

Friday
09 February, 2018



Analyst and Investor Meet

Background

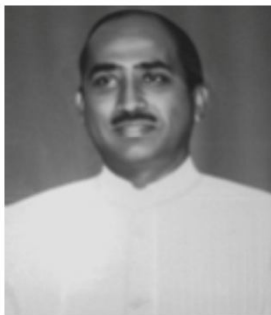


LRG Naidu

Founder

- Born in 1894
- Worked as a ticket collector
- Started a bus company in 1918
- Built a fleet of 300 buses
- Started two airline companies in 1946
- All the businesses were nationalized between 1948 and 1960

The Next Generation



LG Balakrishnan



LG Varadaraj



LG Ramamurthi



LG Nityanand

Sons of LRG Naidu who moved the business from services into manufacturing in 1959 and built a group that is today \$ 550 million in revenue

Vision and Values

Vision : "Always be *the* choice everywhere"

Values :



COLLABORATION

"Collaborating with each other will lead to greater synergy and higher efficiency."



COST PRUDENCE

"Being judicious in the way we manage our costs will give us a competitive edge and make us resilient."



INNOVATION

"A culture of innovation will energise the organization and enable us to stay ahead of competition."



INTEGRITY

"Integrity in everything we do will earn the trust of all stakeholders."



QUALITY

"Delivering consistent quality will earn stakeholder trust. In terms of employment, investment, partnership or societal empathy."



SENSITIVITY

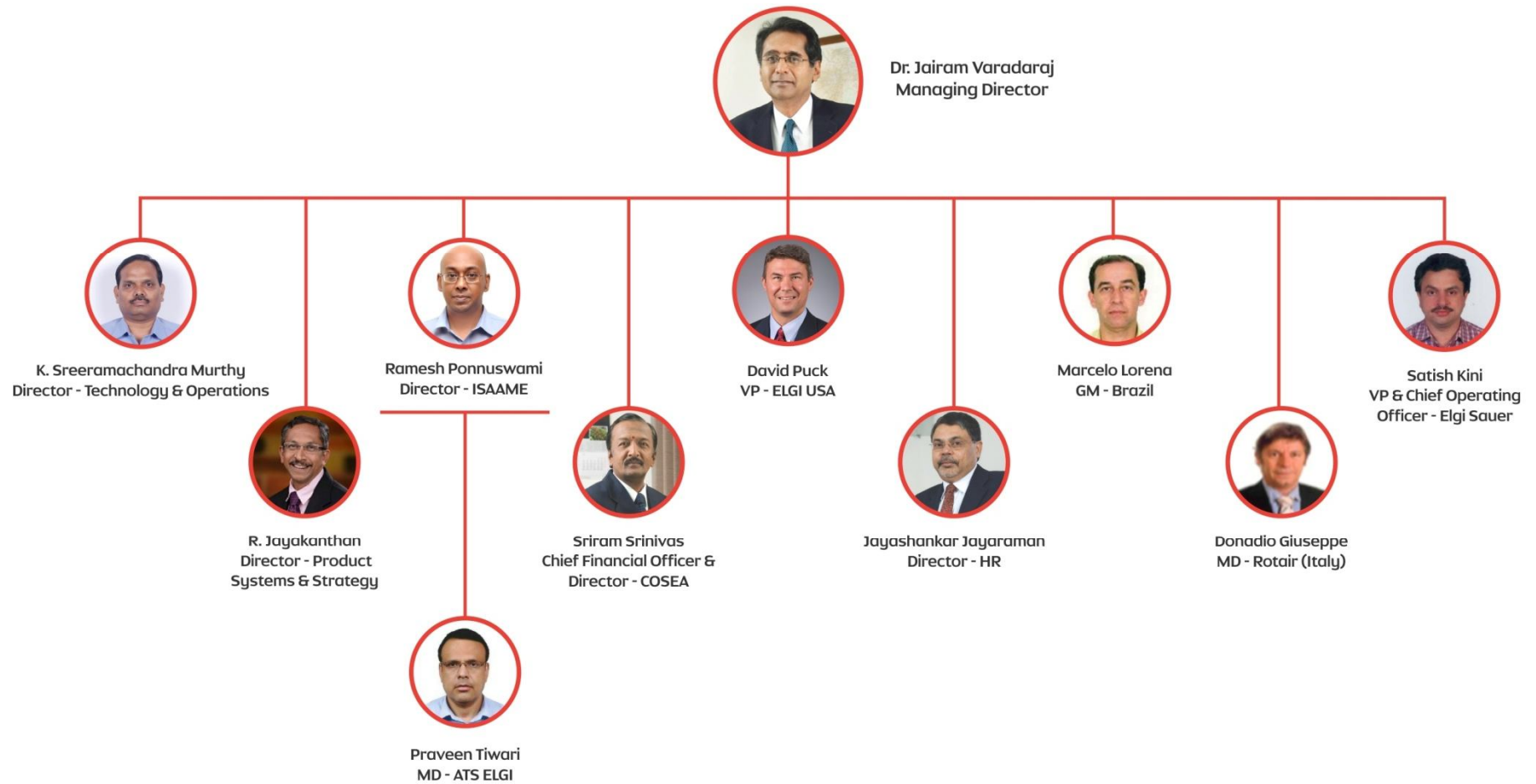
"Giving stakeholders what they need even before they ask will build lasting relationships."



SPEED

"The faster we respond to opportunities the quicker we will grow as an organization."

Leadership



Global Presence

70+

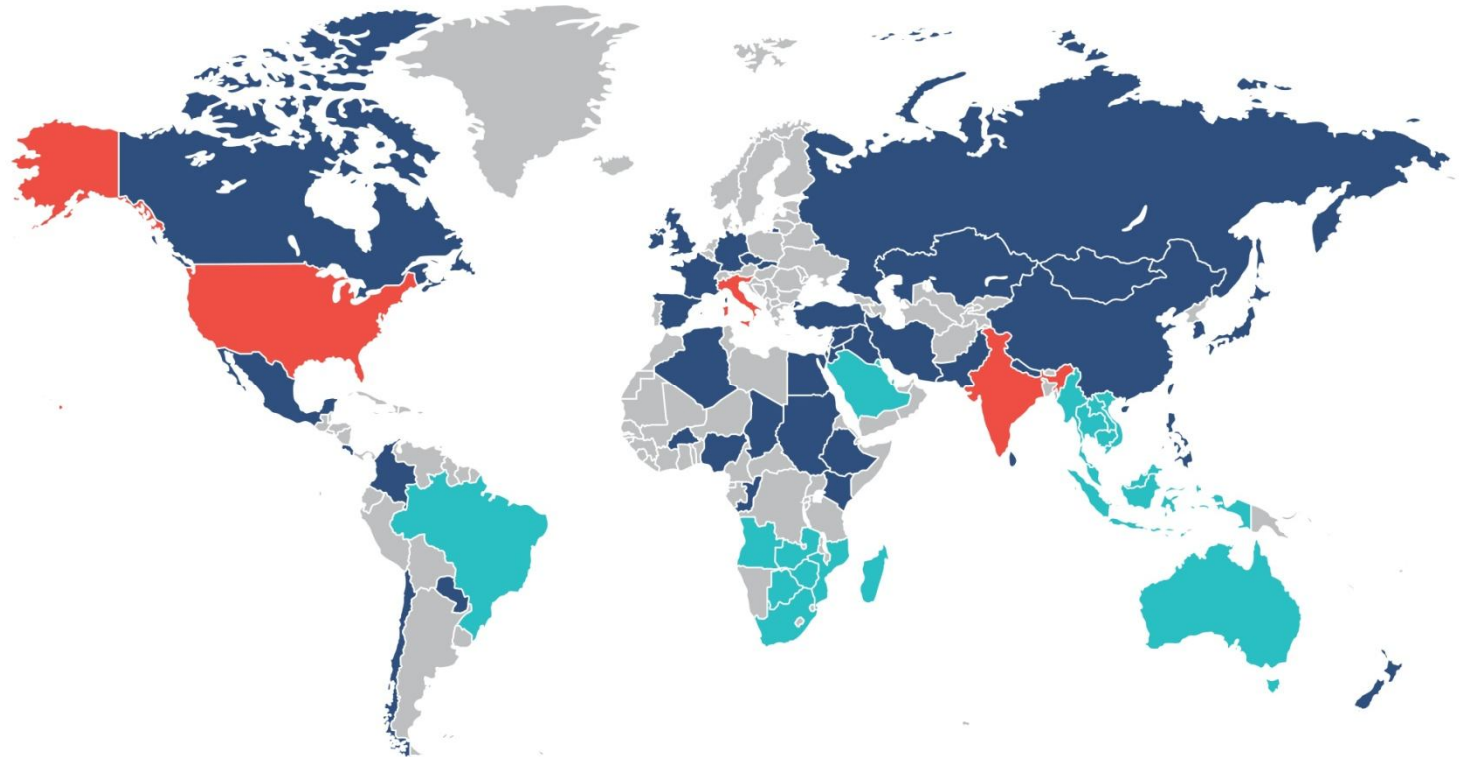
countries where
ELGi does
business

18

countries with
direct presence

03

Manufacturing
countries



Infrastructure

> 1 Million sq ft of “Future-ready” manufacturing facilities



COMPRESSOR FACTORY

3 state-of-the-art manufacturing units in the world with high standards of quality and safety



FOUNDRY

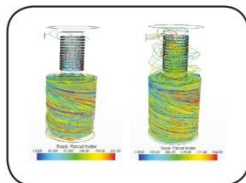
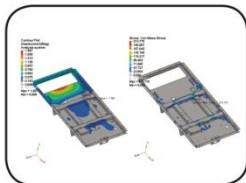
Produces high precision grey and SG iron castings



ROTOR PRODUCTION

Custom designed milling machines to produce highest quality rotors with lowest manufacturing cost

Technological advantage



ELGi has developed in-house FEA, CFD, NVH and industrial design capabilities to ensure continuous innovation in product quality.

FEA: Finite Element Analysis, CFD: Computational Fluid Dynamics,
NVH: Noise Vibration Harshness

ELGi's Globally renowned vendors



Trademarks of companies acknowledged

ELGi

5 Things to know about ELGi

1 in 5

ELGi is one of five companies in the world **to design and manufacture proprietary oil-free air-ends**

400+

Compressed air systems offered by ELGi
from large centrifugal compressors to
the world's smallest screw compressor

50+ Years

Legacy of manufacturing air compressors **since 1960**

50%

A truly global company, ELGi gets half its **revenues from outside India.**

60% of international revenues from Europe and America.

One global product range

ELGi offers the **same product range** for **domestic and international** markets

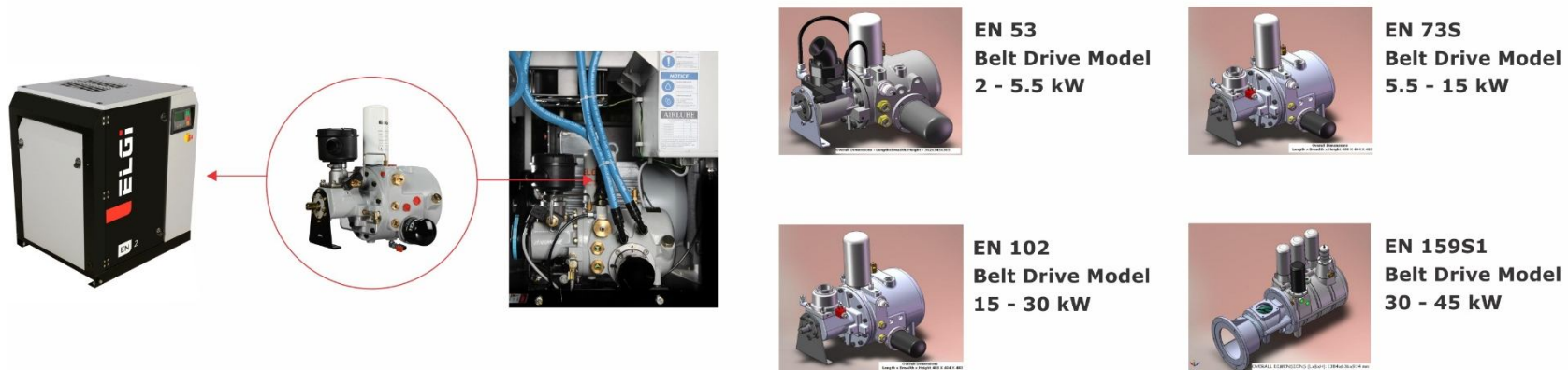
Technology Capability

TECHNOLOGY CAPABILITY : AIRENDS

ELGi has designed and developed a family of single stage oil-injected airends in the power range of 0.5 to 300 kW



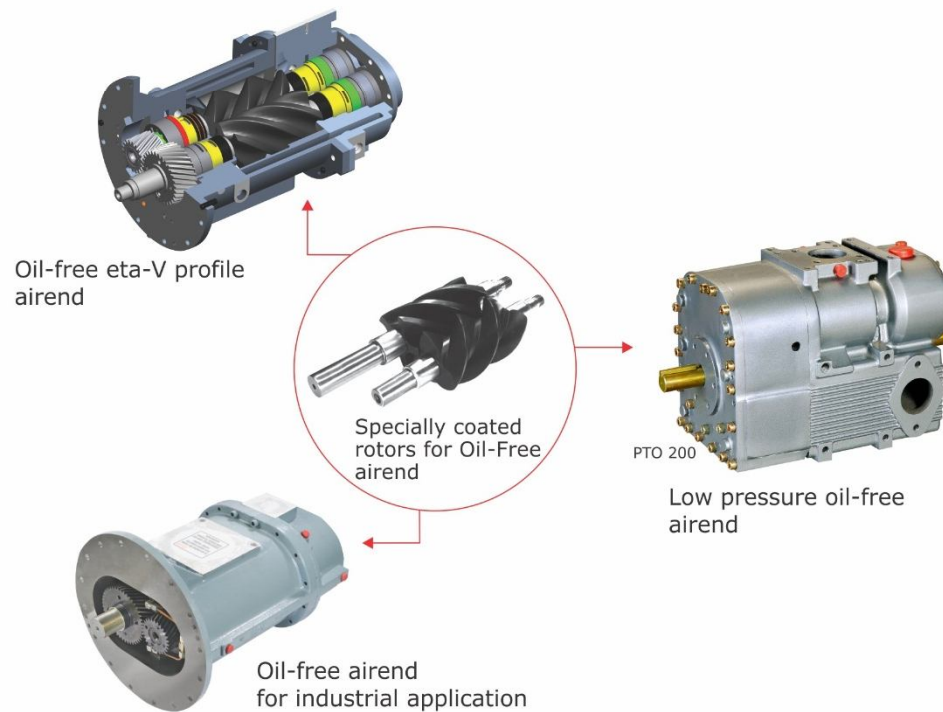
ELGI has developed a range of encapsulated airends in the power range of 2.2 to 75 kW



Technology Capability

TECHNOLOGY CAPABILITY : OIL-FREE AIRENDS

ELGi designs and manufactures oil-free airends and air compressors. ELGi's unique eta-V rotor design reduces pressure losses and increases stage efficiencies, leading to an optimized compressed air system.



RANGE

125 - 3000 cfm

1.2 - 10 bar g

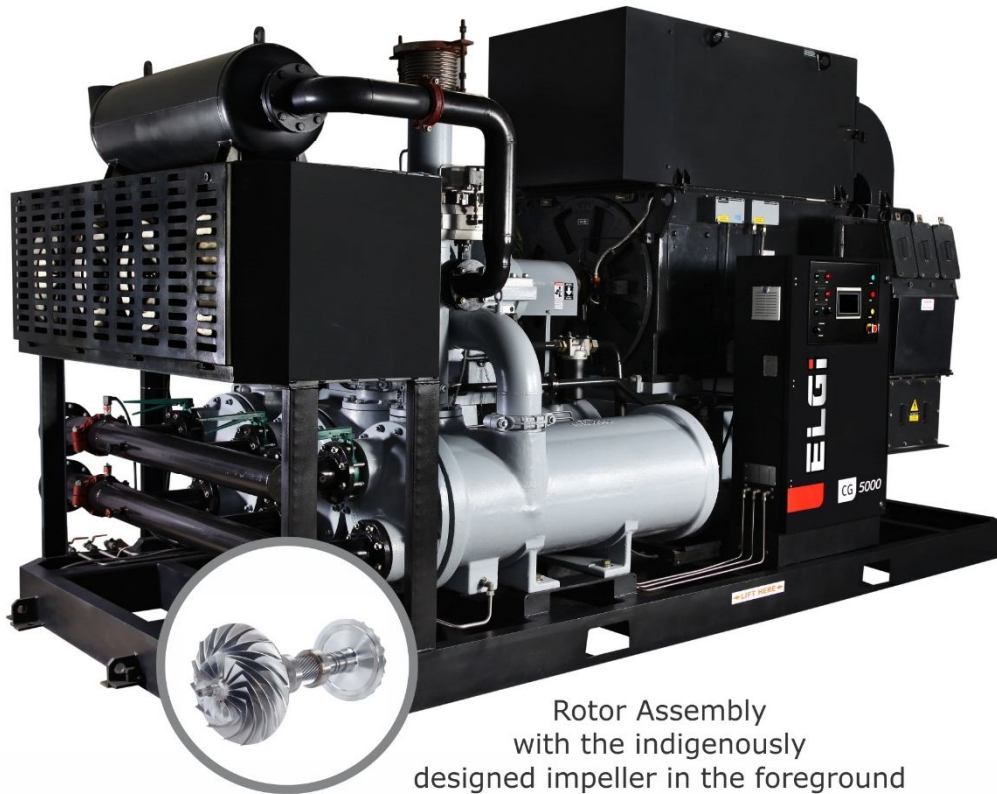
COATING

- Special PTFE-PFA coating for compression without lubricant or cooling agent
- Corrosion resistant
- Dry lubricant. Does not require refill
- Food grade coating

Technology Capability

TECHNOLOGY CAPABILITY : CENTRIFUGAL COMPRESSOR

ELGi designs and manufactures its own range of centrifugal compressors.



Rotor Assembly
with the indigenously
designed impeller in the foreground

SOFTWARE

- MathCad: programming in scientific and engineering applications
- LabView: data acquisition, processing
- CompAero: aero-thermo design and performance estimation of centrifugal compressor components
- DyRoBes[®]: rotor dynamic analysis and design, journal & thrust bearing design
- Lisa: Finite Element Analysis

Technology Capability

TECHNOLOGY CAPABILITY : OIL-FREE SCREW AIR COMPRESSORS

With in-house oil-free technology, the compressors are engineered to deliver maximum uptime and reliability.



TWO STAGE - OF SERIES

Air cooled/water cooled

22 - 550 kW

125 - 3000 cfm

4.5 - 10 bar g

SINGLE STAGE - OF:L SERIES

Water cooled

90 - 160 kW

750 - 1800 cfm

1.2 - 3.5 bar g

Technology Capability

TECHNOLOGY CAPABILITY : ELECTRIC POWERED SCREW AIR COMPRESSORS

The EG Series compressors represent superior value proposition with each component designed for reliability and ease of maintenance. The compressor is manufactured in compliance with applicable international standards (UL, ASME and CE).



SINGLE STAGE - EG SERIES

11 - 250 kW

47 - 1612 cfm

Technology Capability

TECHNOLOGY CAPABILITY : ELECTRIC POWERED SCREW AIR COMPRESSORS

ELGi's EN series screw compressors are designed to encapsulate all functional components and compressor within a common housing. With its small footprint, high reliability and low maintenance, the compressors are ideal for all industrial applications where size, efficiency and cost matter.



ENCAPSULATED EN SERIES

2.2 - 75 kW

8.0 - 469 cfm

Technology Capability

TECHNOLOGY CAPABILITY : DIESEL PORTABLE COMPRESSORS

ELGi has a legacy of providing reliable compressed air solution for the construction, mining, water-well drilling and oil and gas industries for over four decades.



RANGE

Application	Free-air delivery	Pressure
	(Range in cfm)	(Range in psig)
Construction & Mining	175 - 1100	100 - 350
Water-well drilling	475 - 1500	150 - 400
Oil and gas exploration	900 - 1100	350

Technology Capability

TECHNOLOGY CAPABILITY : ELECTRIC PORTABLE COMPRESSORS

ELGi's electric trolley compressor offer significant savings in operating costs in applications such as powering breakers and tools in marble, granite and blue metal quarries.



RANGE

kw	cfm	psig
22 - 75	130 - 500	100 -150

Technology Capability

TECHNOLOGY CAPABILITY : RAILWAY AIR COMPRESSORS

ELGi provides compressors for electrical and diesel locomotives, auxillary compressors, exhausters, wind screen wipers and water raising apparatus.



ELECTRIC LOCOMOTIVES

14 - 20 HP

35 - 85 cfm



DIESEL LOCOMOTIVES

14 - 100 HP

35 - 218 cfm

Technology Capability

TECHNOLOGY CAPABILITY : OIL LUBRICATED RECIPROCATING AIR COMPRESSORS

ELGi's oil-lubricated reciprocating compressors are designed for ease maintenance and unparalleled performance in the long run.



Single & Two stage



High volume & High pressure



Pet Compressor

SINGLE AND TWO - STAGE

3.0 - 15 HP

8.8 - 49 cfm

HIGH VOLUME & PRESSURE

3.0 - 40 HP

3.5 - 128 cfm

PET COMPRESSOR

15 - 20 HP

30 - 54 cfm

Technology Capability

TECHNOLOGY CAPABILITY : OIL-FREE RECIPROCATING AIR COMPRESSORS

ELGi's oil-free reciprocating compressors cater to the increased need of industrial and research institutions for higher purity in compressed air applications.



Oil-free



High volume oil-free



Dr. Vayu

OIL-FREE
5.0 - 15 HP
14.5 - 45 cfm

HIGH VOLUME OIL-FREE
25 - 75 HP
100 - 300 cfm

DR. VAYU OIL-FREE
1.0 - 4.0 HP
1.77 - 10.6 cfm

Technology Capability

TECHNOLOGY CAPABILITY : AIR ACCESSORIES

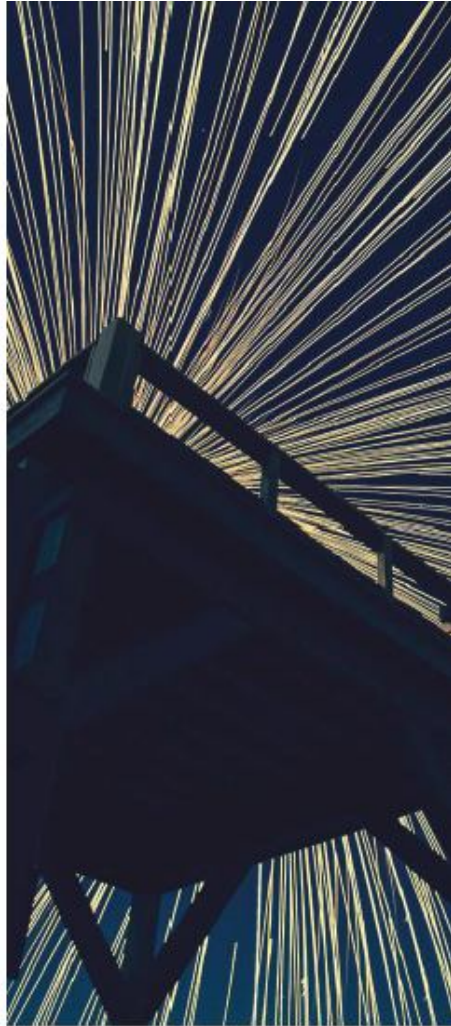
ELGi offers complete compressed air solutions for high air quality and energy savings.



ACCESSORIES

- Air Receivers
- Air Dryers
- Air filters
- Drain valves
- VFD
- ASSC

The ELGi Advantage



1

Best Energy Efficiency

2

Lowest Maintenance Cost

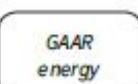
3

Highest Uptime

4

Lifetime Warranty Programs

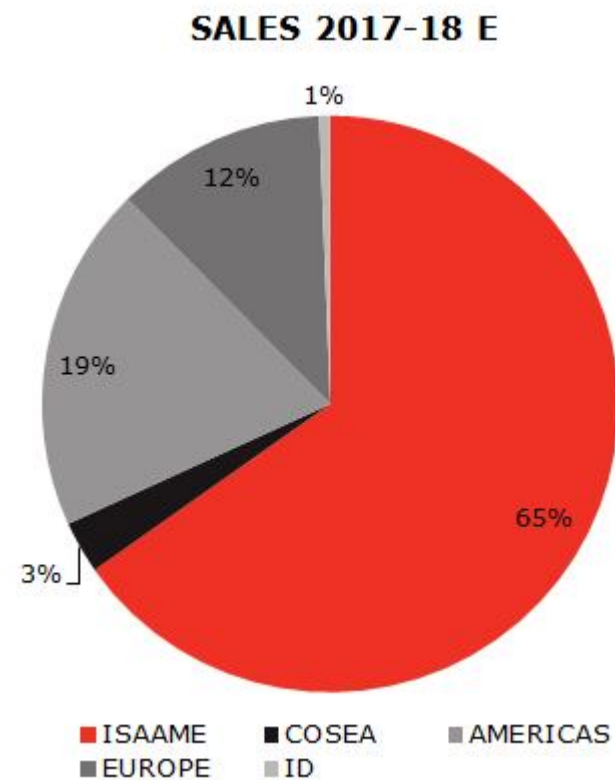
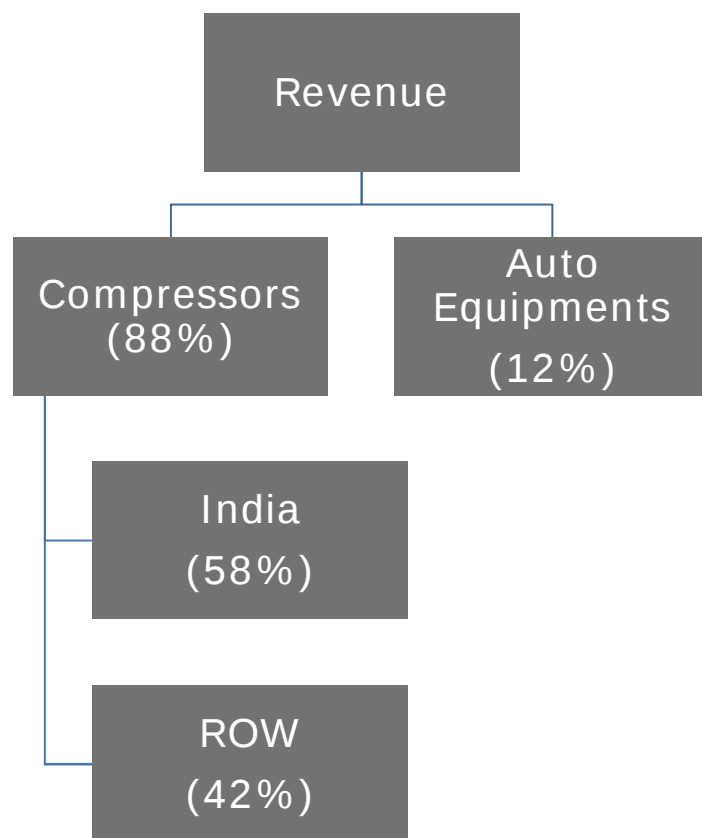
Select Customers - India

Auto									
Textile									
Pharma									
Cement									
Iron and steel									
Power									
FMCG									
Plastics and Leather									
Other									

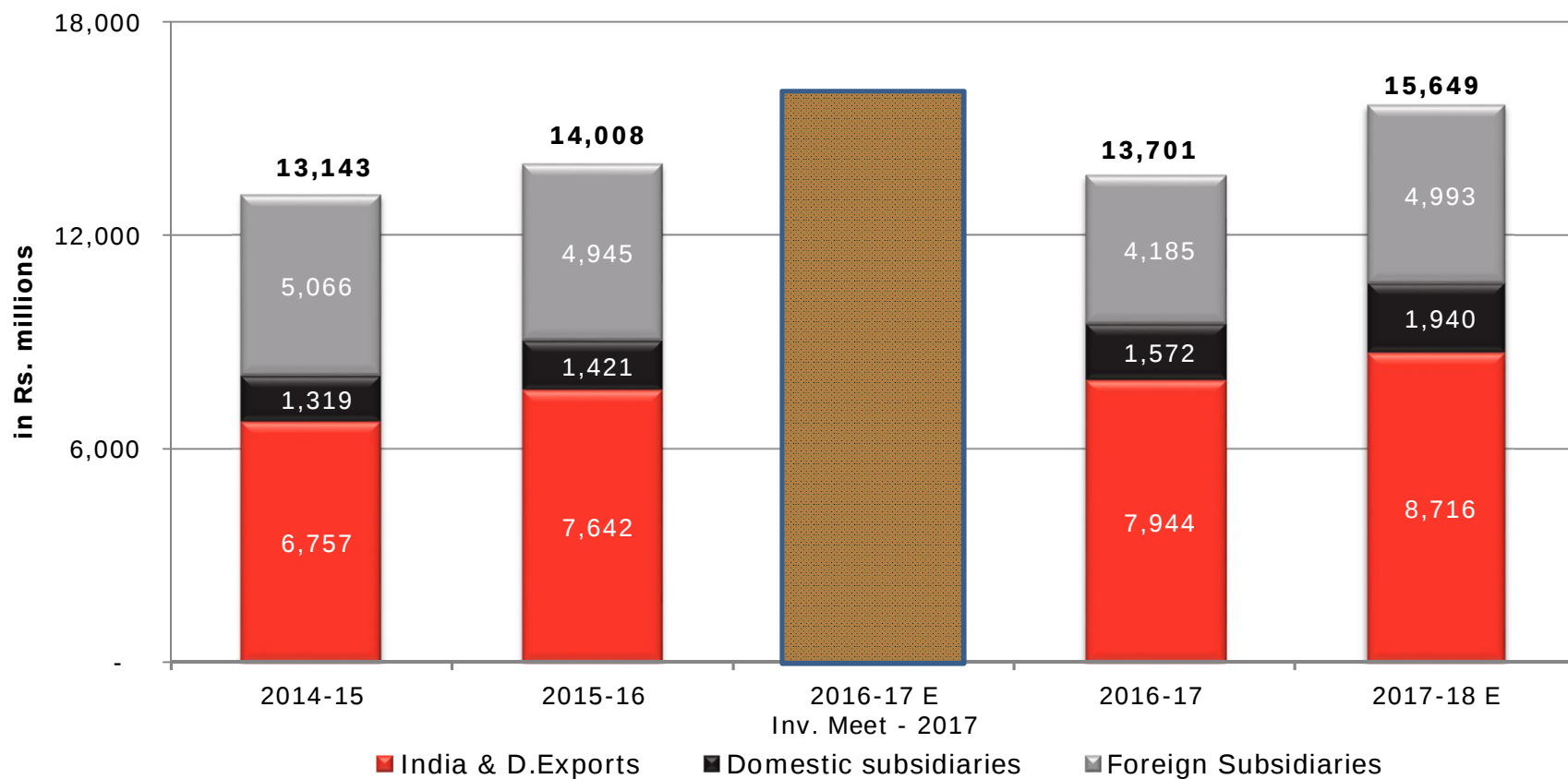
Select Customers - Global



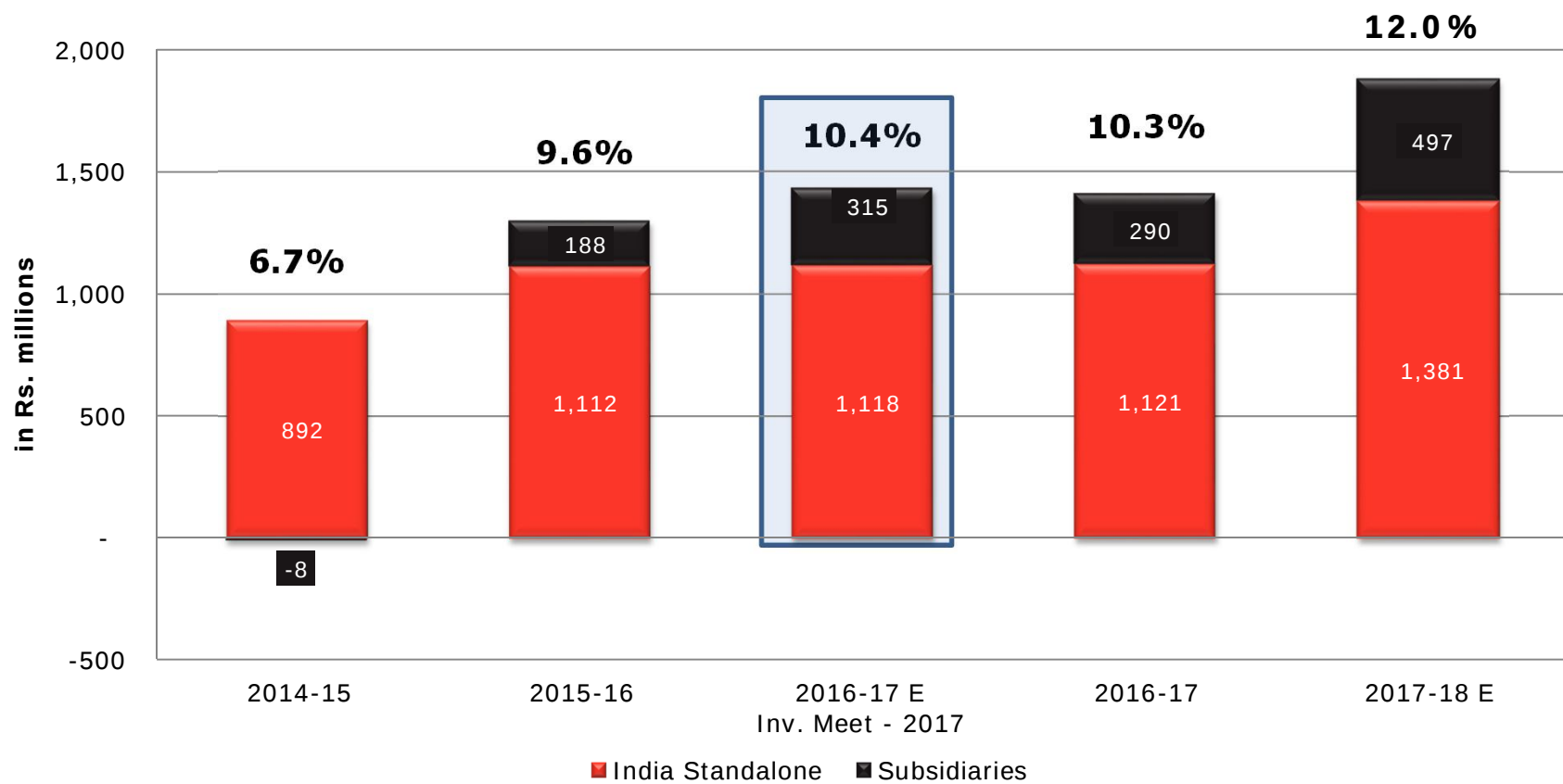
Revenue Mix



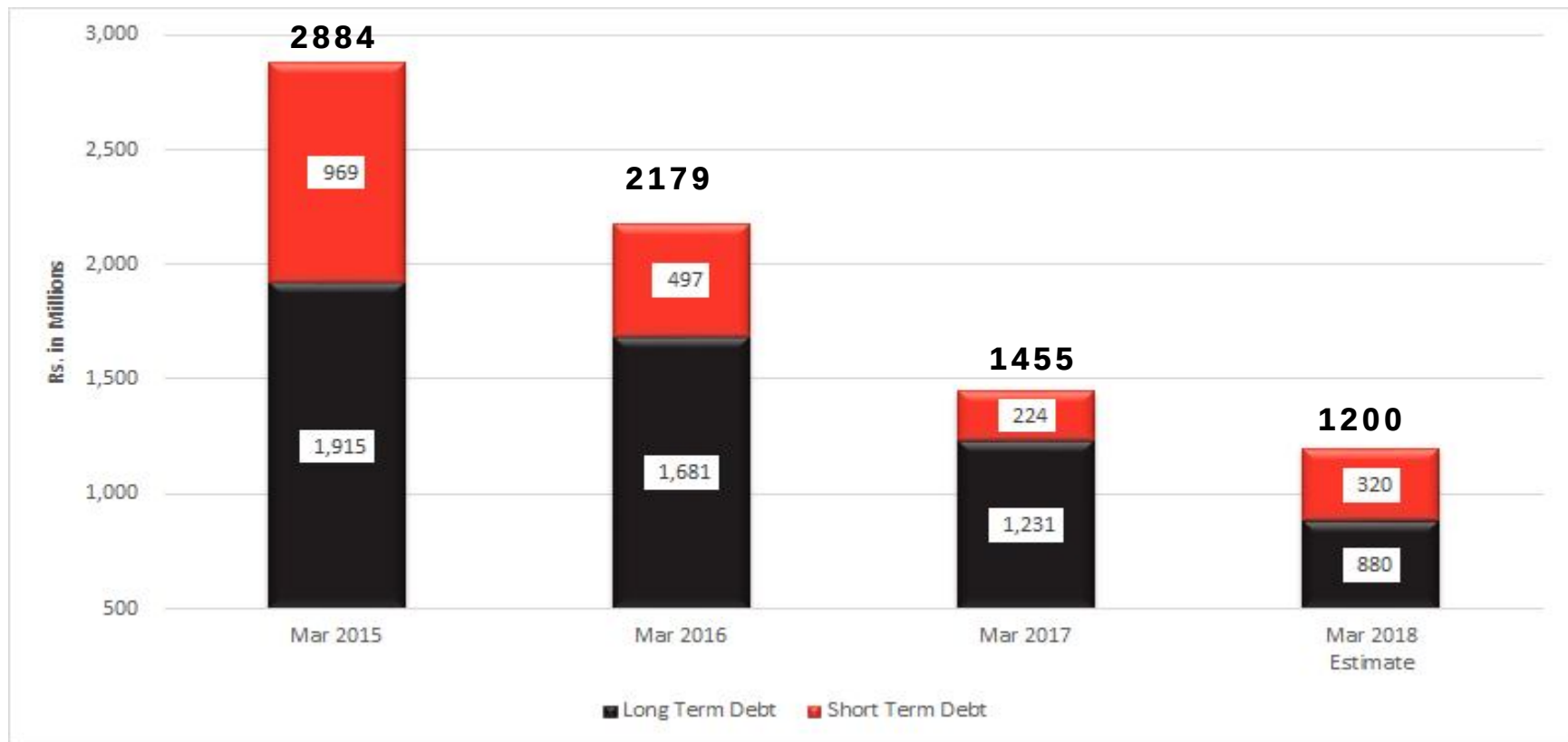
Sales Performance



EBIDTA



Net Debt Position



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ELGi Global Strategy

Global Strategy - Scope

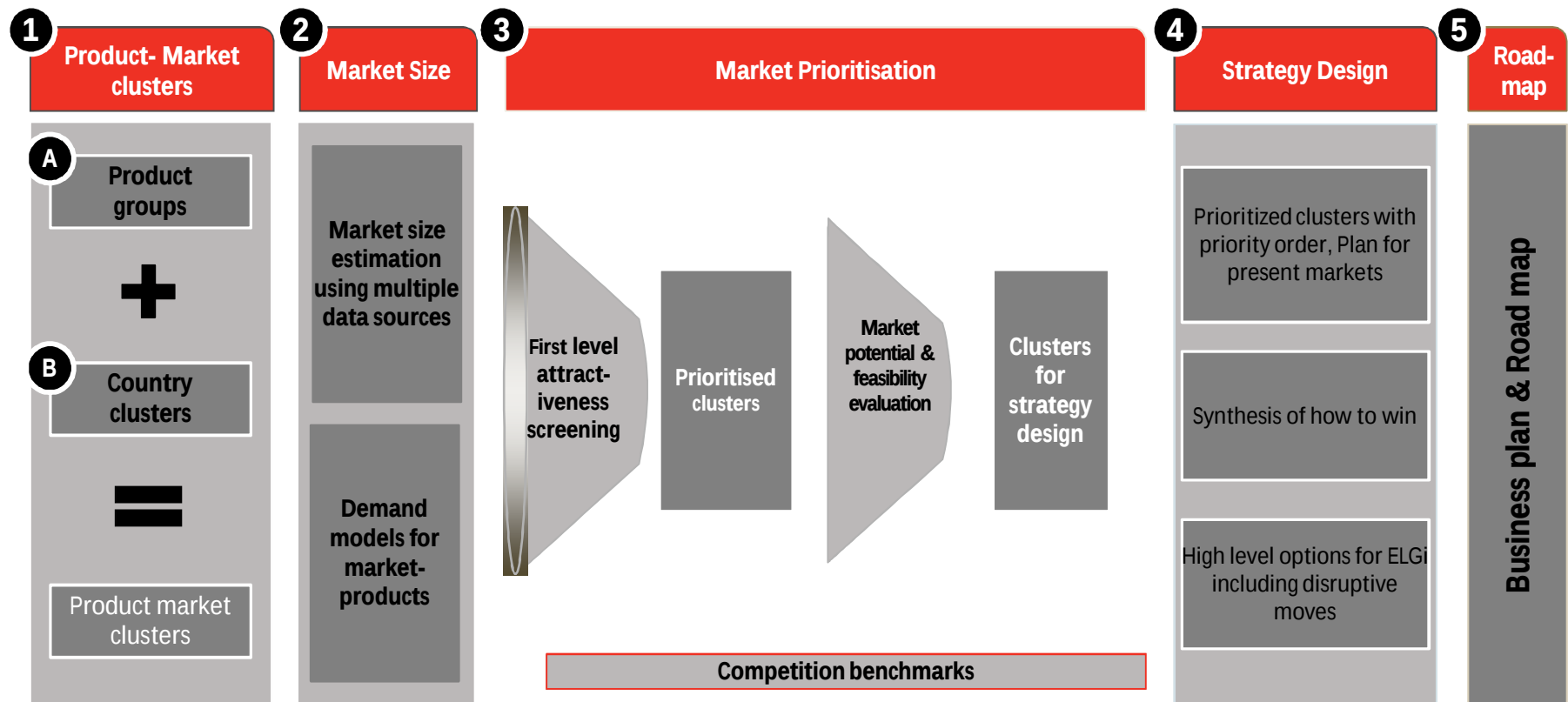
■ **Where to Play :**

- Identification of Key Markets
- Identification of Core Products
- Key Product/Market segments

■ **How to Win:**

- Market-oriented programs
- Function-related programs

Approach to The Project: Five Steps



Air Compressor Product Groups Considered...

Product Groups	Products
Core Stationary Industrial compressors	Group – 1 <i>Industrial</i> – Low power Oil Lubricated Recip.
	Group – 2a <i>Industrial</i> – Low power Oil Lubricated Rotary (≤ 22 kW)
	Group – 2b <i>Industrial</i> – Medium power Oil Lubricated Rotary (30-300 kW)
	Group – 3 <i>Industrial</i> – Oil Free Rotary (< 500 kW)
	Group – 4 <i>Industrial</i> – Centrifugal (300-2000 kW)
C&M	Group – 5 <i>Portables</i> – Construction & Mining (All sizes)
Non-Industrial compressors	Group – 6 <i>Professional</i> – Very low power Oil Lubricated Recip. (≤ 3 kW)
	Group – 7 <i>Non Industrial</i> – Low power oil free recip, scroll (< 22 kW)
Application specific compressors	Group – 8 <i>Portables</i> – Drilling (All sizes)
	Group – 9 <i>Locomotive</i> compressors (Railways)
	Group – 10 <i>PET</i> compressors (other product groups like BOP to also be included in group 10)

Country Clusters Identified – Where to Play

1 USA - Canada

2 China

3 Europe

- Germany
- France
- UK
- Spain
- Italy
- Austria
- Switzerland
- Netherlands
- Belgium
- Norway
- Sweden

4 Japan

5 India

6 Indo-Thai

- Indonesia
- Thailand

7 Mexico

8 South Korea

9 Eastern Europe

- Poland
- Czech Rep.

10 Brazil

11 Russia

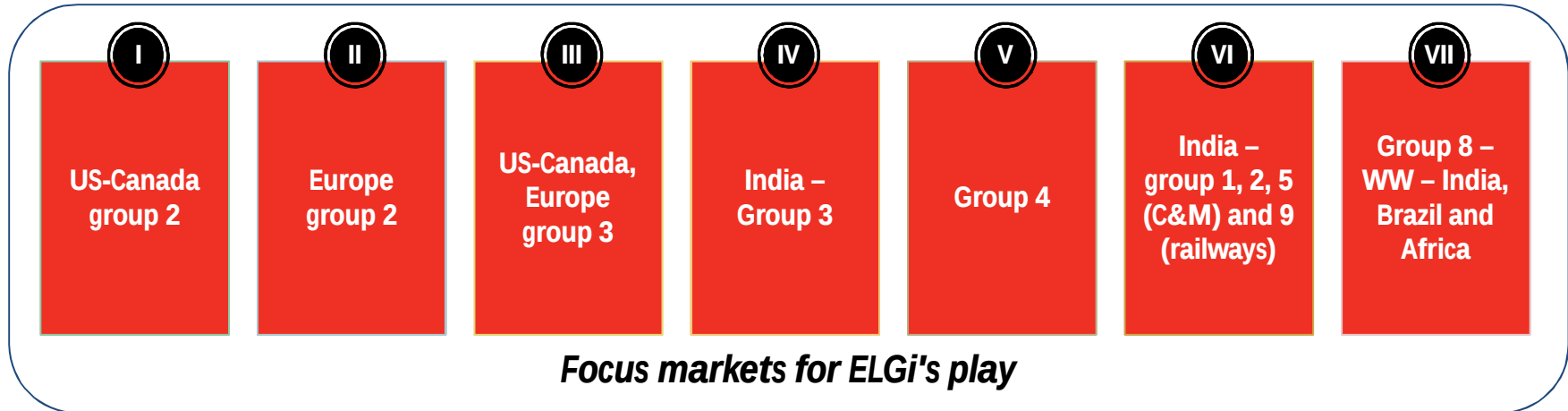
12 Turkey

13 Australia

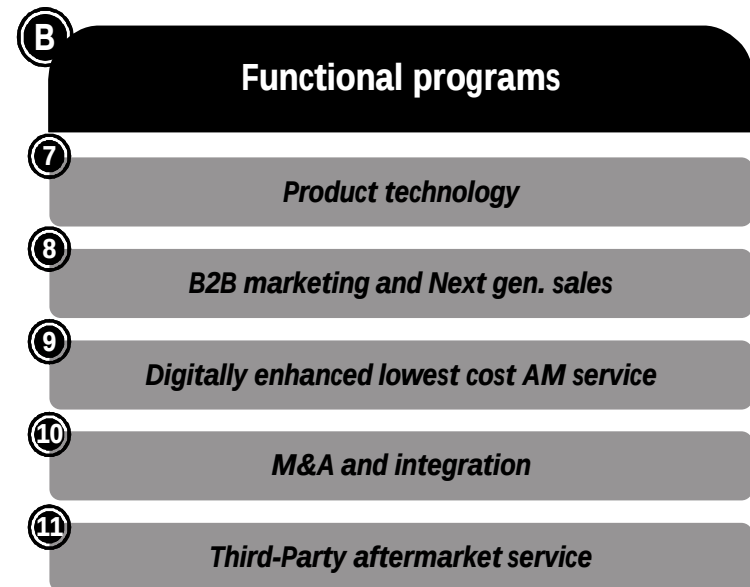
14 Taiwan

15 Saudi Arabia

Product-market groups for ELGi to play



Programs to be Implemented – How to Win



■ Core markets (High Priority) ■ Non-core market

Thank You