



I G PETROCHEMICALS LIMITED

SECT/1042
25.05.2016

BSE Limited

Corporate Relationship Department
1st Floor, P J Towers
Dalal Street
Mumbai - 400 001

Scrip Code: 500199

The National Stock Exchange of India Ltd.

Exchange Plaza
Bandra Kurla Complex
Bandra (East)
Mumbai - 400 051

Scrip Code: IGPL

Dear Sir,

Sub: Investor Presentation – Regulation 46

Pursuant to Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation of the Company for the quarter and year ended 31st March, 2016.

Kindly take the same on your record.

Yours faithfully,
For I G Petrochemicals Limited


Sudhir R Singh
Company Secretary

Encl: As above



IG Petrochemicals Ltd

Investor Presentation - FY16



Safe Harbor



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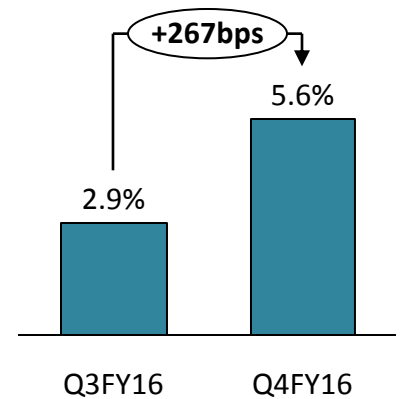
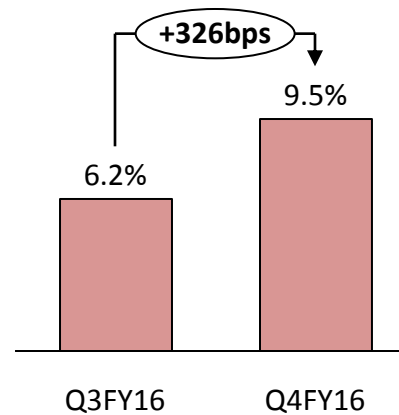
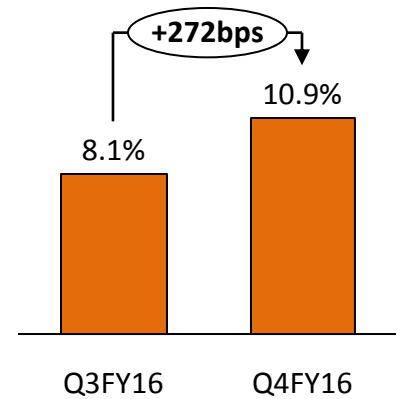
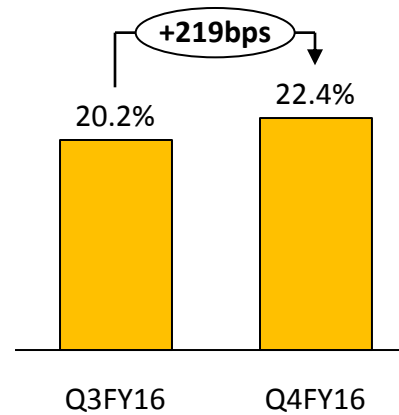
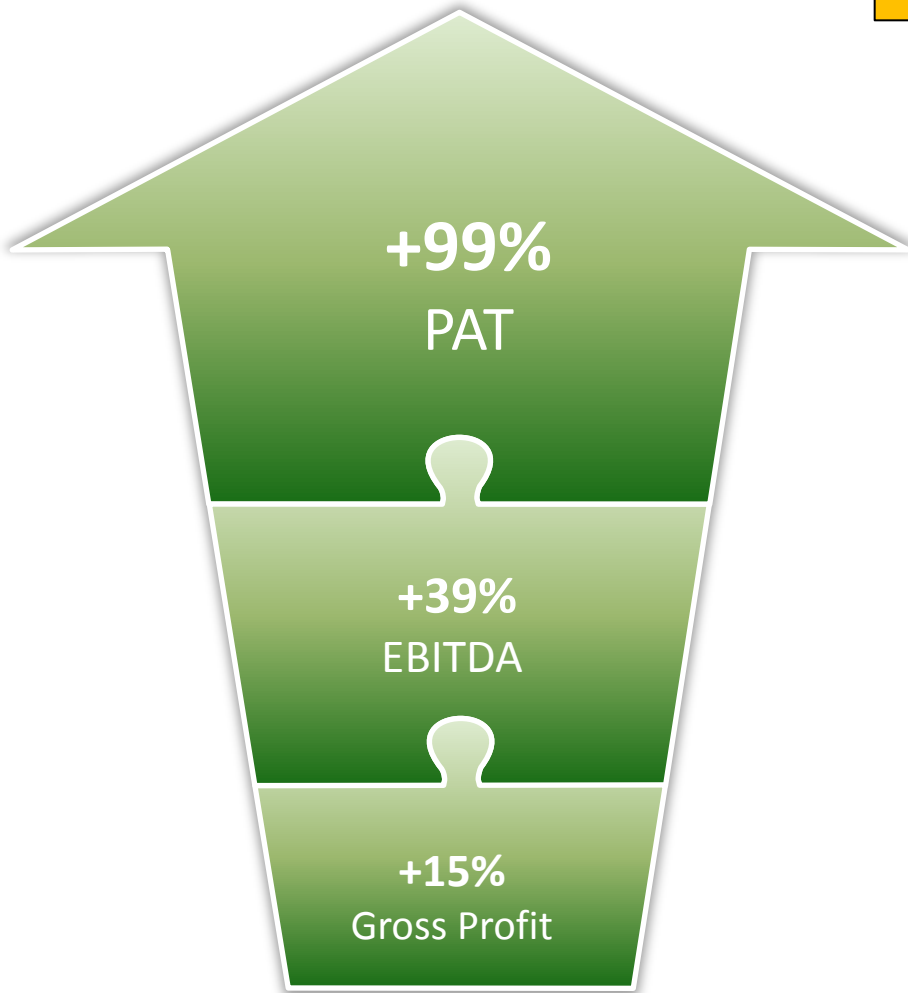
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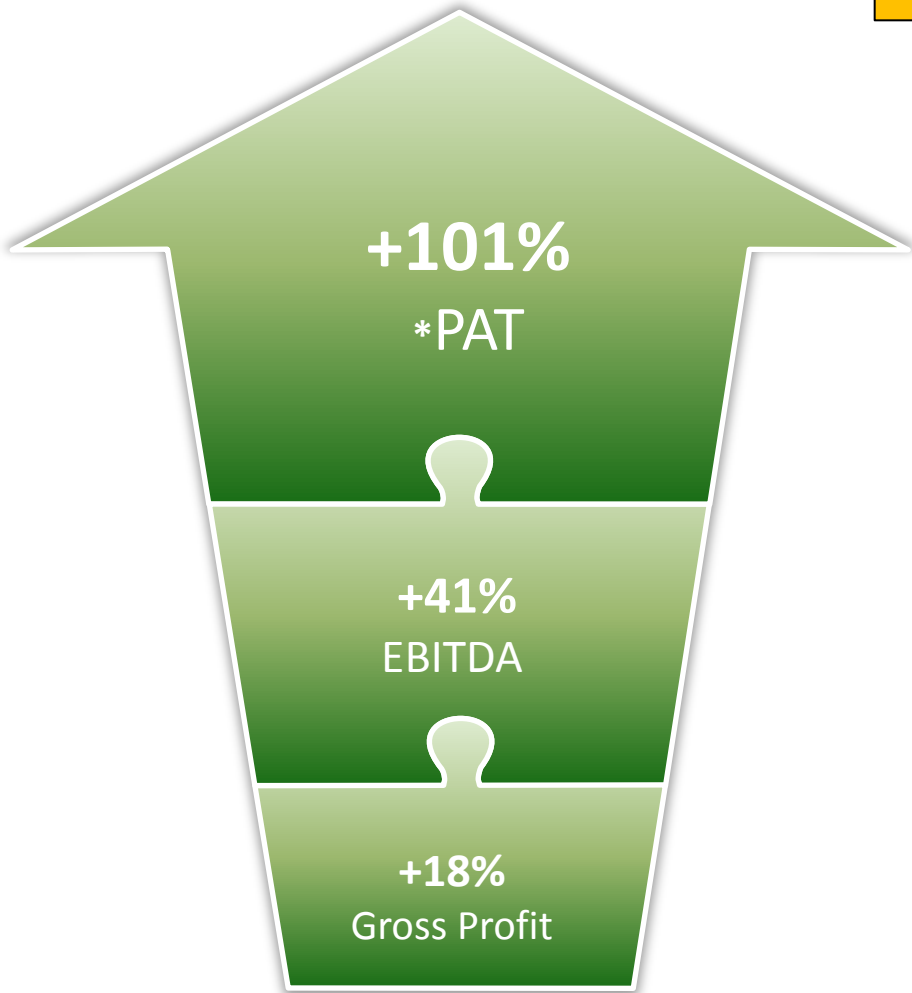
Improved Performance – Quarterly basis



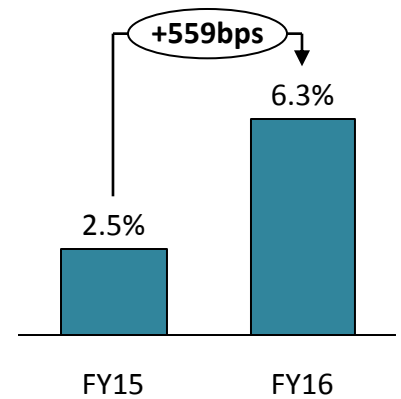
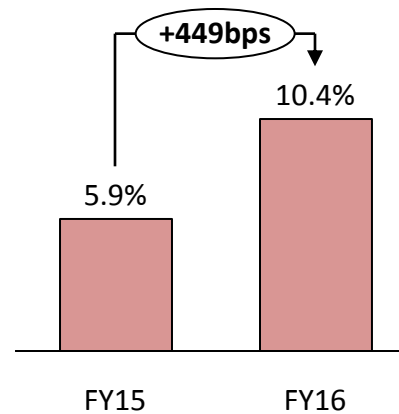
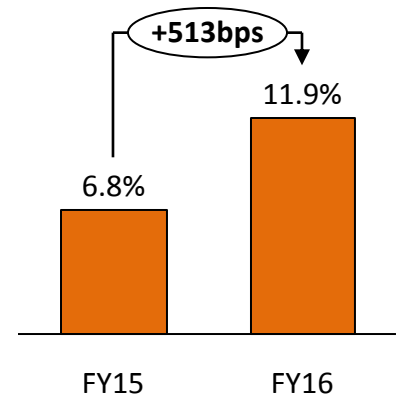
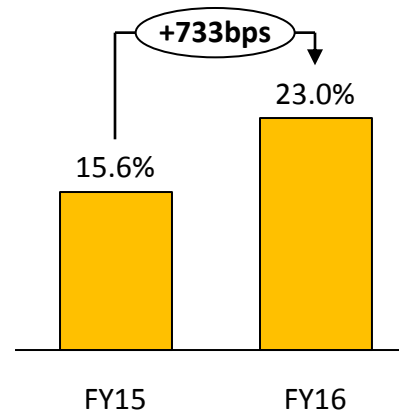
■ Gross Profit (%)
 ■ EBITDA (%)
 ■ EBIT (%)
 ■ PAT (%)



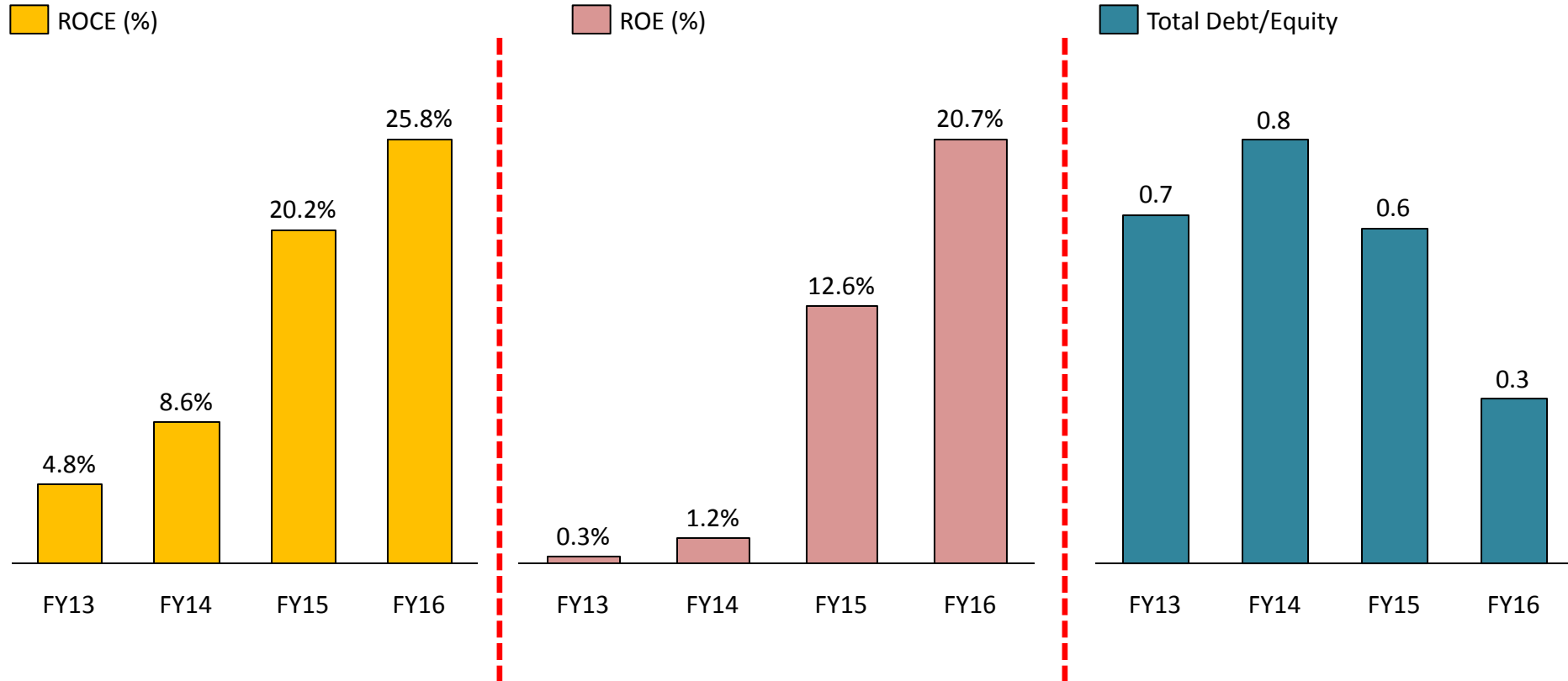
Improved Performance – Yearly basis



■ Gross Profit (%)
 ■ EBITDA (%)
 ■ EBIT (%)
 ■ *PAT (%)



Improved Performance – Ratios



Recommended Dividend of *Rs. 2 per Equity share (i.e.20% of Face Value)* during FY15 - 16

Company Overview



Flagship company of **Dhanuka Group**



Numero Uno Indian manufacturer of
Phthalic Anhydride (PA)

One of the largest
PA 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

Focused Management



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. 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. 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. Nikunj Dhanuka: Managing Director & CEO

- ✓ 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

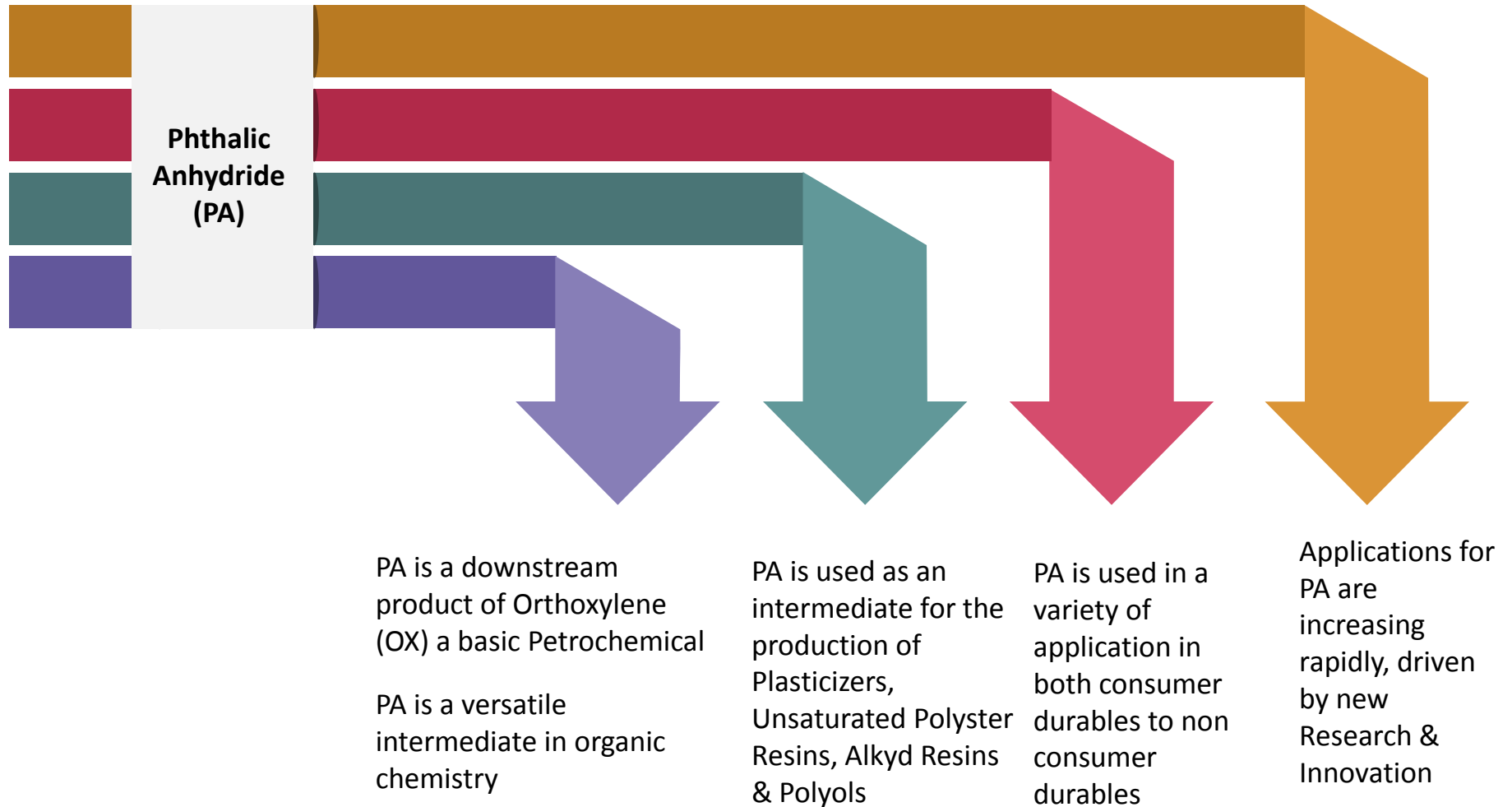
Mr. R Chandrasekaran: CFO

- ✓ 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

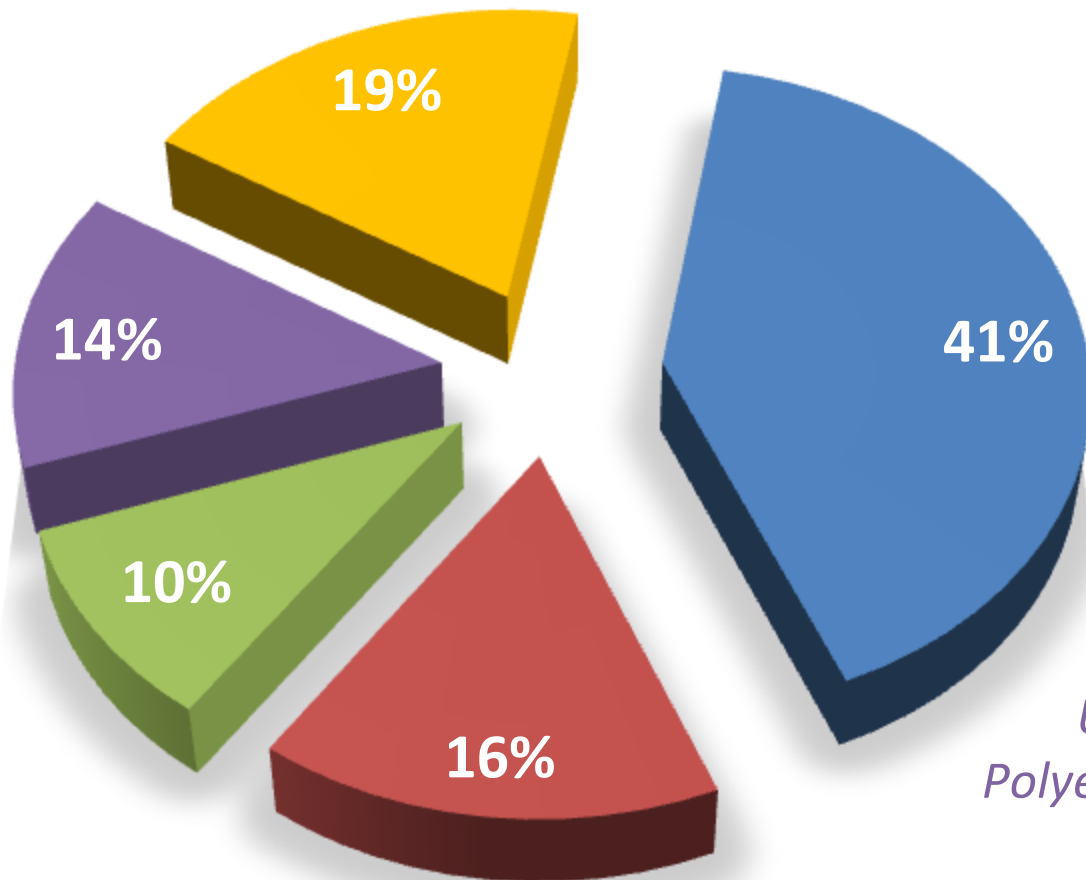
Mr. G V R Reddy: President (Technical)

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

Phthalic Anhydride



End User Industries



Plasticizers



Paints



CPC (Color Pigments)



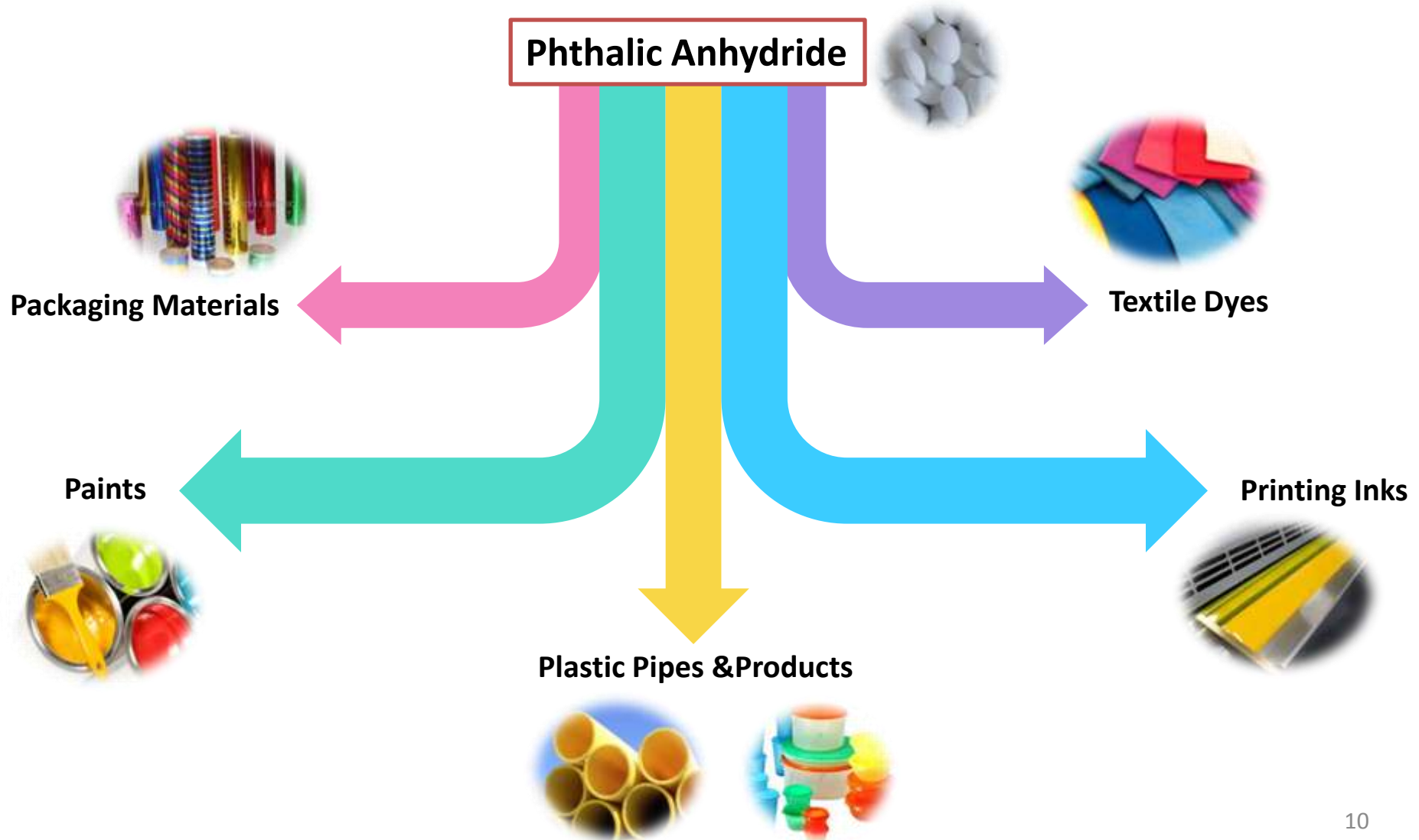
Unsaturated Polyester Resin (UPR)



Others



Phthalic Anhydride (PA) : Varied Applications



Manufacturing Capacity



Total Capacity
1,69,250 MTA

53,000 MTPA (PA 3)

Brownfield expansion

50,000 MTPA (PA2)

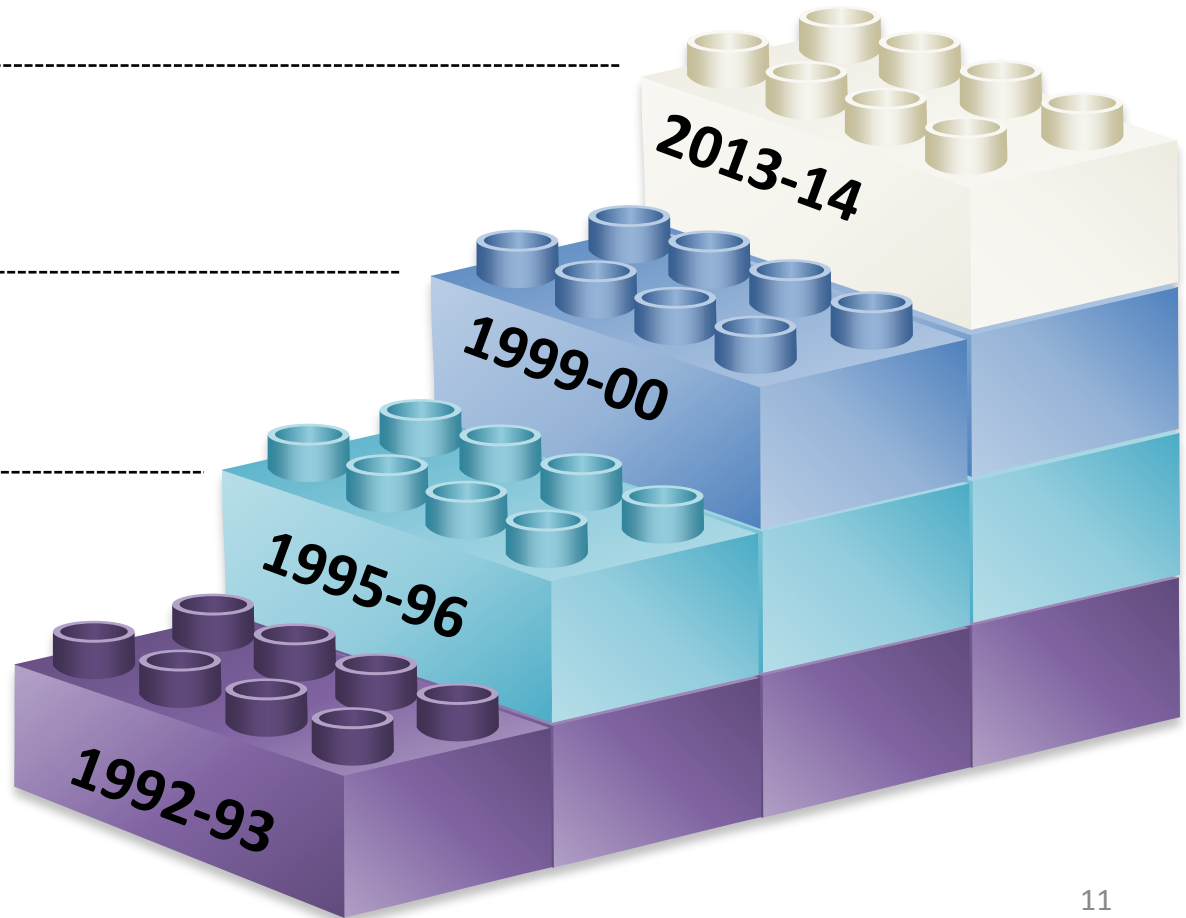
Brownfield expansion

21,250 MTPA

De-bottlenecking

45,000 MTPA (PA1)

Initial Production Capacity



Manufacturing Facilities



3 units at Single Location

Proximity to India's Chemical Hub



Located at MIDC, Taloja in Raigad District, Maharashtra



50 Km away from Jawaharlal Nehru Port Trust (JNPT), Nhavasheva, Mumbai, Maharashtra

Key Customers



AkzoNobel



AARTI INDUSTRIES LIMITED

سابک
sabic



Consumption Pull for Phthalic Anhydride

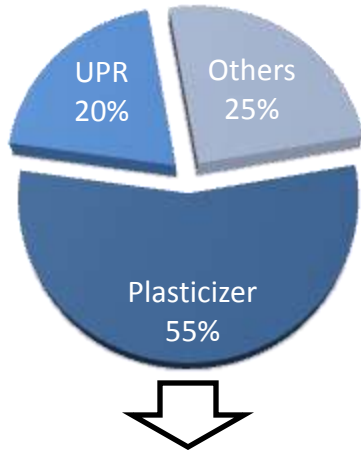


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- 01 Stabilize Crude Prices -**
Better Realizations
 - 02 Global Market Improvements -**
Well positioned to grab the opportunities
 - 03 Better Economic Scenario -**
Influence demand for the product in downstream markets
 - 04 Infrastructure Thrust -**
Strong & Constant domestic demand for the Product
 - 05 Increase in Consumption -**
Increase fuelled by rising demand for plasticizers, paints etc
 - 06 Indian Government Initiatives -**
Focus on Rural Water Management – Demand for PVC Pipes

Consumption Pull for Phthalic Anhydride



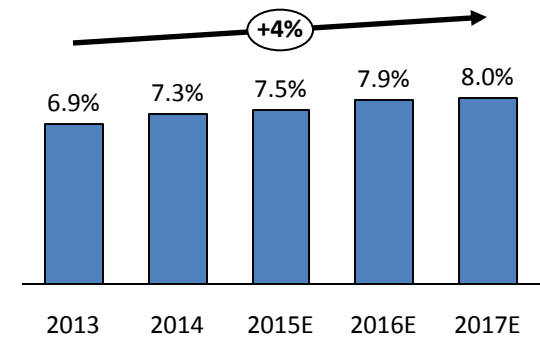
Global PA Consumption - ~5.5mn tones



- Asia-Pacific consumption is ~ + 50%
- Demand in this region is expected to grow at 6.41% CAGR till 2019
- India is 3rd Largest consumer of Plasticizer expected to be fastest growing market

Indian PA industry is expected to grow at ~7% - ~8% annually

India's GDP Growth Rate (%)



Source: World Bank

- Resurging of Indian economy – Pick up of demand across sectors & industries
- PA has wide application from paints to pipes - Higher demand from the entire spectrum of end users of PA

Key Competitive Advantages



- In-house generation of power
- Higher efficiency and reengineering process reduces cost per unit

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

- Diversified Product Use in Multiple Industries
- Low Customer Concentration

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

- 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

Positives in FY16

01 The Company through its wholly own Subsidiary IGPL (FZE) has entered into JV with M/s. Dubai Natural Gas Co. Ltd UAE for the **manufacturing of Maleic Anhydride with a capacity of 45,000 MTPA**

02

DTA Sales and Catalyst cases decided in Company's favour – **"Absolving the contingent liabilities related to Excise and Customs duties to the extent of Rs. 204.05 crs."**

03 **Upgrade in the Credit Rating for Long Term & Short Term Borrowings by India Ratings & Research**

Particulars	Old Ratings	New Ratings
Long Term Borrowings	"IND BBB+"	"IND A-"
Short Term Borrowings	"IND A2+"	"IND A1"

Profit & Loss Statement



Particulars (Rs. In Crs)	Q4FY16	Q3FY16	Q-o-Q	FY16	FY15	Y-o-Y
Revenue from Operations	213.4	205.4		947.6	1185.4	
Other operating Income	1.0	1.1		5.2	1.3	
Total Revenue	214.4	206.6	4%	952.8	1186.6	-20%
Cost of Material Consumed	164.1	169.2		750.5	959.8	
Changes in Inventories	2.3	-4.3		-16.5	41.4	
Employee Expenses	7.7	7.6		29.8	28.5	
Other Expenses	17.1	17.3		75.6	76.7	
EBITDA	23.3	16.8	39%	113.4	80.3	41%
EBITDA %	10.9%	8.1%		11.9%	6.8%	
Other Income	1.7	0.4		3.6	6.7	
Depreciation	4.6	4.3		17.5	16.4	
EBIT	20.3	12.8	58%	99.4	70.53	41%
EBIT (%)	9.5%	6.2%		10.4%	5.9%	
Finance Cost	5.1	5.2		22.7	38.2	
Extra ordinary Items	0.0	0.0		0.0	21.1	
Profit before Tax	15.2	7.7	98%	76.7	11.3	581%
Tax	3.2	1.6		16.4	2.4	
Profit after Tax	12.0	6.0	99%	60.4	8.9	579%
PAT %	5.6%	2.9%		6.3%	0.7%	

Balance Sheet



Particulars (Rs. In Crs)	Mar-16	Mar-15
Share Capital	30.8	30.8
Total Reserves	261.0	208.0
Shareholder's Funds	291.8	238.8
Long-Term Borrowings	92.2	107.8
Long Term Provisions	1.8	1.5
Total Non-Current Liabilities	94.0	109.4
Short Term Borrowings	0.3	22.6
Trade Payables	154.2	196.3
Other Current Liabilities	29.8	31.9
Short Term Provisions	8.6	5.1
Total Current Liabilities	192.9	255.9
Total Liabilities	578.7	604.1

Particulars (Rs. In Crs)	Mar-16	Mar-15
Fixed Assets	322.2	326.8
Tangible Assets	322.2	326.7
Intangible	0.0	0.0
Capital Work in Progress	4.4	0.8
Non Current Investments	0.3	0.1
Long Term Loans & Advances	21.4	20.4
Total Non-Current Assets	348.4	348.0
Inventories	89.6	86.6
Sundry Debtors	108.8	145.2
Cash and Bank	16.9	18.2
Short Term Loans and Advances	15.0	6.1
Total Current Assets	230.3	256.0
Total Assets	578.7	604.1

For further information, please contact

Company :

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