

# IFGL REFRACTORIES LIMITED

Head & Corporate Office :

3, NETAJI SUBHAS ROAD, KOLKATA - 700 001, INDIA

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Websites : www.bajoria.in, www.ifglref.com

6<sup>th</sup> May, 2017

BSE Limited  
Listing Department  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400 001

Dear Sirs,

Re: **Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015  
Code No. 532133**

In compliance of above, please find enclosed herewith copy of an updated Investors Presentation. Copy of this is being hosted on Company's Website: [www.ifglref.com](http://www.ifglref.com).

Thanking you,

Yours faithfully,  
For IFGL Refractories Ltd.,

(R. Agarwal)  
Company Secretary

Encl: As above

Registered Office & Works : SECTOR 'B', KALUNGA INDUSTRIAL ESTATE, P.O. KALUNGA - 770 031, DIST. SUNDERGARH, ODISHA, INDIA  
PHONE : +91 661 2660195/583/584 • Fax : +91 661 2660173 • E-mail : ifgl.works@ifgl.in  
CIN : L272020R1989PLC002971

A GOVT. OF INDIA RECOGNISED STAR EXPORT HOUSE





# IFGL REFRACTORIES LIMITED



Investor Presentation  
MAY 2017



**COMMITTED TO CLEAN METAL**



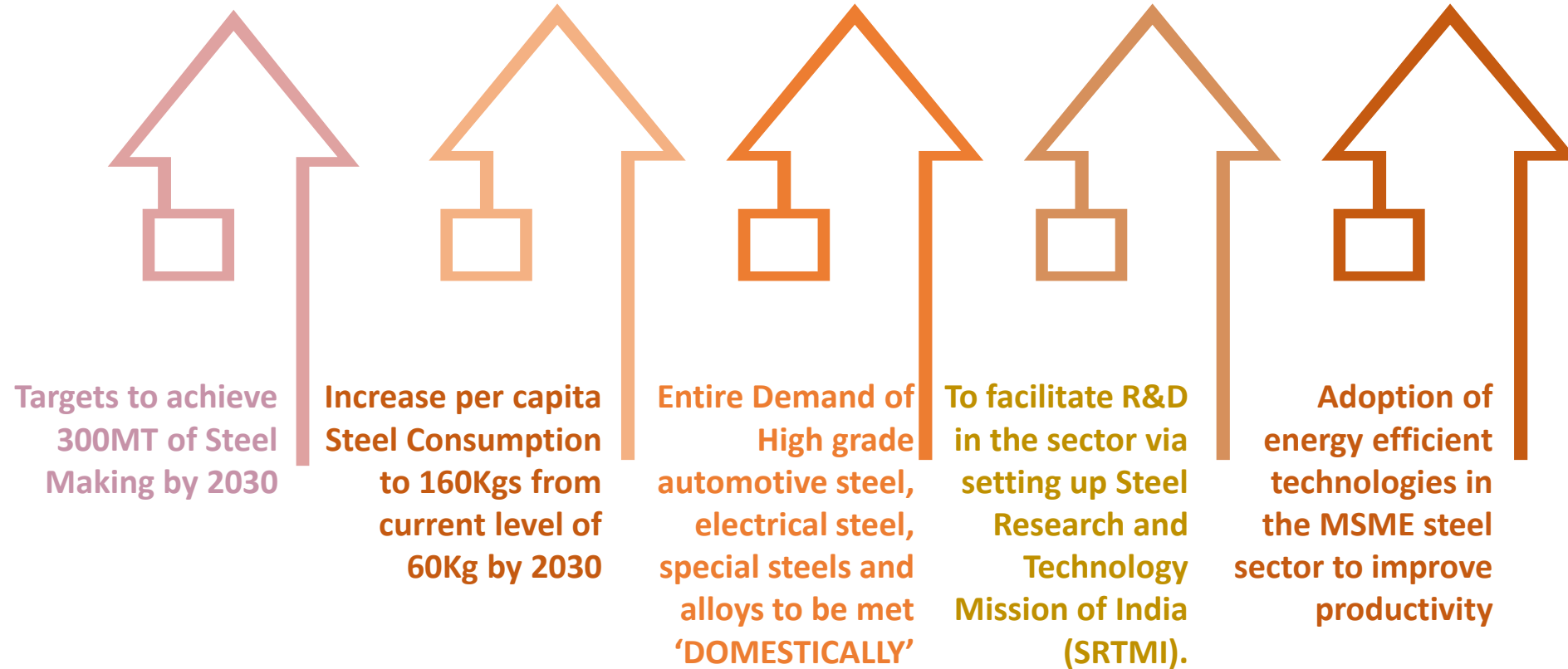
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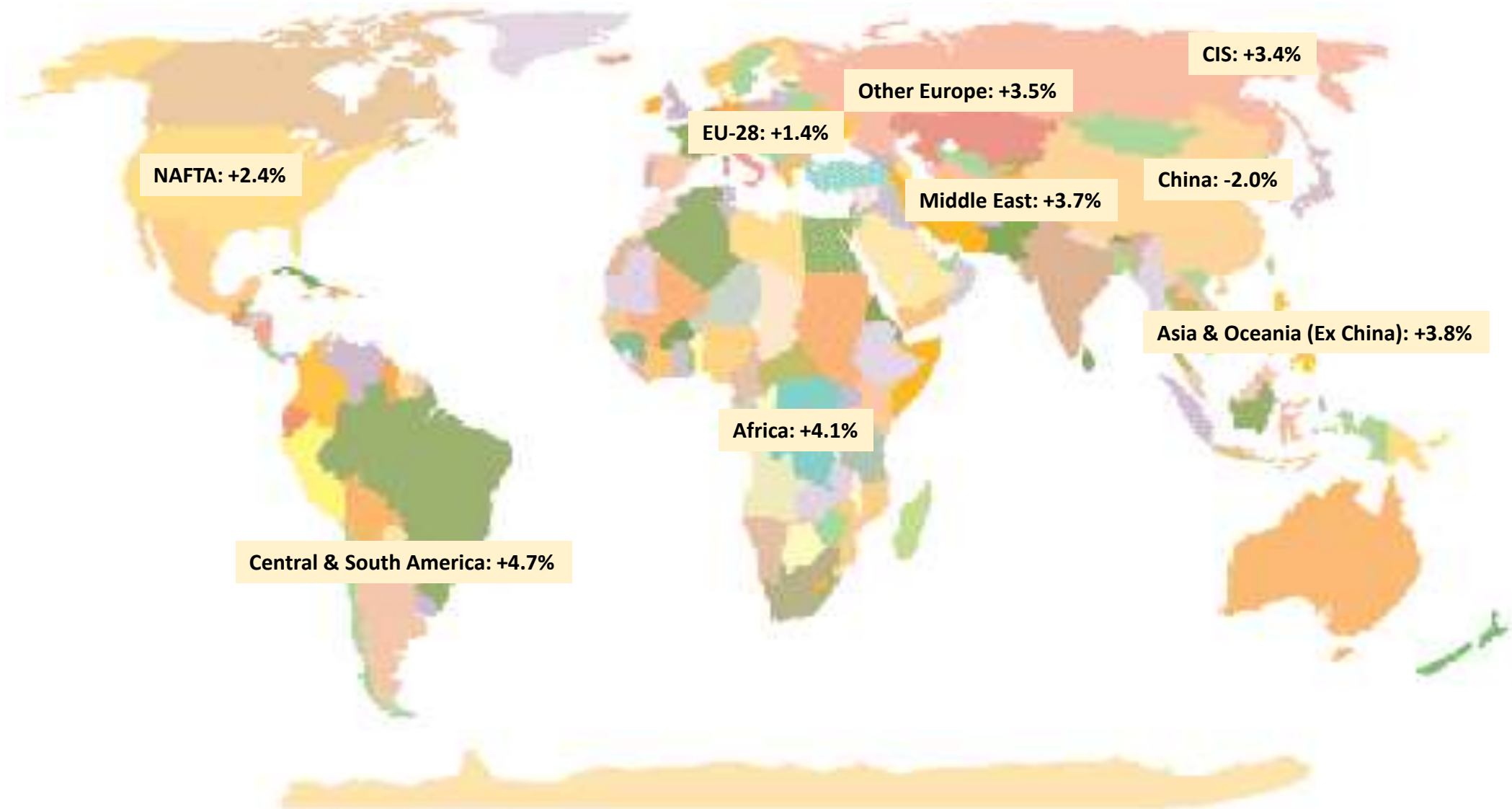


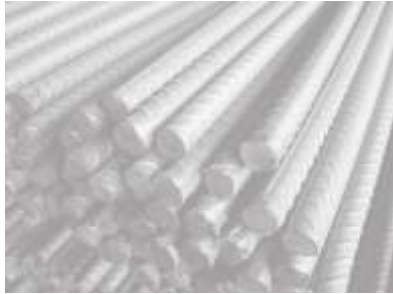
# Industry Overview



**...to bring fresh impetus to Indian Steel**

# Steel Demand in 2018: +ve growth expected

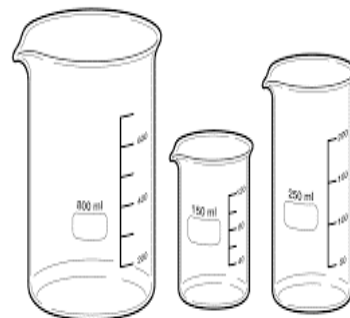




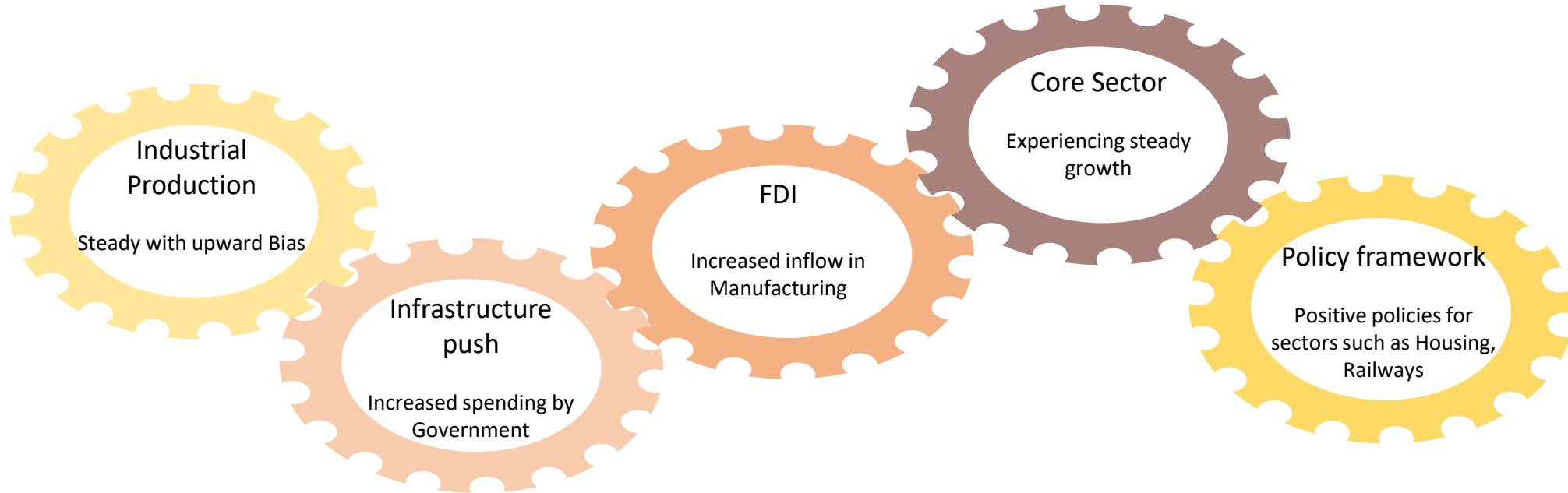
Steel production has grown ~7% from April 2016 to January 2017. With infrastructure push the Government has initiated across multiple sectors, Steel demand is expected to remain buoyant



Cement production capacity is expected to increase from 421.1 mn tons in 2016 to 550 mn tons by 2020 with an improvement in Utilization levels



Indian Glass Market is estimated to Increase at a CAGR of 15% over the next 3 years fueled by growth in sectors like real estate, infrastructure, retail, automotive and food & beverages. The glass consumption growth is expected in construction (10-12%), automotive (20), consumer goods (15-20) and pharmaceuticals (15-18) sectors



**...to benefit Steel Industry**





# Our Performance

# Consolidated Profit & Loss



Particulars [Rs. Crs]	Q4 FY17	Q4 FY16	Growth %	FY17	FY16	Growth %
<b>Total Income</b>	<b>209.1</b>	<b>177.9</b>	<b>17.5%</b>	<b>768.4</b>	<b>722.1</b>	<b>6.4%</b>
Raw Material	96.8	87.4		361.7	365.2	
Employee Expenses	32.3	32.3		125.4	119.6	
Other Expenses	51.0	38.7		179.2	156.1	
<b>EBITDA</b>	<b>29.0</b>	<b>19.5</b>	<b>48.5%</b>	<b>102.1</b>	<b>81.2</b>	<b>25.7%</b>
<b>EBITDA %</b>	<b>13.9%</b>	<b>11.0%</b>		<b>13.3%</b>	<b>11.2%</b>	
Depreciation	5.5	3.6		17.4	15.6	
Finance Cost	1.4	1.1		4.5	4.8	
<b>Profit before Tax and Minority Interest (MI)</b>	<b>22.1</b>	<b>14.8</b>	<b>49.5%</b>	<b>80.2</b>	<b>60.9</b>	<b>31.7%</b>
Tax	5.9	3.2		20.0	15.7	
<b>Profit after Tax &amp; before MI</b>	<b>16.2</b>	<b>11.6</b>	<b>38.9%</b>	<b>60.2</b>	<b>45.2</b>	<b>33.3%</b>
Minority Interest	2.5	1.0		8.0	3.2	
<b>Profit after Tax &amp; MI</b>	<b>13.7</b>	<b>10.6</b>	<b>28.9%</b>	<b>52.2</b>	<b>41.9</b>	<b>24.4%</b>
<b>Cash Profit</b>	<b>19.1</b>	<b>14.2</b>		<b>69.5</b>	<b>57.5</b>	

## Commentary

**IFGL India Business(Including IFGL Exports):** Increased Steel production and better working capital environment with Steel companies a big positive. Government support to the Steel sector is benefitting Refractories Producers

**Monocon Group:** Focus on Engineering services and improvement in utilization levels have resulted in ~7% increase in Revenue

**Hofmann Group:** Continue to maintain stable operations

**El Ceramics:** Benefitting from an increase in domestic production of Steel in USA post Anti – Dumping measures

# Consolidated Balance Sheet



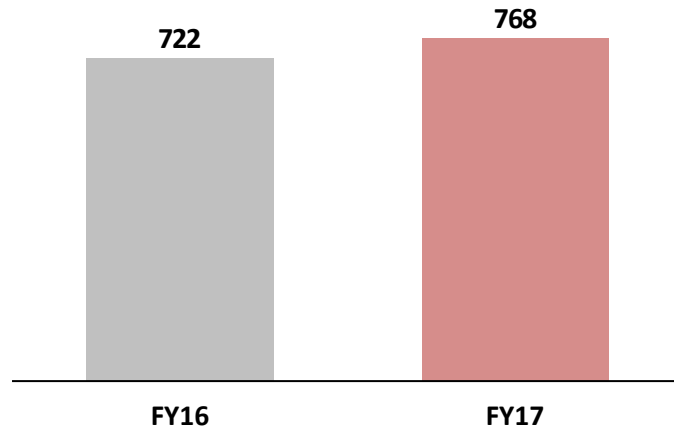
Rs. Crs.	Mar-17	Mar-16
<b>Shareholder's Fund</b>	<b>404</b>	<b>387</b>
Share capital	35	35
Reserves & Surplus	369	352
<b>Minority Interest</b>	<b>21</b>	<b>13</b>
<b>Non-current liabilities</b>	<b>26</b>	<b>30</b>
Long term borrowings	14	19
Deferred Tax Liabilities (net)	11	11
Other non-current liabilities	0	0
Long-term provisions	1	0
<b>Current liabilities</b>	<b>195</b>	<b>169</b>
Short term borrowings	61	51
Trade Payables	119	99
Other current liabilities	11	17
Short-term provisions	4	2
<b>Total Liabilities</b>	<b>646</b>	<b>598</b>

Rs. Crs.	Mar-17	Mar-16
<b>Non-current assets</b>	<b>240</b>	<b>264</b>
Fixed assets	124	132
Goodwill on Consolidation	109	128
Long-term loans and advances	7	4
Non-current investments	1	1
Other Non Current Assets	0	1
<b>Current assets</b>	<b>406</b>	<b>334</b>
Current Investments	11	8
Inventories	94	78
Trade receivables	232	180
Cash and bank balances	56	55
Short-term loans and advances	9	10
Other current assets	4	3
<b>Total Assets</b>	<b>646</b>	<b>598</b>

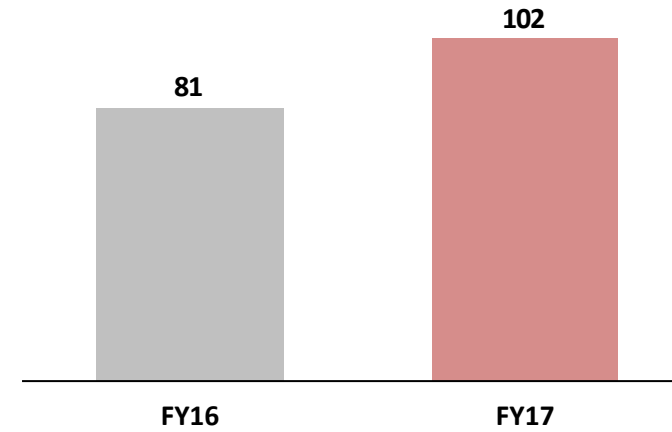
# Consolidated Financial Highlights



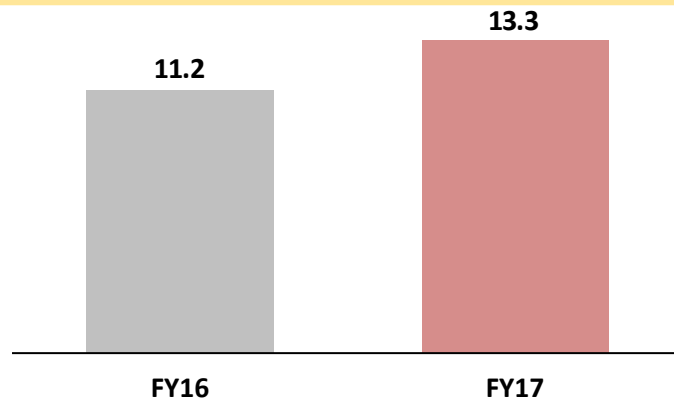
### Total Income [Rs. Crs]



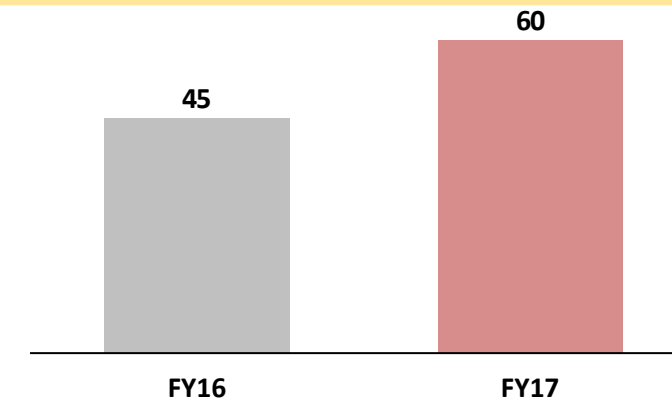
### EBITDA [Rs. Crs]



### EBITDA margin [%]

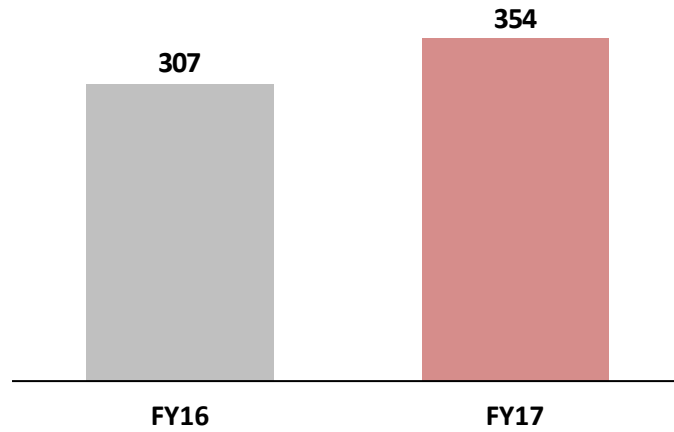


### PAT\* [Rs. Crs]

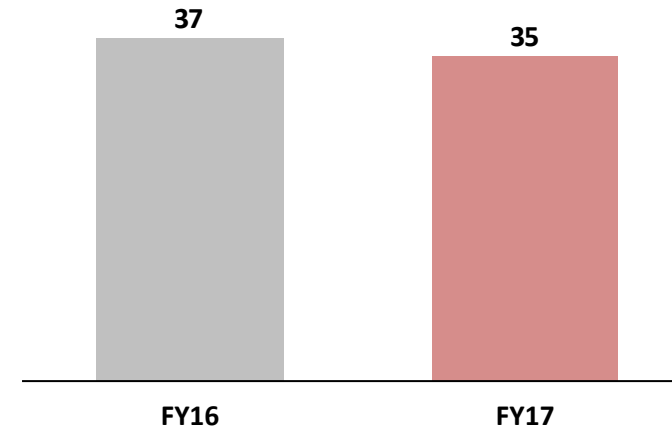


\* Before Minority Interest

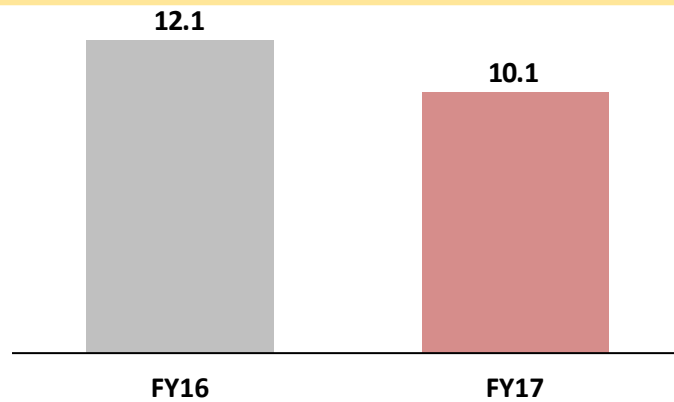
### Total Income [Rs. Crs]



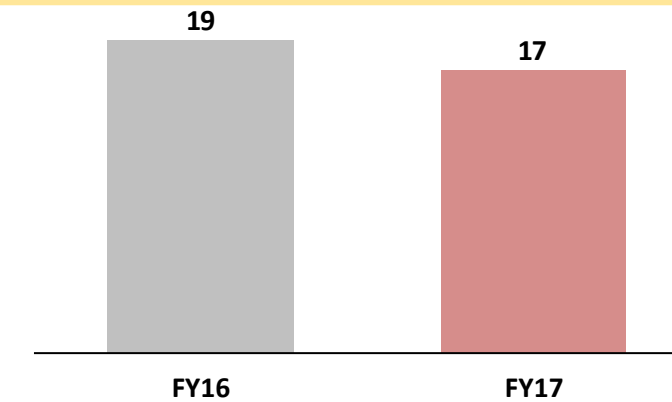
### EBITDA [Rs. Crs]



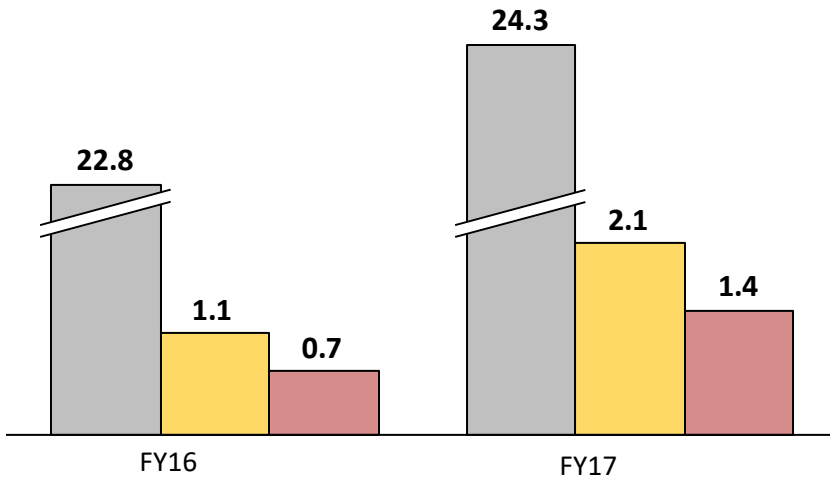
### EBITDA margin [%]



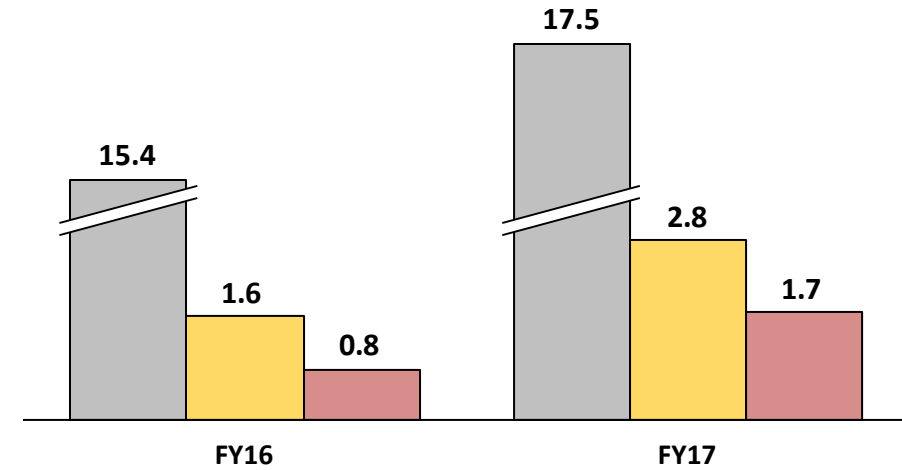
### PAT [Rs. Crs]



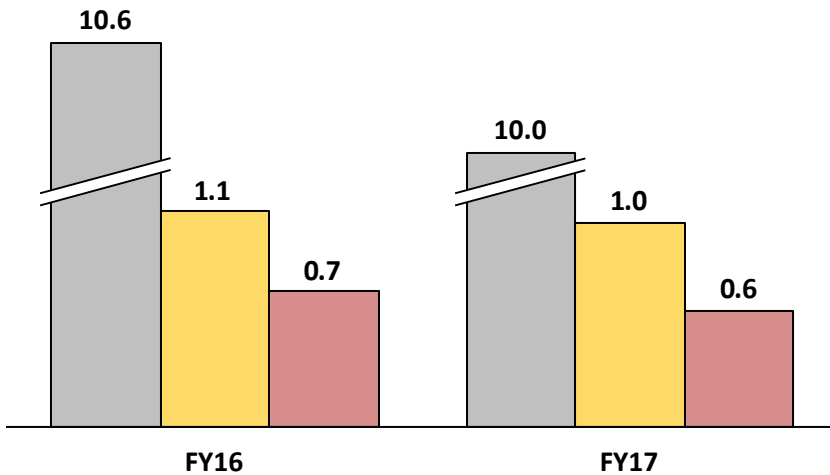
## Monocon Group [GBP mn]



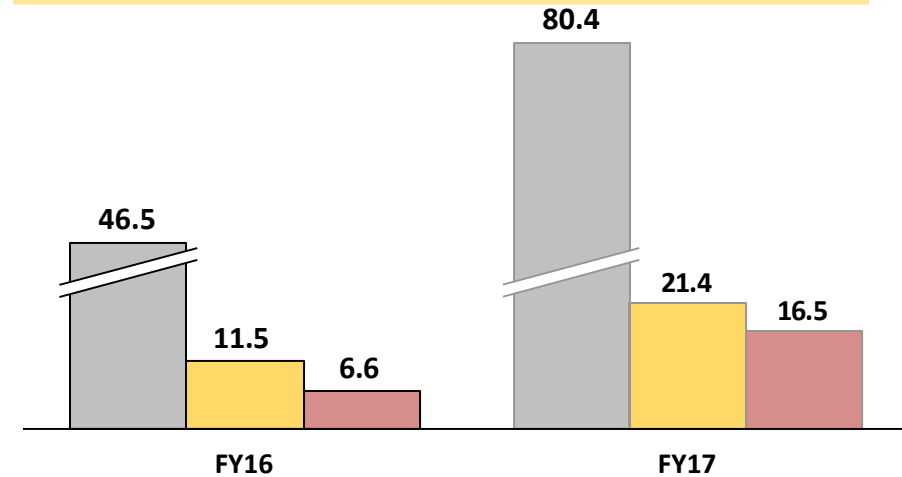
## El Ceramics [\$ mn]



## Hofmann Ceramic [Euro mn]



## IFGL Exports\* [Rs. Crs]

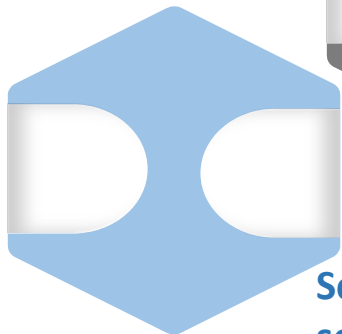


Revenue  
 EBITDA  
 PAT

# Merger of IFGL with IFGL Exports

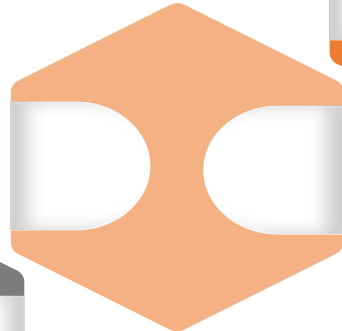
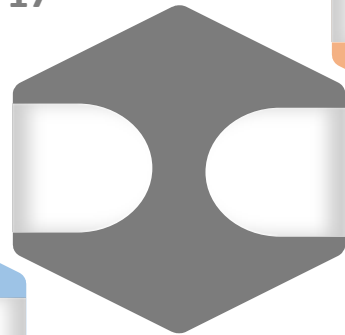


NCLT, Kolkata to hear applications for confirmation of Scheme sometime in Q1/Q2FY17

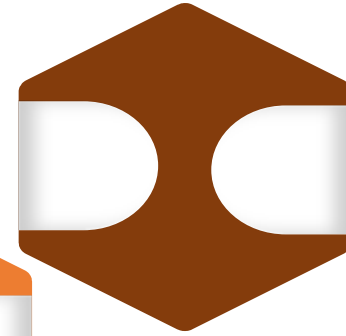
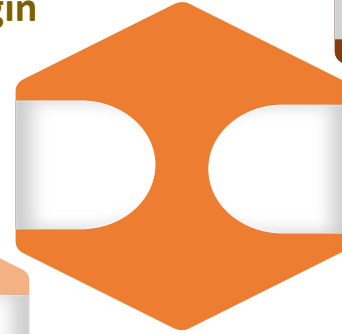


Scheme has been approved by Shareholders, secured creditors of both the companies

Costs will get rationalized with improvement in overall Gross Margin



Profits attributable to minority interest will get released



Consolidated Entity will emerge a 'Larger Entity'



FY17\*

**Rs.376 Cr****Rs.57 Cr****15.0%**Total Income  +14.9% YoYEBITDA  +16.5% YoYEBITDA Margin  +10bps YoY

FY16

**Rs.327 Cr****Rs.49 Cr****14.9%**



# Capex in FY18 to boost performance



**IFGL Odisha  
Plant**

**~Rs. 10Cr Capex: To augment SGR & Zirconia  
Nozzles manufacturing facilities**

**IEL Kandla  
Plant**

**~10Cr Capex: To increase the present capacity of ISO  
products from 160,000 pcs p.a. to 240,000 pcs p.a.**

**Hofmann  
Germany Plant**

**~Euro 2mn Capex: Capacity Increase  
Automation  
Efficiency Enhancement**

# Consistently performing over the years...



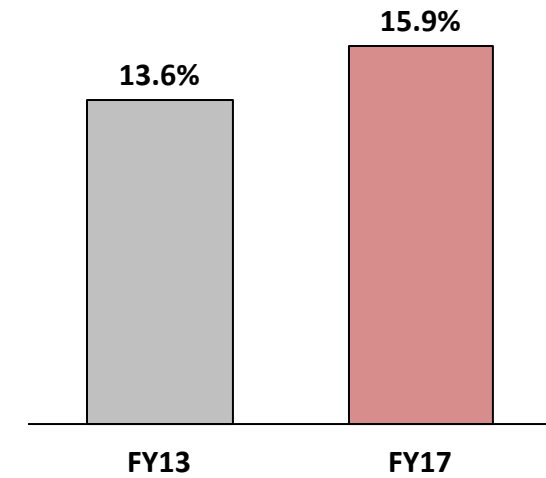
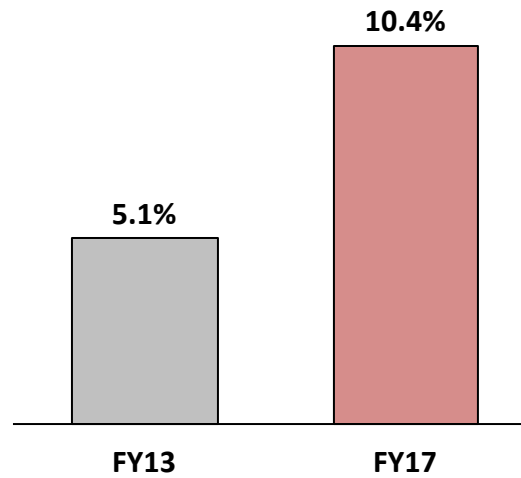
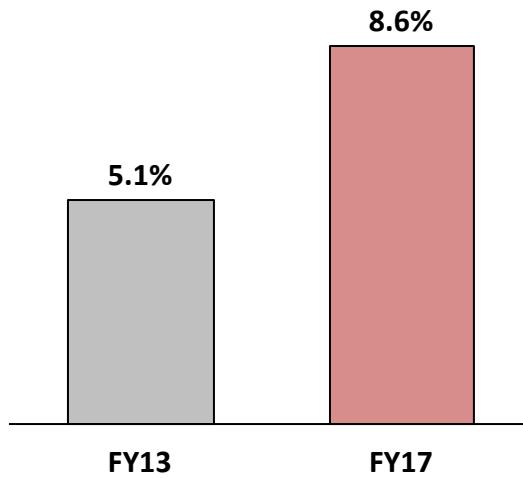
Particulars [Rs. Crs]	FY13	FY14	FY15	FY16	FY17	CAGR
<b>Total Income</b>	<b>676.8</b>	<b>781.0</b>	<b>793.5</b>	<b>722.1</b>	<b>768.4</b>	<b>3.2%</b>
Raw Material	352.3	378.0	406.1	365.2	361.7	
Employee Expenses	98.7	110.0	117.9	119.6	125.4	
Other Expenses	163.2	181.0	170.6	156.1	179.2	
<b>EBITDA</b>	<b>62.7</b>	<b>113.0</b>	<b>98.9</b>	<b>81.2</b>	<b>102.1</b>	<b>13.0%</b>
<b>EBITDA %</b>	<b>9.3%</b>	<b>14.5%</b>	<b>12.5%</b>	<b>11.2%</b>	<b>13.3%</b>	
Depreciation	13.4	15.0	14.3	15.6	17.4	
Finance Cost	8.0	7.0	5.9	4.8	4.5	
<b>Profit before Tax and Minority Interest (MI)</b>	<b>41.3</b>	<b>91.0</b>	<b>78.7</b>	<b>60.9</b>	<b>80.2</b>	<b>18.0%</b>
Tax	15.9	25.0	25.4	15.7	20.0	
<b>Profit after Tax &amp; before MI</b>	<b>25.4</b>	<b>66.0</b>	<b>53.3</b>	<b>45.2</b>	<b>60.2</b>	<b>24.1%</b>
Minority Interest	-2.8	2.0	0.2	3.2	8.1	
<b>Profit after Tax &amp; MI</b>	<b>28.2</b>	<b>64.0</b>	<b>53.1</b>	<b>41.9</b>	<b>52.2</b>	<b>16.6%</b>
<b>Cash Profit</b>	<b>41.6</b>	<b>79.0</b>	<b>67.4</b>	<b>57.5</b>	<b>69.5</b>	<b>13.7%</b>

Monocon Group [GBP mn]

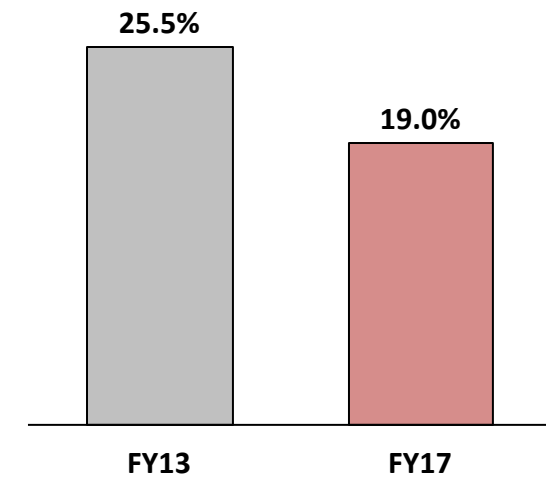
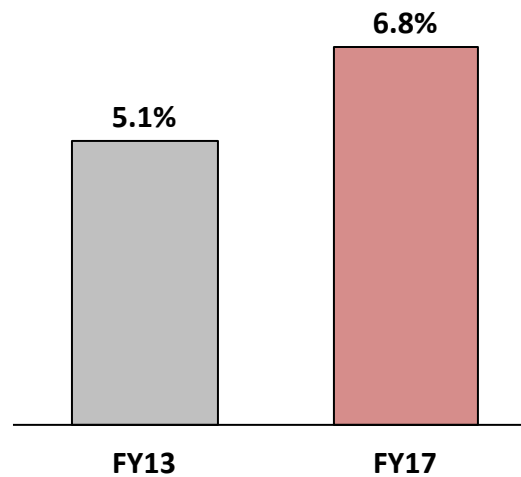
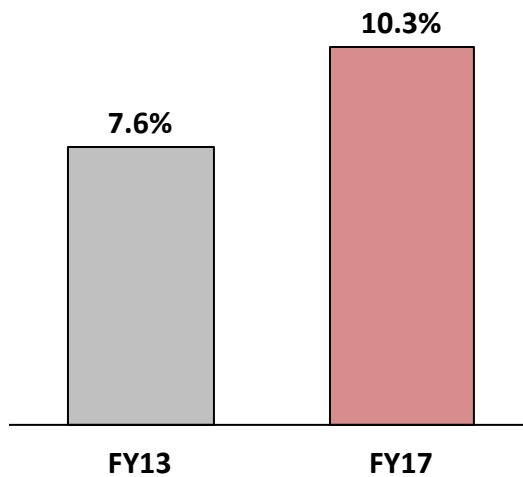
Hofmann Ceramic [Euro mn]

El Ceramics [\$ mn]

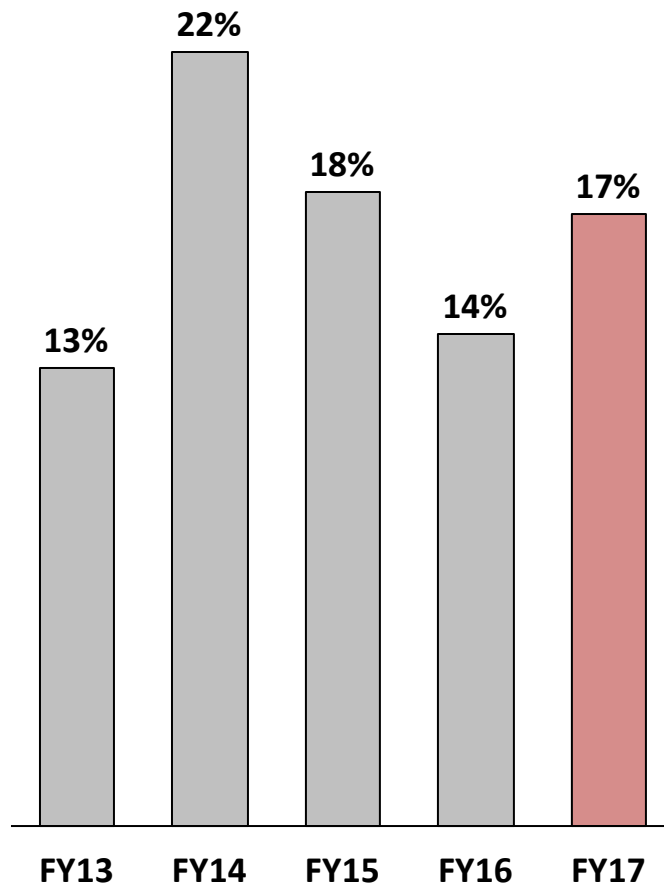
EBITDA



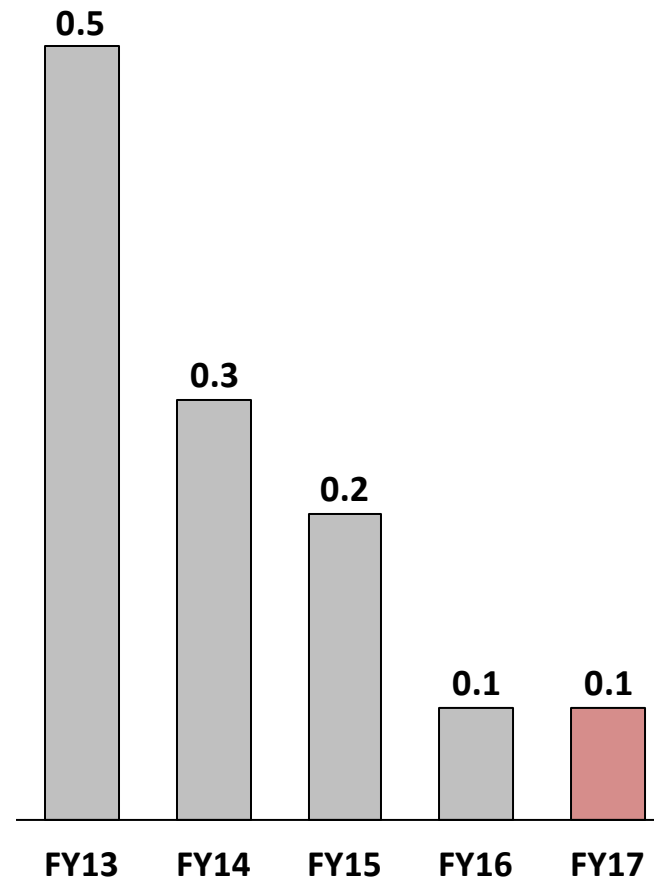
ROCE



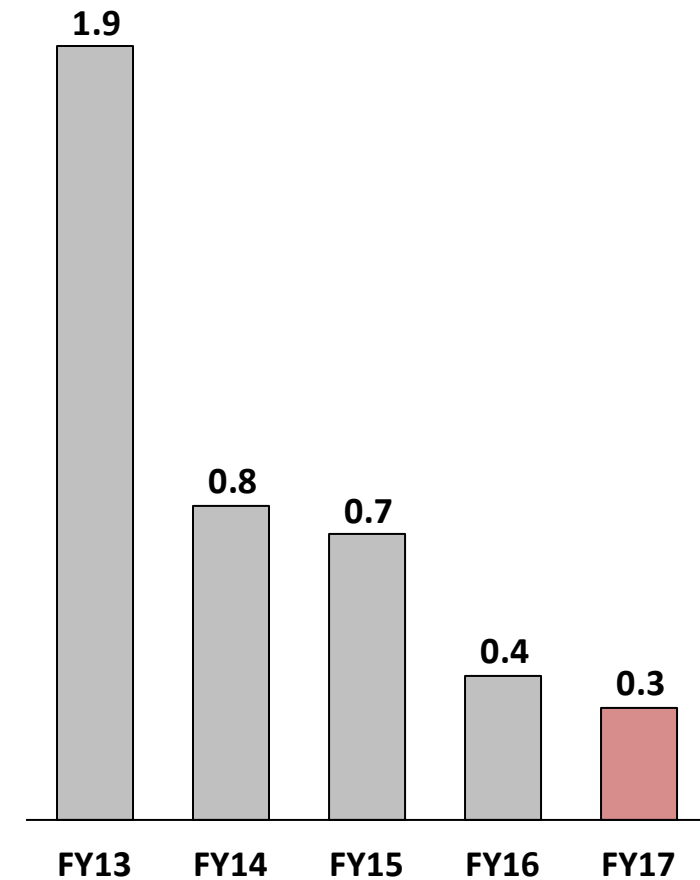
Return on Capital Employed



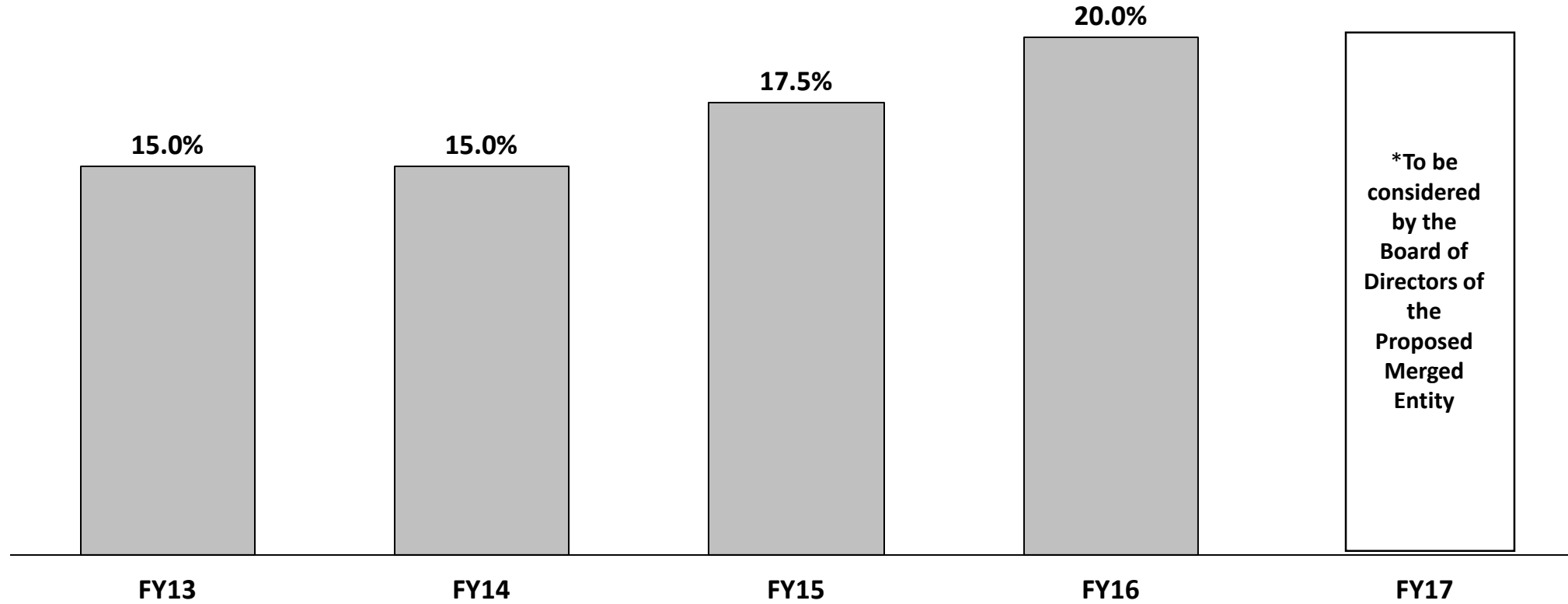
Net Debt : Equity [x]



Net Debt : EBITDA [x]



# ...with consistent Payout



Particulars (Rs.)	FY13	FY14	FY15	FY16	FY17
Consolidated Book Value per Share	70.9	95.1	99.6	111.7	116.9
Consolidated Earning Per Share	7.9	18.3	15.1	12.1	15.1
Dividend Per Share	1.5	1.75	2.00	2.00	*as per Note Above

Two overlapping, elongated, trapezoidal shapes in shades of orange and brown, positioned on the left side of the slide. The top shape is a darker brown, and the bottom shape is a lighter orange, both tapering towards the right.

## About Us

# A Global MNC...



# ...with strong management team...



**Mr. S.K. Bajoria -  
Chairman**



- Promoter of S K Bajoria Group based at Kolkata engaged in diversified business activities
- Has been President of the Indian Chamber of Commerce, Director of West Bengal Industrial Development Corporation Ltd and Industrial Promotion & Investment Corporation of Orissa Ltd

**Mr. P. Bajoria -  
Managing  
Director**



- Associated with IFGL from the very early days of Indo Flogates, even before the start of production in 1984. Has been Director & Chief Executive of erstwhile Indo Flogates Ltd.
- More than 30 years of experience of Refractory Industry and has been involved in various capacities in Indian Refractories Makers Association

**Mr. Giorgio  
Cappelli -  
Director,  
Monocon**



- Joined as Director Monocon International Refractories Ltd in May, 2015, and fully involved in Overseas Operations of Group
- Is a Doctorate in Industrial Chemistry from Milano University
- Was the Board member & COO of Steel Division of RHI AG Vienna, being one of the leading manufacturers of specialized refractories for Iron & Steel Industry



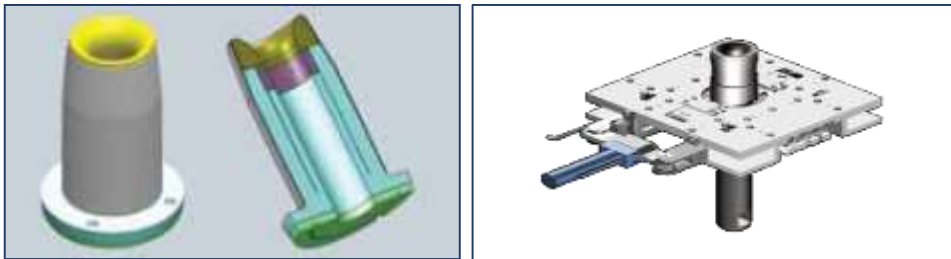
### Isostatic Refractories



### Slide Gate Refractories & Systems



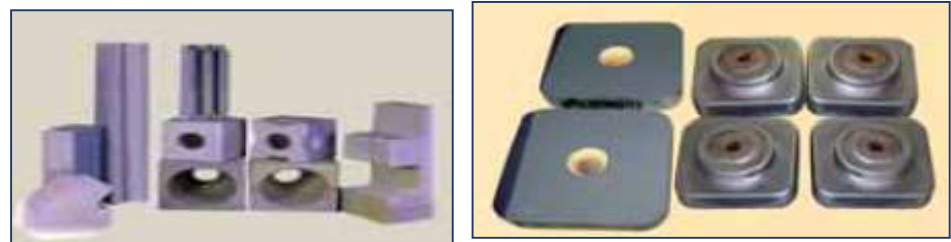
### Tube Changer Refractories & System



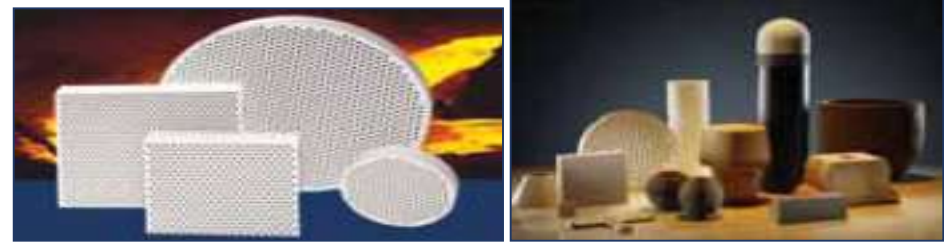
### Purging System & Refractories



### Cast Products & Zirconia Nozzles



### Foundry Ceramics



# ...to reputed names in the Global Steel Industry



**For further information, please contact:**

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**Company :**

IFGL Refractories Ltd.  
CIN - L27202OR1989PLC002971  
Mr. Rajesh Agrawal  
[rajesh.agrawal@ifgl.in](mailto:rajesh.agrawal@ifgl.in)  
  
[www.ifglref.com](http://www.ifglref.com)

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**Investor Relations Advisors :**

Strategic Growth Advisors Pvt. Ltd.  
CIN - U74140MH2010PTC204285  
Mr. Shogun Jain / Mr. Pratik Shah  
[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [pratik.shah@sgapl.net](mailto:pratik.shah@sgapl.net)  
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