

July 26, 2021

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400001
Stock Code: 532504

National Stock Exchange of India Limited

Exchange Plaza,
Bandra Kurla Complex, Bandra (East),
Mumbai 400051
Stock Code: NAVINFLUOR EQ

Dear Sir / Madam,

Sub.: Investor Presentation for Q1 of FY 2021-22

In accordance with Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Investor Presentation for the quarter ended June 30, 2021 (Q1 of FY 2021-22) is enclosed herewith.

This intimation is also being made available on the website of the Company at:

https://www.nfil.in/investor/inv_pres.html

This is for your information and record.

Thanking you,

Yours faithfully,

For **NAVIN FLUORINE INTERNATIONAL LIMITED**

Niraj B. Mankad

President Legal & Company Secretary

Encl.: a/a

Speciality Fluorochemicals



CRAMS



Inorganic Fluorides



Refrigeration



Growing responsibly

Navin Fluorine International Limited

Investor Presentation – Q1 FY22

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Q1FY22 – Good Sustainable Performance



YoY Highlights

Q1FY22

Operating Revenue
Rs. 314 crores

+53%



Operating EBITDA
Rs. 78 crores

+50%



Margin at 25%

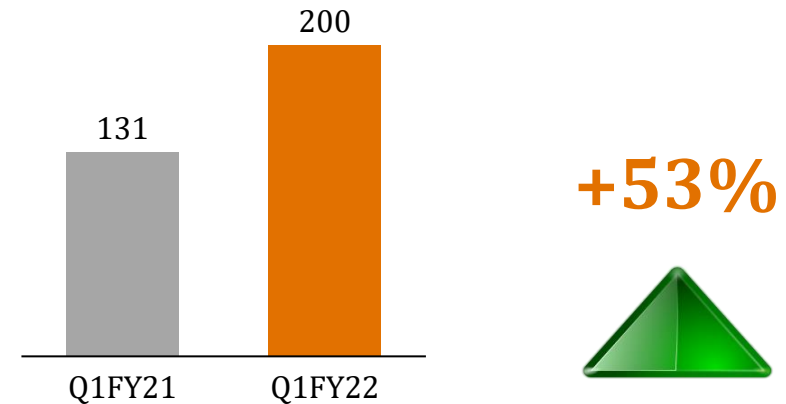
Operating PBT
Rs. 67 crores

+59%

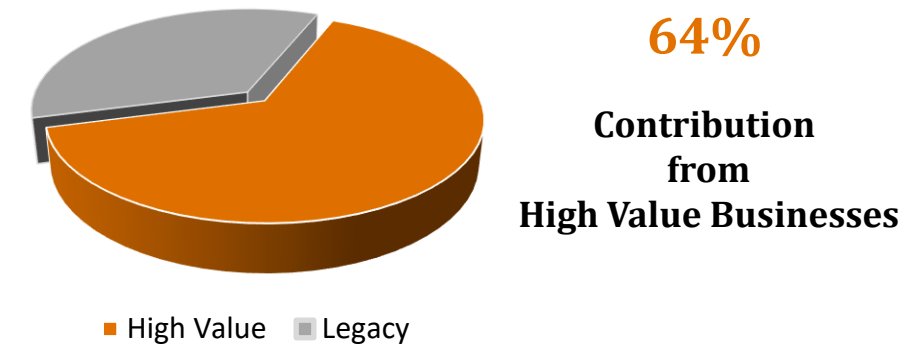


Margin at 21%

High Value Businesses



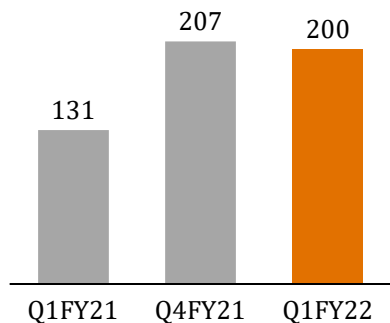
Q1FY22 Revenue Contribution



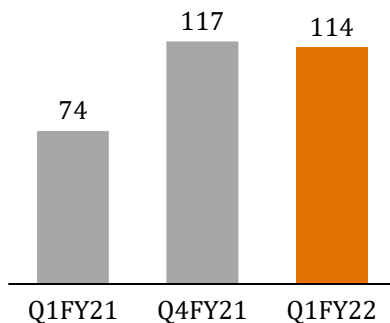
Good Sustainable Performance

(Rs. Crs)

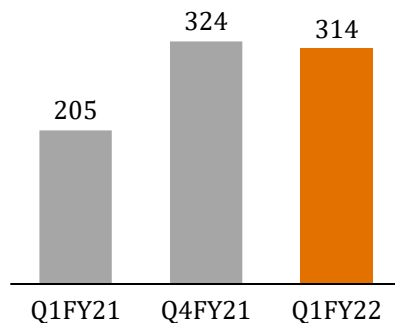
High Value Businesses



Legacy Businesses



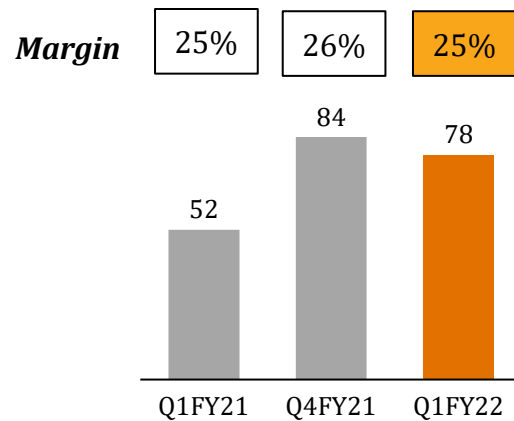
Total Revenue



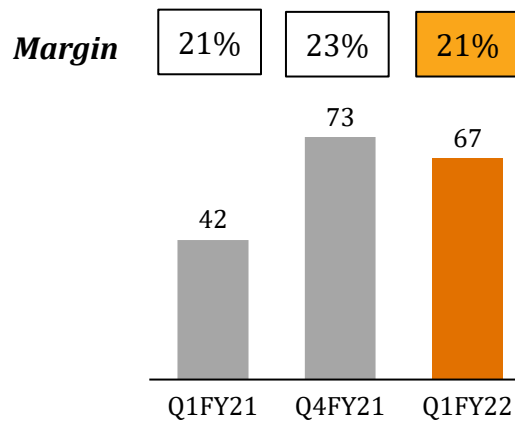
Addition of new customers

Robust performance by High Value Businesses

Operating EBITDA



Operating PBT

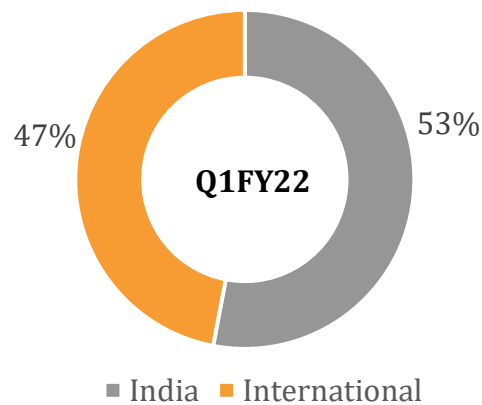
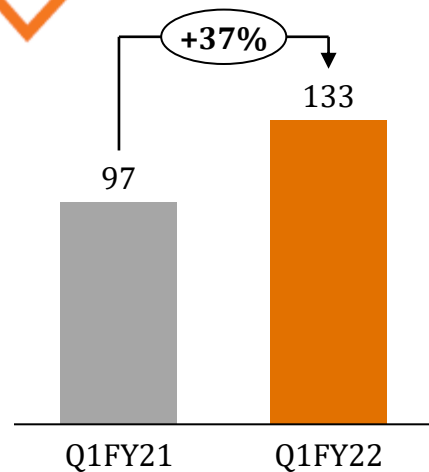


Strong pipeline of new opportunities

Business Vertical - Specialty Chemicals



Revenues (Rs. Crs)

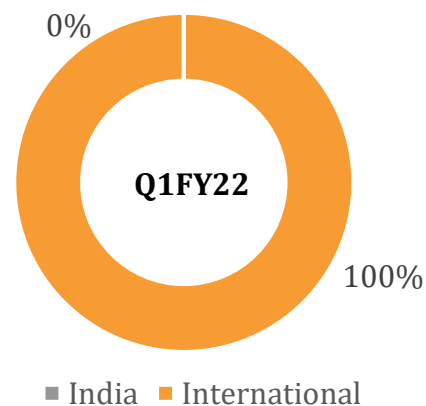
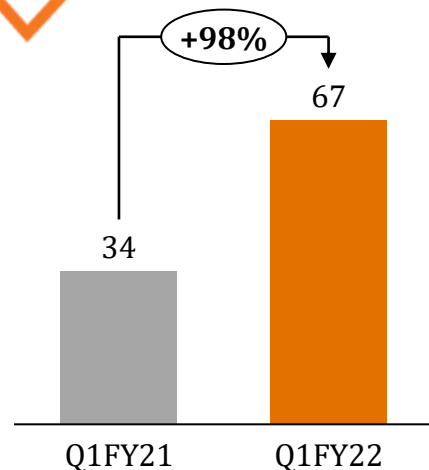


Q1FY22 Highlights

- Good demand from International and Domestic markets
- Business growth driven by mix of new products and market share gain
- Robust new product pipeline



Revenues (Rs. Crs)



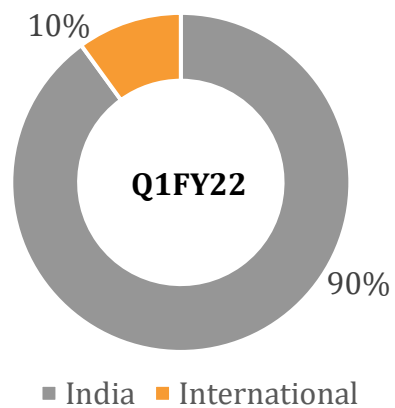
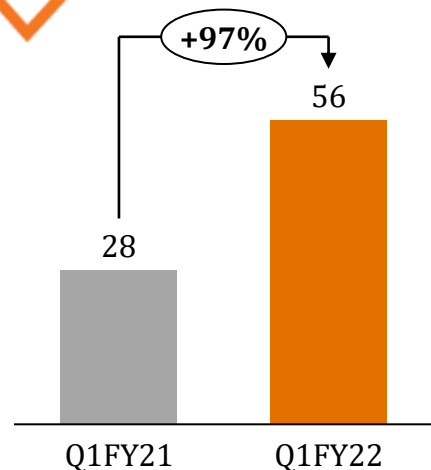
Q1FY22 Highlights

- Good performance driven by repeat orders leading to better capacity utilization
- New customer development across Europe and US
- Focus on expanding project pipeline and further diversifying customer base

Business Vertical - Inorganic Fluorides



Revenues (Rs. Crs)

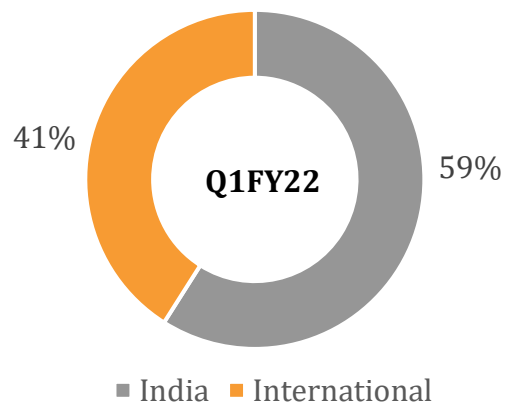
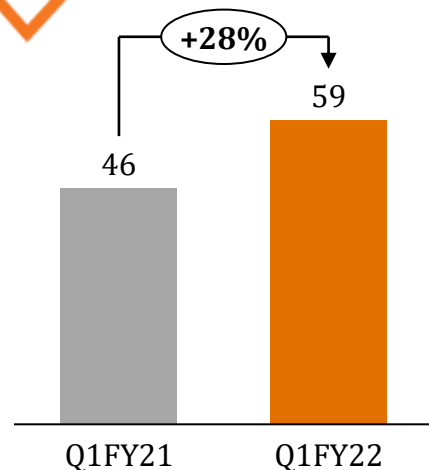


Q1FY22 Highlights

- Good demand from existing end user industry
- Good traction been seen from newer end user segments
- New international customer driving performance



Revenues (Rs. Crs)



Q1FY22 Highlights

- Trade and service demand improved despite COVID related restrictions
- International markets witnessed good volume growth, however prices were subdued
- Steady Non-emissive application sales

Capacity Expansion - High Performance Product (HPP)

Key Highlights

\$410 Mn
(Rs. 2,800 crs)

Contract Signed
with Global
Company

\$61.5 Mn
(Rs. 436 crs)

Capex required



7 Years

Contract Period;
Sales will be evenly
staggered

**Q4 FY22/
Q1 FY23**

Expected Plant
commissioning

**ROC &
Margins**

Company level
EBIDTA & ROC for this
project

- Entered into a \$410 million contract with a Global Company for manufacture and supply of a High-performance Product (HPP) in the fluorochemical space
- Project will be executed through wholly owned subsidiary Navin Fluorine Advanced Sciences Limited (NFASL) at Dahej in the state of Gujarat
- Investing \$51.5mn (Rs. 365 crs) for dedicated manufacturing facility and ~\$10mn (Rs.71 crs) for captive power plant
- The product is not part of the Navin Fluorine's existing product portfolio and is a new set of opportunities for application of fluorine for completely new vertical
- Will manufacture both intermediate & final product
- Intermediate can be used for multi-product manufacturing, currently the contract is for one product

High performance
product in
fluorochemical space

Capex to be funded
through internal
accruals & debt

Royalty free access
to technology

Through wholly
owned subsidiary
(NFASL)

HPP Contract - Reinforcement of **Trust**

Delivery on NFIL's long term strategy with important steps in portfolio transformation

 NAVIN FLUORINE INTERNATIONAL LIMITED	 PADMANABH MAFATLAL GROUP <small>Creating value. Sharing value.</small>		Milligram to Multi-tonne Production	 Responsible Care® <small>OUR COMMITMENT TO SUSTAINABILITY</small>
 MANCHESTER ORGANICS	cGMP Process Development	9 F Fluorine 19		
		Custom Research & Manufacturing		

Developed **new capabilities** by venturing into High Performance Product (HPP)

Entered into seven-year contract of \$410mn (i.e. approximately Rs. 2,800 crores) with a **leading Global Company**

Expected to start from **Q4 FY'22 / Q1 FY'23**

**New
Foundation of
Business
Growth**

**Effective use
of Resources**

**Maximise
Returns on
Investments**

Rs. 195 crores

Capex to be funded
by internal accruals
& debt

**1.35x – 1.45x
at peak**

Asset Turnover

Rs. 260 – 280 crores

Expected peak
annual revenue

**Fluorochemical space
Products**

New Products
Portfolio

Other Key Points

- Project will be executed through wholly owned subsidiary **Navin Fluorine Advanced Sciences Limited (NFASL)** at Dahej in the state of Gujarat
- This investment will lay foundation for the **next phase of growth** of our specialty chemicals business.
- It will help enhance our product offerings and strengthen our customer relationships along with **providing building blocks for future growth**
- Margins and return ratios at company levels. Capacity is expected to come on stream during **H1 of FY23**

Work at site progressing well



Growing responsibly

Business Strategy



Presence into High-demand **specialized product basket**

Customer's clear choice - **Strong pillar of Partnership**

Valuable and Dependable
Fluorochemical
Company



Increase share of our High Value Business (CRAMS & Specialty) which now contributes ~64% of the Topline



Innovation & Change growth
- Moving into the new High-Performance Product (HPP) vertical in the fluorochemicals space



Investment In MPP (Multi Purpose Plant) - Entering into portfolio of new products for next phase of growth

Journey of Transformation continues...



Growing responsibly

Financial Performance

Standalone Profitability Statement

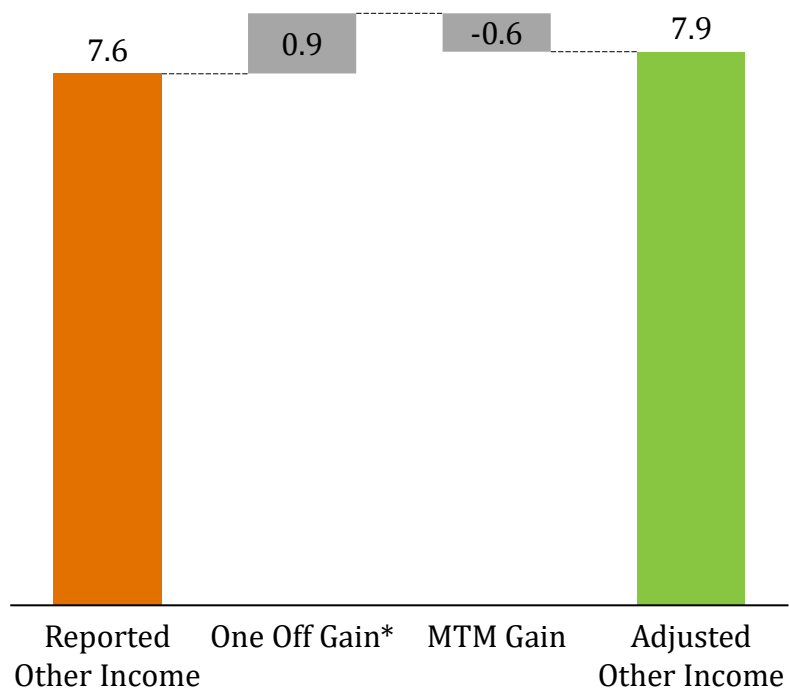
Particulars (Rs. Crs.)	Q1 FY22	Q1 FY21	Y-o-Y Change %	Q4 FY21	Q-o-Q Change %	FY21	FY20	Y-o-Y Change %
Net Revenue from Operations	313.9	204.7	53%	324.0	-3%	1,133.1	1,022.3	11%
Raw Material	141.7	85.2		153.2		511.0	464.9	
Employee Expenses	39.6	31.0		32.5		124.9	116.5	
Other Expenses	54.6	36.5		54.1		186.4	180.1	
Operating EBITDA	78.0	52.1	50%	84.2	-7%	310.8	260.7	19%
Operating EBITDA Margin	24.8%	25.4%	-59 Bps	26.0%	-115 Bps	27.4%	25.5%	193 Bps
Interest Expenses	0.4	0.2		0.6		1.4	1.6	
Depreciation	10.9	9.9		10.6		40.7	33.7	
Operating PBT	66.7	42.0	59%	73.0	-9%	268.7	225.4	19%
Operating PBT Margin	21.2%	20.5%	74 Bps	22.5%	-128 Bps	23.7%	22.0%	167 Bps
Other Income	7.6	35.6		19.7		74.5	31.3	
Exceptional items ¹	0.0	0.0		66.2		66.2	0.0	
PBT	74.3	77.6		158.9		409.5	256.7	
Tax	17.9	26.0		37.3		110.3	-143.1	
Profit After Tax	56.4	51.6		121.6		299.2	399.8	
Other Comprehensive Income	-0.3	-0.2		0.8		-0.1	-0.7	
Total Comprehensive income for the Period	56.1	51.4		122.4		299.2	399.1	

1. Exceptional Items include: (a) Gain of Rs. 31.4 crs on account of sale of shares (net of incidental expenses) held in Convergence Chemicals Private Limited, the Joint Venture Company, including gain for giving up lease rights in land. (b) Gain of Rs. 34.83 crs on account of giving up lease rights in land situated at Dahej to Navin Fluorine Advanced Sciences Limited, the wholly owned subsidiary of the Company

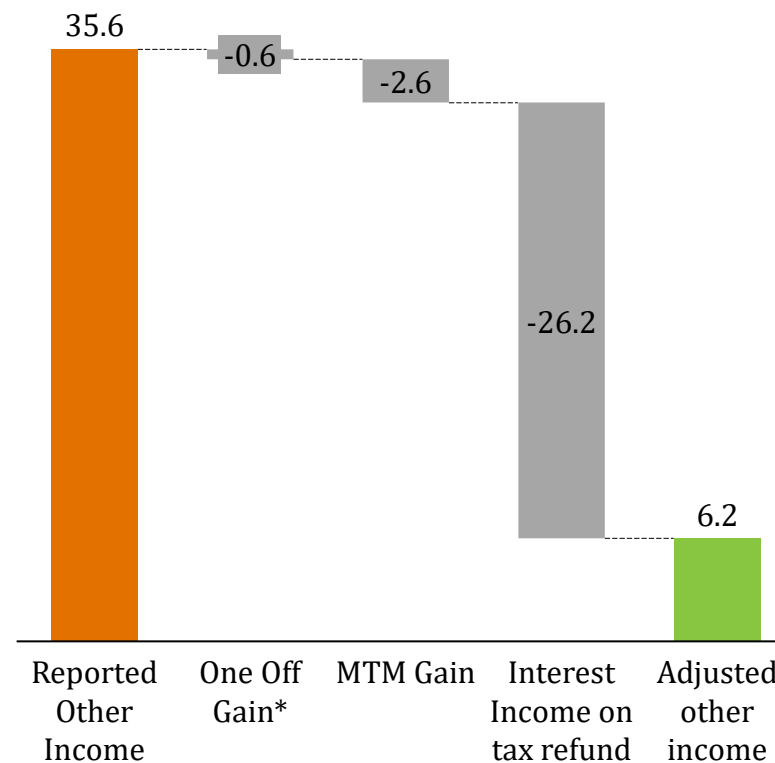
2. The Company had contested receipts on account of Certified Emission Reduction (CER) as capital receipts not chargeable to tax from financial year 2007-08 to FY2012-13. During FY20, it received favourable appellate orders for some of the aforesaid years. Accordingly, the Company has recognized MAT Credit entitlement of Rs. 73.55 crs under section 115JAA of the Act, for which claims have been made. The Company has recomputed the tax liabilities for these years and written back excess tax provisions amounting to Rs. 141.25 crs for earlier years.

Other Income Built-up

Q1 FY22 (Rs. Crs)



Q1 FY21 (Rs. Crs)



Consolidated Profitability Statement

Particulars (Rs. Crs.)	Q1 FY22	Q1 FY21	Y-o-Y Change %	Q4 FY21	Q-o-Q Change %	FY21	FY20	Y-o-Y Change %
Net Revenue from Operations	326.5	214.9	52%	336.4	-3%	1,179.4	1,061.6	11%
Raw Material	148.4	91.0		160.7		537.4	483.8	
Employee Expenses	43.8	34.6		36.9		141.7	130.8	
Other Expenses	56.6	35.5		54.6		191.0	183.5	
Operating EBITDA	77.8	53.8	45%	84.3	-8%	309.3	263.5	17%
Operating EBITDA Margin	23.8%	25.0%	-122 Bps	25.0%	-122 Bps	26.2%	24.8%	140 Bps
Interest Expenses	0.5	0.3		0.8		1.8	2.0	
Depreciation	12.0	10.7		11.6		44.2	37.0	
Operating PBT	65.3	42.8	53%	71.9	-9%	263.3	224.5	17%
Operating PBT Margin	20.0%	19.9%	9 Bps	21.4%	-138 Bps	22.3%	21.1%	117 Bps
Other Income	8.9	36.2		23.3		79.0	33.3	
Exceptional items	0.0	0.0		15.5		15.5	0.0	
PBT	74.2	79.0		110.7		357.8	257.8	
Tax	18.2	26.1		37.5		110.8	-143.6	
Profit After Tax	55.9	52.9		73.2		247.1	401.4	
Share of Profit from Associates and JV (net)	0.0	3.1		1.6		10.5	7.2	
Profit for the period	55.9	56.0		74.8		257.5	408.6	
Other Comprehensive Income	0.37	-0.42		1.11		2.2	0.5	
Total Comprehensive income for the Period	56.3	55.6		75.9		259.7	409.1	

17 1. Exceptional Items include gain of Rs. 15.51 crs on account of sale of shares (net of incidental expenses) held in Convergence Chemicals Private Limited, the Joint Venture Company, including gain for giving up lease rights in land
2. The Company had contested receipts on account of Certified Emission Reduction (CER) as capital receipts not chargeable to tax from financial year 2007-08 to FY2012-13. During FY20, it received favourable appellate orders for some of the aforesaid years. Accordingly, the Company has recognized MAT Credit entitlement of Rs. 73.55 crs under section 115JAA of the Act, for which claims have been made. The Company has recomputed the tax liabilities for these years and written back excess tax provisions amounting to Rs. 141.25 crs for earlier years.



Growing responsibly

NFIL at glance



Manufacturing **plants strategically located** closer to major ports



Strong Clientele base in India & abroad, including Global Innovators



Largest Integrated Specialty Fluorochemical Company in India



Over **50 years** of expertise in Handling Fluorine



Built “**India’s only plant with high pressure fluorination capabilities with cGMP compliance**” for CRAMS Business



Pioneers of Refrigerant Gas manufacturing in India



“**RESPONSIBLE CARE**” certification



Manufacturing

- Chemical Complex at **Surat** spread over **135 acres**, houses Refrigerant, Inorganic Fluorides & Specialty Chemicals Plants
- **cGMP Compliant facility** for CRAMS in **Dewas**
- **New Greenfield Investment** coming up in Dahej

Raw Material Sourcing

- Backward integration for Raw material through **25% JV partner** in the only Fluorspar beneficiation company in India
- **Diversified sourcing of Fluorspar** away from China

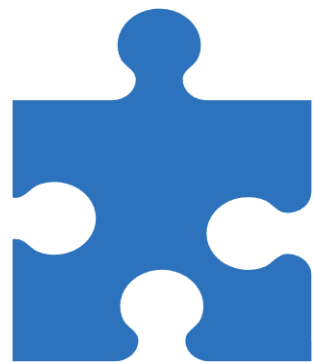
In-house R&D

- State-of-the-art **R&D centre** – Navin Research Innovation Centre at Surat
- **DSIR approved** R&D Centre
- Supports in **product addition & process efficiency** in all business units
- R&D strength augmented by **Manchester Organics Acquisition**

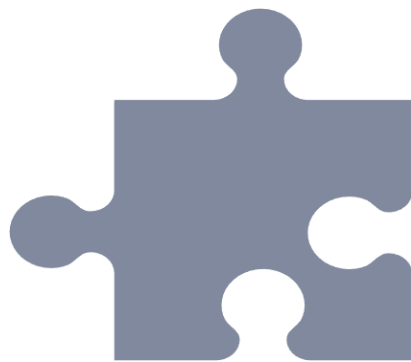
Fluorination Capabilities

- **Pioneered Manufacturing** of Refrigerant Gases in India
- Over **45 years of experience** in handling Fluorine
- Extensive expertise focusing on **specialty fluorine chemistry**

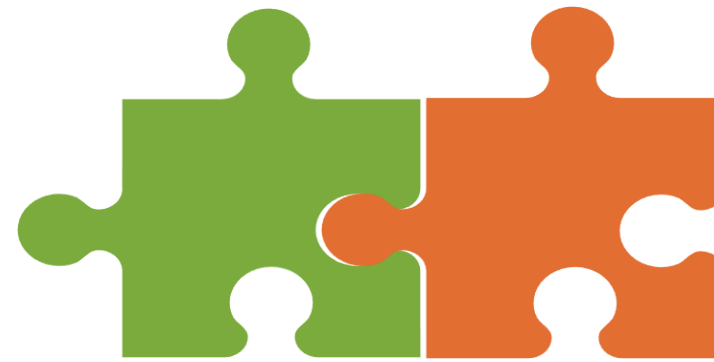
Our Delivery



Commenced **Specialty Chemicals** in 2000



Commenced **CRAMS** business in 2011



Inorganic Fluorides & Refrigerants are traditional business since 1967

FY21 – Revenue %

FY11 – Revenue %

Specialty Chemicals –
40%

Specialty Chemicals –
27%

CRAMS – 24%

CRAMS – 0%

Inorganic Fluorides –
18%

Inorganic Fluorides –
18%

Refrigerants – 18%

Refrigerants (Incl. CER) –
55%

* CRAMS business generating revenue since FY13 and Excludes Revenue from Dahej Operations of Rs. 55.68 Crs till 30th November 2017 for FY18



Thank
you

For further information, please contact:

Company :

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CIN : L24110MH1998PLC115499

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Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
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