



Analyst Call Q4 FY24

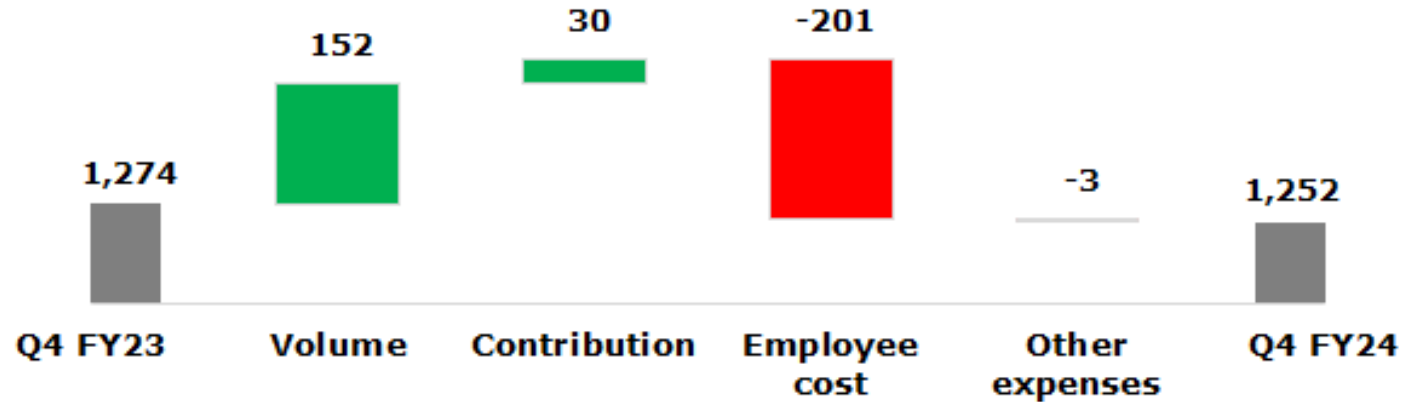
28 May 2024



EBITDA reconciliation

Q4 FY24 vs Q4 FY 23

INR Mn



- Sales grew 3.6% ; Contribution% higher by 0.3%
- EBITDA should have been INR 1,456 Mn based on contribution on increased Sales.
- However, EBITDA is INR 1,252 Mn. This is on account of:
 - Increase in employee cost - INR 201 Mn (13% Increase)
 - Severance Cost ~60 Mn(4%)
 - Balance on account of Regular Compensation increase and Headcount Additions

Sales highlights

Q4 FY24

INR Mn

120+

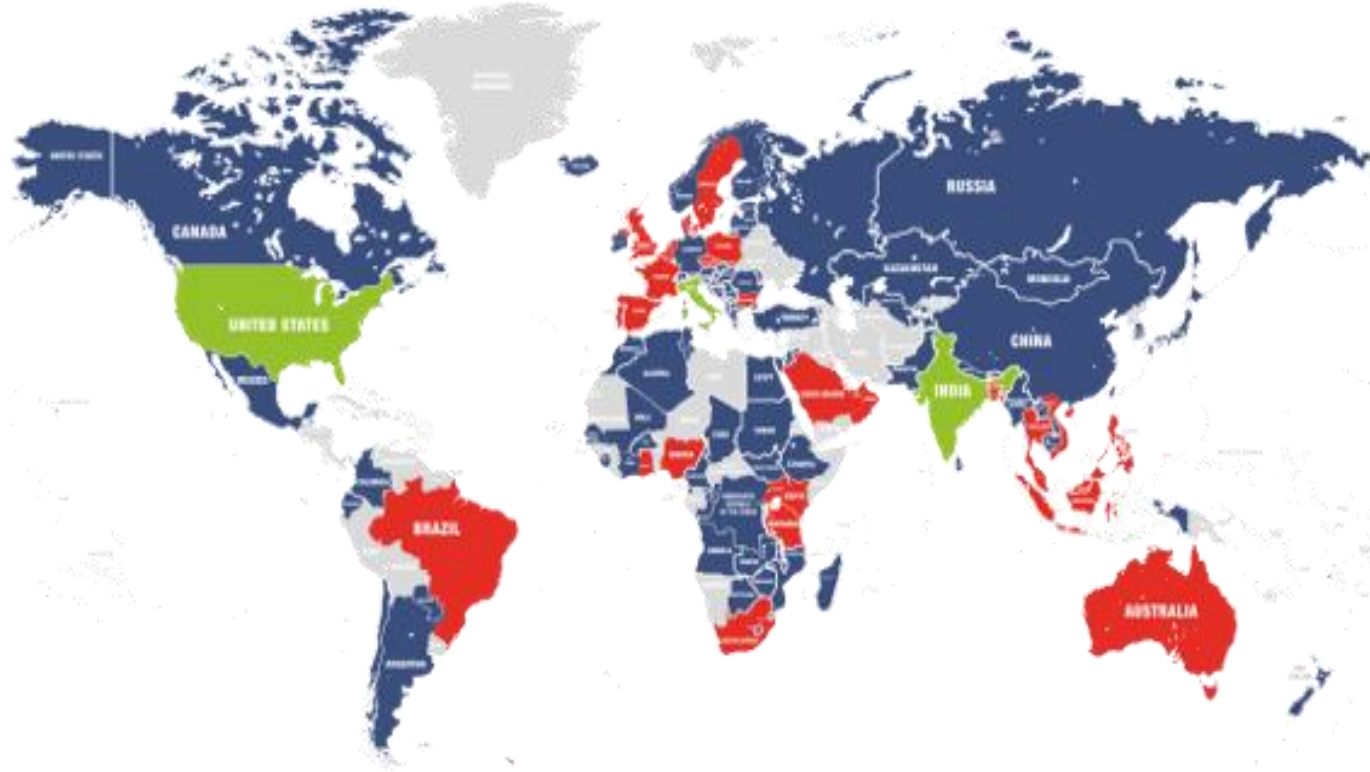
Countries where ELGi does business

28

Countries with direct presence

3

Countries with manufacturing presence



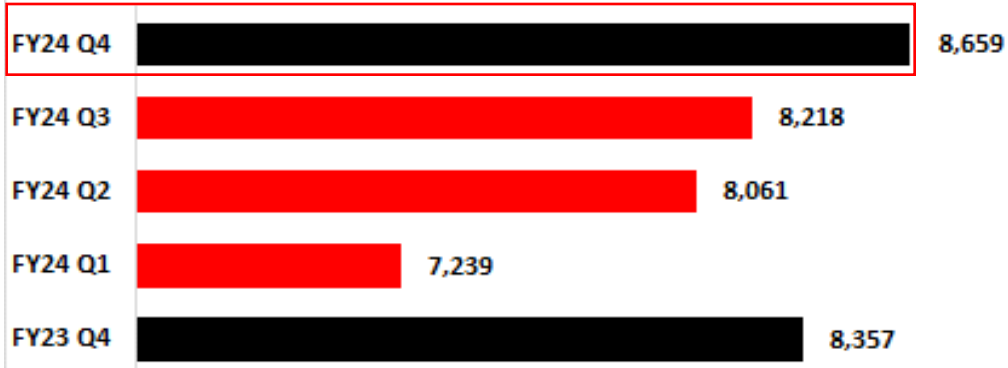
vs. Previous year	
AUSTRALIA	↑
SOUTH EAST ASIA	↓
EUROPE	↓
NORTH AMERICA	↓
MIDDLE EAST	↑
INDIA	↑
ATS	↑

Financial highlights

Q4 FY24

INR Mn

Revenue



Revenue

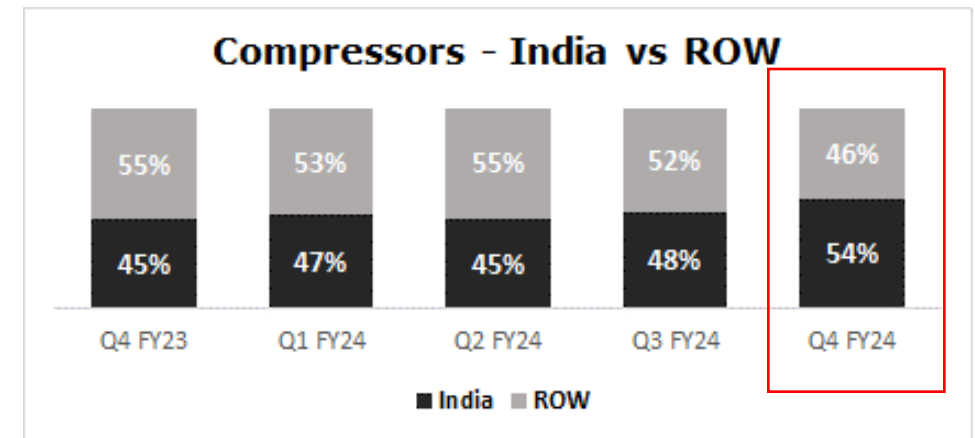
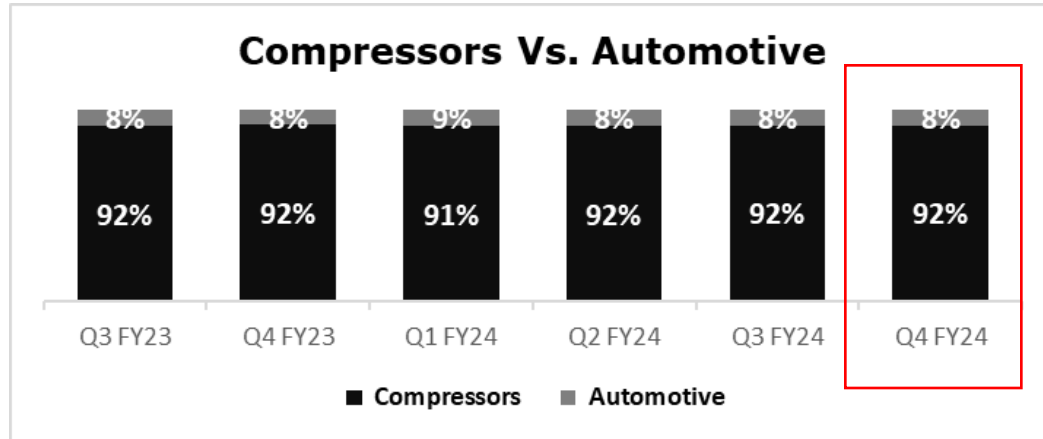
- Growth over previous year 3.6%
- Sequential growth 5.4%

PBT



Profitability (PBT/Revenue)

- 2% drop YoY due to one-time severance costs & higher other income in PY
- 1% sequential drop due to one time severance costs & strategic initiatives



FY'24 mix change influenced by drop in North America and Europe

Consolidated financials

INR Mn

INR Mn	Q4 FY24	Q3 FY24	Q4 FY23	FY24	FY23
Sales	8,659	8,218	8,357	32,178	30,407
Material Cost	4,266	4,016	4,146	15,689	15,334
Employee Cost	1,697	1,689	1,496	6,549	5,719
Other expenses	1,445	1,219	1,441	5,079	5,026
EBITDA	1,252	1,294	1,274	4,860	4,328
Depreciation and amortisation	200	195	195	766	777
EBIT	1,052	1,099	1,079	4,093	3,551
Finance costs	96	85	54	293	198
Other income	146	112	229	550	672
Share of profit/(loss) of joint venture	(1)	17	(1)	52	25
PBT before Exceptional items	1,101	1,143	1,252	4,402	4,050
Exceptional items *	-	-	1,054	-	1,054
PBT	1,101	1,143	2,306	4,402	5,104
Income tax	339	304	605	1,283	1,396
PAT	762	839	1,701	3,119	3,708
EPS	2.41	2.65	5.38	9.86	11.72

*Q4 FY23 includes profit from sales of property in USA

EBITDA reconciliation

YTD FY24

INR Mn

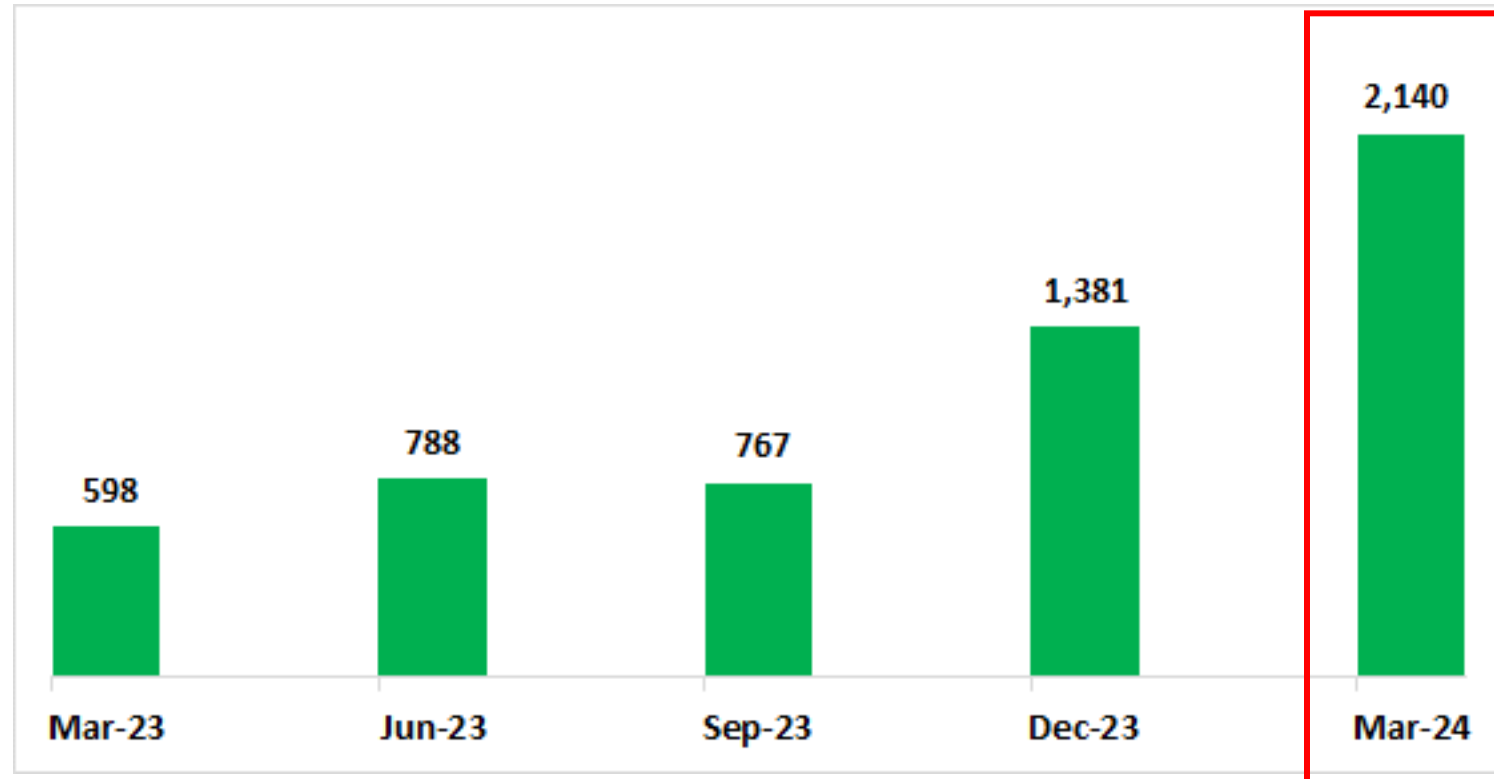


- Sales grew 5.8% ; Contribution higher by 1.7%
- EBITDA should have been INR 5,743 Mn based on increased sales and contribution.
- However, EBITDA is INR 4,860 Mn. This is on account of:
 - Increase in employee cost - INR 830 Mn (14%) –
 - Increment 450 Mn (8%), New hire + replacement 320 Mn (5%), Severance 60 Mn (1%)
 - Increased Other expenses – INR 53 Mn

Net cash position

Q4 FY24

INR Mn



	Mar'23	Mar'24
Debt	(5,059)	(5,605)
Cash	5,657	7,745
Net Cash	598	2,140



Thank you