



IG PETROCHEMICALS LIMITED

7th February, 2019

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,

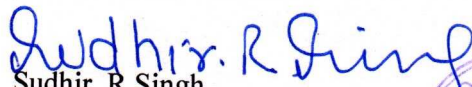
Sub : Investor Presentation – Regulation 30

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith an Investor Presentation on Unaudited Financial Results of the Company for the quarter ended 31st December, 2018.

We request you to kindly take the same on your record.

Thanking you.

Yours faithfully,
For I G Petrochemicals Limited


Sudhir R Singh
Company Secretary



Encl : as above



IG PETROCHEMICALS LIMITED

Investor Presentation – February 2019

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company overview

COMPANY OVERVIEW



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

ISO 9001:2008 for quality management system
ISO 14001:2004 for environment certification from Bureau Veritas

IGPL produces Maleic Anhydride through wash water generated out of the production process of PAN. Maleic Anhydride is used in agro and food businesses

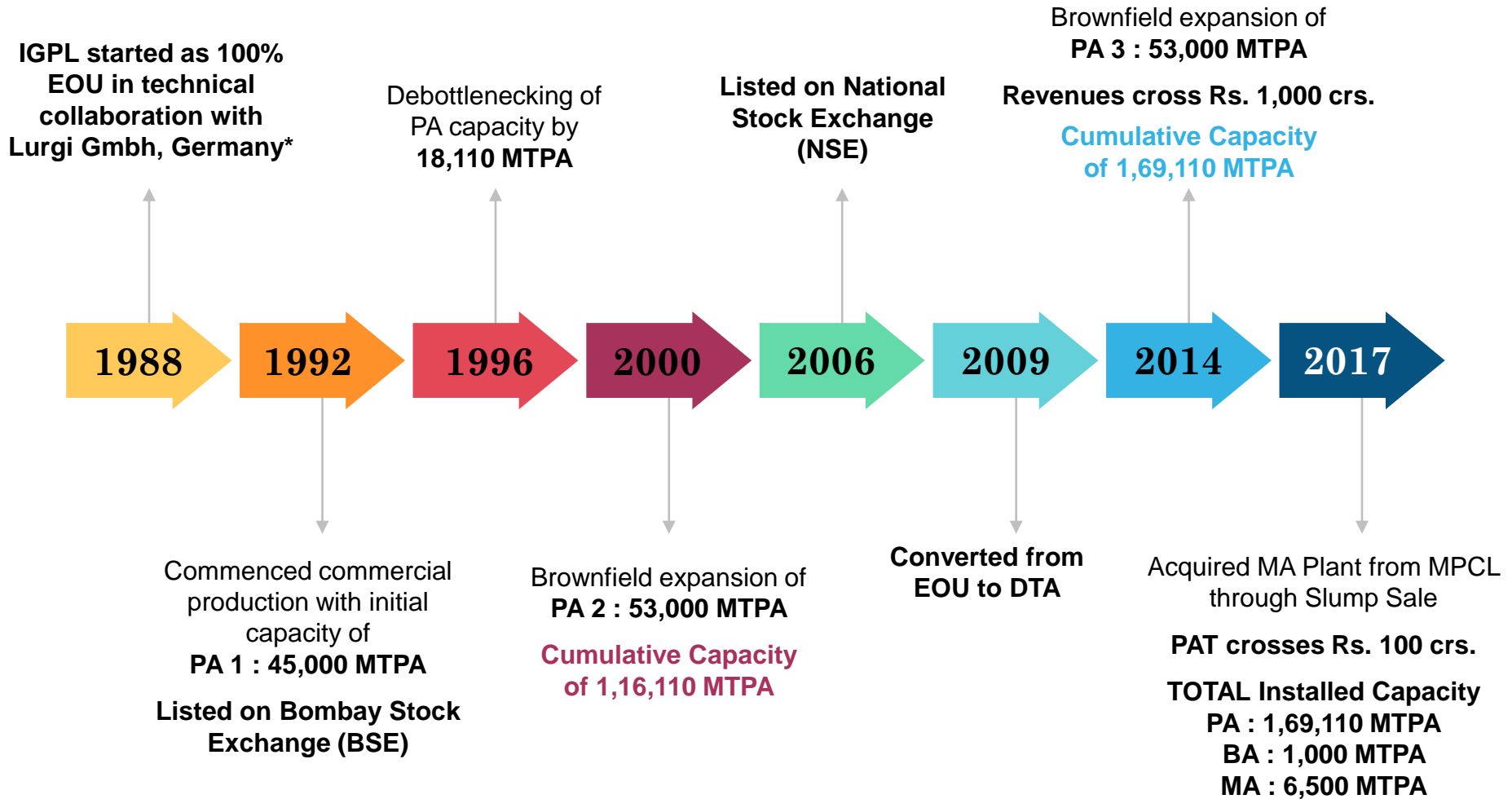
IGPL also manufactures Benzoic Acid (BA) as a by product





“ To be well diversified chemicals company with leadership position in Phthalic Anhydride Industry ”

JOURNEY SO FAR

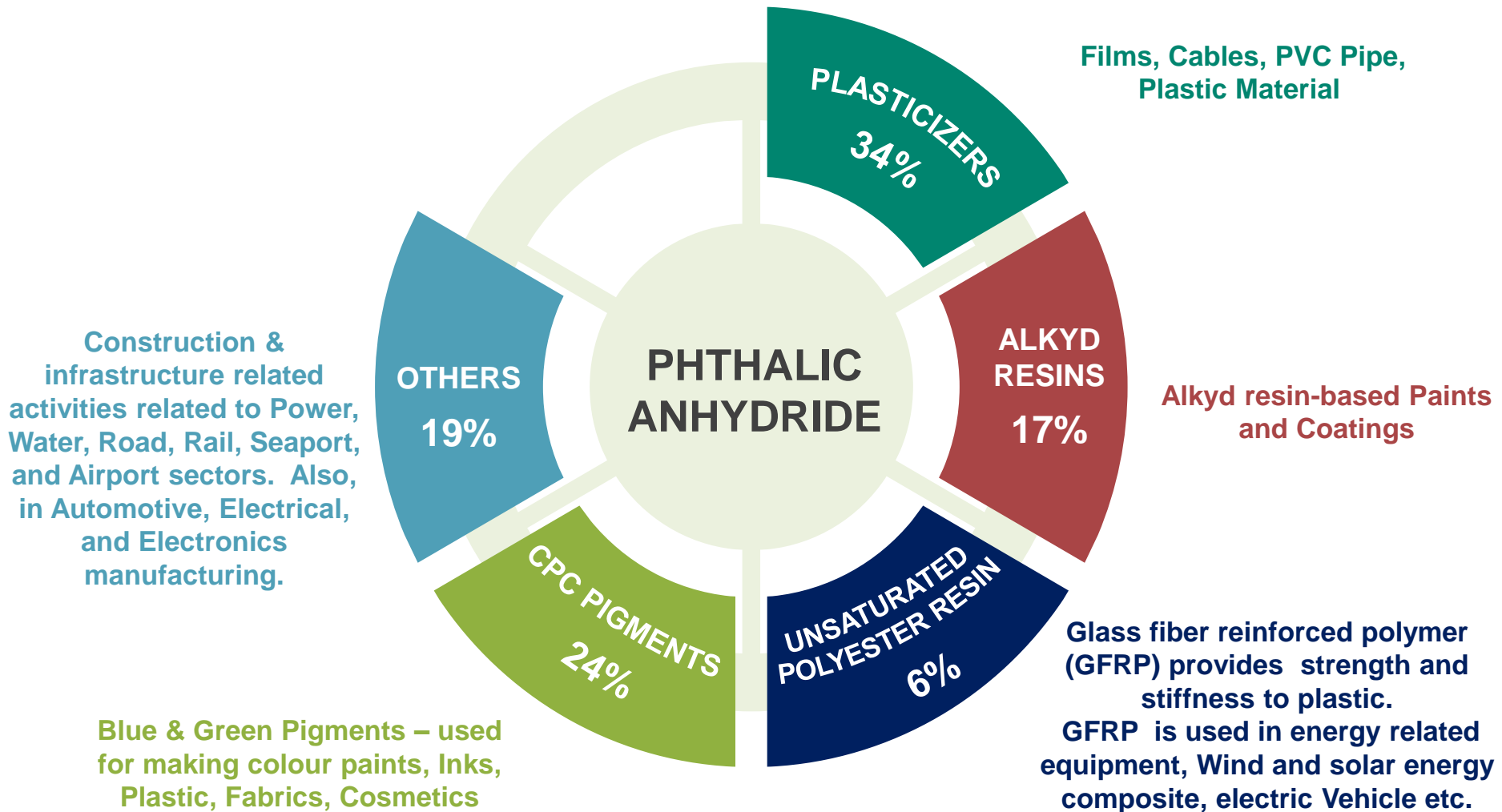


* For an initial period of 10 years

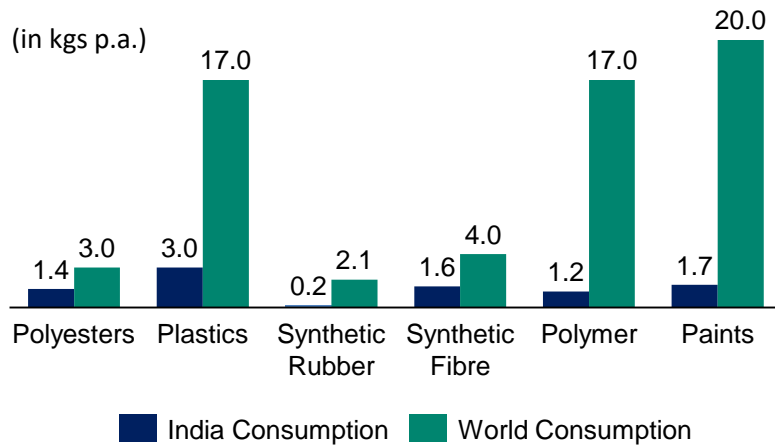


business overview

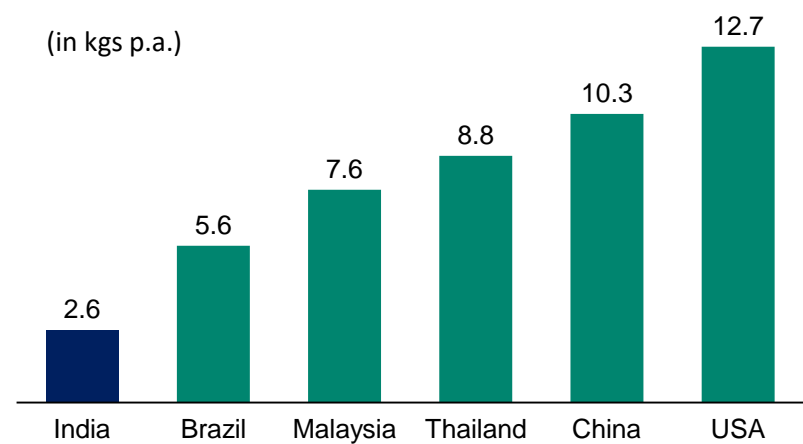
END USER INDUSTRY & APPLICATION



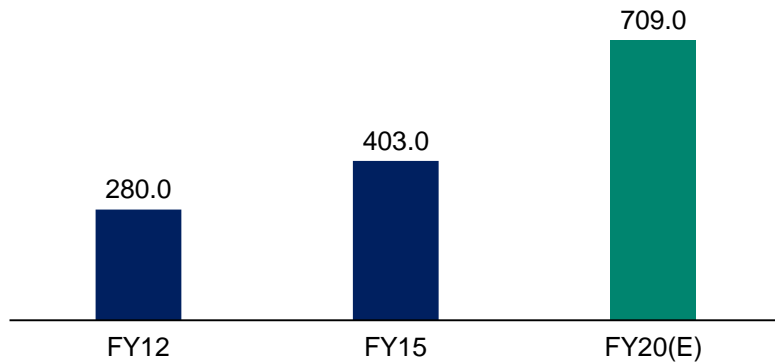
Low per capita consumption of End Users



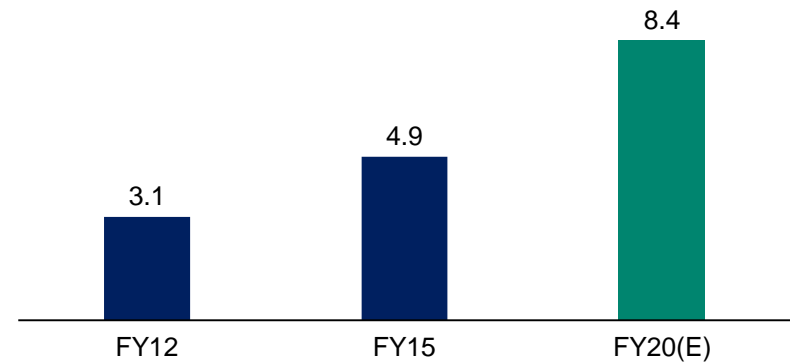
Per capita consumption of suspension PVC



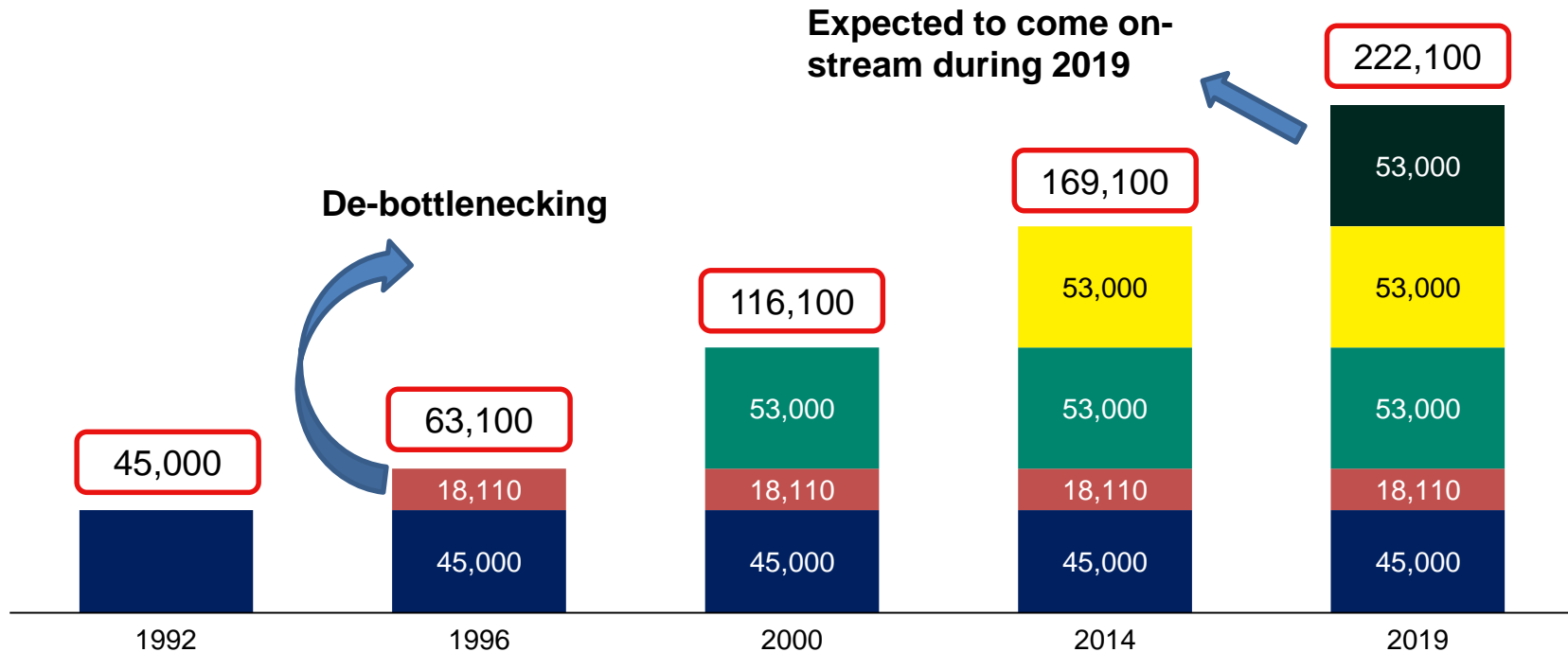
Indian Paint Industry – INR - Billion



Indians Dyes & Pigments Market – US\$ Billion



SCALING UP OF CAPACITY

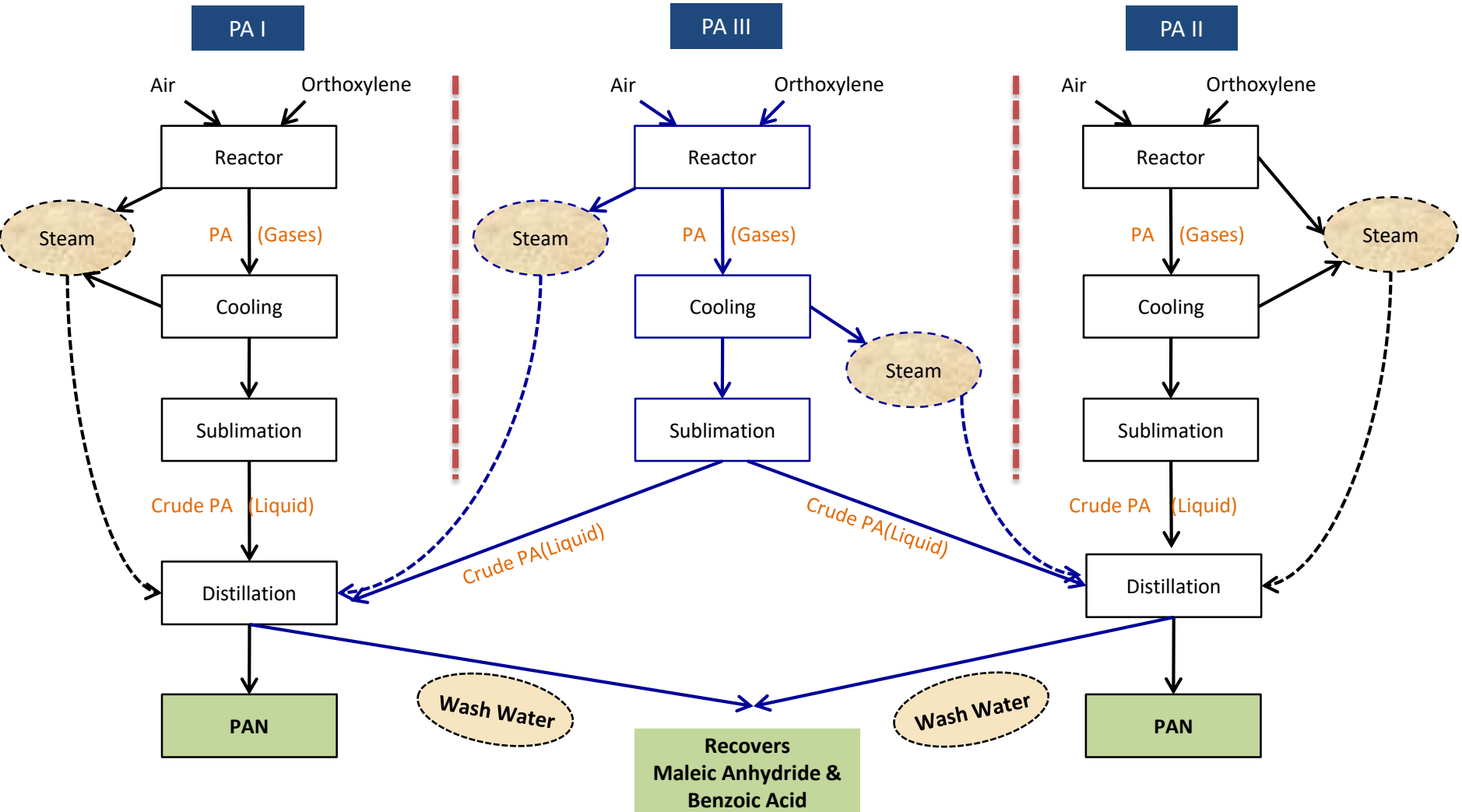


Plants are engineered with **German Technologies** and are designed on the low energy based processes

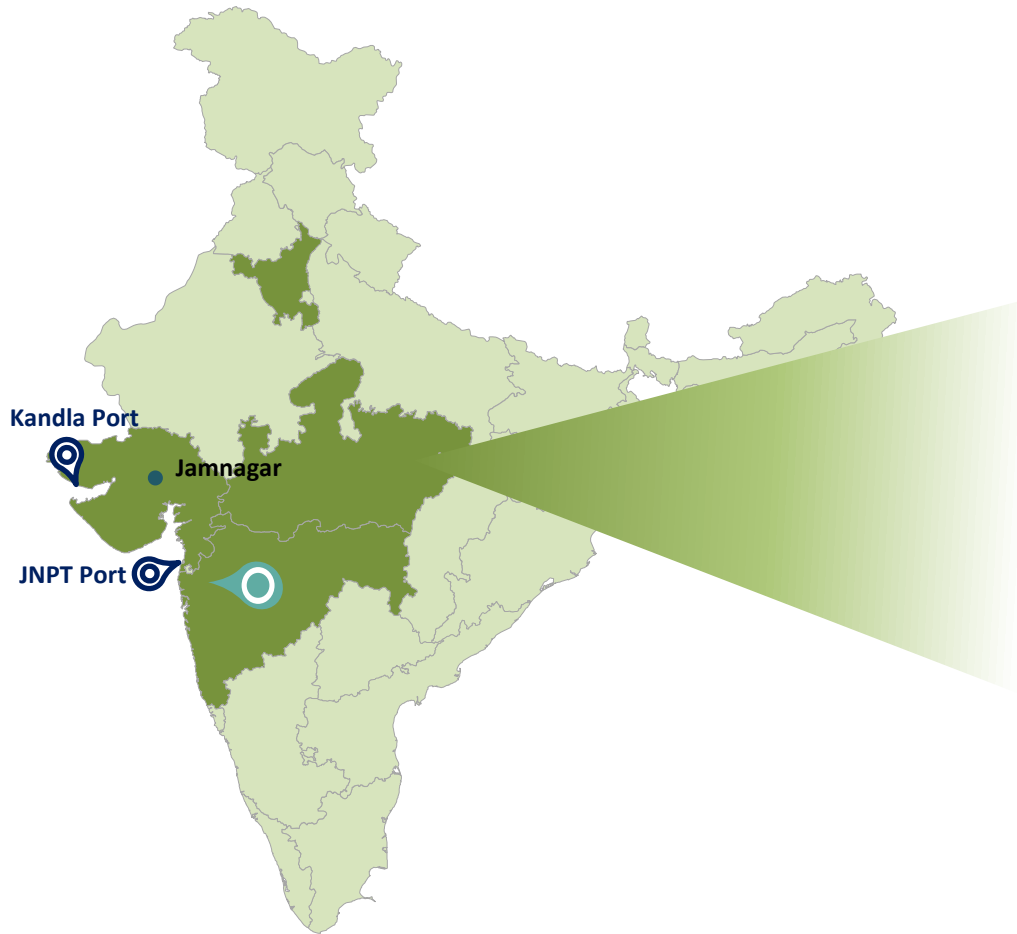
Company also undertook **significant process enhancement initiatives** through capacity expansion

Steam generated from the production process used for Company's captive power requirements

PRODUCTION PROCESS



STRATEGICALLY LOCATED PLANT....



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 Raw Material

 **IGPL Plant at MIDC - Taloja, Maharashtra**

 **Chemical Belt in Western India**

LARGE CUSTOMER BASE



Sales Breakup

Export Sales, 15%

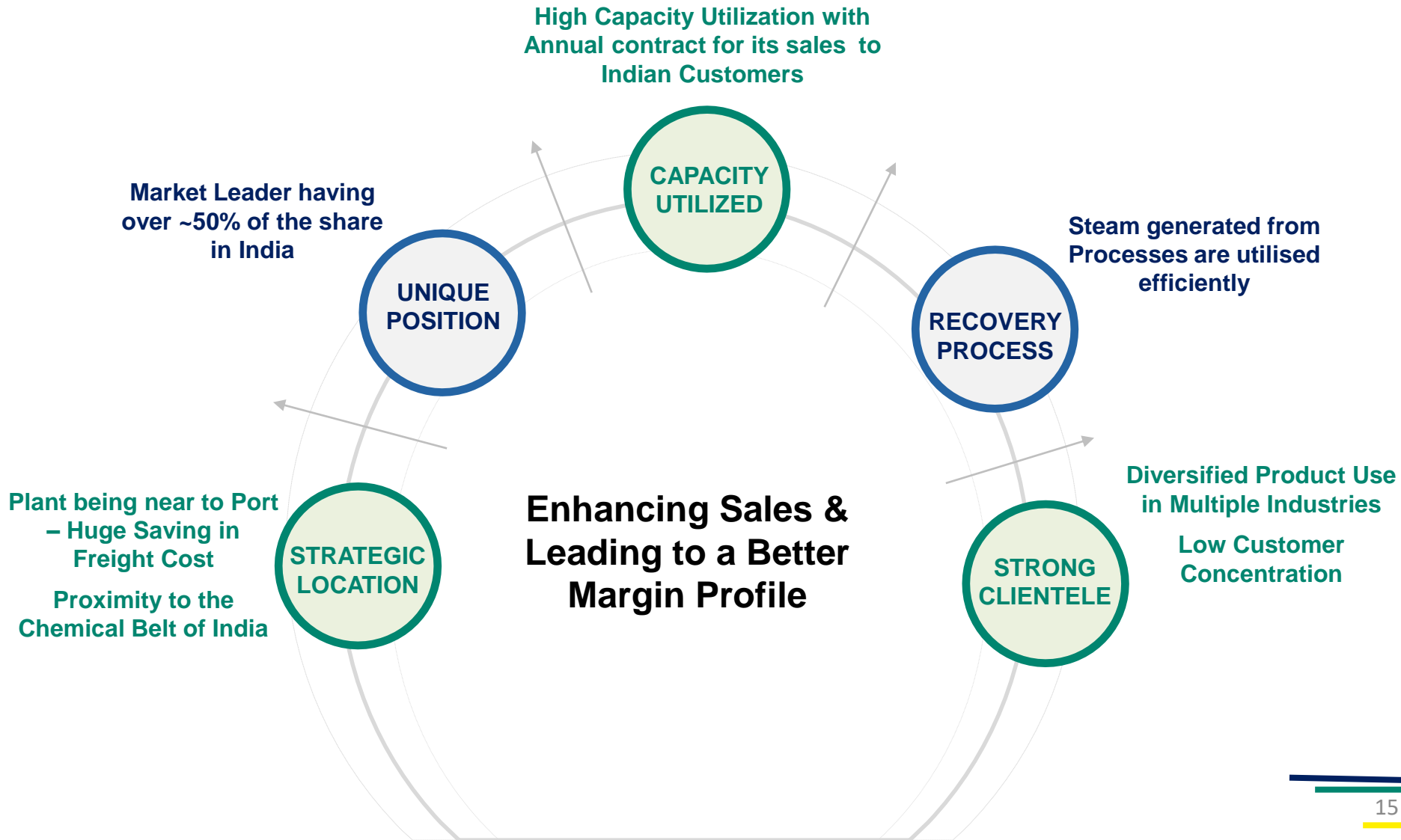


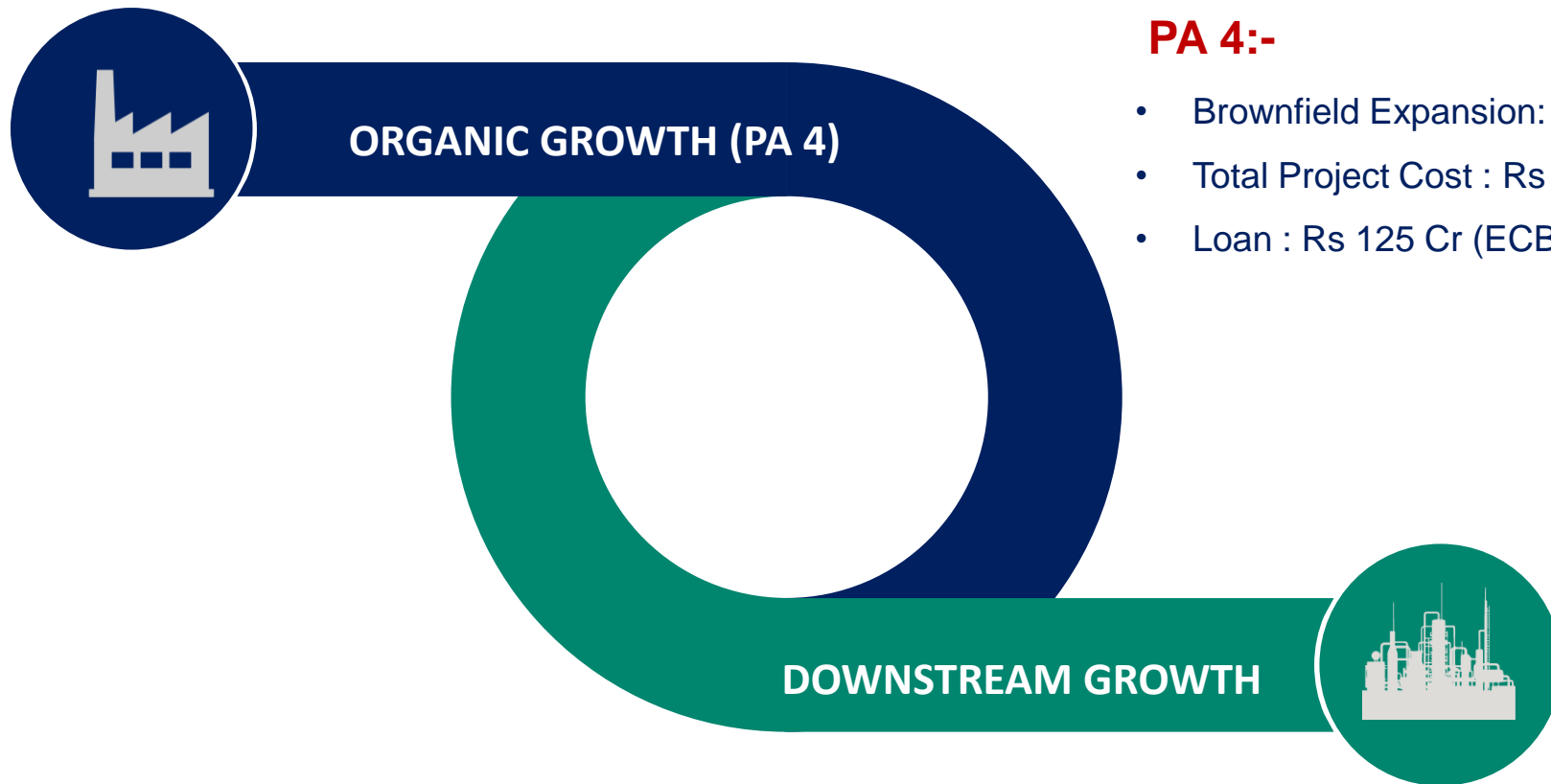
Domestic Sales, 85%



key strengths and strategies

KEY COMPETITIVE STRENGTHS





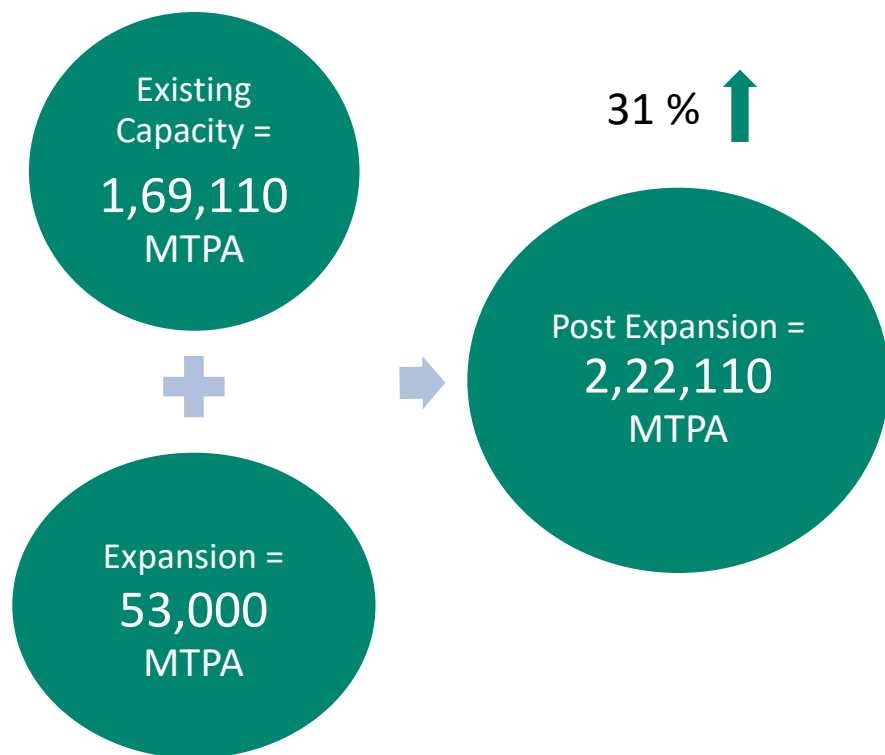
PA 4:-

- Brownfield Expansion: 53,000 MTPA
- Total Project Cost : Rs 320 Cr
- Loan : Rs 125 Cr (ECB)

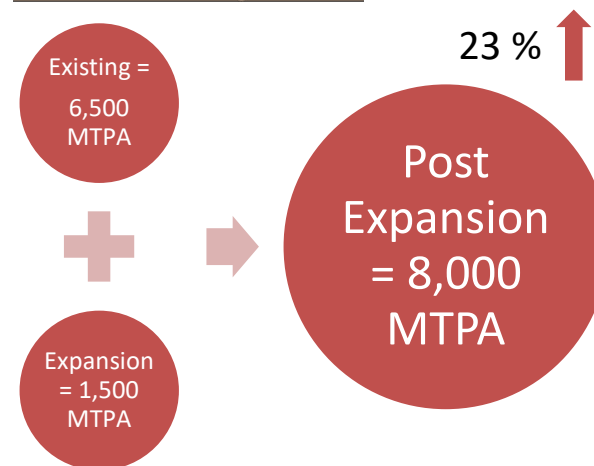
Capacities to come on-stream during 2019

Production Capacity Pre & Post Expansion

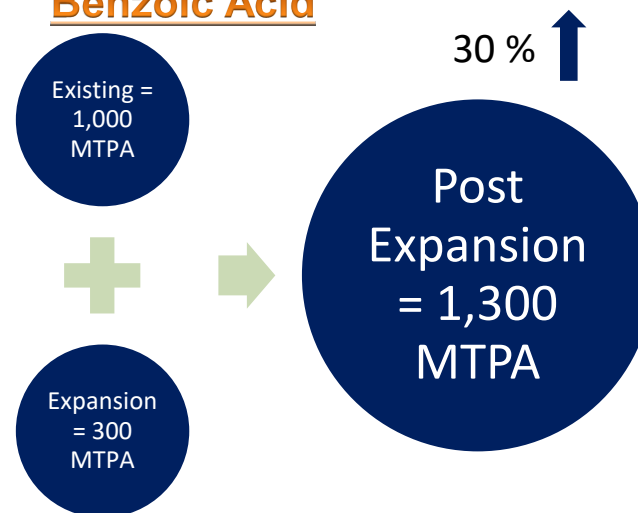
Phthalic Anhydride



Maleic Anhydride

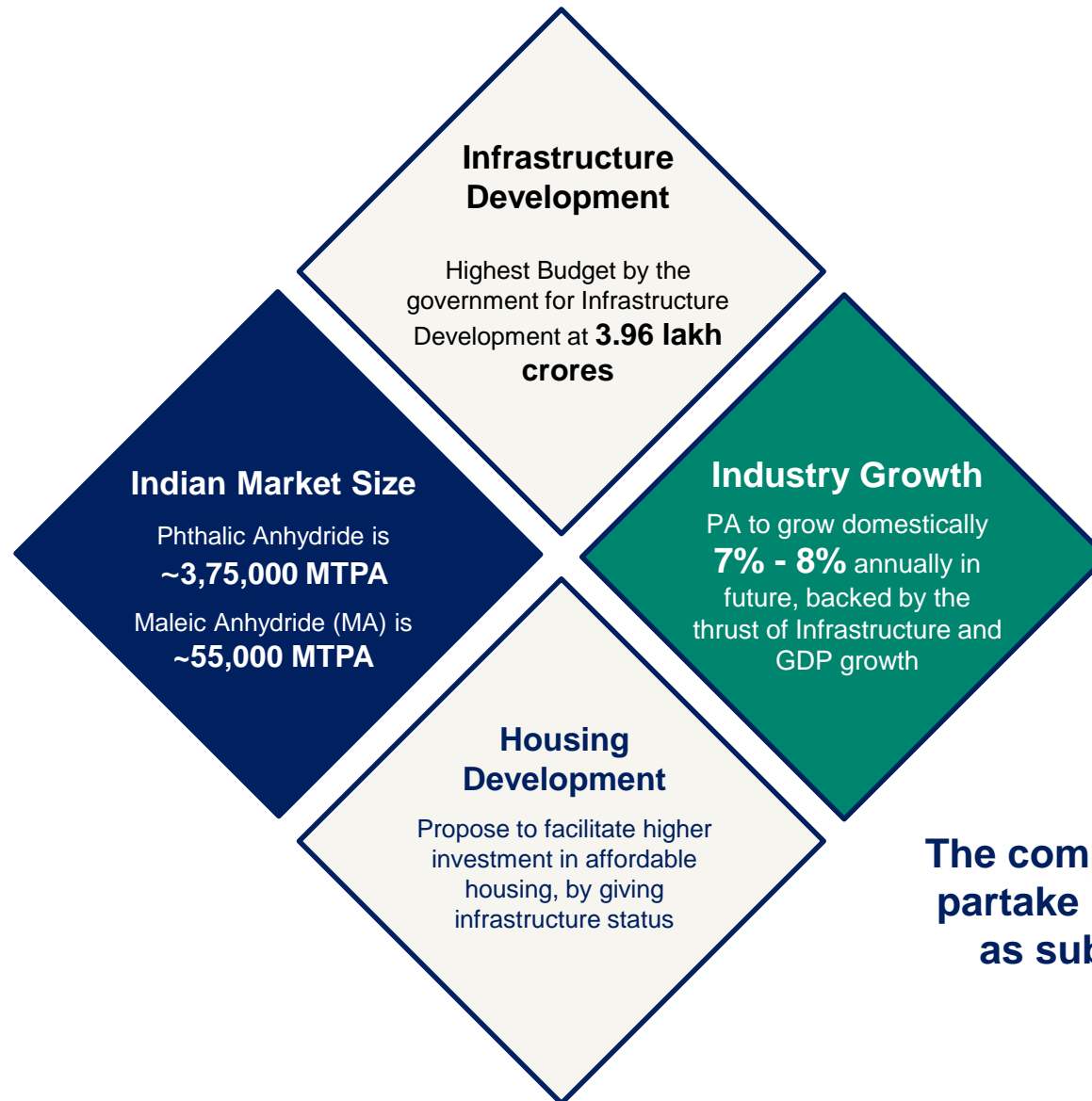


Benzoic Acid





industry overview



The company is uniquely positioned to partake in the industry growth as well as substitute imports resulting in higher market share

- 1** **Stable Crude Prices**
Better Realizations
- 2** **Global Market Improvements**
Well positioned to grab the opportunities
- 3** **Better Economic Scenario**
Influence demand for the product in downstream markets
- 4** **Infrastructure Thrust**
Strong & Constant domestic demand for the Product
- 5** **Increase in Consumption**
Increase fuelled by rising demand for plasticizers, paints etc
- 6** **Indian Government Initiatives**
Focus on Rural Water Management – Demand for PVC Pipes
- 7** **Dominance by Asia Pacific Region**
Likely to expand at a CAGR of 6.10% from 2016 to 2024

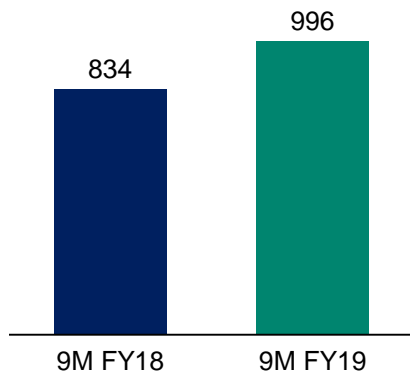


financial highlights – Q3 & 9M FY19

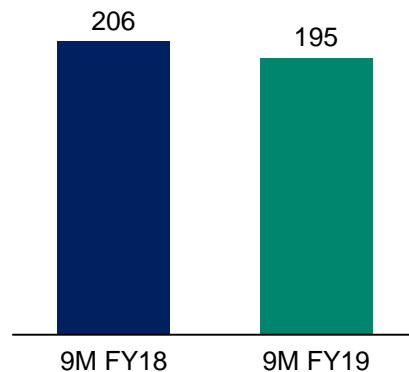
FINANCIAL HIGHLIGHTS – 9M FY19



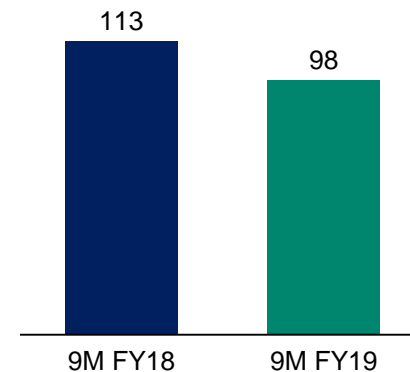
Revenue[^]



EBITDA[^]

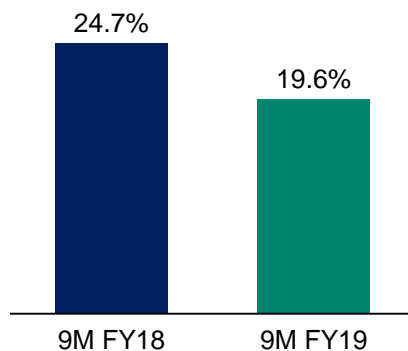


PAT

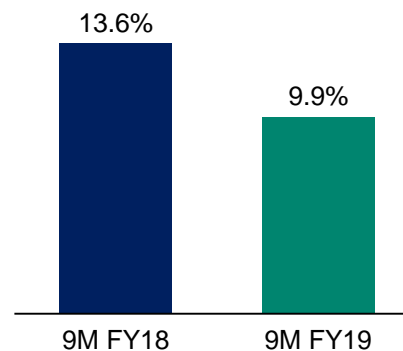


Rs. Crores

EBITDA[^] (%)



PAT (%)



The Financial Results for 9M FY19 have been prepared in accordance with the Indian Accounting Standards (Ind AS)

[^] Includes Other Income

PROFIT & LOSS STATEMENT – Q3 & 9M FY19



| Particulars (Rs. Crores)* | Q3 FY19 | Q3 FY18 | 9M FY19 | 9M FY18 |
|---------------------------------|--------------|--------------|--------------|--------------|
| Revenue from Operations^ | 318 | 296 | 996 | 834 |
| Total Raw Material | 241 | 187 | 674 | 519 |
| Employee Expenses | 14 | 15 | 47 | 40 |
| Other Expenses | 26 | 19 | 79 | 68 |
| EBITDA^ | 36 | 73 | 195 | 206 |
| EBITDA Margin (%) | 11.3% | 24.8% | 19.6% | 24.7% |
| Depreciation | 7 | 6 | 20 | 19 |
| EBIT | 29 | 67 | 175 | 188 |
| EBIT Margin (%) | 9.2% | 22.6% | 17.6% | 22.5% |
| Finance Cost | 2 | 3 | 9 | 12 |
| Exceptional Items | 0 | 0 | 10 | 0 |
| Profit before Tax | 27 | 64 | 157 | 175 |
| Tax | 10 | 23 | 59 | 62 |
| Profit After Tax | 18 | 40 | 98 | 113 |
| PAT Margin (%) | 5.5% | 13.7% | 9.9% | 13.6% |
| EPS | 5.71 | 13.13 | 31.91 | 36.74 |

The Financial Results for Q3 FY19 have been prepared in accordance with the Indian Accounting Standards (Ind AS)

^ Includes Other Income

On Standalone Basis

BALANCE SHEET as on 30th September 2018



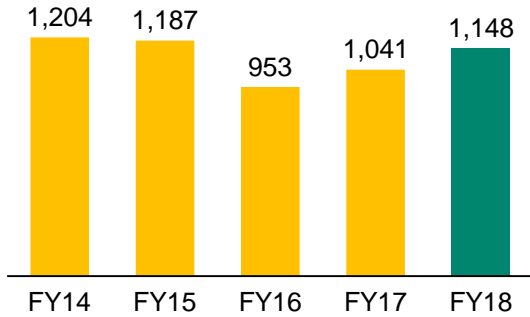
| Particulars (Rs. Crores) | Sept – 18 | Mar - 18 |
|--------------------------------------|--------------|--------------|
| Equity | | |
| Equity Share Capital | 30.8 | 30.8 |
| Other Equity | 563.2 | 497.3 |
| Total Equity | 594.0 | 528.1 |
| Non Current Liabilities | | |
| Financial Liabilities | | |
| Borrowings | 31.1 | 29.2 |
| Other Liabilities | 30.7 | 37.5 |
| Provisions | 3.1 | 2.8 |
| Deferred Tax Liabilities (Net) | 40.0 | 37.1 |
| Total Non Current Liabilities | 104.9 | 106.6 |
| Current Liabilities | | |
| Financial Liabilities | | |
| Borrowings | 3.4 | 0.0 |
| Trade Payables | 185.6 | 149.8 |
| Other Financial Liabilities | 27.9 | 28.6 |
| Other Current Liabilities | 10.2 | 13.3 |
| Provisions | 1.1 | 0.8 |
| Total Current Liabilities | 228.3 | 192.6 |
| Total Equity and Liabilities | 927.2 | 827.3 |

| Particulars (Rs. Crores) | Sept – 18 | Mar – 18 |
|-------------------------------------|--------------|--------------|
| Non Current assets | | |
| Property, Plant and Equipment | 391.8 | 400.8 |
| Capital Work-In-Progress | 46.2 | 25.7 |
| Goodwill | 2.0 | 2.0 |
| Other Intangible Assets | 0.7 | 0.1 |
| Intangible Assets under development | 0.0 | 0.6 |
| Financial Assets | | |
| Investments | 53.7 | 49.0 |
| Loans | 1.4 | 1.3 |
| Other Financial Assets | 3.6 | 3.2 |
| Non Current Tax Assets | 0.0 | 6.6 |
| Other Non-Current Assets | 40.2 | 23.8 |
| Total Non Current Assets | 539.7 | 513.0 |
| Current Assets | | |
| Inventories | 129.7 | 94.4 |
| Financial Assets | | |
| Investments | 62.2 | 40.7 |
| Trade Receivables | 154.7 | 138.8 |
| Cash and Cash Equivalents | 1.4 | 4.5 |
| Bank Balances | 16.8 | 16.7 |
| Loans | 0.6 | 0.6 |
| Other Financial Assets | 2.8 | 0.7 |
| Other Current Assets | 19.3 | 17.9 |
| Total Current Assets | 387.5 | 314.3 |
| Total Assets | 927.2 | 827.3 |

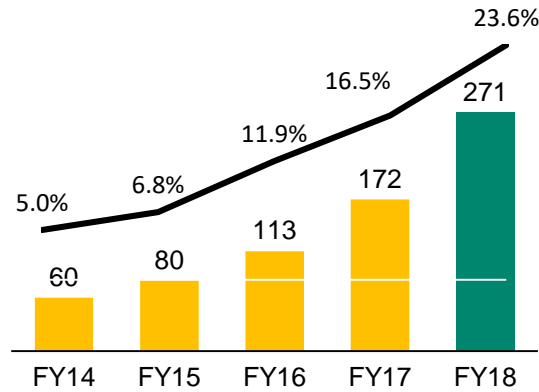
FINANCIAL HIGHLIGHTS



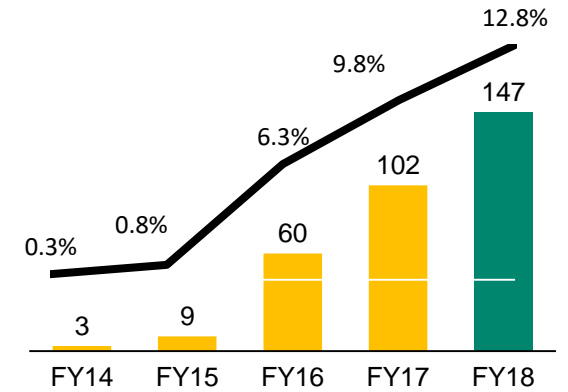
Revenue^ (Rs. Crores)



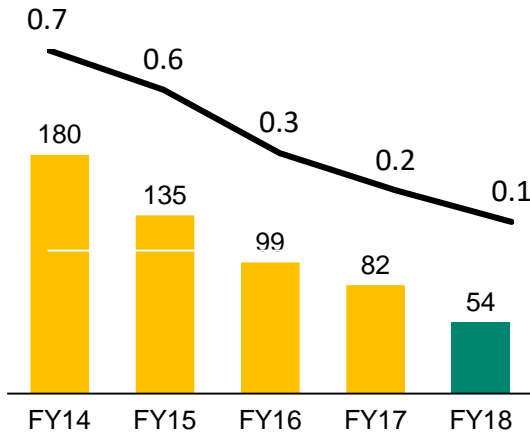
EBITDA^ (Rs. Crores) and Margin %



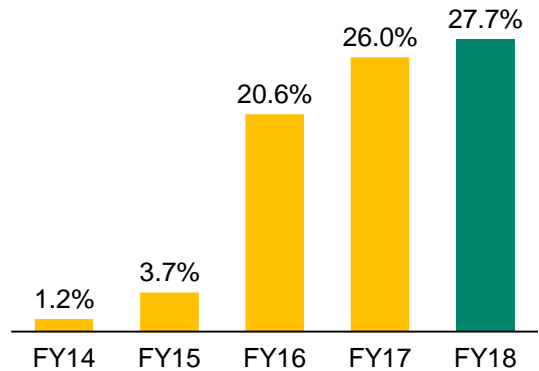
PAT (Rs. Crores) and Margin %



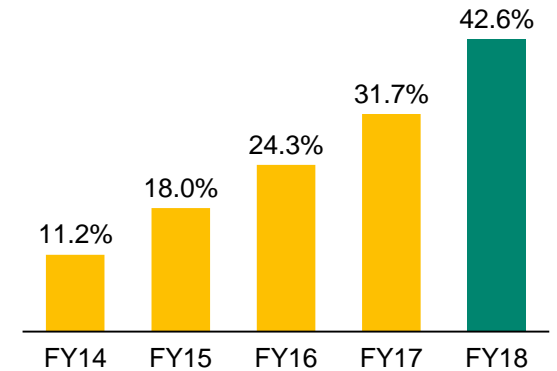
Net Debt (Rs. Crores) & Net Debt / Equity



ROE %



ROCE %



^ Includes Other Income

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

- ❑ 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.

For further information, please contact

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