

IFGL EXPORTS LIMITED

(After amalgamation of IFGL Refractories Limited)



Investor Presentation Q1 FY18

COMMITTED TO CLEAN METAL



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Industry Overview

Our Performance

About Us

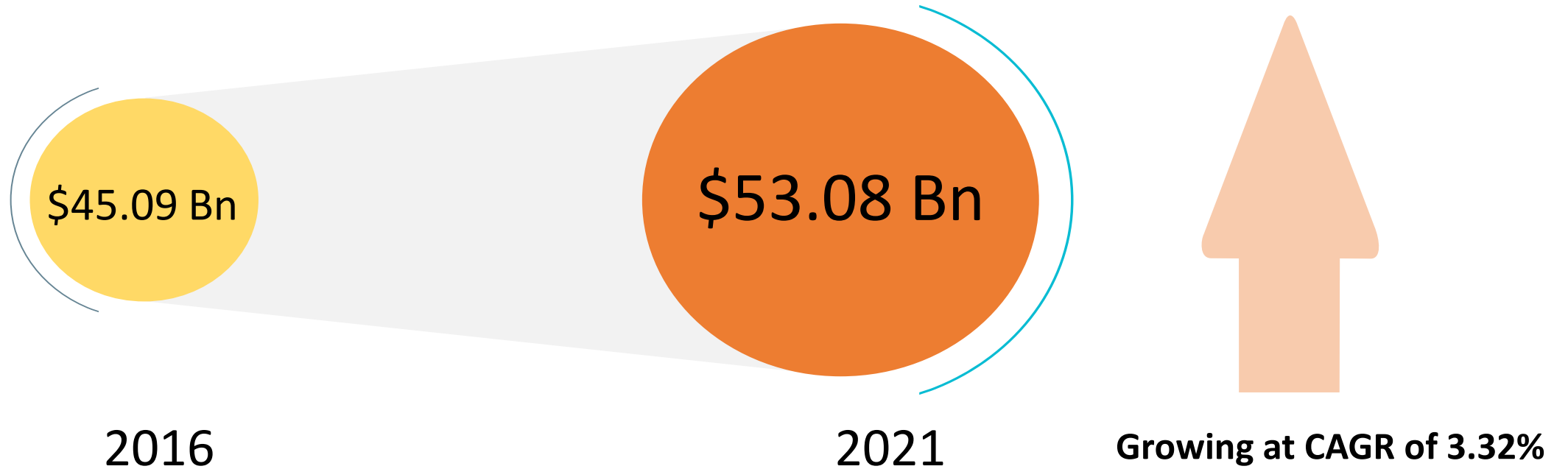
Two large orange trapezoidal shapes, one on the left and one on the right, pointing towards the center where the title is located.

Industry Overview

Refractories Market to mirror Steel Demand



Global Refractories Market size



>60%

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

42.5 Mn MT

Domestic size of
Refractories Market in 2016

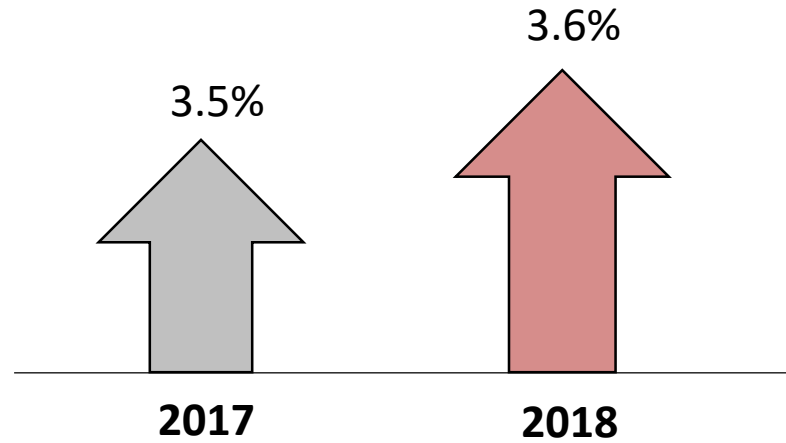
15kg/tonne

Average consumption of Refractories
per tonne in crude steel

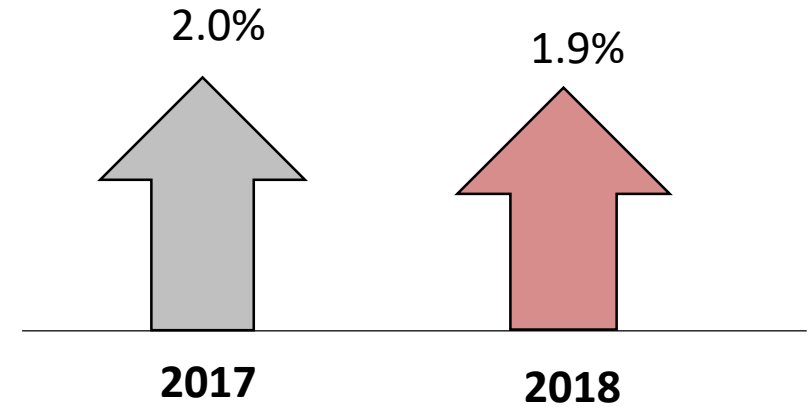
2017 & 2018 Global Outlook a positive



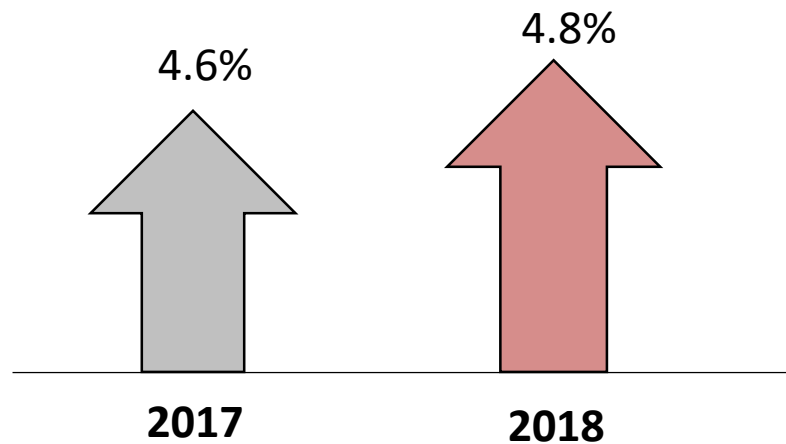
Global Economy



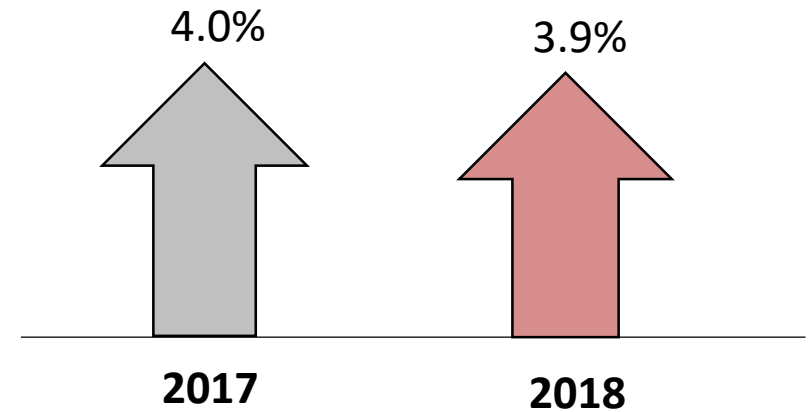
Advanced Economy



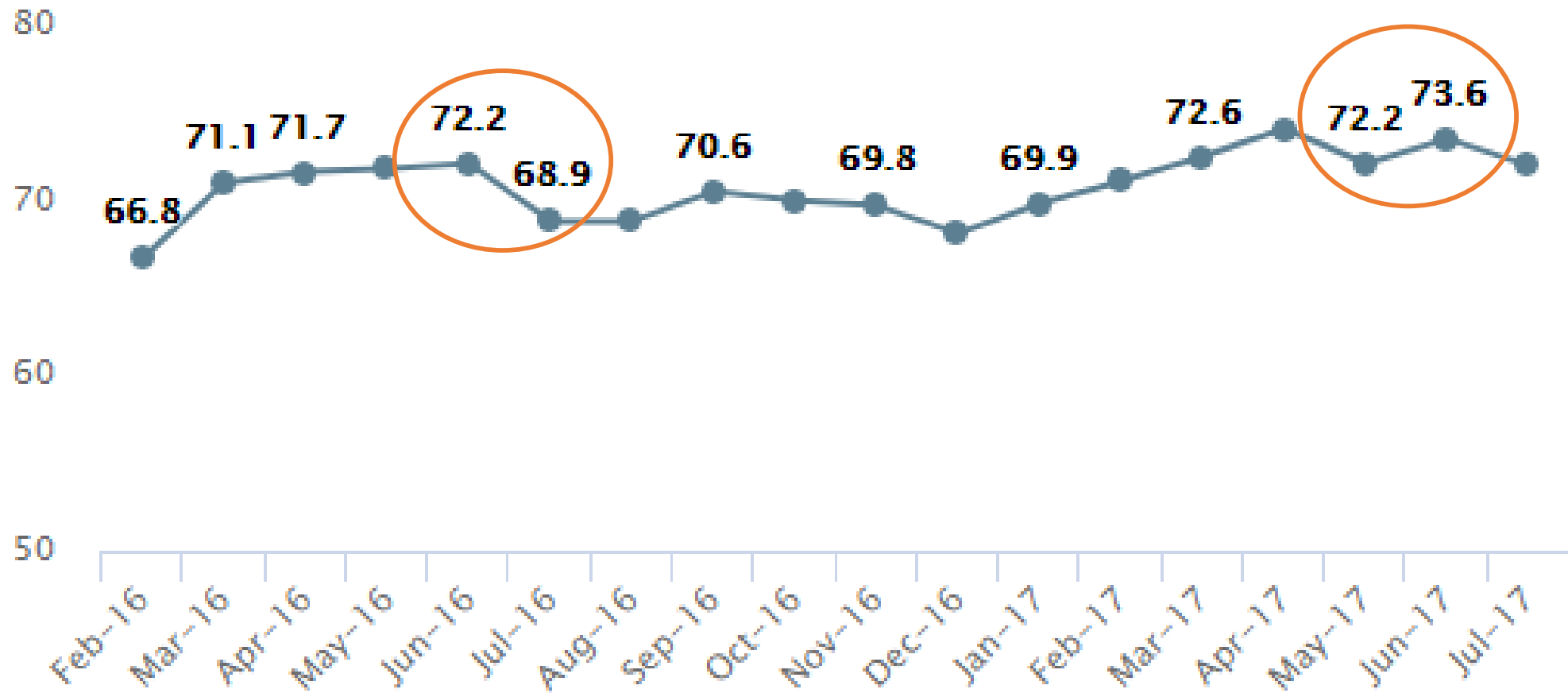
Emerging Market and Developing Economies



World Trade Volumes



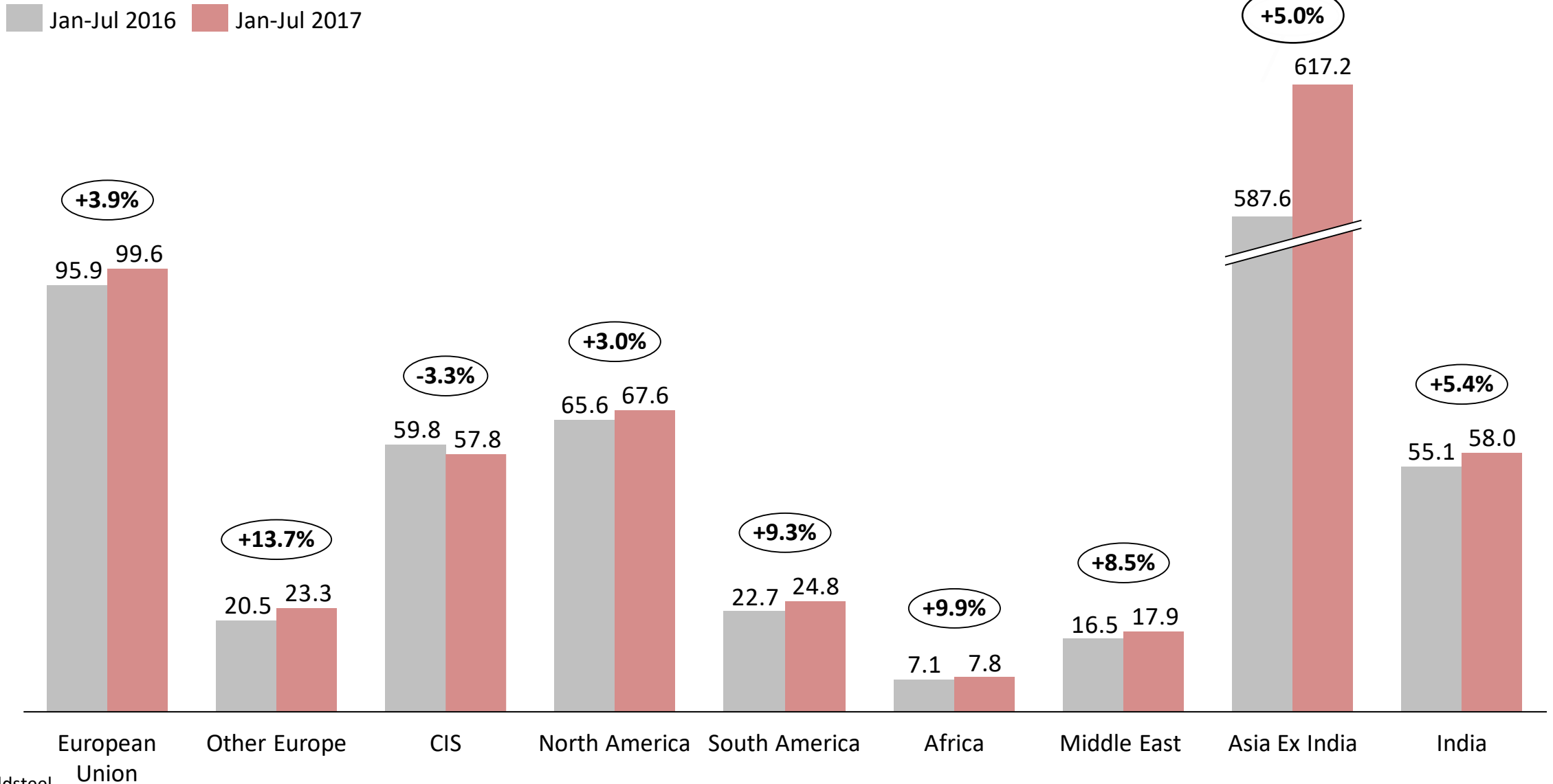
World Steel Utilization levels improving

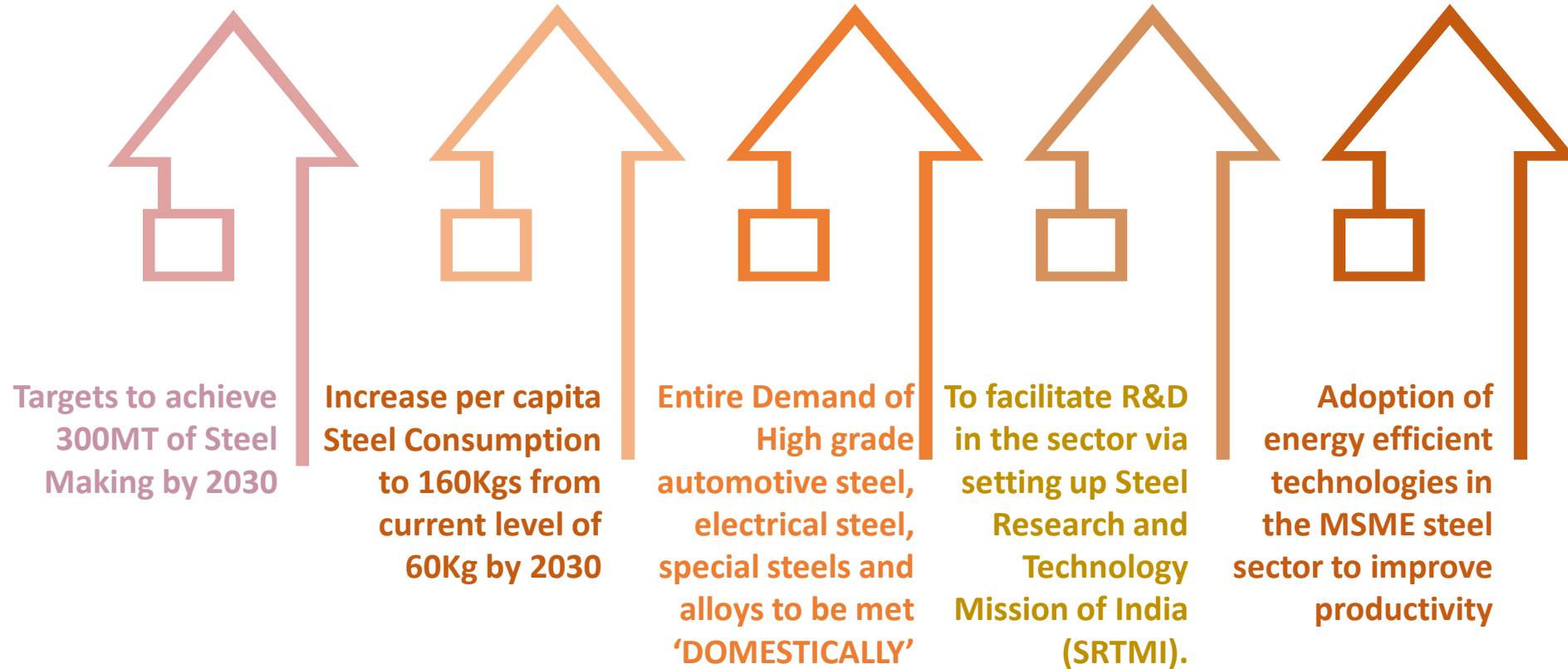


Global Steel Production Growth

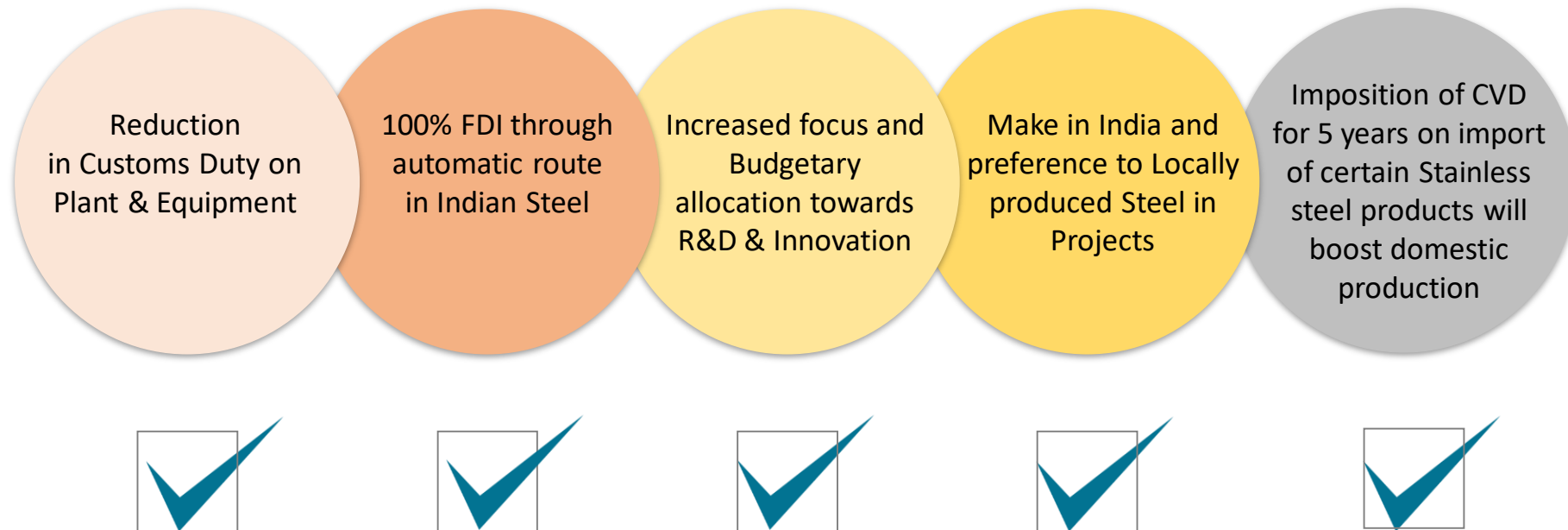


Figures in Mn MT



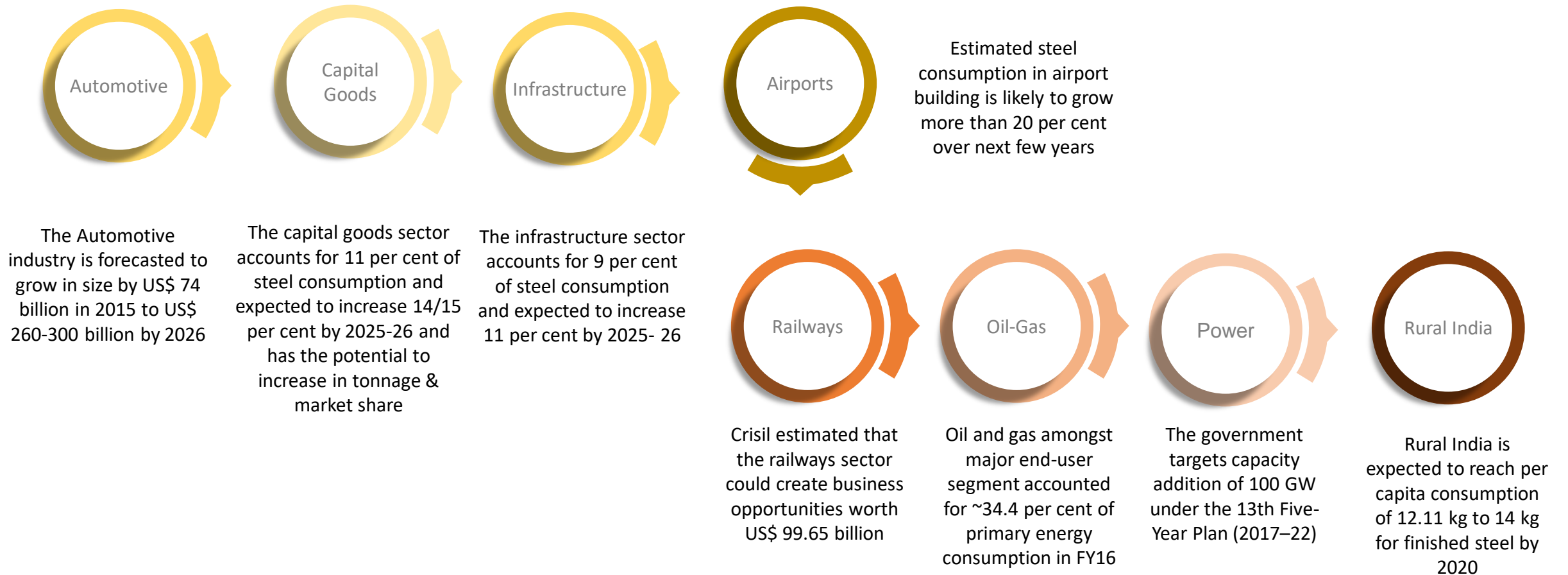


...to bring fresh impetus to Indian Steel



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



A large orange trapezoidal shape on the left side of the slide, tapering from left to right.

Our Performance

A large orange trapezoidal shape on the right side of the slide, tapering from right to left.

Merger of IFGL Refractories with IFGL Exports



- ❖ Hon'ble NCLT sanctioned merger of IFGL Refractories (IFGL) with IFGL Exports (IEL) on and from 01.04.2016 by passing an Order on 3rd August, 2017. Merger has become effective from 5th August 2017
- ❖ FY17 and Q1 FY18 financials reflect operations of both IFGL and IEL eliminating inter Company transactions
- ❖ Merger has been accounted following "Purchase method". Goodwill of Rs. 267 Crs arising on amalgamation is being amortised over a period of 10 years
- ❖ Following the merger, IFGL's 51% shareholding in IEL gets cancelled and to that extent profitability of merged IEL improves
- ❖ Record Date for ascertaining shareholders of IFGL entitled to equity shares of IEL has been fixed as 15th September, 2017
- ❖ Trading in equity shares of IFGL will stand suspended from 14th September, 2017. Equity shares of IEL to be issued and allotted to the eligible shareholders of IFGL and will be listed on both BSE and NSE

Consolidated Profit & Loss



Particulars [Rs. Crs]	Q1 FY18 #	Q1 FY17 #	Growth %
Total Income	202.4	186.9	8.3%
Raw Material	100.8	89.2	
Employee Expenses	32.6	31.0	
Other Expenses	43.8	44.4	
EBITDA	25.3	22.4	13.1%
EBITDA %	12.5%	12.0%	
Depreciation	4.0	3.9	
Goodwill written off*	6.7	6.7	
Finance Cost	1.1	1.1	
Profit before Tax	13.6	10.7	27.2%
Tax	2.3	1.7	
Profit after Tax	11.2	9.0	24.6%
Earnings Per Share	3.1	2.5	
Cash Profit	21.9	19.7	11.6%
Cash Earnings Per Share	6.1	5.5	

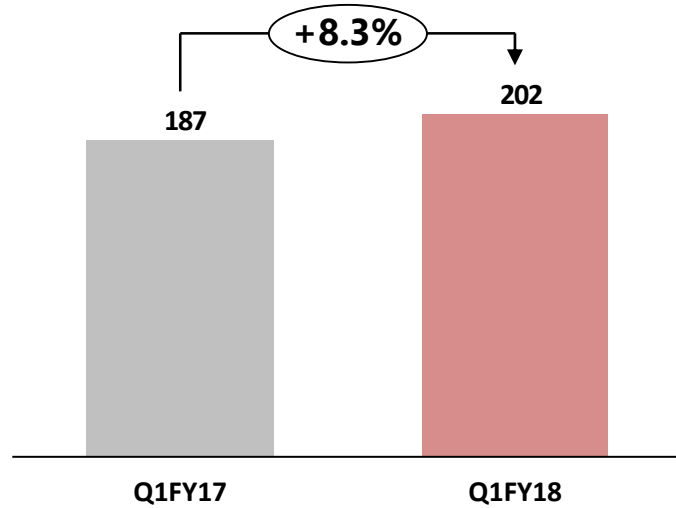
* Goodwill on account of Merger is being written off over a period of 10 years

After giving effect of Merger & IndAS adjustments

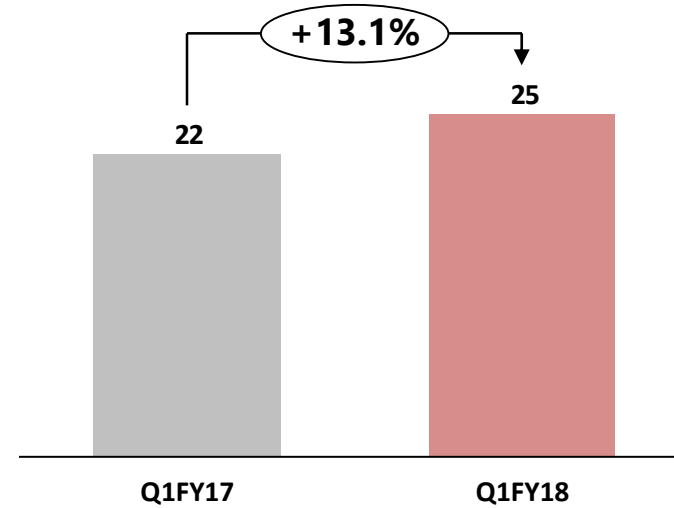
Consolidated Financial Highlights as per IndAS



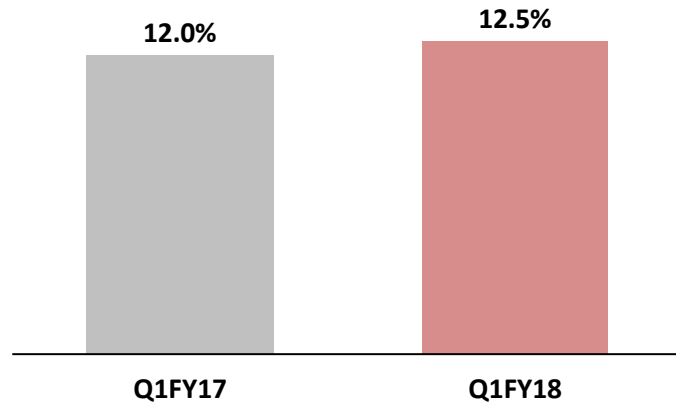
Total Income [Rs. Crs]



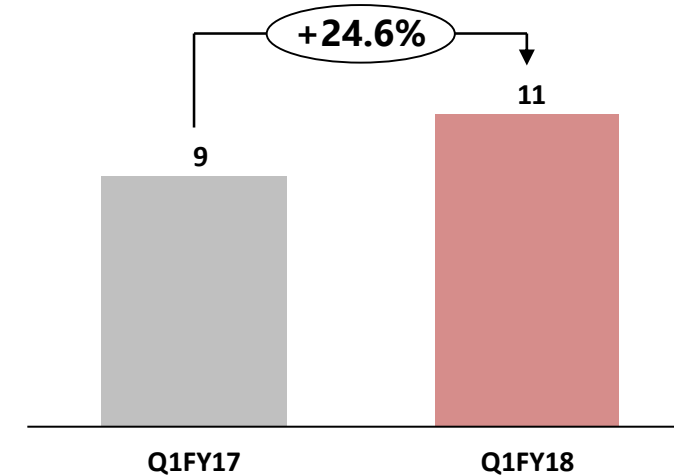
EBITDA [Rs. Crs]



EBITDA margin [%]

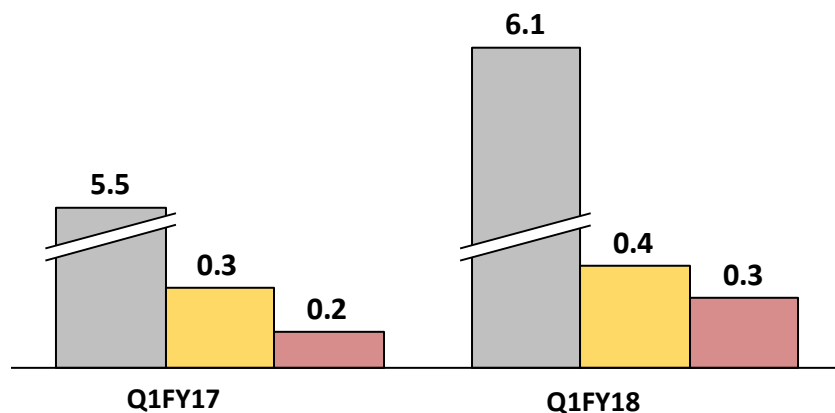


PAT [Rs. Crs]

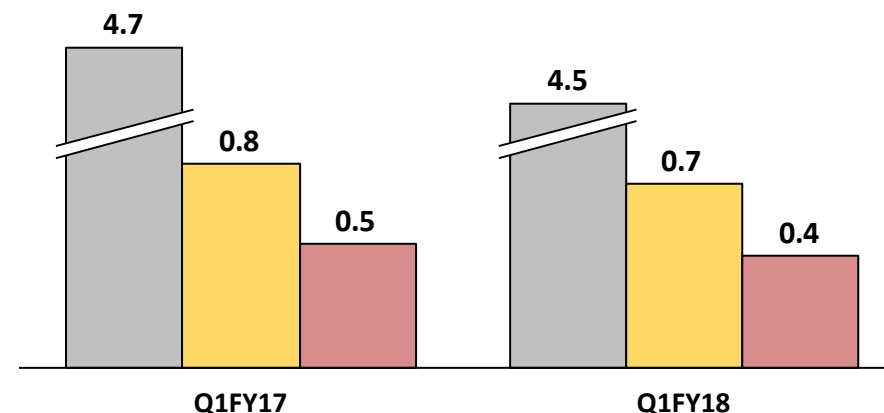




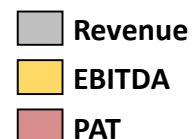
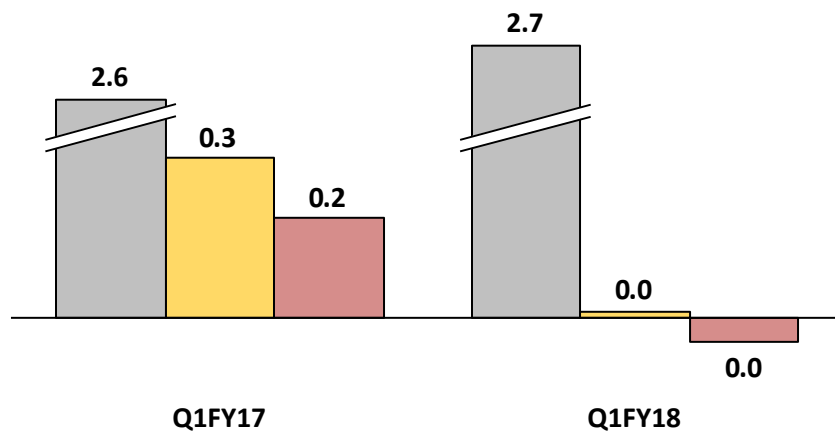
Monocon Group [GBP mn]



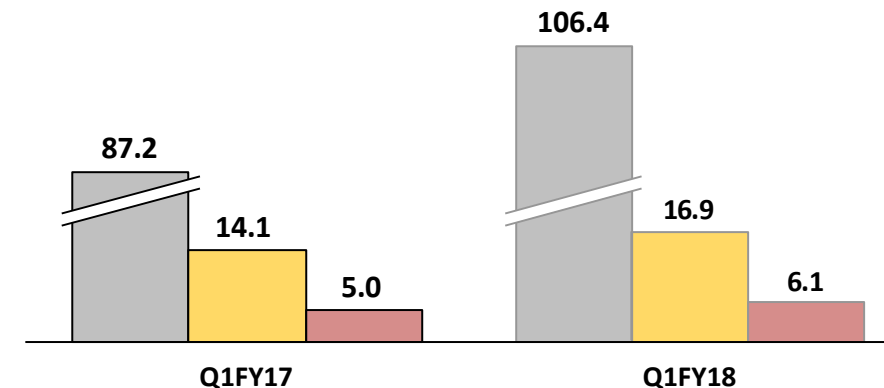
El Ceramics [\$ mn]



Hofmann Ceramic [Euro mn]



IFGL Standalone* [Rs. Crs]



Ongoing Capex in FY18 to boost performance



IFGL Odisha Plant

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

IFGL Kandla Plant

**~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	41.6	79.0	67.4	57.5	88.3	53.6%

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

Consolidated Balance Sheet



Particulars [Rs. Crs]	FY17 *
Shareholders Fund	684
Share capital #	36
Reserves & Surplus	648
Minority Interest	0
Non-current liabilities	21
Long term borrowings	14
Deferred Tax Liabilities (net)	6
Long-term provisions	0
Current Liabilities	192
Short term borrowings	61
Trade Payables	119
Other current liabilities	11
Short-term provisions	0
Total Liabilities	897

Particulars [Rs. Crs]	FY17 *
Non-current assets	496
Fixed assets^	372
Goodwill on Consolidation	109
Long-term loans and advances	15
Non-current investments	1
Other Non Current Assets	0
Current assets	402
Current Investments	11
Inventories	94
Trade receivables	228
Cash and bank balances	56
Short-term loans and advances	9
Other current assets	4
Total Assets	897

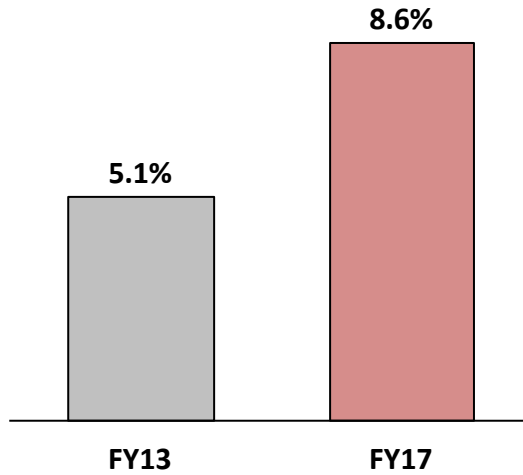
* Audited Balance sheet post Merger

Includes FV of Equity shares to be allotted to the shareholders of IFGL Refractories

^ Includes GW arisen on merger of Rs. 247 crs after write off of Rs. 27 Cr in FY17

Monocon Group [GBP mn]

EBITDA



Hofmann Ceramic [Euro mn]

5.1%

10.4%

FY13

FY17

EI Ceramics [\$ mn]

13.6%

15.9%

FY13

FY17

ROCE

10.3%

7.6%

FY13

FY17

6.8%

5.1%

FY13

FY17

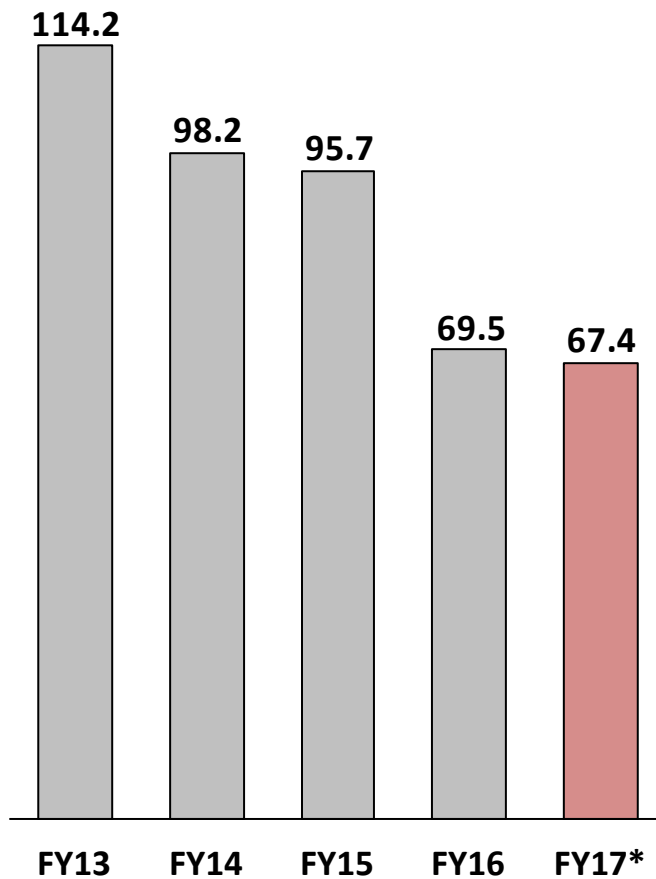
25.5%

19.0%

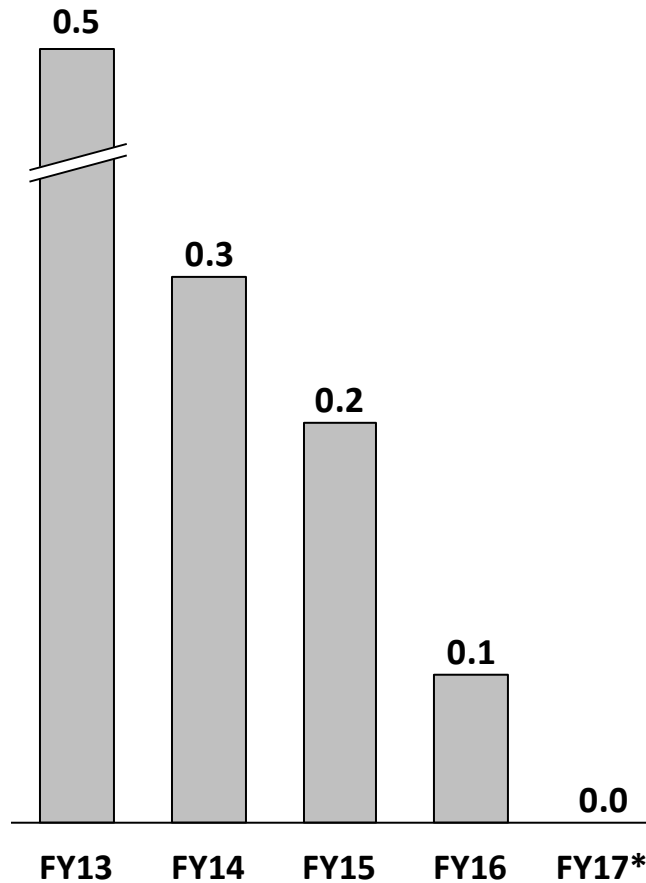
FY13

FY17

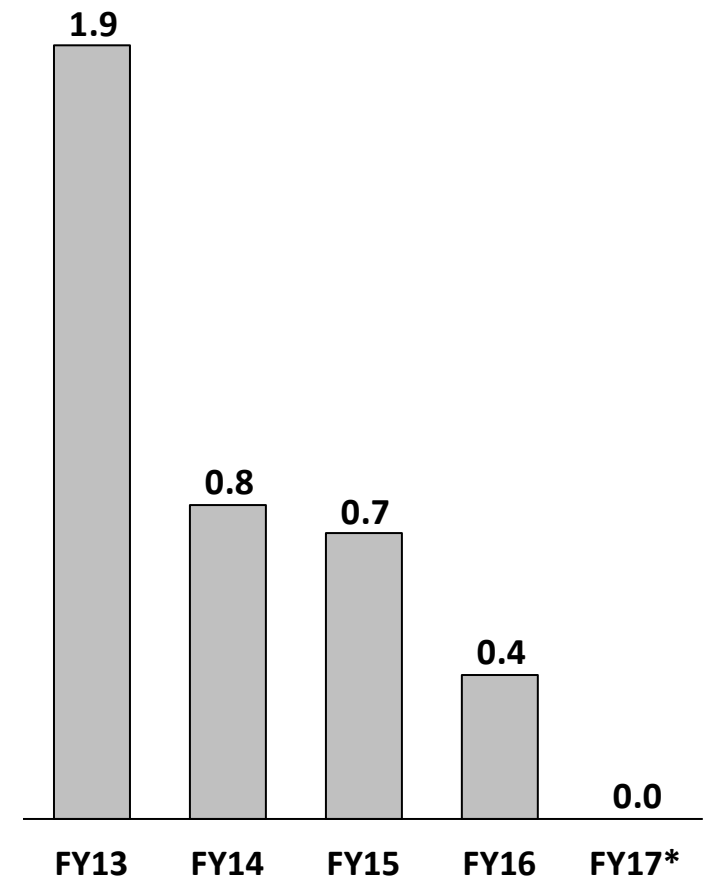
Gross Debt (Rs.Cr)



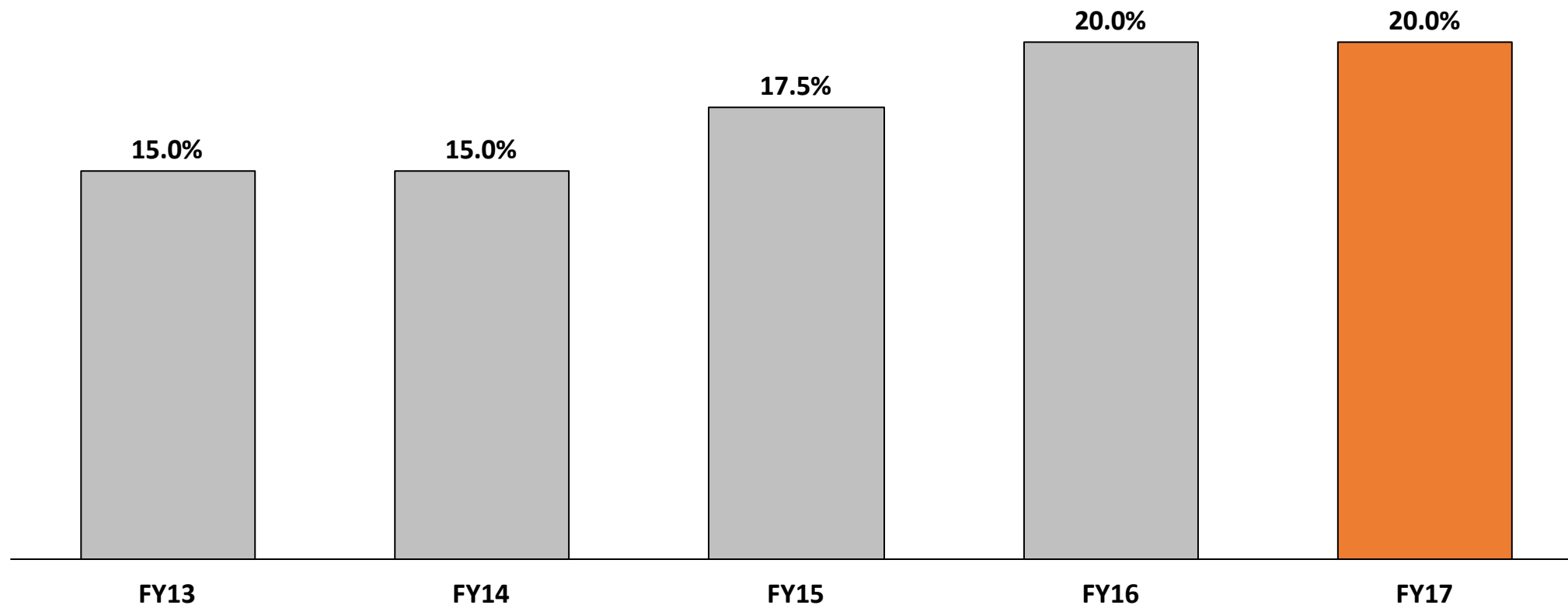
Net Debt : Equity [x]



Net Debt : EBITDA [x]



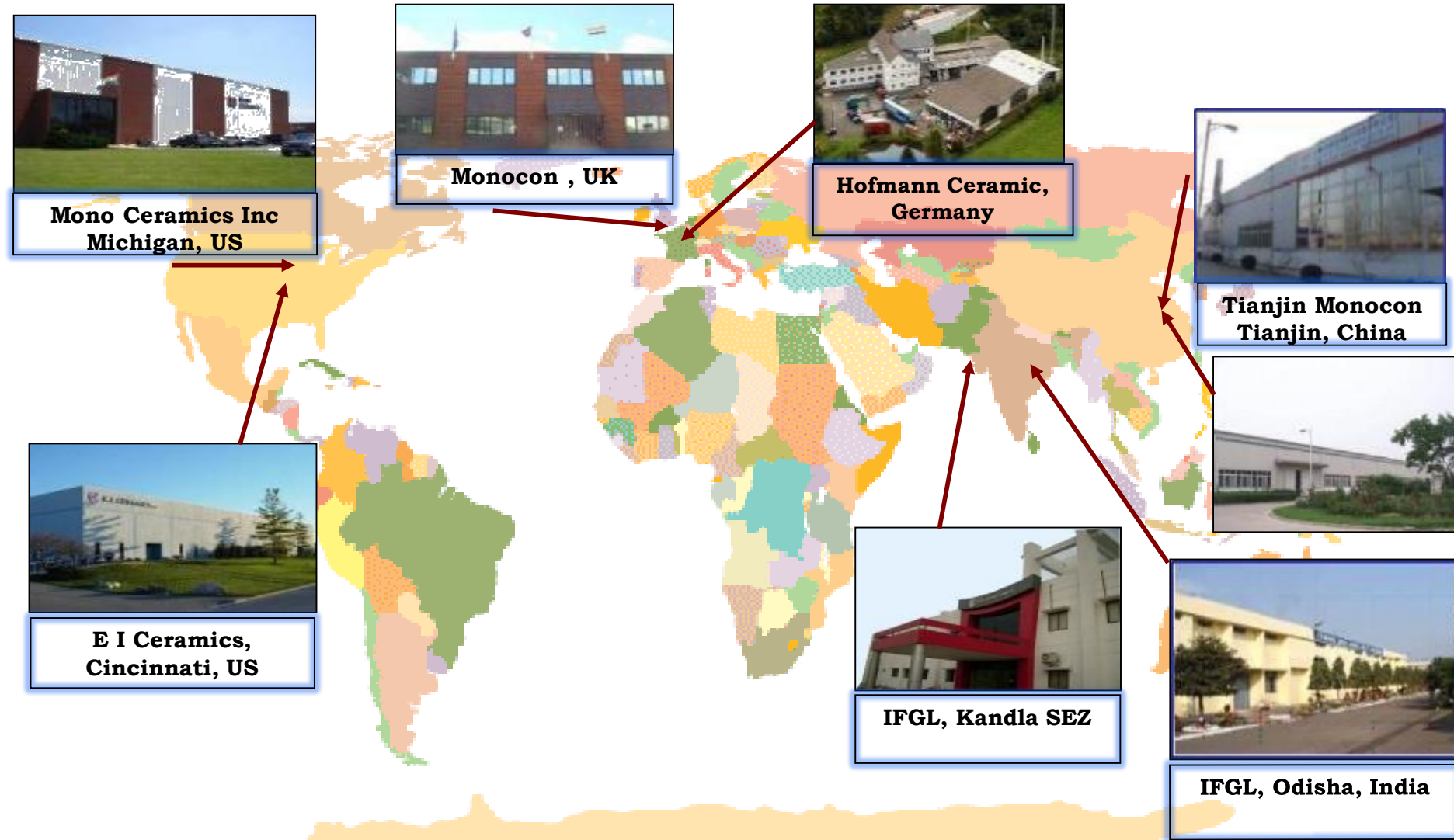
* FY17 figures as per Audited Balance sheet post Merger



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

* Subject to approval, on enhanced share capital

About Us



**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

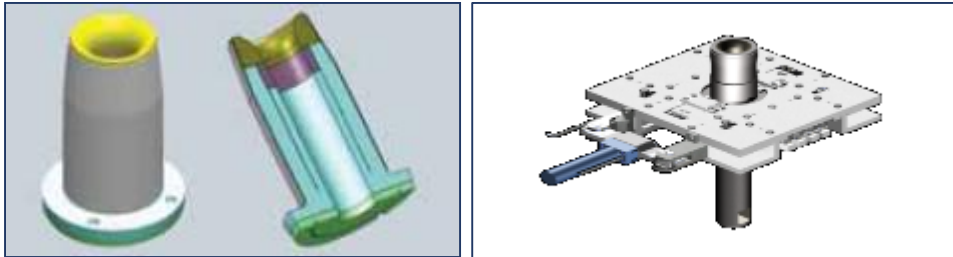
Isostatic Refractories



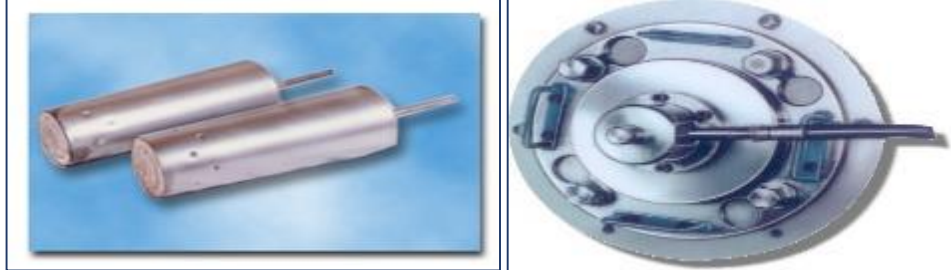
Slide Gate Refractories & Systems



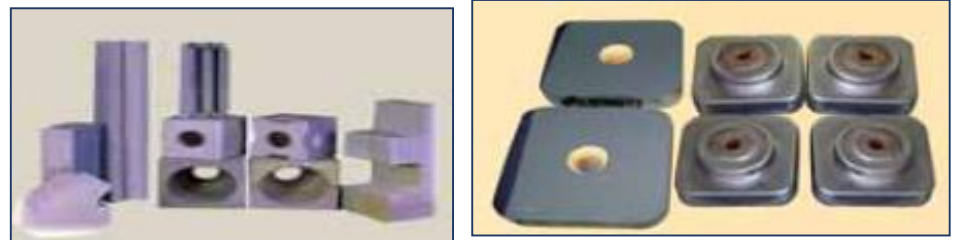
Tube Changer Refractories & System



Purging System & Refractories



Cast Products & Zirconia Nozzles



Foundry Ceramics



...to reputed names in the Global Steel Industry



For further information, please contact:

Company :

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CIN - U74140MH2010PTC204285

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