



# I G PETROCHEMICALS LIMITED

6<sup>th</sup> August, 2022

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>
--	---

Dear Sir,

**Subject: 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, 2022.

Kindly take the same on records.

Thanking you,

Yours faithfully,  
For I G Petrochemicals Limited

Sudhir R Singh  
Company Secretary  
Encl: As above



# IG PETROCHEMICALS LIMITED

Investor Presentation – August 2022

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **I G Petrochemicals Limited (the “Company”)**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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.

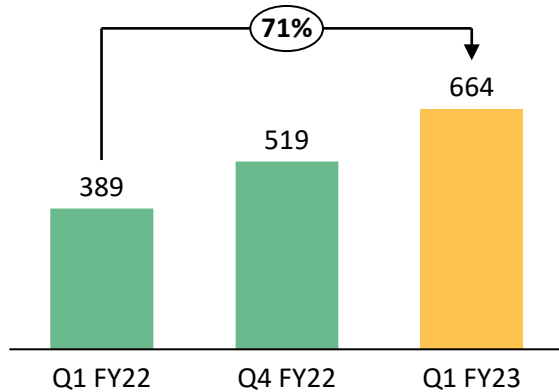


A decorative circular graphic element. It features a thick yellow and green border that curves around a central white circle. The text 'Q1 FY23 Highlights' is centered within the white circle in a bold, green, sans-serif font. The background of the graphic includes faint icons related to industry and technology.

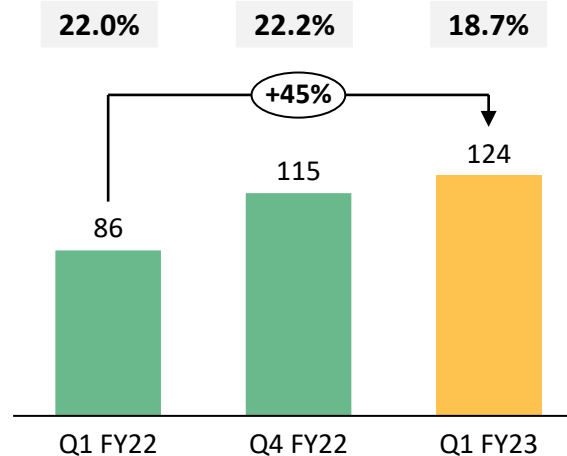
# Q1 FY23 Highlights

# Strong Quarterly Performance

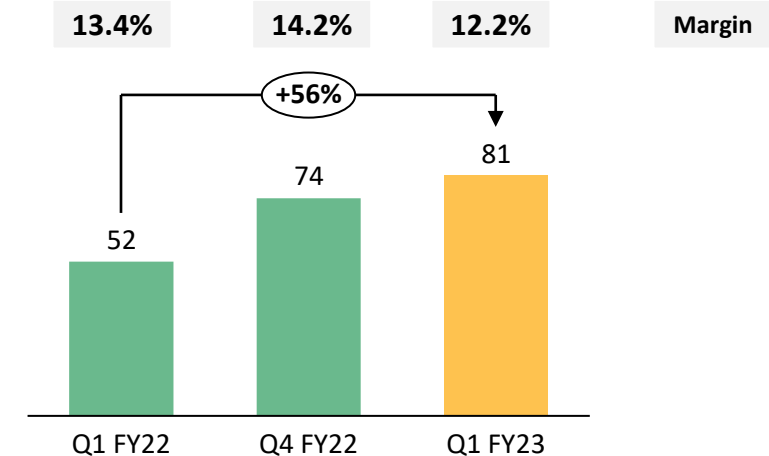
## Revenue^ (Rs. Crs)



## EBITDA (Rs. Crs)



## PAT (Rs. Crs)

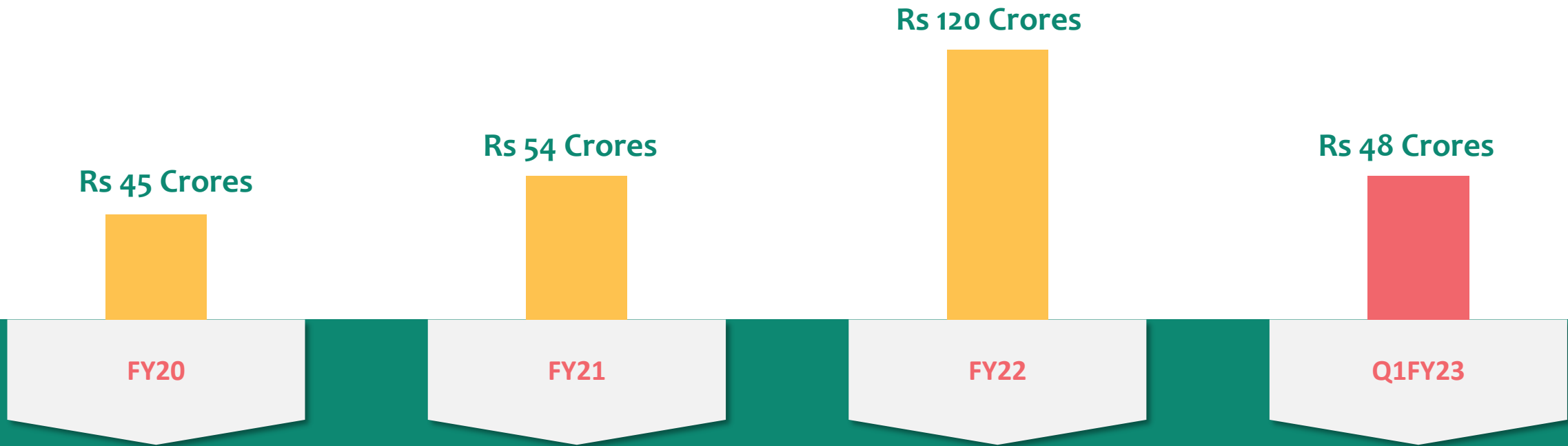


## Key Highlights

- Strong Business momentum continued for the Q1FY23 led by robust demand for Phthalic Anhydride & Maleic Anhydride
- Diethyl Phthalate (New downstream product i.e. Advance Plasticizer) has started contributing to the total revenue meaningfully
- Revenue contribution from Non-Phthalic business stood Rs. 48 Crores for Q1FY23
- Brownfield Expansion of Phthalic Anhydride (PA-5 unit) is on track and is expected to commence in March 2024

# Contribution From Non – PAN\* Business

Increasing share From Non- Phthalic Anhydride Business



\*Non Phthalic Anhydride (PAN) Business includes - Maleic Anhydride (MAN), Benzoic Acid (BA), Diethyl Phthalate (DEP) & Others

DEP facility commercialized in November 2021

# Profit & Loss Statement

Particulars (Rs. Cr)	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q
<b>Total Revenue<sup>^</sup></b>	<b>664.4</b>	<b>389.3</b>	<b>70.6%</b>	<b>519.1</b>	<b>28.0%</b>
Raw Material	479.3	245.9		335.8	
Employee Expenses	20.3	18.2		18.5	
Other Expenses	40.6	39.7		49.7	
<b>EBITDA</b>	<b>124.2</b>	<b>85.6</b>	<b>45.1%</b>	<b>115.1</b>	<b>7.9%</b>
<b>EBITDA Margin (%)</b>	<b>18.7%</b>	<b>22.0%</b>		<b>22.2%</b>	
Depreciation	11.9	11.3		11.5	
<b>EBIT</b>	<b>112.3</b>	<b>74.3</b>		<b>103.6</b>	
<b>EBIT Margin (%)</b>	<b>16.9%</b>	<b>19.1%</b>		<b>20.0%</b>	
Finance Cost	3.6	4.5		3.5	
Exceptional Items	0.0	0.0		0.0	
<b>Profit Before Tax</b>	<b>108.7</b>	<b>69.8</b>		<b>100.1</b>	
Tax	27.4	17.6		26.4	
<b>Profit After Tax</b>	<b>81.3</b>	<b>52.2</b>	<b>55.7%</b>	<b>73.6</b>	<b>10.4%</b>
<b>PAT Margin (%)</b>	<b>12.2%</b>	<b>13.4%</b>		<b>14.2%</b>	
<b>EPS (in Rs.)</b>	<b>26.40</b>	<b>16.96</b>		<b>23.91</b>	



A decorative graphic element consisting of a large white circle with a thick yellow border. The circle is partially overlaid by a green shape on the right side. Along the bottom edge of the green shape, there are several small, white icons representing various industrial and business concepts, such as a gear, a factory, a person, and a building.

# Company Overview



## India's Largest Phthalic Anhydride Manufacturer

Incorporated in 1988

India's only  
**Maleic Anhydride (MAN)**  
Manufacturer

World's **Largest PAN\***  
Manufacturer at Single Location

> 50% Domestic Market Share of  
PAN\*

**20+** End User Industries Served

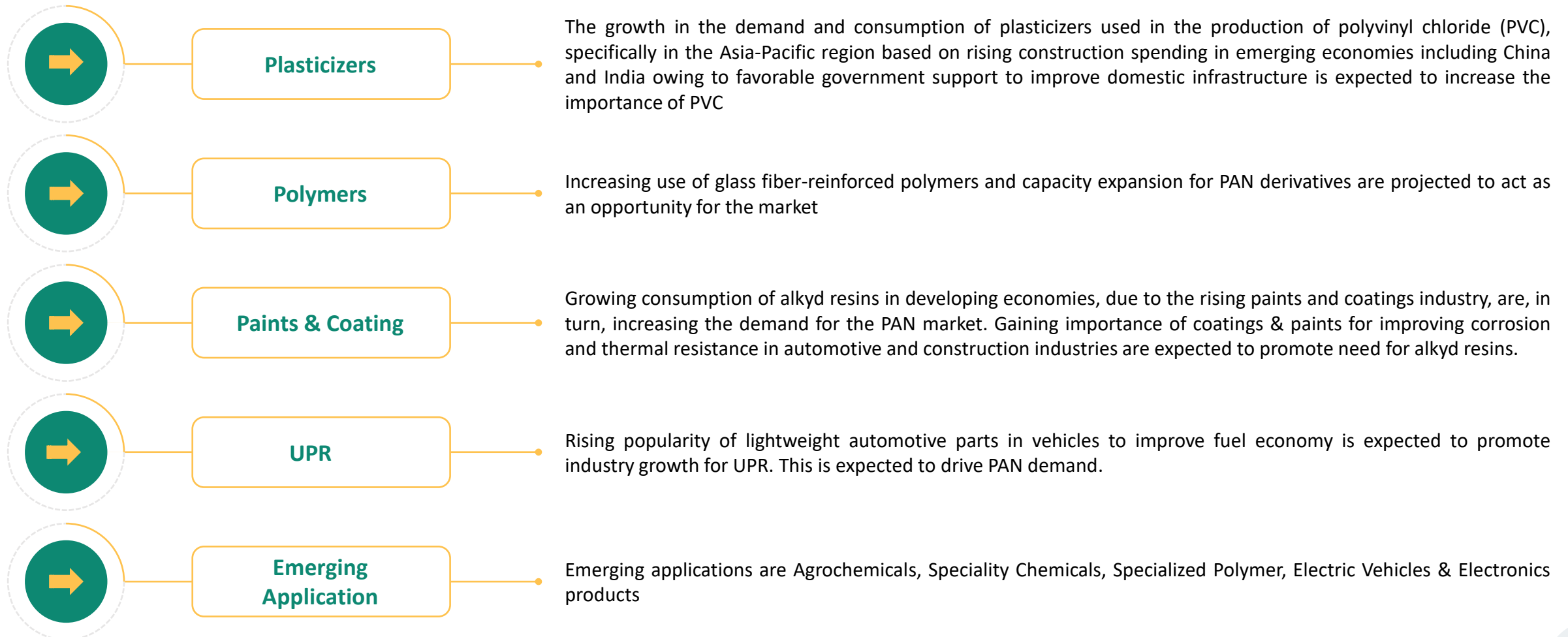
PAN\* Capacity **2.22 Lakh MTPA**

**Lowest Cost Producer** of PAN\*

ISO Certified  
9001:2015  
14001:2015

# Phthalic Anhydride Overview

PAN is a versatile intermediate in organic chemistry and a downstream product of a basic petrochemical, Orthoxylene (Ox). It is used as an intermediate to produce Plasticizers, Unsaturated Polyester Resins, and Alkyd Resins & Polyols. It finds application in both consumer durables to non-consumer durables. Its end users are paints, inks, coatings, boxes, containers and packaging films industries among others.

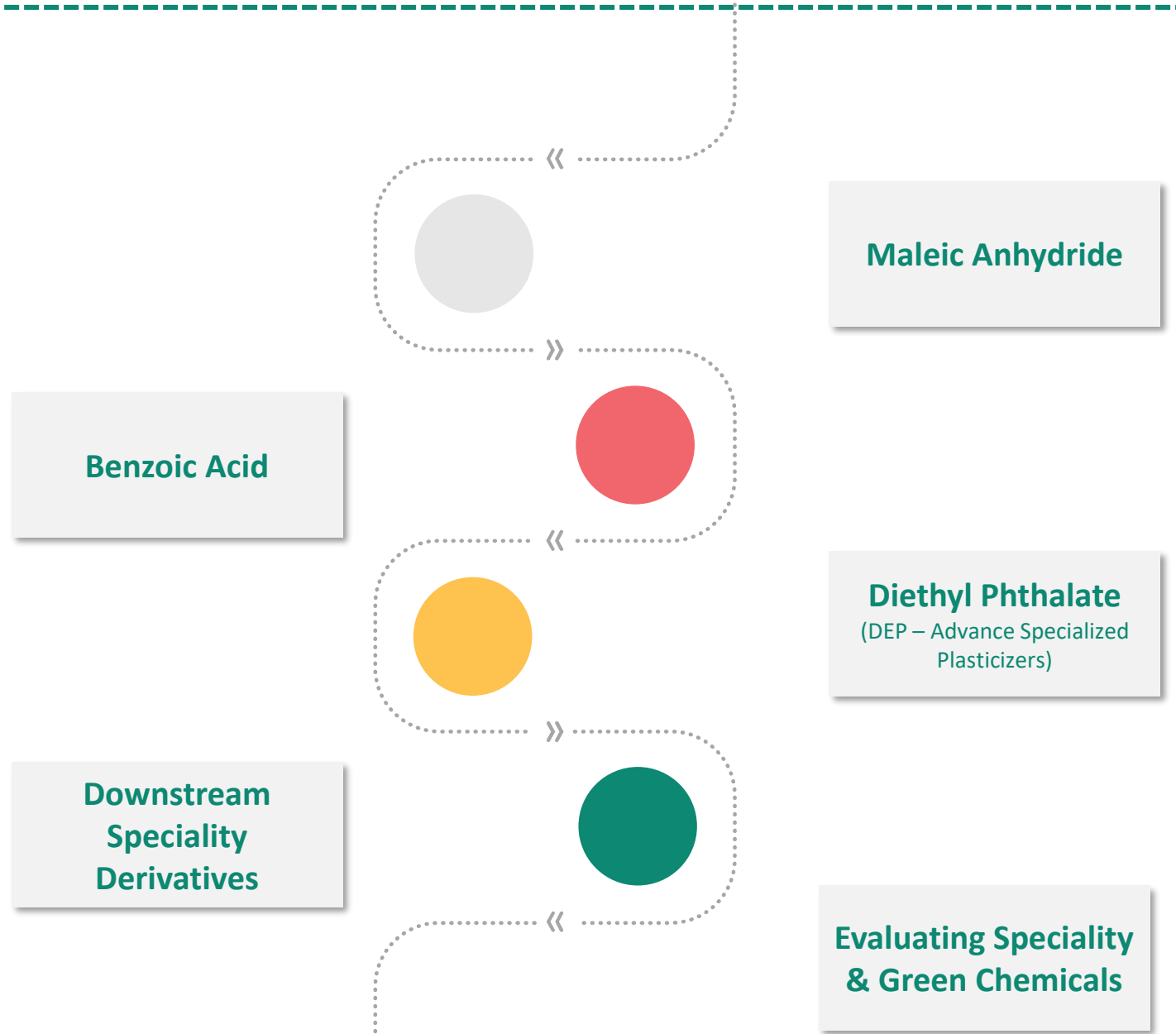


# Diversification Into Non-Phthalic Anhydride Products



## Current Capacity

- › Phthalic Anhydride - 222,110 MTPA
- › Maleic Anhydride – 7,660 MTPA
- › Benzoic Acid – 1,300 MTPA
- › Diethyl Phthalate – 8,400 MTPA



## 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



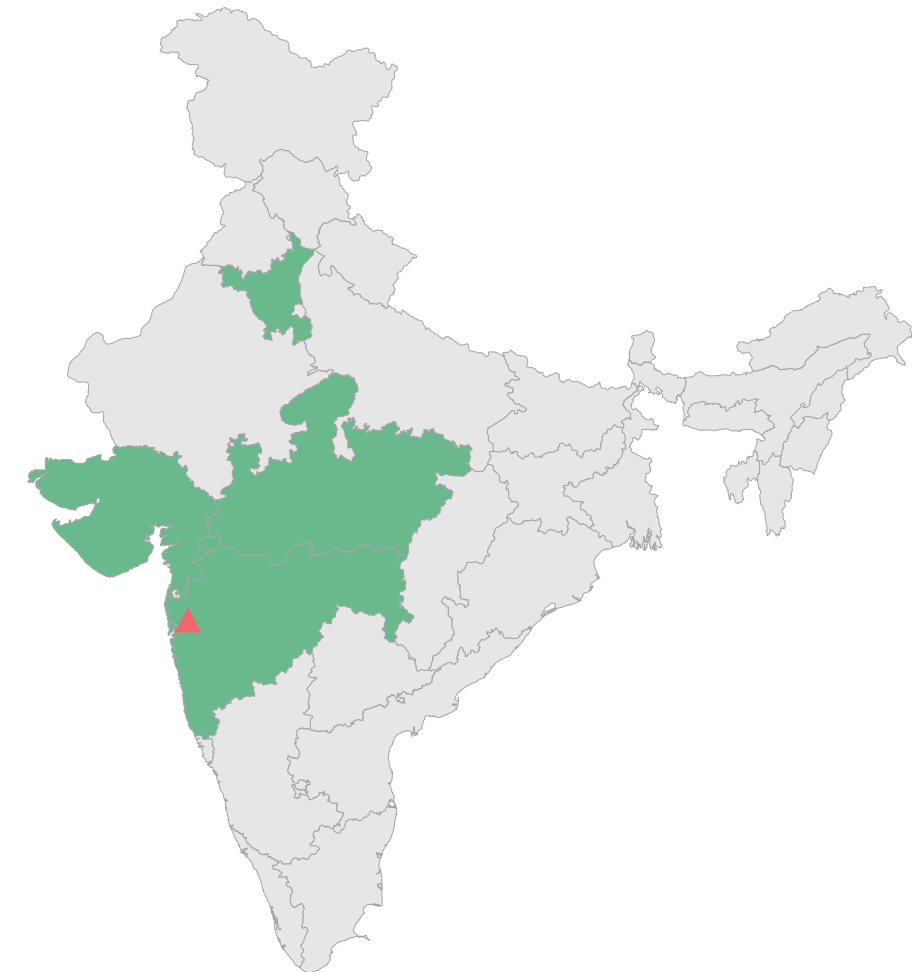
The company has a distinct sourcing and selling advantage due to its strategic location in the **Western Chemical Belt of India**



**A leading PAN manufacturer in India and the global market**



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



▲ IGPL Plant at MIDC - Talaja, Maharashtra

■ Chemical Belt of Western India

# State of the Art Manufacturing Facilities



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

100% energy requirements met through captive power plants

World's **Largest PAN** Manufacturer at Single Location

Six-sigma quality control processes and ERP systems across the organization

New Effluent Treatment Plant (ETP) facility has enabled the Company to achieve a partial Zero Liquid Discharge

Efforts are on to reach complete Zero Liquid Discharge status in the next few years

# Diversified End-User Industry

## Phthalic Anhydride



Plasticizers



Alkyd Resins & Paints



Unsaturated Polyester Resins



CPC Pigments

**20+**  
End User  
Industries

## Maleic Anhydride



Lubricant Additive



Agro Chemicals



Plastics



Unsaturated Polyester Resins

**120+**  
Clients

## Benzoic Acid



Perfume



Insect Repellent



Speciality Chemicals

**~11%**  
Export  
Business

## Advance Plasticizers (DEP)



Incense Stick



Perfume



Personal Care

# High Focus on Capacity Expansion

## PA 4 Plant

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



*Commissioned*



## Advance Plasticizers (DEP)

- Capacity of 8,400 MTPA
- Capacity **commissioned** in Nov 2021



*Commissioned*



## PA 5 Plant (Brownfield Expansion)

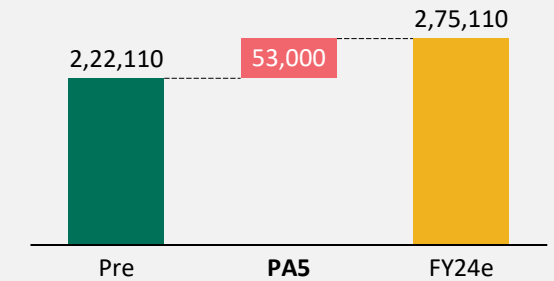
- Project Cost : Rs. 350 Crores
- Capacity PAN : 53,000 MTPA | MAN : 1,500 MTPA
- PA 5 unit is expected to commence in March 2024



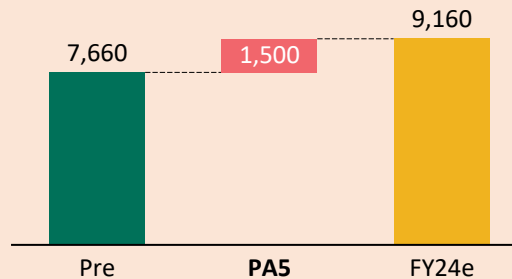
*Upcoming*

## Capacity Post PA 5 Expansion (MTPA)

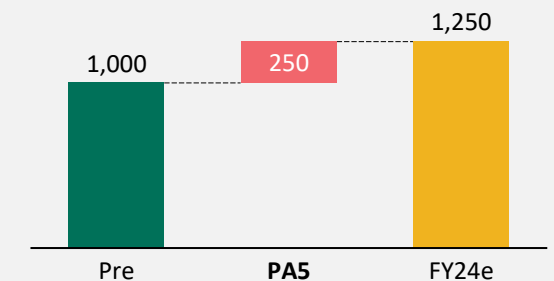
### Phthalic Anhydride



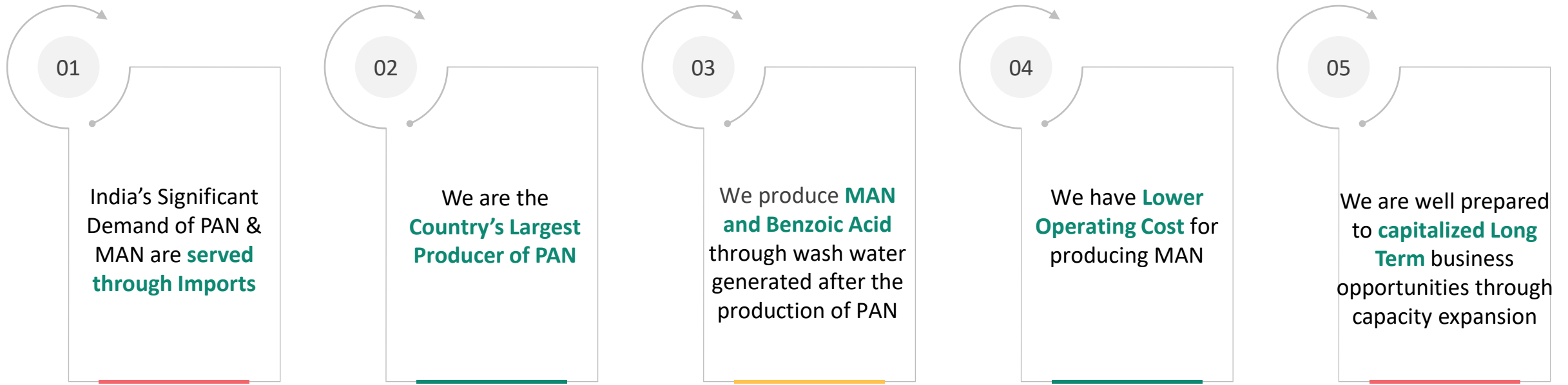
### Maleic Anhydride



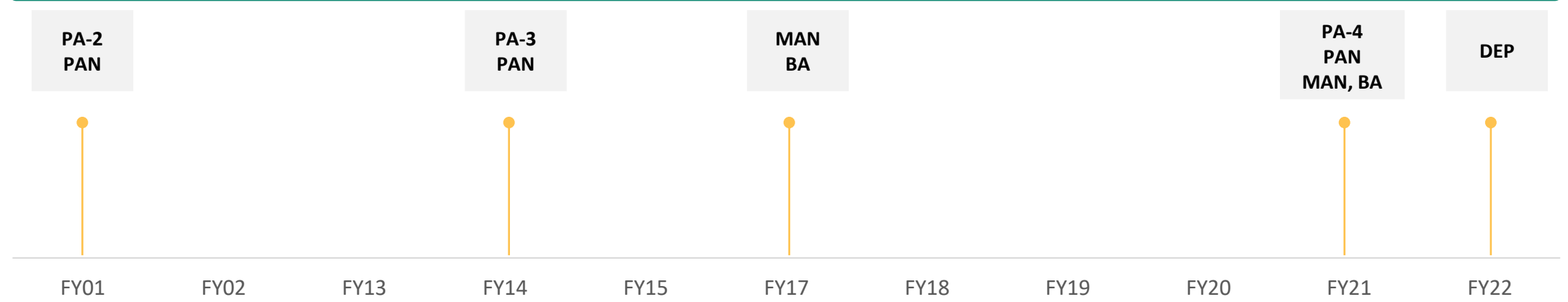
### Benzoic Acid



# Sustainable Business Model



## Capacity Added Over The Last 2 Decades





# Led by Healthy Demand



Paints & Resins



Plasticizers



Speciality Chemicals



Medical Device



Synthetic Leather



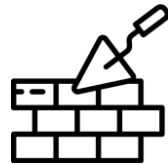
Lubricants



Building & Construction



Cables & Wires



Construction



Packaging Films



Personal Care



Perfumes & Fragrance

## Sustainable Growth

### Infrastructure Development

Higher private and government spending on social and industrial infrastructure leading to Strong & Constant domestic demand for the Products

### Make in India Push

Govt. Initiative to encourage companies to manufacture in India and incentivize dedicated investments into manufacturing

### Increase in Consumption

Increase in consumption fueled by rising demand for plasticizers, paints etc

### High Demand in Asia Pacific

Over 60% of global PAN consumption is in ASIA Pacific, which is anticipated to expand because of increased private and government spending.

All Major End User Industries Are Growing At Healthy Pace

## ETP

- A full-fledged Effluent Treatment Plant (ETP) to treat all types of effluent generated from manufacturing plants
- Segregated effluent streams like low COD streams & High COD/TDS streams
- A centrifuge and filter press to treat hazardous waste/sludge in a disposable manner



### Various Initiatives For Sustainability of The Business

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>• <b>Preventing</b> and controlling pollution</li> <li>• Maintaining an eco-friendly environment</li> </ul>                      | <ul style="list-style-type: none"> <li>• <b>Disposing of inevitable wastes</b> in an environmentally friendly manner</li> </ul>   |
| <ul style="list-style-type: none"> <li>• Enhancing environmental <b>awareness</b> amongst all our staff, workmen, suppliers, visitors and other stakeholders</li> </ul> | <ul style="list-style-type: none"> <li>• Various Initiatives for the <b>conservation of key resources</b> like water, energy, fuel</li> </ul>                               |
| <ul style="list-style-type: none"> <li>• Setting up of solar power plant at our factory location</li> </ul>   | <ul style="list-style-type: none"> <li>• <b>Recycle and reuse packing bags</b> returned by our customers in consideration of monetary incentives offered to them</li> </ul> |

# CSR Initiatives



Provision of Medical Equipments / Apparatus to Valap Health Centre



Provision of Phaco Machine with accessories for Cataract Surgery, Sonography Machine, Dialysis Machine etc. to Dr. Patwardhan Hospital



Contribution to OSCAR foundation to support their initiative for Football league which aims to empower children from low-income communities



Donation of Mobile Blood Donation Coach with necessary accessories to Rotary Club, New Panvel

# Board of Directors



**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



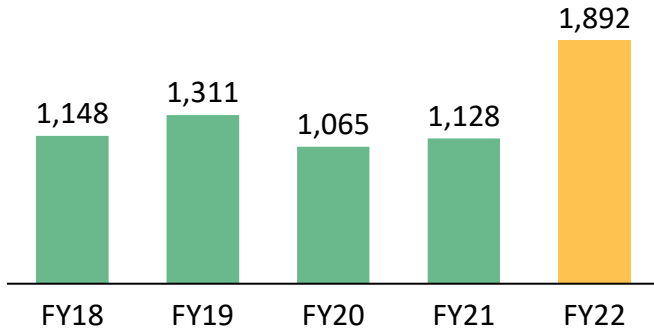
A decorative circular graphic with a white center and green and yellow borders. It contains the text 'Financial Highlights' and several small icons representing various business and financial concepts.

# Financial Highlights

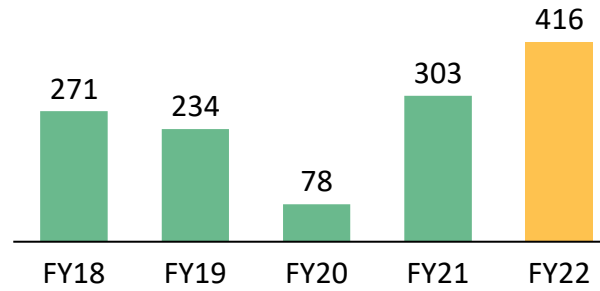


# Financial Trends

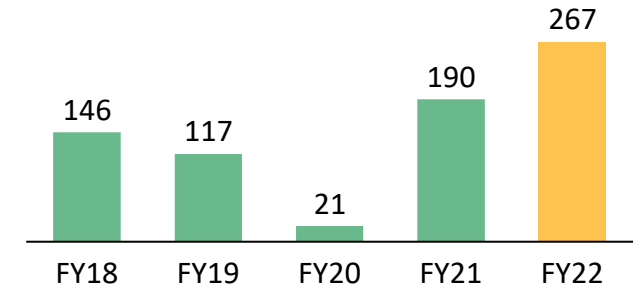
### Total Revenue ^ (Rs. Cr)



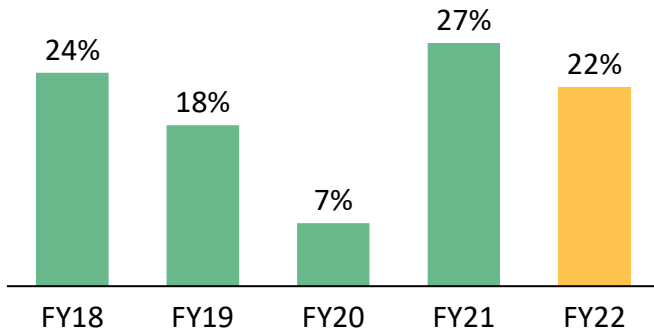
### EBITDA ^ (Rs. Cr)



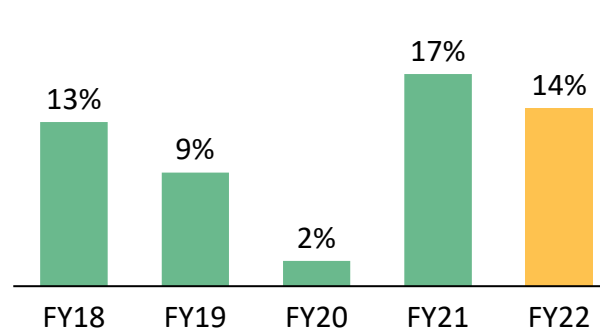
### PAT (Rs. Cr)



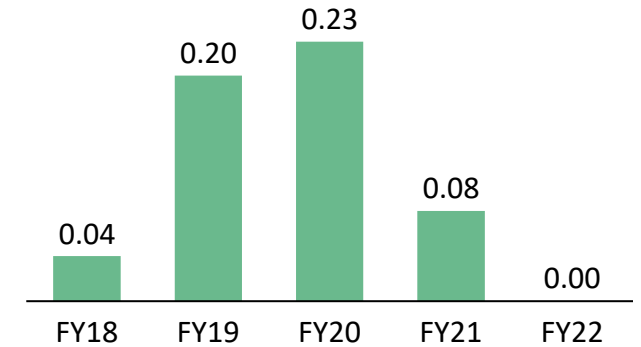
### EBITDA Margin (%)



### PAT Margin (%)



### Net Debt/ Equity (x)



# Way Forward

To Complete  
Brownfield PA-5 Project

To ramp-up New  
Downstream Advance  
Plasticizers (DEP) Capacity

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

Increase International Presence

Cater To Increasing Diverse End-  
user Industries Of PAN

To Evaluate Organic & Inorganic  
Growth Opportunities

Targeting ~30% Diversification into Non-PAN Business by FY25

Phthalic Anhydride

Non-PAN &  
Downstream Derivative Business



**Thank  
You**

For further information, please contact



**I G Petrochemicals Ltd**

CIN: L51496GA1988PLC000915

Mr. Pramod Bhandari – CFO / Mr. Akash Bihani – Finance Manager

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

+91 9619595686 / 9619611096

[www.sgapl.net](http://www.sgapl.net)