



14<sup>th</sup> 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 revised 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  
Email: [rajesh.agarwal@ifgl.in](mailto:rajesh.agarwal@ifgl.in)

Encl : as above

**IFGL REFRACTORIES LIMITED**

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

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

**Registered Office:** Sector B, Kalunga Industrial Estate  
P.O. Kalunga, Dist. Sundergarh, Odisha 770 031, India  
**Tel:** +91 661 266 0195 | **Email:** [ifgl.works@ifgl.in](mailto:ifgl.works@ifgl.in)

**CIN:** L51909OR2007PLC027954

**OUR TECHNOLOGY.  
YOUR SUCCESS.**



# IFGL Refractories Limited

**Investor Presentation – Q1FY23  
August 2022**



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A decorative background consisting of several overlapping, wavy, curved shapes in shades of yellow, light blue, and dark blue, creating a sense of movement and depth.

# 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**

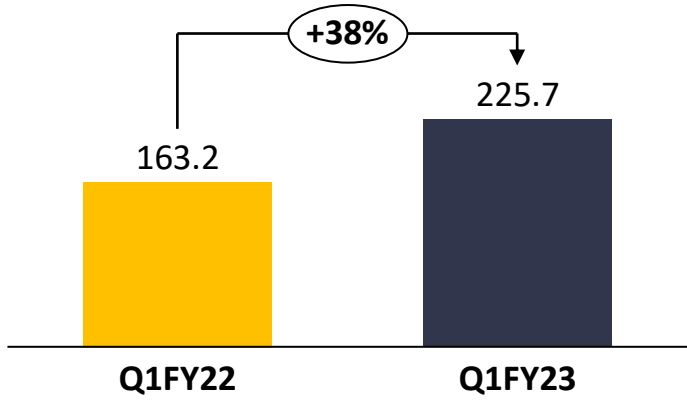
**Consolidated  
PAT**

**Rs. 14.6 Crores**

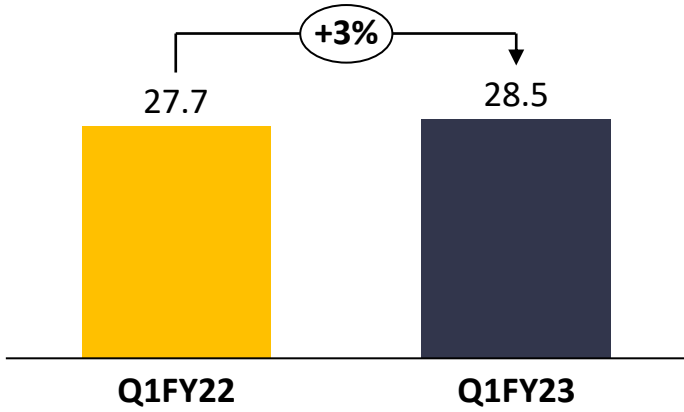
# Q1FY23 Standalone Financial Highlights



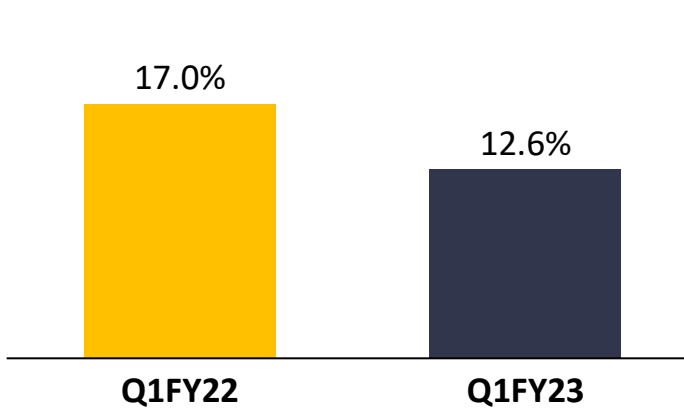
Total Income [Rs. Crs.]



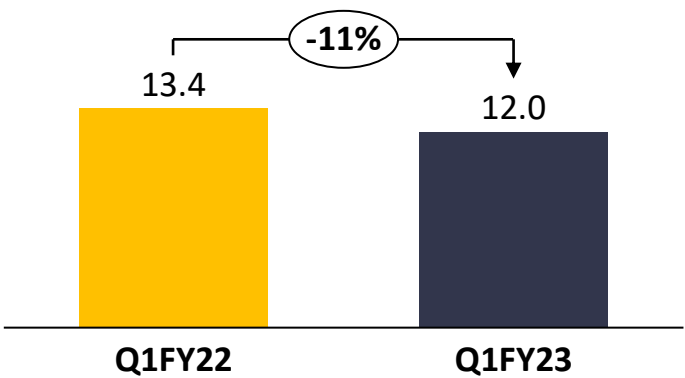
EBITDA [Rs. Crs.]



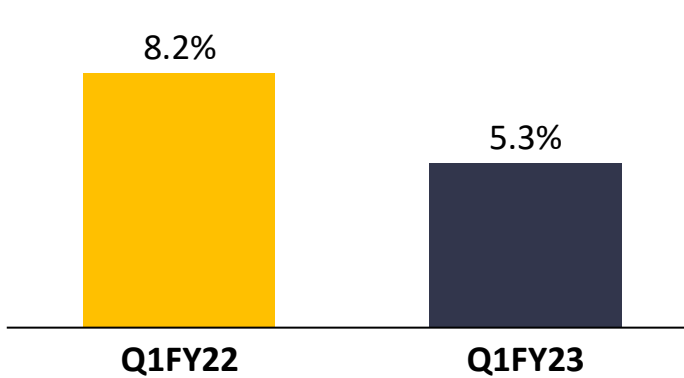
EBITDA margin [%]



Profit After Tax [Rs. Crs.]



PAT margin [%]



# Q1FY23 Standalone Profit & Loss

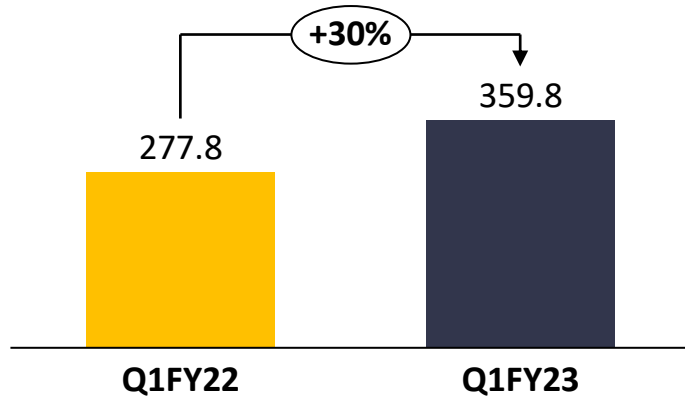


Profit & Loss [Rs. Crs.]	Q1FY23	Q1FY22	Y-o-Y%	Q4FY22	Q-o-Q%	FY22
<b>Total Income</b>	<b>225.7</b>	<b>163.2</b>	<b>38%</b>	<b>240.1</b>	<b>-6%</b>	<b>801.4</b>
Raw Material	125.4	79.5		124.8		395.5
Employee Expenses	15.1	13.8		13.0		56.1
Other Expenses	56.7	42.2		68.2		218.4
<b>EBITDA</b>	<b>28.5</b>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

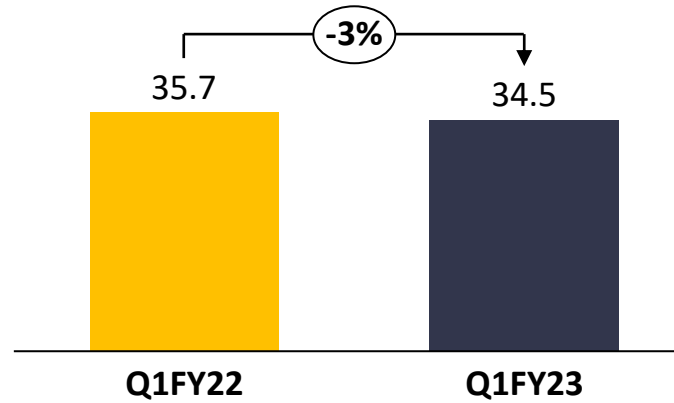
# Q1FY23 Consolidated Financial Highlights



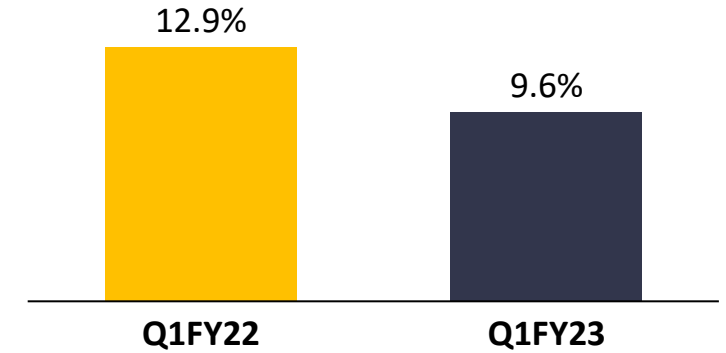
### Total Income [Rs. Crs.]



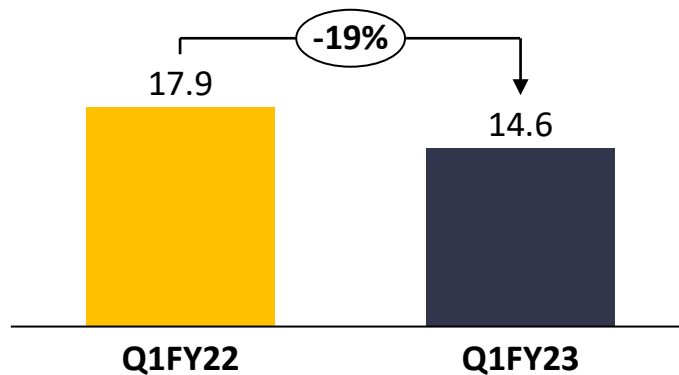
### EBITDA [Rs. Crs.]



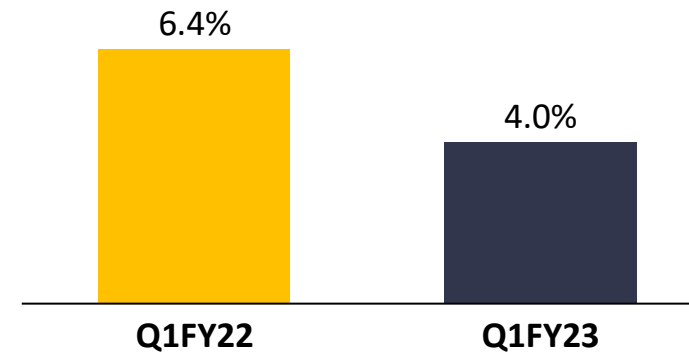
### EBITDA margin [%]



### Profit After Tax [Rs. Crs.]



### PAT margin [%]



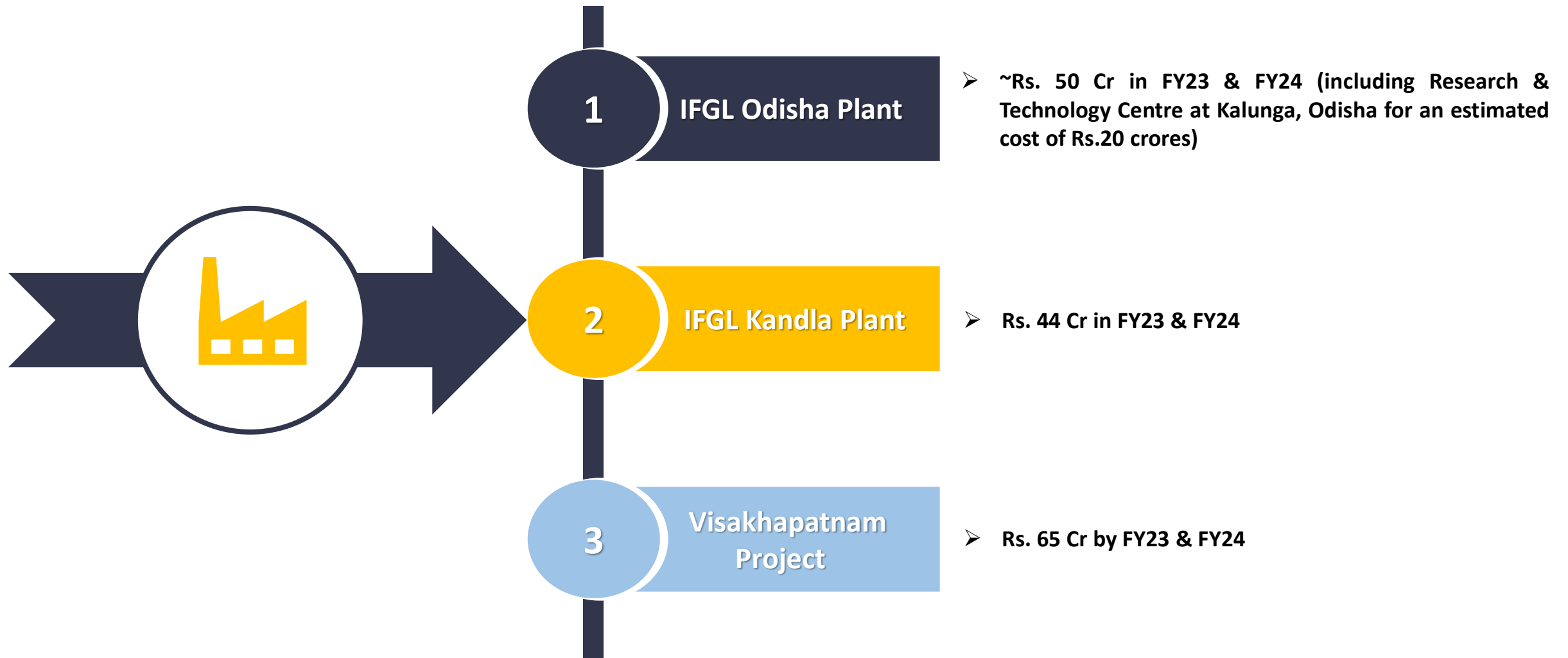


# Q1FY23 Consolidated Profit & Loss



Profit & Loss [Rs. Crs.]	Q1FY23	Q1FY22	Y-o-Y%	Q4FY22	Q-o-Q%	FY22
<b>Total Income</b>	<b>359.8</b>	<b>277.8</b>	<b>30%</b>	<b>366.6</b>	<b>-2%</b>	<b>1,275.4</b>
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
<b>EBITDA</b>	<b>34.5</b>	<b>35.7</b>	<b>-3%</b>	<b>42.7</b>	<b>-19%</b>	<b>158.5</b>
<b>EBITDA Margins</b>	<b>9.6%</b>	<b>12.9%</b>		<b>11.6%</b>		<b>12.4%</b>
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
<b>Profit before Tax</b>	<b>20.2</b>	<b>23.1</b>	<b>-13%</b>	<b>27.3</b>	<b>-26%</b>	<b>103.9</b>
Tax	5.6	5.2		6.6		26.5
<b>Profit after Tax</b>	<b>14.6</b>	<b>17.9</b>	<b>-19%</b>	<b>20.7</b>	<b>-30%</b>	<b>77.5</b>
<b>PAT Margins %</b>	<b>4.0%</b>	<b>6.4%</b>		<b>5.6%</b>		<b>6.1%</b>

# Capex – Capacity expansion & other improvements



**Capex to be funded out of internal accruals & term loans**



**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 <sup>#</sup>	-	-	-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.

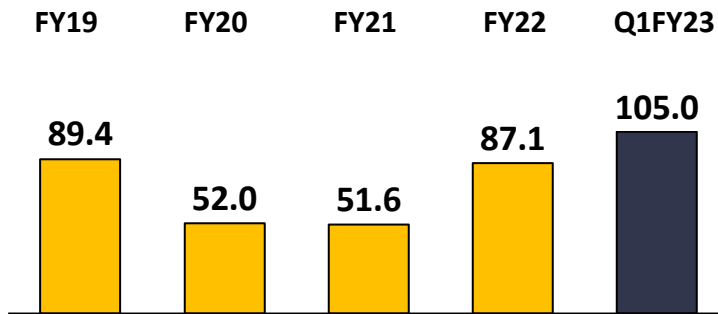
\*\* Adjusted PAT is after adding back exceptional loss and one-time deferred tax adjustment on account of goodwill

<sup>#</sup>Exceptional Item is the Impairment of Goodwill pertaining to German operations

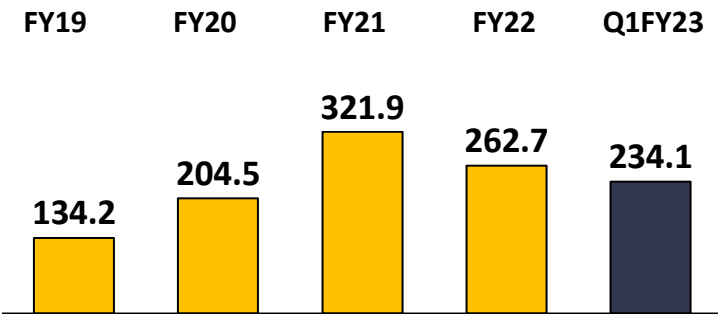
# ...to create sustainable value for Shareholders...



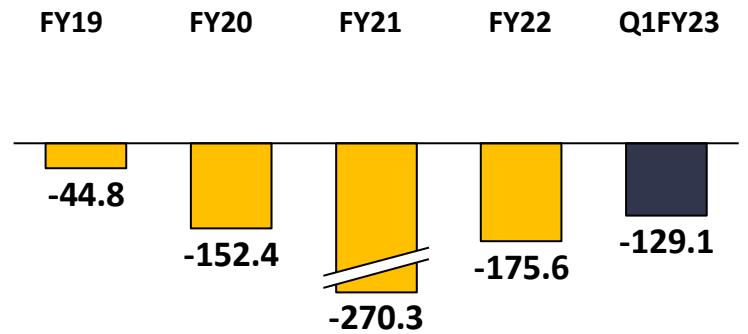
## Total Debt (Rs. Crs.)



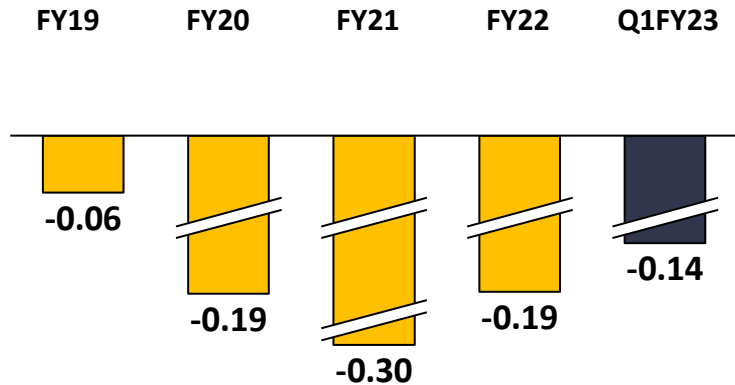
## Cash & Equivalents (Rs. Crs.)



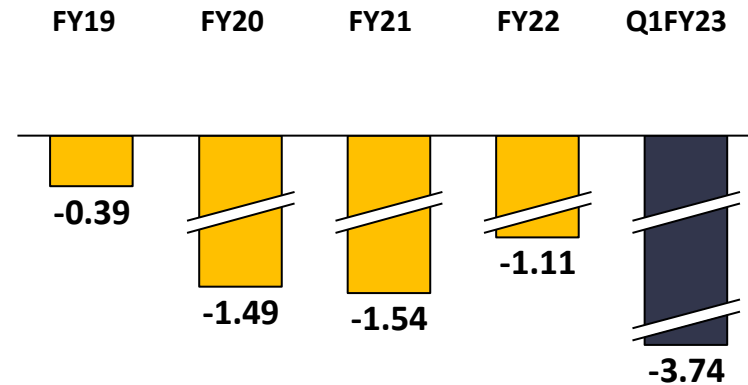
## Net Debt (Rs. Crs.)



## Net Debt : Equity [x]

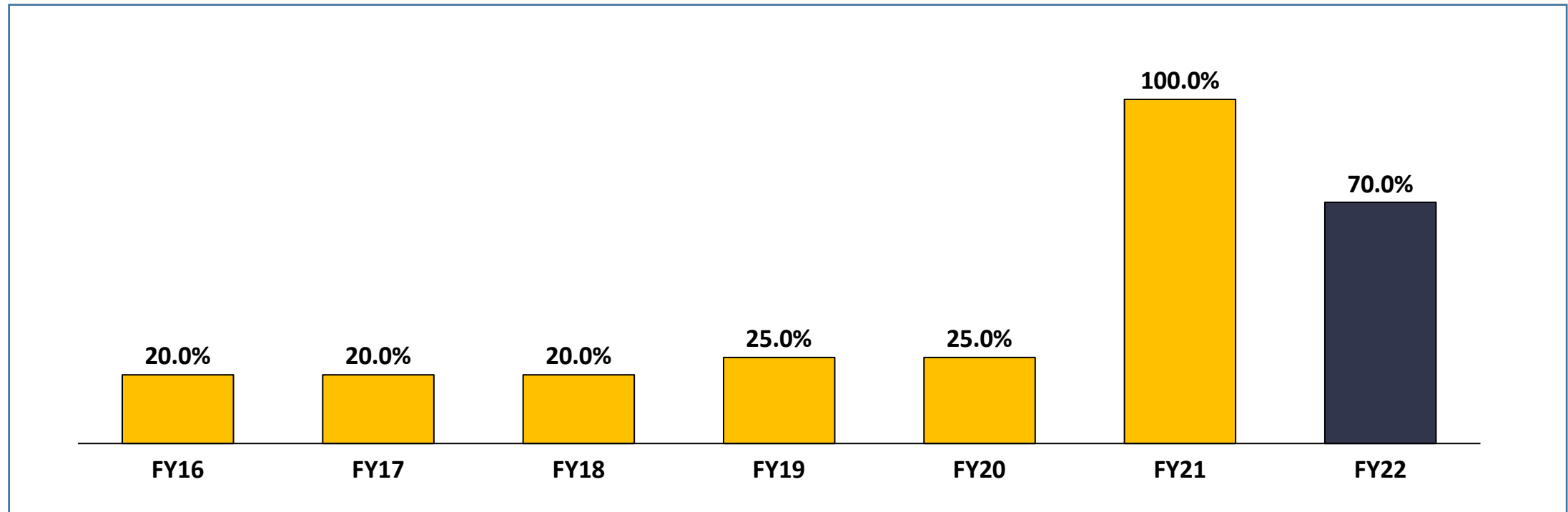


## Net Debt : EBITDA [x]



**We are a Net Cash Company from FY 19**

# ...with consistent Payout



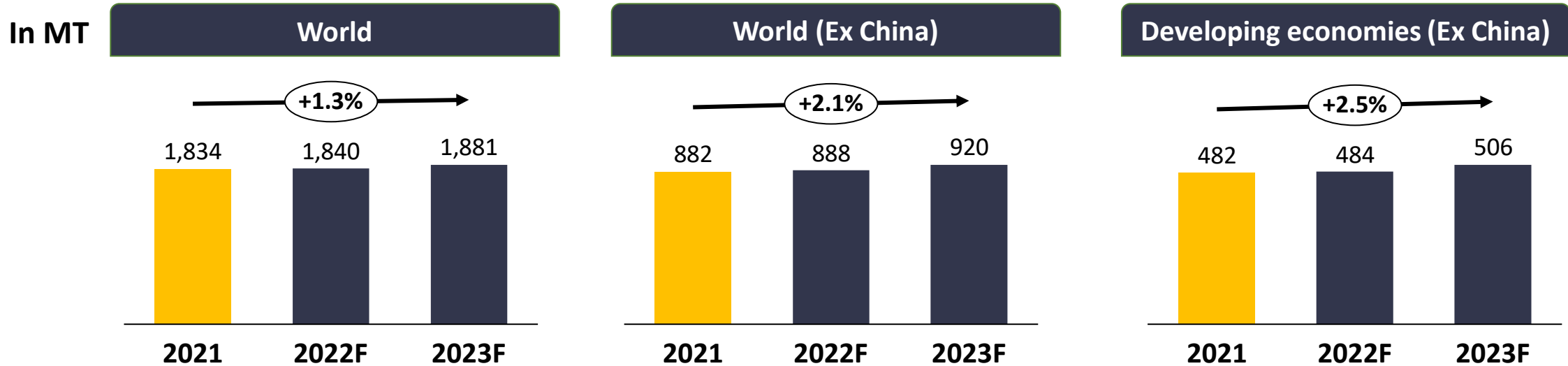
Particulars (Rs.)	FY16	FY17	FY18	FY19	FY20	FY21 #	FY22
Consolidated Book Value Per Share	111.7	189.9	208.7	220.5	224.5	247.1	259.2
Consolidated Earning Per Share	12.1	13.9	13.1	14.0	11.1*	23.8*	21.5
Dividend Per Share	2.00	2.00	2.00	2.50	2.50	10.0#	7.0

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

# Includes Special Dividend of Rs. 6 per share

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# Industry Overview



## ➤ Global outlook:

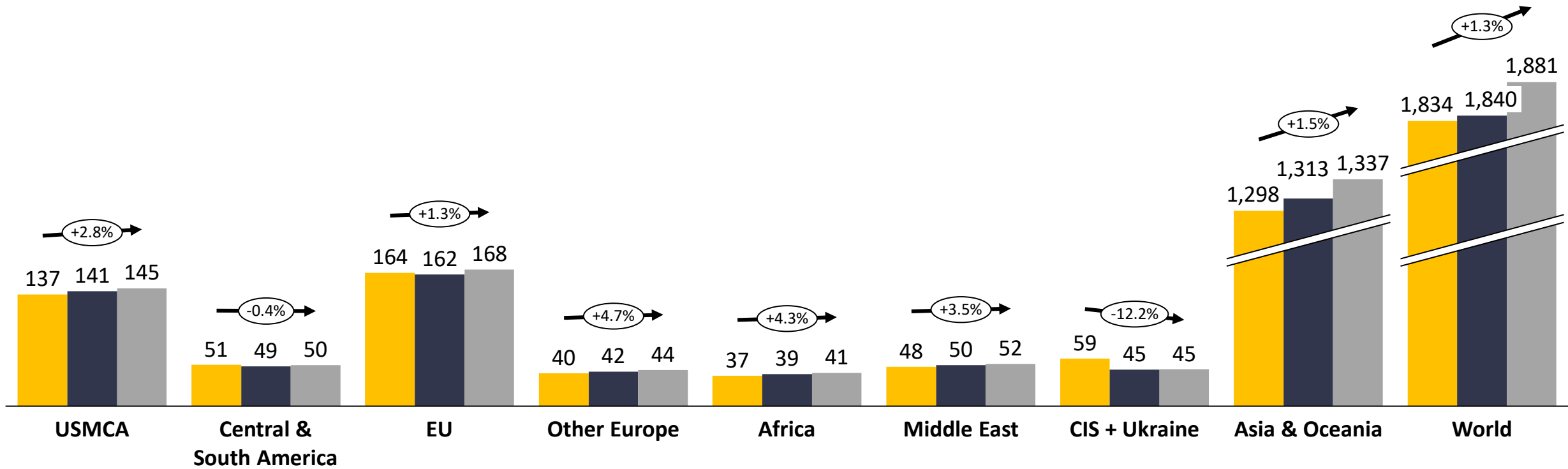
- As per WSA, the current forecast assumes that steel demand will grow by 0.4% in 2022 and reach 1,840.2 Mt after increasing by 2.7% in 2021. In 2023, steel demand will see a further growth of 2.2% to 1,881.4 Mt.
- The current forecast assumes is made against the backdrop of the war in Ukraine and is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

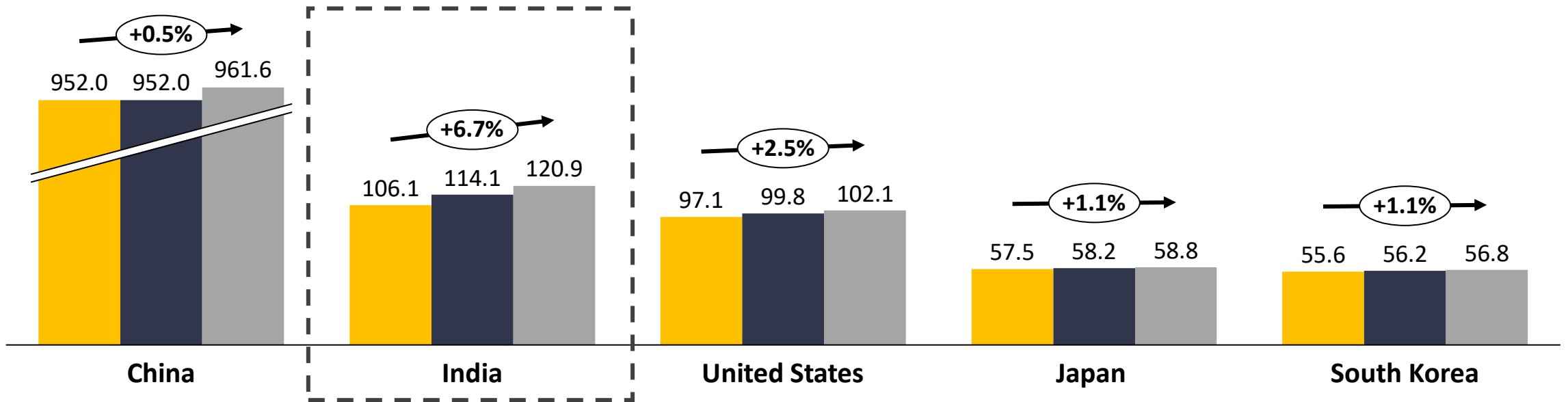
USMCA – US, Mexico, Canada

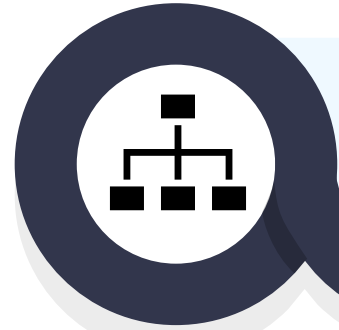
Source: World Steel Association - Short Range Outlook April 2022

# Top 5 Steel Consuming Countries

In MT

2021 2022F 2023F

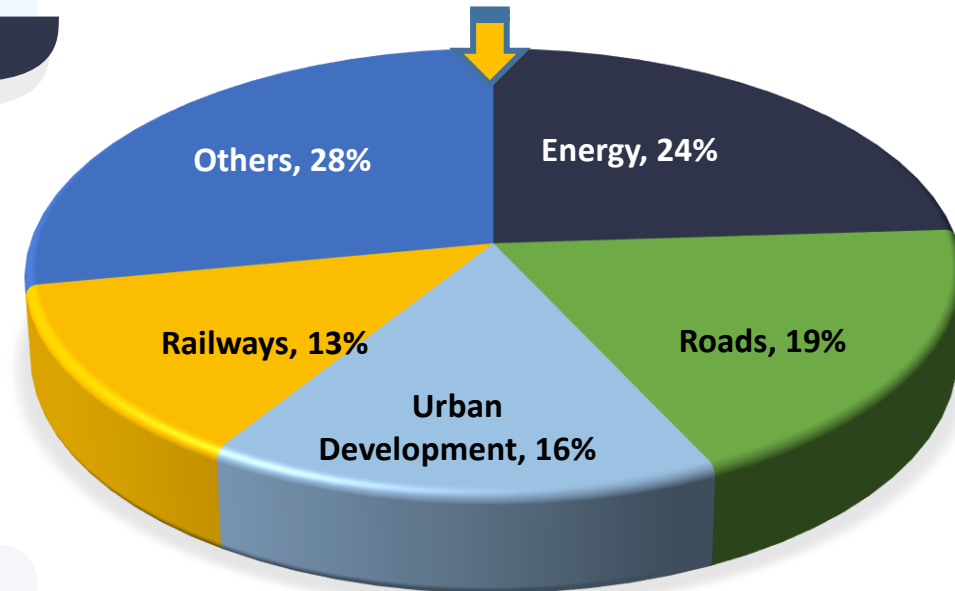




## National Infrastructure Pipeline Project (NIP)

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

## Investment allocation under NIP



## \$5 Trillion Economy

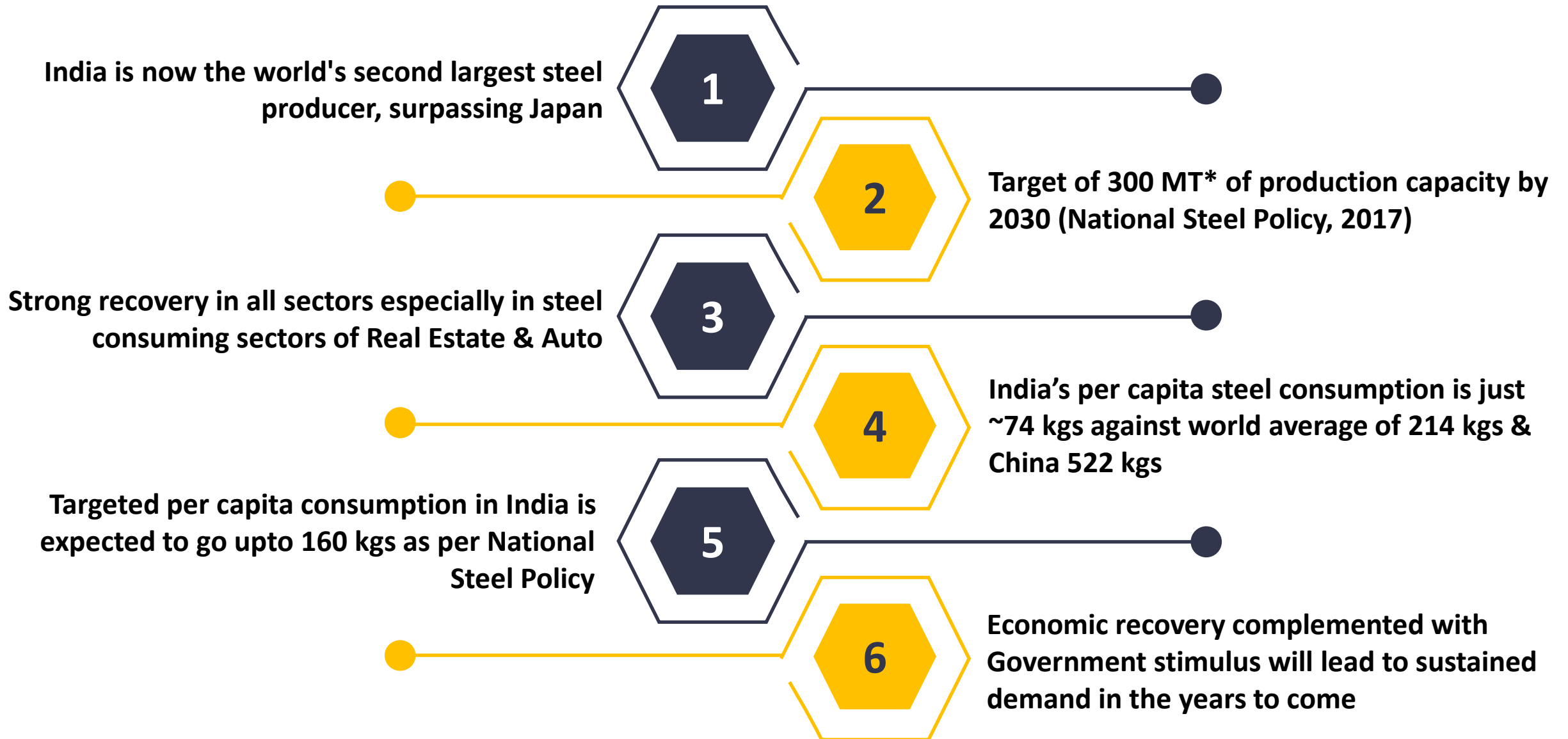
India needs to spend about \$1.4 trillion on infrastructure to become a \$5 trillion economy by FY25



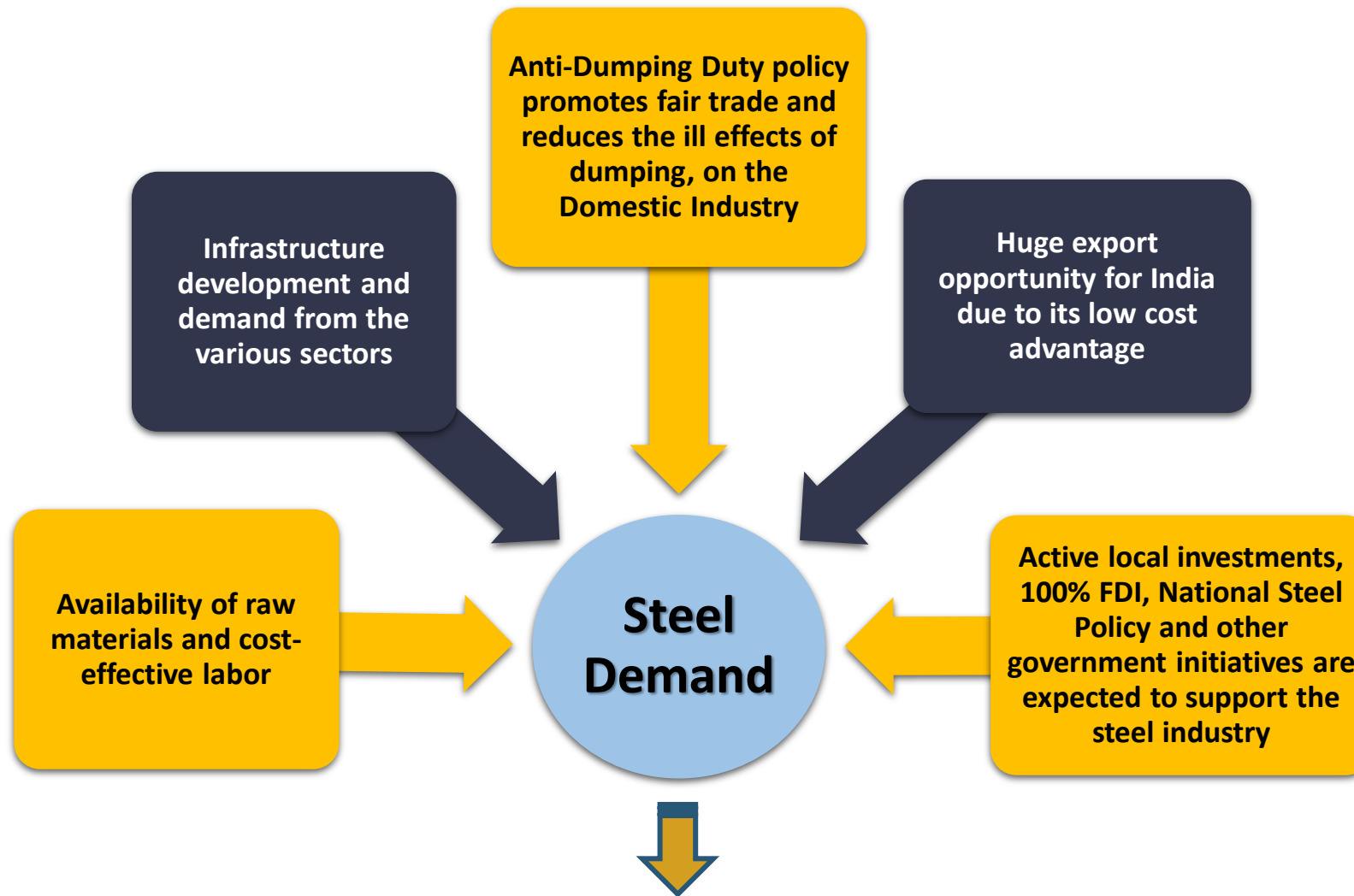
## Fresh Investments in Infrastructure

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

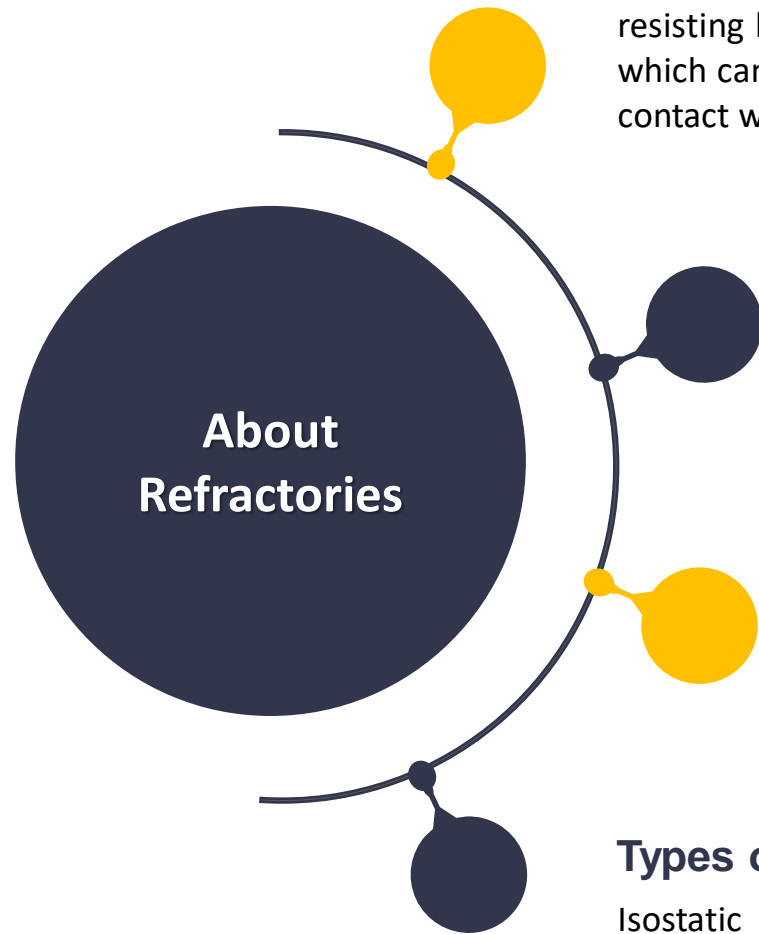
# Domestic Steel Industry on a strong footing in the long term



# 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

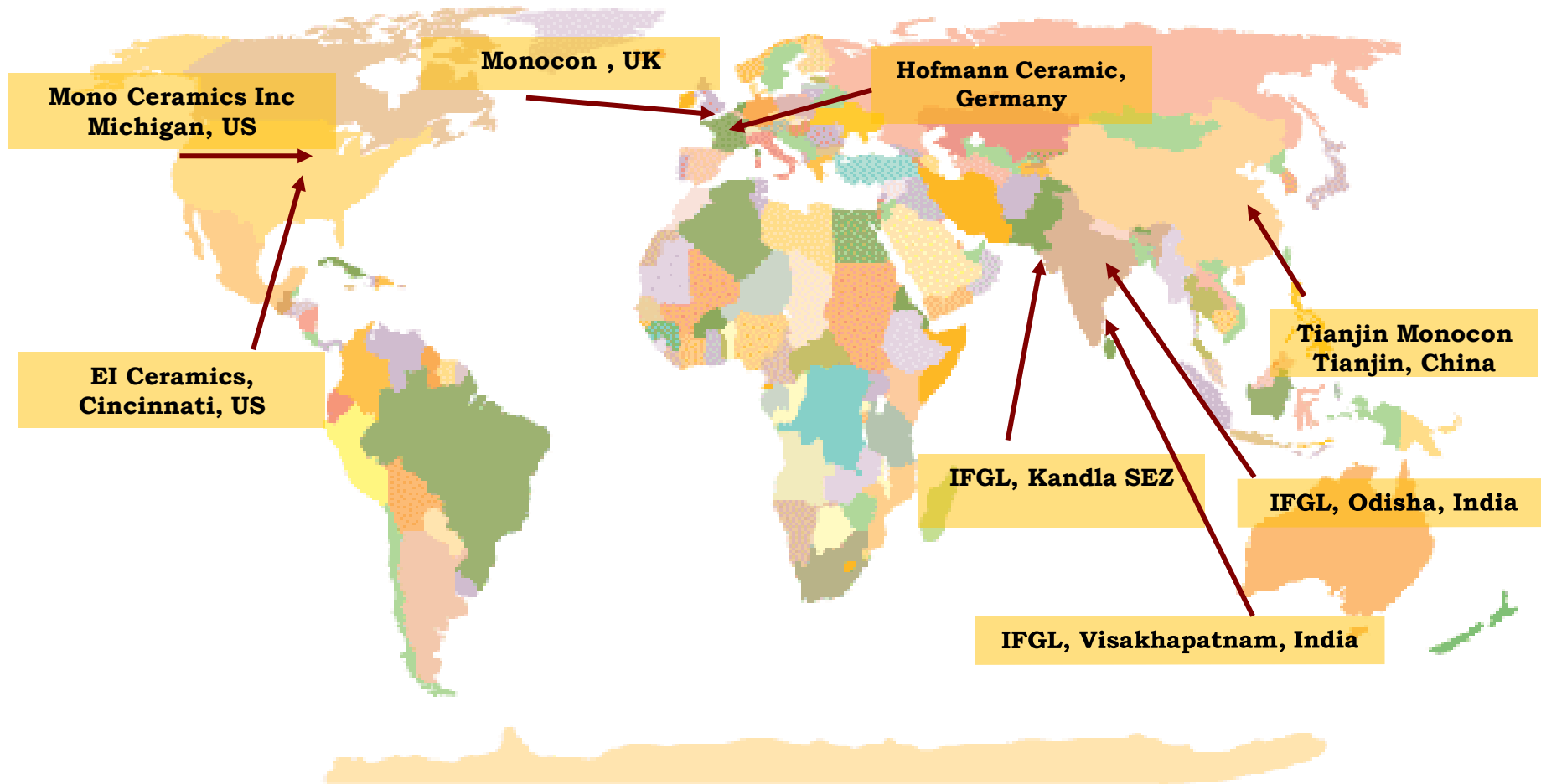
Refractories are used by metallurgy industry for flow control and also in the internal linings of furnaces, kilns, reactors and other vessels for holding and transporting metal and slag. In non-metallurgical industries, the refractories are mostly installed on fired heaters, hydrogen reformers, ammonia 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...





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

100%

**IFGL Worldwide Holdings Limited**

100%

**Monocon Group**

UK / USA / China

100%

**Hofmann  
Ceramic**

*Germany*

100%

**El Ceramics**

*USA*

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

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



**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 Sarma**  
**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

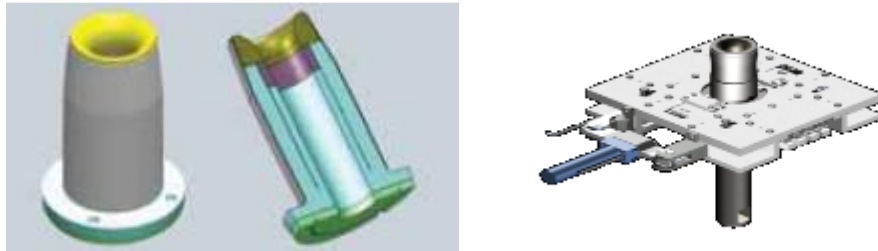
## Isostatic Refractories



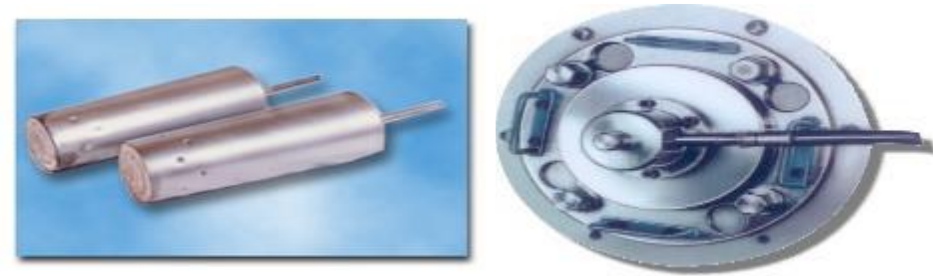
## Slide Gate Refractories & Systems



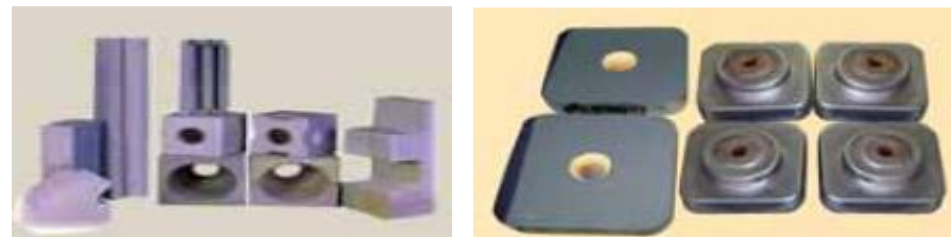
## Tube Changer Refractories & System



## Purging System & Refractories



## Cast Products & Zirconia Nozzles



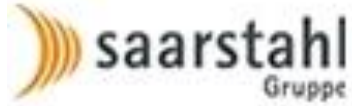
## Foundry Ceramics



...to reputed names in the Global Steel Industry



**OVAKO**



**SSAB**

**outokumpu**



**ANN JOO STEEL BERHAD**  
(No. Syarikat: 4405-M)



**U. S. Steel Košice, s.r.o.**  
A Subsidiary of United States Steel



**onesteel**

**حديد  
hadeed**



**SANDVIK**



*Our Technology. Your Success.*

For further information, please contact:



**SGA** Strategic Growth Advisors

**Company :**

**IFGL Refractories Ltd.**

CIN - L51909OR2007PLC027954

Mr. Rajesh Agarwal

[rajesh.agarwal@ifgl.in](mailto:rajesh.agarwal@ifgl.in)

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

**Investor Relations Advisors :**

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

Mr. Shrenik Shah / Mr. Vatsal Shah

[shrenik.shah@sgapl.net](mailto:shrenik.shah@sgapl.net) / [vatsal.shah@sgapl.net](mailto:vatsal.shah@sgapl.net)

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