

EMBRACING TODAY,
EMPOWERING TOMORROW.



UNITED HEAT TRANSFER LTD

Investor Presentation August 2025

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PRESENTATION FLOW



**Company
Introduction**

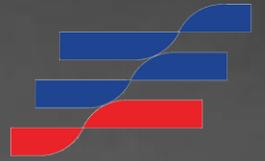
**Business
Overview**

**Way
Forward**

**Financial
Highlights**



COMPANY INTRODUCTION



COMPANY-SNAPSHOT

Manufacturer of shell and tube heat exchangers, air-cooled heat exchangers, pressure vessels, and process flow skid equipment

Incorporated in January 1995

Wide spectrum of Heat Exchangers - Air-Cooled Heat Exchangers, Shell and Tube Heat Exchangers, Extended Surface Heat Exchangers, Process Flow Skids, Engine Jacket Water Heat Exchangers, Marine Heat Exchangers, Charged Air Coolers, Moisture Separators, Automatic Backflush Filters, Pressure Vessels.

Critical equipment in Industries like [Automotive](#), [Marine](#), [Compressors](#), [Oil & Gas](#), [Refineries](#) and many others

[Certified to Global Engineering & Quality Standards](#)



30+
Years of
Experience



5000+
Successful
Projects



2
Manufacturing
Facilities in
Nashik



22+
Countries
Served



75000+
Heat
Exchangers

1,20,000
Sq.Ft covered
workshop area



Personnel Strength
250+

ROADMAP





LEADERSHIP TEAM

Chairman and
Managing Director



MR. YOGESH PATIL

Has more than 29 years of experience in the areas of Production, commercial and finance and of Heat Exchanger Industry. Currently he manages the Commercial and Finance functions of the Company

Whole Time
Director



MR. VIVEK PATIL

Holds a Post – Graduate Diploma in Boiler and Process Equipment Design and Engineering. He has more than 29 years of experience in the areas of Design, Marketing and Administration and Currently manages the Design and Marketing functions of the Company.

BUSINESS OVERVIEW



BUSINESS MODEL – DESIGN TO DELIVERY

OEM

- Standard Heat Transfer Equipment
- One-time development / Schedule-based supply

Revenue Model

- Recurring revenue through volume-based standard products
- Long-term supply contracts with predictable demand

Revenue Share ~15%

EPC

- Custom, Made-to-Order Solutions
- Project-based engagements

Revenue Model

- High-value, bespoke projects
- Margins driven by complexity, design expertise & timely execution

Revenue Share: ~85%

Value Proposition

End-to-End
Design &
Engineering

Customization
capabilities for
diverse industrial
applications

Compliance with global standards:
- TEMA
- ASME Sec VIII Div. 1 & Div. 2
- API 660, 661
- NES Standards

DIVERSE PRODUCT LINE [1/2]



Air Cooled Heat Exchanger

Used to transfer heat from a fluid (liquid or gas) to the ambient air. Unlike traditional water-cooled systems, air-cooled heat exchangers use air as the cooling medium, making them particularly valuable in environments where water is scarce or where water conservation is a priority.



Charged Air Cooler

Integral to engine performance, these coolers lower the temperature of compressed air before it enters the engine, enhancing combustion efficiency and prolonging engine lifespan, commonly found in diesel engines, gas turbines, and turbocharged engines.



Extended Surface Heat Exchanger

Featuring increased surface area for enhanced heat transfer efficiency, they are utilized in HVAC systems, refrigeration, and industrial processes for precise temperature control.



Jacket Water Heat Exchanger

UHTL designed Jacket Water Heat Exchangers have flexibly assembled in the casted housing with floating tube bundle (Removable type). This avoids thermal stresses in the heat exchangers. These heat exchangers are suitable for both marine & non marine applications.



Marine Heat Exchangers

Specifically designed for maritime applications, these heat exchangers efficiently transfer heat between different fluid streams, crucial for maintaining optimal temperatures in marine engines and systems.

Approved suppliers to the Directorate General of Quality Assurance (DGQA).

DIVERSE PRODUCT LINE [2/2]



Moisture Separator

Moisture separators operate based on pressure drop and centrifugal force. As gas enters the cyclone chamber, the UH spin assembly generates a strong spiral motion that separates entrained liquids and solids, directing them downward into a collection chamber. The cleaned gas changes direction and exits through the dry gas outlet, while a fitted flange prevents residual liquid from re-entering the flow. Additionally, we have developed in-house sizing software for precise selection and design of moisture separators.



Pressure Vessel

Engineered to safely contain fluids or gases under high pressure, utilized in a wide range of industries such as chemical processing, oil and gas, and water treatment for storage, reaction, or transportation purposes.



Process Flow Skid

Tailored to specific project requirements, these assemblies integrate multiple components onto a single platform, offering convenience and space-saving solutions for various industries including oil and gas, petrochemical, and pharmaceutical industry.



Shell and Tube Heat Exchangers

Versatile and robust, these exchangers facilitate efficient heat transfer between two fluids, widely used in industries such as HVAC, chemical processing, and power generation.



Safe Tube Heat Exchanger

A Safe Tube Heat Exchanger is a type of heat exchanger designed to enhance safety and reliability in high-pressure and high-temperature applications. It features a unique tube design, often incorporating double-walled or leak-detection mechanisms to prevent cross-contamination between fluids. This design is especially useful in industries where preventing fluid mixing is critical, such as chemical processing, food and beverage, pharmaceuticals, and power plants.

MANUFACTURING FACILITY



Registered office & Manufacturing
Unit – 1

60,000 sq. ft.

**MIDC Ambad,
Nashik**



Additional new facility acquired to expand production capability of Air cooled Heat Exchangers and large sized heat exchangers

**Manufacturing
Unit – 2**

80,000 sq. ft.
(Unit covers ~ 30% area of 13 acres of total land, balance available for future expansion)

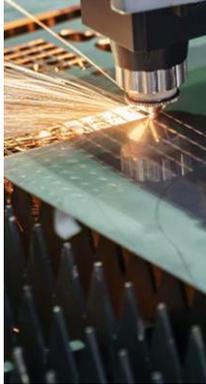
*Clean Room for production of equipment from special materials
(In expansion plans)*

ISO Certified
In House Quality-Assurance lab
Certified for global exports with ASME U & R Stamp
80+ Tons lifting capacity



**Talegaon, Dindori,
Nashik**

FABRICATION & MACHINING PROCESS



Cutting

- CNC and plasma cutting upto 100mm thick
- Laser cutting upto 25mm thick



Machining

- Machining forming upto 3 meter diameter and 25mm thick



Rolling

- Maximum width 3 meter
- Maximum thickness 50mm thick



Drilling

- Tube-sheet drilling upto 100mm thick & 2 meter diameter



Welding

- GTAW
- GMAW
- SMAW
- SAW



Heat Treatment Facility

- Post Weld Heat Treatment
- Stress relieving



Tube Finning Machine

- L Footed
- Embedded (G Fin)
- Extruded Fin
- Stud Fin



Fin Stamping

- Inhouse fin stamping machine
- Fin MOC – Aluminium, Copper etc



Shot Blasting & Painting Booth

- Pain Booth
- Size: 6m x 15m x 6m
- Shot blasting Room
- Size: 6m x 15m x 6m



Anti-Corrosion Coating

- Anti Corrosive for marine & saline water
- Heresite
- Phenolic Coating



IN HOUSE QUALITY ASSURANCE

Inhouse Testing Facilities

- DPT (Level II & Level 1 Certified)
- RT Film review (Level II Certified)
- Pneumatic
- Hydrotest
 - Positive Material Identification (PMI), Carbon PMI
 - RT, UT, MPT, Helium Leak testing.

Certified Welding Engineers

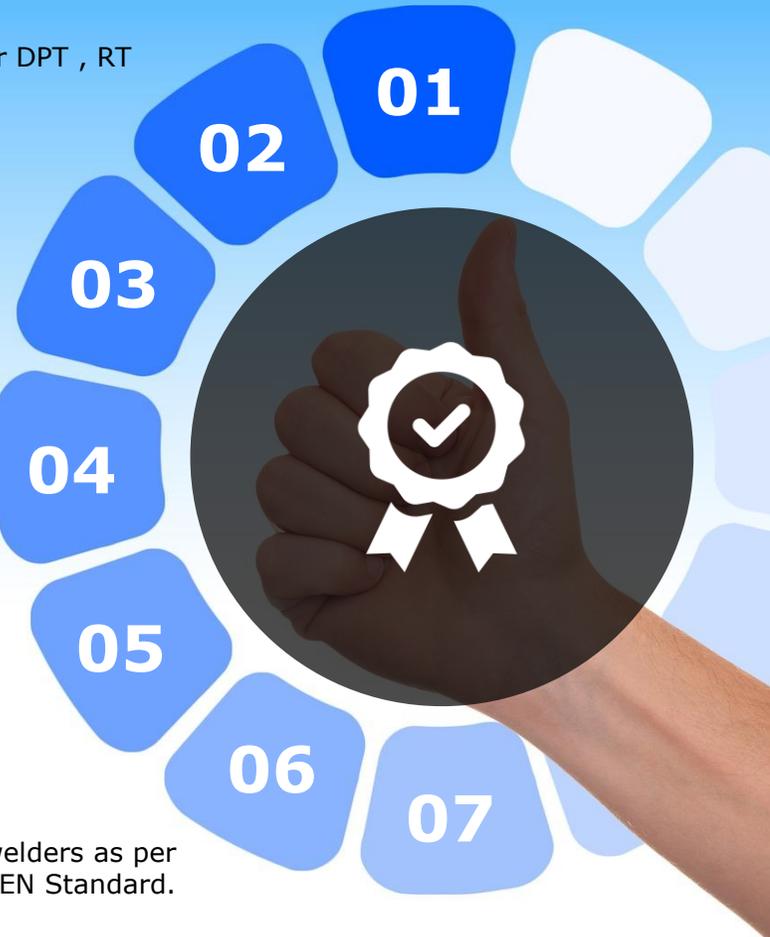
NDT Level-II for DPT , RT

Welding Process qualification as per ASME IX & EN Standard.

Welder Qualification for Weld Overlay.

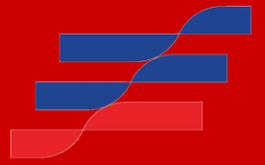
WPS in various Material (CS, LTCS, SS, Cu-Ni, SDSS).

Qualified welders as per ASME IX & EN Standard.



Welding and Cleaning procedure for Oxygen applications

COMPETITIVE STRENGTHS



Integrated manufacturing excellence

Streamlined operations with strict quality controls, ensuring optimized design, precision manufacturing, & on-time delivery.



Heavy engineering capability

Advanced machinery, certified welding, and stringent quality control for complex fabrication needs.



Material versatility

Wide range of raw materials (Carbon, SS, Duplex, Inconel, Hastelloy, Copper alloys) sourced from India, Italy, & the UK.



In-house design & engineering expertise

Proficiency across global design codes, advanced thermal & mechanical design, and 2D/3D drafting capabilities.



Engineered-to-order solutions

Custom designs, process skid integration, and turnkey delivery tailored to client specifications.



Comprehensive quality assurance

In-house testing facilities and rigorous inspection protocols ensuring performance & compliance.



Trusted customer partnerships

Long-standing relationships built on consistent quality, responsiveness, & customized solutions aligned with client-specific requirements.



SECTORS COVERED



Refinery



Oil & gas



Compressor



Diesel & gas genset



Pharmaceutical



Marine & shipbuilding



HVAC & R



Petrochemicals



Food & beverages



Sugar

PERFORMANCE

Production Capacity
Enhanced by 42%



Approved for exotic alloys in
EIL, ONGC, MDL, IOCL & Others



New Product Development like Moisture Separator,
Exhaust Gas Cooler, Safe Tube Heat Exchanger &
Automatic Backflush Filters etc.



Both units Approved with
ISO, EHS, ASME, EIL & Other EPC Consultants



Employee Retention
ratio > 96%



On Time
Delivery >95%



Customer
Satisfaction >91%



Global Installations in
22+ Countries



OUR VALUED CUSTOMER



AUTO
OEM



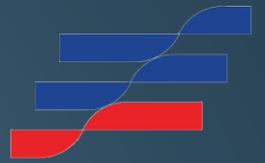
OEM



EPC



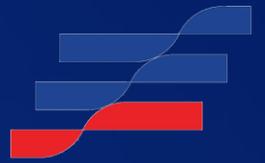
TRUSTED GLOBALLY, ENGINEERED IN INDIA



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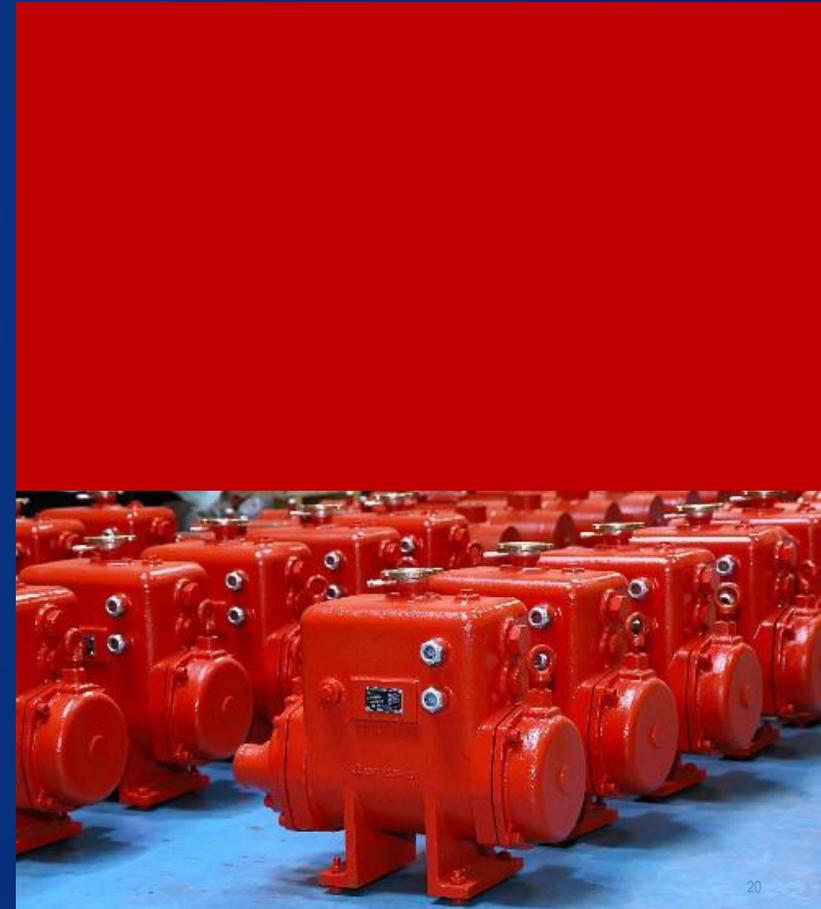


WAY FORWARD



WAY FORWARD

- ❖ Strategically increasing focus on **Air Cooled Heat Exchangers** to meet rising global demand and support sustainable industrial practices
- ❖ Aiming to increase **Exports**, by increasing international revenue share
- ❖ Expansion in **USA & Europe** as initial growth markets for scaling global presence
- ❖ Ramping up **Production Capacity** on the available land at Talegaon, Nashik, while **streamlining operations and increasing production efficiency** to meet growing market needs.



ANNUAL FINANCIAL HIGHLIGHTS

INCOME STATEMENT



Particulars (INR Mn)	FY22	FY23	FY24	FY25
Revenue from Operations	476.5	699.5	601.9	668.1
Total Expenditure	414.9	621.8	502.0	554.3
Cost of Goods Sold	266.3	403.1	338.4	324.5
Employee expenses	52.7	64.3	61.4	85.7
Other expenses	96.0	154.3	102.2	144.1
EBITDA	61.5	77.7	99.9	113.9
EBITDA Margin (%)	12.9	11.1	16.6	17.0
Other income	3.1	4.5	39.0	10.7
Depreciation & Amortization	12.1	14.8	18.3	19.7
EBIT	52.6	67.4	120.6	104.9
Interest	29.6	39.2	42.0	33.7
Profit Before Tax (Before Exceptional & Extra-Ordinary Items)	23.0	28.2	78.6	71.2
Exceptional & Extra-Ordinary Items	(1.6)	(0.1)	-	-
Profit Before Tax (After Exceptional & Extra-Ordinary Items)	21.5	28.2	78.6	71.2
Tax	6.2	7.0	16.2	18.1
Reported Net Profit	15.3	21.2	62.4	53.0
Net Profit Margin (%)	3.2	3.0	10.4	7.9
Reported Earnings Per Share (Rs)	1.20	1.66	4.89	3.33

BALANCE SHEET



Particulars (INR Mn)	FY24	FY25
EQUITY & LIABILITIES		
Shareholders' Funds	204.4	585.2
Share Capital	127.5	190.0
Reserves & Surplus	76.9	395.2
Non-Current Liabilities	192.1	82.5
Long Term Borrowings	164.7	63.4
Deferred Tax Liability	16.4	19.1
Other Long Term Liabilities	11.0	-
Current Liabilities & Provisions	308.8	211.5
Trade Payables	63.2	49.3
Short Term Borrowings	204.5	114.9
Short Term Provisions	13.1	16.4
Other current liabilities	28.0	30.9
Total Equity & Liabilities	705.2	879.3

Particulars (INR Mn)	FY24	FY25
ASSETS		
Non-Current Assets	374.8	380.9
Property, Plant & Equipment	342.9	341.0
Intangible Assets	3.2	8.4
Capital Work-in-Progress	9.8	9.8
Non-current investment	17.2	19.9
Other non-current assets	1.7	1.8
Current Assets	330.5	498.3
Inventories	141.0	229.0
Trade Receivables	131.6	186.1
Cash & Cash Equivalent	2.6	3.5
Short Term Loans & Advances	16.0	38.1
Other Current Assets	39.2	41.7
Total Assets	705.2	879.3

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ANNEXURES



OUR CERTIFICATIONS & GLOBAL COMPLIANCE

WORKFLOW CERTIFICATIONS



ISO 9001:2015
(QUALITY MANAGEMENT SYSTEM)



ISO 14001:2015
(ENVIRONMENT MANAGEMENT SYSTEM)



ISO 45001:2018
(OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT SYSTEMS).

SHOP CERTIFICATIONS

- ASME U STAMP
- ASME R STAMP
- NB REGISTRATION
- ENGINEERS INDIA LTD APPROVAL

GLOBAL APPROVALS

- ASME U STAMP
- PED REGULATIONS (CE MARKING)
- CANADIAN REGISTRATION CERTIFICATE
- DOSH (MALAYSIA)
- ALGERIAN HYDROCARBONS REGULATIONS (ARH CERTIFICATION)
- AU 1210
- MOM – MINISTRY OF SINGAPORE



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**THANK
YOU**