

GUJARAT FLUOROCHEMICALS LIMITED

QUARTERLY INVESTOR UPDATE
Q2 & H1 FY19

This presentation and the following discussion may contain “forward looking statements” by Gujarat Fluorochemicals Limited (“GFL” or “the Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future state of affairs, results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of GFL about the business, industry and markets in which GFL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond GFL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not, and should not be construed, as a representation as to future performance or achievements of GFL. In particular, such statements should not be regarded as a projection of future performance of GFL. It should be noted that the actual performance or achievements of GFL may vary significantly from such statements.

- ☐ KEY HIGHLIGHTS
- ☐ Q2 & H1 FY19 RESULTS HIGHLIGHTS
 - ☐ CONSOLIDATED RESULTS
 - ☐ CHEMICALS BUSINESS
 - ☐ WIND TURBINE MANUFACTURING BUSINESS
 - ☐ WIND FARMING BUSINESS
 - ☐ FILM EXHIBITION BUSINESS
- ☐ BALANCE SHEET UPDATE
- ☐ SHAREHOLDING STRUCTURE
- ☐ ANNEXURE



CHEMICALS BUSINESS

- Continued momentum in chemicals business led by higher sales and price improvements
- Revenues up 48%, EBITDA up 28%, PAT (excluding Income Tax Refund) up 26% in Q2 FY19 vs. Q2 FY18 (YoY)

WIND TURBINE MANUFACTURING BUSINESS

- Business turning around after 1 ½ year of transition pain, with execution of auction based order book
- Sales of 90 MW and commissioning of 16 MW from SECI-1.
- Revenues up 449%, EBITDA up by 370%, PAT increased by 103% in Q2 FY19 vs. Q2 FY18 (YoY).
- In advance stage of launching next generation Multi megawatt wind turbine.

WIND FARMING BUSINESS

- Substantially exited wind farming business by selling 246 MW out of 269 MW of operational capacity
- Developing further capacity for creating value

FILM EXHIBITION BUSINESS

- Now present in 66 cities with 132 properties, 536 screens and 129,544 seats.
- Revenues up 17%, EBITDA up by 2%, PAT increased by 2% in Q2 FY19 vs. Q2 FY18 (YoY).
- Improved performance due to sustained focus on non box office revenue.



Q2 & H1 FY19
RESULTS

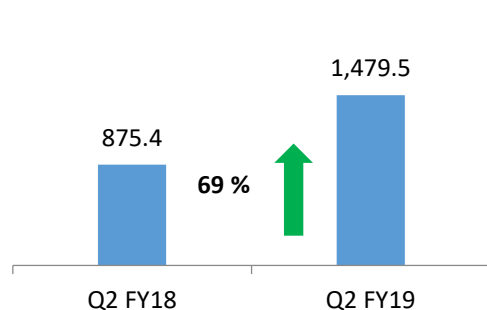
Q2 & H1 FY19 – RESULTS HIGHLIGHTS

CONSOLIDATED RESULTS

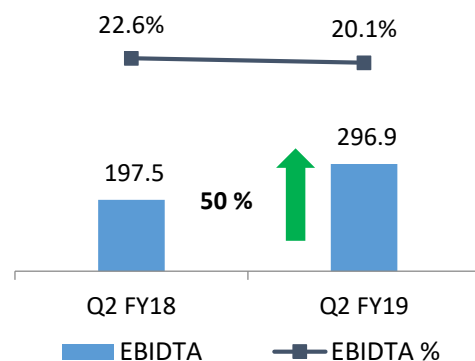


Q2 FY19 YoY ANALYSIS

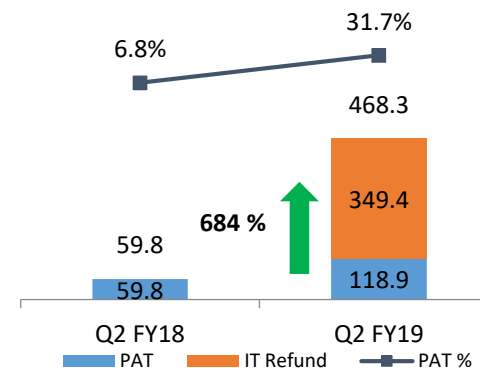
REVENUES*



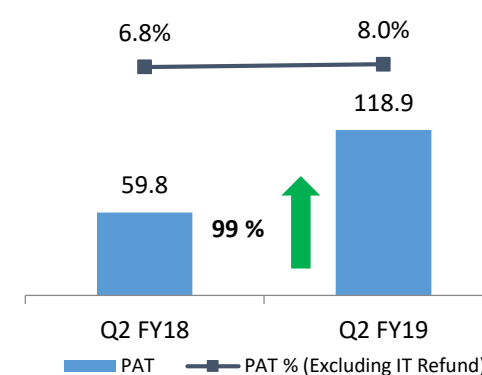
EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN ***

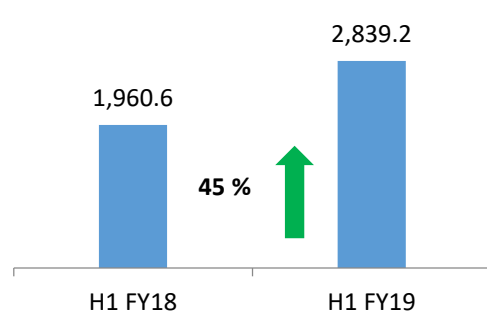


PAT & PAT MARGIN

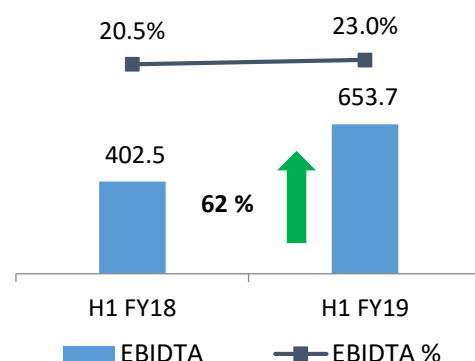


H1 FY19 YoY ANALYSIS

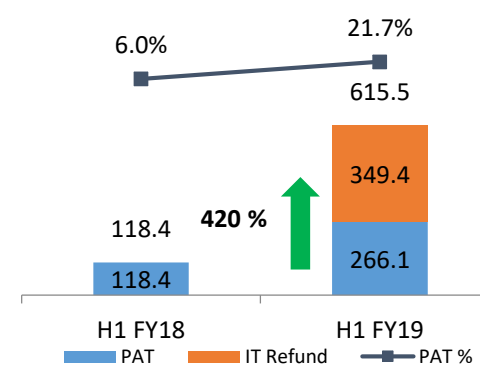
REVENUES*



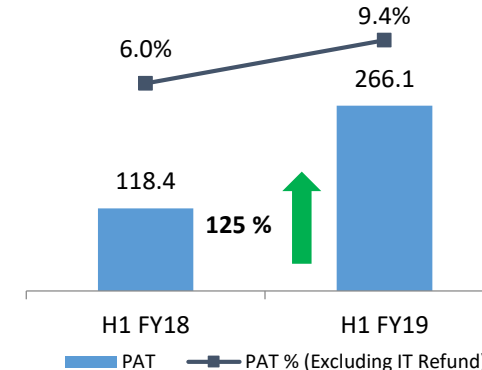
EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN ***



PAT & PAT MARGIN



Note: * Revenue from Operations, ** EBITDA excluding Other Income *** PAT Q2 & H1 FY19 includes IT Refund of earlier year

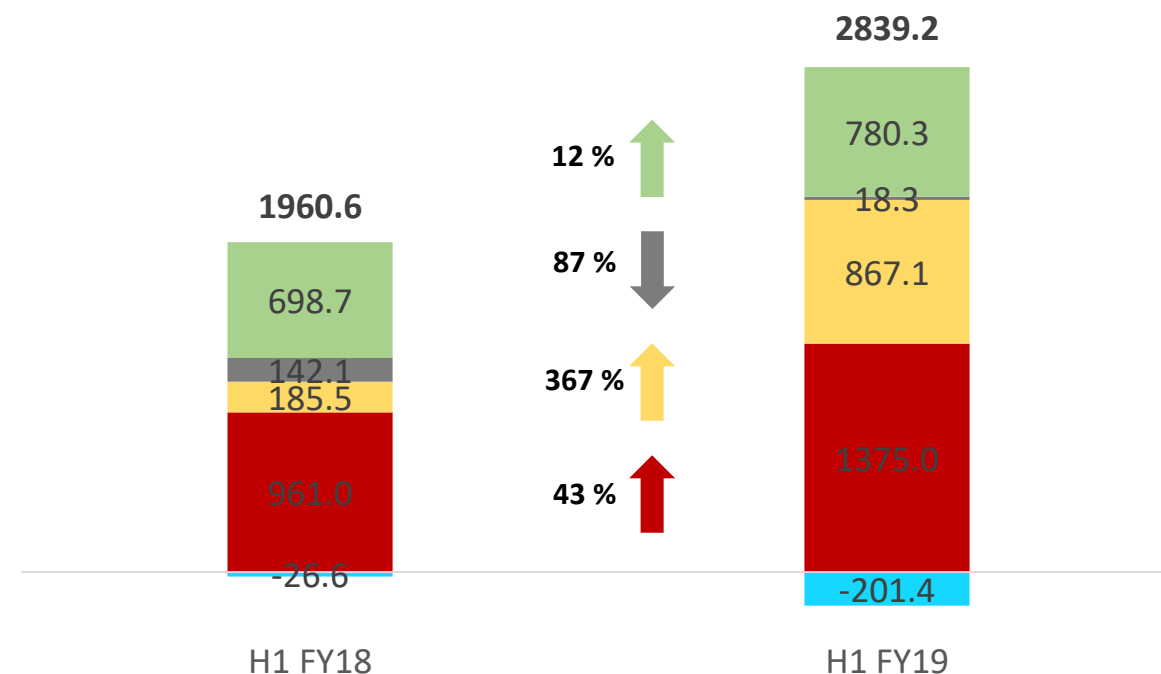
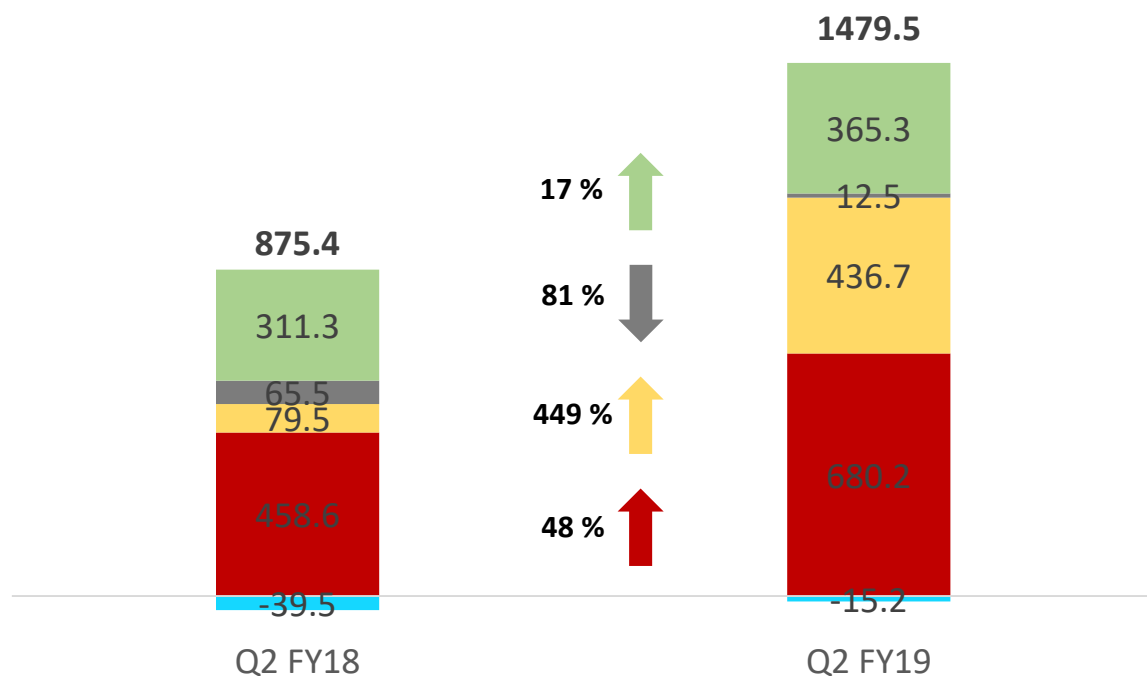
Q2 & H1 FY19 – RESULTS HIGHLIGHTS

CONSOLIDATED REVENUES BREAKUP



In Rs. Cr

CONSOLIDATED REVENUES – BUSINESS WISE BREAKUP



% Share	Q2 FY18	Q2 FY19
Chemicals Business	52.4%	46.0%
Wind Turbine Manufacturing Business	9.1%	29.5%
Wind Farming Business	7.5%	0.8%
Film Exhibition Business	35.6%	24.7%
Other Subsidiaries / Intersegment	-4.5%	-1.0%

% Share	H1 FY18	H1 FY19
Chemicals Business	49.0%	48.4%
Wind Turbine Manufacturing Business	9.5%	30.5%
Wind Farming Business	7.2%	0.6%
Film Exhibition Business	35.6%	27.5%
Other Subsidiaries / Intersegment	-1.4%	-7.0%

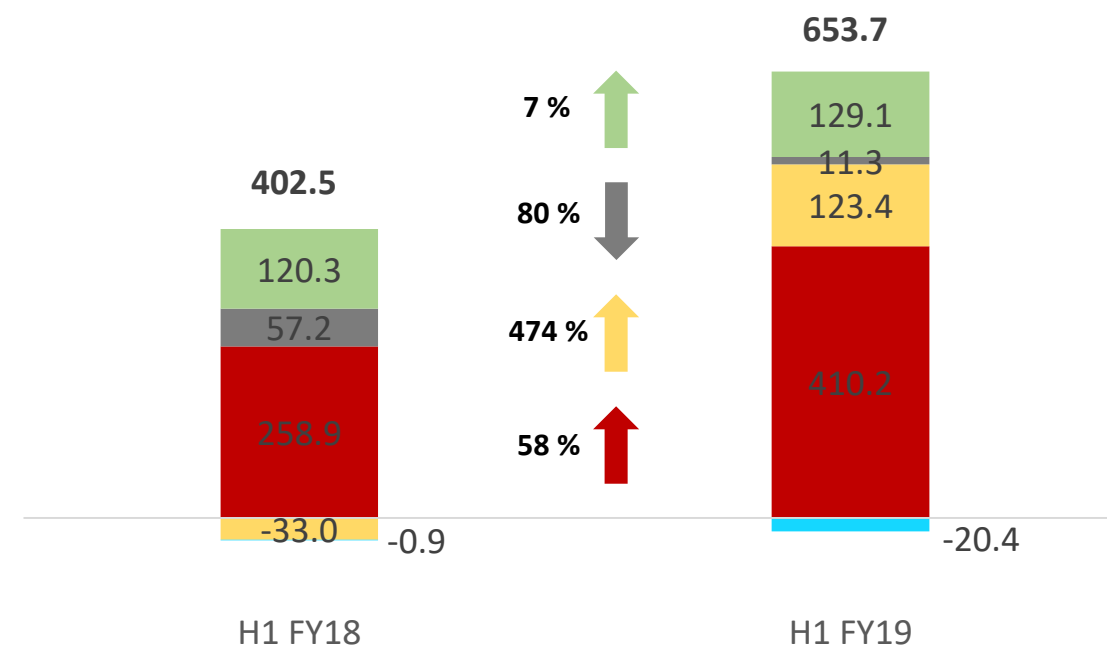
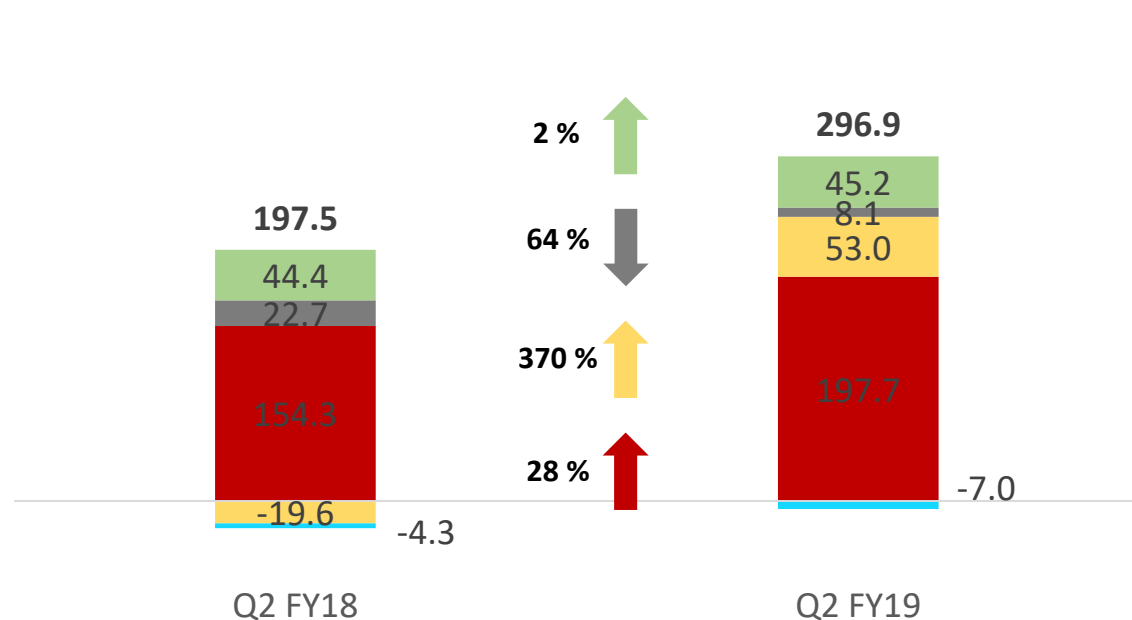
Q2 & H1 FY19 – RESULTS HIGHLIGHTS

CONSOLIDATED EBITDA BREAKUP



In Rs. Cr

CONSOLIDATED EBITDA – BUSINESS WISE BREAKUP



% Share	Q2 FY18	Q2 FY19
Chemicals Business	78.1%	66.6%
Wind Turbine Manufacturing Business	-9.9%	17.8%
Wind Farming Business	11.5%	2.7%
Film Exhibition Business	22.5%	15.2%
Other Subsidiaries / Intersegment	-2.2%	-2.3%

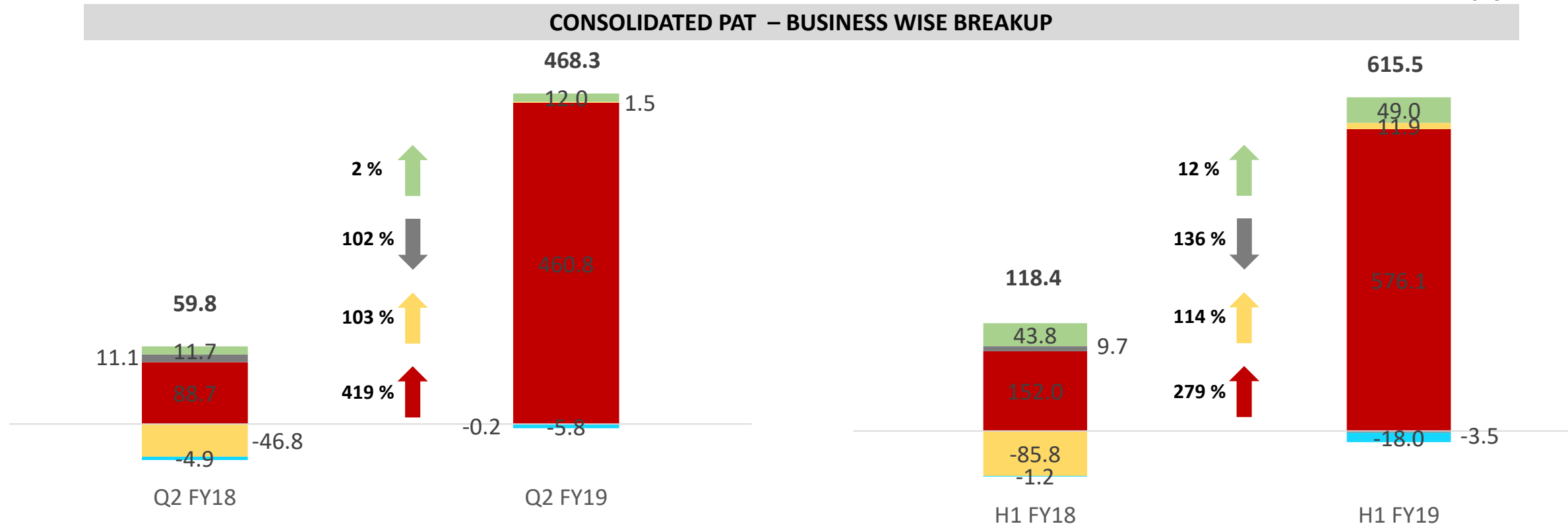
% Share	H1 FY18	H1 FY19
Chemicals Business	64.3%	62.8%
Wind Turbine Manufacturing Business	-8.2%	18.9%
Wind Farming Business	14.2%	1.7%
Film Exhibition Business	29.9%	19.8%
Other Subsidiaries / Intersegment	-0.2%	-3.2%

Q2 & H1 FY19 – RESULTS HIGHLIGHTS

CONSOLIDATED PAT BREAKUP



In Rs. Cr



% Share	Q2 FY18	Q2 FY19
Chemicals Business	148.5%	98.4%
Wind Turbine Manufacturing Business	-78.3%	0.3%
Wind Farming Business	18.5%	0.0%
Film Exhibition Business	19.6%	2.6%
Other Subsidiaries / Intersegment	-8.3%	-1.3%

% Share	H1 FY18	H1 FY19
Chemicals Business	128.4%	93.6%
Wind Turbine Manufacturing Business	-72.5%	1.9%
Wind Farming Business	8.2%	-0.6%
Film Exhibition Business	36.9%	8.0%
Other Subsidiaries / Intersegment	-1.0%	-2.9%

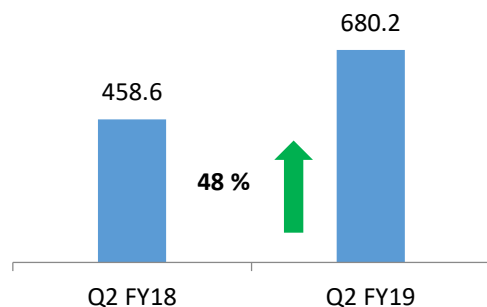
Q2 & H1 FY19 – RESULTS HIGHLIGHTS

STANDALONE RESULTS

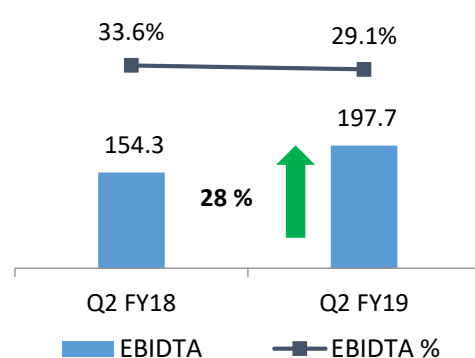


Q2 FY19 YoY ANALYSIS

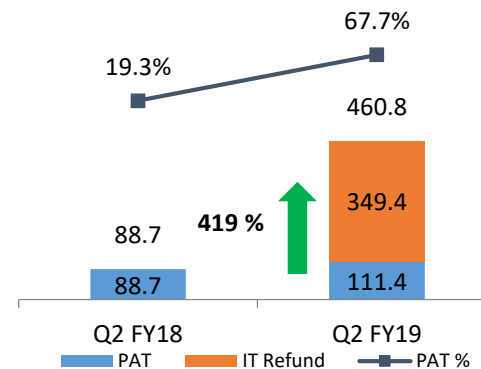
REVENUES*



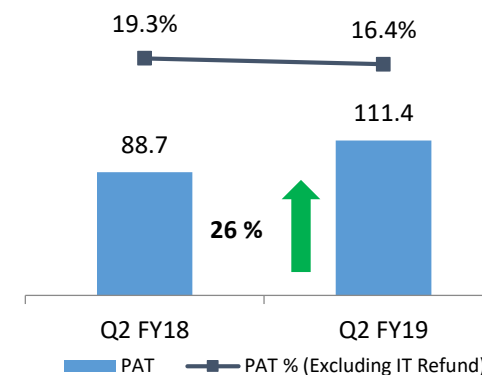
EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN ***

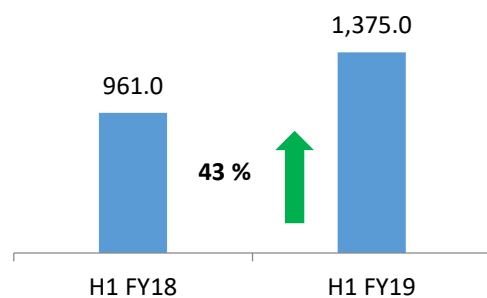


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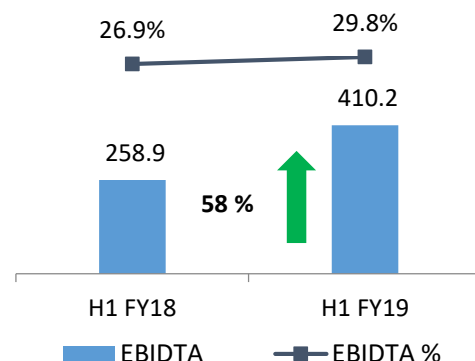


H1 FY19 YoY ANALYSIS

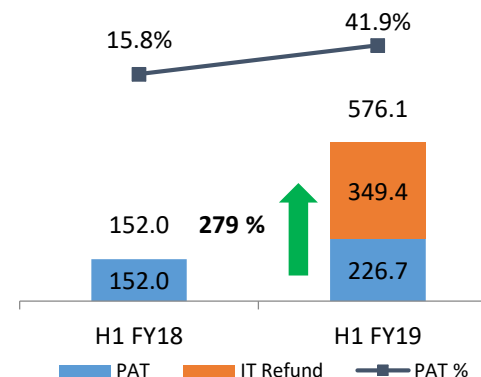
REVENUES*



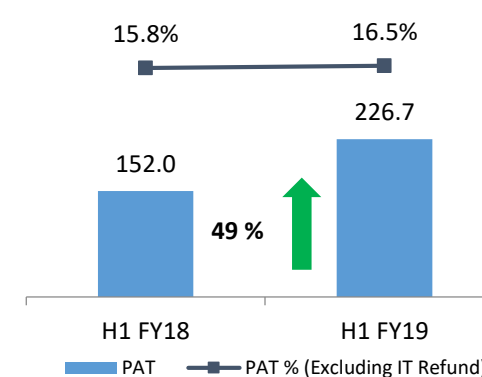
EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN ***



PAT & PAT MARGIN



Note: * Revenue from Operations, ** EBITDA excluding Other Income *** PAT Q2 & H1 FY19 includes IT Refund of earlier year

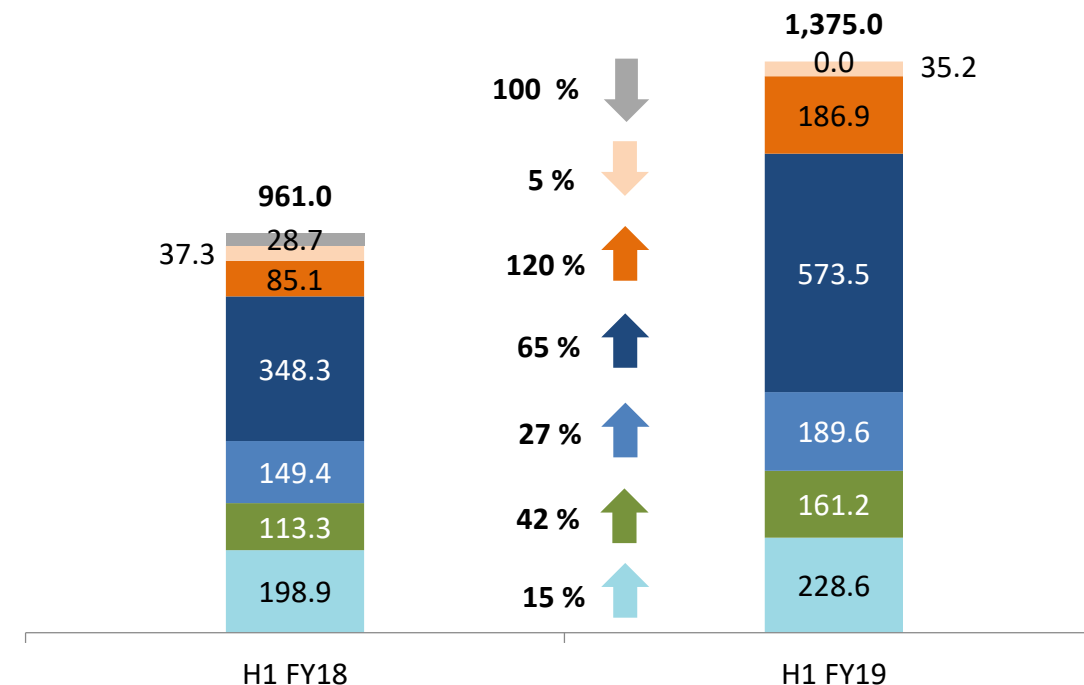
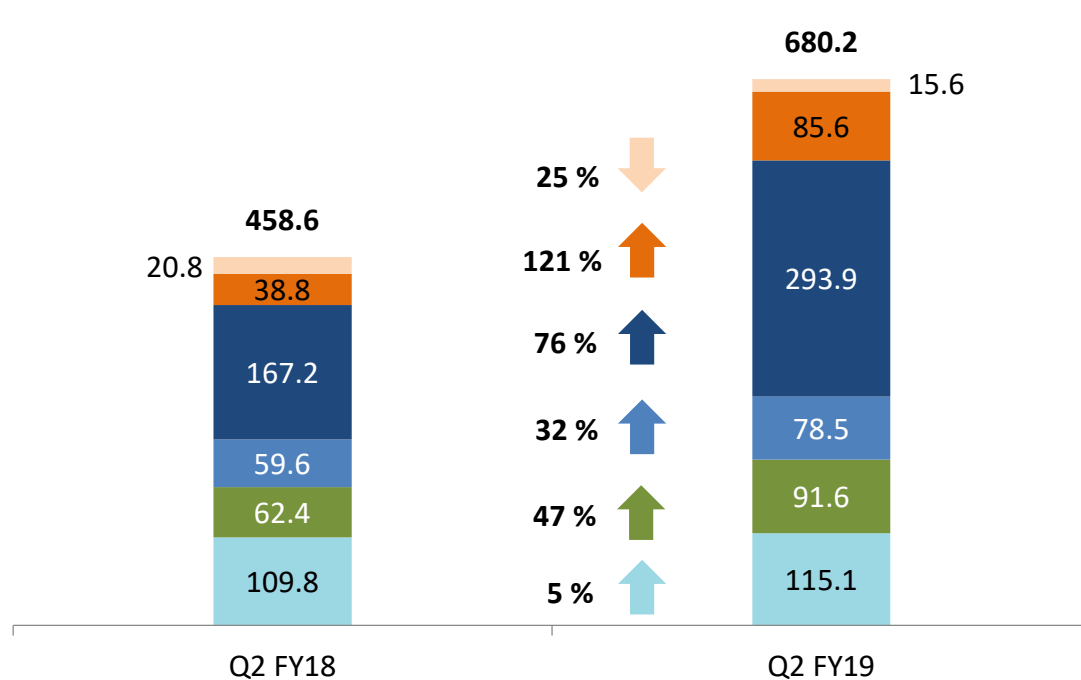
Q2 & H1 FY19 – RESULTS HIGHLIGHTS

CHEMICALS BUSINESS - STANDALONE RESULTS



Q2 & H1 FY19 YoY ANALYSIS - REVENUES BREAKUP

In Rs. Cr



% Share	Q2 FY18	Q2 FY19
Caustic Soda	23.9%	16.9%
Chloromethanes	13.6%	13.5%
Refrigerant Gases	13.0%	11.5%
Poly Tetrafluoroethylene	36.5%	43.2%
Value Added Products	8.5%	12.6%
Others	4.5%	2.3%
Excise Duty	0.0%	0.0%

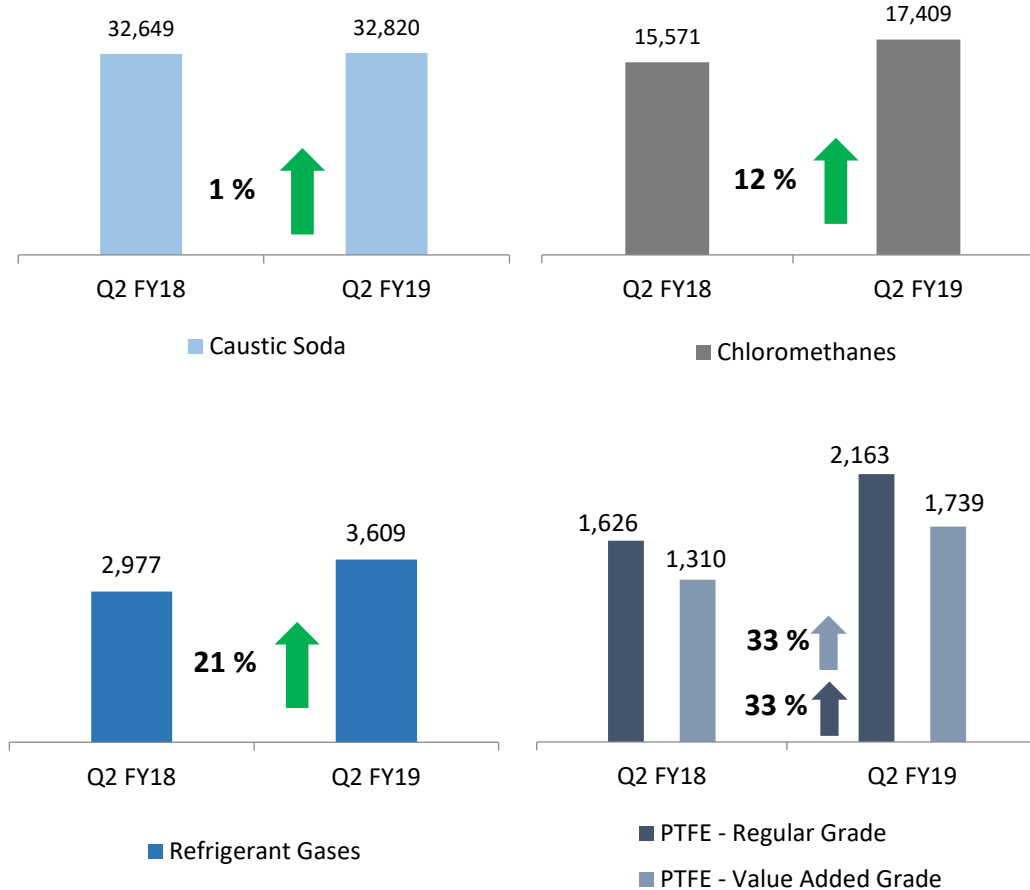
% Share	H1 FY18	H1 FY19
Caustic Soda	20.7%	16.6%
Chloromethanes	11.8%	11.7%
Refrigerant Gases	15.5%	13.8%
Poly Tetrafluoroethylene	36.2%	41.7%
Value Added Products	8.9%	13.6%
Others	3.9%	2.6%
Excise Duty	3.0%	0.0%

Q2 & H1 FY19 – RESULTS HIGHLIGHTS

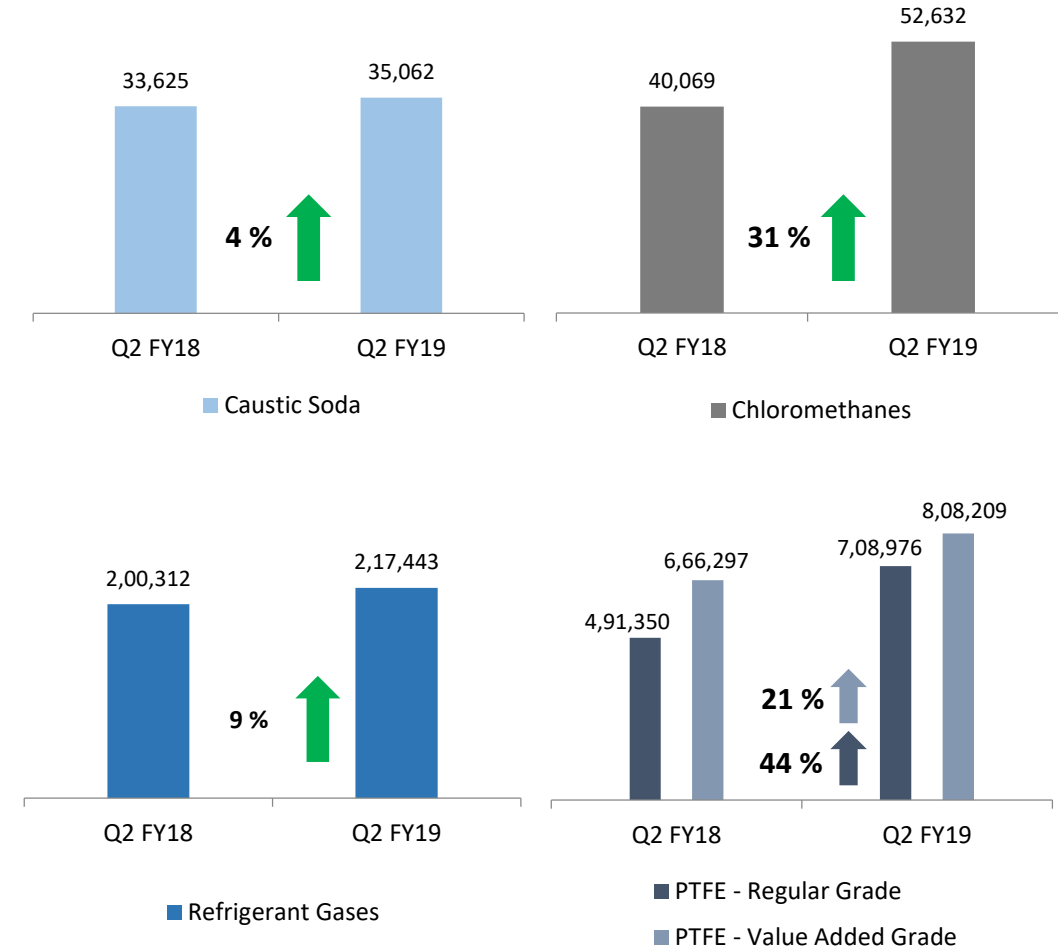
CHEMICALS BUSINESS - STANDALONE RESULTS



Q2 FY19 YoY ANALYSIS - SALES VOLUME BREAKUP (MT)



Q2 FY19 YoY ANALYSIS - PRICE TREND (RS PER MT)

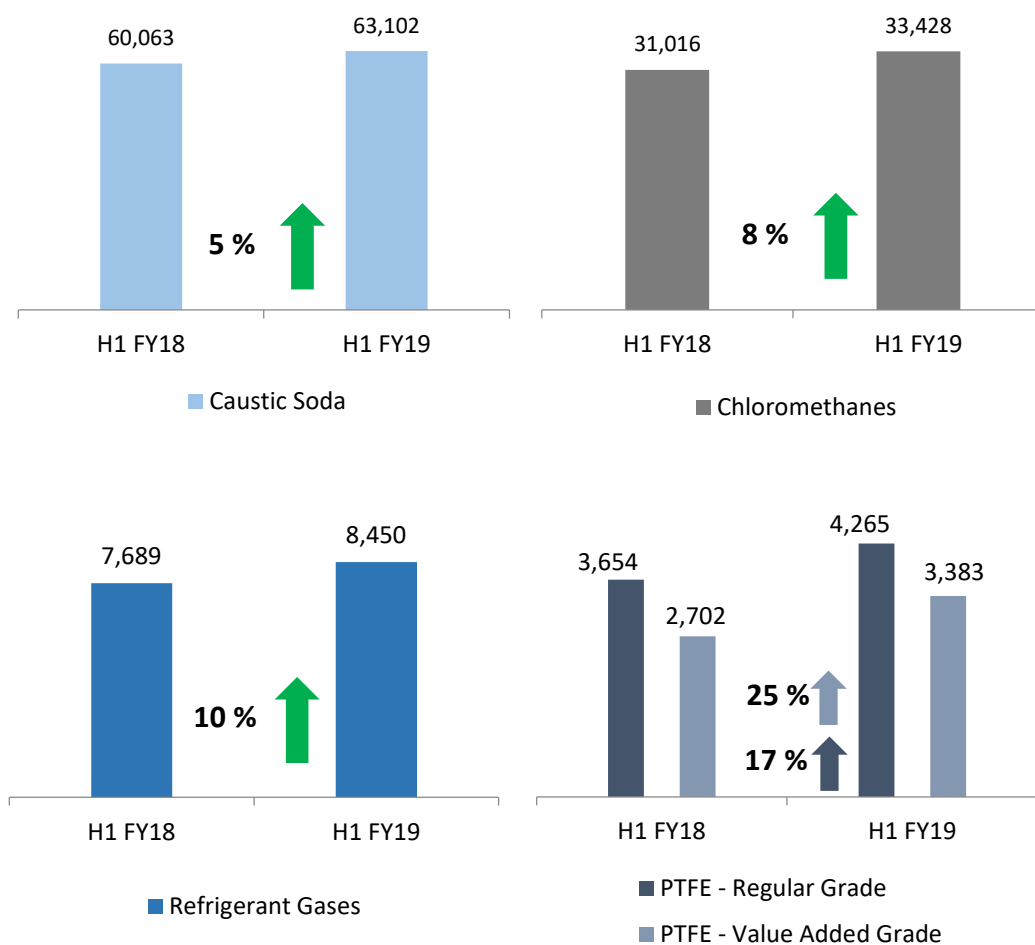


Q2 & H1 FY19 – RESULTS HIGHLIGHTS

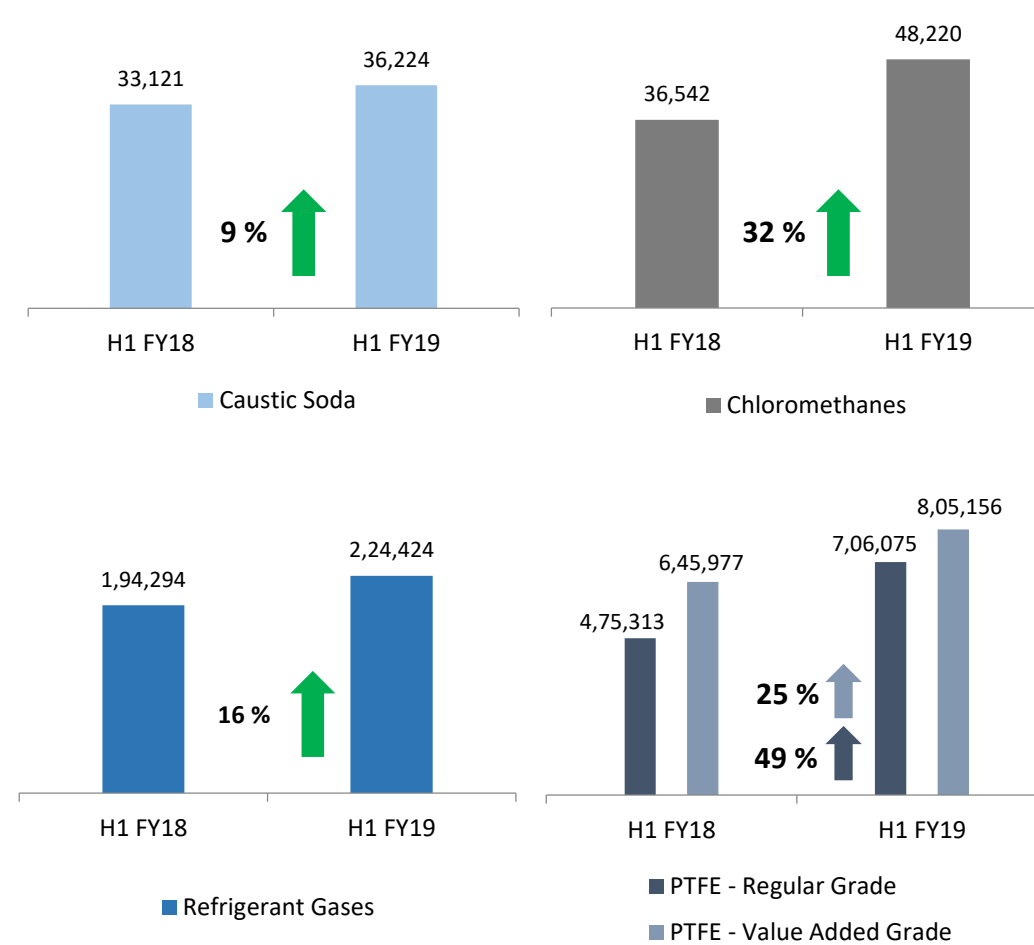
CHEMICALS BUSINESS - STANDALONE RESULTS



H1 FY19 YoY ANALYSIS - SALES VOLUME BREAKUP (MT)



H1 FY19 YoY ANALYSIS - PRICE TREND (RS PER MT)



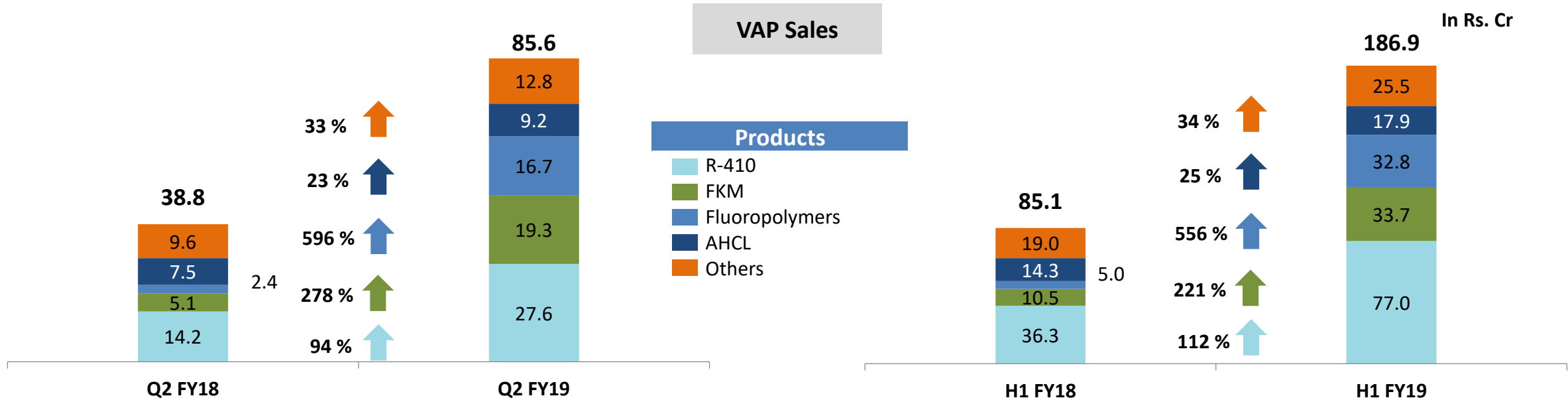
Q2 & H1 FY19 – RESULTS HIGHLIGHTS

CHEMICALS BUSINESS - STANDALONE RESULTS

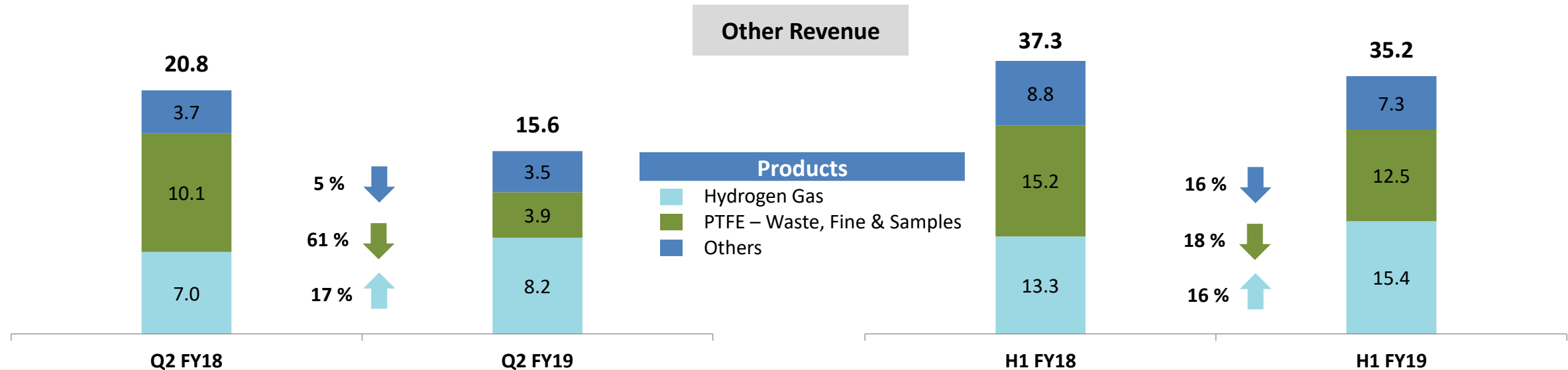


In Rs. Cr

VAP Sales



Other Revenue



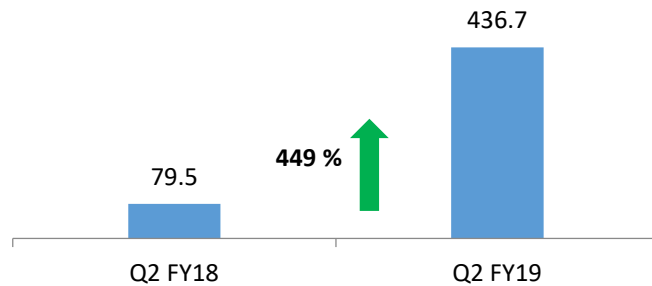
Q2 & H1 FY19 – RESULTS HIGHLIGHTS

WIND TURBINE MANUFACTURING BUSINESS (INOX WIND LIMITED)

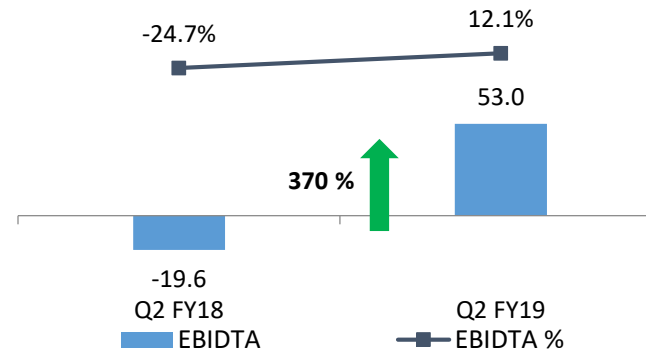


Q2 FY19 YoY ANALYSIS

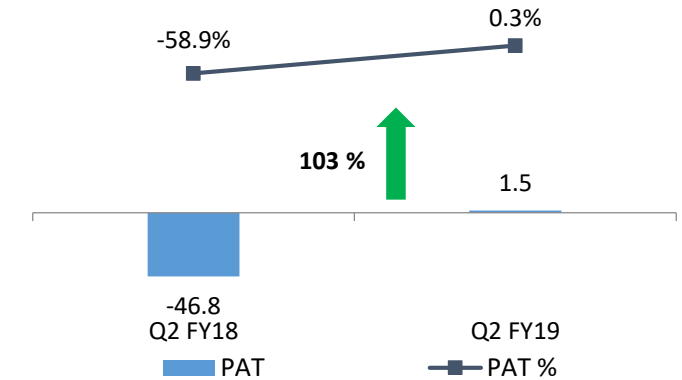
REVENUES*



EBITDA ** & EBITDA MARGIN

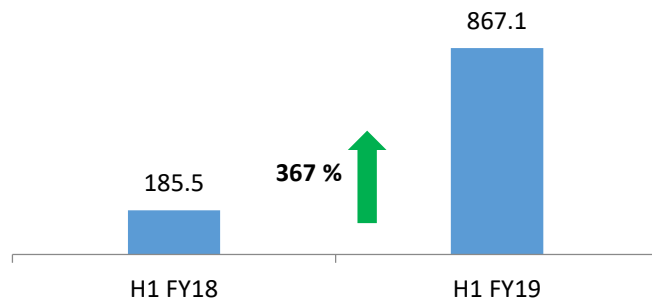


PAT & PAT MARGIN

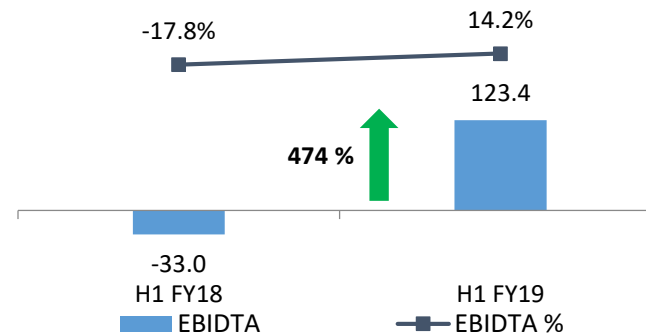


H1 FY19 YoY ANALYSIS

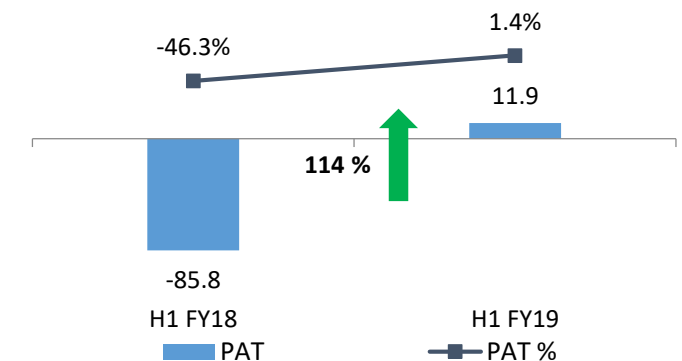
REVENUES*



EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN



Note: * Revenue from Operations, ** EBITDA excluding Other Income

Q2 & H1 FY19 – RESULTS HIGHLIGHTS

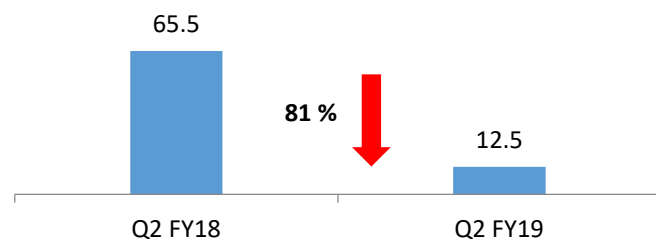
WIND FARMING BUSINESS (INOX RENEWABLES LIMITED)



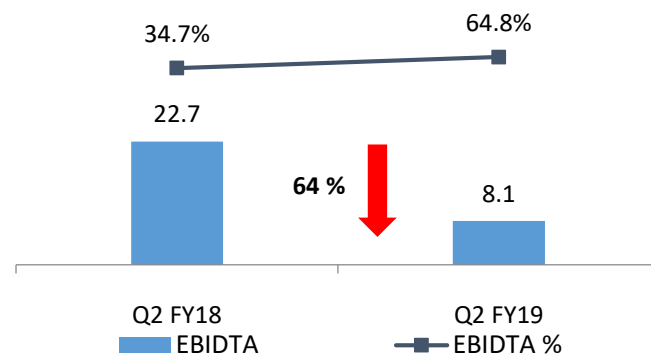
Q2 FY19 YoY ANALYSIS

In Rs. Cr

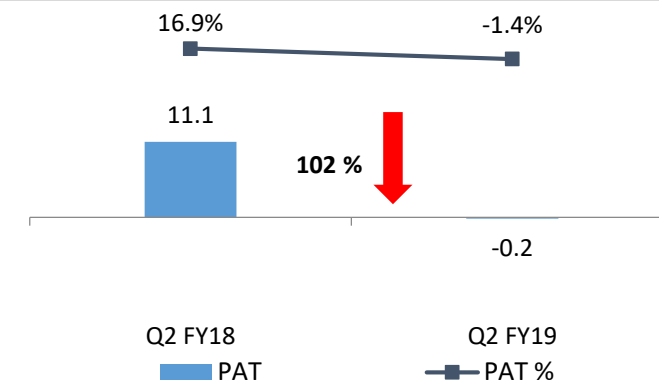
REVENUES*



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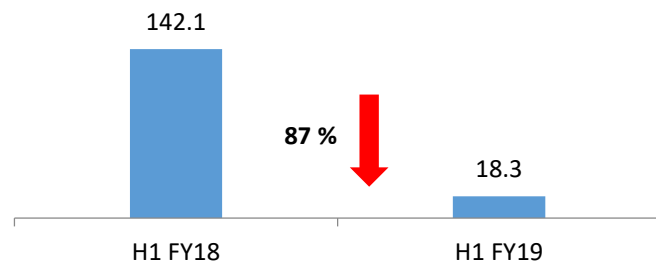


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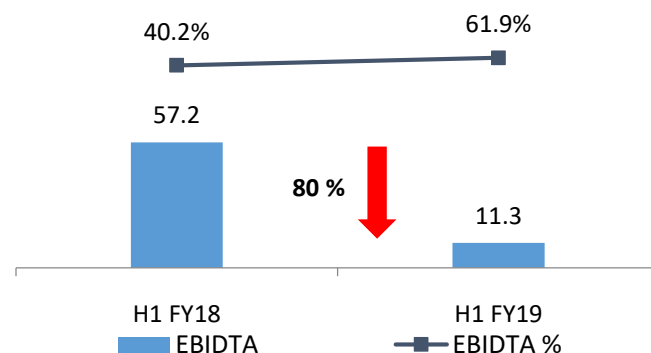


H1 FY19 YoY ANALYSIS

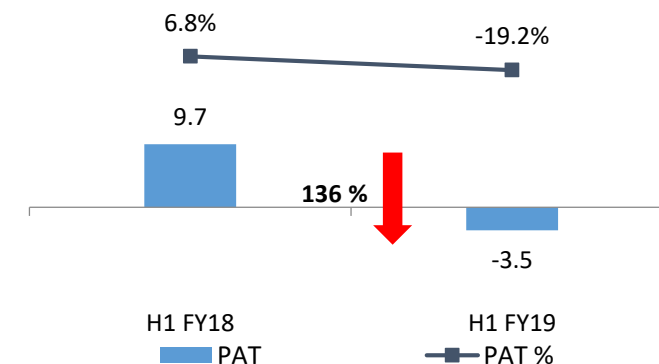
REVENUES*



EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN



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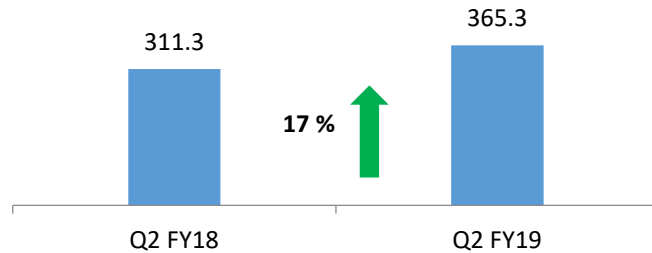
Q2 & H1 FY19 – RESULTS HIGHLIGHTS

FILM EXHIBITION BUSINESS (INOX LEISURE LIMITED)

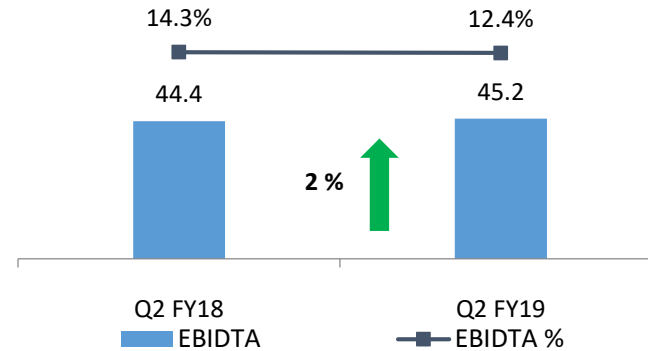


Q2 FY19 YoY ANALYSIS

REVENUES*

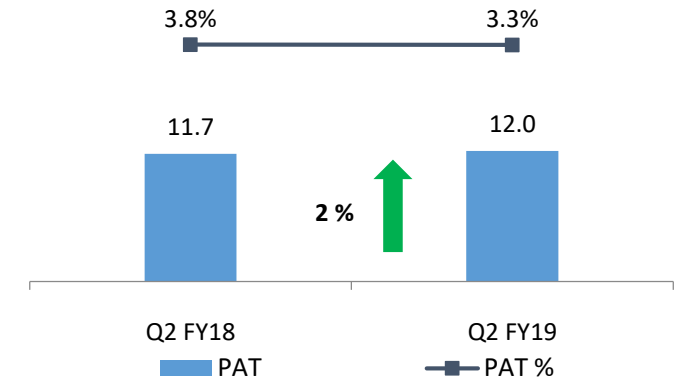


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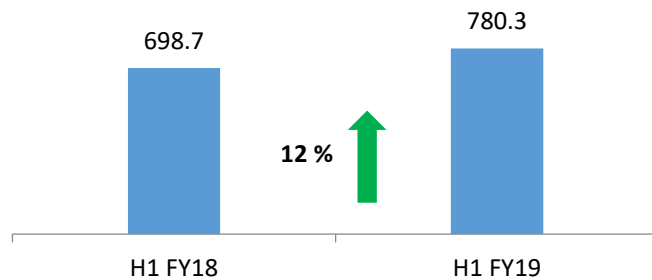
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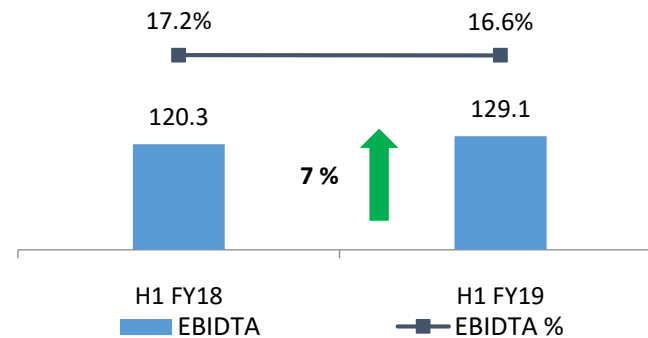


H1 FY19 YoY ANALYSIS

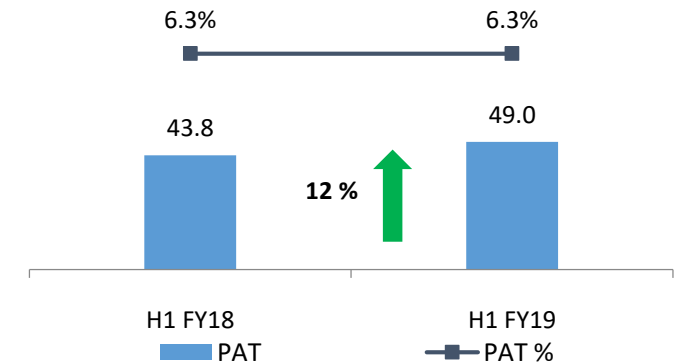
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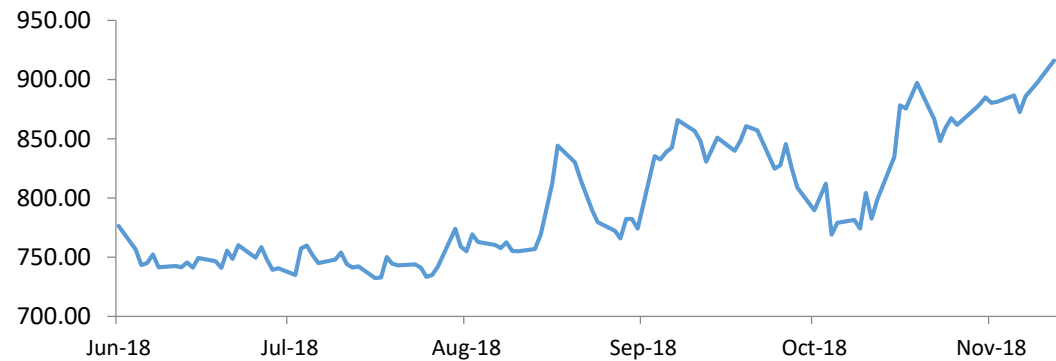


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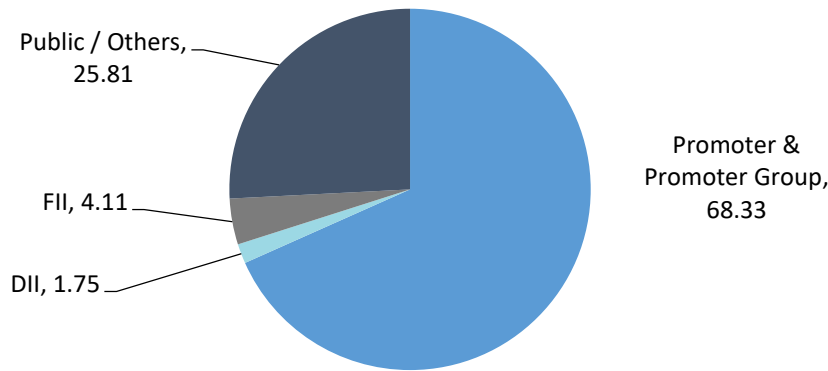


Note: * Revenue from Operations, ** EBITDA excluding Other Income

Share Price Performance



% Shareholding – September 2018



Source: Company

Market Data

As on 12.11.2018 (BSE)

Market capitalization (Rs Cr)	10064.46
Price (Rs.)	916.20
No. of shares outstanding (Cr)	10.99
Face Value (Rs.)	1.0
52 week High-Low (Rs.)	934.00 – 722.40

Key Investors – September 2018

% Holding

Aadi Financial Advisors LLP	1.16%
FIL Investments (Mauritius) Ltd	1.13%
Uti-Mid Cap Fund	0.69%
Vanguard Emerging Markets Stock Index Fund, A Series Of Vanguard International Equity Index Funds	0.36%
Dimensional Emerging Markets Value Fund	0.35%
Vanguard Total International Stock Index Fund	0.30%
India Opportunities Growth Fund Ltd - Pinewood Strategy	0.26%

ANNEXURES

DETAILED FINANCIALS

STANDALONE P&L STATEMENT



Particulars (In Rs Cr)	Q2 FY19	Q2 FY18	YoY %	Q1 FY19	QoQ %	H1 FY19	H1 FY18	YoY %
Revenue from Operations	680.2	458.6	48.3%	694.8	-2.1%	1,375.0	961.0	43.1%
Other Income	42.9	21.6	98.1%	13.6	215.2%	56.5	47.0	20.1%
Total Income	723.1	480.3	50.6%	708.4	2.1%	1,431.5	1,008.0	42.0%
Cost of Material Consumed	222.5	132.4	68.1%	254.0	-12.4%	476.6	247.5	92.6%
Purchases of stock-in-trade	0.0	0.0	-	0.1	-100.0%	0.1	0.0	-
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-19.6	-31.9	-38.6%	-42.0	-53.3%	-61.6	8.3	-845.1%
Excise Duty	0.0	0.0	-	0.0	-	0.0	28.7	-100.0%
Employee benefit expense	38.5	33.1	16.5%	43.2	-10.8%	81.7	69.1	18.2%
Power and fuel	120.2	105.2	14.3%	120.1	0.1%	240.4	198.7	21.0%
Foreign Exchange Fluctuation (Gain)/Loss (net)	-13.0	-3.9	230.8%	-11.8	10.1%	-24.8	-4.6	437.0%
Other Expenses	133.9	69.6	92.6%	118.6	13.0%	252.5	154.5	63.5%
EBITDA	197.7	154.3	28.1%	212.6	-7.0%	410.2	258.9	58.5%
EBITDA Margin %	29.1%	33.6%	-459bps	30.6%	-153bps	29.8%	26.9%	290bps
Depreciation and amortization expense	39.9	38.1	4.9%	38.6	3.4%	78.6	75.8	3.6%
Finance Cost	17.1	11.7	46.8%	11.9	43.3%	29.0	23.2	25.2%
PBT before exceptional item	183.5	126.2	45.4%	175.6	4.5%	359.1	206.9	73.6%
Exceptional items	-	-	-	-	-	-	-	-
Tax Expense	-277.3	37.5	-839.6%	60.3	-559.6%	-217.0	54.9	-495.3%
PAT	460.8	88.7	419.3%	115.3	299.8%	576.1	152.0	279.0%
PAT Margin %	67.7%	19.3%	4839bps	16.6%	5115bps	41.9%	15.8%	2608bps
Earnings Per Share (EPS)	41.95	8.08	419.3%	10.49	299.8%	52.44	13.84	279.0%

DETAILED FINANCIALS

STANDALONE BALANCE SHEET



Particulars (Rs Cr)	Sep-18	Particulars (Rs Cr)	Sep-18
Share Holders' Funds:		Non-current Assets:	
Equity Share Capital	11.0	Property, Plant & Equipment	1,928.1
Other Equity	3,998.0	Capital Work-in-progress	352.9
Total of Shareholder Funds	4,008.9	Investment Property	10.4
Non-current Liabilities:		Other Intangible Assets	29.9
Borrowings	105.8	Investments	766.7
Other Financial Liabilities	2.0	Loans	169.2
Provisions	18.2	Others Financial Assets	13.8
Deferred Tax Liabilities (Net)		Deferred Tax Assets (Net)	5.3
Total of Non-current Liabilities	125.9	Other Non-current Assets	189.5
Current Liabilities:		Income Tax Assets (net)	62.6
Borrowings	591.0	Total Non-current Assets	3,528.5
Trade payables	296.4	Current Assets:	
Other Current Financial Liabilities	195.3	Inventories	421.0
Other Current Liabilities	10.6	Investments	0.2
Provisions	11.2	Trade receivables	693.1
Current Tax Liabilities (net)	31.1	Cash and Bank Balances	8.2
Total of Current Liabilities	1,135.6	Loans	330.2
Total Equity & Liabilities	5,270.5	Other Current Financial Assets	9.8
		Current tax assets (Net)	167.8
		Other Current Assets	111.6
		Total Current Assets	1,742.0
		Total Assets	5,270.5

DETAILED FINANCIALS

CONSOLIDATED P&L STATEMENT



Particulars (In Rs Cr)	Q2 FY19	Q2 FY18	YoY %	Q1 FY19	QoQ %	H1 FY19	H1 FY18	YoY %
Revenue from Operations	1,479.5	875.4	69.0%	1,359.8	8.8%	2,839.2	1,960.6	44.8%
Other Income	39.2	33.1	18.5%	8.5	360.3%	47.7	69.8	-31.7%
Revenue from Operations	1,518.6	908.4	67.2%	1,368.3	11.0%	2,886.9	2,030.4	42.2%
Cost of Material Consumed	518.3	152.7	239.4%	538.9	-3.8%	1,057.1	313.4	237.3%
Purchases of stock-in-trade	0.0	-	-	0.1	-	0.1	0.0	-
Excise Duty	0.0	0.0	-	0.0	-	0.0	28.7	-100.0%
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-45.6	-0.7	6407.1%	-57.3	-20.5%	-102.8	21.0	-589.2%
Employee benefit expense	95.6	85.2	12.2%	95.3	0.3%	190.9	173.8	9.8%
Power and fuel	147.8	129.3	14.3%	149.0	-0.8%	296.8	251.5	18.0%
Erection, Procurement & Commissioning Cost	28.6	32.6	-12.3%	38.7	-26.2%	67.3	107.1	-37.2%
Film Exhibition Cost	95.1	88.5	7.6%	109.7	-13.3%	204.8	195.5	4.8%
Foreign Exchange Fluctuation (Gain)/Loss (net)	-7.6	-1.7	344.2%	-12.0	-	-19.7	-9.0	118.0%
Other Expenses	350.4	240.7	45.6%	310.4	12.9%	660.8	524.7	25.9%
Expenditure capitalised	-	-48.6	-100.0%	-169.8	-	-169.8	-48.6	249.2%
EBITDA	296.9	197.5	50.3%	356.8	-16.8%	653.7	402.5	62.4%
EBITDA Margin %	20.1%	22.6%	-250bps	26.2%	-617bps	23.0%	20.5%	250bps
Impairment Loss	-	0.7	-100.0%	-	-	-	1.3	-100.0%
Depreciation and amortization expense	82.2	75.1	9.4%	80.0	2.8%	162.1	149.4	8.5%
Finance Cost	57.3	78.8	-27.2%	53.1	8.0%	110.4	160.7	-31.3%
Share of profit / (loss) of joint ventures and associates	0.3	0.0	-2900.0%	-0.1	-500.0%	0.2	0.0	-2200.0%
PBT before exceptional item	196.9	76.0	159.0%	232.2	-15.2%	429.1	160.9	166.7%
Exceptional items	-	9.2	-100.0%	-	-	0.0	-1.8	-100.0%
Tax Expense	-271.5	25.4	-1169.2%	85.1	-419.0%	-186.4	40.7	-557.9%
PAT	468.3	59.8	683.7%	147.1	218.3%	615.45	118.4	419.8%
PAT Margin %	31.7%	6.8%	2483bps	10.8%	2083bps	21.7%	6.0%	1564bps
Earnings Per Share (EPS)	42.63	5.44	683.7%	13.39	218.3%	56.03	10.78	419.8%

DETAILED FINANCIALS

CONSOLIDATED BALANCE SHEET



Particulars (Rs Cr)	Sep-18	Particulars (Rs Cr)	Sep-18
Share Holders' Funds:		Non-current Assets:	
Equity Share Capital	11.0	Property, Plant & Equipment	3,779.8
Other Equity	5,306.0	Capital Work-in-progress	961.1
Non-controlling Interest	1,221.7	Investment Property	9.8
Total of Shareholder Funds	6,538.8	Goodwill	17.6
Non-current Liabilities:		Other Intangible Assets	75.5
Borrowings	612.8	Investments	490.7
Trade payables	0.0	Loans	111.8
Other Financial Liabilities	6.1	Others Financial Assets	340.0
Provisions	37.1	Other Non-current Assets	283.8
Deferred Tax Liabilities (Net)	13.0	Deferred Tax Assets (net)	185.6
Other Non-Current Liabilities	133.2	Tax Assets (net)	94.2
Total of Non-current Liabilities	802.2	Total Non-current Assets	6,349.8
Current Liabilities:		Current Assets:	
Borrowings	1,082.7	Inventories	1,270.5
Trade payables	1,279.5	Investments	8.8
Other Financial Liabilities	617.5	Trade receivables	2,190.4
Other Current Liabilities	344.2	Cash and Bank Balances	184.7
Provisions	28.2	Loans	47.5
Current Tax Liabilities (net)	53.0	Other Current Financial Assets	70.6
Total of Current Liabilities	3,405.0	Current Tax Assets (net)	167.8
Total Equity & Liabilities	10,745.9	Other Current Assets	455.7
		Total Current Assets	4,396.1
		Asset held for Disposal	0.0
		Total Assets	10,745.9

GROUP OVERVIEW

STRONG PEDIGREE



90 Year track record of consistent business growth

USD \$3 Billion Inox Group diversified across 6 different businesses

10,000+ employees at 150+ business units across India

Distribution network spread over 50+ countries



Listed Companies



Gujarat Fluorochemicals Limited

- Largest producer of chloromethanes, refrigerants and Polytetrafluoroethylene in India



Inox Wind Limited

- Fully integrated player in the wind energy market
- State-of-the-art manufacturing plants near Ahmedabad (Gujarat) and at Una (Himachal Pradesh) and new facility in Madhya Pradesh. Madhya Pradesh facility one of the largest in Asia
- Ability to provide end-to-end turnkey solutions for wind farms



Inox Leisure Limited

- One of the largest multiplex chain in India
- In the business of setting up, operating and managing a national chain of multiplexes under the brand name 'INOX'
- Present in 66 cities in 19 states with 132 multiplexes and 536 screens



Inox Air Products Private Limited

- 50:50 joint venture with Air Products Inc., USA
- Largest producer of industrial gases in India
- 40 plants spread throughout the country



Inox India Private Limited

- Largest producer of cryogenic liquid storage and transport tanks in India
- Offers comprehensive solutions in cryogenic storage, vaporization and distribution engineering
- Has operations in India, USA, Netherlands and Brazil



Inox Renewables Limited

- Substantially exited wind farming business by selling 246 MW out of 269 MW of operational

FOR FURTHER QUERIES:



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