

August 06, 2025

To

National Stock Exchange of India Limited Exchange Plaza

5th Floor, Plot No. C/1, G Block, Bandra – Kurla Complex, Bandra (E), Mumbai – 400 051

SYMBOL: ELLEN

To

BSE Limited

New Trading Ring, 2nd Floor, Rotunda Building, P.J. Towers, Dalal Street, Mumbai – 400 001

SCRIP CODE: 544421

<u>Sub: Copy of Investor Presentation- Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.</u>

Dear Sir/Madam,

Pursuant to Regulation 30 read with Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations, 2015'), please find enclosed herewith copy of "Investor Presentation" for the investors/analysts call scheduled on Thursday, August 07, 2025, at 04:00 PM (IST).

The same is also disseminated on the website of the Company.

Please take the above information on record.

Thanking You. Yours faithfully,

For Ellenbarrie Industrial Gases Limited

Aditya Keshri Company Secretary and Compliance Officer Membership No.: A73390





Safe Harbour Statement

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements.

These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realised.

The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

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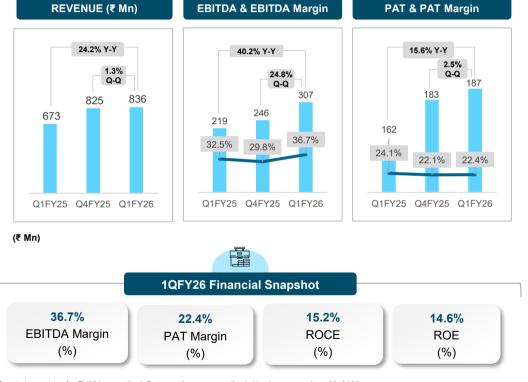


- 1 Financial and Operating Performance
- 2 Company Overview
- 3 Industry Overview

4 Historical Financial Statements



Financial Highlights

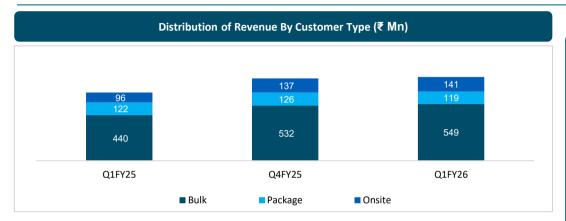


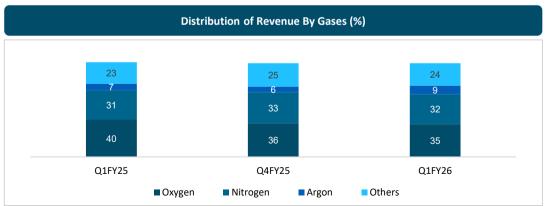
Financial Highlights

- Revenue increased by 24.2% year-on-year to ₹836 million, with a sequential growth of 1.3% quarter-onquarter.
- EBITDA grew significantly by 40.2% year-on-year to ₹307 million, along with an expansion in EBITDA margin to 36.7%
- Margin improvement was driven by higher utilization of the newly commissioned plant along with effective cost rationalization measures
- Profit After Tax (PAT) rose by 15.6% year-on-year to ₹187 million, leading to an improved PAT margin of 22.4%

^{*}Quarterly numbers for FY25 is unaudited. Return ratios are annualized. Numbers as on June 30, 2025

Operational Highlights (1/2)





Operational Highlights

- Continued growth fueled by commissioning of new facilities over coming quarters. We expect momentum to continue into FY26
- Two major projects progressing as planned
 - Uluberia 2 which is a merchant plant (220 TPD) operational since Oct 2024
 - Onsite plant (320 TPD) set for Q4 FY26 launch
- Increase in Argon volumes during the quarter and shift to inhouse production drove margin improvement. Argon revenues as percentage of overall revenue continue to see increase.
- IPO funds deployed to reduce debt; company now in a net cash position

Operational Highlights (2/2)

Distribution of Revenue By End Use Segment (%)					
Q1FY25			Q1FY26		
23%	å,	Pharma & Chemicals	24%		
40%		Steel	29%		
10%	9 0 6 8	Dealer & Retail Network	18%		
8%	※	Healthcare	8%		
7%	Rai	lway, Aviation, Aerospace & Space	9%		
12%	 	Others	13%		

Operational Highlights

- During the quarter new capacities are gradually ramping up.
- Customer profile by end-use segment getting further diversified with highest contribution from single sector at 29%.
- Contribution from dealers has increased. We expect to get incremental volumes from direct customers as longer term contracts are signed.
- This will further aid margin profile over the next few quarters

Acquisition of Truair Industrial Gases



Acquired Entity

Truair Industrial Gases, a partnership firm based in Bengaluru, Karnataka



Business Background

Truair Industrial Gases is a business primarily involved in operation of a cylinder filling station for industrial gases as well as marketing & trading of such gases



Industry

Company operates in the industrial & medical gases sector, including a cylinder filling station & trading/marketing of industrial gases



Rationale for Acquisition

The acquisition adds retail presence in the **Bangalore market**, complements our existing capabilities and enables us to leverage Kurnool production facilities to serve customers in Bangalore



Regulatory Approvals

No governmental or regulatory approvals are required for this acquisition



Timeline

The acquisition is expected to be completed within 45 days from the date of the agreement



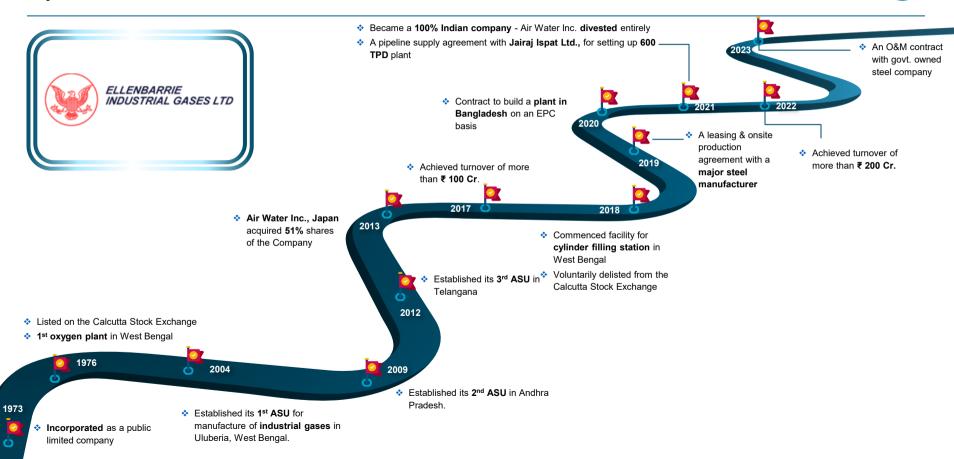
Consideration

The total consideration for the acquisition is Rs. 5.40 crore in an all-cash deal for 100% shareholding

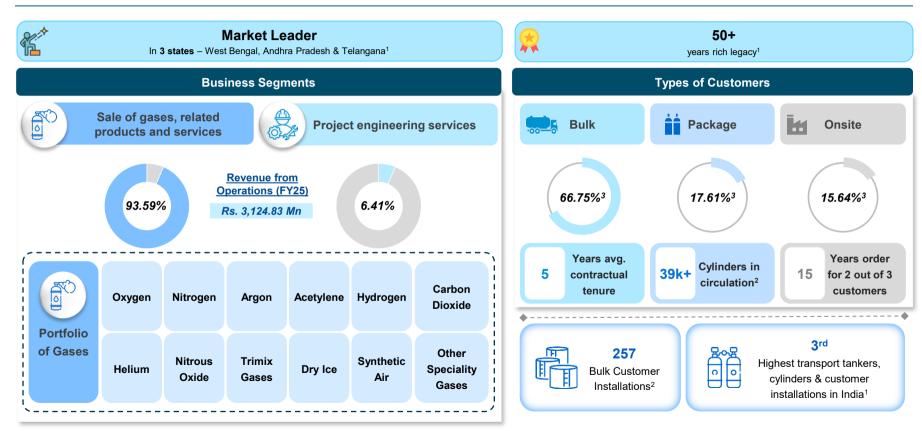


The Evolution

Major Events and Milestones



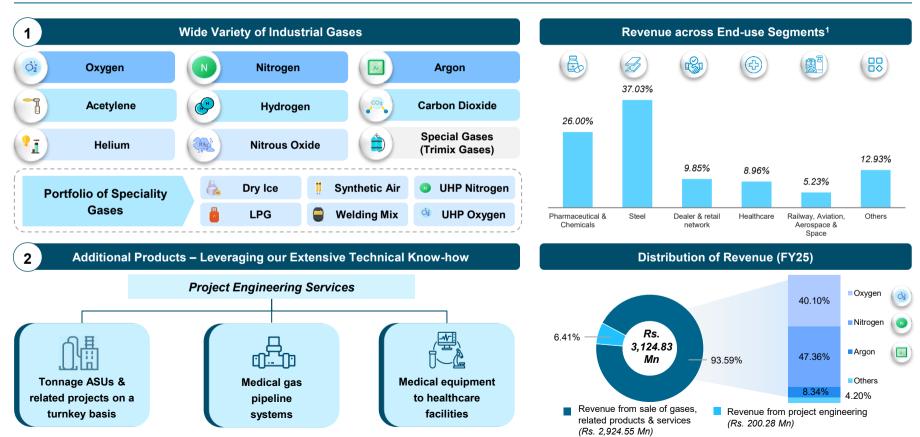
Ellenbarrie – At a Glance



^{1.} As per F & S Report 2. As of March 31, 2025 (Fiscal 2025) 3. As %age of revenue from Sale of gases, related products and services in FY25

Comprehensive Product Portfolio, Catering to Diverse Industries

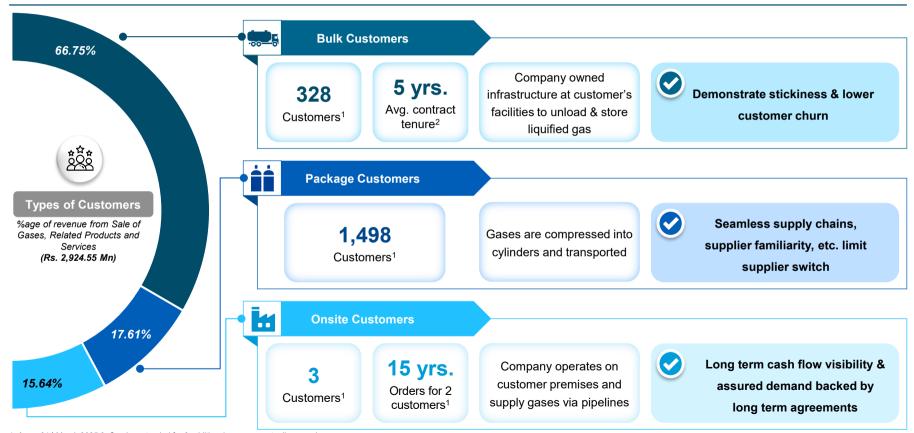
Enabling the Company to Limit Reliance by Generating Revenue across End-use Industries



^{1.} Percentage of Revenue from Sale of Gases, Related Products and Services in FY25

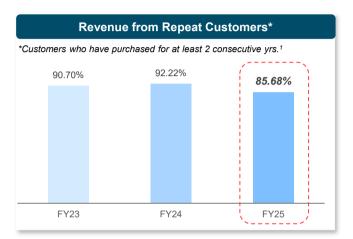
Long Standing Customer Relationships Leading to Stable Cashflows

Presence across Multiple Modalities of Supply Provides Flexibility and Convenience to Customers

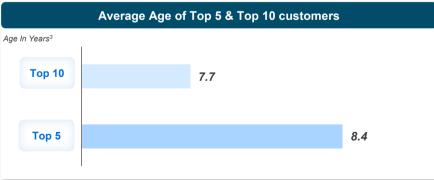


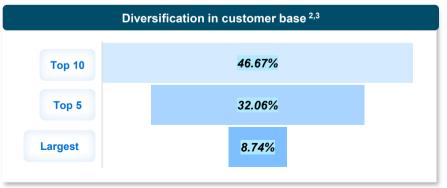
High Customer Stickiness & Minimized Concentration Risks

Deep Customer Relationships & Long-term Operating History





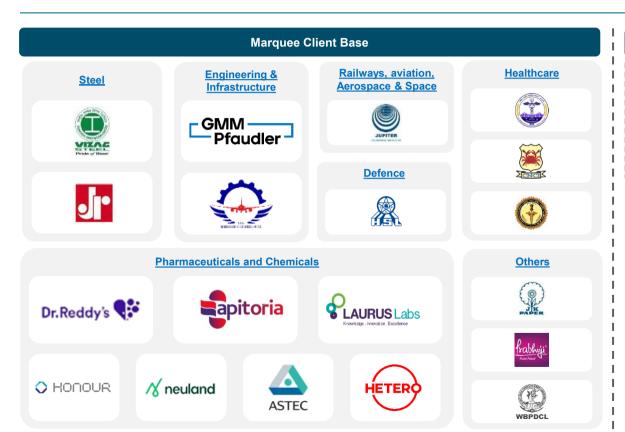


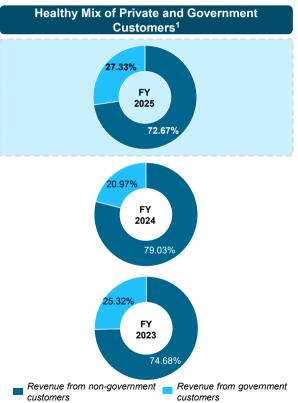


^{1.} Percentage of Revenue from Sale of Gases, Related Products and Services 2. Percentage of Revenue from Operations 3. As on/for the year ended 31st March 2025

Diversified Customer Base

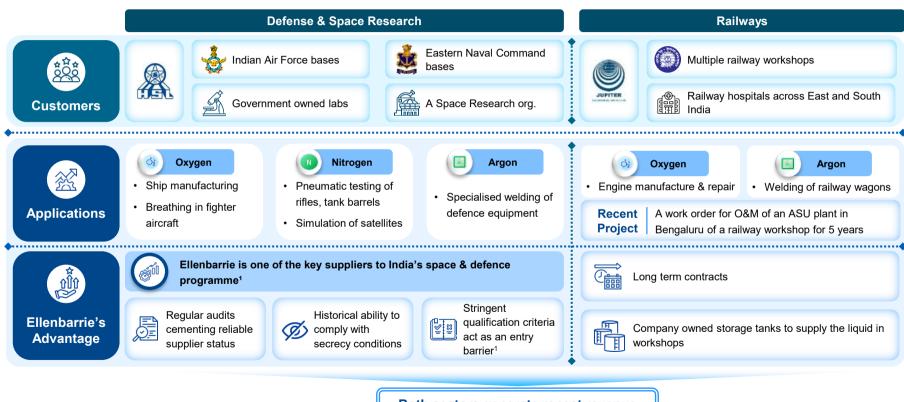
Established Relationships with Several Indian Customers across Industries





Reliable Supplier to India's Defence, Railways & Space Research

Repeat Business from Notable Organizations



Both sectors generate repeat revenue

Expansive Operational & Distribution Capabilities (1/2)

Strategically Located Facilities in East and South India Providing Proximity to Key Customers





1 s

Hydrogen Electrolyser set up in Eastern India¹

3rd

Highest transport tankers, cylinders & customer installations in India¹





4

Onsite Facilities



3

Bulk Distribution Facilities



2

Standalone Cylinder Filling Stations

Expansive Operational & Distribution Capabilities (2/2)

Onsite Facilities Capacity **Facility** Contract Type of Gross Utilisation Location Capacity² Years Order (FY25)3 106 MT per 104.37% dav Leasing & 15 O&M Kharagpur, 70 MT per day 92.70% West Bengal 170 TPD# 2,500 MT per Work order Nagarnar, 65 90% Chhattisgarh for O&M dav 600 TPD Kurnool. Leasing & Andhra (inc. 240 TPD NA 15 O&M **Pradesh** for bulk mfg.)

Facility Location	Gross Capacity ²	Capacity Utilisation (FY25) ³		
Uluberia, West Bengal	115 TPD	96.19%		
	100 H2 & 50 UHP O2 m³ per hour	32.86%		
	220 TPD##	-		
Jadcherla, Telangana	130 TPD	97.47%		
Parawada, Andhra Pradesh	170 TPD	104.56%		

Bulk Distribution Facilities

Cylinder Filling Station

39,560+

Cylinders Network²

Uluberia, West Bengal

Parawada, Andhra Pradesh

> Jadcherla, Telangana

Kalyani, West Bengal

Panagarh, West Bengal

Standalone

With bulk manufacturing facilities

#Expansion undertaken wef Jan'25

##expected to be commissioned in Oct' 25

Additional Expansion North India Capacity 220 TPD West Bengal Capacity 250 TPD

Operational KPIs

	Fiscal 2023	Fiscal 2024	Fiscal 2025
Facilities Operated	6	8	9
Number of Facilities under Construction or Implementation ¹	1	2	1
Total Operational Capacity (tons Per Day)	591	3,691	3,861
Capacity under Construction (Tons Per Day) ²	600	390	220
Number of Bulk Customer Installations ³	176	197	257

^{1.} Number of Facilities under Construction or Implementation as at the end of each periods. 2. Capacity under Construction pertains to gross installed capacity of facilities under construction or implementation as at the end of each periods. 3. Number of Bulk Customer Installations number of storage tanks installed and owned by the Company within the premises of its Bulk customers.

Catering to Diverse End-use Industries



Pharma and Chemicals

Oxvaen

 Fermentation for biopharma applications

Nitrogen

- Controlled atmosphere in Reactors
- · Coolant for reactor cooling

 Reactions for molecular synthesis

Hvdrogen

Argon, Helium & Synthetic Air

 Laboratory purpose

Steel

Oxygen

- · Air Enrichment in blast furnace
- · Oxygen Assisted Melting
- Scrap reprocessing
- · Ferro allovs manufacturing

Nitrogen

- Converter blowing for stainless steel
- · Pulverised coal Injection In blast furnace
- · Blanketing In blast furnace

Argon

- Converter Blowing for stainless steel
- · Manufacture of ferro allovs

R

Defence

 Ship manufacture and repair

Oxygen

Breathing In fighter aircraft

Nitrogen

tank barrels aircraft

 Pneumatic testing of rifle,

Argon

 Specialized welding

Healthcare

Oxygen

 Assisted breathing

Nitrogen

· Cell and sample preservation

Nitrous Oxide

Anaesthetic

Carbon Dioxide

Gastro surgery

Railways, Aviation, Aerospace and Space

Oxygen

 Manufacture and repair of engines, wagons

Helium

Laboratory

purpose

Argon

· Welding for railway wagons

Nitrogen

Simulation of satellites



Engineering and Infrastructure

Oxygen

· Steel cutting and welding

Acetylene

· Steel cutting and welding

Argon, CO2 and their mixtures

MIG,TIG welding



Petrochemicals

Nitrogen

- Inerting and blanketing of hydrocarbons systems
- Enhanced recovery from oil wells
- Moving product through pipelines

Others

Nitrogen

- Boiler cleaning in power plants
- Controlled atmosphere for food packaging

Experienced Board of Directors and Management Team

Strong Team with Proven Track Record of Performance



Padam Kumar Agarwala Chairman & Managing Director

40+ years experience

- Bachelor's degree in commerce from St. Xavier's College (autonomous).
- Oversees eastern region & responsible for implementing business plans & setting governance standards



Varun Agarwal
Joint Managing Director

15+ years experience

- Bachelor's degree in science (economics) from London School of Economics.
- · Master's degree in philosophy from Cambridge University, England
- Oversees the southern region & responsible for optimising financial performance
- · Previously worked at Lehman Brothers



Pawan Marda Non-Executive Independent Director



Seema Sapru Non-Executive Independent Director



Soumitra Bose Non-Executive Independent Director



Ajit Khandelwal Non-Executive Independent Director



K. Srinivas Prasad Chief Financial Officer



Aditya Keshri
Company Secretary and
Compliance Officer

Establishing a Pan-India Presence

Servicing More Customers & Increasing Access to Customers via Additional Capacities & Strategic Acquisitions

Create a Healthy Mix of Merchant and Onsite Business

Onsite Business



Acquire additional customers, specifically targeting customers in North & West India



Enter into similar arrangements of supplying products from company factory on their premises

- Infrastructure integration with customers
- Reduced customers' inclination to seek alternative suppliers
- Long term demand visibility & assured cashflows

Merchant (Bulk & Packaging) Business



Increase automation in the manufacturing & packaging process



Better distribution of assets such as cylinders



Set up manufacturing & packaging units across India

Expand Manufacturing Capacity

Location	Uluberia, West Bengal	West Bengal	North India
Plant	ASU	Additional Plant	Liquid ASU and CFS
Capacity	220 TPD	250 TPD	220 TPD
Commissioned by	Oct' 2025	Oct' 2025	Dec' 2025

Grow through Strategic Acquisitions & Alliances



Utilizing the presence of smaller players to consolidate market position



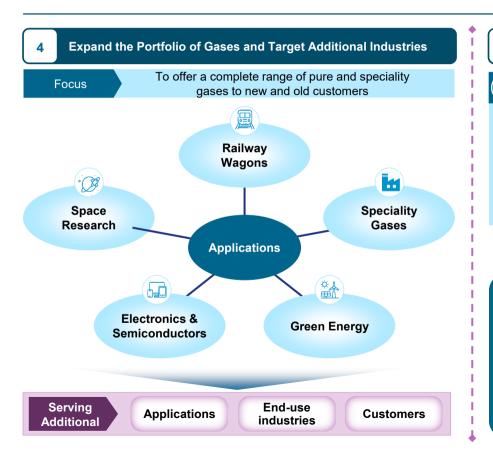
Strengthen & expand product portfolio



Unlocking operational efficiency & synergy benefits

Expanding the Product Portfolio – Gases & Plant Manufacturing

Innovating and Updating Offerings to Target Evolving Requirements of Customers

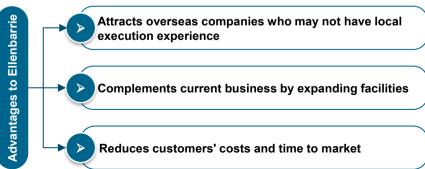


Initiate Plant Manufacturing to become a One-stop Solution for Customers

#1) Present Scenario (#2) Future Outlook – Enable

- Source & assemble the infrastructure from other suppliers
- 2. Only perform operation & maintenance

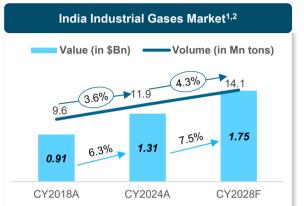
- #2 Backward Integration
- Be involved in manufacturing certain parts of the plants
- 2. Setting up manufacturing plants across India

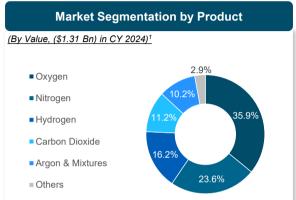


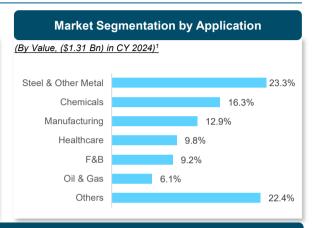


Industrial Gases Market is set for Substantial Expansion

Expected to grow at ~7.5% CAGR from 2024 to 2028, backed by End-Use Industries







Growth Fueled by Burgeoning End-use Sectors

Steel

\$133Bn²

Steel manufacturers

offloading gas

production to

specialized players

Chemicals \$270Bn² Rising demand for plastics, fertilizers,

& specialty

chemicals



Govt. policy to boost liquid medical oxygen infrastructure

\$59Bn² Increased healthcare spending & innovation in drug development

Industry Dominated by Multinational Organizations



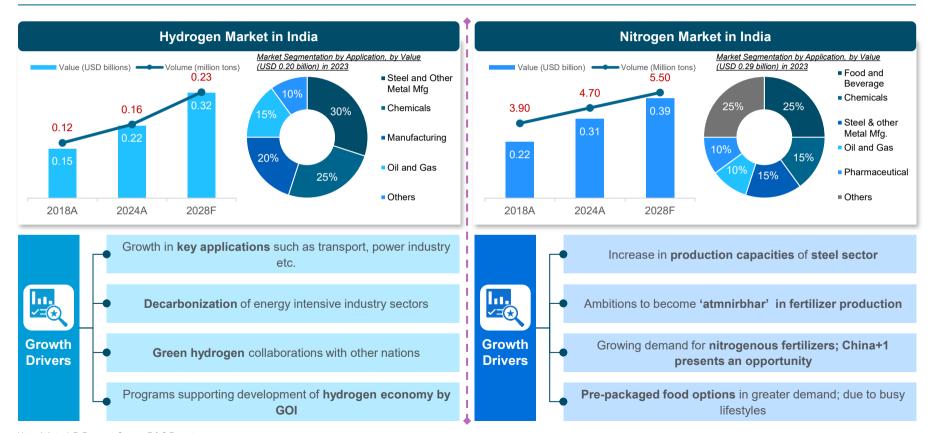


- F & S Report
- Market Sizes in India in Fiscal 2024 3. As of 31st March 2024

Opportunities in Oxygen & Argon



Opportunities in Hydrogen & Nitrogen





Financial Snapshot

Profit & Loss (INR mn)	Q1FY26	Q1 FY25	Y-Y (%)	Q4FY25	QoQ (%)
Revenue from Operations	836.3	672.9	24.3%	824.7	1.4%
Other Income	68.3	79.3		113.9	
Total Income	904.6	752.2	20.3%	938.6	(3.6%)
Expenses					
Cost of Material Consumed	8.6	8.2	4.9%	10.6	(19.2%)
Purchase of stock-in-trade	78.3	65.4		104.3	
Changes in Inventories of WIP & Finished Goods	6.4	3.3		5.6	
Power expenses	176.5	186.5		196.8	
Employee Cost	63.0	49.0	28.5%	55.0	14.5%
Finance Cost	46.1	39.0		53.9	
Depreciation and Amortisation Expense	50.9	48.5		65.0	
Other Expenses	196.6	141.7		206.6	
Total Expenses	626.3	541.5	15.7%	697.5	(10.2%)
Profit/ (Loss) Before Exceptional Items and Tax	278.3	210.7	32.1%	241.0	15.5%
Less: Tax Provision	91.2	48.8		58.6	
PAT	187.1	161.9	15.6%	182.5	2.6%

Profit & Loss Statement

(INR mn)	FY23	FY24	FY25
Revenue from operations	2,051.07	2,694.75	3,124.83
Other Income	186.03	207.28	359.49
Total Income	2,237.10	2,902.03	3,484.32
Cost of materials consumed	41.14	38.28	31.94
Purchases of stock-in-trade	222.23	533.77	333.02
Changes in inventories of finished goods, traded goods and work-in-progress	(4.58)	(23.18)	(7.78)
Power Expenses	739.73	776.62	749.15
Employee benefits expenses	144.05	160.56	227.55
Finance costs	35.48	80.27	171.40
Depreciation and amortisation expenses	113.79	100.13	207.20
Impairment loss on financial assets	63.20	46.38	21.29
Other expenses	509.42	547.02	672.30
Profit before tax and exceptional items	372.64	642.18	1,078.25
Exceptional items	0.00	0.00	0.00
Tax expense	91.22	189.29	245.36
Profit for the year	281.42	452.89	832.89
Basic and Diluted EPS	2.15	3.46	6.36

Balance Sheet

Assets (INR mn)	FY23	FY24	FY25
Property, plant and equipment	1,814.95	3,292.98	3,375.87
Capital work-in-progress	714.05	4.16	453.00
Other financial assets	458.26	439.50	1,004.32
Right of use assets	22.03	13.29	12.32
Other intangible assets	2.95	2.01	1.15
Investments	271.88	578.69	1077.38
Trade Receivables	-	-	10.00
Loans	-	80.00	57.50
Non-Current Tax Asset (Net)	144.38	85.20	30.17
Other non-current assets	184.95	190.35	347.97
Total non-current assets	3,613.45	4,686.18	6,369.68
Inventories	84.19	110.13	141.87
Investments	836.68	1,118.40	865.62
Trade receivables	394.00	453.16	826.18
Cash and cash equivalents	113.95	9.16	1.81
Other bank balances	32.05	28.30	28.35
Loans	194.00	100.00	40.00
Other financial assets	50.77	53.37	42.71
Other current assets	193.58	166.66	143.44
Total current assets	1,899.22	2,039.18	2,089.98
Total assets	5,512.67	6,725.36	8,459.66

Equity and Liabilities (INR mn)`	FY23	FY24	FY25
Shareholder's equity	3,630.61	4,098.93	4,933.59
Borrowings	561.35	949.81	1,467.25
Lease Liabilities	15.27	6.68	11.33
Other financial liabilities	-	-	20.04
Provisions	50.00	55.77	84.72
Deferred tax liabilities (net)	188.14	260.75	309.98
Other non-current liabilities	-	-	152.93
Total non-current liabilities	814.76	1,273.01	2,046.25
Borrowings	449.66	819.17	985.71
Lease Liabilities	8.66	8.59	1.88
Trade payables	176.29	177.40	140.50
Other financial liabilities	156.48	162.86	198.50
Other current liabilities	273.55	185.17	82.72
Provisions	2.66	0.23	5.97
Current tax liabilities	-	-	64.54
Total current liabilities	1,067.30	1,353.42	1,479.82
Total liabilities	1,882.06	2,626.43	3,526.07
Total equity and liabilities	5,512.67	6,725.36	8,459.66

Cash Flow Statement

(INR mn)	FY23	FY24	FY25
Cash flow from operating activities			
Profit before tax	372.64	642.18	1,078.25
Operating profit before working capital changes	407.61	670.47	1,169.79
Cash generated from operations	495.45	498.15	116.51
Income tax paid	(107.98)	(60.68)	(73.76)
Net cash generated from operating activities	387.47	437.47	42.75
Cash flow from investing activities			
Purchases of property, plant and equipment, including capital work in progress	(949.44)	(870.04)	(692.21)
Proceeds from disposal of property, plant and equipment	4.10	9.79	3.71
Interest income received	82.83	154.31	266.92
Investments redeemed during the year	945.24	1,048.91	727.80
Investments made during the year	(1,039.75)	(1,574.07)	(958.02)
Loans given during the year	(210.31)	(205.00)	(20.00)
Loans given, recovered during the year	24.99	219.00	102.50
Net cash used in investing activities	(1,142.34)	(1,217.10)	(569.30)
Cash flow from financing activities			
Proceeds from non-current borrowings	604.33	546.00	725.92
Repayment of non-current borrowings	-	(62.87)	(144.16)
Proceeds from / (repayment of) current borrowings	299.61	274.84	102.22
Payment of lease liabilities	(9.09)	(10.06)	(8.15)
Finance cost paid	(28.87)	(73.07)	(156.63)
Net cash generated from financing activities	865.98	674.84	519.20
Net increase/(decrease) in cash and cash equivalents	111.11	(104.79)	(7.35)
Cash and cash equivalents at the beginning of the period	2.84	113.95	9.16
Cash and cash equivalents at the end of the period	113.95	9.16	1.81

