



IG PETROCHEMICALS LIMITED

Q4 FY18 Result Presentation – May 2018

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About Us



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

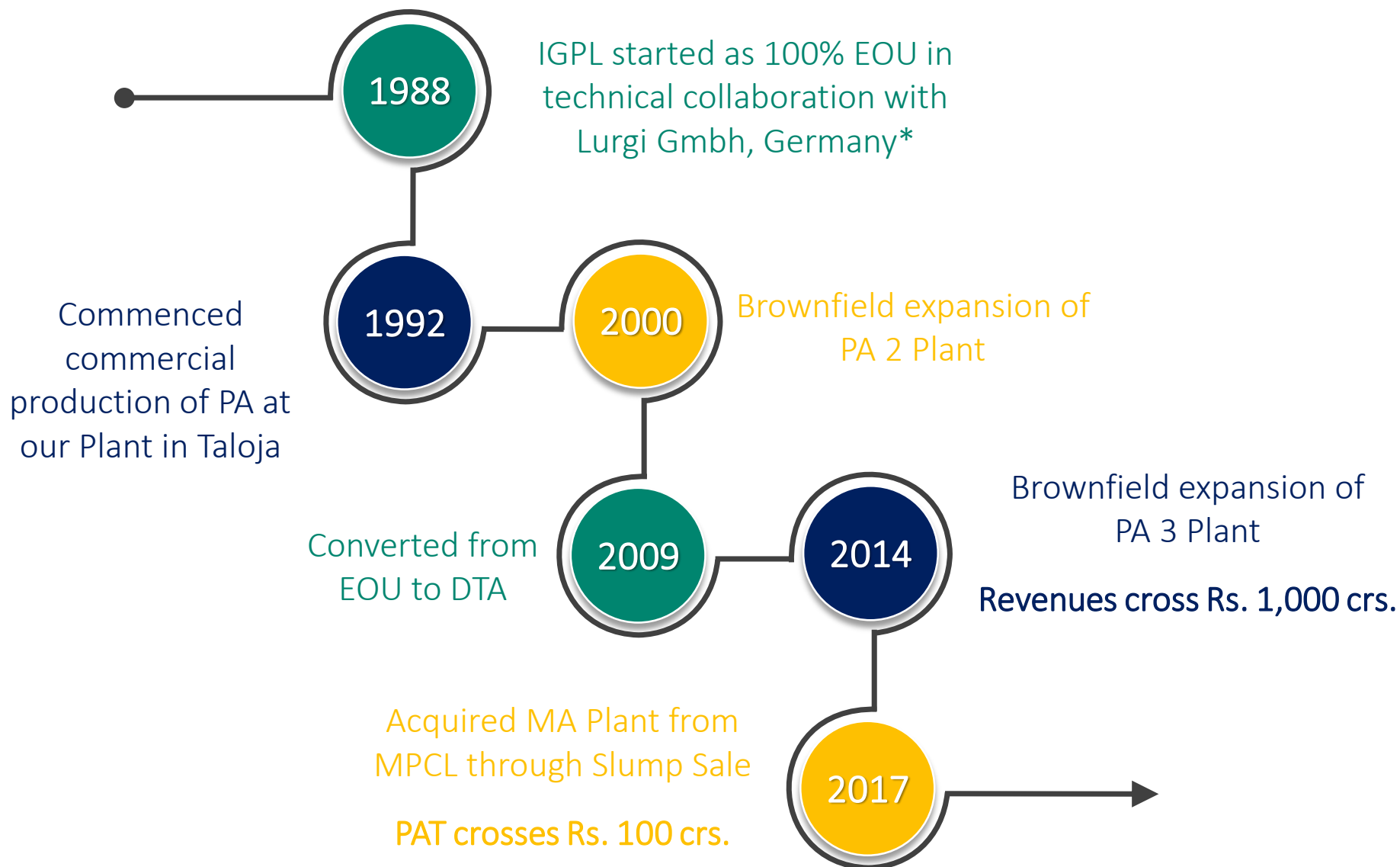
We are an environmentally responsible Company

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



Our Journey...



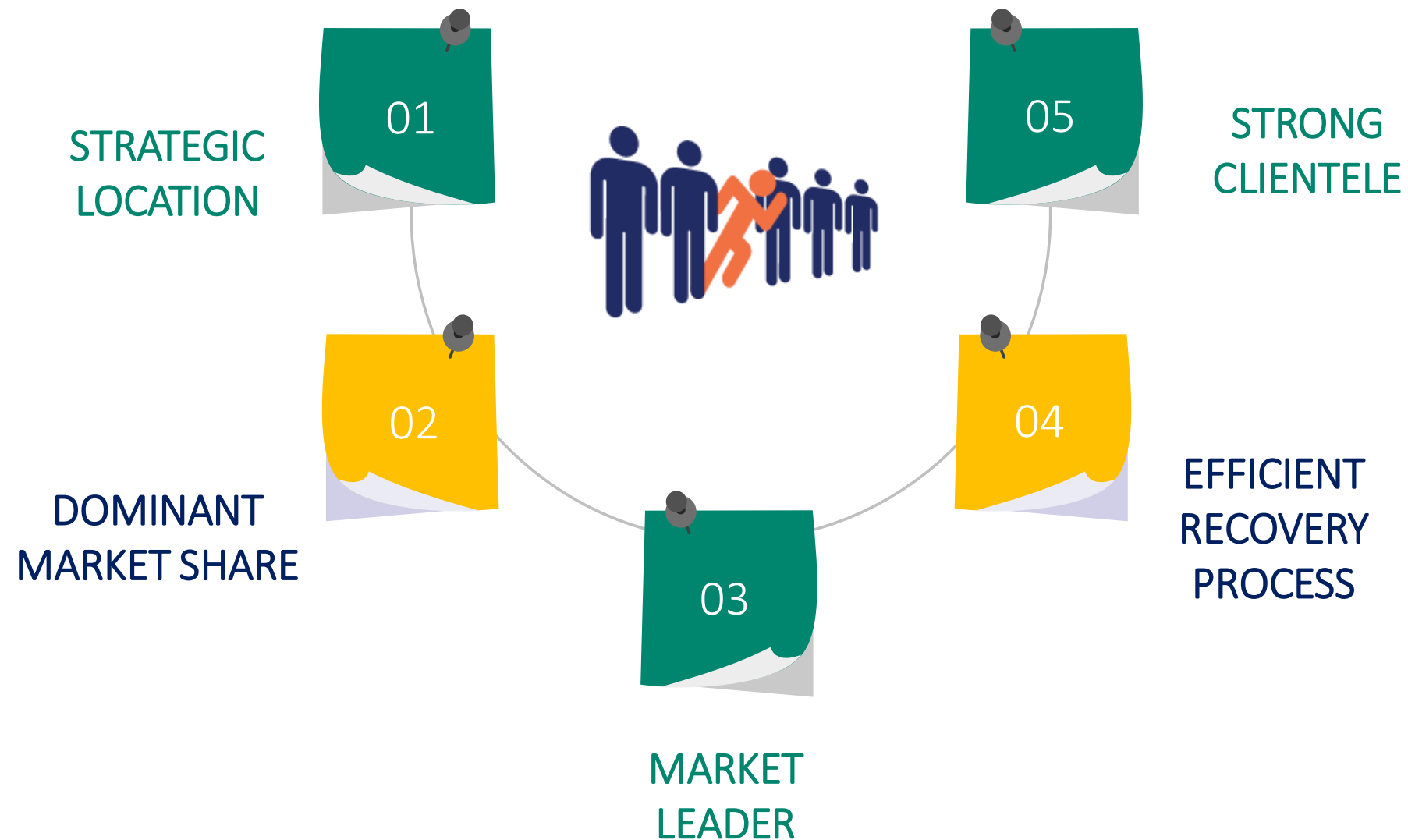
* For an initial period of 10 years



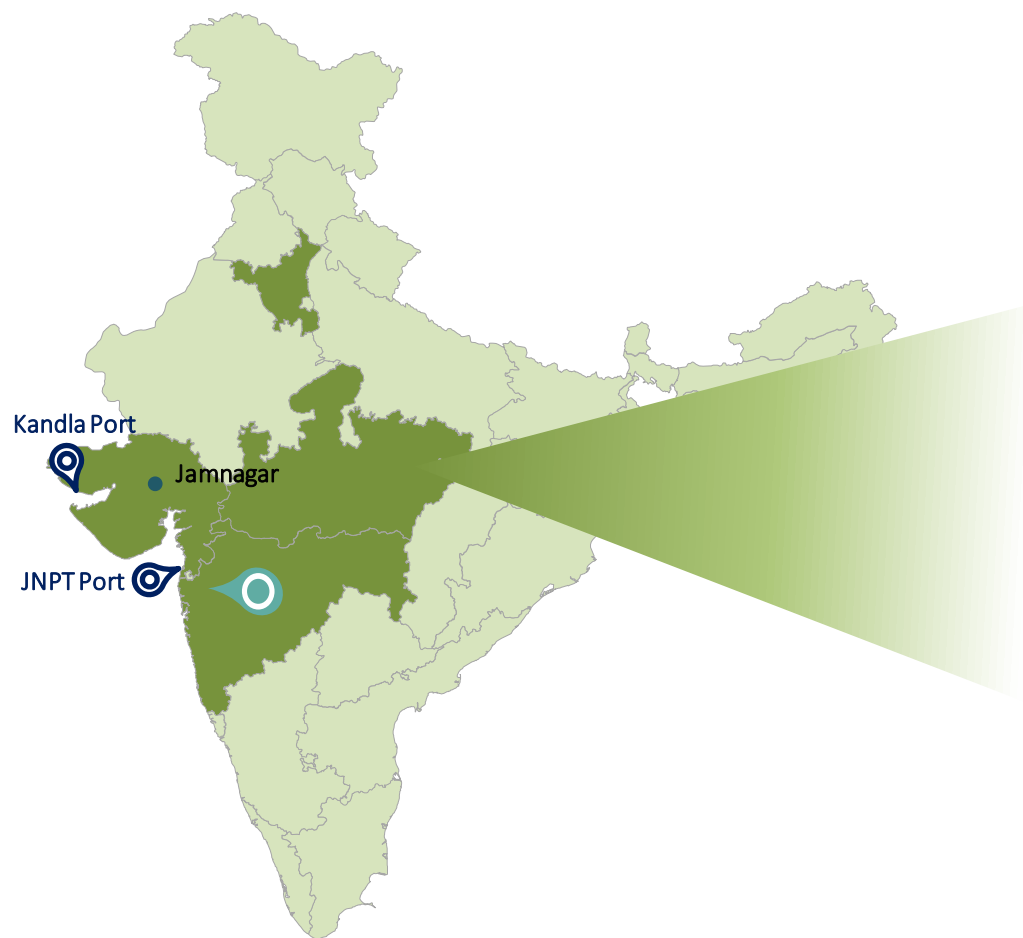
“ To be the Largest Manufacturer of Phthalic Anhydride in the World ”



Key Competitive Strengths



Location Advantage



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 Orthoxylene

 IGPL Plant at MIDC - Talaja, Maharashtra

 Chemical Belt in Western India

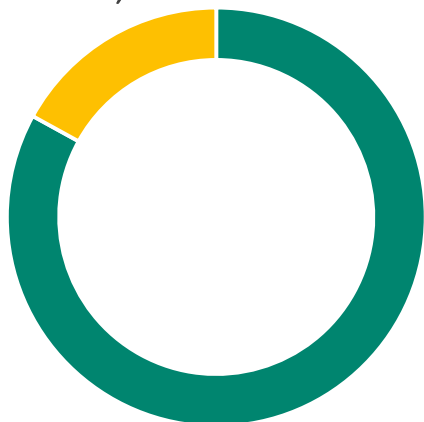


Large Customer Base



Sales Breakup

Export Sales, 17%



Domestic Sales, 83%



Ongoing Expansion



Phthalic Anhydride (PA 4)

Post expansion IGPL will be one amongst the top three PAN manufacturers in the world

With capacities of PAN increasing, there would also be increase in manufacturing capacities of MA and BA



ORGANIC EXPANSION (PA 4)

DOWNSTREAM EXPANSION



Downstream Expansion into
Specialty Plasticizers

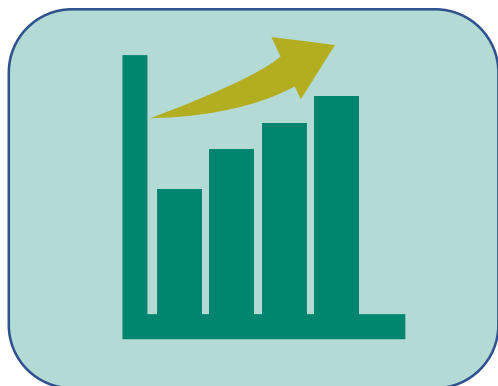
Expansion to come on-stream in 2019



Industry Overview

INDIAN MARKET SIZE

Phthalic Anhydride is ~3,75,000 MTPA
Maleic Anhydride (MA) is ~60,000 MTPA



INDUSTRY GROWTH

PA to grow domestically 5% - 6% annually, backed by the thrust on Infrastructure and GDP growth
MA also expected to grow 6% - 7% in the next few years

INFRASTRUCTURE DEVELOPMENT

Highest Budget by the government for Infrastructure Development at Rs. 3.96 lakh crores

UNIQUE POSITION for IGPL

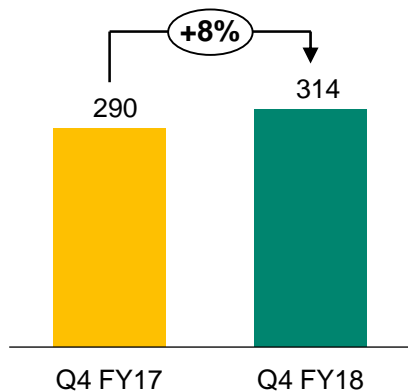
The Company is uniquely positioned to partake in the industry growth



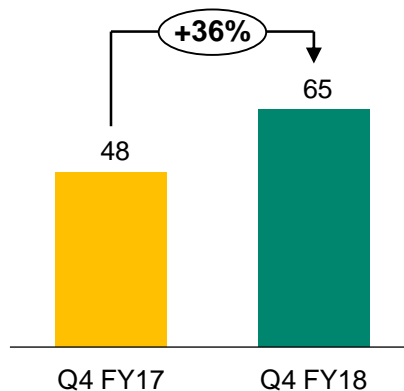
Financial Highlights - Q4 FY18



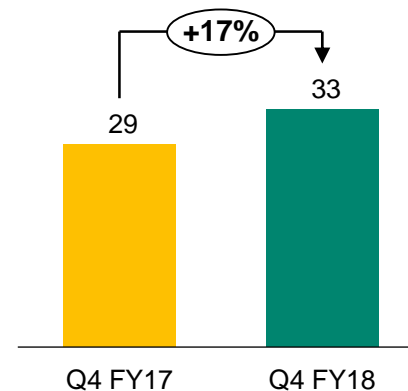
Revenue (Rs. Crores) ^



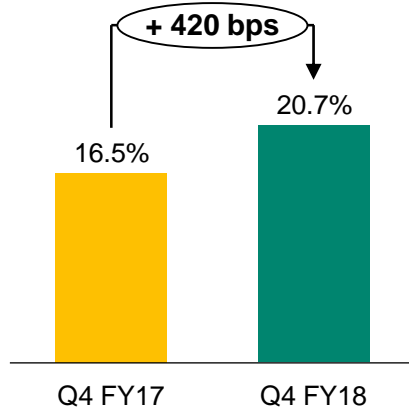
EBITDA (Rs. Crores) ^



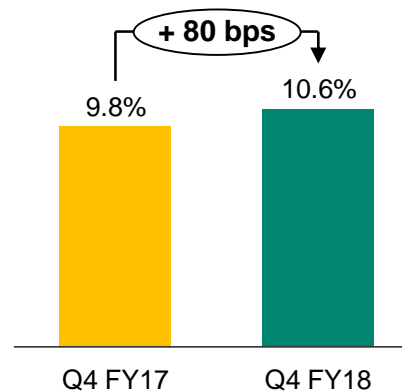
PAT (Rs. Crores)



EBITDA (%)



PAT (%)



The Financial Results for Q4 FY18 have been prepared in accordance with the Indian Accounting Standards (Ind AS)

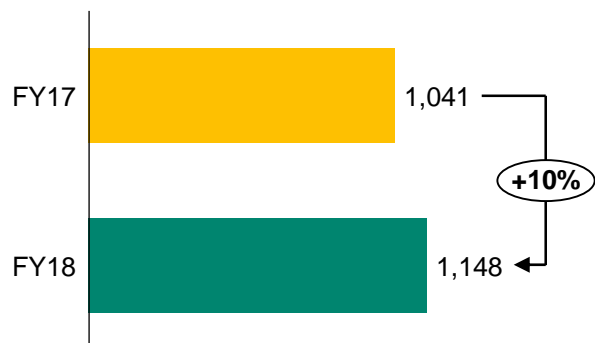
^ Includes Other Income



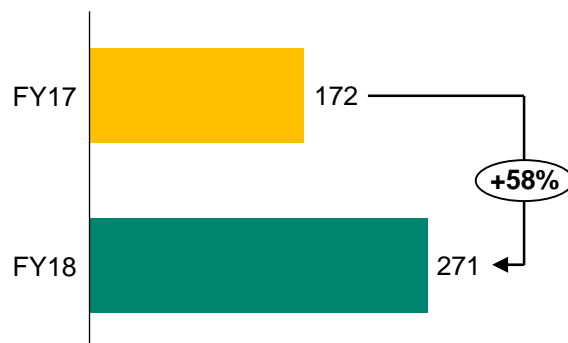
Financial Highlights – FY18



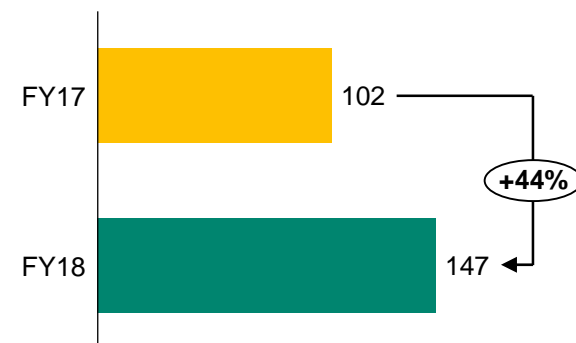
Revenue (Rs. Crores) ^



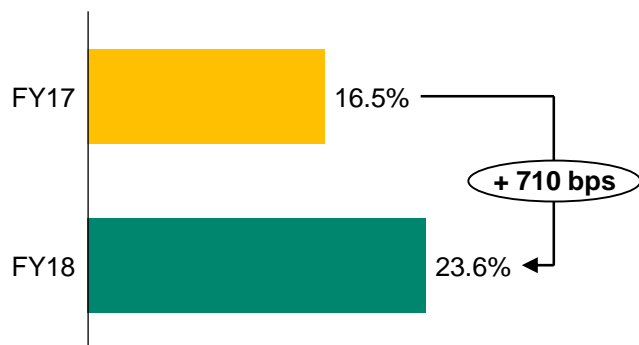
EBITDA (Rs. Crores) ^



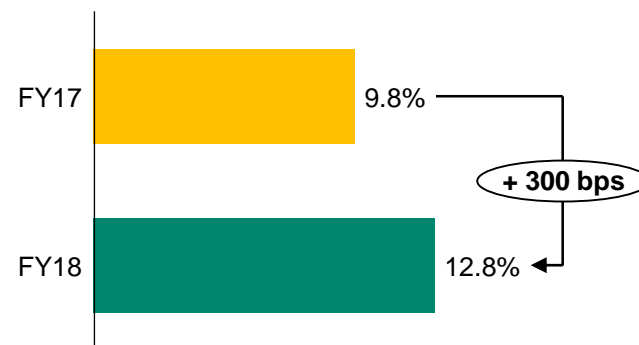
PAT (Rs. Crores)



EBITDA (%)



PAT (%)



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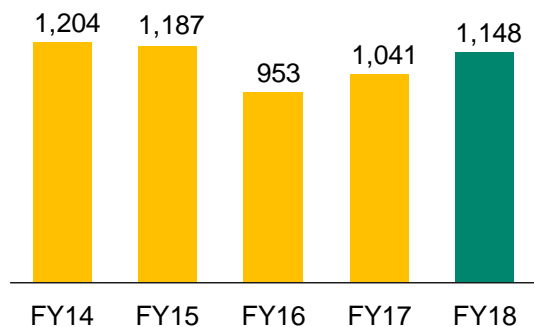
^ Includes Other Income



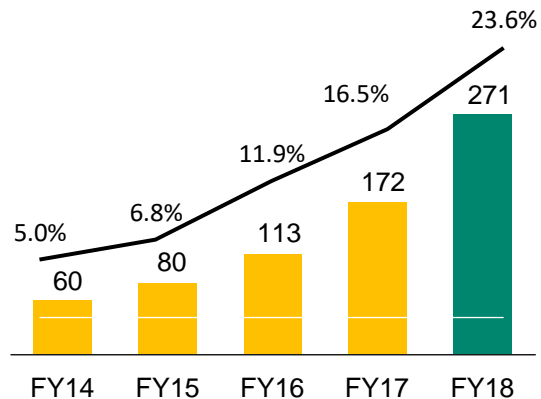
Financial Highlights



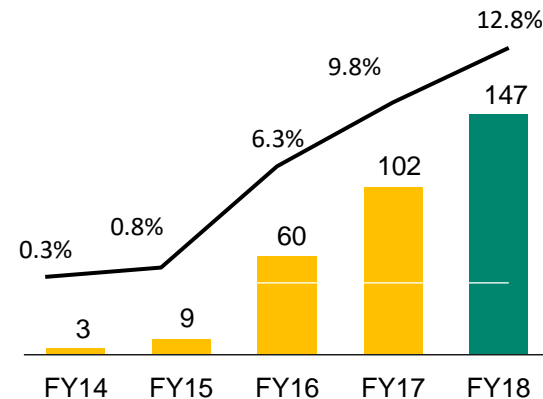
Revenue (Rs. Crores)#



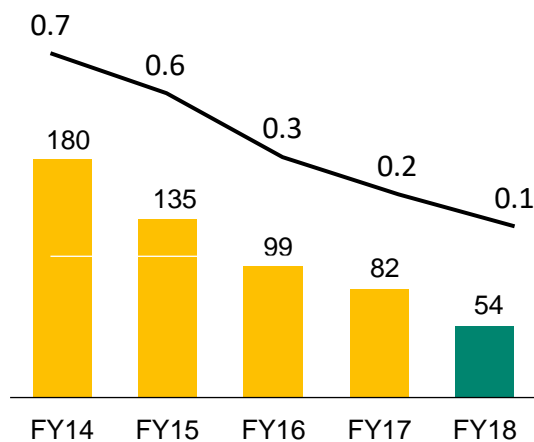
EBITDA (Rs. Crores) and Margin %



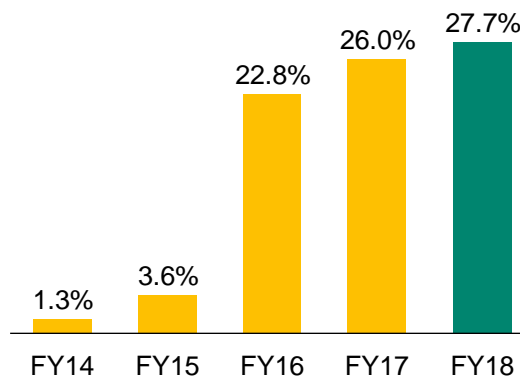
PAT (Rs. Crores) and Margin %



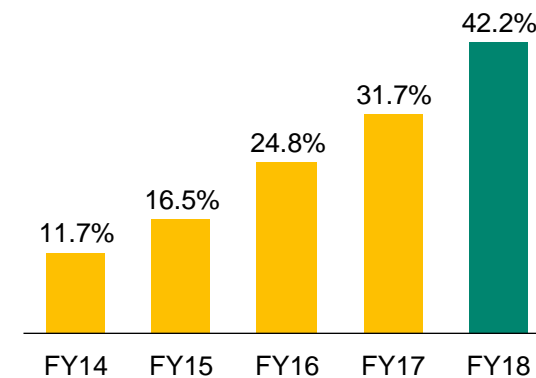
Net Debt (Rs. Lakhs) & Net Debt / Equity



ROE %



ROCE %





Profit & Loss Statement – FY18



Particulars (Rs. Crores)*	Q4 FY18	Q4 FY17	Y-o-Y	FY18	FY17	Y-o-Y
Revenue from Operations^	314	290	8%	1,148	1,041	10%
Total Raw Material	208	208		728	751	
Employee Expenses	16	13		56	39	
Other Expenses	25	21		93	79	
EBITDA^	65	48	36%	271	172	58%
EBITDA Margin (%)	20.7%	16.5%		23.6%	16.5%	
Depreciation	7	5		26	21	
EBIT	58	43		246	151	
EBIT Margin (%)	18.5%	14.8%		21.4%	14.5%	
Finance Cost	3	4		15	18	
Profit before Tax	55	39	43%	231	132	75%
Tax	22	10		84	30	
Profit After Tax	33	29	17%	147	102	44%
PAT Margin (%)	10.6%	9.8%		12.8%	9.8%	
Other Comprehensive Income	1	0		0	-1	
TOTAL COMPREHENSIVE INCOME	34	28		147	101	
EPS	10.84	9.27		47.58	33.10	

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

* Standalone

^ Includes Other Income



Balance Sheet - March 2018



Particulars (Rs. Crores)*	Mar-18	Mar-17
Equity		
Equity Share Capital	31	31
Other Equity	497	362
Total Equity	528	393
Non Current Liabilities		
Financial Liabilities		
Borrowings	29	60
Other Liabilities	38	0
Provisions	3	2
Deferred Tax Liabilities (Net)	36	2
Total Non Current Liabilities	106	64
Current Liabilities		
Financial Liabilities		
Borrowings	0	2
Trade Payables	150	171
Other Financial Liabilities	29	20
Other Current Liabilities	13	8
Provisions	1	1
Total Current Liabilities	193	202
Total Equity and Liabilities	827	659

Particulars (Rs. Crores)*	Mar-18	Mar-17
Non Current assets		
Property, Plant and Equipment	401	324
Capital Work-In-Progress	26	11
Goodwill	2	0
Other Intangible Assets	0	0
Intangible Assets under development	1	0
Financial Assets		
Investments	49	19
Loans	1	0
Other Financial Assets	3	2
Non Current Tax Assets	7	1
Other Non Current Assets	23	13
Total Non Current Assets	513	370
Current Assets		
Inventories	94	97
Financial Assets		
Investments	40	0
Trade Receivables	139	150
Cash and Cash Equivalents	5	5
Other Bank Balances	17	25
Loans	1	0
Other Financial Assets	1	2
Current Tax Assets	17	10
Total Current Assets	314	289
Total Assets	827	659

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

* Standalone



- ☐ 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.



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