



February 27, 2025

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

BSE Limited (BSE)
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001

NSE Symbol: ELGIEQUIP

BSE Scrip Code: 522074

Dear Madam/ Sir,

Subject: Presentation of Annual Analyst/ Investor Meeting 2025

In furtherance to our earlier intimation dated February 05, 2025, regarding the Schedule of Annual Analyst/ Investor Meeting 2025 and pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), please find enclosed herewith the presentation to be made at the ensuing Annual Analyst/ Investor Meet scheduled to be held on Thursday, February 27, 2025, at 04:00 PM (IST) at Coimbatore, physically.

As prescribed under the Listing Regulations, the video recording and transcript of the aforesaid Meet will be uploaded on the Company's website and will be intimated to the Stock Exchanges in due course.

The above is for your information and record. 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.: as above

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



Annual Investor Conference **2025**

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 to 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 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 sessions 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.



Company Profile

- Dr. Jairam Varadaraj, Managing Director

Company Profile

Quick Facts

600+

Distributors
Worldwide

2000+

Employees
Worldwide

2Mn+

Compressors

5Mn+
Sq.ft.

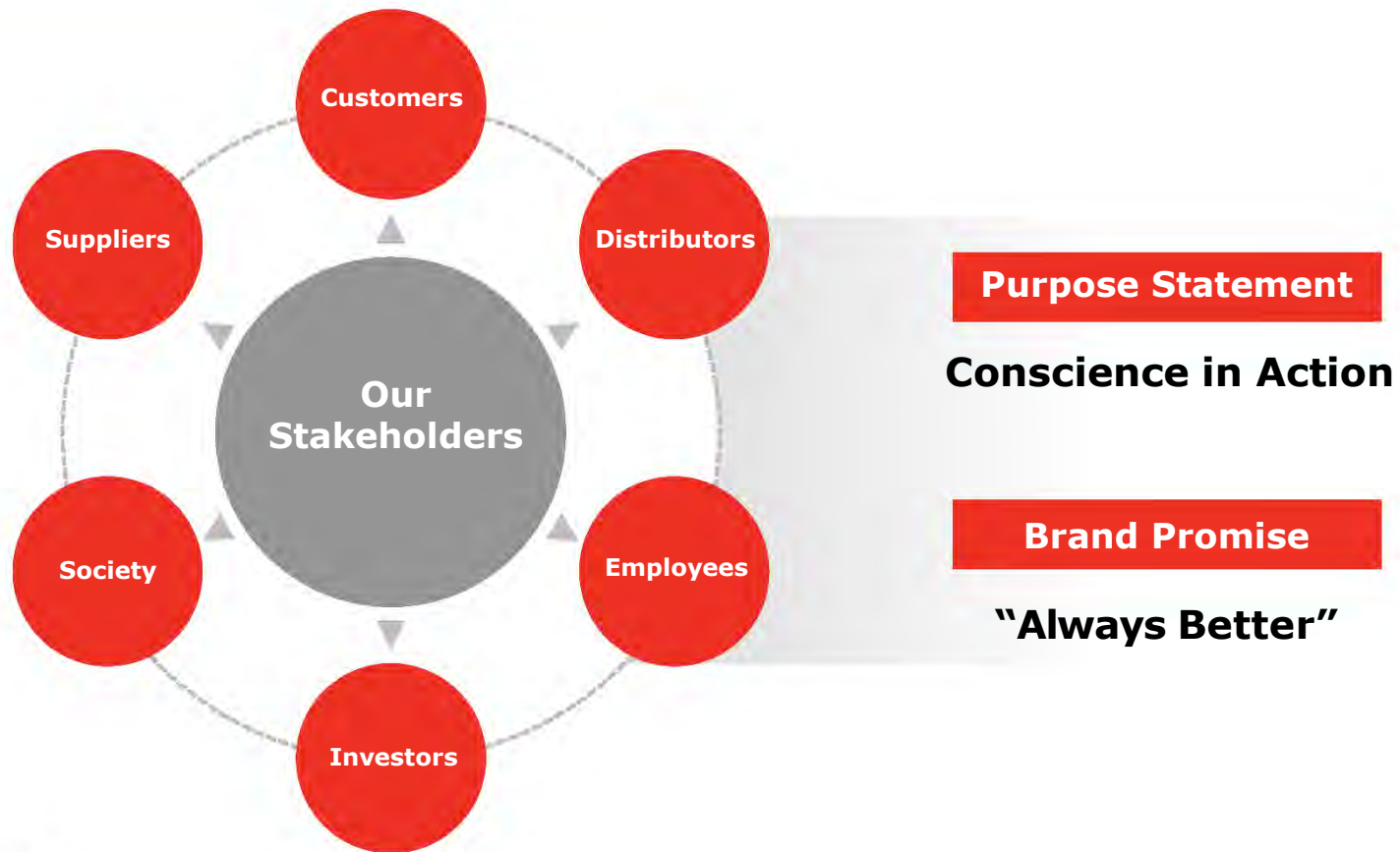
Future-Ready
Manufacturing
Facilities

US\$ 390Mn*

Annual Revenue
FY 24

*@INR82.82/US\$

Purpose Statement and Brand Promise



Upholding Our Values



BE SENSITIVE



COLLABORATE



**TRUST YOUR
STAKEHOLDERS**



**KEEP RAISING
THE BAR**



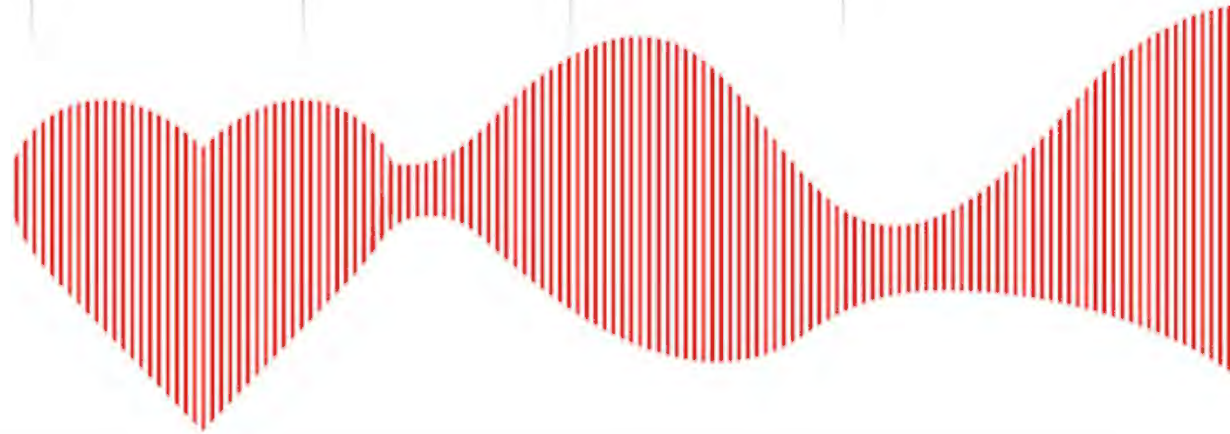
OWN OUTCOMES



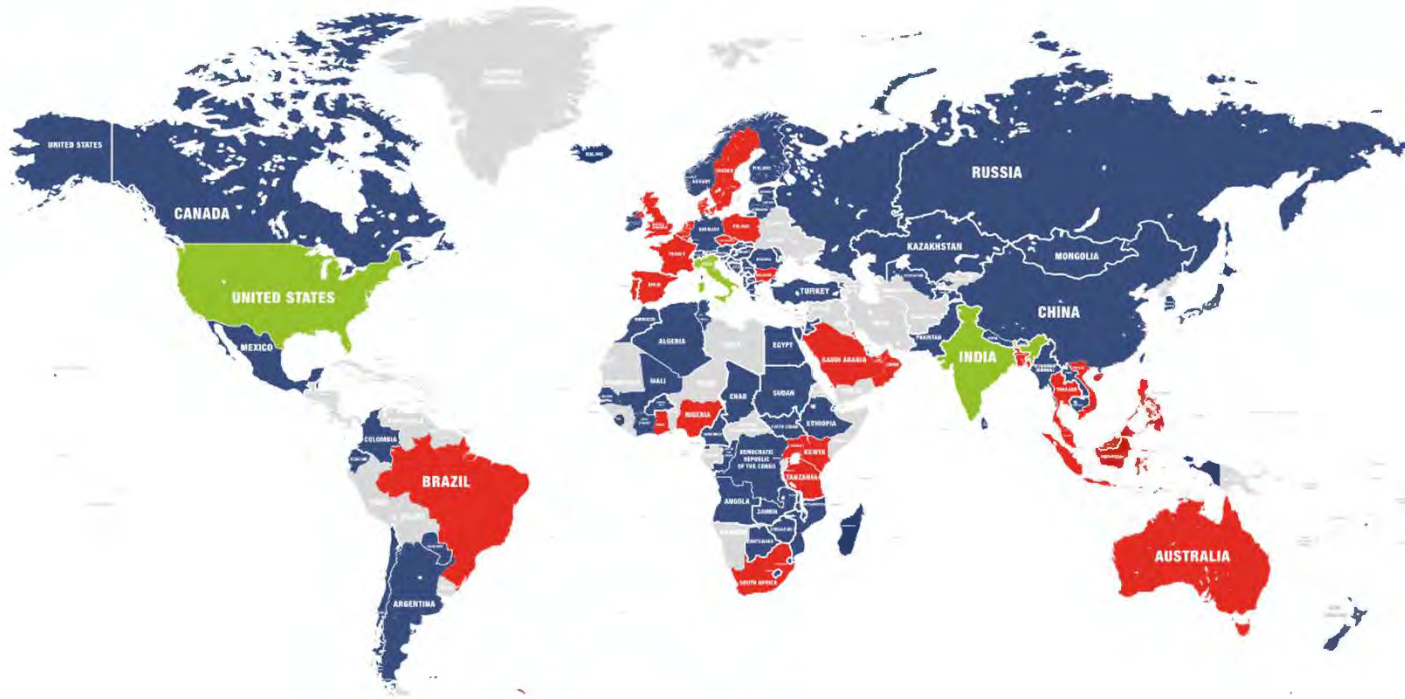
**RESPOND
QUICKLY**



BE THOROUGH



Global Presence



120+

Countries where
ELGi does business

28

Countries with
direct presence

3

Countries with
manufacturing
presence

Subsidiary Companies and Joint Ventures

Subsidiary Companies (Acquired)



Joint Ventures



Technical Licensing Agreement



ELGi has entered into a multi-year technology licensing agreement with D.V.P. Vacuum Technology S.p.A., Italy to manufacture, assemble, test, and sell D.V.P.'s proprietary vacuum products. With this agreement, ELGi will be expanding its product portfolio to include vacuum products in India.

ELGi Leadership



Jairam Varadaraj
Managing Director



Anvar Jay Varadaraj
Chief Operating Officer



S. Balajhee
Head - Vacuum Business



Bhavesh Karia
President – ISAAME & SEA



Bheemsingh Melchisedec
Director - Operations



Brian Pahl
President – North America



Chris Ringlstetter
President - Europe



Gaurav Gupta
Chief Information and Digital Officer



Indranil Sen
Chief Financial Officer



Marcelo Lorena
GM - Brazil



Mark Hollingsworth
MD - Australia



Nitesh Jain
Chief Human Resource Officer



Praveen Tiwari
MD - ATS ELGI



Premendra
Chief Strategy Officer



Ramesh Ponnuswami
Executive Director



Venu Madhav
Director – Product Excellence & Innovation

History

64 Years of **Global Transformation**



Establishment of Elgi Equipments

1960



Becomes a public limited company

1975



Indigenizes the manufacture of rotary screw compressors

1983-88



Receives the ISO 9001 certification

1997



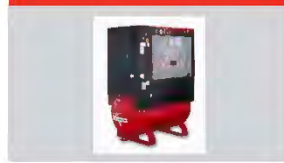
Introduces new generation oil free screw air compressor

2000



Develops the world's smallest screw air compressor

2002



Launches tank-mounted rotary screw compressor

2003



Launches the first indigenously developed oil free screw air compressor

2011



- Launches EN Series screw air compressors
- Acquires Italy-based Rotair S.P.A and US-based Patton's Inc

2012



Starts the Air Center Plant and foundry in Coimbatore

2013-14

64 Years of **Global Transformation**



Acquires Pulford Air and Gas, a Sydney-based distribution company for industrial compressors founded in 1925



- Wins **Deming Prize**.
- Launches AB Series at Hannover Messe ComVac , Germany.
- Opens European headquarters in Belgium.



- Launches LD Series direct drive piston compressor.
- Acquired Michigan Air Solutions and expanded its presence in North America.



Launches PG 1250 portable compressors for the water well drilling industry



Launches electric-powered PG 110E -13.5, and the diesel-powered PG 575 – 225 trolley mounted portable air compressors

2018

2019

2020

2021

2022



Introduces intelligent, energy-efficient LD Series two-stage, direct drive, duplex compressor with controller



Introduces Advanced Compressed Air Solutions at Hannover Messe 2023, Germany



ELGi Sauer strengthens presence with new, state-of-the-art manufacturing facility in Coimbatore, India



Introduces EG SP Super Premium and EG PM Permanent Magnet Range of Screw air compressors



ELGi unveils PG 850S-290 portable compressor at bauma CONEXPO INDIA 2024



ELGi Unveils Ground-breaking "STABILISOR" Technology

2022

2023

2023

2024

2024

2025

Global Manufacturing Footprint



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



Global Manufacturing Footprint

Complex Castings

ELGi Foundry
Produces high precision grey and SG iron castings



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



Securely Welded

Produces pressure vessels meeting international standards



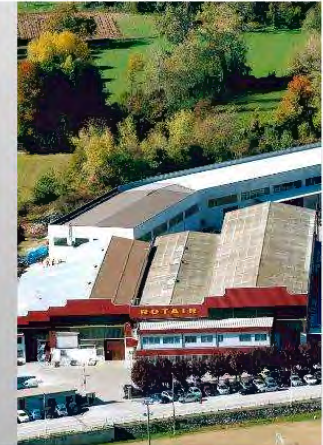
Quality Assured

Every air compressor from the assembly plant delivers industry-leading quality and best-in-class efficiency to customers worldwide.



Efficient Solutions

Rotair SPA, Italy designs and manufactures portable compressors, multi-functional dumpers and hydraulic breakers.



Deming Award for Quality



ELGi is the first, globally established industrial air compressor manufacturer to have won the Deming Prize*

***In over six decades**

- 2019 Deming Award for Total Quality Management (TQM)
- ELGi is one of 251 organizations globally to have won the Deming Prize
- ELGi is one of 2 air compressor manufacturers to have won the Deming Prize



Product offerings

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Compressed Air Solutions for all Industrial Applications



Automotive



Textiles



Pharma



Rice and Pulse



Leather



Food & Beverage



Healthcare



Electronics



Paper



Manufacturing



Oil & Gas



Iron & Steel



Mining



Nuclear Plant



Electrical



Aviation








Railways

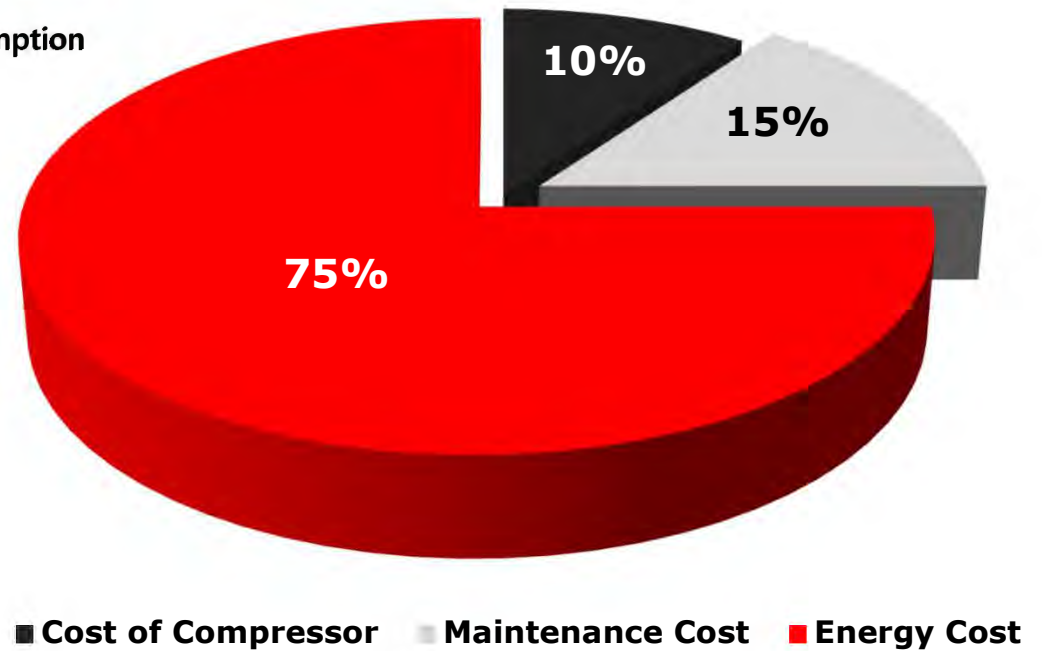


Construction

Customer Vision - Offer the Lowest Ownership Cost Supported by the Most Responsive Service

ELGi aims to offer the lowest ownership cost experience by

-  Delivering Products with the best-in-class power consumption
-  Lowest cost of spares
-  Longest maintenance intervals
-  Best-in-class reliability to minimize downtime
-  Most responsive service to maximize uptime



Air Compressors across the Spectrum

Product Portfolio



EN Series

Encapsulated Screw Air Compressor

▶ 2.2 - 15 kW
9 - 72.4 cfm



EG Series

Oil Lubricated Screw Air Compressor

▶ 11 - 250 kW
17 - 1540 cfm



EQ Series

Oil Lubricated Screw Air Compressor

▶ 11 - 45 kW
29 - 281 cfm



EG SP Series

Oil Lubricated Screw Air Compressor

▶ 75 - 160 kW
400 - 1130 cfm

Air Compressors across the Spectrum

Product Portfolio



OF Series

Oil Free Screw
Air Compressor

▶ 45 - 450 kW
190 - 2601 cfm



AB Series

Oil Free Screw
Air Compressor

▶ 11 - 110 kW
27.4 - 560 cfm



PG Series Diesel

Diesel Powered Screw
Compressor

▶ 185 - 1500 cfm
100 - 500 psi (g)



PG Series Electric

Electric Portable Screw
Compressor

▶ 126 - 550 cfm
122 - 132 kW

Air Compressors across the Spectrum

Product Portfolio



Oil Free Recip

Oil Free Piston Compressor

▶ 1 - 30 hp
14.5 - 90 cfm



Oil Lubricated Recip

Oil Lubricated Piston Compressor

▶ 0.75 - 30 hp
2 - 128 cfm



CG Series

Centrifugal Compressor

▶ 450 - 925 kW
3000 - 5400 cfm



Air accessories

- Variable Frequency Drives
- Receivers
- Dryers
- Downstream Filters
- Drain Valves

Key Product: Oil Free Piston Air Compressors for Railways: Metros, EMU's and Locomotives

Product Portfolio



RS25 100



▶ 2000 lpm; 10 bar (g)
18.5 kW

RR20 100 OF



▶ 1750 lpm; 10 bar (g)
20 kW

RR10 100 OF



▶ 900 lpm; 10 bar (g)
10 kW

Airmate Air Accessories



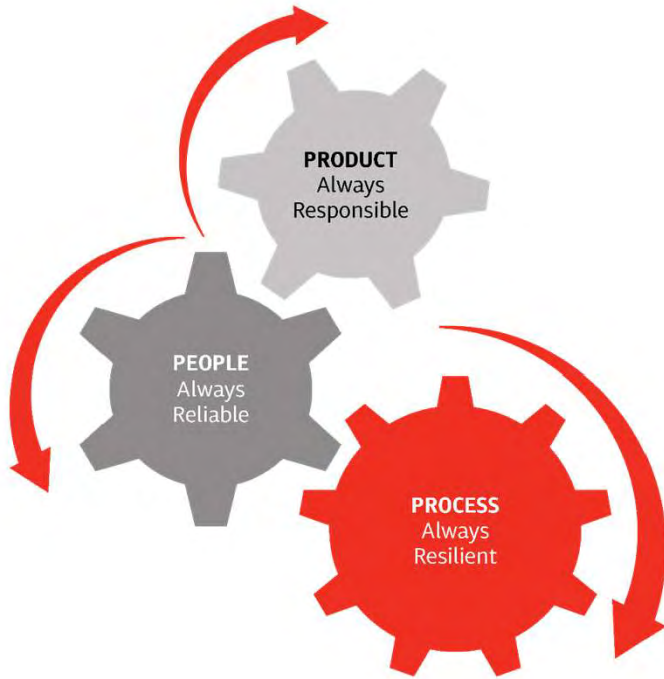
1. **UPTIME Manager**
2. **Remote-Central Control**
3. **Moisture Separator**
4. **Airmate Receiver Wet**
5. **Airmate Filter-Pre Coalescing**
6. **AR P Refrigeration Dryer**
7. **Airmate Filter – Fine Coalescing**
8. **Airmate Filter- Carbon**
9. **Airmate Receiver Dry**
10. **Drain Valve**
11. **Heat Recovery System**
12. **MAXI Distributor**
13. **EOS – Oil Water Separator**



ESG Initiatives

Environment, Social, and Governance

ELGi's ESG Initiatives and Key Focus Areas




Resource Neutral Operations


Product Stewardship


Occupational Health and Safety


Human Rights


Training and Talent Development


Accountability

Customer Centricity

Management Priorities


 Diversity & Inclusion


 Employee Well-being


 Ethics & Integrity


 Social Responsibility

Reporting Requirements


Sustainable Supply Chain




Confidentiality




Transparency

Key Focus areas and Management Priorities are based on the discussion and suggestion of ELGi's Leadership

Investors Feedback and Company's Response

Feedback Received in 2024

S.No.	Feedback	ELGi's Response
1	I had attended the plant visit could understand it now well. For someone new one slide that highlights manufacturing advantage can be used.	Backward integration into manufacturing our own castings, pressure vessels, rotor grinding machines, electric motors etc., gives us a competitive advantage. We are also incorporating a cutting-edge technology named "Stabilisor" which will give us a competitive manufacturing advantage, and this has been discussed in the subsequent slides.
2	Always a tough call on competitive insight vs transparency. Good insight on culture.	Noted. Thank you.
3	Please provide more data on Global and Indian compressor market. Breakup on Screw, Centrifugal, geography wise breakup. Oil free revenue and EBITDA split. Reciprocator revenue and EBITDA split-up.	Compressor wise breakup is competitive information.

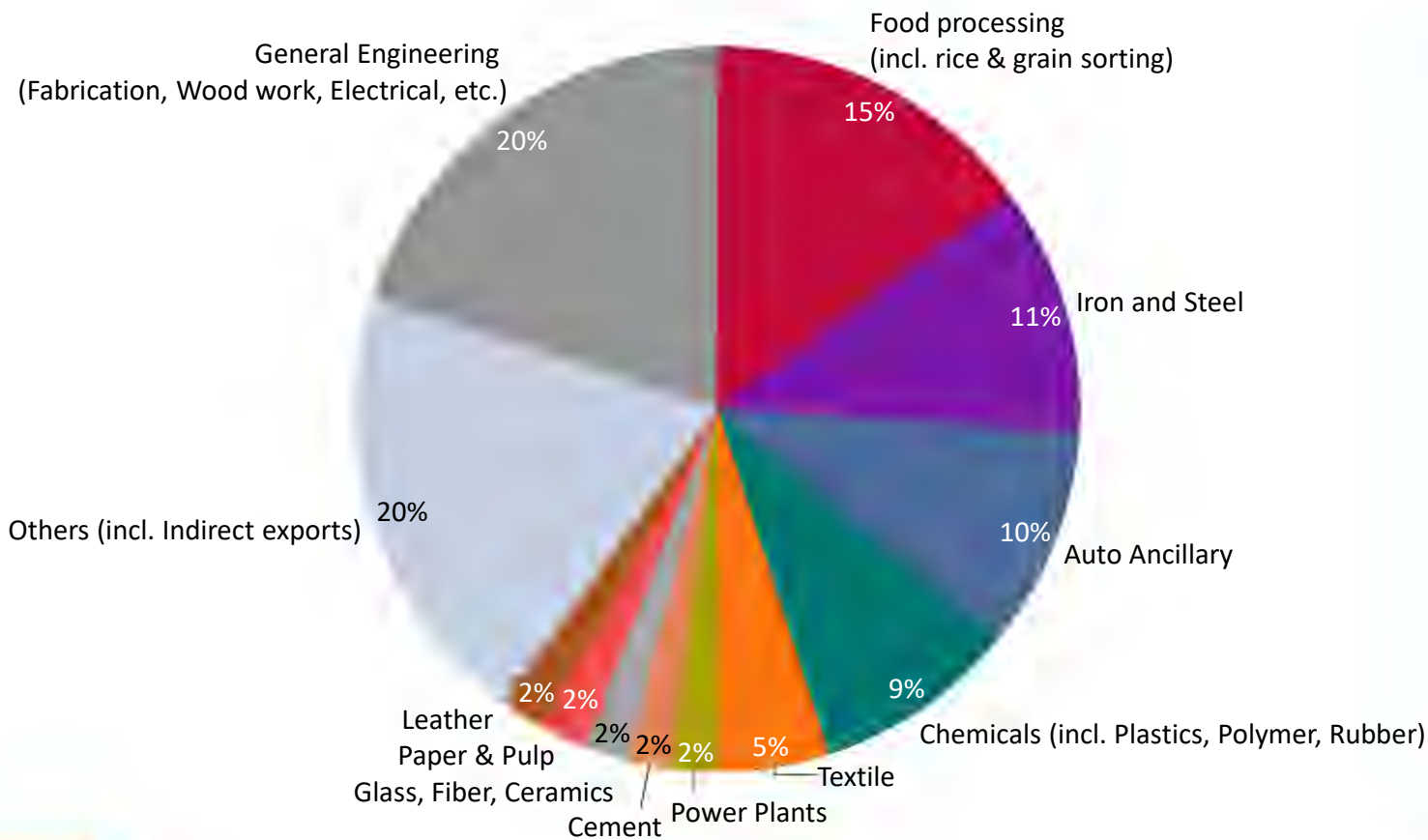
Feedback Received in 2024

S.No.	Feedback	ELGi's Response
4	Still not able to understand sub sectors of different Compressors. Can you put a detailed presentation?	Presented in next slides (slide no. 30 to 32).
5	Plant visit could not see the final compressor next time should include Singanallur plant also, EVTS no compressor model kept.	Singanallur plant visit organized on this occasion.
6	As discussed, Plan next meet at Mumbai. Pls Arrange next analyst meet in Mumbai as promised.	We did evaluate holding this meet at Mumbai but due to logistical and other constraints, we were unable to. However, we will look at planning the meet well in advance next year to enable meeting at Mumbai.
7	Next time you hold event make it single day event, its possible to make early morning and late evening flight options.	On this occasion, we have planned it as a single day event.

Feedback Received in 2024

S.No.	Feedback	ELGi's Response
8	More business segment information will help investors to understand better.	This is competitive information.
9	Thank you for explaining vacuum pump - tech, applications market landscape. very helpful. For the focused markets (e.g. India, US, Europe, Australia) it would be helpful to take the deep dive one market/analyst meet	This is competitive information.
10	One slide or each key geography NA,EU, ISAMME, UZ would help. Idea being to share the key highlights of the year gone by in each geography.	Presented in the forthcoming slides for US, ISAAME, Europe and Australia.
11	Keep up the good work. best wishes.	Thank you.

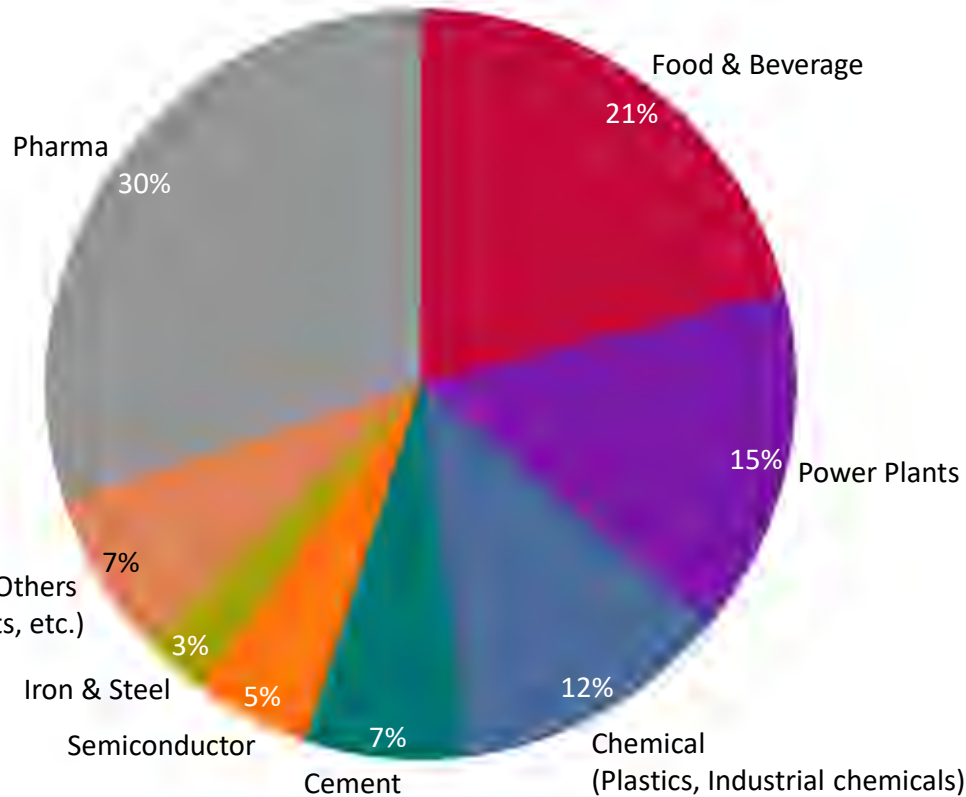
Oil Lub. screw compressors: Industry-wise volume



General Engineering, Food processing and Iron & Steel are top 3 end-use industries constituting ~45% demand for oil lubricated screw compressors in India

Source: Internal analysis

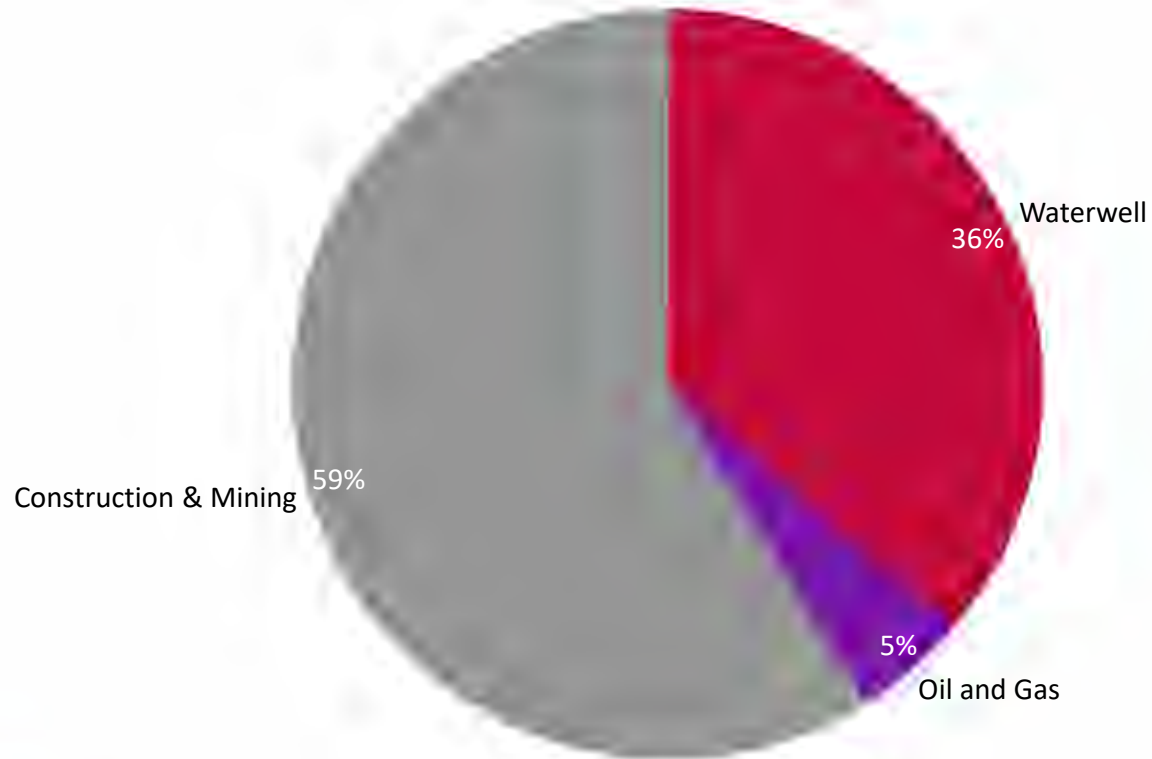
Oil Free screw compressors: Industry-wise volume



Pharma, Food & Beverage and Power plants are top 3 end-use industries constituting 2/3rd demand for oil free screw compressors in India

Source: Internal analysis

Portable compressors: Industry-wise volume



Construction & Mining, Waterwell and Oil & Gas are the 3 end-use industries constituting entire demand for portable¹⁾ compressors in India

1) Oil lubricated

ELGi
Always Better.

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Source: Internal analysis

Elgi's Global Customer Facing Updates



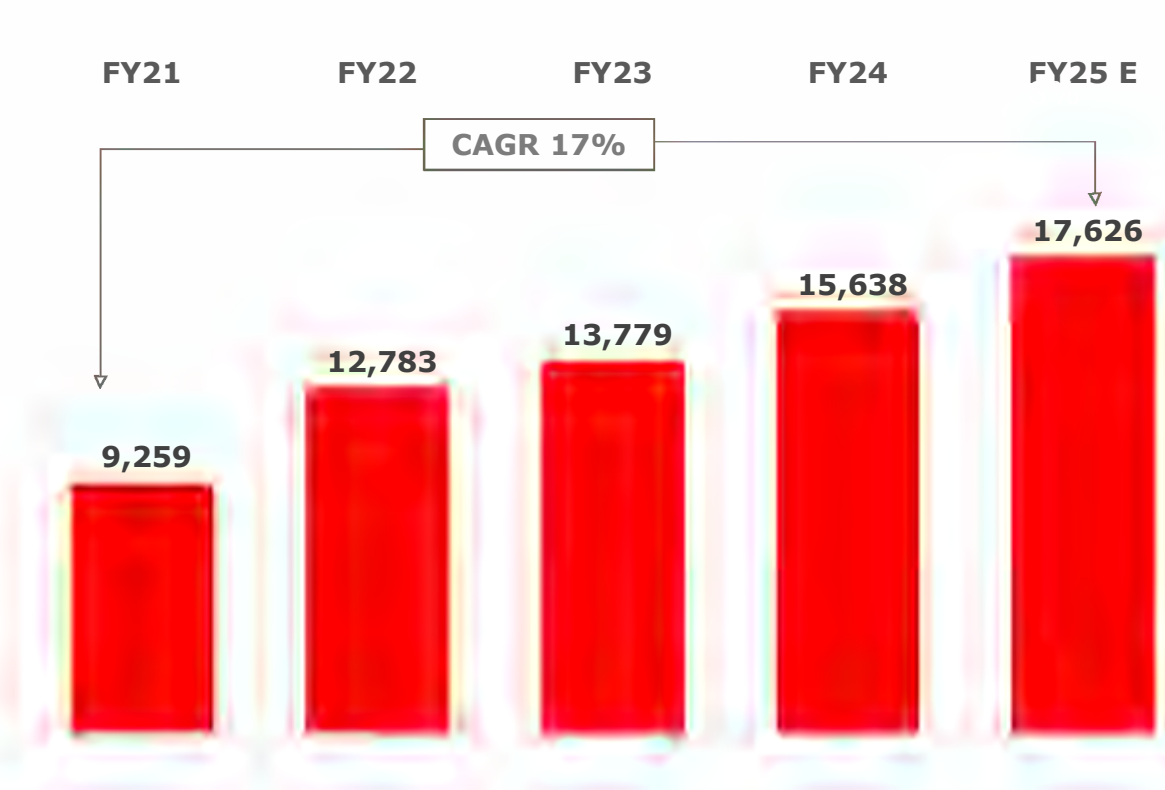




Sales Performance – Region wise

- Mr. Anvar Jay Varadaraj, Executive Director

ISAAME | Sales Performance (INR Mn)



What went well [FY25]

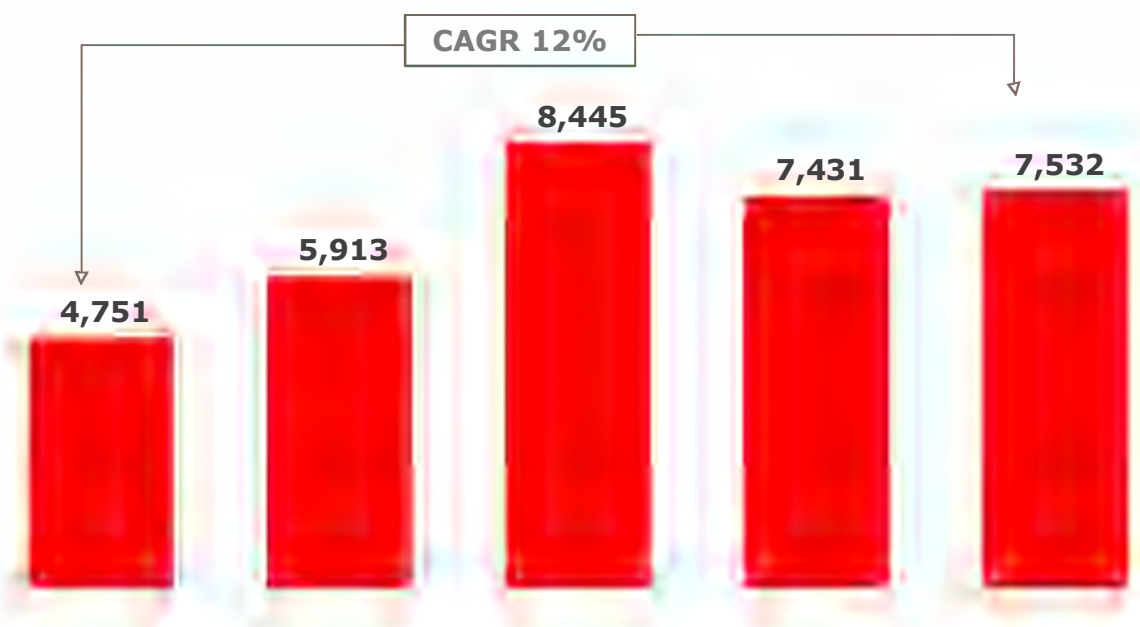
- Improved our market share in segments like Construction, Railways and Industrials as well as notable rise in SAAME region
- New product launches like energy efficient SP series, PG850 Portable, addition to accessories portfolio were well received by the market
- A diversified portfolio of industries has helped us mitigate slower industry segments like staple commodities, textiles.
- GTM strategy to grow, conquer and lead to attain dominant position in domestic market is moving swiftly towards our planned milestones

What did not work well [FY25]

- Influx of low-priced Chinese imports continues to be an area to watch out
- Few segments with very good seasonal demand in previous years did not repeat the buoyancy in demand this year

North America | Sales Performance (INR Mn)

FY21 FY22 FY23 FY24 FY25 E



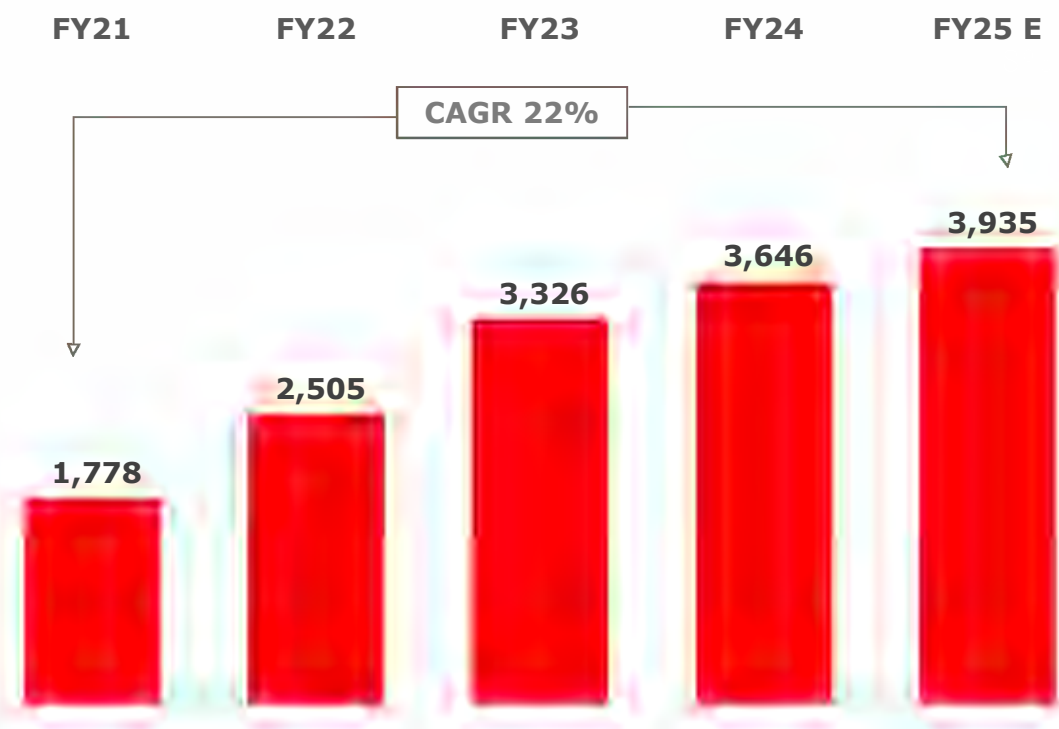
What went well [FY25]

- Our GTM strategy for Industrial segment has progressed well focusing on increased engagement with distributors and adding new distributors fueling double digit growth
- The new product certification for our medical segment has enabled us to expand into new regions
- GTM strategy for Medical segment has started to show traction by adding OEMs
- Growth in installation business for our distribution operations segment

What did not work well [FY25]

- The market slowdown in our portable segment attributed to the cyclical nature of the business
- The service infrastructure continues to be in a recovery phase since last year

Europe | Sales Performance (INR Mn)



Above numbers are including Portable business

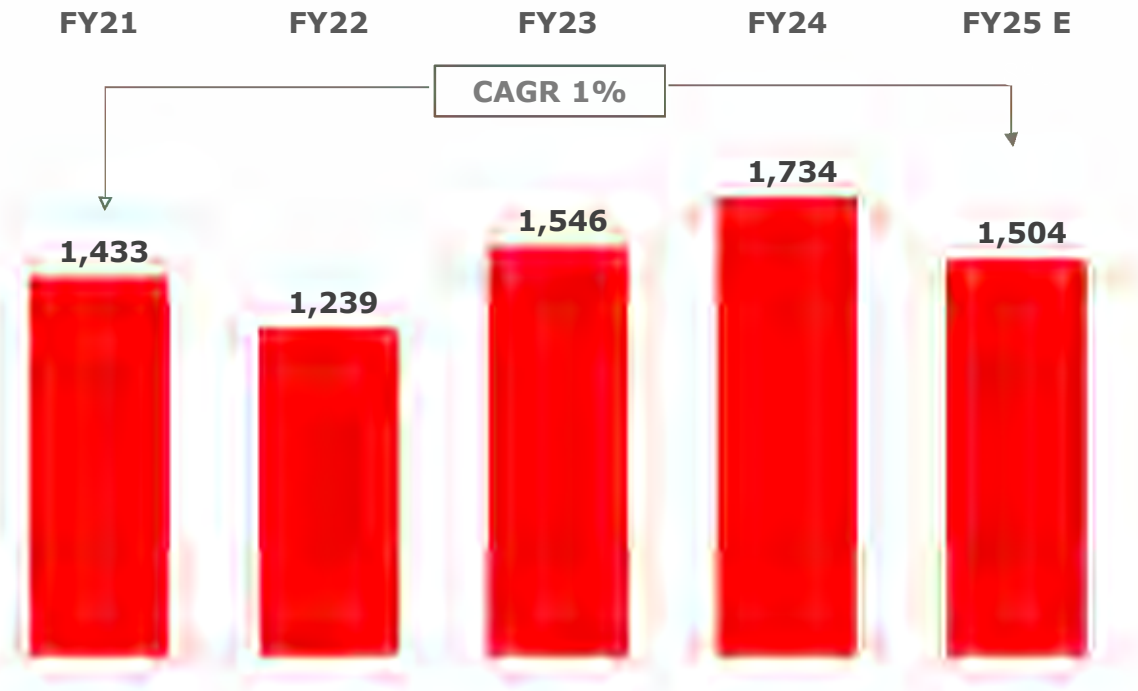
What went well [FY25]

- New product introductions of our EQ, PM and Super Premium models have been very well received by our customers
- GTM strategy has started to bring results with the onboarding of key Channel Partners
- Sales force restructuring in Eastern Europe led to increased efficiency and sales
- Growth in Europe for DPSAC and globally for Rampicar

What did not work well [FY25]

- The economy is recovering slowly from past inflation, with Italy still struggling, leading to increased competition and aggressive pricing
- France is going through a period of political instability resulting in lowered confidence within key verticals effecting CAPEX investment decisions
- Reduction in DPSAC sales to US and Australia owing to slow market conditions.

Australia | Sales Performance (INR Mn)



What went well [FY25]

- New product introductions have been very well received by our customers
- Install base increase in spares and service driving growth in direct aftermarket business
- Large orders secured for ATS segment

What did not work well [FY25]

- Overall market declined by more than 10%
- Pricing challenges due increased imports from China
- Recruiting Service Technician in the competitive market
- Challenges in securing high value projects due to market conditions

Business Performance

- Mr. Indranil Sen, Chief Financial Officer

Revenue (INR Mn)



Across all Regions

Act FY24 **32178** Est FY25 **34720**

Revenue Growth **2542** Growth % **8%**

ISAAME

Growth %
13%

Australia

Growth %
-13%

Europe

Growth %
8%

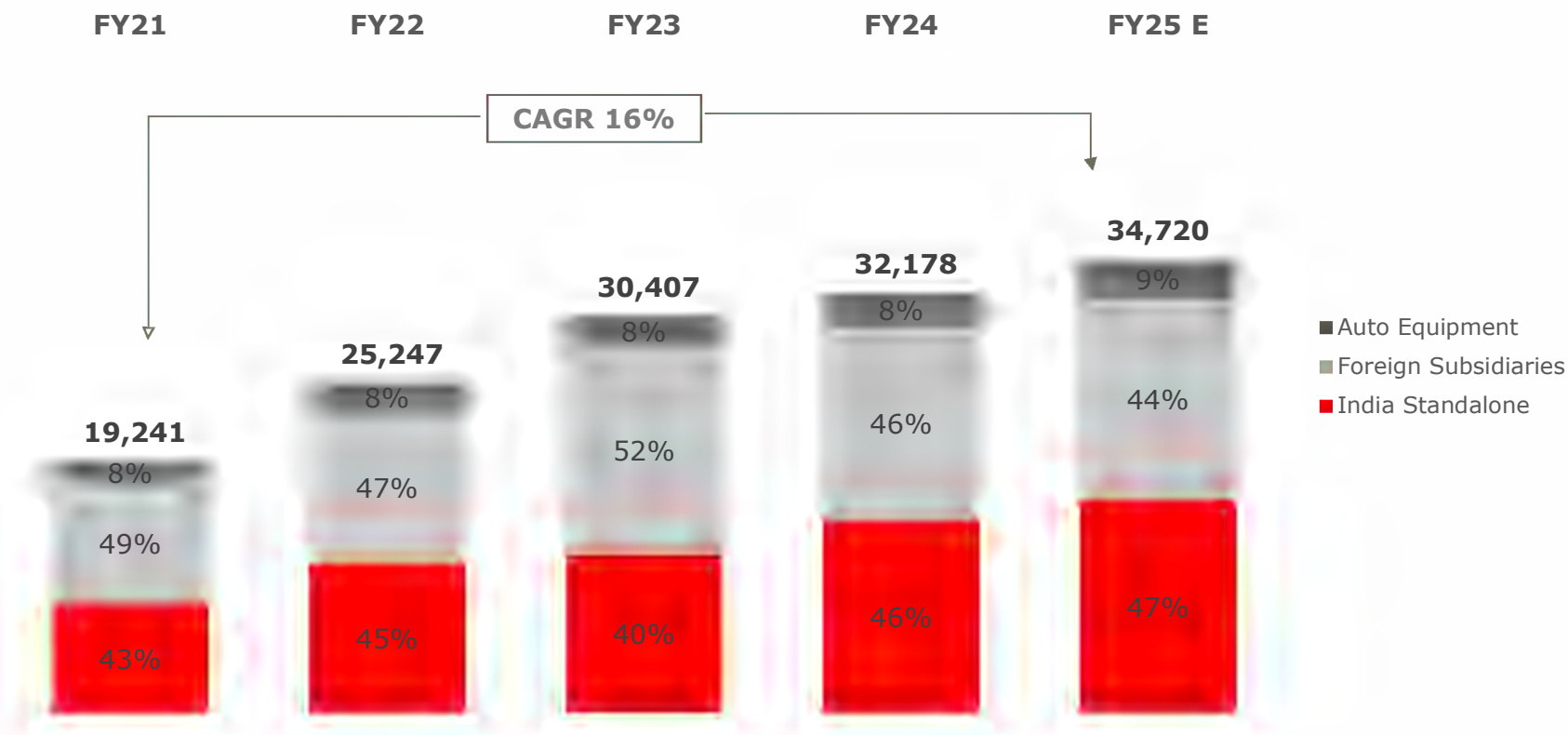
North America

Growth %
1%

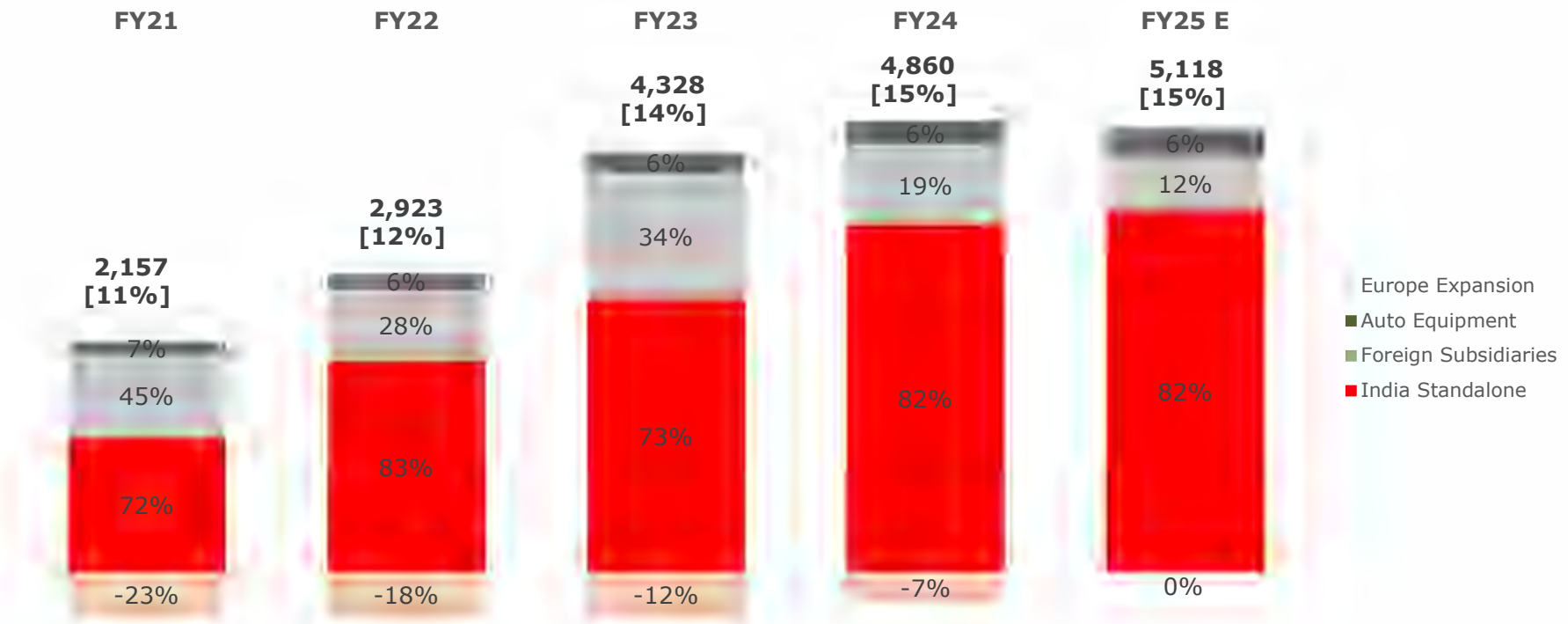
ATS

Growth %
16%

Sales Performance (INR Mn)



EBITDA (INR Mn)



Net Debt / Cash (INR Mn)



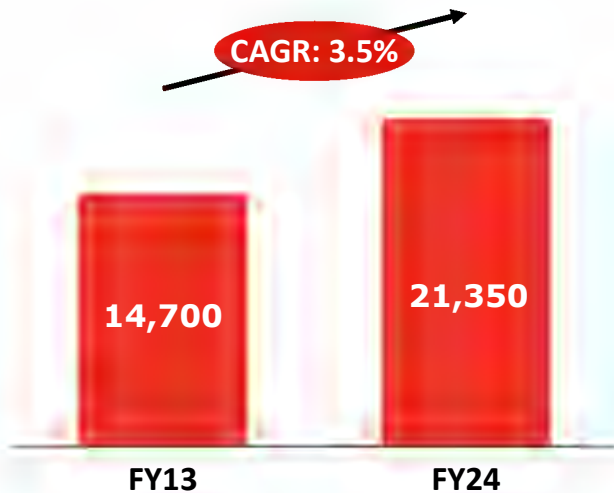
*Unaudited

Strategic Business Plan

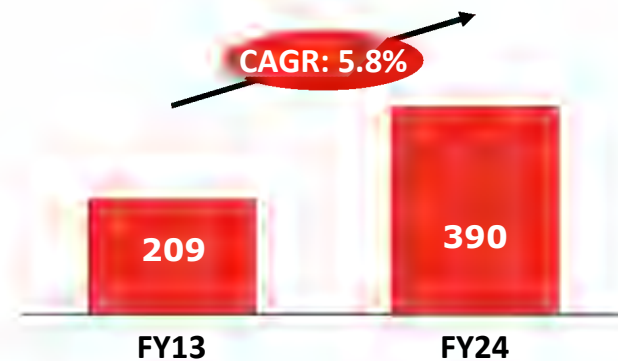
- Mr. Premendra, Chief Strategy Officer

Air Compressor Market: Global vs ELGi (USD mn)

Global Air Compressor market size



ELGi operating revenue

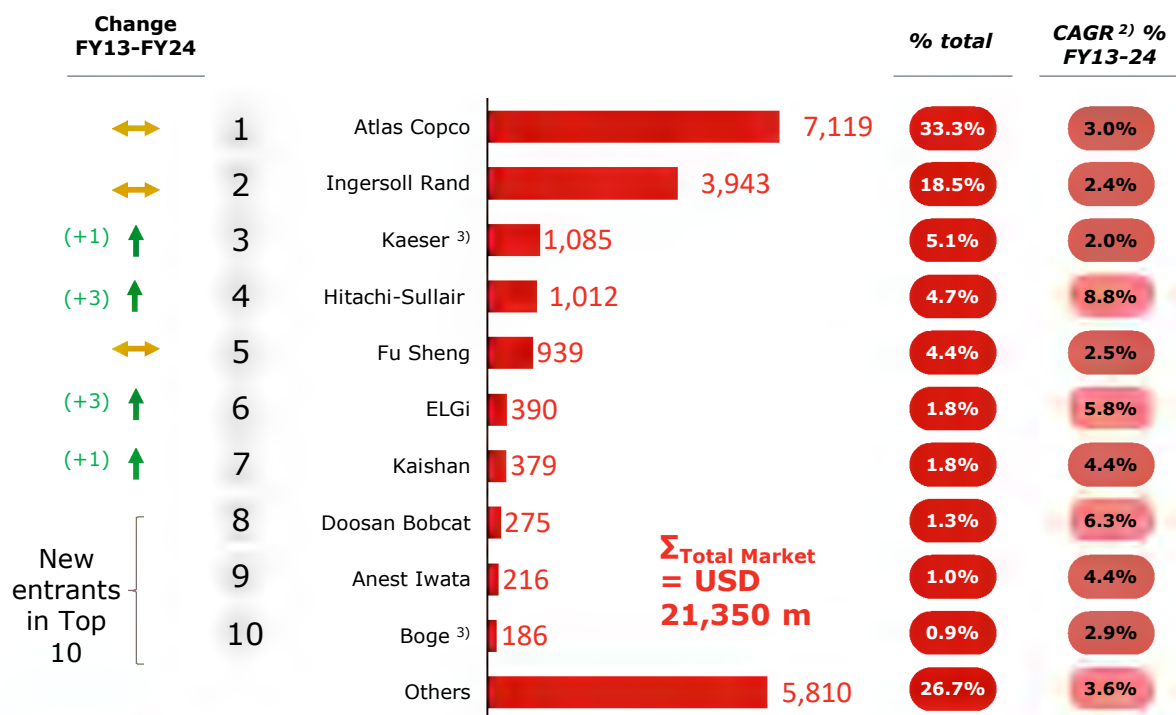


During FY13-24, ELGi grew at 1.7 times the Global Air Compressor market growth

Source: Annual reports, ELGi Internal estimates

Top 10 Global Players by value

Global Top 10 Players: Revenue¹⁾ (FY24, USD mn)



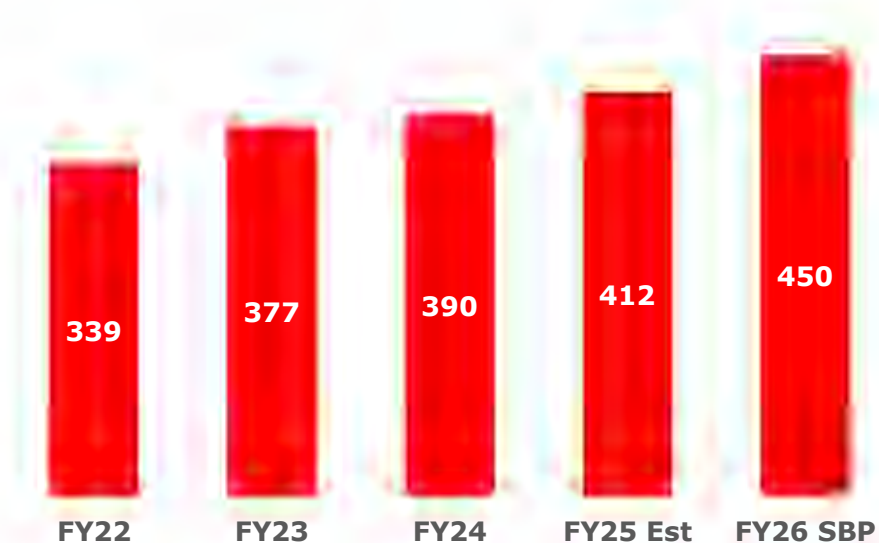
ELGi positioned at #6 in FY24

1) Revenue from air compressor business; 2) In \$ terms; 3) FY23 revenue

Source: Annual reports, ELGi Internal estimates

Strategic Business Plan (SBP)

Revenue [USD m]



SBP Goals

Revenue

USD 450 Mn | 8% CAGR (FY24-26)

	India	RoW*
Profitability	10%	7%

India vs RoW

53/47

Profitability

16%

Return on Capital Employed (ROCE)

30%

* RoW - Rest of the world

Emerging Business Opportunities, New Products/ Upgrades & Key Initiatives

- Mr. Premendra, Chief Strategy Officer

Vacuum business update

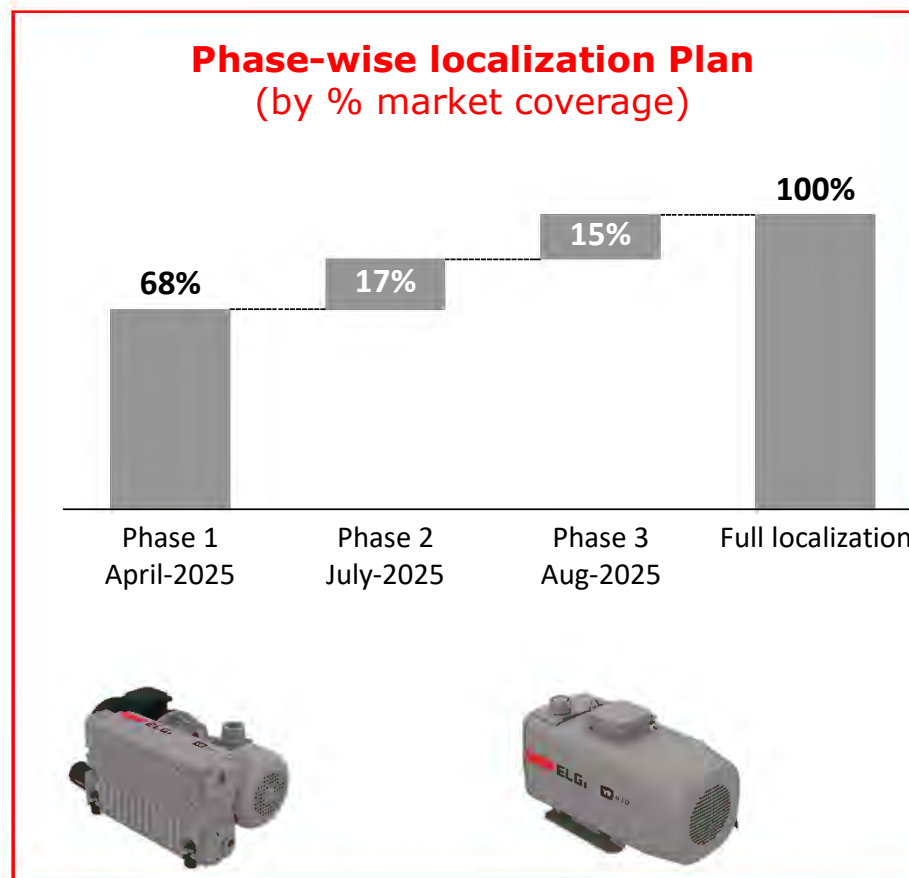
Team : Vacuum pump focused field sales team has been hired. 3 on board so far. Plan to hire 2 more in 2025, and a dedicated service team.

Product : Focus is on lubricated / oil free rotary vane pumps (India market currently). This constitutes around 70% by volume in India (among dominant vacuum pump technologies).

Go-to-market : Focus on OEMs through direct sales team and via Dealers; Work is on to create a vacuum pump focused dealer network.

Status : Sale commenced in Oct 2024. Order on hand (as of 30 Jan 2025) for 57 pumps. 33 from OEM; 21 from dealer and 3 from end user.

Localization : Phase-wise localization plan in place; expect full localization by Aug-2025.



ELGi launches high performance Vacuum Solutions

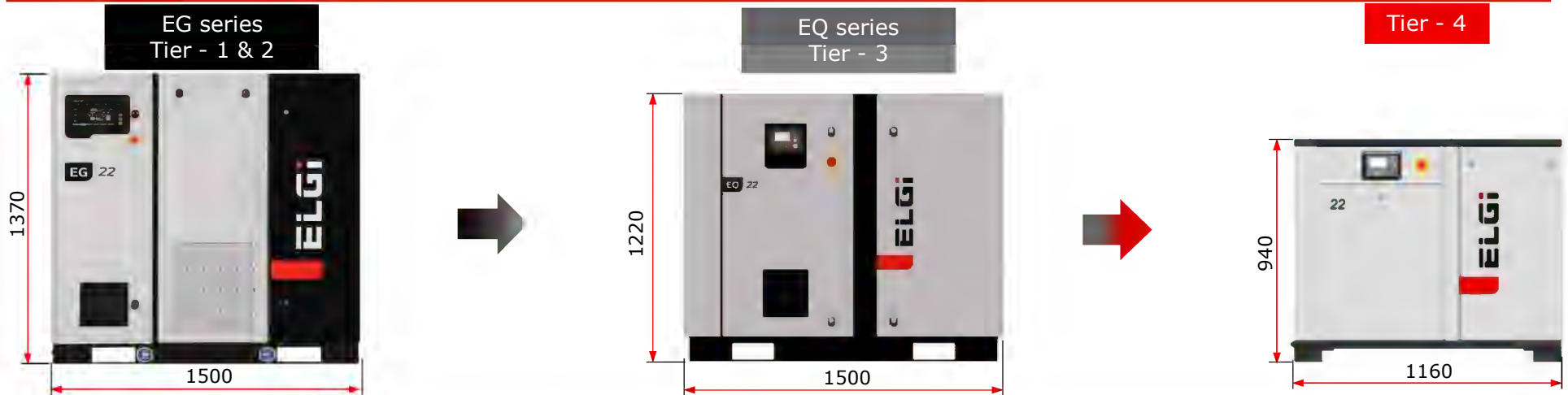
Expanding Horizons: ELGi Launches Advanced Vacuum Solutions for Modern Industries

ELGi has expanded its industrial solutions portfolio with the launch of high-performance vacuum solutions in partnership with D.V.P. Vacuum Technology S.p.A., Italy. Designed to meet the stringent demands of modern industries, ELGi's vacuum solutions ensure precision, efficiency, and reliability while optimizing energy consumption and operational costs.

ELGi offers a diverse range of vacuum solutions tailored for various industrial needs. The Dry Rotary Vane Vacuum Pumps (VR-D Series) provide oil-free operation, ensuring a contamination-free environment—making them ideal for pharmaceuticals, laboratories, food processing, and electronics manufacturing. For high-demand applications, the Lubricated Rotary Vane Vacuum Pumps (VR-L Series) feature oil-sealed technology, delivering robust and versatile performance to meet rigorous operational requirements.



Tier - 4



Sl. No	Parameters	EG 22		EQ 22		Tier - 4	
		Value	Index	Value	Index	Value	Index
1	Floor Area (m ²)	1.23	100%	1.23	100%	0.82	66%
2	Volume (m ³)	1.69	100%	1.50	89%	0.77	46%
3	Weight (Kg)	700	100%	675	96%	475	68%
4	Material Cost (₹)		100%		85%		62%
5	SPC		100%		101%		104%

- Meets Global requirements
- Optimization of Parts & Features
- Variable Flow, Dryer & Tank Mounted, as options

All Dimensions are in mm

EPSAC - Oil Lubricated Product Portfolio

New Products



NEURON-IV



AiR~ALERT

EG 90- 160 Super Premium

- 2-Stage Air Ends driven by super-premium, IE4 motors
 - Improved, class-leading energy efficiency
 - Specific power consumption savings up to 15%
- Neuron-IV – Advanced controller and improved performance
- Air~Alert – Industrial IoT for continuous monitoring, improved uptime including failure prediction and alerts.
- Integrated Heat Recovery System



NEURON-IV



AiR~ALERT

EG 11-45 PMSM

- Best-in-class IE5+ Permanent Magnet Synchronous Motor (PMSM) enabling industry-leading energy efficiency for variable speed machines.
- ELGi designed and made PMSM **ELGi TORQ^{PM}**
- Intelligent Thermal Valve System enabling better oil performance and life
- Service-friendly drive system



EQ Series 11 - 45 kW High Pressure

- Products for laser cutting segment and high-pressure application up to 15.5 bar g
- Compact and Modular
- Optional integrated VFD



EN Assembly

- Assembly of EN air stations (compressor, tank, and dryer) at HO for global markets
- Compact Footprint
- Suitable for small and medium manufacturing set-ups

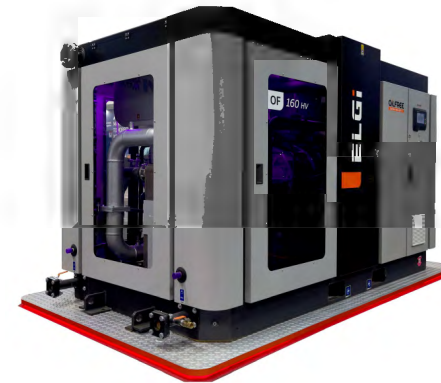
Oil Free/Water Injected Product Portfolio

New Features



OF 90 - 160 kW Outdoor Protection Kit

- Light weight Sheet metal roof construction
- Bolt-on design (with appropriate on-site modifications)
- Modular construction - OF90A to OF160A
- Handles snow load & wind load
- Wind load: 70 mph wind loads (Stationary)
- Snow load: 50 lbs/sq. ft.



NEURON-IV



AiR~ALERT

Integrated Heat Recovery System OF 90 - 160 kW Air Cooled

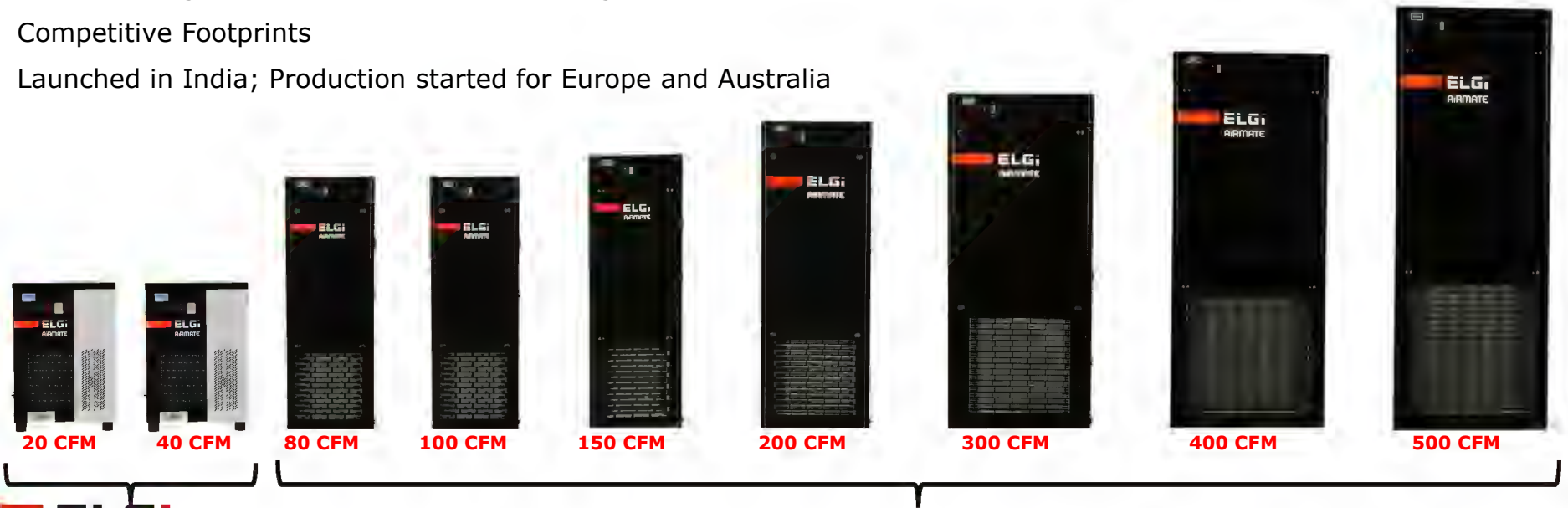
- Oil Free models with integrated heat recovery system
- Recover heat from compressor up to 95%
- Hybrid cooling mode to run the unit as air-cooled or water-cooled
- Warm water availability at 85°C
- Helps customers to reduce carbon footprint
- Optimized footprint with Integrated heat recovery system

Accessories Portfolio

New Features

Refrigerated Dryers 20 to 500 cfm

- In-house manufacturing in world class setup
- Stainless Steel plate type evaporators
- Compatible for both R134a and R513a refrigerant
- Modular design between standalone and integrated
- Competitive Footprints
- Launched in India; Production started for Europe and Australia



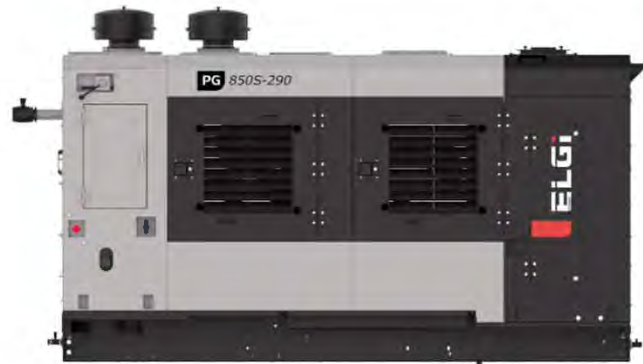
Portables Product Portfolio

New Products

PG 850 – 290



Water Well Model



C&M Model

- Dual pressure option (250 & 290 psig)
- Electronic engine
- Silencer is kept inside the canopy
- Weld free joints in air intake system
- Turbo pre-cleaner for air intake system
- Controller with IP 67 protection
- Unique oil filter
- Engine & compressor control system can be accessed from same side
- Engine & tank oil drain can be accessed on either sides of the base

Railways – EF9K 55000 (WAG10)

RS25100 – Oil Injected Screw for Rail application.

Compact Screw Compressor designed for longer maintenance intervals & reduced life cycle cost

- Package combined with Compressor & Heatless desiccant Air dryer
- Underslung Mounted
- Direct drive
- Compact and Sturdy configuration
- Advanced Multistage Vibration Isolation
- Quieter Operation
- Operable from -10 to 55 Deg C Ambient
- Design & Quality proven for EN15085 Weld standards
- Air outlet quality to meet ISO 8570-1 [1:3:1]
- Supreme quality levels assured through indigenously developed Screw block, Electric Motor, Air Dryer meeting Rail norms



Present Status :

- Five Loco sets supplied as on date (10 AGTUs).

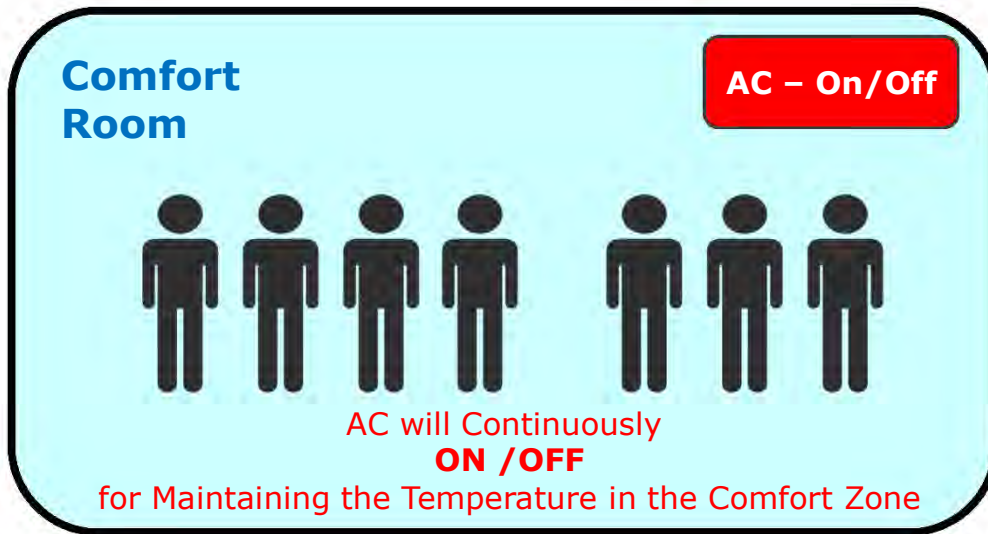
Note : AGTU – Air Generation & Treatment Unit

Revolutionizing Air Compressor Operation: Enhanced Reliability and Efficiency through Stability

- Dr. Venu Madhav, Director - Product Excellence & Innovation

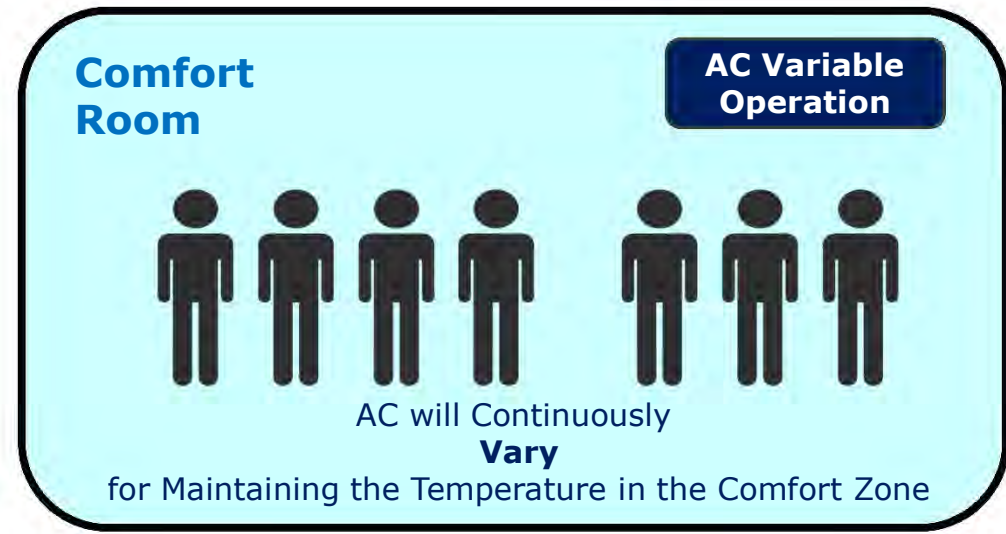
Air Conditioner Operation

Standard AC



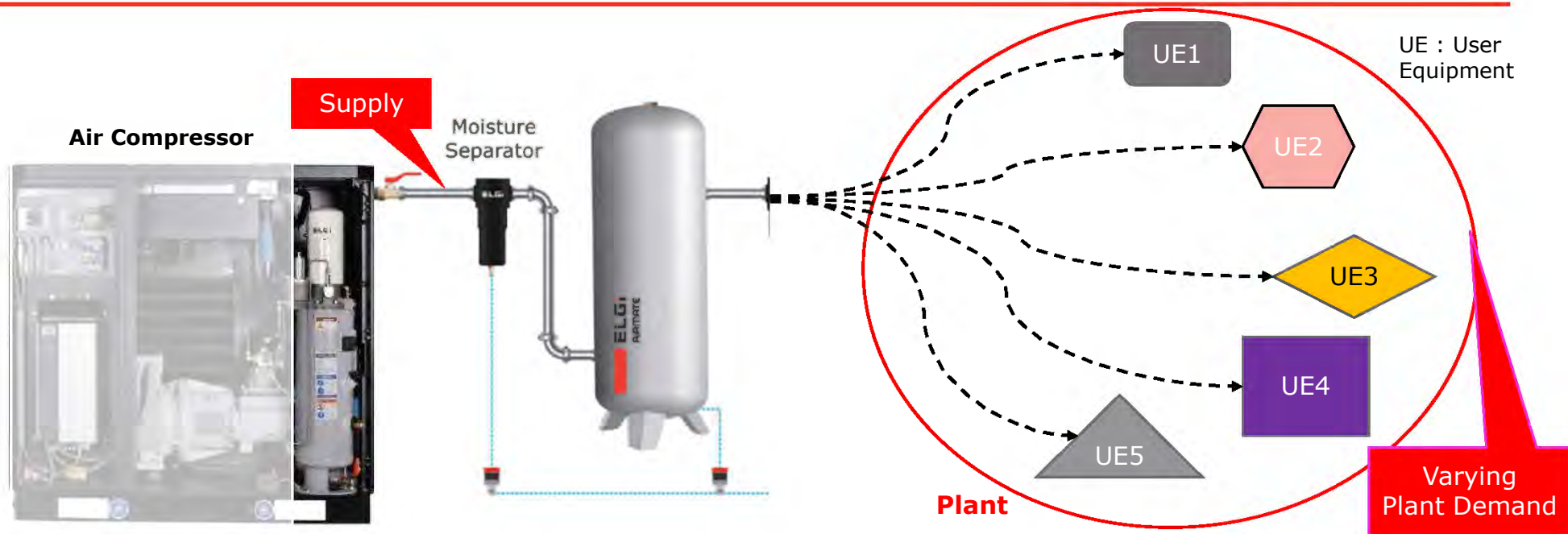
This Unstable Operation Leads to **Efficiency** and **Reliability** Challenges

Inverter AC



This Operation is Efficient, still Unstable, Leads to **Reliability** Challenges

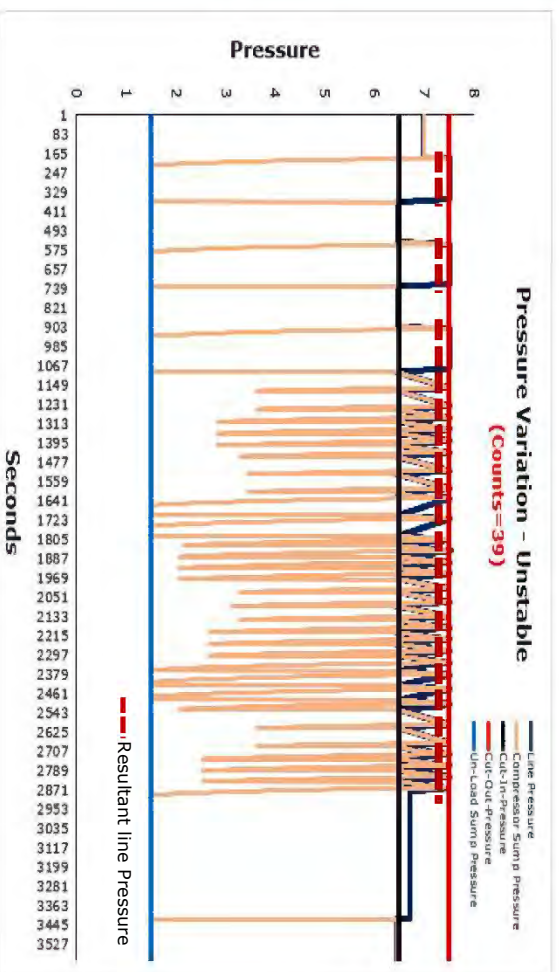
Compressor Usage in a Typical Plant



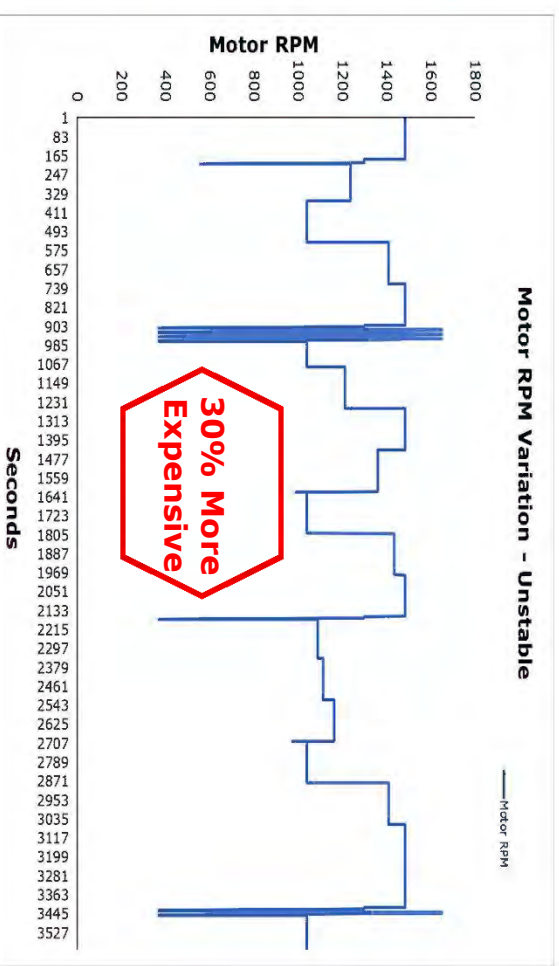
- The gap between compressor **Supply** and plant **Demand** will cause unstable compressor operation leading to **Efficiency** and **Reliability** Challenges.
- Variable Frequency Drive-VFD (Commonly referred to as Inverter) balances the gap to a greater extent, still the operation is **Unstable**

Compressor Operation Without and With VFD

Compressor



Compressor + VFD

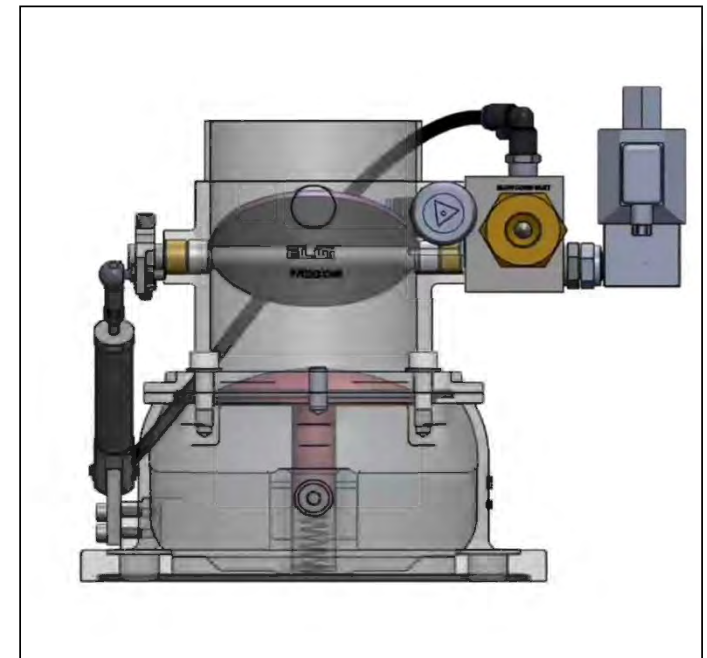


- The Compressor Operation is unstable due to fluctuation in Demand with or without VFD.
- VFD's may bring new failure modes on electrical components due to speed and current variations

Impact of Unstable Operation



**Parts subjected to Fluid dynamics
(20+ Numbers)**



**Parts subjected to Kinematics
(30 + Numbers)**

- Both the flow and kinematic related parts are under **stress** due frequent load/unload situation caused by unstable operation. The interactions between them make the situation even more complicated.

Unstable Experience



Summary

- Excessive Fluctuations can cause unstable compressor operation, affecting flow and kinematic components, leading to reliability and performance issues.
- Variable Frequency Drives (VFDs) can balance Capacity and Demand, helping kinematic components to some extent but may introduce instability in electrical components.
- VFDs may not fully address flow-related challenges, sometimes effects overall plant operations and therefore increase initial and operational costs.

*We have Engineered an **Innovative STABILISOR** system that effectively eliminates instability while maintaining **Cost and Efficiency**, without introducing **New Failure Modes**.*

Introduction – “Stabilisor”

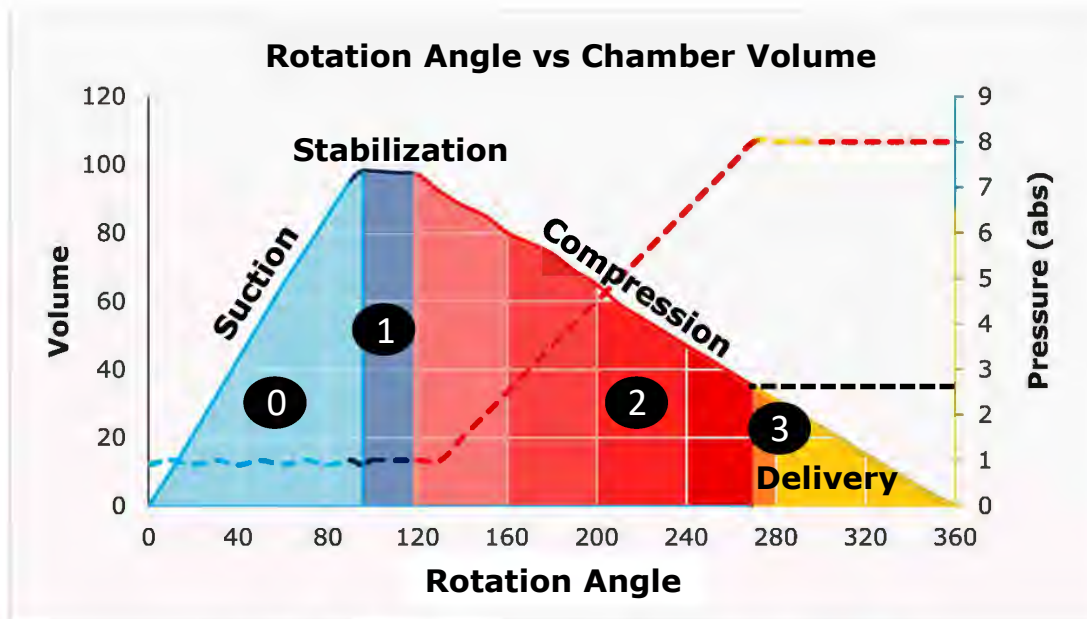
The Principle is Simple: “Recirculate” & “Recover”

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

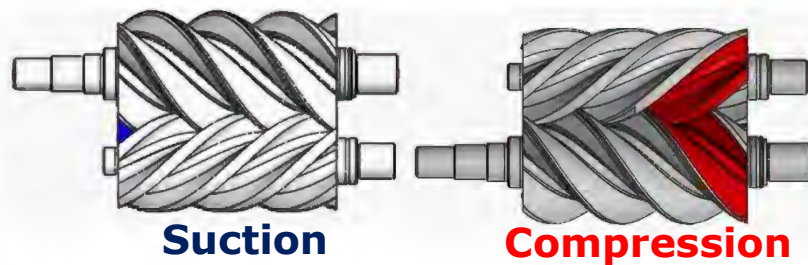
Capitalize all possible avenues for any loss ***Recovery.***

The Technique and Control are Novel

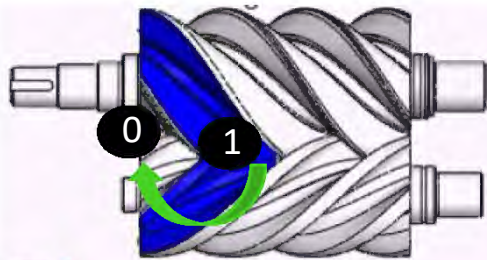
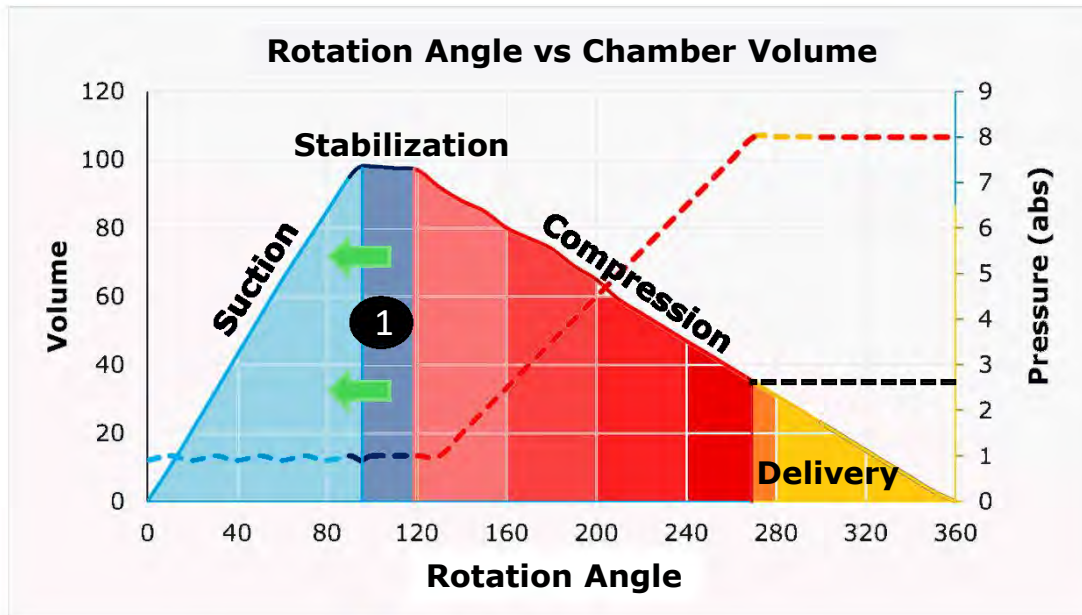
Understanding Compression Process



Zone #	Compression Chamber Status	Function
0	Volume Increases	Aiding Suction
1	Stabilization	Allows Stabilisation
2	Volume Decreases	Compression
3	Compressed Air	Delivery

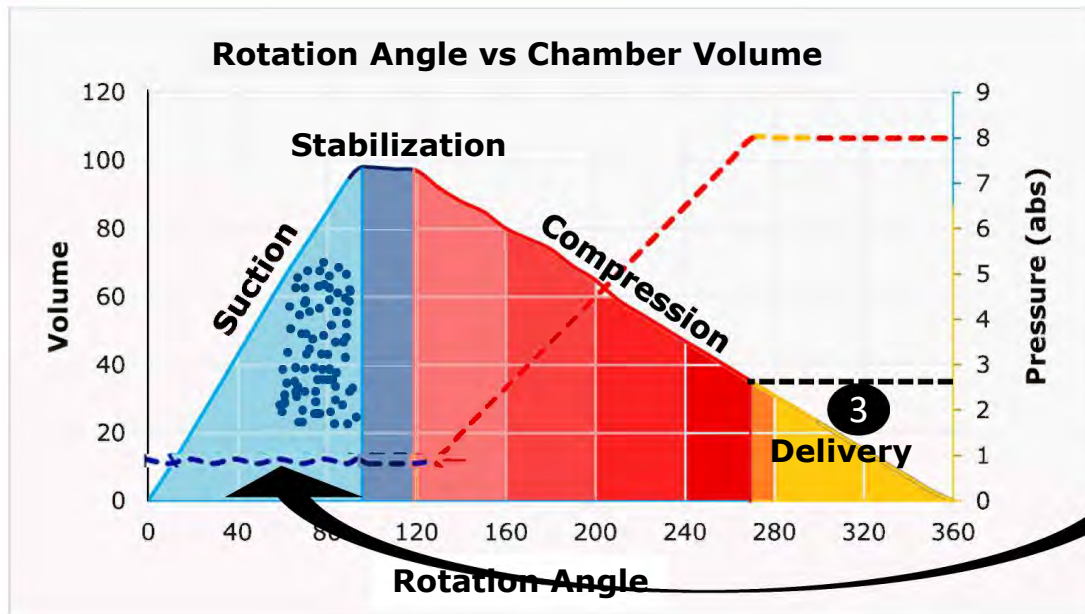


Opportunities for Recirculation and Recovery



- Stabilization Zone is **marginally @ higher Pressure** than Suction Zone - Possibility of Recirculation to Balance the Plant Demand
- Possible to **Recirculate and Balance** the air flow capacity up to 30% from this zone.
- Pressure difference between the zones is Low, - **No major Energy Loss**
- Identifying the **Location** in both Stabilization and Suction Zones, the **Technique and Control** for the recovery in alignment with demand is the key for ensuring Stable Operation.

Opportunities for Recirculation and Recovery

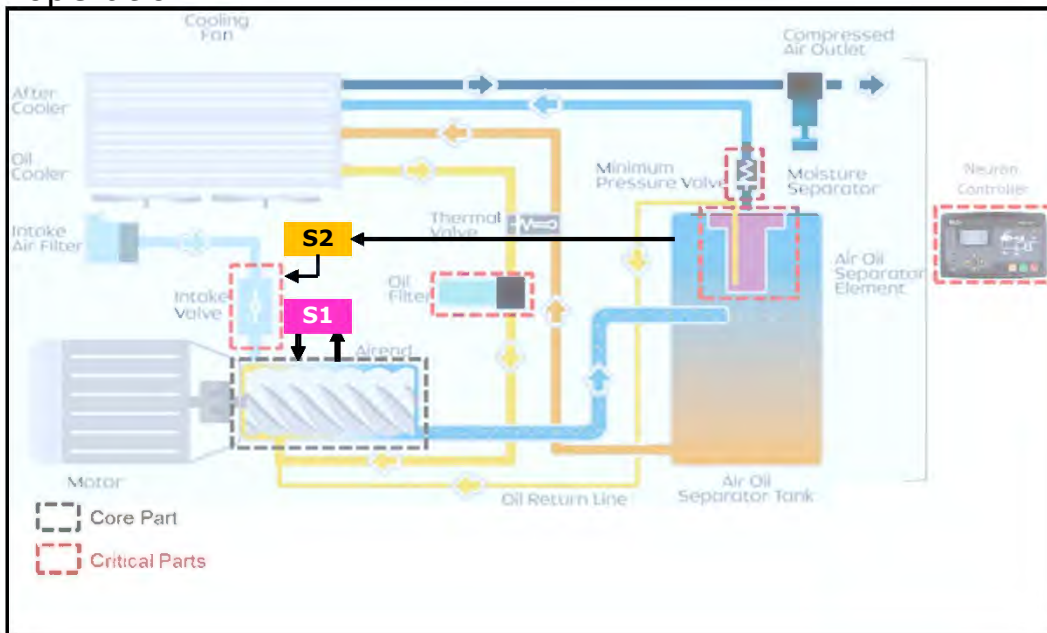


AOS Tank

- The Next Constant and High Pressure is available in the Air Oil Separator Tank
- In this zone the air is already compressed to the rated pressure, Recirculating leads to **excessive Energy Loss**.
- However, Capitalizing the Pressure raise @ suction will **recover a portion of Energy loss**.
- The **Loss** is only on Recirculated air, and the **Gain** is on the Total Capacity, **hence the Gain is considerable**.
- Further recovery can be ensured during operation
- Identifying location , the technique and control for Recovery in alignment to Capacity Requirement is the Key for ensuring **Stable operation**

Stabilisor Layout

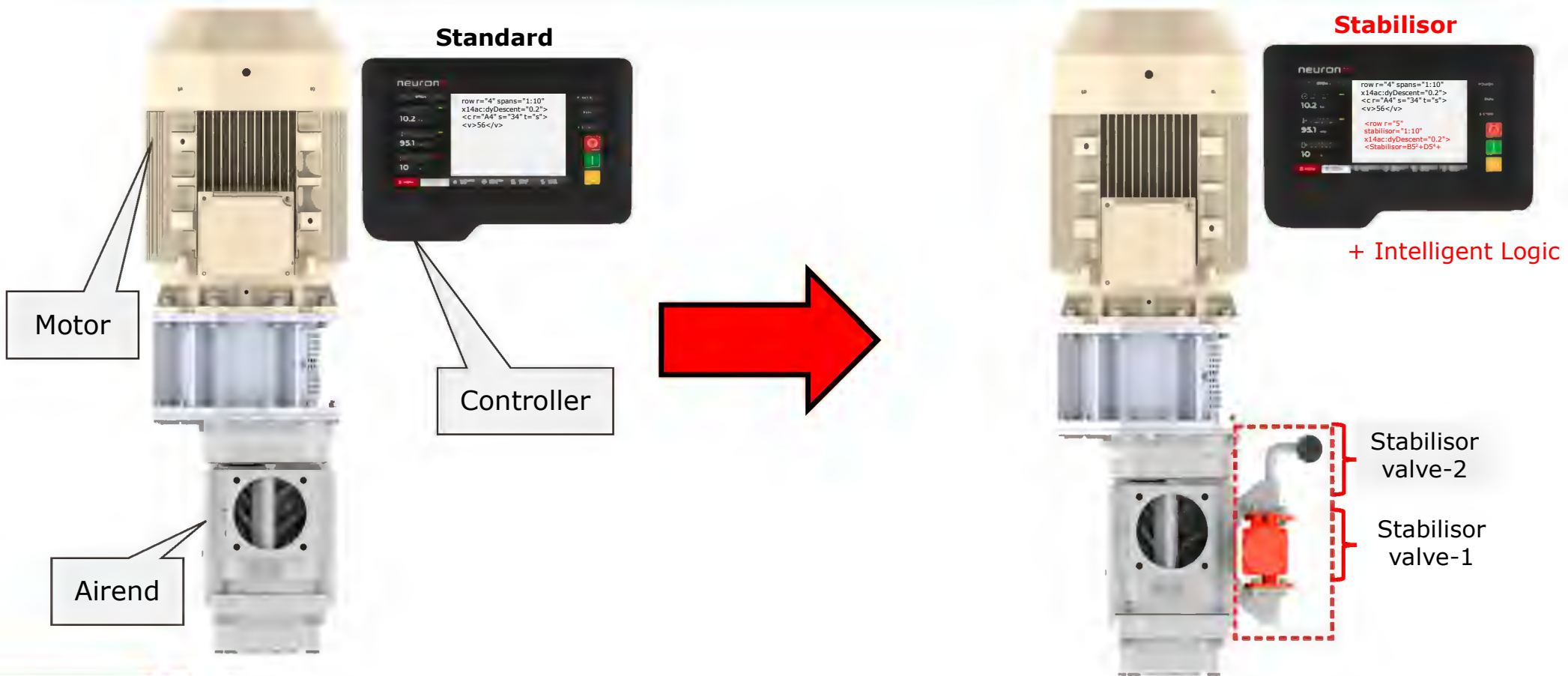
The Stabilisor system employs two types of valves: one progressive and one on-off. These valves are precisely positioned and controlled to balance capacity and demand by recirculation. This Technique and Control ensures Stable operation and energy recovery wherever possible there by ensuring optimal operation.



Stabilisor-1(S1): Recirculates the flow progressively between Suction and Stabilization zone based on demand without any major power loss

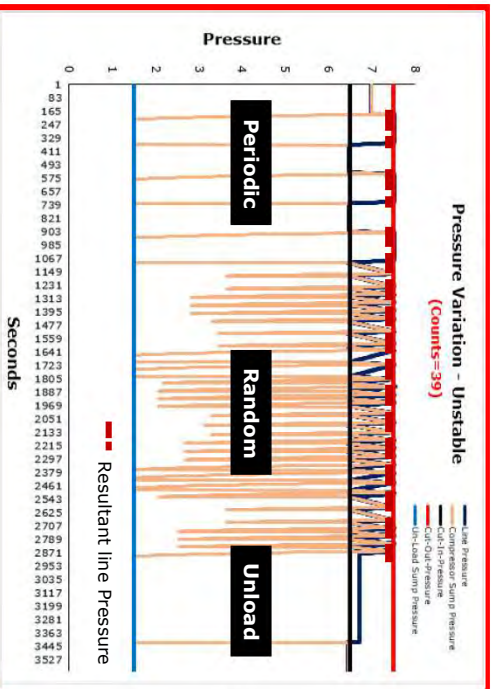
Stabilisor-2 (S2): This is an ON/OFF valve and Recirculates the flow from Separator Tank to suction based on demand

Standard Vs Stabilisor

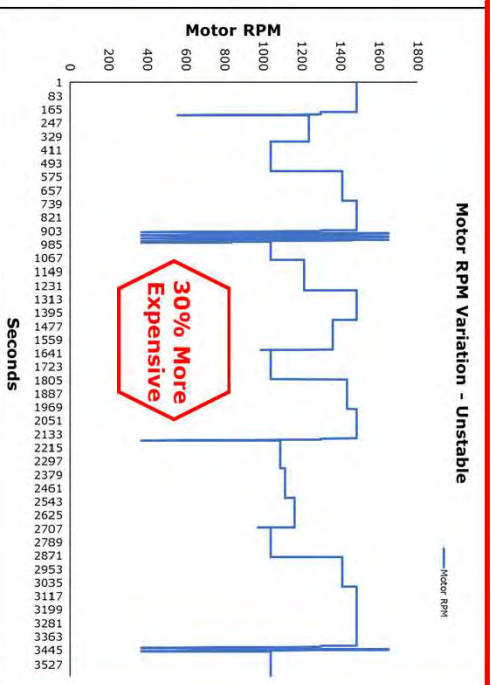


Compressor Operation With VFD and Stabilisor

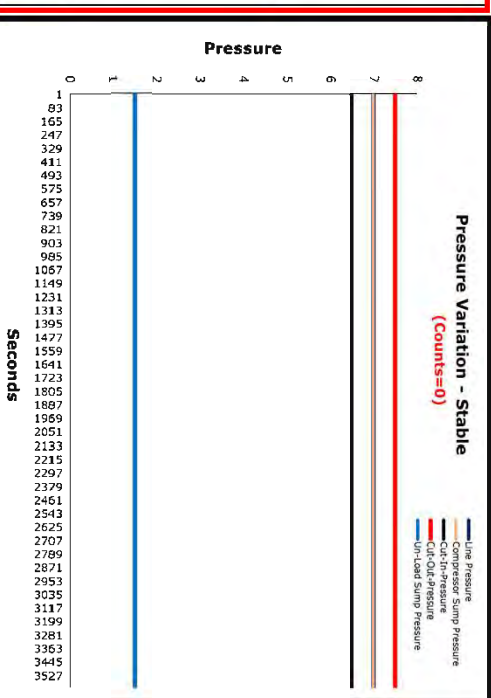
Compressor



Compressor + VFD



Compressor-Stabilisor



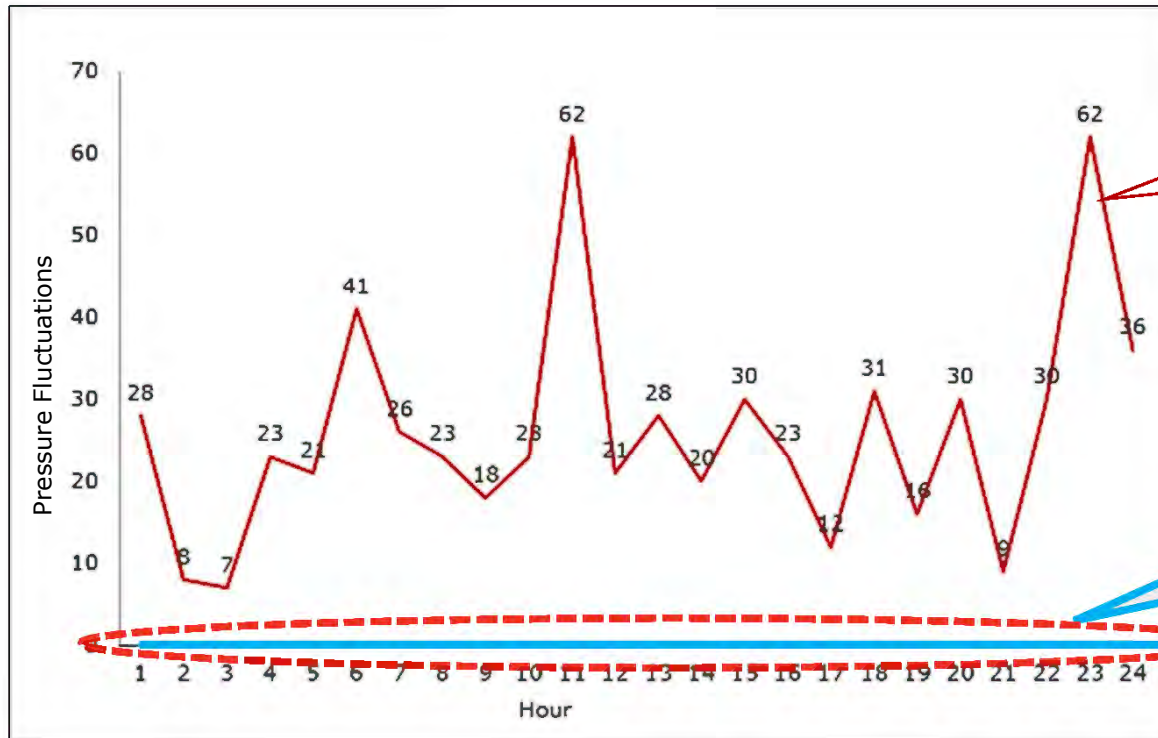
Unstable Operation

Stable Operation

There will not be any fluctuations in Compressor Operation with **Stabilisor** System



Field Condition – Standard vs Stable



Standard Machine
Excessive Fluctuations
Highly Unstable

Machine With Stabilisator
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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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.

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**

Stable Experience



Conclusion

- ✓ The Stabilizer System enhances efficiency and reliability through stability.
- ✓ It revolutionizes compressor operations, improving performance.
- ✓ This innovation delivers significant value to customers.
- ✓ It positively contributes to the environment.

Intellectual Property

Though Simple, Considering the Novelty in Technique and Control, After a detailed Prior Art Search, this Innovation Qualified for Patenting Globally.

Rights to this Innovation are with us



Digital Transformation Update

- Mr. Gaurav Gupta – Chief Information & Digital Officer

Digital and IT Strategy

Business Strategy

New Digital & IT
Strategy & Global
Operating
Framework

1

Digitization Driving Growth

- ERP Stabilization in US
- Sales force App
- Digital Marketing



2

Digitization for Value Realization

- Global Support Centre
- Automation for warehouse, operations, supply chain



3

Digitization for Risk & Compliance

- Revised Cyber Strategy
- ISO 27001
- Compliance & Approval platform



4

Emerging Capabilities

- Robotic Process Automation
- VR/3D Modelling
- Data platforms & AI/Agent COE



Powered by

Global & Agile | World Class Talent | Collaboration with Leading Products and Partners

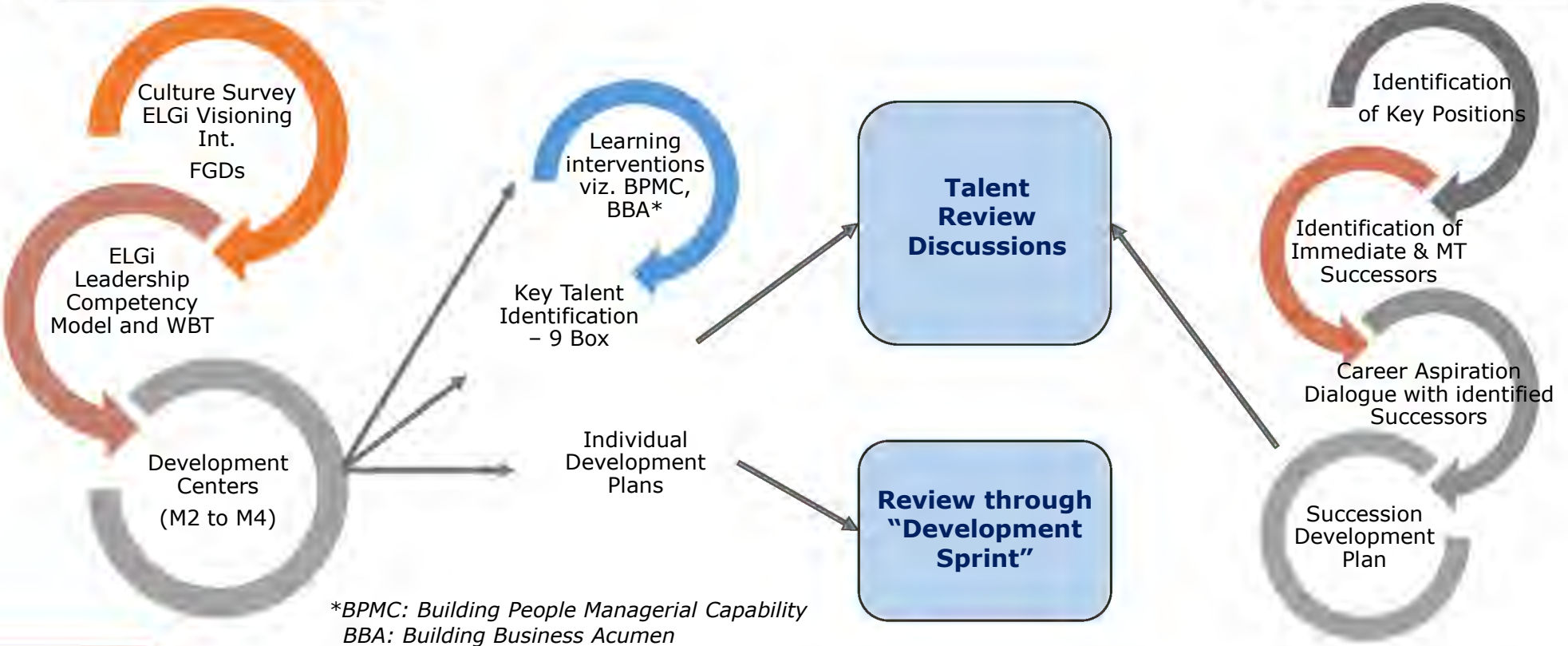
Talent Management Framework

– Mr. Nitesh Jain – Chief Human Resources Officer

Project IoT : ELGI's Talent Management Framework

Employee

Role

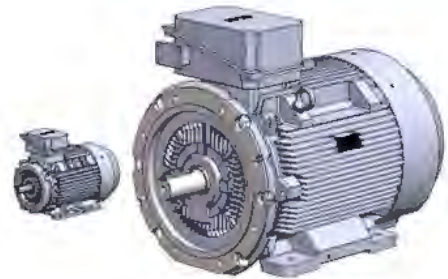


*BPMC: Building People Managerial Capability
 BBA: Building Business Acumen

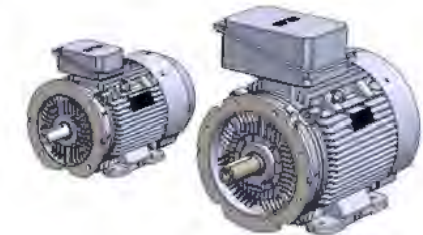
Elgi Electric Motors & MK2 Project update

- Mr. Bheemsingh Melchisedec –Director Operations

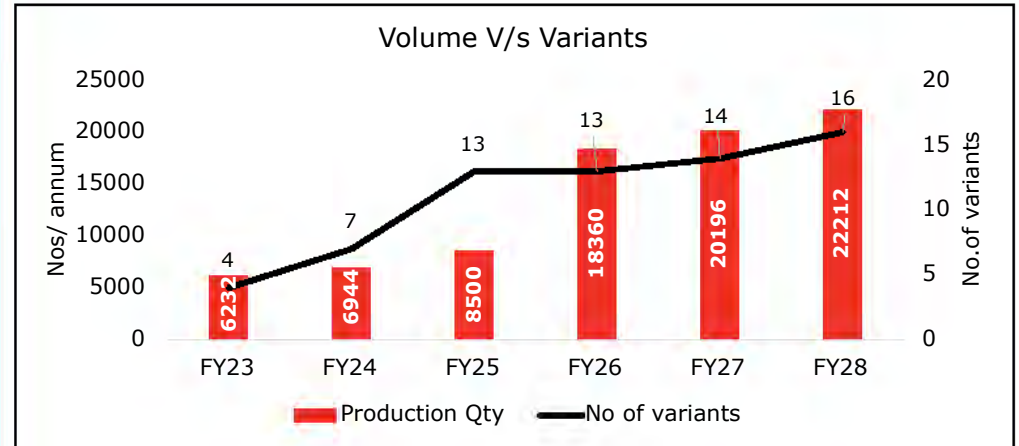
ELGi Motors



- Technology : Induction motor
- Power : 2.2kW to 160kW
- Efficiency : IE3/IE4/NEMA P



- Technology : Radial Flux PMSM
- Power : 11kW to 75kW
- Efficiency : IE7



- At present manufacturing 60% of the ELGi requirements.
- To manufacture 100% of the requirements by Sept. 2025.
- Lead time reduction of motor procurement from 3-6 months to 3 days.

MK – 2 Project update

Project MK2 Master Plan -128 Acres



Objective:

To set up world-class eco-friendly manufacturing facilities to meet the business plan for the next **10 years**.

Salient features:

- 38% space allocated for manufacturing.
- 38% allocated for green cover.
- 24% space allocated for roads & parking.
- 10,000KL capacity of rainwater harvesting pond planned.
- People and truck movement separated by route level.
 - 6 gates for dedicated material entry & exit (Eliminate traffic).
 - 3 gates for dedicated people entry & exit (Employees safety).

Details

MK2 overall plan		
Area - Sqm Sqft.		69,000 7,43,000
Investment - Mn. US \$. Mn. INR		80 6960
Duration - Years		5 (FY25 to FY29)
MK2 - Phase 1 plan		
Area - Sqm Sqft.		26,000 2,80,000
Investment - Mn. US \$. Mn. INR		30 2547
Duration - Years		2 (FY25 to FY26)
Supplier		Building Architecture - PTK Storage Solution Consultant - MieBach

Land	Built up		Green		Road + Parking	
	Acres	%	Acres	%	Acres	%
128	49	38%	49	38%	30	23%

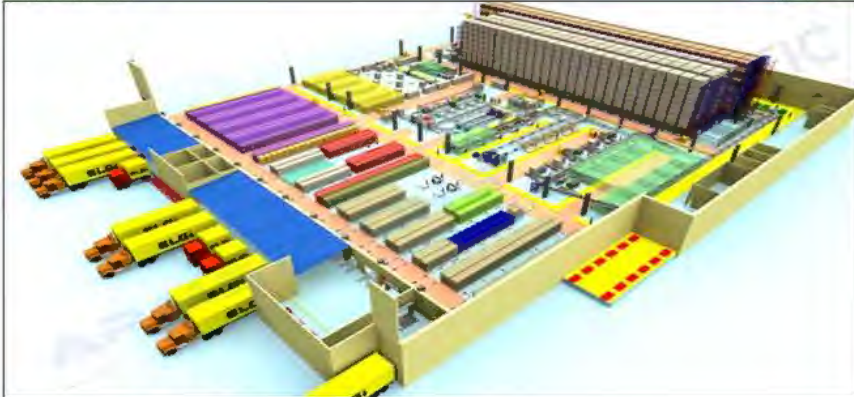




GSC – Layout

U shape layout designed to separate the Docking, Staging, Functional and Storage area zone wise to optimize the space, improve the process flow and better resources utilization.

GSC



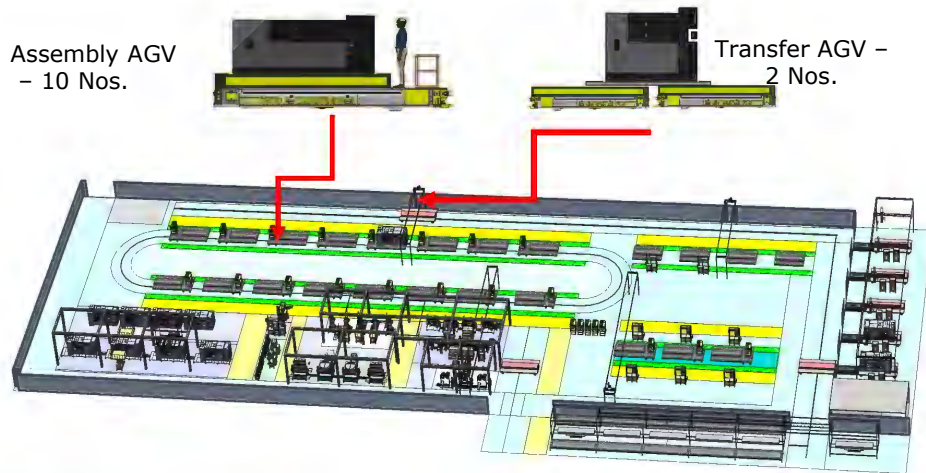
Objective:

To create world-class green manufacturing facilities.

Salient features :

- Architecture to provide ample light and ventilation.
- Long-span column grid for better utilisation of space.
- Shop floor elevated by 1.2 meters from the road level for docking.
- Concrete floor designed without expansion joints for safe material handling.
- Admin & welfare facilities are part of the main building to reduce the movement.
- Modular future expansion without disturbing the regular operations.
- Automated plant with case shuttle, robots, conveyor, AGV, etc.

Phase 1 Building design - PORTABLE (DPSAC)



Salient features:

- Architecture to provide ample light and ventilation.
- Long-span column grid for better utilization of space.
- Shop floor elevated by 1.2 meters from the road level for docking
- Concrete floor designed without expansion joints for safe material handling.
- Admin & welfare facilities are part of the main building to reduce the movement.
- Modular future expansion without disturbing the regular operations.
- Assembly unit movement with AGVs in the closed loop assembly line and unit transfer to the next processes of testing, PDI, packing by unit transfer AGVs

Details

GSC

Area - Sqm | Sqft. 13,700 | 1,47,000

Investment - Mn. US \$. | Mn. INR 17 | 1440

PORTABLE

Area - Sqm | Sqft. 12,000 | 1,31,000

Investment - Mn. US \$. | Mn. INR 13 | 1107

Social impact initiatives

– Mr. Ramesh Ponnuswami – Executive Director

ELGI School - Project Stellar



Project Stellar is our School's new initiative aimed at identifying and **nurturing natively brilliant children from low-income households** in urban areas of Coimbatore.

Qualification Criteria:

- Comprehensive entrance process (includes exam, discussions, observations etc.) after Grade 5 (i.e. single-entry point at Grade 6).
- Income and multidimensional criteria.

Inputs:

- **CBSE aligned holistic curriculum** that integrates elements to strengthen concept mastery and inculcates life skills (e.g. leadership, global citizenship etc.).
- Additional **academic support** through **competitive test preparation from Grades 9-12.**
- **Co-curricular and sports activities** that develop students' **holistic growth** and life skills.
- Overall **student wellbeing** focus through **in-house and external counselling support.**

Expected Outcomes:

- **Excellent higher education outcomes** - students secure admission to top colleges in India.

ELGI School - Project Stellar



- First batch of students expected from June 2025 for the Academic Year 2025-26.



- 100% **free education** for natively brilliant students from urban areas of Coimbatore, from Grade 6-12.
- 100% **free residential school** for all these students, expected 2-3 years from now.



- 15:1 Student Teacher Ratio.
- 25 students per classroom.
- Best-in-class teachers focusing on excellent student outcomes (academic and socio-emotional development).

We expect ~900 students under this program in 10 years' time

Empowering Indian Athletes: ELGi Partners with Olympic Gold Quest (OGQ)

Fueling Dreams, Powering Excellence: ELGi Partners with Olympic Gold Quest to Empower Indian Athletes

ATHLETES SUPPORTED BY ELGi



Mehuli Ghosh
Shooting



Amit Panghal
Boxing



Komalika Bari
Archery



Archana Kamath
Table Tennis



Nehal Gupta
Para Badminton



Ajeet Singh
Para Athletics

ELGi has partnered with Olympic Gold Quest (OGQ), a prestigious initiative established by sports icons Geet Sethi and Prakash Padukone. OGQ supports Indian athletes in their quest for Olympic Gold medals. The collaboration underscores ELGi's commitment to fostering sporting excellence in India.

OGQ's mission aligns with ELGi's focus on Purpose, and we are delighted to support their efforts in empowering Indian athletes and para-athletes. Through this partnership, we aim to ignite the spirit of our nation's youth while promoting a shared aspiration for excellence and unlocking their inherent potential.

Ajeet Singh has been awarded the prestigious Arjuna Award at the National Sports Awards 2024. This honour recognizes his outstanding achievements at the 2024 Paris Paralympics and his inspiring contributions to Indian sports. The awards ceremony on January 17 at Rashtrapati Bhavan was graced by the Honorable President Droupadi Murmu.

The Extraordinary Journey of Kaamya Karthikeyan

Beyond Boundaries: The Extraordinary Journey of Kaamya Karthikeyan

Kaamya Karthikeyan, a 17-year-old trailblazing mountaineer, embodies the essence of perseverance and dreaming beyond limits. Her exceptional journey—from conquering the highest peaks on each of the seven continents to inspiring generations with her courage—proves that age is no barrier to greatness. Kaamya's story is one of passion, grit, and an unyielding drive to conquer challenges, making her a beacon of inspiration for all.

ELGi has played an instrumental role in helping her complete the Seven Summits Challenge. ELGi's decision to support Kaamya Karthikeyan's mountaineering journey aligns with our core values of perseverance, innovation, and breaking boundaries. By sponsoring her Mt. Everest ascent in May 2024 and her Mt. Vinson Massif expedition in December 2024, Her inspiring journey embodies the spirit of pushing limits, making her an ideal representative of ELGi's vision to empower young achievers and support dreams that defy expectations.



The ELGi School

New Campus

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.



ELGI SCHOOL
Aspire & Excel

The ELGi School



ELGi
Always Better.

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.

Community Wellness: *#whatsyourfinishline* challenge



The 6th edition of the #WhatsYourFinishLine global fitness challenge saw 87 teams with participants from 22 countries collectively log 54 million steps via running, walking, and jogging.

The 7-day-long fitness challenge ended on December 1, 2024, bringing together 1,075 employees and channel partners across the globe all in support of promoting holistic wellness and a health-focused lifestyle.

Community Wellness: Coimbatore Marathon 2024



ELGi and the Coimbatore Marathon: Celebrating 12 years of Wellness & Community Impact



ELGi proudly marked its 12th year of partnership with the Coimbatore Marathon as the "Powered By" partner. This year's marathon brought together over 21,000 participants, including an enthusiastic contingent of 1,700+ ELGi employees and their families.

The Coimbatore Marathon continues to promote fitness and raise cancer awareness, with proceeds supporting the Coimbatore Cancer Foundation (CCF). This partnership is a reflection of ELGi's ongoing commitment to building healthier, stronger communities.

Key Events

- Mr. Ramesh Ponnuswami – Executive Director

Global Leadership Meet 2024

First ever Global Leadership Meet was organized in 2024. Set to be a yearly event, going forward

- **Objective:** To align regions on CK2 aspirations and kick-off the SBP FY26-28 process
- **Participants:** Board Members, MD, COO, Regional leaders, Functional leaders and colleagues from Regions/Functions
- **Number of participants:** ~70
- **Date/Location:** 21-22 Oct 2024, Coimbatore (India)



Key Product Launch

ELGi Unveils PG 850S-290 Portable Compressor at bauma CONEXPO INDIA 2024

ELGi unveiled its latest innovation, the PG 850S-290 portable air compressor, at the 7th edition of bauma CONEXPO INDIA 2024, held at the India Expo Centre, Delhi NCR, from December 11-13, 2024.

Engineered for exceptional performance, this powerful compressor is tailored for construction and mining applications. Specifically designed for excavator-mounted drilling, the PG 850S-290 is built to perform reliably even in the most demanding environments, reflecting ELGi's commitment to excellence and innovation.



Technology Day



State of
The Future Art

ELGi Technology Day

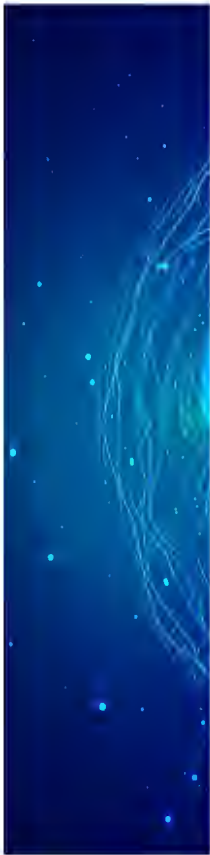
Celebrated Commitment to Innovative, Energy-Efficient Compressed Air Solutions

The 7th Edition of Technology Day 2024, held in Coimbatore, was a grand celebration of innovation themed "State of the Future Art." This initiative is a showcase of our commitment to identifying, developing, and nurturing innovative ideas that shape the future of our industry. The event brought together industry experts, academia, and the ELGi Product Excellence & Innovation team for a day of insightful exchanges, exploration, and celebration.

















The day concluded with awards and recognitions for excellence in product innovation, reflecting our continuous pursuit of progress. This occasion reaffirms our commitment to delivering extraordinary value to our customers—not just meeting today's needs but anticipating tomorrow's challenges.



Global Employee Engagement and Community Initiatives



Let's Get Connected

 <p>From Ground up to the Skies ELGi helps Haeco Americas build tougher, safer aircrafts while operating more profitably</p>	 <p>Find us on facebook facebook.com/elgiaircompressors/</p> 	 <p>Follow us on Instagram Instagram.com/elgiaircompressors</p> 	<p>Follow us at our Global Platforms to stay abreast of all the developments and news</p>
 <p>Subscribe to blog.elgi.com to get latest news and updates</p> 	 <p>Fueling the Future ELGi's air compressors aiding the transition to low-carbon fuel alternatives in India</p>	 <p>Global Presence ELGi is present in 120 countries and has a fast-growing distributor network.</p>	 <p>Subscribe to our YouTube Channel Youtube.com/@ELGIEquipmentsLimited</p> 
 <p>Compressed Air Isn't Free Opportunity is in the air</p>	 <p>Follow us on linkedin linkedin.com/company/81404/</p> 	 <p>Follow us on X Twitter.com/ELGiAir</p> 	<p>Be the first to know about:</p> <ul style="list-style-type: none">• Industry trends & applications• Technology & Innovation• Sustainable practices

If you have questions or need clarifications, please send mail to communications@elgi.com



ELGI
Always Better.

Thank you

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Q&A Session

- Dr. Jairam Varadaraj, Managing Director
