



# Isgec Heavy Engineering Ltd.

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**Investor Presentation  
Q4 & FY24**



# Safe Harbour

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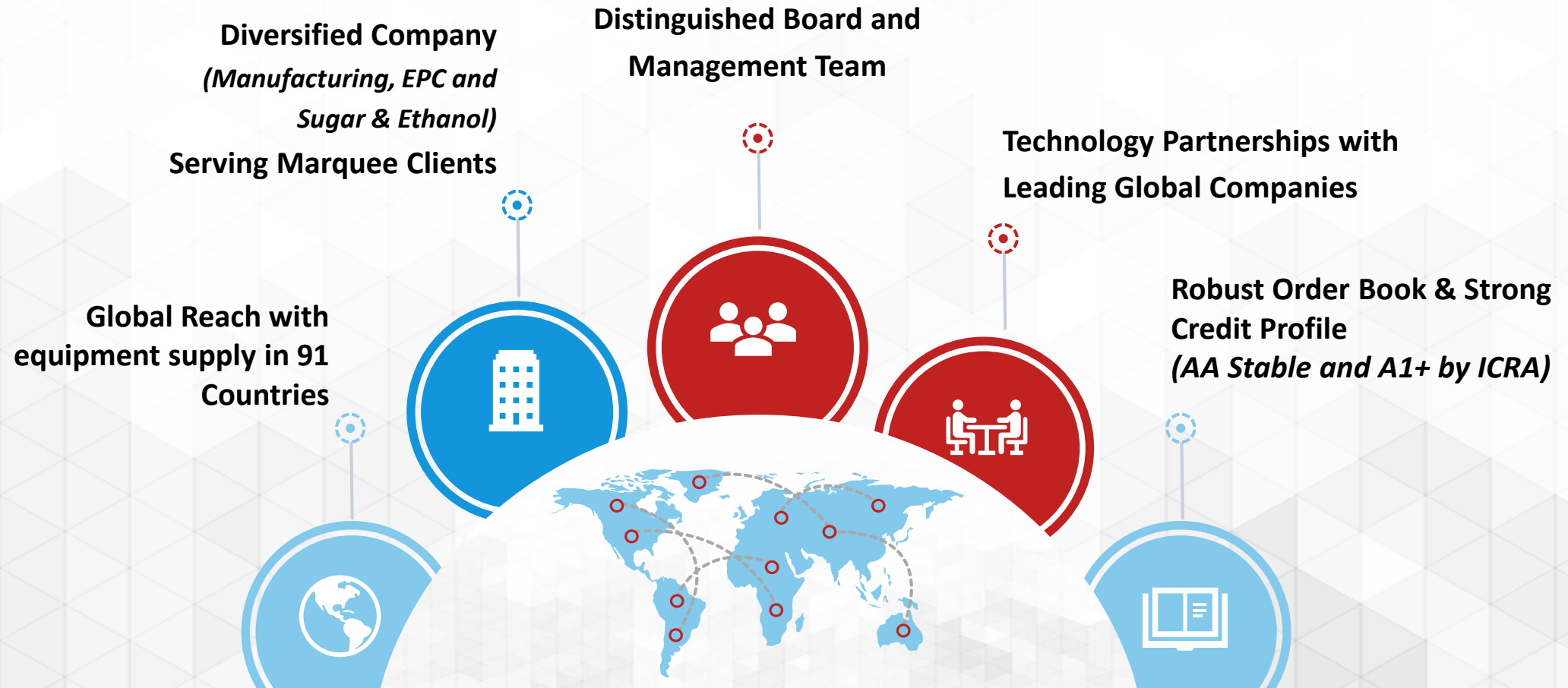
# Company Overview

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## Isgec at Glance



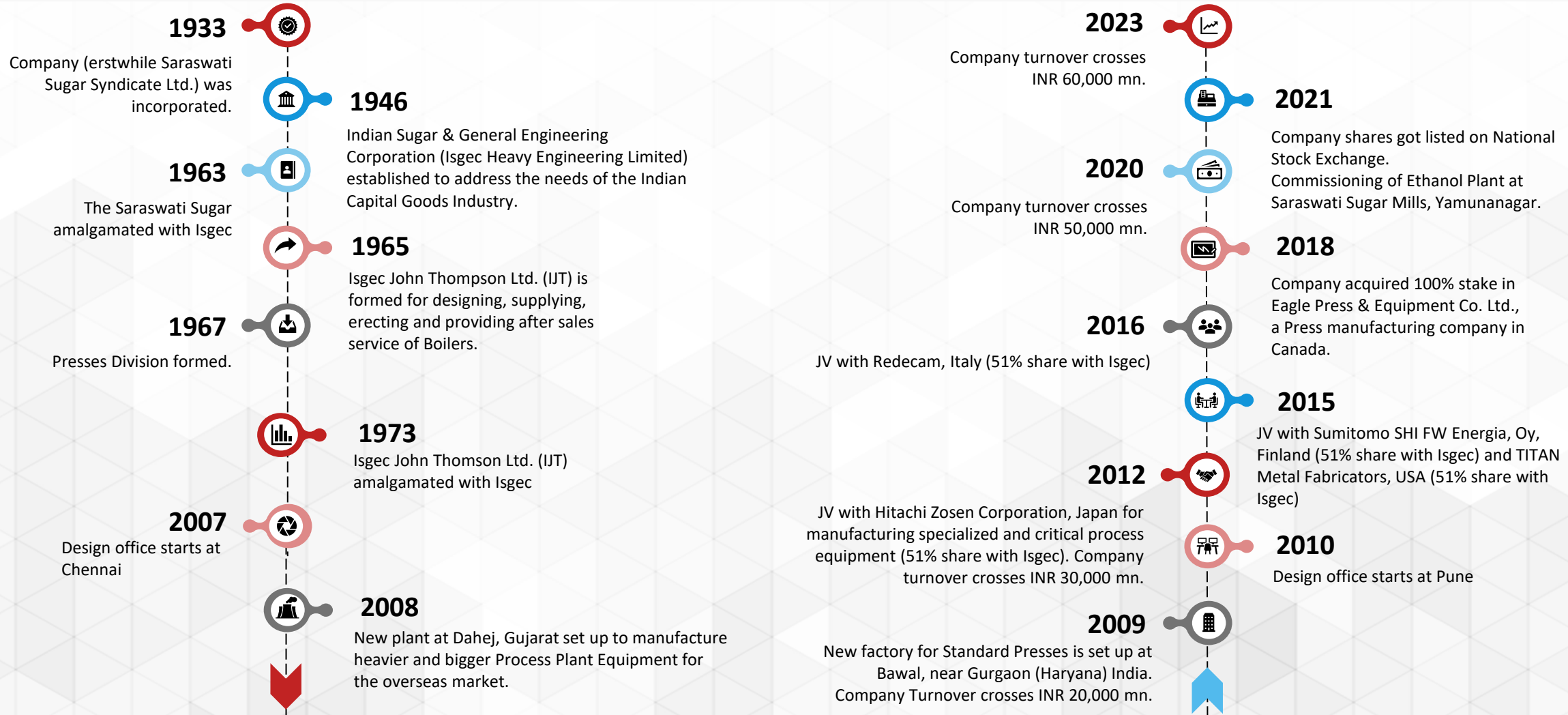
**90 Years and Going Strong**





# 90 Years & Going Strong

Incorporated in 1933 as a **Sugar Manufacturing Company**. Transformed into a **Diversified Heavy Engineering Company** with 86% Consolidated Revenues\* coming from Engineering Products and Projects



\*FY24 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  
**52%**  
Revenue\*

Sugar and Ethanol contributed 14% to Consolidated Revenue in FY24



# Serving Marquee Clientele across Sectors



TOSHIBA



ALSTOM

Technip

ABB

SIEMENS







# Manufacturing Facilities ensuring Pan-India Presence

## EPC Offices

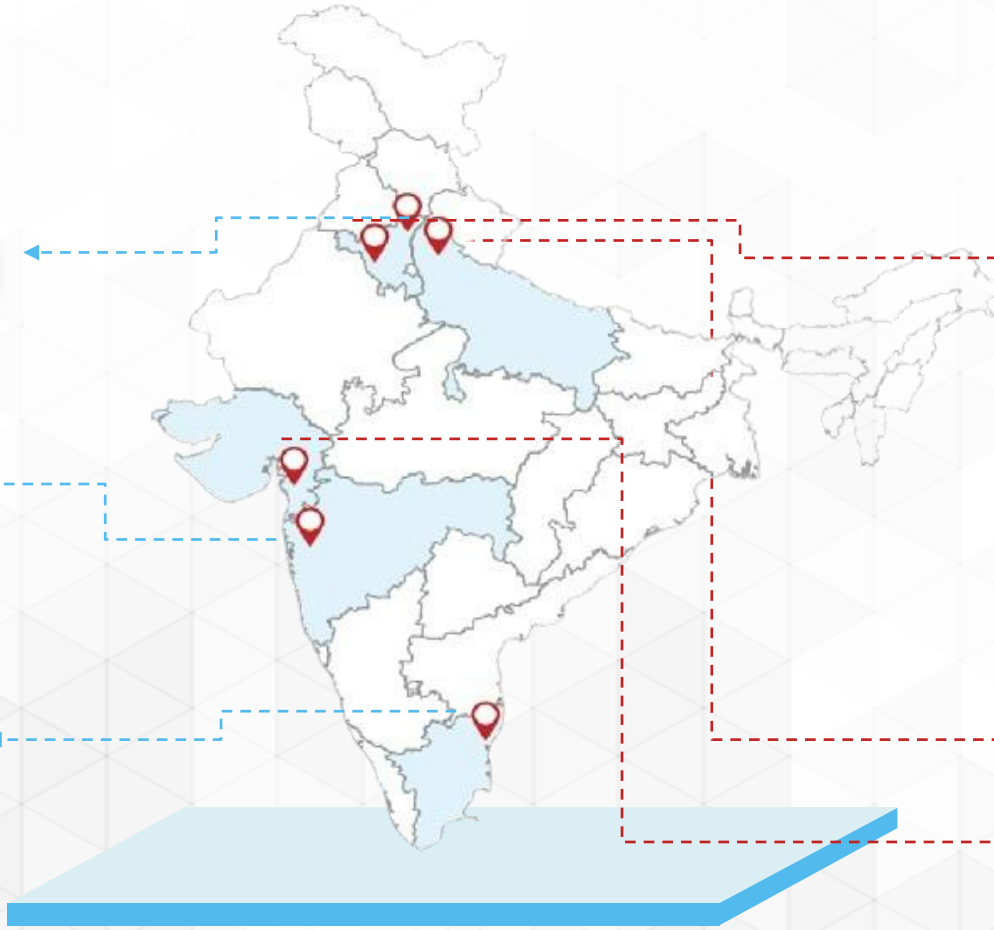
Noida,  
Uttar Pradesh



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

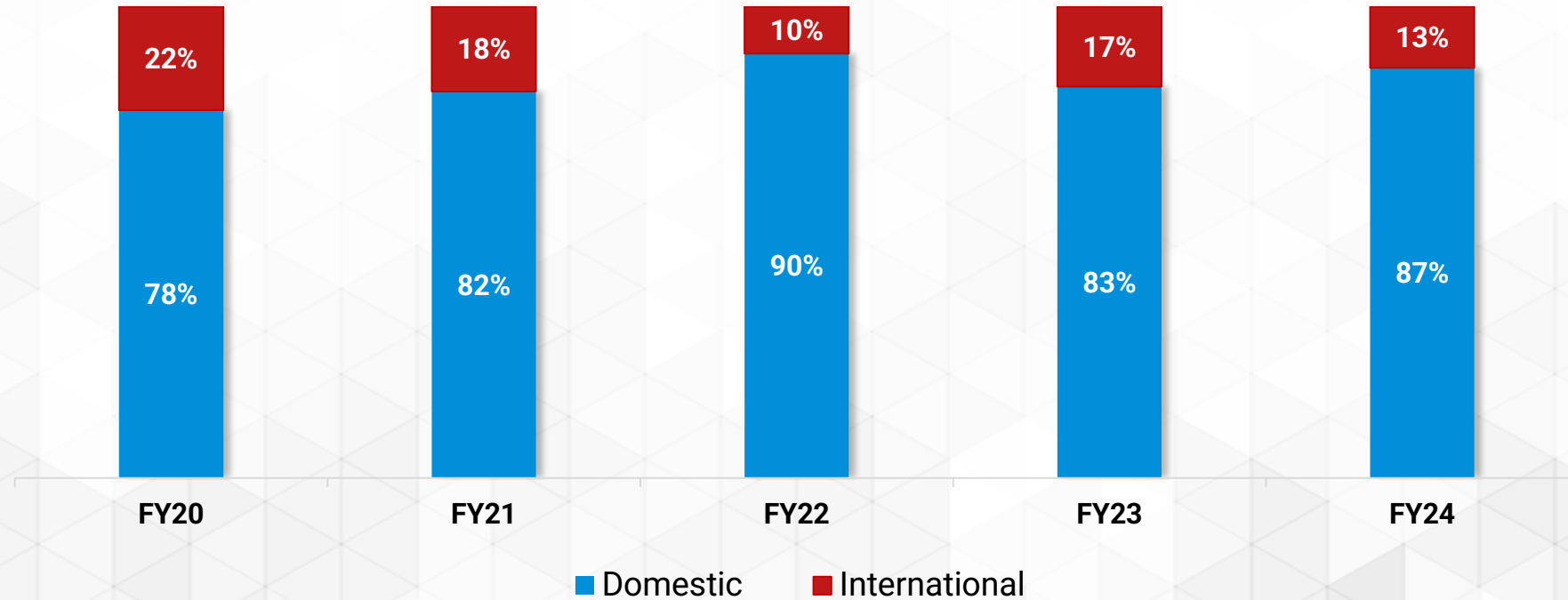
Eagle Press & Equipment Co. Ltd.,  
Windsor, Canada

Cavite Biofuel Producers Inc. (CBPI),  
Philippines



## Revenue Diversification across Geographies

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





# 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

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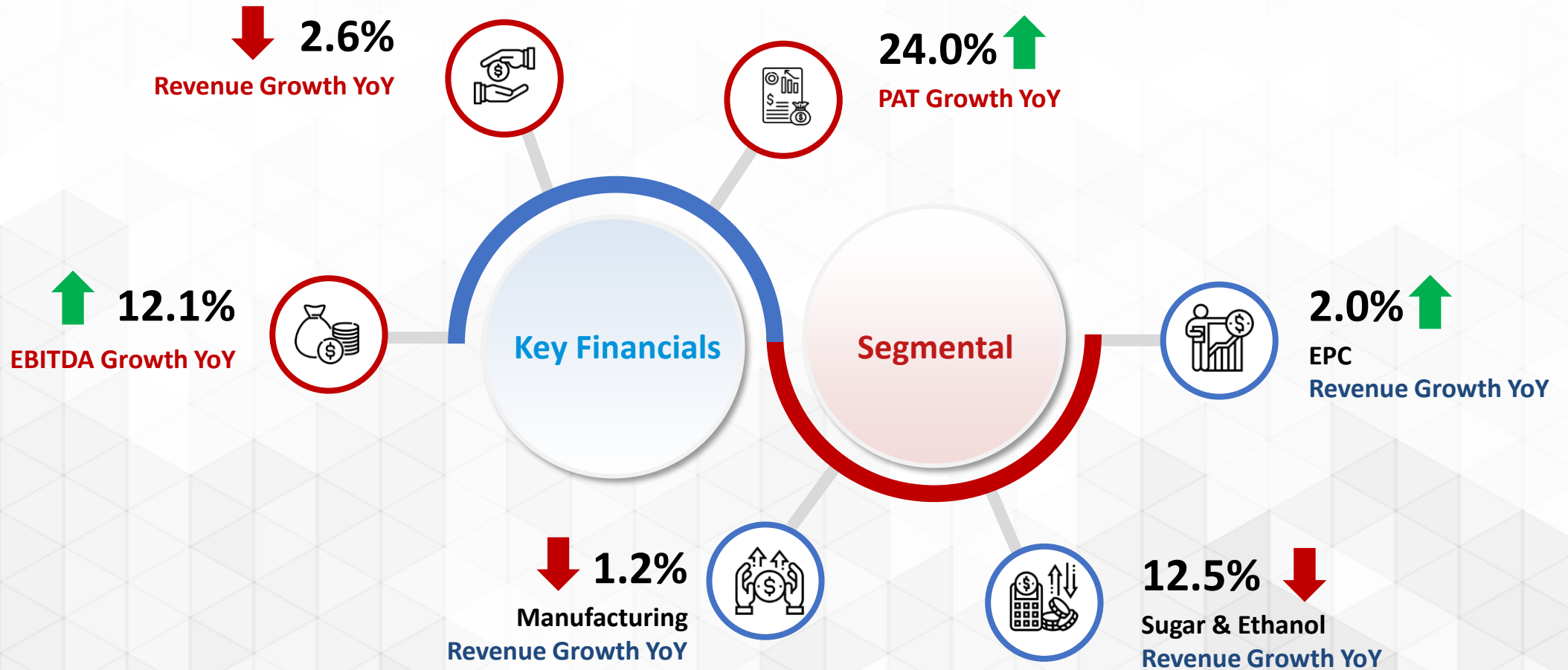
Q4 & FY24







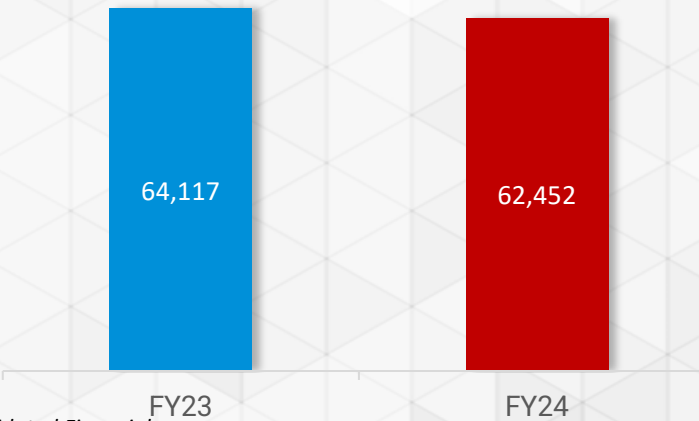
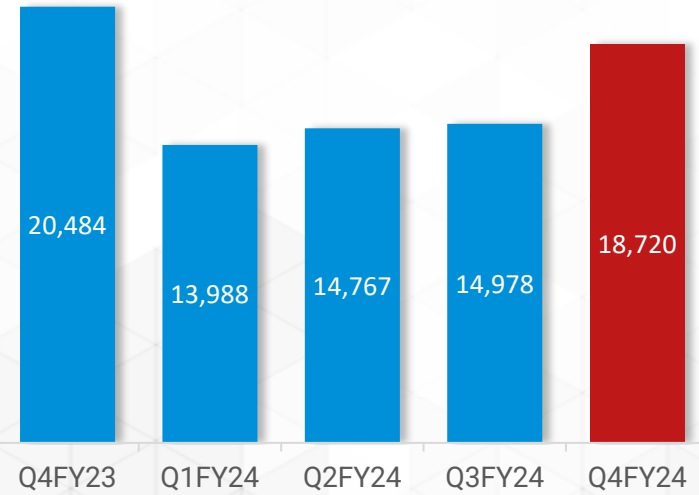
# FY24 Snapshot



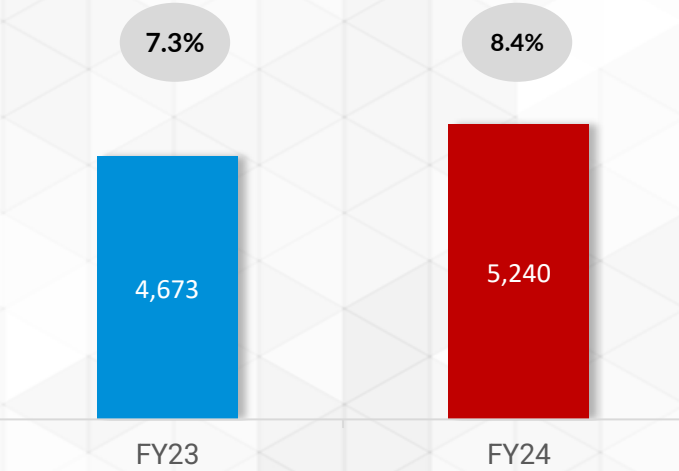
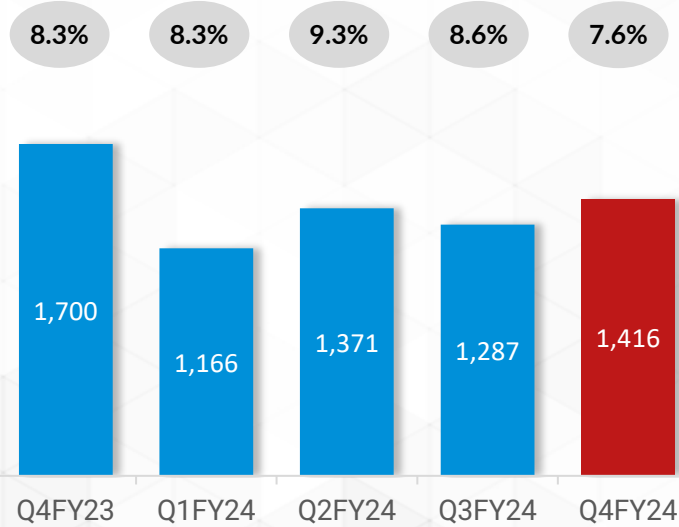


# Key Financial Highlights – Q4 & FY24 (in Rs. Mn)

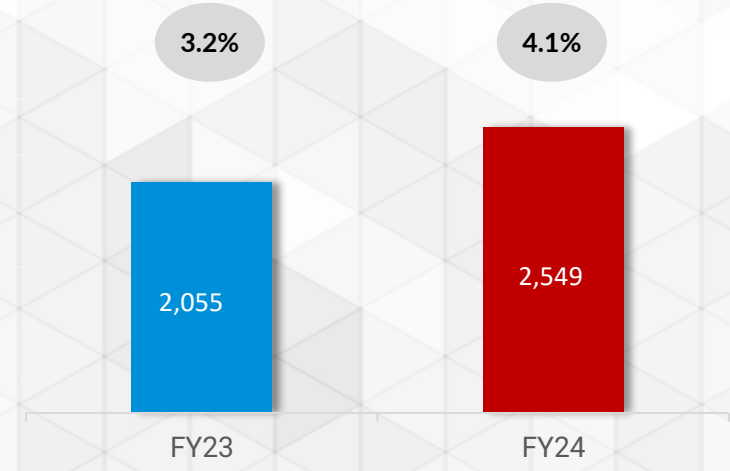
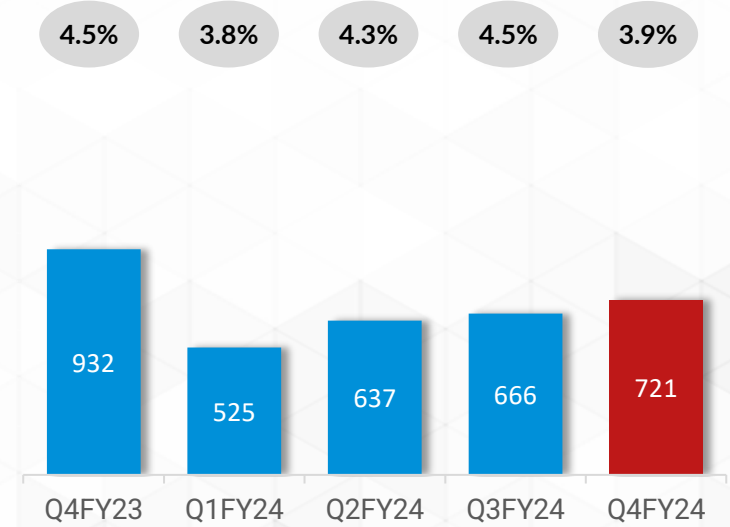
## Revenue



## EBITDA & EBITDA Margin (%)



## PAT & PAT Margin (%)





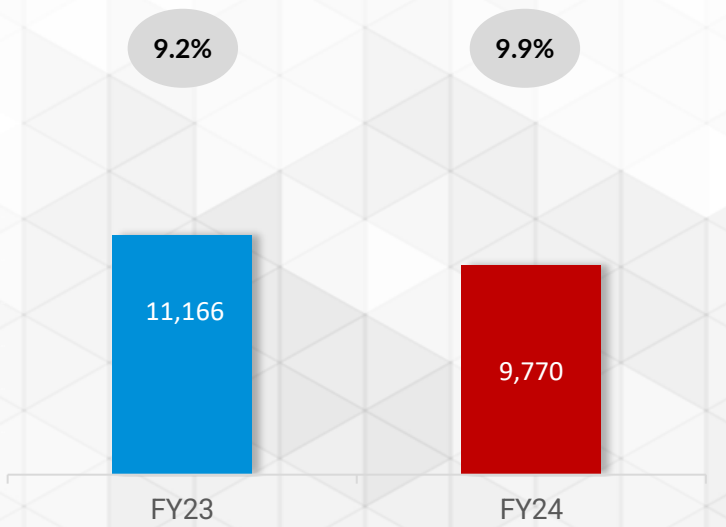
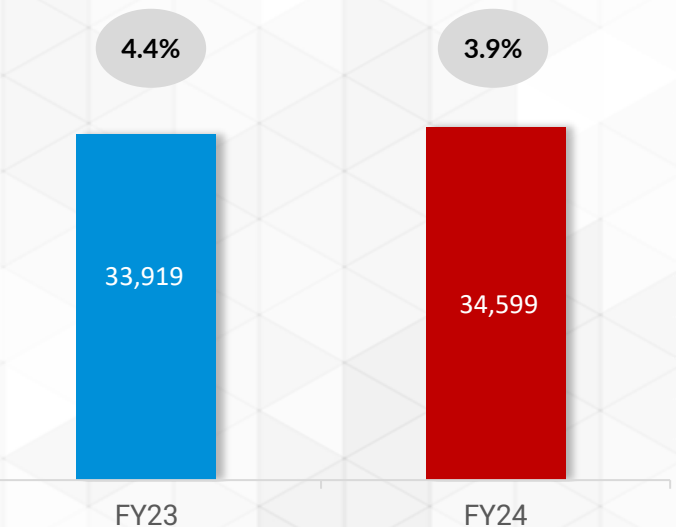
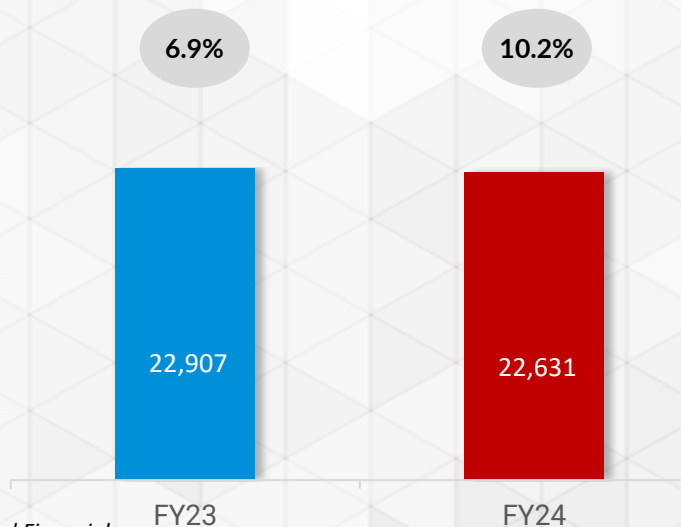
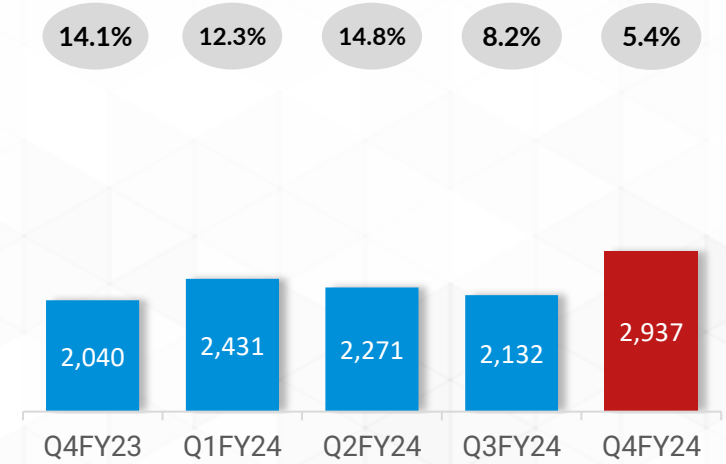
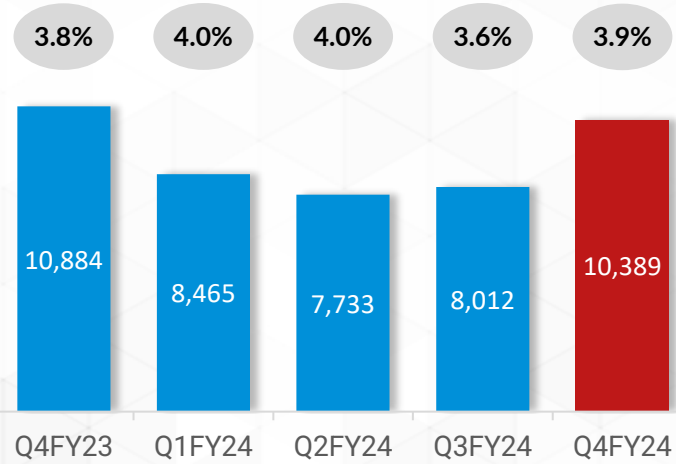
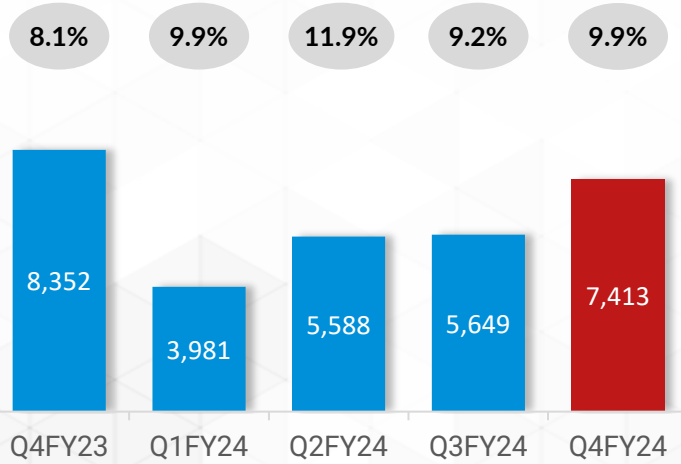
# Segmental Highlights – Q4 & FY24 (in Rs. Mn)

Revenue & EBIT Margin (%)

## Manufacturing

## EPC

## Sugar & Ethanol (Excludes Ethanol Plant under construction)







# Order Book Position

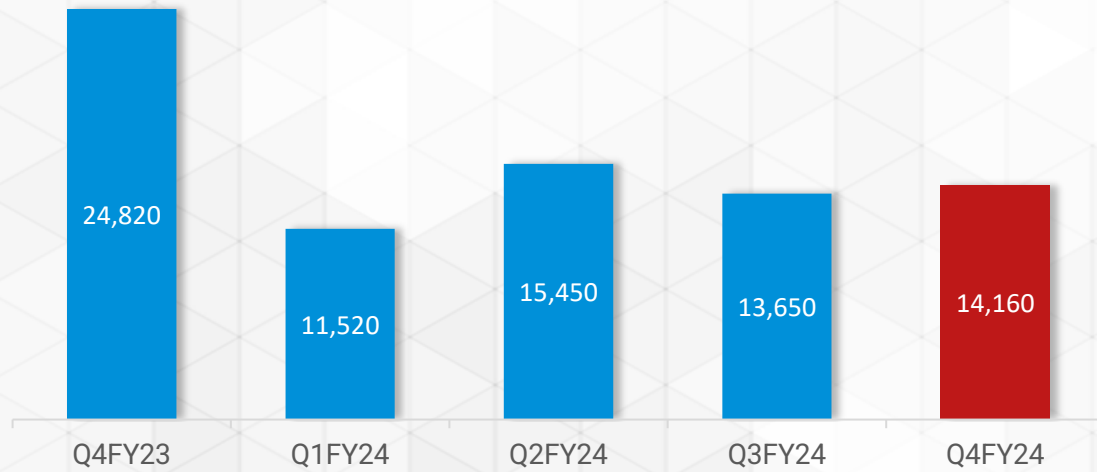
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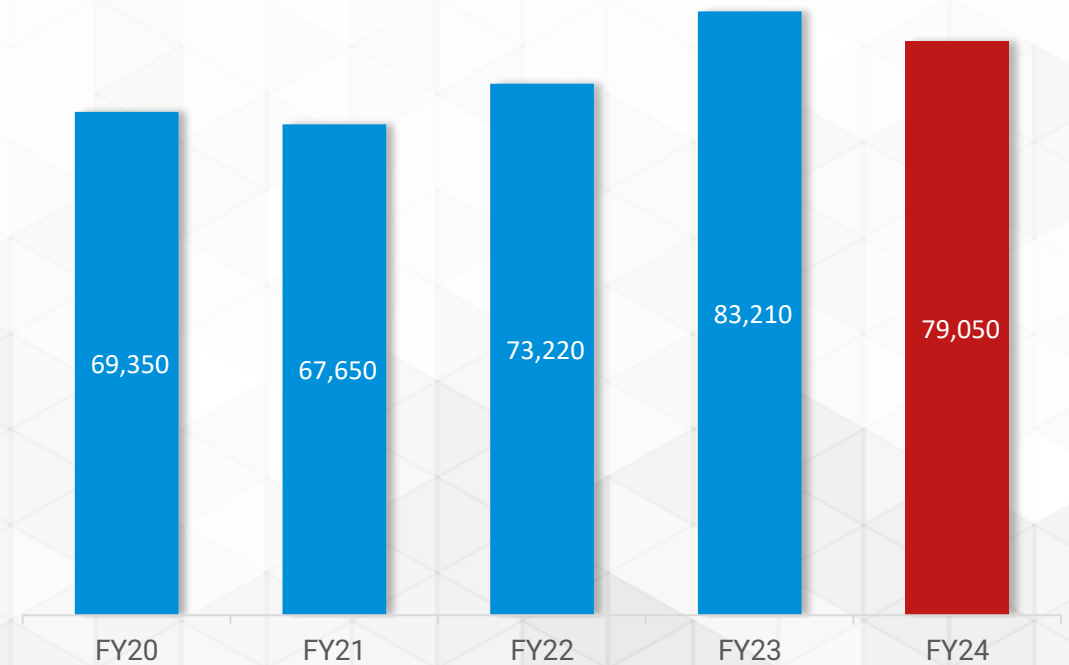


# Robust Order Book (Consolidated)

Orders Booked during the Quarter (in Rs. Mn)



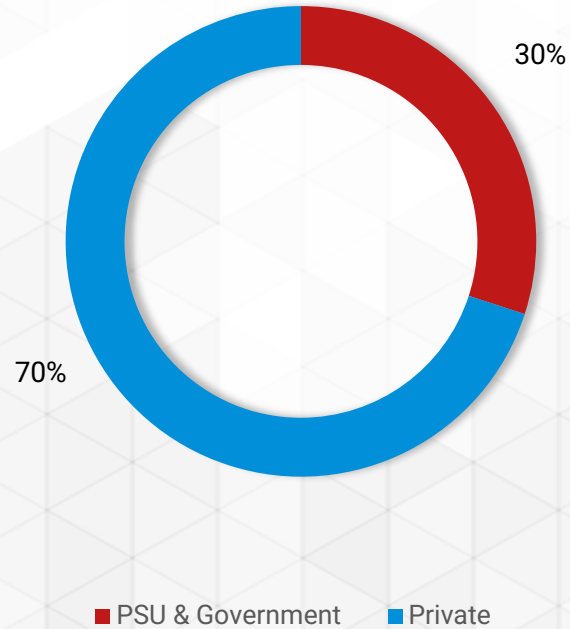
Order Book as at end of Quarter/Financial Year (in Rs. Mn)



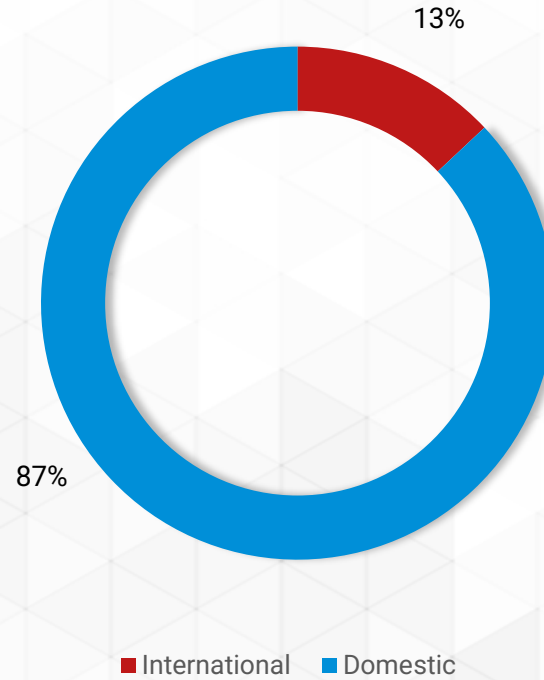


# Order Book Composition (Consolidated)

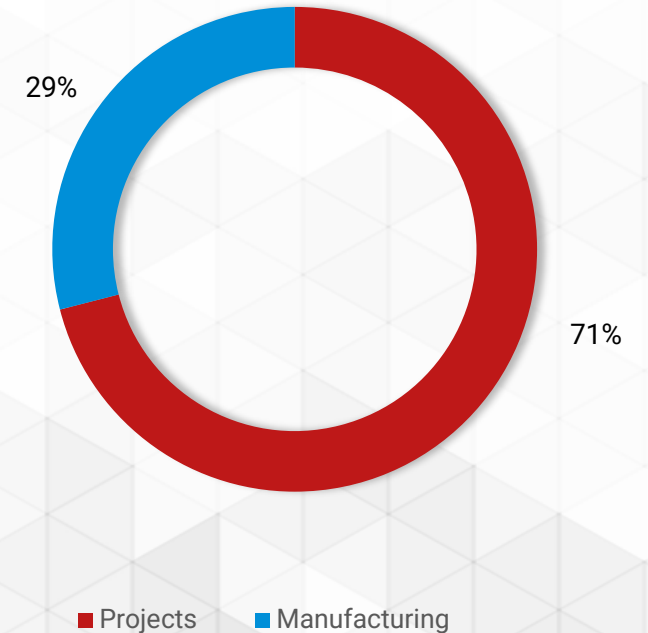
Sector wise



Geography wise



Segment wise



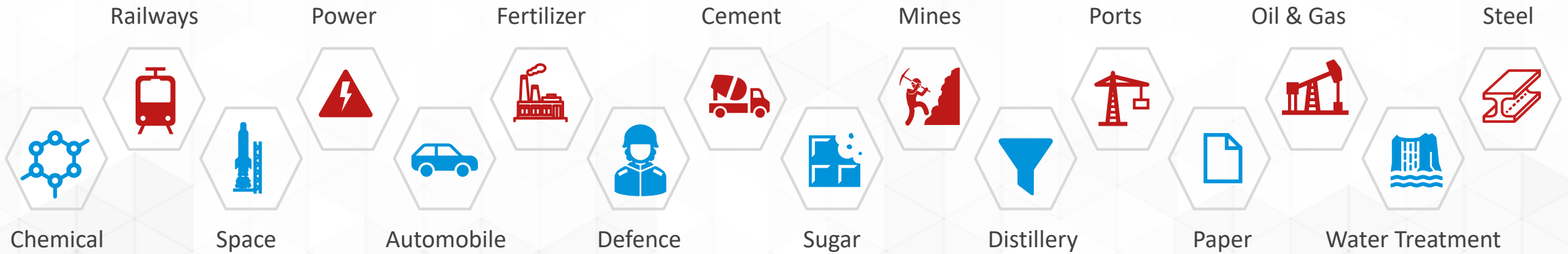
**Order Book Rs. 79,050 Mn** (as on 31<sup>st</sup> March 2024)



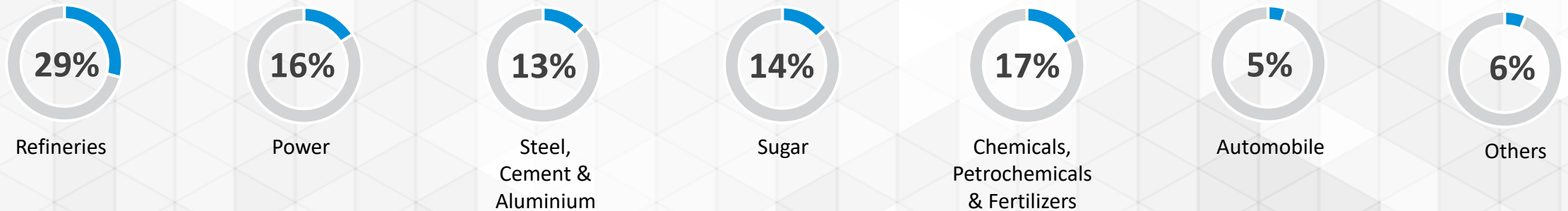


# Diversified across Sectors

Consolidated Order Book Rs. 79,050 Mn \*



## Composition by Industry



Comfortably placed to counter the Cyclicity of any specific industry

\* as on 31<sup>st</sup> March 2024



# Annual Performance Highlights

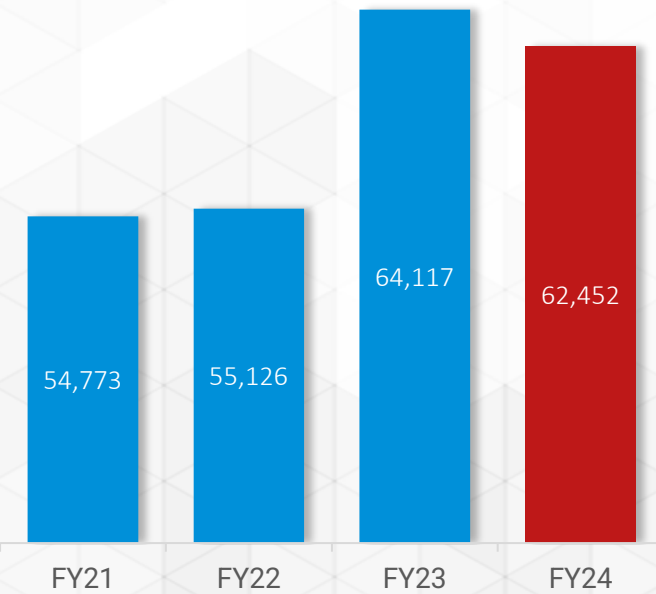
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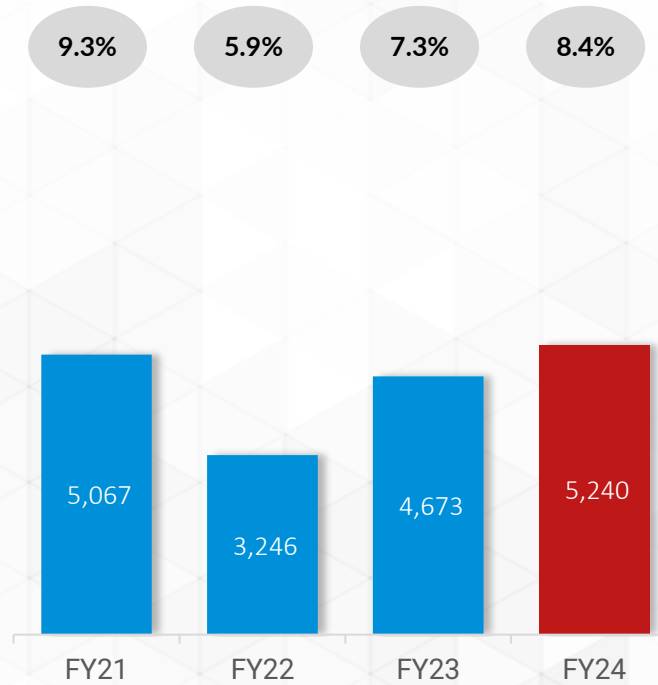


# Key Financial Highlights – Annual (in Rs. Mn)

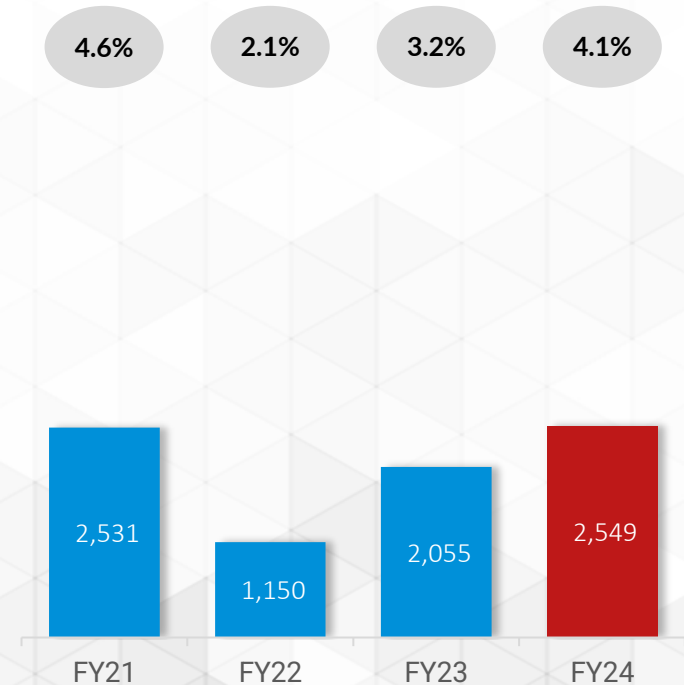
## Revenue



## EBITDA & EBITDA Margin (%)



## PAT & PAT Margin (%)

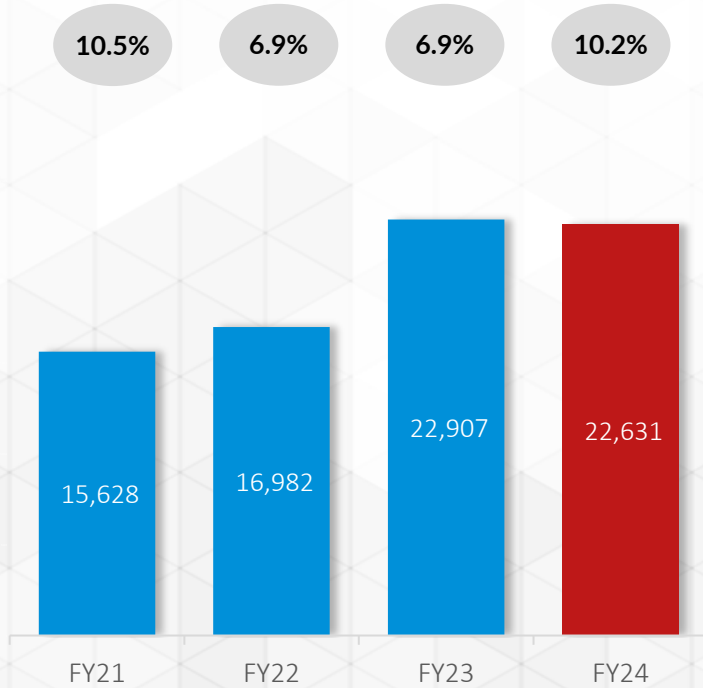




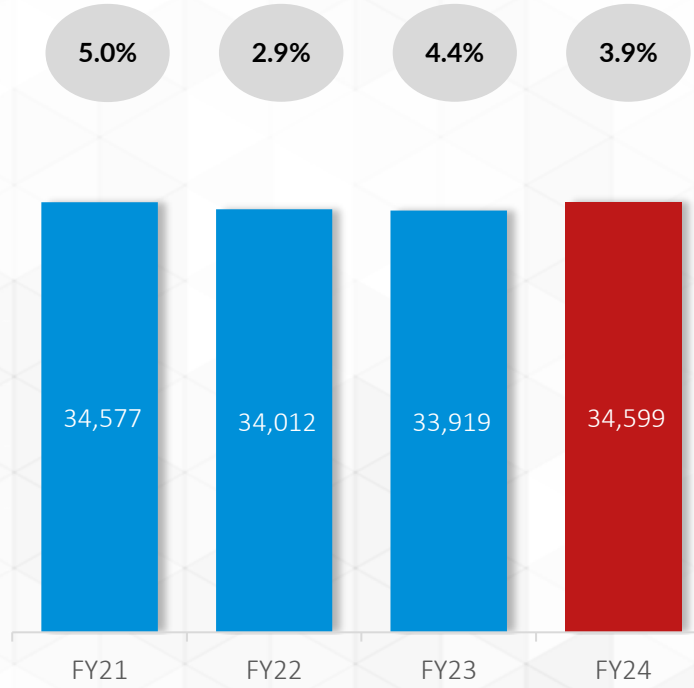
# Segmental Highlights – Annual (in Rs. Mn)

Revenue & EBIT Margin (%)

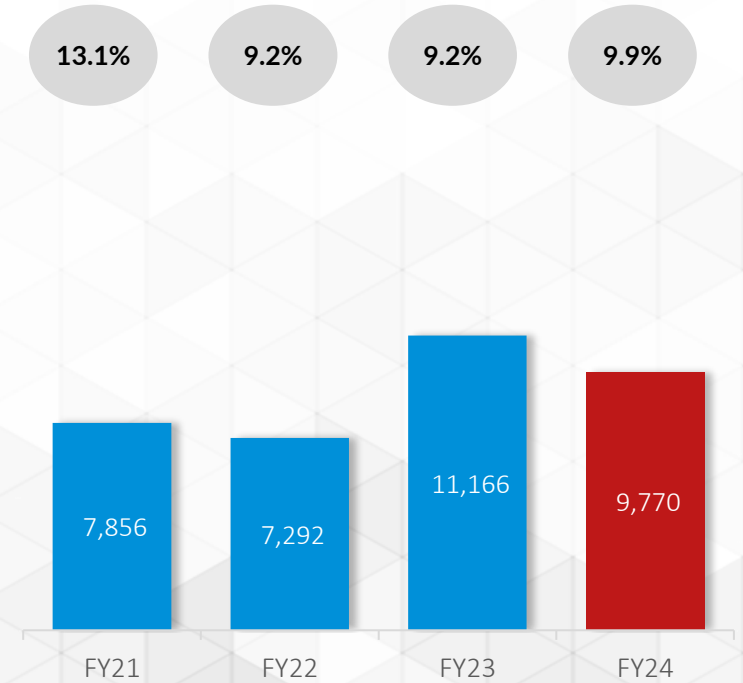
## Manufacturing



## EPC



## Sugar & Ethanol







# Annexures

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# Corporate Structure (Subsidiaries & Joint Ventures)

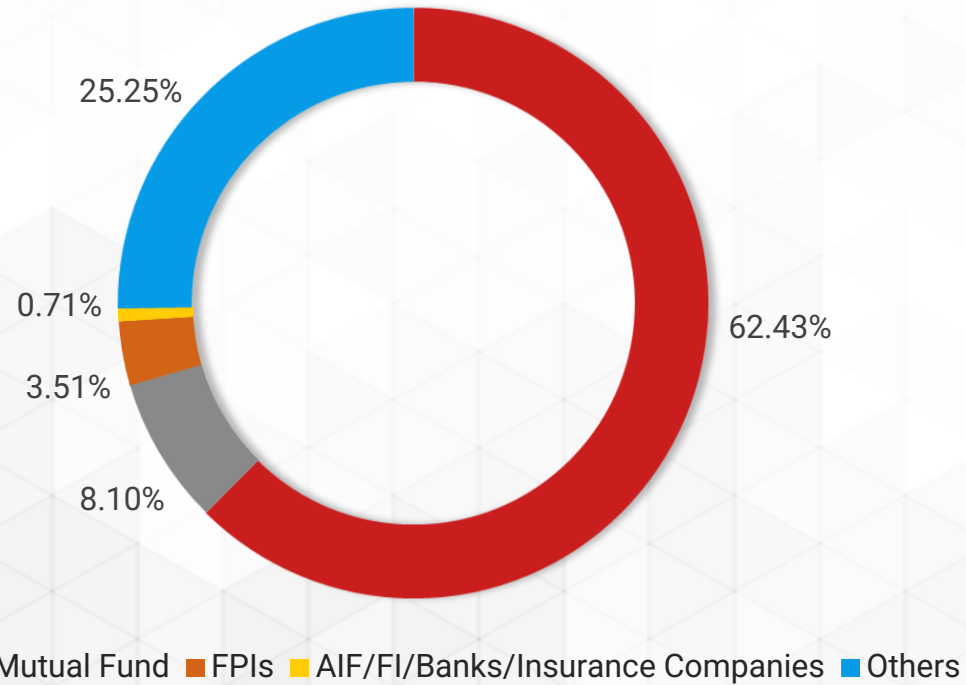


\*Stepdown Subsidiary of Isgec Investments Pte. Ltd.



## Shareholders Information

Shareholding structure – 31<sup>st</sup> March 2024



### Shareholder Information as on 31<sup>st</sup> March 2024

BSE Ticker	533033
NSE Symbol	ISGEC
Market Cap (in Rs. Mn)	65,974.4
% Free- float	37.6%
Free Float Market Cap (in Rs. Mn)	24,786.6
Shares Outstanding (Mn)	73.5
3M ADTV (Shares)	1,37,955
3M ADTV (in Rs. Mn)	132.4
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

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## Registered Office

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