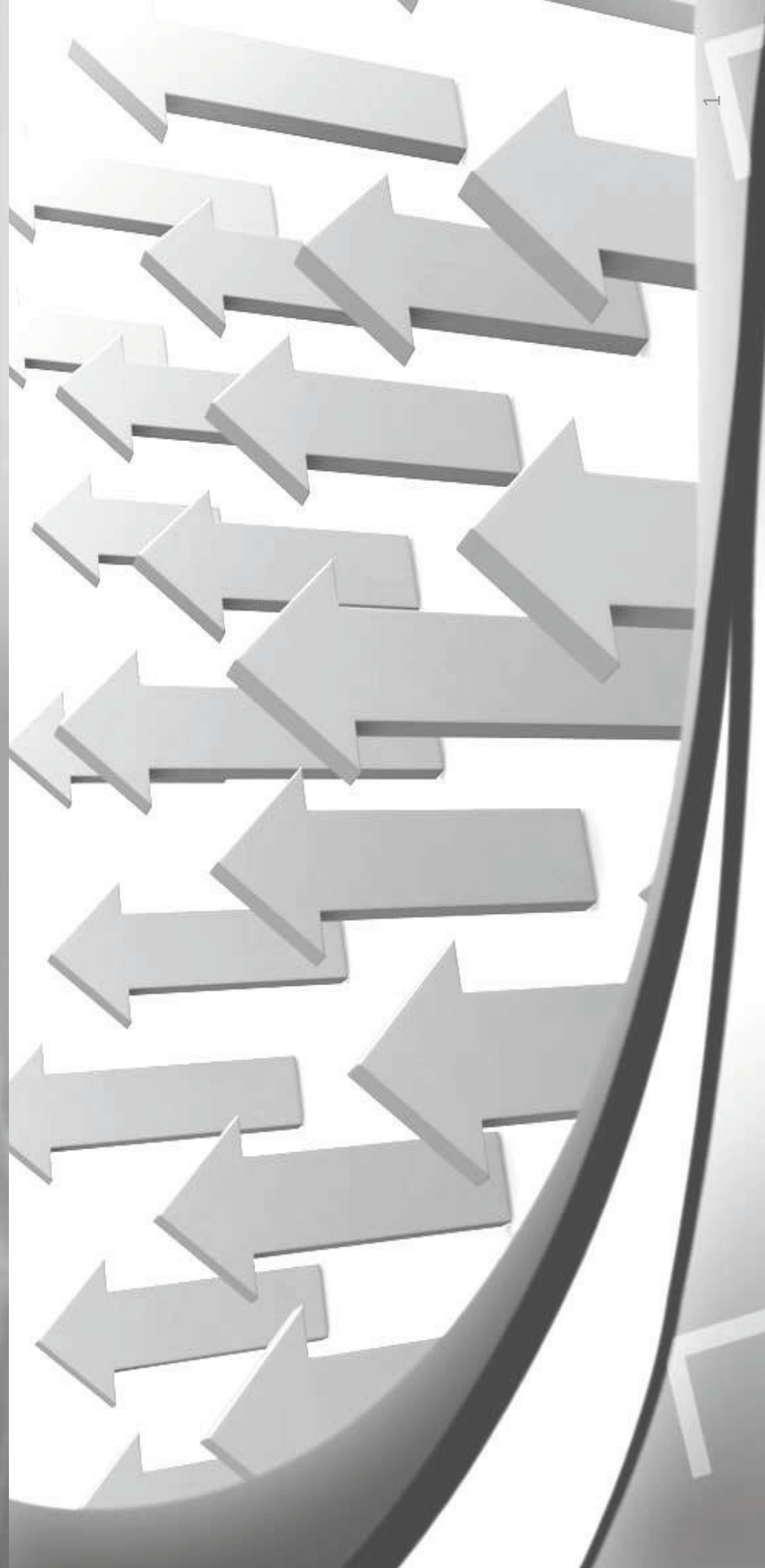


I G Petrochemicals Ltd
Investor Presentation - Q1FY16



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Company Overview



Flagship company of **Dhanuka Group**



Numero Uno Indian manufacturer of
Phthalic Anhydride (PAN)

One of the largest

PAN manufacturer in the world

Lowest Cost producer of Phthalic
Anhydride (PA) globally

Higher capacity utilization with
continued **Consumption Pull** for Phthalic
Anhydride

Self sufficiency achieved in
Power/Steam generated by plant

Management Team



Mr. M M Dhanuka: Chairman

- ✓ Chemical Engineer from BITS, Pilani with 35 years of experience in the industry
- ✓ True Entrepreneur with responsibility for day to day affairs and made a turnaround in business through his far sightedness and effective decision making

Mr. Nikunj Dhanuka: Managing Director

- ✓ Commerce Graduate with Management course from UK
- ✓ Two decades of experience in the industry, instrumental in restructuring the business activities and in charge of the overall affairs of the company

Mr. J K Saboo: Executive Director

- ✓ B.Com., LL.B with over 30 years of experience
- ✓ Currently in charge of the all activities at Taloja and is associated with the Company since 1992

Mr. R Chandrasekaran: CFO & Secretary

- ✓ C.A. and CS with over 27 years of experience
- ✓ Responsible for all the financial related activities and is associated with the company since 1999

Mr. S N Maheshwari: President (Fin. & A/c)

- ✓ C.A with over 30 years of experience
- ✓ Currently is responsible for financial, accounts and taxation matters

Mr. G V R Reddy: President (Technical)

- ✓ M.Sc. Engg (Electrical & Instrumentation) and has around 30 years experience
- ✓ Currently he is in-charge of the Plant at Taloja

Manufacturing Facilities



- Located at MIDC, Talaja in Raigad District, Maharashtra
- 3 units at Single Location
- 50 Km away from Jawaharlal Nehru Port Trust (JNPT), Nhavasheva, Mumbai, Maharashtra
- Proximity to India's Chemical Hub



End User Industries



Plasticizers



Paints



CPC (Color Pigments)



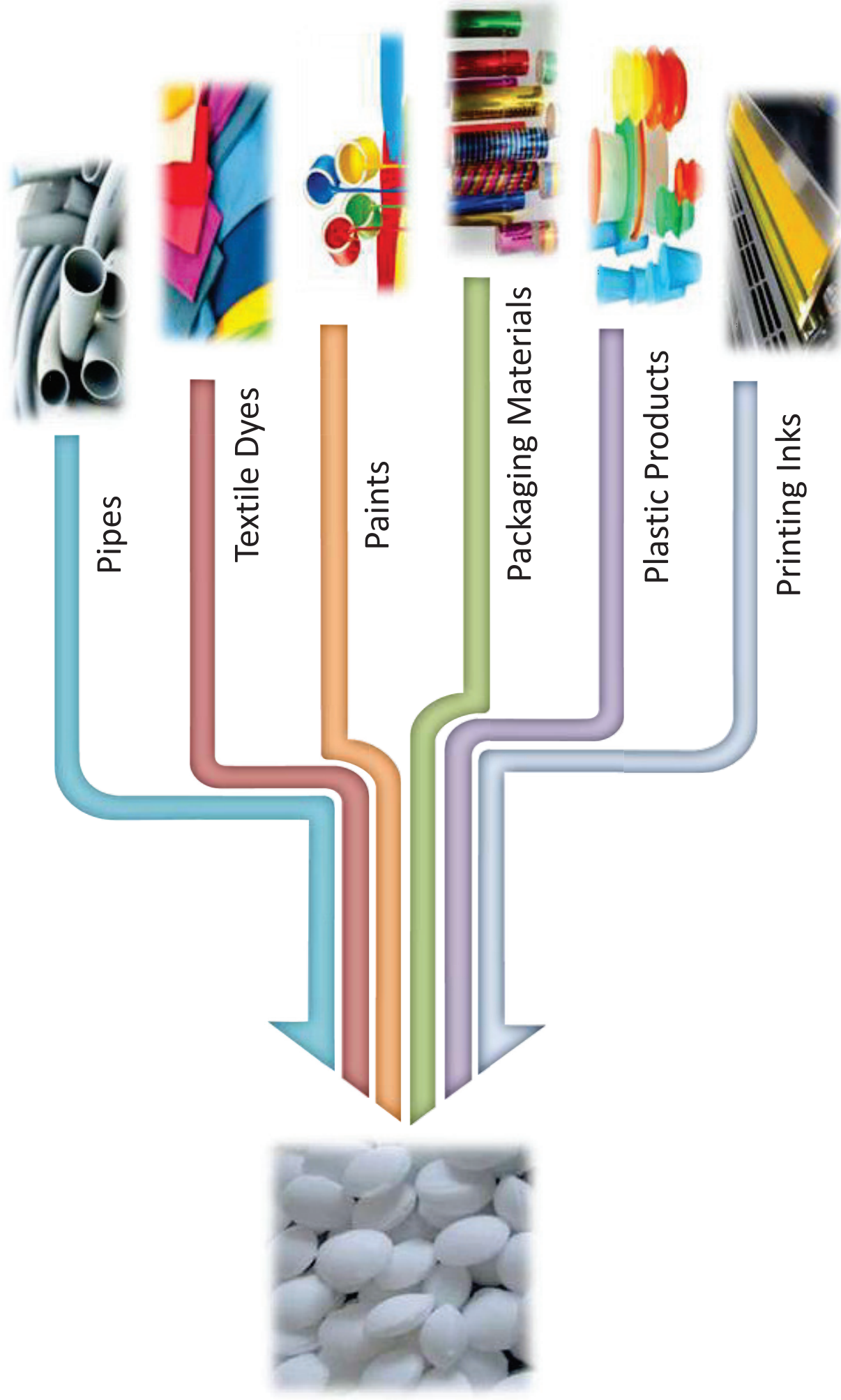
Others



Unsaturated Polyester Resin (UPR)



Phthalic Anhydride (PA) : Varied Applications



Key Competitive Advantages

01

Lowest Cost Producer

- In-house generation of power
- Higher efficiency and reengineering process reduces cost per unit

02

Strategic Plant Location

- Near to Port – Huge Saving in Freight Cost
- Proximity to the Chemical Belt of India

03

Strong Clientele across industries

- Diversified Product Use in Multiple Industries
- Low Customer Concentration

04

Consistent high capacity utilization

- Annual contract for its sales to Indian Customers
- ~30% - 40% of Sales is contracted annually for fixed margin

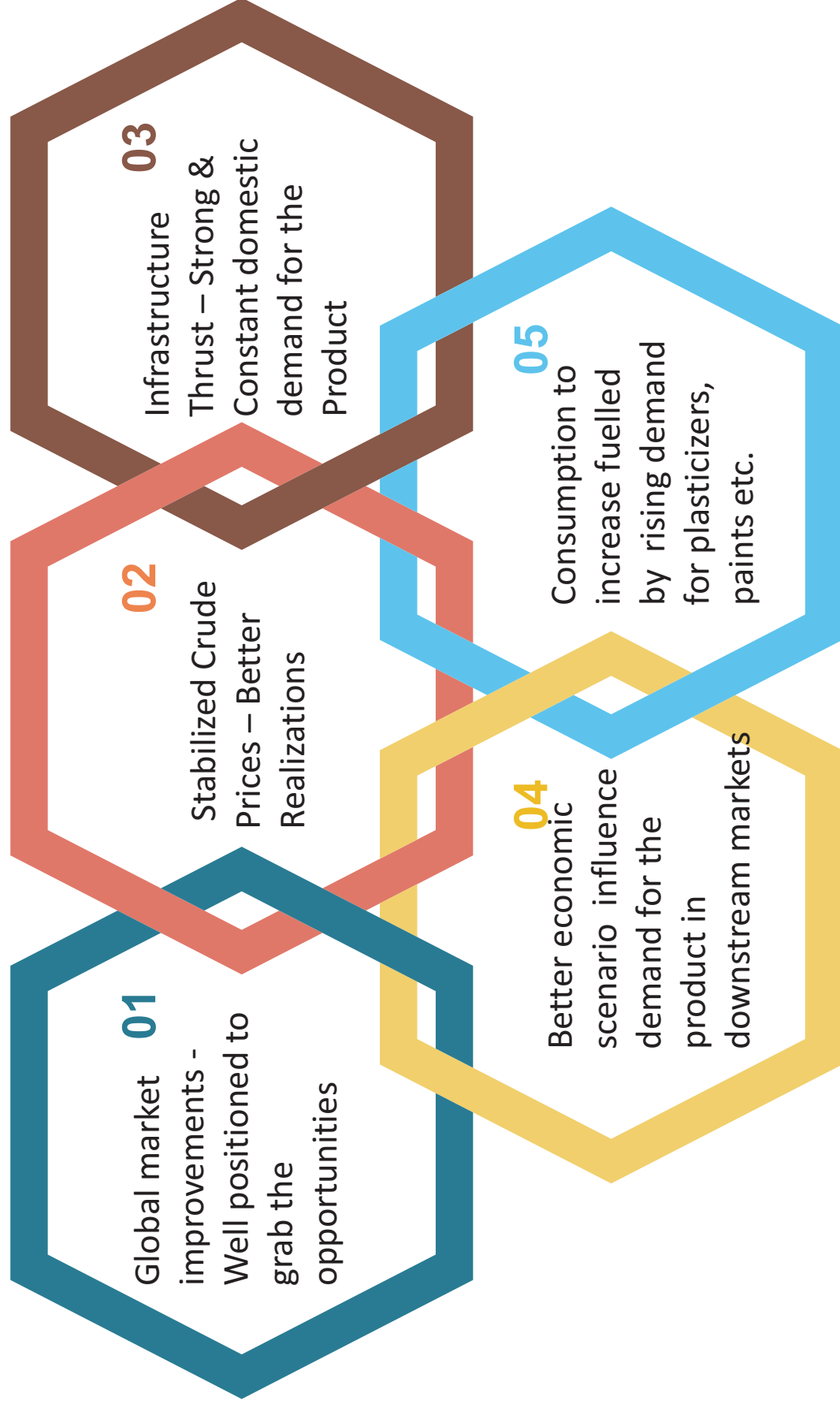
05

Better Recovery Processes

- Steam generated from Process utilised efficiently-reduces Oil consumption significantly
- Developing value added products through waste stream

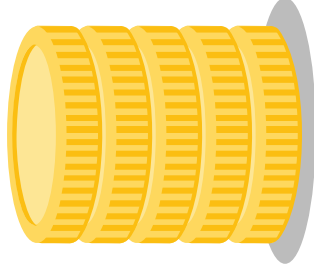
Enhancing Sales & Leading to a Better Margin Profile

Consumption Pull for Phthalic Anhydride



4 Years - Performance Glance

Revenue



EBITDA



PAT

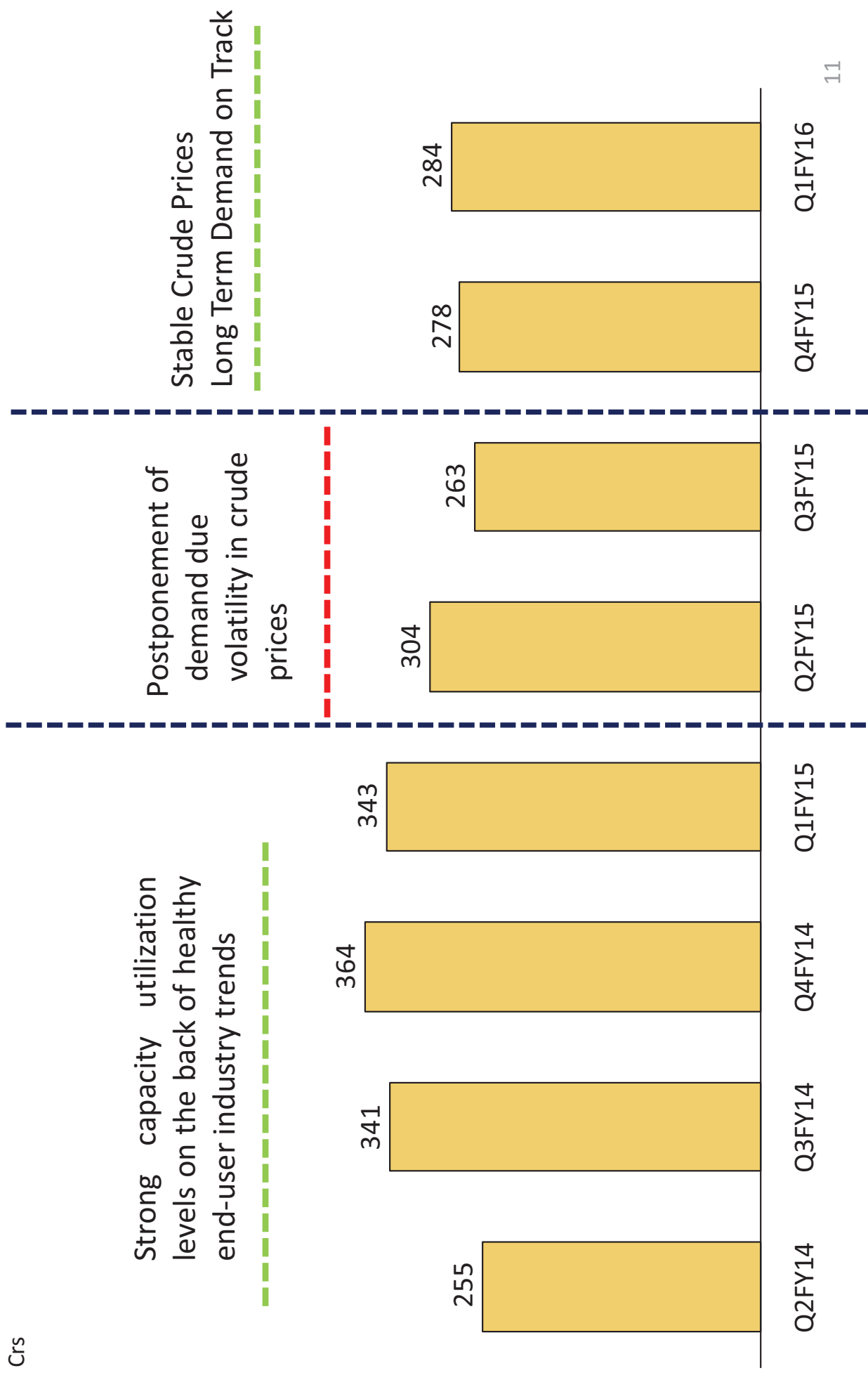


FY2015 : Dividend of Re.1/- per equity share of Rs. 10 (10% of Face Value)



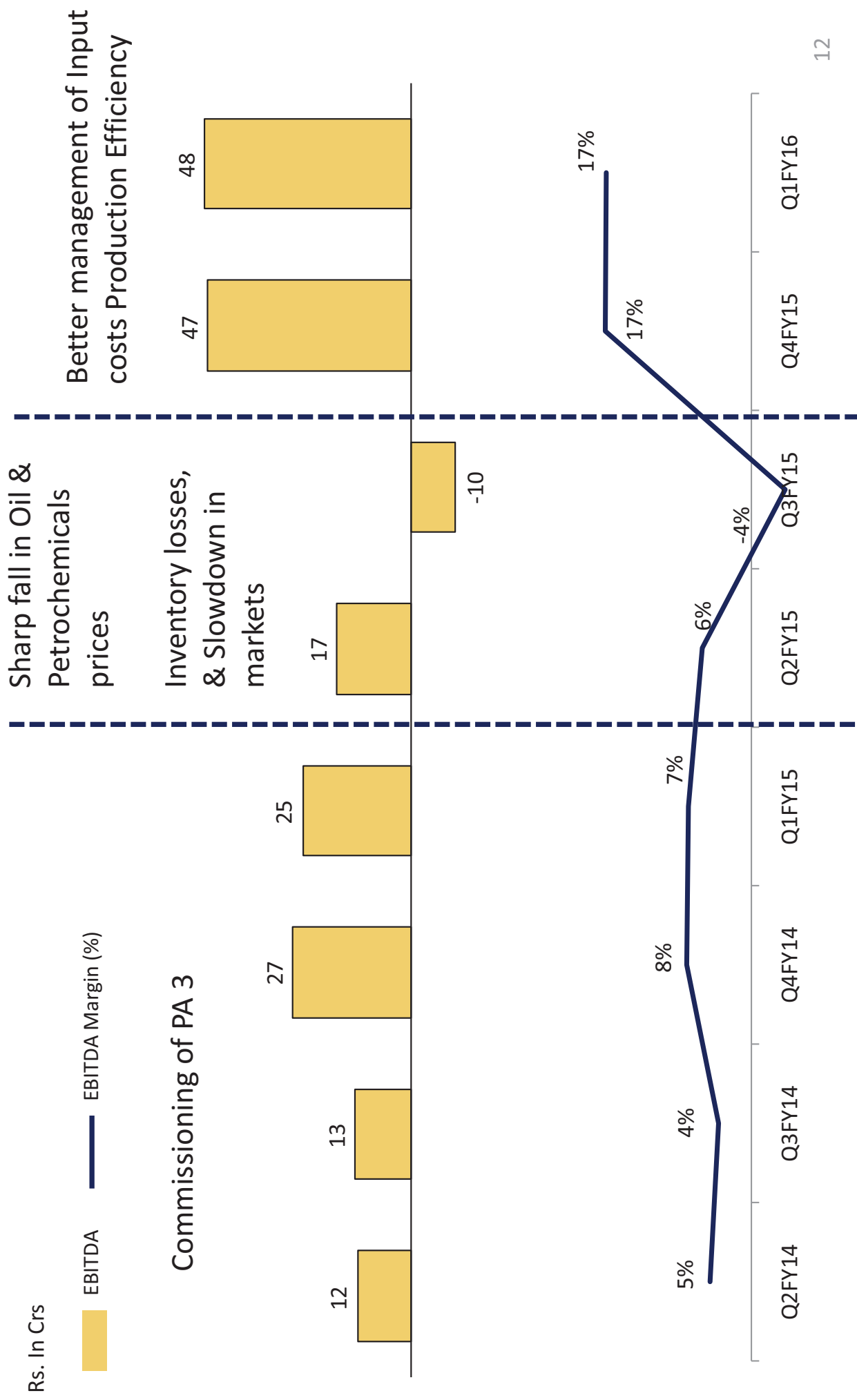
Revenue - Quarterly

Rs. In Crs



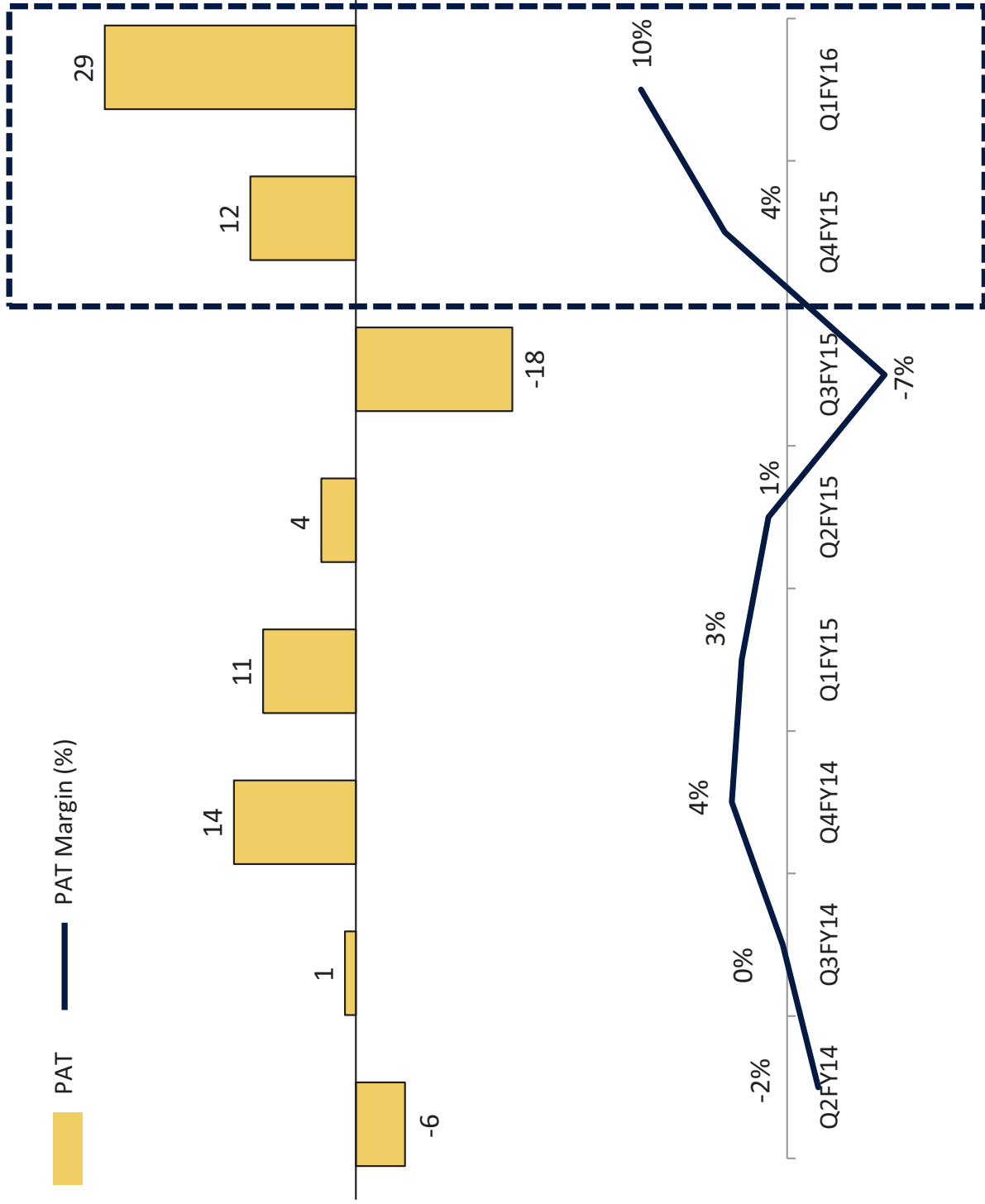


EBITDA - Quarterly



PAT - Quarterly

Rs. In Crs



Demand & Supply scenario getting favorable

Operating Leverage playing out

Better realization, conversion ratio and overall improvement on the Operating Parameters

Profit & Loss Statement

Particulars (Rs. In Crs)	Q1FY16	Q1FY15	Y-o-Y	Q3FY 15	Q-o-Q	FY15
Revenue from Operations	282	343		278		1188
Other operating Income	2	0		0		1
Total Revenue	284	344	-17%	278	2%	1189
Raw Material	208	292		205		1001
Employee Expenses	7	7		8		28
Other Expenses	21	19		18		79
EBITDA	48	25	89%	47	1%	80
EBITDA %	16.8%	7.3%		17.0%		6.8%
Other Income	1	3		1		7
Finance Cost	7	10		9		38
Depreciation	4	4		4		16
Profit before Exceptional item & Tax	37	14		36		32
Extra Ordinary item*	0	0		21		21
Profit before Tax	37	14		15		11
Tax	8	3		2		2
Profit after Tax	29	11	170%	12	137%	9
PAT %	10.3%	3.2%		4.4%		0.7%
EPS(After Extraordinary item)	9.51	3.52		4.01		2.89

* Previous year depreciation charged

Balance Sheet



Particulars (Rs. In Crs)	As on	
	Mar-15	Mar-14
Shareholder's Fund	239	257
Share capital	31	31
Reserves & Surplus	208	226
Non-current liabilities	110	143
Long term borrowings	108	141
Long term provisions	2	2
Current liabilities	255	364
Short term borrowings	23	44
Trade payables	196	286
Other current liabilities	36	34
Total Liabilities	604	764

Particulars (Rs. In Crs)	As on	
	Mar-15	Mar-14
Non-current assets	335	385
Fixed assets (inc. CWIP)	328	377
Long-term loans and advances	7	8
Current assets	269	379
Inventories	87	141
Trade receivables	143	174
Cash and bank balances	18	29
Short term loans and advances	21	35
Total Assets	604	764



For further information, please contact

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