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CIN NO: L40200MH1982PLC027837

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

**August 12<sup>th</sup>, 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 30 June, 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 30<sup>th</sup> June, 2024.

The aforesaid presentation is also being made available on the Company's website [www.expogas.com](http://www.expogas.com)

Thanking you  
Yours faithfully,  
**For Expo Gas Containers Limited**

**Preeti Sharma**  
**Company Secretary &**  
**Compliance Officer**





# INVESTOR PRESENTATION

Q1 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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A welder wearing a protective mask and gloves is working on a metal piece. Bright sparks and a blue flame are visible from the welding process. The scene is dimly lit, with the primary light source being the intense heat of the weld.

# COMPANY OVERVIEW



# ABOUT US

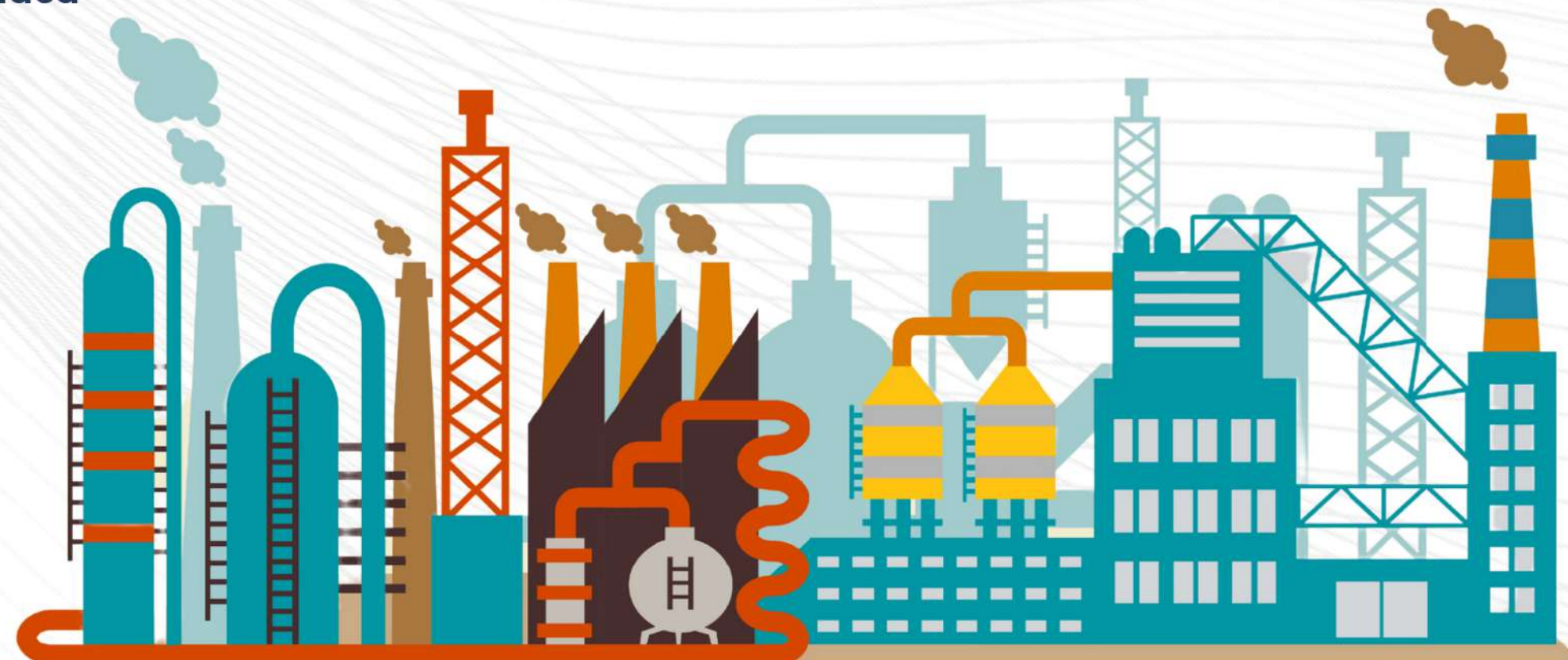


**Established in 1982** under the visionary leadership of the **late Shri Shaukatali Mewawala**, a passionate engineer and IIT Bombay alumnus. We began by manufacturing LPG cylinders at our facility in Murbad, Thane. Over the years, we have evolved into a prominent **heavy engineering company** specializing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





# CHAIRMAN'S NOTE



We are pleased to present our Q1 FY25 financial results. We have achieved a **revenue** of **Rs. 17.71 Cr**, with an **EBITDA** of **Rs. 1.40 Cr** and a **PAT** of **Rs. 0.30 Cr** for the quarter. Our business typically experiences a slower start in the first half, with significant momentum building in the second half.

Our total order book now stands at **Rs. 138.25 Cr**, we see a strong order and bidding pipeline developing as we gain momentum in sectors such as **oil & gas, green hydrogen, petrochemicals, and chemicals across India**.

This robust order book ensures sustained operations and positions us well for future growth. With a solid foundation, we are not only securing our present but also setting the stage for a promising future. We are well-positioned to capitalize on projects announced by private and public sector companies, which will fuel our growth trajectory.

We have successfully raised equity of **Rs. 7.52 Cr in Q4 FY24** from investors and promoters, which will be utilized for **CAPEX requirements** and enhancing our **working capital**. As we move forward, we are focused on elevating our manufacturing capabilities by integrating automation, which will significantly boost our efficiency and output. The dedication and expertise of our team is instrumental in driving this success, and I'm confident in our ability to continue delivering value to our stakeholders.

As this is our first presentation, we would like to extend our heartfelt thanks to every member of the Expo family, as well as our clients, creditors, banks, and all other stakeholders. Your trust and support empower us to strive for excellence and achieve our goals.





# 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**

**ADDITIONAL 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**



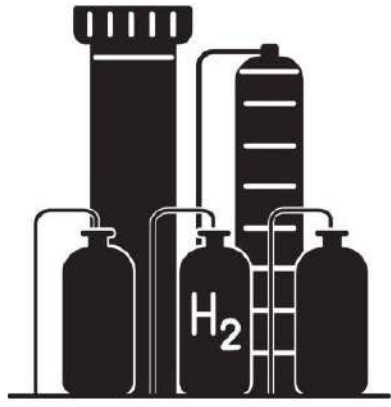
**Bullets – Mounded Storage &  
Above Ground Bullets**



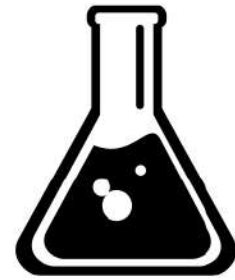
**Project Piping**



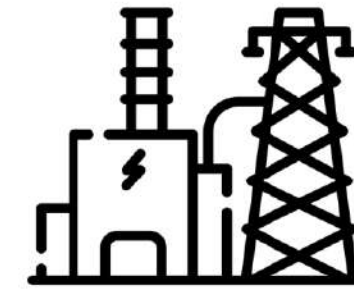
# INDUSTRIES CATERED



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

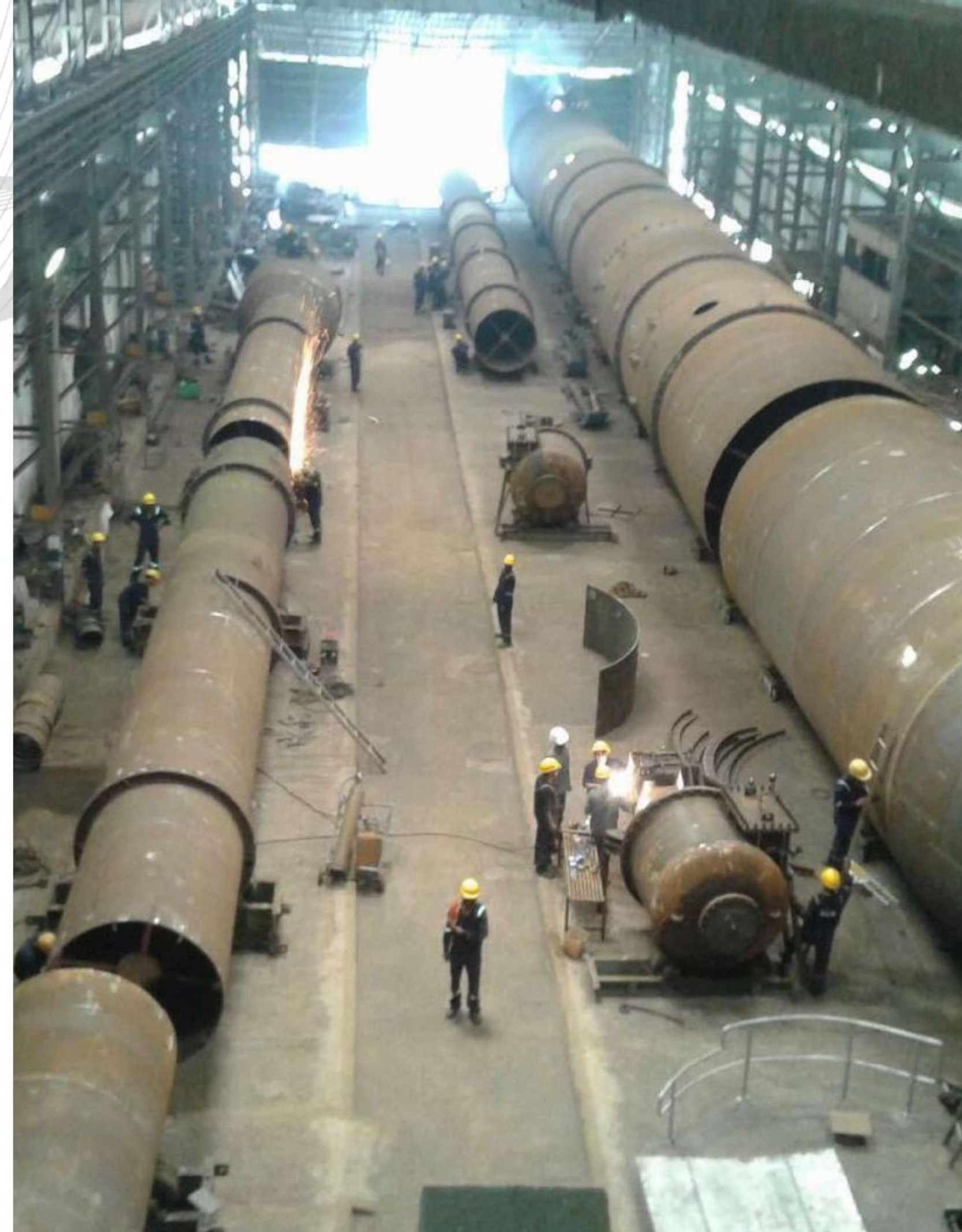




# MANUFACTURING CAPABILITIES

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





# CLIENTS SERVED





# FINANCIAL OVERVIEW





# Q1 FY25 HIGHLIGHTS



**Rs 17.71 Cr**

REVENUE

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**Rs 1.40 Cr**

EBITDA

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**Rs 0.30 Cr**

PAT

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**Rs 138.25 Cr**

ORDER BOOK

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**Rs 7.52 Cr**

FUND RAISED

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# Q1 PROFIT & LOSS STATEMENT



Particulars (Rs in Cr)	Q1 FY25	Q4 FY24	Q-o-Q growth	Q1 FY24	Y-o-Y growth
Revenue from Operation	17.71	26.23	-32.48%	18.55	-4.53%
Raw Material Consumed	7.07	6.47		6.34	
(Increase)/ Decrease in Stock	-3.74	3.70		0.17	
Employee Benefit Expense	1.93	3.01		2.25	
Other Expense	2.35	2.28		1.41	
Operating Expense	8.70	9.49		6.88	
<b>EBITDA</b>	<b>1.40</b>	<b>1.41</b>	<b>-0.71%</b>	<b>1.50</b>	<b>-6.67%</b>
Other Income	0.00	0.13		0.00	
Finance Cost	0.99	1.21		1.03	
Depreciation	0.11	0.09		0.11	
<b>Profit Before Tax</b>	<b>0.30</b>	<b>0.11</b>	<b>172.73%</b>	<b>0.36</b>	<b>-16.67%</b>
Tax Expense	0.00	0.26		0.00	
<b>Profit After Tax</b>	<b>0.30</b>	<b>-0.15</b>	<b>300.00%</b>	<b>0.36</b>	<b>-16.67%</b>



# REVENUE SPLIT

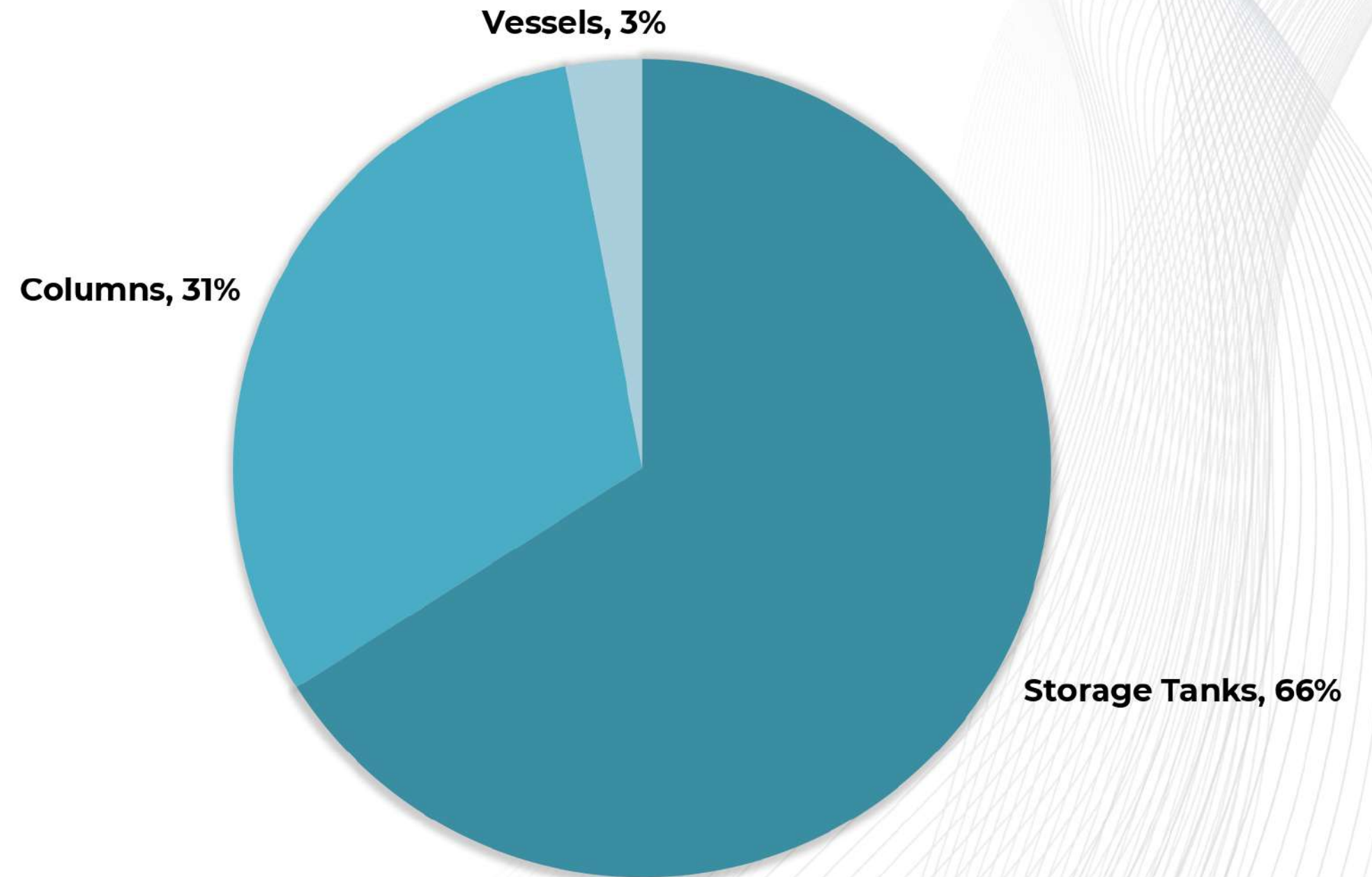
Revenue Bifurcation By Product

Particulars (Rs in Cr)	Amount
Storage Tanks	11.66
Columns	5.45
Vessels	0.60
<b>Total</b>	<b>17.71</b>

Revenue Bifurcation By Geography

Particulars (Rs in Cr)	Amount
Gujarat	12.66
Tripura	2.74
West Bengal	1.25
Uttar Pradesh	0.43
Maharashtra	0.29
Ladakh & Odisha	0.34
<b>Total</b>	<b>17.71</b>

Revenue Bifurcation By Product





# ORDER BOOK SPLIT

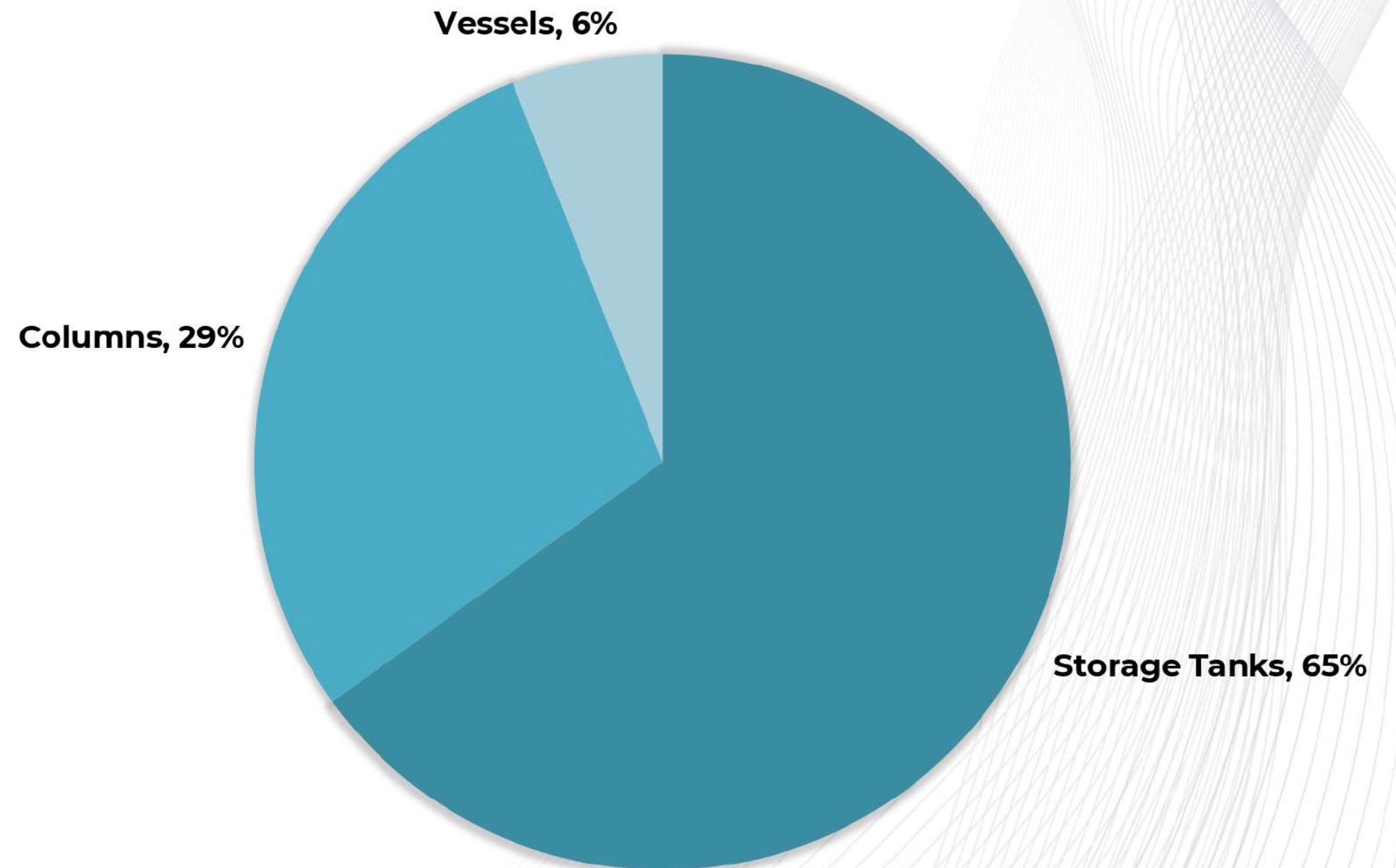
Order Book Bifurcation By Product

Particulars (Rs in Cr)	Amount
Storage Tanks	90.10
Columns	40.44
Vessels	7.71
<b>Total</b>	<b>138.25</b>

Order Book Bifurcation By Geography

Particulars (Rs in Cr)	Amount
Gujarat	41.40
Assam	30.40
West Bengal	14.98
Bihar	14.63
Ladakh	13.85
Maharashtra	7.12
Tripura	5.58
Orissa	4.77
Andhra Pradesh	3.30
Uttar Pradesh	2.22
<b>Total</b>	<b>138.25</b>

Order Book Bifurcation By Product







**FUTURE OUTLOOK**



# SIGNIFICANT DEVELOPMENTS



## FUND RAISING:

Successfully raised funds through a preferential allotment, issuing 37,60,000 equity shares totaling Rs 7.52 Cr. The funds will be utilized for:

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

## ORDER INFO. FOR THIS QUARTER:

### Orders secured:

We have been bidding aggressively & our proactive approach in bidding has led to securing L1 positions on several key projects, which we expect to materialize by the second quarter of FY25. In this quarter we have received the following order:

- **Reliance Industries:** Supplying equipments for their Green Hydrogen Plant in Gujarat, India. Venturing into the promising Realm of Green Hydrogen.
- **Nippon Engineering:** Supplying equipments for their operations at the Arcelor Mittal & Nippon Steel Plant in Gujarat, India (Our first client in the steel industry).



# THANK YOU!

CONTACT US:



<https://expogas.com/>



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