



## Expo Engineering and Projects Ltd.

(Formerly known as Expo Gas Containers Ltd.)

Expo House, 150 Sheriff Devji Street,

Mumbai 400 003, India

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Website : [www.expogas.com](http://www.expogas.com)

CIN NO.: L40200MH1982PLC027837

**Ref: C:/ Expo/Bse/2025-26**

**21<sup>st</sup> August, 2025**

To,

Bombay Stock Exchange

Department of Corporate Services,

P.J. Towers, Dalal Street,

Mumbai – 400 001

**Scrip Code: 526614**

**Sub: Revised Investor Presentation for the quarter ended 30<sup>th</sup> June, 2025**

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Revised Investor Presentation for the quarter ended 30<sup>th</sup> June, 2025

The aforesaid presentation is also being made available on the Company's website [www.expogas.com](http://www.expogas.com)

You are requested to take the same on your records.

Thanking you

Yours faithfully,

**For Expo Engineering and Projects Limited**

(Formerly known as Expo Gas Containers Limited)

**Hasanain S. Mewawala**

**Managing Director**

**(DIN:00125472)**



ISO 9001 | ISO 14001 | OHSAS 18001

IBR, PESO



# INVESTOR PRESENTATION

# DISCLAIMER

This presentation and the accompanying slides, prepared by Expo Engineering and Projects Ltd. (the "Company"- formally known as Expo Gas Containers Ltd), are intended solely for informational purposes and do not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities. No offering of the Company's securities will be made except through a statutory offering document containing detailed information about the Company.

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This presentation contains forward-looking statements regarding the Company's future business prospects and profitability, which are subject to risks and uncertainties. Actual results may differ materially from these statements due to factors such as earnings fluctuations, competition, economic conditions, and regulatory changes.



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# COMPANY

## overview

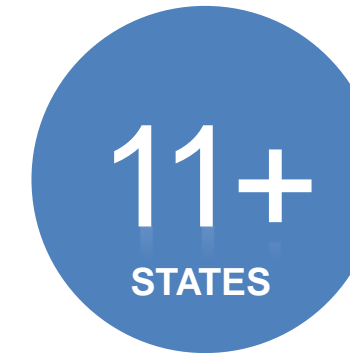
# ABOUT US



Established in **1982** under the visionary leadership of the **late Mr. Shaukatali Mewawala**, a passionate engineer and IIT Bombay alumnus. We began by manufacturing LPG cylinders at our facility in Murbad, Thane. Over the years, we have evolved into a prominent **heavy engineering company** specializing in the manufacturing of diverse **process plant equipment**.

- We manufacture a wide range of process plant equipment, including **high-pressure vessels, heat exchangers, reactors, columns, and custom-built fabrications**.
- We provide end-to-end engineering solutions, from **design and manufacturing to fabrication and installation**.
- With over 4 decades of experience, we have served diverse industries, including **oil and gas, green hydrogen, petrochemicals, chemicals, pharmaceuticals, and power**, both in India and internationally and have established ourselves as a trusted partner across these sectors.

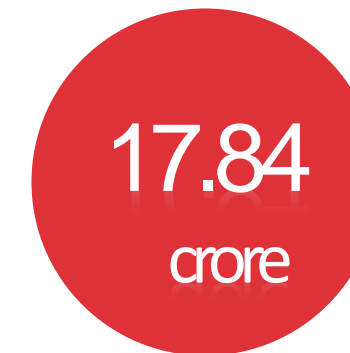
## Proudly Certified



Presence Across



STATE OF THE ART  
MANUFACTURING FACILITY



REVENUE



NO OF PROJECTS  
IN HAND



EMPLOYEES



ORDER BOOK



# JOURNEY SO FAR



**1982–2002**

The **Humble Beginning**



**1982**

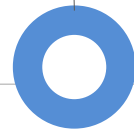
**Founded by Late Shri Shaukatali Mewawala**  
(IIT Bombay alumnus); began manufacturing LPG Cylinders.



**1992**

**Entered process plant equipment manufacturing**

– first step into heavy engineering.



**1994**

**Listed on BSE**



**1994–2001**

**Export expansion**

to Japan, UK, Germany, Middle East, and Africa.



**2002**

**Strategic Pivot**

- Exited LPG cylinder manufacturing due to policy changes.
- Focus shifted entirely to fabrication of process equipment.
- Built relationships with leading EPCs, PMCs, and oil marketing companies.

**2003–2009**

**Overcoming Financial Struggles**

- 2003–04 Faced execution delays; exited ₹40 Cr IOCL Panipat order due to rising input costs.
- Debt burden grew; company entered One-Time Settlement (OTS) in 2009, clearing major liabilities and regaining stability



**2015**

**Leadership Transition**

After the passing of the founder, new leadership took charge:

**Mr. Murtuza Mewawala**

– Chairman

**Mr. Hasanain Mewawala**

– Managing Director

Strategic reboot with focus on growth, profitability, and engineering excellence.

**2024**

**A New Era of Growth**

- Raised ₹7.52 Cr via equity infusion (37.6 lakh shares to promoters & investors).
- Focus on CAPEX for advanced machinery, efficiency & scale.
- Plans to enter exotic metals segment (Titanium, Nickel) to serve high-value sectors.



**2025**

- Secured a work order worth ₹25.62 crore from Bharat Petroleum Corporation Ltd., Mahul – Mumbai Refinery
- Awarded a work order worth ₹26.09 crore from Indian Oil Corporation Ltd., Mumbai



# KEY MANAGEMENT



**Murtuza s. Mewawala**

Chairman

He pursued production engineering at Somaiya College. Later, he earned a Bachelor's in Finance & Economics from Bryant University, Rhode Island, USA. After graduating and working briefly at Merrill Lynch in New York, he joined Expo Gas Containers Ltd., when he came back to India. In 2015, he became Chairman and has since overseen the company's strategy, planning, and governance.



**Hasanain s. Mewawala**

Managing director

With 20+ years of experience in engineering, construction, and manufacturing, he began his career in 2001, focusing on maintenance and shutdown services for major oil & gas companies. In 2009, he joined Expo Gas Containers Ltd., initially assisting with projects and later taking on a leadership role upon becoming the Managing Director. He now oversees operations and has been the driving force behind the company's growth playing a pivotal role in solidifying Expo's position in the industry.



**Sajjadhussein m. Nathani**

Executive director

A seasoned finance professional with over 30+ years of experience, he has played a crucial role in the company's financial growth and stability. He has proficiently managed the company's financial affairs, highlighting his exceptional leadership and strategic insight. His forward-thinking approach has been instrumental in transforming the company's financial landscape and ensuring long-term success.



# MANAGEMENT COMMENT



**Murtuza S. Mewawala**

Chairman

I am pleased to report a resilient performance for Q1FY26, marked by stable revenues and significant improvement in profitability despite a challenging external environment. Our EBITDA grew by 36.9% year-on-year, driven by improved operational efficiencies and prudent cost management. The EBITDA margin expanded to 10.68%, reflecting our continued focus on disciplined execution and value-added engineering.

Notably, our PAT witnessed a robust growth of 263% year-on-year, supported by lower finance costs and optimized resource allocation. While there was a sequential decline in topline due to phasing of project executions, we remain confident of strong revenue visibility in the coming quarters, backed by a healthy order book and ongoing customer engagements..

With over four decades of expertise and a clear focus on high-margin and quality-driven projects, we are well-positioned to deliver sustainable growth and enhanced value for our stakeholders in the upcoming quarters



# BUSINESS overview

# BUSINESS SEGMENTS



## Process Plant Equipment Manufacturing

- Specializes in high-pressure vessels, heat exchangers, reactors, columns, and custom-built fabrications.
- Offers complete services from design and manufacturing to fabrication and installation.



## On-Site Engineering Projects

specialize in **on-site engineering projects**, including fixed and floating roof storage tanks, huge site-fabricated equipments, mounded bullets, horton spheres, and the fabrication and erection of equipments.



## Maintenance & Inspection Services

Our services also include the **maintenance, inspection, and repair** of crude oil storage tanks, aluminum dome roof tanks, and process plant equipments. Furthermore, we specialize in the **installation** of column internals and **the complete revamping** of columns and vessels, etc.

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## Metallurgies we specialize in

carbon steel, NACE, NACE + HIC, stainless steel, duplex steel, inconel, monel, alloy steel, hastelloy and clad steel in all metallurgies.



# PROCESS PLANT EQUIPMENT

Pressure Vessel



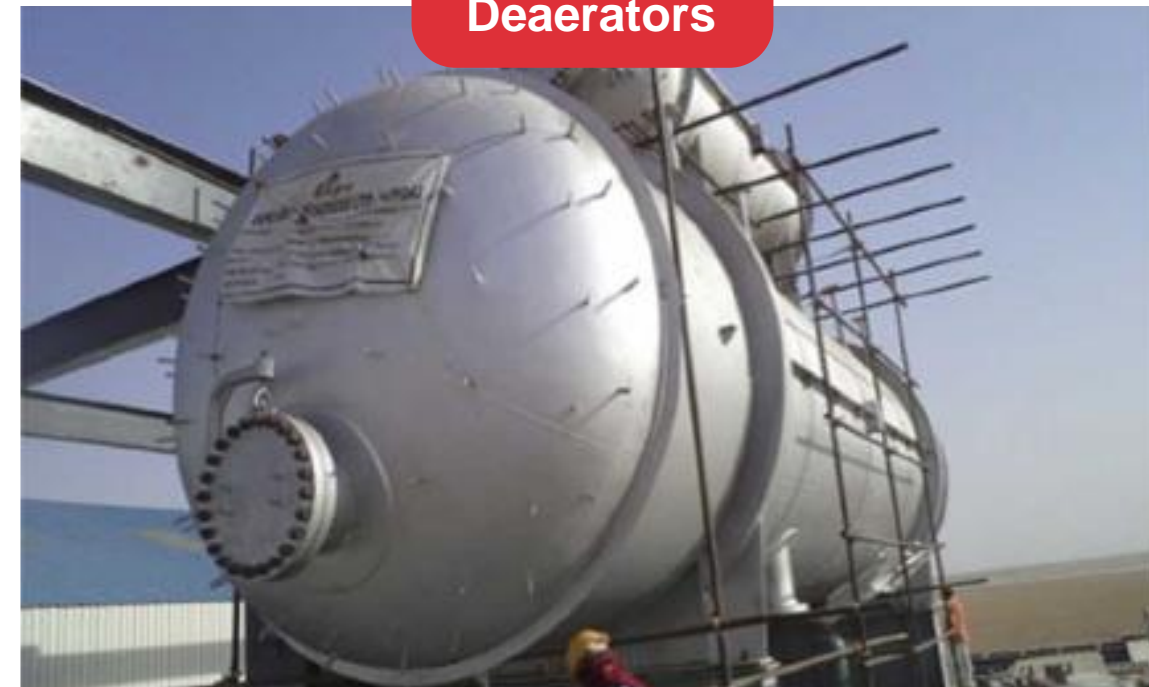
Column / Towers



Heat Exchanger



Deaerators



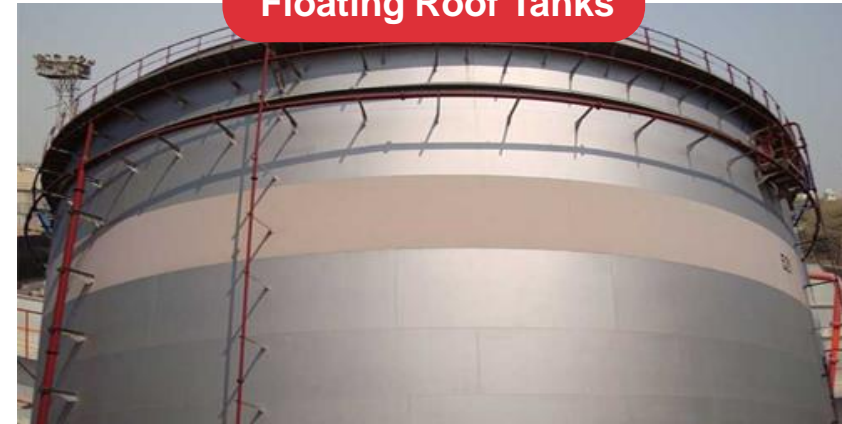


# ON-SITE ENGINEERING PROJECTS

Cone / Dome Roof Tanks



Floating Roof Tanks



Horton Spheres



Column Internals & Revamp



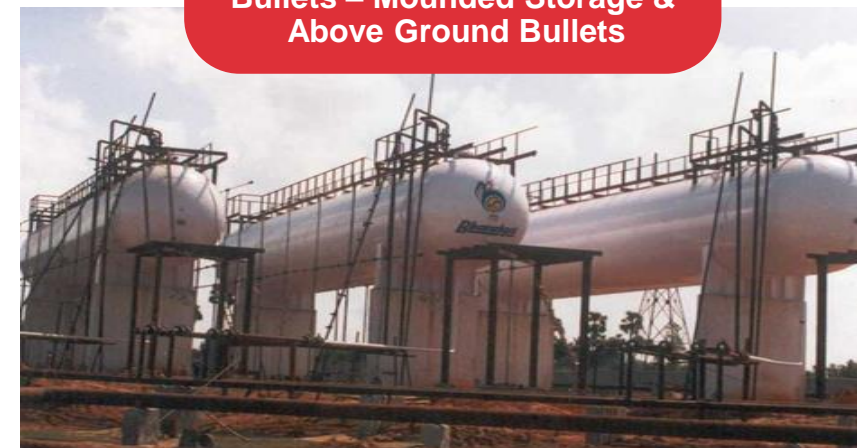
Maintenance, Shut Down / Revamp



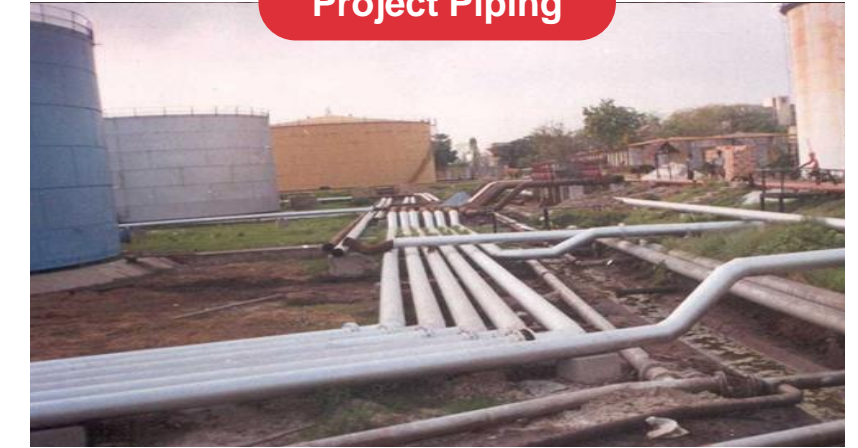
Fabrication & Erection of Equipments



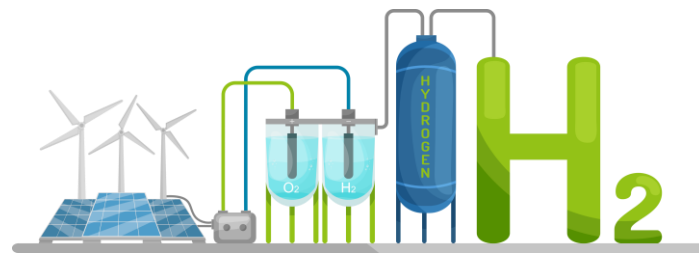
Bullets – Mounded Storage & Above Ground Bullets



Project Piping



# INDUSTRIES CATERED



GREEN HYDROGEN



CHEMICALS



POWER



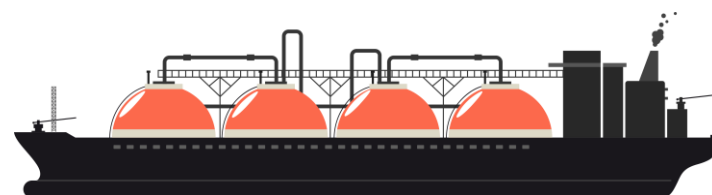
REFINERIES



PHARMACEUTICALS



STEEL



LNG



PETROCHEMICALS



FERTILIZER



# KEY STRENGTHS



## Experienced Management

Over 5 decades of experience in this business - supported by team of professionals with more than 2 decades of experience



## Cost effective and Quality Manufacturing

Certified as an authorized ASME U & R stamp manufacturer - manufacturing custom made equipment



## Strong Geographical Footprint

Exporting tailor-made equipment to Indonesia, Russia, Israel, USA, Bangladesh and other countries

## Strong Brand value and repeat Customer orders

- Well-diversified presence across **Oil & Gas , Petrochemicals, LNG Chemicals, Pharmaceuticals, Steel Sector fertilizers, Agrochemicals, and Specialty Chemicals** industries.
- Majority of clients are long-term partners, with a significant portion associated with the Company for over **5–10 years**
- High level of client stickiness with repeat business forming a large share of revenues.



# MANUFACTURING CAPABILITIES



- Our manufacturing facility is strategically located in Murbad, Thane, approximately 90 kms north of Mumbai, covering a total plot area of nearly 5 acres (20,234.3 Sq. M)
- The main fabrication bay measures 120 Mtrs in length, 20 Mtrs in width. In 2009, this bay was further extended by an additional 42 Mtrs in length, increasing the height below the crane hook to 9 Mtrs.

AREA ALLOCATION	SIZE
Heavy Fabrication Bay	4,000 Sq. M
Medium & Light Fabrication Bay	3,473 Sq. M
Open Yard Facility	11,324 Sq. M

MATERIAL HANDLING EQUIPMENTS	SIZE
Electric Overhead Travelling Cranes	Up to 75 MT
Hydraulic Jacks	Up to 150 MT
CNC Profile cutting Machine	100 mm Oxy Fuel & 35 mm Plasma

EQUIPMENT DIMENSIONS	SIZE
Diameter of equipment	Up to 9 Mtrs
Length of equipment	Up to 120 Mtrs
Weight of equipment	Up to 350 Ton
Tube Sheet Thickness	Up to 300 mm
Maximum Plate Width	2.5 Mtrs & 3 Mtrs
Rolling Capacity of Plate	Up to 70 mm x 3 Mtrs width

PROCESS	EQUIPMENT
Submerged Arc Welding	SAW mounted on Column, Boom & Trolley type DC Power Sources – 1500, 1000 Amp Bode Long Seamer
Flux Cored Arc Welding	Thyristorised Rectifier (CC/CV)
Gas Tungsten Arc Welding	High Frequency Units Invertors
Automatic Shot Blasting Machine	Blast Wheel Size: 349 mm Ø

# MARQUEE CLIENTS



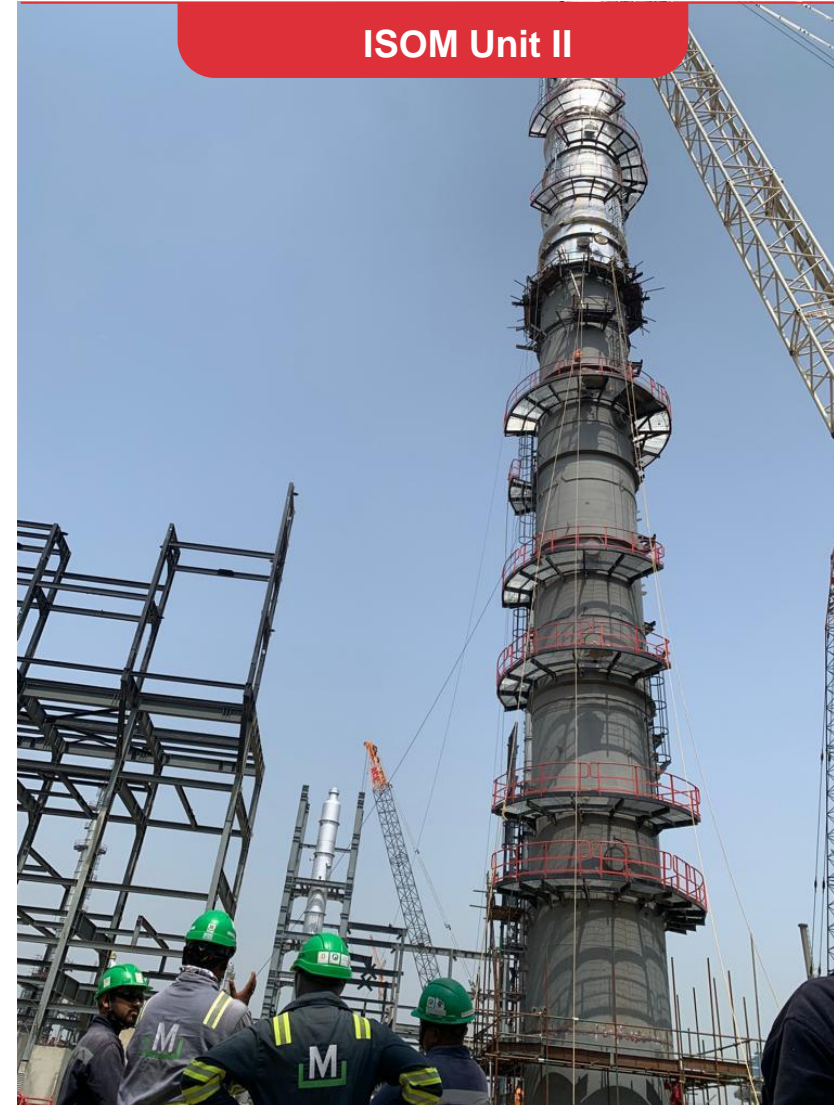


# NO OF PROJECTS

Naptha Hydrotreating



ISOM Unit II



IOCL Panipat Refinery



ABSORBER COLUMN FOR  
GSPC



Storage Tanks for RIL



Pressure Vessel for Gulf Farabi



PRESSURE VESSEL FOR GULF FARABI SAUDI ARABIA  
DIA 5.5M LENGTH 25M WEIGHT 83MT





# FINANCIAL Highlights

# Q1 FY26 CONSOLIDATED FINANCIAL HIGHLIGHTS



Rs **17.85** Cr  
Revenue



Rs **1.91** Cr  
EBITDA



Rs **1.04** Cr  
PAT



Rs **111.21** Cr  
Order book



Rs **0.46**  
Earnings Per Share



# REVENUE BREAKUP- Q1FY26



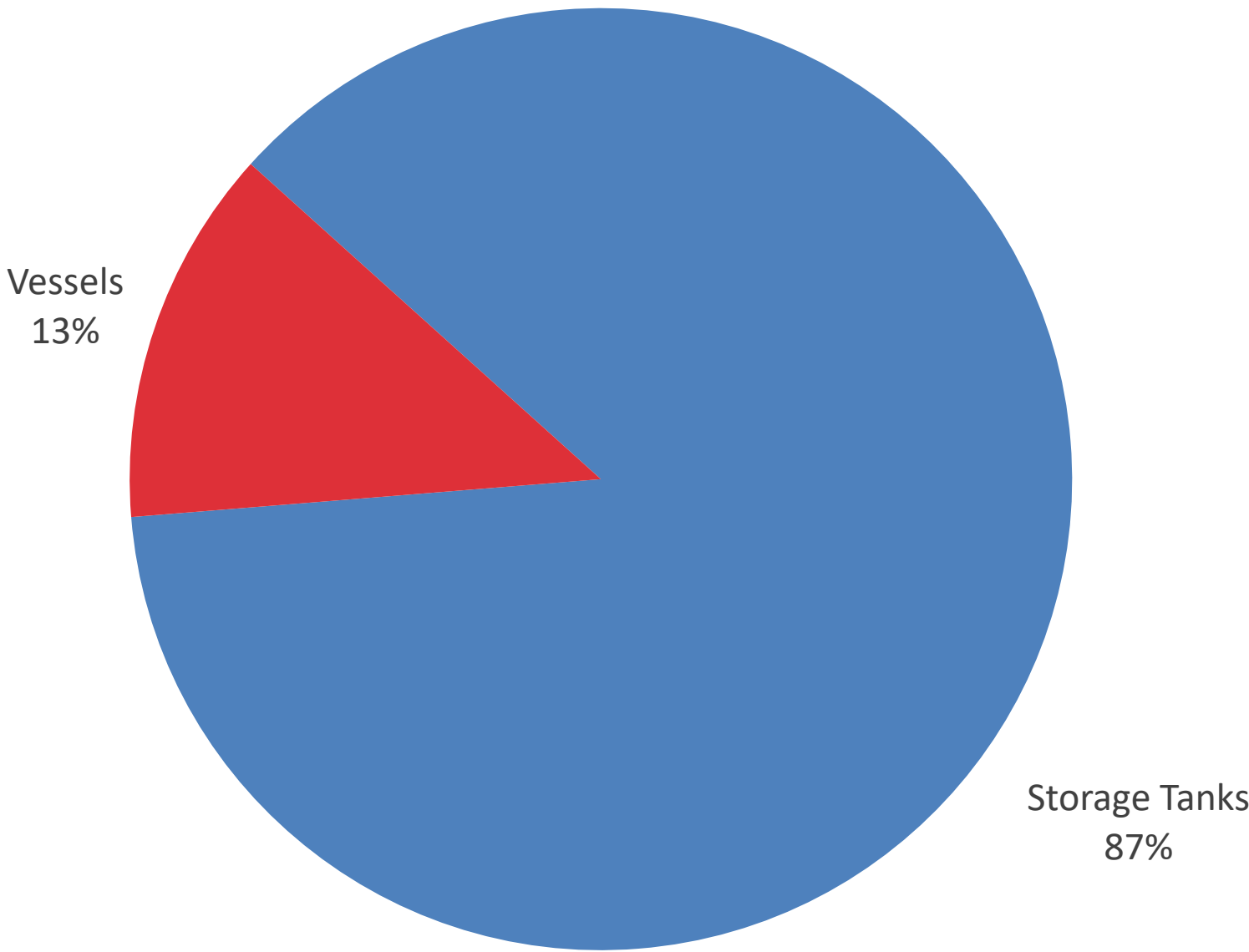
By Product

PARTICULARS (RS IN CR)	AMOUNT	%
Storage Tanks	15.53	87%
Vessels	2.31	13%
Total	17.84	100%

By Geography

PARTICULARS (RS IN CR)	AMOUNT	%
Gujarat	10.70	60%
Rajasthan	0.96	5%
West Bengal	1.74	10%
Maharashtra	32.73	31%
Tripura	0.11	1%
Orissa	2.28	13%
Karnataka	0.52	3%
Maharashtra	1.54	9%
Total	17.84	100%

Revenue Bifurcation By Product



# ORDER BOOK SPLIT- Q1FY26



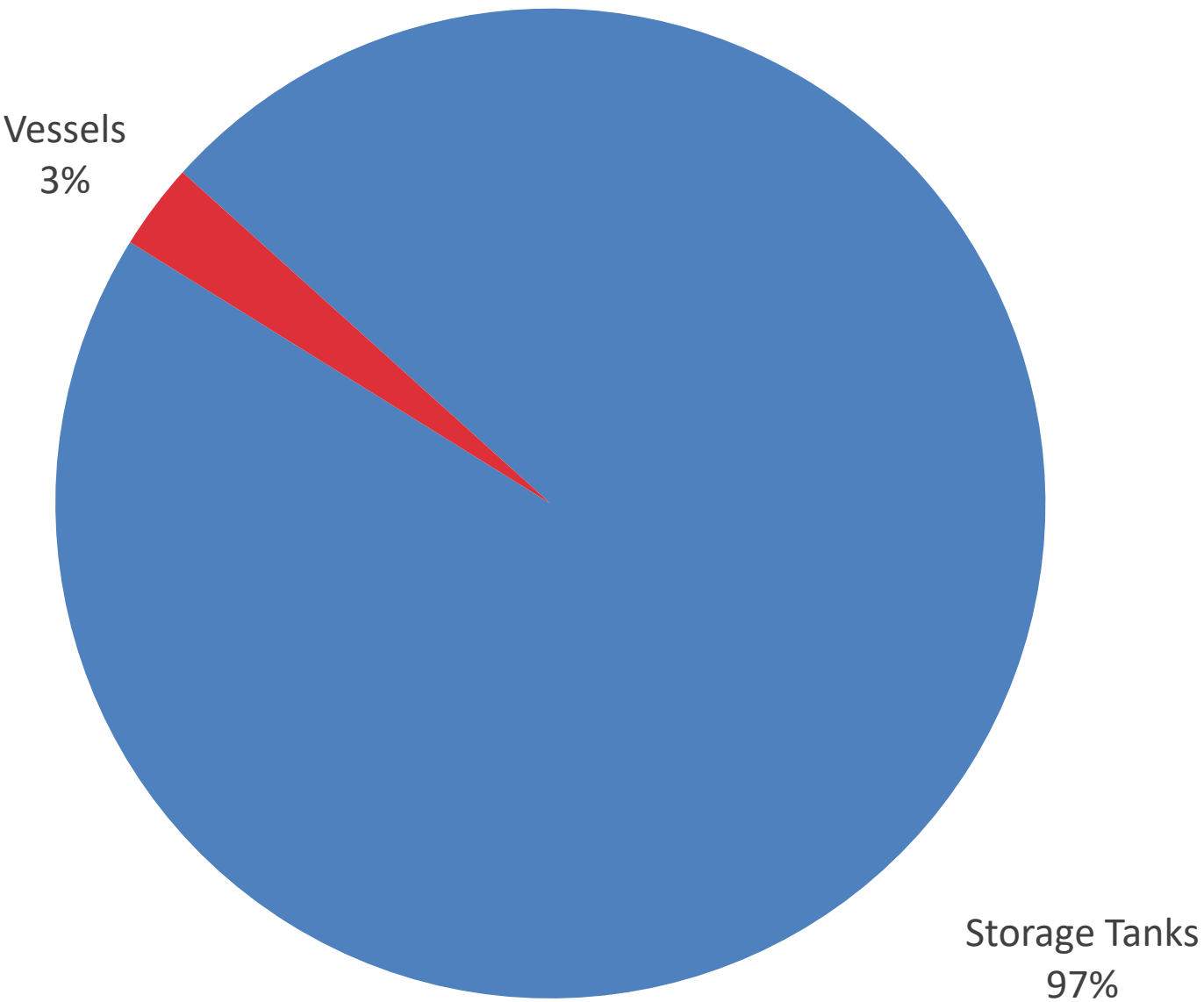
By Product

PARTICULARS (RS IN CR)	AMOUNT	%
Storage Tanks	108.08	97%
Vessels	3.13	3%
Total	111.21	100%

By Geography

PARTICULARS (RS IN CR)	AMOUNT	%
Bihar	2.61	2%
Gujarat	13.60	12%
Ladakh	10.05	9%
Maharashtra	31.33	28%
Orissa	19.26	17%
Tripura	0.21	0%
Uttar Pradesh	1.19	1%
Karnataka	1.46	1%
West Bengal	3.12	3%
Rajasthan	6.27	6%
Haryana	22.11	20%
Total	111.21	100%

Order Book Bifurcation By Product



# SIGNIFICANT DEVELOPMENTS



## Order info for this quarter

- Won an order of Rs 26.10 Cr from Indian Oil Corporation Ltd for supply, installation, fabrication, erection, testing & commissioning of tanks and their foundation work, pipelines and allied works for their LB Plant in Asaoti, Haryana.
- Also secured two orders from Reliance Industries Ltd, aggregating to Rs 1.56 Cr for the supply of carbon steel fabricated fittings for their Jamnagar site.

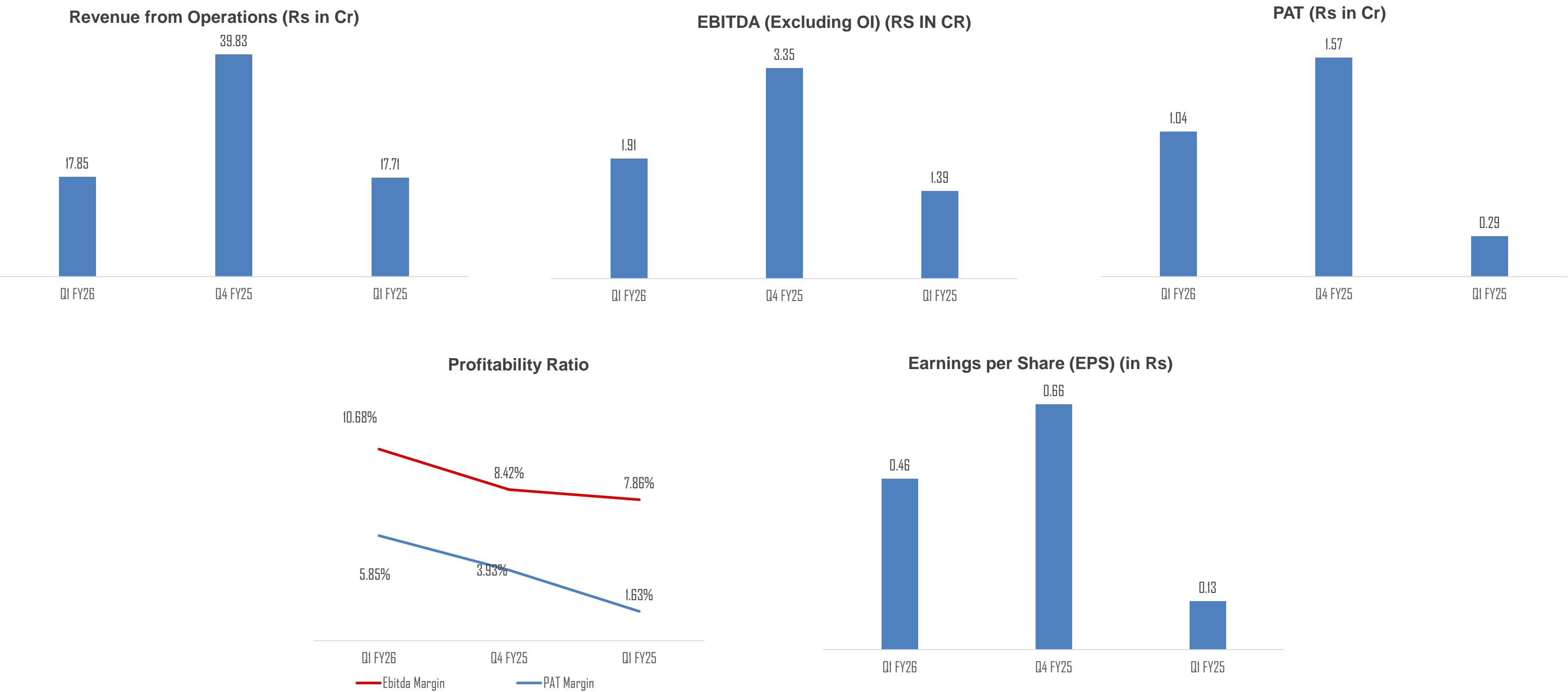


## Fund utilization & strategic fund raising

- Successfully raised funds through a preferential allotment, issuing 37,60,000 equity shares aggregating to Rs 7.52 Cr in Q1 FY25.
- These funds have been fully utilized in the following manner:
  - Funding working capital requirements- Rs 4.00 Cr
  - CAPEX requirements- Rs 2.50 Cr
  - Bidding for new projects & hiring new engineering professionals- Rs 1.02 Cr
- Furthermore, the Company is raising Rs 22.02 Cr by issuing 31,45,715 convertible warrants into equity shares to Promoter and Non-Promoters on preferential basis



# CONSOLIDATED FINANCIAL PERFORMANCE— QUARTERLY

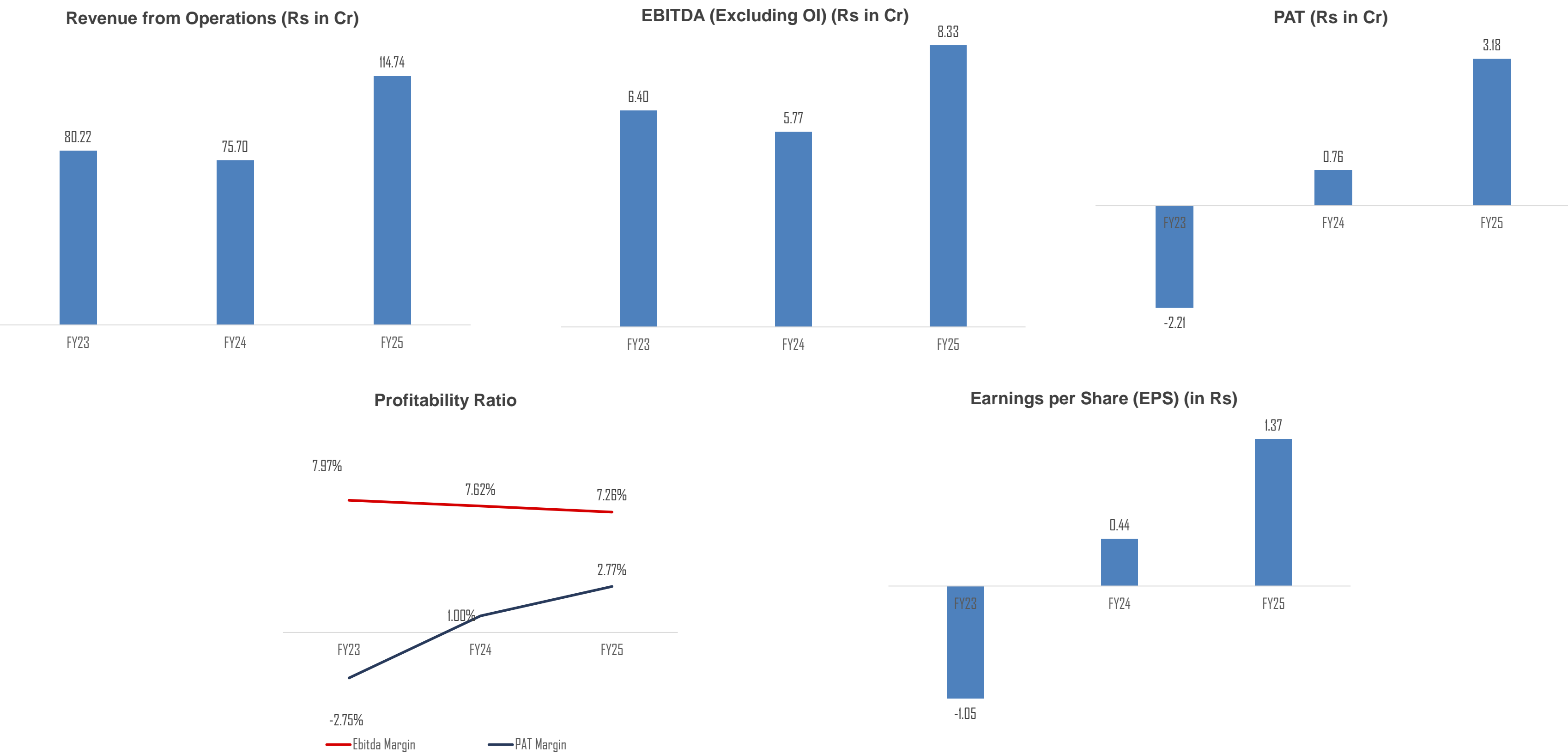


# CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (Rs. Cr)	Q1 FY26	Q1 FY25	YoY%	Q4 FY25
<b>Revenue from Operations</b>	<b>17.85</b>	<b>17.71</b>	<b>0.78%</b>	<b>39.83</b>
Other Income	0.00	0.00		0.15
<b>Total Revenue</b>	<b>17.85</b>	<b>17.71</b>	<b>0.78%</b>	<b>39.98</b>
Cost of Raw Materials	4.61	3.33		9.43
Employee Benefit Expenses	2.15	1.93		3.20
Other expenses	9.19	11.05		23.85
<b>EBITDA (Excl. Other Income)</b>	<b>1.91</b>	<b>1.39</b>	<b>36.91%</b>	<b>3.35</b>
<b>EBITDA Margin (%)</b>	<b>10.68%</b>	<b>7.86%</b>	<b>282 bps</b>	<b>8.42%</b>
Depreciation and Amortization	0.11	0.11		0.05
Finance Cost	0.76	1.00		0.95
<b>PBT</b>	<b>1.04</b>	<b>0.29</b>	<b>262.93%</b>	<b>2.50</b>
Total tax	0.00	0.00		0.93
<b>PAT</b>	<b>1.04</b>	<b>0.29</b>	<b>262.93%</b>	<b>1.57</b>
<b>PAT Margin (%)</b>	<b>5.85%</b>	<b>1.63%</b>	<b>422 bps</b>	<b>3.93%</b>
<b>Basic EPS (Rs.)</b>	<b>0.46</b>	<b>0.13</b>	<b>253.85%</b>	<b>0.66</b>

# CONSOLIDATED FINANCIAL PERFORMANCE- ANNUAL





# CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (Rs. Cr)	FY25	FY24	FY23
Revenue from Operations	114.74	75.70	80.22
Other Income	0.15	0.13	0.13
<b>Total Revenue</b>	<b>114.89</b>	75.83	80.35
Cost of Raw Materials	40.57	22.43	25.65
Employee Benefit Expenses	10.53	10.36	9.07
Other expenses	55.31	37.14	39.10
<b>EBITDA (Excl. Other Income)</b>	<b>8.33</b>	5.77	6.40
<b>EBITDA Margin (%)</b>	<b>7.26%</b>	7.62%	7.97%
Depreciation and Amortization	0.46	0.44	0.46
Finance Cost	3.91	4.40	4.56
<b>PBT</b>	<b>4.12</b>	1.02	(2.32)
Total tax	0.93	0.26	(0.11)
<b>PAT</b>	<b>3.18</b>	0.76	(2.21)
<b>PAT Margin (%)</b>	<b>2.77%</b>	1.00%	(2.75%)
<b>Basic EPS (Rs.)</b>	<b>1.37</b>	0.44	(1.05)

# CONSOLIDATED BALANCE SHEET



Liabilities Rs. Crs	As on 31st March 2025	As on 31st March 2024
<b>Equity</b>	<b>31.84</b>	<b>21.19</b>
Equity Share Capital	9.12	7.61
Other Equity	22.72	13.58
Minority Interest	0.00	0.00
Share application Money pending allotment	0.00	0.00
<b>Non-current liabilities</b>	<b>5.33</b>	<b>7.30</b>
Borrowings	0.95	2.00
Trade Payables	4.23	5.10
Deferred Tax Liabilities	0.16	0.20
<b>Current liabilities</b>	<b>44.75</b>	<b>50.34</b>
Short term Borrowings	30.19	38.92
Trade Payables	11.13	5.22
Short term Provisions	3.43	6.20
Current Tax Liabilities ( Net )	0.00	0.00
<b>Total Equities &amp; Liabilities</b>	<b>81.92</b>	<b>78.83</b>

Assets Rs. Crs	As on 31st March 2025	As on 31st March 2024
<b>Non-current assets</b>	<b>9.27</b>	<b>9.76</b>
Property, Plant and equipment	4.90	3.14
Intangible Assets	0.00	0.00
Non Current Investments	0.00	0.00
Long term Loans & Advances	0.91	0.87
Trade Receivables	2.39	4.96
other non current asset	1.07	0.79
<b>Current assets</b>	<b>72.65</b>	<b>69.08</b>
Inventory	40.79	48.43
Trade Receivables	20.49	4.85
Cash & Cash Equivalents & Bank Balances	0.01	0.03
Bank Balances other than above	3.04	2.04
Loans	8.32	13.72
<b>Total Assets</b>	<b>81.92</b>	<b>78.83</b>

A low-angle, blue-tinted photograph of an industrial construction site. Several tall cranes and complex scaffolding structures are visible against a clear sky. The perspective makes the structures appear to converge towards the top of the frame.

# Industry | Opportunity



# INDUSTRY OPPORTUNITY



## SOARING ENERGY REQUIREMENTS

- Oil demand to **double to 11 million barrels/day by 2045**.
- Diesel demand expected to reach **163 MT by 2029-30**, covering 58% of oil demand by 2045.
- Natural gas consumption to grow by **25 BCM until 2024**, supported by LNG imports.



## Robust Policy & Investment Climate

- **100% FDI** allowed in upstream & private refining projects.
- Union Budget 2025-26 allocated **₹5,597 crore (US\$ 640 million)** for Phase II of ISPRL to expand underground petroleum storage.



## STRATEGIC OPPORTUNITIES FOR EXPO ENGINEERING & PROJECTS LTD

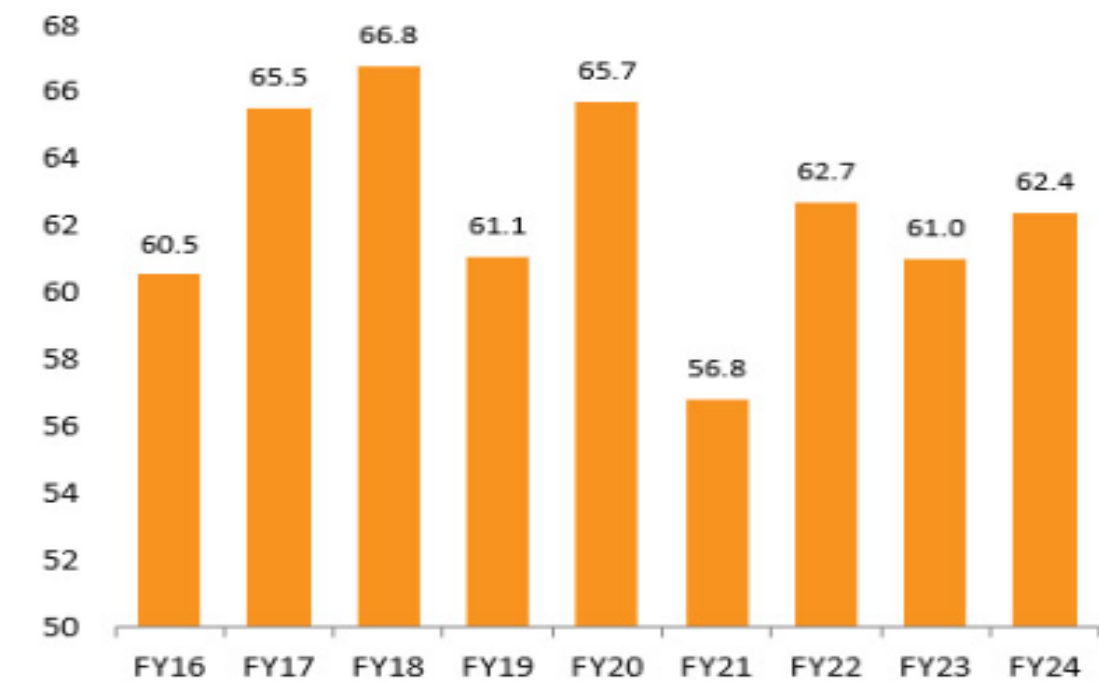
With India's crude oil imports projected to exceed 5.8 million barrels/day and LNG imports rising to ~35,000 MMSCM in 2025, along with plans to expand strategic petroleum reserves and strong petroleum exports (~65–68 MMT expected in FY25), there is a significant opportunity for Expo Engineering & Projects Ltd to supply advanced high-pressure storage vessels, and specialized containers, positioning the company to capitalize on the growing need for safe, reliable oil and gas storage solutions.



## ACCELERATING REFINING & STORAGE EXPANSION

- Refining capacity rose from 215.1 to **256.8 MMTPA**, projected to **309.5 MMTPA by 2028**.
- 50% commercialization of **Strategic Petroleum Reserves (SPR)** underway to fund new storage capacity.
- Expected **US\$ 25 billion** investment in exploration, production & infrastructure.

Exports of Petroleum Products from India (MMT)



Source: Ministry of Petroleum and Natural Gas, (MMT - Million Metric Tonnes)

# INDUSTRY OPPORTUNITY



## INDIA'S SPR EXPANSION PLANS



6 new strategic reserve sites planned, targeting **90 days of crude backup** (up from ~77 days).



Oil companies in India are **rapidly expanding petrochemical and refining** capacities to meet rising demand..

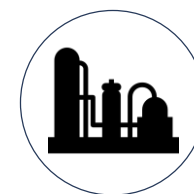


Current reserves cover just 9.5 days; expansion will **significantly increase national storage capacity**.

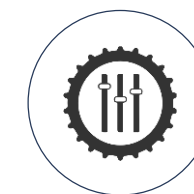
## WHY THIS MATTERS

- India imports **85% of crude oil**; disruptions (e.g., Strait of Hormuz risks) can cripple supplies.
- Recent West Asia tensions highlight the need for larger reserves.
- Each 1 MMT reserve requires **~₹2,500 crore investment**, creating multi-billion-dollar demand for storage solutions.

## EXPO ENGINEERING AND PROJECTS LTD : POSITIONED TO LEAD



Proven expertise in **heavy engineering and specialized storage tanks**.



Capability to deliver **customized, large-scale storage solutions**



track record of serving oil & gas, defense, and energy sectors — making Expo a natural partner for upcoming SPR projects.





**WAY** | Ahead

Continue bidding for projects aligned with our strengths and capacity, sustaining our track record in tender wins.

Upgrade qualifications to participate in large-value tenders, targeting the elite bracket with less competition and higher value addition.

Leverage upgraded manufacturing facilities to ensure faster production cycles and timely deliveries.

Expand customer base beyond Public Sector Oil companies, focusing on sectors such as Chemicals and Steel manufacturing.

Enlist with overseas Project Management Consultants to increase export share in heavy engineering equipment.

Explore manufacturing of equipment using exotic materials for high-value, precision-engineered products with enhanced capabilities.



# THANK YOU!

## Contact us



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