

Navin Fluorine International Limited

Result Update Presentation

Q2 & H1 FY18

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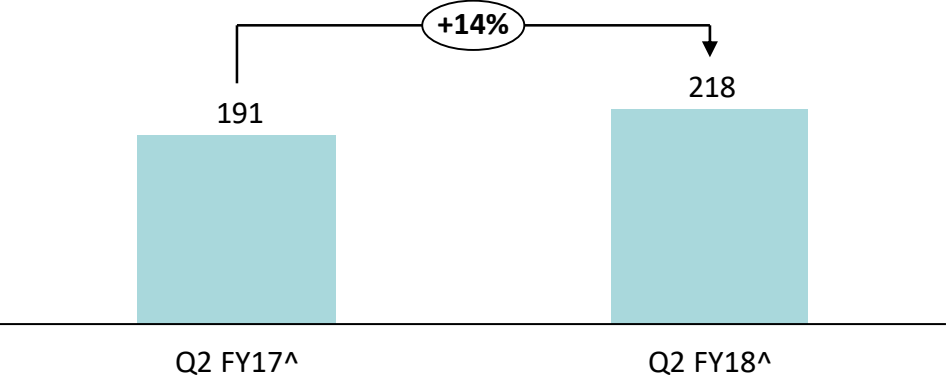
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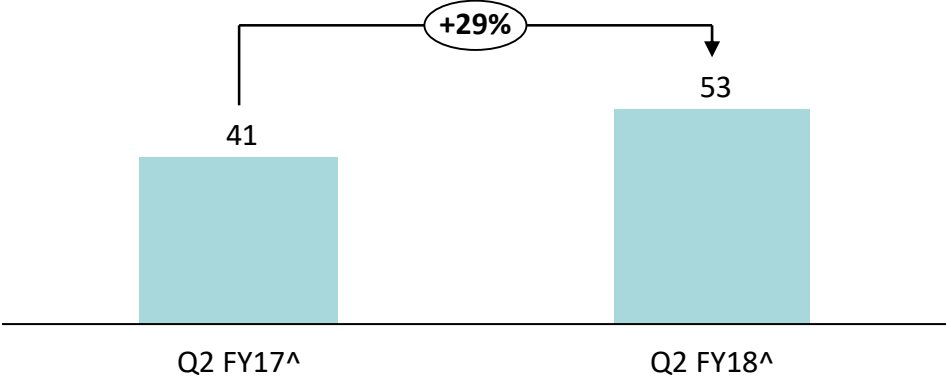
Standalone Financial Highlights – Quarter 2



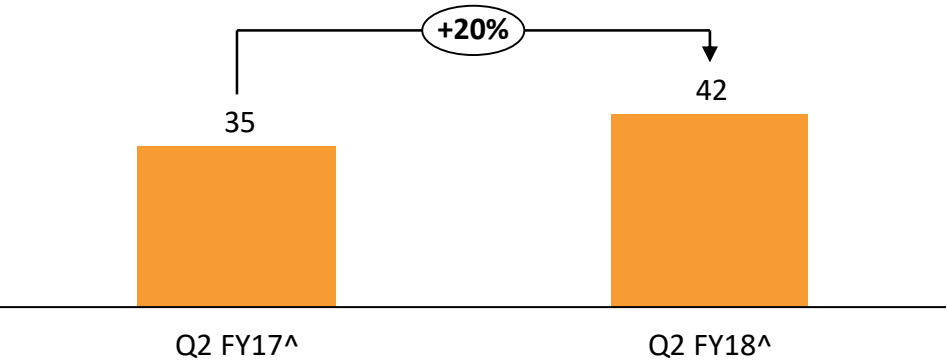
Revenue from Operations (Rs. Crs)



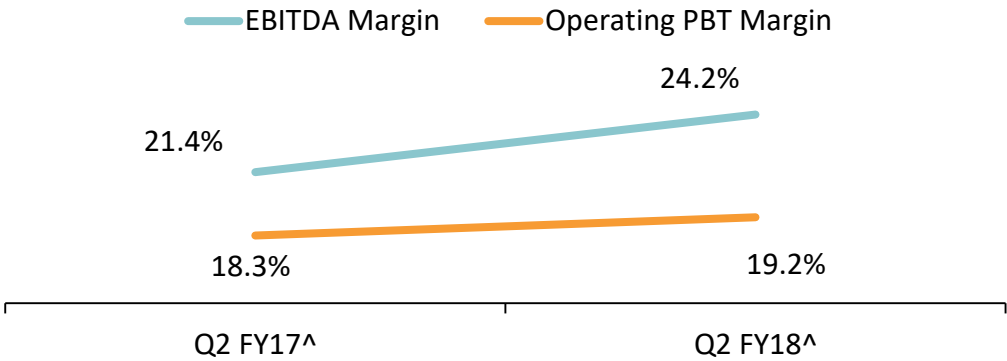
EBITDA (Rs. Crs)



Operating PBT (Rs. Crs)



Margins (%)

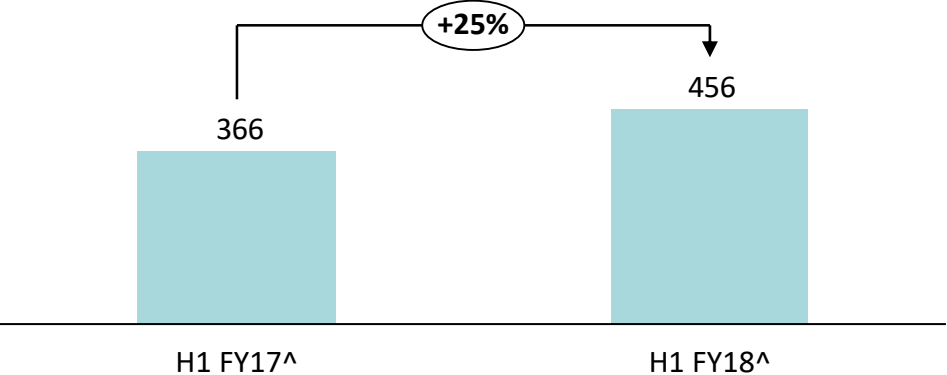


[^] as per Ind AS financials

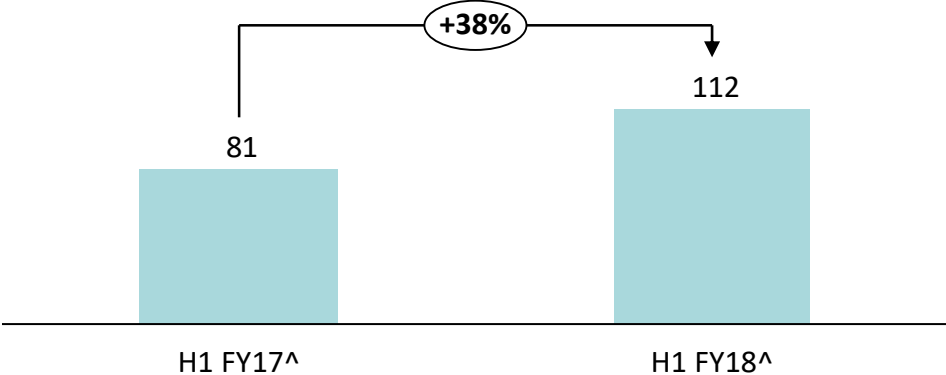
Standalone Financial Highlights – H1



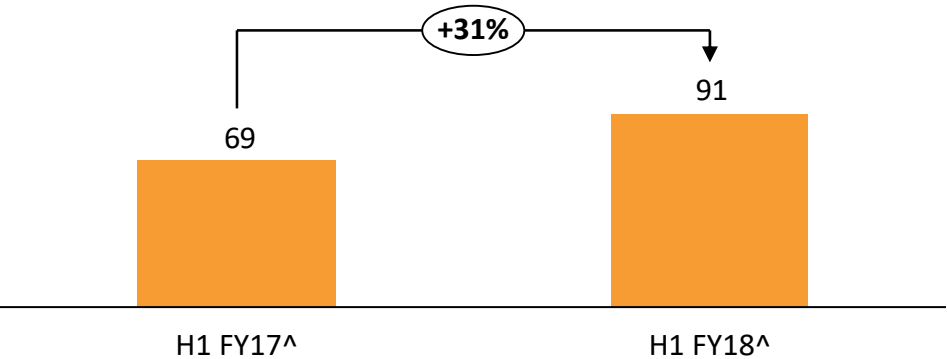
Revenue from Operations (Rs. Crs)



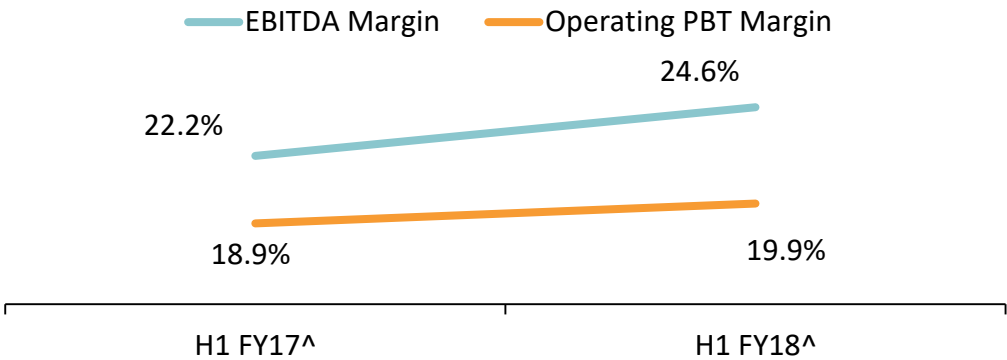
EBITDA (Rs. Crs)



Operating PBT (Rs. Crs)



Margins (%)



Standalone Profitability Statement [as per Ind AS]

Particulars (Rs. Crs.)	Q2 FY18	Q2 FY17	Change %	H1 FY18	H1 FY17	Change %
Revenue from Operations	218	191	14%	456	366	25%
Raw Material	89	79		183	144	
Excise Duty	-	9		13	21	
Employee Expenses	22	18		43	36	
Other Expenses	55	44		105	84	
EBITDA	53	41	29%	112	81	38%
EBITDA Margin	24.2%	21.4%	+ 281 bps	24.6%	22.2%	+ 238 bps
Interest Expenses	0	0		0	0	
Depreciation	11	6		21	12	
Operating PBT	42	35	20%	91	69	31%
Operating PBT Margin	19.2%	18.3%	+ 93 bps	19.9%	18.9%	+ 97 bps
Other Income	21	16		48	36	
PBT	63	51		138	106	
Tax	20	13		46	24	
Profit After Tax	43	38	12%	92	82	12%
Other Comprehensive Income						
Items that will not be reclassified to Profit & Loss (net of tax)	0	0		-1	-1	
Total Comprehensive income for the Period	43	38	13%	91	81	12%
Cash Profit*	54	44	22%	113	94	21%

* Cash Profit = Profit After Tax for the Period + Depreciation

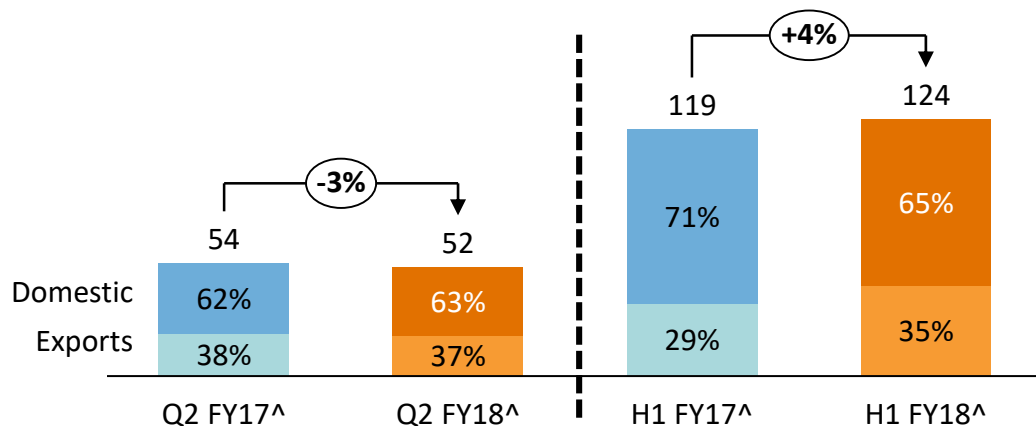
Balance Sheet [as per Ind AS]

ASSETS (Rs. Crs.)	30-Sep-17
Non-current assets	730
Property, Plant and Equipment	398
Capital work-in-progress	27
Investment Property	44
Other Intangible Assets	1
Financial Assets	
(i) Investments	219
(ii) Loans	12
(iii) Other financial assets	7
Non-current tax assets	16
Other non-current assets	6
Current assets	539
Inventories	112
Financial Assets	
(i) Investments	197
(ii) Trade receivables	159
(iii) Cash and cash equivalents	15
(iv) Bank balances other than (iii) above	8
(v) Others financial assets	2
Other Current Assets	46
TOTAL ASSETS	1,269

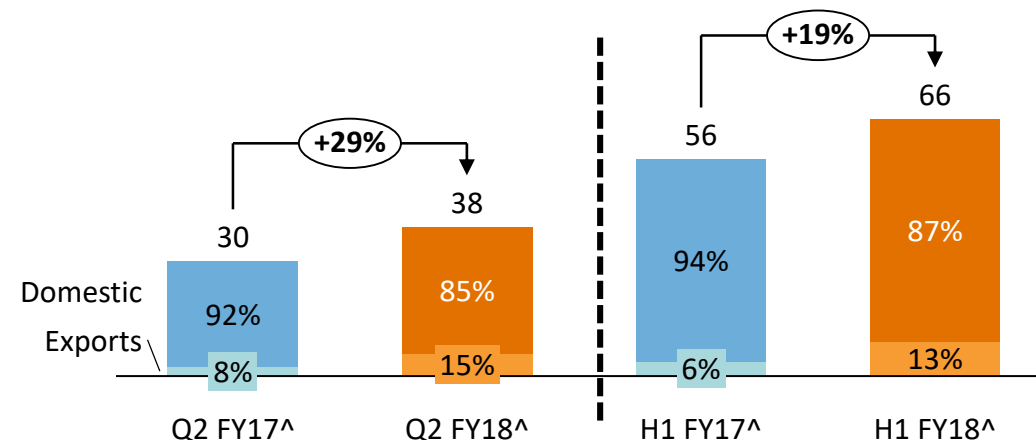
EQUITY AND LIABILITIES (Rs. Crs.)	30-Sep-17
EQUITY	895
Equity Share Capital	10
Other Equity	886
Non-Current Liabilities	69
Provisions	9
Deferred Tax Liabilities (Net)	39
Other non-current liabilities	21
Current liabilities	305
Financial Liabilities	
(i) Trade Payables	104
(ii) Other Financial Liabilities	11
Provisions	2
Current Tax Liabilities (Net)	44
Other Current Liabilities	144
TOTAL EQUITY AND LIABILITIES	1,269

Business Units Performance : Revenue Break-up

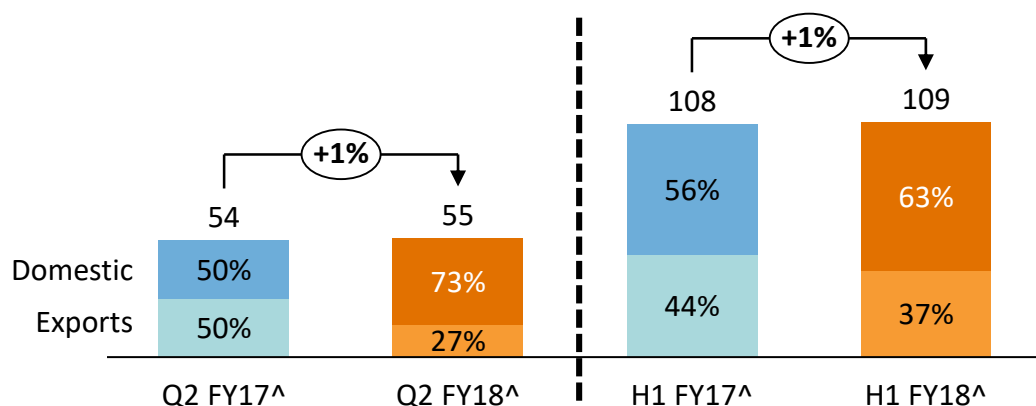
Refrigerants (Rs. Crs)



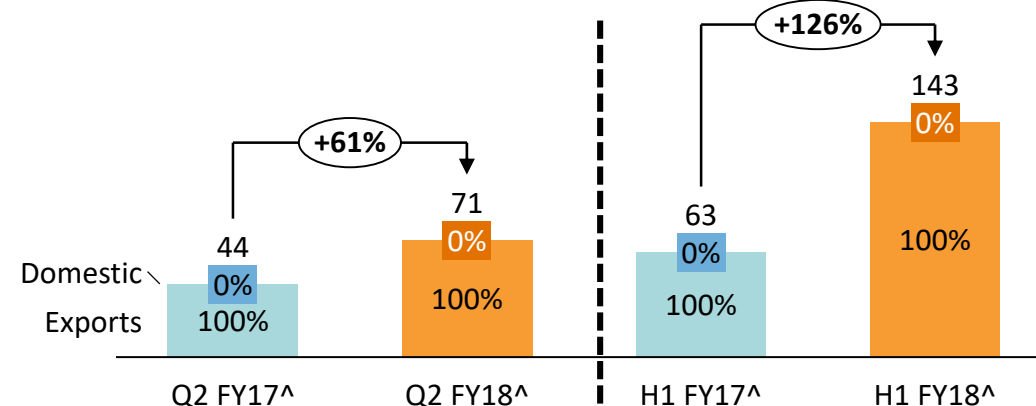
Inorganic Fluorides (Rs. Crs)



Specialty Chemicals (Rs. Crs)

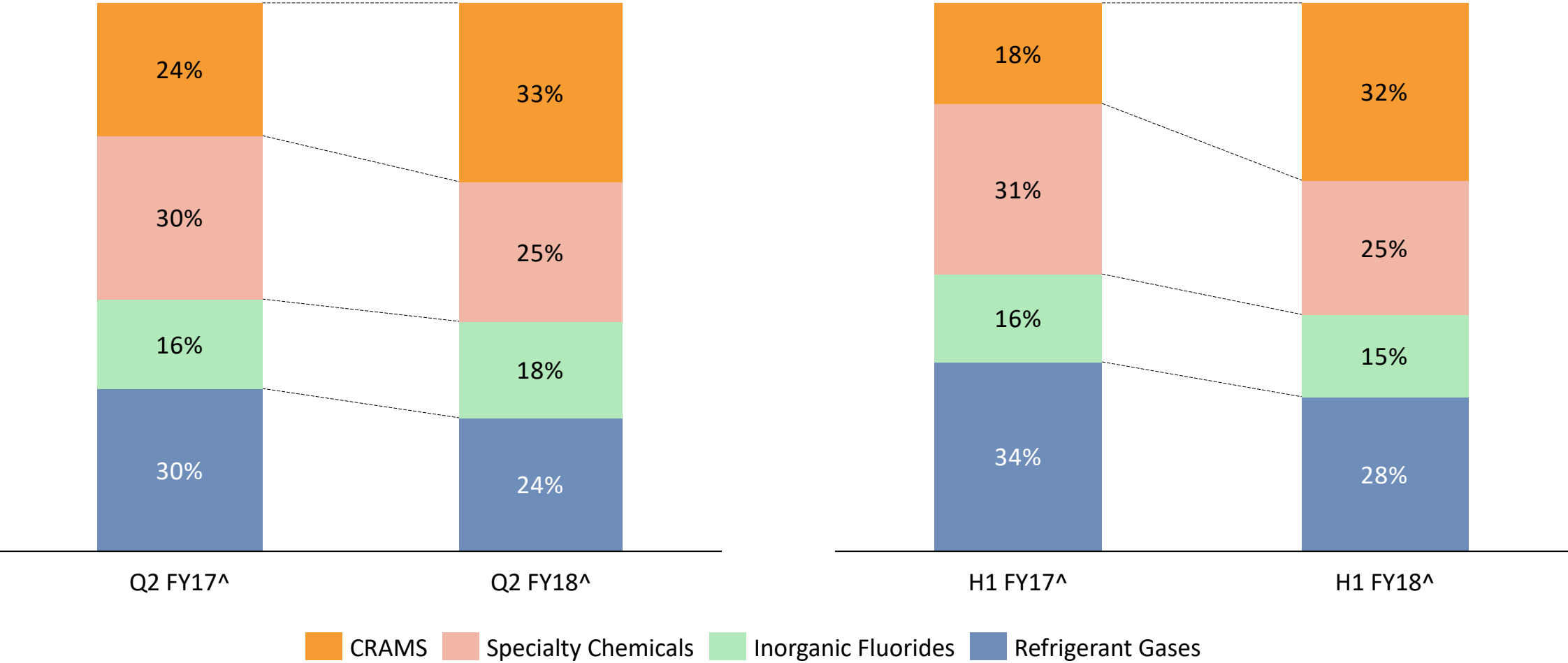


CRAMS (Rs. Crs)



Note: (a) Revenue is Net of Excise Duty / GST; (b) Standalone Results
^ as per Ind AS financials

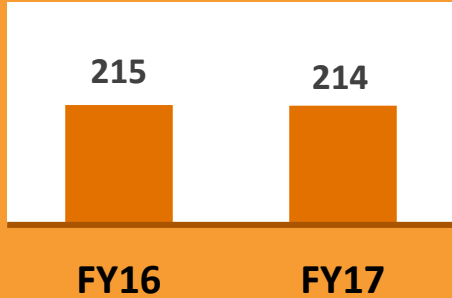
Revenue Mix : Business Unit Wise



* Standalone Results
^ as per Ind AS financials

Annual Financial Performance[#]

Refrigerants



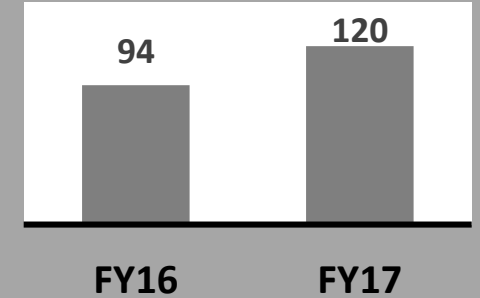
Increasing demands for cooling solutions & as feedstock for Pharmaceutical industry to drive long term growth

31%

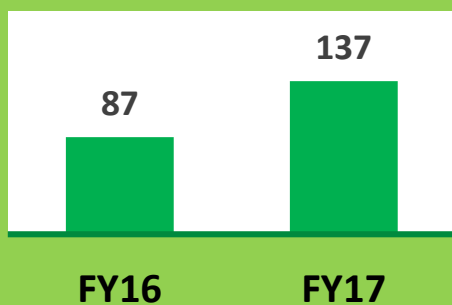
Traction in Key product portfolios & Customer segments

17%

Inorganic Fluorides



CRAMS*



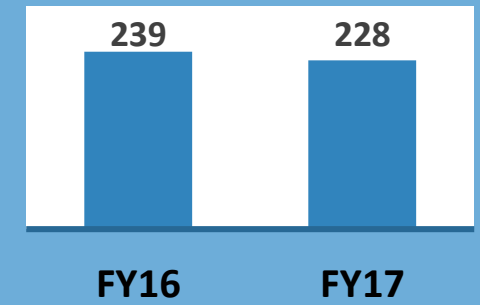
Ramp up in successful delivery across a range of orders from Innovator pharmaceutical Majors through effective leveraging of the cGMP facility at Dewas & integration with M.O.L.

20%

Continuing Focus on niche offerings & key customer interface, backed up by strong product pipeline

33%

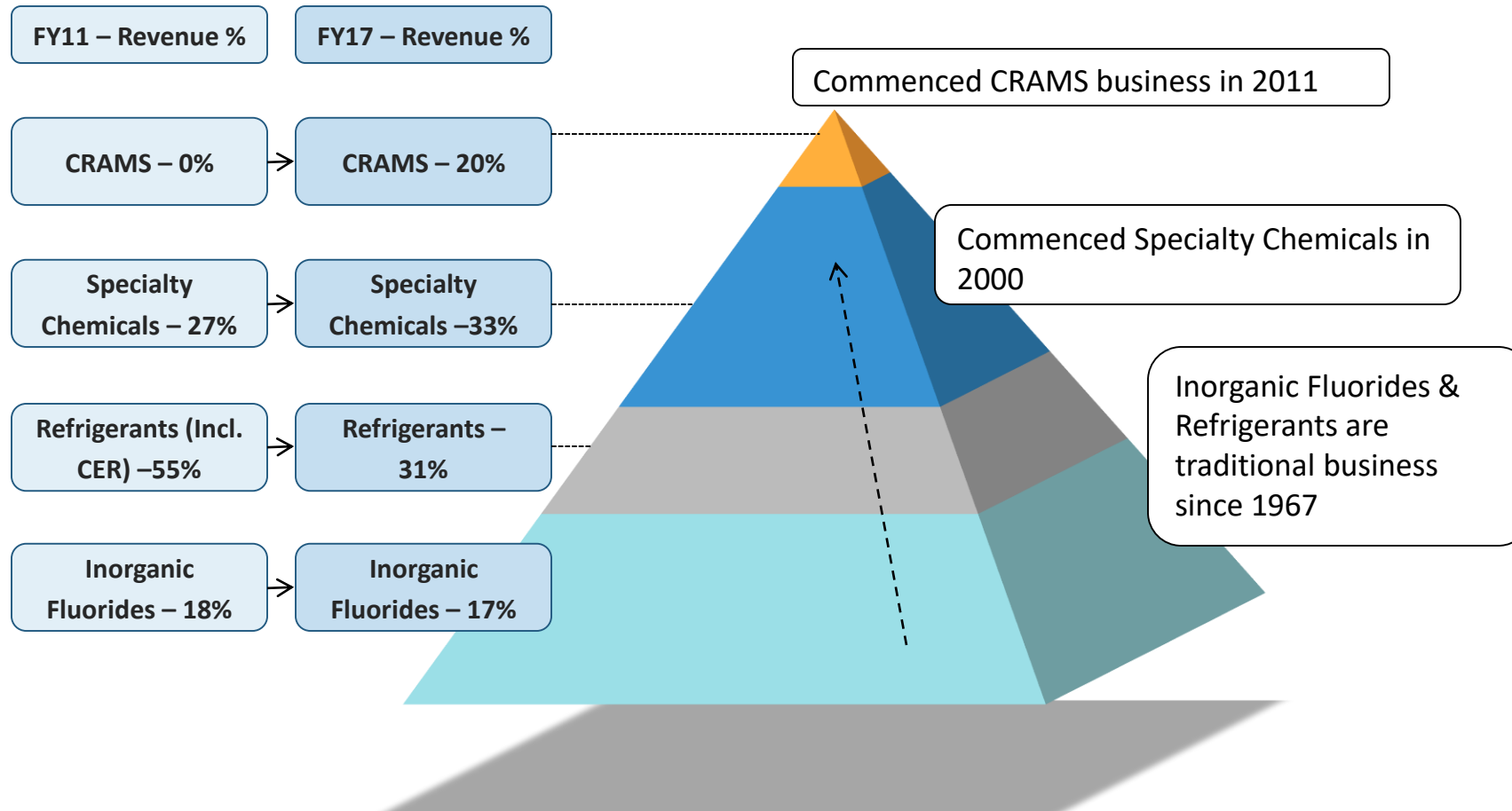
Specialty Chemicals



Revenue
Break-up
FY17

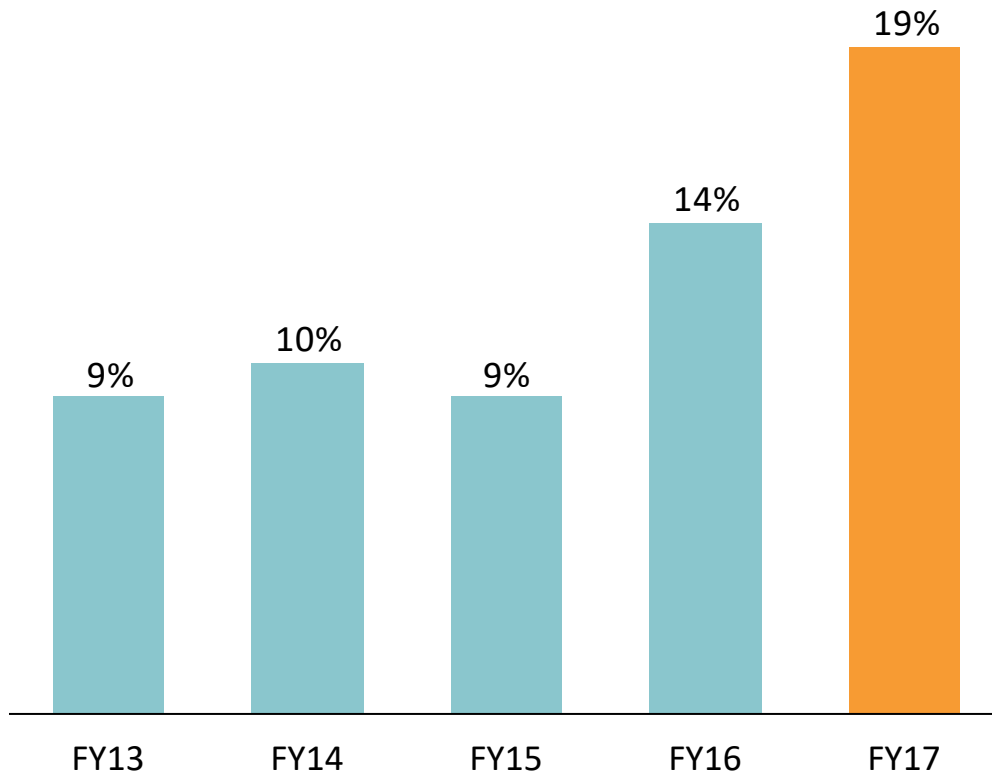
⁹ * CRAMS business generating revenue since FY13
as per I GAAP financials

Rising up Fluorine Value-Pyramid...

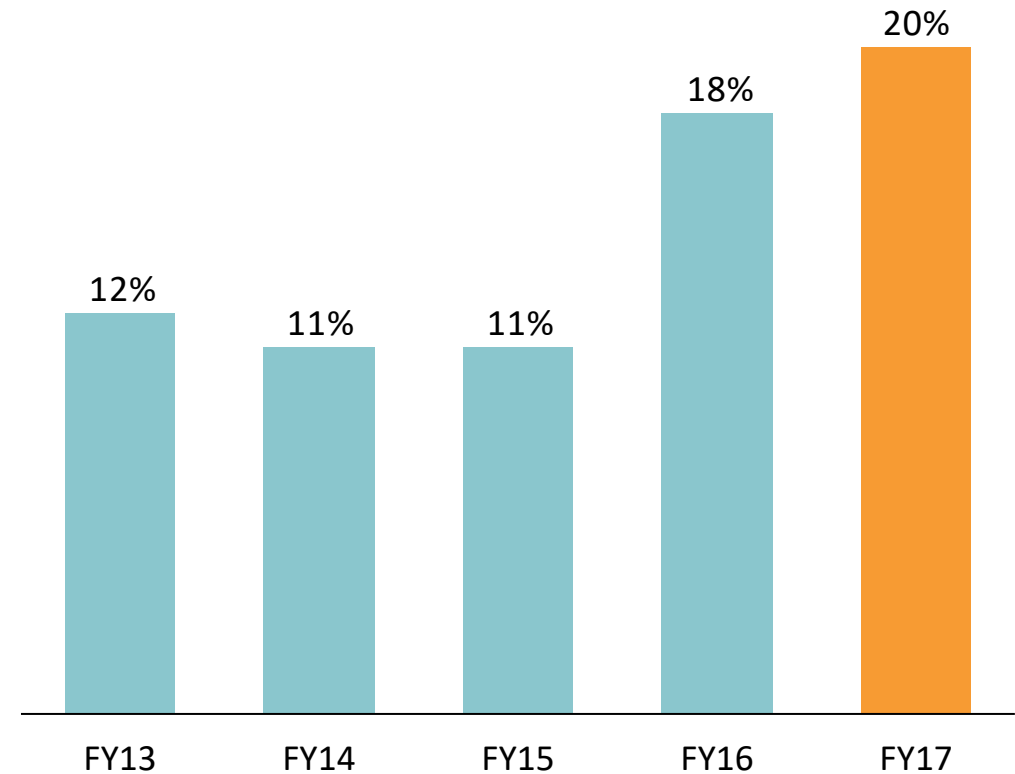


...Strategy Begins to Yield Results

Return on Net Worth # (%)



Return on Capital Employed # (%)

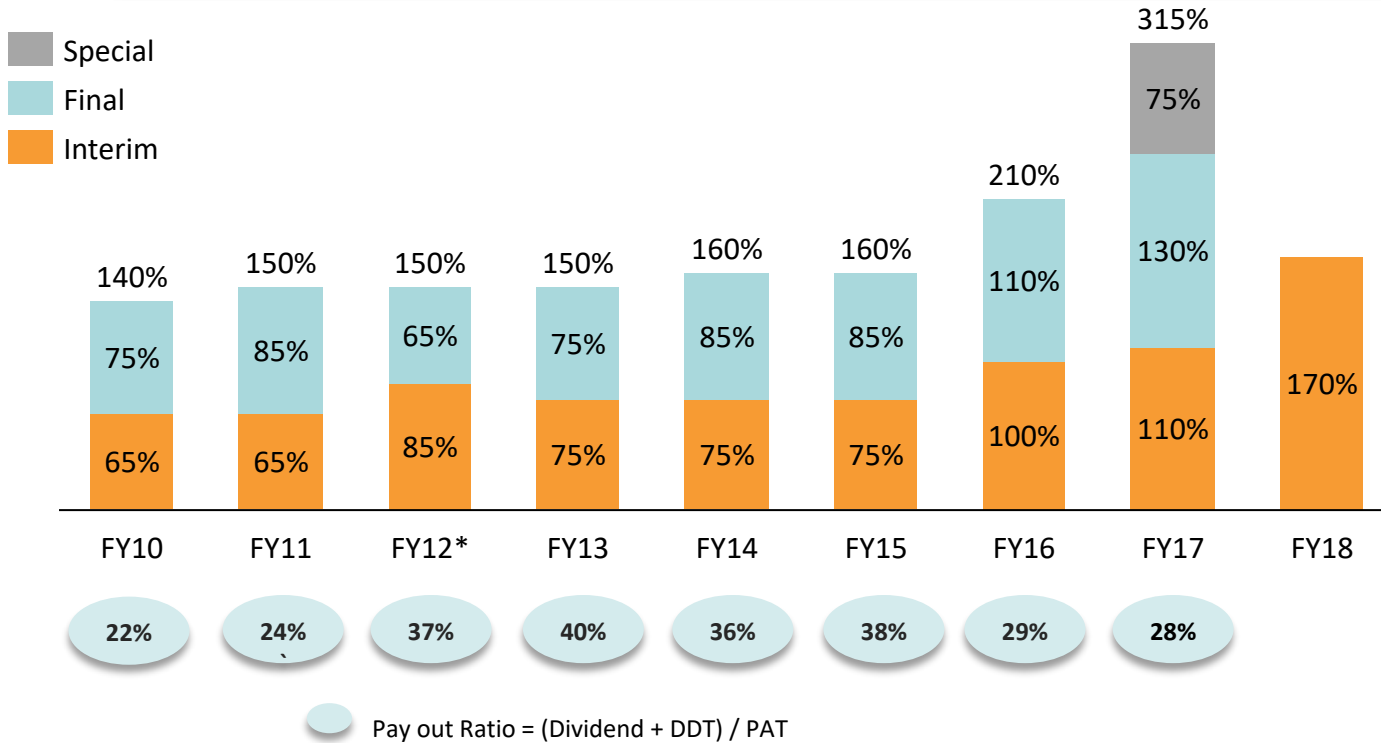


* Standalone Results

- Calculated based on I GAAP Financials

Consistent Dividend Performance

Dividend as % of Face Value



Robust Dividend Payout

- ✓ Continuous Dividend since last 10 years
- ✓ Special Dividend of Rs. 60.00 per share in FY12
- ✓ Special Dividend of 75% in FY17

Board of Directors has declared Interim Dividend of Rs. 3.40 per share of the FV of Rs. 2/- each (170%) for FY 18

Standalone Profitability Statement [as per I GAAP]

Particulars (Rs. Crs.)	FY17	FY16	Change %
Revenue	701	636	10%
Raw Material	286	292	
Employee Expenses	77	66	
Other Expenses	189	162	
Operating EBITDA	150	116	29%
Operating EBITDA Margin	21.4%	18.2%	320 bps
Interest Expenses	0	3	
Depreciation	28	21	
Operating PBT	121	92	32%
Operating PBT Margin	17.3%	14.5%	280 bps
Other Income	30	25	
PBT before exceptional item	151	117	
Exceptional items	27	0	
PBT after exceptional items	178	117	
Tax	44	30	
Profit After Tax	134	86	56%
Adjusted PAT*	107	86	24%
Adjusted PAT* Margin	15.3%	13.5%	180 bps
Cash Profit**	135	107	26%
Cash Profit** Margin	19.3%	16.8%	250 bps

* Adjusted PAT = PAT - Exceptional Items

** Cash Profit = Adjusted PAT + Depreciation

Standalone Balance Sheet [as per I GAAP]

Equity and Liabilities (Rs. Crs.)	Mar'17	Mar'16
Shareholder's Fund	748	634
Share capital	10	10
Reserves & Surplus	738	624
Non-current liabilities	69	63
Long term borrowings	0	0
Deferred Tax Liabilities (net)	42	36
Other non-current liabilities	19	21
Long Term Provisions	7	6
Current liabilities	250	152
Short term borrowings	0	30
Trade Payables	92	92
Other current liabilities	143	12
Short Term Provision	15	18
Total Equity and Liabilities	1,067	849

Assets (Rs. Crs.)	Mar'17	Mar'16
Non-current assets	690	542
Fixed assets	428	282
Tangible Assets	411	267
Intangible Assets	0	1
Capital Work in Progress	17	14
Non-current Investments	212	213
Long-term loans and advances	50	48
Current assets	377	306
Current Investments	80	53
Inventories	99	63
Trade receivables	129	139
Cash and bank balances	30	15
Short Term Loans & Advances	37	34
Other current assets	2	3
Total Assets	1,067	849

Consolidated Profitability Statement [as per I GAAP]

Particulars (Rs. Crs.)	FY17	FY16	Change %
Revenue	748	680	10%
Raw Material	303	311	
Employee Expenses	92	81	
Other Expenses	195	171	
Operating EBITDA	158	117	35%
Operating EBITDA Margin	21.1%	17.2%	390 bps
Interest Expenses	2	4	
Depreciation	30	22	
Operating PBT	126	91	38%
Operating PBT Margin	16.8%	13.4%	340 bps
Other Income	31	24	
PBT before exceptional item	157	116	
Exceptional items	27	0	
PBT after exceptional items	184	116	
Tax	46	32	
Profit After Tax	138	84	64%
Adjusted PAT*	111	84	32%
Adjusted PAT* Margin	14.8%	12.4%	240 bps
Cash Profit**	141	106	33%
Cash Profit ** Margin	18.9%	15.6%	330 bps

* Adjusted PAT = PAT - Exceptional Items

** Cash Profit = Adjusted PAT + Depreciation



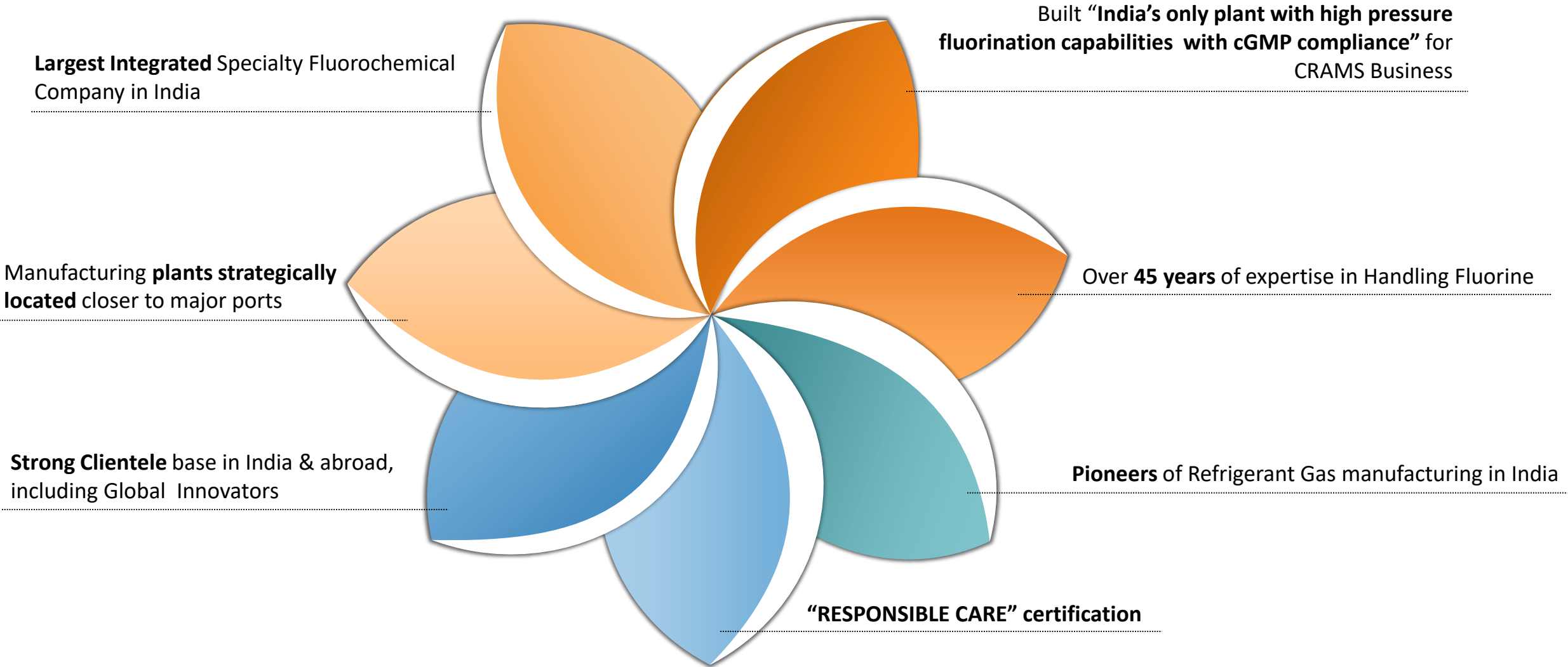
Consolidated Balance Sheet [as per I GAAP]

Equity and Liabilities (Rs. Crs.)	Mar'17	Mar'16
Shareholder's Fund	765	645
Share capital	10	10
Reserves & Surplus	755	636
Minority Interest	0	0
Non-current liabilities	123	113
Long term borrowings	51	48
Deferred Tax Liabilities (net)	43	37
Other non-current liabilities	21	23
Long Term Provisions	7	6
Current liabilities	220	196
Short term borrowings	19	34
Trade Payables	94	96
Other current liabilities	93	49
Short Term Provision	15	18
Total Equity and Liabilities	1,107	955

Assets (Rs. Crs.)	Mar'17	Mar'16
Non-current assets	689	608
Fixed assets	460	307
Tangible Assets	428	286
Intangible Assets	0	1
Capital Work in Progress	31	20
Goodwill on Consolidation	88	88
Non-current Investments	108	117
Long-term loans and advances	33	96
Current assets	419	347
Current Investments	80	53
Inventories	113	76
Trade receivables	136	151
Cash and bank balances	48	29
Short Term Loans & Advances	38	34
Other current assets	4	4
Total Assets	1,107	955

Business Overview





Business Units (BU) – Standalone

Focus on “Rising up Fluorine Value-Chain” with better profitability

CRAMS

- Leveraging our proven skills in Fluorination Chemistry
- CRAMS for custom chemical syntheses of fluorinated compounds for the pharmaceuticals, agro chemicals and speciality chemicals industries

Specialty Chemicals

- Large Scale Manufacture of Specialty Fluoro Intermediates
- Dedicated multipurpose plants (MPP) to process multi step products and intermediates which are high in the value chain

Refrigerants

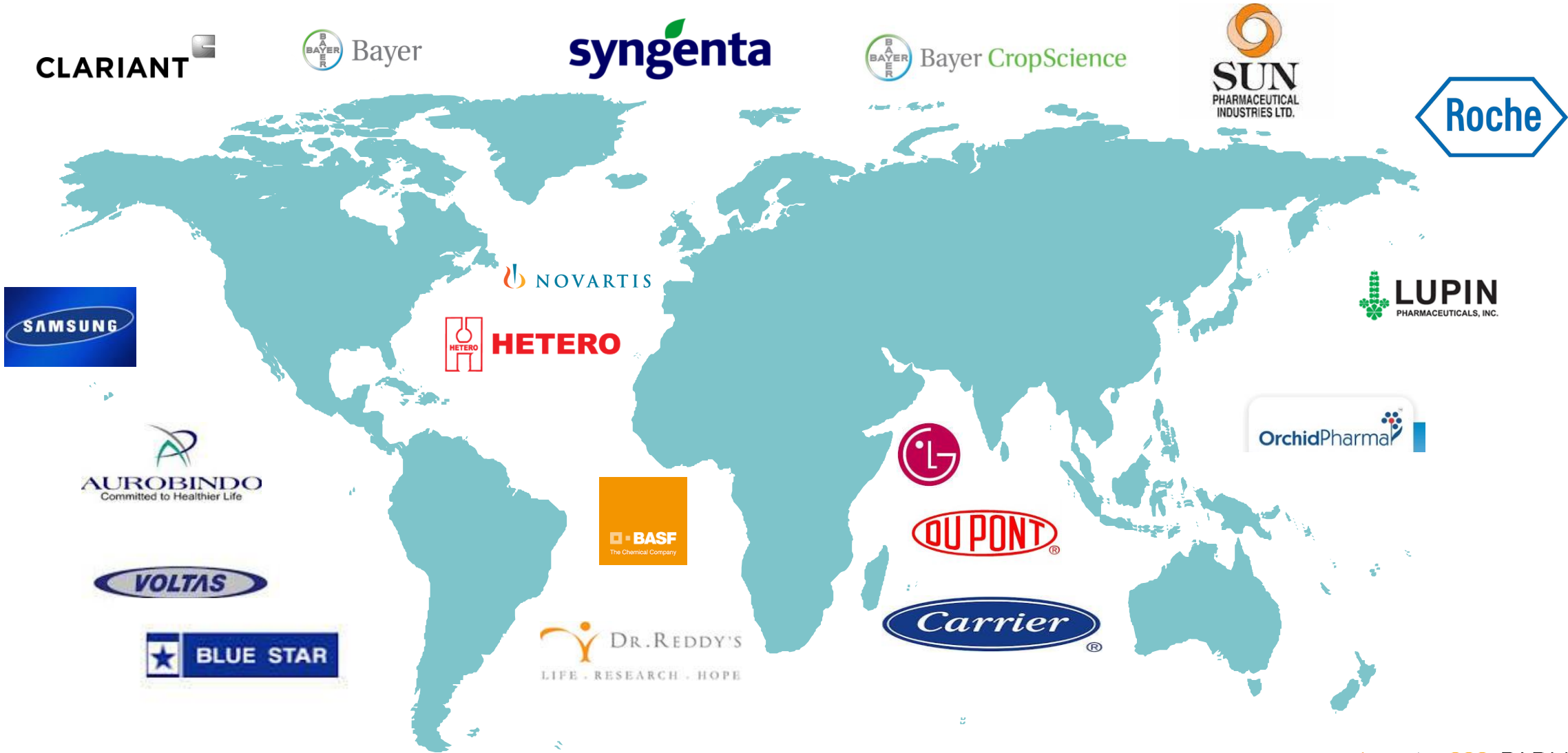
- Pioneer in Refrigerants in India
- Backward integrated into the manufacture of critical intermediates which are precursors to our Mafron brand of refrigerants

Inorganic Fluorides

- Over 45 years of Expertise in Inorganic Fluoride Chemistry
- Long & rich experience in manufacturing various inorganic fluorides with capacity, flexibility and experienced work force as well as develop products as per customer's need



Clients across the Globe



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

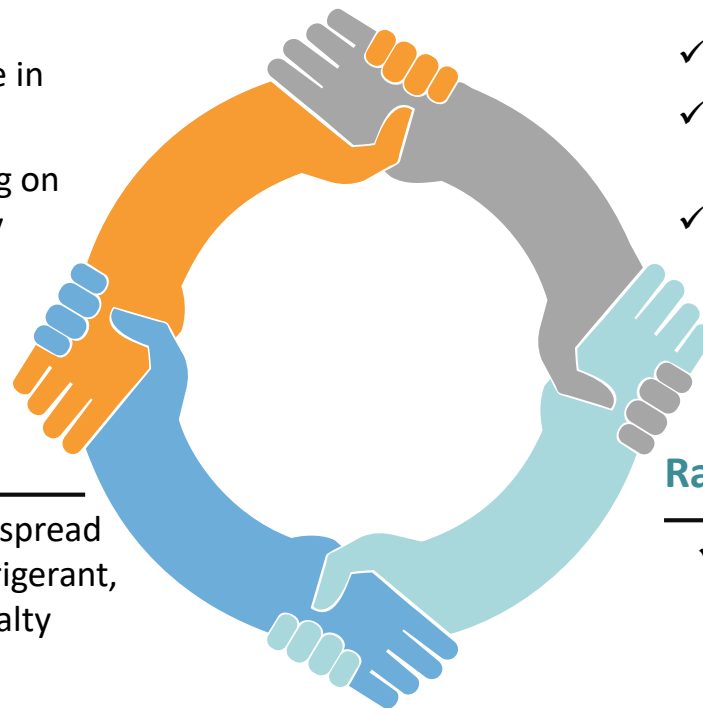
- ✓ Chemical Complex at Surat spread over 135 acres, houses Refrigerant, Inorganic Fluorides & Specialty Chemicals Plants
- ✓ cGMP Compliant Pilot plant for CRAMS in Dewas
- ✓ cGMP Compliant Manufacturing plant for CRAMS fully operational.

In-house R&D

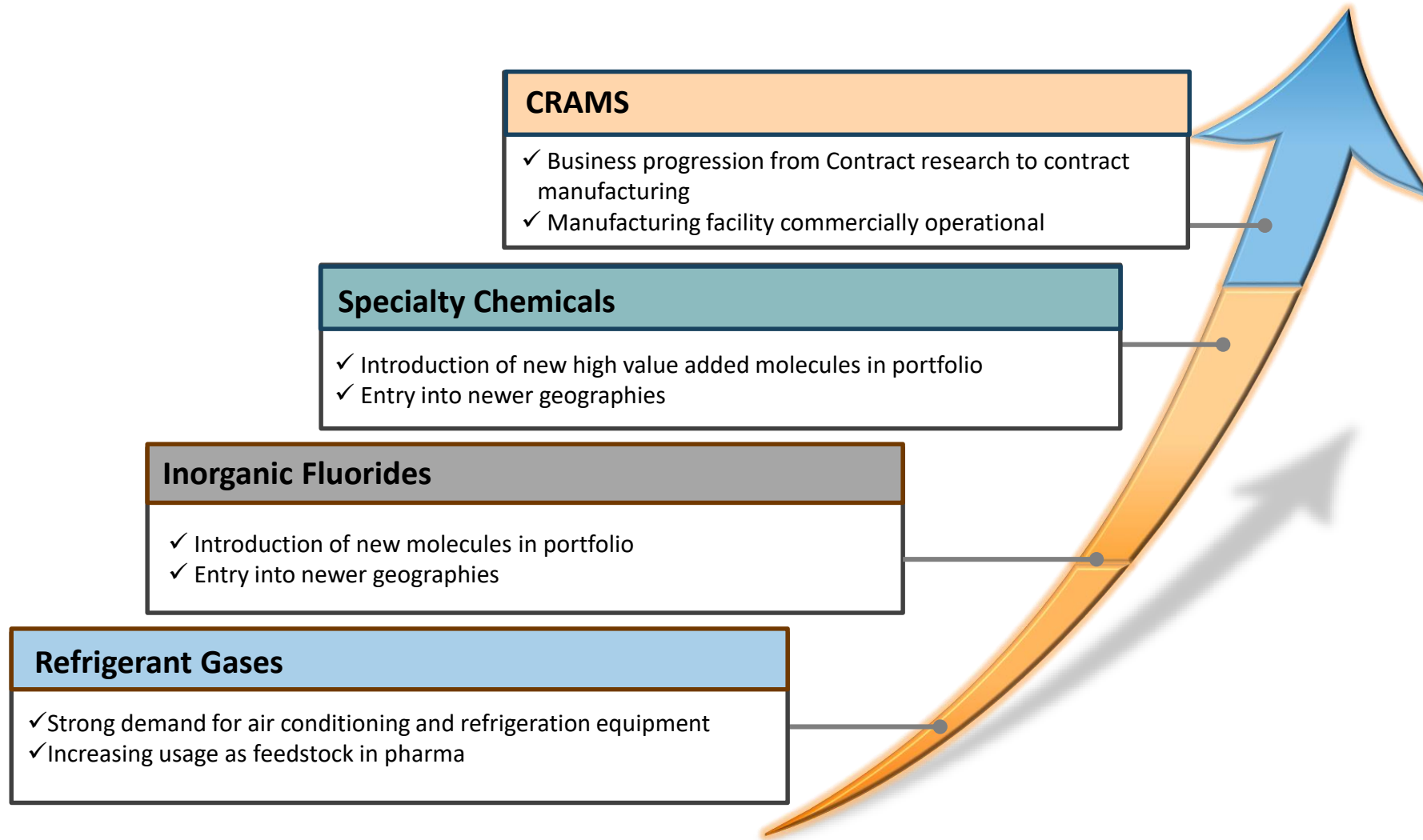
- ✓ State-of-the-art R&D centre – Navin Research Innovation Centre at Surat
- ✓ DSIR approved R&D Centre
- ✓ Supports in product addition & process efficiency in all business units
- ✓ R&D strength augmented by Manchester Organics Acquisition

Raw Material Sourcing

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



Growth driven by Every Business Unit



For further information, please contact:

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