

March 12, 2022

National Stock Exchange of India Ltd.
Exchange Plaza,
C-1, Block G Bandra Kurla Complex
Bandra (E)
Mumbai - 400 051

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

Scrip Code : ELGIEQUIP

Scrip Code : 522074

Through : Neaps/Digital Exchange

Through : BSE Listing Centre

Dear Sir/Madam,

Subject: Video call recording link and presentation of the Annual Investors and Analyst Meet

In continuation to our letter dated February 25, 2022, the video call recording link of Annual Investors and Analyst Meet held on Friday, March 11, 2022 at 4.00 PM is available on the Company's website at <https://www.elgi.com/in/analyst-conferences/>.

A copy of the presentation made at the meeting is enclosed for your kind reference and records. The same is available on the website of the Company.

This is for your information and records.

Yours faithfully,

For Elgi Equipments Limited

S Prakash
Company Secretary

Encl.: a/a



11 March, 2022

Analysts and Investors Meet



Disclaimer

This presentation includes forward-looking information including statements concerning the outlook for our business. These statements are based on current expectations, estimates and projections about the factors that may affect our future performance, including global economic conditions, and the economic conditions of the regions and industries that are major markets for ELGi. These expectations, estimates and projections are generally identifiable by statements containing words such as “believes”, “targets”, “estimates”, “plans”, “outlook” or similar expressions.

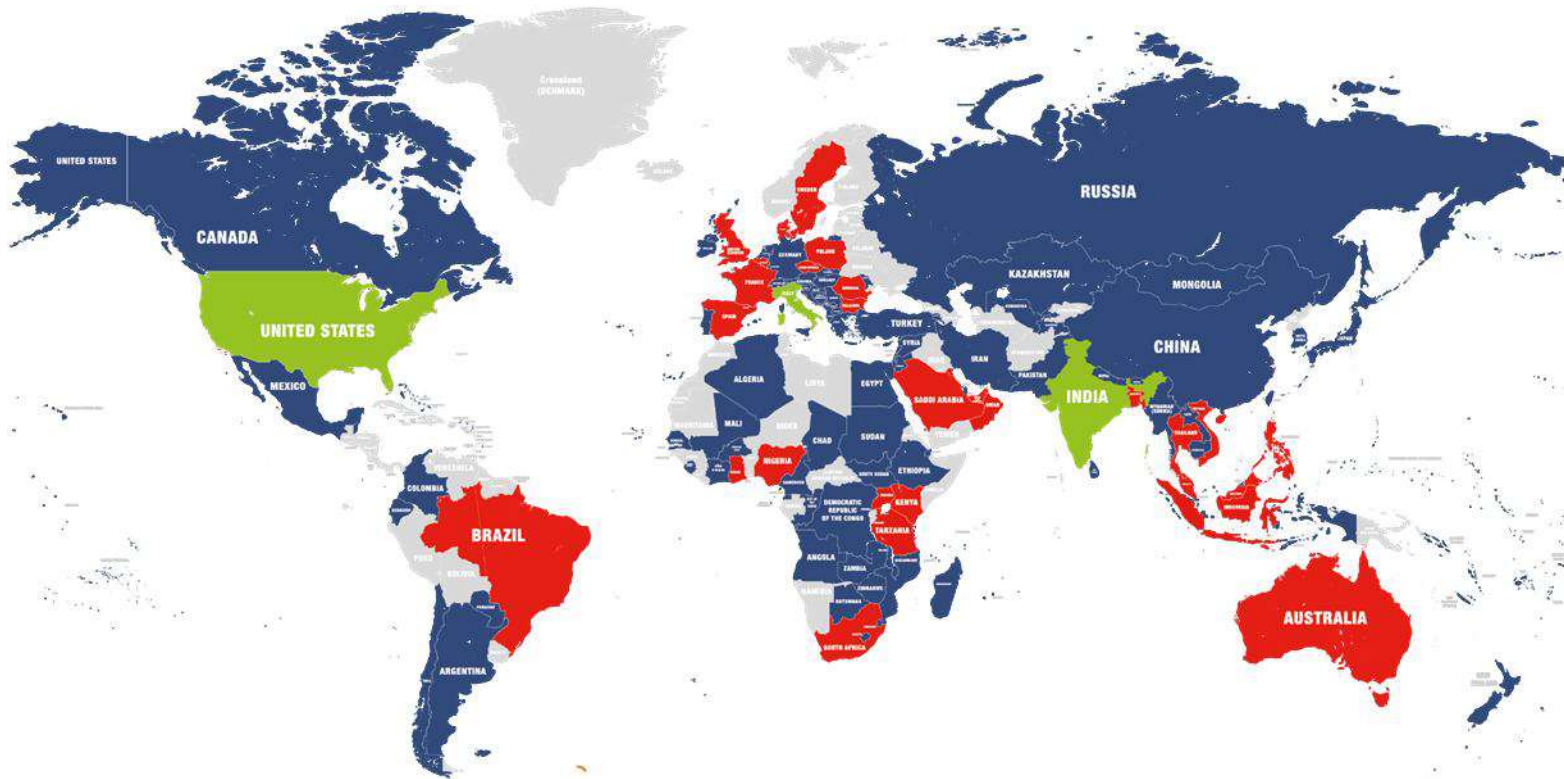
There are numerous risks and uncertainties, many of which are beyond our control, that could cause our actual results to differ materially from the forward-looking information and statements made in this presentation and which could affect our ability to achieve any or all of our stated targets. The important factors that could cause such differences include, among others:

- Business risks associated with the volatile global economic environment and political conditions;
- Costs associated with compliance activities;
- Market acceptance of new products and services;
- Changes in governmental regulations and currency exchange rates, and ;
- Such other factors as may be discussed from time to time in Elgi Equipments Limited's filings with the Securities and Exchange Board of India (SEBI), including its annual report.

GENERAL

Recording of this presentation and subsequent interactive session in any form and means is prohibited. Participants are requested to strictly follow this advice. ELGi desires to give every participant a chance to speak; please plan your questions accordingly. Questions are welcome after the presentation is completed.

Global Presence



120+

Countries where
ELGi does business

26

Countries with
direct presence

3

Countries with
manufacturing
presence

Global Presence

Quick Facts

350+

Distributors
Worldwide

2000+

Employees
Worldwide

2Mn+

Compressors

1 Mn
Sq.ft.

Factory
Space

\$330 Mn*

Annual
Revenue

*FY22 Estimate

ELGi Leadership

Business



Jairam Varadaraj
Managing Director



Chris Ringlstetter
President - Europe



David Puck
President - North America



Marcelo Lorena
GM - Brazil



Praveen Tiwari
MD – ATS ELGi



Rajesh Premchandran
Director - ISAAME



Ramesh Ponnuswami
Executive Director - OSEA

ELGi Leadership

Corporate



Anvar Jay Varadaraj
Executive Director



Ajit Singh
Director - PMMO



Bheem singh Melchisedec
Director - Operations



Jayakanthan R
Chief Financial Officer



Sebi Chacko
Chief Human Resource Officer



Sriram Srinivas
Head – Internal Audit
(Reporting to the Chairman of
the Audit Committee)



Venu Madhav
Director – Technology

Global Manufacturing Capability



5+ Million Sq. Ft.
of “Future-ready”
Manufacturing
Facilities



Global Manufacturing Capability

Precision Machining

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



Efficient Drives

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



Complex Castings

Produces high precision grey and SG iron castings



Securely Welded

Produces pressure vessels meeting international standards



Factory Tour





Key Events

#whatsyourfinishline challenge



1000+
Participated



103
Teams



22
Countries

The 3rd edition was conducted across the globe during the second half of November 2021.

The teams comprising **employees and channel partners** exemplified their determination to champion a healthy and active lifestyle and raise awareness about physical and mental well-being.



42,500
Total Miles



Mental Health Program

Conducted to raise awareness and foster an inclusive workplace.

A month-long events and group training sessions on mental health paved way to support each other through difficulties given the impact of Covid-19 and the lockdowns.

**ELGi'S 'ALWAYS BETTER'
MENTAL HEALTH MONTH**

OCTOBER 2021



Technology Day



State of
The Future Art

ELGi Technology Day

Energy Efficiency Tool Center Stage at ELGi's 4th edition of Technology Day

It brings together engineering minds to ideate and showcase breakthrough technologies.

It encourages employees to think beyond and generate innovative ideas for product excellence.

This **edition** witnessed knowledge **sharing sessions, interactive panel discussions and huge participation** in technical contests.



Key Product Launch to Regain Share

Launch of PG 1250 Portable air compressors for the Waterwell Industry

The PG 1250 portable air compressors come with **superior technology** that offers **better performance, better savings and high reliability**.

With faster penetration, low fuel consumption, exceptionally durable engine, and a compact and robust package, the **PG 1250 machine** has **set new standards in the rig compressor technology**.

ELGi 1250 Launch



இது நம்ம ELGi!



Expansion in Europe

Expanding the footprint

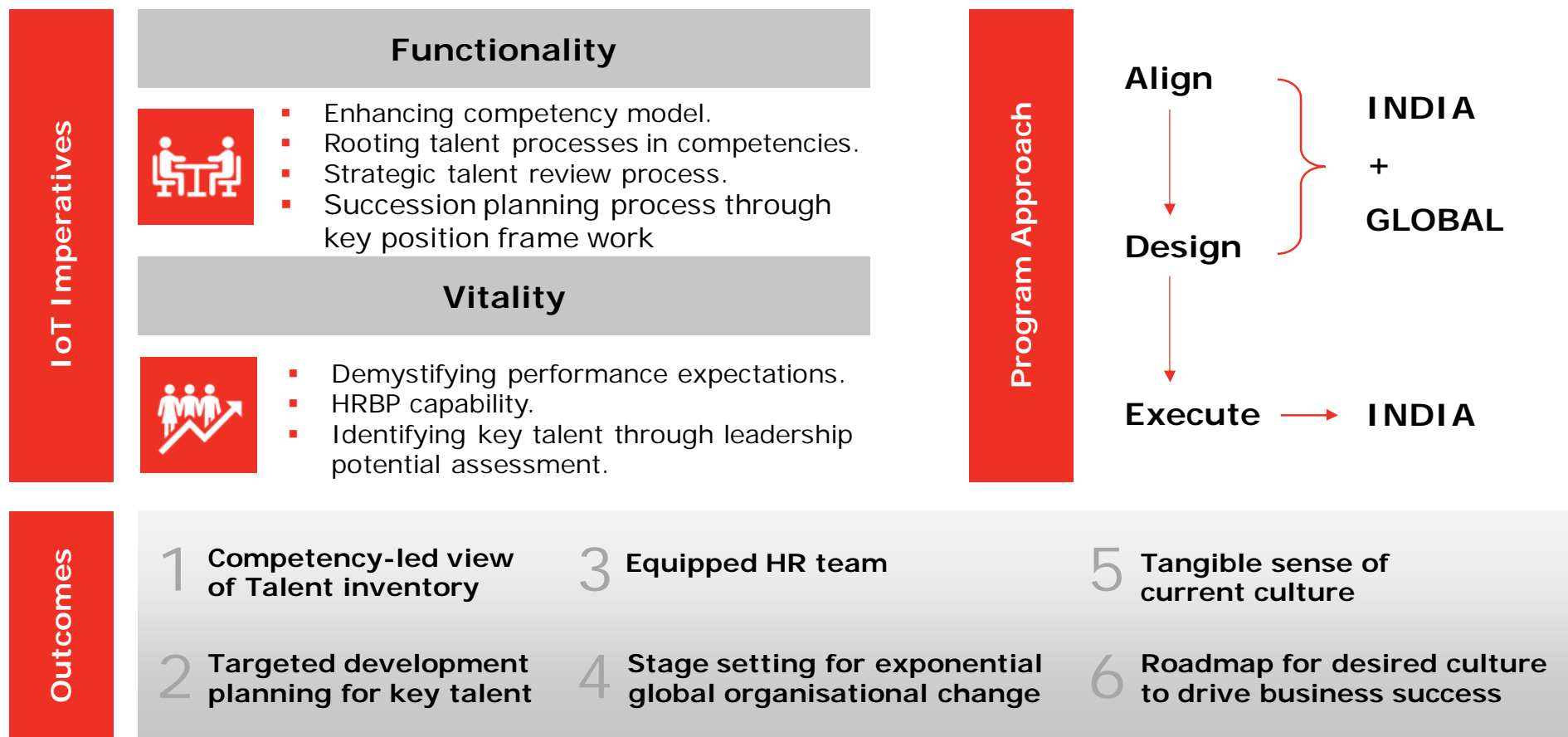
New office and training centre
Inaugurated in **Turin, Italy**.

New office and warehouse
inaugurated in **Angelholm,
Sweden**.



ELGi Italy

Integration of Talent



Project Cosmos

ELGi has initiated project COSMOS to optimise material and other variable cost elements to unlock savings

Optimise cost to unlock savings of **3%** of standalone revenue.

30
Cost Categories

~ **7000 Mn**
Annual spend

Duration

10
months

Phase 1
Diagnose & Design

Phase 2
Implementation

Approach

Collaborative full time team with **ELGi and EY** members

Structured governance mechanism

TARGETED BENEFITS

₹ 300-400 Mn
Savings

- Continuous improvement culture
- Enhanced procurement and sourcing efficiency
- Data driven decision support
- KPI led team



Corporate Social Responsibility (CSR)

The ELGi School

The ELGi School



Access to Affordable, Quality
Education for Three Decades

Year of
Establishment

1989

Number of
Students

1300

Vision

Giving back to society by developing good citizens through holistic quality education at economical cost.

The ELGi School

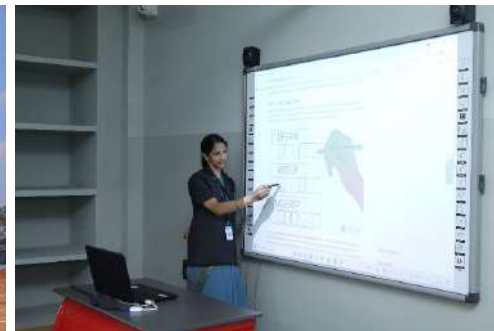
New Campus: 2021

The brand-new modern campus on **four acres** in Podanur, Coimbatore, India, enables effective teaching and learning.

Scholarships

Offered to deserving children from low-income backgrounds.

The ELGi School



Zara Rutherford

Zara Rutherford



ELGi supported Zara Rutherford - the youngest woman to solo circumnavigate the globe.

On January 20, 2022, Belgian-British 19 years old Zara Rutherford won the Guinness Record for being the youngest person to circumnavigate the world by aircraft solo (female). During her attempt, Zara also broke the Guinness Record for the first person to fly solo around the world in a microlight aircraft.

Zara Rutherford, visited ELGi Headquarters in Coimbatore on the 30th of December 2021.

We are proud to have supported Zara's journey to highlight the gender gap in aviation and **STEM (Science, Technology, Engineering, and Mathematics)**

Coimbatore Marathon 2021, Powered by ELGi



Elgi Equipments powered the virtual 9th edition of the Coimbatore Marathon, in December 2021.

All proceeds from the marathon goes to the Coimbatore Cancer Foundation, augmenting efforts to raise cancer awareness, besides improving cancer patients' and caregivers' health and well-being.

Susan G. Komen Race for Cancer Cure

ELGi North America sponsored this race

- To **create awareness** on cancer cure and early detection.
- **Employees and their families were encouraged** to participate.
- Daily habits such as **walking, jogging, running, biking, and swimming improved their well-being**, and helped to become more active.



Italian Red Cross

ELGi supported the Italian Red Cross to maintain critical COVID-19 response vehicles

- ELGi supported the Italian Red Cross with its urgent compressed air requirement.
- Donated an air compressor package for one of Italy's Red Cross logistic hubs in Turin, Italy.



Red Cross, Italy

Environmental, Social and Governance (ESG) Plan

1

ESG Strategy

- Develop and finalize the sustainability strategy
- Define ELGi's
 - Vision statement
 - Sustainability indicators
 - Roadmap for sustainable development across the organization.
 - Objectives and Targets (Year wise)
 - Sustainability budgeting (Year wise)

ESG Strategy

2

E&S Governance

- Establish an ESG governance mechanism.
- Revisit the existing sustainability policies.
- Develop the Sustainability policies and standard operating procedures (SOP).

E & S Governance
Framework, Sustainability
Policies & SOPs

3

Implementation & Handholding

- Finalize the action plan area-wise and target-wise based on strategy development.
- Create a management dashboard for monitoring the sustainability data and indicators.
- Develop communication templates or formats for content development.
- Plan strategic collaborations to achieve targets.

Action Plan, Dashboard,
Review and Workshop

4

Reporting

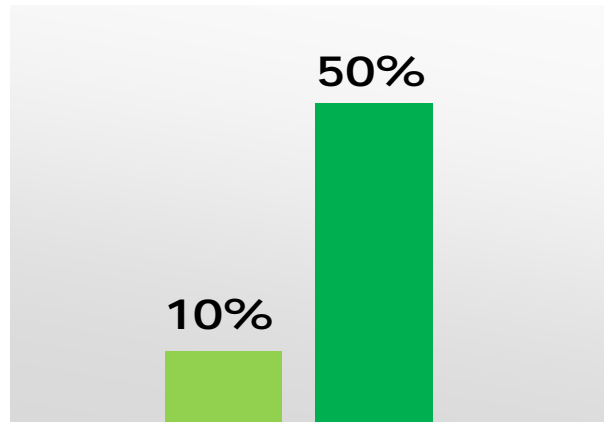
- Study the established ESG framework.
- Produce the annual Sustainability report in line with BRSR norms for FY22.
- Design and development of the report.
- Finalizing statutory reporting elements.

Sustainability Report FY22

Solar Power



Enhancing use of renewable energy - Solar power



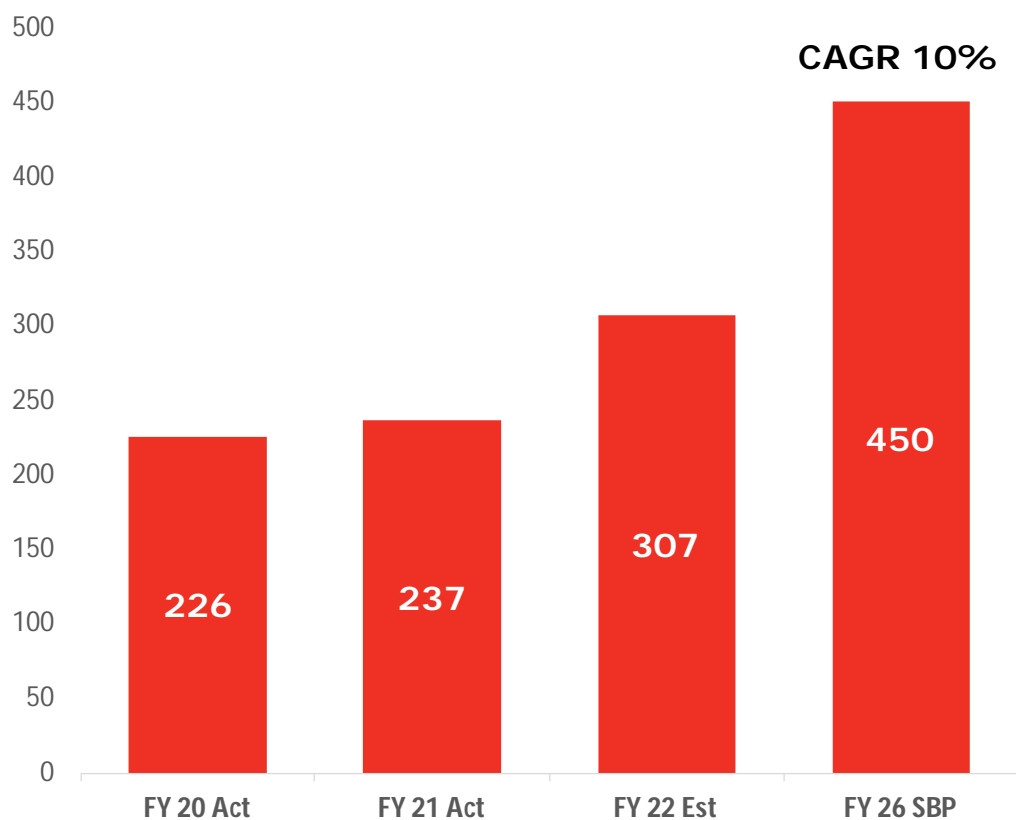
Post implementation, **50%** of energy in manufacturing will be from renewable sources.

Presently **10%** of energy is from renewable sources (Windmill)



Reduced carbon foot-print and significant savings

Strategic Business Plan (SBP) - Compressors



SBP Goals

Revenue

USD 450 Mn | 10% CAGR

CAGR - India

7%

CAGR – Rest of the world (RoW)

13%

India vs RoW

45/55

2/3 of the growth from RoW

Profitability

16%

Return on Capital Employed (ROCE)

30%

Feedback From Previous Investor Meet

Feedback:
Challenges with Virtual IT Platform
and Connectivity

Response: Conducting now on new
improved IT platform

Feedback:
Gap in Q&A Session Handling

Response: Conducting now through
new service provider

Feedback:
Updates on Succession Planning

Response: Succession planning is
being addressed through our new
initiative - Integration of Talent (IoT).

Feedback:
Updates on Market / Industry

Feedback:
Updates on Business

Feedback:
Updates on Acquisitions and
Joint Ventures

Response: The regional business leader will be presenting an update on markets, business and outlook for Australia. He would also cover the update on the acquisition we made in Australia. Geographical break-up of revenue is covered in the financial section of the presentation.

Financials



Revenue (INR Mn)



Across all Regions

| Act FY21 | Est FY22 |
|----------------|----------|
| 19241 | 24701 |
| Revenue Growth | Growth % |
| 5460 | 28.3% |

Revenue (INR Mn): Compressor Business



► ISAAME

Act FY21

9427

Est FY22

12548

Growth %

33.1%



► OSEA

Act FY21

1634

Est FY22

1675

Growth %

2.5%



► Europe

Act FY21

1757

Est FY22

2422

Growth %

37.8%



► North America

Act FY21

4727

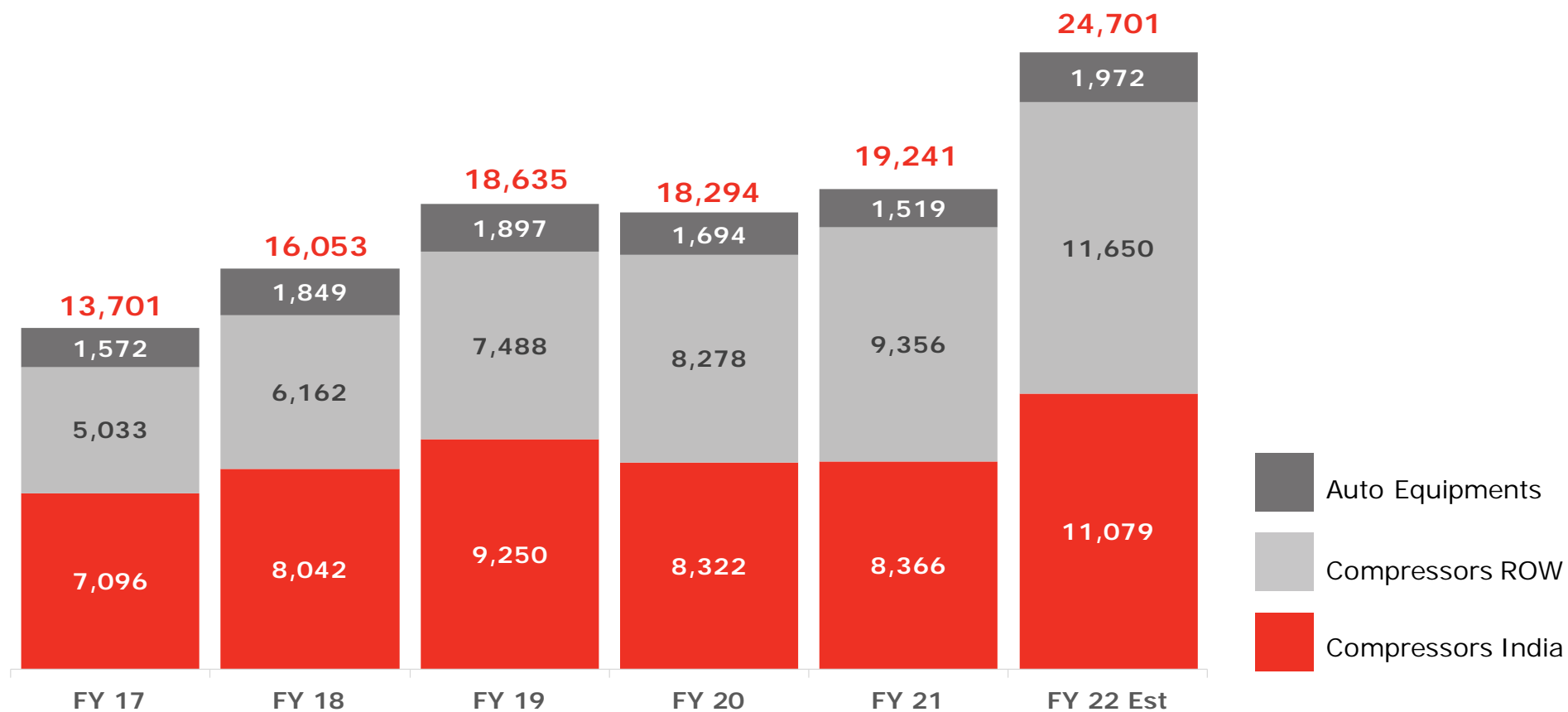
Est FY22

5761

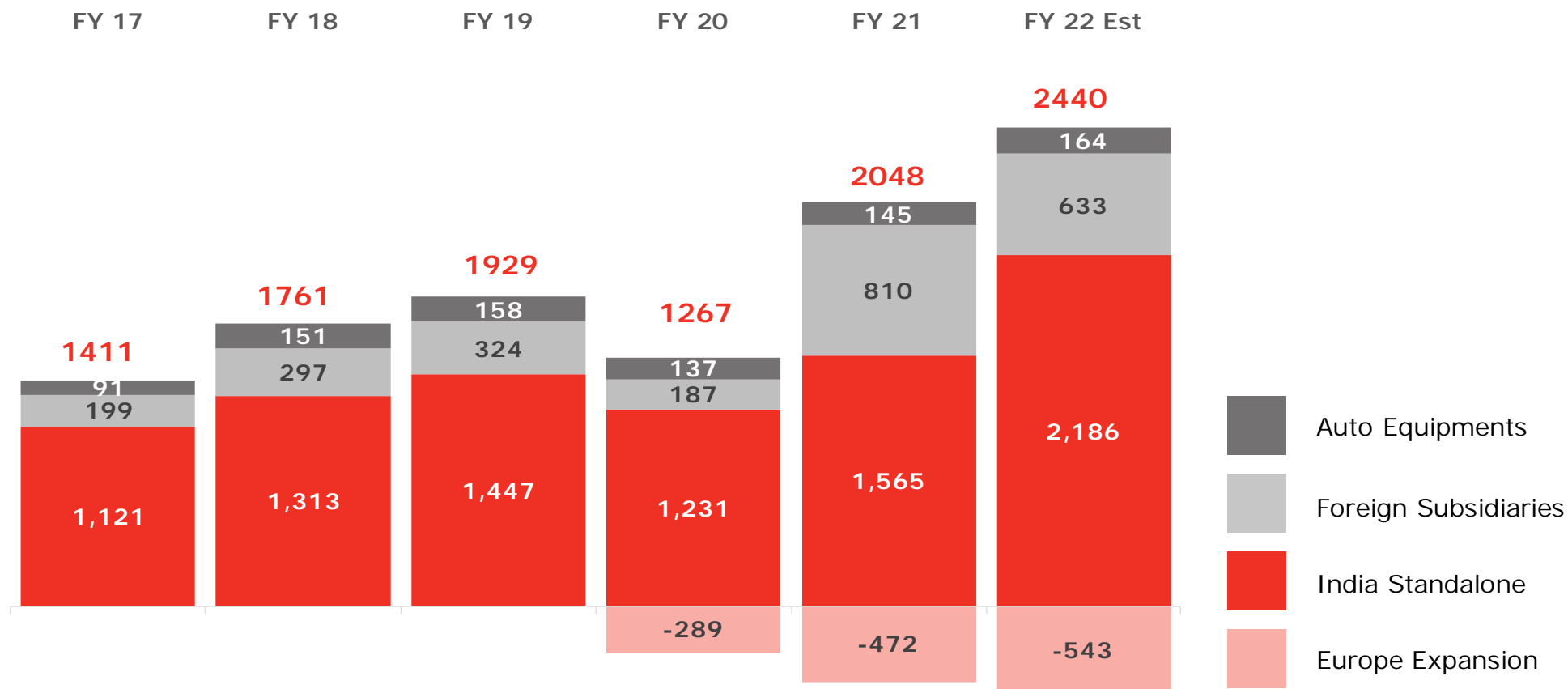
Growth %

21.9%

Sales Performance (INR Mn)



EBITDA (INR Mn)



ELGi Europe - YTD FY 22 - Cumulative loss as per project plan - Euro 16 Mn; Current Estimate - Euro 15 Mn

Net Debt (INR Mn)

Mar 2021 – Feb 2022

Major movements

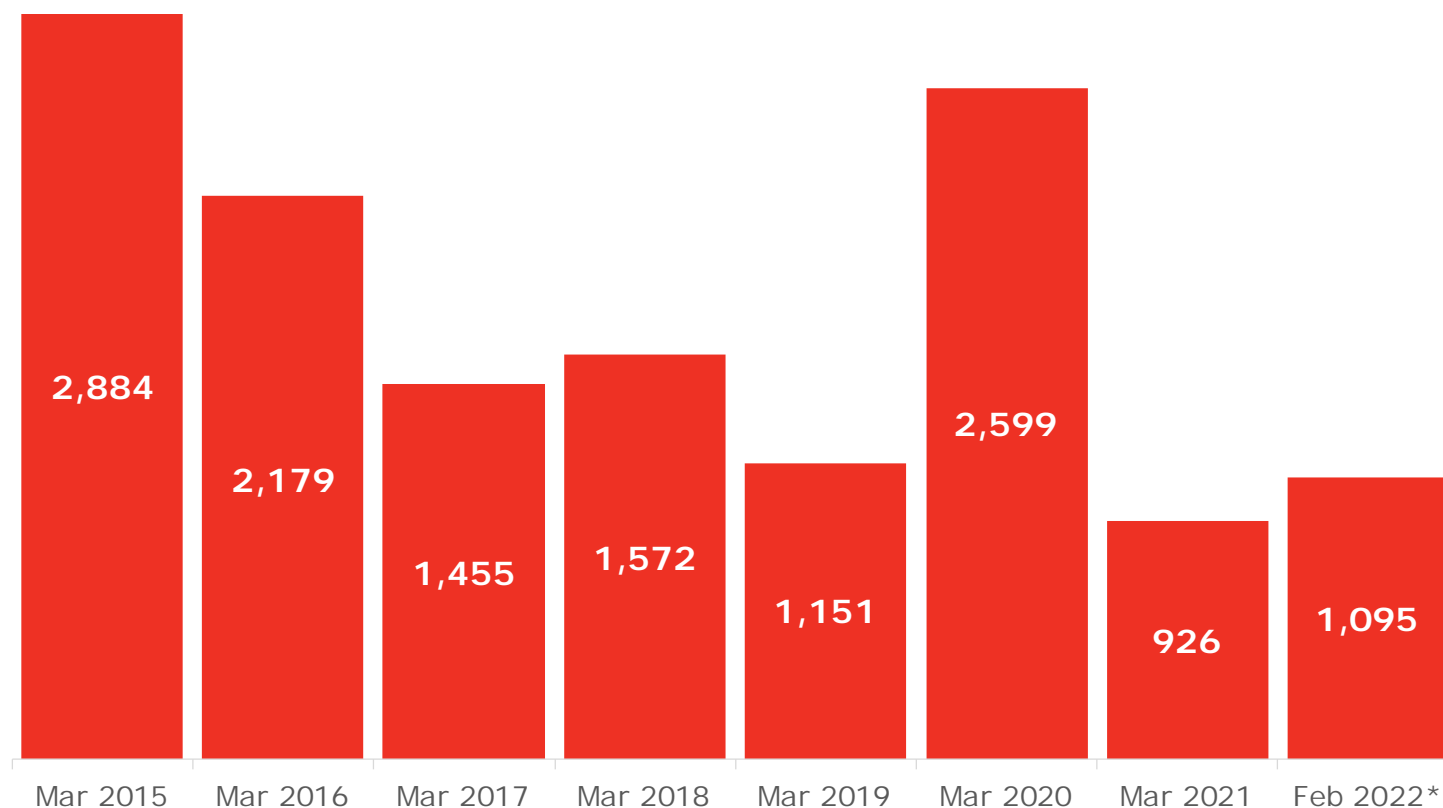
Cash Profit
+2642

Working capital
-1623

Investments
-412

Dividend
-254

Tax
-558



*Unaudited

A satellite night view of Australia, showing the continent's outline and internal state boundaries. The landmass is illuminated by city lights, appearing as bright yellow and orange spots against the dark background of the night sky. The surrounding ocean is visible as a deep blue arc on the right side of the frame.

Business Region Presentation - Australia

Legal Entities and Brands

Legal Entities

Wholly owned by ELGi in Australia

- Elgi Equipments Australia Pty Ltd
- Industrial Air Compressors Pty Ltd
 - F. R. Pulford & Son Pty Ltd*
 - Advanced Air Compressors Pty Ltd*

*Step down subsidiaries

Brands



ELGi in Australia

Quick Facts

2011

Established
Elgi Equipments
Australia Pty Ltd.

2018

Acquired Pulford Air
& Gas, Sydney.

Direct
Presence

Sydney
Melbourne
Brisbane

Indirect
Presence

Most states of Australia
through a network of
dealers / resellers

Sixty

Full time Employees
25% Women

Dealers

Australia

8

New Zealand

2

ELGi in Australia

Quick Facts

Major Industries Served



Automotive



Food & Beverage



Mining



Power Generation



Hospitals/ Medical
/ Pharma



Manufacturing



Defence



Waste Management/
Recycling

Double Digit Market Share
in oil lubricated screw compressors

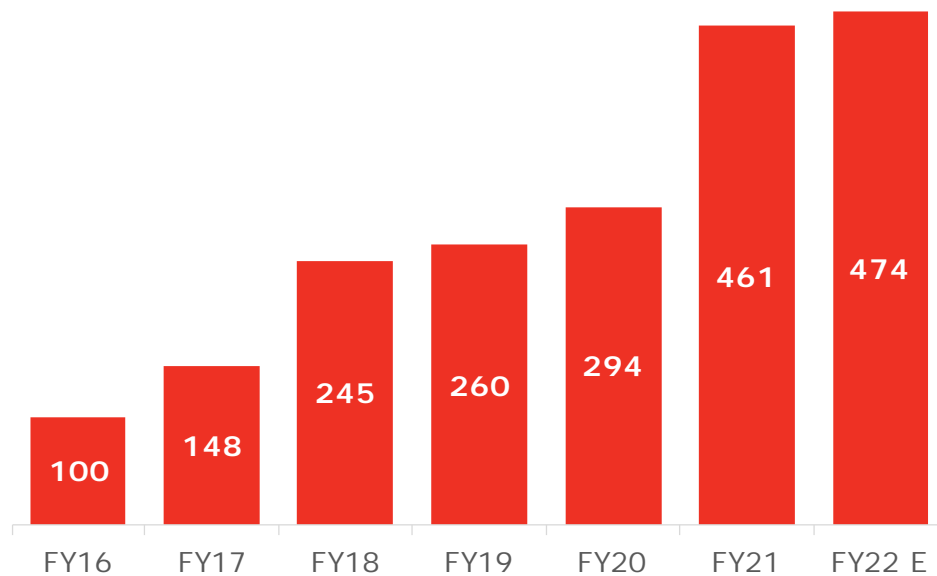
ELGi's Presence & Reach in Australia



- ★ ELGi / Pulford Office & Warehouse
- Dealer location
- Reseller location

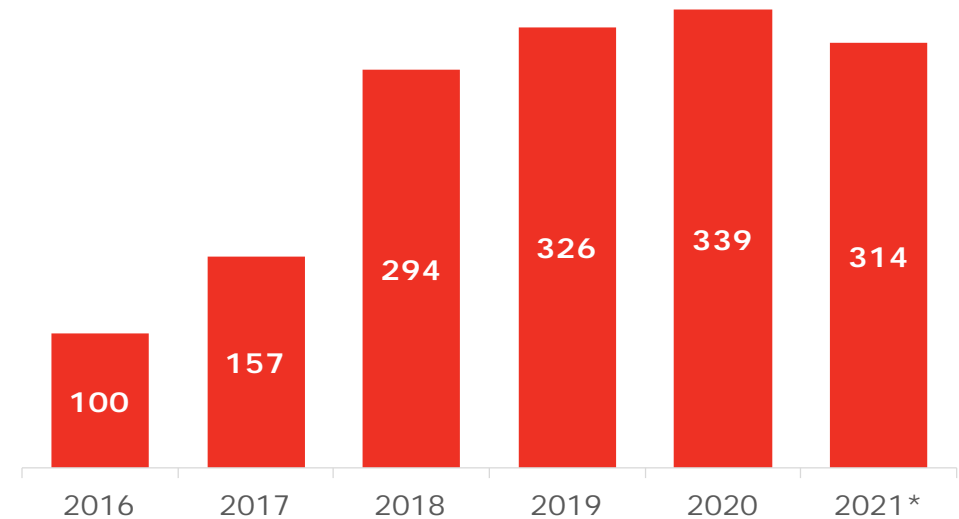
ELGi Australia – Revenue Trends and Market Share

Revenue Trends – ELGi Australia*
Indexed Values



*ELGi Australia Sales to dealers.
Does not include inter company sales to Pulford.

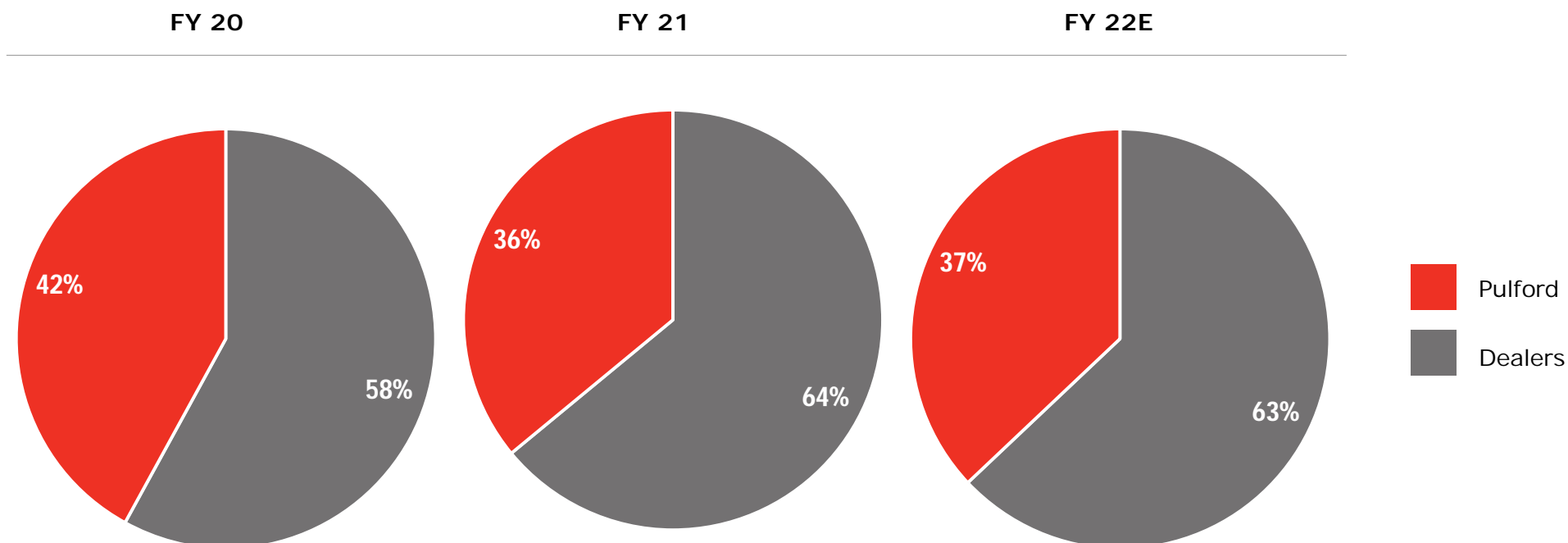
ELGi Australia Market Share
Indexed Values



* New CAAA member started reporting figures from Q3 & Q4 of CY21

Source: 2016 & 2017 ELGi analysis, 2019-2021 CAAA statistics
CAAA-Compressed Air Association of Australia

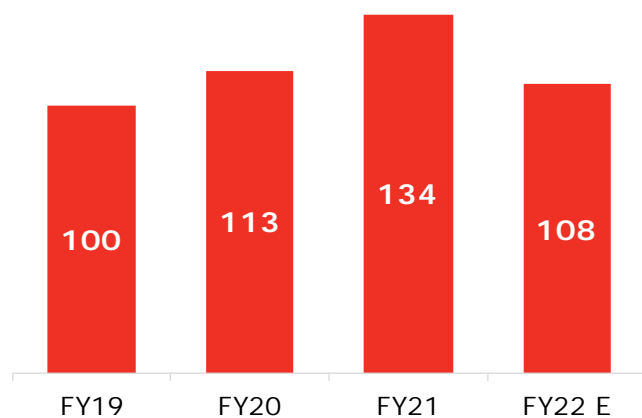
ELGi Australia – Share of Total Sales (Value)



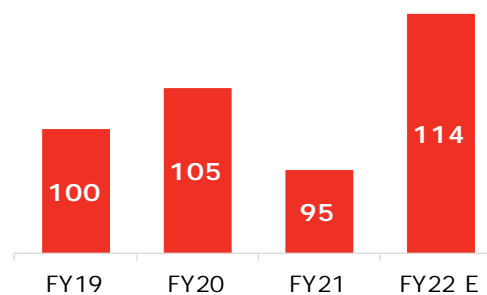
Pulford – Revenue Trends

Revenue Trends - Pulford

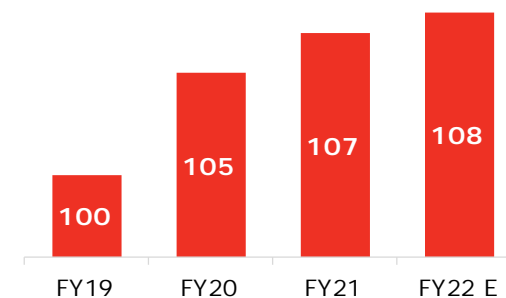
(Indexed values)



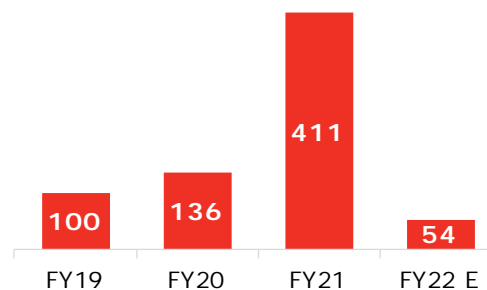
Unit Sales



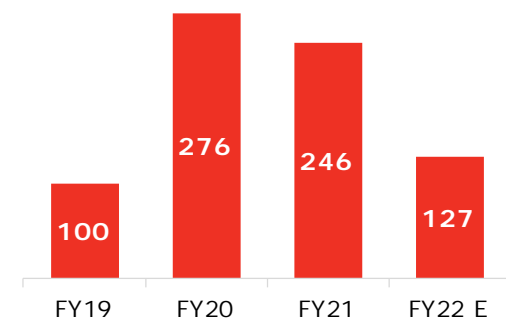
Service



Projects



Altitude Training Systems



| Share of revenues | FY19 | FY20 | FY21 | FY22 E |
|---------------------------|------|------|------|--------|
| Unit Sales | 34% | 31% | 24% | 36% |
| Service | 54% | 50% | 43% | 56% |
| Projects | 9% | 11% | 27% | 4% |
| Altitude Training Systems | 3% | 8% | 6% | 4% |

Pulford Acquisition Experience

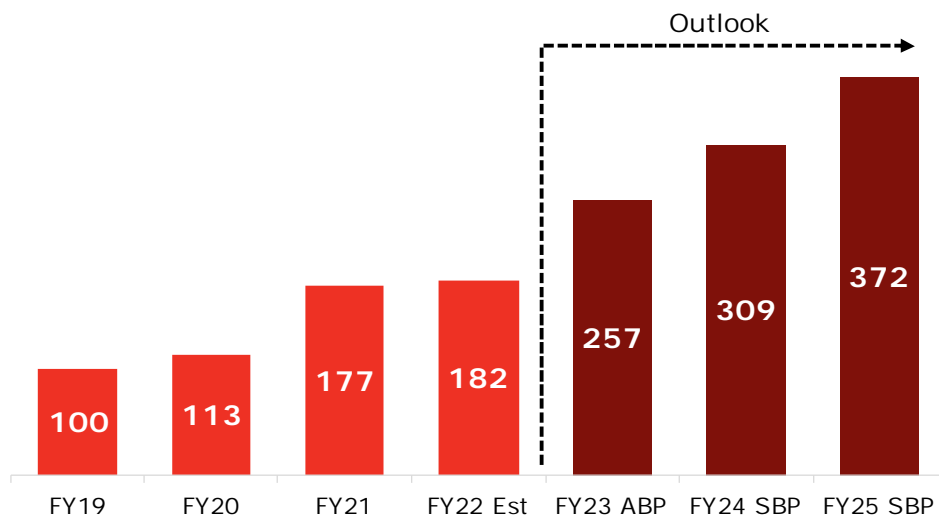


- The acquisition sent a strong signal to the market that ELGi was a serious player and committed to growing its presence in the Australian market.
- ELGi dealers were initially apprehensive about the acquisition; this has been overcome through:
 - Demonstrated commitment to help all dealers grow synergistically.
 - Pulford has enabled ELGi to provide a greater technical and operational support network to ELGi's dealers.
- Continuation of former owners in the business post acquisition added immense value.
- ELGi Australia consolidated its operations with Pulford's infrastructure, driving greater efficiencies.
- ELGi's market share and brand awareness have improved significantly in the Australian market since the acquisition of Pulford.

Outlook – Australia Business

Revenues - ELGi Australia*

(Indexed values)

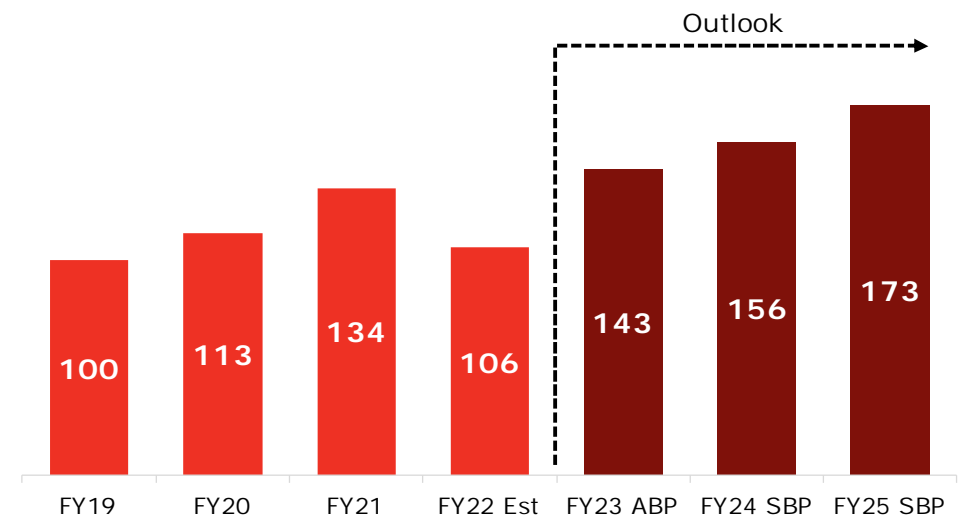


Key growth drivers

- Increased market participation and improvement in market share via current channel and via network expansion.
- Specific product and GTM initiatives.

Revenues - Pulford

(Indexed values)

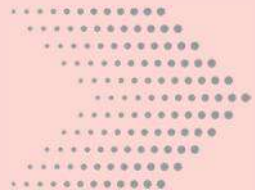


Key growth drivers

- Increased market participation through specific product and GTM initiatives, improvement in market share in product sales.
- Expanding service base in current served areas and expansion into new areas.



New Products/ Upgrades



EG Series Duplex Compressor

Range Expansion



Current EG Series ranges from **11 to 250kW** as standalone compressors.

The range extended upto **500kW** with various combinations of existing EG160, EG200 and EG250 as Duplex configuration.

Option with Integrated **Variable Frequency Drive (VFD)**

Compressor can operate together or independently with **innovative control system**.

Consumables are standardized with the existing EG series.

EV Series 11 to 22kW

Range Expansion



EG and EV
Product visual differentiation under progress

Engineered for **small and medium enterprises**

Compact and modular to have skid and tank mounted versions

Direct drive

Options with integrated **VFD and external dryer**

Consumable are standardised with existing EG Series

Industry standard **Neuron XT controller**

Optimized thermal management

Development of PG110E and PG132E

Range Expansion



Alternate for **diesel portables**

Range expansion - **110 & 132kW**

Increased flow and pressure up to **15 bar(g)**

Best in class **Specific Power Consumption**

Increased productivity

Low noise

Improved reliability

Suitable for **dusty environment**

Neuron IV

Feature Enhancement

Enhanced 7" Color TFT display with Touch interface



Powerful Controller with **Microsoft ThreadX RTOS** to handle all challenges in compressor control

Smart controller that can interface to **Industry 4.0 and OPC protocols**

Shared Hardware between **EPSAC, AB series and OFSAC** compressors

Advanced Industrial and IT Communications
- CAN, RS485, Ethernet, Bluetooth.

Pressure Scheduling logics there by saving energy

Automatic Sequencing and Cascading - avoids master controller within Neuron's.

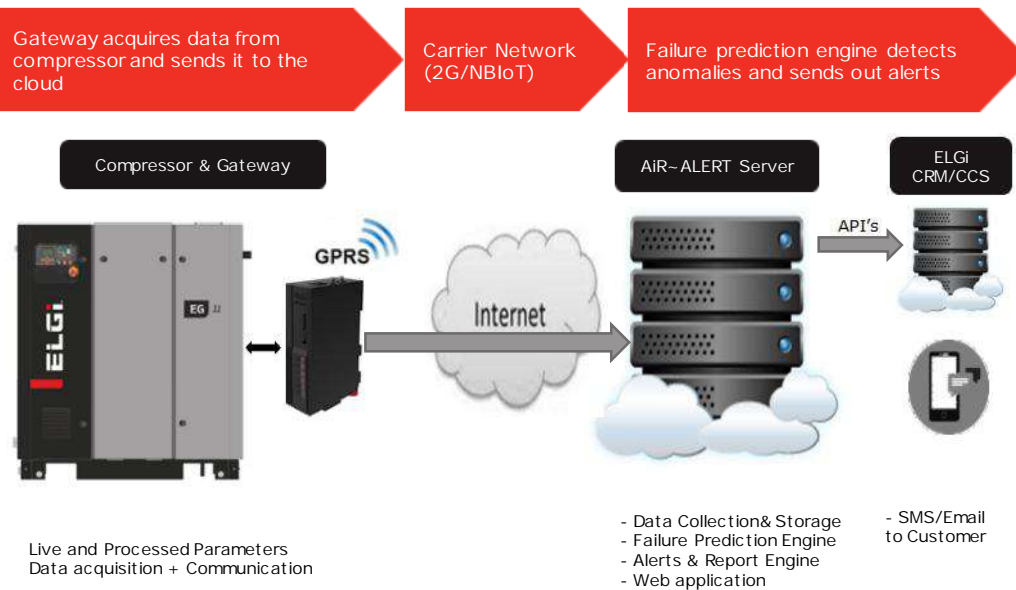
Over The Air (OTA) firmware update with AiR~ALERT

Multilingual (Can support up to 32 languages)

With reserve processing power & Higher Memory, **suitable for Future upgradations.**

AiR ~ ALERT

Feature Enhancement (Internet of Things)



Universal SIM for seamless Connectivity

Multiple communication technologies (**GSM**, **Ethernet**, **Wi-Fi**)

Over The Air (OTA) software update

Predictive and Detection Alerts for improving Uptime (>95% Accuracy)

Charts, Reports and Trend graphs for machine overview

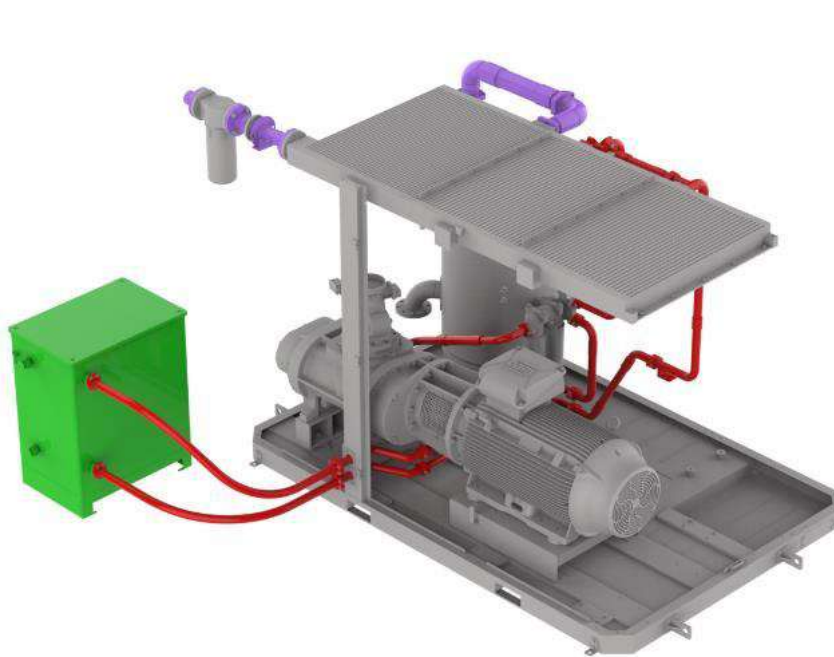
Fleet overview at different hierarchy levels

Service due Alerts along with **Consumables** details

Global Pilot completed. Series production from Jun'22

Integrated Heat Recovery System

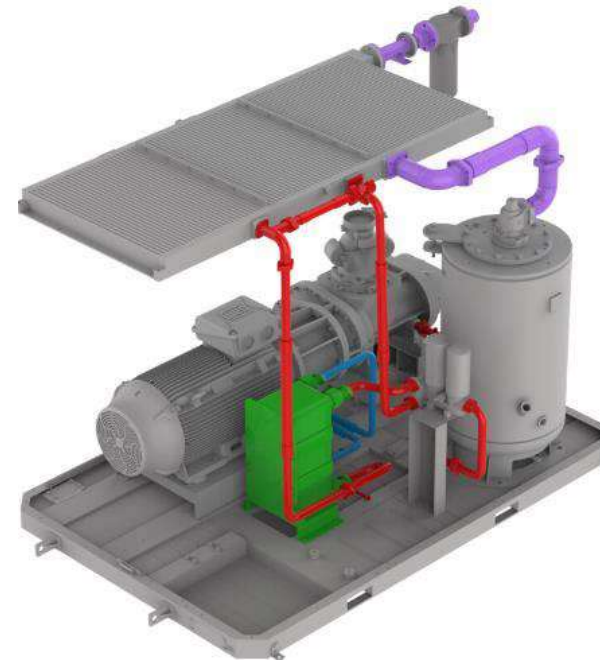
Feature Enhancement



Available in both **external**
and integrated versions
for EG Series

Heat recovery **up to 78%**

Retrofittable in existing
compressors



Product Range Expansion



AB 22
(11-22kW)



EV-F3
(30 to 45kW)



PG 575S-225 (WW)
PG 575-225 (C&M)



**EN 53/EN 73/
F2 & F3**
200V & 575V - 60Hz

Product Range Expansion



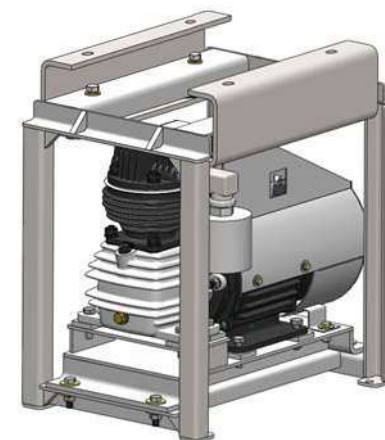
RR10100 OF
Metro
RR10070 OF
EMU



RR20100CC
RR20100CC
Dual Loco
RR20100CC
On Board



RR20100 OF (M)
RR20070 OF (M)



CRC 150
Underslung



Thank You