



Analyst Call Q2 FY24

09 November 2023



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These factors include, but are not limited to, general market, macro-economic, governmental, and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Participants are requested to exercise caution while referring to such statements and remarks.

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This should not be construed as an offer to sell or the solicitation of an offer to buy any securities or fresh issuance of any securities of the Company.

EBITDA reconciliation

Q2 FY24



- Sales grew 9.1% ; Contribution higher by 1.8%
- EBITDA should have been INR 1608 Mn based on increased sales and contribution.
- EBITDA is INR 1427 Mn on account of:
 - Increase in employee cost - INR 213 Mn
 - Savings in other expenses - INR 32 Mn

Sales highlights

Q2 FY24

INR Mn

120+

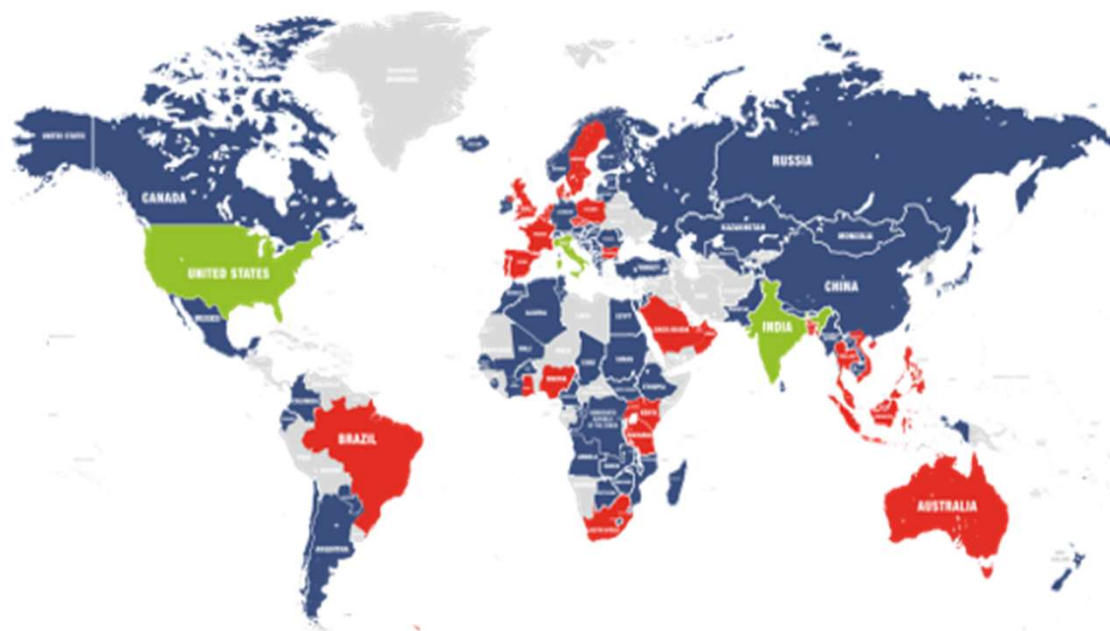
Countries where ELGi does business

28

Countries with direct presence

3

Countries with manufacturing presence



vs. Previous year

AUSTRALIA



SOUTH EAST ASIA



EUROPE



NORTH AMERICA



MIDDLE EAST



INDIA



ATS



Financial highlights

Q2 FY24

INR Mn

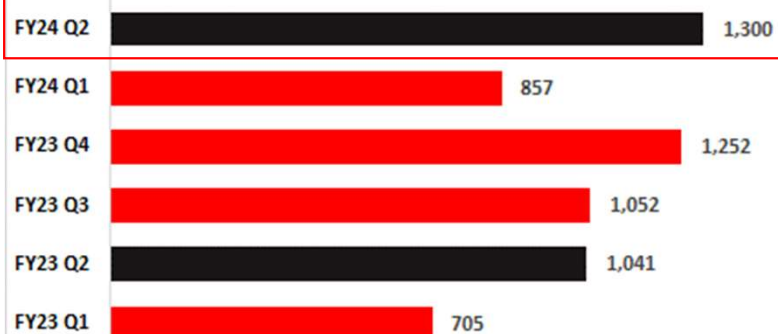
Revenue



Revenue

- Growth over previous year 9.1%
- Sequential 11.1%

PBT

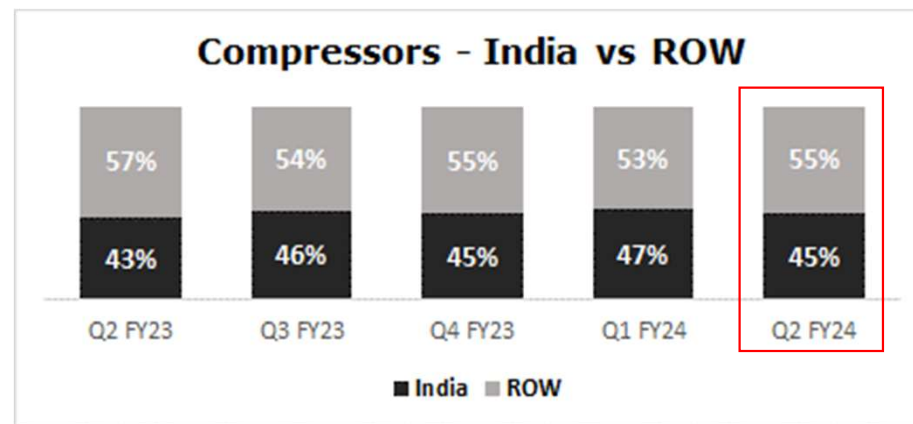
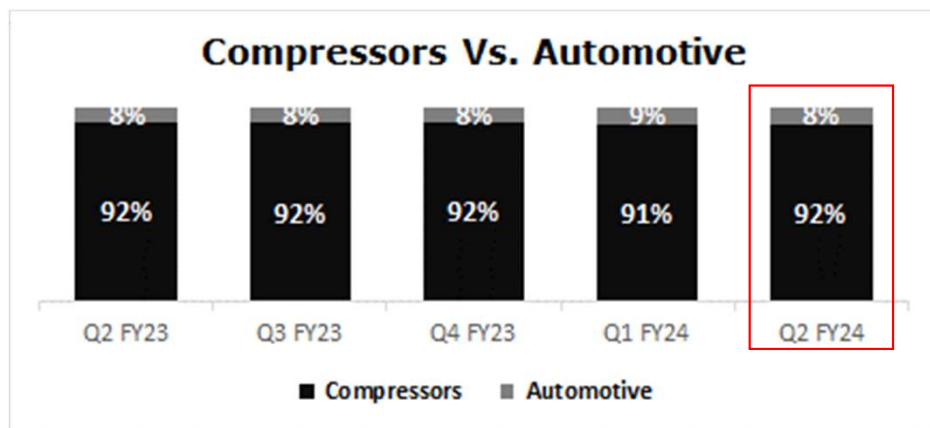


PBT

- Growth over previous year driven by growth in revenue and higher contribution margin
- Sequential growth driven by growth in revenue

Sales Mix

Q2 FY24



Consolidated financials

Q2 FY24

INR Mn

INR Mn	Q2 FY23	Q2 FY24	H1 FY23	H1 FY24
Sales	7,387	8,061	14,325	15,300
Material Cost	3,691	3,883	7,275	7,407
Employee Cost	1,371	1,584	2,787	3,164
Other expenses	1,199	1,167	2,355	2,415
EBITDA	1,126	1,427	1,908	2,314
Depreciation and amortisation	196	187	385	372
EBIT	930	1,241	1,523	1,942
Finance costs	51	66	79	113
Other income	147	117	264	292
Share of profit/(loss) of joint venture	16	9	38	36
PBT	1,041	1,300	1,746	2,157
Income tax	321	388	539	640
PAT	720	913	1,207	1,518
EPS	2.27	2.89	3.81	4.80

Net debt/Net cash position

Q2 FY24

INR Mn

