



## Expo Gas Containers Limited

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CIN NO: L40200MH1982PLC027837

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

**12<sup>th</sup> 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 31<sup>st</sup> 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 31<sup>st</sup> December, 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



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.

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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

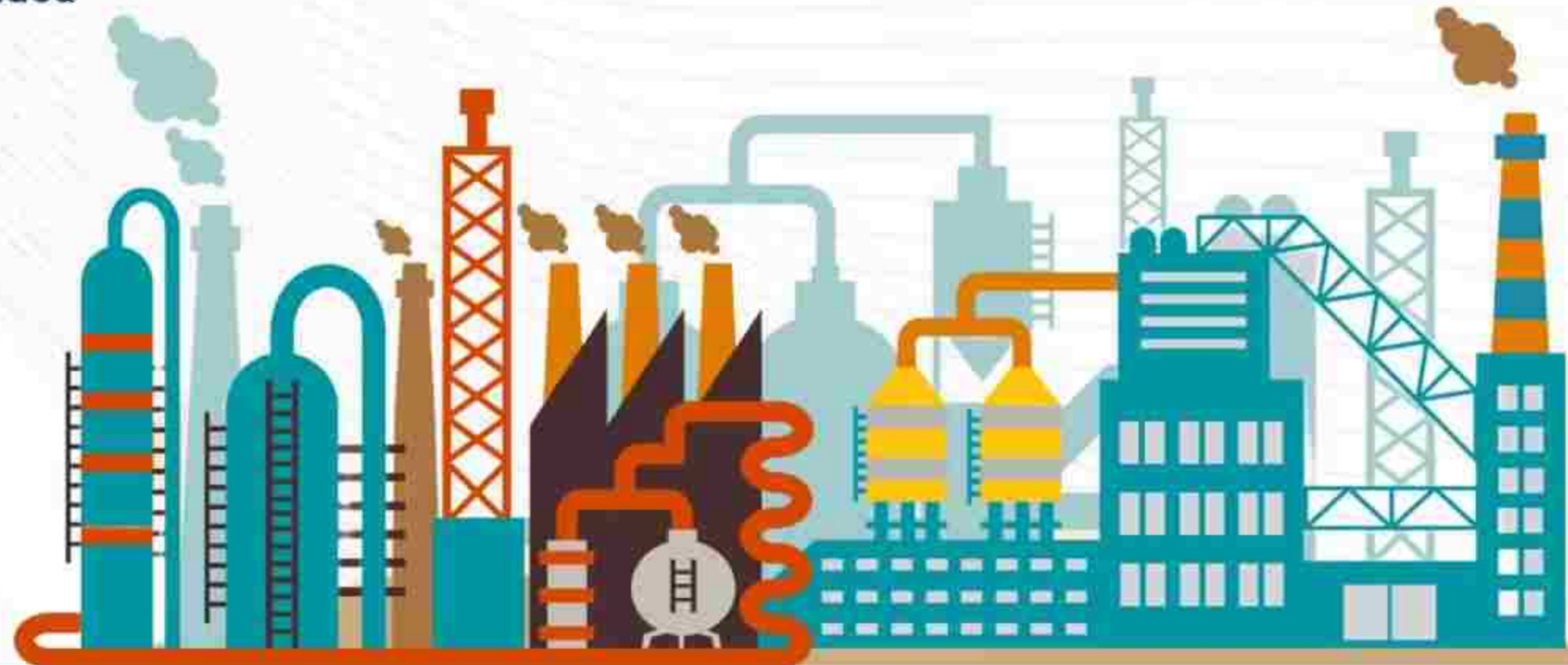


**Established in 1982** under the visionary leadership of the **late Shri Shaukatali Mewawala**, a passionate engineer and IIT Bombay alumnus. We began by manufacturing LPG cylinders at our facility in Murbad, Thane. Over the years, we have evolved into a prominent **heavy engineering company** specializing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



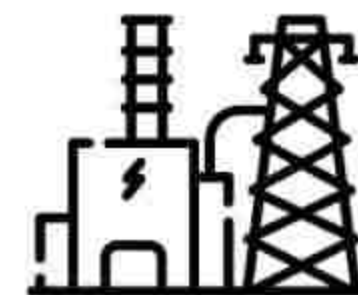
# INDUSTRIES CATERED



Green  
Hydrogen



Chemicals



Power



Refineries



Pharmaceuticals



Steel



LNG



Petrochemicals



Fertilizer

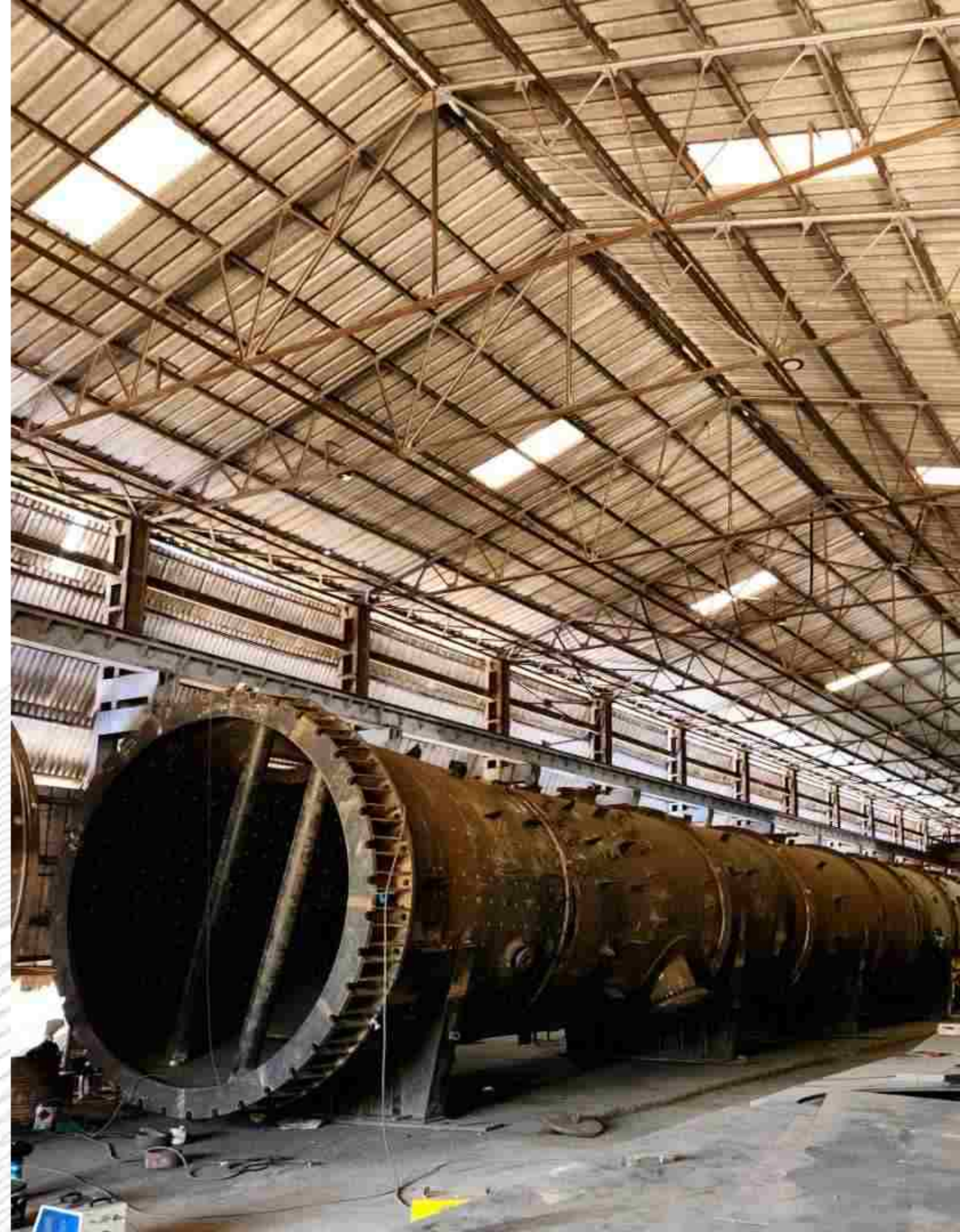


# MANUFACTURING CAPABILITIES

- 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



GS E&C Mumbai Pvt. Ltd.





The image features a central white rectangular area with the text "FINANCIAL OVERVIEW" in red. The background is a dark blue digital interface with various financial data points, line graphs, and candlestick charts. The text is centered horizontally and vertically within the white area. The overall aesthetic is modern and data-driven.

# FINANCIAL OVERVIEW



# Q3 FY25 HIGHLIGHTS —●



**Rs 25.31 Cr**

REVENUE

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**Rs 1.80 Cr**

EBITDA

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**Rs 0.67 Cr**

PAT

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**Rs 88.84 Cr**

ORDER BOOK

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**Rs 7.52 Cr**

FUND RAISED (Q1 FY25)

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# 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	
<b>EBITDA</b>	<b>1.80</b>	<b>1.78</b>	<b>1.12%</b>	<b>1.60</b>	<b>12.50%</b>	<b>4.99</b>	<b>4.45</b>	<b>12.12%</b>
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	
<b>Profit Before Tax</b>	<b>0.67</b>	<b>0.66</b>	<b>1.52%</b>	<b>0.29</b>	<b>131.03%</b>	<b>1.62</b>	<b>0.91</b>	<b>78.02%</b>
Tax Expense	0.00	0.00		0.00		0.00	0.00	
<b>Profit After Tax</b>	<b>0.67</b>	<b>0.66</b>	<b>1.50%</b>	<b>0.29</b>	<b>131.03%</b>	<b>1.62</b>	<b>0.91</b>	<b>77.68%</b>



# REVENUE SPLIT

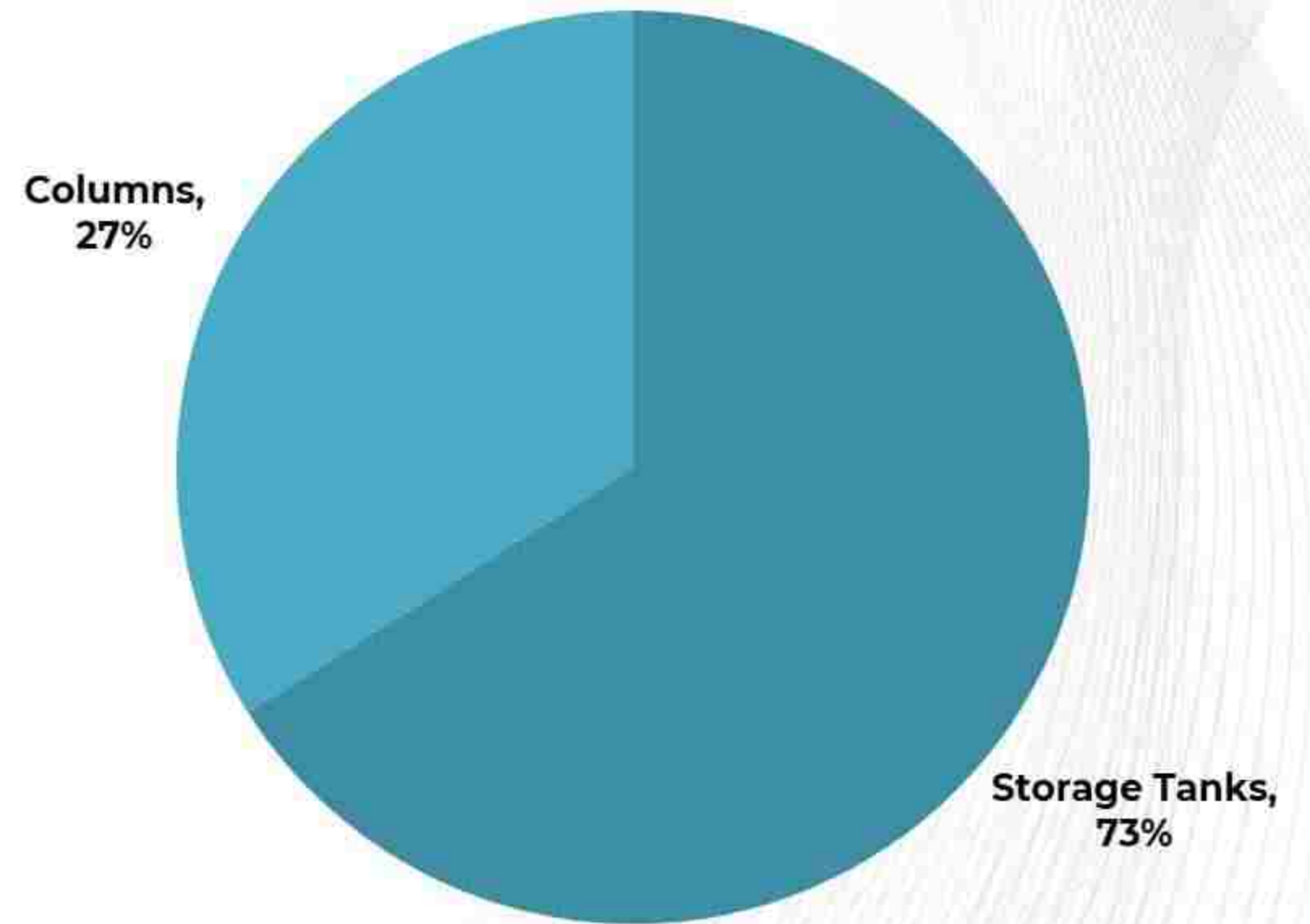
Revenue Bifurcation By Product

Particulars (Rs in Cr)	Amount	%
Storage Tanks	18.57	73%
Columns	6.74	27%
<b>Total</b>	<b>25.31</b>	<b>100%</b>

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%
<b>Total</b>	<b>25.31</b>	<b>100%</b>

Revenue Bifurcation By Product





# ORDER BOOK SPLIT

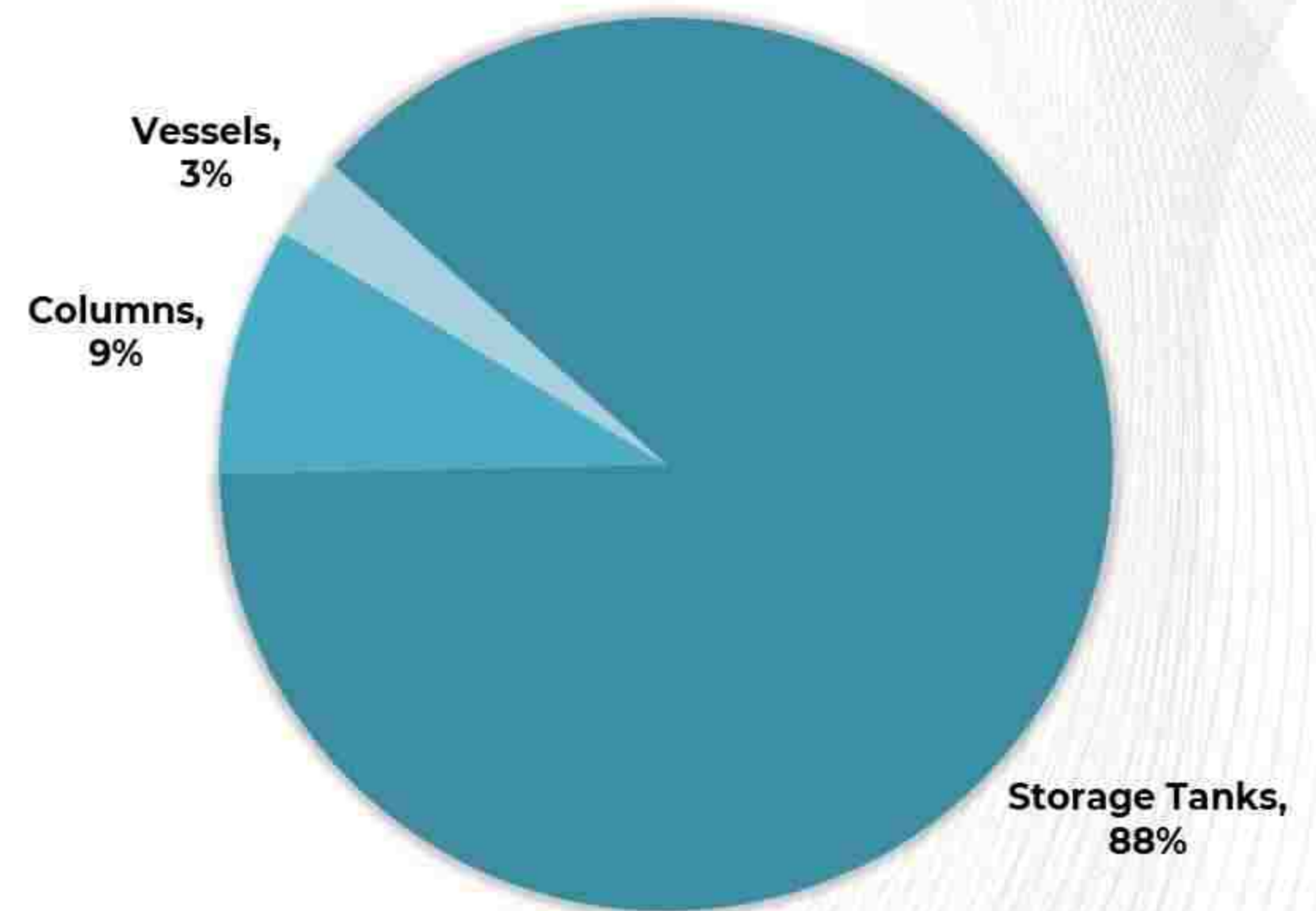
Order Book Bifurcation By Product

Particulars (Rs in Cr)	Amount	%
Storage Tanks	78.15	88%
Columns	8.15	9%
Vessels	2.54	3%
<b>Total</b>	<b>88.84</b>	<b>100%</b>

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%
<b>Total</b>	<b>88.84</b>	<b>100%</b>

Order Book Bifurcation By Product







# 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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