IGPL

I G PETROCHEMICALS LIMITED

SECT/1042

30th May, 2018

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 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 Audited Financial Results of the Company for the quarter and year ended 31st March, 2018.

We request you to kindly take the same on your record.

Thanking you.

Yours faithfully,
For I G Petrochemicals Limited

Sudhir R Singh
Company Secretary

I G PETROCHEMICALS LTD. MUMBAI

Encl : as above

IG PETROCHEMICALS LIMITED

Q4 FY18 Result Presentation – May 2018

Contents

- About Us
- Our Journey
- Vision 2025
- Key Competitive Strengths
- Location Advantage
- Large Customer Base
- Ongoing Expansion
- Industry Overview
- Financial Highlights
- CSR Activities

About Us

India's Largest Phthalic Anhydride (PAN) manufacturer and one of the Leaders across the Globe

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

PAN is a versatile intermediate in organic chemistry for production of Plasticizers, Unsaturated Polyester Resins, Alkyd Resins, Paints & CPC Pigments

Plants are engineered with modern technologies and are designed on the low energy based processes

Steam generated from the production process used for Company's captive power requirements

Usage of PAN is increasing in new generation products where R & D is ongoing

We are a environmentally responsible Company

IGPL produces Maleic Anhydride through wash water generated out of the production process of PAN.

Maleic Anhydride is used in agro and food businesses

IGPL also manufactures Benzoic Acid (BA) as a by product

Our Journey…

1988

IGPL started as 100% EOU in technical collaboration with Lurgi Gmbh, Germany*

1992

Commenced commercial production of PA at our Plant in Taloja

2000

Brownfield expansion of PA 2 Plant

2009

Converted from EOU to DTA

2014

Brownfield expansion of PA 3 Plant

Revenues cross Rs. 1,000 crs.

2017

Acquired MA Plant from MPCL through Slump Sale

PAT crosses Rs. 100 crs.

* For an initial period of 10 years

PA – Phthalic Anhydride; MA – Maleic Anhydride; BA – Benzoic Acid; MTPA – Metric Tonnes per annum; MPCL – Mysore Petro Chemicals Ltd.

Vision 2025

“To be the Largest Manufacturer of Phthalic Anhydride in the World”

Key Competitive Strengths

01 STRATEGIC LOCATION

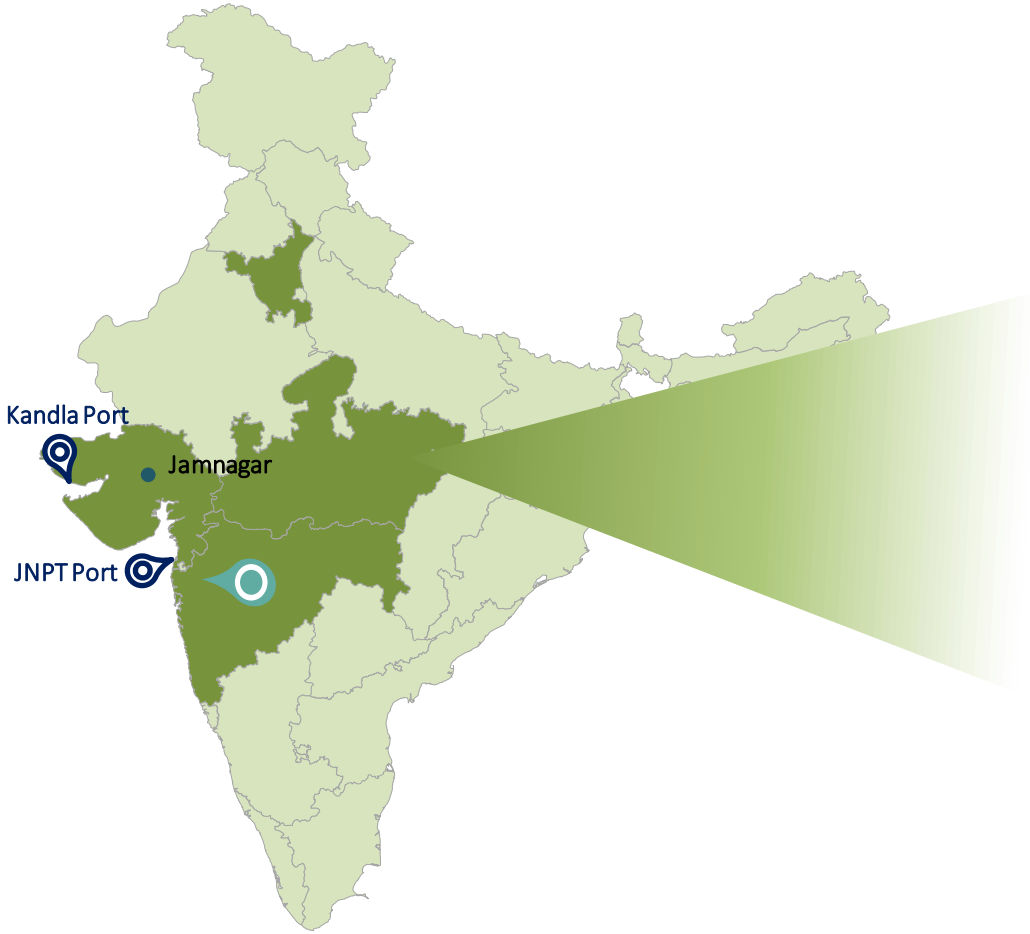
02 DOMINANT MARKET SHARE

03 MARKET LEADER

04 EFFICIENT RECOVERY PROCESS

05 STRONG CLIENTELE

Location Advantage



Majority of domestic sales is within Western India

Proximity to One of the Largest Ports in India

Enjoys the advantage of being in close proximity to ports for exports, chemical belt in western India where majority of downstream industries are located including procurement of Orthoxylene

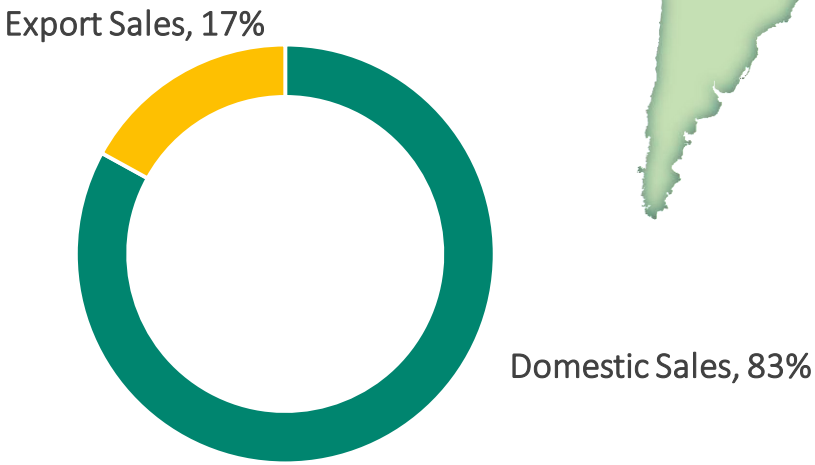
IGPL Plant at MIDC - Taloja, Maharashtra

Chemical Belt in Western India

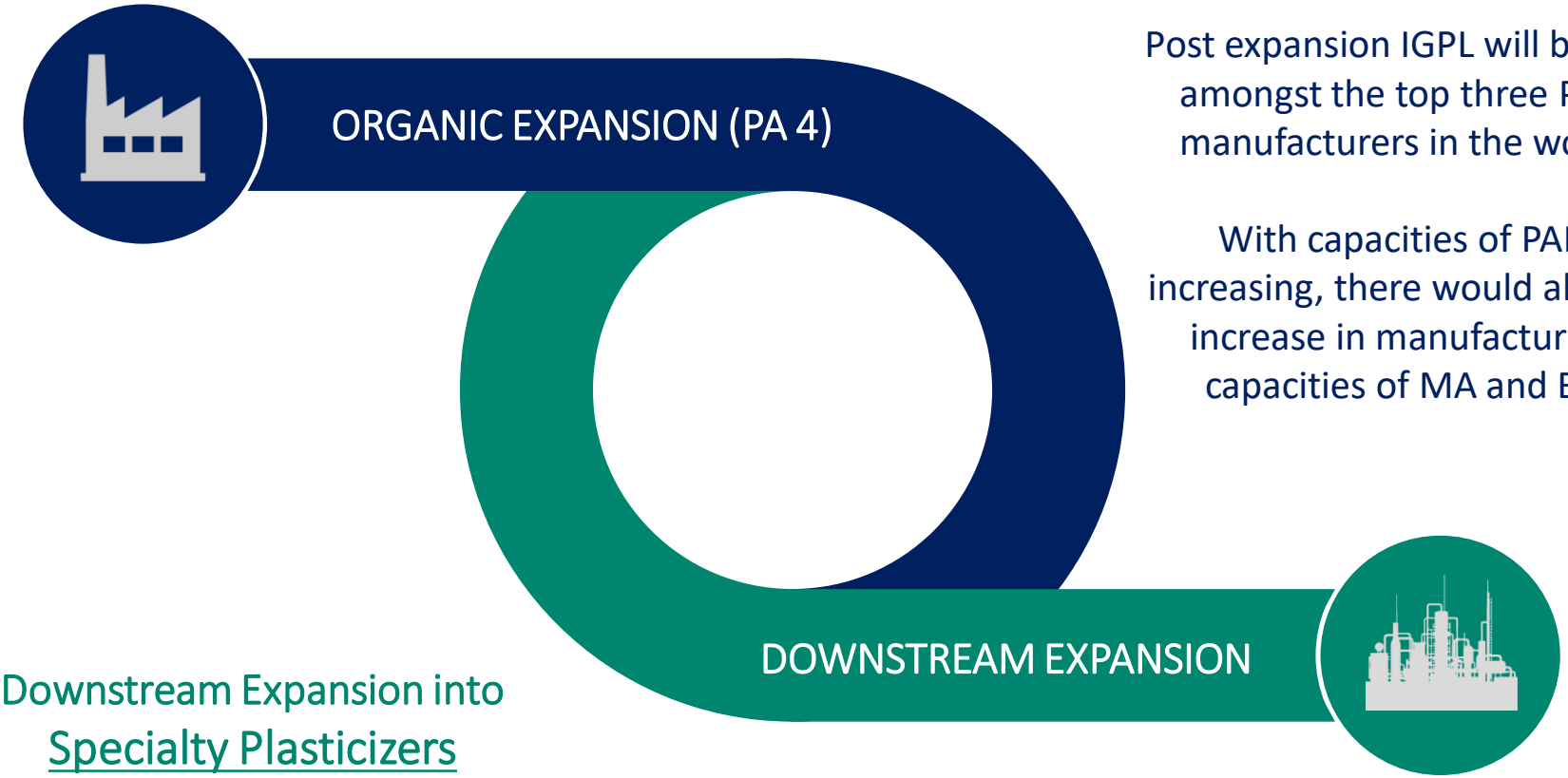
Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Large Customer Base

Sales Breakup



Ongoing Expansion



Phthalic Anhydride (PA 4)

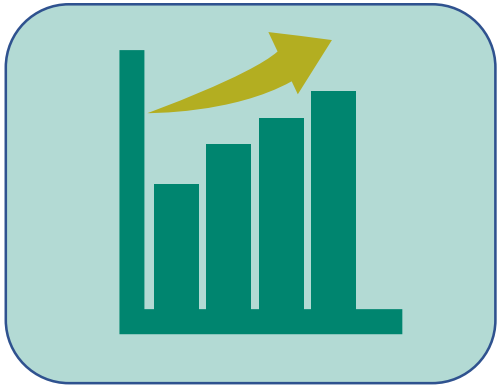
Post expansion IGPL will be one amongst the top three PAN manufacturers in the world

With capacities of PAN increasing, there would also be increase in manufacturing capacities of MA and BA

Downstream Expansion into Specialty Plasticizers

Expansion to come on-stream in 2019

Industry Overview



INDIAN MARKET SIZE

Phthalic Anhydride is ~3,75,000 MTPA
Maleic Anhydride (MA) is ~60,000 MTPA

INDUSTRY GROWTH

PA to grow domestically 5% - 6% annually, backed by the thrust on Infrastructure and GDP growth
MA also expected to grow 6% - 7% in the next few years

INFRASTRUCTURE DEVELOPMENT

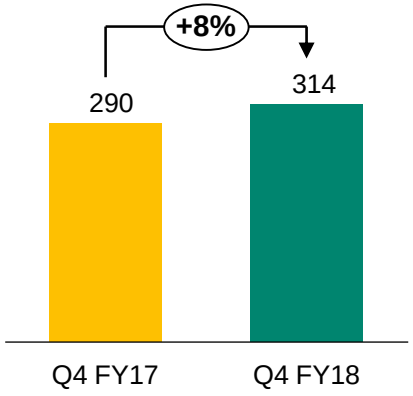
Highest Budget by the government for Infrastructure Development at Rs. 3.96 lakh crores

UNIQUE POSITION for IGPL

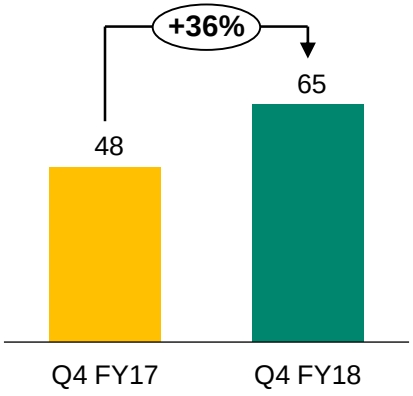
The Company is uniquely positioned to partake in the industry growth

Financial Highlights - Q4 FY18

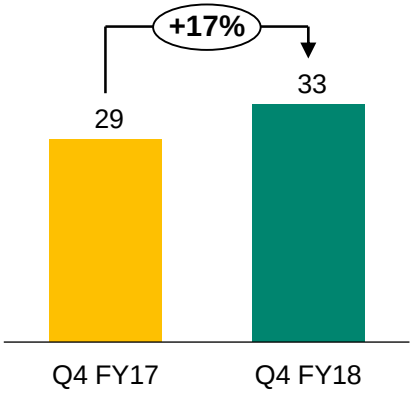
Revenue (Rs. Crores) ^



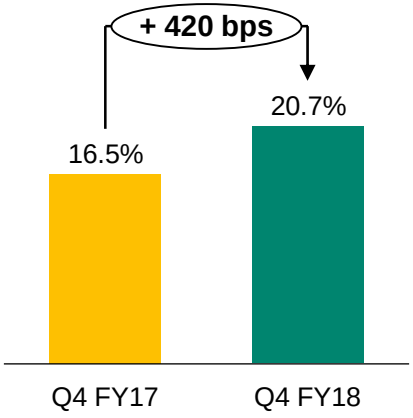
EBITDA (Rs. Crores) ^



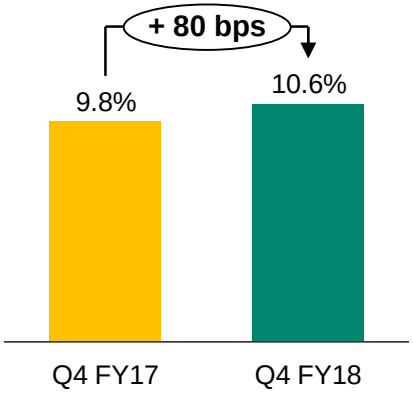
PAT (Rs. Crores)



EBITDA (%)



PAT (%)

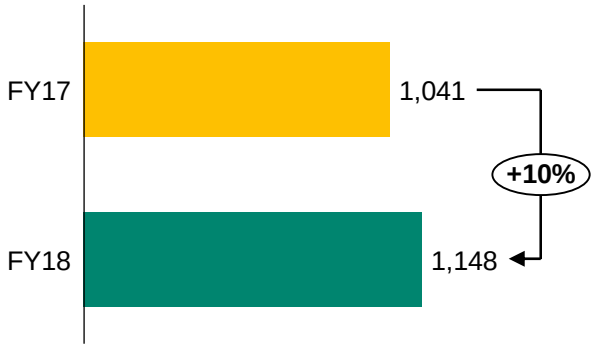


The Financial Results for Q4 FY18 have been prepared in accordance with the Indian Accounting Standards (Ind AS)

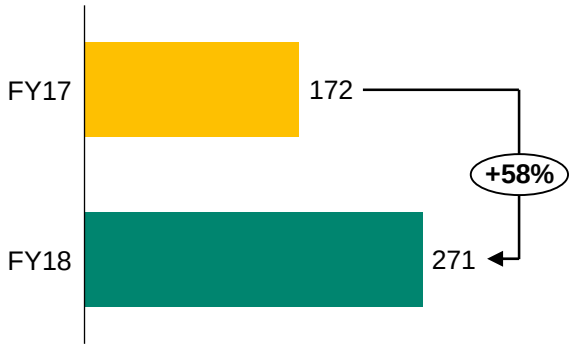
^ Includes Other Income

Financial Highlights – FY18

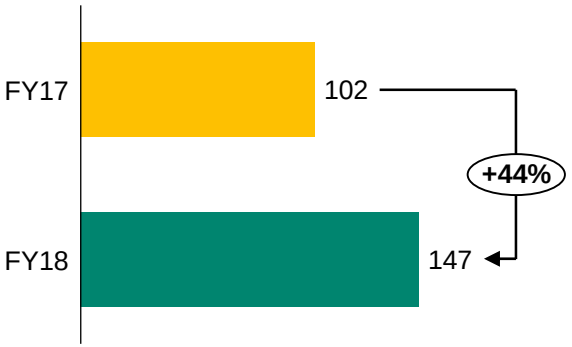
Revenue (Rs. Crores) ^



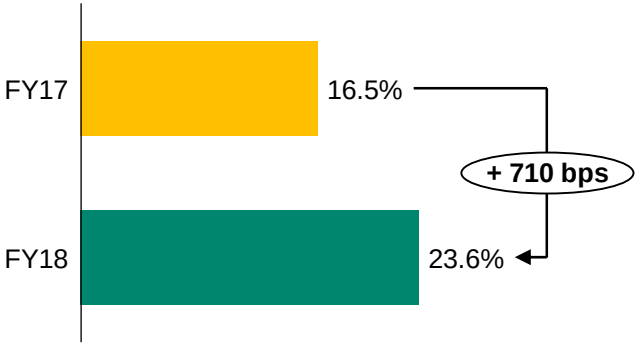
EBITDA (Rs. Crores) ^



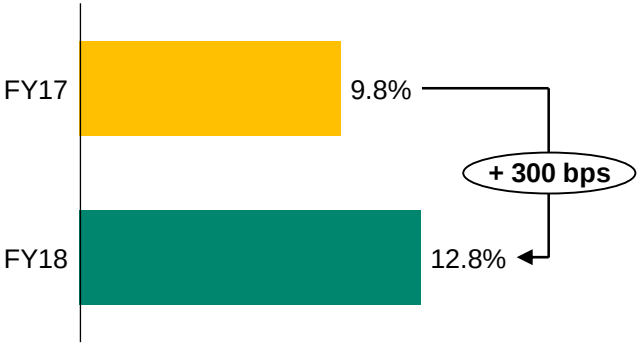
PAT (Rs. Crores)



EBITDA (%)



PAT (%)

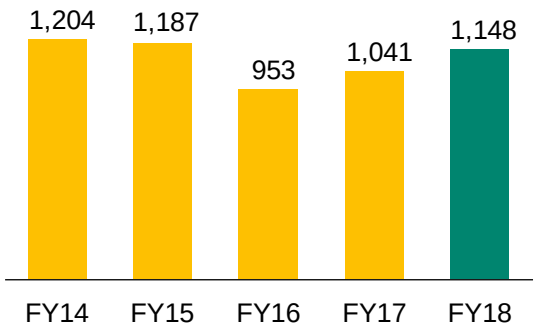


The Financial Results for FY18 have been prepared in accordance with the Indian Accounting Standards (Ind AS)

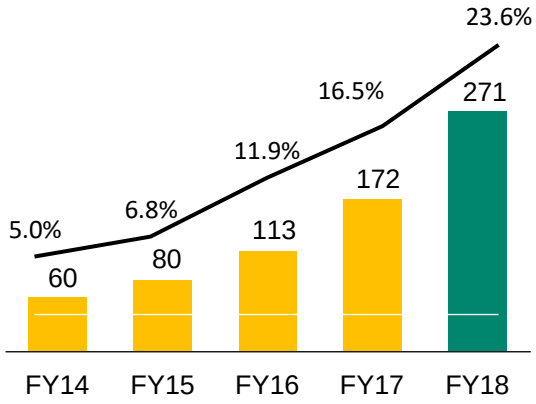
^ Includes Other Income

Financial Highlights

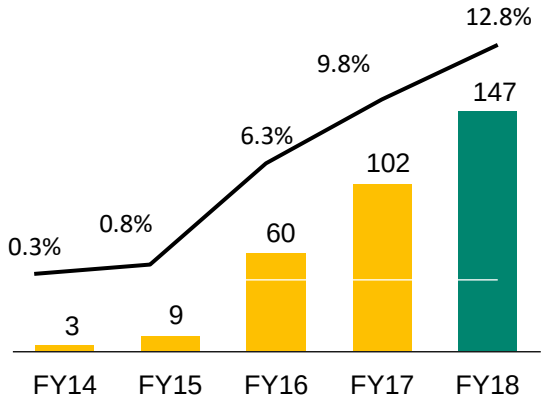
Revenue (Rs. Crores)#



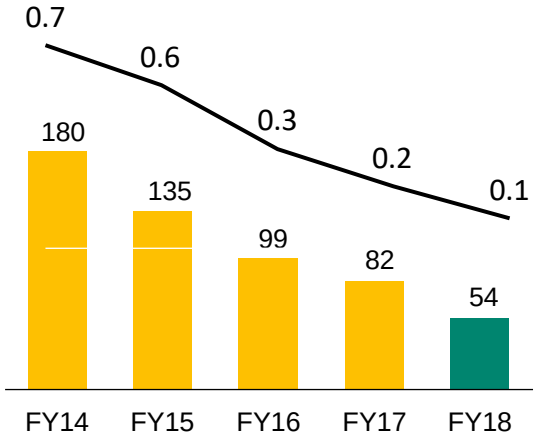
EBITDA (Rs. Crores) and Margin %



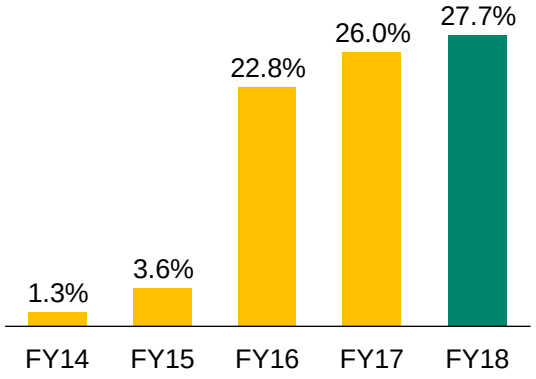
PAT (Rs. Crores) and Margin %



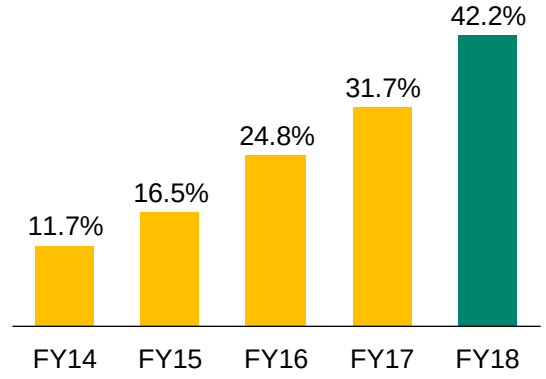
Net Debt (Rs. Lakhs) & Net Debt / Equity



ROE %



ROCE %



Includes Other Income

The Financial Results for FY18 have been prepared in accordance with the Indian Accounting Standards (Ind AS)

Profit & Loss Statement – FY18

Particulars (Rs. Crores)*	Q4 FY18	Q4 FY17	Y-o-Y	FY18	FY17	Y-o-Y
Revenue from Operations^	**314**	**290**	***8%***	**1,148**	**1,041**	***10%***
Total Raw Material	**208**	**208**		**728**	**751**	
Employee Expenses	16	13		56	39	
Other Expenses	25	21		93	79	
EBITDA^	**65**	**48**	***36%***	**271**	**172**	***58%***
EBITDA Margin (%)	***20.7%***	***16.5%***		***23.6%***	***16.5%***	
Depreciation	7	5		26	21	
EBIT	**58**	**43**		**246**	**151**	
EBIT Margin (%)	***18.5%***	***14.8%***		***21.4%***	***14.5%***	
Finance Cost	3	4		15	18	
Profit before Tax	**55**	**39**	***43%***	**231**	**132**	***75%***
Tax	22	10		84	30	
Profit After Tax	**33**	**29**	***17%***	**147**	**102**	***44%***
PAT Margin (%)	***10.6%***	***9.8%***		***12.8%***	***9.8%***	
Other Comprehensive Income	1	0		0	-1	
TOTAL COMPREHENSIVE INCOME	**34**	**28**		**147**	**101**	
EPS	10.84	9.27		47.58	33.10	

The Financial Results have been prepared in accordance with the Indian Accounting Standards (Ind AS)

* Standalone ^ Includes Other Income

Balance Sheet - March 2018

Particulars (Rs. Crores)*	Mar-18	Mar-17
Equity		
Equity Share Capital	31	31
Other Equity	497	362
Total Equity	**528**	**393**
Non Current Liabilities		
Financial Liabilities		
Borrowings	29	60
Other Liabilities	38	0
Provisions	3	2
Deferred Tax Liabilities (Net)	36	2
Total Non Current Liabilities	**106**	**64**
Current Liabilities		
Financial Liabilities		
Borrowings	0	2
Trade Payables	150	171
Other Financial Liabilities	29	20
Other Current Liabilities	13	8
Provisions	1	1
Total Current Liabilities	**193**	**202**
Total Equity and Liabilities	**827**	**659**

Particulars (Rs. Crores)*	Mar-18	Mar-17
Non Current assets		
Property, Plant and Equipment	401	324
Capital Work-In-Progress	26	11
Goodwill	2	0
Other Intangible Assets	0	0
Intangible Assets under development	1	0
Financial Assets		
Investments	49	19
Loans	1	0
Other Financial Assets	3	2
Non Current Tax Assets	7	1
Other Non Current Assets	23	13
Total Non Current Assets	**513**	**370**
Current Assets		
Inventories	94	97
Financial Assets		
Investments	40	0
Trade Receivables	139	150
Cash and Cash Equivalents	5	5
Other Bank Balances	17	25
Loans	1	0
Other Financial Assets	1	2
Current Tax Assets	17	10
Total Current Assets	**314**	**289**
Total Assets	**827**	**659**

The Financial Results have been prepared in accordance with the Indian Accounting Standards (Ind AS)

* Standalone

CSR Activities

- Construction of a school in Vrindavan for providing education to the underprivileged children

- Educating the poor, annadhanam (feeding of poor), free /concessional health care to the needy apart from other charitable activities

- Sustainability of environment viz. transplantation of trees, water conservation projects, environment protection awareness campaign titled 'Say no to plastic', mobile toilet etc.

- Contribution to Charitable Trust and Community organisation i.e. old age homes, Blind Organization of India, etc.

Safe Harbor

This presentation has been prepared by and is the sole responsibility of I G Petrochemicals Limited (the "Company"). By accessing this presentation, you are agreeing to be bound by the trailing restrictions.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer or recommendation to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment thereof. In particular, this presentation is not intended to be a prospectus or offer document under the applicable laws of any jurisdiction, including India. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. There is no obligation to update, modify or amend this communication or to otherwise notify the recipient if information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate.

Certain statements contained in this presentation that are not statements of historical fact constitute "forward-looking statements." You can generally identify forward-looking statements by terminology such as "aim", "anticipate", "believe", "continue", "could", "estimate", "expect", "intend", "may", "objective", "goal", "plan", "potential", "project", "pursue", "shall", "should", "will", "would", or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.

For further information, please contact

Company :	Investor Relations Advisors :
I G Petrochemicals Ltd CIN: L51496GA1988PLC000915 Mr. R . Chandrasekaran - CFO rchandra@igpetro.com	**Strategic Growth Advisors Pvt. Ltd.** CIN: U74140MH2010PTC204285 Mr. Deven Dhruva / Ms. Neha Shroff deven.dhruva@sgapl.net / neha.shroff@sgapl.net +91 9833373300 / +91 7738073466
www.igpetro.com	www.sgapl.net