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ISO 14001:2015
ISO 45001:2018



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30th January, 2023

To,

The Manager (Listing), The BSE Ltd. Mumbai	The Manager (Listing), National Stock Exchange of India Ltd. Mumbai
Company's Scrip Code: 505700	Company's Scrip Code: ELECON

Sub : Investor Presentation of the Investor Call to be held today i.e. on 30th January, 2023

Ref : Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir,

With reference to the above referred Regulation and in continuation of our letter dated 25th January, 2023 regarding schedule of Investor Call, please find attached herewith the Investor Presentation for Q3 for the Financial Year 2022-23. The same is also available on the website of the Company at <https://www.elecon.com/investors/presentations-made-to-analysts-or-institutional-investors>.

You are requested to take the same on your records.

Thanking you.

Yours faithfully,
For Elecon Engineering Company Limited,



Bharti Isarani
Company Secretary & Compliance Officer

Encl.: As above



Cranes



Rubber Industry



Marine Industry



Plastic Industry



Power Industry



Steel Industry



Sugar Industry

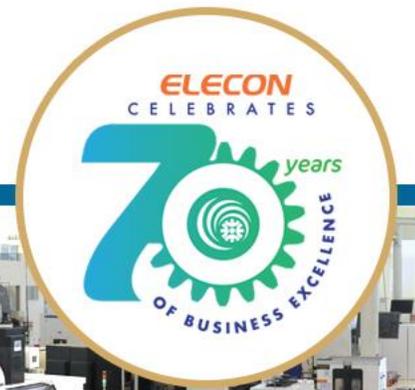


Mining



Cement Industry

Gearing industries. Gearing economies.



ELECON ENGINEERING CO. LTD.

Investor Presentation | Q3 & 9M FY23



www.elecon.com | BSE: 505700 | NSE: ELECON | Bloomberg: ELCN:IN | Reuters: ELCN.NS

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Safe Harbor



Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to, "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



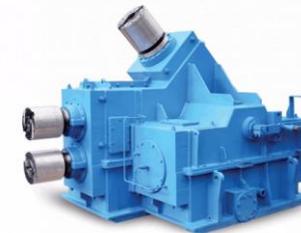
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01

Company Overview





Overview



- Engaged in manufacturing of Industrial Gear Box and Material Handling Equipment
- Largest manufacturer with seven decades of experience and expertise in Asia



- Strengthen Global Presence in Industrial Gear Box by innovating and developing products



- Strive to remain **“Always A Step Ahead in Technology”** by continuously investing in R & D
- Empower human resources to promote entrepreneurship & team spirit leading to value enhancement for our Customers and Stakeholders
- **Sustainable Business with Focus on ESG**
 - Follow environment friendly practices to protect Environment
 - Upliftment of society at large and well being of our employees





About 'ELECON'



**ISO 9001:2015; 14001:2015;
OHSAS 18001:2007** Company



First in India to manufacture sophisticated equipment for bulk Material Handling and a product range that caters to almost every industrial sector in India



Widest range of gear applications across Industrial Sectors



State of art, duly recognized and approved by DSIR in-House R&D facility for new product development and separate Engineering facility to upgrade existing product



Asia's largest Industrial Gear Manufacturing having facility spread over 335,000 Square Meter



Only Company in India having capability to manufacture **Complex Gear box for Defence - Indian Navy**



Consistent Dividend Paying Company (except in FY20 due to COVID19 Pandemic)



Net Debt Free Company



Global Presence with Strong Distribution Network



Domestic Market

60+
Distributors & Dealers

50+
Customer
representatives

Pan India
Presence

Overseas Market

100+
Distributors & Dealers

30+
Customer
representatives

4
Assembly Centers
10
Sales Offices



MANUFACTURING FACILITIES ASSEMBLY & REPAIR CENTER
 SALES OFFICE SALES REPRESENTATIVE



Key Segments & Products



Power Transmission



Helical/Bevel Helical Gearboxes

Worm Gearboxes

Couplings



Planetary Gearboxes

Wind Turbine Gearboxes

Marine Gearboxes



Custom Built Gearboxes

High Speed Gearboxes



Planet Carrier



Gear Wheel



Loose Gears



Material Handling Equipment



Feeders



Crushers



Stackers/Reclaimers



Raw Material Handling System



Wagon Tippler & Associated Equipment



Specialized Conveyors



Idlers/Pulleys



Cable Reeling Drum



Port Equipment



Magnet/Weighers/Metal Detectors





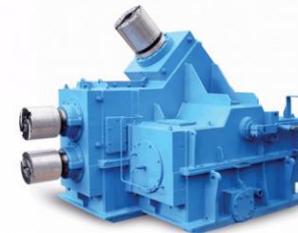
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02

Business Operation

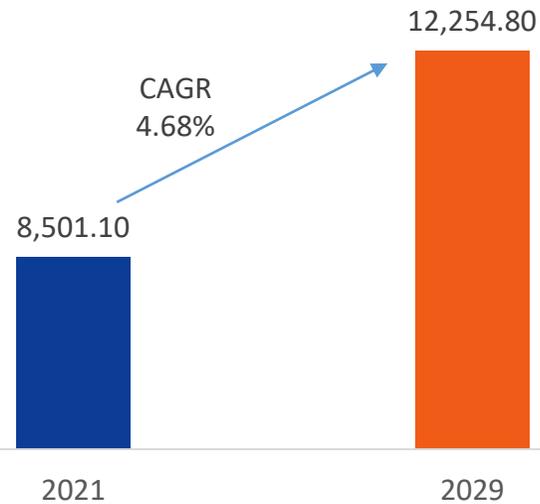




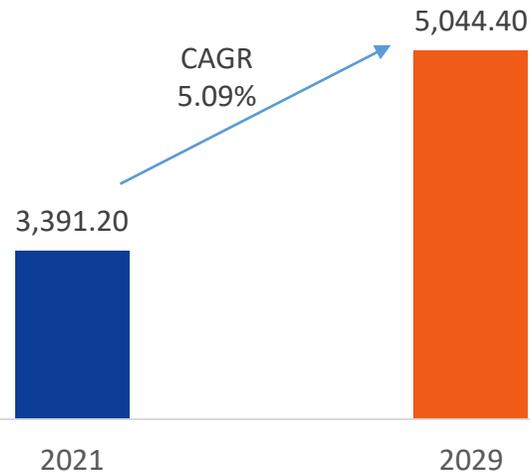
Industrial Gearbox Market Size



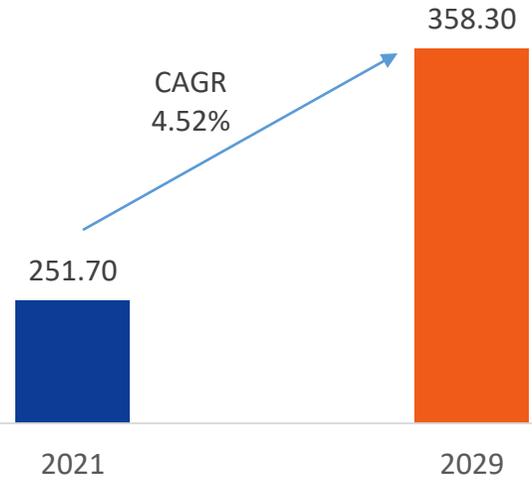
Global Market (USD Million)



Asia Pacific (USD Million)



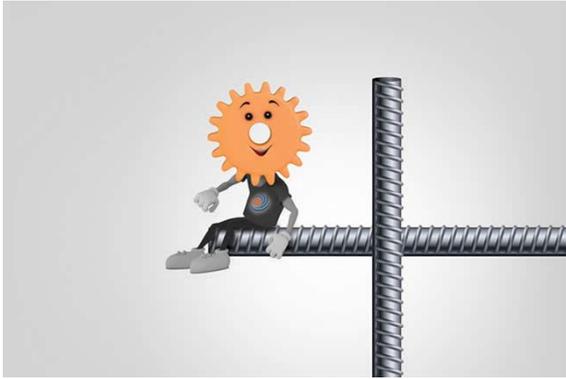
India (USD Million)



Source : Fortune Business Insights

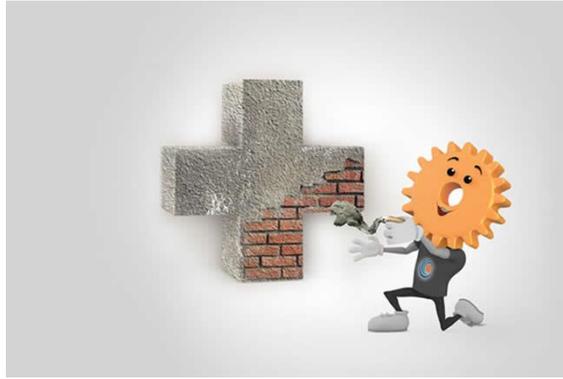


Growing Sectoral Outlook



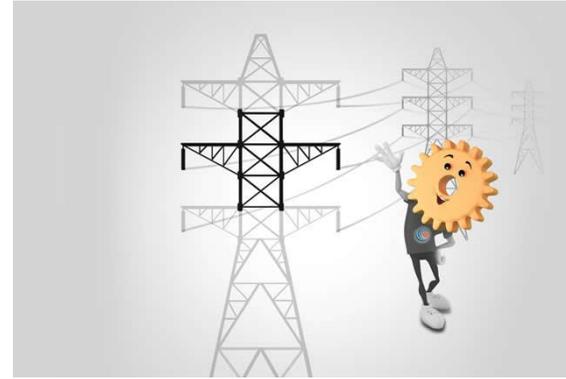
Steel

Steel & Mineral Industry has been consistently doing well for the past 3 years. Elecon is the leading and only supplier of 900 TPD sponge iron plant in India. Both Iron-ore and finished steel segment are growing at a faster pace and is expected to grow ~9% in the coming year and in Overseas market there are also some opportunities in Steel Industry like in Africa.



Cement

Cement consumption in India is expected to grow by ~6 to 7% in the coming year. Elecon has increased its market share with some of the major OEM's in this segment. The trend in the Cement Industry is shift towards Roller Press Gearboxes for Raw mill & Cement mill application and Elecon is the only Indian manufacturers for Roller press gearboxes.



Power

Elecon expects around 3 more thermal power plants to come up in the coming financial year. Elecon is the leading supplier in India for Coal Pulverizer VRM gearboxes and also has major share in the FGD business in Power sector.

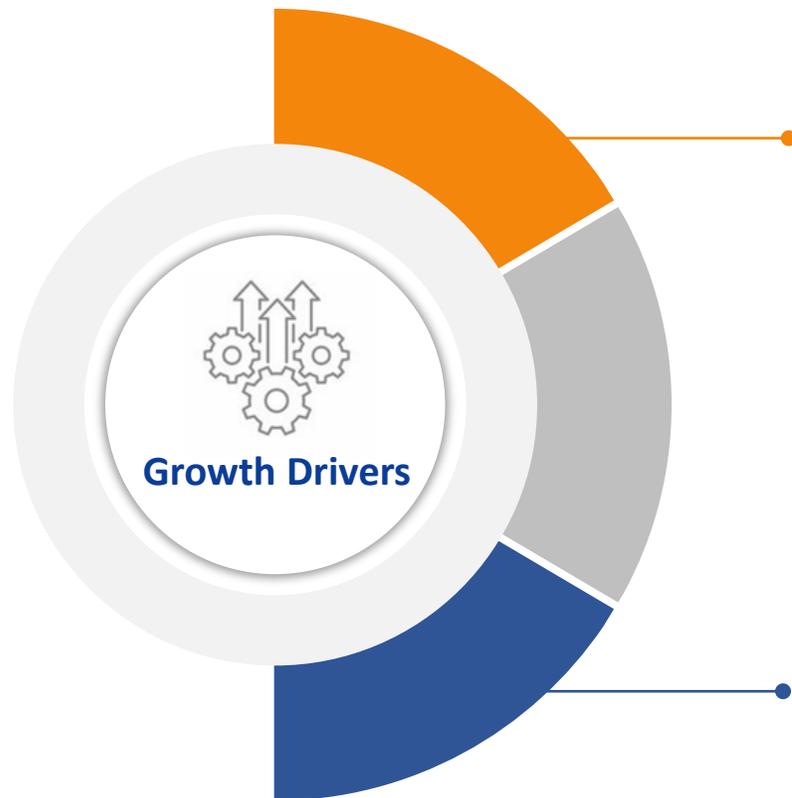


Sugar

The government has helped in reviving the Sugar industry by supporting Ethanol production and the industry has been doing well for the past 2 years. The growth momentum of the industry is likely to continue for another 3 to 4 years. Elecon is the leading Planetary Sugar mill gearboxes manufacturer with a market share of ~60% and also trying to capture overseas market like in South East Asia.



Leading Position for Long-term with Integrated Operations



Gear Division



- World-class operations
- Widest range of industrial gears
- Manufacturing facility for Both Catalogue product and Engineered product
- High safety standards
- Skilled and Trained workforce
- Increasing footprints in Overseas Market

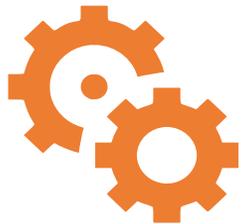
MHE Division



- Widest Product Range
- New Projects in line
- Continues innovation and R&D in Products Development
- Customer reliance on Elecon products
- Focus on pursuing product & spare parts supply



Portfolio with Market Leading Position

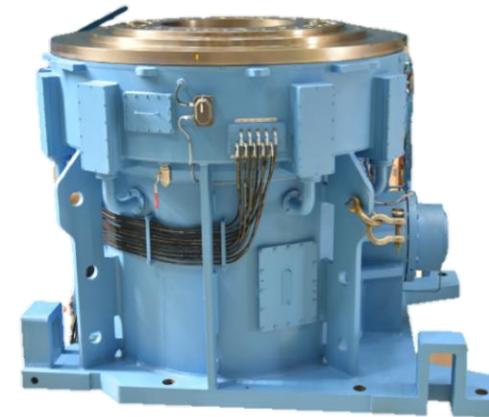


Gear

- Most comprehensive range of Industrial Gears under one roof in the world
- **700+** Machine Tools to produce high quality Gear Boxes
- Manufacturing capabilities specially for :
 - High quality **DIN class 2/3 Gear Box** for special applications like Marine and High speed
 - Complex Gear box like **CODOG** (Combined Diesel or Gas turbine) and **COGAG** (Combined Gas Turbine and Gas Turbine) for Defence - Indian Navy
 - **Helical, Double Helical External Gear** as well as **Planetary Gears** for Cement, Steel and any kind of special application
- Provide **Internet of Things Solution** :
 - Technological solution to monitor Gearbox remotely with fault finding technology
 - SMART Gear Technology for special application like Ladle crane gearbox, Vertical rolling Mill gearbox for Cement industry etc.
- Applied for Patents for Design of Universal Mounting Helical & Bevel Helical Gear Box



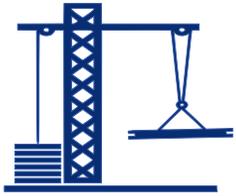
COGAG Gear Box for Defence application



Vertical Roller Mill Gear Box for Cement Industry

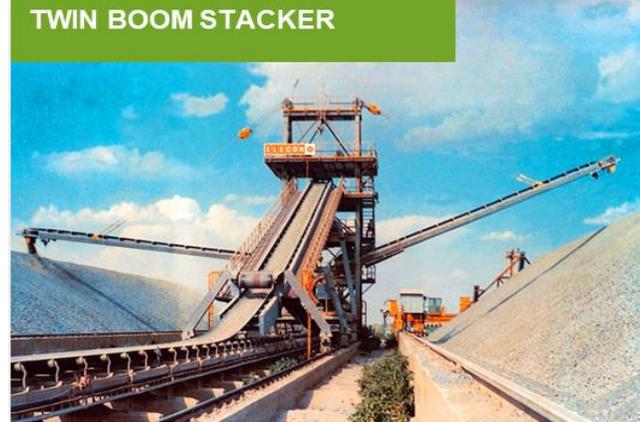


Portfolio with Market Leading Position



Material Handling

- Pioneers in manufacturing Bulk Material Handling Equipment
- Providing end to end solutions to the core sectors like power, steel, mining, cement, fertilizers and ports
- In-house design and manufacturing capabilities
- Largest supplier of Stockyard Machines & Wagon tippers in India
- Various Machine Tools to produce high quality Equipment
- Manufacturing capabilities for :
 - Stockyard Machines
 - Wagon tippers
 - Crushers & Feeders
 - Marshalling Equipment
 - Conveyor Systems



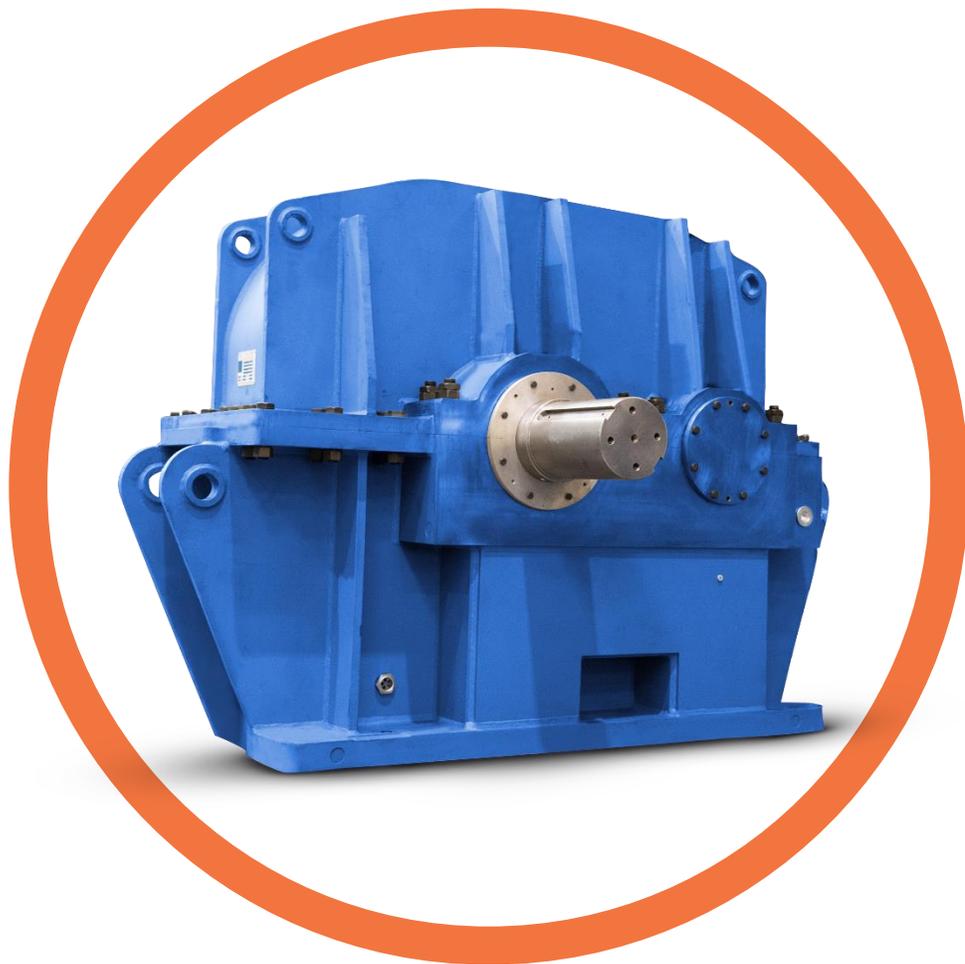


Recognition in FY23





New Product Development - High Speed Gearbox



Product Name : High Speed Gearbox

Application : Single Stage, Double Helical, Speed Reducer

Usage : Steam Turbine, Compressor, Blower

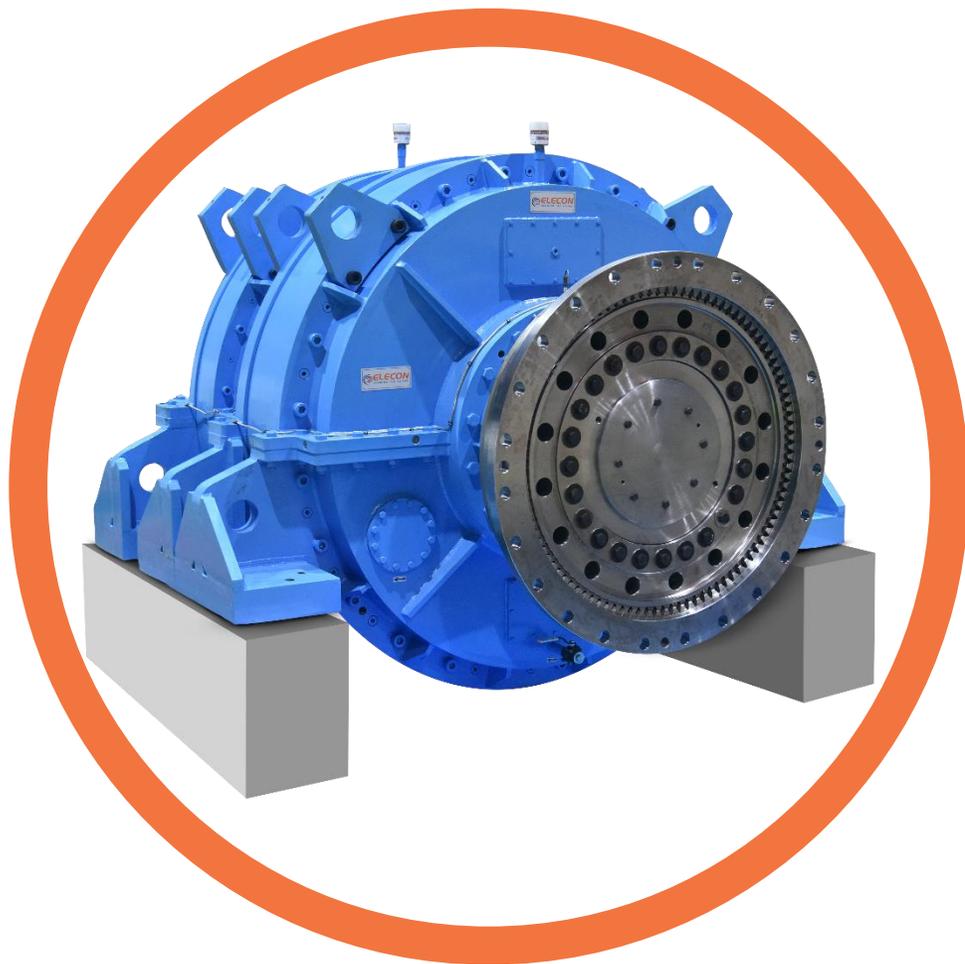
Power : 10 MW

Input Speed : 10,500 rpm

Ratio range : 7.2 : 1



Enlarging Portfolio of Planetary Gearbox Product



Product Name : Central Drive Planetary Gearbox

Usage : Cement Mill

Power : 3,100 KW

Output rated torque : 4687 kNm

Ratio range : 31.05:1

Weight : 44,000 Kgs



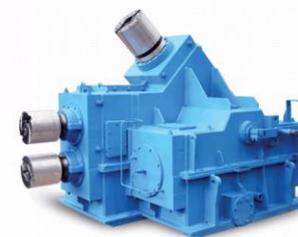
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03

Financial Performance Q3 & 9M FY23

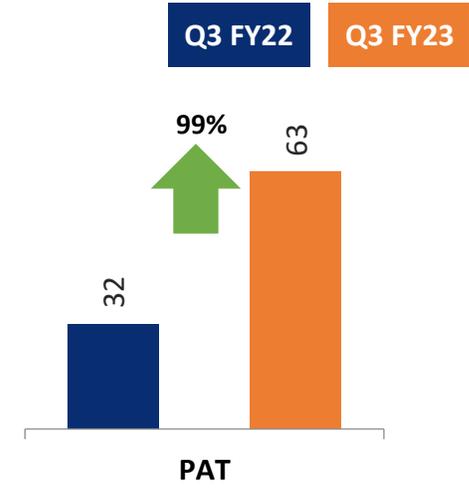
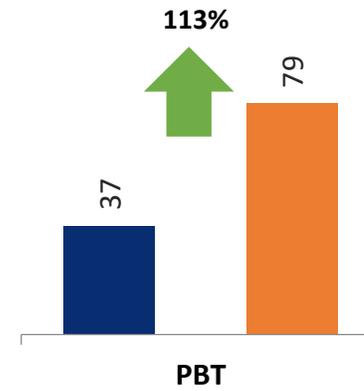
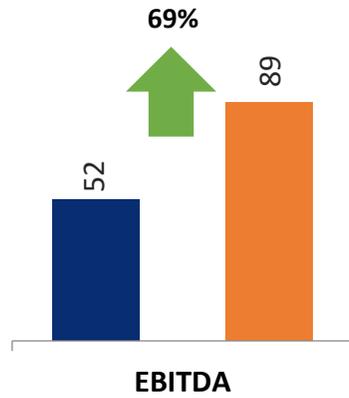
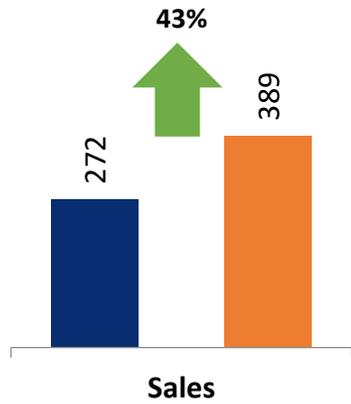




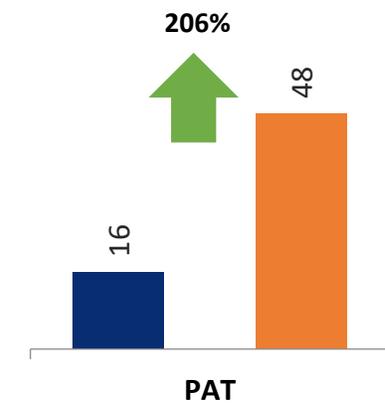
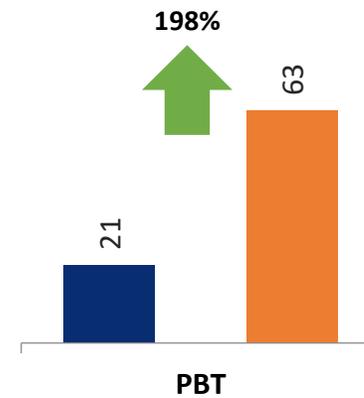
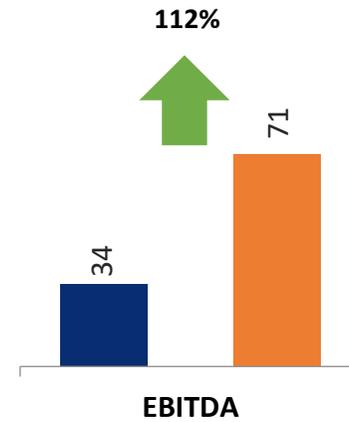
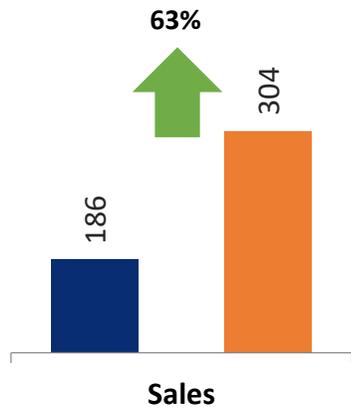
Financial Performance Q3 FY23



Consolidated In Rs. Cr



Standalone In Rs. Cr





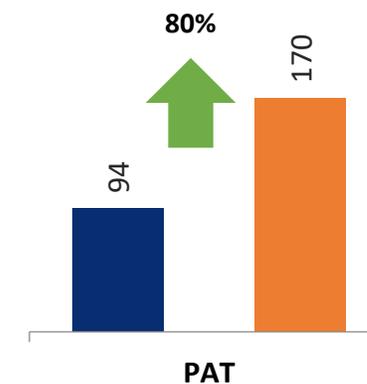
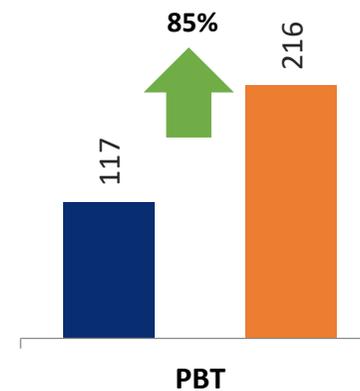
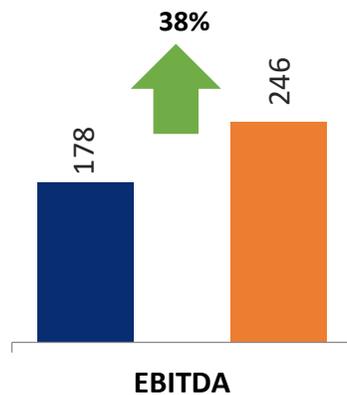
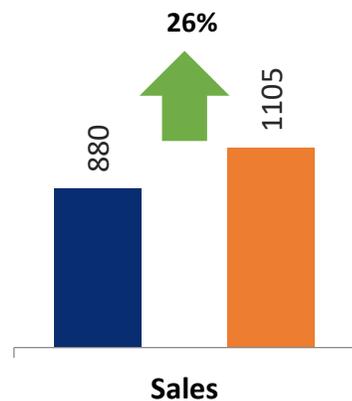
Financial Performance 9M FY23



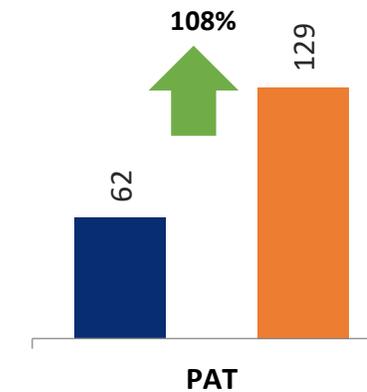
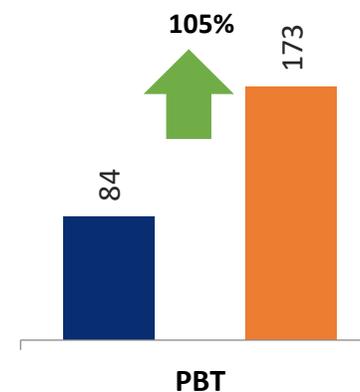
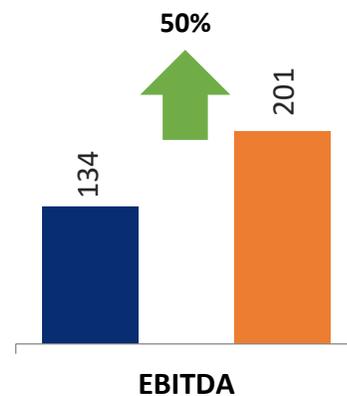
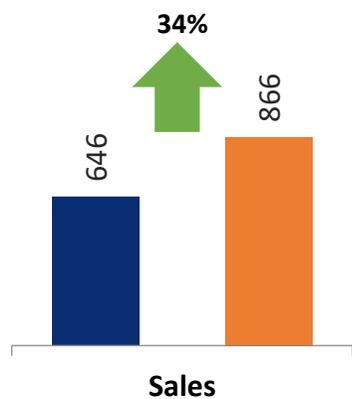
Consolidated In Rs. Cr

9M FY22

9M FY23



Standalone In Rs. Cr





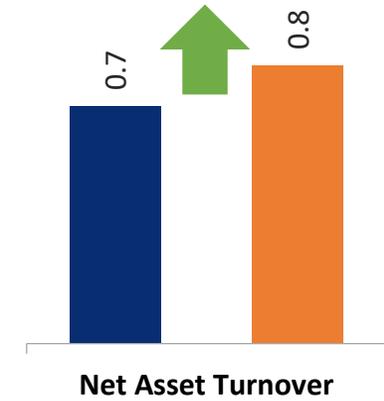
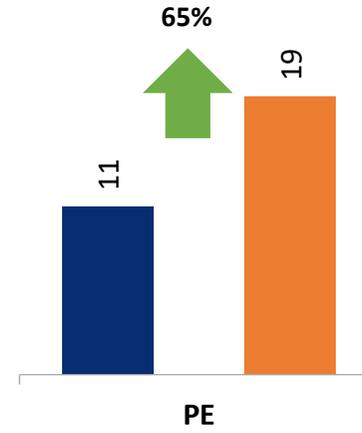
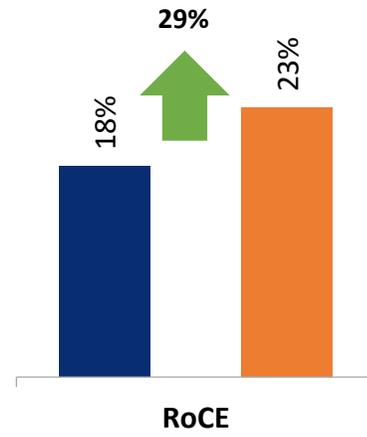
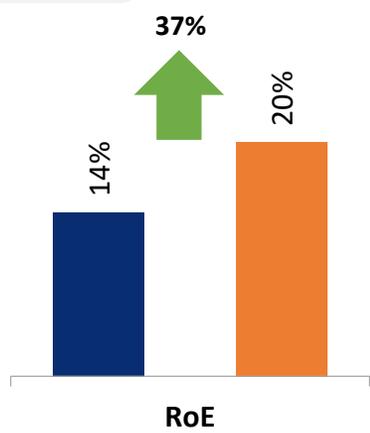
Key Ratios



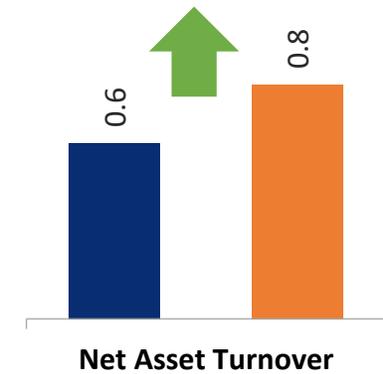
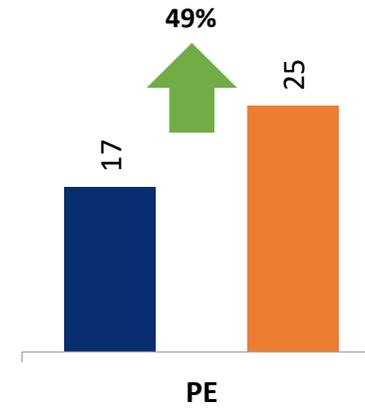
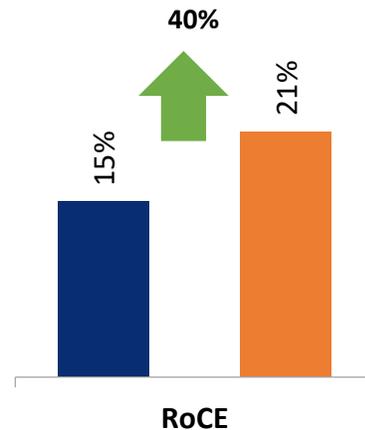
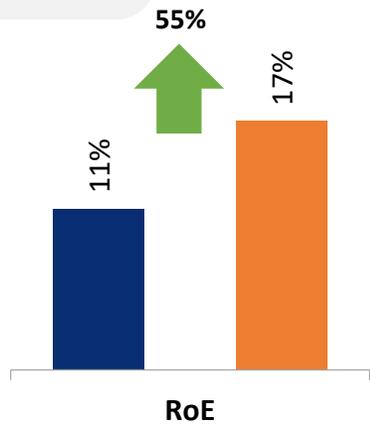
Consolidated

FY22

9M FY23



Standalone



Note: 9M FY23 Ratios are Annualised.

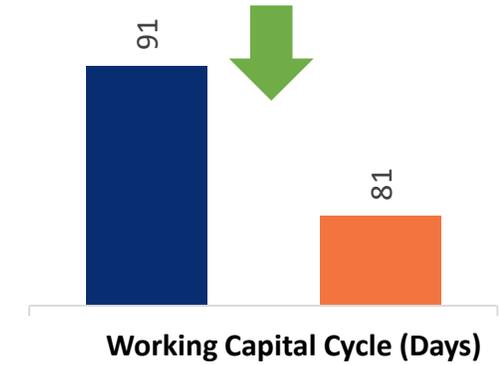
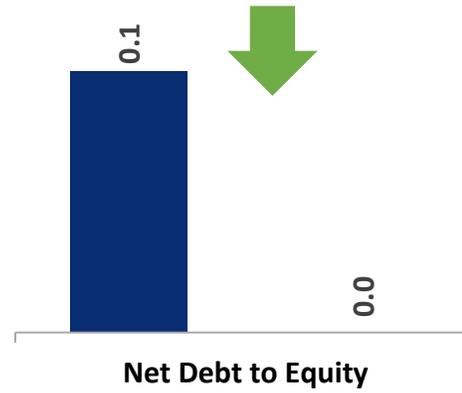
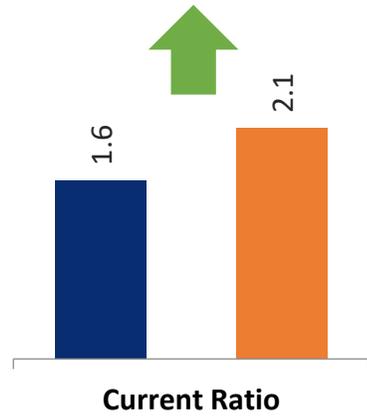


Key Ratios

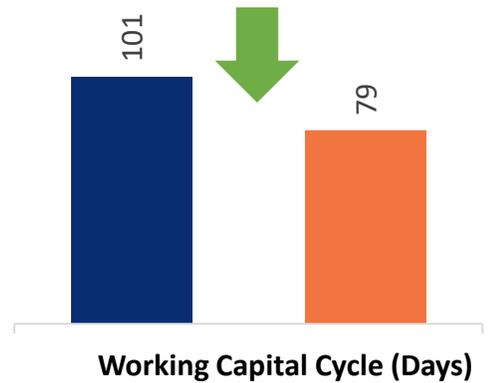
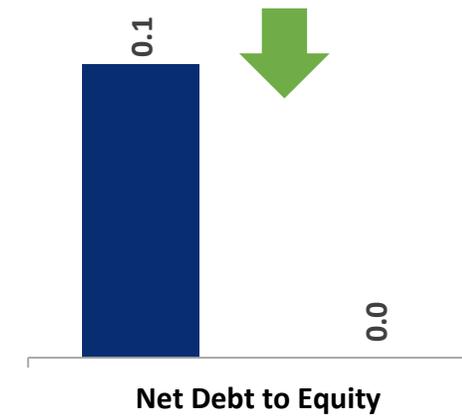
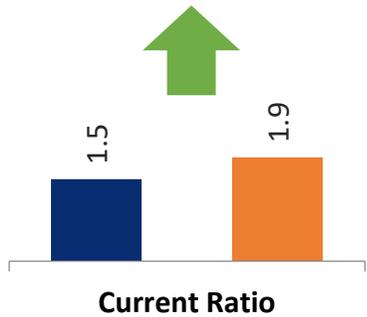


FY22 9M FY23

Consolidated



Standalone



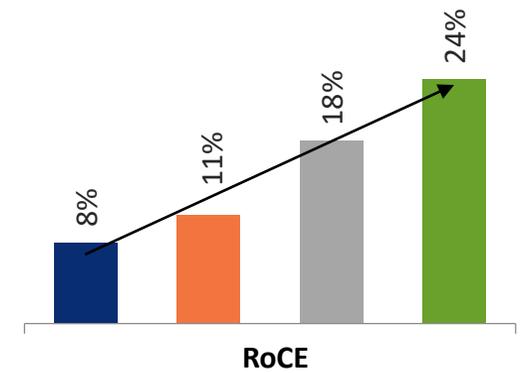
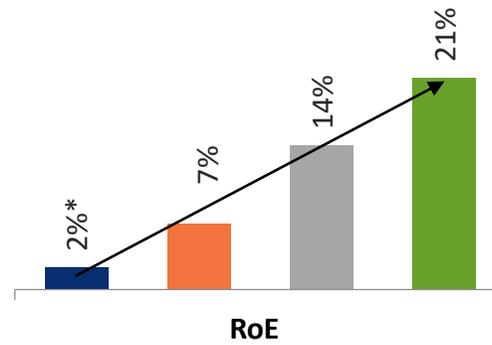
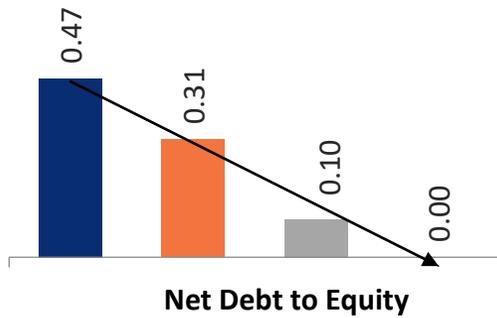
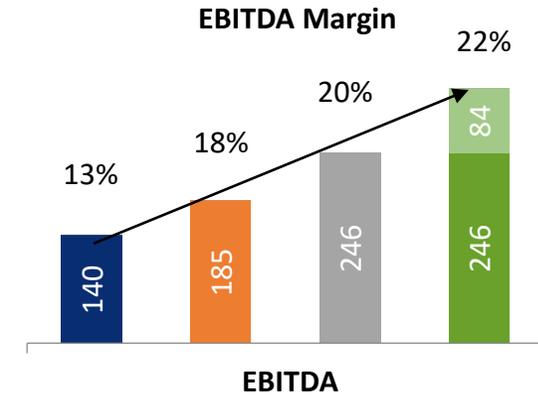
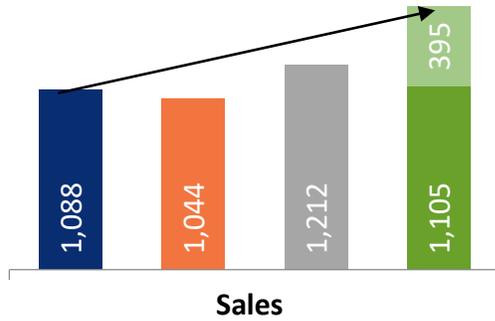


Financial Track Record



Consolidated In Rs. Cr

FY20 FY21 FY22 FY23 Guidance



* Excluding exceptional Tax reversal / credit effect.

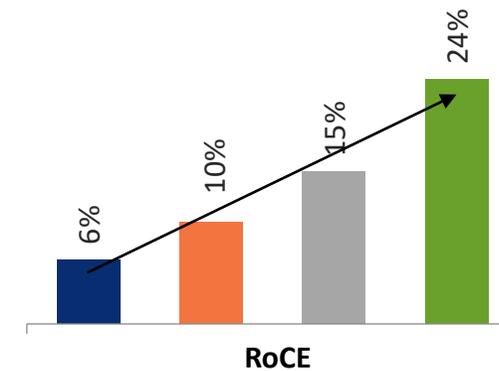
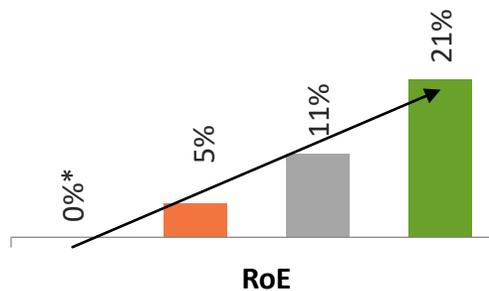
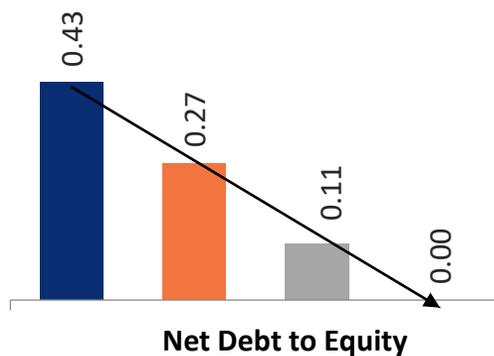
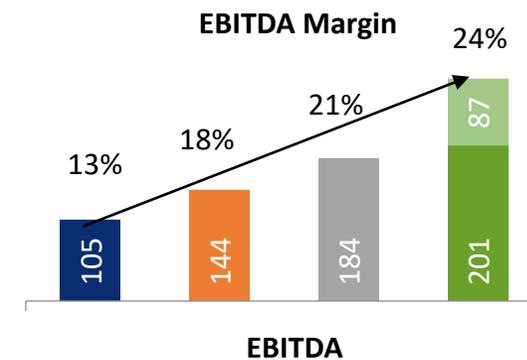
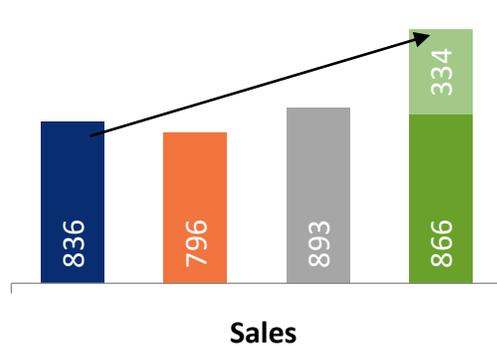


Financial Track Record



Standalone In Rs. Cr

FY20 FY21 FY22 FY23 Guidance



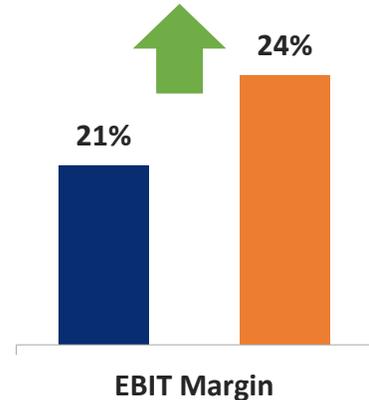
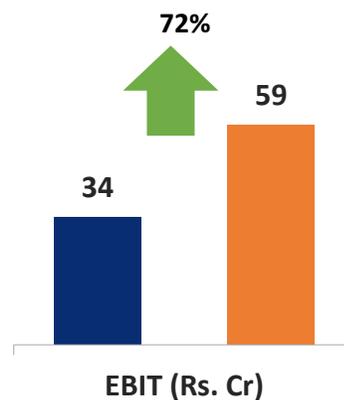
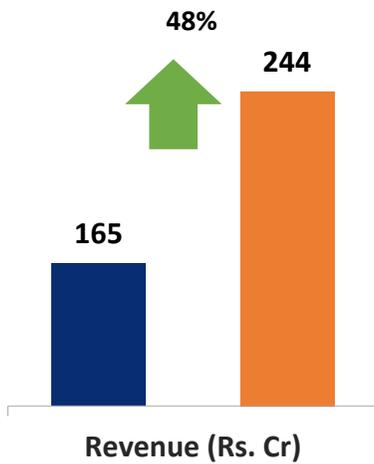
• Excluding exceptional Tax reversal / credit effect.



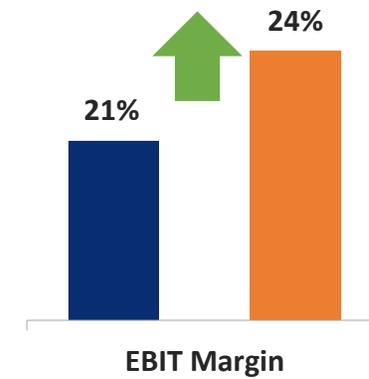
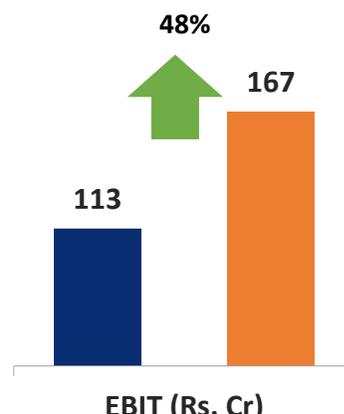
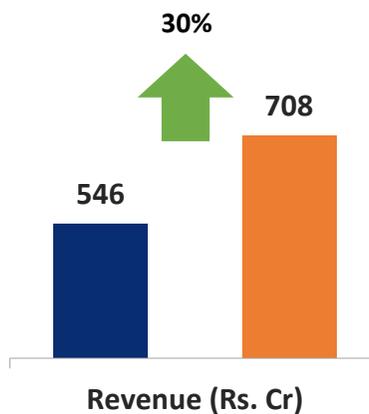
Segment Analysis - Gear



Q3 FY22 Q3 FY23



9M FY22 9M FY23

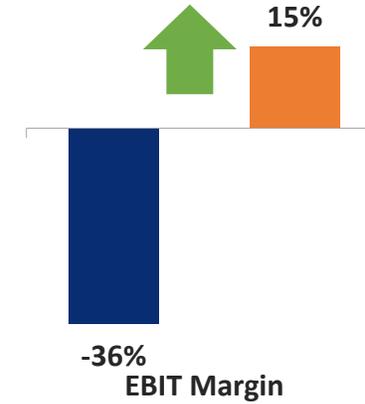
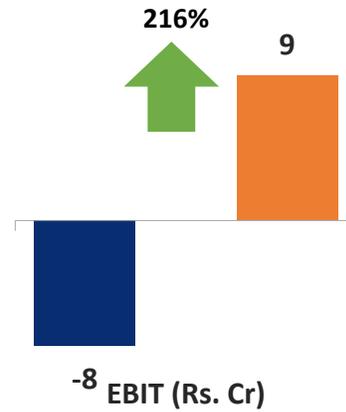
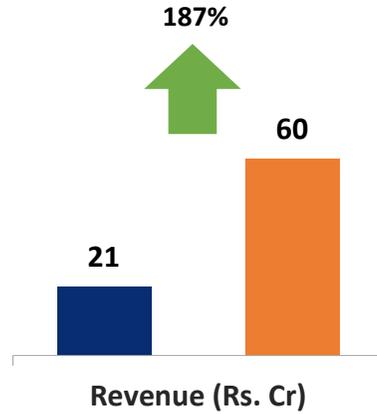




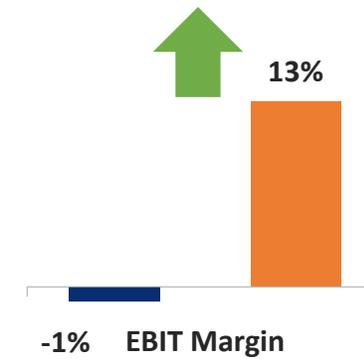
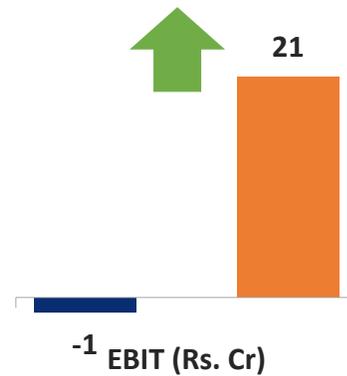
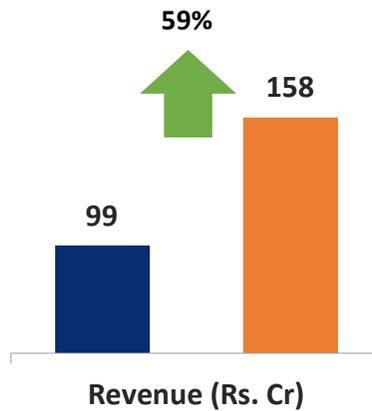
Segment Analysis – MHE



Q3 FY22 Q3 FY23



9M FY22 9M FY23





Key Highlights



Elecon Stock Added in

**MSCI India Domestic
Small Cap Index**

Net Cash Surplus
December 31, 2022

Rs. 66 Cr.

External Credit Ratings

**LT: [ICRA] A+ (Stable);
ST: [ICRA] A1**

Outstanding Retention
December 31, 2022

Rs. 66 Cr.

Arbitration awards of
Rs. 60+ Cr.

**Customers reaching us
for amicable settlement**



Consolidated Order-Book



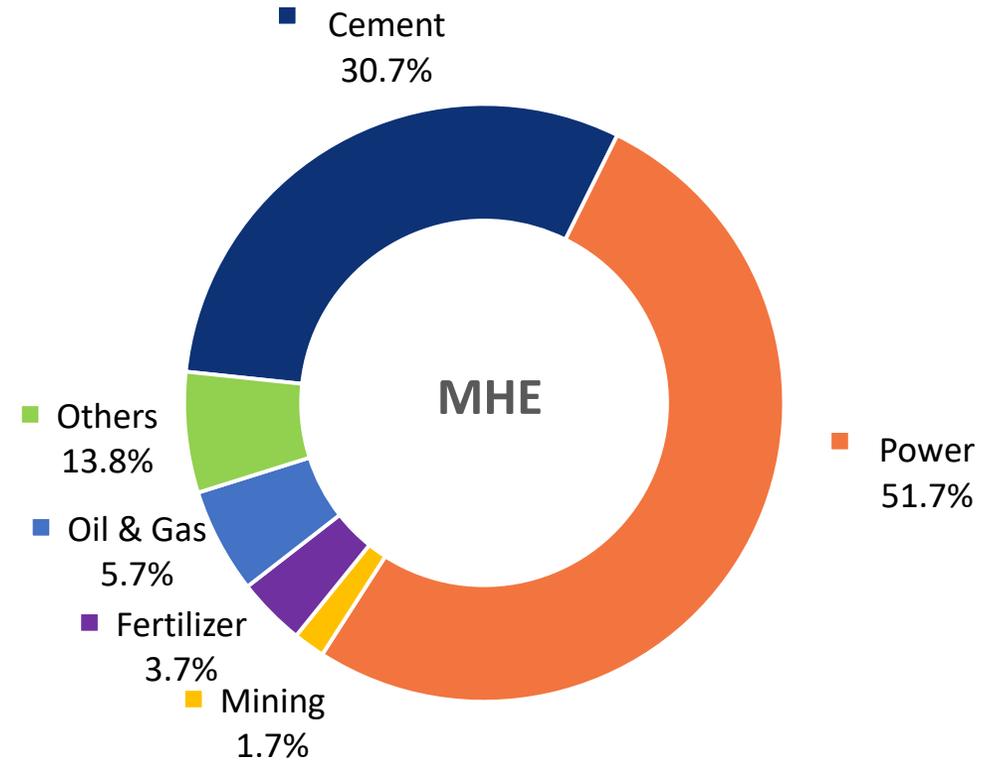
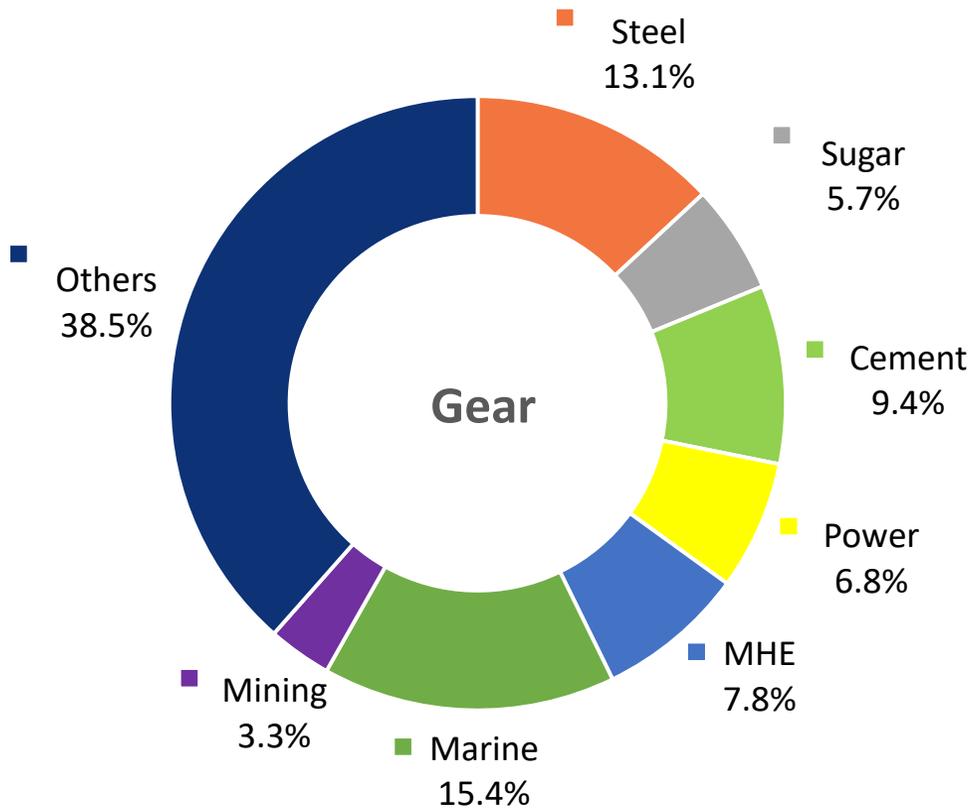
	Order Intake	In Rs. Cr	Open Order
	9M FY23		As at Dec 31, 2022
GEAR	1,023		563
MHE	177		157
TOTAL	1,200		720



Industry wise Consolidated Order Intake



9M FY23



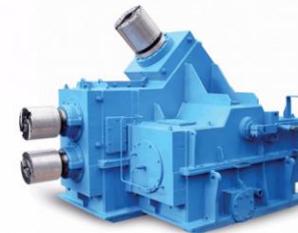


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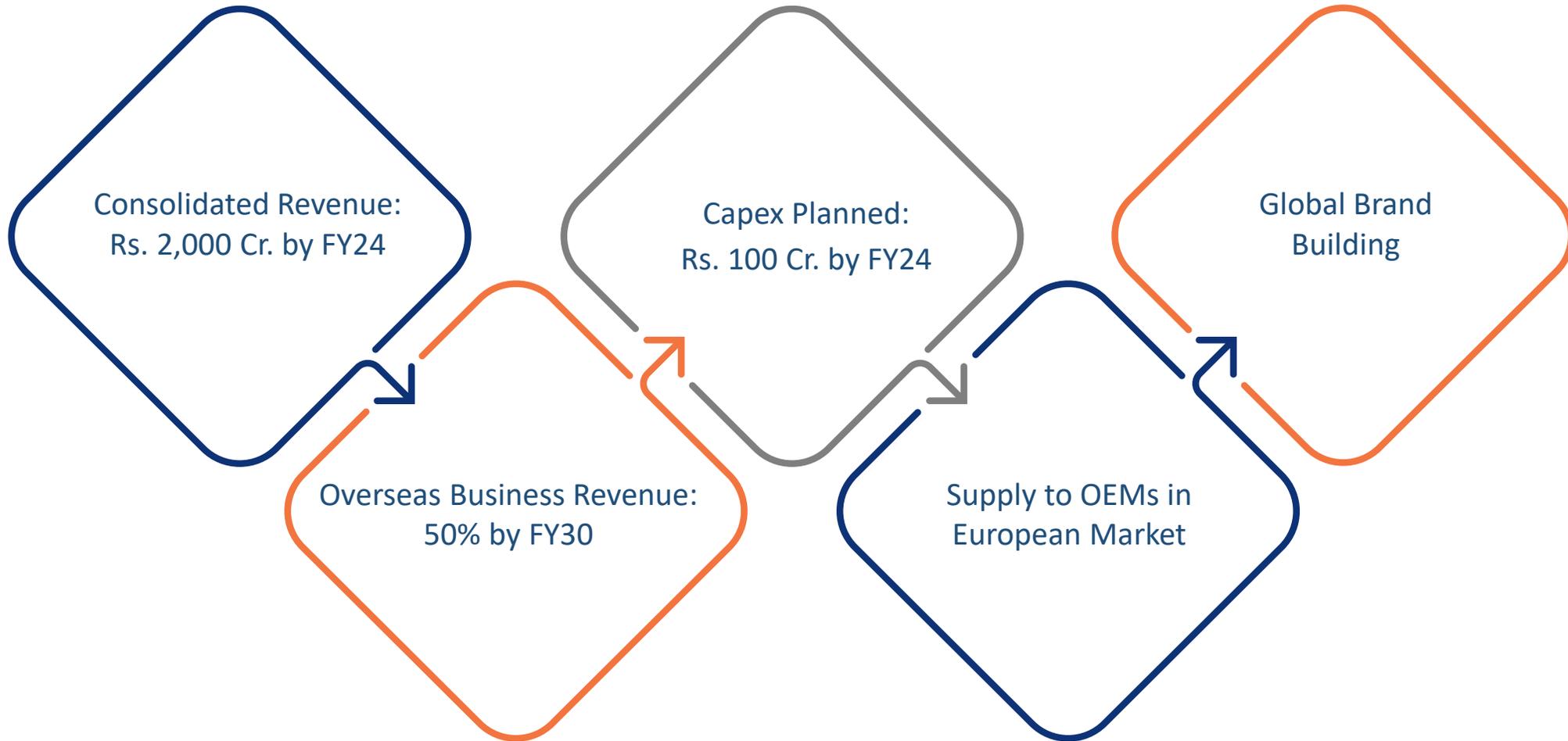


04 Outlook





Guidance & Initiatives



GDP Growth Outlook



Source: IMF, World Economic Outlook, October 2022

*Note: For India data and forecast are presented on a fiscal year basis. (2022 implies FY23 and 2023 implies FY24)

- Global GDP growth is estimated to decline to 2.7% in 2023 on the back of high and persistent inflation, tighter monetary policy and elevated financial and geopolitical uncertainties.
- Despite global economic headwinds, World bank has recently raised India's FY23 GDP forecast to 6.9% from 6.5% earlier as the domestic economy is well positioned to weather global slowdown compared to most other emerging economies.



India : Engineering Industry

- ✓ Capacity creation in sectors like **power, steel, mining, infrastructure, oil & gas**, etc., is likely to drive growth in the engineering industry
- ✓ **Technological improvement** in manufacturing processes, **cost advantage, diversification by global players away from China** and **supportive regulatory policies** bodes well for the outlook of the industry
- ✓ Growth outlook for **Gears and MHE** segments **remains positive** on the back of strong demand from end user industries.

Government Initiatives



₹7.5 lakh crore capex outlay

PLI Scheme



The PLI scheme is likely to boost the manufacturing sector and boost capacity creation in the long run.



Make In India



100% FDI



Inter-ministerial committee



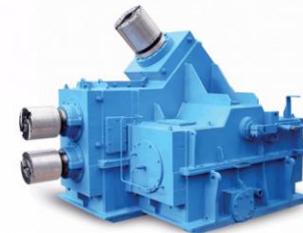
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05

ESG Vision





Sustainable towards Environment



- **70% Energy from Renewal Sources**
 - Wind Power - 14 MW
 - Solar Power – 3 MW
 - Solar Power Project under progress - 2 MW
- ~ **85%+** Lighting converted into LED
- **60% Green Campus**
- ~ **4000 Sq. Mtr.** unused land developed into Green Belt Area
- **40% reduction** in using wood by replacing to Nail-less Packaging
- **STP to reuse sewage water**
- **Rainwater Harvesting** to conserve rainwater





Social Engagement



Health and Medical

- Blood Donation Camp
- Supporting charitable hospitals for latest medical equipment
- Health activities for community
- Healthy Heart Walkathon
- Health & Safety awareness programs in near by villages

Promoting Sports activities through

- Elecon Cricket Academy
- Elecon Tennis Academy
- Promoting sports in Community
- Provide training to Players

Support to Society through

- Food Distribution for needy
- Support to Weaker Section of Society
- Initiative for Education Program
- Initiative for Special Person
- Maintaining gardens in the town





Vision for Inclusiveness



- Promoting procurements from MSME
- Business Partner Meet
- Dealer and Channel Partner Meet
- Sustainable Supply Chains
- Web Supplier Portal for sustainable Supply Chain





Building Strong Workforce with Care



Features

Sustained Workforce

- **10+ Years** average service period of an employee
- **600+** workforce building team Elecon
- Creating a gender-diverse workforce

Care and safety for Employees

- **Zero** Fatality
- **100+** Workmen joined program on Health & Hygiene Awareness
- **1162 man hours** imparted to SHE training covering 644 employees
- Mediclaim and Term Insurance cover for Employees
- Covid Vaccination Program for Employees and their families

Leadership Development Program

- Leadership Development program under "**Gurukul**" Project
- Culture Champions to drive Cultural transformation journey

Culture of Continuous Learning

- **25+** Learning and Development Programs conducted in Q3FY23
- **400+** employees attended various training under continuous learning program
- Employees inclusiveness through "**HR Aapke Nikat**" initiative





Commitment towards Safety, Health & Empowerment



Safety



Health

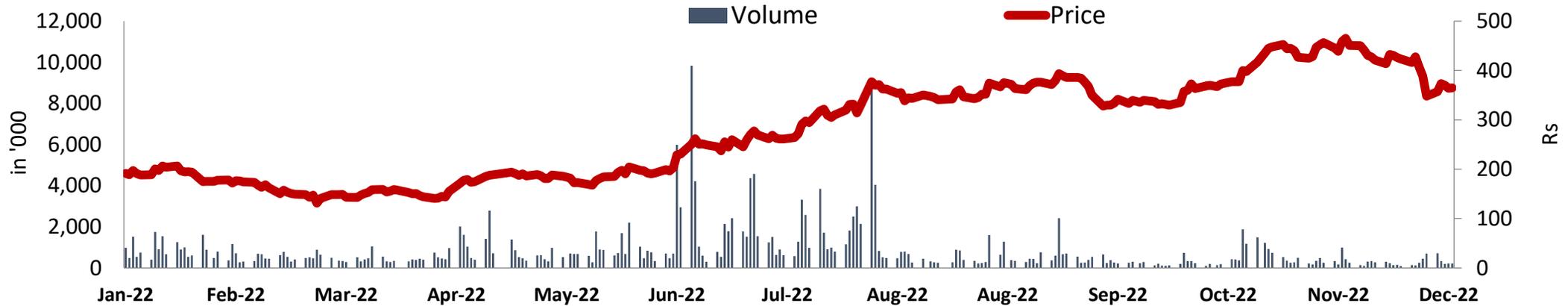


Empowerment





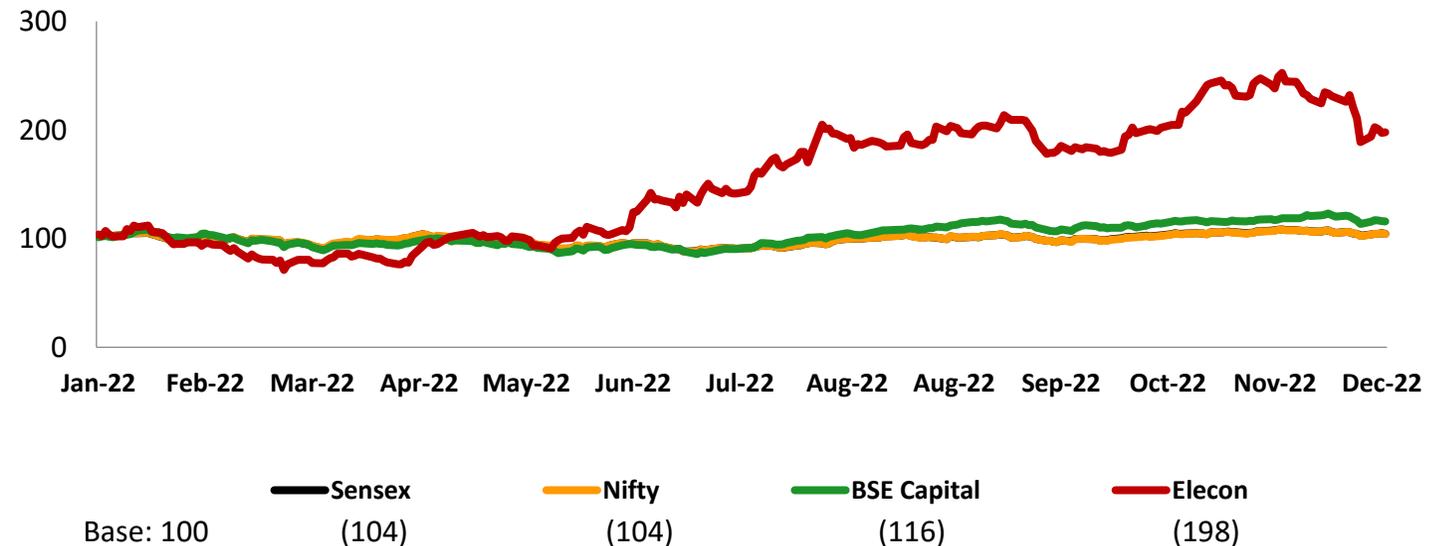
Share Price Performance – 1 Year



Relative Performance

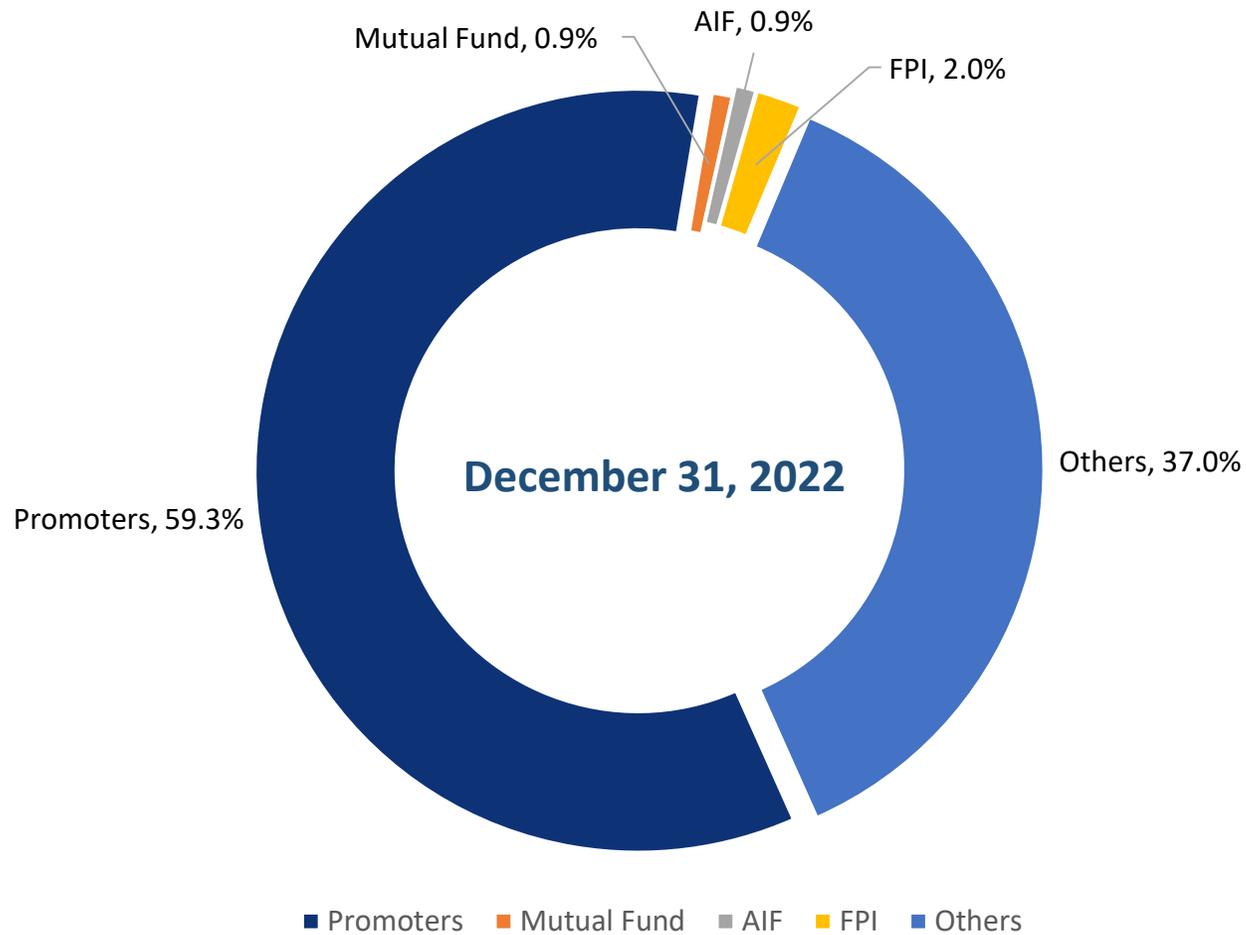
	BSE Sensex	NSE Nifty	BSE CG	Elecon
1 Week	1.7%	1.7%	2.3%	4.7%
1 Month	-3.6%	-3.5%	-1.5%	-20.5%
3 Month	5.9%	5.9%	6.8%	6.6%
1 Year	4.4%	4.3%	16.0%	97.8%

Source : NSE, BSE





Shareholding Pattern



Stock Information (as on December 31, 2022)

BSE / NSE Scrip Code	505700 / ELECON
No. of Shares Outstanding (Cr)	11.2
Market Cap (₹ Cr)	4,091
Industry	Industrial Equipment



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THANK YOU



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References and Definitions



- Earning Before Interest, tax, depreciation and amortization (EBITDA) is calculated as Profit Before Tax+ Depreciation + Finance Cost- Other Income.
- Earning Before Interest and Tax (EBIT) is calculated as profit Before Tax+ Finance Cost
- Return on Equity is calculated as Profit After Tax divided by Average Shareholders Equity.
- Return on Capital Employed is calculated as EBIT divided by Capital Employed whereby Capital Employed represents Total Equity + Borrowings + Deferred Tax liabilities
- Price Earning Ratio is calculated as Market Price per share divided by Earning per share whereby Earning per share is calculated using net profit attributable to equity holders i.e. Profit After Tax