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Ho-425-S

Dated: 10.11.2020

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

Dear Sir/Madam,

**Furnishing of Information as per
SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015
Scrip Code : 533033, Scrip Id: ISGEC**

**Sub: Investor Presentation on the Unaudited Financial Results for
the quarter ended on September 30, 2020**

1. This is further to our letter bearing Ref no. Ho-425-S dated November 04, 2020, wherein we had given an advance intimation of the upcoming Investor Conference Call organised by the Company on November 11, 2020 at 16:00 hours (IST) to discuss the financial performance of the quarter ended September 30, 2020.
2. In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Unaudited Financial Results for the quarter ended September 30, 2020, which would be discussed with the Investors.
3. This Investor Presentation is also available on the website of the Company www.isgpec.com.
4. The above is for your information and records, please.

Thanking you,

Yours faithfully,
For Isgpec Heavy Engineering Limited

(S.K. Khorana)
Executive Director & Company Secretary
Contact Number: 9810188045

Encl: as above



ISGEC HEAVY
ENGINEERING LTD.

Investor Presentation

11th November 2020



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.

Agenda

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



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- 1** Company Overview
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ISGEC at a glance

A Diversified Heavy Engineering Company engaged in Manufacturing and Project Businesses.
Manufacturing of Presses, Castings and Process Equipment.
Turnkey Projects for setting up Boilers, FGD's, Sugar Plants, Distilleries, Power Plants, Bulk Material Handling facilities, Railways and Factory Buildings, Water treatment plants and Civil Infrastructure.

H1

Total Revenue
₹ **24,264**
mn

EBITDA
₹ **2,439**
mn

Net Worth*
₹ **19,811**
mn

EPS
₹ **16.1**

Q2

Total Revenue
₹ **13,516**
mn

EBITDA
₹ **1,475**
mn

PAT
₹ **778** mn

Order Book*
₹ **67,610** mn

Figures as per consolidated financials
* Order Book and Networth as on 30th September 2020



Isgtec at a glance



Diversified Heavy Engineering Company

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



Strong Human Capital

4,033 Employees across locations in India, Canada, USA and Philippines
900 qualified engineers



Trusted Partner

Technology tie-ups and JVs with leading global Companies



Robust Balance Sheet

Net Worth of **INR 19,811 Mn** (30 Sep 2020)
Strong Credit Rating - ICRA Credit Rating of **AA (Stable) and A1+**



Highly Experienced Management

87 years of providing engineering solutions to customers globally.

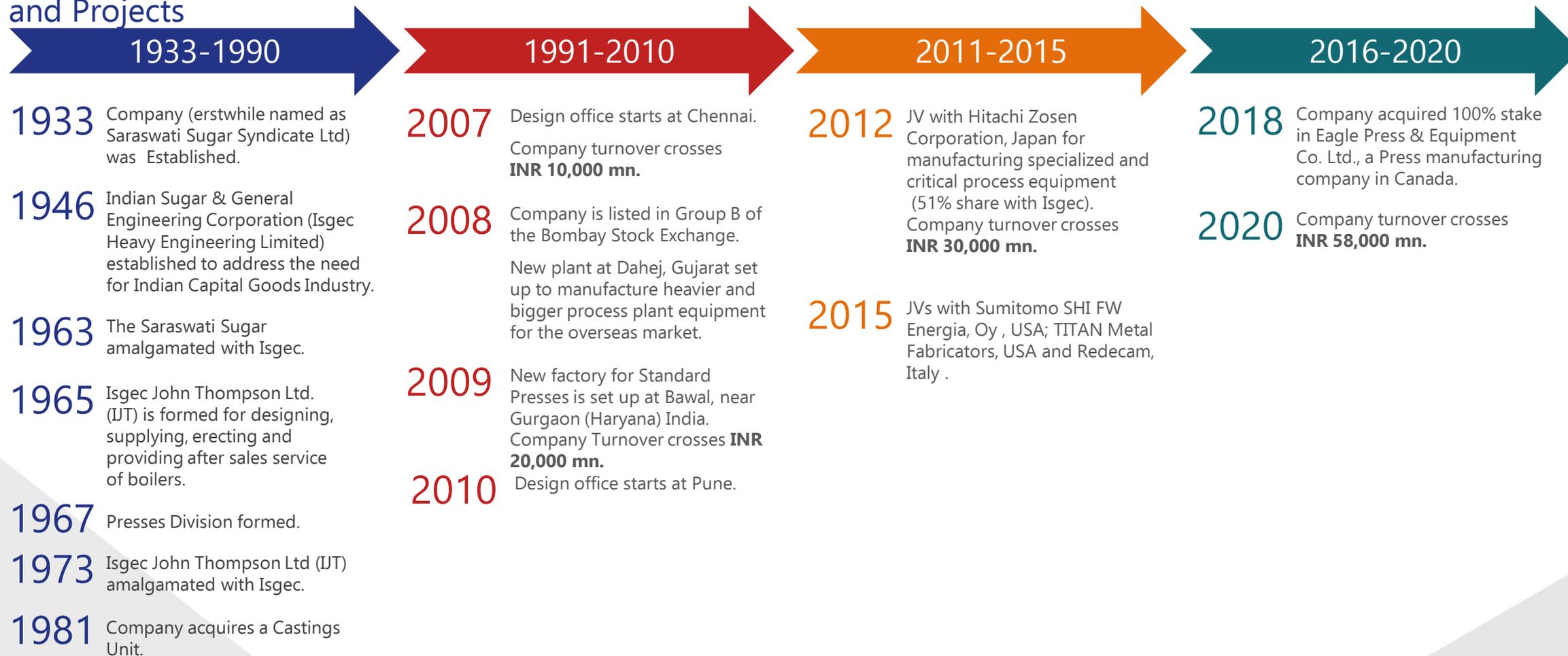


Global reach

Presence across **91** countries across **All** continents

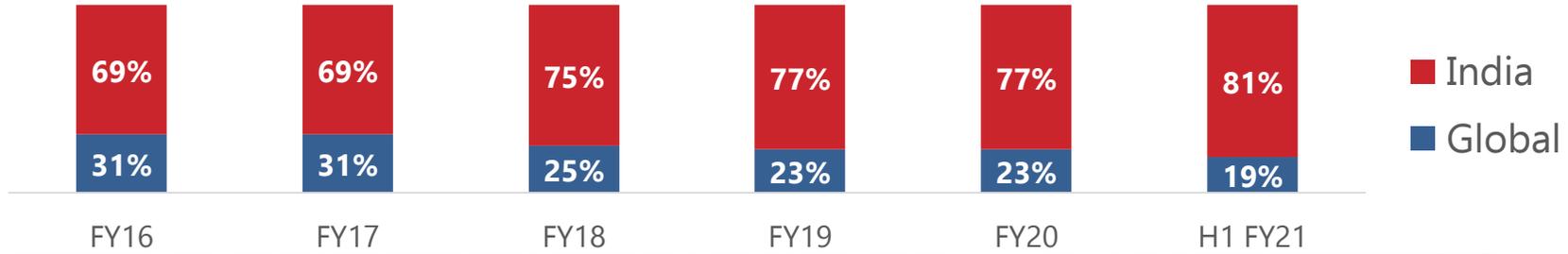
Our Journey

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

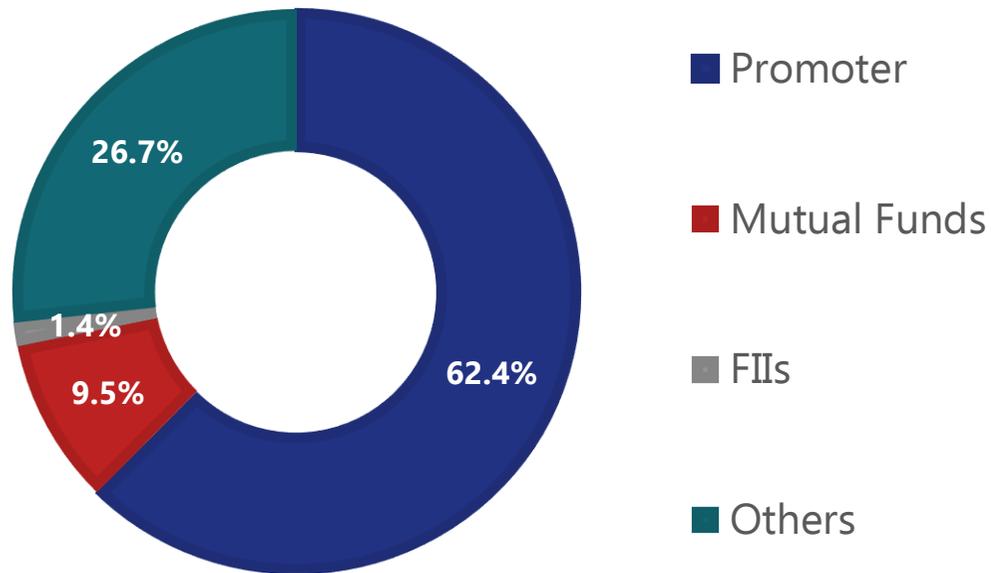


Global Footprint - Presence across 91 countries

Sales from outside India contributed ~19% of Total Revenue in FY21



Shareholding structure – 30th September 2020



Shareholder Information as on 30th September 2020

BSE Ticker	533033
Market Cap (INR Mn)	18,760
% Free- float	38%
Free Float Market Cap (INR Mn)	7,129
Shares Outstanding (Mn)	73.5
3M ADTV (Shares)	90,226
3M ADTV (INR Mn)	23.2
Industry	Industrial Machinery

Promoter shares are unencumbered

Our Team

Board of Directors

Mr. Ranjit Puri	Non-Executive Chairman & Promoter
Mr. Aditya Puri	Managing Director & Promoter
Mrs. Nina Puri	Whole-time Director & Promoter

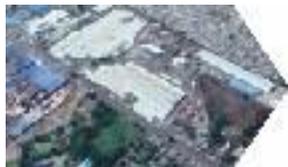
3 Non-Executive Independent Directors

Mr. Sidharth Prasad
Mr. Vishal Kirti Keshav Marwaha
Mrs. Shivani Hazari

Our Team

Mr. S.K. Khorana	Executive Director & Company Secretary	
Mr. Ravi Jaidka	Executive Director	
Mr. Kishore Chatnani	Chief Financial Officer	
Mr. Sanjay Gulati	Business Head	Process Equipment Business
Mr. Vivek Nigam	Business Head	Machine Building Division
Mr. PVN Sanjay	Business Head	EPC Division (Power Plants, Material Handling, Factories Construction)
Mr. V K Luthra	Business Head	Boiler Division
Mr. Suman Jain	Business Head	FGD and Air Pollution Control
Mr. Sanjay Awasthi	Business Head	Sugar Machinery and Distilleries Division
Mr. Sanjay Choudhary	Business Head	Process Equipment Division
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

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



Dahej, Gujarat

Pressure Vessels, Columns, Heat Exchangers, Reactors



Muzaffarnagar, UP

Steel Castings



EPC Offices

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



Overseas facility



Windsor, Canada

Presses

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

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 SOx 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 NOx 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

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



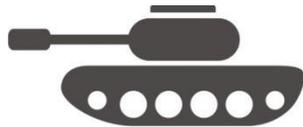
Chemical



Space



Automobiles



Defence



Sugar



Distillery



Paper

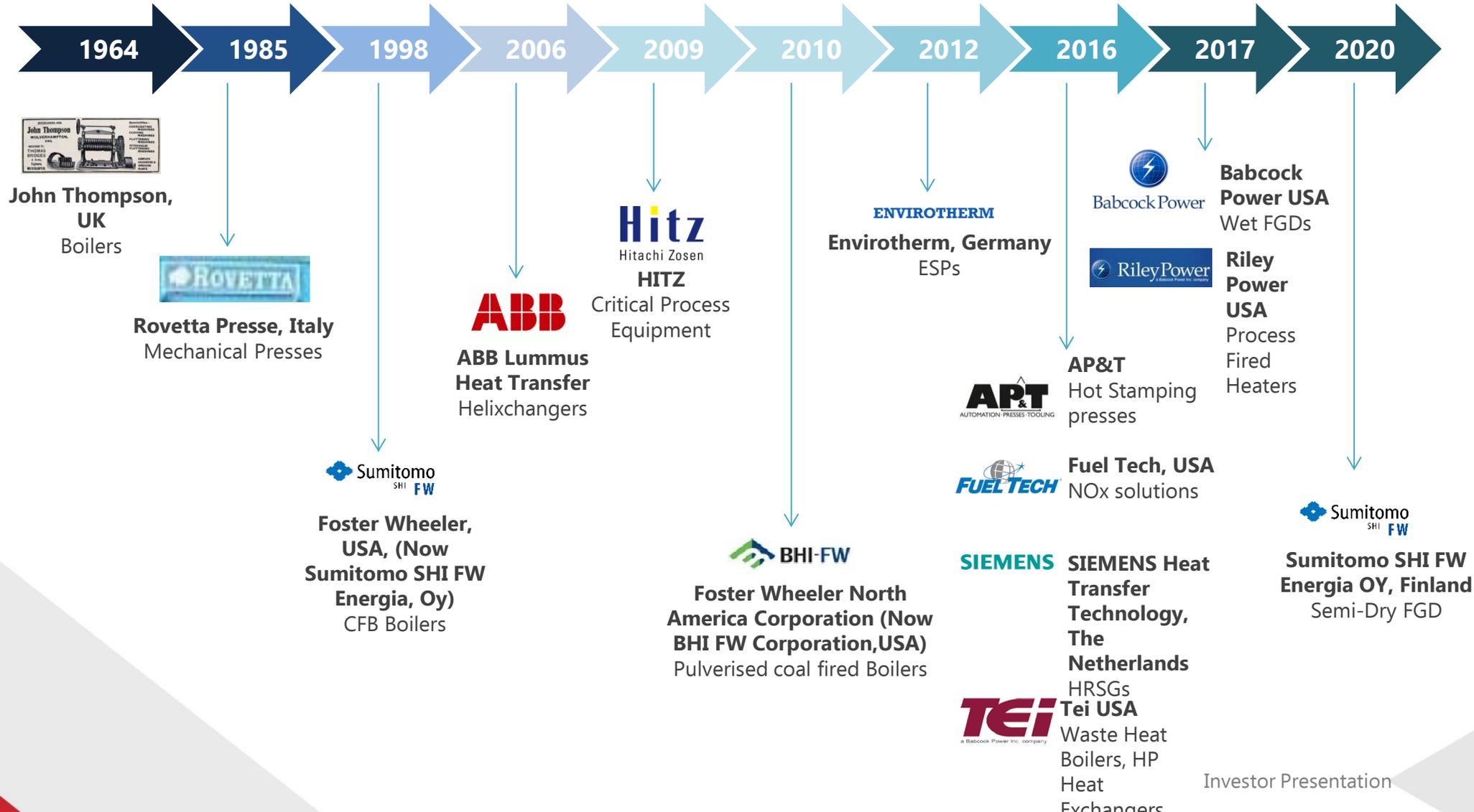


Water Treatment

Serving Global and Domestic Clients



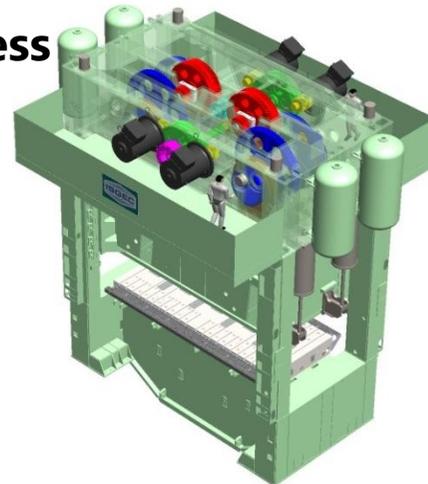
Technology Infusion across the Years



Technology through R&D



- Multi-Servo Motor Servo Press



- Drag Link Drive Technology



R&D Center at Yamunanagar (Govt. Registered) approved by DSIR

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
Approved Foundry from
Lloyd's Register of Shipping



Approval for Liquefiable
Gas Containers



China Safety and Quality
License

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	279 (2019)
Fortune India 500	259 (2019)
Business Today 500	397 (2019)



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Update on COVID-19 Impact (1/2)

- All factories are working at full capacity.
- Project sites in India as well as abroad are running normally, though there are still some manpower shortages.
- Offices are working with about 50 – 65% workforce in office, on rotation basis. The rest of the office employees work from home on the days that they are not working from office.
- We have implemented complete sanitization of all our facilities. Strict temperature checks, distancing in work stations and seating, distancing in transport and other precautionary measures have been implemented at all our facilities and sites.
- Supply chain has fully recovered.
- Transport, Logistics and ports are normal.



Update on COVID-19 Impact (2/2)

- We are getting good enquiries for most of our business divisions, particularly from PSU Companies.
- Order book is good. Further, less than 1% of our existing orders from customers have been put on hold.
- Collection of payments from customers has normalized.
- Staff Cost: The Company has implemented a cut in compensation for FY21 and has optimised manpower in some business areas, which has reduced the employee cost by around 15%. For junior employees - Manager level and below, the salaries have been restored from November 2020.
- Adequate capital and financial resources: The Company has adequate financial resources in terms of liquid investments and borrowing limits available with banks for smooth running of business. We are well placed to meet all our obligations.



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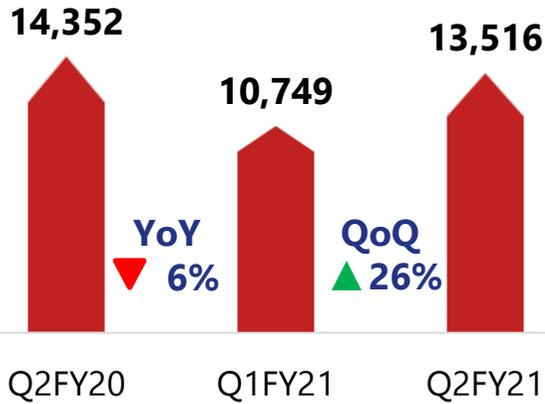


Performance Highlights

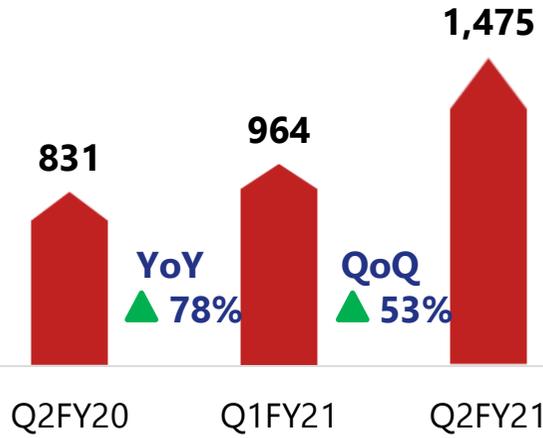
Q2FY21 – Robust Growth in Revenue & Profitability

In INR Mn

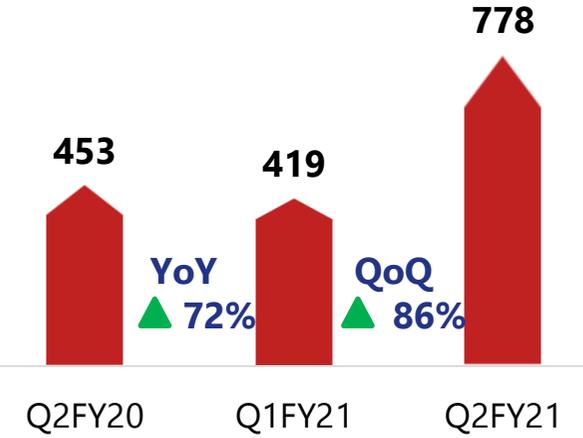
Total Revenue



EBITDA



PAT

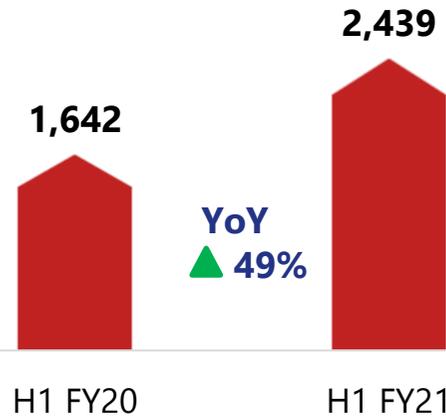


H1 FY21 – Strong Operating Performance despite the challenging environment

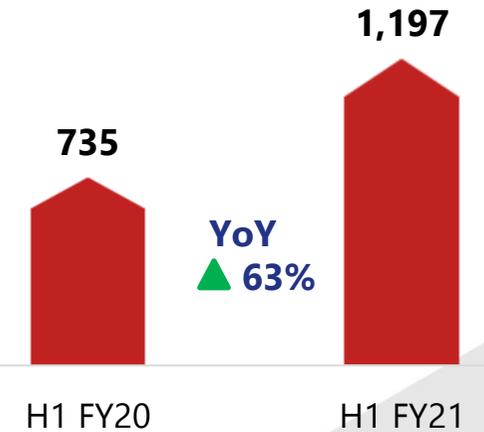
Total Revenue



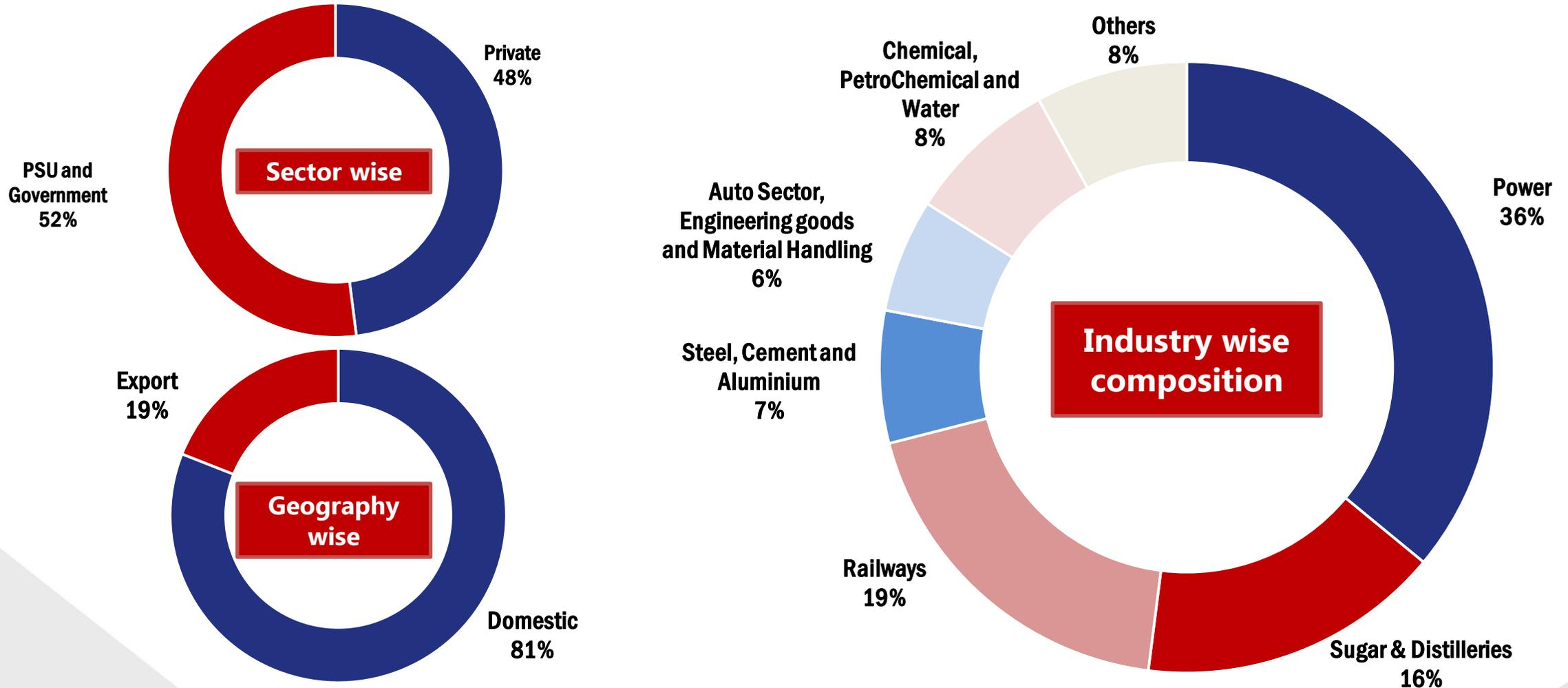
EBITDA



PAT



Order Book Composition

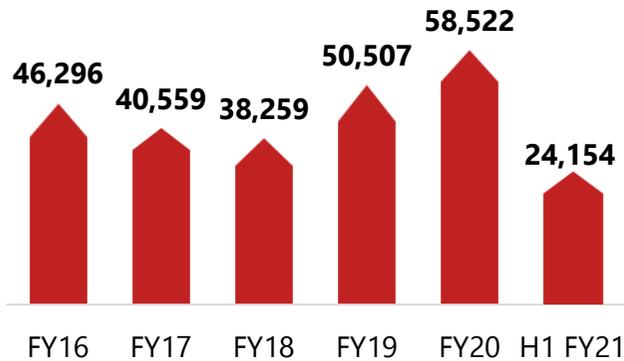


Order Book Rs. 67,610 mn

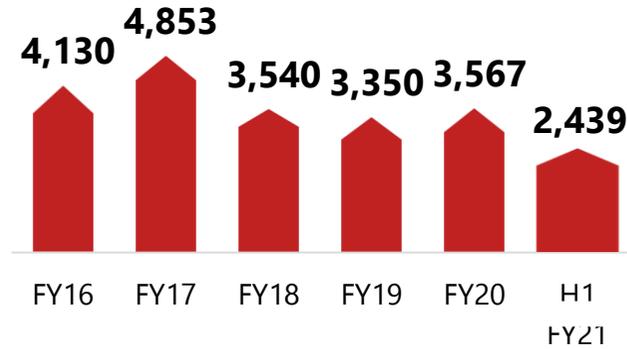
Financial Performance Trend

In INR Mn

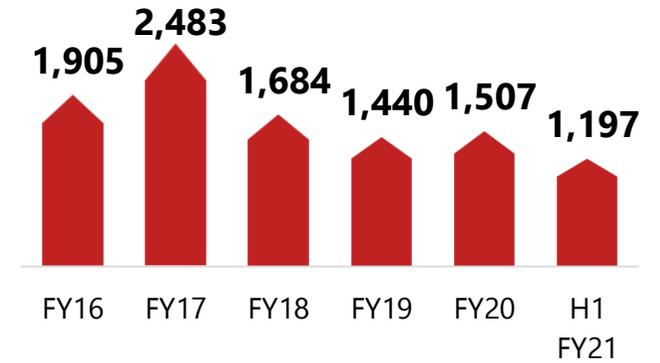
Revenue



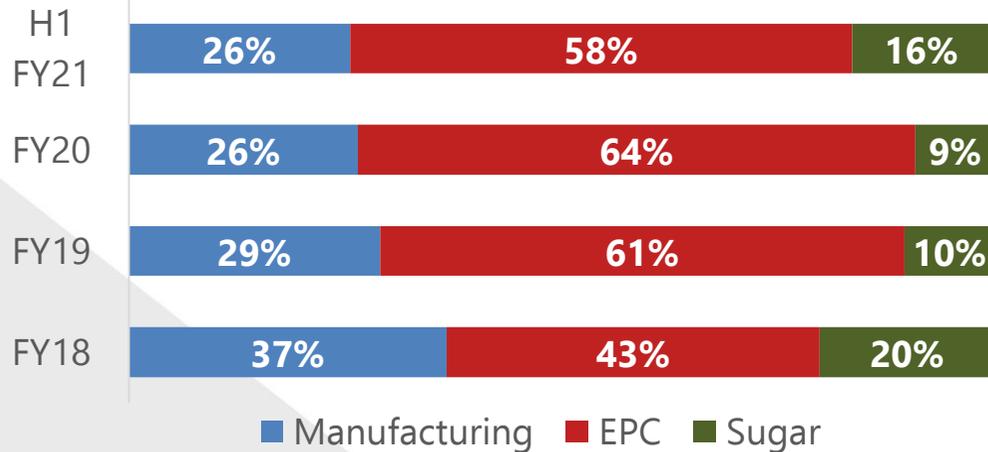
EBITDA



PAT



Segment Revenue



Robust revenue growth led by strong execution in a very competitive market

Strong order book, supported by best-in-class capabilities, provide healthy growth visibility

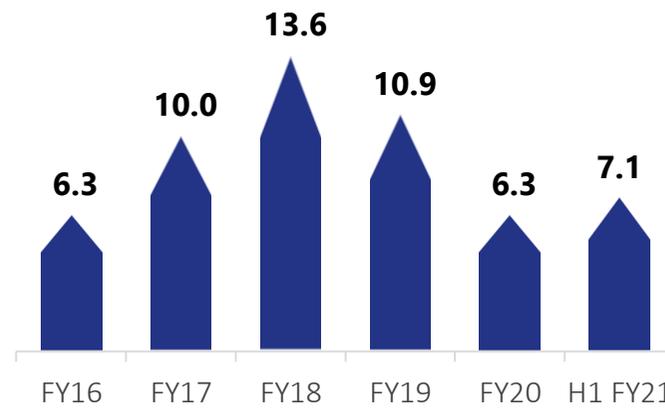
Figures as per consolidated financials

Key Ratios

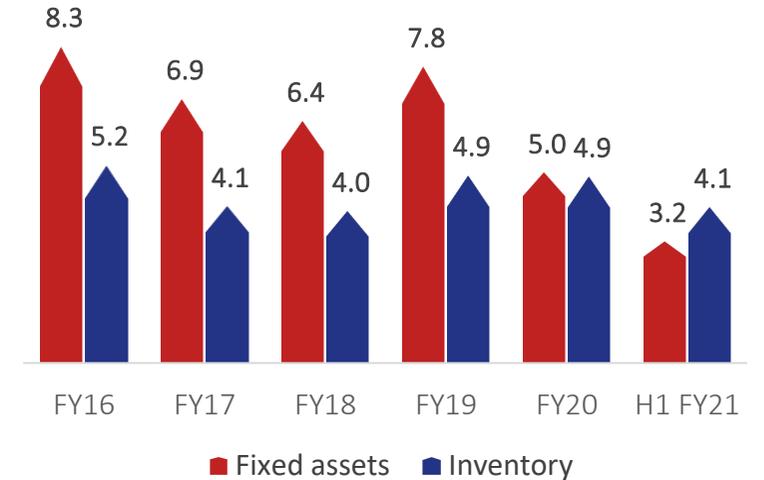
Total Debt/Equity



Interest Coverage Ratio



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



Giving Back To Society: A Few of the Activities Undertaken

- Solar Energy Systems executed across 37 Government Schools & other public places
- Rainwater Harvesting Systems executed across 26 Government Schools & other public places
- Aquifer Recharging Systems executed by Saraswati Sugar Mills (subsidiary) with 40 shafts & Village Ponds
- Upgradation of Infrastructure in Government Schools:
 - 24 Government School Buildings Renovated so far
 - 350+ Government Schools so far provided with Black Boards, Water Coolers, Toilets, etc
- Supporting Education of Underprivileged Children by Funding Remedial Classes & Open School Projects to Underprivileged children in the Kishangarh slum area of South Delhi
- Open Gyms executed by Saraswati Sugar Mills in 7 Villages



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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

ISGEC HEAVY ENGINEERING LIMITED, INDIA

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