

Navin Fluorine International Limited

Result Update Presentation

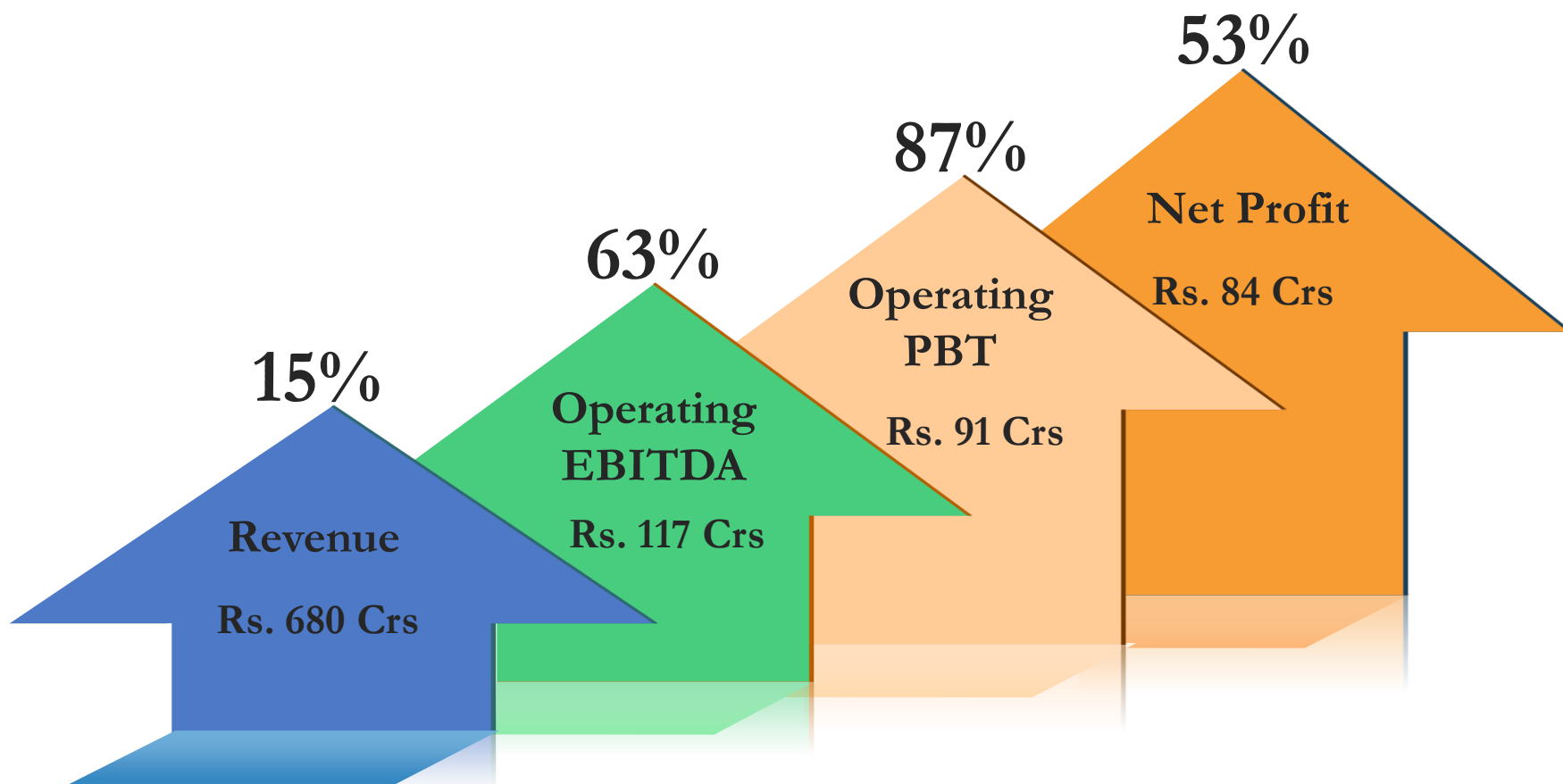
Q4 FY16 & FY16

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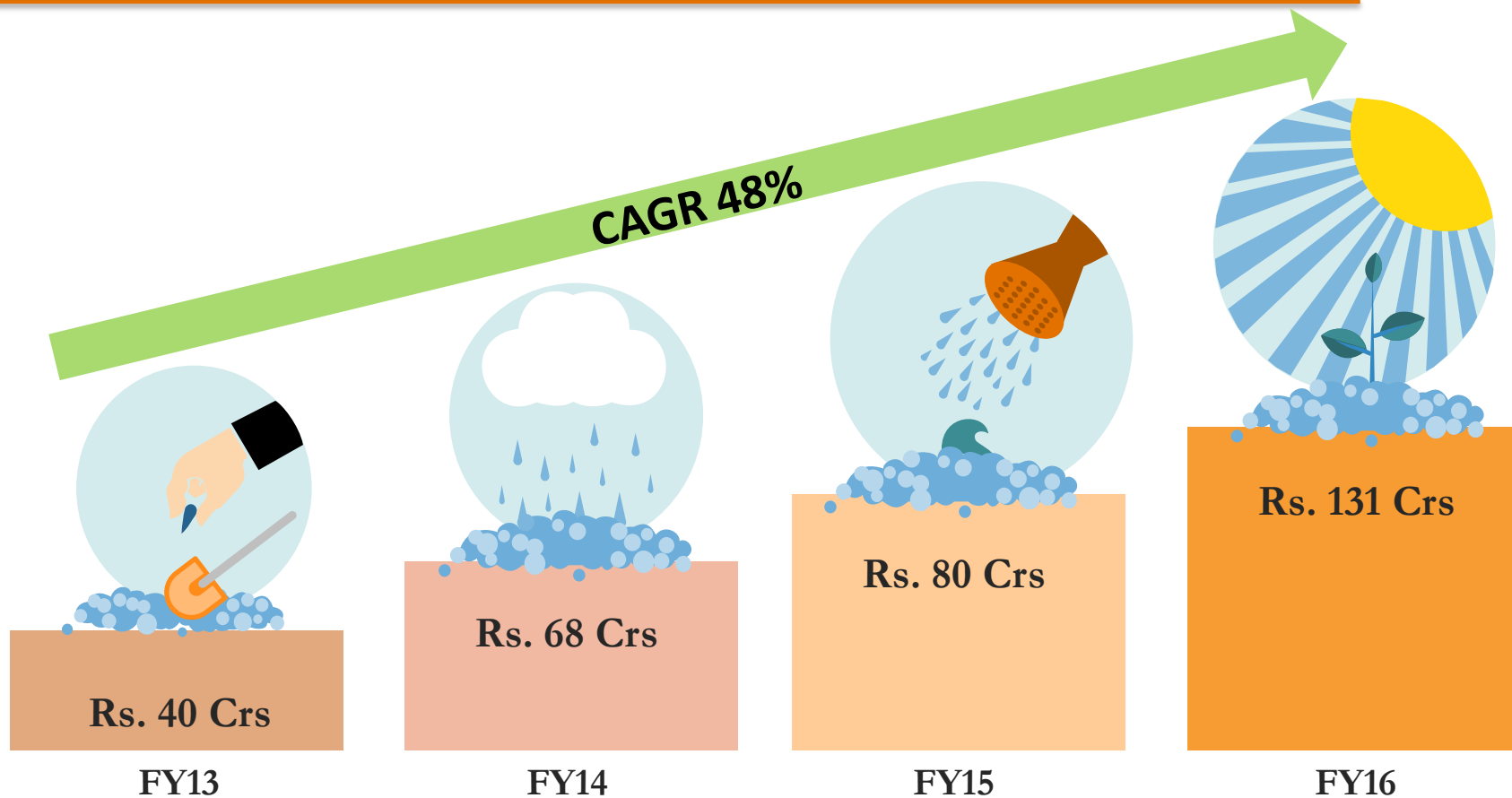
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Growth Journey Gains Momentum



Growth driven by Business-Mix, Product-Mix & Operating Efficiencies

CRAMS : Scaling-Up through INNOVATION



Leveraging our proven skills
in Fluorination Chemistry

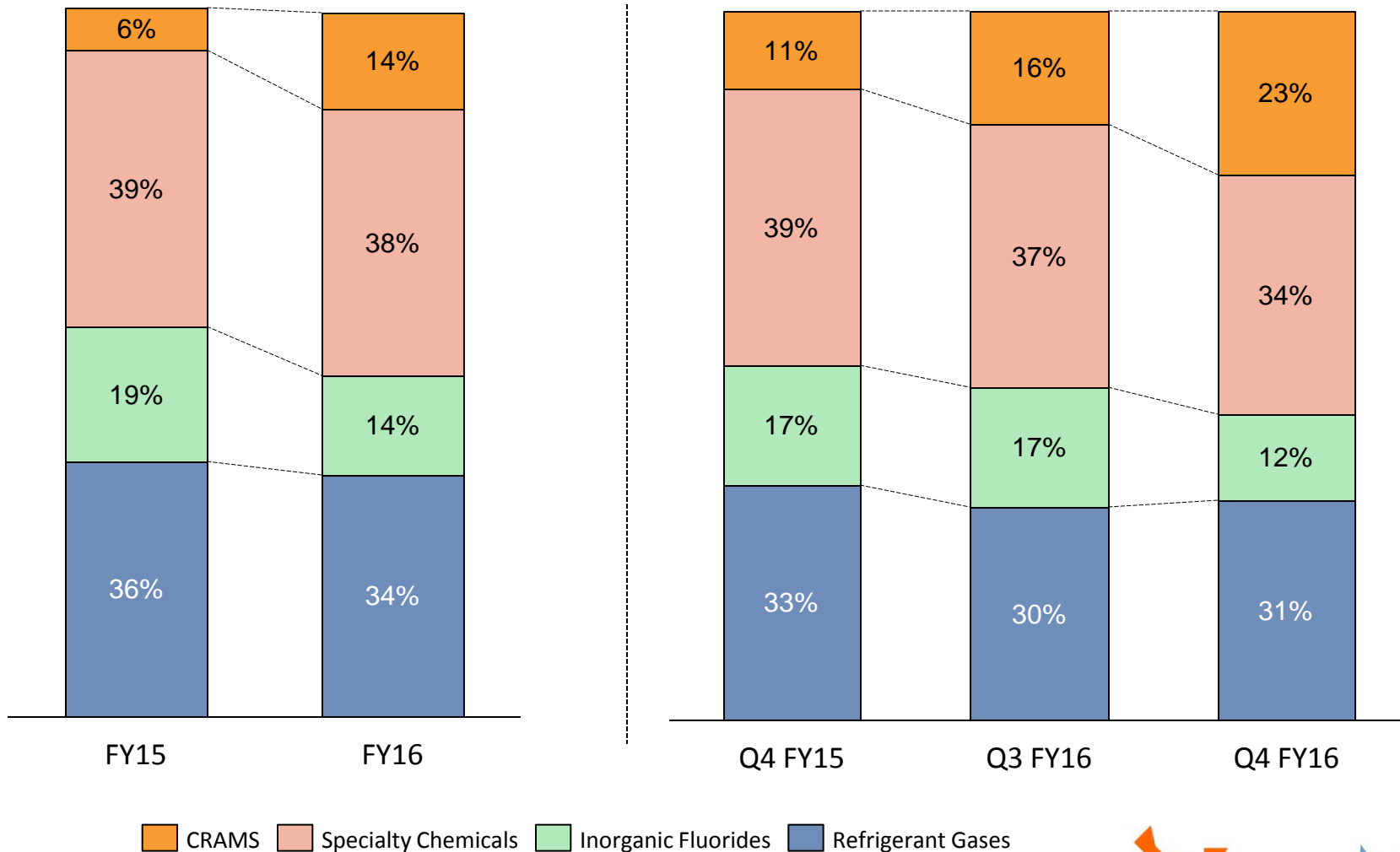
Developed India's Only High
Pressure Fluorination, cGMP
Compliant Capabilities

Relationship with
"FORTUNE 500"
CLIENTELE



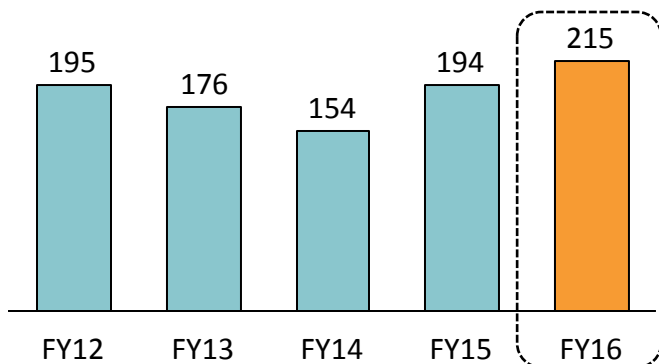
ARVIND MAFATLAL GROUP

Revenue Mix : Business Unit Wise



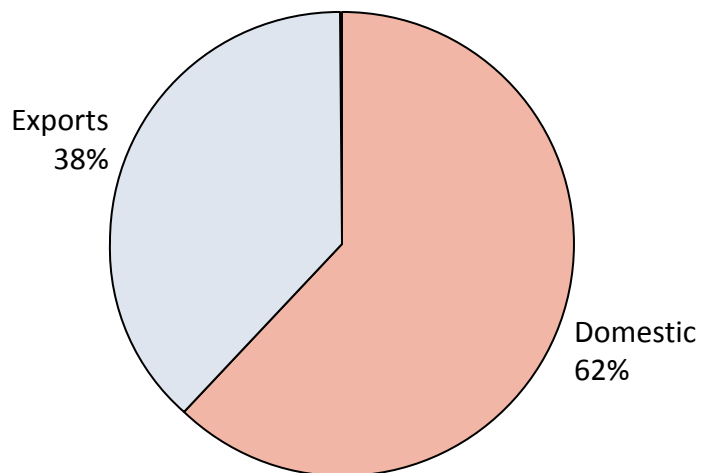
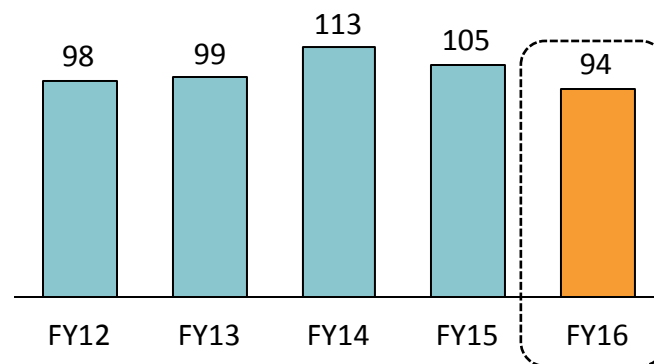
Business Units Performance

Refrigerants

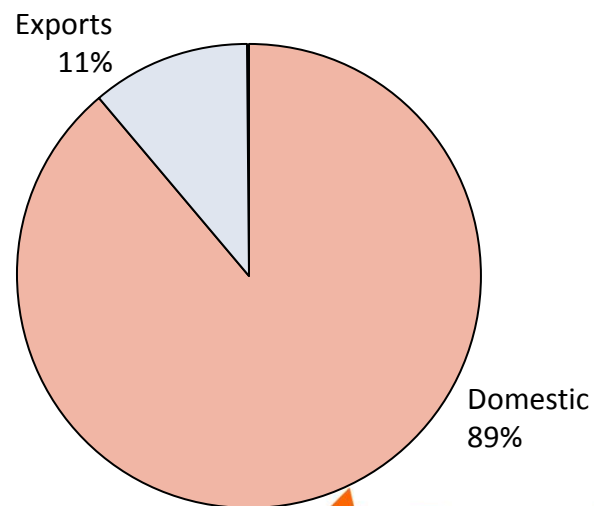


Revenue (Rs.Crs)

Inorganic Fluorides

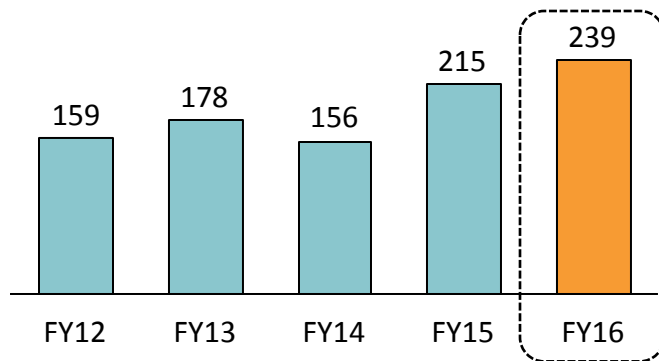


Geographic Mix – FY16



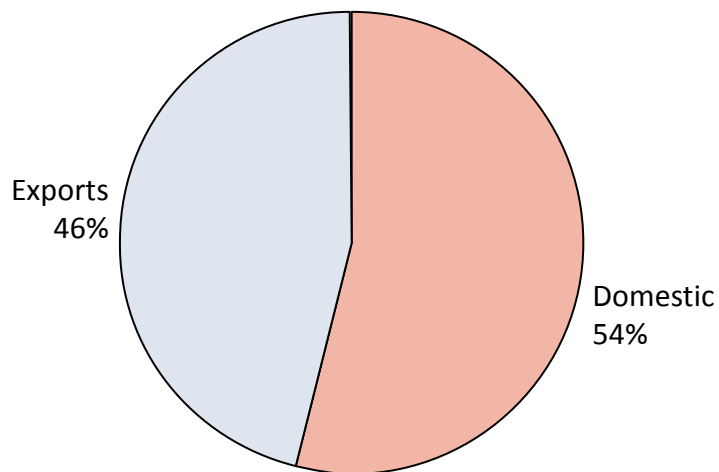
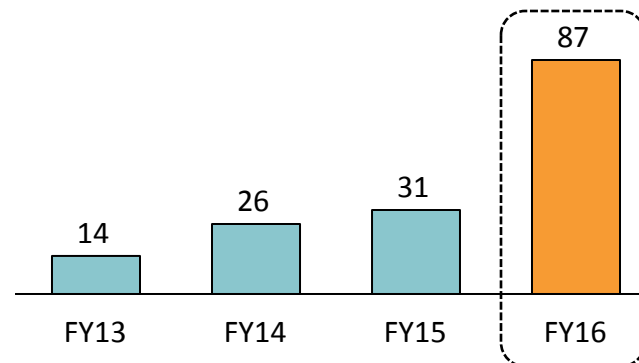
Business Units Performance

Specialty Chemicals

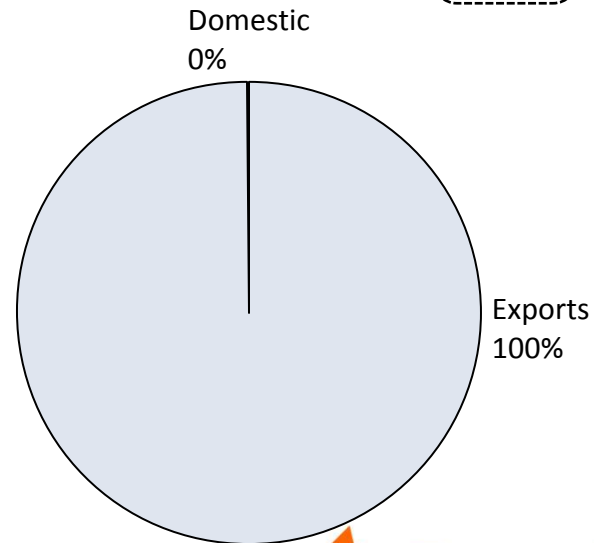


Revenue (Rs.Crs)

CRAMS**

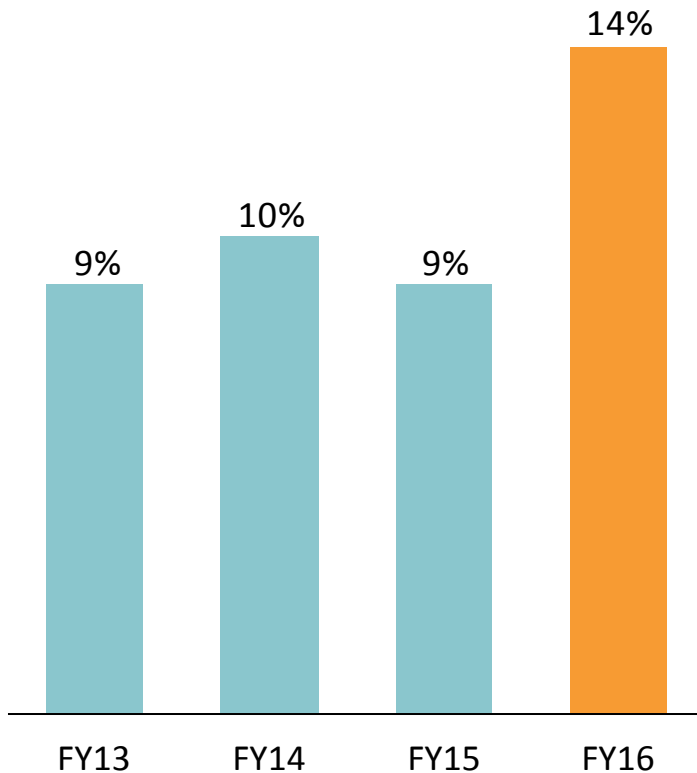


Geographic Mix – FY16

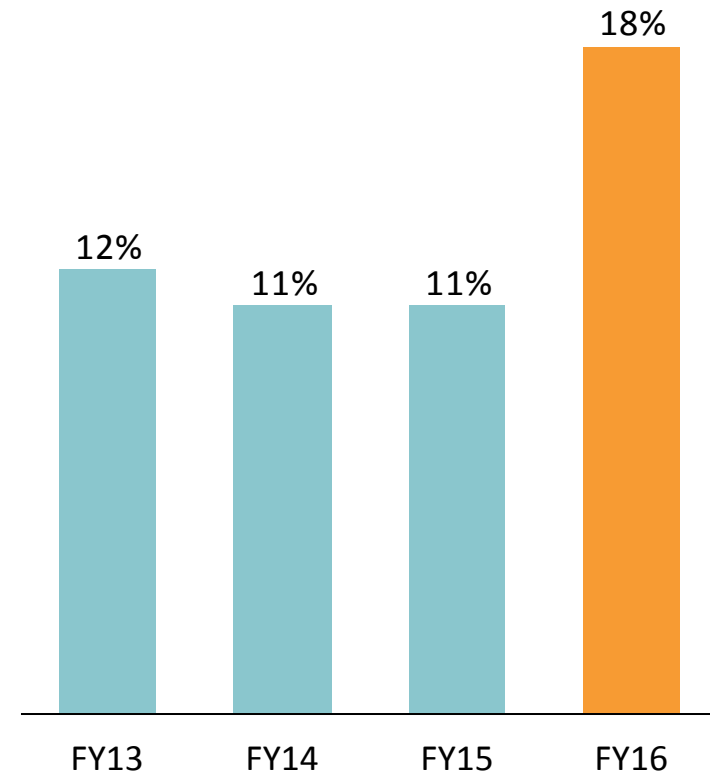


Strategy Begins to Yield Results

Return on Net Worth (%)



Return on Capital Employed (%)



Key Updates

01

Manufacturing Facility at Dewas

- The new facility is India's only plant with cGMP compliant capabilities for high pressure fluorination
- Numerous Customer Audits completed successfully
- ***Plant commercially operational***

02

Greenfield Facility at Dahej, Gujarat

- JV with Piramal Enterprises Ltd. to develop, manufacture and sell speciality Fluorochemicals for healthcare segment
- Product validation in process

03

Entered into agreement with Honeywell

- For a small scale manufacturing project on HFO-1234 yf
- Next Generation Refrigerant Gas with GWP less than 1
- For use in vehicle air conditioning systems.

04

Awarded for Occupational Safety & Health by National Safety Council of India

- Honoured with Silver Trophy & Certificate
- Only manufacturing unit in Gujarat to get this award in this category



Standalone Profitability Statement

Rs. Crs.	FY16	FY15	Change %	Q4 FY16	Q4 FY15	Change %
Revenue	636	546	17%	190	146	30%
Raw Material	292	272		88	74	
Employee Expenses	66	61		19	15	
Other Expenses	162	150		47	38	
EBITDA	116	63	83%	36	18	95%
EBITDA Margin	18.3%	11.6%	666 bps	18.9%	12.6%	635 bps
Interest Expenses	3	3		1	0	
Depreciation	21	19		6	5	
Operating PBT	92	41	122%	29	13	128%
Operating PBT Margin	14.5%	7.6%	688 bps	15.4%	8.7%	663 bps
Other Income	25	27		8	11	
PBT	117	68		37	23	
Tax	30	19		5	7	
Profit After Tax	86	49	75%	32	17	90%
Profit After Tax Margin	13.6%	9.0%	455 bps	16.6%	11.4%	524 bps



Standalone Balance Sheet

Rs. Crs.	Mar'16	Mar'15
Shareholder's Fund		
Share capital	10	10
Reserves & Surplus	624	561
Non-current liabilities		
Long term borrowings	-	12
Deferred Tax Liabilities (net)	36	32
Other non-current liabilities	27	26
Current liabilities		
Short term borrowings	30	33
Trade Payables	92	88
Other current liabilities	29	29
Total Liabilities	848	792
Non-current assets		
Fixed assets	282	270
Non-current Investments	213	179
Long-term loans and advances	48	68
Current assets		
Current Investments	53	55
Inventories	63	66
Trade receivables	138	110
Cash and bank balances	15	14
Short Term Loans & Advances	34	27
Other current assets	3	3
Total Assets	848	792

Consolidated Profitability Statement

Rs. Crs.	FY16	FY15	Change %
Revenue	680	592	15%
Raw Material	311	289	
Employee Expenses	81	74	
Other Expenses	171	156	
EBITDA	117	72	63%
EBITDA Margin	17.3%	12.2%	506 bps
Interest Expenses	4	3	
Depreciation	22	20	
Operating PBT	91	49	87%
Operating PBT Margin	13.4%	8.2%	516 bps
Other Income	24	30	
PBT	116	78	
Tax	32	20	
Profit After Tax	84	58	
Minority Interest	-	(4)	
Extraordinary Items	-	-	
PAT after Minority Interest and Extraordinary Items	84	55	53%



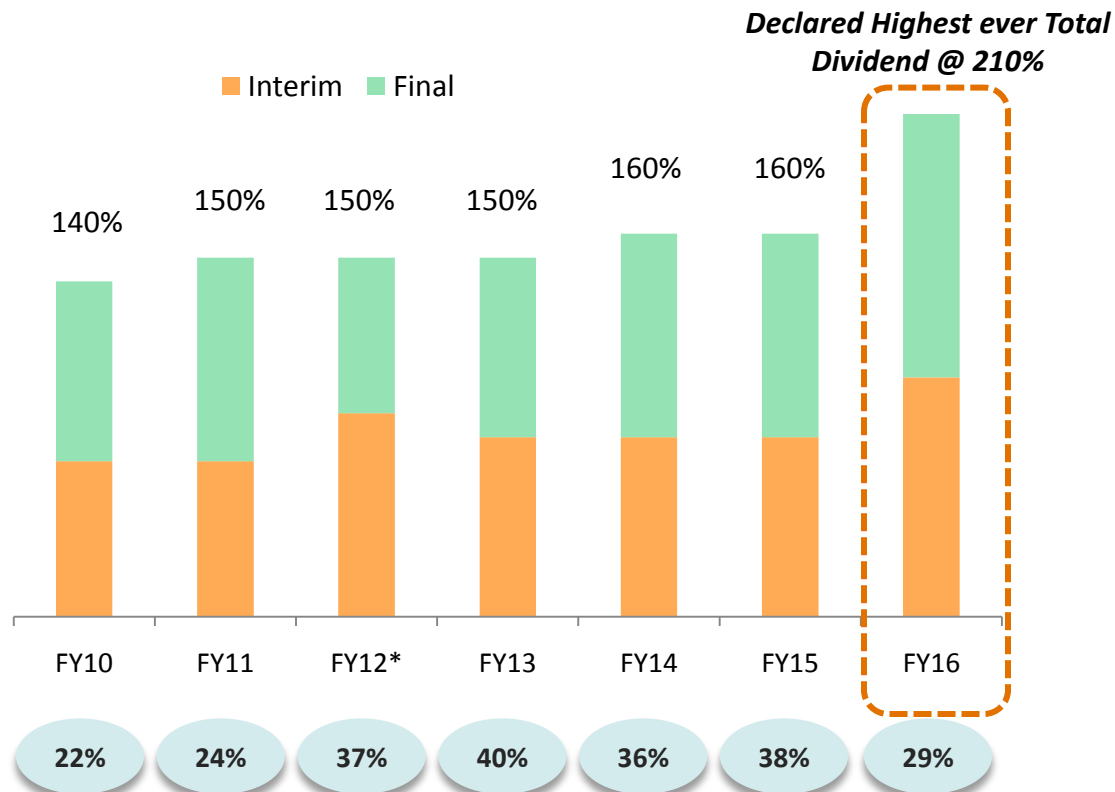
Consolidated Balance Sheet

Rs. Crs.	Mar'16	Mar'15
Shareholder's Fund		
Share capital	10	10
Reserves & Surplus	636	578
Minority Interest	-	13
Non-current liabilities		
Long term borrowings	48	27
Deferred Tax Liabilities (net)	37	32
Other non-current liabilities	29	28
Current liabilities		
Short term borrowings	34	34
Trade Payables	96	89
Other current liabilities	66	41
Total Liabilities	954	852
Non-current assets		
Fixed assets	307	293
Goodwill on Consolidation	88	41
Non-current Investments	117	116
Long-term loans and advances	96	91
Current assets		
Current Investments	53	55
Inventories	76	76
Trade receivables	150	120
Cash and bank balances	29	28
Short Term Loans & Advances	34	28
Other current assets	4	4
Total Assets	954	852



Consistent Dividend Performance

Dividend as % of Face Value



Pay out Ratio = (Dividend + DDT) / PAT

Robust Dividend Payout

- ✓ Continuous Dividend since last 10 years
- ✓ Special Dividend of Rs. 60 per share in FY 12
- ✓ Declared Final Dividend of Rs.11 per share in FY16
- ✓ Total Dividend of Rs.21 per share in FY16

Total Dividend of Rs.21 per share in FY16



ARVIND MAFATLAL GROUP

Business Overview



Overview



Largest Integrated Specialty Fluorochemical Company in India

Built “India’s only plant with high pressure fluorination capabilities with cGMP compliance” for CRAMS Business

Manufacturing plants strategically located closer to major ports

Over 45 years of expertise in Handling Fluorine

Strong Clientele base in India & abroad, including Global Innovators

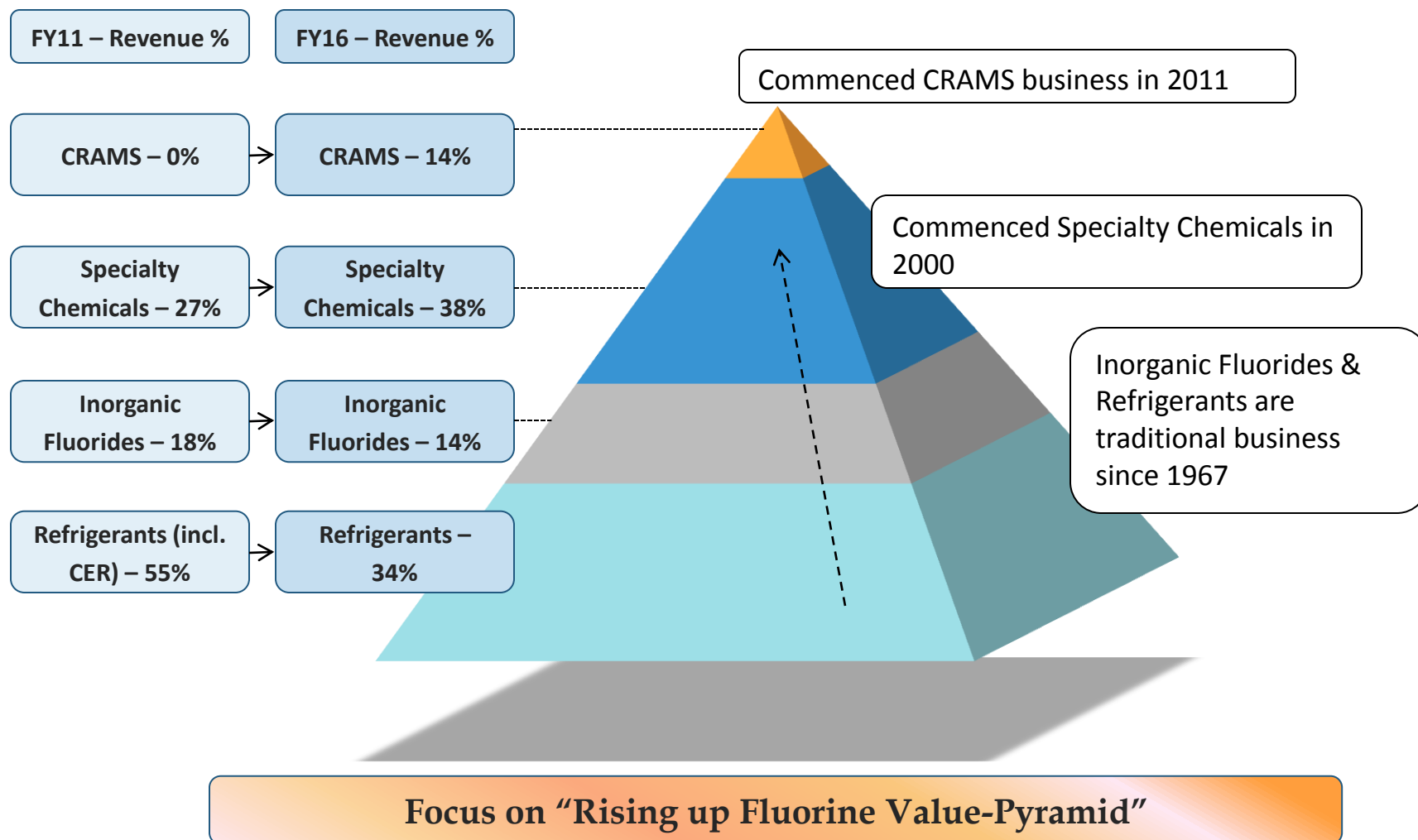
Pioneers of Refrigerant Gas manufacturing in India

“RESPONSIBLE CARE” certification



ARVIND MAFATLAL GROUP

Business Units (BU) - Standalone



Clients across the Globe



CLARIANT



syngenta



ARVIND MAFATLAL GROUP

Key Strengths

Fluorination Capabilities

- ✓ Pioneered Manufacturing of Refrigerant Gases in India
- ✓ Over 45 years of experience in handling Fluorine
- ✓ Extensive expertise focusing on specialty fluorine chemistry

Manufacturing

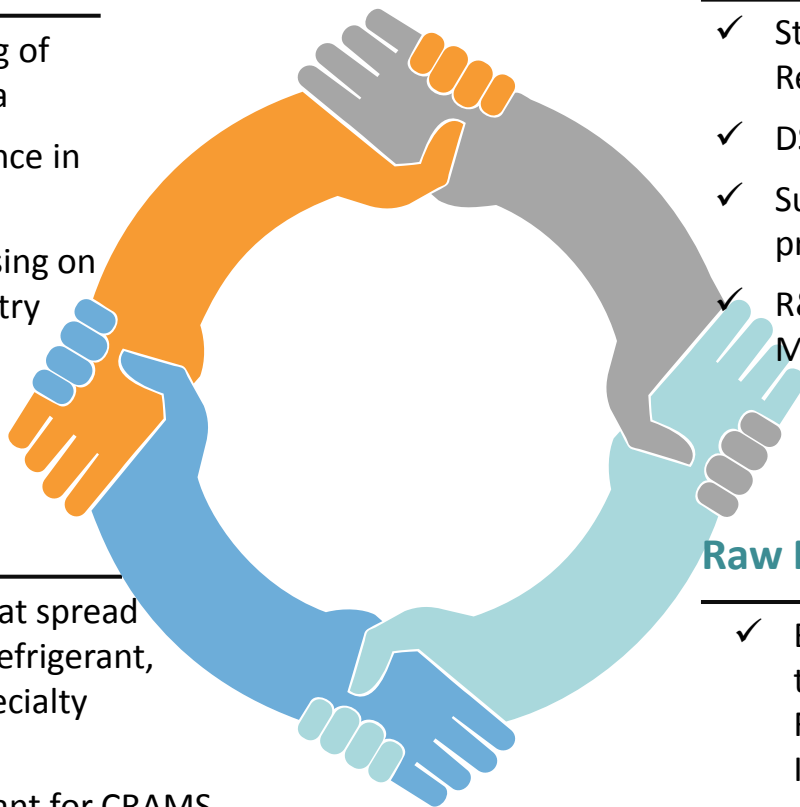
- ✓ Chemical Complex at Surat spread over 135 acres, houses Refrigerant, Inorganic Fluorides & Specialty Chemicals Plants
- ✓ cGMP Compliant Pilot plant for CRAMS in Dewas
- ✓ cGMP Compliant Manufacturing plant for CRAMS fully operational

In-house R&D

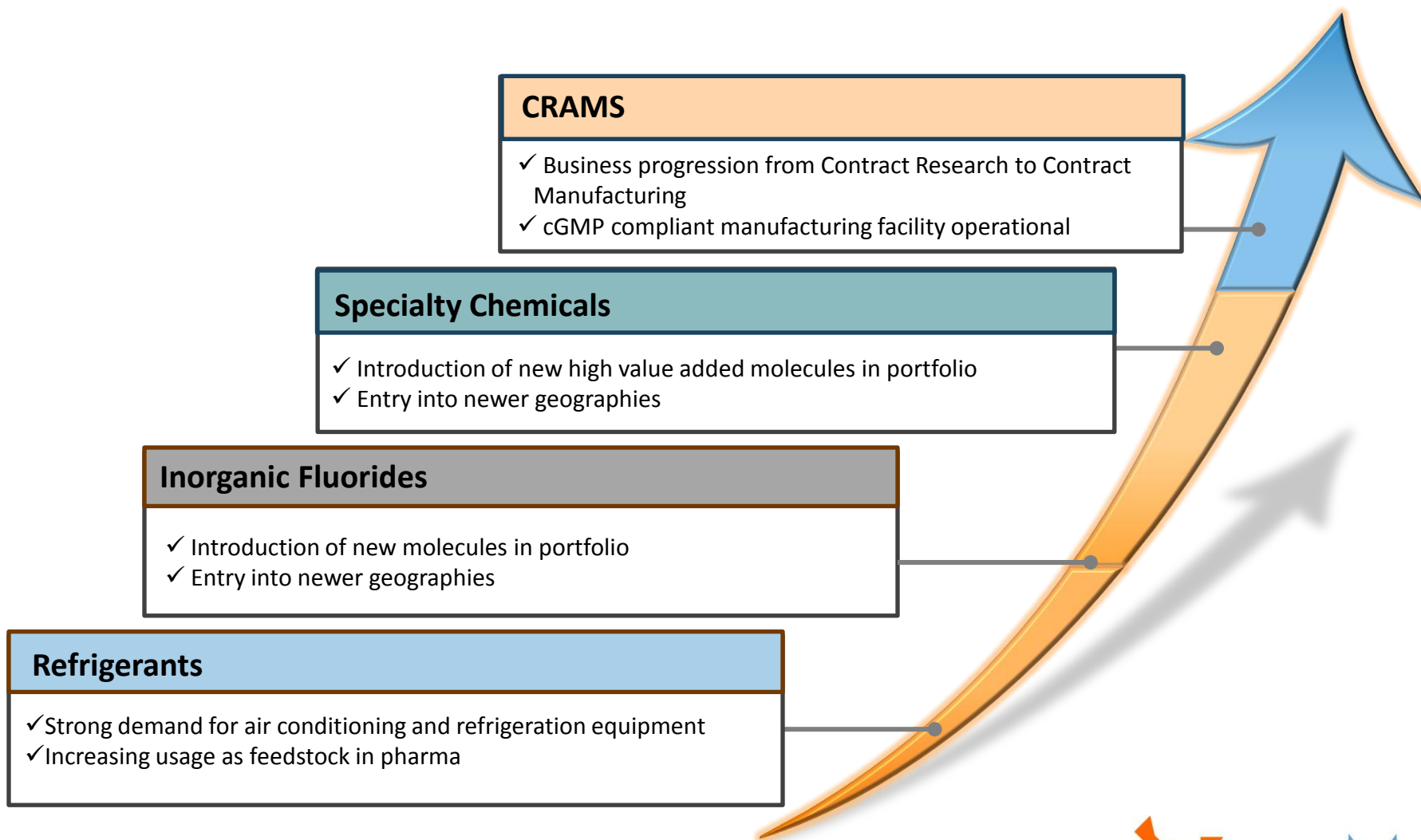
- ✓ State-of-the-art R&D centre – Navin Research Innovation Centre at Surat
- ✓ DSIR approved R&D Centre
- ✓ Supports in product addition & process efficiency in all business units
- ✓ R&D strength augmented by Manchester Organics Acquisition

Raw Material Sourcing

- ✓ Backward integration for Raw material through 25% JV partner in the only Fluorspar beneficiation company in India
- ✓ Supply from JV to commence in FY18
- ✓ Diversified sourcing of Fluorspar away from China



Growth driven by Every Business Unit



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