

August 07, 2023

**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 – Schedule of Analyst / Institutional Investors Meeting**

**Reference:** Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir,

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, this is to inform you that the schedule for the Analyst / Institutional Investors / HNIs Meetings with the Senior Management of the Company is scheduled as per following:

Organisors Name	Date	Participants / Meetings with	Venue	Type of Meeting
PhilipCapital “Amritkaal Annual Ground View Investor Conference”	Tuesday August 08, 2023	- Malabar Investment Advisors - Ambit Fund - Baroda BNP Paribas MF - Quantum AMC - Subhkam Ventures -PCG - ICICI Pru Life - Barings PE - Motilal Oswal AMC - Sixth Sense - Awriga Capital Advisor - Dalmus Capital - Asia Markets Securities – Life PMS – Prime Dept	Hotel Taj Santacruz  Chhatrapati Shivaji Maharaj International Airport, T1, Off, Western Express Hwy, Navpada, Vile Parle East, Santacruz East, Mumbai, Maharashtra 400099	Group Meetings / One to One Meetings

**ICE MAKE REFRIGERATION LIMITED**

AN I 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

**Corporate Office / Plant Address:**

📍 226-227, Dantali Industrial Estate, Gota - Vadsar Road, Nr. Ahmedabad City, At : Dantali, Ta. : Kalol, Dist. : Gandhinagar - 382721, Gujarat - India.

📞 +91 9879107881 / 884 ✉ info@icemakeindia.com 🌐 www.icemakeindia.com

**C.I.NO : L29220GJ2009PLC056482**



		<ul style="list-style-type: none"> <li>- Kotak Life Insurance</li> <li>- Catamaran Capital</li> <li>- Edelweiss AMC</li> <li>- Exide Life Insurance</li> <li>- I-Wealth-PCG</li> <li>- Ageas Federal Life Insurance Co. Ltd</li> <li>- Xponent Tribe – ARMG</li> </ul> <p>And Others, If any</p>		
--	--	--	--	--

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

The discussion would be mainly on the Company and would not be involving any Unpublished Price Sensitive Information.

Kindly note that the changes may happen due to exigencies on part of Host / Company / Participant(s).

Kindly take the same on record.

Thanking you

Yours Faithfully,

For Ice Make Refrigeration Limited



**Mandar Desai**  
Company Secretary & Compliance Officer

## 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

**Corporate Office / Plant Address:**

📍 226-227, Dantali Industrial Estate, Gota - Vadsar Road, Nr. Ahmedabad City, At : Dantali, Ta. : Kalol, Dist. : Gandhinagar - 382721, Gujarat - India.

☎ +91 9879107881 / 884 ✉ info@icemakeindia.com 🌐 www.icemakeindia.com

**C.I.NO : L29220GJ2009PLC056482**

ICE MAKE REFRIGERATION  
LIMITED



*Trusted Cooling Partner*

INVESTORS  
PRESENTATION

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.



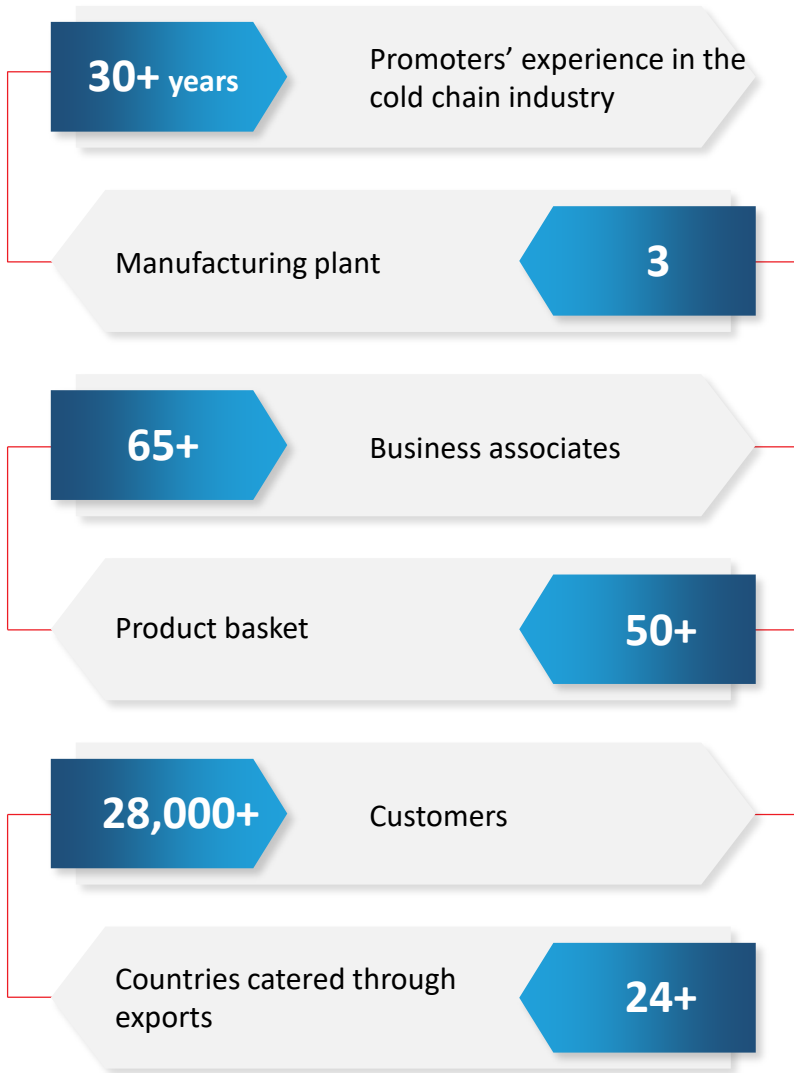
## CORPORATE PROFILE

- 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 625 employees
- Experienced, professional management team and Board of Directors
- Consistent dividend track record
- Listed on National Stock Exchange (NSE)

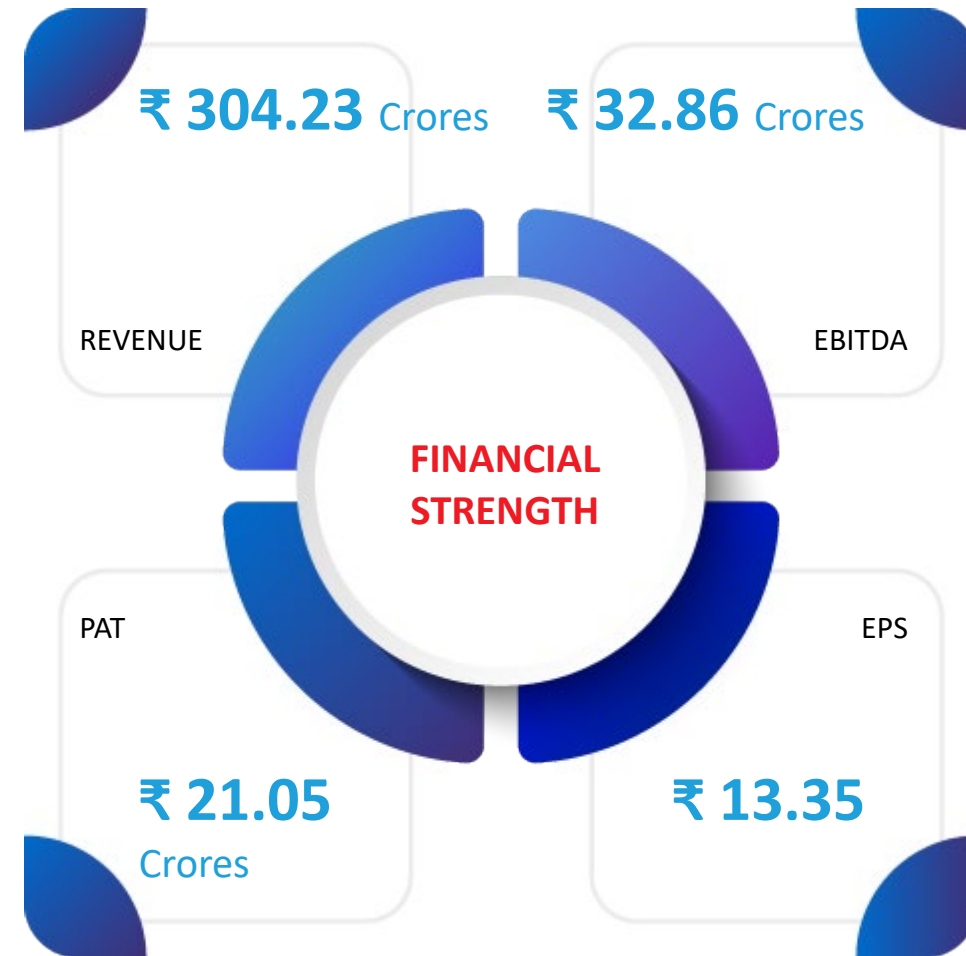
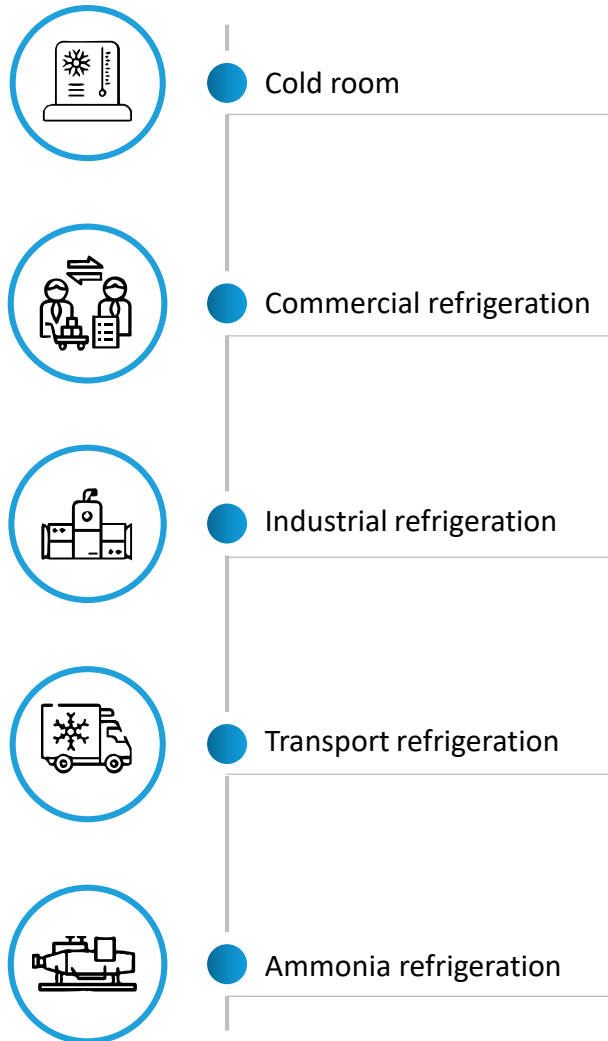
## INDUSTRIES WE SERVE

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

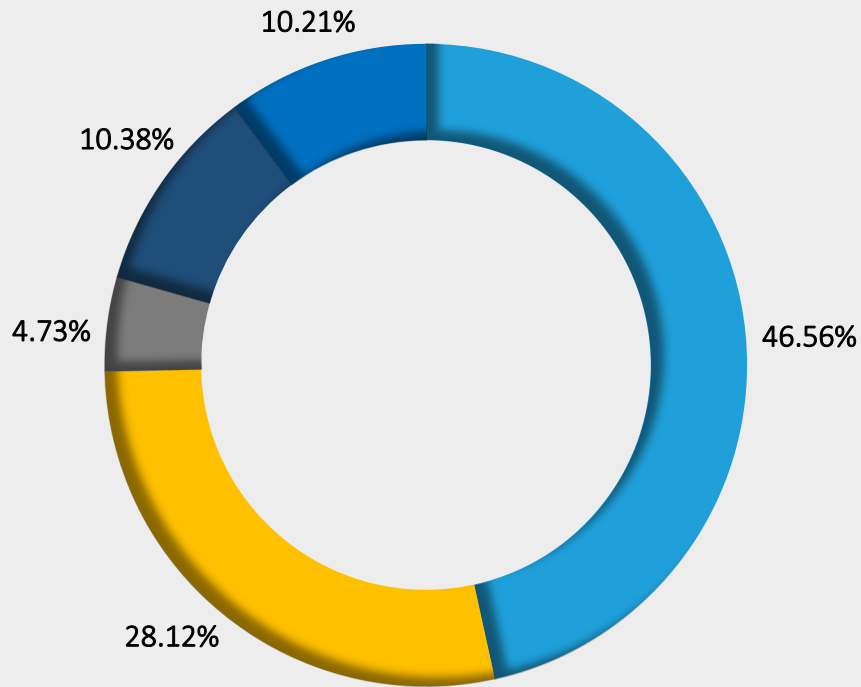
## KEY METRICS



## 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



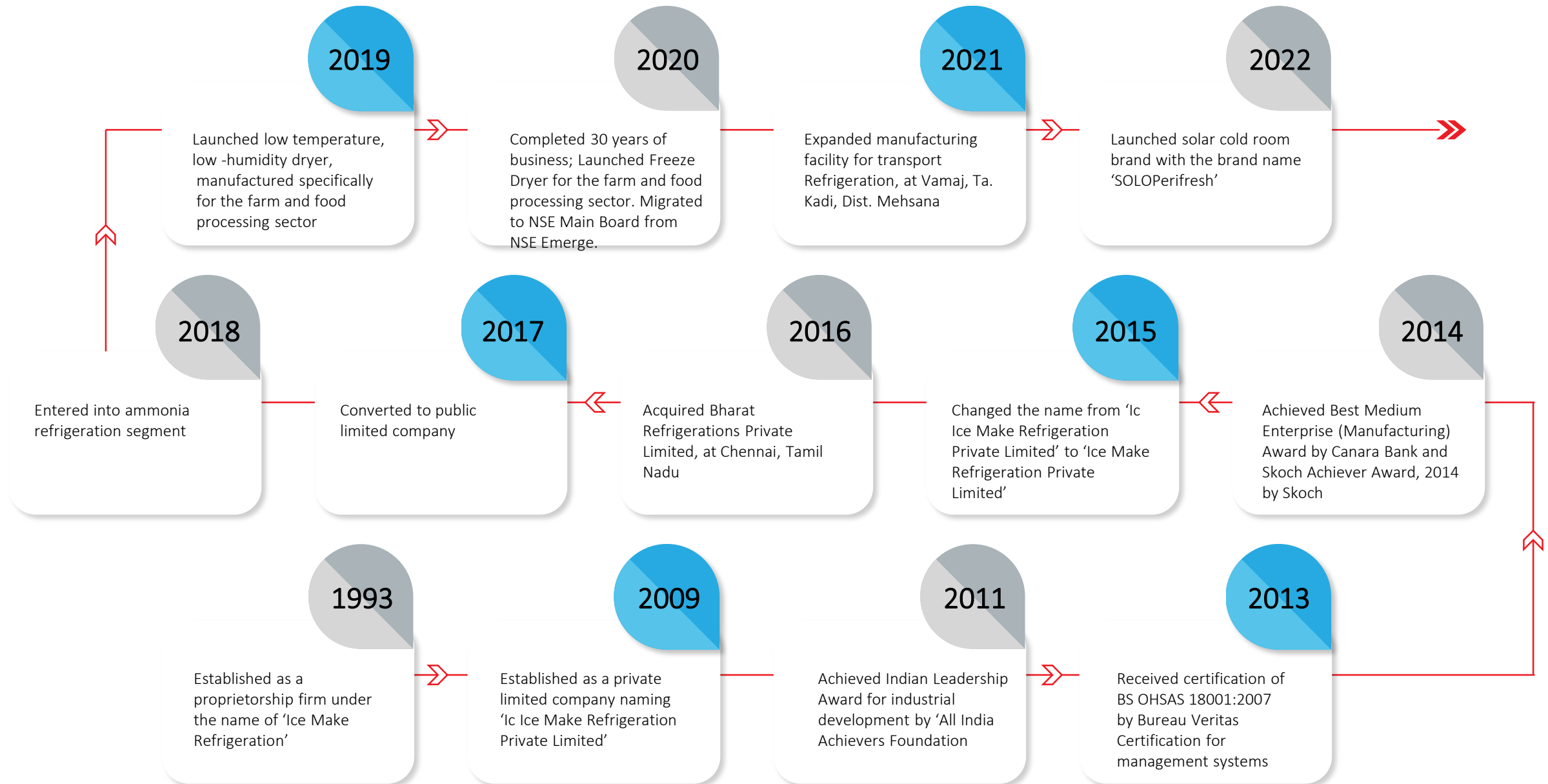
### OUR VISION

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



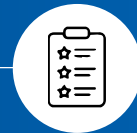
PURPOSE

Preservation chambers



MATERIAL USED FOR BUILDING

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



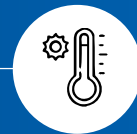
FEATURES

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



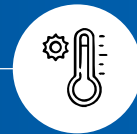
FEATURES

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



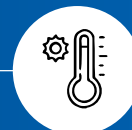
MATERIAL USED FOR BUILDING

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



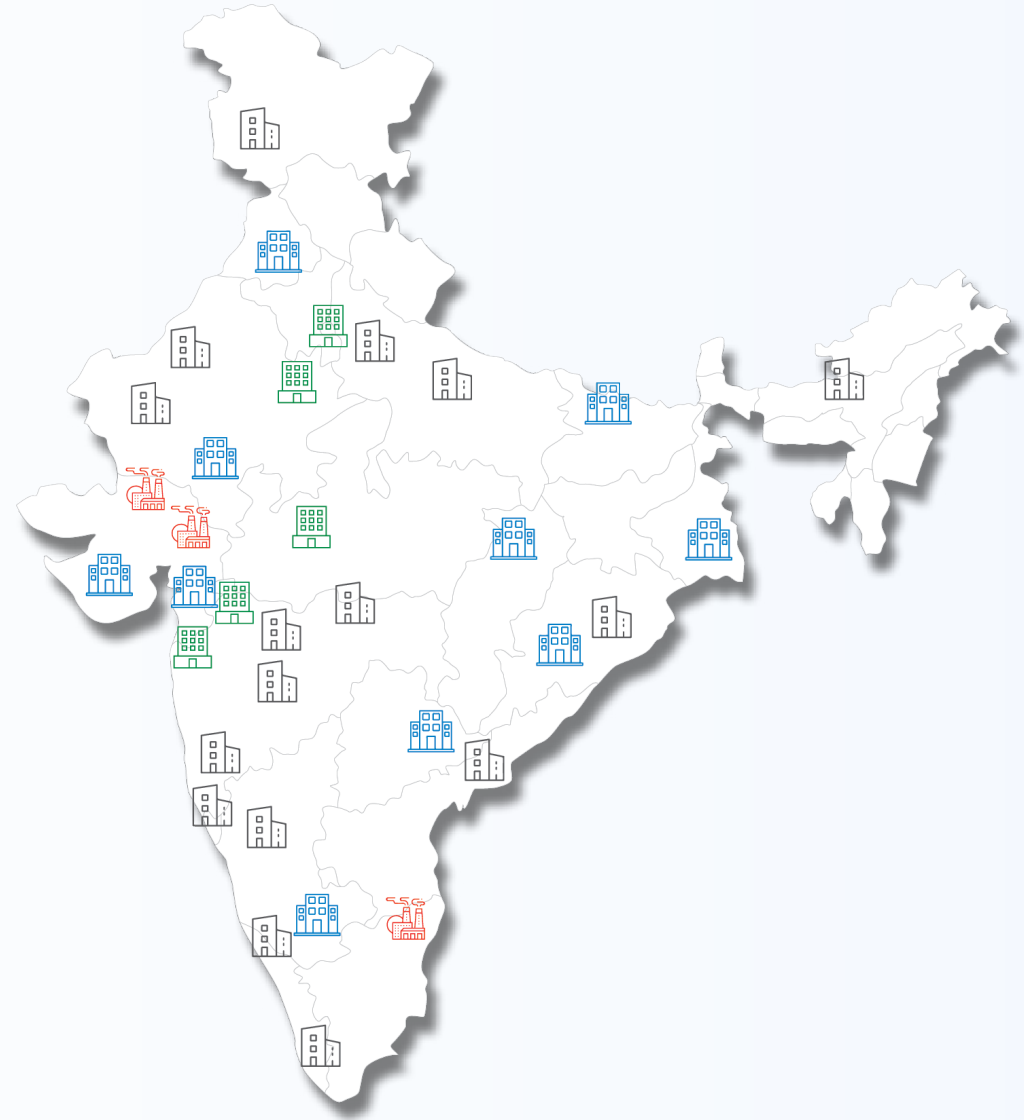
## DEALERS & ASSOCIATES IN INDIA

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

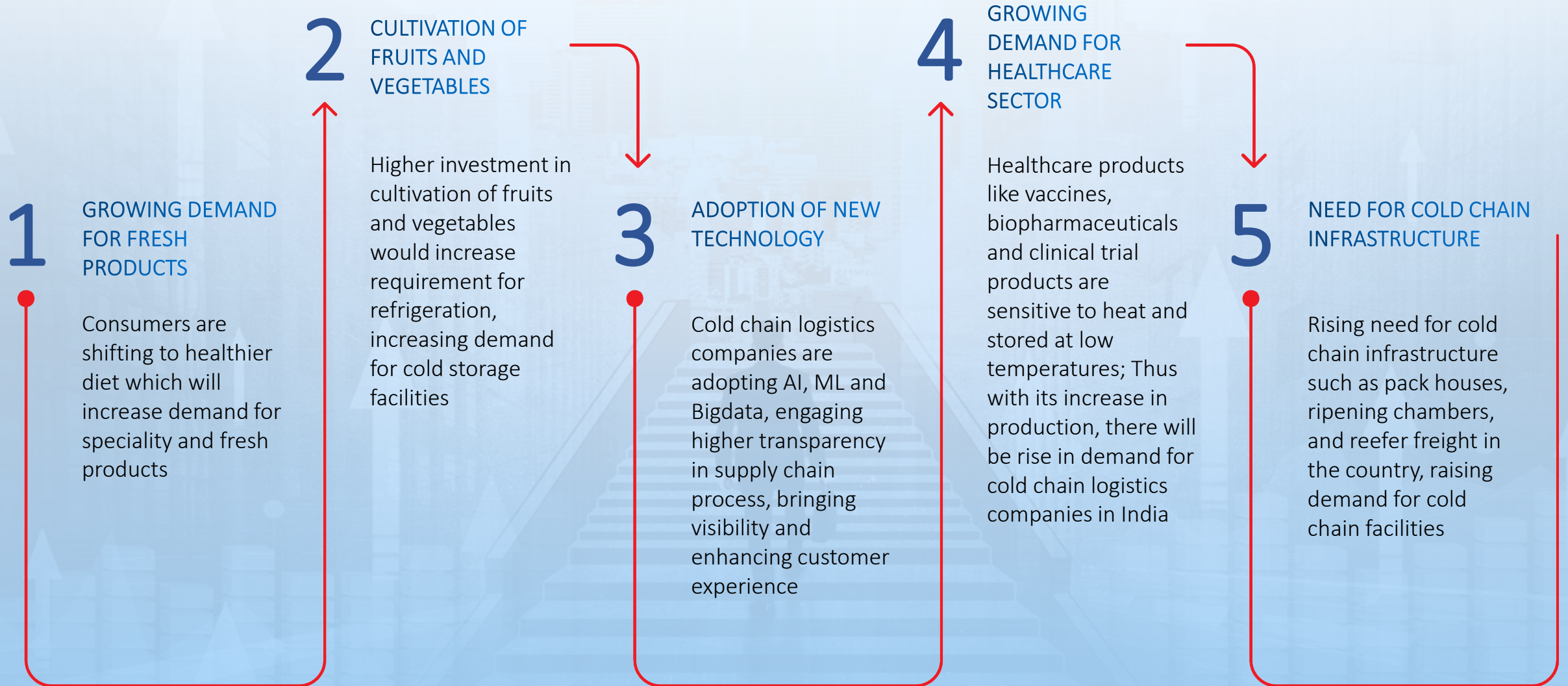




**GLOBAL FOOTPRINT**

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.

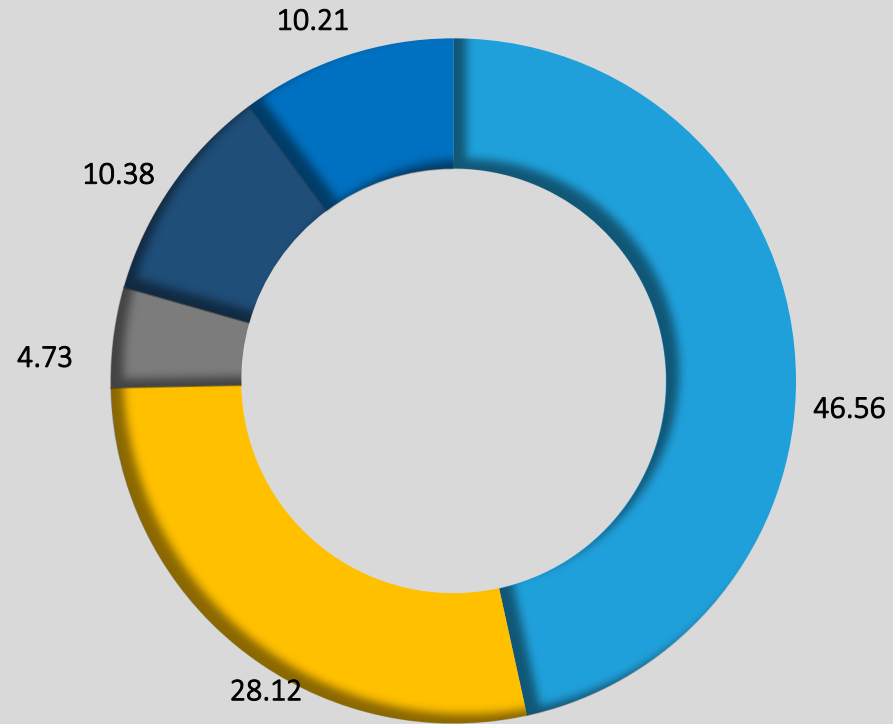


Source:

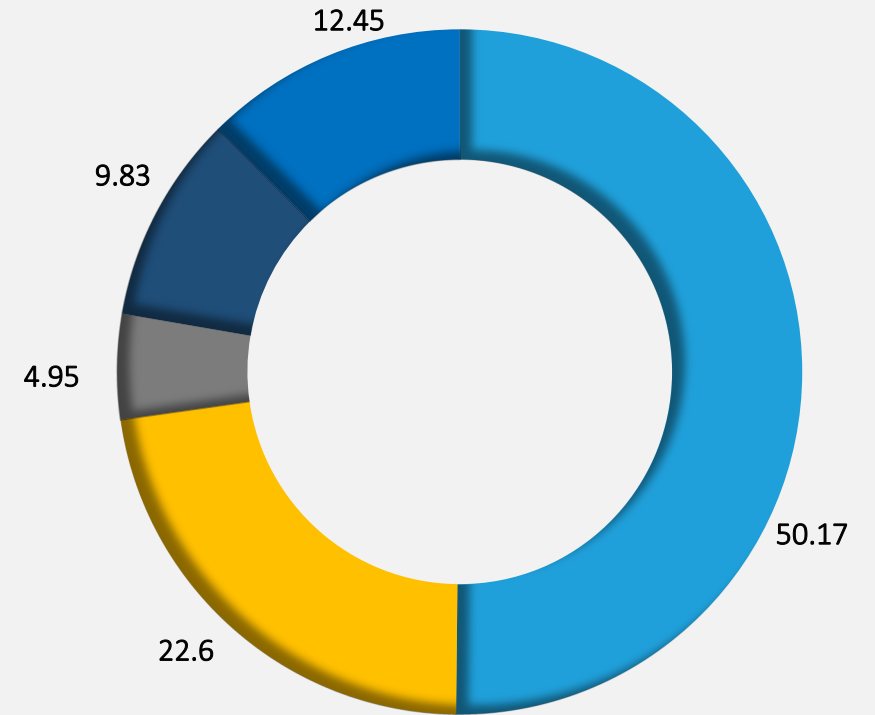
- Netscribes June 2022 Report
- <https://timesofindia.indiatimes.com/blogs/voices/why-building-a-robust-tech-enabled-unbroken-cold-supply-chain-is-the-need-of-the-hour-for-india/?source=app&frmapp=yes>



VERTICAL-WISE SALES IN 2022-23 (%)



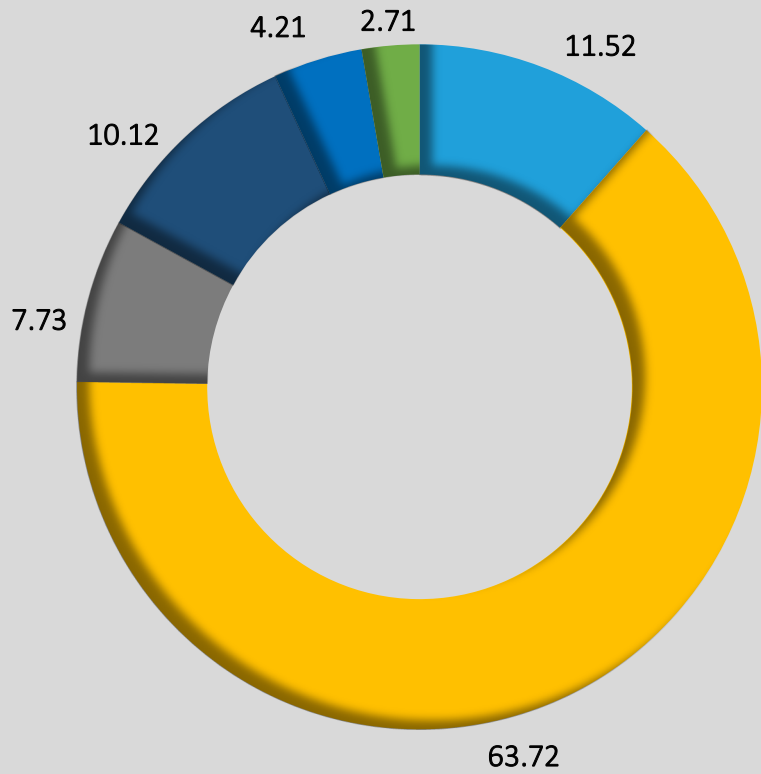
VERTICAL-WISE SALES IN 2021-22 (%)



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

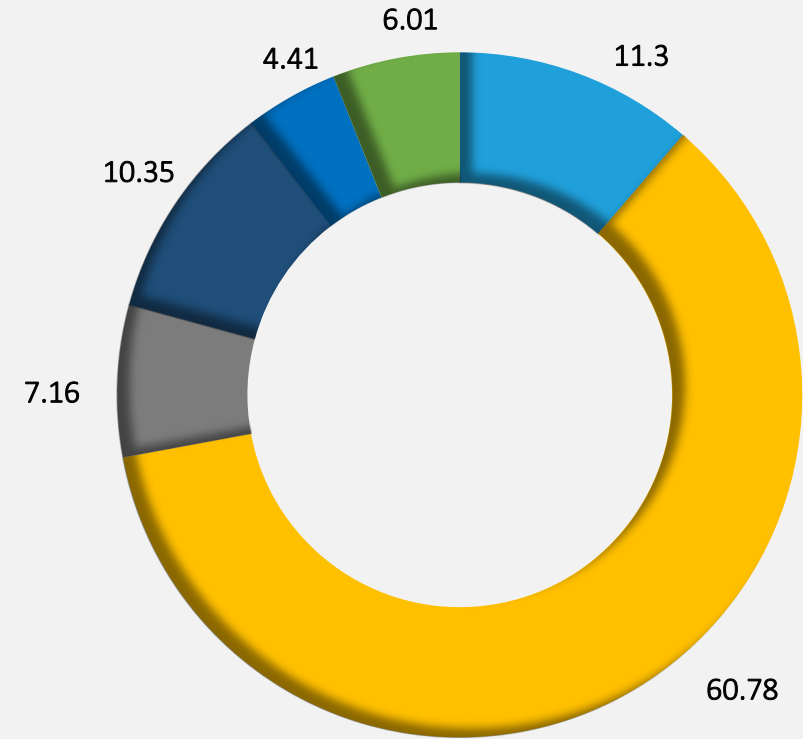
- Cold room
- Commercial Refrigeration
- Industrial Refrigeration
- Transport Refrigeration
- Ammonia Refrigeration

ZONE-WISE SALES IN 2022-23 (%)



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

ZONE-WISE SALES IN 2021-22 (%)



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



**MR. CHANDRAKANT P. PATEL**  
Chairman & Managing Director

Age: 54 years

Co-founder and Promoter Director

- Holds over 30 years of work experience in refrigeration industry
- Heads the business strategy, research & development, sales & marketing, finance, legal compliances, and the enterprise operation divisions of the Company



**MR. RAJENDRA P. PATEL**  
Joint Managing Director

Age: 52 years

Co-founder and Promoter Director

- Holds over 24 years of work experience in refrigeration industry
- Heads the production of cold room panels, refrigerated container and quality control division of the Company



**MR. VIPUL I. PATEL**  
Joint Managing Director

Age: 47 years

Co-founder and Promoter Director

- Holds over 24 years of experience in refrigeration industry
- Heads the purchase, refrigeration system production, HR, accounts and IT department of the Company



**MS. DARSHA R. KIKANI**

**Independent Director**

Age: **65** years

**Company Secretary & Management Professional**

- Holds over 31 years of work experience with various client companies across different industrial segments
- Company Secretary from Institute of Company Secretaries of India and U.K., completed MBA from Gujarat University and from IIM, Ahmedabad



**MR. HARSHADRAI P. PANDYA**

**Independent Director**

Age: **72** years

**Engineer/Technical**

- Holds over 46 years of experience in ammonia, fertilizer and petrochemical plants
- Works as a freelancing consultant in technology, energy conservation and HR practices



**MR. KRISHNAKANT L. PATEL**

**Independent Director**

Age: **64** years

**Businessman**

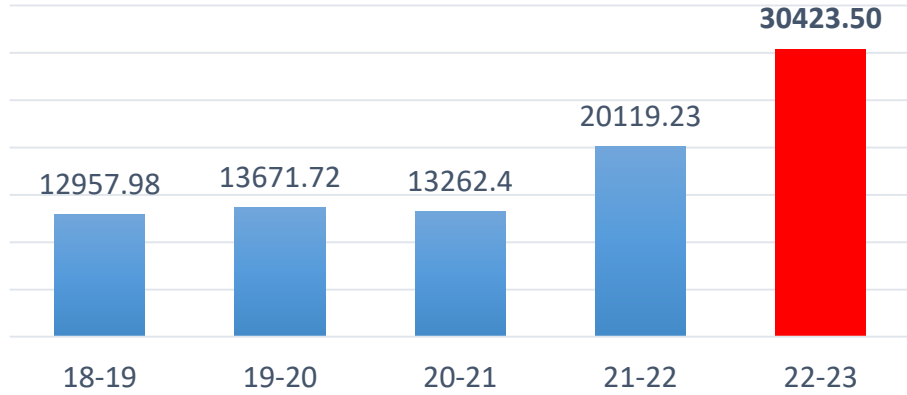
- Holds over 14 years of experience in real estate industry and for successfully running the business in India
- Currently, is a Director in Cerebros Neurosciences Private Limited, and a Partner at Suryam Realty and SM Developers

# FINANCIAL PERFORMANCE

A close-up photograph of a person in a blue business shirt and striped tie, focused on using a calculator. The person's hands are visible, with fingers resting on the calculator's keys. The calculator is placed on a desk surface. In the foreground, a smartphone lies flat, and some documents with a green highlight are visible. The background is softly blurred, showing an office environment with warm lighting. The entire image is overlaid with a semi-transparent blue filter.

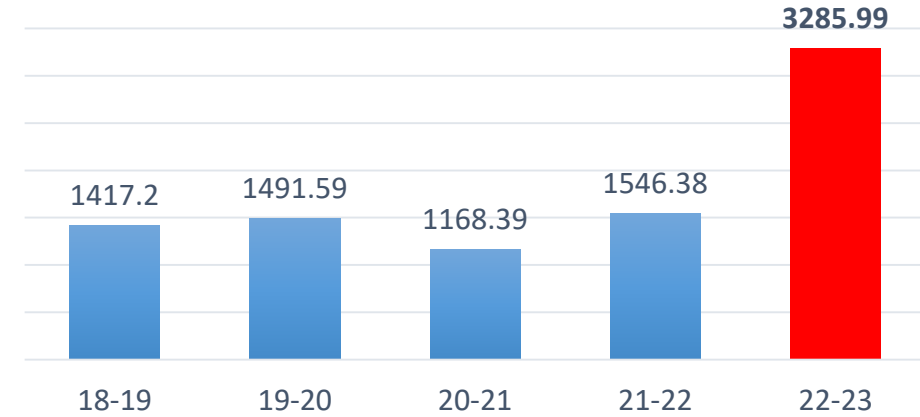
### Total Revenue

(₹ lakhs)



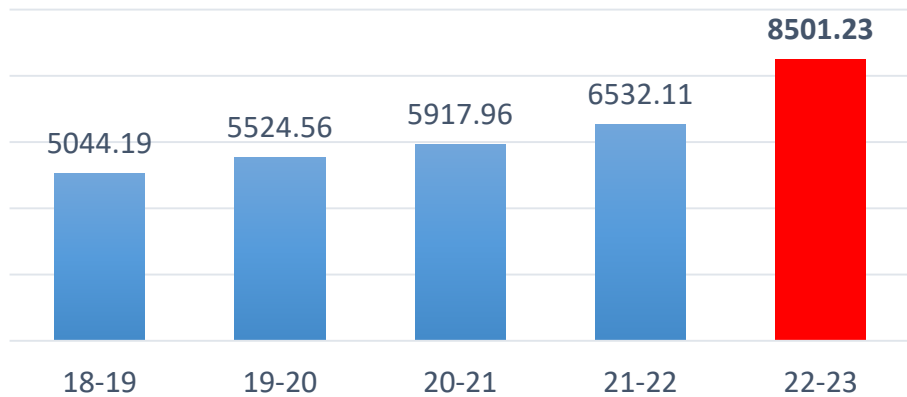
### EBIDTA

(₹ lakhs)



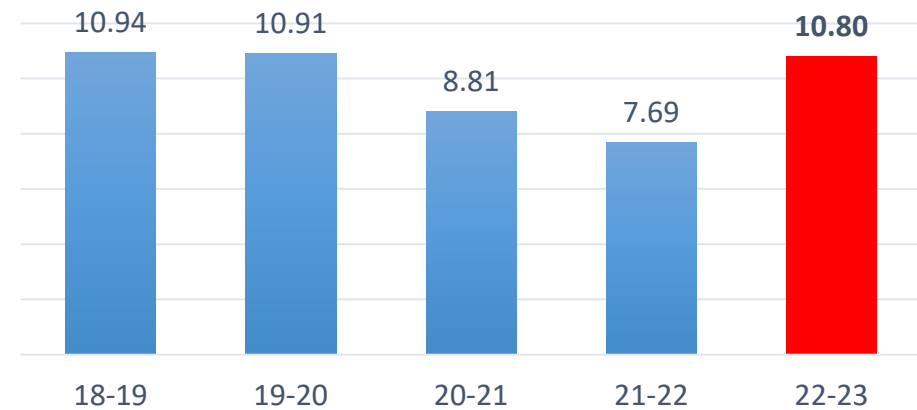
### Net Worth

(₹ lakhs)

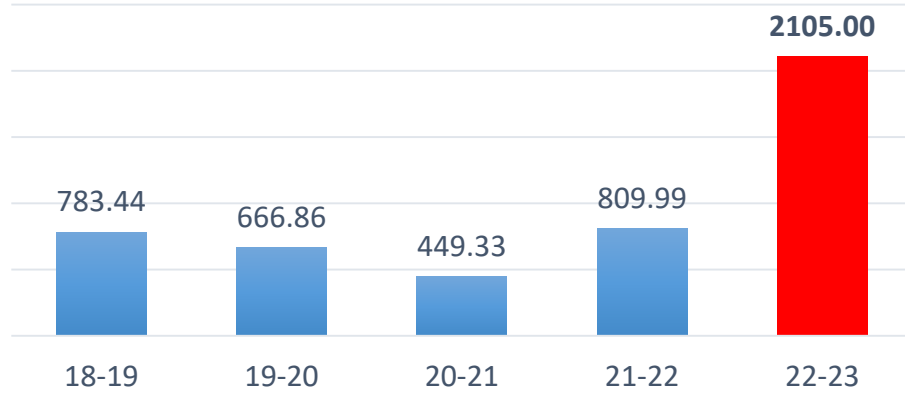


### EBIDTA Margin

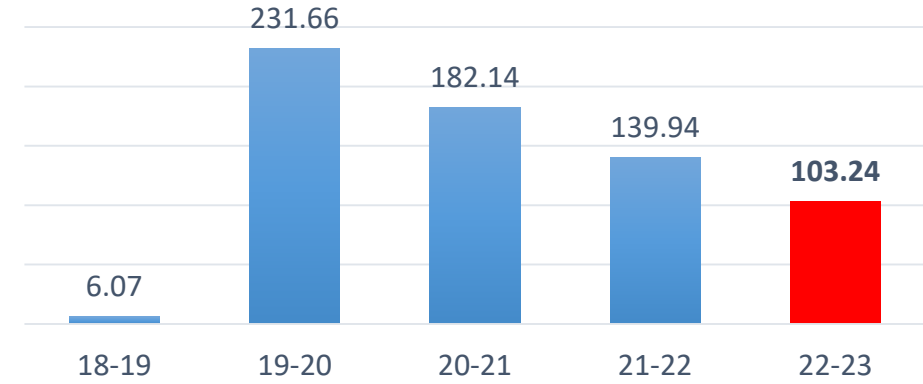
(%)



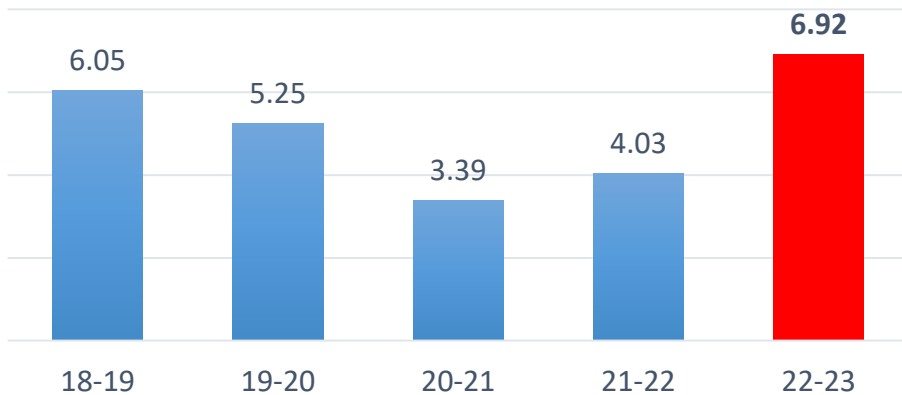
**PAT**  
(₹ lakhs)



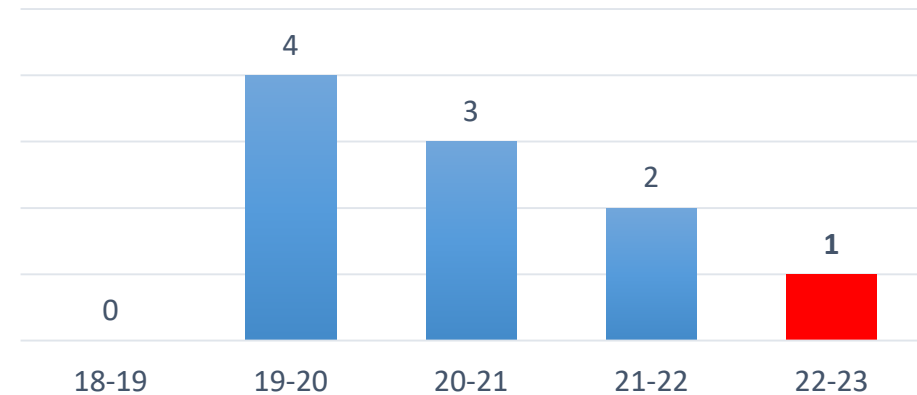
**Long Term Debt**  
(₹ lakhs)



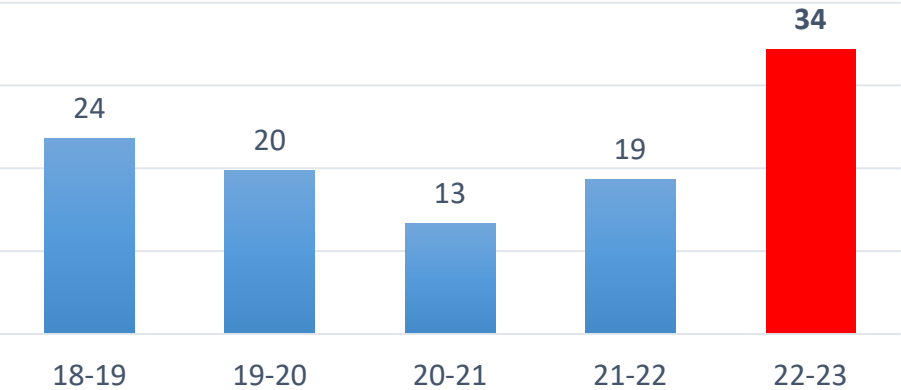
**PAT Margin**  
(%)



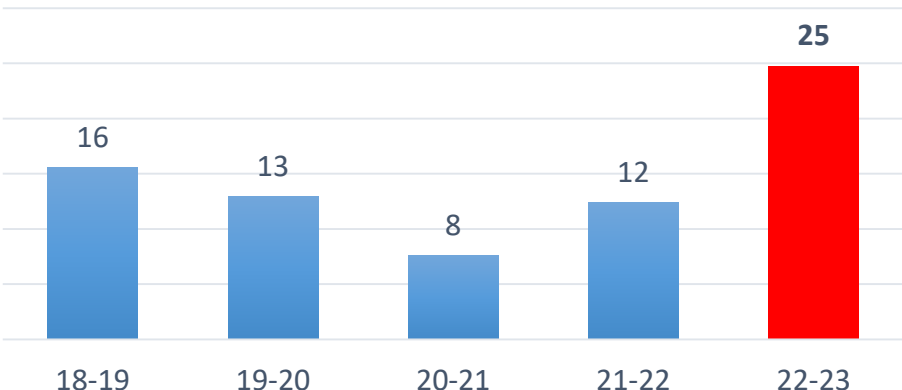
**Long Term Debt Equity**  
(%)



### Return on Capital Employed (%)



### Return on Equity (%)







*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

