



DEEPAK
NITRITE

RESPONSIBLE
CHEMISTRY



DEEPAK
PHENOLICS

RESPONSIBLE
CHEMISTRY



CORPORATE PRESENTATION

June 2020



Vision

To become the **FASTEST GROWING** Indian chemical intermediates company.

Values



Innovativeness

Driving not just product ideas but also innovation in terms of processes and employee engagement thus maximizing growth.



Responsiveness

Towards employees, customers and all other stakeholders.



Ownership

Where the vision becomes not just the company goal but the individual goal as well.



Performance driven

Rewarding performers across verticals, thereby setting examples for leadership.



Agility

Change is constant. This equips the organization to respond rapidly to this dynamic world.

RESPONSIBLE CHEMISTRY



Health & Safety

Focus on plant, process and people safety.

Emergency preparedness through drills and pre-tests.

HAZOP studies and safety inspections.

Occupational health centre at each unit.

Community Care

Community development through Deepak Foundation

Social interventions spanning over 1,500 villages in Gujarat

Focus areas include:

- Women & Child Welfare
- Integrated Livelihood Promotion
- Disaster Relief
- Rehabilitation & Integrated Child Development Schemes

ISO 9001, 14001, OHSAS 18001

INTEGRATING SUSTAINABILITY WITH PRODUCTIVITY

- Adopting cleaner and cost efficient technologies.
- Focus on Reduce, Reuse and Recover for resource conservation and sustainable growth.
- Focus on People, Planet and Profit for sustainable growth.
- Committed for resource conservation.
- Dedicated cell for conservation through improvisation in processes and products.
- Effluent treatment plants compliant with pollution control norms.



ABOUT THE FOUNDER



C.K. Mehta Chairman-Emeritus

- Visionary and founder with over five decades of versatile experience in chemical industry.
- Credited with leading an able Board and laying the foundation of a strong, professionally driven organisation at par excellence.
- An Inspiration to DNL and all group companies, including Deepak Foundation.
- Instrumental in initiating company's CSR initiatives and in establishing Deepak Foundation.
- **Recipient of ICC Lifetime Achievement Award in 2014**





BOARD OF DIRECTORS AND LEADERSHIP TEAM

PROFESSIONAL BOARD OF DIRECTORS BACKED BY A STRONG TEAM

DEEPAK C. MEHTA

Chairman & Managing Director

D. C. Mehta is a dynamic personality whose business acumen has enabled the Company to take swift strides forward and achieve new laurels, year after year. He is at the helm of affairs at Deepak Nitrite for the last 39 years. He is a Science Graduate from the University of Bombay.



MAULIK MEHTA

CEO & Executive Director

Maulik D. Mehta holds a Bachelors degree in Business Administration from University of Liverpool, UK. He has also done Masters in Industrial and Organizational Psychology from Columbia University, USA. He has around 9 years of experience in the areas of Business Development.



SANJAY UPADHYAY

Director, Finance & Chief Financial Officer

Sanjay Upadhyay is an associate member of the Institute of Cost Accountants of India. He is also a Fellow member of the Institute of Company Secretaries of India. He has vast experience in the areas of finance, accounts, commercial and secretarial functions. He is associated with the Company since 1994.



AJAY C. MEHTA

Non Executive Director

A. C. Mehta has been actively associated with the Company since 1984. With extensive experience, a comprehensive approach and strong industry foresight, he has paved the way for innovation and excellence in the Company.



SUDHIR MANKAD

Independent Director

Sudhir Mankad, IAS (Retd.), has served in senior positions, both with the Government of India and the Government of Gujarat. His last assignment was Chief Secretary, Government of Gujarat. He has served as a Director/Chairman on the Board of several companies.



PROFESSIONAL BOARD OF DIRECTORS BACKED BY A STRONG TEAM



Dr. RICHARD H. RUPP

Independent Director

Richard Rupp held various positions in leading multinational companies such as Hoechst AG (Germany), Lonza (Switzerland) and Allessachemie (Germany). His focus is in the field of pharmaceuticals and fine chemicals.



S. K. ANAND

Independent Director

S. K. Anand has a rich experience of around 45 years in the field of Project Management, Operations, Corporate Planning, Quality Management, Health, Safety and Environment Management, Energy Management and Strategic Planning in petrochemicals, refining and other allied industries.



Dr. S. SIVARAM

Independent Director

Sivaram is a scientist of distinction, having held leadership positions in R&D, in both industry and academia. He has done his M.Sc. from the Indian Institute of Technology, Kanpur, and Ph.D. from Purdue University, W. Lafayette, Indiana, USA.



SANJAY ASHER

Independent Director

Sanjay Asher has been a practising advocate since 1991, and was admitted as a solicitor in 1993. A qualified Chartered Accountant, he specialises in the fields of corporate and commercial law, cross-border M&A, joint ventures, and capital markets, and advises large, medium and small business enterprises on these subjects.



PURVI SETH

Independent Director

Purvi Seth helps create business opportunities and competitive advantage via Strategic HR management. She has helped several businesses effectively cultivate talent engagement through advanced leadership processes and implementation in impacting business performance and productivity.

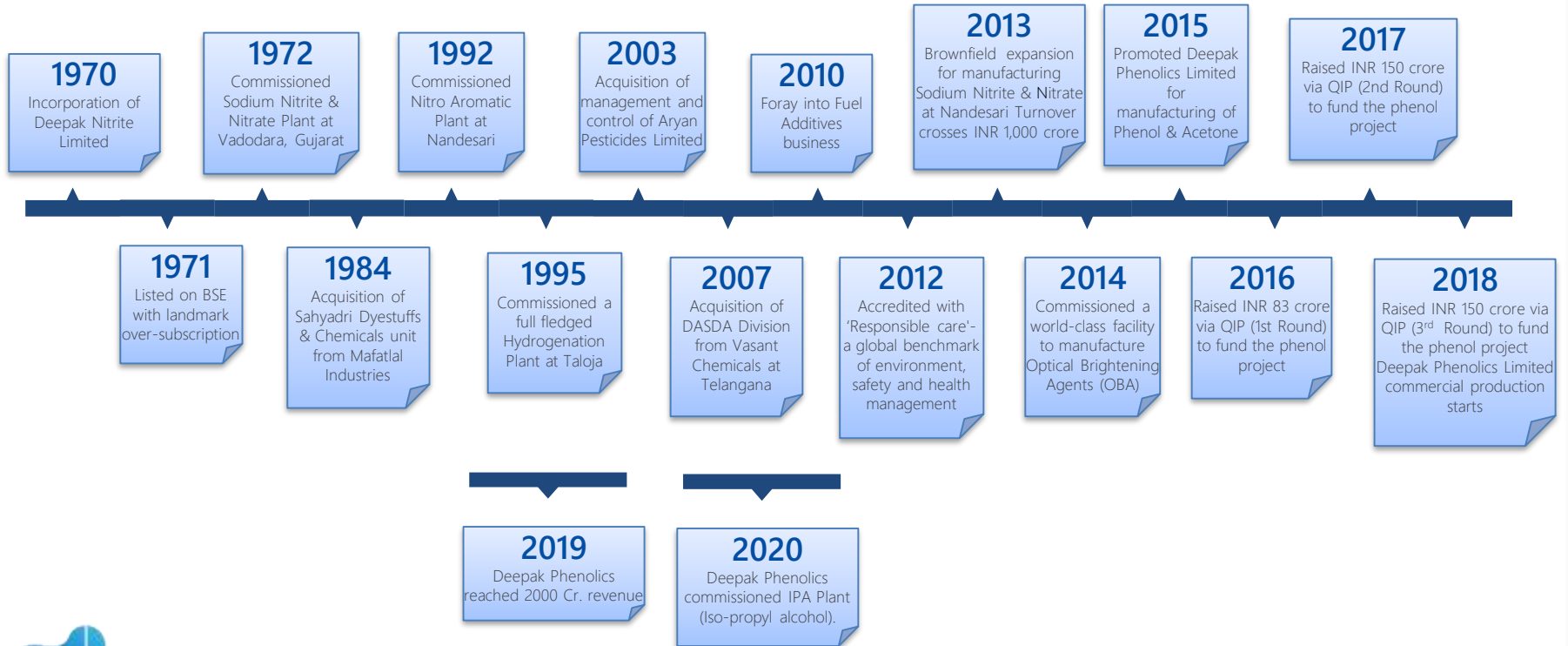


DILEEP CHOKSI

Additional Director

Mr. Dileep C. Choksi is a chartered accountant and has experience over 40 years. His areas of specialization include business succession, tax advisory & litigation, structuring of collaborations & joint ventures, corporate restructuring, turnaround & change management strategies. Mr. Choksi was the former Joint Managing Partner of Deloitte in India till 2008, before the setting up of C.C. Chokshi Advisors Pvt. Ltd. of which he is the Chief Mentor.

HISTORY



COMPANY OVERVIEW

Since 1972, Deepak Nitrite has been a leading intermediates company in the Indian chemical industry.

We serve numerous industries & 56 applications with a portfolio of over 100 international quality products.

We are a recognized globally as a *'Responsible Manufacturer'* and as a *'Supplier of Choice'* by our clients.

Net Revenue
4265 Cr.

Mar-20
(Consolidated)

Amongst top 3 global players

for products like Xylidines, Cumidines and Oximes

50 years

Legacy

Leading producer

of Sodium Nitrite and Sodium Nitrate since 1972 in India

Largest producer

of Phenol & Acetone since 2018 in India

6

Manufacturing Facilities

Exports

to 30 countries, 6 continents

IPA Production

For Pharma and Sanitizer

GLOBAL REACH

30
Countries

6
Continents

56+
Applications

1000+
Customers

100+
Products

MAJOR CUSTOMERS

Product Portfolio:

Basic Chemicals

Fine & Specialty Chemicals

Performance Products

Supplier of Choice for :



Applications



Pharmaceuticals



Agrochemicals



Resins



Personal Care



Petrochemicals



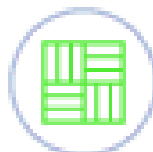
Adhesives



Dyes and Pigments



Paper



Coatings



Fuel Additives



Detergents



Adol Chemicals

Deepak Research and Development Center (DRDC)

Location: Nandesari, Gujarat, India

ISO 9001, 14001, OHSAS 18001

DSIR Approved

Strong team of **70 scientists**

Novel chemistries developed and commercialized for global consumption

Cost-effective and eco-friendly process development

Chemical synthesis for different product segments

Advanced Intermediate developed & commercialized For MNCs

Fields of Expertise:
Advanced sulphonation
Multiple pathway oxidation
Continuous reduction nanotechnology
Ion-exchange resins

Facilities

State-of-the-art
Instruments and Equipment

- HPLCs and GCs
- FTIR
- UV-visible spectrophotometer
- Micro reactor
- Wiped film evaporator
- Vapour phase fixed bed reactors
- Autoclaves of various capacities and MOCs
- Horizontal beadmill
- Rotary furnace
- Multiple CSTR assembly
- Nanofiltration setup



Expertise in multiple chemical processes

Nitration | Catalytic hydrogenation | Sulphonation
Oxidation | Oxidative Coupling | Alkylayion (C, N & O)
Dissolving metal Reduction | Diazotization | Lithiation
Ammonidation | Halogenation | C-C (Grignard, Suzuki, Heck
etc) | Enzyme catalysis

MANUFACTURING FACILITIES

Nandesari

The first and flagship manufacturing facility.

Inorganic and organic chemicals,
Agro Chemicals



Taloja

Synthetic Organic
chemicals, Fine and
Specialty chemicals



Roha

Intermediates for
Agrochemicals, Dyes,
Fine and Specialty
chemicals.



Hyderabad

Dye Intermediates

Dahej

Basic chemicals, Fine and
Specialty chemicals,
Performance products,
Phenol and Acetone
Fully automatic batch
process





ECO- CONSCIOUS



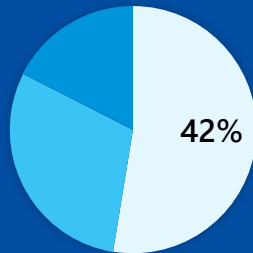
Green Belt
110702 Sq. Mt

BUSINESS SEGMENTS

BASIC CHEMICALS (BCC)

- Sodium Nitrite
- Sodium Nitrate
- Nitro Toluidines
- Fuel Additives
- Nitrosyl Sulphuric Acid

42% of
Total Revenues in FY19



Colourants



Petrochemicals



Rubber

- High volume segment consisting - Bulk Chemicals & Commodities made to standard specifications.

- Organic chemicals
- Inorganic chemicals
- Fuel additives

BASIC CHEMICALS CUSTOMERS

SUDARSHAN



EASTMAN

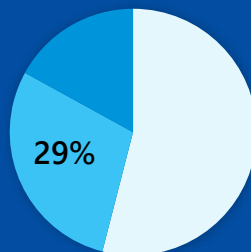
BUSINESS SEGMENTS

FINE AND SPECIALTY CHEMICALS

- Xylidines
- Oximes
- Cumidines
- Specialty agrochemicals

29% of

Total Revenues in FY19



Agrochemicals



Colors & Pigments



Paper



Personal Care



Pharmaceuticals

- Includes niche products that require greater value addition.
- Segregated into Specialty Chemicals, Xylidines, Oximes, Cumidines, Nitro Xylene amongst others.
- Products customized as per customer specifications.
- Application in the manufacture of agrochemicals, colour & pigments, paper, personal care, pharmaceuticals etc.

FINE & SPECIALTY CUSTOMERS

L'ORÉAL



COTY
BEAUTY, COSMETICS & SKINCARE

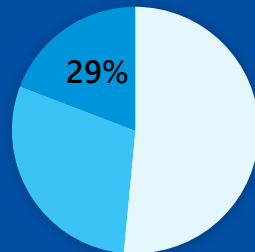


BUSINESS SEGMENTS

PERFORMANCE PRODUCTS

Optical Brightening Agent (OBA)
Flavonic Acid

29% of
Total Revenues in FY19



- Florescent Whitening Agent (FWA) is an application chemical; commonly known as Optical Brightening Agent (OBA).
- Fully integrated manufacturer of FWA, startup from Toluene as basic building block
- Wide applications across Paper, Detergents, Textiles, Coating Applications in Printing & Photographic Paper
- Customized into liquid or powdered form, as per the customer's requirements.

OPTICAL BRIGHTNING AGENTS CUSTOMERS



The logo for DEEPAK PHENOLICS is centered on the page. It consists of the word "DEEPAK" in a bold, white, sans-serif font, enclosed within a white rectangular border. Below this, the word "PHENOLICS" is written in a smaller, white, sans-serif font. The entire logo is set against a dark green, irregularly shaped background. The background of the slide features abstract, wavy patterns of thin, light green lines that create a sense of movement and depth.

DEEPAK

PHENOLICS

Driving our goal
of being the
fastest-growing
Indian chemical
intermediates
manufacturer

Making India self-reliant in production of Phenol and Acetone

Reducing India's import dependence on chemical intermediates

Taking care of India's demand-supply gap in Phenol and Acetone

At full capacity, plant is projected to result in import savings of around USD 400 Million

Plant commissioned within time

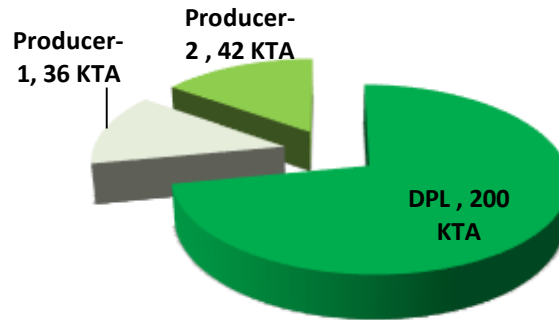
Plant stabilised and touched 100% capacity utilisation within a short span of time

Reported positive EBITDA and Profit Before Tax within few months of commissioning

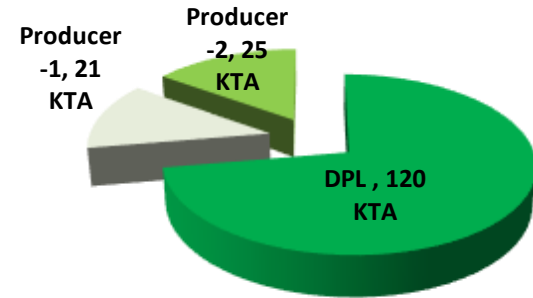
Created robust supply chain infrastructure and logistics

PHENOL, ACETONE DOMESTIC PRODUCTION

Phenol production capacity, KTA



Acetone production capacity, KTA



PHENOL & ACETONE FACILITY AT DAHEJ - SNAPSHOT

Manufacturing Capacity

200 KTPA

Total manufacturing capacity for Phenol

120 KTPA

Total manufacturing capacity for Acetone

260 KTPA

Total manufacturing capacity for Cumene

30 KTPA

Total manufacturing capacity for Iso-Propyl Alcohol

Technology Tie-ups



- Technology tie-up with UOP Honeywell
- Technology tie-up with KBR (USA)
- KBR is a licensor of phenol capacity
- Badger, USA for IPA



FINANCIALS

FINANCIAL SUMMARY

Financial Summary
(Consolidated YTD
Mar-20)

4265 Net Revenue

1061 EBITDA

611 PAT

Financial Summary
(Consolidated YTD
Mar-19)

2715 Net Revenue

429 EBITDA

174 PAT

*Figures in Crore

AWARDS



Raising Brand of Asia, 2019 Certificate of Merit

Deepak Group was conferred with prestigious Raising Brand of Asia, 2019 by BARC Asia under Global Business Symposium.



India's most trusted Companies Award, 2019

Deepak Nitrite Limited was conferred with India's Most Trusted Companies Award by IBC



Fortune Next 500

Deepak Nitrite Limited, ranks 74th in Fortune 500 Next list, 2019 by Fortune Magazine. Recognized as top wealth creator in mid-size category.



National Best Employer Award, 2018

Deepak Nitrite Limited conferred with National Best Employer Brand 2018 by Global Employer Branding Institute



Transformance Award, 2020

Deepak Nitrite Limited (DNL) was conferred with Best Innovation in Digital Communication by Transformance forums for its digital campaigns and social media initiatives



Times Icon of Vadodara, 2020

Deepak Nitrite Limited (DNL) was conferred with "Best Chemical Intermediates Company- Times Icon of Vadodara" award by Times Internet Limited- A division of Times of India.

HUMAN RESOURCES

- Committed to be an Equal Opportunities Employer
- 9.2 Years average employee tenure
- Management Development Programs for high potential employees arranged at prestigious management institutes since 2014
- Merit-based reward system, work-life balance and at par fringe benefits across all levels
- Assessment and development centers for the leadership team

5 Pillars Of Human Resources



Career



Life



Health



Skill Development



Employee Engagement



CORPORATE SOCIAL RESPONSIBILITY

DEEPAK FOUNDATION

40+ years | 2 million people

- Maternal and neonatal care
- Livelihood projects

Some of the key initiatives include:

EDUCATION:

- Integrated child development services
- Mobile library
- Wage employment trainings

LIVELIHOOD

- Water harvesting

MEDICAL INITIATIVES:

- Occupational health services in GIDC
- Quality care in tribal areas
- Healthcare at doorstep
- Medical intervention & services
- De-addiction & counselling services
- Blood donation camp

DEEPAK FOUNDATION

Beneficiaries in urban, rural and tribal areas	171387
Marginalized people reached through doorstep healthcare services	48731
Rural women empowered through entrepreneurial support	1840
Youth skilled in health sector trained in the rural areas	240
Children monitored for food intake	9035
Children facilitated for enhancing reading & comprehension skills	3068
Beneficiaries reached for deaddiction & counselling services	25440
Children with special needs supported	247
Tribal women supported through quality maternal & child health services	71109
Deliveries conducted annually in tribal areas	4324
Facilitating 24*7 emergency help desk services at district hospital, Vadodara	34497

CONTACT INFORMATION

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