

June 29, 2021

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 Q4 & FY 21 Financial Results, June 2021 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**

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Free Press Journal Marg,
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Mumbai - 400 021.

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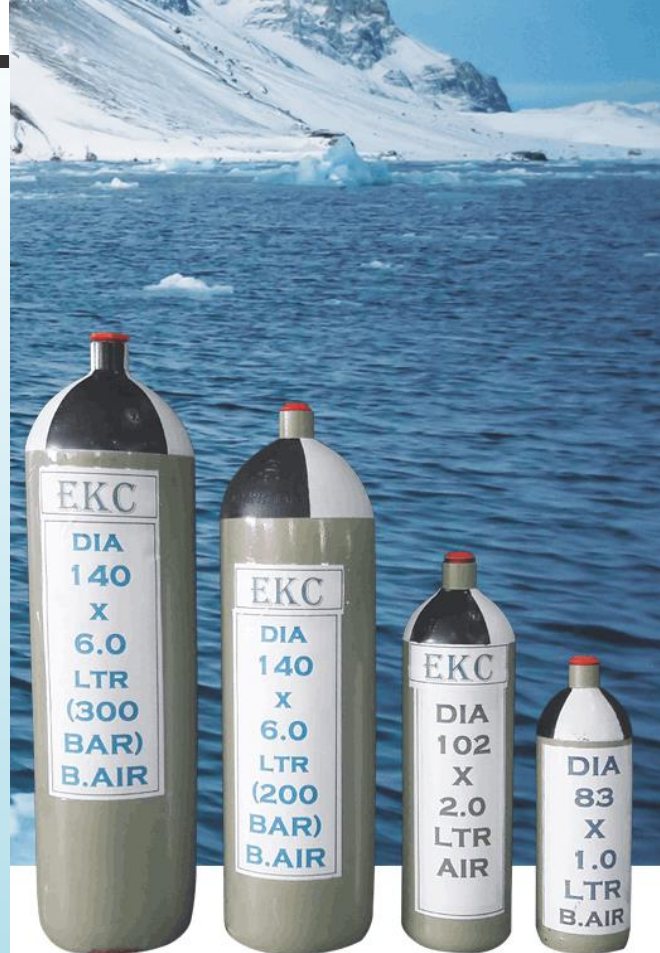


EVEREST KANTO CYLINDER LIMITED

Clean Energy Solution Company

Q4 & FY21 Financial Results

June 2021





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%
43 Years	Experienced Management	* 43 years of focused domain experience in the field of high pressure seamless cylinder manufacturing
200 SKU's	Diversified Product Range	* 200+ SKU's including Industrial, CNG and Jumbo cylinders of capacity ranging from 1 litre to 3,000 litres
20 Countries	Global Presence	* Catering to demand from over 20 countries globally based on wide presence and regulatory approvals in South East Asia, Middle East, USA, Europe, South America and CIS countries
150	Established Customer Relationships	<ul style="list-style-type: none">* ~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* Clients include Tata Motors, Bajaj Auto, Hyundai, Toyota, BOC India, Praxair, Mahanagar Gas, Adani Gas and Torrent Gas
1mn	Manufacturing Excellence with Large Capacities	<ul style="list-style-type: none">* 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

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Q4 & FY21 Financial Performance



EVEREST KANTO CYLINDER LIMITED

Clean Energy Solution Company

Management Commentary

Comments on Q4 & FY21 performance by Pushkar Khurana, Chairman, Everest Kanto Cylinder Limited

We have delivered a strong operating and financial performance in FY21 on the back of several positive demand drivers that are likely to sustain over the next several years. During the year under review, we saw robust demand from: 1) leading gas infra companies that are laying out the aggressive expansion of CNG pumps across the country, 2) auto OEMs that are expanding production of CNG-fuelled vehicles within their offerings to customers, and 3) healthcare sector that scaled up medical oxygen availability in the fight against the pandemic product portfolios. While we closed the sale transaction for our subsidiary in China, we have made some progress in the operations of our subsidiaries in the UAE and the US, the benefits of which we expect will be more visible in FY22. We are also taking forward our plans to expand manufacturing capacity in the rapidly expanding domestic market and in Hungary to address the lucrative EU market. We will rely mainly on internal accruals for all our expansions, which will drive long-term value for stakeholders over the longer-term horizon. The Indian government is focused on increasing the contribution of gases as drivers of the country's economic activity and EKC, as the leading manufacturer of cylinders for high pressure storage of various gases, is well-positioned to benefit from such trends.

Comments on Q4 & FY21 performance by Puneet Khurana, Managing Director, Everest Kanto Cylinder Limited

During FY21, EKC's revenues expanded by 25% to Rs. 949 crore, which is by far our highest ever turnover in more than four decades of operations. Also, in Q4, we recorded the highest ever quarterly turnover in the India business as well as on a consolidated basis. Gross margins and operating margins have remained strong in the domestic business as we gain scale based on several de-bottlenecking initiatives. This is driving our capacity to supply higher volumes to multiple and diversified demand areas even as we take forward expansion in installed capacity through greenfield projects. These are to be financed largely out of the cash liquidity available on our balance sheet. Reported Q4 Profit After Tax on consolidated basis has been subdued based on some year-end provisions/ exceptional item. However, profitability for the financial year under review remains robust and likely to sustain in the current year as well. The outlook for FY22 remains positive as the gas economy expands further within existing applications and new demand areas continue to emerge. While we look forward to leveraging our position to drive profitable growth, we will also continue to focus on structural organizational improvements to drive the framework for longer term value creation.

Key Developments

Sale proceeds related to the sale of EKC's China subsidiary received

- * With respect to sale/disposal of EKC Industries (Tianjin) Co. Ltd., Everest Kanto Cylinder Limited's subsidiary in China, the remittance equivalent of RMB 85.39 Million post retention of RMB 8.11 Million, has been received by the shareholders i.e. Everest Kanto Cylinder Limited, India and EKC International FZE, Dubai (Wholly Owned Subsidiary of Everest Kanto Cylinder Limited) as on March 31, 2021.
- * Everest Kanto Cylinder Limited has received in India a remittance equivalent of RMB 54.62 Million and EKC International FZE, Dubai has received a remittance equivalent of RMB 30.77 Million as on 31st March 2021.

Pledge released on promoter group's equity shares

- * The Company has paid its last installment on March 17, 2021, and thereby has repaid in entirety, the Term Loan of Rs. 325 crore availed from Yes Bank Ltd., on October 06, 2012. Consequently, on March 22, 2021, Yes Bank Ltd. has released the Pledge on Promoter Shares of the Company amounting to a total of 29.99% of the entire Share Holding of the Company.

EKC's Dubai subsidiary forges JV in Hungary to manufacture cylinders for the European market

- * EKC International FZE, Dubai, Wholly Owned Subsidiary of Everest Kanto Cylinder Limited, decided to partner with Rév Gas Industrial Ltd to set up a state-of-the-art high-pressure cylinder / vessel manufacturing plant in Hungary
- * Rév Gas Industrial Ltd, is a family-owned group of companies with a turnover of above EUR 25Mn. Having presence in 10 locations in Europe. Rév has grown to be leading high pressure cylinder trading company in Europe, with expertise in all applications and cylinder refurbishment
- * Joint Venture Company in the name of EKC Europe Manufacturing Private Limited Company (short name: EKC Europe Zrt.) with equity contribution in the ratio of 80:20 (EKC FZE:REV) has been incorporated

Key Developments

Greenfield expansion of manufacturing capacity

- * The Company's Board of Directors has approved a proposal to increase the existing manufacturing capacity in India by 2,00,000 cylinders per annum (from the existing capacity 7,17,000 cylinders per annum). A greenfield facility will be set-up at a suitable location in Gujarat for this purpose over three phases with an investment of ~Rs. 45 crore, of which the first phase will be completed in FY24.
- * The said investment will be towards land, factory buildings, ancillary equipment etc. whereas the core manufacturing equipment is available with the company. Proximity of the proposed facility to the Company's existing manufacturing location at Kandla SEZ is expected to result in operating/cost efficiencies and greater economies of scale.

Announces annual dividend of Rs. 0.30/- per share

- * For FY 2020-21, the Board of Directors recommended a dividend of Rs. 0.30 /- per share
- * For details on dividend distribution policy, please refer to the Company's website at <https://everestkanto.com/#>

Key Performance Highlights – Q4 FY21

Revenues

Consolidated

↑ **Rs. 284.3Cr**
43%

Standalone

↑ **Rs. 232.3Cr**
59.2%

- * Growth momentum continued in Indian operations driven by wide-ranging demand from gas infrastructure companies, auto OEM's, healthcare and industrial sectors
- * Demand growth expected to sustain, enabling on going prospects for the business
- * Positive outlook has supported decision to expand capacity
- * Overseas operations taking forward key strategic initiatives

EBITDA

↑ **Rs. 40.9 Cr**
82.3%

↑ **Rs. 60.1 Cr**
191.0%

- * Consolidated EBITDA margin expanded from 11.3% to 14.4%
- * Standalone EBITDA margin expanded from 14.1% to 25.9%
- * Margin expansion driven by continued robustness in demand, firm pricing and topline growth on a stable operating base

PBT*

↑ **Rs. 26.7Cr**
469.7%

↑ **Rs. 49.5 Cr**
378.3%

- * Business growth has been delivered on higher utilization of the existing fixed cost structure, resulting in significant expansion in Operating PBT
- * Current levels seen to be sustainable as the business scales up further in line with the positive outlook

PAT **

↑ **Rs. 4.4Cr**









↑ **Rs. 25.1 Cr**

- * Profit After Tax is impacted based on year-end provisions and write-downs that are exceptional in nature
- * Full year profit is a more balanced view of performance

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

**Profit After Tax includes exceptional gains from disinvestment of subsidiary

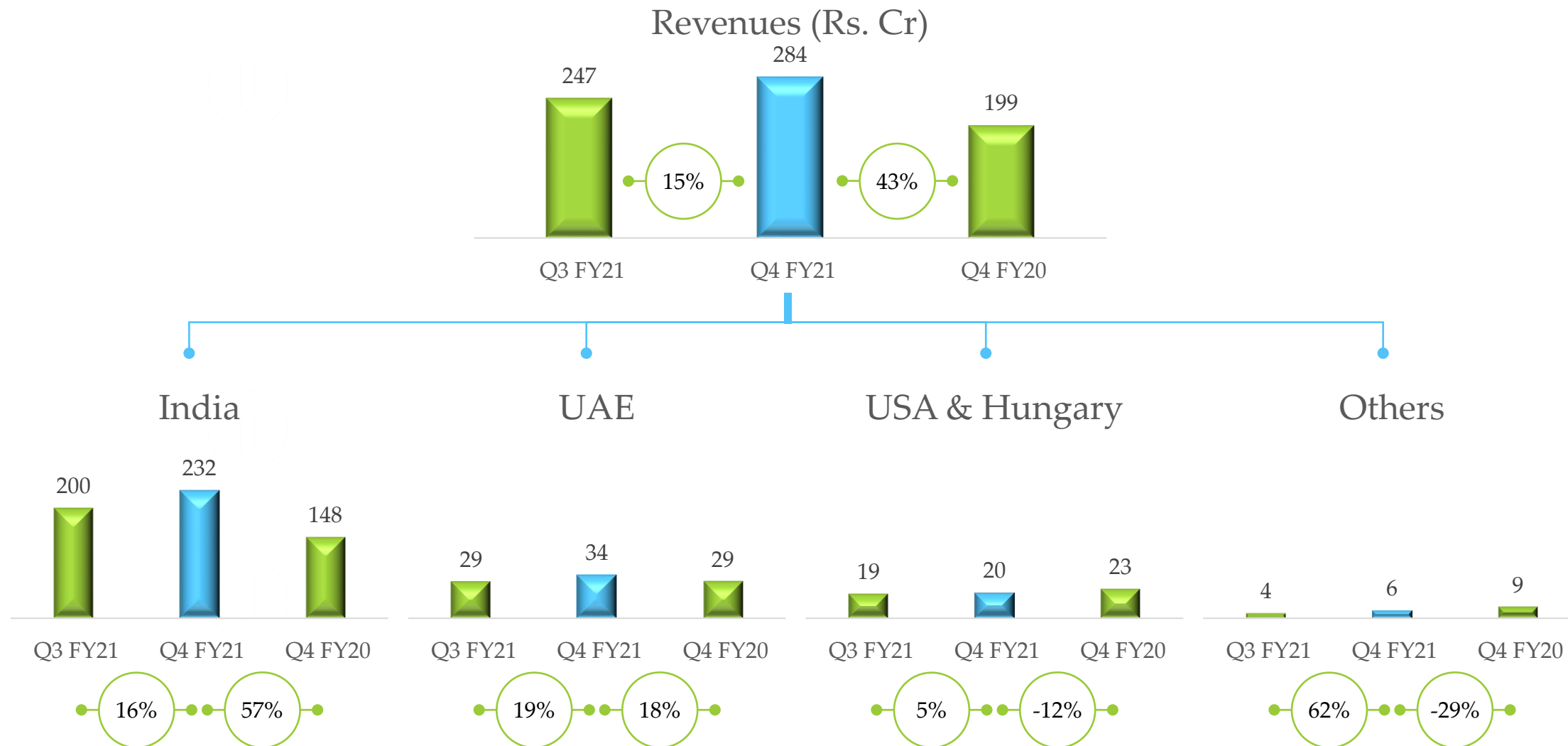
Key Performance Highlights – FY21

	Revenues	EBITDA	PBT*	PAT **
Consolidated	 Rs. 949.1 Cr 24.8%	 Rs. 163.7 Cr 71.6%	 Rs. 105.6Cr 362.1%	 Rs. 91.6 Cr 9.6%
Standalone	 Rs. 750.6 Cr 53.3%	 Rs. 181.5 Cr 136.7%	 Rs. 144.3 Cr 340.3%	 Rs. 102.8 Cr 545.9%

Profit Before Tax is before exceptional items, provision for doubtful debts, foreign exchange and tax from continuing operations

***Profit After Tax includes exceptional gains from sale of premises during Q2 FY21 and from disinvestment of subsidiary during Q3 FY21*

Geographical Revenue Breakup – Q4 FY21



Abridged Balance Sheet (Consolidated)

Assets (Rs. Cr)*	2020	2021
Fixed Assets	364.9	358.9
Other Non-Current Assets	22.5	51.2
Deferred Tax Assets (net)	52.9	22.4
Current Tax Assets (net)	4.7	1.0
Net Current Assets	346.8	428.5
Assets held for Sale (net)	80.6	2.74
Total	872.3	864.7

Liabilities (Rs. Cr)*	2020	2021
Shareholder Funds	537.7	628.3
Long - Term Debt	111.5	90.0
Other Non Current Financial Liabilities and Provision	40.6	33.7
Short-Term Debt	182.5	112.7
Total	872.3	846.7

- 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

*As on 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

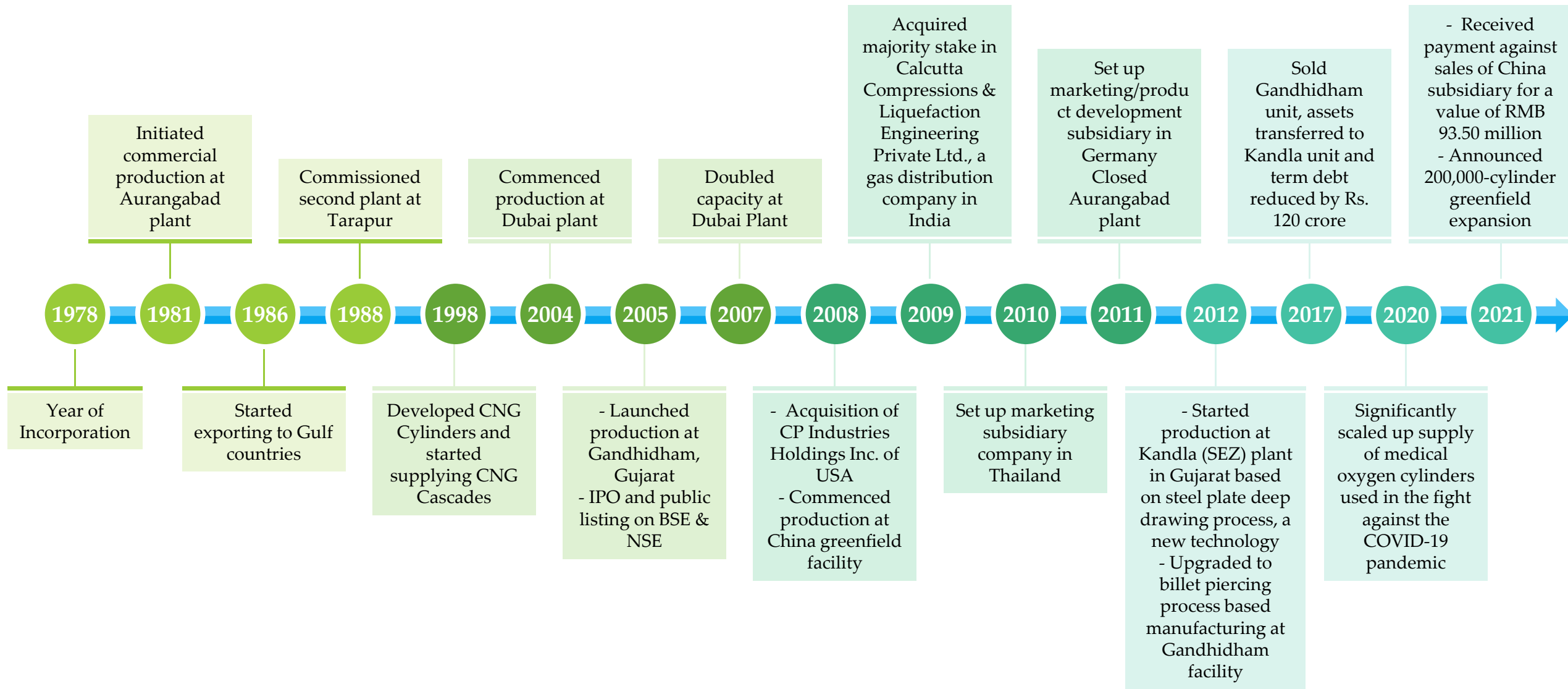
Company Overview



EVEREST KANTO CYLINDER LIMITED

Clean Energy Solution Company

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 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

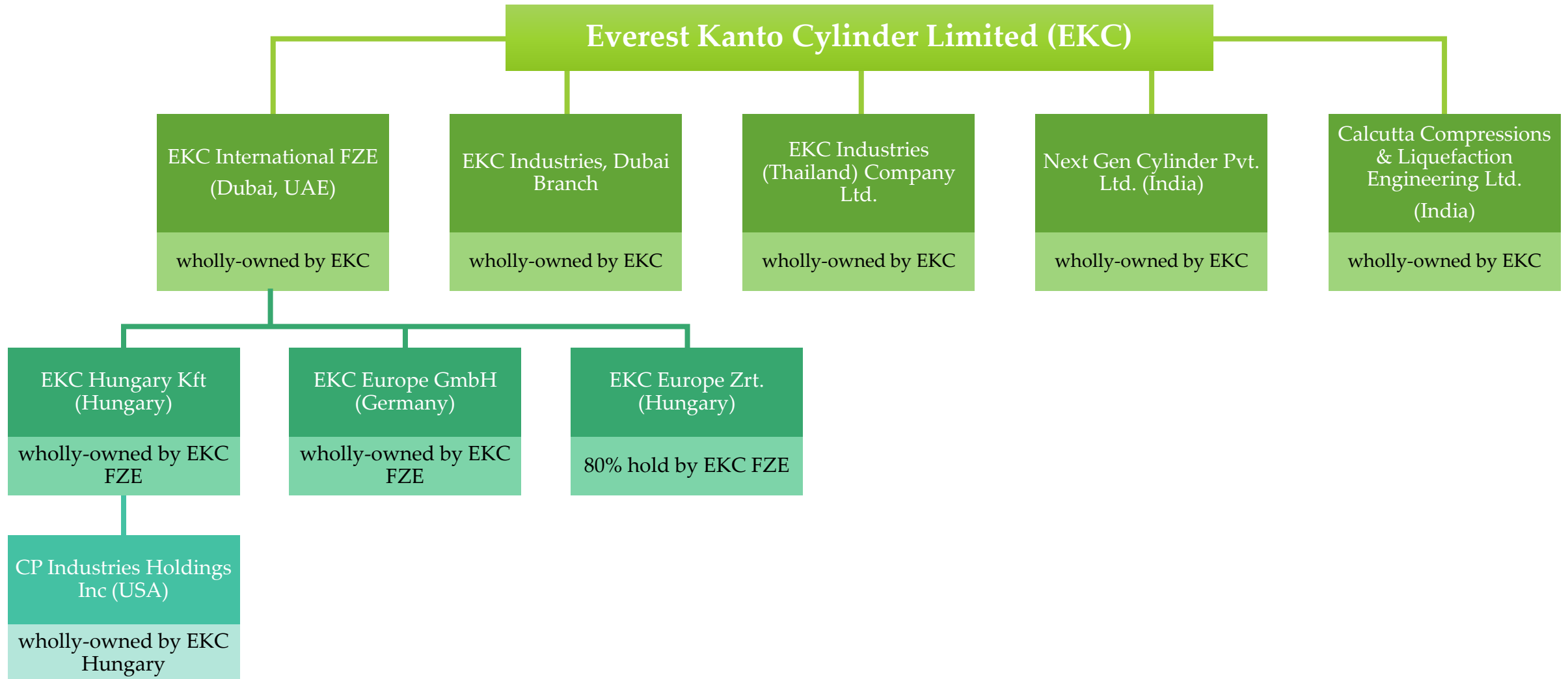
- * PhD in Management Studies, with additional qualifications in Political Science, Journalism and Yoga
- * Overall, four decades of experience; currently, advisor to Welingkar Institute of Management Development and Research
- * Previously associated with FICCI and Indian Merchants' Chambers in senior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

Sanjiv Kapur
Chief Financial Officer

Bhagyashree Kanekar
Company Secretary

Strong Board with significant and multi-faceted experience

Corporate Structure



Global Footprint



Manufacturing Facilities – India

Tarapur, Maharashtra, India



Manufacturing	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



Manufacturing	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

Plant I – Dubai



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

Plant II – Dubai



Manufacturing	Located at the renowned Jabel Ali Free Zone (South) in Dubai
Area	25,000 sq. m
Annual Capacity	120,000 cylinder

Pittsburgh, PA, USA



Manufacturing	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

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

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

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



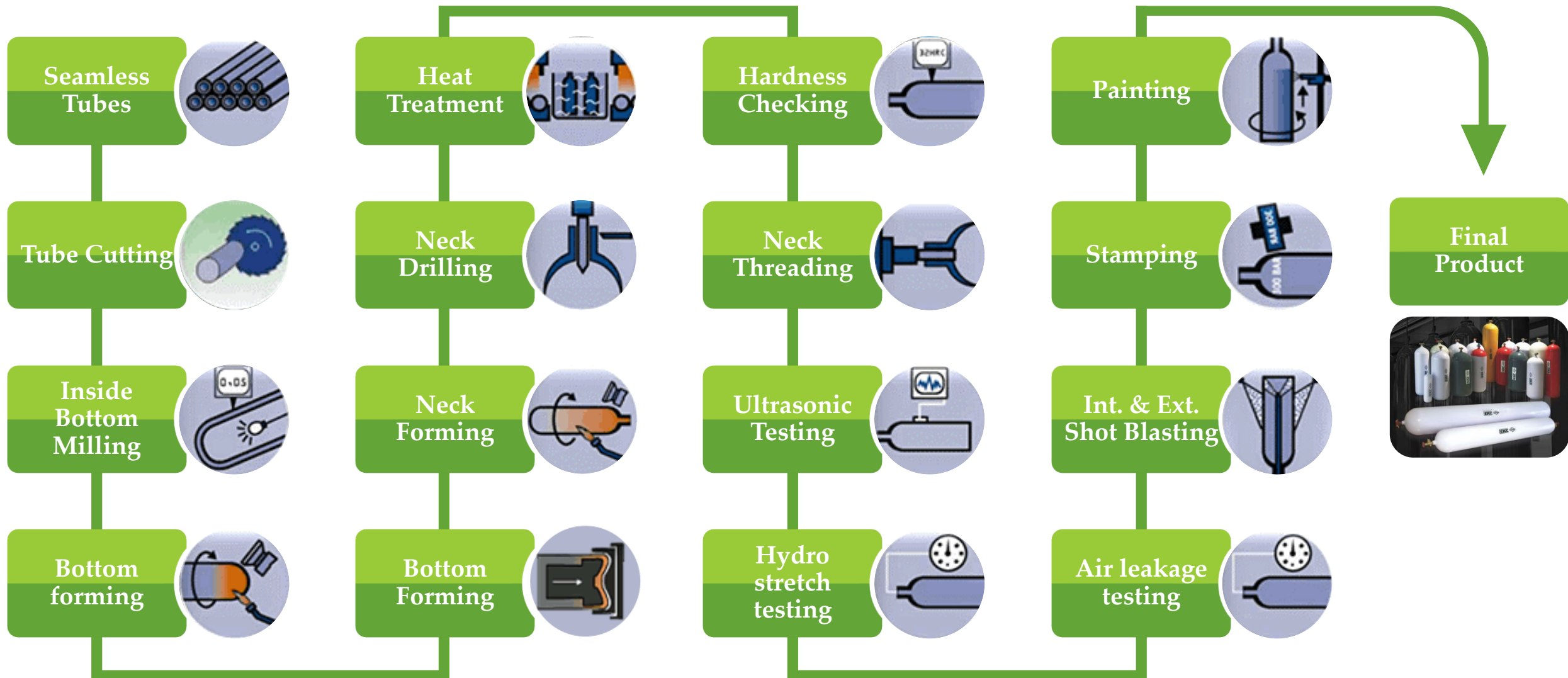
- * Large Capacity Jumbo Large capacity cylinders conforming to Indian/international standards or based on specific customer requirements
- * Jumbo Cylinders/Skids are used for industrial gases such as Nitrogen, Helium, Argon etc. with several defence/aerospace applications

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

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 Mechanical Engineers

Canadian Standards Association

US Department of Transportation

Korean Gas Safety Corporation

BELAC (Belgium)

Bureau Veritas – Marine & Offshore Division

UAE



Transport Canada

Manufacturing License of Special Equipment (China)

Certificate of Conformity (UAE)

Industry Overview



EVEREST KANTO CYLINDER LIMITED

Clean Energy Solution Company

India's Expanding Gas Ecosystem

India targets 15% contribution from natural gas in the primary energy mix by 2030 (PIB 2017)

Substantial committed investments towards “One Nation One Gas Grid” chart India's energy roadmap

Launch of India Gas Exchange intended to open the gas market to efficient competition

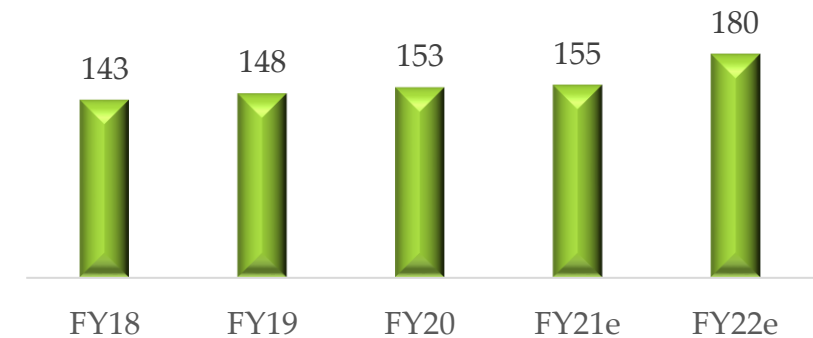
Key gas demand drivers – infrastructure developments, low gas prices and market reforms

Low gas prices have allowed India to re-negotiate its long-term contracts with other countries

India has improved energy security by diversifying gas import sources and strengthening existing bilateral energy partnerships

With higher natural gas penetration, India strengthens its position on the global focus on energy decarbonisation

Gross Fixed Capital
Formation (Rs. Trillion)



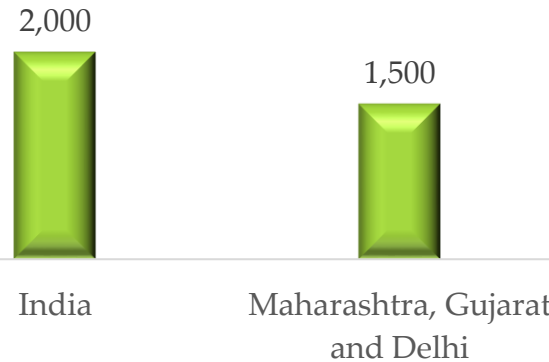
Union Budget 2021-22: Key Announcements

- * Launch of Hydrogen Energy Mission for generating hydrogen from green power for household and commercial uses – Hydrogen is highly energy efficient providing economic, ecological and social benefits
- * Addition of 100 districts to the City Gas Distribution network over the next three years, which will further accelerate the pace of adoption of gas as a fuel across various end-use areas

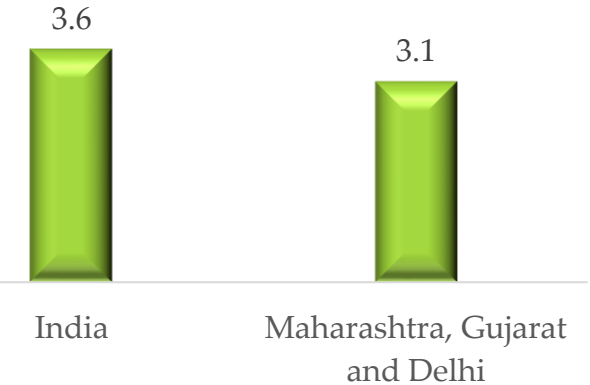
CNG Demand Outlook

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

CNG Stations

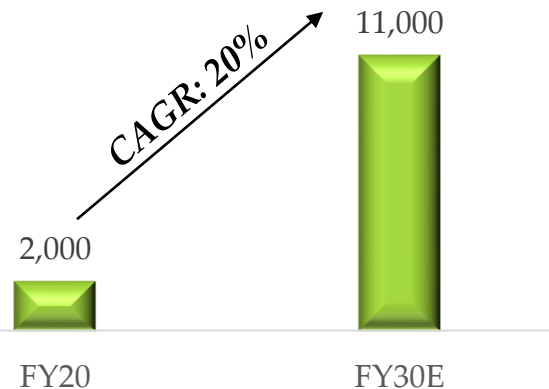


CNG Vehicles (Mn)

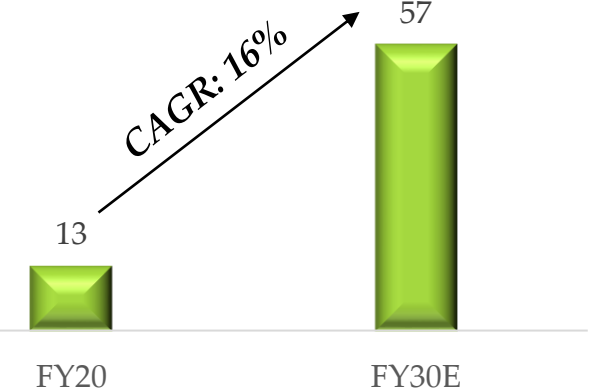


City Gas Distribution set to expand significantly based on 9th and 10th round of bidding conducted by Petroleum and Natural Gas Regulatory Board (PNGRB)

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 announced, 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

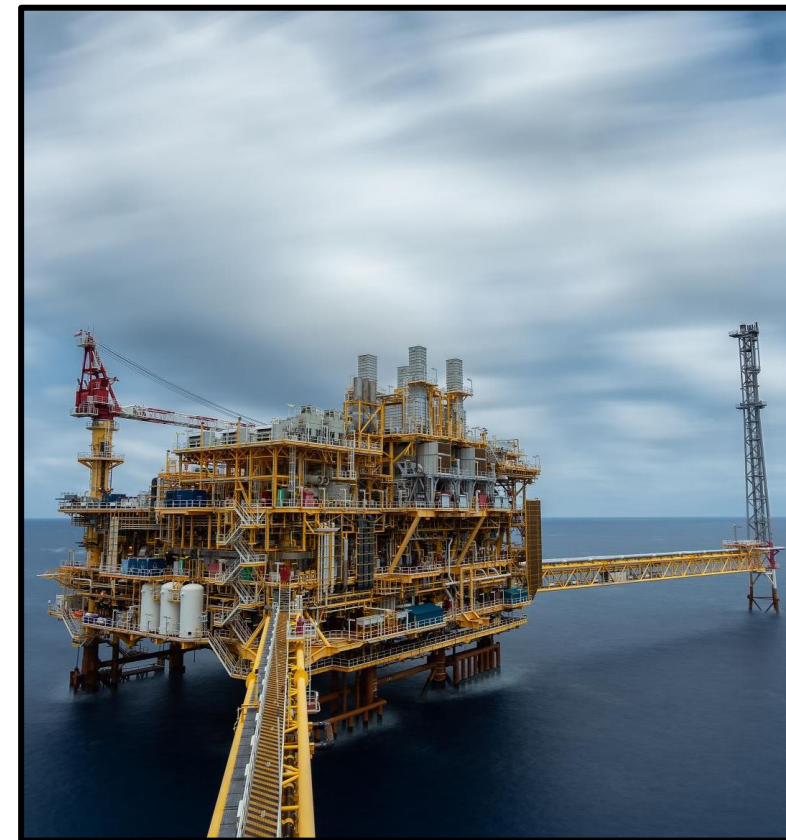
CNG prices in India, linked to key international benchmarks, currently at decadal lows

Cost of vehicle ownership

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

Environmental concerns

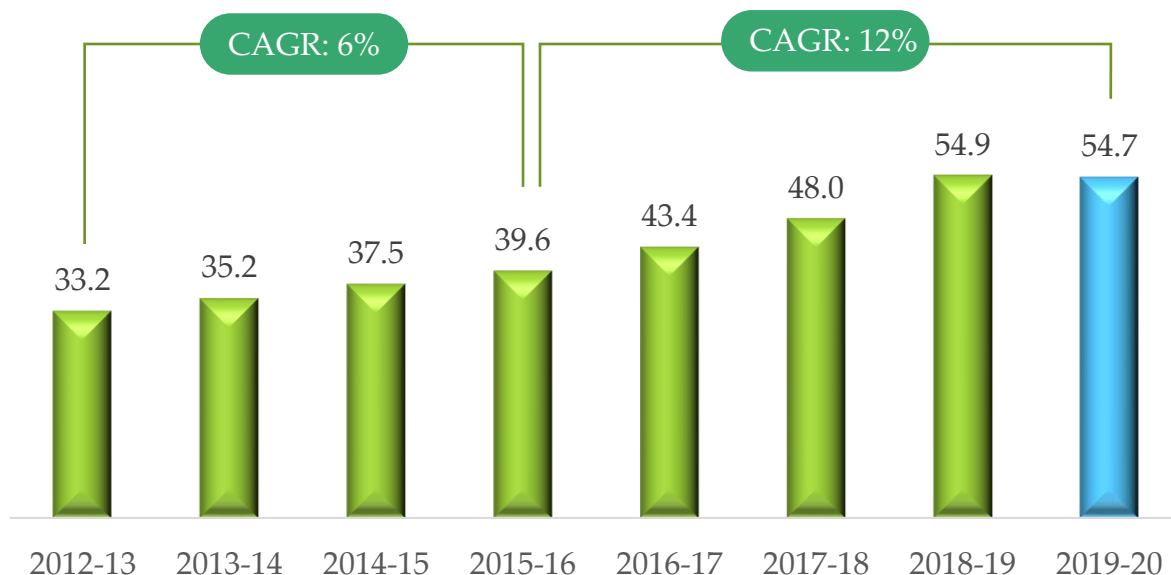
India has 21 of the world's 30 cities with the worst air pollution (Source: IQAir AirVisual's 2019 World Air Quality Report)



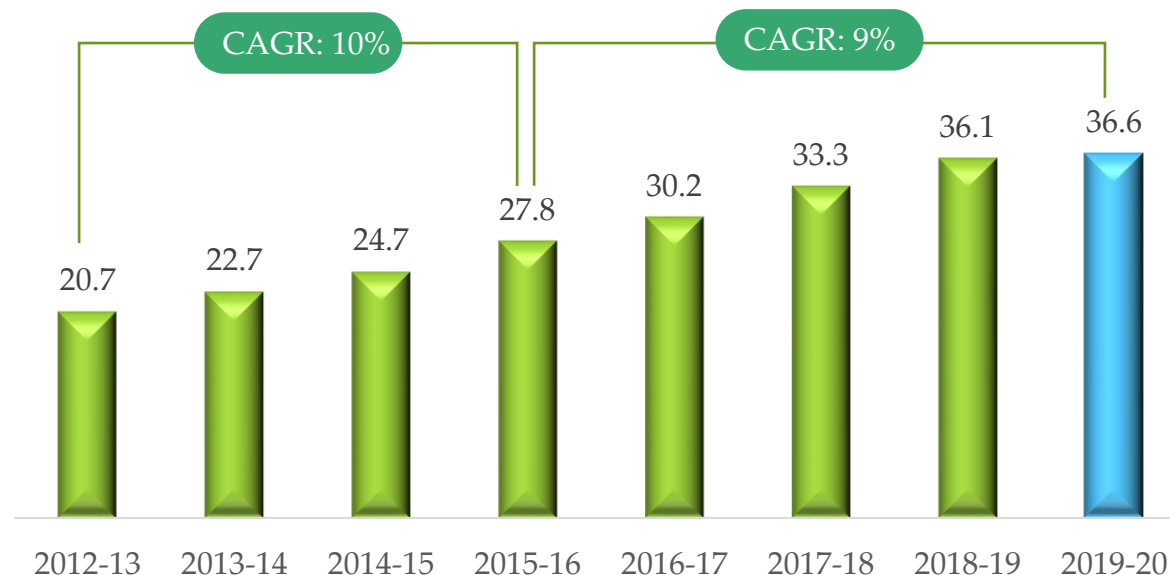
Industrial Demand Outlook

Demand is driven by expansion in industrial production – Gross Fixed Capital Formation (GFCF) is now 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

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

Key Attributes



EVEREST KANTO CYLINDER LIMITED

Clean Energy Solution Company

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



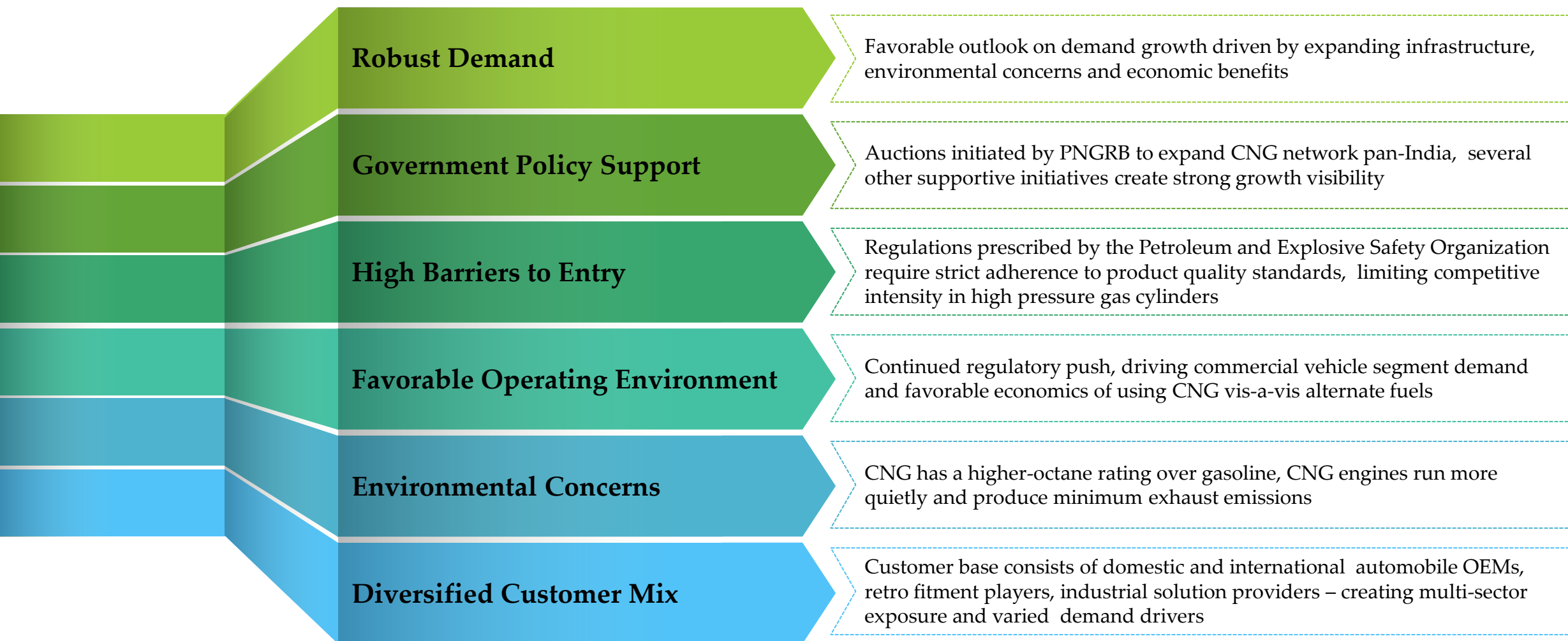
- * Global scale capacities aggregating to more than 2 million cylinders annually from 1 litre to 3,000 litres capacity
- * Wide and versatile range – Industrial Gas Cylinders, CNG Cylinders, CNG Cylinder Cascades, Jumbo Cylinders, Jumbo Skids, Composite Cylinders

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

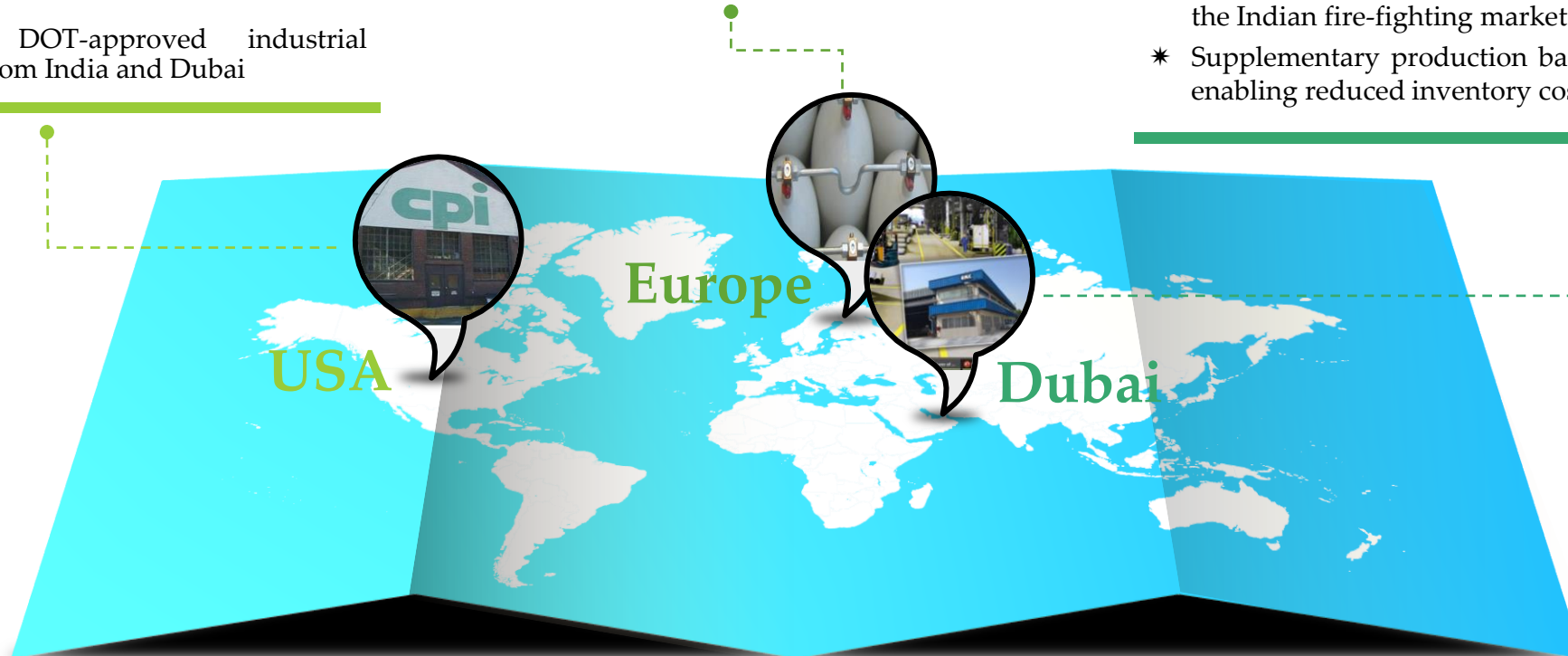


International Operations

- * 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

- * 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

- * 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





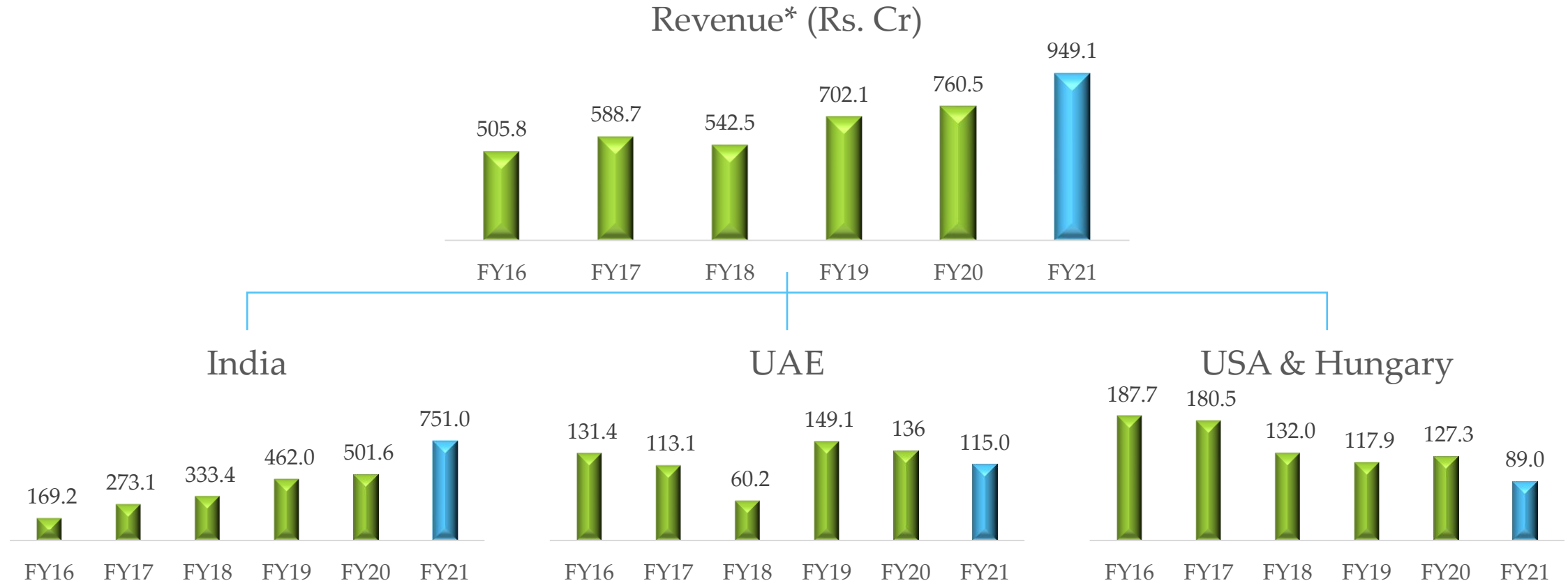
Historical Financials/ Corporate Summary



EVEREST KANTO CYLINDER LIMITED

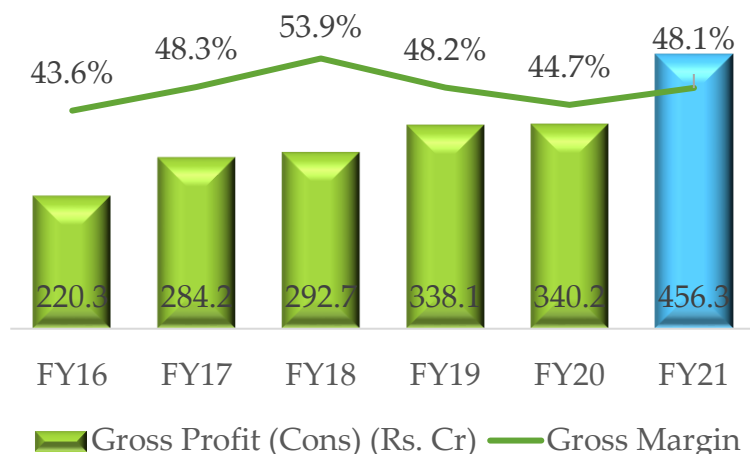
Clean Energy Solution Company

Revenue Growth

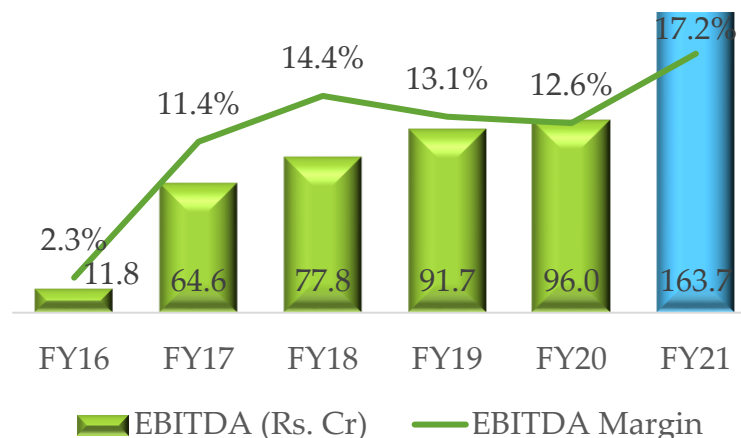


- * Strong, secular growth in India driven by expanding demand for CNG in the states of Maharashtra, Gujarat and Delhi as well as increasing industrial usage
- * UAE operations have re-focused on developing new markets in Europe/CIS, Middle East, Africa and Latin America
- * USA business has faced transitional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

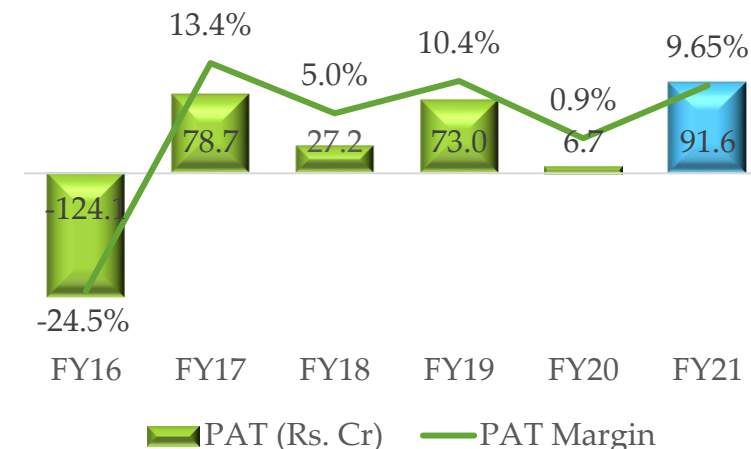
Profit Margin



- * 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

Abridge Balance Sheet (Consolidated)

Assets (Rs. Cr)*	2017	2018	2019	2020	2021
Fixed Assets	437.3	48.9	347.6	364.9	358.9
Other Non-Current Assets	9.8	17.5	8.5	22.5	51.2
Deferred Tax Assets (net)	0.6	0.4	57.1	52.9	22.4
Current Tax Assets (net)	10.2	6.3	0.2	4.7	1.0
Net Current Assets	496.7	343.4	363.3	346.8	428.5
Assets held for Sale (net)	31.7	122.1	95.4	80.6	2.7
Total	986.3	838.6	872.2	872.3	864.7

Liabilities (Rs. Cr)*	2017	2018	2019	2020	2021
Shareholder Funds	421.9	444.2	517.8	537.7	628.3
Long - Term Debt	324.0	206.1	155.3	111.5	90.0
Other Non Current Financial Liabilities and Provision	20.39	17.54	17.82	40.6	33.7
Short-Term Debt	220.0	170.8	181.2	182.5	112.7
Total	986.3	838.6	872.2	872.3	864.7

- 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

*As on 31st March

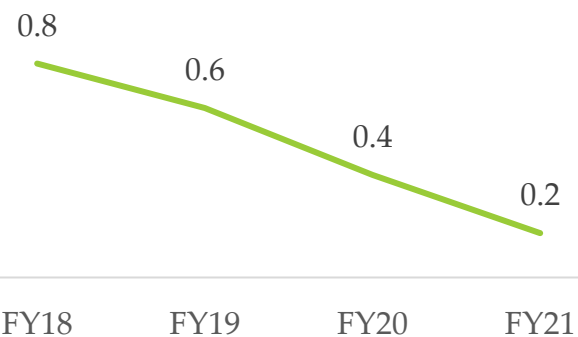
Notes : Net Current Assets = Current Assets – (Current Liabilities + Current Provisions + Current Tax Liabilities)

Long Term Debt includes Current Maturities of Long Term Debt

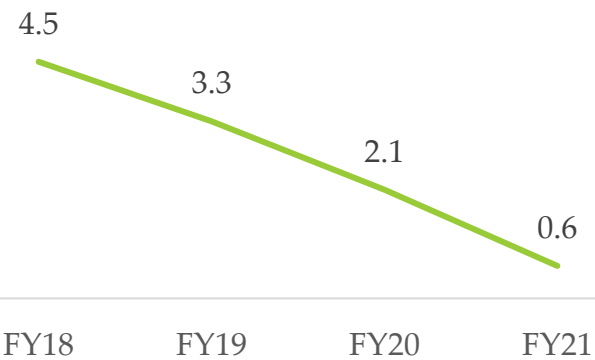
The above Balance Sheet is an extract of financial statements and has been regrouped for presentation

Ratios

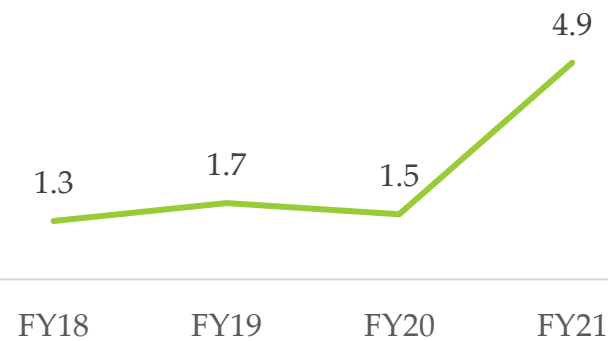
Net Debt/Equity



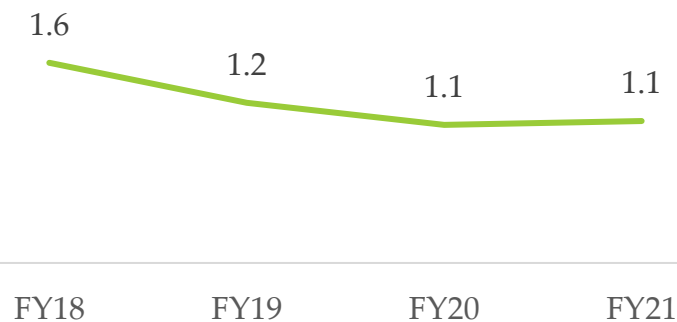
Net Debt/EBITDA



Interest Coverage



Assets Turnover



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

- * 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

Established player with leadership status

Improving Financial Position

- * Indian operations have grown at 34% over FY16-21 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

