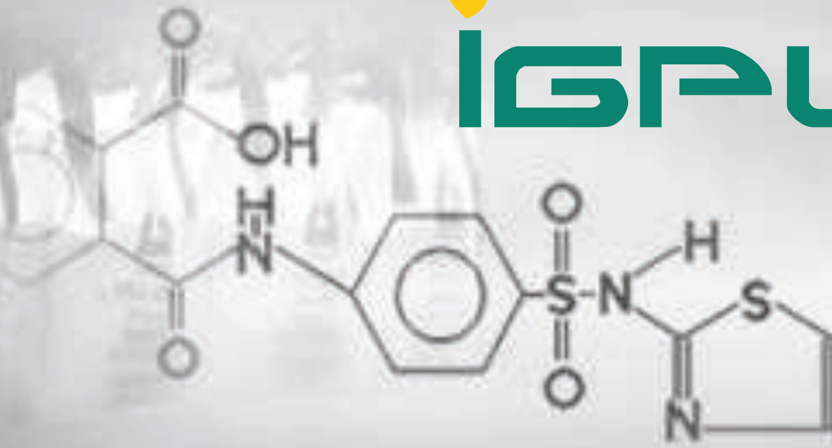
I G Petrochemicals Ltd
Investor Presentation – Q1FY16



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Company Overview

Flagship company of **Dhanuka Group**

Numero Uno Indian manufacturer of **Phthalic Anhydride (PAN)**

One of the largest PAN manufacturer in the world

Lowest Cost producer of Phthalic Anhydride (PA) globally

Higher capacity utilization with continued **Consumption Pull** for Phthalic Anhydride

Self sufficiency achieved in **Power/Steam** generated by plant

Management Team

Mr. M M Dhanuka: Chairman

- ✓ Chemical Engineer from BITS, Pilani with 35 years of experience in the industry
- ✓ True Entrepreneur with responsibility for day to day affairs and made a turnaround in business through his far sightedness and effective decision making

Mr. Nikunj Dhanuka: Managing Director

- ✓ Commerce Graduate with Management course from UK
- ✓ Two decades of experience in the industry, instrumental in restructuring the business activities and in charge of the overall affairs of the company

Mr. J K Saboo: Executive Director

- ✓ B.Com., LL.B with over 30 years of experience
- ✓ Currently in charge of the all activities at Taloja and is associated with the Company since 1992

Mr. R Chandrasekaran: CFO & Secretary

- ✓ C.A. and CS with over 27 years of experience
- ✓ Responsible for all the financial related activities and is associated with the company since 1999

Mr. S N Maheshwari: President (Fin. & A/c)

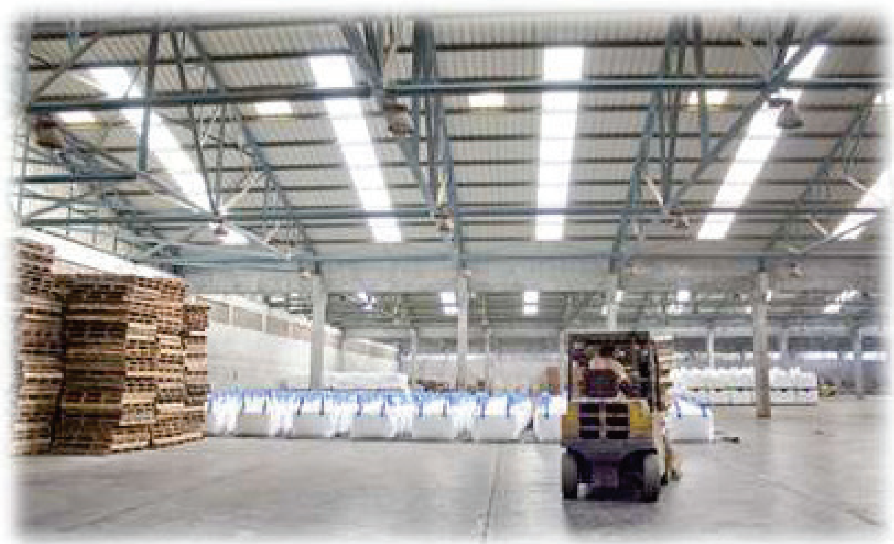
- ✓ C.A with over 30 years of experience
- ✓ Currently is responsible for financial, accounts and taxation matters

Mr. G V R Reddy: President (Technical)

- ✓ M.Sc. Engg (Electrical & Instrumentation) and has around 30 years experience
- ✓ Currently he is in-charge of the Plant at Taloja

Manufacturing Facilities

- Located at MIDC, Taloja in Raigad District, Maharashtra
- 3 units at Single Location
- 50 Km away from Jawaharlal Nehru Port Trust (JNPT), Nhavasheva, Mumbai, Maharashtra
- Proximity to India's Chemical Hub



End User Industries

Plasticizers

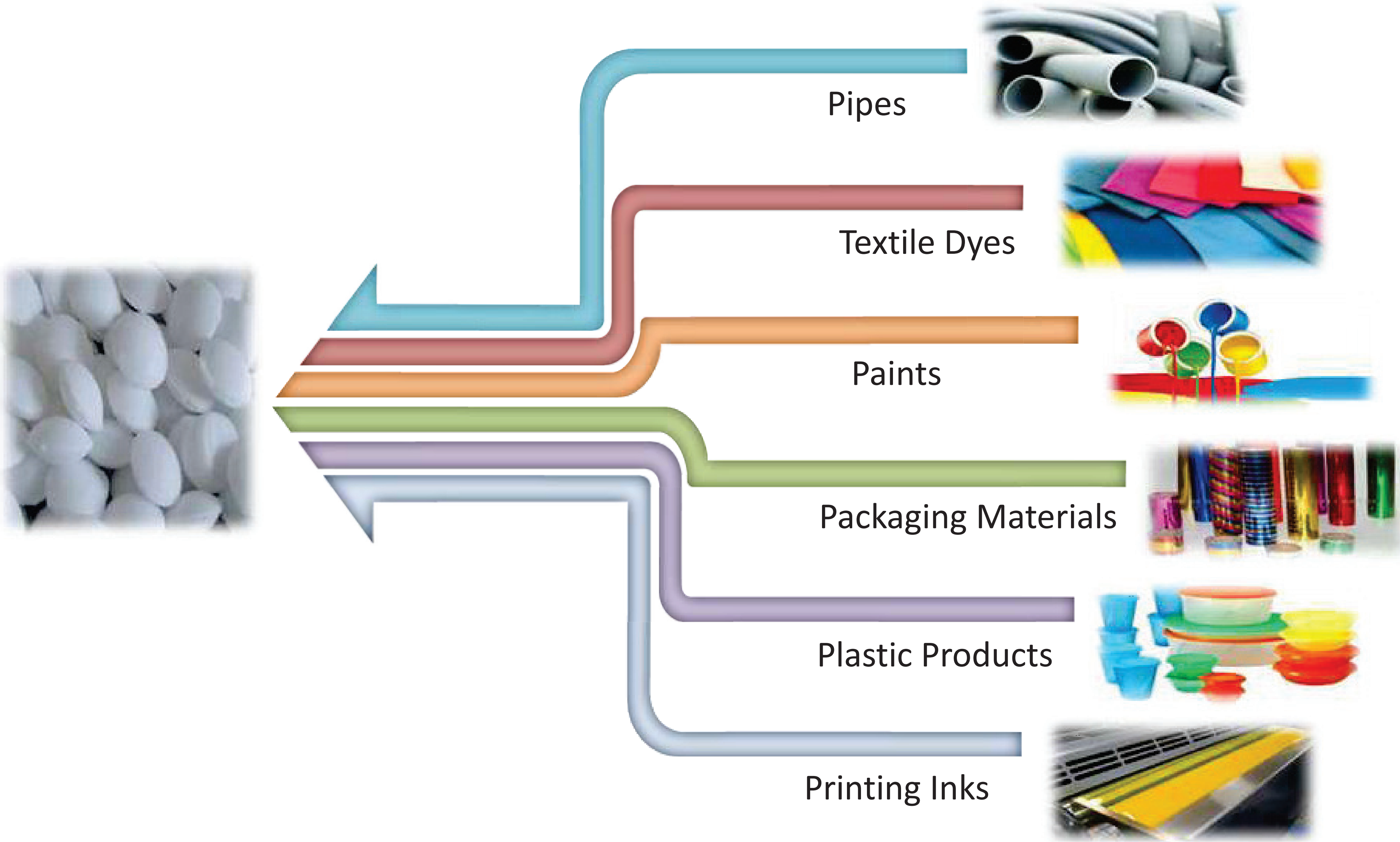
Paints

CPC (Color Pigments)

Others

Unsaturated Polyester Resin (UPR)

Phthalic Anhydride (PA) :Varied Applications



Key Competitive Advantages

01 Lowest Cost Producer
- In-house generation of power
- Higher efficiency and reengineering process reduces cost per unit

02 Strategic Plant Location
- Near to Port – Huge Saving in Freight Cost
- Proximity to the Chemical Belt of India

03 Strong Clientele across industries
- Diversified Product Use in Multiple Industries
- Low Customer Concentration

04 Consistent high capacity utilization
- Annual contract for its sales to Indian Customers
- ~30% - 40% of Sales is contracted annually for fixed margin

05 Better Recovery Processes
- Steam generated from Process utilised efficiently- reduces Oil consumption significantly
- Developing value added products through waste stream

Enhancing Sales & Leading to a Better Margin Profile

Consumption Pull for Phthalic Anhydride

01
Global market improvements - Well positioned to grab the opportunities

02
Stabilized Crude Prices – Better Realizations

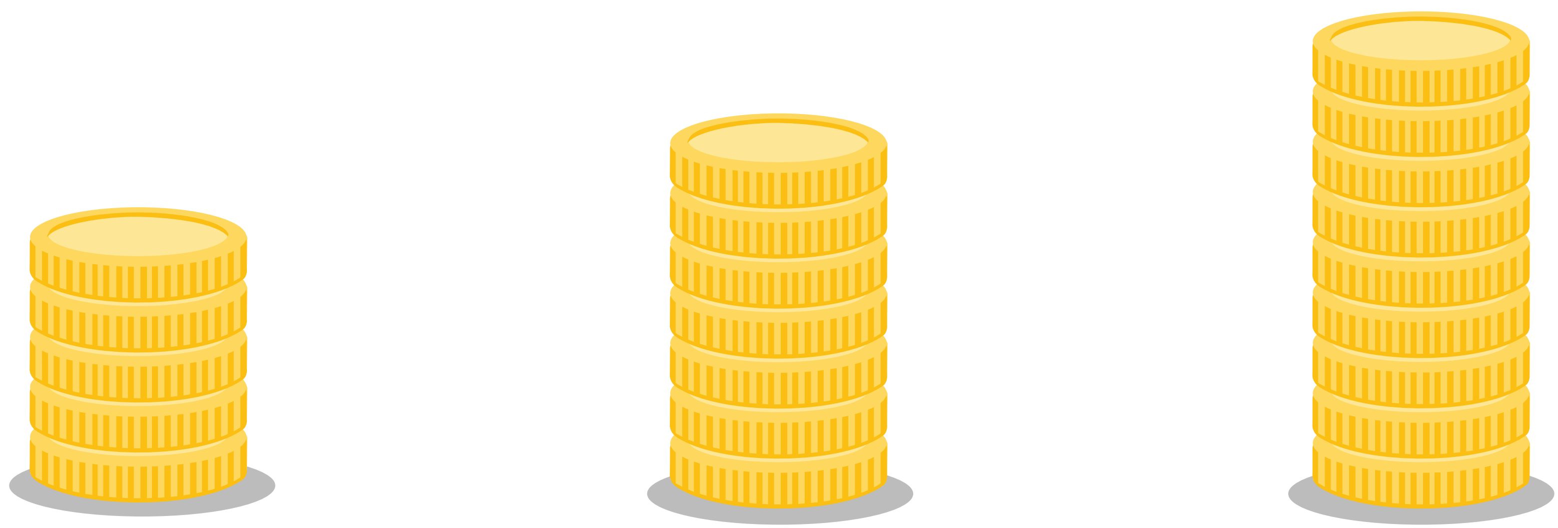
03
Infrastructure Thrust – Strong & Constant domestic demand for the Product

04
Better economic scenario influence demand for the product in downstream markets

05
Consumption to increase fuelled by rising demand for plasticizers, paints etc.

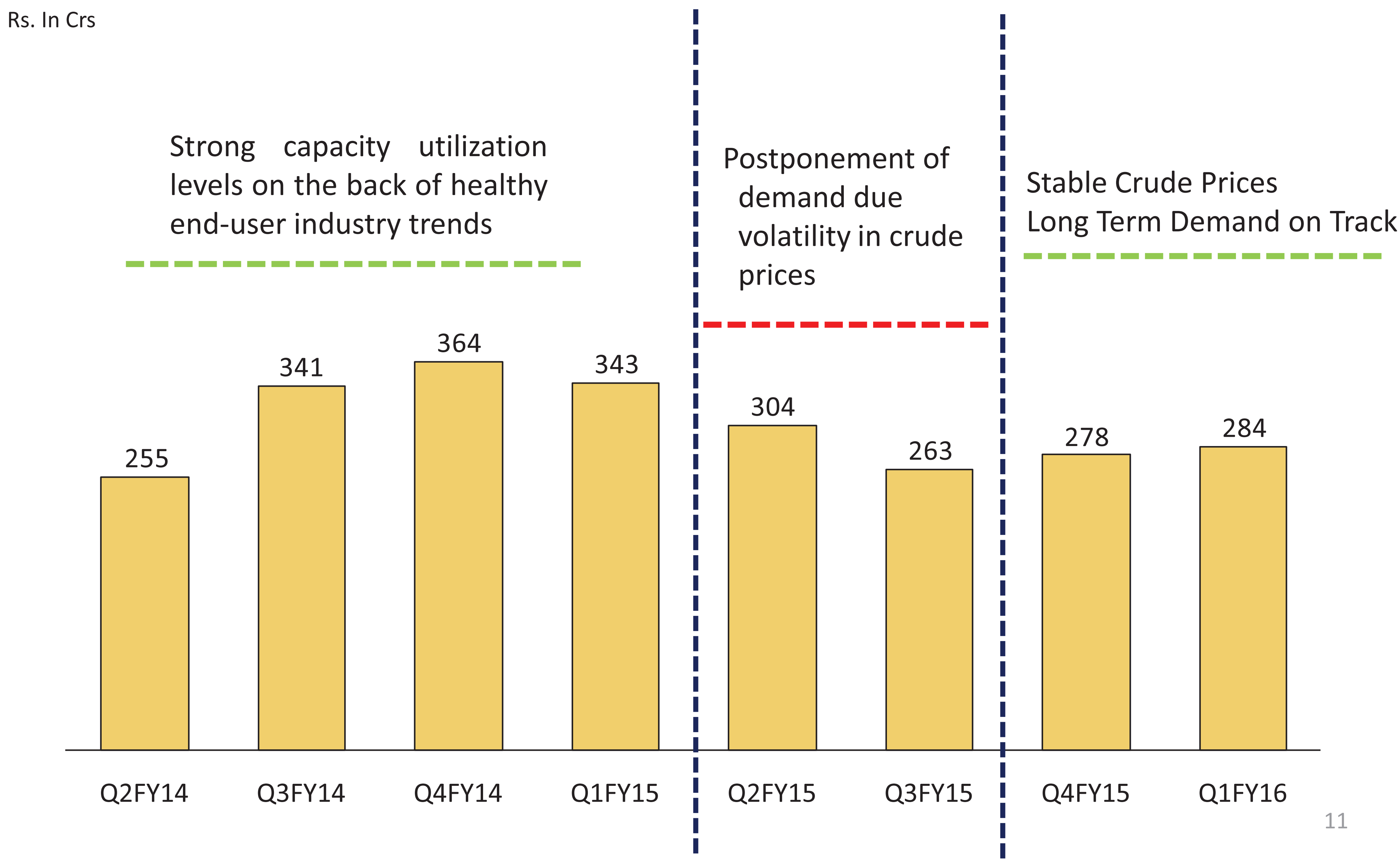
4 Years - Performance Glance

Revenue	EBITDA	PAT
17% CAGR	18% CAGR	23% CAGR

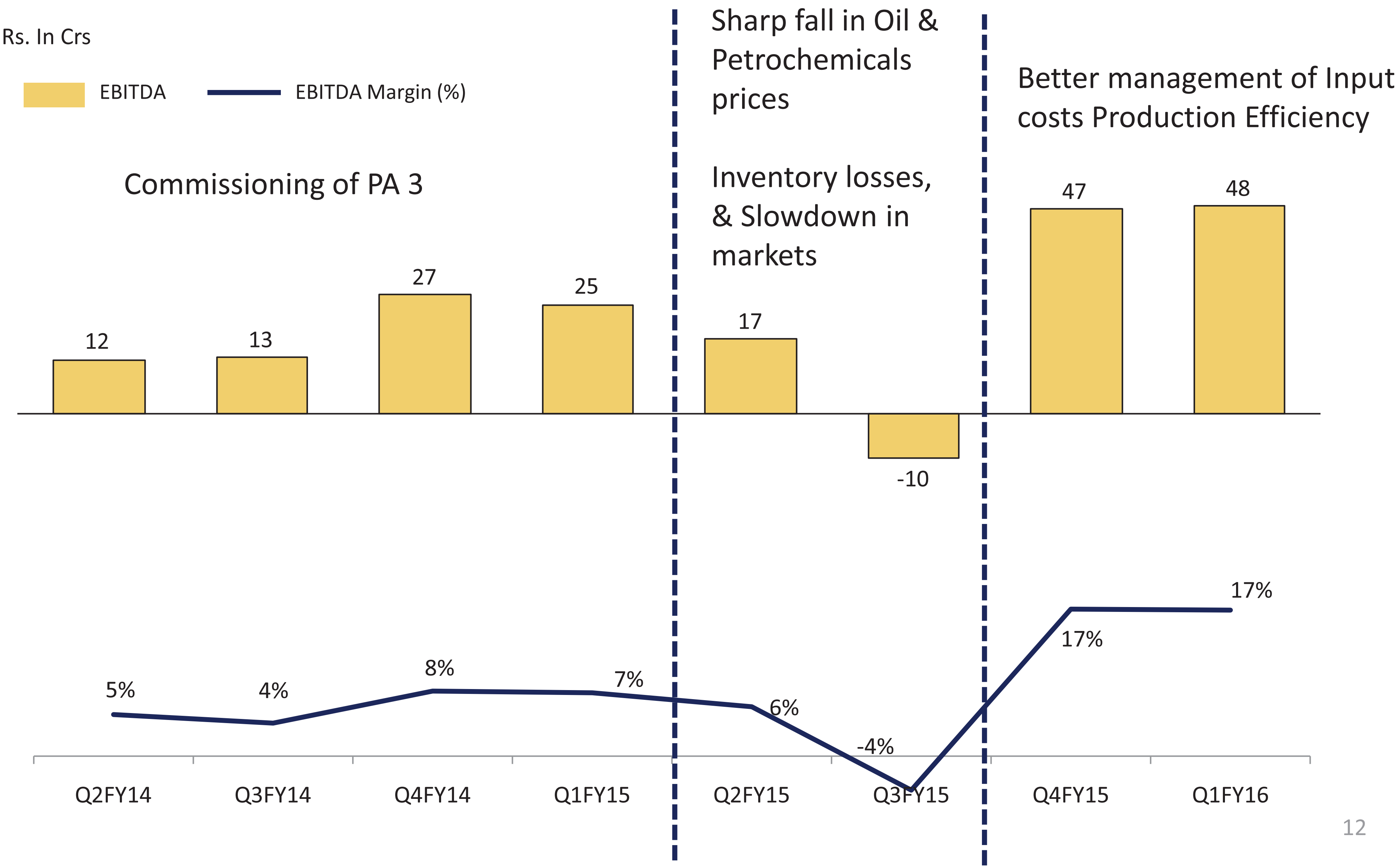


FY2015 : Dividend of Re.1/- per equity share of Rs. 10 (10% of Face Value)

Revenue - Quarterly

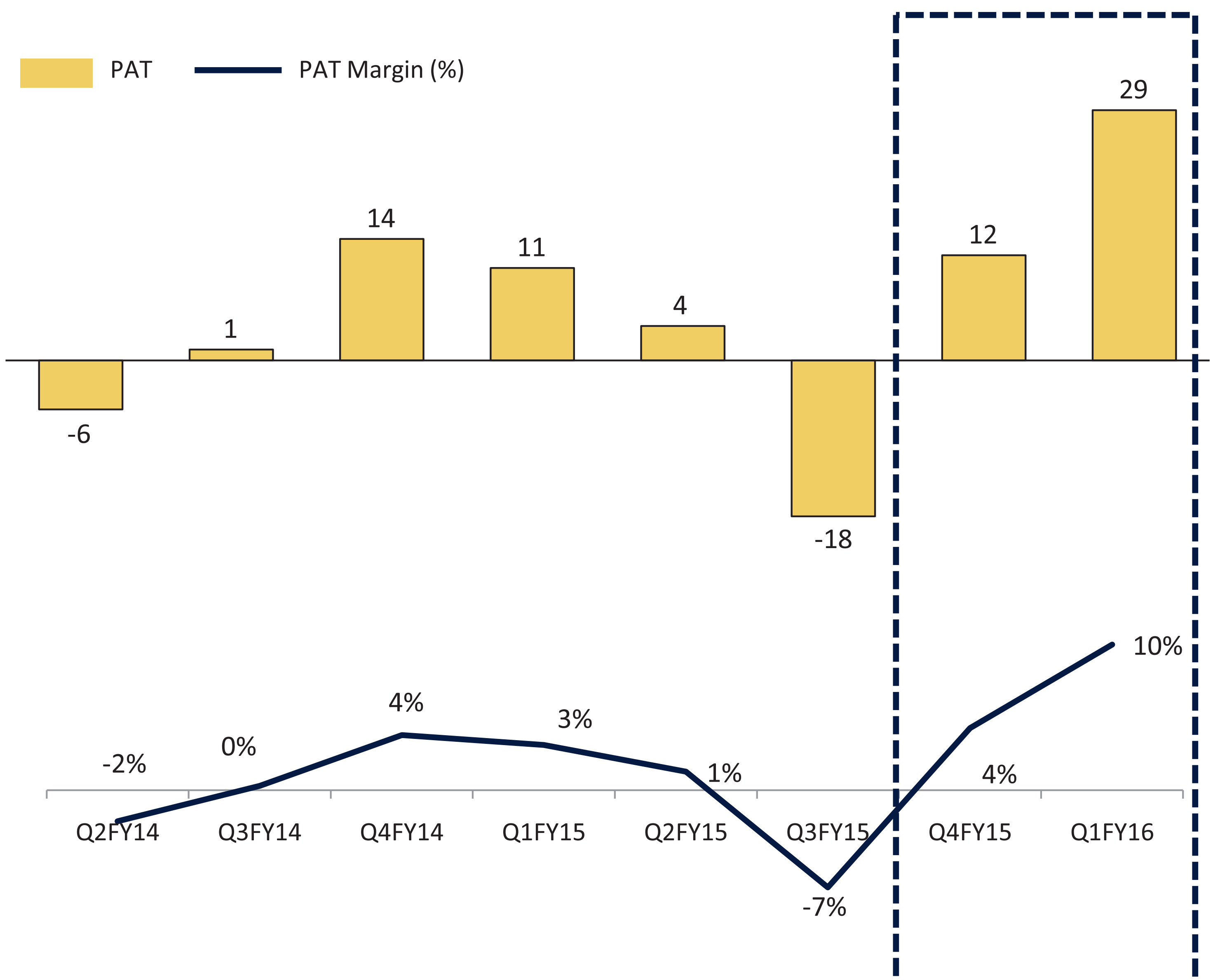


EBITDA - Quarterly



PAT - Quarterly

Rs. In Crs



Demand & Supply scenario getting favorable

Operating Leverage playing out

Better realization, conversion ratio and overall improvement on the Operating Parameters

Profit & Loss Statement

Particulars (Rs. In Crs)	Q1FY16	Q1FY15	Y-o-Y	Q3FY 15	Q-o-Q	FY15
Revenue from Operations	282	343		278		1188
Other operating Income	2	0		0		1
Total Revenue	**284**	**344**	**-17%**	**278**	**2%**	**1189**
Raw Material	208	292		205		1001
Employee Expenses	7	7		8		28
Other Expenses	21	19		18		79
EBITDA	48	25	**89%**	47	**1%**	80
EBITDA %	***16.8%***	***7.3%***		***17.0%***		***6.8%***
Other Income	1	3		1		7
Finance Cost	7	10		9		38
Depreciation	4	4		4		16
Profit before Exceptional item & Tax	**37**	**14**		**36**		**32**
Extra Ordinary item*	0	0		21		21
Profit before Tax	**37**	**14**		**15**		**11**
Tax	8	3		2		2
Profit after Tax	**29**	**11**	**170%**	**12**	**137%**	**9**
PAT %	***10.3%***	***3.2%***		***4.4%***		***0.7%***
EPS(After Extraordinary item)	***9.51***	***3.52***		***4.01***		***2.89***

* Previous year depreciation charged

Balance Sheet

Particulars (Rs. In Crs)	As on Mar-15	As on Mar-14
Shareholder's Fund	**239**	**257**
Share capital	31	31
Reserves & Surplus	208	226
Non-current liabilities	**110**	**143**
Long term borrowings	108	141
Long term provisions	2	2
Current liabilities	**255**	**364**
Short term borrowings	23	44
Trade payables	196	286
Other current liabilities	36	34
Total Liabilities	**604**	**764**

Particulars (Rs. In Crs)	As on Mar-15	As on Mar-14
Non-current assets	**335**	**385**
Fixed assets (inc. CWIP)	328	377
Long-term loans and advances	7	8
Current assets	**269**	**379**
Inventories	87	141
Trade receivables	143	174
Cash and bank balances	18	29
Shot term loans and advances	21	35
Total Assets	**604**	**764**

For further information, please contact

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