

November 15, 2024

BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400 001 Scrip Code: 532684	National Stock Exchange of India Limited Listing Department Exchange Plaza Bandra-Kurla Complex Bandra (East), Mumbai 400 051 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, we enclose herewith the Investors Presentation for Q2 FY25.

This is for your information and record please.

Thanking you,

Yours faithfully,

For Everest Kanto Cylinder Limited

Vishal Totla
Company Secretary & Compliance Officer

Encl.

EVEREST KANTO CYLINDER LIMITED

**Manufacturers
of High Pressure
Seamless
Gas Cylinders**

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EVEREST KANTO CYLINDER LIMITED
Clean Energy Solution Company

Q2 FY25 Results Presentation

November 14, 2024



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 FY25 Financial Performance



EVEREST KANTO CYLINDER LIMITED
Clean Energy Solution Company

Key Performance Highlights – Q2 FY25 (YoY comparisons)

Consolidated Revenues stood at **Rs. 367.3 crore, up 22.7%**

EBITDA Margin stood at **14.5%**

Profit Before Tax stood at **Rs. 44.6 crore, margins at 12.1%**

Profit After Tax stood at **Rs. 38.6 crore, margins at 10.5%**

EPS stood at **Rs. 3.43**

India business up **31.0%** to **Rs. 238.8 crore**

UAE business stood at **Rs. 38.9 crore**

USA business up **27.9%** to **Rs. 88.3 crore**

Quarterly Overview – Q2 FY25 vs Q2 FY24 (Y-o-Y)

	Consolidated	Standalone
Revenues	Rs. 367.3 Cr <u>↑ 22.7%</u>	Rs. 238.8 Cr <u>↑ 31.0%</u>
EBITDA	Rs. 53.1 Cr <u>↑ 28.7%</u>	Rs. 22.2 Cr <u>↓ -2.5%</u>
PBT	Rs. 44.6 Cr <u>↑ 48.8%</u>	Rs. 18.2 Cr <u>↑ 1.8%</u>
PAT	Rs. 38.6 Cr <u>↑ 47.0%</u>	Rs. 13.4 Cr <u>↓ -5.2%</u>

- * Consolidated revenues increased by 22.7% Y-o-Y in Q2 FY25, driven by a steady increase in demand across both our domestic and international markets
- * CNG segment sales volume reported a YoY increase, making a strong contribution to the overall results
- * India and the USA experienced YoY growth increases of 31.0% and 27.9%, respectively

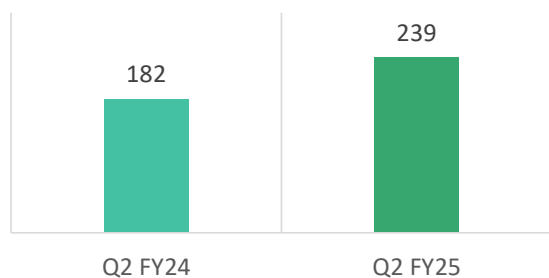
- * Consolidated EBITDA improved on the back of higher sales and operational efficiencies
 - Strong operating performance in the USA markets assisted margin performance
 - EBITDA margin stood healthy at 14.5%

- * Consolidated PAT improved by 47.0% to Rs. 38.6 crore
 - PAT margin stood at 10.5%

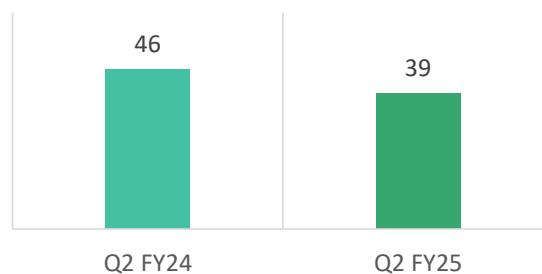
Geographical Revenue/Margins Breakup – Q2 FY25

Revenue (Cr.)

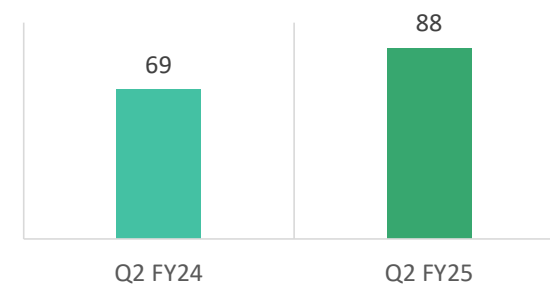
India



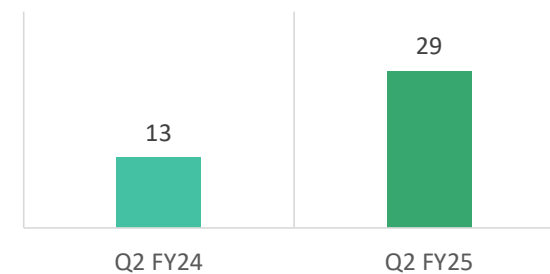
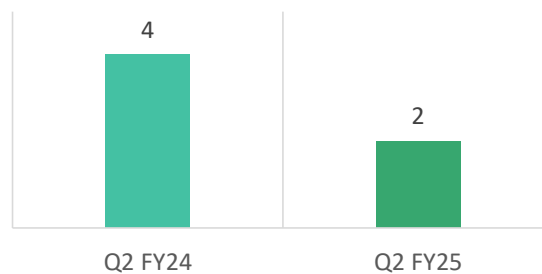
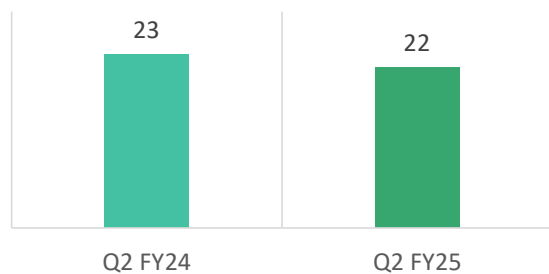
UAE



USA & Hungary



EBITDA (Cr.)




Abridged P&L Statement (Standalone)

Particulars (Rs. Cr)	Q2 FY25	Q2 FY24	Y-o-Y	H1 FY25	H1 FY24	Y-o-Y
Revenues from Operations	238.8	182.3	31.0%	434.8	348.0	25.0%
Total Expenditure						
•COGS	156.4	106.1	47.5%	274.4	206.7	32.7%
•Employee benefits expense	10.0	8.5	17.5%	19.7	16.1	22.3%
•Other expenses	50.1	44.9	11.6%	100.1	84.2	18.9%
EBITDA	22.2	22.8	-2.5%	40.5	41.0	-1.0%
EBITDA Margin (%)	9.3%	12.5%	-319 bps	9.3%	11.8%	-244 bps
Other Income	3.8	1.6		7.9	5.7	
Finance Costs	1.5	0.8		2.3	1.7	
Depreciation and Amortization	6.3	5.7		12.3	11.2	
PBT	18.2	17.8	1.8%	33.9	33.8	0.2%
Tax expense	-4.8	-3.8		-8.8	-10.1	
PAT	13.4	14.1	-5.2%	25.1	23.7	5.8%
PAT Margin (%)	5.6%	7.8%	-214 bps	5.8%	6.8%	-105 bps
EPS Diluted (Rs.)	1.2	1.3	-5.6%	2.2	2.1	5.2%

Abridged P&L Statement (Consolidated)

Particulars (Rs. Cr)	Q2 FY25	Q2 FY24	Y-o-Y	H1 FY25	H1 FY24	Y-o-Y
Revenues from Operations	367.3	299.3	22.7%	710.1	567.7	25.1%
Total Expenditure						
•COGS	197.6	155.4	27.1%	379.9	296.1	28.3%
•Employee benefits expense	36.1	31.0	16.5%	69.1	58.2	18.8%
•Other expenses	80.5	71.6	12.4%	166.4	135.2	23.1%
EBITDA	53.1	41.3	28.7%	94.6	78.2	21.0%
EBITDA Margin (%)	14.5%	13.8%	67 bps	13.3%	13.8%	-45 bps
Other Income	10.2	0.1		13.8	3.0	
Finance Costs	8.2	1.9		10.4	3.7	
Depreciation and Amortization	10.5	9.6		20.5	19.0	
PBT	44.6	30.0	48.8%	77.5	58.5	32.5%
Tax expense	-6.0	-3.7		-11.0	-10.5	
PAT	38.6	26.3	47.0%	66.5	48.0	38.5%
PAT Margin (%)	10.5%	8.8%	174 bps	9.4%	8.5%	91 bps
EPS Diluted (Rs.)	3.4	2.4	46.0%	5.9	4.3	38.2%



News & Updates



EVEREST KANTO CYLINDER LIMITED
Clean Energy Solution Company

News & Updates

Supporting Nigeria's First CNG Generator Conversion with Alfa Designs



Alfa Designs
NIGERIA LIMITED

EKC
Most Trusted Gas Cylinder

CNG STORAGE & TRANSPORTATION
EKC
www.ekcuae.com

**Sustainable Energy
Milestone in Nigeria**

August 2024

- * EKC International FZE is supporting Alfa Designs Nigeria Ltd. in achieving Nigeria's first CNG generator conversion by supplying CNG cascades for this milestone project. This collaboration marks EKC's ongoing commitment to advancing sustainable energy solutions in Nigeria and globally, contributing to a greener, more sustainable future

Launch of world's first CNG motorcycle in India



- * Introduction of the world's first CNG motorcycle by a leading manufacturer of bikes
- * Expected to revolutionize the two-wheeler industry by providing a cost-effective and environmentally friendly alternative to traditional petrol motorcycles
- * Adds a new demand vertical to the CNG cylinder industry, further expanding market opportunities
- * EKC is supplying CNG cylinders for this innovative bike
- * Aligns with EKC's commitment to supporting sustainable transportation solutions and promoting eco-friendly technologies

News & Updates

Contributing towards the Future of Sustainable Transportation

May 2024



- * EKC International FZE has recently supplied a buffer vessel for UAE's first high-speed green hydrogen refueling pilot station, 'H2GO,' launched by Abu Dhabi National Oil Company (ADNOC). This collaboration emphasizes our dedication to driving sustainable transportation forward and contributing to a greener, cleaner world.

EGYPES – Egypt Energy Show

February 2024



- * EKC successfully participated in EGYPES, Egypt Energy Show which is the largest energy conference and exhibition across Egypt, North Africa and the Mediterranean held in Cairo, Egypt in February 2024.
- * During the conference, EKC International FZE highlighted its expertise in manufacturing high-pressure seamless steel cylinders, jumbo tubes, vessels and composite gas cylinders. Our commitment to excellence and innovation firmly establishes us as an industry leader, delivering superior quality products tailored to meet customers' diverse needs.

News & Updates

GAS WORLD CONFERENCE- KUALA LUMPUR

December 2023



- * EKC successfully participated in the prestigious Gas World Conference held in Kuala Lumpur in 2023.
- * During the conference, EKC showcased its cutting-edge products, including High-Pressure seamless steel Cylinders, Jumbo Tubes & Vessels, and composite Gas Cylinders.

ADNOC Hydrogen Summit 2023

November 2023



- * As the world shifts towards a more sustainable and eco-friendly future, EKC remains at the forefront of the movement. The Company's participation in the ADNOC Hydrogen Summit reinforces its dedication to sustainability, showcasing how its products and technologies are integral to the development and deployment of hydrogen as a clean energy solution.

Hydrogen Egypt Summit 2023

November 2023



- * The Hydrogen Egypt Summit 2023 served as a platform for EKC to delve into the burgeoning hydrogen economy, emphasizing its role in decarbonizing various sectors such as energy, transportation, and industry.
- * Hydrogen, recognized as a clean and versatile energy carrier, has emerged as a critical component in the transition towards a more sustainable future.



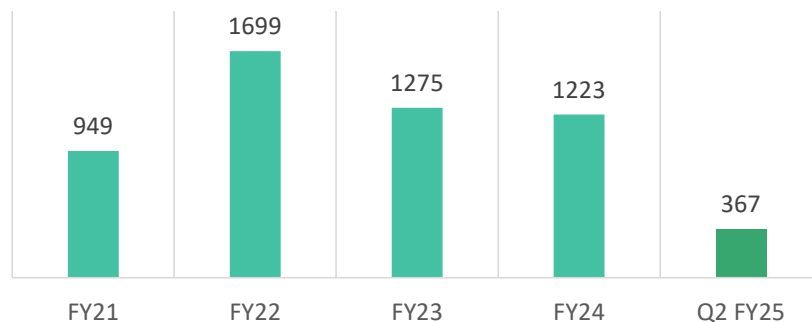
Historical Financials



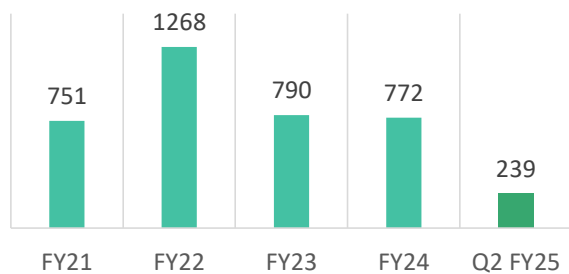
EVEREST KANTO CYLINDER LIMITED
Clean Energy Solution Company

Financial Summary

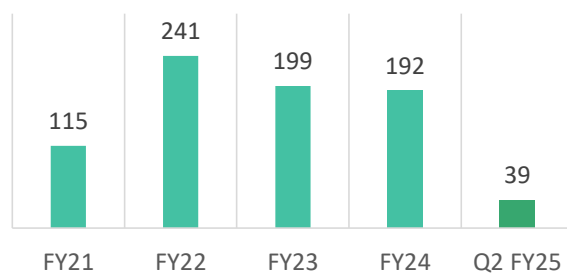
Revenue* (Rs. Crore)



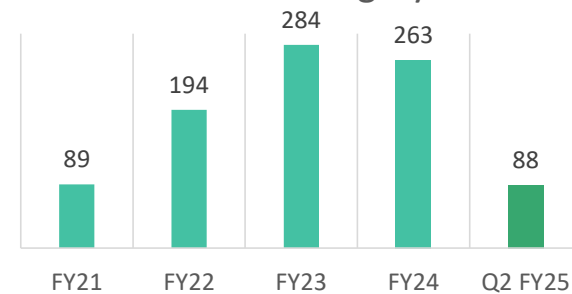
India



UAE



USA & Hungary



* Net of inter-segment revenues

Abridged Balance Sheet (Consolidated)

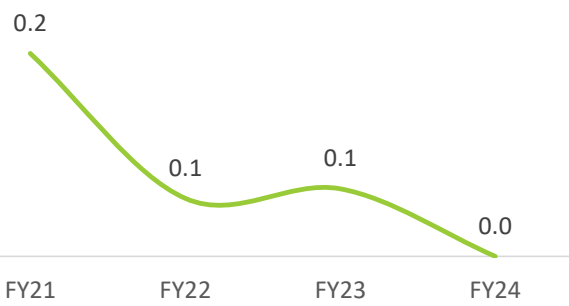
Assets (Rs. Crore)*	2021	2022	2023	2024	Liabilities (Rs. Crore)*	2021	2022	2023	2024
Fixed Assets	358.9	371.8	456.6	493.0	Shareholder Funds	628.3	902.9	999.5	1,100.2
Other Non-Current Assets	51.2	76.1	19.2	17.5	Long - Term Debt	90.0	42.5	30.0	24.9
Financial assets	-	-	10.3	16.4	Other Non-Current Financial Liabilities and Provisions	33.7	32.6	15.0	15.8
Deferred Tax Assets (net)	22.4	-	-	5.4	Deferred Tax Liability	-	12.7	6.9	8.5
Current Tax Assets (net)	1.0	-	-	-	Short-Term Debt	112.7	71.2	93.9	39.8
Net Current Assets	428.5	603.4	647.4	645.5	Total	864.7	1,062.1	1,145.2	1,189.2
Assets held for Sale (net)	2.7	10.8	11.8	11.2					
Total	864.7	1,062.1	1,145.2	1,189.2					

*As at 31st March

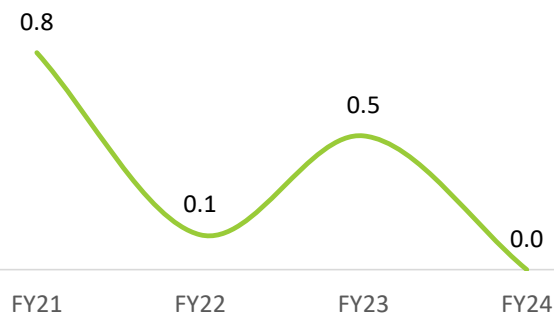
Notes: Net Current Assets = Current Assets – (Current Liabilities + Current Provisions + Current Tax Liabilities)
Long Term Debt includes Current Maturities of Long-Term Debt
The above Balance Sheet is an extract of financial statements and has been regrouped for presentation

Ratio

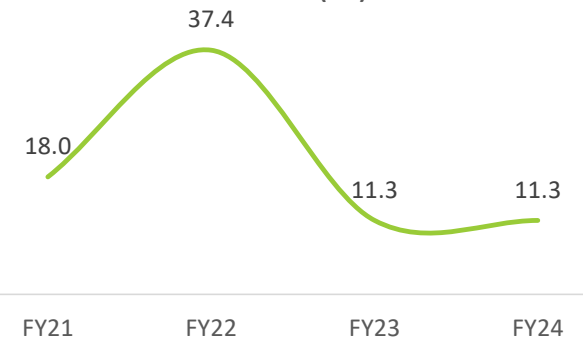
Debt/Equity



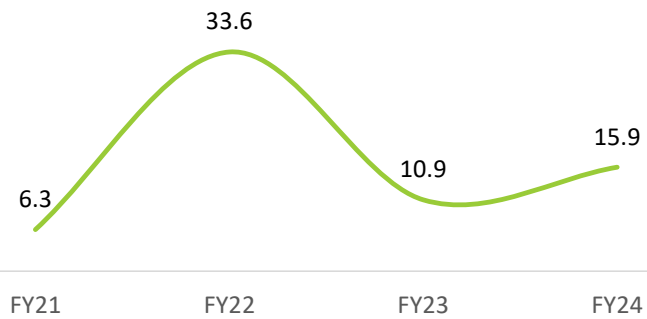
Debt/EBITDA



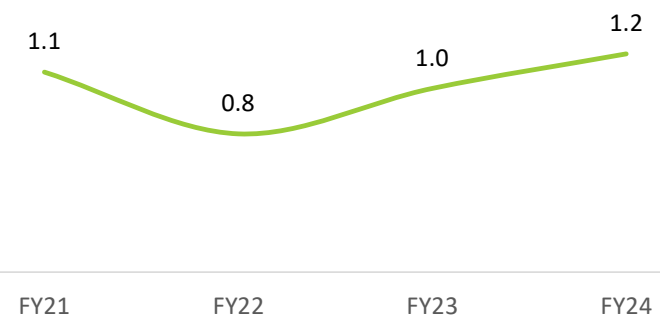
ROCE (%)



Interest Coverage



Assets Turnover



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

Contact Us:

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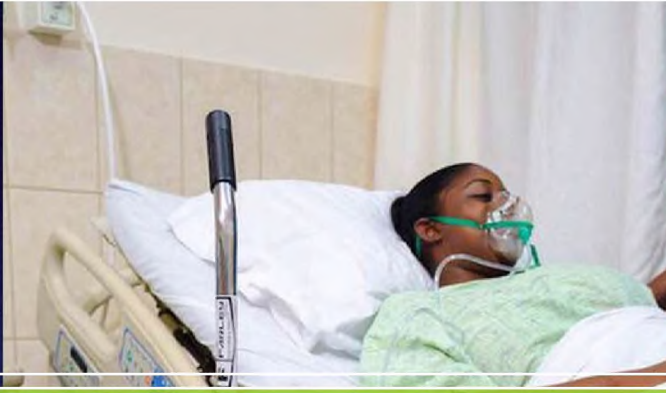
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EKC
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Clean Energy Solution Company

Thank You

