



# IG PETROCHEMICALS LIMITED

29<sup>th</sup> July, 2024

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, 2024.

Kindly take the same on record.

Thanking you,

Yours faithfully,  
For I G Petrochemicals Limited

Sudhir R Singh  
Company Secretary

Encl: As Above



# IG PETROCHEMICALS LIMITED

Investor Presentation – July 2024

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# Q1 FY25 Highlights

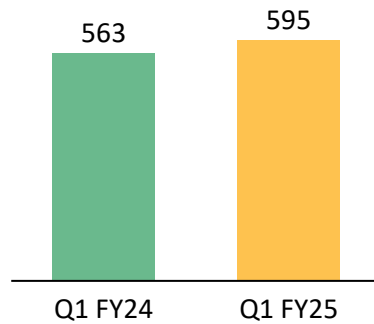
# Q1 FY25 Performance Highlights

## Revenue^ (Rs. Crs)

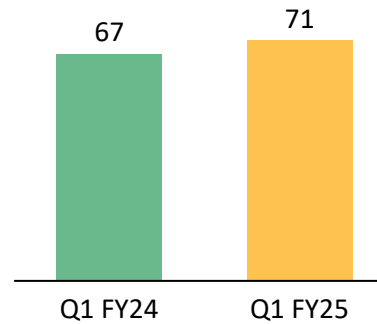
## EBITDA (Rs. Crs)

## PAT (Rs. Crs)

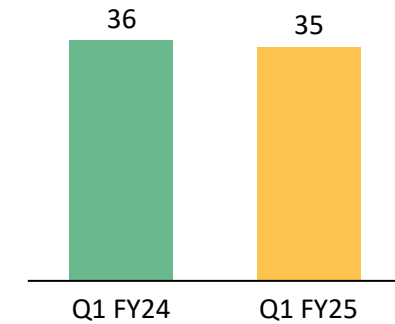
Margin



11.8% 12.0%



6.3% 6.0%



### Key Highlights

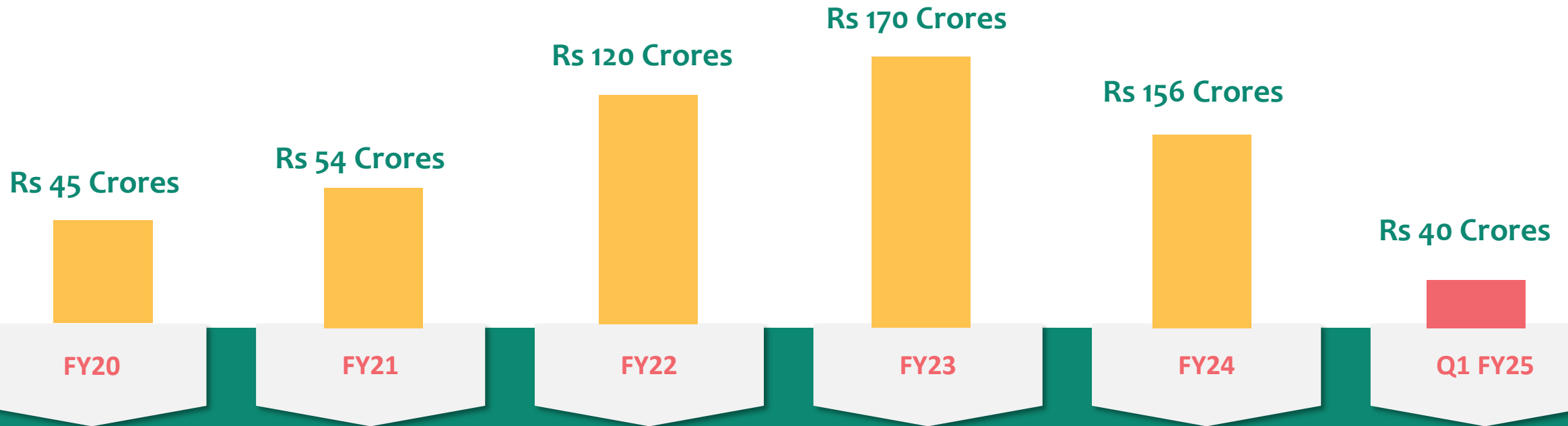
- Total revenue for Q1FY25 stood at Rs 595 crores led by improved PAN-OX spreads
- Revenue contribution from Non-Phthalic business stood at Rs. 40 crores for Q1 FY25
- Revenue from Export market contributed nearly ~7% for Q1 FY25
- Setting up of Plasticizer plant is on course and is expected to commission by Q3FY26
- Proposed to venture into manufacturing of bio-fuels such as Compressed Biogas

# Profit & Loss Statement

Particulars (Rs. Crs)	Q1 FY25	Q1 FY24	Y-o-Y	FY24
<b>Total Revenue<sup>^</sup></b>	<b>594.8</b>	<b>562.7</b>	5.7%	<b>2,129.8</b>
Raw Material	453.0	431.4		1,733.8
Employee Expenses	22.9	22.5		81.2
Other Expenses	47.4	42.2		178.8
<b>EBITDA</b>	<b>71.4</b>	<b>66.6</b>	7.3%	<b>136.1</b>
<b>EBITDA Margin (%)</b>	<b>12.0%</b>	<b>11.8%</b>		<b>6.4%</b>
Depreciation	16.2	12.2		52.1
<b>EBIT</b>	<b>55.2</b>	<b>54.3</b>		<b>84.0</b>
<b>EBIT Margin (%)</b>	<b>9.28%</b>	<b>9.65%</b>		<b>3.9%</b>
Finance Cost	9.4	6.1		30.4
Exceptional Items	0.0	0.0		0.0
<b>Profit Before Tax</b>	<b>45.7</b>	<b>48.2</b>		<b>53.6</b>
Tax	10.3	12.5		13.9
<b>Profit After Tax</b>	<b>35.4</b>	<b>35.7</b>	-0.6%	<b>39.7</b>
<b>PAT Margin (%)</b>	<b>6.0%</b>	<b>6.3%</b>		<b>1.9%</b>
<b>EPS (in Rs.)</b>	<b>11.50</b>	<b>11.58</b>		<b>12.89</b>

# 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



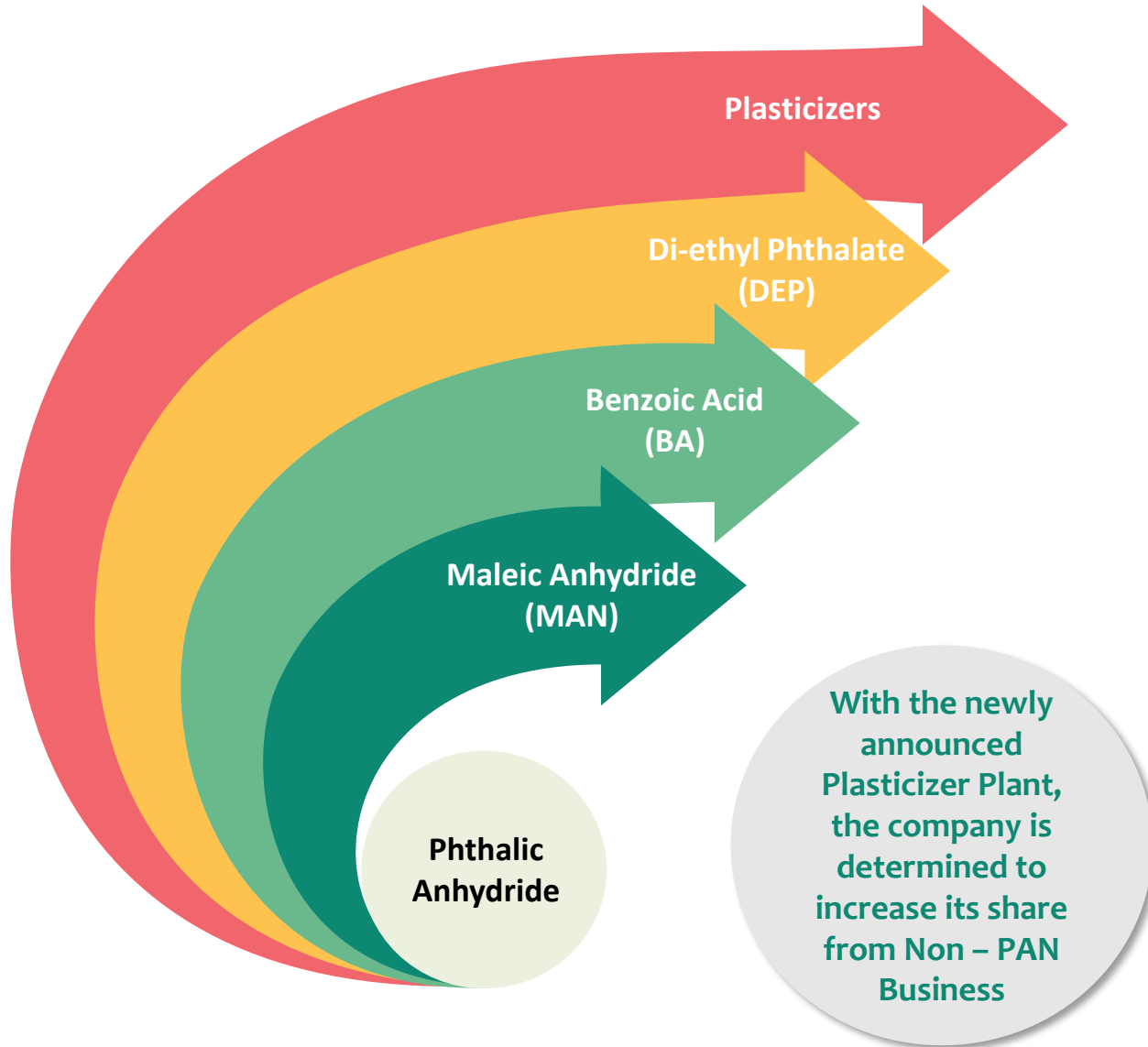
# Moving towards Green Energy

## Proposing to set up CBG plant at Raichur, Karnataka

- To set-up Compressed Biogas (CBG) plant to explore the existing and upcoming opportunities in India
- **Products:**
  - ✓ Compressed Biogas
  - ✓ Solid Fertilizer (By-Product)
- **Feedstock:** Napier Grass or Agriculture residue
- **Expected Project Cost:** Upto Rs 32 crores







## To set up wide range of Plasticizers



### Setting up plant at Taloja, Maharashtra

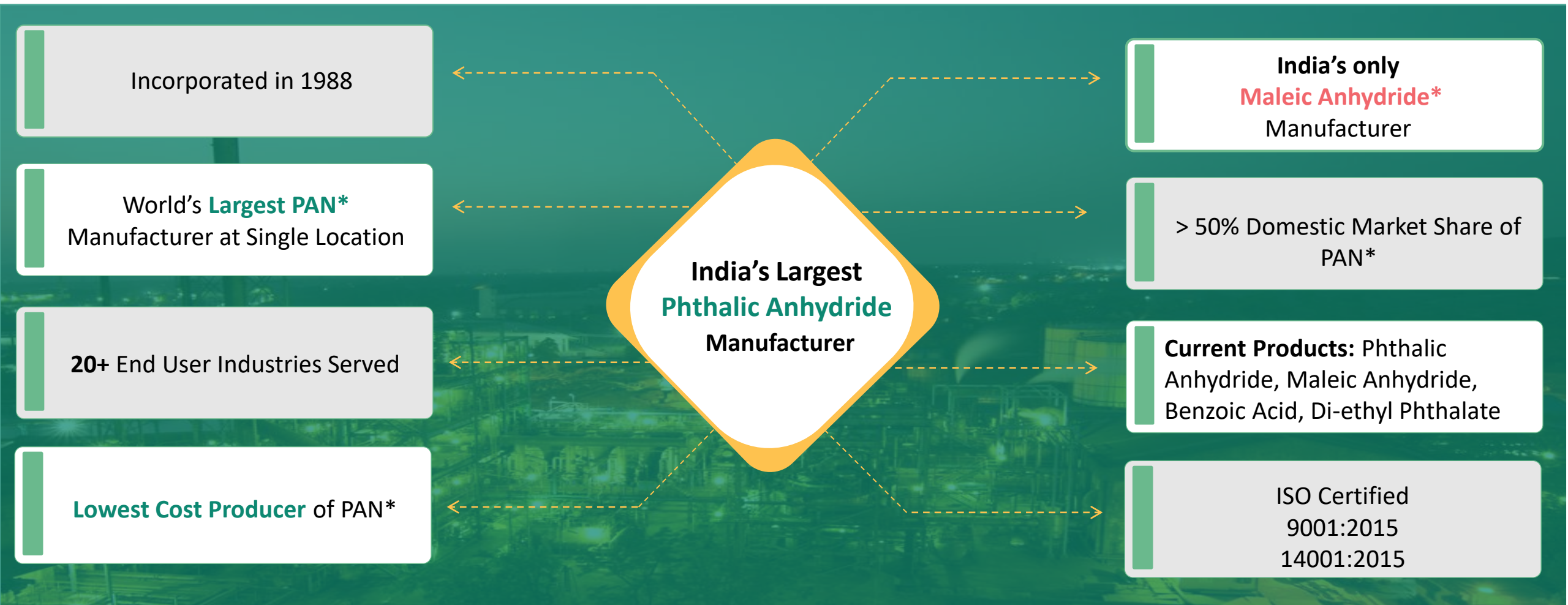
- **Project cost:** Appx. Rs 165 crores (Excluding GST)
- **Expect commercialization to start by Q3FY26**
- **Mode of Financing:** Mix of Debt and internal accruals
- **Plasticizer products:** Di- Octyl Phthalate (DOP), Di- Isononyl Phthalate (DINP) & other plasticizers.



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# Company Overview



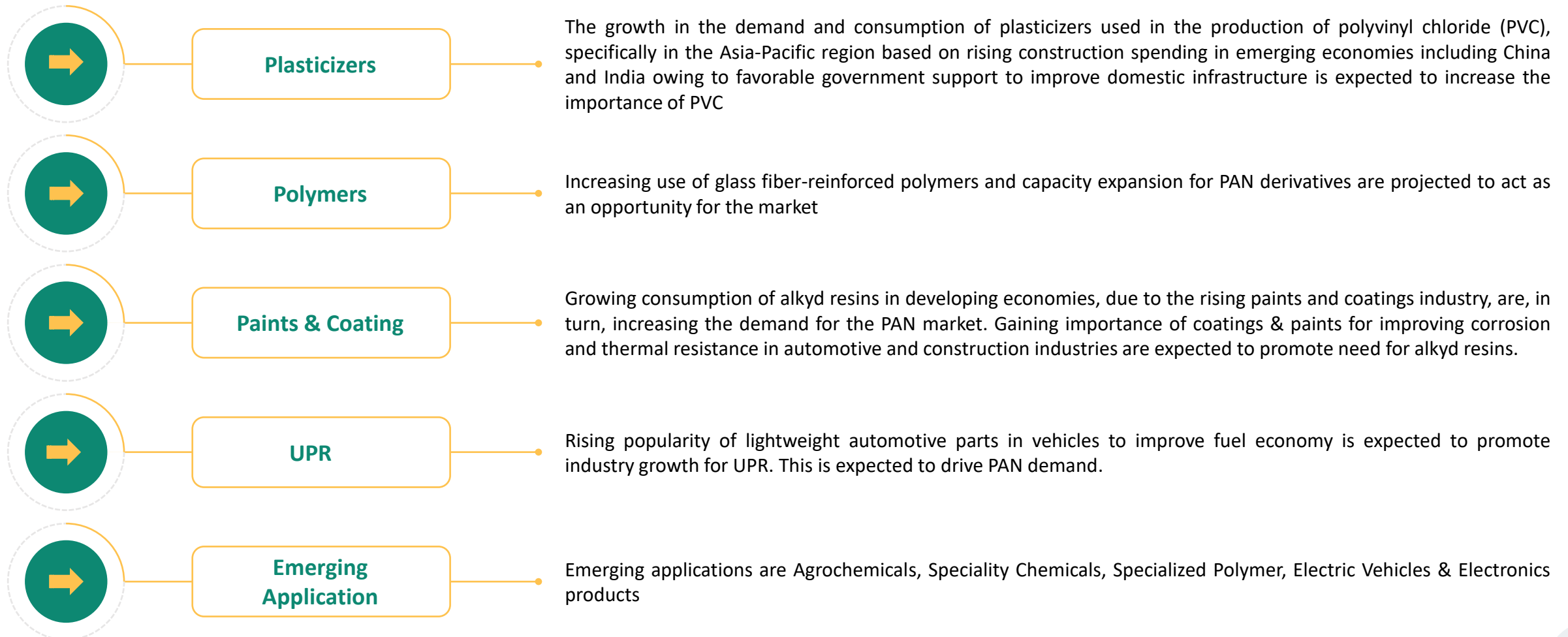


## VISION

*"To be a well-diversified chemicals company with a leadership position in Phthalic Anhydride Industry"*

# 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.



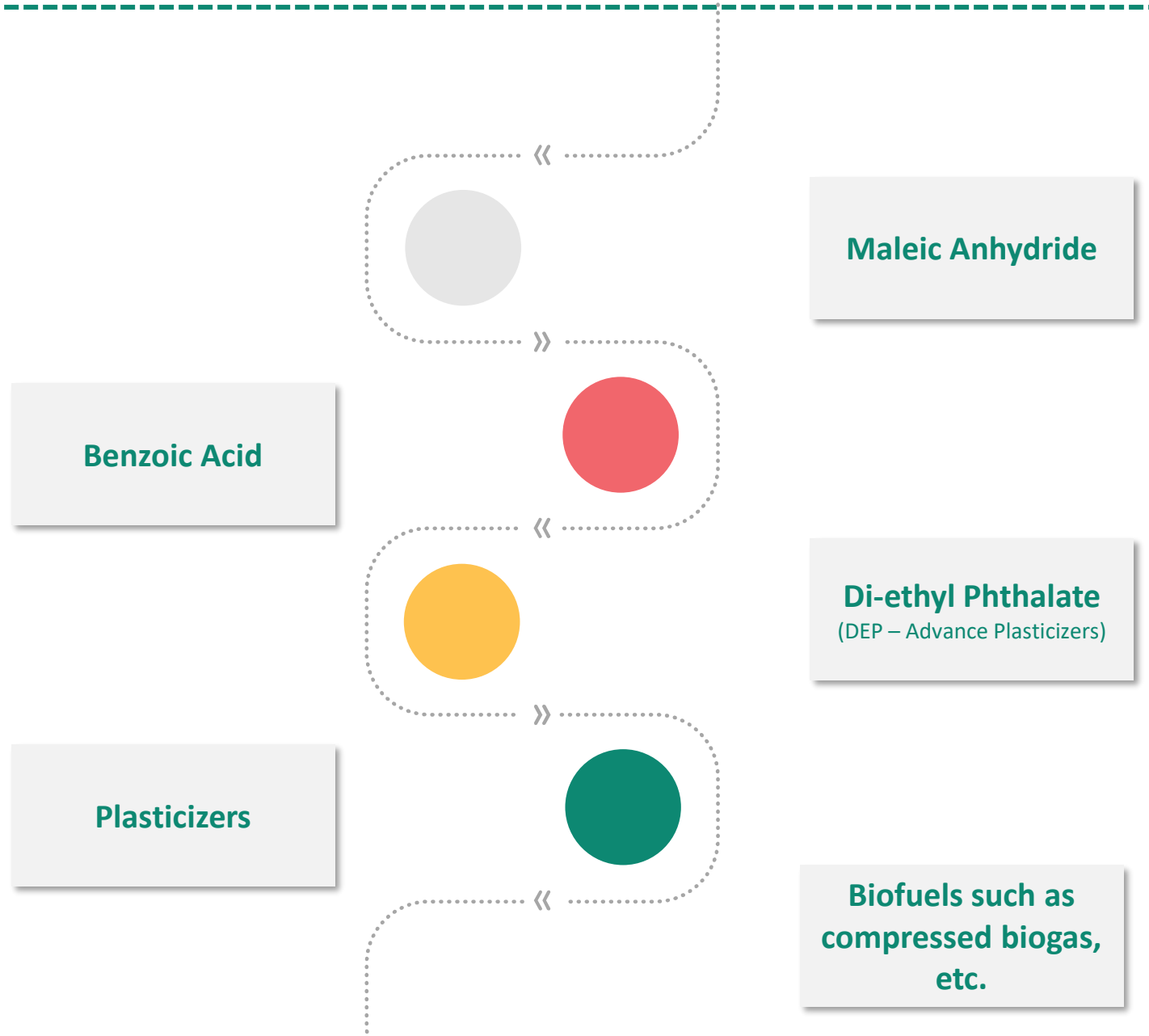


# Diversification Into Non-Phthalic Anhydride Products



## Current Products

- › Phthalic Anhydride
- › Maleic Anhydride
- › Benzoic Acid
- › Di-ethyl Phthalate



# 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

# 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

**~10%**  
FY24  
Export  
Business

## Advance Plasticizers (DEP)



Incense Stick

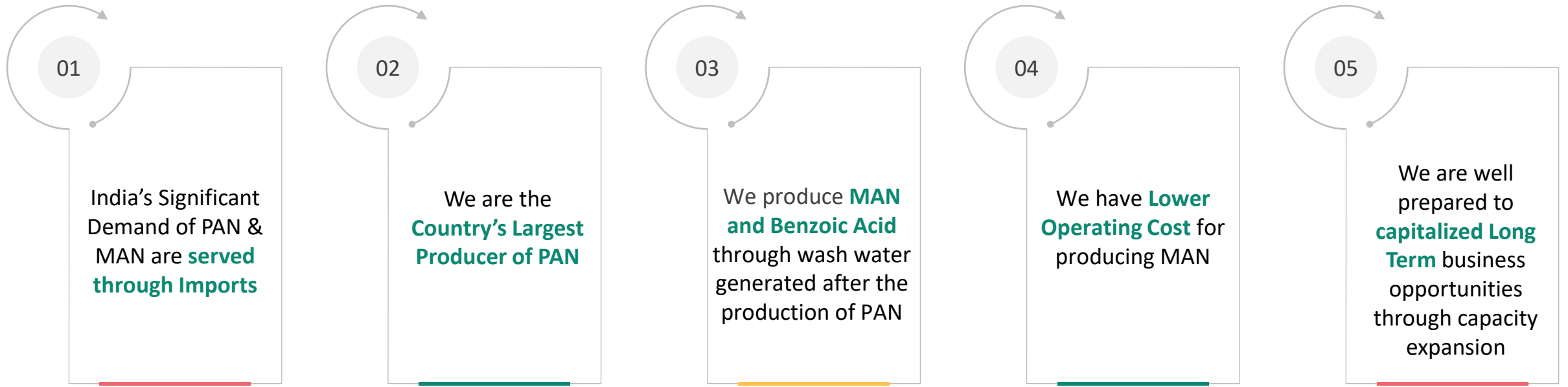


Perfume

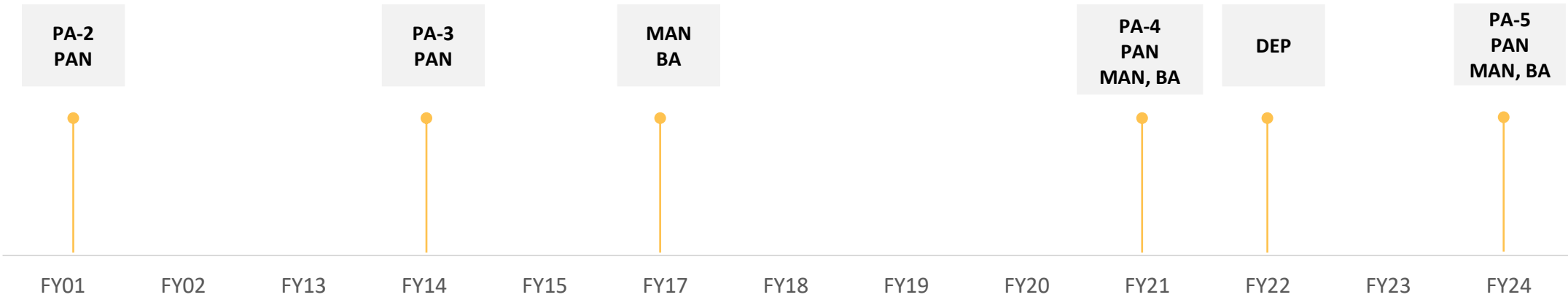


Personal Care

# Sustainable Business Model



## Capacity Added Over The Last 2 Decades





# Led by Stable Demand



Paints & Resins



Plasticizers



Specialty Chemicals



Medical Device



Synthetic Leather



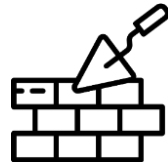
Lubricants



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 Heathy Pace

- Set up of roof top **Solar Electric Panel** to reduce dependence on MSEB Grid ~ promoting Green Energy in Plant Operations.
- Various Initiatives undertaken for the conservation of key resources like **recycling of wastewater** used in cooling towers. Overall Water consumption and discharge reduced.
- Disposing of inevitable wastes in an **environmentally friendly manner**
- Offering **Monetary Incentive** to Customers to encourage them to return the plastic bags to be reused.
- Planning to replace LSFO/ Diesel used for Plants operation with **Natural Gas**.
- Reduction **in green house gas emission by 70%**, by minimizing leakages of steam used for electricity generation.
- Enhancing **environmental awareness** amongst all our staff, workmen, suppliers, visitors and other stakeholders.

# CSR & ESG Awards and recognitions

- Recognized by UBS Forums Pvt. Ltd. For CSR Leadership and Best Skill Development Initiative in the Chemical Sector.
- Awarded in the category of Employee Retention Strategy and Best Talent Management of the Year at the India HR Summit & Awards 2024.



Conferred with ESG Champions 2024 in the Chemical Sector by Dun & Bradstreet India, acknowledging our commitment to sustainability and responsible business practices

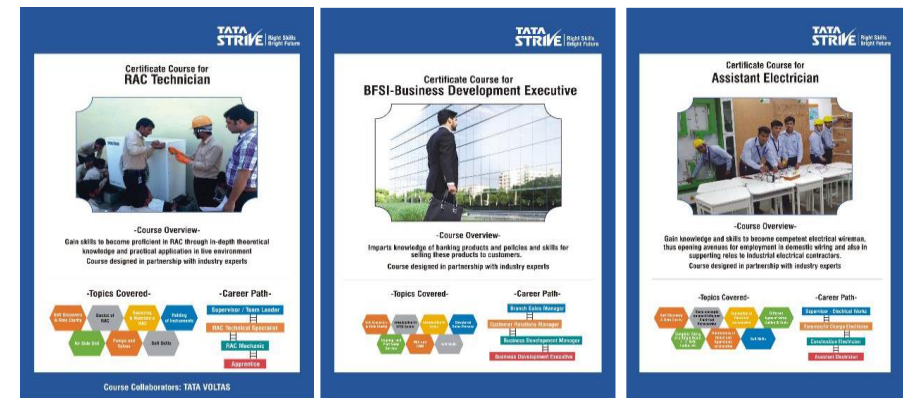
# CSR Initiatives

Association with Saraswati Shishu Mandir Trust for the **construction of School in Vrindavan** which was named after the Co-founder of the Company Late Shri

Shyam Sunder Dhanuka. The school was completed during the year and started functioning in early 2023 for pre-primary and primary section. The Company continued its association with Saraswati Shishu Mandir Trust to extend the school upto secondary section.



Collaborated with Tata Community Initiatives to **equip individuals, especially youth**, with the skills required to thrive in the contemporary job market. By offering training programs tailored to the needs of industries prevalent in the region, the centre **aims to bridge the gap between demand and supply of skilled labour**. Additionally, it seeks to foster entrepreneurship and self-reliance among the local populace, thereby contributing to the socio-economic development of the area.





**Collaborated with Enviro Forest Creators to create dense, native forests, promote biodiversity and combat climate change through the Miyawaki method.**

More than 30,000 plants were planted spread over two acres of land in Taloja comprising of varieties of species like Mango, Guava, Tulsi, Jamun, Neem, Mahogany, Anar, Amla, etc.

The project was completed in the span of two months under the supervision of Dr. R K Nair popularly known as "The Green Hero of India".

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**Initiated the watershed development activities in Beed Khurd and Wani** situated in Dist. Raigad, Maharashtra in association with Anarde Foundation. The project proposes to:

- Integrate Watershed Development through construction of various water structures like Gabion bunds, Check dam, recharge shaft cum recharge trench on major and minor streamlines.
- Rejuvenate old water bodies and strengthen them
- Desilting of the existing nala/streams and rejuvenating old water conserving structure like pond.
- Development of Spring water Collection Pond (18k) litres with provision of gravity pipeline (1800m)

## MIYAWAKI PLANTATION



# 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 Sagar Jadhav**  
**Executive Director**

**Background :** B.E. Chemical from Pune University and has more than 28 years of experience in management of Chemical Industry for various products and functions, multiple plants at different locations. & is in charge of the operations of the Company's plant situated at Taloja.



**Dr. Vaijayanti Pandit**  
**Non-executive & 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



**Shri Shrikant Somani (w.e.f 25<sup>th</sup> July 2024)**  
**Non-executive & Independent**

**Background :** Two decades of experience spread across in sectors such as renewable energy, small hydropower and chemical industries. Has strong rapport with various associations/industries involving different stakeholders including NGOs, CSR, statutory bodies, private, multilateral agencies, business chambers, etc.



**Smt. Girija Balakrishnan (w.e.f 25<sup>th</sup> July 2024)**  
**Non-executive & Independent**

**Background :** Graduated from the National Law School of India University in 1993 and heads the general corporate and commercial advisory practice at Malvi Ranchoddas & Co. Over 30 years of experience and specializes in Corporate Laws, Mergers and Acquisitions, Commercial Laws, Foreign Direct Investments, Joint Ventures and Foreign Collaboration.





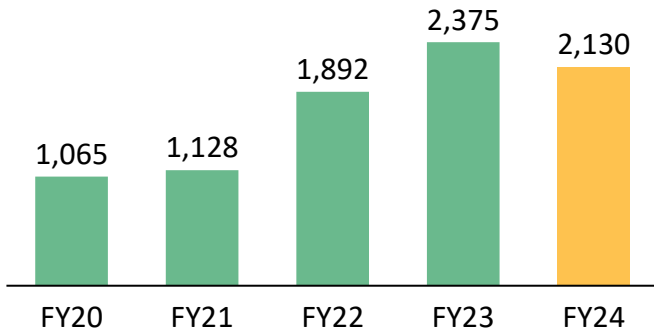
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# Financial Highlights

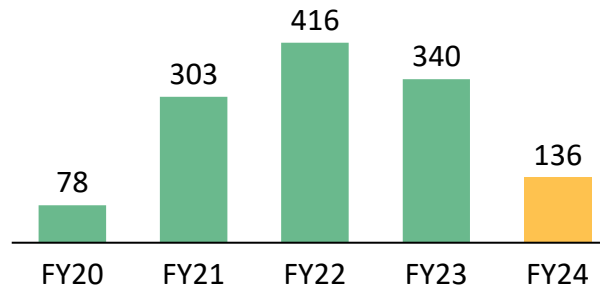


# Financial Trends

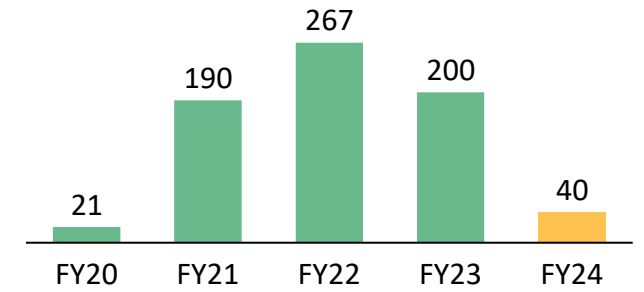
### Total Revenue ^ (Rs. Crs)



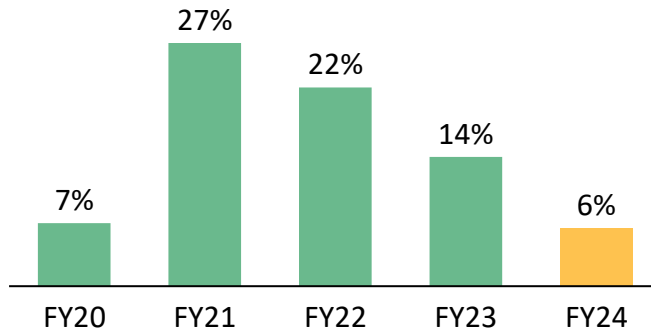
### EBITDA (Rs. Crs)



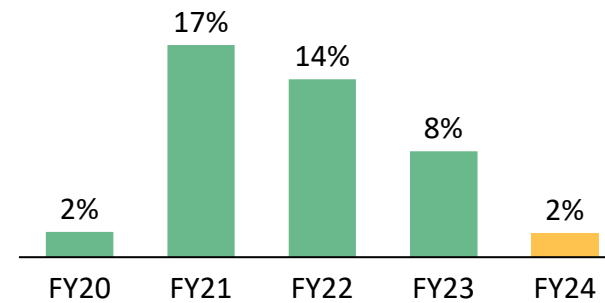
### PAT (Rs. Crs)



### EBITDA Margin (%)



### PAT Margin (%)





# Way Forward

Initiated setting-up of plasticizer plant to manufacture downstream products of PAN

To set up Compressed Biogas (CBG) plant to explore the existing and upcoming opportunities in India

Exploring Downstream Chemistries

Targeting **~30% Diversification** into Non-PAN Business in the coming years

Phthalic Anhydride

Non-PAN & Downstream Derivative Business



For further information, please contact



**I G Petrochemicals Ltd**

CIN: L51496GA1988PLC000915

Mr. Pramod Bhandari – CFO / Ms. Preeti Maurya – Sr. Finance Manager

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

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

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

Mr. Shrikant Sangani / Ms. Shaily Patwa

Email - [shrikant.sangani@sgapl.net](mailto:shrikant.sangani@sgapl.net) / [shaily.p@sgapl.net](mailto:shaily.p@sgapl.net)

+91 9619595686 / 9819494608

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