

| IIL:SEC:SE:INTM:109 | Date: 7 th February, 2025 |
|--------------------------------|--------------------------------------|
| Corporate Relations Department | The Manager Listing Department |
| BSE Limited | National Stock Exchange of India Ltd |
| 1st Floor, New Trading Ring | Exchange Plaza', C-1, Block G, |
| Rotunda Building, P J Towers | Bandra – Kurla Complex, |
| Dalal Street, Fort | Bandra (E), |
| Mumbai – 400 001 | Mumbai – 400 051 |
| Scrip Code: 544046 | Symbol: INOXINDIA |

Subject: Disclosure of Material Event / Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Earnings Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Earnings Presentation that we propose to make during the Conference Call for analyst and investors scheduled to be held on Monday, 10th February, 2025 at 11:00 a.m. (IST) is enclosed herewith and the said Earnings Presentation will also be uploaded on the Company's website.

You are requested to take the same on your record.

Thanking you.

Yours faithfully, For INOX INDIA LIMITED

Kamlesh Shinde Company Secretary & Compliance Officer







Investor Presentation Q3FY25

INOX India Ltd

7th February 2025





SUMMARY

- Key Highlights –Q3FY25
- Financial Performance
- Profit & Loss
- Shareholder information
- INOX India In a Nutshell
- Growth Story of INOX India
- Future Growth Strategies







KEY HIGHLIGHTS – Q3FY25



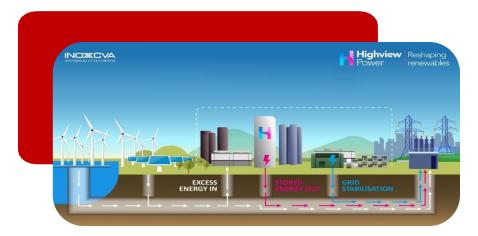
Large Qty (45 Nos) order received for LNG Trailers from one customer from India



First in India to have Certificate of FSSC 22000 of Kegs for Beverage SO YEARS OF EXCELLENCE & Food application

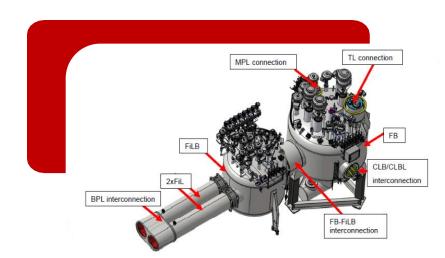


Biggest ever order received in LNG Division for Mini LNG Terminal at Bahamas



First Liquid Air Tank order of Largest Size IG Tank received from UK Customer for LDES (Long Duration Energy Storage) application





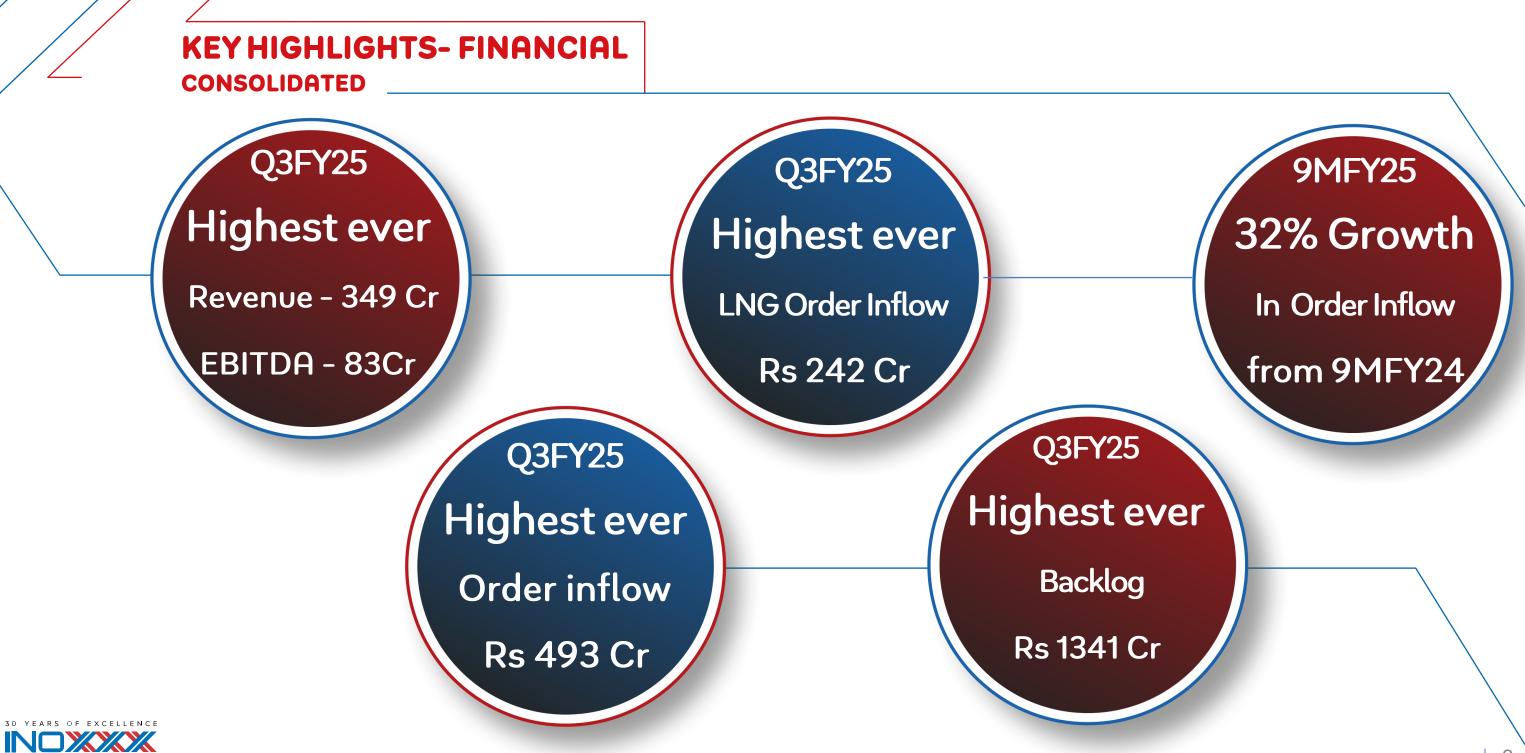
project



First of its Kind order for 2KL LH² Tank from New Zealand Customer

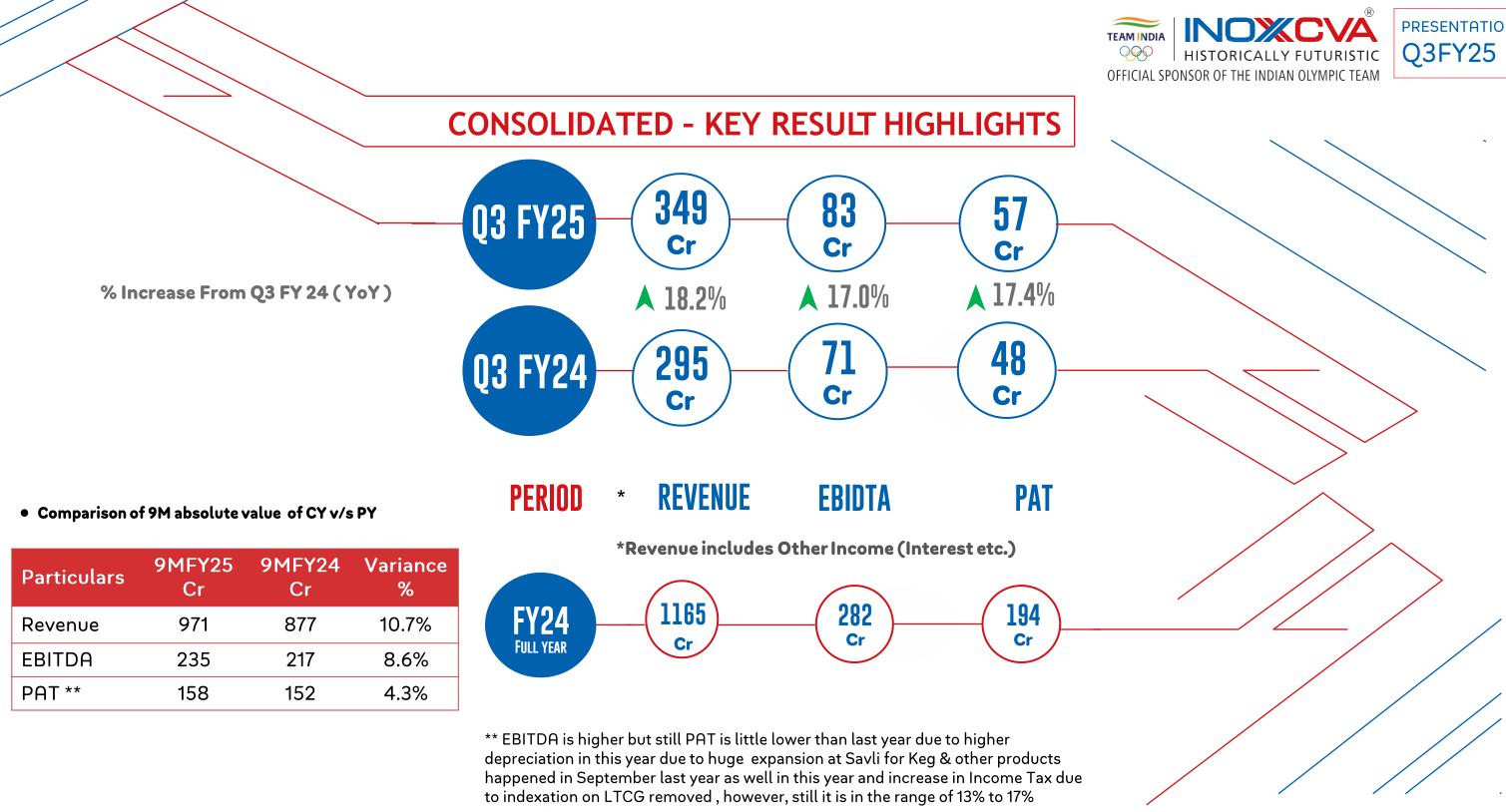
Another large value order received from European university for mega research











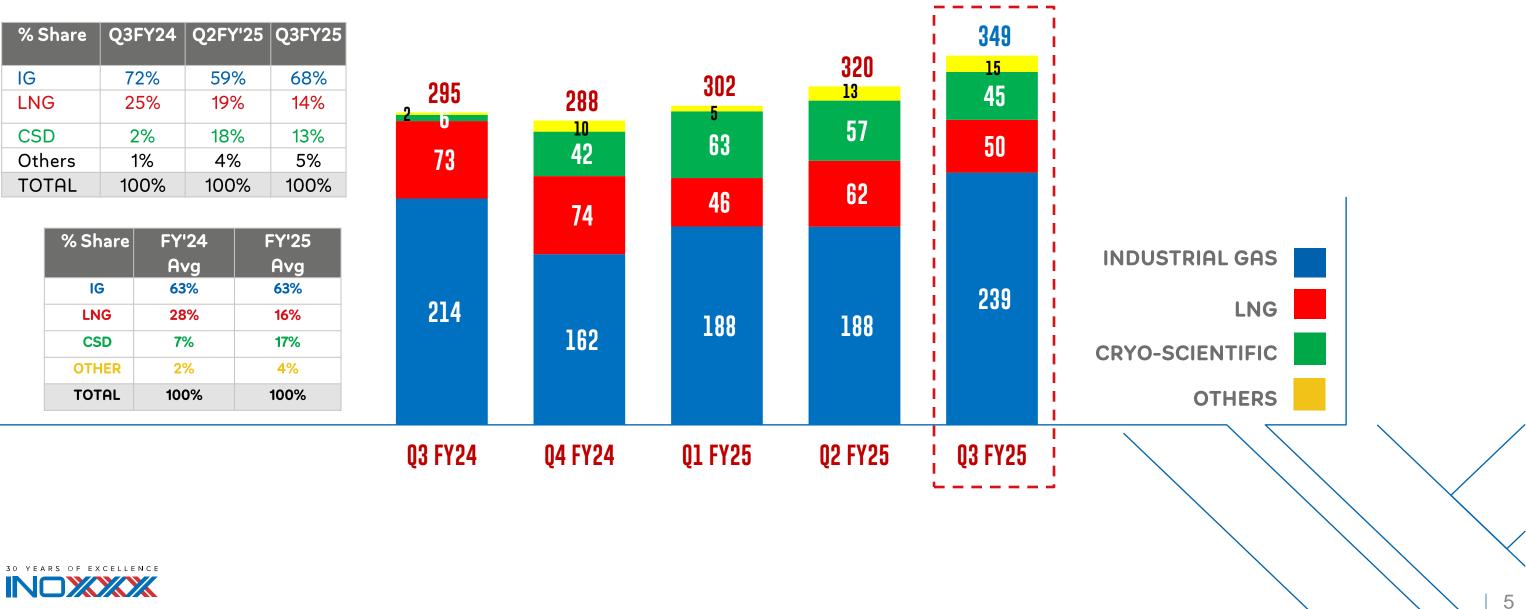


PRESENTATION



SEGMENT WISE REVENUE

Consolidated Revenue – Q3 FY24 to Q3 FY25 (₹ Cr)









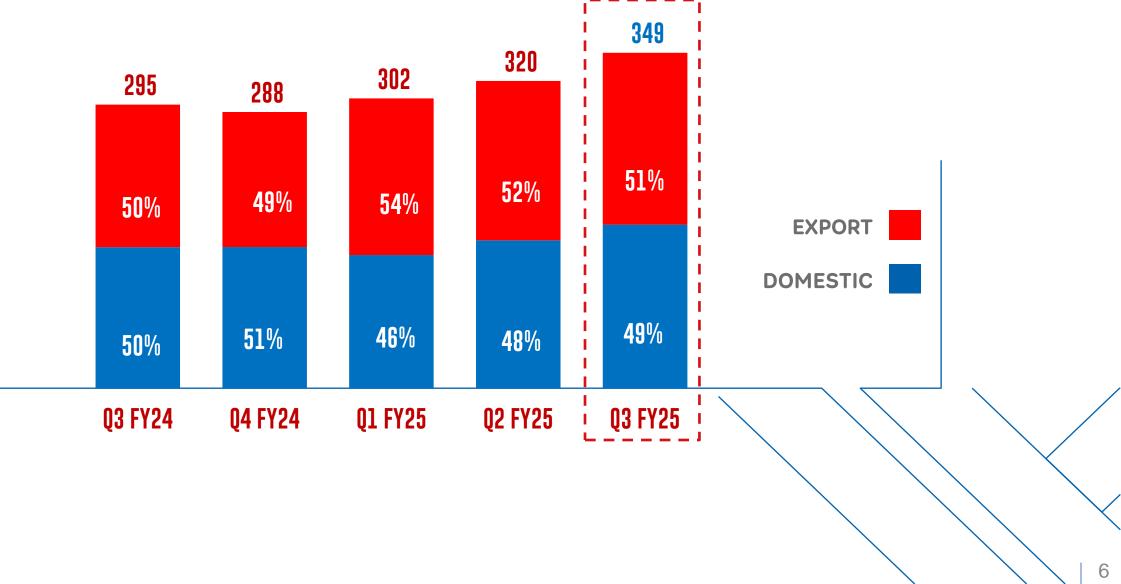


DOMESTIC - EXPORT REVENUE

Consolidated Revenue – Q3 FY24 to Q3 FY25 (₹ Cr)

| % Share | Q3FY24 | Q1FY25 | Q3FY25 |
|----------|--------|--------|--------|
| EXPORT | 50% | 52% | 51% |
| DOMESTIC | 50% | 48% | 49% |
| TOTAL | 100% | 100% | 100% |

| % Share | FY'24 Avg | FY'25 Avg |
|----------|--------------|--------------|
| EXPORT | 55% | 52% |
| DOMESTIC | 45% | 48% |
| TOTAL | 100% | 100% |



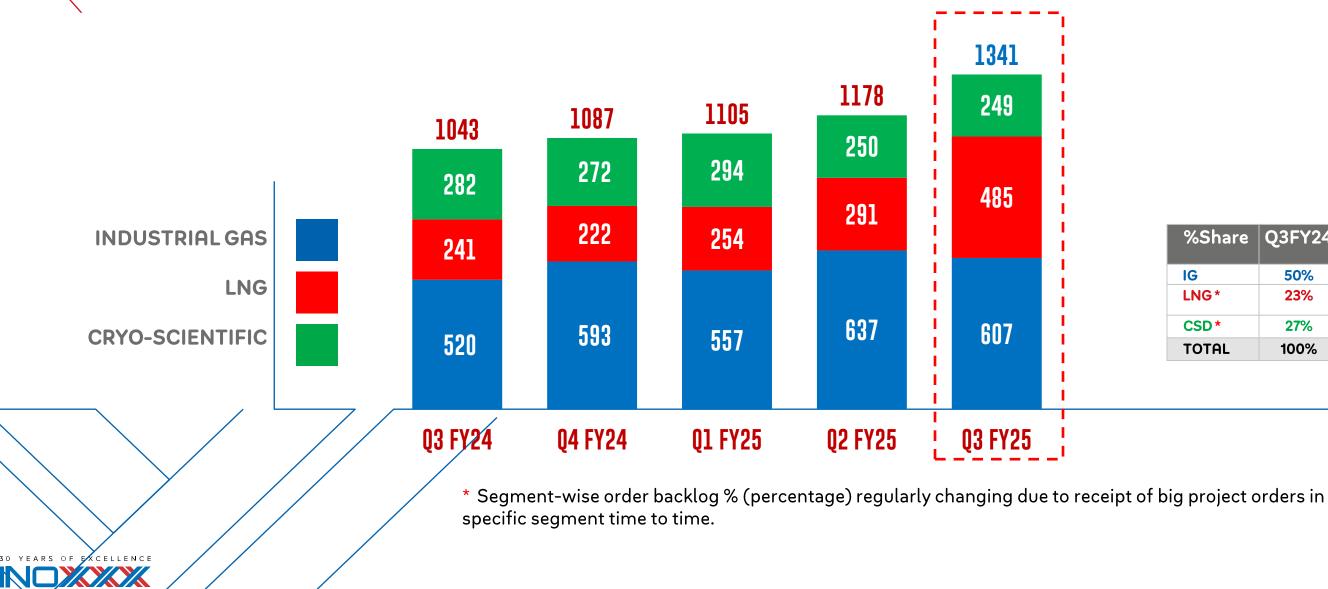






SEGMENT WISE ORDER BACKLOG

Consolidated Order Backlog – Q3 FY24 to Q3 FY25 (₹Cr)





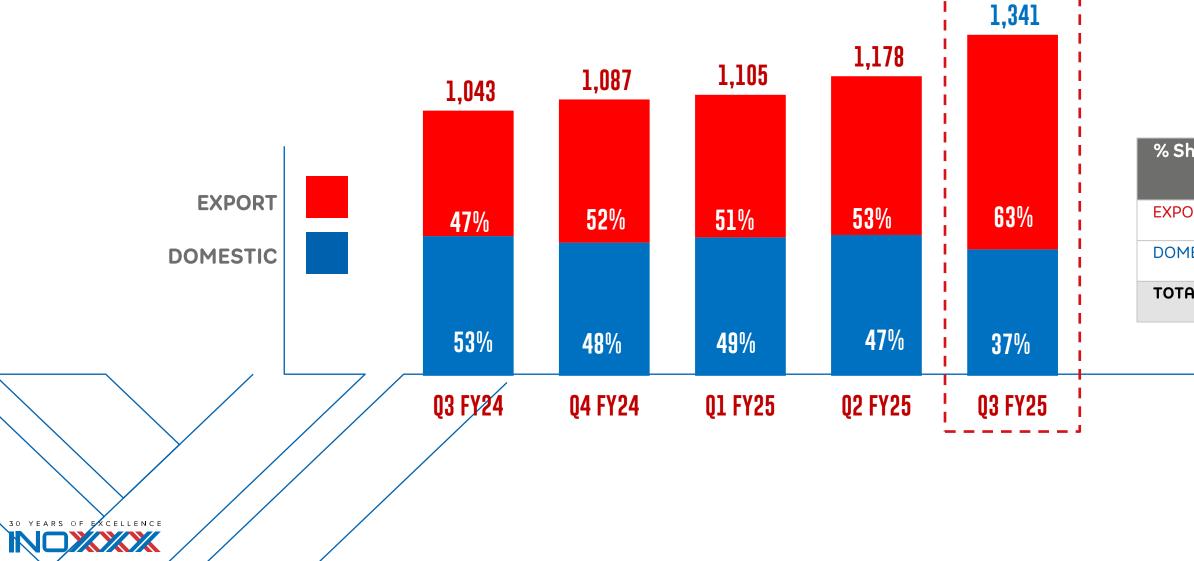


| %Share | Q3FY24 | Q2FY25 | Q3FY25 |
|--------|------------|------------|------------|
| IG | 50% | 54% | 45% |
| LNG * | 23% | 25% | 36% |
| CSD* | 27% | 21% | 19% |
| TOTAL | 100% | 100% | 100% |



DOMESTIC - EXPORT ORDER BACKLOG

Consolidated Order Backlog – Q3 FY24 to Q3 FY25 (₹Cr)



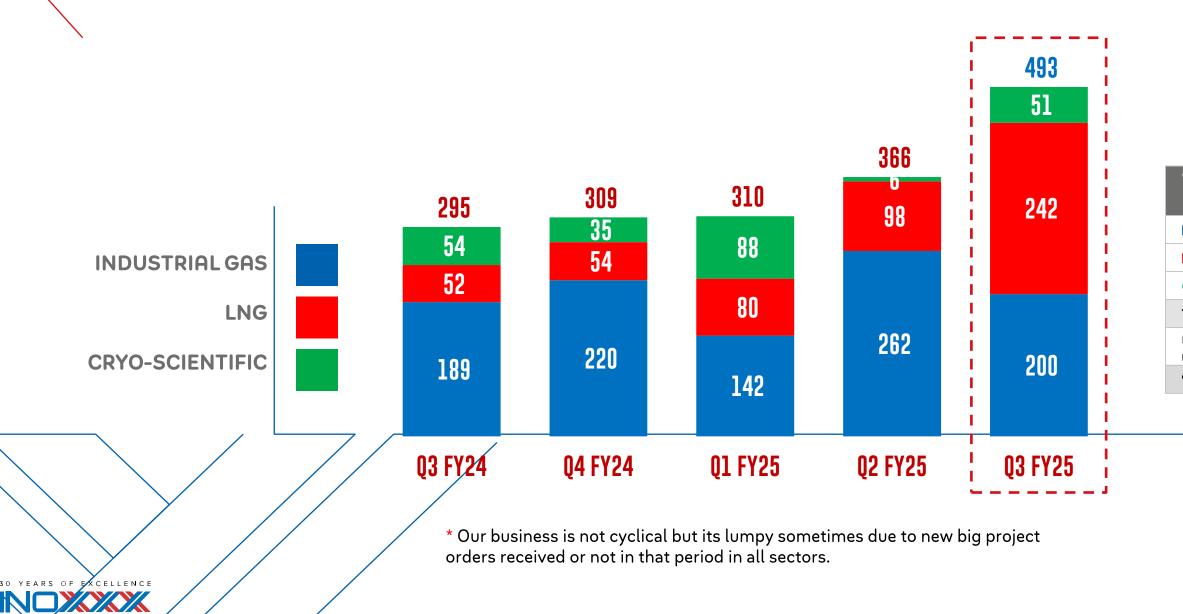


| nare | Q3FY24 | Q2FY25 | Q3FY25 |
|-------|--------|--------|--------|
| DRT | 47% | 53% | 63% |
| ESTIC | 53% | 47% | 37% |
| ΑL | 100% | 100% | 100% |



SEGMENT WISE ORDER RECEIVED

Consolidated Order Received – Q3 FY24 to Q3 FY25 (₹Cr)





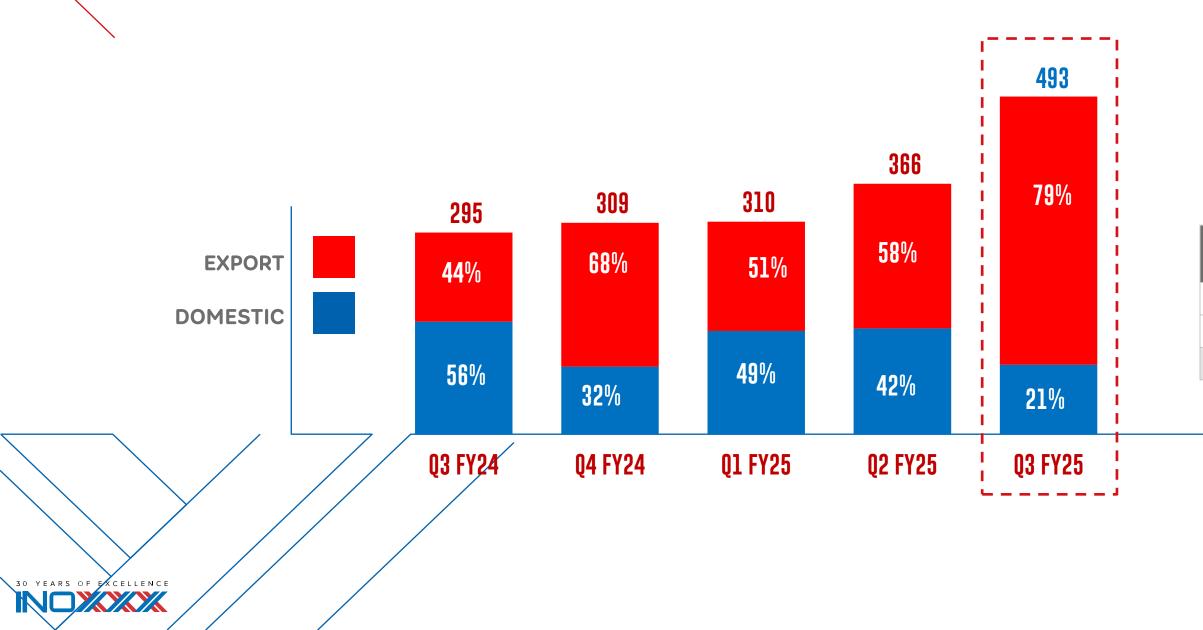
| % Share | FY'24 | FY'25 |
|-----------------------|------------|------------|
| | Avg | Avg |
| IG | 67% | 52% |
| LNG | 16% | 36% |
| CSD | 17% | 12% |
| TOTAL | 100% | 100% |
| Avg Order received | 298 | 390 |
| % Growth | | 30.9% |

9



DOMESTIC - EXPORT ORDER RECEIVED

Consolidated Order Received – Q3 FY24 to Q3 FY25 (₹Cr)





| % Share | FY'24 | FY'25 |
|----------|-------|-------|
| | Avg | Avg |
| EXPORT | 50% | 65% |
| DOMESTIC | 50% | 35% |
| TOTAL | 100% | 100% |

CONSOLIDATED PROFIT AND LOSS – KEY SUMMARY FIGURES



| | | _ | | | | | | | | | | | | |
|--------------------------------|-------|---------|-------|-------------|--------|---------|---------|--------|--------|-----------|-----------|--------|---------|-----|
| Particulars (₹ Cr) | Note | Q3 FY25 | % | Q3 FY24 | % | Y-o-Y | Q2 FY25 | % | % | 9 Month | 9 Month | % | FY24 | Rei |
| | | | | | | | | | Q-0-Q | ended | ended | Y-o-Y | | 1. |
| | | | | | | | | | | 31st Dec, | 31st Dec, | | | |
| | | | | | | | | | | 2024 | 2023 | | | |
| Revenue from Operations | 2 | 333.6 | | 290.7 | | 14.8% | 306.6 | | 8.8% | 936.6 | 856.8 | 9.3% | 1,133.3 | 2. |
| Other Income | | 15.6 | | 4.7 | | 229.8% | 13.4 | | 16.1% | 34.4 | 20.1 | | 31.3 | |
| Total Income | | 349.2 | | 295.4 | | 18.2% | 320.0 | | 9.1% | 971.0 | 877.0 | 10.7% | 1,164.7 | |
| Cost of materials consumed | | 150.4 | | 99.6 | | | 139.9 | | | 403.9 | 339.0 | | 465.7 | 3. |
| Changes in Inventories of FG 8 | د SFG | (1.6) | 1 | 30.5 | | | 0.3 | | | 16.8 | 60.6 | | 38.1 | |
| Total Cost of materials | | 140.0 | | 420.4 | 44.00/ | 4 4 40/ | 440.0 | 42.00/ | C 10/ | 420 7 | 200.0 | F 20/ | 502.0 | |
| consumed including WIP | | 148.8 | 42.6% | 130.1 | 44.0% | 14.4% | 140.2 | 43.8% | 6.1% | 420.7 | 399.6 | 5.3% | 503.8 | Λ |
| Employee benefits expense | | 27.2 | 7.8% | 24.9 | 8.4% | 9.3% | 27.3 | 8.5% | -0.5% | 80.7 | 69.8 | 15.5% | 101.7 | 4. |
| Other expenses incl Other | 1 | 00.0 | | CO 2 | 22 40/ | 20.00/ | 747 | 22 20/ | 20 40/ | 224.4 | 100.0 | 22.00/ | 200.0 | _ |
| Comprehesive Income | | 89.9 | 25.7% | 69.2 | 23.4% | 29.9% | 74.7 | 23.3% | 20.4% | 234.4 | 190.9 | 22.8% | 280.0 | 5. |
| Total Operating Expenses | | 265.9 | 76.1% | 224.2 | 75.9% | 18.6% | 242.2 | 75.7% | 9.8% | 735.8 | 660.3 | 11.4% | 885.5 | |
| EBITDA (with Other Income) | | 83.3 | 23.9% | 71.24 | 24.1% | 17.0% | 77.8 | 24.3% | 7.1% | 235.2 | 216.6 | 8.6% | 279.2 | 6. |
| EBITDA Margin (%) | 2 | 23.9% | | 24.1% | | -0.3% | 24.3% | | -0.5% | 24.2% | 24.7% | | 24.0% | 0. |
| Finance cost | 3 | 2.5 | 0.7% | 2.3 | 0.8% | 9.1% | 2.8 | 0.9% | -11.6% | 7.4 | 4.1 | 78.2% | 5.7 | |
| Depreciation | 4 | 6.4 | 1.8% | 5.2 | 1.8% | 22.1% | 5.9 | 1.9% | 8.1% | 17.9 | 13.0 | 38.2% | 18.1 | |
| Profit Before Tax (PBT) | | 74.4 | 21.3% | 63.7 | 21.6% | 16.8% | 69.1 | 21.6% | 7.8% | 210.0 | 199.5 | 5.2% | 255.4 | |
| Tax Expense | 5 | 17.6 | 5.0% | 15.3 | 5.2% | 15.1% | 19.01 | 5.9% | -7.6% | 51.8 | 47.9 | 8.2% | 61.4 | |
| Profit After Tax (PAT) | | 56.9 | 16.3% | 48.4 | 16.4% | 17.4% | 50.1 | 15.6% | 13.6% | 158.2 | 151.7 | 4.3% | 194.0 | |
| PAT Margin (%) | 6 | 16.3% | | 16.4% | | -0.1% | 15.6% | | 0.6% | 16.3% | 17.3% | | 16.7% | |

PRESENTATION **Q3FY25**

mark for 9MFY'25v/s9MFY'24

Due to higher job work charges for ITER France Repair order for which free material supplied by ITER and Site work exp due to higher site related project jobs. There is slight decrease in EBITDA which in turn depends on product mix of Std. and Project jobs , however , still it is in the range of 21% ~ 25%.

Finance cost is higher due to higher fund utilization due to Savli plant expansion, but other Income also increased due to int etc. on excess funds invested accordingly, hence no impact on profitability Higher depreciation due to huge expansion at Savli plant, capitalized in Sept last year & during the current year. Tax expenses is higher due to removal of Indexation benefit on LTCG by India's Budget' 24 and Company have investment in Mutual Funds .

PAT is little lower due to higher depreciation in this year due to huge expansion at Savli for Keg & other happened in September last year as well in this year and increase in Income Tax due to indexation on LTCG removed , however, still it is in the range of 13% to 17% .

Shareholder Information



SHAREHOLDING PATTERN- 31st Dec 2024 (IN %) Dec 2024 - DII FPI Promoters Public 75.00% 6.99% 6.52% 11.49%

| NSE Ticker |
|---|
| BSE Ticker |
| IPO Listing Date |
| Share Price (₹)^ |
| Market Cap (₹ Mn)^ |
| % Free Float [^] |
| Free float market cap (₹ Mn)^ |
| Shares outstanding [^] |
| 3 Months ADTV* (shares) – 31 st Dec 24 |
| 3 Months ADTV (₹ Mn) - 31 st Dec 24 |
| |

Industry

^Source: NSE,

* ADTV : Average Daily Trading Volume



| INOXINDIA |
|-------------|
| 544046 |
| 21 Dec 2023 |
| 1,106.85 |
| 100,462 |
| 25.00% |
| 25,115 |
| 9,07,63,500 |
| 125,263 |
| 145.10 |
| |

PRESENTATION

Q3FY25

Other Industrial Products

INOX India - In a Nutshell

FY24

(₹. Cr)





282 Cr

EBIDTA

24%

EBITDA Margin

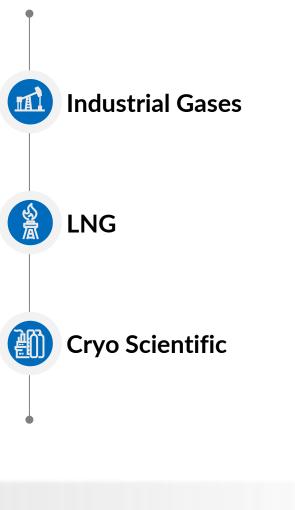








Business Divisions











Growth Story of INOX India







Industry leader in manufacturing a wide range and various kinds of Cryogenic equipment

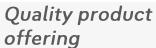


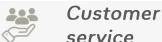
| | Industria | al Gas | 1 | NG | Cryo S |
|-----------|---|--|---|---|---|
| Offerings | Cryogenic tanks and syste transportation of industrial Nitrogen, Argon, Hyd | ems for storage, and gases such as Oxygen, | Standard and engineer | red equipment for LNG and transportation. | Equipment for technolog turnkey solutions for research involving |
| Products | Storage tanks Transport tanks Microbulk Units Vaporizers | Cryo Bio tanks Storage & regasification equipment | Storage & regas system for Industrial applications Marine fuel gas systems LCNG fuel stations | Vehicle mounted LNG fuel tanks LNG infrastructure for automotive applications Mini LNG infrastructure | Satellite and launch facilities Cryogenic propulsion system and research MRI Cryostat |
| | Generation of the second secon | ISO compliant containers | 1,000 m ³ Mini LNG Terminal | LNG Bunker Barge tanks | Cryostat for MRI Superconducting Magnet |
| | COVID 19 COVID 19 COV | Microbulk Tank | ECNG fuel station | LNG satellite station | ESPN Nuclear Code Certified Vessels |



Engineering Expertise

20









The company executes large turnkey projects and manufactures non-cryogenic equipment

+-



Scientific

ogy intensive applications and or scientific and industrial g cryogenic distribution

Fusion and superconductivity ► Liquid H2 and He systems





Multi-core Cryoline Warmlines



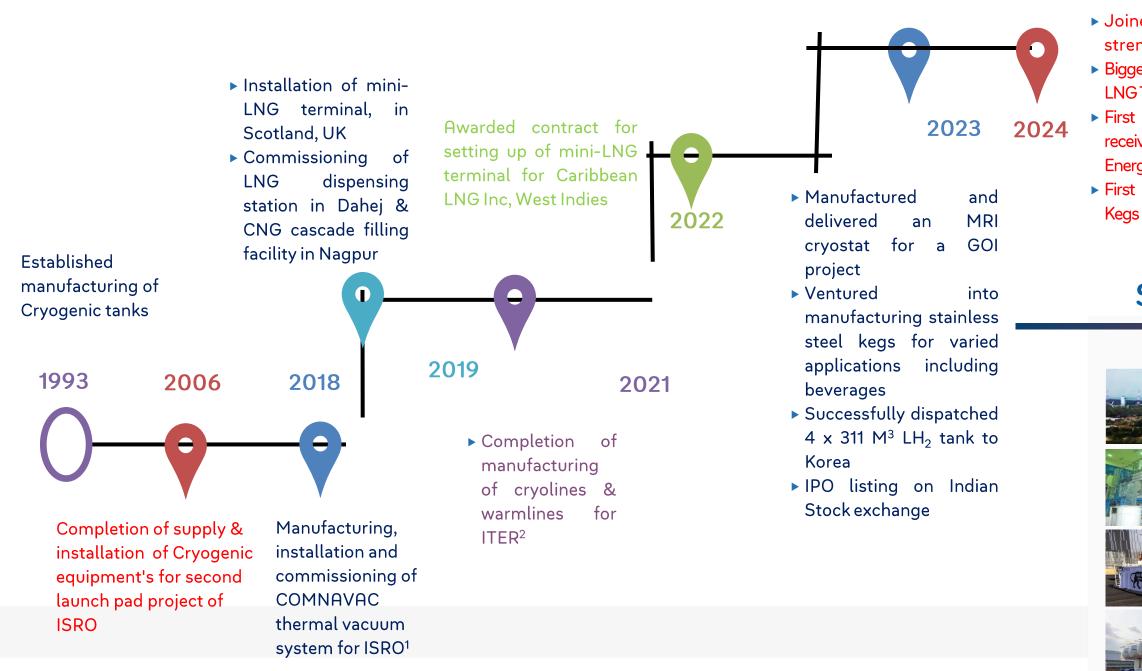


Thermal shield repair ITER Project



Collaboration, in-house technology, and engineering capabilities have enabled INOX to earn brand value for its expertise in the entire Cryogenic value chain





¹A premier space research organization in India; ²An India based project of an institute involved in plasma research



Joined hands with Adani Total Gas to strengthen LNG ecosystem in India
Biggest ever order received in LNG Division for Mini LNG Terminal at Bahamas
First Liquid Air Tank order of Largest Size IG Tank

received from UK Customer for LDES (Long Duration Energy Storage) application.

 First in India to have Certificate of FSSC 22000 of Kegs for Beverage & Food application

SNAPSHOT



ISRO Launch Pad

COMNAVAC thermal vacuum system Multi-core Cryoline & Warmlines

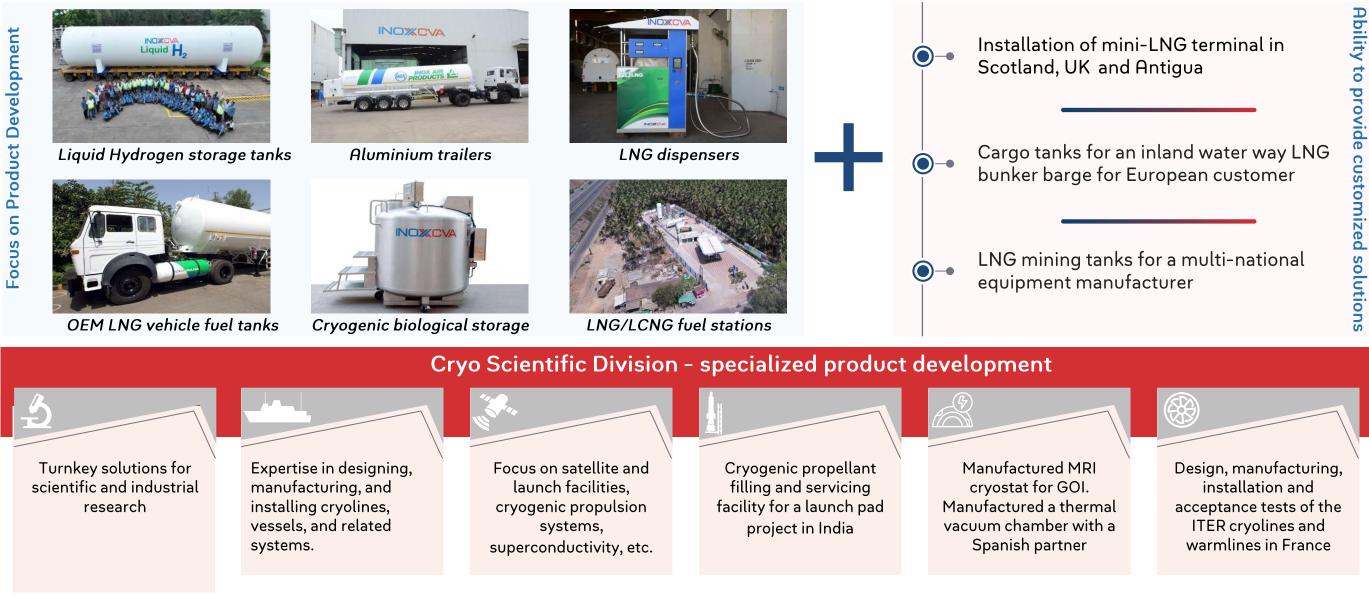
Hydrogen tank installation

Strong Product Development & Engineering Focus

YEARS OF EXCELLENCE



Inhouse team with 400+ engineers provides the ability to develop new products and offer customized solutions





Supported by Integrated Facilities in India and Service Support Internationally making it a 'True-blue Indian Multinational'

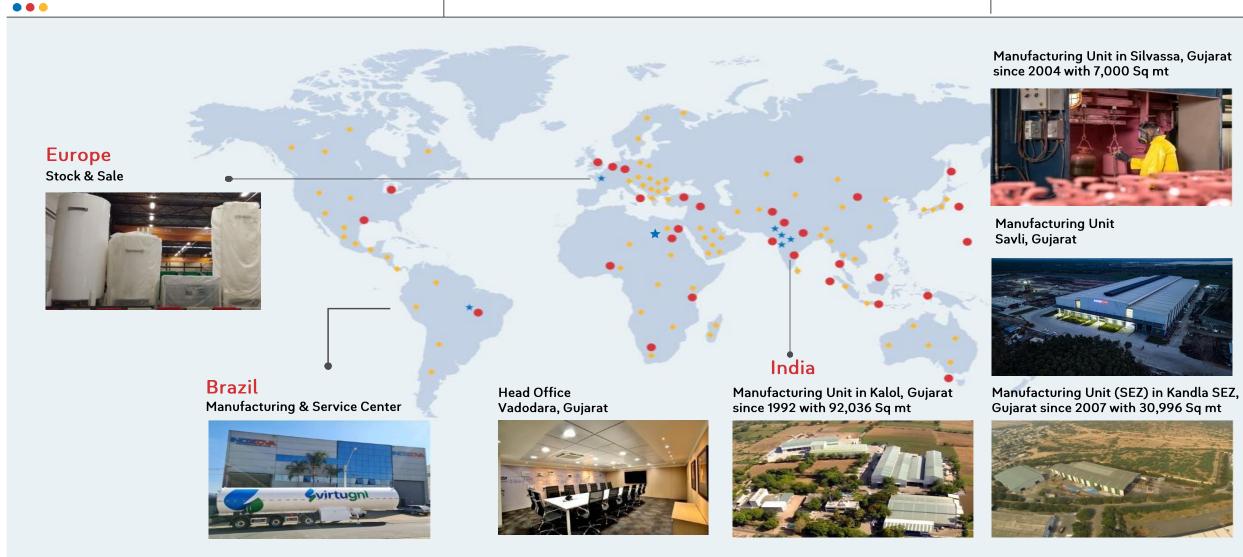




Integrated Manufacturing facilities in the Indian Cryogenic Industry

Making For The World

5000+ customers across 100+ countries















3

countries with INOXCVA operations

30+

sales & service support locations

100 +

countries accommodating INOXCVA clients

Product range with applications from 'deep in the earth' to 'high up in space'





Oil & Gas, Refining & Petrochemicals | Shipping & Transportation | Construction & Cement | Cryo Scientific Research | Dairy & Livestock | Electronics | Fertilizers & Chemicals | Food & Beverages | Glass & Ceramics | Healthcare & Life Sciences | Hydrogen | Industrial Gas | LNG & LCNG | Metal Processing | Paper & Pulp | Pharmaceuticals | Power & Utilities | Rubber | Steel & Mining | Water & Water Treatment | Aviation & Aerospace | Material Handling | Entertainment & Events



Serving Cryogenic Solutions that optimize processes, reduce costs, minimize environmental impact, and ensures top-quality performance







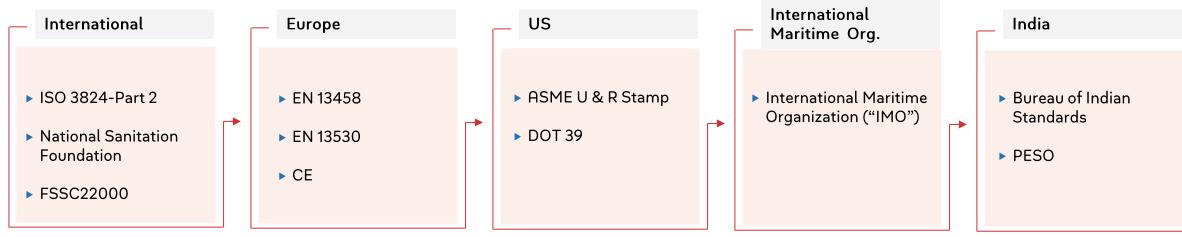


Diversified Domestic and International Customer Base across Industry Sectors





Obtained multiple approvals and certifications required to sell products across geographies



1. Crisil report Nov23







Stringency related to design, manufacturing and the number of regulations in the cryogenic equipment segment is a barrier to entry¹

Helmed by Technocrat Promoters and Professional Management









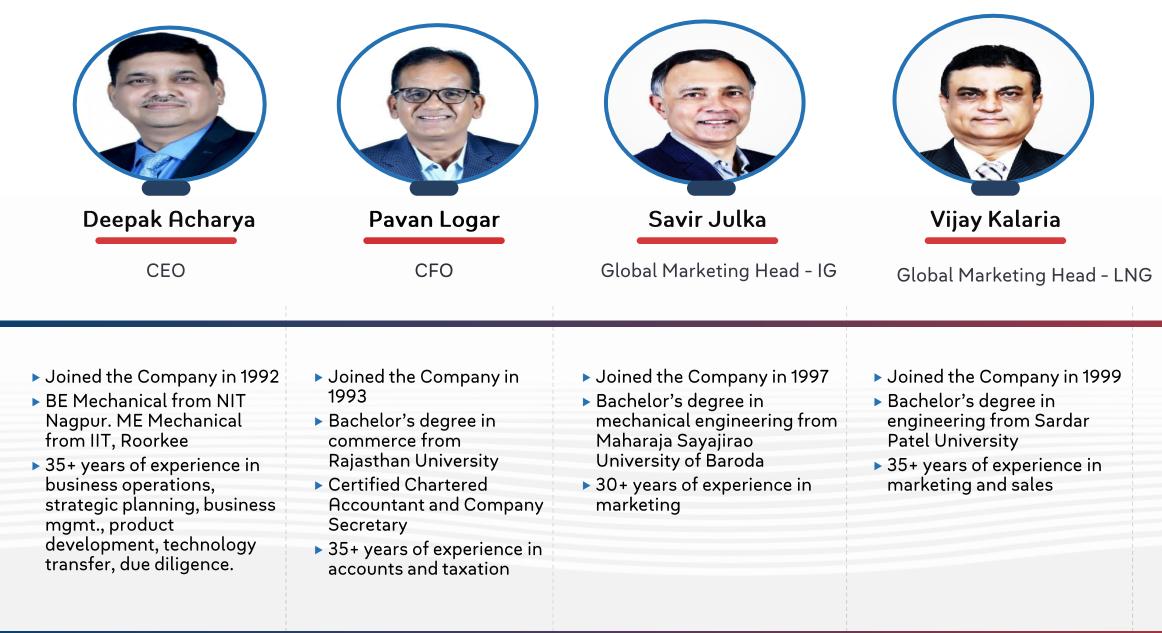
Bachelor's degree in mechanical engineering

Masters' degree in management studies from

▶ 50+ years of experience in the cryogenic

30 YEARS OF EXCELLENCE









Sudhir Sethi

Chief People Officer & Legal Head

| Joined the Company in 20 | 07 |
|----------------------------|----|
| Bachelor's degree in Scien | ce |
| (Physics) | |
| NA | |

- Masters' degree in social welfare from Maharaja Sayajirao University of Baroda
- 34+ years of experience in human resources management



Future Growth Strategies -INOX India



NOXCVA





Capitalize on opportunities in LNG and Hydrogen to establish presence across the entire value chain within product lines



| | | LNG | Hydro |
|-------------|---------------------------------------|--|---|
| Gro Driv | wth vers | Demand driver include Asian countries like China, India, South Korea, Pakistan and Bangladesh which are increasingly transitioning from energy sources such as coal, crude oil to nuclear and gas | Need for large scale movements of Proposed launch of National Hydr Key Industries – Refining, ammon |
| cap the | us on turing entire ve chain | Focus on users in remote islands, industrial consumers without access to natural gas pipelines, etc Use of LNG as a fuel for marine and automotive application | Solutions for Hydrogen fuelling in for liquid Hydrogen distribu Offer complete solutions infrastr |
| Ena | Enabling Growth | Received orders from IOCL, BPCL & HPCL | First Indian company to Hydrogen transport tan |
| | | Supplied over 60% of tanks in stationary & trailer mounted mobile LNG tanks in India | Produced & supplied liquid in South Ko |





ogen

s of liquid Hydrogen /drogen Mission onia and methanol

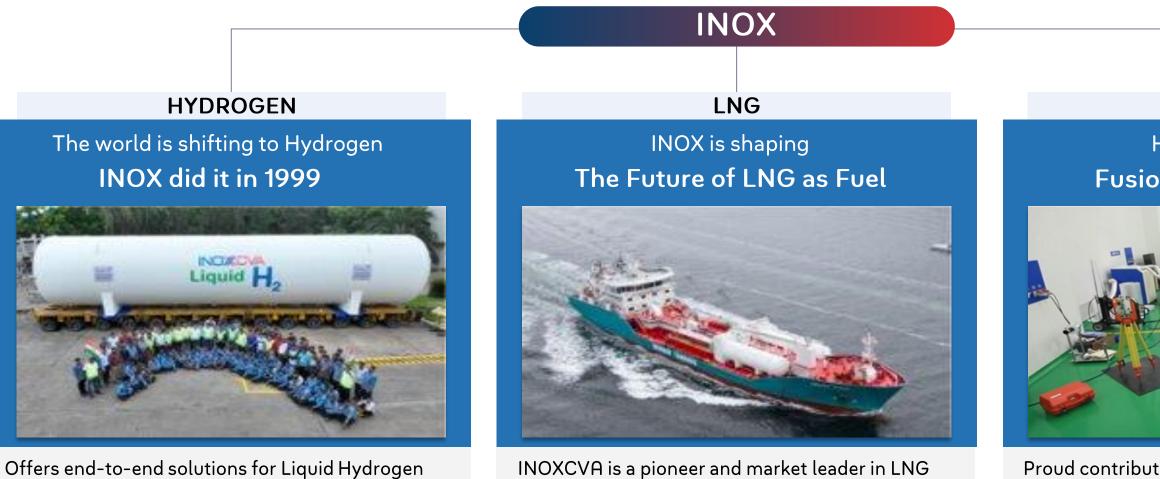
g infrastructure, storage, products bution, helium IMO tank, etc

ons for Hydrogen fuelling tructure

o manufacture trailer mounted ank, designed jointly with ISRO

uid Hydrogen tank to 2 customers Korea





Offers end-to-end solutions for Liquid Hydrogen storage and transportation, available in sizes ranging from small to large as required

INOXCVA is a pioneer and market leader in LNG infrastructure

Continual innovation and new product introductions to meet emerging industry needs have been the hallmark of INOXCVA's LNG journey Proud contribution to the world's largest fusion research project by providing critical equipment: 4km long complex jacketed piping to maintain ultra cold superconducting magnets operational under all conditions



FUSION

Helping harness Fusion's true potential



Resilient to Ride through the Sector's Growth Cycle

TEAM INDIA









A Good Multiple



26

Key Strengths



Leading Cryogenic Solutions Provider

- Largest supplier of cryogenic equipment in India
- Moved up the value chain from 1 Litre upto 1 Mln Litre
- Foray into newer application areas

Global Quality Standards

- Multiple global approval and certifications
- Stringency related design, to manufacturing key barriers to entry
- Technical expertise and design customization involved

- Design, customization
- prowess

Sizeable manufacturing infrastructure

- 4 existing facilities
- Effluent treatment plant & sewage treatment plants
- Captive 1.65MW windmill in Gujarat generates power for the Kalol facility

Varied end-use applications

- Increasing demand from LNG due to varied applications in industrial heating, captive power generation
- New applications like LCNG. Locomotives & Automotive fuel tank has boosted the demand profile

Healthy financial performance

- raw material procurement





Product Development and **Engineering Focus**

engineering capabilities developed indigenously to achieve

Evolved and achieved manufacturing

• In-house team of 400+ engineers

• Debt free and strong net worth; Savli plant funded from internal accruals • Strong liquidity and robust operational cash flow to support growth & capex • Efficient working capital cycle and local





Vision

To be the world's best integrated cryogenic solutions enterprise with a leadership position across products and markets, exceeding customer and stakeholder expectations







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PRESENTATION Q3FY25



Contact us

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ank you 30 YEARS OF EXCELLENCE TEAM INDIA 000 HISTORICALLY FUTURISTIC OFFICIAL SPONSOR OF THE INDIAN OLYMPIC TEAM AN INOX GROUP COMPANY

