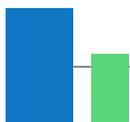


# Gujarat Fluorochemicals Limited

## Investor Presentation

### Q3FY23

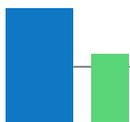


Earnings Update Q3FY23

Financial Trend

Company Overview

Core Competencies





# Earnings Update

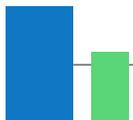
## Q3FY23



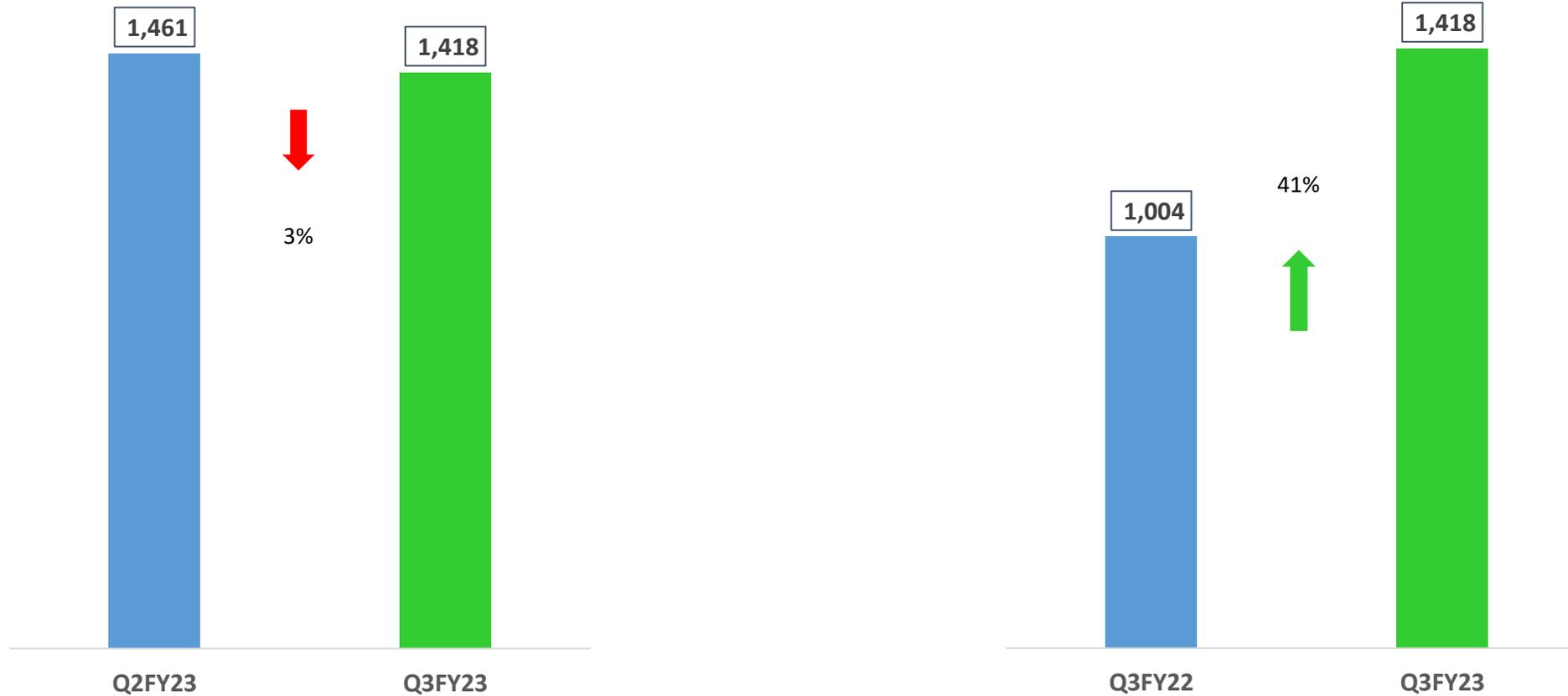
# Q3FY23 Highlights

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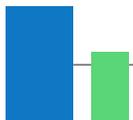
- Consolidated **Revenue from Operations** for Q3FY23 was Rs. 1418 Cr **up by 41%** on a YoY basis.
- Consolidated **EBIDTA** for Q3FY23 was Rs. 523 Cr **up by 66%** on a YoY basis.
- The **EBIDTA margins** for Q3FY23 **were 37%** as against 31% in Q3FY22.
- Consolidated **PAT** for Q3FY23 was at Rs. 331 Cr **up by 64%** on a YoY basis.
- **RoCE & RoE** improved to **35.34% & 28.05%** respectively.



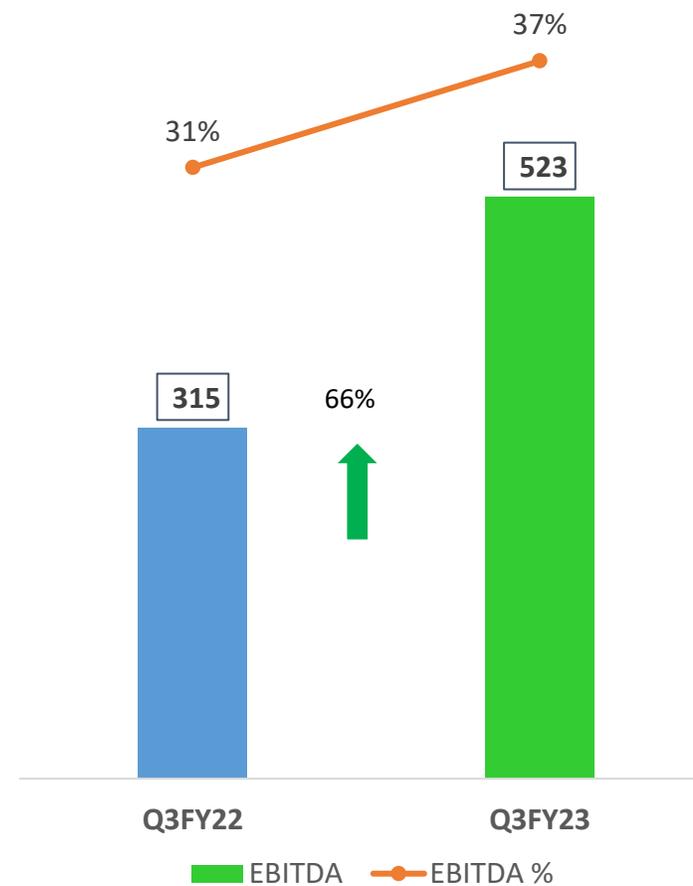
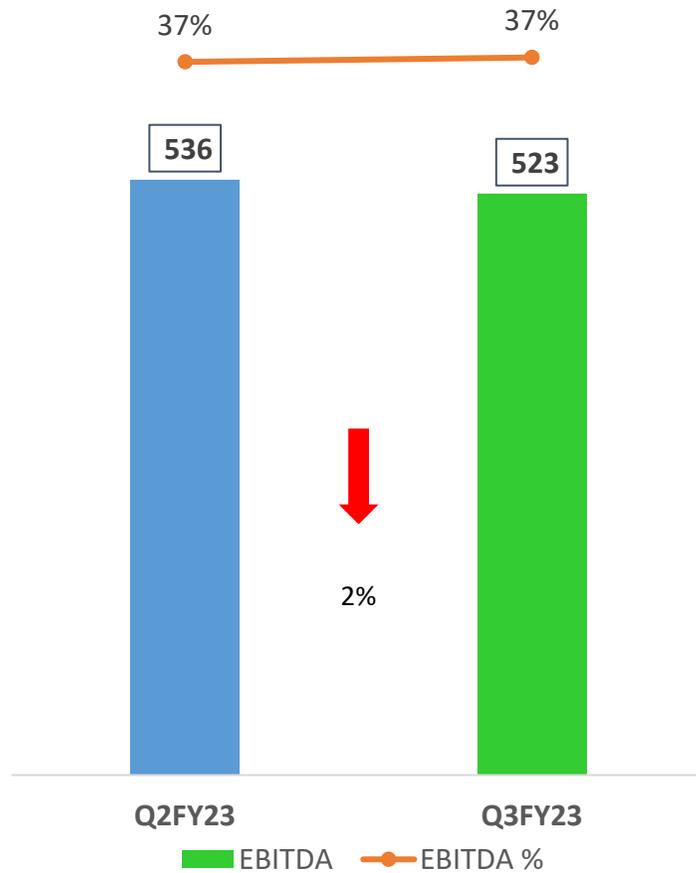
# Consolidated Revenue From Operations



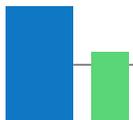
Figures in Rs. Cr



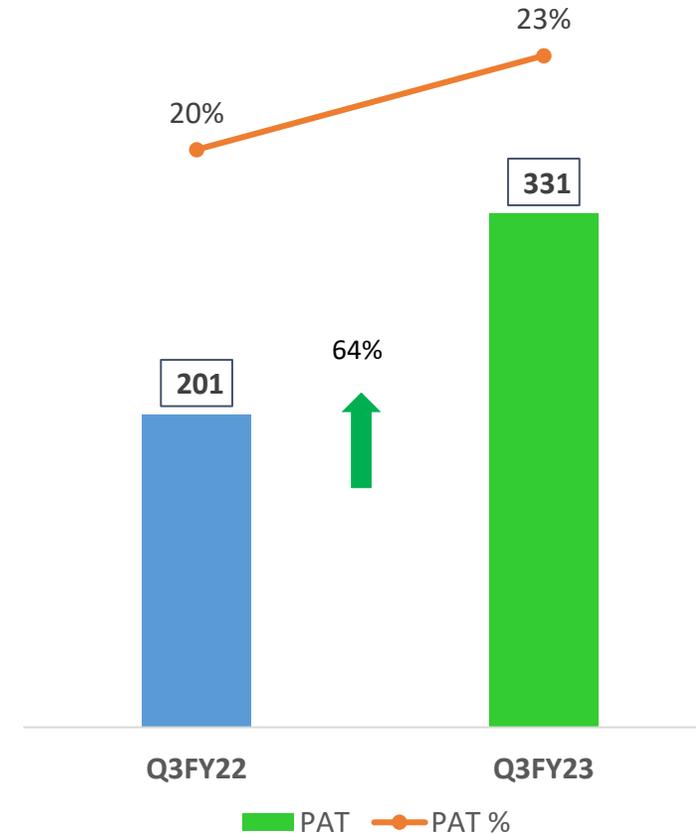
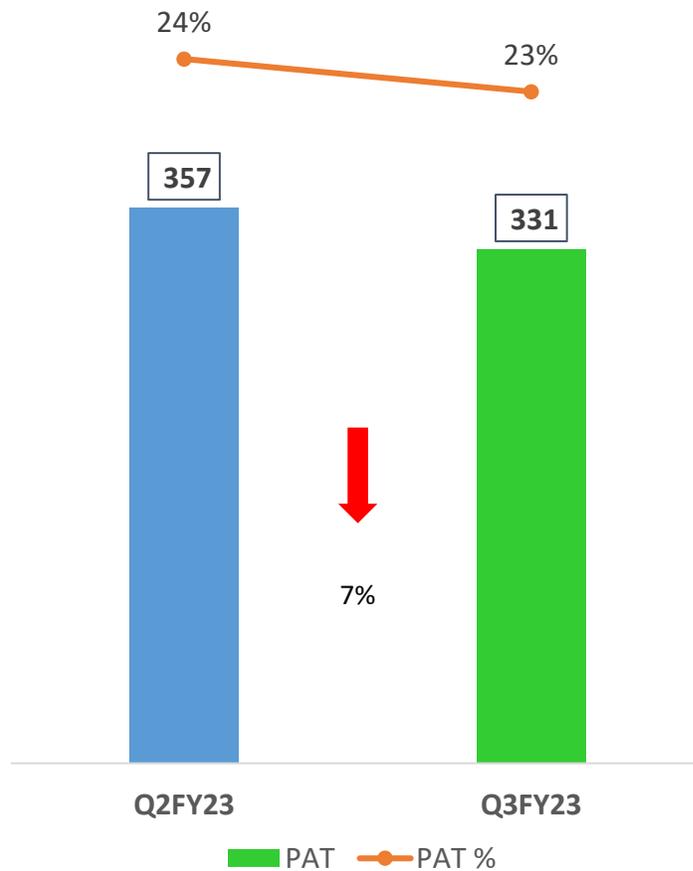
# Consolidated EBITDA & EBITDA Margin



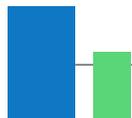
Figures in Rs. Cr



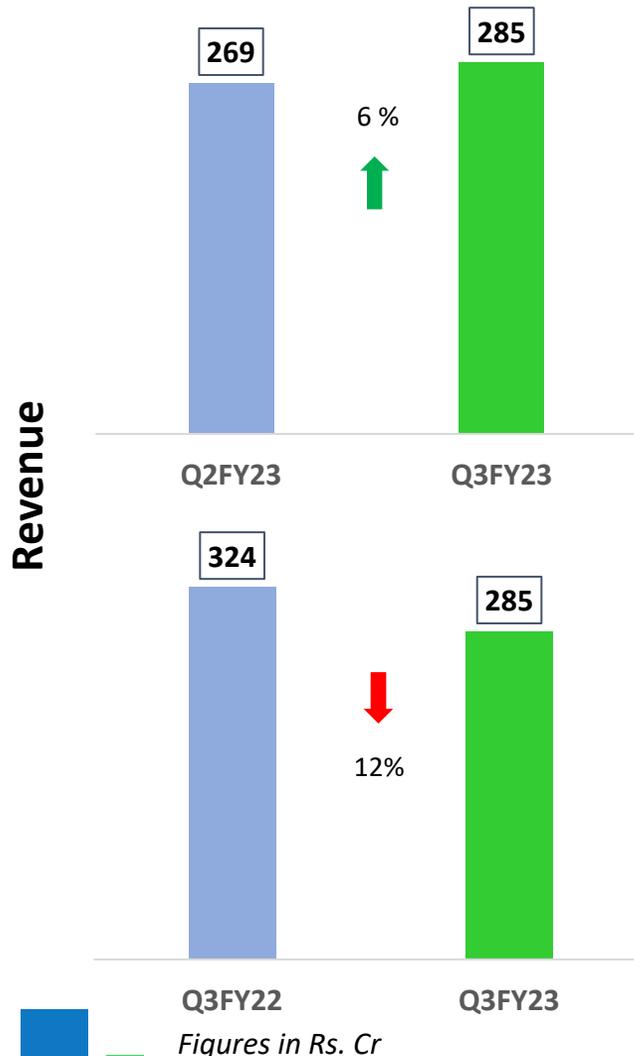
# Consolidated PAT & PAT Margin



Figures in Rs. Cr



# Business Vertical – Bulk Chemicals



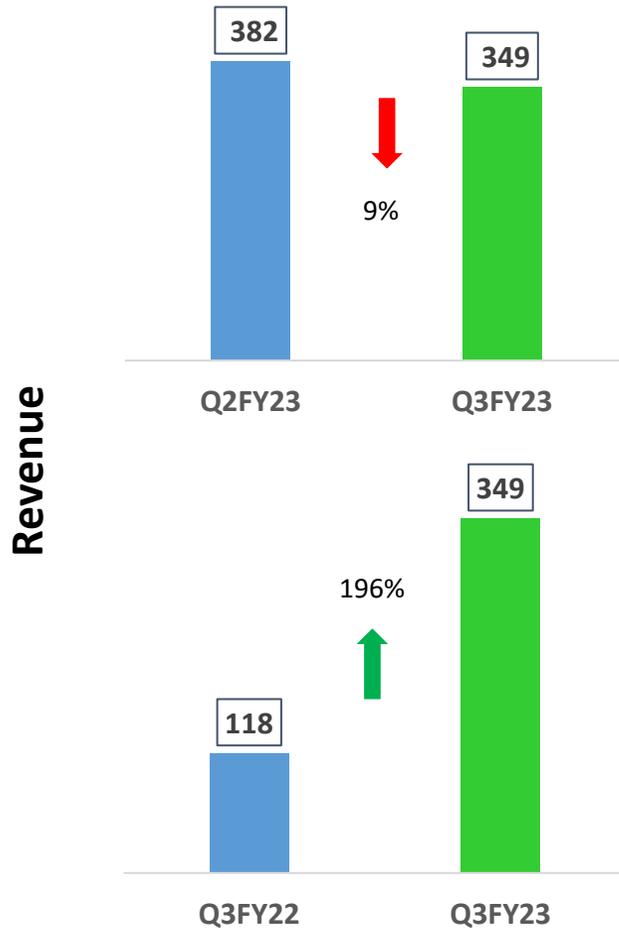
## Performance and Outlook – Bulk Chemicals

Plants running at full capacity during the quarter.

Caustic soda/MDC prices remained stable during the quarter.

Bulk Chemicals prices are expected to be impacted due additional domestic supplies as well as fall in input cost in Q4FY23.

# Business Vertical – Fluorochemicals



## Performance and Outlook - Fluorochemicals

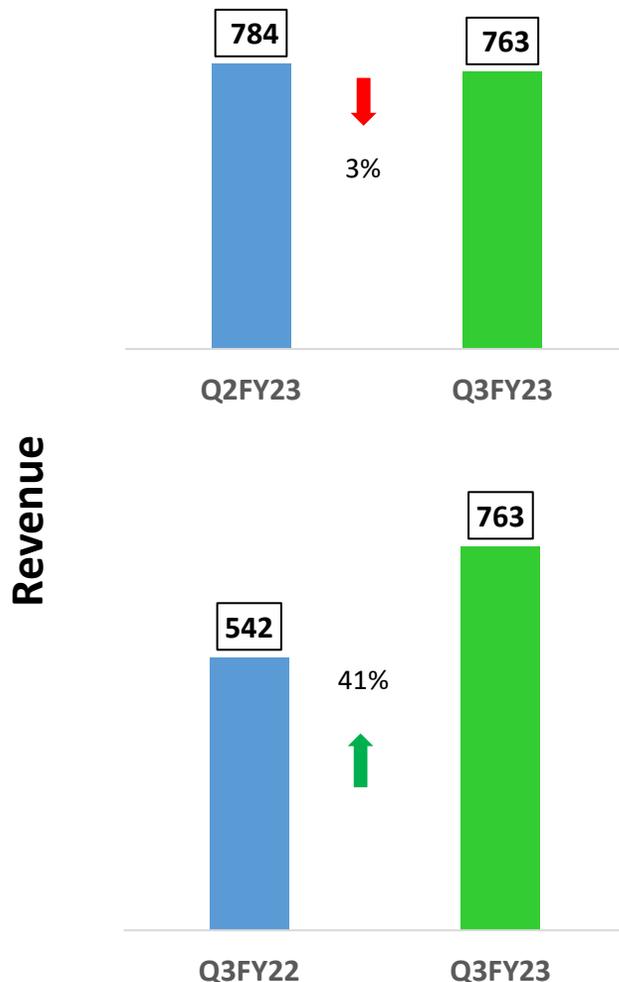
Volumes and prices remained stable during the quarter, barring seasonal impact in refrigerant segment.

Refrigerant demand is expected to remain robust in Q4FY23.

New fluorochemicals plants which have now been commissioned are expected to gradually ramp up production in the upcoming quarters as soon as product qualifications are received.

Figures in Rs. Cr

# Business Vertical – Fluoropolymers



## Performance and Outlook - Fluoropolymer

Volumes and prices remained stable during the quarter, barring marginal impact due to holiday season in USA and Europe.

Overall demand and prices are expected to remain stable during Q4FY23.

In addition to de-bottlenecking of PTFE capacity, additional capacities for new fluoropolymers are being set-up and sales are expected to ramp up, from Q4FY23 onwards, over the next few quarters.

The demand for new fluoropolymers continues to be robust, leading to price stability.

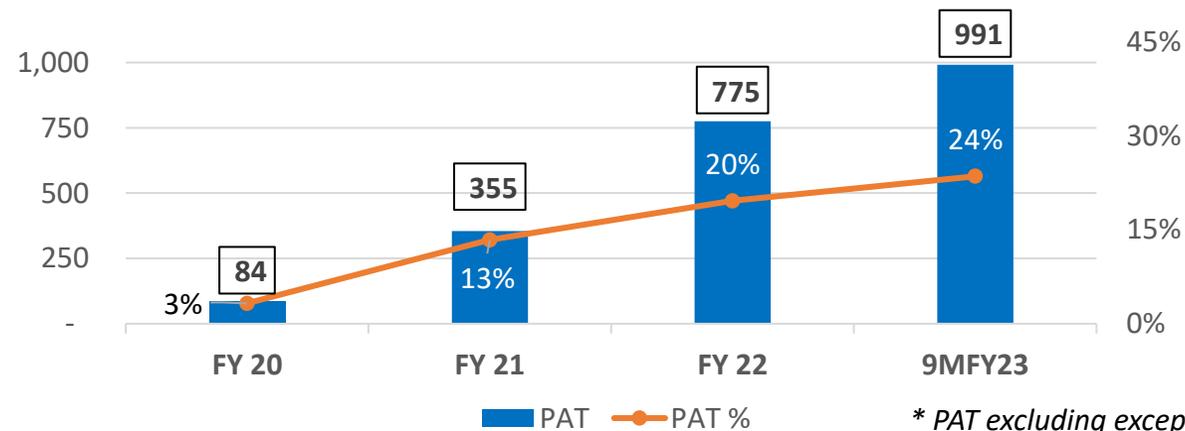
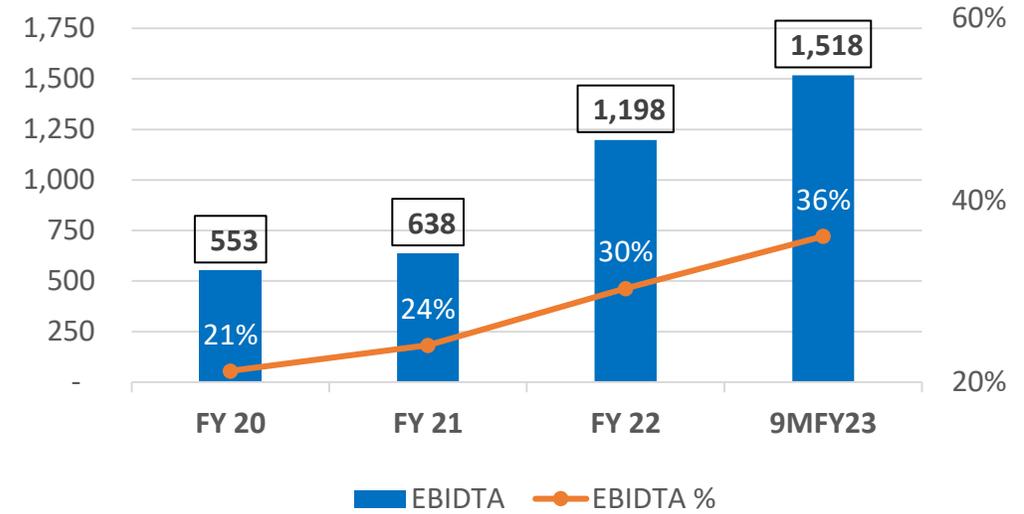
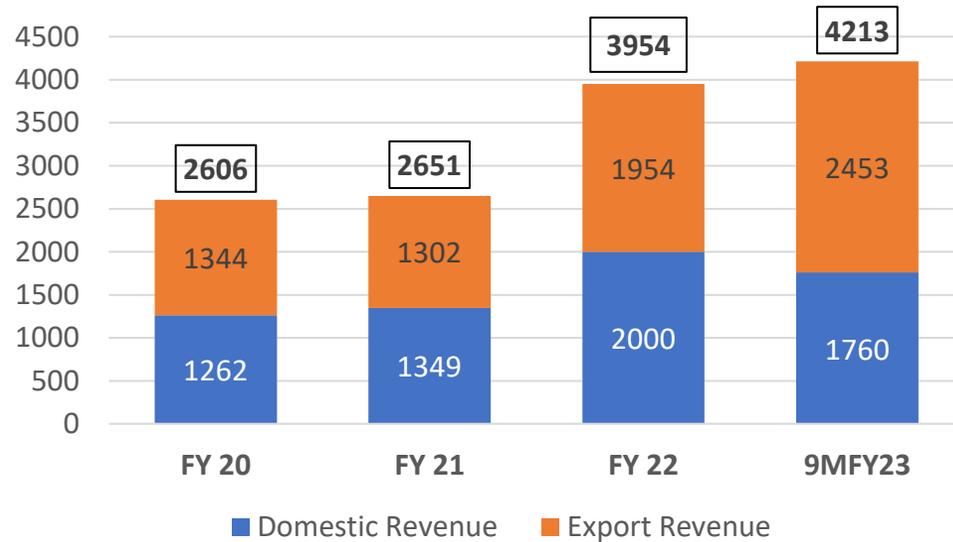
Figures in Rs. Cr



# Financial Trend

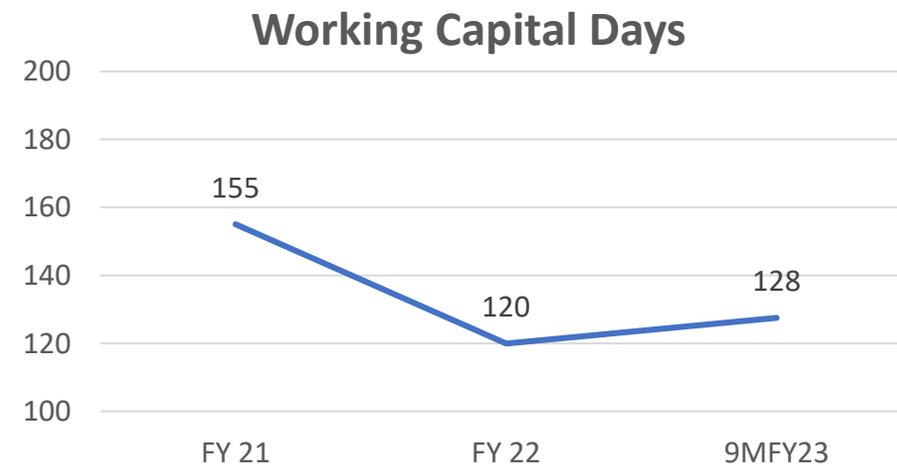
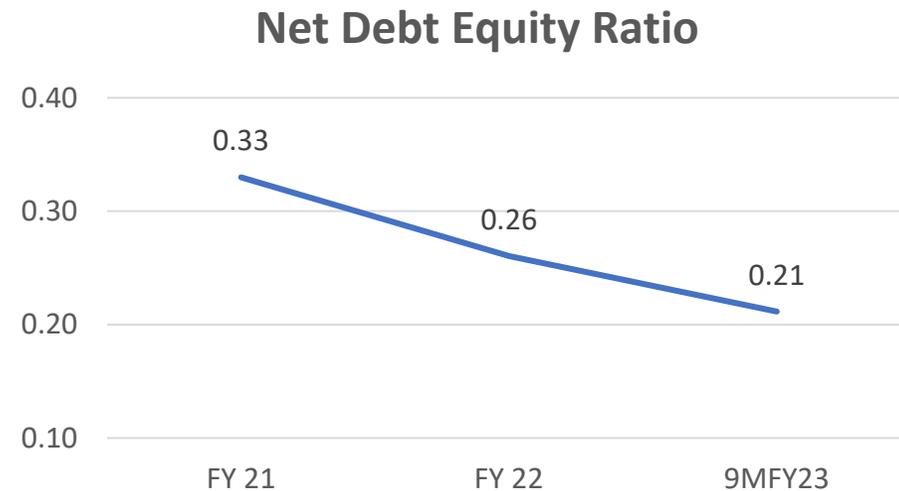
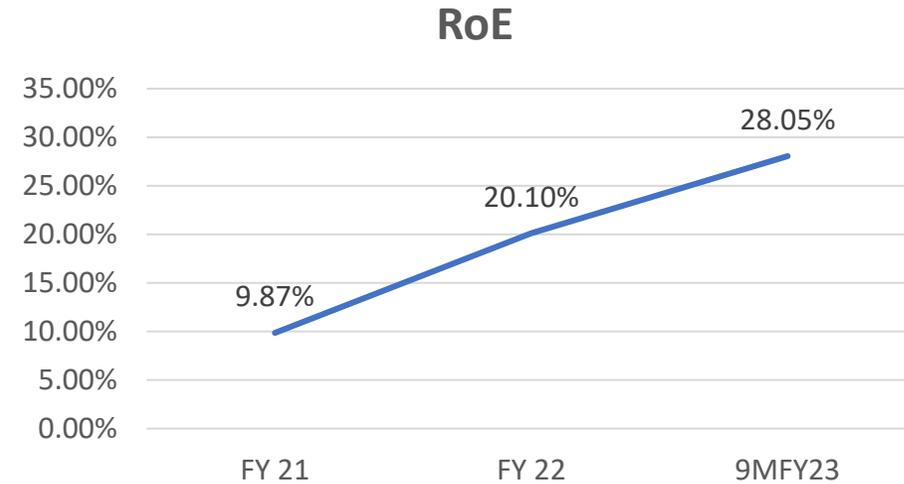
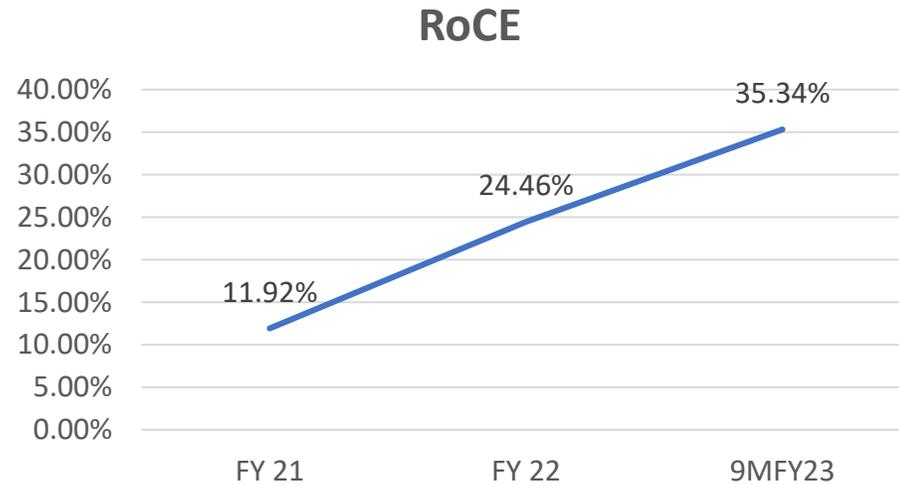


# Annual Revenue, EBIDTA and PAT Trend



\* PAT excluding exceptional items & earlier years taxation

# RoCE-RoE , Debt-Equity & Working Capital Trend



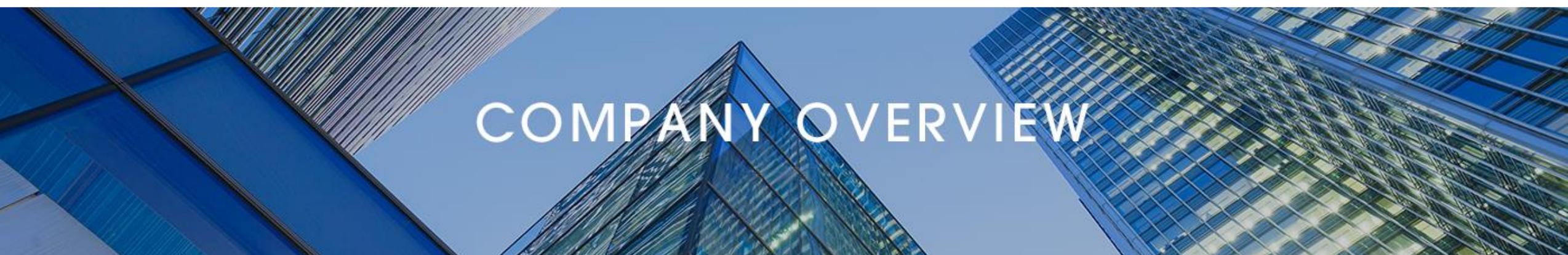
\* Excluding one offs and extraordinary income / loss

# Capex Plan



GFL is currently investing / has planned capex towards expanding its capacities for Chemicals for backward integration, Fluoropolymers and New Age Products





# COMPANY OVERVIEW



# INOXGFL Group



An **INOXGFL** Group Company

The INOXGFL Group with a legacy of more than 90 years is one of the largest business Group's in India. The Group is a forerunner in diversified business segments comprising fluorochemicals, fluoropolymers, wind turbines and renewables. The Group currently with 4 listed entities has a market capitalization ~ 5 bn USD.



## Chemical Business



- Gujarat Fluorochemicals Ltd, leading Indian Chemicals Company.
- Business verticals : Fluoropolymers, Fluorospecialities & Chemicals.
- The only PTFE / fluoropolymer manufacturer in India.
- Developing products / grades catering to new age businesses viz. EV- Batteries, Solar Panels & Hydrogen Fuel Cells.

## Renewable Energy Business



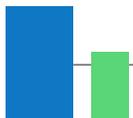
- Inox Wind Ltd is a fully integrated player in the wind energy market and provides end-to-end turnkey solutions.



- INOX Green Energy Services Limited is India's leading wind O&M services player with more than 8 years of operating history.

**Inox Wind Energy Ltd.**

- Inox Wind Energy Ltd is the holding company of wind business.



# Business Verticals



**BULK CHEMICALS**

30 years of expertise in Fluorine Chemistry



**FLUORO CHEMICALS**

Established player in Fluoropolymers, Specialty Chemicals, Refrigerants & Bulk Chemicals



**FLUOROPOLYMERS**

Three manufacturing facilities in India, Fluorspar mine in Morocco, offices and warehouses in Europe and USA



**NEW AGE INDUSTRY**

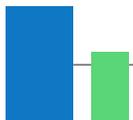
Only Fluoropolymer producer in India and amongst the top few globally. Major supplier of Fluoropolymers to Europe and USA

Foray into New Age Business – Chemicals & Fluoropolymers for EV- Batteries, Solar Panels & Hydrogen Fuel Cells

# Bulk Chemicals Vertical

PRODUCTS	CAUSTIC SODA	CHLOROFORM	METHYLENE DI CHLORIDE	CTC
APPLICATIONS	<ul style="list-style-type: none"><li>• Textiles</li><li>• Soaps &amp; Detergents</li><li>• Alumina</li></ul>	<ul style="list-style-type: none"><li>• Feedstock for Refrigerant Gas R-22</li><li>• Solvent - Pharma</li></ul>	<ul style="list-style-type: none"><li>• Pharma API</li><li>• Foam manufacturing</li><li>• Agri-chem &amp; Pharma Formulation</li></ul>	<ul style="list-style-type: none"><li>• Pesticides</li><li>• Agricultural Chemicals</li><li>• Plastics</li><li>• Resins</li></ul>

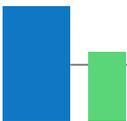
➤ Major producer of Chloroform and MDC.



# Fluorochemicals Vertical

PRODUCTS	HF BASED	TFE BASED	KF BASED	REFRIGERANTS
<b>APPLICATIONS</b>	<ul style="list-style-type: none"> <li>• Agrochemical majorly Insecticides, Herbicides &amp; Fungicides</li> <li>• Plant Growth Regulators</li> </ul>	<ul style="list-style-type: none"> <li>• Pharmaceutical Intermediates,</li> <li>• Agrochemical Pesticide &amp; Intermediates</li> </ul>	<ul style="list-style-type: none"> <li>• Pharmaceutical Intermediates,</li> <li>• Agrochemical Pesticide &amp; Intermediates</li> </ul>	<ul style="list-style-type: none"> <li>• Air-conditioners</li> </ul>

- GFL has been developing its value added product portfolio based on carbon, fluorine, nitrogen, hydrogen and oxygen. These products contribute significantly in the field of agro-chemicals, pharmaceuticals, EV battery chemicals and several more.
- Entry barriers : Technical knowhow, process safety, raw-material availability and product validation.
- Fluorine molecule are gaining traction over the conventional molecules due to increased biological activity of agrochemicals and pharmaceuticals creating more market demand.
- As a result most of the newly introduced pharma and agro active ingredients are having fluorine molecule attached in their final actives.
- GFL with its integrated value chains starting from basic raw materials offers a host of building blocks for these Specialty Chemicals.
- Largest R -22 producer in India



# Fluoropolymers Vertical

PRODUCTS	PTFE	MICRO POWDERS	PFA	PVDF	FEP	FKM	PPA
<b>APPLICATIONS</b>	<ul style="list-style-type: none"> <li>• Oil &amp; Gas</li> <li>• Pharma &amp; CPI</li> <li>• Food</li> <li>• Automotive</li> <li>• Aero-space &amp; Defense</li> <li>• Electricals</li> <li>• Electronics &amp; Semi-conductors</li> <li>• Cookware</li> <li>• Construction &amp; Mechanical Parts</li> </ul>	<ul style="list-style-type: none"> <li>• Printing Inks</li> <li>• Engineering plastics</li> <li>• Coatings</li> <li>• Industrial Finishes</li> <li>• Paints</li> <li>• Elastomers</li> <li>• Oils &amp; Greases</li> </ul>	<ul style="list-style-type: none"> <li>• Semi-conductors</li> <li>• Aero-space</li> <li>• Chemical Processing</li> <li>• Corrosion Resistant Fluid Transfer</li> <li>• Wire &amp; Cables</li> <li>• Telecom</li> </ul>	<ul style="list-style-type: none"> <li>• Chemical Processing</li> <li>• Electronics</li> <li>• Architecture</li> <li>• Pharma</li> <li>• EV Batteries</li> <li>• Solar Panels</li> <li>• Water Treatment Membranes</li> <li>• Oil &amp; Gas</li> </ul>	<ul style="list-style-type: none"> <li>• Wire &amp; Cable</li> <li>• Defense</li> <li>• Aerospace</li> <li>• Telecom</li> <li>• Chemical Processing</li> </ul>	<ul style="list-style-type: none"> <li>• Automotive</li> <li>• Chemicals</li> <li>• Refineries</li> <li>• Semiconductors</li> <li>• Aviation</li> <li>• Food &amp; Pharma</li> </ul>	<ul style="list-style-type: none"> <li>• Improve Surface Finish &amp; Gloss for LLDPE</li> <li>• HDPE &amp; PP Films</li> <li>• Partitioning Agent</li> </ul>

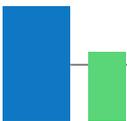
- Entry barriers :
  - Technical knowhow, process safety, raw-material availability, capex intensive.
  - Customer validation, approvals and qualifications, a time consuming & painstaking process.
- Huge growth potential :
  - 5G, EV Battery, Solar Panel, Hydrogen Fuel Cells, Semi-conductors, Internet of Things, Clean Environment.
- Fluoropolymers have unique set of properties with no technically viable substitutes which can impart the same set of properties and performance:
  - Fire, Weather, Temperature, Wear & Friction Resistant / Non-Wetting / Non-Stick / Dielectric Strength / Durability & Long life.



# New Age Industry Vertical

APPLICATIONS	ELECTRIC VEHICLES	SOLAR PANELS	HYDROGEN FUEL CELLS / ELECTROLYZERS
PRODUCTS	<ul style="list-style-type: none"> <li>• PVDF Electrode Binders</li> <li>• Battery Chemicals</li> <li>• LiPF6</li> <li>• Additives</li> <li>• Electrolyte Formulations</li> </ul>	<ul style="list-style-type: none"> <li>• PVDF Film</li> <li>• Back-sheet</li> </ul>	<ul style="list-style-type: none"> <li>• Fluoropolymers(FKM, PTFE, FEP)</li> <li>• Membranes</li> <li>• Charging Accessories</li> </ul>

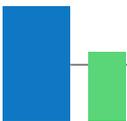
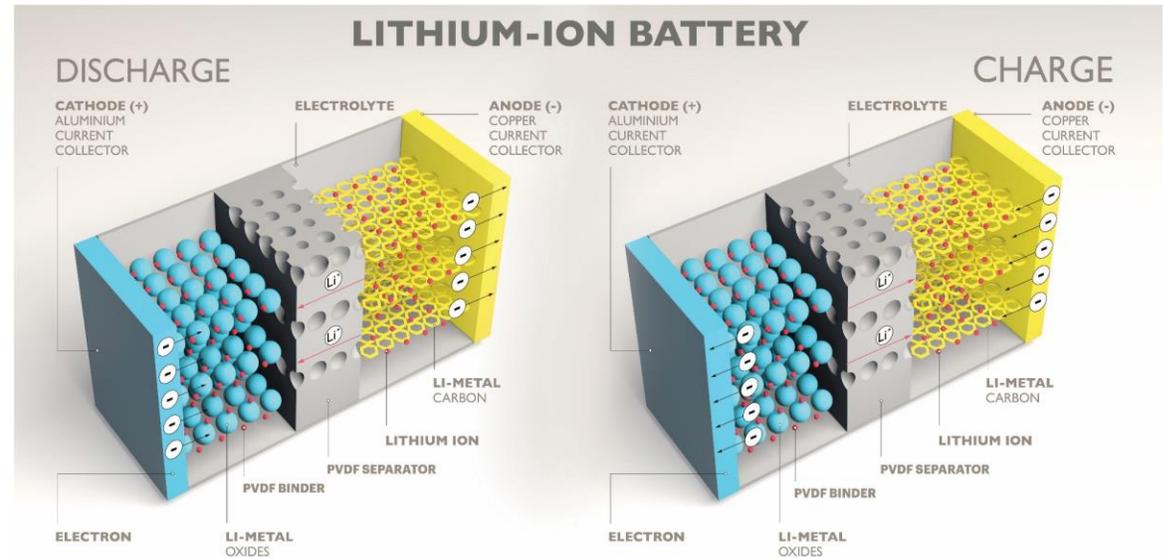
- GFL has developed technology and products to participate in each of these industries having huge potential and offering higher margins.
- Entry barriers : Technology, product development, stringent quality standards, buyer qualification, gestation period and a capex intensive integrated value chain.



# New Age Vertical-Electric Vehicle Batteries

APPLICATIONS	ELECTRIC VEHICLES BATTERIES
PRODUCTS	<ul style="list-style-type: none"> <li>• PVDF Electrode Binders</li> <li>• Battery Chemicals</li> <li>• LiPF6</li> <li>• Additives</li> <li>• Electrolyte Formulations</li> </ul>

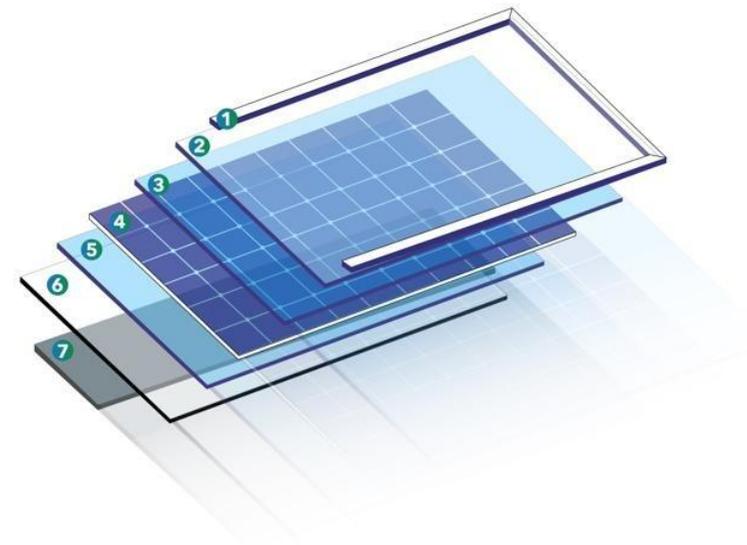
- Battery demand 2030 for EVs, energy storage and consumer electronics is estimated at 2633 GWH with EV battery chain providing revenue opportunities of 300 Billion US\$ by 2030. (Source: World Economic Forum, Mckinsey Analysis dated October 2019 ).
- Almost a dozen companies are planning to set up EV Battery manufacturing plants in India over the next few years, in line with the Government push to make India a significant global manufacturer of EV vehicles.
- GFL is in the process of setting up an integrated battery chemicals complex. In addition, GFL has developed suitable PVDF grades for cathode binder application.
- This initiative will require significant capex in the next few years and will ensure a robust growth in revenues and profits.



# New Age Vertical-Solar Panels

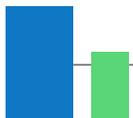
APPLICATIONS	SOLAR PANELS
PRODUCTS	<ul style="list-style-type: none"><li>• PVDF Film</li><li>• Back-sheet</li></ul>

- Under the Solar Mission, to reduce both the carbon emissions and the dependance on imports of oil, the Indian Government has announced a very ambitious target of achieving 450 GW of renewable energy by 2030.
- Solar panels are the heart of solar power plants and these contain back-sheet based on PVDF film.
- GFL is setting up India's first PVDF solar film project which will be commissioned in the next financial year. With our own integrated PVDF manufacturing facilities, this plant will be ideally suited to cater to both the domestic and international markets.



- ◆ Al Frame
- ◆ Glass
- ◆ Solar Cells
- ◆ Connecting ribbons
- ◆ Back Sheet - PVF/PVDF
- ◆ Junction Box
- ◆ EVA Sheet

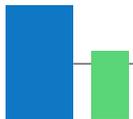
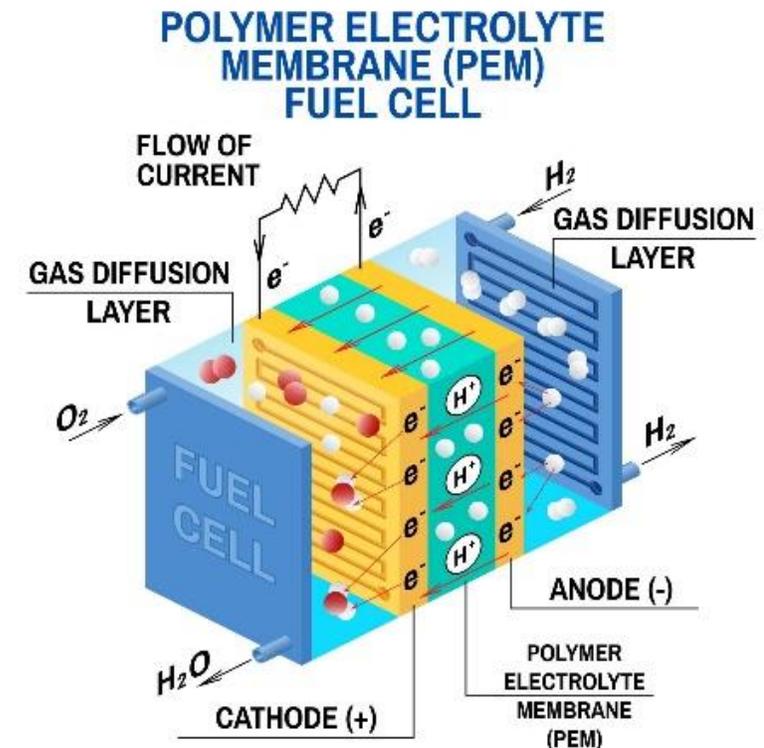
**Solar Panel**

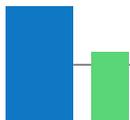


# New Age Vertical-Hydrogen Fuel Cells / Electrolyzers

APPLICATIONS	HYDROGEN FUEL CELLS / ELECTROLYZERS
PRODUCTS	<ul style="list-style-type: none"><li>• Fluoropolymers(FKM, PTFE, FEP)</li><li>• Membranes</li><li>• Charging Accessories</li></ul>

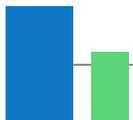
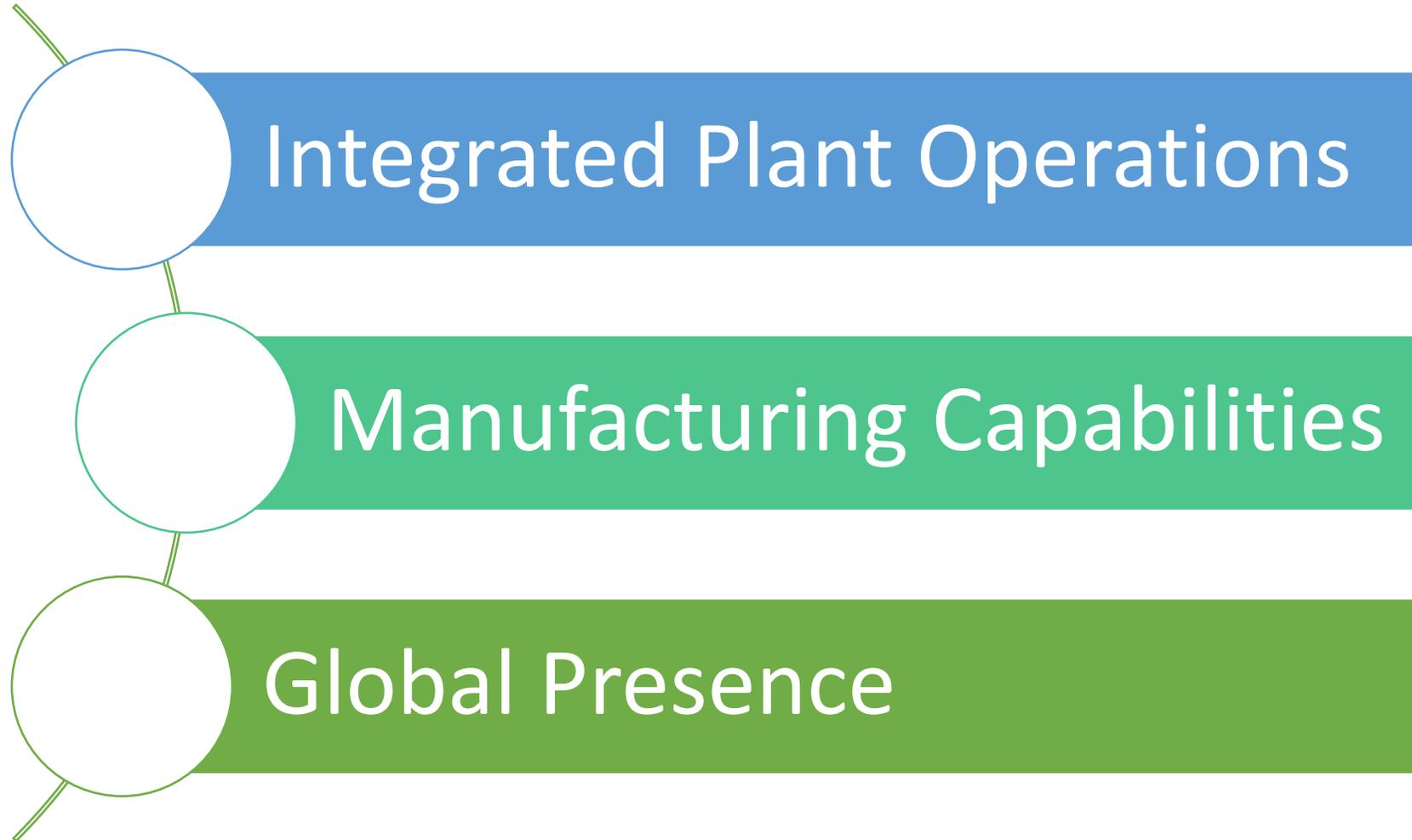
- Green hydrogen has the potential to decarbonise industry, transport, energy and heating leading to significant emission reductions. There are around 200 hydrogen fuel cell projects currently announced in Europe alone, with investments focussed across multiple industries, from transport to heavy industry. (Source: Hydrogen Council, Europe). In India, major business houses have already announced huge capital outlay in the hydrogen sector.
- Electrolysers enable the transformation of renewable energy such as wind and solar power into green hydrogen. Fluoropolymers are integral to the functioning of Electrolysers. In addition, fluoropolymer based proton exchange membranes (PEM) form the heart of fuel cells and electrolysers.
- GFL with its rich experience and a portfolio of major Fluoropolymers is well equipped to cater to the Fluoropolymers required for the hydrogen electrolysers, fuel cells and charging stations. GFL has also taken up the project to indigenously develop and produce the PEM membranes.
- GFL expects this initiative to offer a sustained business growth over the foreseeable future.



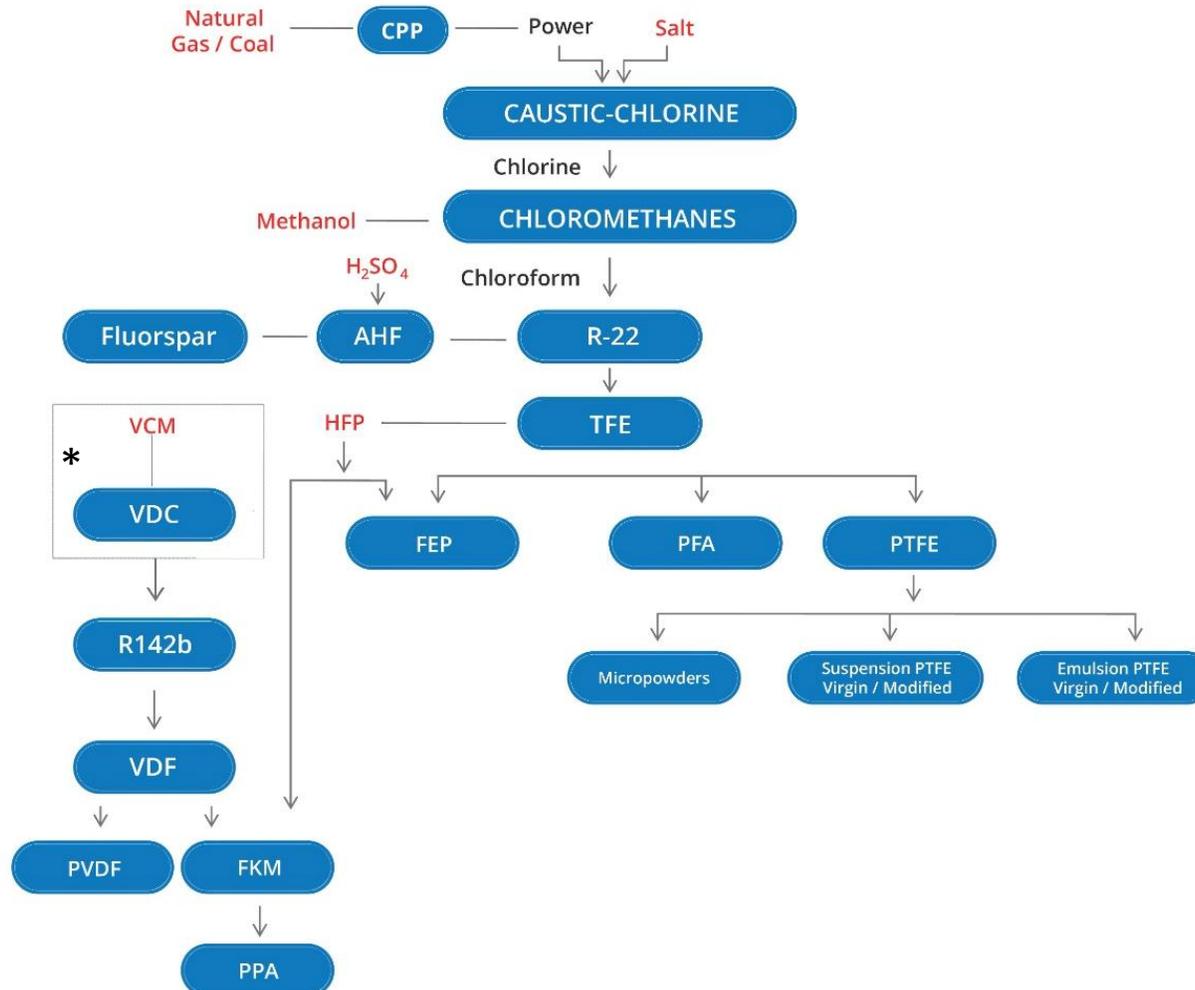


# Core Competencies

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# Integrated Operations



GFL's vertically integrated facility makes it one of the most reliable producers, of a wide range of Fluoropolymers, globally.

Integration play helps GFL to maximise value addition.

\* Under Implementation

# Manufacturing Facilities

## RANJIT NAGAR, GUJARAT, INDIA



Specialty Chemicals & Refrigerants

Commissioned in 1989

Largest Refrigerant Capacity in India

ISO 9001:2015, ISO 14001:2015 and  
ISO 45001:2018 certified

## DAHEJ, GUJARAT, INDIA



Fluoropolymers, Specialty & Bulk  
Chemicals

Commissioned in 2007

Largest Fluoropolymer Plant in India

Vertically Integrated Plant

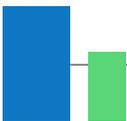
ISO 9001:2015, ISO 14001:2015 and  
ISO 45001:2018 certified

## JOLVA, GUJARAT, INDIA



Fluoropolymers, Specialty & New  
Age Chemicals

Under Phased Commissioning



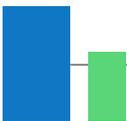
# Research & Development

Enables customised solutions  
and develop sustainable  
technology

Collaborates with renowned  
educational and research  
institutes

Equipped with team of highly efficient researchers,  
scientists and product specialists, with state of the  
art equipment including application development  
laboratories

DST approved Fluoropolymers  
Research and Application  
development centre



# Sustainability Awards & Certification



## CERTIFICATIONS

Health – Safety - Environment

ISO 14001 : 2015  
ISO 9001 : 2015  
ISO 45001 : 2018

Ethics

ISO 37001 : 2016  
ISO / IEC 27001 : 2013  
SA8000:2014

Social Responsibility

We have aligned all our Internal & Supply chain processes as per the following standards  
ISO 26000 : 2010  
ISO 20400 : 2017

# Regulatory Compliance



ROHS - Restriction of Hazardous Substances



USP Class VI - United States Pharmacopeia



REACH - Registration, Evaluation, Authorization and Restriction of Chemicals



SVHC - Substances of Very High Concern



3A - Sanitary standards for design and fabrication of equipment



EC 10/2011 - European Commission



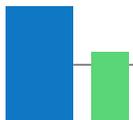
FDA - Food and Drug Administration



EC 1935/2004 - European Commission



WRAS - Water Regulation Advisory Scheme



# For further queries:

**Vibhu Agarwal**

**Head Investor Relations**

e-mail: [vibhu.agarwal@gfl.co.in](mailto:vibhu.agarwal@gfl.co.in)

**Manoj Agrawal**

**Chief Financial Officer**

e-mail: [manojagrawal@gfl.co.in](mailto:manojagrawal@gfl.co.in)

**Bhavin Desai**

**Company Secretary**

e-mail: [bvdesai@gfl.co.in](mailto:bvdesai@gfl.co.in)



# Thank You

This presentation and the following discussion may contain “forward looking statements” by Gujarat Fluorochemicals Limited (“GFCL” 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 GFCL about the business, industry and markets in which GFCL 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 GFCL’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 GFCL. In particular, such statements should not be regarded as a projection of future performance of GFCL. It should be noted that the actual performance or achievements of GFCL may vary significantly from such statements.

Accordingly, this presentation is subject to disclaimer and qualified in its entirety, by assumptions and qualifications and therefore, the readers are cautioned not to place undue reliance on forward looking statements as a number of factors could cause assumptions, actual future results and events do differs materially from those expressed in the forward looking statements.