



Balaji
AMINES

The colour of our growth is Green

24th Annual Report 2011-12

Our growth has been

2011-12 was, like many years before it,
something for us to be truly proud of.



Good

▲ Gross Sales up **26%**, from Rs 385.05 crores to Rs **485.96** crores

▲ Net Sales up **29.63%**, from Rs 346.77 crores to Rs **449.52** crores

▲ EBITDA up **28.86%**, from Rs 64.80 crores to Rs **83.50** crores

▲ EBIT up **28.44%**, from Rs 56.54 crores to Rs **72.61** crores

▲ PBT up **22.72%**, from Rs 42.98 crores to Rs **52.74** crores

▲ PAT up **34%**, from Rs 26.61 crores to Rs **35.66** crores

▲ EPS up **35.20%**, from Rs 8.21 to Rs **11.01**

▲ Exports up **39.84%**, from Rs 75.43 crores to Rs **105.48** crores

Our growth has been



Green



Following a 'green' policy based on the three 'R's (Reduce, Re-cycle and Re-use) principle, we have always remained strongly committed to:

- Continuously improving our environmental performance through Reduce, Re-cycle and Re-use.
- Conserving natural resources through optimum utilization with increased effectiveness.
- Promoting environmental awareness amongst our employees, suppliers and customers.

All our facilities are regularly audited and certified by technical teams of our MNC customers.

Using a comprehensive recycle system, the water from our manufacturing process is treated and used for process water and cooling water.



Why has our growth been so



Started by a small group of dynamic visionaries in 1988, Balaji Amines has come a long way in these 24 years. Catering to the growing demand for niche specialty chemicals, the company has developed a slew of new products and processes through its in-house R&D facilities, and today occupies a prominent position in the manufacture of aliphatic amines (methalamines, ethylamines and their derivatives) and specialty chemicals in the global market.

By making efficient use of its diverse product mix, enhanced value chain and increased plant efficiencies, Balaji Amines has optimized the consumption coefficients of materials, along with adopting stringent cost control measures.

We are India's largest manufacturer of methalamines and their derivatives, with a market share of over 60%. Through judicious and far-sighted backward / forward integration, we internally consume over 70% of our methalamines production.

We are the world's largest producer of Di-Methyl Amine Hydrochloride (DMA-HCl), commanding nearly 90% of the global market share.

We are the only manufacturer in India of N-Methyl- 2- Pyrrolidone (NMP), Morpholine, 2- Pyrrolidone (2-P) Gamma Butyrolactone (GBL), Poly Vinyl Pyrrolidone (PVP K 30) and N-Ethyl-2-Pyrrolidone (NEP), which are widely accepted by customers across the world.



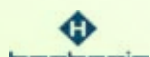
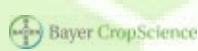
Good?

The diverse industrial segments serviced by Balaji Amines worldwide include:

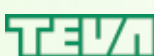
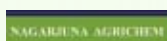
- Active Pharmaceutical Ingredients (APIs)
- Agro-chemicals and pesticide formulations
- Refineries
- Water treatment chemicals
- Photographic chemicals
- Dye stuffs and paints
- Rubber chemicals
- Electronics
- Leather processing chemicals



Our clientele is growing



Globally



Our products are

