



Date: **February 14, 2024**

HO-425-S

To
BSE Limited
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 in terms of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")

Subject: **Investor(s) Presentation on financial performance of the Company for the quarter and nine-months ended December 31, 2023**

1. This is in continuation to our intimation dated February 05, 2024, for Conference Call being organized on **Wednesday, February 14, 2024 at 4:00 p.m. i.e., 16:00 hours (IST)**, to discuss the financial performance of the Company for the quarter and nine-months ended December 31, 2023.
2. In terms of Regulation 30 and any other regulation(s), if applicable, read with Part A of Schedule III of the Listing Regulations, please find enclosed herewith Investor(s) Presentation, which would be presented during the schedule Conference Call.
3. This Investor Presentation is also being disclosed on the website of the Company i.e., www.isgpec.com under "Schedule of Analysts/Investor meet" section.
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

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

Encl.: **As above**



Isgec Heavy Engineering Ltd.

**Investor Presentation
Q3 & 9M FY24**



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.

Table of Contents

- ▶ **Company Overview**
- ▶ **Q3 & 9M FY24 Performance Highlights**
- ▶ **Order Book Position**
- ▶ **Annual Performance Highlights**
- ▶ **Annexures**



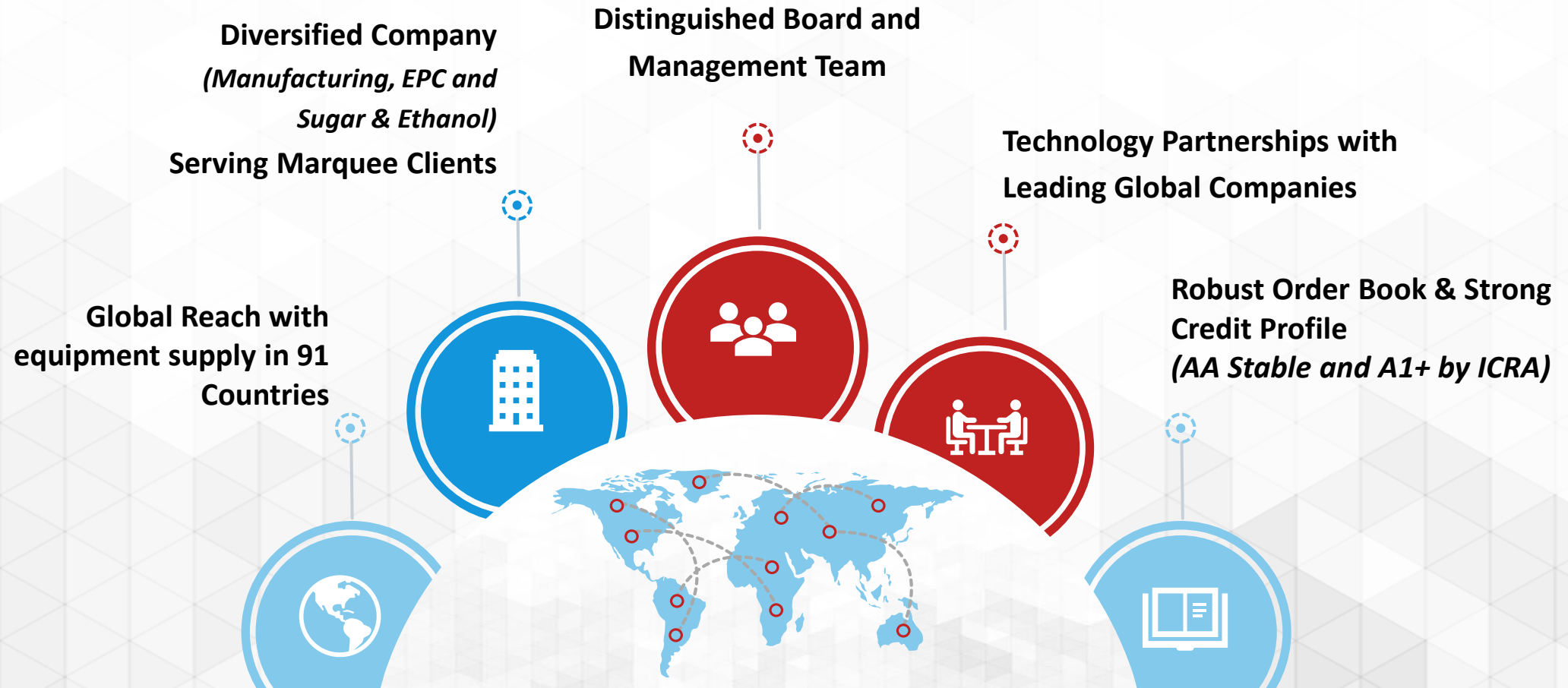


Company Overview





Isgec at Glance

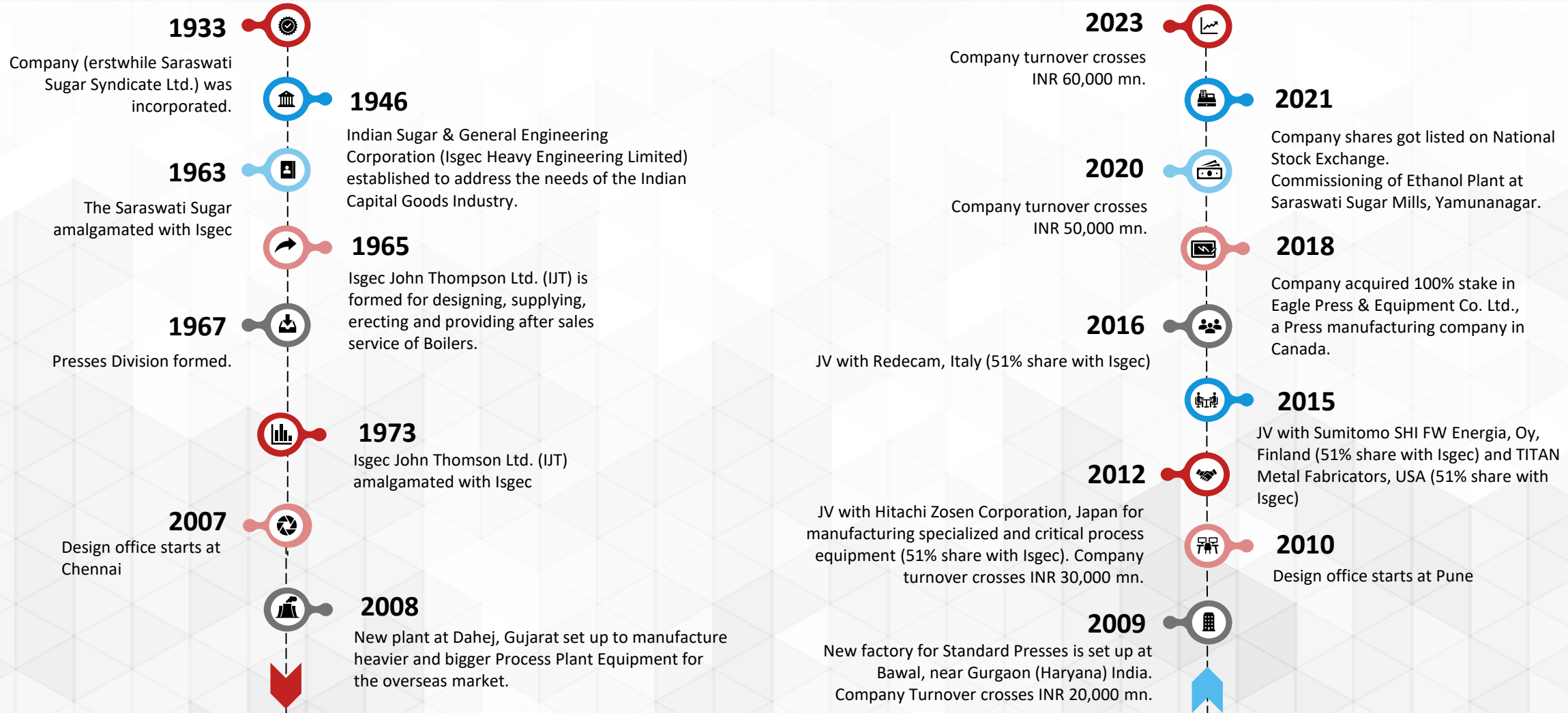


90 Years and Going Strong



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



*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

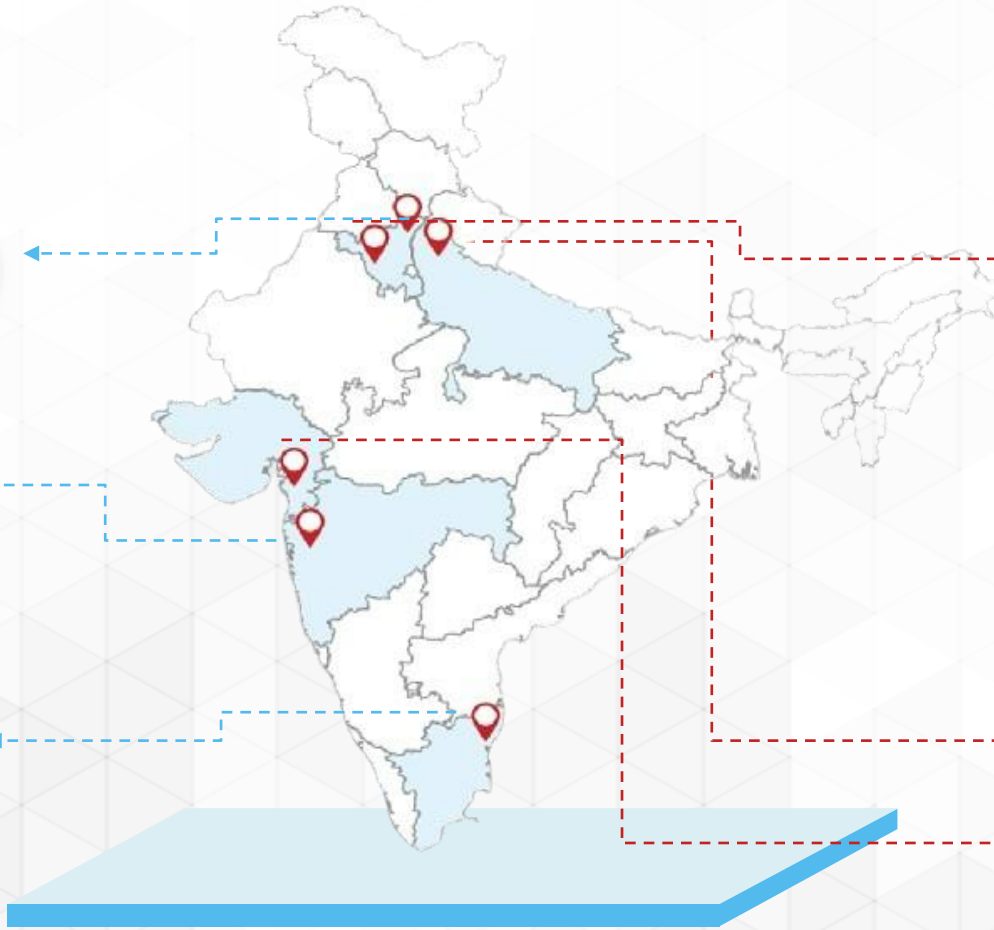
Noida,
Uttar Pradesh



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

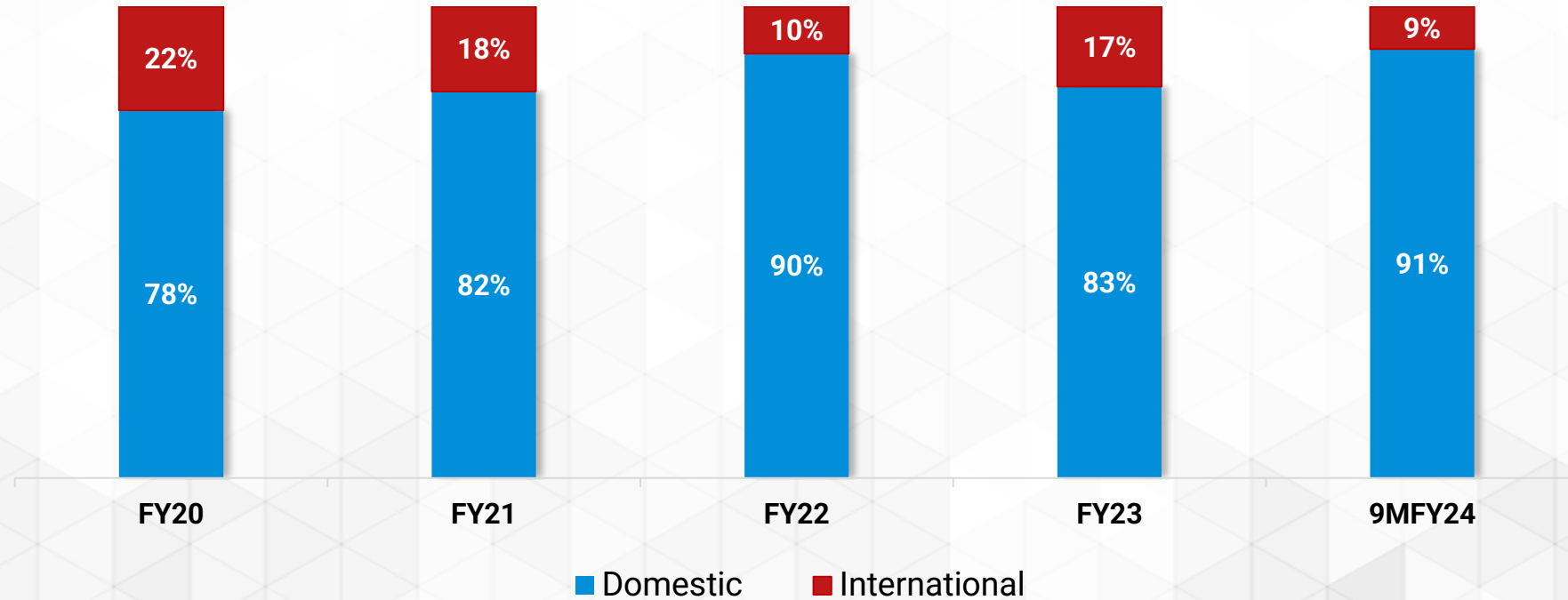
Eagle Press & Equipment Co. Ltd.,
Windsor, Canada

Cavite Biofuel Producers Inc. (CBPI),
Philippines



Revenue Diversification across Geographies

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



International Sales contributed ~9% Revenue in 9MFY24 and ~12% of the Total Order Book as on 31st December 2023



Strategic Technology Partnerships

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

NEM Energy B.V.,
Netherlands

CB&I Technology Inc.,
USA

Babcock Power
Environmental Inc.,
USA

Thermal Engineering
International (TEi),
USA

Fuel Tech Inc.,
USA

wood.

nem



TEi



APT
AUTOMATION - PRESSES - TOOLING

Sumitomo
SHI FW

BHI-FW

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



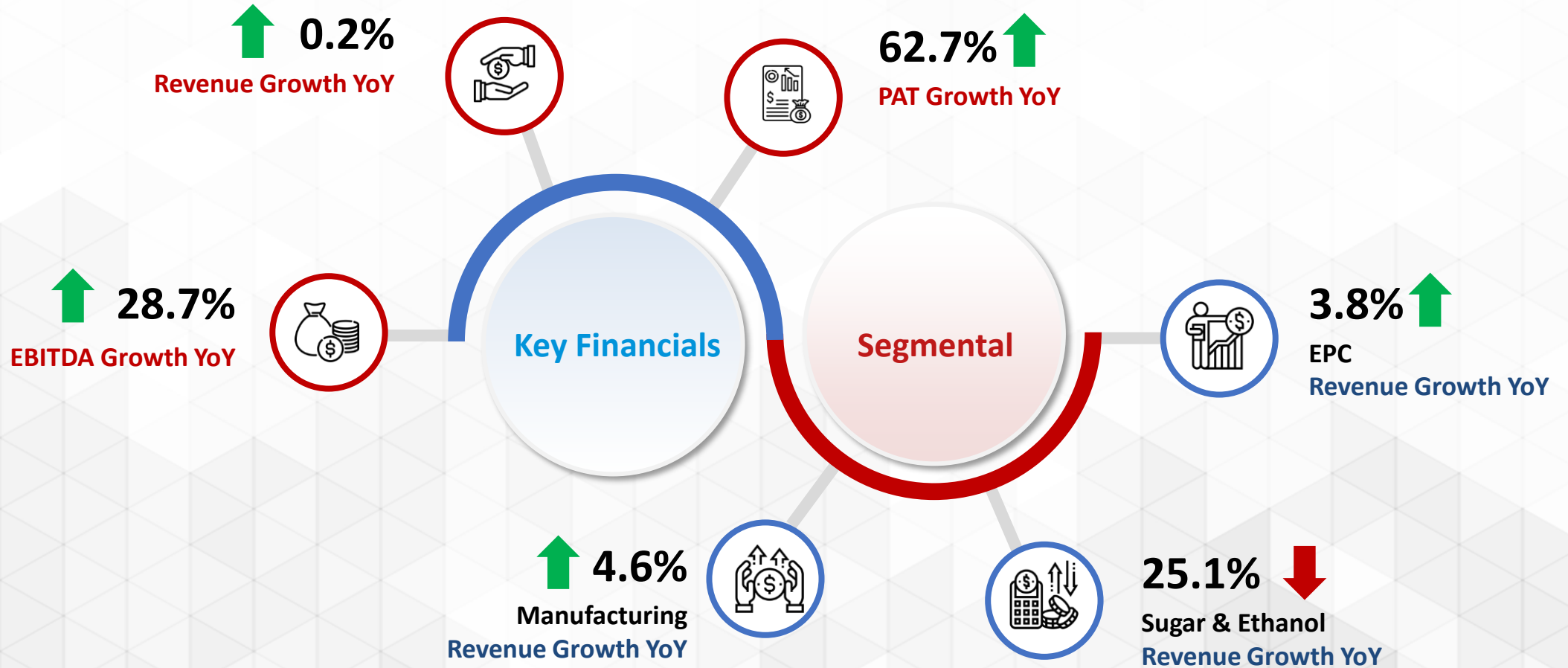
Performance Highlights

Q3 & 9M FY24





9MFY24 Snapshot



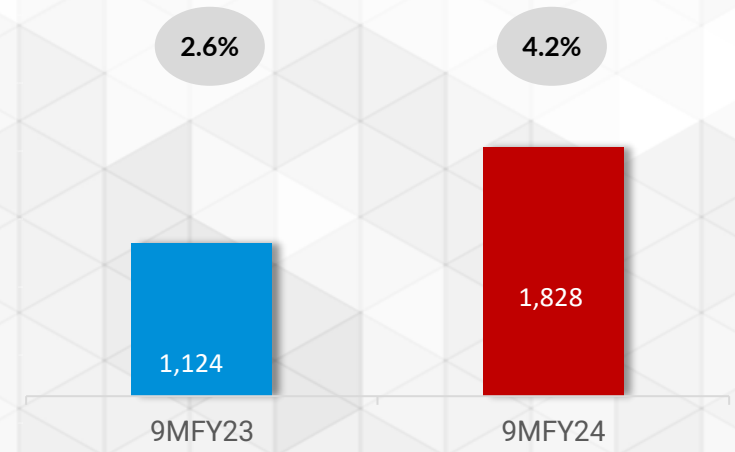
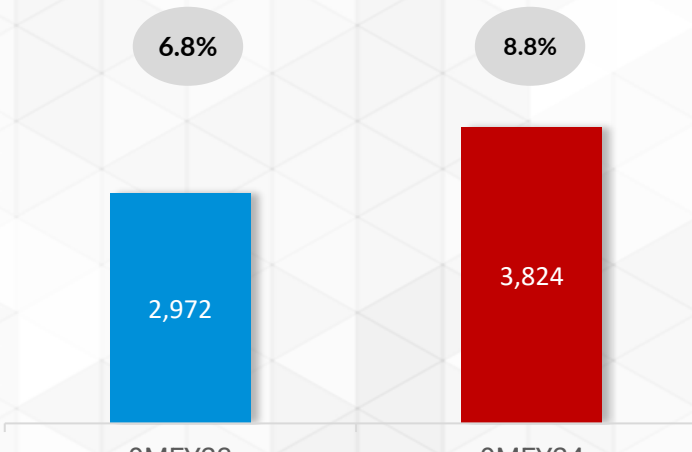
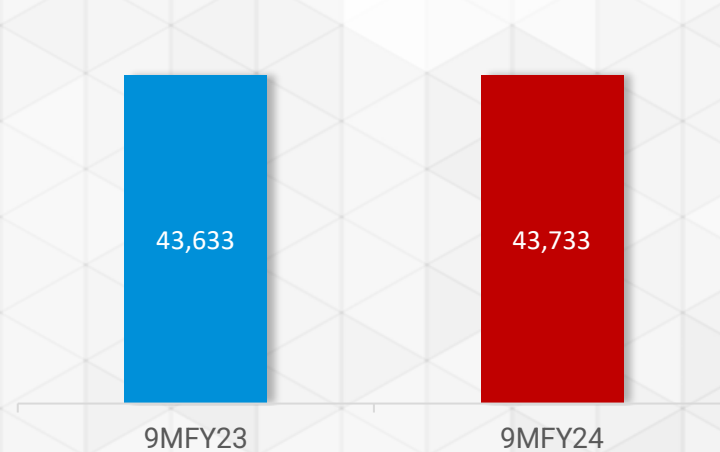
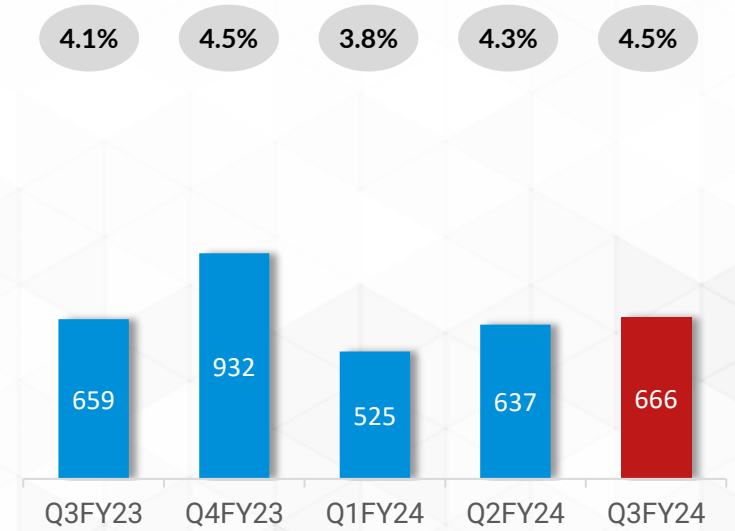
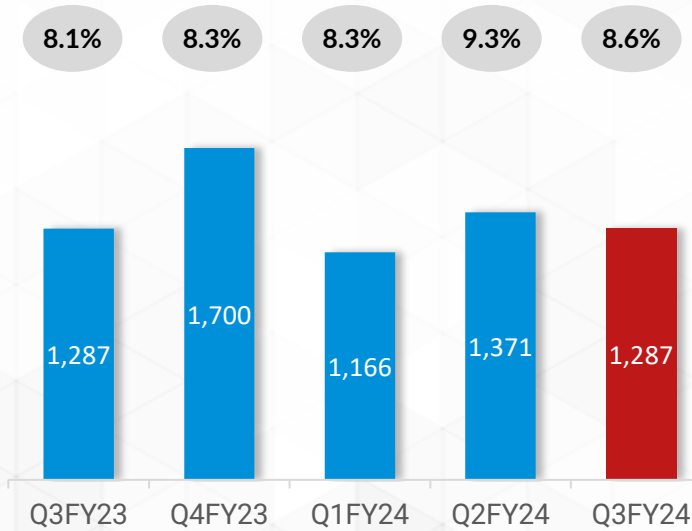
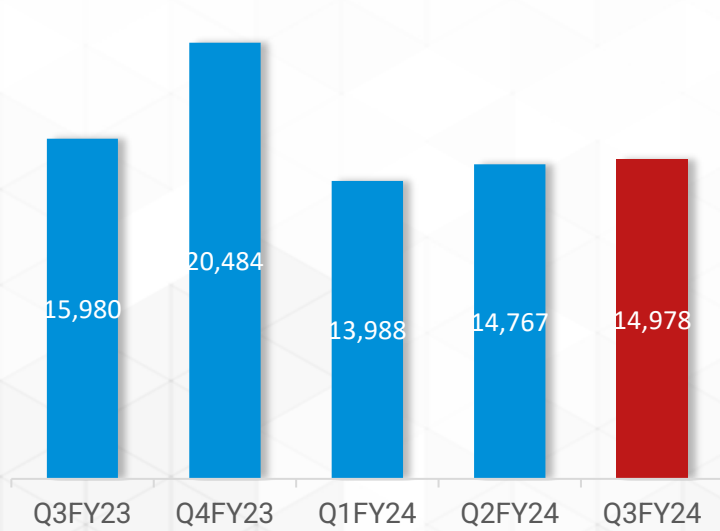


Key Financial Highlights – Q3 & 9M FY24 (in Rs. Mn)

Revenue

EBITDA & EBITDA Margin (%)

PAT & PAT Margin (%)





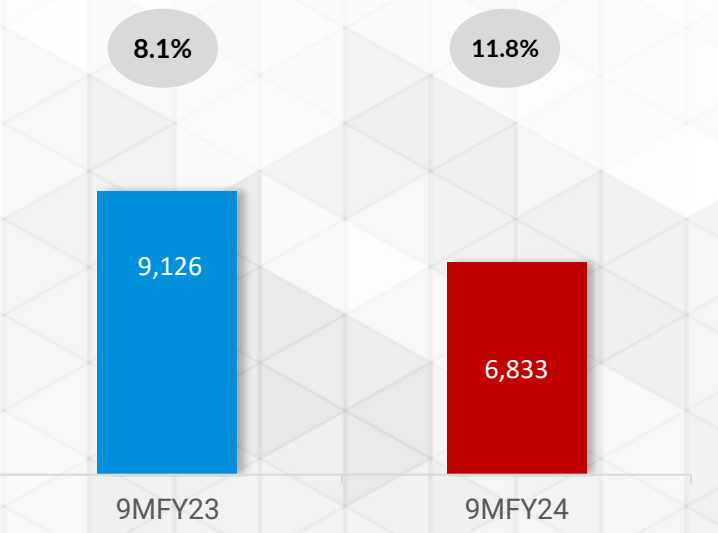
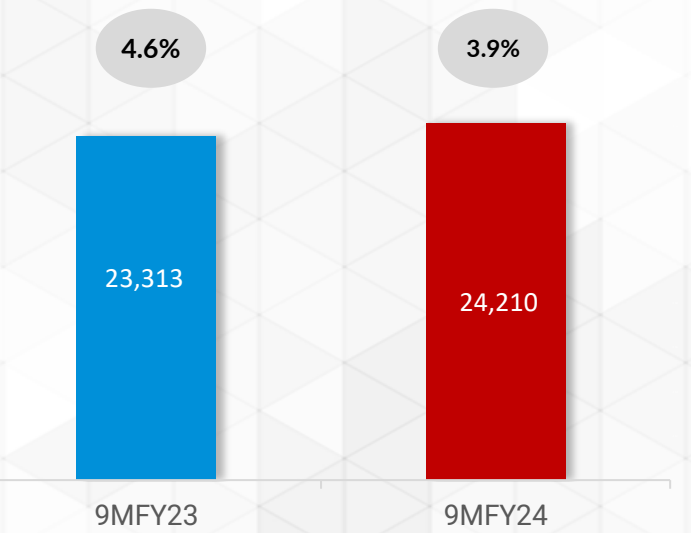
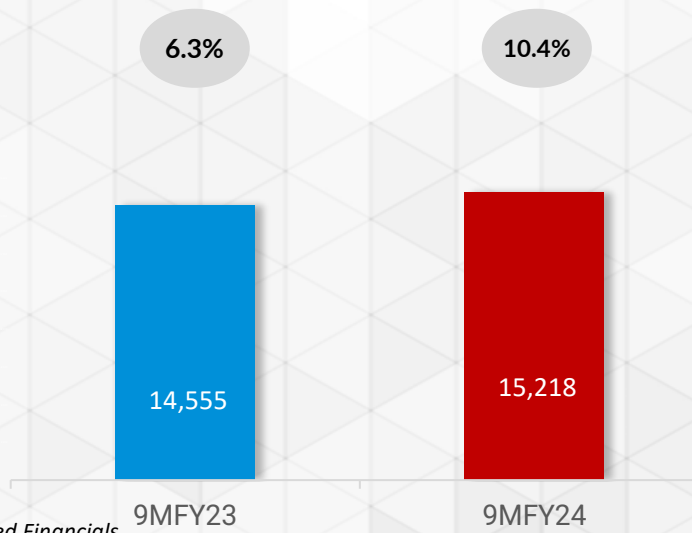
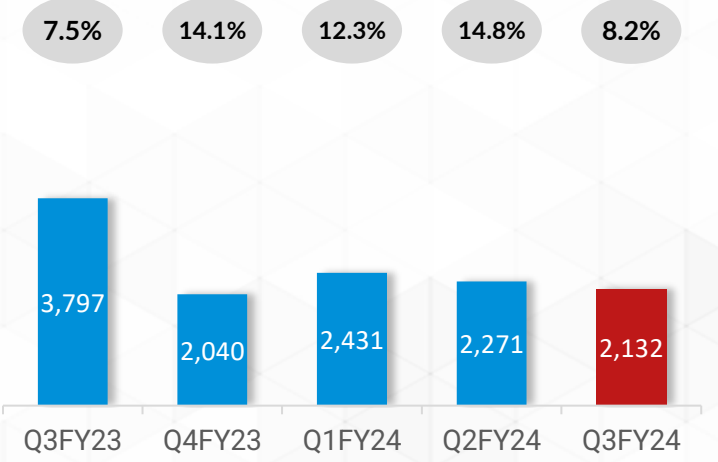
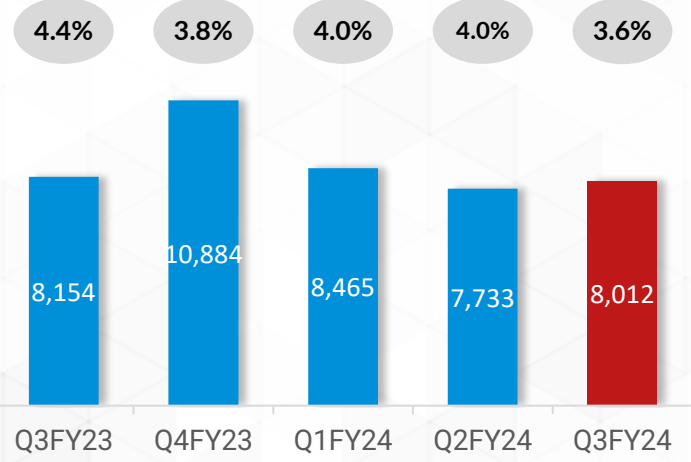
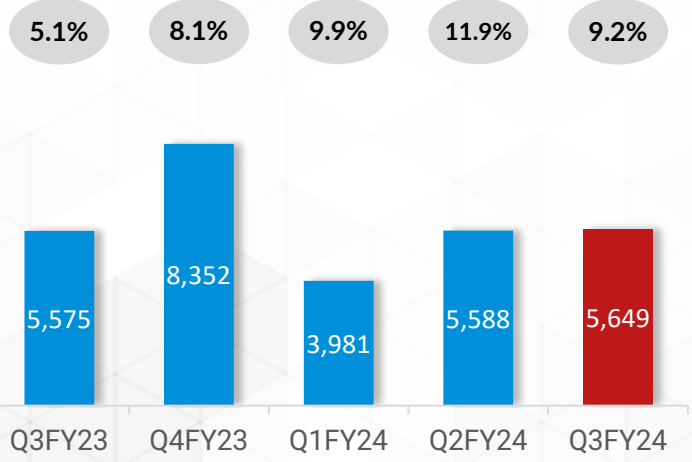
Segmental Highlights – Q3 & 9M FY24 (in Rs. Mn)

Revenue & EBIT Margin (%)

Manufacturing

EPC

Sugar & Ethanol (Excludes Ethanol Plant under construction)



*Consolidated Financials



Order Book Position





Robust Order Book (Consolidated)

Orders Booked during the Quarter (in Rs. Mn)



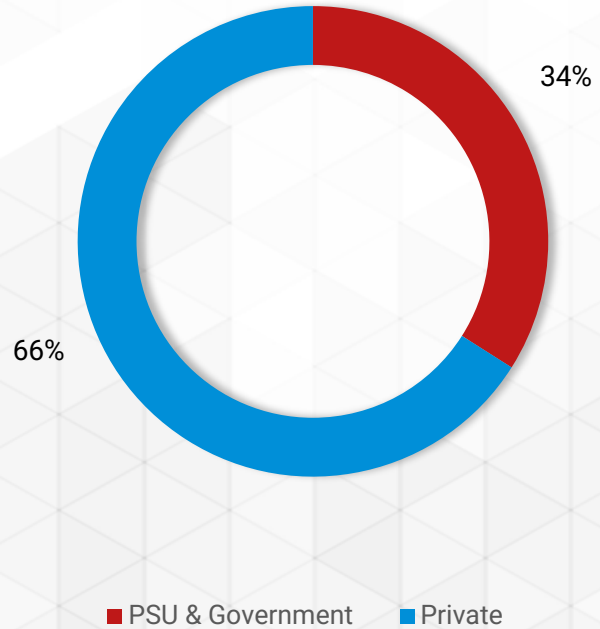
Order Book as at end of Quarter/Financial Year (in Rs. Mn)



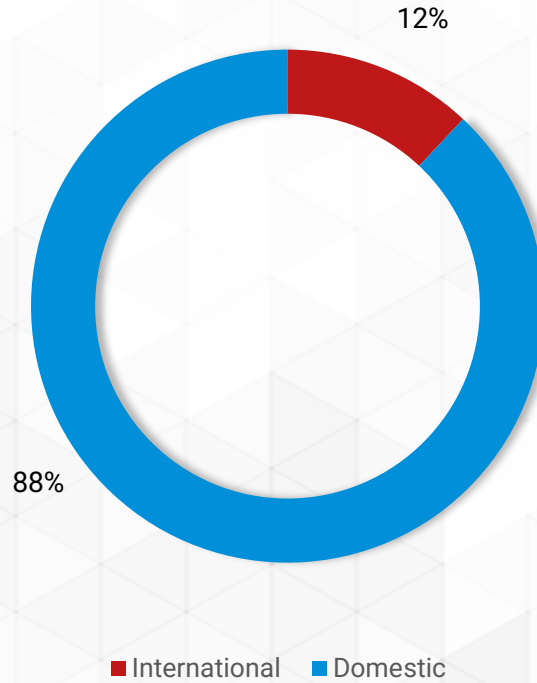


Order Book Composition (Consolidated)

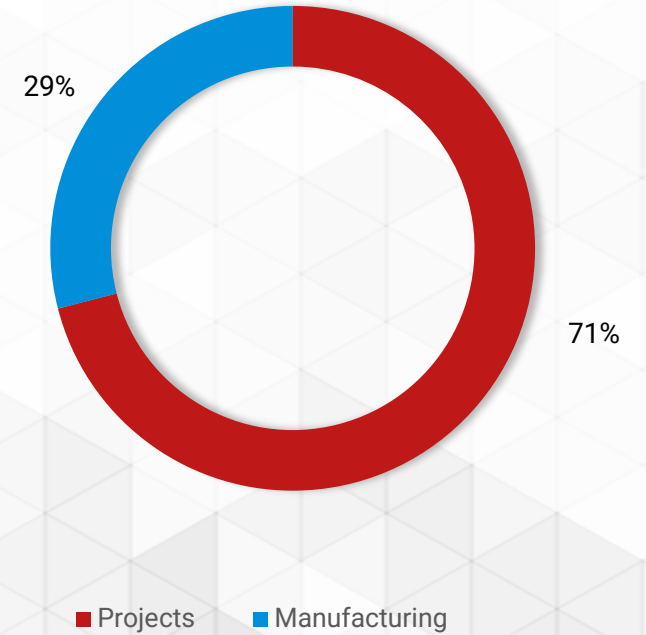
Sector wise



Geography wise



Segment wise

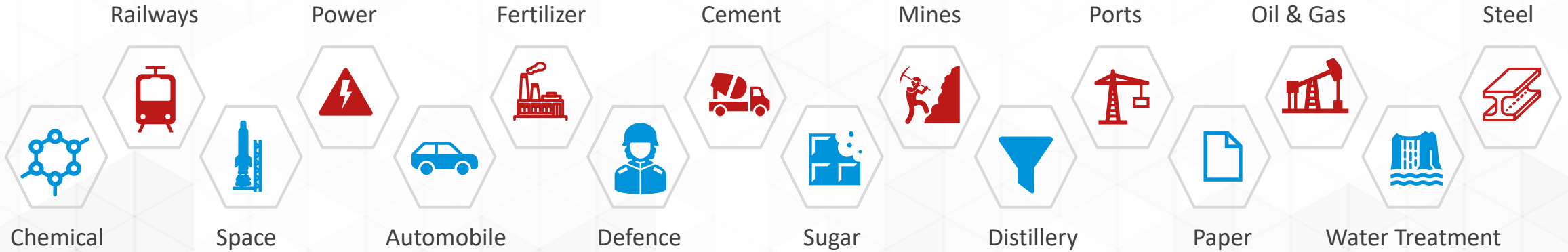


Order Book Rs. 85,840 Mn (as on 31ST December 2023)

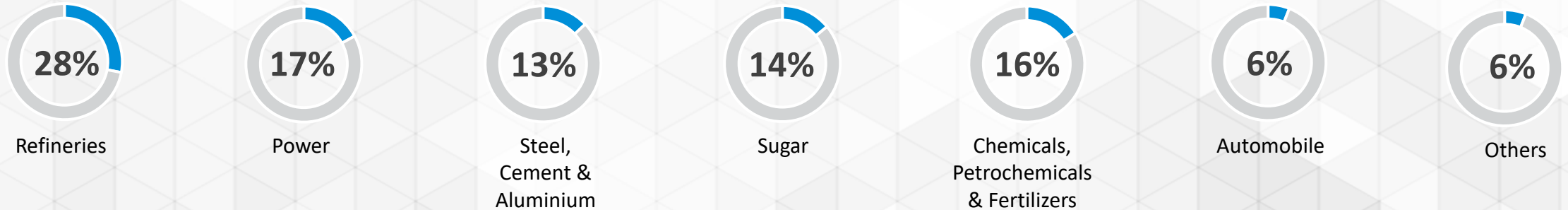


Diversified across Sectors

Consolidated Order Book Rs. 85,840 Mn *



Composition by Industry



Comfortably placed to counter the Cyclicity of any specific industry

* as on 31st December 2023



Annual Performance Highlights



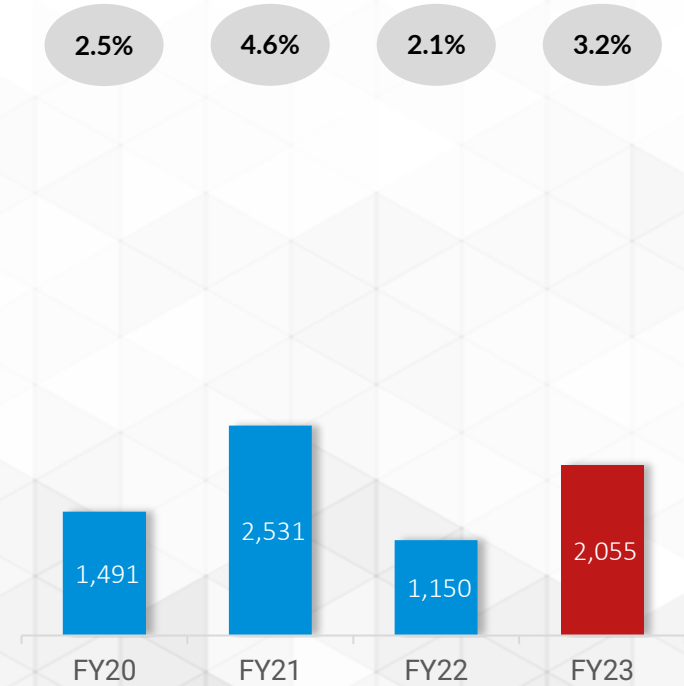
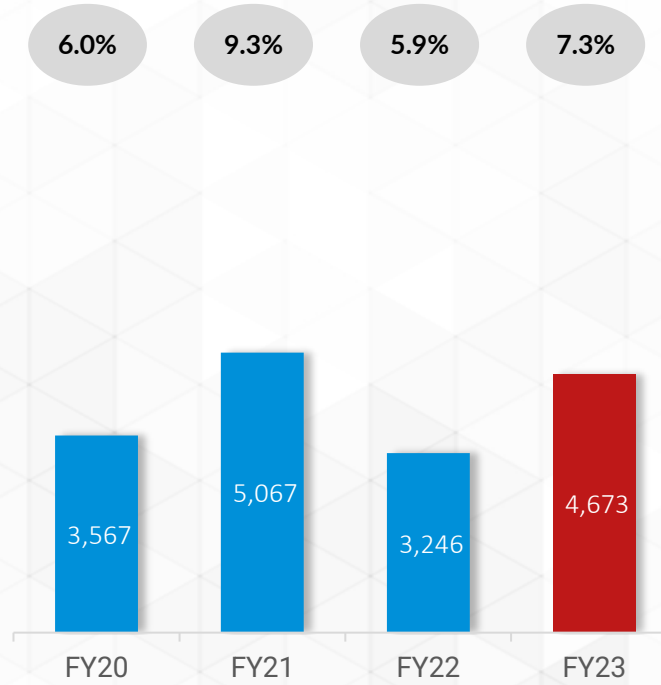


Key Financial Highlights – Annual (in Rs. Mn)

Revenue

EBITDA & EBITDA Margin (%)

PAT & PAT Margin (%)

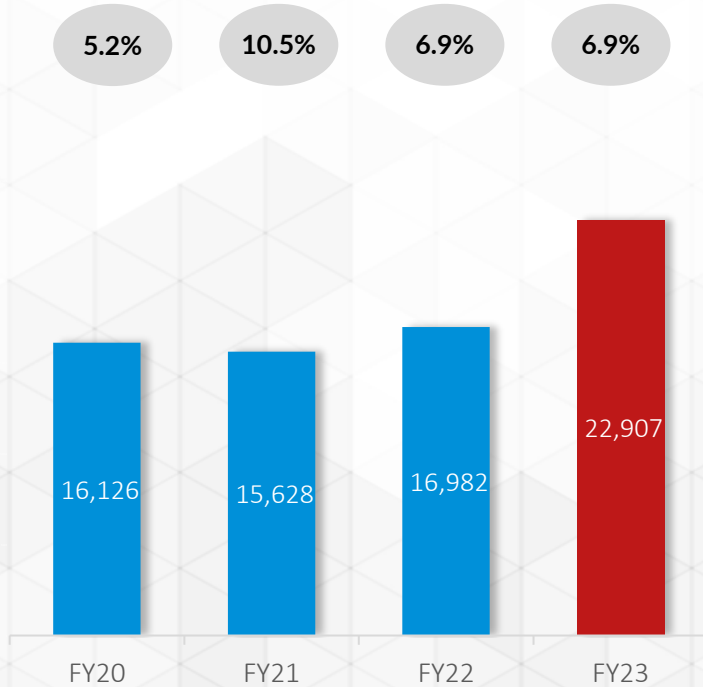




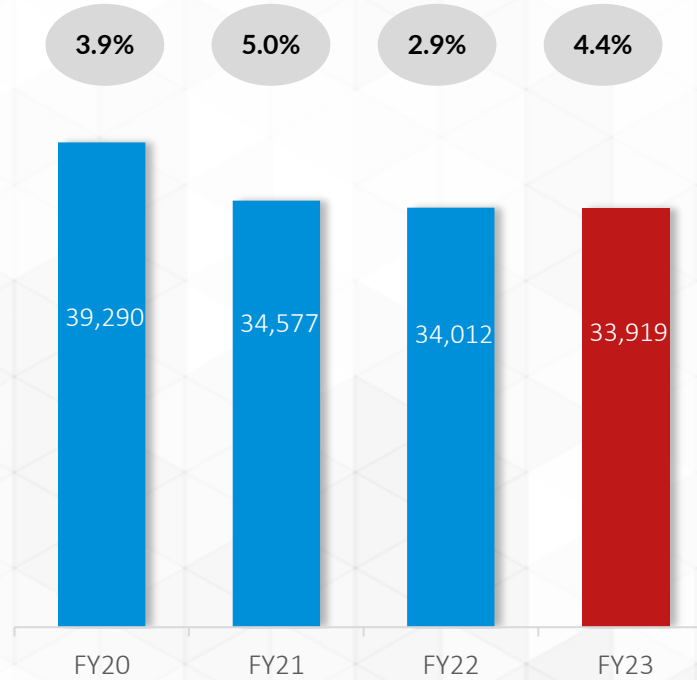
Segmental Highlights – Annual (in Rs. Mn)

Revenue & EBIT Margin (%)

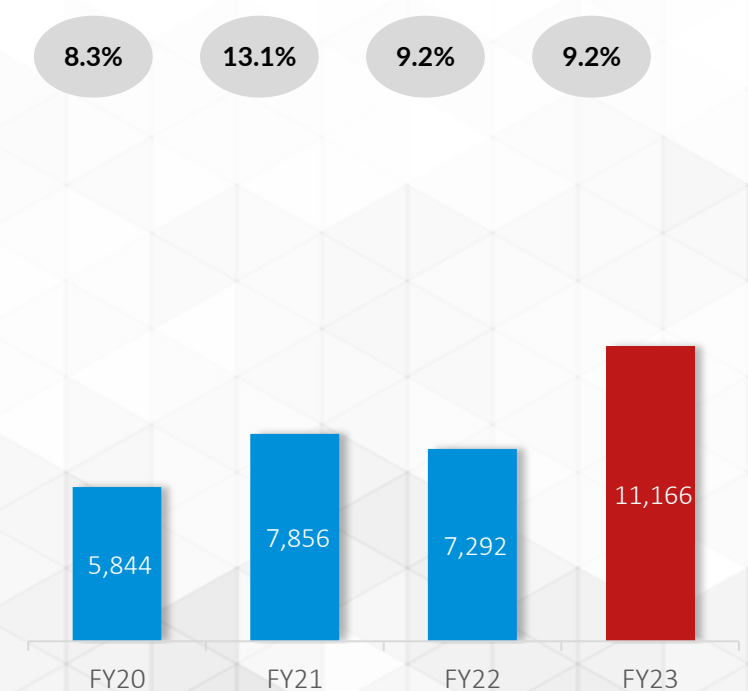
Manufacturing



EPC



Sugar & Ethanol





Annexures





Corporate Structure (Subsidiaries & Joint Ventures)

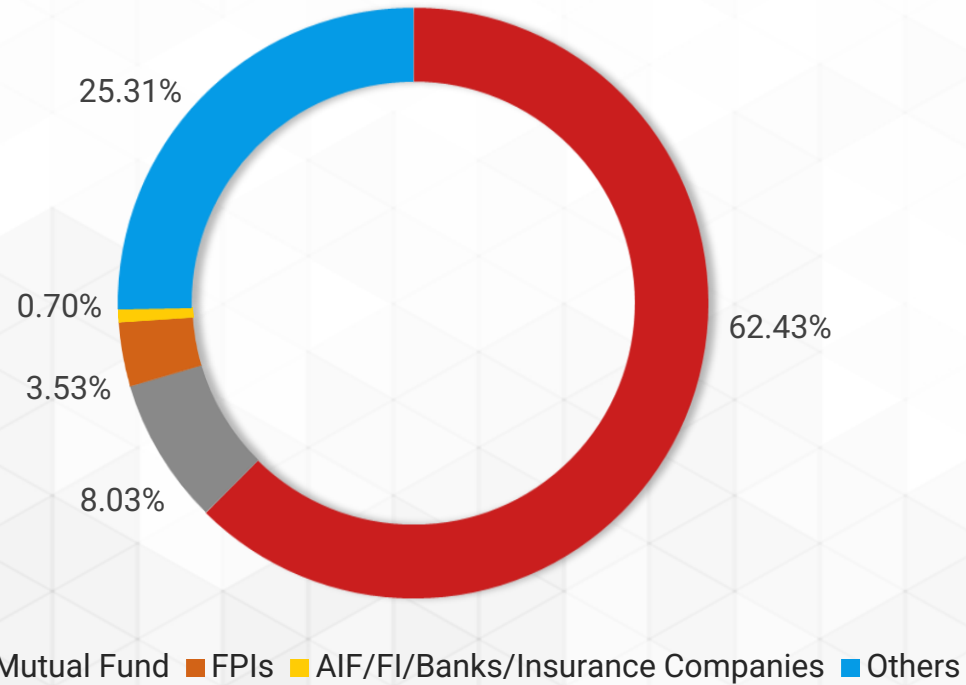


*Stepdown Subsidiary of Isgec Investments Pte. Ltd.



Shareholders Information

Shareholding structure – 31st December 2023



Shareholder Information as on 31st December 2023

BSE Ticker	533033
NSE Symbol	ISGEC
Market Cap (in Rs. Mn)	72,161.9
% Free- float	37.6%
Free Float Market Cap (in Rs. Mn)	27,111.2
Shares Outstanding (Mn)	73.5
3M ADTV (Shares)	1,62,343
3M ADTV (in Rs. Mn)	139.1
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
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Registered Office

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

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Building a better
working world

Ernst & Young LLP

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