



**NESCO LIMITED**  
Nesco Center  
Western Express Highway  
Goregaon (East)  
Mumbai 400063

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28 March 2019

BSE Limited  
Department of Corporate Services  
25<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400001

The National Stock Exchange of India Limited  
5<sup>th</sup> 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 black ink, appearing to read "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 equipments
- 1960's - Sumant J. Patel joined after completing his Mechanical Engineering; course at Wharton School of Business and graduating from the University of Pennsylvania  
The 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) Surface preparation equipment in collaboration with Wheelabrator Corporation; (4) Blow room textile machinery in collaboration with Trutzchler GmbH; (4) Oil recovery equipment
- 1970's - Acquired land at Karamsad / Vishnoli, Gujarat and expanded manufacturing operations
- 1990's - Diversified into Exhibition & Convention Centre. Retained the surface preparation equipment business and shifted to Gujarat. Acquired 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 - New Business Divisions  
Professional management team, continues to be formed (HOD's / CFO)

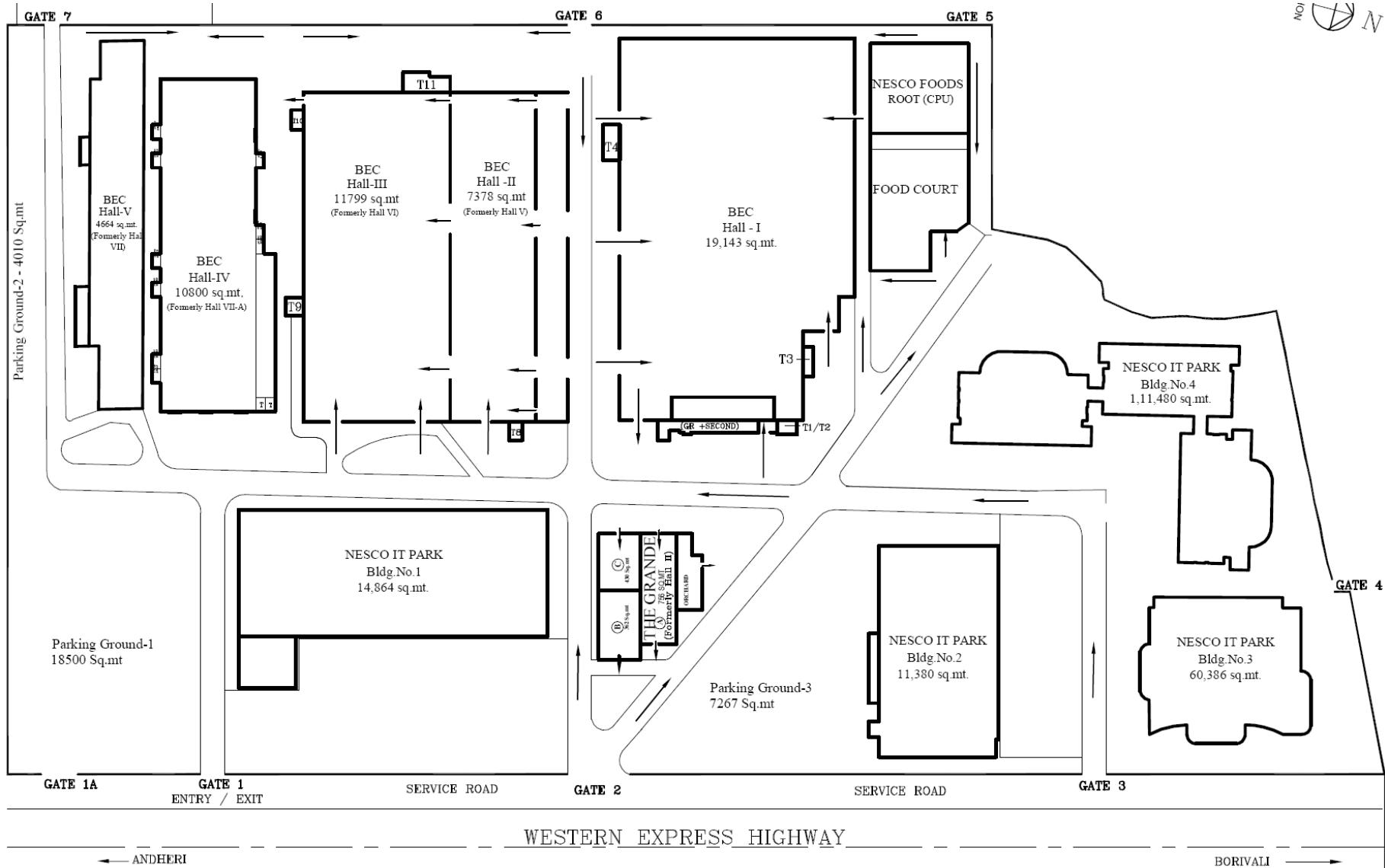
# Performance

Profit and Loss - Consolidated (Rs. Millions)		Mar-14	Mar-15	Mar-16	Mar-17	Mar-18
Revenues	Nesco IT Park	478	907	1,244	1,419	1,454
	Bombay Exhibition Centre	949	859	1,118	1,328	1,297
	Indabrator	184	179	279	339	264
	Investments	203	286	329	430	361
	Hospitality Services	-	-	-	56	204
	Total Revenues	1,814	2,231	2,971	3,572	3,580
Total Operating Expenses		534	565	757	996	1,034
EBIDTA		1,280	1,666	2,214	2,575	2,546
<i>EBIDTA Margin</i>		71%	75%	75%	72%	71%
Depreciation and amortization expense		110	67	67	81	110
EBIT		1,170	1,599	2,147	2,494	2,435
<i>EBIT Margin</i>		64%	72%	72%	70%	68%
Finance costs		1	1	40	50	56
Profit Before Tax		1,169	1,598	2,107	2,444	2,379
<i>Profit Before Tax (% to Revenue)</i>		64%	72%	71%	68%	66%
Tax		359	481	666	745	592
<i>Tax Rate</i>		30.7%	30.1%	31.6%	30.5%	24.9%
Profit After Tax		810	1,116	1,441	1,699	1,787
Total Other Comprehensive Income		-	-	(1)	(1)	1
Net Profit After Tax		810	1,116	1,440	1,697	1,788
<i>Basic &amp; Diluted EPS</i>		57.5	79.2	102.3	24.12	25.36
Note - EPS for 2017 and 2018 are after considering the 1:5 Split effected on 18 September 2017						

# CashFlow and Balance Sheet

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

# Goregaon Land – Existing Layout



# Goregaon Land - Potential

Area in Sq. Mtr				
Particulars	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	2,43,030	67,390	-	3,10,420
Existing - Built up Area to be retained	2,32,342	-	-	2,32,342
Potential - Future Development	9,94,459	5,13,000	-	15,07,459
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)

Development Size	Approx. 1.2 mn sq ft
Completion Date	30 April 2019
Building Structure	3 Basements + Ground + Mezzanine + 3 Podium + 13 Office floors
Wings	A, B, C
Office Floor Plate	4 <sup>th</sup> to 16 <sup>th</sup> floors
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
Civil	Larsen & Toubro (ECC)
Structural	Sterling Engineering
Services	Eskayem
Facade	Pridemann
Interiors	IBA
Lifts	Hitachi
Electricals / FF / Plumbing	Sterling Wilson



# Nesco IT Park - Tenant Profile

BLACKRock®

HSBC 

MSCI

KPMG



ERICSSON



pwc

 ENDURANCE  
International Group

 Integreon  
Insightful Outsourcing. Remarkable Results.

 here  
Maps for Life

 AEGON

 intelenet  
IMPACT your world

# Indabtrator

- 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 booth systems, plants for coach cleaning and other application, related castings and 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 line extension (product) and export geographies (sales)

Bombay Exhibition Center

<b>Particulars</b>	<b>Area (Sq. Mtr)</b>
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
<b>Current Saleable Area</b>	<b>57,500</b>
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

# Other Initiatives – New + Future

Foods



Events



Exhibitions



Hotels

Realty



a division of NESCO Ltd.



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# Thank You

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