



**NESCO LIMITED**  
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28 March 2019

BSE Limited  
Department of Corporate Services  
25<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400001

The National Stock Exchange of India Limited  
5<sup>th</sup> Floor, Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (East),  
Mumbai - 400051

**Scrip Code : 505355**

**Symbol : NESCO**

**Sub : Investor Presentation**

Dear Sir,

Please find attached 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

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# The 80 years

- 1939 Jethabhai V. Patel started 'Standard Engineering Company' a small engineering workshop with 5 workmen in a hired premises at Byculla, Mumbai
- 1950's Expanded operations to Parel and SantaCruz with foundry, fabrication, machining and assembly facilities for manufacture of capital equipments
- 1960's - Sumant J. Patel joined after completing his Mechanical Engineering; course at Wharton School of Business and graduating from the University of Pennsylvania
- The Company went public with equity shares
- Purchased ~ 70 acres land at Goregaon, Mumbai. Capital equipments manufactured by Company – (1) Forging Hammers and presses in collaboration with B&S Massey Ltd; (2) Surface preparation equipment in collaboration with Wheelabrator Corporation; (4) Blow room textile machinery in collaboration with Trutzchler GmbH; (4) Oil recovery equipment
- 1970's - Acquired land at Karamsad / Vishnoli, Gujarat and expanded manufacturing operations
- 1990's - Diversified into Exhibition & Convention Centre. Retained the surface preparation equipment business and shifted to Gujarat. Acquired 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 - New Business Divisions
- Professional management team, continues to be formed (HOD's / CFO)

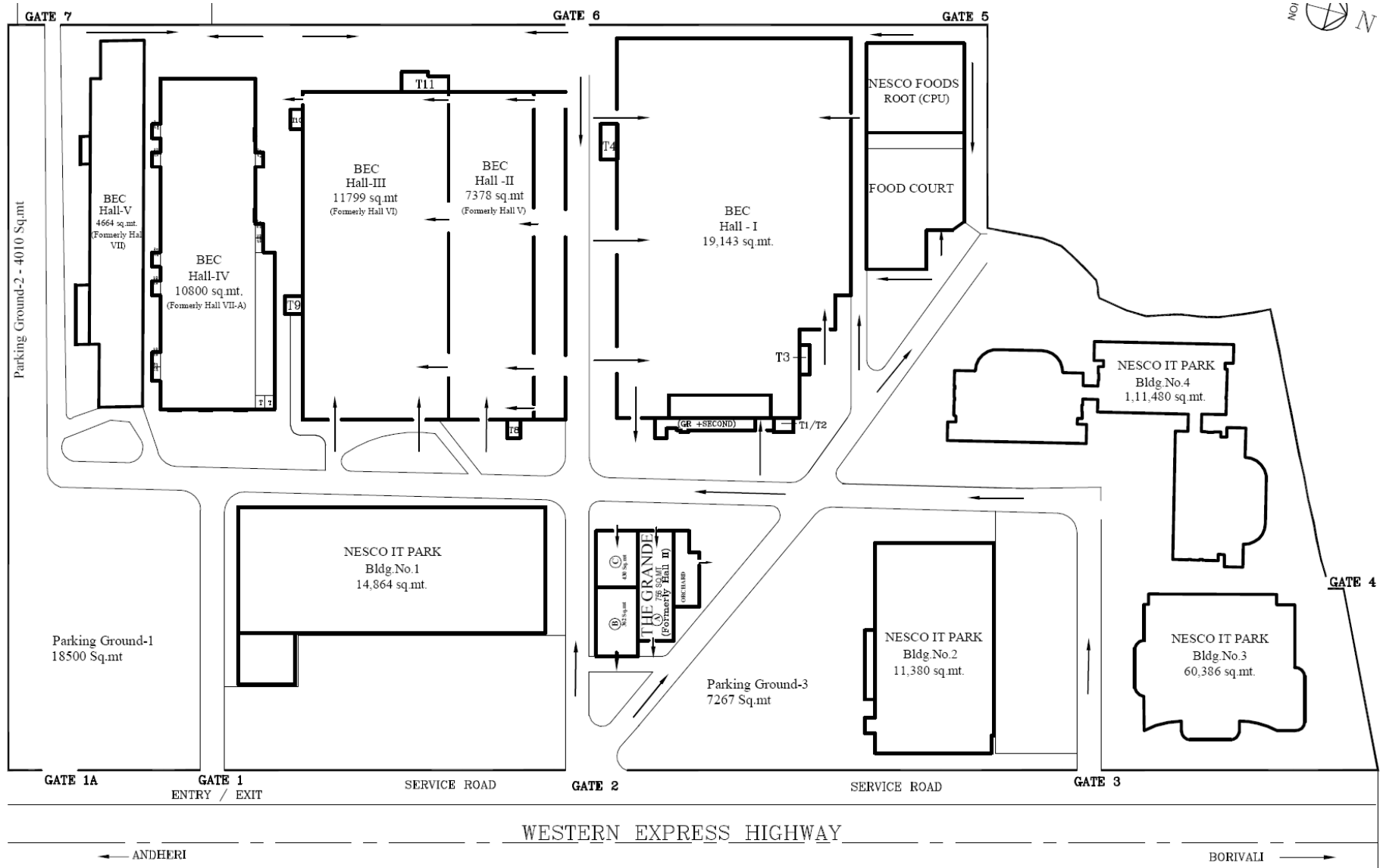
# Performance

| <b>Profit and Loss - Consolidated (Rs. Millions)</b>   |                          | <b>Mar-14</b> | <b>Mar-15</b> | <b>Mar-16</b> | <b>Mar-17</b> | <b>Mar-18</b> |
|--|--------------------------|---------------|---------------|---------------|---------------|---------------|
| Revenues   | Nesco IT Park            | 478           | 907           | 1,244         | 1,419         | 1,454         |
|  | Bombay Exhibition Centre | 949           | 859           | 1,118         | 1,328         | 1,297         |
|  | Indabrator               | 184           | 179           | 279           | 339           | 264           |
|  | Investments              | 203           | 286           | 329           | 430           | 361           |
|  | Hospitality Services     | -             | -             | -             | 56            | 204           |
|  | <b>Total Revenues</b>    | <b>1,814</b>  | <b>2,231</b>  | <b>2,971</b>  | <b>3,572</b>  | <b>3,580</b>  |
| Total Operating Expenses   |                          | 534           | 565           | 757           | 996           | 1,034         |
| EBIDTA   |                          | 1,280         | 1,666         | 2,214         | 2,575         | 2,546         |
| <i>EBIDTA Margin</i>   |                          | <i>71%</i>    | <i>75%</i>    | <i>75%</i>    | <i>72%</i>    | <i>71%</i>    |
| Depreciation and amortization expense  |                          | 110           | 67            | 67            | 81            | 110           |
| EBIT   |                          | 1,170         | 1,599         | 2,147         | 2,494         | 2,435         |
| <i>EBIT Margin</i>   |                          | <i>64%</i>    | <i>72%</i>    | <i>72%</i>    | <i>70%</i>    | <i>68%</i>    |
| Finance costs  |                          | 1             | 1             | 40            | 50            | 56            |
| Profit Before Tax  |                          | 1,169         | 1,598         | 2,107         | 2,444         | 2,379         |
| <i>Profit Before Tax (% to Revenue)</i>  |                          | <i>64%</i>    | <i>72%</i>    | <i>71%</i>    | <i>68%</i>    | <i>66%</i>    |
| Tax  |                          | 359           | 481           | 666           | 745           | 592           |
| <i>Tax Rate</i>  |                          | <i>30.7%</i>  | <i>30.1%</i>  | <i>31.6%</i>  | <i>30.5%</i>  | <i>24.9%</i>  |
| Profit After Tax   |                          | 810           | 1,116         | 1,441         | 1,699         | 1,787         |
| Total Other Comprehensive Income   |                          | -             | -             | (1)           | (1)           | 1             |
| Net Profit After Tax   |                          | 810           | 1,116         | 1,440         | 1,697         | 1,788         |
| <i>Basic &amp; Diluted EPS</i>   |                          | <i>57.5</i>   | <i>79.2</i>   | <i>102.3</i>  | <i>24.12</i>  | <i>25.36</i>  |
| Note - EPS for 2017 and 2018 are after considering the 1:5 Split effected on 18 September 2017 |                          |               |               |               |               |               |

# CashFlow and Balance Sheet

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

# Goregaon Land – Existing Layout



# Goregaon Land - Potential

| Area in Sq. Mtr   |                |             |               |              |
|---|----------------|-------------|---------------|--------------|
| <b>Particulars</b>  | <b>IT Park</b> | <b>BECC</b> | <b>Others</b> | <b>Total</b> |
| 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 - Built up Area                                       | 12,26,801      | 5,13,000    | -             | 17,39,801    |
| Existing - Built up Area  | 2,43,030       | 67,390      | -             | 3,10,420     |
| Existing - Built up Area to be retained                         | 2,32,342       | -           | -             | 2,32,342     |
| Potential - Future Development                                  | 9,94,459       | 5,13,000    | -             | 15,07,459    |
| Note - Area calculations are as per the provisions of DCPR 2034 |                |             |               |              |



# Nesco Realty (IT Park)



← Tower 03

Tower 04




# Nesco Realty (IT Park – Building 4)



|                             |  |
|-----------------------------|--|
| Development Size            | Approx. 1.2 mn sq ft   |
| Completion Date             | 30 April 2019  |
| Building Structure          | 3 Basements + Ground + Mezzanine + 3 Podium + 13 Office floors           |
| Wings                       | A, B, C  |
| Office Floor Plate          | 4 <sup>th</sup> to 16 <sup>th</sup> floors                               |
| Type Of Façade              | Natural Stone + Double Glazed Unitized System Super Low E Rated Glass    |
| Structure                   | RCC framed, with PT Slab   |
| Air Conditioning System     | Centralized Air-Conditioning (High efficiency, HT water cooled chillers) |
| Power Back-up               | 100% power back-up via HT DG sets  |
| Master Plan                 | HOK, Chicago   |
| Civil                       | Larsen & Toubro (ECC)  |
| Structural                  | Sterling Engineering   |
| Services                    | Eskayem  |
| Facade                      | Pridemann  |
| Interiors                   | IBA  |
| Lifts                       | Hitachi  |
| Electricals / FF / Plumbing | Sterling Wilson  |

# Nesco IT Park - Tenant Profile

BLACKROCK®

HSBC 

MSCI

 KPMG

  
ERICSSON

  
pwc

  
ENDURANCE  
International Group

 Integreon  
Insightful Outsourcing. Remarkable Results.

  
here  
Maps for Life

 AEGON

  
intelenet  
IMPACT your world

# 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 booth systems, plants for coach cleaning and other application, related castings and 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 line extension (product) and export geographies (sales)

| 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         |
| <b>Current Saleable Area</b> | <b>57,500</b>  |
| 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  |

# Other Initiatives – New + Future

Foods

Events

Exhibitions

Hotels

Realty





Thank You

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