

IIL:SEC:SE:INTM:84

Date: 8th November, 2024

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 Friday, 8th November, 2024 at 5.00 p.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 & Complian

(Formerly known as INOX INDIA PVT LTD)



INVESTOR PRESENTATION **Q2 FY25**

INOX India Limited



08 November 2024





Contents

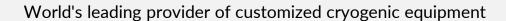
- 01 INOX India In a Nutshell
- 02 Financial Performance
- 03 Growth Story of INOX India
- 04 Future Growth Strategies
- 05 Annexure



INOX India - In a Nutshell









Over 30 years of experience in design, manufacturing and installation of cryogenic equipment



Global customer base across 100+ countries



Large-scale serial manufacturing facilities at four locations in India and part manufacturing and service distribution from one location at Brazil and stock & sale facility at Netherlands in Europe



Serving Industrial Gas, LNG and Cryo Scientific Division



Working continuously towards Clean Energy initiatives in - LNG, Liquid Hydrogen & Fusion Energy







Industrial Gases



LNG



Cryo Scientific



Robust 3Y CAGR Total Income





282 Cr **EBIDTA**

24% **EBITDA Margin** 194 Cr PAT

17% **PAT Margin** 39% **RoCE**

30% **ROE**



Financial Performance

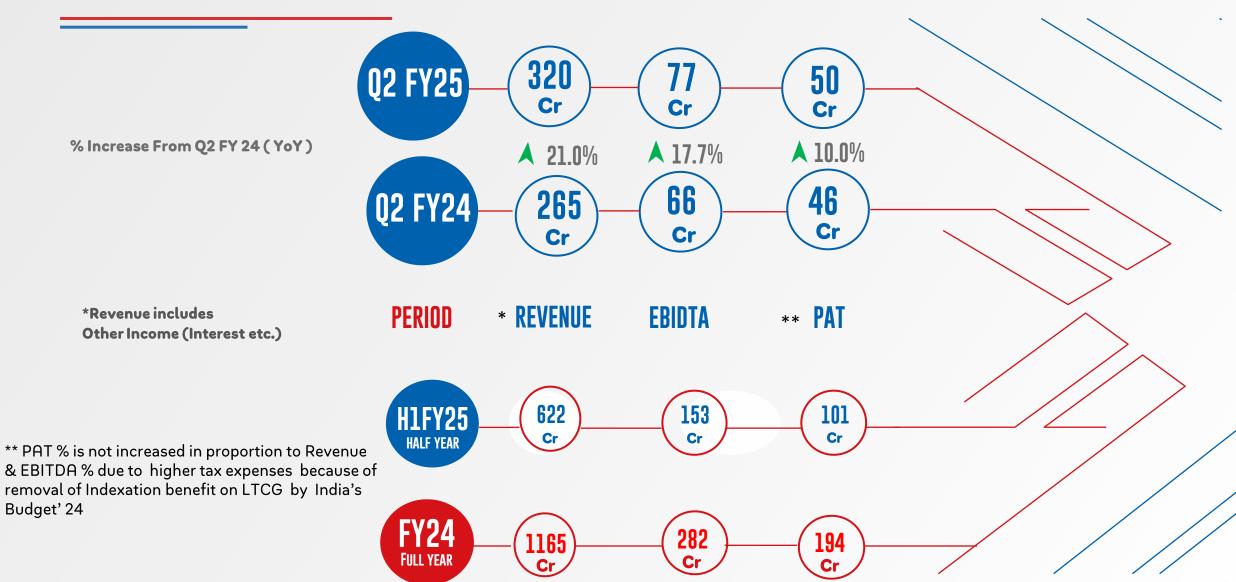
(Q2 FY25)

Total Income	EBITDA	PAT	EBITDA Margin	PAT Margin
₹ 320 Cr	₹ 77 Cr	₹ 50 Cr	24.2%	15.6%
21% YoY	17.7% YoY	10.0% YoY		





Q2FY25 Consolidated Result Highlights





Key Highlights - Q2FY25



Large Export order received for Mega size LNG Trailers from South America



EPC Order (ARAMCO project) received for LIN/LOX storage and vaporizer package



Large Export Orders received for LNG Storage & Distribution system from South America



Received ET Energy Leadership Award 2024 in 2 Categories - EPC Company Award and **Equipment Manufacture Award**



Dispatch of First Ammonia Tank of 288 m³ to Middle East Customer



We are proud of ITER's appreciation on Panel Repairing work by **INOXCVA**



Robust Performance across Business Divisions and Key Highlights Q2 FY25





- ► Highest Ever Order Backlog of Rs 1178 Cr as on Q2 FY25, up by 13.6 % YoY
- ► Highest Ever Quarterly Order Inflow at ₹ 366 Cr in Q2 FY25 up by 20.8% YoY
- ▶ As on Q2 FY25, Order Backlog of ₹1178 Cr comprised of:
 - 54% orders from Industrial Gas,
 - 25% orders from LNG
 - 21% orders from Cryo Scientific Division
- ▶ As on Q2 FY25, export order comprised of 53% of the Order Backlog



Financial Performance

- Recorded Highest Ever Total Income of ₹ 622 Cr in H1FY25
- Recorded Highest Ever EBIDTA of ₹ 153 Cr in H1FY25



Growth Story of INOX India





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

Industrial Gas

Cryogenic tanks and systems for storage, and transportation of industrial gases such as Oxygen, Nitrogen, Argon, Hydrogen, CO2, etc

Storage tanks

Offerings

Products

- ► Transport tanks
- Microbulk Units
- Vaporizers

- ► Cryo Bio tanks
- ▶ Storage & regasification equipment



ISO compliant containers



Standard vertical tank





Microbulk Tank

LNG

Standard and engineered equipment for LNG storage, distribution and transportation.

- Storage & regas system for Industrial applications
- ▶ Marine fuel gas systems

1.000 m³ Mini LNG Terminal

- ▶ LCNG fuel stations
- Vehicle mounted LNG fuel tanks
- LNG infrastructure for automotive applications
- Mini LNG infrastructure



LNG Bunker Barge tanks



LNG satellite station

Cryo Scientific

Equipment for technology intensive applications and turnkey solutions for scientific and industrial research involving cryogenic distribution

- Satellite and launch facilities
- ▶ Cryogenic propulsion system and research
- ▶ MRI Cryostat

- Fusion and superconductivity
- ▶ Liquid H2 and He systems



Cryostat for MRI Superconducting



ESPN Nuclear Code Certified Vessels



Multi-core Cryoline Warmlines



Thermal shield repair ITER Project



Engineering Expertise



Quality product offering

LCNG fuel station



Customer service



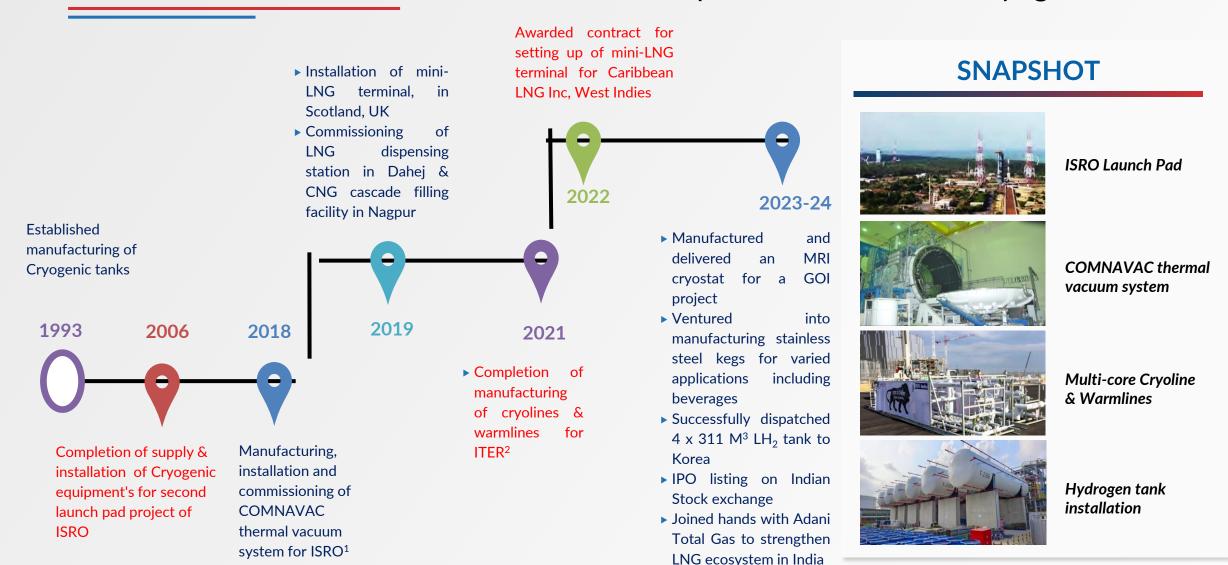








Collaboration, in-house technology, and engineering capabilities have enabled INOX to earn brand value for its expertise in the entire Cryogenic value chain



¹A premier space research organization in India;

²An India based project of an institute involved in plasma research

Strong Product Development & Engineering Focus

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



Liquid Hydrogen storage tanks



OEM LNG vehicle fuel tanks



Aluminium trailers



Cryogenic biological storage



LNG dispensers



LNG/LCNG fuel stations

Installation of mini-LNG terminal in Scotland, UK and Antigua

Cargo tanks for an inland water way LNG bunker barge for European customer

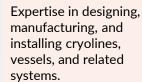
LNG mining tanks for a multi-national equipment manufacturer

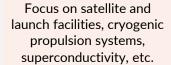
Cryo Scientific Division - specialized product development



Focus on Product Development

Turnkey solutions for scientific and industrial research



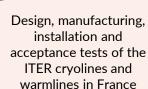




Cryogenic propellant filling and servicing facility for a launch pad project in India



Manufactured MRI cryostat for GOI. Manufactured a thermal vacuum chamber with a Spanish partner







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

Designed, Engineered and Made In India

Integrated Manufacturing facilities in the Indian Cryogenic Industry

Making For The World

5000+ customers across 100+ countries





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











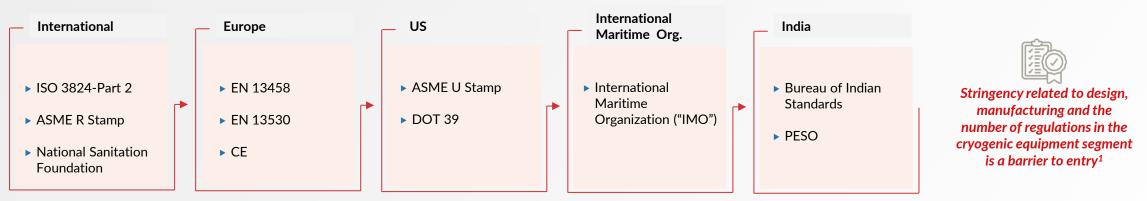
Serving Cryogenic Solutions that optimize processes, reduce costs, minimize environmental impact, and ensures top-quality performance



Diversified Domestic and International Customer Base across Industry Sectors



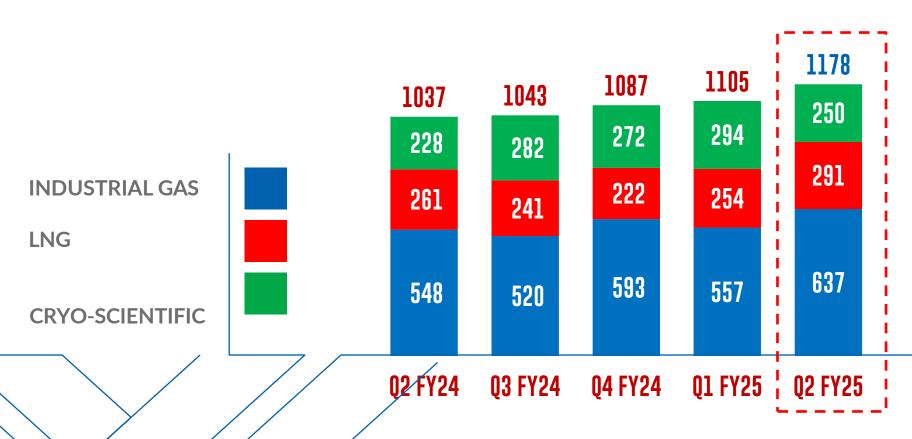
Obtained multiple approvals and certifications required to sell products across geographies



1. Crisil report Nov23

Leading to a Robust Order Backlog



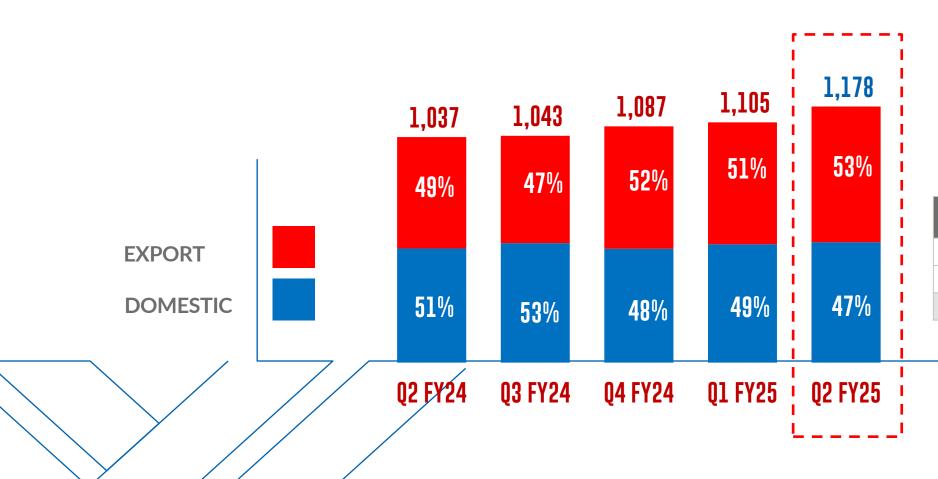


%Share	Q2FY24	Q1FY25	Q2FY25
IG	53%	50%	54%
LNG *	25%	23%	25%
CSD *	22%	27%	21%
TOTAL	100%	100%	100%

Segment-wise order backlog % (percentage) regularly changing due to receipt of big project orders in specific segment time to time.

Order Backlog with Geographical Reach





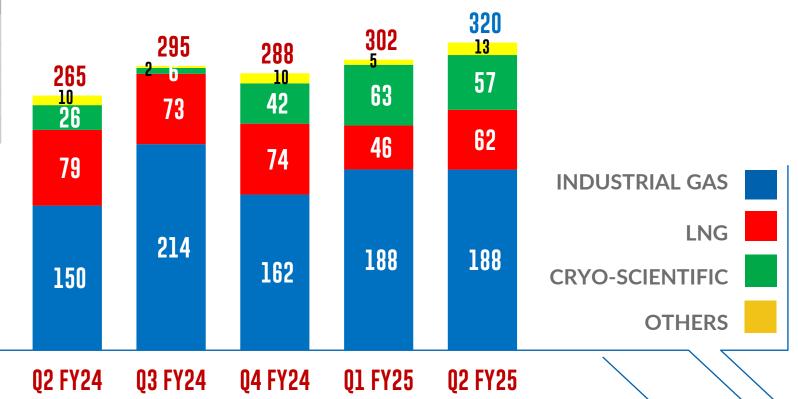
% Share	Q2FY24	Q1FY25	Q2FY25
EXPORT	49%	51%	53%
DOMESTIC	51%	49%	47%
TOTAL	100%	100%	100%

Along with Growing Total Income



% Share	Q2FY24	Q1FY'25	Q2FY25
IG	57%	62%	59%
LNG	30%	15%	19%
CSD	10%	21%	18%
Others	3%	2%	4%
TOTAL	100%	100%	100%

% Share	FY'24	FY'25
	Avg	Avg
IG	63%	61%
LNG	28%	17%
CSD	7%	19%
OTHER	2%	3%
TOTAL	100%	100%

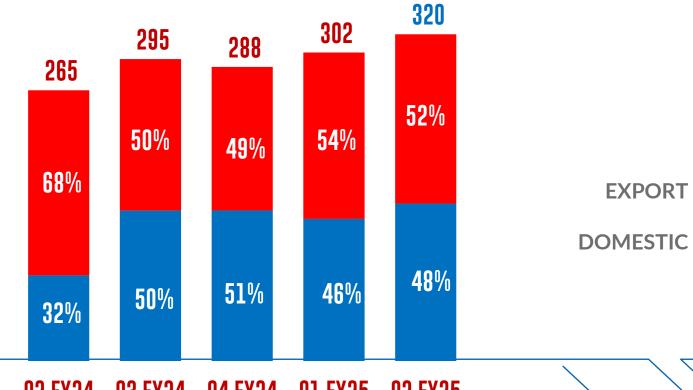


Domestic - Export Total Income



% Share	Q2FY24	Q1FY25	Q2FY25
EXPORT	68%	54%	52%
DOMESTIC	32%	46%	48%
TOTAL	100%	100%	100%

% Share	FY'24 Avg	FY'25 Avg
EXPORT	54%	53%
DOMESTIC	46%	47%
TOTAL	100%	100%



EXPORT

Q2 FY24 Q3 FY24 Q4 FY24 Q1 FY25 **Q2 FY25**



Made possible by the Exceptional Team driving **INOX** towards Excellence





Deepak Acharya

CEO



Pavan Logar

CFO



Savir Julka

Global Marketing Head - IG



Vijay Kalaria

Global Marketing Head - LNG



Sudhir Sethi

Chief People Officer & Legal Head

- ▶ Joined the Company in 1992
- ▶ BE Mechanical from NIT Nagpur. ME Mechanical from IIT. Roorkee
- ▶ 35+ years of experience in business operations, strategic planning, business mgmt., product development, technology transfer, due diligence.
- Joined the Company in 1993
- ▶ Bachelor's degree in commerce from Rajasthan University
- Certified Chartered **Accountant and Company** Secretary
- ▶ 35+ years of experience in accounts and taxation

- ▶ Joined the Company in 1997
- ▶ Bachelor's degree in mechanical engineering from Maharaja Sayajirao University of Baroda
- ▶ 30+ years of experience in marketing

- ▶ Joined the Company in 1999
- ▶ Bachelor's degree in engineering from Sardar **Patel University**
- ▶ 35+ years of experience in marketing and sales
- ▶ Joined the Company in 2007
- ▶ Bachelor's degree in Science (Physics)
- Masters' degree in social welfare from Maharaja Sayajirao University of Baroda
- ▶ 34+ years of experience in human resources management



Helmed by Technocrat Promoters and Professional Management Pronsor of the Indian Olympic team



Mr. Pavan Jain

Chairman



Mr. Siddharth Jain

Director



Mr. Parag Kulkarni

ED

- ▶ Bachelors' degree in Chemical Engineering from IIT Delhi
- ▶ 50+ years of experience in the industry
- ▶ Played an instrumental role in guiding the company to become one of the leading cryogenic tank manufacturers in the world

- ▶ Bachelor's degree of science in engineering from University of Michigan
- MBA from the faculty of INSEAD, ~23+ years of experience in cryogenic engineering industry
- Overseas groups' strategic planning, business development functions, etc

- ▶ Bachelor's degree in mechanical engineering from University of Mumbai
- ▶ Masters' degree in management studies from JBIMS, Mumbai
- ▶ 50+ years of experience in the cryogenic engineering industry



Future Growth Strategies - INOX India







Capitalize on opportunities in LNG and Hydrogen to establish OFFICIAL SPONSOR OF THE INDIAN OL presence across the entire value chain within product lines

	LNG	Hydrogen
Growth Drivers	▶ 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 liquid Hydrogen Proposed launch of National Hydrogen Mission Key Industries - Refining, ammonia and methanol
Focus on capturing the entire value 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 fueling infrastructure, storage, products for liquid Hydrogen distribution, helium IMO tank, etc Offer complete solutions for Hydrogen fueling infrastructure
 Enabling Growth	Received orders from IOCL, BPCL & HPCL Supplied over 60% of tanks in stationary & trailer mounted mobile LNG tanks in India	First Indian company to manufacture trailer mounted Hydrogen transport tank, designed jointly with ISRO Produced & supplied liquid Hydrogen tank to 2 customers in South Korea
		Target Portfolio Current focus area





Growing at the Pace of Clean Energy

Propelling Green & Clean Energy Future

INOX

HYDROGEN

The world is shifting to Hydrogen INOX did it in 1999



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

LNG

INOX is shaping The Future of LNG as Fuel



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

FUSION

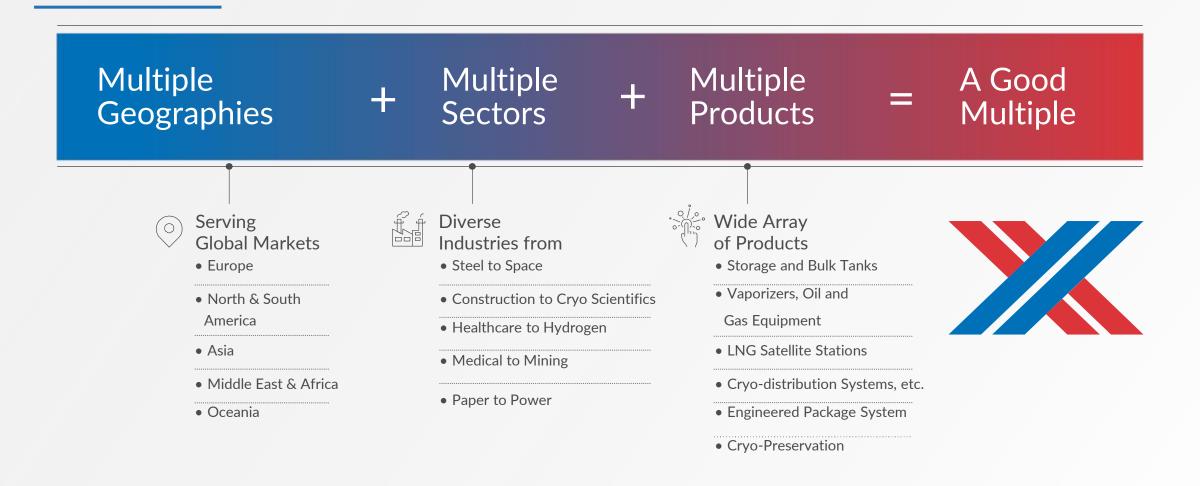
Helping harness Fusion's true potential



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



Resilient to Ride through the Sector's Growth Cycle



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

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

Product Development and Engineering Focus

- Design, engineering capabilities developed indigenously to achieve customization
- Fvolved achieved and manufacturing prowess
- In-house team of 400+ engineers

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
- applications like LCNG, New Locomotives & Automotive fuel tank has boosted the demand profile

Healthy financial performance

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

Growth Pillars & Vision



Growth Pillars

Profitable Portfolio Growth

through comprehensive solutions

Value Creation



by persistent innovation

Thought leadership



by introducing products ahead of demand

Market Leadership



via differentiated service

Resilient Revenues



powered by a diverse product range **Manufacturing** Infrastructure



advancing through constant upgradation

Vision

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



Annexure



Financials - P&L



Particulars (₹ Cr)	Note	Q2 FY25	%	Q2 FY24	%	Y-o-Y	Q1 FY25	%	Q-o-Q
Revenue from Operations		306.6		257.7			296.4		
OtherIncome	3	13.4		6.9			5.4		
Total Income		320.0		264.6		21.0%	301.8		6.0%
Cost of materials consumed		139.9		105.1			113.7		
Changes in Inventories of FG & SFG		0.3		10.3			18.0		
Total Cost of materials consumed including WIP		140.2	43.8%	115.4	43.6%	21.5%	131.7	43.6%	6.4%
Employee benefits expense		27.3	8.5%	23.4	8.9%		26.2	8.7%	
Other expenses	1	75.1	23.5%	60.0	22.7%		68.4	22.6%	
Total Operating Expenses		242.7	75.8%	198.8	75.2%	22.0%	226.2	75.0%	7.3%
EBITDA (with Other Income)	2	77.3	24.2%	65.74	24.8%	17.7%	75.6	25.0%	2.3%
EBITDA Margin (%)		24.2%		24.8%		-0.7%	25.0%		-0.9%
Finance cost	3	2.8	0.9%	1.2	0.5%		2.0	0.7%	
Depreciation	4	5.9	1.8%	4.1	1.5%		5.6	1.9%	
Profit Before Tax (PBT)		68.6	21.4%	60.4	22.8%	13.5%	67.9	22.5%	1.0%
Tax Expense	5	19.1	6.0%	14.2	5.4%		15.3	5.1%	
Other Comprehesive Income		0.6		-0.7			-1.4		
Profit After Tax (PAT) (Total Comprehensive Income)	6	50.1		45.5		10.0%	51.2		-2.3%
PAT Margin (%)		15.6%		17.2%		-1.6%	17.0%		-1.3%

Notes:

- Due to higher job work charges for ITER France Repair order for which free material supplied by ITER.
- There is slight decrease in EBITDA in current Qtr which in turn depends on product mix of Std. and Project jobs over different period, 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 accordingly hence no impact on profitability.
- Higher depreciation due to Savli plant expansion capitalized in last year Sept only.
- Tax expenses is higher due to removal of Indexation benefit on LTCG by India's Budget' 24 and Company have investment in Mutual Funds and total impact of extra tax in this Qtr is Rs 3.93 Cr.
- PAT is little lower due to higher Tax expense as per note 5 above which is not in our control, however, still it is in the range of 13% to 17%.

Financials - Balance Sheet



CONSOLIDATED	Sept-24	June-24	Mar-24	CONSOLIDATED	Sept-24	June-24	Mar-24
BALANCE SHEET	end Rs Cr	end Rs Cr	end Rs Cr	BALANCE SHEET	end Rs Cr	end Rs Cr	end Rs Cr
Sources of Funds				Trade Receivables	165	181	174
Share Capital	18	18	18	Net Cash & Bank bal.,Mutual Fund & FDR	191	180	255
[+] Other Equity	733	682	631	Other Current Assets (Incl Contract Assets) [2]	191	144	73
Total Equity	751	701	649	Total Current Assets (CA)	997	976	935
[+] Gross Debt	-		-	[-] Current Liabilities			
[+] Other Non current	29	30	31	Advance from Customers	259	245	252
Total Sources of Funds	779	730	680	Trade Payables including Expenses Payable	122	127	137
Application of Funds				Other Current Liabilities incl Contract Liabilities as per INDAS [2]	168	169	149
Fixed Assets Incl (CWIP) [1]	323	291	275	[-] Total Current Liabilities (CL)	549	541	538
[+] Other Non-current Assets	8	4	8	Net current Assets : NCA = (CA-CL)	448	435	397
Total Non Current Assets (Non CA)	331	295	283	Total Application of Funds (Non CA+NCA)	779	730	680
[+] Current Assets				Key Balance Sheet Ratios	Sept-24	June-24	Mar-24
[+] Correin Hassets					end Rs Cr	end Rs Cr	end Rs Cr
RM Incl Stores & Spares	283	306	250	[a] Net Debt : Equity	(0.25)	(0.26)	(0.40)
WIP/FG	166	166	184	[b] Return on Equity (ROE) [3]	27.21%	30.05%	30.20%
Total Inventory	449	471	434	[c] Return on Capital Employed (ROCE) [3]	36.29%	38.34%	38.72%

Notes:

- Increase in Fixed Assets due to expansion going on at Savli.
- Other Current Assets includes Rs 146 Cr due to Contract Asset & Current Liabilities includes Rs 46 Cr of Contract liabilities due to recognition of percentage completion method of various project orders under execution as per INDAS Rules.

Pending Project orders increased to Rs 897 Cr from Rs 781 Cr as on 31st March'24, hence these data also increasing accordingly.

- 3. ROE/ROCE are little lower due to higher denominator (Net worth) in comparison to March'24.
- 4. Previous period figures have been regrouped wherever necessary

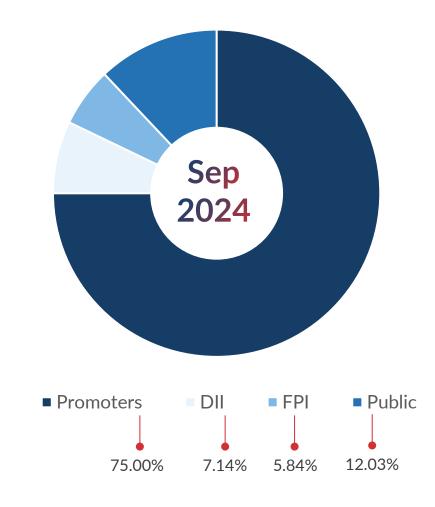
Definitions:

- [a] Net Debt = [Gross Debt incl. short term] Less [Cash & Bank ,FDR & Mutual Fund Invest.]
- [b] ROE (Annualised): PAT/Net Worth
- [c] ROCE(Annualised): EBIT/Capital Employed (Capital Employed used= Total Assets less Liablities) All formula as per the definition in RHP.



Shareholder Information

SHAREHOLDING PATTERN- 30th Sep 2024 (IN %)



NSE Ticker	INOXINDIA
BSE Ticker	544046
IPO Listing Date	21 Dec 2023
Share Price (₹) [^]	1,168.10
Market Cap (₹ Mn)^	106,021
% Free Float [^]	25.00%
Free float market cap (₹ Mn)^	26,505
Shares outstanding [^]	9,07,63,500
3 Months ADTV (shares) – 30 th Sep 24	239,479
3 Months ADTV (shares) - 30 th Sep 24	302.67
Industry	Other Industrial Products

[^]Source: NSE,



Safe Harbour

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Contact us

INOX India LIMITED

(ISIN: INE616N01034; NSE: INOXINDIA; BSE: 544046)

REGISTERED & CORPORATE OFFICE:

9th Floor, K P Platina, Racecourse Vadodara - 390007, Gujarat, India

www.inoxcva.com

ADFACTORS PR



Investor Relations

E: aditya.tikare@adfactorspr.com

E: rohit.rokade@adfactorspr.com

SUNIL LAVATI | Investor Relations Officer

E: acctipo.in@inoxcva.com









