



25th April, 2023

To,

The Manager (Listing),	The Manager (Listing),
The BSE Ltd.	National Stock Exchange of India Ltd.
Mumbai	Mumbai
Company's Scrip Code: 505700	Company's Scrip Code: ELECON

Sub: Investor Presentation of the Investors Call to be held on 27th April, 2023

Ref : Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements)

Regulations, 2015

Dear Sir,

With reference to the above referred Regulation and in continuation of our letter dated 21st April, 2023 regarding schedule of Investors Call, please find attached herewith the Investor Presentation for Q4 for the Financial Year 2022-23. The same is also available on the website of the Company at <a href="https://www.elecon.com/investors/presentations-made-to-analysts-or-institutional-investors">https://www.elecon.com/investors/presentations-made-to-analysts-or-institutional-investors</a>

You are requested to take the same on your records.

Thanking you.

Yours faithfully, For Elecon Engineering Company Limited,

Bharti Isarani Company Secretary & Compliance Officer

Encl.: As above





















Rubber Industry

farine Industry Plastic Industry

Power Industry

Steel Industry Sugar Industry

Mining

Cement Industry









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### **Safe Harbor**



Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements", These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

# **Strengthening Leadership Position**





**INDIA'S LARGEST** INDUSTRIAL **GEAR SOLUTION PROVIDER** 



#### **Driving Innovation, Powering Industries, for over 70 years**

For over 70 years, we have been delivering cutting-edge technology and revolutionary innovations to major sectors in India and beyond. Our unmatched expertise in gear design and manufacturing quality has enabled us to exceed our clients' expectations, establishing us as one of Asia's most trusted industrial gear and material handling equipment manufacturers.

Our unwavering commitment to excellence drives us to provide game-changing solutions to every industry we serve, with unmatched quality and service to our clients.

Subsidiaries: benziers\* radicon\*



Coal Pulveriser Gearbox



Conveyor Drive



Planetary Gearbox



Helical Gearbox



Rolling Mill Gearbox







#### Elecon 2.0 – Geared for Growth





FY21-FY22 Loss making

FY23 onwards Profitable growth

Strategy to discontinue loss making EPC **Projects and Focus only on Profitable Product Business** 



FY21-FY23 CAGR - 20.5%

**Revenue Growth** 

**Revenue Guidance** 

#### **Growth Pillars**



Supply to **OEM** in European market

# Digitalization

Web Supplier Portal for sustainable Supply Chain & IOT on products

#### **Brand Building**

Investing in Brand building – Emerging as Global Brand



#### **Cash Position**

Net Cash Surplus Company

#### Sustainability

Building a Sustainable Business with focus on ESG

#### R&D

Unmatched R&D and Technological Knowhow





Foray into New **Geography & enhancing** penetration in existing geographies















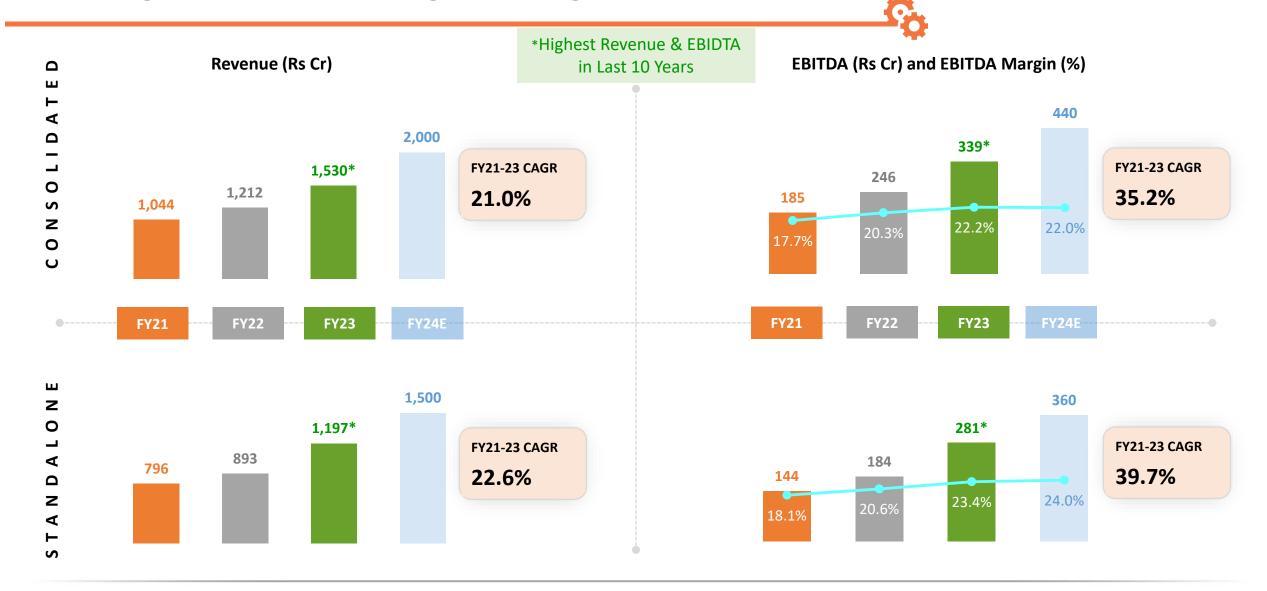








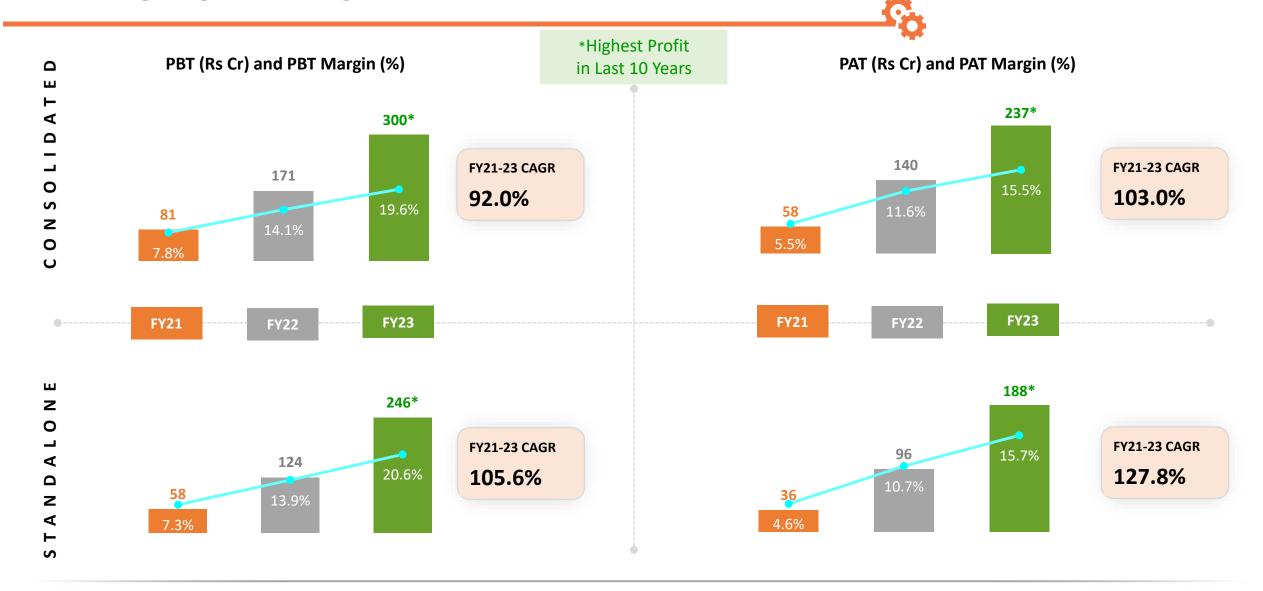
# **Growing Revenue With Higher Margin**







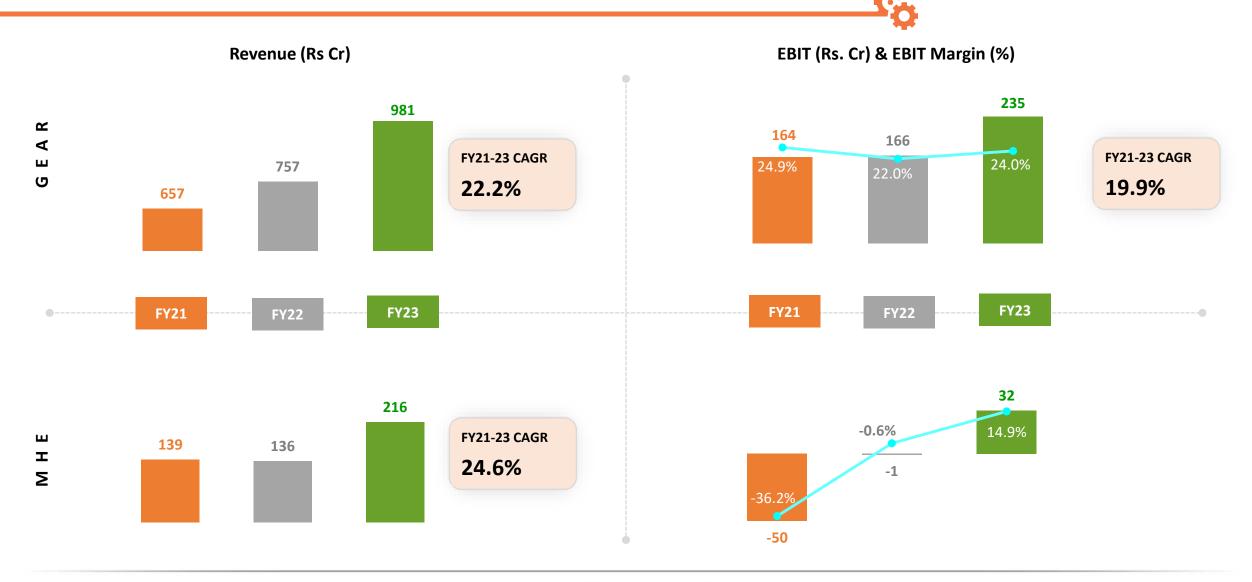
# **Growing Higher Margin**







# **Segment Analysis - Standalone**

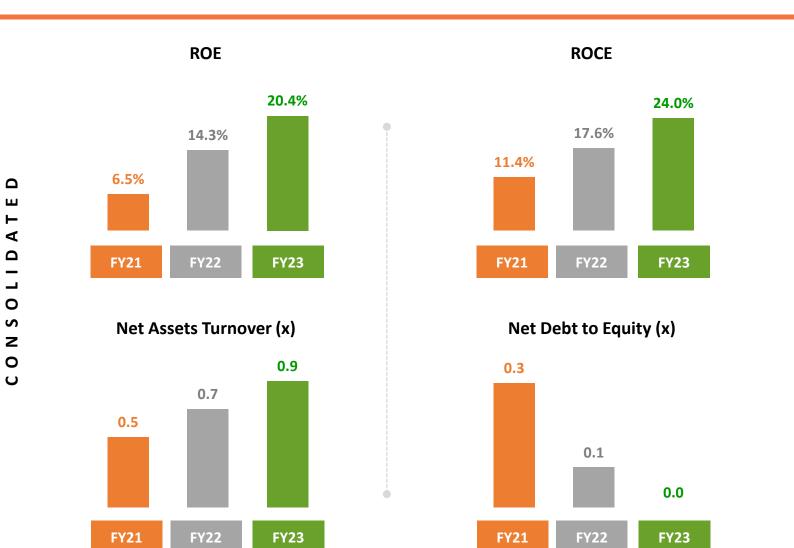




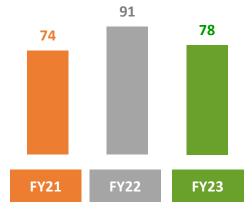




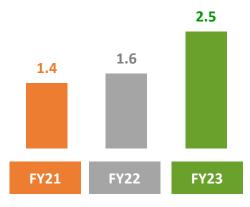
# **Key Ratio**



#### **Working Capital Cycle (Days)**





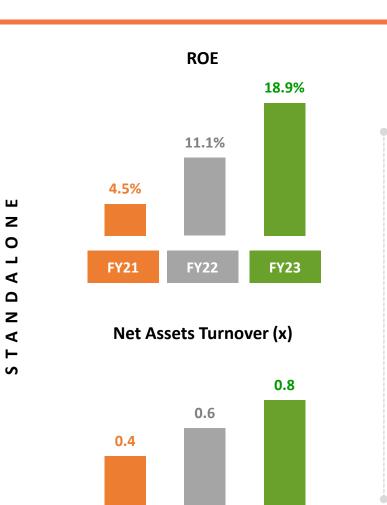








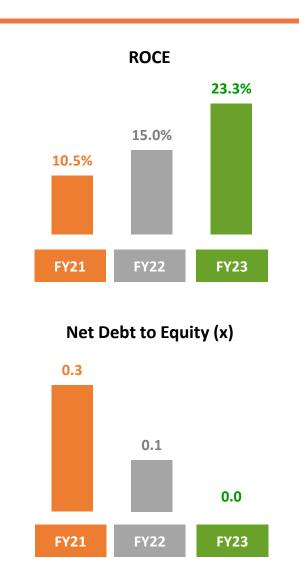
# **Key Ratio**



FY22

FY21

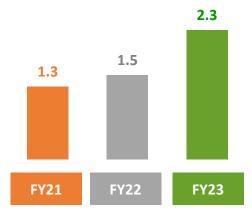
FY23











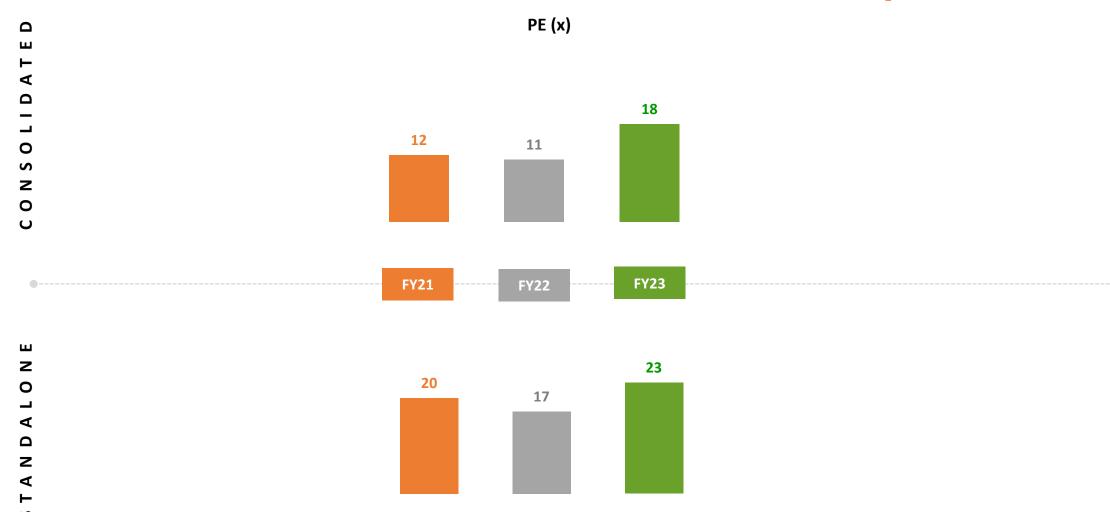






### **PE Ratio**





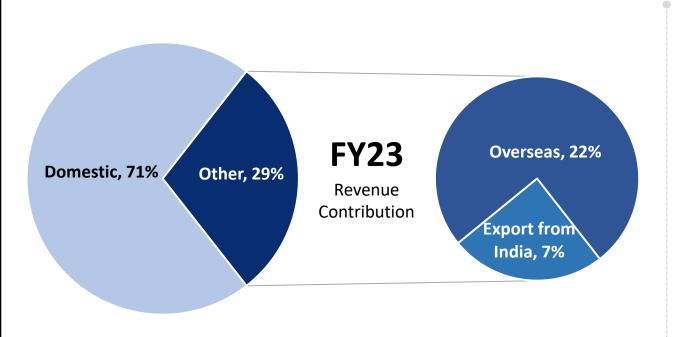


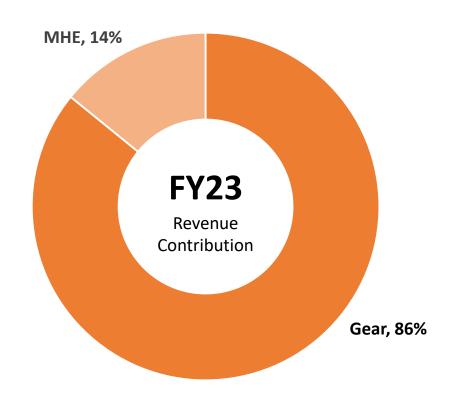




# **Consolidated Revenue Composition**



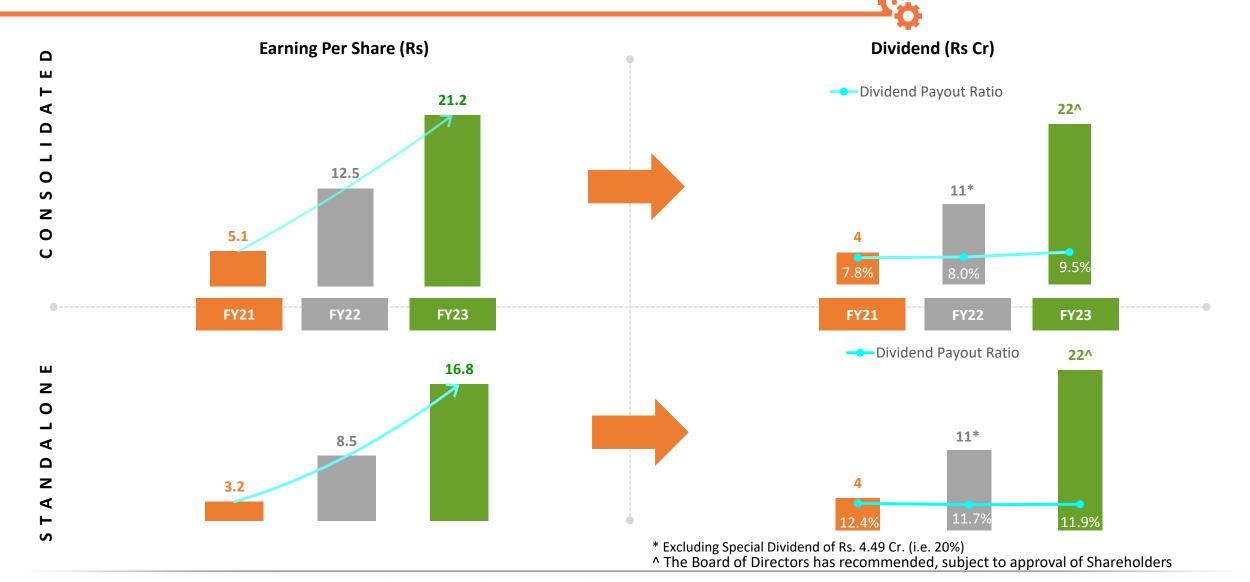








# **Focus on Enhancing Return & Payout**









### The "New EON"



- Recently launched **2**<sup>nd</sup> Generation of EON Series
- The New EON Series is a game-changing solution that will benefit both, our customer, as well as us, with improved operational efficiency, reduced operational costs, and inventory optimization.
- New EON series offers a comprehensive range of right angle and parallel shaft combinations with ratios to suit all major 50/60 Hz motor
- **Sector Cover:** 
  - Steel, Power, Chemical, Oil & Gas, Rubber and Plastics, Material and Mining, Paper & Pulp, Industrial Cranes, Water Treatment
- Granted 2 Patents for Design of New EON Series Universal Mounting Helical & Bevel Helical Gear Box



Launch in India – Gurugram



**New EON Series Launching Video** 



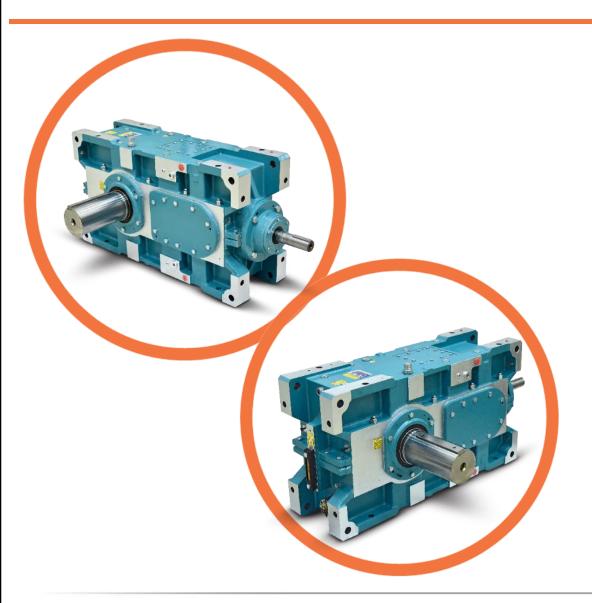
Launch In International - Thailand





### **New Product Development – Launch New EON Series**





**Product Name:** NEW EON Helical and Bevel Helical Gearbox

Usage: Steel, Power, Chemical, Oil & Gas, Rubber and Plastics, Material and Mining, Paper & Pulp, Industrial

Cranes, Water Treatment

**Torque range:** 0.8 TO 115 kNm

Input Speed: 1800 RPM TO 750 RPM

**Ratio range :** 1.25 to 450

**RPM**: 750 to 1800

**Features :** High Efficiency, durability, reliability, robust design, Improved thermal rating, high torque to weight

capacity

**Advantages:** Suitable for Kit concept to standardize and

optimize inventory







### **Journey for Standard Gear Units**



2023 – 2<sup>nd</sup> Generation EON Series

Solution For Industry By Torque, Cost & Delivery

1975 & 1996

Collaborate with German Companies for design of Helical and Bevel Helical Gear Unit





1970

1990

2010

2012

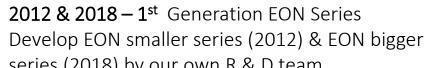
2018

2020

2023



series (2018) by our own R & D team









# **Highlights of New EON Series**

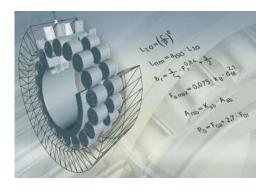


The Second Generation of FON.



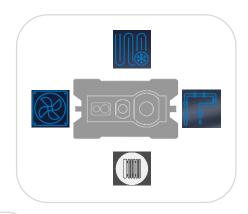
# **Design Highlights**

- High Torque to Weight
- **Universal Mounting**
- **Prompt Delivery**
- **Boost Efficiency**
- Kit Concept



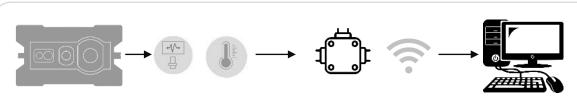
# **Innovations and Technology**

- Effective Micro Gear Geometry
- **Optimize Bearings**
- **Robust Optimize Housing**



# **Gear Units With Add On Parts**

- Cooling Coil
- Fan
- Heater
- Force Lubrication
- Torque Arm
- **Motor Adaptor**



Condition Monitoring System to Keep Plant Running & Stepping Up The Production

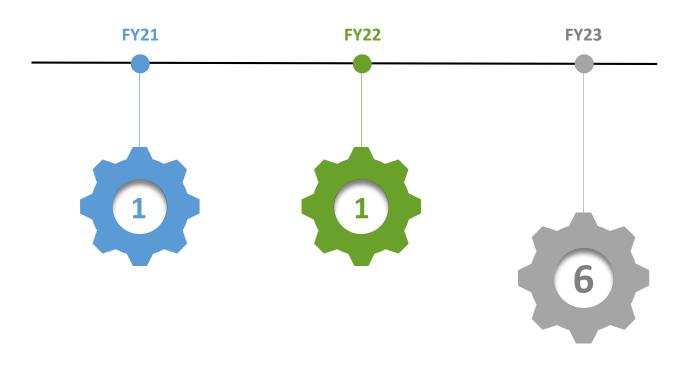






### **New Product Developed and Upgraded in Last 3 Years**







**High Speed Gearbox** 



Roller Press Gearbox



Central Drive Planetary Gearbox



Vertical Roll Mill Gearbox



**Dual Tandem Gearbox** 



Sugar Planetary Gearbox







# **High Speed Gearbox**





**Product Name :** High Speed Gearbox

Features: Single Stage, Double Helical, Speed Reducer

**Usage:** in Power Industry, in-between Steam Turbine & alternator

Power: 10 MW

Input Speed: 10,500 rpm

Ratio range: 7.2:1

#### **Key Features of this new developed Product:**

- Higher efficiency
- Robust Design
- Stable working



# **Central Drive Planetary Gearbox Product**





**Product Name :** Central Drive Planetary Gearbox

**Usage:** Ball mill drive of Cement Industry

**Power:** 3,100 kW

Output rated torque: 4687 kNm

**Ratio range :** 31.05:1

**Weight**: 44,000 kg

#### **Key Features of this new developed Product:**

- Import Substitute
- Compact & Stronger Design
- Better efficiency







# **Sugar Planetary Gearbox Product**





**Product Name :** Sugar Planetary Gearbox

**Usage:** Sugar Mill

Output rated torque: 300 to 8000 kNm

**Ratio range:** 140 to 280:1

#### **Key Features of this new developed Product:**

- Latest technology
- Power consumption & noise reduction by improving torque







### **Vertical Roller Mill Gearbox**





**Product Name:** Vertical Roller Mill Gearbox

**Usage:** Power & Cement

**Application :** For bigger size Raw Mill, Slag Mill,

Clinker Mill, Coal Mill

Power: up to 6000kW

#### **Key Features of this new developed Product:**

- **Import Substitute**
- Robust design
- Compact and Efficient







### **Roller Press Gearbox**





**Product Name:** Roller Press Gearbox

**Usage**: Cement

**Size range** : 415 to 580

Output torque rating: 2500 to 9000 KNm

**Ratio range**: 140:1 to 280:1

#### **Key Features of this new developed Product:**

- Import Substitute
- Complete drive train solution
- Robust Torque Arm Design







### **Dual Tandem Gearbox**





**Product Name:** Dual Tandem Gearbox

**Usage:** Cement & Steel

**Application :** Kiln Drive, Ball Mill Drive

Output rated torque: 550 to 2100 kNm

**Ratio range:** 35.5:1 to 280:1

#### **Key Features of this new developed Product:**

- Compact & Stronger Design
- Better efficiency

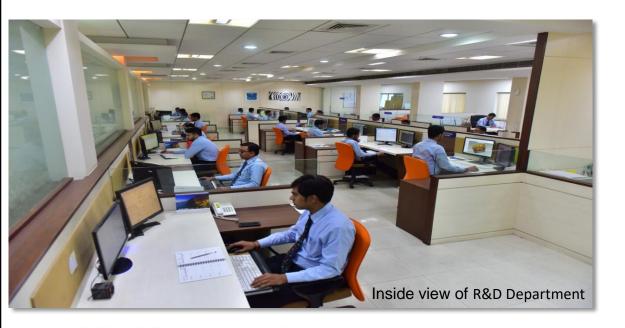


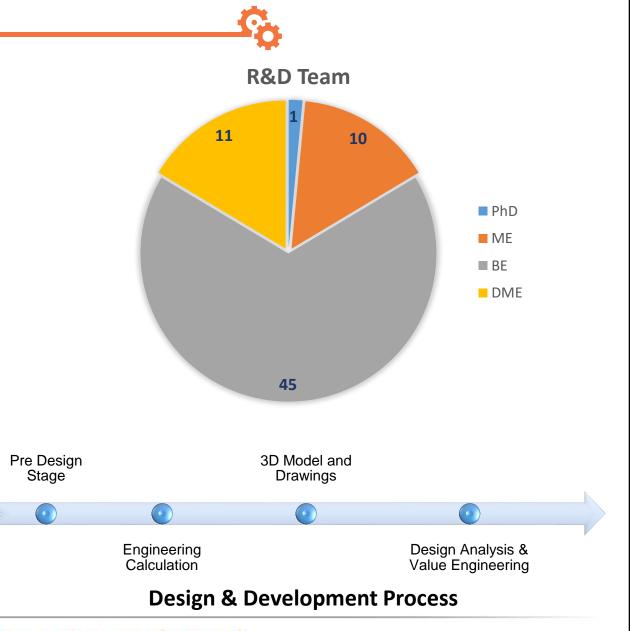




# **Research & Development facility**

- DSIR approved in-House R&D facility
- 67 Engineers team dedicated for R&D
- 20+ Software in use for designing, analysis and parameter validation
- 2 Patents granted and 3 Patents applied for























### **Overview**





- Engaged in manufacturing of Industrial Gear Box and Material Handling Equipment
- Largest manufacturer with seven decades of experience and expertise in Asia



Strengthen Global Presence in Industrial Gear Box by innovating and developing products



- Strive to remain "Always A Step Ahead in Technology" by continuously investing in R & D
- Empower human resources to promote entrepreneurship & team spirit leading to value enhancement for our Customers and Stakeholders
- Sustainable Business with Focus on ESG
  - Follow environment friendly practices to protect Environment
  - Upliftment of society at large and well being of our employees









### **About 'ELECON'**

**Integrated Management system** -ISO 9001:2015; ISO 14001:2015; **OHSAS 18001:2007** Company First in India to manufacture

sophisticated equipment for bulk Material Handling and a product range that caters to almost every industrial sector in India

Widest range gear applications across Industrial Sectors

State of art R&D Facility approved by DSIR for New Development Product and separate Engineering Facility to upgrade existing product



One of Asia's largest and **India's Largest** Industrial Gear Manufacturing Company, having facility spread over 335,000 Square Meter.

Only Company in India having capability to manufacture Complex Gear box for **Defence - Indian Navy** 

**Consistent Dividend Paying** Company (except in FY20 due to COVID19 Pandemic)

**Debt Free** Company







# **Global Presence with Strong Distribution Network**



#### **Domestic Market**

60+ **Distributors & Dealers** 

> 50+ Customer representatives

> > Pan India Presence

#### **Overseas Market**

100+ Distributors & Dealers

> 30+ Customer representatives

4 **Assembly Centers** 10 Sales Offices























**Worm Gearboxes** 

Couplings













**Planetary Gearboxes** 

Wind Turbine Gearboxes

Marine Gearboxes









**Custom Built Gearboxes** 





Gear Wheel



**Loose Gears** 

**High Speed Gearboxes** 









Feeders

Crushers

Stackers/Reclaimers











Raw Material Handling System

Wagon Tippler & Associated Equipment

**Specialized Conveyors** 









Idlers/Pulleys

Cable Reeling Drum

Port Equipment







Magnet/Weighers/Metal Detectors





Material Handling Equipment













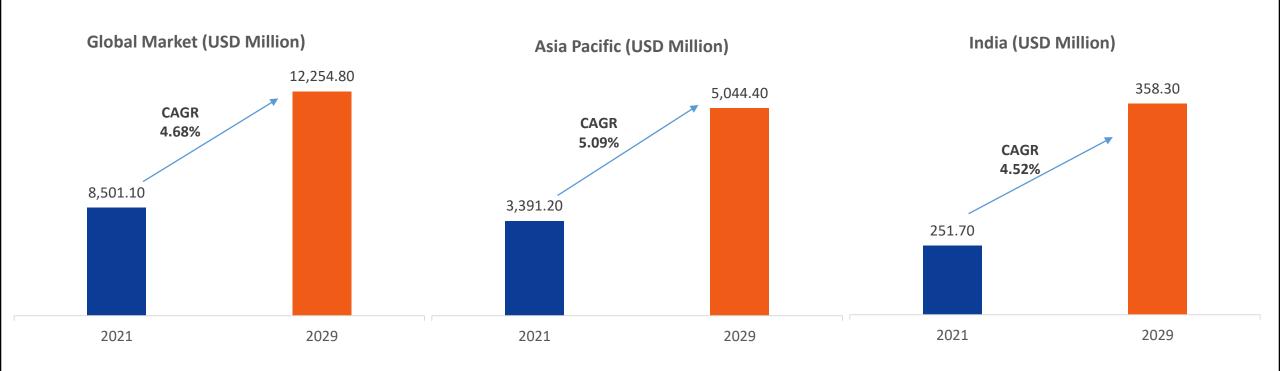






### **Industrial Gearbox Market Size**





Source: Fortune Business Insights Analysis







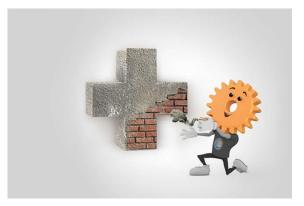
### **Growing Sectoral Outlook**





#### Steel

Steel & Mineral Industry has been consistently doing well for the past 3 years. Elecon is the leading and only supplier of 900 TPD sponge iron plant in India. Both Iron-ore and finished steel segment are growing at a faster pace and is expected to grow ~9% in the coming year and Government also focusing on infra development and as a result expansion of production capacity. In Overseas market there are also some opportunities in Steel Industry like in Africa.



#### Cement

Cement consumption in India is expected to grow by ~6 to 7% in the coming year. Elecon has increased its market share with some of the major OEM's in this segment. The trend in the Cement Industry is shift towards Roller Press Gearboxes for Raw mill & Cement mill application and Elecon is the only Indian manufacturers for Roller press gearboxes.



#### **Power**

Elecon expects around 3 more thermal power plants to come up in the coming financial year. Elecon is the leading supplier in India for Coal Pulverizer VRM gearboxes and also has major share in the FGD business in Power sector.



#### Sugar

The government has helped in reviving the Sugar industry by supporting Ethanol production and the industry has been doing well for the past 2 years. The growth momentum of the industry is likely to continue for another 3 to 4 years. Elecon is the leading Planetary Sugar mill gearboxes manufacturer with a market share of ~60% and also trying to capture overseas market like in South East Asia.







### **Leading Position for Long-term with Integrated Operations**









- World-class operations
- Widest range of industrial gears
- Manufacturing facility for Both Catalogue product and **Engineered product**
- High safety standards
- Skilled and Trained workforce
- Increasing footprints in Overseas Market

#### **MHE Division**



- Widest Product Range
- New Projects in line
- Continues innovation and R&D in Products Development
- Customer reliance on Elecon products
- Focus on pursuing product & spare parts supply







### Portfolio with Market Leading Position – Gear Division

- Most comprehensive range of Industrial Gears under one roof in the world
- ~34% share in Organized Market in India
- 700+ Machine Tools to produce high quality Gear Boxes
- Manufacturing capabilities specially for :
  - High quality DIN class 2 Gear Box for special applications like Marine and High speed
  - Complex Gear box like CODOG (Combined Diesel or Gas turbine) and COGAG
     (Combined Gas Turbine and Gas Turbine) for Defence Indian Navy
  - Helical, Double Helical External Gear as well as Planetary Gears for Cement, Steel
    and any kind of special application
- Provide Internet of Things Solution :
  - Technological solution to monitor Gearbox remotely with fault finding technology
  - SMART Gear Technology for special application like Ladle crane gearbox, Vertical rolling Mill gearbox for Cement industry etc.



HOFLER @RAPID 1250



### Pioneers in the field of manufacturing— MHE Division



- Pioneers in manufacturing Bulk Material Handling Equipment
- Providing end to end solutions to the core sectors like power, steel, mining, cement, fertilizers and ports
- In-house design and manufacturing capabilities
- Largest supplier of Stockyard Machines & Wagon tipplers in India
- Various Machine Tools to produce high quality Equipment
- Manufacturing capabilities for:
  - **Stockyard Machines**
  - Wagon tipplers & Marshalling Equipment
  - **Crushers & Feeders**
  - **Belt Conveyor Systems**









# **Recognition in FY23**

















### **Trade Show**









**National Council for Cement and Building** Material Exhibition held at Delhi





**International Society of Sugar Cane Technologists Exhibition held at Hyderabad** 







# **Facility visit by the Board of Directors**





Visit in Gear Division Plant-1



Visit in Gear Division Plant-2



**Board of Directors** 



Visit in Design Department



Visit in Bhanubhai Memorial Centre of Excellence (BMCE)















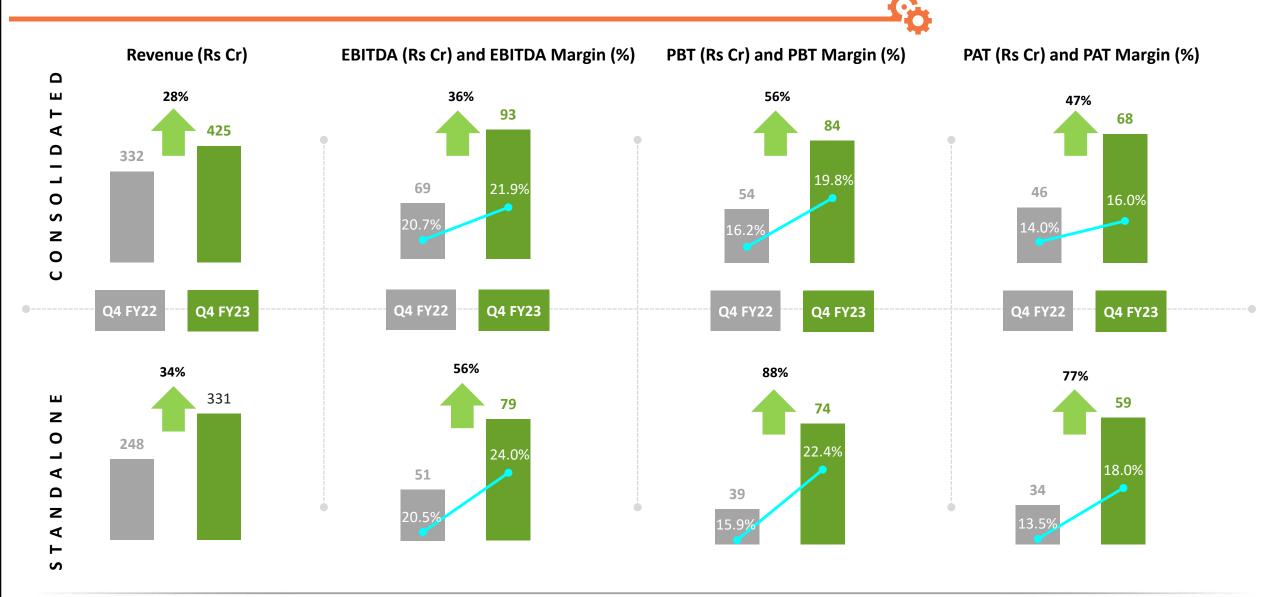








## **Financial Performance Q4 FY23**









# **Segment Analysis Q4 FY23 - Standalone**









# **Key Highlights**



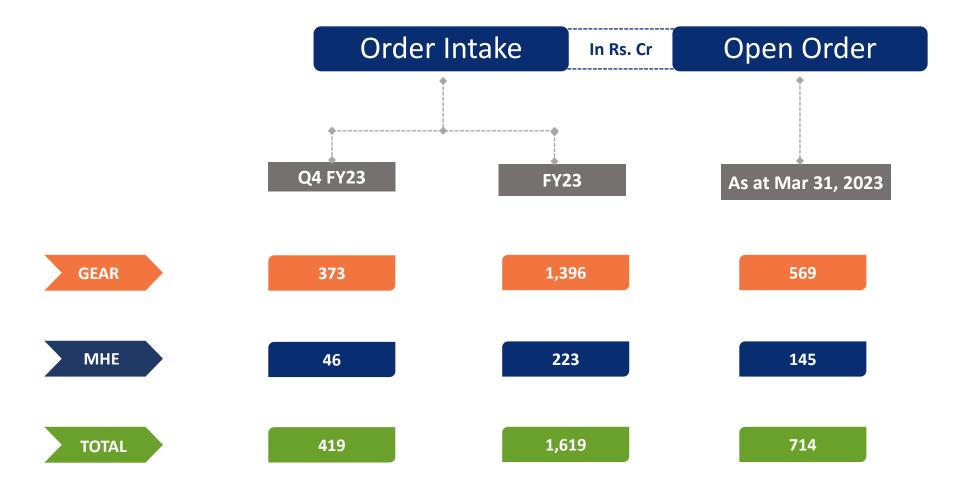






### **Consolidated Order-Book**





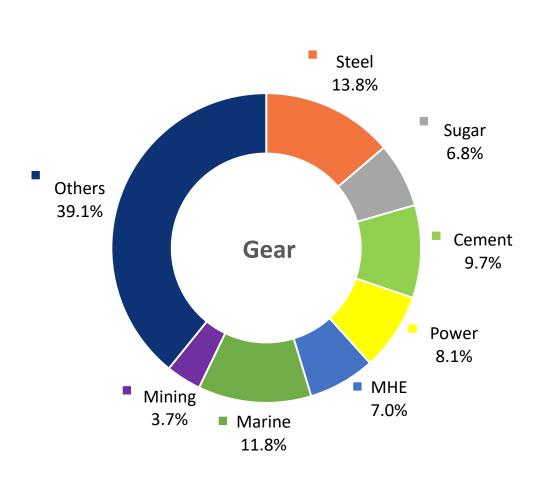


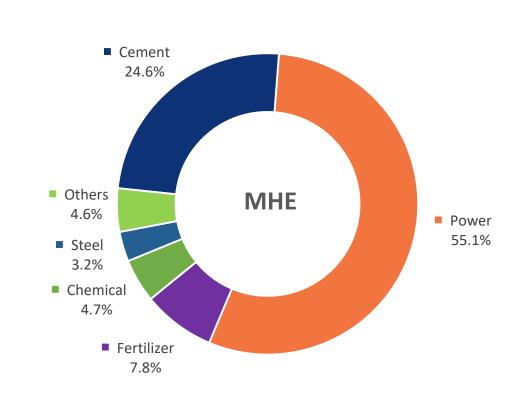




# **Industry wise Consolidated Order Intake**













**FY23** 











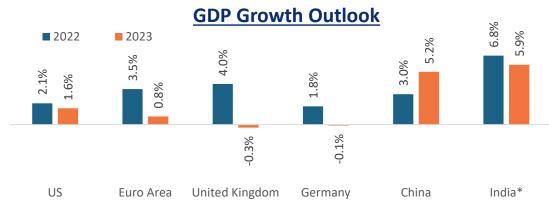






# **Economy Outlook**





Source: IMF, World Economic Outlook, April 2023

\*Note: For India data and forecast are presented on a fiscal year basis. (2022 implies FY23 and 2023 implies FY24)

- Global GDP growth is estimated to decline to 2.8% in 2023 on the back of high and persistent inflation, tighter monetary policy and financial and geopolitical uncertainties.
- · However, according to RBI estimates, Indian economy is estimated to remain resilient and grow at 6.5% for FY24 led by
- government's thrust on capital spending and infrastructure and
- revival in manufacturing and trade activity.



₹10 lakh crore capex outlay



#### **PLI Scheme**

The PLI scheme is likely to boost the manufacturing sector and boost capacity creation in the long run.



#### **India: Engineering Industry**

- ✓ Capacity creation in sectors like power, steel, mining, infrastructure, oil & gas, etc., is likely to drive growth in the engineering industry
- ✓ Technological improvement in manufacturing processes, cost advantage, diversification by global players away from China and supportive regulatory policies bodes well for the outlook of the industry
- ✓ Growth outlook for Gears and MHE segments remains positive on the back of strong demand from end user industries.



Make In India



100% FDI



**Ease of Doing** Business























### **Sustainable towards Environment**







- Wind Power 14 MW
- Solar Power 5 MW









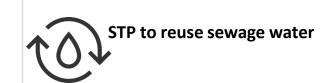








**Retrofitting of emission** control devices to reduce environmental impact





**Rainwater Harvesting to** conserve rainwater







## **Social Engagement**











- **Blood Donation Camp**
- Supporting charitable hospitals with latest medical equipments
- Health activities for community
- Healthy Heart Walkathon
- Health & Safety awareness programs in near by villages







### **Promoting Sports activities** through

- **Elecon Cricket Academy**
- **Elecon Tennis Academy**
- Promoting sports in Community
- Provide training to Players







### **Support to Society through**

- Food Distribution for needy
- Support to Weaker Section of Society
- Support to Students through Scholarship
- Initiative for Education Program
- Initiative for Special Person
- Maintaining gardens in the town







# **Commitment towards Safety, Health & Empowerment**



Safety





Health





**Empowerment** 











# **Building Strong Workforce with Care**



#### **Sustained Workforce**

- **10+ Years** average service period of an employee
- **600+** workforce building team Elecon
- Creating a gender-diverse workforce

#### **Care and safety for Employees**

- **Zero** Fatality
- **100+** Workmen joined program on Health & Hygiene Awareness
- **1974 man hours** imparted to SHE training covering 928 employees
- **95** individuals certified as First Aiders through First Aider Training Program
- Mediclaim and Term Insurance cover for **Employees**
- Covid Vaccination Program for Employees and their families
- POSH awareness session

#### **Leadership Development Program**

- Leadership Development program under "Gurukul" Project
- Culture Champions to drive Cultural transformation journey

#### **Culture of Continuous Learning**

- **95+** Learning and Development Programs conducted in FY23
- ~2000 employees attended various training under continuous learning program
- Employees inclusiveness through "HR Aapke Nikat" initiative

#### **Celebrations**

- Celebrate employees achievements
- Celebrate various occasions and Prize distribution time to time.











### **Vision for Inclusiveness**





**Business Partner Meet** 



**Green Channel Certificate Distribution** 

- Promoting procurements from MSME
- **Business Partner Meet**
- Dealer and Channel Partner Meet
- **Sustainable Supply Chains**
- Web Supplier Portal for sustainable Supply Chain







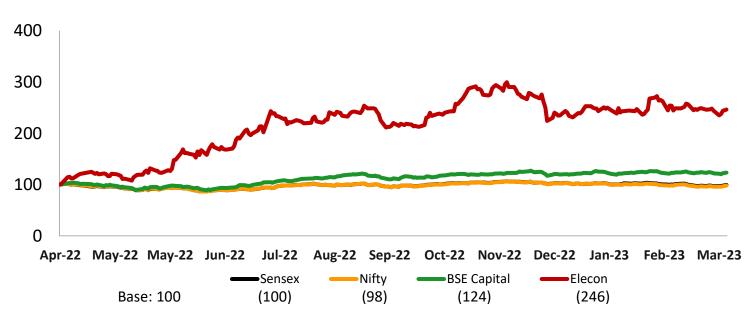
### **Share Price Performance – 1 Year**



#### **Relative Performance**

	BSE Sensex	NSE Nifty	BSE CG	Elecon
1 Week	2.5%	2.4%	1.3%	1.0%
1 Month	0.0%	0.3%	1.5%	-3.1%
3 Month	-3.0%	-4.1%	3.1%	4.8%
1 Year	-0.5%	-1.8%	23.5%	146.2%

Source: NSE, BSE

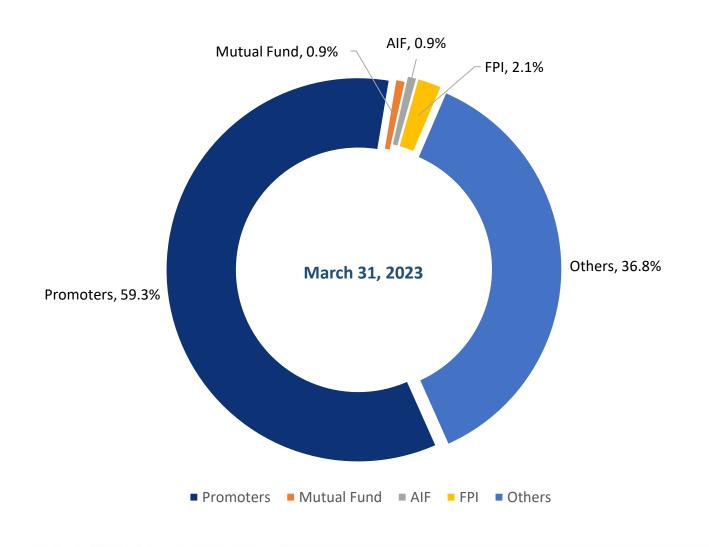






# **Shareholding Pattern**





#### **Stock Information** (as on March 31, 2023)

**BSE / NSE Scrip Code** 505700 / ELECON

No. of Shares **Outstanding (Cr)** 

11.2

Market Cap (₹ Cr) 4,265

Industry

Industrial Equipment







# **THANK YOU**







#### **ELECON ENGINEERING COMPANY LIMITED**

Vallabh Vidyanagar,

Gujarat, India - 388120

Tel.: (02692) 238701 / 238702 / 236469

CIN: L29100GJ1960PLC001082











#### For further information, please feel free to contact:

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Binay Sarda

**Ernst & Young LLP** 

P: 91-9920893764

Email: - Binay.Sarda@in.ey.com







### **References and Definitions**



- Earning Before Interest, tax, depreciation and amortization (EBITDA) is calculated as Profit Before Tax+ Depreciation + Finance Cost- Other Income.
- Earning Before Interest and Tax (EBIT) is calculated as profit Before Tax+ Finance Cost
- Return on Equity is calculated as Profit After Tax divided by Average Shareholders Equity.
- Return on Capital Employed is calculated as EBIT divided by Capital Employed whereby Capital Employed represents Total Equity + Borrowings + Deferred Tax liabilities
- Price Earning Ratio is calculated as Market Price per share divided by Earning per share whereby Earning per share is calculated using net profit attributable to equity holders i.e. Profit After Tax

