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| BSE LIMITED PHIROZE JEEJEBHOY TOWERS DALAL STREET MUMBAI – 400001 | NATIONAL STOCK EXCHANGE OF INDIA LIMITED "EXCHANGE PLAZA" BANDRA KURLA COMPLEX BANDRA (E) MUMBAI - 400051 |
| Scrip Code: 522074 | Scrip Code: ELGIEQUIP |

Dear Sirs

Date :26th February, 2021

Sub: Submission of presentation made at the Analysts / Investors Meet on 26/02/2021 as per Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation - 2015 - reg.

The presentation made at the Analysts/ Investors Meet on 26/02/2021.

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

Thanking you,

Yours faithfully,

For **Elgi Equipments Limited**

Ragunathan K
Company Secretary & Compliance Officer

ELGI EQUIPMENTS LIMITED

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ANALYSTS AND INVESTORS MEET

26th February, 2021

ELGI
Always Better.

Group History

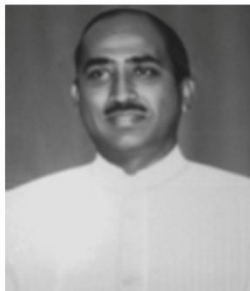


LRG Naidu

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

120+

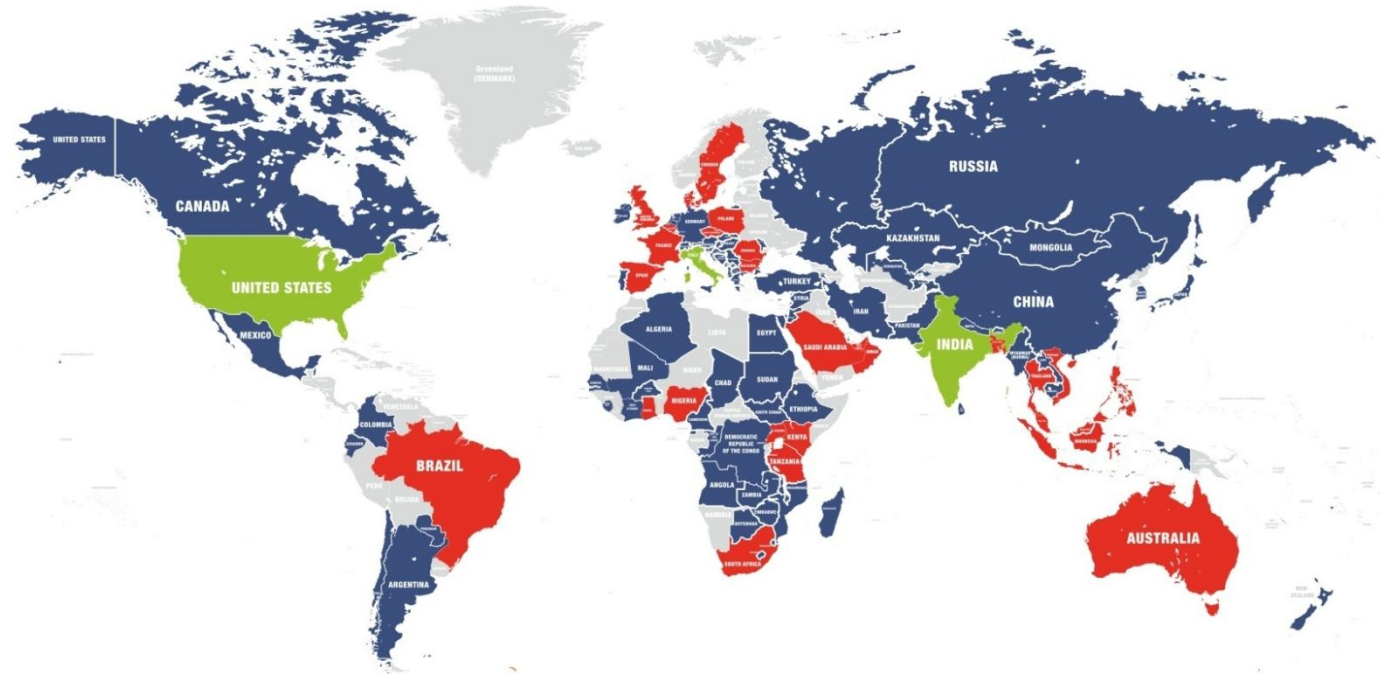
Countries where
ELGi does
business

26

Countries with
direct presence

03

Manufacturing
countries



Presence

200

Distributors
worldwide

800

Sales people
worldwide

1200

Service people
worldwide

1800

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 - 45 kW / 9 - 280 cfm



EG Series
Oil Lubricated Screw Air Compressor
11 - 250 kW / 49 - 1540 cfm



OF Series
Oil Free Screw Air Compressor
45 - 450 kW / 190 - 2601 cfm



AB Series
Oil Free. Disrupted
30 - 110 kW / 125 - 560 cfm



CG Series
Centrifugal Compressor
450 - 950 kW / 3000 - 5400 cfm



Oil Lubricated Recip
Oil Lubricated Piston Compressor
1 - 40 hp / 2 - 128 cfm



Oil Free Recip
Oil Free Piston Compressor
5 - 30 hp / 14.5 - 90 cfm



PG Series (Electric)
Electric Portable Screw Compressor
22 - 90 kW / 130 - 500 cfm



PG Series (Diesel)
Diesel Powered Screw Compressor
185 - 1500 cfm / 100 - 400 psi (g)

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

Vision and Brand Promise



Select Customers - India

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

Trademarks of Companies acknowledged

Select Customers - Global



Trademarks of Companies acknowledged

KEY UPDATES

ELGi Motor Plant



- Total Estimated Investment: INR 182 Mn
- Spent till date: INR 133 Mn
- No. of Employees: 27
- Start of Production : Oct 2019
- Production till date: 1200+ Motors
- Product certifications: BIS, CE, UL, MEPS
- Under validation for international markets

ELGi North America

New headquarters opened in North Carolina - Nov 2020

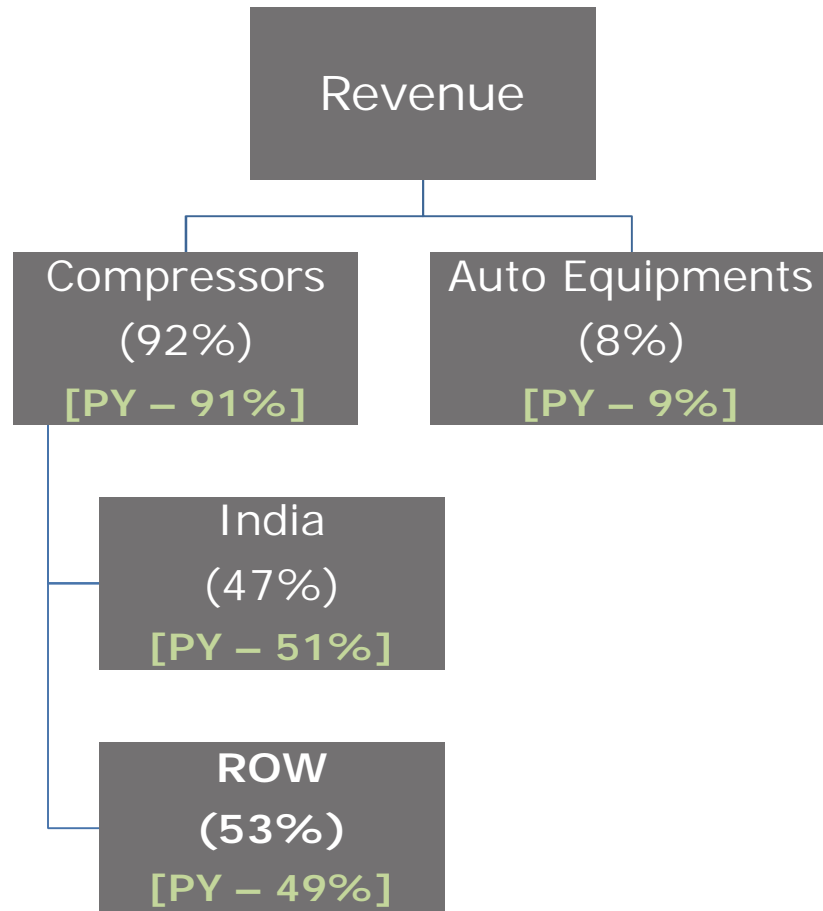


STRATEGIC BUSINESS PLAN - SBP

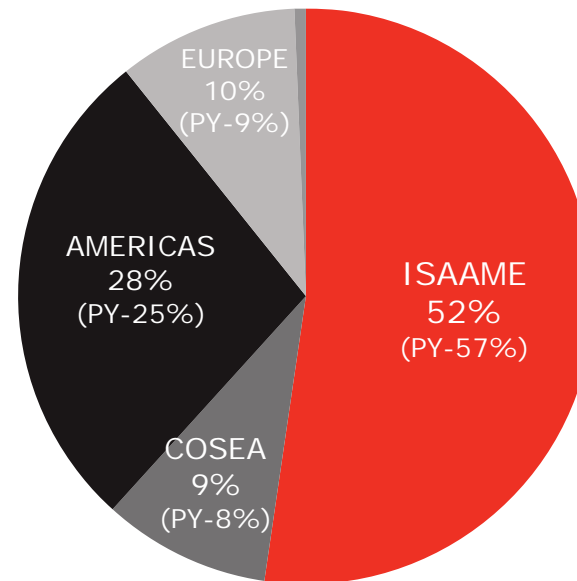
- The company is in the process of rolling its Strategic Business Plan (SBP)
 - SBP focused on setting goals on Profitability and Returns besides Revenue
 - All the business regions and global functions are identifying Strategic Initiatives required to achieve their SBP goals.
 - The Annual Business Plan (ABP) will be a subset of the SBP
- Broad targets for the SBP are:
 - Revenue - \$ 400Mn
 - EBITDA - 16%
 - ROCE - 30%
- Leverage the investments made in:
 - Markets such as North America, Europe and Australia
 - Backward integration
 - Product upgrades and new products
 - Increasing installations to grow after market revenue
 - Brand
- Aggressive working capital management
- Judicious investments in inorganic opportunities and infrastructure
- Strategic divestiture of non-core portfolios and real estate

FINANCIALS

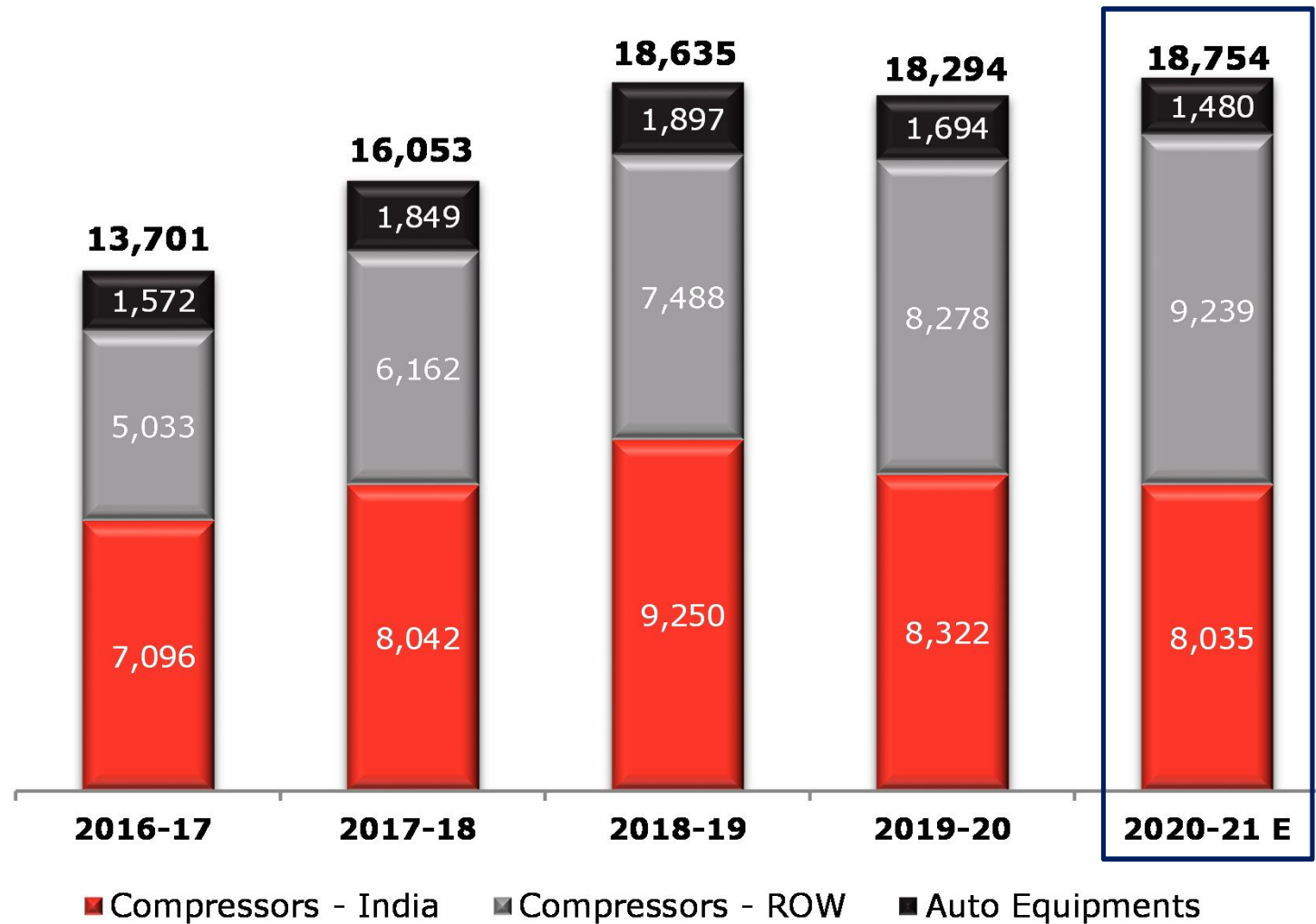
Revenue Mix



SALES 2020-21 E



Sales Performance (INR Mn)



Qualitative Comments – India

What we said

- Current economic slowdown and delay in government finance clearances have impacted business, but mitigated by
 - Serving diversified industry segments
 - Introduction of new products
 - Increased market focus

Status & Actions

- Covid happened right after and lockdowns across the country severely impacted Q1
- Continued focus in the market and addressing the right segments helped us improve revenue in Q2
- Q3 saw resurrection of demand which has helped us register good growth

Qualitative Comments – Europe

What we said

- Leadership hiring completed
- Recruitment of next level regional sales and service organizations progressing as per plan
- Mid term business plan completed
- Rotair's performance remains stable
- ELGi's value proposition well embraced by dealers

Status & Actions

- Increasing product acceptance across Europe
- New distributors on boarding largely inline with the plan
- Recruitments were on hold post Covid
- AB Series products launched

Qualitative Comments – USA

What we said

- Installed base has grown to 4000+ machines
- Organic Initiatives
 - Joint Ventures
 - Own Branches
- Inorganic Initiatives
 - Acquisitions

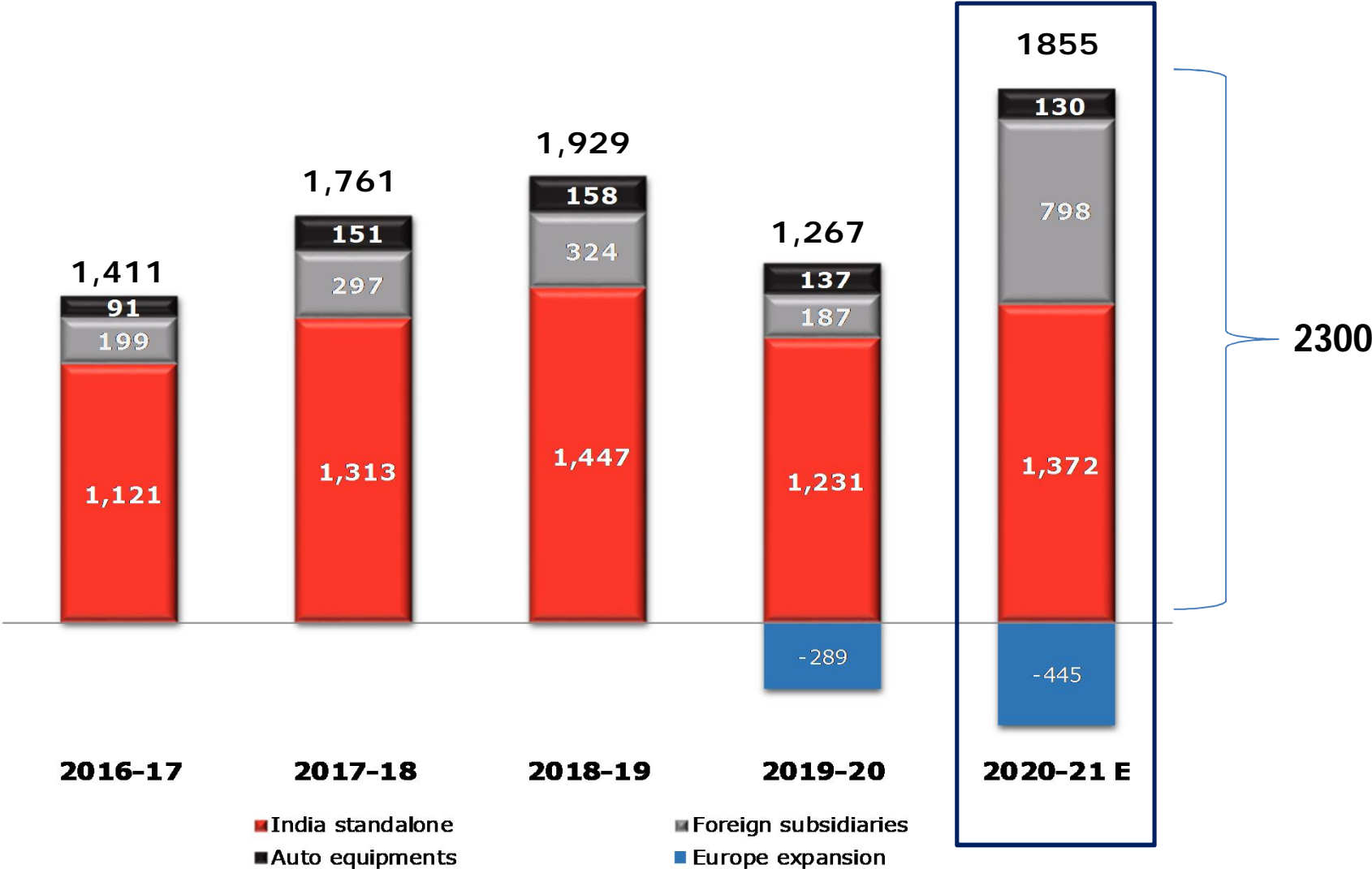
Status & Actions

- Growing installed base: Over 5000 machines
- Established New Joint ventures in key markets – Houston, Seattle, Los Angeles and Kansas City
- Portables direct go to market is successful
- Michigan Air integration completed
- AB Series products launched

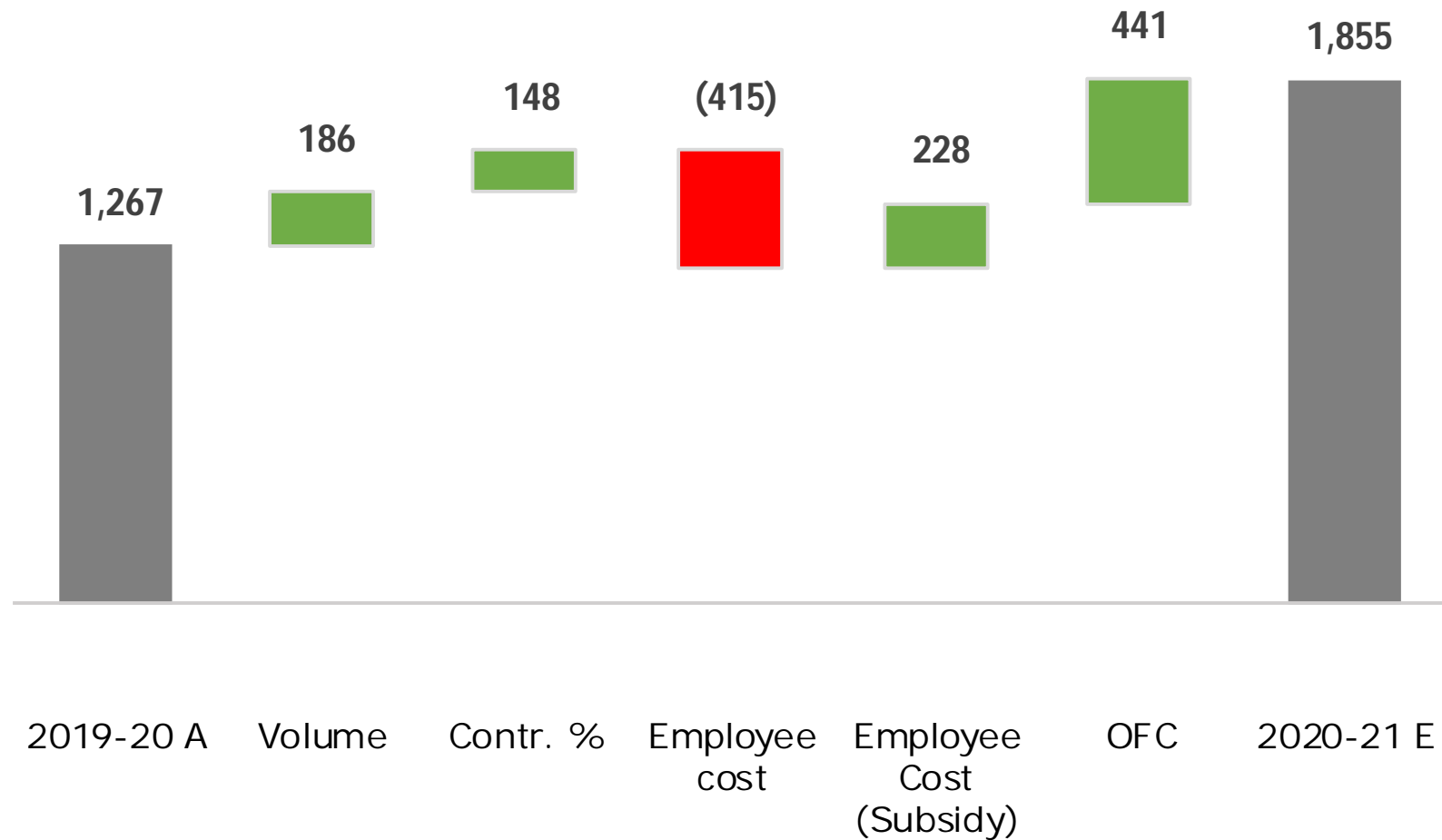
Global Market Outlook

- With uncertainties around Covid still prevailing it is difficult to have reliable outlook for major markets
- There is a huge dependence on the success of vaccination for the growth to continue in the short to medium term
- However, strong demand across different markets over the past two quarters is the basis to get ready for a moderate/higher growth

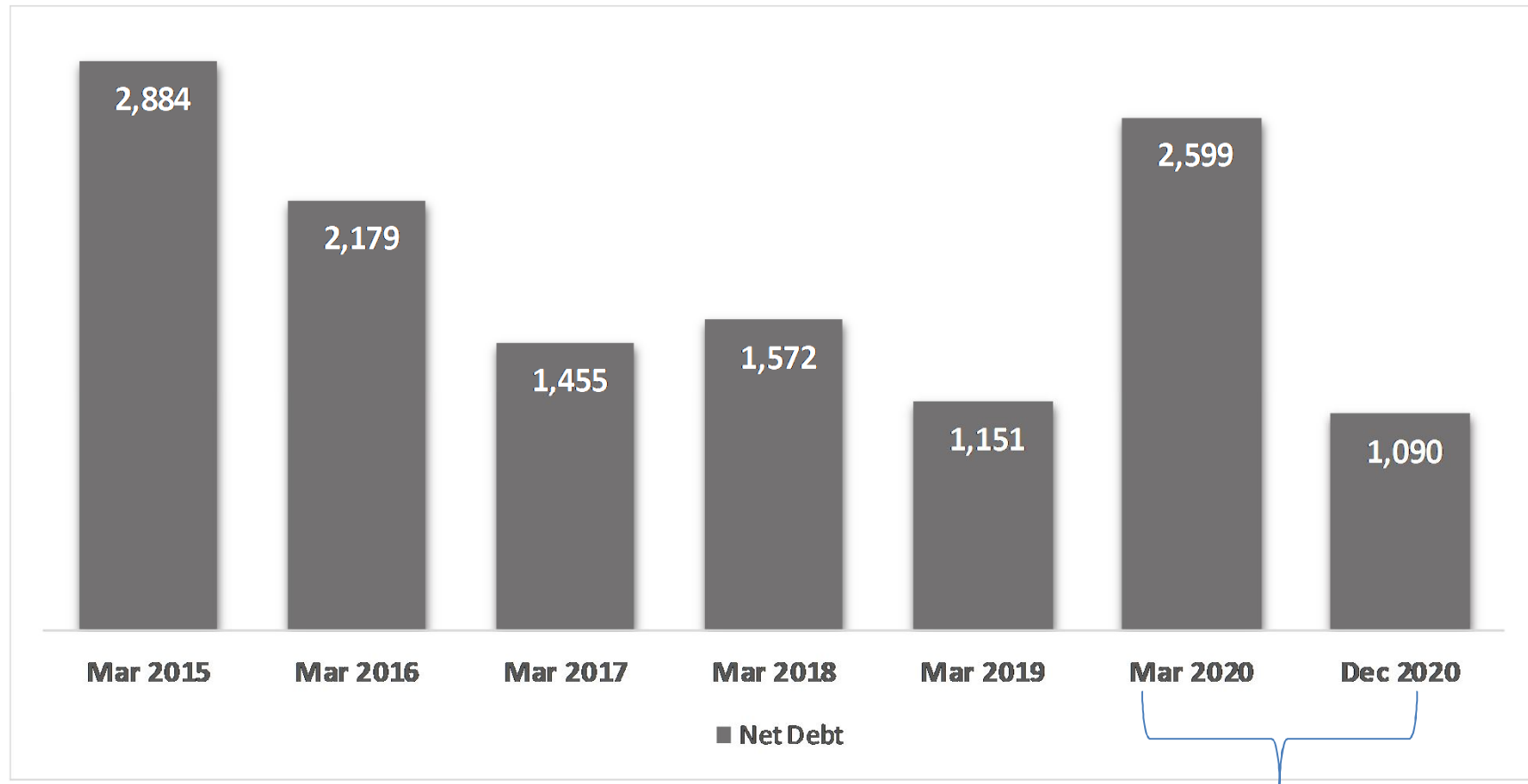
EBITDA (INR Mn)



EBITDA BRIDGE (INR Mn)



Net Debt (INR Mn)



| | |
|-----------------|---------|
| Cash Profit | (+)1040 |
| Working capital | (+) 692 |
| Investments | (-) 223 |

Feedback from the 2020 Meet

| S # | Feedback from the Analysts and Investors | ELGi's Response |
|-----|---|---|
| 1 | <ol style="list-style-type: none"> 1. Slide that can be included <ol style="list-style-type: none"> a. Breakup of Sales by product & region b. Contribution from new product/region c. Share of India by zone - North, South, East & West 2. Steps taken as per BCG & benefits derived 3. Initiative in India, Europe & USA and the benefits generated. 4. Service revenue share to be shared | <ol style="list-style-type: none"> 1. We regret that we will be unable to provide the details as these are competitive information 2. With Covid impacting FY 20 and FY 21 in the US market, we have retained revenue at pre covid levels largely due to the Phoenix and Nexus intervention. Initiatives to grow focused key markets is progressing as per project plan. 3. In India, we expect to close the year at the pre covid levels. We have grown by ~70% in Europe Industrials. These would not have been possible but for various initiatives that were taken 4. Our share of service revenue is continuing to grow in different markets based on our growing installations. In the future when we have established a process, we will provide aftermarket share of business |
| 2 | <ol style="list-style-type: none"> 1. Some better understanding as to why assembly business model(Key competitor) is worse than in-house manufacturing model (like ours) 2. Some idea of price difference - market wise between leader and us for some key geographies and how with time it has reduced | <ol style="list-style-type: none"> 1. Explanation being provided to the Investor directly. 2. The pricing across different markets/products/competition are quite dynamic. We have not experienced significant change over the years in key geographies |

Contd.,

Feedback from the 2020 Meet

| S # | Feedback from the Analysts and Investors | ELGi's Response |
|-----|---|--|
| 3 | Could do more in putting products / application (domestic & international) in the presentation | These are available on our website. Further, we will provide soft copies of the catalogues upon request. |
| 4 | Could be helpful to interact with some of the global leadership team (may be through Video conference) | We will try to organize this during next year |
| 5 | Can we have team members also to make some presentation to get sense of team and their capability? | Being addressed in the presentation |
| 6 | User industry based market share or ranking would be helpful | We are unable to provide this information as these are not available |
| 7 | A brief film (in each factory) will enhance understanding prior to the actual plant visit. (Feedback from 2019 Meeting) | Being presented |

Thank You