

16<sup>th</sup> August, 2024

**Listing Compliance Department**

<b>BSE Limited</b> Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai - 400001  Scrip Code: <b>544198</b>	<b>The National Stock Exchange of India Ltd.</b> Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (E), Mumbai - 400051  Symbol: <b>DEEDEV</b>
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**Subject: Investor/analyst presentation on Financial results for the quarter ended on June 30, 2024**

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is the investor/analyst presentation with respect to financial results for the quarter ended on June 30, 2024.

The above information is being made available on the website of the Company [www.deepiping.com](http://www.deepiping.com).

This is for your information and record please.

Yours faithfully,

For DEE Development Engineers Limited



**Ranjan Kumar Sarangi**  
**Company Secretary and Compliance Officer**  
Membership No.: F8604  
Address: Unit 1, Prithla - Tatarpur Road, Village Tatarpur  
Dist. Palwal, Faridabad, Haryana - 121 102

**DEE DEVELOPMENT ENGINEERS LIMITED**

**Regd. Office:** Unit 1, Prithla-Tatarpur Road, Village Tatarpur, Dist. Palwal, Haryana- 121102, India

**Works:** Unit 1, 2 & 3, Village Tatarpur, Dist. Palwal, Haryana- 121102, India

**T:** +91 1275 248200, **F:** +91 1275 248314, **E:** info@deepiping.com, **W:** www.deepiping.com

**CIN:** U74140HR1988PLC030225 **GST Registration No.** 06AACCD0207H1ZA



**DEE Development Engineers Limited**

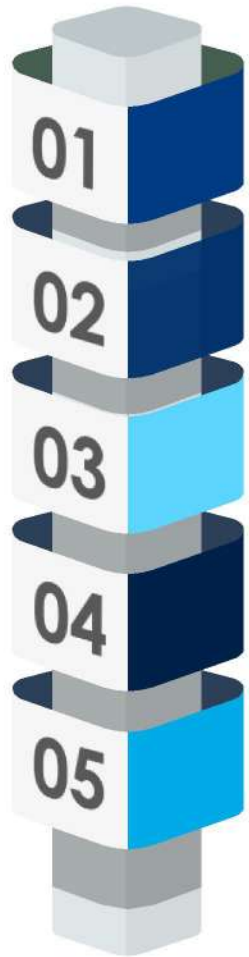
**Q1 FY25 Earnings Presentation**





*This presentation may contain certain “forward-looking statements” within the meaning of applicable securities laws and regulations, which may include those describing the Company’s strategies, strategic direction, objectives, future projects and/or prospects, estimates etc. Investors are cautioned that “forward looking statements” are based on certain assumptions of future events over which the Company exercises no control. Therefore, there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward-looking statements. Such risks and uncertainties include, but are not limited to; growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions in the various business’s verticals in the Company’s portfolio, changes in Government regulations, laws, statutes, judicial pronouncement, tax regimes, and the ability to attract and retain high quality human resource.*

# Agenda



**About DEE**

**Key Financial Highlights**

**Why DEE**

**Shareholding Summary**

**Annexures**





# Management Commentary



"To start with, I, on behalf of DEE Development Engineers management team, would like to thank the entire Investment Community for the incredible response to our IPO. We really do not know how to thank each one of you for the faith bestowed upon us. Your support and trust in us impose upon us a greater responsibility to deliver and meet your expectations. I want to assure you that our entire team is committed to taking DEE Development Engineers to new heights.

The primary objectives of our IPO were to fund working capital requirements and prepay outstanding borrowings. We are pleased to share that we are making significant progress toward these goals. Of the total gross IPO proceeds of ₹ 3,250.00 million, ₹ 935.32 million has been utilized so far: ₹ 179.82 million for working capital needs and ₹ 755.50 million to pay off debt.

We are delighted to announce that we have secured a significant order from DOW Chemical Canada ULC for pipe spool fabrication, valued at USD 40.71 million. This order is scheduled for execution between September 2024 and December 2026.

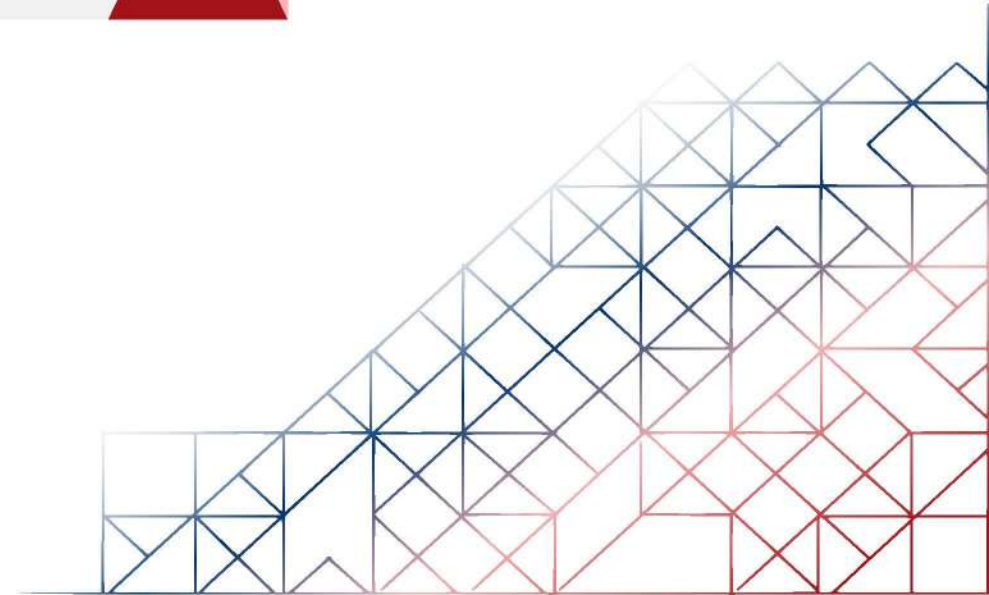
We are pleased to report that the company demonstrated robust growth in the quarter gone by, with Operating Income increasing by 17.6% year-over-year to ₹ 1,850 million. The order book as on 30th June 2024 stood at ₹ 8,032 million as against ₹ 8,001 million as on 31st March 2024.

Operating EBITDA surged by 76.1% to ₹ 248 million from ₹ 141 million in Q1 FY24, resulting in an Operating EBITDA Margin of 13.4%, with a 445-basis point expansion year-over-year. The company's PAT reached ₹ 32 million in Q1 FY25, with a PAT Margin of 1.7%, expanding 456 basis points over the Q1 FY24.

The company remains steadfast in its commitment to automation and capacity enhancement. We are in the process of establishing the New Anjar Facility II, which will increase our capacity from 6,000 MT to 15,000 MT, bringing our total capacity to 1,12,500 MT. This new facility will reduce logistics costs, enhance production efficiency, and lower manpower expenses. Additionally, the New Anjar Facility II will be dedicated to fulfilling orders from the Oil and Gas Sector, allowing the Palwal Facility to focus on catering to the Power Sector with the added benefit of reduced logistics overheads due to its proximity to the Kandla Port in Gujarat. Our strategy is to leverage the upswing in capital expenditure in the Power and Oil & Gas Industry, preemptively establishing infrastructure and operational capabilities to meet the growing demand from our core sectors."

**Shri Krishan Lalit Bansal**  
*Chairman & Managing Director*

## About DEE





# DEE | An engineering company providing specialized process piping solutions



DEE Development Engineers Limited was Incorporated by the Chairman & Managing Director Mr. K.L. Bansal in the year 1988.

Largest player in process piping solutions in India, in terms of installed capacity\*  
DEE currently is ranked as one of the leading process pipe solution providers in the world, in terms of technical capability\*

Wide range of specialized product offerings and services making DEE a comprehensive solution provider for its diversified customers spread across geographies and sectors

Long-standing customer relationships

7 strategically located manufacturing facilities at Palwal in Haryana, Anjar in Gujarat, Barmer in Rajasthan, Numaligarh in Assam, Bangkok in Thailand, with three manufacturing facilities located at Palwal, Haryana. Recently started operations at the New Anjar Facility I

Integrated manufacturing partner providing 'design-led-manufacturing' solutions

  
**Over three and a half decades**  
Of manufacturing experience



## Summary Financials

<b>₹ 7,888 Mn</b> <i>Revenue from Operations (FY24)</i>	<b>₹ 8,001 Mn</b> <i>Order Book as on Mar'24</i>	<b>₹ 1,025 Mn</b> <i>Op EBITDA (FY24)</i>	<b>₹ 262 Mn</b> <i>Profit for the year (FY24)</i>	<b>1.02x</b> <i>Net Debt : Total Equity (FY24)</i>
<b>₹ 1,850 Mn</b> <i>Revenue from Operations (Q1FY25)</i>	<b>₹ 8,032 Mn</b> <i>Order Book as on Jun'24</i>	<b>₹ 248 Mn</b> <i>Op EBITDA (Q1FY25)</i>	<b>₹ 32 Mn</b> <i>Profit for the period (Q1FY25)</i>	<b>0.47x</b> <i>Net Debt : Total Equity (Q1FY25)</i>

# Major events and milestones

## 2020

- Commenced business operations at Anjar Heavy Fabrication Facility in Gujarat

## 2014

- Commenced receiving orders for production of HP piping from a client for a power project at Meja

## 2010

- Established Unit II, Palwal Facility

## 1988

- Originally incorporated as "DE Development Engineers Private Limited"

## 2006

- Established Unit I, Palwal Facility

## 2013

- Established Unit III, Palwal Facility
- Commenced receiving orders for production of HP piping from a client for a power project at Solapur

## 2017

- Commenced business operations at Bangkok Facility
- Commenced supply of piping material for a petroleum refinery and polypropylene plant in Nigeria

## 2022

- Commenced business operations at Anjar Facility I in Gujarat
- Commenced business operations at the Barmer Facility in Rajasthan

## 2023

- Collaboration agreement with a multinational oil and gas company which is expected to have a positive impact on revenue on a sustainable basis

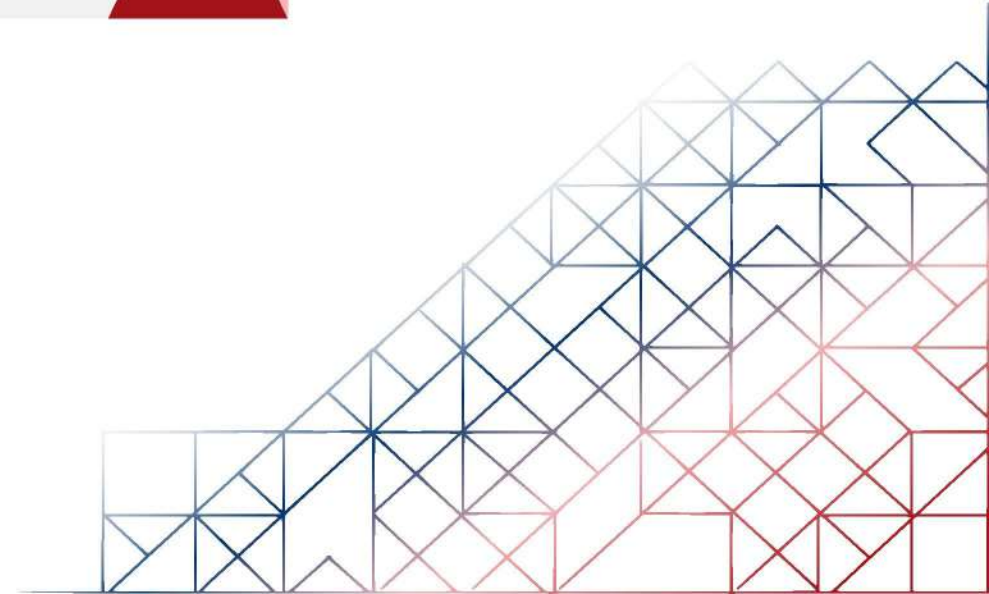
## 2024

- Commenced business operations at Numaligarh Facility in Assam.
- Recently started operations at the New Anjar Facility I
- Listed on **26<sup>th</sup> June 2024** on BSE & NSE



# Key Financial Highlights

Q1 FY25



# Financial Highlights - Q1 FY25



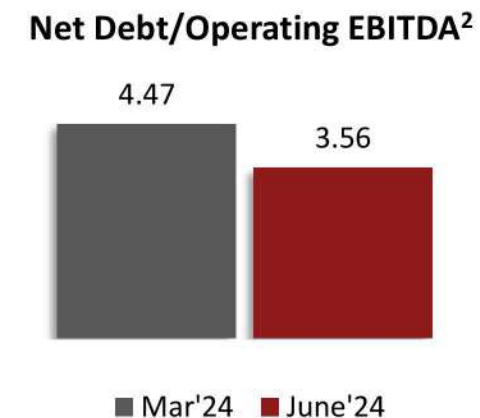
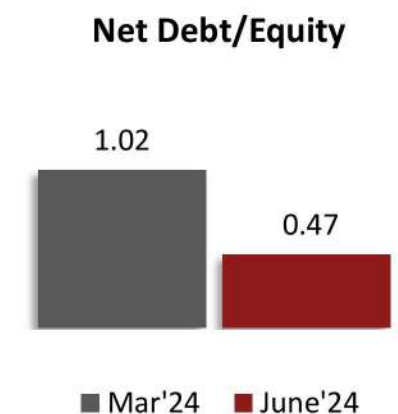
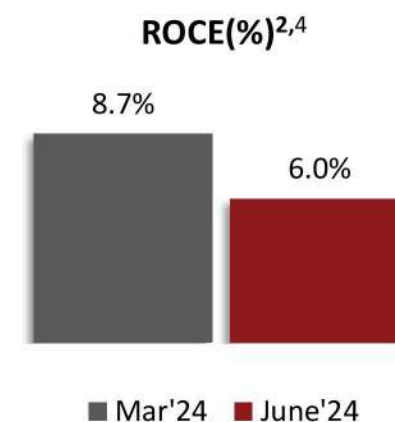
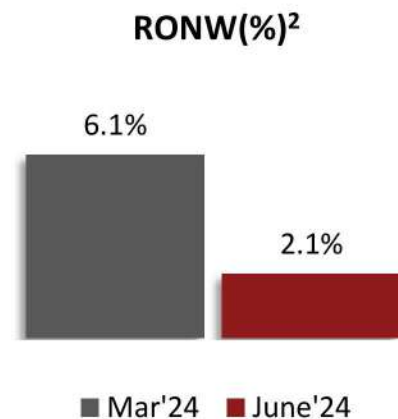
*In INR Millions*

Particulars	Revenue from Operations	Operating EBITDA	Profit Before Tax	Profit After Tax	Cash Profit <sup>1</sup>
<b>Q1 FY25</b>	<b>1,850</b>	<b>248</b>	<b>44</b>	<b>32</b>	<b>157</b>
Growth (YOY)	17.6%	76.1%	NA	NA	153.5%
Growth (QOQ)	(23.9%)	(28.3%)	(73.3%)	(73.2%)	(33.6%)
Margin <sup>2</sup> (%)		13.4%	2.3%	1.7%	
Margin –YoY Expansion/(Contraction)		445 bps	395 bps	456 bps	
Margin –QoQ Expansion/(Contraction)		(81 bps)	(428 bps)	(307 bps)	
EPS/CEPS <sup>3</sup>				0.60	2.95

# Financial Highlights - Q1 FY25

In INR Millions

Particulars	31-Mar-24	30-June-24
<b>Net Worth</b>	<b>4,415</b>	<b>7,462</b>
Total Borrowings	4,384	3,390
Total Lease Liabilities	221	230
Cash & Cash Equivalents <sup>1</sup>	25	95
<b>Net Debt</b>	<b>4,579</b>	<b>3,525</b>
Net Current Assets <sup>3</sup>	4,290	6,121
Net Fixed Assets	4,801	4,926
<b>Total Assets</b>	<b>12,092</b>	<b>14,370</b>
Total Asset Turnover	0.73	0.56
Sales/Capital Employed <sup>4</sup>	0.91	0.72
<b>Cash Conversion Cycle <sup>5</sup></b>	<b>162</b>	<b>172</b>



Note:

1. Excludes unutilized IPO proceeds in Jun'24;

2. Profit figures are YTD annualized; Net Worth : Total Equity - Capital Redemption Reserve - Foreign Currency Reserve;

3. Net Current Assets : Current Asset - Current Liabilities + Short Term Borrowings + Short Term Lease Liabilities - Cash & Cash Equivalents;

4. Capital Employed : Total Equity + Total Borrowings + Total Lease Liabilities + Deferred Tax Liabilities - Deferred Tax Assets; 5: Cash Conversion Cycle based on Revenue from Operations;



# Financial Highlights – Segmental Revenue Breakup

In INR Millions

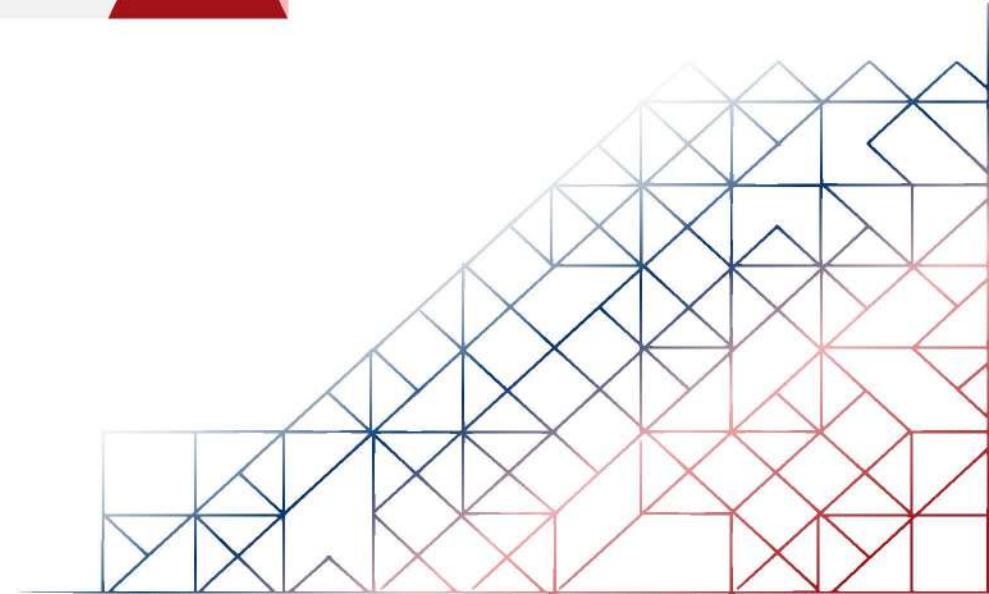
Particulars	Piping Division	Power Division	Heavy Fabrication
<b>Q1 FY25</b>	<b>1,504</b>	<b>208</b>	<b>137</b>
<i>Sales Contribution</i>	81.3%	11.3%	7.4%
<b>Q4 FY24</b>	<b>2,099</b>	<b>209</b>	<b>124</b>
<i>Sales Contribution</i>	86.3%	8.6%	5.1%
<b>Q1 FY24</b>	<b>1,328</b>	<b>210</b>	<b>35</b>
<i>Sales Contribution</i>	84.4%	13.4%	2.2%
Growth (QoQ)	(28.3%)	(0.4%)	10.4%
Growth (YoY)	13.2%	(1.0%)	295.2%

# Summary of Profit and Loss Statement

In INR Millions

Particulars	Q1 FY25	Q1 FY24	YoY Change	Q4 FY24	QoQ	FY24
<b>Revenue from Operations</b>	<b>1,850</b>	<b>1,573</b>	<b>17.6%</b>	<b>2,432</b>	<b>(23.9%)</b>	<b>7,888</b>
<b>Operating EBITDA</b>	<b>248</b>	<b>141</b>	<b>76.1%</b>	<b>346</b>	<b>(28.3%)</b>	<b>1,025</b>
<i>Operating EBITDA<sup>1</sup> (%)</i>	<i>13.4%</i>	<i>8.9%</i>	<i>445 bps</i>	<i>14.2%</i>	<i>(81 bps)</i>	<i>13.0%</i>
Other Income	32	21	51.4%	58	(44.6%)	181
Finance Cost	111	80	38.6%	121	(8.4%)	400
Depreciation	125	108	16.2%	118	6.3%	451
PBT	44	(26)	NA	165	(73.3%)	355
<b>PAT</b>	<b>32</b>	<b>(46)</b>	<b>NA</b>	<b>119</b>	<b>(73.2%)</b>	<b>262</b>
PAT (%)	1.7%	(2.9%)	456 bps	4.8%	(307 bps)	3.2%
Diluted EPS <sup>2</sup> (₹)	0.60	(0.86)	NA	2.23	(73.2%)	4.92

# Why DEE





### Diverse Portfolio

Wide range of specialized product offerings and services making DEE a comprehensive solution provider

### Positive Outlook

Strong Outlook supported by strategic initiatives and competitive market position

### Industry Tailwinds

Powerful Industry Tailwinds driving growth, profitability and market expansion

### Financial Resilience

Robust Financial Performance showing consistent revenue growth and strong Cash flow



### Industry Leader

Leading Indian manufacturer of specialized process piping solutions, known for its extensive production capabilities and significant entry barriers in the industry.

### Established Clientele

Long standing customer relationships with a strong order book with sustained customer loyalty and reliable stream of future revenues

### Operational Excellence

Significant focus on automation and process excellence with an experienced engineering team to drive operational efficiencies

### Strong & Experienced Management

Experienced and dedicated promoter and professional management team with extensive domain knowledge

# Wide range of specialized product offerings and services...



Piping Spools



Modular Piping (Skids and Modules)



Induction Pipe Bends



Industrial Pipe Fittings



Industrial Stacks and Wind Turbine Towers



Pressure Vessels

**DEE handles complex metals such as varying grades of carbon steel, stainless steel, super duplex stainless steel, alloy steel and other materials including inconel and hastelloy in manufacturing processes**



# ...across a spectrum of industries



Oil & Gas

Power (including Nuclear)



Process industries (incl. sugar, specialty chemicals & distilleries)

Chemical

Recently expanded into new business vertical of design, engineering, fabrication and manufacturing of **Pilot Plants**.  
DEE intends to develop pilot plants which cater to the **R&D needs of companies in the Oil and Gas, Petrochemicals, Refineries, Specialty Chemicals, Pharmaceuticals and Nuclear sectors, as well towards the R&D needs of educational research institutions**





## Leadership



**Largest player in process piping solutions in India, in terms of installed capacity\***



Currently **ranked as one of the leading process pipe solution providers** in the world, **in terms of technical capability** to address complex process piping requirement arising from **multiple industrial segments**.\*



## Scale



**7 strategically located Manufacturing facilities** at Palwal in Haryana, Anjar in Gujarat, Barmer in Rajasthan, Numaligarh in Assam and Bangkok in Thailand, with three manufacturing facilities located at Palwal, Haryana



**Commenced operations at the New Anjar Facility I** and in the process of enhancing manufacturing capabilities by **setting up a new manufacturing facility at the New Anjar Facility II**



**Cumulative installed capacity of 103,500 MT per annum#**



Served customers across **Canada, Thailand, United States of America, Switzerland, Italy, Malaysia, Nigeria, Germany, Japan**

# Leading player in an industry with significant barriers to entry (2/2)

## Barriers to entry



Requirement of skilled labour with complex manufacturing technology



High capital investment



Presence of robust design and execution capability



High quality standards and stringent specifications of customers & resources and time involved for a customer to change its suppliers are relatively high

## DEE



Manufacturing Facilities have a **good mix of automation and manual processes**



DEE has made and expects to continue making **capital expenditure**



As of June 30, 2024, DEE has a team of over **700 personnel working on design, engineering and product development**

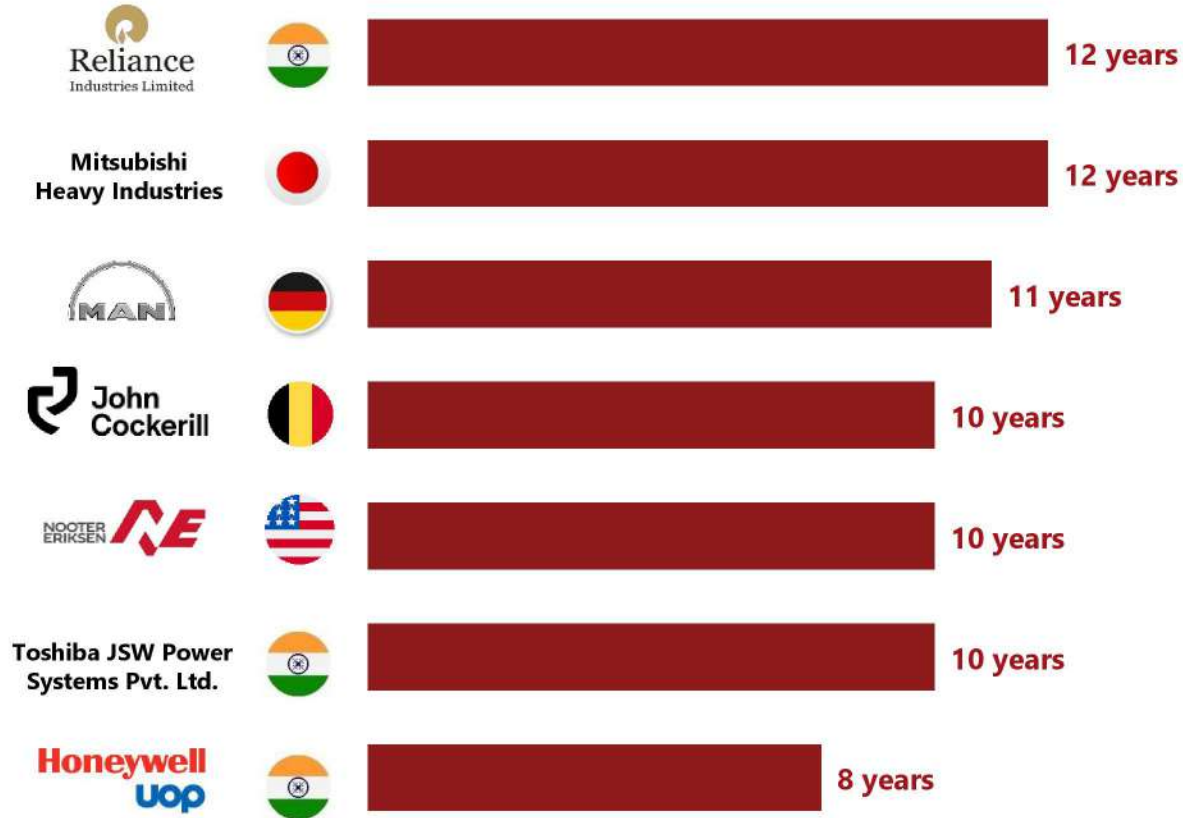


Through the **three and a half decades** of business operations, DEE has **established long-term relationships** with customers across industries

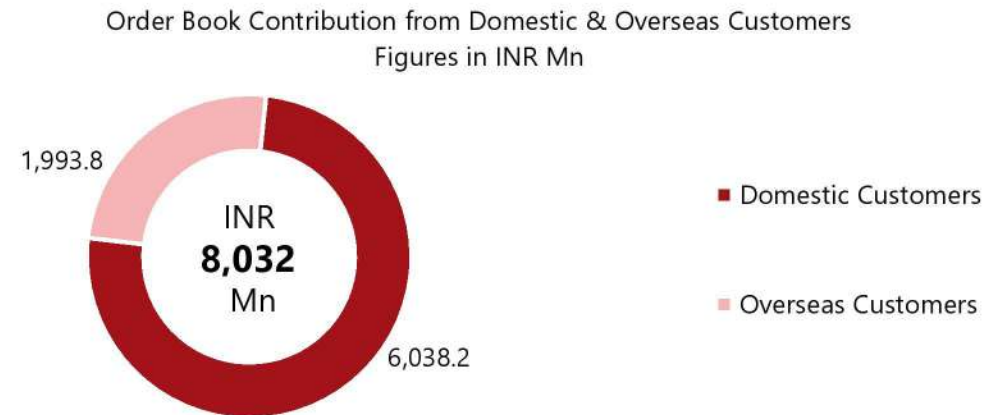
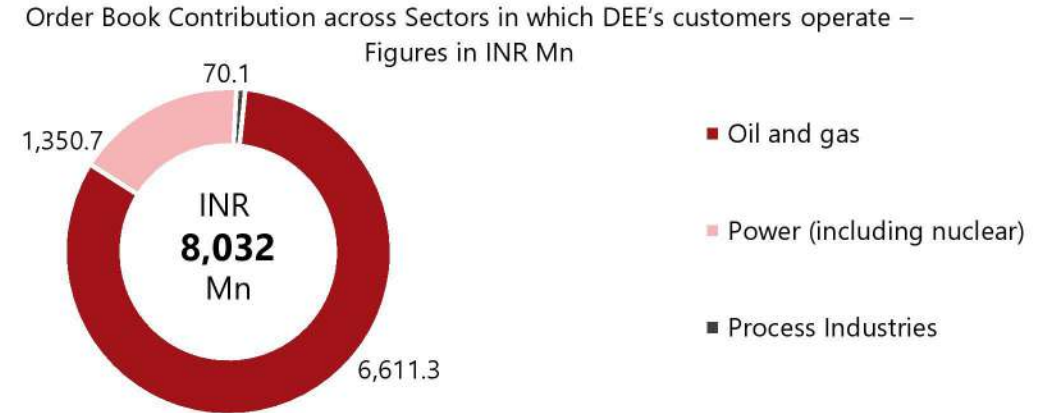


# Long standing customer relationships with a strong order book...

## Length of Relationship in years with key customers



## As on June 30, 2024 – DEE had an order book of INR 8,032 Mn



Long-term association with customers offers DEE significant competitive advantages such as **revenue visibility, industry goodwill, a deep understanding of the requirements of DEE's customers and is a testament to the quality of the Company's products and services.**



# ...supplemented by diversified customers spread across geographies and sectors

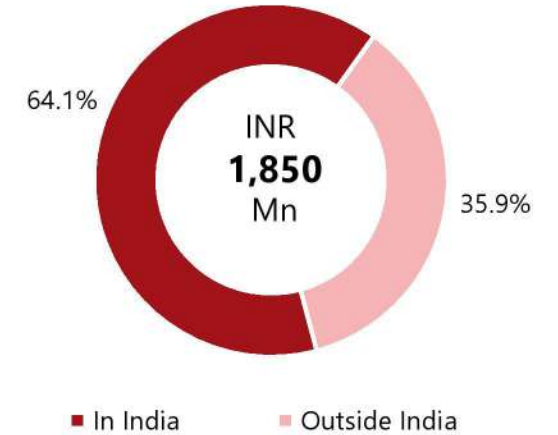
## As of June 30, 2024, DEE has served customers across 27 countries

Select Countries served in June '24



"This map is only for the purpose of representation and is not to be considered an accurate geopolitical representation."

Revenue from Operations Split by Geography (Q1 FY25)



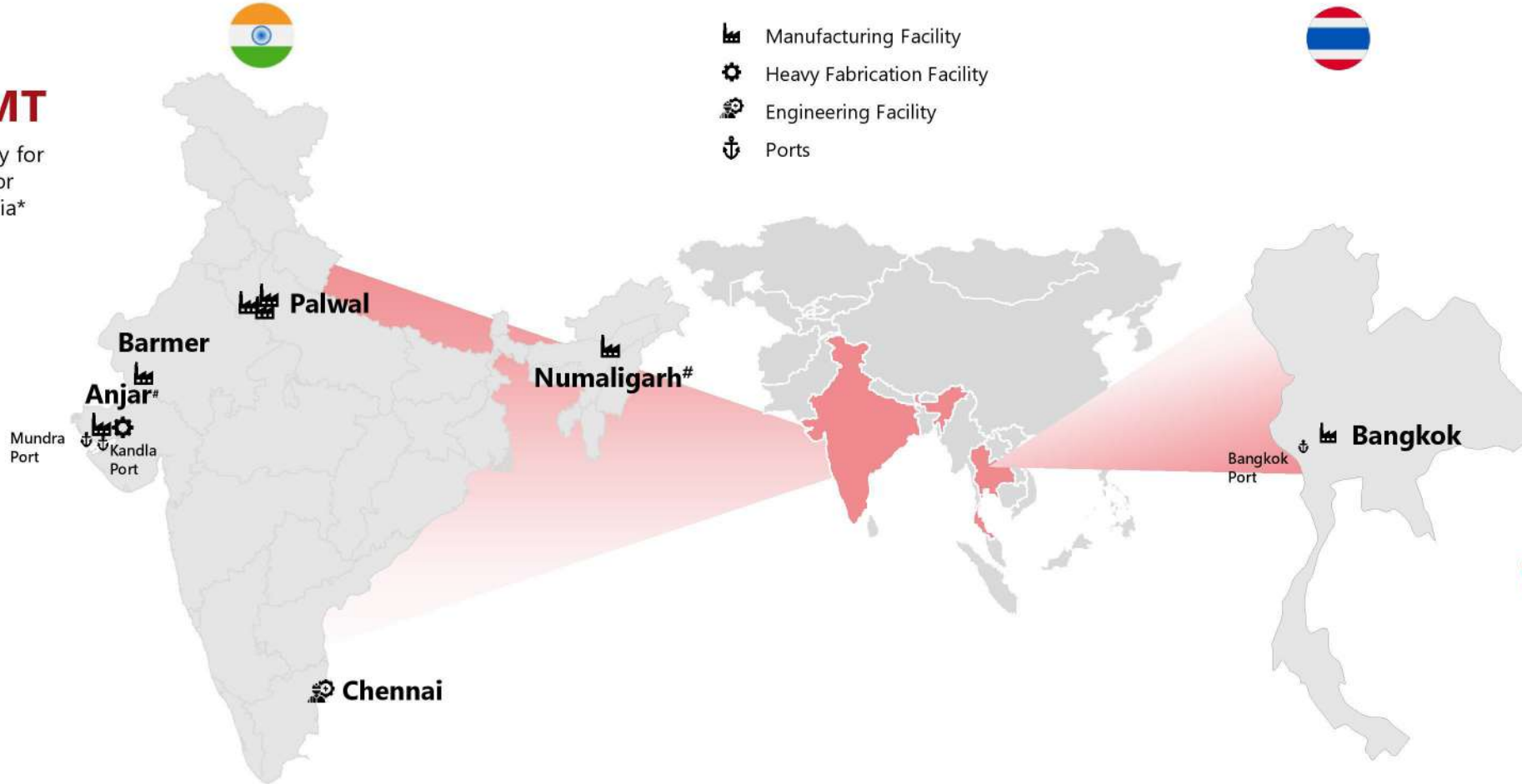
DEE's Products and engineering services have applications across a spectrum of industries such as oil and gas, power (including nuclear), Process Industries\* and chemicals

# DEE operates through strategically located state-of-the-art manufacturing facilities...

Seven strategically located Manufacturing Facilities at Palwal in Haryana, Anjar in Gujarat, Barmer in Rajasthan, Numaligarh in Assam and Bangkok in Thailand

**89,000 MT**

Installed Capacity for Q1 FY 2025 for Facilities in India\*



**14,500 MT**

Bangkok Facility Installed Capacity for Q1 FY 2025

Anjar Facility I, Anjar Heavy Fabrication Facility, New Anjar Facility I, proposed New Anjar Facility II in Gujarat and Bangkok Facility are **strategically located** with access to ports to cater to overseas customers



...equipped with a good mix of automation and manual processes

**DEE's manufacturing facilities have a good mix of automation and manual processes**



Fully automated robotic welding systems



Automatic GMAW Welding System



Fully CNC heat treatment furnaces (gas and electric)



Semi-automatic shot blasting and painting machines



In-house non-destructive examination facilities



Induction bending process

**Automation capabilities enable DEE to combine operations and eliminate multiple operators in the production process to increase productivity, while controlling costs and maintaining consistent product quality**

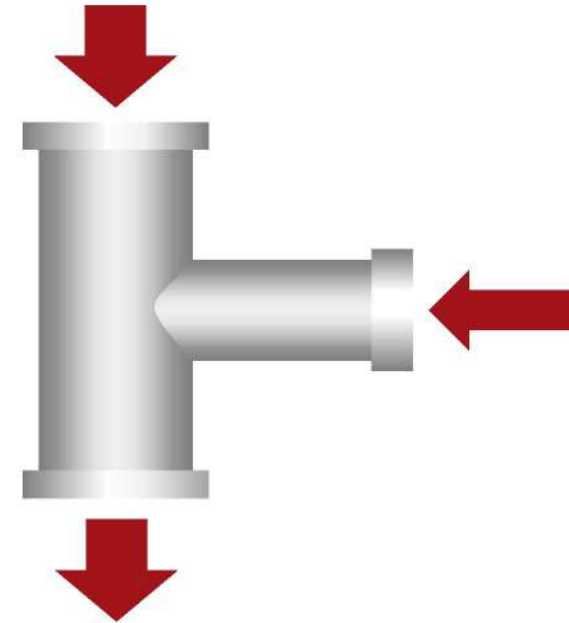


# Installed Capacity & Capacity Utilization

Facilities	Q1 FY25		FY 2024	
	Installed Capacity (in MT)	Capacity Utilization* (in %)	Installed Capacity (in MT)	Capacity Utilization (in %)
Palwal Facility I	9,000	6.3%	9,000	5.7%
Palwal Facility II	3,000	52.6%	3,000	54.2%
Palwal Facility III	24,000	84.5%	24,000	94.1%
Barmer Facility	5,000	33.0%	5,000	76.5%
Anjar Facility I	3,000	63.1%	3,000	58.1%
Bangkok Facility	14,500	29.4%	14,500	43.1%
Anjar Heavy Fabrication Facility	36,000	44.7%	36,000	27.4%
Numaligarh	6,000	5.8%	6,000	NA
New Anjar Facility I	3,000	19.2%	NA	NA
<b>Total</b>	<b>1,03,500</b>	<b>45.7%</b>	<b>1,00,500</b>	<b>46.2%</b>

Facilities	Q1 FY25		FY 2024	
	Installed Capacity* (in MW)	Capacity Utilization* (in %)	Installed Capacity (in MW)	Capacity Utilization (in %)
Abohar Biomass	8	77.8%	8	80.0%
Muktsar Biomass	6	99.5%	6	96.9%
<b>Total</b>	<b>14</b>	<b>87.1%</b>	<b>14</b>	<b>87.2%</b>

**CURRENT**  
Capacity : 103,500 MT



**1,88,990**  
Square Meters  
**Acquired Land**

**FUTURE**  
Capacity : 112,500 MT

- Setting up the New Anjar Facility II
- Increase in capacity from 6,000 MT to 15,000 MT
- Reduction in logistics cost
- Efficiency in production
- Reduction in manpower cost
- Manufacturing of:
  - 1. Industrial pipe fittings**
  - 2. Modular Skids**
- Provide Engineering supply & process piping solutions

# Experienced & dedicated promoter and skilled management team with deep domain expertise (1/2)



## **Krishan Lalit Bansal** - *Promoter, Chairman & Managing Director*

- ❖ Has been associated with the Company since its inception in 1988 and has experience in prefabricated piping systems and bio-mass power sector
- ❖ He has been conferred with various awards including '**Business Leader of the Year**' in 2011 and '**Lifetime Achievement Award**' in 2016 by the Faridabad Industrial Association
- ❖ He was also conferred with the '**Business Excellence Award**' by International Study Circle and the '**Rashtriya Rattan Award**' by the All-India National Unity Council for his contributions to the industry



## **Ashima Bansal** - *Whole-time Director*

- ❖ She has been associated with the Company since April 30, 2007
- ❖ She holds a bachelors' degree in Education and a masters' degree in Arts



## **Shilpi Barar** – *Independent Director*

- ❖ She holds a Bachelors' degree in Commerce
- ❖ She was previously associated with Sita Singh & Sons Private Limited as the Head of Operations



## **Shikha Bansal** - *Whole-time Director*

- ❖ She has been associated with the Company since December 1, 2020
- ❖ She holds a bachelors' degree in Commerce and Masters' degree in Commerce



## **Ashwani Kumar Prabhakar** – *Independent Director*

- ❖ He holds a Bachelors of Science degree in Engineering and is registered with the Institute of Cost Works Accountant of India
- ❖ He was previously associated with Ministry of Defence, Kolkata, Government of India as the Director General of Ordnance Factories and Chairman of the Ordnance Factory Board



## **Bhisham Kumar Gupta** - *Independent Director*

- ❖ He holds a Bachelors of Science degree in Engineering
- ❖ He was previously associated with Engineers India Limited as the Executive Director



# Experienced & dedicated promoter and skilled management team with deep domain expertise (2/2)



## **Pankaj Agarwal** – Chief Operating Officer

- ❖ He has been associated with the Company since July 25, 1994 and is involved in the strategic, financial, and operational development of the Company



## **Sameer Agarwal** – Chief Financial Officer

- ❖ He holds a bachelors' degree in Science and is registered with the Institute of Chartered Accounts of India
- ❖ Prior to joining the Company, He was associated with Jugal Arora and Company, Chartered Accountants.



## **Ranjan Kumar Sarangi** – CS & Compliance Officer

- ❖ He holds a bachelors' degree in Science (Hons.) and a bachelors' degree in Law. He is also registered with the Institute of Company Secretaries of India
- ❖ Prior to joining the Company, he was associated with MGRM Medicare Limited, Delhi and Gold Plus Toughened Glass Limited, Delhi



## **Charu Agarwal**– Vice President (Accounts)

- ❖ She is involved in strategic planning for the development of long-term goals for the Company
- ❖ She holds a bachelors' degree in Commerce and is registered with the Institute of Chartered Accountants of India



## **Shruti Aggarwal** – Vice-President (Operations)

- ❖ She is involved in the budgeting, forecasting, costing & profitability analysis and management reporting for the Company
- ❖ She holds a bachelors' degree in Commerce and is a CFA (ICFAI, Tripura); she also holds a post graduate diploma in management with a specialization in finance



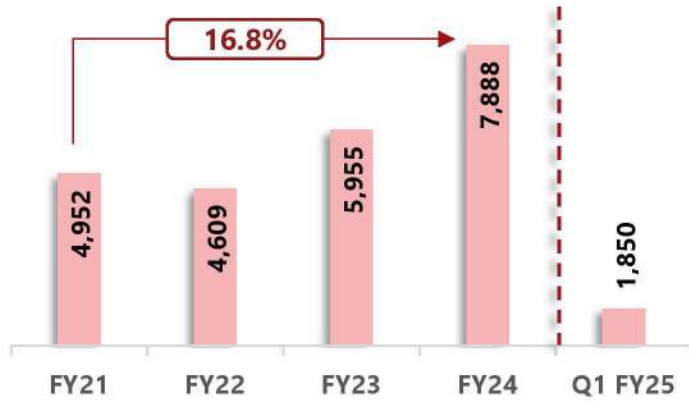
## **Pawan Arora** – Associate Vice President, Vendor Relations Department

- ❖ He holds a bachelors' degree in Mechanical Engineering; a post graduate diploma in materials management from the Indian Institute of Materials Management, Mumbai and a post graduate diploma in management from the Management Development Institute, Gurgaon
- ❖ Prior to joining the Company, he was associated with Carrier Air-Conditioning and Refrigeration Limited

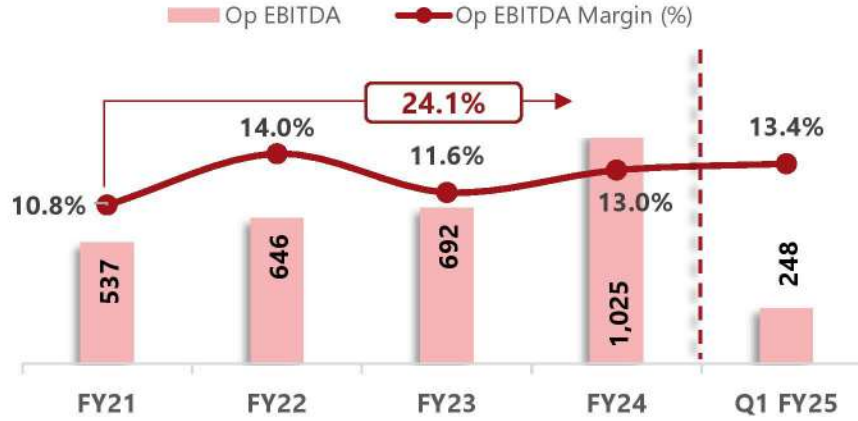


# Resilient Financials

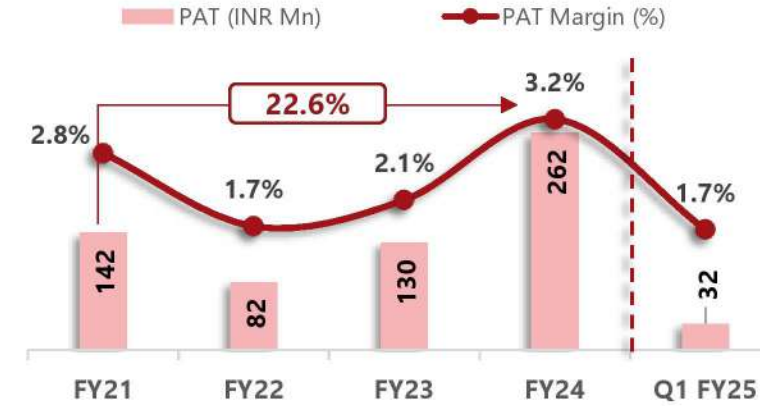
## Revenue from operations



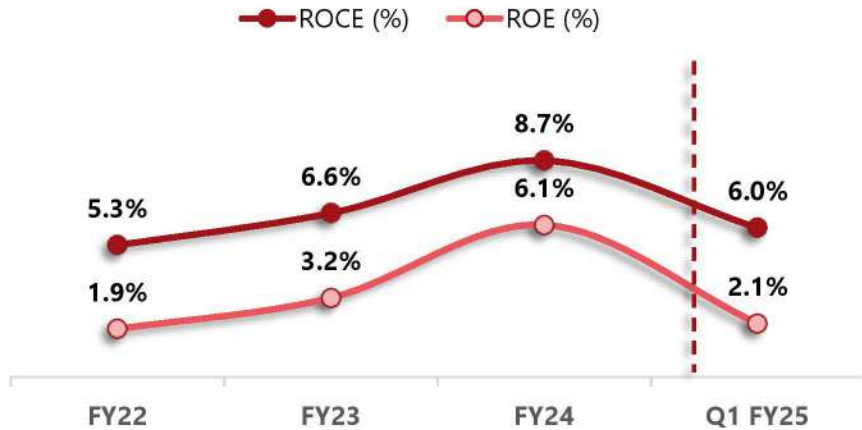
## Op. EBITDA & Op. EBITDA Margin



## PAT & PAT Margin



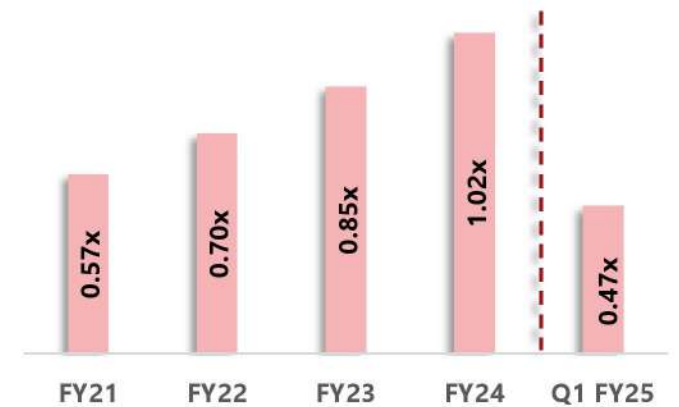
## ROCE\* & ROE\* (%)



## Net Debt to Operating EBITDA



## Net Debt to Equity



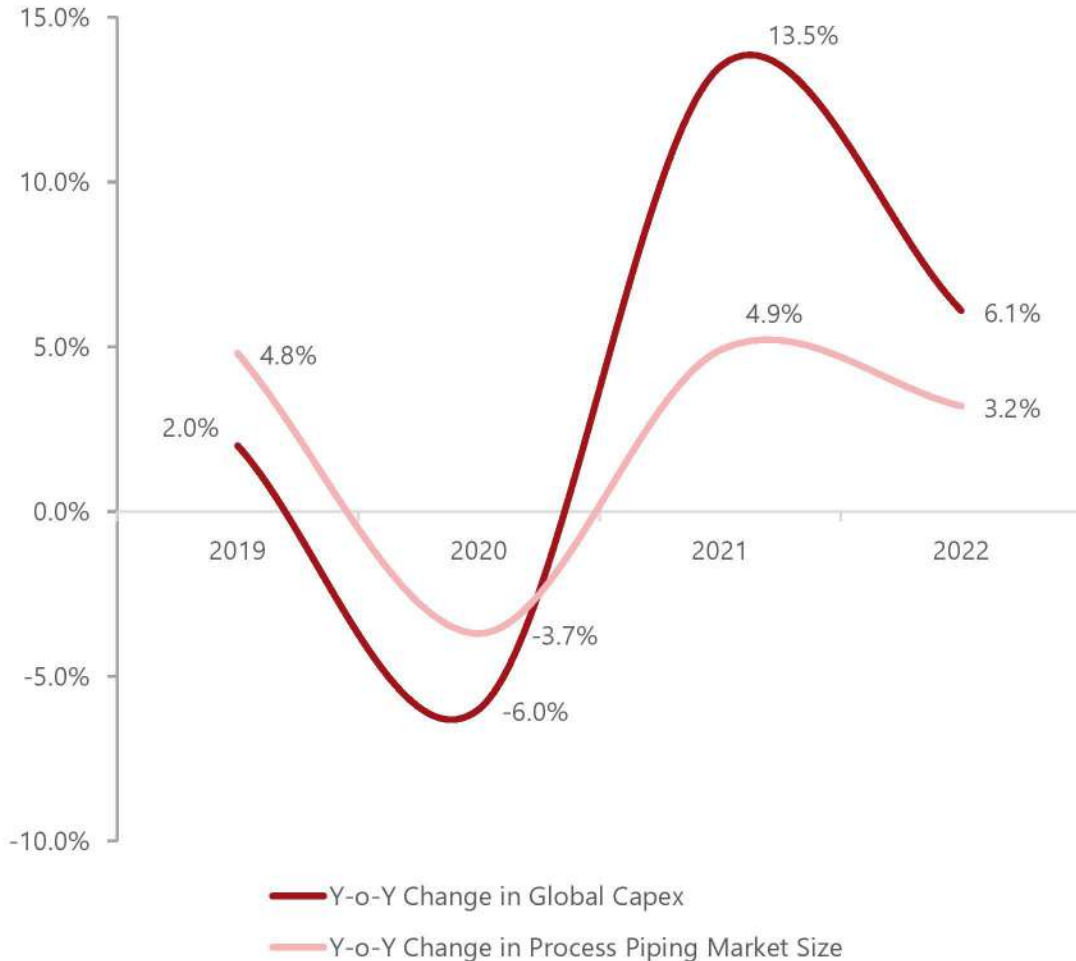
★★★ Credit Rating      BBB+      A2  
Long Term      Short Term

# The global market for process piping systems is expected to reach USD 54.5bn by 2030\*

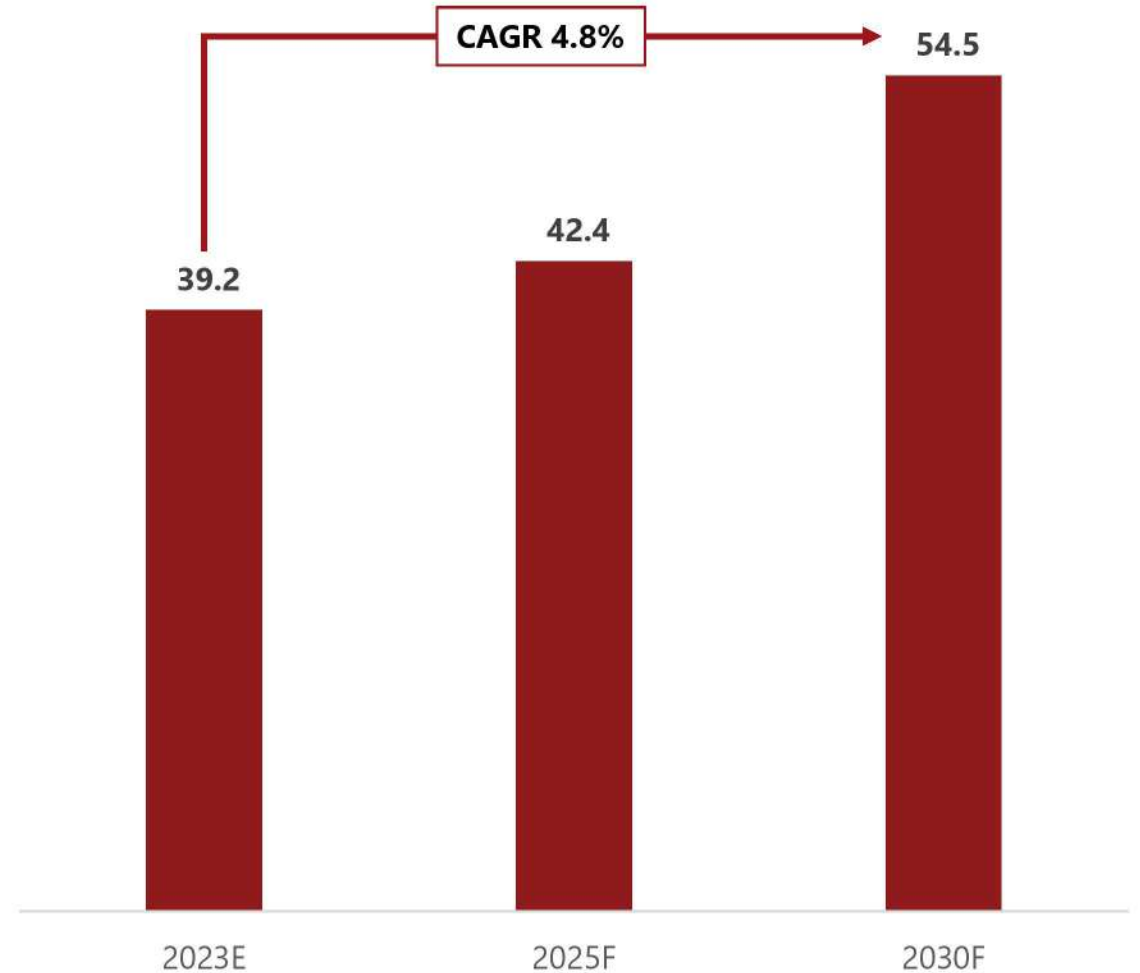
**Demand for process piping is triggered by capacity expansion projects in industrial sector**

**Global Process Piping solutions market is valued at ~USD 39.2bn in 2023E**

Year-on-Year Change : Global Capital Spending v/s Process Piping Industry Turnover (%)



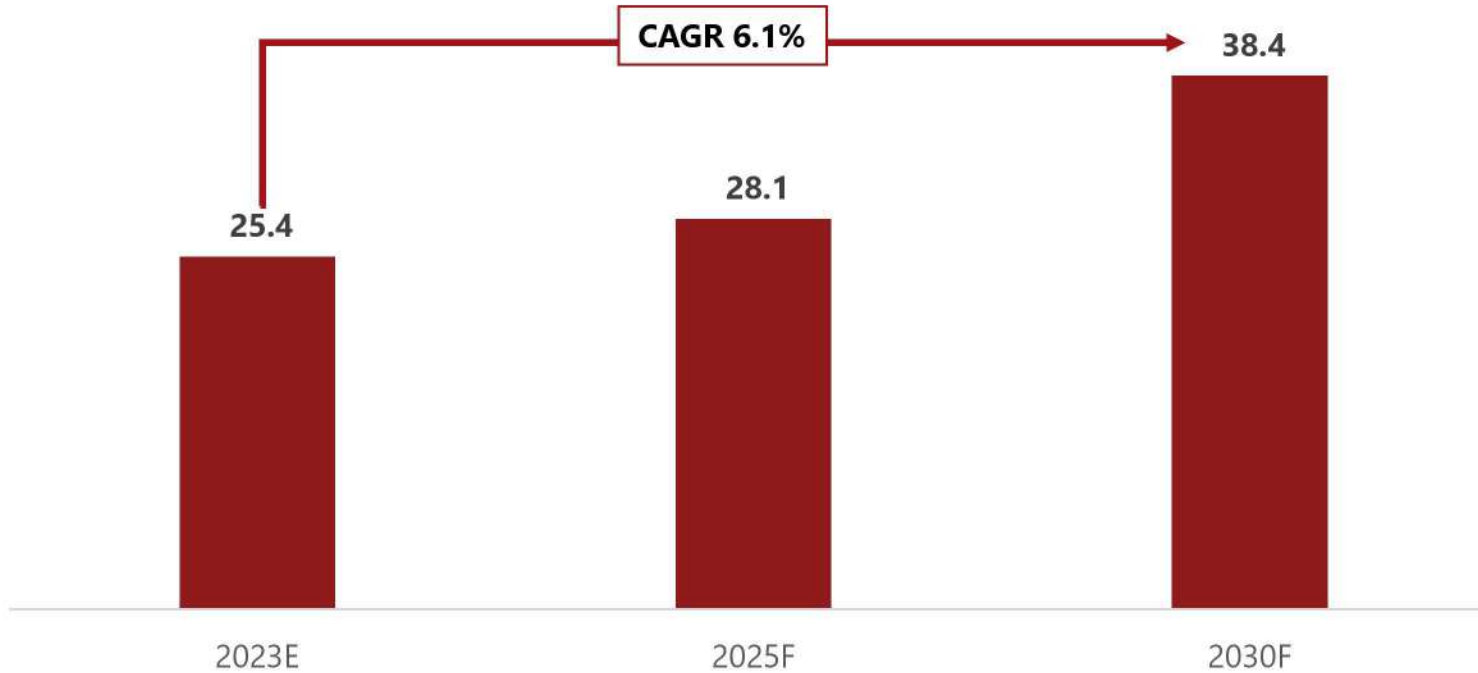
Global Process Piping Industry (in USD bn)



# Indian process piping solutions market is expected to register a CAGR of nearly 6.1% between FY2023 and FY2030\*

By 2030, Indian market for process piping solutions is expected to reach INR 38,400 crs

Indian Process Piping Industry (in INR 000 crore)

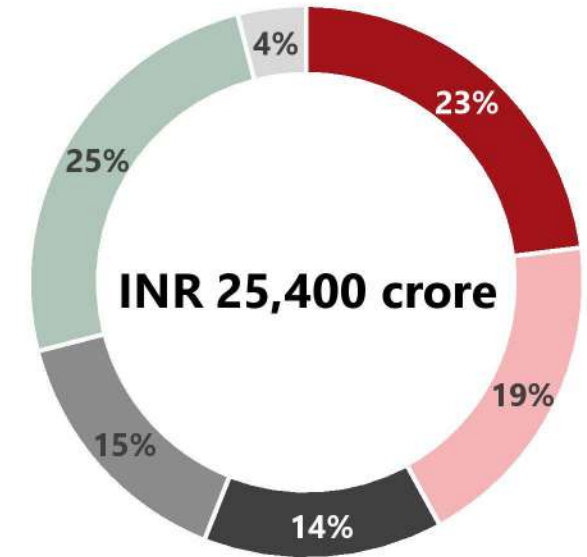


Key demand driver

₹ Improving capital expenditure landscape in India with new capital investment projects worth INR 31,23,000 crore announced in FY2023

## Indian Process Piping Industry – segmentation

Indian Process Piping Industry – Segmentation by End-Use Industry (2023)



- Oil Refineries
- F&B Manufacturing Plants
- Paper Mills
- Power Plants
- Chemical & Pharmaceutical
- Others



## Powerful Industry Tailwinds

# Growth driven by new wave of Capital Expenditure in the Oil & Gas, Petroleum and Power Sectors

Indian Power Project Pipeline– INR Crore <sup>1</sup>

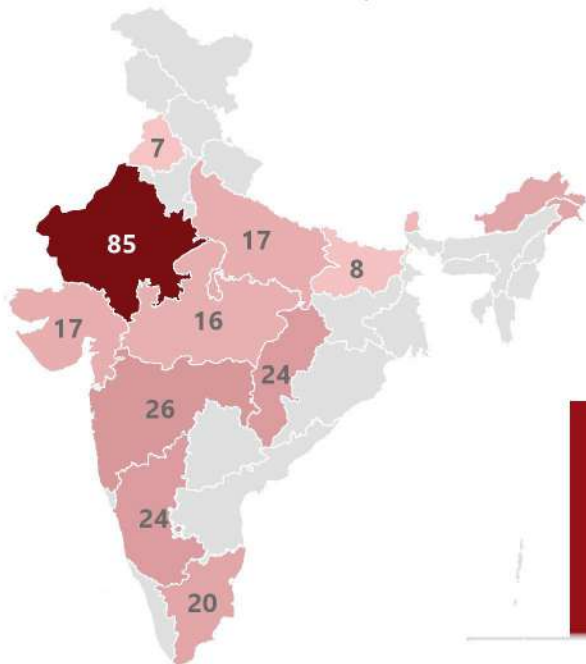


The Government of India plans to add at least 80 GW of coal-based capacity by 2031-32, with an estimated cost of Rs 6,67,200 crore at 2021-22 prices. The capital cost per MW is Rs 8.34 crore. <sup>3</sup>

- India, **the second-largest refiner in Asia**, has established itself as a global powerhouse in oil processing. With an extensive **refining capacity of approximately 249 Million Tonnes** per year, equivalent to around 5 Million Barrels per day, the nation is well-positioned for continued growth.
- With petroleum product consumption expected to **rise by 112 MTPA** by FY30 (**from 254 MTPA in FY23**), Refining Capacity must expand similarly. India's Refining Capacity is projected to reach **450 MTPA by FY30**, growing at a **CAGR of 9% between FY23 and FY30**<sup>1</sup>
- The bulk of the proposed capital investments target **refining capability improvements**. This robust project pipeline offers attractive opportunities for Process Plant solution providers.

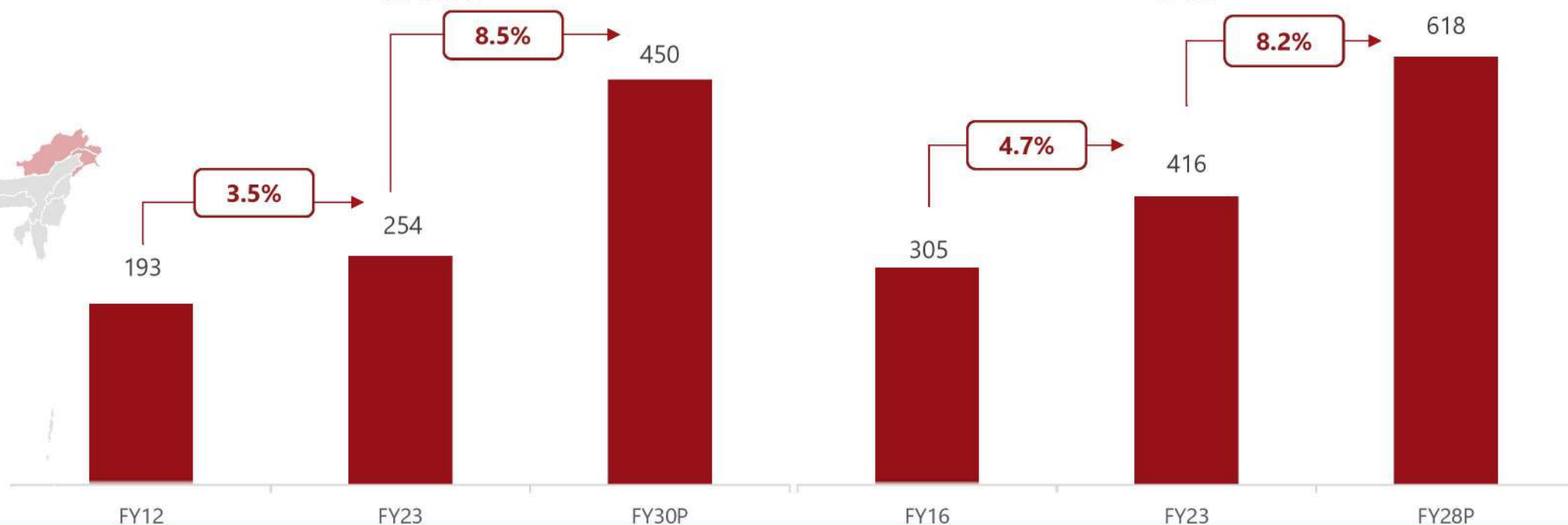
FY25 Power Project Pipeline in India <sup>2</sup>

State-wise Number of Units



Installed Refinery Capacity in India <sup>2</sup>

in MMTPA



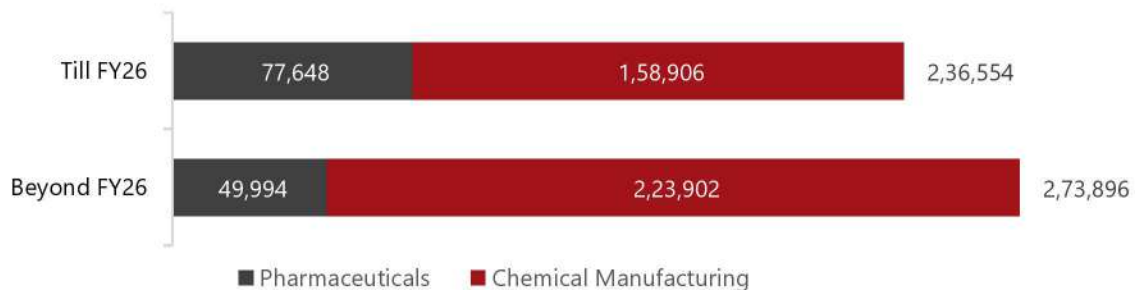
India Power Industry – Installed Capacity Trend <sup>2</sup>

in GW

## Powerful Industry Tailwinds

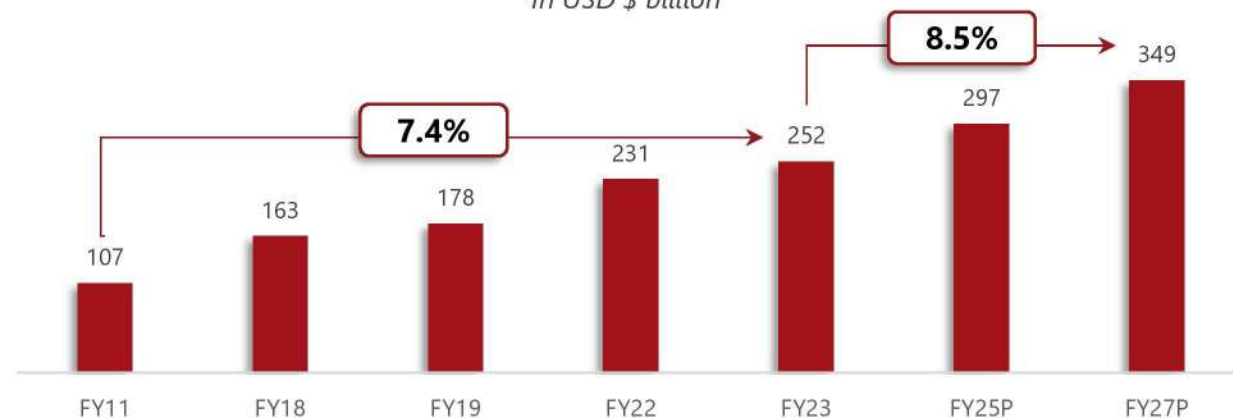
# ...and strong capital built up in the Indian Chemical and Pharmaceutical Sectors

Indian Chemicals & Pharmaceuticals Capex Pipeline – INR Crore <sup>1</sup>

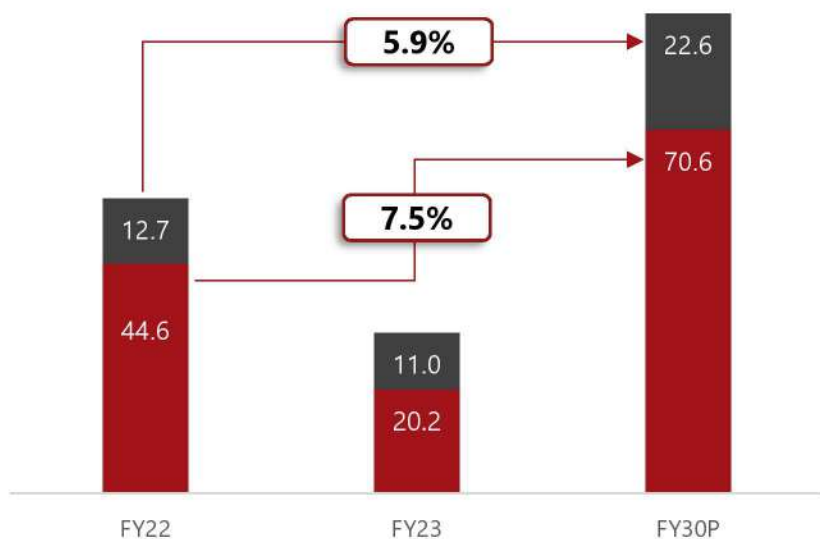


- To support the anticipated growth in demand & production, India will have to **scale up its installed Chemical Production Capability to nearly 29 MTPA** and **Petrochemical Production Capability to 80 MTPA** by FY30

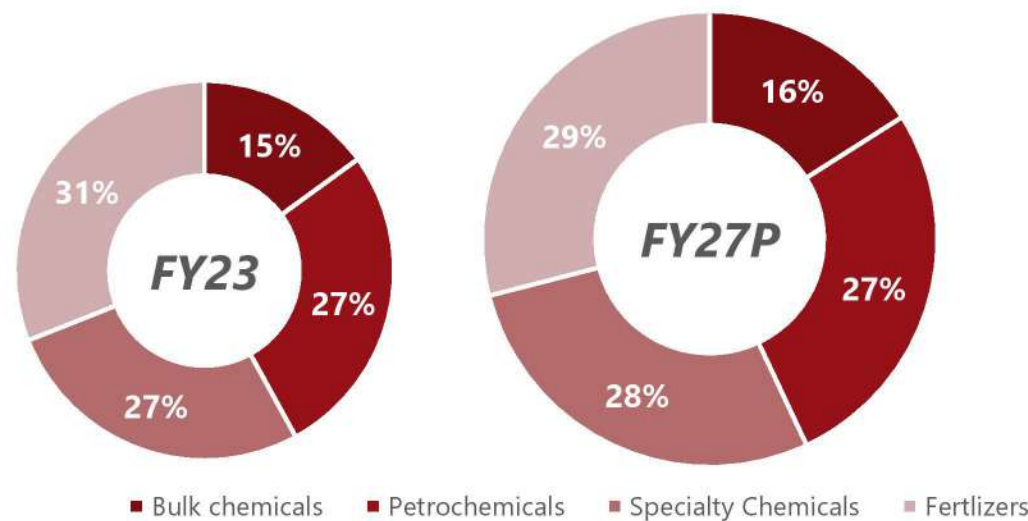
Indian Chemical Industry <sup>2</sup>  
In USD \$ billion



Chemical & Petrochemical Production in India <sup>1</sup>  
in MTPA



Indian Chemical Industry by Sub-Segments<sup>1</sup>



CAGR  
FY23 - FY27P

7.5%

9.5%

8.5%

9.5%



## Robust Growth Outlook

# DEE's strategy to capitalize on the accelerating Capex Cycle in its Key Sectors



Launch **pilot plant offerings** in the near future



**Leverage** market leadership to capitalize on the **accelerating Capex Cycle** in key sectors, driving growth.



Shift focus to high-margin products, i.e. **Modular Skids**, and **Premium materials** for enhanced profitability.



**Drive automation** across the facilities and processes to bring in **operational efficiencies**



Forge **technology partnerships** with **Global OEMs** for consistent orders and integrated piping solutions.



Focus on **deleveraging** and maintaining **financial flexibility**



Strategic **capital allocation** to expand and enhance **capacity and competency**.

## DEE's Capital Expenditure in line with the Industry Capex Cycle

### Anticipating growth in the power sector, DEE had invested in expanding its capacity, positioning itself to capitalize on future opportunities

Growth in Power Capacity addition from FY13 - FY16

**11.6% CAGR**

Strategic capital expenditure by DEE during FY13 & FY14 in anticipation of the growth

**₹ 1,164 Million**

DEE's revenue growth aligned with the Power Industry's capacity expansion from FY13 to FY16

**20.0% CAGR**

### DEE has prepared itself by swiftly expanding its capacity, to capitalize upon the anticipated growth in the power sector

Anticipated growth in Power Capacity addition from FY23 - FY28

**8.2% CAGR**

Strategic capital expenditure by DEE during FY23 & FY24 in anticipation of the growth

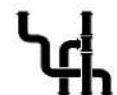
**₹ 1,398 Million**



DEE has recently set up the **Numaligarh Facility with a capacity of 6,000 MTPA**, which began operating on February 25, 2024



Recently started operations at the **New Anjar Facility I with an installed capacity of 3,000 MT**



Setting up the **New Anjar Facility II** which will be operational by October 2024, and will **increase the total capacity** of the Anjar facilities (excluding heavy fabrication capacity) from **6,000 MTPA to 15,000 MTPA**

The New Anjar II facility will focus on the Oil and Gas Sector, freeing up capacity at the Palwal Facility for the Power Sector and significantly reducing logistics costs due to its proximity to the Kandla Port



# Expansion into adjacent business verticals

DEE recently expanded its business by entering a new business vertical of design, engineering, fabrication and manufacturing of pilot plants



As part of DEE's growth strategy, the Company has recently expanded its business by entering a new business vertical of design, engineering, fabrication and manufacturing of pilot plants which acts as a pre-commercial production system to evaluate the feasibility of certain processes before the start of full-scale production



Pilot plants are small-scale process plants which act as a pre-commercial production system to evaluate the feasibility of certain processes before the start of full-scale production



DEE intends to develop pilot plants which cater to the research and development needs of companies in the oil and gas, petrochemicals, refineries, specialty chemicals, pharmaceuticals and nuclear sectors, as well towards the research and development needs of educational research institutions



Intend to provide a one stop solution for pilot plant requirements of DEE's customers which will range from conceptualisation to commissioning of a pilot plant, and will include 3-D modelling, process simulation, control engineering, design, fabrication and construction of a pilot plant, followed by installation of the pilot plant at the site specified by the customer

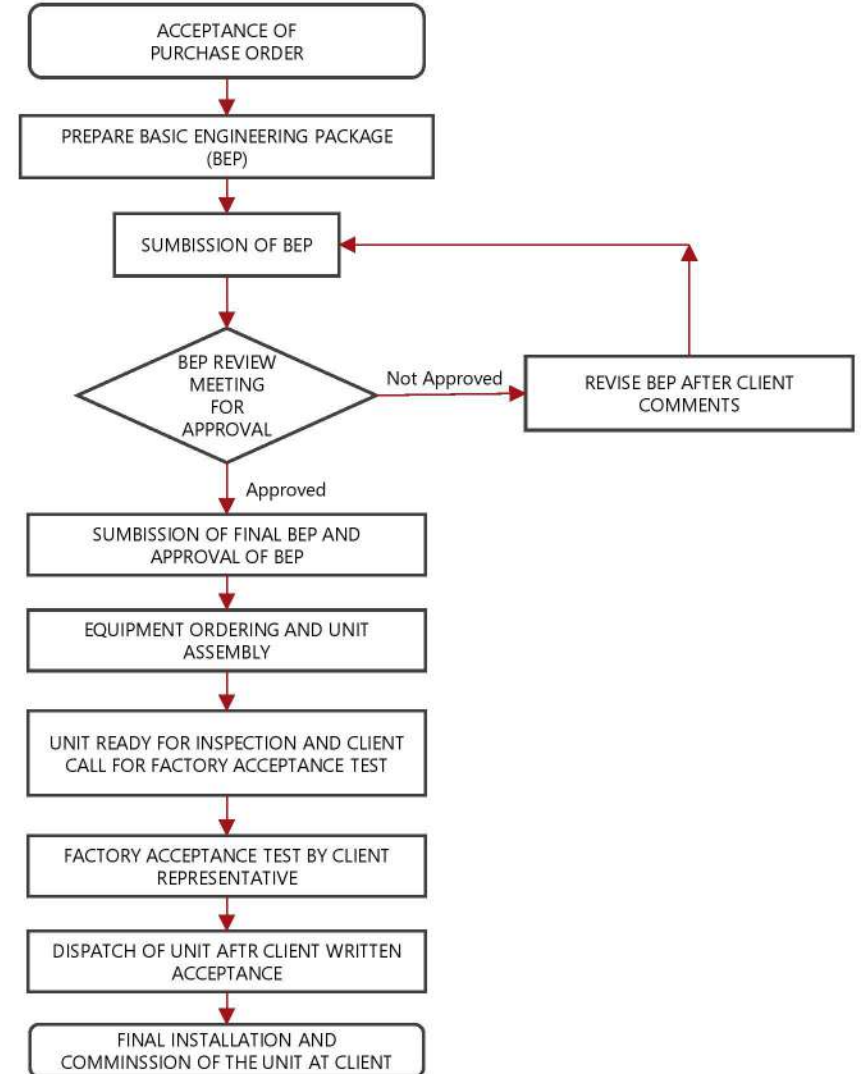


DEE believes it has the required technical capabilities and infrastructure set up which enables it to bid for projects in the pilot plant sector



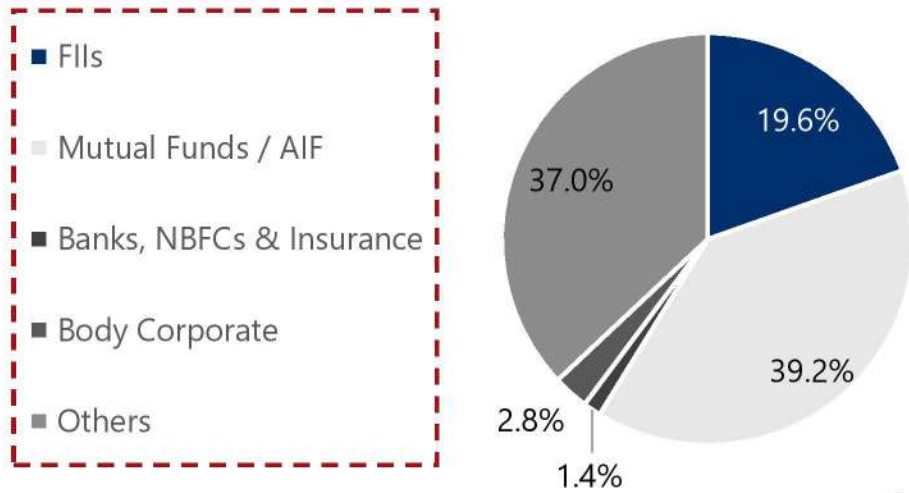
DEE's order book from pilot plants as of June 30, 2024 is ₹ 89.53 million

## Process to manufacture pilot plants

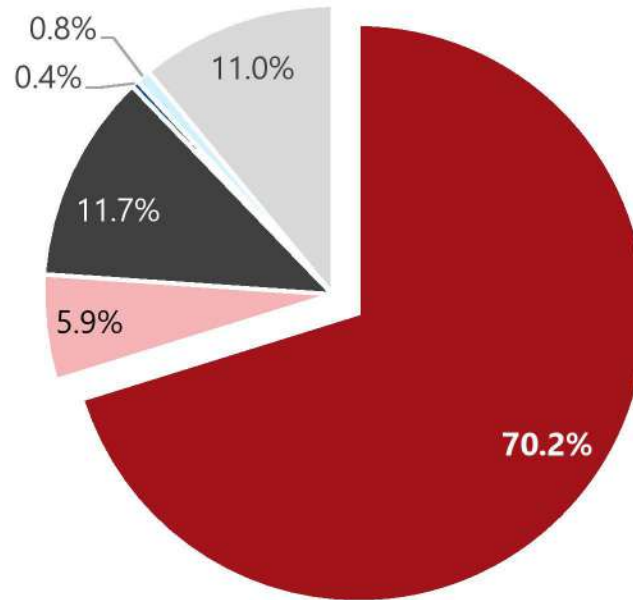


# Shareholding Pattern (June 2024)

## Non-Promoter Shareholding



## Total Shareholding



## Key Institutional Shareholders

Kotak Mahindra Mutual Fund

HDFC Mutual Fund

Pinebridge Global Fund

Tata Mutual Fund

LIC Mutual Fund

Natixis International Fund

SBI General Insurance

Citigroup Global Markets

Aditya Birla Mutual Fund

Aurigin Master Fund

# Thank You!



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Sameer Agarwal

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 [www.deepiping.com](http://www.deepiping.com)



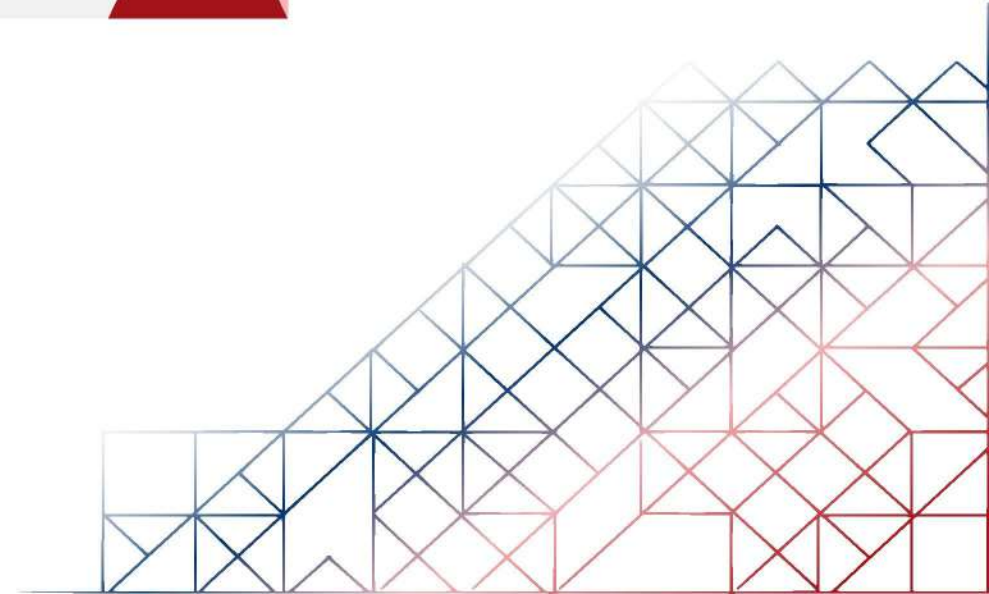
Investor Relations Advisor  
Sanjeev Sancheti

 [ir@uirtus.in](mailto:ir@uirtus.in)

 [www.uirtus.in](http://www.uirtus.in)



# Annexures



# IPO Fund Utilization

*In INR Millions*

Objects of the Issue as per Prospectus	Amount to be utilized from Net Proceeds*	Amount Utilized as on 30.06.2024	Total Un-utilized amount as on 30.06.2024
Funding Working Capital requirements of our Company	750.00	179.82	570.18
Prepayment or repayment of all or a portion of certain outstanding borrowings availed by our company	1,750.00	755.50	994.50
General corporate purposes	471.29	-	471.29
<b>Total</b>	<b>2,971.29*</b>	<b>935.32</b>	<b>2,035.97</b>

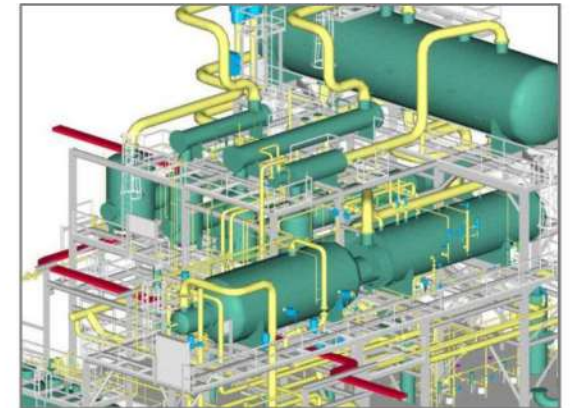
## Process Piping

A process piping system is a specialized piping system that is exclusively used in an industrial plant for transporting input materials that goes into the actual production process.

Process piping system typically consists of a network of interlinked piping system comprising different components such as pipes, tubes, pressure hoses, valves, separators, traps, flanges, fittings, gaskets, strainers, and control instruments among others.

Depending on their application process piping systems may be simple and limited in scope, or extensive and complex.

Process piping systems are widely used across diverse industries such as chemical and pharmaceutical, oil & gas, semiconductor, paper, textiles etc.





# Manufacturing Facilities (1/2) - Largest player in process piping solutions in India providing specialized process solutions in terms of installed capacity



## Strategically located manufacturing facilities

- ✓ The Barmer Satellite Facility is a dedicated facility set up to cater to the piping and erection requirements of the **HPCL Rajasthan Refinery Limited**.
- ✓ Facilities at Anjar, Gujarat are located at a **distance of approximately 24 kms from the Deendayal Port Trust (Kandla Port)** and at a distance of approximately **75 kms from the Adani Ports and Special Economic Zone (Mundra Port)**.
- ✓ Bangkok Facility is located at a **distance of approximately 62 kms from the Bangkok Port**.

## Equipped with modern equipment and systems

- ✓ **Fully automated** robotic welding systems
- ✓ **In-house** non-destructive examination facilities
- ✓ **Semi-automatic** shot blasting machines
- ✓ Fabrication shops for stainless steel and a **clean room/ dust free manufacturing facility**
- ✓ **Chennai Engineering Facility** is focused on engineering of specialized process piping solutions

## Stringent quality and safety standards and processes

- ✓ **Multiple ISO certifications**
- ✓ **National Accreditation Board for Testing and Calibration Laboratories accredited** physical and chemical testing laboratory
- ✓ Manufacture industrial pipe fittings registered under the **Canadian Registration Number**
- ✓ **Quality assurance certificates** with respect to the Pressure Equipment Directive 2014/68/EU



## Abohar Biomass Power Plant



- Abohar Biomass Power Plant spans an area of **approximately 205,681.48 square meters**.
- **Aggregate capacity of Abohar Biomass Power Plant is 8 MW** which is fully contracted for under the **Power Purchase Agreement (“PPA”)** entered into with the **Punjab State Power Corporation Limited (“PSPCL”)** on March 4, 2011.
- PPA is valid for **30 years** commencing February 5, 2009.
- PSPCL has permitted the Company to interconnect the Abohar Biomass Power Plant and **operate it in parallel with the PSPCL’s/ Punjab State Transmission Corporation Limited’s (“PSTCL”) system**.

## Muktsar Biomass Power Plant



- Muktsar Biomass Power Plant spans an area of **approximately 141,829.67 square meters**.
- Operated by DEE’s **wholly owned subsidiary, MPPL**.
- **Aggregate capacity of Muktsar Biomass Power Plant is 6 MW** which is fully contracted for under the **PPA** entered into by MPPL with the **Punjab State Electricity Board** on February 19, 2004.
- The PPA is valid for **20 years** commencing April 27, 2005.
- PSPCL has permitted the biomass power plant to interconnect the Muktsar Biomass Power Plant and **operate it in parallel with the PSPCL’s system**.