GRAPHITE INDIA LIMITED

BAKHTAWAR, 2ND FLOOR, NARIMAN POINT, MUMBAI 400 021.
PHONE : (022) 2288 6418-21, FAX : (022) 2202 8833
E-MAIL : gilbakt@graphiteindia.com

GIL:SEC:17/18: 88
October 30, 2017

BSE Limited
Corporate Relation Dept.
P. J. Towers, Dalal Street
Mumbai 400 001.
Scrip Code : 509488

National Stock Exchange of India Ltd.
"Exchange Plaza",
Bandra Kurla Complex, Bandra (East)
Mumbai - 400 051.
Symbol : GRAPHITE

Dear Sirs,

Sub : Intimation under Regulation 30 of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to the Regulation 30 read with Schedule III (Part A) (15) of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Senior Management of the Company is scheduled to meet investors on 31st October, 2017 and 1st November, 2017 in Singapore organized by Jefferies.

The schedule is subject to changes due to any exigencies on behalf of the investors or the Company.

We would like to inform further that the presentation to be made in the aforesaid meetings is attached herewith and also available on the Company website.
http://www.graphiteindia.com/View/investor_relation.aspx

We request you to kindly take the above on your records.

Thanking you,

Yours truly,
For Graphite India Limited

B Shiva
Company Secretary

Encl: as above

d\april 2017 \ stock exchange letters from april 2017

www.graphiteindia.com

Graphite India Limited

Graphite India Limited

(NSE: GRAPHITE, BSE: 509488)

Corporate Presentation
October 2017

Important Notice

Forward Looking Statements

This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Graphite India's future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Graphite India undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

Agenda

1. Investment Highlights 4
2. Milestones 5
3. Business Overview 6
4. Financial Performance 12
5. Strategic Outlook 18
6. Industry Dynamics 19

Investment Highlights

Graphite India Limited

Global Market Position

- Largest Indian producer of graphite electrodes by total capacity
- One of the leading players in a highly consolidated industry
- Accounts for approximately 12.6%[1] of capacity among leading global electrode manufacturers
- Diversified client base with a global footprint

Best-in-Class Operations

- High quality; around 45%[2] of electrode production exported in competition with global players
- Focus on operational efficiency, productivity and technological know-how results in operating margins in line with market leaders
- Long-standing relationship with key raw material suppliers including needle coke
- Access to low cost sources of power

Attractive Industry Dynamics

- Consolidated industry with significant entry barriers due to technology intensive nature of operations
- China shutting down selected steel and electrode capacities leading to increased production in EAF producing countries
- Share of EAF's route in global steel production is ~26%
- Strong support for EAF route over traditional blast furnace method due to:
  - Relatively lower production costs & capex requirement
  - Operational flexibility
  - Generates less carbon emissions

Strong Financial Performance

- Consistent cash flows to support organic and inorganic market opportunities
- Track record of positive cash flow generation despite the difficult market conditions in recent years
- Strong balance sheet with net cash position
- Strong cost management has resulted in one of the highest average EBITDA margins in the industry
- Consistent dividend policy

Graphite India is globally well positioned through its product quality, scale of operations and manufacturing platform base

Notes:
1. Global capacity excludes Chinese producers
2. Standalone

Milestones

Graphite India Limited

Over 50 Years of Experience in the Graphite Electrode Industry

1962
- Predecessor company formed by Bangur family and Great Lakes Carbon Corp (USA)

1967
- Durgapur plant started production

1971
- Fully integrated plant established in Bangalore

1974
- Promoted Carbon Corp Ltd with horizontal transfer of technology to manufacture graphite electrodes in Nasik

1984
- Production in IGE Division started

1989
- -Backward integration through acquisition of two CPC manufacturing units in Barauni
- -Amalgamation of IGE & GRP division with Carbon Corporation Ltd

1994
- Production in FRP/GRP Division started

1998
- Installed a 7.5MW multi-fuel power plant at Nasik

2000
- Installed 24MW power capacity in Karnataka

2001
- 1.5MW hydelpower plant commissioned in Karnataka

2002
- Graphite India formed from merger of two leading graphite electrode players in India

2004
- Expanded Durgapur plant capacity from 14K MT pa to 34K MT pa, taking group capacity to 78K MT pa

2006
- Acquired 18K MT electrode manufacturing facility in Nurnberg, Germany, from Conradty

2009
- Powmex Steel, an undertaking of GKW Limited, was merged

2013
- Further expanded Durgapur plant capacity from 34K to 54K MT pa taking group capacity to 98K MT pa

Business Overview

Graphite India Limited

Graphite India

Graphite and Carbon* 91%

Highlights

- Core expertise in value-added Ultra-High Power (UHP) electrodes
- 98K tonnes/year (TPA) capacity, with flexibility to produce all grades of electrode
- Backward integrated; manufactures Calcined Petroleum Coke for use in electrode manufacturing
- Enhanced product range – large diameter UHP electrodes and specialty graphite products
- Impervious graphite equipment find applications in corrosive chemical industries such as pharma, agro-chemical, chloro-alkali & fertilizer industries
- Power generation capacity of 27MW through hydel and multi-fuel routes. It is used primarily as captive supply for the graphite electrodes business

Products

- Graphite Electrodes
- Specialty Carbon and Graphite
- Calcined Petroleum Coke
- Carbon Paste
- Impervious Graphite Equipment: Heat Exchangers

Graphite Electrodes

Graphite Electrodes

GRP Pipes* 4%

Highlights

- Pipes for water supply, sewage / industrial effluent collection and disposal, cooling towers, industrial process pipelines, seawater pipelines, industrial ducting and gasoline storage

Products

- GRP Pipes

GRP Pipe

Others* 5%

Highlights

- Largest producer of High-Speed Steel (HSS) in the country
- HSS is used in the manufacture of cutting tools such as drills, taps, milling cutters, reamers, hobs, broaches and special form tools
- HSS cutting tools are essentially utilized in automotive, machine tools, aviation and DIY markets

Products

- High Speed Steel (HSS)
- Alloy Steel

Steel Melting

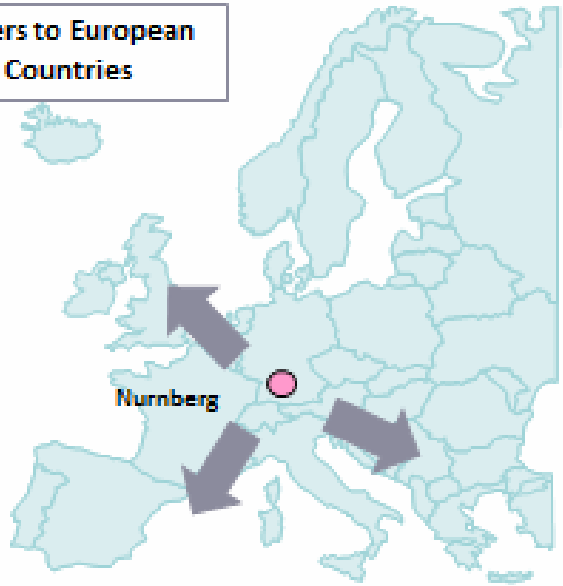
*Percentage refers to FY2017 Sales Contribution

Business Overview

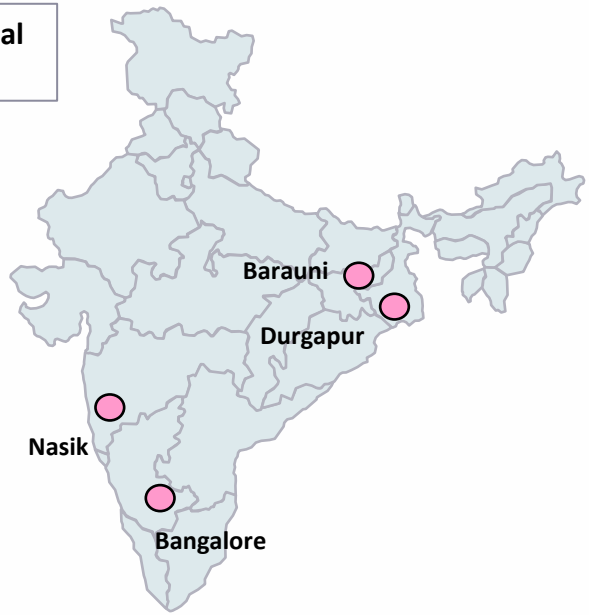
Graphite India Limited

Strategically Located Manufacturing Facilities

Caters to European Countries



Cater to global markets



Plant Location	Post Expansion Capacity (MT/Year)
Durgapur (India)	54,000
Bangalore (India)	13,000
Nasik (India)	13,000
Nurnberg (Germany)	18,000
Total	**98,000**

- The Indian plants are located close to the three main ports of India, offering logistic advantages to clients overseas
- Closer to customers in Indian markets
- The German plant caters to the needs of European customers and is located close to the EU market

Business Overview

Graphite India Limited

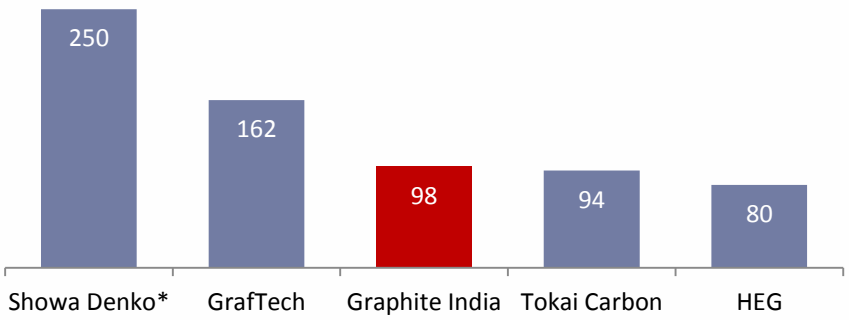
Diversified Premier Global Customer Base

Business Overview

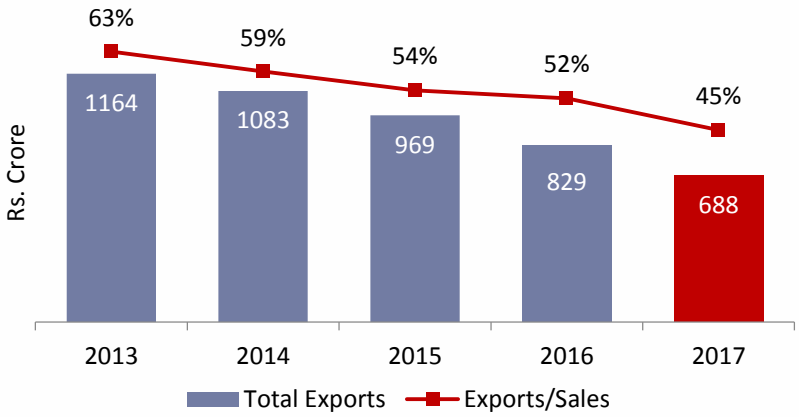
Graphite India Limited

Global Player with Strong Profitability

Graphite Electrode Capacity (in thousand tonnes / Year)



GIL Exports[1]



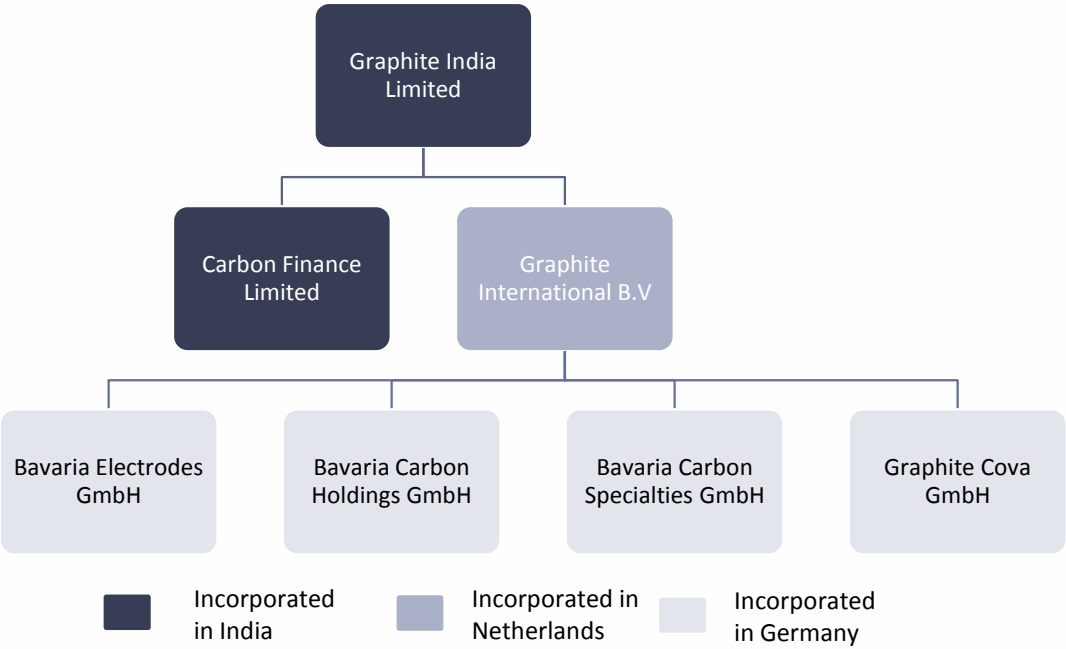
- Graphite India is one of the largest graphite electrode manufacturers globally and the largest in India
- Average capacity utilization was 74% in FY2017 as compared to 62% in FY2016
- Operating margins remain one of the highest amongst the leading electrode manufacturers

Note:
1. Fiscal years; Consolidated Gross Sales
2. Show denko capacity is post acquisition of SGL Carbon business and after divesting SGL Carbon US business to Tokai Carbon
3. Accounts for FY2016 and FY2017 have been prepared in accordance with IND AS

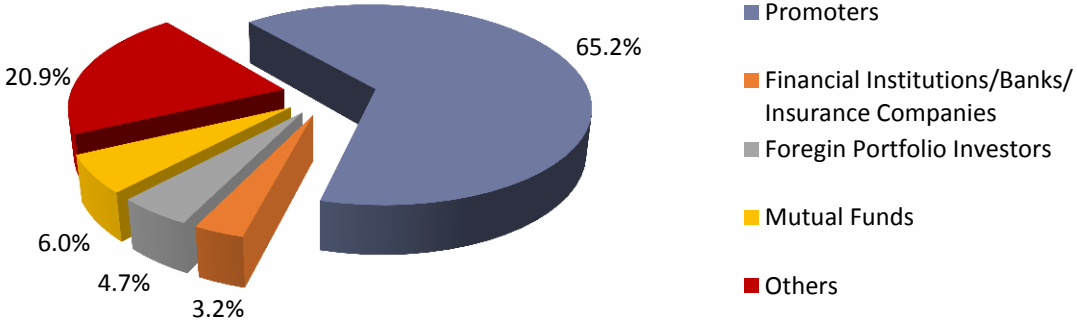
Business Overview

Graphite India Limited

Group Organizational Structure



Shareholding Pattern (Sep-17)



Business Overview

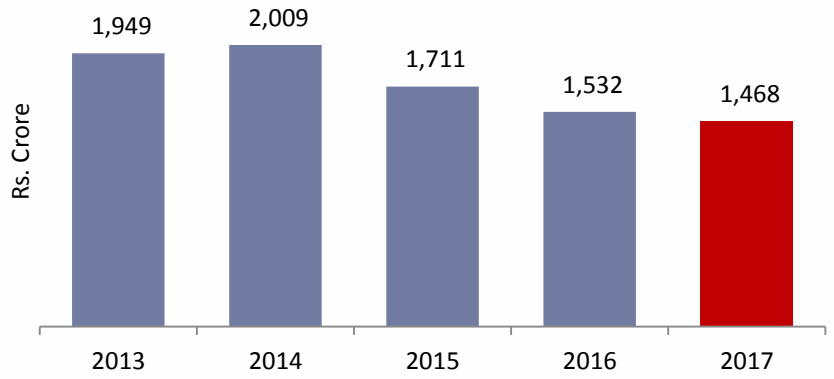
Senior Management Team

Key Executives	Background
K.K. Bangur *Chairman*	• Over 30 years of experience in managing the affairs of companies and its business activities • Has been a Director of Graphite India since July 1988 and Chairman since July 1993 • Chairman of the Shareholders/Investors Grievance Committee and Committee for Borrowings • Past President of Indian Chamber of Commerce, Kolkata, Executive Committee member of FICCI, New Delhi and the past President of All India Employers Organization, New Delhi
M. B. Gadgil *Executive Director*	• Mechanical Engineer with a Management Degree and has been with the Company for over 39 years • Responsible for the management of Company affairs and is actively involved in strategic/ investment decisions
B.Shiva *Senior VP, Legal & Company Secretary*	• Mr. B Shiva, SVP (Legal) & Co Secretary, is a Law graduate and Fellow member of The Institute of Company Secretaries of India. He has been with the Company for more than 24 years
A. K. Dutta *Senior VP, Marketing*	• Mr. A. K. Dutta is an Electrical Engineer with post graduation in management from IIM Calcutta and has about 33 years of experience in marketing. He joined GIL in 2006
S.W. Parnerkar *Senior VP, Finance*	• Mr. S.W Parnerkar, M.Com, L.L.B , FCMA , FCS, is the head of Finance of the Company • Associated with the company for more than 23 years, he is responsible for all accounts and financial aspects of the Company

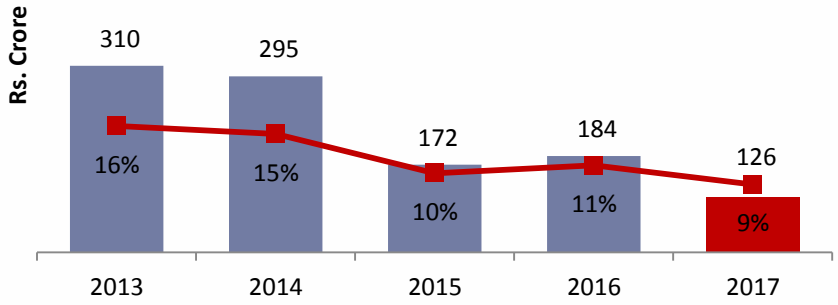
Financial Performance

Graphite India Limited

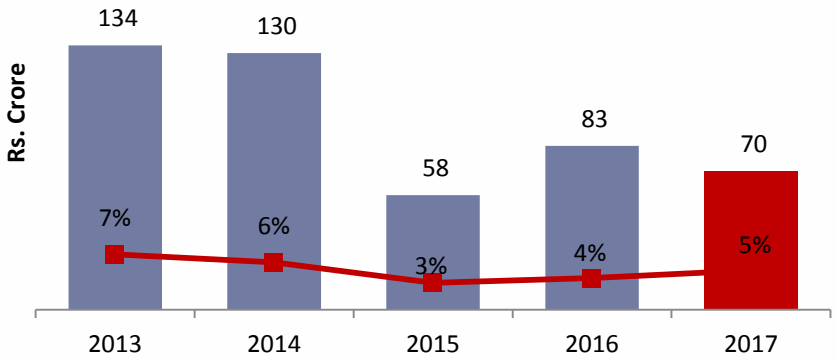
Net Sales (in Crore)



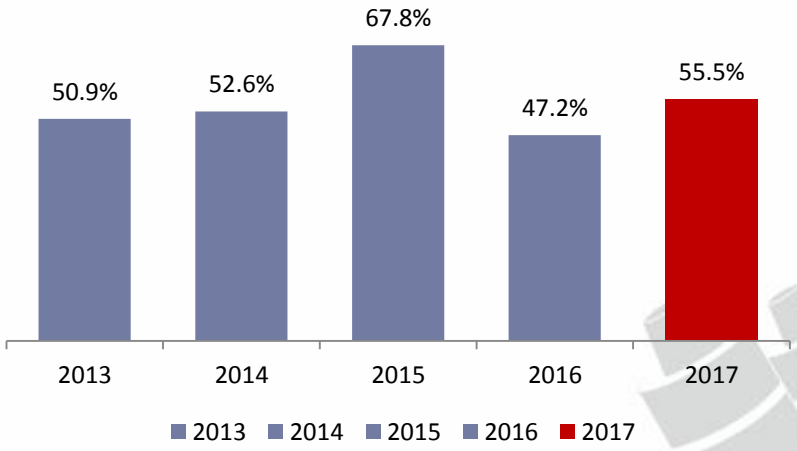
EBITDA (in Crore) and Margins (%)



Net Profit (in Crore) and Margins (%)



Dividend Payout Ratio (%)



Notes:

1. Dividend payout ratio: Dividend per share / Earnings per share
2. Above figures are consolidated
3. Accounts for FY2016 and FY2017 have been prepared in accordance with IND AS

Segment Performance

Graphite India Limited

Standalone

(Rs. Crore)	Full Year Ended FY2017	Full Year Ended FY2016	y-o-y Growth (%)
Segment Revenue	**1,391.8**	**1,424.6**	***(2.3)%***
Graphite and Carbon	1,257.4	1,290.8	*(2.6)%*
GRP Pipe	63.3	59.8	*5.8%*
Unallocated	71.5	74.3	*(3.8)%*
Less: Inter Segment Sales	(0.4)	(0.2)	

(Rs. Crore)	FY2017	FY2016	Growth (%)
Profit before tax	**111.4**	**144.5**	***(22.9)%***
Graphite and Carbon	53.3	139.7	*(61.9)%*
GRP Pipe	21.2	5.6	*281.1%*
Others	(0.4)	1.0	*(135.6)%*
Unallocated	43.8	6.1	*nm*
Interest	(6.5)	(7.8)	

Consolidated

(Rs. Crore)	Full Year Ended FY2017	Full Year Ended FY2016	y-o-y Growth (%)
Segment Revenue	**1,553.7**	**1,610.2**	*(3.5)%*
Graphite and Carbon	1,415.6	1,473.3	*(3.9)%*
GRP Pipe	63.3	59.8	*5.8%*
Unallocated	75.3	77.4	*(2.7)%*
Less: Inter Segment Sales	(0.4)	(0.2)	

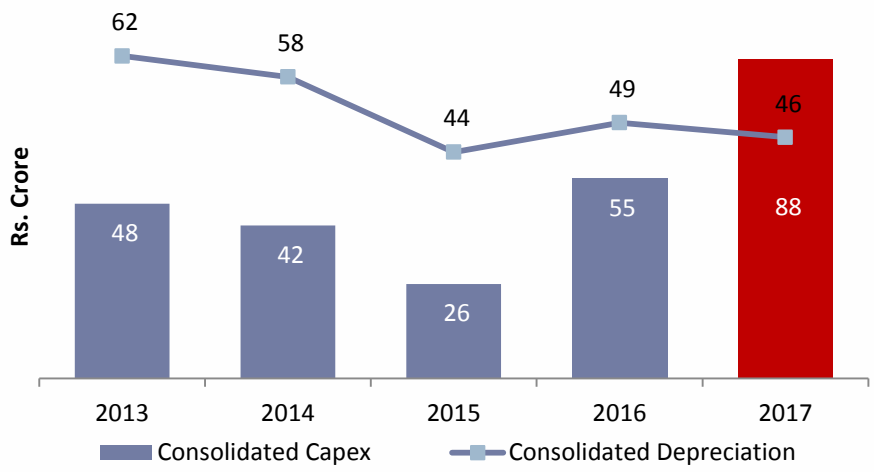
(Rs. Crore)	FY2017	FY2016	Growth (%)
Profit before tax	**71.8**	**129.8**	***(42.8)%***
Graphite and Carbon	13.0	120.7	*(89.2)%*
GRP Pipe	21.2	5.6	*281.1%*
Others	2.8	3.6	*(22.5)%*
Unallocated	42.7	5.0	*nm*
Interest	(7.9)	(9.4)	

Financial Performance

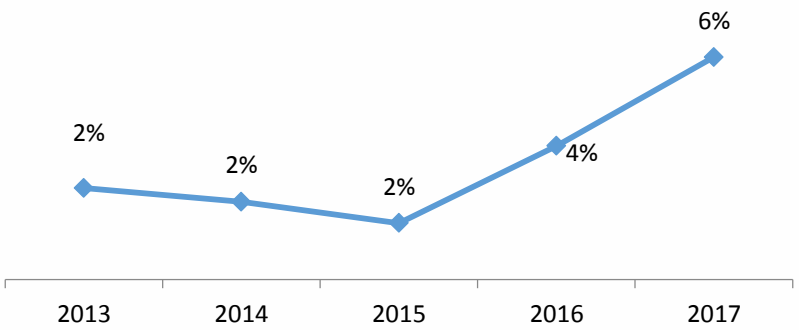
Graphite India Limited

Capex and Depreciation Trends

Capex and Depreciation Trend



Capex to Sales Ratio



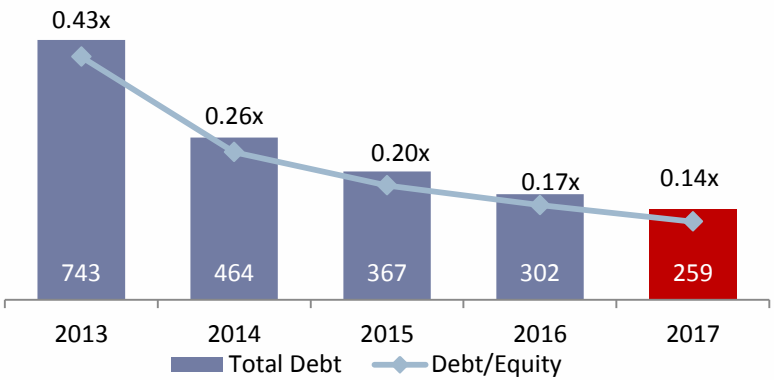
- Timely and efficient investments primarily in brownfield projects
- Increased capex in FY 2017 is primarily due to upgradation of facilities
- Annual maintenance capex estimated at approximately Rs. 25-30 Crore
- In 2012, Company expanded the durgapur facility by 20K MT at a capital cost of Rs. 275 Crore, funded through internal accruals and borrowings

Financial Performance

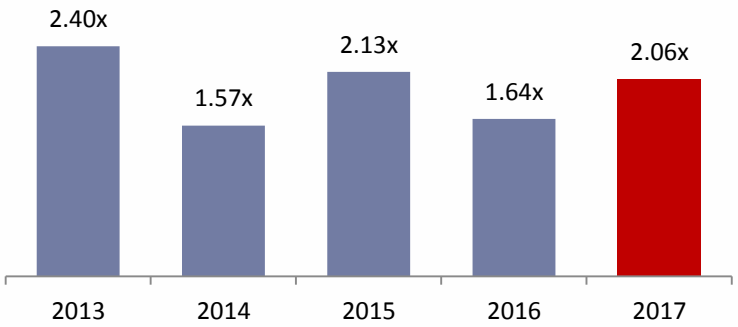
Graphite India Limited

Conservative Leverage Profile

Total Debt and Debt/Equity



Debt/EBITDA



Agency	Instrument	Rating	Comment
ICRA	Short-Term Funds	A1+	Indicates highest-credit-quality rating to short term debt instruments. Instruments rated in this category carry the lowest credit risk in short term
ICRA	Long-Term Funds	AA+	Indicates high-credit-quality rating. The rated instrument carries low credit risk

- Decrease in Debt/Equity from 0.43x in FY2013 to 0.14x in FY2017 was due to strong cash flow generation and repayment of debt
- As on March 31, 2017, total debt of Rs. 259 Crore, cash & cash equivalent of Rs. 679 Crore and net cash of Rs. 420 Crore on a consolidated basis
- Consistent cash flows to support and provide operational flexibility

Notes:
1. Above financials are consolidated
2. Accounts for FY2016 and FY2017 have been prepared in accordance with IND AS

Standalone Financial Performance

Graphite India Limited

(Rs. Crore)	Q2		y-o-y Growth (%)	Q1	q-o-q Growth (%)	Half Year		y-o-y Growth (%)
	FY2018	FY2017		FY2018		FY2018	FY2017	
Gross Sales[1] (Excluding Other Income)	461.9	340.2	*35.8%*	376.3	*22.8%*	838.2	635.6	*31.9%*
Net Sales[2] (Excluding Other Income)	461.9	319.6	*44.5%*	351.0	*31.6%*	812.9	594.8	*36.7%*
Operating Profit (EBITDA)[3]	149.2	36.1	*313.6%*	56.6	*163.3%*	205.8	64.4	*219.5%*
Margin (%)[4]	*32.3%*	*11.3%*		*16.1%*		*25.3%*	*10.8%*	
Interest	1.5	1.8	*(15.9)%*	1.0	*61.1%*	2.5	3.3	*(23.9)%*
Depreciation	12.0	9.7	*24.4%*	12.0	*(0.3)%*	24.0	19.4	*24.1%*
Profit Before Tax	135.6	24.6	*451.6%*	43.7	*210.7%*	179.3	41.8	*329.1%*
Net Profit	89.9	15.9	*464.2%*	29.5	*205.4%*	119.4	26.9	*343.3%*
Margin (%)[4]	*19.5%*	*5.0%*		*8.4%*		*14.7%*	*4.5%*	
Earnings Per Share	4.60	0.82	*464.2%*	1.51	*205.4%*	6.1	1.38	*343.3%*

Notes:
1. From Q2 FY2018 onwards gross sales is net of GST
2. Net Sales in Q2 FY2018 is same as gross sales because there is no excise duty due to levy of GST, previous quarter net sales is net of excise duty
3. Operating Profit includes Other Income
4. All margins calculated as a percentage of Net Sales (excluding Other Income)

Standalone Financial Performance

Graphite India Limited

Quarterly segment comparison

(Rs. Crore)	Q2		y-o-y	Q1	q-o-q	Half Year		y-o-y
	FY2018	FY2017	Growth (%)	FY2018	Growth (%)	FY2018	FY2017	Growth (%)
Segment Revenue	**461.9**	**340.2**	***35.8%***	**376.3**	***22.8%***	**838.2**	**635.6**	***31.9%***
Graphite and Carbon	439.5	298.7	*47.1%*	351.6	*25.0%*	791.2	561.9	*40.8%*
GRP Pipes	3.0	21.5	*(86.0)%*	8.3	*(63.9)%*	11.3	36.0	*(68.5)%*
Others	19.4	19.9	*(2.7)%*	16.4	*18.6%*	35.7	37.9	*(5.6)%*
Less: Inter Segment Sales	(0.04)	(0.0)		(0.0)		(0.1)	(0.2)	

(Rs. Crore)	Q2		y-o-y	Q1	q-o-q	Half Year		y-o-y
	FY2018	FY2017	Growth (%)	FY2018	Growth (%)	FY2018	FY2017	Growth (%)
Segment Profit before tax	**135.6**	**24.6**	***451.6%***	**43.7**	***210.7%***	**179.3**	**41.8**	***329.1%***
Graphite and Carbon	130.5	7.3	*nm*	37.8	*245.0%*	168.4	13.3	*nm*
GRP Pipes	0.9	3.7	*(76.3)%*	(0.4)	*(300.0)%*	0.4	7.6	*(94.2)%*
Others	(0.0)	0.1	*(125.0)%*	(1.5)	*(98.6)%*	(1.5)	0.1	*nm*
Unallocated	5.8	15.3	*(62.1)%*	8.7	*(33.3)%*	14.4	24.0	*(40.0)%*
Interest	(1.5)	(1.8)		(1.0)	*50.0%*	(2.5)	(3.2)	

Strategic Outlook

Near Term Strategic Plan

Graphite and Carbon

Strategically established new eco-friendly facilities with **advanced technology** and **greater energy efficiency**

Recent capacity shutdown in China and decreased exports to other EAF producing countries is expected to provide impetus to electrode demand and price. We are **well positioned to benefit from the growing demand for graphite electrode** in the medium term globally.

Use **low cost base** and **high product quality** to expand global reach and customer base at competitive prices

Enhance presence in value added graphite products and grow impervious graphite equipment business

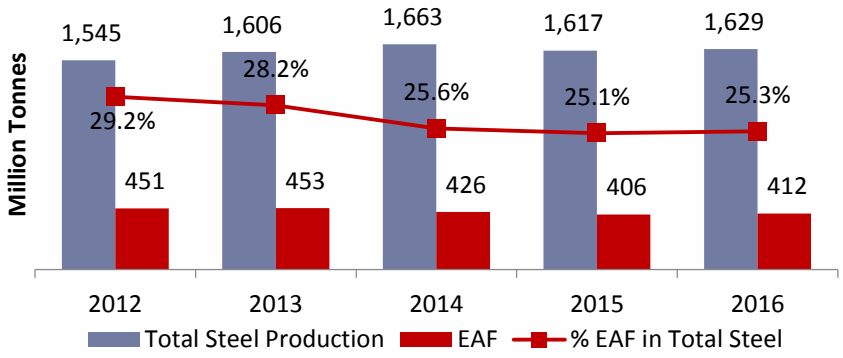
Focus on **improving margins** through proactively managing production schedules and **resource optimization** across facilities

Industry Dynamics

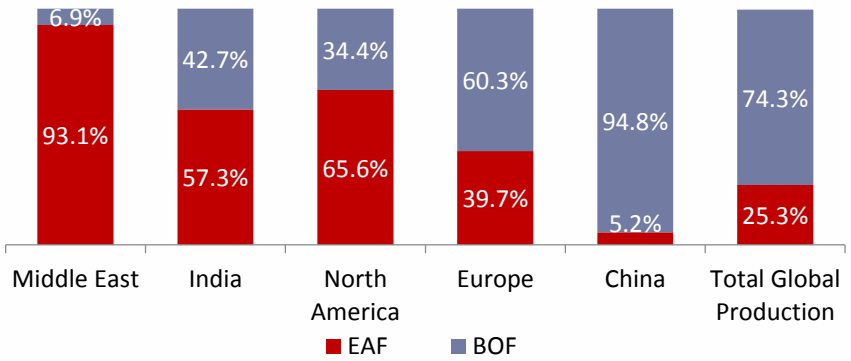
Graphite India Limited

Global Steel and Graphite Electrode Industry

Global Steel Production



Process Wise Steel Production 2016



- EAF route of manufacturing enjoys several advantages over traditional BOF route:
  - Lower capital investment
  - Lower break-even tonnage
  - Flexibility in locating plants closer to consumption
  - Less polluting than integrated steel plants
- India has been increasing its market share of graphite electrode production steadily over the past few years due to relatively low cost of operations
- China shutting down selected steel capacities to curb pollution resulting in decreased exports from China and increased production in EAF producing countries

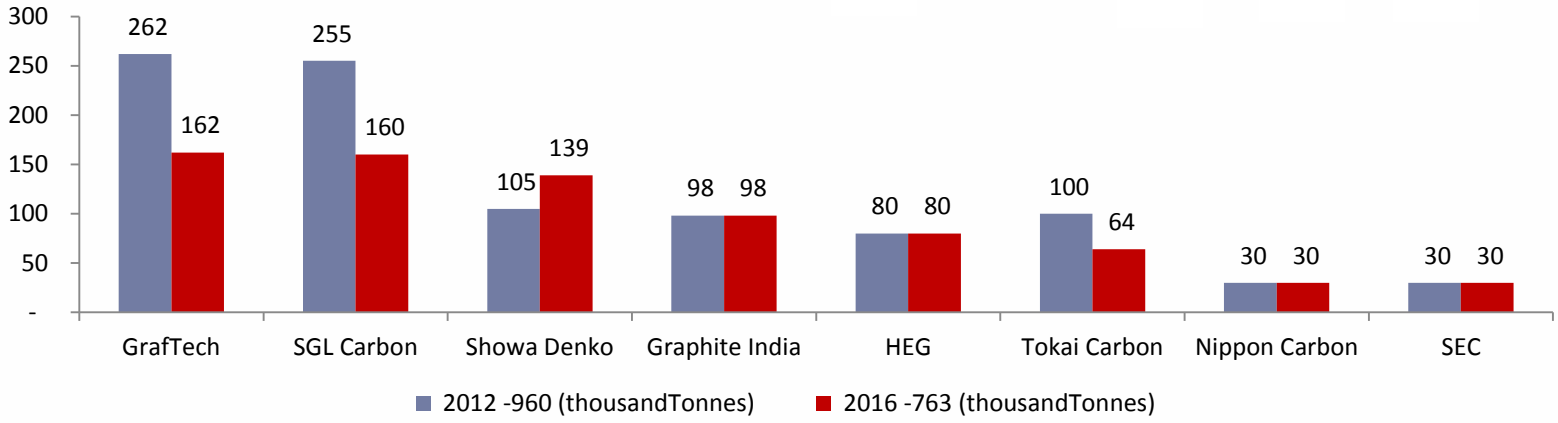
Source: World Steel Association

Industry Dynamics

Graphite India Limited

Graphite electrode industry consolidation in recent years has led to improved demand and supply balance

~ 200,000 tonnes of capacity was shut down over the last five years



- Due to weakness in demand and lower pricing of graphite electrode, the industry was going through tough market conditions in last few years, which has led to ~ 200,000 tonnes of capacity shut down
- Industry also witnessed consolidation, in 2015 GrafTech was acquired by Brookfield Asset Management and recently Showa Denko acquired SGL Carbon's graphite electrode business after divesting SGL Carbon's US business to Tokai Carbon
- These developments bodes well for the industry and have led to improved demand and supply balance, along with strong capacity utilization
- Recent electrodes capacity shut down in China has also resulted in increased demand for electrodes and price recovery from a low base

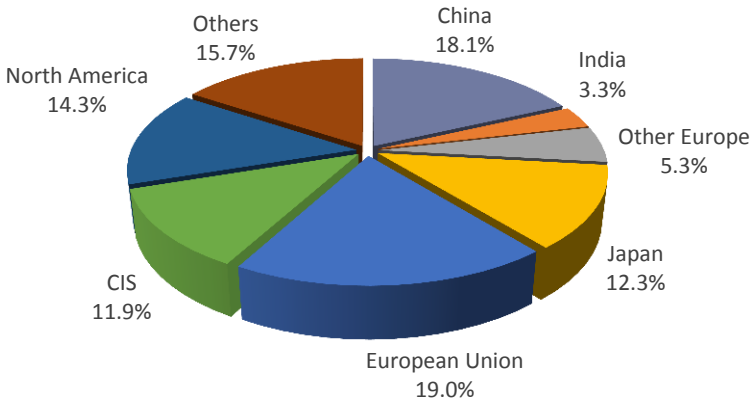
Source: World Steel Association

Industry Dynamics

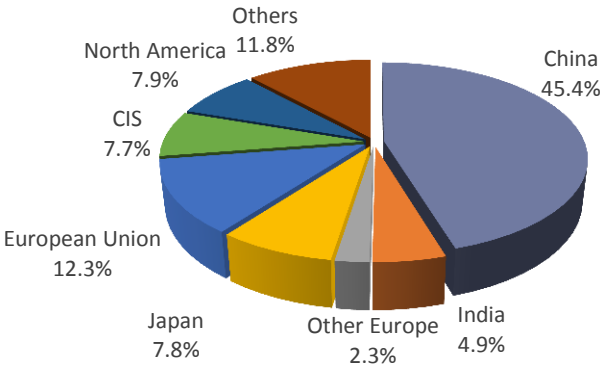
Graphite India Limited

Over the years, China became the biggest crude steel producer with a 50.4% share in 2016 vs 45.4% in 2010 & 18.1% in 2001

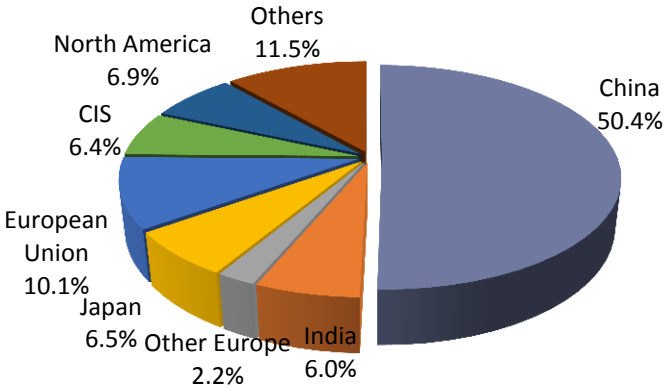
Global Steel Production 2001



Global Steel Production 2010



Global Steel Production 2016



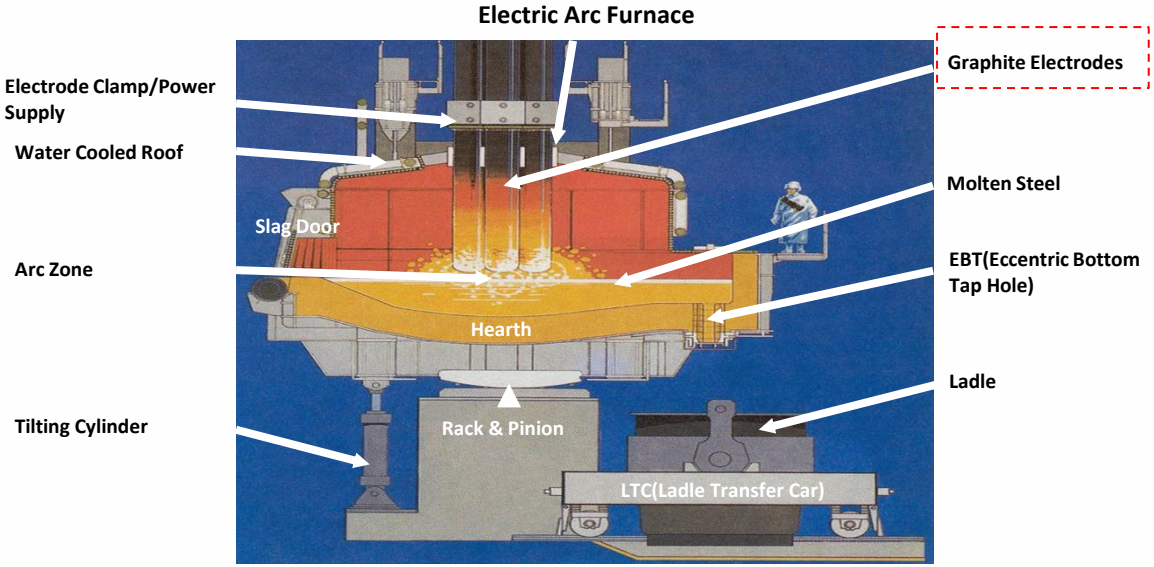
Overcapacities in China led to subsidized exports however the trend has changed in 2017 with China shutting down selected steel capacities to curb pollution resulting in decreased exports and increased production in EAF producing countries

Source: World Steel Association

Industry Dynamics

Graphite India Limited

EAF Steel Production Process



- An electric arc furnace (EAF) is a furnace that heats charged material by means of an electric arc
- Arc furnaces range in size from small units of approximately one tonne capacity (used in foundries for producing cast iron products) up to about 400 tonne units used for secondary steelmaking
- Electric arc furnace temperatures can be up to 1,800 degrees Celsius and the electrode tip & arc temperatures can go as high as 3,000-4,000 degrees Celsius
- Graphite Electrodes are consumed in an electric arc furnace
  - An electrode typically lasts for 22-30 heats /batches or 10 hours
  - A single graphite electrode can weigh over 2 tonnes
  - Electrode demand is driven by the production of steel through the EAF method

Contact Details:

Graphite India Limited

(CIN: L10101WB1974PLC094602)

31 Chowringhee Road, Kolkata 700 016

Phone: +91 33 4002 9600

Fax: +91 33 4002 9676

www.graphiteindia.com

M.K Chhajer ***Graphite India Ltd***	+91 33 4002 9622 *mkchhajer@graphiteindia.com*
Ravi Gothwal ***Churchgate Partners***	+91 22 6169 5988 *graphite@churchgatepartnersindia.com*