



**Date: August 11, 2023**  
**HO-425-S**

To,  
BSE Limited  
Registered Office: Floor 25,  
P J Towers, Dalal Street,  
Mumbai - 400 001

To,  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra (E)  
Mumbai - 400 051

**Company Scrip Code: 533033**

**Company Symbol: ISGEC**

Dear Sir(s)/Madam(s),

**Furnishing of Information as per the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")**

**Subject: Investor(s) Presentation on financial performance of the of the Company for the quarter ended June 30, 2023**

1. This has in continuation to our intimation dated August 03, 2023, wherein we had given an advance intimation regarding Investor Conference Call on Monday, August 14, 2023 at 04:00 p.m. i.e., 16:00 hours (IST), to discuss the financial performance of the Company for the quarter ended June 30, 2023.
2. In terms of Regulation 30 and any other regulation(s), if applicable, read with Para A of Part A of Schedule III of the Listing Regulations, please find enclosed herewith Investor Presentation on the financial performance of the quarter ended June 30, 2023, which would be presented during the scheduled Conference Call.
3. This Investor Presentation is also being disclosed on the website of the Company i.e., [www.isgpec.com](http://www.isgpec.com).
4. The above is for your information and records please.

Thanking you,

Yours truly,  
**For Isgpec Heavy Engineering Limited**

**CS Sachin Saluja**  
**Company Secretary & Compliance Officer**  
**Membership No. A24269**  
**Address: A-4, Sector-24**  
**Noida-201301, Uttar Pradesh**

**For Isgpec Heavy Engineering Limited**  
  
**CS Sachin Saluja** 11/08/2023  
**Company Secretary & Compliance Officer**  
**Membership No. A24269**  
**Address: A-4, Sector-24**  
**Noida-201301, Uttar Pradesh**

Encl.: As Above



# Isgec Heavy Engineering Ltd.

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Investor Presentation  
Q1FY24



# Safe Harbour

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 contract or 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.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from this Presentation is expressly excluded.

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.

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- ▶ **Order Book Position**
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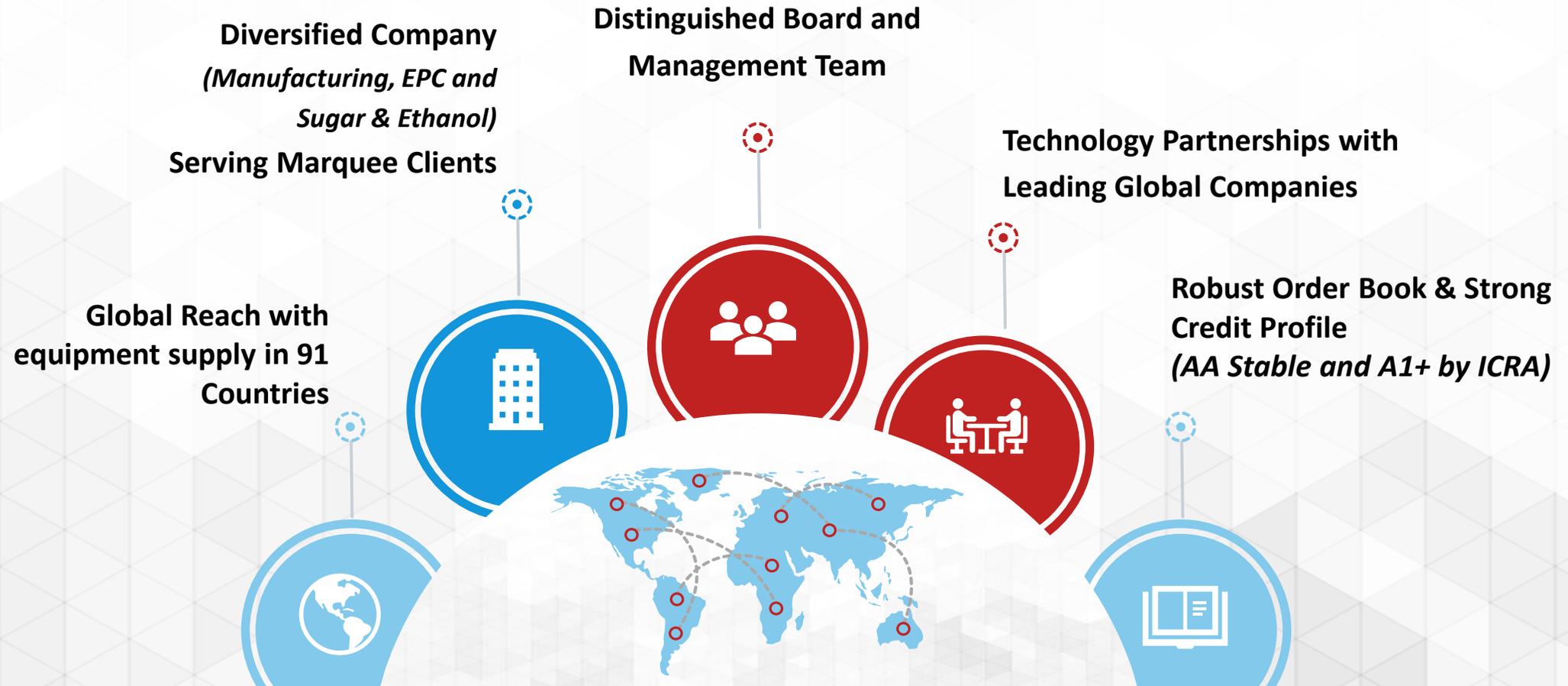
# Company Overview

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## Isgec at Glance



**90 Years and Going Strong**



# 90 Years & Going Strong

Incorporated in 1933 as a **Sugar Manufacturing Company**. Transformed into a **Diversified Heavy Engineering Company** with 84% Consolidated Revenues\* coming from Engineering Products and Projects

**1933**



Company (erstwhile Saraswati Sugar Syndicate Ltd.) was incorporated.

**1946**



Indian Sugar & General Engineering Corporation (Isgec Heavy Engineering Limited) established to address the needs of the Indian Capital Goods Industry.

**1963**



The Saraswati Sugar amalgamated with Isgec

**1965**



Isgec John Thompson Ltd. (IJT) is formed for designing, supplying, erecting and providing after sales service of Boilers.

**1967**



Presses Division formed.

**1973**



Isgec John Thomson Ltd. (IJT) amalgamated with Isgec

**2007**



Design office starts at Chennai

**2008**



New plant at Dahej, Gujarat set up to manufacture heavier and bigger Process Plant Equipment for the overseas market.

**2023**



Company turnover crosses INR 60,000 mn.

**2021**



Company shares got listed on National Stock Exchange. Commissioning of Ethanol Plant at Saraswati Sugar Mills, Yamunanagar.

**2020**



Company turnover crosses INR 50,000 mn.

**2018**



Company acquired 100% stake in Eagle Press & Equipment Co. Ltd., a Press manufacturing company in Canada.

**2016**



JV with Redecam, Italy (51% share with Isgec)

**2015**



JV with Sumitomo SHI FW Energia, Oy, Finland (51% share with Isgec) and TITAN Metal Fabricators, USA (51% share with Isgec)

**2012**



JV with Hitachi Zosen Corporation, Japan for manufacturing specialized and critical process equipment (51% share with Isgec). Company turnover crosses INR 30,000 mn.

**2010**



Design office starts at Pune

**2009**



New factory for Standard Presses is set up at Bawal, near Gurgaon (Haryana) India. Company Turnover crosses INR 20,000 mn.

\*FY23 Consolidated Revenue



# Diversified Business Model

Manufacturing  
**34%**  
Revenue\*



Process Equipment



Iron & Steel Castings



Boiler Tubes & Panels



Presses



Contract Manufacturing



Liquified Gas Containers

Sugar Plants &  
Distilleries



Air Pollution Control  
Equipment & Projects



Industrial Boilers



Power Projects



Bulk Material handling  
Equipment & Projects



Civil Construction including  
Factories



Industrial Wastewater  
Treatment Projects



EPC  
**50%**  
Revenue\*

Sugar and Ethanol contributed 16% to Consolidated Revenue in FY23



# Serving Marquee Clientele across Sectors



TOSHIBA



ALSTOM

Technip

ABB

SIEMENS





# Manufacturing Facilities ensuring Pan-India Presence

## EPC Offices

Noida,  
Uttar Pradesh



Pune,  
Maharashtra



Chennai,  
Tamil Nadu



## Manufacturing Facilities

**Yamunanagar,  
Haryana**

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

**Rattangarh,  
Haryana**

Boiler Components, Headers, Reactors, Piping

**Bawal,  
Haryana**

Mechanical Presses and other Industrial Machinery

**Saraswati Sugar Mills Ltd.,  
Yamunanagar,  
Haryana**

Sugar Mill & Ethanol Distillery

**Muzaffarnagar,  
Uttar Pradesh**

Steel Castings

**Isgec Hitachi Zosen Ltd.,  
Dahej,  
Gujarat**

Pressure Vessels, Columns, Heat Exchangers, Reactors



## Overseas Facilities

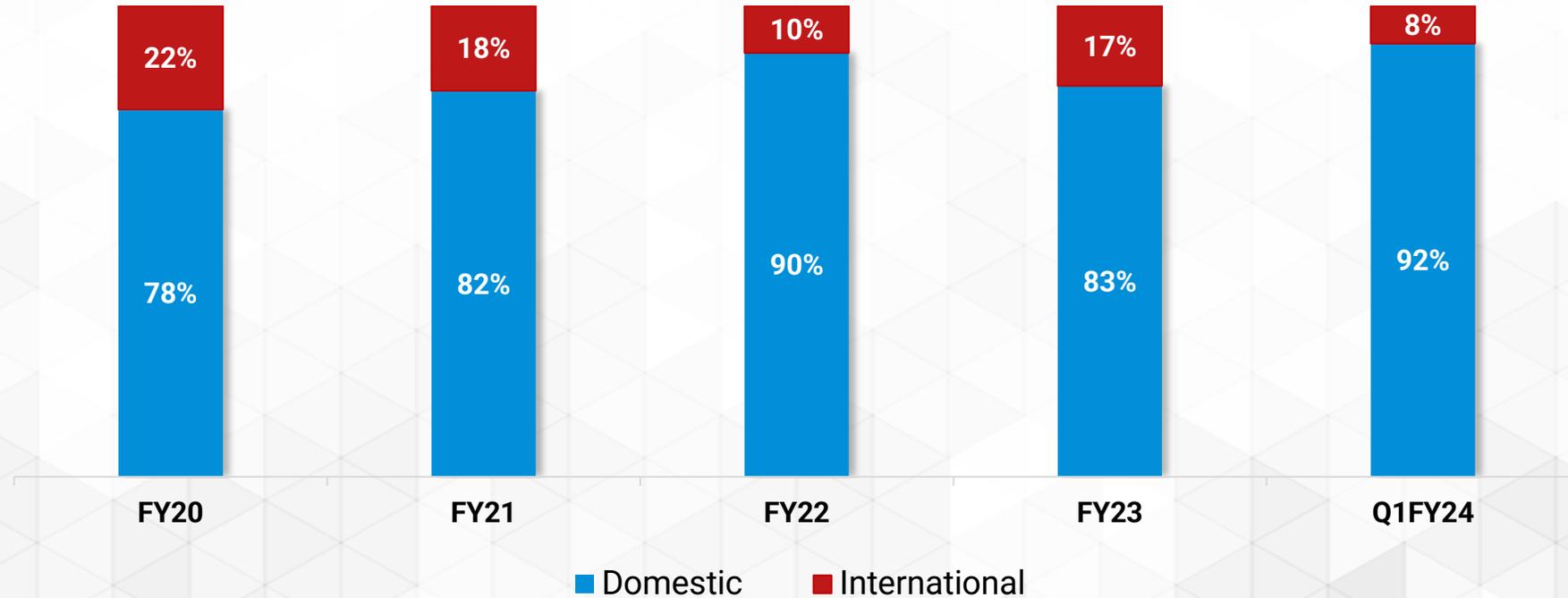
Eagle Press & Equipment Co. Ltd.,  
Windsor, Canada

Cavite Biofuel Producers Inc. (CBPI),  
Philippines



## Revenue Diversification across Geographies

Equipments supplied in **91** countries across **6** continents



**International Sales contributed ~8% of Revenue in Q1FY24 and ~14% of the Total Order Book as at end of Q1FY24, Exports are expected to pick up as travel has opened after COVID**



# Strategic Technology Partnerships

Amec Foster Wheeler, USA  
(now with Wood Group, UK)



Siemens Heat Transfer  
Technology B.V.,  
Netherlands



CB&I Technology Inc.,  
USA



Babcock Power  
Environmental Inc.,  
USA



Thermal Engineering  
International (TEi),  
USA



Fuel Tech Inc.,  
USA



AP&T,  
Sweden



Sumitomo SHI FW  
Energia Oy,  
Finland



BHI FW Corporation,  
South Korea



## Distinguished Board of Directors



### Mr. Ranjit Puri

Chairman

**Education:**

B.Sc. Industrial Management from MIT, USA.

**Experience:**

Over 60 years of rich and versatile experience in the company. Guiding the Company and its Executive Management for the past many decades. Has played a pivotal role in the development of the sugar industry in India, both as a manufacturer of sugar, as well as a manufacturer of sugar plants & machinery. On the Board of other group companies



### Mr. Aditya Puri

Managing Director

**Education:**

B.A. (Hons.) from St. Stephen's College, India, and M.A. Economics from Cambridge University, U.K.

**Experience:**

Over 30 years of experience with the company. Joined the company as Controller of Finance and has worked his way up to be the Managing Director. On the Board of other group companies



### Mr. Kishore Chatnani

Whole-time Director and  
Chief Financial Officer

**Education:**

B.E (with specialization in Industrial Production Engineering) from University of Nagpur, India and MBA (with specialization in Finance), from IMS, Indore University, India

**Experience:**

Over 30 years of experience in finance, operations, treasury, investment management, M&A. With the Company since 1998



### Mr. Sanjay Gulati

Whole-time Director and  
Head – Manufacturing Units

**Education:**

B.E (with specialization in Industrial Production Engineering) from SGSITS, Indore, India

**Experience:**

Over 30 years of experience in marketing, exports, manufacturing, projects and planning, HR & administration, greenfield projects, joint ventures, and team leadership. Is also the Managing Director of Isgec Hitachi Zosen Ltd., a JV company



## Distinguished Board of Directors



### Mr. Vishal Kirti Keshav Marwaha

Independent Director

**Education:**

C.A and B.Com (Honours) from the University of Delhi, India

**Experience:**

Over 25 years of experience, especially in Private equity and Investment Banking



### Mr. Sidharth Prasad

Independent Director

**Education:**

B.Com from Lucknow University, and an Executive MBA from IIM, Lucknow

**Experience:**

Over 40 years of experience as an Industrialist, running Sugar Plants and Hospitality businesses. Is also on the Board of various other companies



### Mr. Arvind Sagar

Independent Director

**Education:**

B.Tech. in Mechanical Engineering from IIT (Banaras Hindu University), Varanasi, and PGDBM in Operations & Marketing from XLRI Jamshedpur

**Experience:**

Over 30 years of experience in process excellence, change management, business consulting, program management & operations, and supply chain management



### Mrs. Rashi Sikka

Independent Director

**Education:**

PGD in Management (Finance) from IIM, Kolkata, and B.Com (Hons.) from Delhi University

**Experience:**

Over 5 years of work experience in Banking and Credit Rating. Expertise in financial management, financial investments, financial control, taxation, and HR development



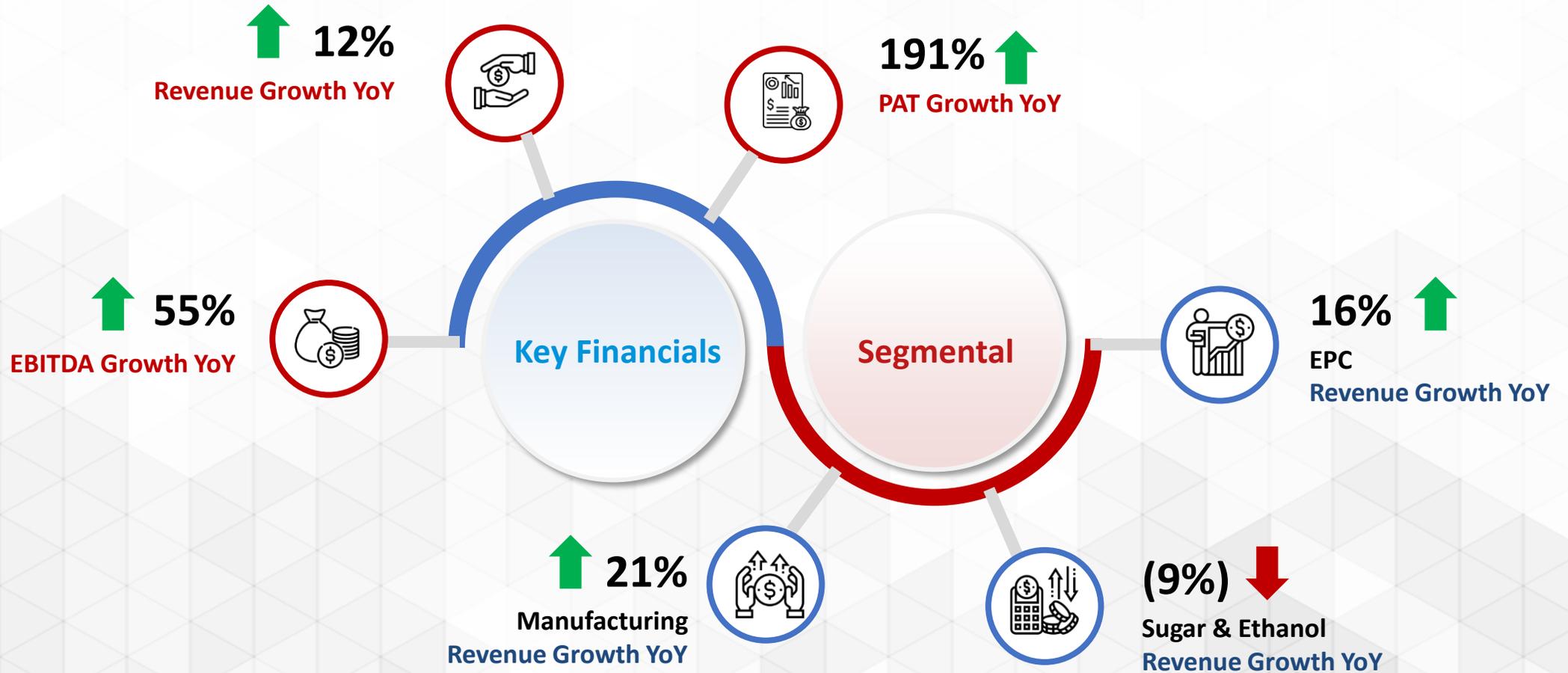
# Performance Highlights

Q1 FY24





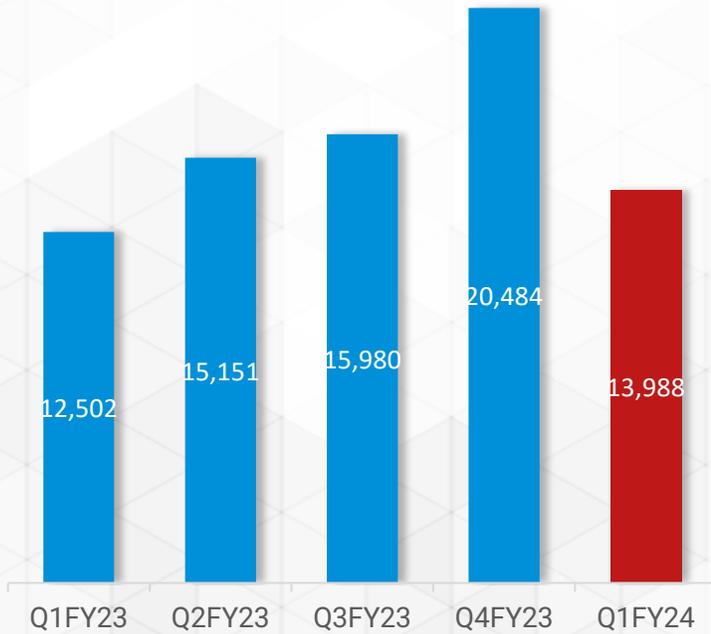
# Q1FY24 Snapshot



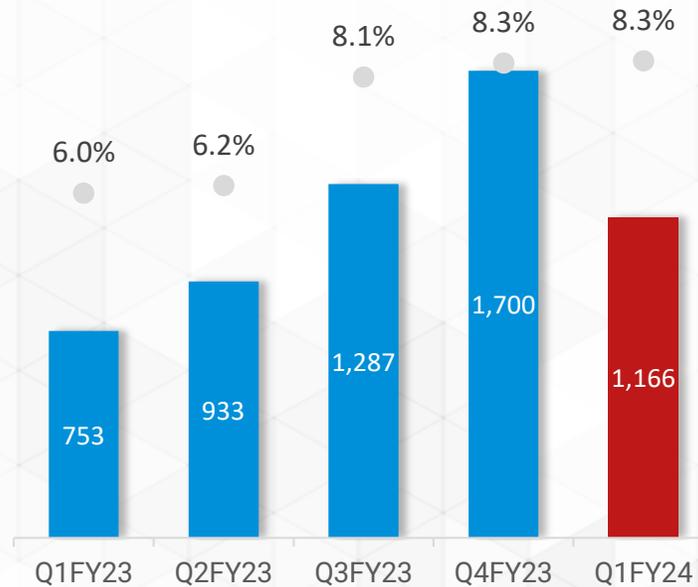


# Key Financial Highlights – Quarterly (in Rs. Mn)

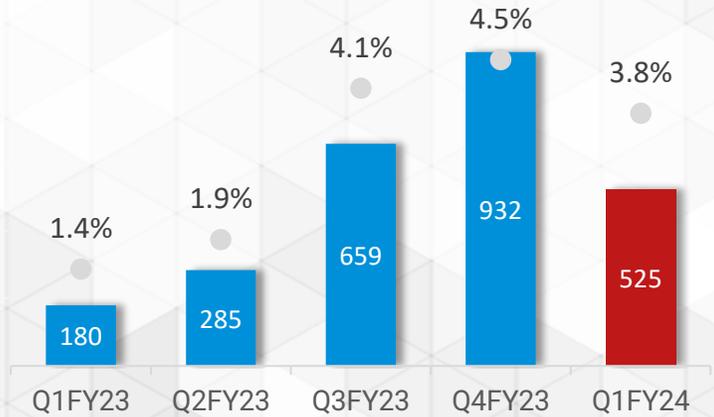
## Revenue



## EBITDA & EBITDA Margin (%)



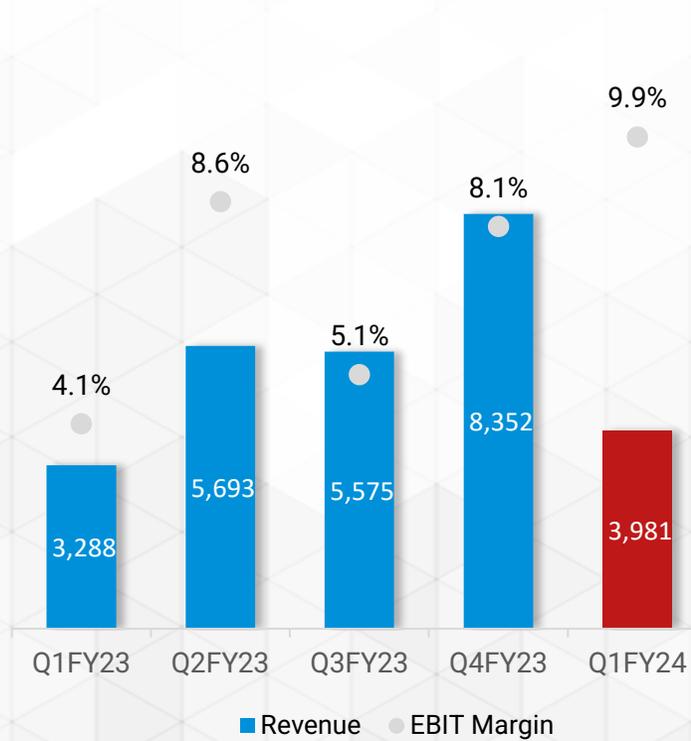
## PAT & PAT Margin (%)



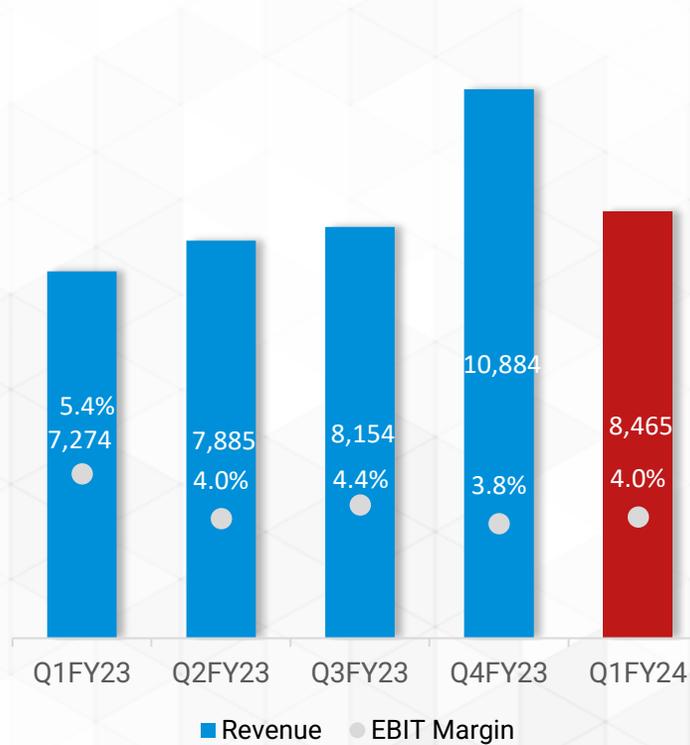


# Segmental Highlights – Quarterly (in Rs. Mn)

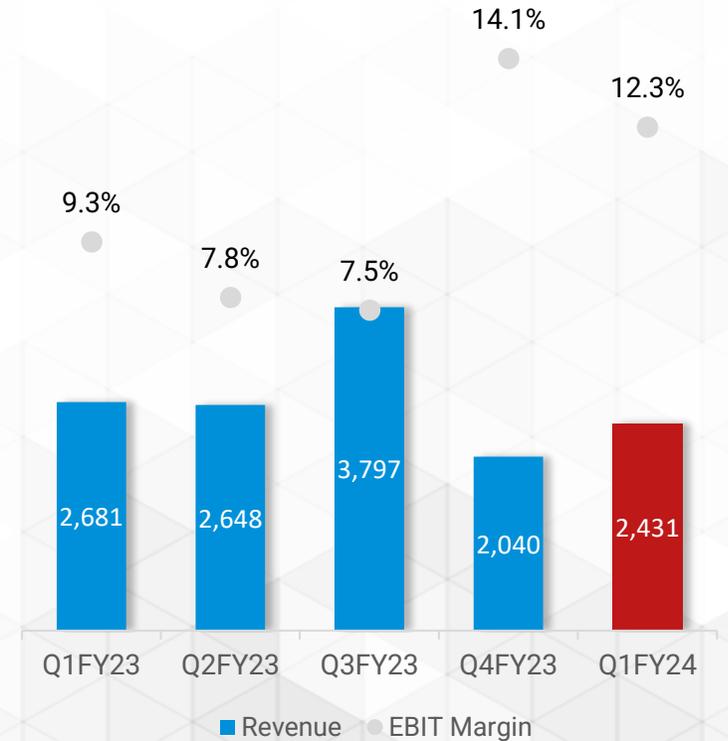
## Manufacturing



## EPC



## Sugar & Ethanol





# Order Book Position

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# Robust Order Book (Consolidated)

Orders Booked during the Quarter (in Rs. Mn)



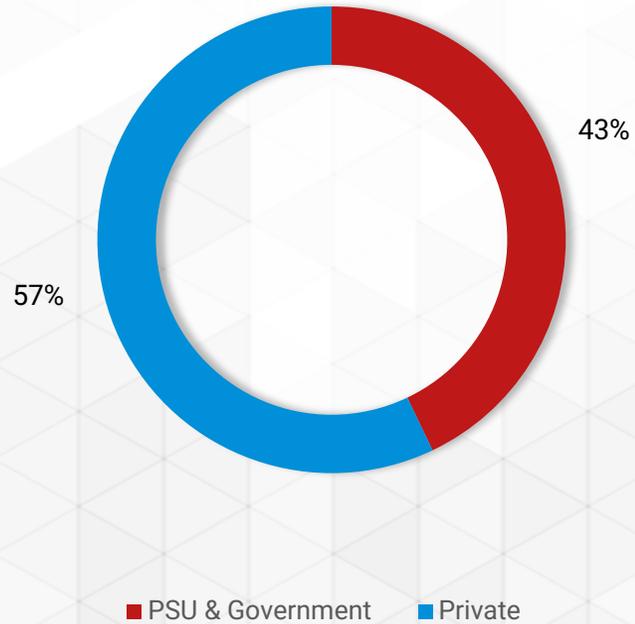
Order Book as at end of Quarter/Financial Year (in Rs. Mn)



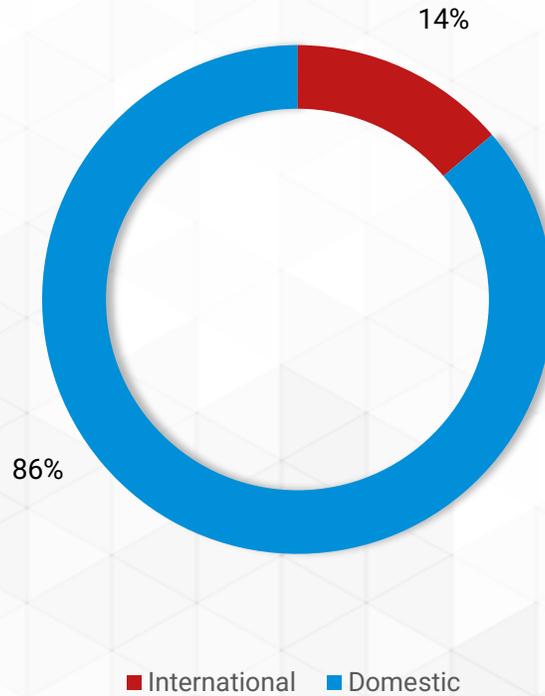


# Order Book Composition (Consolidated)

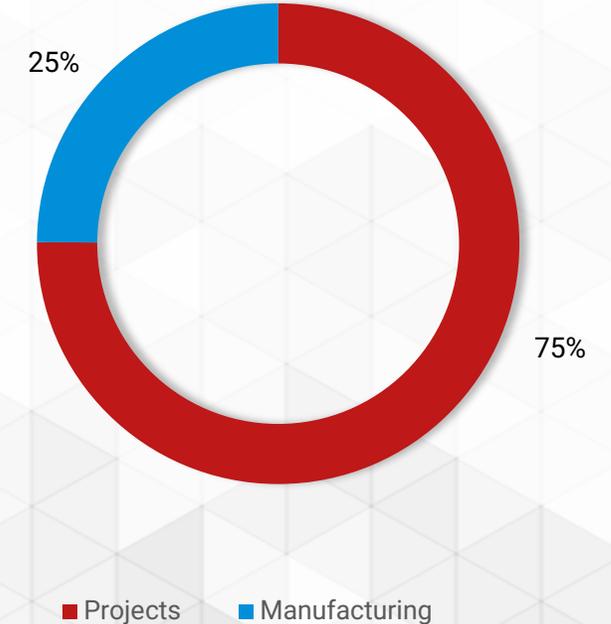
Sector wise



Geography wise



Segment wise



**Order Book Rs. 84,110 Mn (as on 30.06.2023)**

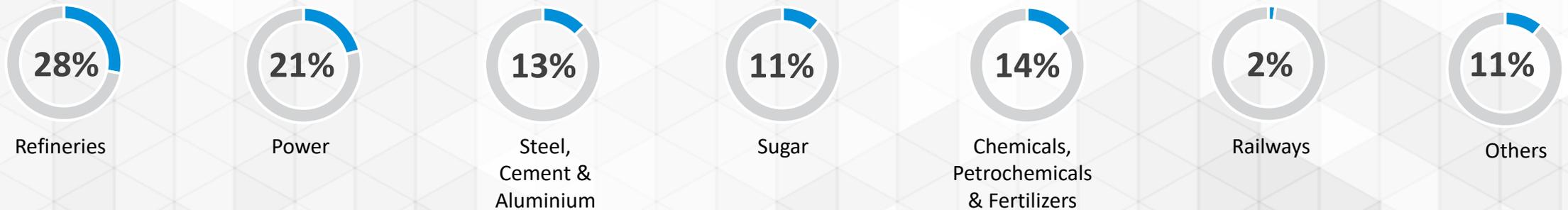


# Diversified across Sectors

Consolidated Order Book Rs. 84,110 Mn \*



## Composition by Industry



Comfortably placed to counter the Cyclicity of any specific industry

\* as on 30.06.2023



# Annual Performance Highlights

Annual



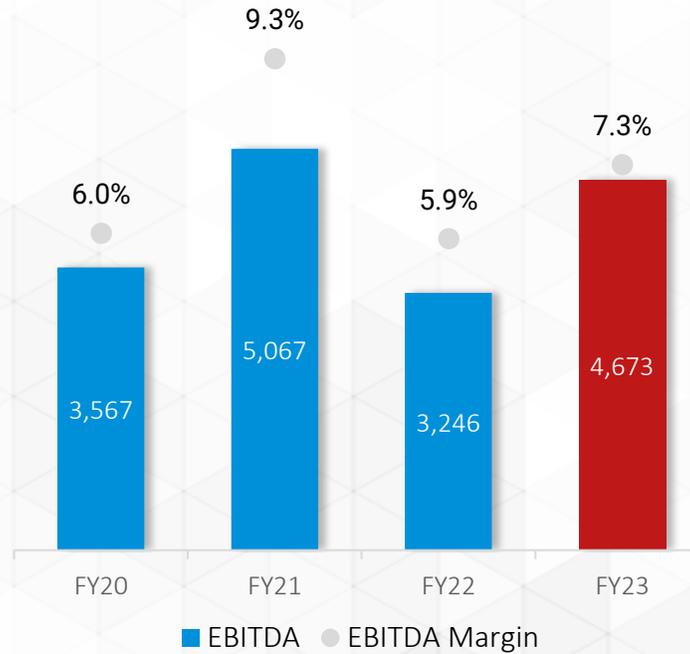


# Key Financial Highlights – Annual (in Rs. Mn)

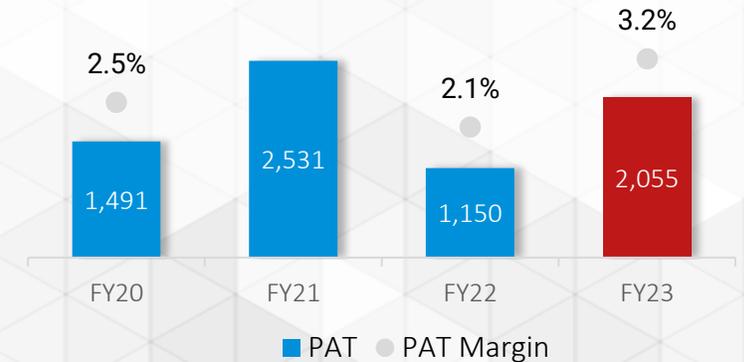
## Revenue



## EBITDA & EBITDA Margin (%)



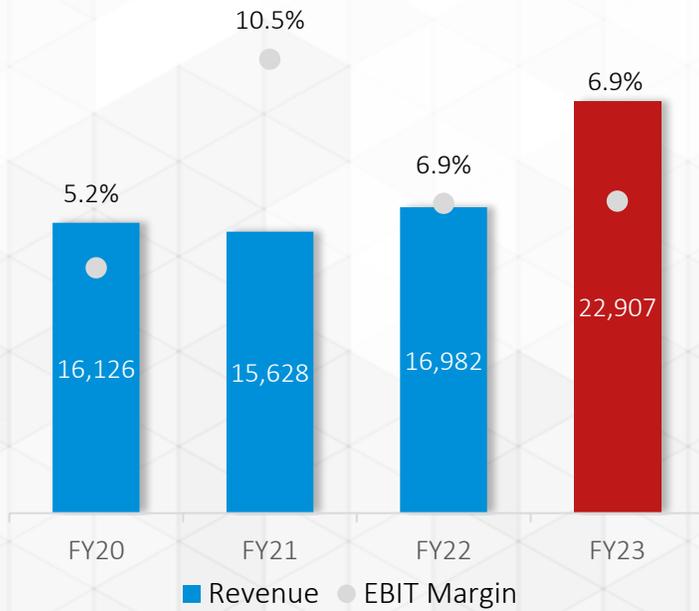
## PAT & PAT Margin (%)



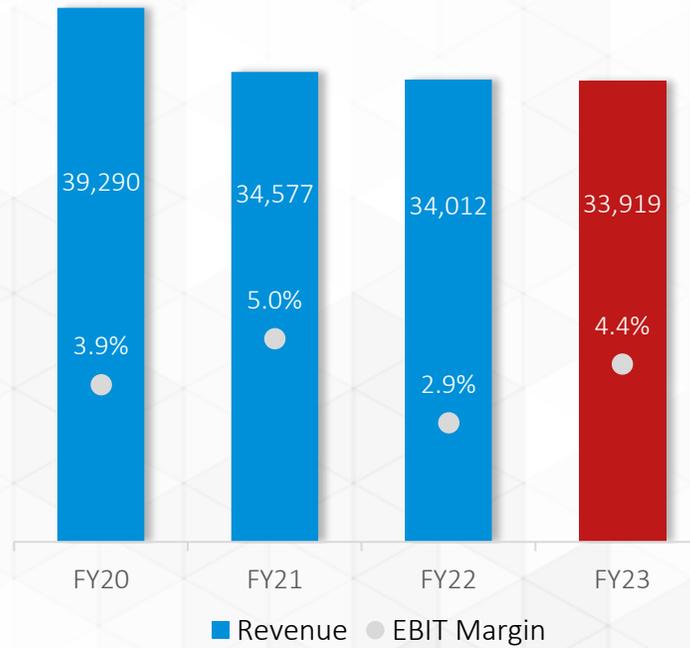


# Segmental Highlights – Annual (in Rs. Mn)

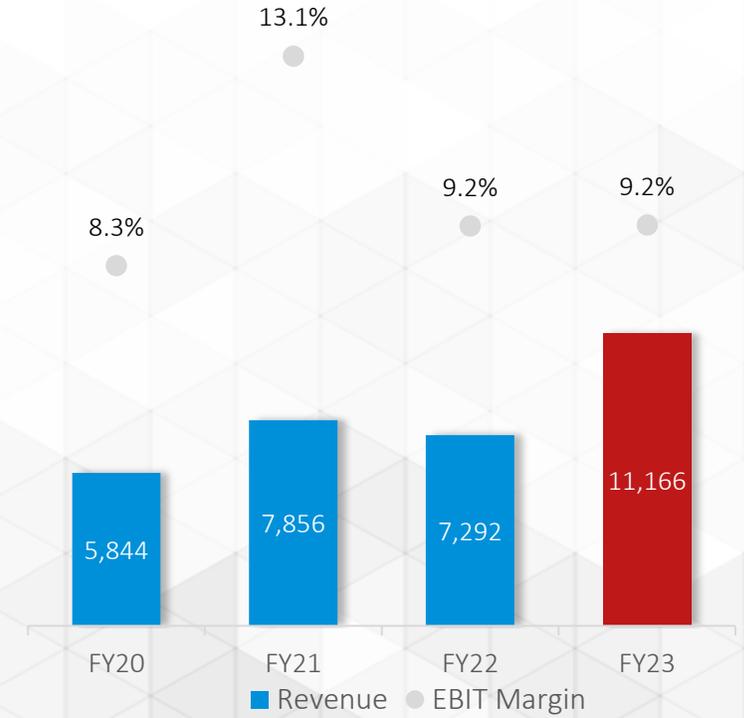
## Manufacturing



## EPC



## Sugar & Ethanol





# Annexures

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# Corporate Structure (Subsidiaries & Joint Ventures)

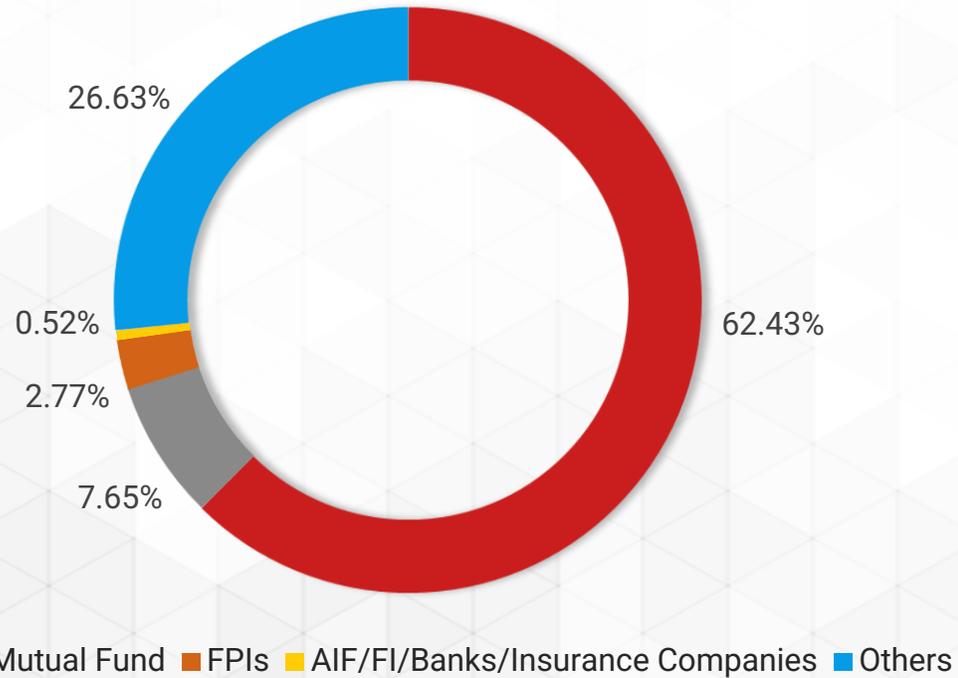


\*Stepdown Subsidiary of Isgec Investments Pte. Ltd.



## Shareholder Information

Shareholding structure – 30<sup>th</sup> June 2023



### Shareholder Information as on 30<sup>th</sup> June 2023

BSE Ticker	533033
NSE Symbol	ISGEC
Market Cap (in Rs. Mn)	50,985
% Free- float	37.6%
Free Float Market Cap (in Rs. Mn)	19,170
Shares Outstanding (Mn)	73.5
3M ADTV (Shares)	1,74,412
3M ADTV (in Rs. Mn)	102.2
Industry	Industrial Machinery



# Isgec as a good Corporate Citizen has been addressing ESG topics since a long time

Transitioning to a comparatively clean fuel (shift from Diesel to RLNG) at our factories



Over the years, increased the mix of renewable energy in total capacity



Significantly decreased the water consumption



Managing the water waste efficiently through STP cum ETP



Promoting circular economy by reusing scrap and minimising the amount of waste



Utmost importance to the health and safety for everyone working at the site or factory



Ensuring no human rights get violated across operations



Regular trainings on skill upgradation and other aspects



Formulating policies on all good governance aspects



Appropriate systems and processes in place to address grievance of all stakeholders





# Thank You

Isgec Heavy Engineering Limited, INDIA  
chatnani@isgec.com | www.isgec.com

## Registered Office

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

For more information contact:



**Ernst & Young LLP**

Rohit Anand | Riddhant Kapur

[rohit.anand4@in.ey.com](mailto:rohit.anand4@in.ey.com) | [riddhant.kapur@in.ey.com](mailto:riddhant.kapur@in.ey.com)

