

July 29, 2020

To,

BSE LIMITED P.J. Towers, Dalal Street, Mumbai – 400 001 BSE Scrip Code: 532684	National Stock Exchange of India Ltd. Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400051 NSE Symbol: EKC NSE Series: EQ
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Dear Sir(s),

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 Investors presentation for July 2020 is attached.

This is for your information and record.

Thanking you,

Sincerely,
For **Everest Kanto Cylinder Limited**



Puneet Khurana
Managing Director
00004074



EVEREST KANTO CYLINDER LIMITED

**Manufacturers
of High Pressure
Seamless
Gas Cylinders**

Registered Office :
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Free Press Journal Marg,
214, Nariman Point,
Mumbai - 400 021.

CIN L29200MH1978PLC020434

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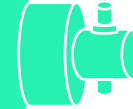
*The Fastest Growing
Cylinder Manufacturer Since 1978*

Everest Kanto Cylinder Limited

Investor Presentation

July 2020





Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labor relations.

Everest Kanto Cylinder Limited (EKC) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



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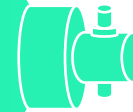


*The Fastest Growing
Cylinder Manufacturer Since 1978*

Company Overview



The 'EKC' Edge



#1

Market Leadership

- India's largest player in high pressure gas cylinders with market share of ~50%

42

Years

Experienced Management

- 42 years of focused domain experience in the field of high pressure seamless cylinder manufacturing

200

SKU's

Diversified Product Range

- More than 200 SKU's including Industrial, CNG and Jumbo cylinders of capacity ranging from 1 litre to 3,000 litres

25

Countries

Global Presence

- Exports to over 25 countries globally based on presence and regulatory approvals in South East Asia, Middle East, USA, Europe, South America and CIS countries

150

Established Customer Relationships

- ~150-strong client base from diverse verticals including automobile OEMs/after-market, city gas distribution, industrials, cylinder cascades, medical sector, fire fighting equipment and defence – including Tata Motors, Bajaj Auto, Hyundai, Toyota, BOC India, Praxair, Mahanagar Gas, Adani Gas

1mn

Manufacturing Excellence with Large Capacities

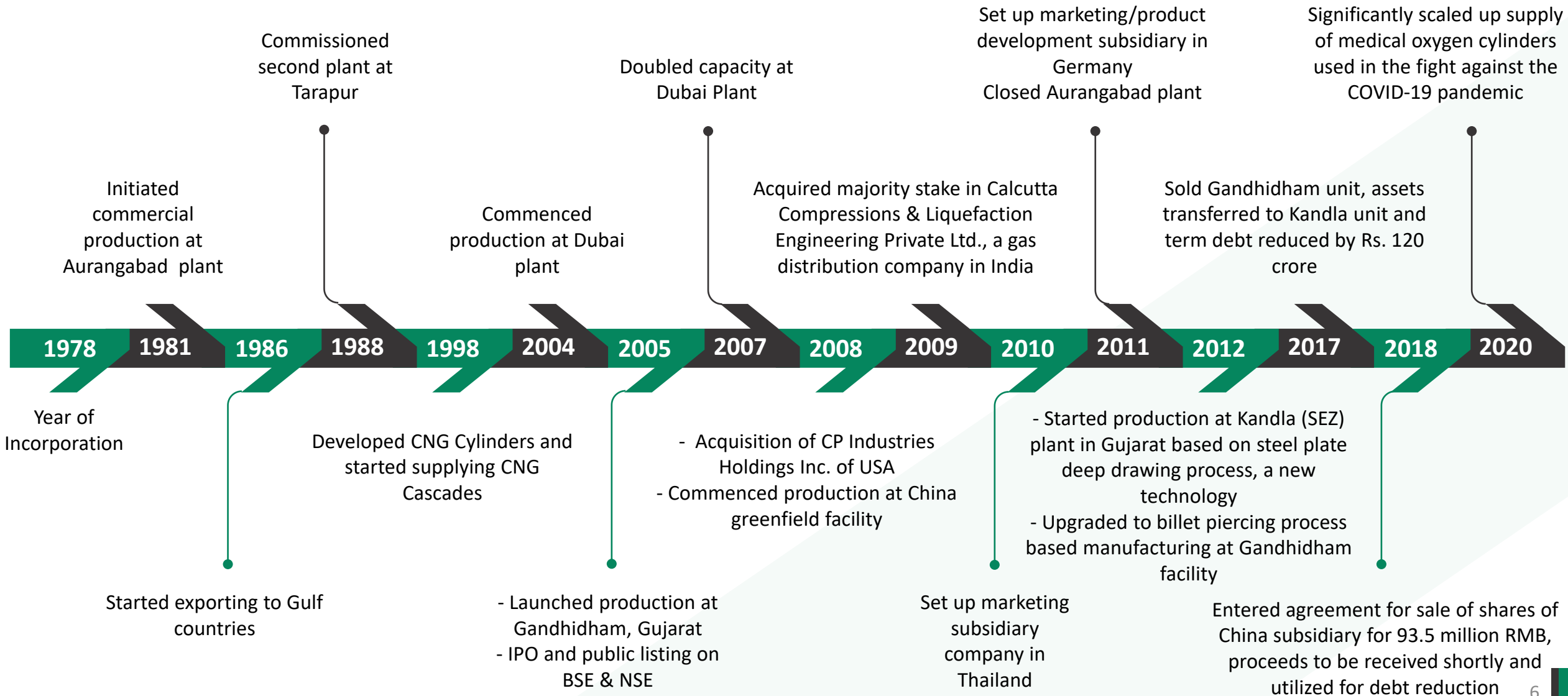
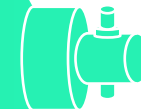
- Among the largest manufacturers of high pressure seamless cylinders in the world
- Global scale plants in India, Dubai and USA with production capacity of ~1 million cylinders annually

36%

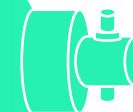
Best-in-Class Supply Chains

- EKC Group has efficient outreach and local distribution in several countries with unique market requirements – leading to 36% revenue contribution from products sold outside India

Key Milestones



Board of Directors



Pushkar Khurana

Executive Chairman

- Joined EKC business in 1994
- Commerce graduate from Mumbai University
- Extensive business and finance experience; with over 20 years in international operations

Puneet Khurana

Managing Director

- Joined EKC business in 1996
- MBA (International Business) from EU Business School, Switzerland
- Led market development in Asian countries; product development for auto OEMs/ CNG distribution companies

Ghanshyam Karkera

Independent Director

- Finance, Banking and Law professional
- Specializes in audit, taxation, financial planning, project finance, rehabilitation of sick units and overall corporate management
- Also an empanelled mediator

M N Sudhindra Rao

Independent Director

- Financial management and corporate turnaround expert
- CEO and Executive Director of Indo Rama Synthetics Limited
- Four decades of experience in manufacturing, energy and other industrial sectors

Uma Acharya

Independent Director

- Law professional – specializing in civil, property, securities market and arbitration laws
- Member of the Bar Council of Maharashtra and Goa
- Previous experience with the National Stock Exchange of India Limited

Dr. Vaijayanti Pandit

Additional Director

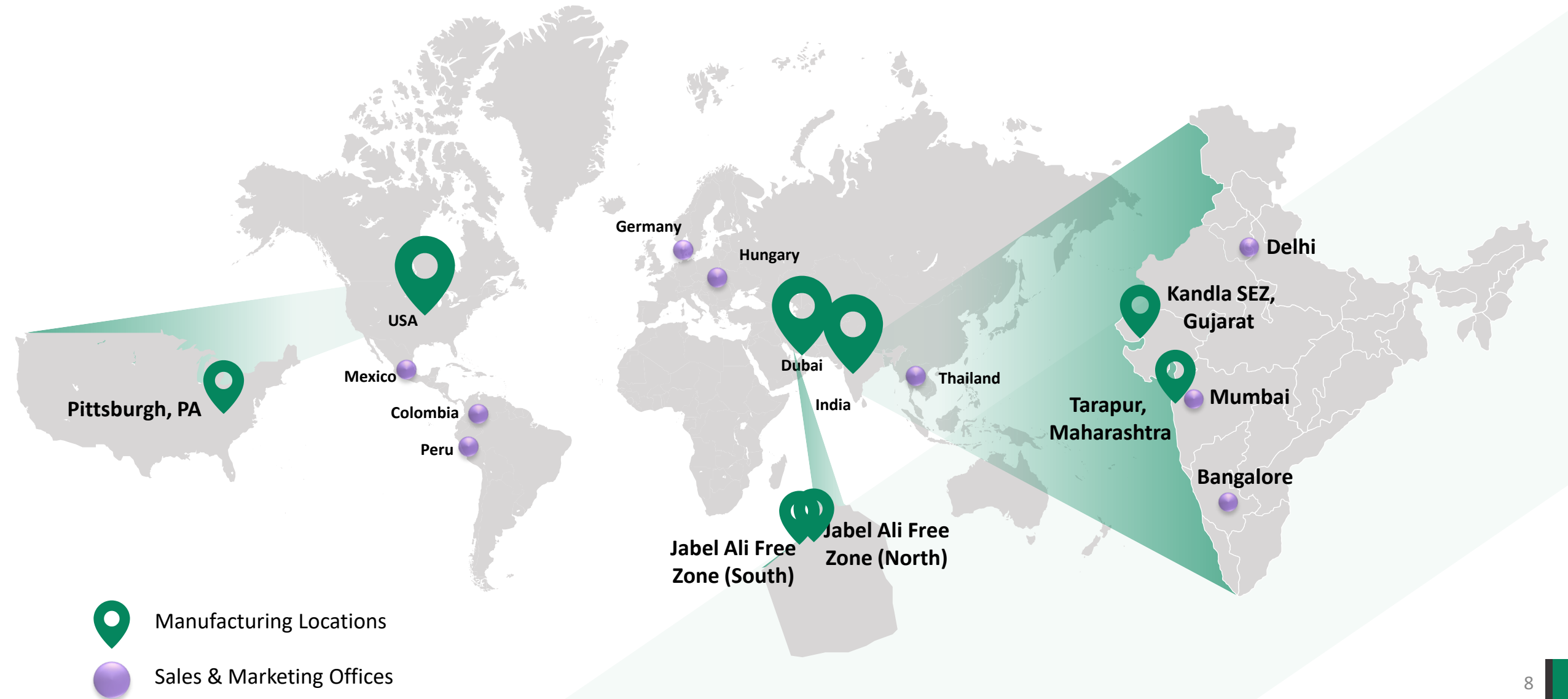
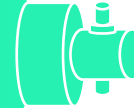
- PhD in Management Studies, with additional qualifications in Political Science, Journalism and Yoga
- Overall, four decades of experience; currently, advisor to Welingkar Institute of Management Development and Research
- Previously associated with FICCI and Indian Merchants' Chambers in senior positions

Sanjiv Kapur
Chief Financial Officer

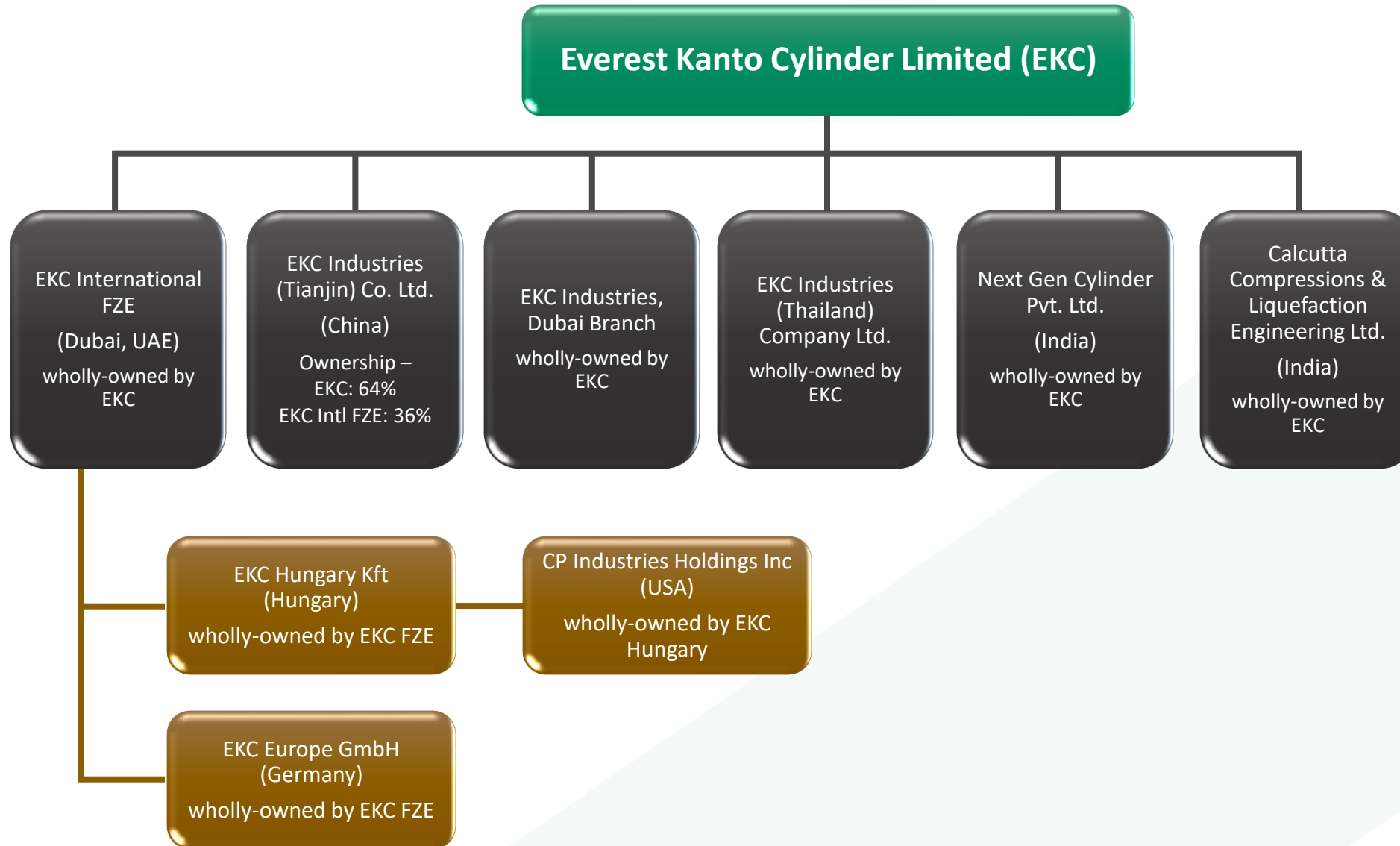
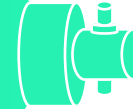
Bhagyashree Kanekar
Company Secretary

Strong Board with significant and multi-faceted experience

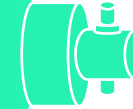
Global Footprint



Corporate Structure



Manufacturing Facilities – India



EKC
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Tarapur, Maharashtra, India



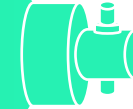
- Manufactures a wide range of high pressure seamless steel cylinders with storage capacity of up to 280 litres and working pressure up to 400 bars
- Area: 31,000 sq m
- Annual capacity: 120,000 CNG cylinders and 80,000 industrial cylinders

Kandla SEZ, Gujarat, India



- Manufactures small cylinders (1 litre to 21 litres), gas cylinders (up to 3000 litres), jumbo skids and plate-rolled cylinders
- Area: 85,000 sq m
- Annual capacity: 96,000 CNG cylinders, 420,000 industrial cylinders and 1,000 jumbo cylinders

Manufacturing Facilities – Overseas



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Plant I – Dubai



- Located at the renowned Jabel Ali Free Zone (North) in Dubai
- Area: 21,000 sq m
- Annual capacity: 120,000 cylinders

Plant II – Dubai



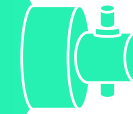
- Located at the renowned Jabel Ali Free Zone (South) in Dubai
- Area: 25,000 sq m
- Annual capacity: 120,000 cylinders

Pittsburgh, PA, USA



- Manufacturers full carbon type 4 composite cylinders
- Area: 198,000 sq m
- Annual capacity: 4,000 Jumbo & 10,000 Type 4 composite cylinder

Extensive Range of Products



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CNG Steel Cylinders



- Wide range of CNG cylinders designed and manufactured to comply with the highest quality and safety standards
- Products built to customer specifications for cars, buses, three-wheelers and delivery vehicles
- Strong, lightweight cylinders undergo stringent testing to assess fatigue strength, usage life, safety and reliability under extreme weather conditions

Medical Oxygen



- Safe, contamination-free cylinders storing gases such as oxygen and nitrous oxide
- Products comply with stringent standards applicable in India and internationally or specific customer requirements

Industrial Cylinders



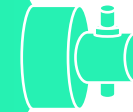
- Wide range of industrial cylinders designed for industrial gases, medical and food & beverage applications
- Preferred worldwide for quality, aesthetics and versatility of products
- Adhering with the most stringent regulations in India and internationally (ISO 9809, IS 7285)

Cylinders For Hydrogen Gases



- Cylinders, quads and cascades for storage/transportation of Hydrogen at high pressure
- Manufactured from steel suitable for Hydrogen storage, a gas with flammable and embrittling properties

Extensive Range of Products



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Fire Extinguisher Body



- Cylinders for storage of carbon dioxide – used in fire extinguishers, rubber rafts and aerated water
- Range covers capacities of 1 litre to 180 litre , hand-held and portable wheel-type extinguishers
- Powder coated for better visual appeal and longevity

Jumbo Cylinders



- Large Capacity Jumbo Large capacity cylinders conforming to Indian/international standards or based on specific customer requirements
- Jumbo Cylinders/Skids are used for industrial gases such as Nitrogen, Helium, Argon etc. with several defence/aerospace applications

Breathing Air Cylinders



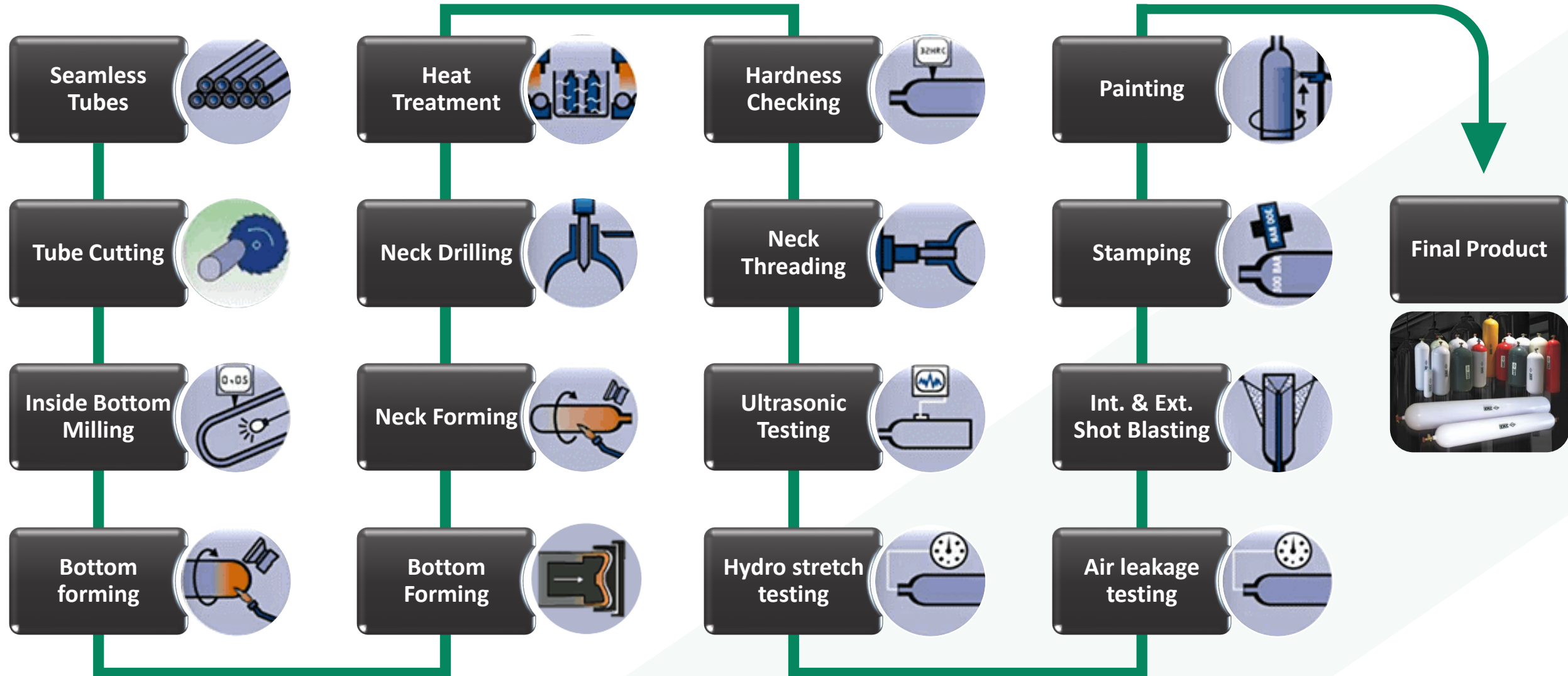
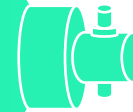
- Compressed breathing air cylinders adhering with IS 7285 – rated at working pressure of 200-300 bars
- Complete product range from 1L to 9L cylinders

Type 4 Composite Cylinders



- Type 4 composite cylinders manufactured in EKC's USA plant adhere to stringent international regulations (ISO 11119-3, ISO 11439, NGV2)
- Light-weight cylinders made from special aluminium alloys, used for specialty/medical/industrial gases, including fire extinguishers and breathing apparatus

Manufacturing Process



Global Quality Certifications



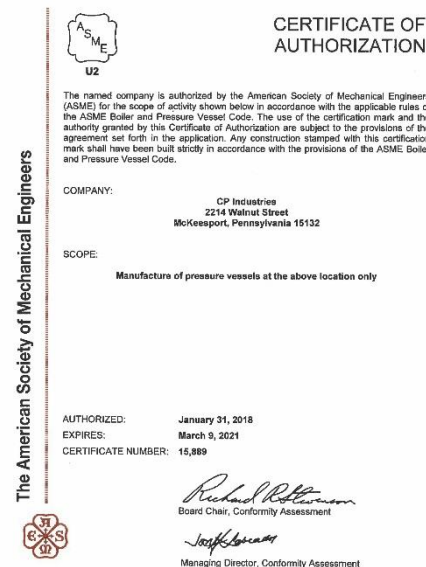
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India



ISO 9001:2015 Certificate from Bureau Veritas for High Pressure seamless steel gas cylinders of 20 to 300 litres water capacity for Industrial and CNG on-board vehicle application, cylinder cascades etc

USA



American Society for
Mechanical Engineers



Canadian Standards
Association

US Department of
Transportation

UAE



Transport Canada

Manufacturing License of
Special Equipment (China)

Korean Gas Safety
Corporation

BELAC (Belgium)

Bureau Veritas – Marine &
Offshore Division

Certificate of Conformity
(UAE)



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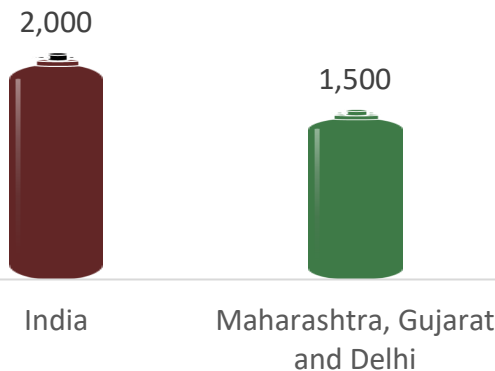
Industry Overview



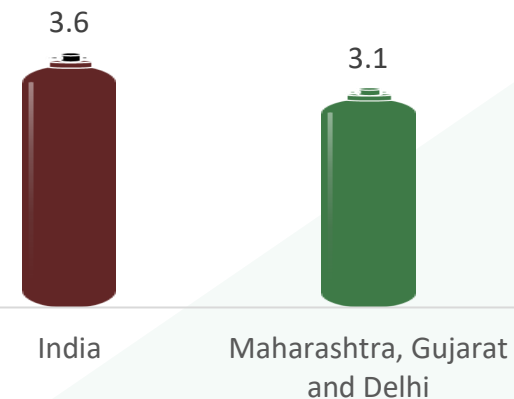
CNG Demand Outlook

Currently India's CNG ecosystem is confined to just three states

CNG Stations

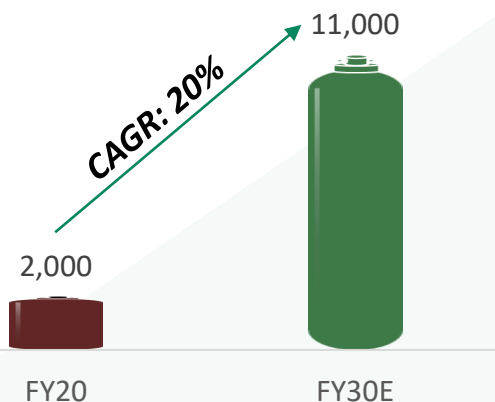


CNG Vehicles (mn)

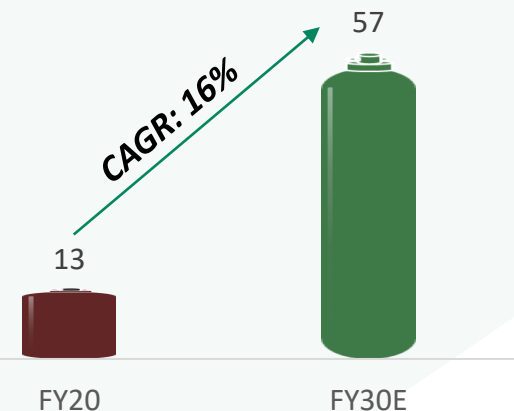


City gas distribution set to expand significantly based on 9th and 10th round of bidding conducted by Petroleum and Natural Gas Regulatory Board (PNGRB)

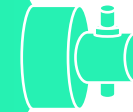
CNG Stations



CNG Demand (mmscmd)



CNG Demand Outlook



BS-VI transition

Auto manufacturers planning to stop production of diesel vehicles based on rising costs

Vehicle Scrappage Policy

Policy to be finalized soon, expected to drive new vehicle sales and CNG adoption

CNG conversion of diesel buses

Government urging state transportation corporations to convert diesel bus fleets to CNG

CNG price trends

CNG prices in India, linked to key international benchmarks, currently at decadal lows

Cost of vehicle ownership

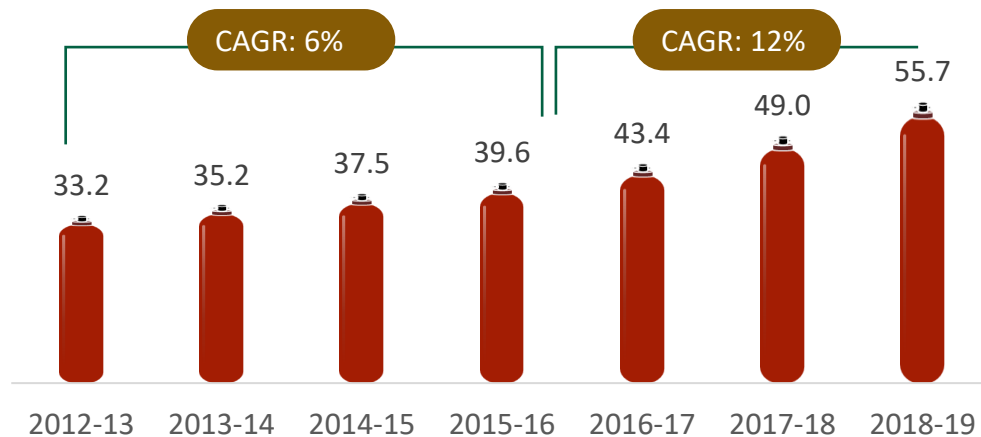
Reducing cost and lower fuel efficiency are advantages that drive CNG vehicle adoption

Environmental concerns

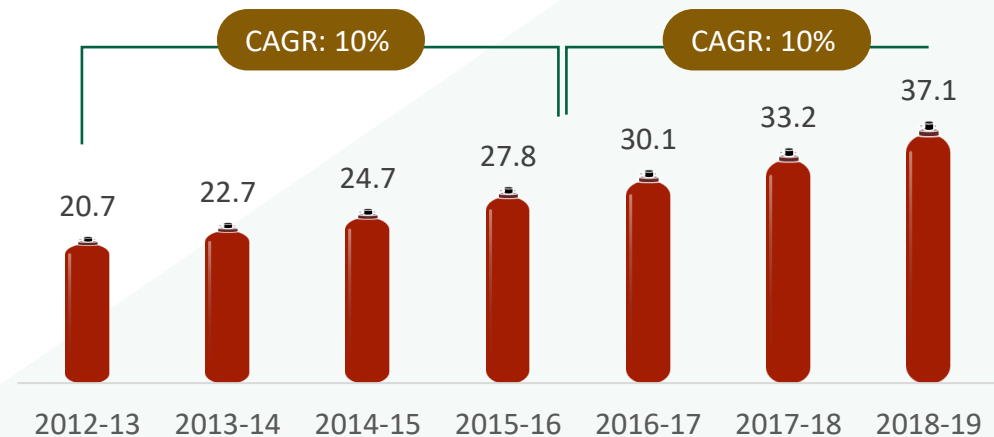
India has 21 of the world's 30 cities with the worst air pollution
(Source: IQAir AirVisual's 2019 World Air Quality Report)

Demand is driven by expansion in industrial production – Gross Fixed Capital Formation (GFCF) expected to rebound after the recent weakness

Gross Fixed Capital Formation

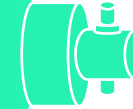


GVA from Industrial Sector (Current Prices)



Source: RBI Handbook of Statistics: (Rs. Trillion)

Industrial Demand Outlook



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Fire Equipment and Fire Suppression Systems

- The global fire safety equipment market is estimated at \$ 58 billion in 2018 – and expected to expand at CAGR of 8.8% from 2019 to 2025
- Demand for advanced fire safety systems is expected to be driven by industries such as manufacturing, utilities, petrochemicals, mining, oil & gas exploration, energy & power, automotive and construction
- Countries across the world are adopting stringent regulations mandating installation of fire safety systems at industrial, residential and commercial locations

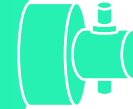


Supply to Medical Establishments



- Medical gas supply systems in hospitals and other healthcare facilities create an ecosystem of specialized gases and gas mixtures – including oxygen, medical air, nitrous oxide, nitrogen, carbon dioxide, medical vacuum and anesthetic gases
- Gases are used across general wards, operating theatres, intensive care units, recovery rooms and other major treatment rooms
- With the expansion of medical facilities in urban as well as rural areas, both public sector and private sector demand for medical gases, cylinders and other allied equipment is increasing steadily

Industrial Demand Outlook



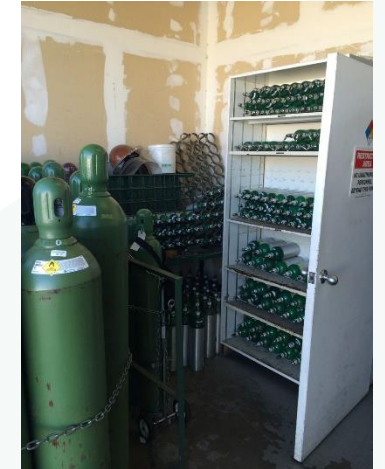
Aerospace and Defense

- The Global Aerospace and Defence Industry has been growing on the back of rising commercial aircraft production and strong defence spending
- Aerospace demand is focused on next-generation, fuel-efficient aircraft with order backlog continuing to rise – the industry uses gases extensively for a wide range of applications that cover welding, cutting, heating, laser gas, thermal spray coating, heat treatment processes
- In the defence sector, continued global tensions and geopolitical risks have driven higher spending – growing demand based on replacement of fossil fuels with alternative fuels for operating aircraft, combat ships and vehicles, and supporting equipment



Specialty Gases

- Growing number of gas applications in non-traditional areas such as space research, food preservation/distribution, agricultural processing etc
- Key usage verticals include automobiles, F&B, oil and gas, construction, ports/shipping, space and thermal power etc





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Key Attributes



Strengths



Sustained Leadership in the Indian Market

Pioneer in manufacturing high pressure seamless cylinders over four decades

Highest market share across sectors and verticals



Established Production Infrastructure

Large, multi-locational production facilities

Adherence to the highest quality and safety standards

Established raw material supply chain enabling on-time delivery schedules



Experienced Management

Eminent core management team with deep knowledge and understanding of business intricacies

Existing team has been associated for decades, contributing to establishing the current position



Global Presence

Exports to over 25 countries globally including South East Asia, Middle East, USA, Europe, South America and CIS countries



High Quality Products

Compliance with stringent specifications laid down by international bodies and local authorities in each market

Conforming to Indian Standards: IS 7285/IS 15490 and international standards : ISO:11439, ISO: 9809-1, NZS: 5454, ISO: 4705D, EN: 1964, ISO: 11120, ECE R-110



Large Capacity and Wide Product Range

Global scale capacities aggregating to more than 2 million cylinders annually from 1 litre to 3,000 litres capacity

Wide and versatile range – Industrial Gas Cylinders, CNG Cylinders, CNG Cylinder Cascades, Jumbo Cylinders, Jumbo Skids, Composite Cylinders

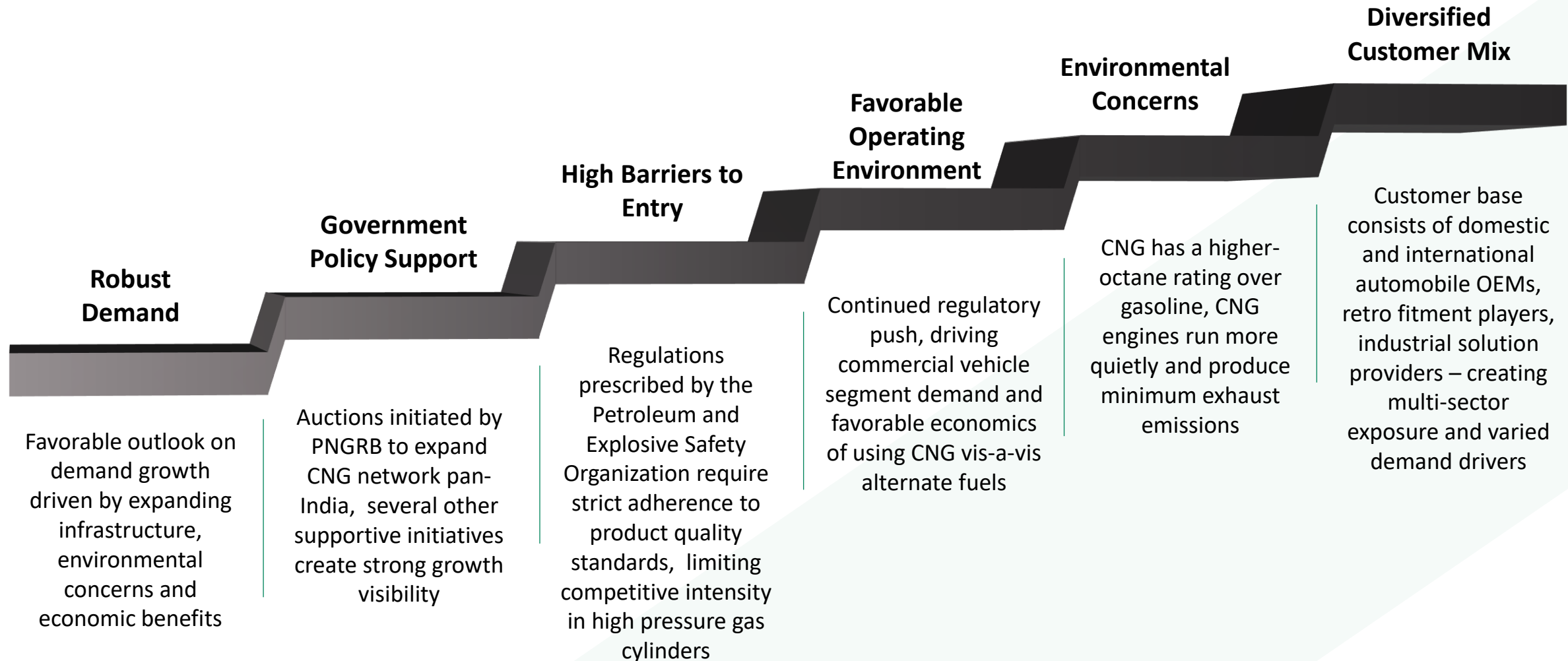


Wide Range of Established Relationships

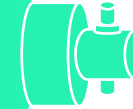
Unique ability and flexibility to meet customer specifications while meeting international standards

Deep trust established across suppliers, gas distributors, OEM's and regulatory authorities

Growth Drivers



International Operations



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Dubai

- Deals in CNG cylinders, industrial cylinders, cascades, multiple element gas containers, specialized fire suppression systems and fire detection/alarm systems
- Targets markets include the Middle East, South America, Eastern and Western Europe
- Received approvals enabling supply of cylinders worldwide, including exports to India
- Increasing demand from MNC's expanding presence in the Indian fire-fighting market
- Supplementary production base for Indian operations, enabling reduced inventory cost at group level



USA

- World leader in innovation, producing large, seamless pressure vessels
- Product portfolio includes ground storage and mobile transportation for industrial gases and alternative fuels, on-board cylinders for passenger and commercial vehicles, flasks for the U.S. Government Shipboard Systems, specialty vessels for foreign military, vessels for oil and gas exploration and cylinders for other specialty applications
- Also marketing DOT-approved industrial cylinders sourced from India and Dubai



Europe

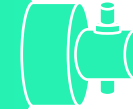
- Continuous growth delivered by developing the European market for visibility of products manufactured in India, UAE and USA
- Played crucial role in composite cylinder product development for the US plant by providing in-house expertise
- Key markets accessed are Italy, Germany, France and Hungary



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Consolidated Financial Performance





Comments on Q4 & FY20 performance by Puneet Khurana, Managing Director, Everest Kanto Container Limited

"FY20 was another significant milestone for EKC, we continued to make steady business progress in the backdrop of weak economic conditions that impacted overall industrial activity. During the year, our domestic business grew its revenues by utilizing existing facilities while maintaining tight control over operating costs – leading to operating efficiencies and strong cash flow generation, which was used to pay down debt further. As volumes grow on the basis of our close alignment with emerging demand areas, there is greater value addition across our customer relationships leading to steady to expanding margins.

We see strong traction in our business over the next several years as the CNG ecosystem expands nationwide based on time bound commitments made by private players in line with the government mandate. Being a well-established player in this segment over the last four decades with the largest market share in high-pressure gas cylinders, we look forward to our growing contribution as CNG adoption develops in the country. In addition, gas usage continues to see secular growth across a range of industrial applications, which should bring further traction to business volumes.

Following the unfortunate spread of the Covid-19 pandemic, there is rising demand for medical oxygen supplies. EKC, with a strong track record of supplying safe, contamination-free cylinders built for oxygen and other gases used by medical establishments, is well-positioned to cater to this demand from hospitals and other ancillary medical infrastructure created for the treatment of Covid-19 related cases. Our manufacturing facilities have fungible production capabilities and we have garnered strong revenue contribution from this sector over the last few months. At a strategic level, higher spending on healthcare should bring strong demand over the next few years.

We also look forward to higher revenue contribution from our overseas businesses. In our UAE operations, we see growing demand for the transportation of natural gas used in industrial production. We are also exploring opportunities in some countries in Europe, Africa and South America, where gas is being used increasingly for transportation and industrial production. In the U.S., we are focused on navy, aerospace and industrial gas, apart from pursuing new technology development in composite carbon cylinders. In this market, we see demand picking up this year following the re-validation of our manufacturing facilities.

Going forward, we see structural demand from the adoption of gas-based fuels in industry, medical equipment, F&B, automotive and other sectors based on both economic and environmental considerations. We currently operate production facilities in India, UAE and USA with diversified capabilities, and have the resource base ready to expand capacity by incurring marginal capital expenditure. Overall, we look forward to leveraging our established strengths to deliver significant value for all stakeholders."

Key Performance Highlights – Q4 FY20

Revenues



6.1%

Rs. 198.6 Cr

EBITDA



47.2%

Rs. 23.9 Cr

PBT*



*

Rs. 6.1 Cr

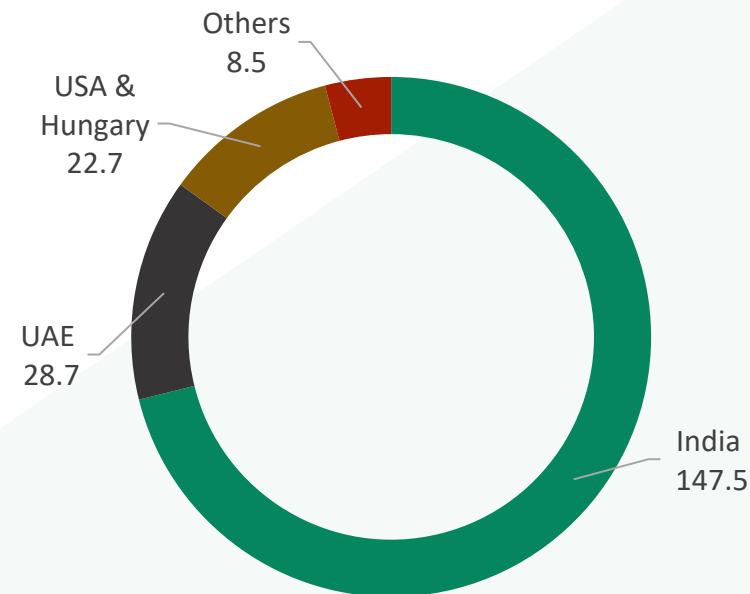
PAT**



**

(-) Rs. 0.8 Cr

Revenue Break-up (Rs. Cr)

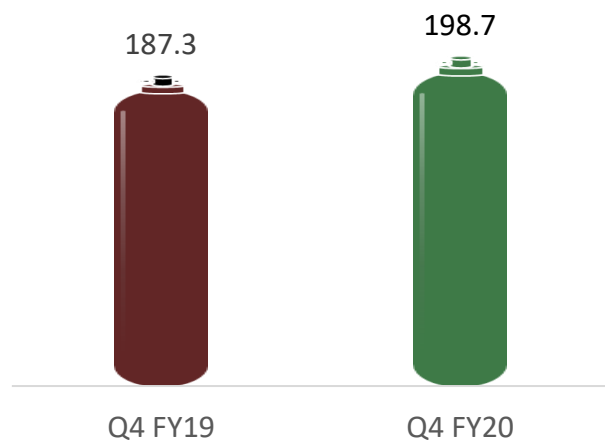


* PBT before exceptional items and tax from continuing operations was at (-) Rs. 0.1 crore in Q4 FY19

** PAT was at Rs. 43.5 crore in Q4 FY19 including deferred tax credit of Rs. 57.1 crore recognized on brought forward losses, unabsorbed depreciation, MAT credit and other temporary differences

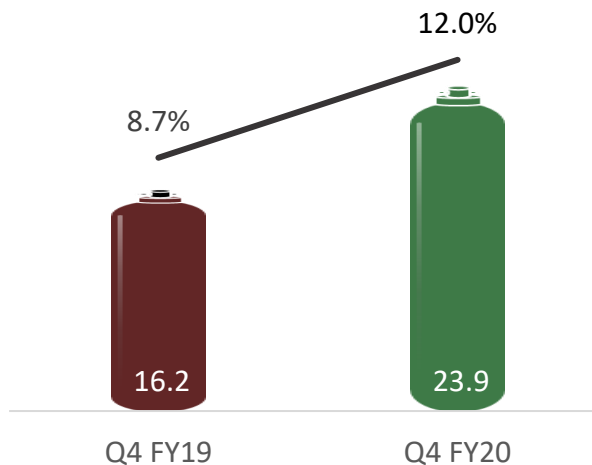
Financial Summary – Q4 FY20

Revenue (Rs. Cr)



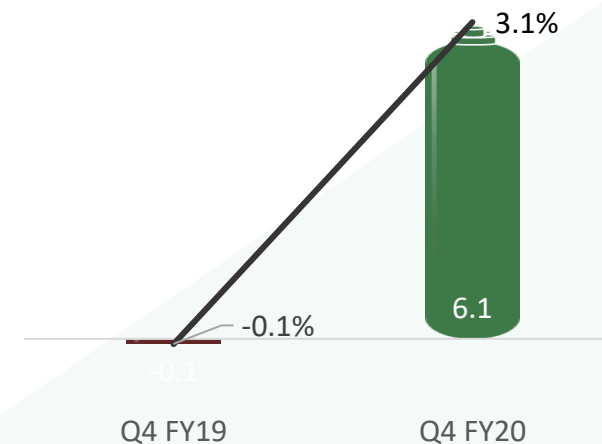
Growth momentum continued in Indian operations despite a few days of revenue loss due to lockdown and overall weak operating environment; overseas operations remained subdued

EBITDA (Rs. Cr) — Margin (%)



Margin expansion based on revenue growth delivered on a stable operating base and tight control on costs

PBT (Rs cr) — Margins (%)



PBT expansion delivered despite accelerated depreciation on some fixed assets

Key Performance Highlights – FY20

Revenues



8.3%

Rs. 760.5 Cr

EBITDA



4.6%

Rs. 96 Cr

PBT*



(24.6%)

Rs. 23.5 Cr

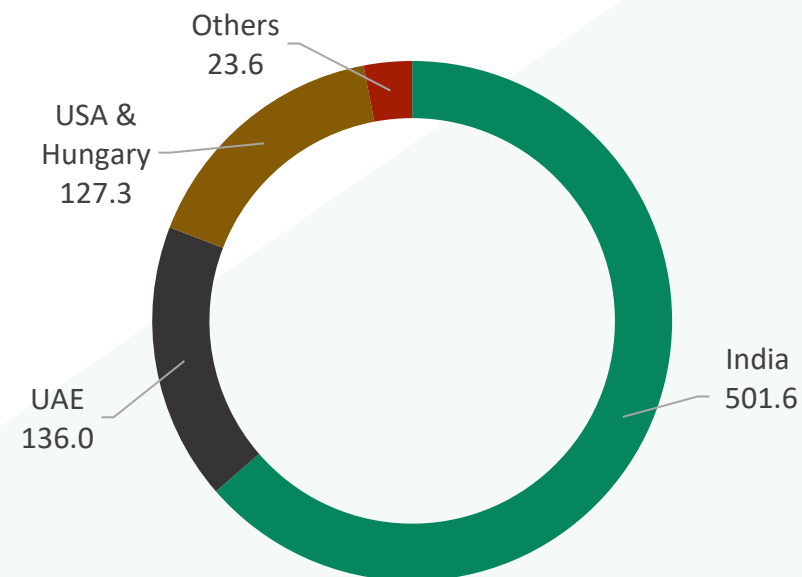
PAT**



(90.8%)

Rs. 6.7 Cr

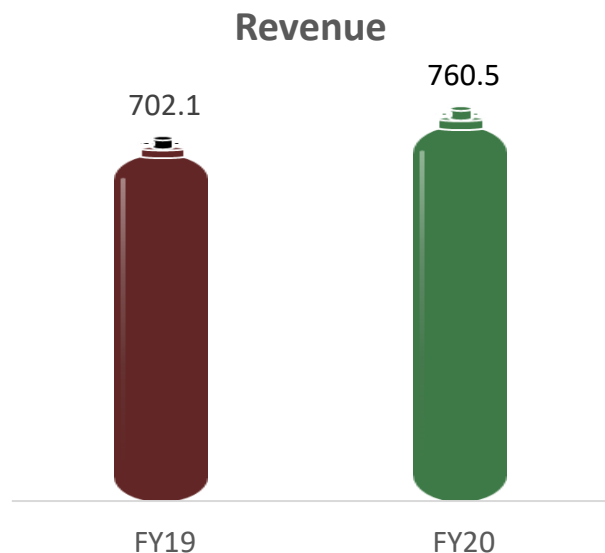
Revenue Break-up (Rs. Cr)



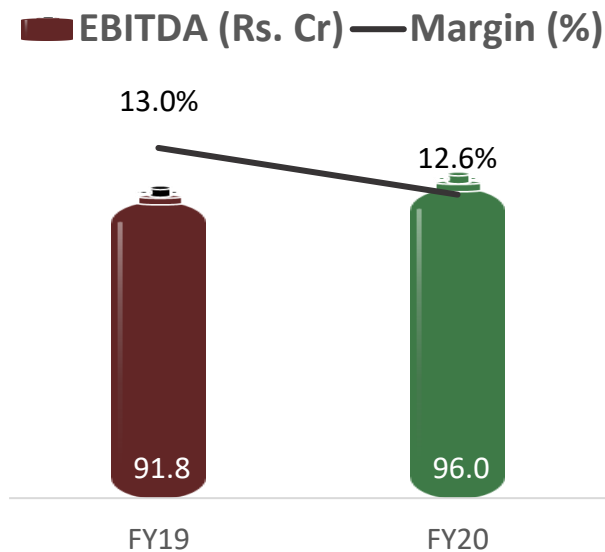
*PBT before exceptional items and tax from continuing operations

** PAT during FY19 included deferred tax credit of Rs. 57.1 crore recognized on brought forward losses, unabsorbed depreciation, MAT credit and other temporary differences

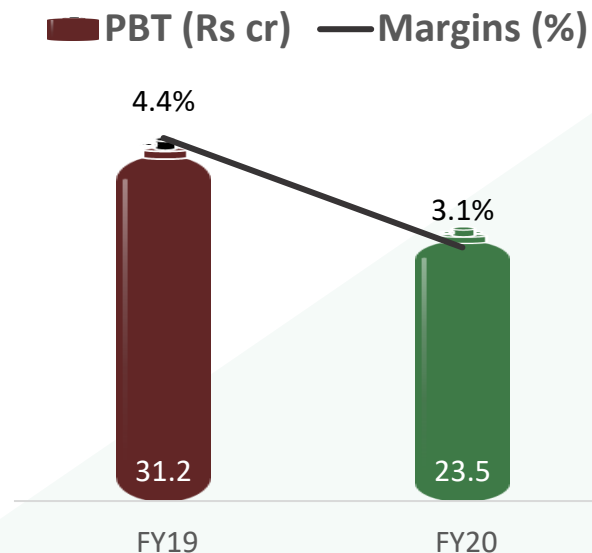
Financial Summary – FY20



Revenue expansion achieved in the backdrop of slow industrial activity and weakness in auto sector demand

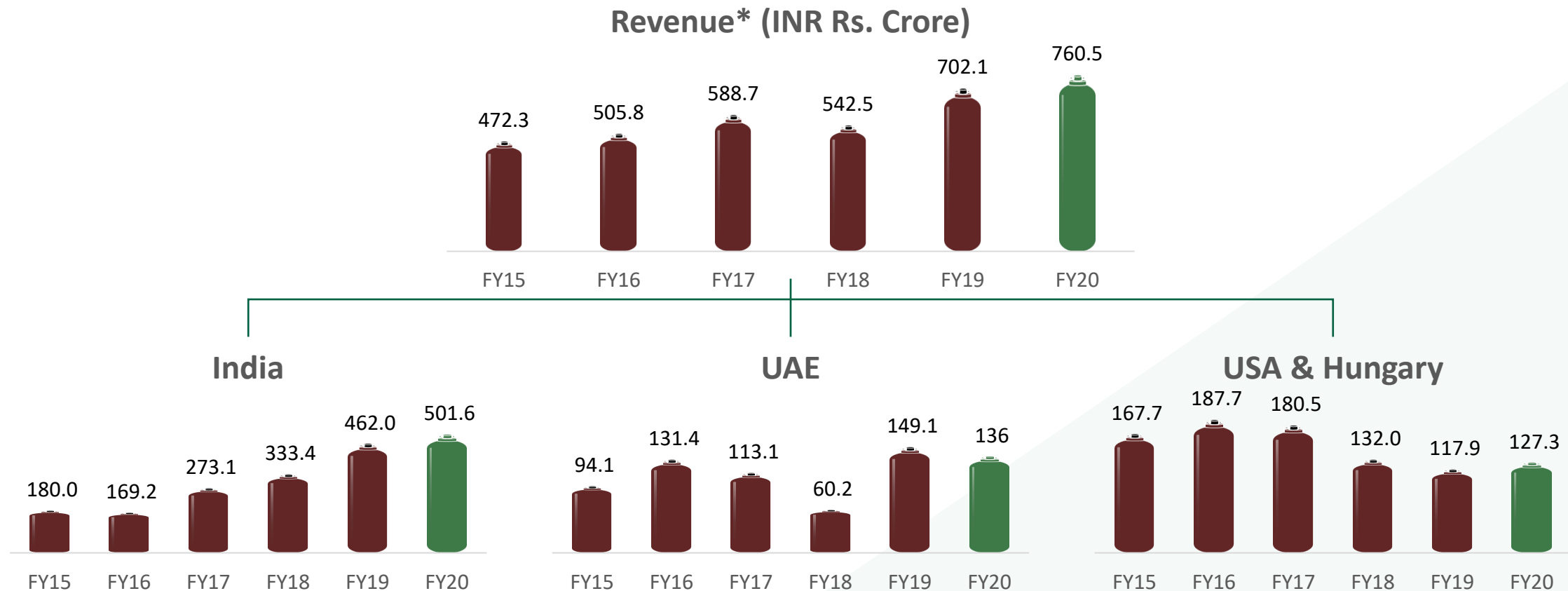


Profit margin has remained in the range despite increase in raw material prices and slower contribution from overseas operations even as cost controls were maintained



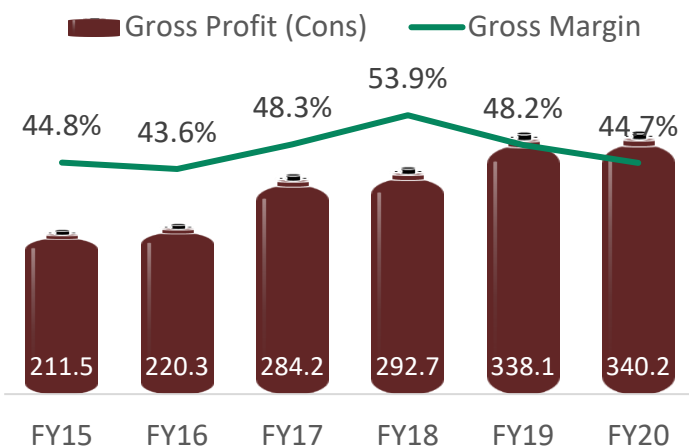
PBT decline attributed to accelerated depreciation on some fixed assets

Revenue Growth

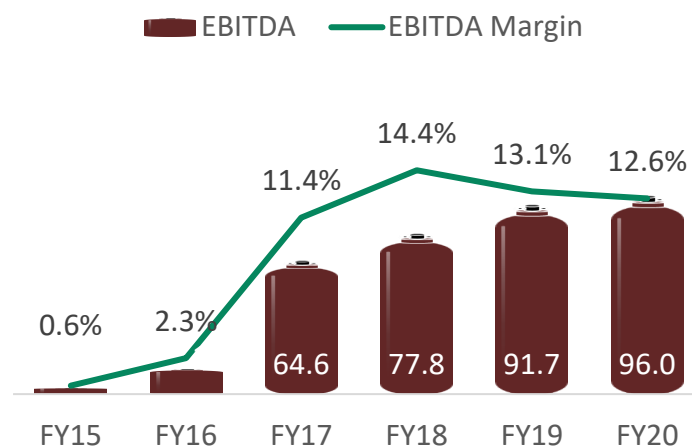


- Strong, secular growth in India driven by expanding demand for CNG in the states of Maharashtra, Gujarat and Delhi as well as increasing industrial usage
- UAE operations have re-focused on developing new markets in Europe/CIS, Middle East, Africa and Latin America
- USA business has faced transitional demand weakness in some of its traditional demand areas in naval and aerospace segments, expected to lead to vendor consolidation based on quality parameters

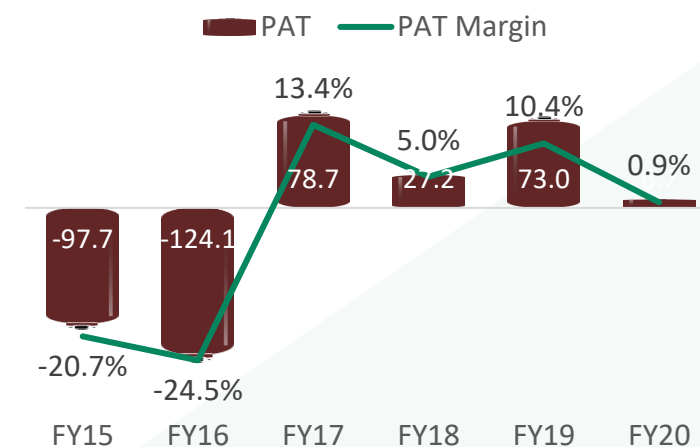
Profit Margin



- Gross contribution has been expanding in Indian operations based on stronger growth in higher margin products
- Contribution margins in overseas operations have remained largely stable as businesses have been positioning for further scale-up

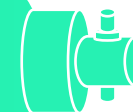


- Operating expenditure has remained stable as growth initiatives have been driven on the back of a stable asset base
- Operating margins in India have steadily expanded with scale; however, current year has been impacted by weak demand in core usage markets
- COGS and direct costs expected to grow in line with revenues, tight control on indirect costs to be maintained - therefore, margins may increase over a period



- Profit After Tax has seen an improving trend, but FY20 has been subdued due to the impact of depreciation and tax provisions – however, strong cash flow generation is indicative of value being created in the business

Consolidated Balance Sheet



Assets (Rs. Cr)	2017	2018	2019	2020
Fixed Assets	437.3	348.9	347.6	364.9
Other Non-Current Assets	9.8	17.5	8.5	22.5
Deferred Tax Assets (net)	0.6	0.4	57.1	52.9
Current Tax Assets (net)	10.2	6.3	0.2	4.7
Net Current Assets	369.4	321.8	296.5	287.8
Assets held for Sale (net)	31.7	122.1	95.4	80.6
Total	858.9	817.0	805.4	813.4

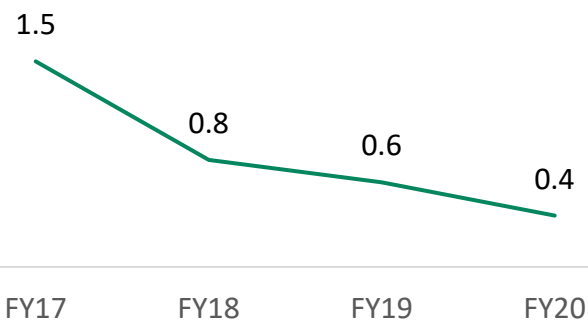
Liabilities (Rs. Cr)	2017	2018	2019	2020
Shareholder Equity	421.9	444.1	517.8	537.7
Long Term Debt	199.7	184.5	88.6	52.6
Non-Current Provisions	17.4	17.5	17.8	40.6
Short-term Debt	220.0	170.8	181.2	182.5
Total	858.9	817.0	805.4	813.4

- Manufacturing assets have remained stable - growth has been driven by increasing capacity utilization
- Debt reduction enabled by consistent internal accruals
- Proceeds from asset monetization initiatives has further contributed to debt rationalization, creating the platform for pursuing growth opportunities

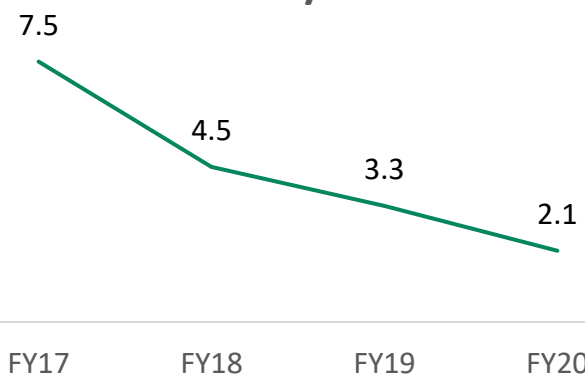
* Net Current Assets = Current Assets – (Current Liabilities + Current Provisions + Current Tax Liabilities) * Long Term Debt: includes Current Maturities of Long Term Debt

Ratios

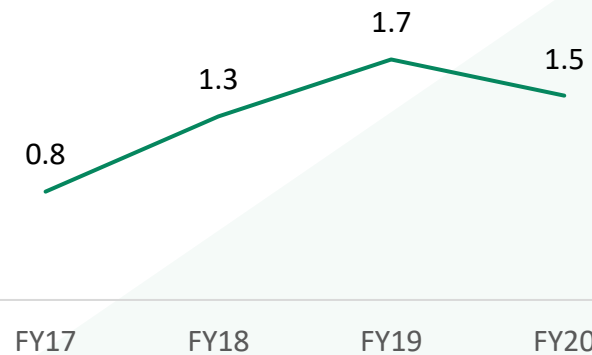
Net Debt/Equity



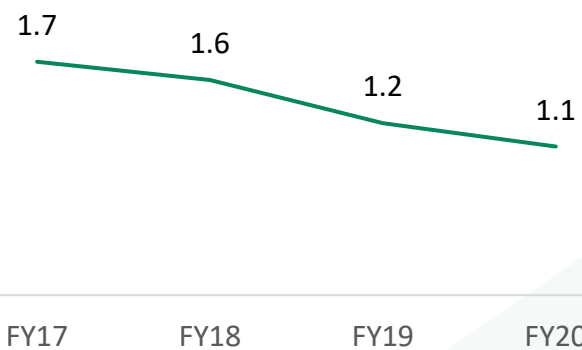
Net Debt/EBITDA



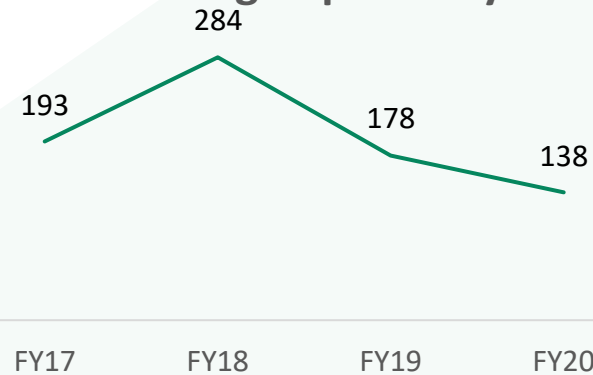
Interest Coverage



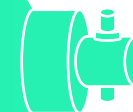
Assets Turnover



Working Capital Days



Corporate Summary



Strong Macro Framework

- Auto manufacturers expanding CNG production based on superior buyer economics
- PNGRB auctions mandate time-bound nationwide expansion of CNG ecosystem
- Medical oxygen demand expected to drive secular growth as India invests in healthcare
- Industrial demand to be driven by expansion of manufacturing in the country

Established player with leadership status

- Four decades of presence, #1 manufacturer with a large number of established relationships
- Multi-location production facilities in India, UAE and USA catering to wide ranging demand
- Well-positioned to leverage existing platform to drive growth and expand market share

Improving Financial Position

- Indian operations have grown at 30% over FY16-20 with expanding margins
- International business is well-established in local markets and exploring new opportunities
- Debt leverage has reduced steadily based on increasing operating cash flows
- Additional capacities can be operationalized by committing marginal capital expenditure

About Us



*The Fastest Growing
Cylinder Manufacturer Since 1978*

Everest Kanto Cylinder Limited (EKC) (BSE: 532684, NSE: EKC), established in 1978, is a clean energy solutions company and a leading global manufacturer of seamless steel gas cylinders with over 30 million industrial gas and CNG cylinders currently in service.

EKC operates two manufacturing facilities in India located at Tarapur (Maharashtra) and Kandla SEZ (Gujarat) and two international facilities at Jebel Ali Free Zone in Dubai and Pittsburgh (PA), USA, with aggregate capacity of over 900,000 cylinders annually. EKC's product range of industrial, CNG and jumbo cylinders is used for high pressure storage of gases such as oxygen, hydrogen, nitrogen, argon, helium, air etc and finds applications in a wide variety of industries such as manufacturing, fire equipment/suppression systems, medical establishments, aerospace/ defense and automobiles apart from some specialized usage areas.

Given its strong position in the Indian domestic market and wide acceptance across several key international markets built over the last four decades, EKC is poised to benefit from the increasing usage of gases in industrial production and automobile sectors based on both economic and environmental considerations.

For more information about us, please visit www.everestkanto.com

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Thank You

