

October 19, 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 Q2 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 September 30, 2021 (Q2 of FY 2021-22) is enclosed.

This intimation is also being made available on the Company's website www.nfil.in.

Kindly take this intimation on your 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 – Q2 & H1 FY22

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YoY Highlights

H1FY22

Operating Revenue
Rs. 638 crores

+25%



Operating EBITDA
Rs. 162 crores

+11%



Margin at 25%

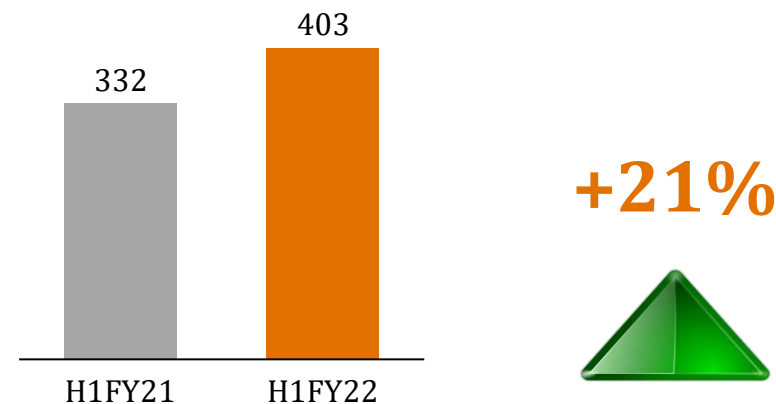
Operating PBT
Rs. 139 crores

+11%

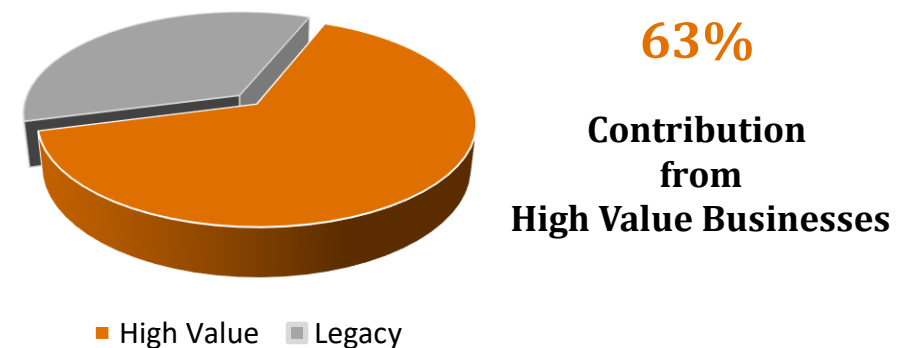


Margin at 22%

High Value Businesses



H1FY22 Revenue Contribution



Specialty and Inorganic record strong growth



YoY Highlights

Q2FY22

Operating Revenue
Rs. 324 crores

+5%



Operating EBITDA
Rs. 84 crores

-11%



Margin at 26%

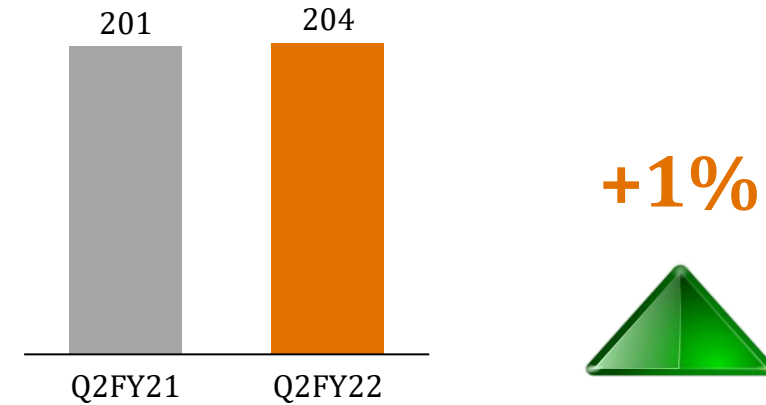
Operating PBT
Rs. 72 crores

-13%

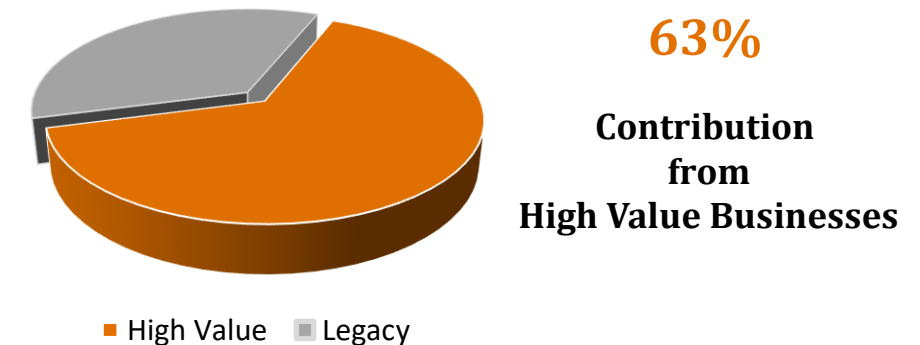


Margin at 22%

High Value Businesses

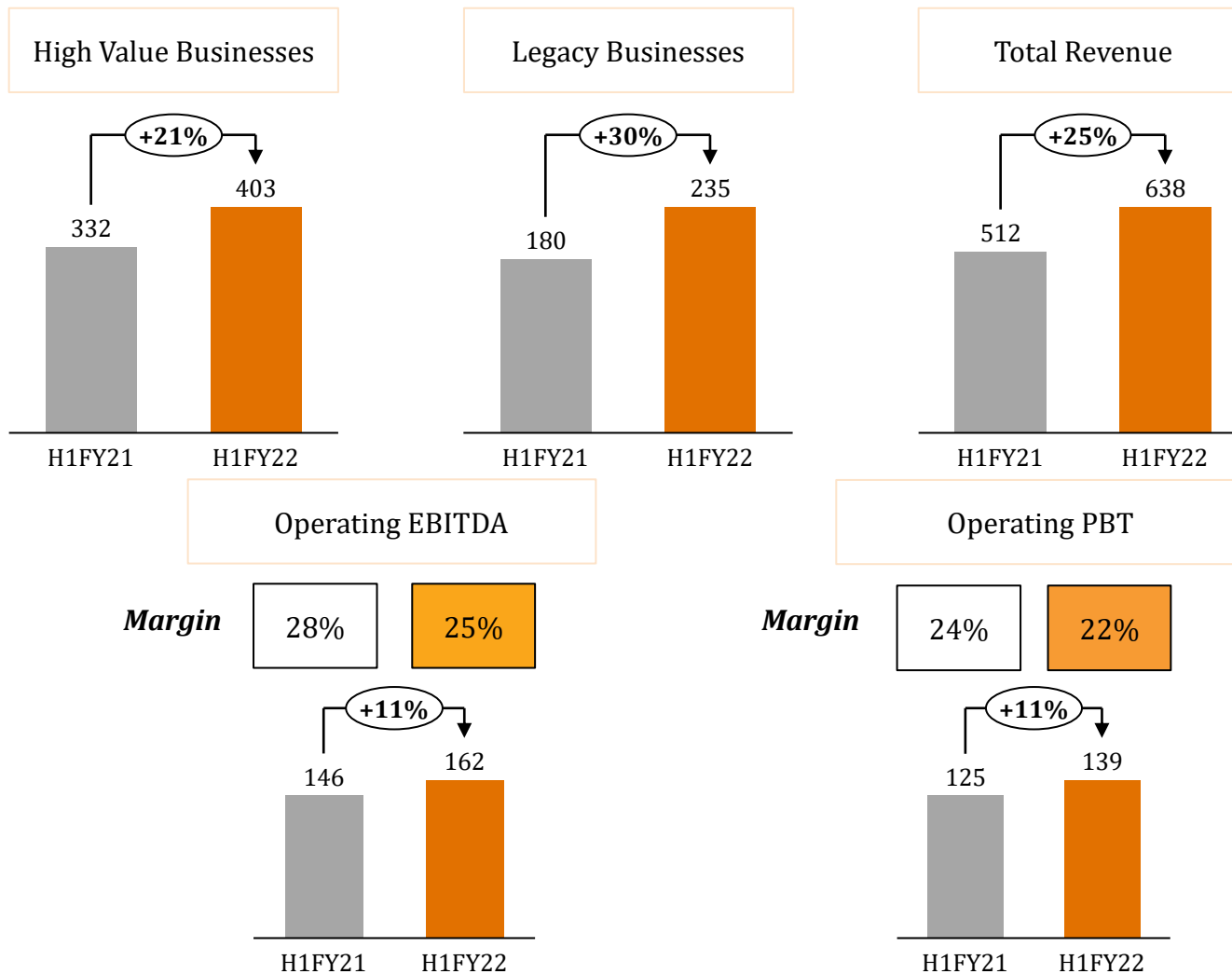


Q2FY22 Revenue Contribution



Sustainable Performance in H1FY22

(Rs. Crs)

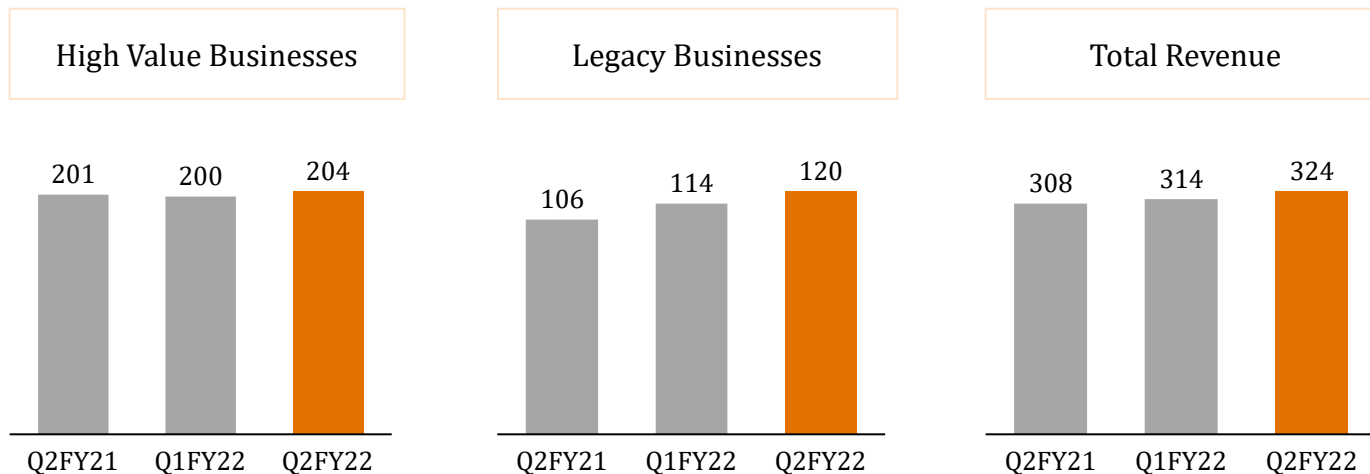


Sustainable growth momentum in High Value and Legacy Businesses

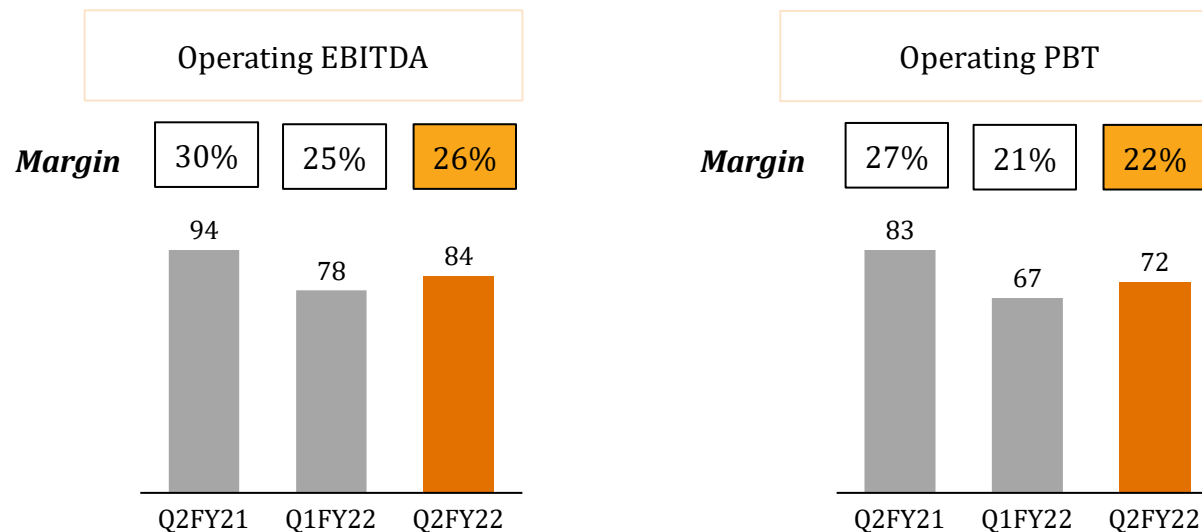
Legacy businesses uptick driven by improved demand scenario

Specialty and Inorganic record strong growth

(Rs. Crs)

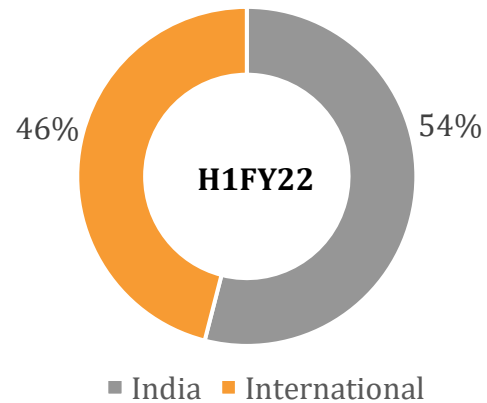
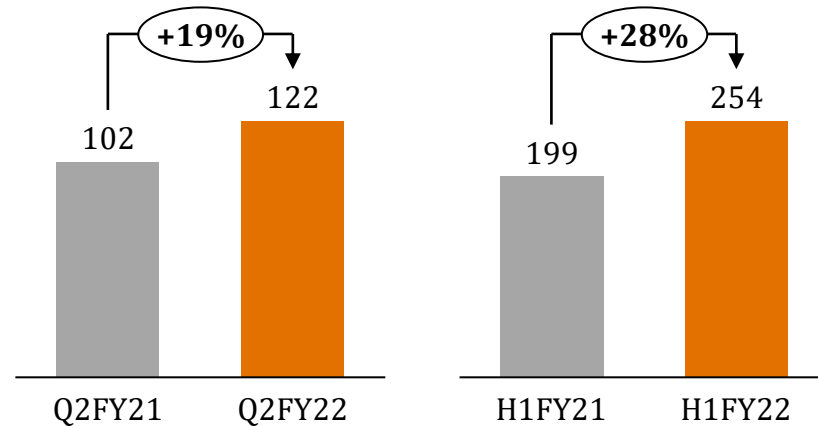


Specialty Business continues to deliver strong performance



Margins impacted due to higher employee cost and input costs

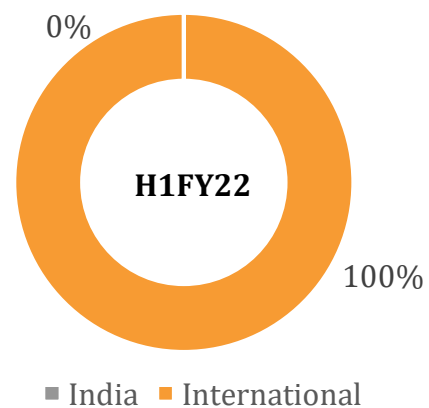
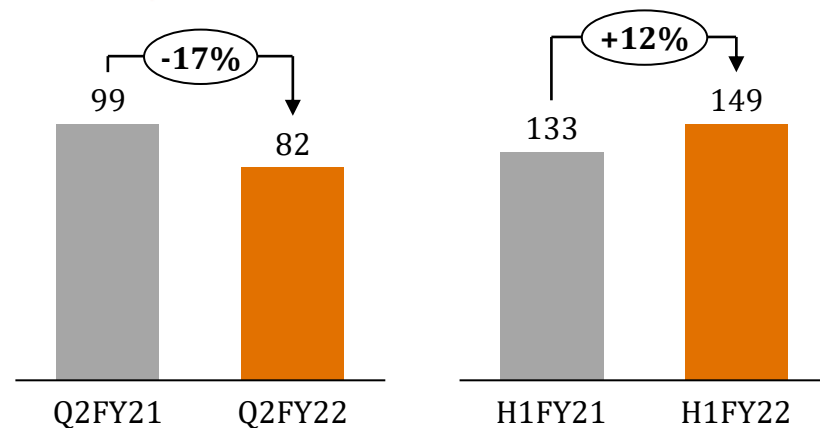
Revenues (Rs. Crs)



H1FY22 Highlights

- Business driven by growth in international sales
- Price hike initiated to offset high input costs
- Two new products launched

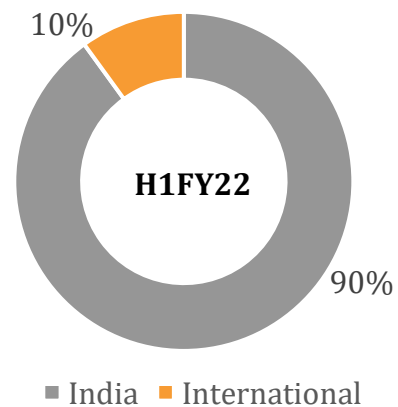
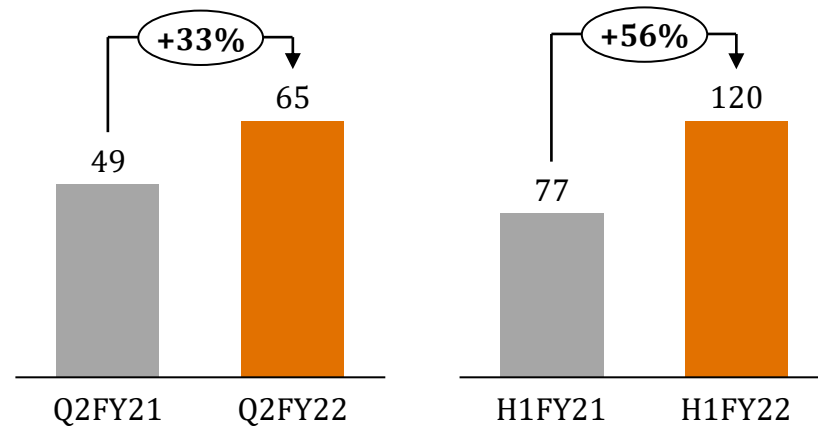
Revenues (Rs. Crs)



H1FY22 Highlights

- Strong performance in H1 driven by repeat orders
- New customer development across Europe and US
- Focus on expanding project pipeline and further diversifying customer base

Revenues (Rs. Crs)

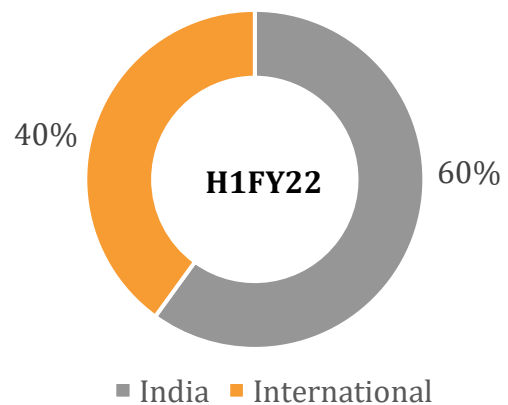
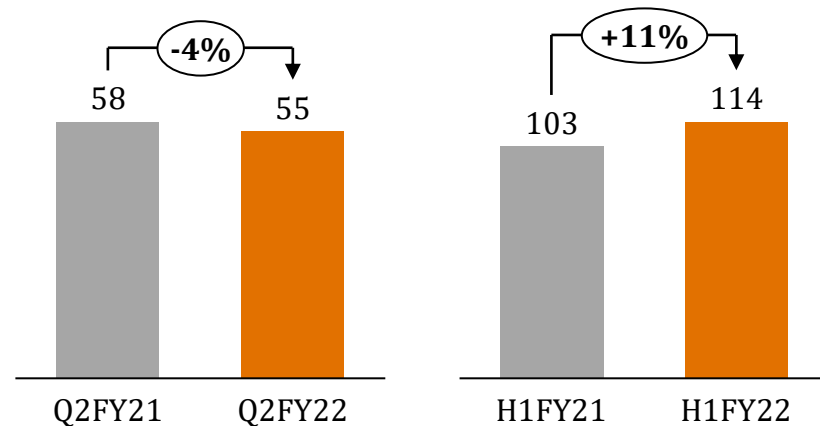


H1FY22 Highlights

- Growth driven by improved demand in domestic market
- Good traction seen from end user segments
- Optimized sales mix between Domestic & International market for better profitability

Business Vertical - Refrigerant Business

Revenues (Rs. Crs)



H1FY22 Highlights

- Domestic markets witnessed good volume growth
- Exports sales impacted due to higher logistics cost
- 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
Commencement of
Supplies

**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**

Capacity Expansion - Multi-Purpose Plant (MPP)

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 as per schedule



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.)	Q2 FY22	Q2 FY21	Y-o-Y Change %	Q1 FY22	Q-o-Q Change %	H1FY22	H1FY21	Y-o-Y Change %
Net Revenue from Operations	324.4	307.7	5%	313.9	3%	638.3	512.4	25%
Raw Material	144.7	136.7		141.7		286.3	221.9	
Employee Expenses	39.4	30.0		39.6		78.9	57.4	
Other Expenses	56.8	47.6		54.6		111.5	87.7	
Operating EBITDA	83.6	93.5	-11%	78.0	7%	161.5	145.6	11%
<i>Operating EBITDA Margin</i>	25.8%	30.4%	-463 Bps	24.8%	91 Bps	25.3%	28.4%	-310 Bps
Interest Expenses	0.3	0.3		0.4		0.7	0.5	
Depreciation	11.0	10.0		10.9		21.9	19.9	
Operating PBT	72.3	83.2	-13%	66.7	8%	139.0	125.1	11%
<i>Operating PBT Margin</i>	22.3%	27.0%	-474 Bps	21.2%	104 Bps	21.8%	24.4%	-265 Bps
Other Income	8.5	8.8		7.6		16.2	44.4	
PBT	80.8	92.0		74.3		155.1	169.6	
Tax	18.7	24.7		17.9		36.6	50.7	
Profit After Tax	62.1	67.3	-8%	56.4	10%	118.5	118.9	0%
Other Comprehensive Income	-0.40	-0.3		-0.30		-0.7	-0.4	
Total Comprehensive income for the Period	61.7	67.1		56.1		117.8	118.4	

Standalone Balance Sheet

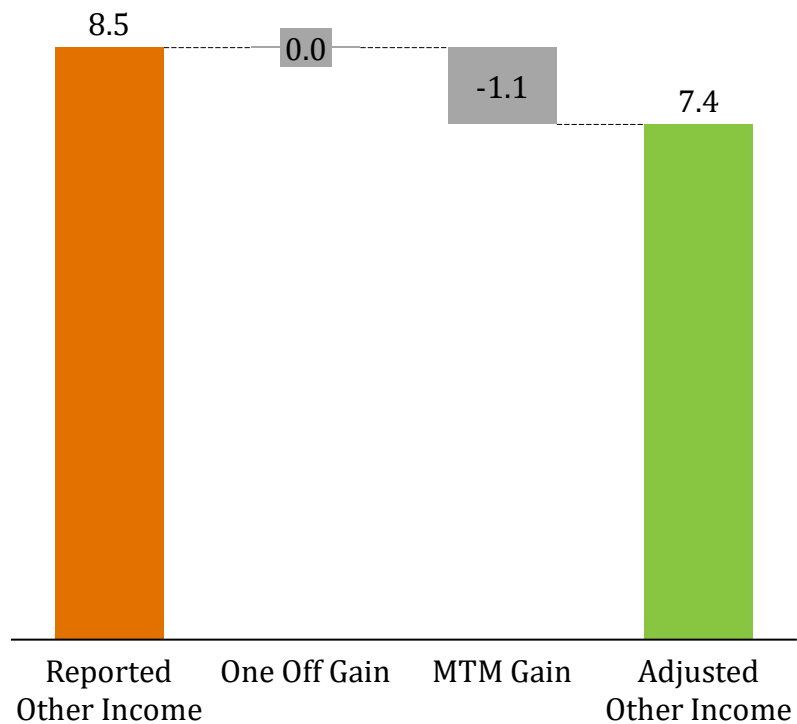
ASSETS (Rs. Crs.)	30-Sept-21	31-Mar-21	EQUITY AND LIABILITIES (Rs. Crs.)	30-Sept-21	31-Mar-21
Non-current assets	1,017.7	861.3	EQUITY	1,739.9	1,650.1
Property, Plant and Equipment	364.9	347.8	Equity Share Capital	9.9	9.9
Capital work-in-progress	29.6	36.5	Other Equity	1,730.0	1,640.2
Right-of-use Assets	10.5	13.4			
Investment Property	41.1	41.5	Non-Current Liabilities	49.5	52.1
Other Intangible Assets	0.5	0.7	Financial liabilities		
Investment in Subsidiaries, Associate & JV	503.4	353.4	(i) Other Financial Liabilities	9.0	10.3
Financial Assets			Provisions	12.4	11.6
(i) Investments	12.0	12.4	Deferred Tax Liabilities (Net)	14.7	16.7
(ii) Loans	5.3	5.3	Other non-current liabilities	13.5	13.5
(iii) Other Financial Assets	15.3	17.3	Current liabilities	156.4	164.2
Non-current tax assets	29.3	28.8	Financial Liabilities		
Other non-current assets	5.7	4.3	(i) Borrowings	10.0	0.0
			(ii) Trade Payables	98.5	102.7
Current assets	928.1	1,005.1	(iii) Other Financial Liabilities	19.2	24.6
Inventories	185.6	154.3	Contract Liabilities	3.9	3.0
Financial Assets			Provisions	3.5	3.0
(i) Investments	5.4	84.5	Current Tax Liabilities (Net)	7.7	7.7
(ii) Trade receivables	250.2	275.9	Other Current Liabilities	13.7	23.1
(iii) Cash and cash equivalents	162.2	76.1			
(iv) Bank balances other than (iii) above	222.7	312.8	TOTAL EQUITY AND LIABILITIES	1,945.8	1,866.4
(v) Loans	1.6	1.9			
(vi) Others financial assets	66.0	62.9			
Other Current Assets	34.5	36.6			
TOTAL ASSETS	1,945.8	1,866.4			

Standalone Cashflow Statement

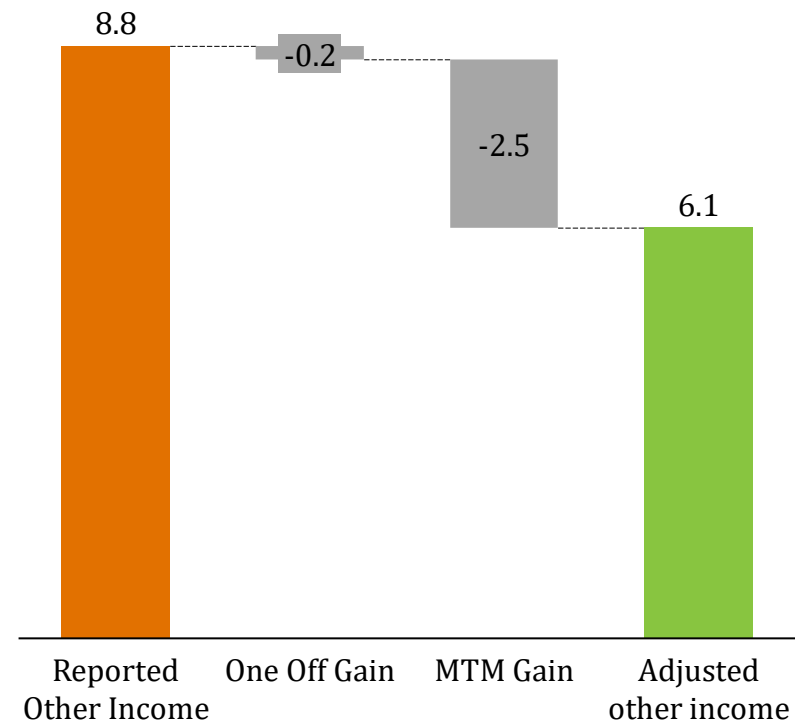
Particulars (Rs Crs.)	30-Sep-21	30-Sep-20
(A) Cash flow from operating activities		
Profit before tax	155.1	169.6
Adjustments for noncash items	8.6	4.1
Operating profit before working capital changes	163.7	173.7
Working capital adjustments	(18.1)	(75.6)
Cash flows generated from operating activities	145.6	98.1
Income taxes paid (net of refunds)	(38.9)	25.6
Net Cash flows generated from operating activities (A)	106.7	123.7
Net Cash flows generated from investing / capex activities (B)	0.4	(82.5)
Net Cash flows generated from financing activities (C)	(21.0)	(16.8)
Net Cash Increase/(Decrease)	86.1	24.4

Other Income Built-up

Q2 FY22 (Rs. Crs)



Q2 FY21 (Rs. Crs)



Consolidated Profitability Statement

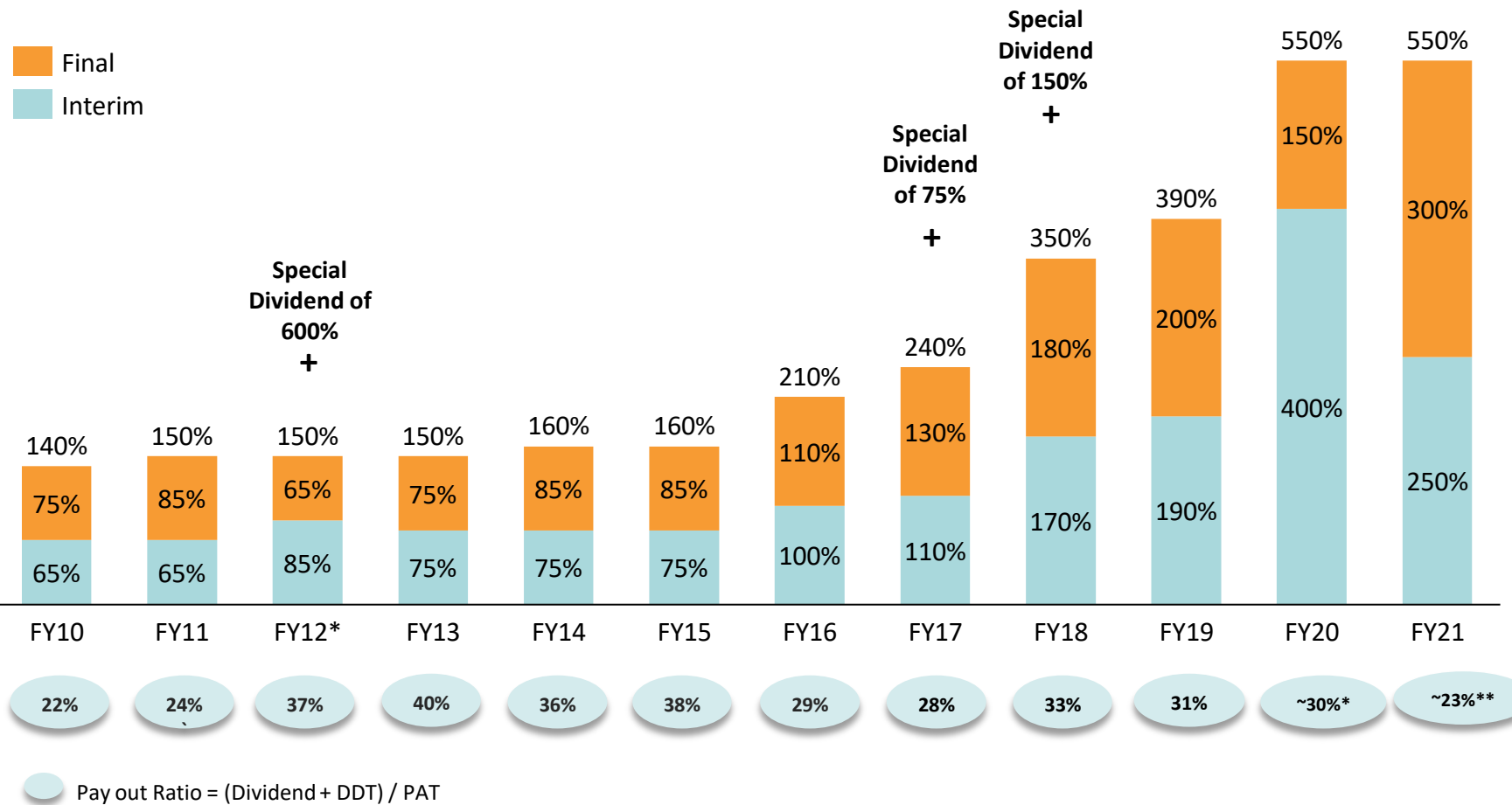
Particulars (Rs. Crs.)	Q2 FY22	Q2 FY21	Y-o-Y Change %	Q1 FY22	Q-o-Q Change %	H1FY22	H1FY21	Y-o-Y Change %
Net Revenue from Operations	339.0	318.9	6%	326.5	4%	665.5	533.9	25%
Raw Material	152.4	143.2		148.4		300.7	234.2	
Employee Expenses	43.6	34.0		43.8		87.4	68.6	
Other Expenses	58.8	51.0		56.6		115.3	86.5	
Operating EBITDA	84.2	90.7	-7%	77.8	8%	162.0	144.6	12%
Operating EBITDA Margin	24.8%	28.4%	-361 Bps	23.8%	101 Bps	24.3%	27.1%	-274 Bps
Interest Expenses	0.4	0.4		0.5		0.9	0.7	
Depreciation	11.9	10.9		12.0		23.9	21.6	
Operating PBT	71.9	79.5	-10%	65.3	10%	137.2	122.3	12%
Operating PBT Margin	21.2%	24.9%	-370 Bps	20.0%	122 Bps	20.6%	22.9%	-228 Bps
Other Income	10.5	9.7		8.9		19.3	45.8	
PBT	82.4	89.1		74.2		156.5	168.1	
Tax	19.2	24.7		18.2		37.4	50.7	
Profit After Tax	63.2	64.4	-2%	55.9	13%	119.1	117.4	47%
Share of Profit from Associates and JV (net)	0.0	3.4		0.0		0.0	6.5	
Profit for the period	63.2	67.8	-7%	55.9	13%	119.1	123.8	36%
Other Comprehensive Income	-1.36	0.30		0.37		-1.0	-0.1	
Total Comprehensive income for the Period	61.9	68.1		56.3		118.1	123.7	

Consolidated Balance Sheet

ASSETS (Rs. Crs.)	30-Sep-21	31-Mar-21	EQUITY AND LIABILITIES (Rs. Crs.)	30-Sep-21	31-Mar-21
Non-current assets	962.2	702.8	EQUITY	1,724.1	1,633.9
Property, Plant and Equipment	392.2	375.9	Equity Share Capital	9.9	9.9
Capital work-in-progress	333.4	94.9	Other Equity	1,714.1	1,624.0
Right-of-use Assets	17.8	21.7			
Investment Property	53.3	53.9	Non-Current Liabilities	57.4	61.6
Goodwill	87.8	87.8	Financial liabilities		
Other Intangible Assets	0.6	0.8	(i) Other Financial Liabilities	12.6	15.6
Investment in Subsidiaries, Associate & JV Venture	0.8	0.8	Provisions	12.6	11.8
Financial Assets			Deferred Tax Liabilities (Net)	18.8	20.7
(i) Investments	13.5	13.8	Other non-current liabilities	13.5	13.5
(ii) Loans	0.0	8.1	Current liabilities	308.6	202.0
(iii) Other Financial Assets	26.6	10.1	Financial Liabilities		
Non-current tax assets	30.0	30.8	(i) Borrowings	12.5	2.5
Deferred tax assets (Net)	0.0	0	(ii) Trade Payables	109.1	107.4
Other non-current assets	6.3	4.3	(iii) Other Financial Liabilities	143.2	38.4
			Contract liabilities	3.9	3.0
Current assets	1,127.8	1,194.7	Provisions	3.5	3.1
Inventories	212.8	180.4	Current Tax Liabilities (Net)	7.8	8.1
Financial Assets			Other Current Liabilities	28.7	39.4
(i) Investments	5.4	84.5	TOTAL EQUITY AND LIABILITIES	2,090.1	1,897.5
(ii) Trade receivables	259.2	284.1			
(iii) Cash and cash equivalents	244.7	131.9			
(iv) Bank balances other than (iii) above	236.3	412.0			
(v) Others financial assets	10.1	7.0			
Other Current Assets	159.3	94.9			
TOTAL ASSETS	2,090.1	1,897.5			

Consistent Dividend Performance

Dividend as % of Face Value



Robust Dividend Payout

- ✓ Continuous Dividend over 12 years
- ✓ Special Dividend of 600% on FV of Rs. 10 in FY12
- ✓ Special Dividend of 75% on FV of Rs. 10 in FY17
- ✓ Special of 150% on FV of Rs. 2 in FY18

The Company has recommended interim dividend of Rs. 5 per share of FV of Rs. 2 each (250% of FV)



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

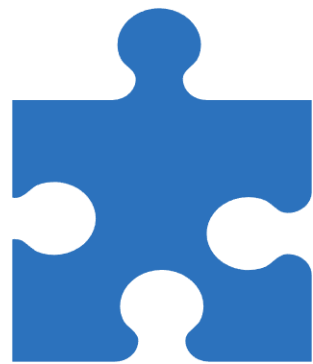
In-house R&D

- 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**

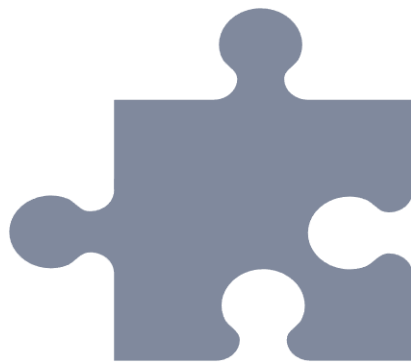
Fluorination Capabilities

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

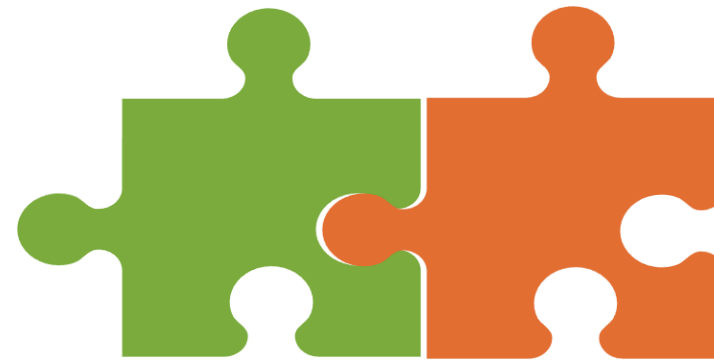
Our Delivery



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 Note



Thank
you

For further information, please contact:

Company :

Navin Fluorine International Ltd.
CIN : L24110MH1998PLC115499

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Investor Relations Advisors :

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