

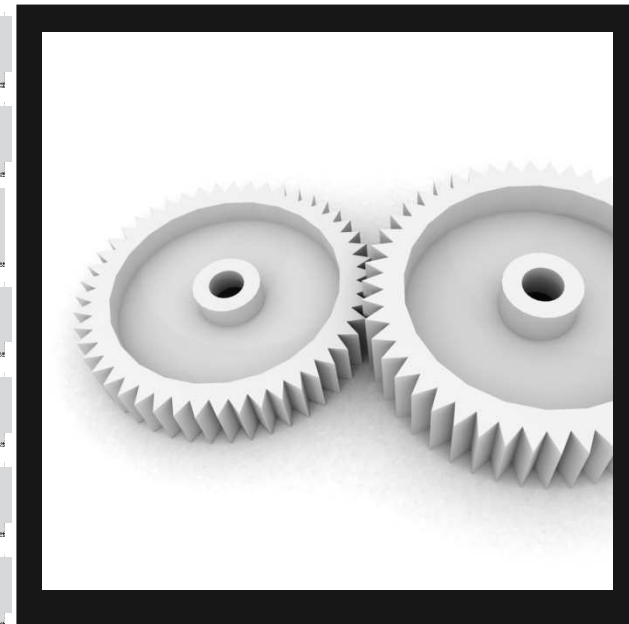


Pitti Laminations
'Manufacturing Simplified'

25 Years of Excellence

Agenda

1	About the Company
2	Products & Manufacturing Processes
3	Partial Customer List
4	Comparative Financials for FY 2012 vs FY 2011
5	Estimates for FY 2013
6	PBT Trend
7	EPS Trend



Introduction

About the Company



Pitti Laminations was founded by Shri. Sharad B Pitti in 1987 with 3000TPA capacity of manufacturing laminations; with a vision to become a global player in the Motor & Generator component manufacturing and allied Industries.

Today we have emerged as the largest most reputed manufacturer & Exporter of such components in India catering to only the largest and most prestigious companies.

Currently the company has 2 Manufacturing Facilities at an Replacement cost of Rs. 170Cr and an Installed capacity of 30000TPA for laminations.

Introduction

About the Company



We also have one of the most advanced tool room in India which exclusively caters to our captive requirements. This is the key advantage the company has, as it has added to its tooling inventory a staggering 3000 unique models.

The company has also diversified its product line by adding a state of the art machine shop with an Investment of Rs. 40Cr to cater to captive and external requirements.

We are also in advanced stages of acquiring a foundry via a 51% subsidiary company and expect to close the same in Q1 of FY 13.

The biggest strength of the company that it employs the largest and most skilled team of professionals in the industry with a head count of over 400 professionals and 1500 skilled workmen.

Introduction

Competitive Advantage



- Professional Team.
- Focus on Quality.
- Established production process.
- Large Inventory of customer approved tooling.
- Products be supplied across sectors with focus on Core sectors like Power, Infra, Rail, Oil & Gas, Mining, Etc.
- Healthy mix of exports and domestic business.
- Long Term Contracts with built in material price variation clause.
- Diversification of product lines.
- Probably the only supplier in world with Laminations, Assembly & machining under one roof coupled with a foundry.

Manufacturing Process



- [Basic Components of a Motor.pptx](#)
- [Design & DevelopmentTool.pptx](#)
- [Lamination & Assembly.pptx](#)
- [General Engineering Machined Casting.pptx](#)
- [Stator Frame Core Drop.pptx](#)

Partial Customer List

LAMINATIONS

MACHINING

CASTING





Financials of FY 2011-12 & 2010-11



Value Rs.in Crores

	Results for the period ending		
Particulars	FY:2011-12	FY:2010-11	Percentage of
	Audited	Audited	Increase / Decrease
Gross Sales	423.91	266.50	59.07%
Cost of Sales	360.94	233.85	54.30%
EBDITA	62.97	32.65	92.18%
Depreciation	6.64	6.28	5.73%
Finance Costs	22.87	13.02	75.65%
PBT	33.46	13.35	149.89%
PAT	22.43	8.49	164.20%
EPS (Rs)	19.12	8.99	112.68%



Providing One Stop
Solutions

Sales Break up FY 2012



Top 10 Customers

G.E.
Siemens
Cummins
A.B.B
Crompton Greaves
Caterpillar
Enercon
ReGen Power
Andritz Hydro
L&T



Projected Financials for FY 2013



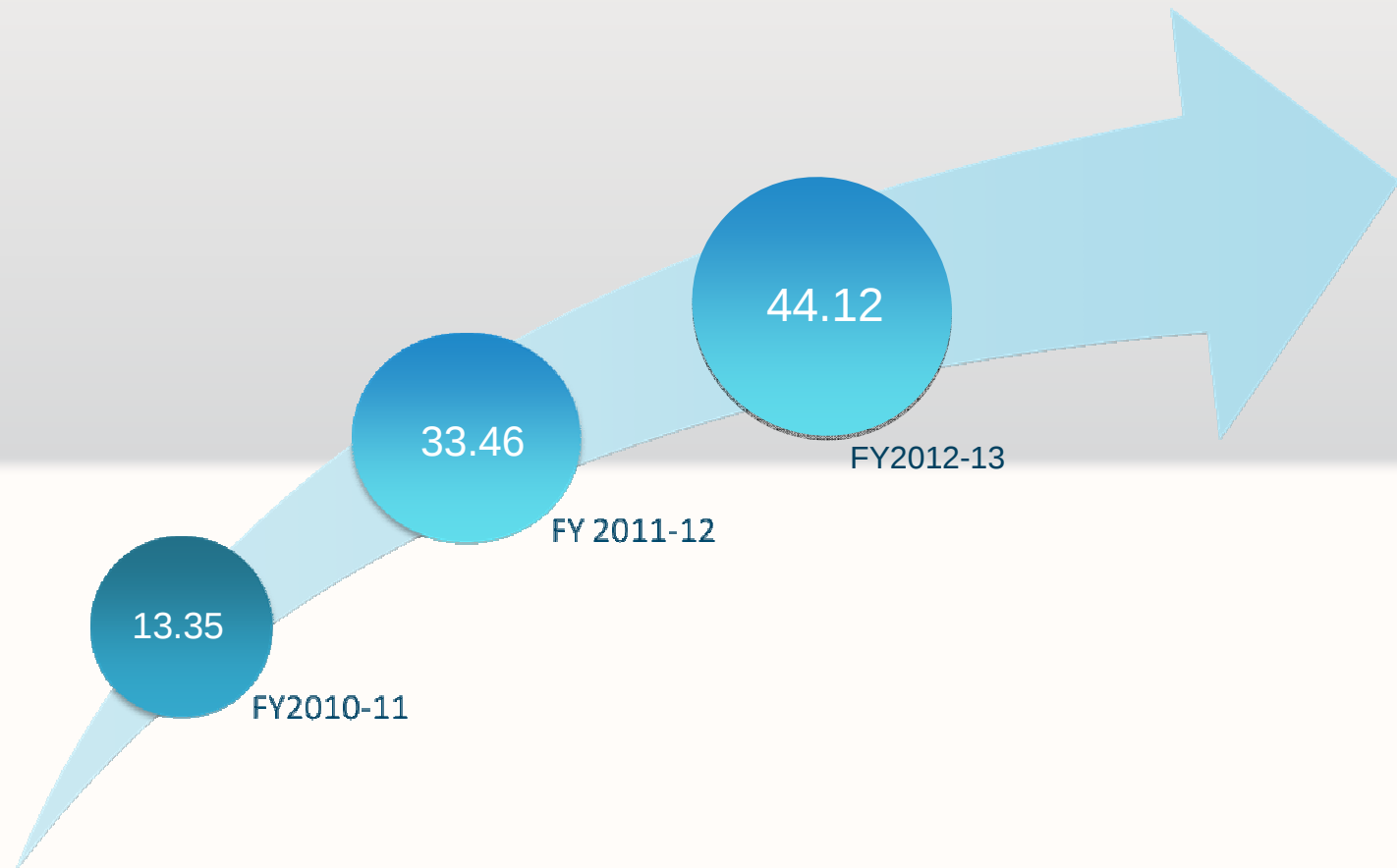
Value Rs.in Crores

Particulars	Results for the period ending	
	FY:2011-12	FY:2012-13
	Audited	Estimates
Gross Sales	423.91	530.08
Cost of Sales	360.94	451.07
EBDITA	62.97	79.01
Depreciation	6.64	8.98
Finance Costs	22.87	25.91
PBT	33.46	44.12
PAT	22.43	30.44
EPS (Rs)	19.12	22.56



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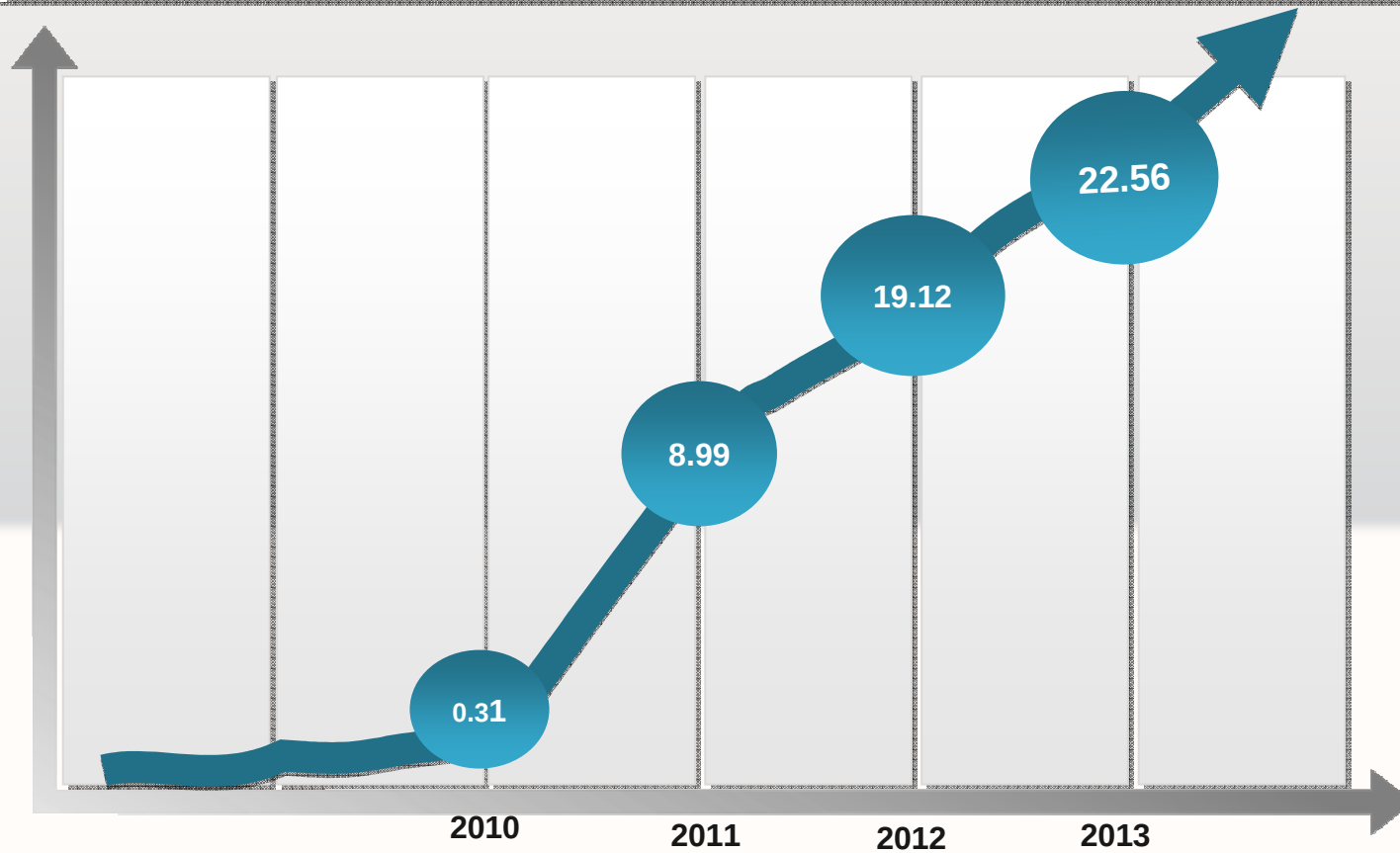
Projected P B T in Rs Cr.





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Projected E P S



Forward Looking Statement



- In this report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements – written and oral –that we periodically make contain forward-looking statements that set out anticipated results based on the management’s plans and assumptions. We have tried wherever possible to identify such statements by using words such as ‘anticipates’, ‘estimates’, ‘expects’, ‘projects’, ‘intends’, ‘plans’, ‘believes’ and words of similar substance in connection with any discussion of future performance.
- We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected.
- We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

THANK YOU!