

INTEGRA Engineering India Limited



39th Annual General Meeting

20th July 2021

03:00 P.M. IST

Via VC/OAVM

Mrs. Corinne Ruckstuhl - Chairperson

Important information about forward-looking statements

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Covid and Post Covid 2020



Negative domestic growth



From Countrywide lockdown to relaxed guidelines



Continued focus on investment



Stability in the Railway Ministry

Continued focus on development of Railways



Temporary setbacks due to Covid



Govt. is fasttracking projects for growth

INCREASED RAILWAY BUDGET

- ✓ More focus on infrastructure
- ✓ More Railway metro projects coming up
- ✓ Opportunities in export markets

Challenges in 2020-21



COVID-19

MACRO ECONOMIC

- Divert some of resources for pandemic preparation
- Focus on development and distribution of vaccines
- Still fluctuating financial markets
- Extended regional lockdowns
- Partial visibility for forsee-able future
- Steep increases in Raw Material prices

MICRO ECONOMIC

- Recovery after lockdown of about 3 months
- High uncertainty in business planning
- Dealing with increase in commodity prices – pressure on margin
- Delays in in order pick-up due to lockdowns
- Adverse impact on manpower, absenteeism and availability of skilled labour

Addition in Pillars of the Strategy

1

Grow existing business and add own products in focused segments

2

Enhance infrastructure and increase efficiency to cater to rising market demand

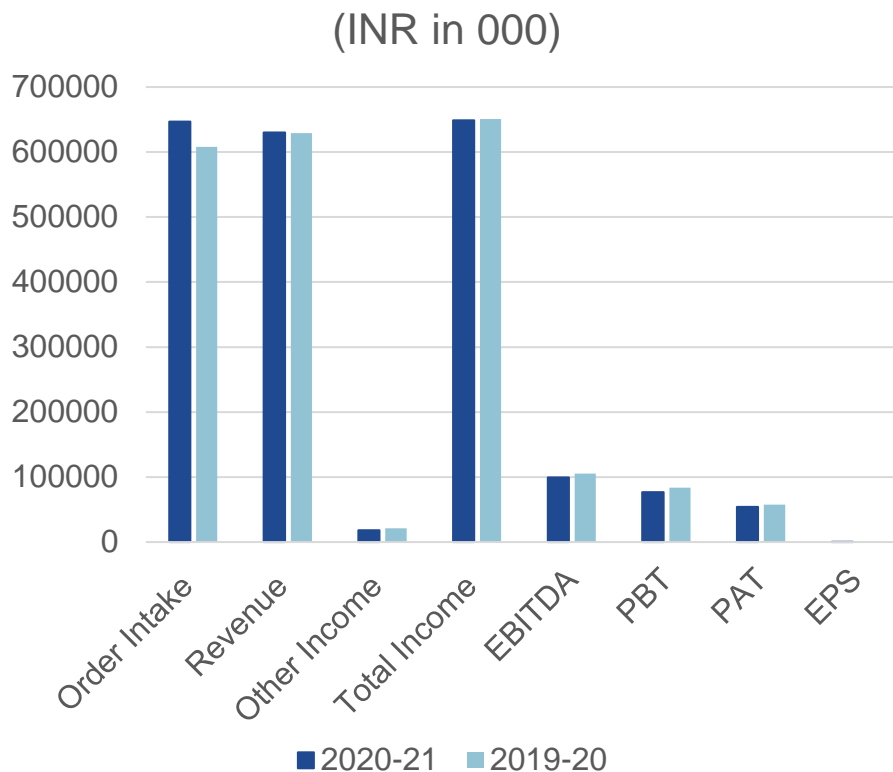
3

Create a strong team of dedicated professionals

4

Ensuring safety of workers and employees from coronavirus and struggle to survive

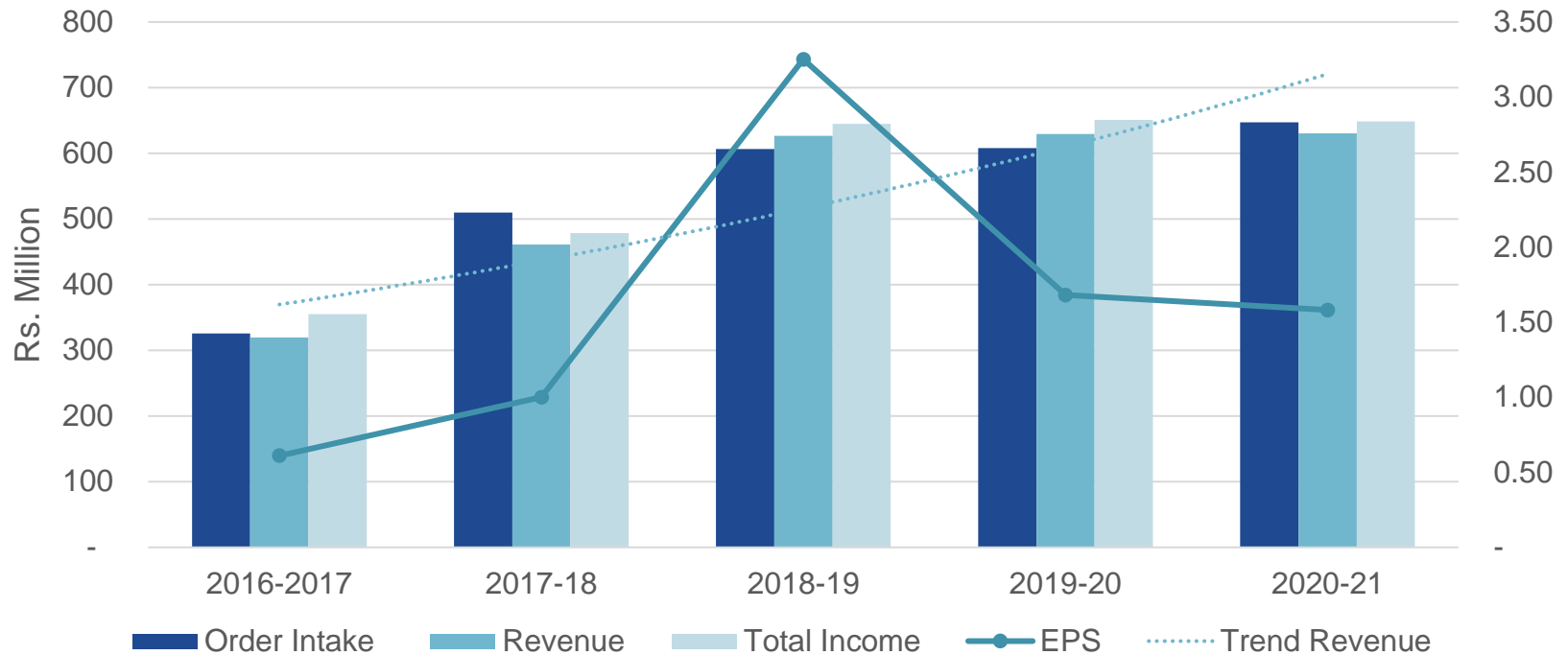
Financial Performance 2020-21



Particulars	2020-21	2019-20
Order Intake	6,47,027	6,07,962
Revenue	6,30,058	6,29,178
Other Income	18,504	21,448
Total Income	6,48,562	6,50,626
EBITDA	99,538	1,05,443
PBT	77,074	83,846
PAT	54,064	57,690
EPS	1.58	1.68

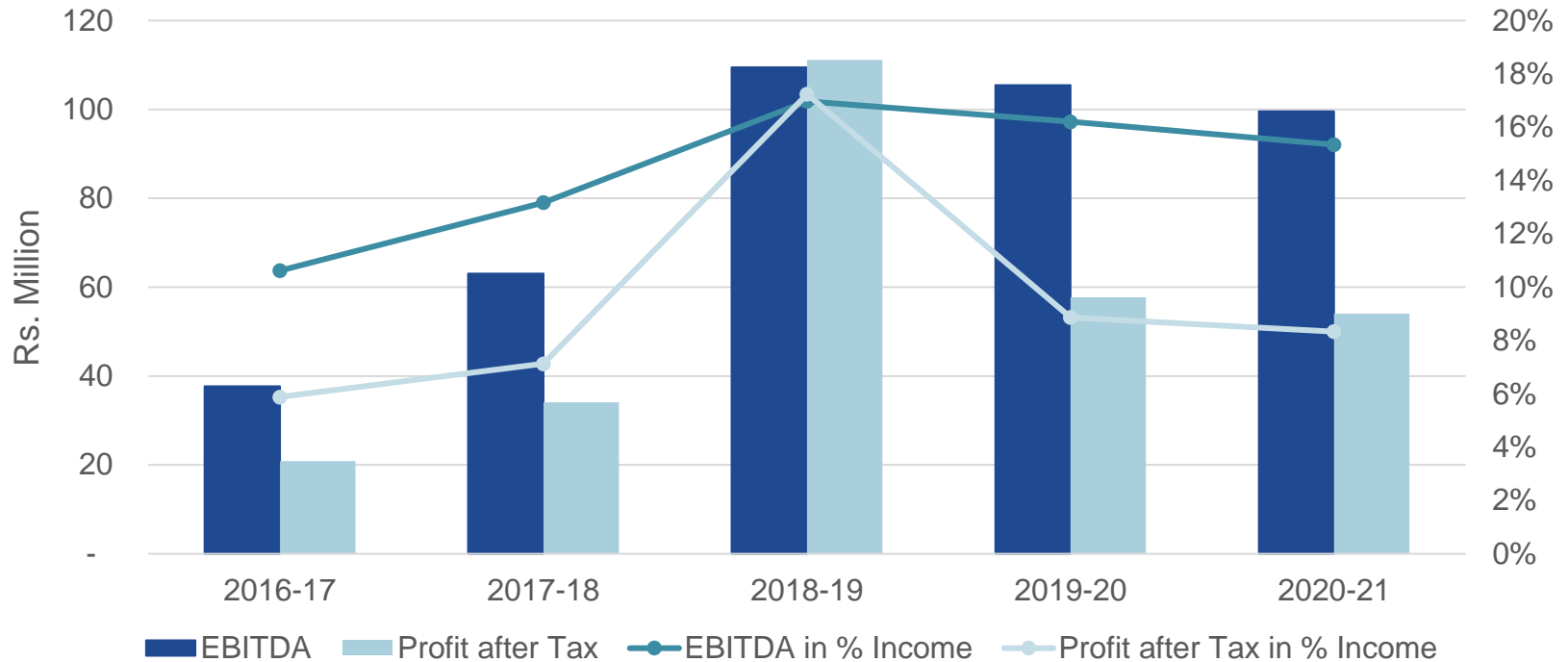
Comparative Analysis

Growth of Orders & Income



Financial Performance

Slight decrease in EBITDA and PAT



Financial Results Q1 2021-22

Particular (₹ in Lacs)	Financial Results for					
	Quarter ended					Year ended
	30.06.2021	Compared to		31.03.2021	30.06.2020	31.03.2021
	Unaudited	PYQ	PQ	Audited	Unaudited	Audited
Revenue from Operations	1'930.85	220%	104%	1'854.24	877.23	6'300.58
Other Income	44.96	125%	85%	52.77	36.10	185.04
Total Income	1'975.81	216%	104%	1'907.00	913.33	6'485.62
Total Expenses	1'669.77	175%	-99%	1'677.82	954.79	5'714.88
Profit / (Loss) before tax	306.04	834%	134%	229.19	-41.47	770.74
Profit/(Loss) for the period	216.72	733%	-135%	160.73	-34.22	540.64

COVID-19 Business Situation FY 2021-2022

IMPACT

OPERATIONS

- Material availability – uncertain delivery periods and prices
- Manpower – absenteeism continues
- Frequent change in customer delivery schedule and forecast due to covid impact at their end

FINANCIAL

- Significantly better results than PYQ, 20% above 2019-20
- Expected growth was achieved

EMPLOYEES/STAFF

- Work from home model continues based on requirements

STATUS QUO

OPERATIONS

- Operating at full capacity, continued focus on enhancement of infrastructure
- Continued delays in projects COVID

FINANCIAL IMPACT

- Revenues: no major change compared to PY
- Profit Before Tax: Less compare to PY

EMPLOYEES/STAFF

- Focus on Skill building

ACTION PLAN & NEXT STEPS

OPERATIONS

- Consolidation and focus on existing clients and new opportunities
- Established strong planning systems and inventory management to take up challenges of material availability

FINANCIAL

- Trying to pass on higher material costs to customers & smart buying
- Close monitoring of cash planning

EMPLOYEES/STAFF

- Vaccination camp at company for employees and their families

→ **Manage continued uncertainty & unpredictability in current scenario**

Three Units Growth Plan

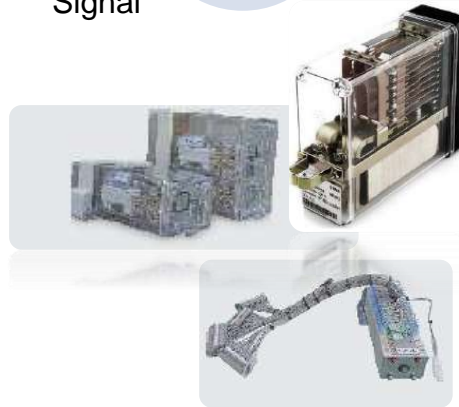
UNIT I

- ✓ Number 1 supplier to locomotive manufacturers in India
- ✓ Addition of further rolling stock products
- ✓ Export market (Sepsa Medha, Siemens, Motherson – global requirement)



UNIT II

- ✓ Remain regular supplier of Indian Railways after successful RDSO approval of Metal to Carbon Relay and partial approval of LED Signal



UNIT III

- ✓ Design, develop, test and introduce metal frame standard enclosure for various industries
- ✓ Indirect export – Singapore and USA



UNIT I

UNIT I

- ✓ Number 1 supplier to locomotive manufacturers in India
- ✓ Export market
- ✓ New market rolling stock / metro (RRTS and AK project)



SHEET METAL FABRICATION

Transportation industry – Rolling Stock

Products:

- Traction Converter
- Auxiliary
- Hotel Load
- Composite
- Loose parts
- Metro products

Customers:

- Bombardier
- BHEL
- CGL
- Hind
- Medha
- Siemens
- Sepsa Medha (Export) etc.



UNIT II

UNIT II

- ✓ Remain a reputed supplier of railway signaling products
- ✓ Introducing LED signal and M2C Relay



ELECTRO-MECHANICAL ASSEMBLY

Power & Transportation industry

Products:

- Relays
- FACS
- Wire Harness
- LED
- M2C relay

Customers:

- ABB
- Lucy
- Indian Railways
- Konkan Railways



UNIT III

UNIT III

- ✓ Design, develop, test and introduce metal frame standard enclosure for various industries
- ✓ Indirect export – Singapore and USA



MECHANICAL ENCLOSURES

Power, IT, Automation industry

Products:

Standard enclosures

Completed (metal frame):

- Product, design, development and testing
- IP certification
 - Launch in the market

Challenges :

- Developing the market
- Finding distribution partners



Continued Investment

New Products & Technologies

LATEST DEVELOPMENTS

- Custom made standard enclosure in Metal
- M2C relay
- LED-Signal
- Additional rolling Stock / Metro products
- Continued upgradation of workshop with new machinery



Human Resources

HR Activities

Vaccination camp

Skill building –
Welding school

Getting ready for
continued growth

Distribution of
hygiene essentials

Organizing safety
week

CSR Activities



Focus – Infrastructural and sanitation facility to the schools situated in nearby village

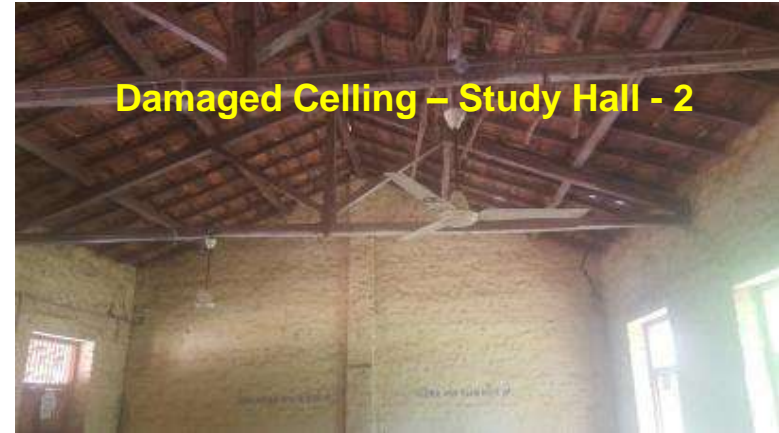


Help students study in a better neat and clean environment



Emergency financial support for COVID Hospital (in 21-22)

CSR site (Before)



CSR site (Current Development)



Acknowledgements

The Directors express their gratitude to:

INTEGRA Holding AG, Switzerland for its continuous support and thank the Company's employees, customers, vendors, and investors.

A special appreciation is given to the commendable performance by the Government of India, Government of various states in India, Governments of various countries, and concerned departments.

The Directors regret the loss of life due to COVID-19 pandemic and are deeply grateful and have immense respect for each and every person who risked their life and safety to fight this pandemic.



A photograph of a train traveling through a landscape at sunset. The train is on the left side of the frame, moving away from the viewer. The sun is low on the horizon, creating a warm, orange glow. The background features rolling hills and mountains under a hazy sky. The overall mood is serene and scenic.

INTEGRA
ENGINEERING

12 August 2020