

November 6, 2025

To

**BSE Limited** 

The Corporate Relationship Dept. P.J. Towers, Dalal Street Mumbai-400 001 Scrip Code: 500214

Dear Sir/ Madam,

**National Stock Exchange of India Limited** 

Exchange Plaza, C-1, Block- G, Bandra Kurla Complex, Bandra (East), Mumbai-400 051

Symbol: IONEXCHANG

Sub: Submission of Earnings Presentation - Q2 FY 2025-26

Pursuant to Regulation 30(6) read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation being made to Analyst / Institutional Investor (Group Meet) to discuss the financial performance of the Company for the second quarter and half year ended 30<sup>th</sup> September, 2025.

The aforesaid information is also available on website of the Company at www.ionexchangeglobal.com.

Kindly take the same on record.

Thanking You,

Yours faithfully, For Ion Exchange (India) Limited

NIKISHA Digitally signed by NIKISHA YOGESH SOLANKI Date: 2025.11.06 17:39:46 +05'30'

Nikisha Solanki Company Secretary & Compliance Officer ACS- 50894

Encl.: As stated above



# E ION EXCHANGE Refreshing the Planet

EARNINGS PRESENTATION — Q2/H1-FY26

#### **Executive Summary**



- Ion Exchange (India) Ltd (Ion Exchange), formed in 1964, is a pioneer in water, wastewater treatment & environment solutions and caters to various industries, institutions, homes & communities.
- Headquartered in Mumbai, the company has 7 manufacturing and assembly facilities across India, 1 manufacturing facility in Portugal and 1 assembly facility each in UAE, Indonesia, Bangladesh and Saudi Arabia. It also has presence across other key geographies.

#### BUSINESS & FY25 REVENUE MIX (%) - CONSOLIDATED

- Engineering (61%) Provides comprehensive and integrated services and solutions in water & wastewater treatment including Sea Water desalination, Recycle and Zero liquid discharge plants to diverse industries.
- Chemicals (29%) Provides a comprehensive range of resins, speciality chemicals and customized chemical treatment programmes for water, non-water and specialty applications.
- Consumer Products (10%) Caters to individuals, hotels, spas, educational institutions, hospitals, laboratories, railway and defence establishments providing safe drinking water and a clean environment.

#### **MARQUEE CLIENTS**

• Industrial – NTPC, NPC, Reliance, IOCL, JSW, CPCL, L&T, ArcelorMittal, Nippon Steel, Nayara Energy, IRCTC, BHEL, Tata Group.

- Institutional Leela, Military Engineering Services, Taj Hotels, Holiday Inn, Hyatt Regency, Oberoi Hotels, Apollo Hospitals, Escorts Heart Institute, DLF, Puravankara.
- International Cargill, Technip France, Unilever Group, Jurong, Thyssenkrupp (Uhde), Jacobs, Kawasaki, Mitsubishi, PDO Oman, Emirates Steel, IKPP Indonesia, JESA, Hyundai Engineering, MCT Dubai and Saudi Arabian Mining.



FY25: Operating Income\* INR 27,371 Mn



FY25: Operating EBITDA\* INR 2,939 Mn



FY25: PAT\* INR 2,083 Mn

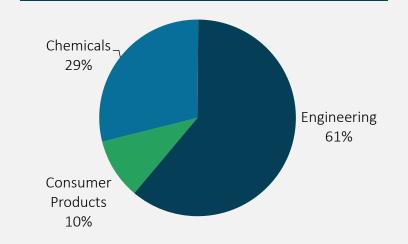
\*Consolidated

#### **Company Overview**

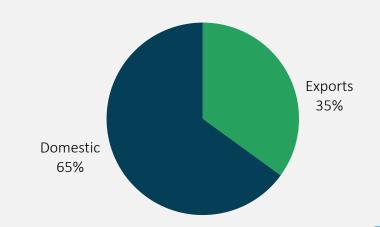


- Ion Exchange was originally formed as a subsidiary of Permutit, UK in 1964. It became a wholly owned Indian company in 1985.
- The company has a global presence with diverse product portfolio, offering comprehensive water and non-water treatment solution for industries, institution, municipalities, homes and communities across urban and rural.
- It offers a wide range of solutions across the water cycle from pre-treatment to process water treatment, wastewater treatment, recycle, zero liquid discharge, sewage treatment, packaged drinking water, sea water desalination etc.
- Ion Exchange is also engaged in manufacturing ion exchange resins, membranes, speciality chemicals for water and wastewater treatment as well as non-water applications.
- It has two facilities for in-house R&D and two applications and testing centers.
- It has over 50 patents to their credit and 100+ products commercialized.
- It has a global presence apart from presence in major cities in India with 36+ sales & service centers and 100+ Channel Partners.
- It exports to Africa, Japan, Middle East, Russia, Southeast Asia, Europe, UK, USA, Canada and neighbouring countries.

#### **FY25 CONSOLIDATED REVENUE BREAKUP\***



#### FY25 CONSOLIDATED GEOGRAPHICAL BREAKUP



### Q2/H1-FY26 Financial Highlights



#### Q2-FY26 Performance (Standalone) **INR 608 Mn** INR 6,782 Mn Operating Income

**INR 479 Mn** Net Profit

Operating EBITDA

7.06% PAT Margins

#### 8.96%

Operating EBITDA Margins

INR 3.894 /Share Diluted EPS

#### Q2-FY26 Performance (Consolidated)

INR 7,339 Mn **Operating Income** 

> **INR 499 Mn** Net Profit

INR 685 Mn

Operating EBITDA

6.80% PAT Margins 9.33%

Operating EBITDA Margins

INR 4.178 /Share Diluted EPS

#### H1-FY26 Performance (Standalone)

INR 11,961 Mn

Operating Income

**INR 948 Mn** Net Profit

INR 1,170 Mn

Operating EBITDA

7.93%

PAT Margins

9.78%

Operating EBITDA Margins

INR 7.708 /Share

Diluted EPS

#### H1-FY26 Performance (Consolidated)

INR 13,171 Mn

Operating Income

**INR 984 Mn** 

Net Profit

INR 1,310 Mn

Operating EBITDA

7.47%

**PAT Margins** 

9.95%

Operating EBITDA Margins

INR 8.286 /Share

Diluted FPS

#### Q2-FY26 Operational Highlights (1/2)



The Company's operations were normalised in the 2nd quarter with the completion of the migration to SAP environment.

#### **ENGINEERING**

- The enquiry bank is steady. There has been a sequential increase in order flow during the quarter, driven primarily by medium-sized opportunities. A few orders were secured in ultra-pure and high-purity water projects in solar and pharmaceutical segments. We continue to actively pursue additional opportunities in these segments.
- Our services division recorded strong growth during the quarter, driven by the acquisition of several high-value long term O&M contracts.
- The execution picked up pace during the quarter in the industry segment with sequential and year on year improvement in the turnover. The execution of the UP Jal Nigam Order remained muted.
- Regarding the Sri Lanka order, with the resumption of funding by the customer and their satisfaction with the ongoing progress of work, the Company is expediting the completion of the contract.
- The margins were primarily affected by elevated infrastructure costs, which were designed to support significantly higher volumes, along with the impact of a legacy project that affected margins during the quarter.
- During the quarter, the company entered into a strategic partnership with MANN+HUMMEL Water & Membrane Solutions to manufacture Hollow-Fiber Ultrafiltration (UF) and Membrane Bioreactor (MBR) membranes in India under a co-branding arrangement between the HYDRAMEM brand and MANN+HUMMEL. By leveraging MANN+HUMMEL's globally proven membrane technology, the company will undertake local production of these advanced membranes at its state-of-the-art manufacturing facility, thereby reducing dependence on imports and enhancing cost efficiency and competitiveness in water treatment projects across India.
- The company further increased its investment in standard system facilities to broaden its range of innovative, off the shelf engineering products.

#### ENGINEERING ORDER BOOK AND PIPELINE (As on 30th September, 2025)

Engineering projects^
~ INR 2,269 Cr

Outstanding Sri Lanka
~ INR 104 Cr

Outstanding UP SWSM ~ INR 338 Cr

Total Orderbook
~ INR 2,711 Cr

Bid Pipeline
~ INR 9,011 Cr

Order Inflow for the quarter ~ INR 470 Cr

## Q2-FY26 Operational Highlights (2/2)



#### **CHEMICALS**

- The company recorded sequential and year-on-year improvement in turnover.
- The segment has maintained its margin profile.
- The company commenced the stage-wise commissioning and commercialization of its greenfield resin manufacturing plant at Roha, Maharashtra, in the last week of September 2025. This achievement strengthens the company's manufacturing capabilities and reinforces the company's commitment to delivering high-quality INDION ion exchange resins to customers across the world.

#### **CONSUMER PRODUCTS**

- The segment continues to record volume growth.
- We continue to maintain our leadership in the softener segment while steadily expanding our market share in other segments through the implementation of focused and aggressive marketing strategies.



## Quarterly Standalone Financial Performance

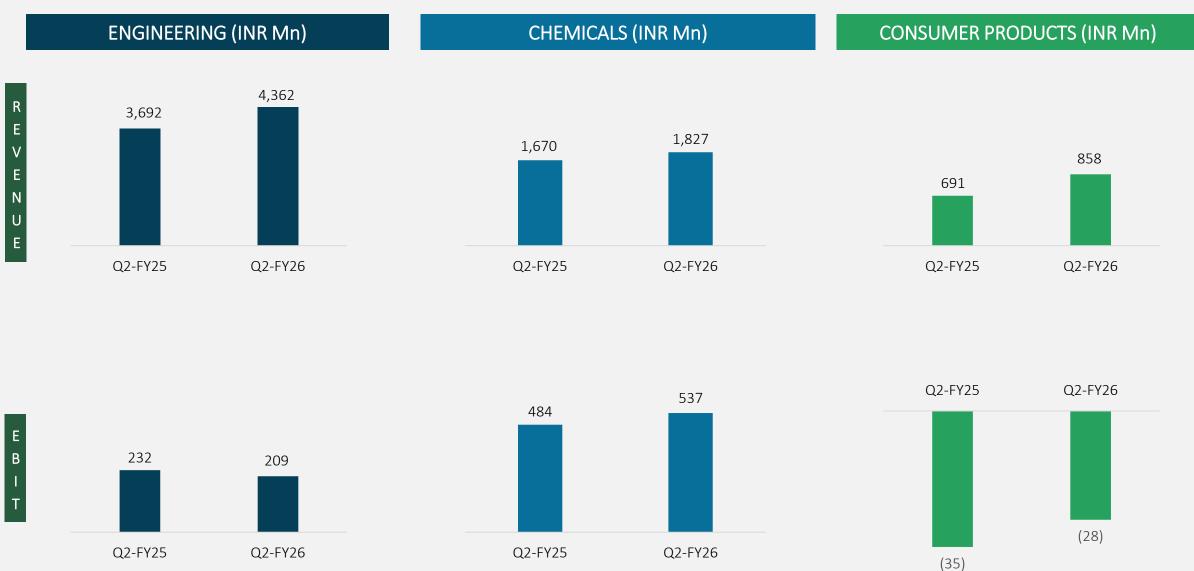


INCOME STATEMENT (INR Mn)	Q2-FY26	Q2-FY25	Y-o-Y	Q1-FY26	Q-o-Q
Operating Income	6,782	5,889	15.2%	5,178	31.0%
Expenses	6,174	5,219	18.3%	4,616	33.8%
Operating EBITDA	608	670	(9.3)%	562	8.2%
Operating EBITDA Margins (%)	8.96%	11.38%	(242) Bps	10.85%	(189) Bps
Depreciation	110	98	12.2%	110	NA
Finance Cost	22	21	4.8%	17	29.4%
Other Income	165	126	31.0%	195	(15.4)%
РВТ	641	677	(5.3)%	630	1.7%
Tax	162	170	(4.7)%	161	0.6%
Profit After Tax	479	507	(5.5)%	469	2.1%
PAT Margins (%)	7.06%	8.61%	(155) Bps	9.06%	(200) Bps
Other Comprehensive Income	(1)	(2)	(50.0)%	-	NA
Total Comprehensive Income	478	505	(5.3)%	469	1.9%
Diluted EPS (INR)#	3.894	4.127	(5.6)%	3.814	2.1%

#Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140)

## **Quarterly Standalone Segmental Breakup**





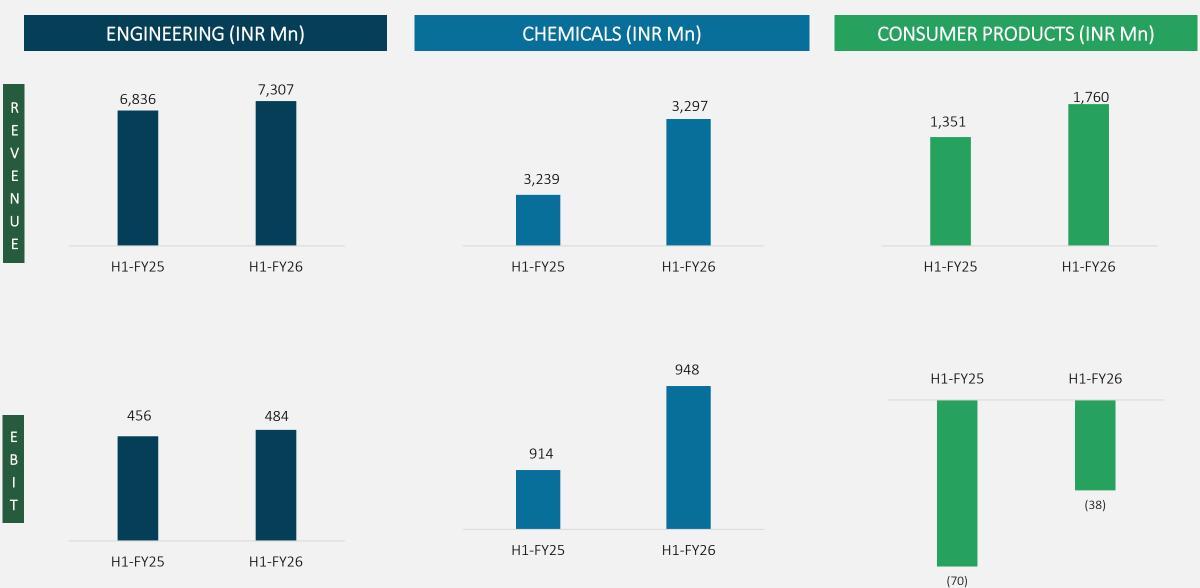
## Half Yearly Standalone Financial Performance



INCOME STATEMENT (INR Mn)	H1-FY26	H1-FY25	Y-o-Y
Operating Income	11,961	11,050	8.2%
Expenses	10,791	9,774	10.4%
Operating EBITDA	1,170	1,276	(8.3)%
Operating EBITDA Margins (%)	9.78%	11.55%	(177) Bps
Depreciation	220	191	15.2%
Finance Cost	38	38	NA
Other Income	360	252	42.9%
PBT	1,272	1,299	(2.1)%
Tax	324	333	(2.7)%
Profit After Tax	948	966	(1.9)%
PAT Margins (%)	7.93%	8.74%	(81) Bps
Other Comprehensive Income	(1)	(5)	80.0%
Total Comprehensive Income	947	961	(1.5)%
Diluted EPS (INR)#	7.708	7.856	(1.9)%

## Half Yearly Standalone Segmental Breakup





## **Quarterly Consolidated Financial Performance**

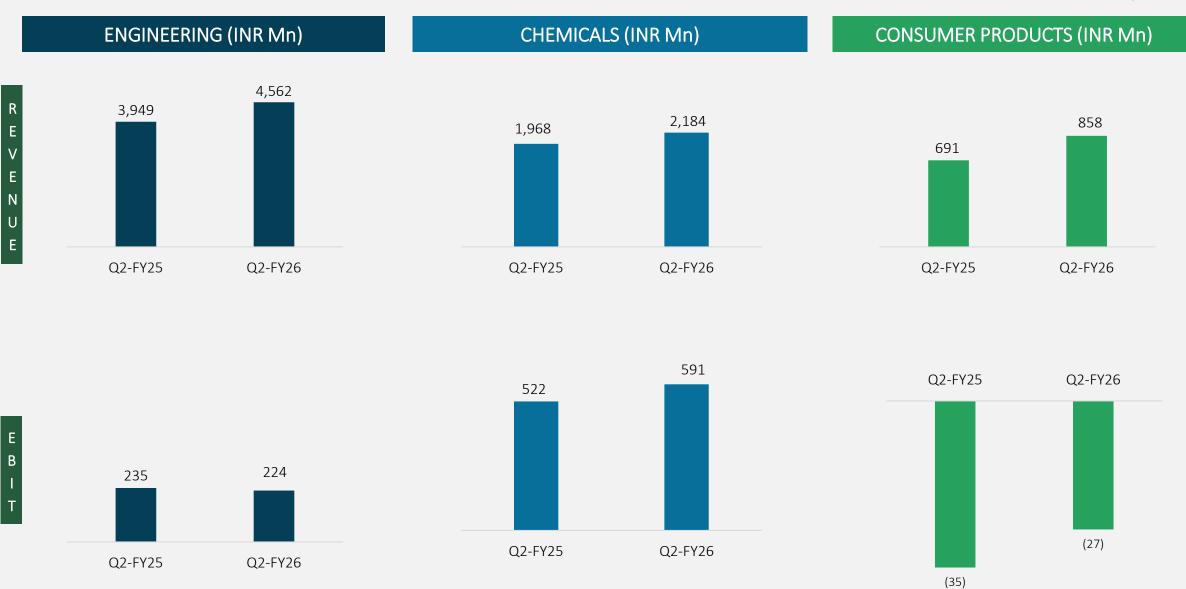


INCOME STATEMENT (INR Mn)	Q2-FY26	Q2-FY25	Y-o-Y	Q1-FY26	Q-o-Q
Operating Income	7,339	6,445	13.9%	5,832	25.8%
Expenses	6,654	5,763	15.5%	5,205	27.8%
Operating EBITDA	685	682	0.4%	627	9.3%
Operating EBITDA Margins (%)	9.33%	10.58%	(125) Bps	10.75%	(142) Bps
Depreciation	122	109	11.9%	123	(0.8)%
Finance Cost	31	36	(13.9)%	26	19.2%
Other Income	143	144	(0.7)%	177	(19.2)%
PBT	675	681	(0.9)%	655	3.1%
Share of Profit of equity accounted Investee	4	2	NA	4	NA
Tax	180	177	1.7%	175	2.9%
Profit After Tax	499	506	(1.4)%	484	3.1%
PAT Margins (%)	6.80%	7.85%	(105) Bps	8.30%	(150) Bps
Other Comprehensive Income	27	6	NA	21	28.6%
Total Comprehensive Income	526	512	2.7%	505	4.2%
Diluted EPS (INR)#	4.178	4.297	(2.8)%	4.108	1.7%

#Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140) and shares held by Subsidiary companies: (No of Shares: 43,78,740)

## Quarterly Consolidated Segmental Breakup





## Half Yearly Consolidated Financial Performance

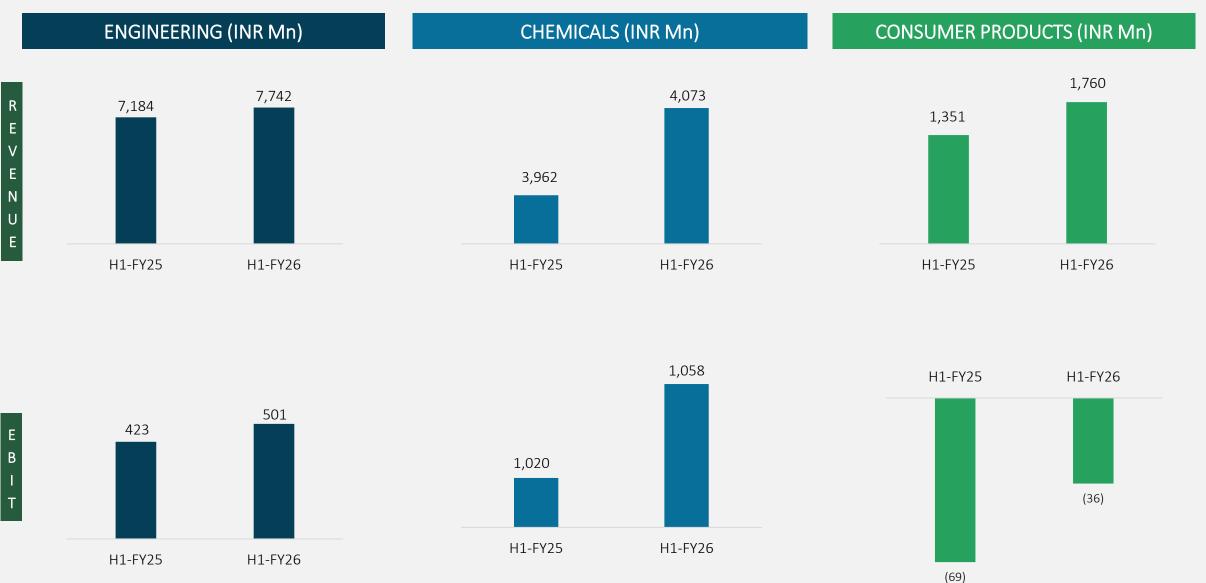


INCOME STATEMENT (INR Mn)	H1-FY26	H1-FY25	Y-o-Y
Operating Income	13,171	12,120	8.7%
Expenses	11,861	10,794	9.9%
Operating EBITDA	1310	1,326	(1.2)%
Operating EBITDA Margins (%)	9.95%	10.94%	(99) Bps
Depreciation	244	213	14.6%
Finance Cost	56	66	(15.2)%
Other Income	320	254	26.0%
PBT	1,330	1,301	2.2%
Share of Profit of equity accounted Investee	8	5	60.0%
Tax	354	352	0.6%
Profit After Tax	984	954	3.1%
PAT Margins (%)	7.47%	7.87%	(40) Bps
Other Comprehensive Income	47	2	NA
Total Comprehensive Income	1,031	956	7.8%
Diluted EPS (INR)#	8.286	8.089	2.4%

#Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140) and shares held by Subsidiary companies: (No of Shares: 43,78,740)

## Half Yearly Consolidated Segmental Breakup







#### Historical Standalone Financial Performance



INCOME STATEMENT (INR Mn)	FY22	FY23	FY24	FY25	H1-FY26
Operating Income	15,094	18,923	21,800	25,401	11,961
Expenses	13,123	16,544	19,129	22,549	10,791
Operating EBITDA	1,971	2,379	2,671	2,852	1,170
Operating EBITDA Margins (%)	13.06%	12.57%	12.25%	11.23%	9.78%
Depreciation	268	281	330	400	220
Finance Cost	76	90	67	84	38
Other Income	461	450	470	512	360
PBT	2,088	2,458	2,744	2,880	1,272
Tax	545	607	703	735	324
Profit After Tax	1,542	1,851	2,041	2,145	948
PAT Margins (%)	10.22%	9.78%	9.36%	8.44%	7.93%
Other Comprehensive Income	(15)	(23)	(9)	(1)	(1)
Total Comprehensive Income	1,527	1,828	2,032	2,144	947
Diluted EPS (INR) @	12.544	15.060	16.603	17.447	7.708

<sup>&</sup>lt;sup>®</sup>Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140)

## Historical Standalone Balance Sheet



PARTICULARS (INR Mn)	FY24	FY25	H1-FY26
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	147	147	147
(B) Other Equity	10,597	12,556	13,319
Total Equity	10,744	12,703	13,466
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	438	1,980	2,848
(ii) Lease Liabilities	87	125	119
(iii) Other financial Liabilities	146	134	121
(B) Provisions	231	173	212
Total Non – Current Liabilities	902	2,412	3,300
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	34	290	330
(ii) Lease Liabilities	33	46	56
(iii) Trade Payables	6,508	7,346	6,669
(iv) Other Financial Liabilities	589	891	734
(B) Other Current Liabilities	4,383	5,071	5,087
(C) Provisions	72	68	84
(D) Liabilities for current tax (Net)	43	87	86
Total Current Liabilities	11,662	13,799	13,046
GRAND TOTAL - EQUITIES & LIABILITES	23,308	28,914	29,812

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PARTICULARS (INR Mn)	FY24	FY25	H1-FY26
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	2,149	2,414	4,809
(B) Capital Work-in-progress	607	3,170	2,016
(C) Right-of-Use Assets	357	374	362
(D) Other Intangible Assets	125	165	101
(E) Financial Assets			
(i) Investments	842	855	862
(ii) Trade Receivables	9	7	6
(iii) Loans	220	618	629
(iv) Other Financial Assets	87	91	109
(F) Other Non-Current Assets	242	469	415
(G) Deferred Tax Assets	78	73	50
Total Non – Current Assets	4,716	8,236	9,359
Current Assets			
(A) Inventories	1,887	2,410	3,302
(B) Financial Assets			
(i) Investments	5	4	6
(ii) Trade Receivables	9,217	11,254	10,112
(iii) Cash & Cash Equivalents	1,104	1,158	1,644
(iv) Bank Balances	4,246	3,086	1,761
(v) Loans	408	122	180
(vi) Other Financial Assets	142	107	58
(C) Other current assets	1,583	2,537	3,390
Total Current Assets	18,592	20,678	20,453
GRAND TOTAL – ASSETS	23,308	28,914	29,812

#### Historical Consolidated Financial Performance



INCOME STATEMENT (INR Mn)	FY22	FY23	FY24	FY25	H1-FY26
Operating Income	15,769	19,896	23,479	27,371	13,171
Expenses	13,637	17,346	20,759	24,432	11,861
Operating EBITDA	2,132	2,550	2,720	2,939	1,310
Operating EBITDA Margins (%)	13.52%	12.82%	11.58%	10.74%	9.95%
Depreciation	280	291	364	445	244
Finance Cost	100	92	121	135	56
Other Income	417	411	439	486	320
PBT	2,169	2,578	2,674	2,845	1,330
Share of Profit of equity accounted Investee	4	9	15	10	8
Tax	556	637	735	772	354
Profit After Tax	1,617	1,950	1,954	2,083	984
PAT Margins (%)	10.25%	9.80%	8.32%	7.61%	7.47%
Other Comprehensive Income	(10)	(17)	(3)	1	47
Total Comprehensive Income	1,607	1,933	1,951	2,084	1,031
EPS Diluted (INR) <sup>@</sup>	13.730	16.595	16.534	17.530	8.286

<sup>&</sup>lt;sup>®</sup>Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140) and shares held by Subsidiary companies: (No. of Shares- 43,78,740)

## Historical Consolidated Balance Sheet

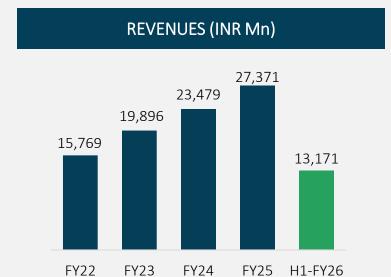


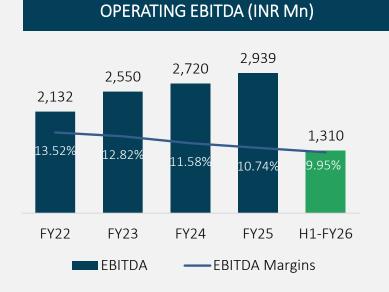
PARTICULARS (INR Mn)	FY24	FY25	H1-FY26
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	142	142	142
(B) Other Equity	10,037	11,937	12,784
Equity attributable to owners	10,179	12,079	12,926
Non Controlling Interest	19	16	22
Total Equity	10,198	12,095	12,948
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	1,091	2,521	3,463
(ii) Lease liabilities	110	143	135
(iii) Other Financial Liabilities	146	133	121
(B) Provisions	261	208	248
(C) Deferred Tax Liabilities (Net)	93	88	88
(D) Other Non-Current Liabilities	4		
Total Non – Current Liabilities	1,705	3,093	4,055
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	285	510	546
(ii) Lease liabilities	38	53	63
(iii) Trade Payables	6,946	7,790	7,281
(iv) Other Financial Liabilities	633	944	799
(B) Other Current Liabilities	4,545	5,199	5,195
(C) Provisions	84	78	106
(D) Liabilities for current tax (Net)	60	107	112
Total Current Liabilities	12,591	14,681	14,102
GRAND TOTAL - EQUITIES & LIABILITES	24,494	29,869	31,105

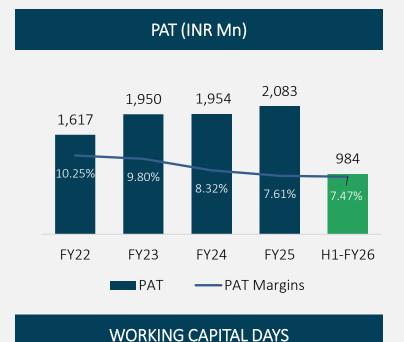
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PARTICULARS (INR Mn)	FY24	FY25	H1-FY26
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	3,018	3,280	5,770
(B) Capital Work-in-progress	607	3,178	2,028
(C) Right-of-Use Assets	383	394	381
(D) Other Intangible Assets	162	203	145
(E) Goodwill	102	102	102
(F) Investment accounted using Equity Method	62	68	76
(G) Financial Assets			
(i) Investments	55	59	62
(ii) Trade Receivables	42	7	6
(iii) Other Financial Assets	158	154	168
(H) Deferred Tax Assets (Net)	85	77	54
(I) Other Non-Current Assets	308	536	483
(J) Non-Current Tax Assets	6	8	6
Total Non – Current Assets	4,988	8,066	9,281
Current Assets			
(A) Inventories	2,365	2,990	3,861
(B) Financial Assets			
(i) Investments	5	4	6
(ii) Trade Receivables	9,348	11,339	10,446
(iii) Cash & Cash Equivalents	1,536	1,493	2,045
(iv) Bank Balances	4,343	3,165	1,856
(v) Loans	79	53	104
(vi) Other Financial Assets	160	133	83
(C) Current Tax Assets (Net)	11	5	6
(D) Other Current Assets	1,659	2,621	3,417
Total Current Assets	19,506	21,803	21,824
GRAND TOTAL – ASSETS	24,494	29,869	31,105

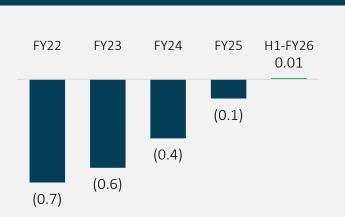
#### **Consolidated Financial Performance**



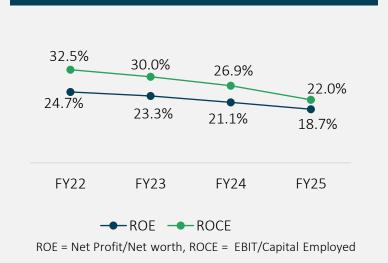








**NET DEBT/EQUITY** 



**RETURN RATIOS** 



## Market Data (Bloomberg – ION IN, Reuters – IONX.BO)

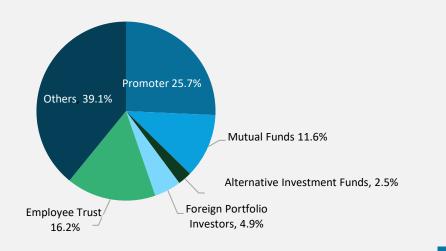


#### 1 YEAR SHARE PRICE MOVEMENT (UP TO 30<sup>th</sup> September 2025)



PRICE DATA (As on 30 <sup>th</sup> September 2025)					
Face value (INR)	1.00				
Market Price (INR)	403.65				
52 Week H/L (INR)	744.00 / 400.00				
Market Cap (INR Mn)	59,201.97				
Equity Shares Outstanding (Mn)	146.67				
1 Year Avg. trading volume ('000)	260.79				

#### SHAREHOLDING PATTERN (As on 30<sup>th</sup> September 2025)



#### Disclaimer



#### lon Exchange (India) Limited

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