

May 21, 2025

<b>To, The Manager (CRD) BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001</b>	<b>To, The Manager - Listing Department National Stock Exchange of India Ltd Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East) Mumbai - 400 051</b>
<b>Scrip Code: 522215</b>	<b>Symbol : HLEGLAS</b>

**Sub: Disclosure of Material Event / Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Corporate Presentation.**

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the corporate presentation.

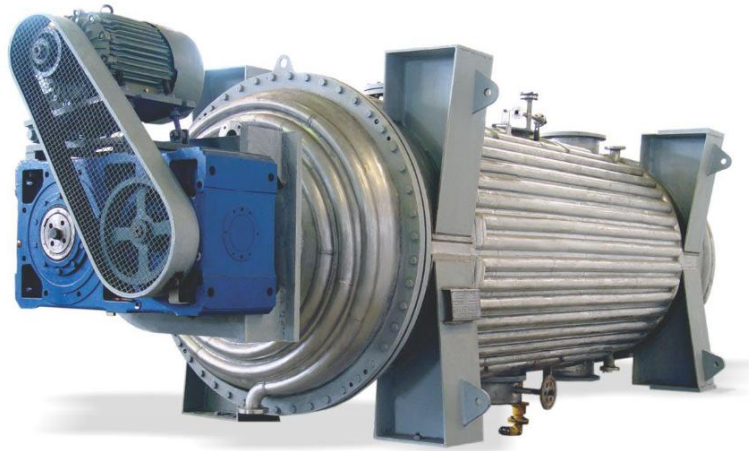
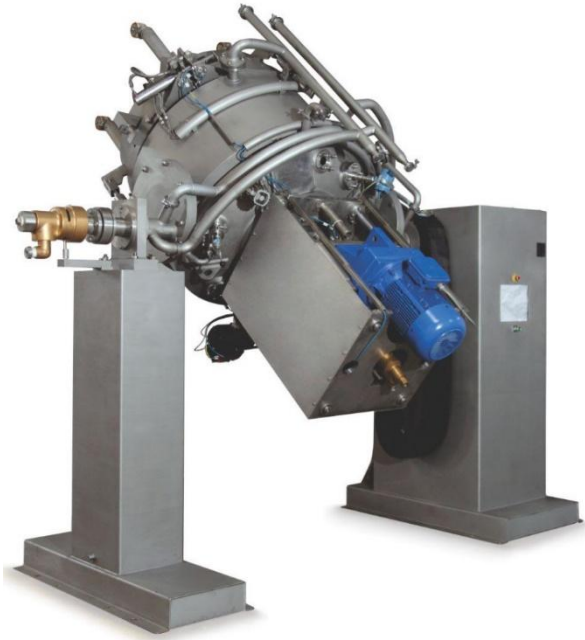
The said presentation is also uploaded on the website of the Company [www.hleglascoat.com](http://www.hleglascoat.com).

You are requested to take the same on records.

Thanking you.

Yours faithfully  
**For HLE Glascoat Limited**

**ACHAL S. THAKKAR**  
**Company Secretary &**  
**Compliance Officer**



## INVESTOR PRESENTATION

HLE Glascoat Limited

*May 2025*

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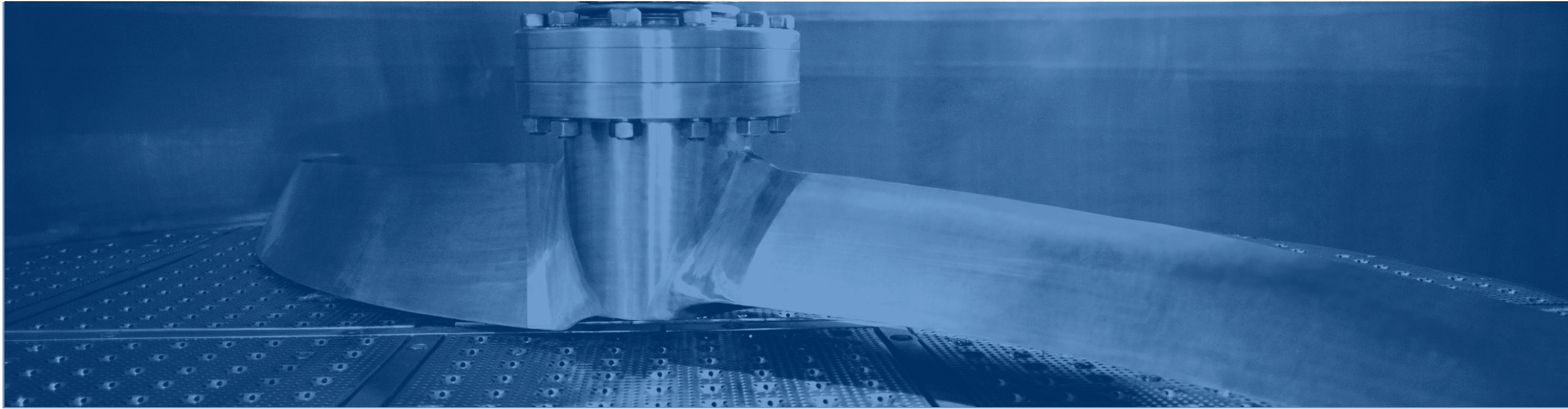
# Financial Performance

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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 FY25

₹ 33,370.7 Lakhs

Revenue from Operations  
8.7% Y-o-Y

₹ 5,424.5 Lakhs

EBITDA  
41.1% Y-o-Y

₹ 3,164.4 Lakhs

PAT  
113.8% Y-o-Y

FY25

₹ 1,02,758.7 Lakhs

Revenue from Operations  
6.2% Y-o-Y

₹ 14,093.4 Lakhs

EBITDA  
16.6% Y-o-Y

₹ 6,176.7 Lakhs

PAT  
51.1% Y-o-Y

Orderbook of ₹ 57,506.2 Lakhs  
as on 31st March, 2025 providing a healthy visibility

Q4 FY25 Consolidated EBITDA **16.3%**  
FY25 Consolidated EBITDA **13.7%**

Q4 FY25 Consolidated PAT **9.5%**  
FY25 Consolidated PAT **6.0%**

Kinam has initiated supplies of its first large Oil and Gas order. This order will be fully executed in the Q1 of FY2025-26

The Hon'ble NCLT, Ahmedabad Bench has fixed the final hearing for approval of the Scheme of Amalgamation of Kinam Enterprise Private Limited with HLE Glascoat Limited in July, 2025

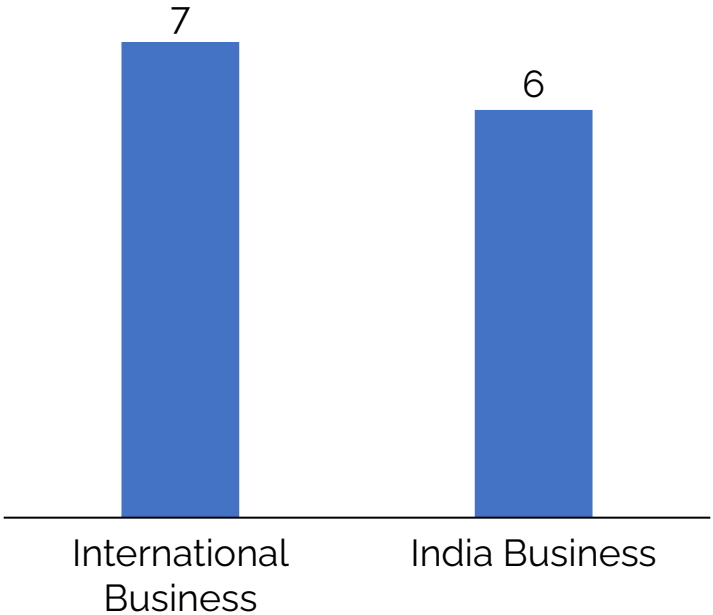
The Company repaid ₹4976.5 lakhs in financial year ended 31st March 25, reflecting strong operational cash flow and paving the way for lower interest costs, supporting sustained profitability growth

**Notes:** All the financial numbers are for HLE Glascoat Limited (Consolidated)  
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Strong topline growth driven by a robust order book and inquiries

Order Book Visibility (No. of months)



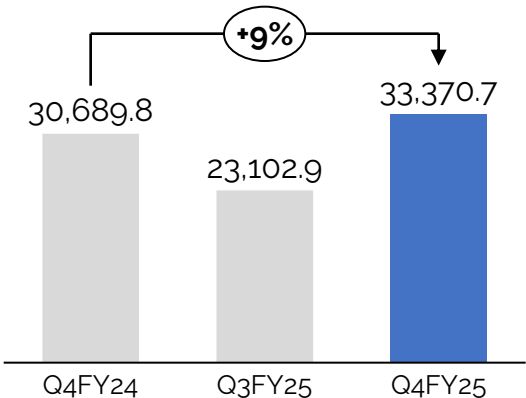
**₹ 575.1 Cr.**  
Total Order Book  
(as on 31<sup>st</sup> Mar'25)

Orderbook providing visibility of 7 months for International business and 6 months for the Indian business.

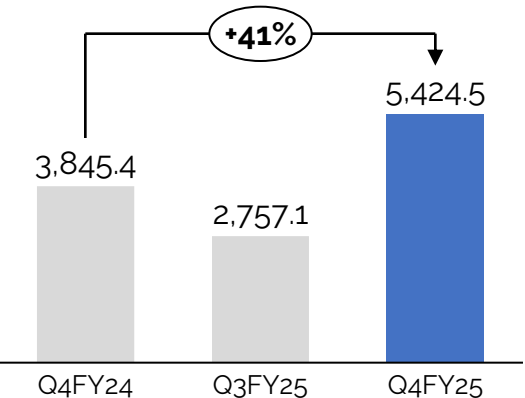


Quarterly Performance (₹ in lakhs)

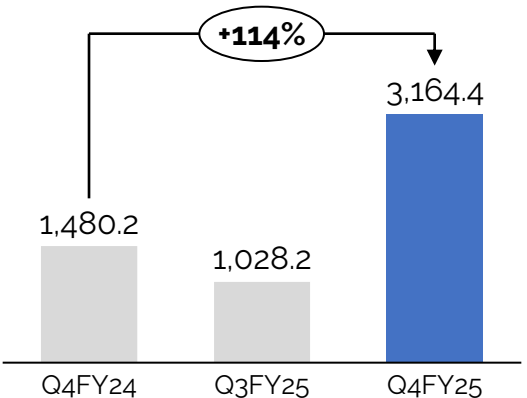
Revenue from Operations



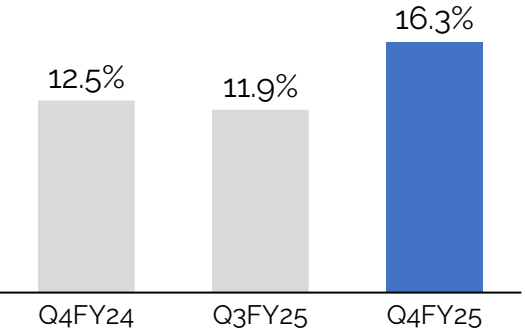
EBITDA



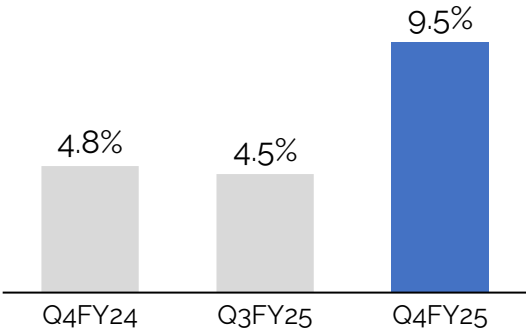
PAT



EBITDA Margins



PAT Margins



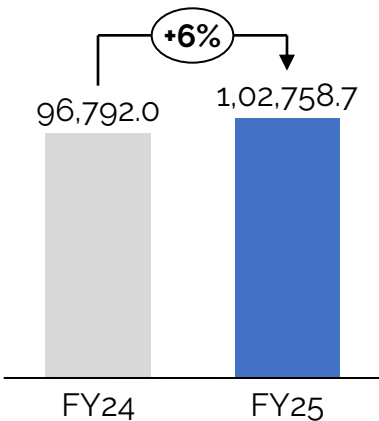
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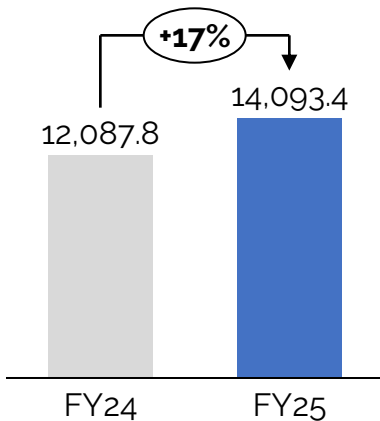


Full Year Performance (₹ in lakhs)

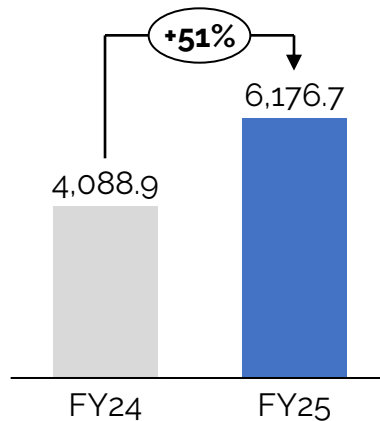
Revenue from Operations



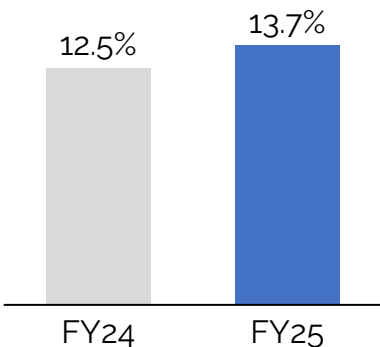
EBITDA



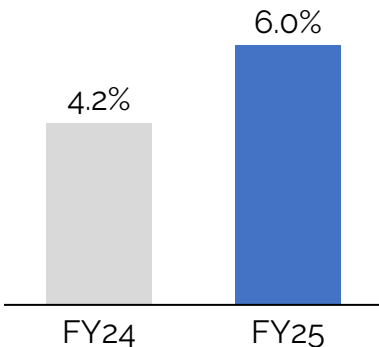
PAT



EBITDA Margins



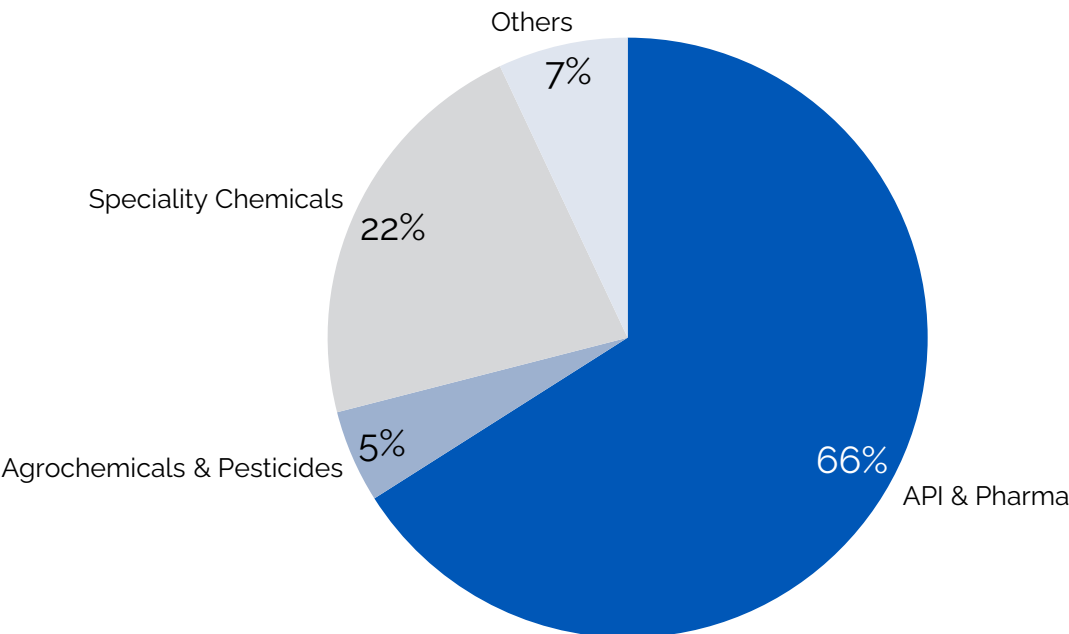
PAT Margins



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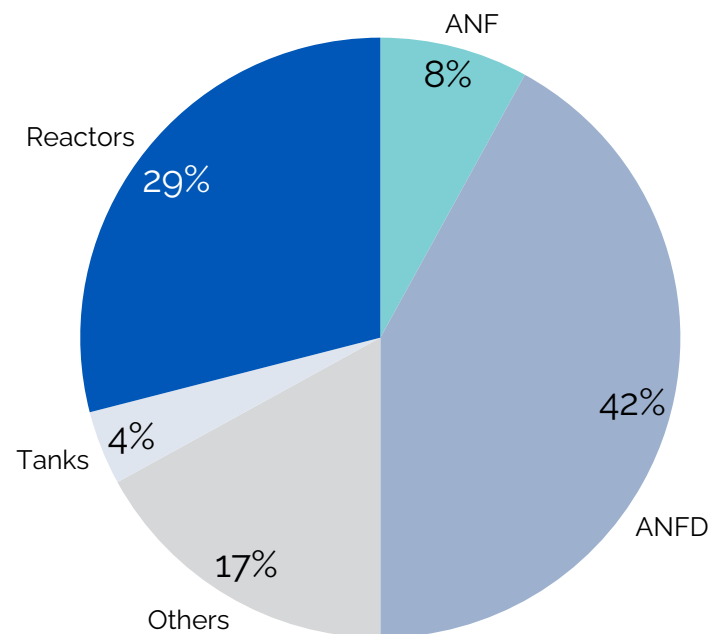


## INDUSTRY-WISE REVENUE BREAK-UP



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

## PRODUCT-WISE REVENUE BREAK-UP



Well diversified revenue streams  
**from multiple products**

Standalone numbers; Q4 FY2024-25

# Profit & Loss: Q4 FY25



₹ in Lakhs

Particulars	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from Contract with Customers	33,370.7	30,689.8	8.7%	23,102.9	44.4%	1,02,758.7	96,792.0	6.2%
Other Income	225.4	196.8		193.3		735.8	881.6	
<b>Total Revenues</b>	<b>33,596.1</b>	<b>30,886.6</b>	<b>8.8%</b>	<b>23,296.2</b>	<b>44.2%</b>	<b>1,03,494.5</b>	<b>97,673.6</b>	<b>6.0%</b>
Cost of Materials Consumed	15,454.5	11,361.5		13,265.3		49,914.7	45,251.9	
Purchase of Stock-in-Trade	137.7	0.0		0.0		137.7	0.0	
Changes in Inventories of Finished Goods and Work-in-Progress	454.3	4,182.2		-3,691.8		-5,142.0	-1,318.2	
<b>Total Raw Material</b>	<b>16,046.4</b>	<b>15,543.7</b>	<b>3.2%</b>	<b>9,573.5</b>	<b>67.6%</b>	<b>44,910.4</b>	<b>43,933.7</b>	<b>2.2%</b>
Employee Benefits Expenses	5,636.9	4,972.9		4,705.5		20,068.4	17,862.3	
Other Expenses	6,488.3	6,524.6		6,260.1		24,422.3	23,789.9	
<b>EBIDTA</b>	<b>5,424.5</b>	<b>3,845.4</b>	<b>41.1%</b>	<b>2,757.1</b>	<b>96.7%</b>	<b>14,093.4</b>	<b>12,087.8</b>	<b>16.6%</b>
<b>EBIDTA %</b>	<b>16.3%</b>	<b>12.5%</b>	<b>380 bps</b>	<b>11.9%</b>	<b>440 bps</b>	<b>13.7%</b>	<b>12.5%</b>	<b>120 bps</b>
Depreciation and Amortization Expense	772.7	694.9		738.2		2,967.3	2,631.1	
<b>EBIT</b>	<b>4,651.8</b>	<b>3,150.5</b>	<b>47.7%</b>	<b>2,018.9</b>	<b>130.4%</b>	<b>11,126.1</b>	<b>9,456.7</b>	<b>17.7%</b>
Finance Costs	931.6	1,033.7		878.3		3,619.3	3,058.0	
<b>Profit before Tax and Exceptional Items</b>	<b>3,720.1</b>	<b>2,116.7</b>	<b>75.7%</b>	<b>1,140.6</b>	<b>226.1%</b>	<b>7,506.7</b>	<b>6,398.7</b>	<b>17.3%</b>
Exceptional Items	0.0	0.0		0.0		0.0	531.0	
Tax	555.7	636.5		112.5		1,330.0	1,778.9	
<b>Profit for the Year (PAT)</b>	<b>3,164.4</b>	<b>1,480.2</b>	<b>113.8%</b>	<b>1,028.2</b>	<b>207.8%</b>	<b>6,176.7</b>	<b>4,088.9</b>	<b>51.1%</b>
<b>PAT %</b>	<b>9.5%</b>	<b>4.8%</b>		<b>4.5%</b>		<b>6.0%</b>	<b>4.2%</b>	

**Notes:** All the financial numbers are for HLE Glascoat Limited (Consolidated)

The Company completed the acquisition of 35.56% partnership share in Kinam Engineering Industries on 26<sup>th</sup> September, 2023 and the financial information includes the performance of Kinam Engineering Industries/ Kinam Engineering Industries Private Limited for the period commencing from that date.

# Balance Sheet: As on 31<sup>st</sup> March 2025



Particulars (₹ in lakhs)	Mar-25	Mar-24
<b>Non-Current Assets</b>		
Property, Plant and Equipment	36,301.5	31,467.2
Right of use assets	3,176.8	3,008.3
Capital Work-in-Progress	500.3	1,943.1
Investment Property	368.6	132.3
Goodwill	4,035.9	4,034.7
Other Intangible Assets	15,426.1	15,472.0
Financial Assets;		
(i) Other financial assets	2,385.3	500.2
Deferred Tax Assets	535.0	11.0
Non-Current tax assets (Net)	1,538.2	1,395.2
Other non-current assets	187.4	251.9
<b>Total Non current assets</b>	<b>64,455.0</b>	<b>58,215.9</b>
<b>Current Assets</b>		
Inventories	36,950.0	31,214.9
Financial Assets		
(i) Trade Receivables	18,490.3	23,718.0
(ii) Cash and Cash Equivalents	3,959.1	3,328.6
(iii) Bank Balances	1,256.6	1,218.3
(iv) Loans	39.6	23.9
(v) Other financial assets	521.7	274.1
Other Current Assets	3,664.1	2,201.9
<b>Total Current assets</b>	<b>64,881.4</b>	<b>61,979.8</b>
<b>TOTAL ASSETS</b>	<b>1,29,336.3</b>	<b>1,20,195.7</b>

Particulars (₹ in lakhs)	Mar-25	Mar-24
Equity Share Capital	1,365.3	1,365.3
Other Equity	44,565.4	40,314.8
Non Controlling Interest	9,497.8	7,990.2
<b>Total Equity</b>	<b>55,428.5</b>	<b>49,670.4</b>
<b>LIABILITIES</b>		
<b>Non-Current Liabilities</b>		
Financial liabilities		
(i) Borrowings	10,925.9	14,670.8
(ii) Lease Liabilities	2,647.9	2,367.1
(iii) Other Financial Liabilities	738.1	1,491.7
Provisions	1,416.3	2,082.5
Deferred Tax Liabilities (Net)	1,334.2	1,173.3
Other non-current Liabilities	5.0	8.6
<b>Total Non current Liabilities</b>	<b>17,067.4</b>	<b>21,794.0</b>
<b>Current Liabilities</b>		
Financial liabilities		
(i) Borrowings	24,062.7	21,576.1
(ii) Lease Liabilities	428.8	348.0
(iii) Trade Payables	10,882.7	11,060.8
(iv) Other financial Liabilities	2,449.3	2,326.3
Other Current Liabilities	16,609.6	12,277.0
Provisions	1,958.2	1,005.5
Income Tax Liabilities	449.2	137.8
<b>Total Current Liabilities</b>	<b>56,840.5</b>	<b>48,731.4</b>
<b>Total Liabilities</b>	<b>73,907.9</b>	<b>70,525.3</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,29,336.3</b>	<b>1,20,195.7</b>

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# Cash Flow Statement: As on 31<sup>st</sup> March 2025



Cash Flow Statement (₹ in lakhs)	Mar-25	Mar-24
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	7,506.7	5,867.7
Adjustment for Non-Operating Items	6,851.8	6,354.0
Operating Profit before Working Capital Changes	14,358.6	12,221.7
Changes in Working Capital	590.1	-153.3
<b>Cash Generated from Operations</b>	<b>14,948.7</b>	<b>12,068.4</b>
Less: Direct Taxes paid	-1,512.6	-2,595.3
<b>Net Cash from Operating Activities</b>	<b>13,436.1</b>	<b>9,473.1</b>
<b>Cash Flow from Investing Activities</b>	<b>-6,838.1</b>	<b>-4,547.2</b>
<b>Cash Flow from Financing Activities</b>	<b>-5,967.5</b>	<b>-1,867.2</b>
Net increase/ (decrease) in Cash & Cash equivalent	630.6	3,058.8
Cash and cash equivalents at the beginning of the year (including acquisition of subsidiary)	3,328.6	269.8
<b>Cash and cash equivalents at the end of the year</b>	<b>3,959.1</b>	<b>3,328.6</b>

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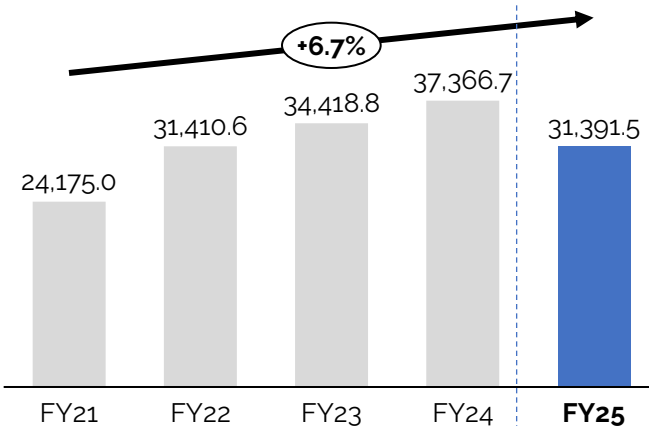
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# Segmental Performance

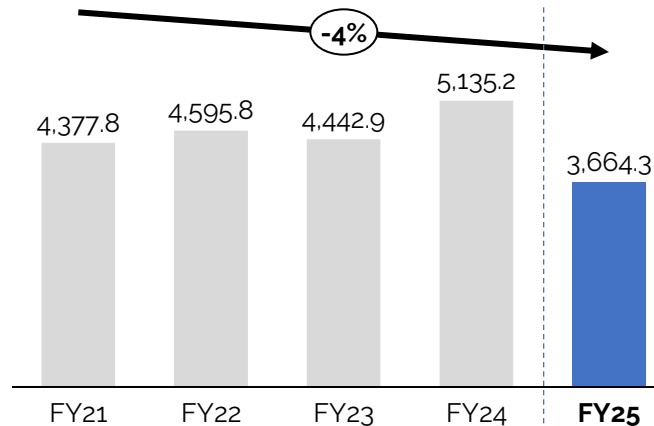


₹ in Lakhs

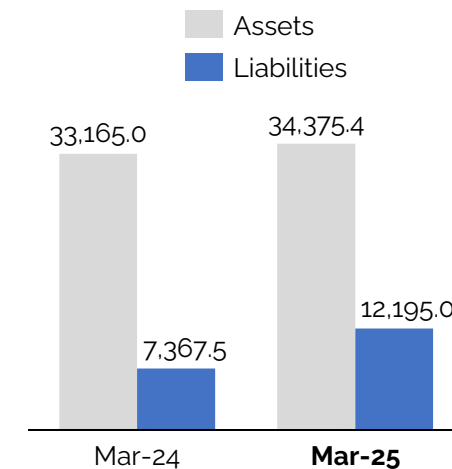
Segment Revenue



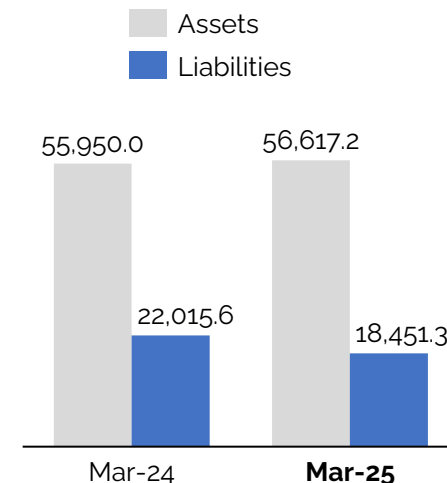
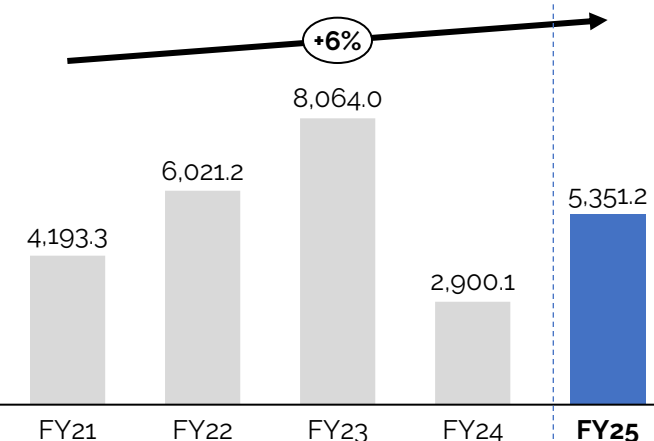
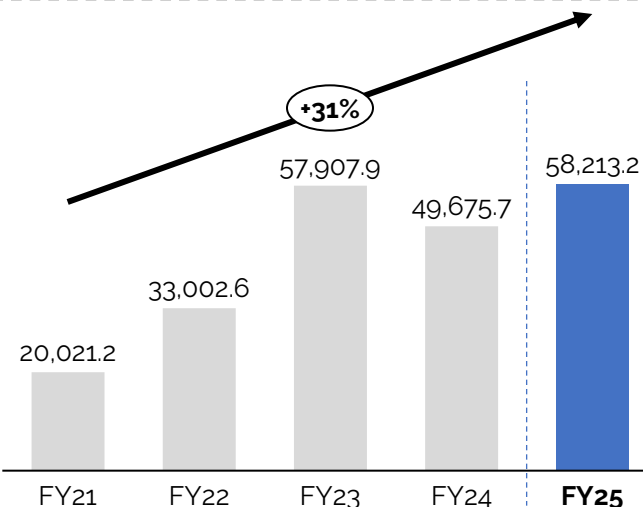
Segment Result - EBIT



Segment Assets & Liabilities



**Glass Lined Equipment**



**Notes:** All the financial numbers are for HLE Glascoat Limited (Consolidated)

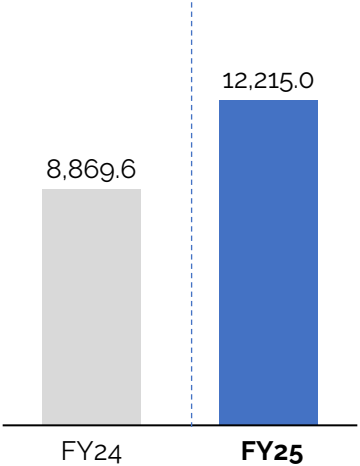
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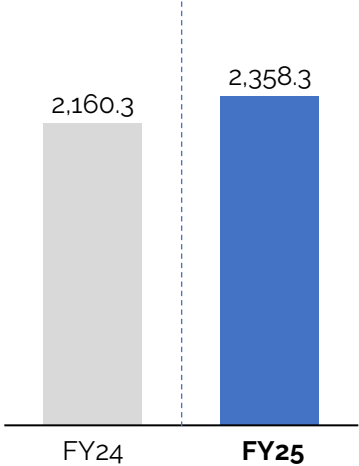


₹ in Lakhs

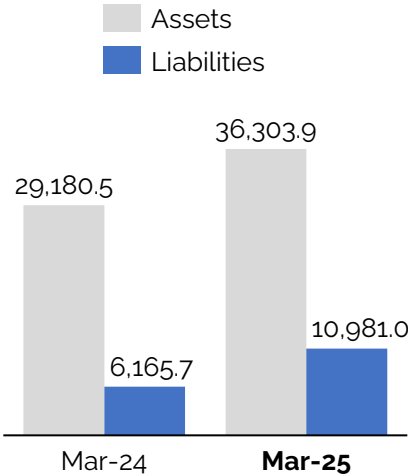
Segment Revenue



Segment Result - EBIT



Segment Assets & Liabilities



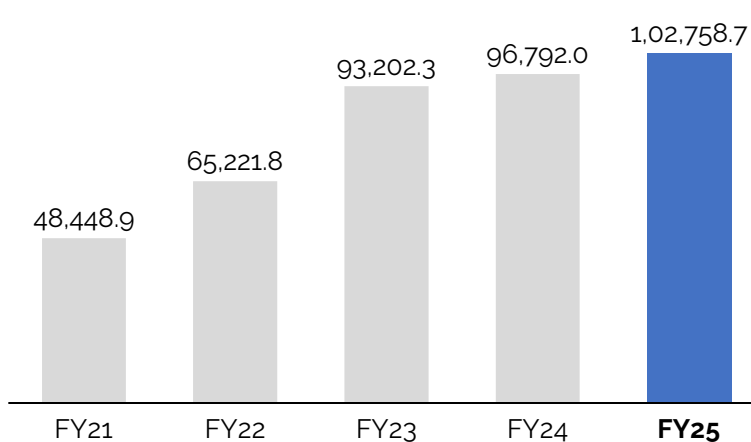
Heat Transfer Equipment

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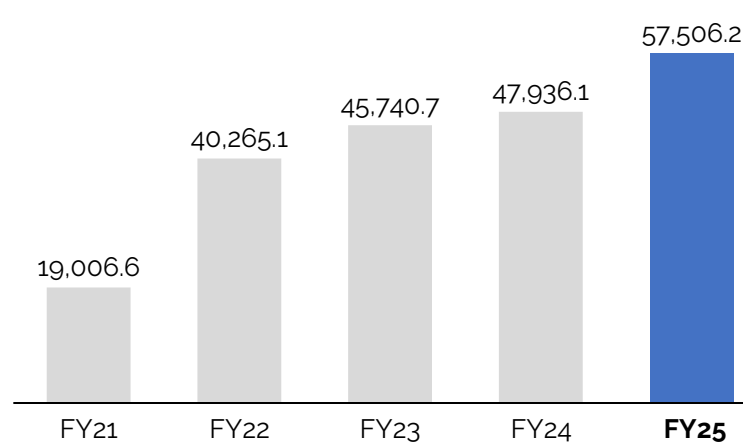
# Financial Performance - Consolidated



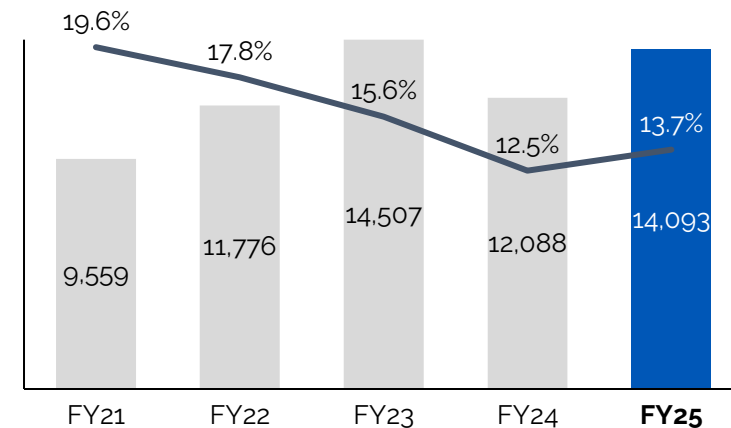
### Revenue from Operations (₹ Lakhs)



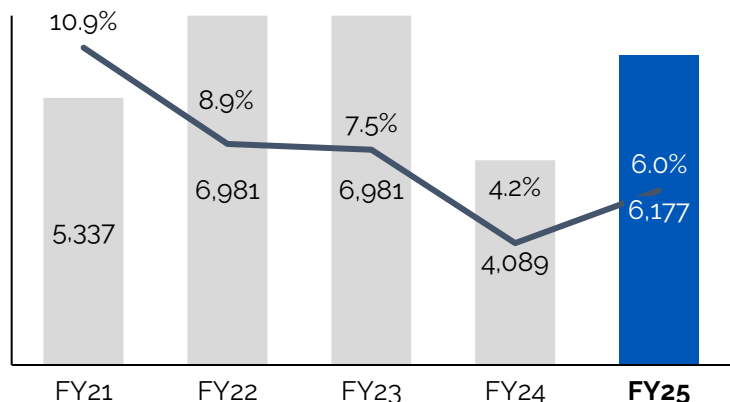
### Order Book (₹ Lakhs)



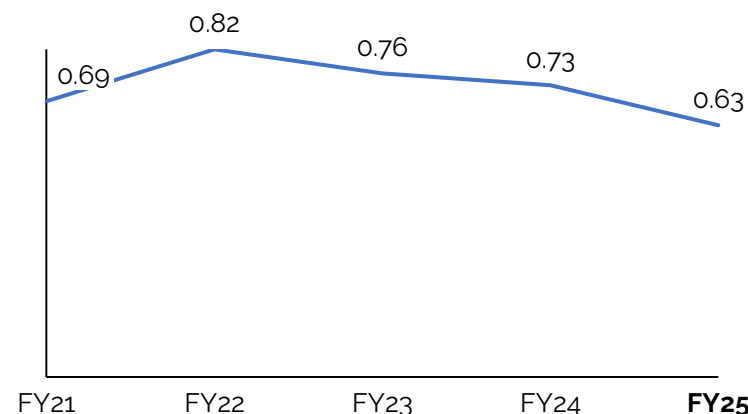
### EBITDA (₹ Lakhs) & EBITDA Margin



### PAT (₹ Lakhs) & PAT Margin



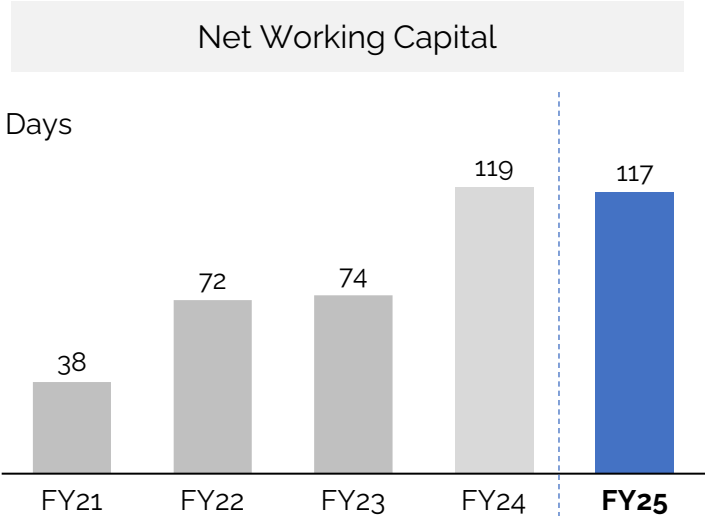
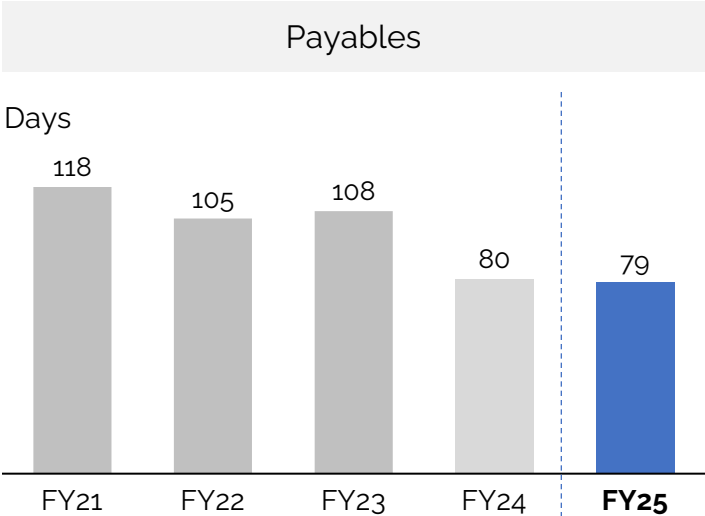
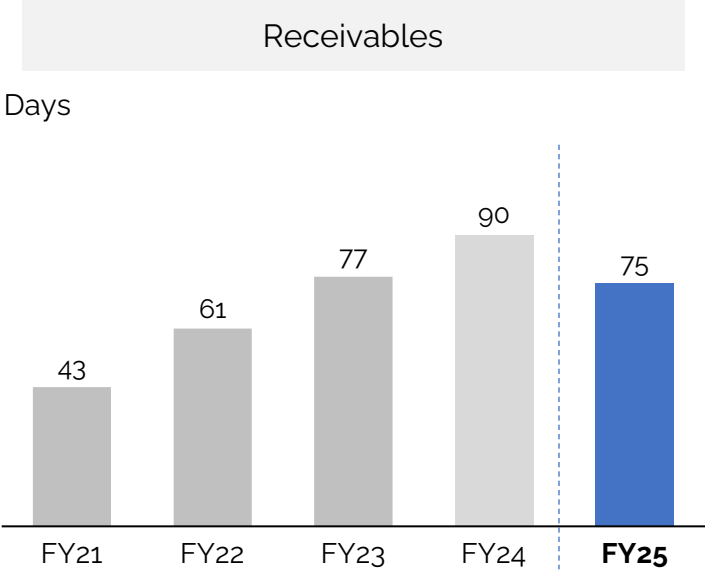
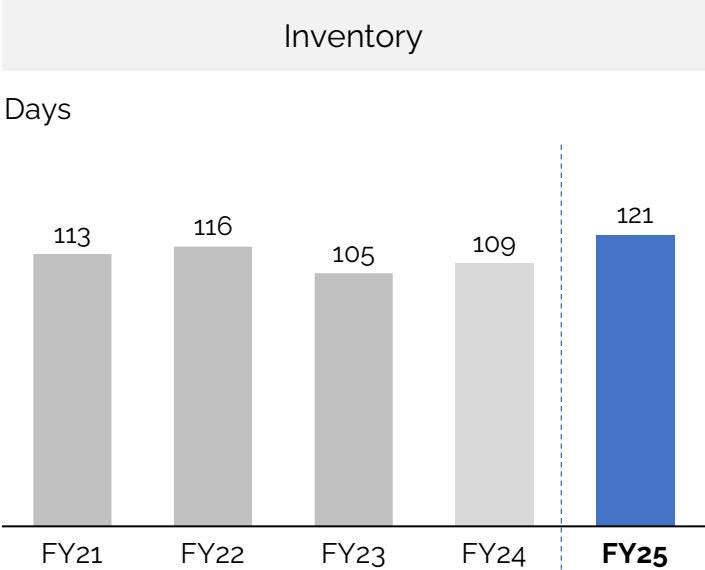
### Total Debt to Equity Ratio



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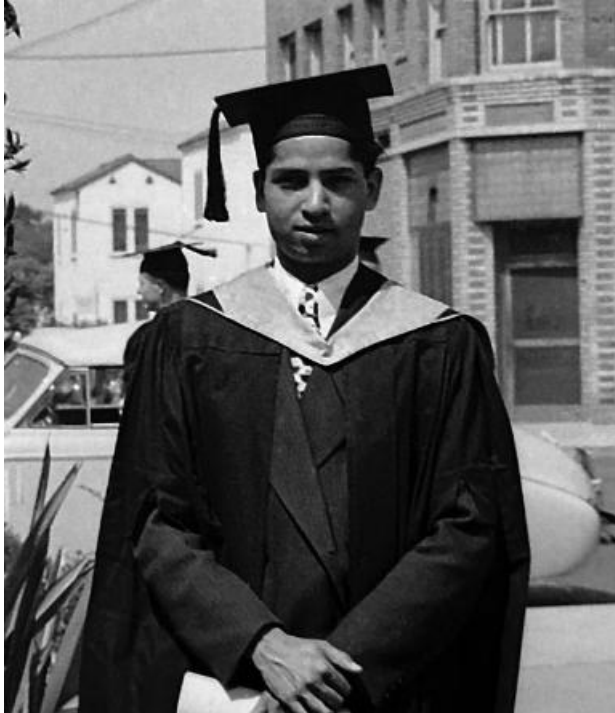




# Evolution of the Group

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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

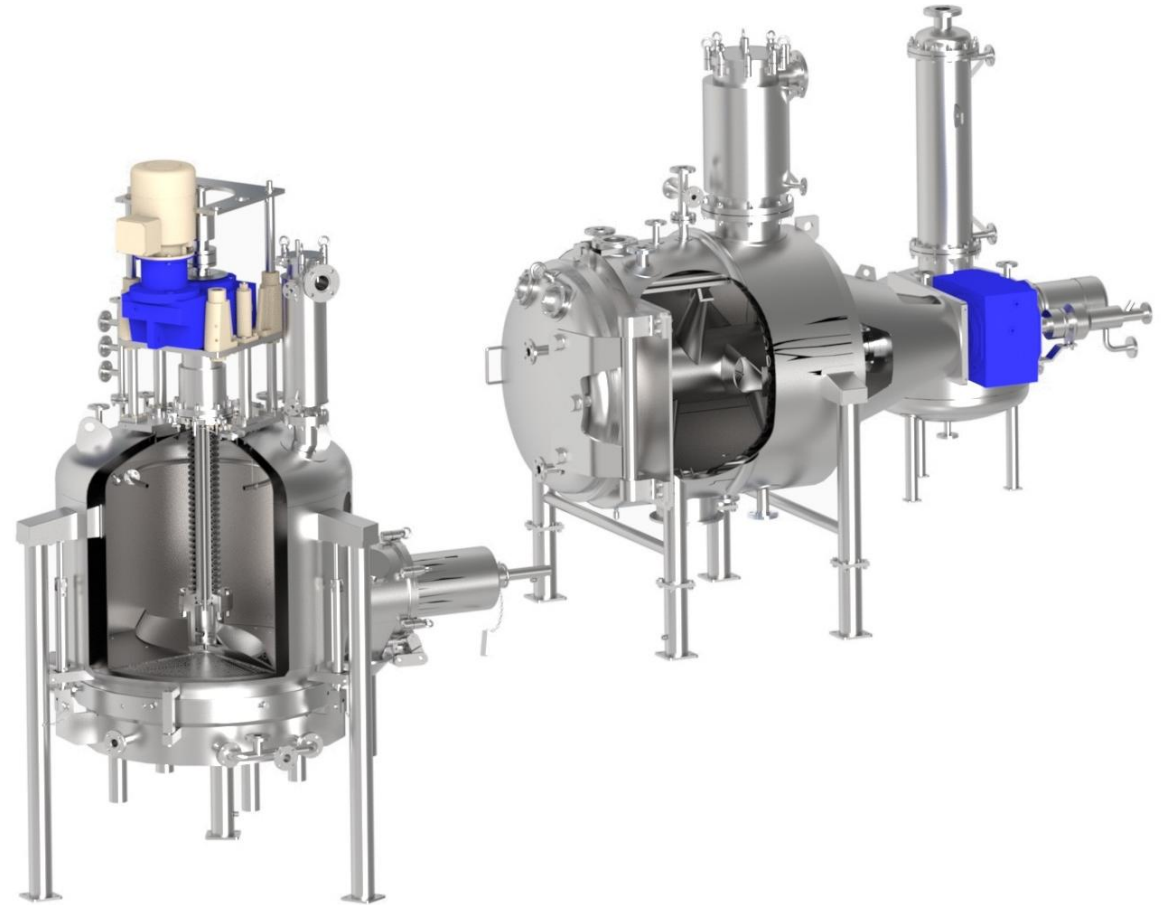
Over the years, the Group has expanded its horizon. The Group is a leading manufacturer of –

- 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

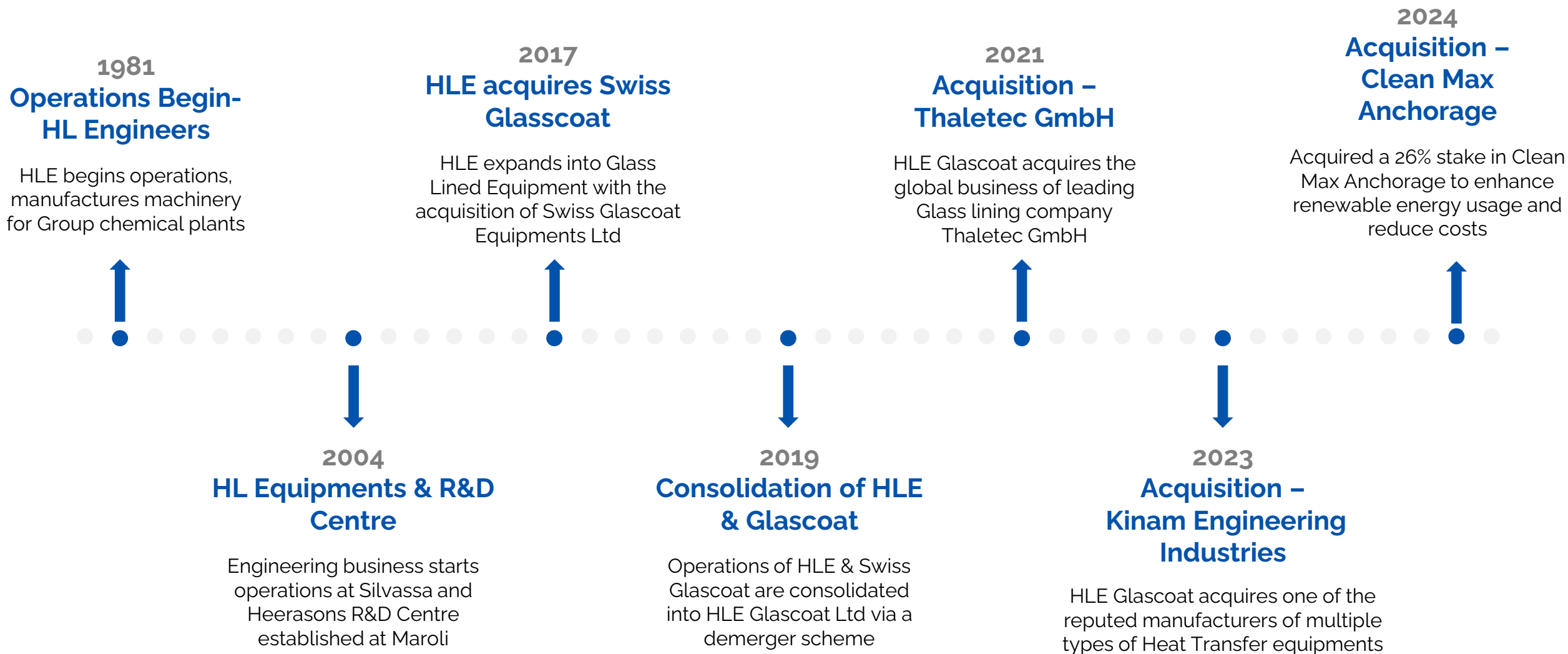
GL Reactors  
GL Tanks  
GL Heat Exchangers  
GL Columns  
GL Pipes & Fittings  
GL Filters & Dryers



## Exotic Metal Fabrication

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

# Our Journey: Key Milestones



# Our Journey: Key Milestones



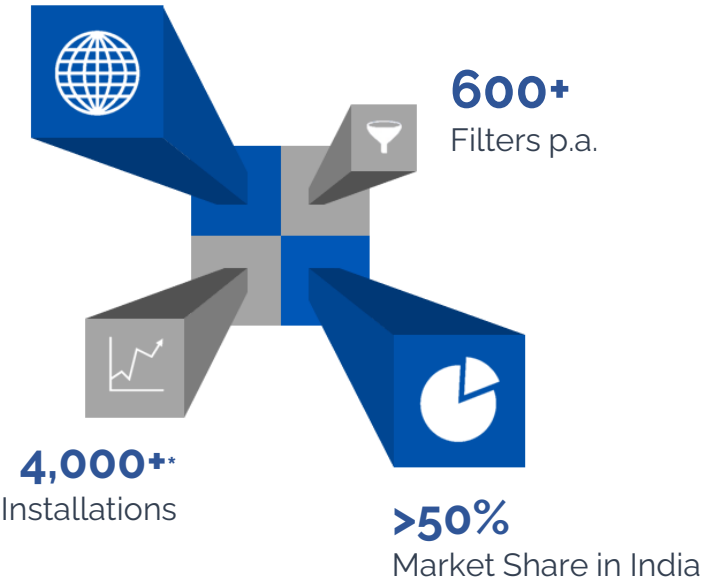
**30+**  
*Years of Filtration and Drying*

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

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

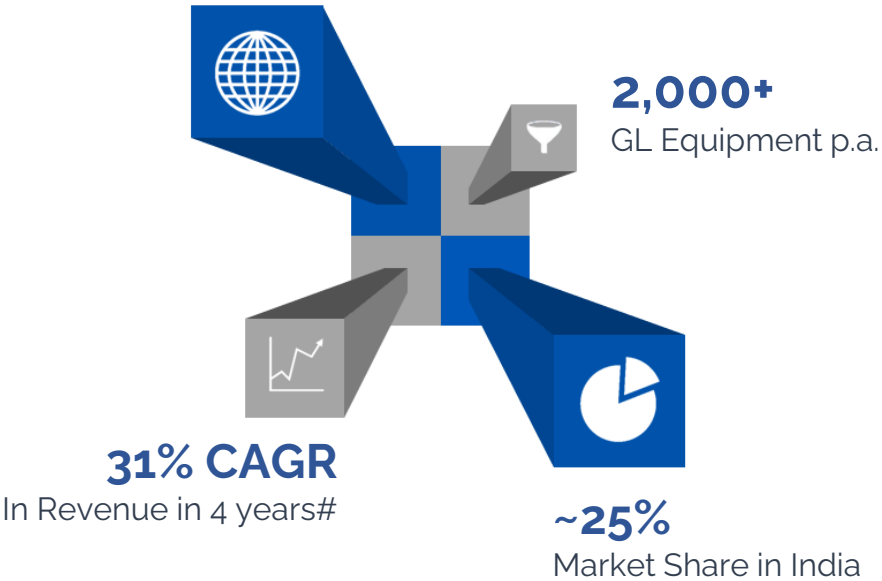
**One of the Largest Players in India**  
-----  
In Glass Lined Equipment

## Leading Manufacturer of ANFDs



## Global Presence

Acquisition of Thaletec



\*Note: Data from 2010 Onwards; #for glass lined equipment segment from FY21-FY25 – 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

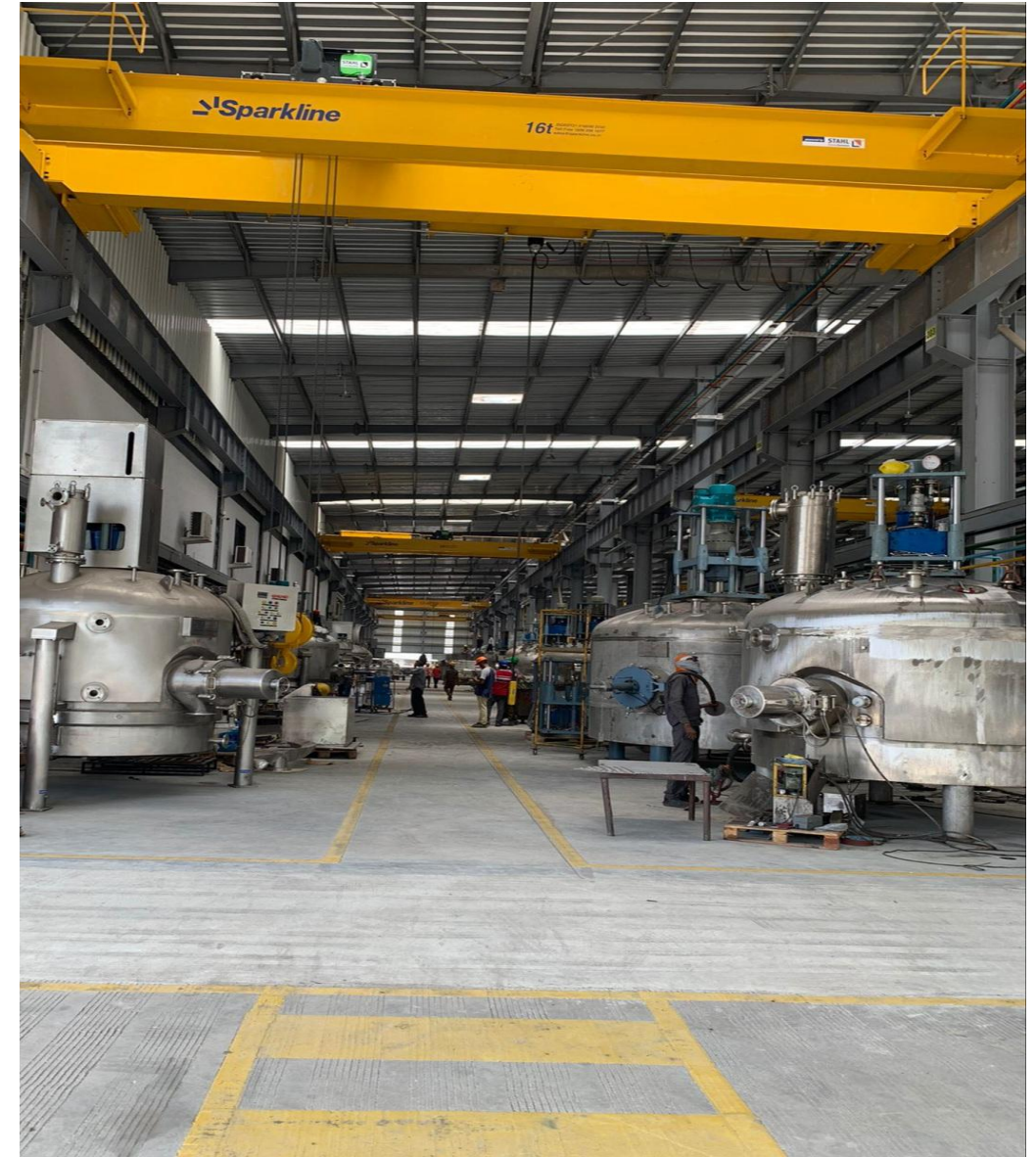
- 20,000 m<sup>2</sup> floor area covered by 33 EOT cranes.
- Five SCADA controlled electric and gas fired furnaces for glass lining.
- Four dedicated furnaces for glass lining of components.
- Robotic welding set-up for critical pressure part weld joints.
- Highly automated manufacturing process with 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.





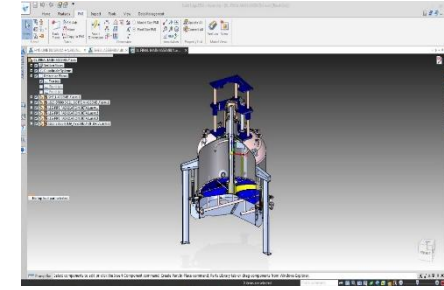
## Pilot Plant and R&D Facility

- 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



# Competitive Edge: Product Engineering



## 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.	Job Name	Job Description	Job Status	Job Priority	Job Due Date	Job Start Date	Job End Date	Job Manhours	Job Cost	Job Profit
1001	Job 1001	Job 1001 Description	Green	High	2023-12-31	2023-12-01	2023-12-31	100	10000	10000
1002	Job 1002	Job 1002 Description	Green	Medium	2024-01-15	2023-12-15	2024-01-15	200	20000	20000
1003	Job 1003	Job 1003 Description	Green	Low	2024-02-28	2024-01-28	2024-02-28	150	15000	15000
1004	Job 1004	Job 1004 Description	Red	High	2024-03-15	2024-03-15	2024-03-15	50	5000	5000
1005	Job 1005	Job 1005 Description	Yellow	Medium	2024-04-01	2024-04-01	2024-04-01	75	7500	7500



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.

# Project Showcase: Glass Lined Equipment



## **Tilting Multifunction ANFD USA**

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



## **ANFD for Sterile Application Australia**

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



## **3.1m ANFD with Quick Opening Bottom USA**

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



## **8KL Pharma RVPD India**

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



## **30KL RVPD India**

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



# Project Showcase: Custom and Exotic Metal Equipment



## 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



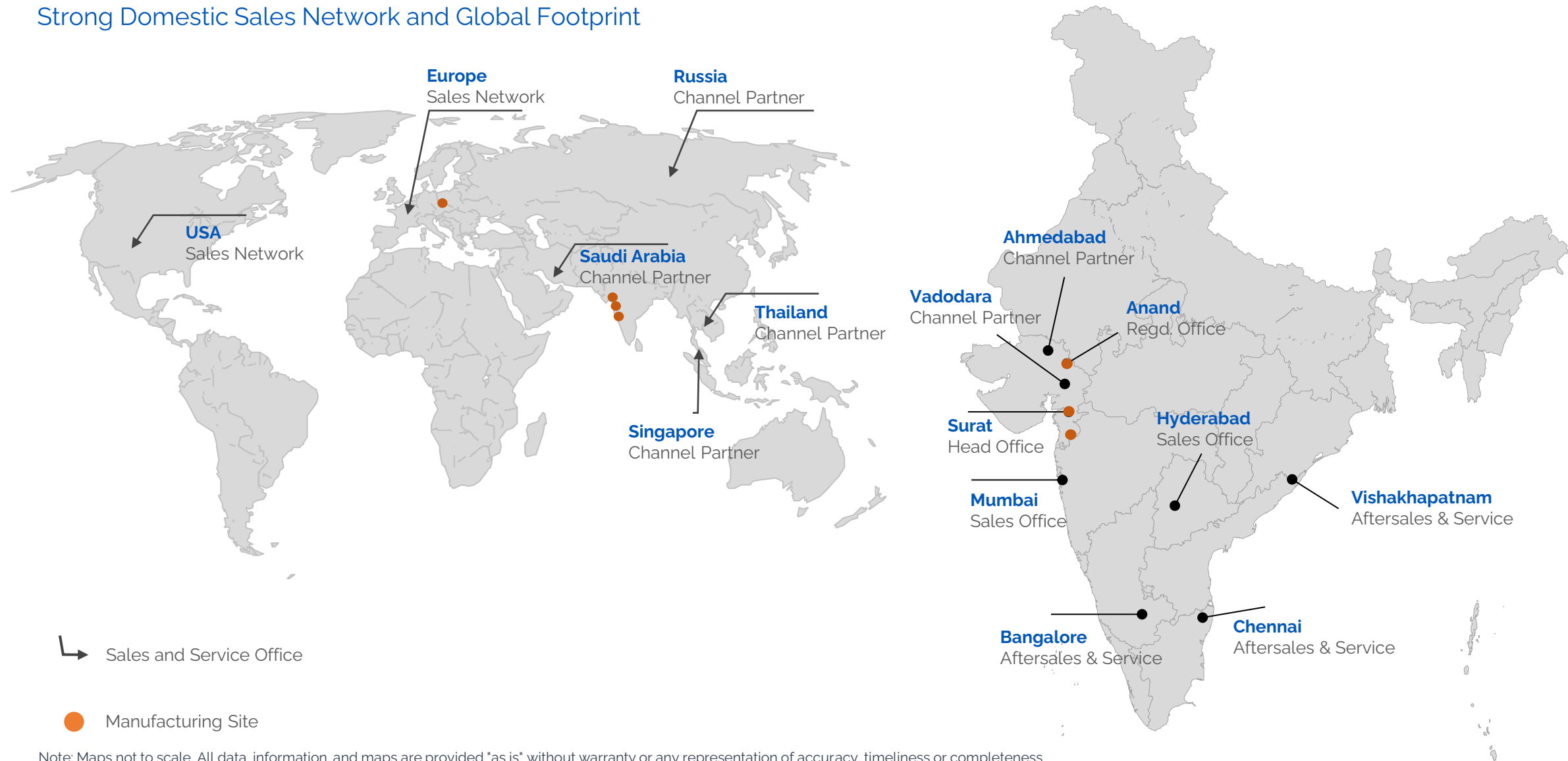
## Roto-cone Filter Dryer India

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

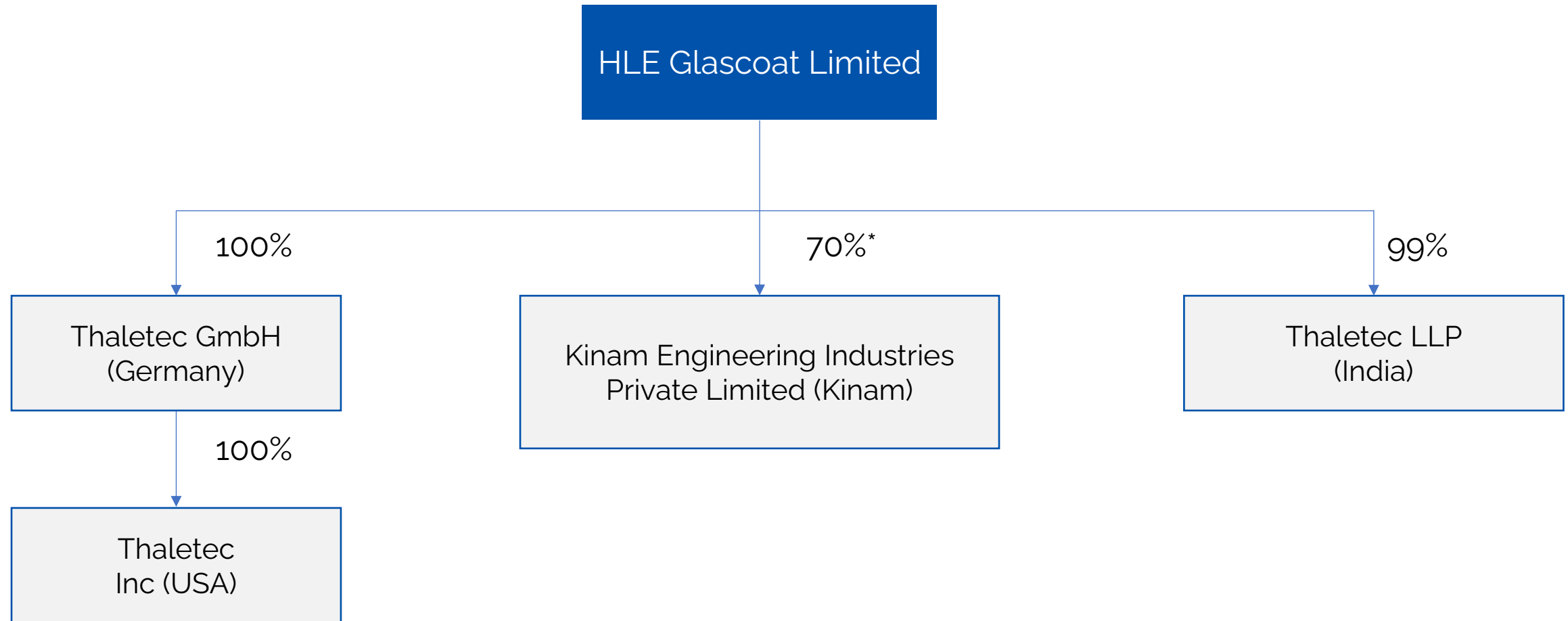
Total Experience: **28 years**  
B.E Mechanical

## 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



\*The Company directly owns 35.56% in Kinam. Post approval of the amalgamation with Kinam Enterprise Private Limited (which owns 34.44% in Kinam through its wholly owned subsidiary), the Company's control will stand at 70% in Kinam





# 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



# Highlights- Thaletec GmbH



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

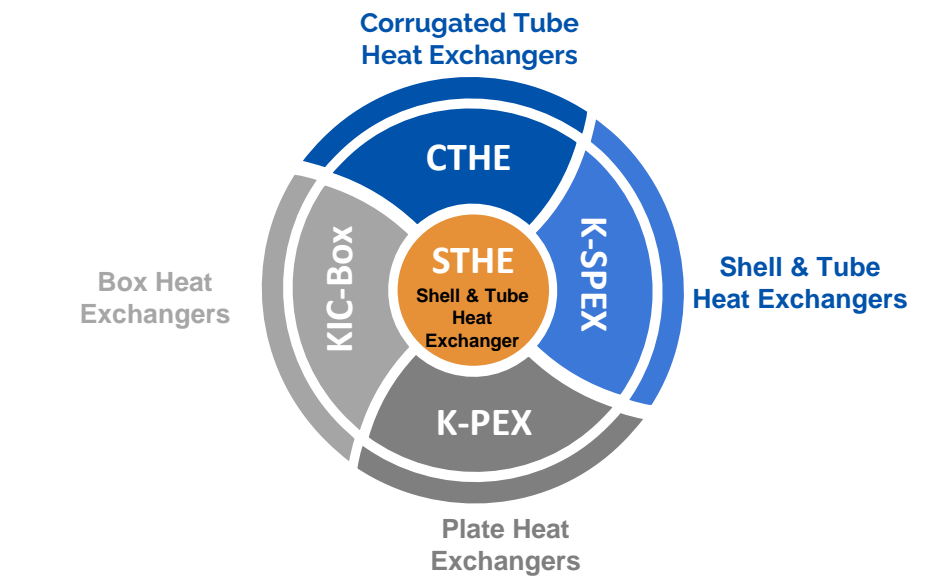
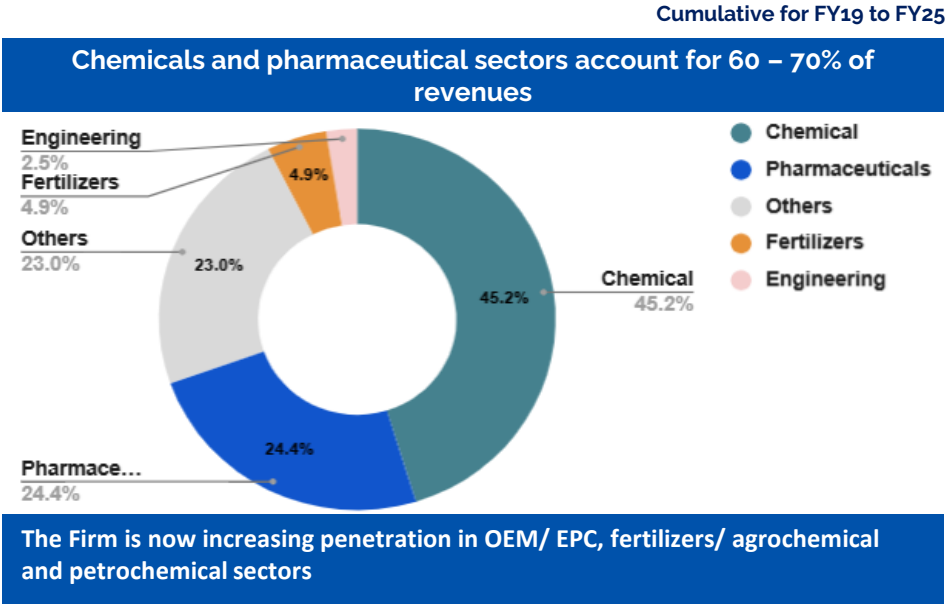


Kinam Engineering Industries Private Limited (Kinam) is engaged in the business of manufacturing heat exchangers for the chemical and pharmaceutical industries. Kinam specializes in the manufacturing of shell and tube and corrugated heat exchangers of up to 6,000m2. Kinam believes in innovation and is 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**



# Widest Product Range in the Industry



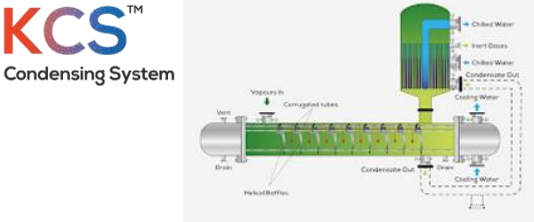


	Shell & Tube Heat Exchanger	Corrugated Tube Heat Exchanger	Spiral Heat Exchanger	Box Heat Exchanger
Brand & product				
Description	<ul style="list-style-type: none"> <li>Consists of a shell with a bundle of tubes inside it</li> </ul>	<ul style="list-style-type: none"> <li>Similar to conventional tubular 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



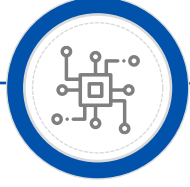
Brand & product	K-PEX Plate Heat Exchanger	HeliKorr Heat Exchanger	KCS – Kinam's Condensing System
			
Description	<ul style="list-style-type: none"> <li>Plates arranged in frames with hot and cold fluid flowing in alternative channels</li> </ul>	<p>In HeliKorr, Heat transfer enhancement occurs both 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>



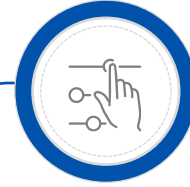
Dedicated and experienced engineering, design & proposal teams



Specialists in heat exchangers - knowledge base developed over four decades



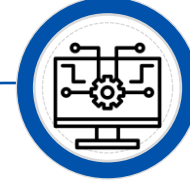
Pioneer among Indian players on multiple technologies and solutions for heat transfer



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



# Thank You

**Company :**



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

CIN: L26100GJ1991PLC016173

**Investor Relations Advisors :**



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