

ACCELERATING GROWTH WITH  
**LEADERSHIP**



# 1726.28

Revenue (₹ crore)

# 339.37

EBITDA (₹ crore)

# 227.54

Net Profit (₹ crore)

# 287.00

Net Cash Flow from  
Operation (₹ crore)

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#### DISCLAIMER

A STATEMENT MADE IN THE MANAGEMENT DISCUSSION AND ANALYSIS DESCRIBING THE COMPANY'S OBJECTIVES, PROJECTIONS, ESTIMATES, AND EXPECTATIONS MAY BE 'FORWARD-LOOKING STATEMENTS' WITHIN THE MEANING OF APPLICABLE LAWS AND REGULATIONS. ACTUAL RESULTS COULD DIFFER FROM THOSE EXPRESSED OR IMPLIED. IMPORTANT FACTORS THAT COULD MAKE A DIFFERENCE TO THE COMPANY'S OPERATIONS INCLUDE ECONOMIC CONDITIONS AFFECTING DEMAND, SUPPLY, AND PRICE CONDITIONS IN THE DOMESTIC AND OVERSEAS MARKETS IN WHICH THE COMPANY OPERATES, CHANGES IN GOVERNMENT REGULATIONS, TAX LAWS, OTHER STATUTES AND OTHER INCIDENTAL FACTORS. THESE FORWARD-LOOKING STATEMENTS REPRESENT ONLY THE COMPANY'S CURRENT INTENTIONS, BELIEFS OR EXPECTATIONS, AND ANY FORWARD-LOOKING STATEMENT SPEAKS ONLY AS OF THE DATE IT WAS MADE. THE COMPANY ASSUMES NO OBLIGATION TO REVISE OR UPDATE ANY FORWARD-LOOKING STATEMENTS, WHETHER BECAUSE OF NEW INFORMATION, FUTURE EVENTS, OR OTHERWISE.

Convention has it that

before you become  
a leader, success  
is about growing  
yourself.

When you finally attain leadership, then  
success is all about growing others.

At Balaji Amines, we have **turned this  
theory on its head.**

We have  
patiently  
worked towards  
transforming  
the chemical  
industry. We have  
strengthened the  
nation's prowess  
in the chemical  
space.

Along the way, **we attained leadership  
in our business space.**



WE ARE A **UNIQUE CHEMICAL COMPANY.**

We have worked for  
over 30 years towards  
an 'Atmanirbhar Bharat'  
in the chemical space.



**WE** believe that we have something that other chemical companies never looked at as an opportunity. We refer to it as our three P moat - Passion, Persistence and Perseverance.

Passion to dive into uncharted waters. Persistence to toil hard for days, months and years to create niche solutions which no other Indian chemical company has done before.

Perseverance to make it truly competitive, which allows us to deliver value to our customers.

**AS** we look at our market presence a tad different from others. We count our relevance in what we do when we increase the market size rather than jostle for market share.

The market size play provides immense satisfaction. We have established our brand as a First Mover. We command a sizable market share for our products. We inspire other enterprises to venture into complex product chemistries. We are accelerating the growth of the sector with our pole position.

**OUR** differentiation stems from two defining philosophies.

**Product ethos:** We cherry-pick products not made in India and must be imported. The first-move advantage immediately positions us as the No. 1 player in a product space of one. We enjoy this distinctive position for several products.

**Technology tenet:** We scout for the best available technology solutions from across the world. Subsequently, we persevere patiently to indigenise the same to become self-reliant.

As of date, we are the **ONLY MANUFACTURER IN INDIA** for the following products that are import substitutes:

- Morpholine
- Dimethylformamide (DMF)
- N-Ethyl-2-Pyrrolidone (NEP)
- N-Methyl-Pyrrolidone (NMP)
- Pharmapure Povidone (PVP K30 & PVP K25)
- 2-Pyrrolidone (2-P)
- Gamma-Butyrolactone (GBL)

Between FY20-23, we sold 1,16,452 MT of these products which potentially

saved

**US\$321.30<sup>mn</sup>**

for India.

WE ARE A **FORWARD-LOOKING CHEMICAL COMPANY.**

We have forever envisioned the 'Make in India' for the Globe dream for an enterprising nation like ours.

**WE** think really BIG. About a tomorrow beyond tomorrow. About reversing the trend. About India not as a part of global progress. But as a key driver of it.

For us, tomorrow is about being ahead of the curve. To think of possibilities that seem improbable then. Case in point: to envisage exporting products at a time when India is importing those very products. Our tomorrow is of a new India that stands tall in the global pecking order.

**WE** have the stomach for risk. Risk of looking beyond convention. Risk of going the extra mile. Risk of seeking more. Risk of envisioning the world as our market.

This culture has allowed us to provide far more than required consistently. It has enabled us into continuous improvement mode, where we are happy with our success but not satisfied. Because we believe that there is always some room at the top.

**Our progressive mindset is reflected in two traits.**

**Capacity build-up:** We generally build large capacities, sometimes more than the envisaged demand. For two reasons. 1) We realise that our progressive country will grow and demand will leapfrog, and 2) We can export the same products to the globe that we used to import at some point.

Our recently commissioned DMC plant has a capacity of 15,000 MTPA, and the current demand in India is estimated at 8,000 to 9,000 tonnes.

**Cases in point:** We are setting up a facility for manufacturing N-Butylamines for the first time in the country. We have localised the process and the product for all variants (Mono, Di, Tri). Currently, there is demand for 8,000 MTPA in the country, and we will build a capacity of 15,000 MTPA under our phase-2 expansion plan.

For a particular chemical, the conventional manufacturing process mandated the production of three variants (Mono, Di, Tri) in equal proportion (largely). Our improvised process flows allow us to manufacture any variant in large amounts.

**Cost management:** We have our in-house R&D facility. Here, we develop new processes for new products and continuously try to tweak and perfect the existing products & processes to have an edge over our competitors. Our R&D expertise also makes the impossible possible.

**Cases in point:** EDA (EthyleneDiamine), our subsidiary BSCL's product, was so far imported from foreign countries. India consumes about 50,000 MTPA of this specialty chemical. Now, we can manufacture about 30,000 MTPA. Recently, we exported about 10,000 tons of EDA to China.









ABOUT US

# Lateral by design

Headquartered in Solapur, Maharashtra, Balaji Amines is one of the select few players in world that manufacture an array of amines and their derivatives of amines. The Company also manufactures specialty chemicals and pharma excipients.

Headed by Mr. Ande Prathap Reddy, Executive Chairman, Balaji Amines manufactures products that find applications in diverse end-user segments. The Company maintains stringent in-house quality control to serve customers with the best products at par with international standards.



## A LEADING PLAYER IN ALIPHATIC AMINES IN INDIA

Largest  
manufacturer of  
Aliphatic Amines in  
India

State-of-the-art  
manufacturing facilities  
fully equipped with  
latest DCS  
technology

30+  
Product basket

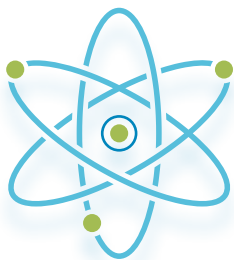
Forward  
integrated suite  
of products  
Downstream products  
added based on strength  
of amine manufacturing  
which have value addition  
and cost advantage

Zero  
Liquid Discharge  
facilities

Only  
Company  
to develop an indigenous  
technology to  
manufacture Amines

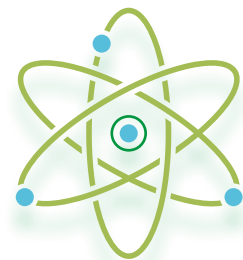
Strong global presence  
Indian  
multinational

2,31,000  
MTPA installed  
capacity



Stringent  
domestic &  
international  
quality  
standards

- ISO 9001:2015 certified Company
- REACH certified products to regulated markets in Europe
- WHO-GMP certificate to export its products to regulated international markets



## Our products

Over the years, Balaji Amines has moved up the value chain. Making a start with Methyl Amines, the Company went on to manufacture Ethyl Amines and other derivatives of Methyl and Ethyl Amines, leveraging in-house developed technology and processes. Our products are used in diverse sectors, touching millions of lives daily from dawn to dusk. The massive sectoral presence works to our benefit in two ways - it amplifies our opportunity canvas and de-risks our growth momentum from an over-dependence on any one sector.



1988

Year of  
commencement



5

Manufacturing  
plants



830+

Customers



51 nations

International  
presence



1111+

Team size