



May 29, 2026

National Stock Exchange of India Limited (NSE)  
Exchange Plaza,  
C-1, Block G Bandra Kurla Complex  
Bandra (E), Mumbai - 400 051

BSE Limited (BSE)  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai - 400 001

NSE Scrip Code: ELGIEQUIP

BSE Scrip Code: 522074

Dear Madam/ Sir,

**Subject: Presentation of Q4 - 2025-26 Analyst/ Investor Con-call**

In furtherance to our earlier intimation dated May 21, 2026, regarding the Schedule of Q4 2025-26 Analyst/ Investor Con-call and pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), please find enclosed herewith the presentation to be made at the ensuing Q4 2025-26 earnings conference meet for the Analysts/ Investors scheduled to be held on Friday, May 29, 2026, at 10:00 AM (IST) through Microsoft Teams Meeting.

As prescribed under the Listing Regulations, the audio / video recording and transcript of the aforesaid Meet will be uploaded on the Company's website and will be intimated to the Stock Exchanges in due course.

The above is for your information and record. This information is also being hosted on the website of the Company.

Thanking you,

Yours faithfully

**FOR ELGI EQUIPMENTS LIMITED**



**ROHIT GUPTA**  
**COMPANY SECRETARY & COMPLIANCE OFFICER**  
**MEMBERSHIP NO.: A12422**

*Encl.: as above*

**ELGI EQUIPMENTS LIMITED**

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CIN: L29120TZ1960PLC000351



# Analyst Call Q4 FY26

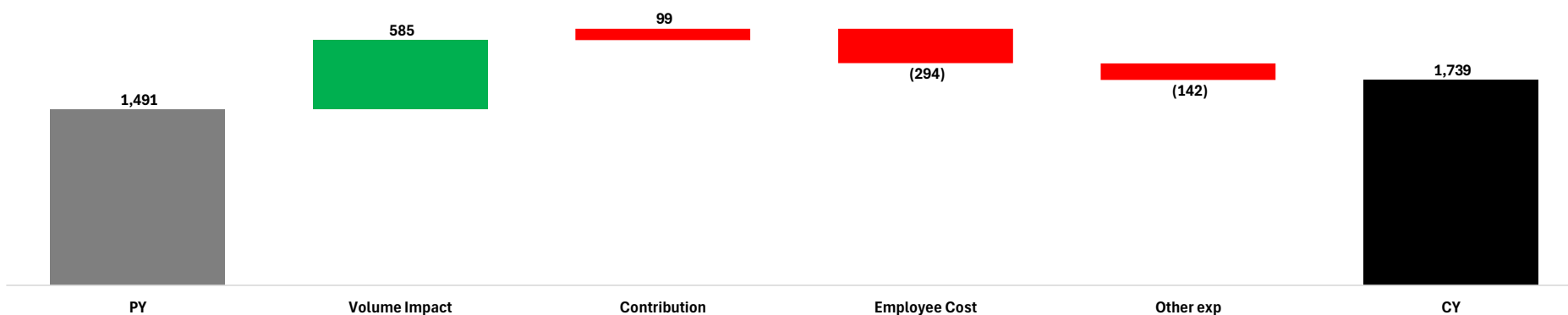
29 May 2026



# EBITDA reconciliation

Q4 FY 26 vs Q4 FY 25

INR Mn



- Sales grew by 12%
- Contribution impacted due to product mix and tariff
- EBITDA should have been INR 2,167 Mn based on the contribution of increased sales
- However, EBITDA is INR 1,739 Mn. This is on account of increase in
  - Employee cost – INR 294 Mn (17% increase)
  - Other expenses – INR 134 Mn (8% increase)

# Sales highlights

Q4 FY 26

INR Mn

120+

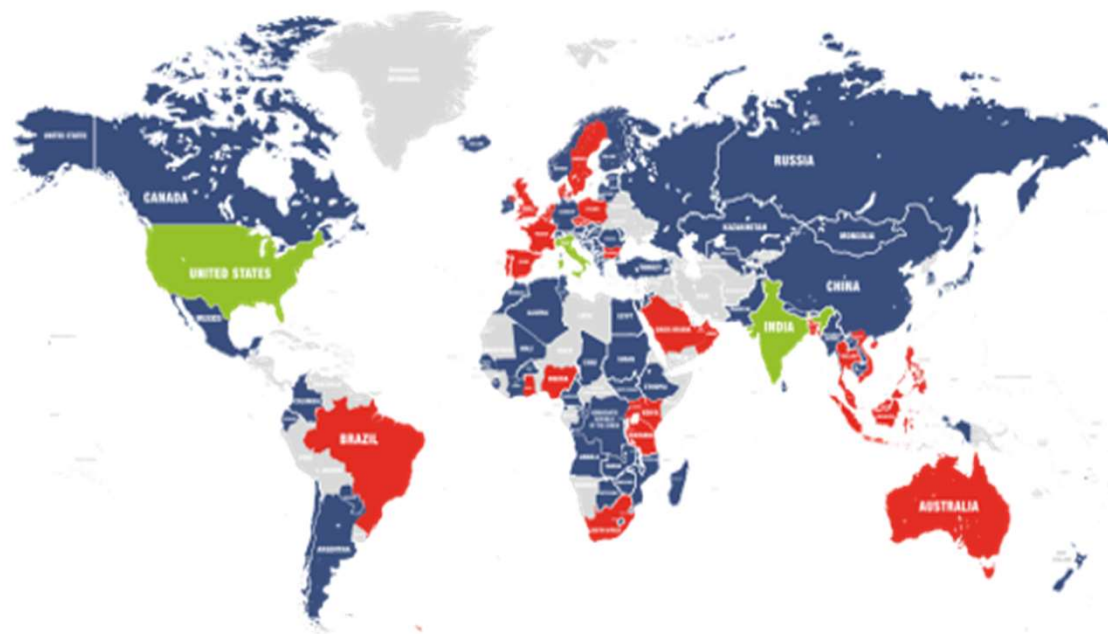
Countries where ELGi does business

28

Countries with direct presence

3

Countries with manufacturing presence



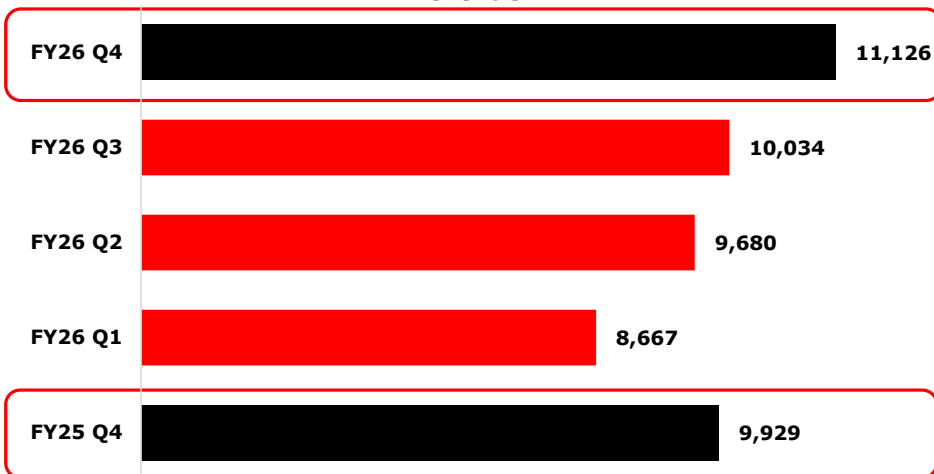
vs. Previous year	
INDIA	↑
NORTH AMERICA	↑
EUROPE	↑
AUSTRALIA	▬
ATS	↑
MIDDLE EAST	↑
BRAZIL	↑
SOUTH EAST ASIA	↓

# Financial highlights

Q4 FY 26

INR Mn

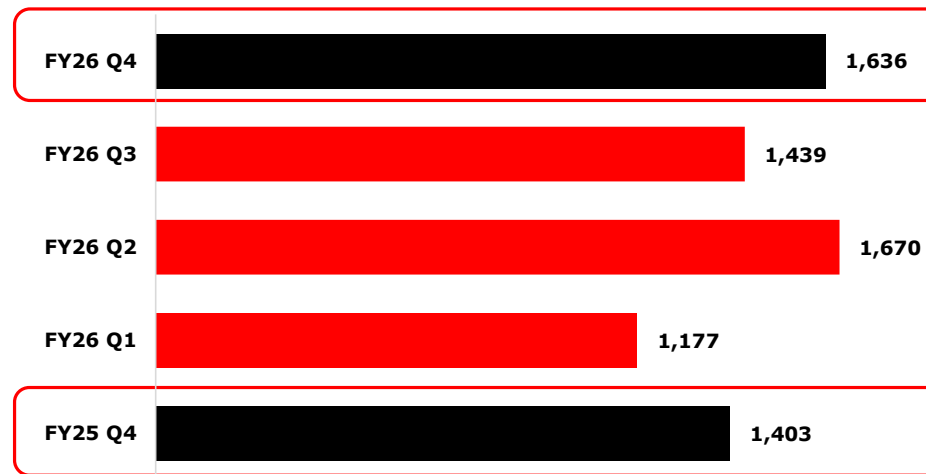
## Revenue



### Revenue

- Growth over Previous year by 12%

## PBT

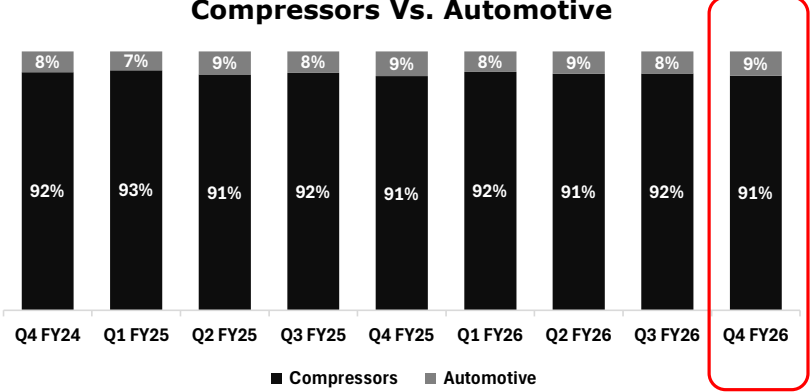


### PBT

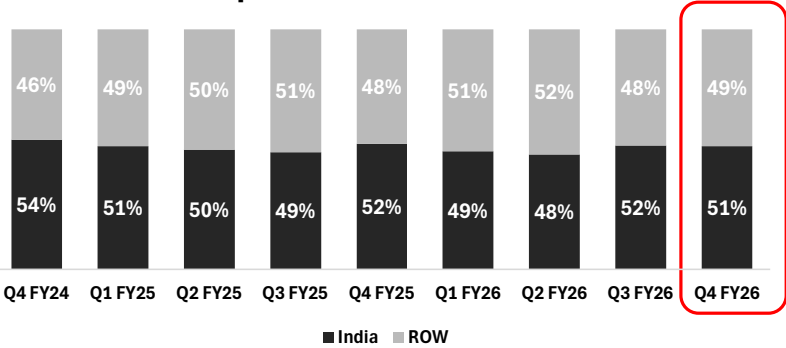
- Growth over Previous year by 17%

# Sales Mix

### Compressors Vs. Automotive



### Compressors - India vs ROW



# Consolidated financials

INR Mn

INR Mn	Q4 FY25	Q3 FY26	Q4 FY26	FY25	FY26
<b>Sales</b>	<b>9,929</b>	<b>10,034</b>	<b>11,126</b>	<b>35,104</b>	<b>39,507</b>
Material Cost	5,074	4,948	5,587	17,174	19,338
Employee Cost	1,721	1,940	2,015	6,828	7,755
Other Expenses	1,643	1,706	1,785	5,797	6,579
<b>EBITDA</b>	<b>1,491</b>	<b>1,440</b>	<b>1,739</b>	<b>5,305</b>	<b>5,835</b>
<b>EBITDA %</b>	<b>15.0%</b>	<b>14.4%</b>	<b>15.6%</b>	<b>15.1%</b>	<b>14.8%</b>
Depreciation and amortisation	195	213	250	760	858
<b>EBIT</b>	<b>1,296</b>	<b>1,227</b>	<b>1,489</b>	<b>4,545</b>	<b>4,977</b>
<b>EBIT %</b>	<b>13.1%</b>	<b>12.2%</b>	<b>13.4%</b>	<b>12.9%</b>	<b>12.6%</b>
Finance costs	79	50	61	305	254
Forex	38	-	-	(26)	-
Other income	167	245	222	577	1,178
JV divestment loss	(30)	(1)	-	(30)	(47)
Share of profit/(loss) of joint venture	11	18	(15)	55	67
<b>PBT</b>	<b>1,403</b>	<b>1,439</b>	<b>1,635</b>	<b>4,816</b>	<b>5,921</b>
<b>PBT %</b>	<b>14.1%</b>	<b>14.3%</b>	<b>14.7%</b>	<b>13.7%</b>	<b>15.0%</b>
<b>Exceptional exp</b>	-	150	-	-	150
<b>PBT</b>	<b>1,403</b>	<b>1,289</b>	<b>1,635</b>	<b>4,816</b>	<b>5,771</b>
<b>PBT %</b>	<b>14.1%</b>	<b>12.8%</b>	<b>14.7%</b>	<b>13.7%</b>	<b>14.6%</b>
Income Tax	383	337	357	1,314	1,471
<b>PAT</b>	<b>1,020</b>	<b>952</b>	<b>1,279</b>	<b>3,502</b>	<b>4,301</b>
<b>PAT %</b>	<b>10.3%</b>	<b>9.5%</b>	<b>11.5%</b>	<b>10.0%</b>	<b>10.9%</b>
<b>Basic EPS</b>	<b>3.23</b>	<b>3.01</b>	<b>4.06</b>	<b>11.09</b>	<b>13.64</b>

Key factors against Q4 FY25:

- Tariff impact 1.2%

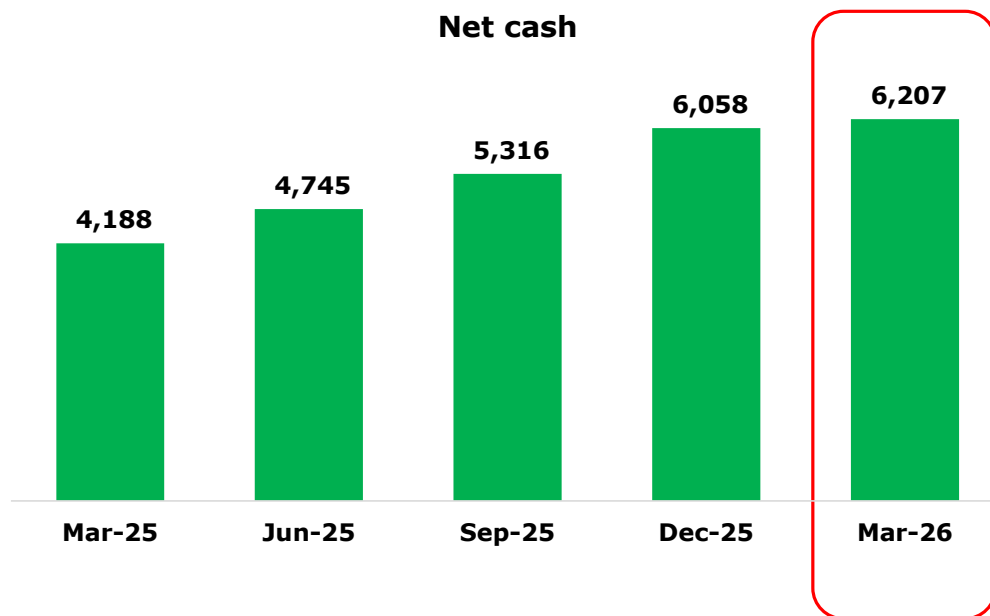
⇒ Q4 vs Q3 – 37 Mn up – majorly in NA (three leases added)

⇒ Pertains to wage code impact

# Net Cash Position

Q4 FY 26

INR Mn



Particulars	Mar-25	Mar-26
Cash	9,096	10,256
Debt	(4,908)	(4,049)
<b>Net Cash</b>	<b>4,188</b>	<b>6,207</b>



*Thank you*