



Expo Gas Containers Limited

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CIN NO: L40200MH1982PLC027837

Ref: C:/ Expo/Bse/2024-25

12th February, 2025

To,

Bombay Stock Exchange
Department of Corporate Services,
P.J. Towers, Dalal Street,
Mumbai - 400 001

Scrip Code : 526614

Sub: Investor Presentation for the quarter ended 31st December, 2024

Dear Sir,


Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Investor Presentation for the quarter ended 31st December, 2024

The aforesaid presentation is also being made available on the Company's website www.expogas.com

Thanking you

Yours faithfully,

For Expo Gas Containers Limited


Preeti Sharma
Company Secretary &
Compliance Officer



ISO 9001 ISO 14001 OHSAS 18001

IBR, PESO



INVESTOR PRESENTATION

Q3 FY25



DISCLAIMER

This presentation and the accompanying slides, prepared by Expo Gas Containers Ltd. (the "Company"), are intended solely for informational purposes and do not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities. No offering of the Company's securities will be made except through a statutory offering document containing detailed information about the Company.

The Company has prepared this presentation based on information it considers reliable but makes no representations or warranties, express or implied, regarding the truth, accuracy, completeness, fairness, or reasonableness of its contents. This presentation may not be exhaustive and may not include all information considered material. Any liability for the contents or omissions is expressly excluded.

This presentation contains forward-looking statements regarding the Company's future business prospects and profitability, which are subject to risks and uncertainties. Actual results may differ materially from these statements due to factors such as earnings fluctuations, competition, economic conditions, and regulatory changes.

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COMPANY OVERVIEW

ABOUT US

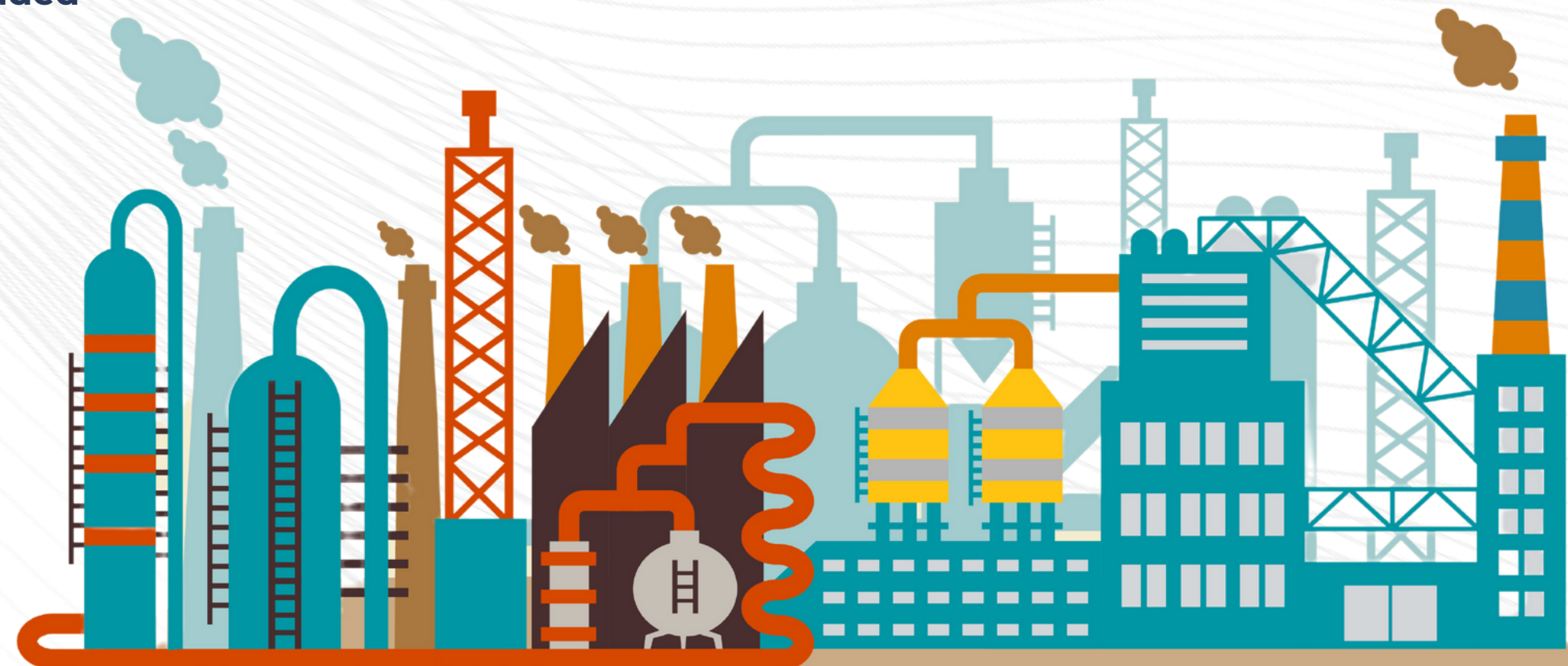


Established in 1982 under the visionary leadership of the **late Shri Shaukatali Mewawala**, a passionate engineer and IIT Bombay alumnus. We began by manufacturing LPG cylinders at our facility in Murbad, Thane. Over the years, we have evolved into a prominent **heavy engineering company** specializing in the manufacturing of diverse **process plant equipments**.

- We provide end-to-end engineering solutions, from **design and manufacturing to fabrication and installation**.
- We manufacture a wide range of process plant equipments, including **high-pressure vessels, heat exchangers, reactors, columns, and custom-built fabrications**.
- Metallurgies we specialize in- **carbon steel, NACE, NACE + HIC, stainless steel, duplex steel, inconel, monel, alloy steel, hastelloy and clad steel in all metallurgies**.

- We also specialize in **on-site engineering projects**, including fixed and floating roof storage tanks, huge site-fabricated equipments, mounded bullets, horton spheres, and the fabrication and erection of equipments.
- Our services also include the **maintenance, inspection, and repair** of crude oil storage tanks, aluminum dome roof tanks, and process plant equipments. Furthermore, we specialize in the **installation** of column internals and the **complete revamping** of columns and vessels, etc.
- With over 4 decades of experience, we have served diverse industries, including **oil and gas, green hydrogen, petrochemicals, chemicals, pharmaceuticals, and power**, both in India and internationally and have established ourselves as a trusted partner across these sectors.

Proudly Certified



CORE MANAGEMENT



MURTUZA S. MEWAWALA

CHAIRMAN

He pursued production engineering at Somaiya College. Later, he earned a Bachelor's in Finance & Economics from Bryant University, Rhode Island, USA. After graduating and working briefly at Merrill Lynch in New York, he joined Expo Gas Containers Ltd., when he came back to India. In 2015, he became Chairman and has since overseen the company's strategy, planning, and governance.



HASANAIN S. MEWAWALA

MANAGING DIRECTOR

With 20+ years of experience in engineering, construction, and manufacturing, he began his career in 2001, focusing on maintenance and shutdown services for major oil & gas companies. In 2009, he joined Expo Gas Containers Ltd., initially assisting with projects and later taking on a leadership role upon becoming the Managing Director. He now oversees operations and has been the driving force behind the company's growth playing a pivotal role in solidifying Expo's position in the industry.



SAJJADHUSSEIN M. NATHANI

EXECUTIVE DIRECTOR

A seasoned finance professional with over 30+ years of experience, he has played a crucial role in the company's financial growth and stability. He has proficiently managed the company's financial affairs, highlighting his exceptional leadership and strategic insight. His forward-thinking approach has been instrumental in transforming the company's financial landscape and ensuring long-term success.



BUSINESS OVERVIEW

PROCESS PLANT EQUIPMENTS



Pressure Vessel



Column / Towers



Heat Exchanger



Deaerators

ON-SITE ENGINEERING PROJECTS



Cone / Dome Roof Tanks



Floating Roof Tanks



Horton Spheres



Column Internals & Revamp



**Maintenance, Shut Down /
Revamp**



**Fabrication & Erection of
Equipments**

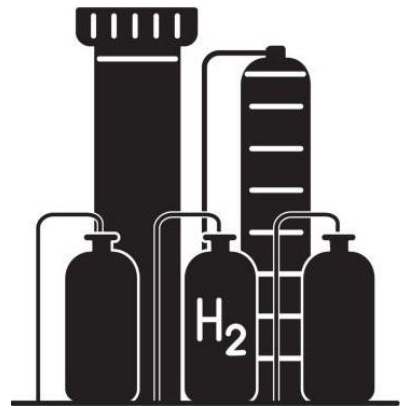


**Bullets – Mounded Storage &
Above Ground Bullets**

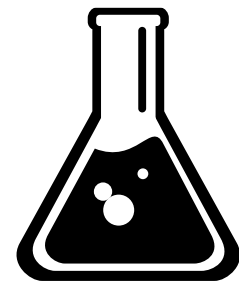


Project Piping

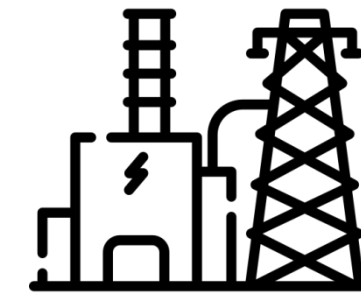
INDUSTRIES CATERED



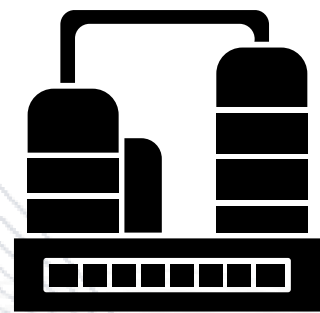
Green
Hydrogen



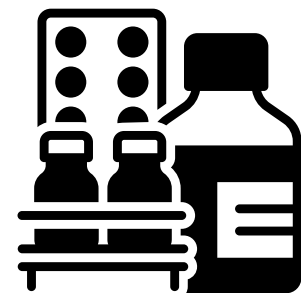
Chemicals



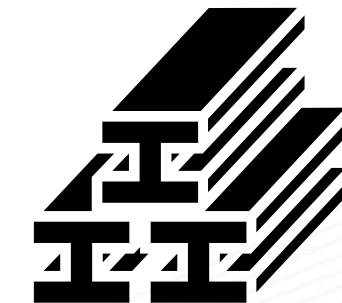
Power



Refineries



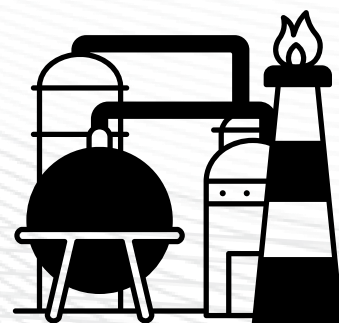
Pharmaceuticals



Steel



LNG



Petrochemicals



Fertilizer

MANUFACTURING CAPABILITIES

- Our manufacturing facility is strategically located in Murbad, Thane, approximately 90 kms north of Mumbai, covering a total plot area of nearly 5 acres (20,234.3 Sq. M)
- The main fabrication bay measures 120 Mtrs in length, 20 Mtrs in width. In 2009, this bay was further extended by an additional 42 Mtrs in length, increasing the height below the crane hook to 9 Mtrs.

| AREA ALLOCATION | SIZE |
|--------------------------------|--------------|
| Heavy Fabrication Bay | 4,000 Sq. M |
| Medium & Light Fabrication Bay | 3,473 Sq. M |
| Open Yard Facility | 11,324 Sq. M |

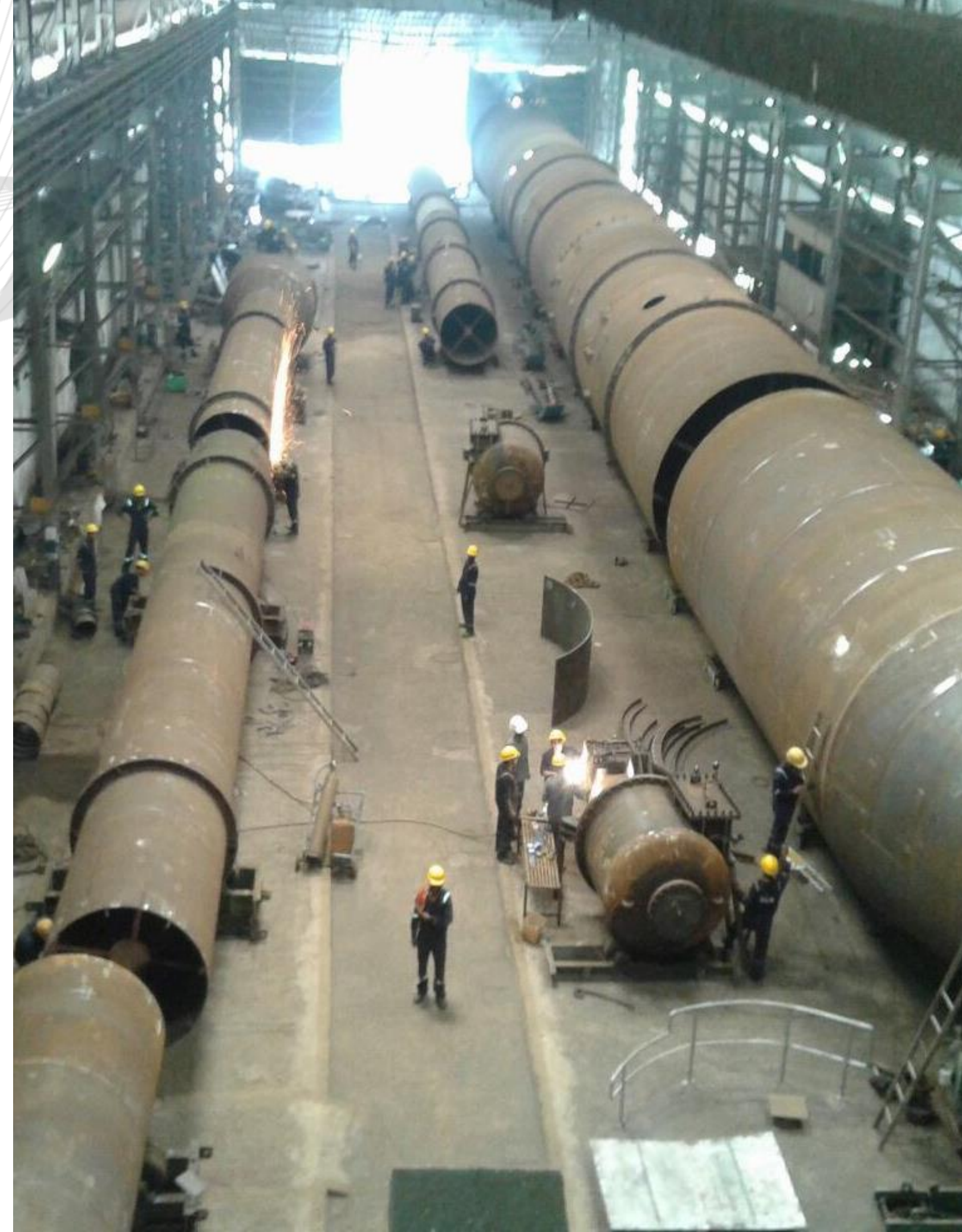
| MATERIAL HANDLING EQUIPMENTS | SIZE |
|-------------------------------------|--------------------------------|
| Electric Overhead Travelling Cranes | Up to 75 MT |
| Hydraulic Jacks | Up to 150 MT |
| CNC Profile cutting Machine | 100 mm Oxy Fuel & 35 mm Plasma |



MANUFACTURING CAPABILITIES

| EQUIPMENT DIMENSIONS | SIZE |
|---------------------------|----------------------------|
| Diameter of equipment | Up to 9 Mtrs |
| Length of equipment | Up to 120 Mtrs |
| Weight of equipment | Up to 350 Ton |
| Tube Sheet Thickness | Up to 300 mm |
| Maximum Plate Width | 2.5 Mtrs & 3 Mtrs |
| Rolling Capacity of Plate | Up to 70 mm x 3 Mtrs width |

| PROCESS | EQUIPMENT |
|---------------------------------|--|
| Submerged Arc Welding | SAW mounted on Column, Boom & Trolley type |
| | DC Power Sources – 1500, 1000 Amp |
| | Bode Long Seamer |
| Flux Cored Arc Welding | Thyristorised Rectifier (CC/CV) |
| Gas Tungsten Arc Welding | High Frequency Units |
| | Invertors |
| Automatic Shot Blasting Machine | Blast Wheel Size: 349 mm Ø |



CLIENTS SERVED



The background features a complex financial visualization. It includes a grid of various data points, some represented by small orange squares and others by white squares. A prominent yellow line graph with circular markers trends upwards from the bottom left towards the top right. In the lower portion, there are several candlestick charts with blue and white bars. The overall color palette is dominated by blue, white, and yellow. Silhouettes of a group of people in business attire are visible in the background, suggesting a corporate or financial setting.

FINANCIAL OVERVIEW

Q3 FY25 HIGHLIGHTS —●



Rs 25.31 Cr

REVENUE

Rs 1.80 Cr

EBITDA

Rs 0.67 Cr

PAT

Rs 88.84 Cr

ORDER BOOK

Rs 7.52 Cr

FUND RAISED (Q1 FY25)

Q3 PROFIT & LOSS STATEMENT



| Particulars (Rs in Cr) | Q3 FY25 | Q2 FY25 | Q-o-Q growth | Q3 FY24 | Y-o-Y growth | 9M FY25 | 9M FY24 | Y-o-Y growth |
|-------------------------------|-------------|-------------|--------------|-------------|----------------|-------------|-------------|---------------|
| Revenue from Operation | 25.31 | 31.89 | -20.63% | 14.96 | 69.18% | 74.92 | 49.47 | 51.45% |
| Raw Material Consumed | 6.38 | 7.24 | | 6.10 | | 20.69 | 17.19 | |
| (Increase)/ Decrease in Stock | 3.04 | 11.15 | | -4.03 | | 10.45 | -4.93 | |
| Employee Benefit Expense | 2.97 | 2.42 | | 2.72 | | 7.33 | 7.35 | |
| Other Expense | 1.67 | 1.41 | | 1.89 | | 5.43 | 3.48 | |
| Operating Expense | 9.45 | 7.89 | | 6.68 | | 26.03 | 21.93 | |
| EBITDA | 1.80 | 1.78 | 1.12% | 1.60 | 12.50% | 4.99 | 4.45 | 12.12% |
| Other Income | 0.00 | 0.00 | | 0.00 | | 0.00 | 0.00 | |
| Finance Cost | 0.95 | 1.00 | | 1.19 | | 2.96 | 3.19 | |
| Depreciation | 0.18 | 0.12 | | 0.12 | | 0.41 | 0.35 | |
| Profit Before Tax | 0.67 | 0.66 | 1.52% | 0.29 | 131.03% | 1.62 | 0.91 | 78.02% |
| Tax Expense | 0.00 | 0.00 | | 0.00 | | 0.00 | 0.00 | |
| Profit After Tax | 0.67 | 0.66 | 1.50% | 0.29 | 131.03% | 1.62 | 0.91 | 77.68% |

REVENUE SPLIT

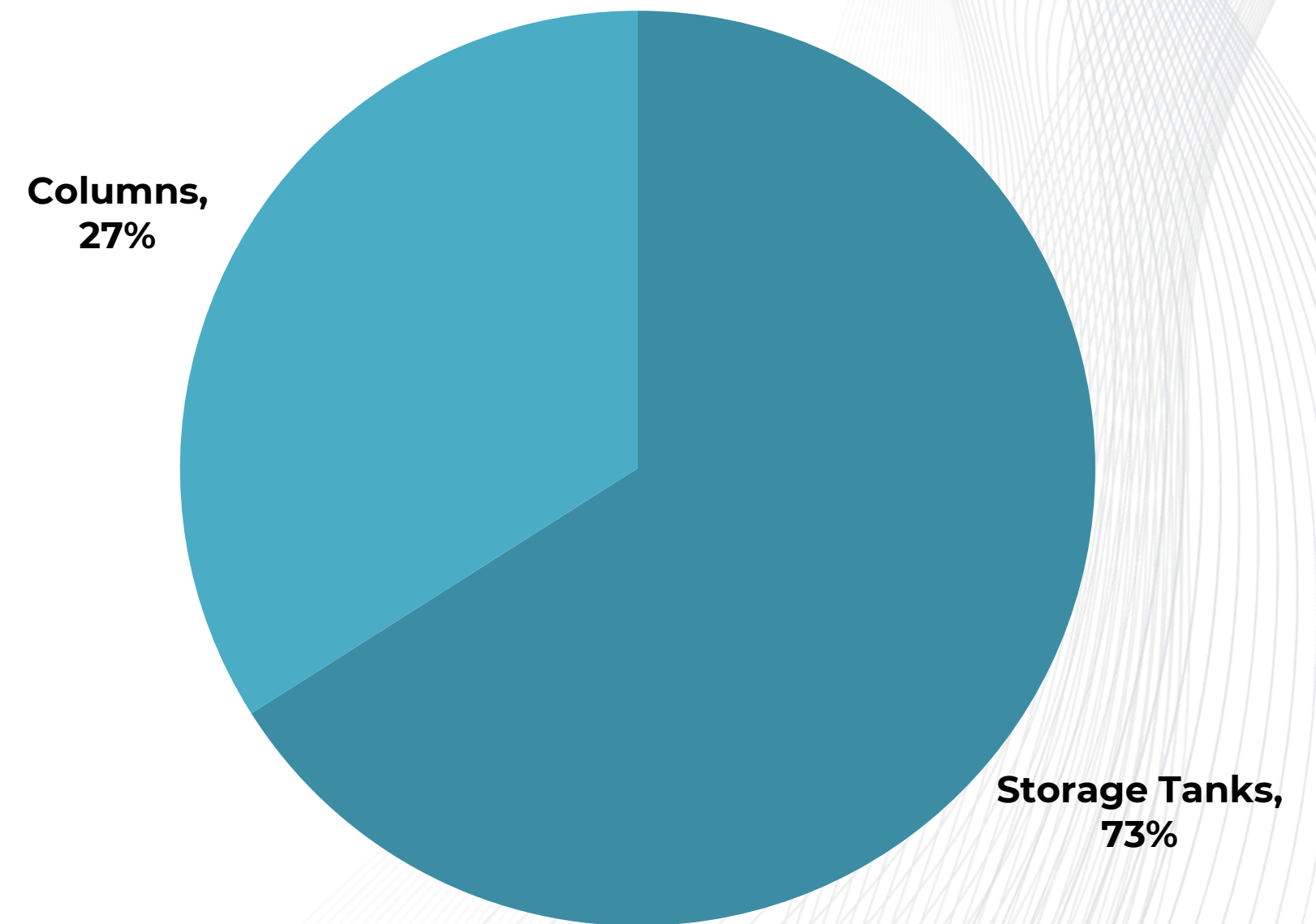
Revenue Bifurcation By Product

| Particulars (Rs in Cr) | Amount | % |
|------------------------|--------------|-------------|
| Storage Tanks | 18.57 | 73% |
| Columns | 6.74 | 27% |
| Total | 25.31 | 100% |

Revenue Bifurcation By Geography

| Particulars (Rs in Cr) | Amount | % |
|------------------------|--------------|-------------|
| Assam | 6.39 | 25% |
| Gujarat | 10.55 | 42% |
| Haryana | 0.25 | 1% |
| Karnataka | 0.42 | 2% |
| Tripura | 0.16 | 1% |
| Orissa | 0.50 | 2% |
| West Bengal | 3.76 | 15% |
| Uttar Pradesh | 0.50 | 2% |
| Maharashtra | 1.15 | 5% |
| Ladakh | 1.63 | 6% |
| Total | 25.31 | 100% |

Revenue Bifurcation By Product



ORDER BOOK SPLIT

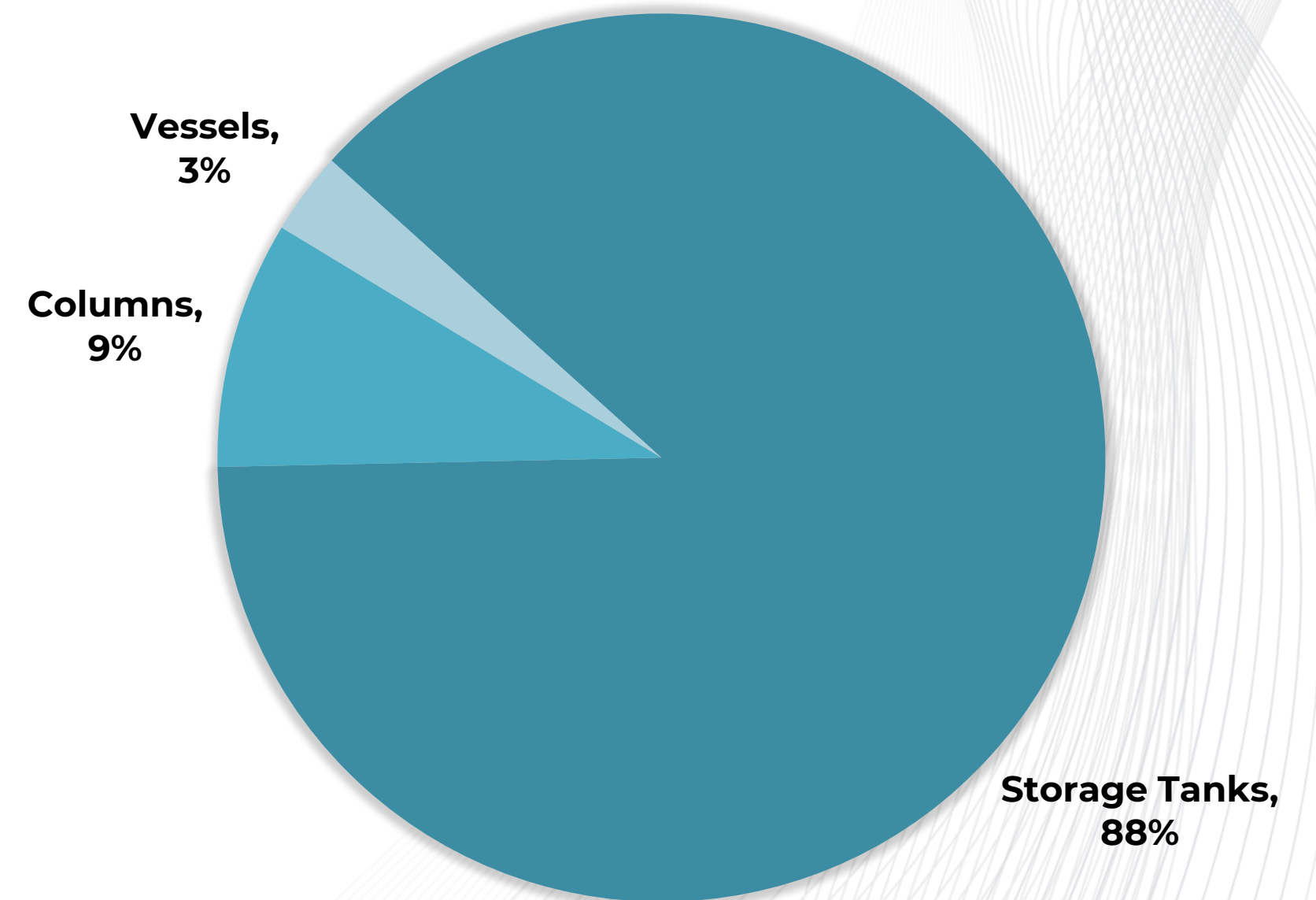
Order Book Bifurcation By Product

| Particulars (Rs in Cr) | Amount | % |
|------------------------|--------------|-------------|
| Storage Tanks | 78.15 | 88% |
| Columns | 8.15 | 9% |
| Vessels | 2.54 | 3% |
| Total | 88.84 | 100% |

Order Book Bifurcation By Geography

| Particulars (Rs in Cr) | Amount | % |
|------------------------|--------------|-------------|
| Gujarat | 19.40 | 22% |
| Assam | 5.95 | 7% |
| West Bengal | 5.78 | 7% |
| Bihar | 2.64 | 3% |
| Ladakh | 10.04 | 11% |
| Maharashtra | 7.36 | 8% |
| Tripura | 3.46 | 4% |
| Orissa | 29.76 | 33% |
| Karnataka | 3.26 | 4% |
| Uttar Pradesh | 1.19 | 1% |
| Total | 88.84 | 100% |

Order Book Bifurcation By Product



A long-exposure photograph of a firework exploding in a dark night sky. The firework's light trails form a dense, circular pattern in the center, with a bright horizontal band of light extending across the middle. The background is filled with a complex web of fine, golden light trails radiating from the center, creating a sense of motion and energy.

FUTURE OUTLOOK

SIGNIFICANT DEVELOPMENT



FUNDS RAISED:

Successfully raised funds through a preferential allotment, issuing 37,60,000 equity shares aggregating to Rs 7.52 Cr in Q1 FY25.

The funds utilized until now:

- Funding working capital requirements- Rs 4.00 Cr
- CAPEX requirements- Rs 0.52 Cr
- Bidding for new projects & hiring new engineering professionals- Rs 1.01 Cr

ORDER INFO FOR THIS QUARTER:

- We have received an order worth Rs 37.22 Cr from Bharat Petroleum Corporation Ltd for the construction of storage tanks at their Paradeep Installation.

KEY DEVELOPMENTS:

Please note that the below orders are not included in the Q3 FY25 order book of Rs 88.84 Cr.

- Indian Oil Corporation Ltd has awarded us two significant orders for the maintenance & inspection of crude oil storage tanks at their Vadinar and Chakshu installation, totaling to Rs 15.60 Cr.
- Additionally, we have secured an order from Bharat Petroleum Corporation Ltd for the maintenance and inspection of crude oil storage tanks at their Vadinar Oil Terminal, which is valued at Rs 5 Cr.
- We have also secured L1 position for one of the projects of Bharat Petroleum Corporation Ltd, which is valued at approximately Rs 25 Cr.

We are excited to announce the launch of our brand-new website, now live at <https://expogas.com/>. We invite you to explore the website and discover everything we have to offer, including our products, services, and latest updates.

THANK YOU!

CONTACT US:



<https://expogas.com/>



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