

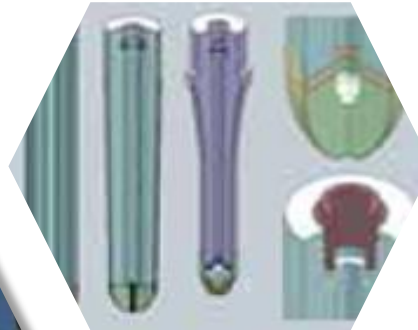
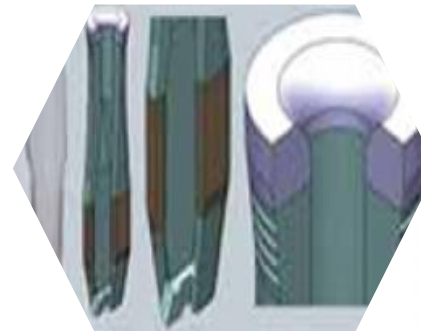
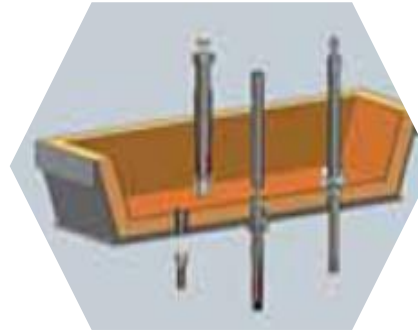
IFGL Refractories Limited

(Formerly IFGL Exports Limited)



hofmann
CERAMIC
GmbH

MONOCON



Investor Presentation
February 2018

Safe Harbor



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Industry Overview

Favorable Government Policies aiding Indian Steel



Product	Anti-dumping duty support price (ADD) (In range of)	Applicable till	Countries targeted
Hot rolled coil (width >600 mm)	\$ 474-561	Aug 2021	China PR, Japan, Korea RP, Russia, Brazil or Indonesia
Plates	\$ 474-561	Aug 2021	China PR, Japan, Korea RP, Russia, Brazil or Indonesia
Cold rolled coil	\$ 576	Aug 2021	China, Japan, South Korea & Ukraine
Seamless tubes (dia. <14 inches)	\$ 961-1,610	May 2021	China, Japan, South Korea, Russia, Brazil & Indonesia
Coated steel	\$ 822	Jan 2022	China & European Union

Strong global prices, coupled with steel import restriction measures (by Govt.), are likely to protect margins for domestic steel manufacturers

Source: BofA Merrill Lynch Report

Capacity expansion by Indian players

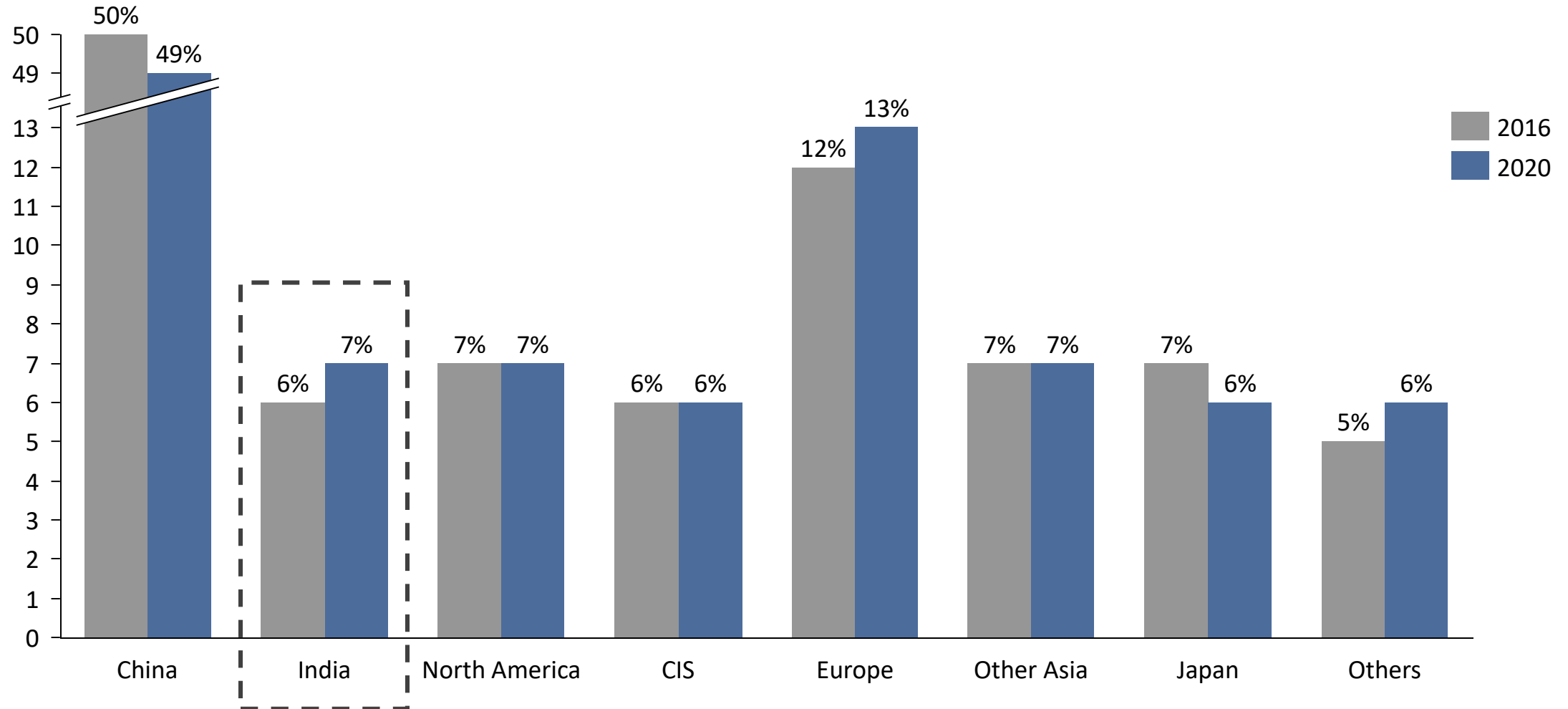


New Projects likely to be commissioned post FY20

Company	Project	Capacity (mtpa)	Steady Production year
Tata Steel	Kalinganagar II	3	2021
SAIL	Modernization	2.5	2021
JSPL	Angul	2	2020
NMDC	Nagamar	3	2021

Source: BofA Merrill Lynch Report

India's market share in Global Steel production on the rise



Source: BofA Merrill Lynch Report

Impetus on Indian Steel sector



Reduction
in Customs Duty on
Plant & Equipment



100% FDI through
automatic route
in Indian Steel



Increased focus and
Budgetary
allocation towards
R&D & Innovation



Make in India and
preference to Locally
produced Steel in
Projects

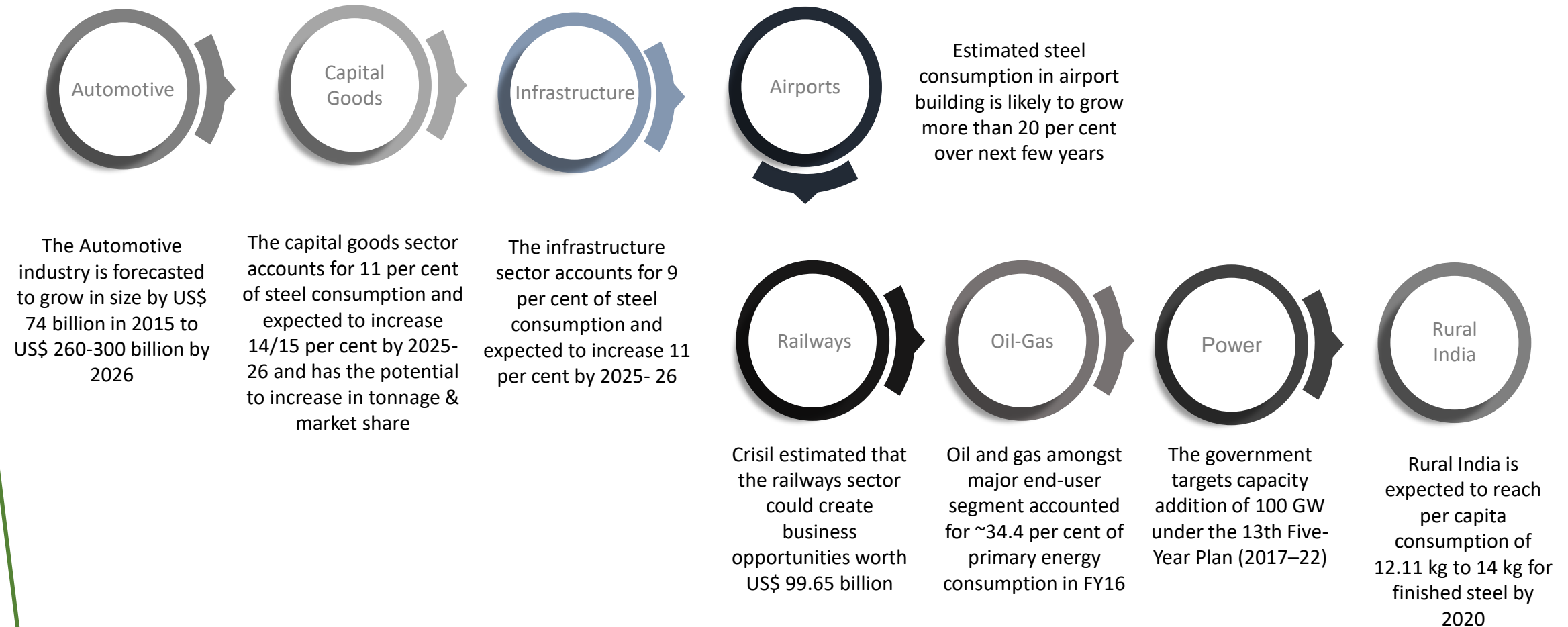


Imposition of CVD
for 5 years on import
of certain Stainless
steel products will
boost domestic
production

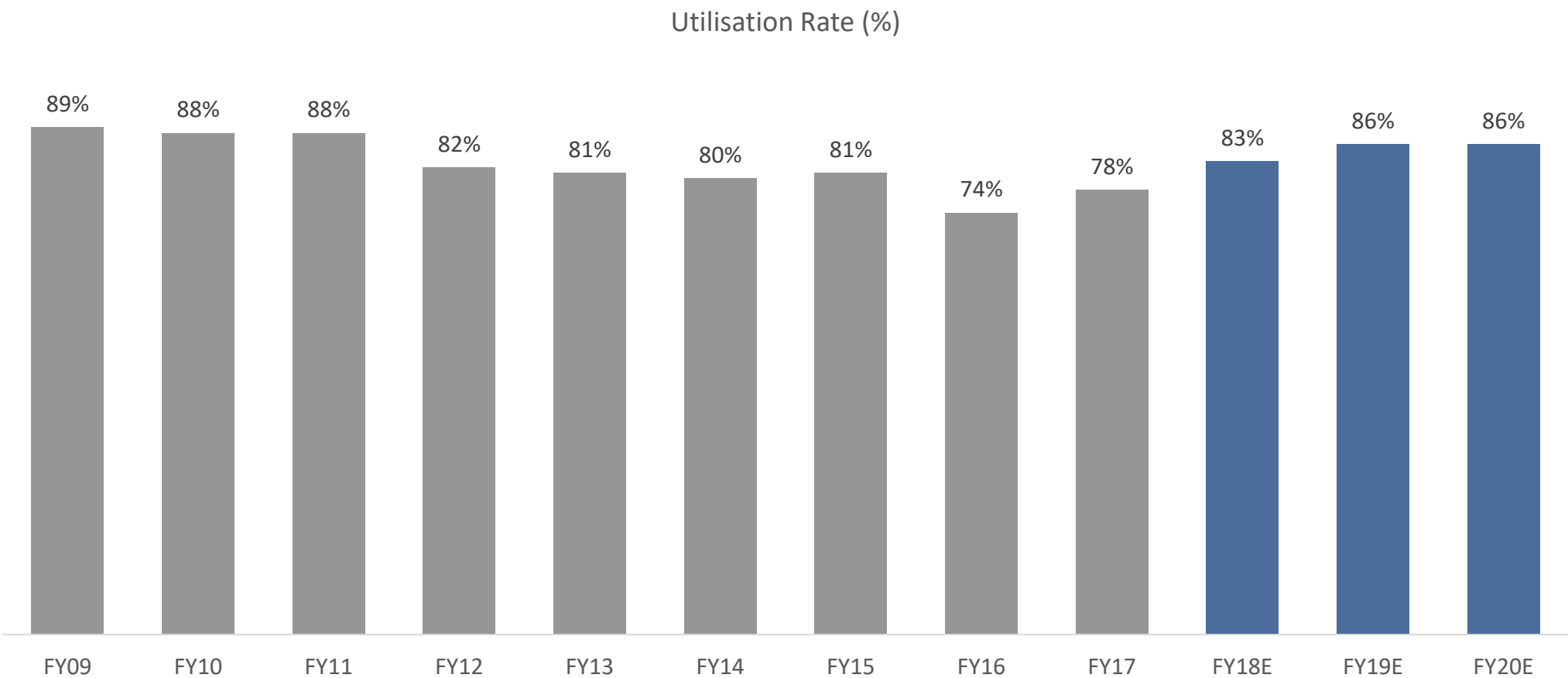


Increasing Domestic Demand for Steel has been recognized by Indian Government by way of Sector friendly policies benefitting manufacturers of Refractories

Growing Opportunities in India a positive



Global Steel Utilization rates expected to increase



Global Crude Steel Capacities & Utilizations



MT	Japan			EU 27			Korea		
Year	2016	2017E	2018E	2016	2017E	2018E	2016	2017E	2018E
Capacity(Crude steel)	130	129	128	217	218	218	86	86	86
Production(Crude steel)	105	107	107	160	163	166	75	72	71
YoY	0%	2%	0%	-4%	2%	2%	2%	-3%	-1%
Utilization	81%	83%	84%	74%	75%	76%	87%	84%	83%
Apparent Consumption (Finished steel)	62	65	65	152	154	156	56	54	53
Yoy	-1%	5%	0%	0%	1%	1%	1%	-3%	-2%

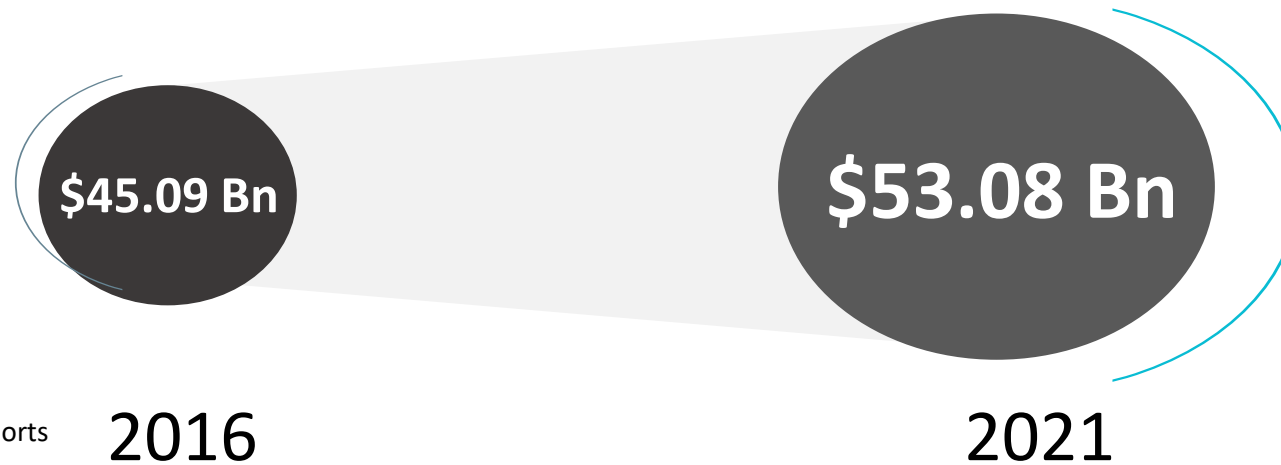
MT	Russia			World		
Year	2016	2017E	2018E	2016	2017E	2018E
Capacity(Crude steel)	82	81	81	2,179	2,116	2,095
Production(Crude steel)	70	71	72	1,631	1,660	1,664
YoY	-1%	1%	2%	0%	2%	0%
Utilization	86%	87%	89%	75%	78%	79%
Apparent Consumption (Finished steel)	36	37	38	1,512	1,555	1,560
Yoy	-6%	2%	3%	1%	3%	0%

Source: Goldman Sachs Report

Refractories Market to mirror Steel Demand



Global Refractories Market size



Source: Industry Reports

Growing at CAGR of 3.32%

>60%

**Iron & Steel to contribute in
Product-Demand in Volume
Terms**

42.5 Mn MT

**Domestic size of
Refractories Market in
2016**

15kg/tonne

**Average consumption of
Refractories per tonne in crude
steel**

**Effective Basic Customs Duty on Refractories increased from 5.15% to 8.25%;
Beneficial for Domestic Refractories manufacturers**



Our Performance

Corporate Structure...



IFGL Refractories Limited (formerly IFGL Exports Limited)
3.604 Cr Equity Shares with a Face Value of Rs. 10 each

100%

IFGL Worldwide Holdings Limited

100%

Monocon Group

UK / USA / China

100%

**Hofmann
Ceramic**

Germany

100%

El Ceramics

USA

Plants at Kalunga, Orissa, India

+

Plant at Kandla SEZ, Kandla, Gujarat, India

...simplified to create value for shareholders

Consolidated Profit & Loss



Particulars [Rs. Crs.]	Q3 FY18	Q3 FY17^	Growth%	9M FY18^	9M FY17^	Growth%
Total Income^	211.2	183.4	15.2%	609.6	560.1	8.8%
Raw Material	107.3	86.9		307.2	264.9	
Employee Expenses	31.5	30.7		95.0	92.5	
Other Expenses	49.0	43.8		131.1	127.3	
EBITDA	23.5	22.0	6.9%	76.3	75.4	1.2%
EBITDA %	11.1%	12.0%		12.5%	13.5%	
Depreciation	4.2	4.1		12.2	11.8	
Goodwill written off*	6.7	6.7		20.1	20.1	
Finance Cost	1.0	1.0		3.0	3.1	
Profit before Tax	11.6	10.2	13.5%	41.0	40.4	1.6%
Tax	4.9	2.5		13.7	5.9	
Profit after Tax	6.7	7.7	-13.5%	27.3	34.4	-20.7%
Earnings Per Share	1.85	2.13		7.58	9.55	
Cash Profit (Profit after Tax + Deferred Tax + Depreciation + Goodwill written off)	20.2	16.7	21.6%	69.0	63.8	8.1%
Cash Earnings Per Share	5.62	4.62		19.14	17.71	

^ Total Income is Net of Excise Duty

* Goodwill amounting to Rs. 267 Crs on account of Merger is being written off over a period of 10 years

Consolidated Balance Sheet



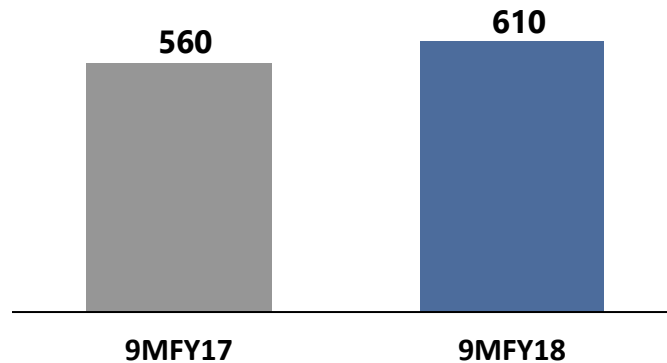
Particulars in [Rs. Crs.]	Sept 17
Assets	
Non current Assets	506
Fixed Assets	
Property Plant & Equipment	121
Capital WIP	4
Goodwill on consolidation	117
Goodwill on amalgamation	227
Other Intangible assets	3
Financial Assets	
Investments	1
Others	1
Tax Assets (Net)	15
Other Non current Assets	18
Current Assets	436
Inventories	108
Financial Assets	
Investments	12
Trade Receivables	237
Cash & cash equivalents	61
Bank Balances	1
Other Financial Assets	2
Other Current Assets	15
Total Assets	942

Particulars in [Rs. Crs.]	Sept 17
Equity & Liabilities	
Equity	724
Share Capital	36
Other Equity	688
Non controlling interest	0
Non Current Liabilities	27
Financial Liabilities – Borrowings	14
Provisions	0
Deferred Tax Liabilities (Net)	13
Current Liabilities	192
Financial Liabilities	
Borrowings	58
Trade Payables	124
Other Financial Liabilities	7
Other Current Liabilities	3
Provisions	0
Total Equity & Liabilities	942

Consolidated Financial Highlights as per IndAS

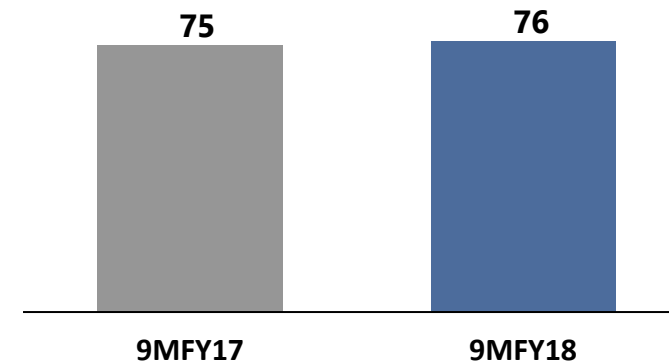


Total Income [Rs. Crs]^

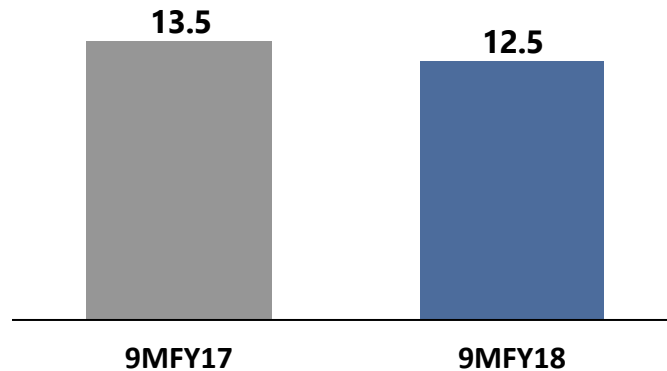


^ Total Income is Net of Excise Duty

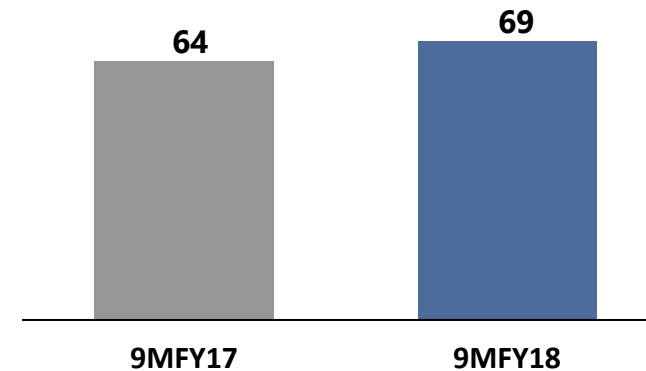
EBITDA [Rs. Crs]



EBITDA margin [%]



Cash PAT [Rs. Crs] *

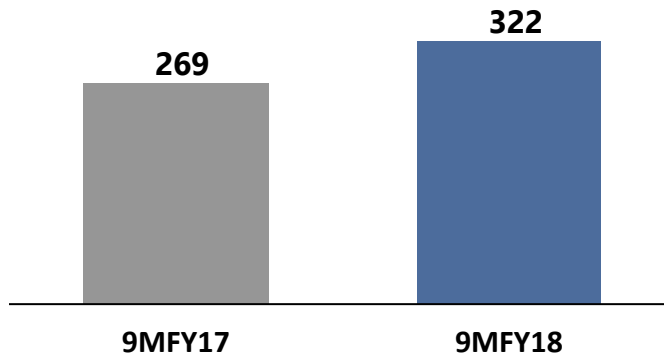


*Cash PAT Includes Profit after Tax, Deferred tax, Depreciation and Goodwill written off on account of Merger

Standalone Financial Highlights as per IndAS

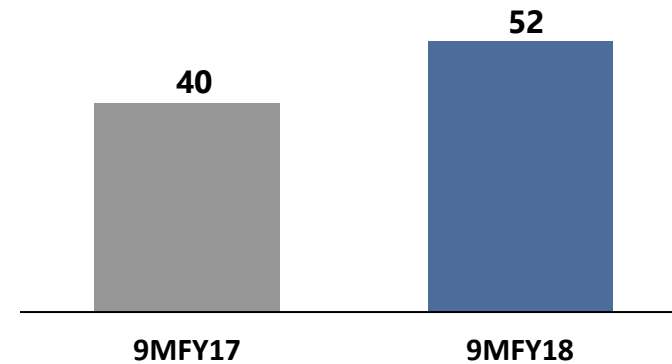


Total Income [Rs. Crs]^

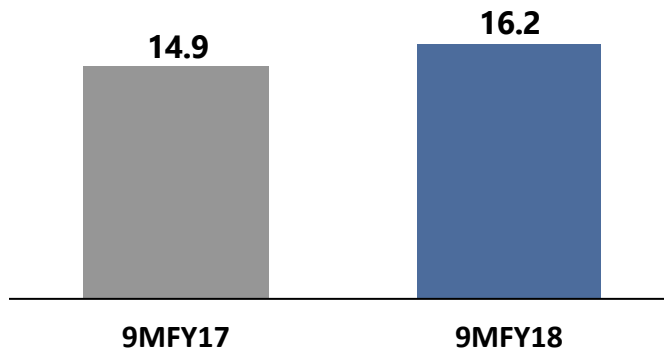


^ Total Income is Net of Excise Duty

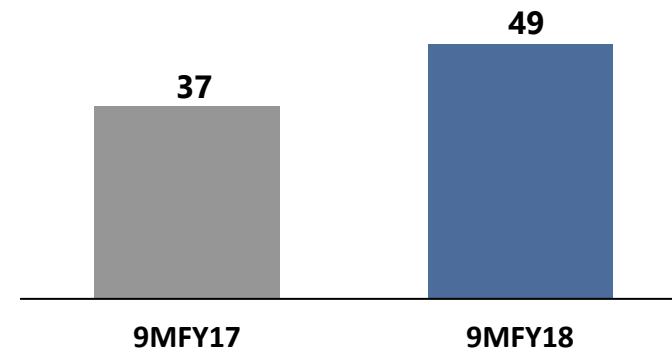
EBITDA [Rs. Crs]



EBITDA margin [%]



Cash PAT [Rs. Crs]

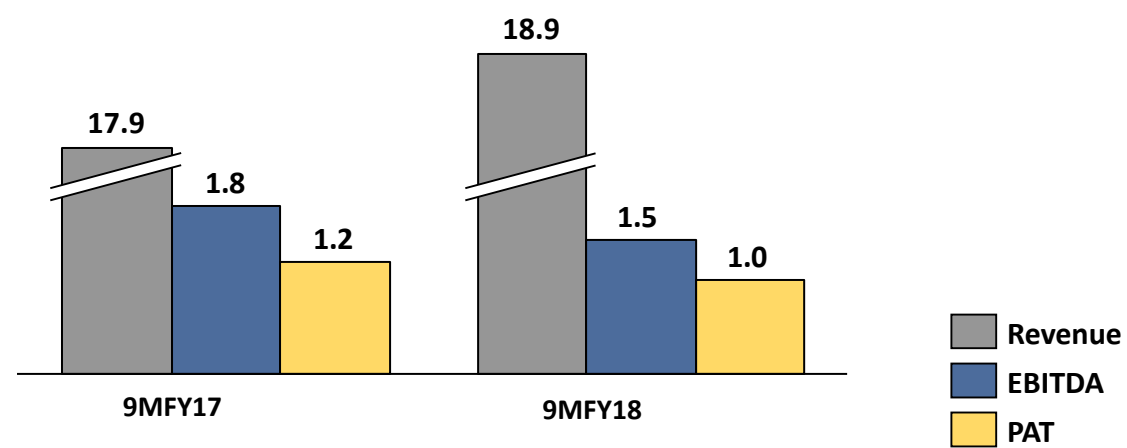


*Cash PAT Includes Profit after Tax, Deferred tax, Depreciation and Goodwill written off on account of Merger

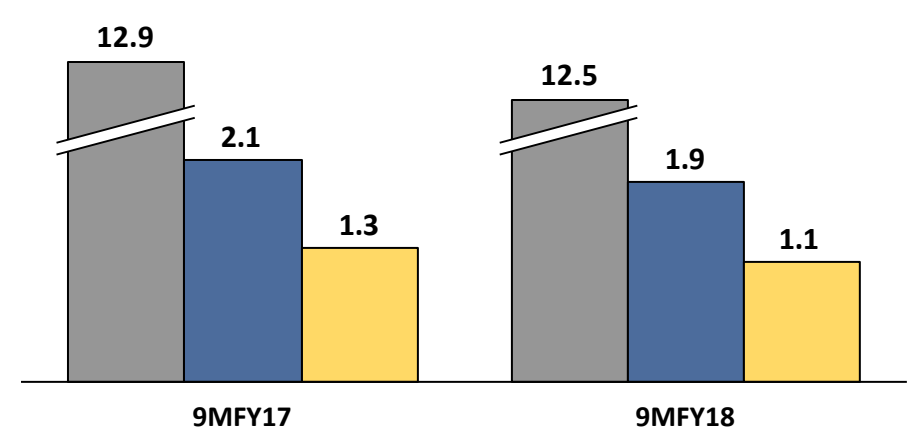
Subsidiaries Performance



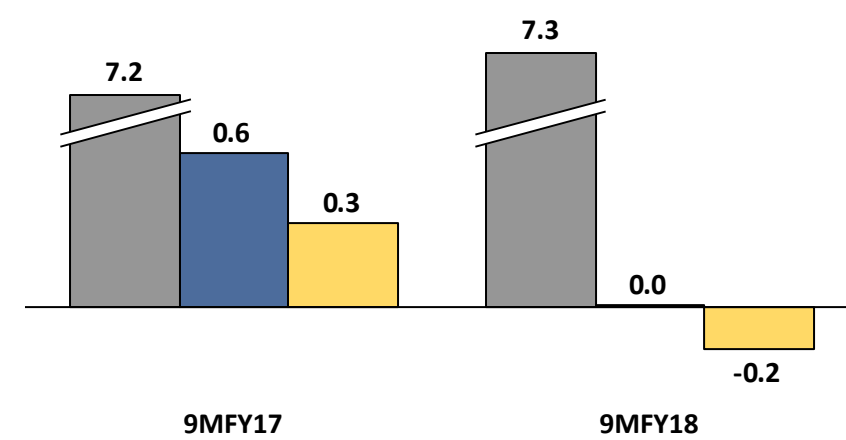
Monocon Group [GBP mn]



El Ceramics [\$ mn]



Hofmann Ceramic [Euro mn]



Ongoing Capex in FY18 to boost performance



**IFGL Odisha
Plant**

**~Rs. 10Cr Capex: To augment SGR & Zirconia
Nozzles manufacturing facilities**

**IFGL Kandla
Plant**

**~Rs. 10Cr Capex: To increase the present capacity of ISO
products from 160,000 pcs p.a. to 240,000 pcs p.a.**

**Hofmann
Germany Plant**

**~Euro 2mn Capex: Capacity Increase
Automation
Efficiency Enhancement**

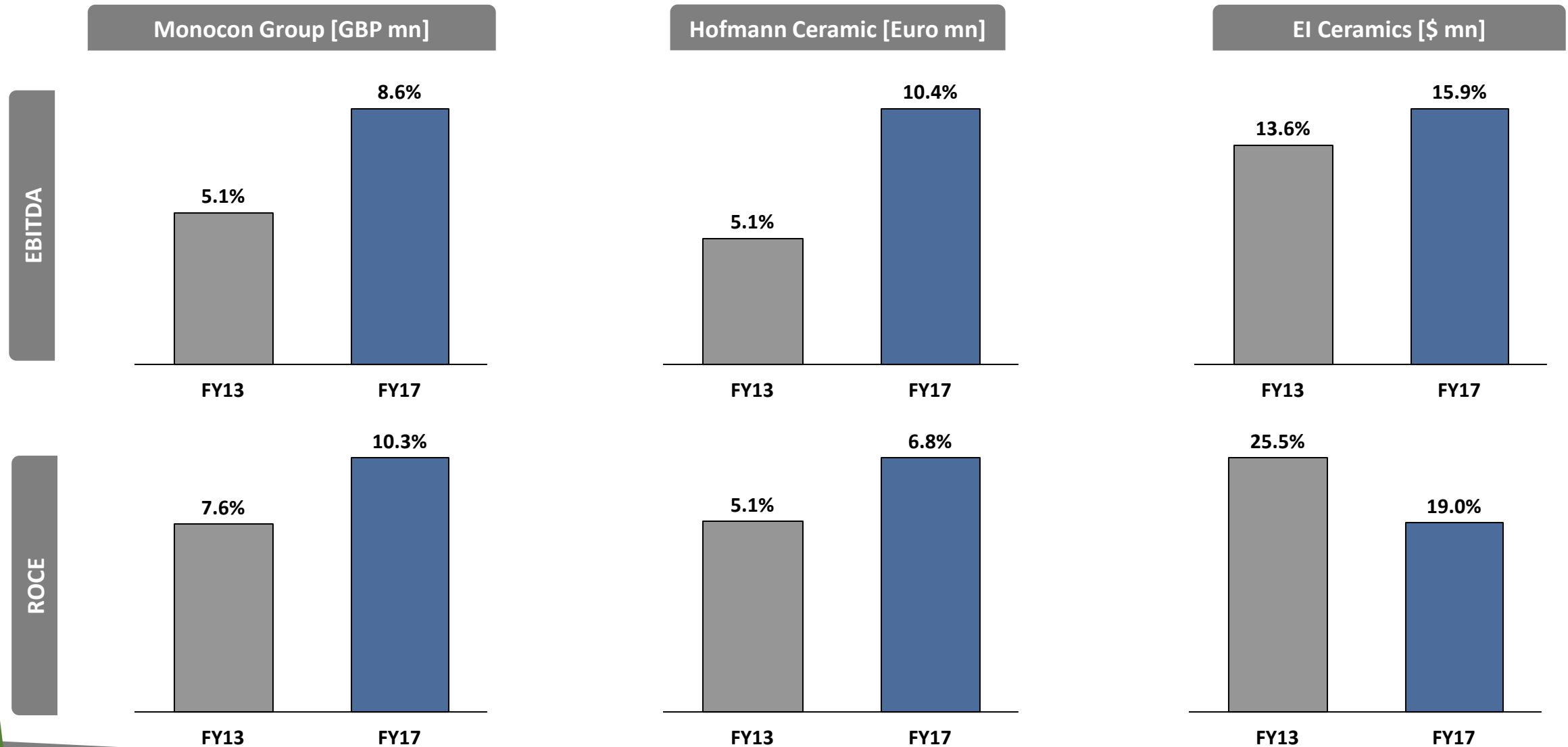
Consistently performing over the years...



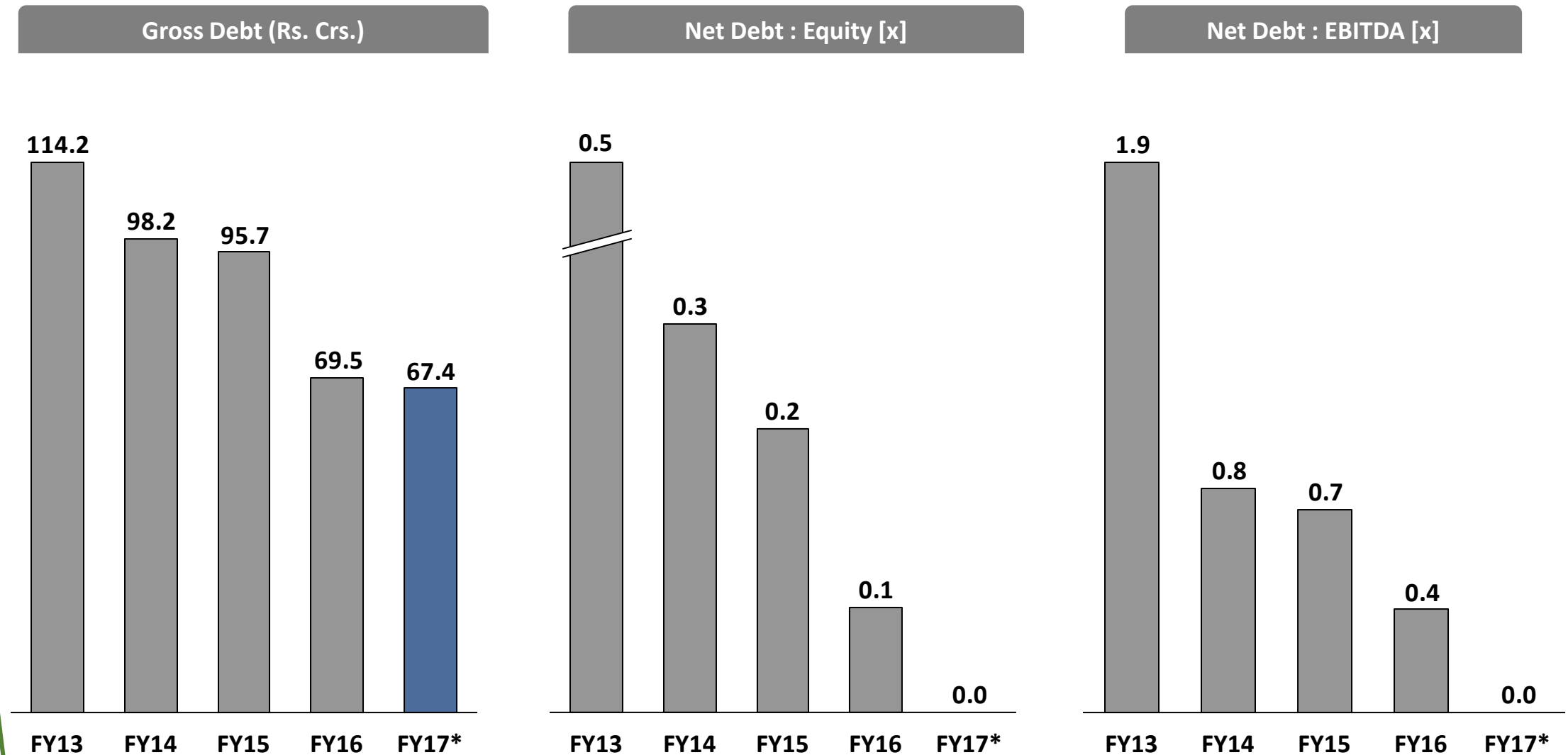
Particulars [Rs. Crs.]	FY13	FY14	FY15	FY16	FY17	CAGR
Total Income	676.8	781.0	793.5	722.1	768.3	6.4%
Raw Material	352.3	378.0	406.1	365.2	362.0	
Employee Expenses	98.7	110.0	117.9	119.6	125.4	
Other Expenses	163.2	181.0	170.6	156.1	183.4	
EBITDA	62.7	113.0	98.9	81.2	97.5	20.1%
EBITDA %	9.3%	14.5%	12.5%	11.2%	12.7%	
Depreciation & Amortization	13.4	15.0	14.3	15.6	17.4	
Goodwill written off*	-	-	-	-	26.8	
Finance Cost	8.0	7.0	5.9	4.8	4.5	
Profit before Tax and Minority Interest (MI)	41.3	91.0	78.7	60.9	48.8	-19.9%
Tax	15.9	25.0	25.4	15.7	4.6	
Profit after Tax & before MI	25.4	66.0	53.3	45.2	44.2	-2.2%
Minority Interest	-2.8	2.0	0.2	3.2	0.0	
Profit after Tax & MI	28.2	64.0	53.1	41.9	44.2	5.5%
Cash Profit (PAT + Goodwill written off + Depreciation)	41.6	79.0	67.4	57.5	88.3	53.6%
Cash EPS (Rs. Per share)	12.01	22.83	19.47	16.61	24.50	

* Goodwill on account of Merger is being written off over a period of 10 years

...with steady overseas subsidiaries performance...

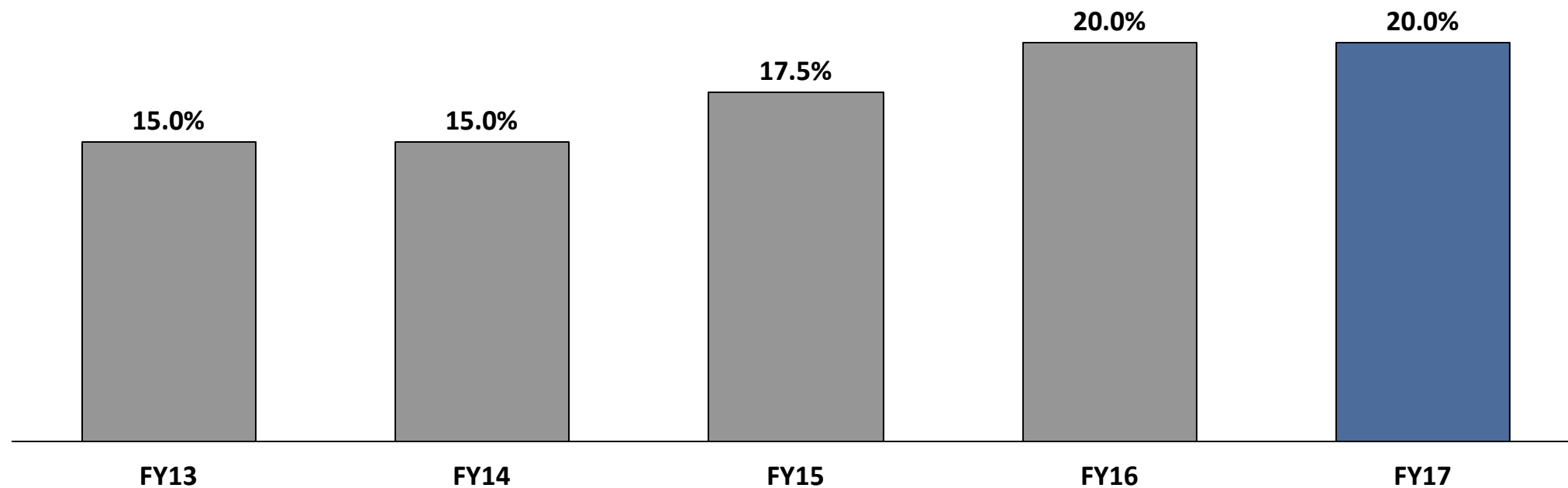


...to create sustainable value for Shareholders...



* Figures post Merger

...with consistent Payout

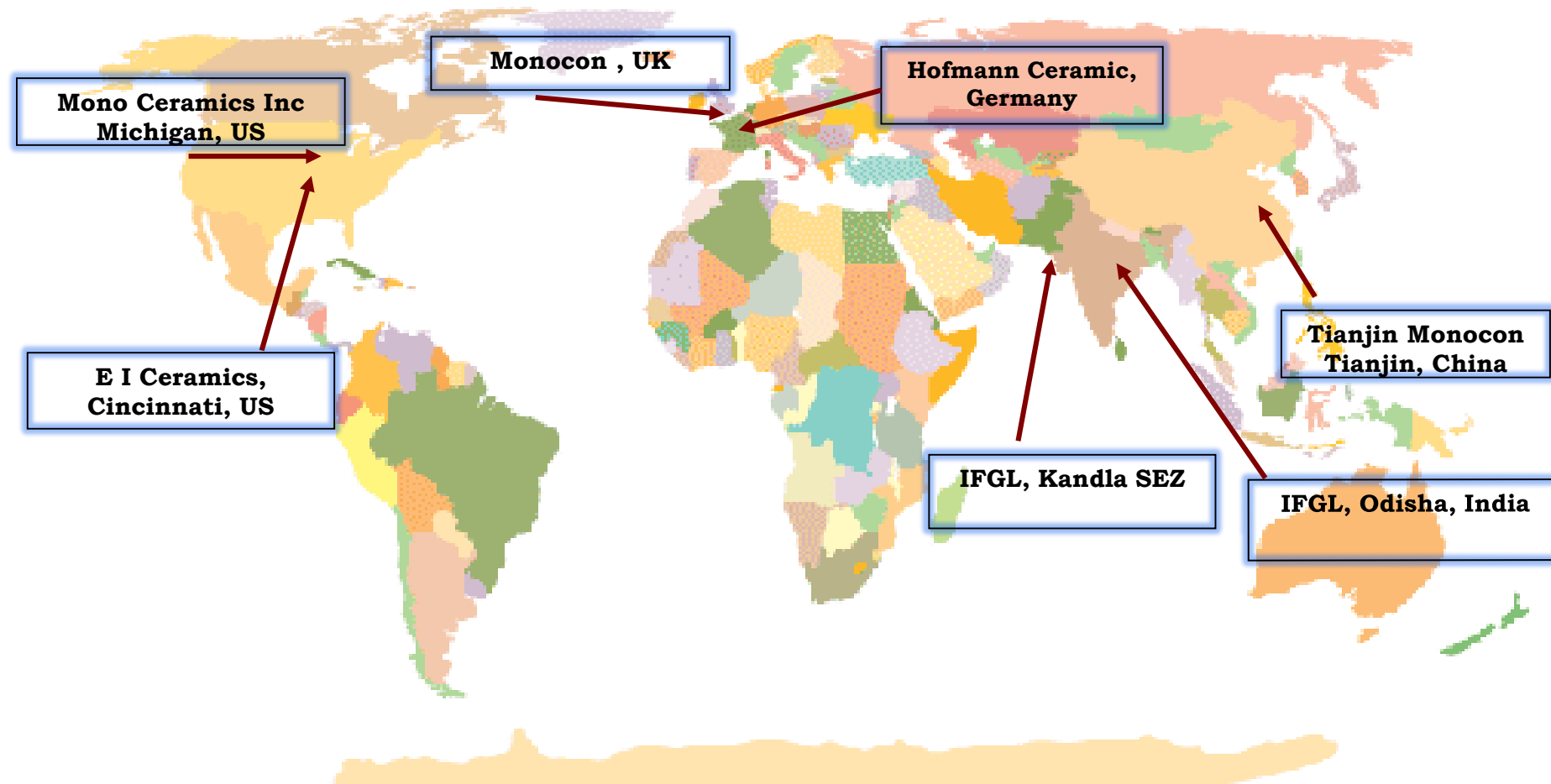


Particulars (Rs.)	FY13	FY14	FY15	FY16	FY17
Consolidated Book Value per Share	70.9	95.1	99.6	111.7	189.9
Consolidated Earning Per Share	7.9	18.3	15.1	12.1	12.6
Dividend Per Share	1.5	1.75	2.00	2.00	2.00



About Us

A Global MNC...



...with proven management...



**Mr. S.K. Bajoria -
Chairman**



- Promoter of S K Bajoria Group based at Kolkata engaged in diversified business activities
- Has been President of the Indian Chamber of Commerce, Director of West Bengal Industrial Development Corporation Ltd and Industrial Promotion & Investment Corporation of Orissa Ltd

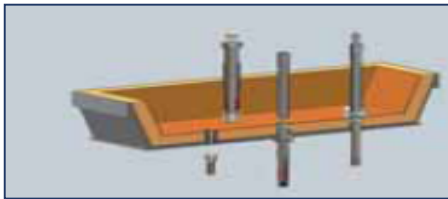
**Mr. P. Bajoria -
Managing Director**



- Associated with IFGL from the very early days of Indo Flogates, even before the start of production in 1984. Has been Director & Chief Executive of erstwhile Indo Flogates Ltd.
- More than 30 years of experience of Refractory Industry and has been involved in various capacities in Indian Refractories Makers Association

...serving the specialized refractory segment...

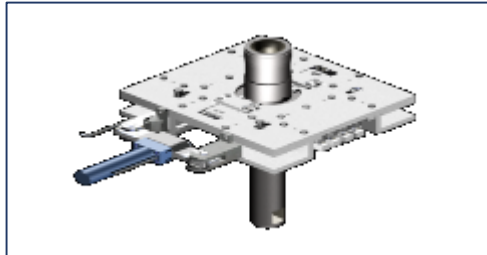
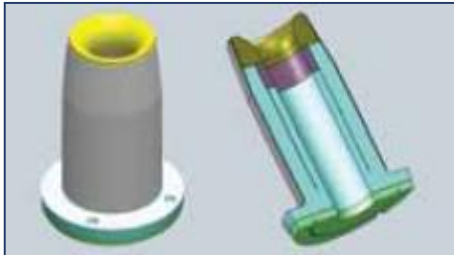
Isostatic Refractories



Slide Gate Refractories & Systems



Tube Changer Refractories & System



Purging System & Refractories



Cast Products & Zirconia Nozzles



Foundry Ceramics



...to reputed names in the Global Steel Industry



For further information, please contact:

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CIN - L51909OR2007PLC027954

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Investor Relations Advisors :

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