



Navin Fluorine International Limited

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May 31st, 2016

Bombay Stock Exchange Ltd.,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400 001.

Stock Code: 532504

National Stock Exchange of India Ltd.,
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E),
Mumbai 400 051

Stock Code: NAVINFLUOR EQ

Ahmedabad Stock Exchange Ltd.,
1st floor, Kamdhenu Complex,
Opp. Sahajanand College, Panjara Pole
Ahmedabad 380 015.

Stock Code: 45433

Dear Sirs,

**Sub: (a) Intimation of Schedule of Analyst / Institutional Investor meetings under the
SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015.**

(b) Uploading of latest Investor Presentation.

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, we would like to inform you that the officials of the Company will be attending the following conferences of institutional investors.

Date	Organised by	Place
June 2, 2016	UBS Securities	Mumbai
June 3, 2016	B & K Securities	Mumbai

Kindly note that changes may happen due to exigencies on the part of Host / Company.

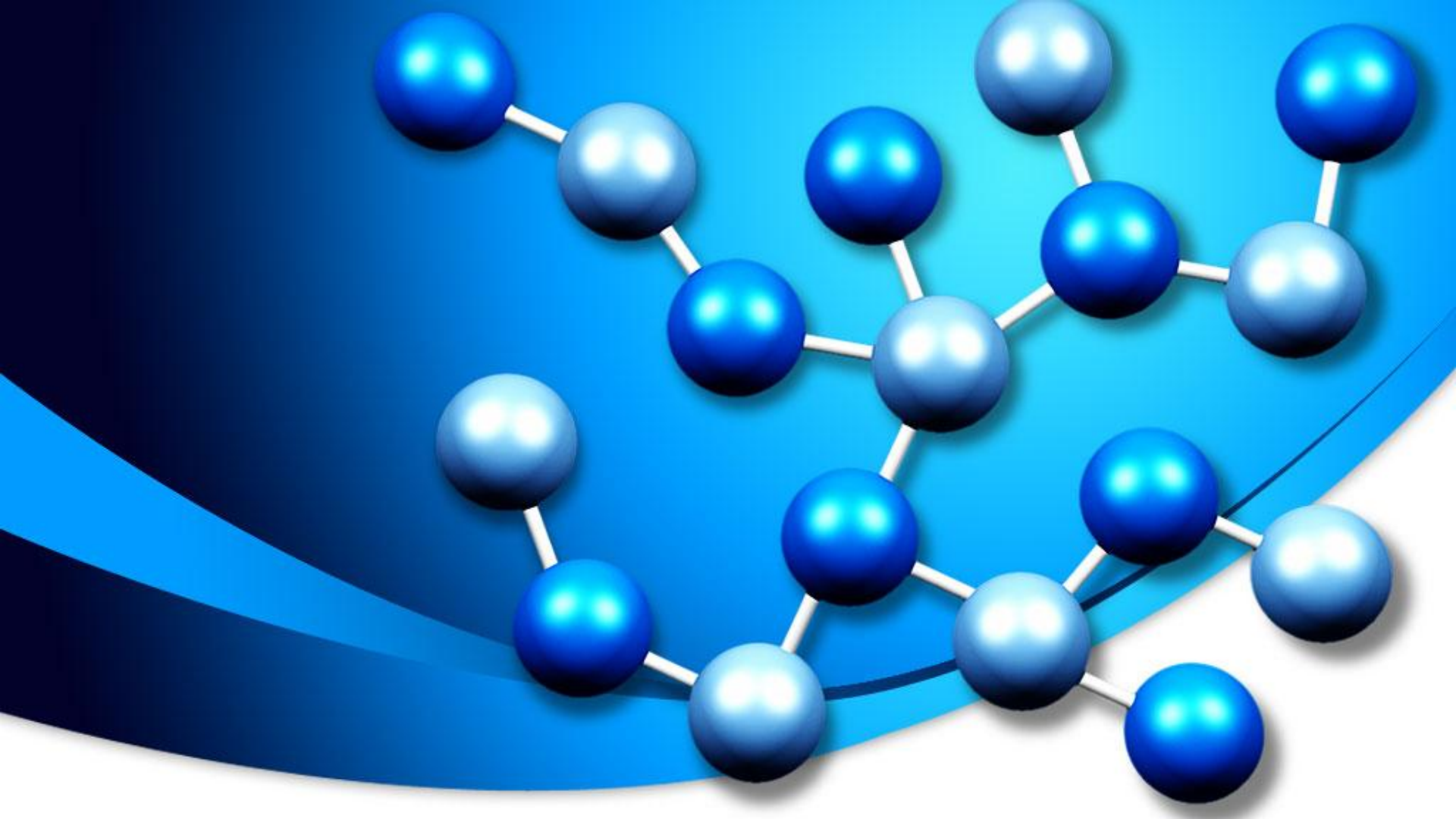
We also send herewith copy of the latest Investor Presentation for your information and also for the information of your members and the public at large. The same has also been uploaded on the website of the Company www.nfil.in

Kindly take the above on record.

Thanking you,

**Yours faithfully,
For Navin Fluorine International Limited,**

**Niraj B. Mankad
Vice-President Legal & Company Secretary
Encl a/a**



Navin Fluorine International Limited

Investor Presentation

May 2016

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Navin Fluorine International 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.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Overview



Largest Integrated Specialty Fluorochemical Company in India

Built “India’s only plant with high pressure fluorination capabilities with cGMP compliance” for CRAMS Business

Manufacturing plants strategically located closer to major ports

Over 45 years of expertise in Handling Fluorine

Strong Clientele base in India & abroad, including Global Innovators

Pioneers of Refrigerant Gas manufacturing in India

“RESPONSIBLE CARE” certification



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Fluorine Chemistry – A Growing Landscape

Global demand for Fluoro-chemicals in 2018 to reach
4.0 Million MT , with CAGR of 4% per annum



Pharmaceuticals



Agriculture



Electronics



Steel



Solar / Energy



Aluminum



White Goods

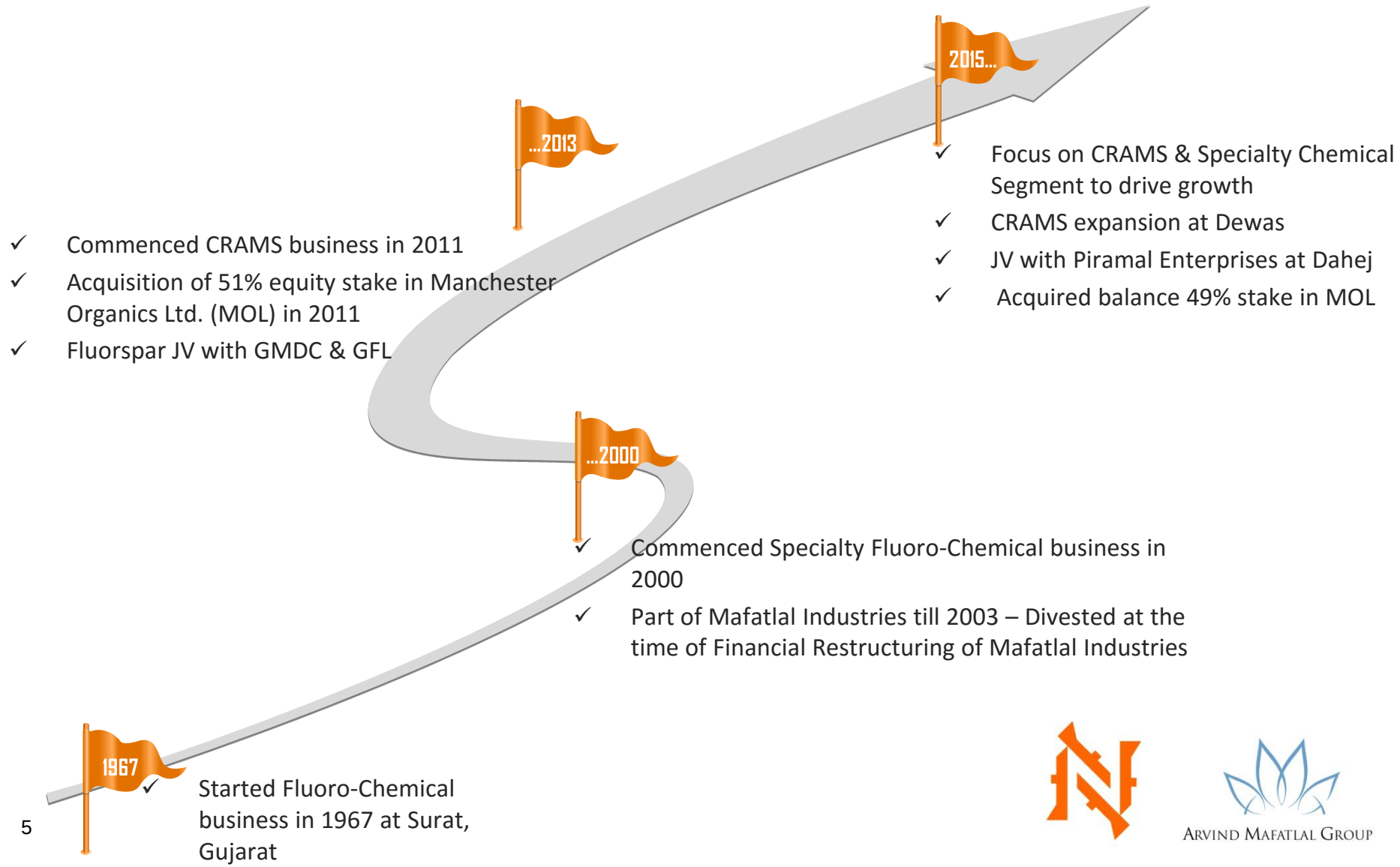


Automotive



Glass

Evolution of NFIL



Professional Management

Mr. H.A. Mafatlal – Chairman

Professional Team

Mr. Shekhar Khanolkar : Managing Director

Chemical Engineer with Masters in Management studies and an alumni of Harvard Business School
Spent more than 21 years in the Chemical industry with both Indian & Multinational Chemical majors
Been on the Board of the Company since 2008

Mr. Sitendu Nagchaudhuri : Chief Financial Officer

Fellow Chartered Accountant, having an experience of more than 24 years in Corporate Finance & Strategy Leadership roles with various Transnational & Indian corporations across diverse sectors within India and abroad

Dr. Ashis Mukherjee : President – CRAMS / CTO

Postgraduate in Science from IIT & a Ph.D. from Princeton University
Total experience of more than 21 years in Pharma, R&D & CRAMS
Spearheading the CRAMS initiatives of the Company since 2009

Mr. G.C. Jain : President – Operations

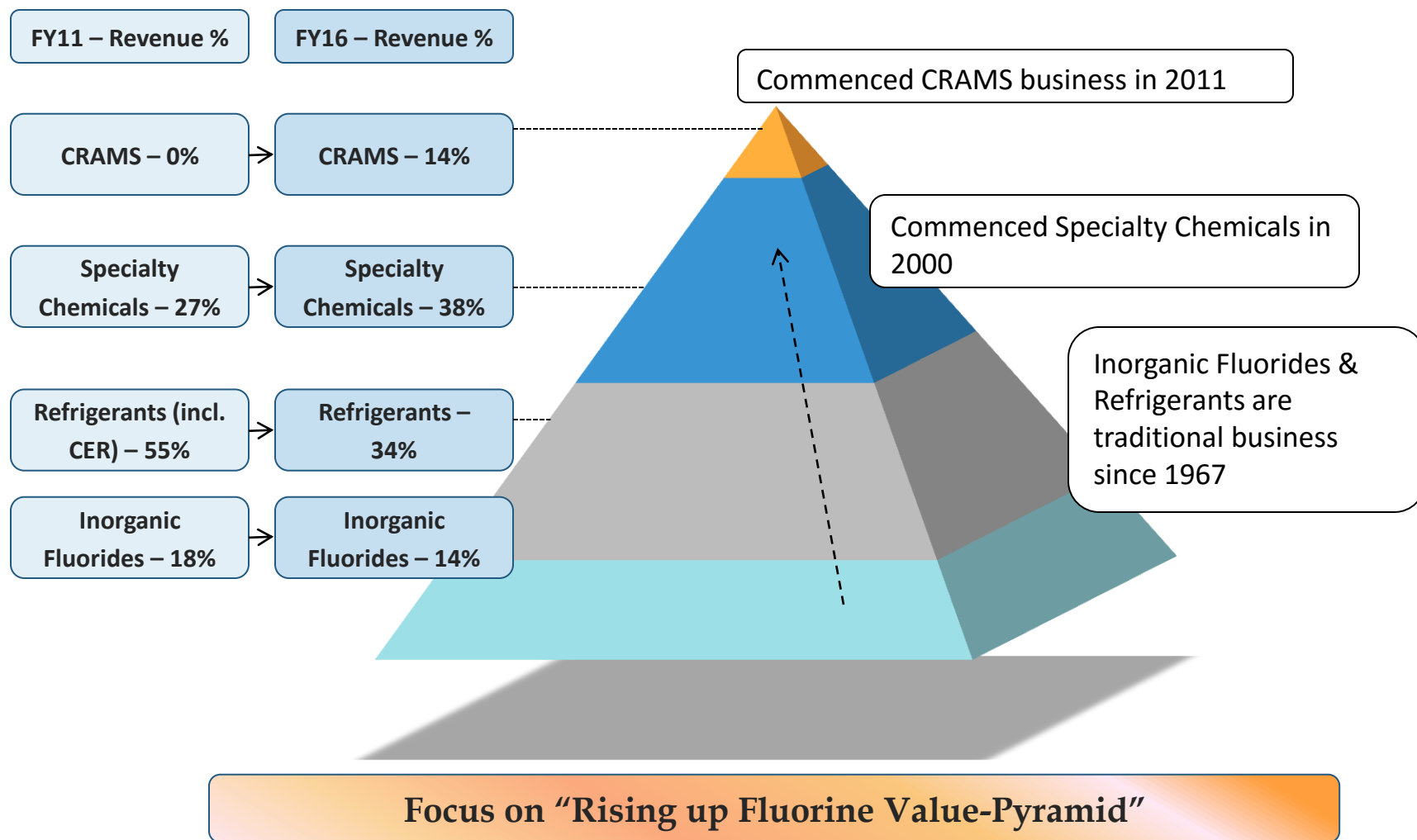
Chemical Engineer and has a Diploma in Management Studies
Total work experience of 34 years in plant operations in India and abroad
Been with the Company since 2011

Mr. Niraj B. Mankad : Vice President – Legal & Company Secretary

Graduate in commerce with a degree in Law and a member of ICSI
Total work experience of more than 21 years and has been with the group since 1992



Business Units (BU) - Standalone



Refrigerants Inorganic Fluorides

Sustainable and Stable BUs



Refrigerants : Growing Demand for Non-Emissive applications



Product
Offering



User
Base



Distribution
Network



Export
Outreach

- | | | | |
|---|---|--|---|
| ✓ Pioneered manufacturing of refrigerant gases in India in 1967 in Surat, Gujarat | ✓ Used in Residential Air Conditioning | ✓ Strong Distribution Network of over 120 dealers in domestic and overseas markets | ✓ Exports to South-East Asia, Middle East, Saudi Arabia, Turkey, Egypt & South Africa |
| ✓ MARFON – Brand has become generic name for refrigerants in India | ✓ Used in Industrial / Commercial Cooling | ✓ Preferred Choice for OEMs, Service Technicians and Equipment Owners | ✓ Caters to OEM players as well as replacement demand in Overseas Markets |
| ✓ Currently, manufactures only Mafron-22 (HCFC-22) | ✓ Increasingly being used for non-emissive purposes such as feedstock in Pharmaceuticals Industries | | |



Inorganic Fluorides : Growth from Exports



Product
Offering



User
Base



Distribution
Network



Export
Outreach

- ✓ Portfolio includes 8-10 products
- ✓ One of the largest Anhydrous Hydrofluoric (AHF) and Aqueous Hydrofluoric acid manufacturing capacities in India

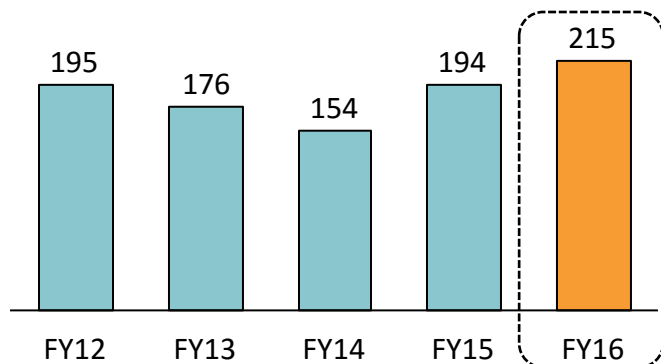
- ✓ Oil & Gas Industry
- ✓ Stainless Steel
- ✓ Pharmaceuticals & Agro chemicals
- ✓ Used in Abrasives
- ✓ Used in Solar Panels

- ✓ Developed Strong network in India
- ✓ Presence in all major user companies

- ✓ Growing exports
- ✓ From near Zero to ~10% of the turnover in FY15

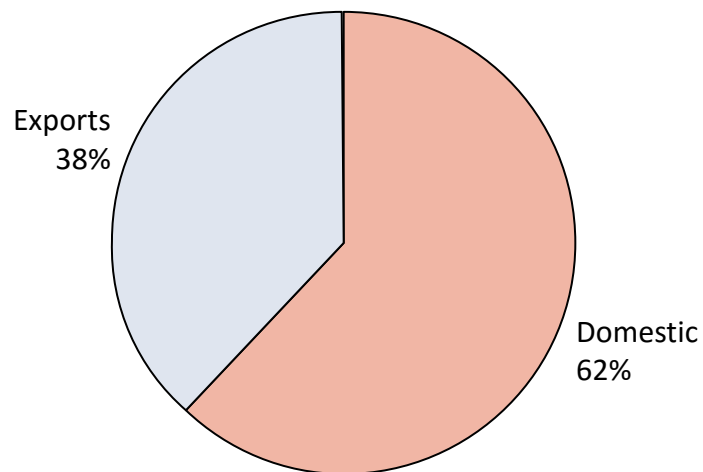
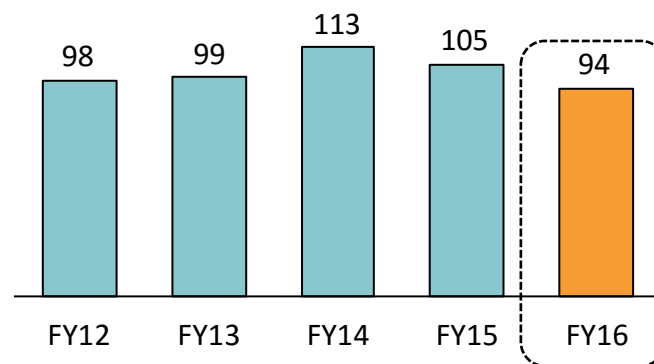
Business Units Performance

Refrigerants

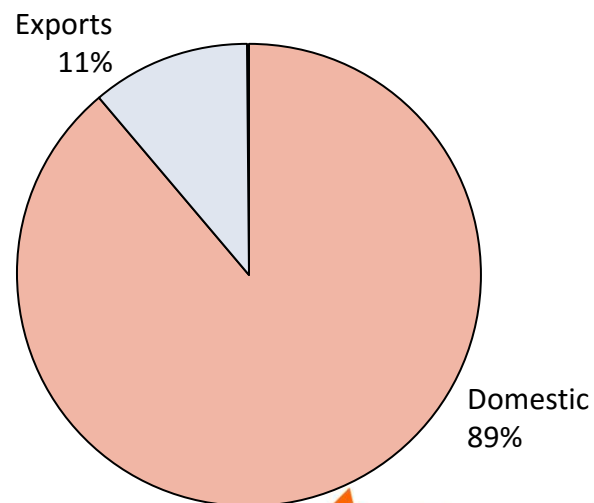


Revenue (Rs.Crs)

Inorganic Fluorides



Geographic Mix – FY16



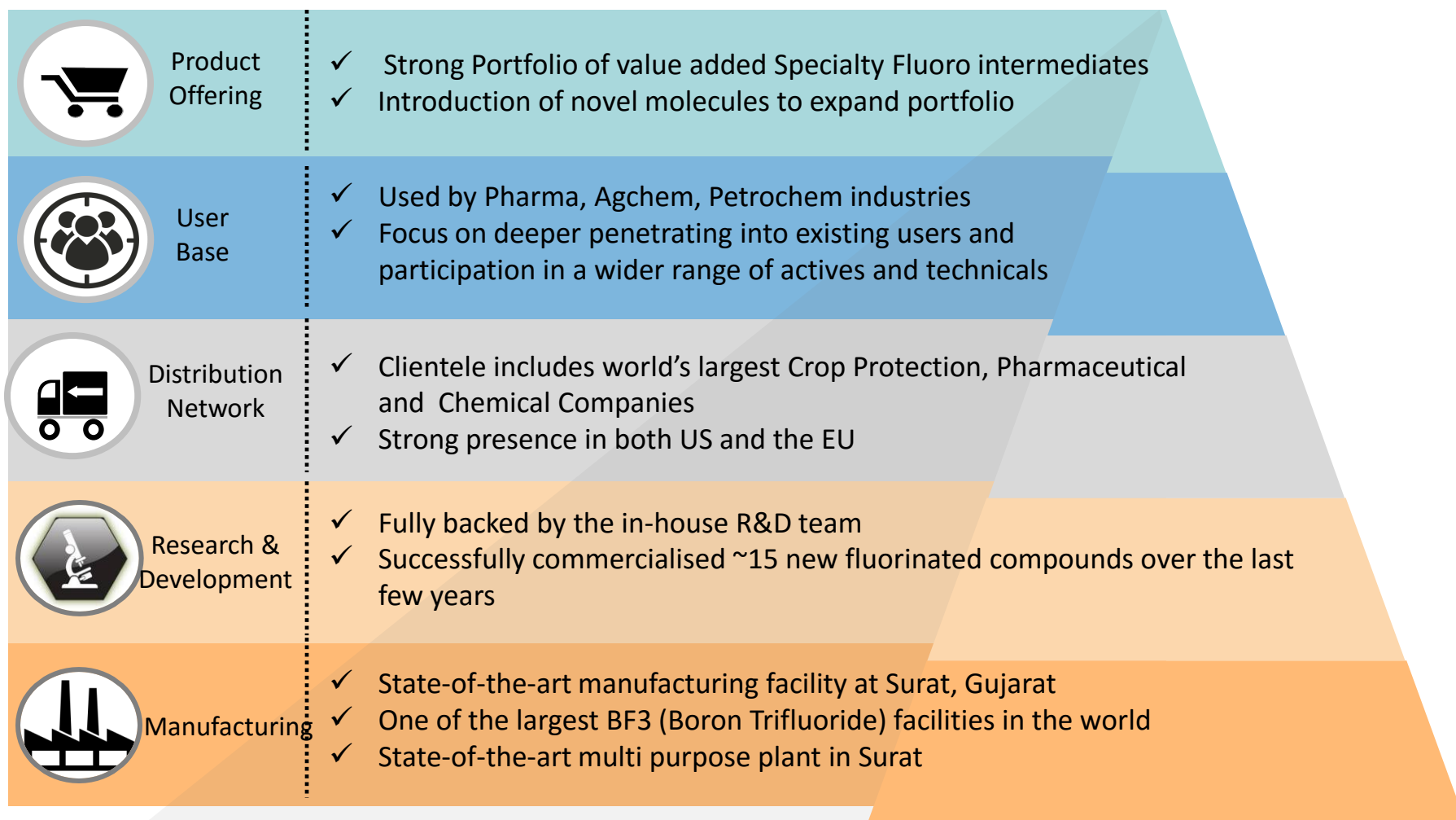
Specialty Chemicals

CRAMS

Driving up the “Fluorine Value chain”



Specialty Chemicals : Growing product basket



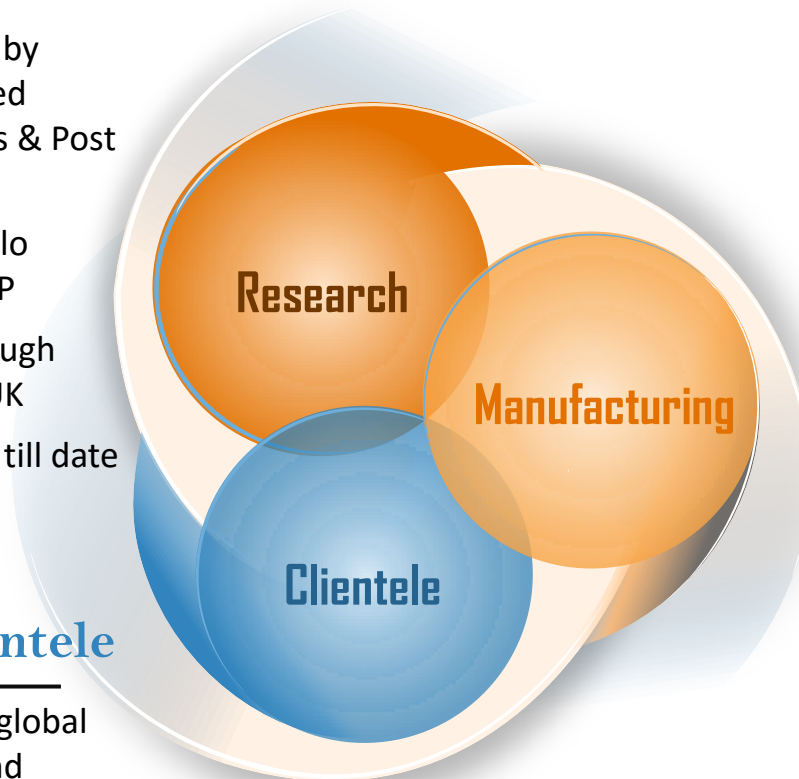
CRAMS : Scalable Growth through INNOVATION

Strong R&D

- ✓ Leveraging our proven skills in Fluorination Chemistry
- ✓ State of the art R&D led by qualified and experienced chemistry teams of PhDs & Post Doctorals
- ✓ cGMP Pilot Plant with Kilo Laboratory at Dewas, MP
- ✓ European presence through Manchester Organics , UK
- ✓ Worked on 50+ projects till date

“Fortune 500” Clientele

- ✓ Client relationship with global Innovators in Pharma and LifeScience Industries
- ✓ Worked with more than 20+ Global majors



Developing Contract Manufacturing Base

- ✓ Setting up manufacturing facility for multi-ton batch size, at Dewas MP
- ✓ Investment of Rs. 60 Crs
- ✓ Plant getting on-stream
- ✓ New Facility will be “India’s only plant with high pressure fluorination, cGMP compliant capabilities”



Manchester Organics - In Perfect Synergy with CRAMS



- ✓ Established in 1996, Manchester Organic Ltd (MOL) has a strong legacy in fluorination and high pressure chemistry

- ✓ Offer over 60 years of combined chemistry experience to customers

- ✓ Specialist in fluorination technology, with expertise in general organic synthesis at all scales

- ✓ Milligram to multi-kilo research/production facility in the UK with high pressure/specialist fluorination facility

- ✓ Continuously expanding product catalogue of over 40,000 compounds, some exclusive to MOL

- ✓ Works directly with R&D Team of Innovator Pharma Companies

- ✓ Acquired 51% stake in May 2011
- ✓ Acquired balance 49% in Oct 2015

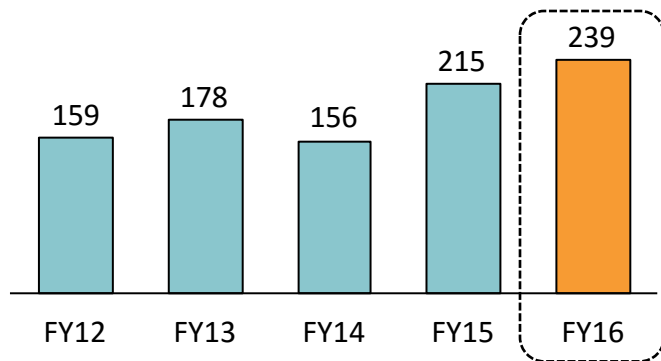
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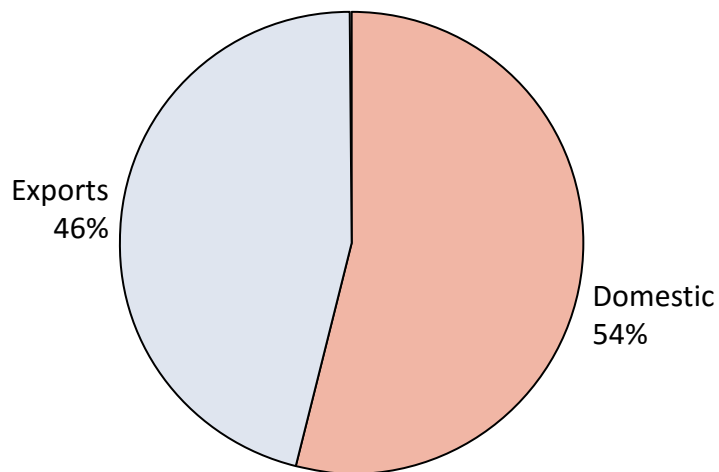
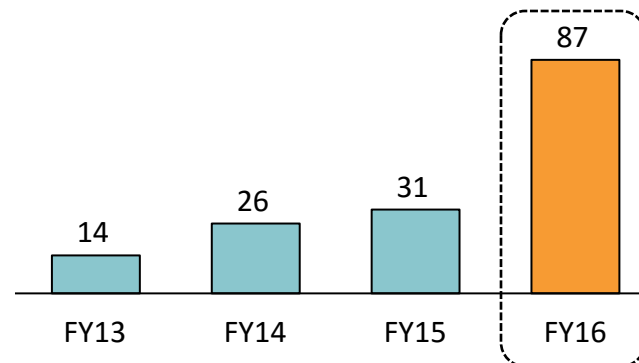
Business Units Performance

Specialty Chemicals

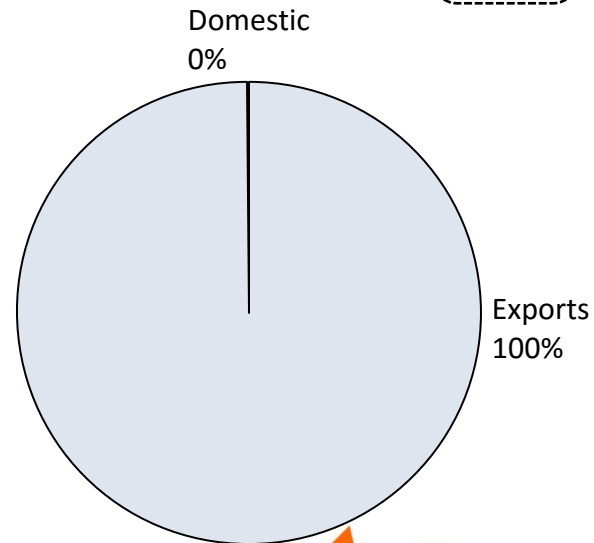


Revenue (Rs.Crs)

CRAMS**



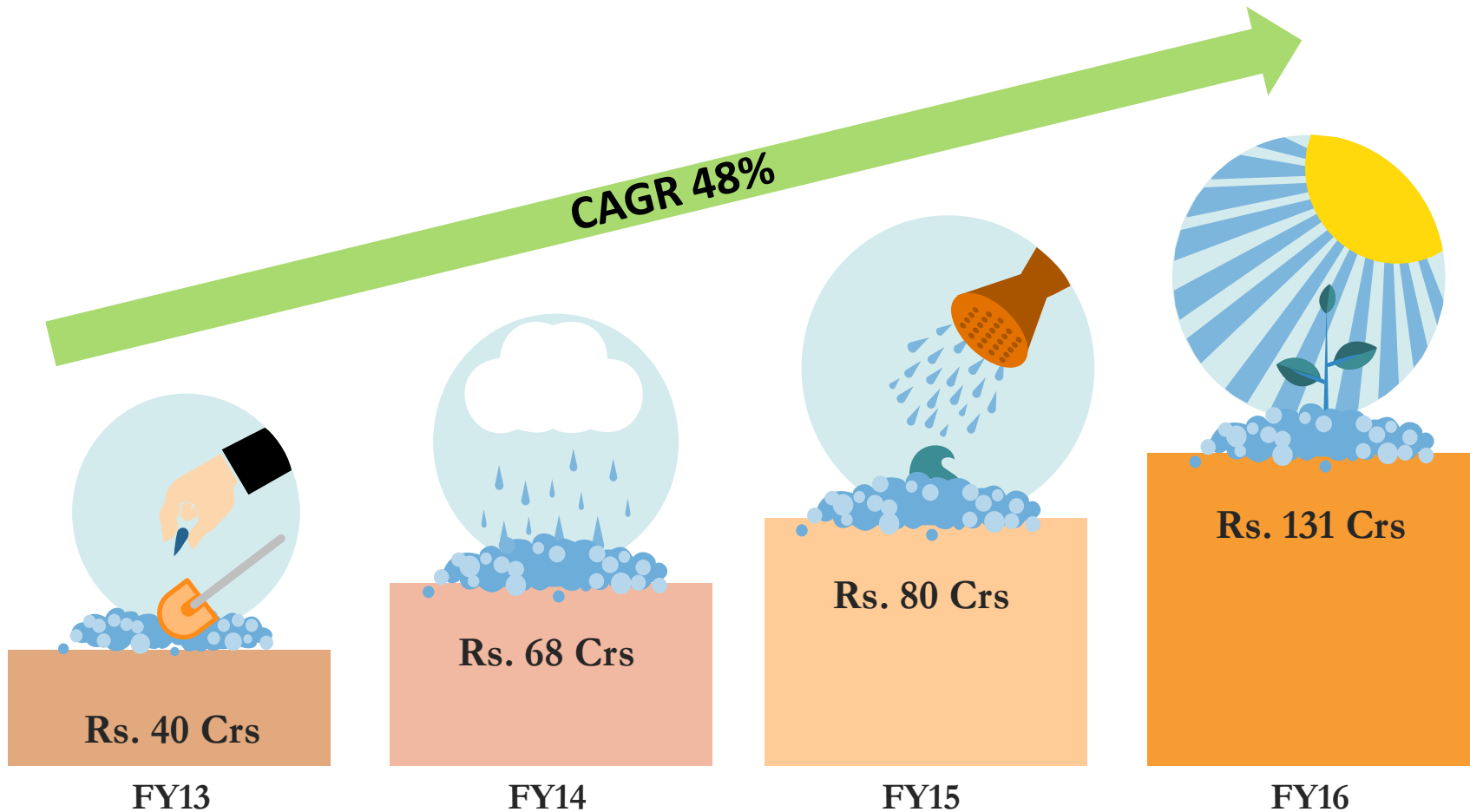
Geographic Mix – FY16



* Standalone Results

** CRAMS business generating revenue since FY13

CRAMS Business Gains Momentum



* CRAMS Consolidated

JV with Piramal Enterprises

- ✓ Entered into JV with Piramal Enterprises Ltd
 - ✓ 51% - Piramal Enterprises Ltd
 - ✓ 49% - Navin Fluorine International Ltd
- ✓ To develop, manufacture & sell specialty Fluorochemicals for the healthcare segment
- ✓ Initial investment - ~Rs. 120 Crs. Current estimates of investment is ~ Rs. 140 Crs. Due to increase in scope
- ✓ Product validation in process
- ✓ Piramal will completely buy out the product and Navin will supply the most critical RM



Clients across the Globe



CLARIANT



syngenta



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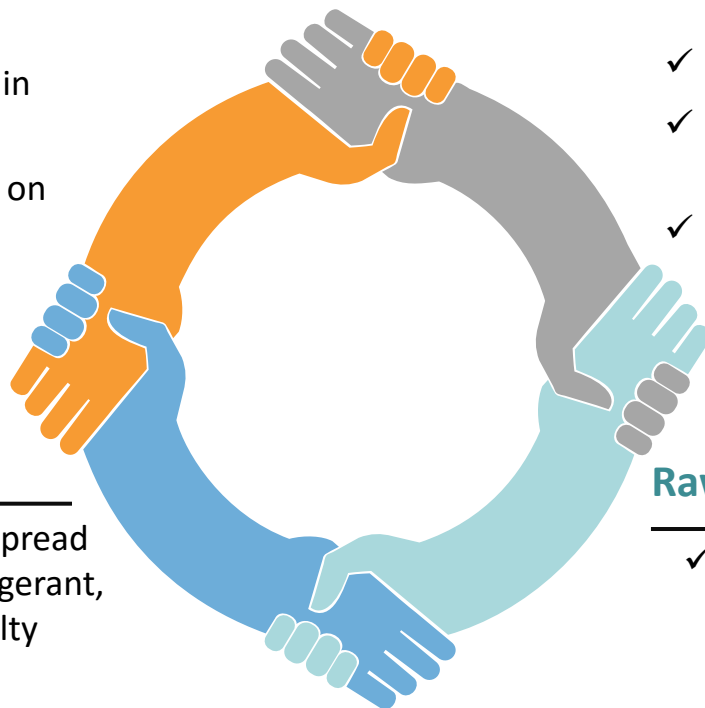
Key Strengths

Fluorination Capabilities

- ✓ Pioneered Manufacturing of Refrigerant Gases in India
- ✓ Over 45 years of experience in handling Fluorine
- ✓ Extensive expertise focusing on specialty fluorine chemistry

Manufacturing

- ✓ Chemical Complex at Surat spread over 135 acres, houses Refrigerant, Inorganic Fluorides & Specialty Chemicals Plants
- ✓ cGMP Compliant Pilot plant for CRAMS in Dewas
- ✓ cGMP Compliant Manufacturing plant for CRAMS fully operational



In-house R&D

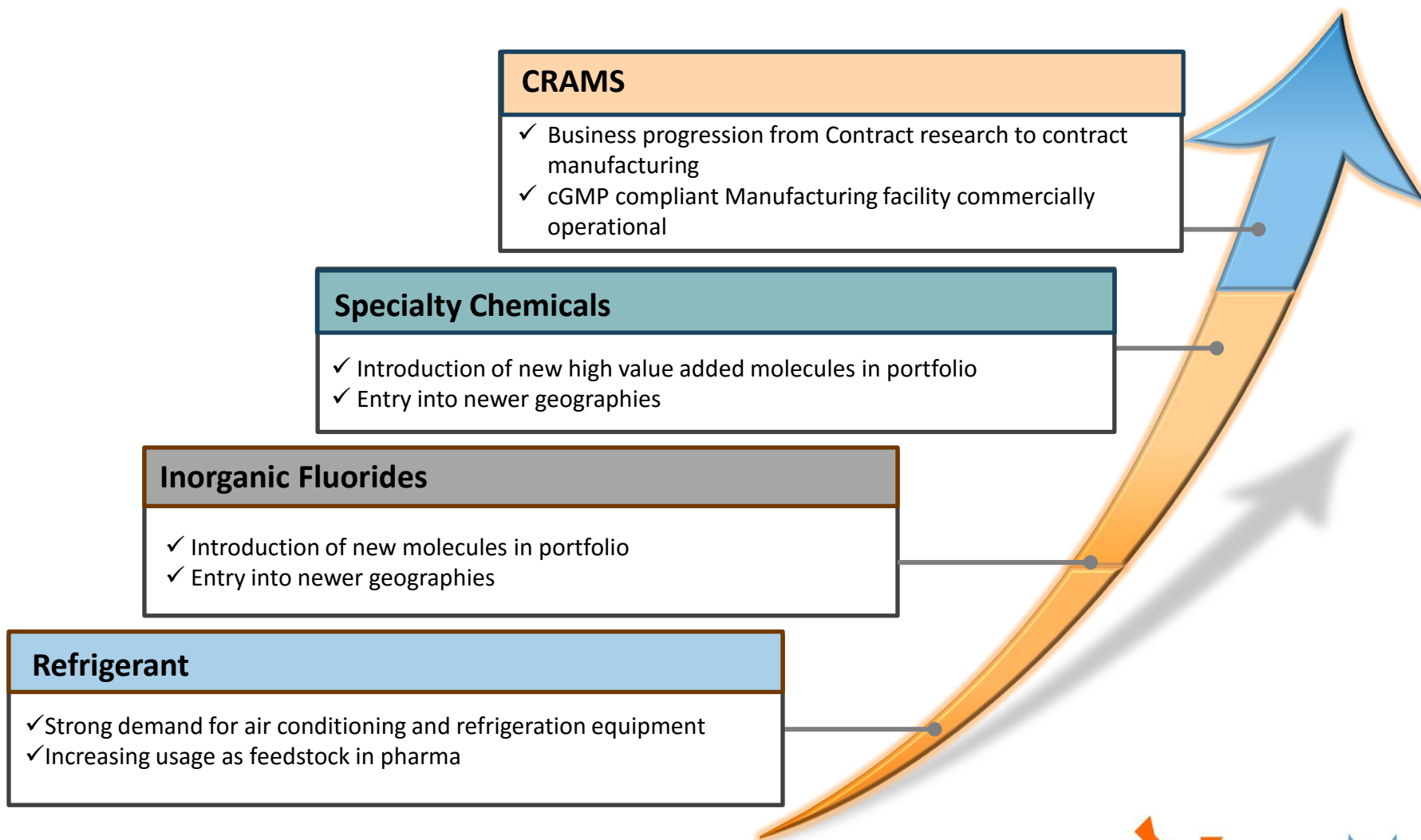
- ✓ State-of-the-art R&D centre – Navin Research Innovation Centre at Surat
- ✓ DSIR approved R&D Centre
- ✓ Supports in product addition & process efficiency in all business units
- ✓ R&D strength augmented by Manchester Organics Acquisition

Raw Material Sourcing

- ✓ Backward integration for Raw material through 25% JV partner in the only Fluorspar beneficiation company in India
- ✓ Supply from JV to commence in FY18
- ✓ Diversified sourcing of Fluorspar away from China

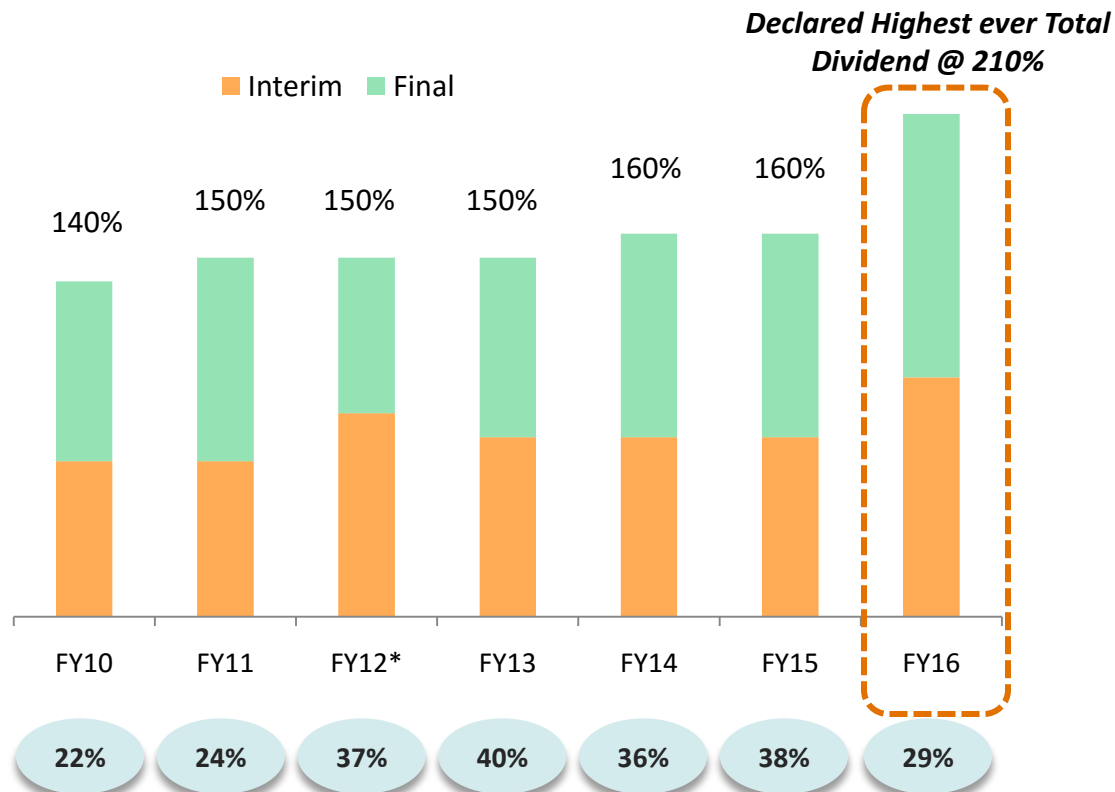


Growth driven by Every Business Unit



Consistent Dividend Performance

Dividend as % of Face Value



Pay out Ratio = (Dividend + DDT) / PAT

Robust Dividend Payout

- ✓ Continuous Dividend since last 10 years
- ✓ Special Dividend of Rs. 60 per share in FY 12
- ✓ Recommended Final Dividend of Rs.11 per share in FY16
- ✓ Total Dividend of Rs.21 per share in FY16

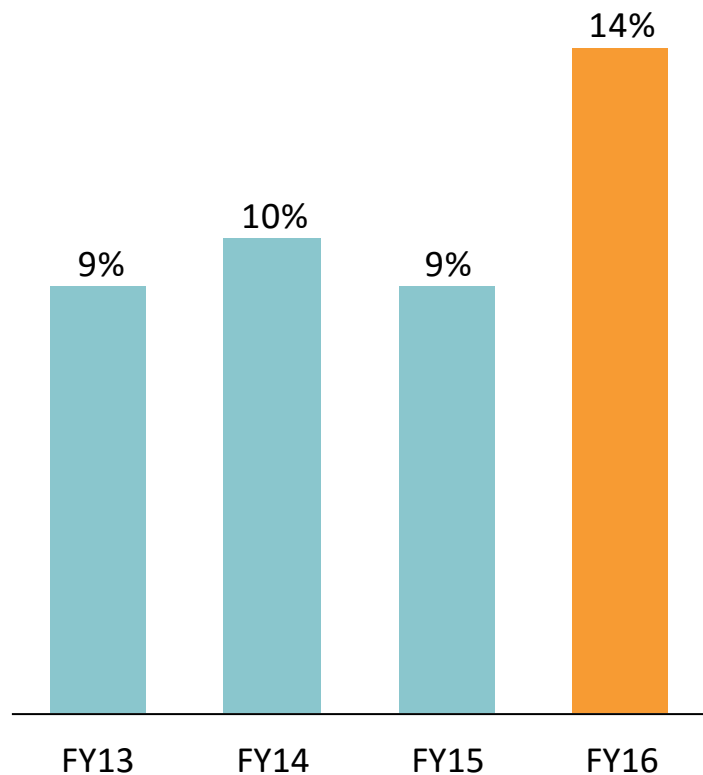
Total Dividend of Rs.21 per share in FY16



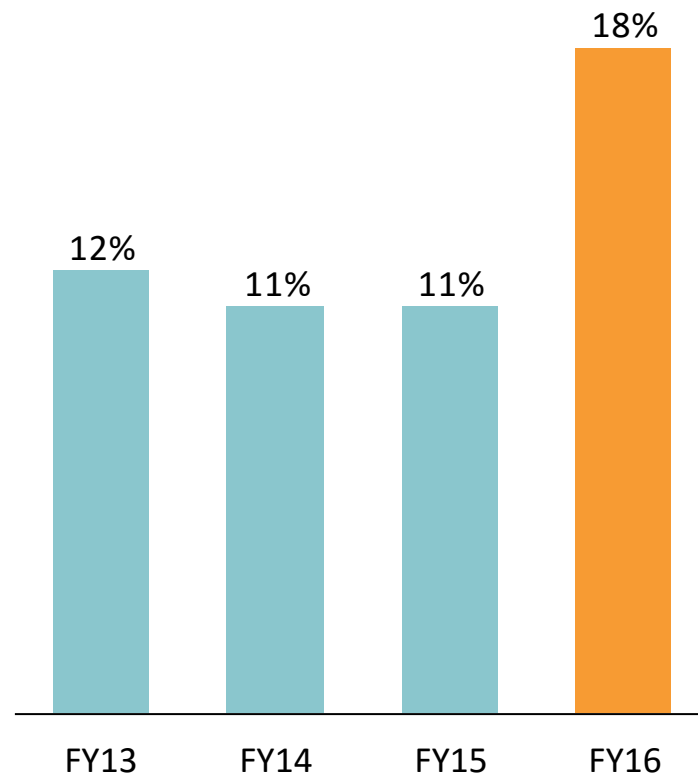
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Strategy Begins to Yield Results

Return on Net Worth (%)



Return on Capital Employed (%)



Historical Financial Highlights



Consolidated Profitability Statement

Rs. Crs.	FY16	FY15	FY14
Revenue	680	592	486
Raw Material	311	289	228
Employee Expenses	81	74	59
Other Expenses	171	156	133
EBITDA	117	72	66
EBITDA Margin	17.3%	12.2%	13.6%
Interest Expenses	4	3	6
Depreciation	22	20	22
Operating PBT	91	49	39
Operating PBT Margin	13.4%	8.2%	7.94%
Other Income	24	30	31
PBT	116	78	69
Tax	32	20	15
Profit After Tax	84	58	55
Minority Interest	-	(4)	
Extraordinary Items	-	-	11
PAT after Minority Interest and Extraordinary Items	84	55	66



Consolidated Balance Sheet

Rs. Crs.	Mar'16	Mar'15	Mar'14
Shareholder's Fund			
Share capital	10	10	10
Reserves & Surplus	636	578	546
Minority Interest	-	13	9
Non-current liabilities			
Long term borrowings	48	27	-
Deferred Tax Liabilities (net)	37	32	33
Other non-current liabilities	29	28	28
Current liabilities			
Short term borrowings	34	34	57
Trade Payables	96	89	61
Other current liabilities	66	41	35
Total Liabilities	954	852	779
Non-current assets			
Fixed assets	307	293	253
Goodwill on Consolidation	88	41	41
Non-current Investments	117	116	102
Long-term loans and advances	96	91	32
Current assets			
Current Investments	53	55	128
Inventories	76	76	66
Trade receivables	150	120	90
Cash and bank balances	29	28	38
Short Term Loans & Advances	34	28	26
Other current assets	4	4	3
Total Assets	954	852	779



For further information, please contact:

Company :

Navin Fluorine International Ltd.
CIN : L24110MH1998PLC115499

Mr. Sitendu Nagchaudhuri
Chief Financial Officer
sitendu.nagchaudhuri@nfil.in

www.nfil.in

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN : U74140MH2010PTC204285

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