



# IG PETROCHEMICALS LIMITED

8<sup>th</sup> August, 2021

SECT/1042

<b>BSE Limited</b> Corporate Relationship Department 1 <sup>st</sup> Floor, P J Towers Dalal Street Mumbai - 400 001 <b><u>Scrip Code: 500199</u></b>	<b>The National Stock Exchange of India Ltd.</b> Exchange Plaza Bandra Kurla Complex Bandra (East) Mumbai – 400 051 <b><u>Scrip Code: IGPL</u></b>
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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 ended 30<sup>th</sup> June, 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 – August 2021**



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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.



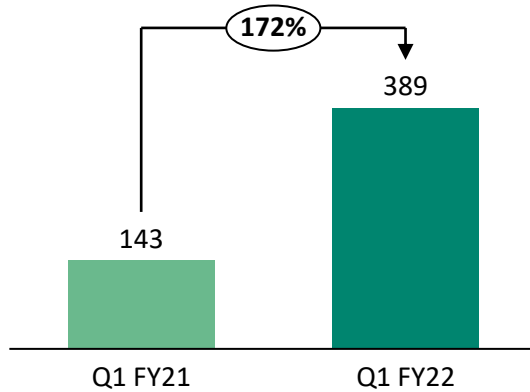


# Q1 FY22 Highlights

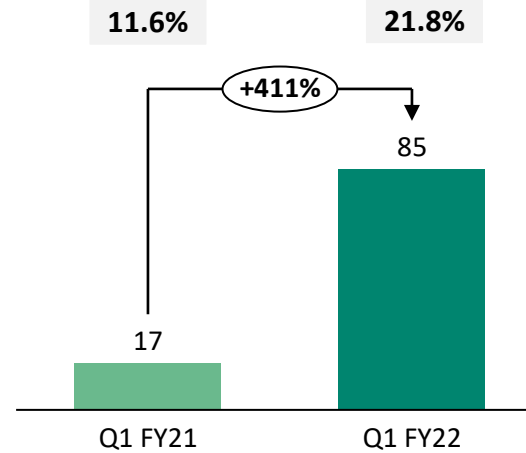


# Continued Business Momentum

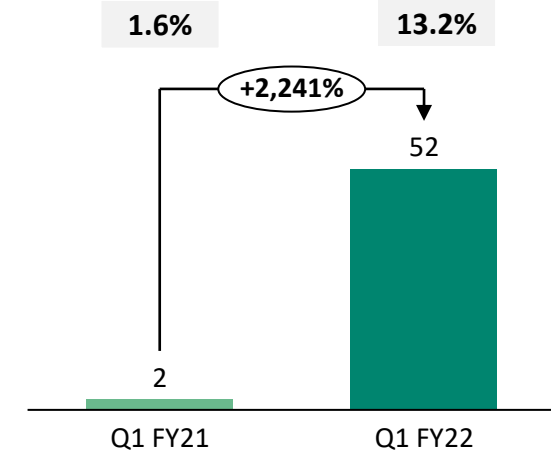
## Revenue^ (Rs. Cr)



## EBITDA^ (Rs. Cr)



## PAT (Rs. Cr)



Margin

## Key Highlights

- In Q1FY22, demand for Phthalic Anhydride was healthy in domestic as well in international markets
- Performance for the quarter is not comparable sequentially due to unusual demand during Q4FY21
- Exports contributed ~20% to total revenue
- Capacity addition of Phthalic Anhydride & Maleic Anhydride at PA4 unit has contributed well during the quarter
- Other expenses has increased due to regular repair & maintenance work at Unit 2
- Advance Plasticizers project is expected to commence in the month of August 2021

# Profit & Loss Statement

Particulars (Rs. Cr)	Q1 FY22	Q1 FY21	Y-o-Y
<b>Total Revenue<sup>^</sup></b>	<b>388.6</b>	<b>143.0</b>	<b>171.7%</b>
Total Raw Material	245.9	93.9	
Employee Expenses	18.2	14.2	
Other Expenses	39.7	18.3	
<b>EBITDA</b>	<b>84.9</b>	<b>16.6</b>	<b>410.5%</b>
<b>EBITDA Margin (%)</b>	<b>21.8%</b>	<b>11.6%</b>	
Depreciation	11.3	8.0	
<b>EBIT</b>	<b>73.6</b>	<b>8.6</b>	<b>753.1%</b>
<b>EBIT Margin (%)</b>	<b>18.9%</b>	<b>6.0%</b>	
Finance Cost	4.5	4.2	
Exceptional Items	0.0	0.6	
<b>Profit before Tax</b>	<b>69.0</b>	<b>3.9</b>	<b>1,691.8%</b>
Tax	17.6	1.6	
<b>Profit After Tax</b>	<b>51.5</b>	<b>2.2</b>	<b>2,212.6%</b>
<b>PAT Margin (%)</b>	<b>13.2%</b>	<b>1.6%</b>	
<b>EPS</b>	<b>16.72</b>	<b>0.72</b>	





# Company Overview





# India's Largest Phthalic Anhydride (PAN) Manufacturer

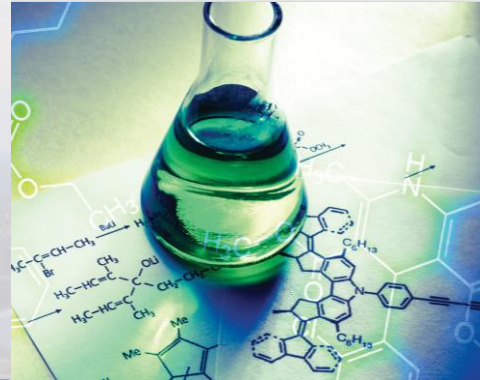


**1988**

INCORPORATED IN THE YEAR

**Largest**

PAN\* MANUFACTURER IN INDIA



**Lowest**

COST PRODUCER OF PAN



**20+**

END USER INDUSTRIES SERVED



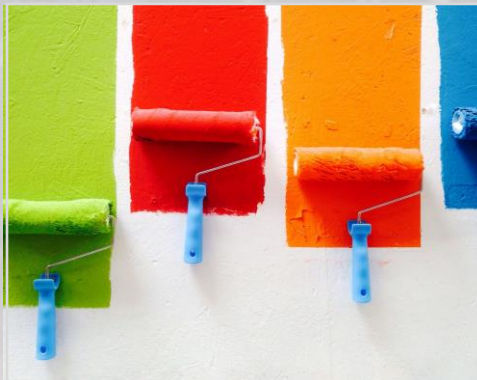
**3<sup>rd</sup> Largest**

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



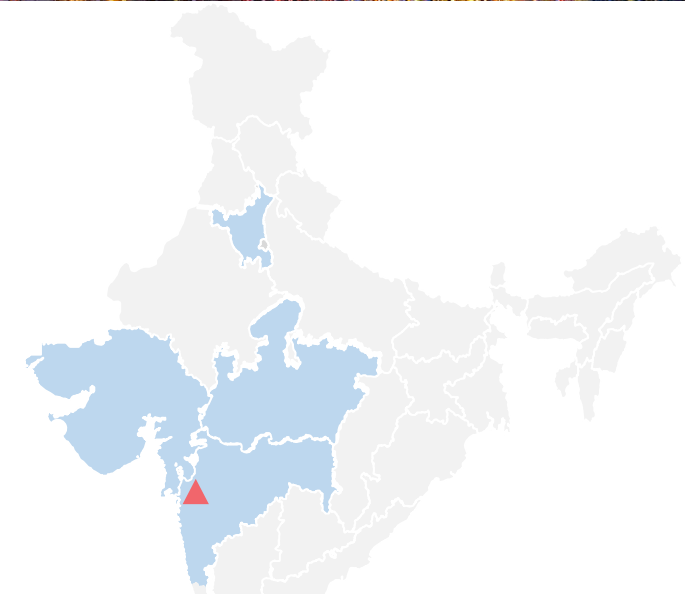
The company has a distinct sourcing and selling advantage due to its strategic location in the **Western Chemical Belt of India**



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.**

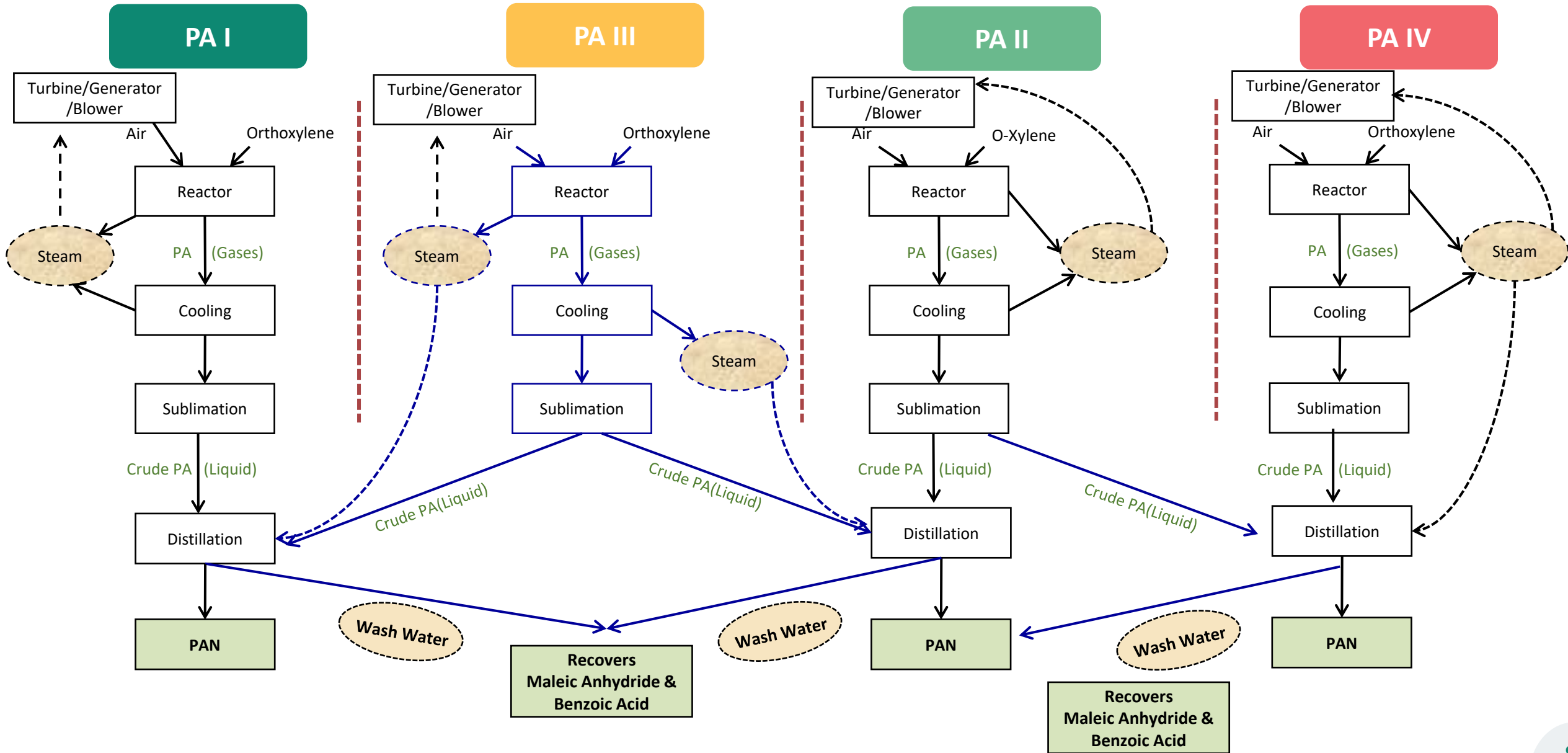


▲ IGPL Plant at MIDC - Talaja, Maharashtra

■ Chemical Belt of Western India

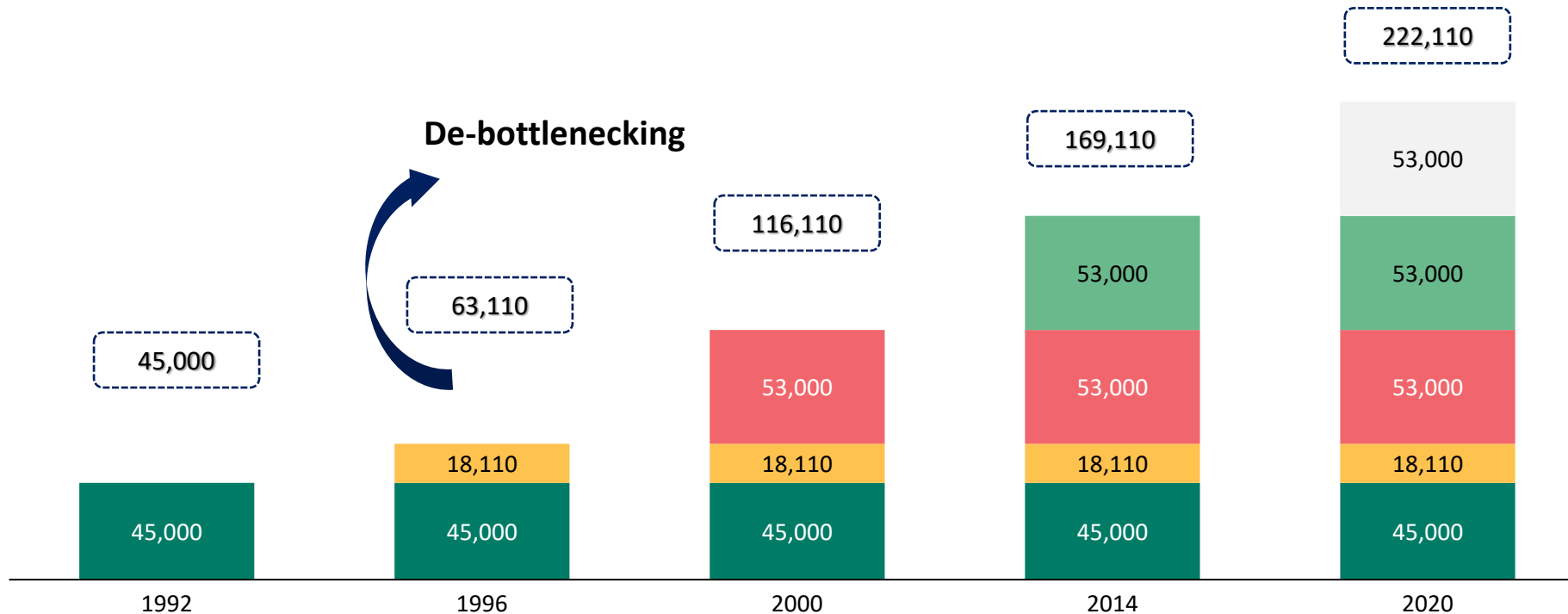
Map not to scale. All data, information and maps are provided “as is” without warranty or any representation of accuracy, timeliness or completeness.

# Integrated Manufacturing Process



# Our Manufacturing Capacities of PAN

### Phthalic Anhydride (PAN) Capacity (MTPA)



125+  
Clients

~55%  
Revenue contribution  
from Paints, Plasticizer &  
CPC Pigments Industries

20+  
End User Industries  
Served



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 39 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 43 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





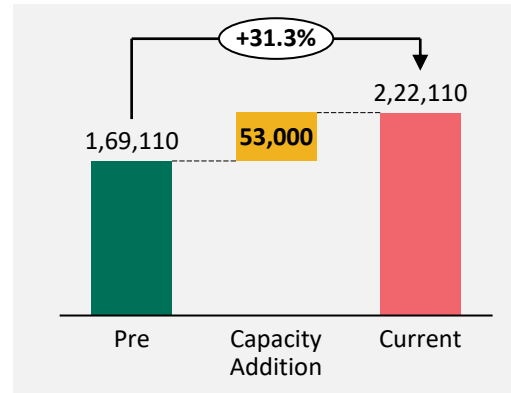
## Commissioned

### PA 4 Plant

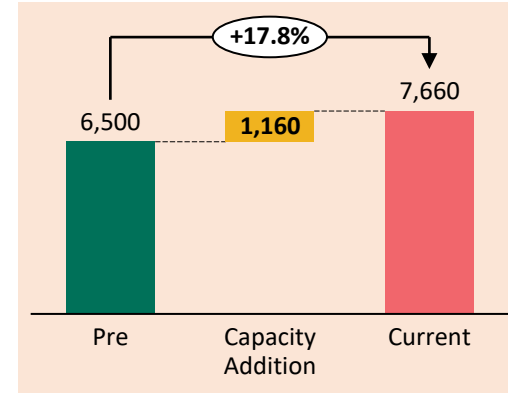
- Project Cost : ~Rs 345 Crore
- Loan : ~Rs 125 Crore (ECB)
- PAN Capacity of 53,000 MTPA
- **Capacity commissioned in December 2020**

## Post PA 4 Plant Expansion (MTPA)

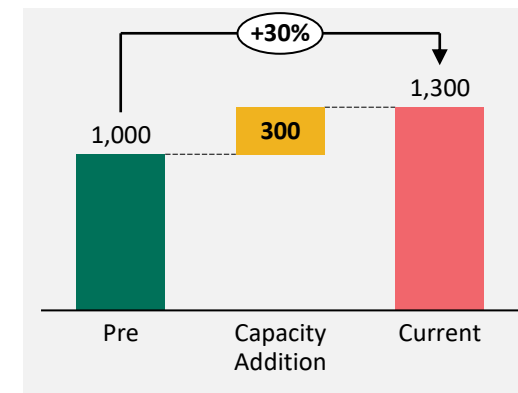
### Phthalic Anhydride



### Maleic Anhydride



### Benzoic Acid



## Upcoming

### Advance Plasticizers

- Project Cost : ~Rs 40 - 45 Crore
- Capacity of 8,400 MTPA
- **Capacity to commence in August 2021**

## Upcoming

### Greenfield Expansion

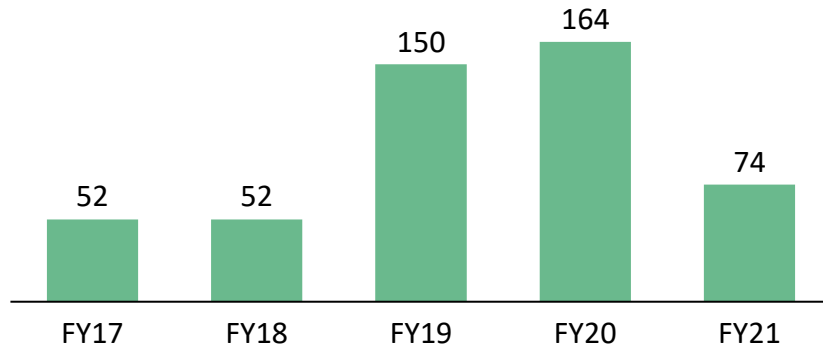
- Project Cost : ~Rs 600 Crore
- PAN Capacity of 80,000 MTPA & other Derivative Products
  - ~50% will be used for downstream products
  - ~50% balance for domestic & export demand
- Expected to commission in ~3 years

## Objective

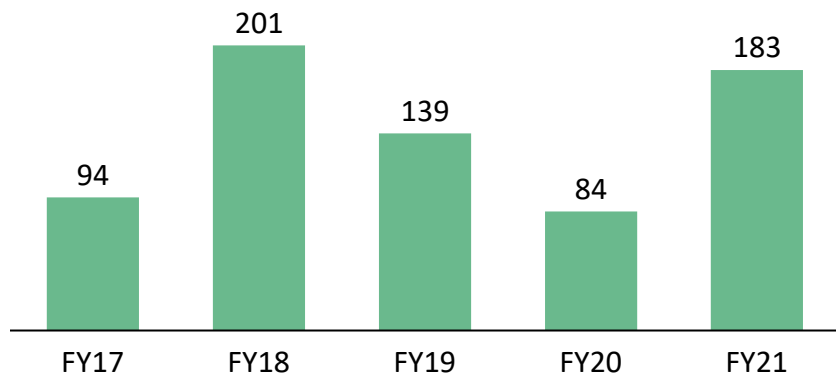
To diversify & increase revenue pie of downstream products & other derivatives

# Strong Operating Cash Flow

Net Debt (Rs in Cr)



Net Cash Flow Operating Activities (Rs in Cr)



Our Total Repayment of long term Debt was Rs 57 Cr

Positive Operating Cash Flow



# Financial Highlights





# Profit & Loss Statement

Particulars (Rs. Cr)	FY21	FY20	Y-o-Y
<b>Total Revenue ^</b>	<b>1,126.9</b>	<b>1,064.8</b>	<b>6%</b>
Total Raw Material	651.4	817.2	
Employee Expenses	70.7	60.2	
Other Expenses	102.9	109.6	
<b>EBITDA</b>	<b>301.9</b>	<b>78.1</b>	<b>287%</b>
<b>EBITDA Margin (%)</b>	<b>26.8%</b>	<b>7.3%</b>	
Depreciation	34.1	29.9	
<b>EBIT</b>	<b>267.8</b>	<b>48.2</b>	<b>456%</b>
<b>EBIT Margin (%)</b>	<b>23.8%</b>	<b>4.5%</b>	
Finance Cost	14.6	16.0	
Exceptional Items	0.6	0.3	
<b>Profit before Tax</b>	<b>252.6</b>	<b>31.9</b>	<b>692%</b>
Tax	64.5	11.0	
<b>Profit After Tax</b>	<b>188.1</b>	<b>20.9</b>	<b>801%</b>
<b>PAT Margin (%)</b>	<b>16.7%</b>	<b>2.0%</b>	
<b>EPS</b>	<b>61.08</b>	<b>6.78</b>	

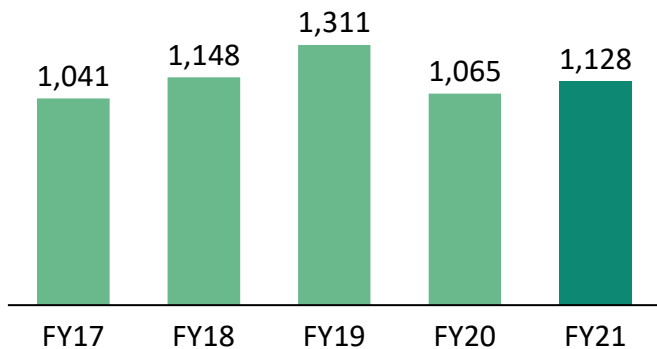
# Balance Sheet

Particulars (Rs. Cr)	Mar - 21	Mar - 20
<b>Non-Current assets</b>		
Property, Plant and Equipment	698.3	467.0
Capital Work-In-Progress	131.9	339.5
Goodwill	2.0	2.0
Other Intangible Assets	0.3	2.4
Improvement in Leased Asset	1.0	0.0
<b>Financial Assets</b>		
Investments	5.8	0.2
Loans	0.0	0.0
Other Financial Assets	23.3	3.7
Non-Current Tax Assets	16.1	10.8
Other Non-Current Assets	8.1	10.1
<b>Total Non-Current Assets</b>	<b>886.8</b>	<b>835.6</b>
<b>Current Assets</b>		
Inventories	143.8	95.1
<b>Financial Assets</b>		
Investments	10.0	11.6
Trade Receivables	198.7	143.3
Cash and Cash Equivalents	35.0	8.0
Bank Balances	38.5	41.3
Loans	0.7	0.7
Other Financial Assets	0.3	14.3
Other Current Assets	9.8	11.6
<b>Total Current Assets</b>	<b>437.0</b>	<b>325.9</b>
<b>Total Assets</b>	<b>1,323.8</b>	<b>1,161.4</b>

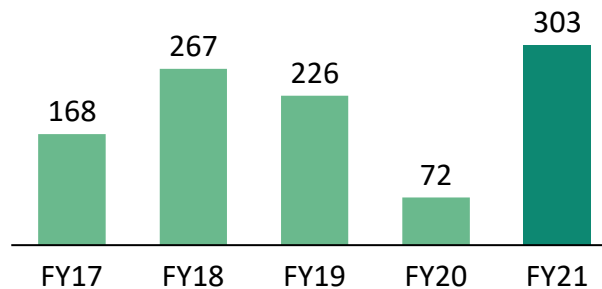
Particulars (Rs. Cr)	Mar - 21	Mar - 20
<b>Equity</b>		
Equity Share Capital	30.8	30.8
Other Equity	791.2	601.9
<b>Total Equity</b>	<b>822.0</b>	<b>632.7</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
Borrowings	89.8	147.4
Other Liabilities	9.5	20.4
Provisions	3.9	3.5
Deferred Tax Liabilities (Net)	69.6	62.9
<b>Total Non-Current Liabilities</b>	<b>172.8</b>	<b>234.3</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
Borrowings	36.1	39.5
Trade Payables	239.7	199.6
Other Financial Liabilities	41.9	49.8
Other Current Liabilities	10.3	3.4
Provisions	1.0	2.2
Current tax liabilities (Net)	0.0	0.0
<b>Total Current Liabilities</b>	<b>329.0</b>	<b>294.4</b>
<b>Total Equity and Liabilities</b>	<b>1,323.8</b>	<b>1,161.4</b>

# Historical Financial Highlights

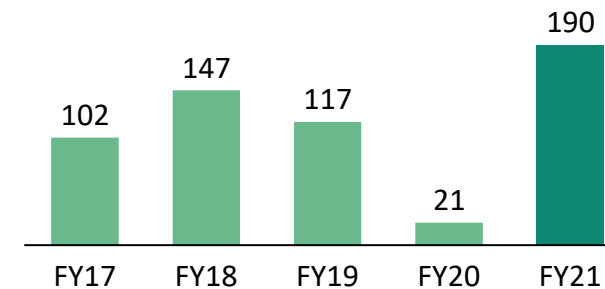
Total Revenue ^ (Rs. Cr)



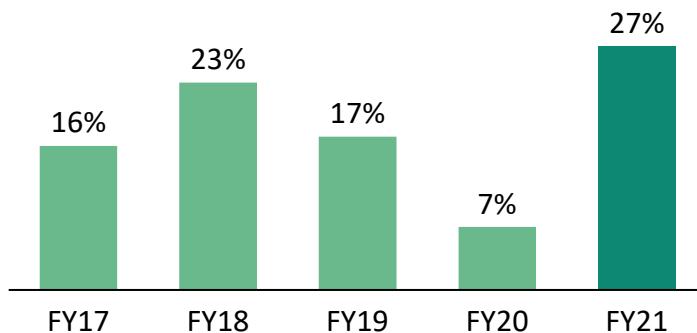
EBITDA ^ (Rs. Cr)



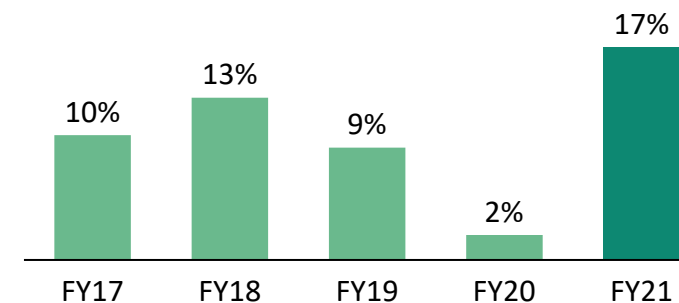
PAT (Rs. Cr)



EBITDA Margin (%)



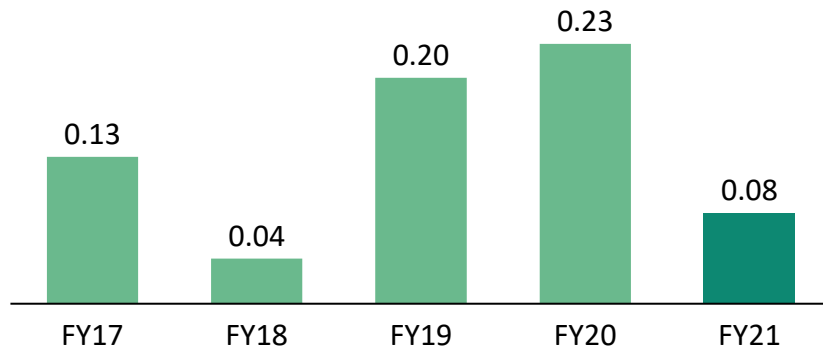
PAT Margin (%)



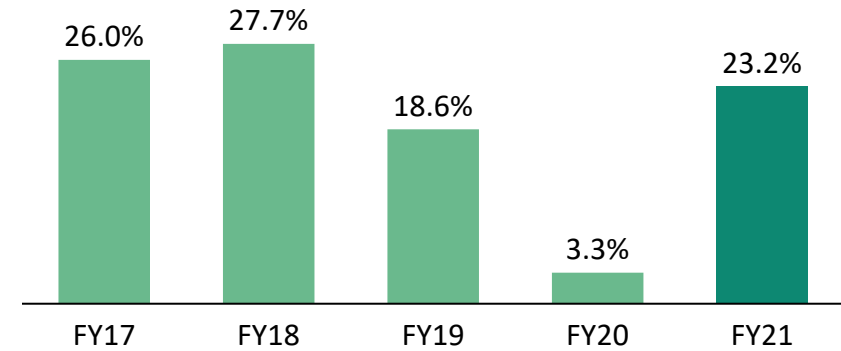


# Key Ratios

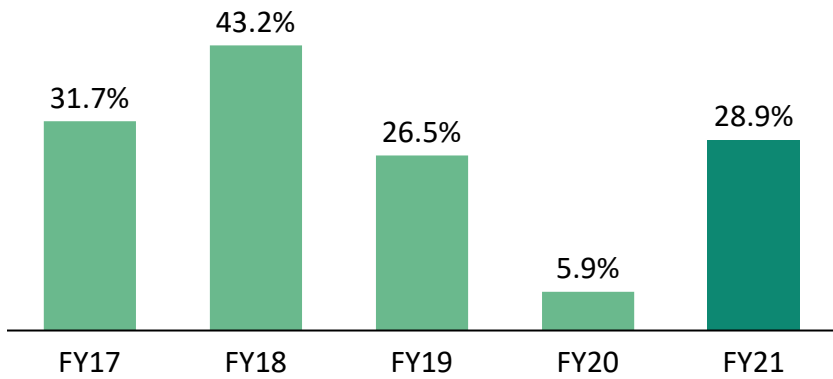
### Net Debt/ Equity (x)



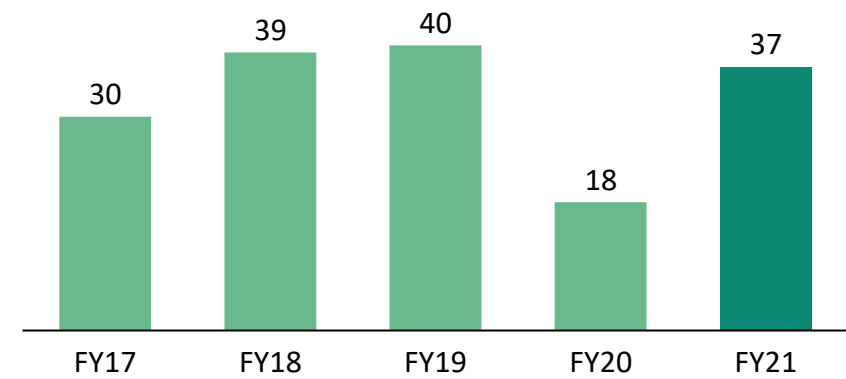
### Return on Equity(%)



### Return on Capital Employed(%)



### Net Working Capital Days

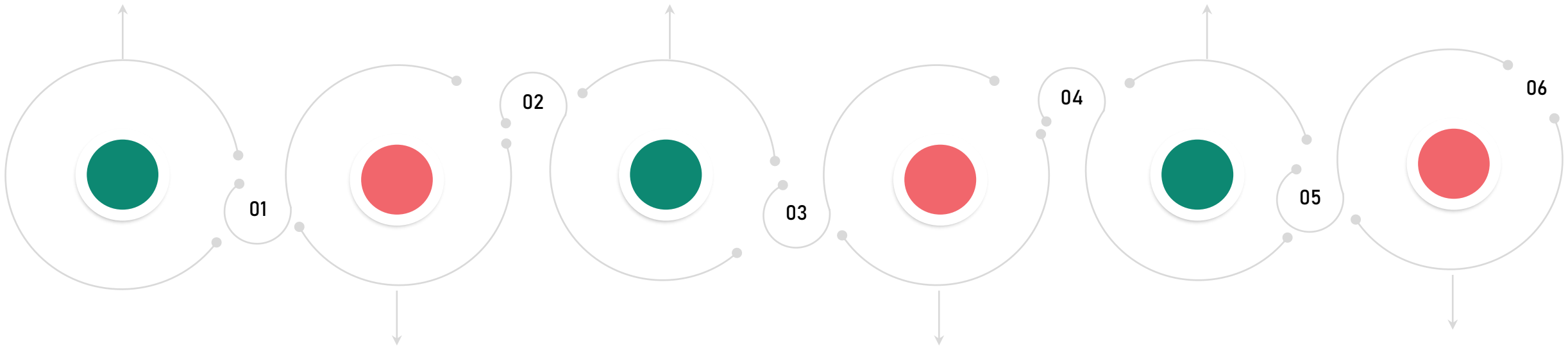


# Way Forward

Cater To Increasing Diverse End-user Industries Of PAN

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

To Complete Greenfield Project



Increase International Presence

To Commission New Downstream Advanced Plasticizers

Diversification Into Downstream & Other Speciality Products

For further information, please contact



**I G Petrochemicals Ltd**

CIN: L51496GA1988PLC000915

Mr. Pramod Bhandari – CFO

Email - [pbhandari@igpetro.com](mailto:pbhandari@igpetro.com)

[www.igpetro.com](http://www.igpetro.com)

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

Mr. Shrikant Sangani / Ms. Pankti Majithia

Email - [shrikant.sangani@sgapl.net](mailto:shrikant.sangani@sgapl.net) / [pankti.majithia@sgapl.net](mailto:pankti.majithia@sgapl.net)

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A large graphic on the right side of the slide. It features a thick yellow circular arc on the left and a thick green circular arc on the right, meeting at the top. Inside the circle, the words 'Thank You' are written in a large, bold, green sans-serif font. The green arc is decorated with several small, white icons representing business and industry concepts like gears, a bar chart, a factory, and a handshake. The background is white with some faint, light blue lines.