



NESCO LIMITED
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Goregaon (East)
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26 September 2019

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

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 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 by Company – (1) Forging Hammers and presses in collaboration with B&S Massey Ltd; (2) Indabrator - Surface preparation equipment in collaboration with Wheelabrator Corporation; (4) Blow room textile machinery in collaboration with Trutzchler GmbH; (4) Oil recovery equipment
- 1970's - Purchase land at Gujarat and transferred manufacturing operations
- 1990's - Diversified into Bombay Exhibition & Convention Centre. Retained Indabrator business and shifted to Gujarat. Purchased 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).
Nesco continues to be a debt free Company with no borrowings.

Performance

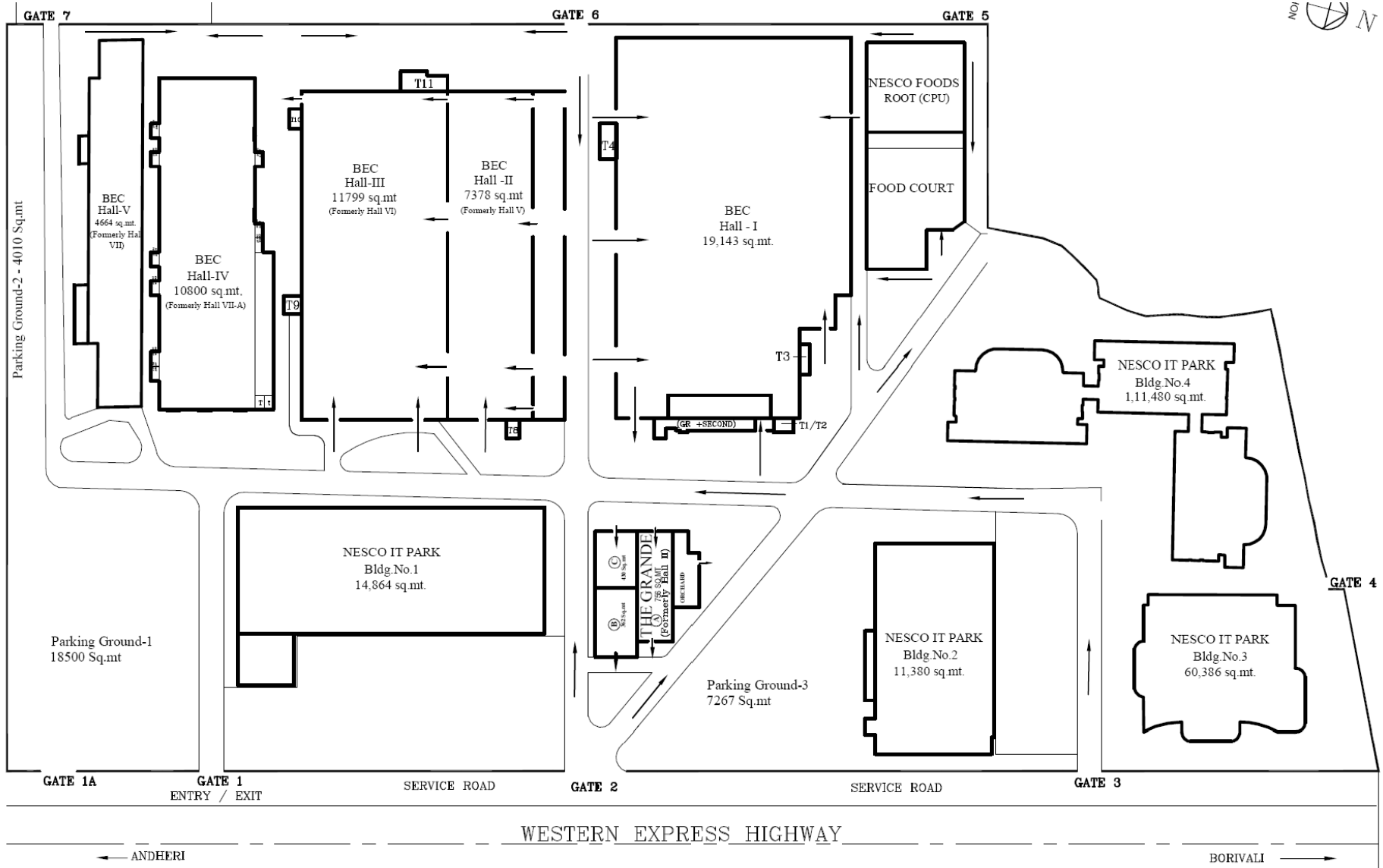
Profit and Loss - Consolidated (Rs. Millions)		Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19
Revenues	Nesco IT Park	478	907	1,244	1,419	1,454	1,370
	Bombay Exhibition Centre	949	859	1,118	1,328	1,297	1,560
	Indabrator	184	179	279	339	264	325
	Investments	203	286	329	430	361	330
	Hospitality Services	-	-	-	56	204	341
	Total Revenues	1,814	2,231	2,971	3,572	3,580	3,926
Total Operating Expenses		534	565	757	996	1,034	1,282
EBIDTA		1,280	1,666	2,214	2,575	2,546	2,644
<i>EBIDTA Margin</i>		<i>71%</i>	<i>75%</i>	<i>75%</i>	<i>72%</i>	<i>71%</i>	<i>67%</i>
Depreciation and amortization expense		110	67	67	81	110	119
EBIT		1,170	1,599	2,147	2,494	2,435	2,526
<i>EBIT Margin</i>		<i>64%</i>	<i>72%</i>	<i>72%</i>	<i>70%</i>	<i>68%</i>	<i>64%</i>
Finance costs		1	1	40	50	56	47
Profit Before Tax		1,169	1,598	2,107	2,444	2,379	2,479
<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>
Tax		359	481	666	745	592	675
<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>
Profit After Tax		810	1,116	1,441	1,699	1,787	1,804
Total Other Comprehensive Income		-	-	(1)	(1)	1	1
Net Profit After Tax		810	1,116	1,440	1,697	1,788	1,805
<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>

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
Profit before change in operating assets and liabilities	1,132	1,423	1,877	2,106	2,147	2,356
Increase/(Decrease) in operating assets and liabilities	399	84	102	96	(139)	118
Income Tax paid	(360)	(481)	(613)	(683)	(574)	(766)
Cash generated from business	1,171	1,026	1,366	1,520	1,435	1,708
Fixed Assets (Net) - (Addition) / Reduction	(132)	(1,011)	(1,000)	(1,552)	(1,373)	(1,499)
Investments (Net) - (Addition) / Reduction	(1,100)	(157)	(131)	(7)	125	(49)
Others (Net)	165	252	30	29	17	(3)
Dividend paid (including tax)	(82)	(107)	(108)	(144)	(187)	(195)
Net Cash Flow used in financing activities	(1,149)	(1,022)	(1,210)	(1,675)	(1,418)	(1,746)
Balance Sheet (Rs. Millions)	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19
Property, plant and equipment	1,598	1,592	1,648	1,878	2,285	2,130
Capital work-in-progress	48	998	1,434	2,623	3,564	5,091
Other non current assets	24	2,832	3,708	4,627	4,716	5,565
Current Assets	3,936	1,520	1,612	1,187	1,178	703
Total - Assets	5,605	6,941	8,402	10,316	11,743	13,489
Equity share capital	141	141	141	141	141	141
Other equity	4,247	5,483	6,672	8,365	9,946	11,564
Total Equity	4,388	5,624	6,813	8,506	10,087	11,705
Total Non-current Liabilities	765	885	1,098	1,198	421	877
Total Current Liabilities	452	432	491	611	1,235	907
Total - Equity and Liabilities	5,605	6,941	8,402	10,316	11,743	13,489

Goregaon Land – Existing Layout



Goregaon Land - Potential

Area (Square Meter)	IT Park	BECC	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 - Built up Area	12,26,801	5,13,000	-	17,39,801
Existing - Built up Area	2,49,907	61,200	-	3,11,107
Existing - Built up Area to be retained	2,32,256	-	-	2,32,256
Potential - Future Development	9,94,545	5,13,000	-	15,07,545
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)



Construction Size	Approx. 1.7 mn sq ft
Occupation Certificate	Received / May 2019
Building Structure	3 Basements + Ground + Mezzanine + 3 Podium + 13 Office floors
Wings	3 (South, Central, North)
Office Floor Plate	4 th to 16 th floors (chargeable area per typical floor/wing – 29,600 Sq. Ft.)
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
Construction	Larsen & Toubro Limited
MEP	Sterling & Wilson Pvt. Ltd.
Structural	Sterling Engineering Consultants
Façade	Pridemann
Lifts	Hitachi

Nesco IT Park - Tenant Profile

BLACKROCK®

HSBC 

MSCI

KPMG


ERICSSON


pwc

here
Maps for Life


ENDURANCE
International Group

 Integreon
Insightful Outsourcing. Remarkable Results.

wework

 AEGON

 Teleperformance
each interaction matters


IndiaFirst
LIFE INSURANCE

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