



**IG PETROCHEMICALS LIMITED**

**Investor Presentation – February 2019**

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## **company overview**

# COMPANY OVERVIEW



India's Largest Phthalic Anhydride (PAN) manufacturer and one of the Leaders across the Globe

PAN is a downstream product of Orthoxylene (OX) a basic Petrochemical

PAN is a versatile intermediate in organic chemistry for production of Plasticizers, Unsaturated Polyester Resins, Alkyd Resins, Paints & CPC Pigments

Plants are engineered with modern technologies and are designed on the low energy based processes. Steam generated from the production process used for Company's captive power requirements

Usage of PAN is increasing in new generation products where R & D is ongoing

ISO 9001:2008 for quality management system  
ISO 14001:2004 for environment certification from Bureau Veritas

IGPL produces Maleic Anhydride through wash water generated out of the production process of PAN. Maleic Anhydride is used in agro and food businesses

IGPL also manufactures Benzoic Acid (BA) as a by product

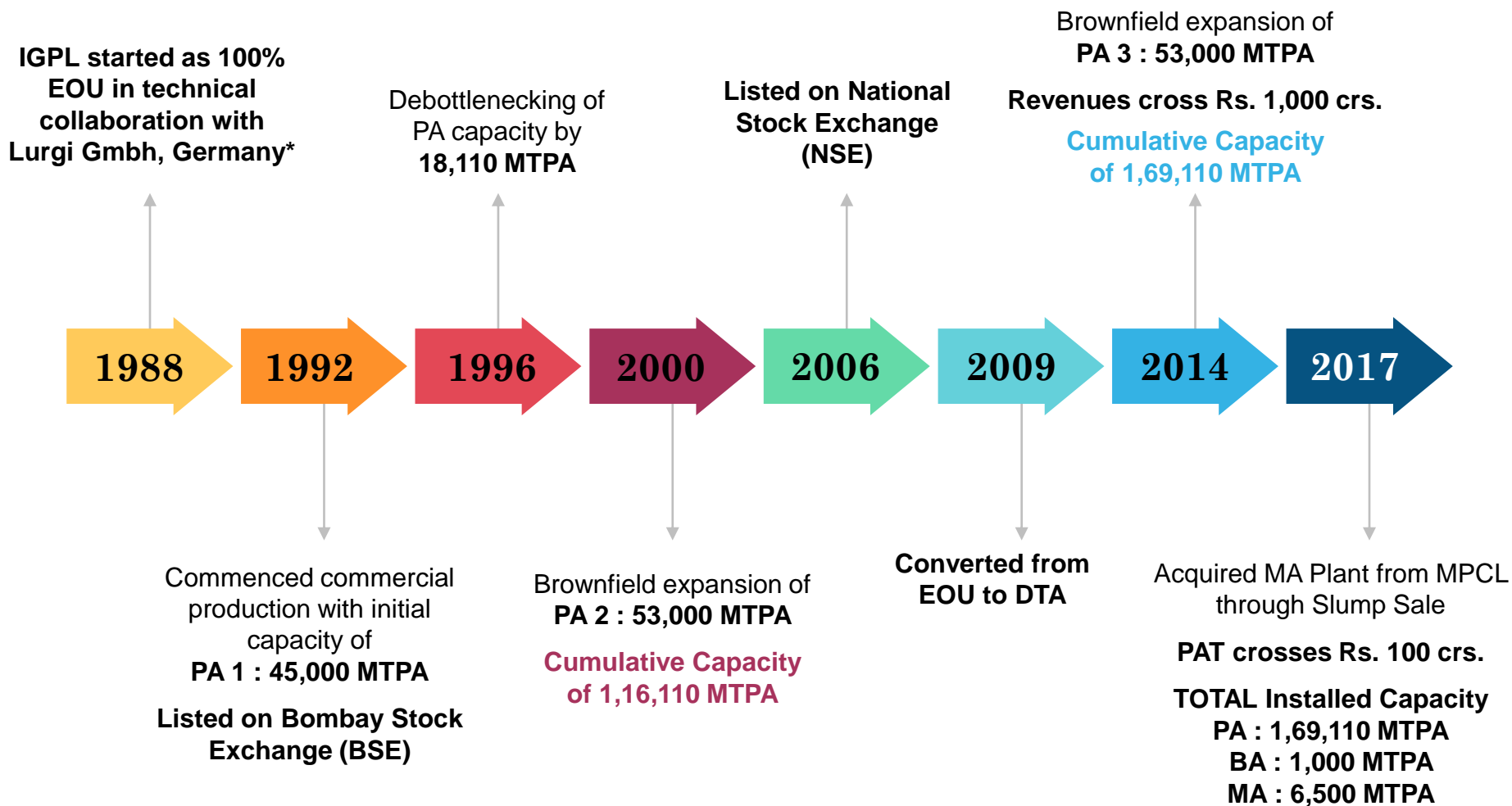




“To be well diversified chemicals company with leadership position in Phthalic Anhydride Industry”



# JOURNEY SO FAR

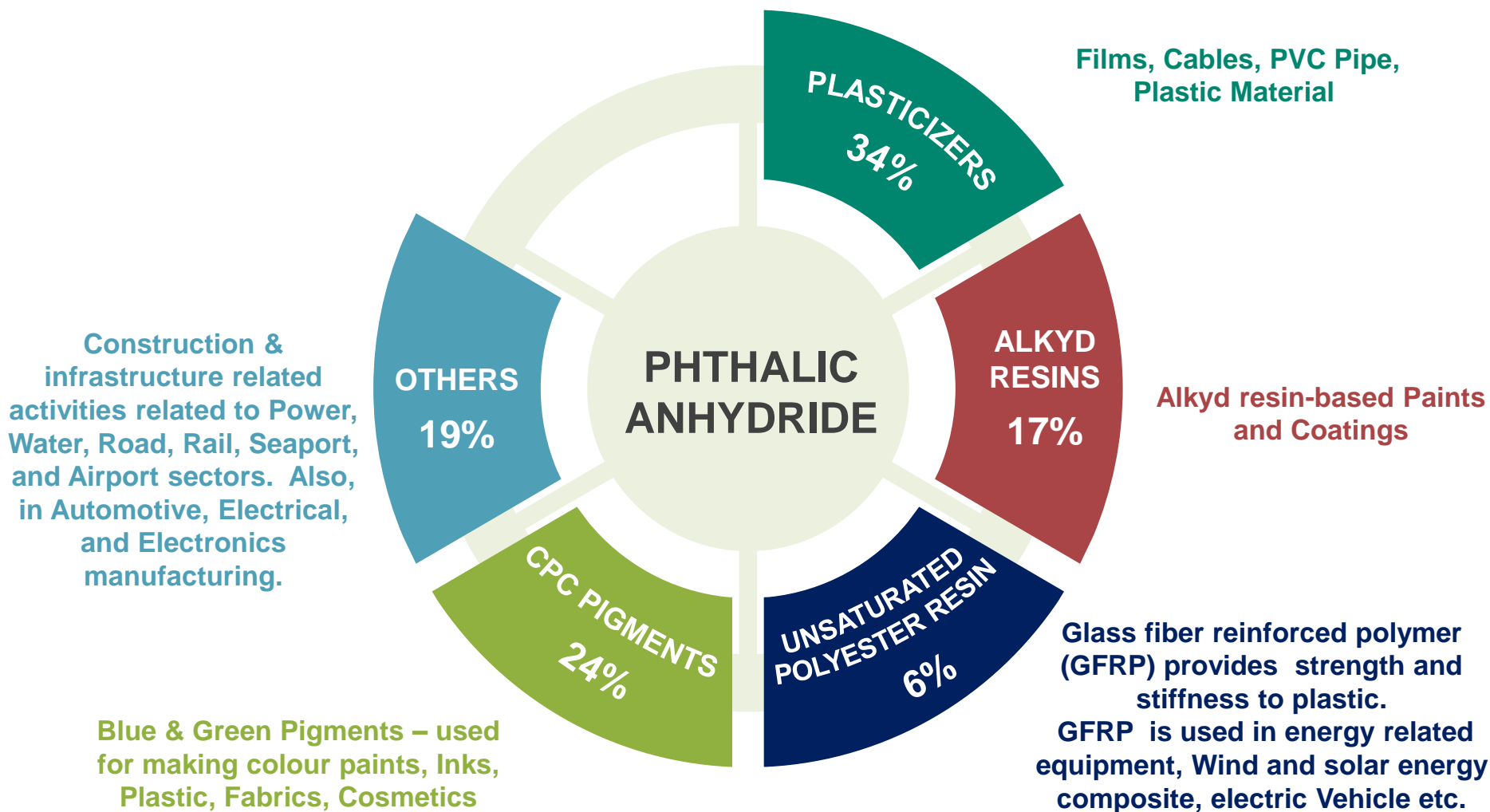


\* For an initial period of 10 years



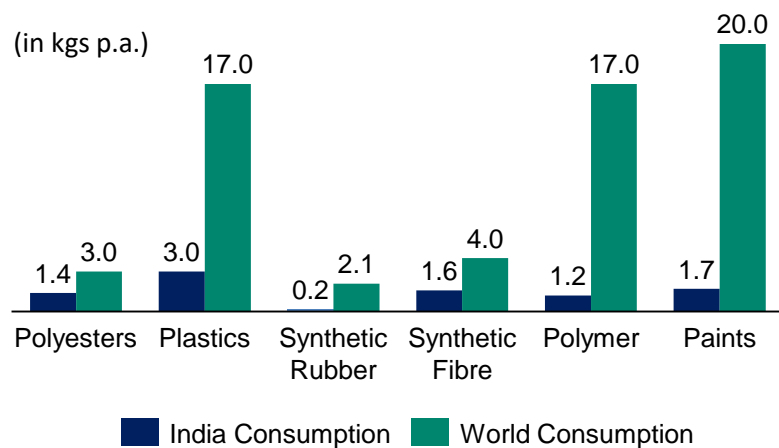
## **business overview**

# END USER INDUSTRY & APPLICATION

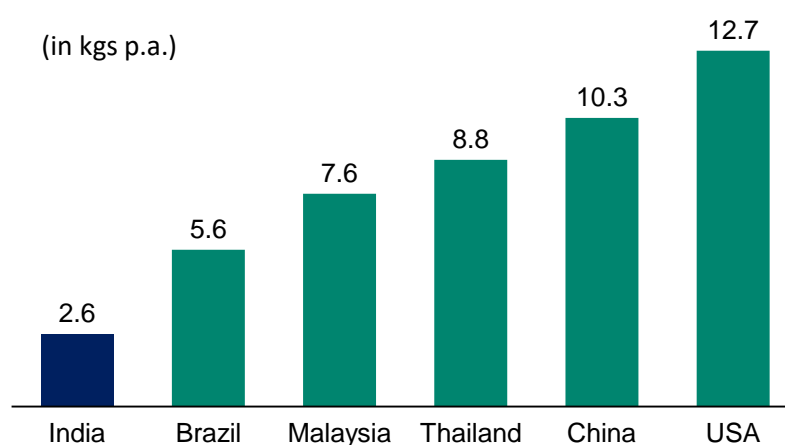




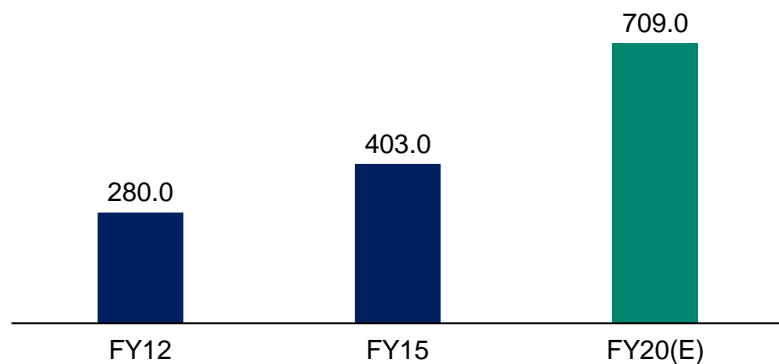
**Low per capita consumption of End Users**



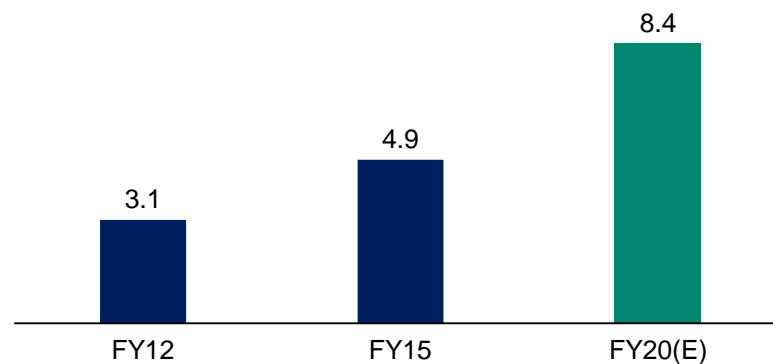
**Per capita consumption of suspension PVC**



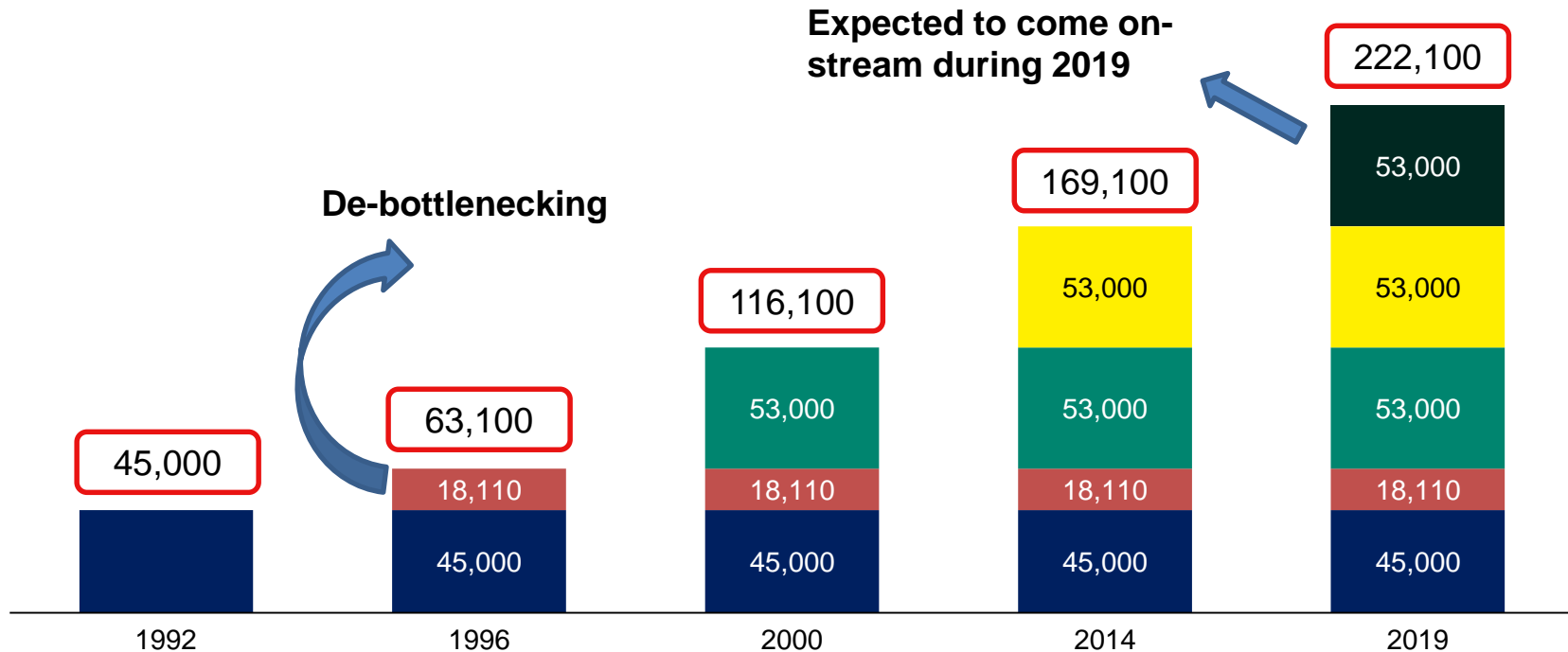
**Indian Paint Industry – INR - Billion**



**Indians Dyes & Pigments Market – US\$ Billion**



# SCALING UP OF CAPACITY

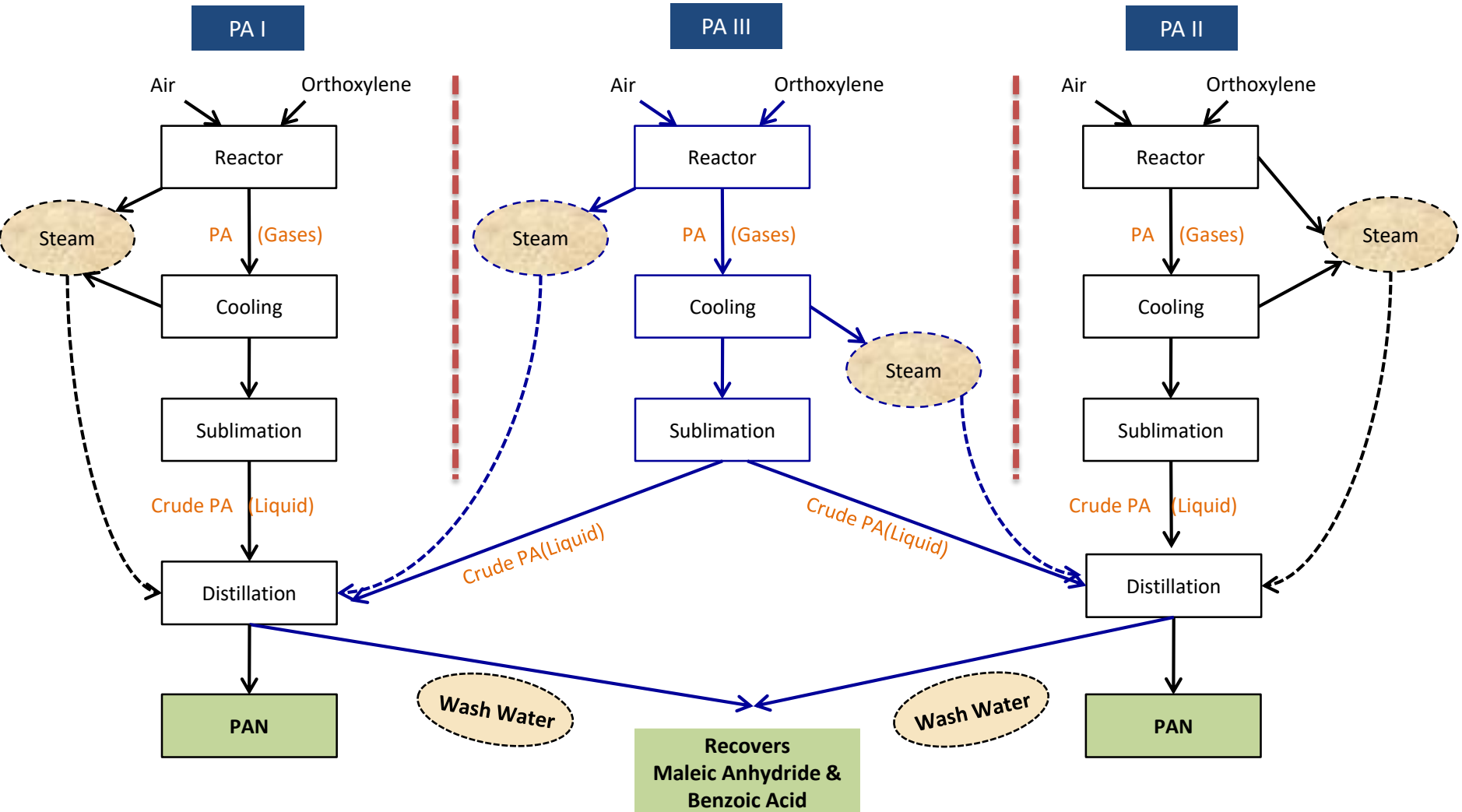


Plants are engineered with **German Technologies** and are designed on the low energy based processes

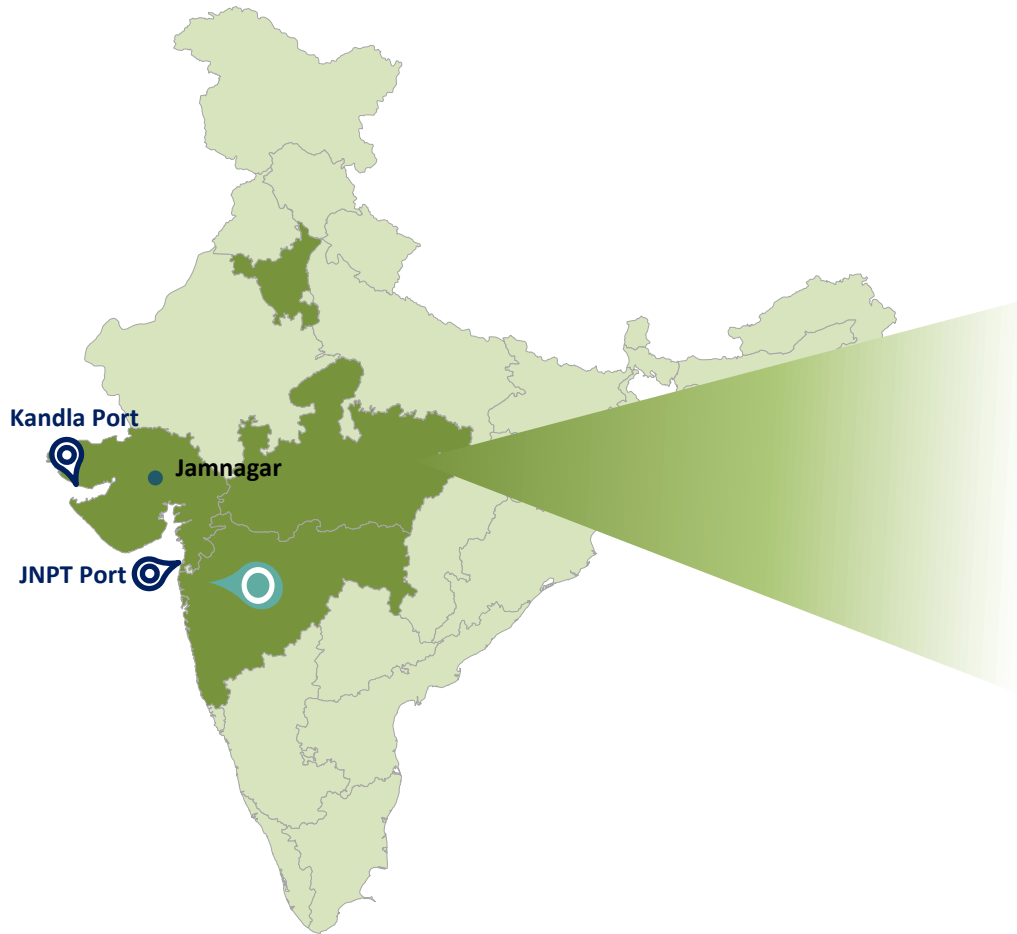
Company also undertook **significant process enhancement initiatives** through capacity expansion

**Steam generated from the production process** used for Company's captive power requirements

# PRODUCTION PROCESS



# STRATEGICALLY LOCATED PLANT....



Majority of domestic sales is within Western India

Proximity to One of the Largest Ports in India

Enjoys the advantage of being in close proximity to ports for exports, chemical belt in western India where majority of downstream industries are located including procurement of Raw Material

 **IGPL Plant at MIDC - Taloja, Maharashtra**

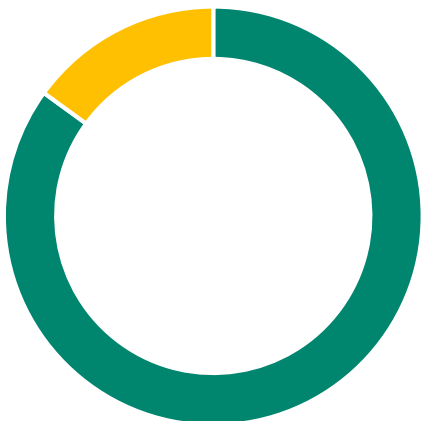
 **Chemical Belt in Western India**

# LARGE CUSTOMER BASE



## Sales Breakup

Export Sales, 15%



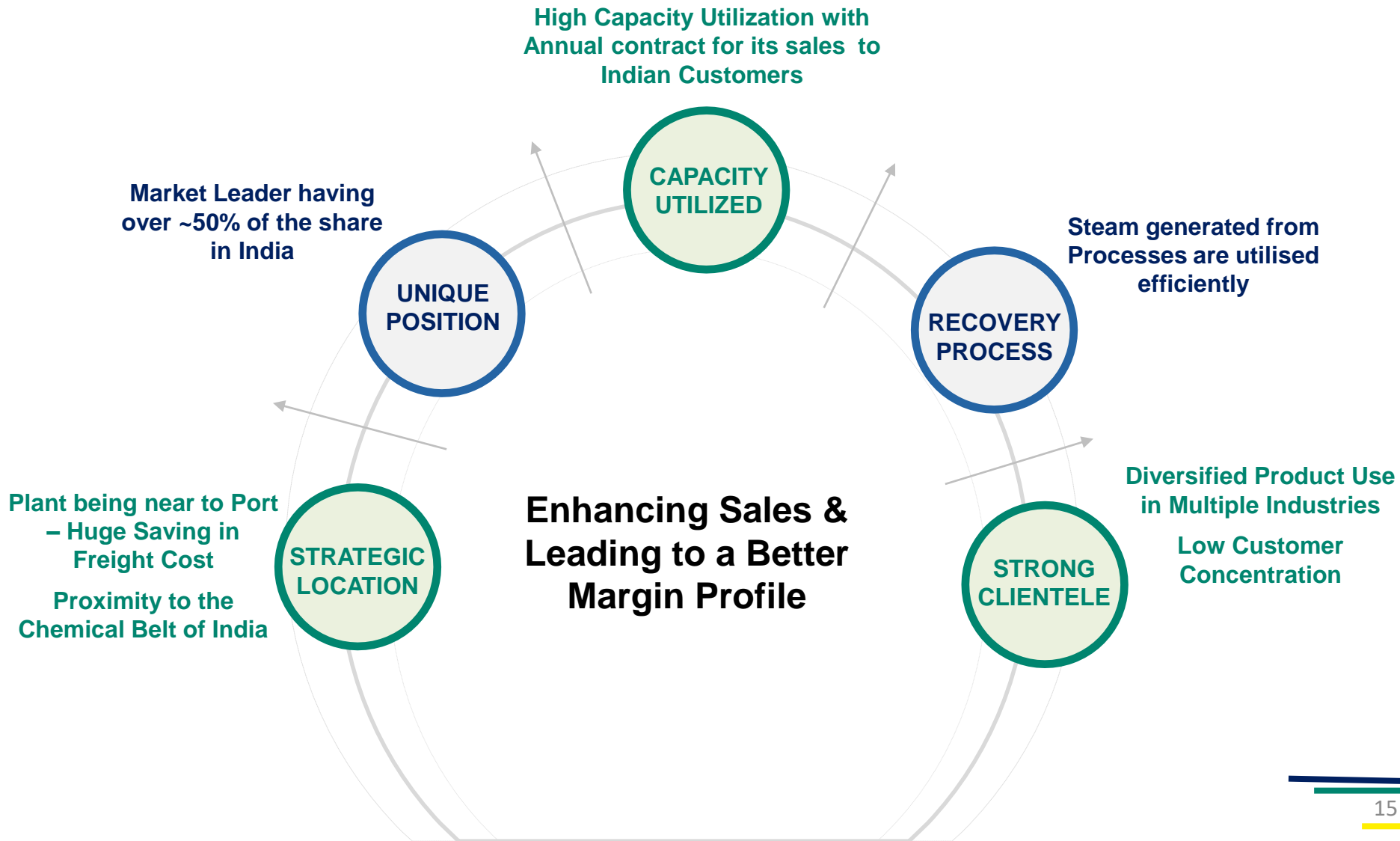
Domestic Sales, 85%

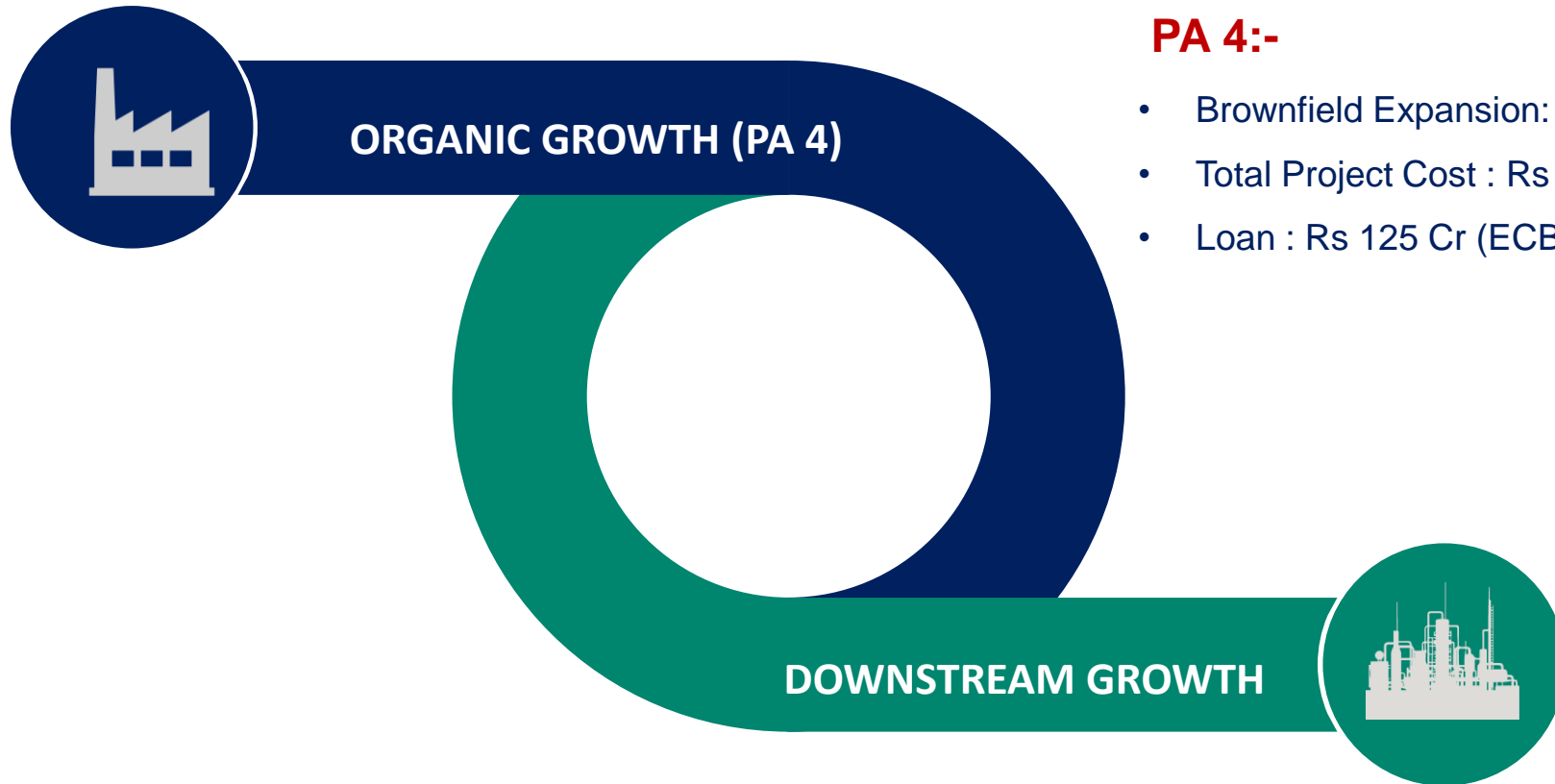




**key strengths and strategies**

# KEY COMPETITIVE STRENGTHS





## PA 4:-

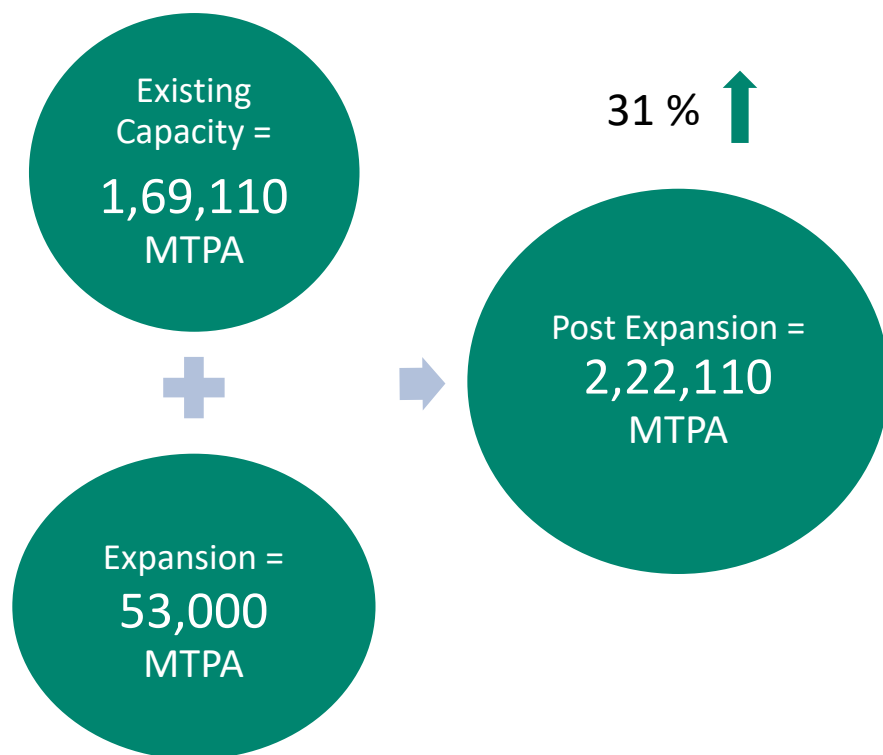
- Brownfield Expansion: 53,000 MTPA
- Total Project Cost : Rs 320 Cr
- Loan : Rs 125 Cr (ECB)

## Capacities to come on-stream during 2019

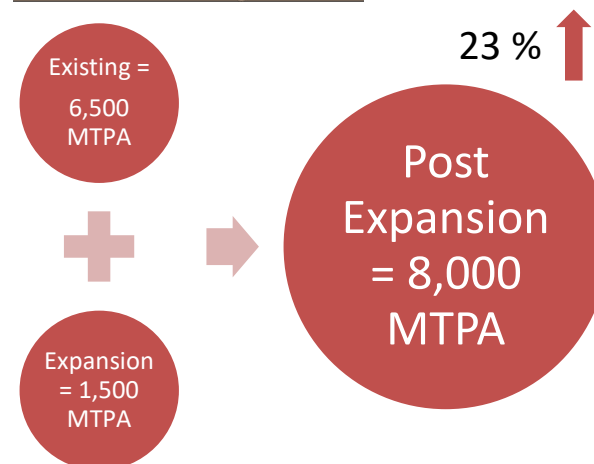
# Production Capacity Pre & Post Expansion



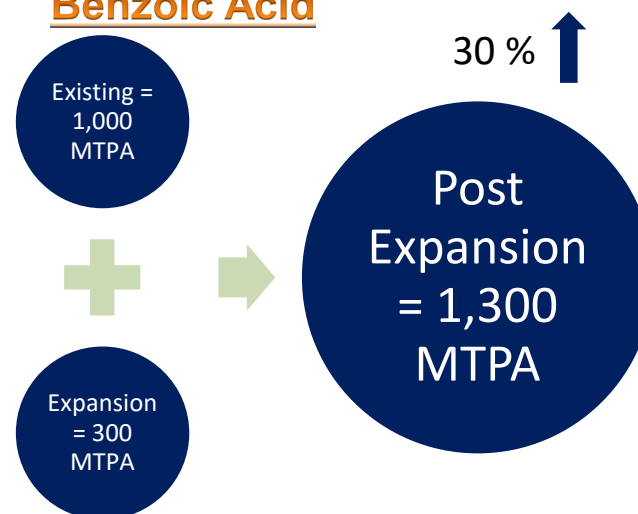
## Phthalic Anhydride



## Maleic Anhydride



## Benzoic Acid





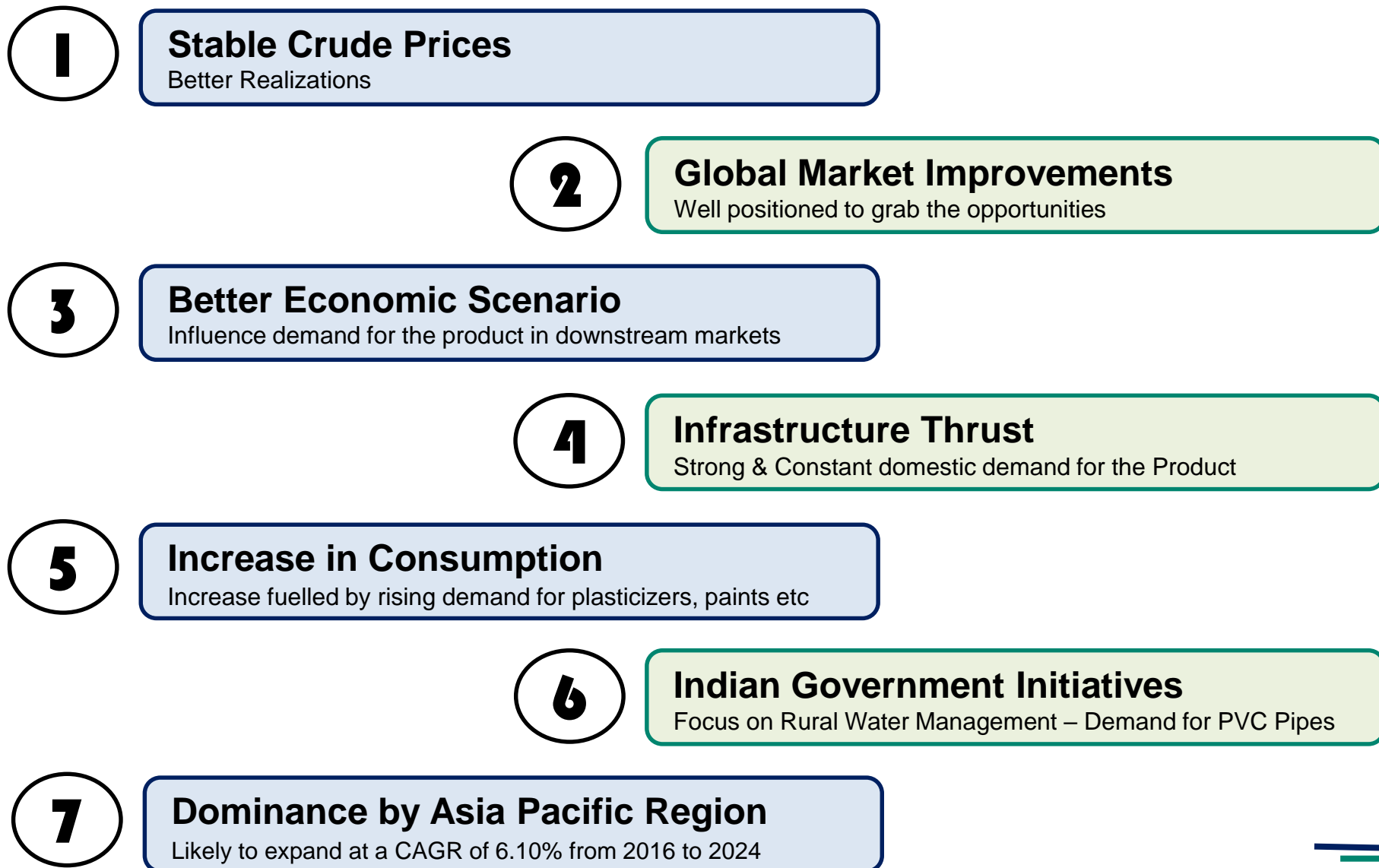
## **industry overview**





**The company is uniquely positioned to partake in the industry growth as well as substitute imports resulting in higher market share**

# CONSUMPTION PULL FOR PHTHALIC ANHYDRIDE

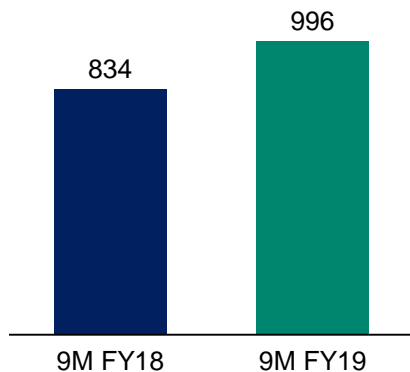




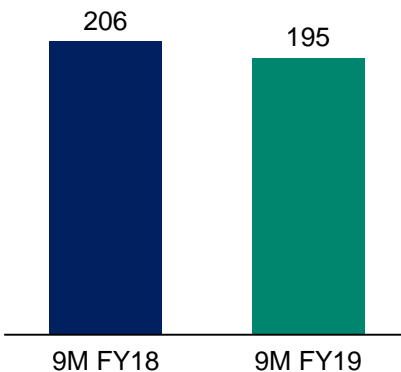
## **financial highlights – Q3 & 9M FY19**

# FINANCIAL HIGHLIGHTS – 9M FY19

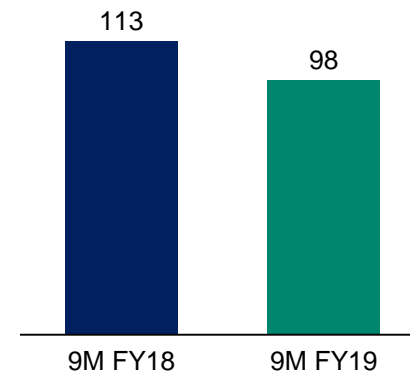
## Revenue<sup>^</sup>



## EBITDA<sup>^</sup>

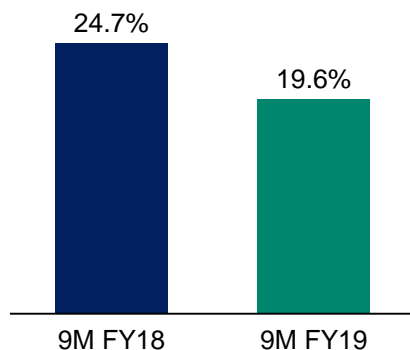


## PAT

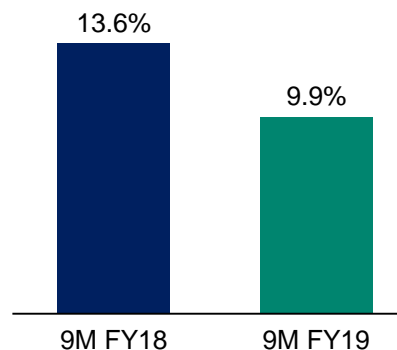


Rs. Crores

## EBITDA<sup>^</sup> (%)



## PAT (%)



The Financial Results for 9M FY19 have been prepared in accordance with the Indian Accounting Standards (Ind AS)

<sup>^</sup> Includes Other Income

# PROFIT & LOSS STATEMENT – Q3 & 9M FY19



Particulars (Rs. Crores)*	Q3 FY19	Q3 FY18	9M FY19	9M FY18
<b>Revenue from Operations^</b>	<b>318</b>	<b>296</b>	<b>996</b>	<b>834</b>
Total Raw Material	241	187	674	519
Employee Expenses	14	15	47	40
Other Expenses	26	19	79	68
<b>EBITDA^</b>	<b>36</b>	<b>73</b>	<b>195</b>	<b>206</b>
<b>EBITDA Margin (%)</b>	<b>11.3%</b>	<b>24.8%</b>	<b>19.6%</b>	<b>24.7%</b>
Depreciation	7	6	20	19
<b>EBIT</b>	<b>29</b>	<b>67</b>	<b>175</b>	<b>188</b>
<b>EBIT Margin (%)</b>	<b>9.2%</b>	<b>22.6%</b>	<b>17.6%</b>	<b>22.5%</b>
Finance Cost	2	3	9	12
Exceptional Items	0	0	10	0
<b>Profit before Tax</b>	<b>27</b>	<b>64</b>	<b>157</b>	<b>175</b>
Tax	10	23	59	62
<b>Profit After Tax</b>	<b>18</b>	<b>40</b>	<b>98</b>	<b>113</b>
<b>PAT Margin (%)</b>	<b>5.5%</b>	<b>13.7%</b>	<b>9.9%</b>	<b>13.6%</b>
EPS	5.71	13.13	31.91	36.74

The Financial Results for Q3 FY19 have been prepared in accordance with the Indian Accounting Standards (Ind AS)

^ Includes Other Income

On Standalone Basis



# BALANCE SHEET as on 30<sup>th</sup> September 2018



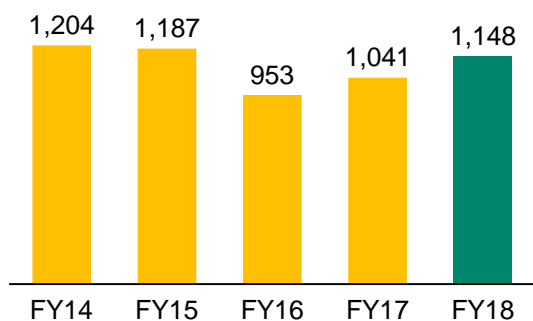
Particulars (Rs. Crores)	Sept – 18	Mar - 18
Equity		
Equity Share Capital	30.8	30.8
Other Equity	563.2	497.3
<b>Total Equity</b>	<b>594.0</b>	<b>528.1</b>
Non Current Liabilities		
Financial Liabilities		
Borrowings	31.1	29.2
Other Liabilities	30.7	37.5
Provisions	3.1	2.8
Deferred Tax Liabilities (Net)	40.0	37.1
<b>Total Non Current Liabilities</b>	<b>104.9</b>	<b>106.6</b>
Current Liabilities		
Financial Liabilities		
Borrowings	3.4	0.0
Trade Payables	185.6	149.8
Other Financial Liabilities	27.9	28.6
Other Current Liabilities	10.2	13.3
Provisions	1.1	0.8
<b>Total Current Liabilities</b>	<b>228.3</b>	<b>192.6</b>
<b>Total Equity and Liabilities</b>	<b>927.2</b>	<b>827.3</b>

Particulars (Rs. Crores)	Sept – 18	Mar – 18
Non Current assets		
Property, Plant and Equipment	391.8	400.8
Capital Work-In-Progress	46.2	25.7
Goodwill	2.0	2.0
Other Intangible Assets	0.7	0.1
Intangible Assets under development	0.0	0.6
Financial Assets		
Investments	53.7	49.0
Loans	1.4	1.3
Other Financial Assets	3.6	3.2
Non Current Tax Assets	0.0	6.6
Other Non-Current Assets	40.2	23.8
<b>Total Non Current Assets</b>	<b>539.7</b>	<b>513.0</b>
Current Assets		
Inventories	129.7	94.4
Financial Assets		
Investments	62.2	40.7
Trade Receivables	154.7	138.8
Cash and Cash Equivalents	1.4	4.5
Bank Balances	16.8	16.7
Loans	0.6	0.6
Other Financial Assets	2.8	0.7
Other Current Assets	19.3	17.9
<b>Total Current Assets</b>	<b>387.5</b>	<b>314.3</b>
<b>Total Assets</b>	<b>927.2</b>	<b>827.3</b>

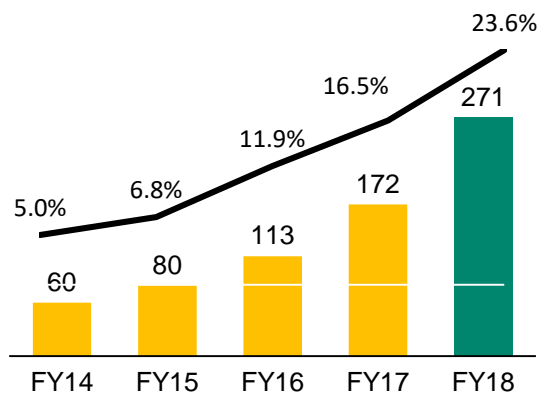
# FINANCIAL HIGHLIGHTS



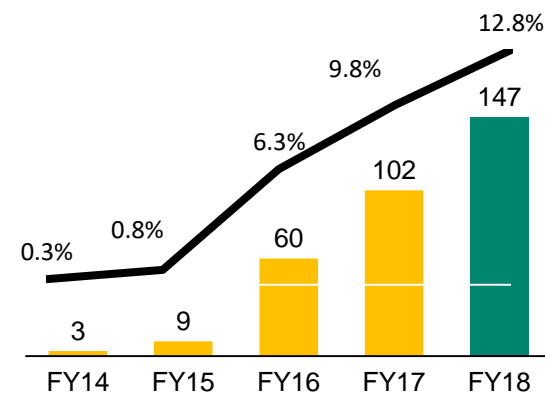
**Revenue^ (Rs. Crores)**



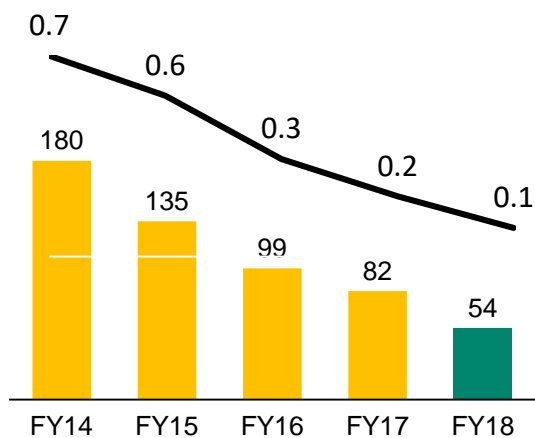
**EBITDA^ (Rs. Crores) and Margin %**



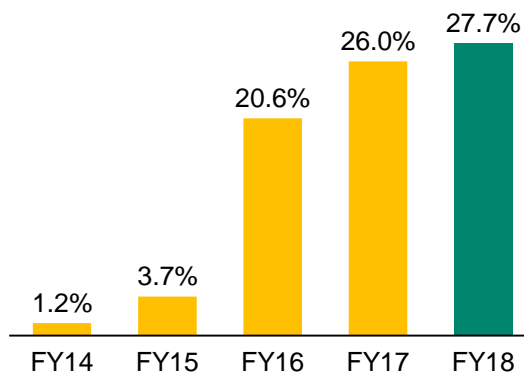
**PAT (Rs. Crores) and Margin %**



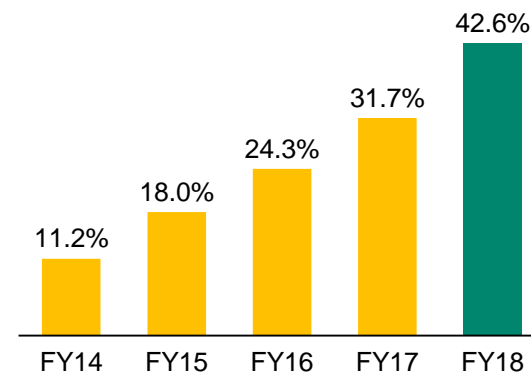
**Net Debt (Rs. Crores) & Net Debt / Equity**



**ROE %**



**ROCE %**



^ Includes Other Income

The Financial Results for FY18 have been prepared in accordance with the Indian Accounting Standards (Ind AS)

- ❑ Construction of a school in Vrindavan for providing education to the underprivileged children
- ❑ Educating the poor, annadhanam (feeding of poor), free /concessional health care to the needy apart from other charitable activities
- ❑ Sustainability of environment viz. transplantation of trees, water conservation projects, environment protection awareness campaign titled 'Say no to plastic', mobile toilet etc.
- ❑ Contribution to Charitable Trust and Community organisation i.e. old age homes, Blind Organization of India, etc.

## For further information, please contact

### Company :

#### **I G Petrochemicals Ltd**

CIN: L51496GA1988PLC000915

Mrs. Vama Gala

[vgala@igpetro.com](mailto:vgala@igpetro.com)

[www.igpetro.com](http://www.igpetro.com)

### Investor Relations Advisors :

#### **Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

Mr. Deven Dhruva / Ms. Neha Shroff

[deven.dhruva@sgapl.net](mailto:deven.dhruva@sgapl.net) / [neha.shroff@sgapl.net](mailto:neha.shroff@sgapl.net)

+91 9833373300 / +91 7738073466

[www.sgapl.net](http://www.sgapl.net)