



Expo Gas Containers Limited
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CIN NO: L40200MH1982PLC027837

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November 14th 2024

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 30th September, 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 30th September, 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





INVESTOR PRESENTATION

Q2 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.

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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

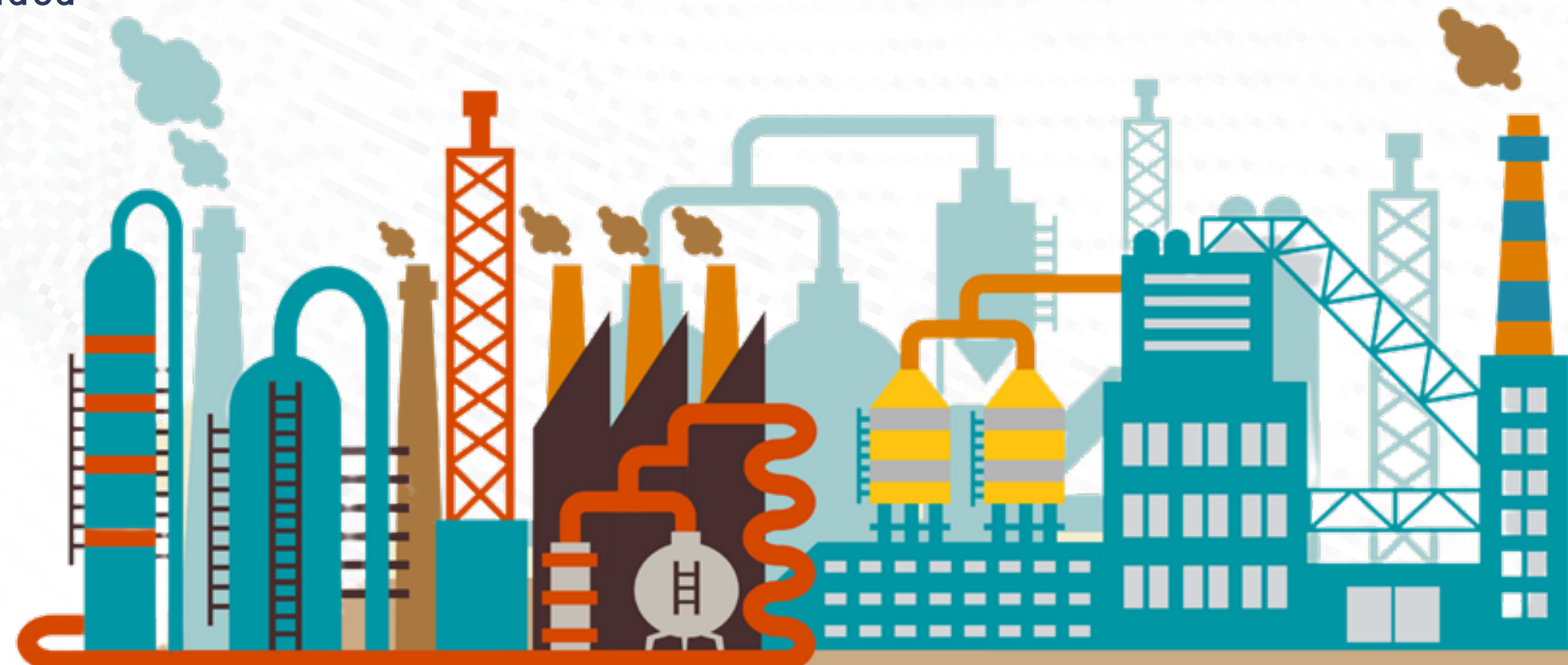


Established in 1982 under the visionary leadership of the late **Shri Shaukatali Mewawala**, a passionate engineer and IIT Bombay alumnus. We began by manufacturing LPG cylinders at our facility in Murbad, Thane. Over the years, we have evolved into a prominent **heavy engineering company** specializing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

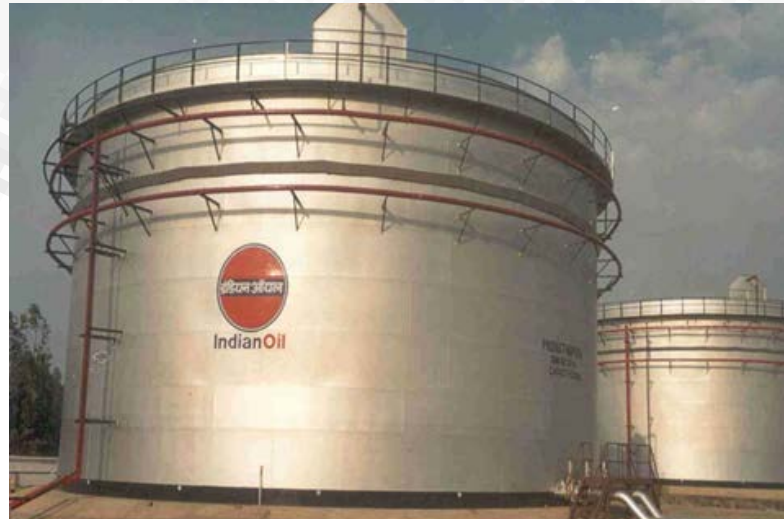


Heat Exchanger



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

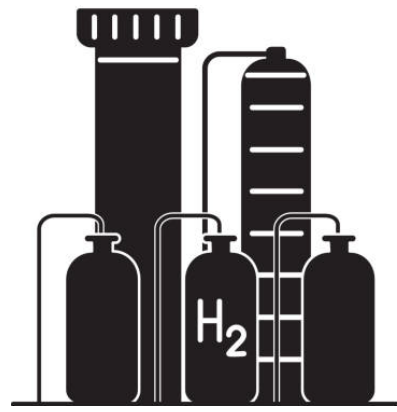


Bullets – Mounded Storage &
Above Ground Bullets



Project Piping

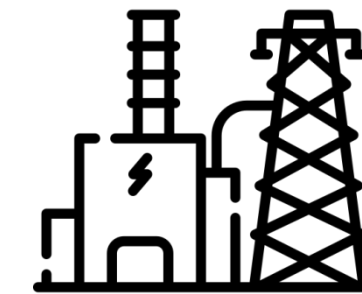
INDUSTRIES CATERED



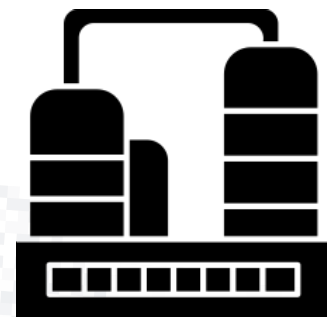
Green
Hydrogen



Chemicals



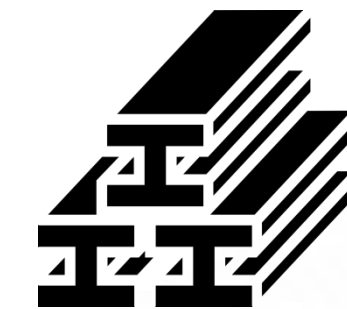
Power



Refineries



Pharmaceuticals



Steel



LNG



Petrochemicals



Fertilizer

MANUFACTURING CAP ABILITIES

- 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

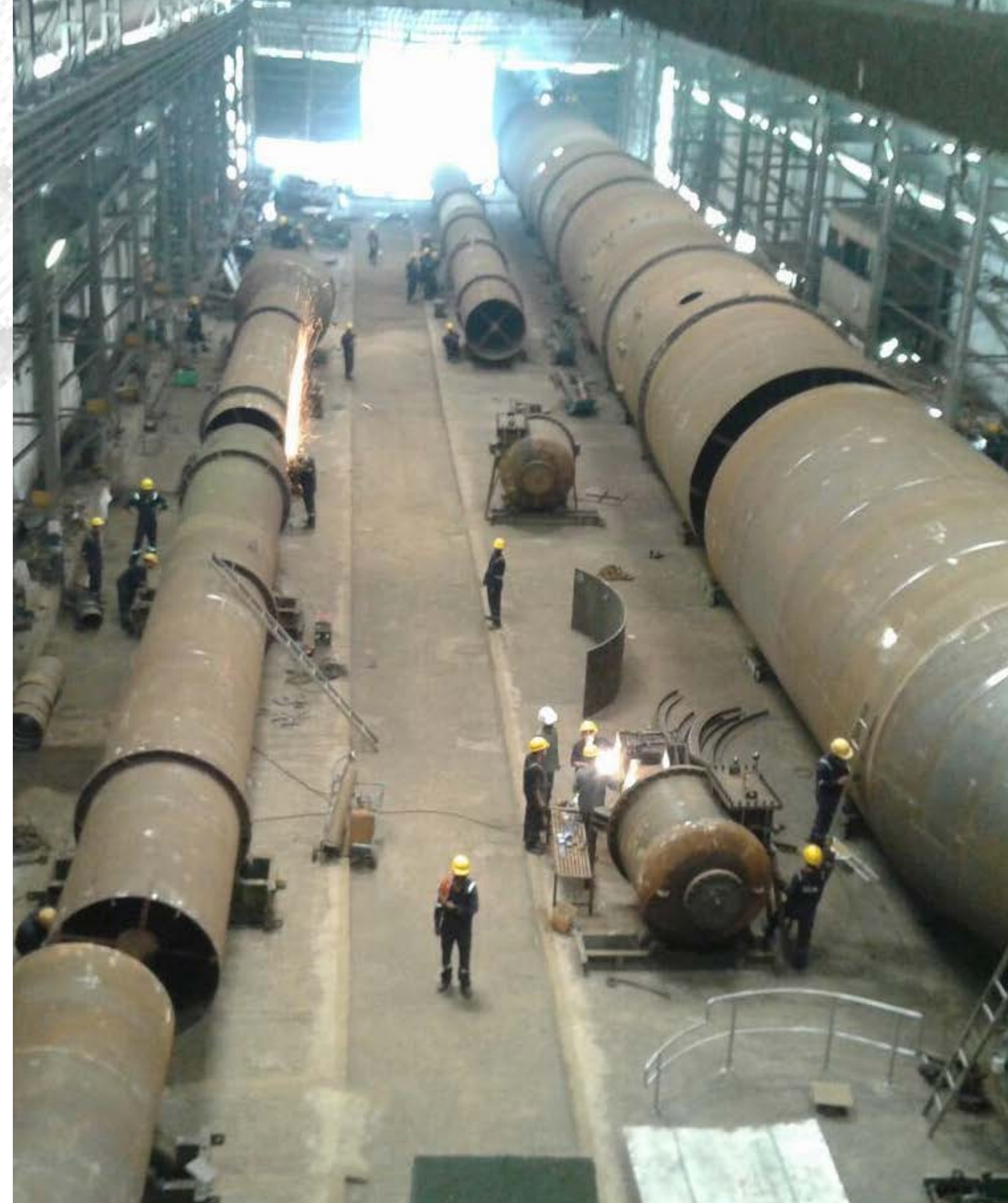


MANUFACTURING CAPABILITIES

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

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

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



CLIENTS SERVED



The background features a dark blue and black color scheme with a grid of white lines. It contains several data visualization elements: a line graph with a yellow line and circular markers, a candlestick chart with blue and white bars, and a bar chart with blue bars. In the center, there are silhouettes of a group of people in business attire. The overall aesthetic is professional and data-driven.

FINANCIAL OVERVIEW

Q2 FY25 HIGHLIGHTS



Rs 31.89 Cr

REVENUE

Rs 1.78 Cr

EBITDA

Rs 0.66 Cr

PAT

Rs 135.84 Cr

ORDER BOOK

Rs 7.52 Cr

FUND RAISED (Q1 – FY 25)

Q2 PROFIT & LOSS STATEMENT



Particulars (Rs in Cr)	Q2 FY25	Q1FY25	Q-o-Q growth	Q2 FY24	Y-o-Y growth
Revenue from Operation	31.89	17.71	80.07%	15.96	71.91%
Raw Material Consumed	7.24	7.07		4.76	
(Increase)/ Decrease in Stock	11.15	-3.74		-1.08	
Employee Benefit Expense	2.42	1.93		2.38	
Other Expense	1.41	2.35		2.23	
Operating Expense	7.89	8.70		6.32	
EBITDA	1.78	1.40	27.14%	1.35	18.67%
Other Income	0.00	0.00		0.00	
Finance Cost	1.00	0.99		0.97	
Depreciation	0.12	0.11		0.11	
Profit Before Tax	0.66	0.30	120.00%	0.27	83.33%
Tax Expense	0.00	0.00		0.00	
Profit After Tax	0.66	0.30	120.00%	0.27	83.33%

REVENUE SPLIT

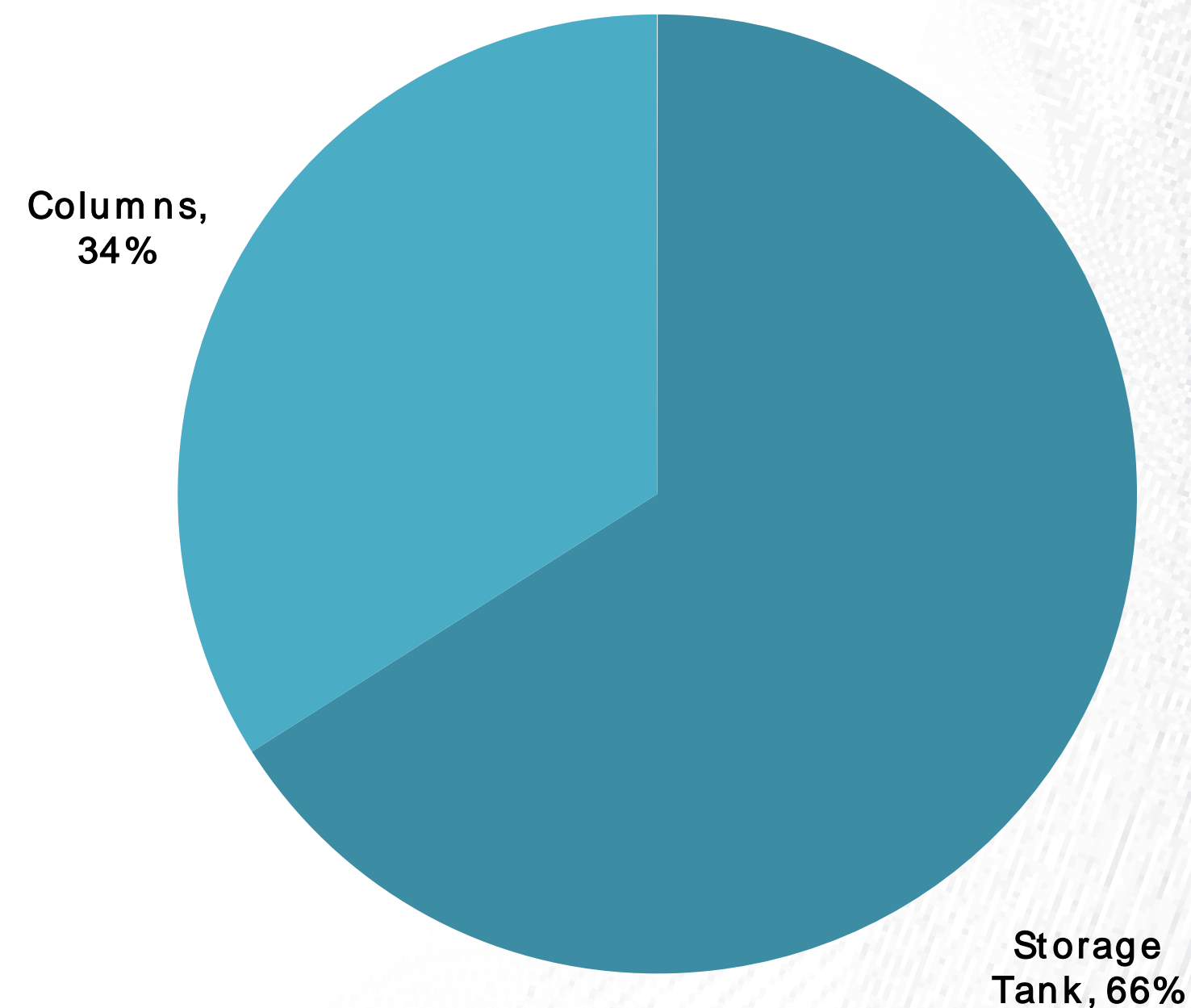
Revenue Bifurcation By Product

Particulars (Rs in Cr)	Amount	%
Storage Tanks	21.18	66%
Columns	10.71	34%
Total	31.89	100%

Revenue Bifurcation By Geography

Particulars (Rs in Cr)	Amount	%
Gujarat	14.95	47%
Assam	10.71	34%
Tripura	0.21	1%
West Bengal	2.37	7%
Uttar Pradesh	0.08	0%
Maharashtra	0.83	3%
Ladakh & Odisha	2.74	8%
Total	31.89	100%

Revenue Bifurcation By Product



ORDER BOOK SPLIT

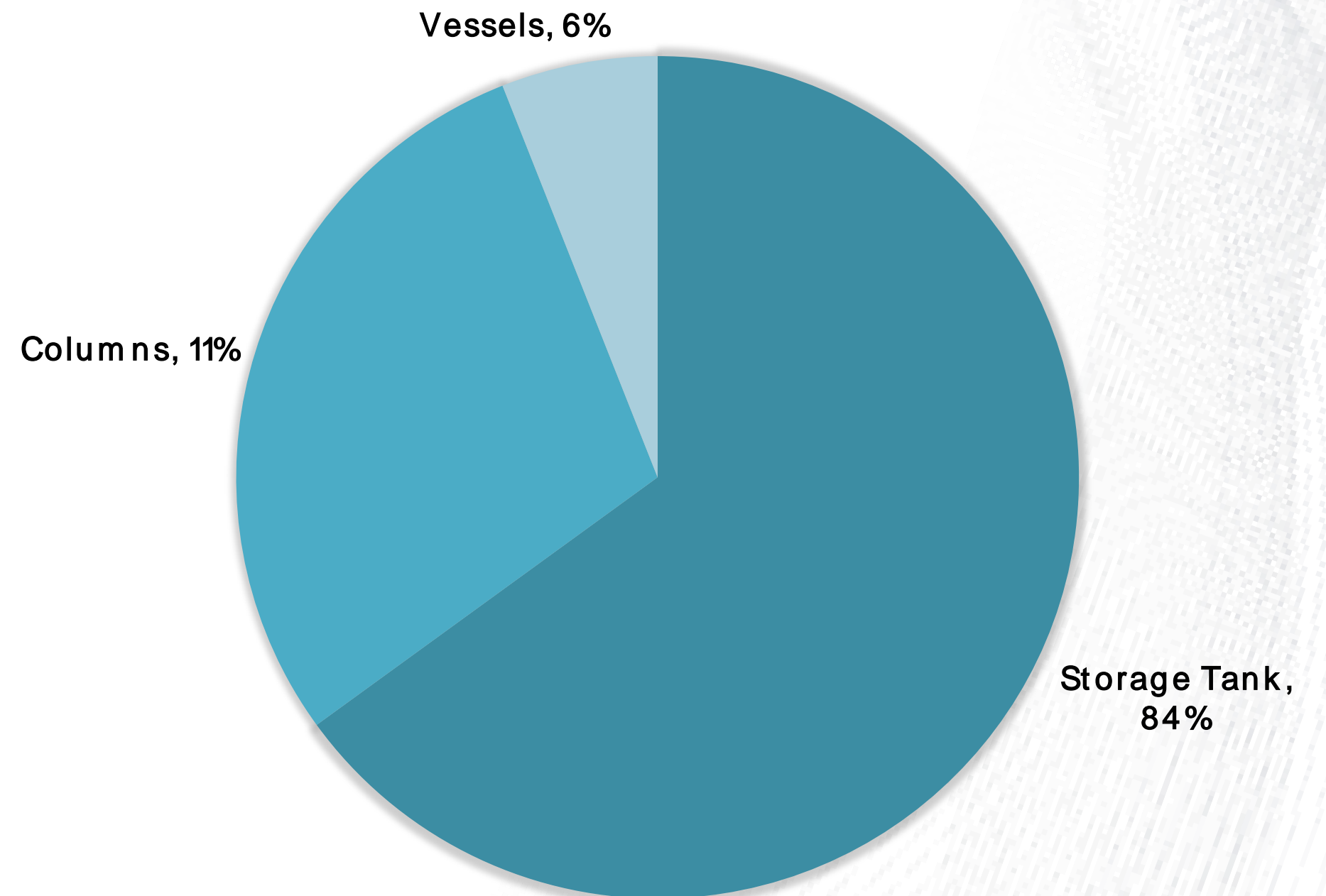
Order Book Bifurcation By Product

Particulars (Rs in Cr)	Amount	%
Storage Tanks	113.85	83%
Columns	14.29	11%
Vessels	7.70	6%
Total	135.84	100%

Order Book Bifurcation By Geography

Particulars (Rs in Cr)	Amount	%
Gujarat	31.53	23%
Assam	14.29	11%
West Bengal	11.06	8%
Bihar	3.67	3%
Ladakh	13.78	10%
Maharashtra	9.90	7%
Tripura	4.09	3%
Orissa	41.62	31%
Karnataka	4.45	3%
Uttar Pradesh	1.45	1%
Total	135.84	100%

Order Book Bifurcation By Product



The image features a central, glowing, circular object that appears to be a woven basket or a sphere made of many thin, light-colored strands. This object is set against a background of a starry night sky. A bright, horizontal light band, possibly representing a galaxy or a nebula, stretches across the middle of the image. The overall color palette is dominated by dark blues and blacks, with bright yellows and oranges from the light band and the glowing object. The text "FUTURE OUTLOOK" is overlaid in a bold, red, sans-serif font.

FUTURE OUTLOOK

SIGNIFICANT DEVELOPMENTS



FUND RAISING:

Successfully raised funds through a preferential allotment, issuing 37,60,000 equity shares totaling Rs 7.52 Cr in Q1FY 25.

The funds will be utilized for:

- Funding working capital requirements
- CAPEX requirements (CNC Profile Cutting Machine purchased and installed)
- Bidding for new projects
- Hiring new engineering professionals

ORDER INFO. FOR THIS QUARTER:

Orders secured:

As a result of our aggressive bidding, we have achieved L1 position for Construction of Storage Tanks at BPCL Paradeep with an estimated project value of approx Rs . 40 Cr.

Some key orders received In this quarter are:

- Dismantling and Re-installation of Aluminium Dome Roof on an External Floating Roof Storage Tank at BPCL Mumbai Refinery valued at Rs 4.19 Cr.
- Construction of New Fire Water Tanks at BPCL Mysore valued at approx. Rs. 2.66 Cr.
- Conversion of Cone Roof tank to IFR Ethanol Tank at BPCL Paradeep, amounting to Rs. 2.07 Cr.

THANK YOU!

CONTACT US:



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