



EKC
EVEREST KANTO CYLINDER LIMITED
Clean Energy Solution Company

Investor Presentation

Q2 FY24 Results Presentation
November 2023





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 several 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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Q2 FY24 Financial Performance



EVEREST KANTO CYLINDER LIMITED
Clean Energy Solution Company

Quarterly Overview – Q2 FY24 vs Q2 FY23 (Y-o-Y)

	Consolidated	Standalone
Revenues	Rs. 299.3 Cr	Rs. 182.3 Cr

EBITDA	Rs. 41.3 Cr	Rs.22.8 Cr

PBT*	Rs. 29.9 Cr	Rs. 17.1 Cr

PAT	Rs. 26.3 Cr	Rs. 14.1 Cr

- * Q-o-Q consolidated revenues showcased a growth of 12% in Q2 FY24, owing to an uptick in sales performance across CNG and Industrial segments
- * Steady demand in international markets further assisted performance

- * Consolidated EBITDA mirrored revenue's upward trajectory with a 12% sequential growth, supported by steady margins
 - o Consolidated EBITDA margin stood at 13.8% in Q2 FY24 vs 10.6% in Q2 FY23 and 13.7% in Q1 FY24

- * Consolidated PAT grew by 20% to Rs. 26.3 crore; PAT margin stood at 8.8% in Q2 FY24

*Profit Before Tax is before exceptional items

Company Overview



EVEREST KANTO CYLINDER LIMITED
Clean Energy Solution Company

EKC is India's Largest Manufacturer of High-pressure Gas Cylinders Since 1978



Established Market Position



200+ SKU's

Fungible production lines with diverse industrial applications

CNG and



25+ Countries

Cater to gas ecosystems across India, Europe, USA, South America, South-East Asia



150+ Clients

Auto OEM's, City Gas Distribution, Industrials, Healthcare, Govt/Defence

Well-positioned to Capture Rising Demand

Expanding Gas Economy



India targets 15% share of natural gas in the energy mix by 2030

Growing CNG Ecosystem



CNG-fuelled vehicles on Indian roads expected to triple by 2030
*million vehicles

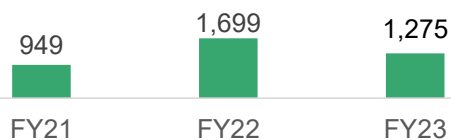
EKC Capacity Expansion Plan



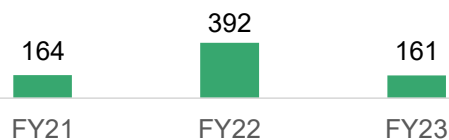
600,000 cylinders in India
240,000 cylinders in Europe
*million cylinders

Reflected in Significant Financial Transition

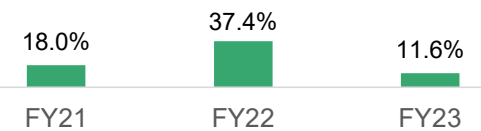
Revenue



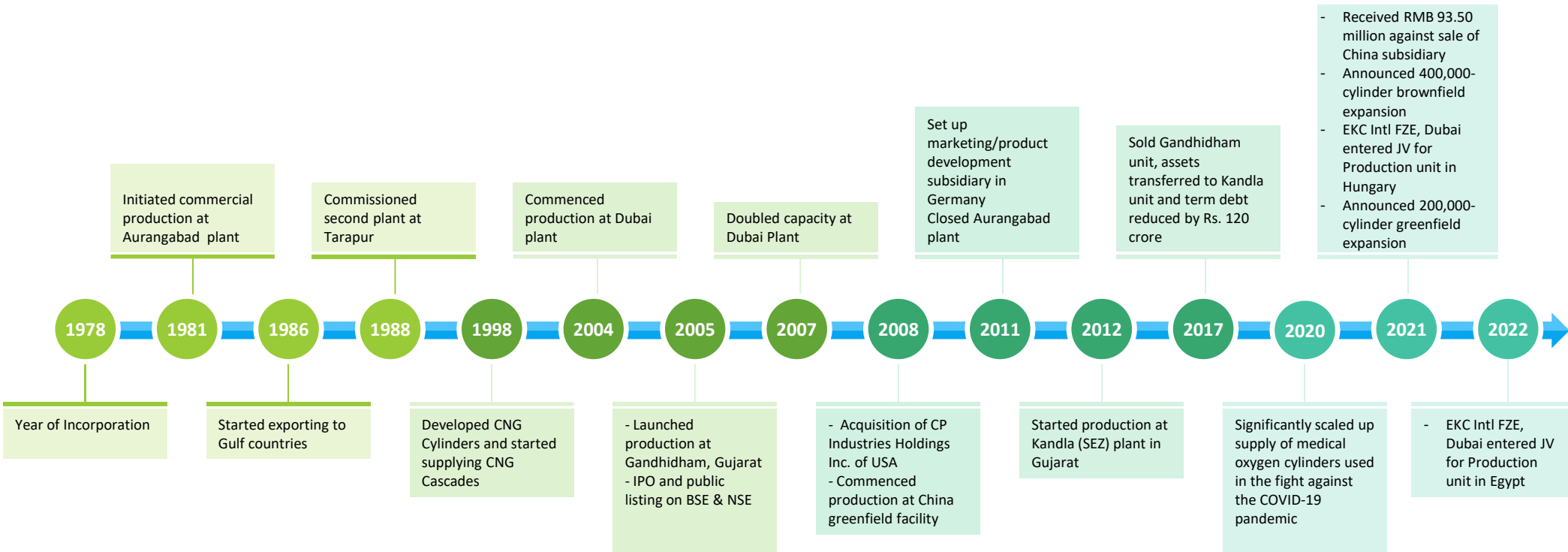
EBITDA



ROCE



Over Four Decades of Focused Domain Experience



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

Independent 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

Vishal Totla
Company Secretary

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

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)

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

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

Products with a Wide Range of Applications

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

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

Jumbo Cylinders



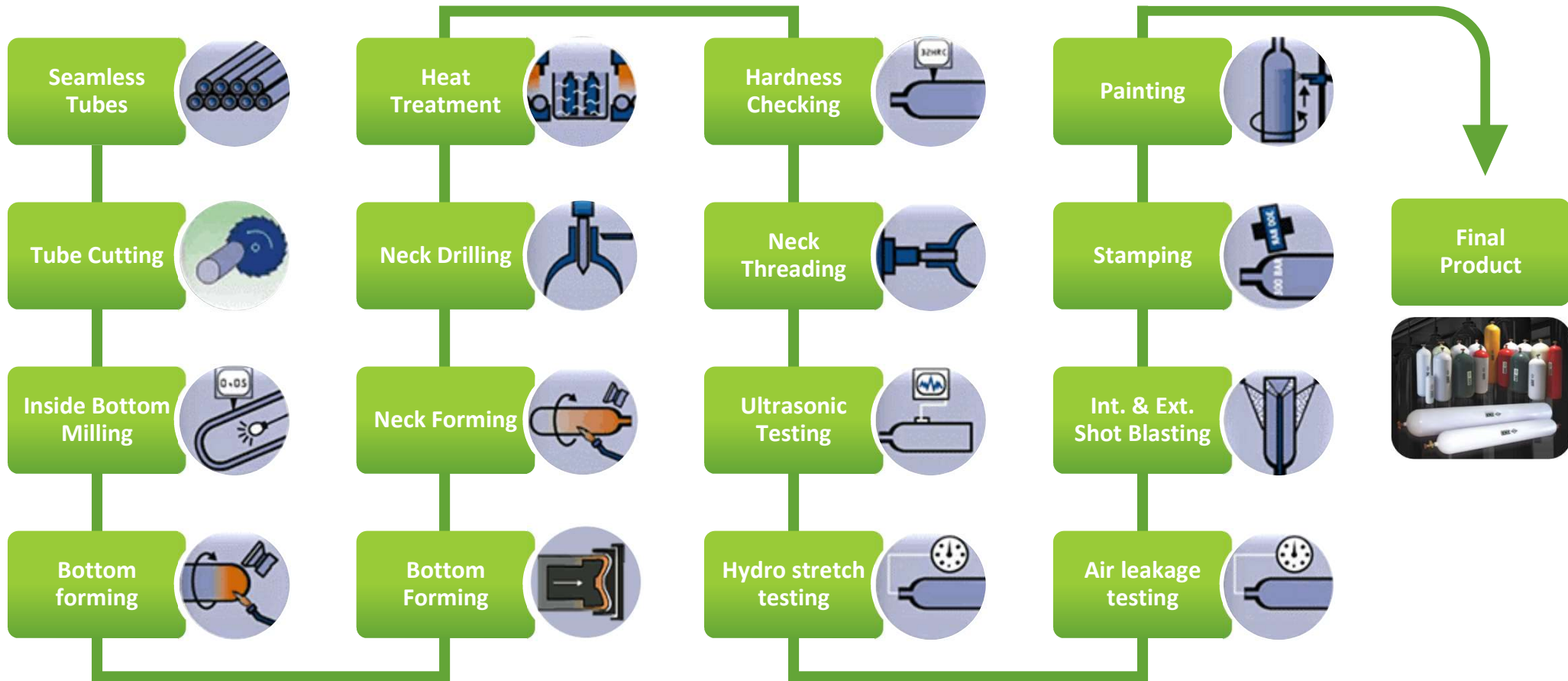
- * Large Capacity Jumbo Large capacity cylinders conforming to Indian/international standards or based on specific customer requirements
- * Jumbo Cylinders/Skids are used for industrial gases such as Nitrogen, Helium, Argon etc. with several defence/aerospace applications

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

High Value Addition in the Manufacturing Process



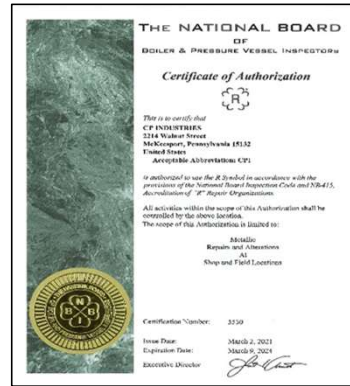
Quality is Key in a Highly Regulated, Safety-focused Industry

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



UAE



American Society for Mechanical Engineers

Canadian Standards Association

US Department of Transportation

Transport Canada

Korean Gas Safety Corporation

BELAC (Belgium)

Bureau Veritas – Marine & Offshore Division

Certificate of Conformity (UAE)

Global-size Manufacturing Plants with Fungible Capacities

Tarapur, Maharashtra, India



Manufacturing	Wide range of high-pressure seamless steel cylinders with storage capacity up to 280 litres
Area	31,000 sq. m
Annual Capacity	300,000* units

Kandla SEZ, Gujarat, India



Manufacturing	Small cylinders (1 litre to 21 litres), gas cylinders (up to 280 liters), jumbo tubes/skids, plate rolled cylinders
Area	85,000 sq. m
Annual Capacity	800,000* units

*Includes expansion of capacities basis on de-bottlenecking & Expansion

Manufacturing Facilities – Overseas

Plant I – Dubai



Plant II – Dubai



Pittsburgh, PA, USA



Manufacturing	Focus on global emerging markets from two facilities located in Jabel Ali FTZ
Area	Plant I - 21,000 sq. m Plant II - 25,000 sq. m
Annual Capacity	240,000 units

Manufacturing	Jumbo tubes/skids as per DOT, ASME, international standards, full carbon type 4 composite cylinders
Area	198,000 sq. m
Annual Capacity	4,000 jumbo tubes, 10,000 type 4 composite cylinders

International Operations Target Widespread Global Gas Usage Expansion

USA

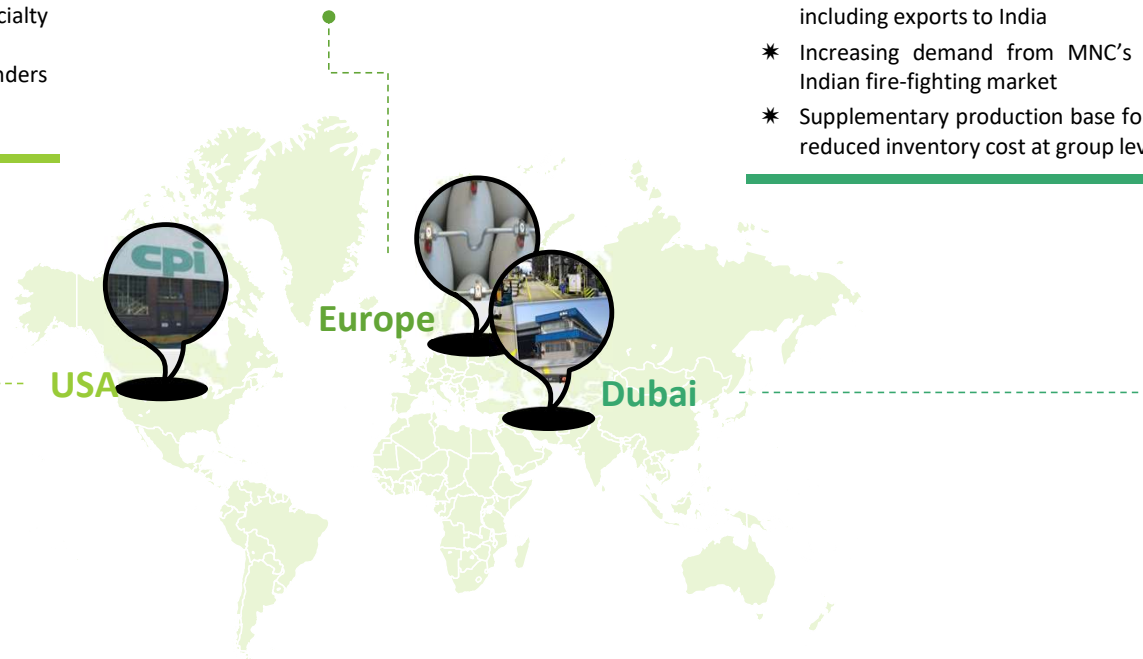
- * Leader in innovation, producing large, seamless pressure vessels
- * Product portfolio includes ground storage and mobile transportation for industrial gases and alternative fuels, on-board cylinders for passenger and commercial vehicles, flasks for the U.S. Government Shipboard Systems, specialty 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

- * Signed JV with Rev Gas Industries Ltd, Hungary to set up a state-of-the-art manufacturing plant in Hungary for seamless high pressure CNG/industrial gas cylinders and cascades for bulk storage for the European Markets
- * Key markets: Italy, Germany, France, Hungary

UAE

- * 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





Industry Overview

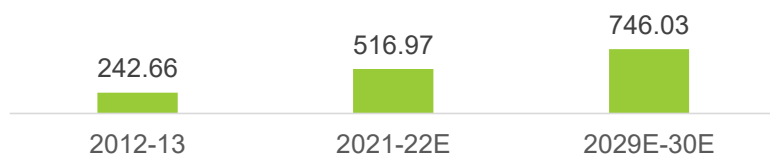


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India's Expanding Gas Economy

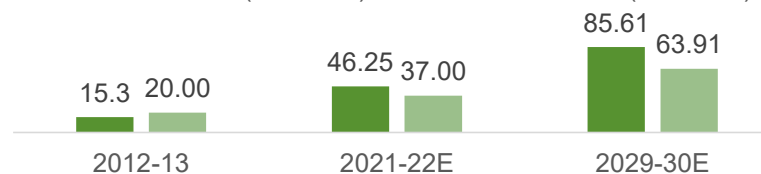
Gas contribution to India's primary energy mix to increase from 11% in 2010 to 20% in 2030

Natural Gas Demand Outlook (mmscmd)

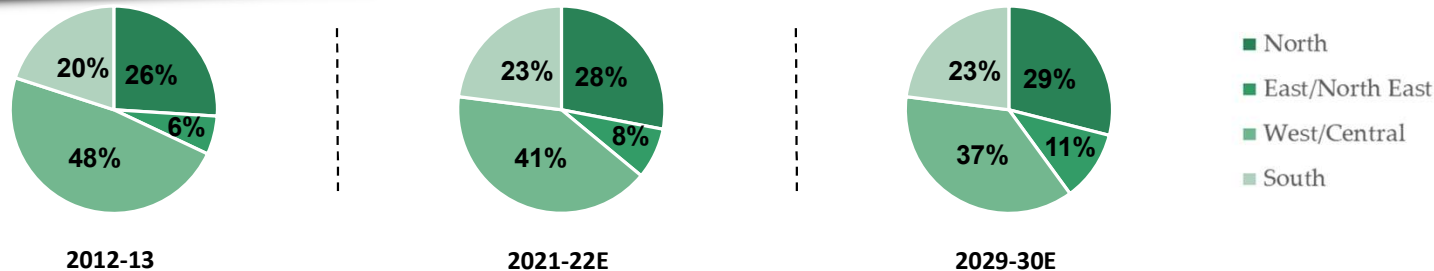


Driven by an expanding city gas distribution network

CGD Demand (mmscmd) Industrial Demand (mmscmd)



Gas infrastructure availability to create demand from across the country



A wide variety of factors are pushing up demand supported by a strong policy framework



CNG Ecosystem Continues to Proliferate

Visibility of country-wide coverage

	Geographical Areas	Population Coverage	Area Coverage
Previous expansions	92	20%	11%
Round 9 auctions (Apr'18)	86	26%	24%
Round 10 auctions (Nov'18)	50	24%	18%
Round 11 auctions (Sep'21)	65	26%	33%
Aggregate Coverage	293	96%	86%

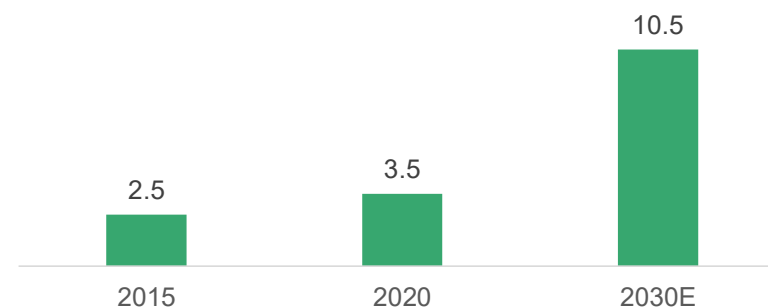
- * **430 bids received for 65 GA's in Round 11**
- * Aggregate investments committed – Rs. 80,000 crore
- * Committed implementation timelines

Gas infrastructure companies are accelerating network roll-out

CNG Gas Station	2012-13	Top 5 States' Concentration
March 2015	1,010	95%
March 2020	2,208	83%
March 2021	3,094	74%
March 2022	3,700-4,000	70-72%
March 2025	8,500-9,000	40-45%
March 2030	10,000-11,000	40-45%

Source: CRISIL

Leading to proliferation of CNG fuelled vehicles on Indian roads



Source: CRISIL

CNG Demand has Multiple Drivers

BS-VI transition

Auto OEMs have significantly reduced diesel vehicle production due to rising costs/lower demand

Vehicle Scrappage Policy

Expected to drive new vehicle sales and CNG adoption

Conversion of diesel buses to CNG

STCs continue to convert diesel bus fleets to CNG

CNG price trends

Traditionally, CNG prices trade at a discount to other liquid fuels

Cost of vehicle ownership

CNG vehicles operate on much lower cost per kilometer

Environmental concerns

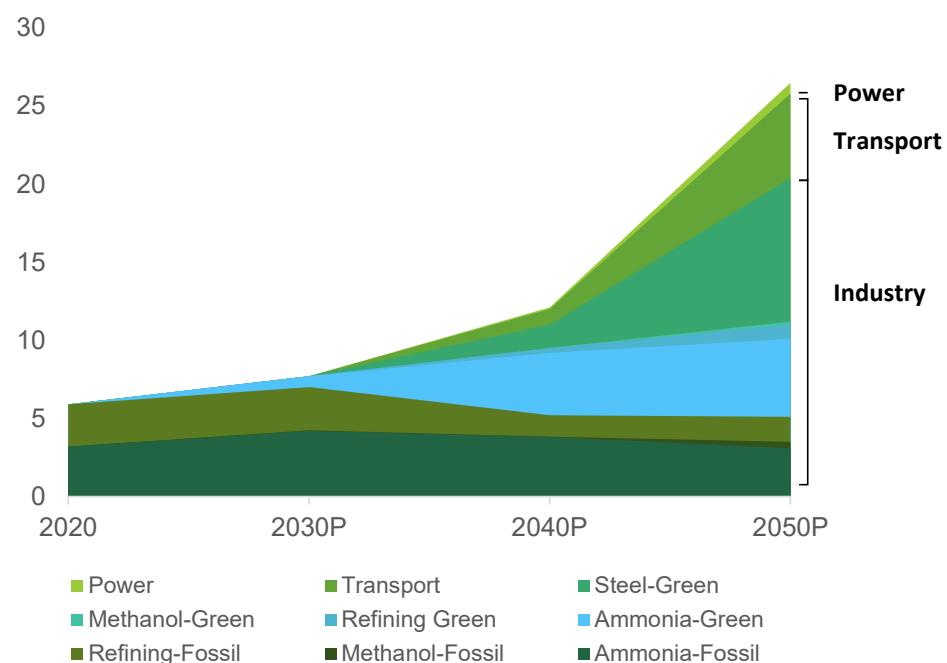
India is a participant in the global commitment to setting net zero emission targets



Hydrogen– Key Pillar for Global Energy Transition

- * Global shift towards decarbonization: over 30 countries have released Hydrogen roadmaps, committed more than USD 70 billion in public funding, and total investments expected to exceed USD 300 billion in Hydrogen spending through 2030
- * Government of India notified its Green Hydrogen Policy with an aim to make India a Green Hydrogen Hub
 - o Scaling up the use of domestically produced hydrogen to significantly reduce energy imports
 - o Policy in line with the country’s pledged to be carbon-neutral by 2070
- * India’s Hydrogen demand is expected to increase 5-fold jump to 28 MT by 2050 from 6 MPTA in 2020
 - o 80% of the demand in 2020 is expected to be green in nature

Hydrogen demand in India expected to increase 5-fold by 2050



Compressed Hydrogen can be transported in gas cylinders: Huge multi-decadal opportunity for the industry

Industrial Demand Drivers

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 Drivers

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



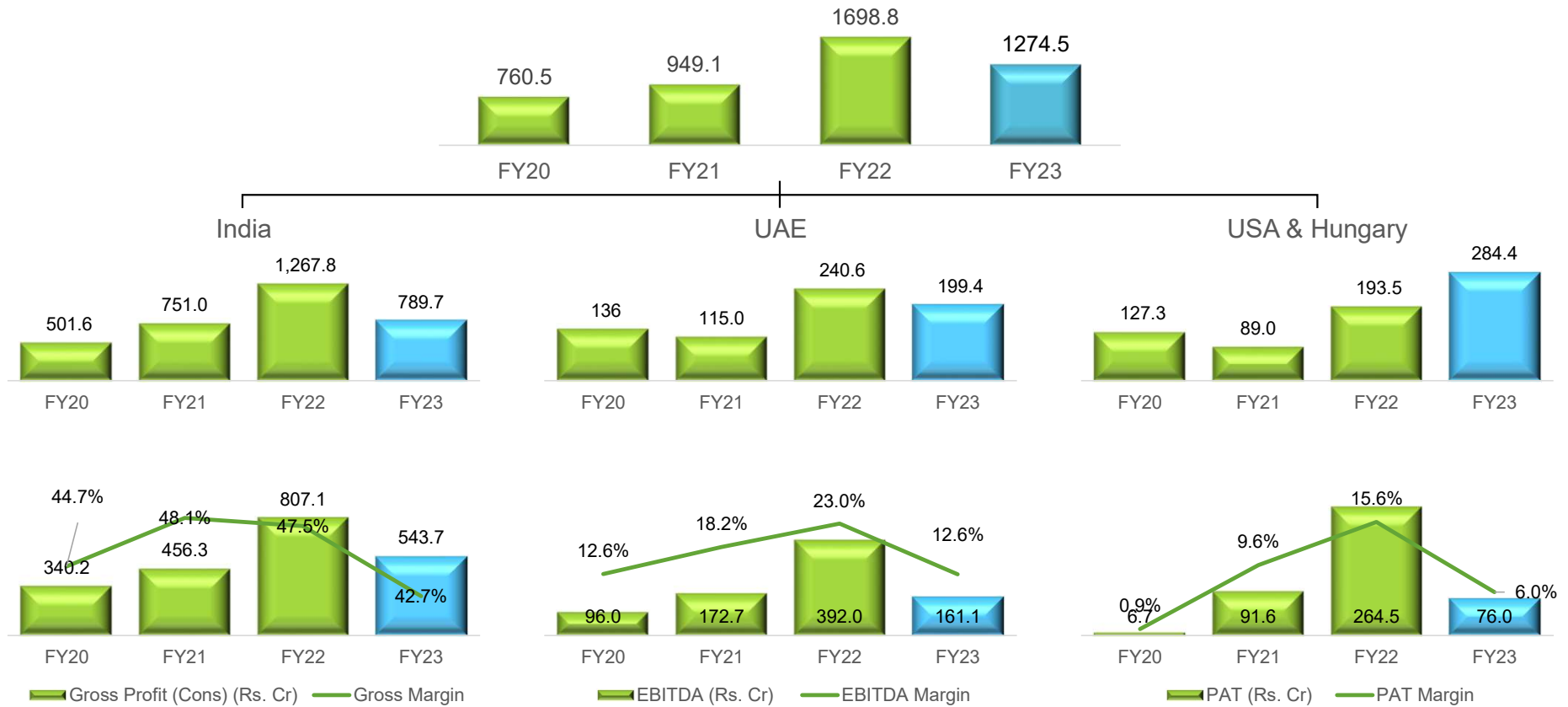
Historical Financials/ Corporate Summary



EVEREST KANTO CYLINDER LIMITED
Clean Energy Solution Company

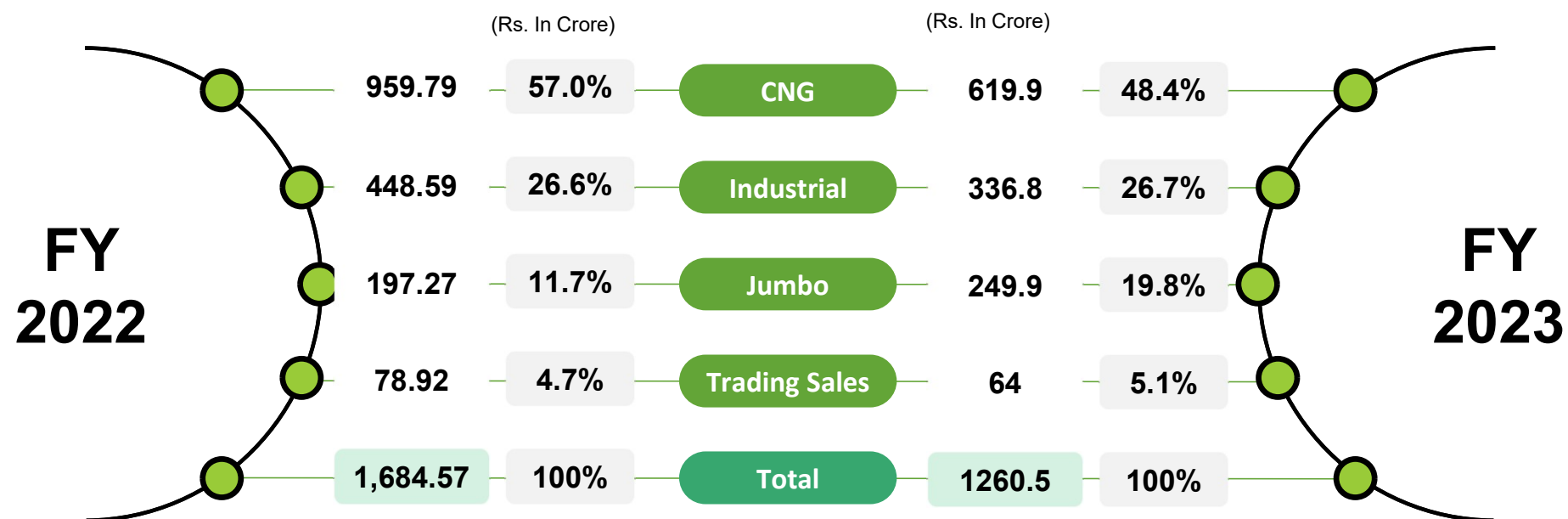
Financial Summary

Revenue* (Rs. Crore)



* Net of inter-segment revenues and excise duties

Product Wise Breakup



Abridged Balance Sheet (Consolidated)

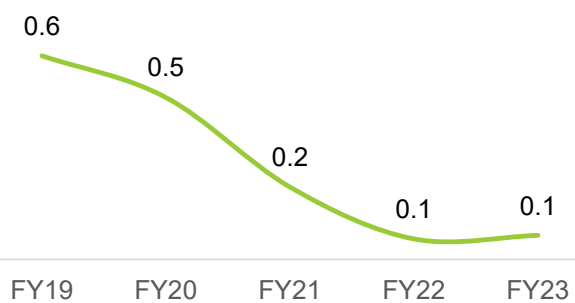
Assets (Rs. Crore)*	2019	2020	2021	2022	2023	Liabilities (Rs. Crore)*	2019	2020	2021	2022	2023
Fixed Assets	347.6	364.9	358.9	371.8	456.6	Shareholder Funds	517.8	537.7	628.3	902.9	999.5
Other Non-Current Assets	8.5	22.5	51.2	76.1	29.4	Long - Term Debt	155.3	111.5	90.0	42.5	4.8
Financial assets	-	-	-	-	-	Other Non-Current Financial Liabilities and Provisions	17.8	40.6	33.7	32.6	43.1
Deferred Tax Assets (net)	57.1	52.9	22.4	-	-	Deferred Tax Liability	-	-	-	12.7	6.9
Current Tax Assets (net)	0.2	4.7	1.0	-	-	Short-Term Debt	181.2	182.5	112.7	71.3	90.9
Net Current Assets	363.3	346.8	428.5	603.4	647.4	Total	872.2	872.3	864.7	1,062.1	1145.2
Assets held for Sale (net)	95.4	80.6	2.7	10.8	11.8						
Total	872.2	872.3	864.7	1,062.1	1,145.2						

*As at 31st March

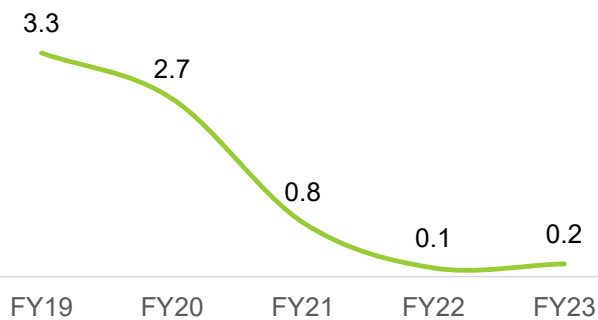
Notes: Net Current Assets = Current Assets – (Current Liabilities + Current Provisions + Current Tax Liabilities)
Long Term Debt includes Current Maturities of Long-Term Debt
The above Balance Sheet is an extract of financial statements and has been regrouped for presentation

Ratio

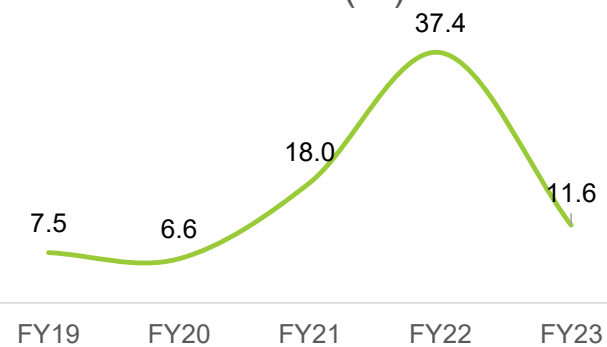
Debt/Equity



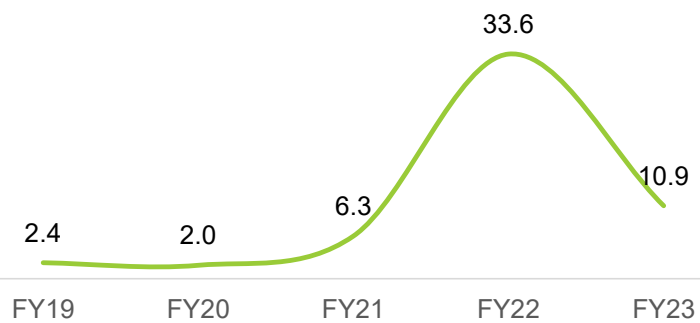
Debt/EBITDA



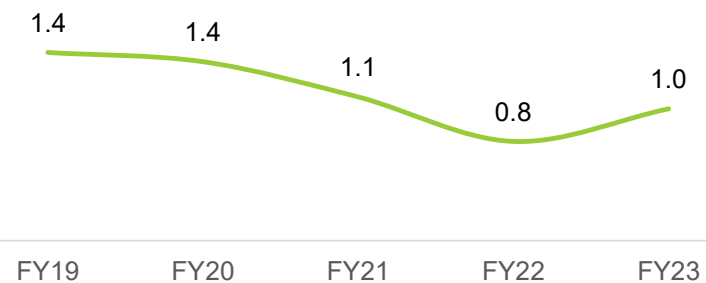
ROCE (%)



Interest Coverage



Assets Turnover



Market leader in a sector with multiple, long-term growth drivers



Expanding Opportunity	Green Hydrogen Policy – Positive step towards India’s energy security	Hydrogen demand expected to increase 5-fold by 2050
	5X expansion of CNG pumps infrastructure underway	Almost complete population coverage in India by 2030
	Auto OEM’s expanding CNG vehicle production volumes	Anticipate higher volumes as the demand scenario normalizes in the future
	Sustained demand across multiple industrial sectors	Medical Oxygen, Hydrogen applications, Defence/Aerospace, Industrial demand



Established Operations	#1 manufacturer of high-pressure gas cylinders in India	Established customer relationships built over four decades
	Global locations targeting international demand	Gas ecosystems in USA, Europe/CIS, South America and Africa



Outlook	Scaling up production by increasing utilization of facilities	Focus on increasing volumes, higher margin products
	Expanding capacities	Capex with high ROI, financed by internal accruals
	Strong Financial Position and Cash Flows	Robust framework enables participation in multi-year growth opportunities

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 about 1.5 million 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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EKC
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Thank You

