



BLUE STAR

BLUE STAR LIMITED

Investor Presentation

June 2024

India based air conditioning, commercial refrigeration and MEP contracting company

Commenced operations in **1943**, with c. **80** years of operations in India

Air conditioning, Refrigeration and MEP solution provider

Maintains c. **2 million** tonnes of air conditioning and refrigeration equipment¹

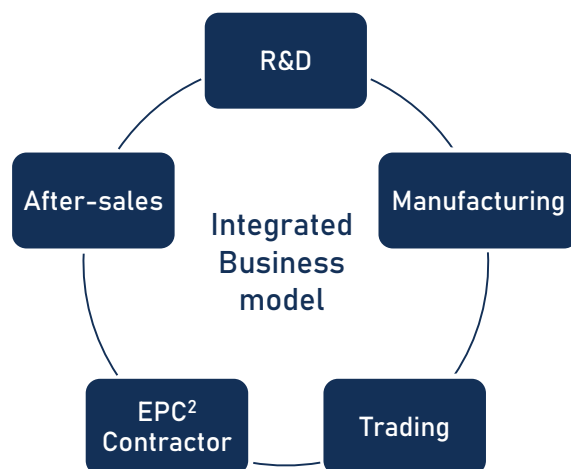
Presence in **18+ countries¹**

Plans to strengthen presence in **USA, Europe**

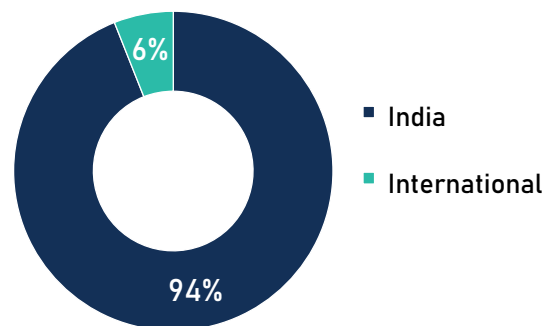
7 manufacturing facilities in India¹

~ 4000 Channel Partners¹

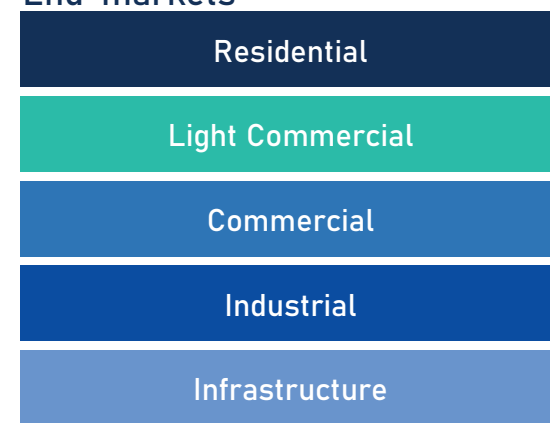
3 Year Revenue CAGR **17%**



Revenue by geography (FY24)



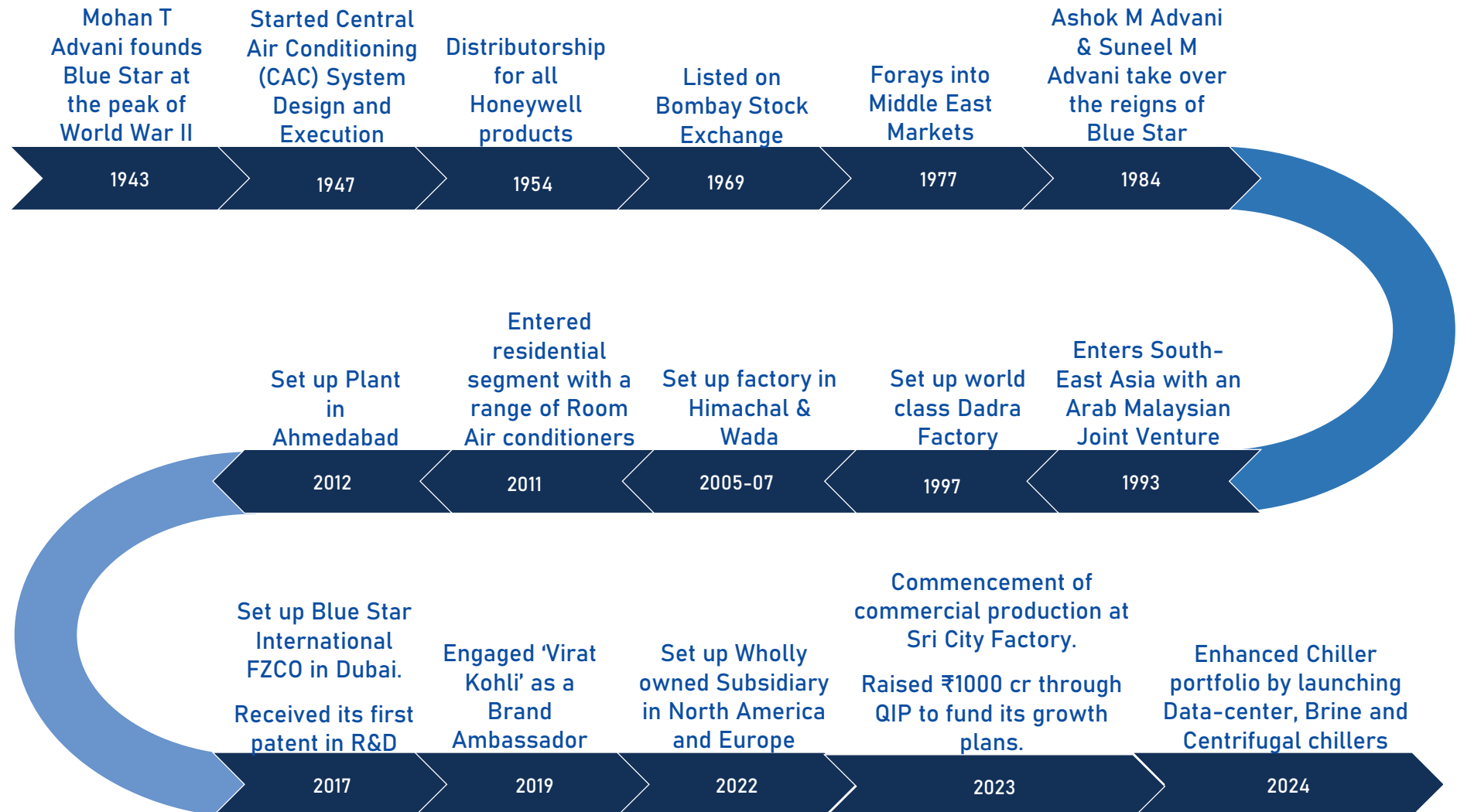
End-markets



Note:

1. As at June 30, 2024
2. Engineering, Procurement and Construction

80 Years of Operations in India





BLUE STAR

Business Segments Overview



BLUE STAR

Segment 1: Electro-Mechanical Projects & Commercial Air Conditioning Systems

Segment 1 : EMP and Commercial Air-Conditioning Systems

Electro-Mechanical Projects & Commercial Air Conditioning Systems

MEP Projects

Central AC Division (CAD)

After sales services



(MEP Projects, Central Air Conditioning Business, After Sales Service, Product Exports)

Q1FY25 Revenue: ₹ 1039 cr (up by 9.5% vs Q1FY24)

Q1FY25 EBIT: ₹ 103 cr (up by 9.5% vs Q1FY24)

Q1FY25 Capital employed: ₹ 893 cr.

Key customers: Commercial Buildings, Retail, Hospitals, Hotels, Education, Industries, Data Centers, Metro, Railways

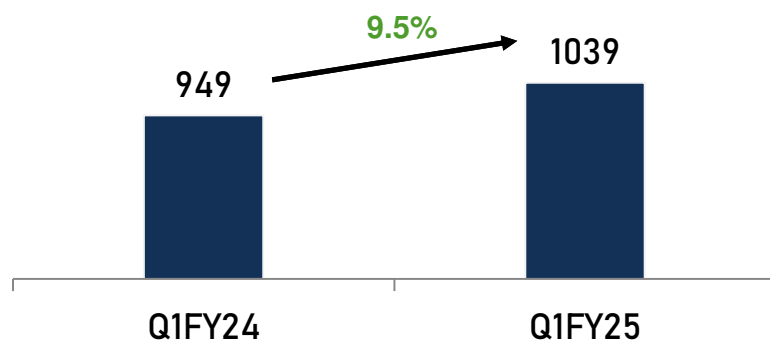
Business Performance Highlights

- ✓ Robust Order Inflows from segment like Data centers and factories. Also witnessed uptick in inquiries from healthcare and retail sector.
- ✓ Commercial Air Conditioning product range enhanced with launch of data center chillers, centrifugal chillers, Brine Chillers etc.
- ✓ Demand for Commercial Air Conditioning from tier 3 and 4 cities remained strong, driven by ducted systems and VRF chillers 2
- ✓ In Commercial AC business, revenue growth was primarily driven by education, manufacturing and retail sectors.
- ✓ Our subsidiaries in US and Europe are scanning those markets to pursue opportunities in commercial air conditioning market, to enhance our international footprints.
- ✓ After sales service business is maintaining contracts for 2.5 million tonnes of air conditioning and refrigeration equipment.
- ✓ Currently serving 3900 towns with more than 2 million service calls a year.
- ✓ Focused on improving Digital infrastructure to support customers through quick service query resolution.

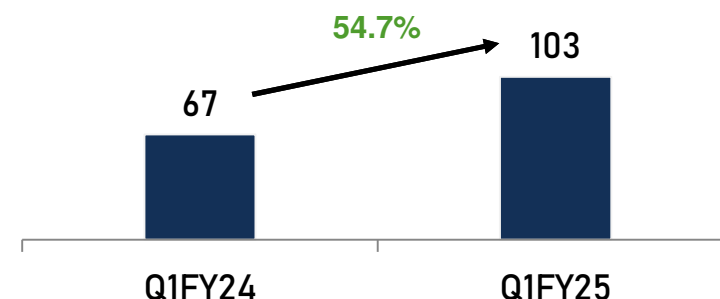


Segment 1 : EMP and Commercial Air-Conditioning Systems

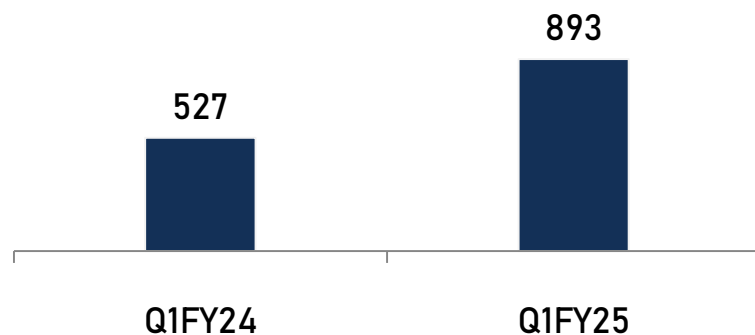
Segment Revenue (Rs Cr)



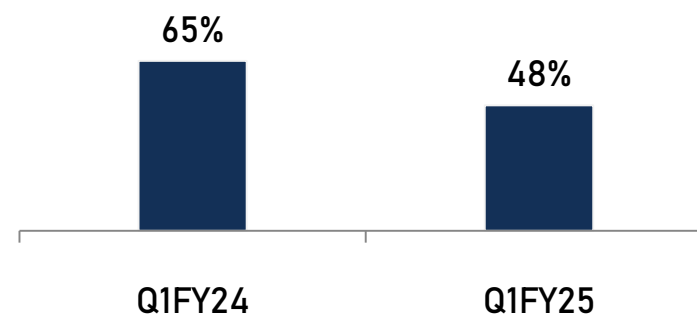
Segment Result (Rs cr)



Capital Employed (Rs cr)

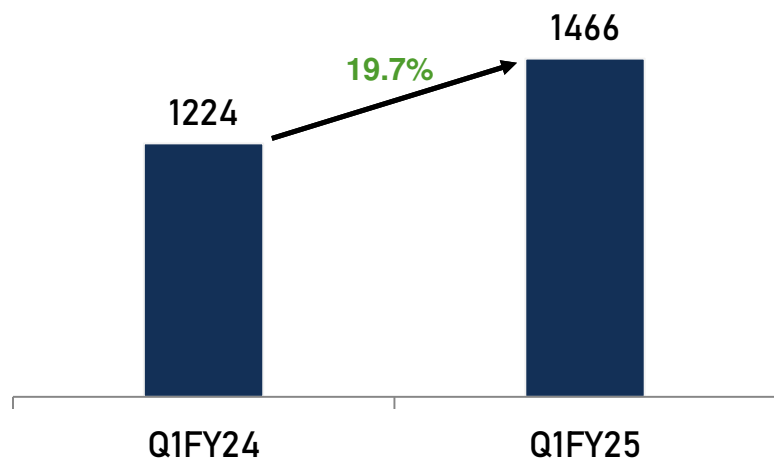


Return on Capital Employed (%)

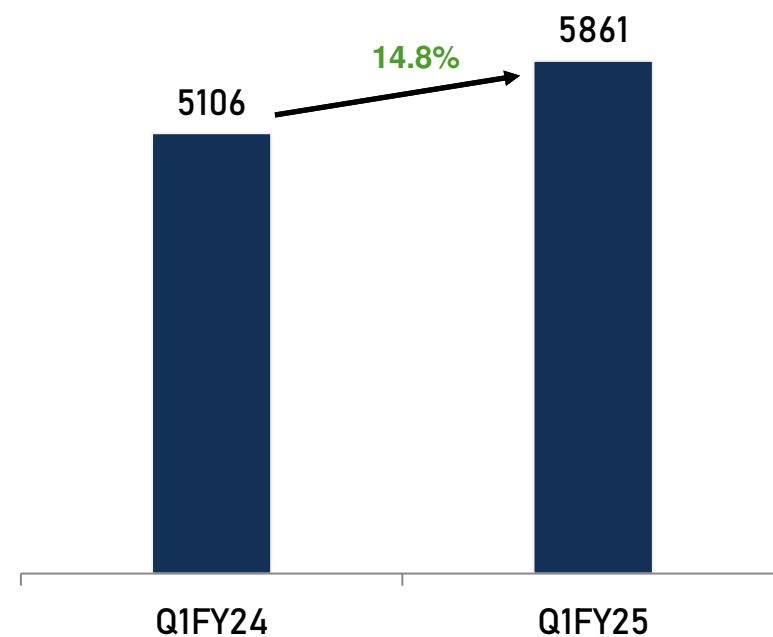


Segment 1 : EMP and Commercial Air-Conditioning Systems

Orders Booked (Rs Cr)



Carried Forward Orders (Rs cr)





BLUE STAR

Segment 2: Unitary Products Segment

Segment 2 : Unitary Products

Unitary Products

Cooling & Purification
Appliances Group
(CPAG)

Commercial
Refrigeration
Business Group
(CRBG)



(Room ACs, Air Coolers, Air Purifiers, Water Purifiers and Commercial Refrigeration Products & Systems)

Q1FY25 Revenue: ₹ 1730 cr (up by 44.3% vs Q1FY24)

Q1FY25 EBIT: ₹ 158 cr (up by 76.9% vs Q1FY24)

Q1FY25 Capital employed: ₹ 671 cr.

Key customers: Residential, Light Commercial - Shops / Showrooms, Ice-cream, Hospitality, QSRs (Quick Service Restaurants)

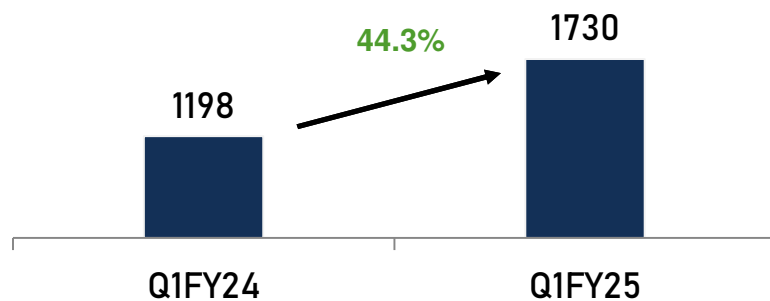
Business Performance Highlights

- ✓ Witnessed in remarkable growth in Room AC sales, driven by seasonal demand and further amplified by unusually high temperatures.
- ✓ Cooling and Purification Appliances available in 9000 outlets across India
- ✓ Wide range of premium, affordable premium and affordable split Acs with superior built quality serves residential and light commercial markets
- ✓ Commercial refrigeration business offers wide range of products like deep freezers, bottled water dispensers, storage water coolers, cold rooms and new product categories like Visi coolers, medical refrigeration, commercial kitchen refrigeration.
- ✓ Serves customers across segments including Ice-creams, dairy, retail, hospitality, food & beverage, restaurants, QSR chains, pharma, etc.

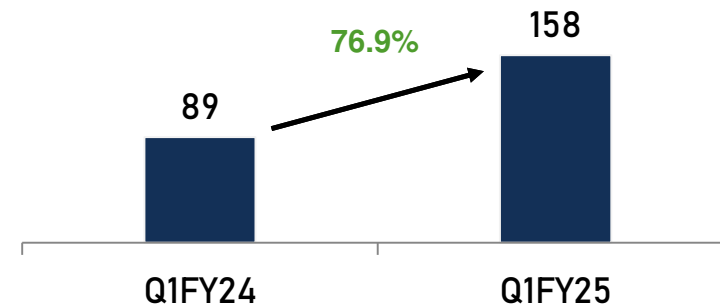


Segment 2 : Unitary Products

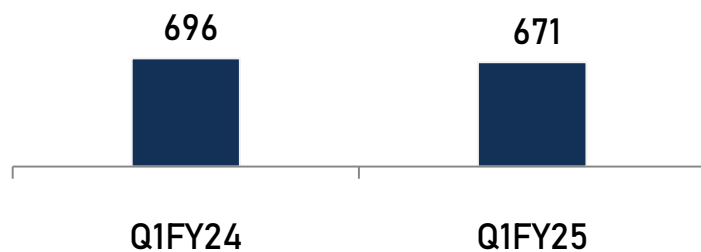
Segment Revenue (Rs Cr)



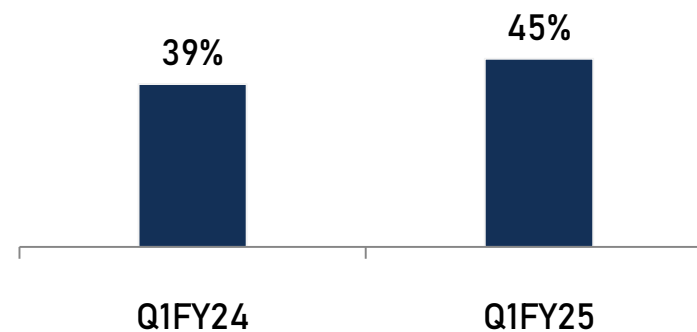
Segment Result (Rs cr)



Capital Employed (Rs cr)



Return on Capital Employed (%)





BLUE STAR

Segment 3: Professional Electronics & Industrial Systems

Segment 3 : Professional Electronics & Industrial Systems

Professional Electronics and Industrial Systems

Med-Tech
Solutions

Data
Security

Industrial
Solutions



(Solutions and System Integration in MedTech, Industrial Systems and Data Security)

Q1FY25 Revenue: ₹ 97 cr (up by 23.5% vs Q1FY24)

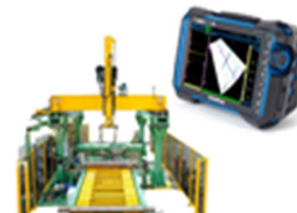
Q1FY25 EBIT: ₹ 10 cr (down by 8.5% vs Q1FY24)

Q1FY25 Capital employed: ₹ 35 cr.

Key customers: Healthcare, Automotive, Aerospace, Steel, BFSI (Banking, Financial Services and Insurance)

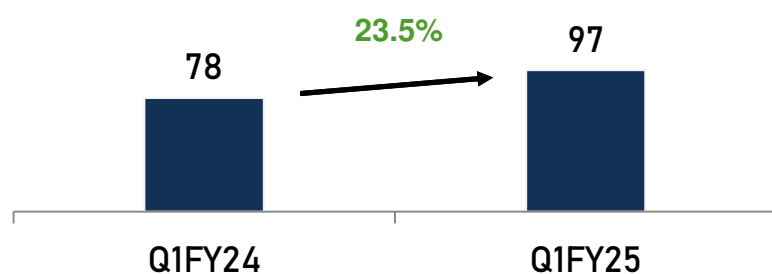
Business Performance Highlights

- ✓ The business saw a revenue growth of 23.5% growth on QoQ basis
- ✓ The medical diagnostic equipment refurbishment facility in Bhiwandi, established in FY24, has ramped up operations in the current quarter.
- ✓ The customer experience centers for industrial solutions in Thane, Chennai, and Pune are gradually becoming operational.
- ✓ Data Security business has seen some traction in order receipt during the quarter.

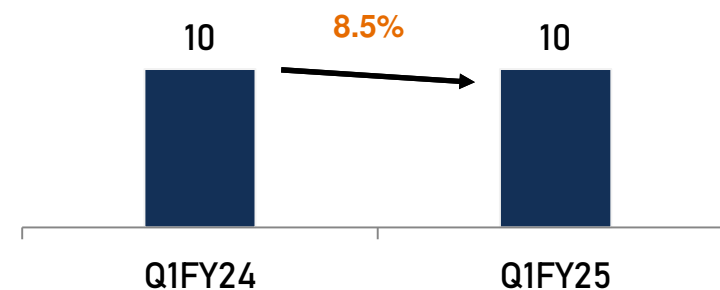


Segment 3 : Professional Electronics & Industrial Systems

Segment Revenue (Rs Cr)



Segment Result (Rs cr)



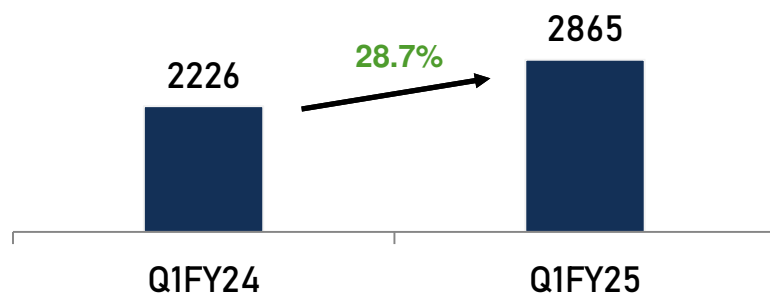


BLUE STAR

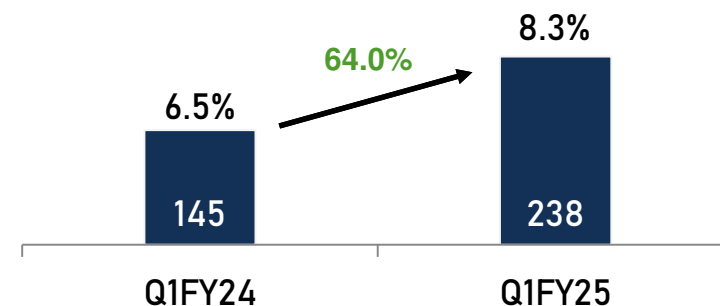
Consolidated Financial Performance – Q1FY25

Financial performance – Q1FY25

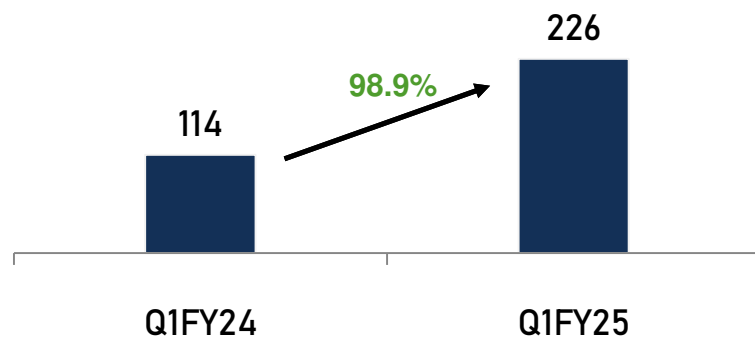
Revenue (Rs Cr)



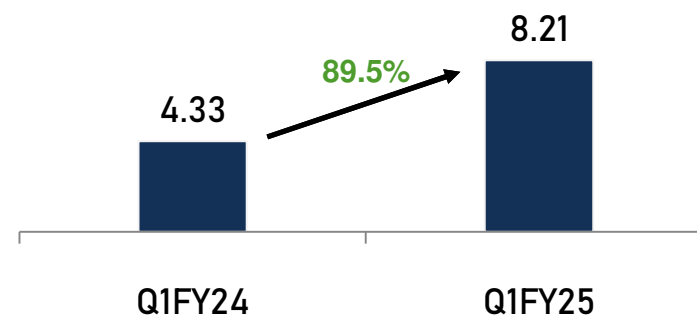
EBITDA growth (Rs Cr)



Profit before tax (Rs Cr)



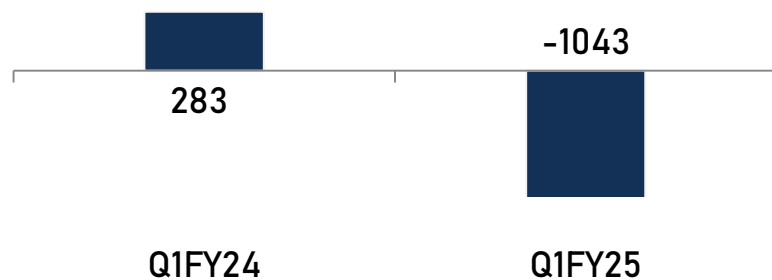
Earnings per share (EPS)* (Rs)



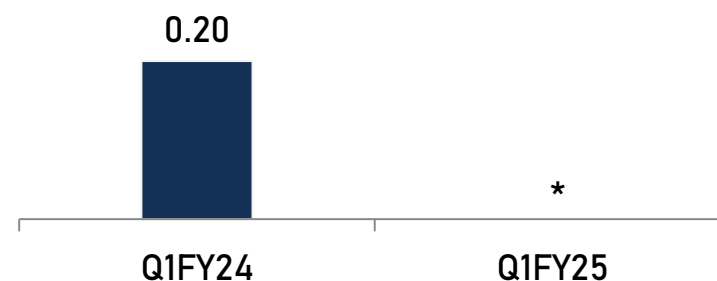
*Not Annualized

Balance Sheet Indicators – Q1FY25

Net Borrowing (Rs Cr)

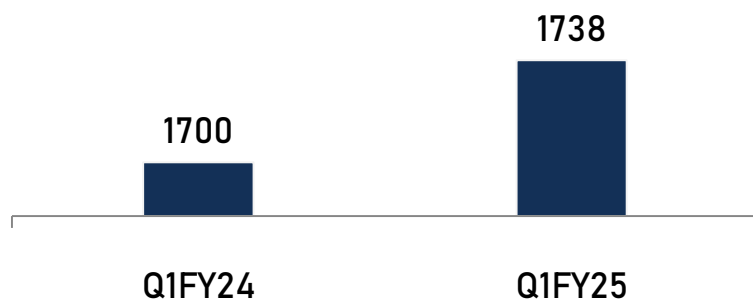


Net Debt/Equity (times)

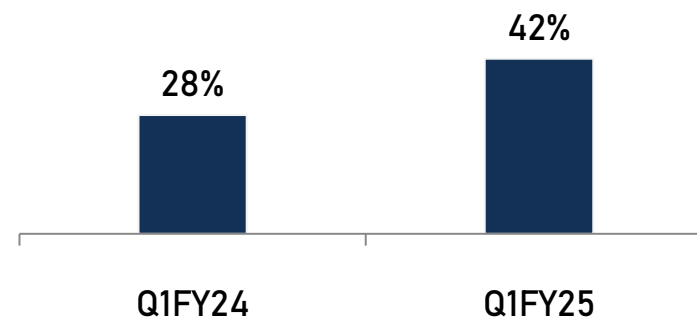


*Net Cash Surplus

Capital Employed (₹ cr)



Return on Capital Employed (%)

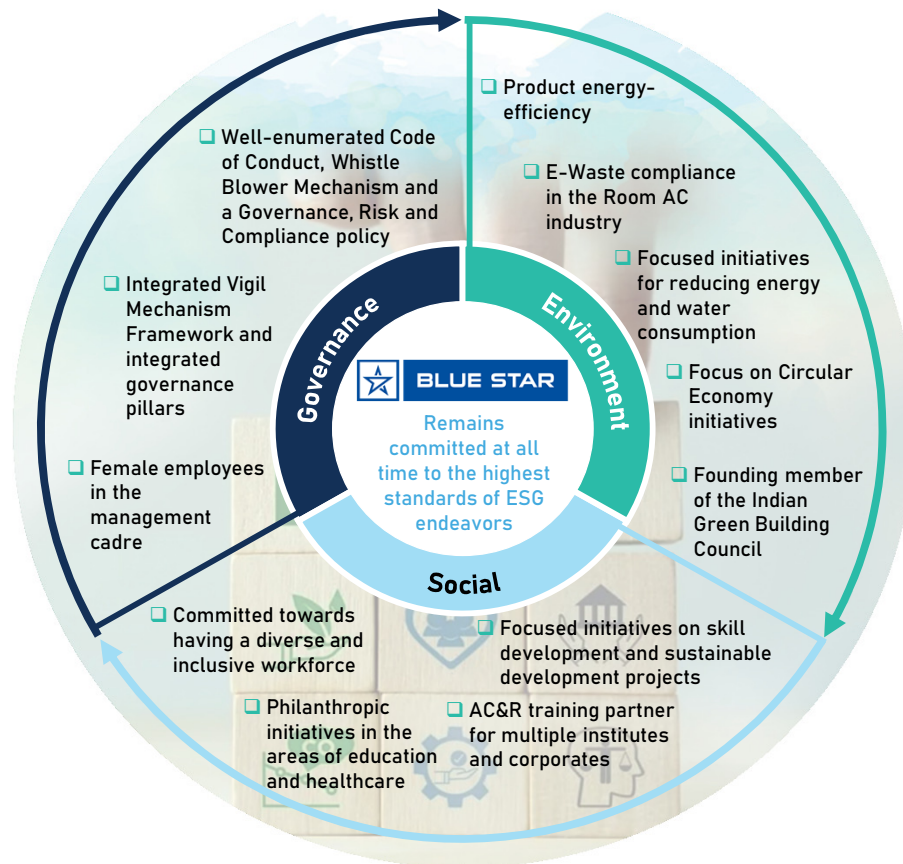




BLUE STAR

ESG Initiatives & Net Carbon Zero Roadmap

ESG principles are embedded in Blue Star's business practices



Net zero road map

2022-40

- ✓ Carbon Footprint Mapping
- ✓ Reduction Targets
- ✓ Energy Efficiency
- ✓ Renewable Energy
- ✓ Water & waste Mgt.

- ✓ Carbon Footprint
- ✓ Logistics: Inbound / Outbound
- ✓ Employee Commute
- ✓ Disposal of Material Transfer

- ✓ Energy Zero
- ✓ Water Zero
- ✓ Zero Waste to Landfill

Product & Plant Initiatives

- ✓ Installed **4.69 MWp Solar Power** in plants and offices with **17% renewable energy**.

- ✓ **Waste reduction and recycling** pursued as a part of TCM programme.

- ✓ **Energy-efficient** Room ACs, VRFs, Deep Freezers, and Screw Chillers

- ✓ Wada factory / Thane Innovation Centre are **Platinum rated** by IGBC¹. Sri City factory applied for **Gold rating**

Social Initiatives

- ✓ Constructed **pre-fabricated residential blocks & washroom** in Dadra, benefitting tribal girls.

- ✓ Promoted the concept of '**Padhega India Tabhi Toh Badhega India**'

- ✓ Joined hands with NGO to train women of the farmers community in **basket & coir-mat making**.

- ✓ **Employs Apprentices** every year under the Central Govt.'s skill development Programme (NETAP)

Note:

1. Indian Green Building Council (IGBC)



BLUE STAR

Industry Recognitions for Achievements

Industry recognition for achievements

Corporate governance and management



Golden Peacock Award
for Corporate Governance
2019/2020/2021



Golden Peacock Award
for Risk Management
2020/2022/2023



Winner of ICSI Best
Governed Company
(Listed: Medium)
2019



Great Place to Work –
Certified Organization
2023

Industry expertise



MEP Contractor of the
Year
2017-2023



Best Water R&D and
Technological
Breakthrough-Domestic
2022



Multiple CII National
Manufacturing Awards



REFCOLD India Emerson
Awards for First Runner-
up under Innovative
Refrigeration Product
2022



NEBB Certified



ISO 9001-2015 Certified



India Design Mark
2023



IAQA Membership
Certified



Best Customer Service
Initiative of the Year
2022

Certified R&D capabilities



AHRI Certified for Air
Cooled Chiller Lab



AHRI Certified for Water
Cooled Chiller Lab



NABL ISO 17025 Certified
Lab for Testing



Wada Plant receiving the
IGBC Platinum
Certification under 'Green
Factory Building' category



BLUE STAR

Thank You