

# Elpro International Ltd

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CIN : L51505MH1962PLC012425

Date: 13<sup>th</sup> July, 2017

To,  
BSE Limited  
PJ Towers, Dalal Street, Fort,  
Mumbai- 400001

Sub: Investor Presentation for July, 2017

Dear Sir,

With reference to the above caption subject, we hereby enclose Investor Presentation for the month of July, 2017.

Kindly take the same in your records

Thanking You

Yours faithfully

For Elpro International Limited



Binal Khosla  
Company Secretary



# Elpro International Limited

Investor Presentation July 2017

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- Investment in PNB MetLife, a leading Life Insurance Company
- Equity Shareholding – 12.7%
- MetLife, Inc., is one of the world's leading life insurance providers

## Real Estate



- Total Plot Area : 1,06,774.31 Sq. Mts
  - Completed: 23,201.87 Sq. Mts & Partly Completed: 49,113.69 Sq. Mts
  - Industrial Plot: 27,500.65 Sq. Mts
  - Open Land
    - To Develop : 34,458.78 Sq. Mts

## Surge Arrestors



- One of the leading brands in South Asia in the design, manufacture and supply of High Voltage Arresters & Low Voltage Metal Oxide Varistors
- Only company outside the US to manufacture surge arresters and zinc oxide discs with GE technology

# Management Team



## Mr. Deepak Kumar Singh

Chairman, MD & Head of Real Estate Business

He is a Management graduate and an astute Retail & Real estate professional with two decades of experience in real estate services. Worked with top companies like ITC, Reliance, Future Group & Virtuous Retail with a total experience of 18 years.

## Mr. Surbhit Dabriwala

Promoter Director

He is a Bachelor of Arts and Science from University of Pennsylvania with experience in Manufacturing, Investments and Real estate.

## Mr. Sambhaw Kumar Jain

Chief Financial Officer

Chartered Accountant and has more than 15 years experience in industries like Plywood, Timber, Electrical Equipments and Real Estate. He is representing the group companies for more than 10 years.

## Mr. Sunil Khandelwal

Director & Head of arrestors business

He is a LL.B (hons), B.SC with expertise in areas of textiles and electrical products in the manufacturing sector.

## Ms. Binal Khosla



Company Secretary

She is a member of the Institute of Company Secretary of India having experience in secretarial and compliance department in Construction & Engineering Industry.

# Insurance



## Bringing together

	
<p>Financial strength of a leading global life insurance provider</p>	<p>Credibility and reliability of one of India's oldest and leading nationalised banks</p>
<p>Holds 26% stake in PNB Metlife</p>	<p>Holds 30% stake in PNB Metlife</p>
<p>MetLife, through its subsidiaries and affiliates, is a global provider of life insurance, annuities, employee benefits and asset management.</p>	<p>PNB, is one of the largest nationalized banks was also India's first Swadeshi Bank, in India started in 1895</p>
<p>Serving approximately 100 million customers and 90 of the FORTUNE 100® as clients Has operations in ~ 50 countries and holds leading market positions in the United States, Japan, Latin America, Asia, Europe and the Middle East</p>	<p>Network of 6,937 Domestic branches and 10,681 ATMs as on 31st March 2017 Overseas presence in 9 countries along with 4 Subsidiaries, Associate and Joint Ventures</p>



© PNTS

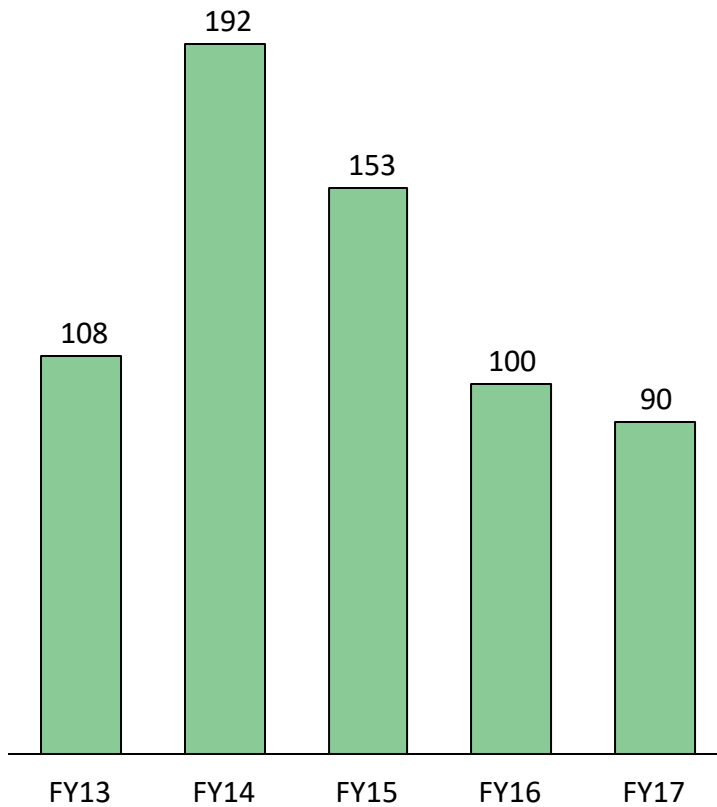
## *One of the leading life insurance companies in India*

- Present in India since 2001
- PNB MetLife is present in over 115 locations across the country and serves over 100 million customers in more than 8,700 locations through its strong bank partnerships with PNB, JKB and KBL
- Provides a wide range of protection and retirement products through its Agency sales of over 10,000 financial advisors and multiple bank partners, and provides access to Employee Benefit plans for over 800+ corporate clients in India
- Major Shareholders include: MetLife International Holdings LLC (MIHL), Punjab National Bank Limited (PNB), Elpro International, IGE, Jammu & Kashmir Bank Limited (JKB), M. Pallonji and other private investors



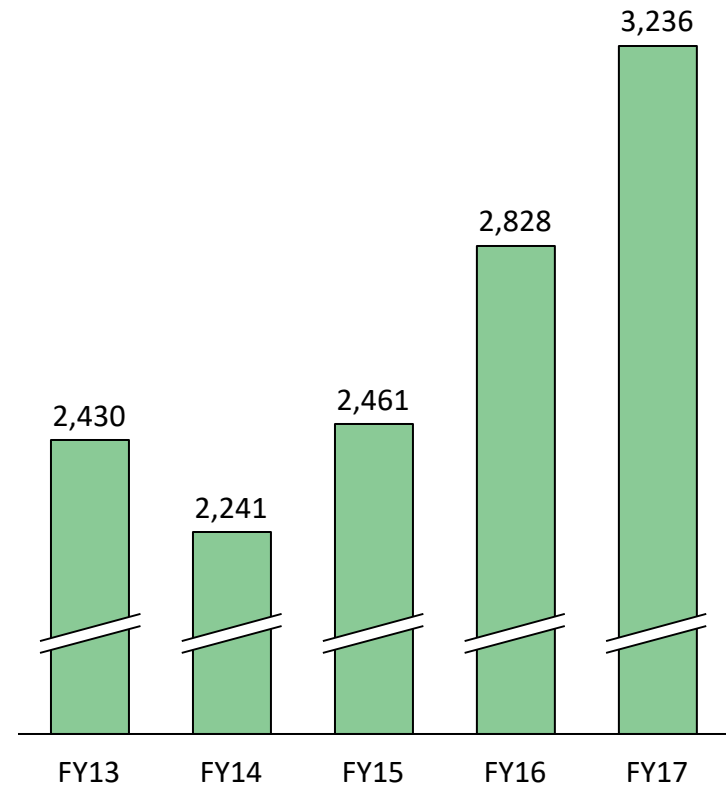
## Statutory Profit

Rs Crores



## Statutory Premiums

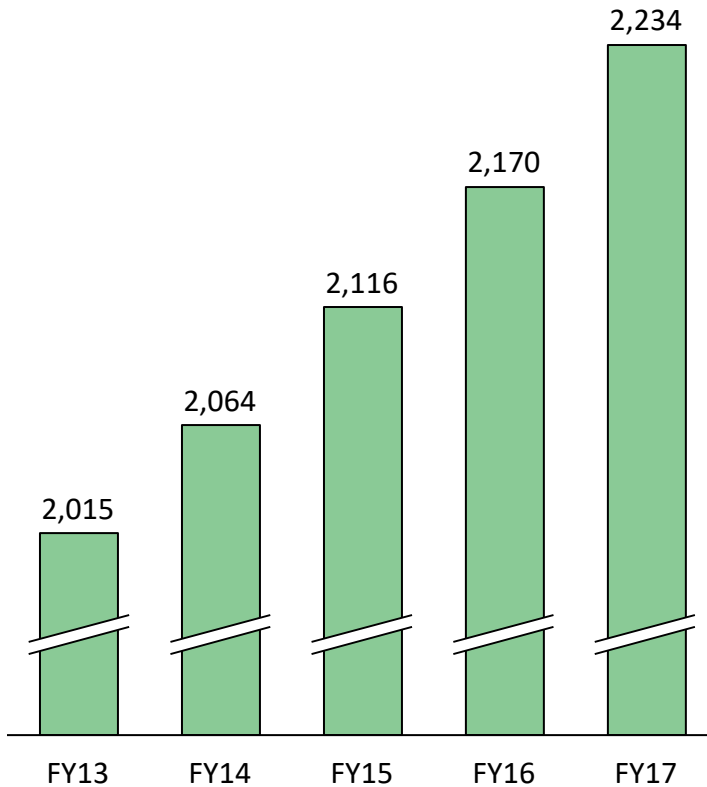
Rs Crores



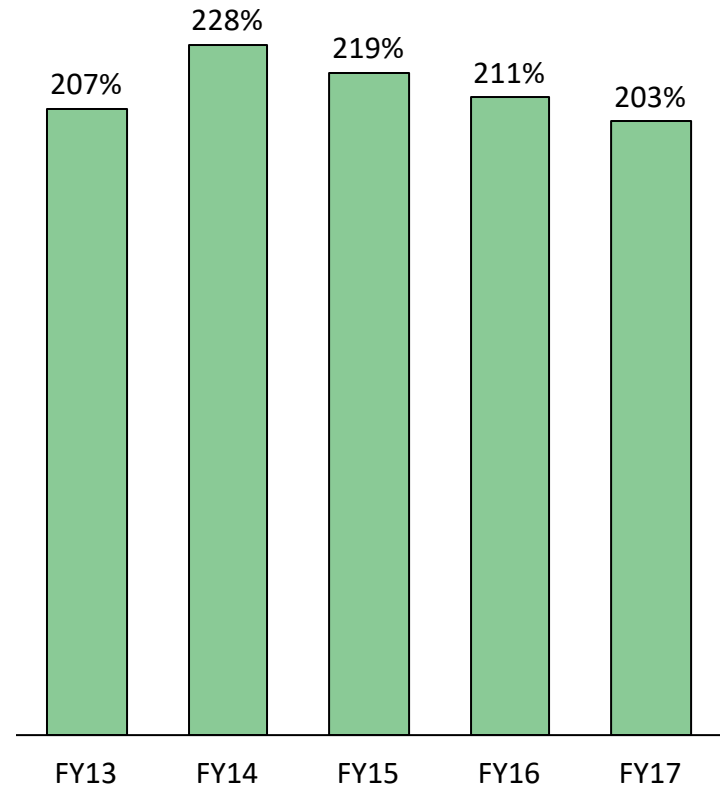
Source: PNB MetLife Annual Report

## Shareholders Funds

Rs Crores



## Solvency Ratio



Source: PNB MetLife Annual Report

# Key Developments in the Sector

## ICICI Prudential Life Insurance Company Ltd

Successfully listed on Sep 2016  
Trading at 3x Embedded Value

Insurance Listing

Increasing FDI holding in the sector

## Increasing Investments

- Nippon Life Insurance increased stake in Reliance Nippon Life from 26% to 49% for a valuation of ~Rs 10,000 Crs
- Prudential Financial Inc increased stake in DHFL Pramerica Life Insurance from 26% to 49%

## Seeking Public Investments

SBI Life Insurance\*  
Reliance Nippon Life Insurance  
ICICI Lombard General Insurance  
Reliance General Insurance

Insurance IPO's in Pipeline

Opening of FDI

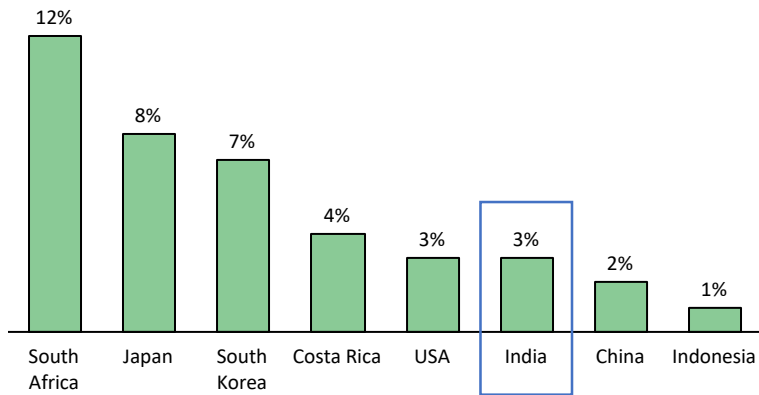
## FDI limit raised to 49%

Insurance Laws (amendment) Bill 2015 introduced in March 2015 raises FDI investments limit to 49% of Equity Capital

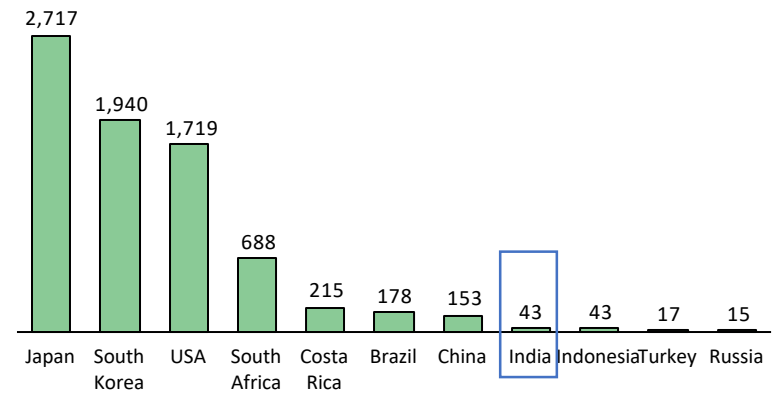
\*Filled prospectus for IPO

# Attractive Prospects for Life Insurance Industry

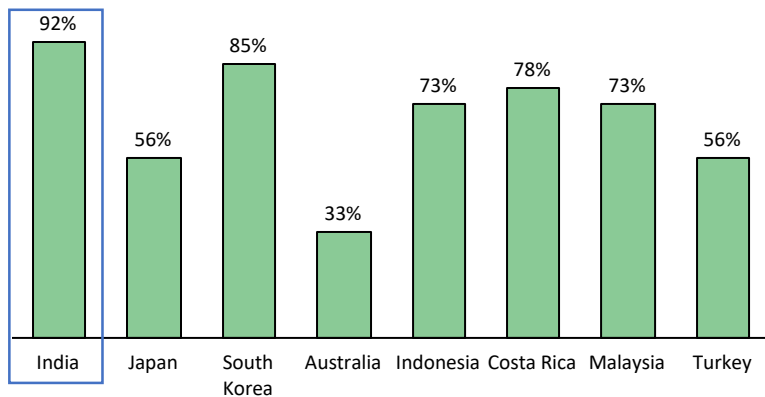
## Life Insurance Penetration Levels (CY15)



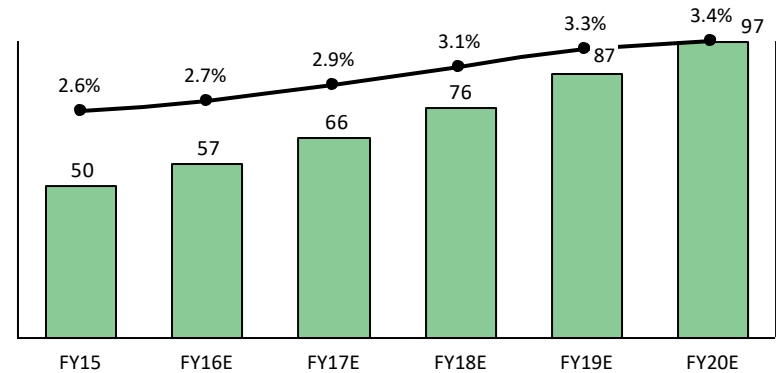
## Insurance Density CY15 (Prem. Per Capita (US\$))



## Protection margin\*



## Insurance Premium Growth (in USD Bn)



Source: Various News & Media Articles

\*Protection Margin: Ratio of protection lacking/protection needed

## Strong Industry Drivers

- ✓ Low levels of insurance penetration as compared to other developing and developed markets indicate significant scope for strong growth potential
- ✓ Favorable macro prospects and improved outlook for capital markets and households' saving invested in financial assets
- ✓ Increase in workforce population and nuclear families leading to demand pull for insurance products
- ✓ Increase in demand for annuity/pension products as share of aged population increases

## Strengths of Bancassurance Partners



- ✓ More than 100 MM customers
- ✓ Pan India presence with 6,937 branches
- ✓ One of the largest banks in India



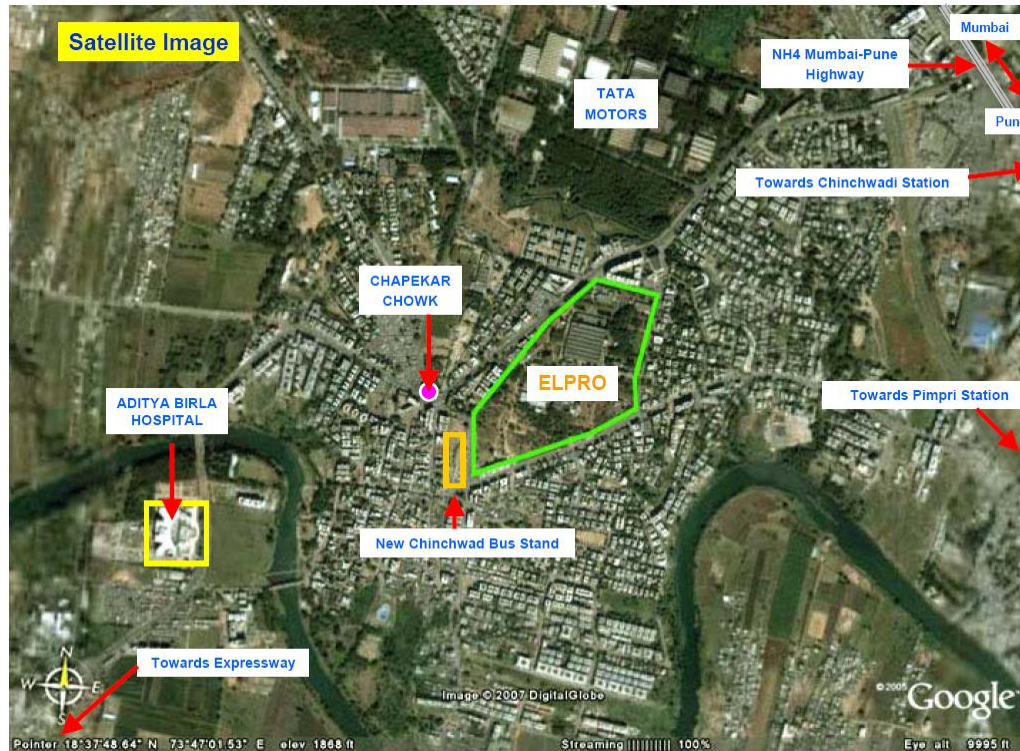
- ✓ Strong presence in South India with 765 branches



- ✓ Strong presence in J&K with 865 branches

# Real Estate





- ✓ Owns 35 acres of Land in Pimpri Chinchwad area of Pune, Maharashtra
  - One of the most prominent industrial destinations near Pune
  - Increasing demand for residential real estate project to cater to demand of increasing workforce

- ✓ Project includes
  - Commercial spaces – office buildings
  - Residential Spaces
  - School
  - Factory Space
  - Mall

# Key Projects

## 1ELPROPARK - OEP



Launch date	2016
Project status	On-going
Number of Floors	Ground + Two
Area	66,340 Sq. ft.

## Elpro Business bay



Launch date	2016
Project status	On-going
Number of Floors	Ground + Two
Area	50,000 Sq. ft.



# Project Details

Usage	Plot Area (Sq Mts)	Revenue Style (Sale/lease)	% Completed
Residential	23,201.87	Sale	100%
Mall	23,219.11	Sale & Lease	50%
Office Building	10,390.02	Lease	80%
Factory	27,500.65	Lease	80%
Free Land	34,458.78	NA	NA
<b>Total</b>	<b>1,18,770.40</b>		

# Leasing Business



Area Already Leased	Area in sq. ft	Annual Rental	Occupancy Level*
Industrial Area	120,632	642.27	100%
Office Area	101,429	705.58	100%
School leasing area	169,816	680.36	100%
Factory Rooftop	107,218	12.86	100%
<b>Total</b>	<b>499,095</b>	<b>2,041.07</b>	-
Area ready for Possession	Area in sq. ft	Expected Annual Rental	Project Status
Elpro Business Bay	24,500	147.00	On-going
1Elpro Park	46,800	280.80	On-going
<b>Total</b>	<b>71,300</b>	<b>427.80</b>	-
Area under Construction	Area in sq. ft	Expected Annual Rental	Project Status
Mall	260,000	-	Expected completion Date Oct' 2018
Open land for further development	370,900	-	-

\*As on 31<sup>st</sup> March, 2017

# Surge Arresters



- ✓ Elpro is the only company outside the United States to manufacture surge arresters and zinc oxide discs with GE technology acknowledged to be the best in the world.
- ✓ Specialise in Design, Manufacture and Supply of Metal Oxide Surge Arresters known as Gapless
  - Provide technical advantages and significant cost savings
- ✓ Protection against overvoltage caused by lightning/switching surges
  - Arrester consists of a stack of metal oxide discs housed in a sealed porcelain housing. On the end faces of each disc, a conducting surface is applied to assure proper contact and uniform current distribution
- ✓ The products find suitability for applications in such diverse industry segments as Power Generation & Distribution, Railways, Telecommunication, Solar Energy, Wind Energy, etc.

## Marquee Customers

**BOMBARDIER**



## Porcelain

### Station Class Arrester



- Used for protection of sub-station equipment
- Voltage range of 3kV – 390kV

### Distribution Class Arrester



- Used in the distribution network
- Voltage range of 3kV – 42kV

## Polymer

### Station Class Arrester



- Light Weighted, Hydrophobic in nature
- Used for protection of Electrical Equipments
- Voltage range of 3kV - 198kV

### Distribution Class Arrester



- Light Weighted, Hydrophobic in nature
- Used for the protection of Electrical Equipments
- Voltage range of 3kV - 36kV

## Zinc Oxide Disc



- Temporary overvoltage withstanding capability
- Capability to with stand high current

## Surge Counter



- To count and record the number of surges
- Helps to monitor the health of the arrester

## Insulating Base



- Prevents the surge current following through the arrester to get grounded

## Surge Protection Device



- Protects against damaging effects of power transients thereby enhancing safety, reliability and protection

## Metal Oxide Varistor



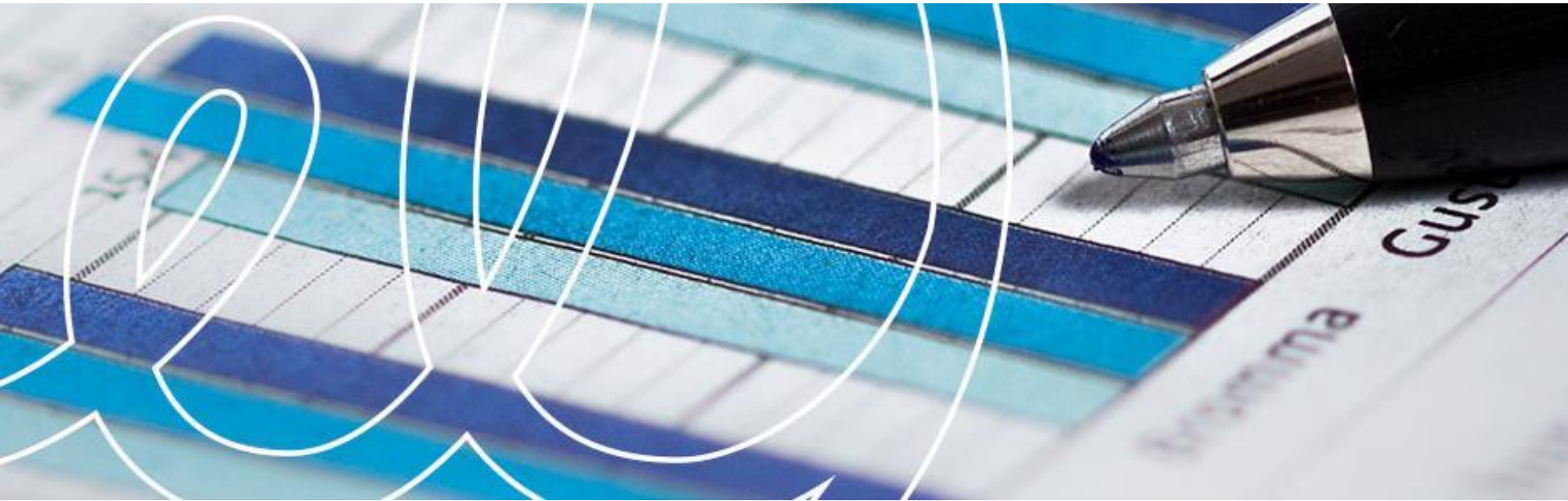
- Used for surge protection in low voltage Power and Electronic circuits

## Transient Voltage Surge Suppressor



- high energy handling capability
- protection of sensitive electronic equipment

## Financial Section



# Standalone Performance



Rs. Crs	Q4FY17	Q4FY16	FY17	FY16
<b>Revenue</b>	7.39	21.38	48.13	44.84
Raw Material	2.85	8.80	20.92	24.36
Employee Cost	0.35	0.27	1.37	1.53
Other Expenses	1.22	1.16	4.15	3.73
<b>EBITDA</b>	<b>2.97</b>	<b>11.15</b>	<b>21.69</b>	<b>15.22</b>
<i>EBITDA Margin</i>	<i>40.2%</i>	<i>52.2%</i>	<i>45.1%</i>	<i>33.9%</i>
Other Income	0.29	0.27	0.58	0.48
Depreciation	0.27	0.11	0.98	0.43
Interest Cost	2.67	4.55	17.67	18.80
Exceptional Item	0.00	0.00	0.00	0.00
<b>PBT</b>	<b>0.32</b>	<b>6.77</b>	<b>3.61</b>	<b>-3.53</b>
Tax	0.00	0.00	0.00	0.00
<b>PAT</b>	<b>0.32</b>	<b>6.77</b>	<b>3.61</b>	<b>-3.53</b>
<i>PAT Margins</i>	<i>4.3%</i>	<i>31.7%</i>	<i>7.5%</i>	<i>-7.9%</i>



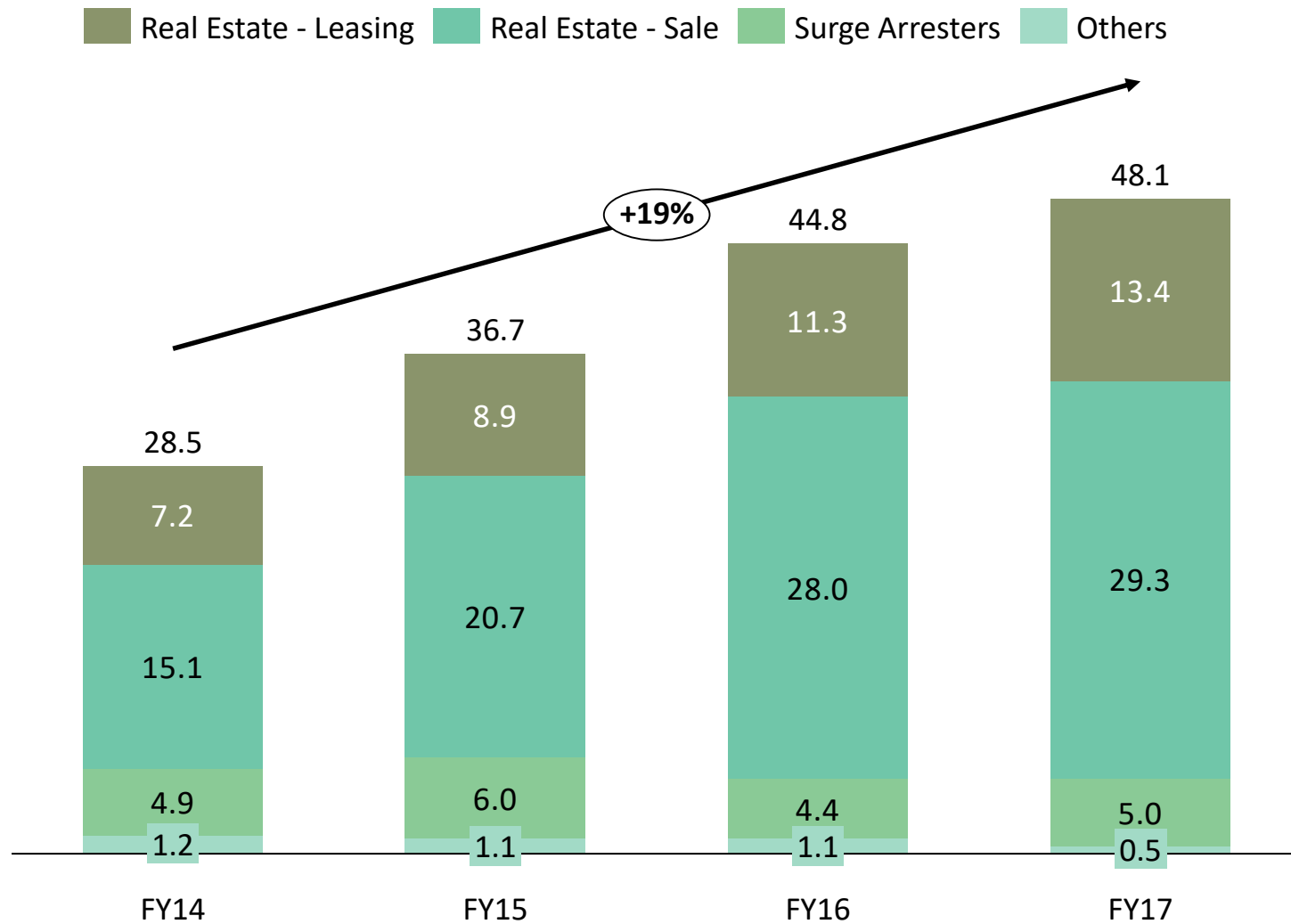
# Consolidated Profit and Loss Statement



Rs. Crs	FY17	FY16	YoY %
<b>Revenue</b>	48.13	44.84	7%
Raw Material	20.92	24.36	
Employee Cost	1.54	1.70	
Other Expenses	4.20	3.80	
<b>EBITDA</b>	<b>21.48</b>	<b>14.97</b>	43%
<i>EBITDA Margin</i>	44.6%	33.4%	
Other Income	0.66	0.48	
Interest	0.99	0.44	
Depreciation	17.68	18.81	
Exceptional Item	0.00	0.00	
<b>PBT</b>	<b>3.47</b>	<b>-3.80</b>	<b>NA</b>
Tax	-0.13	-0.07	
<b>PAT</b>	<b>3.60</b>	<b>-3.72</b>	<b>NA</b>
Share of (loss)/profit of minority	3.61	-3.69	
Share of profit of associate	3.61	-3.69	
<b>PAT after Minority Interest and Share of Associate Profit</b>	3.61	-3.69	<b>NA</b>
<i>PAT Margins</i>	7.5%	-8.2%	

# Consolidated Revenue Break-up

In Rs. Crs



# Consolidated Balance Sheet



Rs. Crores	Mar-17	Mar-16
<b>Shareholder's Fund</b>	<b>179.58</b>	<b>175.97</b>
Share capital	17.84	17.84
Reserves & Surplus	157.57	153.96
<b>Minority Interest</b>	<b>4.17</b>	<b>4.17</b>
<b>Non-Current Liabilities</b>	<b>60.37</b>	<b>45.03</b>
Long term borrowings	30.80	18.59
Other long term Liabilities	29.33	26.20
Long Term Provisions	0.24	0.24
<b>Current Liabilities</b>	<b>189.95</b>	<b>208.30</b>
Short Term Borrowings	113.82	128.30
Trade Payables	9.17	8.09
Other current liabilities	66.95	71.87
<b>Total Liabilities</b>	<b>429.89</b>	<b>429.30</b>

Rs. Crores	Mar-17	Mar-16
<b>Non-Current Assets</b>	<b>405.85</b>	<b>391.25</b>
Fixed assets	127.35	112.82
Goodwill	0.66	0.66
Non-Current Investments	269.21	269.21
Long Term loans & Advances	7.44	7.51
Deferred tax assets	1.19	1.05
<b>Current Assets</b>	<b>24.04</b>	<b>38.05</b>
Inventories	12.50	19.98
Trade receivables	4.26	4.79
Cash and Bank Balances	2.55	5.11
Short Term loans & Advances	4.73	8.18
<b>Total Assets</b>	<b>429.89</b>	<b>429.30</b>

For further information, please contact:

**Company :**

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