



ISGEC HEAVY ENGINEERING LTD.

A-4, Sector-24,
Noida - 201 301 (U.P.) India
(GST No.: 09AAACT5540K2Z4)

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

Uploaded on BSE Listing Centre
Website: <http://listing.bseindia.com>

Ho/

August 11, 2018

Bombay Stock Exchange Ltd
Department of Corporate Affairs
Registered Office: Floor 25,
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai 400 001

Dear Sirs,

Intimation of Schedule of Institutional Investor Meet
Pursuant to Regulation 30 of the SEBI
(Listing Obligations and Disclosure Requirements) Regulations, 2015

Investor Interaction Meeting "Spark Monsoon Conference"
organized by Spark Capital Advisors (I) Private Limited

1. Further to our letter dated August 09, 2018, on the above subject, we wish to inform you that Mr. S.K. Khorana, Executive Director and Company Secretary and Mr. Kishore Chatnani, CFO of the Company will participate in the Institutional Investor Interaction Meeting "Spark Monsoon Conference" being organized by Spark Capital Advisors (I) Private Limited, as per schedule attached.
2. The information contained in the enclosed Presentation will be shared/discussed in the meeting with the Investors. A copy of the Presentation has also 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

S.K. Khorana
Executive Director & Company Secretary

Encl: As above

ISGEC		Total Interactions	61
ISGEC		Total meetings	6
		Meeting Room	0
Date		Trident, Bandra Kurla, Mumbai.	
13-Aug-18		Lunch from 12 - 3:30 PM @ Orloff & Cullinan, Level 2	
Start	End	Name	Fund
9:00 AM	9:50 AM	Amit Nigam	Invesco MF & PMS
9:00 AM	9:50 AM	Gaurav Lohiya	Elara Capital
9:00 AM	9:50 AM	Gautam Bhupal	HSBC MF
9:00 AM	9:50 AM	Jignesh Kamani	GMO
9:00 AM	9:50 AM	Rita Tahilramani	Invesco MF & PMS
9:00 AM	9:50 AM	Rohit Sekhsaria	Sundaram MF
9:00 AM	9:50 AM	Sanjay Dam	Old Bridge Capital
9:00 AM	9:50 AM	Sanjay Doshi	Reliance MF
9:00 AM	9:50 AM	Vinay Paharia	Union MF
9:00 AM	9:50 AM	Vishwesh Mehta	Aditya Birla Sunlife MF
9:00 AM	9:50 AM	Milind Muchhala	Julius Baer
9:00 AM	9:50 AM	Sandeep Baid	Quest PMS
10:00 AM	10:50 AM	Bharti Sawant	Mirae MF
10:00 AM	10:50 AM	Dhananjay Tikariha	Kotak MF
10:00 AM	10:50 AM	Dhrumil Shah	Reliance MF
10:00 AM	10:50 AM	Jitendra Sriram	Max Life
10:00 AM	10:50 AM	Kapil Agarwal	Max Life
10:00 AM	10:50 AM	Pankaj Tibrewal	Kotak MF
10:00 AM	10:50 AM	Rajendra Mishra	IDFC MF
10:00 AM	10:50 AM	Srinath Krishnan	Acacia
11:00 AM	11:50 AM	Abul Fateh	Baroda Pioneer MF
11:00 AM	11:50 AM	Aman Batra	GSAM
11:00 AM	11:50 AM	Anshul D	Amansa Capital
11:00 AM	11:50 AM	Bharat Sheth	Quest PMS
11:00 AM	11:50 AM	Nitin Arora	Axis MF
11:00 AM	11:50 AM	Pratish Krishnan	Baroda Pioneer MF
11:00 AM	11:50 AM	Sujit Jain	ASK Investments
11:00 AM	11:50 AM	Sumit Jain	ASK Investments
11:00 AM	11:50 AM	Ujwal Shah	Quest PMS
11:00 AM	11:50 AM	V P Rajesh	Banyan Capital
11:00 AM	11:50 AM	Vivek Sharma	DHFL Pramerica MF
11:00 AM	11:50 AM	Vinod Malviya	Florintree Investments
11:00 AM	11:50 AM	Nalin Bhatt	Kotak MF
12:00 PM	12:50 PM	Abhishek Gupta	GSAM
12:00 PM	12:50 PM	Anuj Pansari	Value Quest
12:00 PM	12:50 PM	Bhavin Shah	Kotak AIF
12:00 PM	12:50 PM	Gopikrishna Kodandaraman	ICICI Lombard
12:00 PM	12:50 PM	Jasdeep Walia	Infina
12:00 PM	12:50 PM	Jinal Sheth	Multi-Act
12:00 PM	12:50 PM	Nalin Ladiwala	Tata AIA Life
12:00 PM	12:50 PM	Pranshu Mittal	Patni Advisors
12:00 PM	12:50 PM	Ravikiran Surana	Infina
12:00 PM	12:50 PM	Richard D'Souza	SBI MF
12:00 PM	12:50 PM	Tapan Kamik	IDBI MF
12:00 PM	12:50 PM	Viral Berawala	Essel MF
12:00 PM	12:50 PM	Nirmal Shah	Seraphic Mgt & Adv.
12:00 PM	12:50 PM	Sankaranarayanan S	Seraphic Mgt & Adv.
1:00 PM	1:50 PM	Abhay Modi	Artemis
1:00 PM	1:50 PM	Brijesh Ved	BNP Paribas MF
1:00 PM	1:50 PM	Chetan Vora	Abakus Asset Manager
1:00 PM	1:50 PM	Darshan Engineer	Alchemy Capital
1:00 PM	1:50 PM	Manish Goyal	Enam Holdings
1:00 PM	1:50 PM	Neelesh Wagle	Suyash Advisors
1:00 PM	1:50 PM	Nirav Shah	MSD Partners
1:00 PM	1:50 PM	Praful Kumar	Systematix
1:00 PM	1:50 PM	Sachin Mehta	Aventus Capital
1:00 PM	1:50 PM	Sachin Shah	Alchemy Capital
1:00 PM	1:50 PM	Siddarth Mohta	Principal MF
1:00 PM	1:50 PM	Srinivas Seshadri	Mirabilis
2:00 PM	2:50 PM	Alok Ranjan	L&T MF
2:00 PM	2:50 PM	Soumendra Nath Lahiri	L&T MF



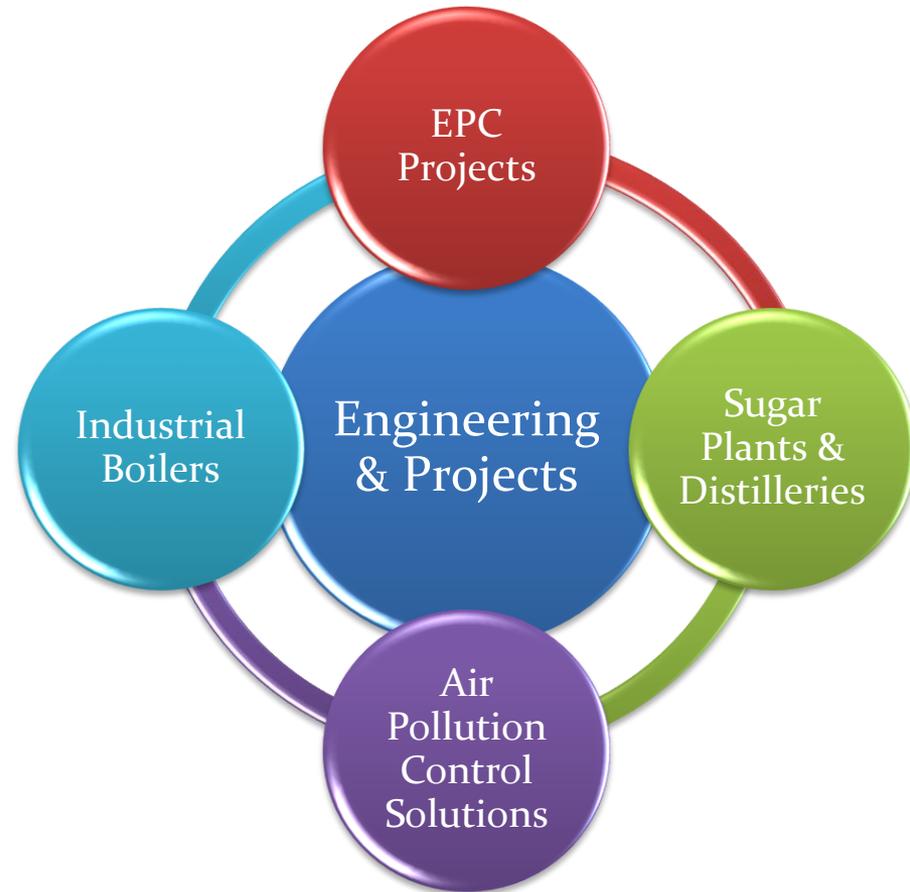
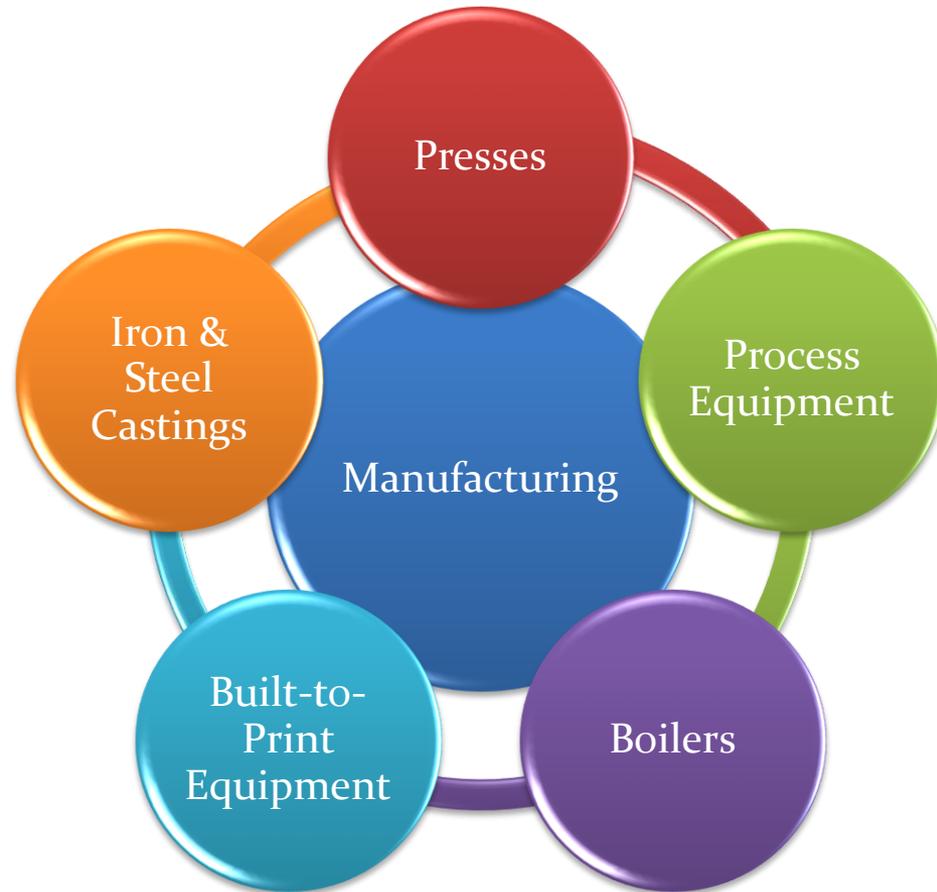
The logo for ISGEC is a red, bold, sans-serif font enclosed within a blue, stylized shield-like border with horizontal lines. The background of the slide features four circular images: top-left shows a large industrial building with a green facade and a tall metal structure; top-right shows a factory interior with a large blue machine and an orange robotic arm; bottom-left shows a massive cylindrical metal component on a multi-axle transport trailer; bottom-right shows a large industrial valve or pipe assembly with a worker in a yellow safety suit nearby.

ISGEC

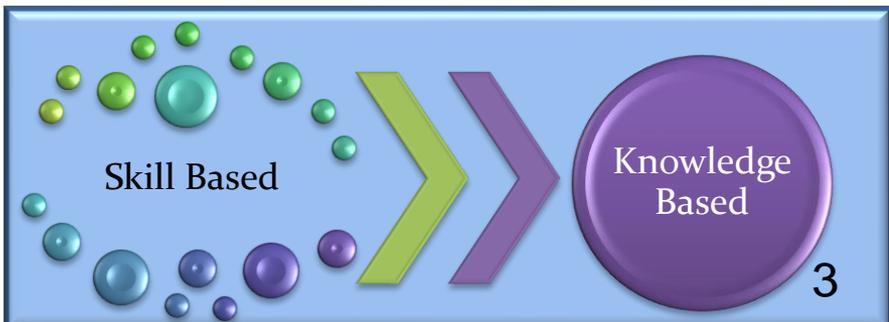
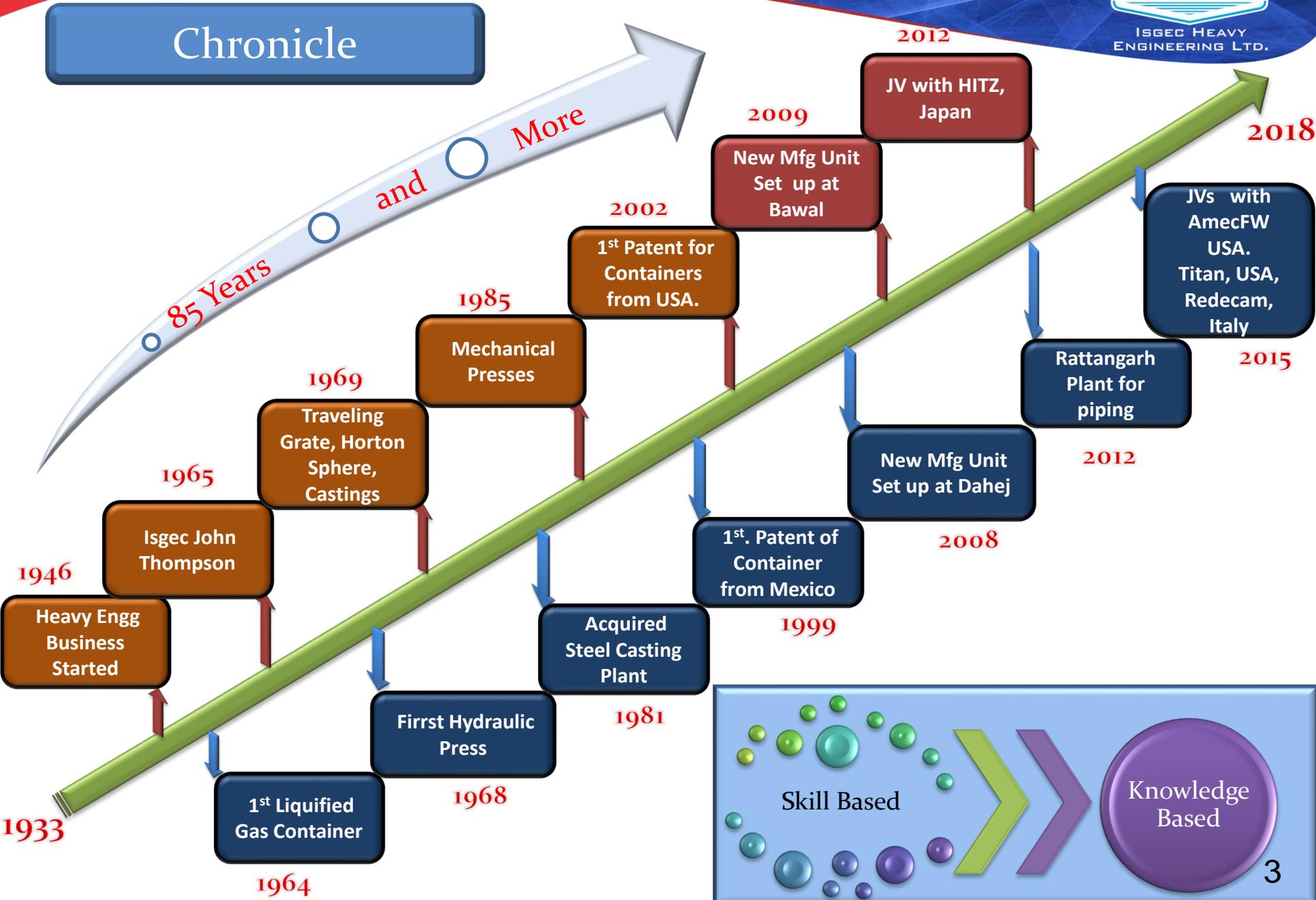
**ISGEC HEAVY
ENGINEERING LTD.**

Investors Meet

Products



Chronicle



Associate Companies

Isgec Amec Foster Wheeler

- JV with Amec Foster Wheeler (Now Sumitomo SHI FW Energia, Oy) for engineering of their CFB Boiler Projects overseas.

Isgec Hitachi Zosen Limited

- JV with Hitachi Zosen Corporation, Japan for manufacturing critical process equipment.

Isgec Titan Metal Fabricators Pvt. Ltd.

- JV with Titan Metal Fabricators, USA for manufacturing equipment with exotic Materials.

Isgec Redecam Pvt. Ltd.

- JV with Redecam, Italy for environmental solutions

Saraswati Sugar Mills Ltd

- 100% Subsidiary for sugar & by products

Evolution

From Fabrication Led

Technology Led

From Equipment Manufacturer

Total Solution
Provider

From Domestic

Global

Our Business Strategy



Our Business Strategy



Diversified Portfolio

- Mix of Manufacturing & EPC Business.
- Mix of Domestic & Export revenues.
- Wide Spectrum of User Segment.

Our Business Strategy



Profitability

Improving
Profitability

- Enhancing Operational Efficiency.
 - Process Improvements.
 - Adopting IT Enabled Solutions.
- Using Niche Technologies.
- Value Engineering
- Design to Cost

Our Business Strategy



Constant Forays
in to Futuristic
Business Lines

- ISGEC REACH 4.0 (Industry 4.0)
- CFB Boilers
- Hot Stamping & Servo Presses.
- Air Pollution Control Solutions.
- Exotic Metal Fabrication

Intrinsic Strengths

Balanced Approach- Growth & Consolidation

Sound Knowledge Base

Nurturing Human Capital

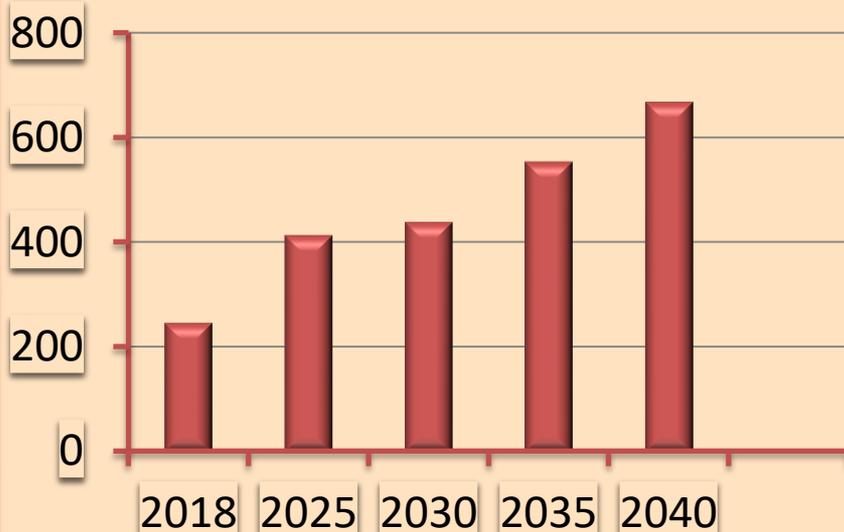
Reliability – Project Execution

Stability – Ability to Survive Down cycles

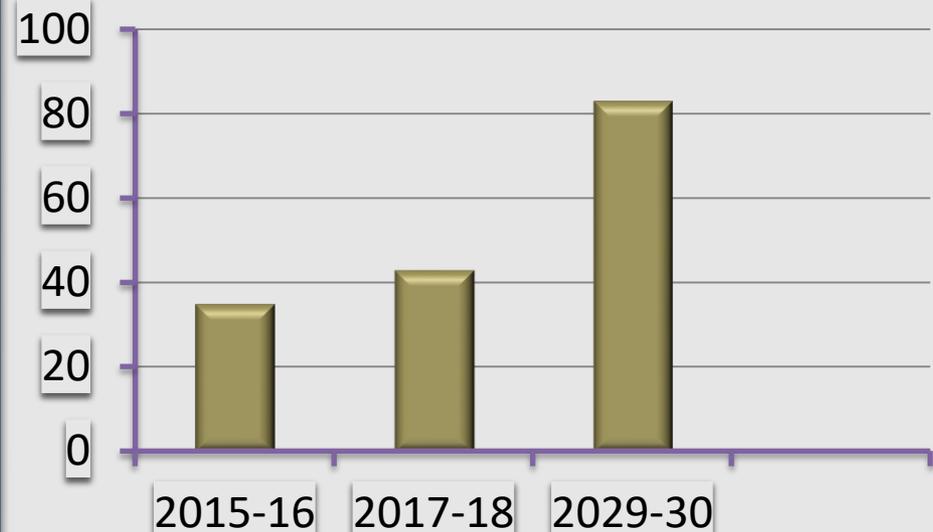
Presence in Multiple Core Sectors- Spreading Risk

Projected Sector Performance

Refining Capacity in MMTPA



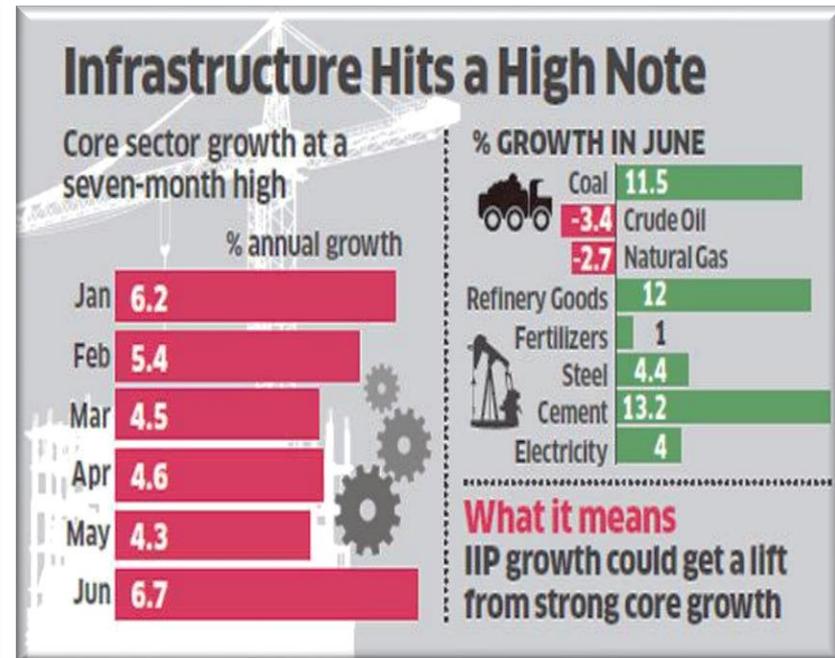
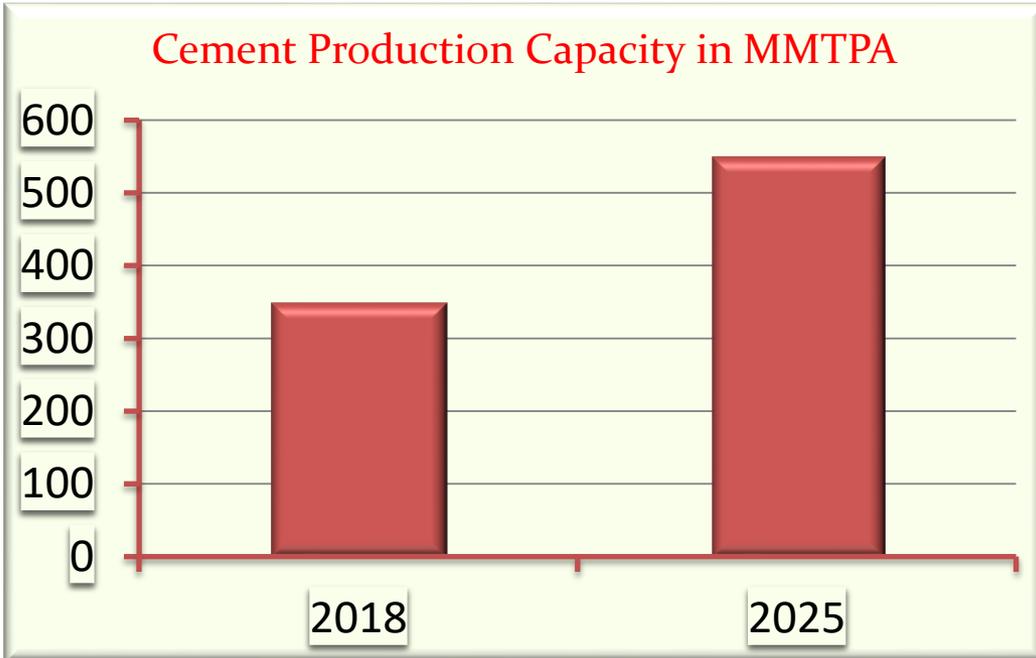
Petrochemical Demand in MMTPA



Drivers of Growth

- Fuel Consumption growth @ 7-8% p.a
- 25% Export Capacity as a Policy.
- Petrochem consumption growth @10% p.a
- Per capita petrochem consumption 10 kg p.a vs >100 kg p.a in USA.
- Integrated Petrochem with Refinery improves project RoI by 4-5% .

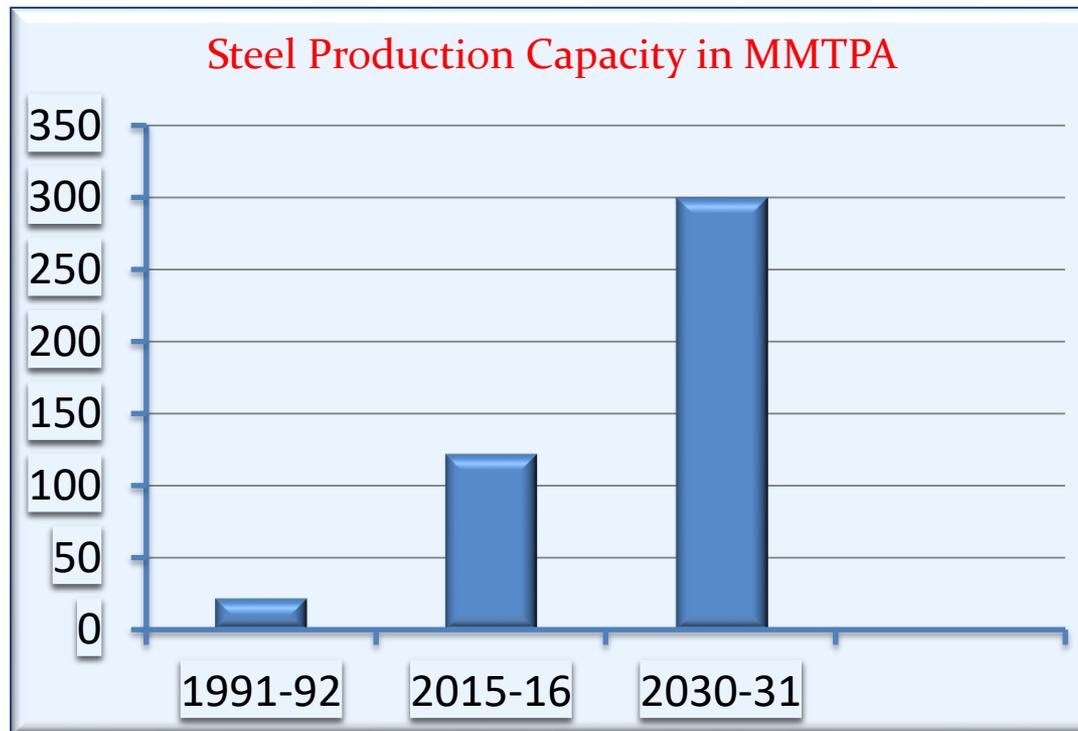
Projected Sector Performance



Drivers of Growth

- Investment in Infrastructure- Railways, Ports, Roads, Urban Infrastructure.
- India requires 52L crores investment in infrastructure by 2022. 6L crores allocated in current budget.
- Industrial Construction, Commercial Construction & Housing.

Projected Sector Performance



Drivers of Growth

- Projected Infrastructure Spend.
- Current consumption growth rate 5.6% . Likely to increase.
- Govt.'s Steel Policy to increase usage of steel by substitution in bridges, buildings & more.
- Introduction of Life Cycle Cost concept in tenders.
- Present per capita consumption 61 kg Vs World Av 208.
- Projected demand as per current GDP growth – 212-247 mmtpa.

Projected Sector Performance

Opportunity in Thermal Power

- Sox Reduction Units Opportunity in Existing Power Plants- 42,000 crores
- New Thermal Power Capacity Planned approximately 25000 MW in 4-5 years

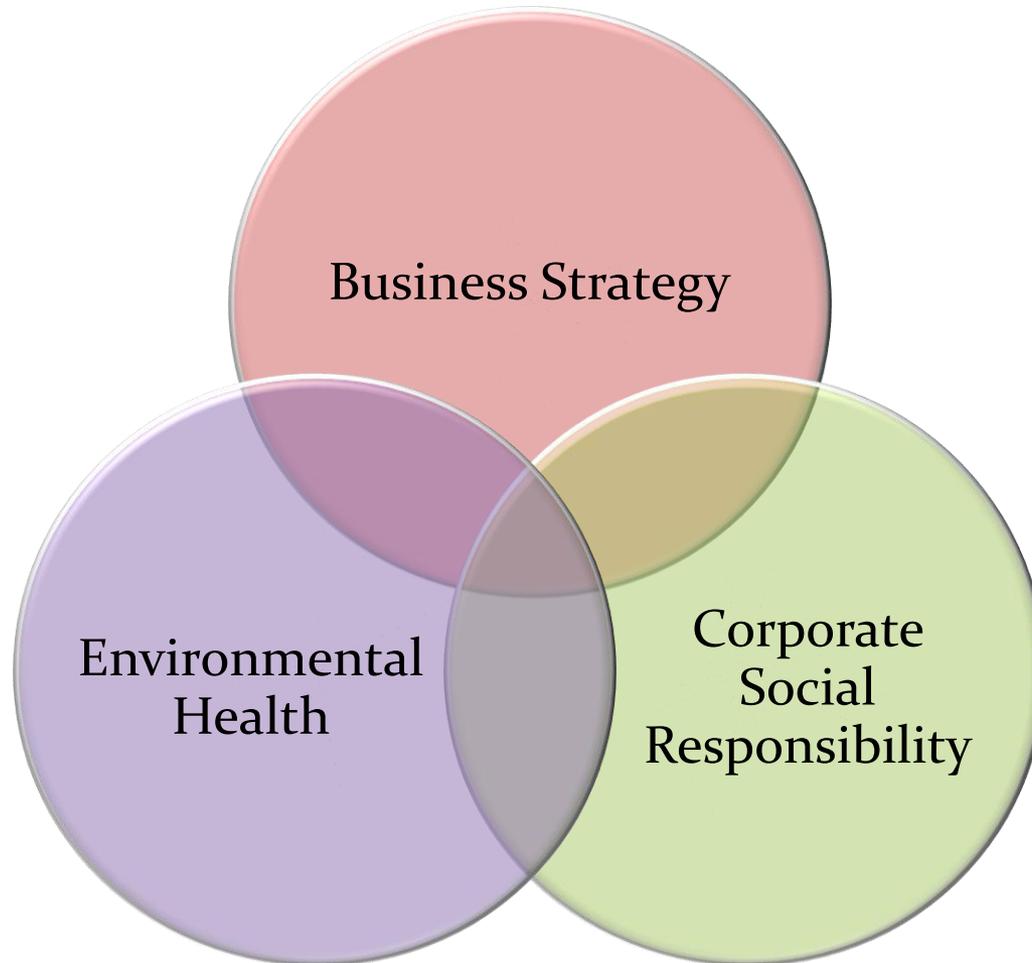
Competition



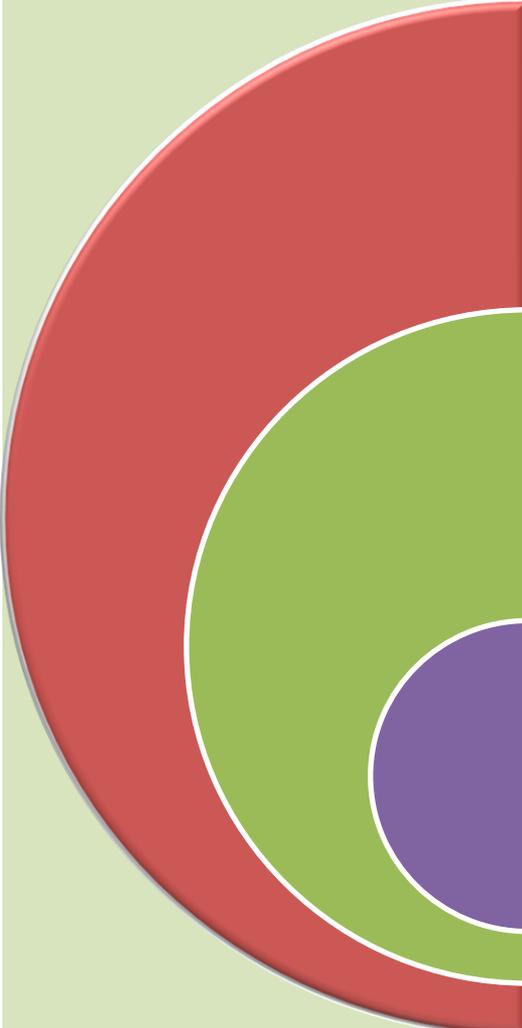
Leadership Position in Most Business Lines

- Market Leaders in
 - Hydraulic & Mechanical Presses.
 - Sugar Plants
 - CFB Boilers
 - Traveling Grate Boilers
 - Liquefiable Gas Containers
- Among Top two in
 - Process Equipment.
 - Slope Fired Boilers
 - Oil & Gas Boilers
 - Bubbling Bed Boilers
 - Made to order large steel castings.

Doing Business Responsibly



Environmental Health



Green Energy- Reduction in Carbon Footprints

- Roof top Solar Power
- LEDs.
- Gas Fired Furnaces instead of Fuel Oil

Waste Disposal

- ETP- 100% effluents treated before discharge.
- E-Waste Disposal Policy.

Green Cover

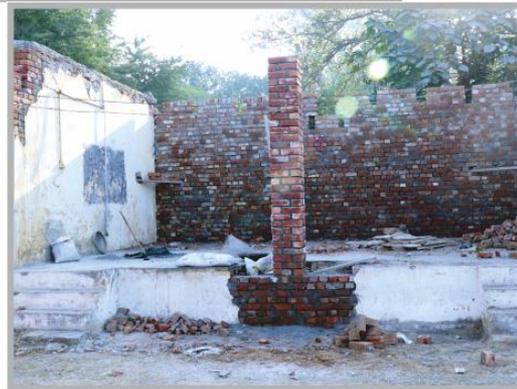
- Maintaining Green Cover in our Establishments

Social Responsibility



Renovation of toilets at MCD
DDA Slum School.

Renovation at Govt. Girls
School.



Govt. Sr. Secondary Girls School
completely renovated & all basic
amenities provided.

Our Products

Hydraulic & Mechanical Presses

Defence

Shipyard

Railways

Automobile



Wood
Working

Nuclear

Aero

Agriculture

Presence in
25 Countries

Registered
Trade Mark

ISGEC REACH 4.0

(Remote Enabled Access & Cloud Hub) 4.0



Process Equipment

Isgec Hitachi Zosen Ltd.
Dahej (Port) Works

Petrochemical Column – 105 m long



Ammonia Converter (multi-wall/830 MT)



Coke Drum (9.2m dia/475 MT)



Hydro Processing Reactor



Process Equipment

Isgec Titan Metal Fabricators

Titanium Tube Bundles for Refinery



KBR's proprietary equipment



Metallurgy

Titanium • Tantalum • Hastalloy • Niobium • Zirconium • Nickel

Falling Film Evaporator



Tantalum Heat Exchangers



Liquefiable Gas Containers



BS1500- Convex to Pressure

BS/ASME- Concave to Pressure

ASME- Convex to Pressure/Chimed Ends

**World's largest fabricator of liquefied chlorine transport containers
production capacity of around 9000 nos. per annum**

**Presence
in 60
Countries**



Concave to Pressure for DOT & Transport Canada

EN Code

Refrigerant Gas Container for DOT

Boiler Pressure Parts



Castings : Steel & Iron



CI Carbonation Towers



Valve Body Casting



BHEL, IP Inner
Casing
 $GX_{12}CrMoVNbN9_1$,
40T

Valve Body Casting



Outer Casing, Wt. 15T, $G17CrMoV510$

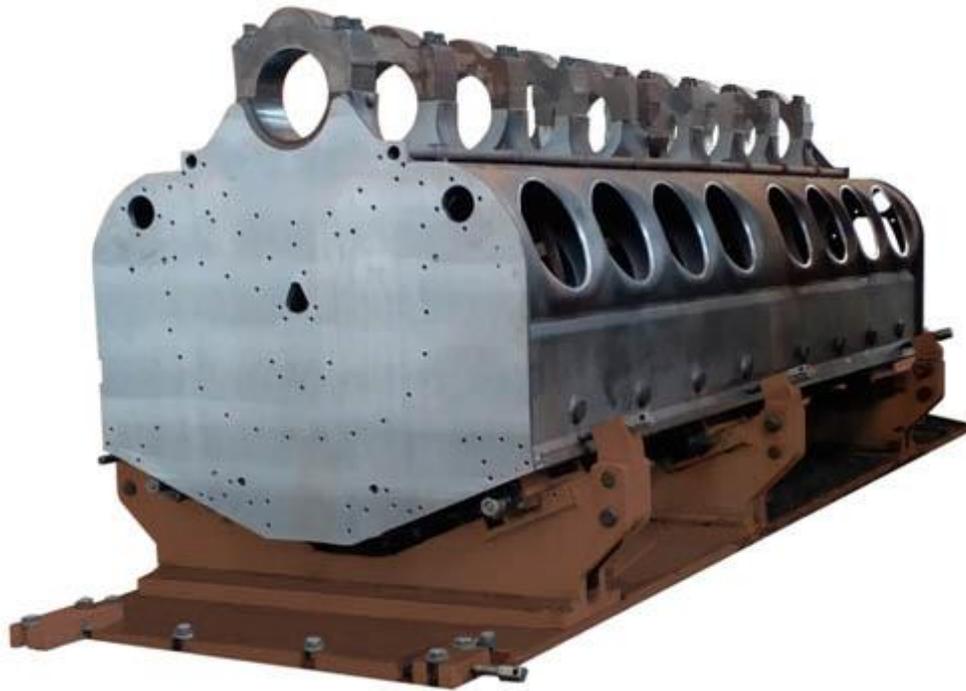


Built-to Print Equipment

Cement Grinding Mill Stand



Coal Pulverizers



Fabricated & Machined
Diesel Engine Block for Railways

Boilers

- Over **800** Boiler Projects

Applications

- Power Generation
- Cogeneration
- Process Steam

Presence in
48
Countries

Fuel

- Oil
- Natural Gas
- Pet Coke
- Coal
- Municipal Solid Waste
- Slop / Vinasse
- Biomass



Air Pollution Control Solutions



Bag Filters



SNCR



ESPs



Wet FGDs

EPC- Projects

- Captive & Cogen Power Plants



EPC- Projects

- Material Handling Solutions

Project under Execution

- 16 km of cross country pipe conveyor
- Crossing 3 Rivers & 1 Railway line
- 500 MW & 3 x 650 MW units
- 1200 TPH Crusher capacity
- 16000 MT Steel Erection



Turnkey Sugar Plants & Distilleries

Over **150** Sugar Projects

Presence
in 47
Countries

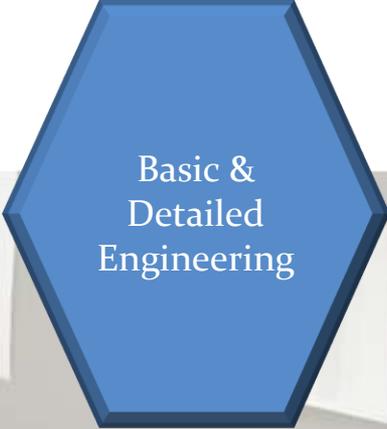


Engineering Service Centre

- Engineers – close to 500
- More than 1 million engineering man hours annually



Project
Engineering
Management



Basic &
Detailed
Engineering

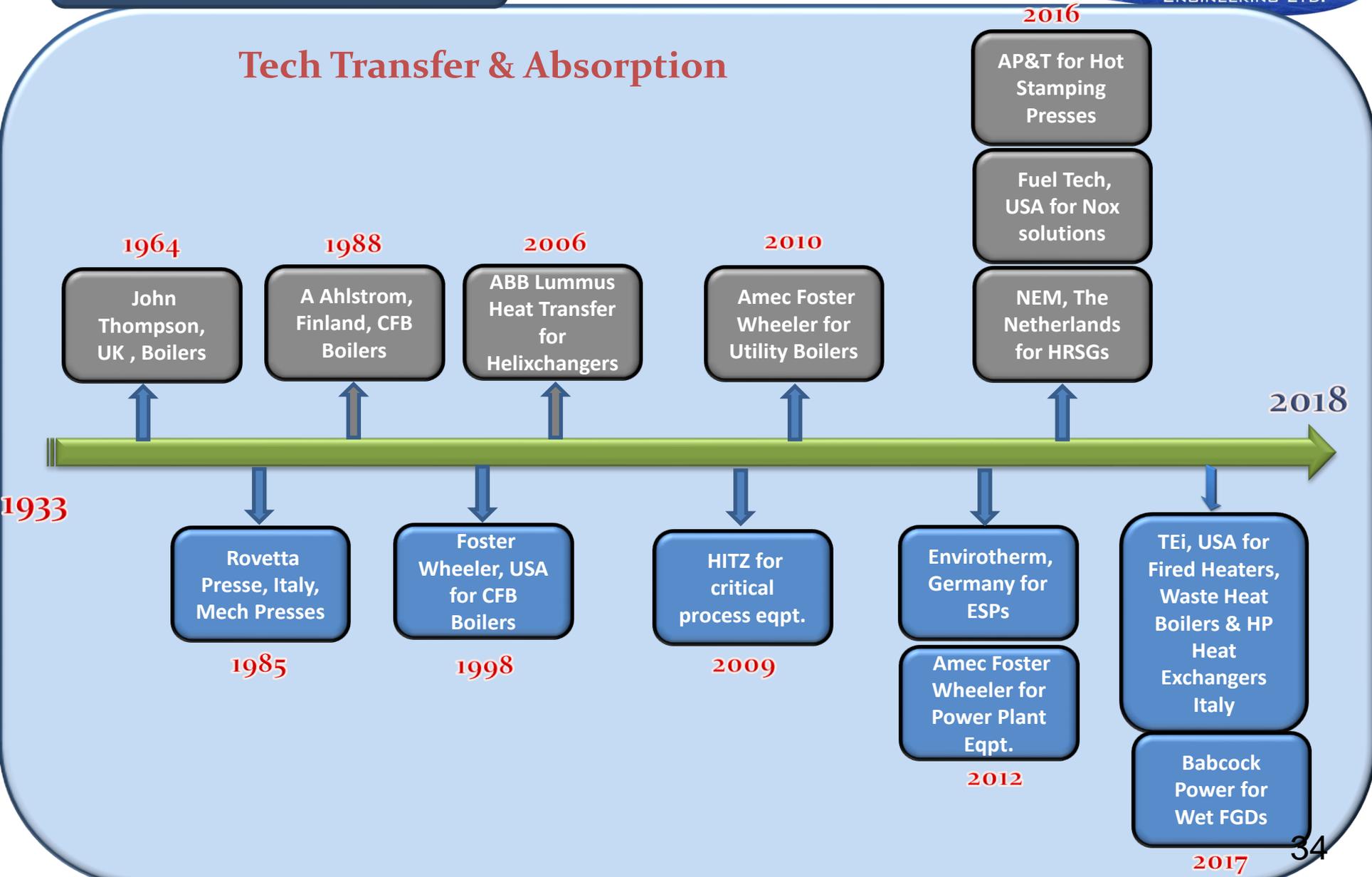


Power Plant,
Boilers, Sugar
Plants,
Pressure
Vessels,
Material
Handling, Air
Pollution
Control



Technology Infusion

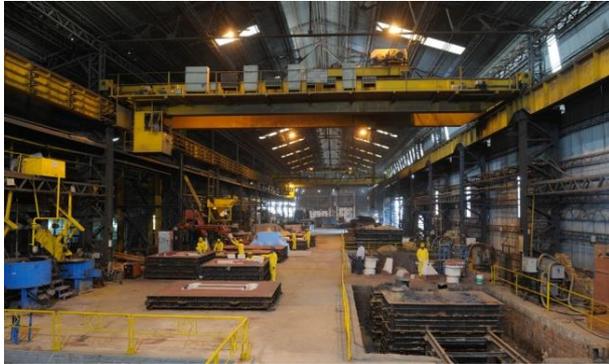
Tech Transfer & Absorption



Quality, Safety and Environment

- **ISO 9001:2008** Quality Management System - Approved by Lloyds Register of Quality Assurance
- **ISO 14001:2004** Environment Management System - Approved by Lloyds Register of Quality Assurance
- **OHSAS 18001:2007** Occupational Health & Safety Management System
- ASME 'S' 'U' 'U-2' & 'U-3' Stamps
- ASME 'N' and **NPT** Stamps
- 'R' Stamp
- 'NB' Stamp
- Approval by **Lloyds** as a Class I fabricator of Fusion Welded Pressure Vessels up to **200 mm (8")** thickness
- **China** Safety Quality License

Infrastructure



INTERNATIONAL QUALITY • INTERNATIONAL FOOTPRINT



Presence across 90 countries

Order Position

Rs. Crores

Unit	Orders in Hand			
	As on 31.7.18**	As on 31.3.18	As on 31.3.17	As on 31.3.16
Manufacturing of Machinery and Equipment	1040	901	923	811
Engineering Procurement and Construction	6090	4,798	3,061	2,541
Less Inter-Unit	-145	-125	-92	-98
TOTAL	6985	5,574	3,892	3,254

****Includes Export Orders of Rs.1876 Crores**

THANKS

**ISGEC HEAVY ENGINEERING LIMITED
INDIA**

Email: chatnani@isgec.com Mobile: +91-9810363103
www.isgec.com

•Yamunanagar
• Noida • Ratangarh • Bawal • Muzaffarnagar • Dahej • Pune • Chennai