

## INVESTOR PRESENTATION

HLE Glascoat Limited

*May 2026*



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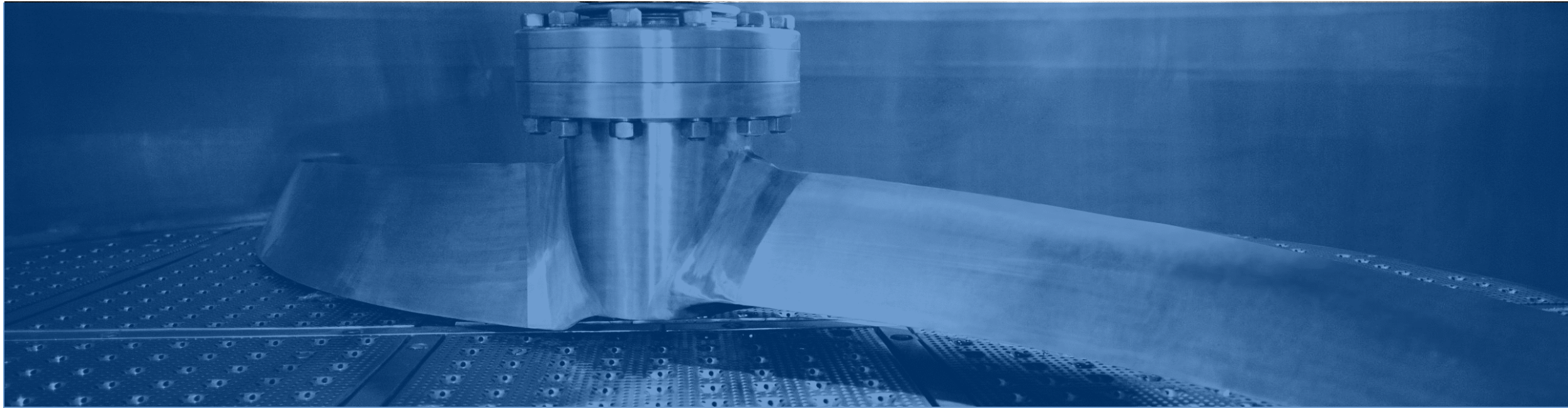


# Financial Performance

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Key Operating Ratios and Financial  
Statements

# HLE Glascoat Overview



Leading Manufacturer of specialised processing equipment critical for chemical and pharmaceutical industries

Operating in segments with high barriers to entry

Well diversified revenue streams from multiple products

Diversified order book with marquee clientele and de-risk revenue sources

Modern certified manufacturing facilities of international standards with unique product engineering capabilities

Experienced management team

# Quarter at a Glance : Order Book Growth, Strong Financials, and Strategic Focus Propel Performance



	Q4 FY26	FY26
Revenue from Operations	₹ 391.7 cr 17.4% Y-o-Y	₹ 1,353.0 cr 31.7% Y-o-Y
EBITDA	₹ 43.9 cr -19.0% Y-o-Y	₹ 148.5 cr 5.4% Y-o-Y
PAT	₹ 20.1 cr -36.3% Y-o-Y	₹ 56.6 cr -8.4% Y-o-Y

Orderbook of ₹ 6816 crores as on 31st March, 2026 providing a healthy visibility

Q4 FY26 Consolidated EBITDA **11.2%**  
FY26 Consolidated EBITDA **11.0%**

Q4 FY26 Consolidated PAT **5.1%**  
FY26 Consolidated PAT **4.2%**

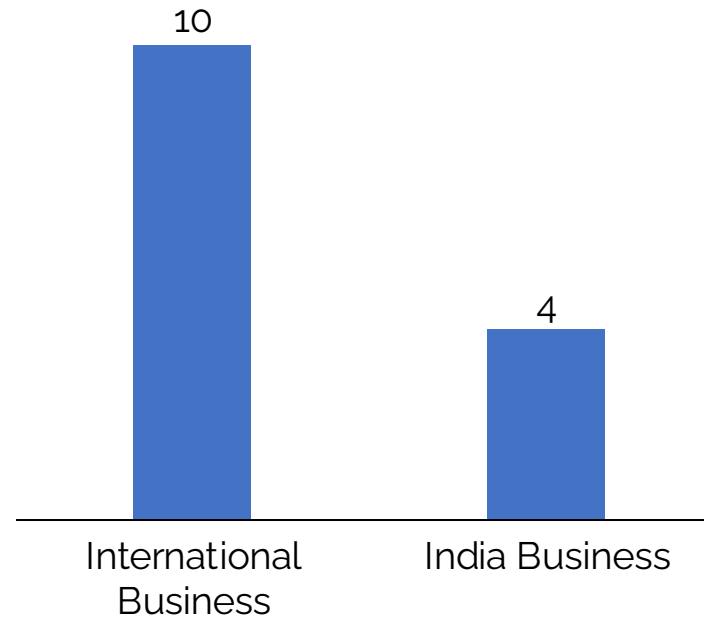
For the year ended 31<sup>st</sup> March, 2026, HLE Surface Technologies GmbH incurred an EBITDA loss of ₹ 15.3 crores and PAT loss of ₹ 15.6 crores at the recently acquired business of Omeras Germany w.e.f 13<sup>th</sup> August, 2025

For the year ended 31<sup>st</sup> March, 2026 the Company incurred one-time cost of ₹ 2.1 crores on account of the statutory impact of the new Labour Codes and ₹ 4.6 crores related to business acquisition cost (Kinam and Omeras Germany).



Strong topline growth driven by a robust order book and inquiries

## Order Book Visibility (No. of months)



**₹ 681.6 Cr.**  
Total Order Book  
(as on 31<sup>st</sup> Mar'26)

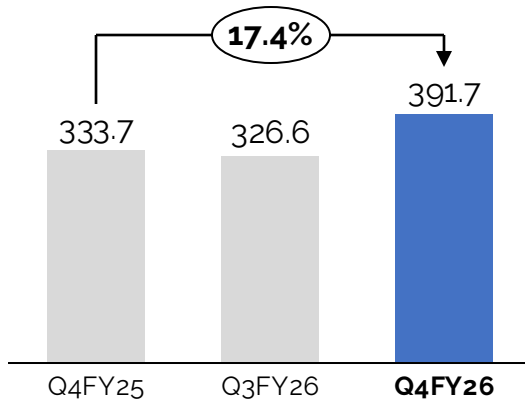
Orderbook providing visibility of 10 months for International business and 4 months for the Indian business.

# Q4FY26 Highlights

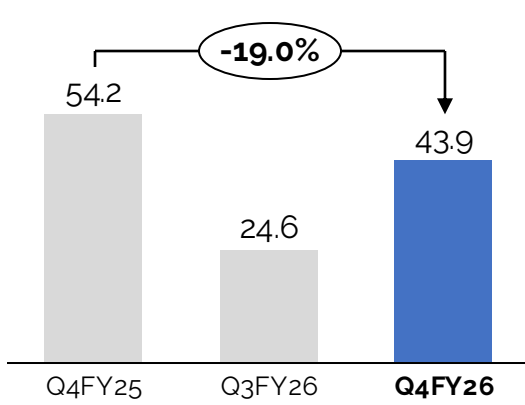


Quarterly Performance (₹ in Crores)

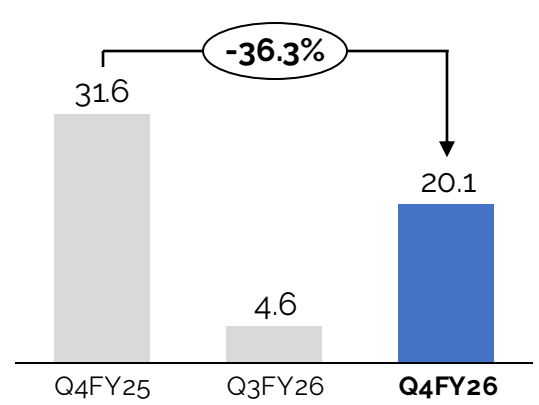
Revenue from Operations



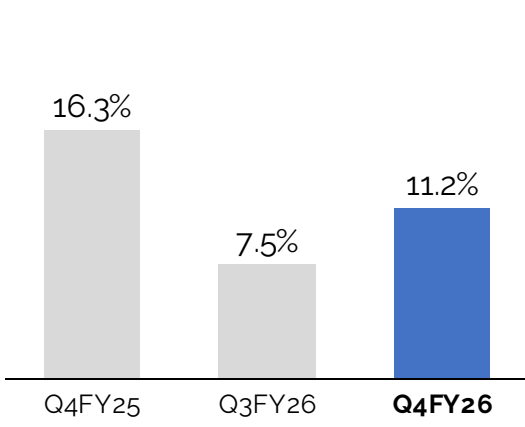
EBITDA



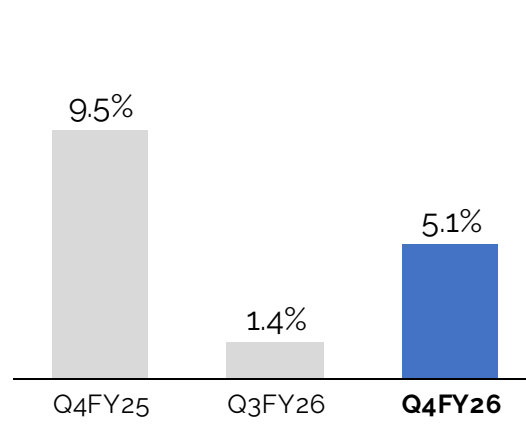
PAT



EBITDA Margins



PAT Margins



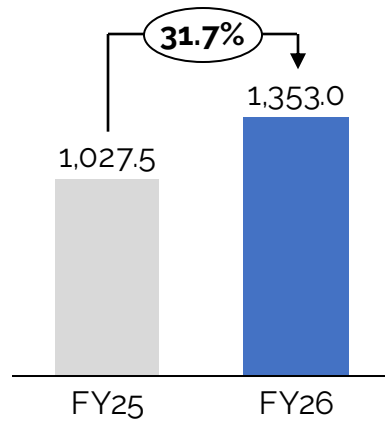
**Notes:** (i) All the financial numbers are for HLE Glascoat Limited (Consolidated). (ii) The Company completed the acquisition of 70% ownership in Kinam Engineering effective from 7<sup>th</sup> August, 2023 consequent to the NCLT approval of the Scheme of Amalgamation of Kinam Enterprise Private Limited with the Company received on 14<sup>th</sup> August, 2025. (iii) The above numbers include the financials of HLE Surface Technologies GmbH and OmeraStore GmbH w.e.f. 13<sup>th</sup> August, 2025.

# FY26 Highlights

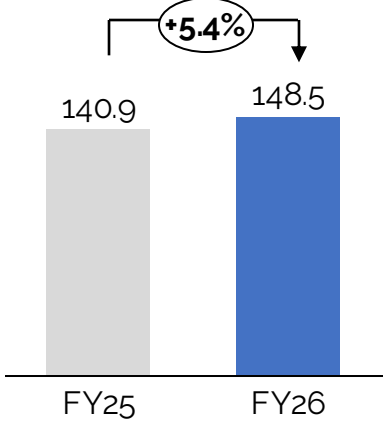


Full Year Performance (₹ in Crores)

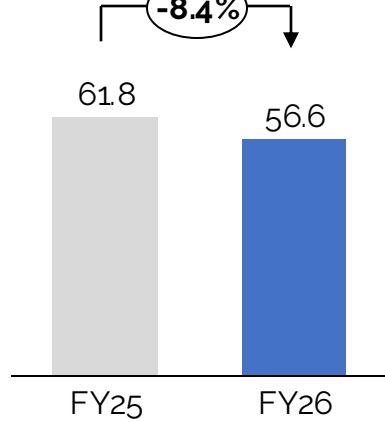
### Revenue from Operations



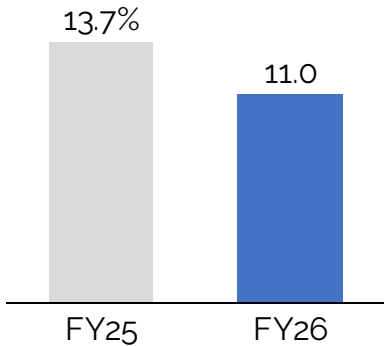
### EBITDA



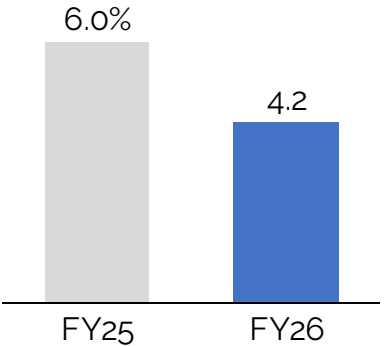
### PAT



### EBITDA Margins



### PAT Margins



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## Order Book

- **Robust Order book:** Current order book of around ₹78 Cr. provides a good visibility for FY27 and creates stable base for profitable plant operations.
- **Order book split:** The order book consists of healthy split between tanks and silos and architectural panels demonstrating sustained efforts in both product verticals.
- **Inquiry Pipeline :** Remains promising and many of the projects are in advanced stages of finalization

## Financial Performance (13<sup>th</sup> August, 2025 to 31<sup>st</sup> March, 2026)

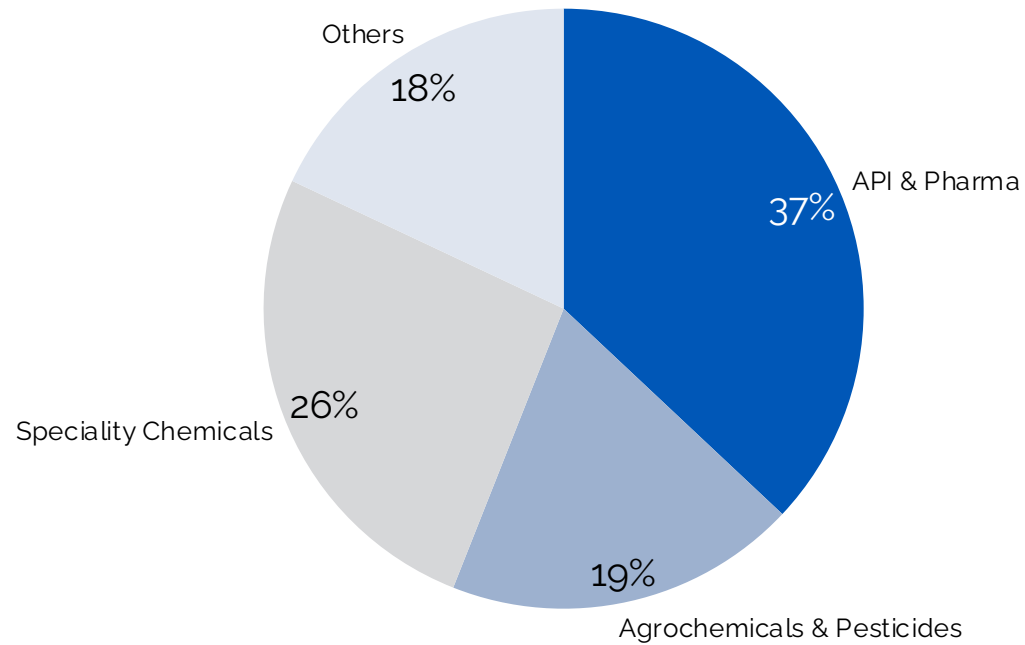
- Revenue from operation stood at ₹ 89.5 Cr with EBITDA loss of ₹ 15.3 Cr and PAT loss of ₹ 15.6 Cr
- This being the first year of acquisition the financial performance has been impacted due to transition challenges which are largely been overcome

## Future Outlook

- The tanks and silos business is expected to grow as a result of renewable product focus and expansion of the sales geographies.
- Active steps are being taken to establish Omeras India (division of the Company) to not only support the German operations but also to cater to the emerging market for renewable energy and water segments where large projects have already been announced by large corporates in India.

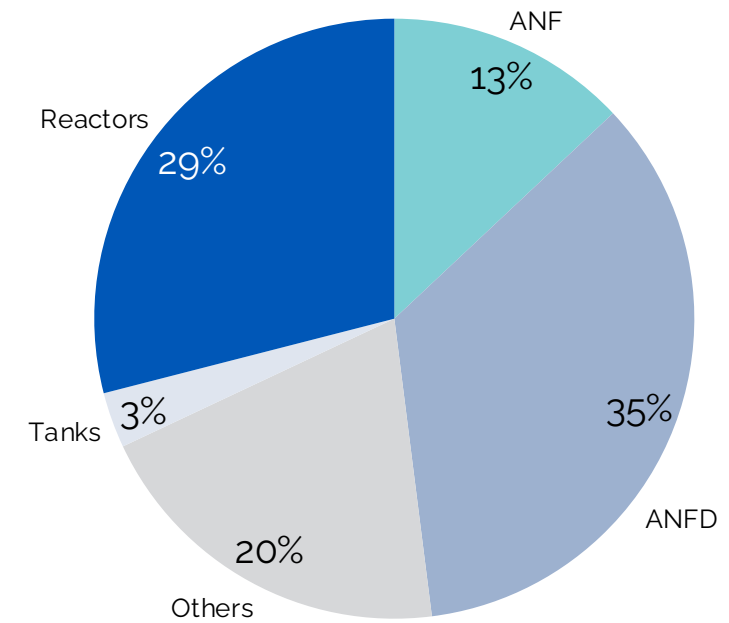


## INDUSTRY-WISE REVENUE BREAK-UP



Our customers are spread predominantly across the **Chemical and Pharmaceutical Industries**

## PRODUCT-WISE REVENUE BREAK-UP



Well diversified revenue streams **from multiple products**

# Profit & Loss: Q4FY26



₹ in Crores

Particulars	Q4 FY26	Q4 FY25	Y-o-Y	Q3 FY26	Q-o-Q	FY26	FY25	Y-o-Y
Revenue from Contract with Customers	391.7	333.7	<b>17.4%</b>	326.6	<b>19.9%</b>	1,353.0	1,027.5	<b>31.7%</b>
Other Income	1.1	2.3		3.5		8.8	8.2	
<b>Total Revenues</b>	<b>392.8</b>	<b>336.0</b>	<b>16.9%</b>	<b>330.1</b>	<b>19.0%</b>	<b>1,361.8</b>	<b>1,035.8</b>	<b>31.5%</b>
Cost of Materials Consumed	162.4	154.5		138.3		603.2	500.4	
Purchase of Stock-in-Trade	0.0	1.4		0.0		0.0	1.4	
Changes in Inventories of Finished Goods and Work-in-Progress	18.2	4.5		13.1		30.4	-51.4	
<b>Total Raw Material</b>	<b>180.6</b>	<b>160.4</b>	<b>12.6%</b>	<b>151.4</b>	<b>19.3%</b>	<b>633.6</b>	<b>450.4</b>	<b>40.7%</b>
Employee Benefits Expenses	74.1	56.4		65.1		253.2	200.6	
Other Expenses	94.1	65.0		88.9		326.4	243.9	
<b>EBIDTA</b>	<b>43.9</b>	<b>54.2</b>	<b>-19.0%</b>	<b>24.6</b>	<b>78.7%</b>	<b>148.5</b>	<b>140.9</b>	<b>5.4%</b>
<b>EBIDTA %</b>	<b>11.2%</b>	<b>16.3%</b>	<b>-510</b>	<b>7.5%</b>	<b>370</b>	<b>11.0%</b>	<b>13.7%</b>	<b>-270</b>
Depreciation and Amortization Expense	9.6	7.7		9.9		36.5	29.7	
<b>EBIT</b>	<b>34.3</b>	<b>46.5</b>	<b>-26.2%</b>	<b>14.7</b>	<b>133.7%</b>	<b>112.1</b>	<b>111.3</b>	<b>0.7%</b>
Finance Costs	8.7	9.3		7.9		34.4	36.2	
<b>Profit before Tax and Exceptional Items</b>	<b>25.7</b>	<b>37.2</b>	<b>-31.0%</b>	<b>6.8</b>	<b>276.1%</b>	<b>77.6</b>	<b>75.1</b>	<b>3.4%</b>
Exceptional Items	0.4	0.0		3.2		6.7	0.0	
Tax	5.1	5.6		-0.9		14.4	13.3	
<b>Profit for the Year (PAT)</b>	<b>20.1</b>	<b>31.6</b>	<b>-36.3%</b>	<b>4.6</b>	<b>338.0%</b>	<b>56.6</b>	<b>61.8</b>	<b>-8.4%</b>
<b>PAT %</b>	<b>5.1%</b>	<b>9.5%</b>		<b>1.4%</b>		<b>4.2%</b>	<b>6.0%</b>	

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# Balance Sheet: As on 31<sup>st</sup> March 2026



₹ in Crores

Particulars	Mar-26	Mar-25
<b>Non-Current Assets</b>		
Property, Plant and Equipment	395.6	363.0
Right of use assets	33.7	31.8
Capital Work-in-Progress	3.7	5.0
Investment Property	2.3	3.7
Goodwill	40.4	40.4
Other Intangible Assets	155.5	154.3
Financial Assets;	0.0	0.0
(i) Other financial assets	7.7	23.9
Deferred Tax Assets	13.9	5.4
Non-Current tax assets (Net)	10.5	15.4
Other non-current assets	2.2	1.9
<b>Total Non current assets</b>	<b>665.5</b>	<b>644.5</b>
<b>Current Assets</b>		
Inventories	355.8	369.5
Financial Assets	0.0	0.0
(i) Trade Receivables	269.9	184.9
(ii) Cash and Cash Equivalents	34.4	39.6
(iii) Bank Balances	24.1	12.6
(iv) Loans	0.4	0.4
(v) Other financial assets	7.9	5.2
Other Current Assets	23.6	36.6
<b>Total Current assets</b>	<b>716.1</b>	<b>648.8</b>
Non-current assets held for sale	0.3	0.0
<b>TOTAL ASSETS</b>	<b>1,381.8</b>	<b>1,293.4</b>

Particulars	Mar-26	Mar-25
Equity Share Capital	13.9	13.9
Other Equity	520.0	464.2
Non Controlling Interest	84.3	76.2
<b>Total Equity</b>	<b>618.2</b>	<b>554.3</b>
<b>LIABILITIES</b>		
<b>Non-Current Liabilities</b>		
Financial liabilities		
(i) Borrowings	100.6	107.9
(ii) Lease Liabilities	27.5	26.5
(iii) Other Financial Liabilities	2.1	7.4
Provisions	14.5	14.2
Deferred Tax Liabilities (Net)	15.1	13.3
Other non-current Liabilities	0.0	0.0
<b>Total Non current Liabilities</b>	<b>159.8</b>	<b>169.3</b>
<b>Current Liabilities</b>		
Financial liabilities		
(i) Borrowings	212.6	240.5
(ii) Lease Liabilities	6.9	4.3
(iii) Trade Payables	147.2	108.8
(iv) Other financial Liabilities	30.9	26.0
Other Current Liabilities	175.6	166.1
Provisions	24.5	19.6
Income Tax Liabilities	5.9	4.5
<b>Total Current Liabilities</b>	<b>603.7</b>	<b>569.8</b>
<b>Total Liabilities</b>	<b>763.6</b>	<b>739.1</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,381.8</b>	<b>1,293.4</b>

Note: Kinam financial numbers included in the consolidated financials of HLE Glascoat with effect from 26th September, 2023.

On Consolidated Basis

# Cash Flow Statement: As on 31<sup>st</sup> March 2026



₹ in Crores

Cash Flow Statement	Mar-26	Mar-25
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	70.9	75.1
Adjustment for Non-Operating Items	87.1	68.5
Operating Profit before Working Capital Changes	158.1	143.6
Changes in Working Capital	19.6	5.9
<b>Cash Generated from Operations</b>	<b>177.6</b>	<b>149.5</b>
Less: Direct Taxes paid	-16.4	-15.1
<b>Net Cash from Operating Activities</b>	<b>161.2</b>	<b>134.4</b>
<b>Cash Flow from Investing Activities</b>	<b>-85.9</b>	<b>-68.4</b>
<b>Cash Flow from Financing Activities</b>	<b>-84.9</b>	<b>-59.7</b>
Net increase/ (decrease) in Cash & Cash equivalent	-9.6	6.3
Cash and cash equivalents at the beginning of the year (including acquisition of subsidiary)	43.9	33.3
<b>Cash and cash equivalents at the end of the year</b>	<b>34.4</b>	<b>39.6</b>

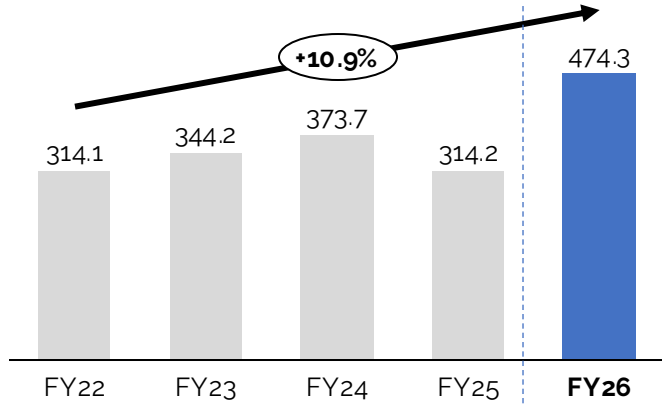
# Segmental Performance



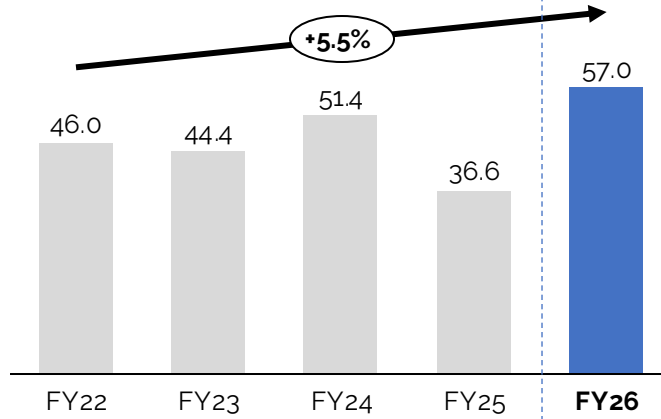
₹ in Crores

Filtration, Drying and Other Equipment

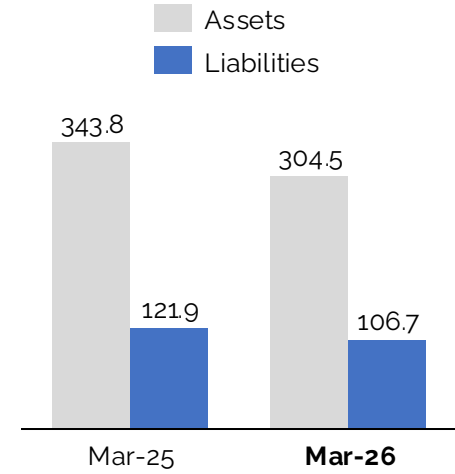
Segment Revenue



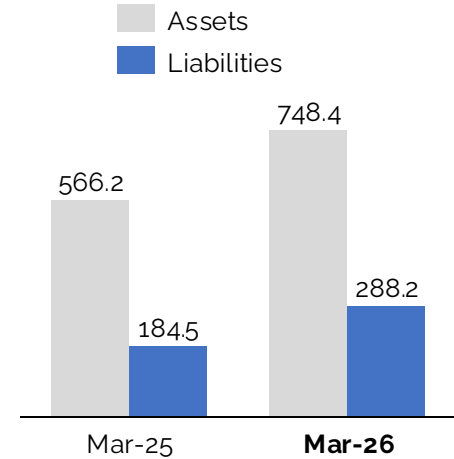
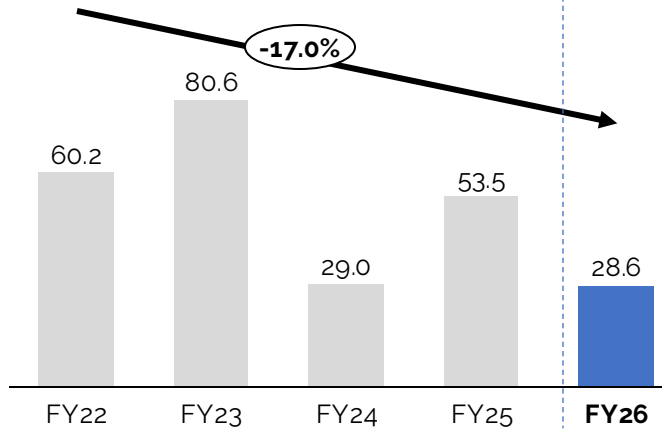
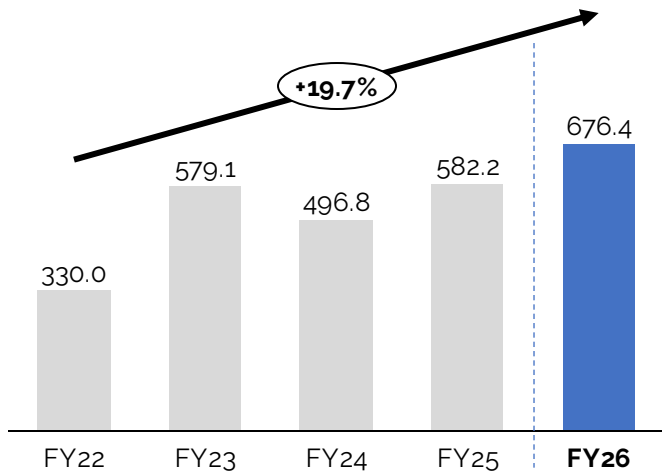
Segment Result - EBIT



Segment Assets & Liabilities



Glass Lined Products



FY26 includes loss (EBIT) of ₹ 17.4 Cr at the recently acquired business of Omeras by HLE Surface Technologies GmbH

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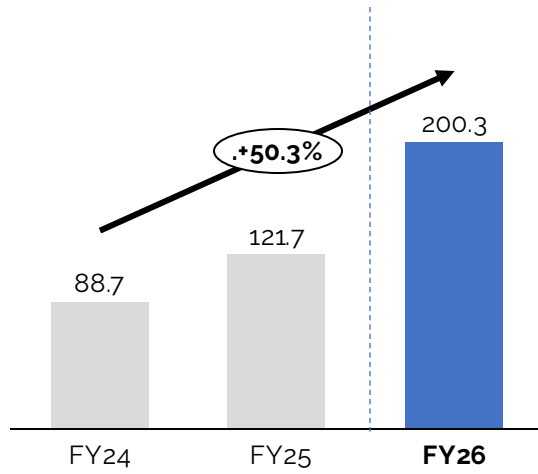
# Segmental Performance



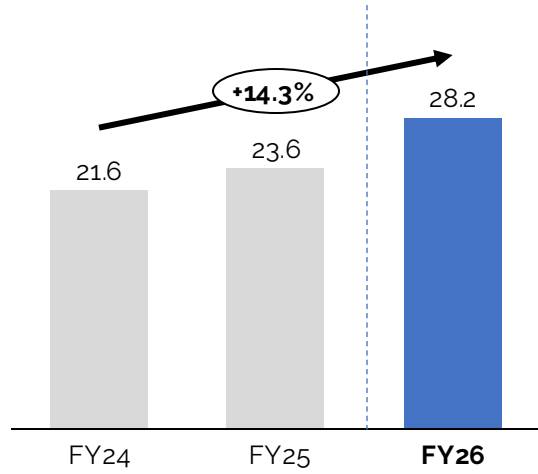
₹ in Crores

Heat Transfer Equipment

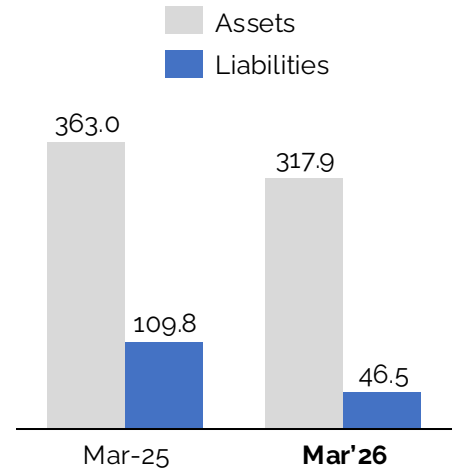
Segment Revenue



Segment Result - EBIT



Segment Assets & Liabilities

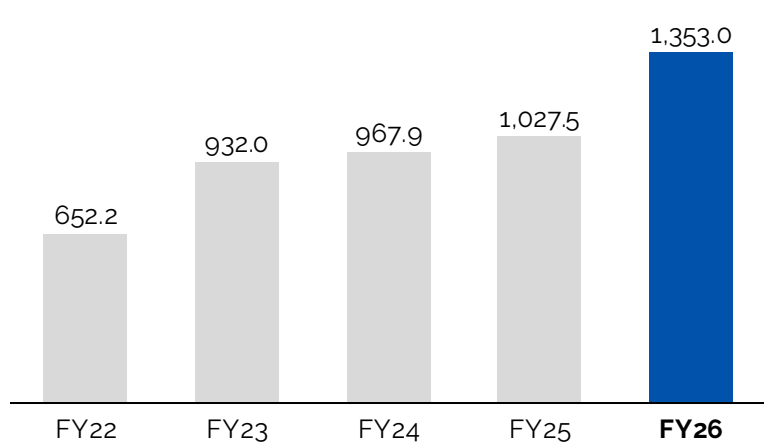


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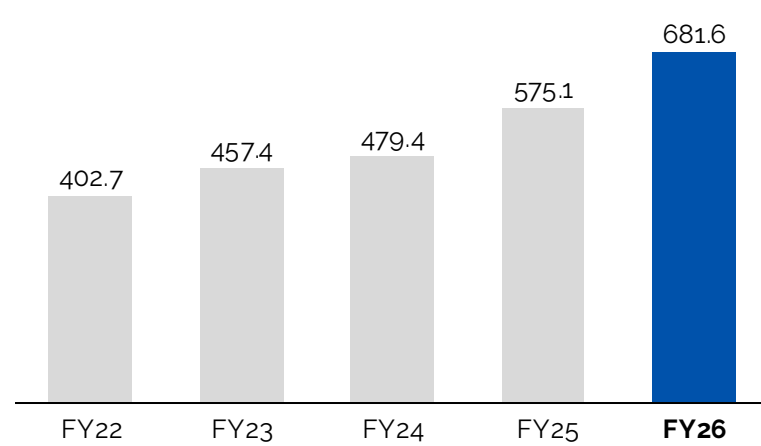
# Financial Performance - Consolidated



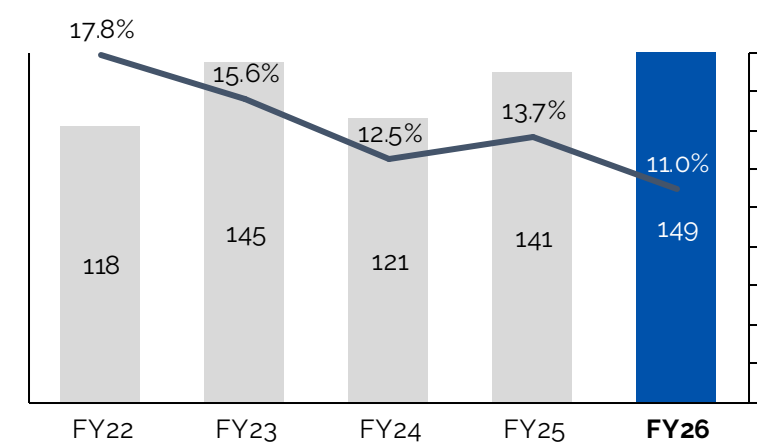
Revenue from Operations (₹ Crores)



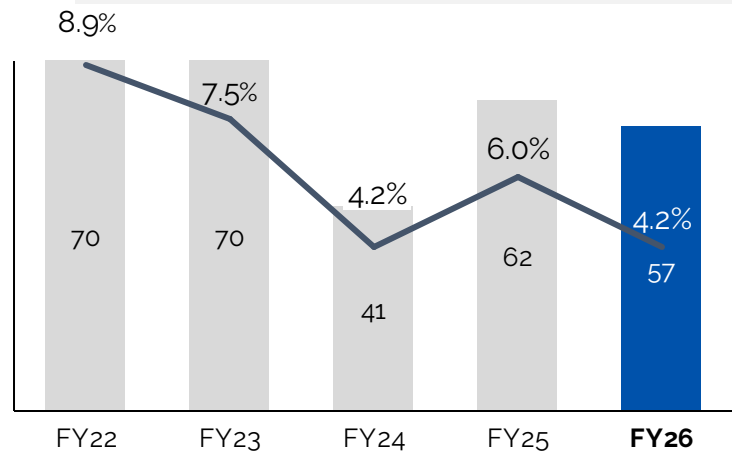
Order Book (₹ Crores)



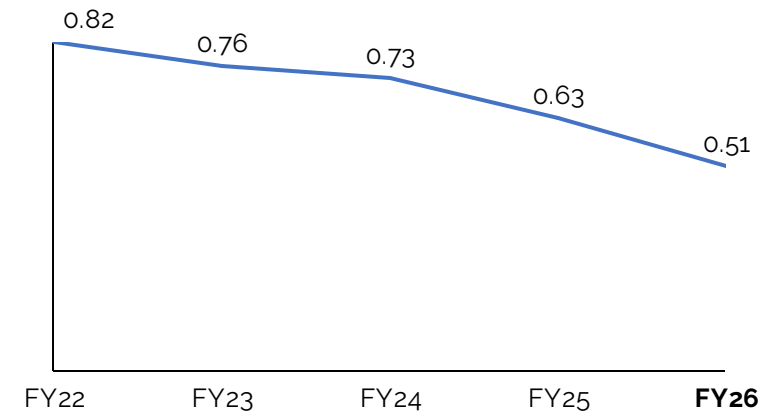
EBITDA (₹ Crores) & EBITDA Margin



PAT (₹ Crores) & PAT Margin

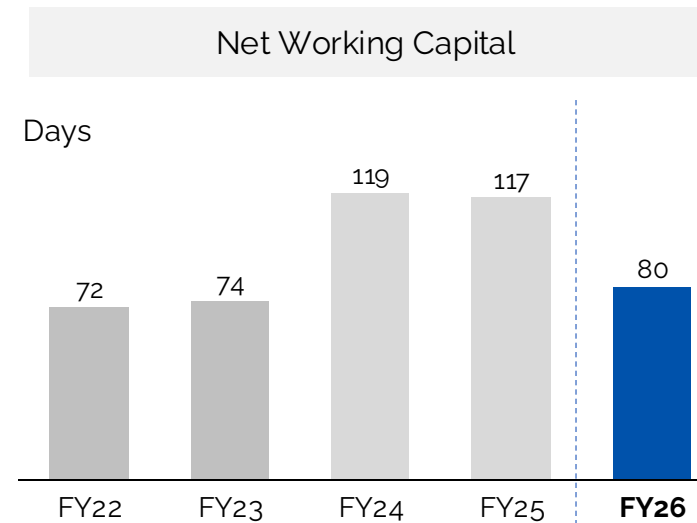
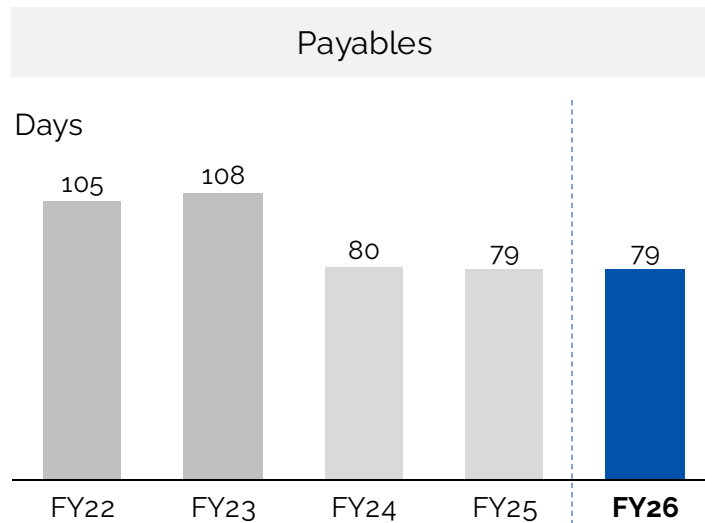
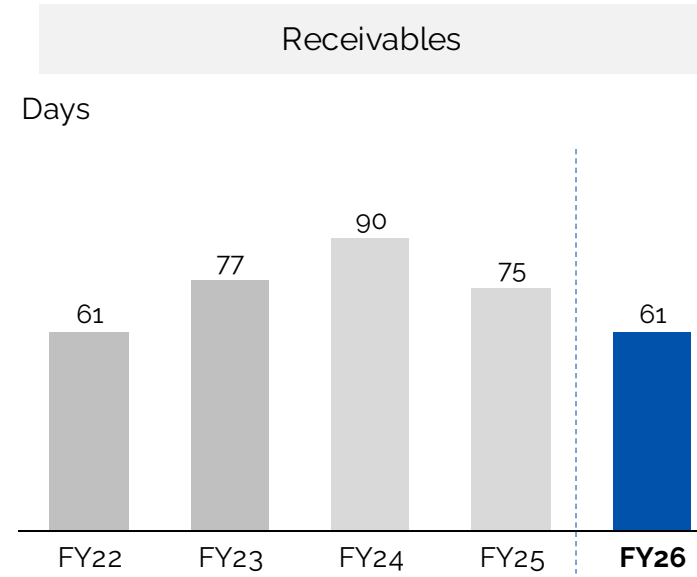
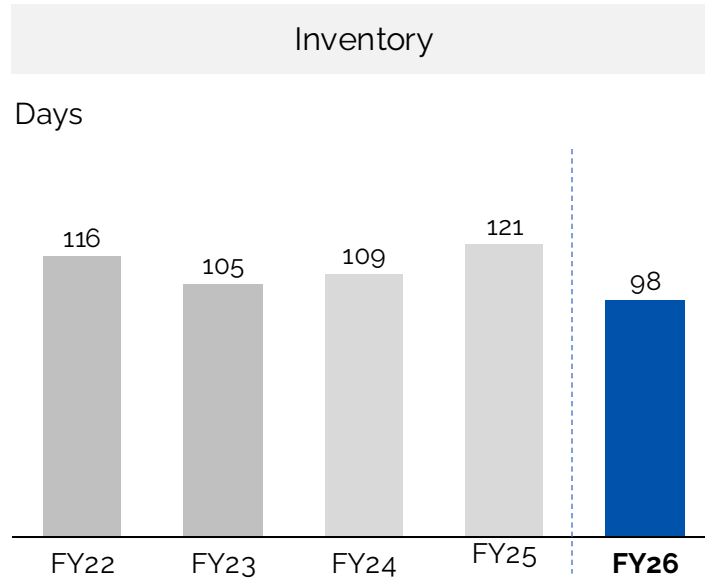


Total Debt to Equity Ratio



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# Working Capital Analysis

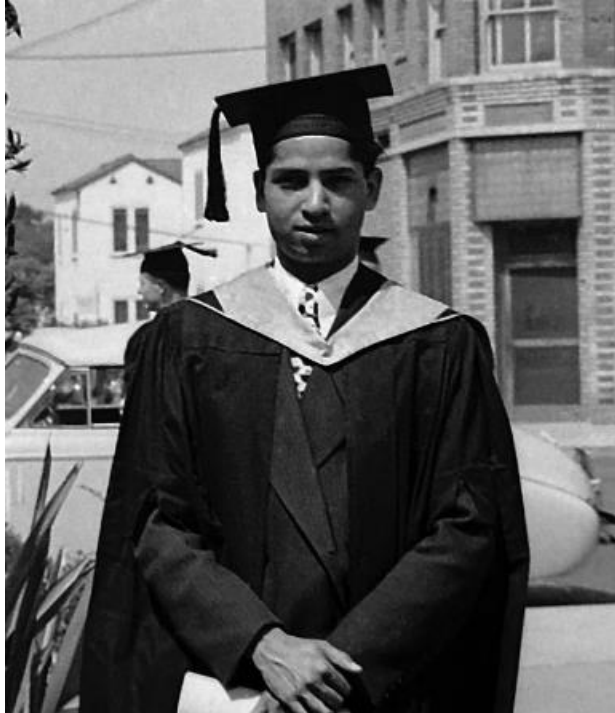




# Evolution of the Group

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Growth from Engineering Excellence



“

*Late Dr. K. H Patel, obtained his Master's Degree in Chemical Engineering from University of Southern California and PhD from Columbia University New York, returned home to contribute to a newly independent India.*

”

The foundation of Patel Group was laid by late Dr. K. H. Patel

Over the years, the Group has expanded its horizon. The Group is a leading manufacturer of –

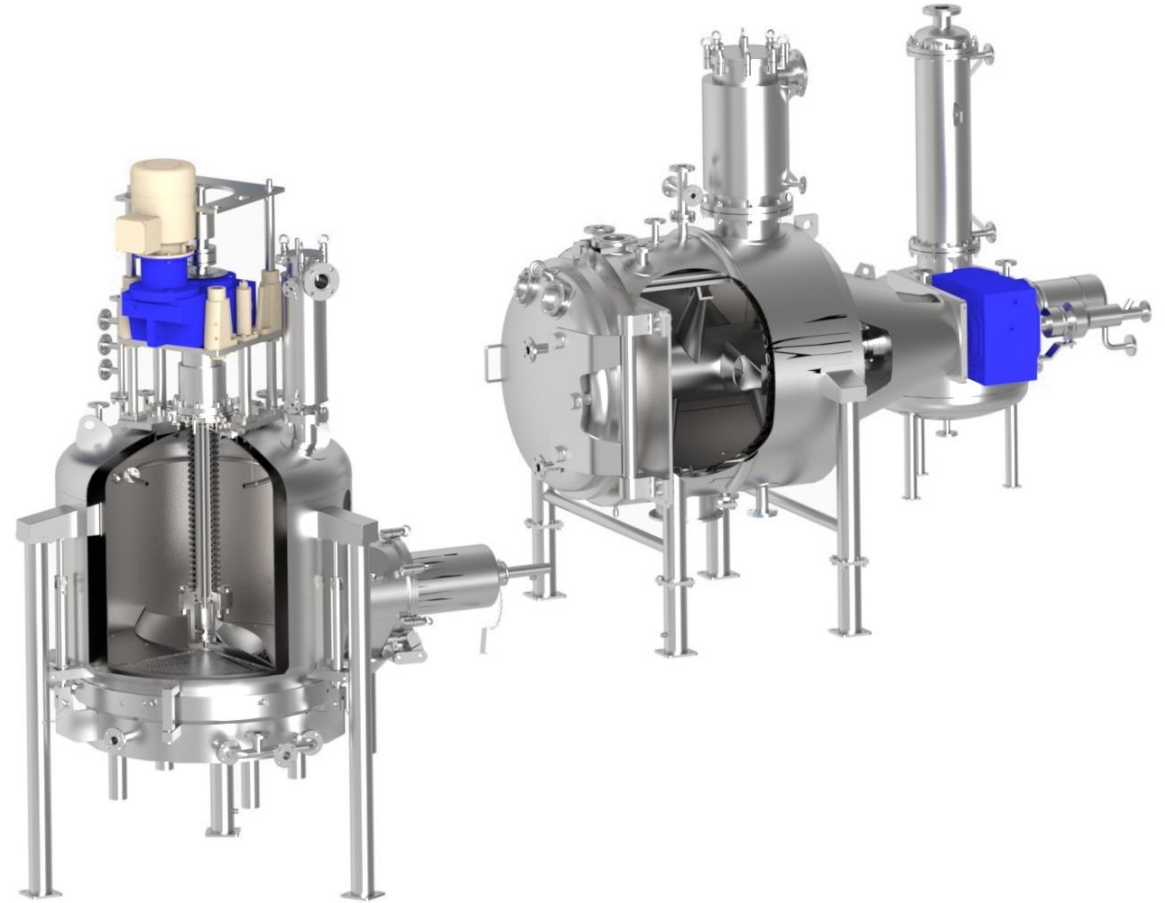
- Market leader in Filtration & Drying
- Glass Lined Equipment
- Heat Transfer Equipment



## Glass Lined Equipment



## Filtration & Drying Equipment





## Filtration

Agitated Nutsche Filters  
Agitated Nutsche Filter-Dryers  
Kilo-lab Filter-Dryers



## Drying

Rotary Vacuum Paddle Dryers  
Rapid Disc Dryers/Coolers  
Spherical Dryers  
Pan Dryers



## Custom Jobs

Tailor made equipment in a range of MOCs fabricated up to 75mm thick, 60 m3 capacity and over 100 bar pressure



## Glass Lined Equipment

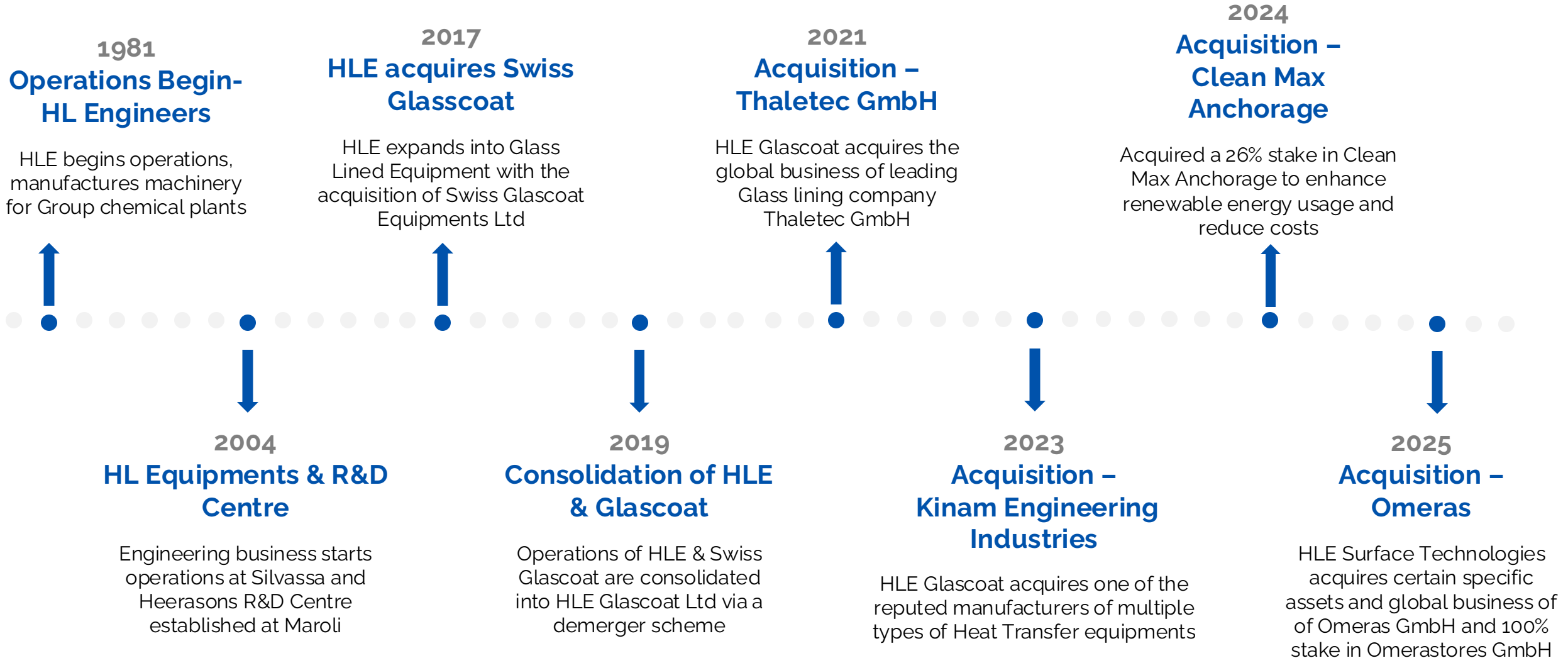
GL Reactors  
GL Tanks  
GL Heat Exchangers  
GL Columns  
GL Pipes & Fittings  
GL Filters & Dryers



## Exotic Metal Fabrication

Various Equipment in a range of exotic alloys and composite materials clad with Hastelloy and Inconel. The Company has the ability to handle exotic metals

# Our Journey: Key Milestones



# Our Journey: Key Milestones



**30+**  
*Years of Filtration  
and Drying*

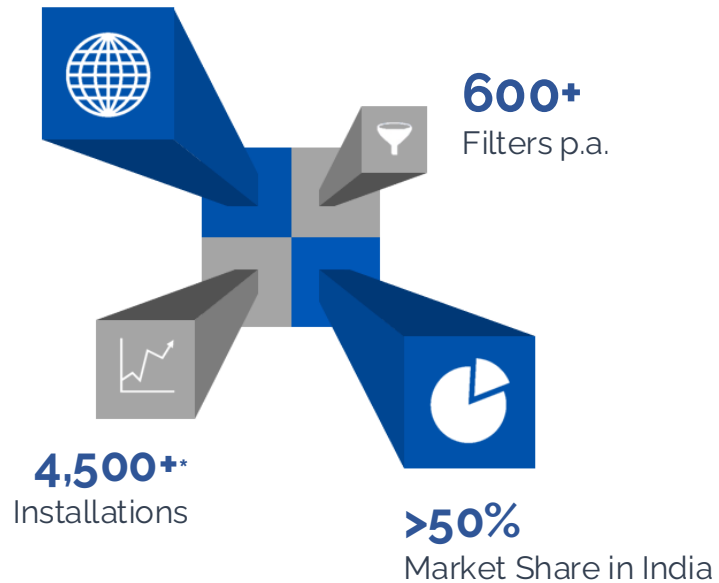
**Largest  
Player in India**  
-----  
**"Preferred Supplier"**

**25+**  
*Years of Glass  
Lining*

**One of the Largest  
Players in India**  
-----  
**In Glass Lined Equipment**

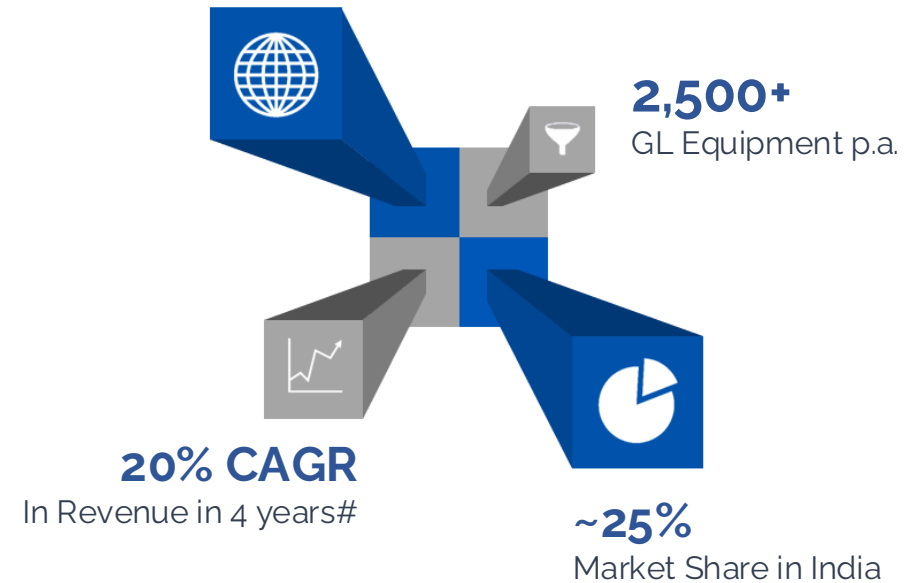
## Leading

Manufacturer of ANFDs



## Global Presence

Acquisition of Thaletec



\*Note: Data from 2010 Onwards; #for Glass lined equipment segment from FY22-FY26 – consolidated financials



## MAROLI WORKS

- 15,000 m<sup>2</sup> built-up area with nearly 13,000 m<sup>2</sup> covered under 40 EOT cranes.
- Machine shop including VMCs, CNC Turn-mill, CNC drilling, VTLs, Amada Punching Press, and Rolling.
- Welding capabilities with pulsed arc welding systems and over 100 qualified welders.
- Jigs, fixtures, welding manipulators and specialized tooling
- Productivity, throughput and budgetary controls through customized ERP solutions.



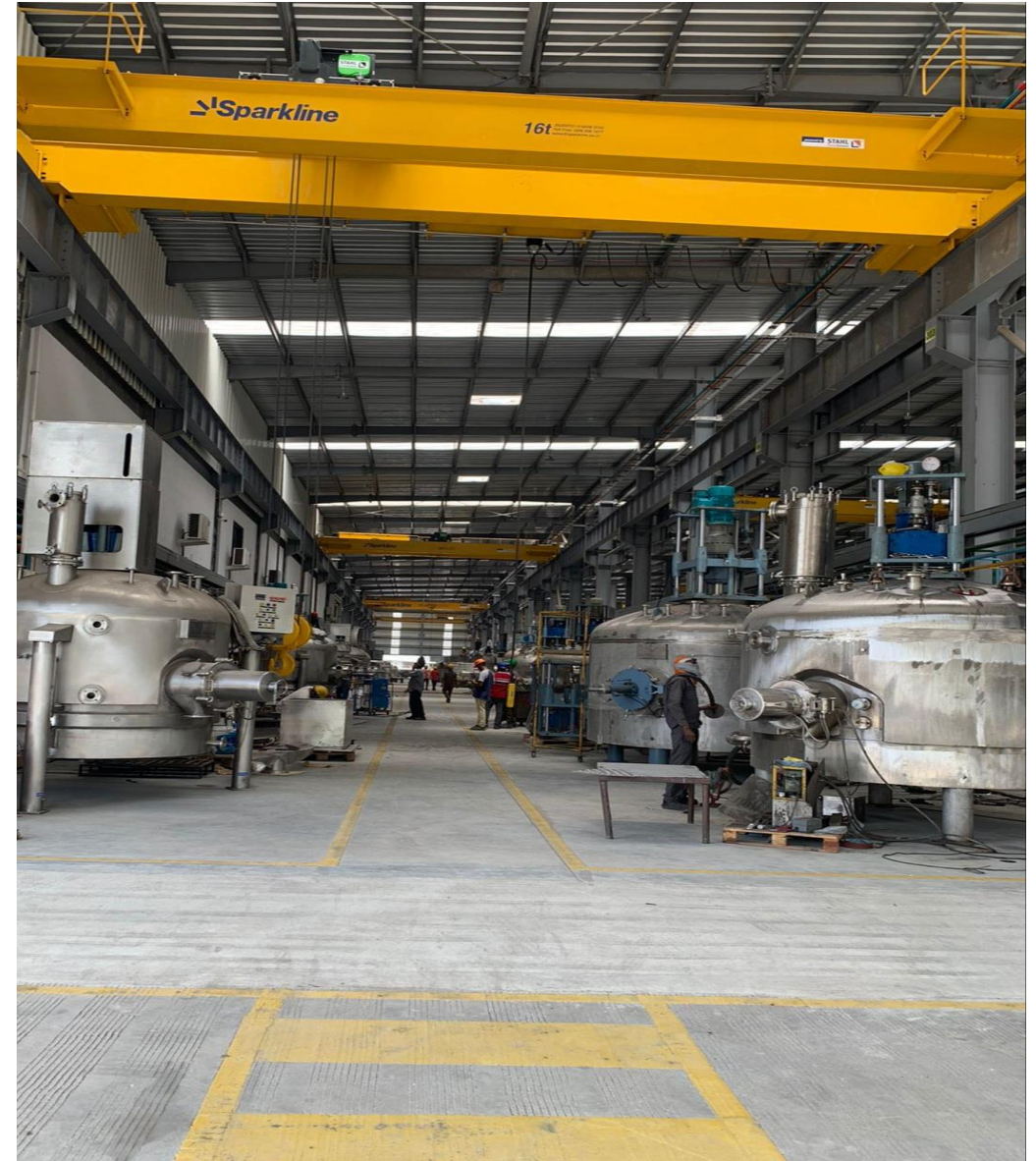
## ANAND WORKS

- 20,000 m<sup>2</sup> floor area covered by 33 EOT cranes.
- Five SCADA controlled electric and gas fired furnaces for glass lining.
- Four dedicated furnaces for glass lining of components.
- Robotic welding set-up for critical pressure part weld joints.
- Highly automated manufacturing process with CNC SPMs for accuracy & repeatability.
- Productivity, throughput and quality control through customized ERP solutions.



## SILVASSA WORKS

- 8600 m<sup>2</sup> floor area covered by 18 EOT cranes.
- Well developed welding capabilities with pulsed arc welding systems and over 30 qualified welders.
- Jigs, fixtures, welding manipulators and specialized tooling for fast and repeatable performance.
- Machine shop including VMCs, CNC Turn-mill, CNC drilling and VTLs.
- Fixtures and tooling geared towards low-cost, high volume manufacturing of Monoblock ANFDs.





- State of the Art dedicated R&D Centre has been set up at Anand, Gujarat with the strategic objective of undertaking advanced research in glass lining technologies.
- The Centre also showcases the functioning of certain key products at a lab scale
- The center has been accredited by DSIR, Government of India



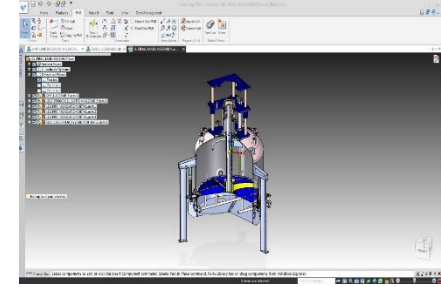
## Pilot Plant and R&D Facility

- Pilot plant and R&D facility present at Maroli
- Our pilot plant enables our customers to conduct thorough trials on out ANFDs and RVPDs.
- Coupled with our Chemical Engineering Capabilities, this facility also offers end-to-end process development and scale-up services for a wide range of chemicals.



## Application Center Fully Equipped With

- Filtration & Drying Equipment – ANFDs, RVPDs Distillation System
- Reactors and Autoclaves in a range of MOCs Melt Crystallizer and Loop Reactor
- Utilities like Steam, Air, Vacuum and Chilling
- Analytical Lab with HPLC, GC and Spectrophotometry



## Design and Engineering Capabilities

- Design & Engineering team of more than 35 engineers.
- Operate a completely integrated 3D CAD/CAM platform for efficient product lifecycle management and error-free, first-time-right designs.
- Implemented design codes for quick turnaround time and high degree of customizability.
- Proficient in all global design codes and standards.



**Chemical Engineering Solution Providers and not just Equipment Manufacturers**



Pilot Plant



Application Center



Design Capabilities



## Special Purpose Machines (SPMs) and Tooling

- Optimized every step of the fabrication process with SPMs developed and built by our team of process engineers.
- Our SPMs dramatically reduce the manhours required for a job and increase process repeatability. At the same time, they provide the flexibility that custom manufacturing demands.



## Unmatched Welding Capability

- Facility has two importing robotic welding arms
- Our two robotic welding stations greatly reduce manhours and provide impeccable and repeatable welding performance.
- Our welding prowess is demonstrated by our team of over 200 qualified welders.



## Precision Machining Capability

- We have widely adopted CNC machine tools that
- Our edge in precision machining is derived from a mix of large sized conventional machine tools and latest CNC machines which dramatically reduce machining hours and greatly improve accuracy and repeatability.

## Productivity Management & Production Planning

- Our team of IT engineers constantly develop and implement innovative solutions for production planning, scheduling and productivity management.
- Highly customized software enables us to accurately control manhour costs for every job and enables the planning team to ensure on-time delivery of orders.



Job No.	Part No.	QTY	Start Date	End Date	Status	Priority	Manhours	Cost	Notes
101	101-001	100	2024-01-15	2024-01-20	Completed	High	120	\$12000	
102	102-001	200	2024-01-20	2024-01-25	In Progress	Medium	240	\$24000	
103	103-001	150	2024-01-25	2024-02-01	Planned	Low	180	\$18000	
104	104-001	80	2024-02-01	2024-02-05	Planned	High	96	\$9600	
105	105-001	50	2024-02-05	2024-02-10	Planned	Medium	60	\$6000	



## 1 ASME Accreditation

Authorized to use ASME 'U', 'NB' and 'R' Stamps for pressure vessels.

## 2 CE Compliance

Designing and manufacturing in compliance with CE as per Pressure Equipment, ATEX, Machinery, Electromagnetic, Low Voltage and other Directives

## 3 JIS Compliance

Designing and manufacturing in compliance with 'JIS'.

## 4 ISO 9001:2015

We are an ISO 9001:2015 certified Company

## 5 EAC Certification

Certified for manufacturing pressure vessels as per the Russian Directives.



## Tilting Multifunction ANFD USA

Reactor, Filter, Dryer and Crystallizer built into one  
ASME U-Stamp Certified  
MOC: SS316L



## 8KL Pharma RVPD India

A cantilever RVPD, supplied with a quick opening front cover.  
MOC: SS316L



## ANFD for Sterile Application Australia

ANFD with isolator and SIP system for Sterile application  
MOC: SS316L



## 30KL RVPD India

Supplied with dust filters that are appropriately sized according to the nature of the product handled.  
MOC: SS316L



## 3.1m ANFD with Quick Opening Bottom USA

ANFD with the largest quick opening toothed bayonet clamp  
MOC: SS316L



## Telescopic RVPD India

Rail mounted body of this RVPD can be moved to completely expose the shaft for easy cleaning.  
MOC: SS316L

# Project Showcase: Glass Lined Equipment



## Delivered Products at Scale

### Large Project Orders

327 nos. of equipment  
In a single order

### Reactors

GMP reactors executed  
up to 40KL in size

### Storage Tanks

Multiple units of 65KL,  
supplied



### 50 and 65 KL Tanks India

Glass lined vessels supplied in the Indian market followed by a repeat orders, taking the total to 8 installations.



### 25KL High Pressure Reactor India (European MNC)

High pressure glass lined reactor designed at 13 bar pressure.



### 11KL Photochemical Reactor India (European MNC)

11KL reactor with white-glass and multiple nozzle openings for photo-chemical reactions.



### 1.6 m Dia Column India

Producer of distillation columns in India



### 32 and 40KL GMP Reactors India

Glass lined GMP reactors manufactured and sold in the country.



### 25KL High Pressure Reactor Turkey

High pressure reactor designed for 13 bar internal pressure



### 14m2 Plate Type Condenser India



## Continuous Pan Filter Germany

6m diameter pan for a continuous type filter rotating within the tolerance of 3mm  
MOC: Inconel



## Oyster Filter Germany

6m Diameter rotating type continuous filter, compliant with ASME, CE and JIS Standards  
MOC: SS316L



## High Pressure Separator USA

Skid mounted pressure vessels with a Design Pressure of 170 bar, ASME U-stamp certified  
MOC: SS304L



## Ring Disc Reactor India

Reactor for Continuous Polymerization of Polypropylene  
Weight: 65MT  
MOC: SS316L



## Nickel Autoclave India

Autoclave with 35 bar working pressure and a unique disintegrator type agitator  
MOC: Nickel Cladded on CS



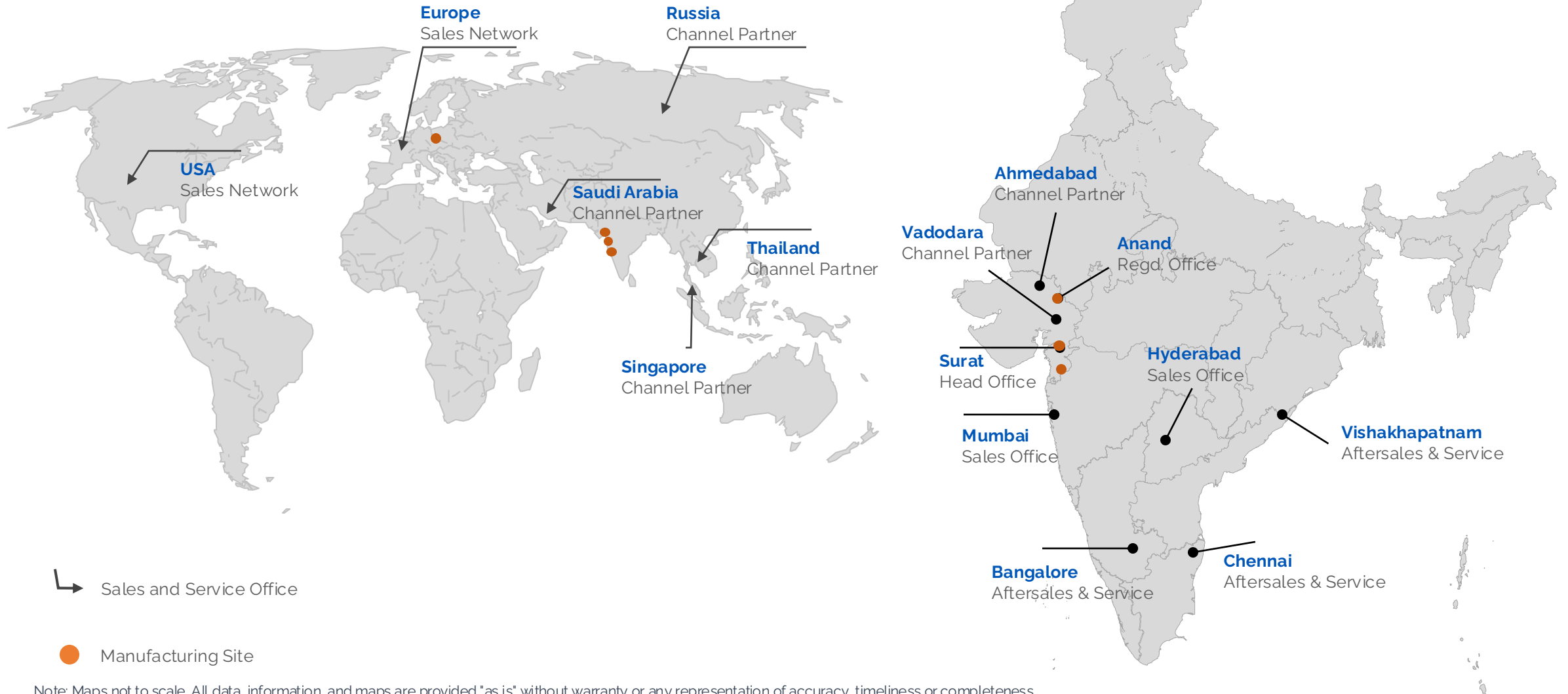
## Roto-cone Filter Dryer India

Filtration function built into a Rotocone Vacuum Dryer  
MOC: SS316L

# Geographical Presence



Strong Domestic Sales Network and Global Footprint



Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

# Experienced Management Team



## Himanshu Patel

He is a qualified Electrical Engineer graduating from the University of Bombay in the year 1976 and has more than 45 years of experience in the business of chemicals and engineering.



## Nilesh Patel

He has completed his BSc (Chemistry) from the University of Bombay and has more than 37 years of experience in the business of chemicals and engineering.



## Harsh Patel

He is a qualified Chemical Engineer from the University of Mumbai and has completed his MBA from the State University of New Jersey in 2002. He has more than 23 years of experience in the business of chemicals and engineering.



## Aalap Patel

He has completed his B.E. (Mechanical) from the University of Pune and MBA in Global Management from the Thunderbird School of Global Management. He has nearly 12 years of experience in the engineering industry.

# Professional Management Team – India



## Chief Financial Officer

Total Experience: **19 years**  
B Com, CA

## Director Sales and Marketing and People Success

Total Experience: **18 years**  
M.E. Chemical, MBA

## Vice President Sales and Marketing

Total Experience: **23 years**  
PG - IT

## Vice President – Product Excellence

Total Experience: **30 years**  
B.E Mechanical

## Chief People Officer

Total Experience: **15 years**  
Post Graduate Diploma in Business Management

## Site Head Silvassa

Total Experience: **25 years**  
Business Graduate

## Vice President Operations - Anand

Total Experience: **25 years**  
B.E Mechanical

## Company Secretary

Total Experience: **18 years**  
B Com, CS

## Vice President Operations - Maroli

Total Experience: **28 years**  
B.E Mechanical

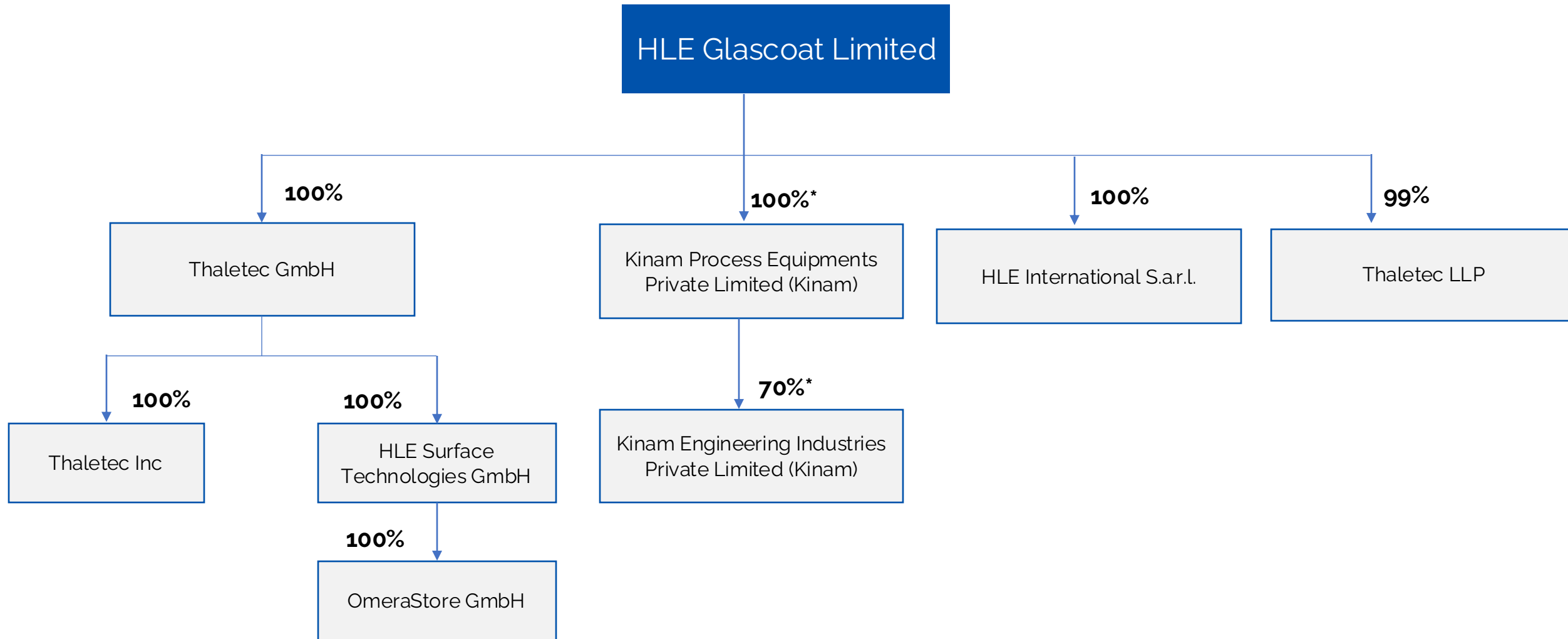
## Vice President Sales Transformation

Total Experience: **33 years**  
B.E Mechanical, PG Marketing

## Vice President – International Business

Total Experience: **25 years**  
B. Com, PGD in IT & Management

# Corporate Structure of HLE



**Notes:** (i) The Company completed the acquisition of 70% ownership in Kinam Engineering effective from 7<sup>th</sup> August, 2023 consequent to the NCLT approval of the Scheme of Amalgamation of Kinam Enterprise Private Limited with the Company received on 14<sup>th</sup> August, 2025.  
(iii) The above numbers include the financials of HLE Surface Technologies GmbH and OmeraStore GmbH w.e.f. 13<sup>th</sup> August, 2025.



# OMERAS GmbH

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Legacy of Glass Lining in Germany for 187 years



## A legacy of Glass Lining in Germany for 187 years — founded in 1838

Omeras GmbH ("Omeras") is a German company, specializing in architectural façades, vitreous enamel coating, and metal processing for the construction industry

Omeras offers end-to-end services from consultation and design to manufacturing, installation, and turnkey project delivery focusing on rear-ventilated curtain wall facades and related architectural elements

Omeras' production portfolio consists of a wide range of geometries, including solutions made of aluminum, stainless steel and other materials. It offers end-to-end services from consultation and design to manufacturing, installation, and turnkey project deliveries'

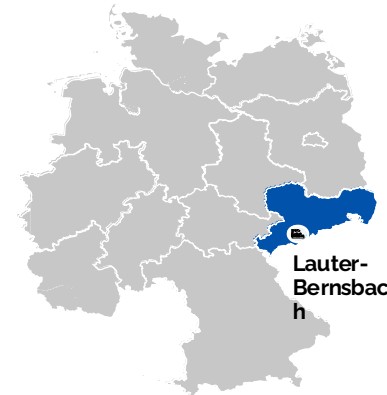
OmeraStore, a subsidiary of Omeras GmbH, manufactures glass-fused-to-steel (enameled) tanks and silos combining steel's strength with glass's corrosion resistance

These tanks have capacities from 8 m<sup>3</sup> to over 20,000 m<sup>3</sup>, are modular (bolted construction), and are used for potable water, sludge, and industrial liquids worldwide

The Company headquarters are located in Lauter-Bernsbach and manufactures Glass Lined components at its 21,000 m<sup>2</sup> manufacturing facility.



- 1 Administration
- 2 Sales
- 3 Enameling plant 1
- 4 Enameling plant 2
- 5 Packaging/shipment
- 6 Steel construction
- 7 Pallet warehouse
- 8 Tube production/work preparation





## Storage Tanks and Silos



- Capacity Range- 8 m<sup>3</sup> to 20,000 m<sup>3</sup>
- Design Modular, bolted construction- an ideal alternative to concrete tanks, enabling faster installation
- Applications Water, wastewater, sludge, animal feedstock, and grains
- Track Record of 350 tanks installed in Saudi Arabia in the past decade alone

## Architectural Panels



- Tunnel Cladding- Enamelled panels in road tunnels offer durability, easy maintenance, and improved energy efficiency with brighter visibility
- Stations & Airports- Enameled panels from Omeras are widely used in transit stations for their durability, safety, and graffiti resistance.
- Facades- Enamelled facades offer architects versatile, durable, low-maintenance, and eco-friendly cladding with high design flexibility.

## Biogas Digestion Tanks



- A Global Emerging Opportunity
- Enameled tanks and silos can be used to store different types of materials in them. due to the high resilience of the glass coating (enamel), the stored contents are well protected
- Drinking water, Industrial agent, biogas digester, reverse osmosis, unfiltered water, waste water, fire water, bulk solids, salt silos, Animal Feed Silo, Silage, Slurry Tank, Sludge Treatment

# Multiple Levers For Growth



## Strong Demand Drivers

- **Urban Infrastructure Upgrades:** Modernization of transport hubs, tunnels, and public facilities.
- **Sustainability Push:** Rising adoption of biogas digestion tanks for renewable energy.
- **Water & Wastewater Management:** Growing need for large-scale, long-life storage solutions.



## Cross-Selling Potential

- Introduce Omeras products to HLE's 1500+ strong customer network in chemical & API industries.
- Offer integrated solutions for process + storage.



## Large Installed Base with Recurring Revenue Potential

Replacement cycles for aging infrastructure.



## Untapped Global Markets

- Scope to enter Asia-Pacific, Africa, and Latin America with modular, bolted tank solutions.
- Strategic advantage in tender-based public infrastructure projects through proven global references





# Thaletec GmbH

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Leader in Glass Lined Equipment



- Thaletec GmbH is a wholly owned subsidiary of HLE Glascoat Limited, acquired in December 2021
- A technology driven company specializing in designing and manufacturing Glass Lined Equipment for the chemical and pharmaceutical industries
- Market leader in its segment in the highly demanding 'DACH' markets of Europe
- A leading innovator in the industry with a range of product offerings that is unmatched by any competitor globally





37,000 m<sup>2</sup> Plant Area

Largest Glass Lining Plant  
in Europe



>50% Market Share

Market Leader in the most  
demanding DACH markets



Leading Innovator

17 Patents, Designs and  
Trademarks



Centuries of Legacy

Manufacturing since 1686,  
Glassing Steel since 1907



Technology Driven

Continuing to innovate  
and develop new  
solutions



Robust Manufacturing

Manufacturing Vessels up to  
100,000L Volume



Technical Glass Lining

6 application specific Glass  
Linings offered



Unmatched Product Offering

Many one-of-a-kind products  
& solutions offered



## THALETEC, GERMANY

- Operates a 40,000 sq. m., manufacturing facility with more than 160 employees
- ISO 9001 : 2015 and EN ISO 50001 : 2018
- Capabilities to manufacture equipment with dimensions of up to 100,000 liters volume
- Unmatched product offering; offers multiple one-of-a-kind products & solutions
- Facility is equipped to work with carbon steel, stainless steel, and nickel-based alloys (Hastelloy, Inconel) and other materials





# Kinam Engineering Industries

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Leader in Heat Transfer Equipment

# Kinam Engineering Industries - Overview



Kinam Engineering Industries Private Limited (Kinam) is engaged in the business of manufacturing heat exchangers for the chemical and pharmaceutical industries. Kinam specializes in the manufacturing of shell and tube and corrugated heat exchangers of up to 6,000m2. Kinam believes in innovation and is presently working on multiple new products launches (spiral and plate heat exchangers)

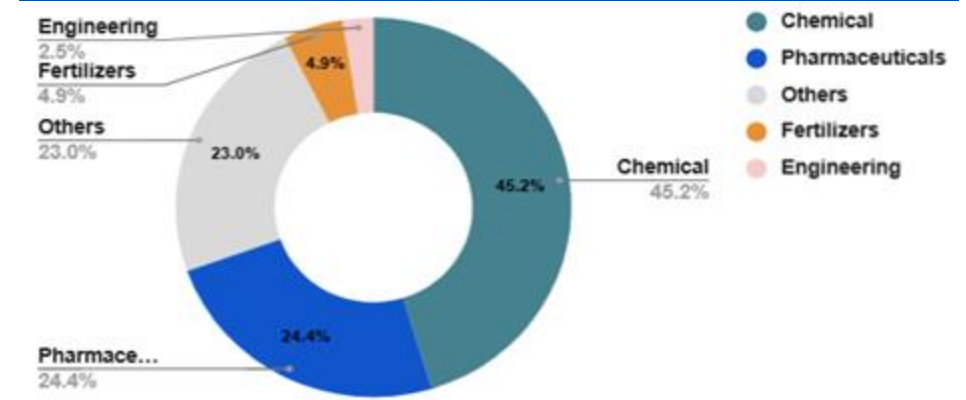
Kinam was started by Mr. Kirit Mehta in 1981 to undertake general fabrication including vessels and heat exchangers. In 2001, his son Mr. Mehul Mehta joined the business, and they shifted focus and decided to specialize in the manufacture of different types of Heat Exchangers. Over the years, Kinam made several developments in the area of Heat Exchangers, most notably the innovative corrugated tube heat exchangers.

Kinam specializes in handling exotic metals, has robust designing capabilities and is also a member of Heat Transfer Research Inc. With the capability to design and manufacture multiple types of heat exchangers, Kinam is the only true one-stop-shop for heat exchange solutions in India today.

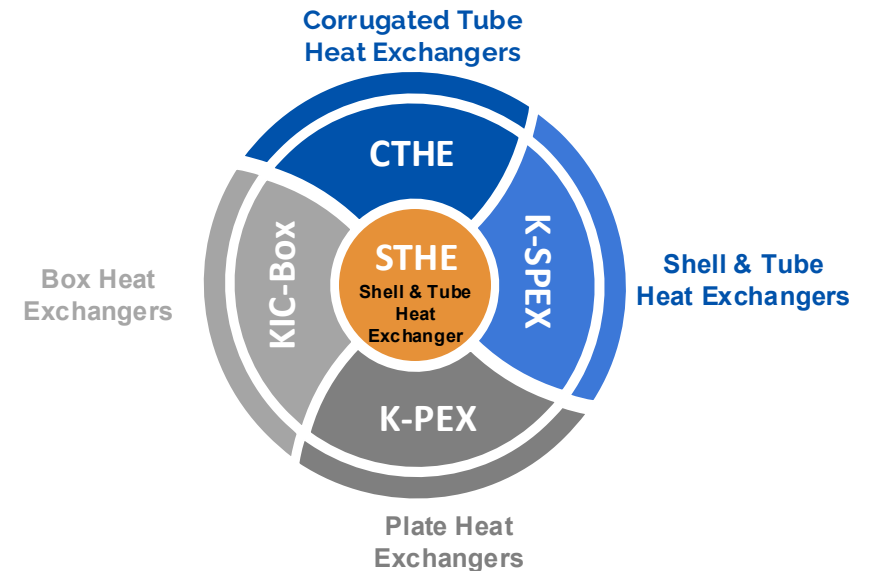
**Manufacturing unit in India with exports to several countries including Germany, Netherlands, Israel, Malaysia, Egypt, South America, Kazakhstan, Poland and Turkey**

Cumulative for FY19 to FY26

**Chemicals and pharmaceutical sectors account for 60 – 70% of revenues**




**The Firm is now increasing penetration in OEM/ EPC, fertilizers/ agrochemical and petrochemical sectors**





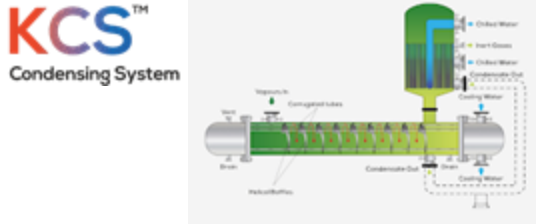
# Widest Product Range in the Industry



	Shell & Tube Heat Exchanger	Corrugated Tube Heat Exchanger	Spiral Heat Exchanger	Box Heat Exchanger
Brand & product				
Description	<ul style="list-style-type: none"> <li>Consists of a shell with a bundle of tubes inside it</li> </ul>	<ul style="list-style-type: none"> <li>Similar to conventional tubular heat exchangers</li> <li>Manufactured by indenting tubes in a spiral pattern</li> </ul>	<ul style="list-style-type: none"> <li>Comprises of circular units containing two concentric spiral flow channels, one for each fluid</li> </ul>	<ul style="list-style-type: none"> <li>Integrated with KICC corrugated tube technology</li> <li>Primary and secondary condensers are replaced by a single box-type unit</li> </ul>
Specifications	<ul style="list-style-type: none"> <li>Heat transfer area: Up to 3,000 m<sup>2</sup></li> <li>Weight: Up to 100 tons</li> <li>Pressure: Up to 180 bar</li> </ul>	<ul style="list-style-type: none"> <li>Heat transfer area: Up to 1,500 m<sup>2</sup></li> <li>Weight: Up to 100 tons</li> <li>Pressure: Up to 50 bar</li> </ul>	<ul style="list-style-type: none"> <li>Heat transfer area: Up to 200 m<sup>2</sup></li> <li>Weight: Up to 100 tons</li> <li>Pressure: Up to 15 bar</li> </ul>	<ul style="list-style-type: none"> <li>Heat transfer area: Up to 50 m<sup>2</sup></li> <li>Pressure: Up to 10 bar</li> </ul>
Key Target Markets	<ul style="list-style-type: none"> <li>Includes chemical, pharmaceutical, fertilizer, petrochemical, paints, food flavors, steel, paper &amp; textile</li> </ul>	<ul style="list-style-type: none"> <li>Chemical &amp; pharmaceutical</li> </ul>	<ul style="list-style-type: none"> <li>Includes chemical, pharmaceutical, fertilizer, petrochemical, paints, food flavors, steel, paper &amp; textile</li> </ul>	<ul style="list-style-type: none"> <li>Specifically designed for the pharmaceutical industry</li> </ul>
Distinctive Benefits	<ul style="list-style-type: none"> <li>Capability to manufacture in special alloys and materials including Titanium, Hastelloy and Cu-Ni- alloys</li> </ul>	<ul style="list-style-type: none"> <li>30% - 50% enhanced heat transfer</li> <li>20 - 30% lower capital investment</li> <li>Compact and low maintenance</li> <li>Reduced fouling &amp; better condensation</li> <li>Even temperature distribution</li> </ul>	<ul style="list-style-type: none"> <li>Self-cleaning</li> <li>Higher heat transfer and recovery rate</li> <li>Suitable for high-vacuum applications &amp; highly viscous fluids</li> </ul>	<ul style="list-style-type: none"> <li>30% - 40% more compact design</li> <li>Savings in piping cost</li> <li>Fully drainable</li> <li>Higher condensation efficiency</li> <li>More easily cleanable</li> </ul>

# Widest Product Range in the Industry



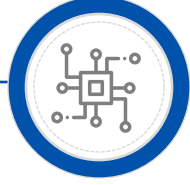
	K-PEX Plate Heat Exchanger	HeliKorr Heat Exchanger	KCS – Kinam's Condensing System
Brand & product			
Description	<ul style="list-style-type: none"> <li>Plates arranged in frames with hot and cold fluid flowing in alternative channels</li> </ul>	<p>In HeliKorr, Heat transfer enhancement occurs both for shell side fluid and tube side fluid due to presence of helical baffle and corrugated tube respectively.</p>	<ul style="list-style-type: none"> <li>Powered with Helikorr and Spiraleco</li> </ul>
Specifications	<ul style="list-style-type: none"> <li>Heat transfer area: Up to 4000 m<sup>2</sup></li> <li>Weight: Up to 100 tons</li> <li>Pressure: Up to 20 bar</li> </ul>	<ul style="list-style-type: none"> <li>Heat transfer area: Up to 6,000 m<sup>2</sup></li> <li>Weight: Up to 100 tons</li> <li>Pressure: Up to 200 bar</li> </ul>	<ul style="list-style-type: none"> <li>Kinam has it's own models for KCS with respect to the reactors available in the market</li> </ul>
Key Target Markets	<ul style="list-style-type: none"> <li>Includes chemical, pharmaceutical, fertilizer, petrochemical, paints, food flavors, steel, paper &amp; textile</li> </ul>	<ul style="list-style-type: none"> <li>Includes chemical, pharmaceutical, fertilizer, petrochemical, paints, food flavors, steel, paper &amp; textile</li> </ul>	<ul style="list-style-type: none"> <li>Chemical &amp; Pharmaceutical</li> </ul>
Distinctive Benefits	<ul style="list-style-type: none"> <li>Capability to manufacture in special alloys and materials including Titanium and Hastelloy</li> </ul>	<ul style="list-style-type: none"> <li>35% - 55% enhanced heat transfer</li> <li>20 - 30% lower capital investment</li> <li>Compact and low maintenance</li> <li>Reduced fouling &amp; better condensation</li> <li>Even temperature distribution</li> </ul>	<ul style="list-style-type: none"> <li>Elimination of piping</li> <li>No dead zones</li> <li>Reduced Fouling and Self-Cleaning effect</li> <li>Enhanced Dropwise condensation</li> <li>Higher Shell side and Tube side heat transfer Coefficients</li> </ul>



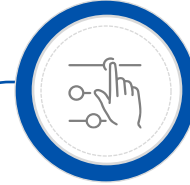
Dedicated and experienced engineering, design & proposal teams



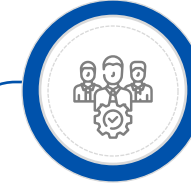
Specialists in heat exchangers - knowledge base developed over four decades



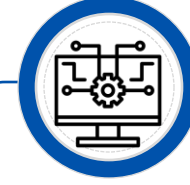
Pioneer among Indian players on multiple technologies and solutions for heat transfer



Supports project specific customised solution requirements



Team led by professionals and experienced specialists in the field



State-of-the-art software capability for designing, planning and execution



The Manufacturing Facility is situated at Ambarnath (near Mumbai), with a total area of 1,10,000 sq fts, area under cranes ~ 1,00,000 sq ft. in a leased premises

It is well equipped with state-of-the-art equipment, a single EOT crane of 50T capacity

The Facility is capable to manufacture ~ 3000 units per annum in a single shift format and employs ~350 people (payroll + contractual). The Facility is equipped to work with different metals like stainless steel, carbon steel, titanium, nickel-based alloys (Hastelloy, Inconel) and other materials

## Manufacturing Capabilities

Shell Diameter	: 8000 mm
Tube-sheet Thickness	: 2000 mm
Overall Length	: Up to 25 mtr.
Design Pressure	: 200 Kg/cm <sup>2</sup>
Max Equipment weight	: 200 MT
Heat Transfer Area	: 1m <sup>2</sup> to 6000m <sup>2</sup>

## Accreditations

- ISO 9001-2015
- ISO 14001-2015
- ISO 45001-2018
- IBR
- U-Stamp
- PED & CE Marking

# Capitalizing on Opportunities



# Thank You

**Company :**



**Mr. Naveen Kandpal**  
**Chief Financial Officer**  
[investor.relations@hleglascoat.com](mailto:investor.relations@hleglascoat.com)

CIN: L26100GJ1991PLC016173

**Investor Relations Advisors :**



**MUFG Intime India Private Limited**  
A part of MUFG Corporate Markets, a division of MUFG Pension & Market Services

**Mr. Parth Patel**  
[Parth.patel@in.mpms.mufg.com](mailto:Parth.patel@in.mpms.mufg.com)

**Ms. Vidhi Vasa**  
[vidhi.vasa@in.mpms.mufg.com](mailto:vidhi.vasa@in.mpms.mufg.com)

**For Meeting request – [Click Here](#)**