



23 February 2018

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

The National Stock Exchange of India Limited
5th 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

Jinal J. Shah
Company Secretary and
Compliance Officer



Encl : As above

Nesco Limited

CIN : L17100MH1946PLC004886

Nesco Complex, Western Express Highway, Goregaon (E), Mumbai - 400 063. INDIA.

Phone : +91-22-6645 0123 ■ Fax : +91 22-6645 0101 ■ URL : www.nesco.in ■ E-mail : contact@nesco.in

Nesco Limited

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

CIN L17100MH1946PLC004886

The 75 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, 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 - Professional / Seasoned management team, continues to be formed (CFO, CEO, HOD's)

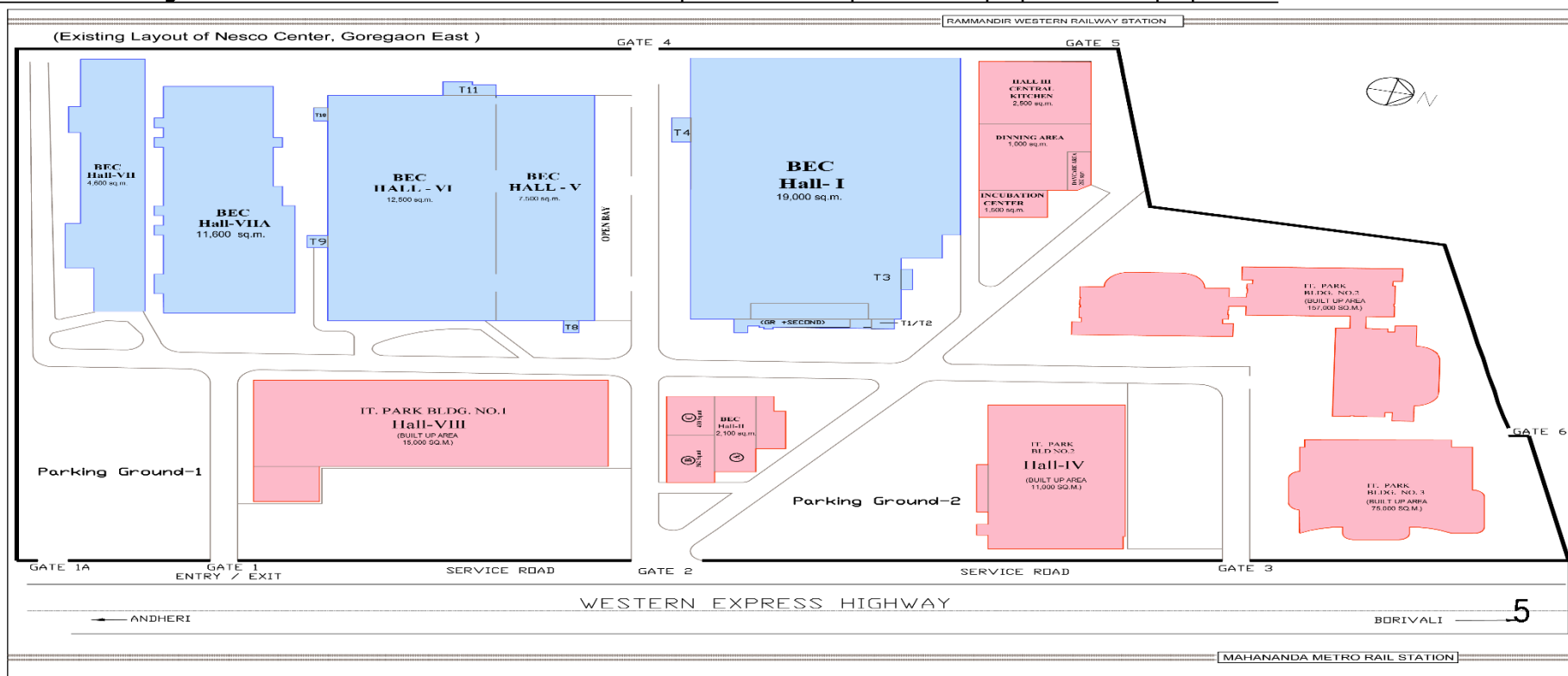
Particular (Rs million)	FY13	FY14	FY15	FY16	FY17
Revenues					
Nesco IT Park	2,786	4,783	9,067	12,440	14,191
Bombay Exhibition Centre	9,052	9,489	8,586	11,183	13,277
Indabrator	2,508	1,839	1,791	2,793	3,389
Investments	1,928	2,031	2,862	3,290	4,298
Total Revenues	16,274	18,142	22,307	29,708	35,154
Total Operating Expenses	4,253	5,339	5,646	7,569	9,466
EBIDTA	12,021	12,803	16,661	22,139	25,689
<i>EBIDTA Margin</i>	<i>74%</i>	<i>71%</i>	<i>75%</i>	<i>75%</i>	<i>73%</i>
Depreciation and amortization expense	583	1,103	670	670	813
EBIT	11,439	11,700	15,991	21,469	24,876
<i>EBIT Margin</i>	<i>70%</i>	<i>64%</i>	<i>72%</i>	<i>72%</i>	<i>71%</i>
Finance costs	72	11	13	396	503
Profit Before Tax	11,367	11,690	15,977	21,073	24,372
Tax	3,199	3,587	4,814	6,659	7,430
<i>Tax Rate</i>	<i>28.1%</i>	<i>30.7%</i>	<i>30.1%</i>	<i>31.6%</i>	<i>30.5%</i>
Profit After Tax	8,168	8,102	11,163	14,414	16,942
Total Other Comprehensive Income	-	-	-	(11)	(14)
Net Profit	8,168	8,102	11,163	14,403	16,928
Basic & Diluted EPS	58.0	57.5	79.2	102.3	120.2
Note: 1:5 split effected on 18 September 2017 and not reflected in above numbers					

Balance sheet and Cash Flow

Balance sheet						Cash Flow Statement					
Particular (Rs million)	FY13	FY14	FY15	FY16	FY17	Particular (Rs million)	FY13	FY14	FY15	FY16	FY17
Property, plant and equipment	1,584	1,598	1,592	1,648	1,878	Operating profit before change in operating assets and liabilities	1,022	1,132	1,423	1,877	2,106
Capital work-in-progress	40	48	998	1,434	2,623	Increase/(Decrease) in other operating liabilities	(228)	399	84	102	96
Other non current assets	14	24	2,832	3,708	4,627	Income Tax paid	(306)	(360)	(481)	(613)	(683)
Total Non-Current Assets	1,638	1,669	5,422	6,790	9,129	Net Cash from operating activities	489	1,171	1,026	1,366	1,520
Total Current Assets	2,833	3,936	1,520	1,612	1,187	Payments for purchase of fixed assets	(213)	(132)	(1,011)	(561)	(1,500)
Total - Assets	4,471	5,605	6,941	8,402	10,316	Payments for purchase of investments	(483)	(1,100)	(157)	(1,821)	(1,528)
Equity share capital	141	141	141	141	141	Proceeds from sale of investments	-	-	-	1,689	1,520
Other equity	3,519	4,247	5,483	6,672	8,365	Others	186	166	254	(409)	(22)
Total Equity	3,660	4,388	5,624	6,813	8,506	Net Cash (used in)/from investing activities - [B]	(510)	(1,066)	(914)	(1,102)	(1,530)
Total Non-current Liabilities	395	765	885	1,098	1,198	Dividend (including tax)	-	(82)	(107)	(144)	(187)
Total Current Liabilities	416	452	432	491	611	Others	-	(1)	(1)	(108)	(1)
Total - Equity and Liabilities	4,471	5,605	6,941	8,402	10,316	Net Cash Flow used in financing activities	-	(84)	(108)	(253)	(1)
						Net Increase / (Decrease in Cash / Cash Equivalents	(21)	22	4	11	(11)
						Cash/Cash Equivalent at the end of the year	21	44	48	47	36

Existing Layout - Nesco Center

Sr. No.	Particulars		Ground Coverage (Square Meter)			
	Division	Building	IT Park	BECC	Others	Total
a	IT Park	01	21,540.00	0.00	0.00	21,540.00
b	IT Park	02	15,900.00	0.00	0.00	15,900.00
c	IT Park	03	7,750.00	0.00	0.00	7,750.00
d	IT Park	04	10,800.00	0.00	0.00	10,800.00
f	IT Park	Incubation + Kitchen	0.00	0.00	6,300.00	6,300.00
g	BEC	01	0.00	20,280.00	0.00	20,280.00
h	BEC	02	0.00	2,630.00	0.00	2,630.00
i	BEC	05 / 06	0.00	20,150.00	0.00	20,150.00
j	BEC	07	0.00	5,100.00	0.00	5,100.00
k	BEC	07 A	0.00	13,800.00	0.00	13,800.00
l	Open Area / Road		0.00	0.00	1,07,685.00	1,07,685.00
m	Encroachment / Reservation		0.00	0.00	16,419.00	16,419.00
8.00	Existing - Total		55,990.00	61,960.00	1,30,404.00	2,48,354.00




Nesco Realty (IT Park Bldg 3)



Nesco Realty (IT Park - Tenant Profile)



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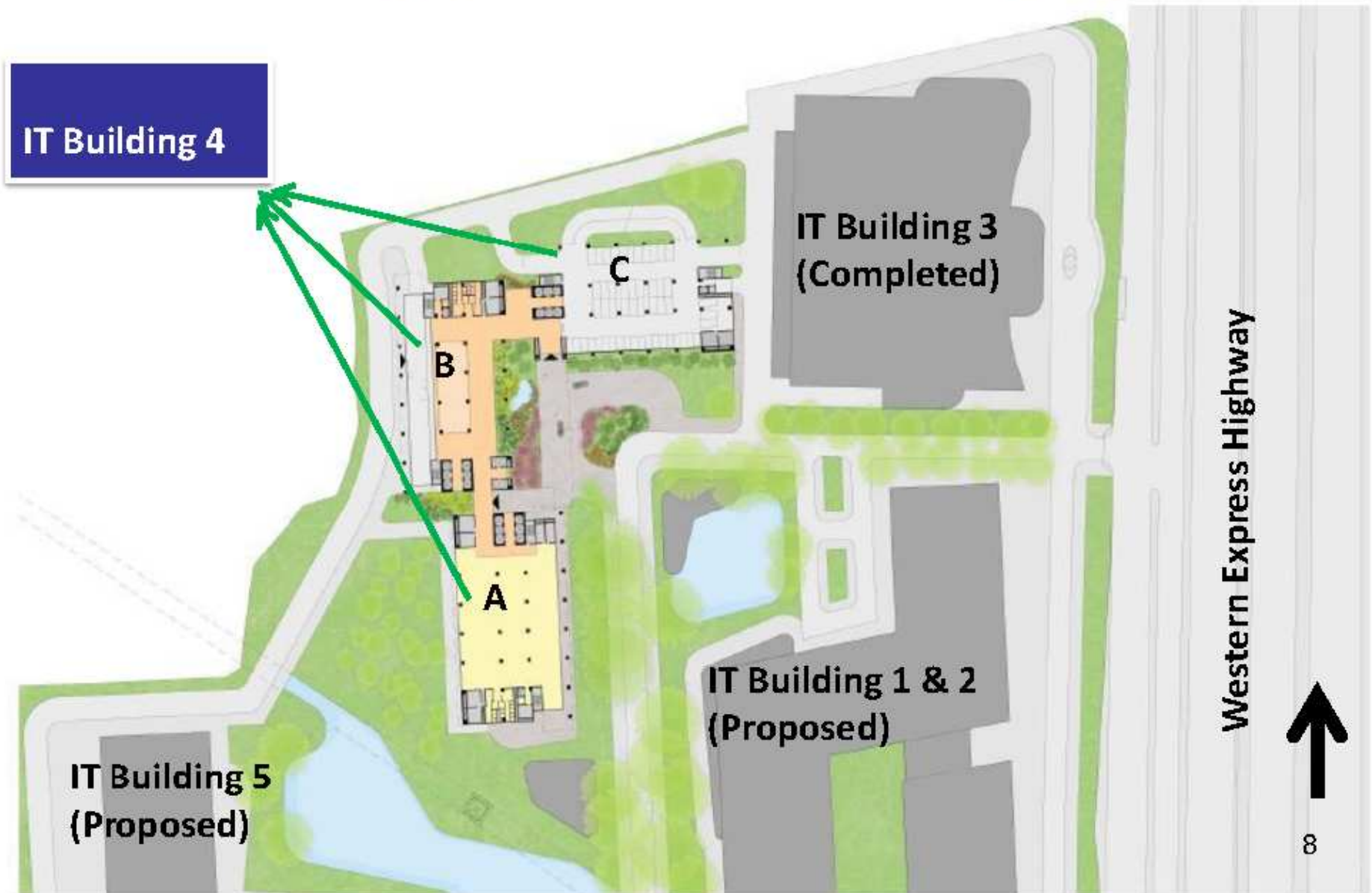
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Nesco Realty (IT Park – Building 4)

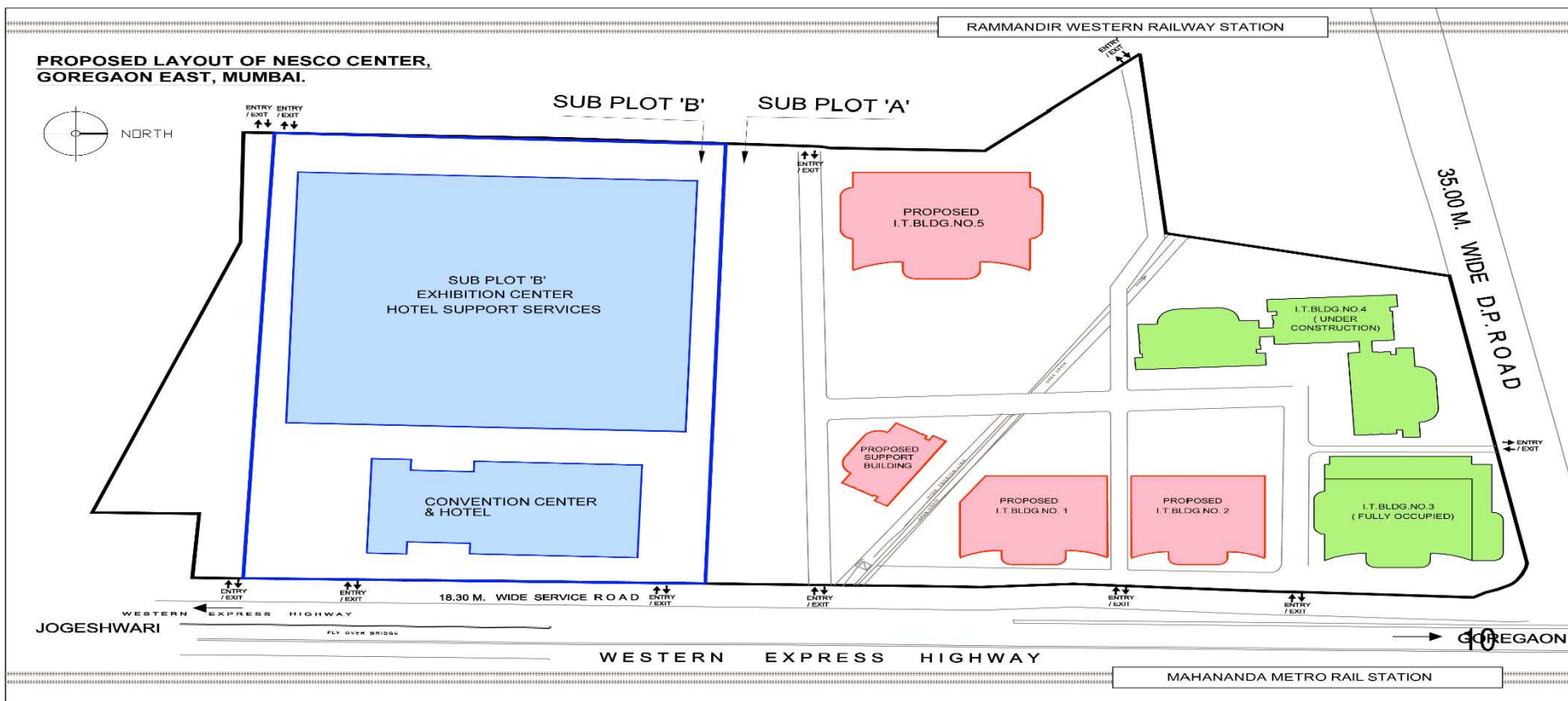


Nesco Realty (IT Park – Building 4)



Proposed Layout - Nesco Center

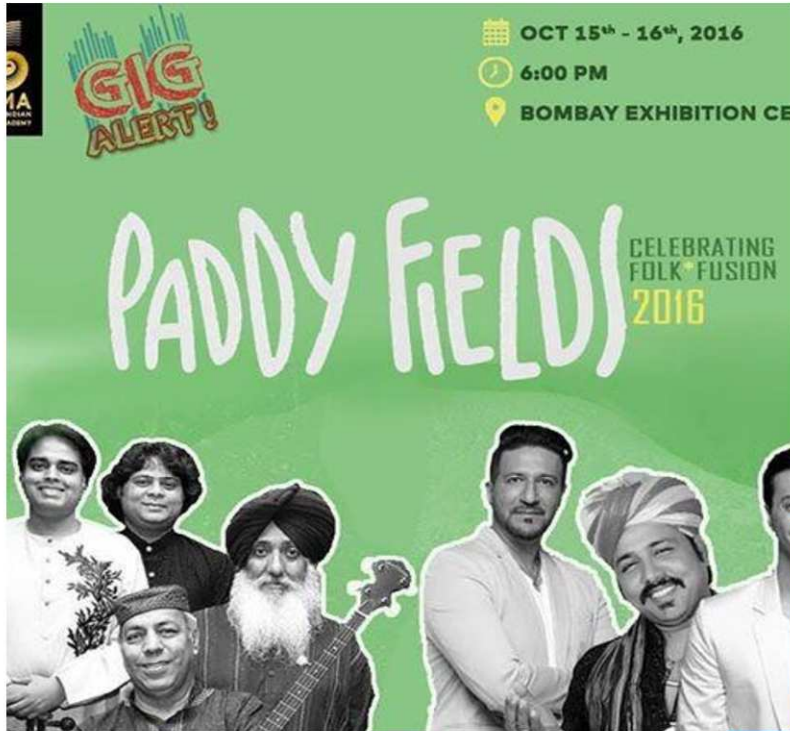
Sr. No.	Particulars		Ground Coverage (Square Meter)			
	Division	Building	IT Park	BECC	Others	Total
a	IT Park	01	12,950.00	0.00	0.00	12,950.00
b	IT Park	02	12,950.00	0.00	0.00	12,950.00
c	IT Park	03	7,750.00	0.00	0.00	7,750.00
d	IT Park	04	10,800.00	0.00	0.00	10,800.00
	IT Park	Future Phases	97,485.00	0.00	0.00	97,485.00
	IT Park	Support Services	3,000.00	0.00	0.00	3,000.00
g	BEC	Exhibition & Convention	0.00	43,000.00	0.00	43,000.00
h	BEC	Hotel & Support	0.00	21,000.00	0.00	21,000.00
i	Open Area / Road		0.00	0.00	23,000.00	23,000.00
m	Encroachment / Reservation		0.00	0.00	16,419.00	16,419.00
8.00	Existing - Total		1,44,935.00	64,000.00	39,419.00	2,48,354.00



Indabrador

- 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)

Other Initiatives – New + Future



Nesco Foods
Nesco Events
Nesco Hotels
Nesco Realty





Thank You

companysecretary@nesco.in