

# **INTEGRA Engineering India Ltd.**

**Annual General Meeting 18 July 2019**

**Mrs. Corinne Ruckstuhl - Chairperson**

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# A Favourable Environment



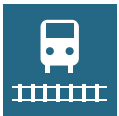
Domestic growth at 7-8%



Continued investment in infrastructure



Stability in the Railway Ministry



Greater focus on development of Railways



India an an export base

# Railway Budget



Record Rs 1.58 lakh crore planned expenditure



'Make in India' initiative



Focus on safety



Global Trade War

# Three Pillars of the Strategy

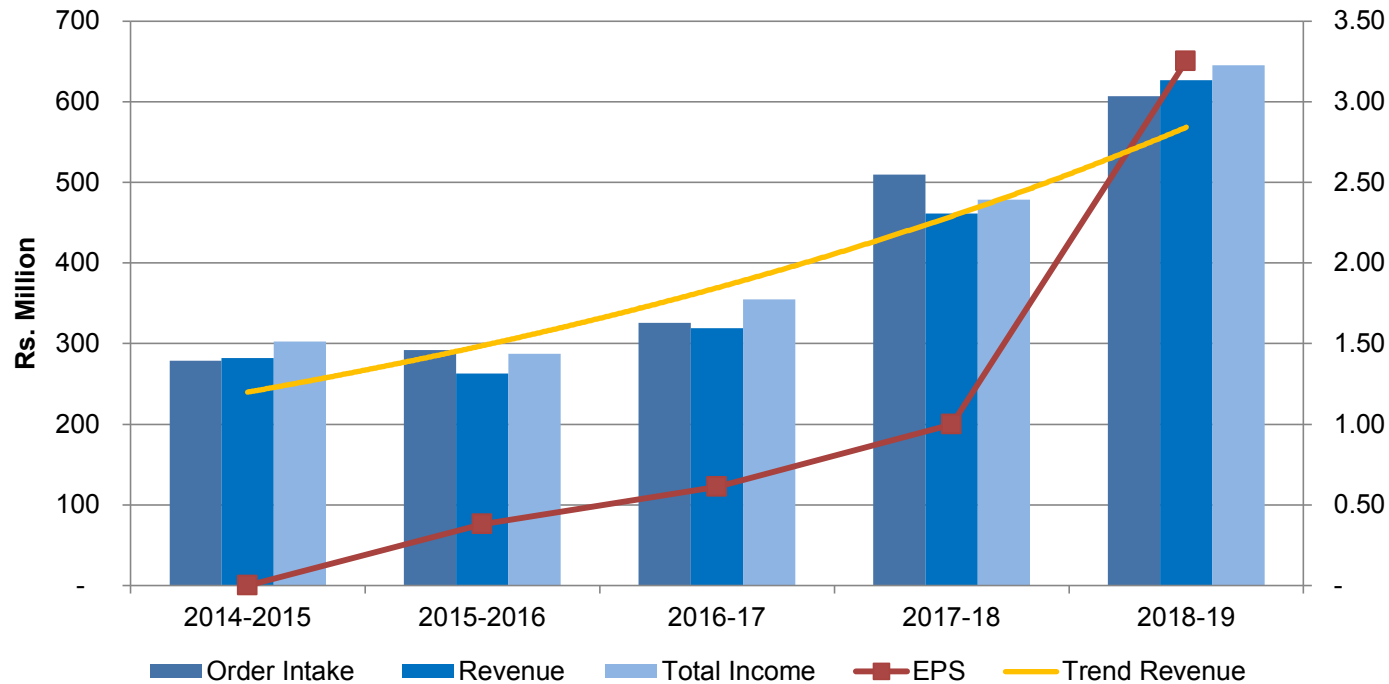
- 1 Grow existing business and add own products in focused segments
- 2 Enhance infrastructure and increase efficiency to cater to rising market demand
- 3 Create a strong team of dedicated professionals

# Financial Performance 2018-19

(Rs. '000)	Revenue	Total Income	EBITDA	Profit after Tax	Earnings per Share (Rs.)
<b>Financial Year 2018-19</b>	<b>626'625</b>	<b>644'779</b>	<b>109'449</b>	<b>111'169</b>	<b>3,25</b>
	<b>+36%</b>	<b>+35%</b>	<b>+74%</b>	<b>+226%</b>	<b>+225%</b>
<b>Financial Year 2017-18</b>	461'233	478'378	63'027	34'102	1,00

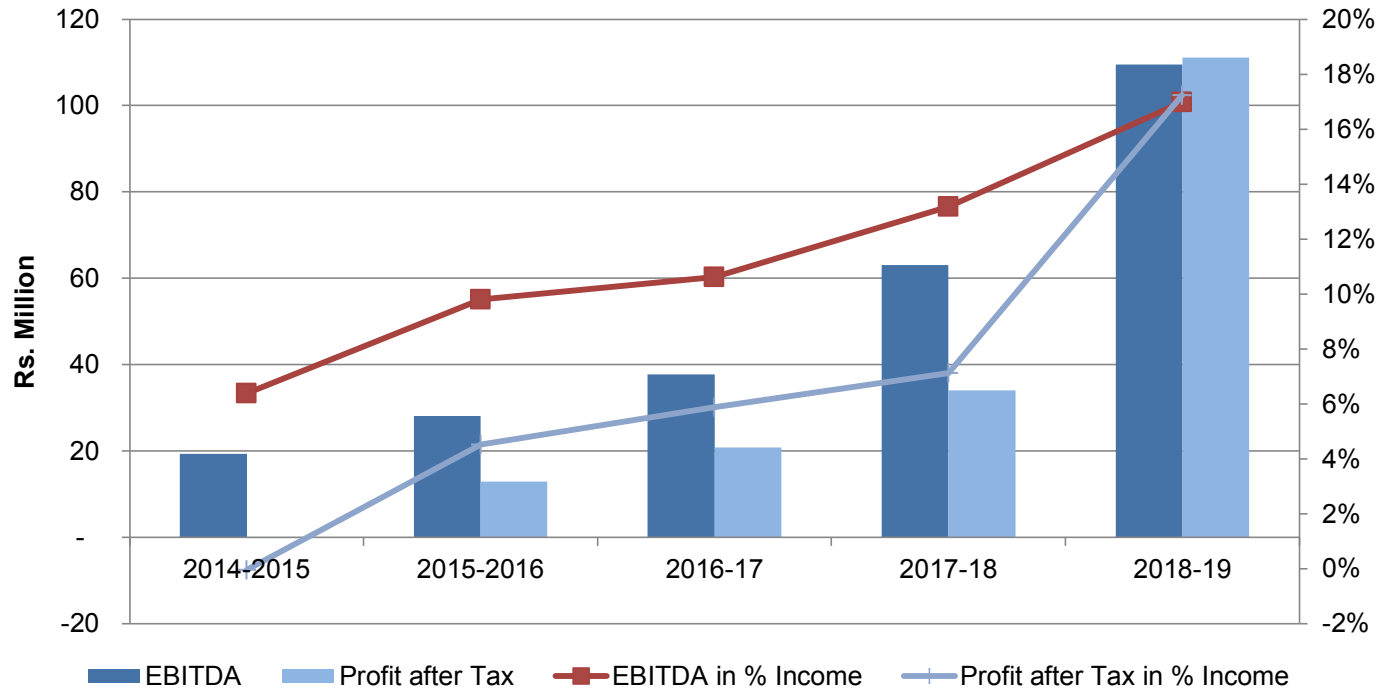
# Financial Performance

## Growth of Orders & Income



# Financial Performance

## Increase in Profitability





# Financial Results Q1 2019-20

Particular (₹ in Lacs )	Financial Results for					
	Quarter ended					Year ended
	30.06.2019	compared to		31.03.2019	30.06.2018	31.03.2019
	Unaudited	PYQ	PQ	Audited	Unaudited	Audited
Revenue from Operations	1'568.67	18%	-10%	1'746.36	1'326.73	6'266.25
Other Income	48.45	6%	1%	47.95	45.84	181.54
<b>Total Income</b>	<b>1'617.12</b>	<b>18%</b>	<b>-10%</b>	<b>1'794.31</b>	<b>1'372.57</b>	<b>6'447.79</b>
<b>Total Expenses</b>	<b>1'377.08</b>	<b>13%</b>	<b>-11%</b>	<b>1'554.02</b>	<b>1'222.27</b>	<b>5'542.11</b>
Profit before tax	240.04	60%	0%	240.29	150.30	905.68
<b>Profit for the period</b>	<b>169.95</b>	<b>63%</b>	<b>-9%</b>	<b>186.75</b>	<b>104.81</b>	<b>1'111.69</b>

# **INTEGRA – Business Overview**

**Unit 1 – Fabrication**

**Unit 2 – Electro-mechanical assembly**

**Unit 3 – ipanel**

# Unit 1

## Sheet Metal Fabrication

Transportation industry – Rolling Stock

Products

Traction converter, Aux Converter, HLC, VCU etc.

Customers

BHEL, BTIL, CGL, Hind, Medha, Siemens



# Unit 2

## Electro-Mechanical Assembly

Power & Transportation industry

Products

Relays, FACS, Wire Harness

Customers

ABB, Lucy, Indian Railways, Konkan  
Railways



# Unit 3

## Mechanical Enclosures

Power, IT, Automation industry

Products

Standard enclosures

Completed: Market testing, product development, IP certification

→ Differentiated design, new concept

Ongoing: Marketing, promotion, customer certification and approval



# Continued Investment



# New Products & Technologies

- Custom made enclosures & assemblies
- Fuse Auto Changeover System
- LED-Signal
- Standard enclosure - Ipanel



# Infrastructure

- Laser Machine
- Bending Presses
- Powder coating plant & assembly shed
- PC workstations
- Road repair
- Further investment to increase capacity planned





# Human Resources

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# Key Initiatives



Focus on training & development



Performance management system



Time & attendance automation



Company newsletter



Team building & family involvement initiatives

# Training & Education

Library & online reading materials



Safety training



# Performance Management System


- Defined & evaluated targets of all employees for year 2018-19
- Also defined target of 2019-20 for all employees

## Time & Attendance Automation

- Automation of time & attendance
- Automation of leave management



# Newsletter & Team Motivation



**MESSAGE FROM CEO**

Dear Colleagues,  
I am pleased to communicate with you through this second edition of our in house magazine - Prerana. All of you have relentlessly worked and as a result we exceeded our targets for FY18-19. Our company has initiated many activities over the last couple of years. I congratulate you on the initiative and zealous participation.  
I am happy to note that we are now maturing to be a good team that has higher appreciation for SS, safety, sports as well as societal responsibilities.  
Increased participation in employee engagement activities such as cricket and volleyball tournaments, yoga, blood donation, family meetings etc. is an encouraging sign for a growing company like Integra. Setting up of library with suggestions from employees is a welcome sign.  
We are embarking on expanding our operational capabilities at Unit 1 and I am sure all team members will continue to contribute to ensure the fruition of this exercise. This will enable us to meet the growing demands of existing as well as new customers. We are now better equipped to handle developmental activities.  
Unit 2 continues to cater to growing demand of the customers. Various initiatives have been taken to improve productivity.  
At Unit 3, we are now confident that our product will add value to customers.  
Planned activities for the rest of the year augur well for our business.  
I wish you all a very safe and successful year 2019-20.  
Best regards,  
**Ulkarsh Pundlik**

કિશ્ન બેને, આપણી ઉન્નતિને મેનેજીંગ-“પ્રેરના” ના વર્ણન સંસ્કૃત શ્લોક તમને સંબોધન કરતા અને અમલ થવા છે. તમે અમને વિરલ જ્ઞાન કહ્યું છે અને પરિણામ આપી માસિકીકૃત તમે ૨૦૧૮-૧૯ ના આજ્ઞાત વસ્તુને ને સંબંધી ટીપ્સ છે આપણી કોમ્પેની ડિવેલોપમેન્ટમાં તમે સી ટીપ્સ અપાડીને કરી છે. કૃત અને તેમ વિરલ પુસ્તક અને સંસ્કૃતી શાસ્ત્ર અને સંસ્કૃતિના પાઠ્ય પુસ્તકો.  
તમે એ પાસની પુસ્તકો છે જે એક સારી ટીમ બનાવા તરફ આપણી પરિવહન થઈ શકે છે જે ટીમ SS, સલામતી, સ્વચ્છતા સમાવેશથી કાર્યક્ષમ ને સમર્થન આપે છે.  
ફિટનેસ અને પોલીવોલ ટુર્નામેન્ટ, યોગ, રાજકાલ, ક્રીડાપ્રતિભા ક્લબ્બમાં મુશ્કેલી વધે એવી કોમ્પેટીવ સ્પોર્ટ્સ પ્રવૃત્તિ શરતી સલામતી, કાર્યક્ષમ જેવી કોમ્પેટીવ ટીમ બનાવે છે.  
કોમ્પ્યુટરો તરફથી મળી શકેલા, પુસ્તકોના સ્વરૂપ જેવા પુસ્તકો અવારનવાર સેકેન્ડો છે.  
આપણી કુટુંબ-૧ પર આપણી સર્વોચ્ચ સલામતીને વિરલ જ્ઞાન કહ્યું છે અને મને ખાસી છે કે સર્વે સર્વિય એજન્સી સહન બનાવવા તરફ પોતાની સંપૂર્ણ કામી આપવી. અમારી હલના કારણે તેજ નવા ઉમેરવા કારણથી ય મોંઘે પછીથી વધવા સહન બનાવ્યું. સંસાધનના કારણે કાર્ય હવે આપણી વધુ તરફથી થશે.  
યુનિટ-૨ ને કારણથી વધતી જતી મોંઘે કોમ્પેટીવ પછીથી વળે છે ઉપરાંત સુવ્યવસ્થા અને વિશિષ્ટ પાસા ઉપાધન આપે છે. હવે આજ્ઞાતને વિકાસ છે જે કુટુંબ-૩ ના ઉપરથી કારણે વધુ સલામતી આપવી.  
સર્કલ કોમ્પેટીવ એજન્સીને વ્યાજ અપાવી મહાત્મા ટ્રસ્ટીના પાઠ્ય પુસ્તકો તેમ આપણને સ્વરૂપ પછીથી આપવી.  
આજ્ઞાત આપ સહન અને ૨૦૧૮-૨૦ સહન અને સલામતી શરતે તેવી પુસ્તકો.  
આપને સહ,  
**કેસર્વ પુસ્તક**



DOCTOR



# Other Initiatives

# Systems & Activities



Introduction of new ERP



Continuous improvement of internal control system



CSR contribution as per the Companies Act, 2013

# Acknowledgements

Sincere thanks for the assistance and co-operation received from:

- ✓ Members of the company, banks, government authorities, auditors and consultants
- ✓ Valuable customers and vendors
- ✓ Employees of the company at all levels
- ✓ All my colleagues on the board

Thank you for all your efforts to make this change to a new growth story of Integra Engineering possible.



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 clear sky. The overall mood is serene and scenic.

# INTEGRA

ENGINEERING

18 July 2018