



IG PETROCHEMICALS LIMITED

7th February, 2022

SECT/1042

BSE Limited Corporate Relationship Department 1 st Floor, P J Towers Dalal Street Mumbai - 400 001 <u>Scrip Code: 500199</u>	The National Stock Exchange of India Ltd. Exchange Plaza Bandra Kurla Complex Bandra (East) Mumbai – 400 051 <u>Scrip Code: IGPL</u>
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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 the financial results of the Company for the quarter and nine months ended 31st December, 2021.

Kindly take the same on your record.

Thanking you,

Yours faithfully,
For I G Petrochemicals Limited

Sudhir R Singh
Company Secretary

Encl.: As Above



I G Petrochemicals Limited

Investor Presentation –February 2022



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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



Q3 & 9MFY22 Highlights



Quarterly Performance

Nine-Monthly Performance

Key Highlights

Q3 FY22

9M FY22

Total Revenue[^]
growth on YoY basis

Rs 509 Cr

61%



Rs 1,371 Cr

95%



EBITDA
growth on YoY basis

Rs 114 Cr

18%



Rs 298 Cr

91%



PAT
growth on YoY basis

Rs 74 Cr

18%



Rs 191 Cr

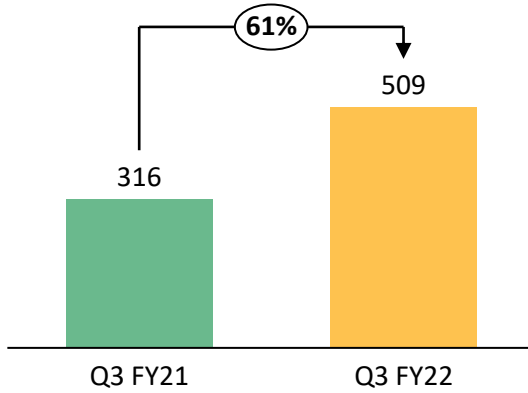
115%



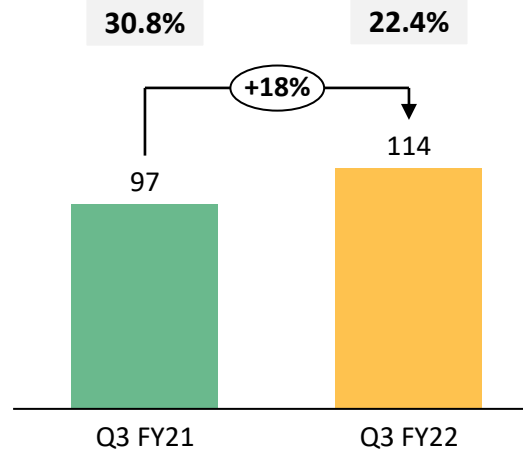
- Strong performance in terms of revenue & profitability was primarily driven by the expansion of PA-4 unit, better price realization, and robust demand of Phthalic Anhydride & Maleic Anhydride
- **Diethyl Phthalate (New downstream product i.e. Advance Plasticizer)** has started contributing to the total business and is expected to ramp up production in the next 3-4 months
- Brownfield Expansion of Phthalic Anhydride (PA-5 unit) is on track and is expected to complete by March 2024.

Performance Highlights

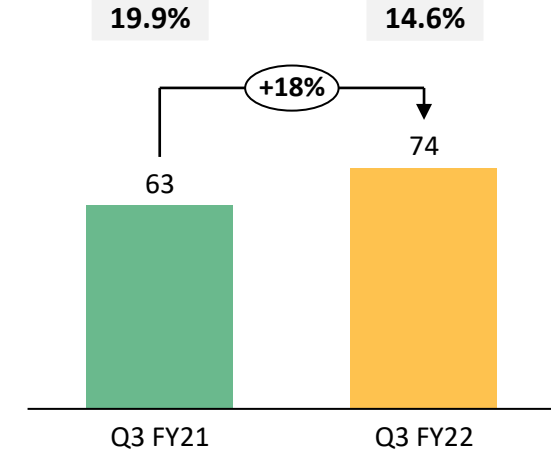
Revenue^ (Rs. Cr)



EBITDA^ (Rs. Cr)

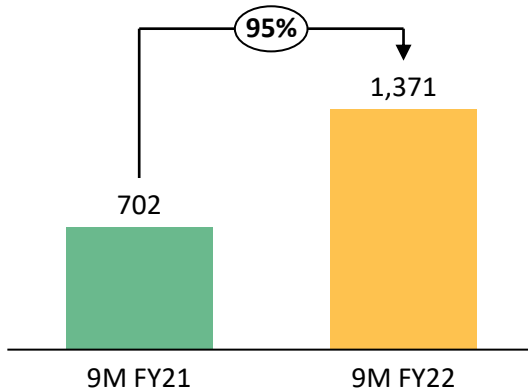


PAT (Rs. Cr)

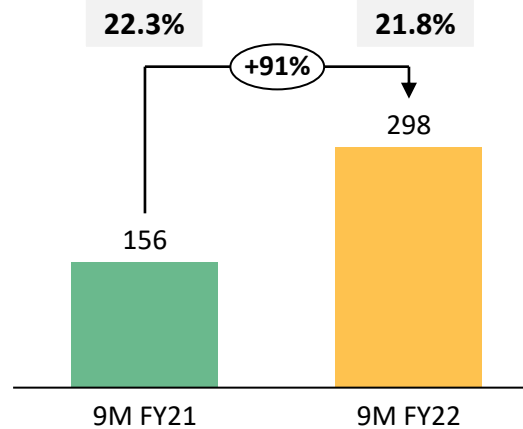


Margin

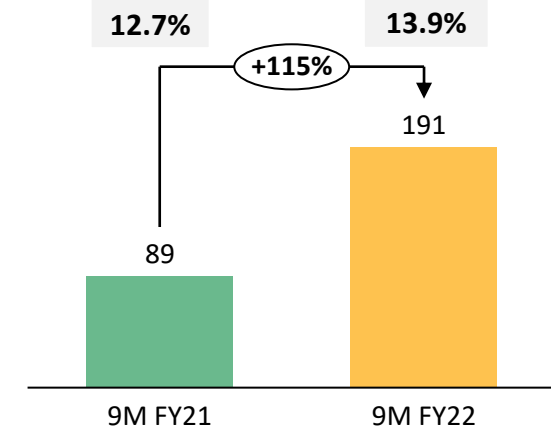
Revenue^ (Rs. Cr)



EBITDA^ (Rs. Cr)



PAT (Rs. Cr)



Margin

Profit & Loss Statement

Particulars (Rs. Cr)	Q3 FY22	Q3 FY21	Y-o-Y	9M FY22	9M FY21	Y-o-Y
Total Revenue[^]	508.9	315.5	61.3%	1,370.6	701.6	95.3%
Raw Material	337.9	171.9		903.9	426.5	
Employee Expenses	21.1	15.4		56.7	45.2	
Other Expenses	35.8	31.1		111.6	73.8	
EBITDA	114.1	97.1	17.5%	298.4	156.2	91.0%
EBITDA Margin (%)	22.4%	30.8%		21.8%	22.3%	
Depreciation	10.9	7.7		32.8	23.6	
EBIT	103.2	89.3		265.6	132.6	
EBIT Margin (%)	20.3%	28.3%		19.4%	18.9%	
Finance Cost	3.2	5.0		9.3	13.3	
Exceptional Items	0.0	0.0		0.0	0.0	
Profit before Tax	99.9	84.3		256.3	119.3	
Tax	25.6	21.4		65.4	30.4	
Profit After Tax	74.4	62.9	18.3%	190.9	88.9	114.8%
PAT Margin (%)	14.6%	19.9%		13.9%	12.7%	
EPS (in Rs.)	24.14	20.41		61.98	28.66	



Company Overview



India's Largest Phthalic Anhydride (PAN) Manufacturer

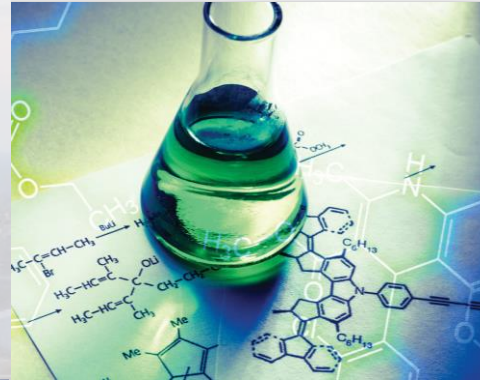


1988

INCORPORATED IN THE YEAR

Largest

PAN* MANUFACTURER IN INDIA



Lowest

COST PRODUCER OF PAN



20+

END USER INDUSTRIES SERVED



3rd Largest

PAN MANUFACTURER IN THE WORLD



ISO Certified

ISO 9001:2015
ISO 14001:2015



Largest

MAN* MANUFACTURER IN INDIA



>50%

DOMESTIC MARKET SHARE

2.22 Lakhs MTPA

PAN CAPACITY

*PAN - Phthalic Anhydride, MAN - Maleic Anhydride

Our State of the Art Manufacturing Facilities

VISION

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



Plants are engineered with **Technical collaboration with Lurgi GmbH, Germany** and are designed on the low energy-based processes



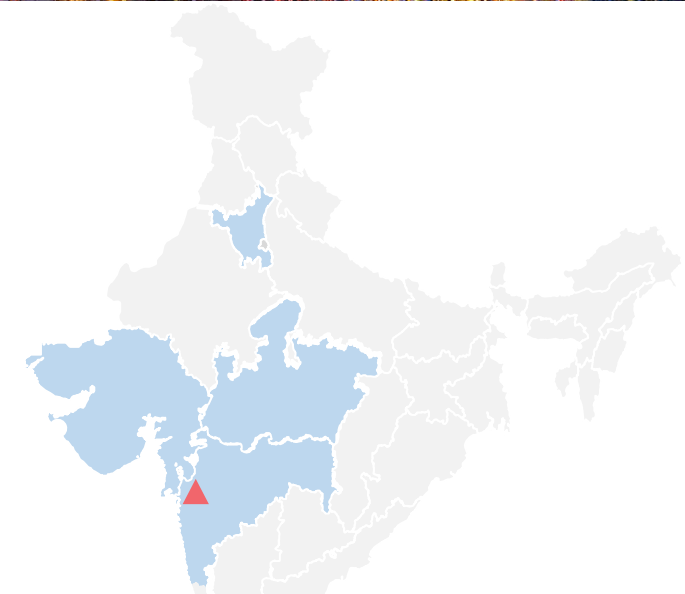
The company has a distinct sourcing and selling advantage due to its strategic location in the **Western Chemical Belt of India**



Post commissioning of the new PA4 plant, we are **a leading PAN manufacturer in India and the global market** and will enable the Company to further ramp up its output for the demand-supply gap in India.



The plant is well connected with **road & port facilities.**

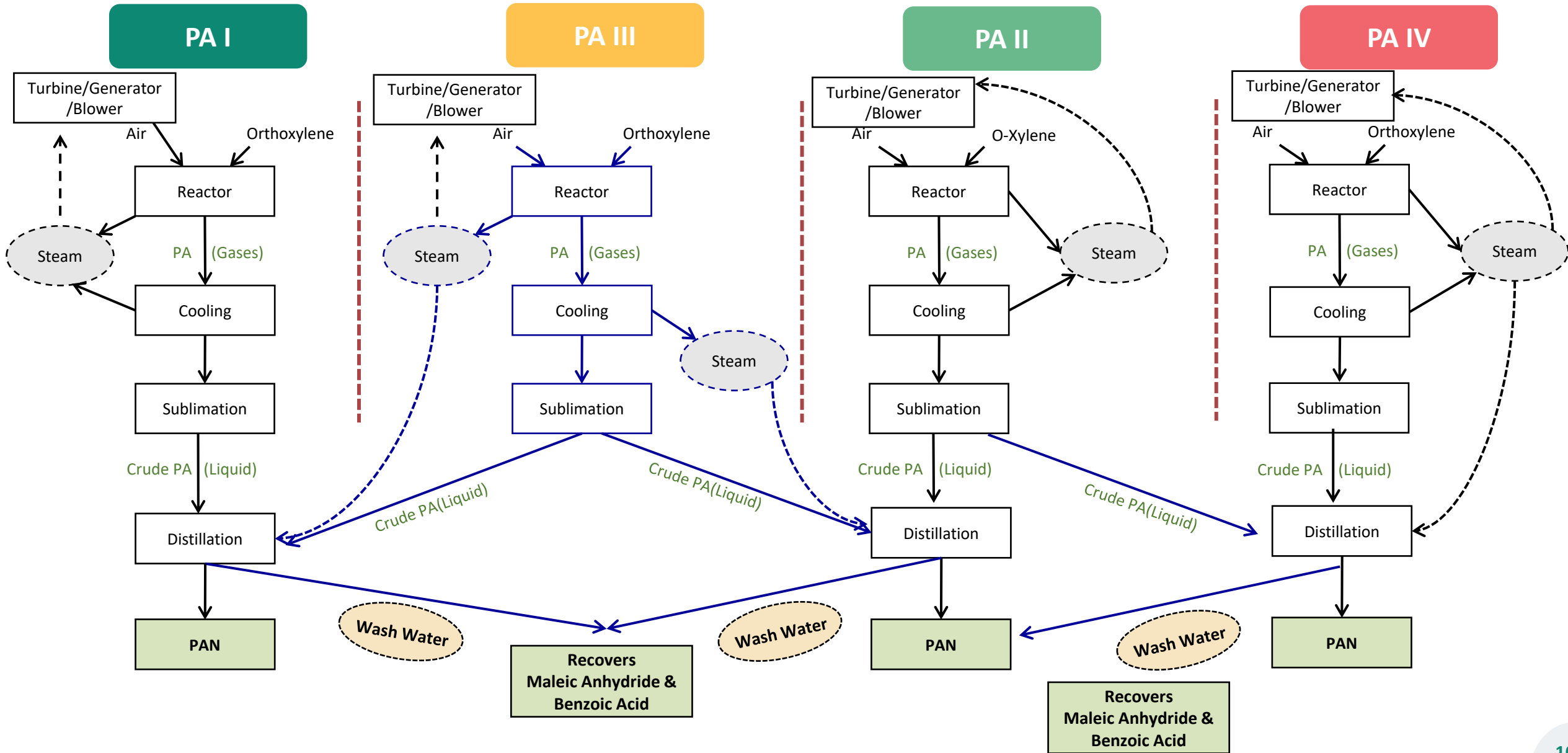


▲ IGPL Plant at MIDC - Talaja, Maharashtra

■ Chemical Belt of Western India

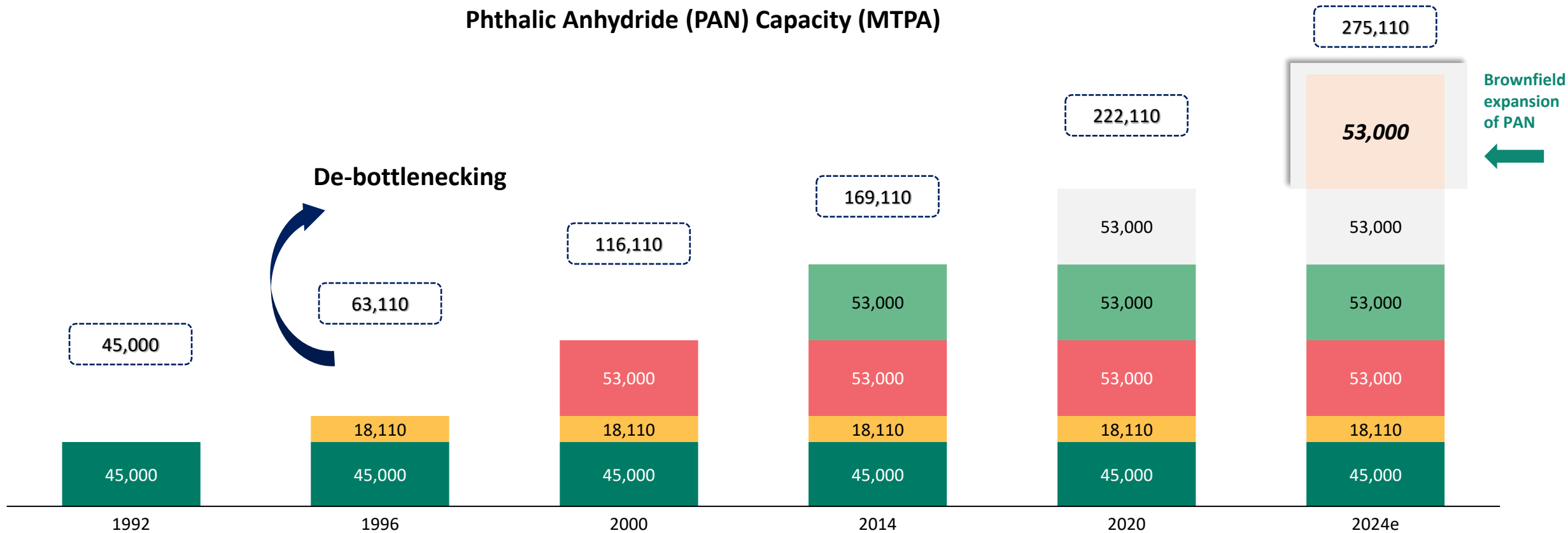
Map not to scale. All data, information and maps are provided “as is” without warranty or any representation of accuracy, timeliness or completeness.

Integrated Manufacturing Process



Our Manufacturing Capacities of PAN

Phthalic Anhydride (PAN) Capacity (MTPA)



The Company has also undertaken **Significant Process Enhancement Initiatives** along with capacity expansions and product diversification



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

Serving 20+ End User Industries

Plasticizers

- Used in manufacturing of poly vinyl chloride (PVC) products
- Shoes, wires & cables
- Pipes & hoses, boxes, containers
- Packaging Films, Medical and surgical equipment

Phthalic Anhydride

Alkyd Resins & Paints

- Paints
- Lacquers
- Dyes insect repellents
- Urethane polyester polyols

Unsaturated Polyester Resin

- Thermostat for manufacturing of fiberglass reinforced plastics for automobile, construction, marine and transportation industries

CPC Pigments

- Inks
- Photovoltaic cells
- Coatings



- Spandex (Elastics)
- Unsaturated Polyester Resins (UPR)
- Lubricating Oil Additives
- Personal Care Products
- Water Treatment
- Detergents
- Insecticides and Fungicides.

Maleic Anhydride

Benzoic Acid

- Perfumes
- Dyes
- Topical medications
- Insect repellants
- Food preservatives

Advance Plasticizers

- Incense sticks
- Perfumes
- Plastic packaging film



Shri M M Dhanuka
Non-executive Chairman

Background : B.E. (Chem) and a founder member of the Company along with his brother Late Shri Shyam Sunder Dhanuka. Possesses varied experience and expertise in Chemical Industries, sales, marketing, commercial, board governance, production and technical.



Shri Nikunj Dhanuka
Managing Director & CEO

Background : Management Graduate and is associated with the Company since 1998. In charge of the overall affairs of the Company. Under his leadership, the overall performance of the Company has been growing at a brisk pace with significant improvement in margins during the last few years.



Shri J.K Saboo
Executive Director

Background : Commerce & Law Graduate and is associated with the Company since 1991. Has more than 40 years of experience in the petrochemical industry & is in charge of the operations of the Company's plant situated at Taloja.



Shri Rajesh R Muni
Non-executive & Independent

Background : A fellow member of The Institute of Chartered Accountants of India. He is a senior partner of M/s R. R. Muni & Co., Practicing Chartered Accountant and has more than 44 years of vast experience in audit and taxation



Dr. A. K. A. Rathi
Non-executive and Independent

Background : B.E. (Hons) Chemical, M.E. (Chemical), Ph.D (Engineering), Diploma in Management, Diploma in Integrated Coastal Zone Management. Been a Professor at CEPT University in the Faculty of Planning and Public Policy. He was Director (Environment) and Chief Technical Adviser to Govt of Gujarat.



Dr. Vaijayanti Pandit
Non-executive and Independent

Background : MA, Ph. D in Management studies from JBIMS. She was Vice President at Adfactors Group and headed FICCI West as the Sr. Director and was Secretary to Indian Merchants' Chamber



Investing In Growth



Capacity Expansion & Strategies

PA 4 Plant

- PAN Capacity of 53,000 MTPA
- Capacity commissioned in Dec 2020



Commissioned



Advance Plasticizers (DEP)

- Capacity of 8,400 MTPA
- Commercial production started in Nov 2021



Commissioned



PA 5 Plant

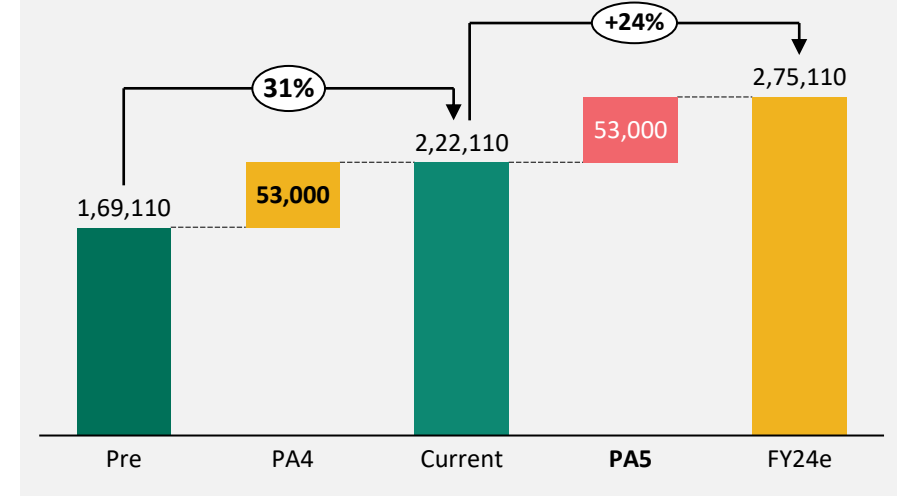
- Project Cost : Rs 345 Crores
- PAN Capacity of 53,000 MTPA
- PA5 unit is expected to commence in March 2024



Upcoming

Phthalic Anhydride

Capacity Post PA 5 Expansion (MTPA)



Expansion of PA5 unit is a brownfield Project

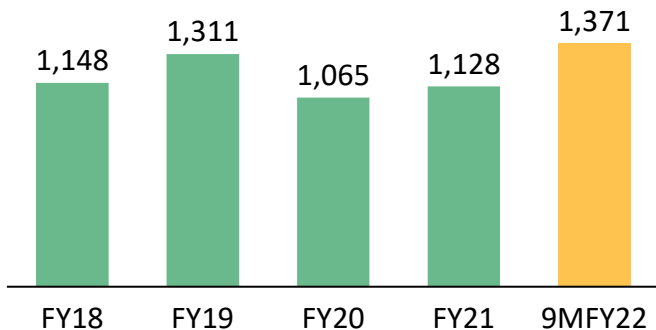


Financial Highlights

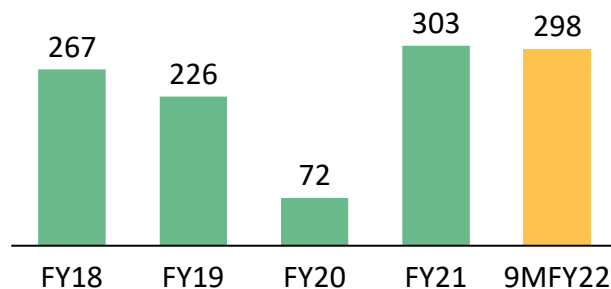


Historical Financial Highlights

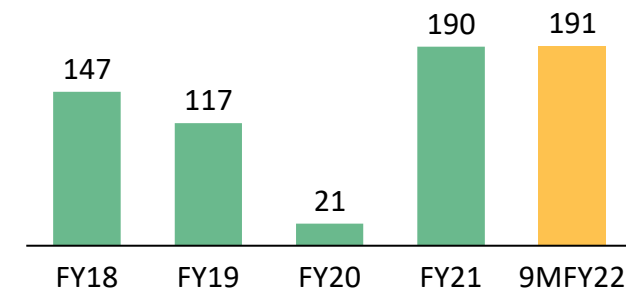
Total Revenue ^ (Rs. Cr)



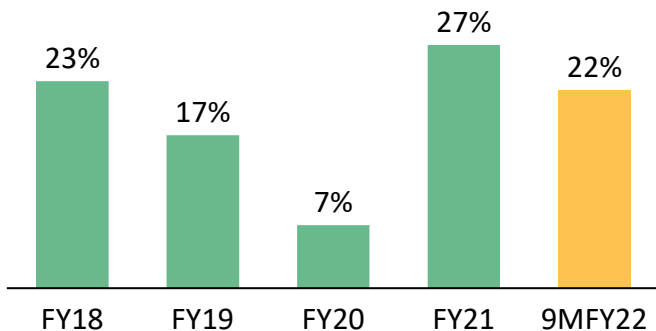
EBITDA ^ (Rs. Cr)



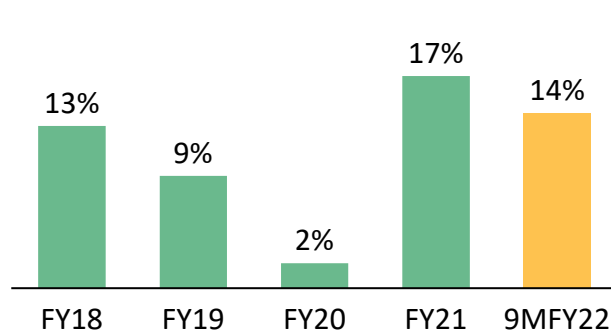
PAT (Rs. Cr)



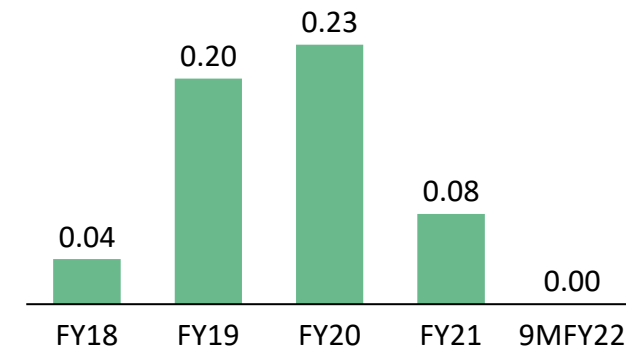
EBITDA Margin (%)



PAT Margin (%)



Net Debt/ Equity (x)

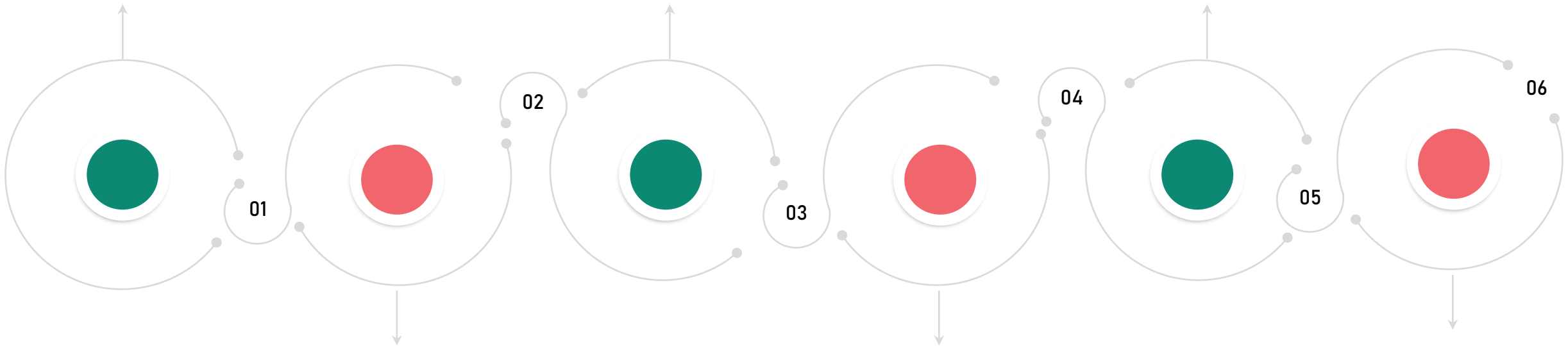


Way Forward

Cater To Increasing Diverse End-user Industries Of PAN

High Capacity Utilization & Recovery Process To Drive Efficiencies And Cost Reduction

To Complete Brownfield PA-5 Project



Increase International Presence

To Rampup New Downstream Advanced Plasticizers Capacity

Diversification Into Downstream & Other Speciality Products

For further information, please contact



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**Thank
You**