



ISGEC HEAVY
ENGINEERING LTD.

Investor Presentation

15th February 2022



Safe Harbour

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Agenda

- 1 Company Overview
- 2 Business Capabilities
- 3 Market Leadership
- 4 COVID 19 Impact
- 5 Financial Performance
- 6 Business Highlights
- 7 Key Investment Highlights



ISGEC at a glance

Isgec Heavy Engineering Ltd. is a diversified heavy engineering company engaged in manufacturing and project businesses with an extensive global presence. Isgec manufactures Process Equipment, Presses, Iron & Steel Castings, and Boiler Pressure Parts and its EPC portfolio includes turnkey projects for setting up Boilers, Power Plants, Sugar Plants, Distilleries, Air Pollution Control Equipment, Civil Construction & Factories, Industrial Water Treatment Facilities, and Bulk Material Handling Facilities.

9M FY22

➤ Revenue	➤ EBITDA	➤ Net Worth	➤ EPS
₹ 39,153 mn	₹ 2,170 mn	₹ 21,627 mn	₹ 9.68

Q3 FY22

➤ Revenue	➤ EBITDA	➤ PAT	➤ Order Book*
₹ 14,026 mn	₹ 1,141 mn	₹ 520 mn	₹ 72,240 mn

Figures as per consolidated financials
* Order Book as on 31st December 2021



Diversified Heavy Engineering Company



Mix of Manufacturing and Project Businesses
Mix of Domestic & Export Revenues
Wide Spectrum of User Industries

Robust Balance Sheet



Net Worth of **INR 21,627 Mn** (31 December 2021)
Strong Credit Rating

Strong Human Capital



4000+ Employees across locations in India,
Canada, USA and Philippines
900+ qualified engineers

Highly Experienced Management



88 years of providing engineering solutions to
customers globally.

Trusted Partner



Technology tie-ups and JVs with leading global
Companies

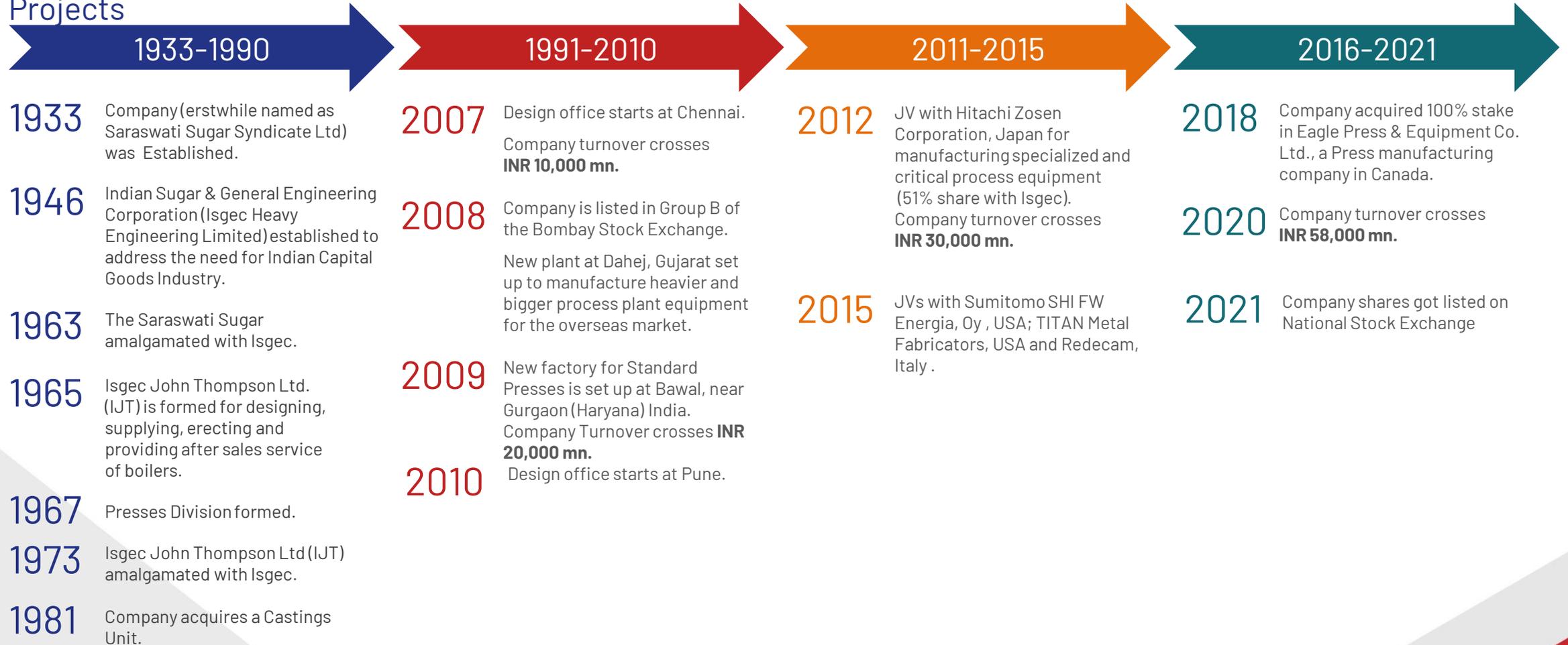
Global reach



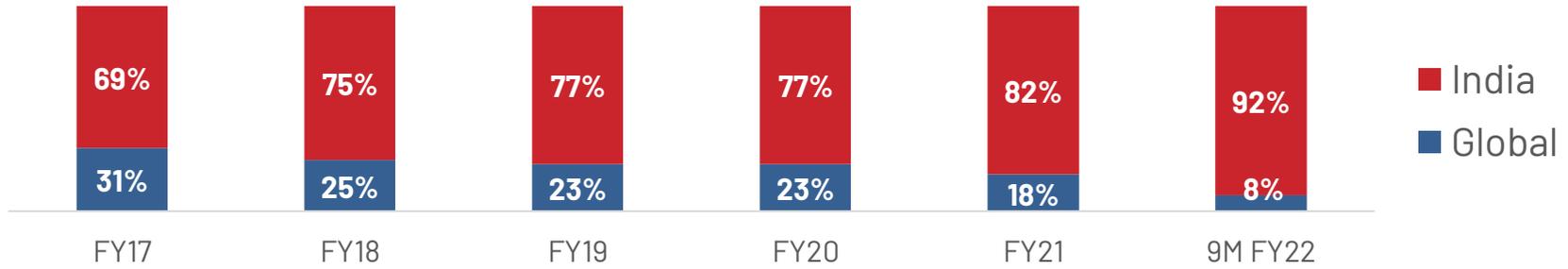
Presence across **91** countries across **6** continents

Our Journey

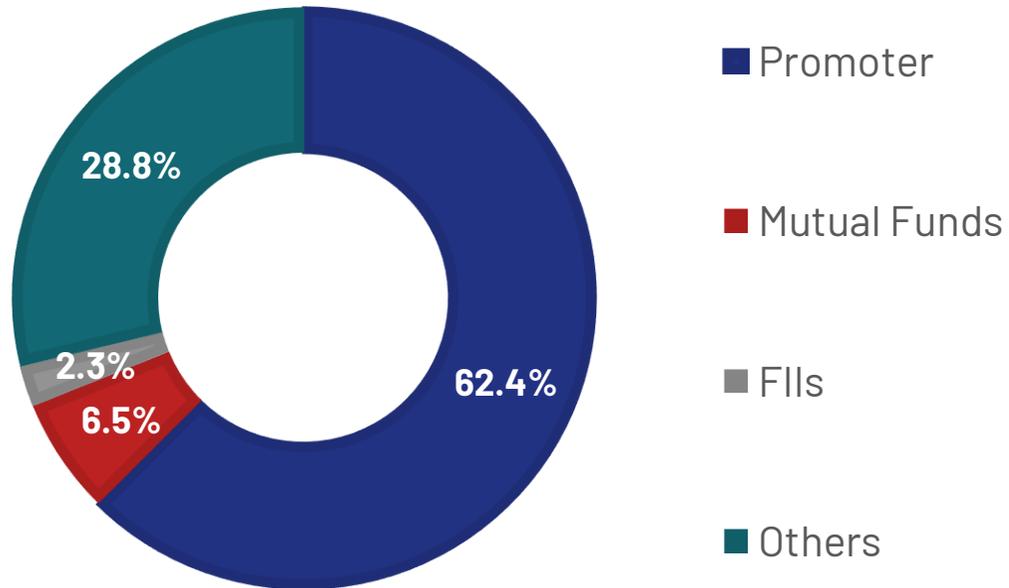
What started off in 1933 as a Sugar Manufacturing Company has been transformed into a Diversified Heavy Engineering Company with 90% of our Consolidated Revenues coming from Engineering Products and Projects



Global Footprint - Presence across 91 countries



Shareholding structure – 31st December 2021



Shareholder Information as on 31st December 2021

BSE Ticker	533033
NSE Symbol	ISGEC
Market Cap (INR Mn)	44,728
% Free- float	38%
Free Float Market Cap (INR Mn)	16,804
Shares Outstanding (Mn)	73.5
3M ADTV (Shares)	1,09,179
3M ADTV (INR Mn)	68.2
Industry	Industrial Machinery

Promoter shares are unencumbered

Our Team

Board of Directors

Mr. Ranjit Puri	Chairman & Promoter
Mr. Aditya Puri	Managing Director & Promoter
Mr. Sanjay Gulati	Whole-time Director & Head - Manufacturing Units
Mr. Kishore Chatnani	Whole-time Director & CFO
Mr. Sidharth Prasad	Independent Director
Mr. Vishal Kirti Keshav Marwaha	Independent Director
Mrs. Shivani Hazari	Independent Director
Mr. Arvind Sagar	Independent Director

Management Team

Mr. S.K. Khorana	Executive Director & Company Secretary	
Mr. PVN Sanjay	Business Head	Power Plants, Material Handling, Factories & Civil Construction Division
Mr. V.K. Luthra	Business Head	Boiler Division
Mr. Suman Jain	Business Head	FGD and Air Pollution Control Division
Mr. Sanjay Awasthi	Business Head	Sugar Machinery and Distilleries Division
Mr. Yogesh Saxena	Business Head	Machine Building Division
Mr. Sanjay Choudhary	Business Head	Process Equipment Division
Mr. Satish Bhatia	Business Head	Boiler Manufacturing and Piping
Mr. K. Vishwanathan	Head	Engineering Service Centre
Mr. Yogesh Marwaha	Head	International Marketing
Mr. Shalabh Singh	Head	Corporate Business Development
Mr. Lazar Pilli	Head	Corporate Human Resources
Mr. Mahesh Gupta	Head	Materials
Mr. Sanjay Gharde	Head	Corporate Information Technology

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State-of-the-art Infra & Manufacturing Capabilities



Yamunanagar, Haryana

Pressure Vessels & Heat Exchangers, Presses, Boilers, Containers, Castings, Sugar and other Industrial Machinery



Rattangarh, Haryana

Boiler Components, Headers, Reactors, Piping



Bawal, Haryana

Mechanical Presses and other Industrial Machinery



Muzaffarnagar, UP

Steel Castings



ISGEC Hitachi Zosen Dahej, Gujarat

Pressure Vessels, Columns, Heat Exchangers, Reactors



Saraswati Sugar Mills Yamunanagar, Haryana

Sugar Mill



EPC Offices

- Noida, UP
- Chennai, Tamil Nadu
- Pune, Maharashtra



Overseas facility



Cavite Biofuel Producers Inc. (CBPI), Philippines



Eagle Press & Equipment Co. Ltd. Windsor, Canada

Presses

Investor Presentation

Building Strength with Acquisitions and JVs



Saraswati Sugar Mills Ltd.

With cane crushing capacity of ~ 10000 TCD, having highest sugar recovery in Punjab and Haryana for the past 10 years



100%



Eagle Press & Equipment Co. Ltd.

Press manufacturing company in Windsor (Ontario) Canada



CAVITE BIOFUEL PRODUCERS INC.

Cavite Biofuel Producers Inc (90%).

Bioethanol Plant under construction in Philippines

51%



ISGEC Hitachi Zosen Ltd.

JV with Hitachi Zosen Corp., Japan to manufacture specialized & critical Process Equipment



ISGEC Titan Metal Fabricators Pvt. Ltd.

JV with Titan Metal Fabricators, USA for manufacture of corrosion-resistant metals & alloys process equipment



ISGEC SFW Boilers Pvt. Ltd.

JV with Amec Foster Wheeler (now Sumitomo SHI FW Energia, Oy) for engineering their Global Boiler Projects



ISGEC Redecam Enviro Solutions Pvt. Ltd.

JV with Redecam, Italy for manufacture, testing, commissioning of Bag Filters

Building Strength with Technology Partnerships

- **Amec Foster Wheeler, USA**
 - for Feedwater Heaters and Surface Condensers (now with Wood Group, UK)
- **AP&T, Sweden**
 - for Press Hardening Lines used for forming of High Strength Steel Automobile Body Parts
- **Babcock Power Environmental Inc, USA**
 - for SO_x reduction process by use of Wet Flue Gas Desulfurization (FGD) Units
- **BHI FW Corporation, South Korea**
 - for Pulverized Coal Fired Sub-Critical Boilers and Super-Critical Boilers (60 to 1000 Mwe)
- **Bosch Projects, South Africa**
 - for Chainless Cane Diffusers and other Sugar Machinery equipment
- **CB&I Technology Inc., USA**
 - for Helix Heat Exchangers
- **Envirotherm GmbH, Germany**
 - for Electrostatic Precipitators (ESP) up to 1000 Mwe
- **Fuel Tech Inc., USA**
 - for reduction of Particulate Matter emissions by use of Electrostatic Precipitators performance improvement technologies (especially Flue Gas Conditioning)
 - for NO_x reduction processes by use of Urea or Ammonia (SNCR)
- **Siemens Heat Transfer Technology b.v. Netherlands**
 - for Heat Recovery Steam Generators
- **Sumitomo SHI FW Energia Oy, Finland**
 - for Circulating Fluidized Bed Combustion (CFBC) Boilers up to 99.9 Mwe
 - for Oil & Gas, Shop Assembled Water Tube Packaged Boilers up to 260 Tonnes per hour
- **Thermal Engineering International (TEi), USA**
 - for Screw Plug (Breech Lock) Heat Exchangers
 - for Waste Heat Recovery through Process Waste Heat Boilers
 - for Sulphur Condensers
 - for Solar Thermal Heat Exchangers
- **BHI FW Corporation USA**
 - for Combustion Modification of Tangentially Fired Boilers

Engineering for Excellence – Our Business Segments

ISGEC is a significant global player across business areas in Manufacturing and EPC

Manufacturing

Process Equipment



Iron & Steel Castings



Boiler Tubes & Panels



Presses



Contract Manufacturing



Liquefiable Gas Containers



Engineering & Projects

Sugar Plants & Distilleries



Air Pollution Control Equipment



Industrial Boilers



Power Projects



Bulk Material Handling



Buildings & Factories



Industrial Waste Water Treatment



Catering to Wide Spectrum of Industries



Railways



Power



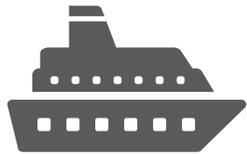
Fertilizer



Cement



Mines



Ports



Oil & Gas



Steel



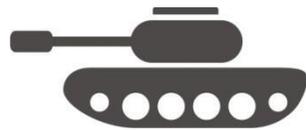
Chemical



Space



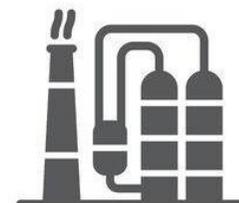
Automobiles



Defence



Sugar



Distillery



Paper

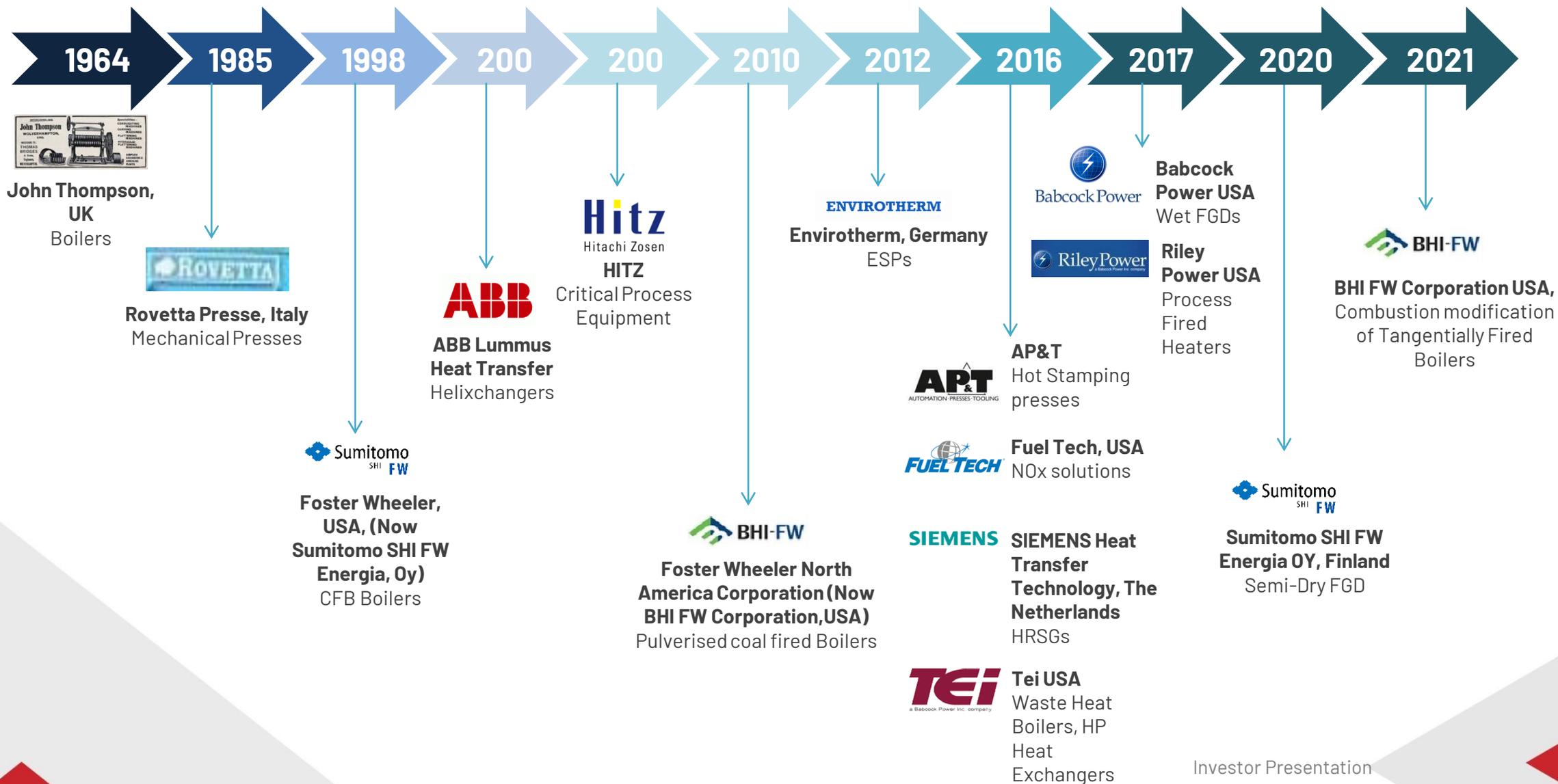


Water Treatment

Serving Global and Domestic Clients



Technology Infusion across the Years



Standing Strong with Global Quality Benchmarks



Conformité Européenne



Quality Management System–Approved by
Lloyds Register of Quality Assurance



Environment Management
System–Approved by DNV GL
Business Assurance



Occupational Health & Safety
Management System



'S' 'U' 'U-2' & 'U-3' Stamps



National Board, USA, 'R' Symbol,
'NB' Mark



Class I fabricator of Fusion
Welded Pressure



Approval for Liquefiable
Gas Containers



Approved fabricator for fusion
welding– Approved by
Lloyd's Register



China Safety and Quality
License

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Positioned No.1 / No. 2 in most Business Lines

Market Leadership

- Hydraulic & Mechanical Presses
- Process Equipment
- Sugar Plants
- Slop Fired Boilers
- CFB Boilers
- Oil & Gas Boilers
- Traveling Grate Boilers
- Bubbling Bed Boilers
- Liquefiable Gas Containers
- Made to order large steel castings
- EPC Projects

Rankings

ET 500 252 (2021)

Fortune India 500 253 (2021)



- All factories and sites are working normally
- Supplies from vendors and manpower from contractors are available normally
- All safety precautions are being taken at sites and factories
- Vaccination initiative has been taken by the company at all locations. 99.94% of our eligible employees as well as contractor employees have received second dose of vaccination, i.e., 98.25% of the total persons
- During the 3rd wave, our factories and project sites were working normally, but we closed our EPC business offices at Noida, Pune & Chennai from 13th January 2022 to 21st January 2022
- Before and after the closure, offices are working with 50% attendance and balance employees are working from home

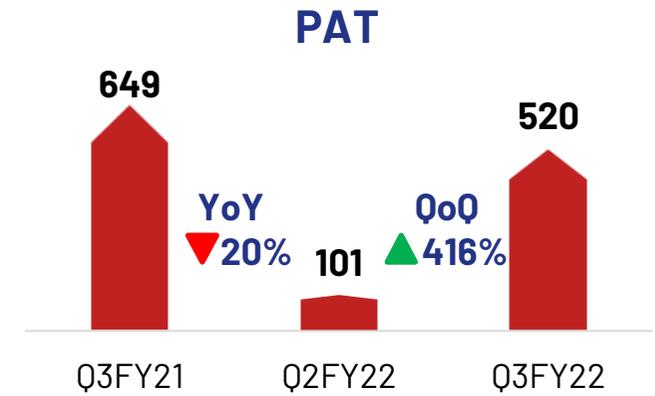
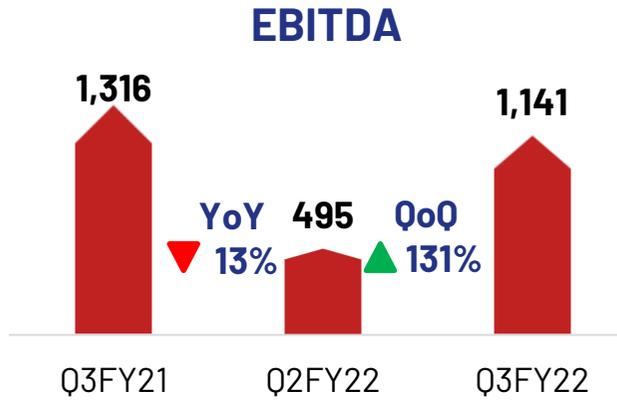
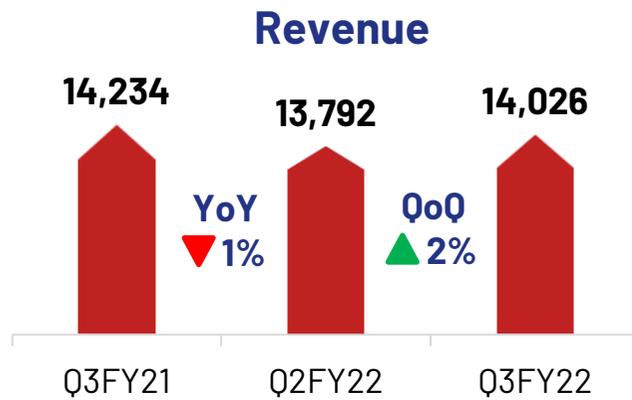
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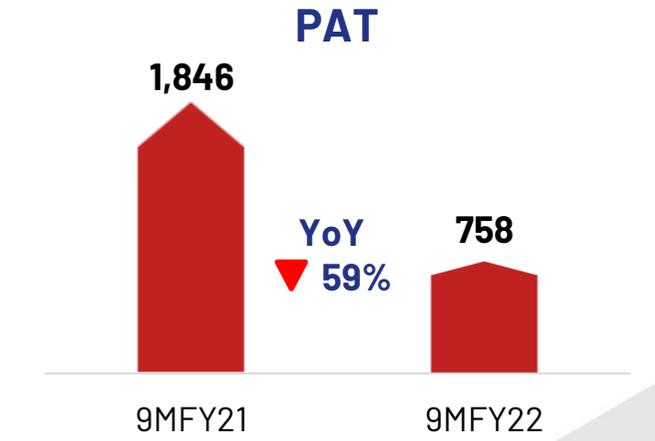
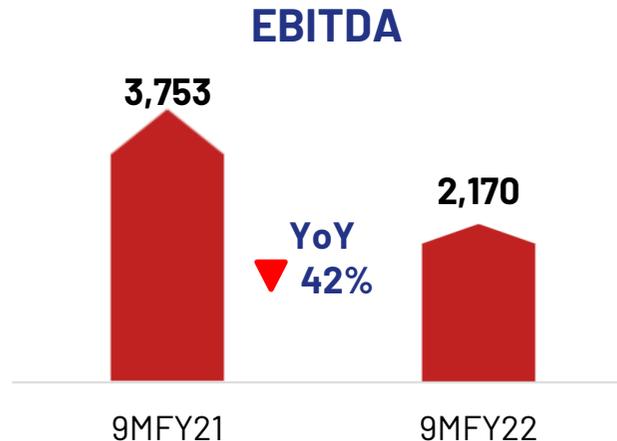
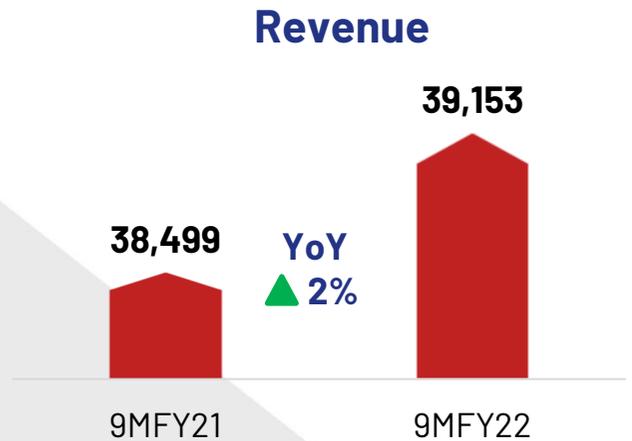


Performance Highlights

In INR Mn

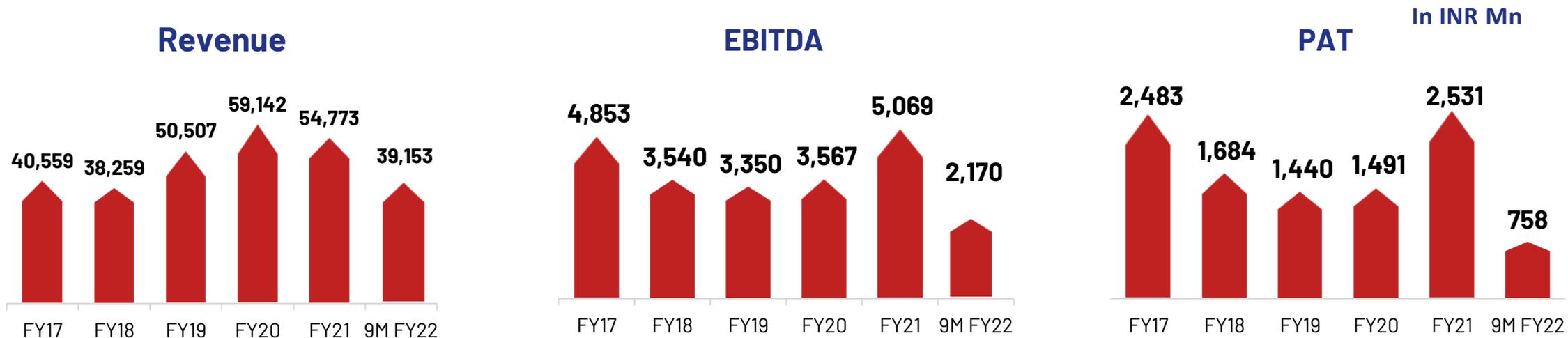


In INR Mn

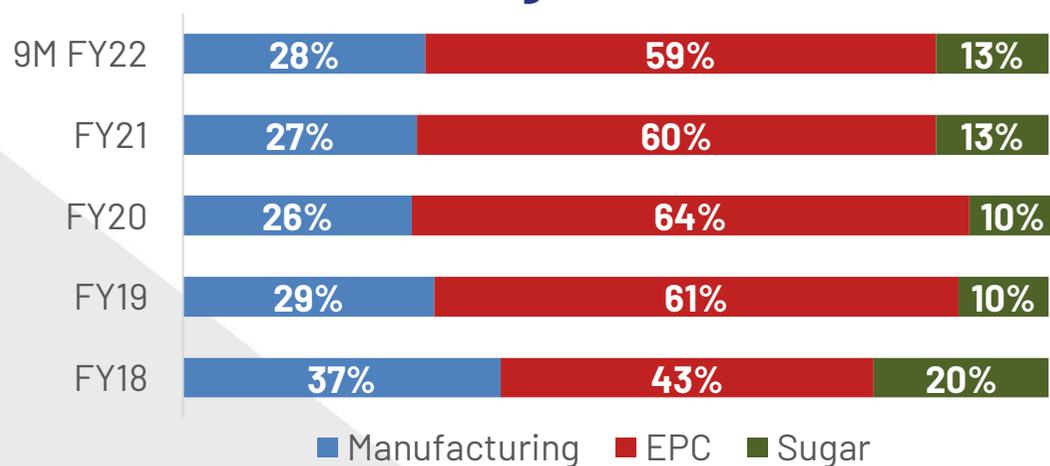


Figures as per consolidated financials

Financial Performance Trend



Segment Revenue



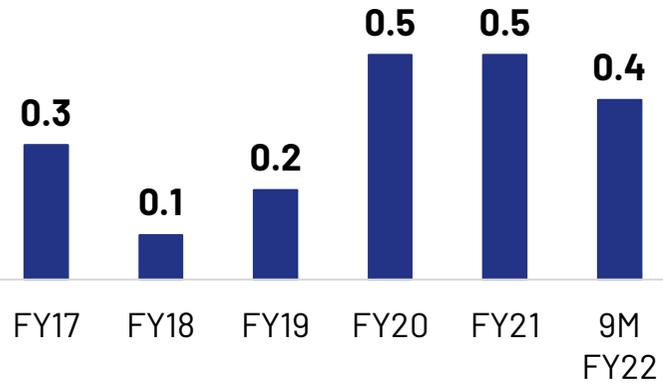
Reduction in profits is due to increase in steel and commodity prices for fixed price contracts impacting both Manufacturing and EPC segments

Time and cost overruns in EPC projects with high civil construction portion and impact of Covid related disruptions coupled with shortage of skilled manpower

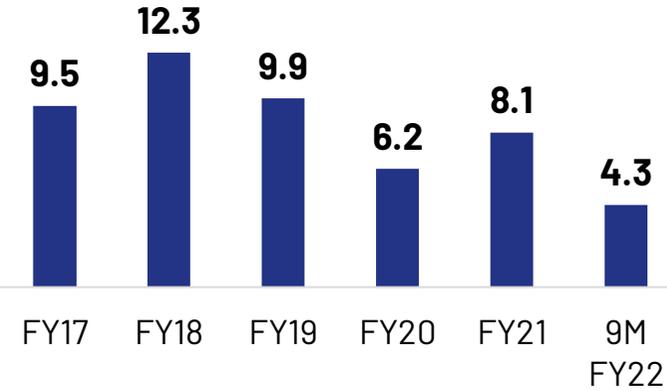
Figures as per consolidated financials

Financial Performance Trend

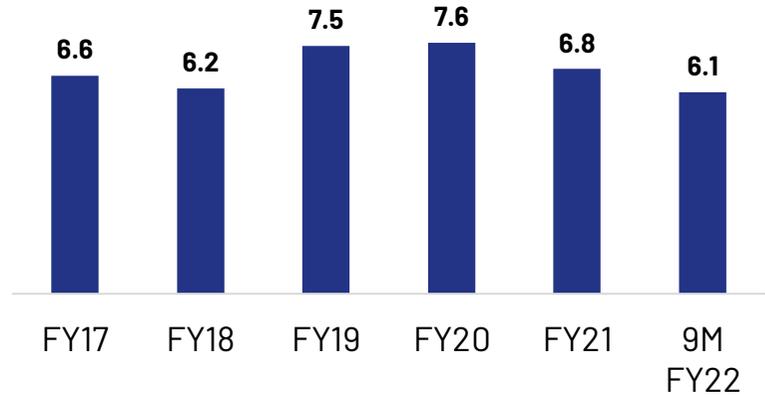
Total Debt/ Equity



Interest Coverage Ratio



Turnover ratio



■ Fixed Assets

* Total Debt includes all interest bearing liabilities.
 Interest coverage ratio= EBIT/Interest
 Fixed asset turnover= Operating Revenue/Average fixed assets

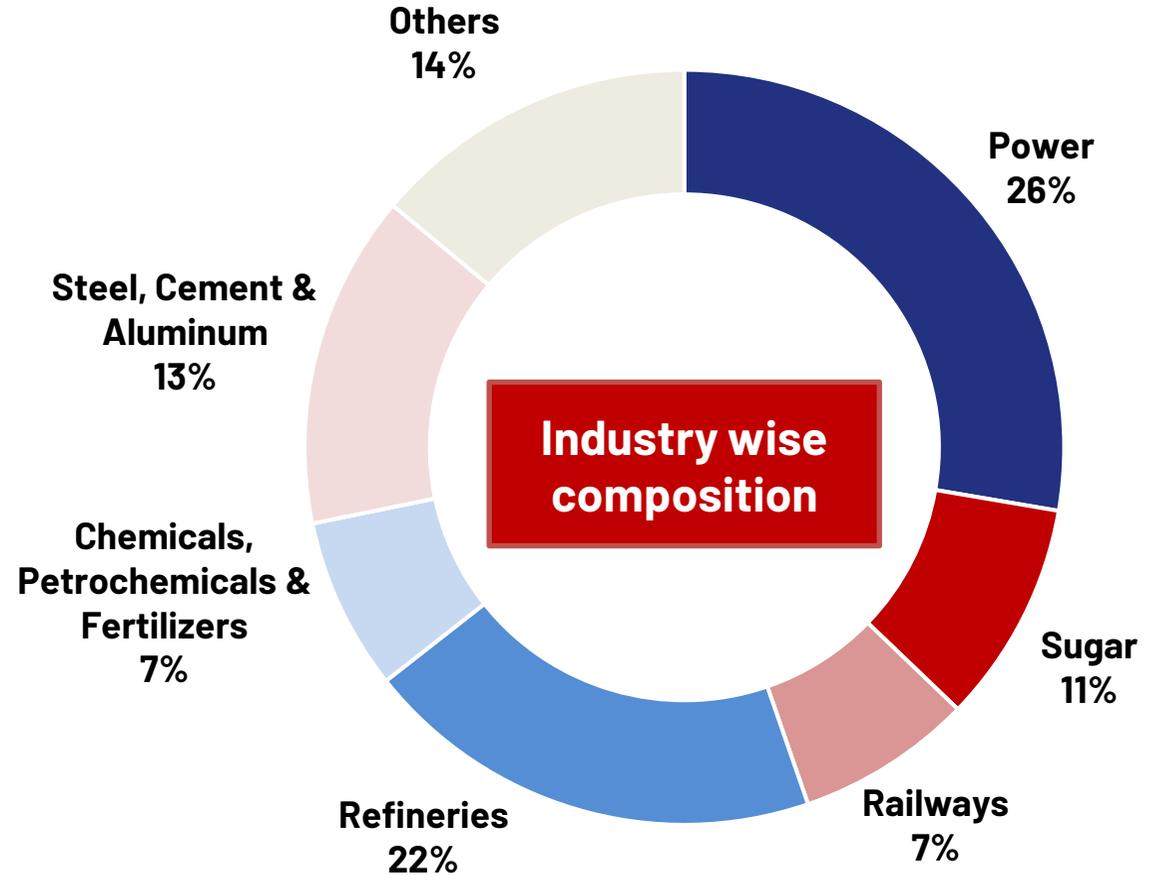
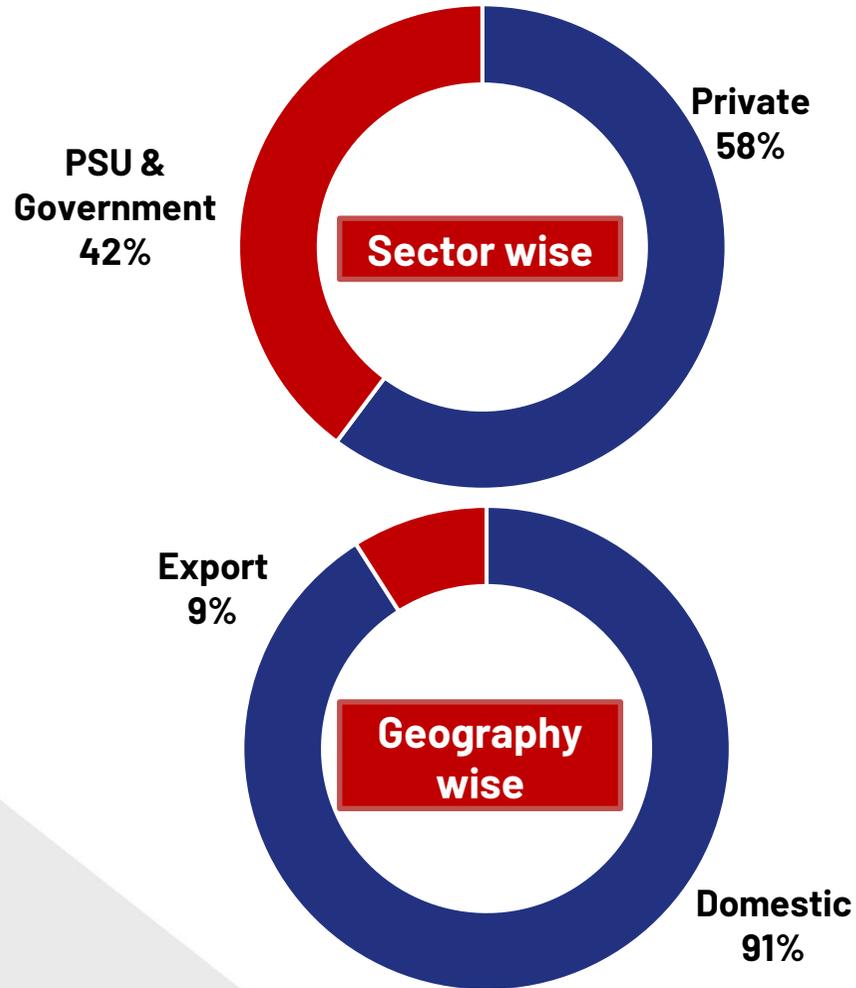


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Order Book Composition (Consolidated)



Order Book Rs. 72,240 mn

Highlights of new orders booked

- Order for supply of Boiling House plant from a leading business conglomerate for their sugar factory expansion project from 10500 TCD to 13500 TCD and for Process Conversion from Plantation White Sugar (PWS) to Refined Sugar
- Domestic order for juice extraction plant for a leading sugar manufacturing company
- Export order from Vietnam of 1250T Tandem press line with automation and scrap conveyor
- Received an order for 25 medical oxygen plants from leading defence organization

Update on the Projects

Ethanol Distillery at Saraswati Sugar Mills Ltd



Commencement of commercial production in December 2021 at the 100 KLPD ethanol plant

Key Investment Highlights



Presence in
Multiple Core
Sectors-
Spreading
Market Risk



Comfortably
placed to
Survive Down
cycles



Leadership
position in
most
businesses



Continued
focus on niche
technologies



Geographically
diversified
portfolio
mitigating
concentration
risk



Constant
Forays into
Futuristic
Business
Lines



**ISGEC HEAVY
ENGINEERING LTD.**

THANK YOU

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