

GUJARAT FLUOROCHEMICALS LIMITED

QUARTERLY INVESTOR UPDATE
Q1 FY19

DISCLAIMER



This presentation and the following discussion may contain “forward looking statements” by Gujarat Fluorochemicals Limited (“GFL” or “the Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future state of affairs, results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of GFL about the business, industry and markets in which GFL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond GFL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not, and should not be construed, as a representation as to future performance or achievements of GFL. In particular, such statements should not be regarded as a projection of future performance of GFL. It should be noted that the actual performance or achievements of GFL may vary significantly from such statements.

DISCUSSION SUMMARY



- ❑ KEY HIGHLIGHTS
- ❑ Q1 FY19 RESULTS HIGHLIGHTS
 - ❑ CONSOLIDATED RESULTS
 - ❑ CHEMICALS BUSINESS
 - ❑ WIND TURBINE MANUFACTURING BUSINESS
 - ❑ WIND FARMING BUSINESS
 - ❑ FILM EXHIBITION BUSINESS
- ❑ SHAREHOLDING STRUCTURE
- ❑ ANNEXURE



KEY HIGHLIGHTS



CHEMICALS BUSINESS

- Continued momentum in chemicals business led by higher sales and price improvements
- Chemicals business revenues up 38%, EBITDA up 103%, PAT up 82% in Q1 FY19 vs. Q1 FY18 (YoY)

WIND TURBINE MANUFACTURING BUSINESS

- Business turning around after 1 year of transition pain, with stabilisation of auction regime.
- Sales of 80 MW and commissioning of 22 MW from SECI-1
- FY19 to be the beginning of a phase of robust growth based on a sustained auctioning regime

WIND FARMING BUSINESS

- Substantially exited wind farming business by selling 246 MW out of 269 MW of operational capacity
- Developing further capacity for creating value

FILM EXHIBITION BUSINESS

- Now present in 64 cities with 128 properties, 512 screens and 125,508 seats.
- Revenues up 7%, EBITDA up by 10%, PAT increased by 15% in Q1 FY19 vs. Q1 FY18 (YoY).
- Improved performance due to sustained focus on non box office revenue.



**Q1 FY19
RESULTS**

Q1 FY19 – RESULTS HIGHLIGHTS

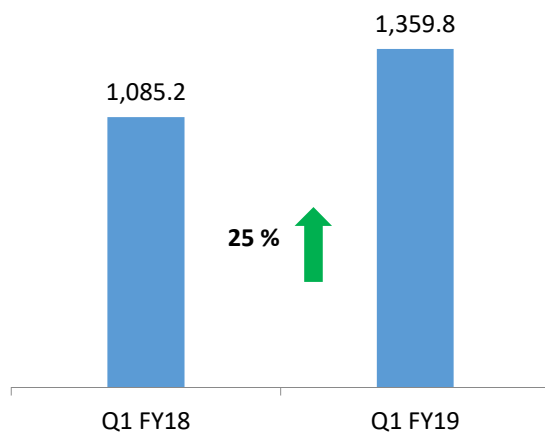
CONSOLIDATED RESULTS



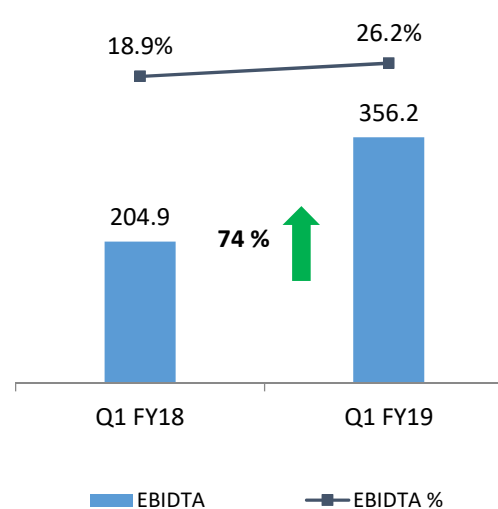
Q1 FY19 YoY ANALYSIS

In Rs. Cr

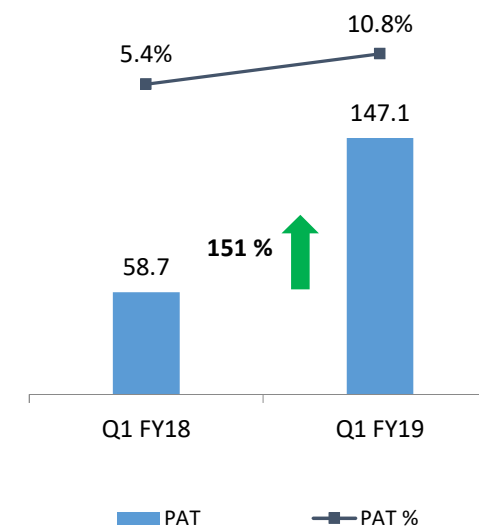
REVENUES *



EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN



Note: * Revenue from Operations, ** EBITDA excluding Other Income

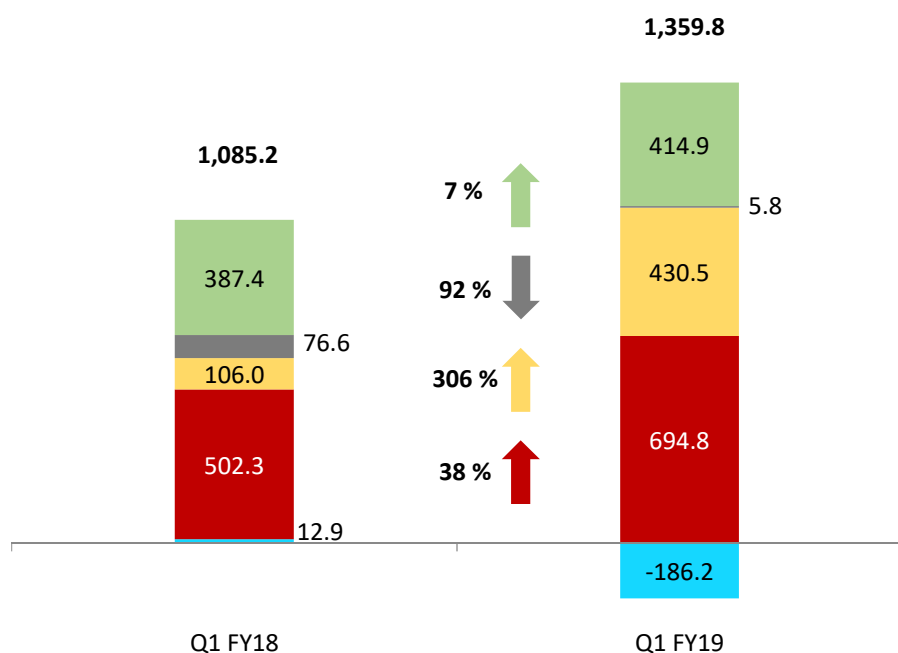
Q1 FY19 – RESULTS HIGHLIGHTS

CONSOLIDATED REVENUES BREAKUP



In Rs. Cr

CONSOLIDATED REVENUES – BUSINESS WISE BREAKUP



% Share	Q1 FY18	Q1 FY19
Chemicals Business	46.3%	51.1%
Wind Turbine Manufacturing Business	9.8%	31.7%
Wind Farming Business	7.1%	0.4%
Film Exhibition Business	35.7%	30.5%
Other Subsidiaries / Intersegment	1.2%	-13.7%

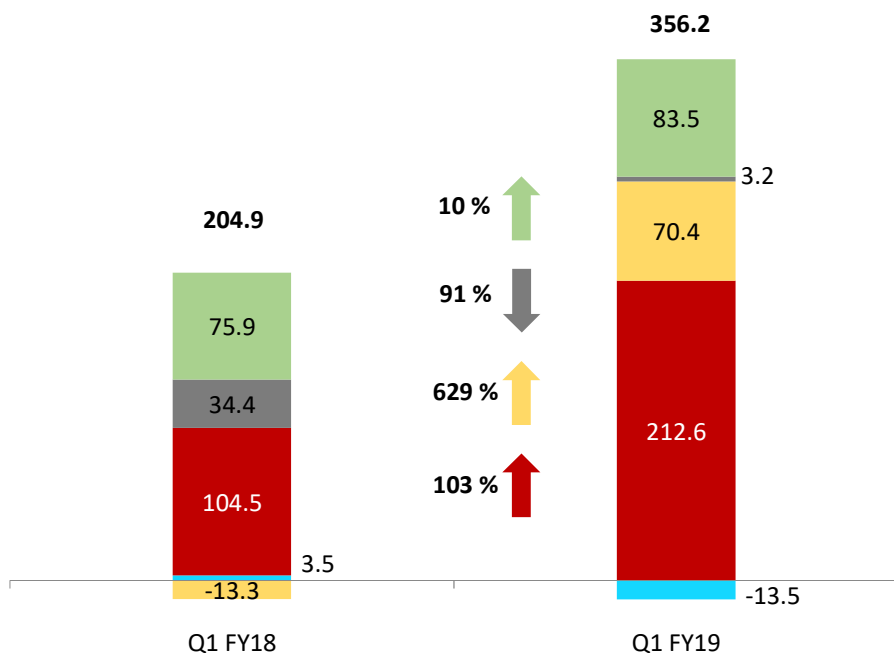
Q1 FY19 – RESULTS HIGHLIGHTS

CONSOLIDATED EBITDA BREAKUP



In Rs. Cr

CONSOLIDATED EBITDA – BUSINESS WISE BREAKUP



% Share	Q1 FY18	Q1 FY19
Chemicals Business	51.0%	59.7%
Wind Turbine Manufacturing Business	-6.5%	19.8%
Wind Farming Business	16.8%	0.9%
Film Exhibition Business	37.0%	23.4%
Other Subsidiaries / Intersegment	1.7%	-3.8%

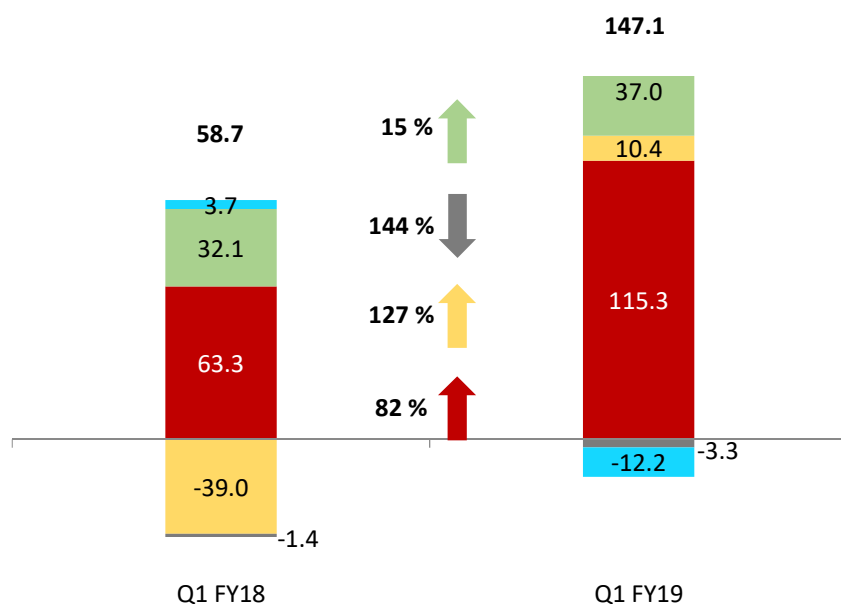
Q1 FY19 – RESULTS HIGHLIGHTS

CONSOLIDATED PAT BREAKUP



In Rs. Cr

CONSOLIDATED PAT – BUSINESS WISE BREAKUP



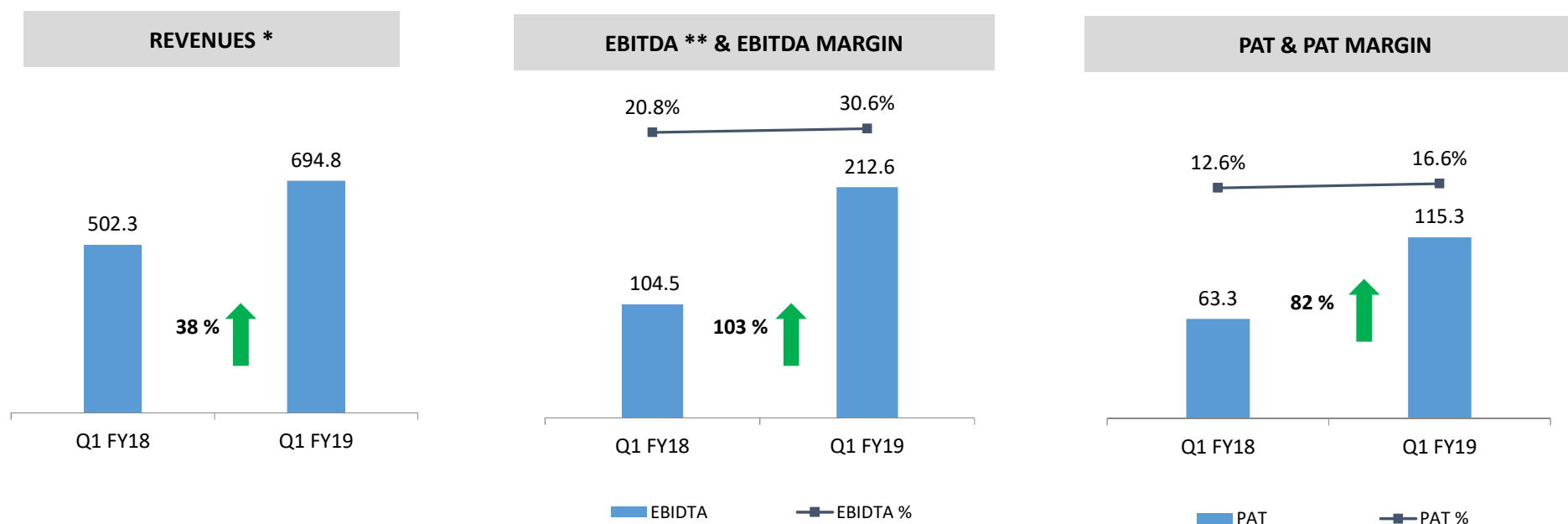
% Share	Q1 FY18	Q1 FY19
Chemicals Business	107.9%	78.3%
Wind Turbine Manufacturing Business	-66.5%	7.0%
Wind Farming Business	-2.3%	-2.3%
Film Exhibition Business	54.7%	25.1%
Other Subsidiaries / Intersegment	6.3%	-8.1%

Q1 FY19 – RESULTS HIGHLIGHTS STANDALONE RESULTS



In Rs. Cr

Q1 FY19 YoY ANALYSIS



Note: * Revenue from Operations, ** EBITDA excluding Other Income

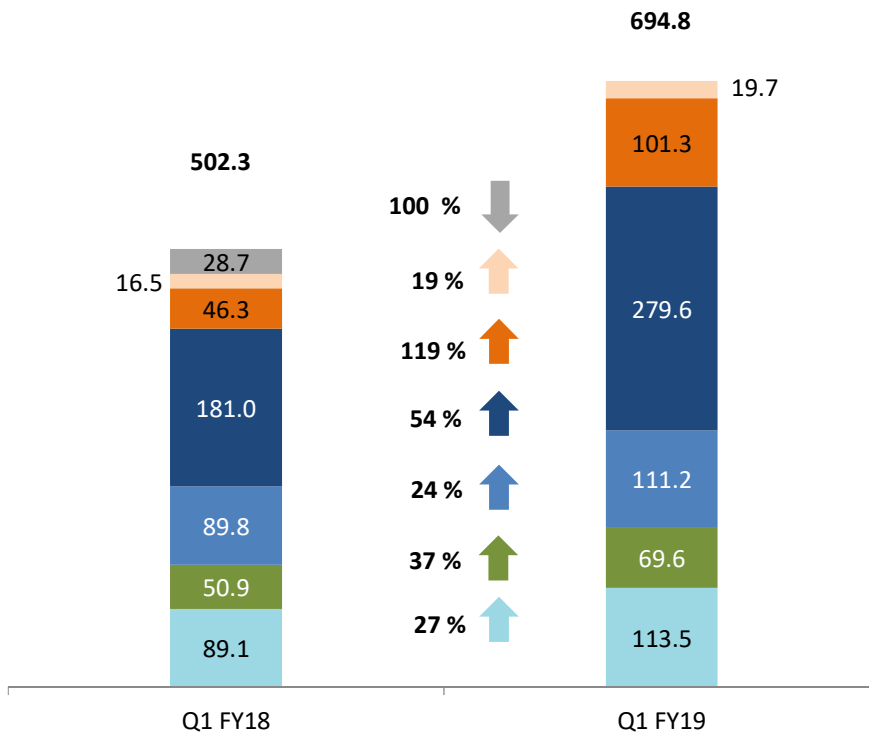
Q1 FY19 – RESULTS HIGHLIGHTS

CHEMICALS BUSINESS - STANDALONE RESULTS



In Rs. Cr

Q1 FY19 YoY ANALYSIS - REVENUES BREAKUP



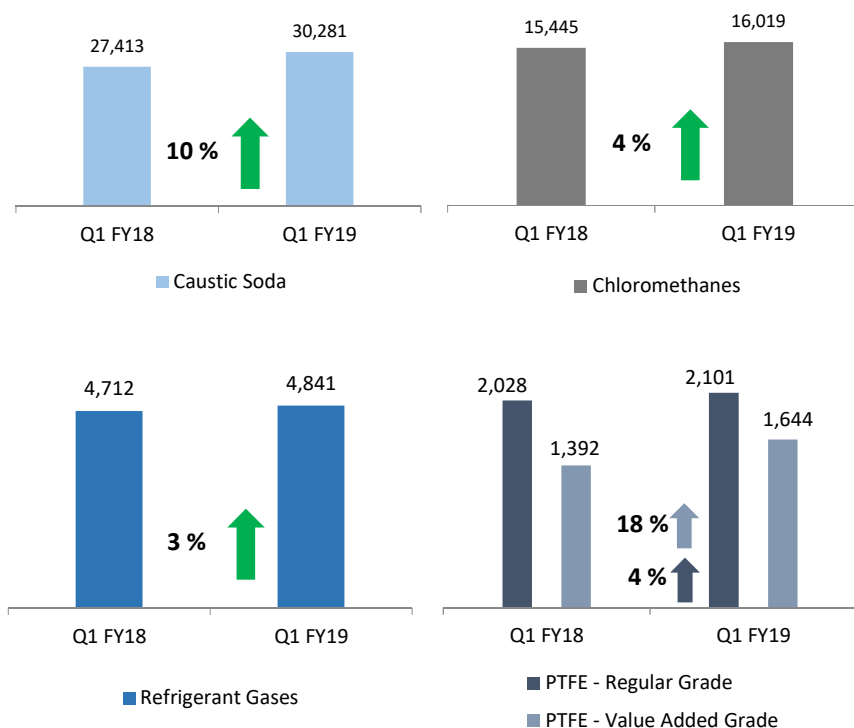
% Share	Q1 FY18	Q1 FY19
Caustic Soda	17.7%	16.3%
Chloromethanes	10.1%	10.0%
Refrigerant Gases	17.9%	16.0%
Poly Tetrafluoroethylene	36.0%	40.2%
Value Added Products	9.2%	14.6%
Others	3.4%	2.9%
Excise Duty	5.7%	0.0%

Q1 FY19 – RESULTS HIGHLIGHTS

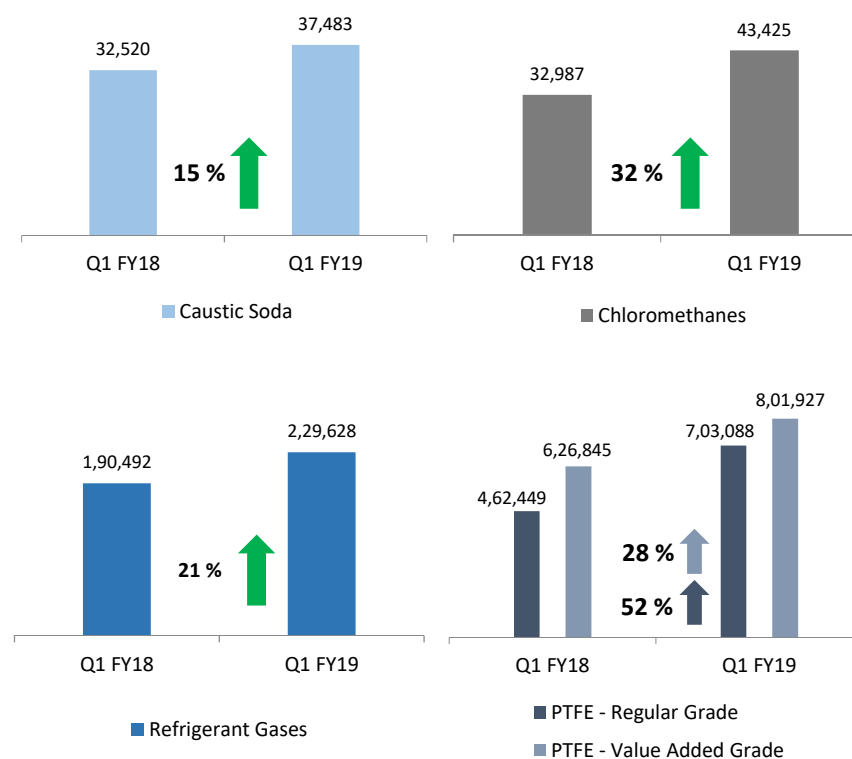
CHEMICALS BUSINESS - STANDALONE RESULTS



Q1 FY19 YoY ANALYSIS - SALES VOLUME BREAKUP (MT)



Q1 FY19 YoY ANALYSIS - PRICE TREND (RS PER MT)



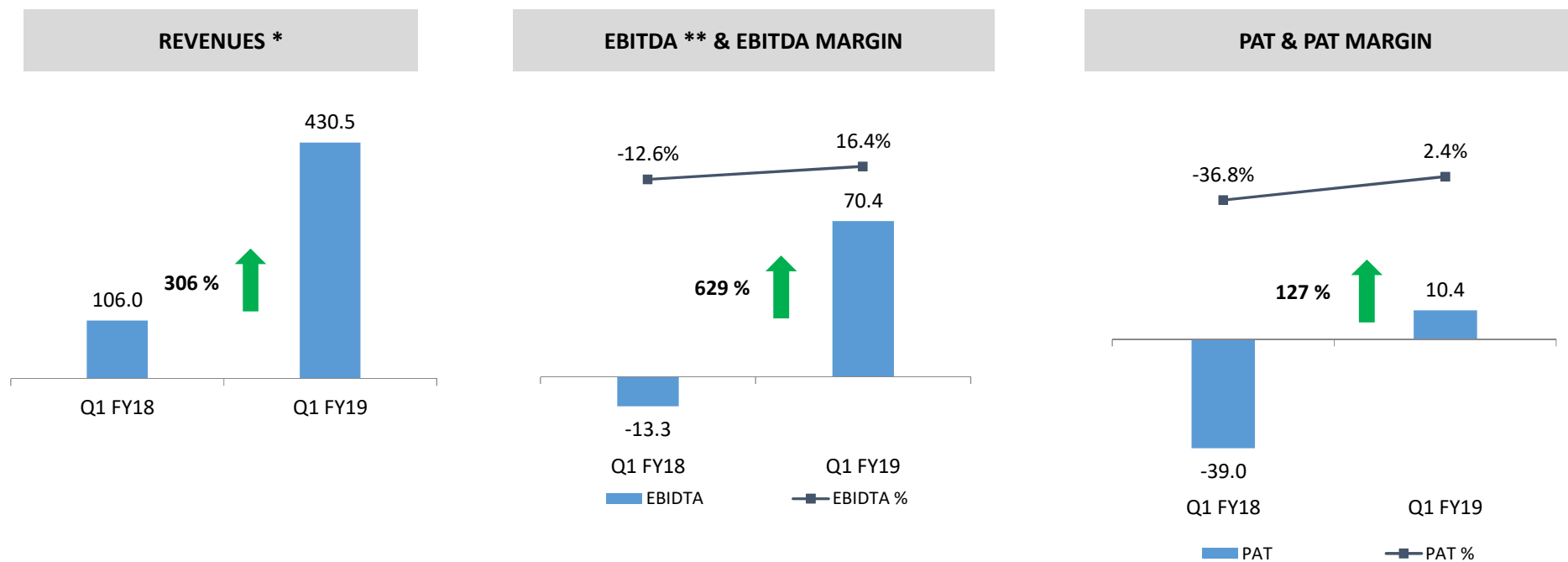
Q1 FY19 – RESULTS HIGHLIGHTS

WIND TURBINE MANUFACTURING BUSINESS (INOX WIND LIMITED)



In Rs. Cr

Q1 FY19 YoY ANALYSIS



Note: * Revenue from Operations, ** EBITDA excluding Other Income

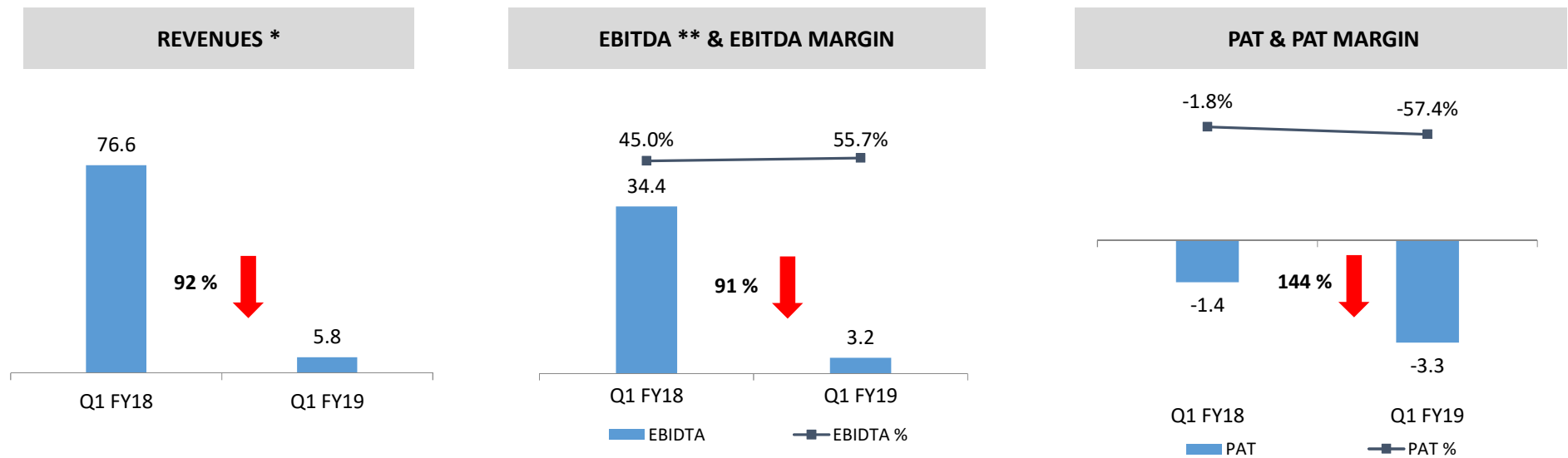
Q1 FY19 – RESULTS HIGHLIGHTS

WIND FARMING BUSINESS (INOX RENEWABLES LIMITED)



In Rs. Cr

Q1 FY19 YoY ANALYSIS



Note: * Revenue from Operations, ** EBITDA excluding Other Income

Q1 FY1 – RESULTS HIGHLIGHTS

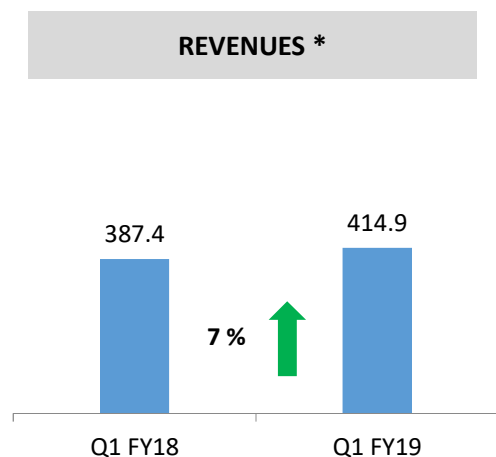
FILM EXHIBITION BUSINESS (INOX LEISURE LIMITED)



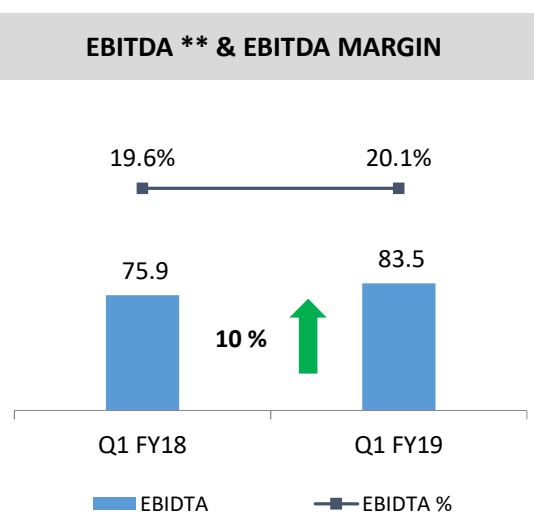
In Rs. Cr

Q1 FY19 YoY ANALYSIS

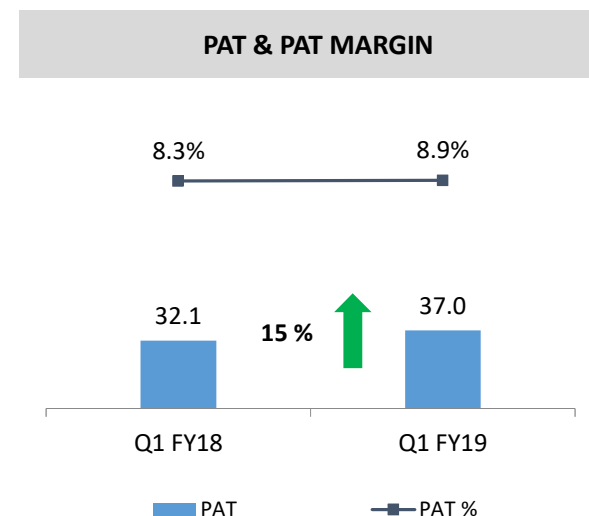
REVENUES *



EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN

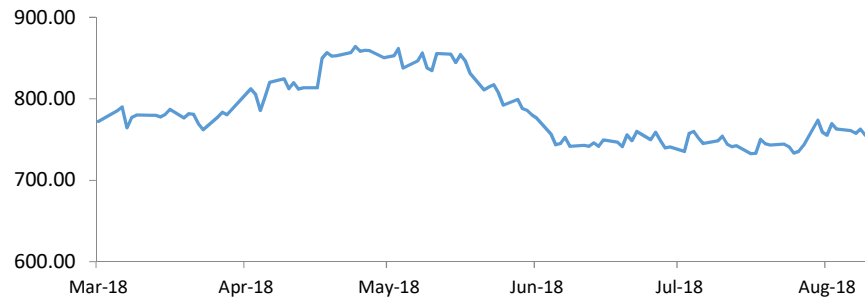


Note: * Revenue from Operations, ** EBITDA excluding Other Income

SHAREHOLDING STRUCTURE



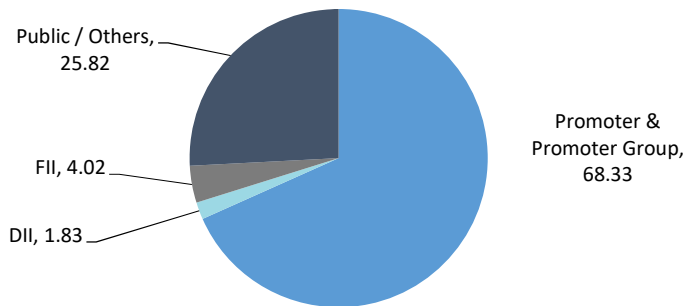
Share Price Performance



Market Data As on 10.08.2018 (BSE)

Market capitalization (Rs Cr)	8294.77
Price (Rs.)	755.10
No. of shares outstanding (Cr)	10.99
Face Value (Rs.)	1.0
52 week High-Low (Rs.)	959.00 – 670.10

% Shareholding – June 2018



Source: Company

Key Investors – June 2018 % Holding

Aadi Financial Advisors LLP	1.16%
FIL Investments (Mauritius) Ltd	1.13%
UTI-Mid Cap Fund	0.91%
Aditya Birla Sun Life Trustee Private Limited A/c Aditya Biral Sun Life Midcap Fund	0.70%
Vanguard Emerging Markets Stock Index Fund, A Series Of Vanguard International Equity Index Funds	0.36%
Dimensional Emerging Markets Value Fund	0.35%
Vanguard Total International Stock Index Fund	0.30%

ANNEXURES

DETAILED FINANCIALS

STANDALONE P&L STATEMENT



Particulars (In Rs Cr)	Q1 FY19	Q1 FY18	YoY %	Q4 FY18	QoQ %	FY18
Revenue from Operations	694.8	502.3	38.3%	596.5	16.5%	2,084.3
Other Income	13.6	25.4	-46.4%	13.1	4.1%	86.4
Total Income	708.4	527.7 ▲	34.2%	609.6 ▲	16.2%	2,170.7
Cost of Material Consumed	254.0	115.1	120.7%	159.2	59.6%	539.4
Purchases of stock-in-trade	0.1	0.0	-	0.0	-	0.0
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-42.0	40.2	-204.5%	9.7	-	38.4
Excise Duty	0.0	28.7	-100.0%	0.0	-	28.7
Employee benefit expense	43.2	36.0	19.8%	35.6	21.5%	138.4
Power and fuel	120.1	93.5	28.5%	104.7	14.7%	410.0
Foreign Exchange Fluctuation (Gain)/Loss (net)	-11.8	-0.7	1611.6%	-7.7	-	-16.7
Other Expenses	118.6	84.9	39.6%	111.1	6.7%	350.4
EBITDA	212.6	104.5 ▲	103.3%	184.0 ▲	15.5%	595.7
EBITDA Margin %	30.6%	20.8% ▲	978bps	30.8% ▲	-25bps	28.6%
Depreciation and amortization expense	38.6	37.7	2.4%	37.7	2.5%	152.1
Finance Cost	11.9	11.5	3.5%	17.1	-30.3%	47.6
PBT before exceptional item	175.6	80.7 ▲	117.7%	142.3 ▲	23.4%	482.3
Exceptional items			-	154.0	-	154.0
Tax Expense	60.3	17.4	246.7%	55.7	8.4%	149.0
PAT	115.3	63.3 ▲	82.2%	240.7 ▲	-52.1%	487.3
PAT Margin %	16.6%	12.6% ▲	400bps	40.3% ▲	-2375bps	23.4%
Earnings Per Share (EPS)	10.49	5.76 ▲	82.2%	21.91 ▲	-52.1%	44.36

DETAILED FINANCIALS

STANDALONE BALANCE SHEET



Particulars (Rs Cr)	Mar-18	Mar-17	Particulars (Rs Cr)	Mar-18	Mar-17
Share Holders' Funds:			Non-current Assets:		
Equity Share Capital	11.0	11.0	Property, Plant & Equipment	1,864.6	1,858.0
Other Equity	3,468.1	3,025.4	Capital Work-in-progress	343.7	139.2
Total of Shareholder Funds	3,479.1	3,036.4	Investment Property	10.5	10.8
Non-current Liabilities:			Other Intangible Assets	33.8	41.6
Borrowings	119.7	167.9	Investments	748.3	629.3
Other Financial Liabilities	2.6	3.9	Loans	169.2	169.1
Provisions	19.4	15.2	Others Financial Assets	6.6	6.8
Deferred Tax Liabilities (Net)	204.2	190.2	Other Non-current Assets	172.8	83.5
Total of Non-current Liabilities	345.8	377.2	Income Tax Assets (net)	118.9	90.8
Current Liabilities:			Total Non-current Assets	3,468.2	3,029.0
Borrowings	581.0	414.9	Current Assets:		
Trade payables	204.0	75.0	Inventories	346.2	315.9
Other Current Financial Liabilities	209.2	150.6	Investments	67.5	57.0
Other Current Liabilities	12.0	13.4	Trade receivables	555.1	370.8
Provisions	6.8	7.6	Cash and Bank Balances	21.7	13.0
Current Tax Liabilities (net)	13.8	5.3	Loans	275.6	223.0
Total of Current Liabilities	1,026.7	666.7	Other Current Financial Assets	4.4	3.0
Total Equity & Liabilities	4,851.6	4,080.4	Other Current Assets	112.9	68.7
			Total Current Assets	1,383.4	1,051.3
			Total Assets	4,851.6	4,080.4

DETAILED FINANCIALS

CONSOLIDATED P&L STATEMENT



Particulars (In Rs Cr)	Q1 FY19	Q1 FY18	YoY %	Q4 FY18	QoQ %	FY18
Revenue from Operations	1,359.8	1,085.2	25.3%	991.7	37.1%	3,921.3
Other Income	9.1	36.8	-75.1%	16.8	-45.5%	114.0
Revenue from Operations	1,368.9	1,122.0	22.0%	1,008.5	35.7%	4,035.3
Cost of Material Consumed	538.9	160.7	235.4%	190.2	183.4%	672.3
Purchases of stock-in-trade	0.1		-	-0.5	-	-0.5
Excise Duty	0.0	28.7	-100.0%	0.0	-	28.7
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-57.3	21.7	-	76.7	-174.7%	127.5
Employee benefit expense	95.3	88.6	7.5%	87.2	9.3%	346.7
Power and fuel	149.0	122.2	22.0%	125.9	18.4%	505.5
Erection, Procurement & Commissioning Cost	38.7	74.6	-48.0%	70.4	-45.0%	210.3
Film Exhibition Cost	109.7	107.1	2.4%	81.3	34.9%	367.3
Foreign Exchange Fluctuation (Gain)/Loss (net)	-12.0	-7.3	-	-3.6	-	-18.8
Other Expenses	311.1	284.0	9.5%	329.0	-5.5%	1,107.8
Expenditure capitalised	-169.8		-	-133.5		-182.1
EBITDA	356.2	204.9	73.8%	168.7	111.1%	756.6
EBITDA Margin %	26.2%	18.9%	731bps	17.0%	918bps	19.3%
Impairment Loss		0.6	-	1.8	-	3.1
Depreciation and amortization expense	80.0	74.3	7.6%	74.0	8.0%	299.2
Finance Cost	53.1	81.9	-35.2%	63.4	-16.3%	279.2
Share of profit / (loss) of joint ventures and associates	-0.1		-	-0.1	40.0%	-0.1
PBT before exceptional item	232.2	84.9	173.6%	46.1	403.3%	289.0
Exceptional items		-10.9	-	-7.8	-	-9.6
Tax Expense	85.1	15.3	455.8%	-23.9	-456.3%	39.4
PAT	147.1	58.7	150.9%	62.2	136.5%	240.1
PAT Margin %	10.8%	5.4%	542bps	6.3%	455bps	6.1%
Earnings Per Share (EPS)	13.39	5.34	150.9%	5.66	136.5%	21.86

DETAILED FINANCIALS

CONSOLIDATED BALANCE SHEET



Particulars (Rs Cr)	Mar-18	Mar-17	Particulars (Rs Cr)	Mar-18	Mar-17
Share Holders' Funds:			Non-current Assets:		
Equity Share Capital	11.0	11.0	Property, Plant & Equipment	3,702.7	3,384.5
Other Equity	4,755.8	4,507.3	Capital Work-in-progress	724.3	410.2
Interest in Inox Benefit Trust, at cost	0.0	0.0	Investment Property	9.9	10.1
Non-controlling Interest	1,192.9	1,081.5	Goodwill	17.6	17.6
Total of Shareholder Funds	5,959.7	5,599.7	Other Intangible Assets	83.2	92.5
Non-current Liabilities:			Investments	440.9	389.4
Borrowings	595.2	1,143.8	Loans	96.2	91.9
Trade payables	0.0	0.0	Others Financial Assets	277.1	244.6
Other Financial Liabilities	7.5	32.0	Other Non-current Assets	280.3	260.6
Provisions	37.2	33.2	Deferred Tax Assets (net)	167.6	48.3
Deferred Tax Liabilities (Net)	201.3	209.6	Tax Assets (net)	154.4	107.4
Other Non-Current Liabilities	138.1	203.4	Total Non-current Assets	5,954.1	5,057.0
Total of Non-current Liabilities	979.3	1,622.0	Current Assets:		
Current Liabilities:			Inventories	1,313.9	1,058.5
Borrowings	1,072.8	1,856.6	Investments	83.1	288.7
Trade payables	841.5	1,104.9	Trade receivables	1,943.7	2,774.7
Other Financial Liabilities	714.9	605.8	Cash and Bank Balances	195.3	496.2
Other Current Liabilities	299.5	142.2	Loans	46.0	21.3
Provisions	25.4	25.4	Other Current Financial Assets	64.1	57.1
Current Tax Liabilities (net)	27.3	22.4	Other Current Assets	320.0	201.3
Total of Current Liabilities	2,981.4	3,757.3	Total Current Assets	3,966.2	4,897.8
Total Equity & Liabilities	9,920.3	10,979.1	Asset held for Disposal	0.0	1,024.2
			Total Assets	9,920.3	10,979.1

GROUP OVERVIEW

STRONG PEDIGREE



90 Year track record of consistent business growth

USD \$3 Billion Inox Group diversified across 6 different businesses

10,000+ employees at 150+ business units across India

Distribution network spread over 50+ countries



Listed Companies

Other Key Companies



Gujarat Fluorochemicals Limited

- Largest producer of chloromethanes, refrigerants and Polytetrafluoroethylene in India



Inox Wind Limited

- Fully integrated player in the wind energy market
- State-of-the-art manufacturing plants near Ahmedabad (Gujarat) and at Una (Himachal Pradesh) and new facility in Madhya Pradesh. Madhya Pradesh facility one of the largest in Asia
- Ability to provide end-to-end turnkey solutions for wind farms



Inox Leisure Limited

- One of the largest multiplex chain in India
- In the business of setting up, operating and managing a national chain of multiplexes under the brand name 'INOX'
- Present in 64 cities with 128 multiplexes and 512 screens



Inox Air Products Private Limited

- 50:50 joint venture with Air Products Inc., USA
- Largest producer of industrial gases in India
- 40 plants spread throughout the country



Inox India Private Limited

- Largest producer of cryogenic liquid storage and transport tanks in India
- Offers comprehensive solutions in cryogenic storage, vaporization and distribution engineering
- Has operations in India, USA, Netherlands and Brazil



Inox Renewables Limited

- Substantially exited wind farming business by selling 246 MW out of 269 MW of operational

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