

August 21, 2021

To, BSE 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

Pursuant to Regulation 30(6) read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investor Presentation as on August 2021.

The aforesaid information is also disclosed on website of the company i.e. www.ionindia.com

Kindly take the information on record.

Thanking You,

Yours faithfully, For Ion Exchange (India) Limited

Milind Puranik Company Secretary

ION EXCHANGE (INDIA) LTD. | CIN: L74999MH1964PLC014258

Regd. Office: Ion House, Dr. E. Moses Road, Mahalaxmi, Mumbai - 400 011, India. Board: +91 22 6231 2000 | Fax: +91 22 2493 8737 | E-mail: ieil@ionexchange.co.in | Web: www.ionindia.com



INVESTOR PRESENTATION - AUGUST 2021



Our Vision

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

EXECUTIVE SUMMARY

Executive Summary

FY21: Operating Income* INR 14,495 Mn

> FY21: Operating EBITDA* INR 2,023 Mn

*Consolidated

FY21: PAT* INR 1,433 Mn

OVERVIEW

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

BUSINESS & FY21 REVENUE MIX (%) -CONSOLIDATED

- Engineering (63%) Provides comprehensive and integrated services and solutions in water & waste water treatment including Sea Water desalination, Recycle and Zero liquid discharge plants to diverse industries.
- Chemicals (30%) Provides a comprehensive range of resins, speciality chemicals and customized chemical treatment programmes for water, nonwater and specialty applications.
- Consumer Products (7%) Caters to individuals, hotels, spas, educational institutions, hospitals, laboratories, railway and defence establishments providing safe drinking water and a clean environment.

MARQUEE CLIENTS

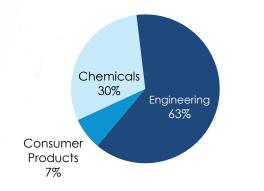
- Industrial NTPC, NPC, Reliance, IOCL, JSW, CPCL, L&T, Arcelormittal, Nippon Steel, Nayara Energy, IRCTC, BHEL, Tata Group.
- Institutional Leela, Military Engineering Services, Taj Hotels, Holiday Inn, Hyatt Regency, Oberoi Hotels, Apollo Hospitals, Escorts Heart Institute, DLF, Puravankar.
- International Cargill, Technip France, Unilever Group, Jurong, Thyssenkrupp (Uhde), Jacobs, Kawasaki, Mitsubishi, PDO Oman, Emirates Steel, IKPP Indonesia.

COMPANY OVERVIEW

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 57th 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.
- The company offers a wide range of solutions across the water cycle from pretreatment to process water treatment, waste water treatment, recycle, zero liquid discharge, sewage treatment, packaged drinking water, sea water desalination etc.
- The company is also engaged in manufacturing ion exchange resins, membranes, speciality chemicals for water and waste water treatment as well as non-water applications.
- It has two facilities for in-house R&D and two applications and testing centers.
- The company has over 50 patents to their credit and 100+ products commercialized.
- The company has a global presence apart from presence in major cities in India with 36+ sales & service centers and 100+ Channel Partners.
- The company exports to Africa, Japan, Middle East, Russia, South East Asia, Europe, UK, USA, Canada and neighbouring countries.

FY21 REVENUE BREAKUP*







Key Management Personnel



Rajesh Sharma, Chairman & MD

- Experience in Corporate Strategy, Organisation Development, 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, Technology & Marketing

N. M. Ranadive Group Chief Financial Officer

Dinesh Sadasivan President – Standard Systems & Services

S. V. Mehendale Executive VP – Membranes **S. N. Iyengar** Executive VP – Medium Industry

Anil Khera Executive VP – Chemical

Vasant Naik Executive VP – Finance

C. K. Sandeep Executive VP – Environment

J. P. Pathare Sr. VP – International Division

Prashant K. Chitnis Sr. VP – Technology

Key Milestones

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

Resin Production and equipment facility started at Ambernath.

Listed on BSE.

1978

1979

1964

1965

1977

First company to launch RO concept in India.

Resin manufacturing plant set-up at Ankleshwar.

Engineering and fabrication setup started at Hosur.

1982

1983

1986

1987

1996

Industrial Chemical Production started at Patancheru.

Zero-B Launched with Suraksha Tap attachment.

Started manufacturing RO membranes at Halol.

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

2010

Consumer products manufacturing started at Goa.

Commissioned largest RO based water desalination plant.

Contract for Water supply project worth USD 194 mn signed with Sri Lanka Water Board.

Integrated and automated reverse osmosis membrane manufacturing process at Verna, Goa.

Set-up state of the art R&D Centre at Patancheru, Telengana.

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2015

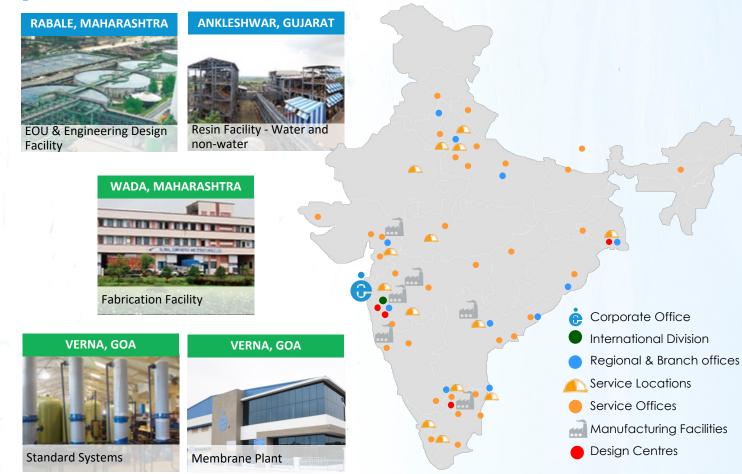


2019

Global Footprint



Domestic Footprint



PATANCHERU, TELANGANA & CNEXCH





HOSUR, TAMIL NADU



Standard Systems

Research & Development



Strong focus on R&D. The R&D centres constantly work to develop, adapt and improve products and processes.



Well established in-house R&D department since 1965.

Product application and testing centres with numerous patents to their credit

Over 50 patents

Over 100 products launched

Recognized by Department of Scientific and Industrial Research (DSIR), New Delhi -

For Chemicals at Patancheru Telangana and for Engineered Products & Systems at Maharashtra.





Awards & Accolades



Key Strengths

Design, Engineering and Supply of water, waste water treatment and process plants on LSTK, EPC, PPP and BOOT basis.

Largest one stop shop water solution's provider in Asia and executed more than 100,000 Projects till date.

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



57 years of Pan India presence.

Manufacturer of

- Chemicals in ISO 9001, 14001 and 45001 certified facilities.
- Resins & Membranes in ISO 9001 & 14001 certified facilities.
- Excipients and APIs in FDA compliant facility.

Comprehensive 24/7 service support -Largest in India.

Future Strategy

ENGINEERING

- Leverage good enquiry bank particularly in sectors like Refinery, Steel, Pharma, F&B – into profitable orders.
- Selectively target opportunities in Infrastructure and Municipal projects.
- Increased Market Penetration and share based on innovative technologies and solutions.

CHEMICALS

- Increase export volumes for resins, newer chemistries and formulations.
- Capacity expansions to meet increased demand in local and international markets.
- Increase market share in domestic markets with 'Make in India' and China + strategy.

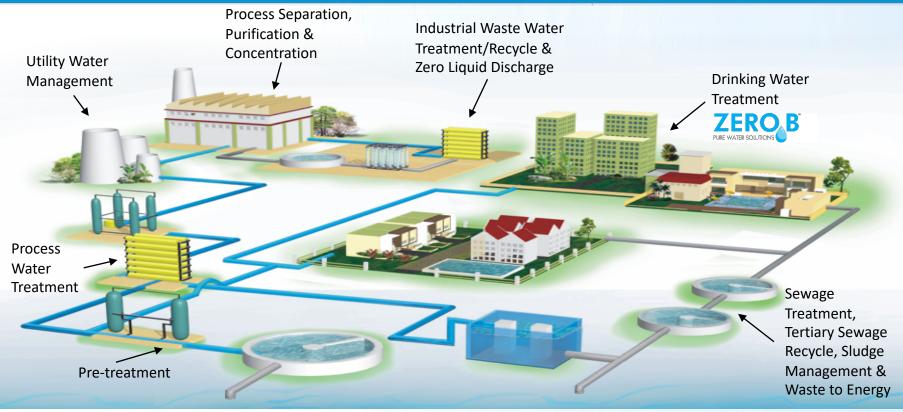
CONSUMER PRODUCTS

- Consumer segment increased market penetration in urban as increase in demand expected .
- Institutional segment's needs for comprehensive total water management solutions expected to increase demand and growth.
- Rural segment's growth due to increased demand for sustainable water solutions supported by ambitious Government investment plans.

BUSINESS OVERVIEW

Business

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



Business Segments

Engineering **Chemicals** (63%) (30%) Ion Exchange Resins Industrial Water Treatment Chemicals Municipal **Specialty Process Chemicals** Comprehensive Services

Membranes

BUSINESS SEGMENTS

Consumer Products

7%`

Retail

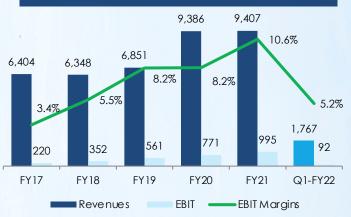
Institution

Rural

Engineering

- The Company designs, engineers, supplies, constructs and provides comprehensive operation and maintenance services for customised and standardised water, waste water and process treatment plants.
- Widest range of technologies, process designs & in house detailed engineering and project management capabilities are integrated into advanced solutions for industrial, municipal and residential applications.
- All divisions are ISO 9001 certified for Quality Management Systems.
- Caters to diverse industries like Petrochemical & Refinery, Power, Steel, Auto, Sugar, Electronics, Pharma, Pulp & Paper, Textile, Cement, F&B etc apart from Municipal and residential.
- The company as on 30th June, 2021 has an approximate order book of INR 7,320 Mn excluding Sri Lanka project. The Sri Lanka project outstanding ~ USD 47 Mn.

CONSOLIDATED REVENUES & EBIT (INR MN)



ENGINEERING SEGMENTS							
INDUSTRIAL	O&M & SERVICES						
ORDER BOOK & PIPELINE (As on 30 th June, 2021)							
Engineering projects [^] ~ INR 7,320 Mn	Bid Pipeline ~ INR 55,000 Mn						
Outstanding Sri Lanka ~ USD 47 Mn	Outstanding UP SWSM ~ INR 12,000 Mn						
^Excludina Sri Lanka Order							

Engineering – Industrial

PROJECTS

- Ion Exchange integrates extensive process technologies and design, engineering & project management expertise into design & build projects on turnkey, BOOT or EPC basis. Specially formed teams manage and support at each and every stage of project implementation.
- Ion Exchange provides customised solutions for water, waste water, recycle, ZLD to core industries such as power plants, chemicals, refineries, fertiliser and steel plants. It provides comprehensive turnkey solutions for Municipal Water, Waste Water and Solid Waste Management.

STANDARD SYSTEMS

- Packaged and pre-engineered range softeners, filters, demineralizers, membrane plants, packaged sewage and industrial effluent treatment plants.
- Engineered to meet the exacting process water, non-water and treated waste water quality requirements of diverse industries like pharma, food and beverages, automobile, textile etc. These pre-engineered, pre-tested and skid-mounted fast delivery systems are also the preferred choice for institutions like hospitality, realty, IT parks, malls etc.



DEMINERALIZATION PLANTS FOR THERMAL POWER STATION



Engineering – Membranes

- In 1987, Ion Exchange pioneered and promoted the concept of reverse osmosis membranes in India and started manufacturing membranes. Today in a state-of-the-art manufacturing facility in Goa it manufactures a wide range of Reverse Osmosis and Nano Filtration membranes.
- High Performance Membranes manufactured by Ion Exchange belong to the latest generation of membrane technology. Superior quality and decades of experience in manufacturing membrane elements, makes HYDRAMEM the favoured choice for all industrial, institutional and domestic applications like:
 - Conventional Industrial Water Treatment Brackish water Hydramem membranes are used for purification of process water. Hydramem membranes give best in class salt rejection recoveries with optimum permeate water flow.
 - Sea Water Desalination With their increased efficiency and lower power requirements Hydramem Sea Water elements offers desalinated water at lower costs.
 - Recycle of Treated Effluents Hydramem Fouling resistance membranes provide superior organic fouling resistance, longer life and less frequent cleaning.
 - Textile Industry INDION Salt Recovery system from Textile dye bath effluent based on specialty NF membrane technology recovers brine for its reuse in dyeing process & recovers water to be recycled in various plant processes.
 - Dye Desalting Hydramem NF membranes efficiently removes undesirable impurities from variety of dyes and enhances their functional properties.

Engineering – Comprehensive Services

Ion Exchange's comprehensive services provides single point responsibility, for a wide range of service needs of it's customers.

O&M CONTRACTS

- Annual Maintenance: Water & waste water equipment for efficient performance and zero downtime, scheduled inspection visits and scheduled maintenance & services.
- A comprehensive service contract where Ion Exchange takes complete responsibility for supply of treated water in required quantity and quality at the customer's place.
- Boiler & Cooling Water Treatment Programs.
- Consultancy & Surveys.

SERVICES

It has a network of 36+ service centres pan India with more than 1,500 trained service and plant management personnel for operation, maintenance & services.





RANGE OF SERVICES INCLUDES

- Water Management Surveys
- Feasibility & Pilot Plant Studies
- Erection & Commissioning
- BOOT Projects
- Comprehensive Operation & Maintenance
- One time Servicing
- Supply of genuine consumable and spares
- Operator Training





Clientele - Industrial & Institution – to name a few



Engineering Industry Overview

MARKET POTENTIAL

- Capital expenditure on water and waste water infrastructure in India is set to increase by 83% over the next five years, hitting an annual run rate of USD 16 Bn by 2023.
- A study by the Central Pollution Control Board (CPCB) has revealed that almost 62,000 MLD of sewage is generated across urban India and there are just 816 STPs installed that treat 23,277 MLD or 37.5% of sewage per day.
- In 2001, per capita water availability was 1,820 cubic meters which is projected to decline to 1,140 cubic meters by 2050. This in turn will generate strong growth opportunities for the water & waste water recycling market.

Nal Se Jal

- The Jal Jeevan Mission launched in August, 2019 aims to provide tap water connection to every household in the country by 2024 with an investment INR 3.5 lakh crores in the next 5 years.
- As on August 2020, India had 189 million households of which only 51 million or 27% of the total households have tap water connectivity. Under the Nal Se Jal scheme, another 138 million or 73% households need to be provided tap water connection.

INDUSTRIAL REQUIREMENT

- In India only 60% of industrial waste water is treated.
- Around 40% of the STPs do not conform to the environment protection standards. Compliance by state owned STPs is low.
- The waste water treatment sector is expected to grow faster than the water treatment sector.
- Capital expenditure on water reuse is expected to grow at a CAGR of 19.5%.

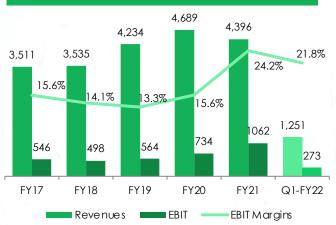
SWACHH BHARAT ABHIYAN

- "Namami Gange", the clean Ganga initiative, can create significant opportunities.
- INR 200 bn (USD 3 bn) has been pledged by the government over the next five years to clean up the Ganga.
- The CPCB has introduced tighter waste water discharge standards for municipal waste water treatment plants.
- Future facilities will need to comply with these standards, while existing waste water treatment plants will need to meet them within five years.

Chemicals

- The company is engaged in manufacturing water treatment chemicals, ion exchange resins and other specialty chemicals.
- Water treatment chemicals are used for raw and waste water treatment conditioners in boiler, cooling water treatment and membrane cleaning etc.
- Specialty Chemicals include performance chemicals used in processing of Paper, Sugar, Ceramic, Pharma and Refinery products.
- Resin manufacturing at Ion is backed by innovation, quality and service, sustained R&D and state-of-the-art manufacturing facilities. The company also has an FDA approved pharma grade resin facility.
- Ion Exchange offers products under the registered trademark of INDION RESINS which include the following:
 - Complete range of cation and anion resins for water and waste water treatment, purification of bio-diesel, sugar, food and beverages & host of speciality applications like pharmaceutical excipients, catalysts, nuclear grade resins, brine softening, heavy metal removal, adsorbent grade resins etc.
 - Resins for removal of colour, odour, organics, nitrate, iron, fluoride, arsenic and tannin.
 - Tailor-made resins developed to suit specific applications

CONSOLIDATED REVENUES & EBIT (INR MN)



Chemicals Industry Overview

MARKET POTENTIAL

- The market for water and water treatment chemicals in India is expected to expand leaps and bounds due to the focus on optimum utilization of water resources.
- The global water treatment chemicals market size is projected to grow from USD 39.1 billion in 2021 to USD 61.1 billion by 2026, at a CAGR of 9.3% between 2021 and 2026
- ASIA PACIFIC (excluding Japan) accounts for 33% Market Share, followed by North America and Western Europe.
- Global ion exchange resins market is expected to reach USD 2.26 Bn by 2026.
- Increased investments by the Government, industry and rapid urbanization is expected to lead to greater demand for water treatment chemicals.

Consumer Products – Retail, Institution, Rural

- Ion Exchange is the pioneer of the revolutionary RO technology, in India. With its National & International presence, Zero B has emerged as one of the premier brands in this segment. Every Zero B, provides ultimate protection against all water-borne diseases and ensures complete protection.
- Besides Zero B products which cater to the homes, communities & institutional sector, this division also provides several technologically advanced products to residential, commercial and rural segments
 - Complete range of Waste Water Solutions
 - High Purity water systems for hospitals and laboratories
 - Semi automatic bottled water plant for the hospitality segment
 - > Hand Pump & Tube well attachments for ground water purification
 - Surface Water Treatment Systems and Disaster Management Units for defense and communities





NON-ELECTRIC PURIFIERS



WATER SOFTENERS



RO PURIFIERS



FINANCIAL OVERVIEW

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CONSOLIDATED INCOME STATEMENT (As per IND-AS)

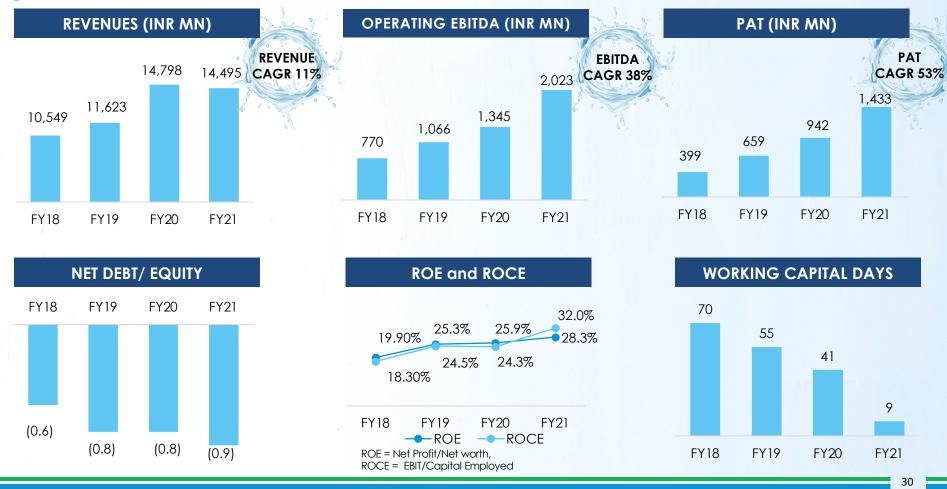
INCOME STATEMENT (INR MN)	FY19	FY20	FY21	Q1-FY22
Operating Income	11,623	14,798	14,495	3,141
Expenses	10,557	13,453	12,472	2,783
Operating EBITDA	1,066	1,345	2,023	358
Operating EBITDA Margins (%)	9.17%	9.09%	13.96%	11.4%
Depreciation	196	235	277	70
Finance Cost	190	160	126	28
Other Income	333	354	331	72
PBT	1,013	1,304	1,951	332
Share of Profit of equity accounted Investee	5	5	(1)	2
Тах	359	367	517	102
Profit After Tax	659	942	1, 43 3	232
PAT Margins (%)	5.67%	6.37%	9.89%	7.39%
Other Comprehensive Income	1	2	(2)	3
Total Comprehensive Income	660	944	1,431	235
EPS Diluted (INR)	56.99*	80.22 [#]	121.41^	20.14^

*Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts (No. of Shares-26,62,914) and shares held by Subsidiary companies (No. of Shares-4,37,874) #Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts (No. of Shares-23,68,939) and shares held by Subsidiary companies (No. of Shares-4,37,874) ^Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts (No. of Shares-23,68,939) and shares held by Subsidiary companies (No. of Shares-4,37,874) ^Earnings per equity share includes impact of equity shares held by IEI Shareholding (Staff Welfare) Trusts (No. of Shares-23,68,939), shares held by Subsidiary companies (No. of Shares-4,37,874) and HMIL Shareholding (Staff Welfare) Trusts (No of Shares – 4,675)

CONSOLIDATED BALANCE SHEET (IND-AS)

PARTICULARS (INR MN)	FY19	FY20	FY21	PARTICULARS (INR MN)	FY19	FY20	FY21
EQUITIES & LIABILITIES				ASSETS			
Equity				Non-Current Assets			
(A) Equity Share Capital	142	142	142	(A) Property, Plant and Equipment	1,507	1,459	1,486
(B) Other Equity	2,458	3,489	4,916	(B) Capital Work-in-progress	123	115	146
Equity attributable to owners	2,600	3,631	5,058	(C) Right-of-Use Assets	-	379	303
Non Controlling Interest	22	20	(1)	(D) Other Intangible Assets	14	16	22
Total Equity	2,622	3,651	5,057	(E) Goodwill	86	86	86
				(F) Investment accounted using Equity Method	34	37	36
Non-Current Liabilities				(G) Financial Assets			
(A) Financial Liabilities				(i) Investments	7	7	7
(i) Borrowings	261	187	79	(ii) Trade Receivables	142	62	45
(ii) Lease liabilities	-	106	48	(iii) Loans	100	118	118
(iii) Other Financial Liabilities	81	81	85	(iv) Other Financial Assets	70	65	59
(B) Provisions	133	157	171	(H) Deferred Tax Assets (Net)	10	15	53
(C) Deferred Tax Liabilities (Net)	11	5	-	(I) Other Non-Current Assets	167	165	136
(D) Other Non-Current Liabilities	6	5	5	(J) Non-Current Tax Assets	5	5	6
(E) Non-current tax liabilities (Net)	16	19	-	Total Non – Current Assets	2,265	2,529	2,503
Total Non – Current Liabilities	508	560	388	Current Assets			
				(A) Inventories	1,298	1,345	1,276
Current Liabilities				(B) Financial Assets			
(A) Financial Liabilities				(i) Investments	4	1	2
(i) Borrowings	667	723	326	(ii) Trade Receivables	4,242	5,019	4,489
(ii) Lease liabilities	-	97	61	(iii) Cash & Cash Equivalents	452	1,015	921
(iii) Trade Payables	4,151	4,936	5,353	(iv) Bank Balances	2,452	2,716	4,133
(iv) Other Financial Liabilities	428	438	419	(v) Loans	91	173	154
(B) Other Current Liabilities	3,078	3,190	2,518	(vi) Other Financial Assets	197	237	106
(C) Provisions	45	56	53	(C) Current Tax Assets (Net)	13	15	7
(D) Current tax liabilties (Net)	154	171	258	(D) Other Current Assets	639	772	842
Total Current Liabilities	8,523	9,611	8,988	Total Current Assets	9,388	11,293	11,930
GRAND TOTAL - EQUITIES & LIABILITES	11,653	13,822	14,433	GRAND TOTAL – ASSETS	11,653	13,822	14,433

FINANCIALS - CONSOLIDATED



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

1 YEAR SHARE PRICE MOVEMENT (UP TO 30th JUNE, 2021)



Disclaimer

Ion Exchange (India) Limited

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THANK YOU

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