



Thermax Limited: Investor Presentation

Q3 FY22-23

Conserving Resources, Preserving the Future.

To be a globally respected high performance organisation offering sustainable solutions in energy and the environment



Disclaimer



This presentation includes forward-looking information and statements including statements concerning the outlook for our businesses. These statements are based on current expectations, estimates and projections about the factors that may affect our future performance, including global economic conditions, and the economic conditions of the regions and industries that are major markets for Thermax. These expectations, estimates and projections are generally identifiable by statements containing words such as “expects”, “believes”, “estimates”, “targets”, “plans”, “outlook” or similar expressions.

There are numerous risks and uncertainties, many of which are beyond our control, that could cause our actual results to differ materially from the forward-looking information and statements made in this presentation and which could affect our ability to achieve any or all of our stated targets. The important factors that could cause such differences include, among others:

- Business risks associated with the volatile global economic environment and political conditions
- Costs associated with compliance activities
- Market acceptance of new products and services
- Changes in governmental regulations and currency exchange rates, and
- Such other factors as may be discussed from time to time in Thermax Ltd.'s filings with the Securities and Exchange Board of India (SEBI), including its Annual Report

Thermax at a Glance

3,758 Employees Globally*



Note: employees excluding workmen

Business Highlights - Energy



Meeting Power Needs of a Steel Major in India



Commissioned largest package of 545 TPH boiler and 175 MWe steam turbine at one of the leading steel industry in India.

Generating Steam for a Paper Mill in Dubai



Commissioned 35 TPH boiler for a paper mill in Dubai.

Cooling Solutions for a Fertiliser Major



Commissioned two units of 300 TR vapour absorption chiller for a major fertiliser industry in western part of India.

TOESL Sets-up Backward Integration of Biomass Fuel Supply Chain



TOESL inaugurated two dedicated briquetting facilities in Gujarat of cumulative capacity 1,400 tonnes/month for fuel security and encouraging sustainability.

Business Highlights - Environment



Cleaning SO₂ for a F&B Major in India



Commissioned FGD for SO₂ removal with allowable emission value of 50 PPM.

Helping a Cement Co. Adhere to Emission Norms



Upgradation of an existing coal mill bag filter with emission guarantee of 8 mg/Nm³.

Beverage Giant Installs Thermax's ZLD Solution



Commissioned a 50 KLD ZLD plant with an ETP modification.

Sewage Treatment Plant for Township at Fertiliser Industry



Thermax installed a 25 m³/hr STP with online monitoring on Ganga river route, meeting the CPCB/NGT guidelines.

Business Highlights - Chemical



Growth in IoT Solutions for Cooling Water Applications



Seen 40% growth as compared to last quarter for automated IoT based systems for cooling water applications.

Growth in Oil Field Chemicals



Oil field chemicals have seen a remarkable 93% y-o-y growth with similar prospects in the near future.

Healthy Order Pipeline for Construction Chemicals









Construction chemicals have good orders for repair and rehabilitation projects, in addition to admixtures and waterproofing.

New Product Launched

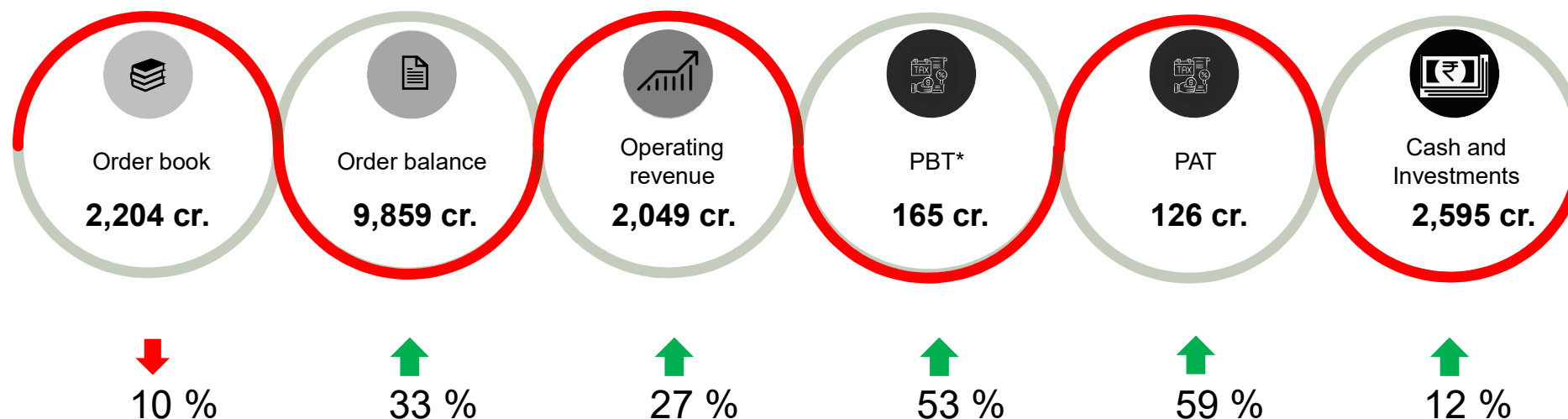
For after water treatment/sewage recycling



A compact, modular, efficient and automated UF system for the urban markets

-  Completely automated and remote monitoring enabled system
-  Low maintenance cost
-  Benefit of membranes highly hydrophilic polymer
-  Inherent antifouling properties
1st in introducing polynorbit hollow fiber membrane
-  SDI and TSS reduction
SDI<3 and TSS<1 PPM
-  Log six reduction of bacteria and virus

Thermax Q3 FY 2022-23 Results

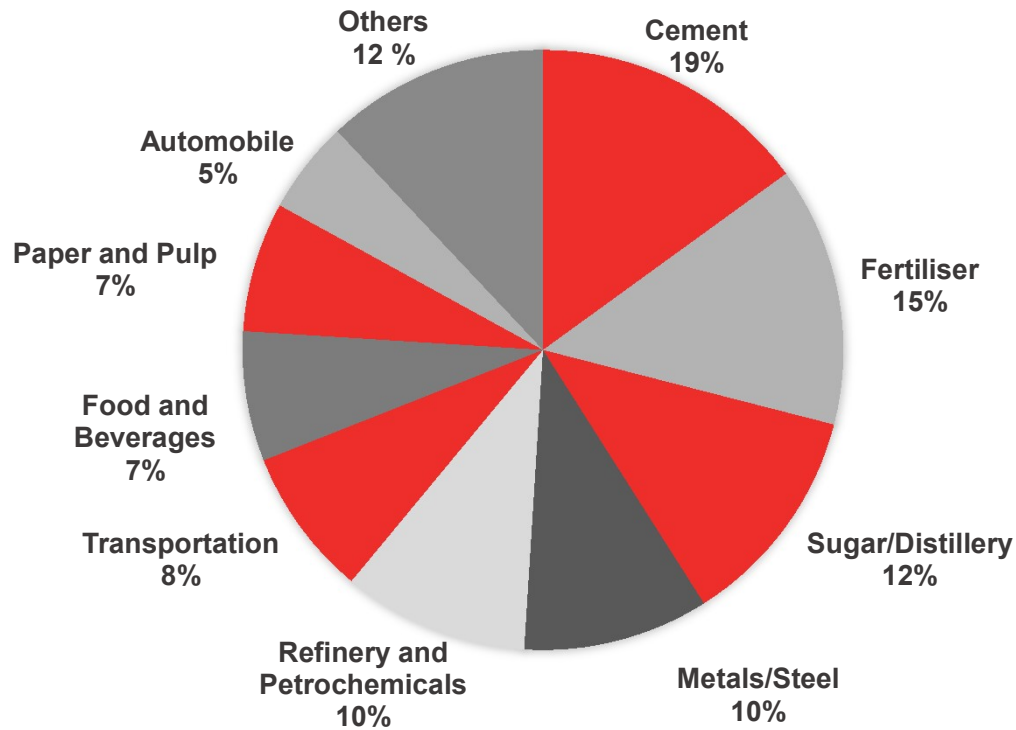


- An increase in revenue and stabilisation of input commodity costs led to a better Q3 performance compared to last year's Q3.
- The order book in last year's Q3 was higher due to an order of flue gas desulphurisation (FGD) systems worth Rs. 830 crore in the environment segment.

* - Profit Before Tax and exceptional item

Note - % growth is with respect to Q3 FY 2021-22

Q3 – Order Book Status



- Received orders for waste heat recovery boilers from a leading cement manufacturer in India
- Received multiple orders to set up Bio CNG plants
- Major order received from agro-chemical company for setting-up power plant on EPC basis
- Steady flow of enquiries was seen from key sectors like cement, steel and chemical

Consolidated Performance Indicators



Q2, 2023	Performance Indicator	Q3, 2023	Q3, 2022
2,015	Order Booking	2,204	2,462
9,485	Order Balance	9,859	7,389
2,075	Revenue	2,049	1,615
142	Profit Before Tax and Exceptional (PBT)	165	108
6.9%	PBT before Exceptional %	8.0%	6.7%
-	Exceptional Item	-	-
142	Profit Before Tax (PBT)	165	108
6.9%	PBT %	8.0%	6.7%
109	Profit After Tax (PAT)	126	79
5.3%	PAT %	6.2%	4.9%

Due to a better performance in the energy segment, profitability is higher than the previous quarter.

Note - Values are in Rs. crore

Consolidated Performance Summary by Segment



Segment	Order Booking		Order Balance	
	Q3, 2023	YOY% Change	YTD Dec 2022	YOY% Change
Energy	1,558	34 % ▲	6,884	40% ▲
Environment	501	-56 % ▼	2,862	22% ▲
Chemical	145	-12 % ▼	113	-8% ▼
Total	2,204	-10 % ▼	9,859	33% ▲

The order book in last year's Q3 was higher due to an order of flue gas desulphurisation (FGD) systems worth Rs. 830 crore in the environment segment.

Note - Values are in Rs. crore

Business Performance Summary



	For Q3, FY2022-23			For Q3, FY2021-22			YTD Dec FY2022-23			YTD Dec FY2021-22		
Segments	Revenue	PBIT	PBIT %	Revenue	PBIT	PBIT %	Revenue	PBIT	PBIT %	Revenue	PBIT	PBIT %
Energy	1,480	113	7.6%	1,163	73	6.3%	4,173	268	6.4%	2,983	185	6.2%
Environment	438	26	6.0%	339	11	3.2%	1,179	60	5.1%	832	20	2.4%
Chemical	164	23	14.1%	155	17	11.0%	505	54	10.7%	407	59	14.4%

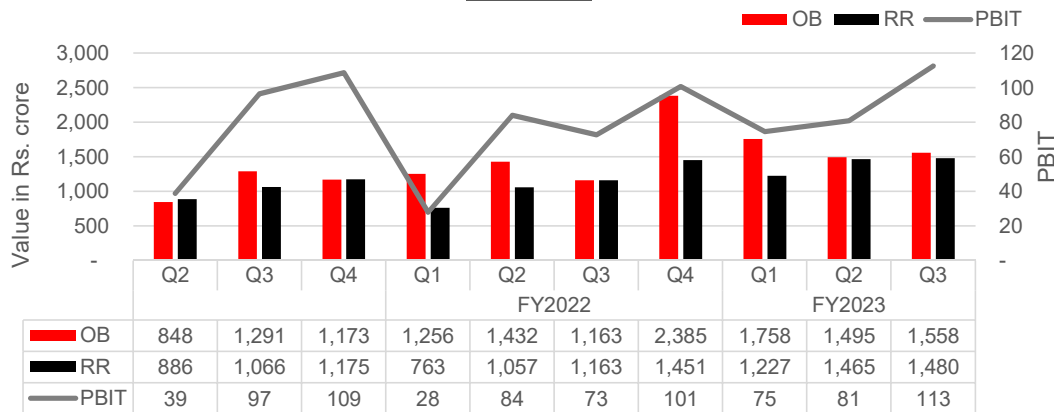
The performance of all three segments has improved due to an increase in revenue and stabilisation of commodity and freight costs compared to last year which was impacted by higher costs.

PBIT - Segment PBIT before exceptional and unallocated overheads

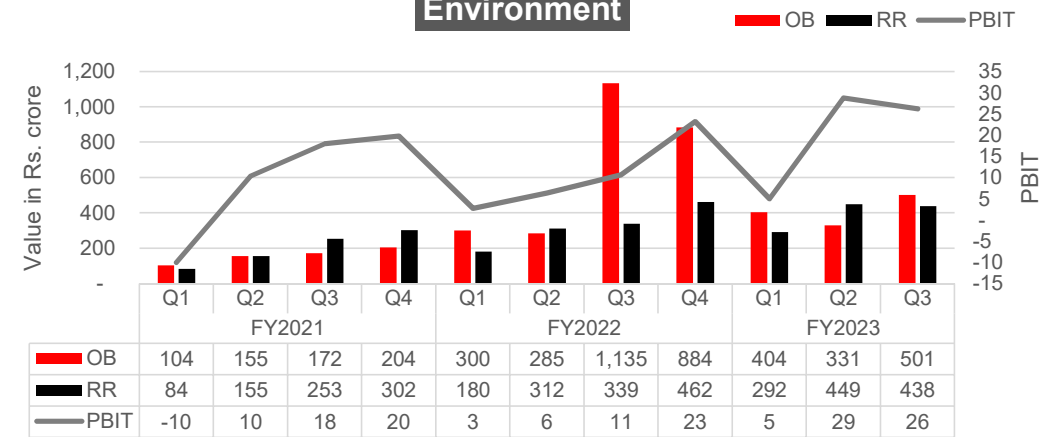
Business Segment Wise - Quarterly Trend



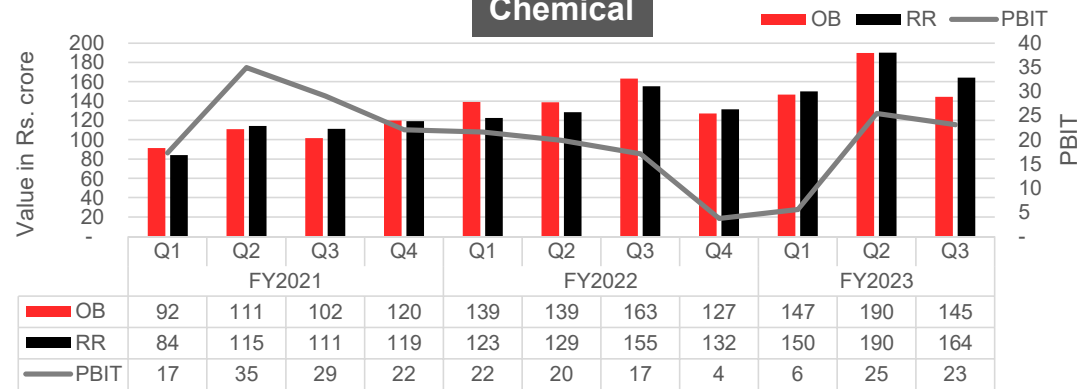
Energy



Environment



Chemical

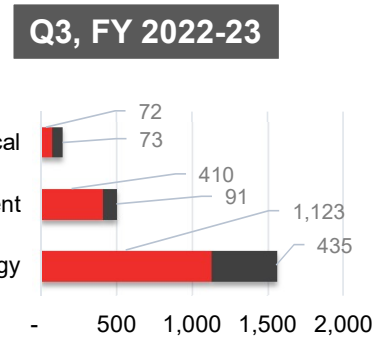
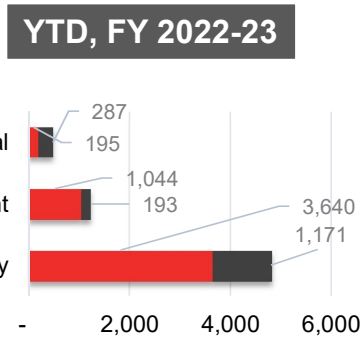
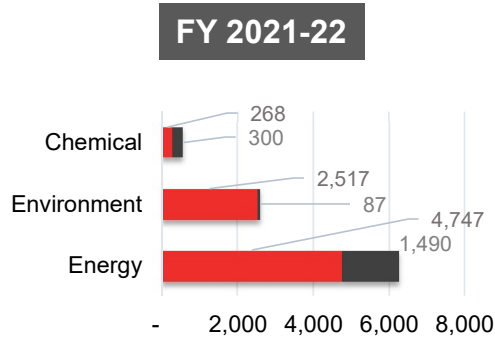


■	OB	Order Booking
■	RR	Revenue Recognition
—	PBIT	Segment PBIT before exceptional and unallocated overheads

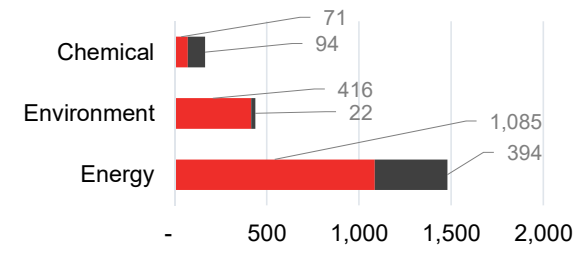
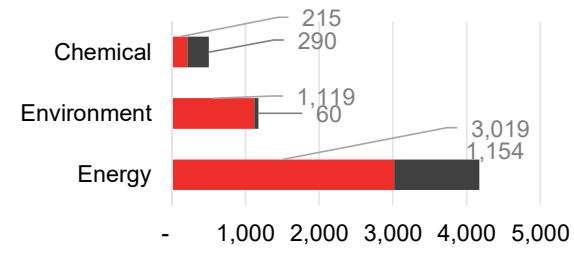
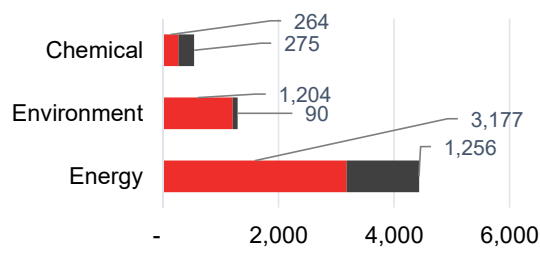
Domestic – Export Business Performance



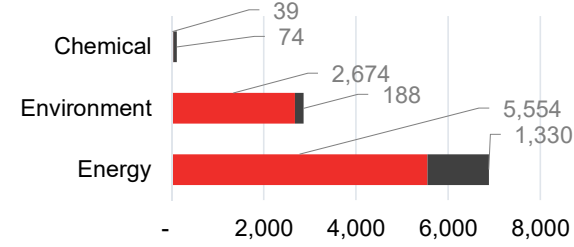
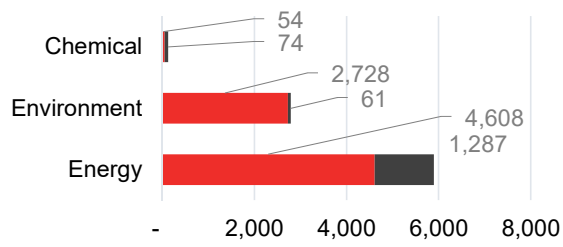
Order Book



Revenue



Order Balance



■ Domestic
■ Export

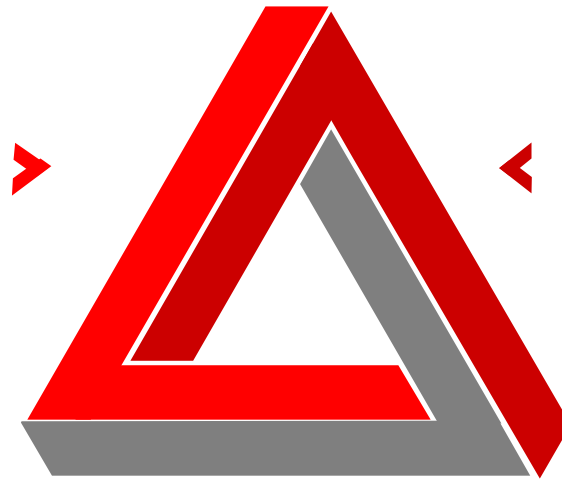
All values are in Rs. crore

Industry Outlook



Input Cost

- Steel, chemical and other commodity prices were stable in the quarter.



Market Sentiments

- The manufacturing PMI of Q3, FY22-23 showed a robust growth to 57.8, highest since Oct, 2022.
- The IMF projects India's GDP to reach 6.1%, down from the previously declared 6.8%, as a consequence of the gloomy global economic situation.

Demand

- India's steel and cement sector will experience good growth due to significant increases in government capital expenditures on infrastructure and transportation.
- Government capex push in Budget and support to green technologies, which will spur the clean energy portfolio of Thermax.

Sources: MOSPI, WHO, IMF

Environmental consciousness has been at the core of our products and services offerings. The focus will continue strengthening our green portfolio as we chart the decarbonisation path.

Conserving Resources,
Preserving the Future.



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