

October 07, 2022

**National Stock Exchange of India Limited**

Exchange Plaza, Plot No. C / 1, G Block,  
Bandra Kurla Complex – Bandra (E)  
Mumbai – 400 051

**NSE Symbol: ICEMAKE**

**Subject: Intimation of Schedule of Analyst / Institutional Investor Meeting under the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Dear Sir,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby inform that Ice Make Refrigeration Limited ("the Company") will participate in the following investor conference:

Date	Name / Analysts/ Organizer / Particulars	Venue	Type of Meeting
Saturday, October 08, 2022	Alpha Ideas SME Stars Meet	The Iconic Dr. R.H. Patil Auditorium, National Stock Exchange BKC, Mumbai	Corporate Presentation, One to One Meeting

Further, the presentation for this investor conference is also enclosed herewith for reference.

You are requested to take the same on records.

Thanking you

Yours Faithfully,

For **Ice Make Refrigeration Limited**

**Mandar Desai**

*Company Secretary & Compliance Officer*

Encl.: A / a

**ICE MAKE REFRIGERATION LIMITED**

AN ISO 9001 : 2015, ISO 14001 : 2015 & ISO 45001 : 2018 CERTIFIED COMPANY  
Commercial & Industrial Refrigeration Equipment Manufacturer

**Registered Office / Mailing Address:**

📍 B/1, Ground Floor, Vasupujya Chambers, Nr. Income Tax Cross Road, Ashram Road, Ahmedabad-380 014, Gujarat - India. 📞 +91-79-27540630 📠 +91-79-27540620

**Corporate Office / Plant Address:**

📍 226, Dantali Industrial Estate, Gota - Vadsar Road, Nr. Ahmedabad City, At : Dantali, Ta. : Kalol, Dist. : Gandhinagar - 382721, Gujarat - India.

📞 +91 9879107881 / 884 📠 +91-79-27540620 ✉ info@icemakeindia.com 🌐 www.icemakeindia.com

**C.I.NO : L29220GJ2009PLC056482**

ICE MAKE REFRIGERATION  
LIMITED



*Trusted Cooling Partner*

INVESTORS  
PRESENTATION

Expanding Horizons,  
Ensuing Progress

This presentation and the accompanying slides (of the Presentation), which have been prepared by Ice Make Refrigeration Limited (referred as 'We' or 'the Company' hereon) have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.











Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



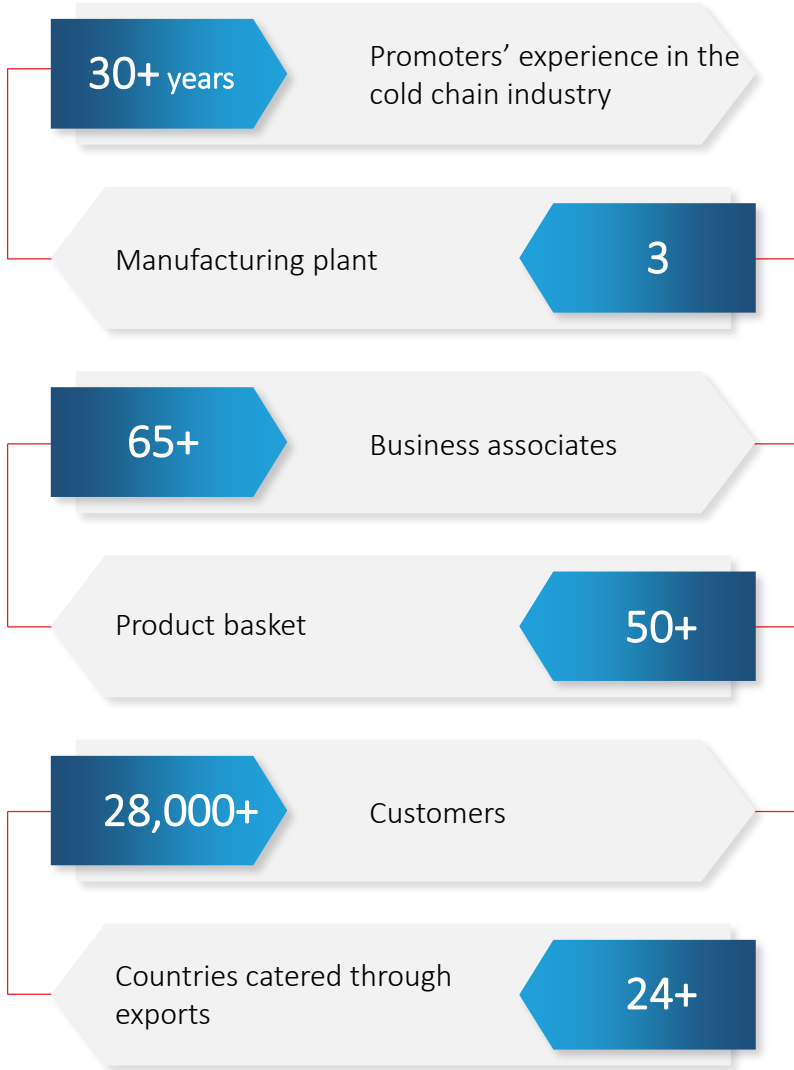
## CORPORATE PROFILE

- Incorporated in 1993
- Headquartered in Ahmedabad
- Among the country's leading refrigeration equipment manufacturing companies
- Strong customer base in domestic and overseas market
- Strong R&D focused team
- Workforce of total 568 employees
- Experienced, professional management team and Board of Directors
- Consistent dividend track record
- Listed on National Stock Exchange (NSE)

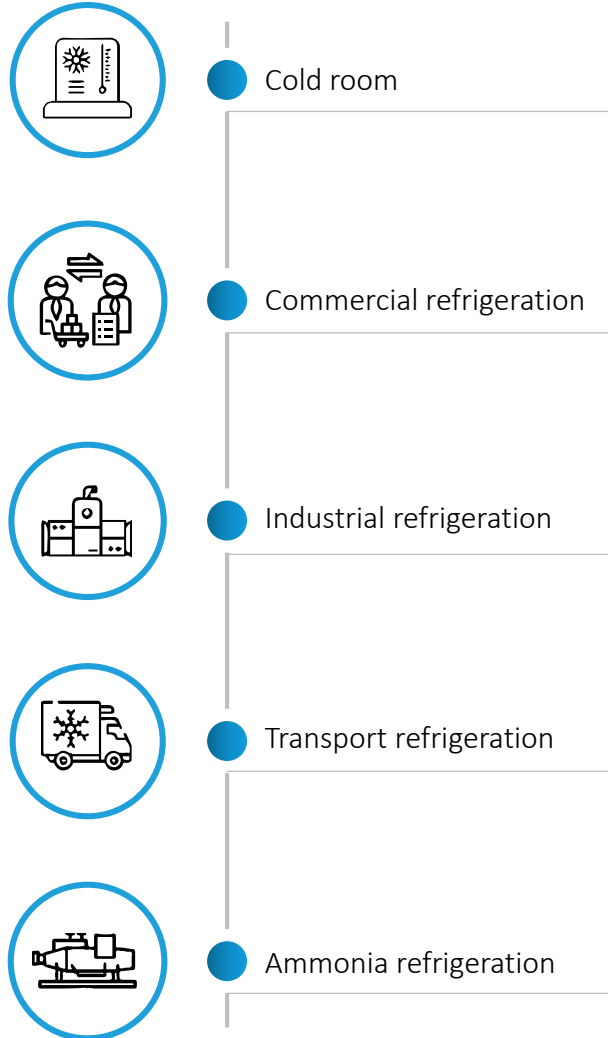
## INDUSTRIES WE SERVE

	Dairy		Agriculture		Hospitals
	Ice-cream		Pharmaceuticals		Hospitality
	Food processing		Cold chain		Retail
			Logistics		

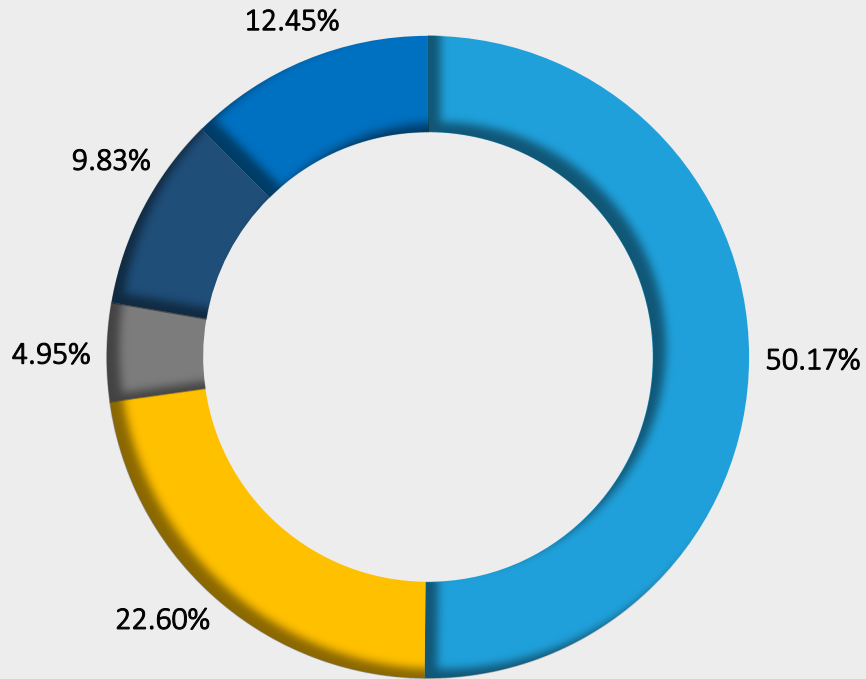
## KEY METRICS



## BUSINESS VERTICALS



## REVENUE FROM BUSINESS VERTICALS



-  Cold room
-  Commercial refrigeration
-  Industrial refrigeration
-  Transport refrigeration
-  Ammonia refrigeration



### OUR MISSION

- Dedicatedly produce high-quality end-to-end customised cooling solutions for a diverse set of customers across the industries
- Consistently exceed customers' expectations through quality, on-time delivery and after-sales service
- Remain agile & adaptable to change and challenges
- Achieve sustainable business growth by value creation through hard work and integrity
- Maintain trust and respect of the clients and stakeholders



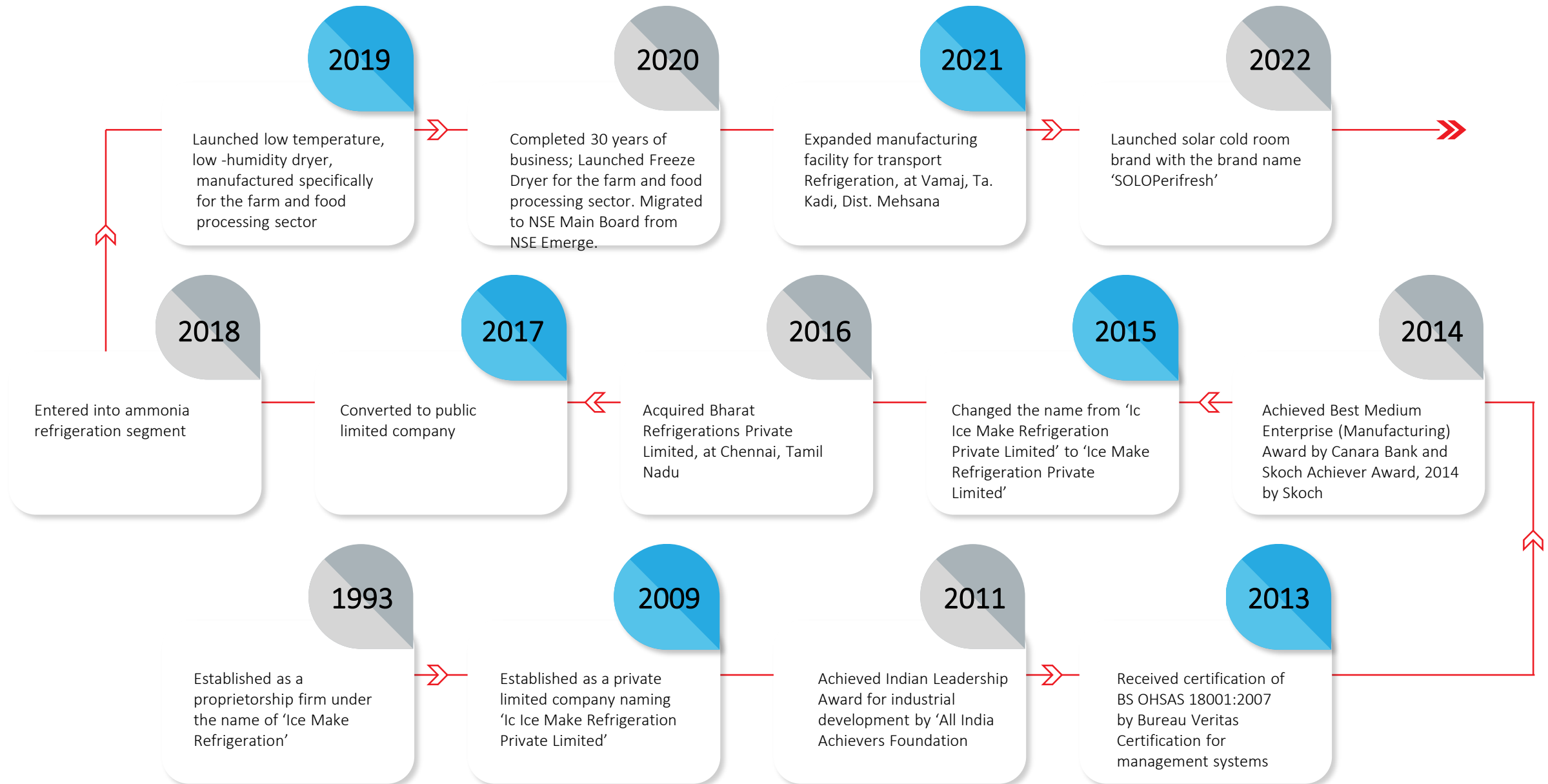
### OUR VISION

Create Ice Make Brand as an industry leader in offering total cold chain and food processing solutions with energy-saving & eco-friendly products and excellent after-sales service



### OUR PHILOSOPHY OF SUCCESS

- Customer Delight
- Employee Empowerment
- Investor Value Creation
- Community Welfare





## COLD ROOM

2003

Year of Commencement



PURPOSE

Preservation chambers



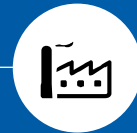
MATERIAL USED FOR BUILDING

Insulating materials, such as Polyurethane Foam (PUF), with refrigeration system



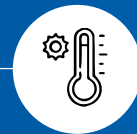
FEATURES

Capability to produce thickness of 60-150 mm, as per customer needs; reducing deterioration of products during the freezing process; maintaining food quality including flavour, texture, colour, aroma and nutrients



INDUSTRY APPLICATION

Hospitality, dairy, horticulture, medicare, pharmaceuticals, frozen products and speciality applications



TEMPERATURE RANGE

+15° C to -40° C



## COMMERCIAL REFRIGERATION

1993

Year of Commencement



PURPOSE

Standardised temperature-controlled storage system



MATERIAL USED FOR BUILDING

Insulating materials, such as Polyurethane Foam (PUF), with refrigeration system



FEATURES

Faster cooling through direct expansion, during tank made of AISI 304 SS, digital temperature controller and occupies lesser space



INDUSTRY APPLICATION

Hospitality, dairy, medicare, pharmaceuticals, frozen products and speciality applications



## INDUSTRIAL REFRIGERATION

2003

Year of Commencement



PURPOSE

Facilitating temperature-controlled storage of large quantities of inventories



MATERIAL USED FOR BUILDING

Insulating materials, such as coolants, coils, compressors, chambers and conductors



FEATURES

Ice water intensively cools the product without any risk and less power load



INDUSTRY APPLICATION

Process industry, plastic chemical, pharmaceutical, dairy, beverages and mineral water applications



STORAGE

Capacity of ice building tanks ranges from 5,000-1,00,000 litres, and capacity of water chilling plants ranges from 2-200 TR



## TRANSPORT REFRIGERATION

2012

Year of Commencement



PURPOSE

To maintain refrigerated trucks and trailers temperatures of 1.5° C to 4° C for cold food, and -18° C for all types of frozen food



MATERIAL USED FOR BUILDING

Insulating materials, and refrigeration systems, among others



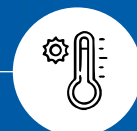
FEATURES

Low-weight, high-strength with solid insulator



INDUSTRY APPLICATION

Dairy, frozen products, pharmaceuticals, ice-cream, and bakery industry, among others



TEMPERATURE RANGE

+12° C to -25° C



## AMMONIA REFRIGERATION

2018

Year of Commencement



PURPOSE

Ammonia is the only refrigerant that is exclusively and extensively used in food and dairy beverage & brewery and ice cream



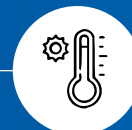
MATERIAL USED FOR BUILDING

Cost-efficient, consumes less power, high turnover



FEATURES

Hospitality, dairy, ice-cream, horticulture, medicare, pharmaceuticals, frozen products and speciality applications



TEMPERATURE RANGE

+10° C to -22° C

- Equipped with latest & advanced technology, ensuring cost-efficiency & competitive pricing
- Strong marketing and distribution network
- Efficient after-sales services
- Team of skilled technical engineers



## MANUFACTURING PLANTS

### Plant 1

At Dantali, Gandhinagar, **Gujarat**

### Plant 2

At Vamaj, Kadi, Dist. Mehsana, **Gujarat**

### Plant 3

At Chennai, **Tamil Nadu**



## BRANCH OFFICE

Delhi, Jaipur, Indore, Surat and Mumbai



## COMPANY REPRESENTATIVES

Rajkot, Vadodara, Udaipur, Patna, Kolkata, Raipur, Hyderabad, Bengaluru, Bhubaneshwar, Sonipat



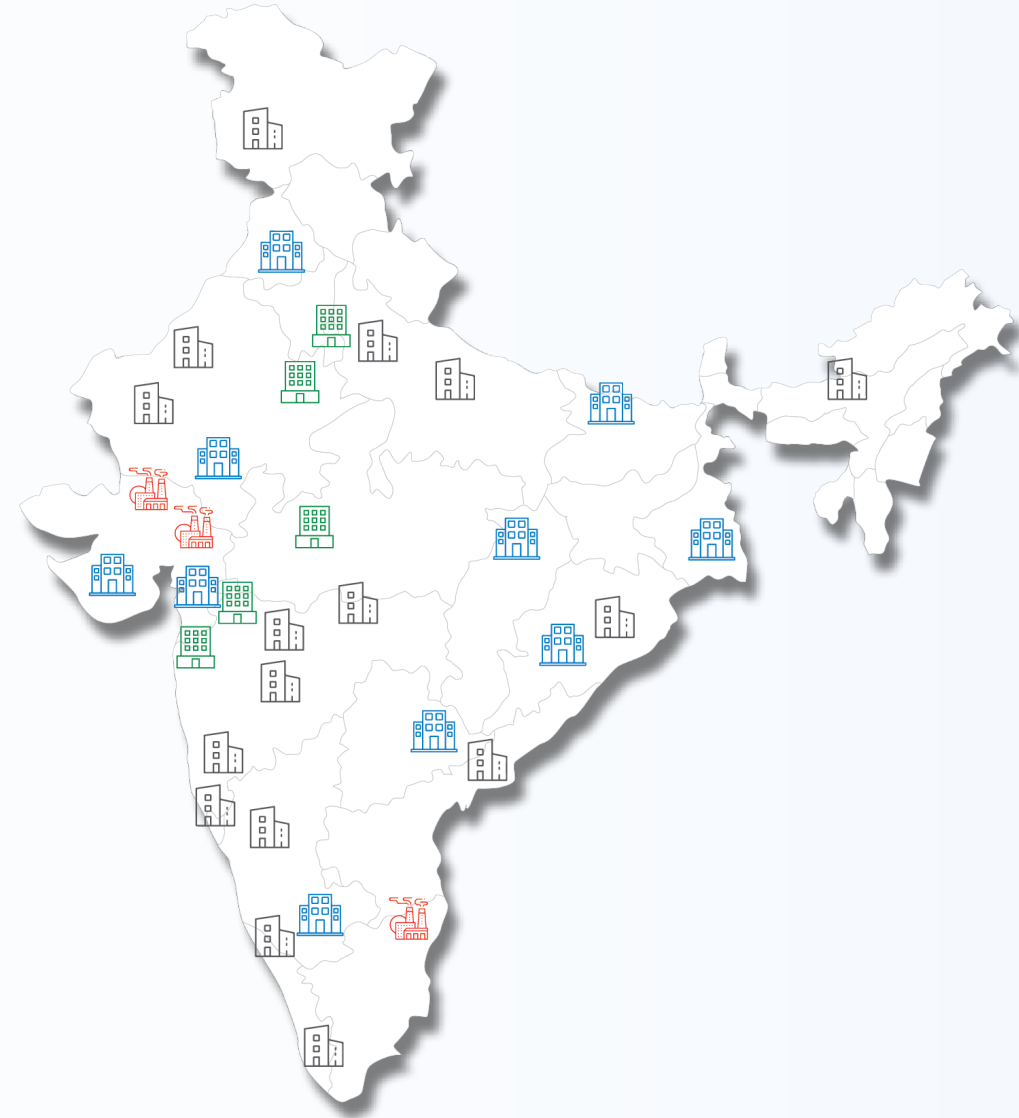
## DEALERS & ASSOCIATES IN INDIA

Jammu, Bikaner, Jodhpur, Lucknow, Pune, Kolhapur, Goa, Hubli, Cochin, Trivandrum, Puducherry, Guwahati, Cuttack, Nagpur, Ghaziabad, Nasik



## DEALERS AND ASSOCIATES & OEM OUTSIDE INDIA

USA, Qatar, Nepal

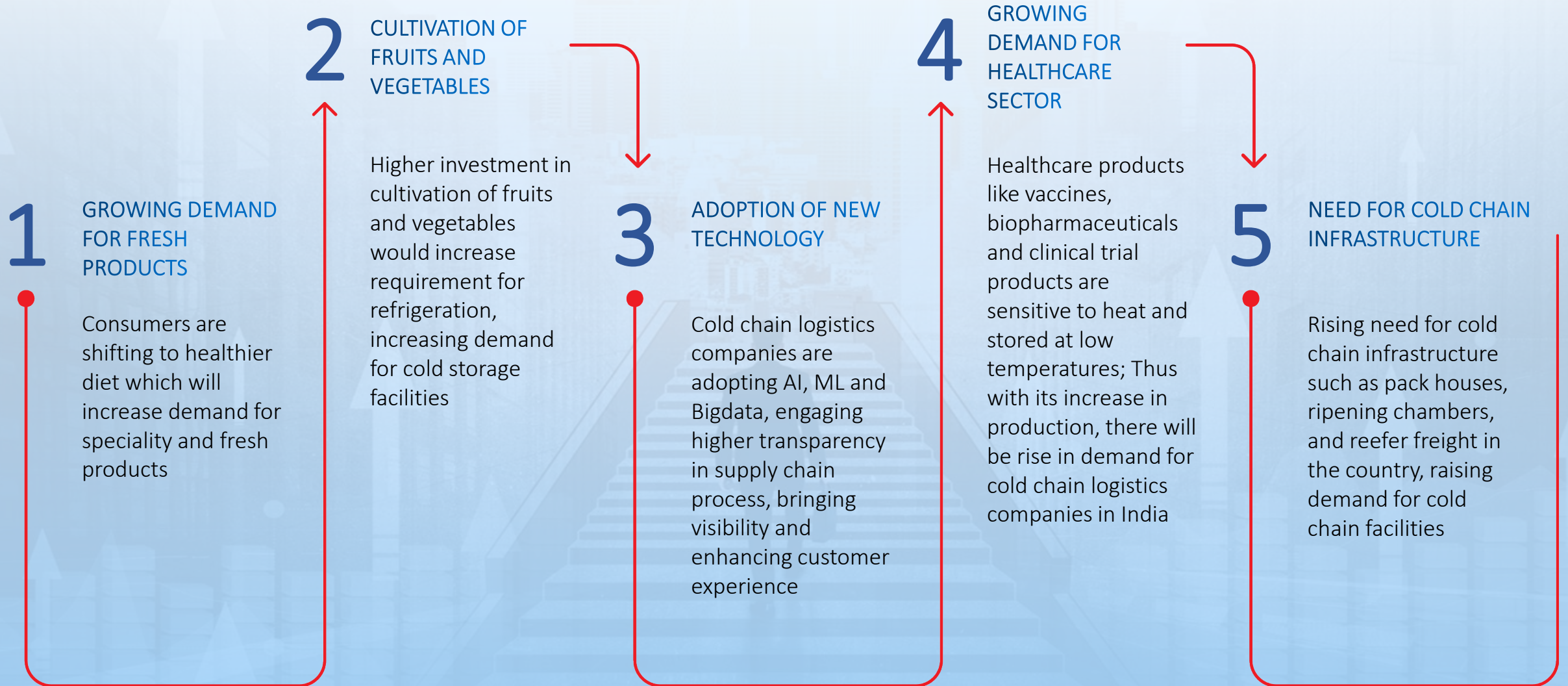




**GLOBAL FOOTPRINT**

U.S.A.	Tanzania
Uganda	Zambia
Nepal	Sierra Leone
Bhutan	U.A.E.
Japan	Bahrain
Kenya	Congo
Bangladesh	Seychelles
Algeria	Maldives
Nigeria	Madagascar
Libya	Mauritius
Sri Lanka	Afghanistan
Australia	

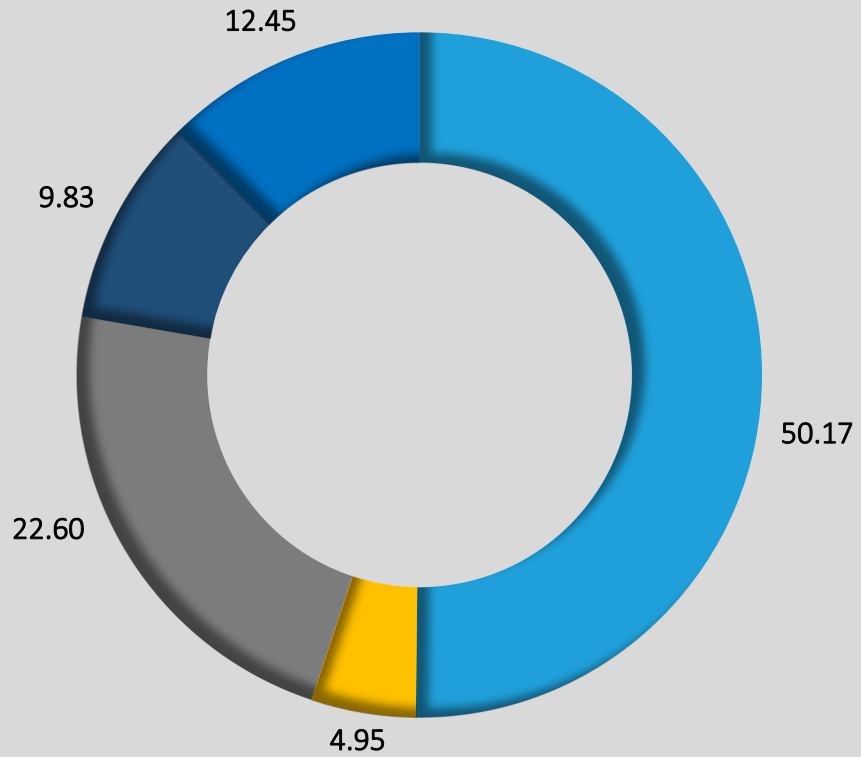
**Disclaimer:** This map is a generalised illustration only for the ease of the reader to understand the locations, and is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features/states do not necessarily reflect the actual position. The Company or any of its Directors, Officers or Employees cannot be held responsible for any misuse or misinterpretation of any information or design thereof. The Company does not warrant or represent any kind of connection to its accuracy or completeness.



Source:

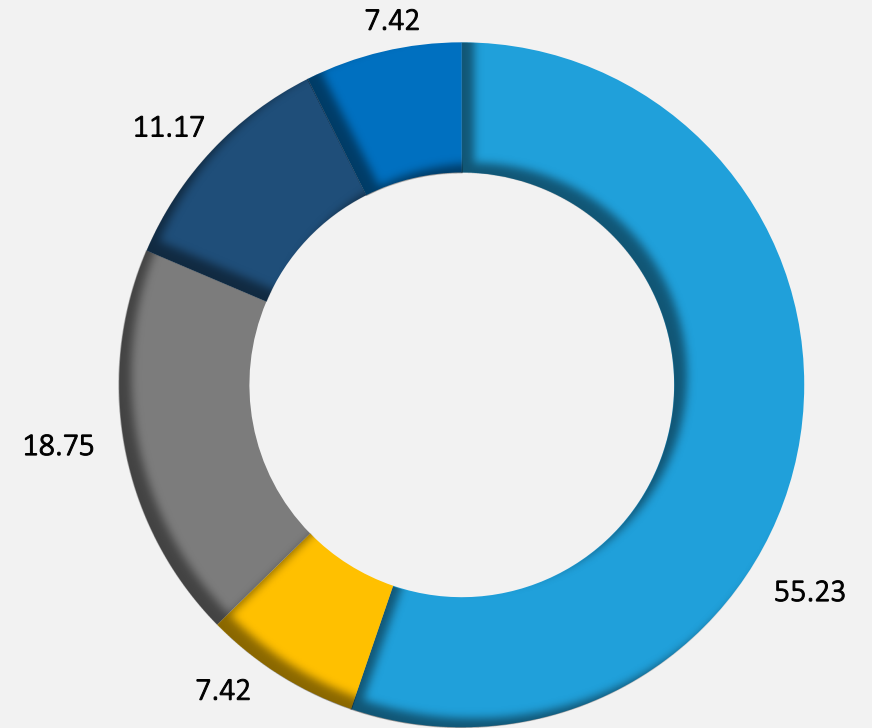
- *Netscribes June 2022 Report*
- <https://timesofindia.indiatimes.com/blogs/voices/why-building-a-robust-tech-enabled-unbroken-cold-supply-chain-is-the-need-of-the-hour-for-india/?source=app&frmapp=yes>

VERTICAL-WISE SALES IN 2021-22 (%)



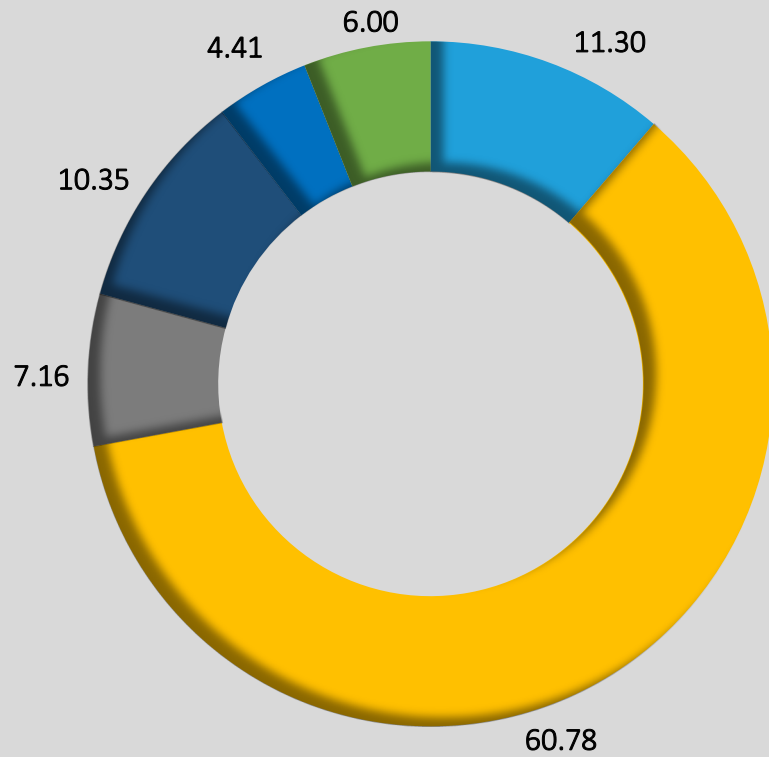
- Cold room
- Industrial Refrigeration
- Commercial Refrigeration
- Transport Refrigeration
- Ammonia Refrigeration

VERTICAL-WISE SALES IN 2020-21 (%)



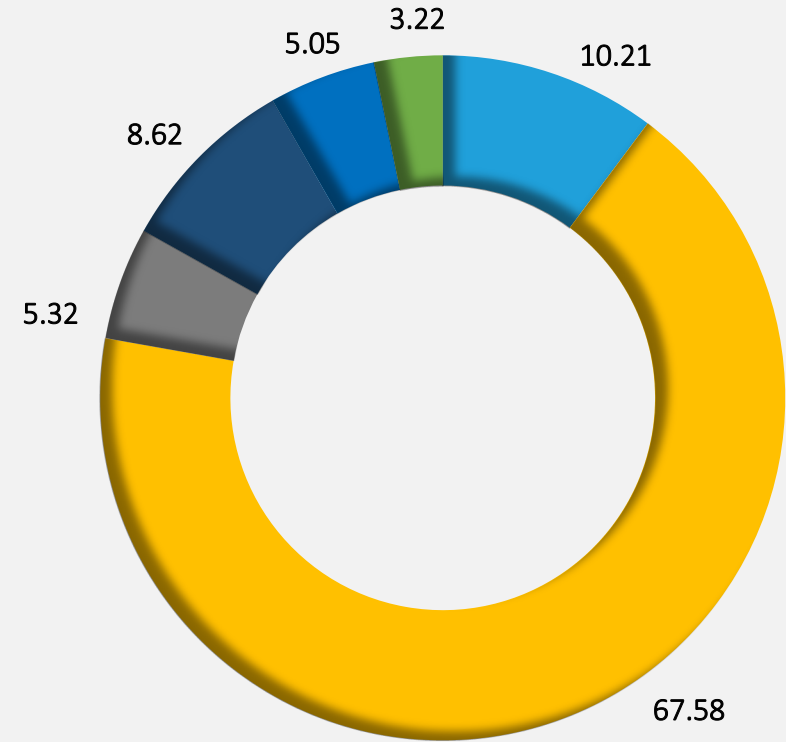
- Cold room
- Industrial Refrigeration
- Commercial Refrigeration
- Transport Refrigeration
- Ammonia Refrigeration

ZONE-WISE SALES IN 2021-22 (%)



- East
- West
- North
- South
- Nation Dealer
- Export

ZONE-WISE SALES IN 2020-21 (%)

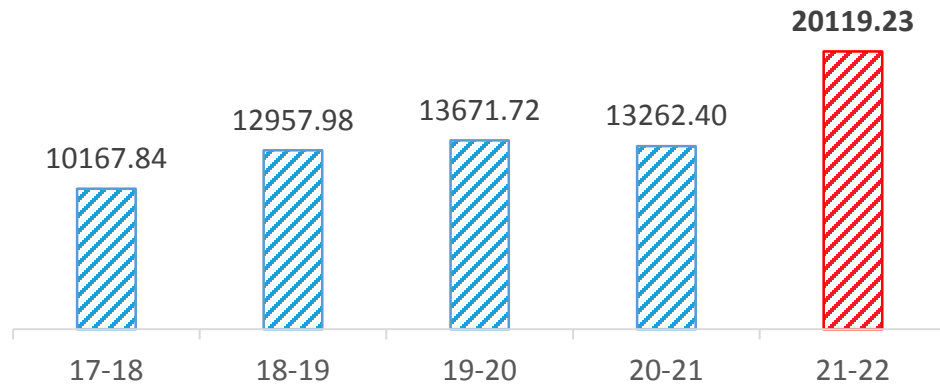


- East
- West
- North
- South
- Nation Dealer
- Export

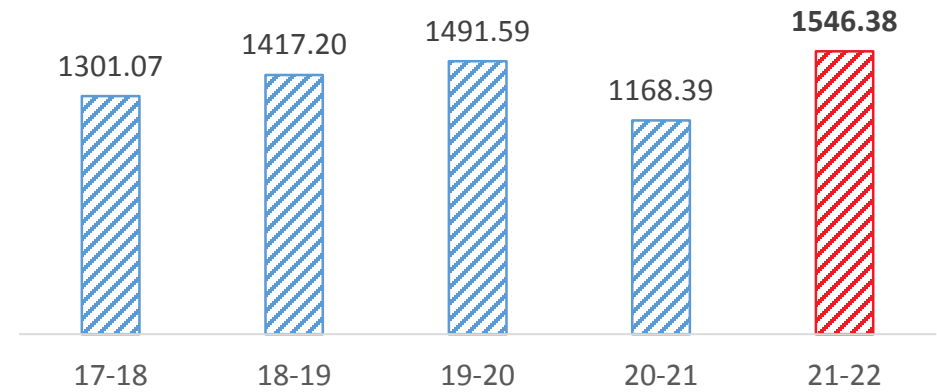
A close-up photograph of a person in a blue business shirt and striped tie, sitting at a desk. Their hands are positioned over a calculator, with one hand resting on the device and the other nearby. On the desk, there is also a smartphone and some papers with a green highlight. The background is blurred, showing an office environment with lights. The entire image has a blue color overlay.

# FINANCIAL PERFORMANCE

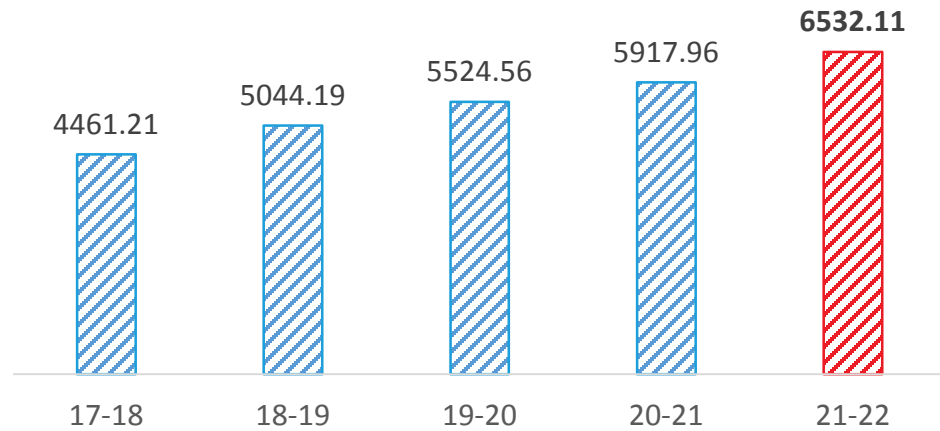
### Total Revenue (₹ lakhs)



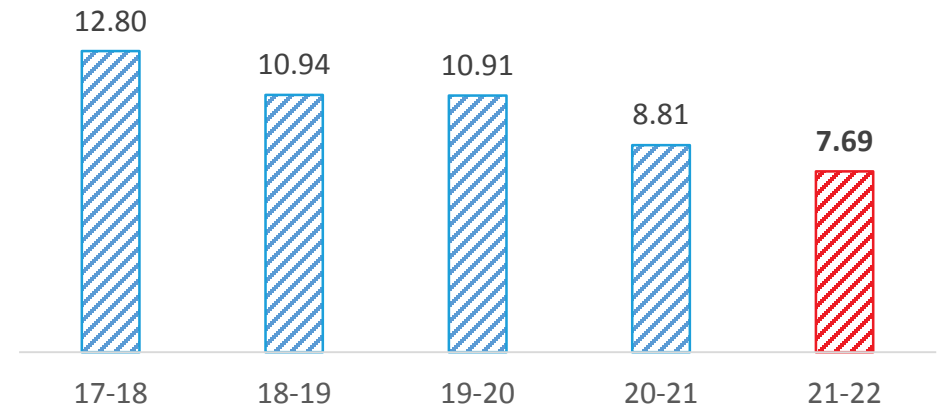
### EBIDTA (₹ lakhs)



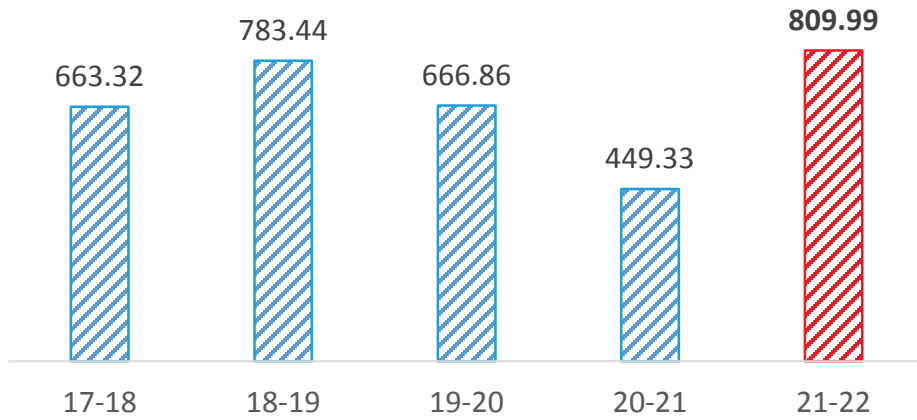
### Net Worth (₹ lakhs)



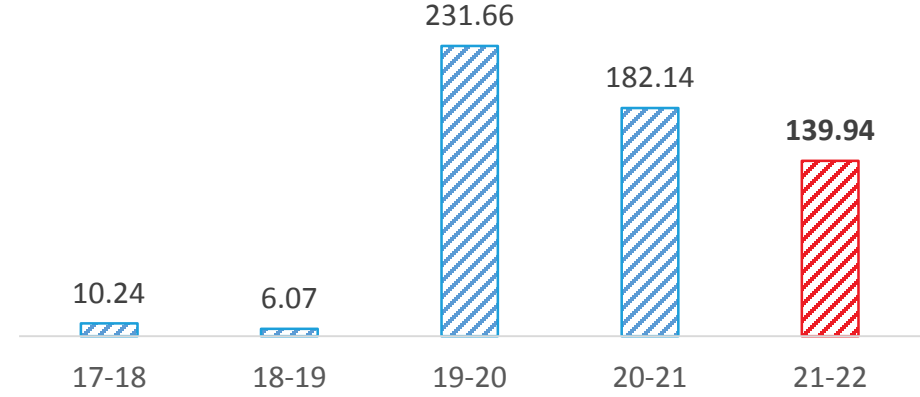
### EBIDTA Margin (%)



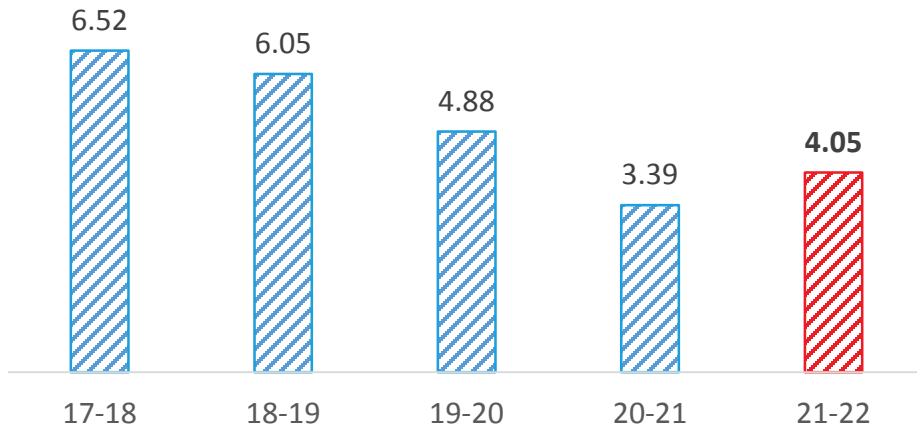
**PAT**  
(₹ lakhs)



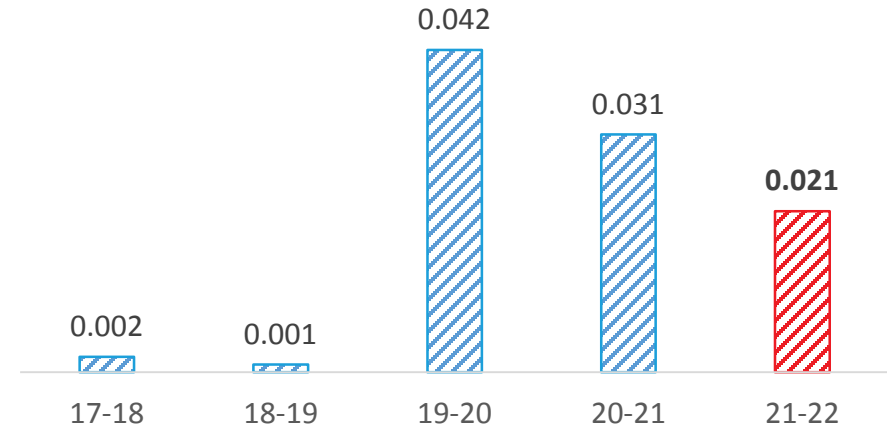
**Long Term Debt**  
(₹ lakhs)

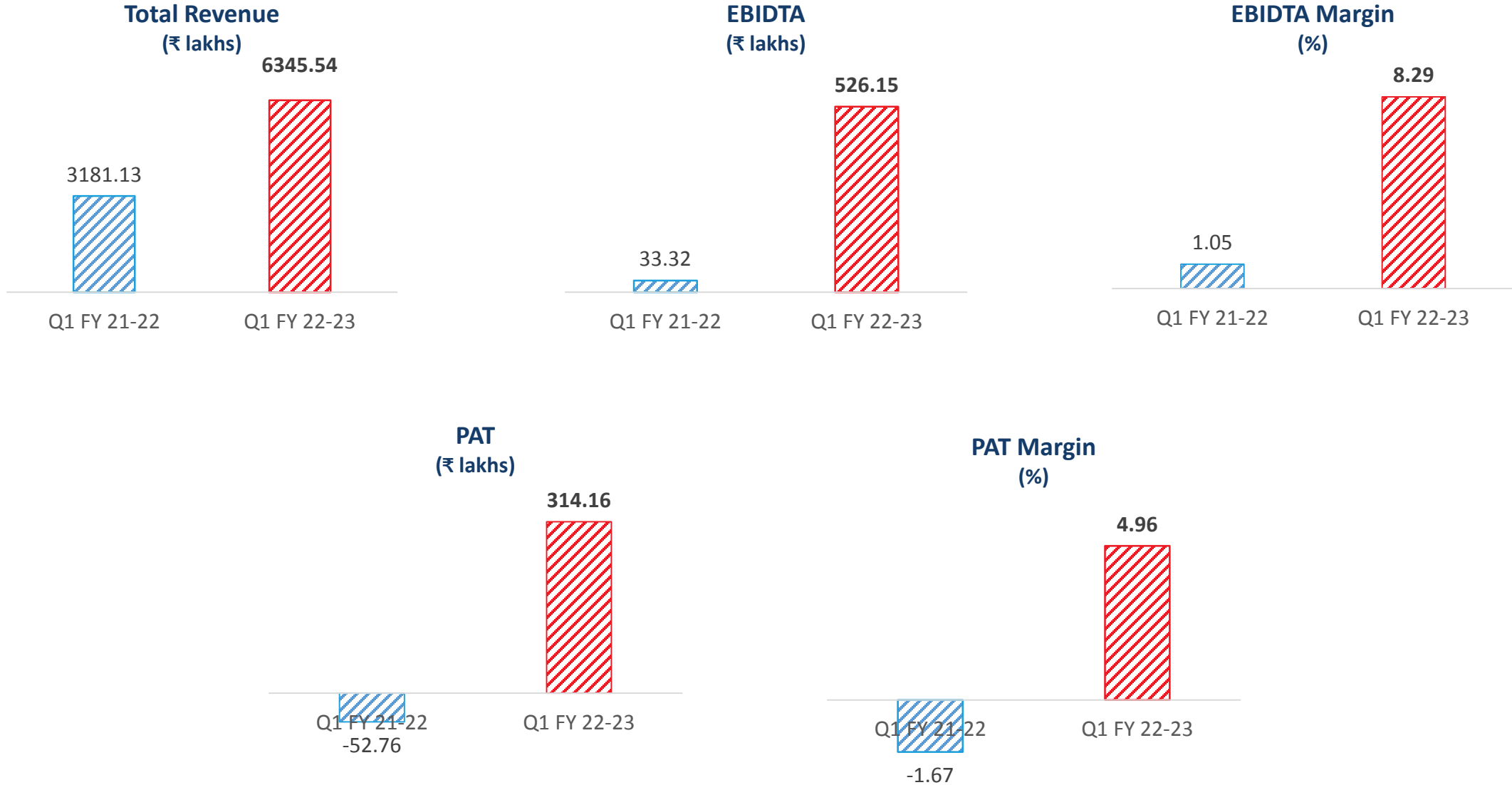


**PAT Margin**  
(%)



**Debt Equity Ratio**  
(%)







*Trusted Cooling Partner*

ICE MAKE REFRIGERATION LIMITED  
PLANT AND CORPORATE OFFICE

226, Dantali Industrial Estate,  
On Gota-Vadasar Road,  
Near Ahmedabad City,  
At: Dantali, Ta: Kalol,  
Dist.: Gandhinagar 382721,  
Gujarat, India

CIN: L29220GJ2009PLC056482

Website: [www.icemakeindia.com](http://www.icemakeindia.com)

Phone: +91-9879107881 (Ext:- 220/221)

Email: [investor@icemakeindia.com](mailto:investor@icemakeindia.com)

[cs@icemakeindia.com](mailto:cs@icemakeindia.com)

[info@icemakeindia.com](mailto:info@icemakeindia.com)



THANK  
YOU

# Q&A Session

