

November 13, 2024

To, The Manager (CRD) BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001	To, The Manager - Listing Department National Stock Exchange of India Ltd Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East) Mumbai - 400 051
Scrip Code: 522215	Symbol : HLEGLAS

Sub: Disclosure of Material Event / Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Corporate Presentation.

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the corporate presentation.

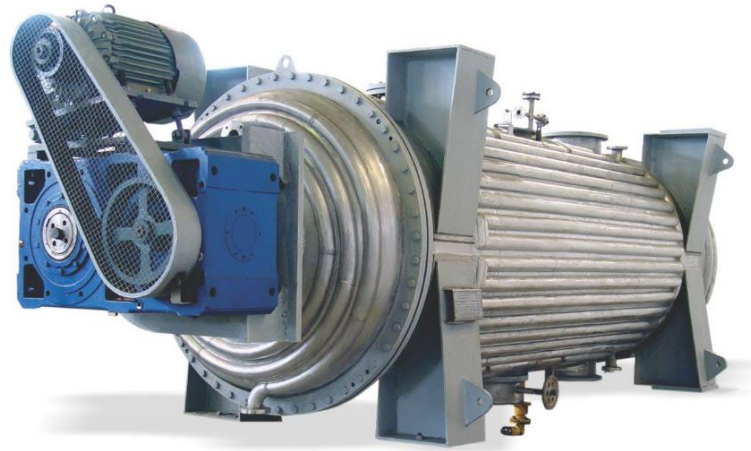
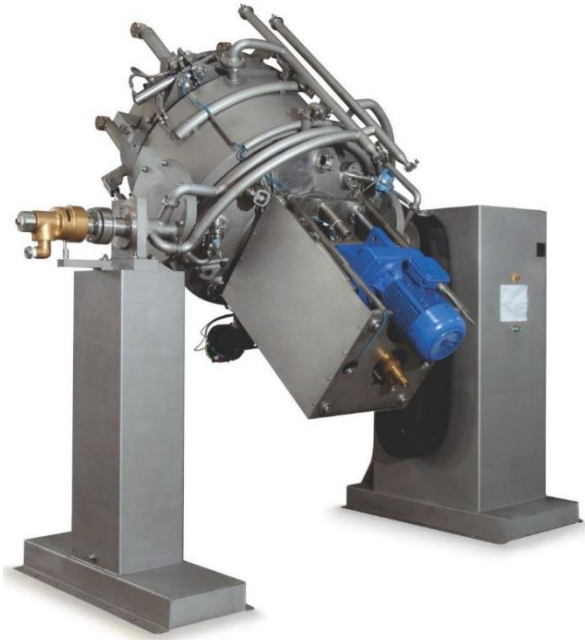
The said presentation is also uploaded on the website of the Company www.hleglascoat.com.

You are requested to take the same on records.

Thanking you.

Yours faithfully
For HLE Glascoat Limited

ACHAL S. THAKKAR
Company Secretary &
Compliance Officer



INVESTOR PRESENTATION

HLE Glascoat Limited

November 2024



This presentation has been prepared by and is the sole responsibility of **HLE Glascoat Limited** (the "Company"). By accessing this presentation, you are agreeing to be bound by the trailing restrictions.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer or recommendation to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment thereof. In particular, this presentation is not intended to be a prospectus or offer document under the applicable laws of any jurisdiction, including India. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. There is no obligation to update, modify or amend this communication or to otherwise notify the recipient if the information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate.

Certain statements contained in this presentation that are not statements of historical fact constitute "forward-looking statements." You can generally identify forward-looking statements by terminology such as "aim", "anticipate", "believe", "continue", "could", "estimate", "expect", "intend", "may", "objective", "goal", "plan", "potential", "project", "pursue", "shall", "should", "will", "would", or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

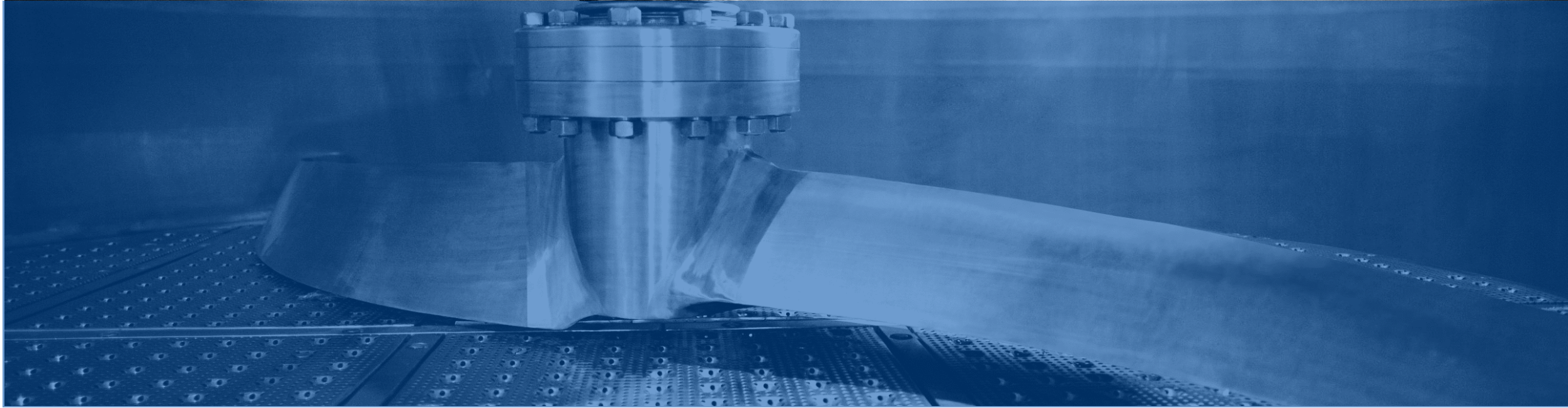
This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.



Financial Performance

Key Operating Ratios and Financial
Statements

HLE Glascoat Overview



Leading Manufacturer of specialised processing equipment critical for chemical and pharmaceutical industries

Operating in segments with high barriers to entry

Well diversified revenue streams from multiple products

Diversified order book with marquee clientele and de-risk revenue sources

Modern certified manufacturing facilities of international standards with unique product engineering capabilities

Experienced management team

Quarter at a Glance : Order Book Growth, Strong Financials, and Strategic Focus Propel Performance



Q2 FY25

₹ 23,577.9 Lakhs

Revenue From Operations
5.1% Y-o-Y

₹ 3,548.8 Lakhs

EBITDA
18.9% Y-o-Y

₹ 1,442.1 Lakhs

PAT
33.3% Y-o-Y

H1 FY25

₹ 46,285.1 Lakhs

Revenue From Operations
9.8% Y-o-Y

₹ 5,911.7 Lakhs

EBITDA
10.1% Y-o-Y

₹ 1,984.2 Lakhs

PAT
-1.3% Y-o-Y

Orderbook of ₹ 60,247 Lakhs
as on 30th Sep, 2024 with a sequential growth of
~27% providing a healthy visibility

Q2 FY25 Consolidated EBITDA **15.1%**
Q2 FY25 Consolidated PAT **6.1%**

Consolidated Net Worth ₹ **51,473 Lakhs**;

Company to acquire **26%** stake in Clean Max
Anchorage Private Limited, investing ₹**3.37 crore** for
captive solar and wind power in Gujarat

The Scheme of Amalgamation of Kinam Enterprise
Private Limited with HLE Glascoat Limited
has received the approval from the Stock
Exchanges.

The Company has reduced its long-term and
short-term debt obligations by ~**Rs 35 Crores**

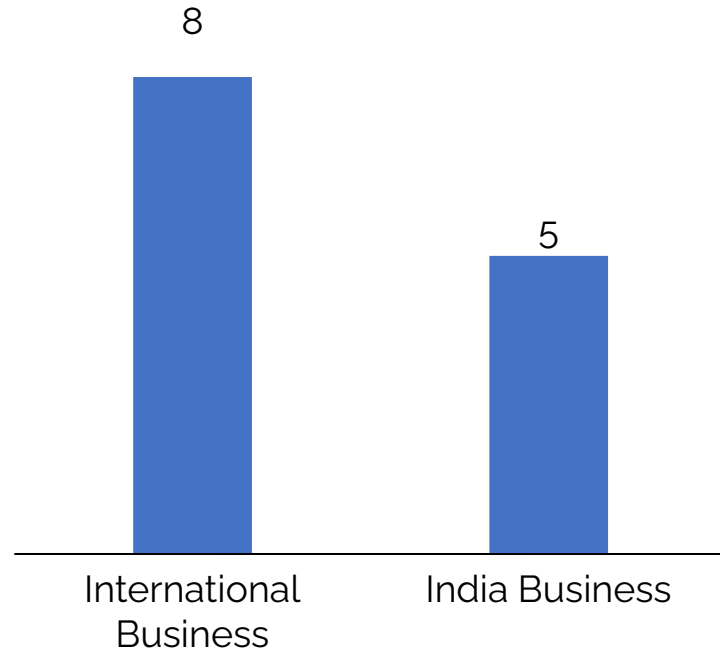
Notes: All the financial numbers are for HLE Glascoat Limited (Consolidated)

Fueling Growth: Strong Orders, New Products, and Wider Reach



Strong topline growth driven by a robust order book and inquiries

Order Book Visibility (No. of months)



₹ 602 cr
Total Order Book
(as on 30th Sep'24)

Orderbook providing visibility of 5 months for Indian business and 8 months for the International business.

Product Expansion

Successfully Launched SS Reactors.

Thaletec products are now launched in India

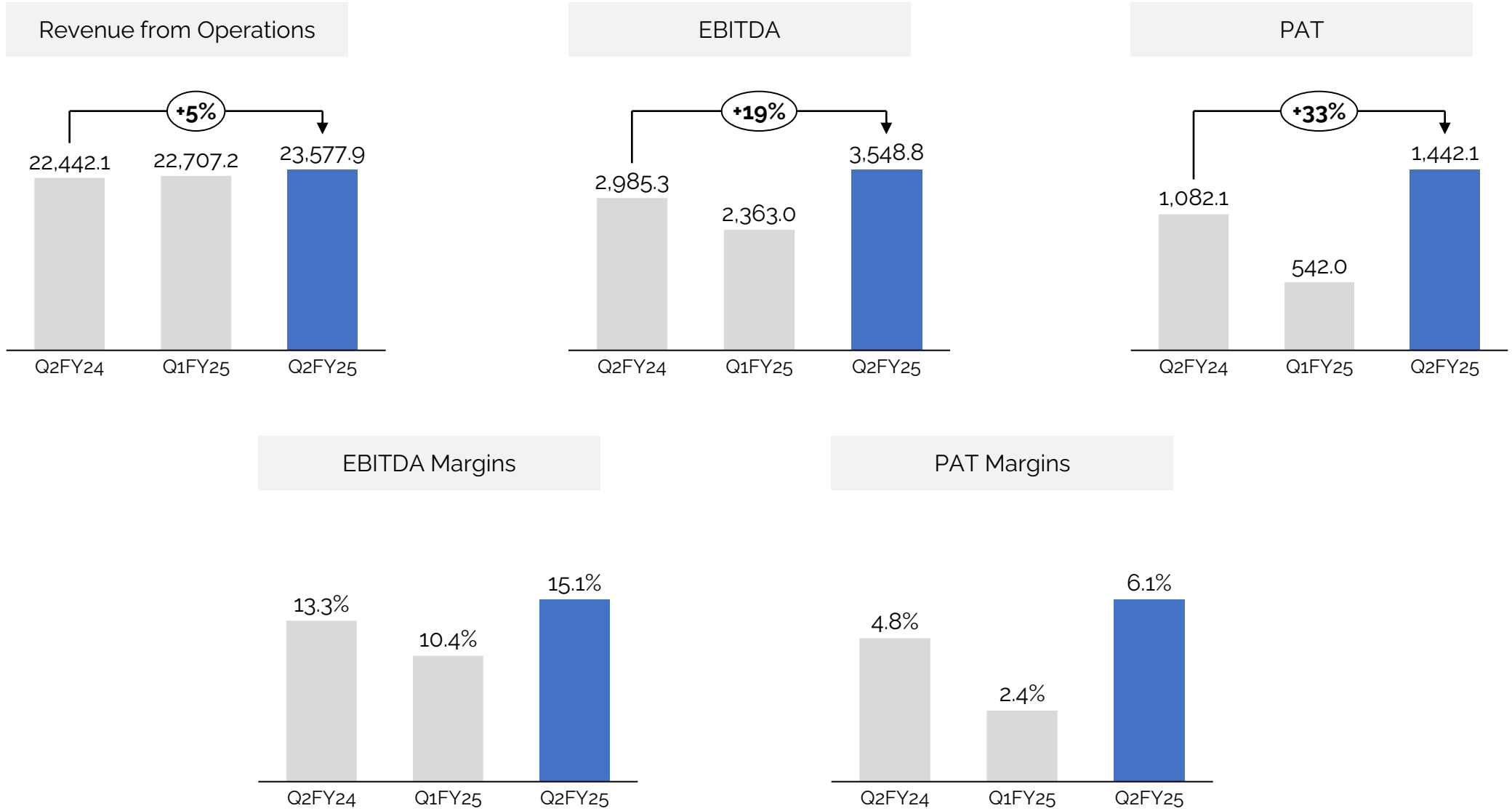
Pharmaskid and Chem-skid Systems have been launched in India

The Heat Transfer Equipment Business has now diversified into the Oil and Gas sector.

Q2FY25 Highlights



Quarterly Performance (₹ in lakhs)



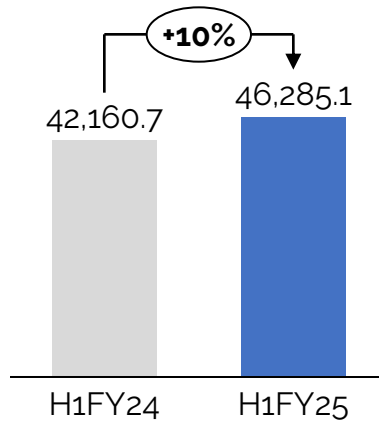
Notes: All the financial numbers are for HLE Glascoat Limited (Consolidated)

H1FY25 Highlights

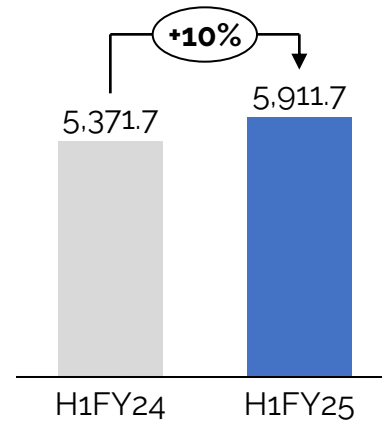


Half Yearly Performance (Rs in Lakhs)

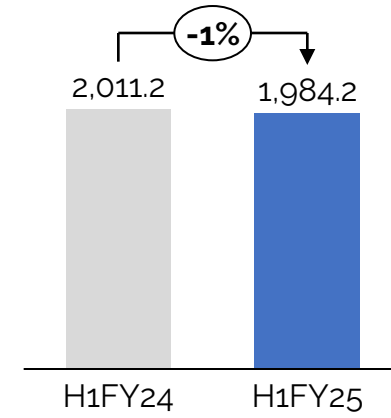
Revenue from Operations



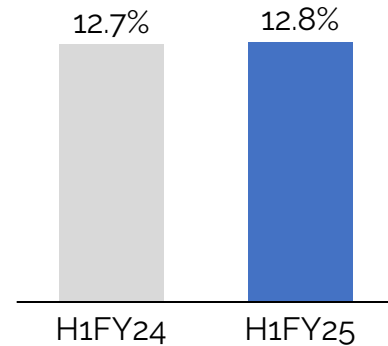
EBITDA



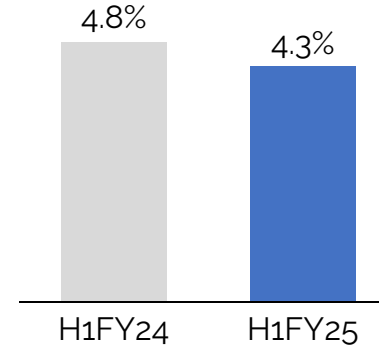
PAT



EBITDA Margins

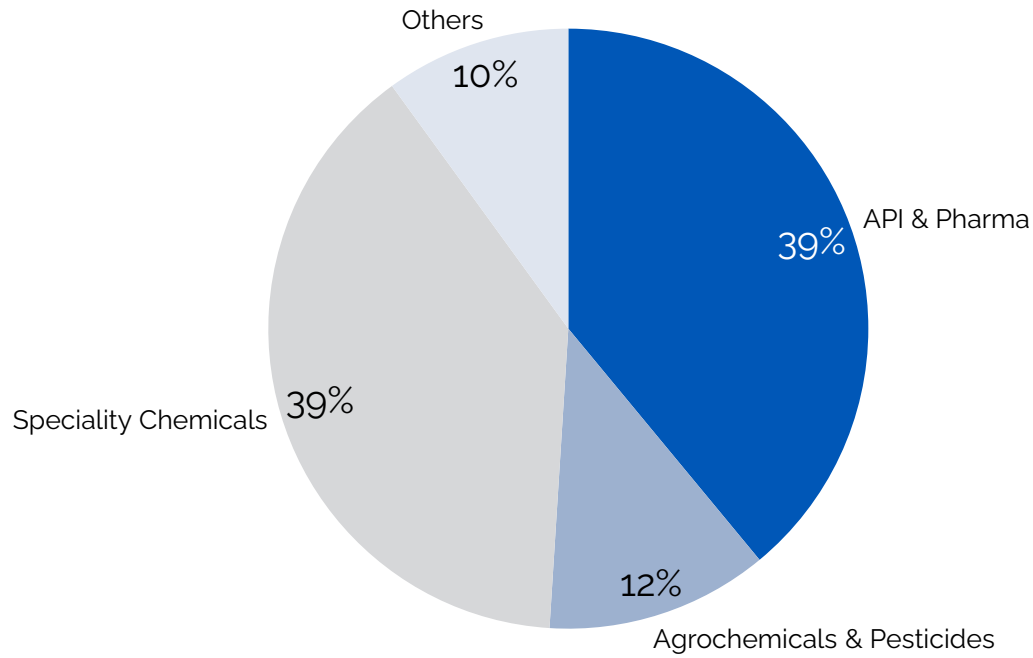


PAT Margins



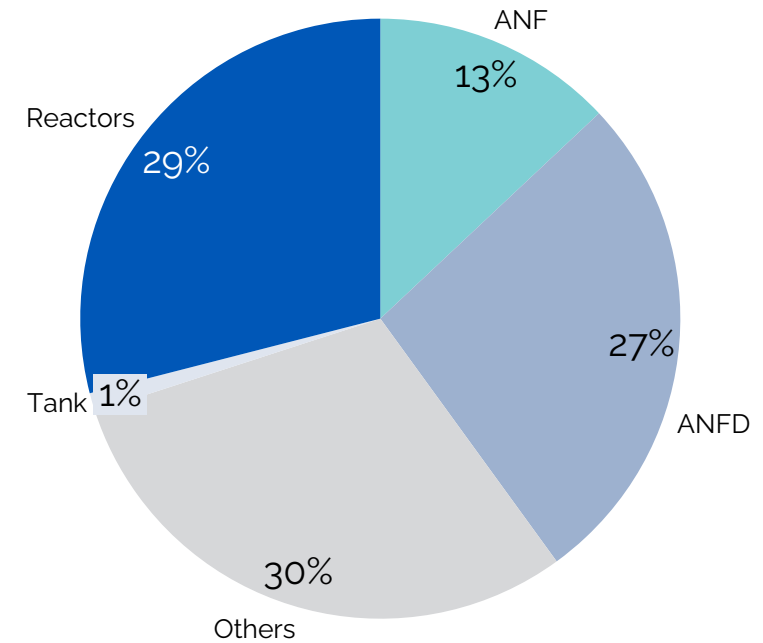


INDUSTRY-WISE REVENUE BREAK-UP



Our customers are spread predominantly across the **Chemical and Pharmaceutical Industries**

PRODUCT-WISE REVENUE BREAK-UP



Well diversified revenue streams **from multiple products**

Profit & Loss: Q2 FY25



₹ in Lakhs

Particulars	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Y-o-Y
Revenue from Contract with Customers	23,577.9	22,442.1	5.1%	22,707.2	3.8%	46,285.1	42,160.7	9.8%
Other Income	138.8	339.0		178.4		317.2	407.3	
Total Revenues	23,716.6	22,781.1	4.1%	22,885.6	3.6%	46,602.2	42,568.1	9.5%
Cost of Materials Consumed	10,956.6	12,375.8		10,180.5		21,137.1	23,268.8	
Changes in Inventories of Finished Goods and Work-in-Progress	-1,521.4	-2,090.8		-383.0		-1,904.4	-4,817.3	
Total Raw Material	9,435.1	10,285.0	-8.3%	9,797.5	-3.7%	19,232.6	18,451.5	4.2%
Employee Benefits Expenses	4,742.4	4,016.5		4,983.6		9,726.0	8,219.2	
Other Expenses	5,990.3	5,494.3		5,741.5		11,731.8	10,525.7	
EBIDTA	3,548.8	2,985.3	18.9%	2,363.0	50.2%	5,911.7	5,371.7	10.1%
EBIDTA %	15.1%	13.3%	170 bps	10.4%	460 bps	12.8%	12.7%	-
Depreciation and Amortization Expense	730.3	606.6		726.1		1,456.4	1,202.9	
EBIT	2,818.5	2,378.8	18.5%	1,636.9	72.2%	4,455.4	4,168.8	6.9%
Finance Costs	865.2	577.1		944.2		1,809.4	1,054.7	
Profit before Tax and Exceptional Items	1,953.2	1,801.7	8.4%	692.7	182.0%	2,646.0	3,114.1	-15.0%
Exceptional Items	-	187.2		-		-	187.2	
Tax	511.1	532.5		150.7		661.8	915.8	
Profit for the Year (PAT)	1,442.1	1,082.1	33.3%	542.0	166.1%	1,984.2	2,011.2	-1.3%
PAT %	6.1%	4.8%		2.4%		4.3%	4.8%	

Note: Kinam financial numbers included in the consolidated financials of HLE Glascoat with effect from 26th September, 2023.
On Consolidated Basis

Balance Sheet: As on 30th September 2024



Particulars	Sep-24	Mar-24
Non-Current Assets		
Property, Plant and Equipment	32,225.0	31,467.2
Right of use assets	3,192.5	3,008.3
Capital Work-in-Progress	3,089.1	1,943.1
Investment Property	129.9	132.3
Goodwill	4,036.6	4,034.7
Other Intangible Assets	15,463.6	15,472.0
Financial Assets;		
(i) Other financial assets	444.2	500.2
Deferred Tax Assets	324.2	11.0
Non-current tax assets (Net)	1,672.3	1,395.2
Other non-current assets	165.7	204.7
Total Non-current assets	60,743.2	58,168.7
Current Assets		
Inventories	33,497.9	31,214.9
Financial Assets		
Trade Receivables	15,581.7	23,718.0
Cash and Cash Equivalents	2,551.3	3,328.6
Bank Balances	2,436.1	1,218.3
Loans	33.3	23.9
Other financial assets	399.9	274.1
Other Current Assets	3,192.7	2,249.2
Total Current assets	57,692.9	62,027.0
TOTAL ASSETS	1,18,436.1	1,20,195.7

Particulars	Sep-24	Mar-24
Equity Share Capital	1,365.3	1,365.3
Other Equity	41,751.4	40,314.8
Non-Controlling Interest	8,356.5	7,990.2
Total Equity	51,473.3	49,670.4
LIABILITIES		
Non-Current Liabilities		
Borrowings	12,450.2	14,670.8
Lease Liabilities	2,592.2	2,367.1
Other Financial Liabilities	1,242.5	1,491.7
Deferred Tax Liabilities (Net)	1,168.6	1,173.3
Other non-current Liabilities	6.8	8.6
Provisions	1,335.6	2,082.5
Total Non-current Liabilities	18,796.0	21,794.0
Current Liabilities		
Borrowings	20,370.6	21,576.1
Lease Liabilities	381.5	348.0
Trade Payables	9,881.3	11,060.8
Other financial Liabilities	3,055.1	2,326.3
Provisions	1,929.5	1,005.5
Other Current Liabilities	11,995.4	12,277.0
Current Tax Liabilities	553.5	137.8
Total Current Liabilities	48,166.8	48,731.4
Total Liabilities	66,962.8	70,525.3
TOTAL EQUITY AND LIABILITIES	1,18,436.1	1,20,195.7

Note: Kinam financial numbers included in the consolidated financials of HLE Glascoat with effect from 26th September, 2023.

On Consolidated Basis

Cash Flow Statement: As on 30th September 2024



Cash Flow Statement	HYSep-24	FYMar-24	HYSep-23
Cash Flow from Operating Activities			
Profit before Tax	2,646.0	5,867.7	2,927.0
Adjustment for Non-Operating Items	3,199.2	6,220.6	2,249.9
Operating Profit before Working Capital Changes	5,845.2	12,088.3	5,176.9
Changes in Working Capital	3,539.9	-66.8	2,555.2
Cash Generated from Operations	9,385.1	12,021.5	7,732.1
Less: Direct Taxes paid	-736.2	-2,595.3	-1,020.6
Net Cash from Operating Activities	8,648.9	9,426.2	6,711.5
Cash Flow from Investing Activities	-3,627.3	-4,547.2	-10,426.6
Cash Flow from Financing Activities	-5,798.9	-1,820.3	6,432.6
Net increase/ (decrease) in Cash & Cash equivalent	-777.2	3,058.8	2,717.5
Cash and cash equivalents at the beginning of the period	3,328.6	268.2	268.2
Cash and cash equivalents at the beginning of the period on the acquisition of subsidiary	-	1.5	1.5
Cash and cash equivalents at the end of the period	2,551.3	3,328.6	2,987.3

Note: Kinam financial numbers included in the consolidated financials of HLE Glascoat with effect from 26th September, 2023.

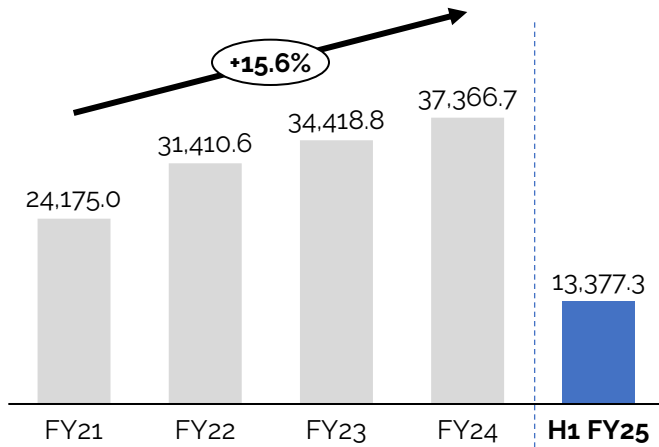
On Consolidated Basis

Segmental Performance

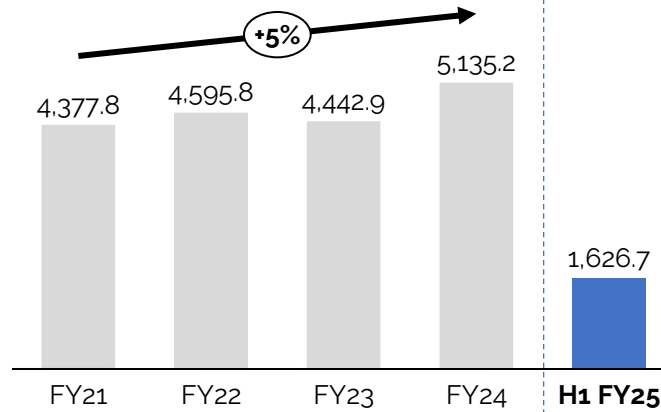


₹ in Lakhs

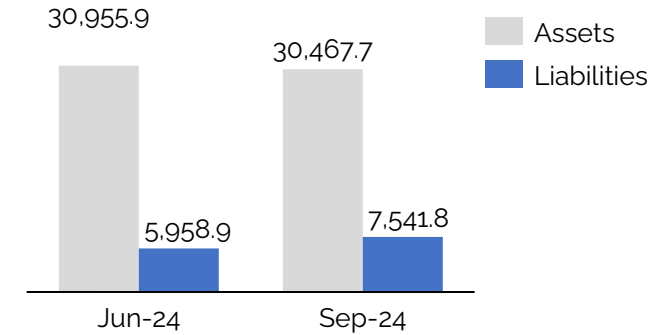
Segment Revenue



Segment Result - EBIT

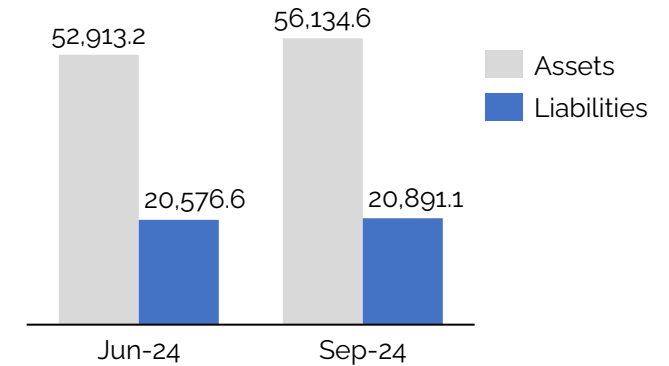
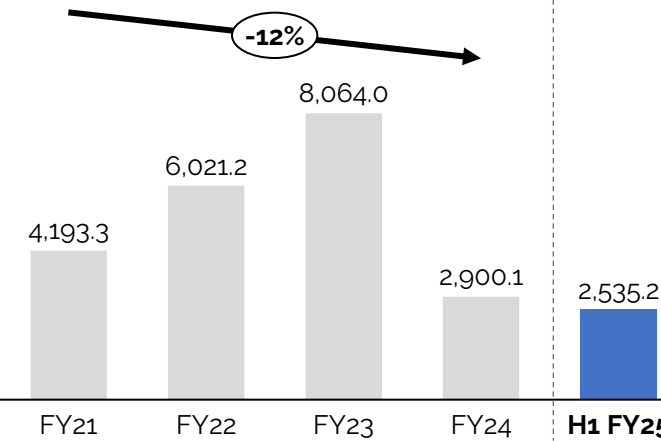
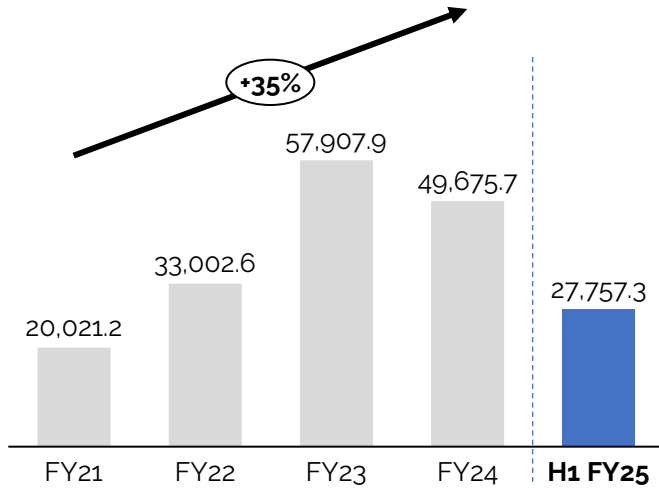


Segment Assets & Liabilities



Filtration, Drying and Other Equipment

Glass Lined Equipment



Notes: All the financial numbers are for HLE Glascoat Limited (Consolidated)

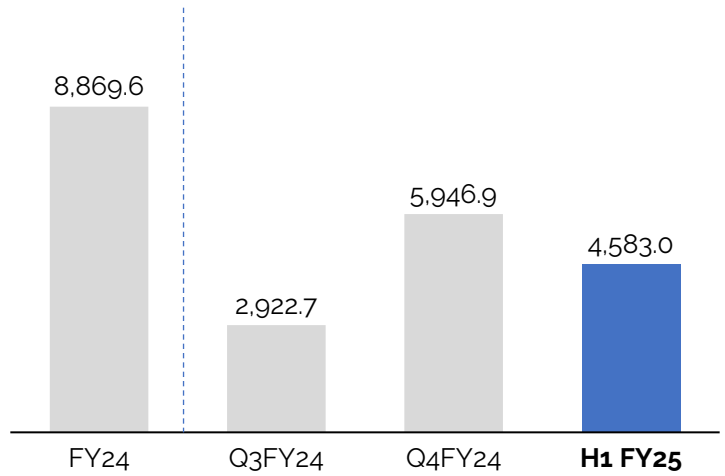
Segmental Performance



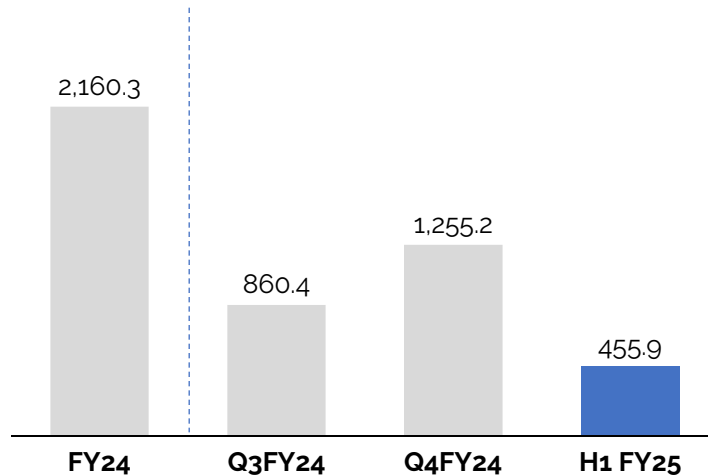
₹ in Lakhs

Heat Transfer Equipment

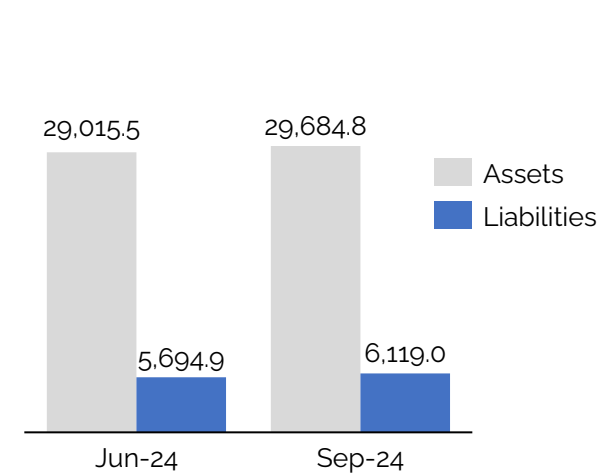
Segment Revenue



Segment Result - EBIT



Segment Assets & Liabilities

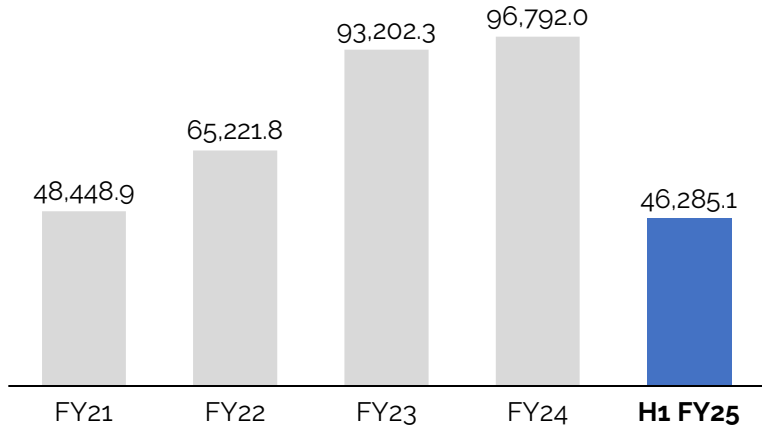


Notes: All the financial numbers are for HLE Glascoat Limited (Consolidated)

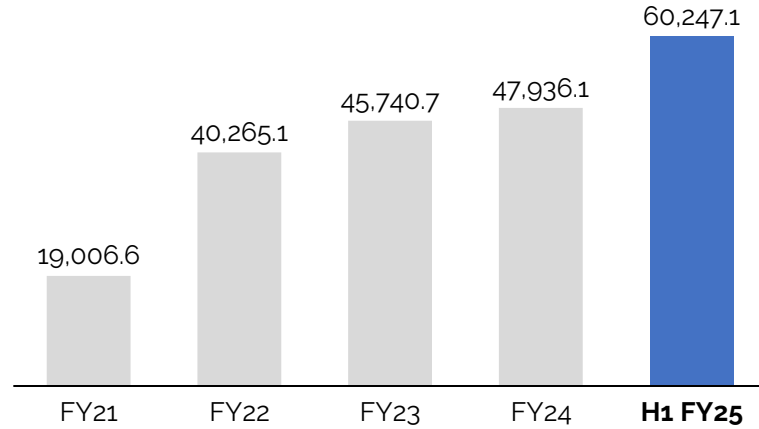
Financial Performance - Consolidated



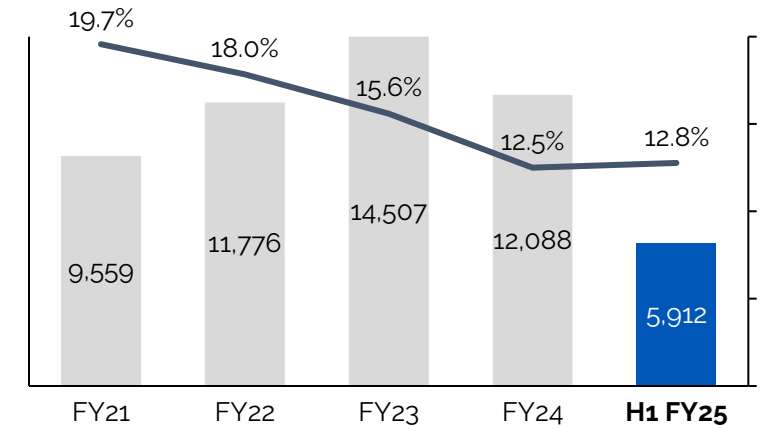
Revenue from Operations (₹ Lakhs)



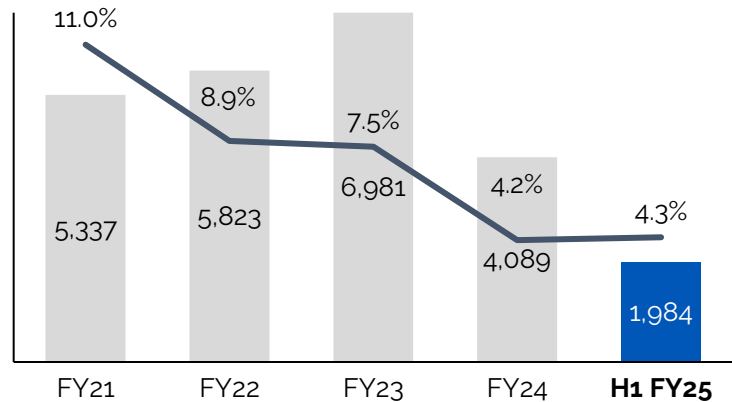
Order Book (₹ Lakhs)



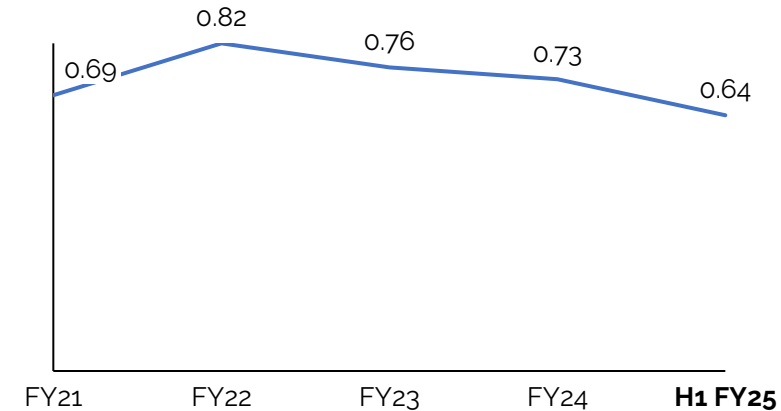
EBITDA (₹ Lakhs) & EBITDA Margin



PAT (₹ Lakhs) & PAT Margin

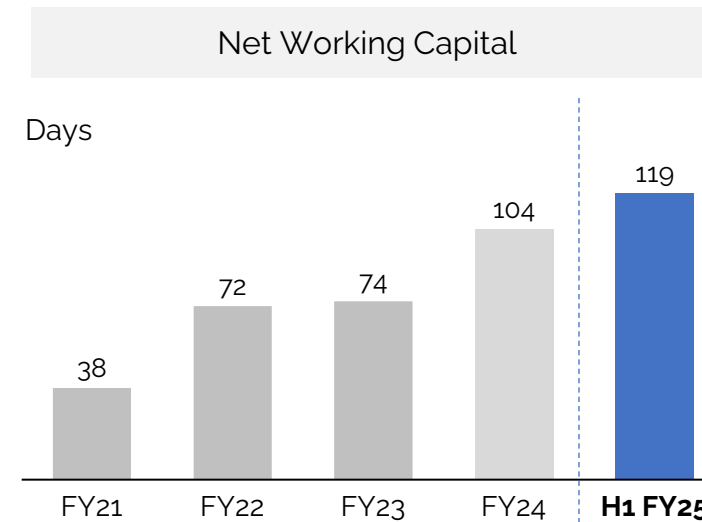
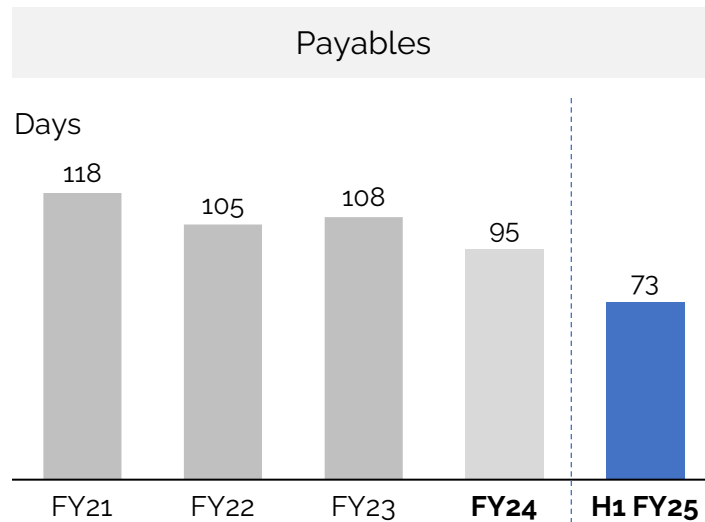
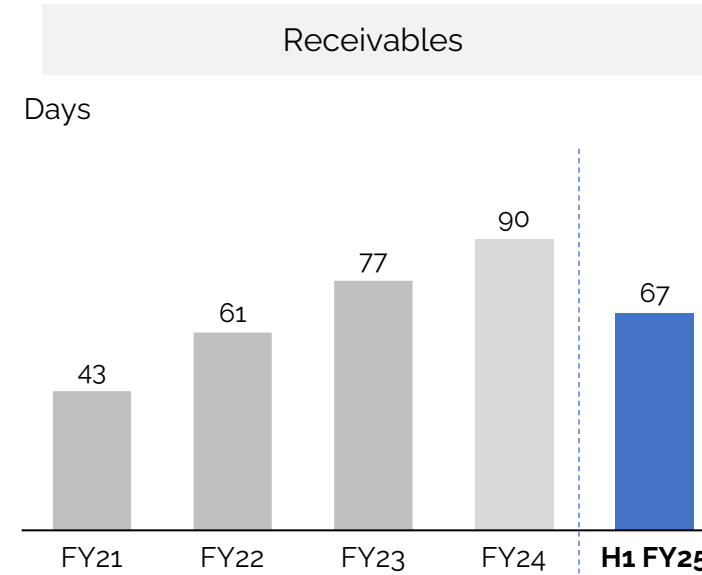
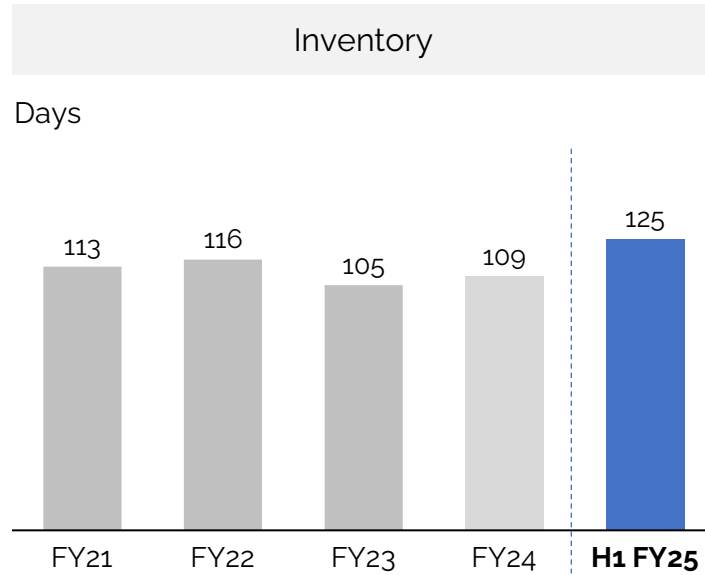


Total Debt to Equity Ratio



Notes: All the financial numbers are for HLE Glascoat Limited (Consolidated)

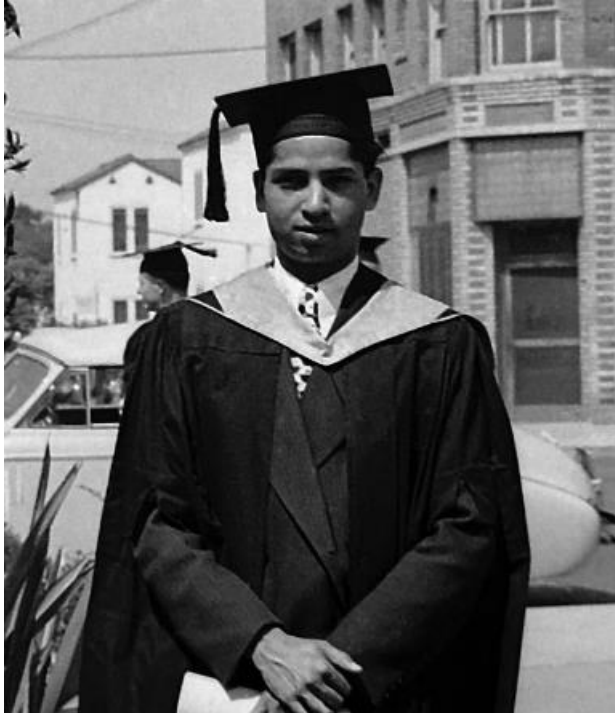
Working Capital Analysis





Evolution of the Group

Growth from Engineering Excellence



“

Late Dr. K. H Patel, obtained his Master's Degree in Chemical Engineering from University of Southern California and PhD from Columbia University New York, returned home to contribute to a newly independent India.

”

The foundation of Patel Group was laid by late Dr. K. H. Patel

Over the years, the Group has expanded its horizon. The Group is a leading manufacturer of –

- Market leader in Filtration & Drying
- Glass Lined Equipment
- Heat Transfer Equipment



Glass Lined Equipment



Filtration & Drying Equipment





Filtration

Agitated Nutsche Filters
Agitated Nutsche Filter-Dryers
Kilo-lab Filter-Dryers



Drying

Rotary Vacuum Paddle Dryers
Rapid Disc Dryers/Coolers
Spherical Dryers
Pan Dryers



Custom Jobs

Tailor made equipment in a range of MOCs fabricated up to 75mm thick, 60 m3 capacity and over 100 bar pressure



Glass Lined Equipment

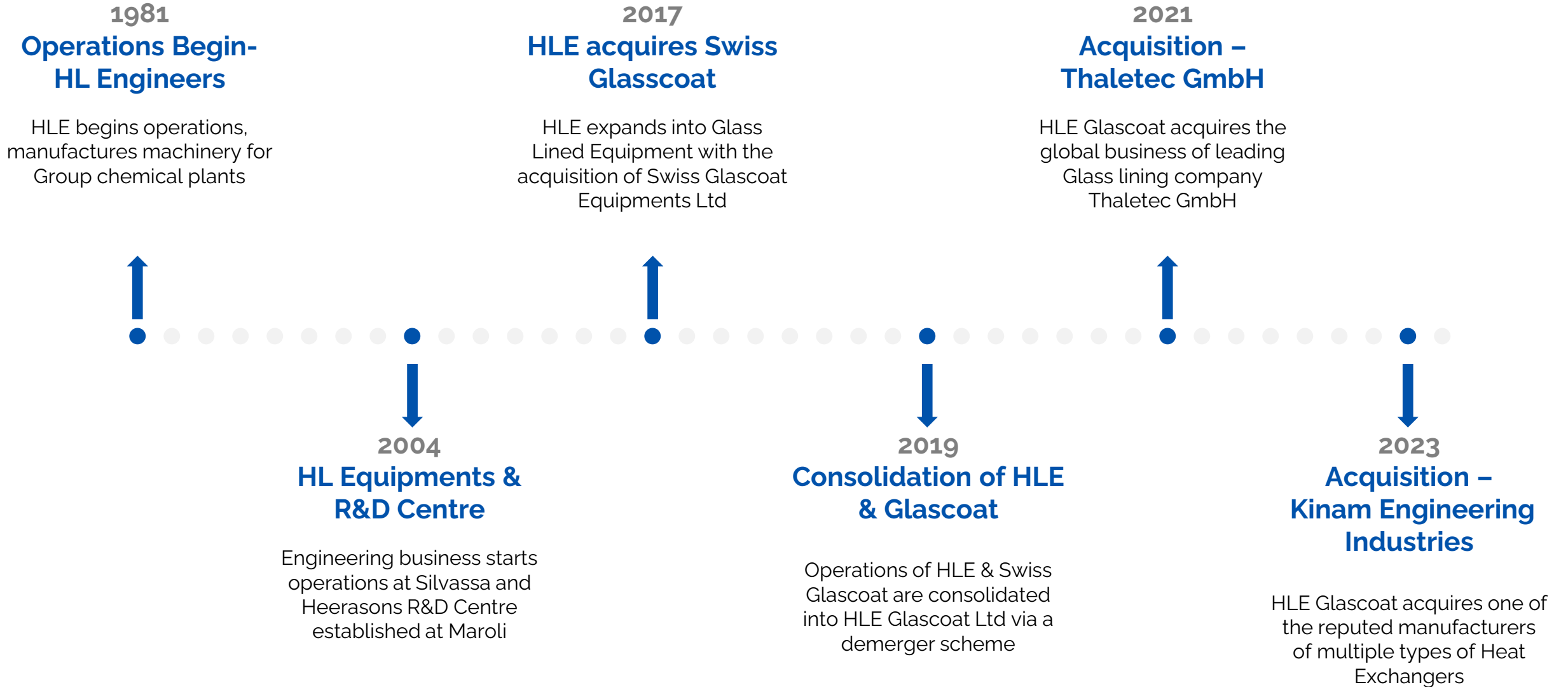
GL Reactors
GL Tanks
GL Heat Exchangers
GL Columns
GL Pipes & Fittings
GL Filters & Dryers



Exotic Metal Fabrication

Various Equipment in a range of exotic alloys and composite materials clad with Hastelloy and Inconel. The Company has the ability to handle exotic metals

Our Journey: Key Milestones



Our Journey: Key Milestones



30+
*Years of Filtration
and Drying*

**Largest
Player in India**

"Preferred Supplier"

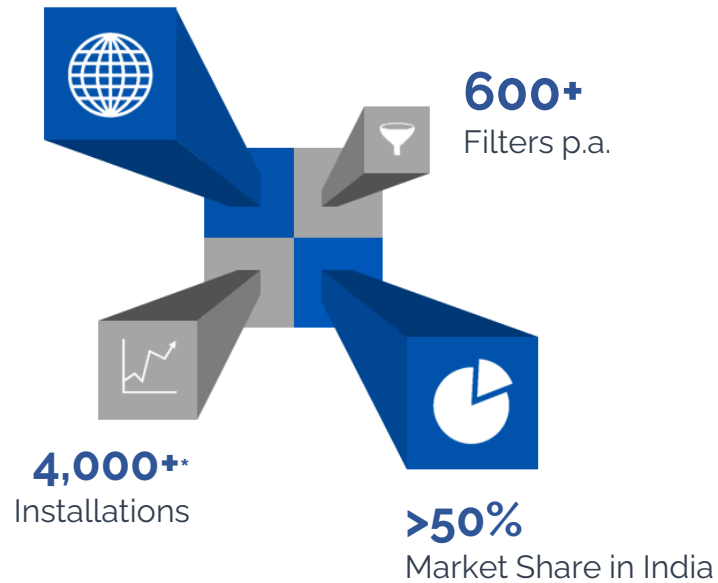
25+
*Years of Glass
Lining*

**One of the Largest
Players in India**

In Glass Lined Equipment

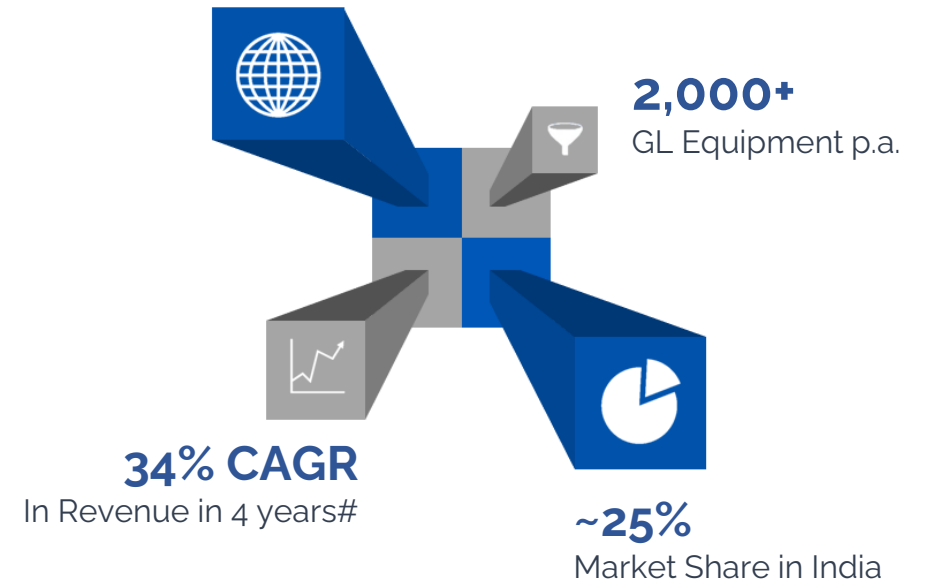
Leading

Manufacturer of ANFDs



Global Presence

Acquisition of Thaletec



*Note: Data from 2010 Onwards; #for glass lined equipment segment from FY20-FY24 – consolidated financials



MAROLI WORKS

- 15,000 m² built-up area with nearly 13,000 m² covered under 40 EOT cranes.
- Machine shop including VMCs, CNC Turn-mill, CNC drilling, VTLs, Amada Punching Press, and Rolling.
- Welding capabilities with pulsed arc welding systems and over 100 qualified welders.
- Jigs, fixtures, welding manipulators and specialized tooling
- Productivity, throughput and budgetary controls through customized ERP solutions.



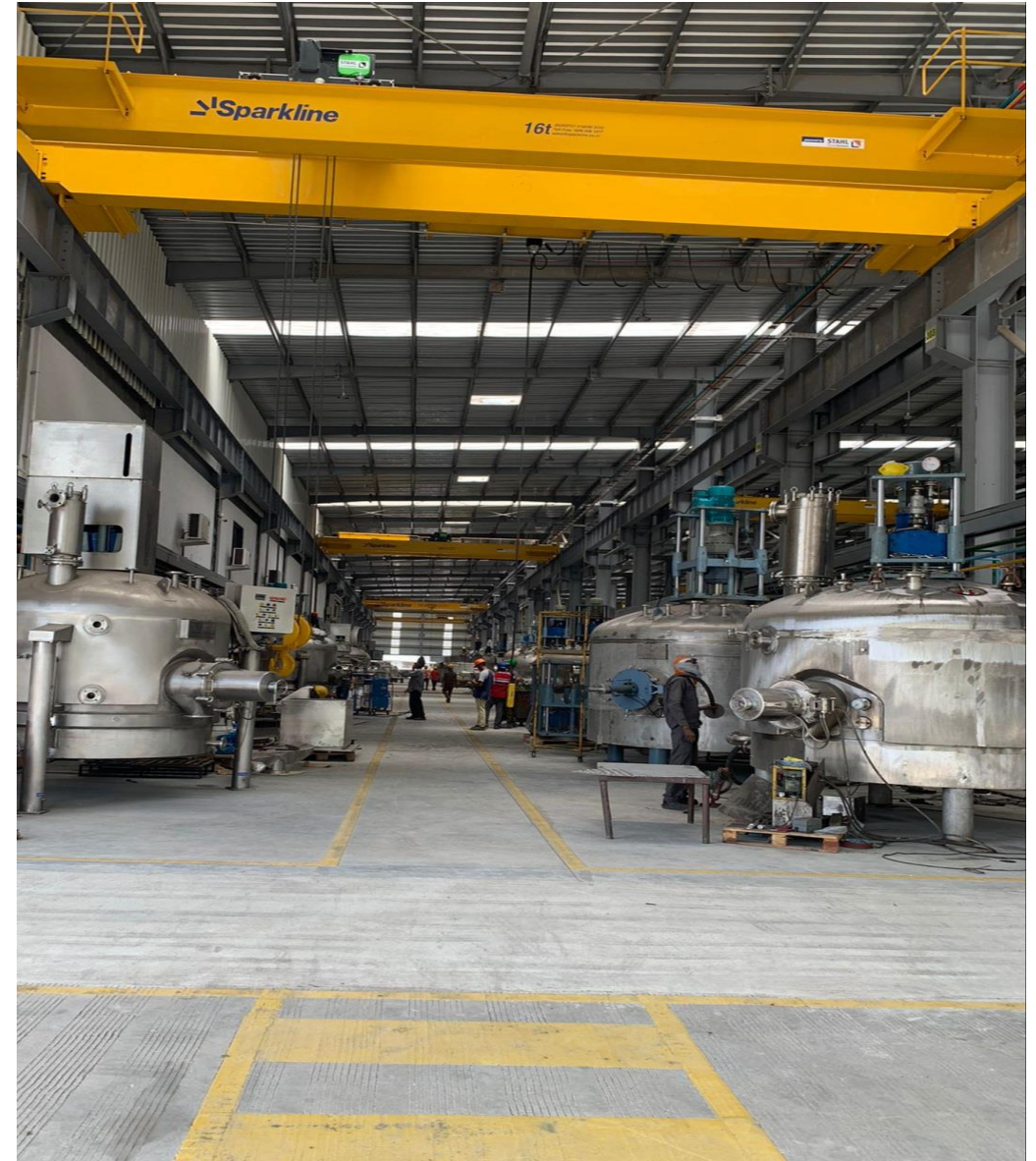
ANAND WORKS

- 20,000 m² floor area covered by 33 EOT cranes.
- Five SCADA controlled electric and gas fired furnaces for glass lining.
- Four dedicated furnaces for glass lining of components.
- Robotic welding set-up for critical pressure part weld joints.
- Highly automated manufacturing process with CNC SPMs for accuracy & repeatability.
- Productivity, throughput and quality control through customized ERP solutions.



SILVASSA WORKS

- 8600 m² floor area covered by 18 EOT cranes.
- Well developed welding capabilities with pulsed arc welding systems and over 30 qualified welders.
- Jigs, fixtures, welding manipulators and specialized tooling for fast and repeatable performance.
- Machine shop including VMCs, CNC Turn-mill, CNC drilling and VTLs.
- Fixtures and tooling geared towards low-cost, high volume manufacturing of Monoblock ANFDs.





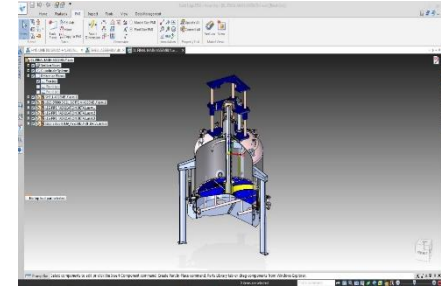
Pilot Plant and R&D Facility

- Pilot plant and R&D facility present at Maroli
- Our pilot plant enables our customers to conduct thorough trials on out ANFDs and RVPDs.
- Coupled with our Chemical Engineering Capabilities, this facility also offers end-to-end process development and scale-up services for a wide range of chemicals.



Application Center Fully Equipped With

- Filtration & Drying Equipment – ANFDs, RVPDs Distillation System
- Reactors and Autoclaves in a range of MOCs Melt Crystallizer and Loop Reactor
- Utilities like Steam, Air, Vacuum and Chilling
- Analytical Lab with HPLC, GC and Spectrophotometry



Design and Engineering Capabilities

- Design & Engineering team of more than 35 engineers.
- Operate a completely integrated 3D CAD/CAM platform for efficient product lifecycle management and error-free, first-time-right designs.
- Implemented design codes for quick turnaround time and high degree of customizability.
- Proficient in all global design codes and standards.



Chemical Engineering Solution Providers and not just Equipment Manufacturers



Pilot Plant



Application Center



Design Capabilities



Special Purpose Machines (SPMs) and Tooling

- Optimized every step of the fabrication process with SPMs developed and built by our team of process engineers.
- Our SPMs dramatically reduce the manhours required for a job and increase process repeatability. At the same time, they provide the flexibility that custom manufacturing demands.



Unmatched Welding Capability

- Facility has two importing robotic welding arms
- Our two robotic welding stations greatly reduce manhours and provide impeccable and repeatable welding performance.
- Our welding prowess is demonstrated by our team of over 200 qualified welders.



Precision Machining Capability

- We have widely adopted CNC machine tools that
- Our edge in precision machining is derived from a mix of large sized conventional machine tools and latest CNC machines which dramatically reduce machining hours and greatly improve accuracy and repeatability.

Productivity Management & Production Planning

- Our team of IT engineers constantly develop and implement innovative solutions for production planning, scheduling and productivity management.
- Highly customized software enables us to accurately control manhour costs for every job and enables the planning team to ensure on-time delivery of orders.



Job No.	Part No.	QTY	Start Date	End Date	Status	Cost	Manhours
101	101-001	100	2023-01-01	2023-01-15	Completed	1000	1000
102	102-001	200	2023-01-16	2023-01-30	In Progress	2000	2000
103	103-001	50	2023-01-31	2023-02-15	Planned	500	500
104	104-001	100	2023-02-16	2023-02-30	Planned	1000	1000
105	105-001	100	2023-03-01	2023-03-15	Planned	1000	1000



1 ASME Accreditation

Authorized to use ASME 'U', 'NB' and 'R' Stamps for pressure vessels.

2 CE Compliance

Designing and manufacturing in compliance with CE as per Pressure Equipment, ATEX, Machinery, Electromagnetic, Low Voltage and other Directives

3 JIS Compliance

Designing and manufacturing in compliance with 'JIS'.

4 ISO 9001:2015

We are an ISO 9001:2015 certified Company

5 EAC Certification

Certified for manufacturing pressure vessels as per the Russian Directives.



Tilting Multifunction ANFD USA

Reactor, Filter, Dryer and Crystallizer built into one
ASME U-Stamp Certified
MOC: SS316L



8KL Pharma RVPD India

A cantilever RVPD, supplied with a quick opening front cover.
MOC: SS316L



ANFD for Sterile Application Australia

ANFD with isolator and SIP system for Sterile application
MOC: SS316L



30KL RVPD India

Supplied with dust filters that are appropriately sized according to the nature of the product handled.
MOC: SS316L



3.1m ANFD with Quick Opening Bottom USA

ANFD with the largest quick opening toothed bayonet clamp
MOC: SS316L



Telescopic RVPD India

Rail mounted body of this RVPD can be moved to completely expose the shaft for easy cleaning.
MOC: SS316L

Project Showcase: Glass Lined Equipment



Delivered Products at Scale

Large Project Orders

327 nos. of equipment
In a single order

Reactors

GMP reactors executed
up to 40KL in size

Storage Tanks

Multiple units of 65KL,
supplied



50 and 65 KL Tanks India

Glass lined vessels supplied in the Indian market followed by a repeat orders, taking the total to 8 installations.



25KL High Pressure Reactor India (European MNC)

High pressure glass lined reactor designed at 13 bar pressure.



11KL Photochemical Reactor India (European MNC)

11KL reactor with white-glass and multiple nozzle openings for photo-chemical reactions.



1.6 m Dia Column India

Producer of distillation columns in India



32 and 40KL GMP Reactors India

Glass lined GMP reactors manufactured and sold in the country.

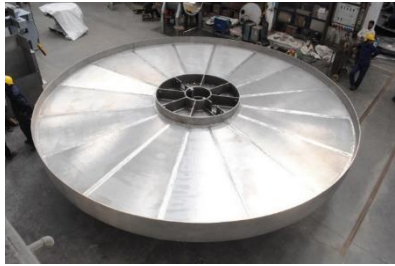


25KL High Pressure Reactor Turkey

High pressure reactor designed for 13 bar internal pressure



14m2 Plate Type Condenser India



Continuous Pan Filter

Germany

6m diameter pan for a continuous type filter rotating within the tolerance of 3mm
MOC: Inconel



Oyster Filter

Germany

6m Diameter rotating type continuous filter, compliant with ASME, CE and JIS Standards
MOC: SS316L



High Pressure Separator

USA

Skid mounted pressure vessels with a Design Pressure of 170 bar, ASME U-stamp certified
MOC: SS304L



Ring Disc Reactor

India

Reactor for Continuous Polymerization of Polypropylene
Weight: 65MT
MOC: SS316L



Nickel Autoclave

India

Autoclave with 35 bar working pressure and a unique disintegrator type agitator
MOC: Nickel Cladded on CS



Roto-cone Filter Dryer

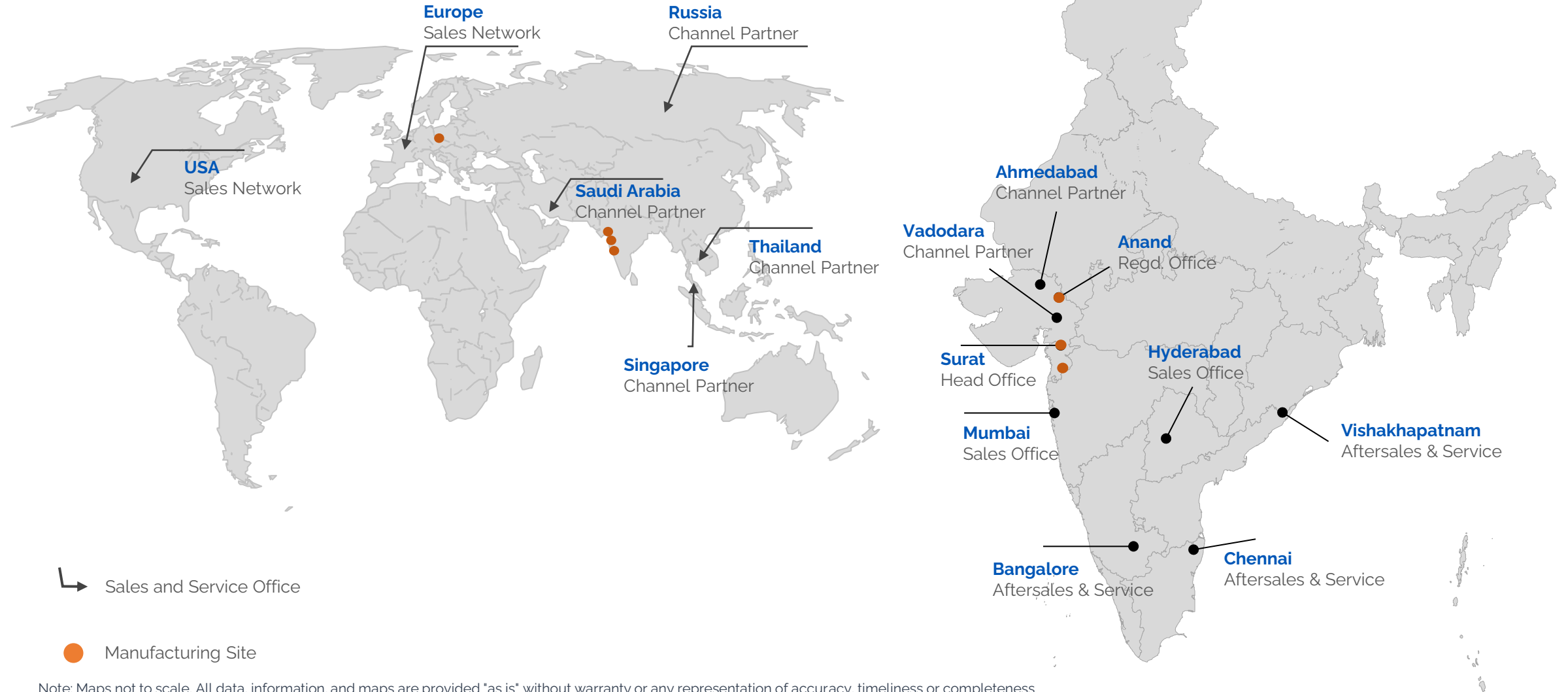
India

Filtration function built into a Rotocone Vacuum Dryer
MOC: SS316L

Geographical Presence



Strong Domestic Sales Network and Global Footprint



Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Experienced Management Team



Himanshu Patel

He is a qualified Electrical Engineer graduating from the University of Bombay in the year 1976 and has more than 45 years of experience in the business of chemicals and engineering.



Nilesh Patel

He has completed his BSc (Chemistry) from the University of Bombay and has more than 37 years of experience in the business of chemicals and engineering



Harsh Patel

He is a qualified Chemical Engineer from the University of Mumbai and has completed his MBA from the State University of New Jersey in 2002. He has more than 23 years of experience in the business of chemicals and engineering.



Aalap Patel

He has completed his B.E. (Mechanical) from the University of Pune and MBA in Global Management from the Thunderbird School of Global Management. He has nearly 12 years of experience in the engineering industry.

Professional Management Team – India



Chief Financial Officer

Total Experience: **18 years**
B Com, CA

Director Sales and Marketing and People Success

Total Experience: **18 years**
M.E. Chemical, MBA

Vice President Sales and Marketing

Total Experience: **23 years**
PG - IT

Vice President – Product Excellence

Total Experience: **30 years**
B.E Mechanical

Chief People Officer

Total Experience: **15 years**
Post Graduate Diploma in Business Management

Site Head Silvassa

Total Experience: **25 years**
Business Graduate

Vice President Operations - Anand

Total Experience: **25 years**
B.E Mechanical

Company Secretary

Total Experience: **16 years**
B Com, CS

Vice President Operations - Maroli

Total Experience: **28 years**
B.E Mechanical

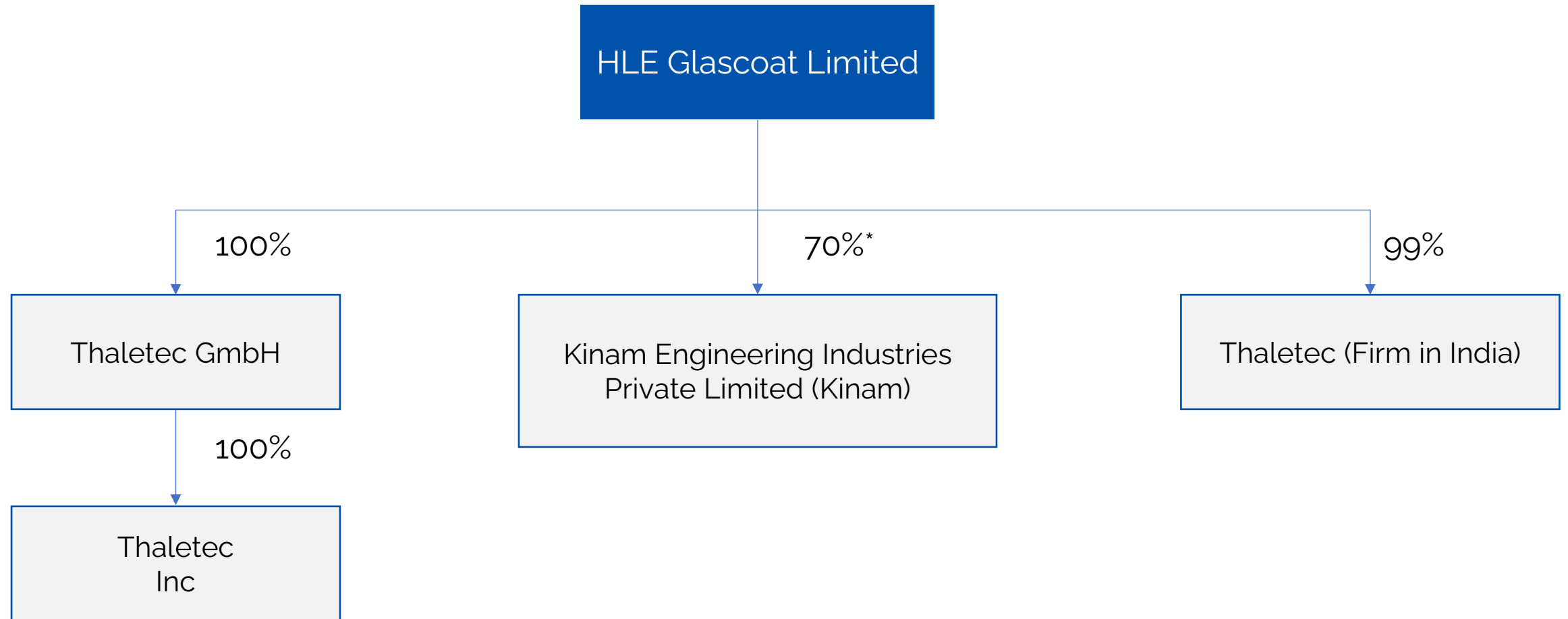
Vice President Sales Transformation

Total Experience: **33 years**
B.E Mechanical, PG Marketing

Vice President – International Business

Total Experience: **25 years**
B. Com, PGD in IT & Management

Corporate Structure of HLE



*The Company directly owns 35.56% in Kinam. Post approval of the amalgamation with Kinam Enterprise Private Limited (which owns 34.44% in Kinam through its wholly owned subsidiary), the Company's control will stand at 70% in Kinam



Thaletec GmbH

Leader in Glass Lined Equipment



- Thaletec GmbH is a wholly owned subsidiary of HLE Glascoat Limited, acquired in December 2021
- A technology driven company specializing in designing and manufacturing Glass Lined Equipment for the chemical and pharmaceutical industries
- Market leader in its segment in the highly demanding 'DACH' markets of Europe
- A leading innovator in the industry with a range of product offerings that is unmatched by any competitor globally





37,000 m² Plant Area

Largest Glass Lining Plant
in Europe



>50% Market Share

Market Leader in the most
demanding DACH markets



Leading Innovator

17 Patents, Designs and
Trademarks



Centuries of Legacy

Manufacturing since 1686,
Glassing Steel since 1907



Technology Driven

Continuing to innovate
and develop new
solutions



Robust Manufacturing

Manufacturing Vessels up to
100,000L Volume



Technical Glass Lining

6 application specific Glass
Linings offered



Unmatched Product Offering

Many one-of-a-kind products
& solutions offered



THALETEC, GERMANY

- Operates a 40,000 sq. m., manufacturing facility with more than 160 employees
- ISO 9001 : 2015 and EN ISO 50001 : 2018
- Capabilities to manufacture equipment with dimensions of up to 100,000 liters volume
- Unmatched product offering; offers multiple one-of-a-kind products & solutions
- Facility is equipped to work with carbon steel, stainless steel, and nickel-based alloys (Hastelloy, Inconel) and other materials





Kinam Engineering Industries

Leader in Heat Transfer Equipment

Kinam Engineering Industries - Overview



Cumulative for FY19 to FY22

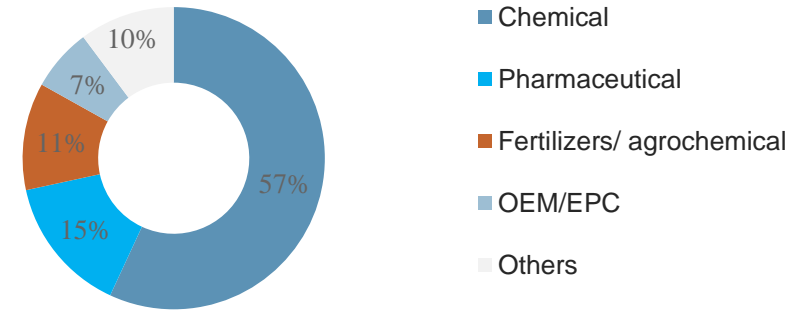
Kinam Engineering Industries Private Limited (Kinam) is engaged in the business of manufacturing heat exchangers for the chemical and pharmaceutical industries. Kinam specializes in the manufacturing of shell and tube and corrugated heat exchangers of up to 4,000m2. Kinam believes in innovation and is presently working on multiple new products launches (spiral and plate heat exchangers)

Kinam was started by Mr. Kirit Mehta in 1981 to undertake general fabrication including vessels and heat exchangers. In 2001, his son Mr. Mehul Mehta joined the business, and they shifted focus and decided to specialize in the manufacture of different types of Heat Exchangers. Over the years, Kinam made several developments in the area of Heat Exchangers, most notably the innovative corrugated tube heat exchangers.

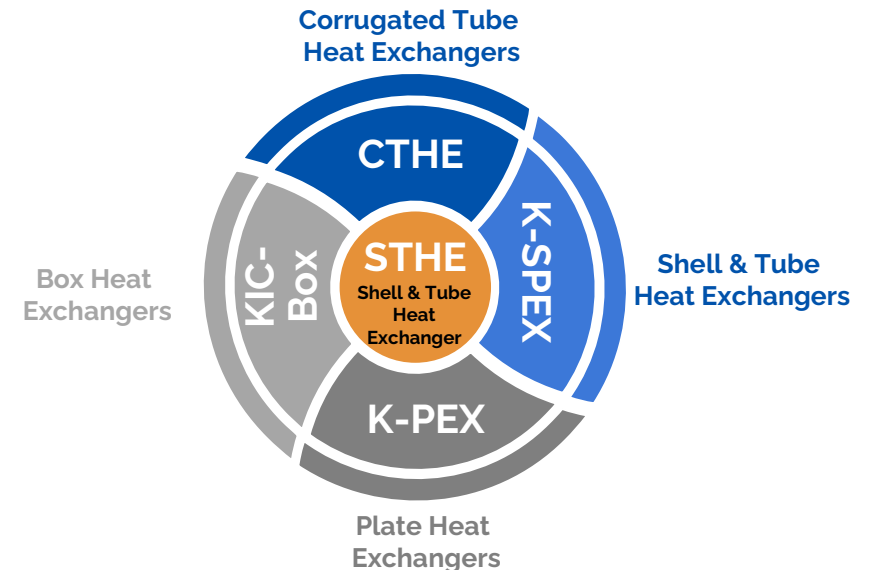
Kinam specializes in handling exotic metals, has robust designing capabilities and is also a member of Heat Transfer Research Inc. With the capability to design and manufacture multiple types of heat exchangers, Kinam is the only true one-stop-shop for heat exchange solutions in India today.

Manufacturing unit in India with exports to several countries including Germany, Netherlands, Israel, Malaysia, Egypt, South America, Kazakhstan, Poland and Turkey

Chemicals and pharmaceutical sectors account for 60 – 70% of revenues



The Firm is now increasing penetration in OEM/ EPC, fertilizers/ agrochemical and petrochemical sectors



Widest Product Range in the Industry



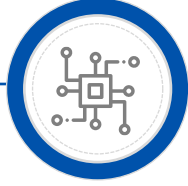
	Shell & Tube Heat Exchanger	Corrugated Tube Heat Exchanger	Spiral Heat Exchanger	Box Heat Exchanger
Brand & product				
Description	<ul style="list-style-type: none"> Consists of a shell with a bundle of tubes inside it 	<ul style="list-style-type: none"> Similar to conventional tubular heat exchangers Manufactured by indenting tubes in a spiral pattern 	<ul style="list-style-type: none"> Comprises of circular units containing two concentric spiral flow channels, one for each fluid 	<ul style="list-style-type: none"> Integrated with KICC corrugated tube technology Primary and secondary condensers are replaced by a single box-type unit
Specifications	<ul style="list-style-type: none"> Heat transfer area: Up to 3,000 m² Weight: Up to 100 tons Pressure: Up to 180 bar 	<ul style="list-style-type: none"> Heat transfer area: Up to 1,500 m² Weight: Up to 100 tons Pressure: Up to 50 bar 	<ul style="list-style-type: none"> Heat transfer area: Up to 200 m² Weight: Up to 100 tons Pressure: Up to 15 bar 	<ul style="list-style-type: none"> Heat transfer area: Up to 50 m² Pressure: Up to 10 bar
Key Target Markets	<ul style="list-style-type: none"> Includes chemical, pharmaceutical, fertilizer, petrochemical, paints, food flavors, steel, paper & textile 	<ul style="list-style-type: none"> Chemical & pharmaceutical 	<ul style="list-style-type: none"> Includes chemical, pharmaceutical, fertilizer, petrochemical, paints, food flavors, steel, paper & textile 	<ul style="list-style-type: none"> Specifically designed for the pharmaceutical industry
Distinctive Benefits	<ul style="list-style-type: none"> Capability to manufacture in special alloys and materials including Titanium, Hastelloy and Cu-Ni- alloys 	<ul style="list-style-type: none"> 30% - 50% enhanced heat transfer 20 - 30% lower capital investment Compact and low maintenance Reduced fouling & better condensation Even temperature distribution 	<ul style="list-style-type: none"> Self-cleaning Higher heat transfer and recovery rate Suitable for high-vacuum applications & highly viscous fluids 	<ul style="list-style-type: none"> 30% - 40% more compact design Savings in piping cost Fully drainable Higher condensation efficiency More easily cleanable



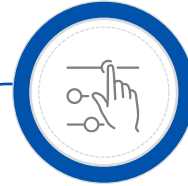
Dedicated and experienced engineering, design & proposal teams



Specialists in heat exchangers - knowledge base developed over four decades



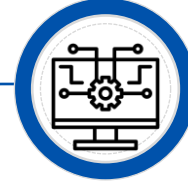
Pioneer among Indian players on multiple technologies and solutions for heat transfer



Supports project specific customised solution requirements



Team led by professionals and experienced specialists in the field



State-of-the-art software capability for designing, planning and execution

Manufacturing Facility



The Manufacturing Facility is situated at Ambarnath (near Mumbai), with a total area of 1,10,000 sq fts, area under cranes ~ 70,000 sq ft. in a leased premises

It is well equipped with state-of-the-art equipment, a single EOT crane of 50T capacity

The Facility is capable to manufacture ~ 3000 units per annum in a single shift format and employs ~300 people (payroll + contractual). The Facility is equipped to work with different metals like stainless steel, carbon steel, titanium, nickel-based alloys (Hastelloy, Inconel) and other materials

Manufacturing Capabilities

Shell Diameter	: 4000 mm
Tube-sheet Thickness	: 400 mm
Overall Length	: Up to 25 mtr.
Design Pressure	: 200 Kg/cm ²
Max Equipment weight	: 100 MT
Heat Transfer Area	: 1m ² to 4000m ²

Accreditations

- ISO 9001-2015
- ISO 14001-2015
- ISO 45001-2018
- IBR
- U-Stamp (*Applied*)

Capitalizing on Opportunities



Thank You

Company :



Mr. Naveen Kandpal
Chief Financial Officer

investor.relations@hleglascoat.com

CIN: L26100GJ1991PLC016173

Investor Relations Advisors :



Orient Capital (a division of Link Group)

Mr. Ronak Jain

+91 98209 50544

ronak.jain@linkintime.co.in

Mr. Irfan Raeen

+91 97737 78669

irfan.raeen@linkintime.co.in