

IGPL
I G PETROCHEMICALS LIMITED

SECT/1042

15.02, 2016

BSE Limited
Corporate Relationship Department
1st Floor, P J Towers
Dalal Street
Mumbai - 400 001

Scrip Code: 500199

The National Stock Exchange of India Ltd.
Exchange Plaza
Bandra Kurla Complex
Bandra (East)
Mumbai - 400 051

Scrip Code: IGPL

Dear Sirs,

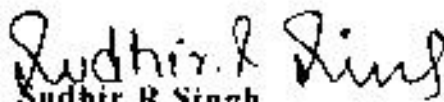
Investor Presentation

We enclose herewith the Investor Presentation of the Company for the third quarter ended 31.12.2015

Kindly take the same on record

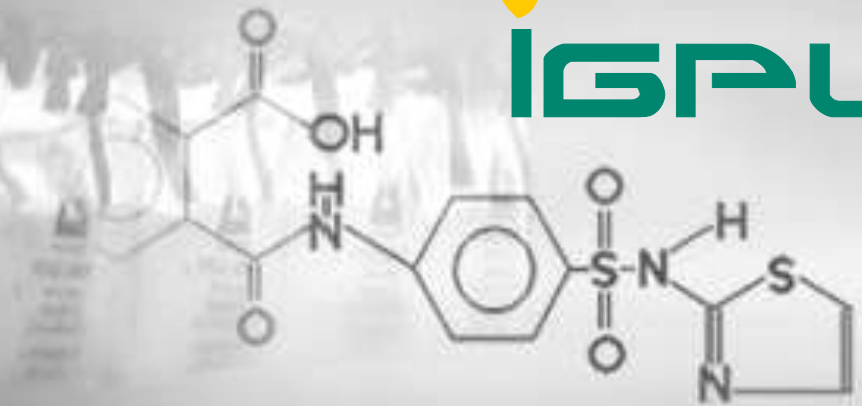
Thanking you,

Yours faithfully,
for **I G PETROCHEMICALS LIMITED**


Sudhir R Singh
Company Secretary

Encl : as above

IG Petrochemicals Ltd
Investor Presentation - Q3FY16



Safe Harbor



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Company Overview



Flagship company of **Dhanuka Group**



Numero Uno Indian manufacturer of
Phthalic Anhydride (PA)

One of the largest
PA 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

Focused Management



Mr. M M Dhanuka: Chairman

- ✓ Shri M M Dhanuka is B.E.(Chem) and Promoter of the Company
- ✓ Possesses over 35 years of varied experience and expertise in Technical, Production and Marketing

Mr. J K Saboo: Executive Director

- ✓ A Commerce and Law Graduate and is associated with the Company since 1991
- ✓ Has more than 35 years of experience in the Petrochemical industry and is in charge of the operations of the Company's Plant situated at Taloja

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. Nikunj Dhanuka: Managing Director

- ✓ A Commerce and a Management Graduate and Promoter of the Company
- ✓ Possesses diverse experience in handling Overseas Business and an extensive knowledge on the functioning of Chemical Industries and in charge of the overall affairs of the Company

Mr. R Chandrasekaran: CFO

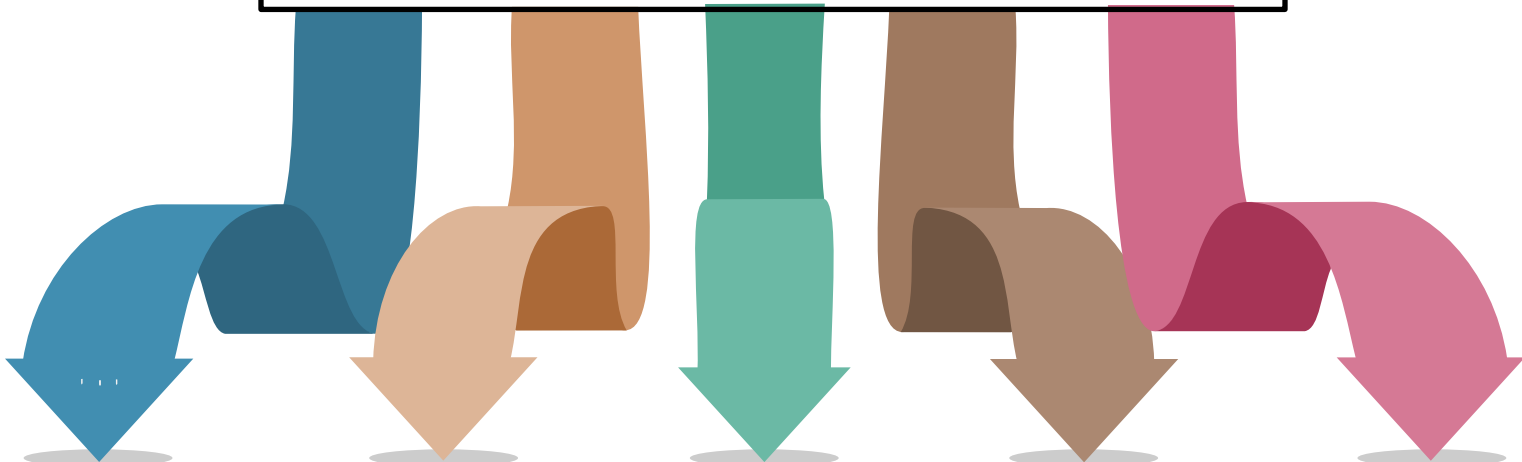
- ✓ C.A. and CS with over 27 years of experience
- ✓ Responsible for all the financial related activities and is associated with the company since 1999

Mr. 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

Phthalic Anhydride

Phthalic Anhydride (PA)

A central box labeled 'Phthalic Anhydride (PA)' has five large, colorful arrows pointing downwards to five separate text boxes. The arrows are blue, orange, green, brown, and pink, each corresponding to one of the text boxes below.

PA is a downstream product of Orthoxylene (OX) a basic Petrochemical

PA is a versatile intermediate in organic chemistry

PA is used as an intermediate for the production of Plasticizers, Unsaturated Polyester Resins, Alkyd Resins & Polyols

PA is used in a variety of application in both consumer durables to non consumer durables

Applications for PA are increasing rapidly, driven by new Research & Innovation

End User Industries



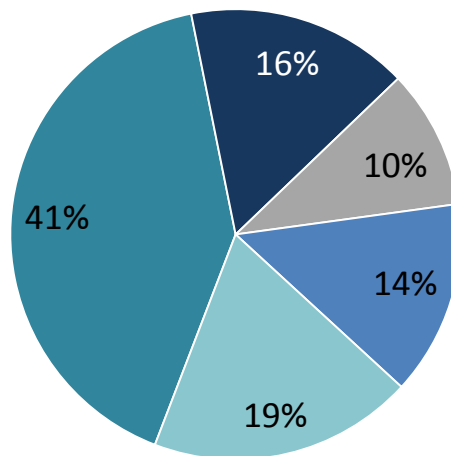
Plasticizers



Paints



CPC (Color Pigments)



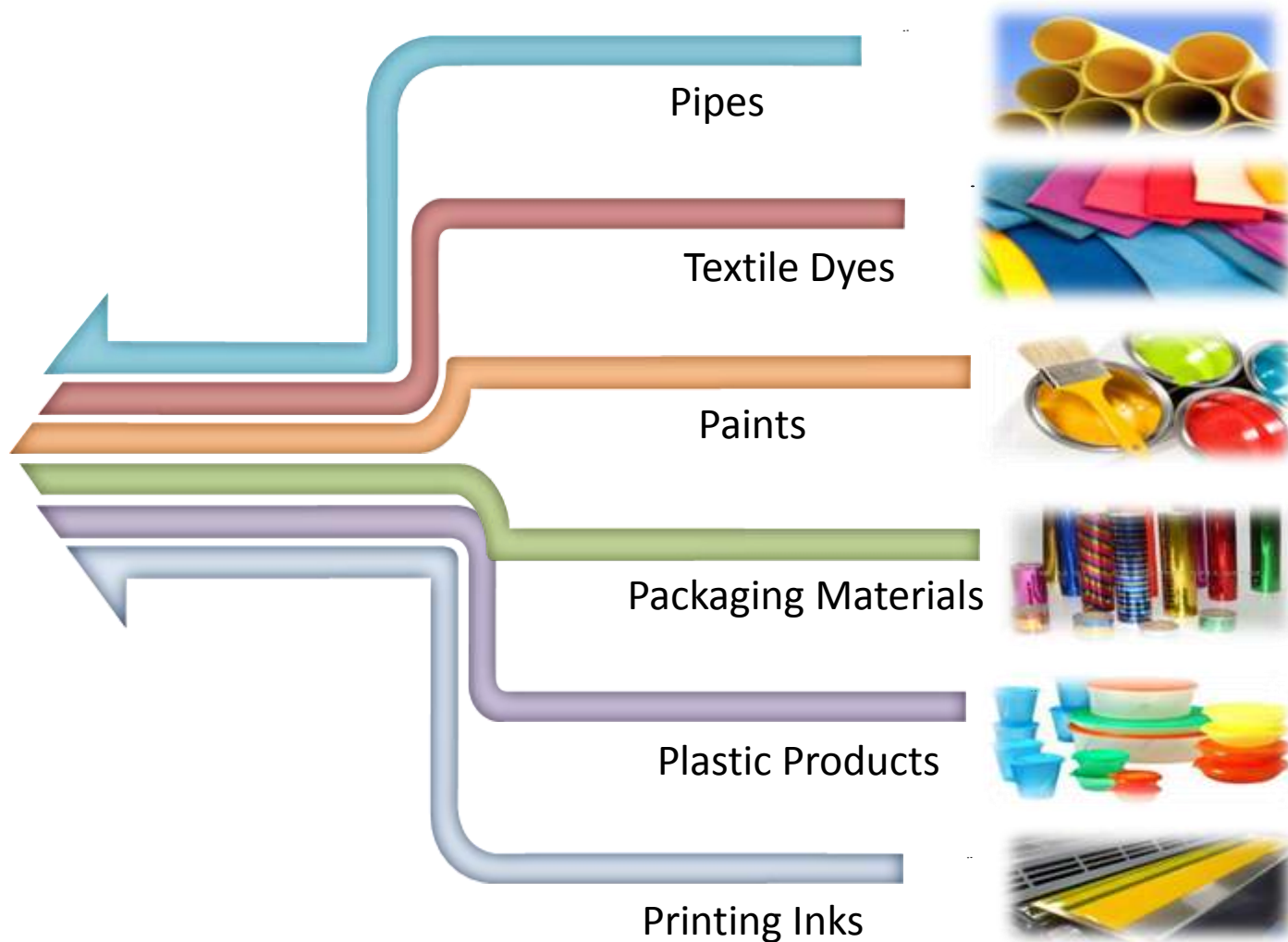
Others



Unsaturated Polyester Resin (UPR)



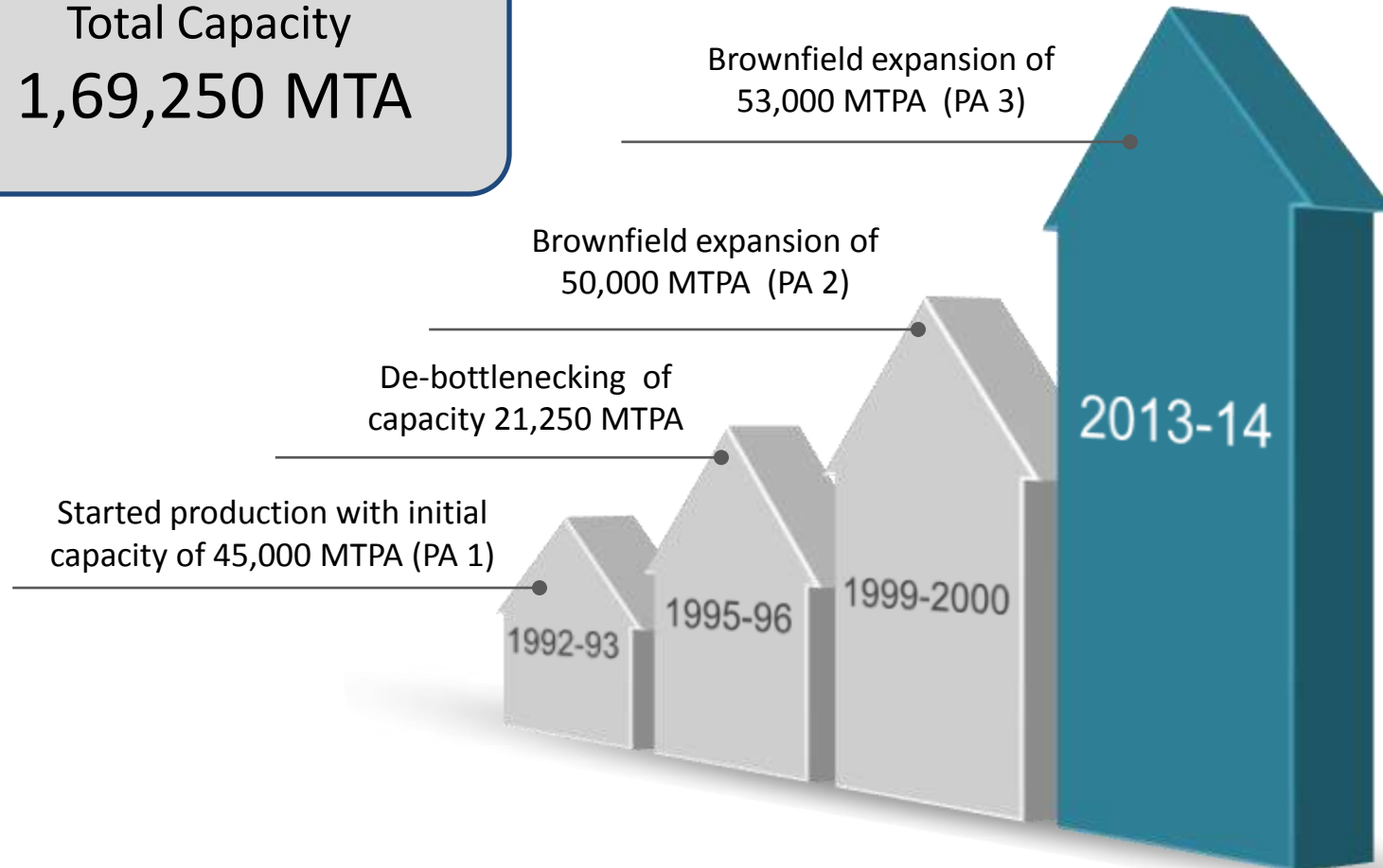
Phthalic Anhydride (PA) : Varied Applications



Manufacturing Capacity



Total Capacity
1,69,250 MTA



Manufacturing Facilities



- Located at MIDC, Taloja 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



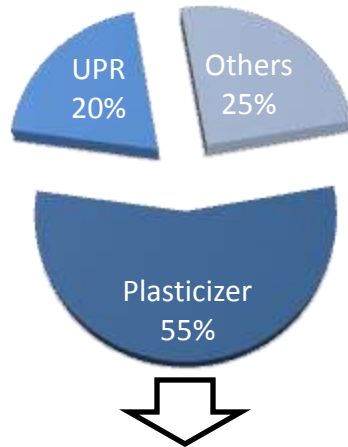
Key Customers



Domestic Demand Outlook



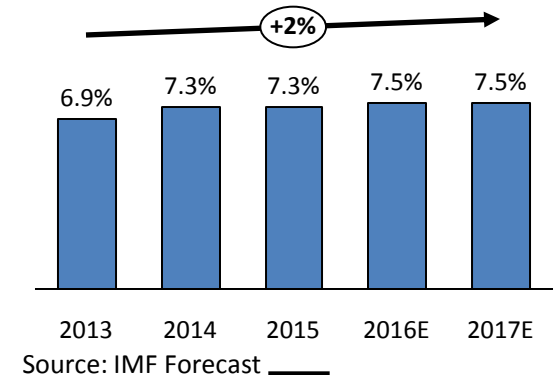
Global PA Consumption - ~5.5mn tones



- Asia-Pacific consumption is ~ + 50%
- Demand in this region is expected to grow at 6.41% CAGR till 2019
- India is 3rd Largest consumer of Plasticizer expected to be fastest growing market

Indian PA industry is expected to grow at ~7% - ~8% annually

India's GDP Growth Rate (%)



- Resurging of Indian economy – Pick up of demand across sectors & industries
- PA has wide application from paints to pipes - Higher demand from the entire spectrum of end users of PA

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

Better Recovery Process

- Steam generated from Process utilised efficiently and reduces energy cost significantly
- Developing value added products through waste stream

04

Consistent high capacity utilization

- Average capacity utilization of over 90% during the last 5 years
- Set-up of PA-3 with an annual capacity 53,000 MTPA in 2013 with full utilization

05

Strong Clientele across industries

- Diversified Product Use in Multiple Industries
- Low Customer Concentration

Enhancing Sales & Leading to a Better Margin Profile

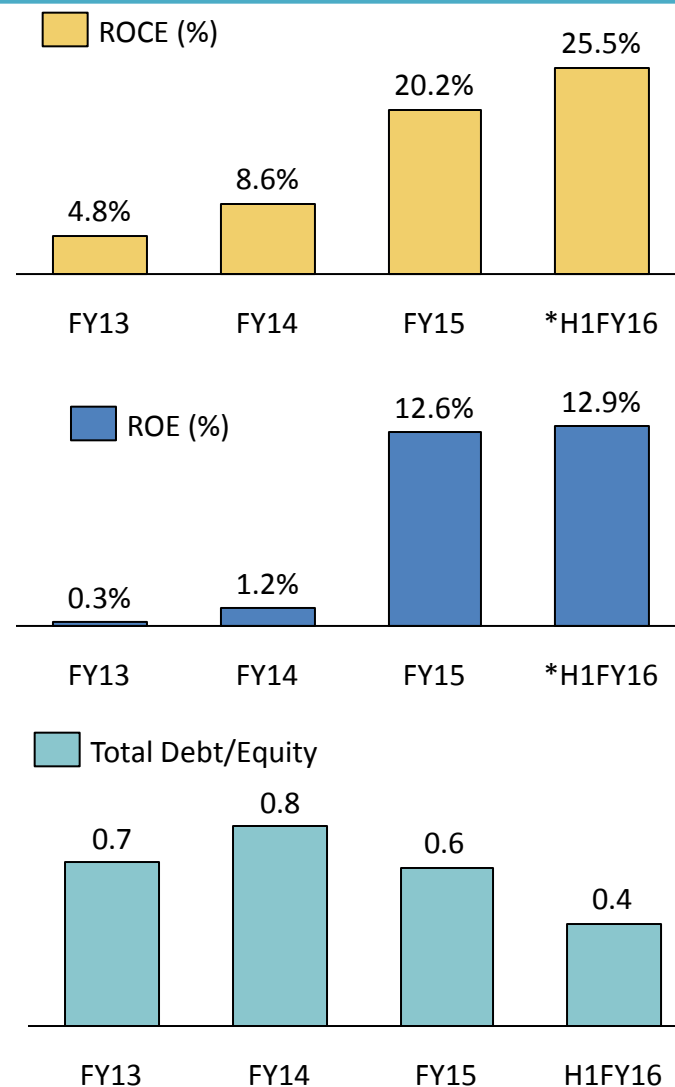
Positive



- Company has entered into JV with M/s. Dubai Natural Gas Co. Ltd UAE for the **manufacturing of Maleic Anhydride with a capacity of 45,000 MTPA**
- DTA Sales and Catalyst cases decided in Company's favour – **"Absolving the contingent liabilities related to Excise and Customs duties to the extent of Rs. 204.05 crs."**
- Upgrade in the Credit Rating** for Long Term & Short Term Borrowings by India Ratings & Research

Particulars	Old Ratings	New Ratings
Long Term Borrowings	"IND BBB+"	"IND A-"
Short Term Borrowings	"IND A2+"	"IND A1"

- Declared Dividend of **Re. 1 (10% of Face Value)** in FY15

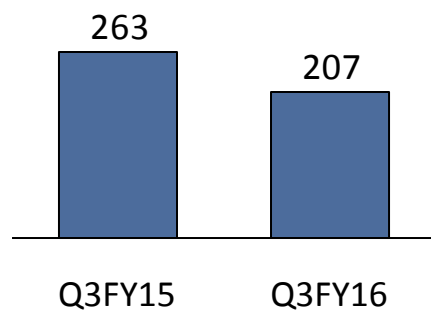


* Based on TTM basis

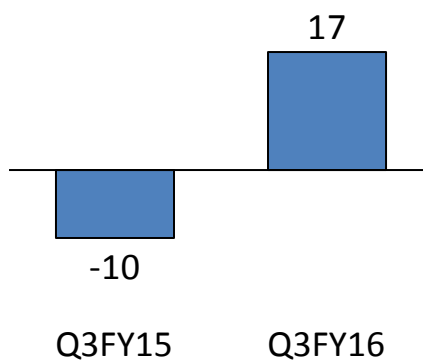
Result Highlights



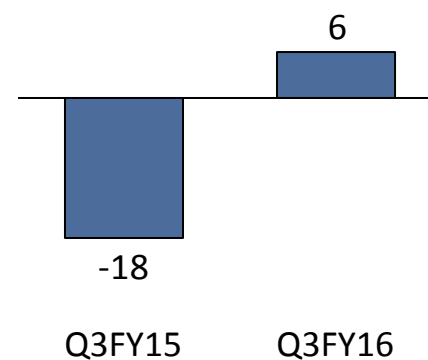
Sales



EBITDA

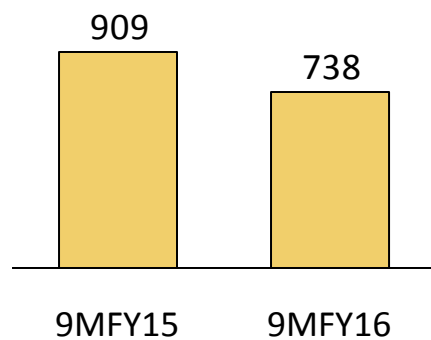


PAT

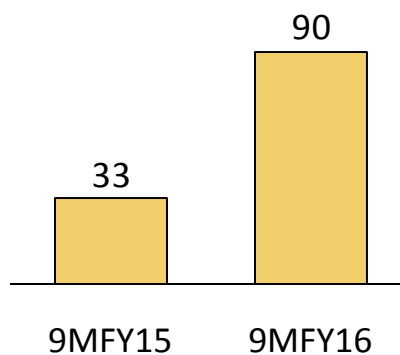


Rs. In Crs

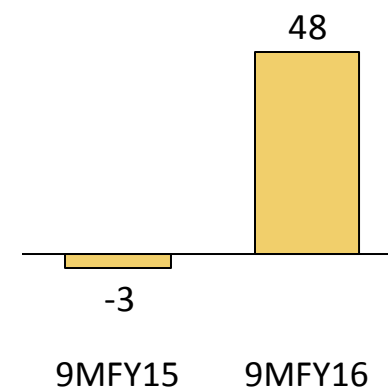
Sales



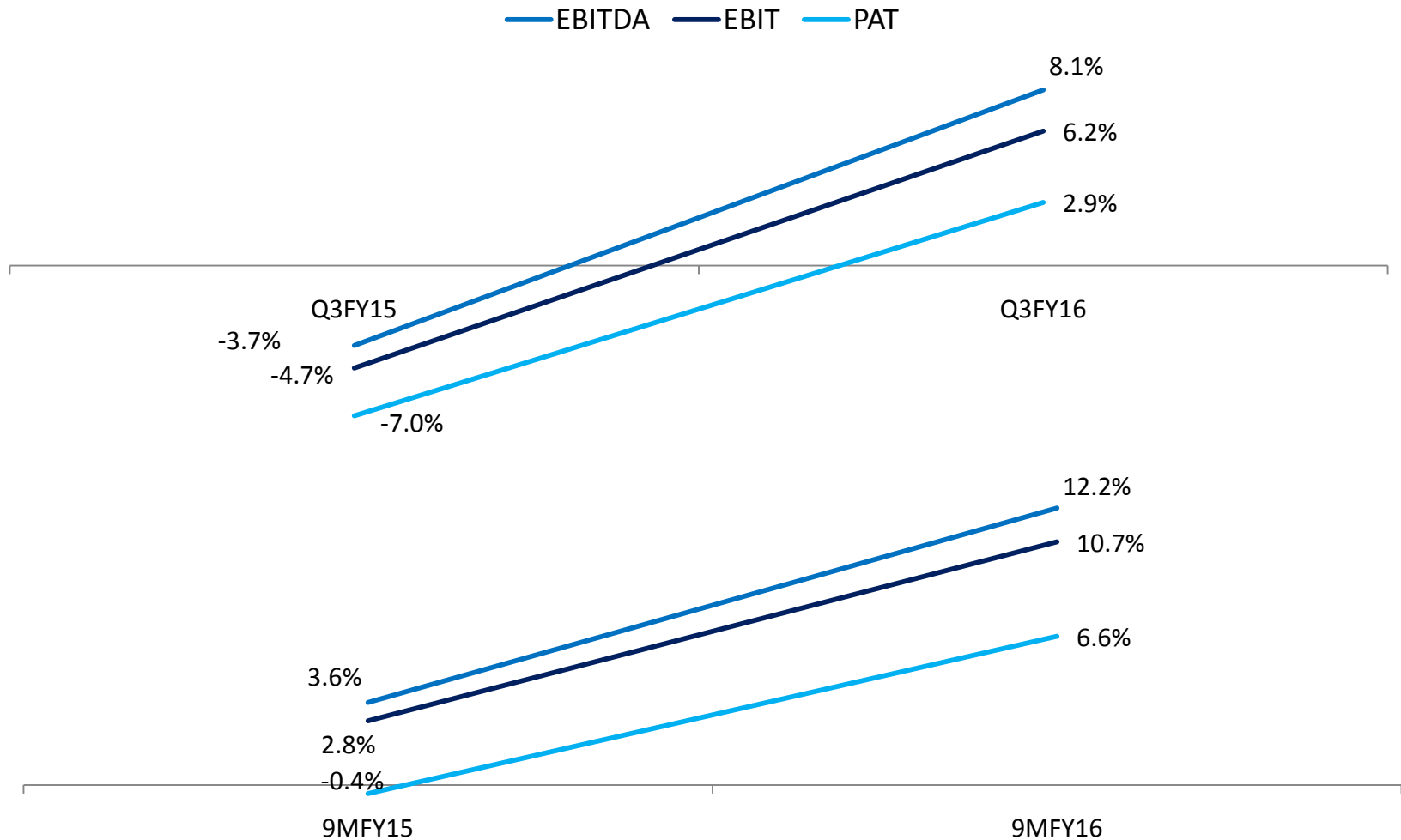
EBITDA



PAT



Margin Expansion



Profit & Loss Statement – Q3 FY16



Particulars (Rs. In Crs)	Q3FY16	Q3FY15	Y-o-Y
Revenue from Operations	205.4	262.7	
Other operating Income	1.1	0.4	
Total Revenue	206.6	263.2	-22%
Cost of Material Consumed	169.2	216.1	
Changes in Inventories	-4.3	30.5	
Employee Expenses	7.6	6.8	
Other Expenses	17.3	19.4	
EBITDA	16.8	-9.7	
EBITDA %	8.1%	-3.7%	
Other Income	0.4	1.5	
Depreciation	4.3	4.3	
EBIT	12.8	-12.5	
EBIT (%)	6.2%	-4.7%	
Finance Cost	5.2	9.7	
Profit before Tax	7.7	-22.2	
Tax	1.6	-3.9	
Profit after Tax	6.0	-18.3	
PAT %	2.9%	-7.0%	

Profit & Loss Statement – 9Months FY16



Particulars (Rs. In Crs)	9MFY16	9MFY15	Y-o-Y
Revenue from Operations	734.2	908.1	
Other operating Income	4.2	1.0	
Total Revenue	738.5	909.1	-19%
Cost of Material Consumed	586.5	781.1	
Changes in Inventories	-18.7	15.4	
Employee Expenses	22.1	20.9	
Other Expenses	58.6	58.6	
EBITDA	90.1	33.1	172%
EBITDA %	12.2%	3.6%	
Other Income	1.9	5.3	
Depreciation	12.9	12.7	
EBIT	79.1	25.7	207%
EBIT (%)	10.7%	2.8%	
Finance Cost	17.6	29.2	
Profit before Tax	61.5	-3.4	
Tax	13.1	0.0	
Profit after Tax	48.4	-3.4	
PAT %	6.6%	-0.4%	

Balance Sheet



Particulars (Rs.crs)	Sep-15	Mar-15
Share Capital	30.80	30.80
Total Reserves	250.37	208.01
Shareholder's Funds	281.16	238.81
Long-Term Borrowings	104.08	107.83
Long Term Provisions	1.70	1.73
Total Non-Current Liabilities	105.79	109.56
Short Term Borrowings	11.88	23.01
Trade Payables	160.48	196.33
Other Current Liabilities	30.61	31.48
Short Term Provisions	6.17	4.46
Total Current Liabilities	209.13	255.28
Total Liabilities	596.08	603.65

Particulars (Rs.crs)	Sep-15	Mar-15
Fixed Assets	324.89	326.78
Tangible Assets	324.84	326.73
Intangible	0.05	0.04
Capital Work in Progress	1.83	0.77
Non Current Investments	0.33	0.07
Long Term Loans & Advances	7.01	6.94
Total Non-Current Assets	334.06	334.56
Inventories	72.86	86.56
Sundry Debtors	141.55	145.18
Cash and Bank	25.18	18.22
Short Term Loans and Advances	22.42	19.13
Total Current Assets	262.02	269.09
Total Assets	596.08	603.65

For further information, please contact

Company :

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Investor Relations Advisors :

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CIN: U74140MH2010PTC204285
Ms. Neha Shroff / Ms. Ruchi Rudra
sneha@sgapl.net / rruchi@sgapl.net

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