



NESCO LIMITED
Nesco Center
Western Express Highway
Goregaon (East)
Mumbai 400063

T +91 22 6645 0123
F +91 22 6645 0101
E contact@nesco.in
W www.nesco.in

26 June 2020

BSE Limited
Department of Corporate Services
25th Floor, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400051.

The National Stock Exchange of India Limited
5th Floor, Exchange Plaza,
Bandra Kurla Complex,
Bandra (East),
Mumbai - 400001.

Scrip Code : 505355

Symbol : NESCO

Sub : Investor Presentation

Dear Sir,

This is to inform you that the Company through its representative participated in the Virtual Mid Cap Investor Conference organized by Equirus Capital Private Limited on 25 June 2020.

Attached herewith is the Presentation made to the Analyst / Institutional Investors.

This is for your information and record.

Thanking you

Yours faithfully,

For Nesco Limited

A handwritten signature in blue ink, appearing to read 'Jinal J. Shah'.

Jinal J. Shah
Company Secretary and
Compliance Officer



Encl: As above



Nesco Limited

Nesco Center, Western Express Highway,
Goregaon (East), Mumbai 400063
Maharashtra, India

CIN L17100MH1946PLC004886

Disclaimer

This presentation and the accompanying slides (the "**Presentation**"), which have been prepared by Nesco 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 may contain forward-looking statements based on reasonable beliefs and assumptions of the management of the Company, which are expressed in good faith. Such statements involve uncertainties and other factors which may cause the actual results, financial condition, performance or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such statements. By their nature, forward-looking statements inherently involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Such statements are not guarantee of future performance and actual results may differ from those specified in such statements as a result of various such factors and assumptions. No assurance is being provided that the assumptions underlying such forward-looking statements are free from errors.

The 80 years

- 1939 Jethabhai V. Patel started 'Standard Engineering Company' with 5 workmen hired premises at Byculla, Mumbai
- 1950's Expanded operations to Parel and SantaCruz with foundry, fabrication, machining and assembly facilities for manufacture of capital equipment's
- 1960's - Sumant J. Patel joined after completing his Mechanical Engineering; course at Wharton School of Business and graduating from the University of Pennsylvania
Company went public with equity shares
Purchased ~ 70 acres land at Goregaon, Mumbai. Capital equipments manufactured (1) Forging Hammers and presses in collaboration with B&S Massey Ltd; (2) Indabrator - Surface preparation equipment with Wheelabrator Corporation; (3) Blow room textile machinery with Trutzchler GmbH; (4) Oil recovery equipment
- 1970's - Shifted some manufacturing lines to Karansad, Gujarat
- 1990's - Bombay Exhibition & Convention Centre; Indabrator shifted to Gujarat; Purchased ~ 30 acres land at Vishnoli, Gujarat.
- 2000's - Krishna S. Patel joins after completing his Business Management course and graduating from Pennsylvania State University. Further diversified into Private IT Park.
- 2010's - Nesco Foods, Nesco Events, Nesco Exhibitions; Professional management team, continues to be formed (HOD's / CFO).
- 2020's - Expansion of flagship business (IT Park / BEC) alongwith related activities (Foods, Exhibitions, Events)
- Nesco continues to be a debt free Company with no borrowings.

Performance



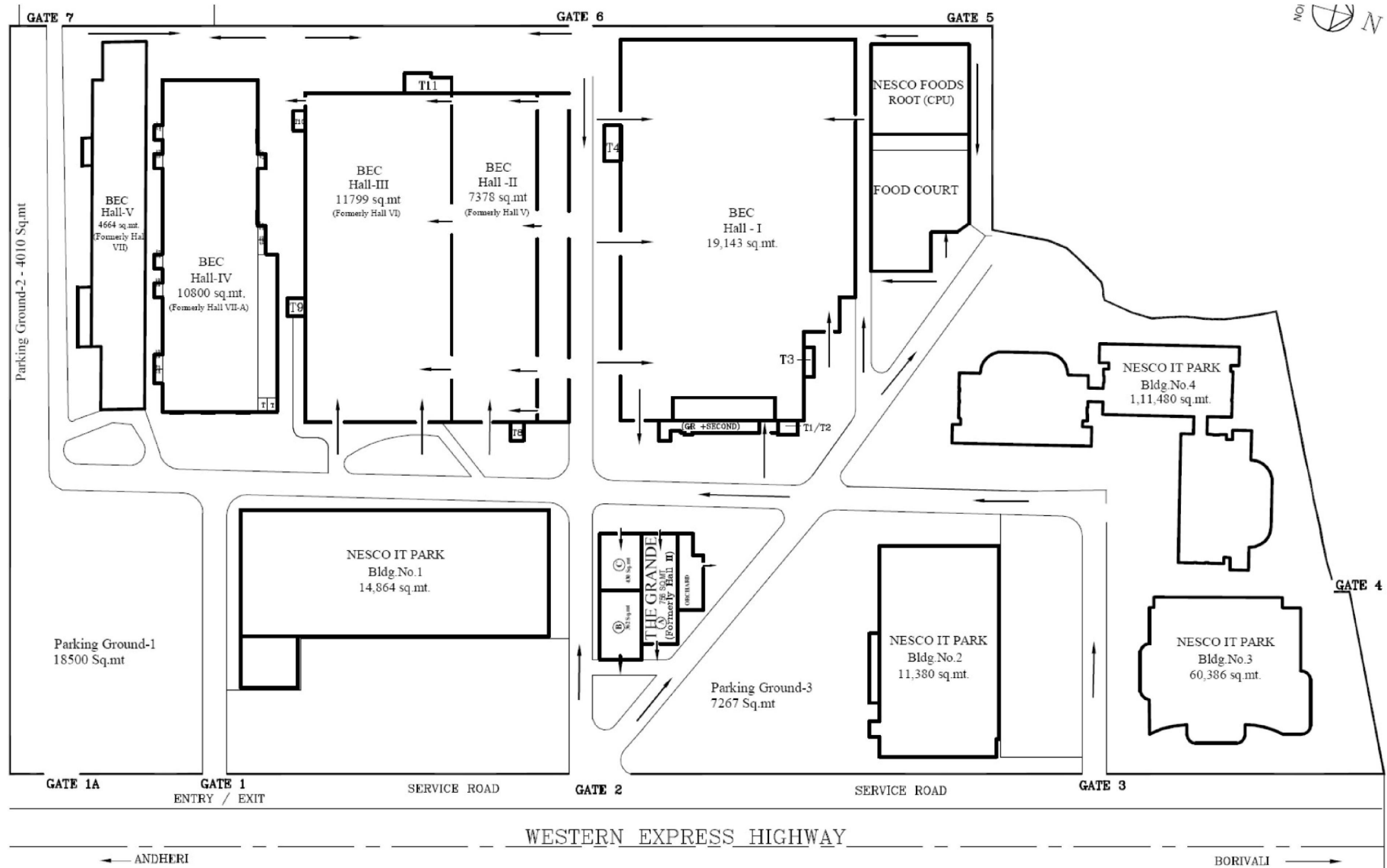
Profit and Loss - Consolidated (Rs. Millions)		Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
Revenues	Nesco IT Park	478	907	1,244	1,419	1,454	1,370	2,142
	Bombay Exhibition Centre	949	859	1,118	1,328	1,297	1,560	1,586
	Indabrator	184	179	279	339	264	325	233
	Investments	203	286	329	430	361	330	425
	Hospitality Services	-	-	-	56	204	341	357
	Total Revenues	1,814	2,231	2,971	3,572	3,580	3,926	4,743
Total Operating Expenses		534	565	757	996	1,034	1,282	1,535
EBIDTA		1,280	1,666	2,214	2,575	2,546	2,644	3,207
<i>EBIDTA Margin</i>		<i>71%</i>	<i>75%</i>	<i>75%</i>	<i>72%</i>	<i>71%</i>	<i>67%</i>	<i>68%</i>
Depreciation and amortization expense		110	67	67	81	110	119	224
EBIT		1,170	1,599	2,147	2,494	2,435	2,526	2,983
<i>EBIT Margin</i>		<i>64%</i>	<i>72%</i>	<i>72%</i>	<i>70%</i>	<i>68%</i>	<i>64%</i>	<i>63%</i>
Finance costs		1	1	40	50	56	47	60
Profit Before Tax		1,169	1,598	2,107	2,444	2,379	2,479	2,923
<i>Profit Before Tax (% to Revenue)</i>		<i>64%</i>	<i>72%</i>	<i>71%</i>	<i>68%</i>	<i>66%</i>	<i>63%</i>	<i>62%</i>
Tax		359	481	666	745	592	675	584
<i>Tax Rate</i>		<i>30.7%</i>	<i>30.1%</i>	<i>31.6%</i>	<i>30.5%</i>	<i>24.9%</i>	<i>27.2%</i>	<i>20.0%</i>
Profit After Tax		810	1,116	1,441	1,699	1,787	1,804	2,339
Total Other Comprehensive Income		-	-	(1)	(1)	1	1	(2)
Net Profit After Tax		810	1,116	1,440	1,697	1,788	1,805	2,337
<i>Basic & Diluted EPS</i>		<i>57.5</i>	<i>79.2</i>	<i>102.3</i>	<i>24.12</i>	<i>25.36</i>	<i>25.61</i>	<i>33.19</i>

Note - EPS for 2017 and 2018 are after considering the 1:5 Split effected on 18 September 2017

CashFlow and Balance Sheet

Cash Flow (Rs. Millions)	FY 13-14	FY 14-15	FY 15-16	FY 16-17	FY 17-18	FY 18-19	FY 19-20
Profit before change in operating assets and liabilities	1,132	1,423	1,877	2,106	2,147	2,356	2,760
Increase/(Decrease) in operating assets and liabilities	399	84	102	96	(139)	118	(99)
Income Tax paid	(360)	(481)	(613)	(683)	(574)	(766)	(569)
Cash generated from business	1,171	1,026	1,366	1,520	1,435	1,708	2,092
Fixed Assets (Net) - (Addition) / Reduction	(132)	(1,011)	(1,000)	(1,552)	(1,373)	(1,499)	(570)
Investments (Net) - (Addition) / Reduction	(1,100)	(157)	(131)	(7)	125	(49)	(1,009)
Others (Net)	165	252	30	29	17	(3)	(2)
Dividend paid (including tax)	(82)	(107)	(108)	(144)	(187)	(195)	(467)
Net Cash Flow used in financing activities	(1,149)	(1,022)	(1,210)	(1,675)	(1,418)	(1,746)	(2,047)
Balance Sheet (Rs. Millions)	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
Property, plant and equipment	1,598	1,592	1,648	1,878	2,285	2,148	7,736
Capital work-in-progress	48	998	1,434	2,623	3,564	507	13
Other non current assets	24	2,832	3,708	4,627	4,716	10,129	7,239
Current Assets	3,936	1,520	1,612	1,187	1,178	703	1,109
Total - Assets	5,605	6,941	8,402	10,316	11,743	13,488	16,097
Equity share capital	141	141	141	141	141	141	141
Other equity	4,247	5,483	6,672	8,365	9,946	11,022	13,434
Total Equity	4,388	5,624	6,813	8,506	10,087	11,163	13,575
Total Non-current Liabilities	765	885	1,098	1,198	421	1,012	1,513
Total Current Liabilities	452	432	491	611	1,235	753	1,009
Total - Equity and Liabilities	5,605	6,941	8,402	10,316	11,743	12,928	16,097

Goregaon Land – Existing Layout



Goregaon Land - Potential



Area (Square Meter)	IT Park	BEC	Others	Total
Plot Area	1,70,451	50,000	27,903	2,48,354
Potential - FSI Area	6,45,685	2,70,000	-	9,15,685
Potential - Chargeable Area	7,74,822	2,70,000	-	10,44,822
Potential - Built up Area	12,26,801	5,40,000	-	17,66,801
Existing - BUA	2,49,907	61,200	-	3,11,107
Existing - BUA / to be retained	2,32,256	-	-	2,32,256
Potential BUA / Future Development	9,94,545	5,40,000	-	15,34,545
Note - Area calculations are as per the provisions of DCPR 2034				

Nesco Realty (IT Park)




← Tower 03

Tower 04



Nesco IT Park - Tenant Profile

BLACKROCK®

HSBC 

MSCI




ERICSSON


pwc

here
Maps for Life

priceline.com®

 Integreon
Insightful Outsourcing. Remarkable Results.

 FRAMESTORE


ENDURANCE
International Group

ISS 


GAMES
24 7

 AEGON


IndiaFirst
LIFE INSURANCE

wework

Bombay Exhibition Center	
Particulars	Area (Sq. Mtr)
Hall 01	20,000
Hall 02 / Grande	2,500
Hall 05	7,500
Hall 06	12,000
Hall 07	4,500
Hall 07A	11,000
Current Saleable Area	57,500
Hall 08 (Proposed)	15,000

Nesco Foods
Segments
Exhibition - Indoor Catering (Organiser / Exhibitor / Visitor)
Exhibition - Food Court
Banquets / Corporate (The Grande)
IT Park - Food Court
IT Park - Corporate
ODC

Indabrator

- Market leader and largest manufacturer in India of Surface preparation equipments.
- Established in 1964 as a joint venture with Wheelabrator Corp. of USA. Later Wheelabrator's equity was bought over by Nesco and became a division of Nesco Limited
- Has three manufacturing units in Gujarat for Shot blasting machines, shot peening machines, painting systems, plants for coach cleaning and other application, castings for spares and abrasives making it the only Company in India and one of the few companies in the world to have all facilities inhouse.
- Infrastructure of complete assembly and trial runs of largest blast cleaning and shot peening machines & paint booth systems
- Capacity expansion and consolidation at the Vishnoli unit
- Exploring opportunities in new product lines

Other Initiatives – New + Future

Foods



Events



Exhibitions



Hotels



Realty



