



# KESAR PETROPRODUCTS LIMITED

404, Naman Centre, C-31/G Block, BKC, Bandra (E), Mumbai - 400 051.

Tel: (022) 62422626 • URL - [www.kesarpetroproducts.com](http://www.kesarpetroproducts.com)

To,  
Listing Department  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai-400001.

Date: 15<sup>th</sup> February, 2018

Scrip Code: 524174

Scrip ID: KESARPE

Subject: Intimation of Schedule of Analyst / Institutional Investor meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015.

Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, we would like to inform you that the officials of the Company will be attending the following the Conference of institutional investors.

Date	Organised by	Place
February 16, 2017	Prabhudas Lilladher Pvt. Ltd.	Mumbai

This is to further inform that the copy of Investor Presentation has been uploaded on the website of the Company [www.kesarpetroproducts.com](http://www.kesarpetroproducts.com) and is also available on the Stock Exchanges for your information and also for the information of your members and the public at large.

This information is submitted to you pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015.

Kindly note that changes may happen due to exigencies on the part of Host / Company.

Yours faithfully,  
For Kesar Petroproducts Limited

  
Mohit Kaushik  
Executive Director and CEO  
DIN: 06463483  
Encl: a/a



# **KESAR PETROPRODUCTS LIMITED**

Investor Presentation – February 2018

# Safe Harbor



Kesar Petroproducts Limited



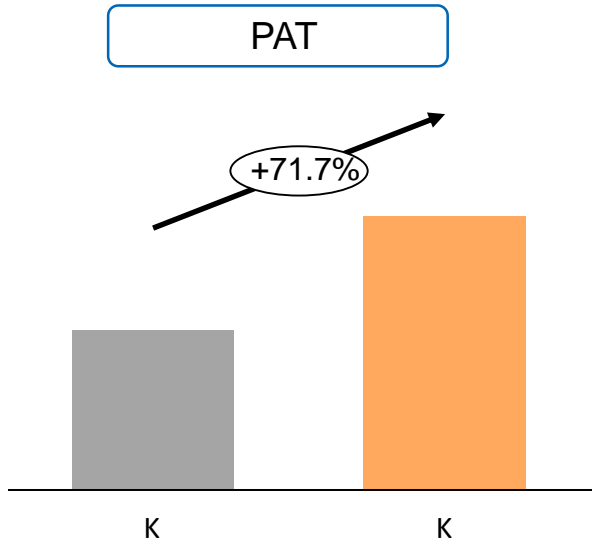
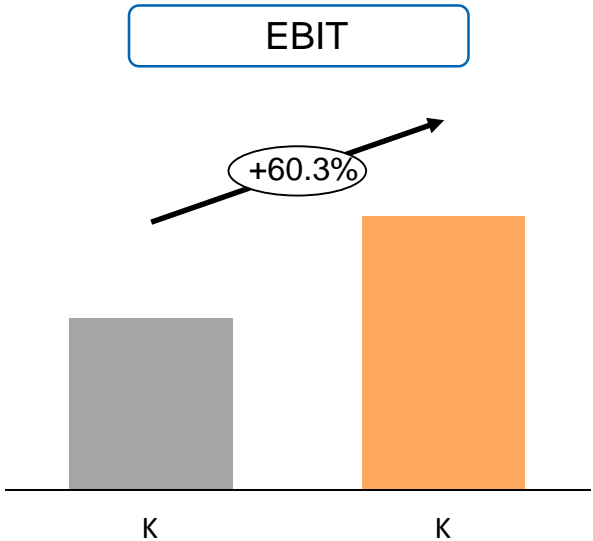
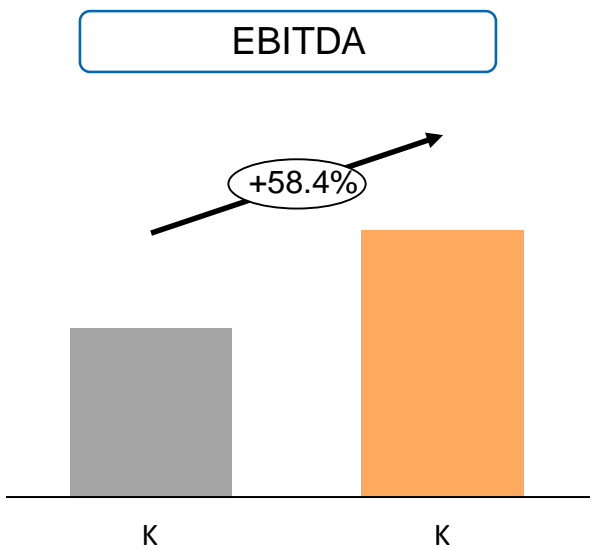
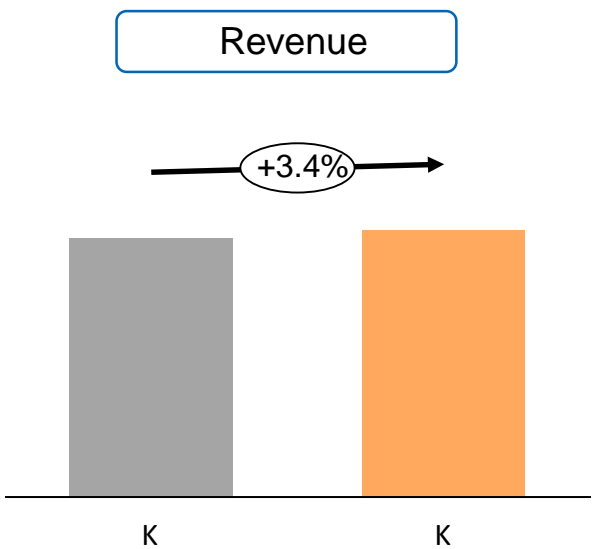


# Business Overview

KESAR

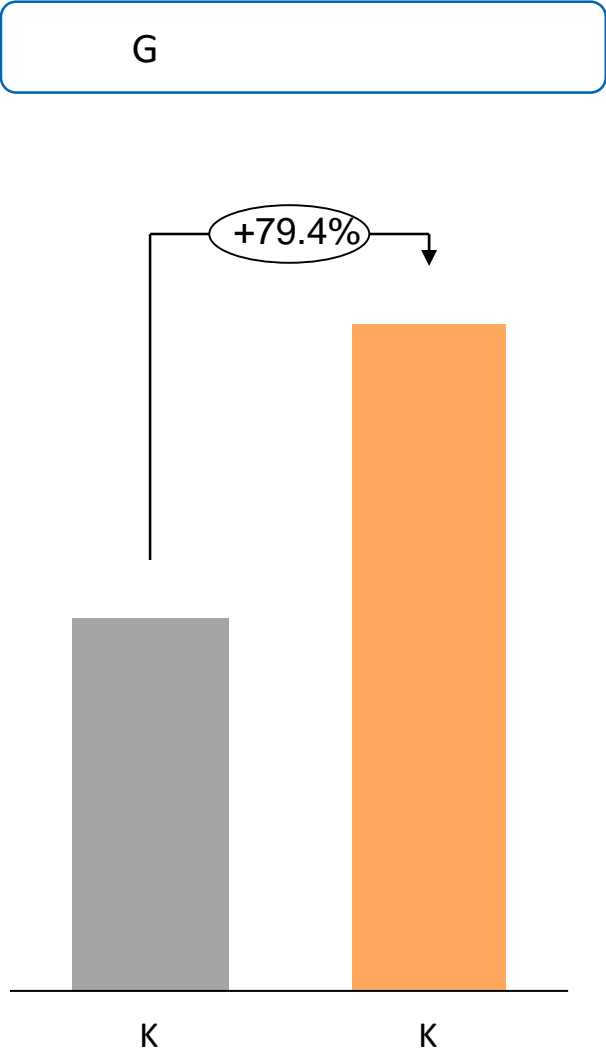
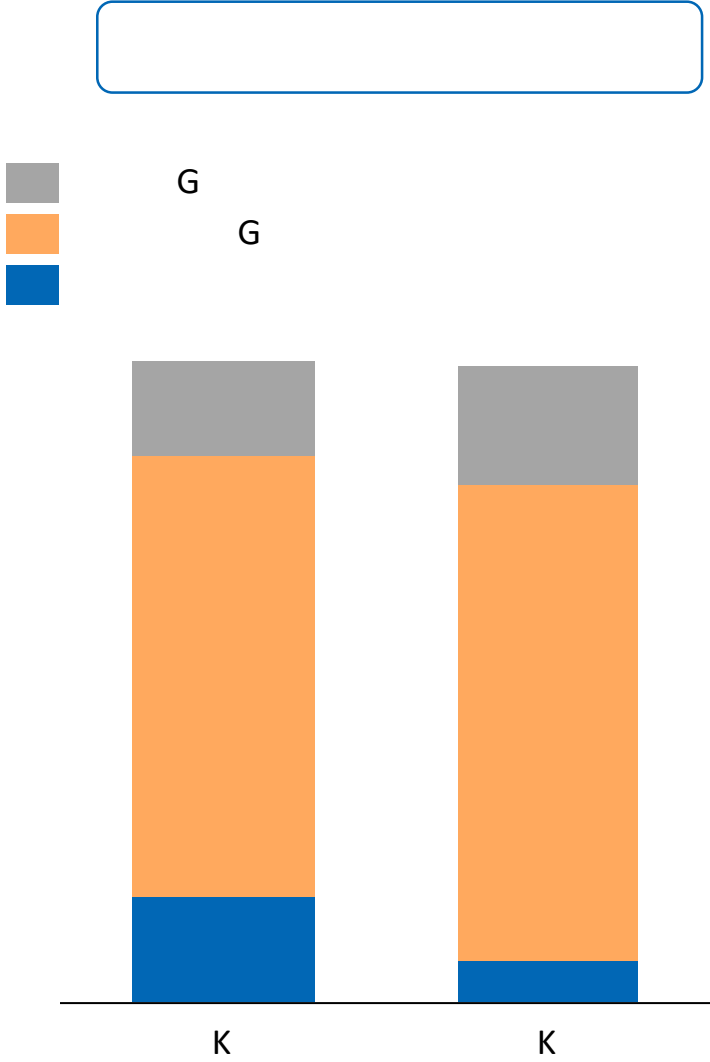


# Strong Performance in 9M FY18\*



\* As per INDAS

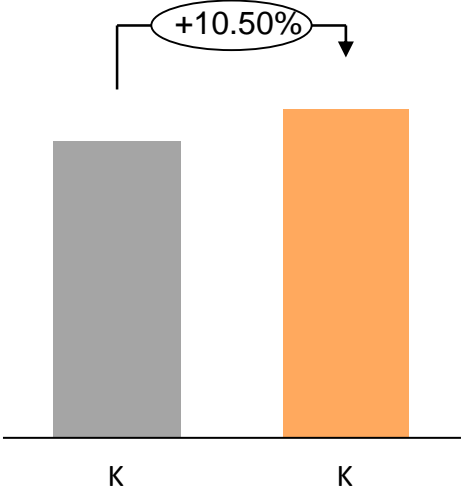
# Improved Performance



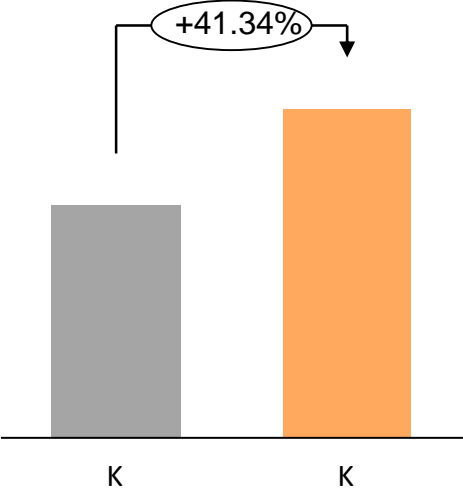
# Increased Revenue from High Value Product



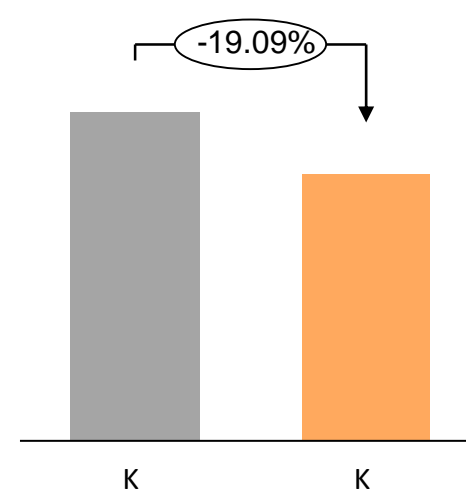
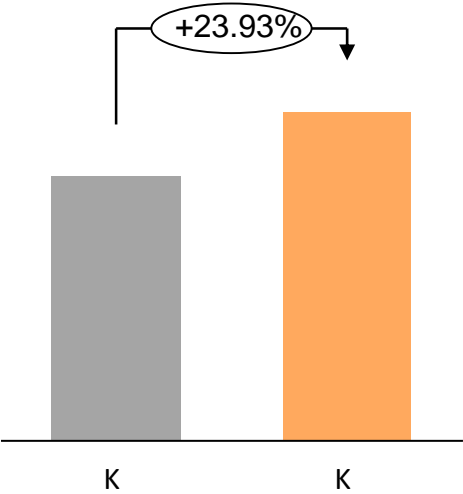
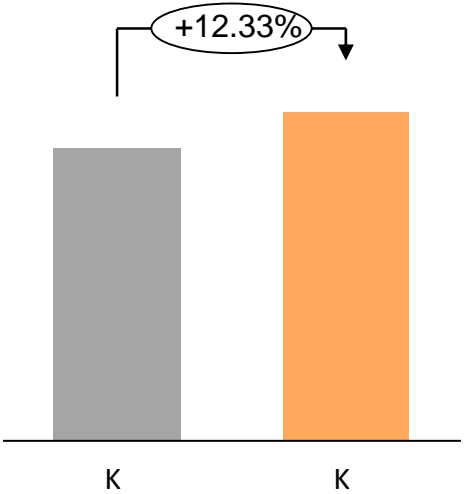
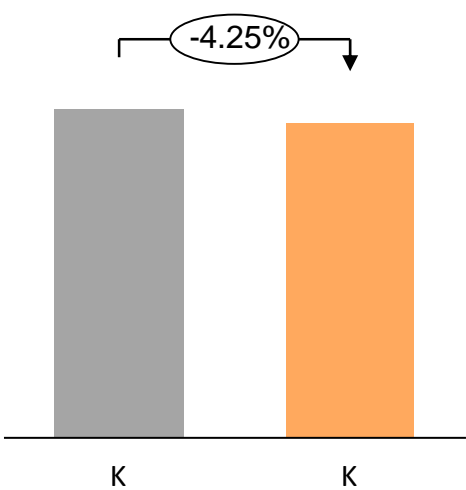
CPC CRUDE BLUE



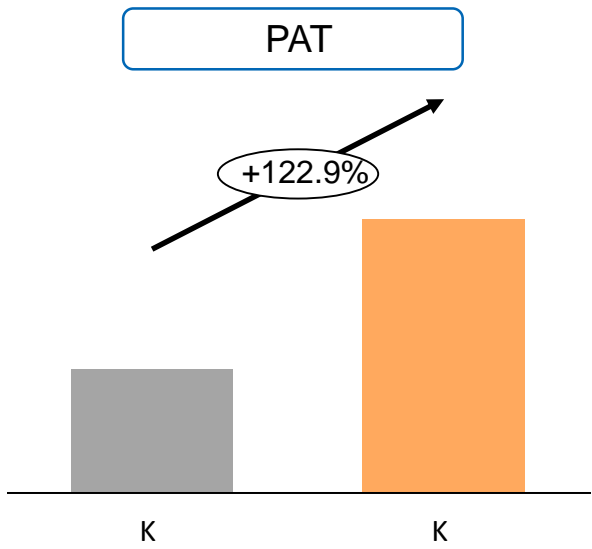
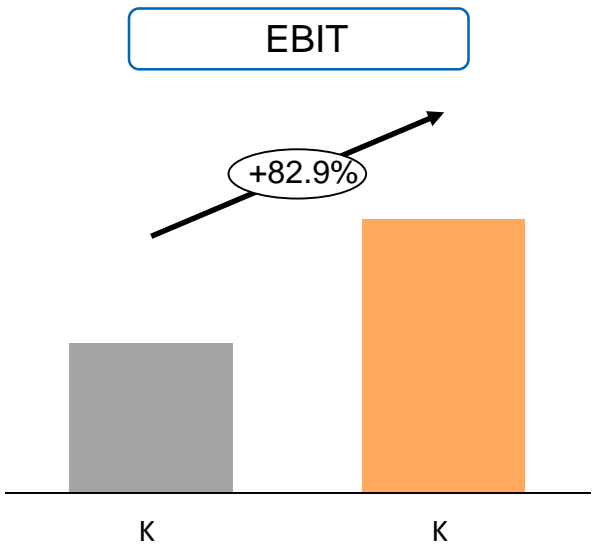
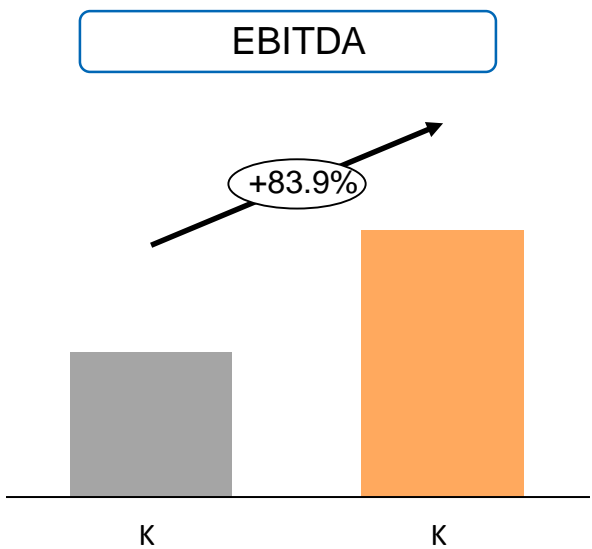
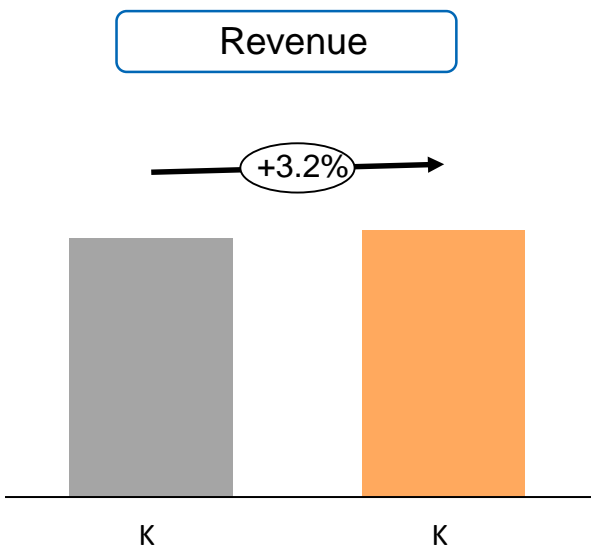
BETA BLUE



ALPHA BLUE



# Strong Performance in Q3 FY18\*



\* As per INDAS



# Kesar at Glance



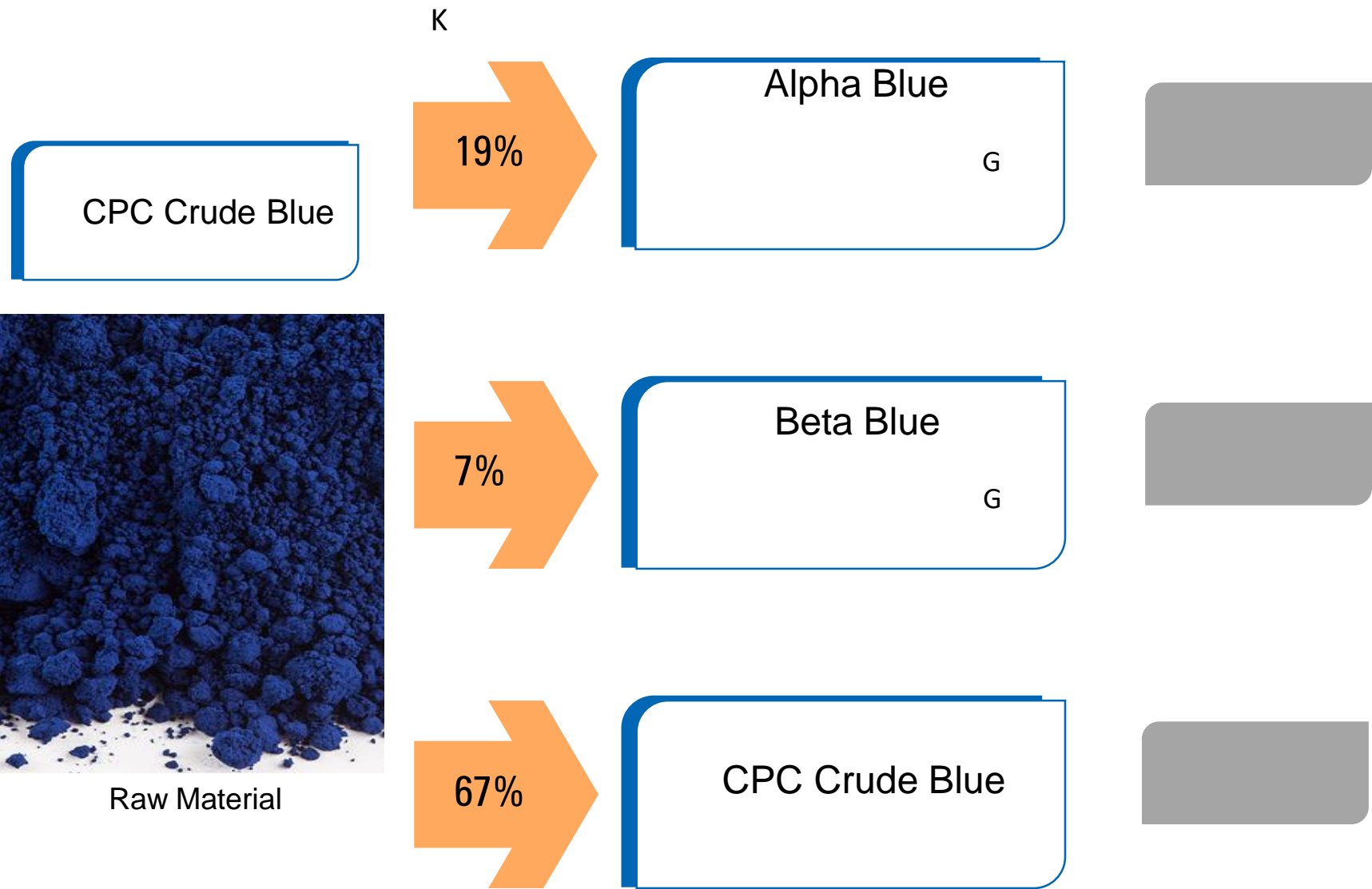


Kesar integrates services in a manner that aims to provide timely deliveries along with high quality product output

Product	Capacity (MTA)
G	
G	
G	G

Product	Capacity (MTA)

# Pigment Value Chain



# Long Term Client Relationships



15 Years+



15 Years+



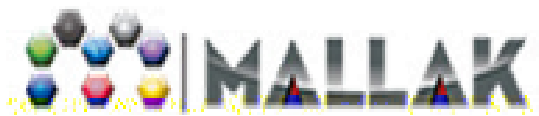
8 Years+



8 Years+



8 Years+



17 Years+



8 Years+



2 Years+



Operational Efficiencies through Vertical Integration

Focus on Process Innovation

Located at Lote Parshuram, the Chemical Belt of Maharashtra



# Facilities at a glance



Activated CPC



Aminated



Beta-Blue-15-3



Beta-CPG15



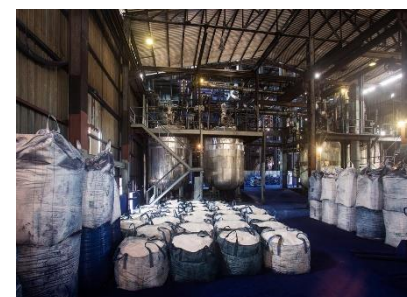
CPGBlue-15-0



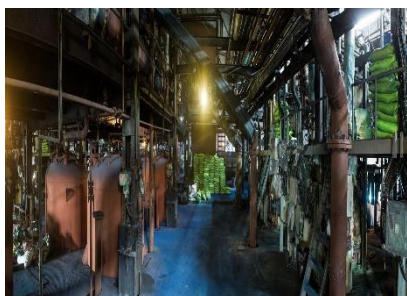
CPGBlue-15-1-



CPGCrude



CPGCrude2



CPGCrude4



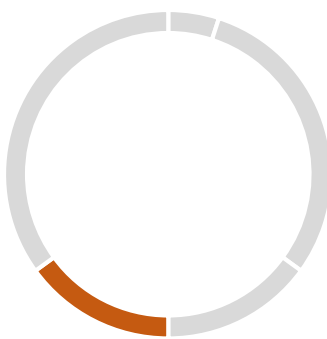
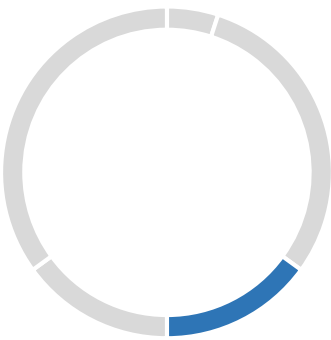
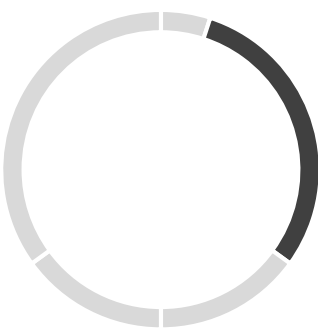
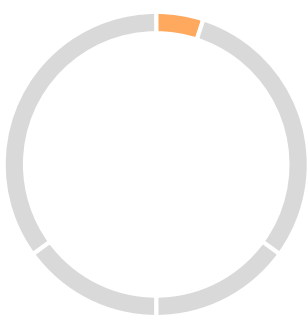
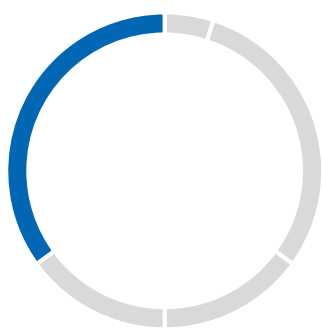
Nitrated-N



RM



SulphonatedN





We are Future Ready

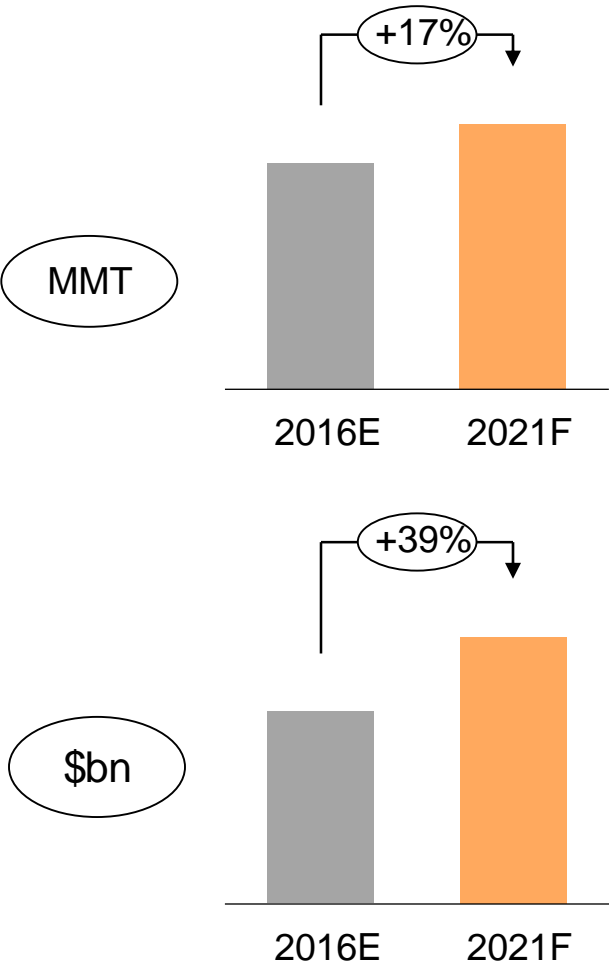
KESAR



KESAR

BIG THINKING  
PRECEDES  
GREAT ACHIEVEMENT

## Global Demand for Dyes & Organic Pigment



## Outlook : Global Dyes & Pigments

‡

‡

‡

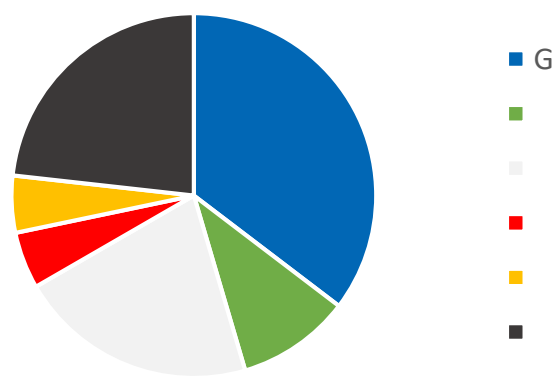
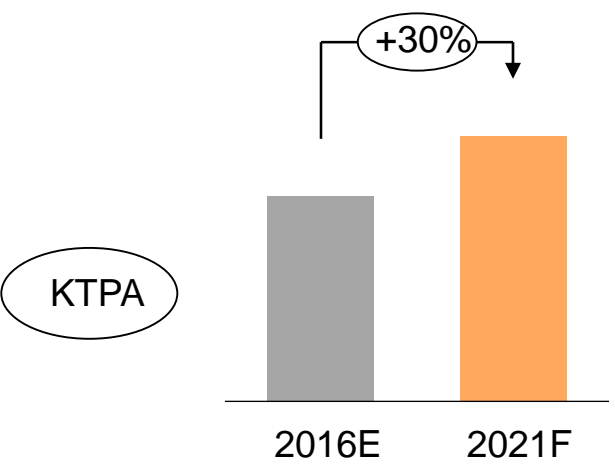
‡ KeyExpectedTrends

*f*

*f*

*f*

## Domestic Demand for Pigment Industry



## Outlook : Global Dyes & Pigments

‡  
‡  
‡  
  
*f* G  
  
*f*  
  
*f*



# Huge Headroom for Growth



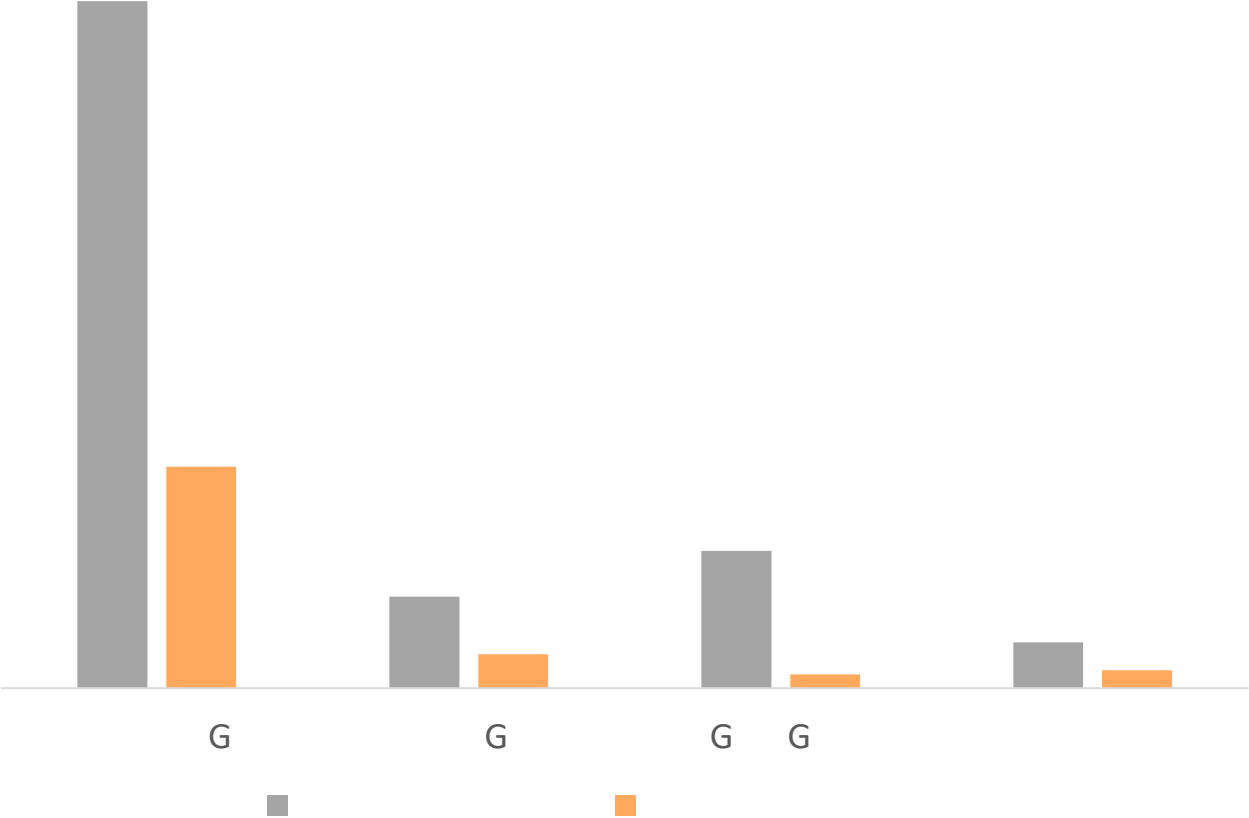
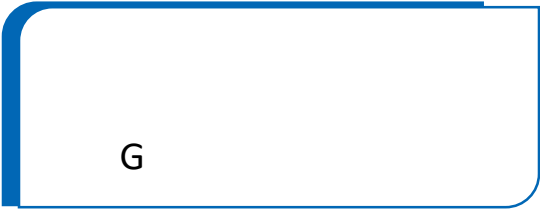
Percentage Utilization

32%

37%

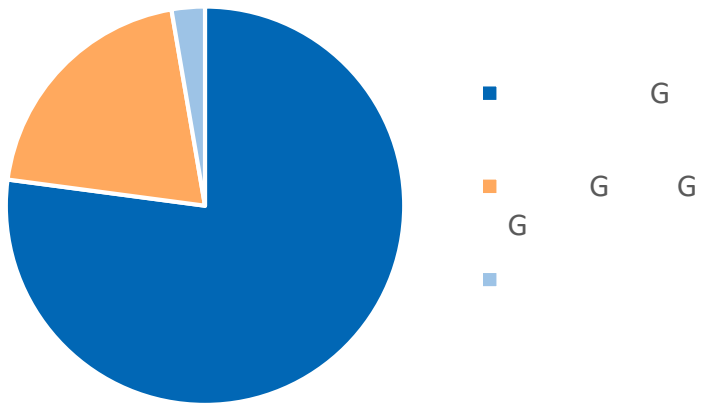
10%

39%

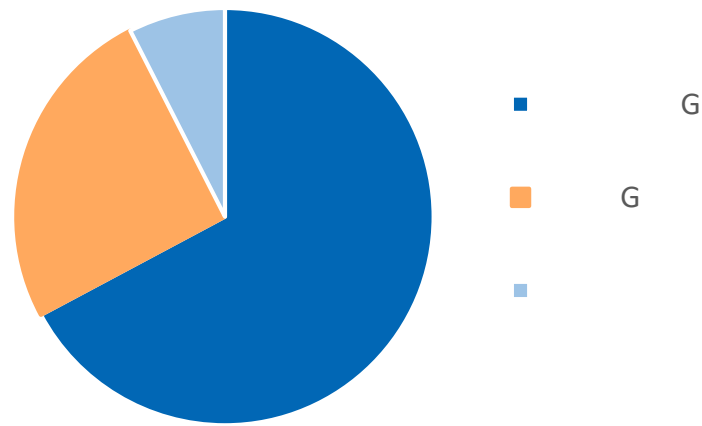


# Moving up the Value Chain with...

REVENUE FY16 : Rs. 112Cr



REVENUE FY17 : Rs. 174Cr

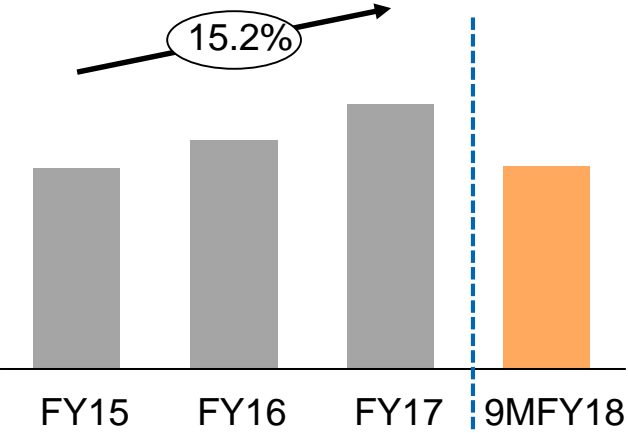


Increasing contribution from High Value High Margin Products like Alpha Blue and Beta Blue has resulted in an improvement in our Overall Margins

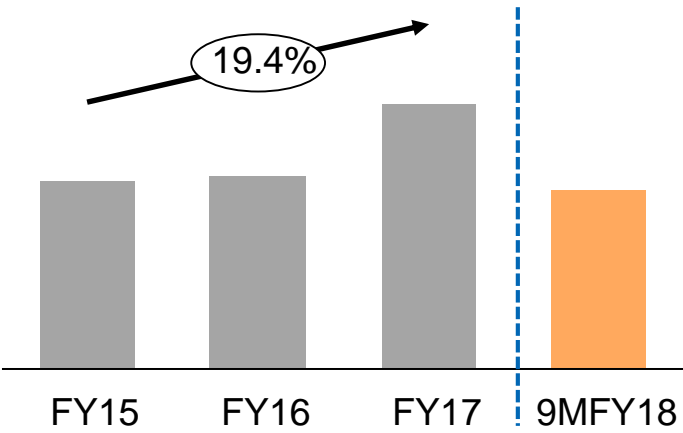
# ...significant growth in High Value Product



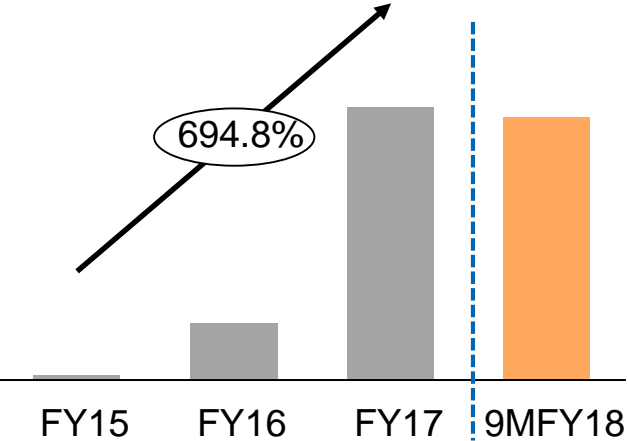
CPC CRUDE BLUE



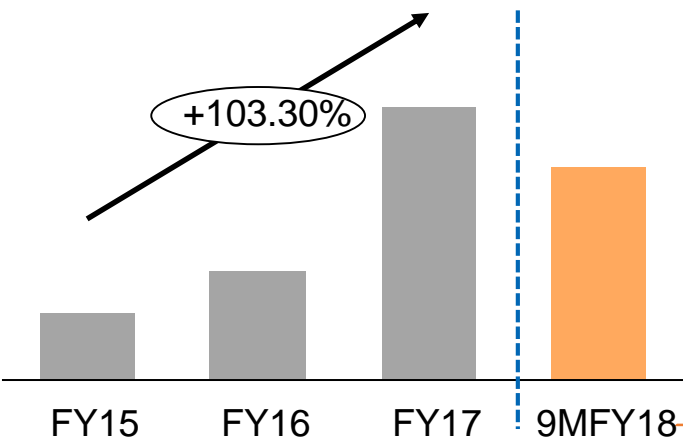
ALPHA BLUE

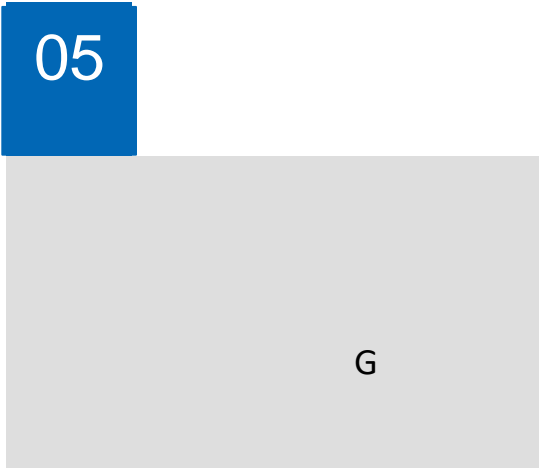
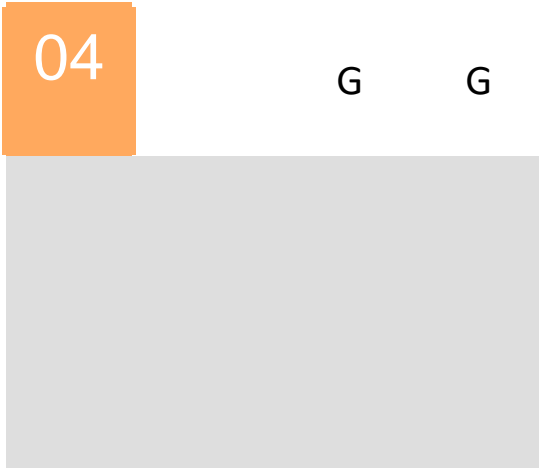
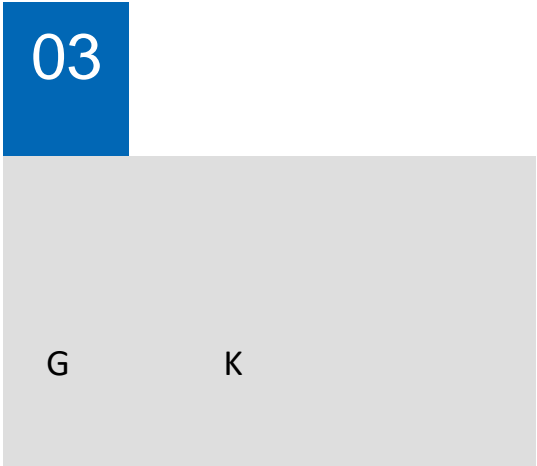
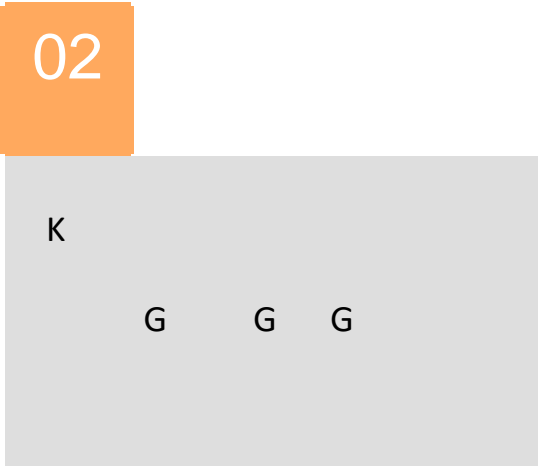
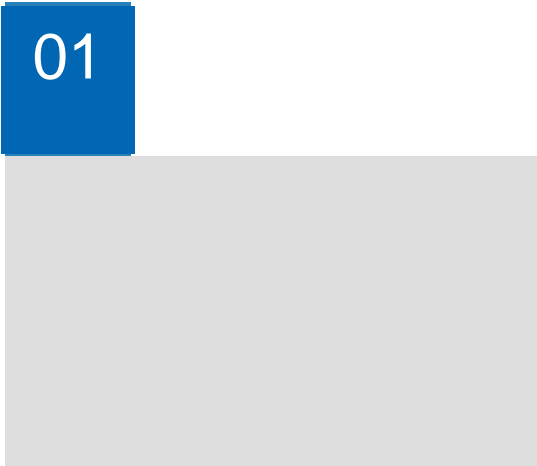


BETA BLUE



DYE INTERMEDIATES





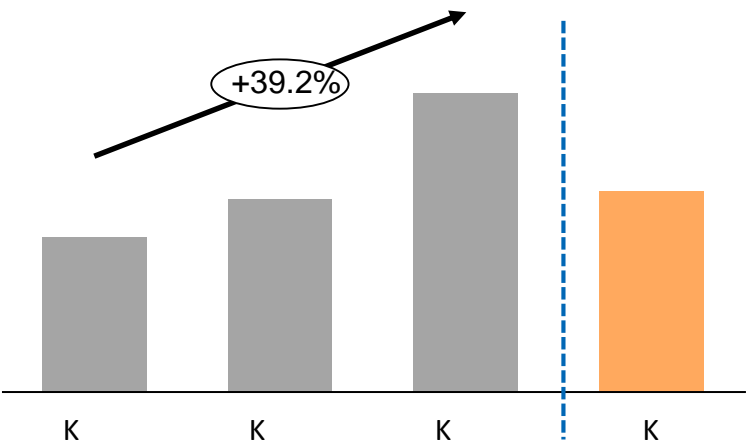




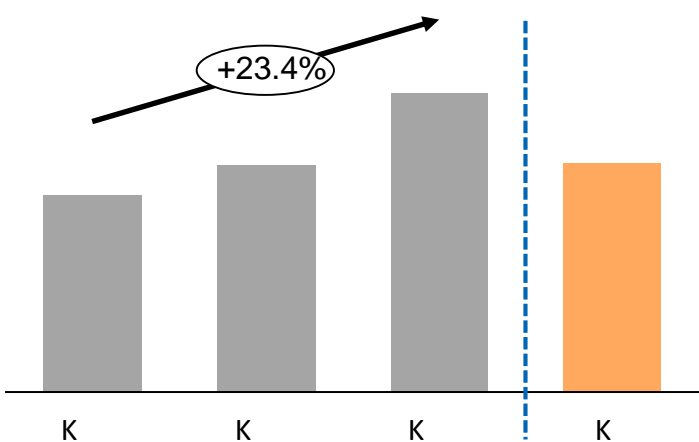
# Historical Financial Highlights



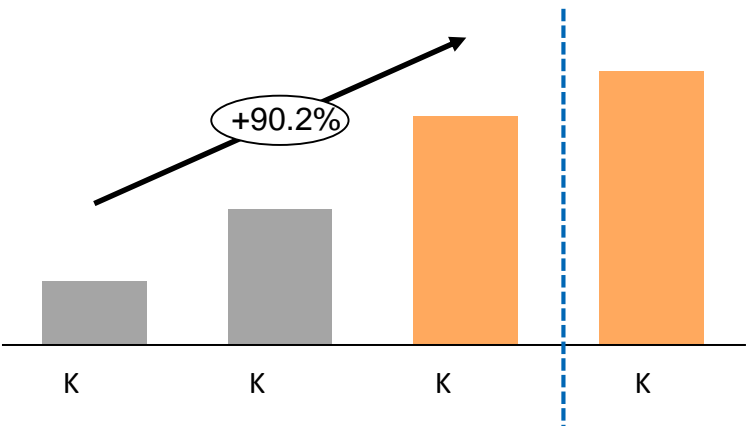
Volume (MT)



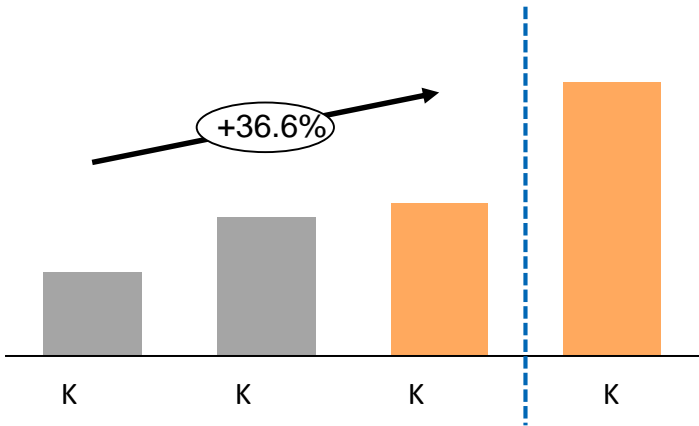
Revenue



EBITDA



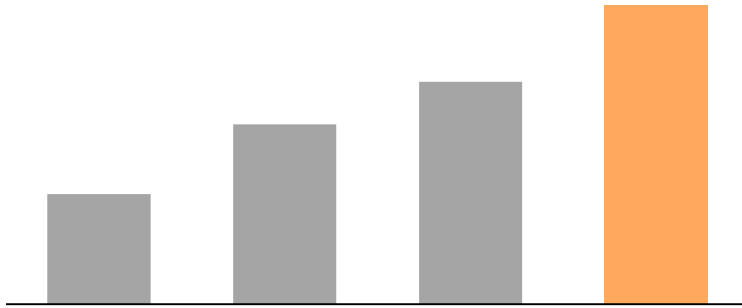
EBITDA (per MT)



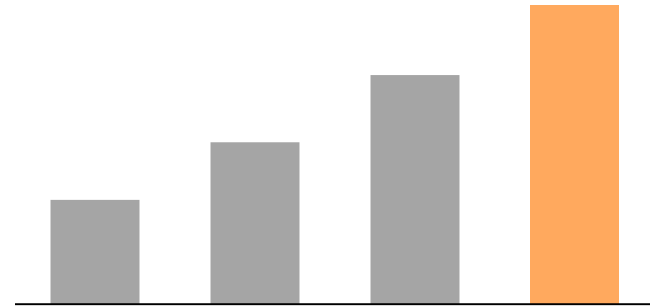
\* As per INDAS

# Ratio Analysis

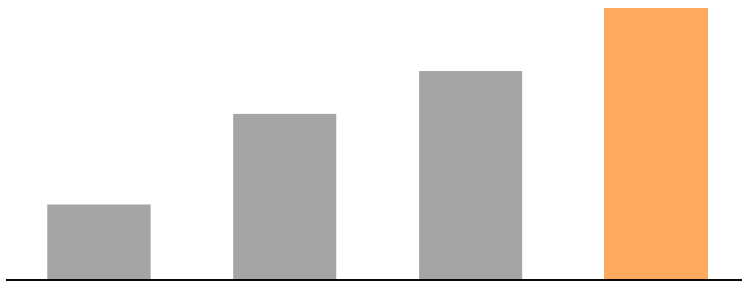
ROE (%)



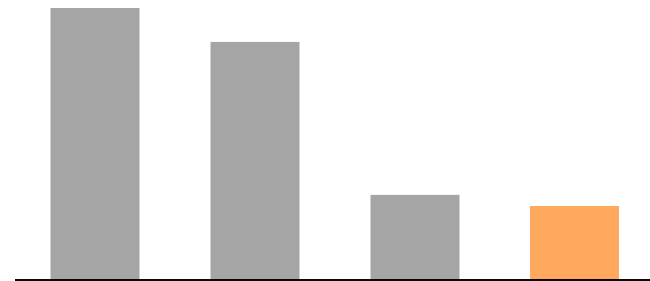
ROCE (%)



ROA (%)



Debt/Equity (x)



# Profit & Loss Statement\*

Particulars Rs Cr₹	Q3FY18	Q3FY17	Y-o-Y	Q2 FY18	Q-o-Q	9MFY18	9MFY17	Y-o-Y
Revenue from Operations	45.2	43.8	3.1%	42.6	6.0%	130.4	126.1	3.4%
Value Addition^	17.1	14.2		16.1		48.8	41.8	
Value Addition (%)	37.9%	32.3%		37.8%		37.4%	33.1%	
EBITDA	11.1	6.0	83.9%	10.4	6.9%	31.4	19.8	58.4%
EBITDA Margin (%)	24.6%	13.8%		24.4%		24.1%	15.7%	
EBIT	10.8	5.9	82.9%	10.4	3.4%	31.1	19.4	60%
EBIT Margin (%)	23.9%	13.5%		24.5%		23.8%	15.4%	
K								
Profit before Tax	10.7	5.7		10.4		30.9	18.7	
Profit After Tax	8.6	3.8	122.9%	8.3	3.2%	24.9	14.5	71.3%
PAT Margin (%)	19.0%	8.8%		19.5%		19.1%	11.5%	
EPS	0.88	0.40		0.86		2.57	1.50	

\*As per INDAS

^ Revenue - (cost of raw materials consumed + (cost of traded goods) (change in inventories)

# Historical Profit & Loss Statement

Particulars (Rs Crores)	FY17*	FY16	FY15	FY14	FY13
Revenue from Operations	173.0	144.0	145.8	153.3	44.4
Value Addition^	56.3	35.9	25.6	15.7	1.6
Value Addition %	32.6%	24.9%	17.6%	10.2%	3.5%
EBITDA	25.9	15.5	7.3	2.3	0.6
EBITDA Margin %	15.0%	10.8%	5.0%	1.5%	1.3%
EBIT	25.9	14.9	6.7	2.1	0.2
EBIT Margin %	15.0%	10.3%	4.6%	1.4%	0.5%
K					
PBT	25.4	14.7	6.6	2.1	0.2
PAT	20.1	12.1	5.1	1.7	0.2
PAT Margin %	11.6%	8.4%	3.5%	1.1%	0.5%
EPS	2.08	1.31	7.02	2.28	0.27

\*As per INDAS

^ Revenue - (cost of raw materials consumed) (cost of traded goods) (change in inventories)

# Balance Sheet



Particulars (Rs. Crs.)	30-Sep17	31-Mar-17
EQUITY AND LIABILITIES		
EQUITY	106.6	88.2
Non-Current Liabilities	4.6	4.6
K		
G		
Current liabilities	47.4	34.2
K		
K		
TOTAL	158.6	127.1

Particulars (Rs. Crs.)	30-Sep17	31-Mar-17
ASSETS		
Non-current assets	54.1	39.6
Current assets	104.5	87.5
K		
G		
TOTAL	158.6	127.1



For further information, please contact:

Company :

KesarPetroproducts Limited

Ms. Jayashree Jayadevan

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Investor Relations Advisors

Strategic Growth Advisors Pvt. Ltd.

Ms. Neha Shroff Ms. Ami Parekh

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