

November, 14 2024

To

**BSE Limited** 

The Corporate Relationship Dept. P.J. Towers, Dalal Street Mumbai-400 001

Scrip Code: 500214

**National Stock Exchange of India Limited** 

Exchange Plaza, C-1, Block- G, Bandra Kurla Complex, Bandra (East), Mumbai-400 051

Scrip Code: IONEXCHANG

Sub: Submission of Analyst / Investor Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30(6) read with Para A Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation being made to Analyst / Institutional Investor (Group Meet) to discuss the Financial performance of the Company for the Second Quarter and half year ended September 30, 2024.

The aforesaid information is also disclosed on website of the company i.e. <a href="https://www.ionexchangeglobal.com">www.ionexchangeglobal.com</a>.

Kindly take the information on record.

Thanking You

Yours faithfully, For Ion Exchange (India) Limited

MILIND DATTATRAYA PURANIK Digitally signed by MILIND DATTATRAYA PURANIK Date: 2024.11.14 17:29:02 +05'30'

Milind Puranik Company Secretary & Compliance Officer ACS-4824

**Encl: As stated above** 

Regd. Office: Ion House, Dr. E. Moses Road, Mahalaxmi, Mumbai - 400011, India.

Board: +91 22 6231 2000 | Fax: +91 22 2493 8737 | E-mail: ieil@ionexchange.co.in | Web: www.ionexchangeglobal.com



# E ION EXCHANGE Refreshing the Planet

EARNINGS PRESENTATION – Q2/H1-FY25

# **Executive Summary**



- Ion Exchange (India) Ltd (Ion Exchange), formed in 1964, is a pioneer in water, wastewater treatment & environment solutions and caters to various industries, institutions, homes & communities.
- Headquartered in Mumbai, the company has 7 manufacturing and assembly facilities across India, 1 manufacturing facility in Portugal and 1 assembly facility each in UAE, Indonesia, Bangladesh and Saudi Arabia. It also has presence across other key geographies.

### BUSINESS & FY24 REVENUE MIX (%) - CONSOLIDATED

- Engineering (60%) Provides comprehensive and integrated services and solutions in water & wastewater treatment including Sea Water desalination, Recycle and Zero liquid discharge plants to diverse industries.
- Chemicals (29%) Provides a comprehensive range of resins, speciality chemicals and customized chemical treatment programmes for water, non-water and specialty applications.
- Consumer Products (11%) Caters to individuals, hotels, spas, educational institutions, hospitals, laboratories, railway and defence establishments providing safe drinking water and a clean environment.

### **MARQUEE CLIENTS**

• Industrial – NTPC, NPC, Reliance, IOCL, JSW, CPCL, L&T, ArcelorMittal, Nippon Steel, Nayara Energy, IRCTC, BHEL, Tata Group.

- Institutional Leela, Military Engineering Services, Taj Hotels, Holiday Inn, Hyatt Regency, Oberoi Hotels, Apollo Hospitals, Escorts Heart Institute, DLF, Puravankara.
- International Cargill, Technip France, Unilever Group, Jurong, Thyssenkrupp (Uhde), Jacobs, Kawasaki, Mitsubishi, PDO Oman, Emirates Steel, IKPP Indonesia, JESA and Hyundai Engineering & MCT Dubai.



FY24: Operating Income\* INR 23,479 Mn



FY24: Operating EBITDA\* INR 2,720 Mn



FY24: PAT\* INR 1,954 Mn

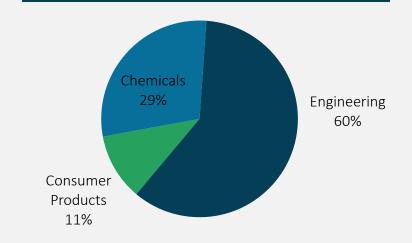
\*Consolidated

### **Company Overview**

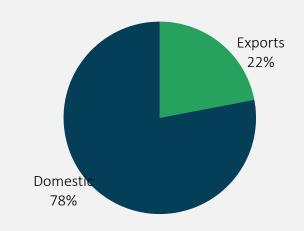


- Ion Exchange was originally formed as a subsidiary of Permutit, UK in 1964. It became a wholly owned Indian company in 1985. The company is currently in its 60<sup>th</sup> Year of operations.
- The company has expanded its footprints globally and possesses a diversified product range. It offers one stop water and non-water treatment solutions catering to diverse segments like infrastructure, industry, institutions, municipalities, homes and communities, urban and rural.
- It offers a wide range of solutions across the water cycle from pre-treatment to process water treatment, wastewater treatment, recycle, zero liquid discharge, sewage treatment, packaged drinking water, sea water desalination etc.
- Ion Exchange is also engaged in manufacturing ion exchange resins, membranes, speciality chemicals for water and wastewater treatment as well as non-water applications.
- It has two facilities for in-house R&D and two applications and testing centers.
- It has over 50 patents to their credit and 100+ products commercialized.
- It has a global presence apart from presence in major cities in India with 36+ sales & service centers and 100+ Channel Partners.
- It exports to Africa, Japan, Middle East, Russia, Southeast Asia, Europe, UK, USA, Canada and neighbouring countries.

### FY24 CONSOLIDATED REVENUE BREAKUP\*



### FY24 CONSOLIDATED GEOGRAPHICAL BREAKUP



# Q2/H1-FY25 Financial Highlights



### Q2-FY25 Performance (Standalone)

INR 5,889 Mn
Operating Income

INR 670 Mn
Operating EBITDA
Operating EBITDA
Margins

INR 507 Mn
Net Profit

Ret Profit

Net Profit

Net Profit

Operating EBITDA
Operating EBITDA
Margins

INR 4.127/Share
Diluted EPS

# Q2-FY25 Performance (Consolidated)

INR 6,445 Mn
Operating Income

INR 682 Mn
Operating EBITDA
Margins

INR 506 Mn
Net Profit

INR 506 Mn
PAT Margins

INR 4.297/Share
Diluted EPS

### H1-FY25 Performance (Standalone)

INR 11,050 Mn
Operating Income

INR 1,276 Mn
Operating EBITDA

Margins

INR 966 Mn
Net Profit

Ret Profit

INR 1,276 Mn
Operating EBITDA

Margins

INR 7.856/Share
Diluted EPS

### H1-FY25 Performance (Consolidated)

INR 12,120 Mn
Operating Income

INR 1,326 Mn
Operating EBITDA
Operating EBITDA
Margins

INR 954 Mn
Net Profit

PAT Margins

INR 8.089/Share
Diluted EPS

# Q2/H1-FY25 Operational Highlights



### **ENGINEERING**

- Improvement in the order flow during the quarter.
- The domestic enquiry bank remains robust, and we are hopeful that finalizations of some large value opportunities in next few months.
- Increase in turnover largely due to improved execution of some of the large EPC contracts. The momentum is expected to continue in the ensuing quarters.

### **CHEMICALS**

- The segment continues to record improvement in turnover and margins.
- The Roha Plant expansion for manufacture of Resins is at advanced stage and we expect the commercial production to commence in Q1 FY 25-26.

### **CONSUMER PRODUCTS**

• Consistent turnover growth being witnessed in this segment on the back of greater penetration and acceptance of the Company's product profile. However, margins remain negative in view of the investments being made in infrastructure.

### ENGINEERING ORDER BOOK AND PIPELINE (As on 30th September, 2024)

Engineering projects<sup>^</sup>
~ INR 2,654.38 Cr

Outstanding Sri Lanka
~ INR 174.06 Cr

Outstanding UP SWSM & Delhi Jal Nigam ~ INR 752.01 Cr

**Total Orderbook** ~ INR 3,580.45 Cr

Bid Pipeline ~ INR 8,695 Cr

<sup>^</sup>Excluding Sri Lanka Order, UP SWSM & Delhi Jal Nigam order



# Quarterly Standalone Financial Performance



INCOME STATEMENT (INR MN)	Q2-FY25	Q2-FY24	Y-o-Y	Q1-FY25	Q-o-Q
Operating Income	5,889	4,839	21.7%	5,161	14.1%
Expenses	5,219	4,253	22.7%	4,554	14.6%
Operating EBITDA	670	586	14.3%	607	10.4%
Operating EBITDA Margins (%)	11.38%	12.11%	(73) Bps	11.76%	(38) Bps
Depreciation	98	78	25.6%	94	4.3%
Finance Cost	21	22	(4.5)%	17	23.5%
Other Income	126	104	21.2%	126	NA
PBT	677	590	14.7%	622	8.8%
Tax	170	152	11.8%	164	3.7%
Profit After Tax	507	438	15.8%	458	10.7%
PAT Margins (%)	8.61%	9.05%	(44) Bps	8.87%	(26) Bps
Other Comprehensive Income	(2)	(6)	(66.7)%	(2)	NA
Total Comprehensive Income	505	432	16.9%	456	10.7%
Diluted EPS (INR)#	4.127	3.560	15.9%	3.729	10.7%

#Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140)

# **Quarterly Standalone Segmental Breakup**





# Half Yearly Standalone Financial Performance

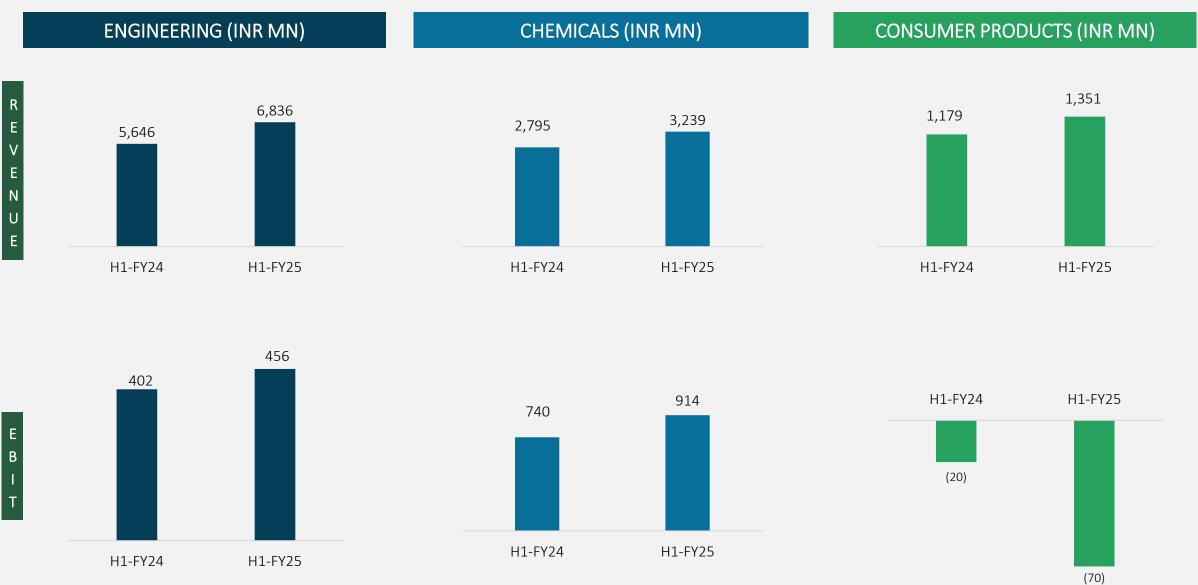


INCOME STATEMENT (INR MN)	H1-FY25	H1-FY24	Y-o-Y
Operating Income	11,050	9,330	18.4%
Expenses	9,774	8,225	18.8%
Operating EBITDA	1,276	1,105	15.5%
Operating EBITDA Margins (%)	11.55%	11.84%	(29) Bps
Depreciation	191	154	24.0%
Finance Cost	38	39	(2.6)%
Other Income	252	201	25.4%
PBT	1,299	1,113	16.7%
Tax	333	286	16.4%
Profit After Tax	966	827	16.8%
PAT Margins (%)	8.74%	8.86%	(12) Bps
Other Comprehensive Income	(5)	(12)	(58.3)%
Total Comprehensive Income	961	815	17.9%
Diluted EPS (INR)#	7.856	6.722	16.9%

#Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140)

# Half Yearly Standalone Segmental Breakup





# **Quarterly Consolidated Financial Performance**

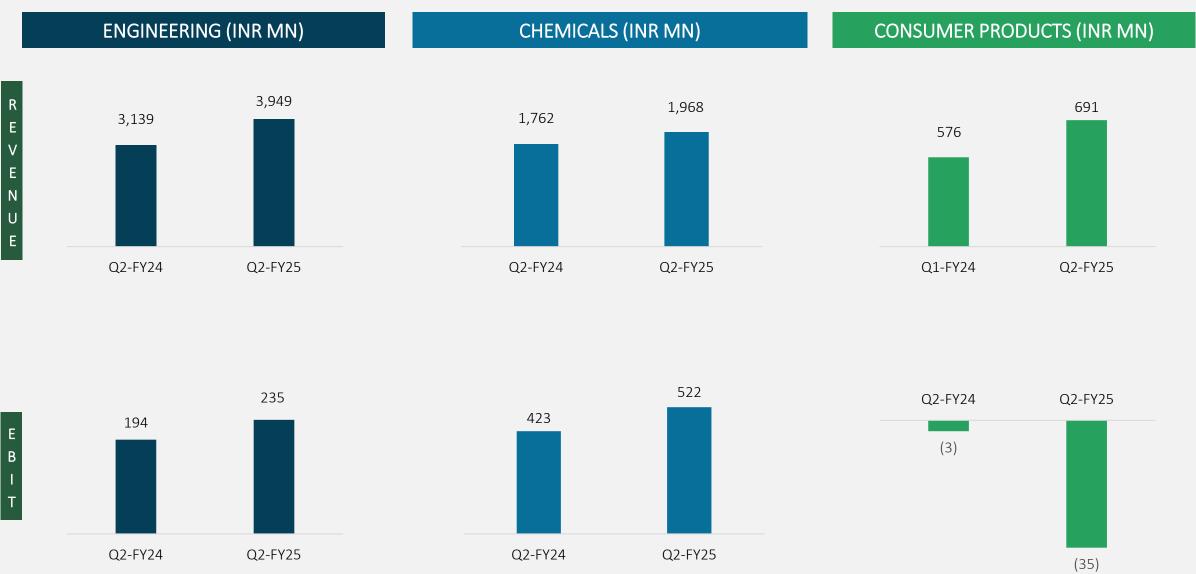


INCOME STATEMENT (INR MN)	Q2-FY25	Q2-FY24	Y-o-Y	Q1-FY25	Q-o-Q
Operating Income	6,445	5,330	20.9%	5,676	13.5%
Expenses	5,763	4,726	21.9%	5,035	14.5%
Operating EBITDA	682	604	12.9%	641	6.4%
Operating EBITDA Margins (%)	10.58%	11.33%	(75 ) Bps	11.29%	(71 ) Bps
Depreciation	109	85	28.2%	104	4.8%
Finance Cost	36	36	NA	29	24.1%
Other Income	144	96	50.0%	111	29.7%
PBT	681	579	17.6%	619	10.0%
Share of Profit of equity accounted Investee	2	11	(81.8)%	4	(50.0)%
Tax	177	166	6.6%	175	1.1%
Profit After Tax	506	424	19.3%	448	12.9%
PAT Margins (%)	7.85%	7.95%	(10) Bps	7.89%	(4) Bps
Other Comprehensive Income	6	(4)	NA	(4)	NA
Total Comprehensive Income	512	420	21.9%	444	15.3%
Diluted EPS (INR)#	4.297	3.585	19.9%	3.792	13.3%

#Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140) and shares held by Subsidiary companies: (No of Shares: 43,78,740)

# **Quarterly Consolidated Segmental Breakup**





# Half Yearly Consolidated Financial Performance



INCOME STATEMENT (INR MN)	H1-FY25	H1-FY24	Y-o-Y
Operating Income	12,120	10,122	19.7%
Expenses	10,794	9,030	19.5%
Operating EBITDA	1,326	1,092	21.4%
Operating EBITDA Margins (%)	10.94%	10.79%	15 Bps
Depreciation	213	164	29.9%
Finance Cost	66	56	17.9%
Other Income	254	182	39.6%
PBT	1,301	1,054	23.4%
Share of Profit of equity accounted Investee	5	11	(54.5)%
Tax	352	308	14.3%
Profit After Tax	954	757	26.0%
PAT Margins (%)	7.87%	7.48%	39 Bps
Other Comprehensive Income	2	(7)	NA
Total Comprehensive Income	956	750	27.5%
Diluted EPS (INR)#	8.089	6.391	26.6%

#Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140) and shares held by Subsidiary companies: (No of Shares: 43,78,740)

# Half Yearly Consolidated Segmental Breakup







# Historical Standalone Financial Performance



INCOME STATEMENT (INR MN)	FY21	FY22	FY23	FY24	H1-FY25
Operating Income	14,018	15,094	18,923	21,800	11,050
Expenses	12,067	13,123	16,544	19,129	9,774
Operating EBITDA	1,951	1,971	2,379	2,671	1,276
Operating EBITDA Margins (%)	13.92%	13.06%	12.57%	12.25%	11.55%
Depreciation	261	268	281	330	191
Finance Cost	99	76	90	67	38
Other Income	368	461	450	470	252
PBT	1,959	2,088	2,458	2,744	1,299
Tax	499	545	607	703	333
Profit After Tax	1,460	1,542	1,851	2,041	966
PAT Margins (%)	10.42%	10.22%	9.78%	9.36%	8.74%
Other Comprehensive Income	9	(15)	(23)	(9)	(5)
Total Comprehensive Income	1,469	1,527	1,828	2,032	961
Diluted EPS (INR) @	11.875	12.544	15.060	16.603	7.856

<sup>&</sup>lt;sup>®</sup>Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140)

# Historical Standalone Balance Sheet



						Refreshing	the Planet
PARTICULARS (INR MN)	FY23	FY24	H1-FY25	PARTICULARS (INR MN)	FY23	FY24	H1-FY25
EQUITIES & LIABILITIES				ASSETS			
Equity				Non-Current Assets			
(A) Equity Share Capital	147	147	147	(A) Property, Plant and Equipment	1,680	2,149	2,175
(B) Other Equity	8,718	10,597	11,373	(B) Capital Work-in-progress	420	607	1,332
Total Equity	8,865	10,744	11,520	(C) Right-of-Use Assets (D) Other Intangible Assets	341 18	357 125	403 144
Non-Current Liabilities	,	,	•	(E) Financial Assets	10	125	144
				· ,			
(A) Financial Liabilities				(i) Investments	591	842	849
(i) Borrowings	157	438	847	(ii) Trade Receivables	12	9	9
(ii) Lease Liabilities	34	87	134	(iii) Loans	220	220	320
(iii) Other financial Liabilities	87	146	135	(iv) Other Financial Assets	76	87	78
(B) Provisions	212	231	231	(F) Other Non-Current Assets	44	242	557
Total Non – Current Liabilities	490	902	1,347	(G) Deferred Tax Assets	104	78	86
	490	302	1,347	Total Non – Current Assets	3,506	4,716	5,953
Current Liabilities				Current Assets			
(A) Financial Liabilities				(A) Inventories	1,856	1,887	2,529
(i) Borrowings	271	34	220	(B) Financial Assets			
(ii) Lease Liabilities	31	33	49	(i) Investments	3	5	5
(iii) Trade Payables	5,231	6,508	6,261	(ii) Trade Receivables	6,974	9,217	9,541
(iv) Other Financial Liabilities	362	589	584	(iii) Cash & Cash Equivalents	1,586	1,104	753
(B) Other Current Liabilities	3,989	4,383	4,938	(iv) Bank Balances	3,584	4,246	3,690
(C) Provisions	57	72	125	(v) Loans	443	408	428
(D) Liabilities for current tax (Net)	46	43	92	<ul><li>(vi) Other Financial Assets</li><li>(C) Other current assets</li></ul>	132	142	3 150
Total Current Liabilities	9,987	11,662	12,269	Total Current Assets	1,258 <b>15,836</b>	1,583 <b>18,592</b>	2,150 <b>19,183</b>
GRAND TOTAL - EQUITIES & LIABILITES	19,342	23,308	25,136	GRAND TOTAL – ASSETS	19,342	23,308	25,136

# Historical Consolidated Financial Performance



INCOME STATEMENT (INR MN)	FY21	FY22	FY23	FY24	H1-FY25
Operating Income	14,495	15,769	19,896	23,479	12,120
Expenses	12,472	13,637	17,346	20,759	10,794
Operating EBITDA	2,023	2,132	2,550	2,720	1,326
Operating EBITDA Margins (%)	13.96%	13.52%	12.82%	11.58%	10.94%
Depreciation	277	280	291	364	213
Finance Cost	126	100	92	121	66
Other Income	331	417	411	439	254
PBT	1,951	2,169	2,578	2,674	1,301
Share of Profit of equity accounted Investee	(1)	4	9	15	5
Tax	517	556	637	735	352
Profit After Tax	1,433	1,617	1,950	1,954	954
PAT Margins (%)	9.89%	10.25%	9.80%	8.32%	7.87%
Other Comprehensive Income	(2)	(10)	(17)	(3)	2
Total Comprehensive Income	1,431	1,607	1,933	1,951	956
EPS Diluted (INR) <sup>@</sup>	12.141	13.730	16.595	16.534	8.089

<sup>&</sup>lt;sup>@</sup>Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts. & HMIL Shareholding (Staff Welfare) Trusts: (No. of Shares- 2,37,36,140) and shares held by Subsidiary companies: (No. of Shares- 43,78,740)

# Historical Consolidated Balance Sheet



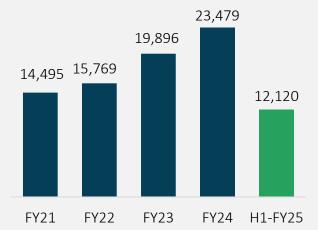
PARTICULARS (INR MN)	FY23	FY24	H1-FY25
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	142	142	142
(B) Other Equity	8,193	10,037	10,818
Equity attributable to owners	8,335	10,179	10,960
Non Controlling Interest	23	19	16
Total Equity	8,358	10,198	10,976
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	157	1,091	1,526
(ii) Lease liabilities	34	110	157
(iii) Other Financial Liabilities	87	146	135
(B) Provisions	239	261	262
(C) Deferred Tax Liabilities (Net)	8	93	93
(D) Other Non-Current Liabilities	5	4	4
Total Non – Current Liabilities	530	1,705	2,177
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	368	285	420
(ii) Lease liabilities	33	38	54
(iii) Trade Payables	5,513	6,946	6,660
(iv) Other Financial Liabilities	404	633	644
(B) Other Current Liabilities	4,071	4,545	5,066
(C) Provisions	66	84	139
(D) Liabilities for current tax (Net)	59	60	110
Total Current Liabilities	10,514	12,591	13,093
GRAND TOTAL - EQUITIES & LIABILITES	19,402	24,494	26,246

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PARTICULARS (INR MN)	FY23	FY24	H1-FY25
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	1,707	3,018	3,062
(B) Capital Work-in-progress	420	607	1,332
(C) Right-of-Use Assets	343	383	428
(D) Other Intangible Assets	18	162	182
(E) Goodwill	86	102	102
(F) Investment accounted using Equity Method	48	62	68
(G) Financial Assets			
(i) Investments	47	55	56
(ii) Trade Receivables	45	42	9
(iii) Other Financial Assets	155	158	145
(H) Deferred Tax Assets (Net)	116	85	94
(I) Other Non-Current Assets	120	308	624
(J) Non-Current Tax Assets	18	6	7
Total Non – Current Assets	3,123	4,988	6,109
Current Assets			
(A) Inventories	2,223	2,365	2,963
(B) Financial Assets			
(i) Investments	3	5	5
(ii) Trade Receivables	6,968	9,348	9,816
(iii) Cash & Cash Equivalents	1,754	1,536	1,111
(iv) Bank Balances	3,726	4,343	3,791
(v) Loans	152	79	99
(vi) Other Financial Assets	151	160	108
(C) Current Tax Assets (Net)	0	11	3
(D) Other Current Assets	1,302	1,659	2,241
Total Current Assets	16,279	19,506	20,137
GRAND TOTAL – ASSETS	19,402	24,494	26,246

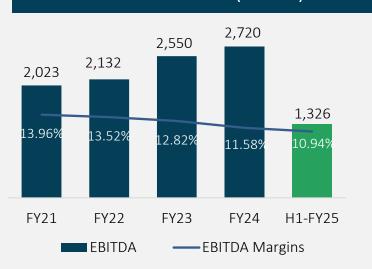
### **Consolidated Financial Performance**



# REVENUES (INR MN)



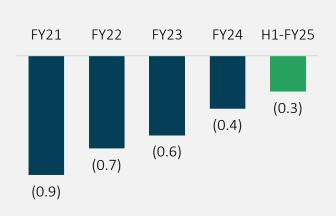
### OPERATING EBITDA (INR MN)



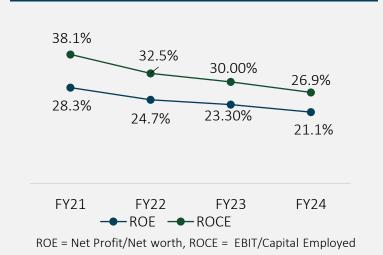
### PAT (INR MN)



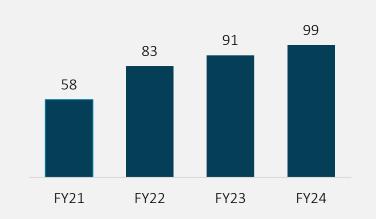
### **NET DEBT/EQUITY**



### **RETURN RATIOS**



### **WORKING CAPITAL DAYS**



# Market Data (Bloomberg – ION IN, Reuters – IONX.BO)

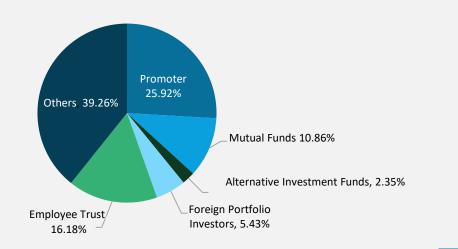


### 1 YEAR SHARE PRICE MOVEMENT (UP TO 30<sup>th</sup> September 2024)



PRICE DATA (As on 30 <sup>th</sup> September 2024)					
Face value (INR)	1.0				
Market Price (INR)	638.4				
52 Week H/L (INR)	767.0/407.0				
Market Cap (INR Mn)	93,632.0				
Equity Shares Outstanding (Mn)	146.7				
1 Year Avg. trading volume ('000)	460.1				

### SHAREHOLDING PATTERN (As on 30<sup>th</sup> September2024)



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VALOREM ADVISORS

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# THANK YOU