

IMFA Investor Update

Q4 & FY18

May 21, 2018



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Company Overview

- Founded by Dr Bansidhar Panda in 1961
- Leading fully integrated producer of ferro alloys
 - » 187 MVA installed furnace capacity (Therubali & Choudwar)
 - » 258 MW captive power generation capacity (Choudwar)
 - » 3 MW captive solar power generation capacity (Therubali)
 - » Own chrome ore mines (Sukinda, Mahagiri, Nuasahi)
- Integrated Management System comprising quality, environment and occupational health & safety certification

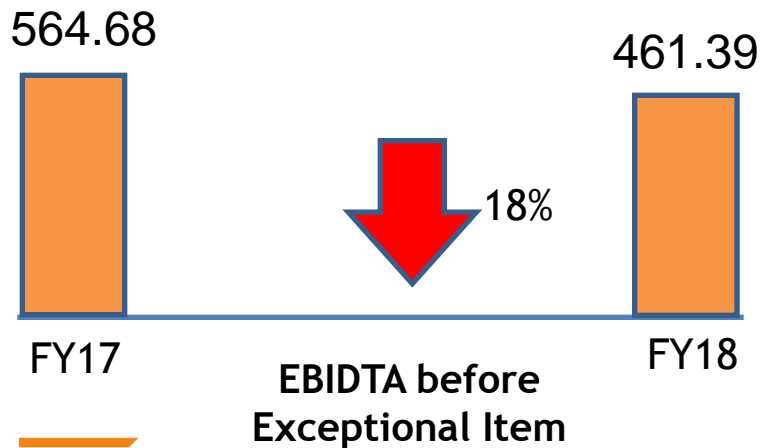
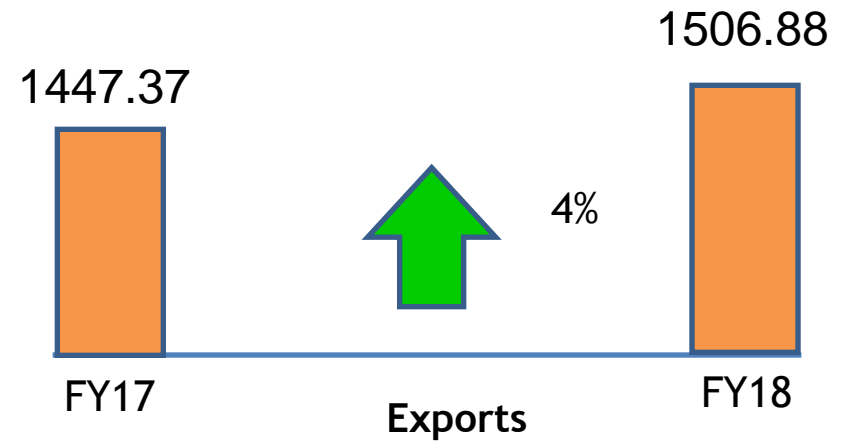
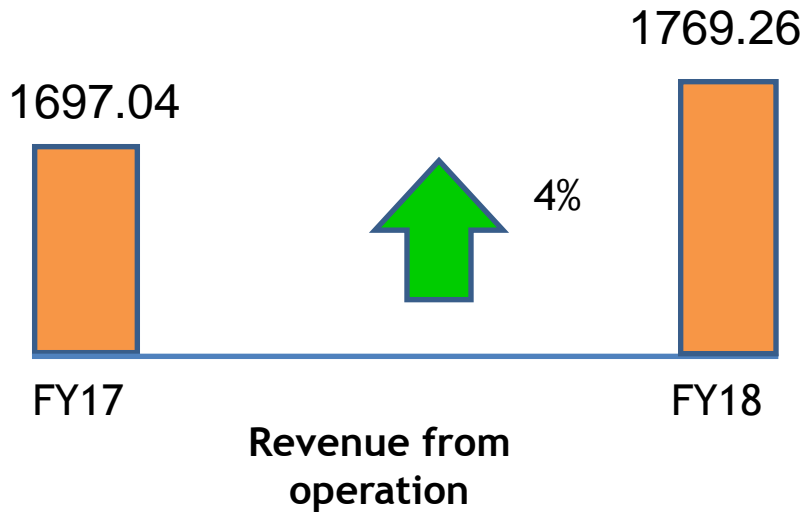
Performance Highlights- FY 18

- Highest ever revenue of Rs 1,769.26 crore (Rs 1,697.04 crore)
- Highest Exports of Rs 1506.88 crore (Rs 1447.37 crore)
- Highest ever ferro chrome sale of 238,807 tonnes

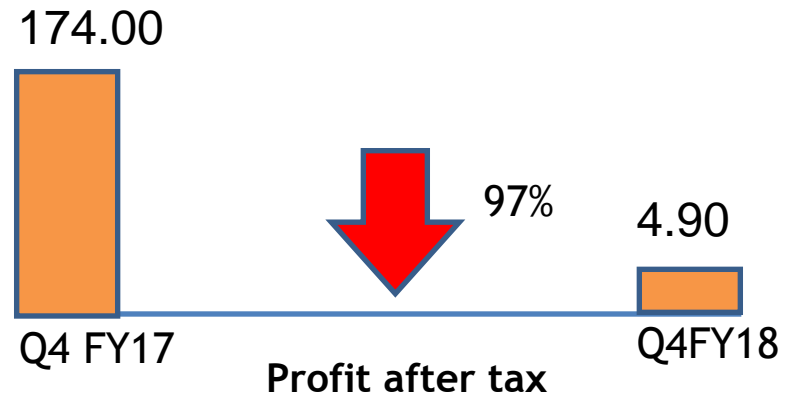
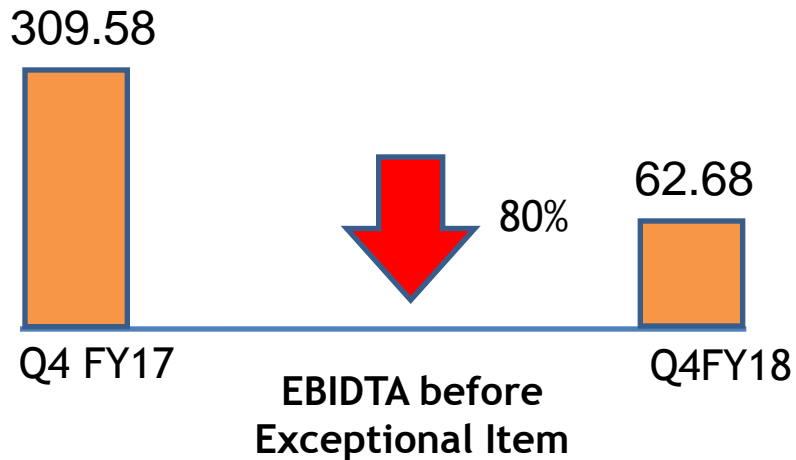
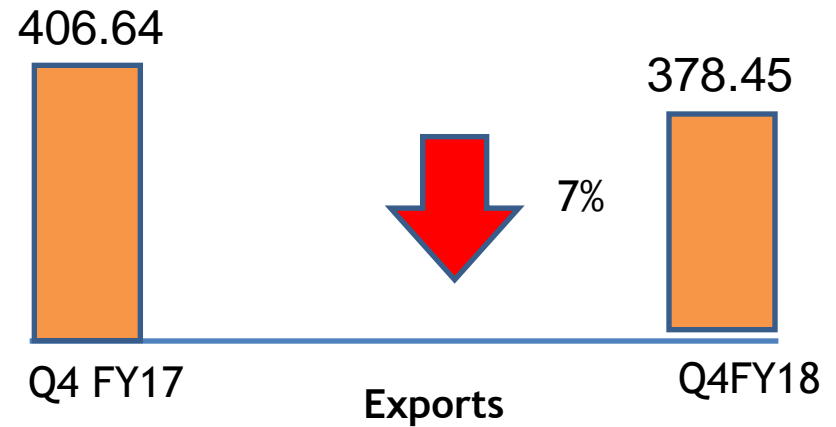
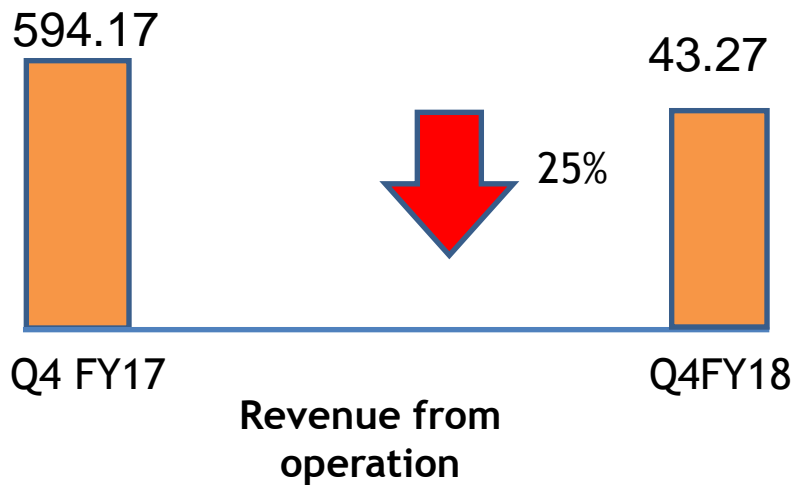
Performance Highlights for Q4FY18

- Net Profit of Rs 4.90 crores vs Rs 74.74 crores
- Revenue of Rs 443.27 crores vs Rs 483.65 crores
- Exports of Rs 378.45 crores vs Rs 406.64 crores
- Ferro Chrome production of 61,038 tonnes; higher by 3% as compared to corresponding quarter.
- Ferro Chrome sales of 64,252 tonnes; higher by 14% as compared to corresponding quarter.

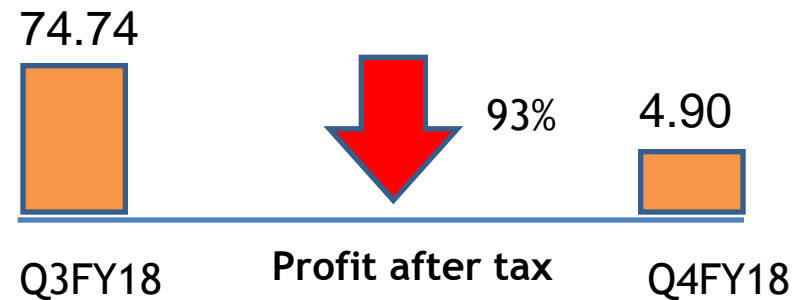
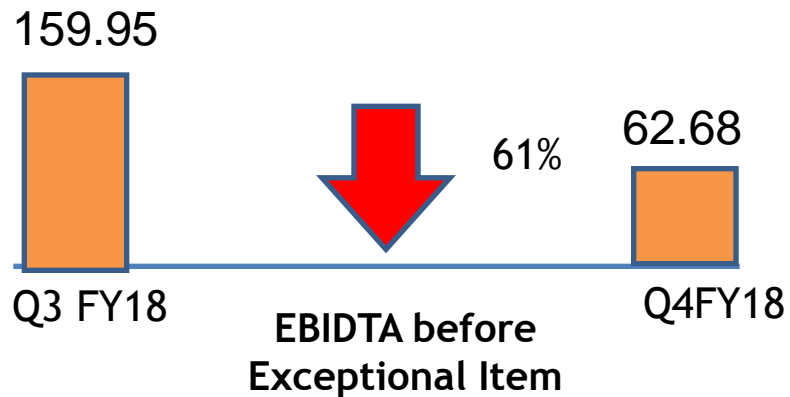
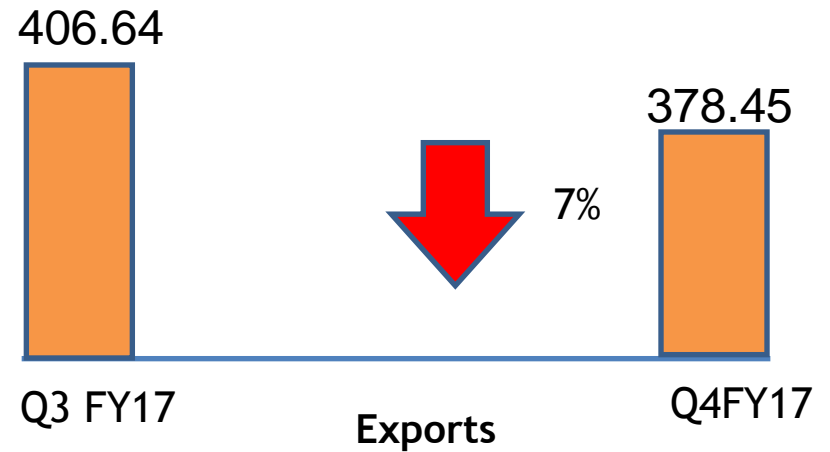
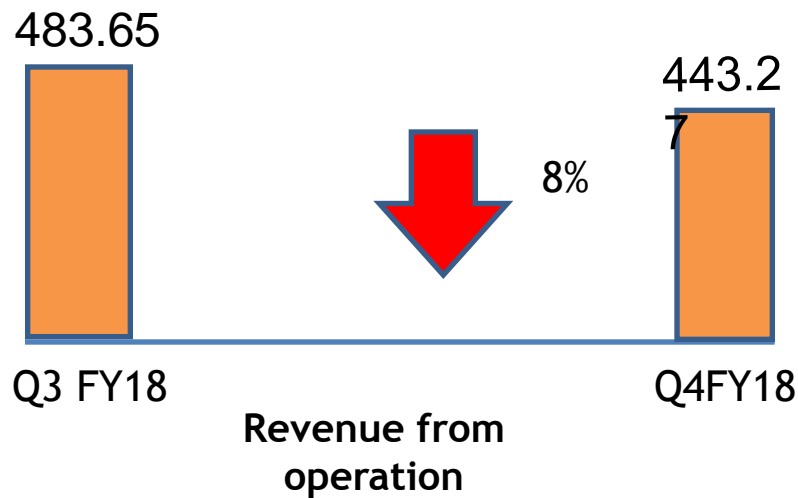
Financial Summary for FY18 & FY17



Financial Summary for Q4 FY18 & Q4 FY17



Financial Summary for Q4 FY18 & Q3 FY18



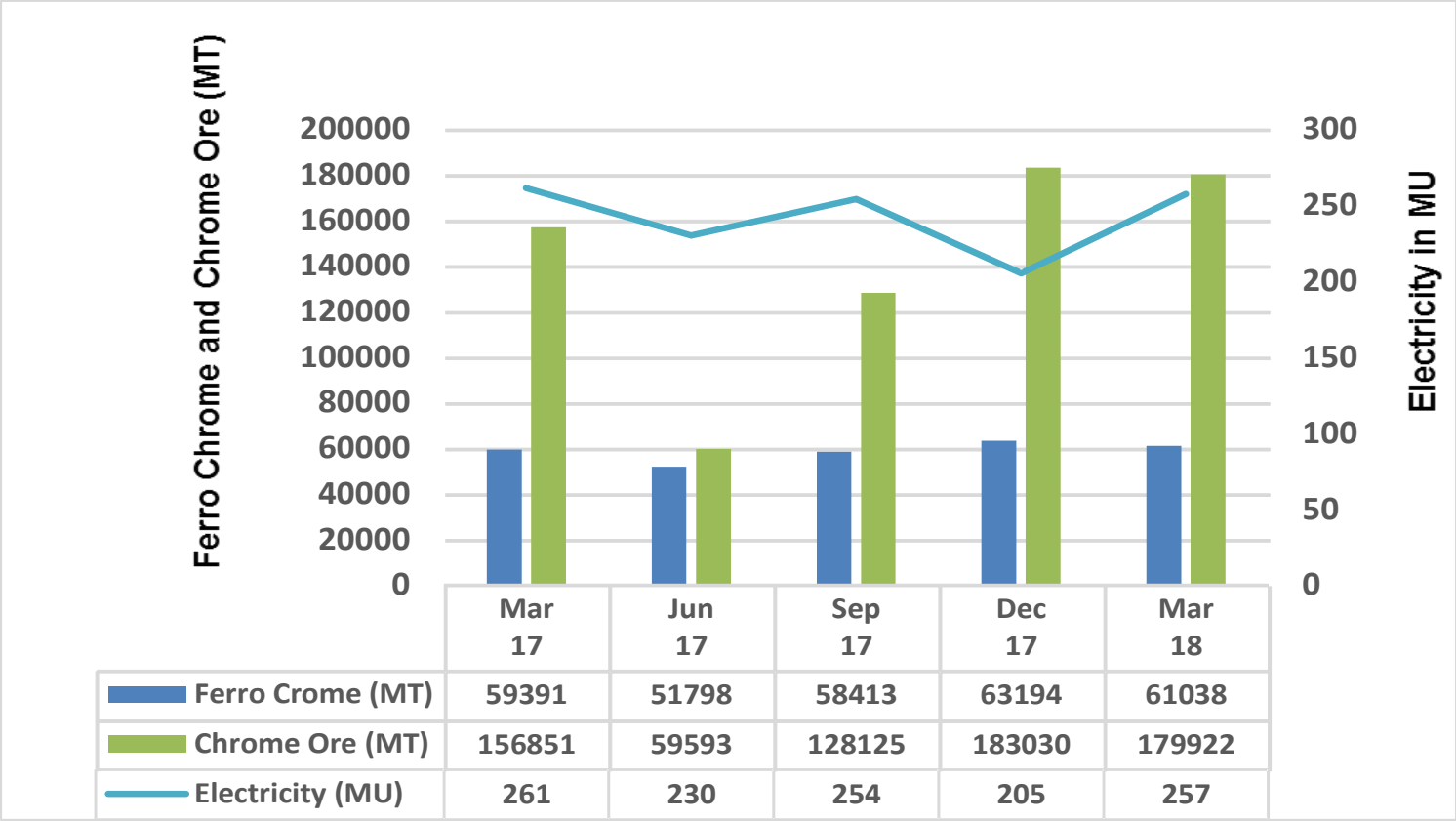
Financial Highlights—over past 5 quarters

Rs. in crore

Particulars	Q4FY18	Q3FY18	Q2FY18	Q1FY18	Q4FY17
	IND AS	IND AS	IND AS	IND AS	IND AS
Revenue from Operations	443.27	483.65	416.03	426.31	594.17
EBITDA	62.68	159.95	50.22	188.54	309.58
EBITDA Margin(%)	14.14	33.07	12.07	44.23	52.10
EBIT	36.60	134.80	25.99	163.20	281.85
EBIT Margin(%)	8.26	27.87	6.25	38.28	47.44
PAT	4.90	74.74	7.37	99.92	174.00
PAT Margin(%)	1.11	15.45	1.77	23.44	29.28
EPS (in Rs)	1.81	27.71	2.73	37.04	64.50



Performance Snapshot



Contact Details

Prem Khandelwal

CFO & Company Secretary, IMFA Ltd

+91-99372 97021

pkhandelwal@imfa.in

Suman Das Sarma

+91-98200 51946

sumandas.sarma@ketchumsampark.com

