

Pitti Engineering Limited

(Formerly Pitti Laminations Limited)

ISO 9001:2015 ISO 14001:2015

www.pitti.in



4th August 2021

To,
BSE Ltd
Floor 25, P J Towers, Dalal Street
Mumbai - 400 001

Scrip Code: 513519

To,
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E), Mumbai - 400 051

Scrip Code: PITTIENG

Dear Sir,

Sub: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015 - Corporate Presentation

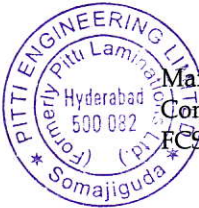
Pursuant to regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 we are enclosing herewith a Corporate Presentation. The same is available on the website of the Company at www.pitti.in.

This is for your information and records.

Thanking you,

Yours faithfully,
For Pitti Engineering Limited

Mary Monica Braganza
Company Secretary & Compliance Officer
FCS 5532



CIN: L29253TG1983PLC004141

Registered Office

6-3-648/401, 4th Floor
Padmaja Landmark, Somajiguda
Hyderabad - 500 082
Telangana, India
T: +91 40 2331 2774 / 2331 2770
F: +91 40 2339 3985
info@pitti.in



Staying Agile.
Creating Value.

PITTI 

Pitti Engineering Limited

Corporate Presentation

DISCLAIMER



This presentation includes forward-looking information and statements including statements concerning the outlook for our businesses. 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 Pitti Engineering Limited (referred as 'PEL'). These expectations, estimates and projections are generally identifiable by statements containing words such as "expects," "believes," "estimates," "targets," "plans," "outlook," "on track," "framework" or similar expressions. PEL will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

PITTI AT A GLANCE



38

Years of industry experience

13

Regions Served

End-to-end assemblies and components provider

in the rotating electrical equipment segment

3

Manufacturing facilities

39,600 MT

India's largest laminations manufacturer

3,62,800

CNC Machine Hours

Credit ratings

BBB+ / A2

(Rating from Care Ratings, dated 24th June 2021)

Largest

exporter of electrical laminations from India

Leading Supplier

for all special purpose motors in India

Pioneer & Market Leader

of assemblies for large alternators & motors in india



KNOWING PITTI ENGINEERING LIMITED



Established in 1983, Pitti Engineering Limited (PEL) today is a globally renowned manufacturer of electrical steel laminations, motor cores, sub-assemblies, die-cast rotors and machined components.

PEL products find application in diverse downstream sectors like highly efficient modern locomotives, green transport solutions of electric vehicles, renewable energy, hydro and wind power, super critical (lesser emissions) thermal power, India's first self-propelled (engine-less) train, large scale lift irrigation projects, ceiling fans, data farms, metro rail, pumps and more.



Manufacturing capabilities

Headquartered at Hyderabad.
3 state-of-the-art manufacturing plants located at Aurangabad and Hyderabad.



Locational advantage

Equipped with modern technologies, our manufacturing plants are in close proximity to both customers and raw material sources – thereby enabling cost optimisation and better yields.



Business sustainability

11.43 %	32.61 %
5 year CAGR in Revenues	5 year CAGR in EBITDA



Market leadership

We are India's leading manufacturer of electrical steel laminations, components and assemblies for specialised rotating electrical equipment.



Exports

We export our products to 12 countries deriving 40%* revenue from exports.



Marquee clientele

We provide engineering solutions to some of the renowned Indian and global companies with long-standing relationship.



Dedicated workforce

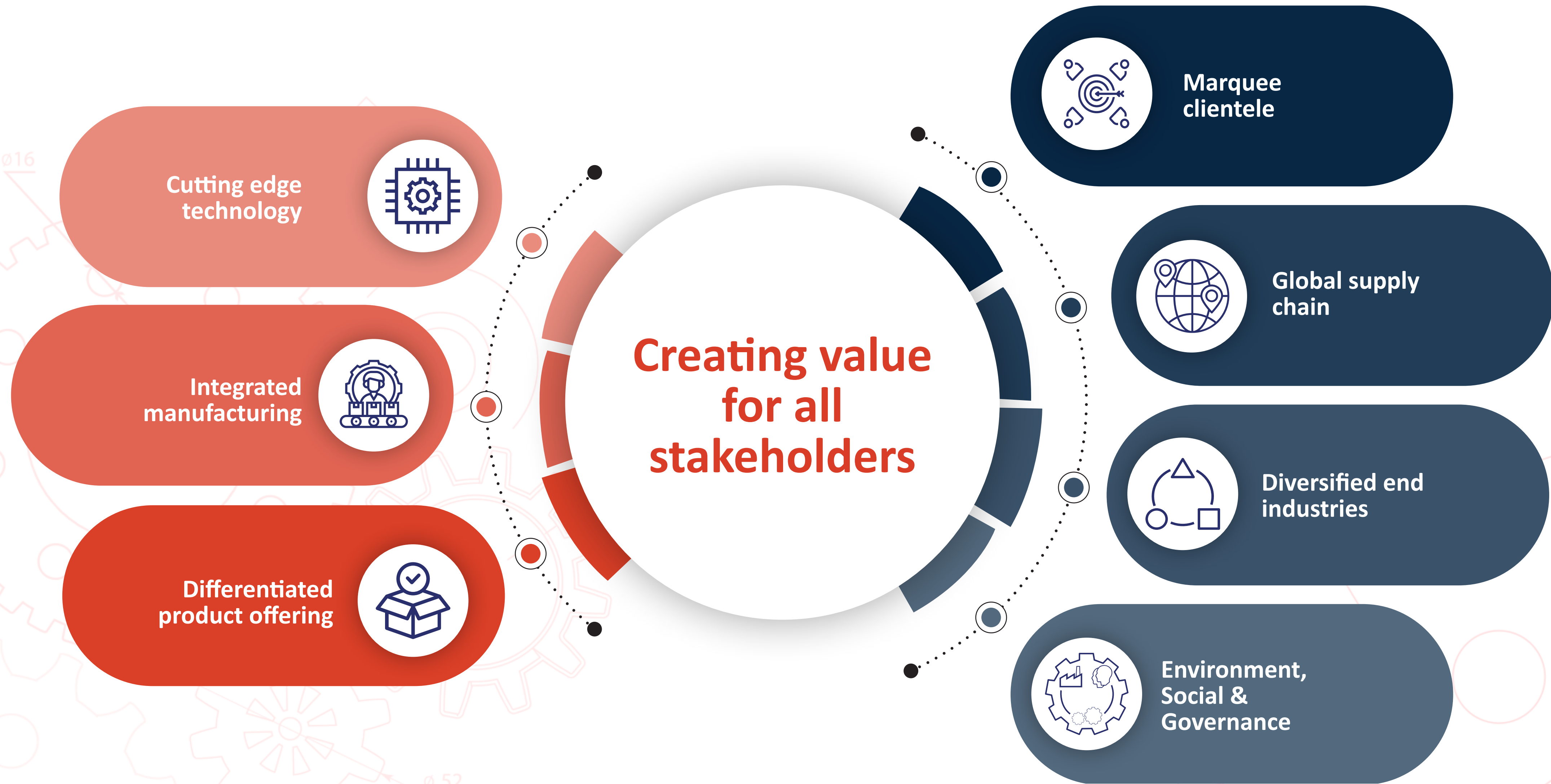
1,159 Direct workforce.
Comprising of 591 professionals, engineers, postgraduates, graduates, and diploma holders.



Market capitalisation

Market capitalisation of ₹ 625.46 crore as on 30th July 2021.
Listed on both the stock exchanges BSE and NSE.

PEL STANDS FOR



PEL'S KEY PRODUCT LINES

Sheet Metal

Specifications

- ❁ Sheet metal laminations punching from 0.35 mm to 3mm thickness
- ❁ Laser cut of steel stampings with thickness ranging from 0.35 mm to 25 mm
- ❁ Special Process: Re-varnishing or re-coating of insulation layer 0.005 mm to meet special requirements of hydro and thermal generators

Precision Machining

Specifications

- ❁ Equipped with fabrication facility for manufacturing of gear cases and motor frames among others
- ❁ Machining of stator cores & rotor cores with outer diameter ranging from 400 mm to 200 mm along with customization as per the customer requirement
- ❁ Stator cores assembled with steel casting stator frames by shrink fit process, and subsequently machined to final product accuracies
- ❁ Capability to manufacture shaft up to 900 diameter and 3 meters length
- ❁ Precision machined casted parts (up to 4,000 kgs in assembled condition)
- ❁ Casting material ranging from grey iron / ductile iron / ductile iron with sub-zero impact resistance / low carbon alloy steel / MnNi alloy steel grades (with impact resistance of -50° C)

Assemblies

Specifications

- ❁ Large stator core assemblies up to 1,600 meter size
- ❁ Large rotor cores up to 1,500 kgs weight with permanent magnet features
- ❁ Large die cast rotors up to diameter 550 mm and core length of 980 mm and with aluminium weight up to 120 kgs
- ❁ Rotors skewed and with multi spacers to have efficient cooling system in the motors
- ❁ 5 Axis CNC machines up to 1,600 mm X 1,600 mm travel for complex machining parts
- ❁ Equipped with specialised inspection fixtures, which ensures the quality of stacks under high pressure application

SECTORAL BLUEPRINT

Application industry	Type of Part Supplied
Diesel Electric Locomotives	Traction Motors Core, Alternator Sub-Assemblies, Auxiliary Power Generation, Under Frame Assembly Parts, Shafts, Drive Components, Gear Assembly, Compressor Parts, Frame / Covers for Motor Frame / Traction Motor Blower Assembly Parts, Radiator Assembly Parts, Turbo Charger Assembly Parts, Bearing Assembly, Traction motor suspension drive parts
Electric Locomotives	Stator Laminations, Traction Motor Suspension Drive Components, Axle Sub-Assemblies, Gear Box Assembly, 3ph Electrical Bogie- Support Parts
Mass Urban Transit Systems	Traction Motor Body (Frame), Stator Assemblies, Stator & Rotor Laminations
Mining Equipment	Wheel Hub, Drive Carriers, Transmission Housings, Support Frames, Stator Assemblies, Rotor Assemblies & Pole Assemblies
Backup Power Systems for Data Farms	Stator Assemblies with Landing Bar & Rotor Assemblies with Shaft Inserted
Special Gensets for Telecom Standby Power	Stator Assemblies & Rotor Assembles
Renewable Energy	Stator Assemblies, Rotor Assembles with Shaft Inserted with DE & NDE Cover, Stator & Rotor Laminations, Windmill Gear Box Pedestals, Turbine Bearing Assembly Parts,
Large Scale Power Generation Plants	Segmental Laminations with Revarnishing, Segmental Vent Laminations with painting, Pole Laminations
Backup Diesel Generating Sets	Stator Assemblies & Rotor Assemblies
Motors for Large Infrastructure	Stator Assemblies and Diecast Rotor
Steel & Cement	Stator Assemblies and Diecast Rotor
Special Purpose Motors (for Marine, X Ray components, Traction Motors)	Stator & Rotor Laminations, Stator Assemblies & Rotor Assemblies
Special Pumps & Compressors	Horizontal Split Casings, Vertical Inline Casings, Dual Arm Casings
Oil & Gas Drill Motors	Gear Assembly Housing, Stator Assemblies & Rotor Assemblies

The wide range of engineering products offered by PEL in the form of electrical steel laminations, motor cores, sub-assemblies, die cast rotors, machined components and ready to use assemblies for a large universe of end applications makes Pitti Big in your life.



Appliances



Cement



Construction



Data Centers



DG Set



Electric Vehicle Motor



Freight Rail



Hydro Generator



Lift Irrigation



Medical Equipment



Mining



Mass urban Transport



Other Industries



Oxygen Plants



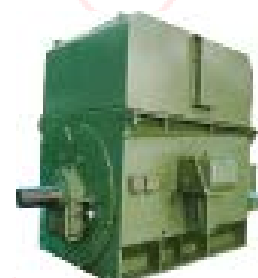
Pumps



Wind Mills



Passenger Rail



Steel



Sugar



Thermal Power



Wind Mill Generator



OUR MARQUEE CLIENTELE



PEL'S BUSINESS PHILOSOPHY

As part of our larger vision, we continue to focus on remodelling our strategic framework that focuses on building a differentiated product by understanding the needs of the customers and adding value to our product thus creating a new market for the same. The tenets of our long-term value creation approach are;

Customer focus

We focus on deepening our understanding of customer business to provide unique product fostering long-term business relation.

Adopt latest technologies

We remain agile by adopting new technologies at our manufacturing plants. This has led us to deliver high precision products.

Unique offering

We work towards contracting customers' supply chain and consolidating product ownership, thus adding value to their operations and enabling the customers to focus on their core strengths.

Prudent capital allocation

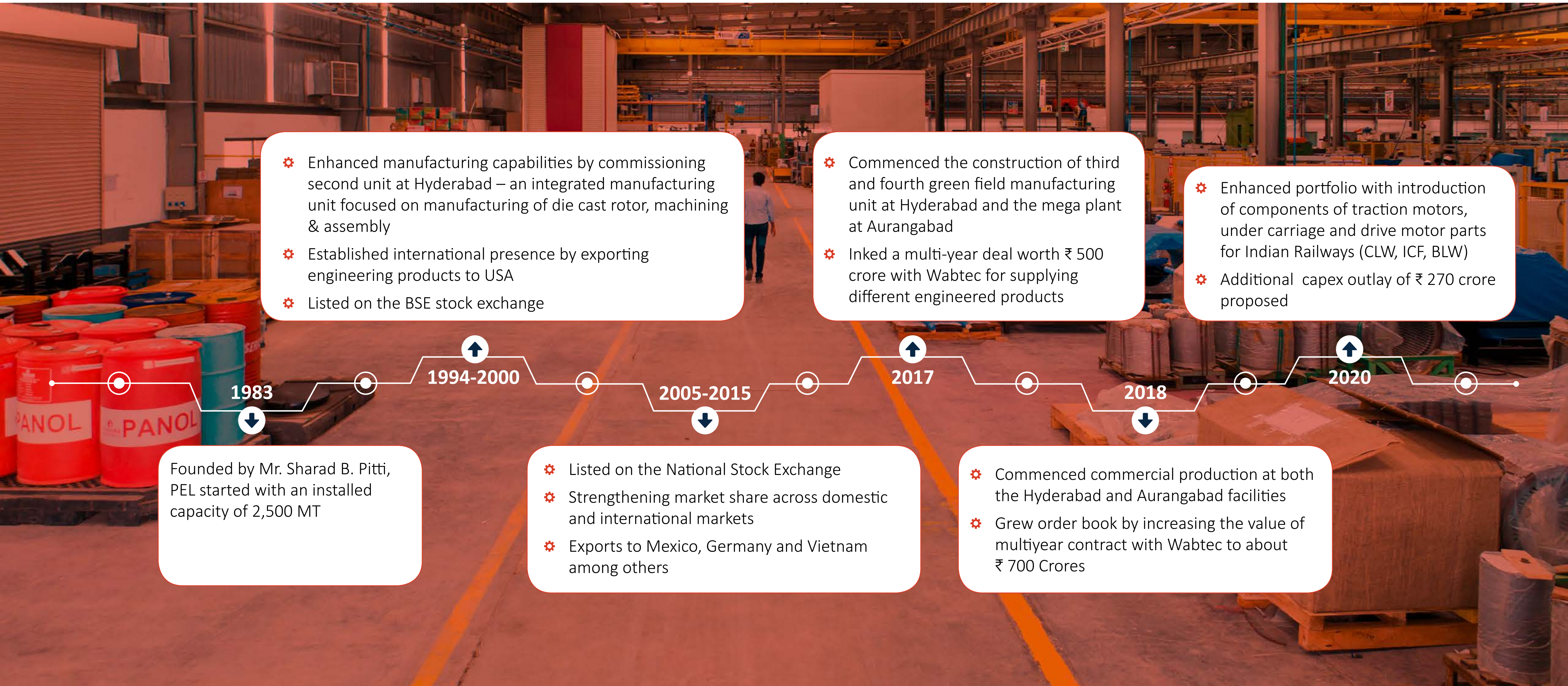
We drive growth with a well defined investment strategy backed by judicious capital allocation across our corporate journey.

Deliver sustainable growth

The differentiated product offering, long term customer relations, wide variety of engineering products offered and multiple end user segments creates a well sustainable growth model for the Company.



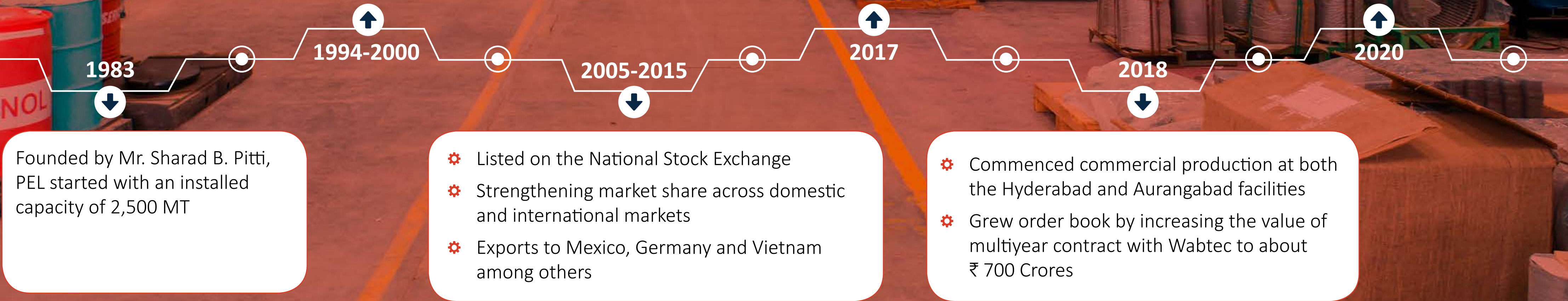
OUR JOURNEY OVER THE YEARS



- ⚙️ Enhanced manufacturing capabilities by commissioning second unit at Hyderabad – an integrated manufacturing unit focused on manufacturing of die cast rotor, machining & assembly
- ⚙️ Established international presence by exporting engineering products to USA
- ⚙️ Listed on the BSE stock exchange

- ⚙️ Commenced the construction of third and fourth green field manufacturing unit at Hyderabad and the mega plant at Aurangabad
- ⚙️ Inked a multi-year deal worth ₹ 500 crore with Wabtec for supplying different engineered products

- ⚙️ Enhanced portfolio with introduction of components of traction motors, under carriage and drive motor parts for Indian Railways (CLW, ICF, BLW)
- ⚙️ Additional capex outlay of ₹ 270 crore proposed



Founded by Mr. Sharad B. Pitti, PEL started with an installed capacity of 2,500 MT

- ⚙️ Listed on the National Stock Exchange
- ⚙️ Strengthening market share across domestic and international markets
- ⚙️ Exports to Mexico, Germany and Vietnam among others

- ⚙️ Commenced commercial production at both the Hyderabad and Aurangabad facilities
- ⚙️ Grew order book by increasing the value of multiyear contract with Wabtec to about ₹ 700 Crores

THE STORY OF OUR TRANSFORMATION

The biggest testament of our transformation journey is showcased by our ability to evolve as complete engineering products solution provider.

YESTERDAY

We started our journey in a nascent market as the manufacturer of sheet metal stamping used in motor industry.

TODAY

We are one of India's largest and most reputed manufacturer of electrical steel laminations, motor cores, sub-assemblies, die-cast rotors, machined components and press tools. We are also the largest exporter of laminations from India. We are today transformed into producers of machined casted and fabricated components, shafts, stator and rotor assemblies and sub-assemblies of components used in diverse industrial applications to emerge as a truly integrated manufacturer of customised assemblies for customers' components.

TOMORROW

We continue to strengthen our position as leaders in the industry. We are disrupting the traditional procurement practices of our clients by offering differentiated products thereby creating a niche markets for us and in the process moving from vendor to partner for our customers.



PEL'S TRANSFORMATION OVER THE DECADES

HOW	1990	2000	2010	2020
<p>Strengthened presence across different application industry</p>	<ul style="list-style-type: none"> Motor Industry 	<ul style="list-style-type: none"> Specialised Motors Generator Industry Aviation Elevators 	<ul style="list-style-type: none"> Traction Motors Traction Alternators Wind Generators Hydro Power Projects Oil and Gas Industry Mining Application Telecom Tower 	<ul style="list-style-type: none"> Super Critical Thermal Generators Mass urban transit systems Generators for Data Farms Electric Vehicle Applications Railway Engine Components Railway Under Carriage Parts Appliances
<p>Bolstered our product lines to cater different industries</p>	<ul style="list-style-type: none"> Sheet metal lamination, punching 	<ul style="list-style-type: none"> Stator and rotor assemblies for small and medium motors Rotors die casting for small and medium motors Slitting and cut to length line Core bonding (gluing) line 	<ul style="list-style-type: none"> Sub-Assemblies manufacturing facilities Aluminium Diecasting for large motors Coil fed blanking line Stator Assemblies with steel casting frame & machined Re-Coating line & de-burring line Duct spacer assembly Line 	<ul style="list-style-type: none"> CNC shaft manufacturing line High speed punching line with auto skew and stitching cores Fabrication line Copper bar assembly and brazing Aluminium TIG welding Ready to use rotor assembly Specialised surface preparation line Laser machining Large CNC machining lines

PEL'S TRANSFORMATION OVER THE DECADES Contd.

HOW	1990	2000	2010	2020
Geographic diversification and strong growth in export business	<ul style="list-style-type: none"> Indian Markets 	<ul style="list-style-type: none"> USA 	<ul style="list-style-type: none"> Canada Germany Mexico UK 	<ul style="list-style-type: none"> Australia Brazil Kazakhstan Japan South Africa Vietnam
Enhanced manufacturing excellence to meet the growing demand	<ul style="list-style-type: none"> 2,500 MT 	<ul style="list-style-type: none"> 6,000 MT 	<ul style="list-style-type: none"> 25,000 MT 	<ul style="list-style-type: none"> 39,600 MT 3,62,800 CNC Machine Hours
Building on our intellectual capital	<ul style="list-style-type: none"> 103+ 	<ul style="list-style-type: none"> 251+ 	<ul style="list-style-type: none"> 949+ 	<ul style="list-style-type: none"> 933+

NEW GROWTH DRIVERS

India to be next global manufacturing hub

Increasing tendency of global manufacturing companies shifting their base away from China in the aftermath of the pandemic, puts India in a sweet spot owing to its geostrategic location, large market, skilled labour supply and low labour costs. With Emphasis on import substitution and exports from India under the Aatmanirbhar Bharat Abhiyaan, coupled with the Production Linked Incentive (PLI) scheme for investments in manufacturing across key sectors- India has set the wheels in motion to become a preferred destination for manufacturing across the globe.

Transition from carbon to carbon-neutral energy by 2050

The pathway to decarbonization of the global economy is estimated to witness annual clean energy investments more than triple by 2030 to nearly USD 4 trillion, resulting in a clean and resilient energy economy dominated by renewables instead of fossil fuels¹.

¹IEA: <https://www.iea.org/reports/net-zero-by-2050>

Growing transportation needs

Transport demand per capita is expected to rise significantly driven by growth in passenger and freight activity, across the globe. While modal shift to lower carbon transport such as electric vehicles and metro rail is expected to attract considerable investments, increasing urbanization and initiatives to decarbonize the freight transport will drive uptake of rail transport.

Rising investments in private capex cycle

With improving economic conditions and vaccination program, the investments in private capex cycle is likely to pick up due to increasing demand, increased government spending in recent times and pick up in consumption.

Consumer appliances

Consumer appliances industry is set to witness growth due to increased demand from households in the wake of work from home culture, shifting trends towards nuclear families and consumer preference for convenience in their daily lives.

Innovations & Technological advancement

Demand arising from sunrise sectors such as data centers, 5G infrastructure among others, owing to technological advancement and increasing investment from incumbent player, augers well for the industry.



KEY FIGURES

We achieved a capacity utilization of

60.30%

in FY21

We generated a topline of

₹518.17 cr

in FY21

We achieved an EBIDTA of

₹78.04 cr

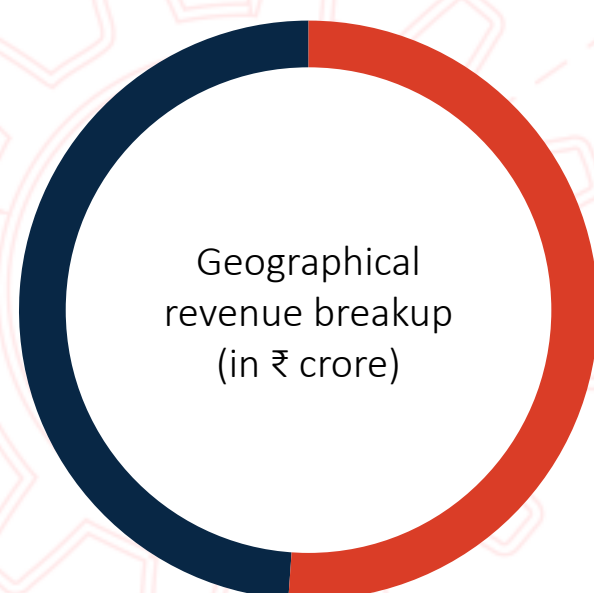
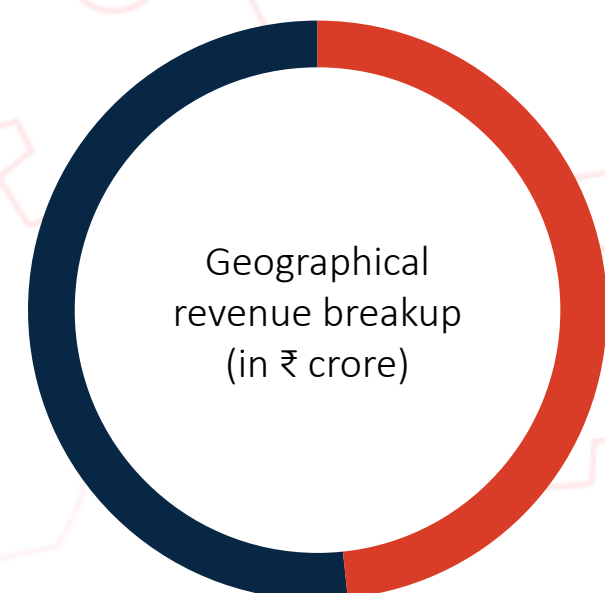
in FY21

We achieved a PAT of

₹28.78 cr

in FY21

Revenue by geography



Domestic

FY20
317.10

FY21
338.03

International

FY20
211.64

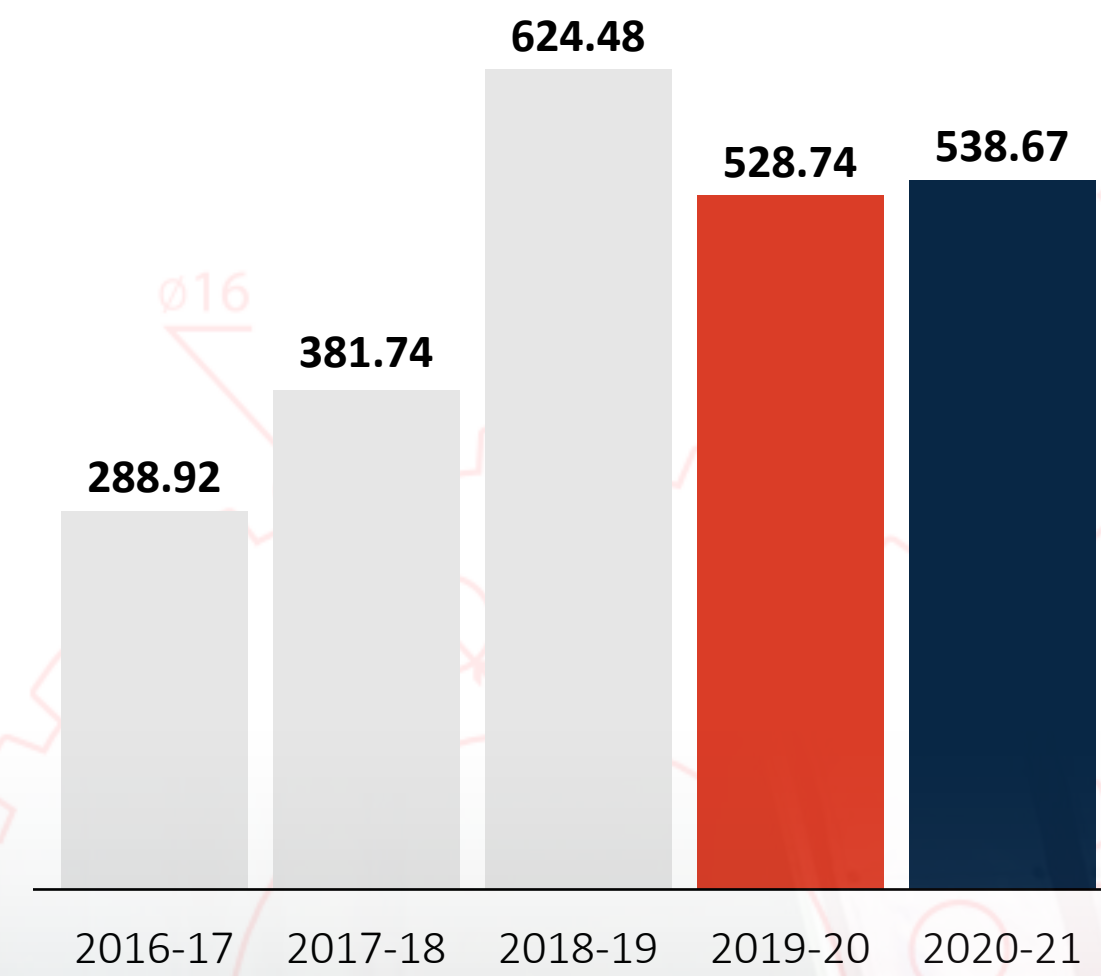
FY21
200.64



OUR GROWTH IN NUMBERS

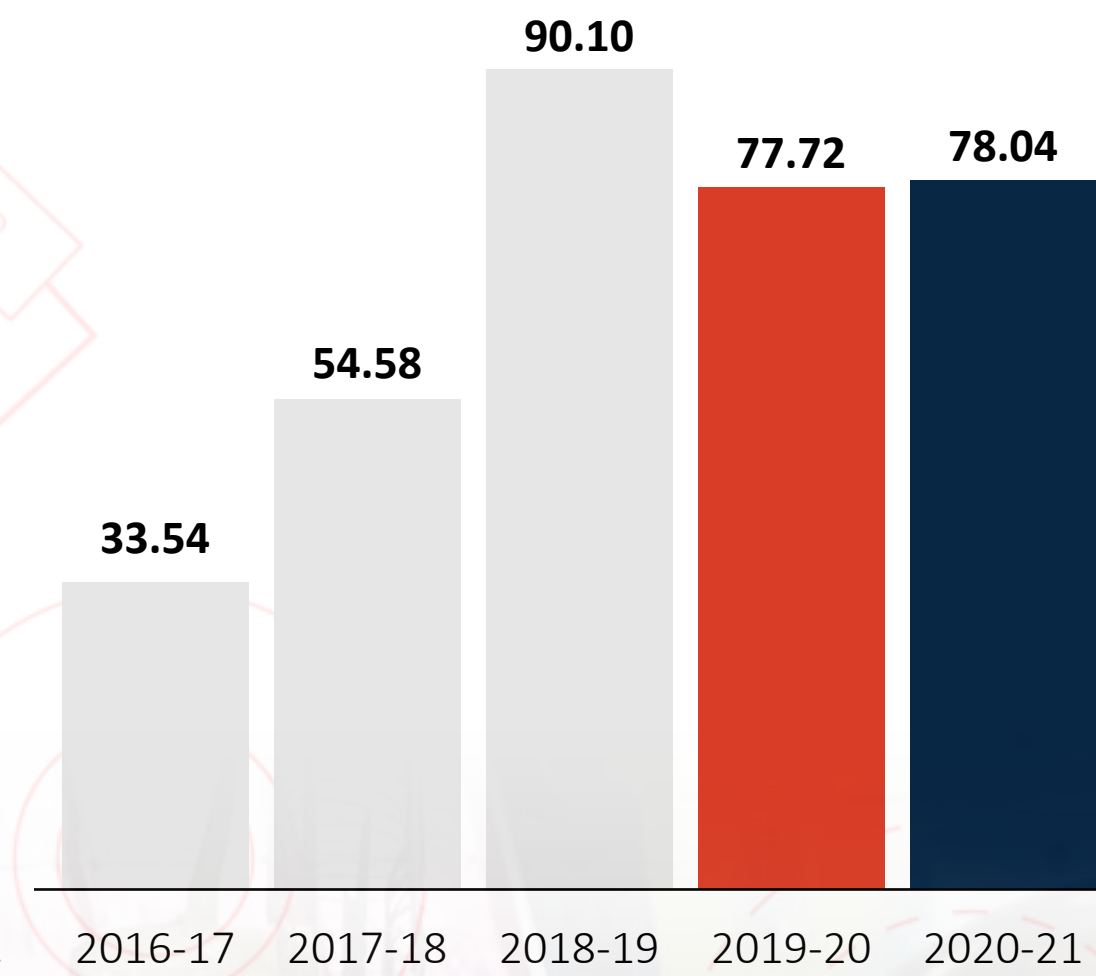
Revenues

(₹ crore)



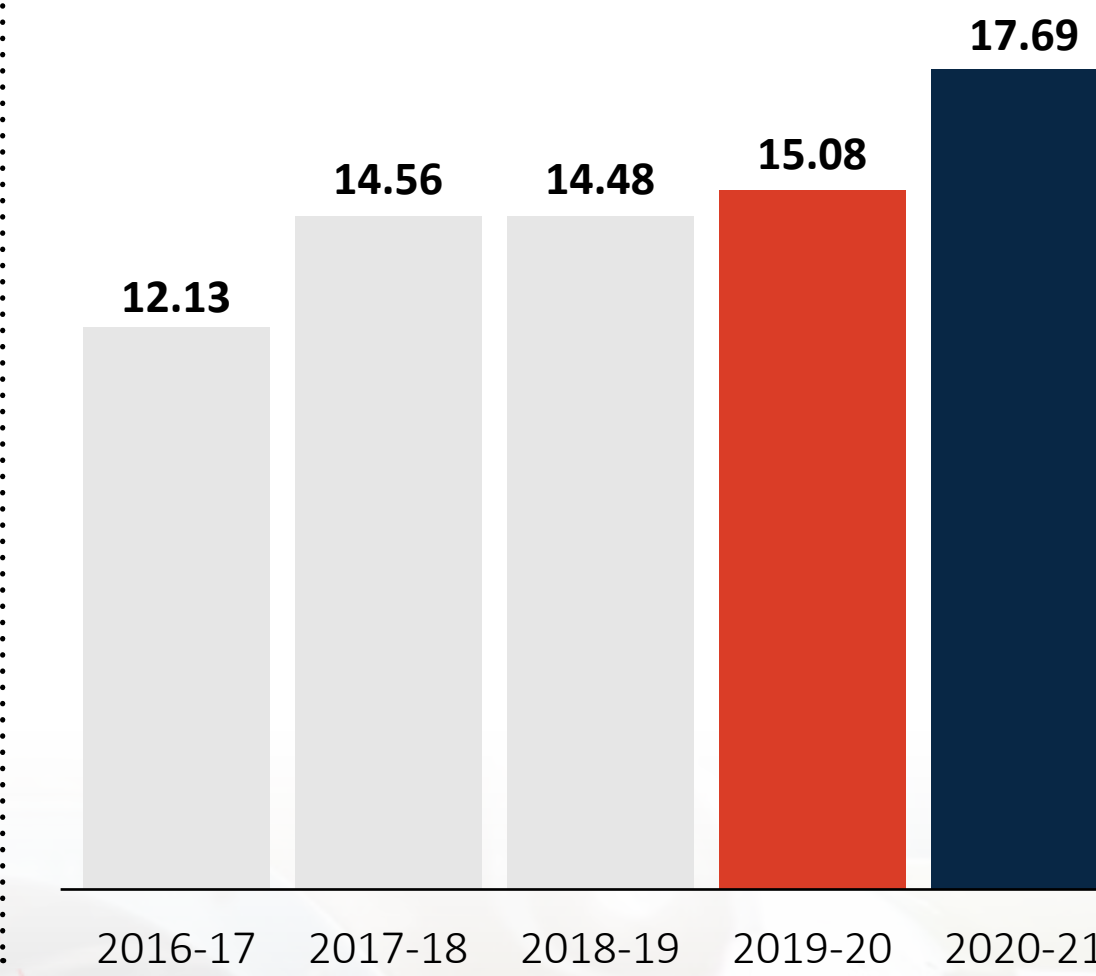
EBIDTA

(₹ crore)



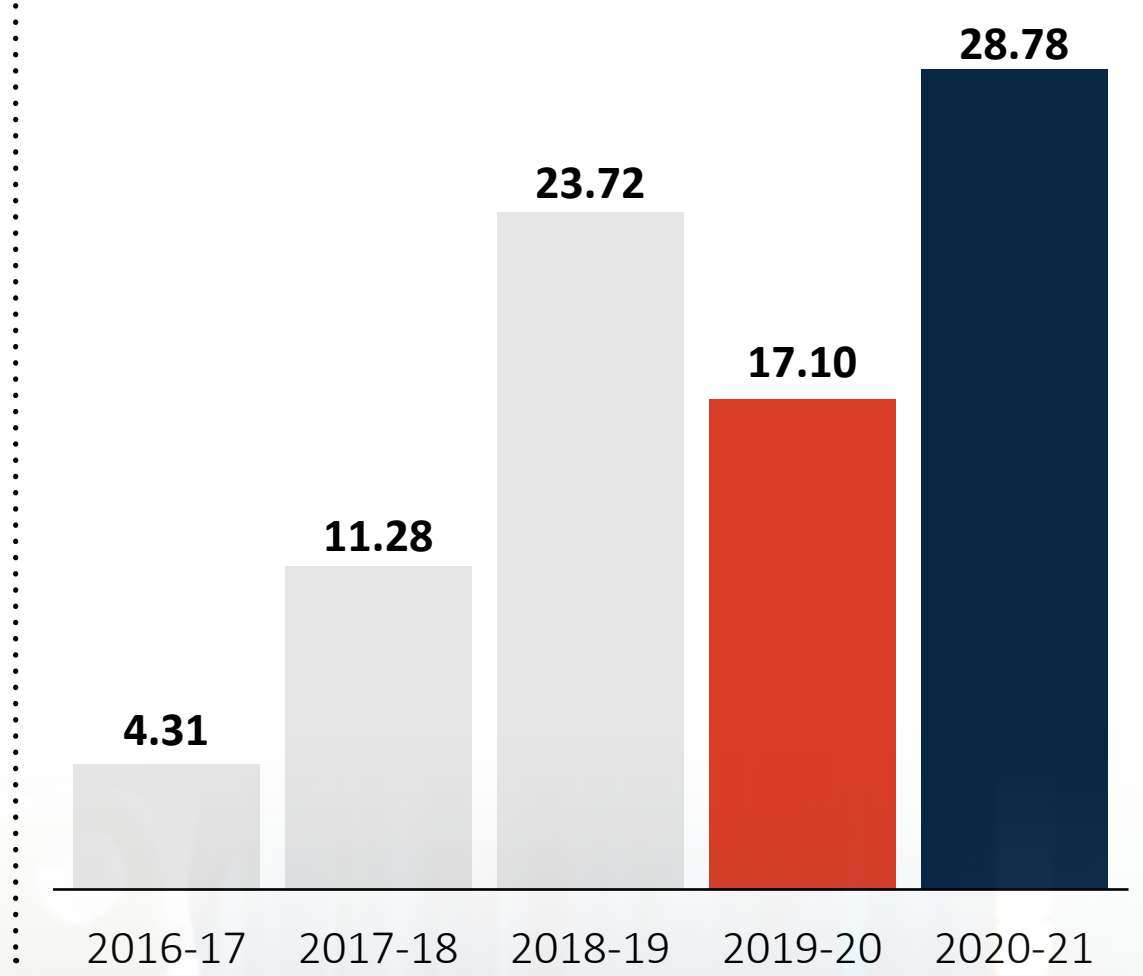
EBIDTA margin (incl. Incentives)

in %



PAT

(₹ crore)

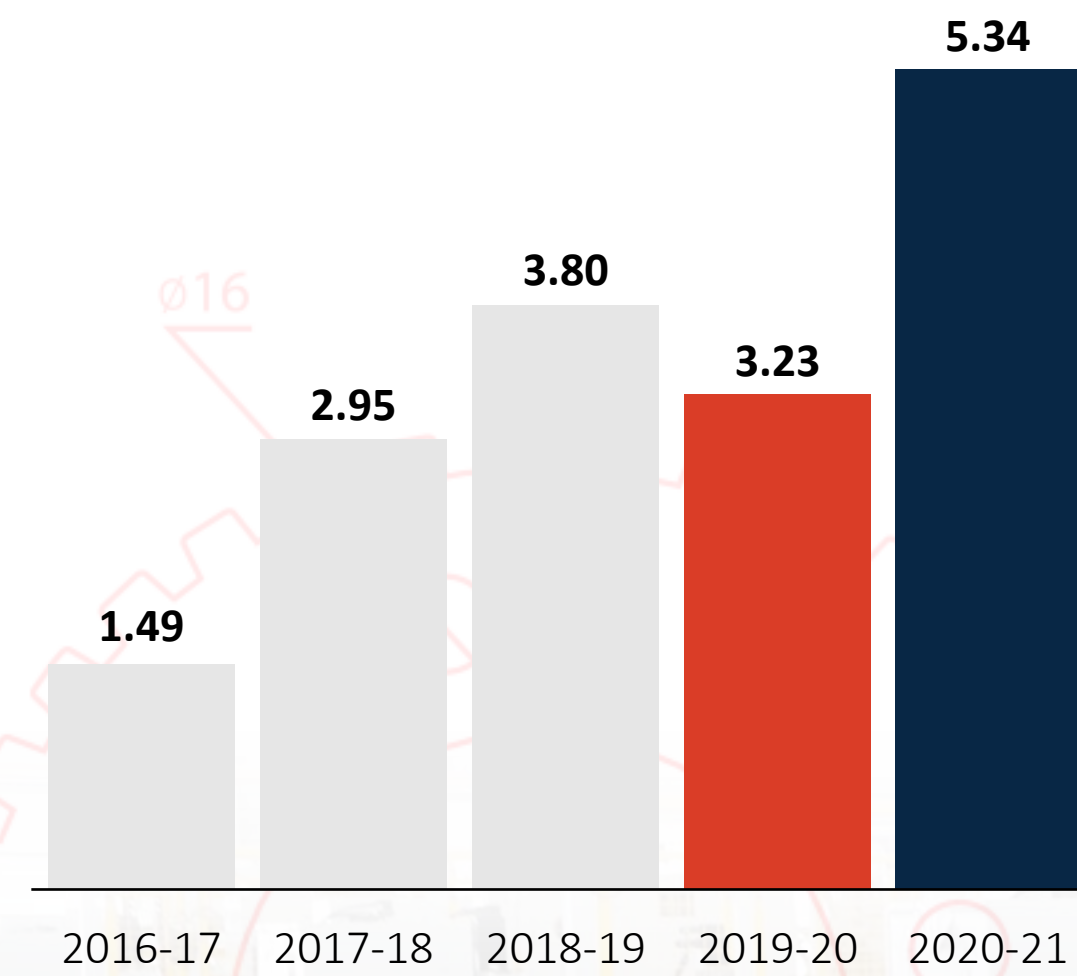


OUR GROWTH IN NUMBERS CONTD.



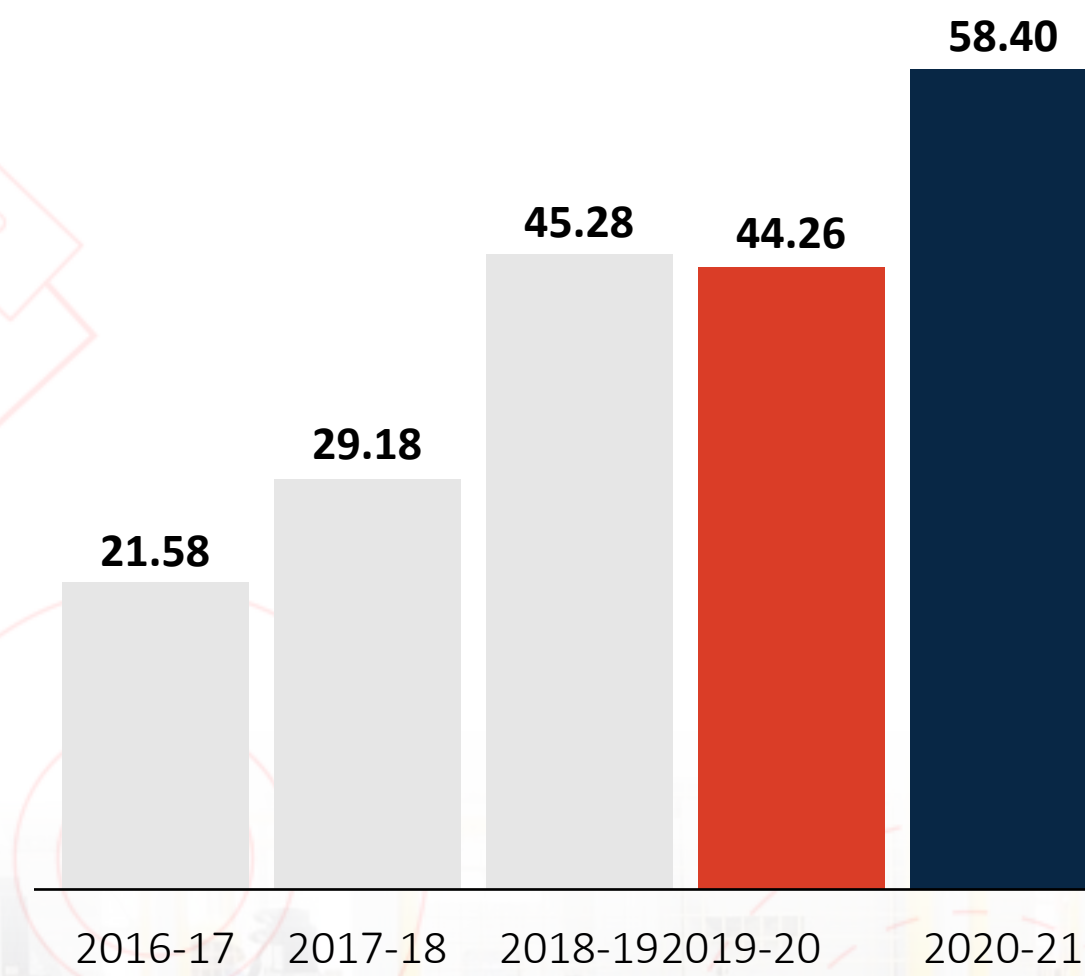
PAT margin

in %



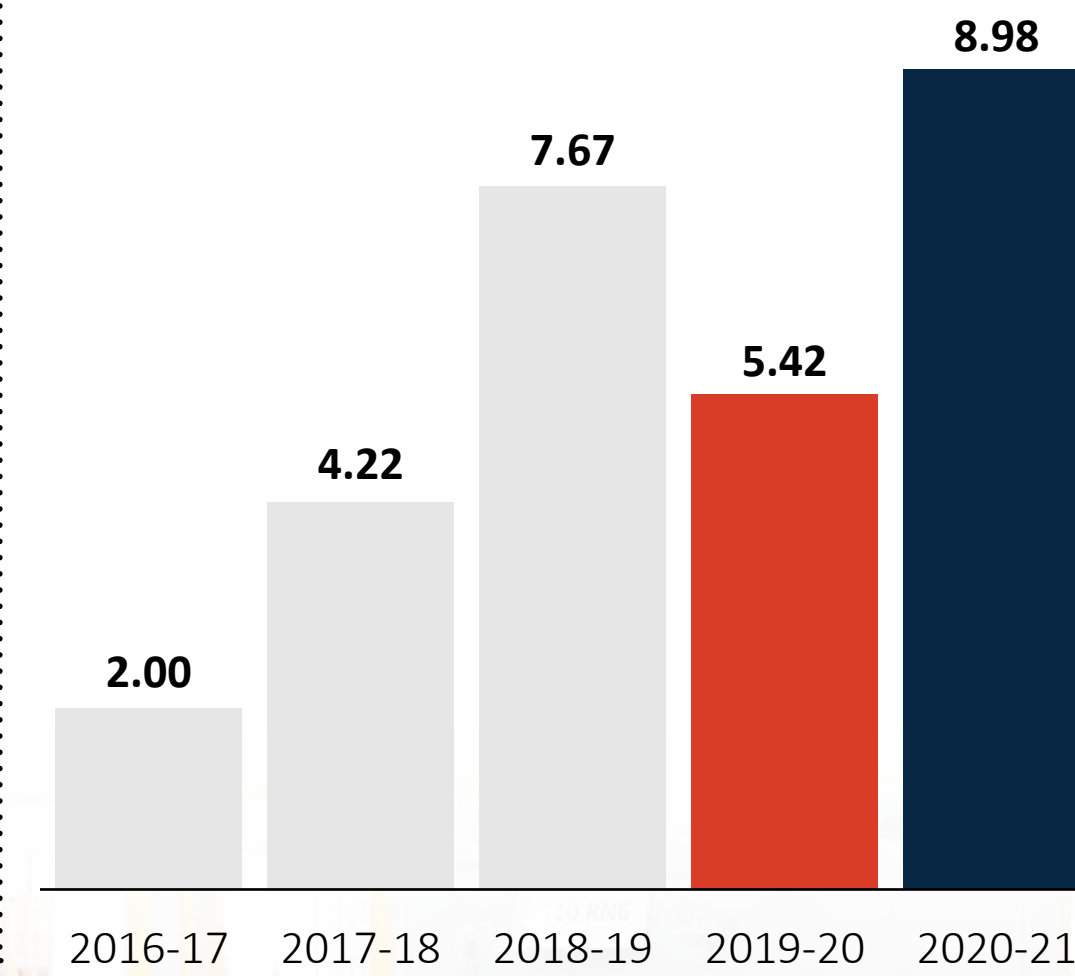
Cash profit

(₹ crore)



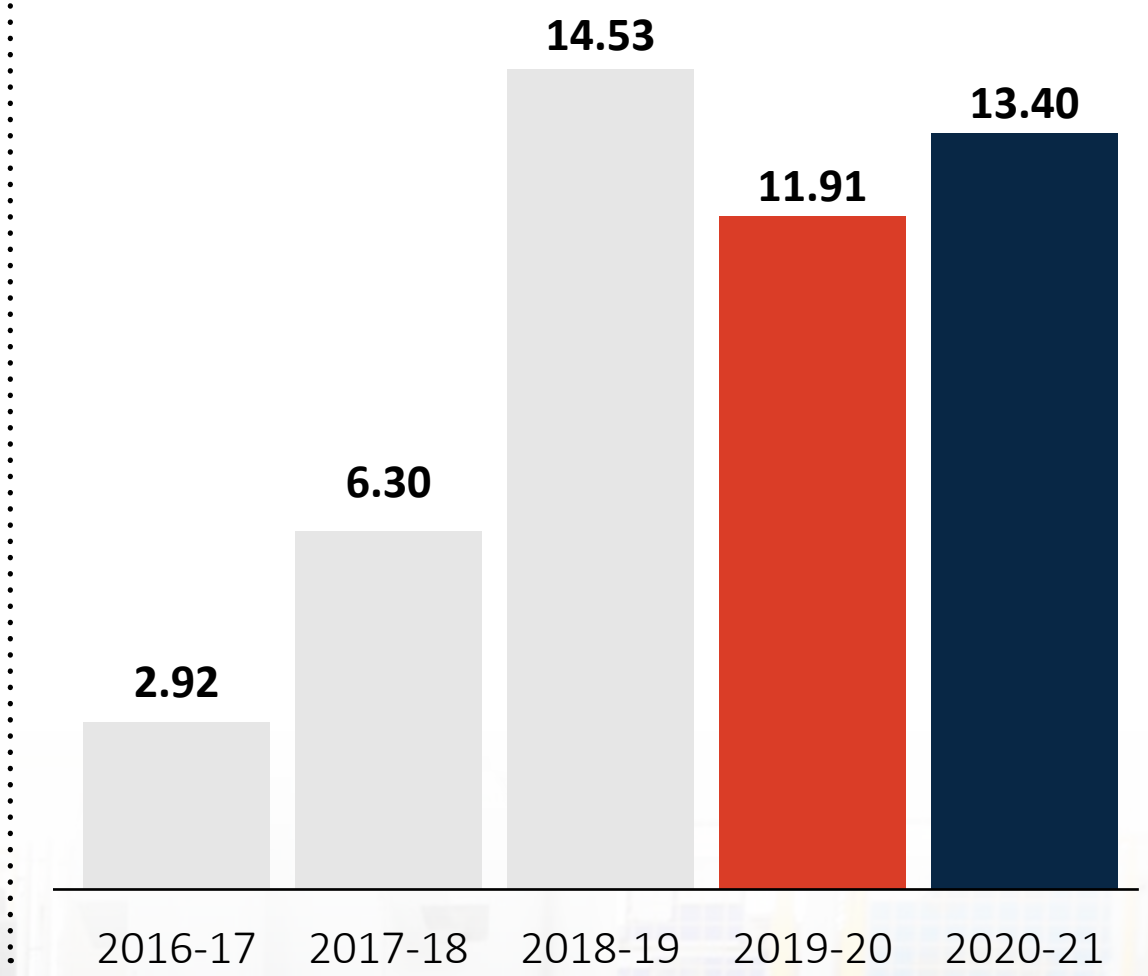
EPS

(₹)



RoCE (pre-tax)

in %



VISIONARIES LEADING FROM THE FRONT

Shri Sharad B Pitti **Chairman & Managing Director**

He is the founder of the Company, belonging to a renowned business family of Hyderabad. He is a visionary and a pioneer for lamination manufacturing in the organised sector in India. Shri Sharad B Pitti has played a pivotal role in PEL's growth and development over the years.

Shri Akshay S Pitti **Vice Chairman & Managing Director**

A born Entrepreneur, Shri Akshay S Pitti, started his journey in PEL at a very early age. Over the years, he moved up through the ranks after acquiring a deep understanding of different business processes and rich business experience. Under his leadership the Company has taken giant steps towards making PEL a more technologically advanced and a globally renowned Company.



MANAGEMENT TEAM

Shri Nand Kishore Khandelwal

President Corporate Resources & CFO

A qualified Chartered Accountant with 30 years of rich experience in management positions for finance function and operations roles across diverse industries like agro-based processing & FMCG, aluminium extrusion and iron & steel castings. He is responsible for financial planning, accounts & controlling, information technology and human resources & admin.

Shri Sandip Agarwala

President Marketing & Operations

He is a Postgraduate in Business Administration. He has 19 years of experience in the field of marketing and business development matters. He is responsible for marketing & operations of the company.

Shri Rishab Gupta

President Strategic Supply Chain Management

He is a Post Graduate in Business Administration. He has rich experience in the field of supply chain management. He is responsible for supply chain management and projects & maintenance.

Shri Varunn Agarwal

President Projects & Rail Business

He is a Commerce graduate and brings rich industrial experience with him, specifically in manufacturing sector. He is responsible for railway projects and castings.



AWARDS AND ACCOLADES

2007

Received Growth Award
from GE Transportation

2011

Received Growth Award
from GE Transportation

2012

Best Supplier of the Year
received from One GE

2015

Best Supplier -
Quality from One GE

2015

Best Supplier –
Lean & Fast from One GE

2016

Appreciation from
GE Transportation for
development of india loco
parts

2019

Wabtec Corporation – Supplier of the
year award.

Cummins India Limited - Product
development support excellence
award during the year 2019.

ABB India Limited Best
performer in the category of quality/
on time delivery/lead time during the
year 2018.



OUR MANUFACTURING CAPABILITIES

TELANGANA



MAHARASHTRA



⚙️ Gross Block + CWIP: ₹ **228.02 Cr.**

⚙️ Installed capacity:
10,000 MT (laminations)
2,83,600 (CNC Machine Hours)

⚙️ Gross Block + CWIP: ₹ **195.71 Cr.**

⚙️ Installed capacity:
29,600 MT (laminations)
79,200 (CNC Machine Hours)

FUTURE PLANS

The Company has announced a Capex Plan of ₹ 270 Crores in June 2020 which in progress.

Mega Project

We have signed a MoU with Government of Maharashtra (GoM) to avail incentives and benefits under the Package Scheme of Incentives (PSI) 2013 for our Mega Project at Aurangabad.

₹ **2166.13 Lakhs**

Of industrial policy subsidy has been approved by the GoM for FY19 and FY20, of which ₹ 1624.59 lakhs is sanctioned in June 2021



