

Rating: BUY | CMP: Rs421 | TP: Rs545

March 3, 2025

Analyst Meet Update

Change in Estimates | Target | Reco

Change in Estimates

Rating	Current		Previous	
	FY26E	FY27E	FY26E	FY27E
Rating	BUY		ACCUMULATE	
Target Price	545		608	
Sales (Rs. m)	38,570	43,419	39,436	44,484
% Chng.	(2.2)	(2.4)		
EBITDA (Rs. m)	6,133	7,121	6,310	7,384
% Chng.	(2.8)	(3.6)		
EPS (Rs.)	12.9	15.0	13.3	15.6
% Chng.	(3.3)	(3.7)		

Key Financials - Consolidated

Y/e Mar	FY24	FY25E	FY26E	FY27E
Sales (Rs. m)	32,178	34,647	38,570	43,419
EBITDA (Rs. m)	4,860	5,128	6,133	7,121
Margin (%)	15.1	14.8	15.9	16.4
PAT (Rs. m)	3,119	3,341	4,083	4,767
EPS (Rs.)	9.8	10.5	12.9	15.0
Gr. (%)	5.9	7.1	22.2	16.7
DPS (Rs.)	2.0	2.1	2.6	3.0
Yield (%)	0.5	0.5	0.6	0.7
RoE (%)	20.9	19.2	20.0	19.8
RoCE (%)	25.6	23.6	24.5	24.6
EV/Sales (x)	4.1	3.8	3.3	2.9
EV/EBITDA (x)	27.1	25.4	21.0	17.8
PE (x)	42.7	39.9	32.6	28.0
P/BV (x)	8.3	7.1	6.0	5.1

Key Data

	ELGE.BO ELEQ IN
52-W High / Low	Rs.799 / Rs.412
Sensex / Nifty	73,086 / 22,119
Market Cap	Rs.133bn/ \$ 1,526m
Shares Outstanding	317m
3M Avg. Daily Value	Rs.123.86m

Shareholding Pattern (%)

Promoter's	31.37
Foreign	29.40
Domestic Institution	5.07
Public & Others	34.16
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	(23.2)	(40.0)	(38.8)
Relative	(18.9)	(32.2)	(38.2)

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New launches & rebound in global subs to aid growth

Quick Pointers:

- The management has guided for revenue of Rs34.7bn in FY25 and remains on track to achieve its strategic target of \$450mn revenue by FY26.
- Elgi plans to expand its Electric Motors capacity while investing ~Rs2.5bn for phase 1 of MK2 plan to build new facilities of Portable business and GSC.

We recently attended Elgi Equipments' plant visit & analyst meet, where the management highlighted the company's robust business performance driven by market share gains in the ISAAME (India, South Asia & Middle East) region amid strong demand and new product launches. However, North American business is expected to witness gradual improvement, Australia is likely to remain subdued amid lower manufacturing activity and Europe is stemming from ongoing geopolitical uncertainties.

The company unveiled its plans to expand electric motor manufacturing capacity to meet 100% of in-house requirement by Sept-2025. Additionally, it announced a ~Rs7bn investment over the next five years to expand and rationalize its manufacturing facilities. Furthermore, new product breakthroughs including 'Stabilizer' and Tier 4 compressors for import substitutes will incrementally drive domestic growth in coming years.

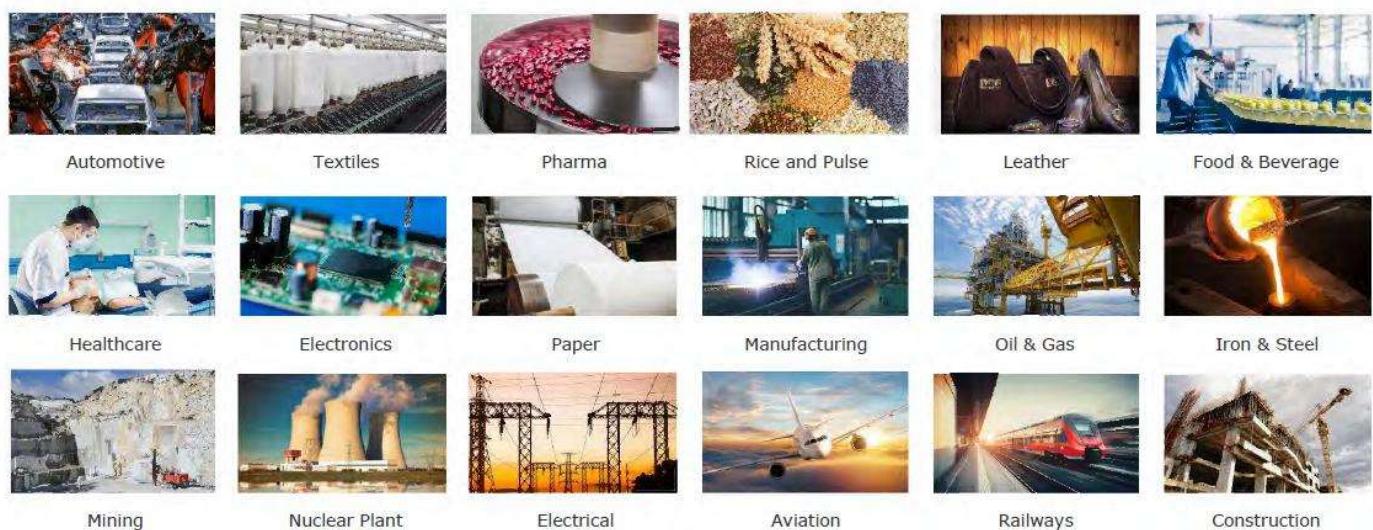
Despite near term challenges in global markets, we believe ELEQ is poised for healthy long-term growth on the back of 1) it being among top 2/10 players in the Indian/global air compressors market, 2) technology development along with strong backward integration, 3) its growing global installed base driving high-margin aftermarket sales, 4) new product launches and 5) market leadership in automotive garage equipment. The stock is currently trading at a PE of 32.6x/28.0x on FY26/27E. We cut our FY26/27 estimates by -3.3%/-3.7% factoring in lower margins due to the impact of weakness in global subsidiaries. We value the stock at a PE of 39x Sep'26E (43x Sep'26E earlier) with a revised TP of Rs545 (Rs608 earlier) and upgrade the rating to 'Buy' from Accumulate owing to recent sharp correction in the stock price.

The ISAAME region continues to remain a growth driver: It accounts for more than ~45% of the total consolidated revenue. It is expected to remain a growth driver for Elgi Equipments driven by improving market share, new product launches and customer acquisition. Meanwhile, North America (~23% of FY24 sales) continue to struggle due to cyclical nature of Portable business and prospects in Australia (~5% of FY24 sales) are expected to remain weak due to slower manufacturing activities. Economic recovery in Europe (~11% of FY24 sales) remained slow primarily due to geopolitical uncertainties, while Elgi explores new regions such as Nordic countries for Europe's growth.

Versatile across industries, eliminating single-sector risk

Elgi's diversified product portfolio caters to a wide range of industries including Automotive, Textiles, Railways, Pharma, F&B, O&G, Manufacturing etc. as every industry in the world requires compressed air. No single end user industry contributes more than 2-3% of Elgi's top line, eliminating its reliance on singular industry and making it sector agnostic.

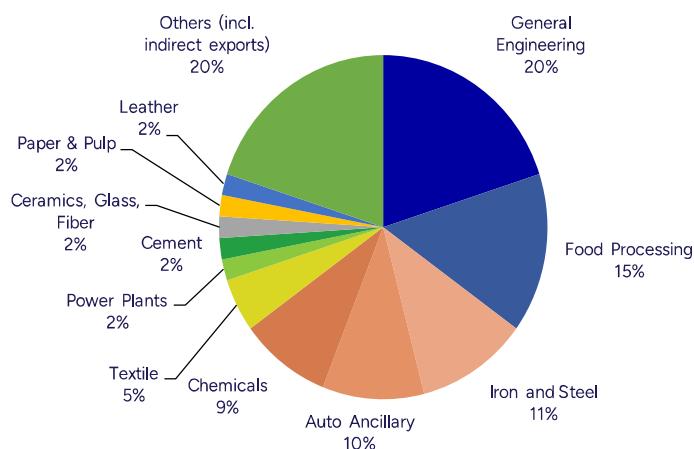
Exhibit 1: Elgi's compressed air solutions offered across all industrial applications



Source: Company, PL

In the Oil lubricated screw compressor market, General Engineering which included fabrication, wood work, electrical etc., Food Processing and Iron & Steel constituted ~45% of the demand during the FY24 in India. It was followed by the Auto Ancillary and Chemicals Industry. In FY24, no single industry constituted more than ~15% of the demand generation for oil lubricated screw compressors which further cements the sector agnostic stance of Elgi Equipments.

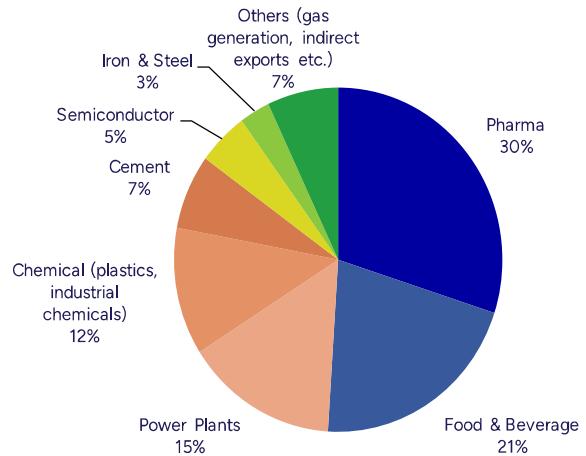
Exhibit 2: Oil Lubricated Screw Compressors: Industry-wise volume in FY24



Source: Company, PL

Oil Free Screw compressors demand was led by Pharma, Food & beverages, Power Plants and Chemicals industries together constituting ~78% of the volumes in FY24. While the end industry contribution in oil lubricated screw compressors can vastly vary across years, the contribution in oil free screw compressors remain stable due to its specific applications.

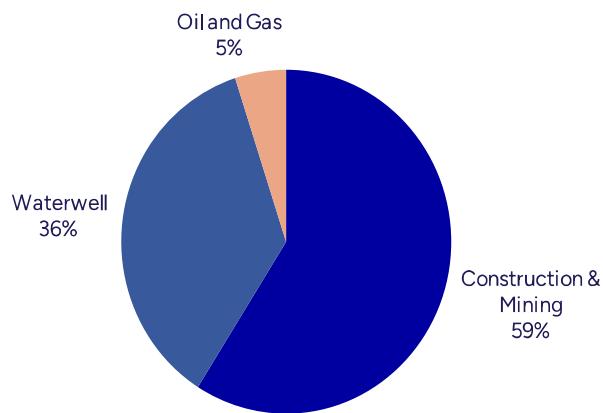
Exhibit 3: Oil Free Screw Compressors: Industry-wise volume in FY24



Source: Company, PL

The demand for Portable compressors entirely constituted of Construction & Mining, Waterwell and O&G industries in FY24. Elgi has planned a capex of ~Rs2.5bn over the next 2 years for setting up the new portable compressor facility as well as a global support center for spares. This will further bolster its presence in portable compressors in India leading to Elgi being the preferred choice for portable compressors.

Exhibit 4: Portable Compressors: Industry-wise volume in FY24



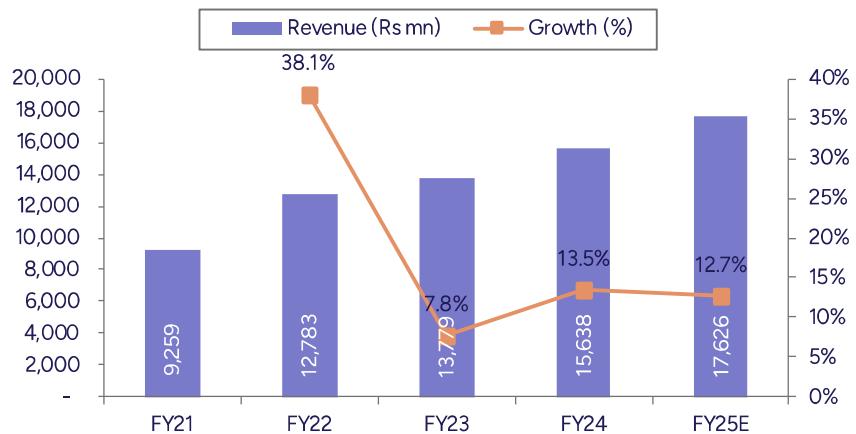
Source: Company, PL

Elgi's geography-wise sales performance

ISAAME Region: continue to remain the primary growth driver

During the FY25, Elgi has managed to improve its market share in segments like Construction, railways and Industrials while the new product launches such as energy efficient SP series, PG850 Portable etc. were well received in the market. The company's diversified end user industries aided in the mitigation of slower industry segments such as staple commodities and textiles while the company's strategy to find and acquire new customers to attain a more dominant position in the domestic market is on track with internal milestones. The influx of low-priced Chinese imports in the lower KW market segment continues to remain a headwind in this region. Elgi expects ~Rs17.6bn revenue from this region in FY25, a ~13% YoY increase leading to a ~17% CAGR over FY21-25E.

Exhibit 5: ISAAME region to record ~17% CAGR over FY21-25E

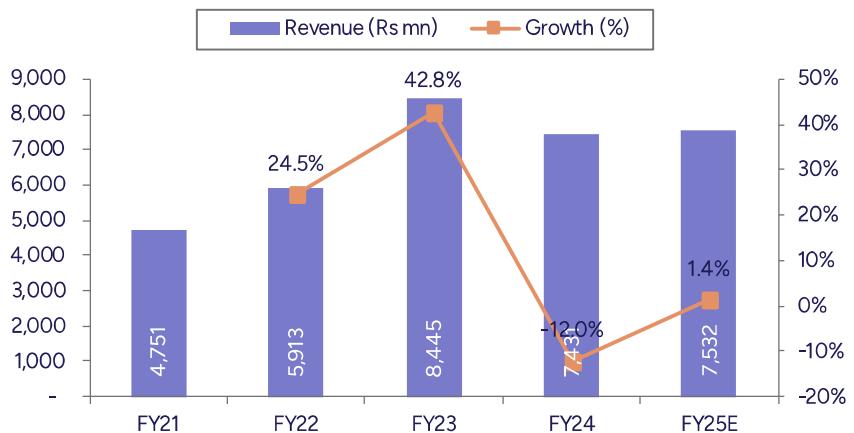


Source: Company, PL

North America: recovery of portable compressor business in focus

Company has 5 businesses in this region: Industrial business, Portable business, 2 distribution businesses and the medical air and gas business. The slowdown in its Portable business was due to its cyclical nature, management believes that this business is bottomed out and expected to bounce back. Distribution business continues to be in a recovery phase especially on the service side while the medical air and gas business is doing very well. Industrial business is back to the pre-covid levels, and the management is showing confidence in the North American market going forward.

Exhibit 6: North American region to record ~12% CAGR over FY21-25E

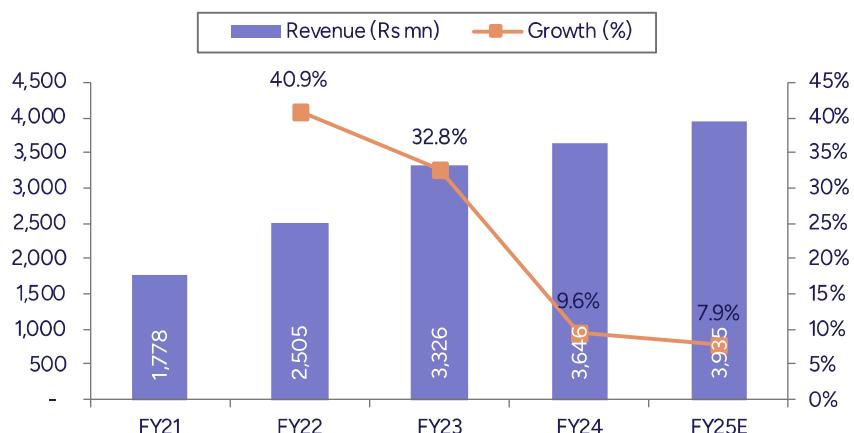


Source: Company, PL

Europe: exploring new growth avenues amid macro uncertainty

Elgi Equipments managed a ~22% CAGR over FY21-25E in Europe despite the currently ongoing macro headwinds such as high energy costs and political instability leading to a decline in Elgi's focus markets. To mitigate the impacts of these ongoing headwinds in Europe, Elgi is focusing on the regions like Nordic countries where incremental opportunities exist while it targets different distributors to expand its network in Europe.

Exhibit 7: Europe region to record ~22% CAGR over FY21-25E

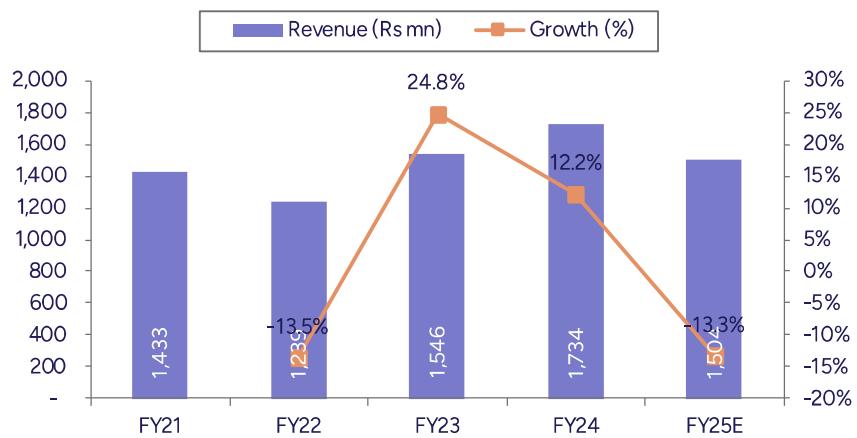


Source: Company, PL

Australia: Growth to come from market share gains

Overall Australian market declined more than 10% in FY25. It continues to face challenges relating to decline in its manufacturing. Hence, most of the growth for Elgi is expected to come from market share gains. Elgi plans to remain very specific with its investments in Australia where it can gain incremental market share. It faces pricing pressure amid increased imports from China in Australia. Finding skilled service technicians continues to remain a challenge while Elgi works on improving the quality of its sales team to compete for large orders.

Exhibit 8: Australia region to record only ~1% CAGR over FY21-25E



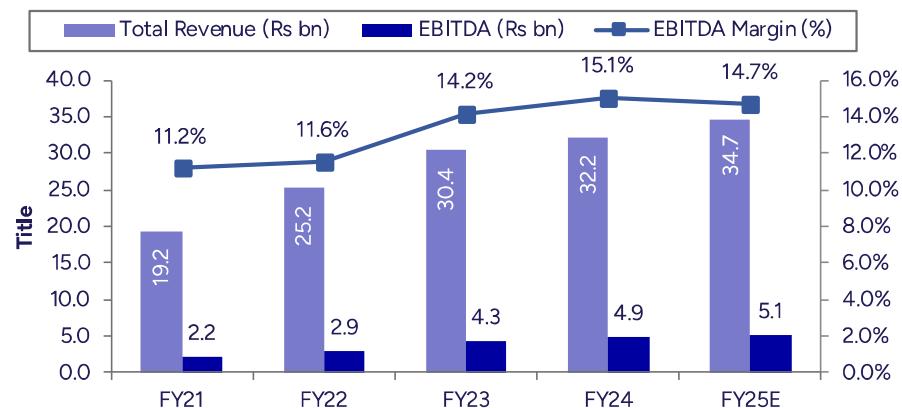
Source: Company, PL

Elgi Equipments aim to achieve \$450mn (~Rs39bn) in FY26

Elgi Equipments is expecting revenue of ~Rs34.7bn in FY25 (vs Rs25.2bn in 9MFY25) a 7.9% YoY growth primarily driven by ISAAME region which is expected to grow at ~12.7% YoY in FY25. Meanwhile, it remains on track to achieve its target of \$450mn (~Rs39bn) in FY26 registering a ~8% CAGR over FY24-26E. India is expected to contribute ~10% of this growth while rest-of-world is expected to contribute ~7% growth over FY25.

Elgi Equipments expects an EBITDA of Rs5.1bn in FY25 (~5% YoY growth) implying an EBITDA margin of ~14.7% (vs 15.1% in FY24). The decline in EBITDA margin over FY24 is primarily due to investments in process transformation initiatives, impact from cyclical nature of portable business and Australia. Meanwhile, it aims to achieve an EBITDA margin of ~16% in FY26.

Exhibit 9: Revenue to grow at 8% YoY while margins expected to decline in FY25



Source: Company, PL

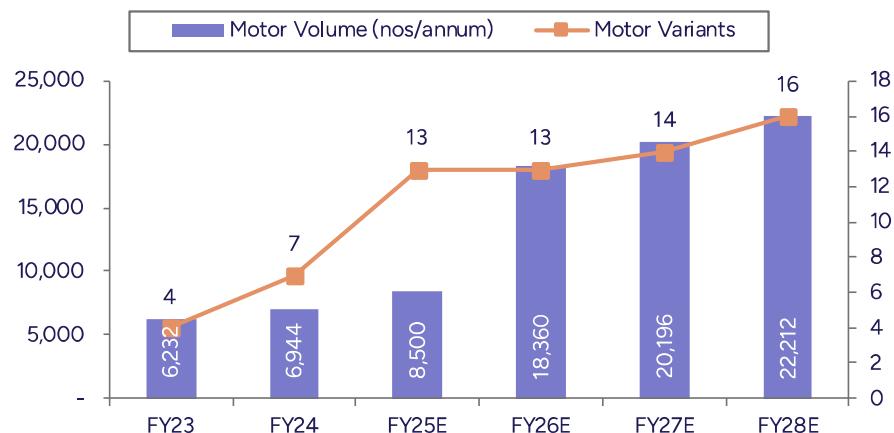
Capacity Expansions & Backward Integration to propel growth

Electric motor manufacturing capacity to reach ~22,000 per annum

Currently, Elgi Equipments manufactures ~60% of its electric motor requirements in-house, while the remaining ~40% is sourced from external suppliers, leading to a procurement lead time of 3-6 months. To enhance operational efficiency and reduce dependency on third-party suppliers, the company plans to expand its motor manufacturing capacity to ~1,300 motors per month over the next six months to cater to its current requirement of ~800 motors per month. This expansion is expected to significantly reduce lead times to just three days and enable the company to meet 100% of its motor requirements in-house.

Looking ahead, Elgi Equipments aims to further scale its motor manufacturing capacity to 22,212 motors per annum and expand its range from present 2.2kW-45kW to 2.2kW-160kW by FY28, strengthening its backward integration and supporting future growth of its customers.

Exhibit 10: Strengthening backward integration with capacity expansion



Source: Company, PL

Exhibit 11: Elgi's electric motor range to expand from 2.2kW-45kW to 2.2kW-160kW



- Technology : Induction motor
- Power : 2.2kW to 160kW
- Efficiency : IE3/IE4/NEMA P



- Technology : Radial Flux PMSM
- Power : 11kW to 75kW
- Efficiency : IE7

Source: Company, PL

~Rs7bn investment in Portable Business and Global Support Center

As part of its vision to become one of the top three compressor manufacturers globally, Elgi Equipments has initiated the development of world-class, eco-friendly manufacturing facilities with a total planned investment of ~Rs7bn over the next five years.

Phase 1 of the project will involve an investment of ~Rs2.5bn over the next two years. The company's Global Support Center is set to receive ~Rs1.4bn, while the Portable Business facility will see an investment of ~Rs1.1bn. These strategic investments are aimed at enhancing manufacturing capabilities, supporting global operations, and driving the next phase of growth.

Exhibit 12: Project MK2 with an investment of Rs7.0bn planned across FY25-29

Project MK2 plan	
Area (sqft)	7,43,000
Investment	Rs6.96bn
Duration	5 years (FY25-FY29)

Source: Company, PL

Exhibit 13: Phase 1 of the project entails investment of ~Rs2.5bn

Project MK2 Phase 1		GSC	Portable Business
Area (sqft)	1,47,000	1,31,000	
Investment	Rs1.44mn	Rs1.11mn	
Duration	2 years (FY25-FY26)		

Source: Company, PL

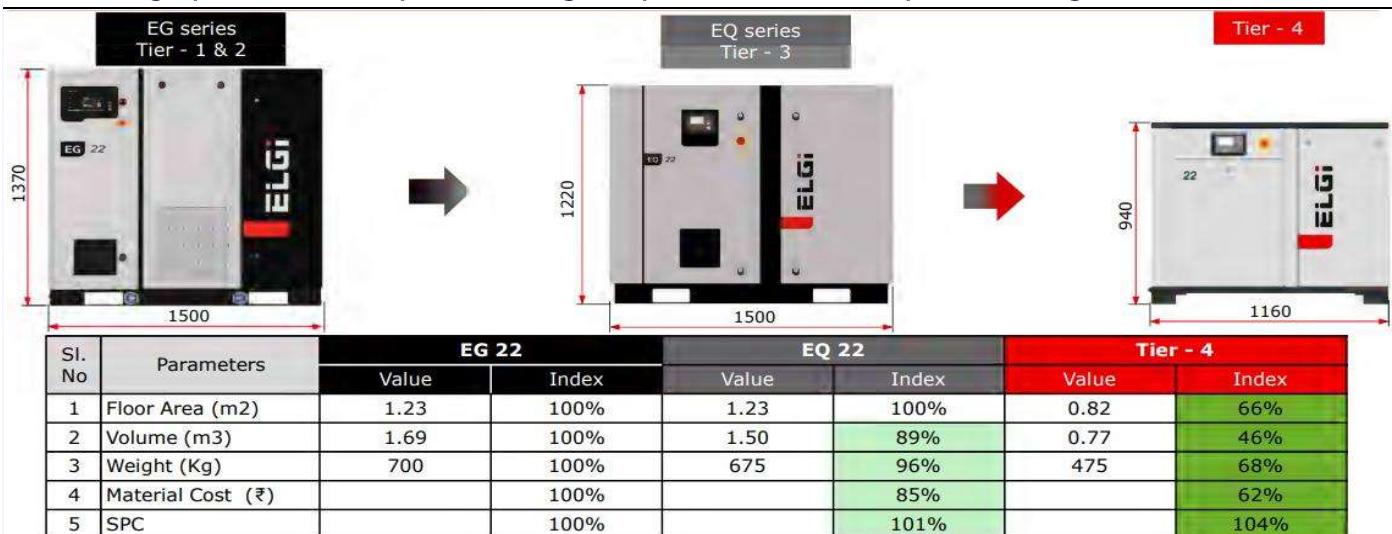
Product launches to open new growth avenues

Tier 4 compressor launch to compete with low-cost imports

Tier 4 compressors cater to customers prioritizing lower procurement costs over performance efficiency. While Elgi traditionally refrained from competing in this segment, rising demand in recent years — largely serviced by low-cost Chinese imports — has prompted the company to enter the market with its own Tier 4 compressor offering. **The addressable market for tier 4 compressors accounts for ~Rs2.0bn annually.**

To gain a competitive edge, Elgi plans to manufacture these compressors with aluminium windings instead of copper, significantly lowering production costs. Despite the cost advantage, Elgi will offer a superior **3-year warranty** compared to competitors' ~1.5-year warranty. Additionally, customers will have the option to upgrade to copper windings post-warranty, enhancing product efficiency and extending lifespan.

Exhibit 14: Elgi's planned tier 4 compressor offerings compared to its tier 1-3 compressor offerings



Source: Company, PL

'Stabilisors' – a play to replace the VFD

Elgi Equipments launched 'Stabilisor' which will serve as a replacement for VFDs in compressors. Stabilisors will recover any excess capacity in the system and reuse it to capitalize on all possibilities for any loss recovery. Stabilisors are also cheaper compared to VFDs costing only 5% of the VFD cost while providing same to better stabilization against fluctuations. With the use of this product, customers **will be able to save ~Rs0.4mn annually** on power costs, recovering the cost of entire compressor and Stabilisor in less than 2 years.

The company has launched 2 variants of Stabilisor: heavy and light. While both variants can be fitted on any compressor, the heavy Stabilisor will need to be fitted in Elgi's factory and the light one can be fitted with a retrofit kit on the field. **In India, 20-25k compressors are running without VFDs, which will be Elgi's addressable market for Stabilisor.**

Key challenges for Elgi Equipments going forward:

- Influx of low-priced Chinese imports in ISAAME region.
- Continued weakness in its Portable Business and slow recovery of service infrastructure in North America.
- Slow economic recovery in Europe due to geopolitical instability and uncertainty.
- While Australia market remain subdued it continues to face pricing challenges and unavailability of skilled labor.

Financials

Income Statement (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Net Revenues	32,178	34,647	38,570	43,419
YoY gr. (%)	5.8	7.7	11.3	12.6
Cost of Goods Sold	15,689	16,804	18,707	21,015
Gross Profit	16,488	17,843	19,864	22,404
Margin (%)	51.2	51.5	51.5	51.6
Employee Cost	6,549	6,860	7,444	8,293
Other Expenses	5,079	5,855	6,287	6,991
EBITDA	4,860	5,128	6,133	7,121
YoY gr. (%)	12.3	5.5	19.6	16.1
Margin (%)	15.1	14.8	15.9	16.4
Depreciation and Amortization	766	761	875	966
EBIT	4,093	4,367	5,258	6,155
Margin (%)	12.7	12.6	13.6	14.2
Net Interest	293	305	278	238
Other Income	550	558	697	730
Profit Before Tax	4,350	4,620	5,677	6,648
Margin (%)	13.5	13.3	14.7	15.3
Total Tax	1,283	1,331	1,663	1,968
Effective tax rate (%)	29.5	28.8	29.3	29.6
Profit after tax	3,067	3,289	4,013	4,680
Minority interest	-	-	-	-
Share Profit from Associate	52	52	69	87
Adjusted PAT	3,119	3,341	4,083	4,767
YoY gr. (%)	5.9	7.1	22.2	16.7
Margin (%)	9.5	9.5	10.4	10.8
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	3,119	3,341	4,083	4,767
YoY gr. (%)	(15.9)	7.1	22.2	16.7
Margin (%)	9.7	9.6	10.6	11.0
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	3,119	3,341	4,083	4,767
Equity Shares O/s (m)	317	317	317	317
EPS (Rs)	9.8	10.5	12.9	15.0

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Non-Current Assets				
Gross Block	8,880	10,192	11,658	13,106
Tangibles	7,977	9,231	10,635	12,023
Intangibles	903	961	1,023	1,084
Acc: Dep / Amortization	5,067	5,728	6,503	7,368
Tangibles	4,442	5,018	5,699	6,459
Intangibles	625	709	804	909
Net fixed assets	3,813	4,464	5,155	5,738
Tangibles	3,535	4,212	4,936	5,563
Intangibles	278	252	219	175
Capital Work In Progress	95	139	116	87
Goodwill	2,053	2,053	2,053	2,053
Non-Current Investments	544	547	585	631
Net Deferred tax assets	207	207	207	207
Other Non-Current Assets	167	156	174	195
Current Assets				
Investments	-	-	-	-
Inventories	6,222	6,645	7,397	8,327
Trade receivables	6,031	6,360	7,080	7,970
Cash & Bank Balance	7,745	8,908	10,055	11,102
Other Current Assets	872	901	1,003	1,129
Total Assets	28,209	30,770	34,240	37,888
Equity				
Equity Share Capital	317	317	317	317
Other Equity	15,794	18,449	21,795	25,658
Total Networth	16,111	18,766	22,112	25,975
Non-Current Liabilities				
Long Term borrowings	739	689	639	589
Provisions	182	191	212	239
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	5,642	5,142	4,642	3,642
Trade payables	3,454	3,797	4,227	4,758
Other current liabilities	1,944	2,048	2,271	2,548
Total Equity & Liabilities	28,209	30,770	34,240	37,888

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
PBT	4,402	4,620	5,677	6,648
Add. Depreciation	766	761	875	966
Add. Interest	293	305	278	238
Less Financial Other Income	550	558	697	730
Add. Other	(522)	-	-	-
Op. profit before WC changes	4,940	5,686	6,829	7,851
Net Changes-WC	(417)	(252)	(959)	(1,185)
Direct tax	(1,646)	(1,331)	(1,663)	(1,968)
Net cash from Op. activities	2,877	4,104	4,207	4,698
Capital expenditures	(418)	(1,455)	(1,543)	(1,520)
Interest / Dividend Income	376	-	-	-
Others	(968)	(1,046)	(1,022)	(1,027)
Net Cash from Inv. activities	(1,010)	(2,501)	(2,564)	(2,546)
Issue of share cap. / premium	-	-	-	-
Debt changes	304	(550)	(550)	(1,050)
Dividend paid	(633)	(634)	(668)	(817)
Interest paid	(300)	(305)	(278)	(238)
Others	(191)	-	-	-
Net cash from Fin. activities	(820)	(1,489)	(1,496)	(2,104)
Net change in cash	1,047	113	147	48
Free Cash Flow	2,388	2,648	2,665	3,179

Key Financial Metrics

Y/e Mar	FY24	FY25E	FY26E	FY27E
Per Share(Rs)				
EPS	9.8	10.5	12.9	15.0
CEPS	12.3	12.9	15.6	18.1
BVPS	50.8	59.2	69.8	82.0
FCF	7.5	8.4	8.4	10.0
DPS	2.0	2.1	2.6	3.0
Return Ratio(%)				
RoCE	25.6	23.6	24.5	24.6
ROIC	35.0	32.5	32.6	31.1
RoE	20.9	19.2	20.0	19.8
Balance Sheet				
Net Debt : Equity (x)	(0.1)	(0.2)	(0.2)	(0.3)
Net Working Capital (Days)	100	97	97	97
Valuation(x)				
PER	42.7	39.9	32.6	28.0
P/B	8.3	7.1	6.0	5.1
P/CEPS	34.3	32.5	26.9	23.3
EV/EBITDA	27.1	25.4	21.0	17.8
EV/Sales	4.1	3.8	3.3	2.9
Dividend Yield (%)	0.5	0.5	0.6	0.7

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Net Revenue	8,659	8,011	8,689	8,476
YoY gr. (%)	3.6	10.7	7.8	3.1
Raw Material Expenses	4,266	3,849	4,125	4,127
Gross Profit	4,394	4,162	4,564	4,349
Margin (%)	50.7	52.0	52.5	51.3
EBITDA	1,252	1,139	1,416	1,195
YoY gr. (%)	(1.7)	28.6	(0.8)	(7.7)
Margin (%)	14.5	14.2	16.3	14.1
Depreciation / Depletion	200	191	189	186
EBIT	1,052	949	1,227	1,008
Margin (%)	12.2	11.8	14.1	11.9
Net Interest	96	86	84	56
Other Income	146	136	141	133
Profit before Tax	1,102	999	1,284	1,086
Margin (%)	12.7	12.5	14.8	12.8
Total Tax	339	272	360	300
Effective tax rate (%)	30.7	27.2	28.0	27.7
Profit after Tax	764	727	925	786
Minority interest	-	-	-	-
Share Profit from Associates	(1)	1	22	20
Adjusted PAT	762	728	947	806
YoY gr. (%)	(17.4)	20.4	3.8	(3.9)
Margin (%)	8.8	9.1	10.9	9.5
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	762	728	947	806
YoY gr. (%)	(55.2)	20.4	3.8	(3.9)
Margin (%)	8.8	9.1	10.9	9.5
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	762	728	947	806
Avg. Shares O/s (m)	317	317	317	317
EPS (Rs)	2.4	2.3	3.0	2.5

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	12-Feb-25	Accumulate	608	539
2	24-Jan-25	Accumulate	607	548

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	ABB India	BUY	6,955	5,142
2	Apar Industries	Accumulate	8,219	7,179
3	BEML	Accumulate	3,561	3,132
4	Bharat Electronics	BUY	340	279
5	BHEL	Accumulate	226	200
6	Carborundum Universal	Accumulate	1,114	1,005
7	Cummins India	BUY	3,723	2,870
8	Elgi Equipments	Accumulate	608	539
9	Engineers India	BUY	242	170
10	GE Vernova T&D India	Accumulate	1,950	1,710
11	Grindwell Norton	Accumulate	1,890	1,651
12	Harsha Engineers International	Accumulate	440	394
13	Hindustan Aeronautics	Accumulate	4,110	3,594
14	Ingersoll-Rand (India)	BUY	4,540	3,533
15	Kalpataru Projects International	BUY	1,178	880
16	KEC International	Accumulate	930	813
17	Kirloskar Pneumatic Company	BUY	1,564	1,013
18	Larsen & Toubro	BUY	4,025	3,421
19	Praj Industries	BUY	751	632
20	Siemens	Accumulate	5,902	5,199
21	Thermax	Accumulate	3,857	3,385
22	Triveni Turbine	BUY	800	634
23	Voltamp Transformers	BUY	11,437	8,358

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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March 3, 2025

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