



BOMBAY STOCK EXCHANGE LIMITED  
CORPORATE SERVICES  
FLOOR 25, P.J. TOWERS  
DALAL STREET  
MUMBAI 400001.

FAX: 22723121/2037  
2041/2061/2039/3719

E:SEC: 1012

**BY COURIER**

DATE: 12/02/2016

Dear Sirs

Sub: Submission of presentation made at the Analysts / Investors Meet on 11/02/2016 as per Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulation, 2015.

The presentation made at the Analysts / Investors Meet on 11.02.2016

Kindly acknowledge the receipt and do the needful to update your records.

Thanking you,

Yours faithfully  
For ELGI EQUIPMENTS LIMITED

VAISHNAVI PM  
COMPANY SECRETARY

Encl: As Above.

**ELGI EQUIPMENTS LIMITED**

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Thursday  
**11 February, 2016**

**ELGI**<sup>TM</sup>  
Always Better.

# Analyst & Investor Meet

# Background



**LRG Naidu**  
The Founder

**Born in 1894**

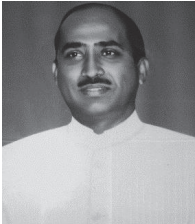
◦ **Worked as a ticket collector from 1915**

**Started a bus company in 1918**

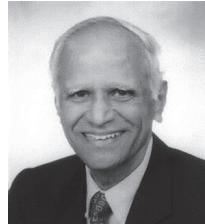
◦ **Built a fleet of 300 buses**

**Started two airline companies in 1946**

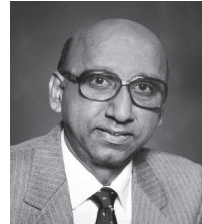
◦ **All the businesses were nationalized between 1948 and 1960**



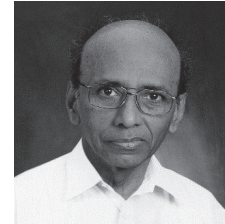
**LG Balakrishnan**



**LG Varadaraj**



**LG Ramamurthi**

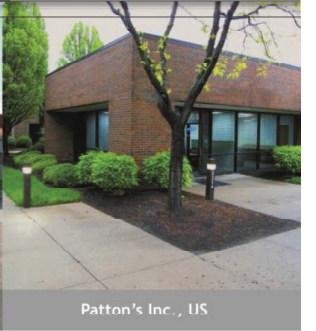
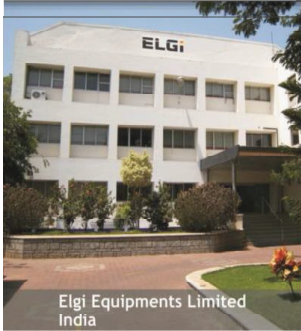


**LG Nityanand**

**Sons of LRG Naidu who moved the business from services into manufacturing in 1959 and built a group that is today \$ 400 million in revenue**



**ELGI EQUIPMENTS LIMITED**  
Over 50 years of Enduring Partnerships



# Air Center Plant

ELGI operates four factories in the world with the same high quality standards using its own airends.



**5,000,000**  
Square feet of factory  
land

**1,000,000**  
Square feet of factory  
space

# Technology Capability

## TECHNOLOGY CAPABILITY : AIRENDS

ELGI has designed and developed a family of single stage oil-injected airends in the power range of 0.5 to 300 kW



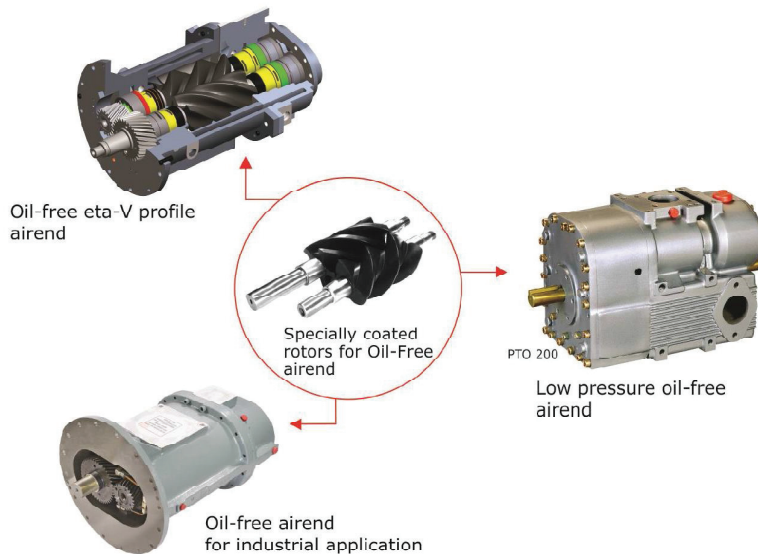
ELGI has developed a range of encapsulated airends in the power range of 2.2 to 75 kW



# Technology Capability

## TECHNOLOGY CAPABILITY : OIL-FREE AIRENDS

ELGI designs and manufactures oil-free airends and air compressors. ELGI's unique eta-V rotor design reduces pressure losses and increases stage efficiencies, leading to an optimized compressed air system.



### RANGE

**125 - 3000 cfm**

**1.2 - 10 bar g**

### COATING

- Special PTFE-PFA coating for compression without lubricant or cooling agent
- Corrosion resistant
- Dry lubricant. Does not require refill
- Food grade coating

# Technology Capability

## TECHNOLOGY CAPABILITY : CENTRIFUGAL COMPRESSOR

ELGI designs and manufactures its own range of centrifugal compressors.



Rotor Assembly  
with the indigenously  
designed impeller in the foreground

## SOFTWARE

- MathCad: programming in scientific and engineering applications
- LabView: data acquisition, processing
- CompAero: aero-thermo design and performance estimation of centrifugal compressor components
- DyRoBes<sup>®</sup>: rotor dynamic analysis and design, journal & thrust bearing design
- Lisa: Finite Element Analysis



# Technology Capability

## TECHNOLOGY CAPABILITY : OIL-FREE SCREW AIR COMPRESSORS

With in-house oil-free technology, the compressors are engineered to deliver maximum uptime and reliability.



### TWO STAGE - OF SERIES

Air cooled/water cooled

**22 - 550 kW**

**125 - 3000 cfm**

**4.5 - 10 bar g**

### SINGLE STAGE - OF:L SERIES

Water cooled

**90 - 160 kW**

**750 - 1800 cfm**

**1.2 - 3.5 bar g**



# Technology Capability

## TECHNOLOGY CAPABILITY : ELECTRIC POWERED SCREW AIR COMPRESSORS

The EG Series compressors represent superior value proposition with each component designed for reliability and ease of maintenance. The compressor is manufactured in compliance with applicable international standards (UL, ASME and CE).



### SINGLE STAGE - EG SERIES

**11 - 250 kW**

**47 - 1612 cfm**

## Technology Capability

### TECHNOLOGY CAPABILITY : ELECTRIC POWERED SCREW AIR COMPRESSORS

ELGI's EN series screw compressors are designed to encapsulate all functional components and compressor within a common housing. With its small footprint, high reliability and low maintenance, the compressors are ideal for all industrial applications where size, efficiency and cost matter.



#### ENCAPSULATED EN SERIES

**2.2 - 75 kW**

**8.0 - 469 cfm**

# Technology Capability

## TECHNOLOGY CAPABILITY : DIESEL PORTABLE COMPRESSORS

ELGI has a legacy of providing reliable compressed air solution for the construction, mining, water-well drilling and oil and gas industries for over four decades.



### RANGE

Application	Free-air delivery	Pressure
	(Range in cfm)	(Range in psig)
Construction & Mining	175 - 1100	100 - 350
Water-well drilling	475 - 1500	150 - 400
Oil and gas exploration	900 - 1100	350

# Technology Capability

## TECHNOLOGY CAPABILITY : ELECTRIC PORTABLE COMPRESSORS

ELGI's electric trolley compressor offer significant savings in operating costs in applications such as powering breakers and tools in marble, granite and blue metal quarries.



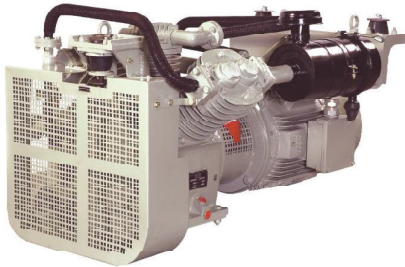
### RANGE

kw	cfm	psig
22 - 75	130 - 500	100 -150

# Technology Capability

## TECHNOLOGY CAPABILITY : RAILWAY AIR COMPRESSORS

ELGI provides compressors for electrical and diesel locomotives, auxillary compressors, exhausters, wind screen wipers and water raising apparatus.



### ELECTRIC LOCOMOTIVES

**14 - 20 HP**

**35 - 85 cfm**



### DIESEL LOCOMOTIVES

**14 - 100 HP**

**35 - 218 cfm**

# Technology Capability

## TECHNOLOGY CAPABILITY : OIL LUBRICATED RECIPROCATING AIR COMPRESSORS

ELGI'S oil-lubricated reciprocating compressors are designed for ease maintenance and unparalleled performance in the long run.



Single & Two stage



High volume & High pressure



Pet Compressor

### SINGLE AND TWO - STAGE

**3.0 to 15 HP**

**8.8 - 49 cfm**

### HIGH VOLUME & PRESSURE

**3.0 - 40 HP**

**3.5 - 128 cfm**

### PET COMPRESSOR

**15 - 20 HP**

**30 - 54 cfm**

# Technology Capability

## TECHNOLOGY CAPABILITY : OIL-FREE RECIPROCATING AIR COMPRESSORS

ELGI's oil-free reciprocating compressors cater to the increased need of industrial and research institutions for higher purity in compressed air applications.



Oil-free



High volume oil-free



Dr. Vayu

**OIL-FREE**  
**5.0 - 15 HP**  
**14.5 - 45 cfm**

**HIGH VOLUME OIL-FREE**  
**25 - 75 HP**  
**100 - 300 cfm**

**DR. VAYU OIL-FREE**  
**1.0 - 4.0 HP**  
**1.77 - 10.6 cfm**



# Technology Capability

## TECHNOLOGY CAPABILITY : AIR ACCESSORIES

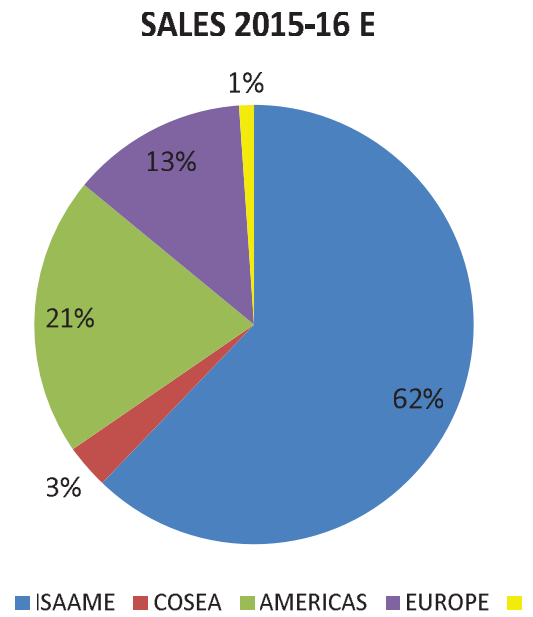
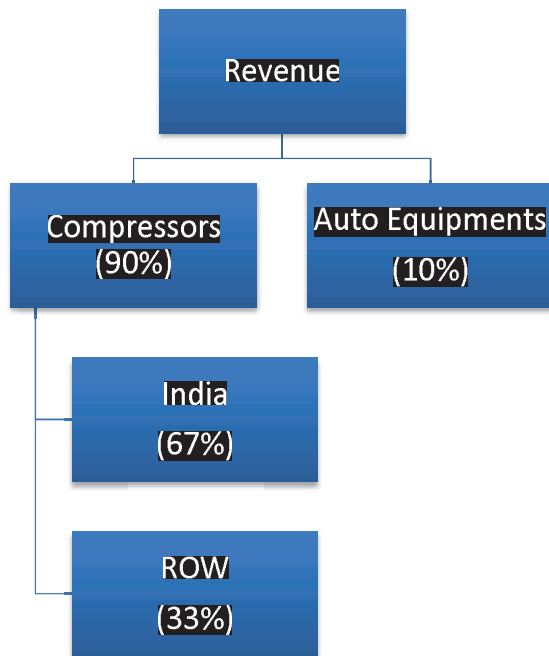
ELGI offers complete compressed air solutions for high air quality and energy savings.

### ACCESSORIES

- Air Receivers
- Air Dryers
- Air filters
- Drain valves
- VFD
- ASSC

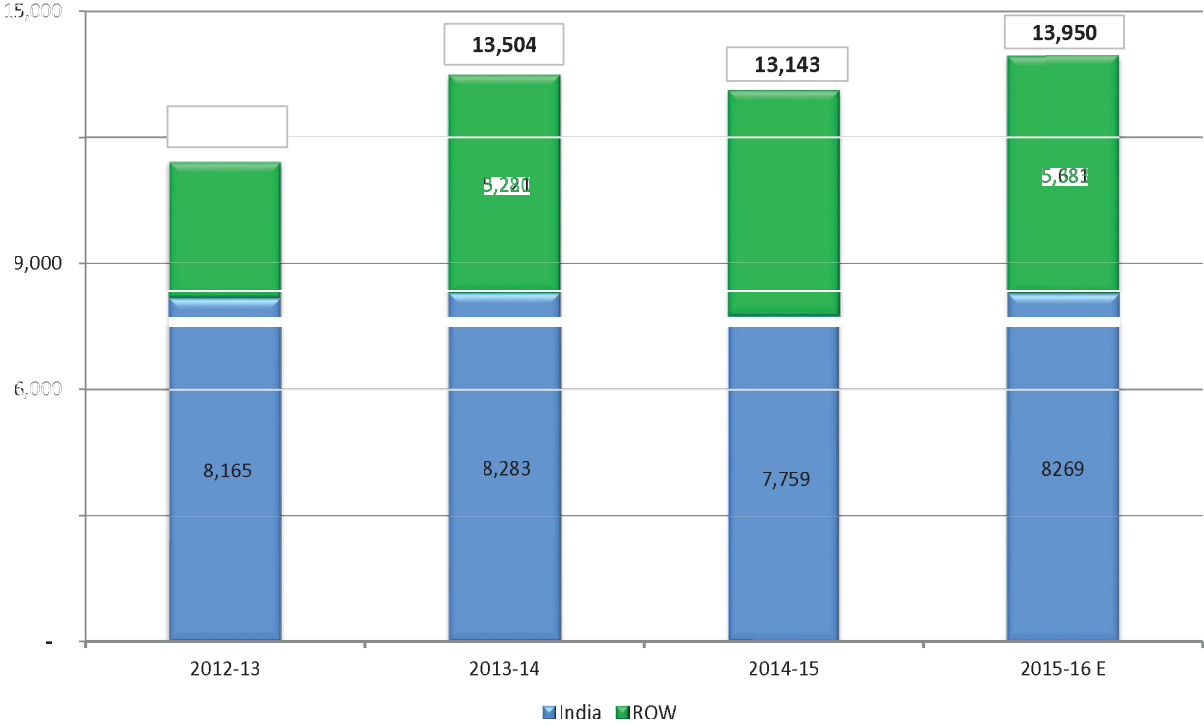


# Revenue Mix



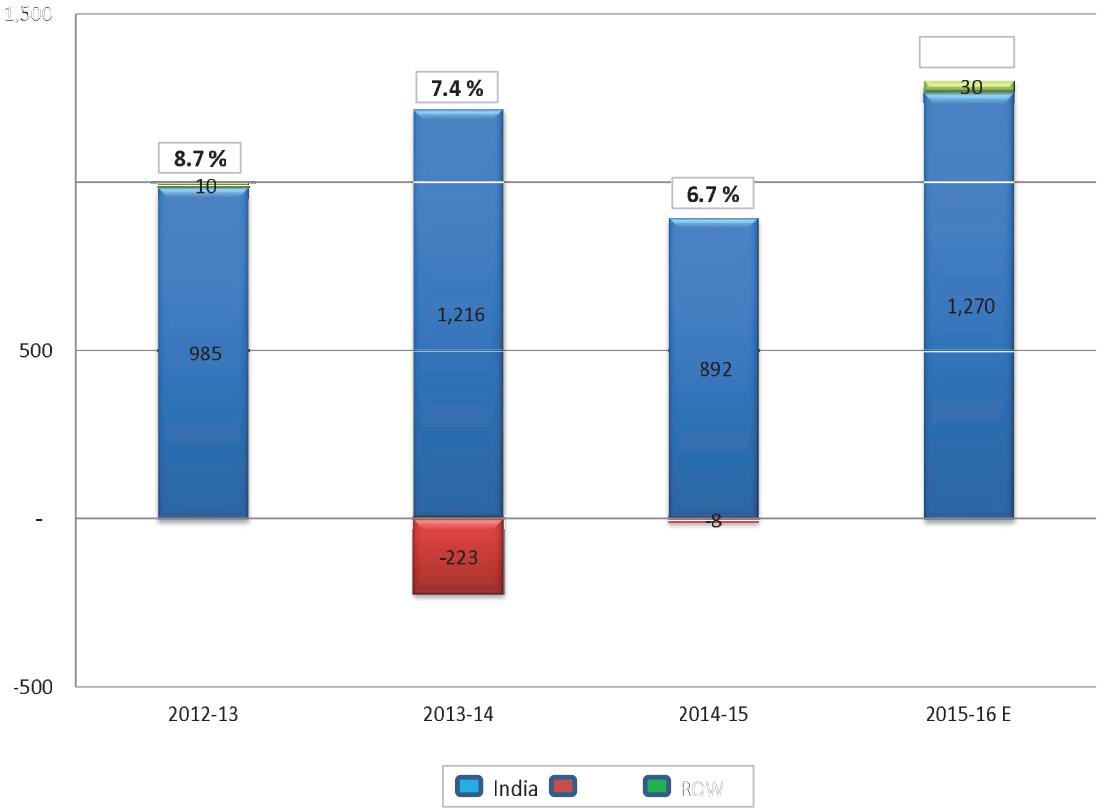
# Sales Performance

Rs. in Mn

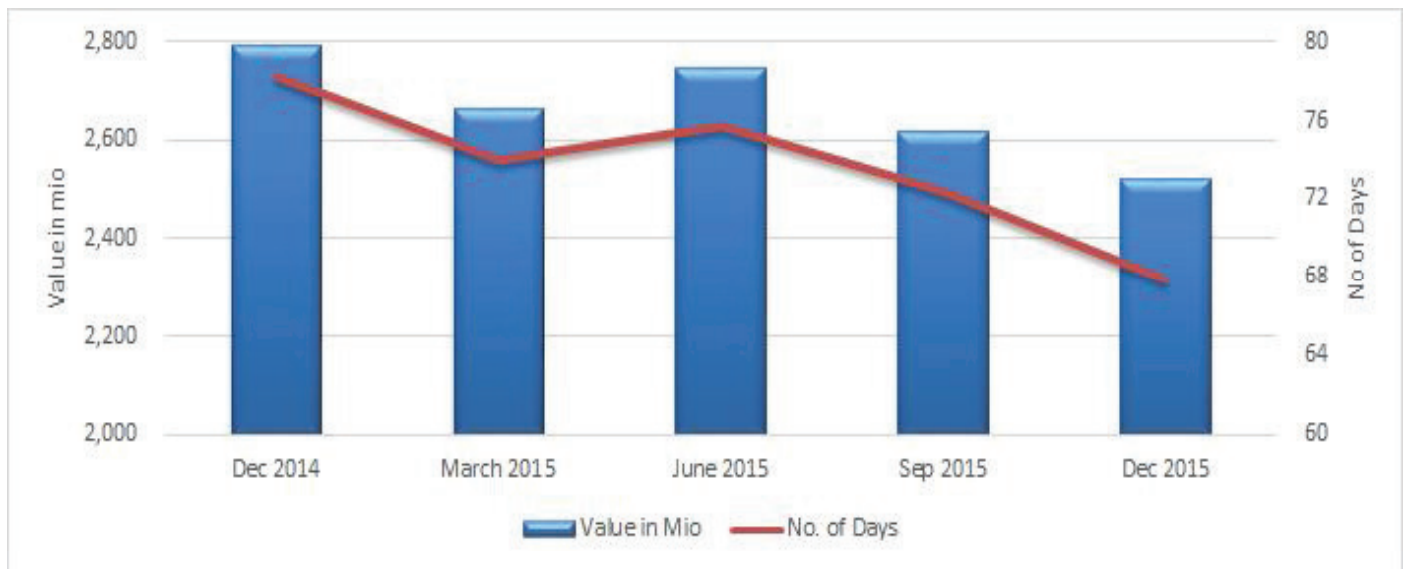


# EBIDTA

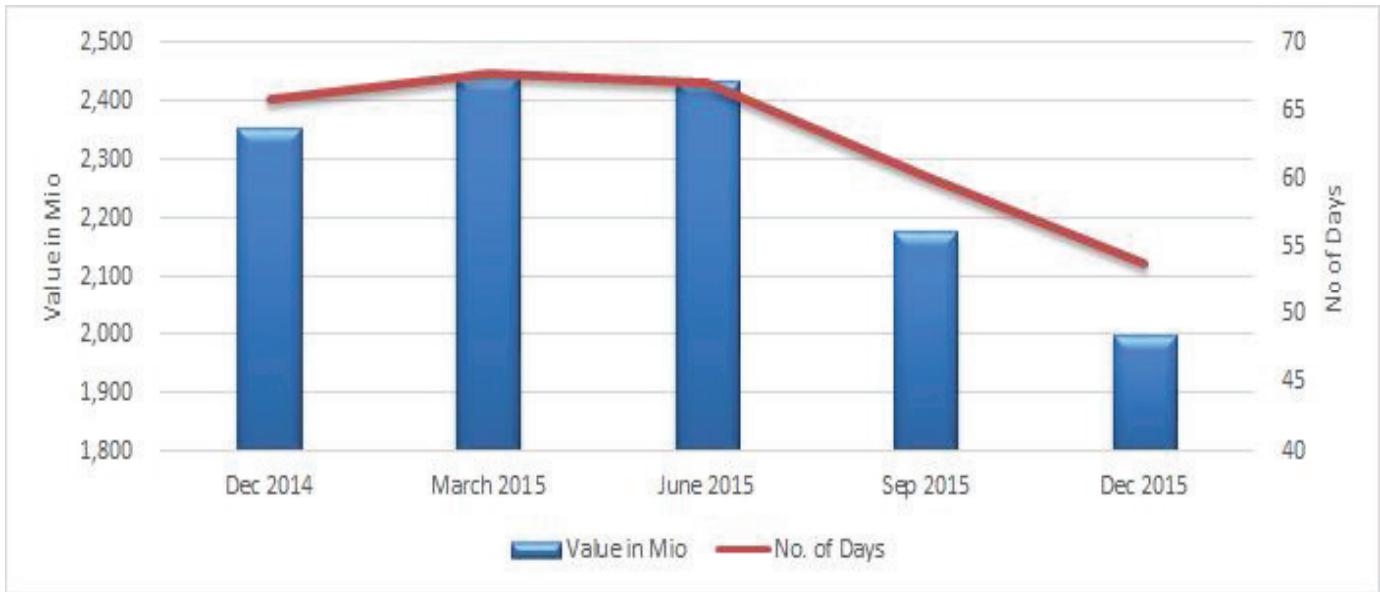
Rs. In Mn



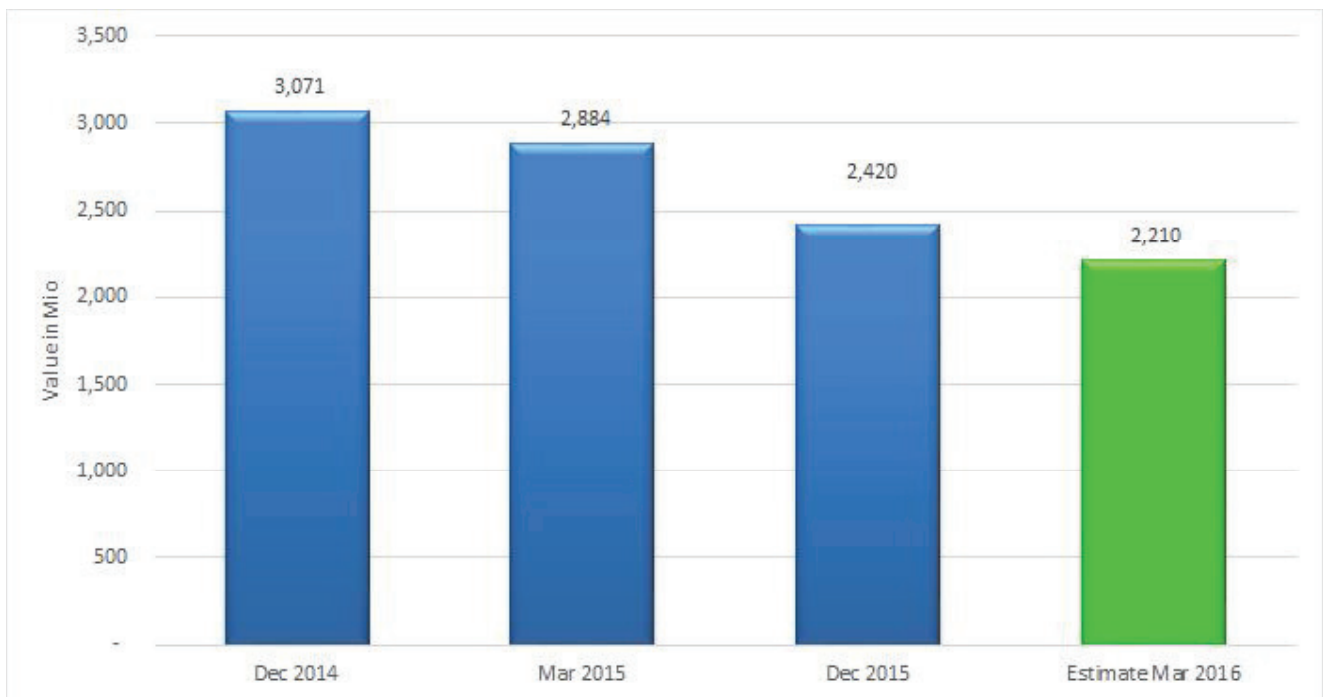
# Inventory



# Receivables



## Net Debt Position



**Thank You**