



# JBF INDUSTRIES LTD

Q3 FY15 Earnings Presentation

***Statements in this Presentation describing the Company’s objectives, projections, estimates, expectations or predictions may be “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include raw material availability and prices, cyclical demand and pricing in the Company’s principal markets, changes in Government regulations, tax regimes economic developments within India, UAE, Oman and the countries in which the Company conducts business and other incidental factors.***

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***The information in this overview reflects prevailing conditions and our views as of this date, all of which are accordingly subject to change.***

# Key Financial Highlights



## ❑ Q3-FY15 (Standalone) performance:

- a. Total Income\*: INR 10,088 mn
- b. EBITDA: INR 1,109 mn
- c. EBITDA Margin: 10.99%
- d. PAT: INR 285 mn
- e. Diluted EPS: INR 4.22/ equity share

## ❑ Q3-FY15 (Consolidated) performance:

- a. Total Income\*: INR 24,079 mn
- b. EBITDA: INR 2,733 mn
- c. EBITDA Margin: 11.35%
- d. PAT: INR 217 mn
- e. Diluted EPS: INR 3.19/ equity share

## ❑ 9MFY15 (Standalone) performance:

- a. Total Income\*: INR 33,354 mn
- b. EBITDA: INR 3,502 mn
- c. EBITDA Margin: 10.50%
- d. PAT: INR 1,112 mn
- e. Diluted EPS: INR 16.59/ equity share

## ❑ 9MFY15 (Consolidated) performance:

- a. Total Income\*: INR 67,533mn
- b. EBITDA: INR 7,076 mn
- c. EBITDA Margin: 10.48%
- d. PAT: INR 851 mn
- e. Diluted EPS: INR 12.61/ equity share

*\* Total Income includes other income component*

## Key Highlights

- Increase in Exchange Difference & Derivative loss on Consolidated Income statement was due to MTM adjustments on term loans due to appreciation of foreign currencies.

# Key Operational Highlights

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## Projects:

- **Polyester Film Plant Project At Bahrain** - At Bahrain, all 3 lines of polyester film plant executed with total capacity of 90,000 MT per annum, operating under subsidiary JBF Bahrain SPC have been fully commissioned. Product deliveries have started and product has been well accepted.
- **PET Plant project in Belgium** - At Geel, Belgium, PET plant executed through JBF Global Europe BVBA, has been fully commissioned. Commercial deliveries of PET have started and product has been well accepted
- **PTA Plant Project at Mangalore** – At Mangalore, there has been satisfactory progress in the implementation of the 1.25 Million Tonnes per annum PTA project being executed through JBF Petrochemicals Ltd. Major Equipments have started arriving at site. The project is expected to be completed by end of CY2015.

# Financial Highlights – Standalone



Income Statement	Q3-FY15	Q2-FY15	QoQ%	Q3-FY14	YoY %
<b>Income *</b>	<b>10,088</b>	<b>11,543</b>	<b>(12.6)%</b>	<b>11,367</b>	<b>(11.3)%</b>
Total Expenses	8,979	10,315	(13.0)%	10,524	(14.7)%
<b>EBITDA</b>	<b>1,109</b>	<b>1,228</b>	<b>(9.7)%</b>	<b>843</b>	<b>31.6%</b>
<i>EBITDA Margin</i>	10.99%	10.64%	35 bps	7.42%	357 bps
Exchange Difference & Derivative (Gain)/ Loss	109	131	(16.8)%	(240)	NA
Depreciation	248	238	4.2%	286	(13.3)%
Interest	375	332	13.0%	265	41.5%
Exceptional Items	NA	NA	NA	367	NA
<b>PBT</b>	<b>377</b>	<b>527</b>	<b>(28.5)%</b>	<b>165</b>	<b>128.5%</b>
Tax	92	140	(34.3)%	28	228.6%
<b>Profit After Tax</b>	<b>285</b>	<b>387</b>	<b>(26.4)%</b>	<b>137</b>	<b>108.0%</b>
<i>PAT Margin</i>	2.83%	3.35%	(52) Bps	1.21%	162 bps
<b>Diluted EPS</b>	<b>4.22</b>	<b>5.78</b>	<b>(27.0)%</b>	<b>1.97</b>	<b>114.2%</b>

\* Income includes other income component  
All numbers in INR Mn other than EPS

# Financial Highlights – Standalone



Income Statement	9M-FY15	9M-FY14	YoY %
<b>Income *</b>	<b>33,354</b>	<b>35,957</b>	<b>(7.2)%</b>
Total Expenses	29,852	32,642	(8.5)%
<b>EBITDA</b>	<b>3,502</b>	<b>3,315</b>	<b>5.6%</b>
<i>EBITDA Margin</i>	10.50%	9.22%	128 bps
Exchange Difference & Derivative (Gain)/ Loss	217	1,350	(83.9)%
Depreciation	715	833	(14.2)%
Interest	1,013	1,032	(1.8)%
Exceptional Items	NA	367	NA
<b>PBT</b>	<b>1,557</b>	<b>(267)</b>	<b>NA</b>
Tax	445	(48)	NA
<b>Profit After Tax</b>	<b>1,112</b>	<b>(219)</b>	<b>NA</b>
<i>PAT Margin</i>	3.33%	NA	NA
<b>Diluted EPS</b>	<b>16.59</b>	<b>(3.48)</b>	<b>NA</b>

\* Income includes other income component  
All numbers in INR Mn other than EPS

# Financial Highlights - Consolidated



Income Statement	Q3-FY15	Q2-FY15	QoQ%	Q3-FY14	YoY %
<b>Income *</b>	<b>24,079</b>	<b>22,557</b>	<b>6.7%</b>	<b>21,370</b>	<b>12.7%</b>
Total Expenses	21,346	20,300	5.1%	19,839	7.6%
<b>EBITDA</b>	<b>2,733</b>	<b>2,257</b>	<b>21.1%</b>	<b>1,531</b>	<b>78.5%</b>
<i>EBITDA Margin</i>	11.35%	10.01%	134 bps	7.16%	419 bps
Exchange Difference & Derivative (Gain)/ Loss	408	100	308.0%	(285)	NA
Depreciation	878	745	17.9%	645	36.1%
Interest	1,140	938	21.5%	739	54.3%
Exceptional Items	NA	NA	NA	367	NA
<b>PBT</b>	<b>307</b>	<b>474</b>	<b>(35.2)%</b>	<b>65</b>	<b>372.3%</b>
Tax	90	119	(24.4)%	30	200.0%
<b>Profit After Tax</b>	<b>217</b>	<b>355</b>	<b>(38.9)%</b>	<b>35</b>	<b>520.0%</b>
<i>PAT Margin</i>	0.90%	1.57%	(67) bps	0.16%	74 bps
<b>Diluted EPS</b>	<b>3.19</b>	<b>5.30</b>	<b>(39.8)%</b>	<b>0.40</b>	<b>697.5%</b>

\* Income includes other income component  
All numbers in INR Mn other than EPS

# Financial Highlights - Consolidated

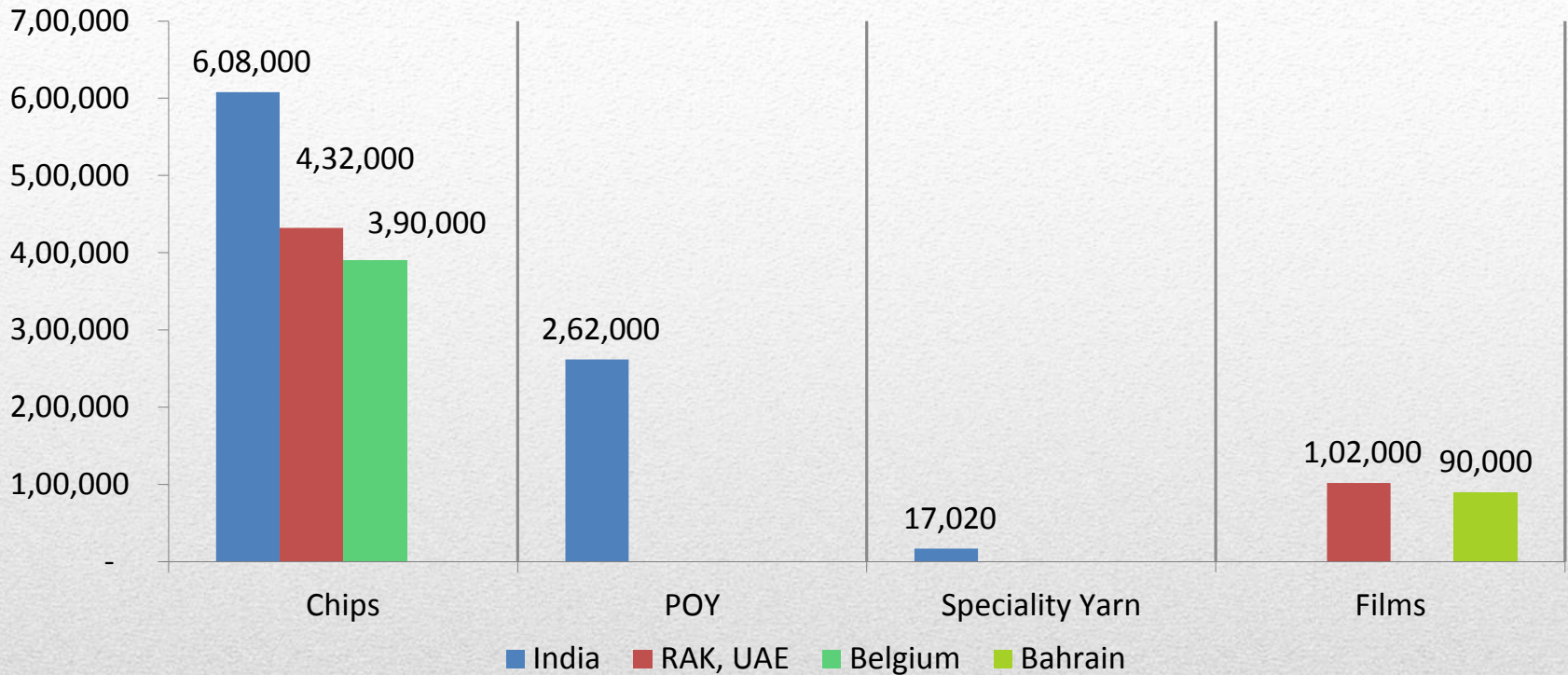


Income Statement	9M-FY15	9M-FY14	YoY %
<b>Income *</b>	<b>67,533</b>	<b>64,897</b>	<b>4.1%</b>
Total Expenses	60,457	59,588	1.5%
<b>EBITDA</b>	<b>7,076</b>	<b>5,309</b>	<b>33.3%</b>
<i>EBITDA Margin</i>	10.48%	8.18%	230 bps
Exchange Difference & Derivative (Gain)/ Loss	557	1,383	(59.7)%
Depreciation	2,272	1,772	28.2%
Interest	2,976	2,241	32.8%
Exceptional Items	NA	367	NA
<b>PBT</b>	<b>1,271</b>	<b>(454)</b>	NA
Tax	420	(39)	NA
<b>Profit After Tax</b>	<b>851</b>	<b>(415)</b>	NA
<i>PAT Margin</i>	1.26%	NA	NA
<b>Diluted EPS</b>	<b>12.61</b>	<b>(6.28)</b>	NA

\* Income includes other income component  
All numbers in INR Mn other than EPS



# Production Capacities



*Total polymerization capacity stands at 1,430,000 MT while downstream capacity stands at 471,020 MT*

*CHIPS – 1,430,000 MT*

*POY & Specialty yarn – 279,020 MT*

*Films – 192,000 MT*

*Capacity information is as on 31<sup>st</sup> December, 2014*

# Operating Performance



Indian Operation Sales (MT)	Q3-FY15	Q3-FY14	% Increase	9MFY15	9MFY14	% Increase
CHIPS (Textile + Bottle grade)	65,907	61,458	7.2%	2,04,169	1,97,431	3.4%
POY & Specialty Yarn	50,258	52,355	(4.0)%	1,51,675	1,66,558	(8.9)%
<b>Total</b>	<b>1,16,165</b>	<b>1,13,813</b>	<b>2.1%</b>	<b>3,55,844</b>	<b>3,63,989</b>	<b>(2.2)%</b>

Overseas Operation Sales (MT)	Q3-FY15	Q3-FY14	% Increase	9MFY15	9MFY14	% Increase
CHIPS (Bottle grade)	1,54,089	92,068	67.4%	3,22,830	2,54,536	26.8%
Films	24,342	17,051	42.8%	75,213	51,481	46.1%
<b>Total</b>	<b>1,78,431</b>	<b>1,09,119</b>	<b>63.5%</b>	<b>3,98,043</b>	<b>3,06,017</b>	<b>30.1%</b>

# Pricing Trends & Revenue Mix



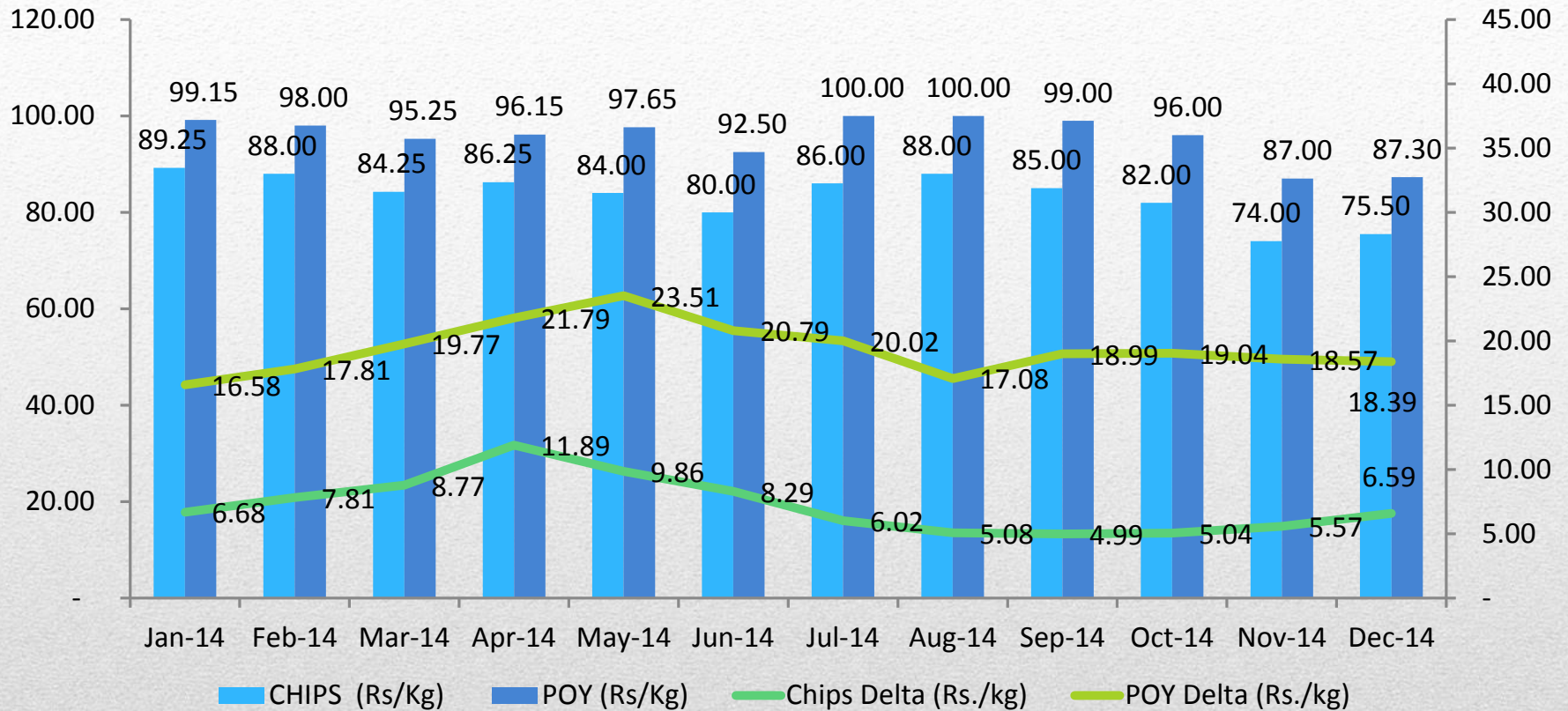
Price trends*						
Category	Q3-FY15	Q3-FY14	% Change	9MFY15	9MFY14	% Change
CHIPS – India (INR/Kg)	78	92	(15.2)%	85	92	(7.6)%
POY & Specialty Yarn-India (INR/Kg)	100	112	(10.7)%	107	110	(2.7)%
CHIPS - International (USD/MT)	1,239	1,416	(12.5)%	1,267	1,505	(15.8)%
FILMS - International (USD/MT)	2,250	2,253	(0.1)%	2,191	2,296	(4.6)%

\*Prices mentioned above are the average prices for standard products in the industry, It could differ from the sale price achieved by the company

Revenue Mix						
Category	Q3-FY15	Q3-FY14	% Change	9MFY15	9MFY14	% Change
CHIPS -India	21%	28%	(700) bps	26%	27%	(100) bps
POY & Specialty Yarn - India	19%	26%	(700) bps	23%	27%	(400) bps
CHIPS – International *	47%	37%	1000 bps	37%	35%	200 bps
FILMS – International *	13%	10%	300 bps	14%	11%	300 bps

\* Calculated based on Average exchange rate USD/INR of 9MFY15 : 60.6665

# Delta Prices over the Last 1 year



## Q3FY15 Delta Prices

	PTA (Rs/Kg)	MEG (Rs/Kg)	CHIPS (Rs/Kg)	POY (Rs/Kg)	Chips Delta (Rs./kg)	POY Delta (Rs./kg)
<b>Max</b>	64.30	63.70	82.00	96.00	6.59	19.04
<b>Min</b>	55.70	58.60	74.00	87.00	5.04	18.39
<b>Avg</b>	58.80	61.37	77.17	90.10	5.73	18.67

**Films Delta (blended thick & thin)– USD 840/Ton**

# Historical Consolidated Results – Profit and Loss A/c



Income Statement	FY 10	FY 11	FY 12	FY 13	FY 14
<b>Total Operating Income</b>	<b>49,444</b>	<b>64,711</b>	<b>71,793</b>	<b>74,558</b>	<b>85,677</b>
Total Expenses	44,740	55,149	64,666	67,656	78,558
<b>EBITDA</b>	<b>4,704</b>	<b>9,563</b>	<b>7,127</b>	<b>6,903</b>	<b>7,119</b>
<b>EBITDA Margin</b>	<b>9.5%</b>	<b>14.8%</b>	<b>9.9%</b>	<b>9.3%</b>	<b>8.3%</b>
Other Income	262	222	1,260	34	126
Exchange Difference & Derivative (Gain)/ Loss	149	874	2,939	1,329	1,254
Depreciation	1,173	1,314	1,525	2,002	2,450
Interest	1,275	1,534	1,898	2,100	3,162
Exceptional Item	NA	NA	NA	NA	(179)
PBT	2,668	6,063	2,025	1,505	200
Tax	540	602	(205)	371	143
<b>Profit After Tax</b>	<b>2,128</b>	<b>5,461</b>	<b>2,230</b>	<b>1,135</b>	<b>57</b>
Minority Interest	224	NA	NA	NA	NA
<b>Profit After Minority Interest</b>	<b>1,904</b>	<b>5,461</b>	<b>2,230</b>	<b>1,135</b>	<b>57</b>
<b>Diluted EPS</b>	<b>26.4</b>	<b>75.8</b>	<b>31.0</b>	<b>15.24</b>	<b>0.35</b>

All numbers in INR Mn other than EPS

# Consolidated Results – Balance Sheet



	Particulars	FY 13	FY14	H1FY15		Particulars	FY 13	FY14	H1FY15		
<b>A</b>	<b>EQUITIES &amp; LIABILITIES</b>				<b>B</b>	<b>ASSETS</b>					
<b>Part -1</b>	<b>Shareholder Funds</b>				<b>Part -1</b>	<b>Non Current Assets</b>					
	(A) Share Capital	1,830	802	804		(A) Fixed Assets	38,830	62,372	73,085		
	(C) Reserves & Surplus	16,873	18,045	19,102		(B) Goodwill on Consolidation	951	1,048	1,079		
	<b>Total - Shareholder Funds</b>	<b>18,703</b>	<b>18,847</b>	<b>19,906</b>		(C) Non-Current Investments	30	26	25		
<b>Part 2</b>	<b>Non Current Liabilities</b>					(D) Long Term Loans & Advances	4,704	6,624	6,868		
	(A) Long Term Borrowings	23,174	45,587	55,380		(E) Other Non-Current Assets	-	6	6		
	(B) Deferred Tax Liabilities (Net)	1,581	1,705	2,047		<b>Total - Non – Current Assets</b>	<b>44,515</b>	<b>70,076</b>	<b>81,063</b>		
	(C) Other Long Term liabilities	-	352	440		<b>Part 2</b>	<b>Current Assets</b>				
	(D) Long Term provisions	271	403	334			(A) Current Investments	486	6	3	
	<b>Total - Non – Current Liabilities</b>	<b>25,026</b>	<b>48,047</b>	<b>58,201</b>			(B) Inventories	9,231	10,440	14,059	
<b>Part 3</b>	<b>Current Liabilities</b>						(C) Trade Receivables	10,348	11,507	13,231	
	(A) Short term Borrowings	13,216	13,923	20,778			(D) Cash and Bank Balances	5,968	4,870	4,985	
	(B) Deferred Tax Liabilities	-	68	46			(E) Short-term loans and advances	5,841	4,768	6,796	
	(B) Trade Payables	11,230	11,841	13,627			(F) Other current assets	264	160	170	
	(C) Other Current Liabilities	7,940	8,375	7,289			<b>Total – Current Assets</b>	<b>32,138</b>	<b>31,751</b>	<b>39,245</b>	
	(D) Short-term provisions	538	726	460			<b>B</b>	<b>GRAND TOTAL – ASSETS</b>	<b>76,653</b>	<b>1,01,827</b>	<b>1,20,307</b>
	<b>Total – Current Liabilities</b>	<b>32,924</b>	<b>34,933</b>	<b>42,200</b>							
<b>A</b>	<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>76,653</b>	<b>1,01,827</b>	<b>1,20,307</b>							

All numbers in INR Mn

# Historical Consolidated Results – Balance Sheet



Particulars	FY 09	FY 10	FY 11	FY12
Share Capital	622	622	717	720
Cumulative Redeemable Preference Shares (CRPS)	-	-	266	884
Reserves	6,709	8,117	13,555	15,395
<b>Net worth</b>	<b>7,331</b>	<b>8,740</b>	<b>14,538</b>	<b>16,999</b>
Minority Interest	3,997	3,633	-	-
Loan Funds	12,414	13,644	17,836	24,247
<b>TOTAL LIABILITES</b>	<b>23,743</b>	<b>26,016</b>	<b>32,374</b>	<b>41,246</b>
Net Fixed Assets (Incl Capital WIP)	20,837	21,165	24,705	33,136
Investments	361	1,310	1,280	629
Net Current Assets (Excluding Cash)	2,873	3,880	5,469	4,720
Cash & Bank	899	999	2,350	3,987
Deferred Tax Liability (Net)	(1,226)	(1,337)	(1,430)	(1,223)
<b>TOTAL ASSETS</b>	<b>23,743</b>	<b>26,016</b>	<b>32,374</b>	<b>41,246</b>

All numbers in INR Mn

# Thank You

For further details please contact our Investor Relations Representatives :



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