

JBF INDUSTRIES LTD

Q1 -FY12 Results Presentation

August 2011



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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 Highlights



- ❑ JBF Industries reports Income (consolidated) of Rs. 15,980 mn for Q1-FY12.
- ❑ Profit after tax (consolidated) reported at Rs. 523 mn for Q1-FY12
- ❑ Q1-FY12 EPS (consolidated) stands at Rs. 7.29 per equity share
- ❑ Expansion of Chips Capacity has increased capacity in India to 608,800MT while at RAK, Chips capacity currently stands at 420,000MT
- ❑ Company to set up a Purified Terephthalic Acid (PTA) plant at Mangalore SEZ having capacity of 1.12 mn TPA
- ❑ Company to set up a 390,000 TPA Polyethylene Terephthalate (PET) plant in Belgium. Plant to be adjacent to British Petroleum's (BP) PTA facility, ensuring continuous supply of PTA.

Financial Highlights - Consolidated



Income Statement Consolidated (Rs. Mn)	Q1FY 12	Q1FY11
Income	15,980	14,161
Total Expenses	14,359	12,586
EBITDA	1,621	1,575
<i>EBITDA Margin</i>	10.1%	11.1%
PBT	554	772
Tax	31	110
Minority Interest	-	113
Profit After Tax (Post minority interest)	523	549
<i>PAT Margin</i>	3.3%	3.8%
EPS	7.29	8.81

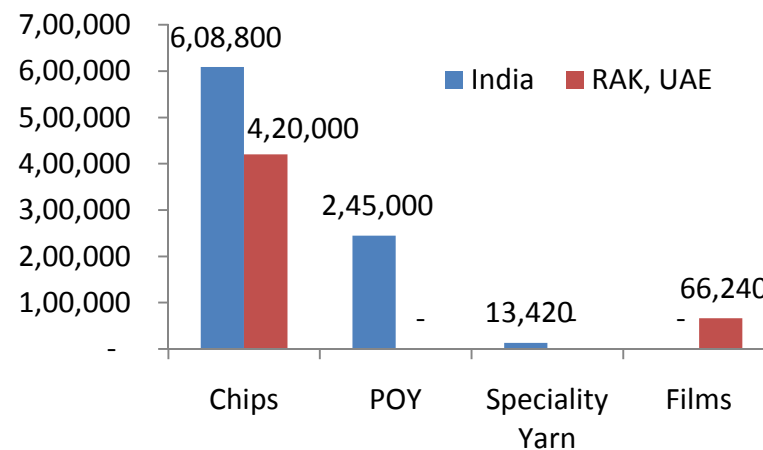
Profit impacted by Exchange difference and derivative losses of Rs. 455 mn

*JBF Industries Ltd now holds 100% stake in JBF RAK.
Financial results are therefore, consolidated to the extent of 100%*

Capacities *



Capacities (MT)	
INDIA	
CHIPS	608,800
POY & Specialty Yarn	258,420
Total	867,220
RAK, UAE	
CHIPS	420,000
FILMS	66,420
Total	486,420



Total polymerization capacity stands at 10,28,800 MT while downstream capacity stands at 324,840 MT

CHIPS – 10,28,800 MT POY & Specialty yarn – 258,420 MT Films – 66,420 MT

* Capacity information is as on 30th June, 2011.

Operating Performance



India Operating Performance (MT)						
PRODUCTION	Q1FY12	Q1FY11	% Increase	FY11	FY10	% Increase
CHIPS	102,761	122,879	(16.4)%	4,84,389	4,31,342	12.3%
POY & Specialty Yarn	48,851	46,683	4.6%	2,19,136	1,59,283	37.6%
Total	151,612	169,562	(10.6)%	7,03,525	5,90,625	19.1%
SALES						
CHIPS	53,918	82,011	(34.3)%	2,76,376	2,76,411	0.0%
POY & Specialty Yarn	48,388	42,898	12.8%	2,07,069	1,50,132	37.9%
Total	102,306	124,909	(18.1)%	4,83,445	4,26,543	13.3%

RAK, UAE Operating Performance (MT)						
PRODUCTION	Q1FY12	Q1FY11	% Increase	FY11	FY10	% Increase
CHIPS	84,521	80,234	5.3%	3,39,010	3,60,283	(5.9%)
Films	16,606	18,352	(9.5)%	75,462	54,638	38.1%
Total	101,127	98,586	2.6%	4,14,472	4,14,921	(0.1%)
SALES						
CHIPS	60,445	63,438	(4.7)%	2,78,356	3,31,014	(15.9%)
Films	15,590	18,482	(15.6)%	76,374	53,940	41.6%
Total	76,035	81,920	(7.2)%	3,54,730	3,84,954	(7.9%)

Pricing trends & Revenue Mix

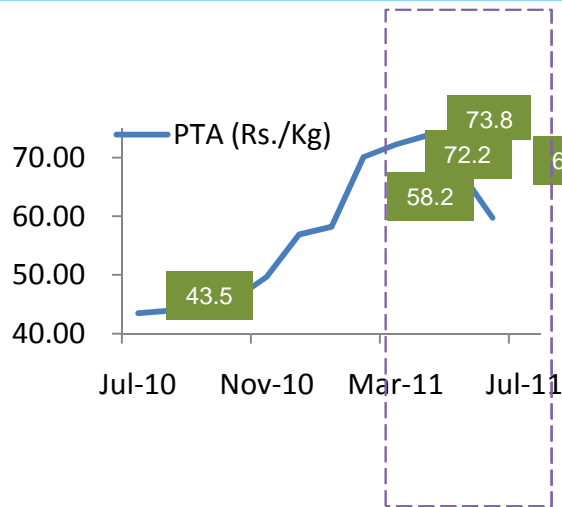


Price trends*						
Category	Q1FY12	Q1F11	% Increase	FY11	FY10	% Increase
CHIPS (Rs./Kg)	85.50	62.00	38%	69.42	59.46	17%
POY & Specialty Yarn (Rs./Kg)	94.67	74.00	28%	79.79	69.63	15%
FILMS (USD/MT)	2,500	2,170	15%	3,333	1,950	71%

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

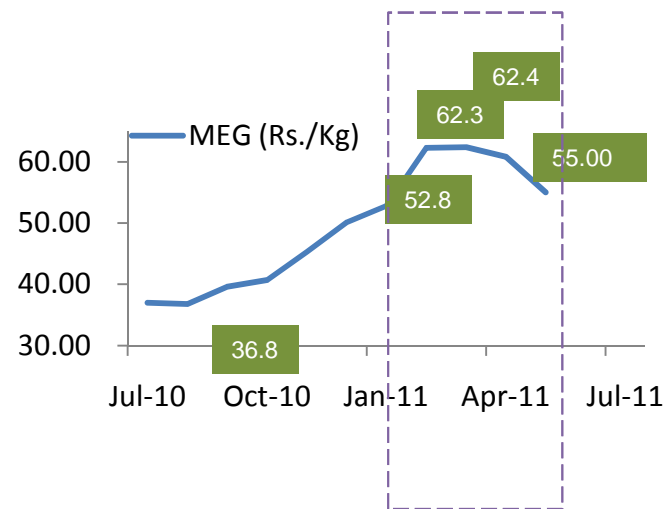
Revenue Mix						
Category	Q1FY12	Q1FY11	Increase	FY11	FY10	Increase
CHIPS	56.6%	64.2%	(760) Bps	56.5%	68.5%	(1200) Bps
POY & Specialty Yarn	29.7%	22.6%	710 Bps	26.0%	21.7%	430 Bps
FILMS	13.7%	13.2%	50 Bps	17.6%	9.9%	770 Bps

Raw materials



52 week High – Rs. 73.80
 52 week Low – Rs. 43.50
 JUL 11 – Rs. 58.40

PTA prices averaged at Rs. 67/kg for Q1FY12 vs Rs. 47.27/kg for Q1FY11



52 week High – Rs. 62.40
 52 week Low – Rs. 36.80
 JUL 11 – Rs. 60.80

MEG prices averaged at Rs. 56.97/kg for Q1FY12 vs Rs. 43.63/kg for Q1FY11

Discussion & Analysis



Operations:

- Q1FY12 Income (Cons) increased by 13% from Rs. 14,161 mn to Rs. 15,980 mn
- EBITDA (Cons) reported at from Rs. 1,621 mn in Q1FY12 vs Rs. 1,575 mn in Q1FY11
- PAT (Cons) stood at Rs. 523 mn for Q1FY12
- Q1FY12 EPS stood at Rs. 7.29 per equity share

Expansion:

- Expanding Chips capacity in India to 626,000MT
- Chips capacity in RAK to be increased to 430,000MT
- Adding Film capacity in RAK. Capacity to be enhanced by 36,000MT by December 2011

Business Outlook:

- Q1FY12 saw all textile raw materials starting from cotton declined resulting in competing textile products such as polyester also declined having an effect on the entire polyester chain of PTA, MEG, Chips and POY
- Under performance of downstream markets lead to low operating levels

Standalone Results – Profit and Loss A/c



Income Statement	Q1FY12	Q1FY11	FY 11	FY10
Income	9,217	8,518	35,770	27,209
Total Expenses	8,324	7,615	31,459	24,258
EBITDA	893	903	4,311	2,951
<i>EBITDA Margin</i>	9.7%	10.6%	12.0%	10.8%
Exchange Difference & Derivative Loss	443	118	914	(106)
Depreciation	191	175	734	622
Interest	127	183	748	605
PBT	131	427	1,916	1,830
Tax	31	110	602	540
Profit After Tax	99	317	1,314	1,290
<i>PAT Margin</i>	1.1%	3.7%	3.7%	4.7%
EPS	1.39	5.08	18.34	20.73

All numbers in Rs. Mn other than EPS

Consolidated Results – Profit and Loss A/c



Income Statement	Q1FY12	Q1FY11	FY 11	FY10
Income	15,980	14,161	64,870	49,689
Total Expenses	14,359	12,586	55,127	44,740
EBITDA	1,621	1,575	9,743	4,949
<i>EBITDA Margin</i>	<i>10.1%</i>	<i>11.1%</i>	<i>15.0%</i>	<i>9.9%</i>
Exchange Difference & Derivative Loss	455	130	945	(149)
Depreciation	342	314	1,314	1,173
Interest	271	358	1,421	1,258
PBT	554	772	6,063	2,668
Tax	31	110	602	540
Profit After Tax	523	662	5,461	2,128
<i>PAT Margin</i>	<i>3.3%</i>	<i>4.7%</i>	<i>8.4%</i>	<i>4.3%</i>
Minority Interest	-	113	-	224
Profit After Minority Interest	523	549	5,461	1,904
EPS	7.29	8.81	76.21	30.61

All numbers in Rs. Mn other than EPS

Historical Consolidated Results – Profit and Loss A/c



Income Statement	FY 08	FY 09	FY 10	FY 11
Income	28,948	43,537	49,689	64,870
Total Expenses	26,122	38,882	44,740	55,127
EBITDA	2,826	4,655	4,949	9,743
<i>EBITDA Margin</i>	9.8%	10.7%	9.9%	15.0%
Exchange Difference & Derivative Loss	NA	NA	(149)	945
Depreciation	596	779	1,173	1,314
Interest *	633	975	1,258	1,421
PBT	1,597	2,901	2,668	6,063
Tax	295	459	540	602
Profit After Tax	1,302	2,442	2,128	5,461
<i>PAT Margin</i>	4.50%	5.61%	4.3%	8.4%
Minority Interest	(35.3)	553	224	-
Profit After Minority Interest	1,337	1,889	1,904	5,461
EPS	21.49	30.36	30.61	76.21

*Interest amount for FY08 and FY09 includes amount by way of Forex (Gain)/Loss

All numbers in Rs. Mn other than EPS

Balance Sheet - Consolidated



Income Statement	FY 08	FY 09	FY 10	FY 11
Share Capital	622	622	622	717
Cumulative Redeemable Preference Shares (CRPS)	-	-	-	266
Reserves	5,211	6,709	8,117	13,555
Net worth	5,933	7,331	8,740	14,538
Minority Interest	3,161	3,997	3,633	-
Loan Funds	8,366	12,414	13,644	17,836
TOTAL LIABILITES	17,459	23,743	26,016	32,374
Net Fixed Assets (Incl Capital WIP)	13,361	20,837	21,165	24,705
Investments	594	361	1,310	1,280
Net Current Assets (Excluding Cash)	1,133	2,873	3,880	5,469
Cash & Bank	3,353	899	999	2,350
Deferred Tax Liability (Net)	-982	-1,226	-1,337	-1,430
TOTAL ASSETS	17,459	23,743	26,016	32,374

All numbers in Rs. Mn other than EPS



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Thank You

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