

GUJARAT FLUOROCHEMICALS LIMITED

QUARTERLY INVESTOR UPDATE
Q1 FY16





This presentation and the following discussion may contain “forward looking statements” by Gujarat Flurochemicals 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.

- ❑ Q1 FY16 RESULTS HIGHLIGHTS
 - ❑ CONSOLIDATED RESULTS
 - ❑ CHEMICALS BUSINESS
 - ❑ WIND TURBINE MANUFACTURING BUSINESS
 - ❑ WIND FARMING BUSINESS
 - ❑ FILM EXHIBITION BUSINESS
- ❑ SHAREHOLDING STRUCTURE
- ❑ FINANCIAL SUMMARY
- ❑ BUSINESS STRATEGY & OUTLOOK
- ❑ ANNEXURE

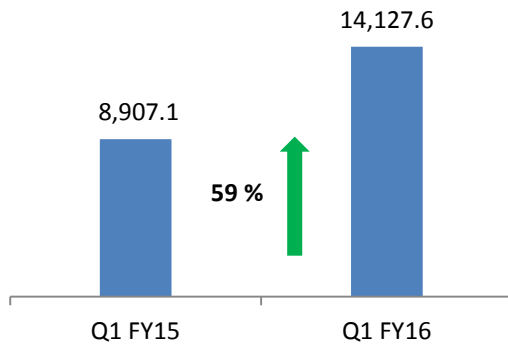


Q1 FY16 – RESULTS HIGHLIGHTS

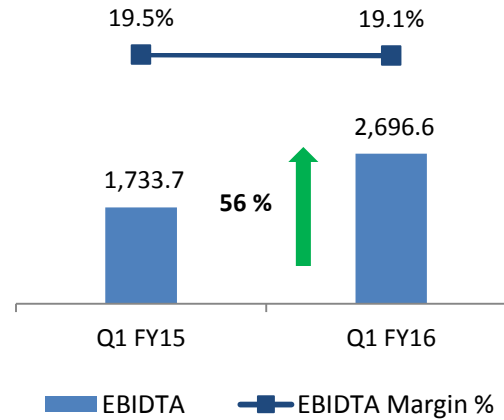
CONSOLIDATED RESULTS



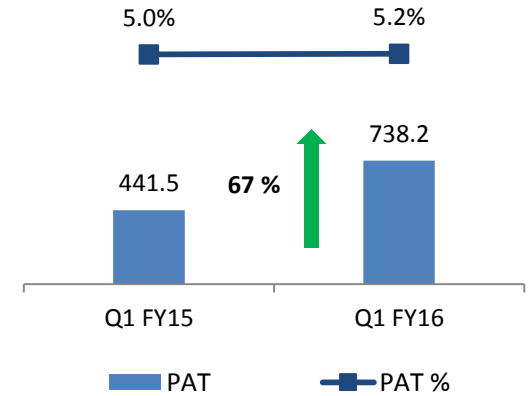
REVENUES *



EBITDA ** & EBITDA MARGIN



PAT # & PAT MARGIN



Strong Growth driven by Robust Operating Performance across almost all verticals

Note: * Revenue from Operations, ** EBITDA excluding Other Income, # PAT after minority interest and share of associates

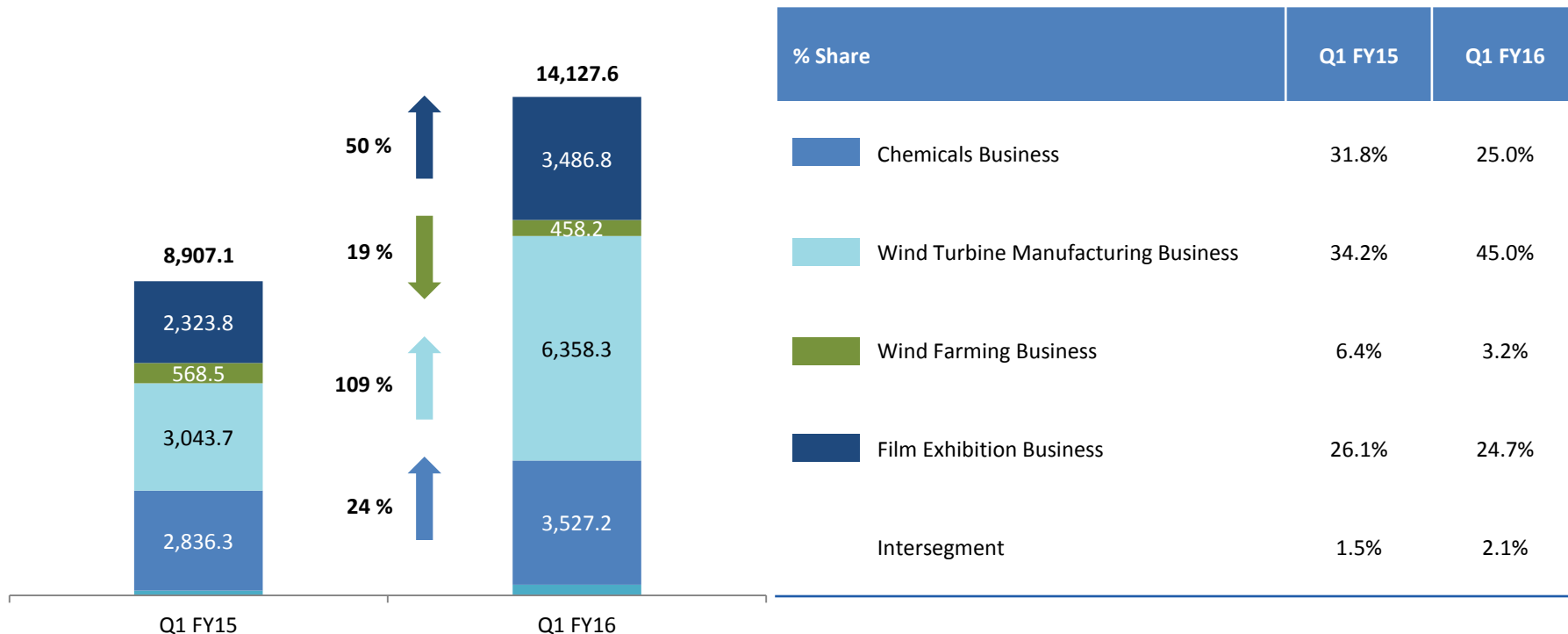
In Rs. Mn

Q1 FY16 – RESULTS HIGHLIGHTS

CONSOLIDATED REVENUES BREAKUP



CONSOLIDATED REVENUES – BUSINESS WISE BREAKUP



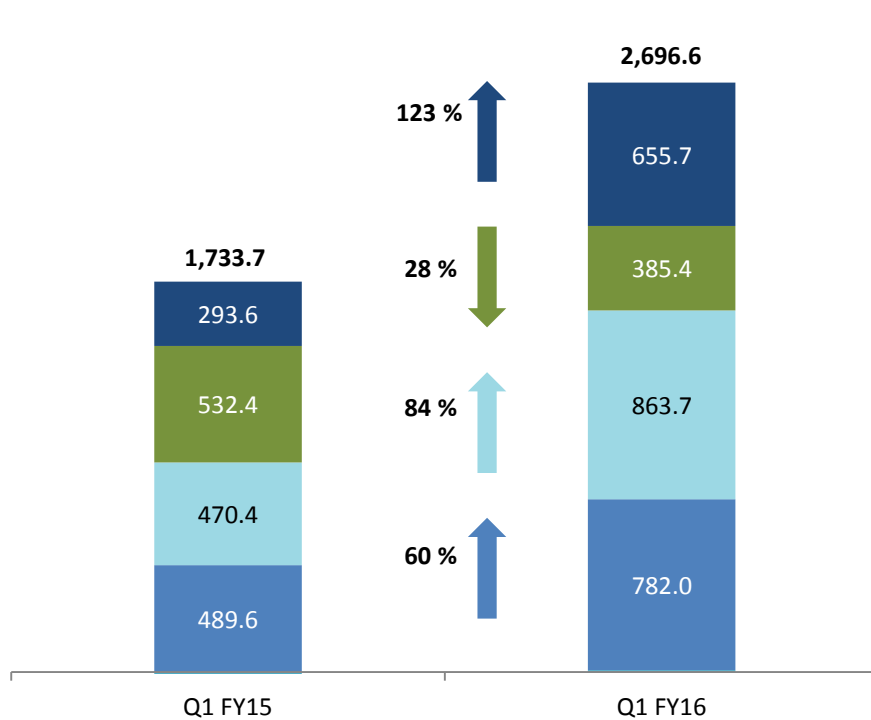
% Share	Q1 FY15	Q1 FY16
Chemicals Business	31.8%	25.0%
Wind Turbine Manufacturing Business	34.2%	45.0%
Wind Farming Business	6.4%	3.2%
Film Exhibition Business	26.1%	24.7%
Intersegment	1.5%	2.1%

Q1 FY16 – RESULTS HIGHLIGHTS

CONSOLIDATED EBITDA BREAKUP



CONSOLIDATED EBITDA – BUSINESS WISE BREAKUP



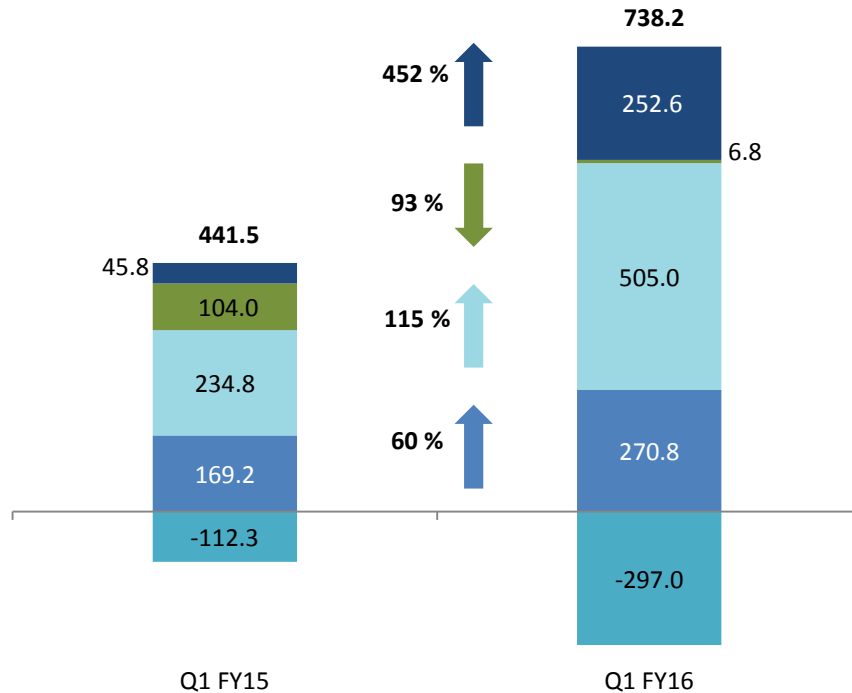
% Share	Q1 FY15	Q1 FY16
Chemicals Business	28.2%	29.0%
Wind Turbine Manufacturing Business	27.1%	32.0%
Wind Farming Business	30.7%	14.3%
Film Exhibition Business	16.9%	24.3%
Intersegment	-3.0%	0.4%

Q1 FY16 – RESULTS HIGHLIGHTS

CONSOLIDATED PAT BREAKUP



CONSOLIDATED PAT – BUSINESS WISE BREAKUP



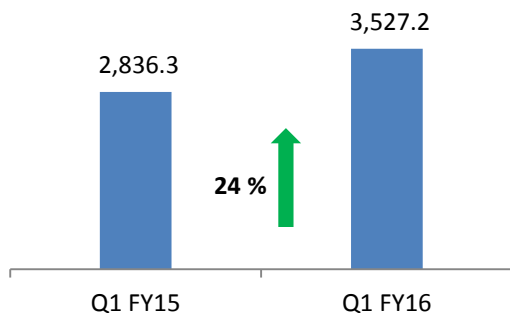
% Share	Q1 FY15	Q1 FY16
Chemicals Business	38.3%	36.7%
Wind Turbine Manufacturing Business	53.2%	68.4%
Wind Farming Business	23.6%	0.9%
Film Exhibition Business	10.4%	34.2%
Intersegment	-25.4%	-40.2%

Q1 FY16 – RESULTS HIGHLIGHTS

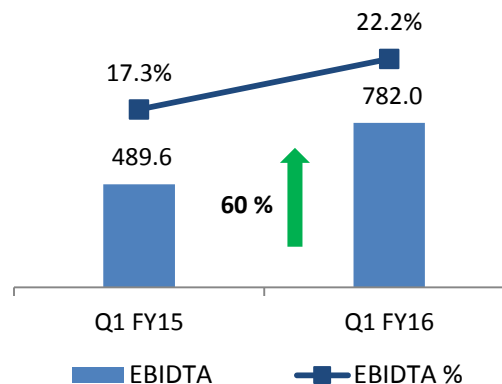
CHEMICALS BUSINESS - STANDALONE RESULTS



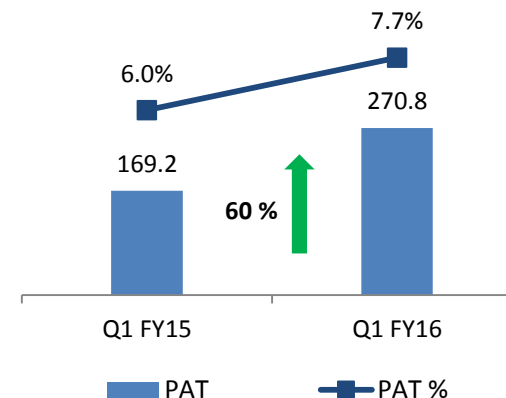
REVENUES *



EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN



Strong growth in revenues due to commencement of speciality chemicals and exports of refrigerants

Improvement in margins due to higher operating efficiencies

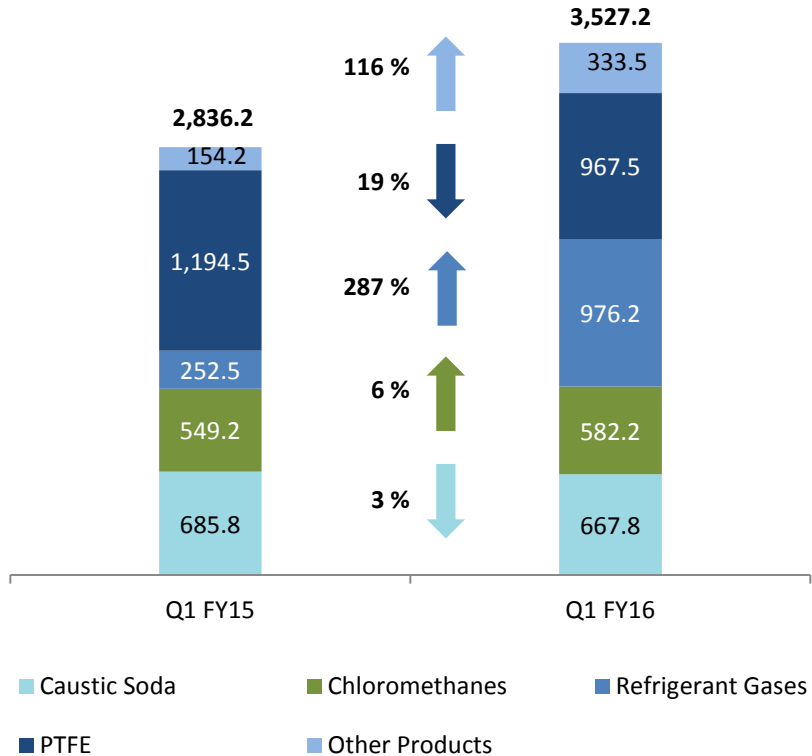
* Revenue from Operations, ** EBITDA excluding Other Income

Q1 FY16 – RESULTS HIGHLIGHTS

CHEMICALS BUSINESS



REVENUES BREAKUP



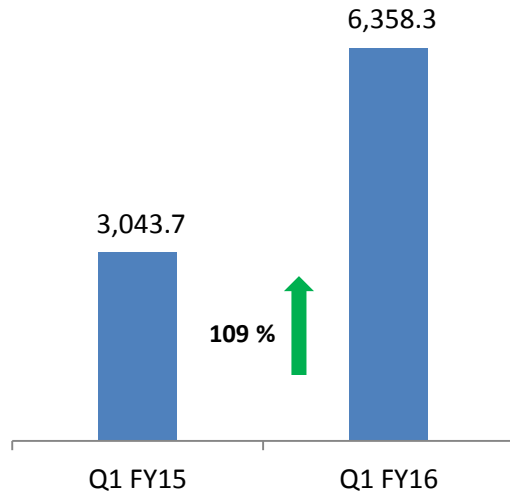
% Share	Q1 FY15	Q1 FY16
Caustic Soda	24.2%	18.9%
Chloromethanes	19.4%	16.5%
Refrigerant Gases	8.9%	27.7%
PTFE	42.1%	27.4%
Other Products	5.4%	9.5%

Q1 FY16 – RESULTS HIGHLIGHTS

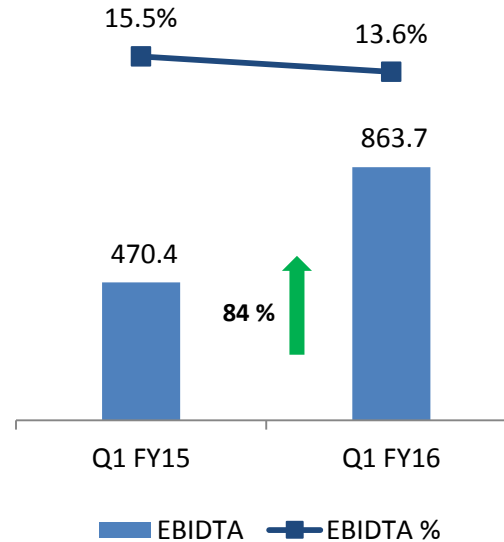
WIND TURBINE MANUFACTURING BUSINESS (INOX WIND LIMITED)



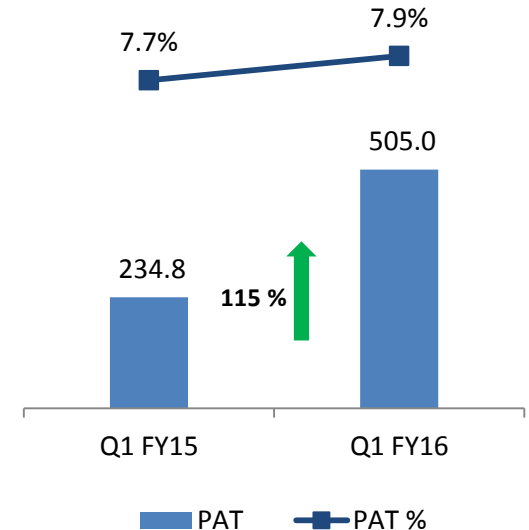
REVENUES*



EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN



Strong Operational Performance
Growth Momentum Maintained

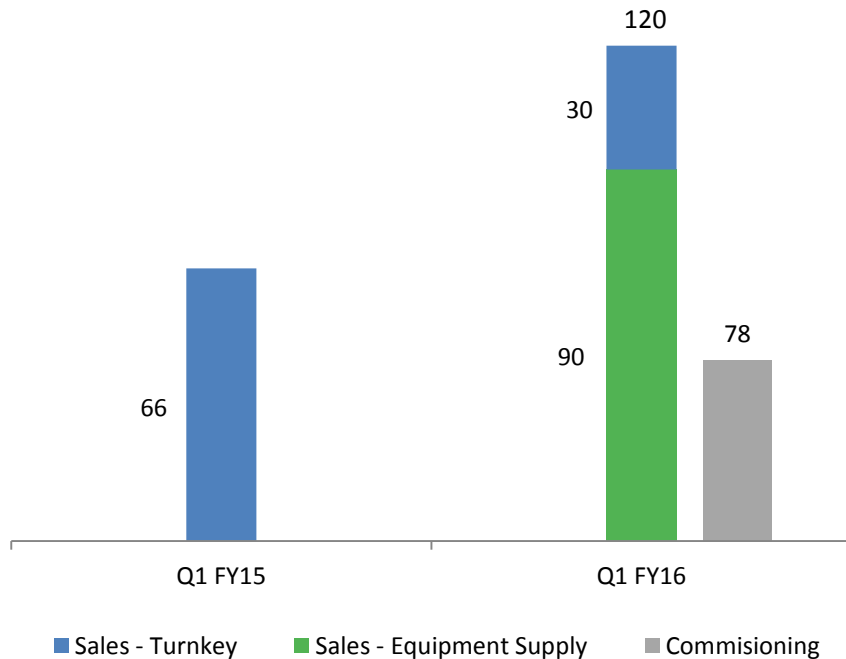
Note: * Revenue from Operations, ** EBITDA excluding Other Income

Q1 FY16 – RESULTS HIGHLIGHTS

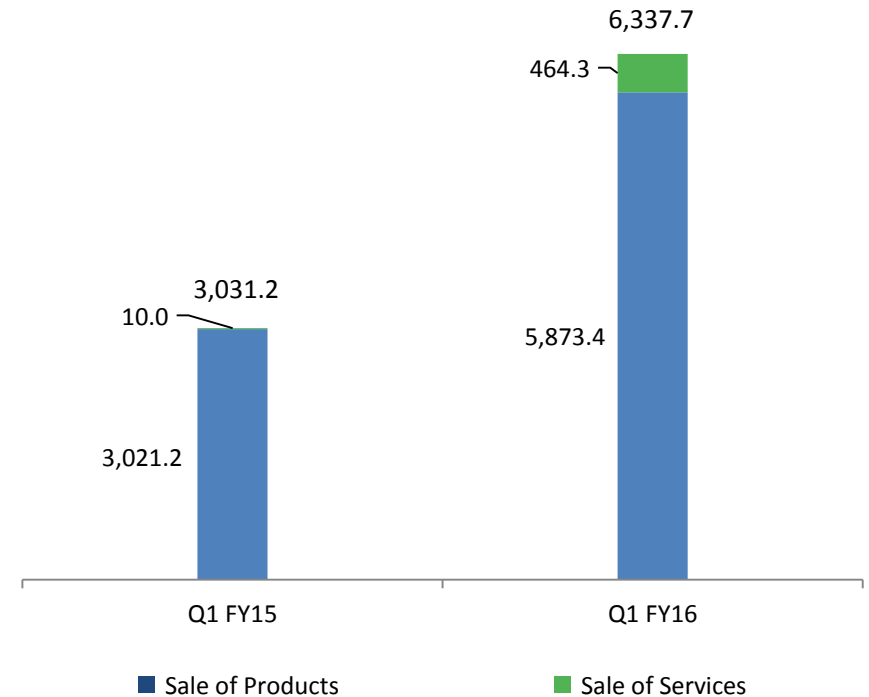
WIND TURBINE MANUFACTURING BUSINESS (INOX WIND LIMITED)



REVENUE BREAKUP - SALES & COMMISSIONING VOLUMES (MW)



REVENUES BREAKUP – SALE OF PRODUCTS VS. SERVICES (RS MN)

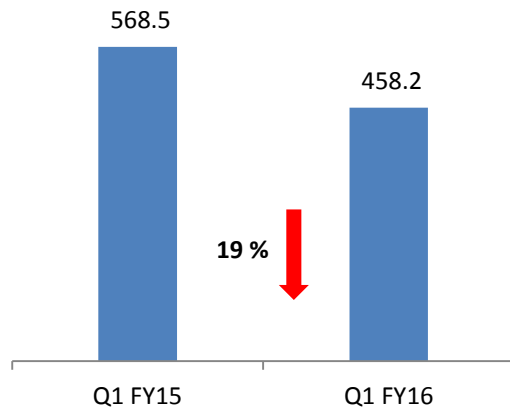


Q1 FY16 – RESULTS HIGHLIGHTS

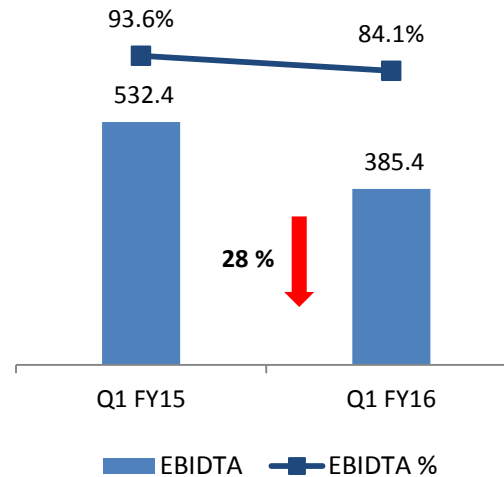
WIND FARMING BUSINESS (INOX RENEWABLES LIMITED)



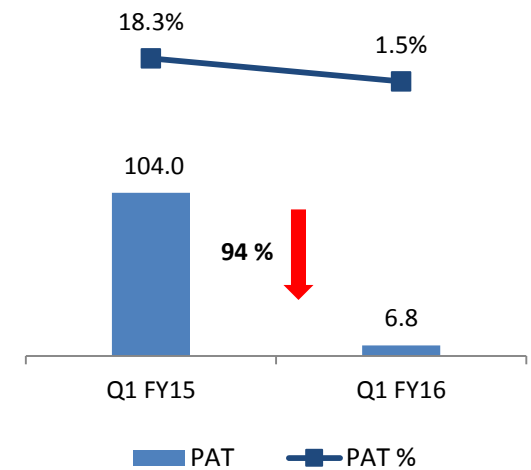
REVENUES *



EBITDA** & EBITDA MARGIN



PAT & PAT MARGIN



Fall in revenues and profits due to seasonality of wind, expected to be corrected over the year

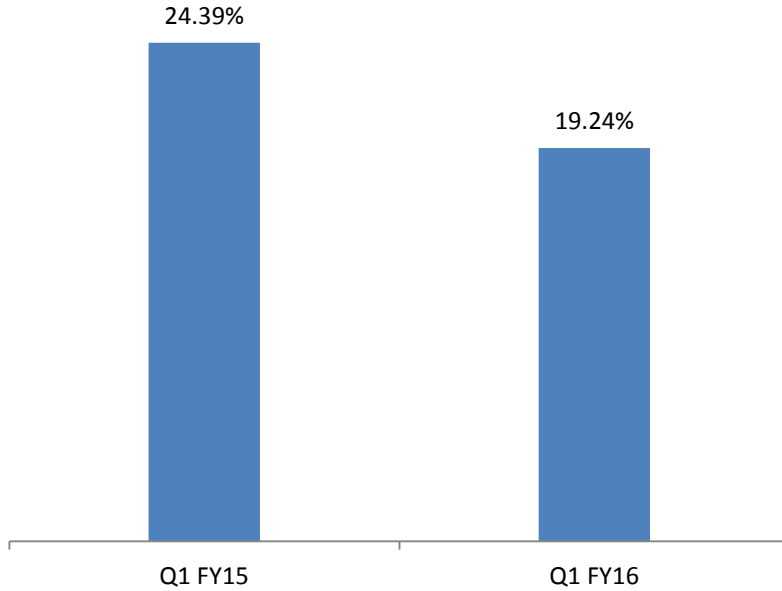
Note: * Revenue from Operations, ** EBITDA excluding Other Income

Q1 FY16 – RESULTS HIGHLIGHTS

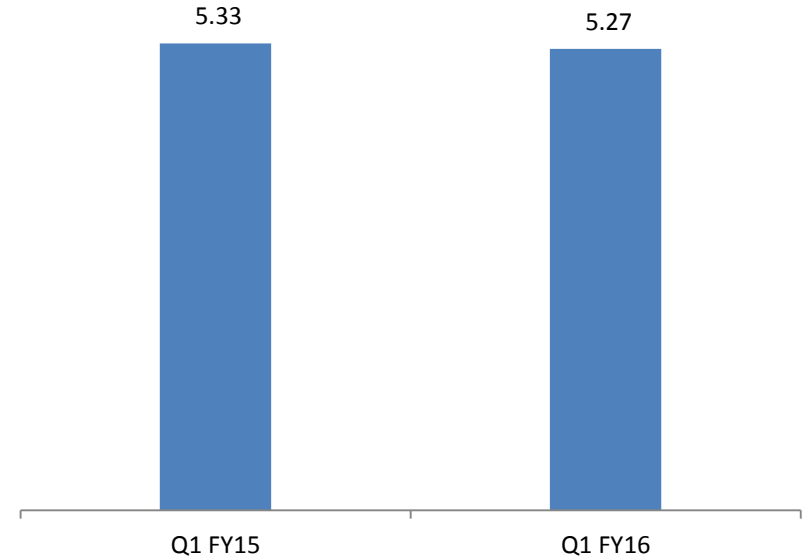
WIND FARMING BUSINESS (INOX RENEWABLES LIMITED)



Average PLF %



Average Tariff (Rs per Unit)

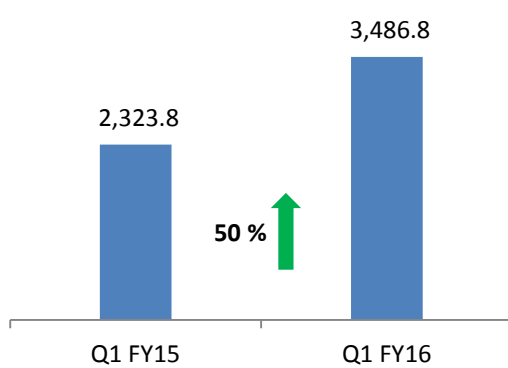


Q1 FY16 – RESULTS HIGHLIGHTS

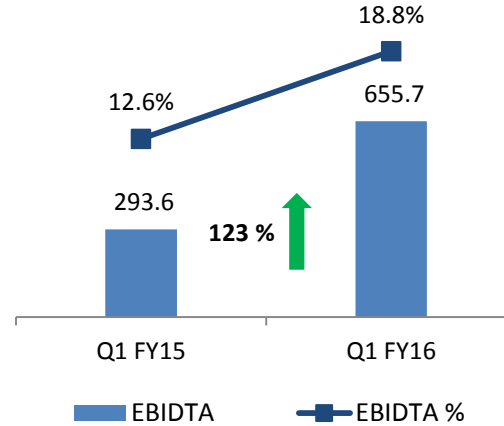
FILM EXHIBITION BUSINESS (INOX LEISURE LIMITED)



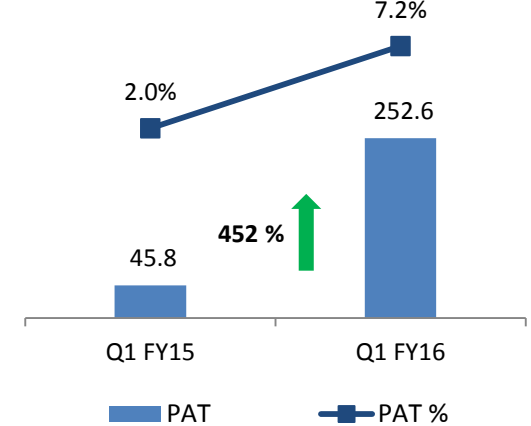
REVENUES*



EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN



Q1 FY16 Revenues of Rs 3,486.8 mn ➡ 34.3% of Full Year FY15 Revenues.

Q1 FY16 EBITDA of Rs 655.7 mn ➡ 53.4% of Full Year FY15 EBITDA.

Q1 FY16 PAT of Rs 252.6 mn ➡ 126.0% of Full Year FY15 PAT.

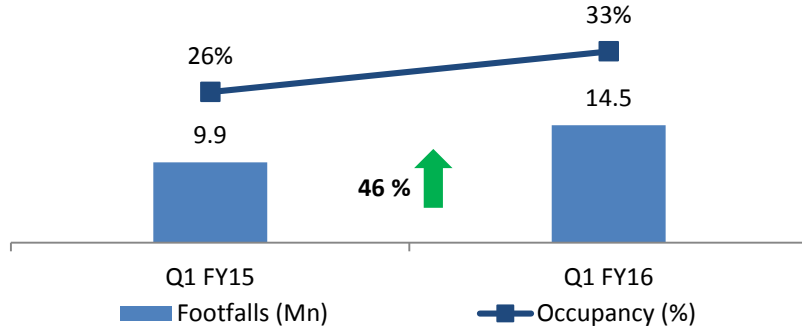
Note: * Revenue from Operations, ** EBITDA excluding Other Income

Q1 FY16 – RESULTS HIGHLIGHTS

FILM EXHIBITION BUSINESS (INOX LEISURE LIMITED)

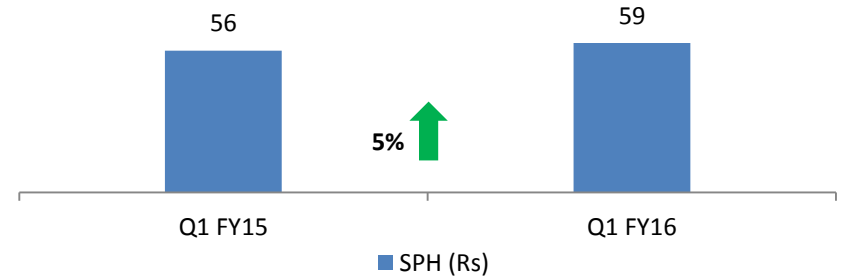


FOOTFALLS & OCCUPANCY RATE

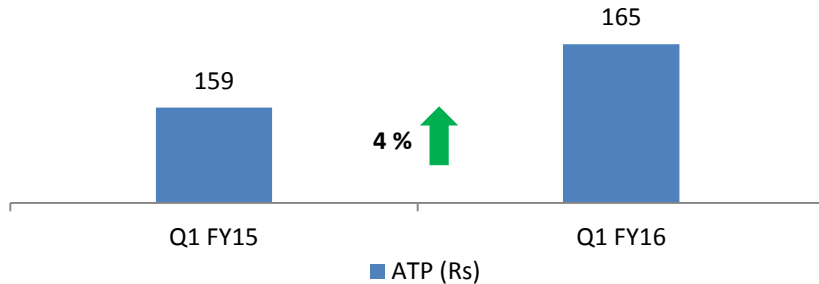


Footfalls with Management Properties – Q1 FY16: 15 mn

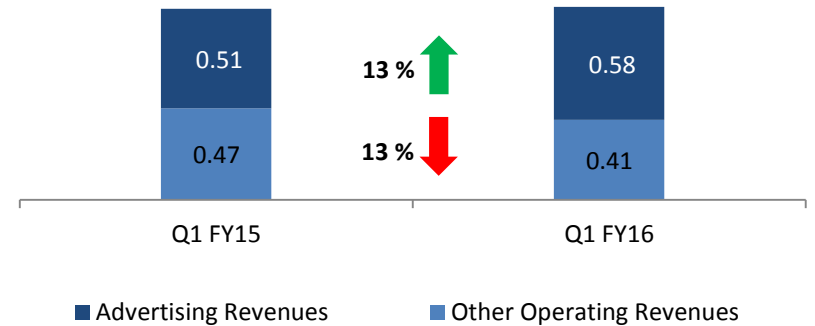
FOOD & BEVERAGES – SPEND PER HEAD (SPH)



AVERAGE TICKET PRICE (ATP)



ADVERTISING REVENUES PER OPERATING SCREEN

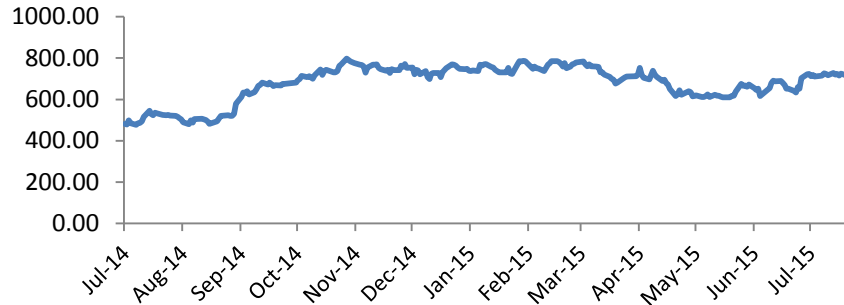


All the above charts exclude managed properties.

SHAREHOLDING STRUCTURE



Share Price Performance



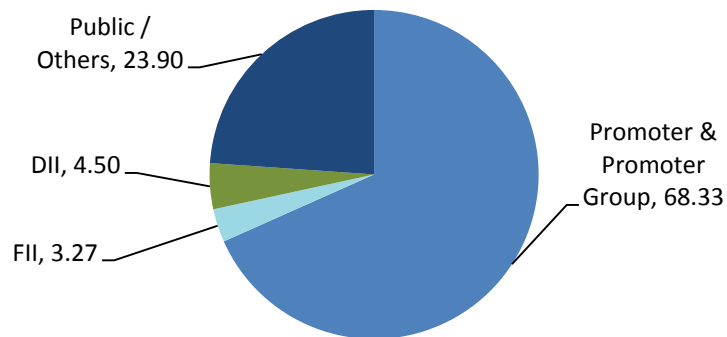
Source: BSE

Market Data

As on 29.07.15 (BSE)

Market capitalization (Rs Mn)	82,277.7
Price (Rs.)	749.0
No. of shares outstanding (Mn)	109.9
Face Value (Rs.)	1.0
52 week High-Low (Rs.)	817.0 – 476.2

% Shareholding – June 2015



Source: BSE

Key Institutional Investors at June 2015

% Holding

Reliance Capital	2.53%
Reliance Life Insurance	1.31%
Fidelity Investment Management	1.13%
UTI MF	0.89%
Dimensional Fund Advisors	0.53%
Birla Sunlife AMC	0.44%
Canara Robeco MF	0.35%

Source: BSE, Bloomberg

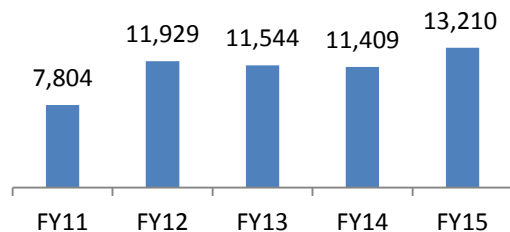
FINANCIAL SUMMARY – LAST 5 YEARS

STANDALONE FINANCIALS – CHEMICALS BUSINESS



REVENUES *

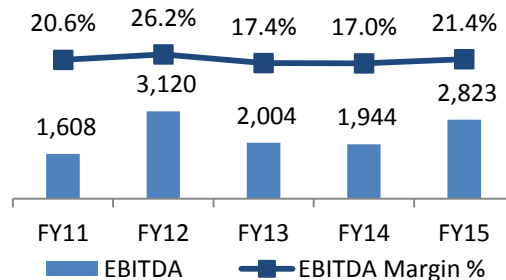
CAGR: 14.1 %



* Revenues excludes significant CER Income during FY11 to FY13.

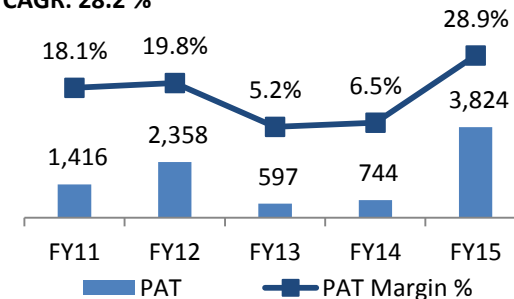
EBITDA & EBITDA MARGIN

CAGR: 15.1 %

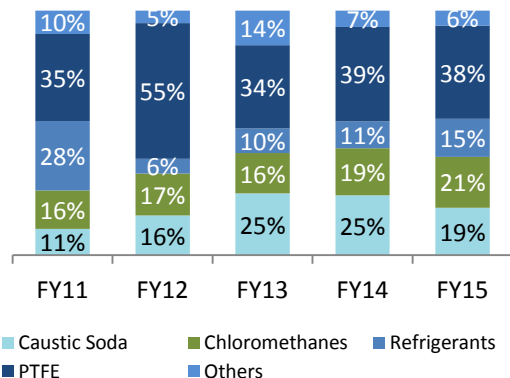


PAT & PAT MARGIN

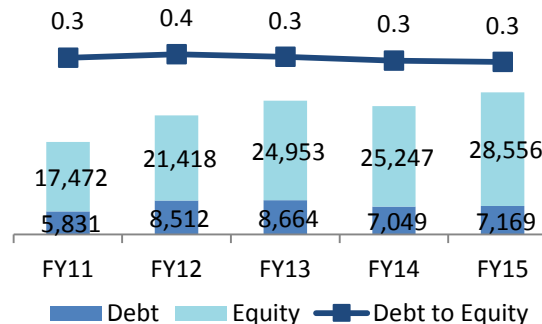
CAGR: 28.2 %



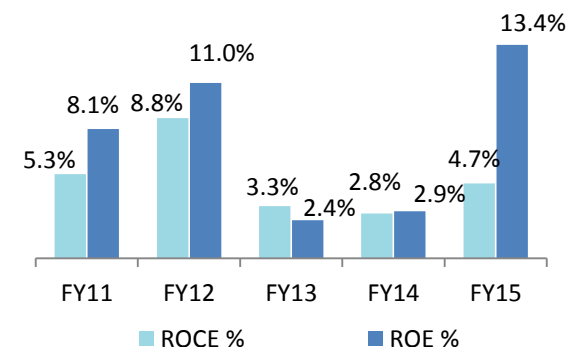
REVENUES BREAKUP



LEVERAGE ANALYSIS



RETURN METRICS



ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt)]

Note: FY15 PAT includes an exceptional item of Rs 2,790.5 mn respectively, which primarily includes Rs 3,027.2 mn gain from the Offer for Sale (sale of 10 mn Inox Wind Limited shares) by GFL as a part of Inox Wind Limited IPO. FY15 PAT also includes the impact of higher deferred tax liability of Rs 99.0 mn due to change in depreciation policy as per new Companies Act 2013.

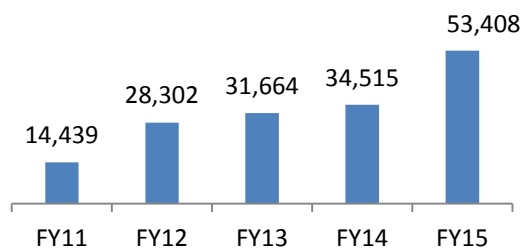
FINANCIAL SUMMARY – LAST 5 YEARS

CONSOLIDATED FINANCIALS



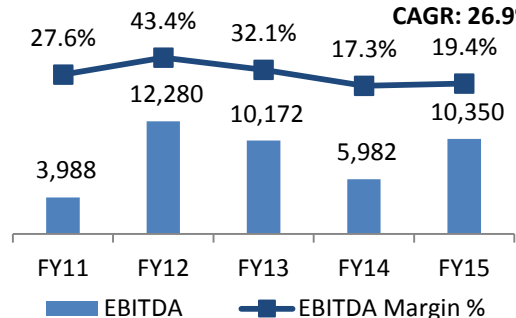
REVENUES *

CAGR: 38.7%



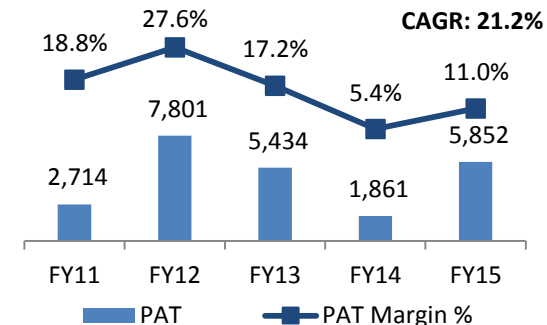
EBITDA & EBITDA MARGIN

CAGR: 26.9%

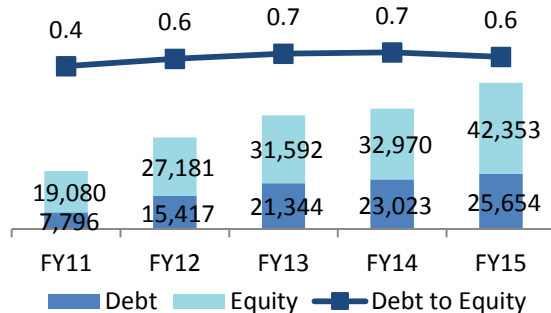


PAT & PAT MARGIN

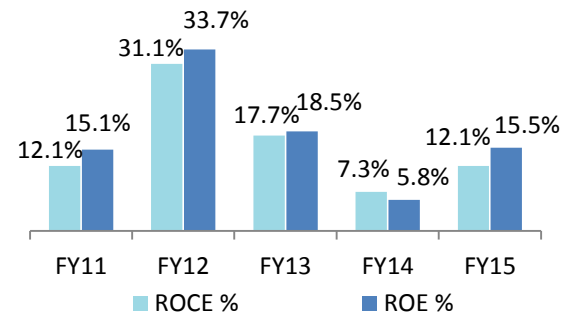
CAGR: 21.2%



LEVERAGE ANALYSIS



RETURN METRICS



Note: FY15 PAT includes an exceptional item of Rs 2,443.3 mn respectively, which primarily includes Rs 2,685.9 mn gain from the Offer for Sale (sale of 10 mn Inox Wind Limited shares) by GFL as a part of Inox Wind Limited IPO. FY15 PAT also includes the impact of higher deferred tax liability of Rs 141.6 mn due to change in depreciation policy as per new Companies Act 2013.

ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt)]

MINIMAL CAPEX OVER NEXT 2-3 YEARS

- Major capex for expansion of PTFE capacity to 16,200 MT and corresponding increases in capacities across the entire value chain already incurred.
- Ongoing capex going forward expected to be minimal – to the tune of Rs 1,000 – 1,500 mn per year, for debottlenecking, adding higher value added products, waste recovery and other cost optimisation schemes .

HIGHER ASSET TURNOVER WITH IMPROVED CAPACITY UTILISATION

- Significant improvement in capacity utilisation, from present 60% to 100% over next 2 – 3 years, expected due to investments made in marketing efforts.
- Subsidiaries with dedicated marketing staff operational in all major markets like US and Europe .
- Company has passed the stringent customer evaluation and product acceptance process of major customers over the past 2 – 3 years.

IMPROVEMENT IN MARGINS

- Improved capacity utilisation will result in higher margins due to economies of scale and operating leverage.
- Increased contribution due to churning of product mix in favour of higher value added grades of PTFE.
- Introduction of new value added products in the company's product basket will further improve margin profile.
- Focus on waste recovery and other cost optimisation schemes to bring down costs across the value chain.

FOCUS ON FLUORO SPECIALTY CHEMICALS

- Focus on HF and TFE based fluoro speciality chemicals to cater to the pharma and agro chemical industries.
- Partnerships with several MNCs in these segments who need access to fluoro speciality expertise and capabilities.
- Surplus TFE capacity from recent debottlenecking to add significant value to the fluoro speciality business.

ANNEXURE

DETAILED FINANCIALS

STANDALONE P&L STATEMENT



Particulars (In Rs Mn)	Q1 FY16	Q1 FY15	YoY %	Q4 FY15	QoQ %	FY15	FY14	YoY %
Revenues from Operations	3,527.2	2,836.3	24.4%	3,474.5	1.5%	13,209.7	11,409.4	15.8%
COGS	1,172.5	751.7	56.0%	1,078.1	8.8%	3,647.5	3,628.2	0.5%
Employee Expenses	266.7	229.2	16.4%	229.0	16.5%	961.6	806.9	19.2%
Power & Fuel	768.5	843.3	-8.9%	826.5	-7.0%	3,441.5	2,992.1	15.0%
Foreign Exchange Fluctuation (gain)/loss (net)	-29.9	-4.9	510.2%	-6.3	374.6%	-42.1	-46.4	-9.3%
Other Expenses	567.4	527.4	7.6%	670.6	-15.4%	2,377.9	2,084.5	14.1%
EBITDA	782.0	489.6	59.7%	676.6	15.6%	2,823.3	1,944.1	45.2%
EBITDA Margin (%)	22.2%	17.3%	491 bps	19.5%	270 bps	21.4%	17.0%	433 bps
Depreciation and amortization expense	343.6	270.5	27.0%	338.2	1.6%	1,238.5	1,017.0	21.8%
Other Income	92.4	201.1	-54.1%	106.9	-13.6%	519.8	604.2	-14.0%
Finance costs	133.9	127.5	5.0%	132.9	0.8%	519.8	552.8	-6.0%
Exceptional Items	-	-58.0	-100.0%	2,937.0	-	2,790.5	-	-
PBT	360.4	234.7	53.6%	3,249.4	-88.9%	4,375.3	978.5	347.1%
Tax Expense	126.1	65.5	92.5%	248.1	-49.2%	551.8	234.2	135.6%
<i>Tax Rate</i>	<i>31.8%</i>	<i>27.9%</i>	<i>386 bps</i>	<i>7.6%</i>	<i>2414 bps</i>	<i>12.6%</i>	<i>23.9%</i>	<i>-1132 bps</i>
PAT	270.8	169.2	60.0%	3,001.3	-91.0%	3,823.5	744.3	413.7%
PAT Margin (%)	7.7%	6.0%	171 bps	86.4%	-7870 bps	28.9%	6.5%	2242 bps
EPS	2.46	1.54	59.7%	27.32	-91.0%	34.81	6.78	413.4%

DETAILED FINANCIALS

STANDALONE BALANCE SHEET



Particulars (In Rs Mn)	FY15	FY14
Share Holders' Funds:		
Equity Share Capital	109.9	109.9
Reserves and Surplus	28,446.0	25,137.1
Total of Shareholder Funds	28,555.9	25,247.0
Non-Current Liabilities:		
Long Term Borrowings	2,380.0	2,931.0
Deferred Tax Liabilities (Net)	2,655.1	2,019.9
Other Long Term Liabilities	18.9	23.6
Long Term Provisions	91.4	74.2
Total of Non-Current Liabilities	5,145.4	5,048.7
Current Liabilities:		
Short-Term Borrowings	4,183.2	3,520.2
Trade Payables	1,065.4	1,201.9
Other Current Liabilities	1,231.3	1,009.5
Short-Term Provisions	516.9	501.5
Total of Current Liabilities	6,996.8	6,233.1
Total Equity & Liabilities	40,698.1	36,528.8

Particulars (In Rs Mn)	FY15	FY14
Non-Current Assets:		
Fixed Assets (Incl. CWIP)	21,031.0	20,563.5
Non-Current Investments	4,204.7	2,541.8
Long-Term Loans and Advances	3,776.5	4,127.8
Other Non-Current Assets	0.2	0.1
Total Non-Current Assets	29,012.4	27,233.2
Current Assets:		
Current Investments	126.6	2,096.3
Inventories	3,671.3	3,169.5
Trade Receivables	3,854.2	3,167.2
Cash and Bank Balances	3,463.7	84.8
Short-Term Loans and Advances	537.8	558.2
Other Current Assets	32.1	219.6
Total Current Assets	11,685.7	9,295.6
Total Assets	40,698.1	36,528.8

DETAILED FINANCIALS

CONSOLIDATED P&L STATEMENT



Particulars (In Rs Mn)	Q1 FY16	Q1 FY15	YoY %	Q4 FY15	QoQ %	FY15	FY14	YoY %
Total Income from Operations	14,127.6	8,907.1	58.6%	15,532.0	-9.0%	53,408.1	34,515.4	54.7%
COGS	5,552.1	3,137.6	77.0%	6,535.4	-15.0%	21,825.0	13,732.0	58.9%
Employee Expenses	659.8	502.1	31.4%	578.7	14.0%	2,254.1	1,697.3	32.8%
Power & Fuel	992.8	1,027.6	-3.4%	987.9	0.5%	4,187.4	3,546.9	18.1%
Erection, Procurement & Commissioning Cost	763.9	133.7	471.4%	2,014.1	-62.1%	3,728.9	2,803.5	33.0%
Exhibition Cost	852.1	584.0	45.9%	477.4	78.5%	2,493.2	1,937.4	28.7%
Foreign Exchange Fluctuation (gain)/loss (net)	48.2	-50.6	-195.3%	-261.0	-118.5%	-346.9	147.3	-335.5%
Other Expenses	2,562.1	1,839.0	39.3%	2,393.2	7.1%	8,916.3	6,634.2	34.4%
Expenditure Capitalized	-	-	-	-	-	-	-1,964.7	
EBITDA	2,696.6	1,733.7	55.5%	2,806.3	-3.9%	10,350.1	5,981.5	73.0%
EBITDA Margin (%)	19.1%	19.5%	-38 bps	18.1%	102 bps	19.4%	17.3%	205 bps
Depreciation and amortization expense	766.0	607.3	26.1%	874.4	-12.4%	2,847.5	2,004.4	42.1%
Other Income	142.6	168.1	-15.2%	87.7	62.6%	498.1	454.1	9.7%
Finance costs	566.8	507.1	11.8%	560.8	1.1%	2,187.7	1,789.2	22.3%
Exceptional Items	-	-63.0	-	2,594.8	-	2,443.3	-	-
PBT	1,506.4	724.4	108.0%	4,053.6	-62.8%	8,256.3	2,642.0	212.5%
Tax Expense	457.0	208.9	118.8%	489.5	-6.6%	1,585.3	376.4	321.2%
<i>Tax Rate</i>	<i>30.3%</i>	<i>28.8%</i>	<i>150 bps</i>	<i>12.1%</i>	<i>1826 bps</i>	<i>19.2%</i>	<i>14.2%</i>	<i>495 bps</i>
PAT	1,049.4	515.5	103.6%	3,564.1	-70.6%	6,671.0	2,265.6	194.4%
Share of profit of associate	-	-	-	-	-	-	41.1	-100.0%
Share of Minority in (profit)/loss	-311.2	-74.0	320.5%	-287.3	8.3%	-818.6	-445.7	83.7%
PAT after taxes, minority interest and share of profit of associate	738.2	441.5	67.2%	3,276.8	-77.5%	5,852.4	1,861.0	214.5%
PAT Margin (%)	5.2%	5.0%	27 bps	21.1%	-1587 bps	11.0%	5.4%	557 bps
EPS	6.72	4.02	67.2%	29.83	-77.5%	53.28	16.94	214.5%

DETAILED FINANCIALS

CONSOLIDATED BALANCE SHEET



Particulars (In Rs Mn)	FY15	FY14
Share Holders' Funds:		
Equity Share Capital	109.9	109.9
Reserves and Surplus	42,242.7	32,859.9
Total of Shareholder Funds	42,352.6	32,969.8
Minority Interest	8,492.5	2,616.2
Non-Current Liabilities:		
Long Term Borrowings	11,367.6	12,472.5
Deferred Tax Liabilities	3,152.2	2,523.7
Other Long Term Liabilities	349.1	532.6
Long Term Provisions	179.5	130.4
Total of Non-Current Liabilities	15,048.4	15,659.2
Current Liabilities:		
Short-Term Borrowings	12,201.7	8,122.1
Trade Payables	9,214.4	6,294.4
Other Current Liabilities	5,338.3	4,567.0
Short-Term Provisions	1,210.7	750.8
Total of Current Liabilities	27,965.1	19,734.3
Total Equity & Liabilities	93,858.6	70,979.5

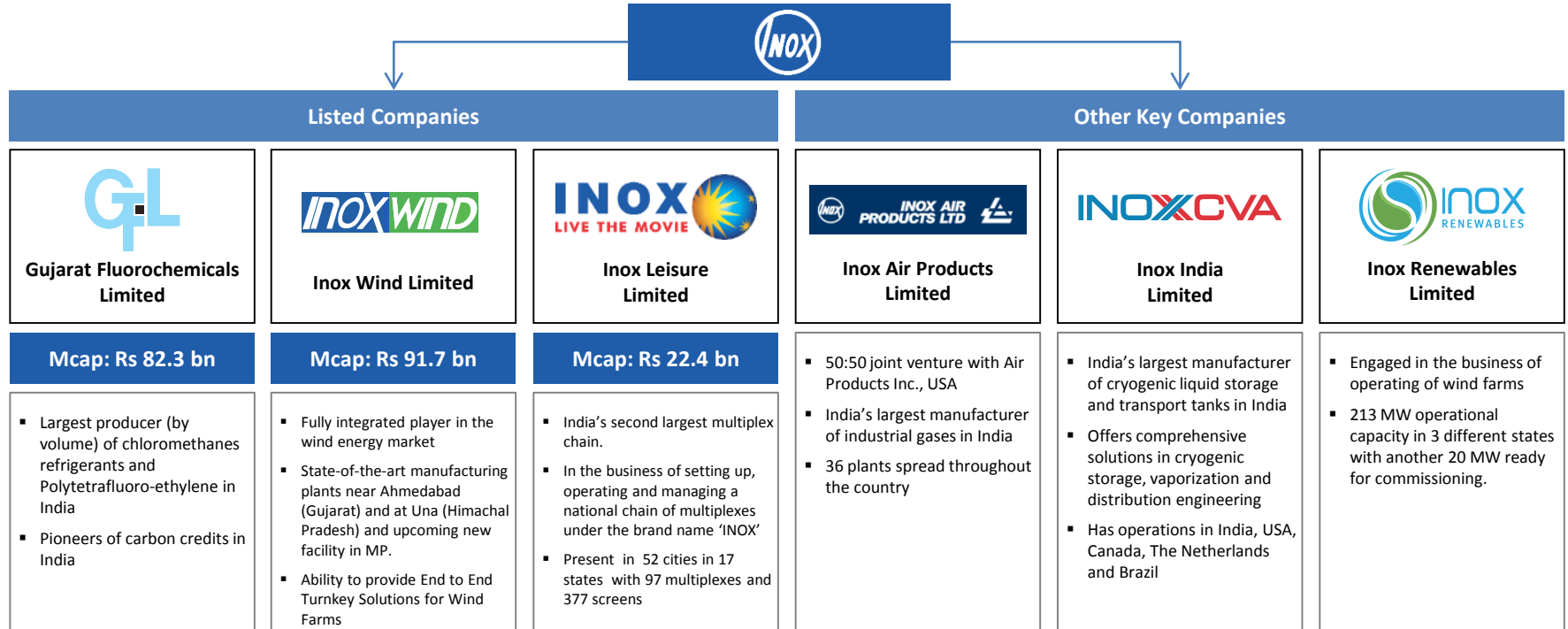
Particulars (In Rs Mn)	FY15	FY14
Goodwill on Consolidation	1,650.8	573.9
Non-Current Assets:		
Fixed Assets (Incl. CWIP)	44,690.2	44,338.0
Non-Current Investments	1,365.1	792.7
Long-Term Loans and Advances	5,409.9	3,935.0
Deferred Tax Asset	223.9	162.7
Other Non-Current Assets	86.3	124.8
Total Non-Current Assets	53,426.2	49,927.1
Current Assets:		
Current Investments	226.8	2,901.9
Inventories	8,704.0	6,294.8
Trade Receivables	18,635.2	9,496.8
Cash and Bank Balances	11,172.8	527.4
Short-Term Loans and Advances	1,533.0	1,458.5
Other Current Assets	160.6	373.0
Total Current Assets	40,432.4	21,052.4
Total Assets	93,858.6	70,979.5

GROUP OVERVIEW

STRONG PEDIGREE



- Strong legacy of more than 80 years.
- Diversified businesses across industrial gases, engineering plastics, refrigerants, chemicals, cryogenic engineering, renewable energy and entertainment sectors.
- More than 8,000 employees at more than 100 business units across India.
- Distribution network spread across more than 50 countries around the world.



STRONG SPONSORSHIP OF INOX GROUP - RECOGNIZED AND TRUSTED CORPORATE GROUP

FOR FURTHER QUERIES:



THANK YOU



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

DICKENSON **SEAGULL IR**

Ammeet Sabarwal / Nilesh Dalvi
Dickenson Seagull IR
Contact No : +91 9819576873 / +91 9819289131
Email : ammeet.sabarwal@dickensonir.com
nilesh.dalvi@dickensonir.com