The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai 400001
Scrip code: 500173

The Secretary
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E), Mumbai 400051
Scrip Code: GUJFLUORO

Sub: Investor Presentation pursuant to Regulation 30 and all other applicable Regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,
Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith copy of the Investor Presentation on the Unaudited Financial Results of the Company for the Second Quarter and Half Year ended 30thSeptember, 2018.

We request you to please take the above on record.
Thanking You
Yours faithfully,
For Gujarat Fluorochemicals Limited
Butrn
Bhavin Desai
Company Secretary

## Encl as above



## GUJARAT FLUOROCHEMICALS LIMITED

QUARTERLY INVESTOR UPDATE
Q2 \& H1 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
- Q2 \& H1 FY19 RESULTS HIGHLIGHTS
- CONSOLIDATED RESULTS
- CHEMICALS BUSINESS

W WIND TURBINE MANUFACTURING BUSINESS

- WIND FARMING BUSINESS
- FILM EXHIBITION BUSINESS
- BALANCE SHEET UPDATE
- SHAREHOLDING STRUCTURE
- ANNEXURE



## KEY HIGHLIGHTS



- Continued momentum in chemicals business led by higher sales and price improvements


## WIND FARMING BUSINESS

FILM EXHIBITION BUSINESS

- Revenues up 48\%, EBITDA up 28\%, PAT (excluding Income Tax Refund) up 26\% in Q2 FY19 vs. Q2 FY18 (YoY)
- Business turning around after $11 / 2$ year of transition pain, with execution of auction based order book
- Sales of 90 MW and commissioning of 16 MW from SECI-1.
- Revenues up 449\%, EBITDA up by 370\%, PAT increased by 103\% in Q2 FY19 vs. Q2 FY18 (YoY).
- In advance stage of launching next generation Multi megawatt wind turbine.
- Substantially exited wind farming business by selling 246 MW out of 269 MW of operational capacity
- Developing further capacity for creating value
- Now present in 66 cities with 132 properties, 536 screens and 129,544 seats.
- Revenues up 17\%, EBITDA up by 2\%, PAT increased by 2\% in Q2 FY19 vs. Q2 FY18 (YoY).
- Improved performance due to sustained focus on non box office revenue.



## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS <br> CONSOLIDATED RESULTS

Q2 FY19 YoY ANALYSIS

H1 FY19 YoY ANALYSIS


| PAT \& PAT MARGIN *** |  |
| :---: | :---: |
|  | 21.7\% |
| 6.0\% | $\square$ |
|  | 615.5 |
|  | 349.4 |
| 118.4 |  |
| 118.4 | 266.1 |
| H1 FY18 | H1 FY19 |

Note: * Revenue from Operations, ** EBITDA excluding Other Income *** PAT Q2 \& H1 FY19 includes IT Refund of earlier year

## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS CONSOLIDATED REVENUES BREAKUP



## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS CONSOLIDATED EBITDA BREAKUP



## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS CONSOLIDATED PAT BREAKUP



## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS STANDALONE RESULTS

Q2 FY19 YoY ANALYSIS








Note: * Revenue from Operations, ** EBITDA excluding Other Income *** PAT Q2 \& H1 FY19 includes IT Refund of earlier year

## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS

## CHEMICALS BUSINESS - STANDALONE RESULTS

Q2 \& H1 FY19 YoY ANALYSIS - REVENUES BREAKUP
In Rs. Cr


## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS <br> CHEMICALS BUSINESS - STANDALONE RESULTS

Q2 FY19 YoY ANALYSIS - SALES VOLUME BREAKUP (MT)



Q2 FY19 YoY ANALYSIS - PRICE TREND (RS PER MT)



## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS CHEMICALS BUSINESS - STANDALONE RESULTS

H1 FY19 YoY ANALYSIS - SALES VOLUME BREAKUP (MT)



## H1 FY19 YoY ANALYSIS - PRICE TREND (RS PER MT)




## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS

## CHEMICALS BUSINESS - STANDALONE RESULTS



## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS WIND TURBINE MANUFACTURING BUSINESS (INOX WIND LIMITED)



Q2 FY19 YoY ANALYSIS


H1 FY19 YoY ANALYSIS
EBITDA ** \& EBITDA MARGIN


PAT \& PAT MARGIN


## Q2 \& H1 FY19 - RESULTS HIGHLIGHTS WIND FARMING BUSINESS (INOX RENEWABLES LIMITED)

## Q2 FY19 YoY ANALYSIS

In Rs. Cr



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

## Q2 \& H1 FY1 - RESULTS HIGHLIGHTS <br> FILM EXHIBITION BUSINESS (INOX LEISURE LIMITED)

Q2 FY19 YoY ANALYSIS


EBITDA ** \& EBITDA MARGIN


## H1 FY19 YoY ANALYSIS




## SHAREHOLDING STRUCTURE




Promoter \& Promoter Group,
68.33

| Market Data | As on 12.11.2018 (BSE) |
| :--- | ---: |
| Market capitalization (Rs Cr) | 10064.46 |
| Price (Rs.) | 916.20 |
| No. of shares outstanding (Cr) | 10.99 |
| Face Value (Rs.) | 1.0 |
| 52 week High-Low (Rs.) | $934.00-722.40$ |


| Key Investors - September 2018 | \% Holding |
| :--- | :---: |
| Aadi Financial Advisors LLP | $1.16 \%$ |
| FIL Investments (Mauritius) Ltd | $1.13 \%$ |
| Uti-Mid Cap Fund | $0.69 \%$ |
| Vanguard Emerging Markets Stock Index Fund, A Series <br> Of Vanguard International Equity Index Funds | $0.36 \%$ |
| Dimensional Emerging Markets Value Fund $0.35 \%$ <br> Vanguard Total International Stock Index Fund <br> India Opportunities Growth Fund Ltd - Pinewood <br> Strategy $0.30 \%$ | $0.26 \%$ |

## ANNEXURES

## DETAILED FINANCIALS STANDALONE P\&L STATEMENT

| Particulars (In Rs Cr) | Q2 FY19 | Q2 FY18 | YoY \% | Q1 FY19 | QoQ \% | H1 FY19 | H1 FY18 | YoY \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from Operations | 680.2 | 458.6 | 48.3\% | 694.8 | -2.1\% | 1,375.0 | 961.0 | 43.1\% |
| Other Income | 42.9 | 21.6 | 98.1\% | 13.6 | 215.2\% | 56.5 | 47.0 | 20.1\% |
| Total Income | 723.1 | $480.3{ }^{\text {² }}$ | 50.6\% | $708.4{ }^{\text {² }}$ | 2.1\% | 1,431.5 | 1,008.0 | 42.0\% |
| Cost of Material Consumed | 222.5 | 132.4 | 68.1\% | 254.0 | -12.4\% | 476.6 | 247.5 | 92.6\% |
| Purchases of stock-in-trade | 0.0 | 0.0 | - | 0.1 | -100.0\% | 0.1 | 0.0 | - |
| Changes in inventories of finished goods, work-in-progress and stock-in-trade | -19.6 | -31.9 | -38.6\% | -42.0 | -53.3\% | -61.6 | 8.3 | -845.1\% |
| Excise Duty | 0.0 | 0.0 | - | 0.0 | - | 0.0 | 28.7 | -100.0\% |
| Employee benefit expense | 38.5 | 33.1 | 16.5\% | 43.2 | -10.8\% | 81.7 | 69.1 | 18.2\% |
| Power and fuel | 120.2 | 105.2 | 14.3\% | 120.1 | 0.1\% | 240.4 | 198.7 | 21.0\% |
| Foreign Exchange Fluctuation (Gain)/Loss (net) | -13.0 | -3.9 | 230.8\% | -11.8 | 10.1\% | -24.8 | -4.6 | 437.0\% |
| Other Expenses | 133.9 | 69.6 | 92.6\% | 118.6 | 13.0\% | 252.5 | 154.5 | 63.5\% |
| EBITDA | 197.7 | $154.3{ }^{\text {² }}$ | 28.1\% | $212.6{ }^{\text { }}$ | -7.0\% | 410.2 | 258.9 | 58.5\% |
| EBITDA Margin \% | 29.1\% | 33.6\% ${ }^{\prime}$ | -459bps | 30.6\% ${ }^{\text { }}$ | -153bps | 29.8\% | 26.9\% ${ }^{\prime}$ | 290bps |
| Depreciation and amortization expense | 39.9 | 38.1 | 4.9\% | 38.6 | 3.4\% | 78.6 | 75.8 | 3.6\% |
| Finance Cost | 17.1 | 11.7 | 46.8\% | 11.9 | 43.3\% | 29.0 | 23.2 | 25.2\% |
| PBT before exceptional item | 183.5 | $126 .{ }^{\text { }}$ | 45.4\% | $175.6{ }^{\text { }}$ | 4.5\% | 359.1 | 206.9 | 73.6\% |
| Exceptional items |  |  | - |  | - |  |  | - |
| Tax Expense | -277.3 | 37.5 | -839.6\% | 60.3 | -559.6\% | -217.0 | 54.9 | -495.3\% |
| PAT | 460.8 | $88.7{ }^{\text {² }}$ | 419.3\% | $115.3{ }^{\text {² }}$ | 299.8\% | 576.1 | 152.0 | 279.0\% |
| PAT Margin \% | 67.7\% | 19.3\% ${ }^{\prime}$ | 4839bps | 16.6\% ${ }^{\prime}$ | 5115bps | 41.9\% | 15.8\% ${ }^{\prime}$ | 2608bps |
| Earnings Per Share (EPS) | 41.95 | $8.08{ }^{\text {² }}$ | 419.3\% | $10.49{ }^{\text {F }}$ | 299.8\% | 52.44 | 13.84 | 279.0\% |

## DETAILED FINANCIALS STANDALONE BALANCE SHEET

| Particulars (Rs Cr) | Sep-18 | Particulars (Rs Cr) | Sep-18 |
| :---: | :---: | :---: | :---: |
| Share Holders' Funds: |  | Non-current Assets: |  |
|  |  | Property, Plant \& Equipment | 1,928.1 |
| Equity Share Capital | 11.0 | Capital Work-in-progress | 352.9 |
| Other Equity | 3,998.0 | Investment Property | 10.4 |
| Total of Shareholder Funds | 4,008.9 | Other Intangible Assets | 29.9 |
| Non-current Liabilities: |  | Investments | 766.7 |
| Borrowings | 105.8 | Loans | 169.2 |
| Other Financial Liabilities | 2.0 | Others Financial Assets | 13.8 |
|  |  | Deferred Tax Assets (Net) | 5.3 |
| Provisions | 18.2 | Other Non-current Assets | 189.5 |
| Deferred Tax Liabilities (Net) |  | Income Tax Assets (net) | 62.6 |
| Total of Non-current Liabilities | 125.9 | Total Non-current Assets | 3,528.5 |
| Current Liabilities: |  | Current Assets: |  |
| Borrowings | 591.0 | Inventories | 421.0 |
|  |  | Investments | 0.2 |
| Trade payables | 296.4 | Trade receivables | 693.1 |
| Other Current Financial Liabilities | 195.3 | Cash and Bank Balances | 8.2 |
| Other Current Liabilities | 10.6 | Loans | 330.2 |
| Provisions | 11.2 | Other Current Financial Assets | 9.8 |
| Current Tax Liabilities (net) | 31.1 | Current tax assets (Net) | 167.8 |
| Total of Current Liabilities | 1,135.6 | Other Current Assets | $111.6$ |
| Total Equity \& Liabilities | 5,270.5 | Total Assets | 5,270.5 |

DETAILED FINANCIALS

## CONSOLIDATED P\&L STATEMENT

| Particulars (In Rs Cr) | Q2 FY19 | Q2 FY18 | YoY \% | Q1 FY19 | QoQ \% | H1 FY19 | H1 FY18 | YoY \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from Operations | 1,479.5 | 875.4 | 69.0\% | 1,359.8 | 8.8\% | 2,839.2 | 1,960.6 | 44.8\% |
| Other Income | 39.2 | 33.1 | 18.5\% | 8.5 | 360.3\% | 47.7 | 69.8 | -31.7\% |
| Revenue from Operations | 1,518.6 | 908.4 | 67.2\% | 1,368.3 | 11.0\% | 2,886.9 | 2,030.4 | 42.2\% |
| Cost of Material Consumed | 518.3 | 152.7 | 239.4\% | 538.9 | -3.8\% | 1,057.1 | 313.4 | 237.3\% |
| Purchases of stock-in-trade | 0.0 |  | - | 0.1 | - | 0.1 | 0.0 |  |
| Excise Duty | 0.0 | 0.0 |  | 0.0 | - | 0.0 | 28.7 | -100.0\% |
| Changes in inventories of finished goods, work-in-progress and stock-in-trade | -45.6 | -0.7 | 6407.1\% | -57.3 | -20.5\% | -102.8 | 21.0 | -589.2\% |
| Employee benefit expense | 95.6 | 85.2 | 12.2\% | 95.3 | 0.3\% | 190.9 | 173.8 | 9.8\% |
| Power and fuel | 147.8 | 129.3 | 14.3\% | 149.0 | -0.8\% | 296.8 | 251.5 | 18.0\% |
| Erection, Procurement \& Commissioning Cost | 28.6 | 32.6 | -12.3\% | 38.7 | -26.2\% | 67.3 | 107.1 | -37.2\% |
| Film Exhibition Cost | 95.1 | 88.5 | 7.6\% | 109.7 | -13.3\% | 204.8 | 195.5 | 4.8\% |
| Foreign Exchange Fluctuation (Gain)/Loss (net) | -7.6 | -1.7 | 344.2\% | -12.0 | - | -19.7 | -9.0 | 118.0\% |
| Other Expenses | 350.4 | 240.7 | 45.6\% | 310.4 | 12.9\% | 660.8 | 524.7 | 25.9\% |
| Expenditure capitalised |  | -48.6 | -100.0\% | -169.8 |  | -169.8 | -48.6 | 249.2\% |
| EBITDA | 296.9 | 197.5 | 50.3\% | $356.8{ }^{\text {F }}$ | -16.8\% | 653.7 | 402.5 | 62.4\% |
| EBITDA Margin \% | 20.1\% | 22.6\% | -250bps | 26.2\% ${ }^{\text {² }}$ | -617bps | 23.0\% | 20.5\% ${ }^{\text {² }}$ | 250bps |
| Impairment Loss |  | 0.7 | -100.0\% |  | - |  | 1.3 | -100.0\% |
| Depreciation and amortization expense | 82.2 | 75.1 | 9.4\% | 80.0 | 2.8\% | 162.1 | 149.4 | 8.5\% |
| Finance Cost | 57.3 | 78.8 | -27.2\% | 53.1 | 8.0\% | 110.4 | 160.7 | -31.3\% |
| Share of profit / (loss) of joint ventures and associates | 0.3 | 0.0 | -2900.0\% | -0.1 | -500.0\% | 0.2 | 0.0 | -2200.0\% |
| PBT before exceptional item | 196.9 | $76.0{ }^{\circ}$ | 159.0\% | $232.2{ }^{\text {F }}$ | -15.2\% | 429.1 | 160.9 | 166.7\% |
| Exceptional items |  | 9.2 | -100.0\% |  |  | 0.0 | -1.8 | -100.0\% |
| Tax Expense | -271.5 | 25.4 | -1169.2\% | 85.1 | -419.0\% | -186.4 | 40.7 | -557.9\% |
| PAT | 468.3 | 59.8 | 683.7\% | $147 .{ }^{\circ}$ | 218.3\% | 615.45 | 118.4 | 419.8\% |
| PAT Margin \% | 31.7\% | 6.8\% | 2483bps | 10.8\% ${ }^{\circ}$ | 2083bps | 21.7\% | 6.0\% ${ }^{\text {² }}$ | 1564bps |
| Earnings Per Share (EPS) | 42.63 | $5.44{ }^{\circ}$ | 683.7\% | $13.39{ }^{\circ}$ | 218.3\% | 56.03 | 10.78 | 419.8\% |

## DETAILED FINANCIALS

CONSOLIDATED BALANCE SHEET

| Particulars (Rs Cr) | Sep-18 | Particulars (Rs Cr) | Sep-18 |
| :---: | :---: | :---: | :---: |
| Share Holders' Funds: |  | Non-current Assets: |  |
| Equity Share Capital | 11.0 | Property, Plant \& Equipment | 3,779.8 |
| Other Equity | 5,306.0 | Capital Work-in-progress | 961.1 |
| Non-controlling Interest | 1,221.7 | Investment Property | 9.8 |
|  |  | Goodwill | 17.6 |
| Total of Shareholder Funds | 6,538.8 | Other Intangible Assets | 75.5 |
| Non-current Liabilities: |  | Investments | 490.7 |
| Borrowings | 612.8 | Loans | 111.8 |
| Trade payables | 0.0 | Others Financial Assets | 340.0 |
| Other Financial Liabilities | 6.1 | Other Non-current Assets | 283.8 |
| Provisions | 37.1 | Deferred Tax Assets (net) | 185.6 |
| Deferred Tax Liabilities (Net) | 13.0 | Tax Assets (net) | 94.2 |
| Other Non-Current Liabilities | 133.2 | Total Non-current Assets Current Assets: | 6,349.8 |
| Total of Non-current Liabilities | 802.2 | Inventories | 1,270.5 |
| Current Liabilities: |  | Investments | 8.8 |
| Borrowings | 1,082.7 | Trade receivables | 2,190.4 |
| Trade payables | 1,279.5 | Cash and Bank Balances | 184.7 |
| Other Financial Liabilities | 617.5 | Loans | 47.5 |
| Other Current Liabilities | 344.2 | Other Current Financial Assets | 70.6 |
| Provisions | 28.2 | Current Tax Assets (net) | 167.8 |
| Current Tax Liabilities (net) | 53.0 | Total Current Assets | 4,396.1 |
| Total of Current Liabilities | 3,405.0 | Asset held for Disposal | 0.0 |
| Total Equity \& Liabilities | 10,745.9 | Total Assets | 10,745.9 |

## STRONG PEDIGREE



## FOR FURTHER QUERIES:

Deepak Asher<br>Director and Group Head (Corporate Finance)<br>Email : deepakasher@gfl.co.in

Bhavin Desai
Company Secretary
Email : bvdesai@gfl.co.in

