

#### ISGEC HEAVY ENGINEERING LTD.

Uploaded on BSE Limited Website: <u>http://listing.bseindia.com</u> A-4, Sector-24, Noida - 201 301 (U.P.) India (GST No.: 09AAACT5540K2Z4)

Tel.: +91-120-4085000 / 01 / 02 Fax: +91-120-4085100 www.isgec.com

Ho-425-S

Dated: 21.08.2019

Manager – Department of Corporate Services, Bombay Stock Exchange Ltd., Registered Office: Floor 25, P J Towers, Dalal Street, Mumbai 400 001

Dear Sir/Madam,

#### <u>Furnishing of Information as per</u> SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 Scrip Code : 533033, Scrip Id: ISGEC

#### Investor Conference organized by IIFL Institutional Equities

1. Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Schedule of Investor Conference, in which Mr. S. K. Khorana, Executive Director & Company Secretary and Mr. Kishore Chatnani, CFO of the Company will participate is:

Date & Time	Particulars	Type of Meeting	Venue
August 23, 2019	IIFL Institutional Equities	as per Schedule attached	The Oberoi, Gurgaon.
10:00 a.m. to 12:55 p.m.	Conference		

2. The information contained in the enclosed Presentation will be shared/discussed in the meeting with the Investors. A copy of the Presentation has been disclosed on the website of the Company.

3. The above is for your information and records please.

Thanking you,

Yours faithfully, For Isgec Heavy Engineering Limited

0-

(S.K. Khorana) Executive Director & Company Secretary

Encl: as above

#### IIFL Caravan - Pit-Stop:Delhi

#### The Oberoi, Gurgaon

22nd & 23rd August, 2019



ISGEC HEAVY ENGINEERING Kishore Chatnani 23 Aug 2019		<b>IIFL Shepherd :</b> Renu Baid +91 9967044849	
Client	Туре	Venue	
Sundaram MF Ratish Varier	1x1	RR 3108	
<b>Amansa</b> Anshul Dosi <b>Shubhkam Ventures</b> Ankit Babel	Group Mtg.	RR 3108	
<b>India First Life</b> Alok Baadkar	1x1	RR 3108	
	Client Sundaram MF Ratish Varier Amansa Anshul Dosi Shubhkam Ventures Ankit Babel India First Life	Client       Type         Sundaram MF       1x1         Ratish Varier       1x1         Amansa       Group Mtg.         Anshul Dosi       Shubhkam Ventures         Ankit Babel       1x1	



### Safe Harbor



This presentation and the accompanying slides (the "Presentation"), which have been prepared by Isgec Heavy Engineering Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contractor binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



ISGEC HEAVY ENGINEERING LTD.

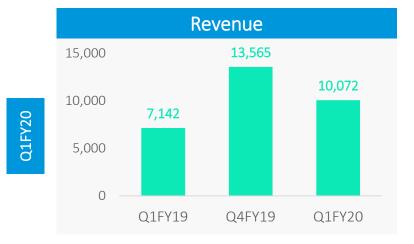
### Q1FY20 Performance

CCR Reactor for Kochi Refinery

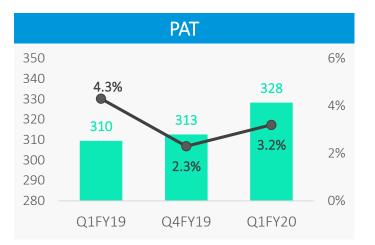
### **Standalone Q1FY20 Performance**

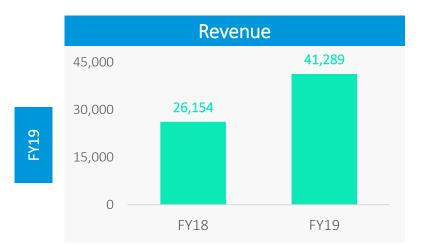


In ₹ Mn

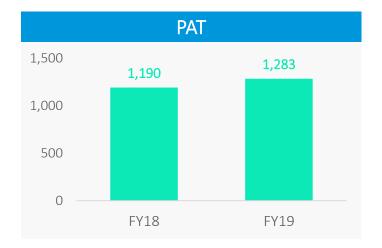












### **Standalone Order Book**



#### In ₹ Crore

Order Book	As on 30 <sup>th</sup> Jun 2019	As on 31 <sup>st</sup> Mar 2019	As on 31 <sup>st</sup> Mar 2018	As on 31 <sup>st</sup> Mar 2017
Manufacturing of Machinery Equipment	1,132	1,233	901	923
Engineering Procurement and Construction	6,460	6,789	4,798	3,061
Less Inter-Unit	-122	-125	-125	-92
Total	7,471	7,897	5,574	3,892

Export Orders as on 30<sup>th</sup> Jun 2019 was Rs. 1,383 Crores.



ISGEC HEAVY ENGINEERING LTD. 40 KLPD Distillery Plant with Slop Fired Boiler & Power Plant at Najibabad, India

### Company Overview

### About us

Isgec is a diversified heavy engineering company engaged in the manufacture of process equipment, mechanical and hydraulic presses, alloy steel and Iron castings and in turnkey execution of projects for setting up boilers, sugar plants, power plants, material handling ,air pollution control equipment for customers in India and abroad.

Projects/Customers across 90 countries.

85+ years of providing engineering

solutions to customers globally.

### **ENGINEERING FOR EXCELLENCE**



#### **Business Segments**

- A significant global player across
- all business areas in
- Manufacturing
- Engineering, Procurement & Construction

#### Strong manufacturing capabilities

6 state-of-the art manufacturing facilities including a coastal plant

#### Serving diverse Markets & Industries

- Projects/ Customers located in 90 countries across 6 continents
- Industrial solutions and projects across a wide variety of critical sectors

#### **Global technology partnerships**

An array of strategic technology tieups and joint ventures with global firms

 Robust Financials\*

 Revenue (₹ Mn)
 EBITDA (₹ Mn)
 PAT (₹ Mn)

 41,289
 2,474
 1,283

 EPS (₹)
 17.45
 Order Book (₹ Mn)

 \*FY19 Standalone
 17.45
 0,0000

#### Coke Drum for IOCL, India





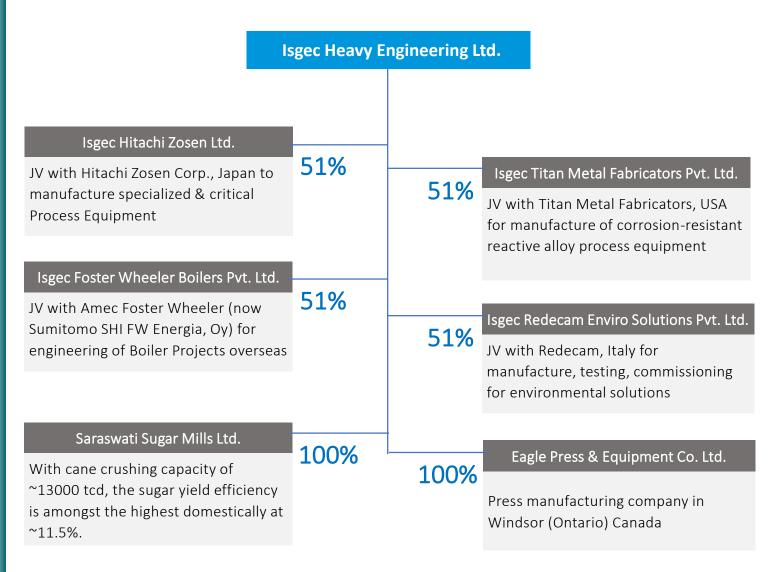
SS Tube Bundle for ExxonMobil

Titanium Tube Bundles for a Refinery



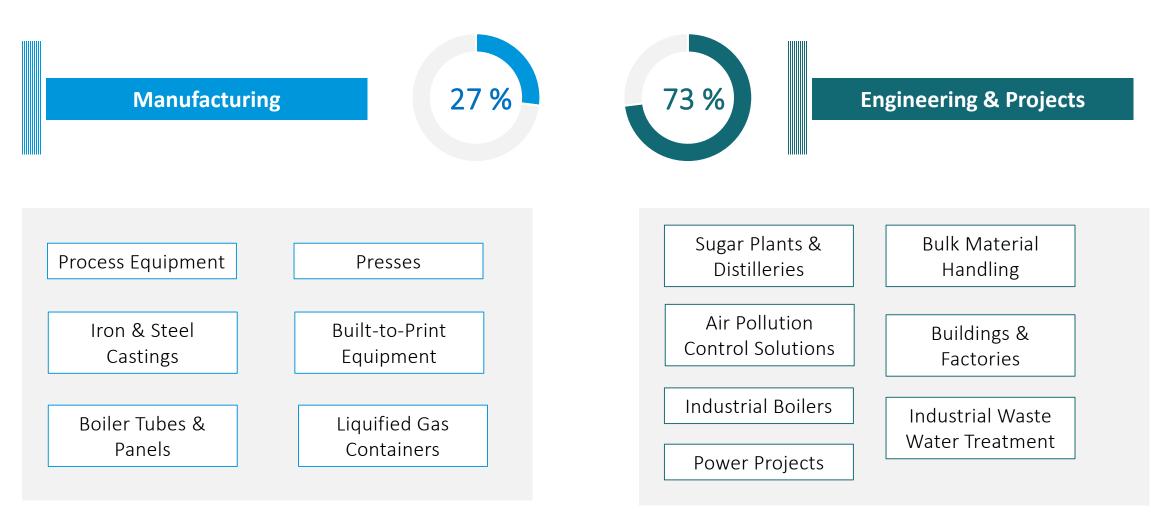
### Isgec group





### **Engineering for Excellence - our business segments**







#### Reactors

- Hydro processing Reactors
- Continuous Catalyst Regeneration
   (CCR) Reactors
- Naptha Hydrotreating (NHT) Reactors
- Ethylene Oxide (E.O.) Reactors

#### Columns and Towers

Large diameter columns such as Vacuum Distillation Towers, Crude Distillation Towers, Wash Towers, etc

#### **High Pressure Vessels**

- Hot & Cold HP Separators
- Inlet Separators

#### Shell and Tube Heat Exchangers

- High Pressure Exchangers (Breech Lock Closure Type)
- Helical Baffle Type Heat Exchangers

#### **Boiler Drums & Pressure Parts**

1000+ Boiler Drums which include 250+ High Pressure Boiler Drums

### Power Plant Equipment (Licensee of Foster Wheeler)

- HP & LP Feed Water Heaters
- Water Cooled Surface Condensers

• GNFC

• GSFC

• Steam Drums

- Shell
- British Petroleum
- KBR, USA
- GE
- Canada Natural Resources
- Amec Foster Wheeler, USA

• Linde, Germany

Oatar Petroleum

• Toyo, Japan

- ExxonMobil, Thailand
  - GAIL
- Samsung, Korea
- Petrofac, UAE
- Hindustan Petroleum

Reliance Industries

• Bharat Petroleum

- Nuclear Power Corp of India
- Indian Oil Corporation
- Chennai Petroleum Corp. Ltd.



Breech Lock Closure Type Heat Exchanger for a Refinery in India

Cycle Gas Cooler for Petrochemical Project, USA





Helical Heat Exchanger for ExxonMobil, Thailand

Sample



#### **Range of Presses**

- Hydraulic Press, Mechanical Press and Servo Press
- For Sheet Metal workings and other Applications

5000+ PRESSES **26** COUNTRIES 70+ PRESS LINES

- AK Pres
- Amvian
- Brandl Maschinenbau
- CIE Automotive S.A
- Ford Motors
- Franke

• LuK

• Lear

- Marubeni
- - ThyssenKrupp

Toyota

• Utaka

- Bharat Forge
- Force Motors
- Honda Motorcycle & Scooter
- Mahindra & Mahindra
- Maruti Suzuki
- TVS Group

#### **ISGEC REACH**

- **Personalised feedback** Presses/ Press lines operating on customer shop floor remotely linked to Isgec ٠ for constant monitoring & feedback
- Predictive maintenance DIY Parts Replacement, through 'part-specific' video tutorial
- **Proactive Prompts** Video Surveillance with timely suggestions help fine-tune the operational aspects ٠
- **Parameter Monitoring** Embedded technology for collection & online exchange of data •



Tandem Press Line for JBM Group, India

#### Transfer Press for Big Rapids Products, USA





Sample Clients



#### Materials

- Stainless Steels
- Creep Resistant Steels
- SG Iron
- Ni-Hard
- Manganese

#### Steam & Gas

- Siemens Brazil, Germany, India
- GE Energy, USA
- Skoda, Czech Republic ABB, Japan
- Alstom, Germany
- Bruno Presezzi, Italy
- Fincantieri, ItalyAnsaldo, Italy

#### Valves, Pumps & Others

- Dresser Rand, USA
- Weir Engg. Dubai
- Norcast Pty, South Africa
- Biscom, Philippines
- Tyco FCT, France

- Heim, USA
- Pibiviesse, Italy

Franco Tosi

• BHEL, India

• Toshiba, Japan

• L&T MHI, India

• Triveni, India

• MAN Turbo, Germany

- Cooper Cameron, Italy
- Fletcher Smit, UK
- Downer Engg., Australia

#### Hydro Turbine

Capacity (single piece weight)

Grey & Alloy Iron : Upto 30 MT

Carbon Steels : Upto 50 MT

Alloy Steels : Upto 40 MT

- GE Hydro Canada, China
- Voith Hydro Canada, India
- Alstom Brazil, India
- Andritz USA, India
- BHEL India

•

٠

•

• IMPSA - Argentina, India

• CCM Fertilizer, Malaysia

Tata Steel, India

Kirloskar, India

• L&T Valves, India

BHEL, India

• VAP Hydro -Bulgaria



#### IV CV Casing





#### Pelton Runner



#### Pump Casing



Sample . Clients

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#### Built-to-Print Equipment Manufacturing

- Custom job shop specializing in building Heavy Equipment to client specifications
- Equipment under third party inspection by International agencies like Lloyds, TUV, SGS, Inspectorate Holland

- L&T Mitsubishi Heavy Industry, India
- SMS Siemag, Germany
- Danieli, Italy
- DSD Noel, Germany
- Davy Ashmore, UK
- Mecon, India,
- VAC Metals, UK
- Morgan, USA
- Mitsubishi, Japan
- IHI, Japan
- Clecim, France

- Skoda, Czech Republic
- Wean United, USA Siemens VAI, Austria
- Paul Wurth, Luxembourg
- Bronx, UK
- Andritz, Austria
- GE, USA Voith Hydro, Germany
- Rexroth Bosch, Netherland
- Hitachi Zosen Corp., Japan
- Loesche, Germany

#### Mill stands, as per design of Loesche, Germany



#### Fume Hoods, designs of Clecim, France & Davy Ashmore, UK





Proton Beam Gantry

Sample Clients



Manufacture & supply of a wide variety of Boiler Pressure parts and Piping Spools & Skids

#### Boiler Pressure parts

#### Assemblies & Bundles

- Coils (Super Heaters, Economizers, Evaporators etc.)
- Membrane Wall Panels

Sample

Clients

- Headers
- Boiler Bank Tubes •

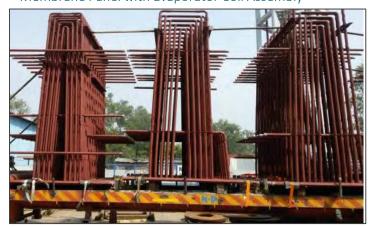
- HRSG Modules
- Super Heater Bundles
- Evaporator Bundle • Assembly
- Fire Heater Bundles

- **Pre-Fabricated Piping Spools**
- Power Plant Piping
- Process Piping
- Induction Pipe bends
- Cold Pipe Bends Assembly

- CMI
- Toshiba
- Alstom
- GE
- Doosan
- MAN Diesel
- Larsen & Toubro
- Hitachi Zosen Corp.
- BPCL
- BHEL
- Indian Oil

- Aditya Birla Group
- Nestle
- Reliance
- BORL
- GAIL
- TATA
- Lurgi
- HMEL
- SAII

#### Membrane Panel with Evaporator Coil Assembly





#### Primary Super Heater Header

Economizer Bundle Assembly



- - IFFCO



### World's largest fabricator of liquefied chlorine transport containers

- Production capacity of around 9000 nos. per annum
- US Patent awarded for the design & technique for manufacturing of Model 'D' Chlorine Containers
- Model 'D' Chlorine Container is approved by the US Department of Transportation & Transport Canada
- Design approved by Lloyds Register
- Patents awarded for design & techniques for manufacturing of Containers – India, US, Mexico, China





ASME- Convex to Pressure/ Chimed Ends

Refrigerant Gas Container for DOT



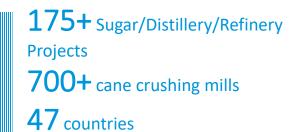


Concave to Pressure for DOT & Transport Canada



#### **Turnkey Sugar Plants & Distilleries**

- Concept to Commissioning of Complete Cane Sugar Plants with Co-Generation and Distillery plants
- Major Expansions, Balancing, Rehabilitation of plants
- Complete Process House equipment for producing Raw Sugar, Household White sugar, Plantation White sugar, Refined sugar EU grade
- Process Automation
- Steam and Energy saving devices



Extensive experience of operating our own sugar mill – Saraswati Sugar Mills

- White Nile Sugar Company Ltd., Sudan
- Durrah Advance Development Company, Saudi Arabia
- Wonji Shoa Sugar Factory, Ethiopia
- Agroaurora S.A, Peru
- Addax Bio Energy, Sierra Leone
- Kwale International Sugar Co. Ltd., Kenya
- Phung Hiep Cane Sugar Factory, Vietnam
- PT SMS, Indonesia
- Bajaj Hindustan Ltd., India
- Balrampur Chini Mills, India
- U.P Cooperative Sugar Federation Ltd., India
- HPCL Biofuels Ltd., India

#### Distillery

- DSCL Sugar
- Kisan Sahakari Chini Mills Ltd.
- Dalmia Bharat Sugar & Industries Ltd.
- Dwarikesh Sugar Industries Ltd.
- Shri Sai Priya Sugars Ltd. (a unit of Nirani Group)

#### 24000 TCD Process House for White Nile Sugar Company, Sudan



Sugar Plant with 15MW Co-Generation for Kisan Sahakari Chini Mills, India



#### Distillery for DSCL



Sample



#### **Boiler Technologies**

- PC Boilers
- Bagasse & Biomass
- Oil & Gas
- Atmospheric / Bubbling Fluidised Bed Combustion
- Circulating Fluidised Bed Combustion Boilers (CFBC)
- Waste to Energy
- Waste Heat Recovery

800+ High Capacity and High
Pressure Boiler installations
48 countries

- Retrofits & Modernizations (R&M) includes Capacity Enhancement, Multi Fuel Conversion, Technology upgrades (DG to TG,TG to AFBC), Refurbishment of Boilers
- Field Services includes Feasibility Study, RLA of Boilers, Efficiency Enhancement, Annual Maintenance Contract (AMC), O&M Training
- Spares Wide range of spares for all type & makes Boilers
  - Lamson Group, Vietnam
  - TPC Ltd., Tanzania
  - Kakira Sugar Works Ltd., Uganda
  - Mitr Phol Sugar Corp. Ltd., Thailand
  - Aldebaran Energia Del Gaudalquivir S.L., Spain
  - Ingenio Magdalena S.A. Guatemala
  - Addax Bio-Energy Ltd., Sierra Leone
  - Longview Power Project, USA
  - Nestle Qingdao Ltd., China
  - WARAQ Paper, Saudi Arabia
  - Enka De Colombia S.A., Colombia

- Dalmia Cement (Bharat) Ltd., India
- Hindalco Industries, India
- Triveni Group, India
- Balarampur Group, India
- Bajaj Hindustan Ltd., India
- Dhampur Sugar Mills Ltd., India
- Nirma Ltd., India
- Ambuja Cement Ltd., India
- GAIL India Ltd., India

#### AFBC Boiler



#### Oil & Gas Fired Boiler



Sample



#### Air Filtration - Electrostatic Precipitators (ESP)

- Exclusive license agreement with Envirotherm GmbH, Germany, (holder of Lurgi ESP technology)
- Design, Engineering, Manufacturing and Commissioning of ESPs up to 1000 Mw to customers globally

#### Air Filtration (Bag Filters)

- Used in Cement, Steel, Material handling etc.
  - Generadora Chinchontepec, S.A.DE C.V, El Salvador
  - Cosumar, Casablanca, Morocco
  - KMRI-SMG Asset Company, Sri Lanka
  - Tokyo Eastern Cement Company, Sri Lanka
  - La Grecia, Honduras
  - TicoFrut, Costa Rica
  - Casur, Nicaragua
  - VNT19 Pulp-Paper Joint Stock Company, Vietnam
  - West Kenya Sugar Ltd., Kenya
  - Precise Smart Life Co. Ltd., Thailand
  - PT Tereos FKS, Indonesia
  - Consolidated Farming Ltd., Zambia

- OPG Power Generation Pvt. Ltd., India
- Gujarat Flurochemicals Ltd., India

Denitrification (DeNOx)

Exclusive Licensing Agreement with Fuel Tech,

USA for Selective Non Catalytic Reduction

Flue Gas Desulphurisation (FGD)

• Dry & Wet FGD systems for the Cement,

Power and Metals industry

(SNCR) Systems for Power and Industrial

- United Phosphorus Ltd.,India
- JK Tyre and Industries Ltd., India
- Welspun, India

**Applications** 

- GSK Consumer Healthcare Ltd., India
- Walchandnagar Industries Ltd., India
- Jindal Worldwide Ltd., India
- Gallantt Ispat Ltd. ,India
- Saint Gobain India Pvt. Ltd., India
- Bodal Chemicals Ltd.
- Adani Wilmar Ltd., India
- NTPC SAIL, India
- MRF, India

#### ESP, 180MW Coal based Power Plant for OPG Power, India



#### ESP, Power Plant for Bhubaneshwar Power Pvt. Ltd., India



18

Sample



#### Engineering, Procurement, Construction (EPC)

- EPC division is the leader in power plants of up to 100MW
- Independent Power Plants (IPPs)
- Cogeneration
- Boiler & Steam Turbine Generator (BTG)
- Balance of Plants (BOP)
- Bulk Material Handling Projects (at Ports, Mines & Coal Handling for Utilities)
- Buildings & Factories
- Industrial Waste Water Treatment

#### Sample Case Study

#### Summary

- 24,000 TPD Sugar Plant with 104 MW Co-Gen Power Plant on EPC Basis
- Value: ~INR 1000 Cr
- Commissioned in Jan 2014

#### Highlights

- 50,000 MT Steel, 250 MT Electrodes
- 90,000 m of steam & process piping
- 4 km of material handling system
- 9 km optical fiber and 70 km control cables, 140 km power cable
- 360,000 sq. m plant machinery area
- 1900 containers, 60,000 sq. m of break bulk cargo

شركة سكر النيل الابيض WHITE NILE SUGAR CO. LTD



#### 36 MW Power Plant on EPC basis at Shirol, India

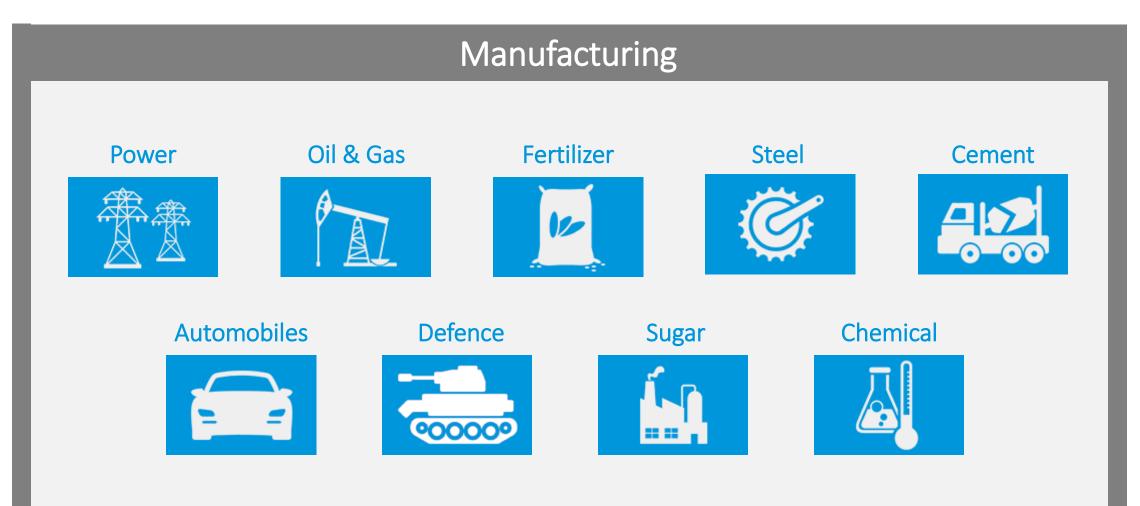


#### Material Handling



# Our products, services & projects cover a wide spectrum of industries



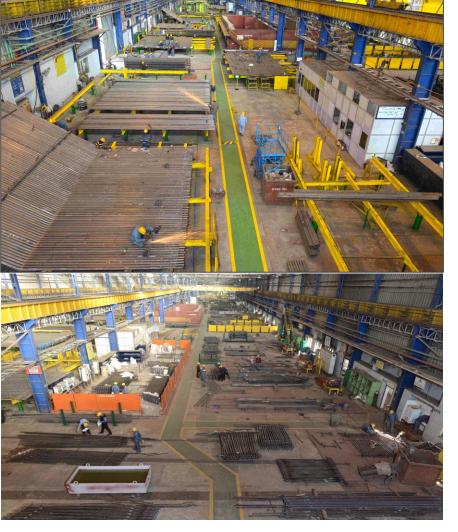


Engineering, Procurement & Construction

# Delivered through state-of-the-art infrastructure & manufacturing capabilities...



Plant Location	Items Manufactured
Yamunanagar, Haryana	Pressure Vessels & Heat exchangers, Presses, Boilers, Containers, Castings, Sugar and other Industrial Machinery
Rattangarh, Haryana	Boiler Components
Dahej, Gujarat (with Ro-Ro Jetty)	Pressure Vessels, Columns, Heat Exchangers
Muzaffarnagar, U.P	Castings
Bawal, Haryana	Mechanical Presses and other Industrial Machinery
Windsor, Canada	Presses







Rattangarh Shop

### ...while adhering to global quality benchmarks



- ✓ **C€** Marking
- ✓ ISO 9001:2008 Quality Management System Approved by Lloyds Register of Quality Assurance
- ✓ ISO 14001:2015 Environment Management System Approved by DNV GL Business Assurance
- ✓ ISO 45001:2018 Occupational Health & Safety Management System
- ✓ ASME 'S' 'U' 'U-2' & 'U-3' Stamps
- ✓ ASME 'N' and 'NPT' Stamps
- ✓ National Board, USA, 'R' Symbol
- ✓ National Board, USA, 'NB' Mark
- ✓ Approval by Lloyds as a Class I fabricator of Fusion Welded Pressure Vessels up to 300 mm (12") thickness
- ✓ Lloyd's Approved Foundry from Lloyd's Register of Shipping, London
- Department of Transportation (DOT), USA approval for Liquefiable Gas Containers
- ✓ China Safety Quality License

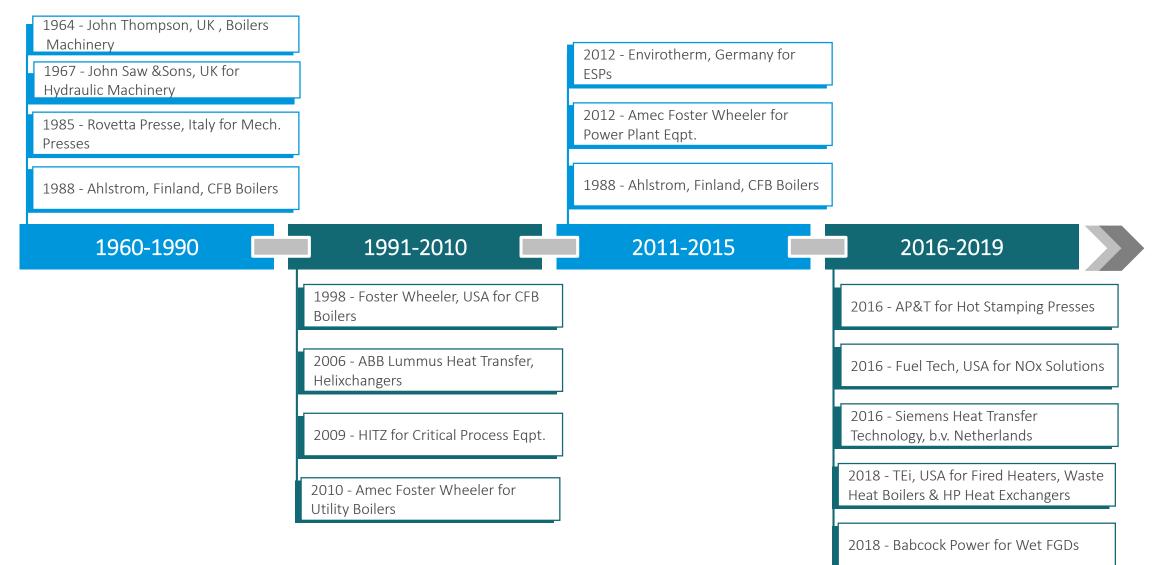
#### SOME EXTERNAL INSPECTION AGENCIES

- Lloyd's Register
- ✓ Bureau Veritas
- ✓ Det Norske Veritas (DNV)
- 🗸 TUV
- ✓ Velosi Certification Services
- ✓ SGS Inspection
- 🗸 Bax Council
- Engineers India
- ✓ Chief Inspector of Boilers (CIB)



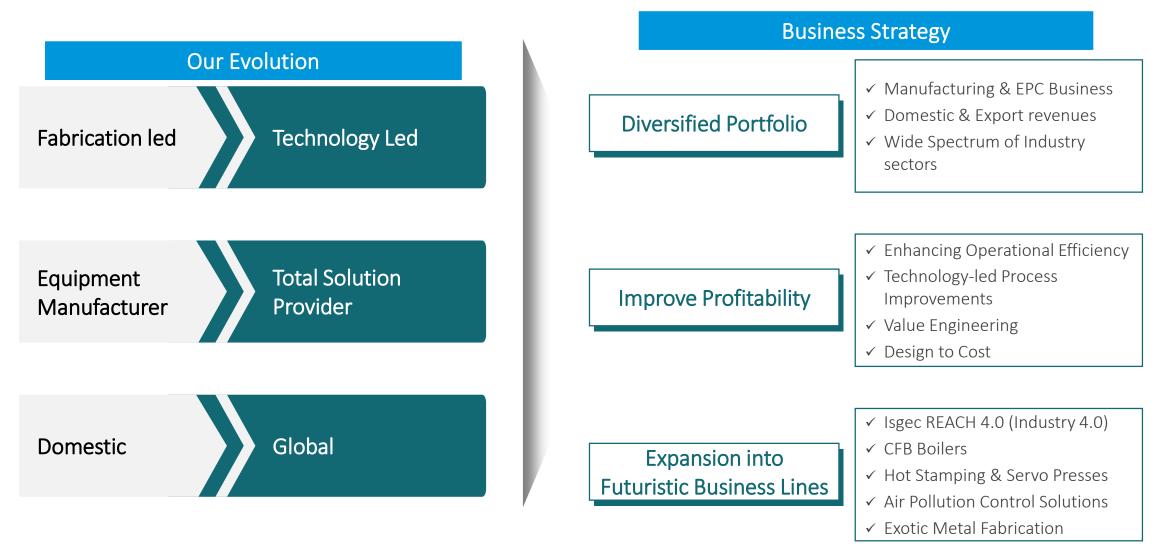
### **Constantly building technology expertise through global strategic partnerships**





### Well positioned for the next phase of growth...





# ... and ready to tap into key opportunities across sectors



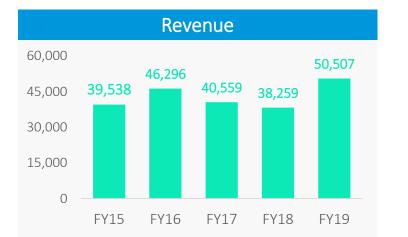
Air Pollution Control solutions opportunity • A growing sugar consumption market in India Leveraging technology to bring in • New Environmental norms from MoEFCC for efficiency improvements for sugar Revival of sick sugar units Thermal Power Plants manufacturing industry globally Exports to South-East Asian countries • Requisite emission control equipment to be • Capex investments for conversion of plant from Plantation installed by Dec'22 white sugar to sulphur less refined sugar Retrofits, spares, O&M for the existing sugar mills E-10 policy - Higher blending mandate (10%) will drive capacity increase for bio Change in Emission norms in many ethanol Southeast Asian countries • Turnkey EPC contracts in material handling – especially port handling, coal handling and Emission-level reforms in India to drive • Demand for specialised and critical process ash handling demand for high-efficiency Boilers equipment for fertiliser plants • Long distance, cross country conveyer • CFBC boilers – Refineries • Gol investment to revive fertiliser plants projects for mines • HRSG – Fertiliser plants aims to increase the production of urea; to Rice Straw Boiler end imports by 2022 SLOP Boilers Waste water treatment projects for various industries located on river banks (stringent • Country to continue enhancing pollution norms) and from river cleaning petrochemicals & refining capacity Increasing use of Waste Heat Recovery Systems projects. • Implementation of grassroots refineries at (WHRS) by petroleum, metal, cement, chemical, Rajasthan and West industries

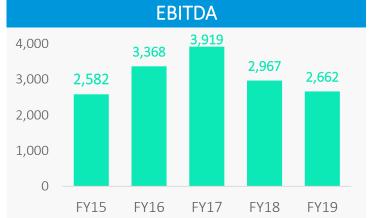
Isgec has in-house capabilities and strategic technology tie-ups in each of these opportunity areas – Across Manufacturing & EPC segments



### **Robust Financial Performance- Consolidated**

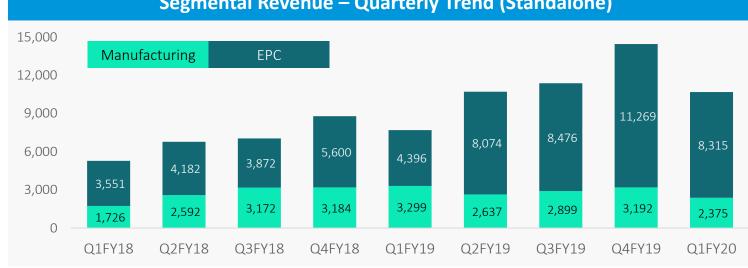








In ₹ Mn



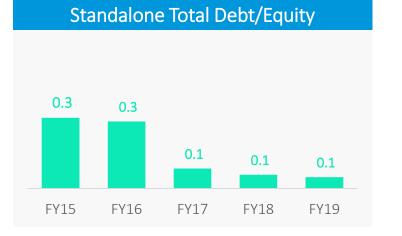
Segmental Revenue – Quarterly Trend (Standalone)

Rankings				
ET 500	329 (Dec 2018)			
Fortune India 500	321 (Dec 2018)			
Business Today 500	373 (Nov 2018)			
FICCI 500	161 (Feb 2018)			

Effective from 1st April.2018 the Segment reporting is as - 1. Manufacturing 2. Engineering Procurement and Construction.

### **Strengthening Balance sheet**





# Standalone Interest Coverage Ratio

FY17

FY18

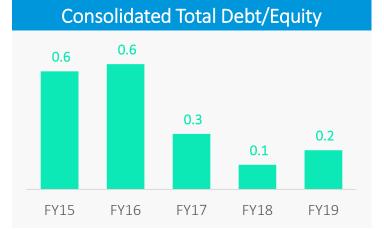
FY19

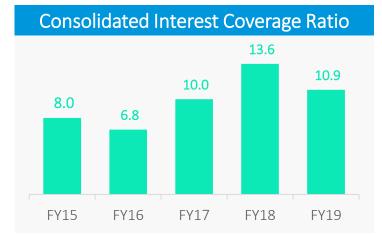
FY15

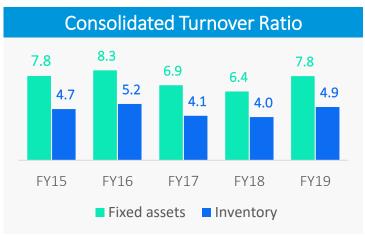
FY16

### Standalone Turnover Ratio









Total Debt includes all interest bearing liabilities.

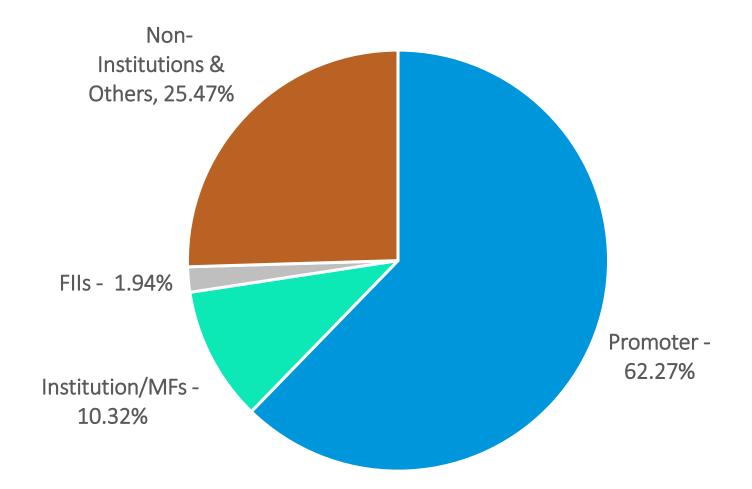
Interest coverage ratio= EBIT/Interest

Fixed asset turnover= Operating Revenue/Average fixed assets, Inventory turnover= Operating Revenue/Average Inventory

### **Shareholding Pattern**



As on 30 Jun, 2019



#### Power Plant on EPC basis at Shirol, MH, India



#### ISGEC HEAVY ENGINEERING LIMITED INDIA

Email: chatnani@isgec.com www.isgec.com

Registered Office Radaur Road, Yamunanagar - 135001, Haryana, India CIN No.: L23423HR1933PLC000097