

# IFGL REFRACTORIES LIMITED

**Head & Corporate Office :**

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E-mail : ifgl.ho@ifgl.in, Websites : www.ifglref.com

8<sup>th</sup> February, 2020

National Stock Exchange of India Ltd  
'Exchange Plaza', C-1, Block – G  
Bandra – Kurla Complex  
Bandra (E), Mumbai 400 051  
Code : IFGLEXPOR

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400 001  
Code: 540774


Dear Sirs,

**Re: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015**

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

Formerly known as **IFGL EXPORTS LIMITED**

**Registered Office & Kalunga Works :**

Sector 'B', Kalunga Industrial Estate  
P.O. Kalunga - 770 031, Dist. Sundergarh, Odisha, India  
Phone : +91 661 2660195, Fax : +91 661 2660173  
E-mail : ifgl.works@ifgl.in, CIN : L51909OR2007PLC027954



**COMMITTED TO  
CLEAN METAL**



# **IFGL Refractories Limited**

**(Formerly IFGL Exports Limited)**

**Investor Presentation**  
**February 2020**



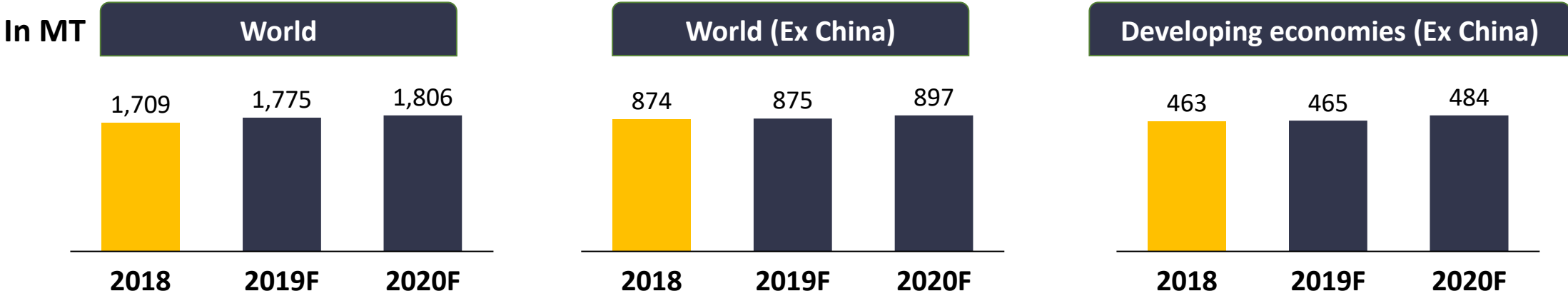
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# Industry Overview

# Global Steel Demand outlook



Source: World Steel Association

## Reasons contributing to growth



### ➤ Global outlook:

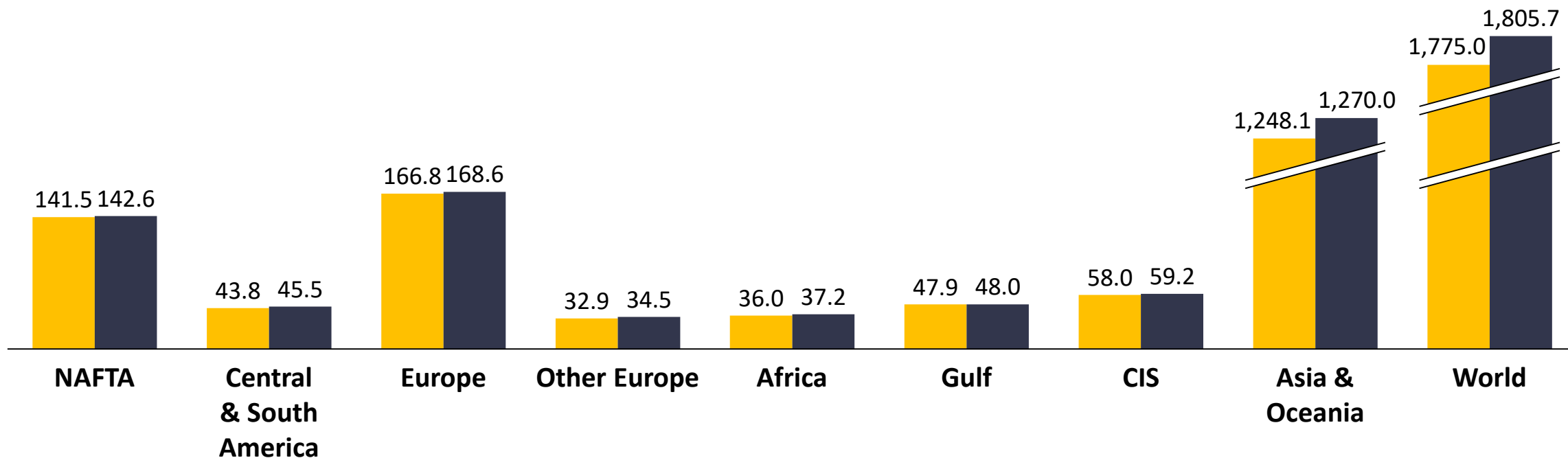
- Global steel demand is expected to continue to grow in 2020 & 2021
- However, uncertainty surrounding trade policies, volatility in the financial markets and China’s deceleration could pose downside risks to this forecast

### ➤ India Outlook:

- Wide range of continuing infrastructure projects is likely to support growth in steel demand above 7% in 2020
- Growth in mechanical engineering as well as construction is expected to surpass that of emerging market average, providing a solid basis for domestic demand

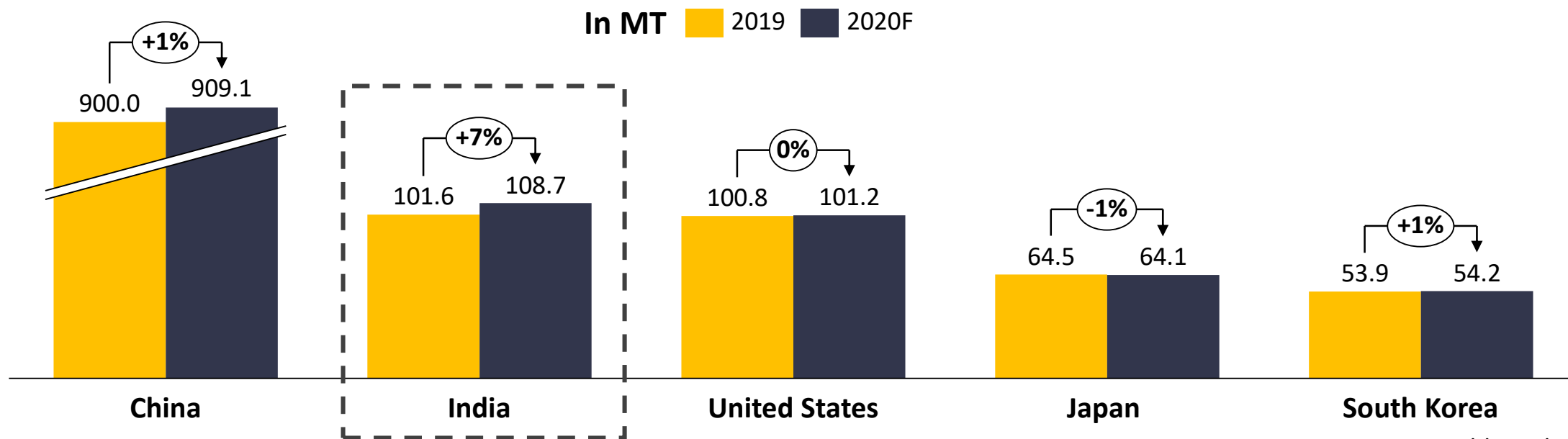
# Forecasted Global Short-Term Steel Demand

In MT 2019 2020F



- Steel demand in emerging economies excluding China is expected to grow by 4.6% in 2020
- Steel demand in developed world is expected to decelerate by 0.7% in 2020, reflecting a trivial slowdown

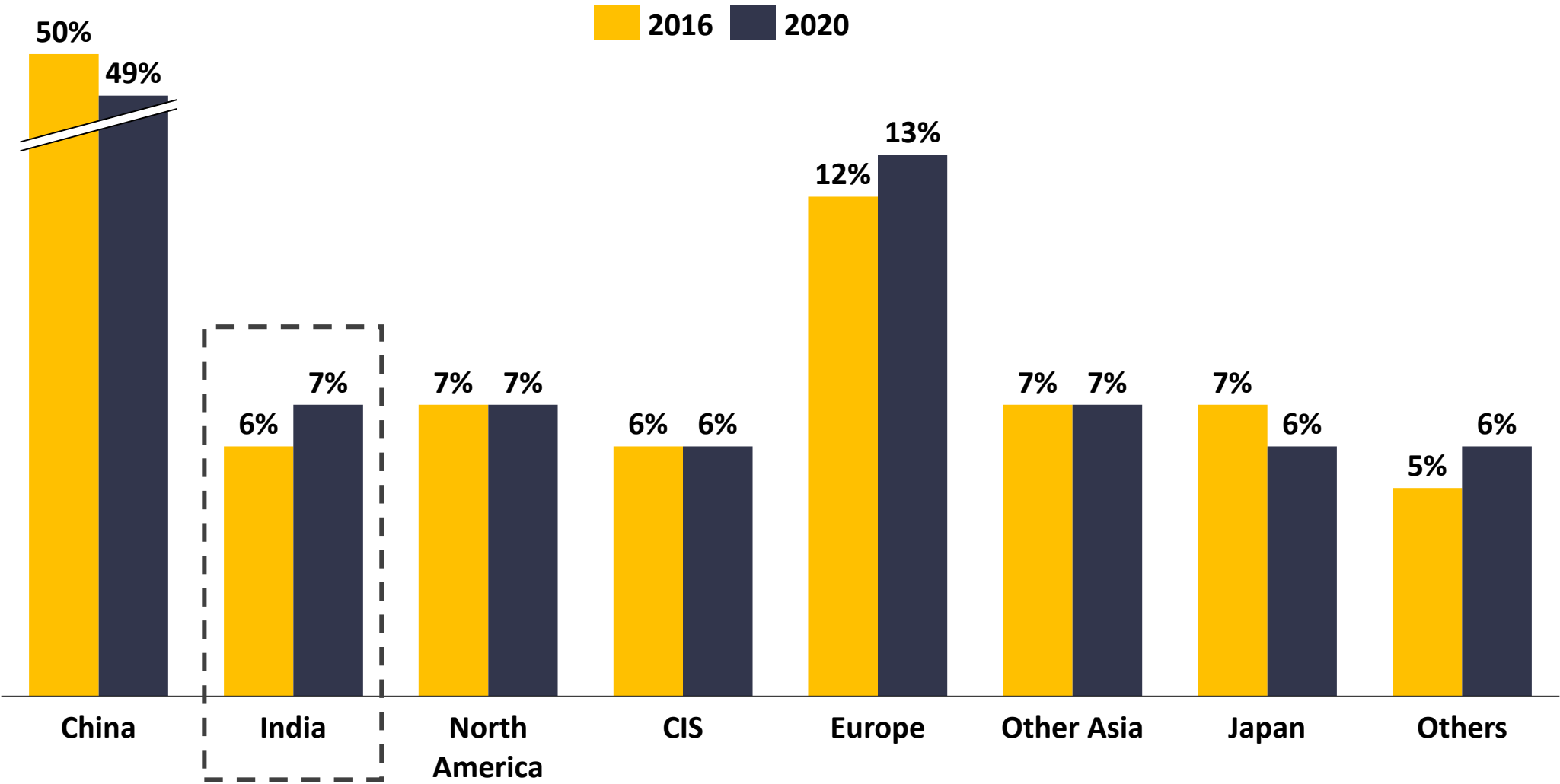
# Top 5 Steel Consuming Countries



Source: World Steel Association

- As is visible in the above chart, **India is the only country among top 5 steel consuming countries which is expected to witness growth in consumption**
- **Demand scenario in India is expected to improve on the back of:**
  - Government spending on infrastructure
  - Robust activity in downstream manufacturing sectors
  - Rapid urbanization - a major long-run driver of construction growth in India, which ensures a solid long-run outlook for steel demand
- Strong domestic demand will underpin an expansion of steelmaking capacity over short to medium term

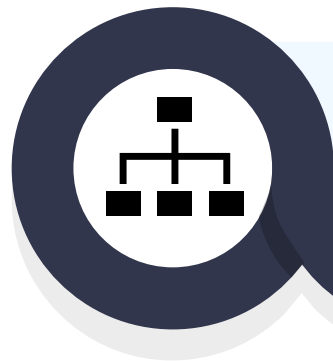
# India's share in Global Steel production expected to rise



Source: BofA Merrill Lynch Report



# National Infrastructure Pipeline (NIP) Project



**National Infrastructure Pipeline Project (NIP)**  
 Government unveiled the multimillion-dollar National Infrastructure Pipeline (NIP), with projects spread across 18 states over the next five years

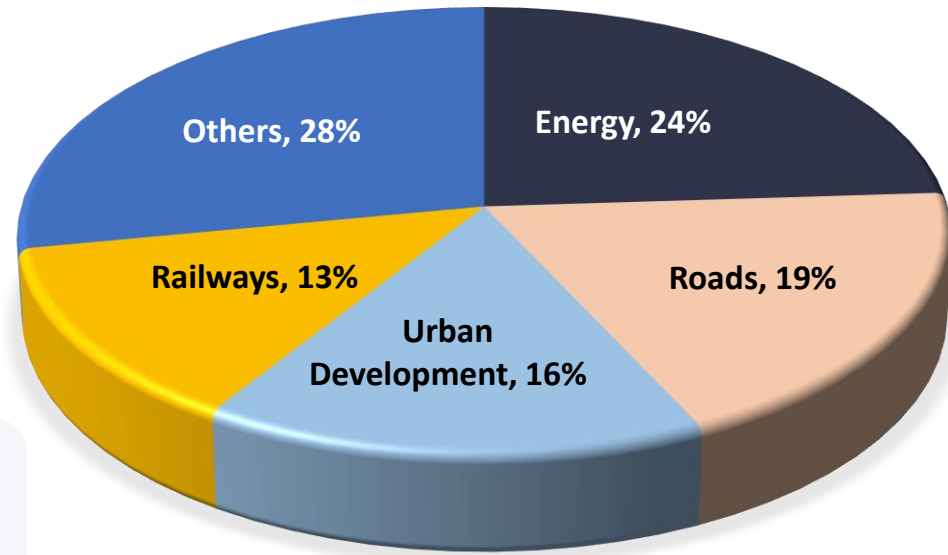


**\$5 Trillion Economy**  
 India needs to spend about \$1.4 trillion on infrastructure to become a \$5 trillion economy by FY25

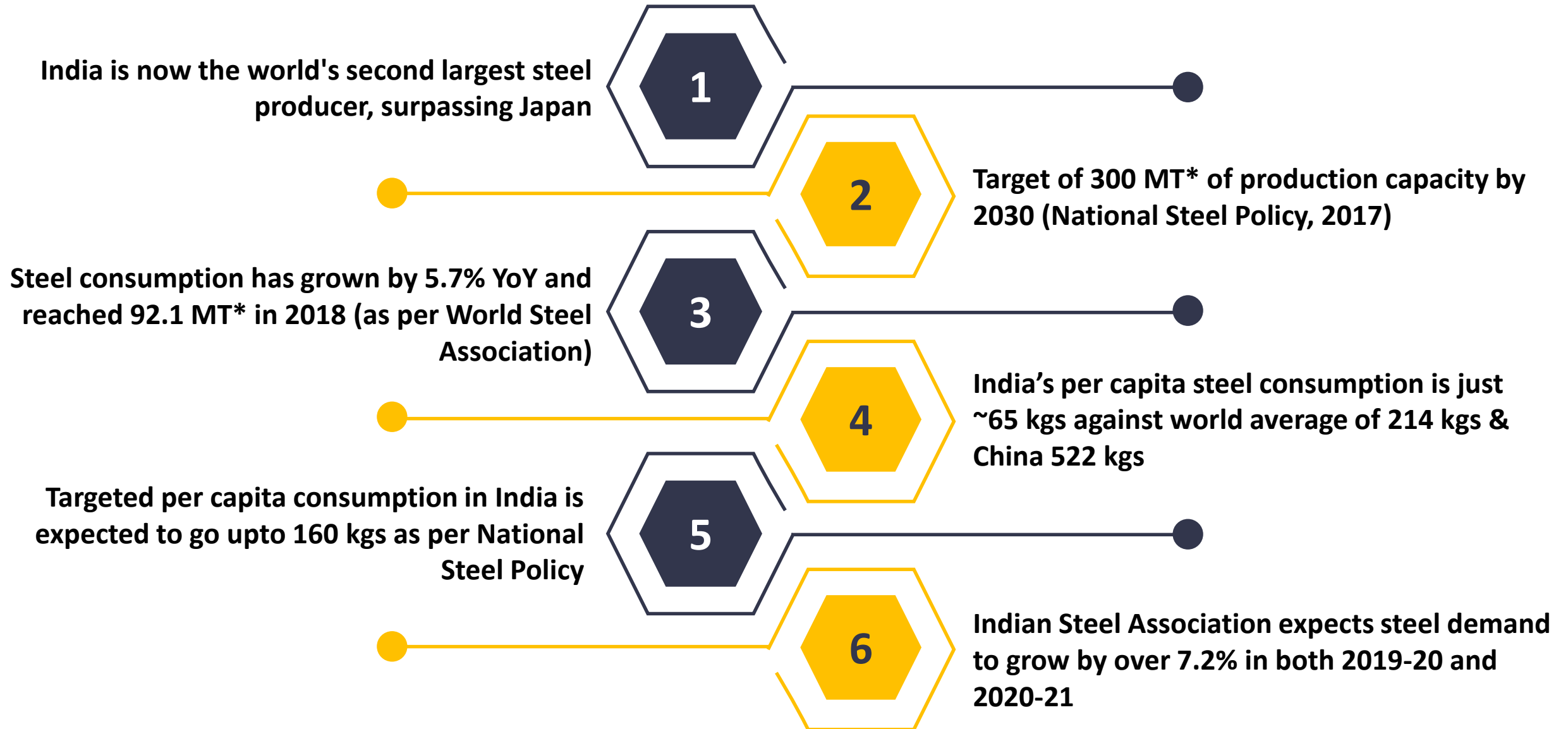


**Fresh Investments in Infrastructure**  
 This fresh investment in power, railways, and water, coupled with renewed interest in the automobile sector is bound to bring in fresh demand for steel

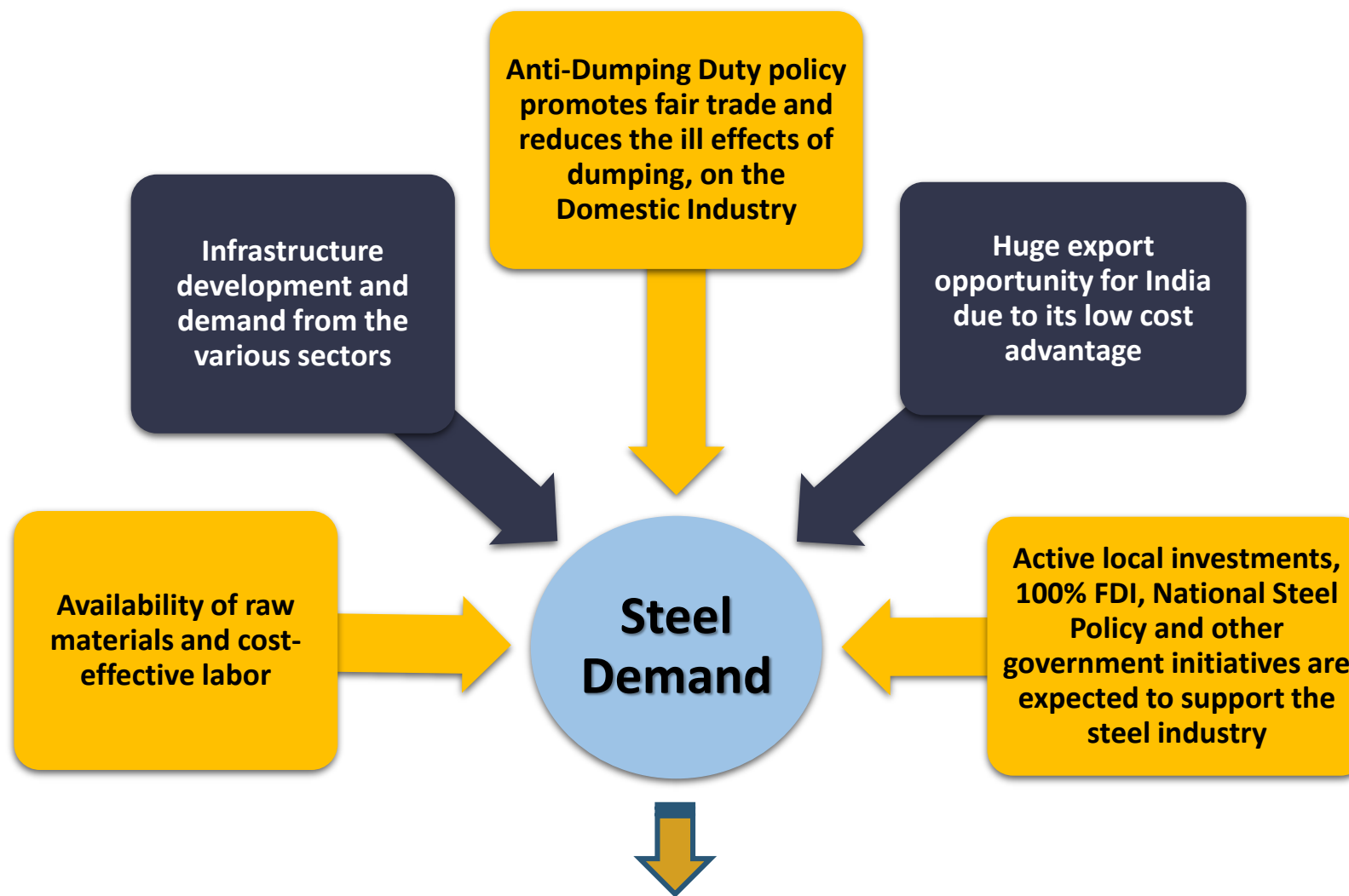
**Investment allocation under NIP**



# Domestic Steel Industry on a strong footing

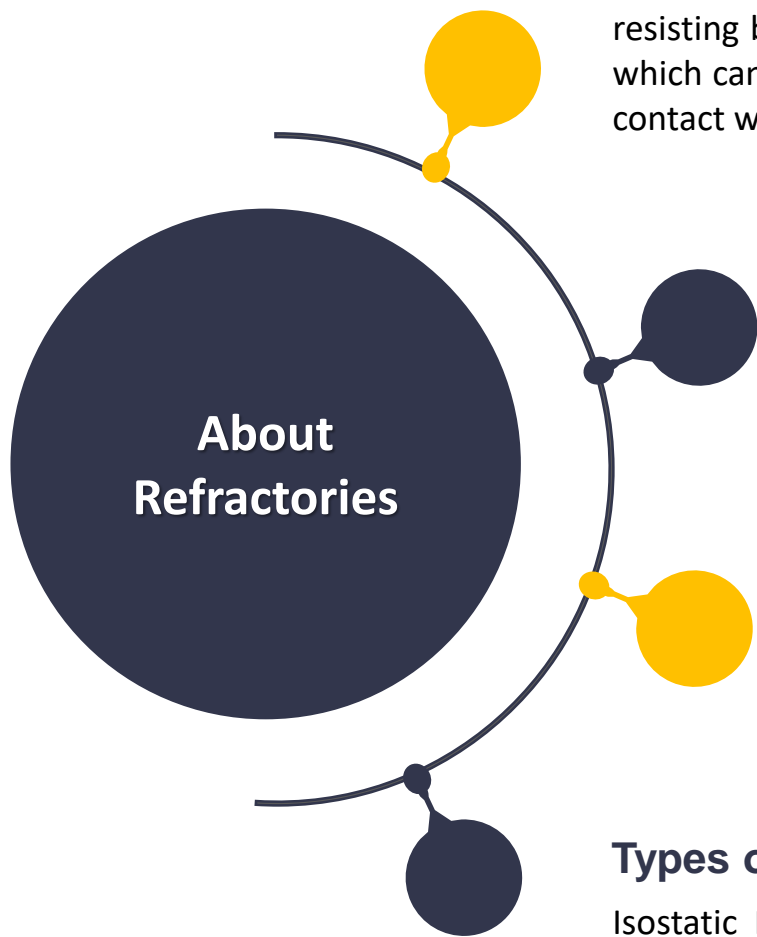


# Growth drivers of Indian Steel industry



**Boost usage of refractory products significantly. Iron and steel industry accounts for approximately 71% of the refractories market share**

# About Refractories



## What are Refractories

Refractories are material having high melting points, with properties that make them suitable to act as heat-resisting barriers between high and low temperature zones. Refractories are inorganic nonmetallic material which can withstand high temperature without undergoing physical or chemical changes while remaining in contact with molten slag, metal and gases

## Raw Materials

Principal raw materials used in the production of refractories are: oxides of silicon, aluminum, magnesium, calcium and zirconium and some non-oxide refractories like alumina, carbides, nitrides, borides, silicates and graphite

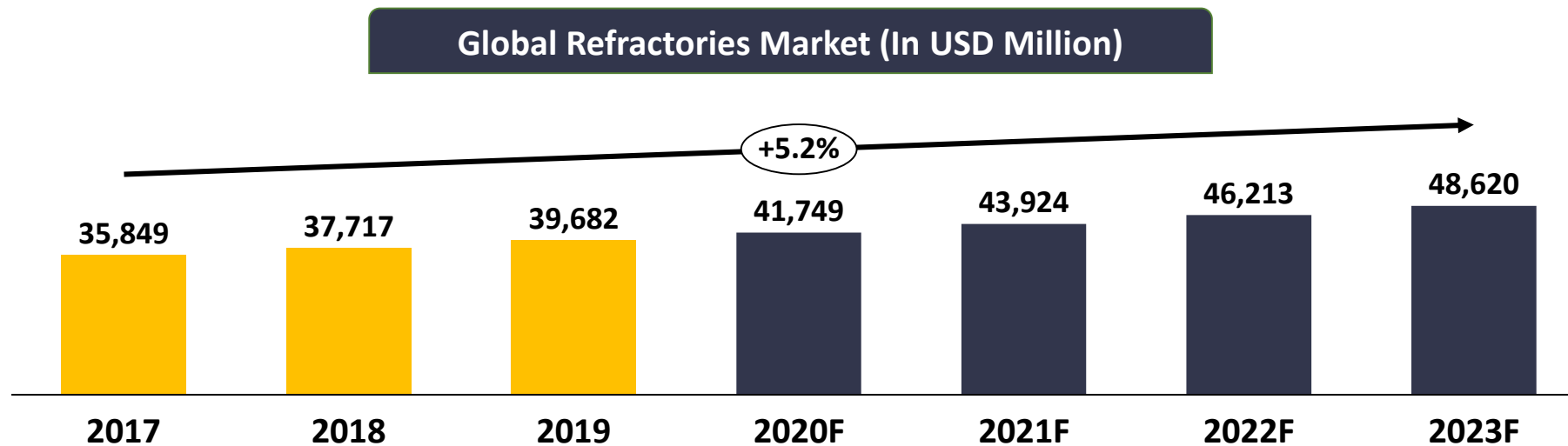
## Uses

Refractories are used by metallurgy industry for flow control and also in the internal linings of furnaces, kilns, reactors and other vessels for holding and transporting metal and slag. In non-metallurgical industries, the refractories are mostly installed on fired heaters, hydrogen reformers, ammonia primary and secondary reformers, cracking furnaces, utility boilers, catalytic cracking units, coke calciner, sulfur furnaces, air heaters, ducting, stacks, etc.

## Types of Refractories

Isostatic Refractories, Slide Gate Refractories & Systems, Tube Changer Refractories & System, Purging System & Refractories, Cast Products & Zirconia Nozzles, Monolithics/ Castable & Foundry Ceramics

# Global Refractories Market outlook (2018-2023)



## Reasons contributing to growth



- Global Refractories Market is estimated to grow at a CAGR of 5.2% and reach size of \$ 48,620 Million by 2023
- India is expected to exhibit promising growth in global refractories market and grow at a similar rate
- Asian countries, such as China, Japan, India, Korea and ASEAN are showing good traction in demand
- Rise in Demand can be attributed to increased Capital Investments in various sectors as well as increased infrastructure & construction activities

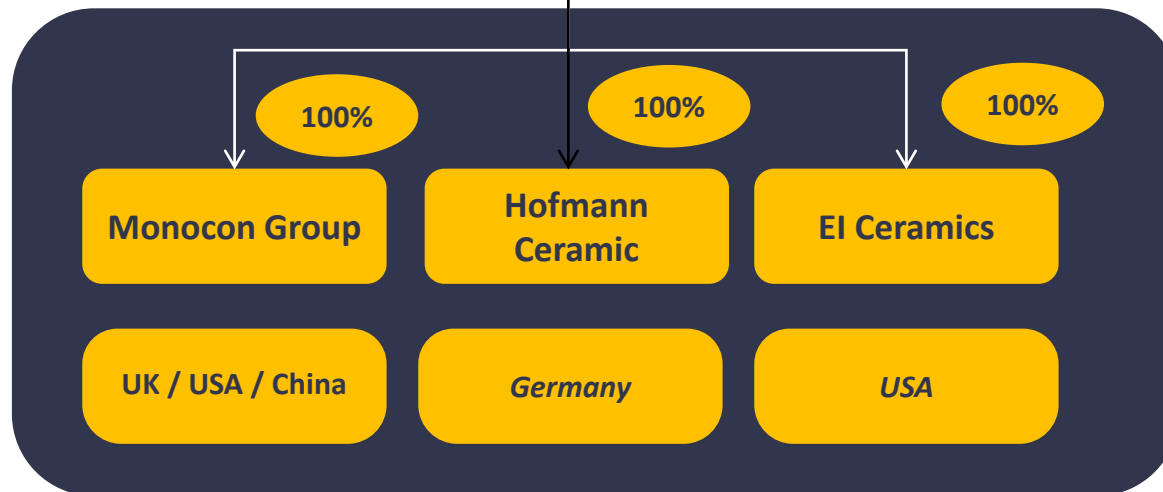
# Our Performance

# Corporate Structure...

**IFGL Refractories Limited**  
 3.604 Cr Equity Shares with a Face Value of Rs. 10 each

100%

**IFGL Worldwide Holdings Limited**

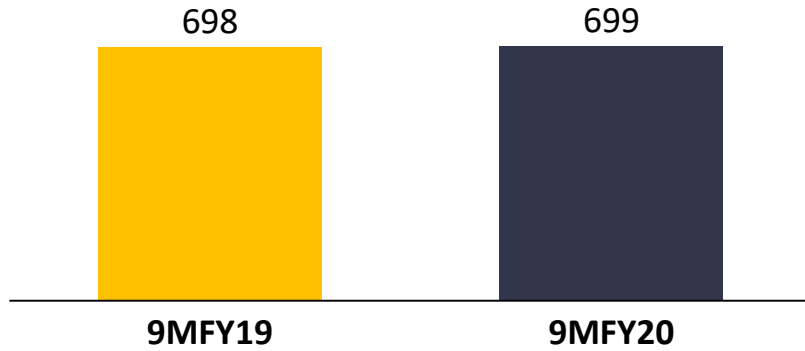


*Plants at Kalunga, Odisha, India*  
 +  
*Plant at Kandla SEZ, Kandla, Gujarat, India*

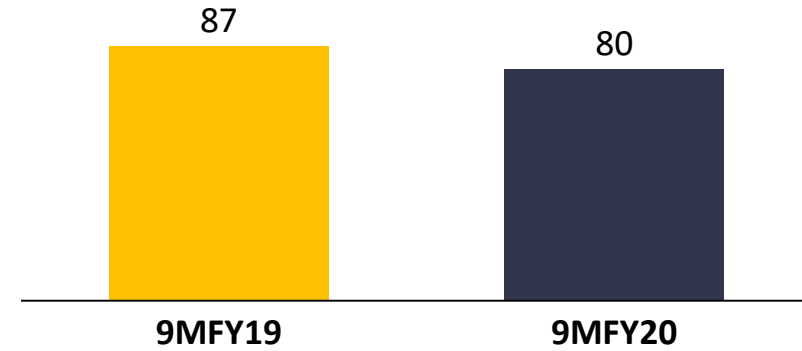
**...simplified to create value for shareholders**

# 9M FY20 Consolidated Financial Highlights

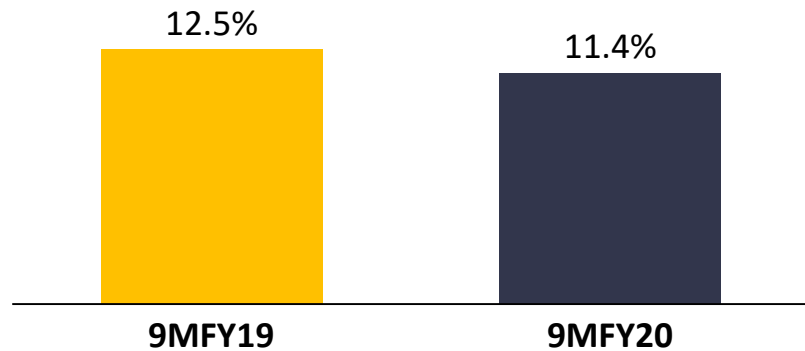
Total Income [Rs. Crs]



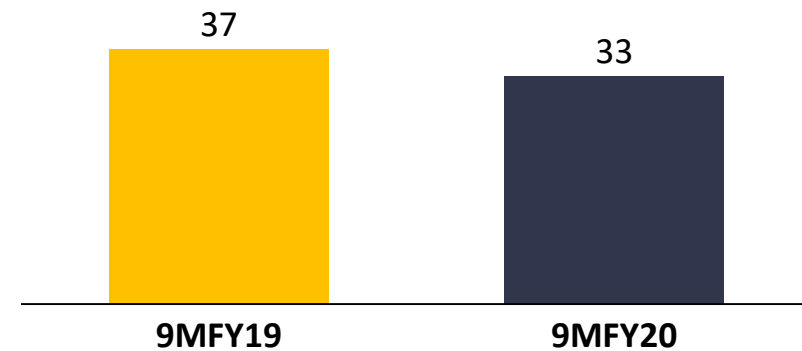
EBITDA [Rs. Crs]



EBITDA margin [%]



PAT [Rs. Crs]





# Consolidated Q3 & 9M FY20 Profit & Loss



Profit & Loss [Rs. Crs.]	Q3 FY20	Q3 FY19	Y-o-Y%	9M FY20	9M FY19	Y-o-Y%
<b>Total Income</b>	<b>220.1</b>	<b>236.8</b>	<b>-7.0%</b>	<b>699.3</b>	<b>697.9</b>	<b>0.2%</b>
Materials consumed	108.4	118.6		351.9	341.2	
Employee Expenses	38.2	38.3		113.1	110.7	
Other Expenses	50.4	55.6		154.8	158.6	
<b>EBITDA</b>	<b>23.1</b>	<b>24.3</b>	<b>-4.7%</b>	<b>79.5</b>	<b>87.4</b>	<b>-9.0%</b>
<b>EBITDA %</b>	<b>10.5%</b>	<b>10.2%</b>		<b>11.4%</b>	<b>12.5%</b>	
Depreciation	4.9	5.2		14.6	14.2	
Goodwill written off*	6.7	6.7		20.1	20.1	
Finance Cost	0.8	1.4		2.5	3.2	
<b>Profit before Tax</b>	<b>10.8</b>	<b>11.0</b>	<b>-1.5%</b>	<b>42.3</b>	<b>49.8</b>	<b>-15.0%</b>
Tax	3.6	2.8		8.9	12.4	
<b>Profit after Tax</b>	<b>7.3</b>	<b>8.2</b>	<b>-11.7%</b>	<b>33.4</b>	<b>37.4</b>	<b>-10.7%</b>
<b>Profit after Tax %</b>	<b>3.3%</b>	<b>3.5%</b>		<b>4.8%</b>	<b>5.4%</b>	
<b>Cash Profit after Tax</b>	<b>20.0</b>	<b>20.4</b>	<b>-2.3%</b>	<b>68.9</b>	<b>73.6</b>	<b>-6.3%</b>
Earnings Per Share (Rs.)	2.02	2.28		9.26	10.38	

Cash PAT = Profit after Tax + Deferred tax + Depreciation + Goodwill written off on account of Merger

\* Goodwill amounting to Rs. 267 Crs on account of Merger is being written off over a period of 10 years

# Consolidated Balance Sheet

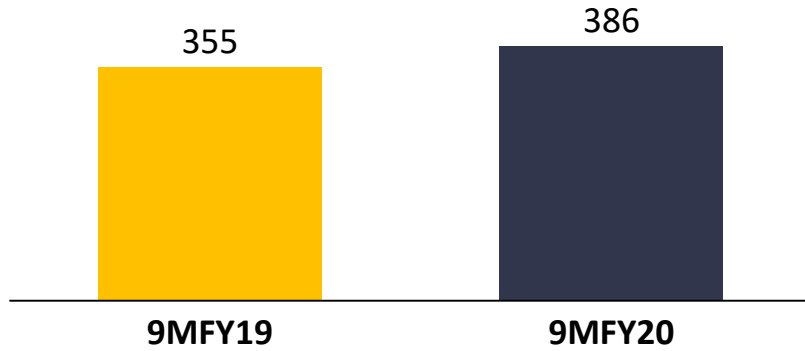
Assets (in Rs. Crs.)	Sep-19	Mar-19
<b>Non-current Assets</b>	<b>474.2</b>	<b>486.1</b>
<b>Fixed Assets</b>		
Property Plant & Equipment	141.8	143.8
Right to Use Asset	9.2	0.0
Capital WIP	7.6	6.3
Goodwill	116.7	120.9
Intangible assets	176.0	189.4
<b>Financial Assets</b>		
Investments	0.5	0.5
Others	4.2	2.0
Deferred tax assets (net)	5.8	0.0
Tax Assets (Net)	1.3	11.8
Other Non-current Assets	11.2	11.3
<b>Current Assets</b>	<b>555.2</b>	<b>532.7</b>
Inventories	152.6	156.5
<b>Financial Assets</b>		
Investments	70.0	45.5
Trade Receivables	213.9	228.6
Cash & cash equivalents	91.3	76.3
Bank Balances	10.7	11.5
Other Financial Assets	1.2	1.1
Other Current Assets	15.6	13.1
<b>Total Assets</b>	<b>1,029.4</b>	<b>1,018.8</b>

Equity & Liabilities (in Rs. Crs)	Sep-19	Mar-19
<b>Equity</b>	<b>803.2</b>	<b>794.6</b>
Share Capital	36.0	36.0
Other Equity	767.2	758.6
<b>Non-Current Liabilities</b>	<b>37.3</b>	<b>20.4</b>
<b>Financial Liabilities</b>		
Borrowings	16.9	15.6
Provisions	0.3	0.3
Deferred Tax Liabilities (Net)	10.1	4.5
Income Tax Liabilities (Net)	1.3	0.0
Lease Liabilities	8.7	0.0
<b>Current Liabilities</b>	<b>189.0</b>	<b>203.8</b>
<b>Financial Liabilities</b>		
Borrowings	64.8	68.9
Trade Payables	114.8	124.4
Other Financial Liabilities	6.8	8.4
Other Current Liabilities	1.3	1.7
Lease Liabilities	0.7	0.0
Provisions	0.5	0.3
<b>Total Equity &amp; Liabilities</b>	<b>1,029.4</b>	<b>1018.8</b>

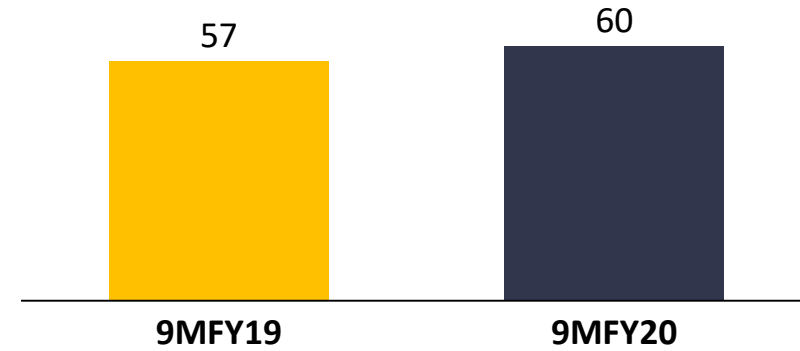
# 9M FY20 Standalone Financial Highlights



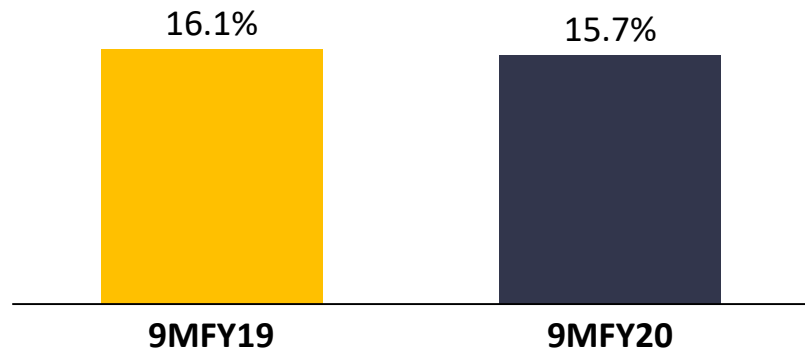
Total Income [Rs. Crs]



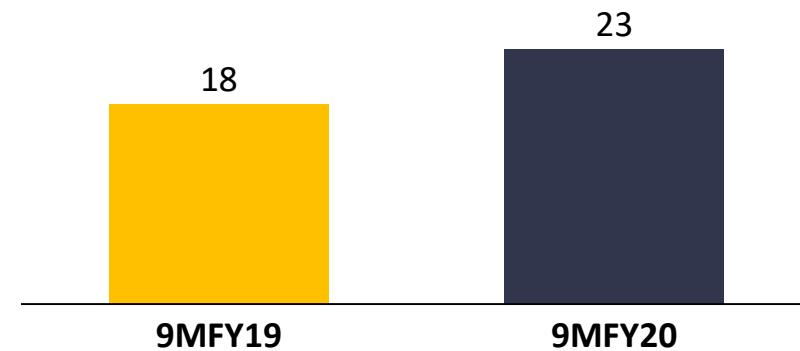
EBITDA [Rs. Crs]



EBITDA margin [%]

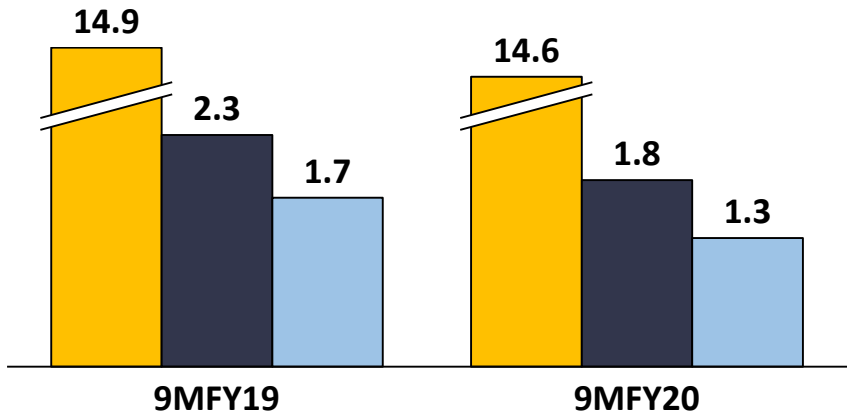


PAT [Rs. Crs]

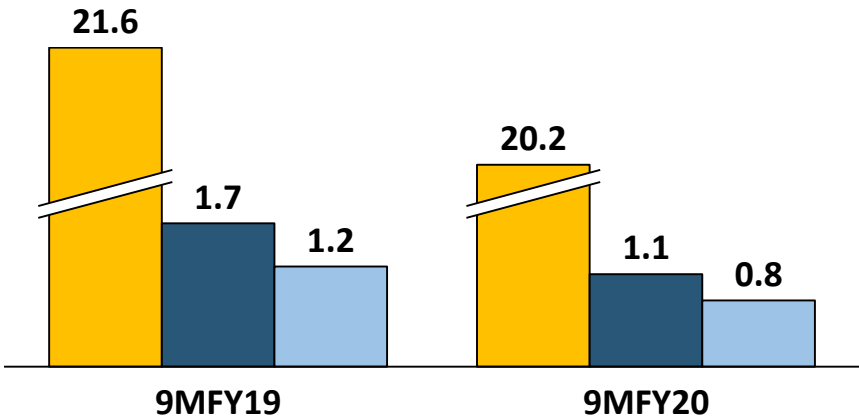


# Subsidiaries Performance

**El Ceramics [\$ mn]**

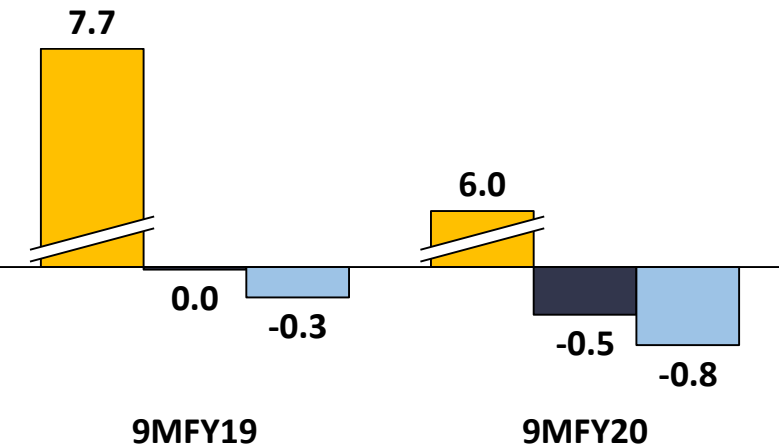


**Monocon Group [GBP mn]**

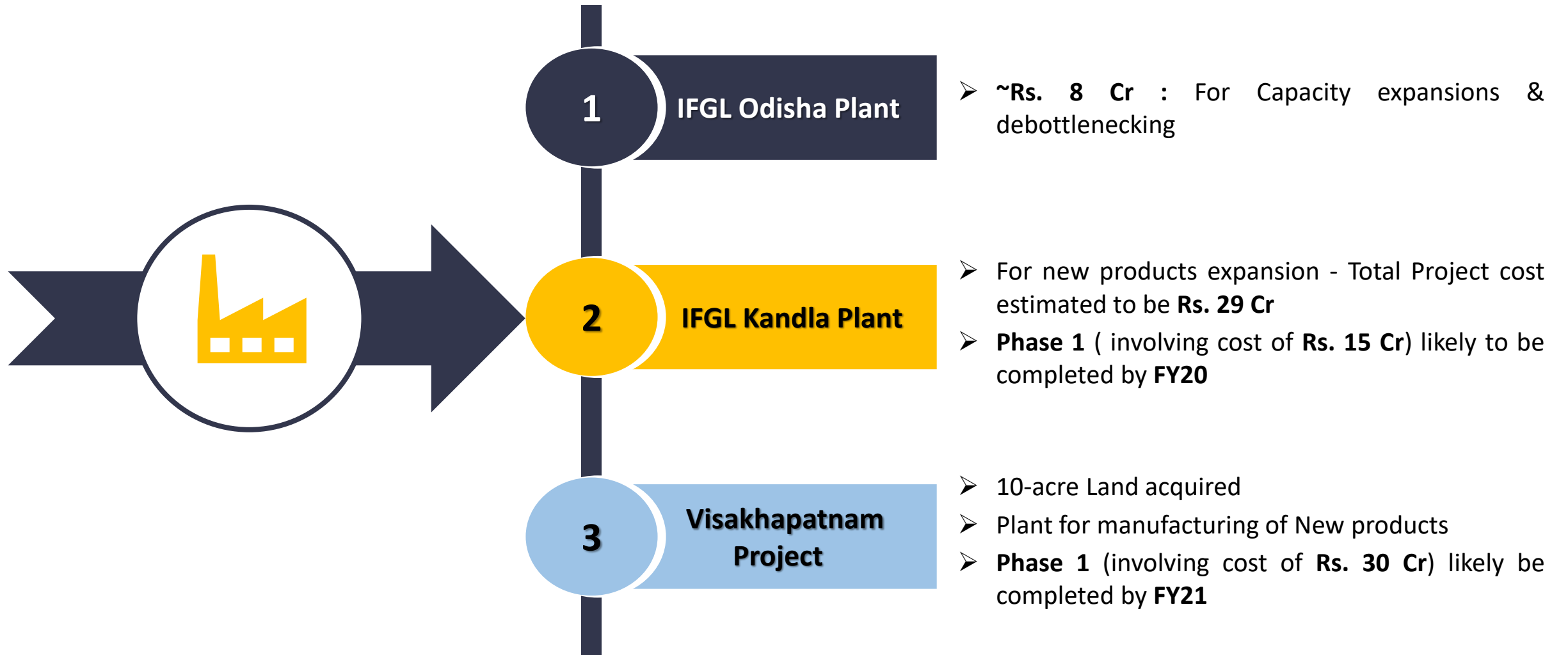


■ Revenue  
■ EBITDA  
■ PAT

**Hofmann Ceramic [Euro mn]**



# Ongoing Capex to boost performance



**Capex will be partly funded by internal accruals and partly by debt**

# Consistently performing over the years...

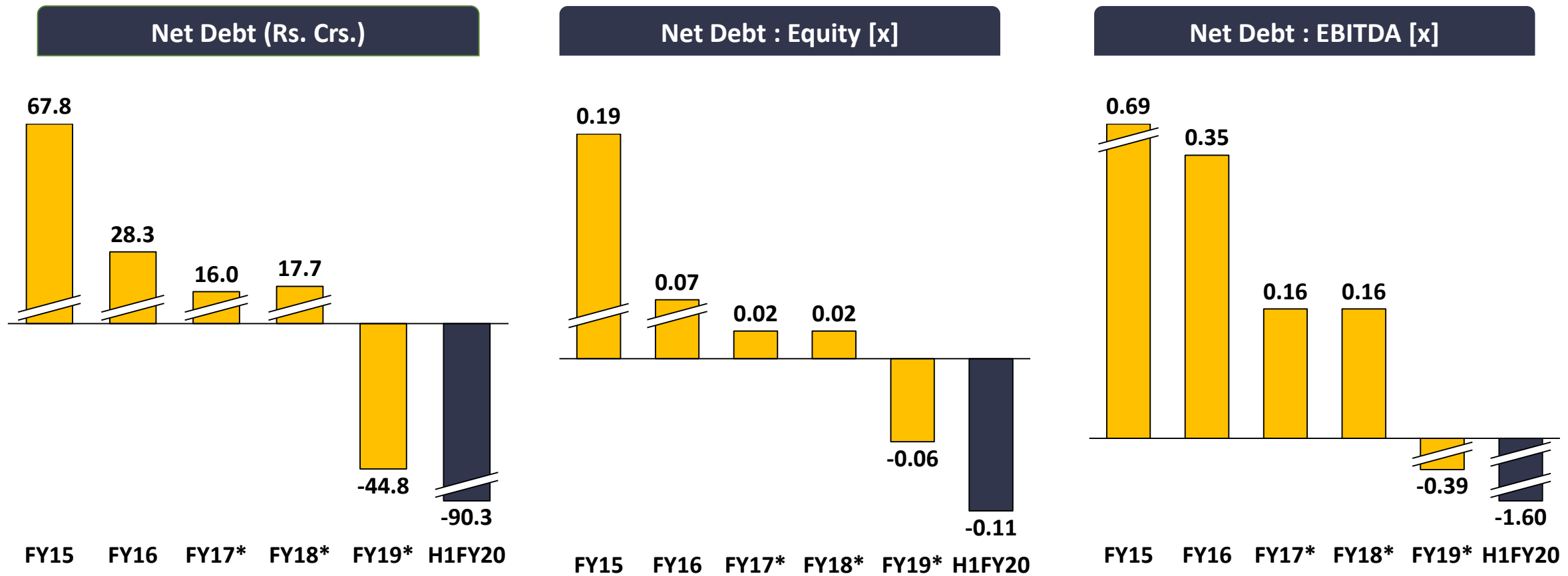
Particulars [Rs. Crs.]	FY15 <sup>^</sup>	FY16 <sup>^</sup>	FY17 <sup>^</sup>	FY18 <sup>^</sup>	FY19
Total Income	793.5	722.1	769.5	839.7	946.1
Materials consumed	406.1	365.2	362.0	421.4	473.1
Employee Expenses	117.9	119.6	120.9	126.7	146.2
Other Expenses	170.6	156.1	183.5	181.3	212.3
EBITDA	98.9	81.2	103.1	110.3	114.5
EBITDA %	12.5%	11.2%	13.4%	13.1%	12.1%
Depreciation & Amortization	14.3	15.6	17.3	17.0	19.2
Goodwill written off*	-	-	26.8	26.8	26.8
Finance Cost	5.9	4.8	4.5	4.0	4.5
Profit before Tax and Minority Interest (MI)	78.7	60.9	54.5	62.6	64.1
Tax	25.4	15.7	4.6	15.4	13.6
Profit after Tax & before MI	53.3	45.2	50.0	47.1	50.5
Minority Interest	0.2	3.2	0.0	0.0	0.0
Profit after Tax & MI	53.1	41.9	50.0	47.1	50.5
Cash Profit	67.4	57.5	83.6	92.0	95.1
Earnings Per share (Rs.)	15.12	12.12	13.86	13.07	14.00

<sup>^</sup> Total Income is Net of Excise Duty

\* Goodwill on account of Merger is being written off over a period of 10 years

Cash PAT = Profit after Tax + Deferred tax + Depreciation + Goodwill written off on account of Merger

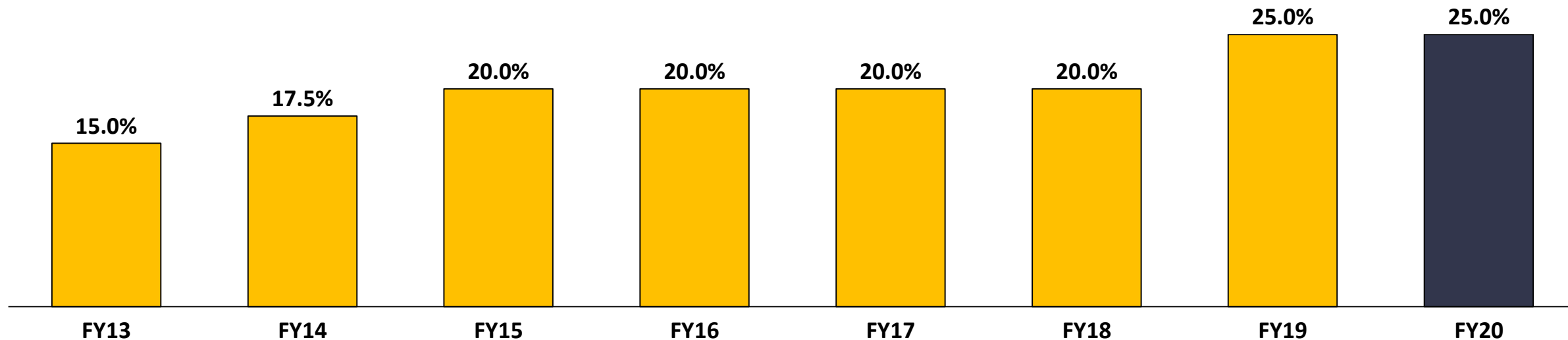
# ...to create sustainable value for Shareholders...



***We are a Net Cash Company at the end of September 2019***

\* Figures post Merger

# ...with consistent Payout



Particulars (Rs.)	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20*
Consolidated Book Value Per Share	70.9	95.1	99.6	111.7	189.9	208.7	220.5	222.9 <sup>^</sup>
Consolidated Earning Per Share	7.9	18.3	15.1	12.1	13.9	13.1	14.0	9.3 <sup>#</sup>
Dividend Per Share	1.5	1.75	2.00	2.00	2.00	2.00	2.50	2.50

\* Interim Dividend (Record date 19<sup>th</sup> February 2020)

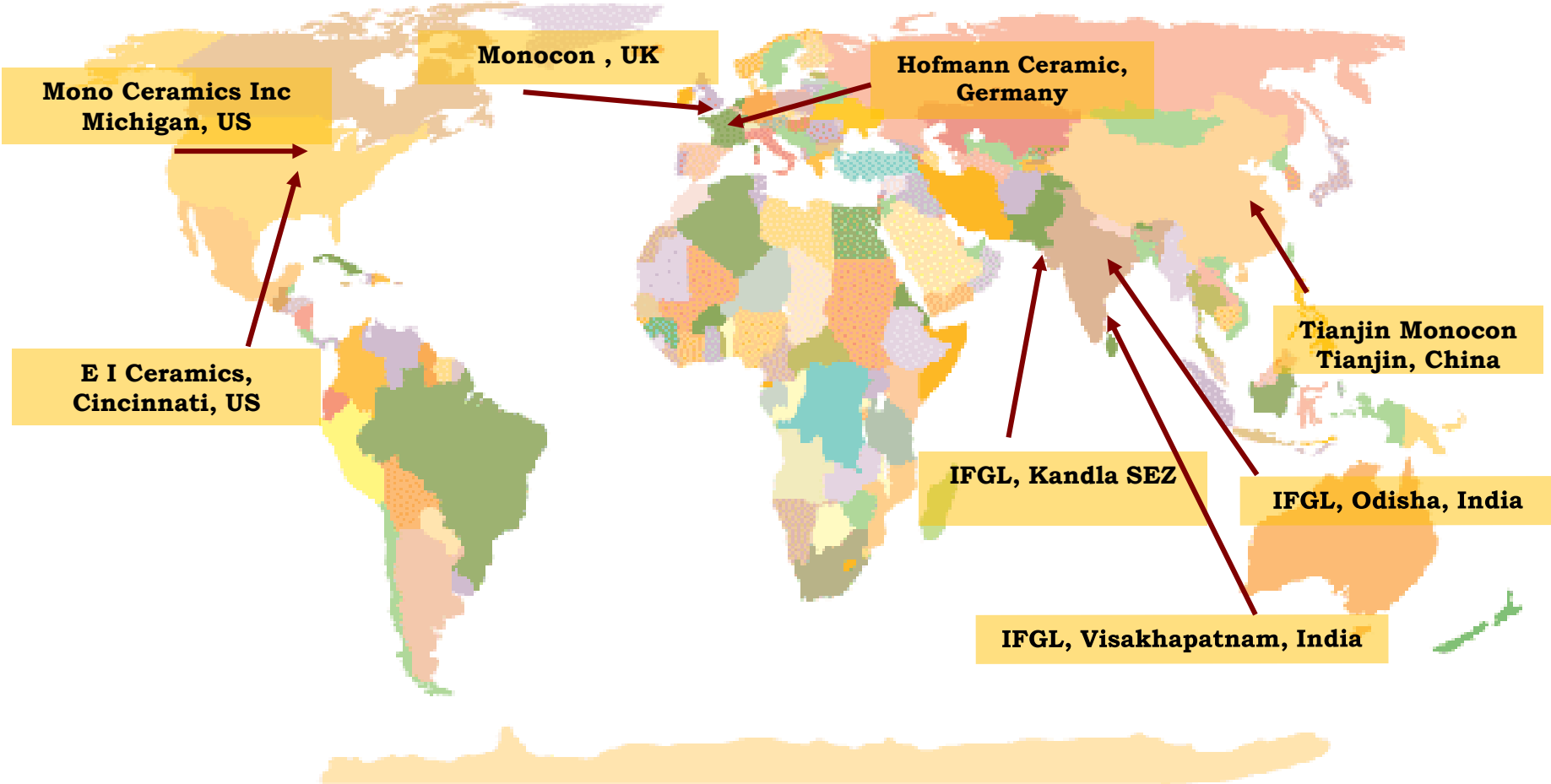
<sup>^</sup> As on H1FY20

<sup>#</sup> Consolidated EPS for 9MFY20



# About Us

# A Global MNC...



...with proven management...



**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, before the start of production in 1984. Has been Director & Chief Executive of erstwhile Indo Flogates Ltd.
- More than ~40 years of experience of Refractory Industry & has been involved in various capacities in Indian Refractories Makers Association



**Mr. Kamal Sarma**  
**Director & Chief Financial Officer**

- Fellow Member of ICAI and a law graduate with more than 30 years of experience in Finance, Accounts, Commercial & Operations
- More than 20 years of working experience in the refractory industry
- Previously was COO of erstwhile IFGL Refractories Ltd. till February 2011. Currently also Chairman of Indian Refractory Makers Association

# ...serving the specialized refractory segment...

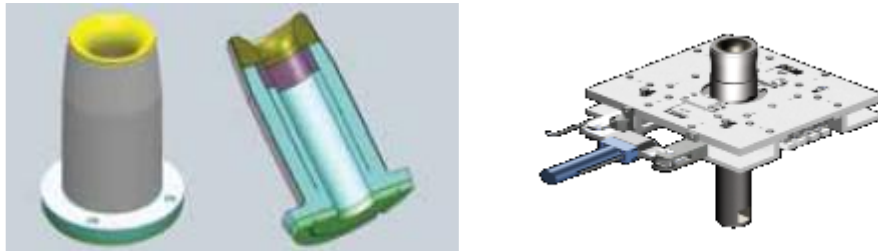
## Isostatic Refractories



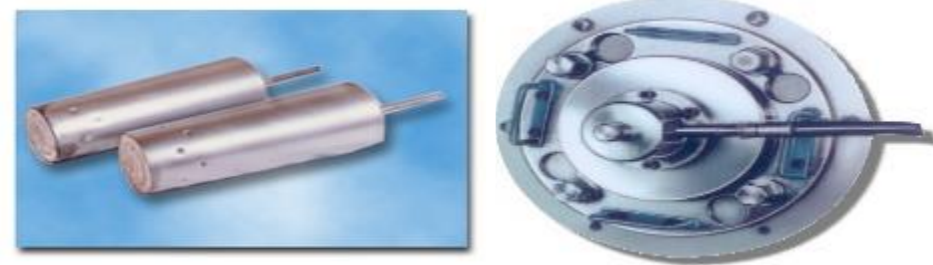
## Slide Gate Refractories & Systems



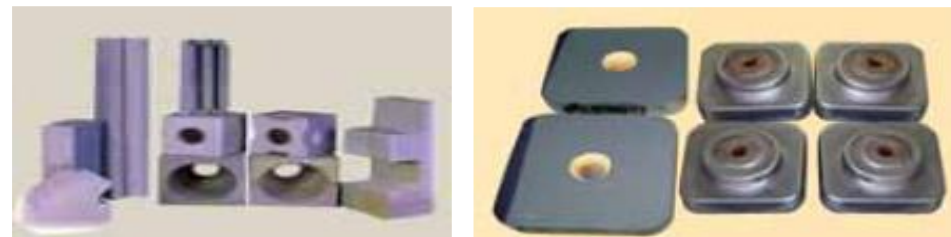
## Tube Changer Refractories & System



## Purging System & Refractories



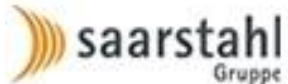
## Cast Products & Zirconia Nozzles



## Foundry Ceramics



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



**For further information, please contact:**



**SGA** Strategic Growth Advisors

**Company :**

**Investor Relations Advisors :**

**IFGL Refractories Ltd.**

CIN - L51909OR2007PLC027954

Mr. Rajesh Agrawal

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

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Pratik R. Shah

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