



**Expo Gas Containers Limited**  
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CIN NO: L40200MH1982PLC027837

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

**November 14<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<sup>th</sup> 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 30<sup>th</sup> September, 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

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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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 set in a dark industrial environment.

# COMPANY OVERVIEW



# ABOUT US

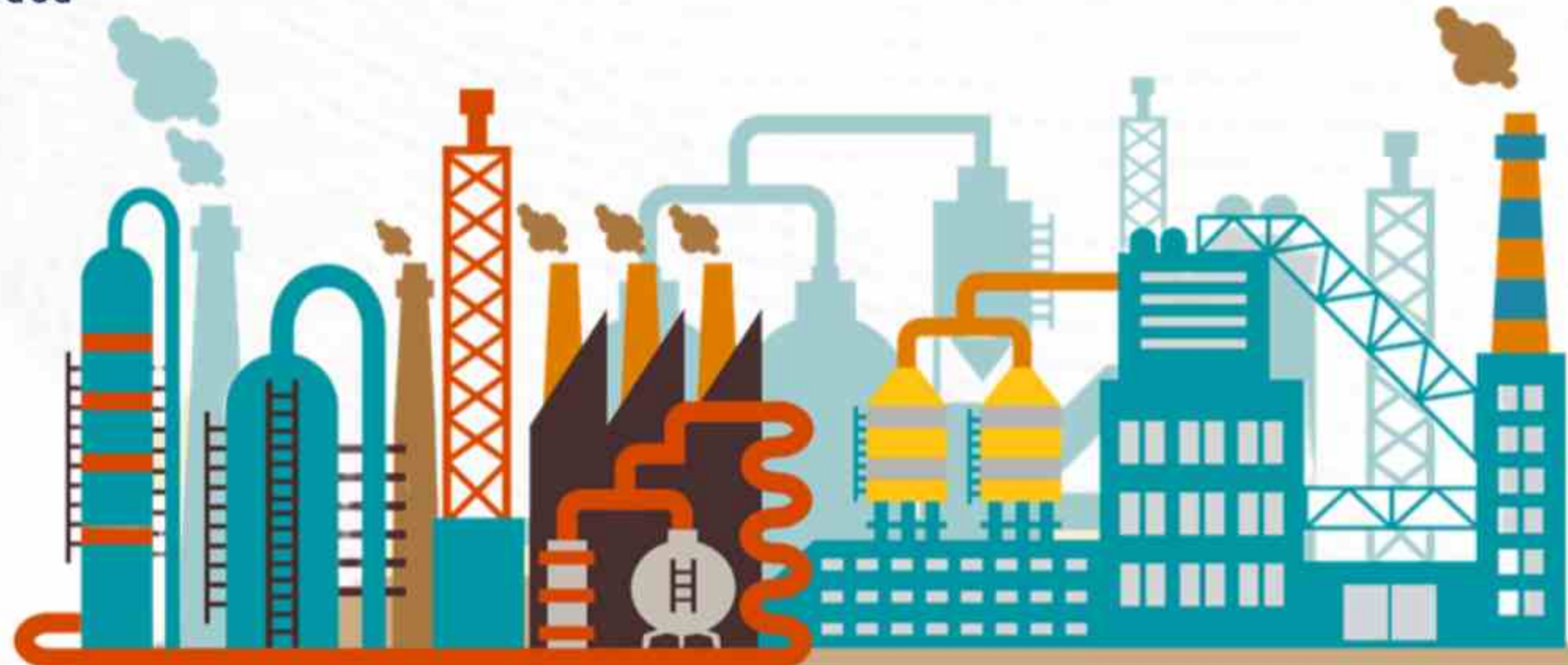


Established in 1982 under the visionary leadership of the late **Shri Shaukatali Mewawala**, a passionate engineer and IIT Bombay alumnus. We began by manufacturing LPG cylinders at our facility in Murbad, Thane. Over the years, we have evolved into a prominent **heavy engineering company** specializing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



A wide-angle photograph of a large industrial factory interior. The space is filled with various pieces of machinery, workbenches, and equipment. Large windows with metal grates are visible on the left side, allowing natural light into the space. The floor is concrete and shows signs of industrial use. A semi-transparent white rectangular overlay is centered over the image, containing the text "BUSINESS OVERVIEW" in a bold, red, sans-serif font.

# 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



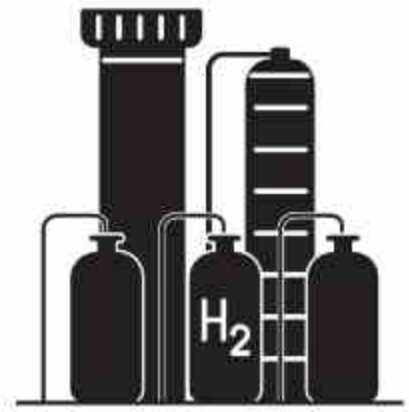
Bullets – Mounded Storage &  
Above Ground Bullets



Project Piping



# INDUSTRIES CATERED



Green Hydrogen



Chemicals



Power



Refineries



Pharmaceuticals



Steel



LNG



Petrochemicals



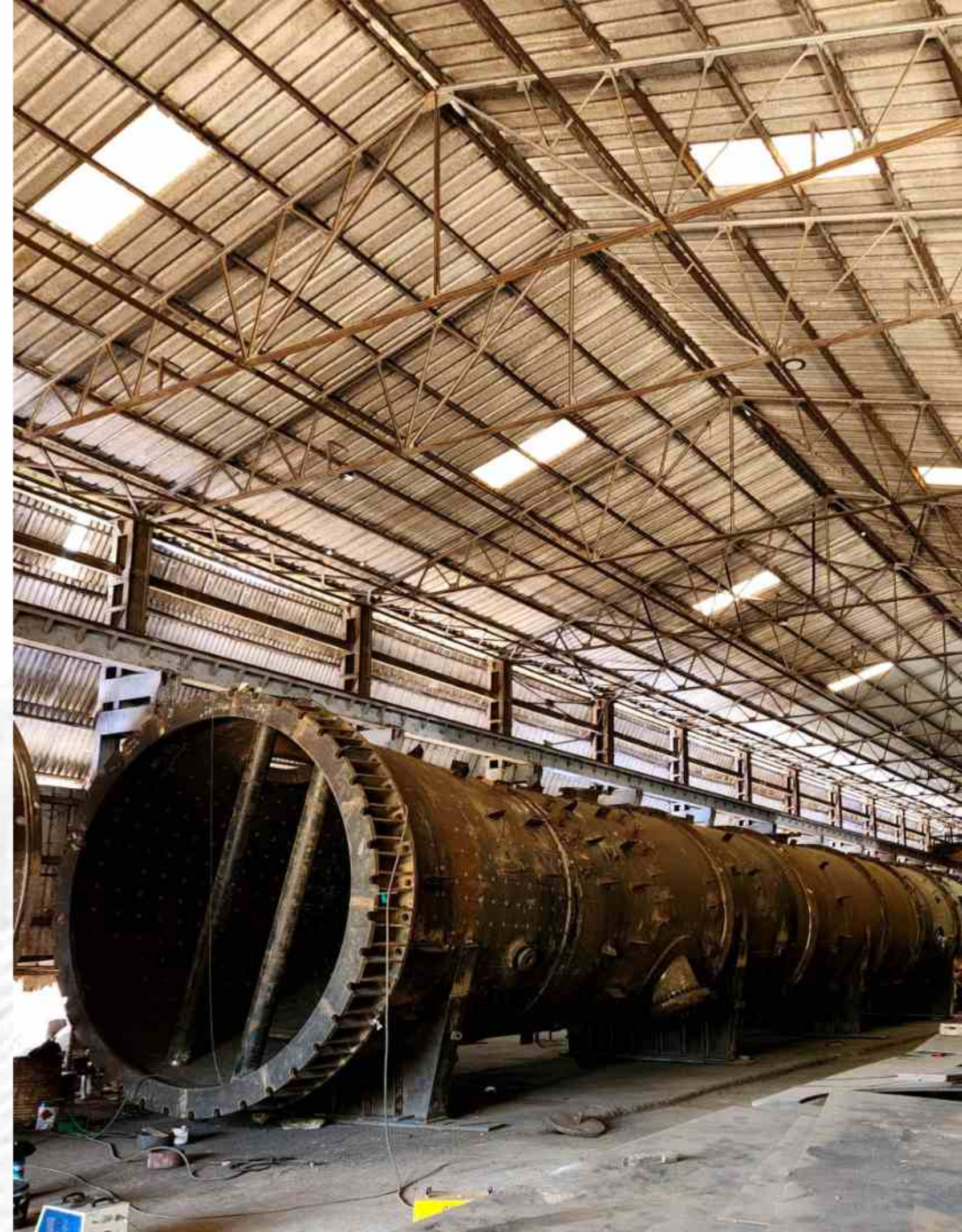
Fertilizer



# 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



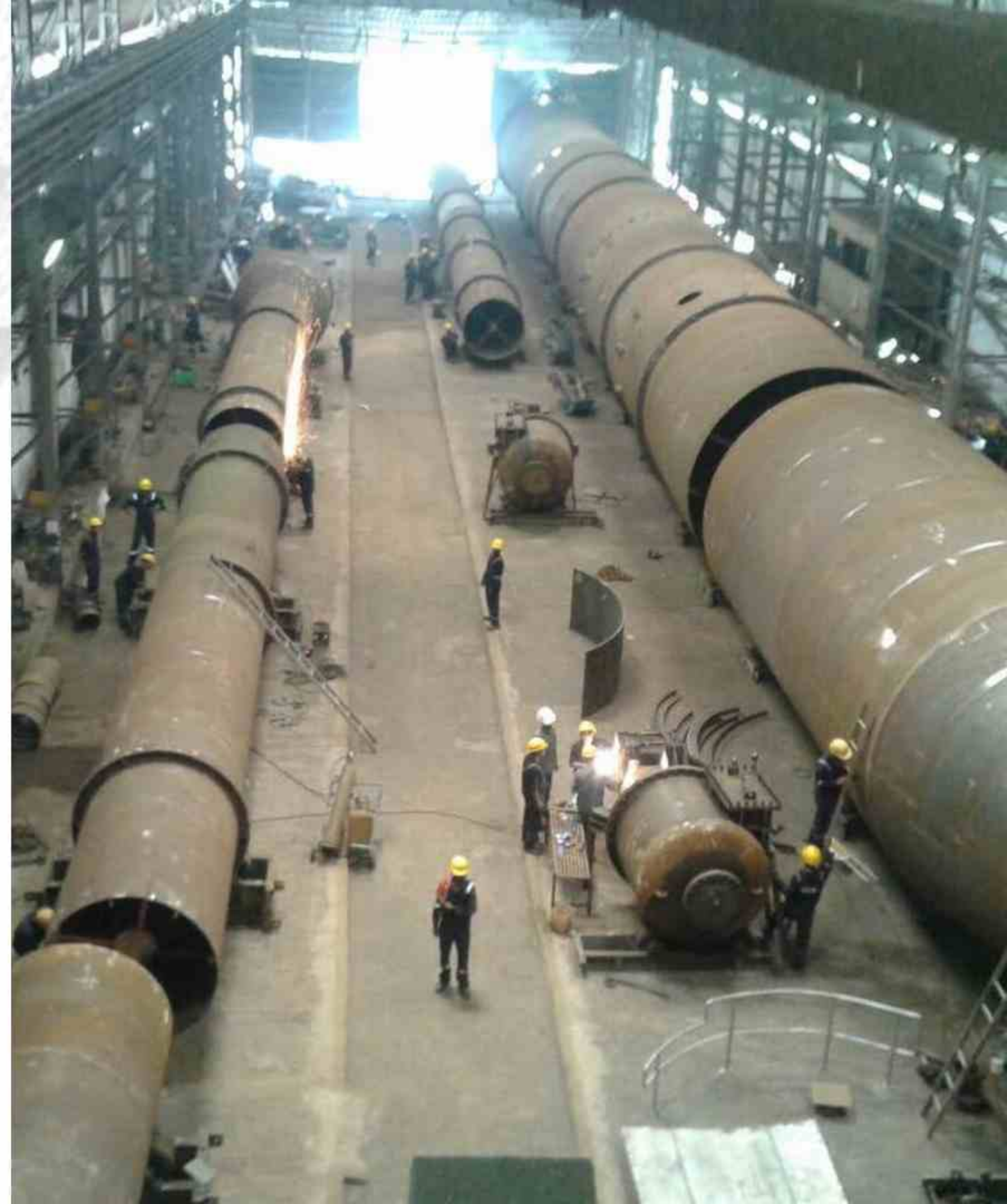


# MANUFACTURING CAP ABILITIES

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



GS E&C Mumbai Pvt. Ltd.





The image features a central white rectangular area with the text "FINANCIAL OVERVIEW" in bold red letters. The background is a blurred office scene with silhouettes of people and a large window showing a city skyline at sunset. Overlaid on this are various financial data visualizations, including a line graph with a yellow trend line, a candlestick chart with blue bars, and a grid of numerical values in light blue. The overall aesthetic is professional and data-driven.

# FINANCIAL OVERVIEW



# Q2 FY25 HIGHLIGHTS



**Rs 31.89 Cr**

REVENUE

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**Rs 1.78 Cr**

EBITDA

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**Rs 0.66 Cr**

PAT

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**Rs 135.84 Cr**

ORDER BOOK

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**Rs 7.52 Cr**

FUND RAISED (Q1 – FY 25)

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# 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	
<b>EBITDA</b>	<b>1.78</b>	<b>1.40</b>	<b>27.14%</b>	<b>1.35</b>	<b>18.67%</b>
Other Income	0.00	0.00		0.00	
Finance Cost	1.00	0.99		0.97	
Depreciation	0.12	0.11		0.11	
<b>Profit Before Tax</b>	<b>0.66</b>	<b>0.30</b>	<b>120.00%</b>	<b>0.27</b>	<b>83.33%</b>
Tax Expense	0.00	0.00		0.00	
<b>Profit After Tax</b>	<b>0.66</b>	<b>0.30</b>	<b>120.00%</b>	<b>0.27</b>	<b>83.33%</b>



# REVENUE SPLIT

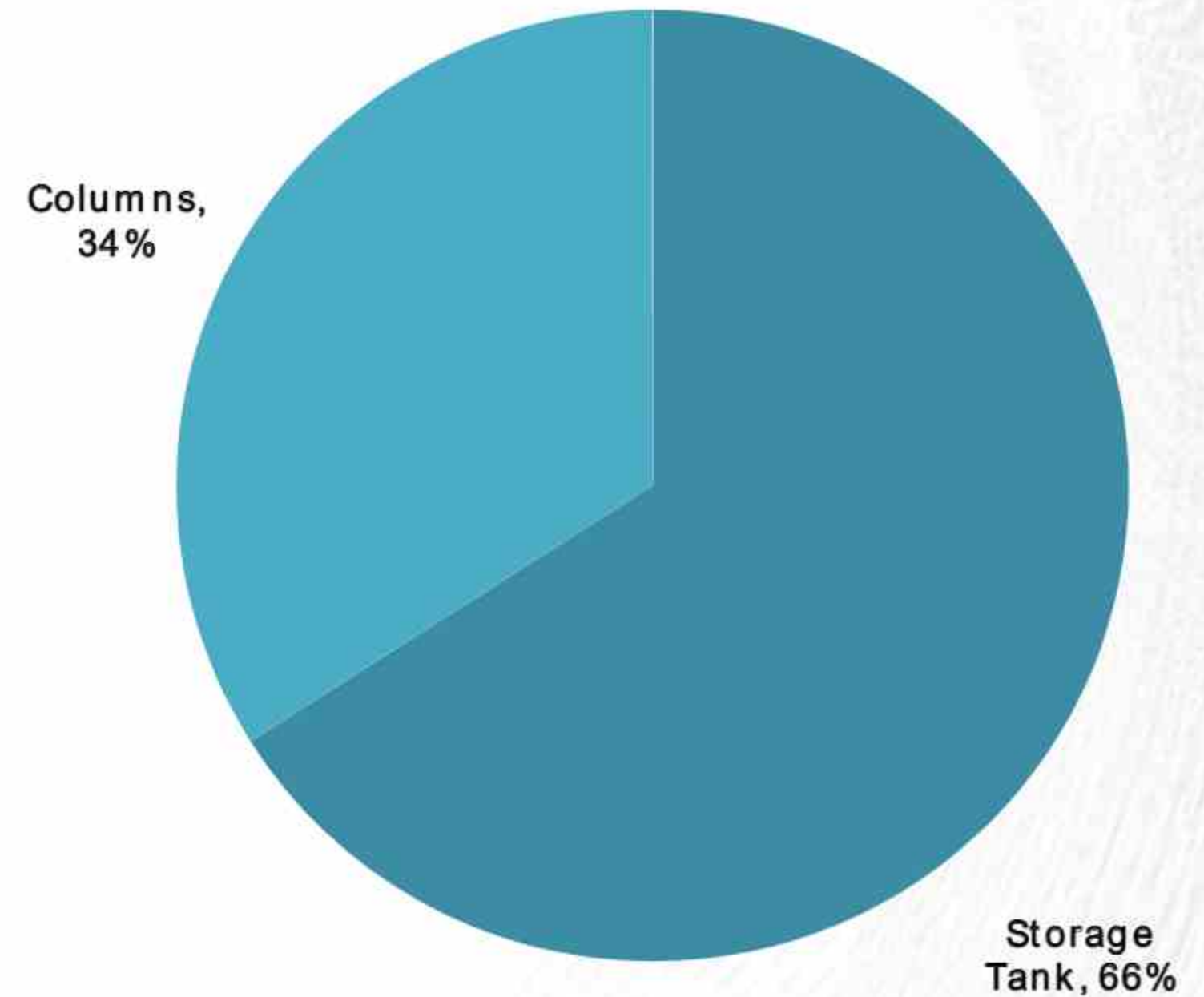
Revenue Bifurcation By Product

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

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%
<b>Total</b>	<b>31.89</b>	<b>100%</b>

Revenue Bifurcation By Product





# ORDER BOOK SPLIT

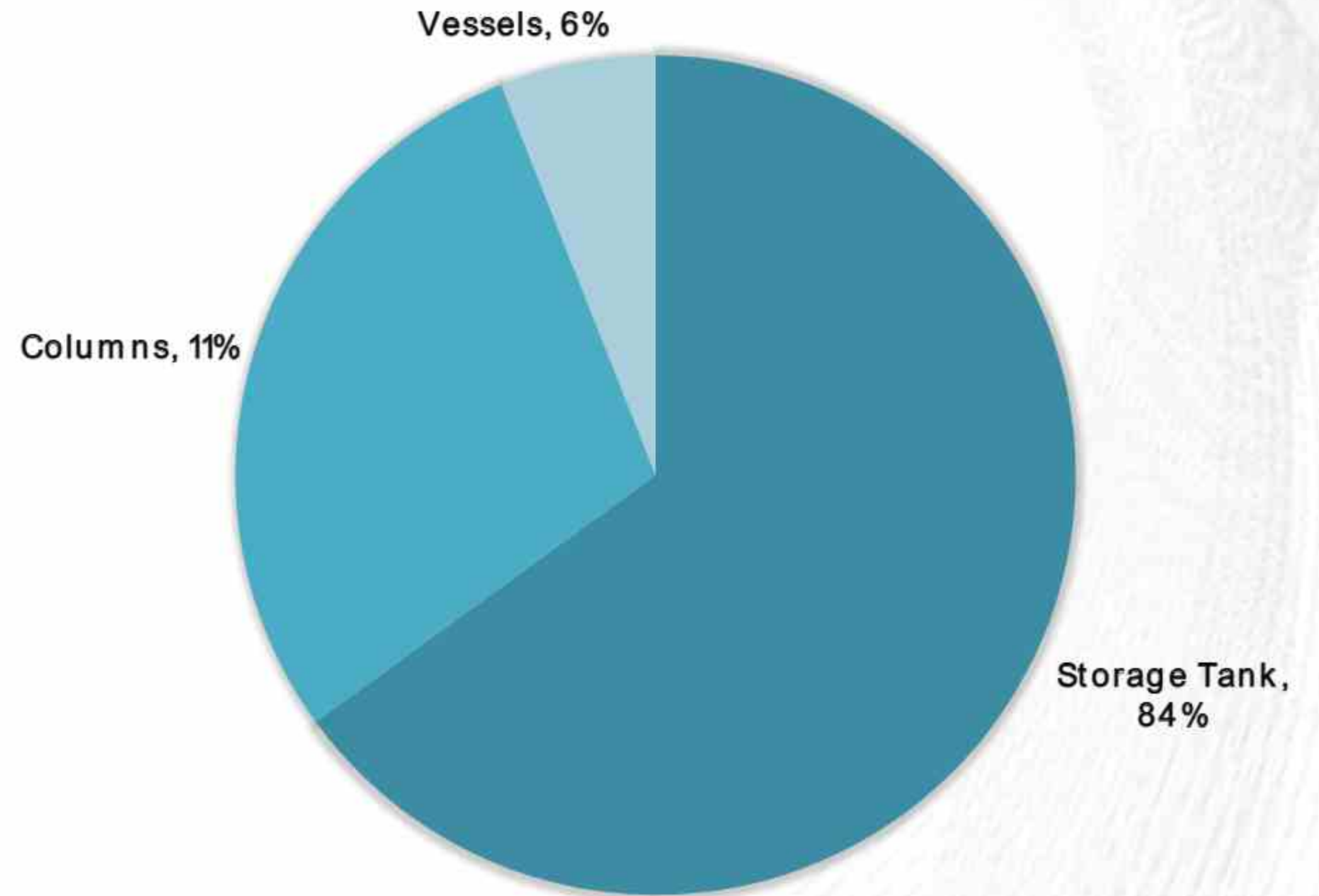
Order Book Bifurcation By Product

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

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%
<b>Total</b>	<b>135.84</b>	<b>100%</b>

Order Book Bifurcation By Product





A glowing sphere of light trails, resembling a complex knot or a dense ball of energy, is centered in the frame. A bright, horizontal beam of light passes through the center of the sphere, creating a lens flare effect. The background is dark, with a dense field of fine, golden-brown light trails radiating outwards from the sphere, creating a sense of depth and movement. The overall aesthetic is futuristic and ethereal.

# 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 Aluminum 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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