

May 25, 2016

Bombay Stock Exchange Limited
The Corporate Relationship Dept.
P.J. Towers,
Dalal Street,
Mumbai – 400 001

BSE Company Code: 500214

Dear Sir/ Madam,


Sub: **Submission of Analyst / Investor Presentation**

With reference to our letter dated May 24, 2016 and pursuant to Regulation 30(6) read with Part A of Schedule III of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed presentation being made to Analyst / Institutional Investor.

Kindly take the information on record.

Thanking You,

Yours faithfully,
For Ion Exchange (India) Limited


Milind Puranik
Company Secretary



ANALYST MEET – MAY 2016



**To be the leader in our business which is so vital
to people's lives and the environment**

1964

Incorporated as
60% subsidiary of
Permutit Co., U.K.

1965

Resin Production and
equipment facility starts
at Ambernath

1977

Listed on BSE

1978

First company to launch
RO concept in India

1979

Resin manufacturing
plant set-up at Ankleshwar

1982

Engineering and fabrication
setup started at Hosur

1983

Industrial Chemical
Production started at
Patancheru

1986

Zero-B Launched with Suraksha
tap attachment

1987

Started manufacturing
RO membranes at Halol

1996

First sea water RO
desalination plant in
India at GEB, Sikka

1998

Consumer products
manufacturing started
at Goa

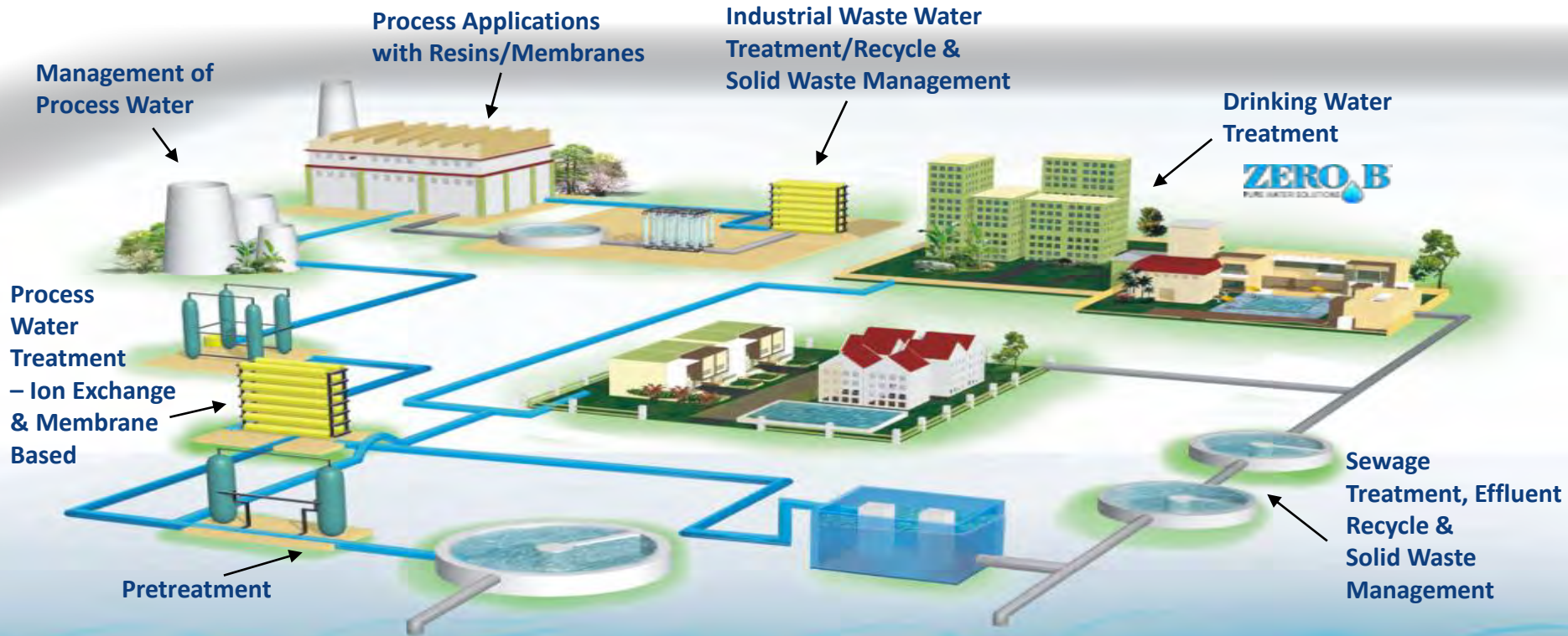
2010

Commissioned
largest RO based
water desalination
plant

2015

Contract for Water
supply project worth
US\$194 mn signed
with Sri Lanka Water
Board

Ion Exchange (India) Ltd, formed in 1964, is a pioneer in water, waste water treatment & environment solutions and caters to various industries, homes & communities



Business Segments

Engineering (56%*)

Chemicals (34%*)

Consumer Products (10%*)

Industrial

Municipal

O&M/Services

Industrial Chemicals

Resins

Retail

Institution

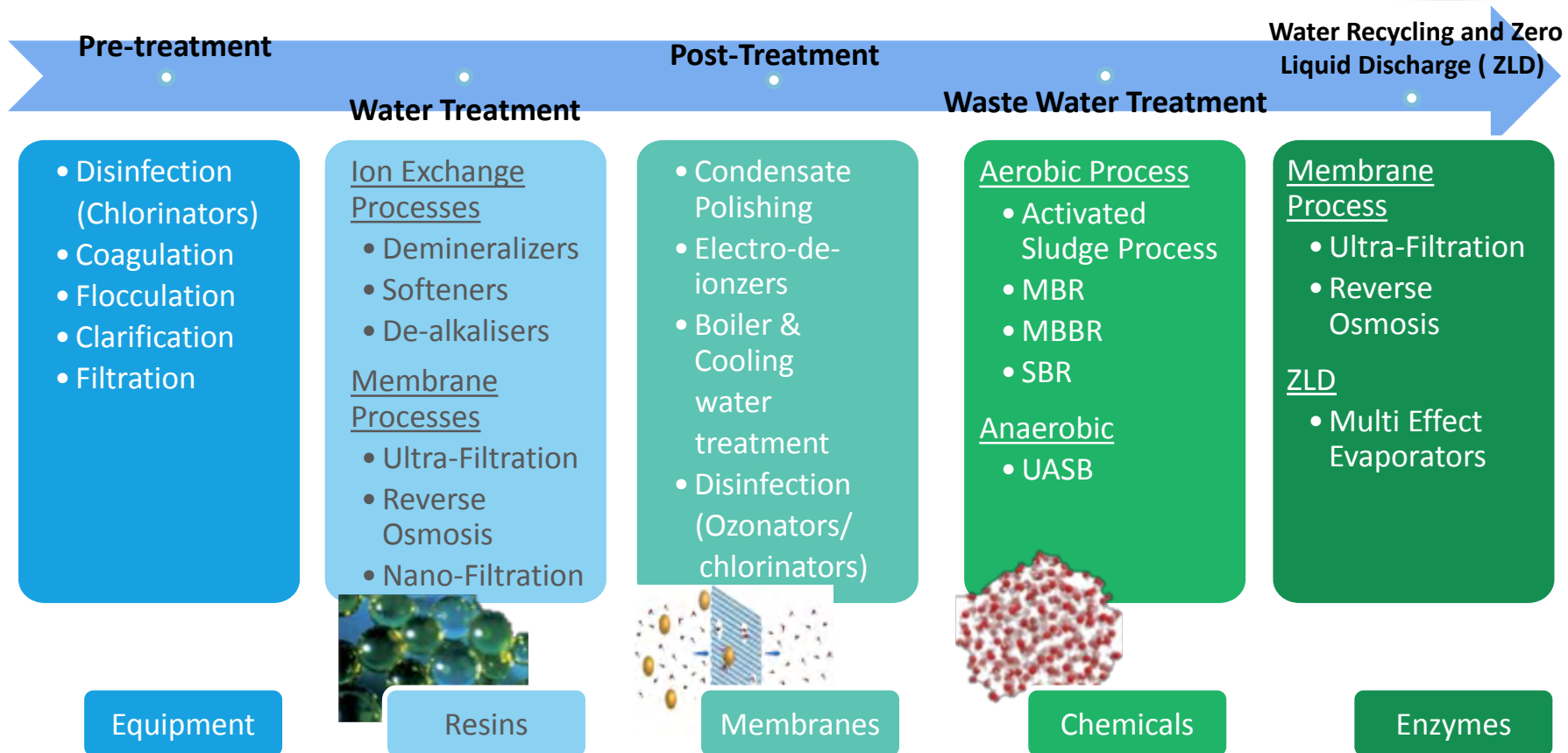
Rural

Water
treatment
chemicals

Specialty
Chemicals

Conventional
Resins

Specialty
Resins





Rajesh Sharma – Chairman & MD

- Joined in 1974.
- Experience in Sales, Marketing, International Business Management.
- More than 4 decades of experience in Water Treatment Industry.

MANAGEMENT TEAM

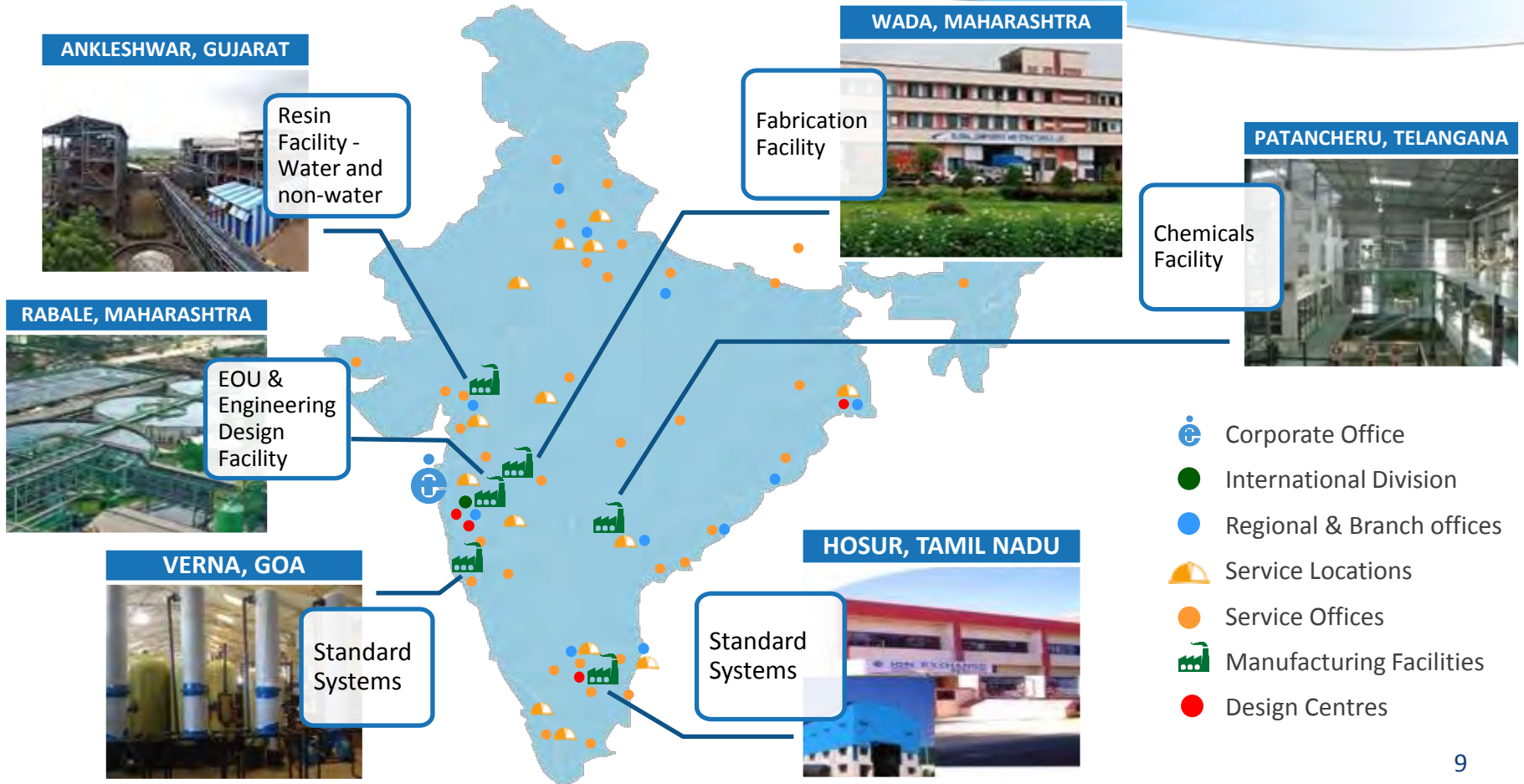
- **Aankur Patni**
Executive Director
- **Dinesh Sharma**
Executive Director
- **Ajay A. Popat**
President – Corporate
Diversification & Marketing
- **N. M. Ranadive**
Executive VP Finance
- **Dinesh Sadasivan**
Executive VP – Standard
systems, CSD & services
- **S. V. Mehendale**
Sr VP – Resins & Membranes
- **Prashant K. Chitnis**
Sr. VP – Technology
- **Vasant Naik**
Sr VP – Finance
- **S. N. Iyengar**
Sr VP – Medium Industry
- **Anil Khera**
Sr VP- Chemical
- **J. P. Pathare**
Sr VP- International Division
- **C. K. Sandeep**
Sr VP – Environment

GLOBAL FOOTPRINT



 International Division  Manufacturing Facilities

DOMESTIC FOOTPRINT



CLIENTELLE – INDUSTRIAL AND INSTITUTION

Heavy Industrial



Textiles



Automobiles



Hospitals



Petrochemicals



Sugar



Automobiles



Cement



Real Estate



Power



Chemicals



Electronics &

Electrical



Paper & Pulp



Food & Beverages



Hotels



Design, Engineering and supply of water, waste water treatment and recycle plants on turnkey, BOT and EPC basis.

Comprehensive 24/7 support ensures continuity.

Manufacturer of chemicals and ion exchange resins in ISO9001, 14001 and OHSAS 18001 certified facilities.



Largest one stop shop water solution's provider in Asia.

Global footprint with exports to several African, European and Middle East countries as well as to UK and USA.

50 years of pan India presence.

AWARDS & ACCOLADES

Water Digest
water Award
(UNESCO)



3 TIMES
Best Water
Solutions
Provider



2015-16
Chemtech CEW
Leadership &
Excellence
Award



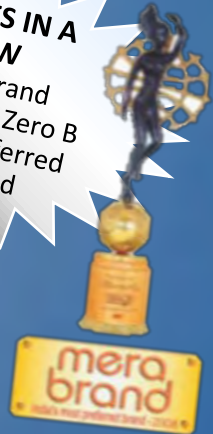
India
Excellence in
Chemicals,
Materials &
Foods Award

8 TIMES Best
Water
Company
with Unesco

2015-16 Best
Water Treatment
Solutions
Provider

3 TIMES
Best Water
Treatment
Project -
Industrial

4 TIMES IN A
ROW
Mera Brand
Awards for Zero B
- Most Preferred
RO Brand



4 TIMES
Best Water
Treatment -
Chemicals

2015-16
Construction
Week -
Runner-up

2010 'VOICE
OF CUSTOMER'
- Water
Treatment
Chemicals

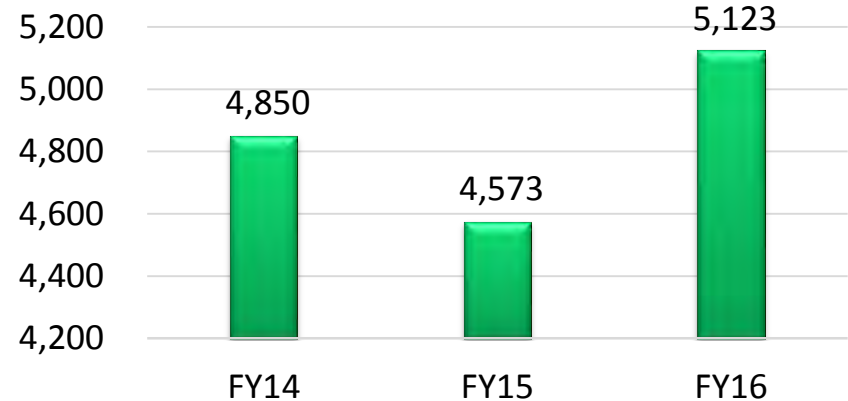




BUSINESS OVERVIEW

- Designs, engineers, manufactures and sells equipment for water, waste water treatment.
- Integrated advanced solutions for industrial and municipal applications.
- Standard and pre-engineered plants as well as customized, design & build projects undertaken on turnkey, BOOT or EPC basis.
- Quality assurance at every stage of design, engineering and execution.
- Catering to industrial, municipal and institutional segment.

REVENUES (INR MN)



ENGINEERING SEGMENTS

INDUSTRIAL

O&M & SERVICES

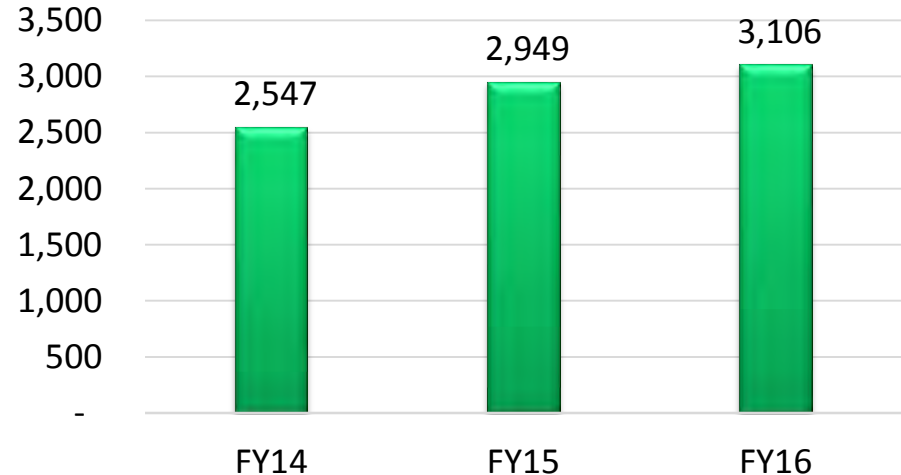
APPROXIMATE ORDER BOOK & PIPELINE:

Large Size projects: INR 4,000 Mn

Bid Pipeline: INR 35,000 Mn

- Engaged in manufacturing water treatment chemicals, ion exchange resins and other specialty chemicals.
- **Ion exchange resins** are used for softening, demineralization in water and non-water treatments such as pharmaceuticals, biotechnology, food and beverages etc.
- **Water Treatment Chemicals** are used in boiler, cooling water treatment, coagulation and flocculation, membrane cleaning etc.
- **Specialty Chemicals** include performance chemicals used in processing of Paper, Sugar, Pharma and Refinery segments.

REVENUES (INR MN)



CHEMICALS

RESINS (50%)

INDUSTRIAL CHEMICALS
(50%)

Zero B has emerged as one of the premier brands of the company in this segment with its National and International presence.

Solutions extend beyond the industrial sector to:

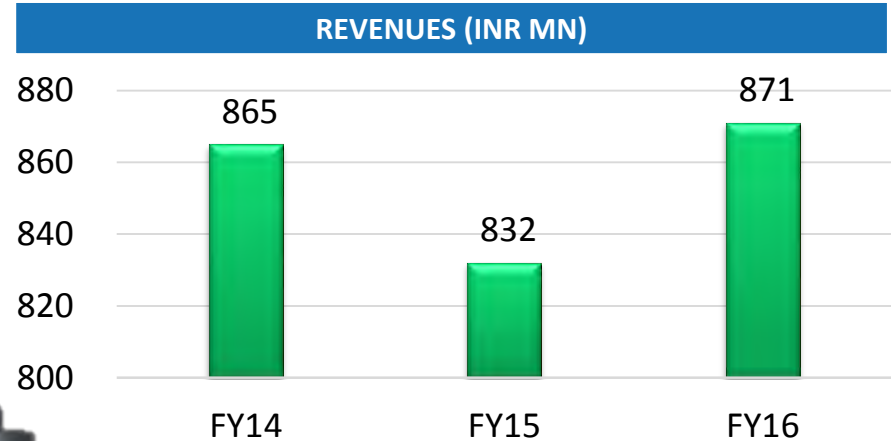
- Homes
- Hospitals
- Hotels
- Laboratories
- Spas
- Realty sector
- Educational institutions
- Defence establishments

NON-ELECTRIC PURIFIERS



WATER SOFTENERS

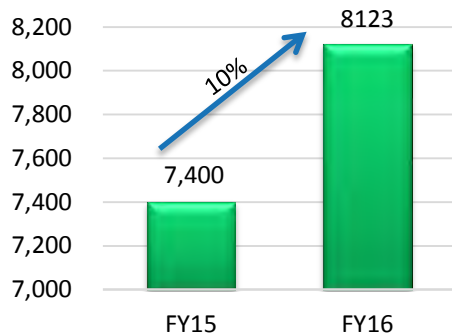
RO PURIFIERS



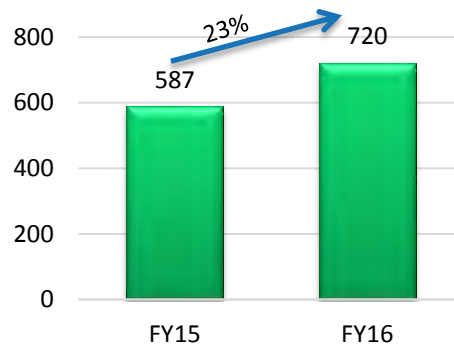
FINANCIAL OVERVIEW



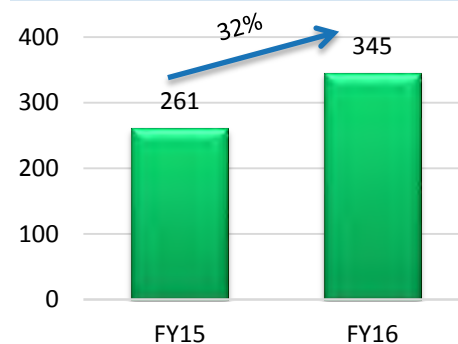
REVENUES (INR MN)



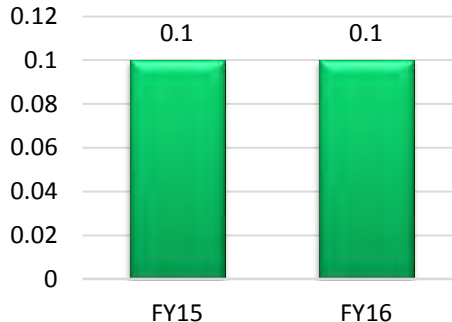
EBIDTA (INR MN)



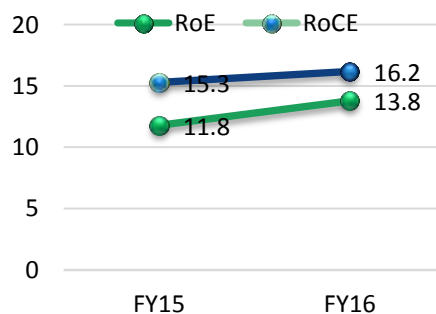
PAT (INR MN)



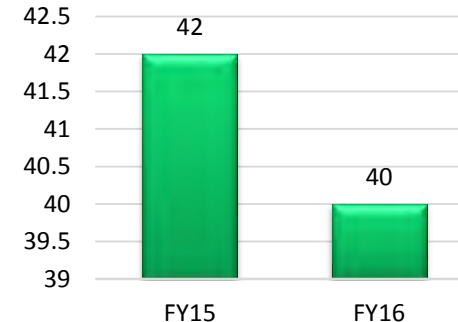
DEBT/EQUITY



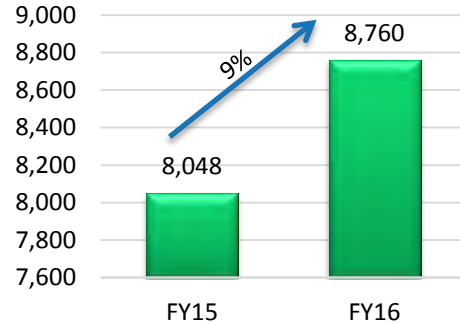
ROE and ROCE



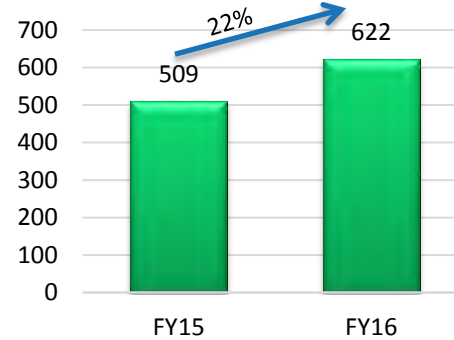
WORKING CAPITAL DAYS



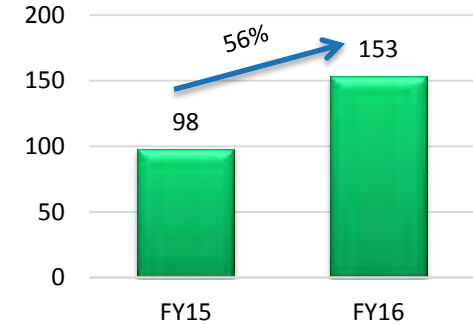
REVENUES (INR MN)



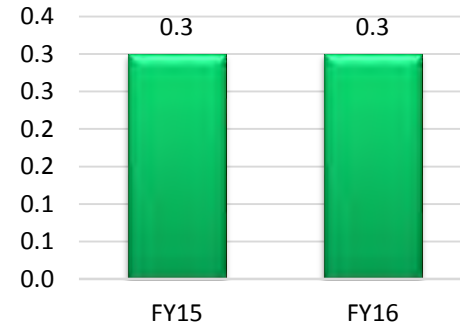
EBIDTA (INR MN)



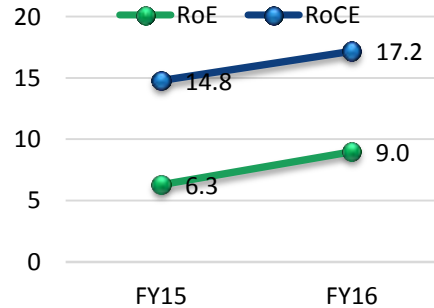
PAT* (INR MN)



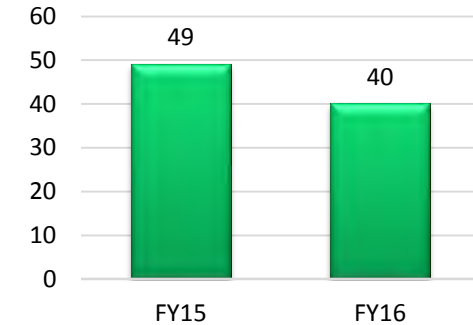
DEBT/EQUITY



ROE and ROCE



WORKING CAPITAL DAYS



* PAT after Minority Interest

Engineering

- Increased exposure to international markets
- Selectively target Infrastructure and Municipal projects
- Increased application coverage of resin and membrane technologies
- New Government initiatives resulting in more opportunities

Chemicals

- Export of resins and development of new products for the US & Europe markets.
- Resins for pharmaceutical industry.
- Introduction of new specialty chemicals.
- Continued Investment in R&D and value

Consumer Products

- Initiation by the government to improve infrastructure.
- Introduction of surface water treatment solutions In association with PHEDs & State Rural Water Supply Departments.
- Focus on expansion of ground water treatment solutions.



THANK YOU