

|   |  |
|---|--|
| BOMBAY STOCK EXCHANGE LIMITED<br>PHIROZE JEEJEEBHAY TOWERS<br>DALAL STREET<br>MUMBAI - 400001 | NATIONAL STOCK EXCHANGE OF<br>INDIA LIMITED<br>"EXCHANGE PLAZA"<br>BANDRA KURLA COMPLEX<br>BANDRA (E)<br>MUMBAI - 400051 |
| Scrip Code: 522074  | Scrip Code: ELGIEQUIP  |

E:SEC: 1028

DATE: 28/02/2019

Dear Sirs

Sub: Submission of presentation made at the Analysts / Investors Meet on 28/02/2019 as per Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation - 2015 - reg.

The presentation made at the Analysts / Investors Meet on 28/02/2019.

Kindly acknowledge the receipt and do the needful to update your records.

Thanking you,

Yours faithfully,  
For ELGI EQUIPMENTS LIMITED



VAISHNAVI.P.M  
COMPANY SECRETARY

Encl: As above.

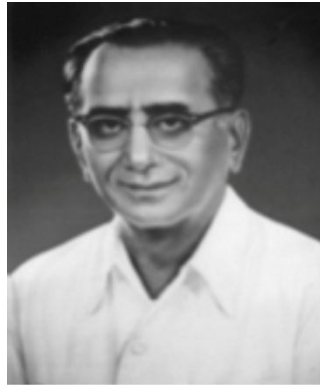


# Analysts and Investors Meet

Thursday  
28 February, 2019

**ELGi**<sup>TM</sup>  
Always Better.

# Group History

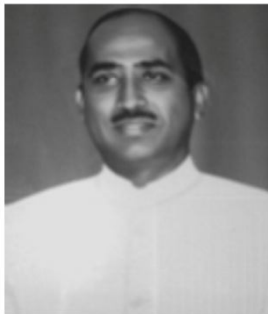


**LRG Naidu**

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**



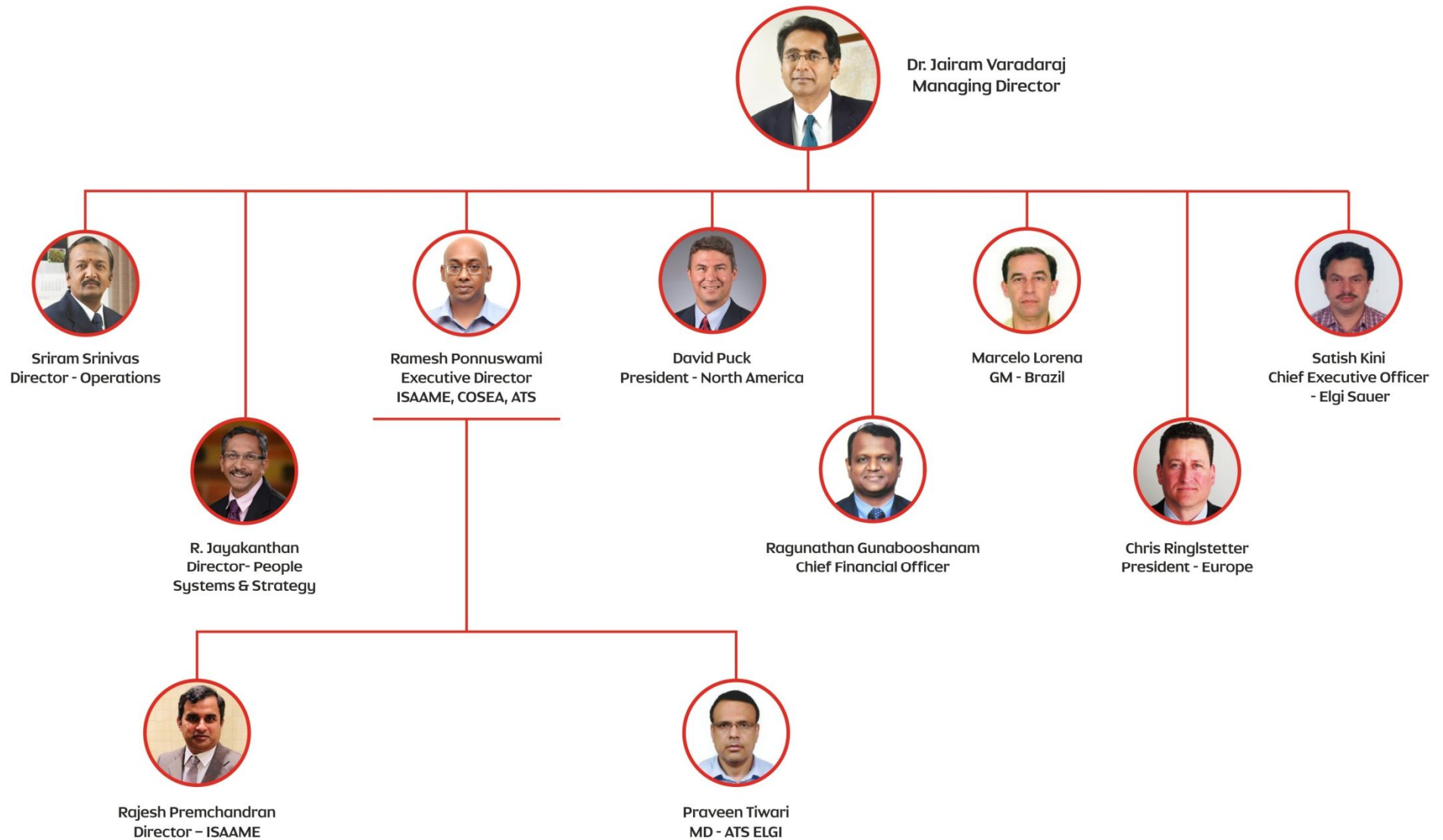
**LG Ramamurthi**



**LG Nityanand**

**Sons of LRG Naidu who moved the business from services into manufacturing in 1959 and built a group that is today over \$500 Million in revenue**

# ELGi Leadership





# Global Presence

**100+**

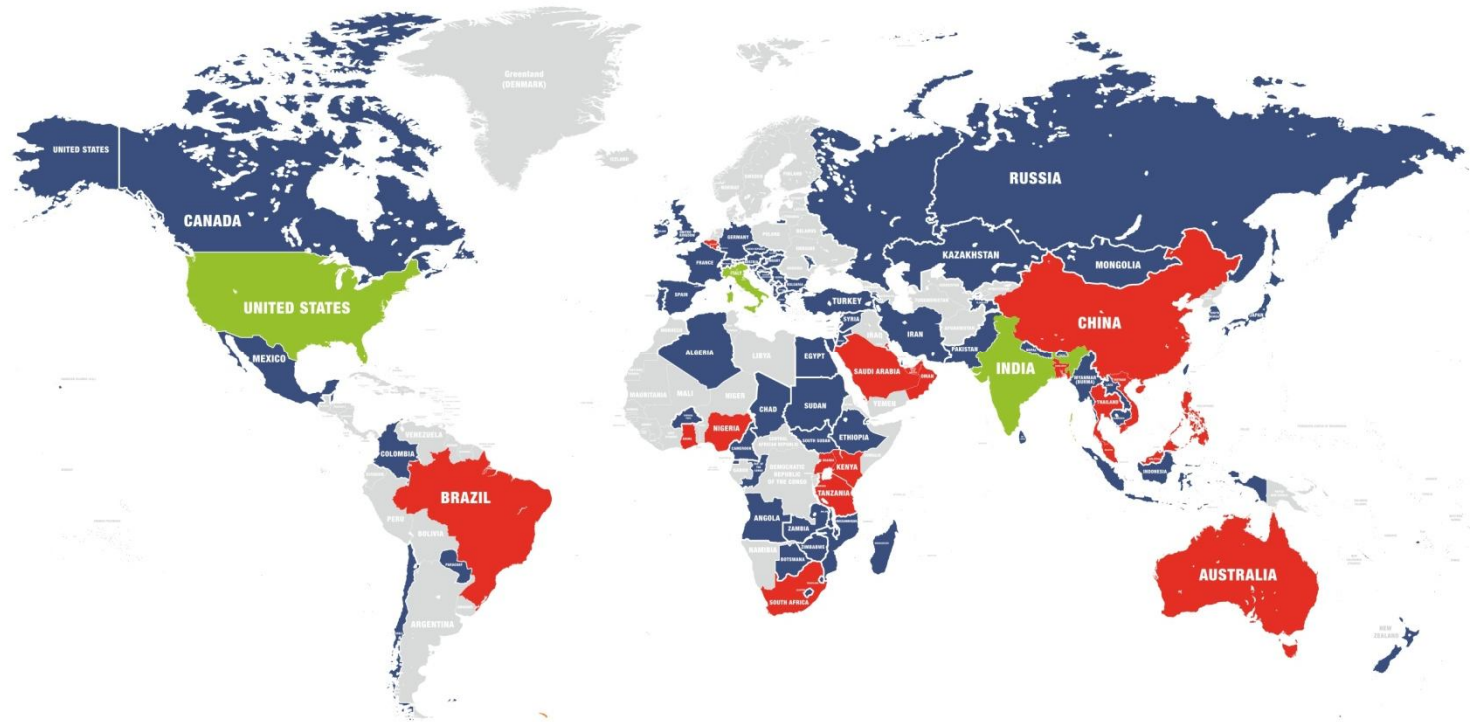
Countries where  
ELGi does  
business

**20**

Countries with  
direct presence

**03**

Manufacturing  
countries



## Presence

**200**

Distributors  
worldwide

**800**

Sales people  
worldwide

**1200**

Service people  
worldwide

**1500**

Employees  
worldwide

## Infrastructure

**5,000,000**

Square feet of factory  
land worldwide

**1,000,000**

Square feet of factory  
space worldwide

**100,000**

Square feet of dedicated  
parts warehouse worldwide

# Manufacturing Capability

>5 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



## MOTOR MANUFACTURING

State-of-the-art motor manufacturing plant to produce highly efficient and reliable motors for captive consumption



## PRESSURE VESSELS PLANT

Produces pressure vessels meeting international standards.

## ELGi's Globally renowned vendors



Trademarks of companies acknowledged

# Comprehensive Portfolio

## Air compressors across the spectrum



**EN Series**  
Encapsulated Screw Air Compressor  
2.2 – 75 kW / 8 – 469 CFM



**EG Series**  
Oil Lubricated Screw Air Compressor  
11 – 250 kW / 47 – 1612 CFM



**OF Series**  
Oil Free Screw Air Compressor  
90 – 450 kW / 572 – 2450 CFM



**CG Series**  
Centrifugal Compressor  
450 – 930 kW / 3000 – 5200 CFM



**Oil Lubricated Recip**  
Oil Lubricated Piston Compressor  
1.0 – 40 HP / 2.0 – 128 CFM



**Oil Free Recip**  
Oil Free Piston Compressor  
1.0 – 75 HP / 1.8 – 300 CFM



**PG Series (Electric)**  
Electric Portable Screw Compressor  
22 – 75 kW / 131 – 514 CFM



**PG Series (Diesel)**  
Diesel Powered Screw Compressor  
175 – 1500 CFM / 100 – 400 PSI

## Complete end-to-end solutions and accessories



- Variable Frequency Drives
- Receivers
- Dryers
- Downstream Filters
- Drain Valves

## For all industries and applications



Automotive



Textiles



Pharma



Rice and Pulse



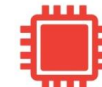
Leather



F & B



Healthcare



Electronics



Paper



Manufacturing



Oil & Gas



Iron & Steel



Mining



Nuclear Plant



Electrical



Aviation



Railways



Construction

# Technology Capability – New Arrivals



## SINGLE STAGE – AB SERIES

**04 – 110 kW**

**12 – 550 cfm**

## OIL FREE. DISRUPTED

CLASS-0 ISO 8573-1

WITNESS A REVOLUTION IN OIL FREE  
COMPRESSED AIR TECHNOLOGY

**OIL FREE. DISRUPTED**

**ELGi**<sup>™</sup>  
Always Better.



Visit us at  
**Hannover  
ComVac 2019**

1<sup>st</sup> to 5<sup>th</sup> April

Hall no. 26  
Stand no. C-12



# Technology Capability – New Arrivals

*Getting ready to launch a completely new series of  
Piston Compressors - LD Series*

Current



New



# 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                |  |  |  |  |  |  |  |  |  |

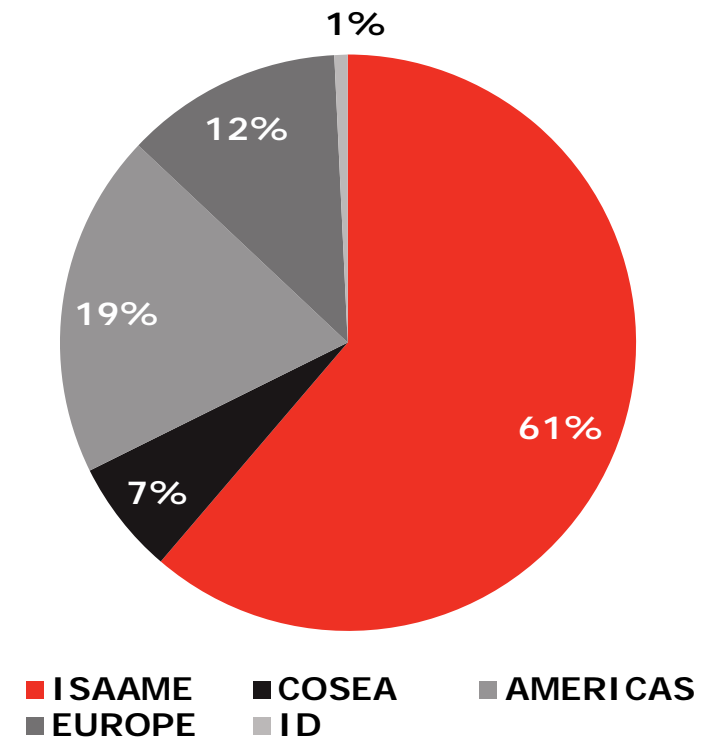
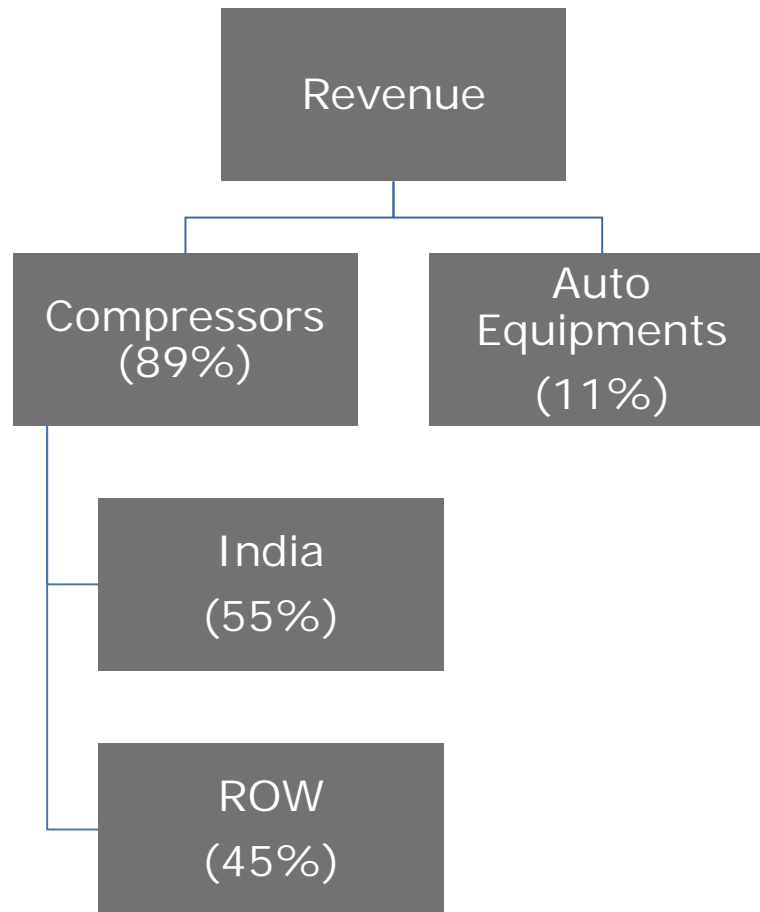
# Select Customers - Global



and many more..



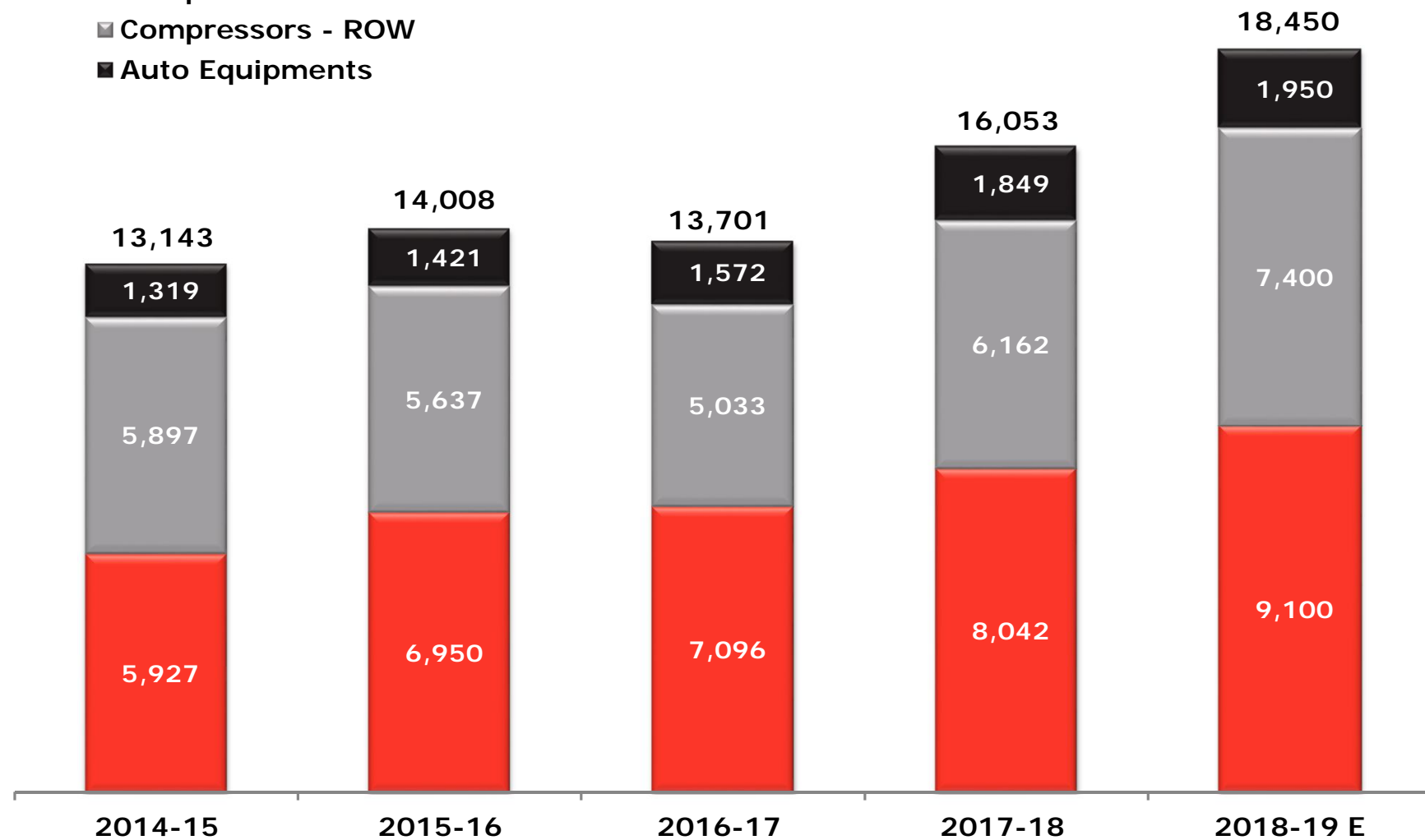
# Revenue Mix



# Sales Performance

(INR Mn)

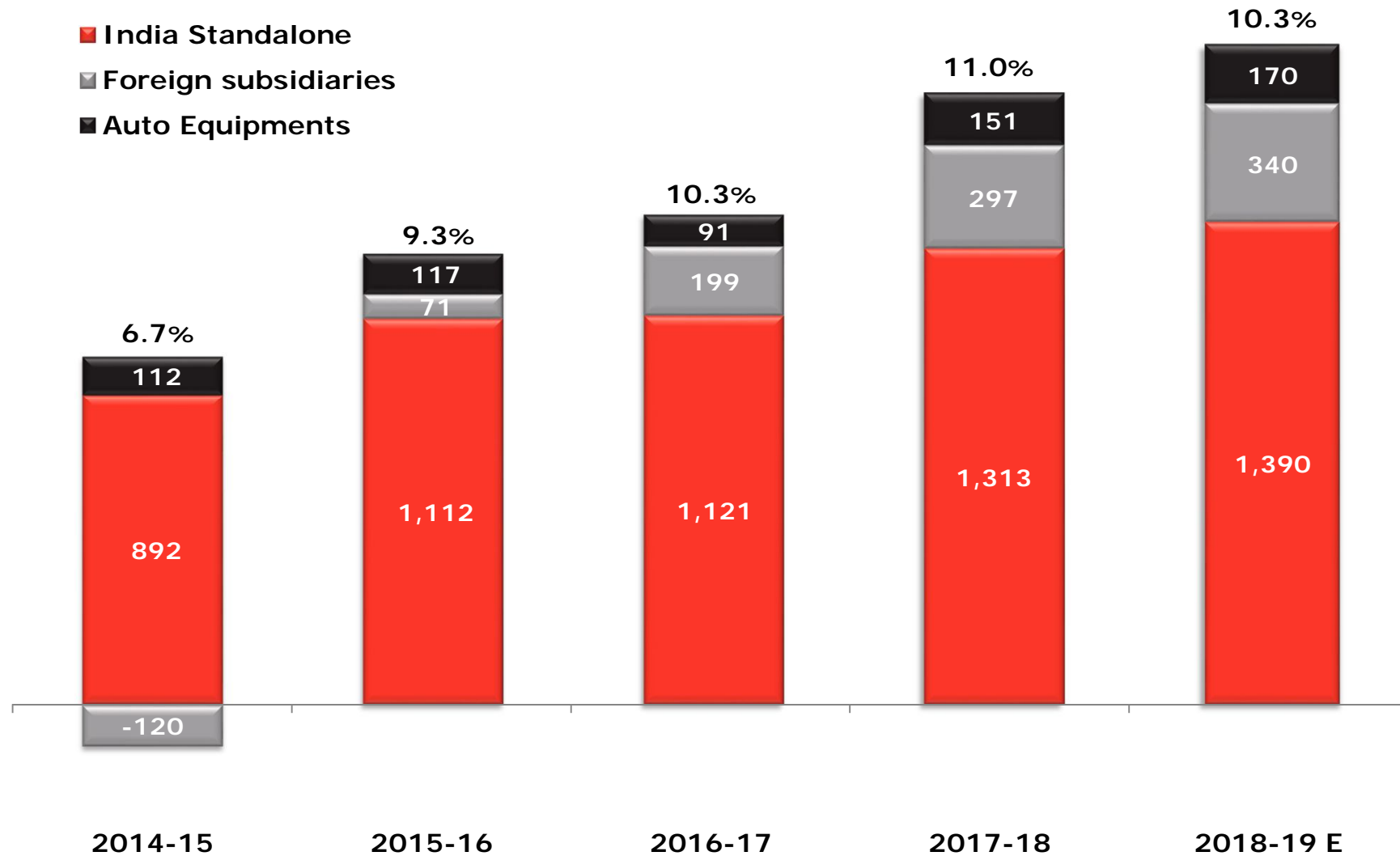
- Compressors - India
- Compressors - ROW
- Auto Equipments



# EBITDA

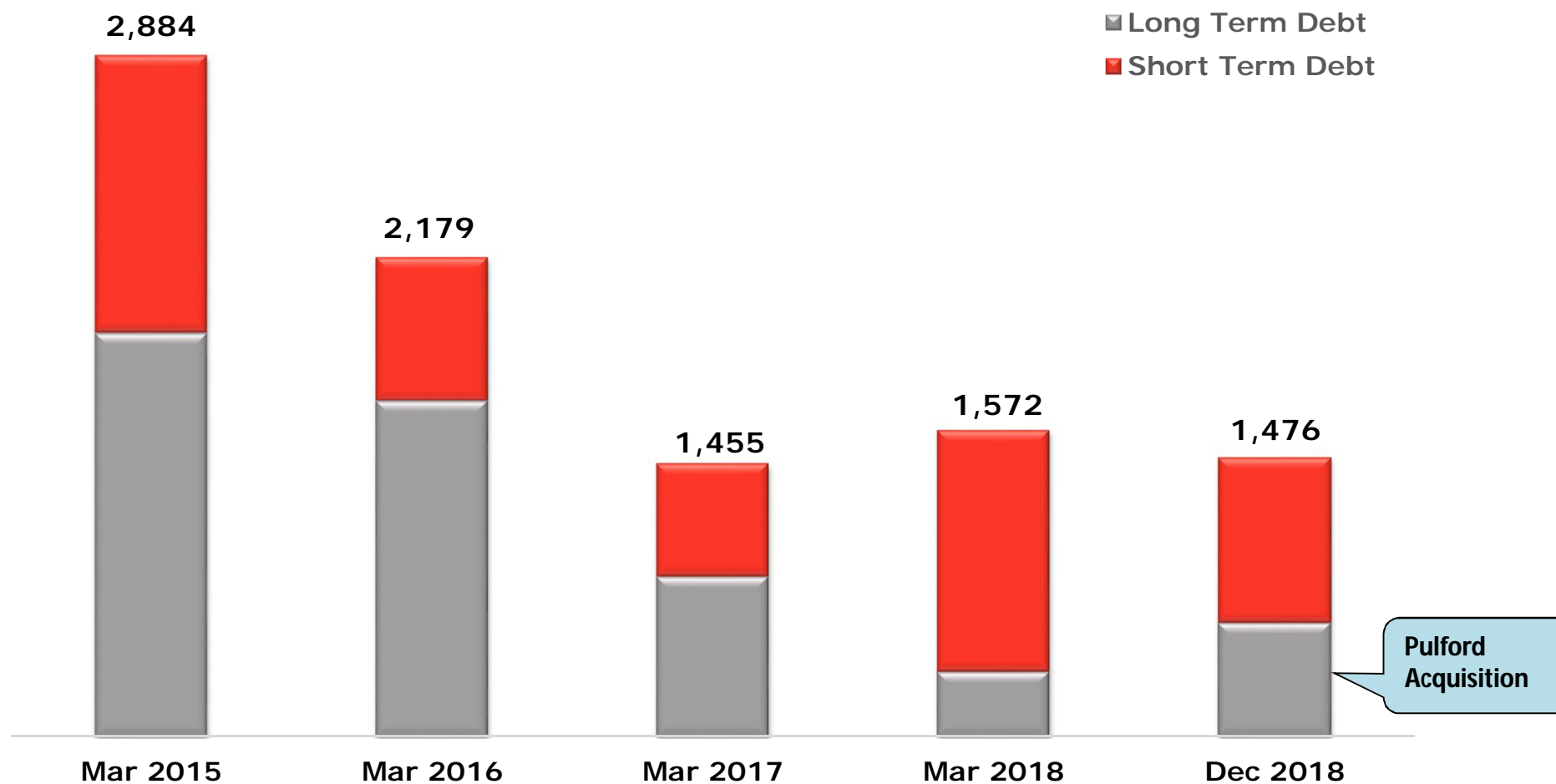
(INR Mn)

- India Standalone
- Foreign subsidiaries
- Auto Equipments



# Net Debt Position

(INR Mn)





**Thank You**