



14th August, 2022

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 (Listing Obligations and Disclosure Requirements) 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.

Thanking you,

Yours faithfully,
For IFGL Refractories Ltd

(R Agarwal)
Company Secretary
Email: rajesh.agarwal@ifgl.in

Encl : as above

IFGL REFRACTORIES LIMITED

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3 Netaji Subhas Road, Kolkata 700 001, India
Tel: +91 33 4010 6100 | **Email:** ifgl.ho@ifgl.in

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Tel: +91 661 266 0195 | **Email:** ifgl.works@ifgl.in

CIN: L51909OR2007PLC027954



**OUR TECHNOLOGY.
YOUR SUCCESS.**



IFGL Refractories Limited

**Investor Presentation – Q1FY23
August 2022**



Safe Harbor



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Our Performance

Standalone & Consolidated Performance

**Standalone
Total Income**

Rs. 225.7 Crores

**Consolidated
Total Income**

Rs. 359.8 Crores

**Standalone
EBITDA**

Rs. 28.5 Crores

**Consolidated
EBITDA**

Rs. 34.5 Crores

**Standalone
PAT**

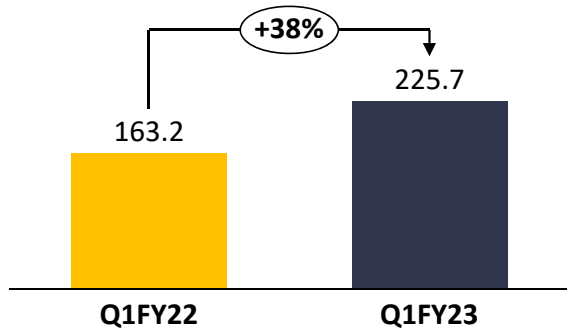
Rs. 12.0 Crores

**Consolidated
PAT**

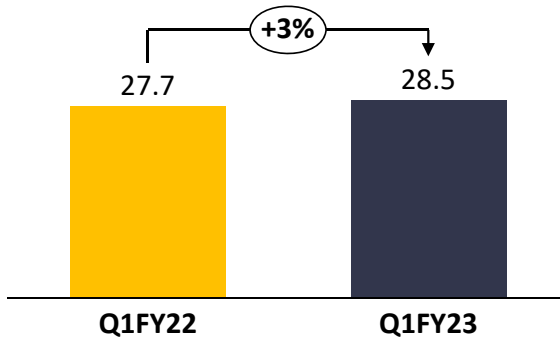
Rs. 14.6 Crores

Q1FY23 Standalone Financial Highlights

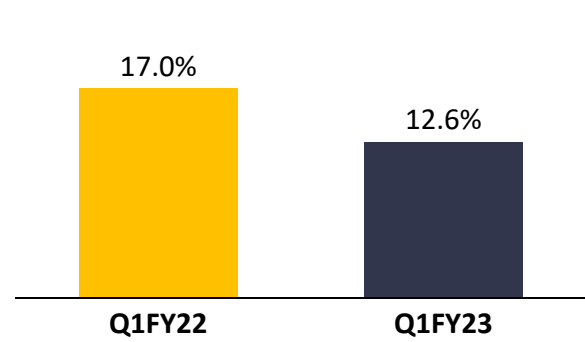
Total Income [Rs. Crs.]



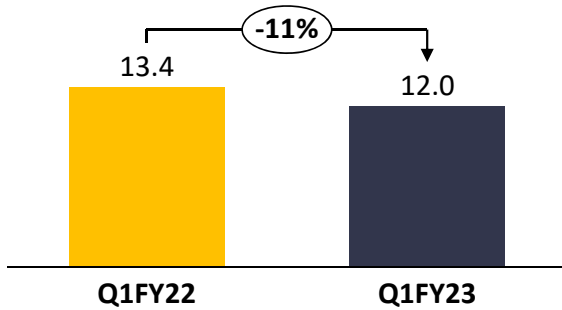
EBITDA [Rs. Crs.]



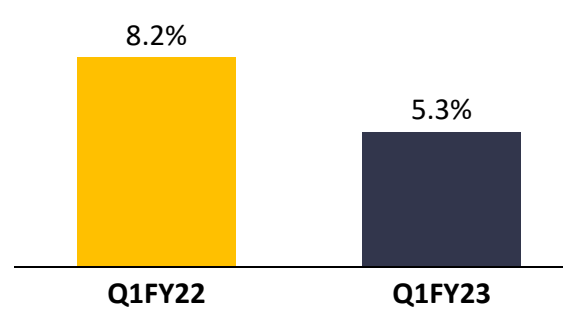
EBITDA margin [%]



Profit After Tax [Rs. Crs.]



PAT margin [%]



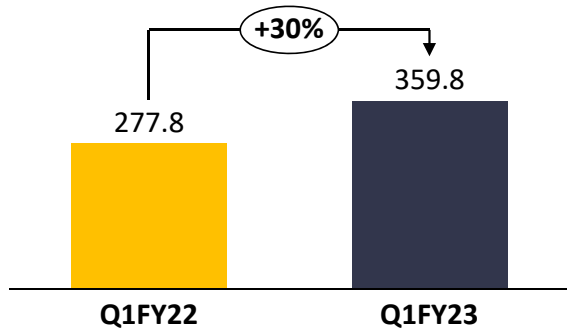
Q1FY23 Standalone Profit & Loss



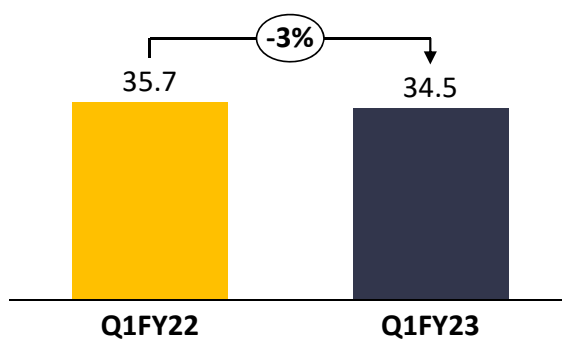
Profit & Loss [Rs. Crs.]	Q1FY23	Q1FY22	Y-o-Y%	Q4FY22	Q-o-Q%	FY22
Total Income	225.7	163.2	38%	240.1	-6%	801.4
Raw Material	125.4	79.5		124.8		395.5
Employee Expenses	15.1	13.8		13.0		56.1
Other Expenses	56.7	42.2		68.2		218.4
EBITDA	28.5	27.7	3%	34.2	-17%	131.3
EBITDA Margins	12.6%	17.0%		14.2%		16.4%
Depreciation	3.7	2.8		5.3		14.3
Goodwill written off	6.7	6.7		6.7		26.8
Finance Cost	1.1	0.7		0.6		3.0
Profit before Tax	17.0	17.5	-3%	21.5	-21%	87.2
Tax	5.0	4.2		5.9		24.0
Profit after Tax	12.0	13.4	-11%	15.7	-24%	63.2
PAT Margins	5.3%	8.2%		6.5%		7.9%

Q1FY23 Consolidated Financial Highlights

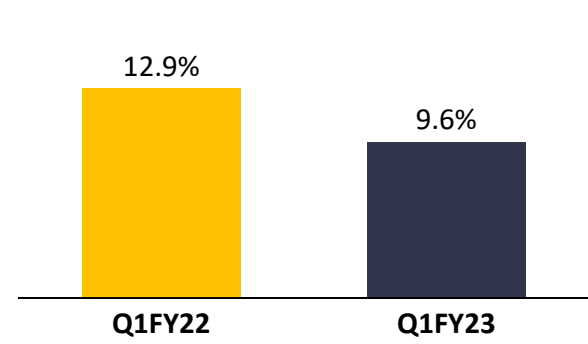
Total Income [Rs. Crs.]



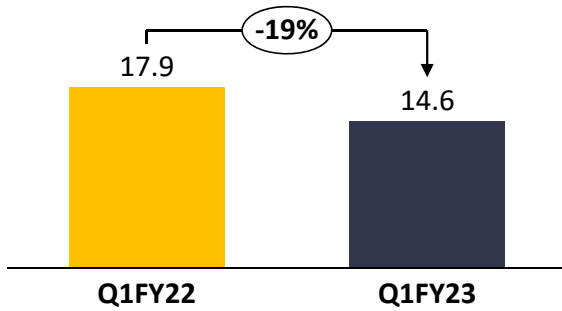
EBITDA [Rs. Crs.]



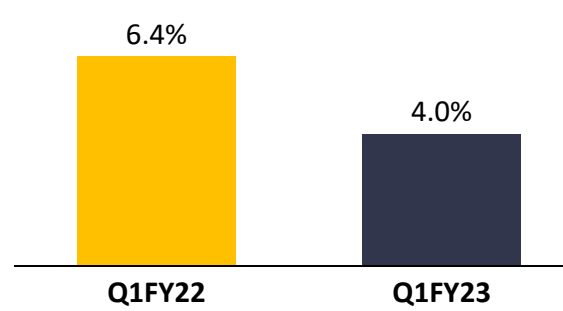
EBITDA margin [%]



Profit After Tax [Rs. Crs.]



PAT margin [%]



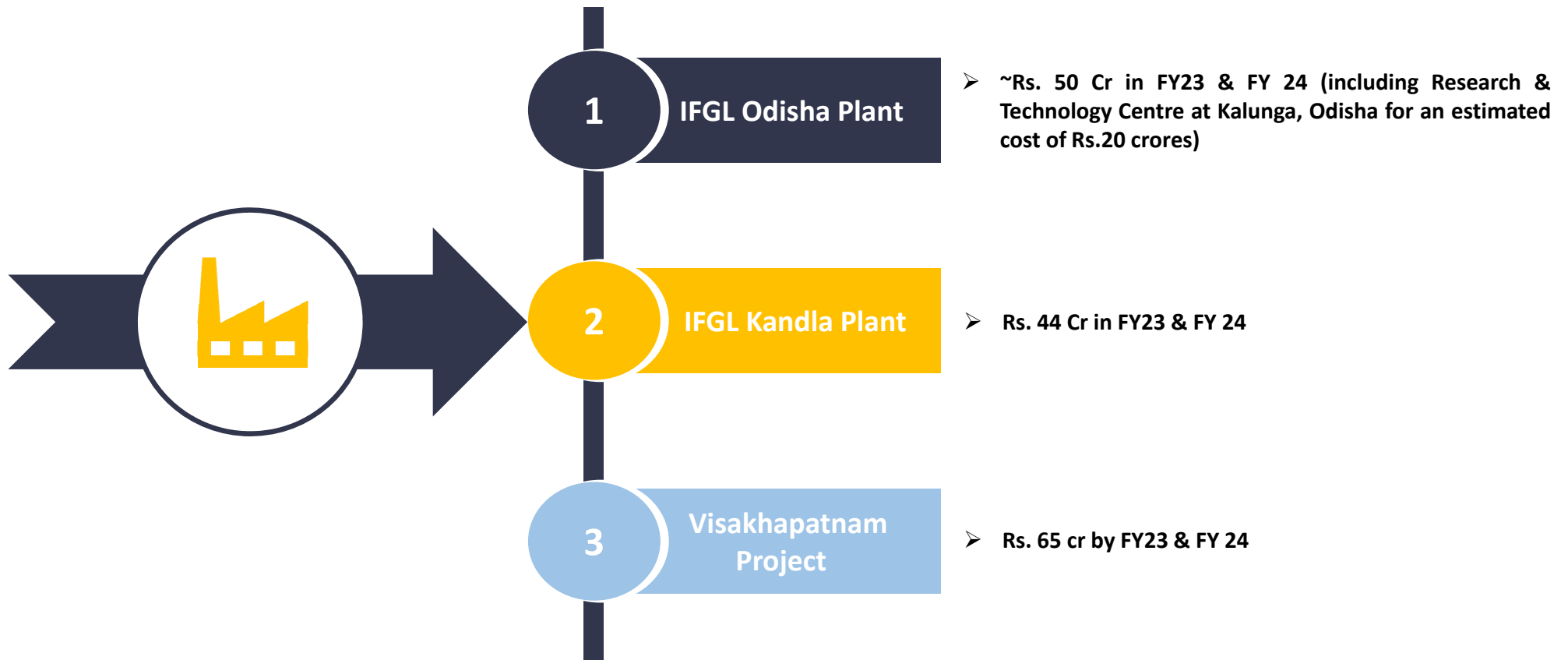
Q1FY23 Consolidated Profit & Loss



Profit & Loss [Rs. Crs.]	Q1FY23	Q1FY22	Y-o-Y%	Q4FY22	Q-o-Q%	FY22
Total Income	359.8	277.8	30%	366.6	-2%	1,275.4
Raw Material	191.8	131.7		181.4		614.6
Employee Expenses	46.9	42.3		43.1		173.9
Other Expenses	86.6	68.1		99.5		328.4
EBITDA	34.5	35.7	-3%	42.7	-19%	158.5
EBITDA Margins	9.6%	12.9%		11.6%		12.4%
Depreciation	6.4	5.1		8.1		24.3
Goodwill written off	6.7	6.7		6.7		26.8
Finance Cost	1.3	0.9		0.6		3.4
Profit before Tax	20.2	23.1	-13%	27.3	-26%	103.9
Tax	5.6	5.2		6.6		26.5
Profit after Tax	14.6	17.9	-19%	20.7	-30%	77.5
PAT Margins %	4.0%	6.4%		5.6%		6.1%

Capex – Capacity expansion & other improvements

Any update required ?



Capex to be funded out of internal accruals & term loans

Research & Technology Centre at Kalunga, Odisha



Building a Research & Technology Centre at our existing plant in Kalunga, Odisha for an estimated cost of Rs. 20 crores. This is likely to be operational in the year 2023.

Consistently performing over the years...



Particulars [Rs. Crs.]	FY18	FY19	FY20	FY21	FY22
Total Income	839.7	955.4	928.3	1,042.5	1,275.4
Materials consumed	421.4	477.0	459.1	474.0	614.6
Employee Expenses	126.7	146.2	150.5	151.8	173.9
Other Expenses	181.3	218.5	216.2	240.8	328.4
EBITDA	110.3	113.8	102.5	175.9	158.5
EBITDA %	13.1%	11.9%	11.0%	16.9%	12.4%
Depreciation & Amortization	17.0	19.2	21.5	21.8	24.3
Goodwill amortized*	26.8	26.8	26.8	26.8	26.8
Finance Cost	4.0	3.7	3.6	3.1	3.4
Profit before Tax before Exceptional Items	62.6	64.1	50.6	124.2	103.9
Exceptional Item [#]	-	-	-20.6	-	-
Profit before Tax	62.6	64.1	30.0	124.2	103.9
Tax	15.4	13.6	10.5	58.6	26.5
Profit after Tax	47.1	50.5	19.5	65.6	77.5
One-time deferred tax adjustment (Goodwill)	-	-	-	20.2	-
Adjusted Profit after Tax **	47.1	50.5	40.1	85.8	77.5

*Goodwill on account of Merger is being amortized over a period of 10 years.

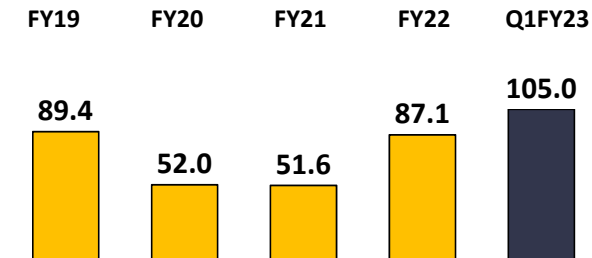
** Adjusted PAT is after adding back exceptional loss and one-time deferred tax adjustment on account of goodwill

[#]Exceptional Item is the Impairment of Goodwill pertaining to German operations

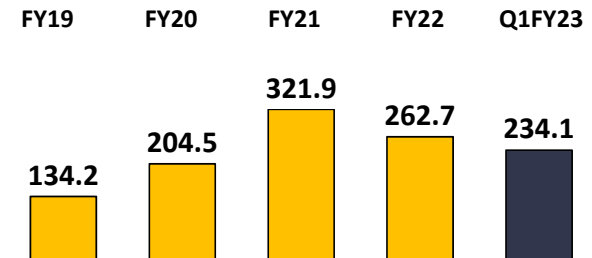
...to create sustainable value for Shareholders...



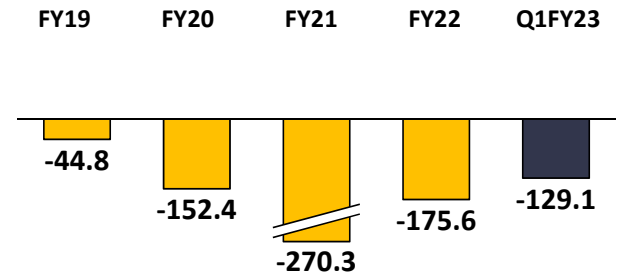
Total Debt (Rs. Crs.)



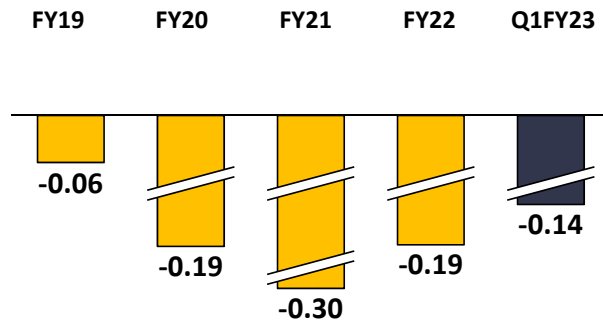
Cash & Equivalents (Rs. Crs.)



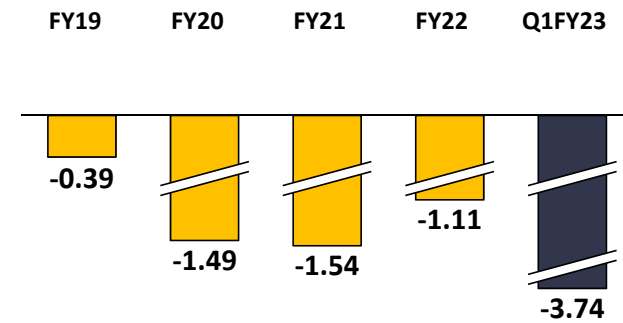
Net Debt (Rs. Crs.)



Net Debt : Equity [x]

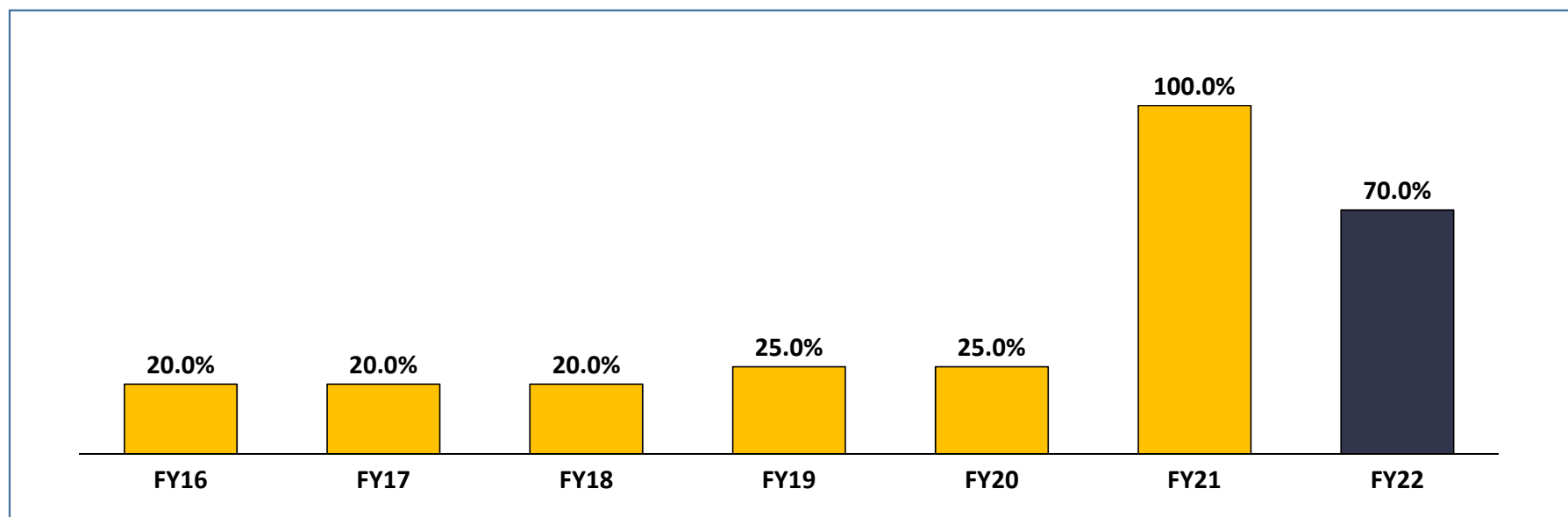


Net Debt : EBITDA [x]



We are a Net Cash Company from FY 19

...with consistent Payout



Particulars (Rs.)	FY16	FY17	FY18	FY19	FY20	FY21 #	FY22
Consolidated Book Value Per Share	111.7	189.9	208.7	220.5	224.5	247.1	259.2
Consolidated Earning Per Share	12.1	13.9	13.1	14.0	11.1*	23.8*	21.5
Dividend Per Share	2.00	2.00	2.00	2.50	2.50	10.0#	7.0

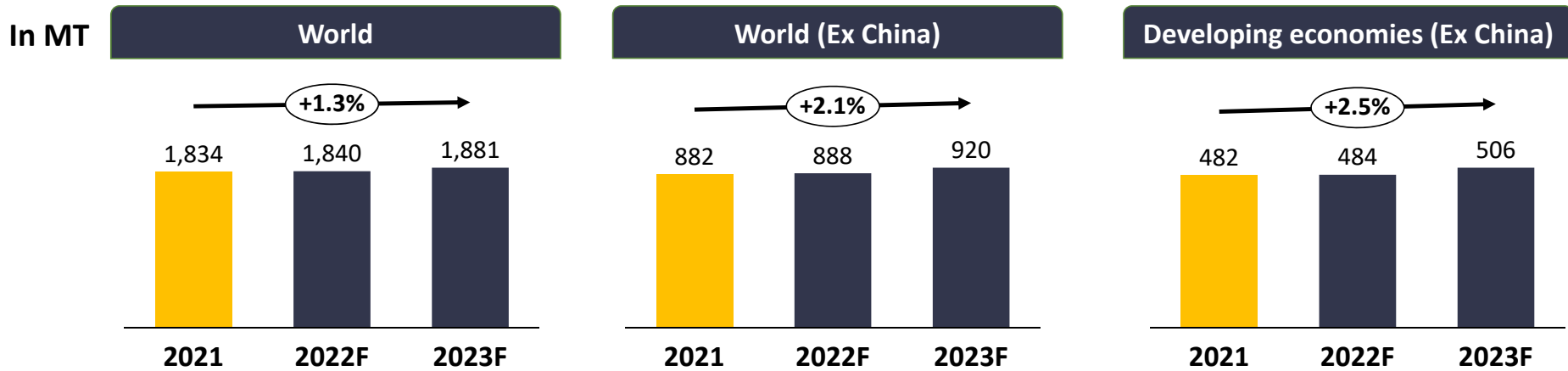
* EPS Adjusted for exceptional item and one time deferred tax liability on account of goodwill

Includes Special Dividend of Rs. 6 per share



Industry Overview

Global Steel Demand Outlook



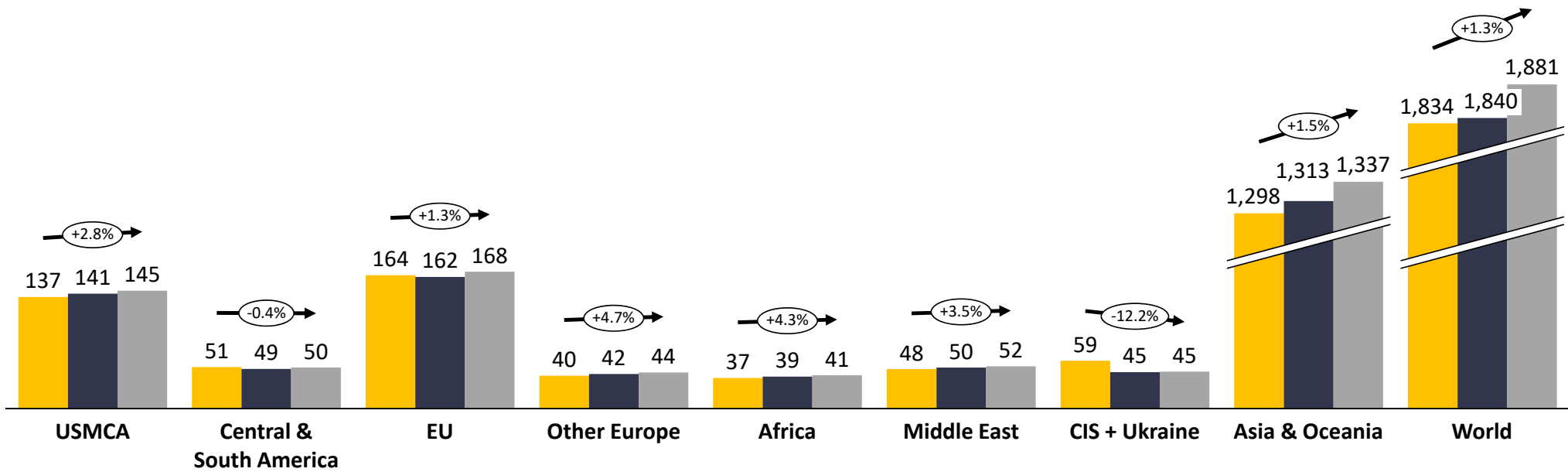
➤ Global outlook:

- As per WSA, the current forecast assumes that steel demand will grow by 0.4% in 2022 and reach 1,840.2 Mt after increasing by 2.7% in 2021. In 2023, steel demand will see a further growth of 2.2% to 1,881.4 Mt.
- The current forecast assumes is made against the backdrop of the war in Ukraine and is subject to high uncertainty.

Forecasted Global Short-Term Steel Demand



In MT 2021 2022F 2023F



Steel Demand is expected to grow strongly across all parts of the world in 2022 & 2023

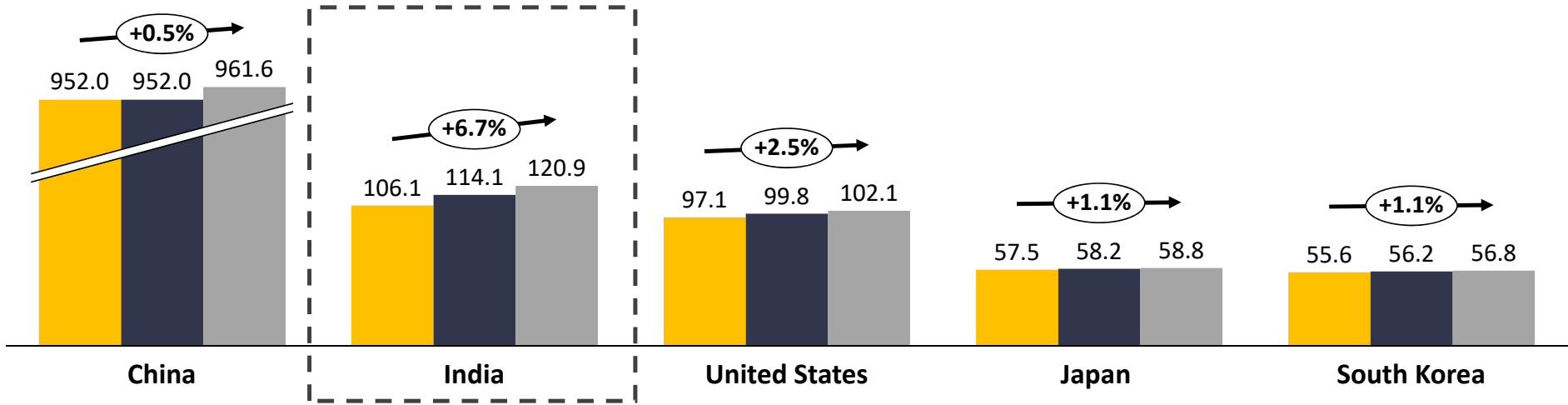
USMCA – US, Mexico, Canada

Source: World Steel Association - Short Range Outlook April 2022

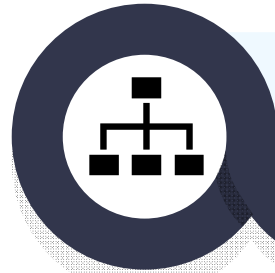
Top 5 Steel Consuming Countries



In MT 2021 2022F 2023F



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

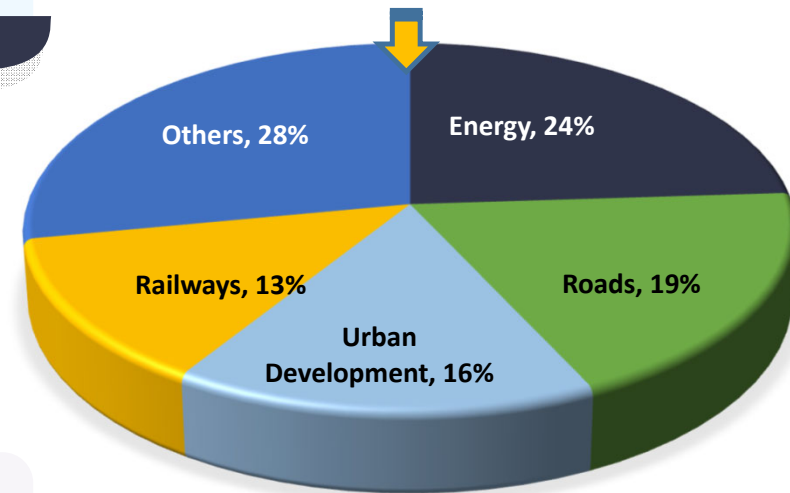
India needs to spend about \$1.4 trillion on infrastructure to become a \$5 trillion economy by FY25



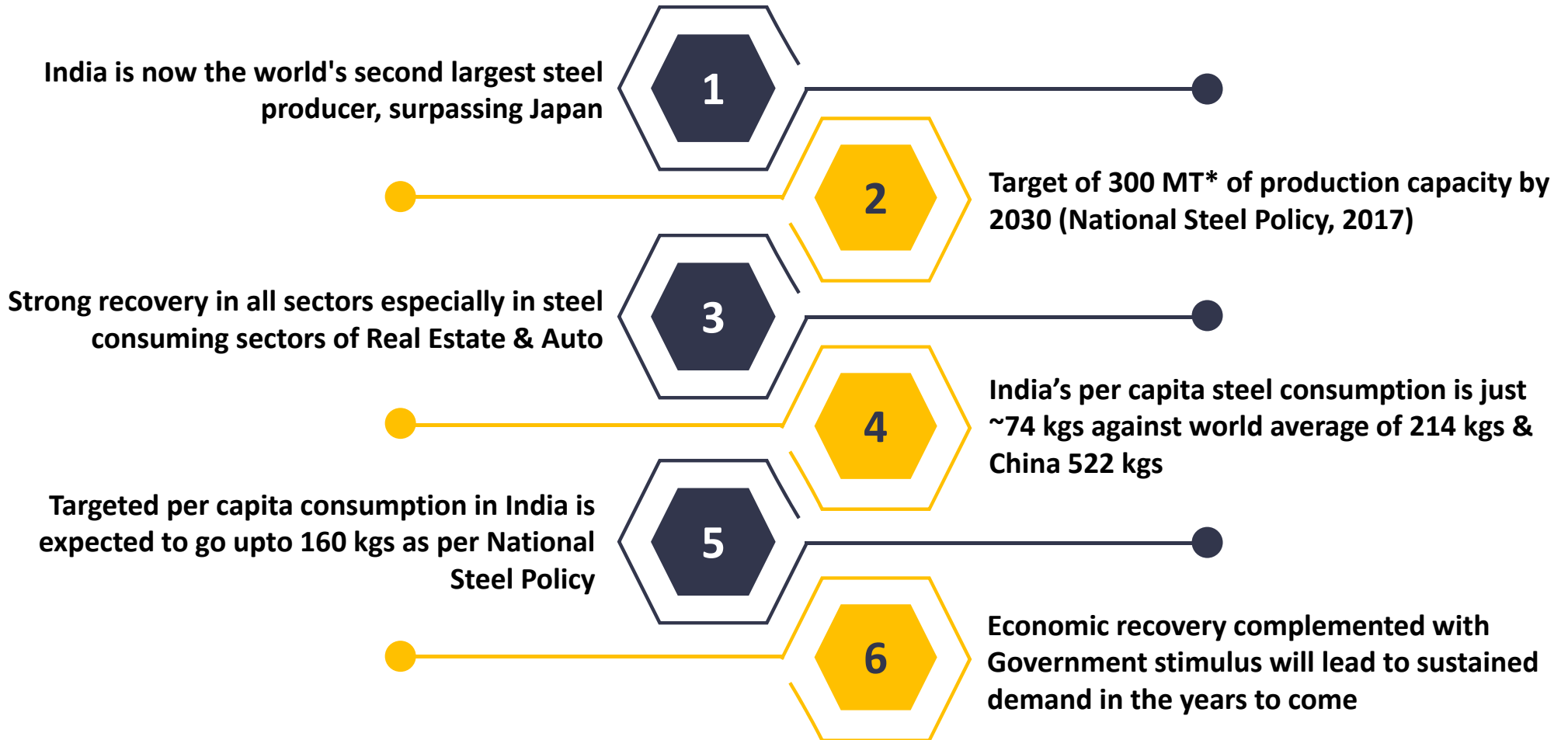
Fresh Investments in Infrastructure

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

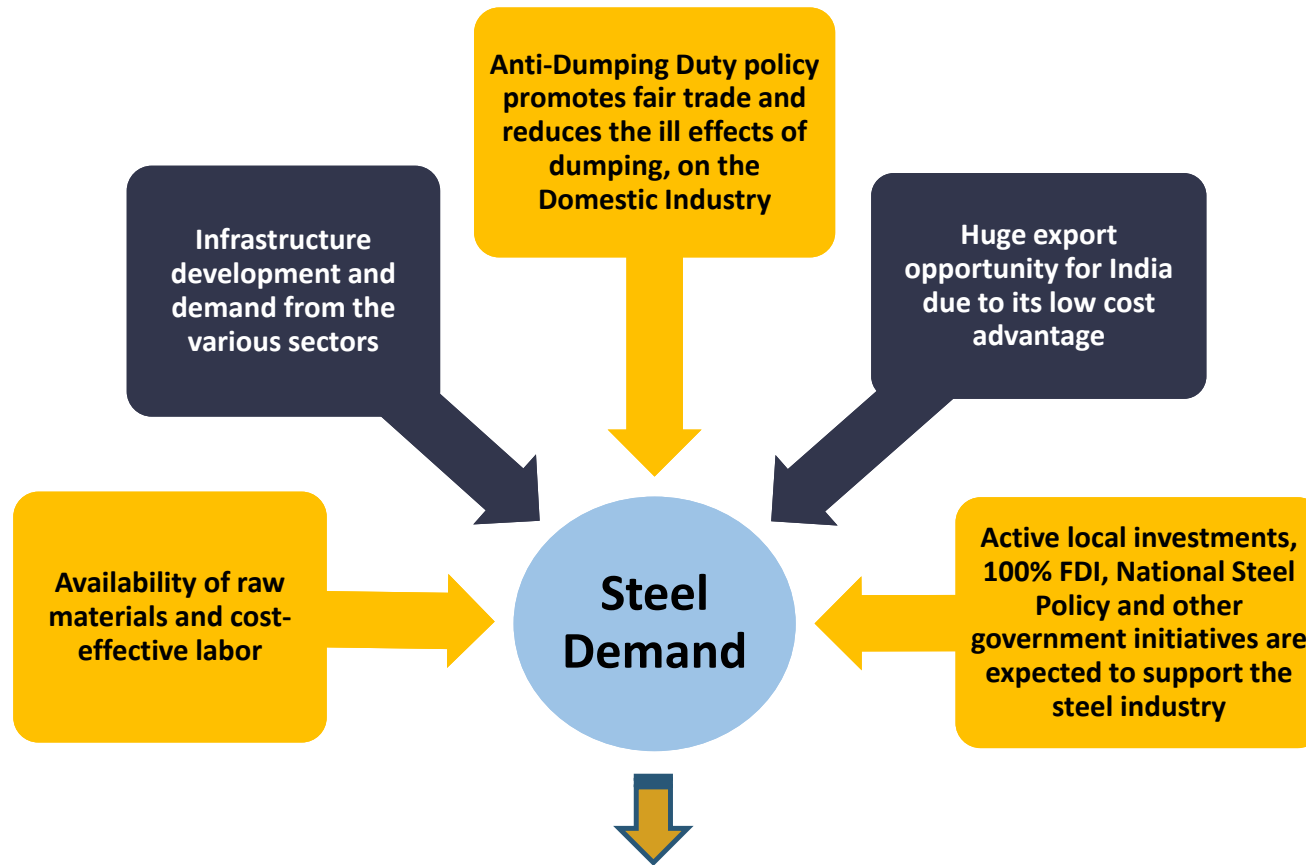
Investment allocation under NIP



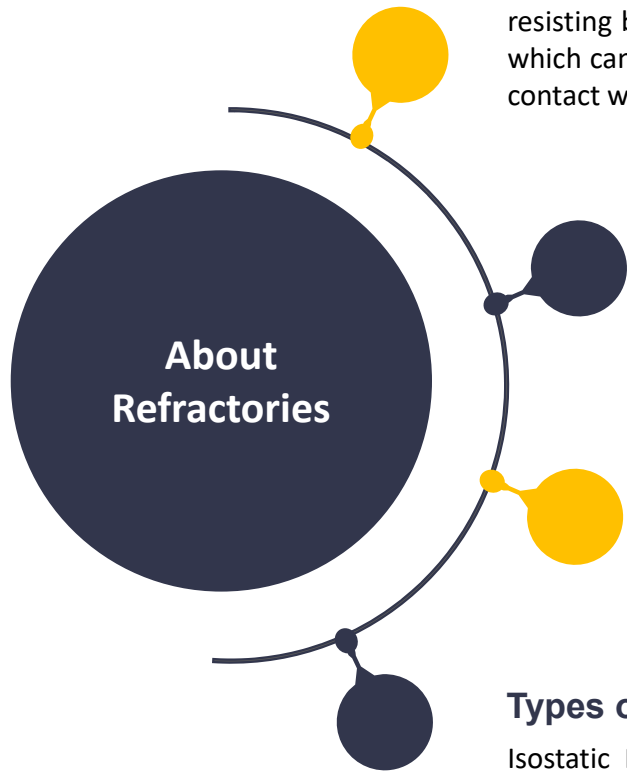
Domestic Steel Industry on a strong footing in the long term



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



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, sulphur furnaces, air heaters, ducting, stacks, etc.

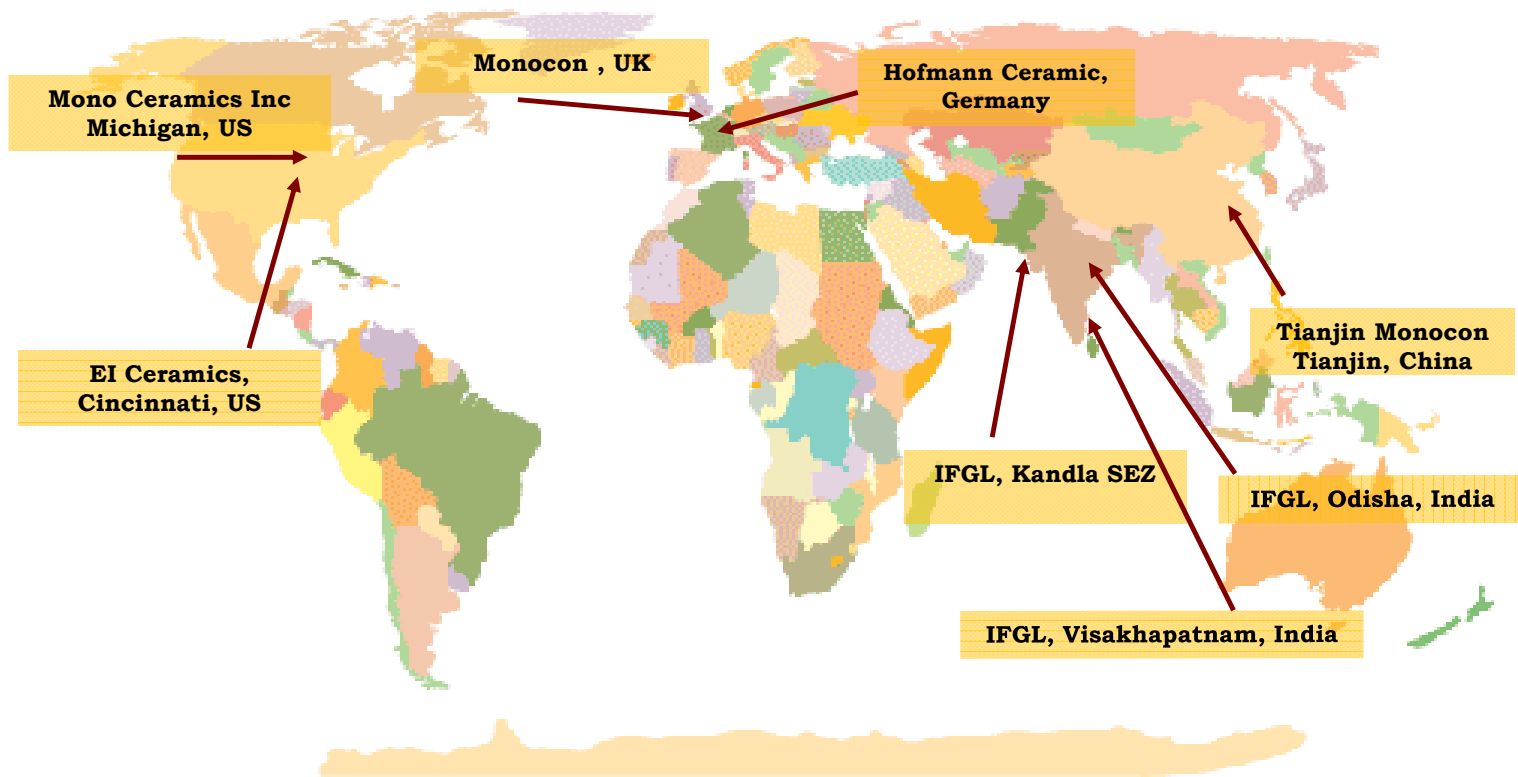
Types of Refractories

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

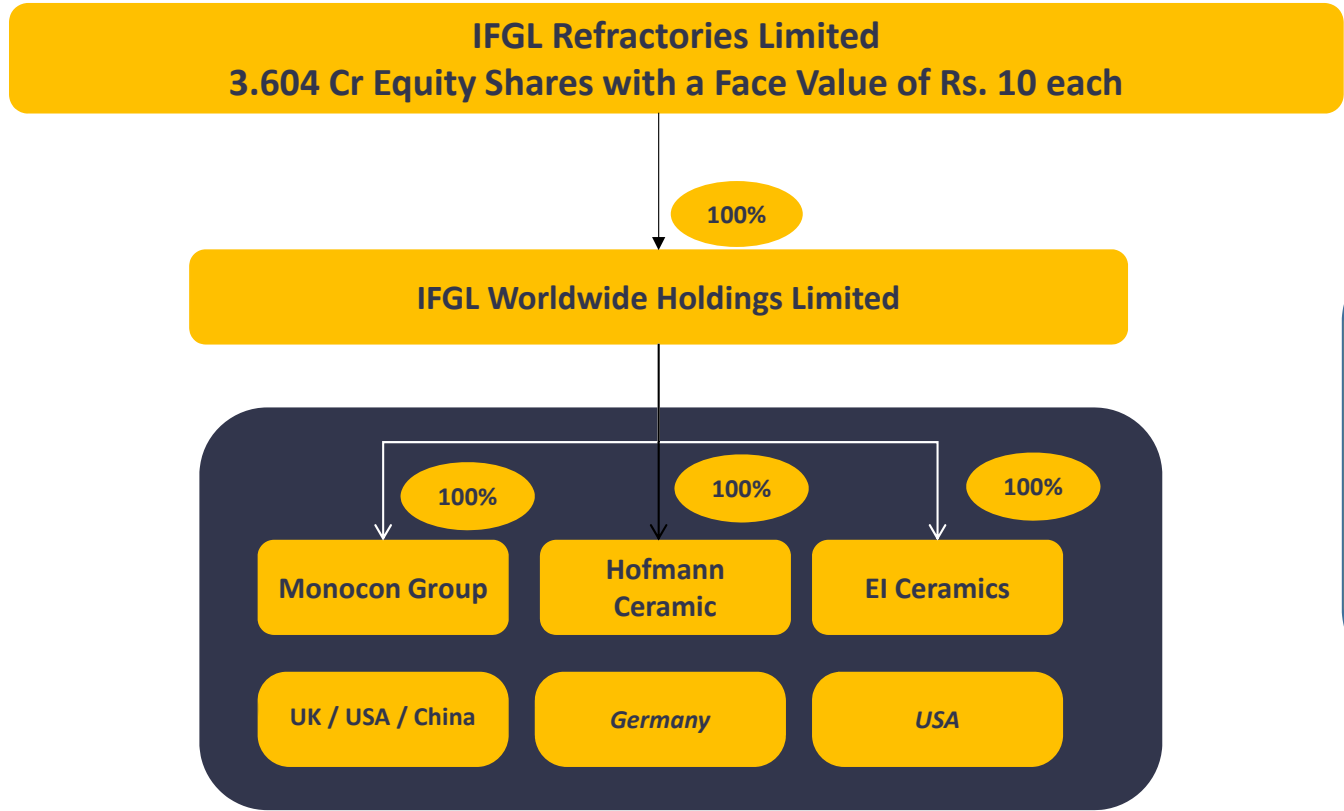


About Us

A Global MNC...



Corporate Structure...



Plants at Kalunga, Odisha, India
+
Plant at Kandla SEZ, Gujarat, India
+
Plant at Visakhapatnam, Andhra Pradesh, India

...simplified to create value for shareholders

...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. James McIntosh
Managing Director

- Holder of Masters Degree in Technological Marketing
- Previously President of Company's US step down subsidiary, El Ceramics LLC
- Has wide experience of more than three decades of refractory industry worldwide



Mr. Kamal Sarda
Director & Chief Executive 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. Ex-Chairman of Indian Refractory Makers Association

...serving the specialized refractory segment...



Isostatic Refractories



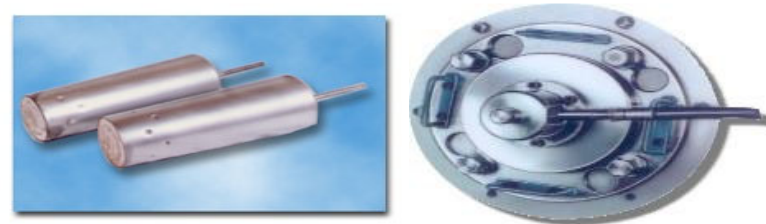
Slide Gate Refractories & Systems



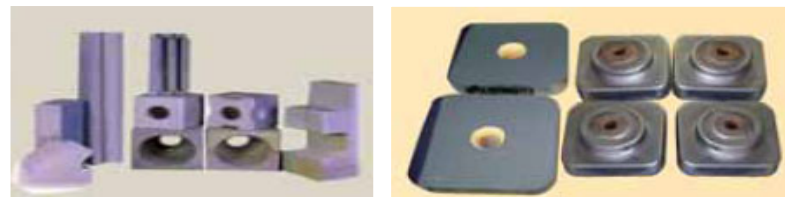
Tube Changer Refractories & System



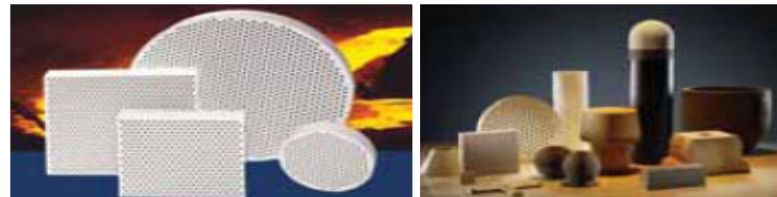
Purging System & Refractories



Cast Products & Zirconia Nozzles



Foundry Ceramics



...to reputed names in the Global Steel Industry



Our Technology. Your Success.



For further information, please contact:



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