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Ho-425-S

Dated: 25.02.2020

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 December 31, 2019.**

1. This is further to our letter bearing Ref no.Ho-425-S dated February 20, 2020, wherein we had given an advance intimation of the upcoming Investor Conference Call organised by the Company on February 26, 2020 at 12:00 hours (IST) to discuss the financial performance of the quarter ended December 31, 2019.
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 December 31, 2019, which would be shared 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


Encl: as above



ISGEC HEAVY
ENGINEERING LTD.

Investor Presentation



Safe Harbour

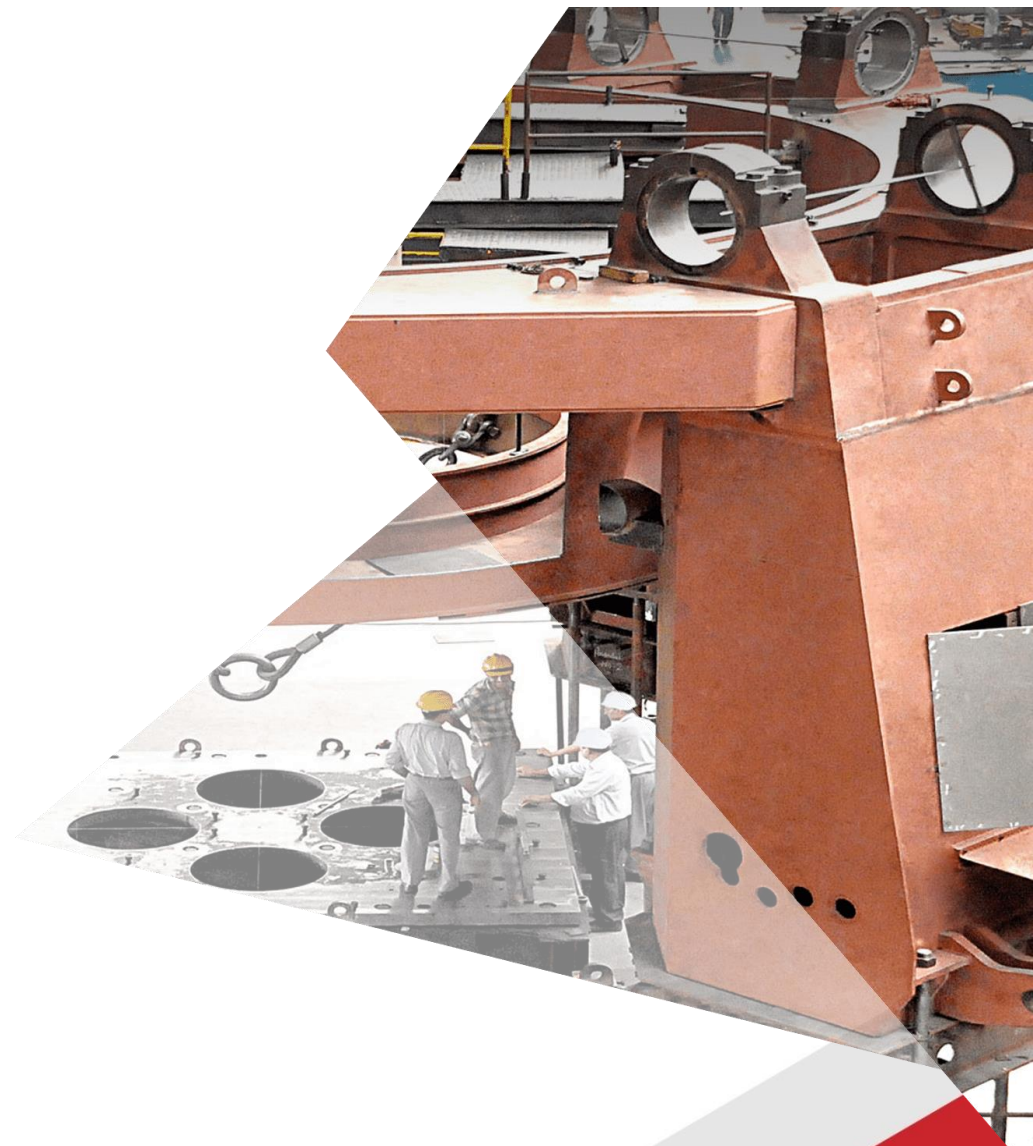
This presentation and the accompanying slides (the “Presentation”), which have been prepared by ISGEC Heavy Engineering Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any 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.

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 **Isgec Overview**
- 2 Business Capability
- 3 Business Transformation and Strategy
- 4 Financial Performance
- 5 Giving Back To Society
- 6 Key Investment Highlights



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 and Bulk Material Handling facilities.

➤ Revenue	➤ EBITDA
₹ 50,507 mn	₹ 2,662 mn
➤ EPS	➤ Order Book**
₹ 19.4	₹ 61,844 mn
➤ Net Worth	➤ PAT
₹ 15,868 mn	₹ 1,440 mn



Figures as per FY19 consolidated financials
**Standalone as on 31 Dec 2019



Diversified Heavy Engineering Company

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



Strong Labour Force

4125 Employees across **6** locations in India and Canada
900 qualified engineers



Trusted Partner

Technology tie-ups and JVs with leading global firms



Robust Balance Sheet

Net Worth of **INR 15,868 Mn**
No pledged shareholding
Strong Credit Rating - ICRA Credit Rating of **AA (Stable)**



Highly Experienced Management

75+ years of providing engineering solutions to customers globally.

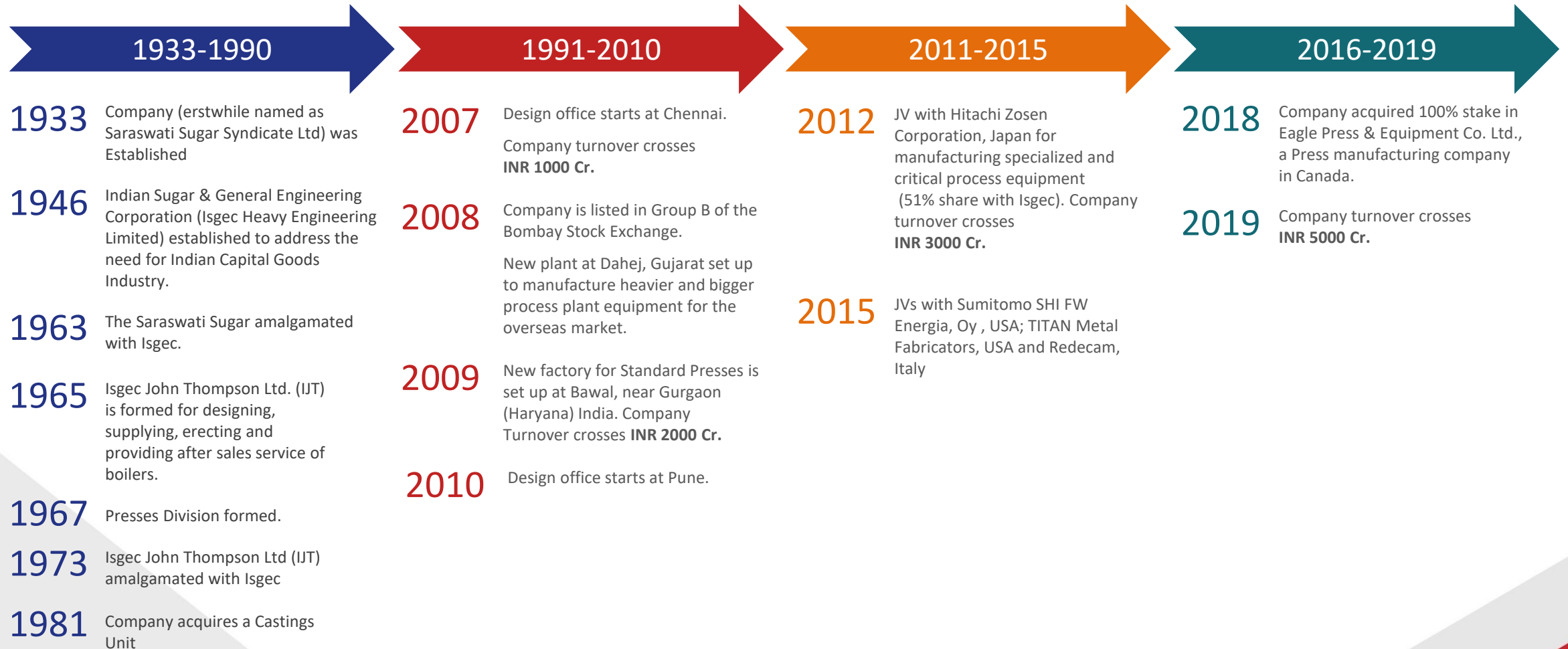


Global reach

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

Our Journey

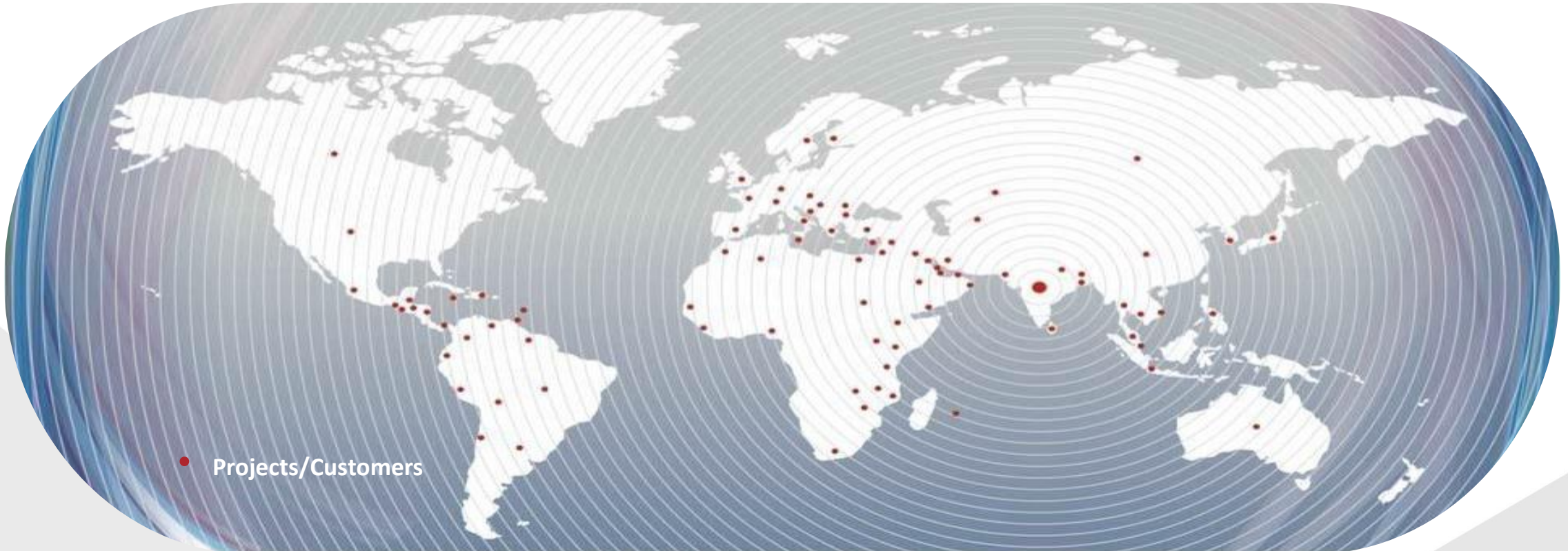
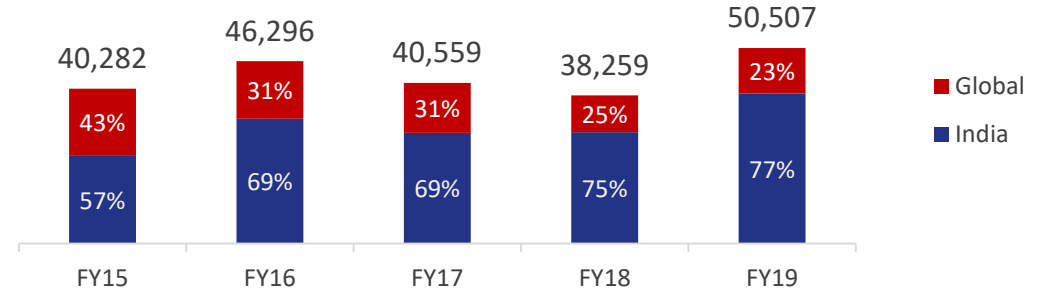
What started off in 1933 as a Sugar Manufacturing Company has been transformed into a Diversified Heavy Engineering Company with 89% of our Consolidated Revenues coming from Engineering Products and Projects



Global Footprint - Presence across 91 countries

Exports constitute one-fourth of Isgec Revenue

Geographical Mix (Revenue)
(INR Mn)



State-of-the-art Infra & Manufacturing Capability



Yamunanagar, Haryana

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



Rattangarh, Haryana

Boiler Components



Bawal, Haryana

Mechanical Presses and
other Industrial
Machinery



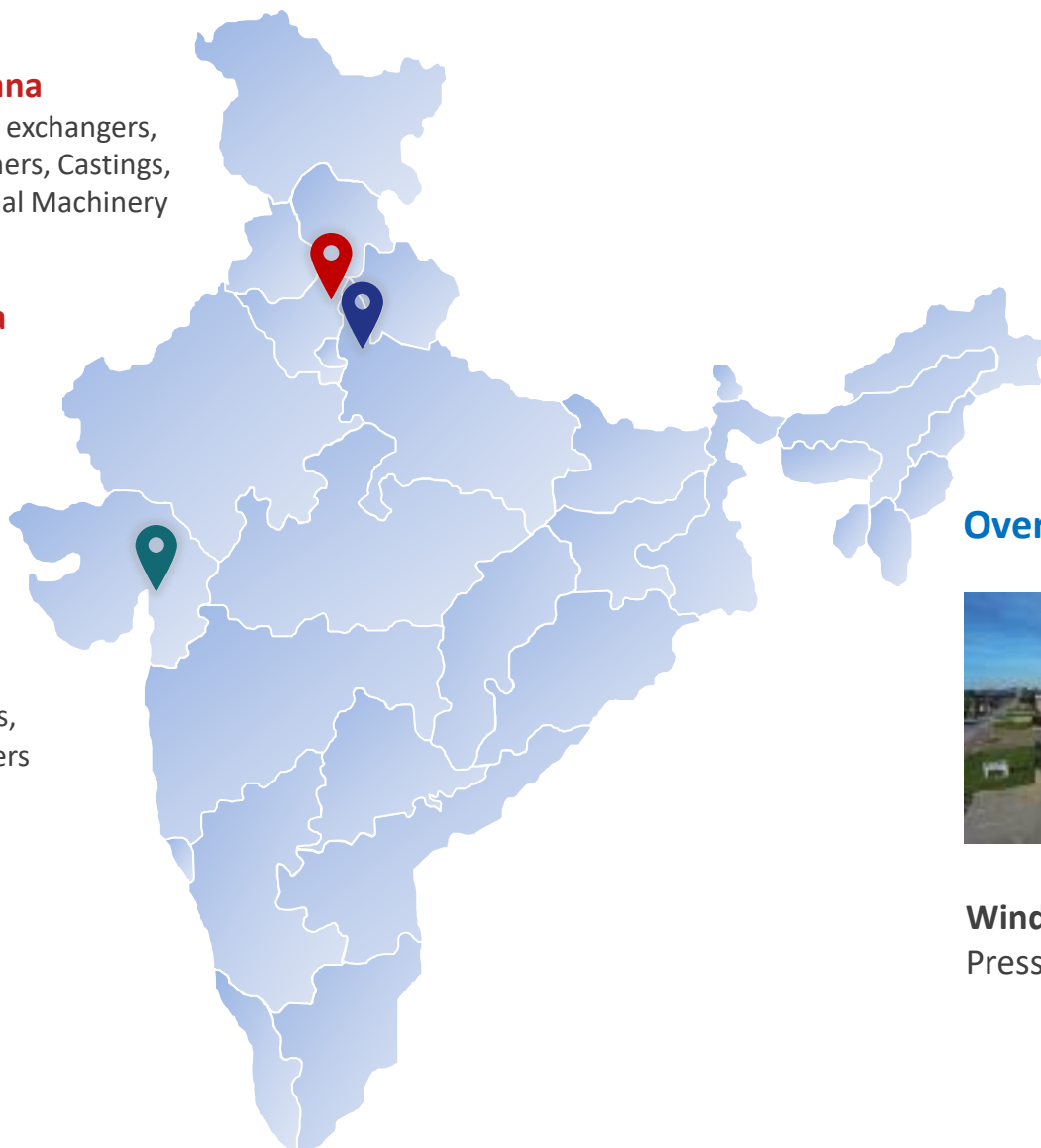
Dahej, Gujarat

Reactor Pressure Vessels,
Columns, Heat Exchangers



Muzaffarnagar, UP

Castings

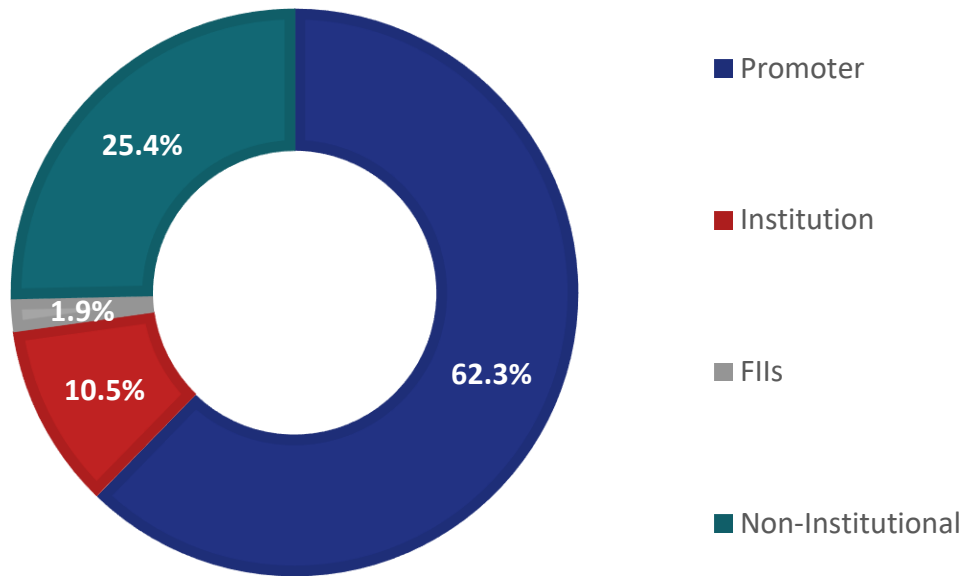


Overseas facility



Windsor, Canada
Presses

Our Shareholders



As on 31st Dec, 2019

*As on 19th February 2020

Share Information as on 31st December 2019

BSE Ticker	533033
Market Cap (INR Mn)	27,007*
% Free- float	38%
Free Float Market Cap (INR Mn)	10,283*
Shares Outstanding (Mn)	73.5
3M ADTV (Shares)	11,673
3M ADTV (INR Mn)	4.3
Industry	Industrial Machinery

No promotor pledged shareholding

Our Team



Our Team

Mr. S.K. Khorana	Executive Director & Company Secretary	
Mr. Ravi Jaidka	Executive Director	
Mr. Kishore Chatnani	Chief Financial Officer	
Mr. Sanjay Gulati	Managing Director	Isgec Hitachi Zosen Ltd.
Mr. Vivek Nigam	Business Head	Machine Building Division
Mr. Sanjay Choudhary	Business Head	Process Equipment 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 Division
Mr. Sanjay Awasthi	Business Head	Sugar Machinery and Distilleries Division
Mr. Yogesh Marwaha	Head	International Marketing

Board of Directors

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

7 Non-Executive Independent Directors

Mr. Vinod K. Nagpal
Mr. Tahir Hasan
Mr. Vinod Kumar Sachdeva
Mr. Arun Kathpalia
Mr. Sidharth Prasad
Mr. Vishal Kirti Keshav Marwaha
Mrs. Shivani Hazari

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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

Engineering for Excellence - Our Business Segments

Isgec is a significant global player across all 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



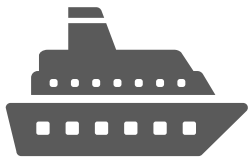
Fertilizer



Cement



Mines



Ports



Oil & Gas



Steel



Chemical



Space



Automobiles



Defence

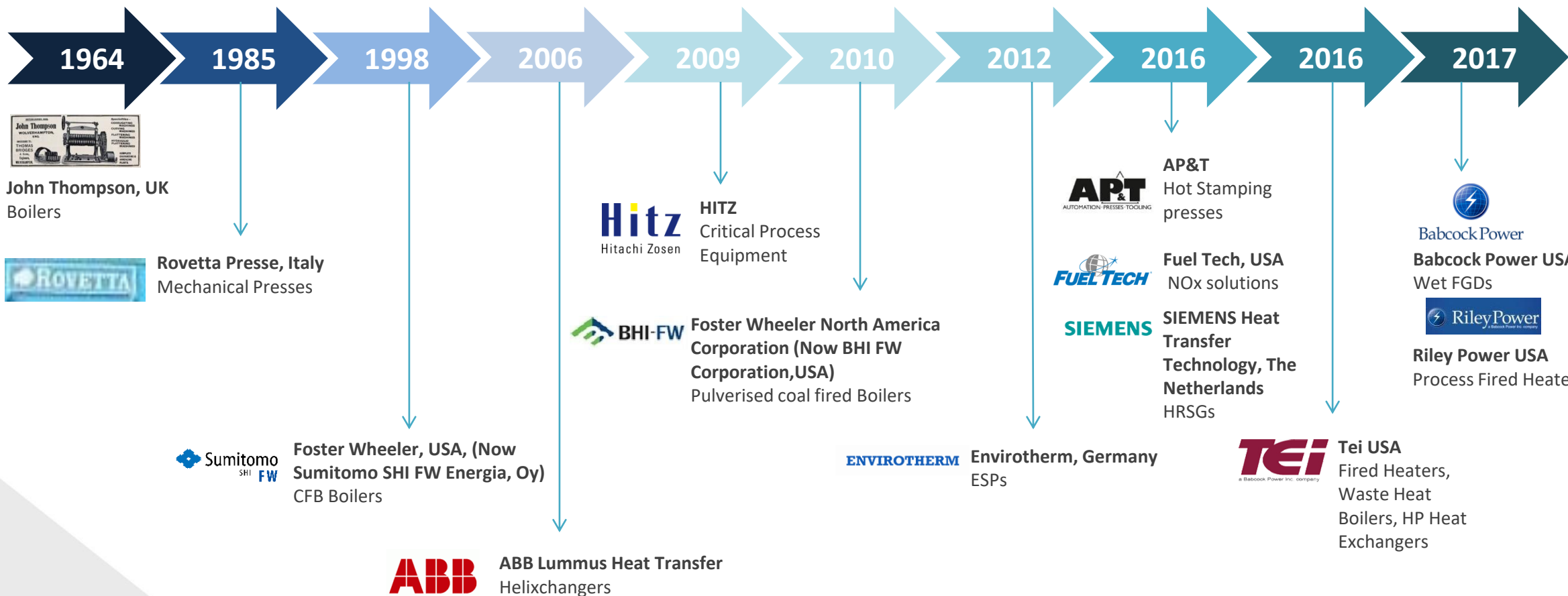


Sugar

Serving Global and Domestic Clients



Technology Infusion across the Years



Achieving Operational Capability



Presses

5000+ PRESSES
26 COUNTRIES
70+ PRESS LINES



Material Handling Solutions

16 km of cross country pipe conveyor
Upto **10 MMTPA** Bulk Port facility



Industrial Boilers

800+ High Capacity and High Pressure Boiler installations in **48** countries



Sugar Plants & Distilleries

175+ Projects
700+ cane crushing mills
49 countries
Experience of running own sugar mill



Liquefiable Gas Containers

3,00,000+ Containers in **60+** Countries

Largest producer of containers in the world



Power Projects

Leader in power plants of up to **100MW**

Manufacturing and Maintenance facilities for Indian Railways

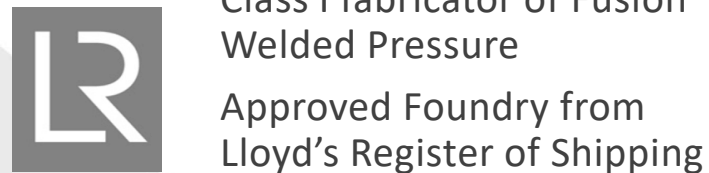
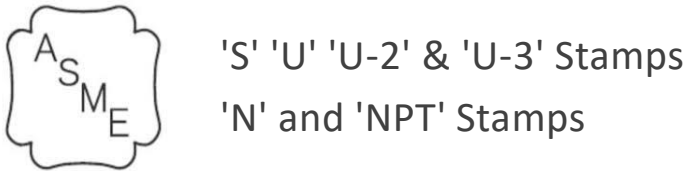
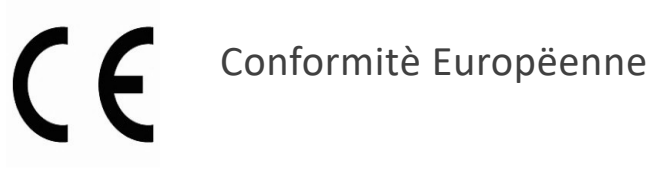


Flue Gas Desulphurisation Projects



Air Pollution Control Equipments (ESP, SCR and Bag Filters)

Standing Strong with Global Quality Benchmarks



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

Market Leadership

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

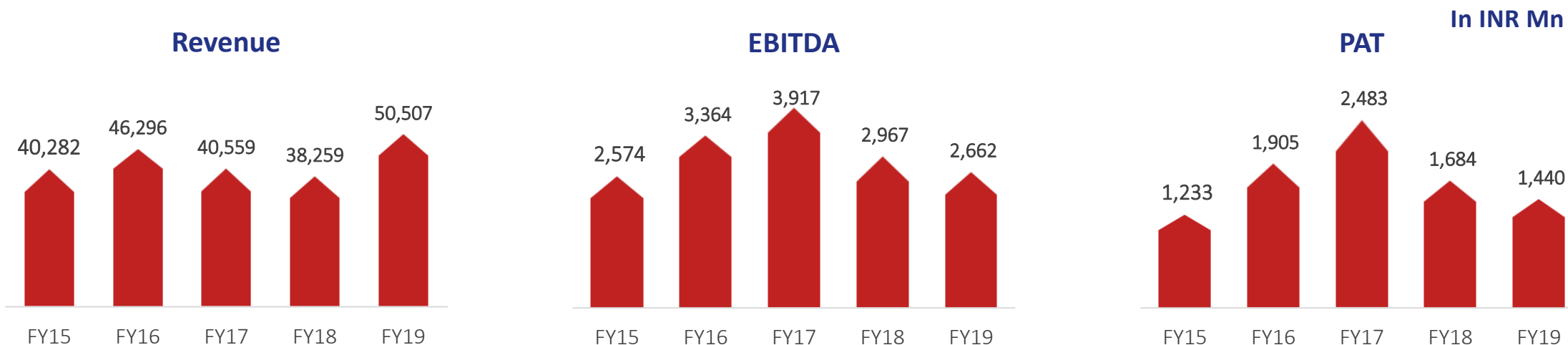


Agenda

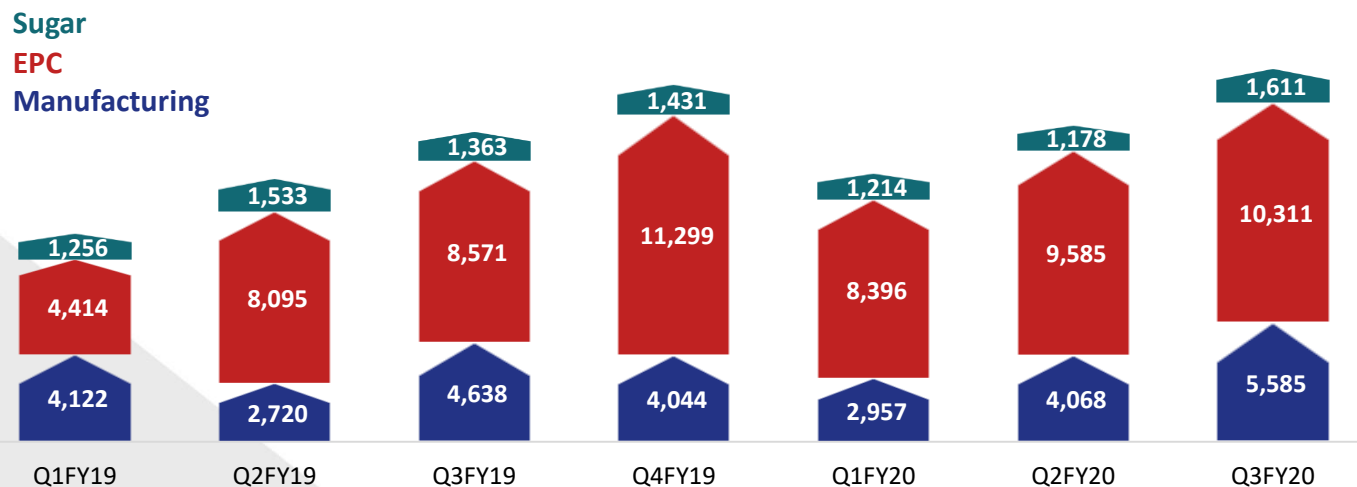
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Financial Performance- Consolidated



Segmental Revenue – Quarterly Trend (Consolidated)



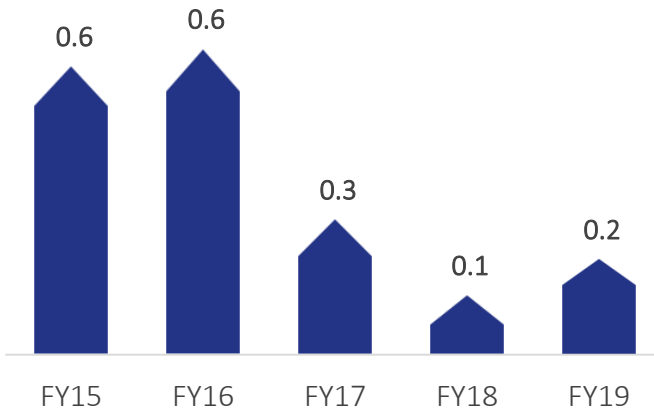
Rankings

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

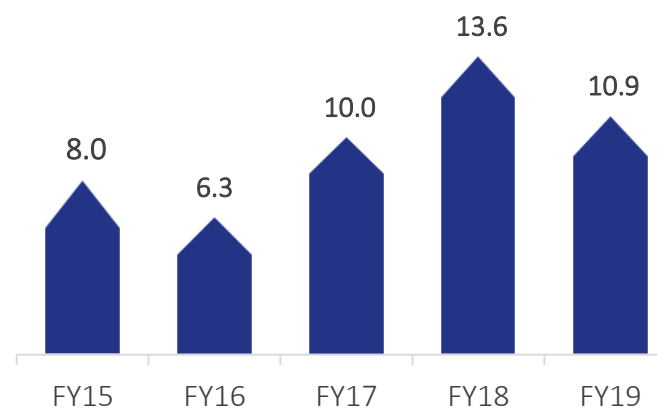
Note: Figures as per IND AS from FY16 onwards

Strong Balance Sheet

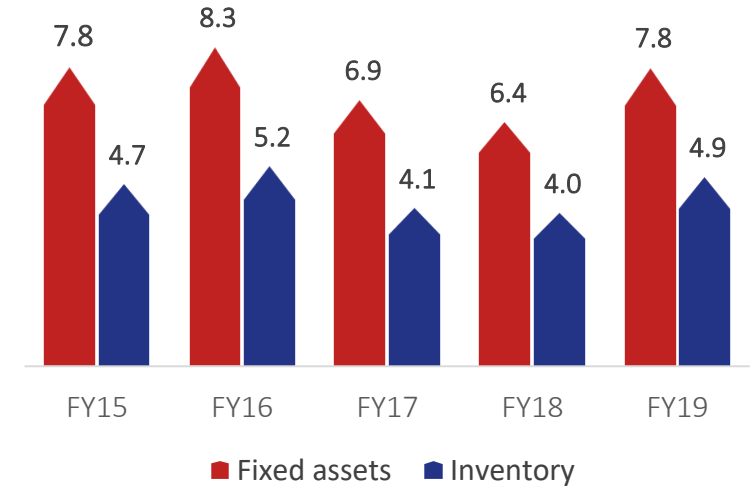
Consolidated Total Debt/Equity



Consolidated Interest Coverage Ratio



Consolidated 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



Note: Figures as per IND AS from FY16 onwards

Consolidated Q3FY20 Performance

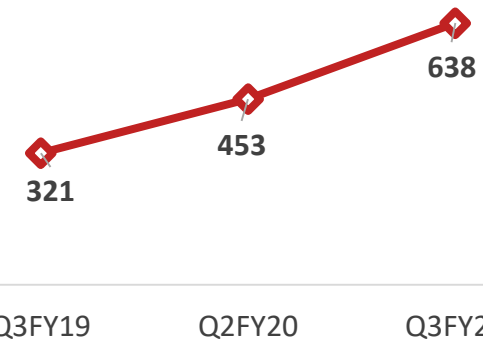
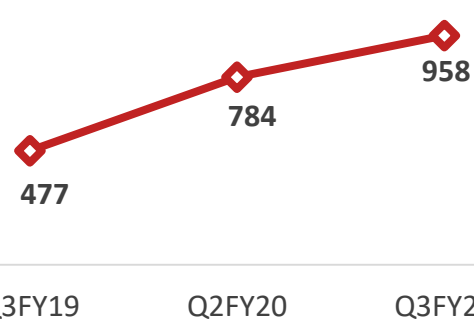
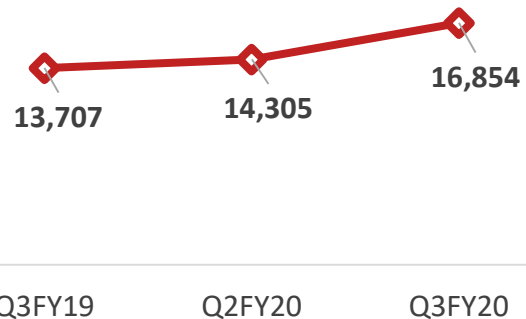
In INR
Mn

Revenue

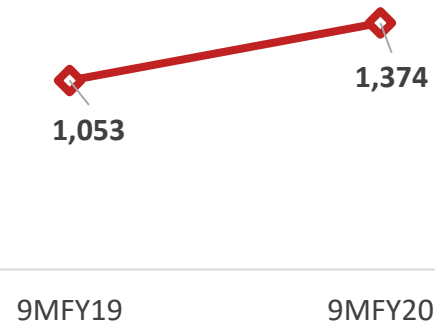
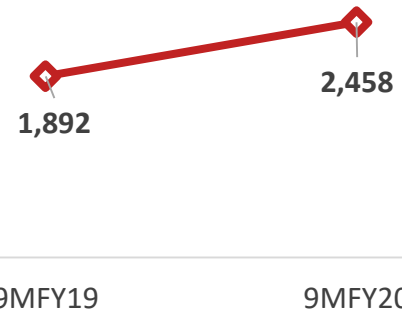
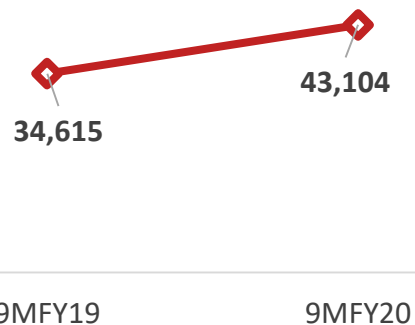
EBITDA

PAT

Q3FY20



9MFY20



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Giving Back To Society: A Few of the Activities Undertaken



- Remedial Classes for 250 Less Privileged Children at Nai Disha Educational & Cultural Society, an NGO (Stationary / Bags / Shoes / Sweaters / Mid Day Meals / Water / Dental Kits / Health Camp / etc)
- Solar Energy Systems for Rural / Semi Urban Govt. Schools
- Rain Water Harvesting Systems for Rural / Semi Urban Govt. Schools
- Recharging of Aquifers through Village Ponds
- Fans, Green Boards, Furniture, etc to School
- Apprenticeship for Training & Skill Development



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Key Investment Highlights



Presence in
Multiple Core
Sectors-
Spreading
Market Risk



Stability –
Ability 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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