



Elpro International Limited

Investor Presentation July 2017

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- Investment in PNB MetLife, a leading Life Insurance Company
- Equity Shareholding – 12.7%
- MetLife, Inc., is one of the world's leading life insurance providers

Real Estate



- Total Plot Area : 1,06,774.31 Sq. Mts
 - Completed: 23,201.87 Sq. Mts & Partly Completed: 49,113.69 Sq. Mts
 - Industrial Plot: 27,500.65 Sq. Mts
 - Open Land
 - To Develop : 34,458.78 Sq. Mts

Surge Arrestors



- One of the leading brands in South Asia in the design, manufacture and supply of High Voltage Arresters & Low Voltage Metal Oxide Varistors
- Only company outside the US to manufacture surge arresters and zinc oxide discs with GE technology

Management Team

Mr. Deepak Kumar Singh

Chairman, MD & Head of Real Estate Business

He is a Management graduate and an astute Retail & Real estate professional with two decades of experience in real estate services. Worked with top companies like ITC, Reliance, Future Group & Virtuous Retail with a total experience of 18 years.

Mr. Surbhit Dabriwala

Promoter Director

He is a Bachelor of Arts and Science from University of Pennsylvania with experience in Manufacturing, Investments and Real estate.

Mr. Sambhaw Kumar Jain

Chief Financial Officer

Chartered Accountant and has more than 15 years experience in industries like Plywood, Timber , Electrical Equipments and Real Estate. He is representing the group companies for more than 10 years.

Mr. Sunil Khandelwal

Director & Head of arrestors business

He is a LL.B (hons), B.SC with expertise in areas of textiles and electrical products in the manufacturing sector.

Ms. Binal Khosla



Company Secretary

She is a member of the Institute of Company Secretary of India having experience in secretarial and compliance department in Construction & Engineering Industry.

Insurance



Bringing together

	
<p>Financial strength of a leading global life insurance provider</p>	<p>Credibility and reliability of one of India's oldest and leading nationalised banks</p>
<p>Holds 26% stake in PNB Metlife</p>	<p>Holds 30% stake in PNB Metlife</p>
<p>MetLife, through its subsidiaries and affiliates, is a global provider of life insurance, annuities, employee benefits and asset management.</p>	<p>PNB, is one of the largest nationalized banks was also India's first Swadeshi Bank, in India started in 1895</p>
<p>Serving approximately 100 million customers and 90 of the FORTUNE 100® as clients Has operations in ~ 50 countries and holds leading market positions in the United States, Japan, Latin America, Asia, Europe and the Middle East</p>	<p>Network of 6,937 Domestic branches and 10,681 ATMs as on 31st March 2017 Overseas presence in 9 countries along with 4 Subsidiaries, Associate and Joint Ventures</p>



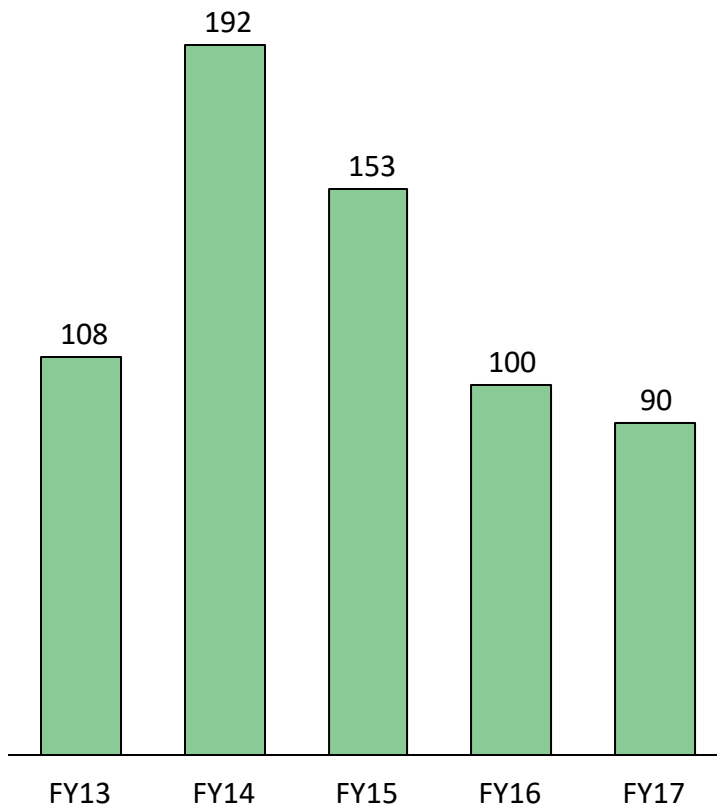
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One of the leading life insurance companies in India

- Present in India since 2001
- PNB MetLife is present in over 115 locations across the country and serves over 100 million customers in more than 8,700 locations through its strong bank partnerships with PNB, JKB and KBL
- Provides a wide range of protection and retirement products through its Agency sales of over 10,000 financial advisors and multiple bank partners, and provides access to Employee Benefit plans for over 800+ corporate clients in India
- Major Shareholders include: MetLife International Holdings LLC (MIHL), Punjab National Bank Limited (PNB), Elpro International, IGE, Jammu & Kashmir Bank Limited (JKB), M. Pallonji and other private investors

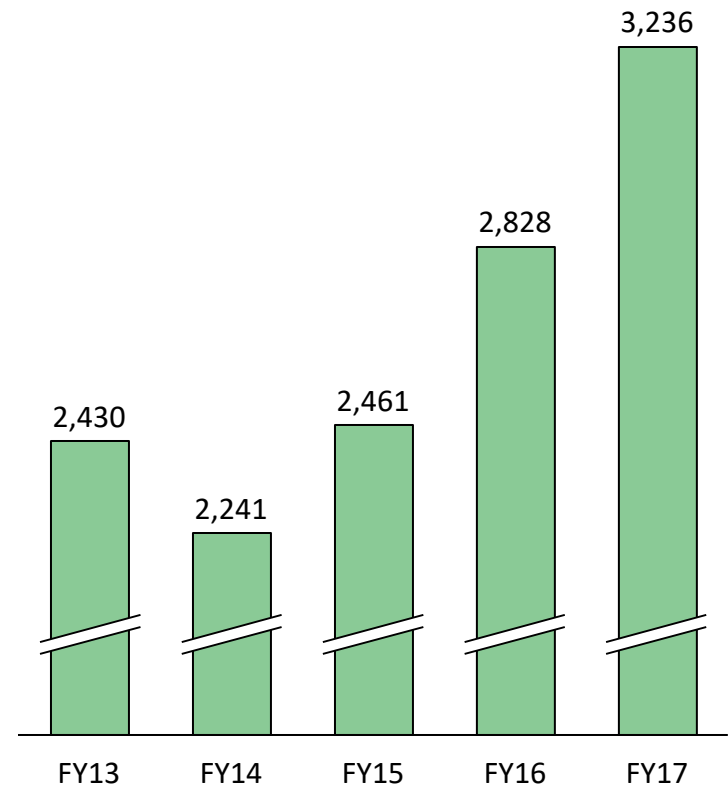
Statutory Profit

Rs Crores



Statutory Premiums

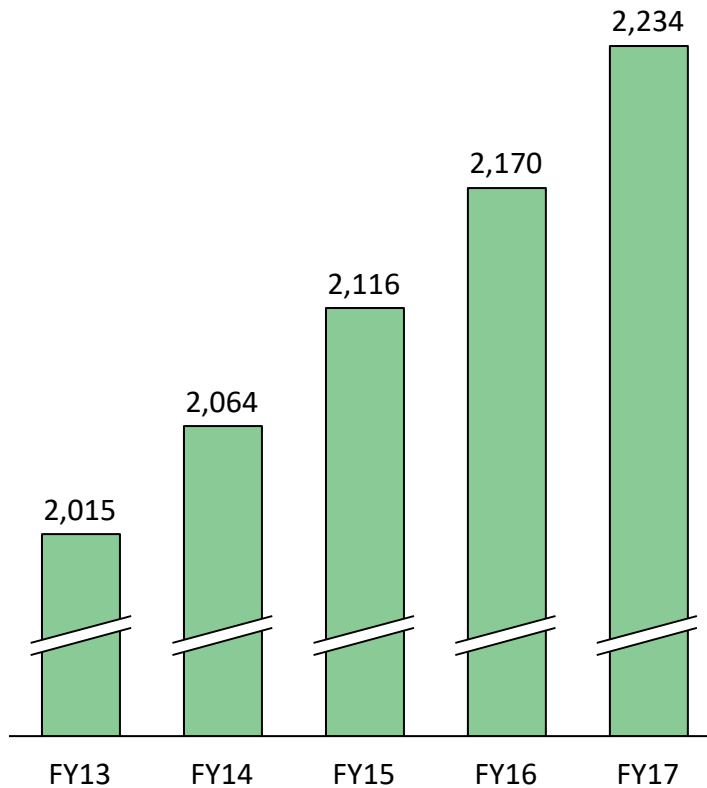
Rs Crores



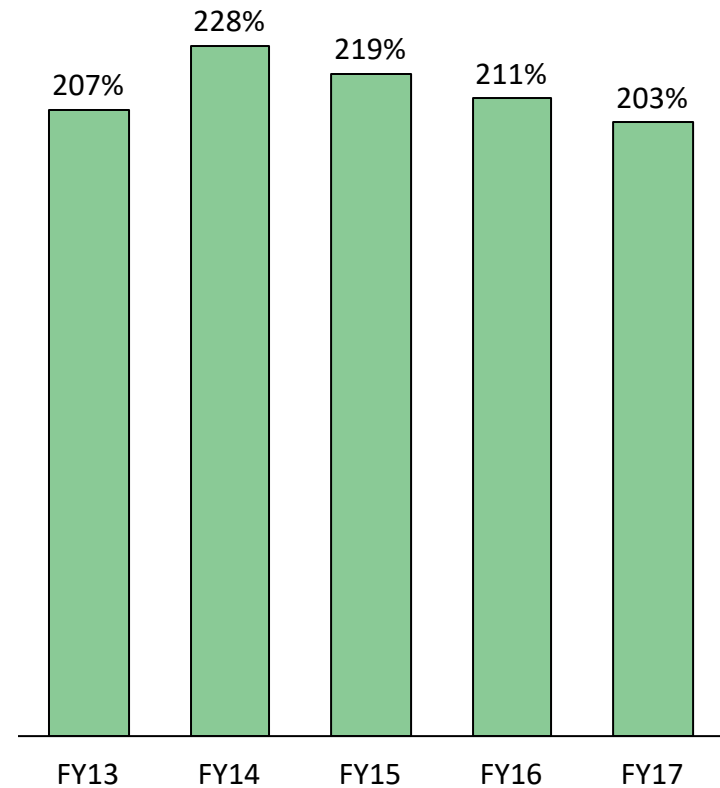
PNB MetLife – Strong Balance Sheet

Shareholders Funds

Rs Crores



Solvency Ratio



Source: PNB MetLife Annual Report

Key Developments in the Sector

ICICI Prudential Life Insurance Company Ltd

Successfully listed on Sep 2016
Trading at 3x Embedded Value

Insurance Listing

Increasing FDI holding in the sector

Increasing Investments

- Nippon Life Insurance increased stake in Reliance Nippon Life from 26% to 49% for a valuation of ~Rs 10,000 Crs
- Prudential Financial Inc increased stake in DHFL Pramerica Life Insurance from 26% to 49%

Seeking Public Investments

SBI Life Insurance*
Reliance Nippon Life Insurance
ICICI Lombard General Insurance
Reliance General Insurance

Insurance IPO's in Pipeline

Opening of FDI

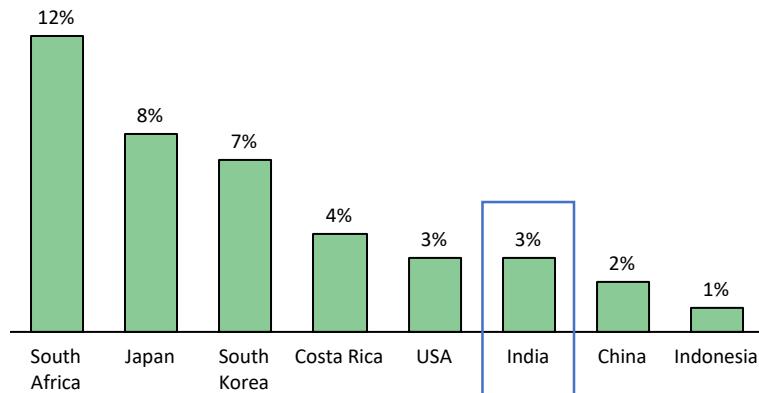
FDI limit raised to 49%

Insurance Laws (amendment) Bill 2015 introduced in March 2015 raises FDI investments limit to 49% of Equity Capital

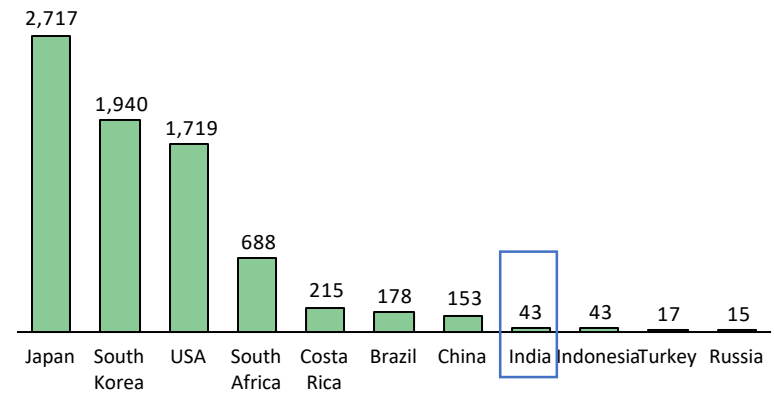
*Filled prospectus for IPO

Attractive Prospects for Life Insurance Industry

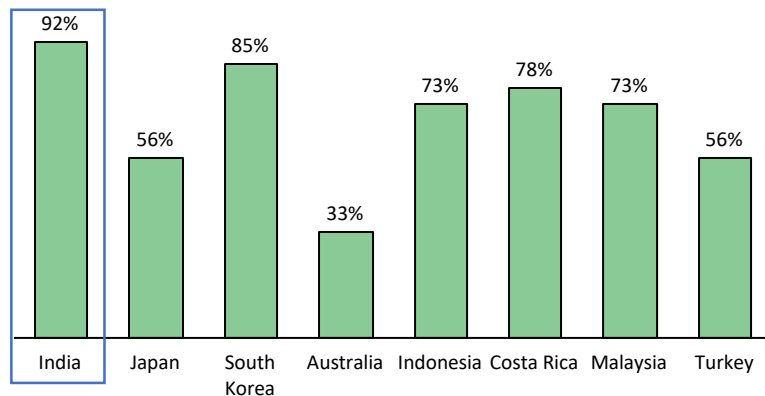
Life Insurance Penetration Levels (CY15)



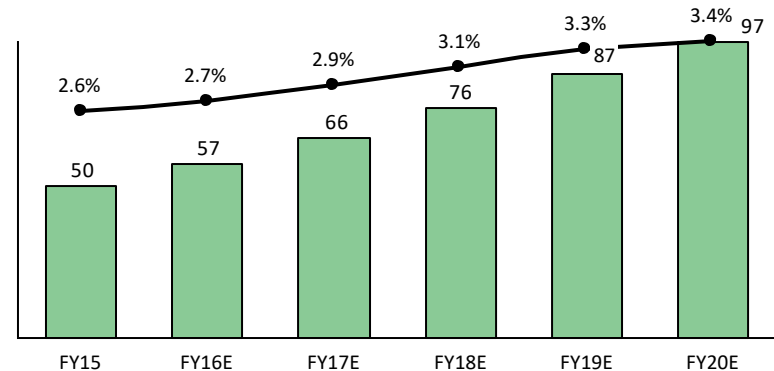
Insurance Density CY15 (Prem. Per Capita (US\$))



Protection margin*



Insurance Premium Growth (in USD Bn)



Source: Various News & Media Articles

*Protection Margin: Ratio of protection lacking/protection needed

Well Positioned to Capitalize

Strong Industry Drivers

- ✓ Low levels of insurance penetration as compared to other developing and developed markets indicate significant scope for strong growth potential
- ✓ Favorable macro prospects and improved outlook for capital markets and households' saving invested in financial assets
- ✓ Increase in workforce population and nuclear families leading to demand pull for insurance products
- ✓ Increase in demand for annuity/pension products as share of aged population increases

Strengths of Bancassurance Partners



- ✓ More than 100 MM customers
- ✓ Pan India presence with 6,937 branches
- ✓ One of the largest banks in India



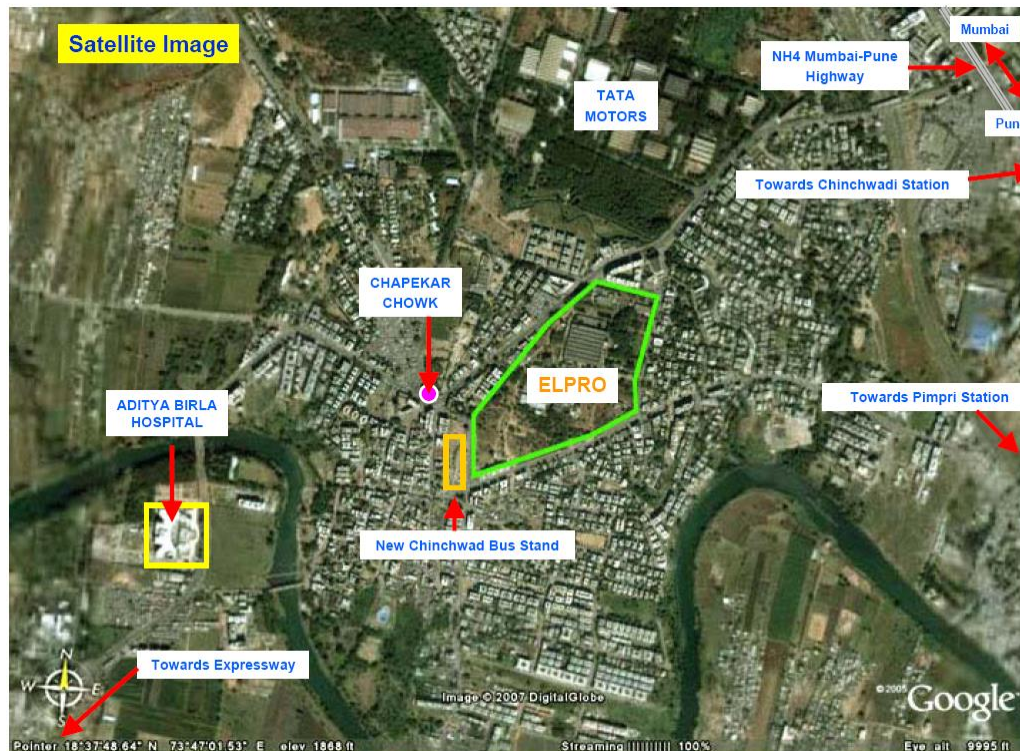
- ✓ Strong presence in South India with 765 branches



- ✓ Strong presence in J&K with 865 branches

Real Estate





- ✓ Owns 35 acres of Land in Pimpri Chinchwad area of Pune, Maharashtra
 - One of the most prominent industrial destinations near Pune
 - Increasing demand for residential real estate project to cater to demand of increasing workforce

- ✓ Project includes
 - Commercial spaces – office buildings
 - Residential Spaces
 - School
 - Factory Space
 - Mall

Key Projects

1ELPROPARK - OEP



Launch date	2016
Project status	On-going
Number of Floors	Ground + Two
Area	66,340 Sq. ft.

Elpro Business bay



Launch date	2016
Project status	On-going
Number of Floors	Ground + Two
Area	50,000 Sq. ft.

Project Details

Usage	Plot Area (Sq Mts)	Revenue Style (Sale/lease)	% Completed
Residential	23,201.87	Sale	100%
Mall	23,219.11	Sale & Lease	50%
Office Building	10,390.02	Lease	80%
Factory	27,500.65	Lease	80%
Free Land	34,458.78	NA	NA
Total	1,18,770.40		

Leasing Business

Area Already Leased	Area in sq. ft	Annual Rental (in Rs. Lakhs)	Occupancy Level*
Industrial Area	120,632	642.27	100%
Office Area	101,429	705.58	100%
School leasing area	169,816	680.36	100%
Factory Rooftop	107,218	12.86	100%
Total	499,095	2,041.07	-
Area ready for Possession	Area in sq. ft	Expected Annual Rental	Project Status
Elpro Business Bay	24,500	147.00	On-going
1Elpro Park	46,800	280.80	On-going
Total	71,300	427.80	-
Area under Construction	Area in sq. ft	Expected Annual Rental	Project Status
Mall	260,000	-	Expected completion Date Oct' 2018
Open land for further development	370,900	-	-

*As on 31st March, 2017

Surge Arresters



- ✓ Elpro is the only company outside the United States to manufacture surge arresters and zinc oxide discs with GE technology acknowledged to be the best in the world.
- ✓ Specialise in Design, Manufacture and Supply of Metal Oxide Surge Arresters known as Gapless
 - Provide technical advantages and significant cost savings
- ✓ Protection against overvoltage caused by lightning/switching surges
 - Arrester consists of a stack of metal oxide discs housed in a sealed porcelain housing. On the end faces of each disc, a conducting surface is applied to assure proper contact and uniform current distribution
- ✓ The products find suitability for applications in such diverse industry segments as Power Generation & Distribution, Railways, Telecommunication, Solar Energy, Wind Energy, etc.

Marquee Customers

BOMBARDIER



Porcelain

Station Class Arrester



- Used for protection of sub-station equipment
- Voltage range of 3kV – 390kV

Distribution Class Arrester



- Used in the distribution network
- Voltage range of 3kV – 42kV

Polymer

Station Class Arrester



- Light Weighted, Hydrophobic in nature
- Used for protection of Electrical Equipments
- Voltage range of 3kv - 198kv

Distribution Class Arrester



- Light Weighted, Hydrophobic in nature
- Used for the protection of Electrical Equipments
- Voltage range of 3kv - 36kv

Zinc Oxide Disc



- Temporary overvoltage withstanding capability
- Capability to with stand high current

Surge Counter



- To count and record the number of surges
- Helps to monitor the health of the arrester

Insulating Base



- Prevents the surge current following through the arrester to get grounded

Surge Protection Device



- Protects against damaging effects of power transients thereby enhancing safety, reliability and protection

Metal Oxide Varistor



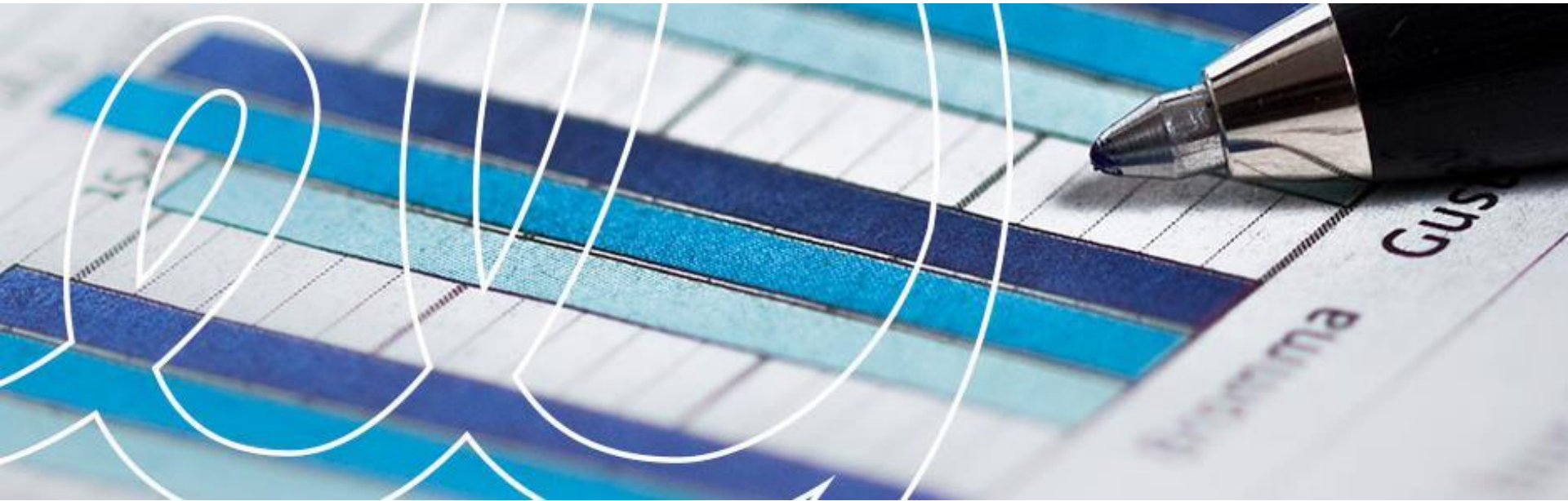
- Used for surge protection in low voltage Power and Electronic circuits

Transient Voltage Surge Suppressor



- high energy handling capability
- protection of sensitive electronic equipment

Financial Section



Standalone Performance

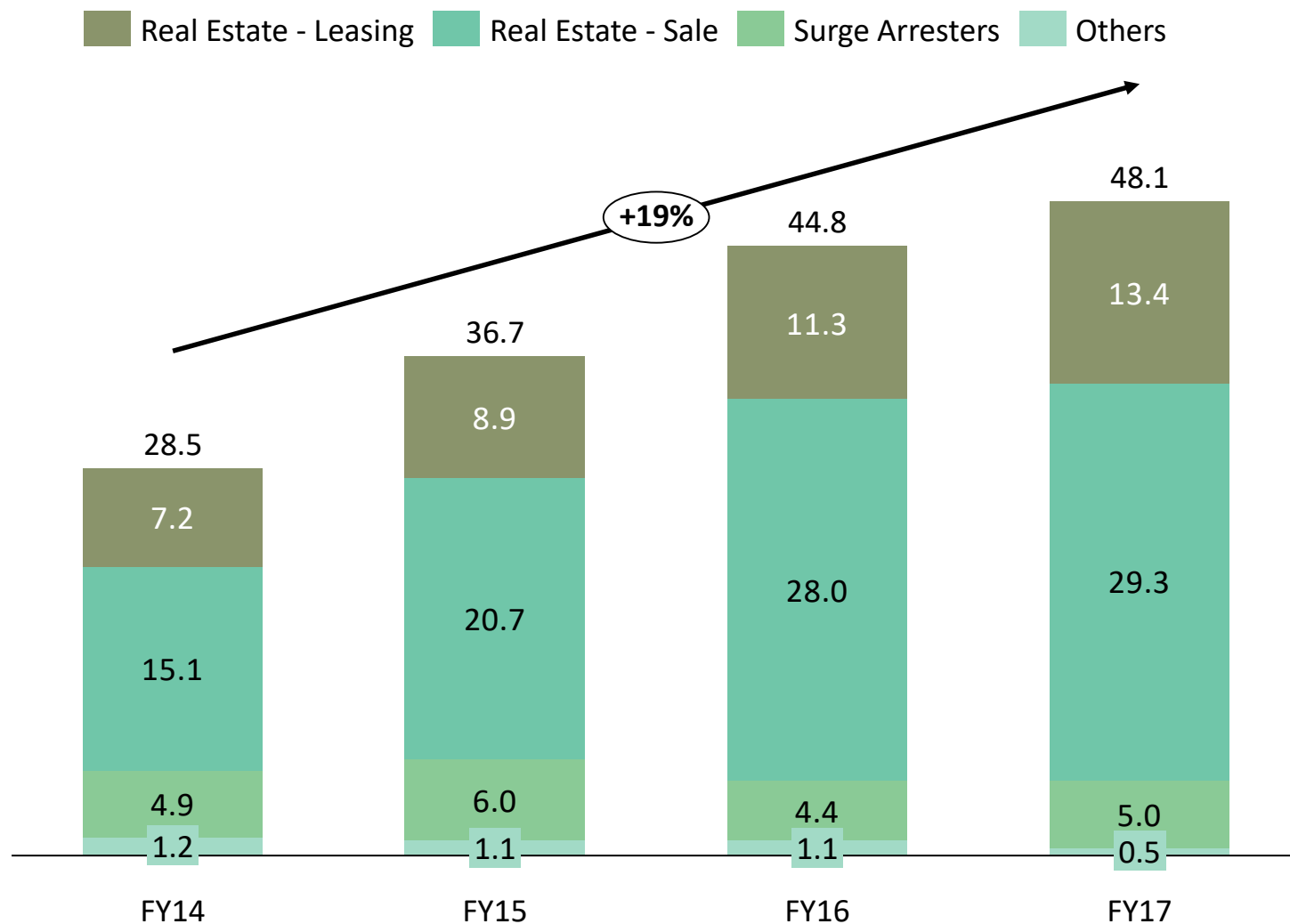
Rs. Crs	Q4FY17	Q4FY16	FY17	FY16
Revenue	7.39	21.38	48.13	44.84
Raw Material	2.85	8.80	20.92	24.36
Employee Cost	0.35	0.27	1.37	1.53
Other Expenses	1.22	1.16	4.15	3.73
EBITDA	2.97	11.15	21.69	15.22
<i>EBITDA Margin</i>	<i>40.2%</i>	<i>52.2%</i>	<i>45.1%</i>	<i>33.9%</i>
Other Income	0.29	0.27	0.58	0.48
Depreciation	0.27	0.11	0.98	0.43
Interest Cost	2.67	4.55	17.67	18.80
Exceptional Item	0.00	0.00	0.00	0.00
PBT	0.32	6.77	3.61	-3.53
Tax	0.00	0.00	0.00	0.00
PAT	0.32	6.77	3.61	-3.53
<i>PAT Margins</i>	<i>4.3%</i>	<i>31.7%</i>	<i>7.5%</i>	<i>-7.9%</i>

Consolidated Profit and Loss Statement

Rs. Crs	FY17	FY16	YoY %
Revenue	48.13	44.84	7%
Raw Material	20.92	24.36	
Employee Cost	1.54	1.70	
Other Expenses	4.20	3.80	
EBITDA	21.48	14.97	43%
<i>EBITDA Margin</i>	<i>44.6%</i>	<i>33.4%</i>	
Other Income	0.66	0.48	
Interest	17.68	18.81	
Depreciation	0.99	0.44	
Exceptional Item	0.00	0.00	
PBT	3.47	-3.80	NA
Tax	-0.13	-0.07	
PAT	3.60	-3.72	NA
Share of (loss)/profit of minority	-0.02	-0.03	
Share of profit of associate	0.01	0.01	
PAT after Minority Interest and Share of Associate Profit	3.62	-3.69	NA
<i>PAT Margins</i>	<i>7.5%</i>	<i>-8.2%</i>	

Consolidated Revenue Break-up

In Rs. Crs



Consolidated Balance Sheet

Rs. Crores	Mar-17	Mar-16
Shareholder's Fund	179.58	175.97
Share capital	17.84	17.84
Reserves & Surplus	157.57	153.96
Minority Interest	4.17	4.17
Non-Current Liabilities	60.37	45.03
Long term borrowings	30.80	18.59
Other long term Liabilities	29.33	26.20
Long Term Provisions	0.24	0.24
Current Liabilities	189.95	208.30
Short Term Borrowings	113.82	128.30
Trade Payables	9.17	8.09
Other current liabilities	66.95	71.87
Total Liabilities	429.89	429.30

Rs. Crores	Mar-17	Mar-16
Non-Current Assets	405.85	391.25
Fixed assets	127.35	112.82
Goodwill	0.66	0.66
Non-Current Investments	269.21	269.21
Long Term loans & Advances	7.44	7.51
Deferred tax assets	1.19	1.05
Current Assets	24.04	38.05
Inventories	12.50	19.98
Trade receivables	4.26	4.79
Cash and Bank Balances	2.55	5.11
Short Term loans & Advances	4.73	8.18
Total Assets	429.89	429.30

For further information, please contact:

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