

Date: November 06, 2025

To, Listing Compliance Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai - 400 001

Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, C-1 Block G,
Bandra - Kurla Complex, Bandra (East)
Mumbai - 400 051

SCRIP CODE: 544333 SYMBOL: SGLTL

Dear Sir/Madam,

Sub: Investor Presentation on the Financial Results for the quarter and half year ended September 30, 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation on the Financial Results for the quarter and half year ended September 30 2025.

You are requested to kindly take the above information on record.

Thanking you,

Yours faithfully,

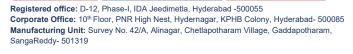
For STANDARD GLASS LINING TECHONOLOGY LIMITED

Kallam Hima Priya Company Secretary & Compliance Officer



Enclosure: A/a









# Standard Glass Lining Technology Limited

**Investor Presentation** 

November 2025



# Standard Glass\* Customer inspired Excellence

# Disclaimer

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# **Table of Content**

Quarter Per	rformanc	e Q2FY26	 	M
Business O	verview		 	M
Annexure				M



-• QUARTER PERFORMANCE- Q2FY26

--- BUSINESS OVERVIEW

--- ANNEXURE



# A Message from the MD



"Our second quarter demonstrates continued strong sales growth and healthy financial performance. More importantly, this period marks a transformation in our journey—from Standard Glass Lining Technology Limited to the proposed Standard Engineering Technology Limited—signifying our transition into a concept-to-commissioning precision engineering enterprise.

The acquisitions of Scigenics and C2C Engineering strengthen our end-to-end capabilities and global relevance. We are confident that our unique integration of design, manufacturing and commissioning skills will propel us toward sustainable growth and long-term value creation for our investors, customers and all stakeholders."



Nageswara Rao Kandula
Promoter and Managing Director





# **COO's Comment**



Venkata Mohana Rao Katragadda
Promoter and Executive Director

"We are pleased with our strong first-half performance, which underscores the resilience of our core businesses and the success of our strategic initiatives. The integration of Scigenics and the proposed acquisition of C2C Engineering mark important milestones in our journey toward becoming a complete concept-to-commissioning solutions provider.

With a healthy order pipeline, robust export demand, and expanding capabilities across biotechnology and process industries, we are well positioned for sustained growth and enhanced operational excellence in the coming quarters."



# **Strategic and Business Updates**





### Scigenics (India) Pvt. Ltd.

- Standard Scigenics Pvt. Ltd., a subsidiary of the Company, signed Definitive Agreements on October 31, 2025, to acquire the business of Scigenics (India) Pvt. Ltd. on a slump sale basis for a cash consideration of ₹9 crore.
- Scigenics (India) Pvt. Ltd is engaged in manufacturing of process and bioprocess equipment for biotech, pharma, and chemical industries
- The acquisition integrates 34+ years of bioreactor expertise with proven engineering excellence, enhancing innovation and operational capabilities.





### C2C Engineering Pvt. Ltd.

- SGLTL to acquire 51% stake in C2C Engineering Pvt. Ltd. (binding term sheet signed on Nov 3, 2025).
- Chennai-based C2C, a multidisciplinary EPC and consulting firm with ~20 years' experience across multiple engineering domains.
- Strengthens front-end design and engineering capabilities, complementing SGLTL's manufacturing and turnkey execution expertise.
- Enables end-to-end, concept-tocommissioning solutions, driving faster execution, efficiency, and innovation across key industries.



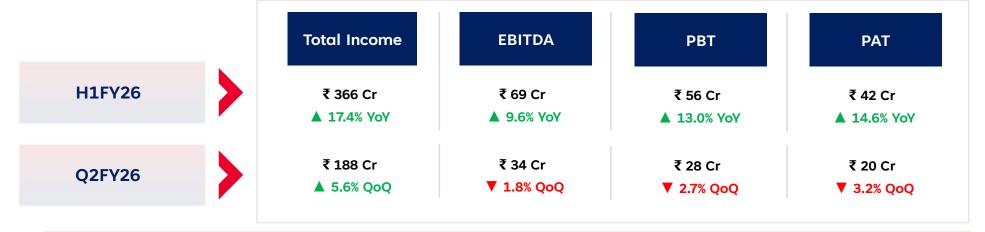


### **Proposed Change in Name & Object**

- On October 30, 2025, the Company received Registrar of Companies approval for availability of the new name "Standard Engineering Technology Limited."
- The name change will be implemented upon completion of statutory and shareholder approvals.
- Board proposed amendment to the Objects Clause to align with the Company's evolving business direction and future growth strategy.
- Revised scope to cover high-precision engineering, advanced manufacturing, and turnkey solutions across industries reflecting its transformation into a diversified, future-ready technology solutions provider.

# Earnings at Glance: H1 & Q2 FY26





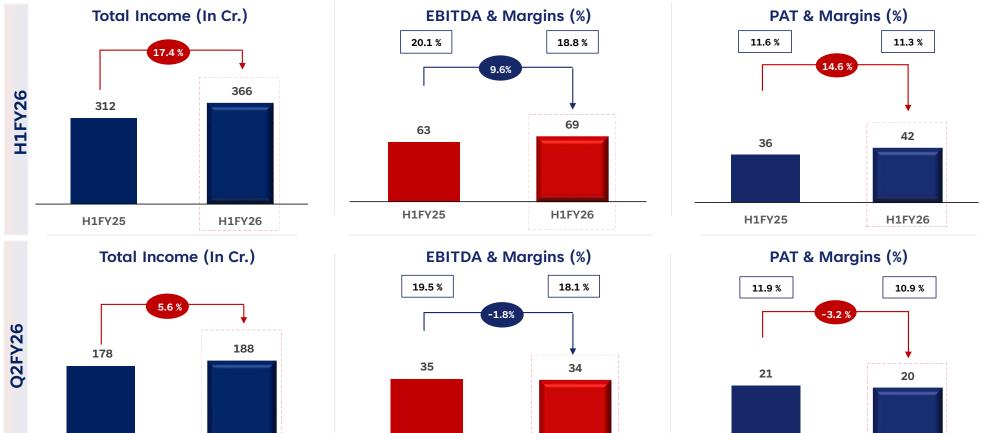
- Sales growth during the quarter was driven by timely execution and delivery of key projects
- 2 Export dispatches of ₹40–45 Cr were deferred to Q3–Q4 FY26
- 3 Despite an unfavorable product mix and lower exports, EBITDA margins were maintained at 19% in H1

# **Financial Highlights**

Q1FY26

Q2FY26





Q2FY26

Q1FY26

Q1FY26

Q2FY26



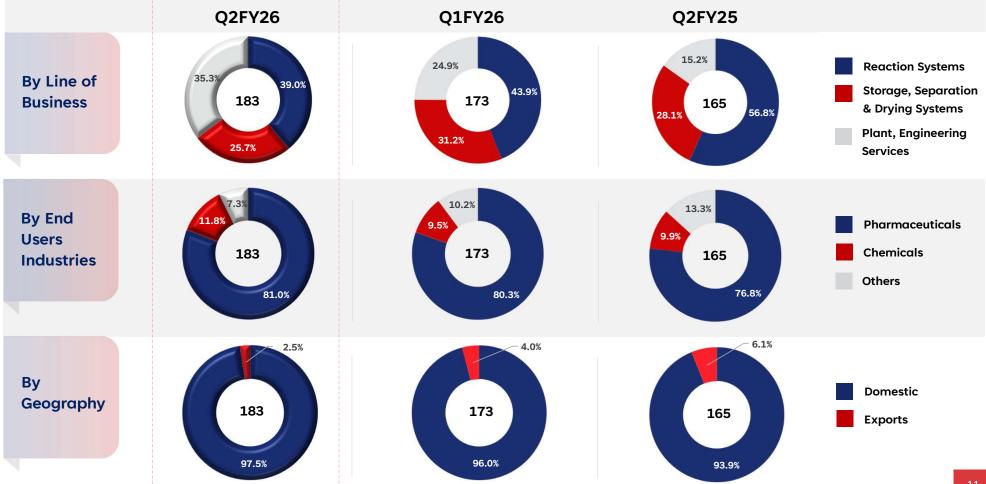
# H1 & Q2 FY26 Financial Performance

Particulars (Rs Cr)	Q2FY26	Q1FY26	QoQ	H1FY26	H1FY25	YoY
Revenue from Operations	182.8	173.1	5.6%	355.9	307.2	15.8%
Other Income	5.4	5.1	6.2%	10.5	4.9	114.5%
Total Income	188.2	178.2	5.6%	366.4	312.1	17.4%
Total Expenditure	154.2	143.5	7.4%	297.7	249.4	19.4%
EBITDA	34.0	34.7	-1.8%	68.7	62.7	9.6%
EBITDA Margin %	18.1%	19.5%	-137bps	18.8%	20.1%	-134bps
Depreciation	3.9	3.6	6.1%	7.5	5.0	50.7%
Profit Before Interest & Tax	30.2	31.0	-2.7%	61.2	57.7	6.0%
Interest	2.5	2.6	-3.7%	5.0	8.0	-37.3%
Profit Before Tax	27.7	28.5	-2.7%	56.2	49.7	13.0%
Tax	7.3	7.3	-1.0%	14.6	13.5	8.5%
Net Profit	20.4	21.1	-3.2%	41.6	36.3	14.6%
PAT Margin (%)	10.9%	11.9%	-100bps	11.3%	11.6%	-27bps
Diluted Earnings Per Share (Rs)	1.01	1.05	-	2.06	1.89	-

# **Revenue By Segment**



Rs Cr





--- QUARTER PERFORMANCE- Q2FY26

--- BUSINESS OVERVIEW

-- ANNEXURE

# Standard Glass Lining: A Top Ranked Specialised Engineering **Equipment Company**



- Leading manufacturers of glass-lined, stainless steel, and nickel alloy based specialized engineering equipment
- Well invested manufacturing facility with strong capabilities across chain
- Deep and well-established customer relationship
- Strong Distribution and Sales Network



**37**%

Total Revenue CAGR from FY22-25

42%

EBITDA CAGR from FY22-25

**EBITDA** margins in FY25

19%

11%

PAT margins in FY25

Manufacturing facilities

11,000+

**Products** delivered to customers

\$108bn

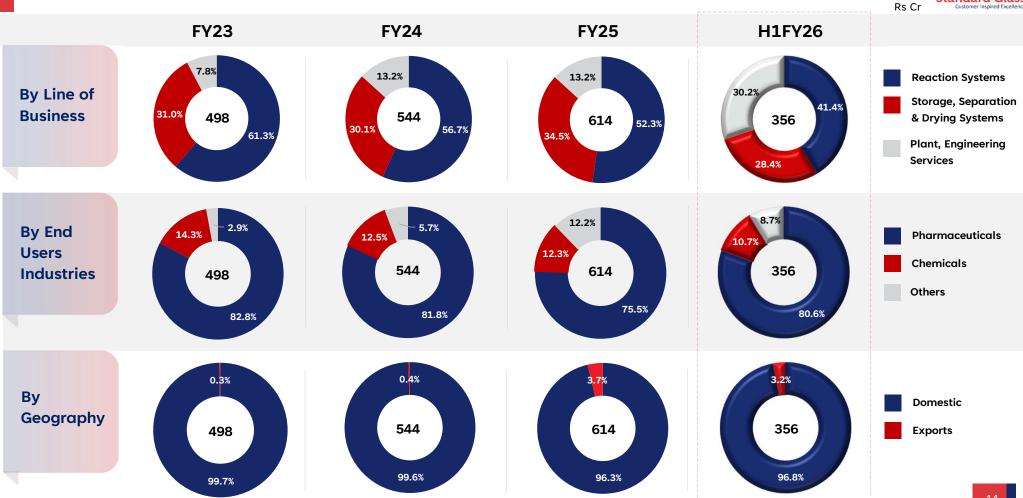
Large export opportunity; Global TAM

Rs. 195 Cr

Healthy Cash in the books; Net Debt free Status

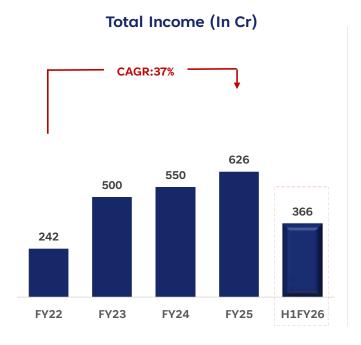
# **Diversified and De-Risked Business Model**

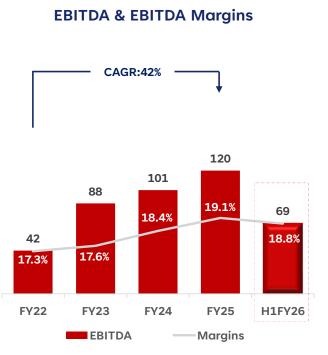


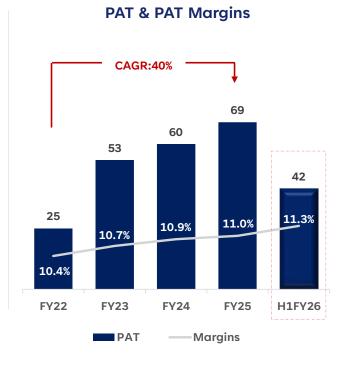


# **Strong Growth Trajectory**









# Well Positioned in a High Growth Market



Reaction Systems (heat transfer systems, pipes & fittings, pumps, reactors)

76.12

Global Market CY23 (USD bn)

**TAM** 

114.51

India Market FY24 (INR bn)

Separation and Drying Systems (Filtration & Drying, Storage, Vessels)

17.45

Global Market CY23 (USD bn)



India Market FY24 (INR bn)

Plant Engineering and Services (Services, utility systems, others)



Global Market CY23 (USD bn)



India Market FY24 (INR bn)

### ~INR 120-150bn

Capital spending in the pharmaceutical industry likely to remain at current levels or increase to INR 120-150 bn per year upto FY27 owing to local export demand & semiregulated markets

### ~INR 70 Bn

Capex per year of player's in the Chemical Industry will increase by ~ 7% -to 9% CAGR until FY25-26

### China +1

To facilitate robust demand potential from overseas market

# **SGLT-Driving India's Next CDMO Frontier**



### CDMO-Fastest-growing segment, reflecting its central role in the evolving global pharma ecosystem

### Global Innovator CDMO Market (In US\$ Bn)



Rising demand for outsourced drug development driven by cost efficiency, scalability, and faster time-to-market

Expanding specialty chemical capacity
+ rising pharma outsourcing
= powerful tailwinds for CDMO growth

Move toward integrated, flexible manufacturing solutions catering to complex drug pipelines and biologics

Pharma CDMO presents a high-conviction, long-term opportunity fueled by global innovation and supply chain reconfiguration

# Indian Innovator CDMO Market without China (In US\$ Bn)



### SGLT Building the Future of Pharma with Integrated CDMO Capabilities



Backed by a marquee customer base across global pharmaceutical and specialty chemical industries



Strategically expanding into niche, high-growth technology segments, with contributions expected to double in the next five years



Positioned to evolve as a comprehensive CDMO solutions provider

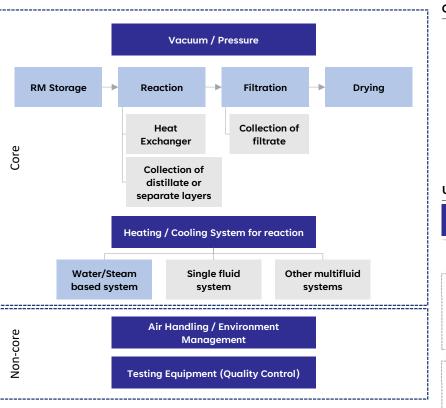
# **Business Model built on Multiple USPs**



PRODUCT MAN	INVESTED -SINUFACTURING M	RELATION- HIP WITH ARQUEE CLIENTS GROW	PARTNERSHIP, AIDING IN STRENGTHENING	PROFITABLE AND SCALABLE BUSINESS MODEL
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# 1. Customised and Innovative Product Offering







- 1 of the few companies in India offering endto-end customized solutions
- Turnkey automated equipment solutions optimising processes like vacuum distillation, solvent recovery, gas dispersion
- Capability to cater to customized process needs of end-users to deliver large and complex projects with a wide equipment range
- Delivered some of the largest & most complex equipment in India across Product Portfolio
- Capability to manufacture process equipment using various types of alloys with thickness ranging from 1mm to 60 mm used in food, pharma & fine chemical industries

### **Unique Offerings**

Shell & Tube Clampless Extended **STANGLASS** No Stain Glass Smart seal heat exchanger Manhole Nozzles

### Contributing to its leadership position



### **TOP 3**

Process equipment manufacturers in the Pharma Industry\*^

# **Key Supplier**"

Of GMP-compliant accessories for stainless steel GLE^

### **TOP 3**

Suppliers of multistage claw vacuum pumps in India \*^

TOP 3
Stainless steel & Nickel engineering equipment for India's Pharma & Chemical sectors\*



### TOP 3 with 23.3% market share

Suppliers of PTFE lined pipelines and fittings in India through acquisition of the business of M/S Yashave Glass Lining Industries, M/S Higenic Flora Polymers\*^

### **Acquired**

Scigenics (India) Private Limited and proposed acquisition of C2C Engineering Private Limited

Created strong brand equity through decades of industry expertise, technology prowess, innovative product offerings, high-reliability solutions, and the ability to deliver value to customers

# 2. Well Invested Manufacturing Facilities







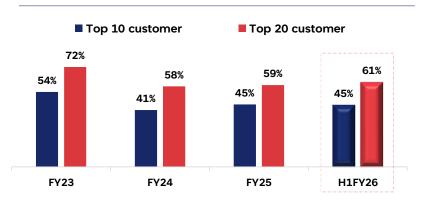
<b>9</b> # of Mfg. Facilities	65 Sub products across product categories	30 ANFD capacity p.m.	<b>30L to 40,000L</b> Capability to mfg. products of varied sizes
>500,000 Built-up area (sq. ft.)	<b>9,000 units</b> PTFE lined pipes & fittings capacity p.m.	<b>100</b> Reactors p.m.	<b>300–350 units</b> Monthly Capacity across product portfolio

# 3. Deep Relationship with Marquee Clients add more customers





### **Revenue Contribution from Top 10 & Top 20 Customers**





Enjoying long-standing relationships in excess of 3 years with 13 of our top 20 customers



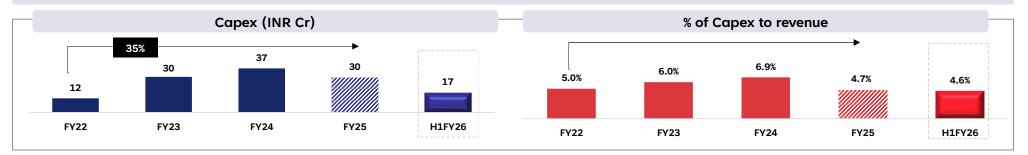
Long-term relationships and ongoing engagements with customers allow to plan Capex and enhance ability to benefit from increasing economies of scale

# 4. Investing in Projects to Drive Future Growth



### Planned Capex: ₹130 Crs over the next 2-3 Years; Total expansion of 5.5 lakh sq. ft.

We have invested significant capex in the past to expand our manufacturing capacities



Intend to expand our manufacturing capacities for existing products to cater to the growing demand from our existing customers and to meet requirements of new customers

upto ₹400mn

Net Proceeds towards expansion of our existing manufacturing units and upcoming facilities

Propose to purchase new machineries and equipment to build-up additional capacity for our glass lining and stainless steel and nickel alloy equipment operations namely:

Welding Machines





Addition of new facility









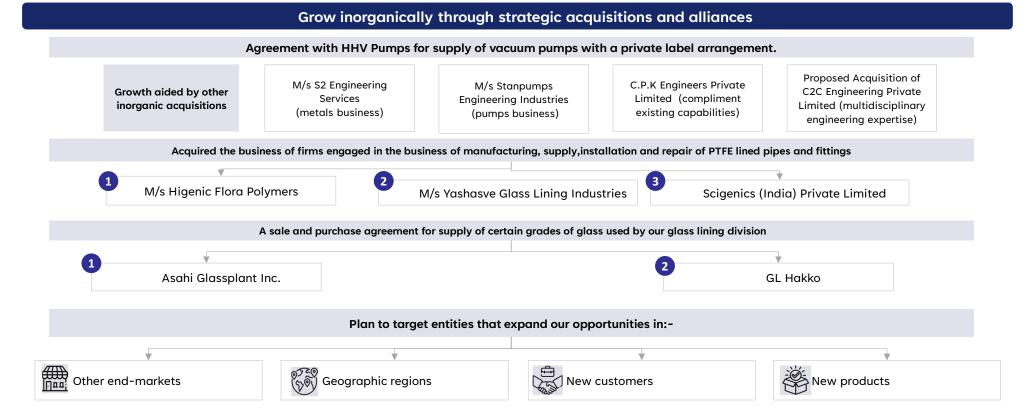






# 5. Strategic Partnership

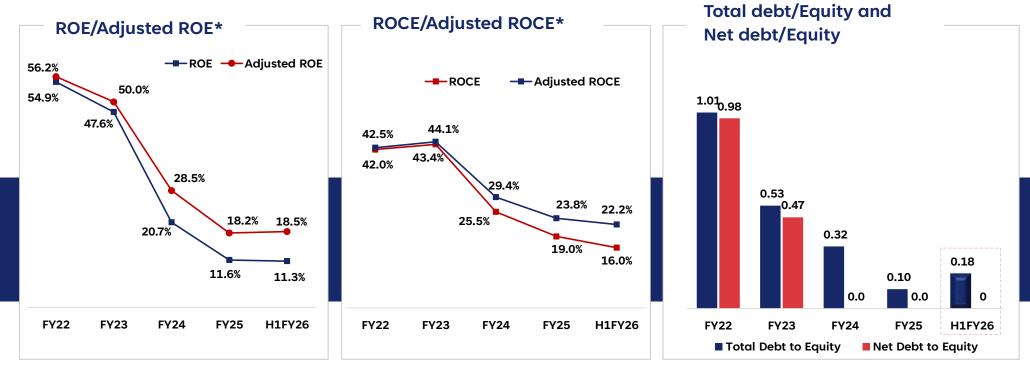




Strategic Partnership with Japan's AGI Group to Launch World's First Glass-Lined Shell and Tube Heat Exchangers in India

# 6. Profitable and Scalable Business Model

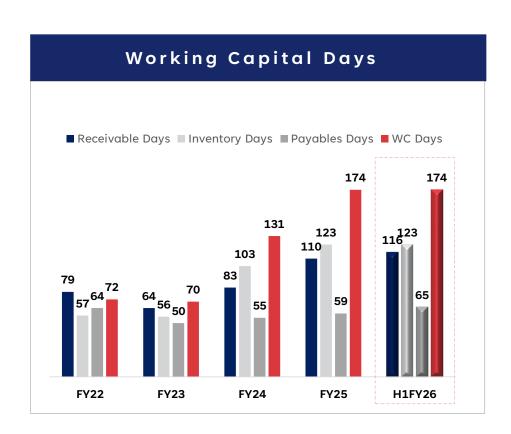


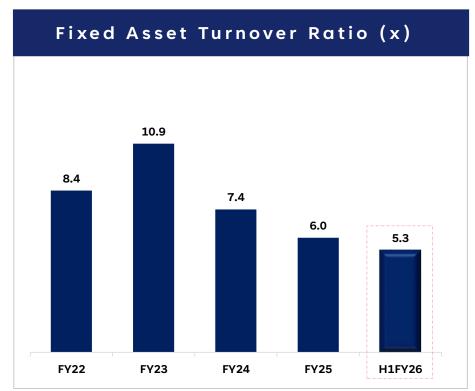


<sup>\*</sup> Adjusted RoE and ROCE are calculated on average Net worth and Capital Employed net of cash. Note- ROE, Adjusted ROE, ROCE and Adjusted ROCE for H1 FY26 are Annualised

# **Improving Working Capital and Strong Asset TO**







# **Strategic Priorities**



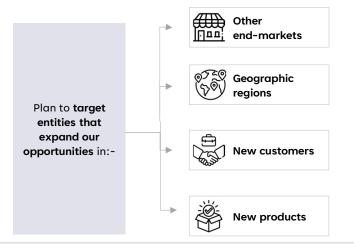


Capitalise on increasing demand from international markets to grow our exports

Increasing the share of revenues from international markets

### Grow inorganically through strategic acquisitions and alliances

**Explore & consider opportunities that can create synergies** between the proposed target companies and us, and align with our growth strategy





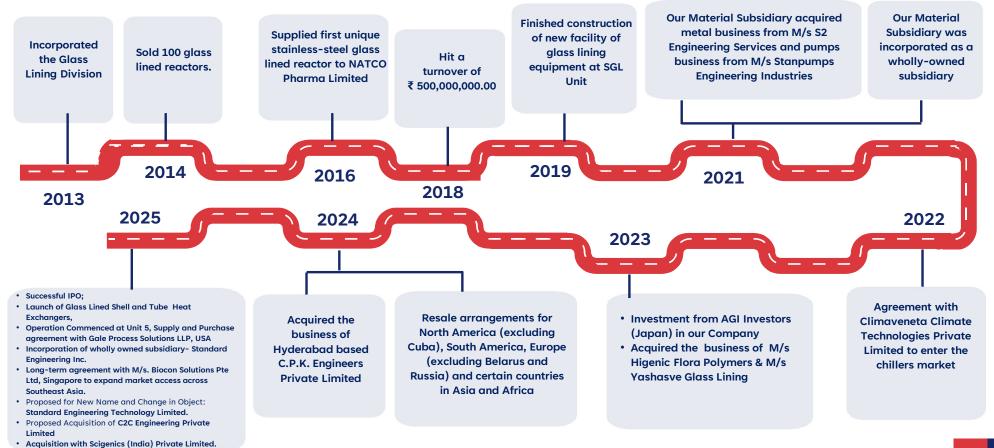
• QUARTER PERFORMANCE- Q2FY26

····• BUSINESS OVERVIEW

ANNEXURE

# From Vision to Reality: Our Company's Journey

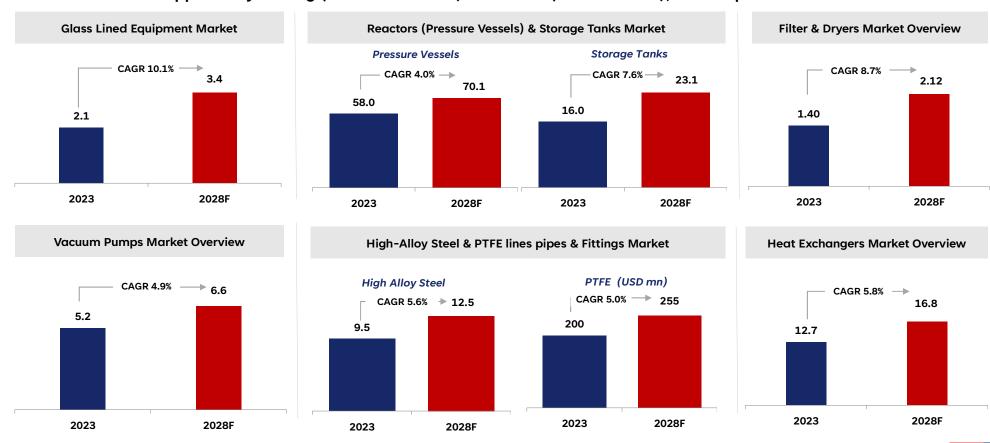




# **Global Industry Growth Driving Expansion**



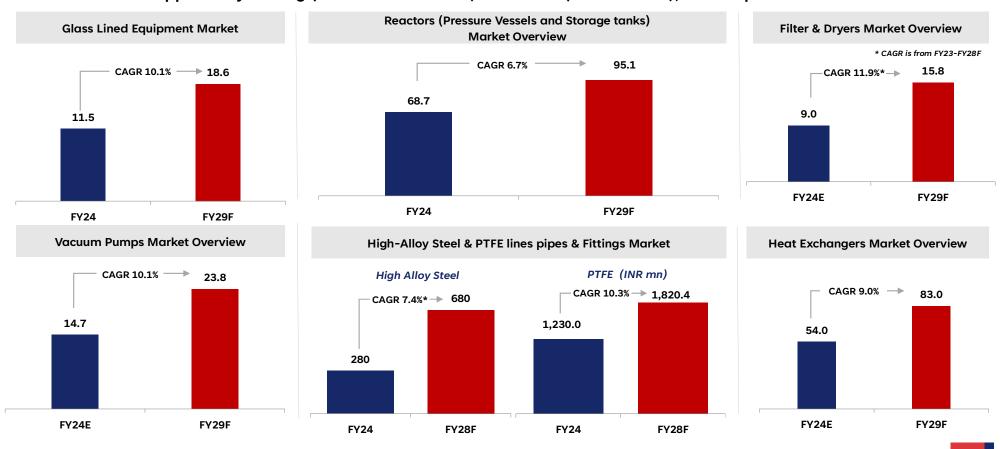
### The Global Market Opportunity -Sizing (Values in USD Bn) and CAGR (2023 – 2028E), unless specified otherwise





### India's Expanding Industry Creating Massive Growth Opportunities for the Company

### The India Market Opportunity -Sizing (Values in INR Billion) and CAGR (FY24 -FY29E), unless specified otherwise



# A Glimpse of our Plant









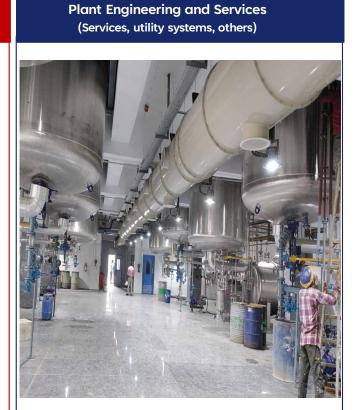


# **Well Diversified Product Portfolio**









# **Introducing our Leadership Team**



### Senior Management Personnel



Kandula Nageswara Rao
Promoter and Managing
director



Kandula Krishna Veni Promoter and Executive Director



Kandula Ramakrishna Promoter and Executive Director



Venkata Mohana Rao Katragadda Promoter and Executive Director



Yasuyuki Ikeda Non-Executive Director (Nominee of AGI Investors)



Kallam Hima Priya Company Secretary & Compliance officer



**Anjaneyulu Pathuri** Chief Financial Officer



Kudaravalli Punna Rao Executive Vice President, Manufacturing



Kumar

Chief Marketing Officer

- South India



Bhanu Prakash Kandula Vice President, Manufacturing



Vara Prasad

Vice President 
Operations



Somanchi Datta Phani Prabhakar General Manager -Projects



Radhakrishna Bandi Asst. General Manager-Purchase



Sambasiva Rao Gollapudi Non-Executive Chairman, Independent Director & Audit Committee

Chairman



Sudhakara Reddy Siddareddy Independent Director



Radhilka Nannapaneni Independent Director



# **Historical Profit and Loss Statement**

Particulars (All amounts are in INR Cr. except otherwise stated)	FY23	FY24	FY25	H1FY26
Revenue from Operations	497.6	543.7	613.7	355.9
Other Income	2.5	6.0	12.3	10.5
Total Income	500.1	549.7	626.0	366.4
cogs	285.5	317.7	344.3	188.5
Gross Profit	214.6	232.0	281.7	177.8
Total Expenditure	411.8	448.8	506.2	297.7
EBITDA	88.3	100.9	119.7	68.7
EBITDA Margins (%)	17.6%	18.4%	19.1%	18.8%
Depreciation	7.7	9.3	111	7.5
Profit Before Interest & Tax	80.5	91.6	108.7	61.2
Interest	8.7	11.8	15.1	5.0
Profit Before Tax (PBT)	71.9	79.8	93.5	56.2
Tax	18.4	19.8	24.9	14.6
Net Profit	53.4	60.0	68.6	41.6
Net Profit Margins (%)	10.7%	10.9%	11.0%	11.3%
Diluted Earnings Per share (Rs.)	3.5	3.5	3.5	2.1

# **Historical Balance Sheet**



Particulars	FY23	FY24	FY25	H1FY26
Equity				
Equity share capital	15.8	18.2	199.5	199.5
Other equity	139.9	389.2	507.3	548.4
Non-controlling interests	-	1.6	5.9	6.5
Total Equity	155.7	409.0	712.7	754.3
Non-current liabilities				
Financial liabilities				
(a) Borrowings	3.0	0.6	2.0	1.8
(b) Lease liabilities	18.5	12.4	22.6	19.6
Provisions	2.1	0.9	1.1	1.1
Deferred tax liabilities (net)	0.6	0.6	1.3	1.2
Total Non-Current Liabilities	24.2	14.5	26.9	23.6
Current liabilities				
Short term borrowings	57.0	113.2	37.1	108.9
Trade payables	75.0	88.7	108.2	143.9
Short terms Provisions	0.8	0.9	1.5	2.2
Other current liabilities	35.1	39.1	71.9	121.1
Total Current Liabilities	167.9	241.9	218.7	376.1
Total Equity and Liabilities	347.8	665.4	958.4	1,154.1

		1		Customer Inspired E
Particulars	FY23	FY24	FY25	H1FY26
Non-Current Assets				
Property plant and equipment	54.7	82.2	101.0	112.4
Capital work-in-progress	3.3	4.5	8.5	9.7
Right-of-use assets	19.7	13.0	26.2	23.4
Goodwill	-	-	7.7	7.7
Other intangible assets	0.6	1.0	1.0	0.9
Financial assets				
(a) Loans	-	-	-	-
(b) Other financial assets	2.1	1.4	2.0	29.9
Income tax asset (net)	0.7	-	-	-
Other non-current assets	3.5	4.6	13.9	9.3
Total Non-Current Assets	84.7	106.6	160.3	193.4
Current Assets				
Inventories	143.4	224.8	279.3	363.6
Financial assets				
(a) Trade receivables	91.3	154.8	214.0	235.8
(b) Cash and cash equivalents	5.4	15.4	1.7	3.3
(c) Bank balances other than cash and cash equivalents	-	36.5	119.9	16.9
(d) Other financial assets	5.2	95.5	145.9	268.4
Other current assets	17.8	31.7	37.3	72.8
Total Current Assets	263.1	558.8	798.1	960.7
Total Assets	347.8	665.4	958.4	1,154.1

<sup>\*</sup>All amounts are in INR Cr except otherwise stated



# **Thank You**

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Standard Glass Lining
Technology Limited

### Hima Priya Kallam

Company Secretary
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### Company's

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