



February 11, 2025

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

*Through: NEAPS*

*Through: BSE Listing Centre*

Dear Sir/Madam,

**Subject: Presentation of Analyst/Investor Concall**

**NSE Scrip Code : ELGIEQUIP / BSE Scrip Code : 522074**

**Nature of Meeting : Group Meeting through Microsoft Teams**

In furtherance to our earlier intimation dated January 21, 2025 regarding the analyst/ investor call scheduled to be held today, and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we herewith enclose the presentation prepared by the Company for Q3 2024-25 earnings conference meet for the analysts/investors to be held on Tuesday, February 11, 2025, at 10.00 AM (IST) through Microsoft Teams Meeting.

This is for the information of the stock exchanges and the members. This information is also being hosted on the website of the Company.

Thanking you

Yours faithfully,

**For Elgi Equipments Limited**

**Devika Sathyanarayana**

**Company Secretary and Compliance Officer**

Encl.: a/a

## **ELGI EQUIPMENTS LIMITED**

Registered Office : Elgi Industrial Complex III, Trichy Road, Singanallur, Coimbatore - 641005, Tamilnadu, India

T +91 422 2589 555, E investor@elgi.com, W www.elgi.com, TOLL-FREE NO: 1800-425-3544 | 1800-203-3544

CIN : L29120TZ1960PLC000351



# Analyst Call Q3 FY25

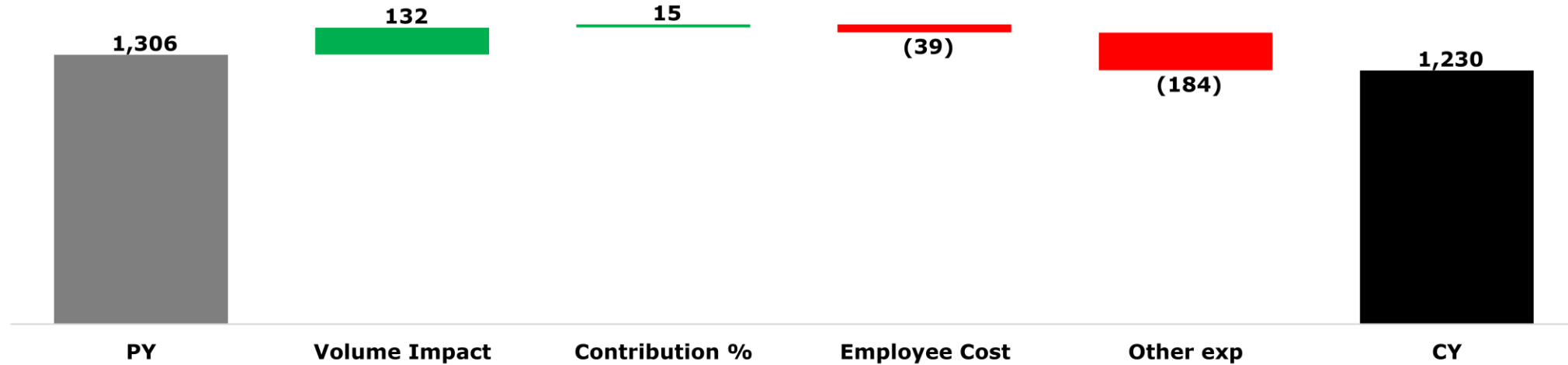
11 February 2025



# EBITDA reconciliation

Q3 FY 25 vs Q3 FY 24

INR Mn



- ❑ Sales grew by 3.1%, Contribution by 3.5% mainly due to product mix
- ❑ EBITDA should have been INR 1,453 Mn based on the contribution of increased sales
- ❑ However, EBITDA is INR 1,230 Mn. This is on account of
  - ❑ Increase in Employee cost – INR 39 Mn (2% increase)
  - ❑ Other expenses – INR 184 Mn (15% increase)

# Sales highlights

Q3 FY 25

INR Mn

120+

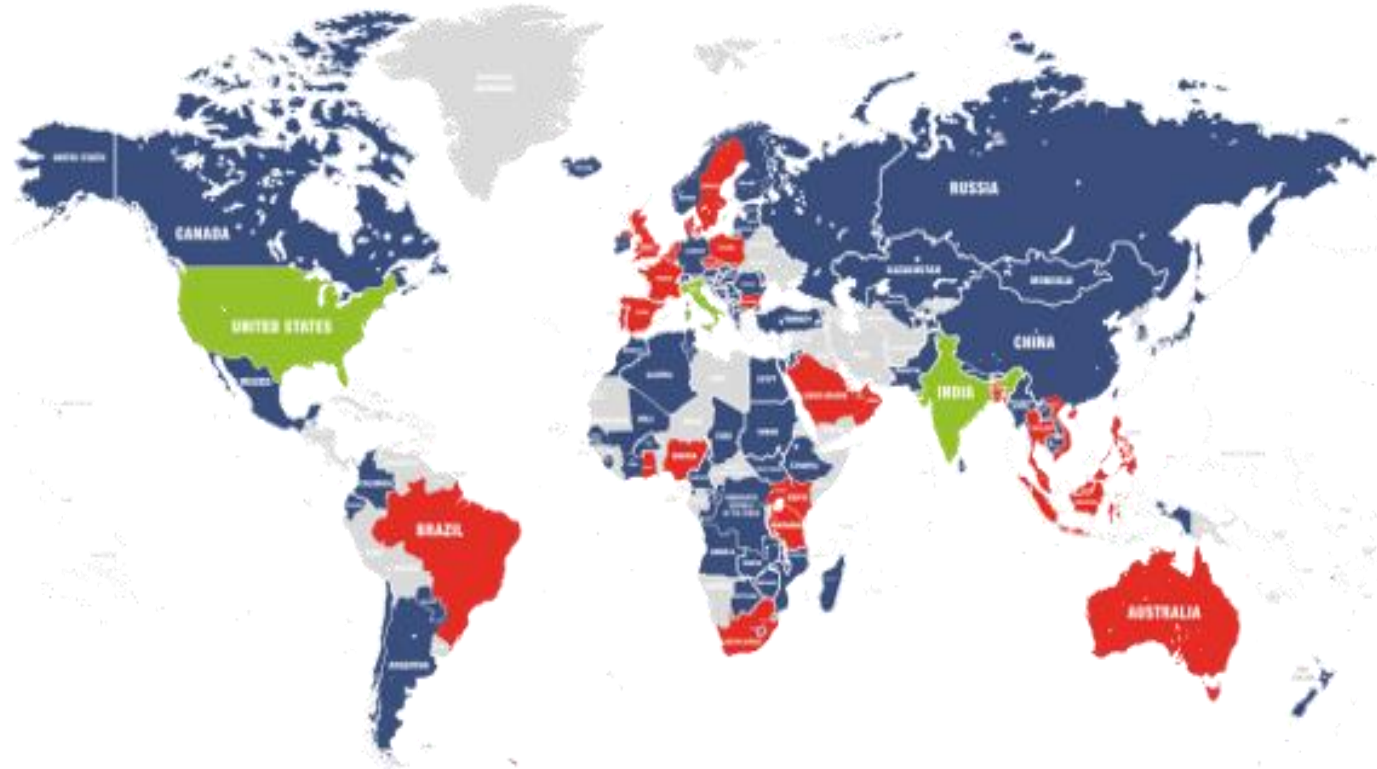
Countries where ELGi does business

28

Countries with direct presence

3

Countries with manufacturing presence



vs. Previous year	
INDIA	↑
NORTH AMERICA	↓
EUROPE	↑
AUSTRALIA	↓
ATS	↑
MIDDLE EAST	↑
BRAZIL	↑
SOUTH EAST ASIA	↑

# Financial highlights

Q3 FY 25

INR Mn

## Revenue



### Revenue

- Growth over Previous year by 3%

## PBT

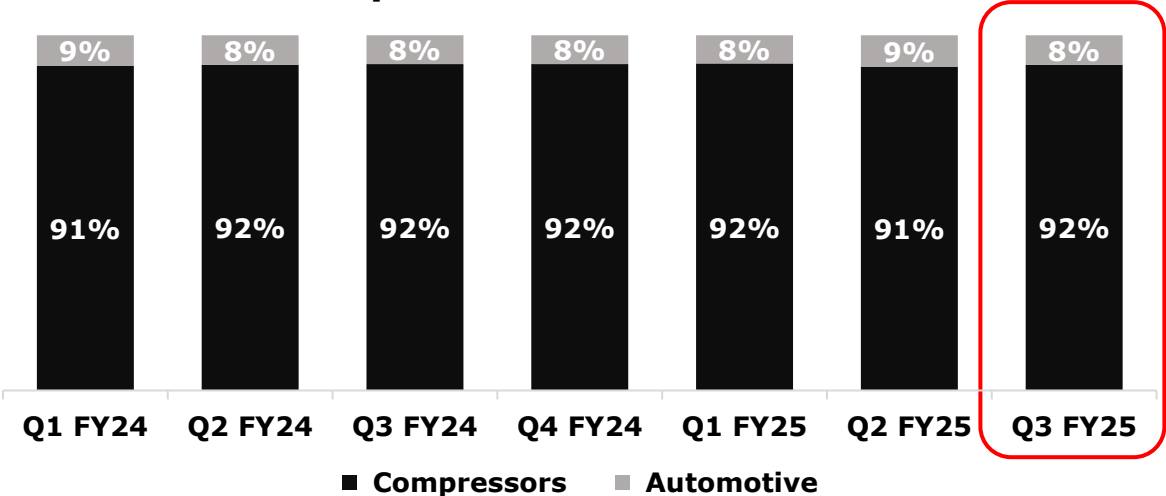


### PBT

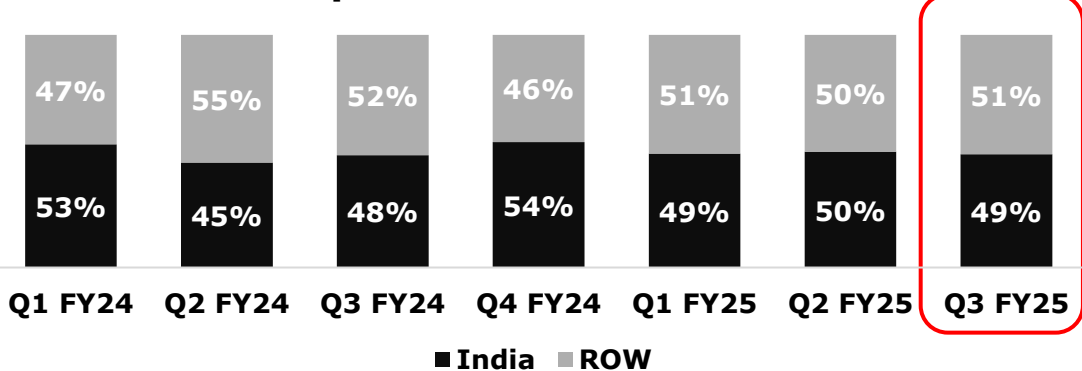
- Declined from Previous year by 5%

# Sales Mix

### Compressors Vs. Automotive



### Compressors - India vs ROW



# Consolidated financials

INR Mn

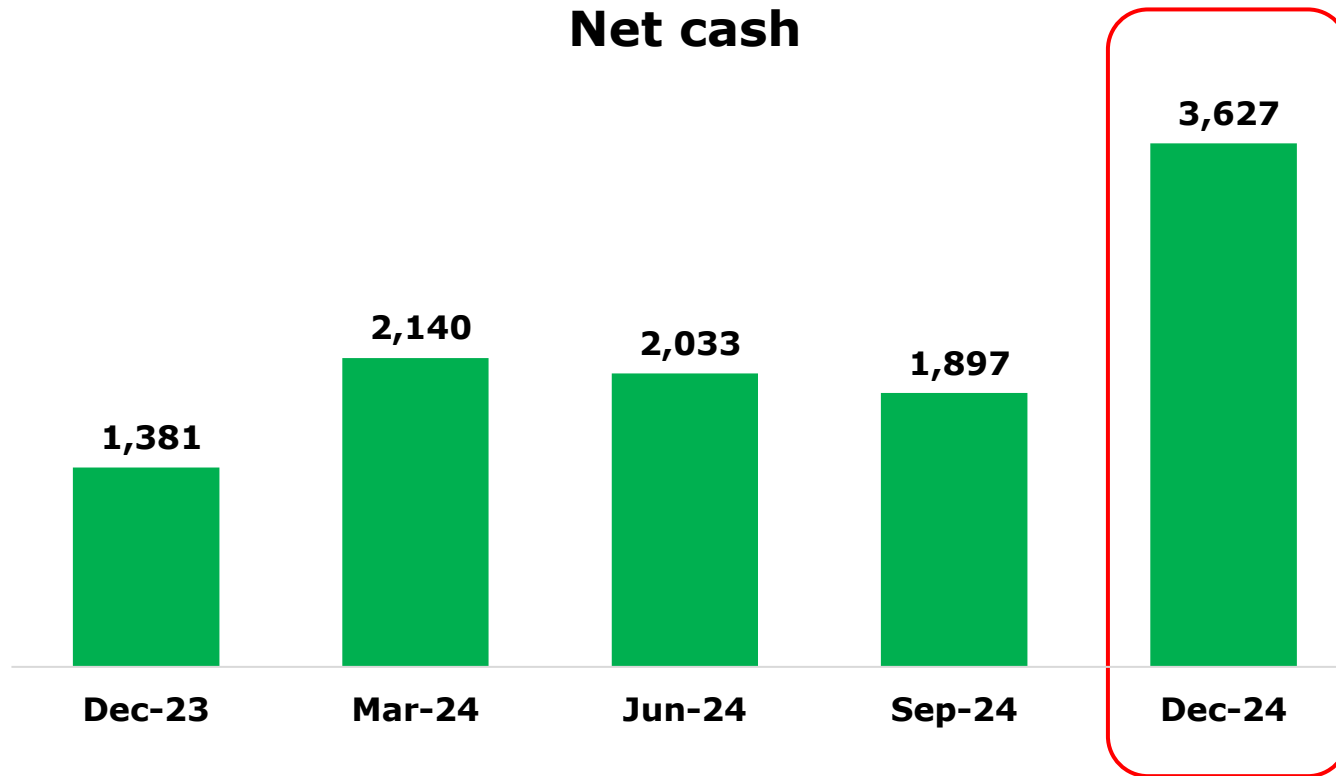
INR Mn	Q3 FY24	Q2 FY25	Q3 FY25
<b>Sales</b>	<b>8,218</b>	<b>8,689</b>	<b>8,476</b>
Material Cost	4,016	4,125	4,127
Employee Cost	1,689	1,696	1,727
Other Expenses	1,207	1,450	1,391
<b>EBITDA</b>	<b>1,306</b>	<b>1,418</b>	<b>1,230</b>
Depreciation and amortization	195	189	186
<b>EBIT</b>	<b>1,111</b>	<b>1,229</b>	<b>1,044</b>
Finance costs	85	84	56
Forex- Gain/(loss)	(12)	(2)	(36)
Other income	112	141	133
Share of profit/(loss) of joint venture	17	22	20
<b>Profit before tax (PBT)</b>	<b>1,143</b>	<b>1,307</b>	<b>1,106</b>
Income Tax	304	360	300
<b>PAT</b>	<b>839</b>	<b>947</b>	<b>806</b>
<b>EPS</b>	<b>2.65</b>	<b>2.99</b>	<b>2.55</b>

YTD Dec 23	YTD Dec 24
<b>23,518</b>	<b>25,175</b>
11,423	12,100
4,853	5,107
3,655	4,154
<b>3,587</b>	<b>3,814</b>
567	565
<b>3,021</b>	<b>3,249</b>
197	225
20	(64)
404	410
53	44
<b>3,301</b>	<b>3,413</b>
944	932
<b>2,356</b>	<b>2,481</b>
<b>7.44</b>	<b>7.84</b>

# Net Cash Position

Q3 FY 25

INR Mn



Particulars	Mar-24	Dec-24
Debt	(5,605)	(4,098)
Cash	7,745	7,725
<b>Net Cash</b>	<b>2,140</b>	<b>3,627</b>

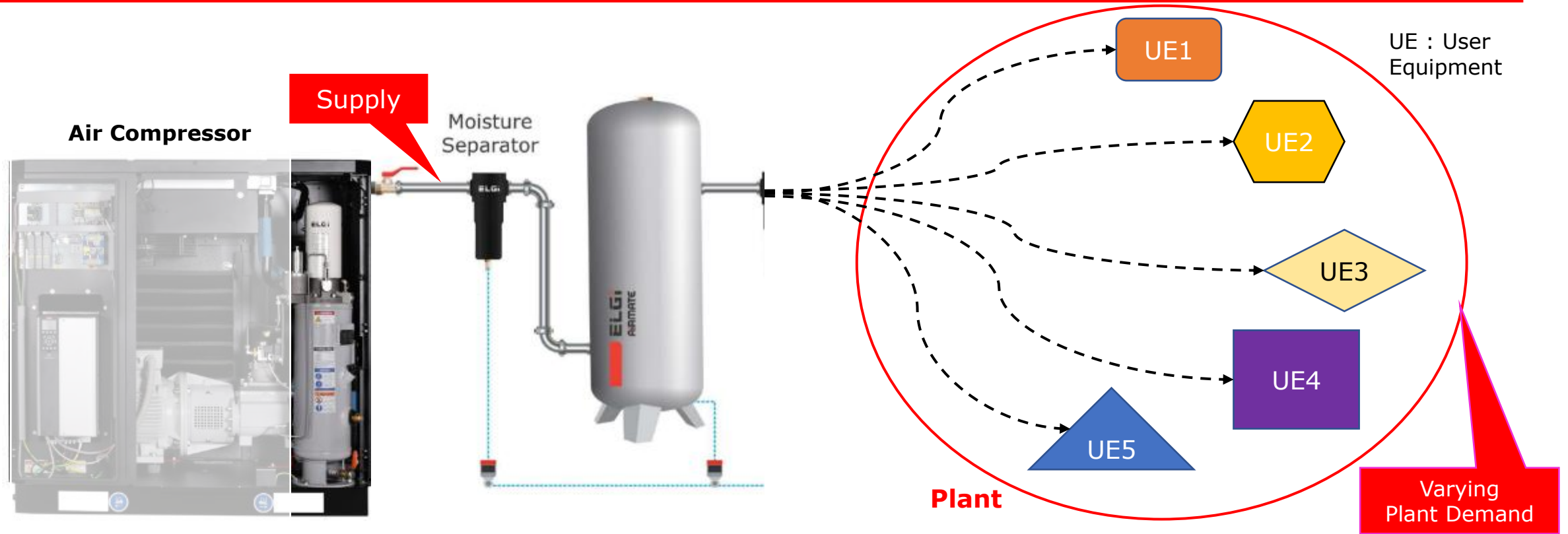


# Revolutionizing Air Compressor Operation

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## Enhanced **Reliability** and **Efficiency** through **Stability**

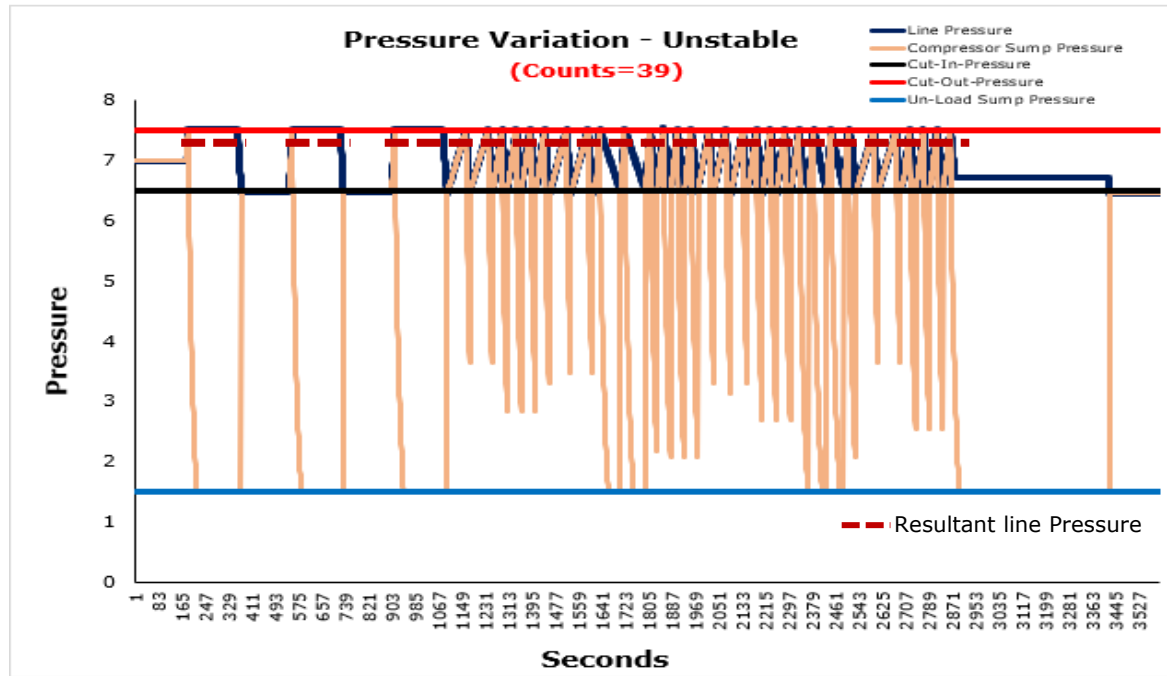
# Compressor Usage in a Typical Plant



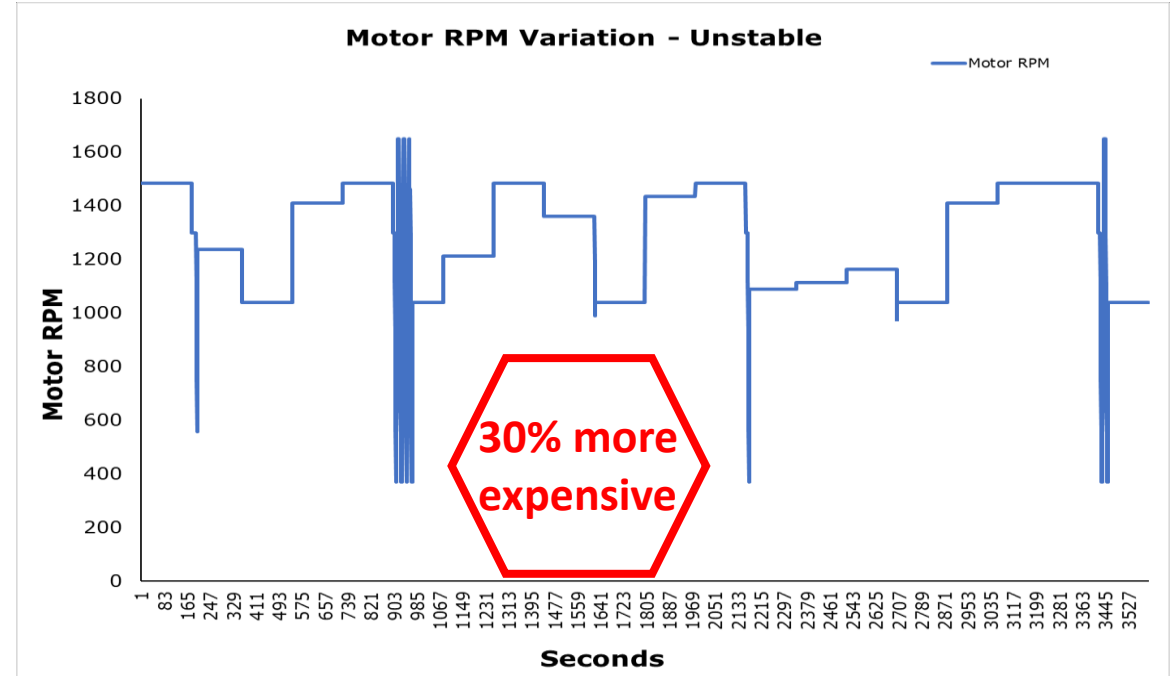
- The gap between compressor **Supply** and plant **Demand** will cause unstable compressor operation leading to **Efficiency** and **Reliability** Challenges.
- Variable Frequency Drive (VFD) (commonly referred to as Inverter) balances the gap to a greater extent, still the operation is Unstable.

# Compressor Operation Without and With VFD

## Fixed Speed Compressor



## Compressor with VFD



- The compressor operation is unstable due to fluctuation in demand with or without VFD.
- VFD will have failures on electrical components due to speed and current variations

# Introducing – “Stabilisor”

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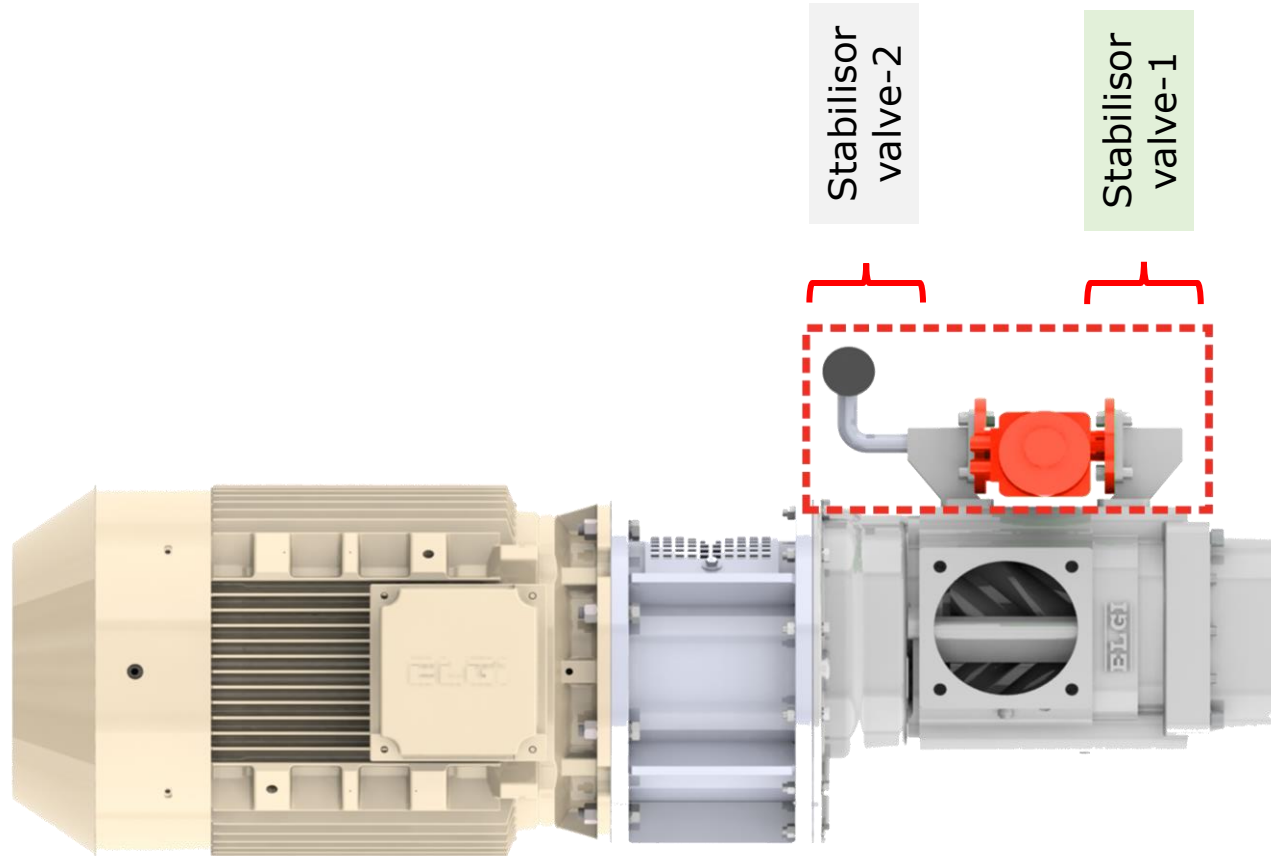
*The Principle is Simple: “Recirculate” & “Recover”*

***Recirculate*** the Excess Capacity ***within the system***

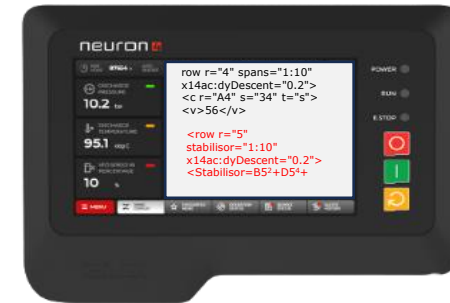
***Capitalize*** all possible avenues for any loss ***Recovery.***

*The Technique and Control are Novel*

# Stabilisor Architecture



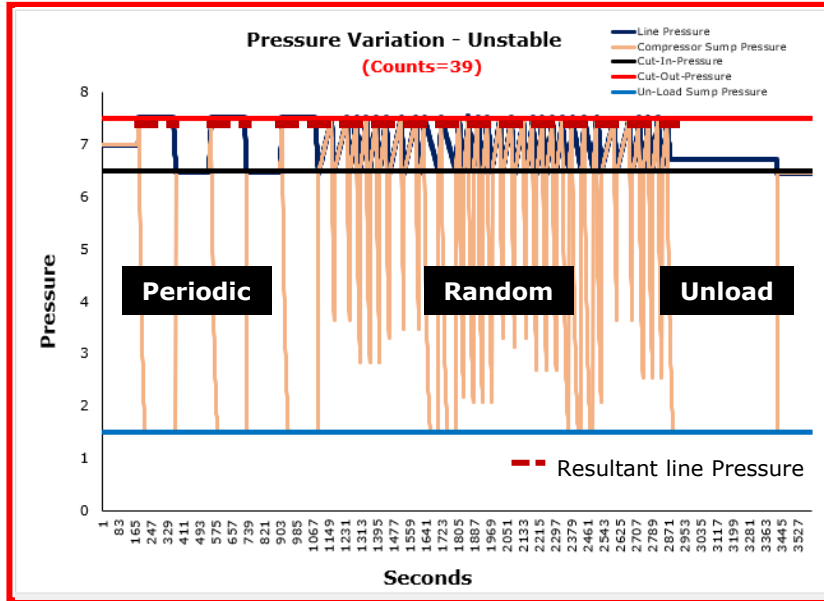
**Stabilisor**



**+ Intelligent Logic**

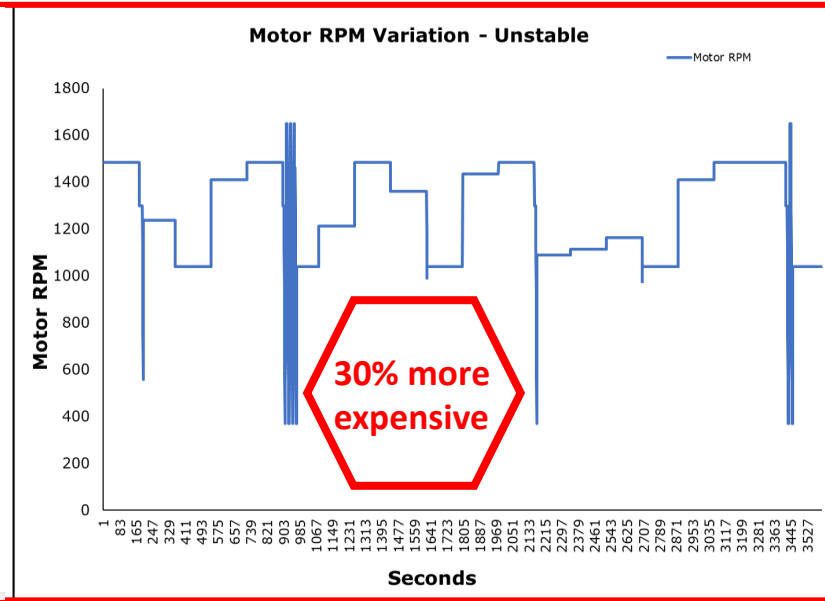
# Compressor Operation With VFD and Stabilisor

## Compressor

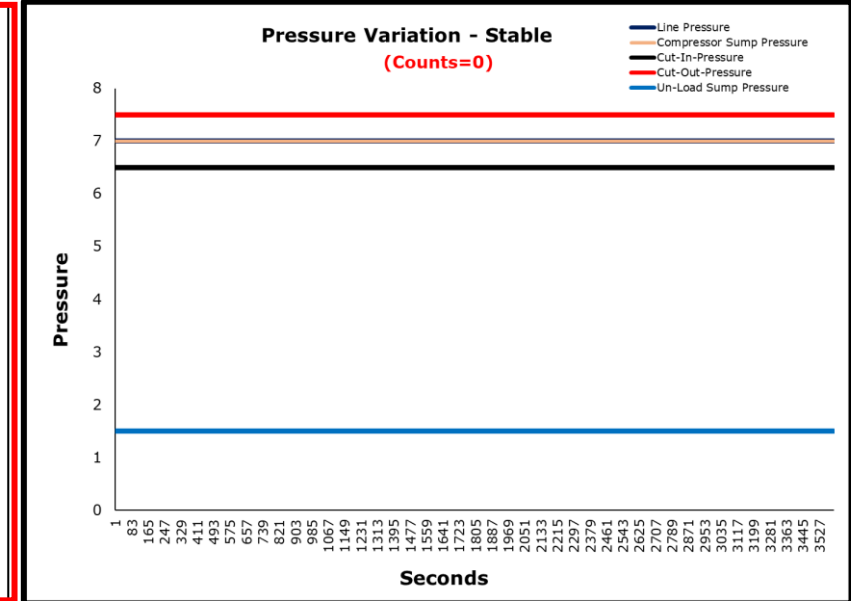


Unstable Operation

## Compressor + VFD



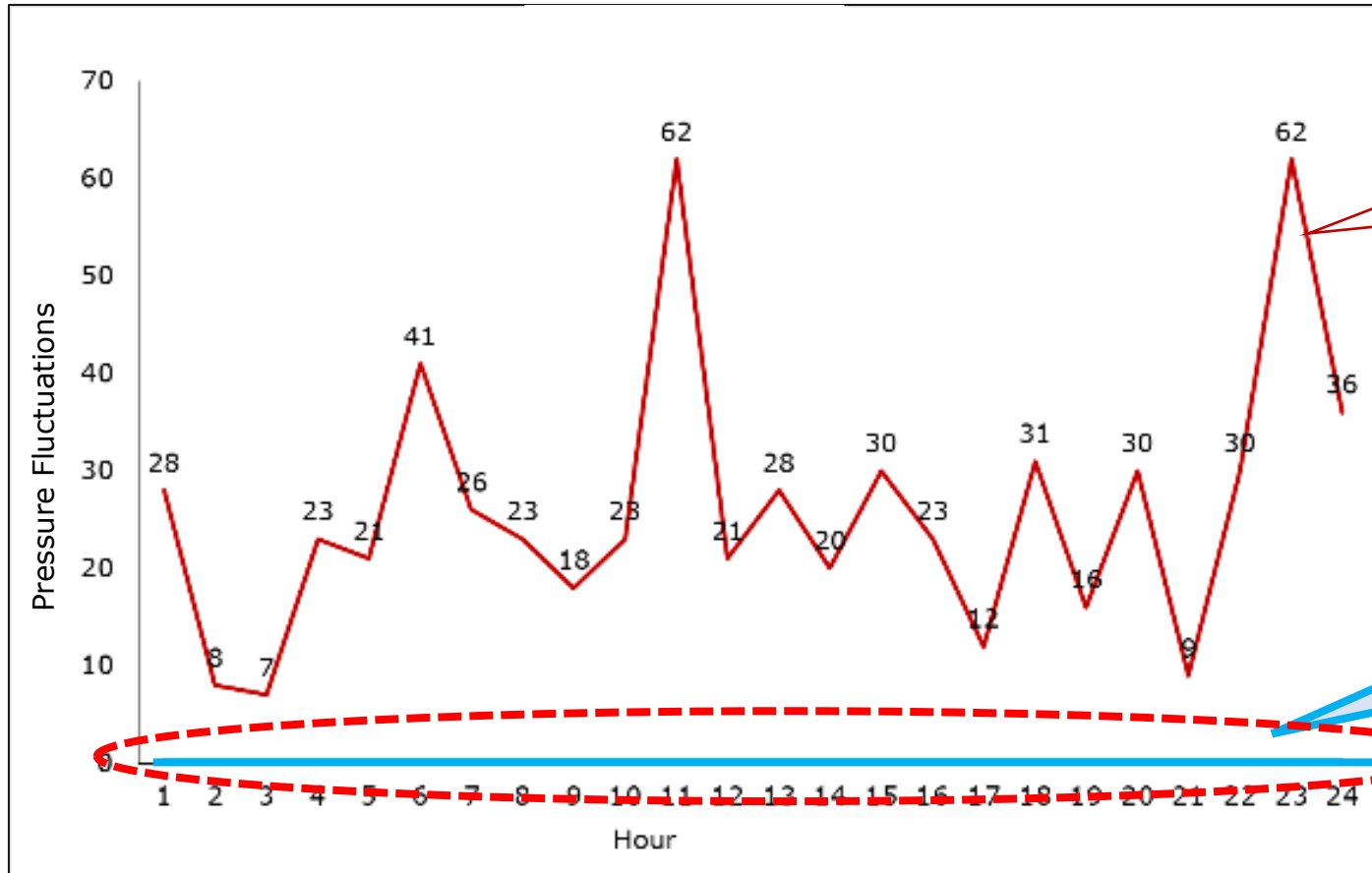
## Compressor-Stabilisor



Stable Operation

There will not be any fluctuations in the compressor with the **Stabilisor** System

# Field Condition – Standard vs Stable



Standard Machine  
Excessive Fluctuations  
**Highly Unstable**

Machine With Stabiliser  
No Fluctuations  
**Highly Stable**

# Customer Testimonial

**MARUTHI CASTINGS**


Date: 02.12.2024


TO WHOMS OVER IT MAY CONCERN

We are happy to say that ELGi new Trial compressor EG45-7.5,  
Fab No: BW IS 042007 running in our plant past 3 months has reflected the  
power saving of around 150 units per day and aprox 4500 units per month which  
given savings of Rs.32175 per month.

The total saving per year will be around Rs.386100/-

We are very happy on ELGi compressors performances.





GSTIN : 33AAVFM4185F1ZY

436/1B, Senthampalayam Road, Arugampalayam (PO), Masagoundenchettipalayam, Coimbatore - 641 107.

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## Based on the savings envisaged at this site conditions

- The complete machine will be paid back in **2 years**
- The Stabilisor system will be paid back in **Couple of Months**





*Thank you*