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

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 November 2020 is attached herewith.

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: 204, Raheja Centre, Free Press Journal Marg, 214, Nariman Point, Mumbai - 400 021.

CIN L29200MH1978PLC020434

Tel.: +91-22-4926 8300 / 01

Fax: +91-22-2287 0720

Website: www.everestkanto.com







## **Everest Kanto Cylinder Limited**

Q2 & H1 Financial Results November 2020













### Safe Harbor





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.



### The 'EKC' Edge





#1

**Market Leadership** 

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

42

**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%

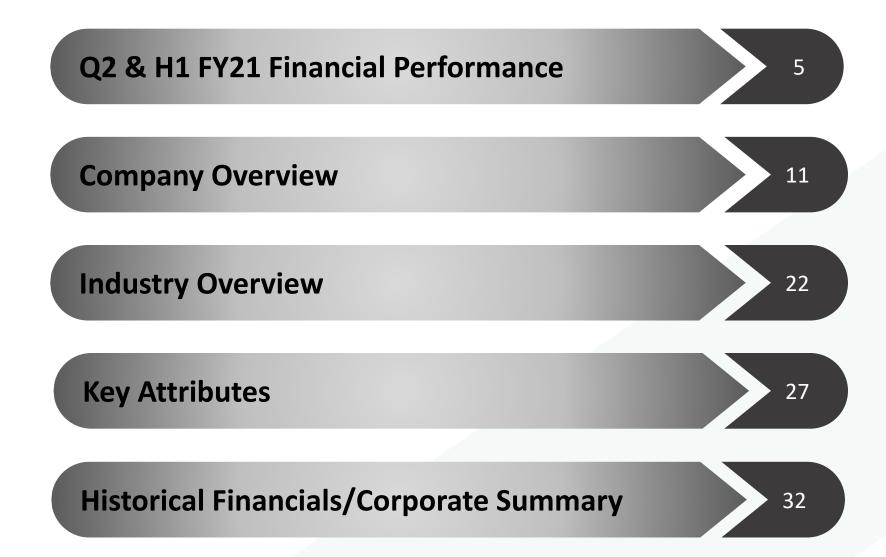
Best-in-Class Supply Chains

• 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

### **Table of Contents**









Q2 & H1 FY21 Financial Performance



### Management Commentary





Comments on Q2 & H1
FY21 performance by
Pushkar Khurana,
Chairman, Everest
Kanto Cylinder Limited

"I am glad to share another strong performance from EKC, driven by a wide range of demand dynamics in India and some improvement in business at the overseas subsidiaries. Consolidated revenues grew at 37% year-on-year and EBITDA margins expanded from 8.6% to 17.7% due to improved product mix and operating leverage from the greater scale of operations achieved. At the Profit Before Tax level, we saw a significant turnaround from last year's loss. Cash Flow from Operations expanded in the first half to cover the working capital required to drive growth while the process of debt reduction continued.

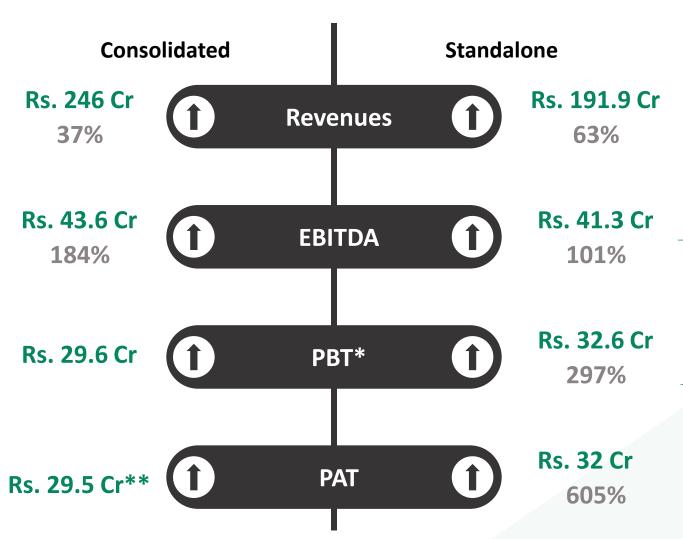
During the second quarter, we saw continuing demand from several leading gas infrastructure companies that had previously participated in the 9<sup>th</sup> and 10<sup>th</sup> round of bidding for city gas distribution networks and are now rolling out to committed expansion timelines. The roll-out, we expect, will to continue over the next few years as the network expands to over 10,000 CNG pumps across the country. This should boost demand for CNG-fuelled cars that provide a lower cost mobility alternative to the common people of the country. We are already seeing rising demand from our auto OEM customers that are scaling up production of CNG-fuelled cars materially. At the same time, we continue to support the healthcare infrastructure expansion across the country by supplying medical oxygen cylinders for the fight against COVID-19.

Our UAE operations have been catering to industrial and auto OEM markets in South America, Egypt and some European countries. In the US, we are largely focused on government/defence supplies. Global demand for our products has been improving in recent months and we expect the momentum to sustain through the rest of the year. EKC is a well-established player in the high pressure gas cylinders segment over the last four decades. We see structural demand expansion based on the adoption of gas-based fuels in industry, medical equipment, F&B, automotive and other sectors on both economic and environmental considerations."

### Key Performance Highlights – Q2 FY21







- Strong growth in India driven by wide-ranging demand from gas infrastructure companies, auto OEM's, healthcare and industrial sectors
- Demand expected to sustain, enabling ongoing prospects for the business
- Overseas operations showing initial improvement and expected to scale up and increase contribution to consolidated performance
- Consolidated EBITDA margin expanded from 8.6% to 17.7%
- Standalone EBITDA margin expanded from 17.5% to 21.5%
- Margin expansion driven by improved product mix and operating leverage from growing scale of operations
- Turnaround in profitability, significant PBT/PAT expansion on consolidated basis compared to losses of the previous year

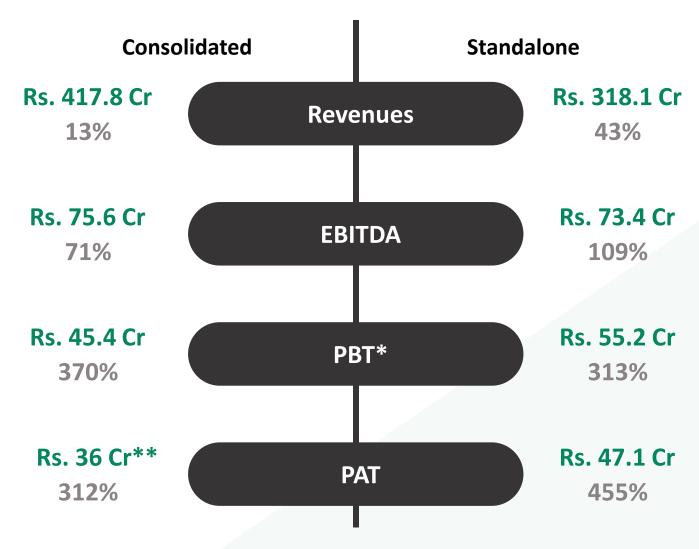
<sup>\*</sup>Profit Before Tax is before exceptional items, provision for doubtful debts, foreign exchange and tax from continuing operations

<sup>\*\*</sup>Profit After Tax includes exceptional gains from sale of premises during Q2 FY21

### Key Performance Highlights – H1 FY21







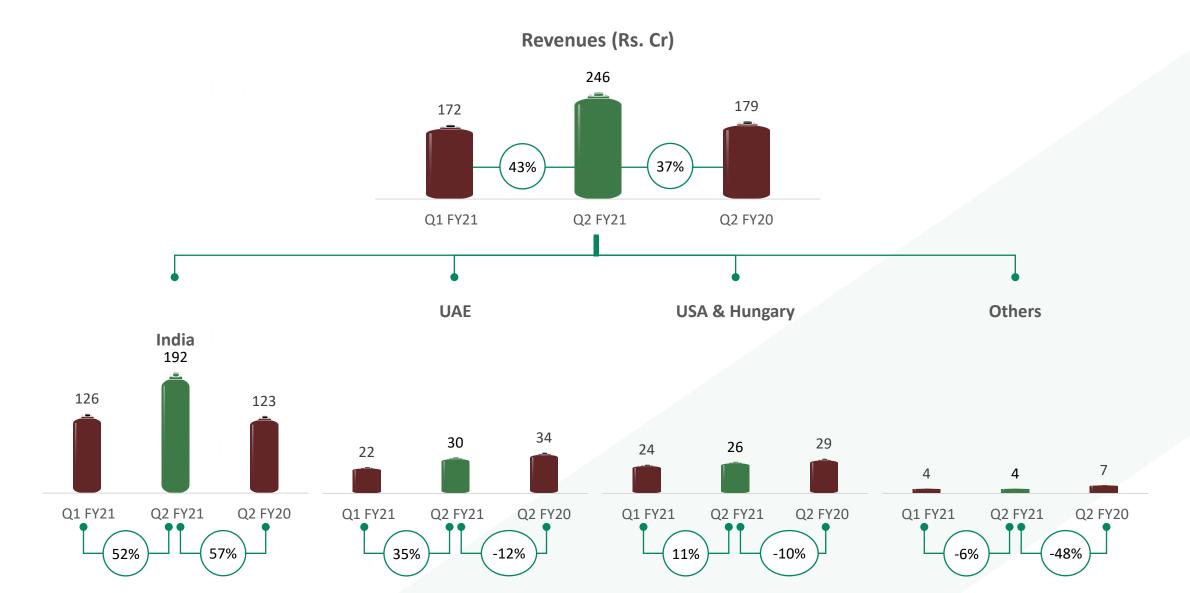
<sup>\*</sup>Profit Before Tax is before exceptional items, provision for doubtful debts, foreign exchange and tax from continuing operations

<sup>\*\*</sup>Profit After Tax includes exceptional gains from sale of premises during Q2 FY21

### Geographical Revenue Breakup – Q2 FY21







### Abridge Balance Sheet (Consolidated)





Assets (Rs. Cr)	31st March 2020	30 <sup>th</sup> Sept 20	
Fixed Assets	364.9	354.9	
Other Non-Current Assets	22.5	26.7	
Deferred Tax Assets (net)	52.9	40.6	
Current Tax Assets (net)	4.7	0.4	
Net Current Assets	346.6	361.8	
Assets held for Sale (net)	80.6	81.2	
Total	872.4	865.7	

Liabilities (Rs. Cr)	31st March 2020	30 <sup>th</sup> Sept 20	
Shareholder Funds	537.7	571.0	
Long -Term Debt	111.5	107.6	
Other Non Current Financial Liabilities and Provision	40.6	39.3	
Short-Term Debt	182.5	147.7	
Total	872.4	865.7	

#### Notes:



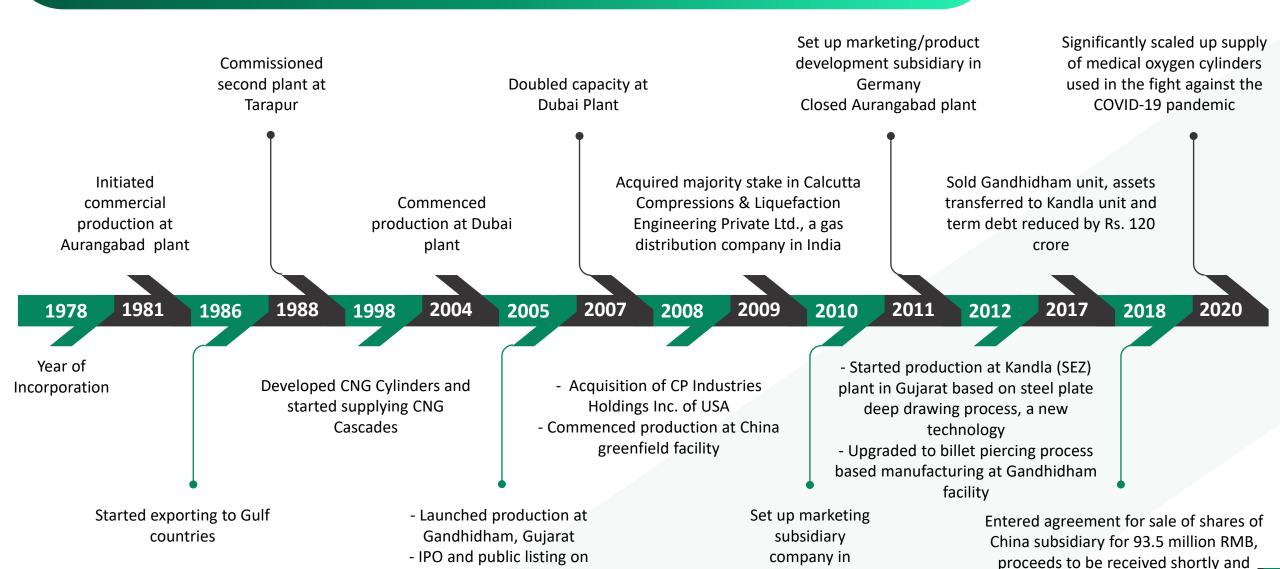
# Company Overview



### Key Milestones







Thailand

**BSE & NSE** 

utilized for debt reduction

#### **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 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** 

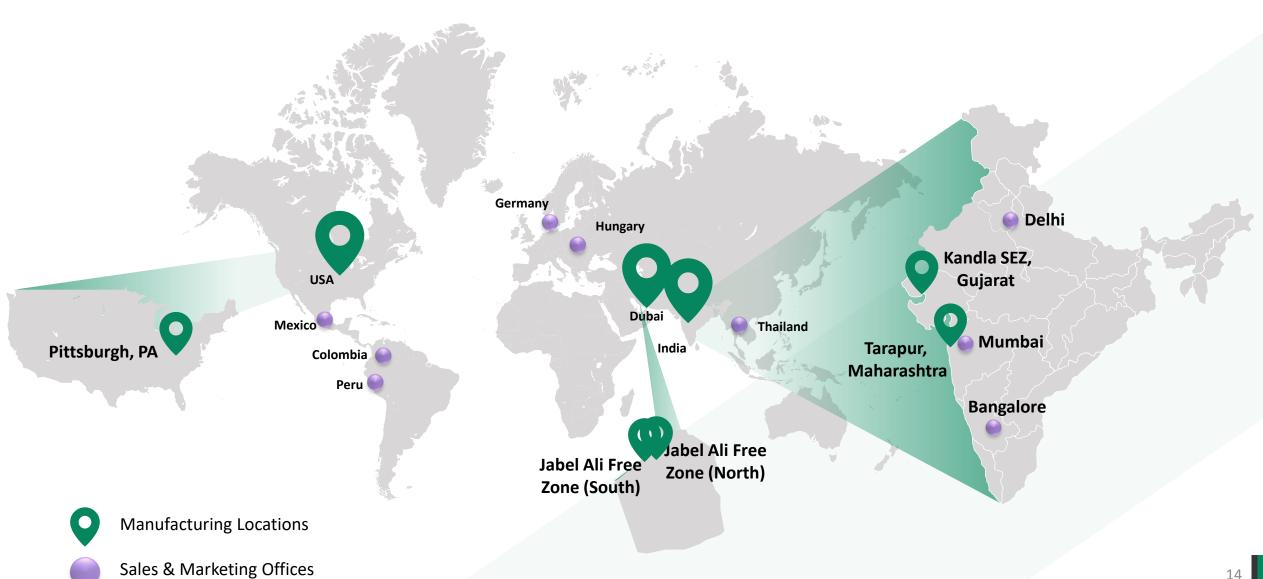
#### **Bhagyashree Kanekar**

**Company Secretary** 

### Global Footprint



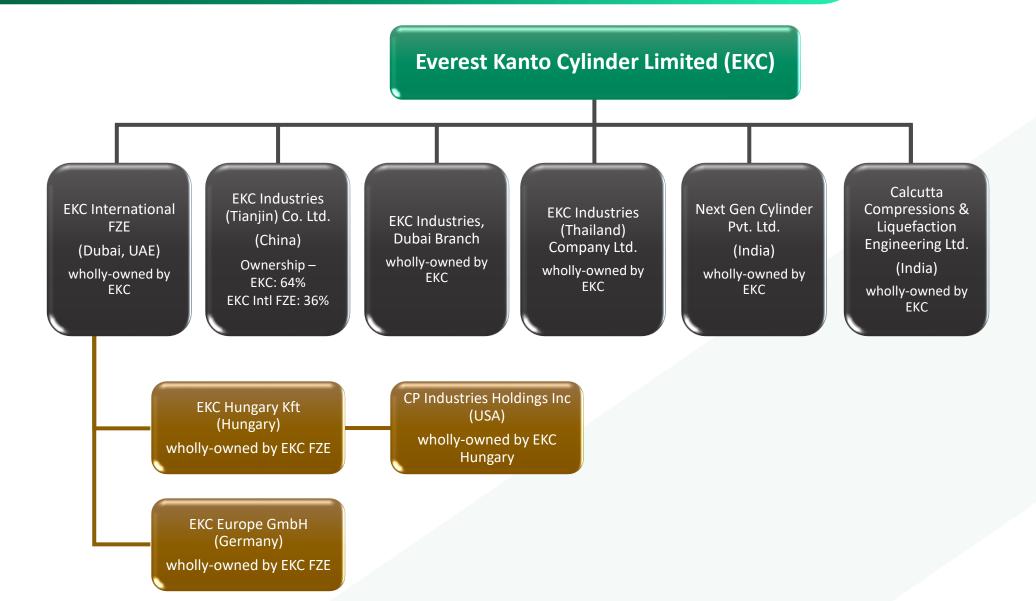




### **Corporate Structure**







### Manufacturing Facilities – 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



- 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







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



- 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**



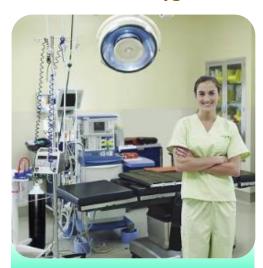


#### **CNG Steel Cylinders**



- 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**





#### **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**

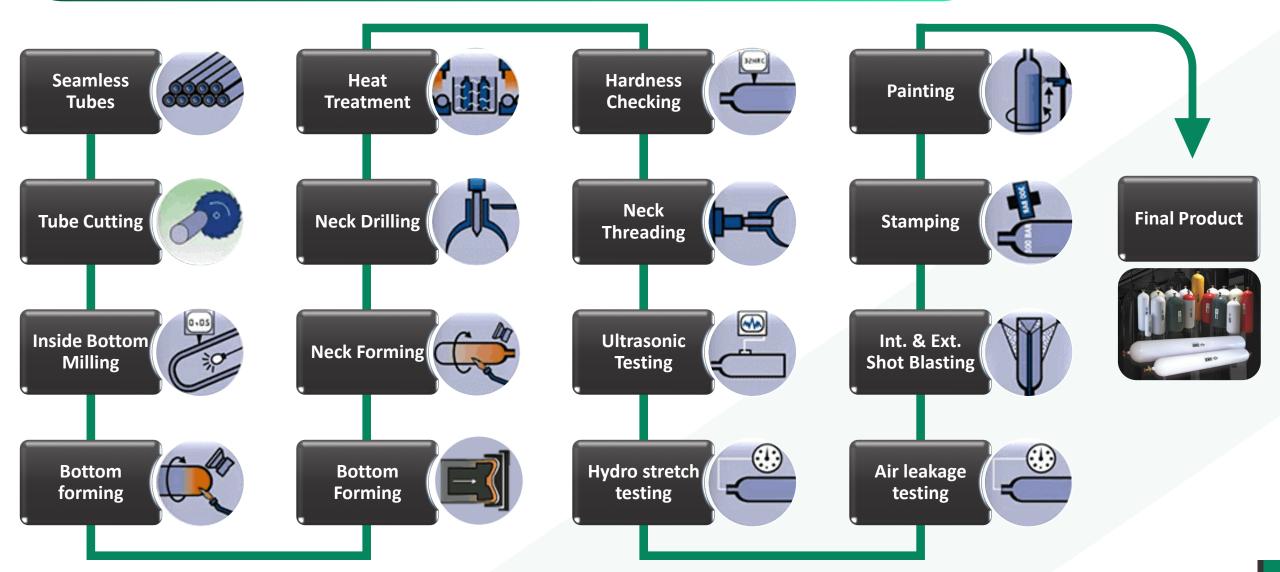


- Type 4 composite cylinders manufactured in EKC's USA plant adhere to stringent international regulations (ISO 11119-3, ISO 11439, NGV2)
- Light-weight cylinders made from special aluminium alloys, used for specialty/medical/industrial gases, including fire extinguishers and breathing apparatus

### **Manufacturing Process**







### **Global Quality Certifications**



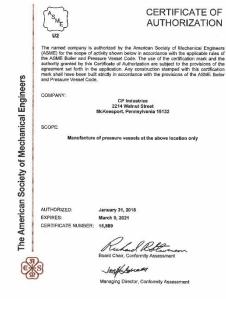


#### India



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 Mechanicals Engineers

Canadian Standards
Association

US Department of Transportation

Transport Canada

Manufacturing License of Special Equipment (China)

Korean Gas Safety Corporation

BELAC (Belgium)

Bureau Veritas – Marine & Offshore Division

Certicate of Conformity (UAE)



# Industry Overview



### **CNG Demand Outlook**





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

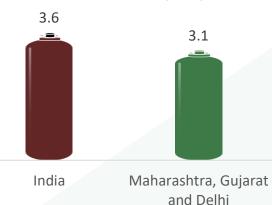
2,000

1,500

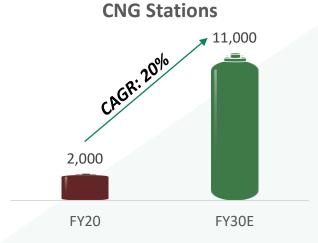
India Maharashtra, Gujarat and Delhi

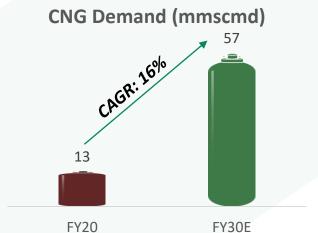
**CNG Stations** 

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 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)

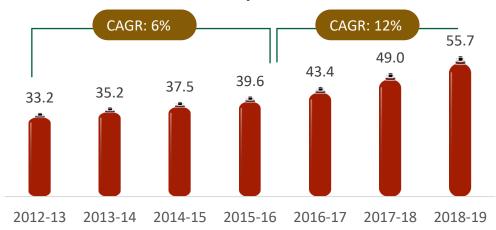
### Industrial Demand Outlook



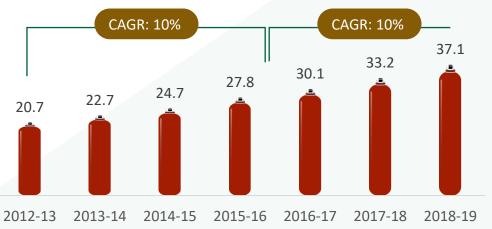


Demand is driven by expansion in industrial production — Gross Fixed Capital Formation (GFCF) expected to rebound after the recent weakness

#### **Gross Fixed Capital Formation**



#### **GVA from Industrial Sector (Current Prices)**



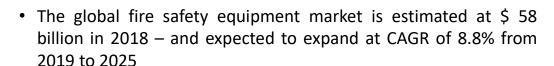
Source: RBI Handbook of Statistics: (Rs. Trillion)

#### **Industrial Demand Outlook**









- 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







- 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









- 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







- 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



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, multilocational production facilities

Adherence to the highest quality and safety standards

Established raw material supply chain enabling ontime 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**





**Diversified** 

#### **Customer Mix Environmental Favorable** Concerns **Operating**

Robust

**Demand** 

Favorable outlook on demand growth driven by expanding infrastructure, environmental concerns and economic benefits

Auctions initiated by PNGRB to expand CNG network pan-India, several other supportive initiatives create strong growth visibility

Government

**Policy Support** 

Regulations prescribed by the Petroleum and **Explosive Safety** Organization require strict adherence to product quality standards, limiting competitive intensity in high pressure gas cylinders

**High Barriers to** 

**Entry** 

Continued regulatory push, driving commercial vehicle segment demand and favorable economics of using CNG vis-a-vis alternate fuels

**Environment** 

CNG has a higheroctane rating over gasoline, CNG engines run more quietly and produce minimum exhaust emissions

Customer base consists of domestic and international automobile OEMs, retro fitment players, industrial solution providers – creating multi-sector exposure and varied demand drivers

### **International Operations**







#### Dubai

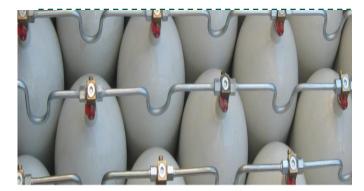
#### Deals in CNG cylinders, industrial cylinders, cascades, multiple element gas containers, specialized fire suppression systems and fire detection/alarm systems

- 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

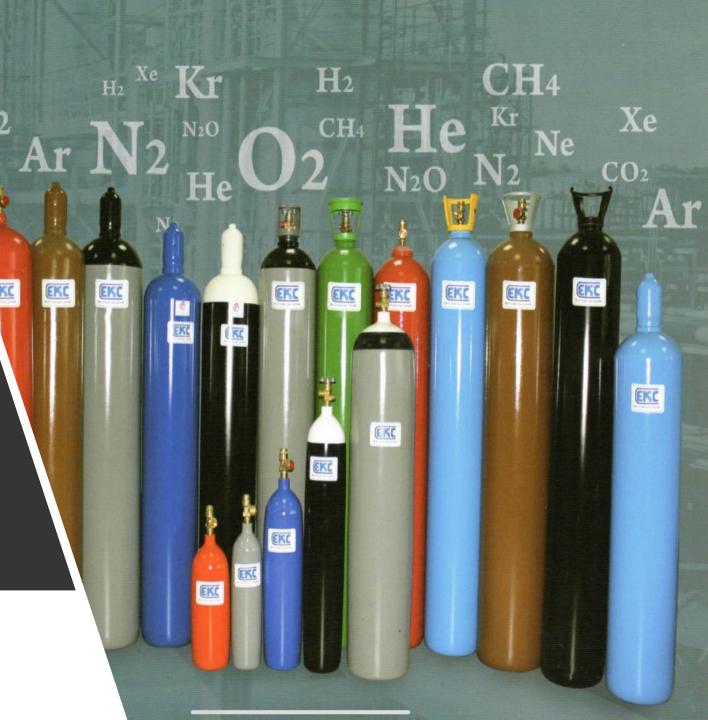


#### Europe

- 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



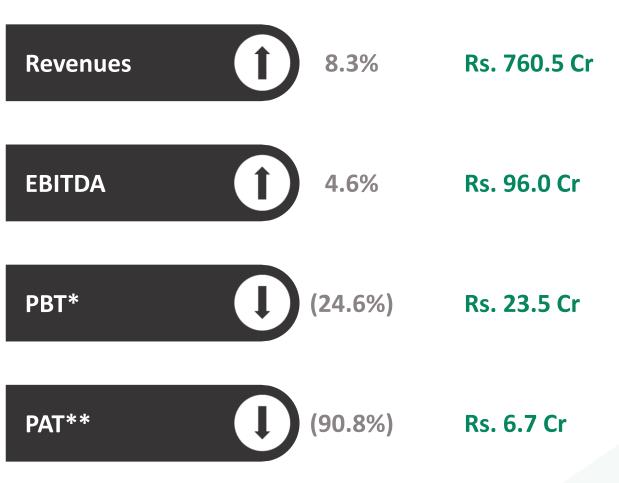
Historical Financials/ Corporate Summary

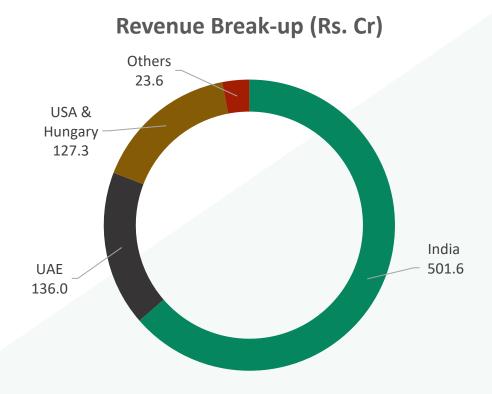


### Key Performance Highlights – FY20









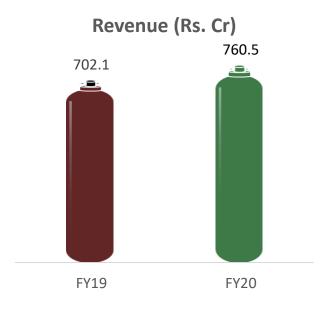
<sup>\*</sup>PBT before exceptional items and tax from continuing operations

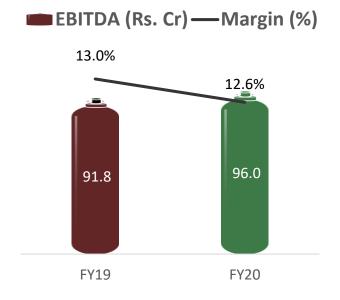
<sup>\*\*</sup> PAT during FY19 included deferred tax credit of Rs. 57.1 crore recognized on brought forward losses, unabsorbed depreciation, MAT credit and other temporary differences

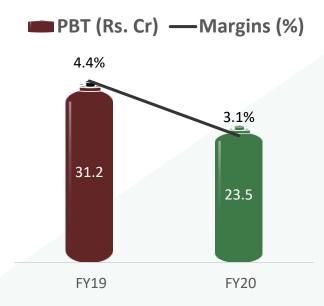
### Financial Summary – FY20











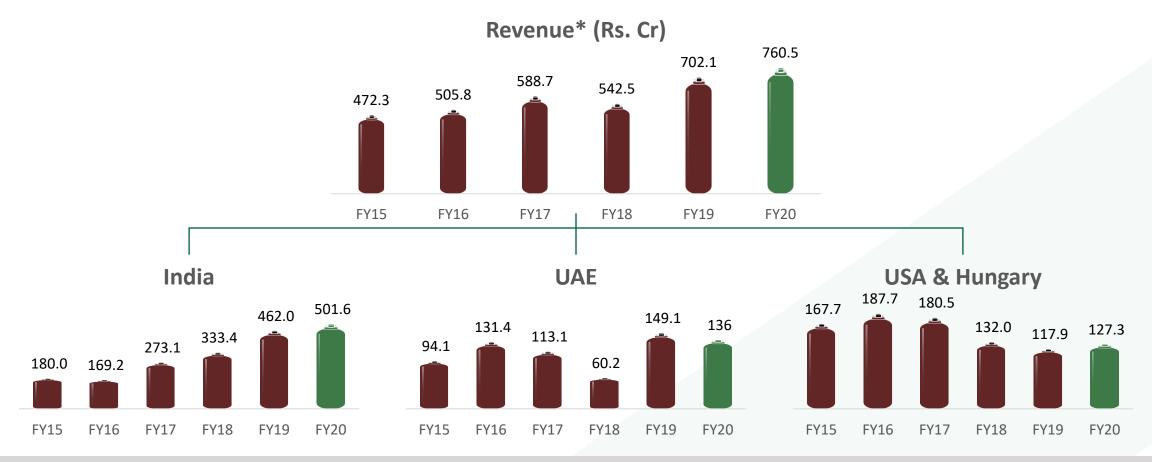
Revenue expansion achieved in the backdrop of slow industrial activity and weakness in auto sector demand

Profit margin has remained in the range despite increase in raw material prices and slower contribution from overseas operations PBT decline attributed to accelerated depreciation on some fixed assets

### Revenue Growth







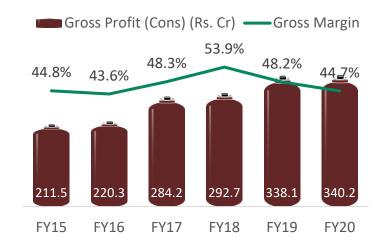
- Strong, secular growth in India driven by expanding demand for CNG in the states of Maharashtra, Gujarat and Delhi as well as increasing industrial usage
- UAE operations have re-focused on developing new markets in Europe/CIS, Middle East, Africa and Latin America
- USA business has faced transitionary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

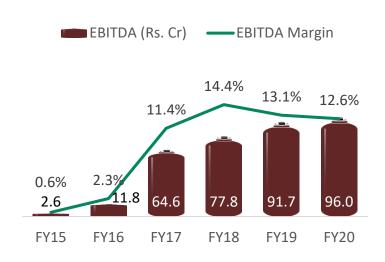
<sup>\*</sup> Net of inter-segment revenues and excise duties

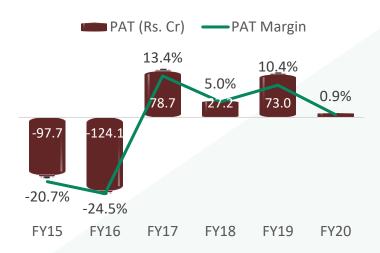
### **Profit Margin**











- 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

### Abridge Balance Sheet (Consolidated)





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	496.7	343.4	363.3	346.8
Assets held for Sale (net)	31.7	122.1	95.4	80.6
Total	986.3	838.6	872.2	872.3

Liabilities (Rs. Cr)*	2017	2018	2019	2020
Shareholder Funds	421.9	444.2	517.8	537.7
Long - Term Debt	324.0	206.1	155.3	111.5
Other Non Current Financial Liabilities and Provision	20.39	17.54	17.82	40.6
Short-Term Debt	220.0	170.8	181.2	182.5
Total	986.3	838.6	872.2	872.3

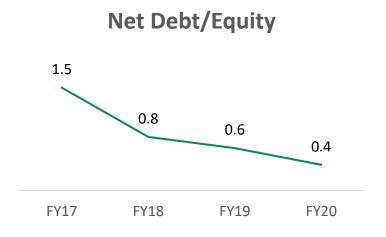
- Manufacturing assets have remained stable growth has been driven by increasing capacity utilization
- Debt reduction enabled by consistent internal accruals
- Proceeds from asset monetization initiatives has further contributed to debt rationalization, creating the platform for pursuing growth opportunities

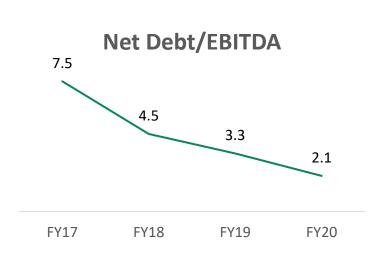
<sup>\*</sup>As on 31st March

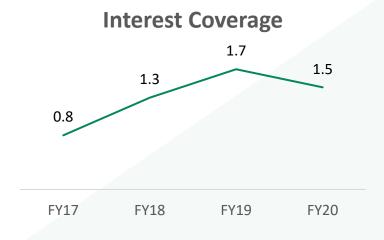
### Ratios

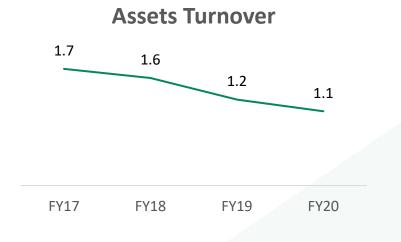


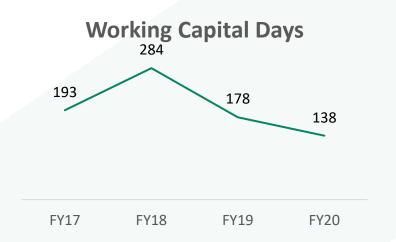












### **Corporate Summary**





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**





**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 20 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











