



LIVE THE FUTURE

# LLOYD ELECTRIC & ENGINEERING LIMITED

**Pioneer in  
Heat Exchanger &  
Air Conditioning  
Industry  
(HVAC&R)  
and a  
Prominent Brand  
in  
Consumer Durables**



# Company Overview

India's Largest Manufacturer of Coils/ Heat Exchangers serving the entire spectrum of HVAC& R Industry

Provides end-to-end solution in HVAC&R industry- complete integration in the HVAC&R industry, right from manufacturing the physical components, air-conditioners to selling to OEM's and to the end customers, so an end-to-end solution in the HVAC&R industry

Suppliers of customized packaged AC solutions to Indian Railways including Metro Rail.

Awarded as "Power Brand" , "Indian Power Brand" and "Asia's Most Promising Brand"

First Indian Company to be awarded IRIS (International Railway Industry Standard) Certification, and making the Company eligible for global bidding in Railway/Metro business in HVAC&R Industry.

International presence with wholly owned subsidiaries in Europe, Czech Republic

Company has global presence with State-of-the-Art Manufacturing Facility with cutting edge technology across the Globe:

#### **Domestic Manufacturing Facilities:**

- ☐ Bhiwadi, Rajasthan
- ☐ Kala-amb, Himachal Pradesh
- ☐ Pant Nagar, Uttarakhand
- ☐ Ranipet, Tamil Nadu
- ☐ Haridwar, Uttarakhand
- ☐ Tauru, Haryana

#### **Overseas Manufacturing Facilities**

- ☐ Lloyd Coils Europe, s.r.o  
Prague, Czech Republic
- ☐ Janka Engineering s.r.o  
Prague, Czech republic



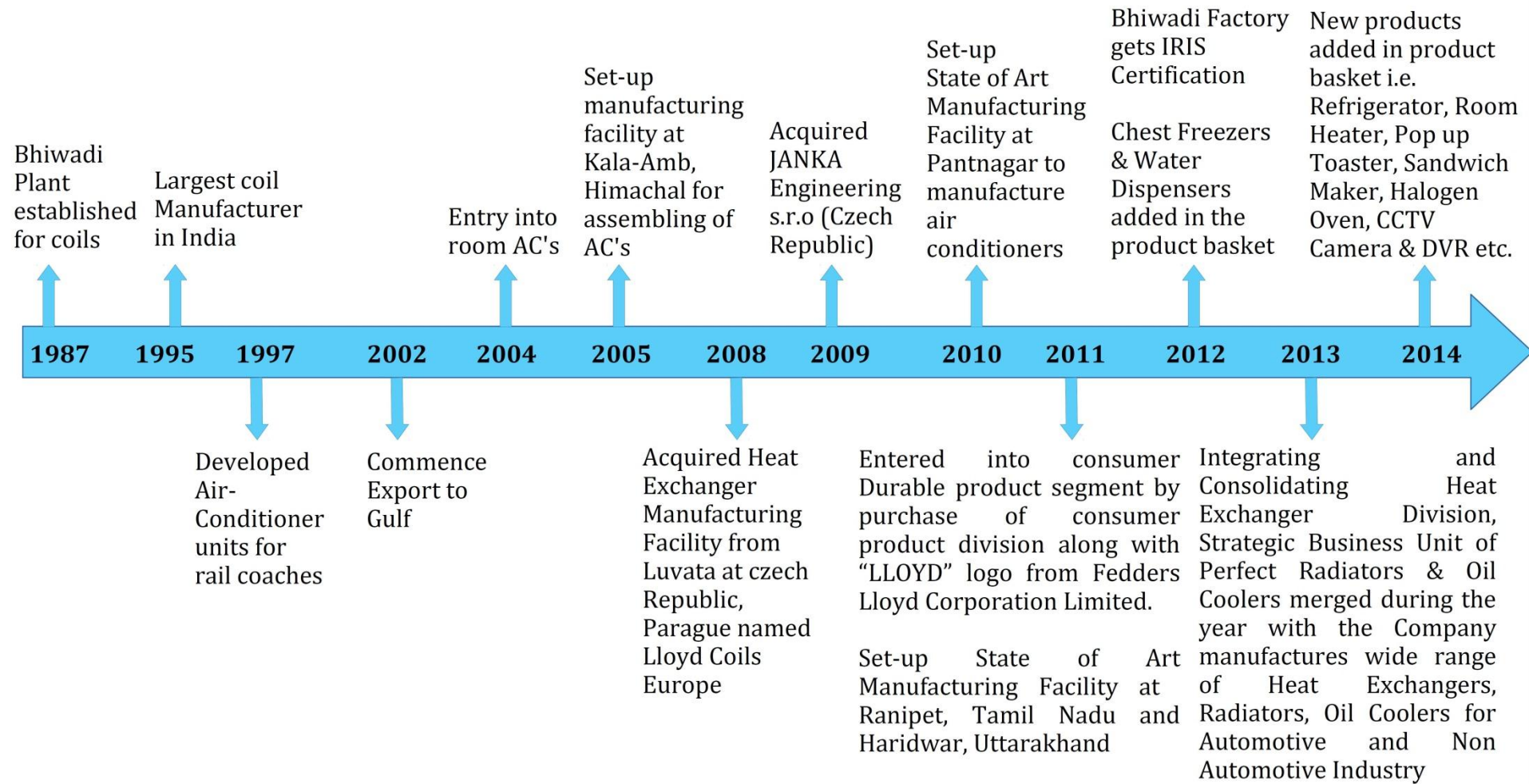
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# Installed Capacity at various Manufacturing Facilities

Plant Location	Product Lines	Capacity (No. of Units)
Bhiwadi	Condensing & Evaporator Coil Set	1,025,000
	Fan coil units / Cooling Units	10,000
	All type of air conditioners upto 15 tons	2,000
	Sheet Metal (for Mfg. Coils)	300,000
Kala - Amb	Condensing & Evaporator Coil Set	200,000
	All type of air conditioners upto 3 Tonn	200,000
Pant Nagar	All type of air conditioners upto 3Tons	301,000
	PFC Coils	3,00,000
Haridwar	All type of air conditioners upto 15 tons	6,000
	Shell & Tube Heat Exchanger	936
	Aluminium Bar Place oil cooler	36,000
	Aluminium Parallel Flow oil coolers & condensor	168,480
Ranipet	All type of air conditioners upto 15 tons	100,000
Tauru	Locomotive	5,400
	Railways / Automotive	210,000 <sub>4</sub>



# Key Milestones



# Key Business Segment

## **Consumer Durable “Lloyd Brand”**

- Air-conditioners
- LCD/LED televisions
- Chest Freezers
- Washing Machines
- Water Dispenser
- Induction Cookers / Room Heaters

## **OEM & Packaged Air-Conditioning**

- Contract manufacturing as OEMs (Original Equipment Manufacturer) & ODM (Original Design Manufacturer)
- For window & split Air-conditioners
- Air conditioning – for Railway, Metros etc.

## **Heat Exchangers & Components**

- Condensing & Evaporating coils
- Sheet metal parts & components
- Industrial heat exchangers

# Heat Exchangers & Components

## Introduction

- ❑ Lloyd is one of the largest manufacturer of heat exchangers in India for the Heating Ventilation Air conditioning and Refrigeration (HVAC&R) industry.
- ❑ State of the art production facilities at
  - Bhiwadi, Rajasthan
  - Pantnagar, Uttarakhand
  - Kala-Amb, Himachal Pradesh
- ❑ Lloyd is rapidly expanding its footprints overseas and its product line is currently being exported to the Middle East, Africa, Europe and North America

## Heat Exchangers have a wide range of applications including:

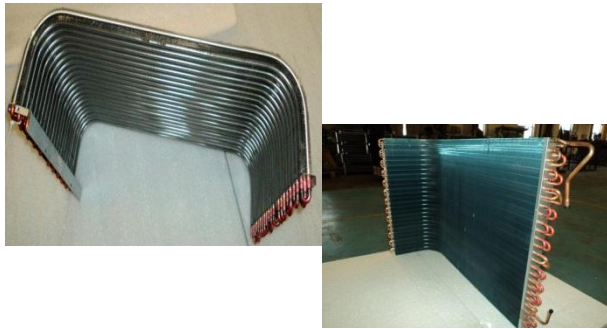
- ❑ Window, Split & Package AC Systems
- ❑ Commercial Refrigeration Systems
- ❑ Automobile Air Conditioning
- ❑ Railway Air Conditioning
- ❑ Telecom Precision Air Conditioning
- ❑ Special Application Coils
- ❑ Industrial Coils

# Key Markets & Application Areas

**Key Application Areas- application in HVAC Products  
(for OEM segment and Branded “Lloyd” Products for Retail Segment)**

Our Product

Installation



Air  
Conditioners



Commercial  
Refrigeration





# Key Application Areas

## Our Product



Telecom

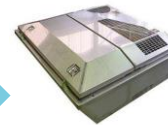
## Installation



Automobile  
Air Conditioner



Railway Air  
Conditioner



# Radiators & Oil Coolers

## Introduction

- ☐ One of the largest maker of mechanically bonded radiators in India
- ☐ Manufacturing capacity of 100,000 units/annum
- ☐ State of the art production facilities at
  - Tauru, Haryana
  - Haridwar, Uttarakhand
- ☐ Manpower of 400 including engineers, supervisors & workmen

## Key Capabilities

- ☐ Fin Production
- ☐ Radiator Core Assembly
- ☐ VMC Header Plate Drilling
- ☐ Tube Expansion
- ☐ Vacuum Brazing
- ☐ Tube Production on Red Yellow Brass Tube Mill

## Key Application Area

- ☐ Automobile cooling systems
- ☐ Earth moving equipment
- ☐ Compressors & air conditioning
- ☐ Captive power plants
- ☐ Defence systems
- ☐ Locomotives

# Glimpse of key products

## Few Key Products

### Copper Brass Radiators:

- ☐ Mechanically bonded radiators for locomotive application
- ☐ Agriculture tractor radiators
- ☐ Off highway vehicle radiator
- ☐ Commercial vehicle radiators

### Aluminium Brazed Radiators:

- ☐ Defence battle tank radiators & Oil coolers
- ☐ Condenser
- ☐ CAC/Inter coolers

### Other Products:

- ☐ Bar & Plate type air coolers
- ☐ Heat exchanger
- ☐ Air coolers
- ☐ Industrial radiators, combi coolers



Oil Coolers



Charge Air Coolers



Radiators – auto, farm eqpt, earthmoving eqpt



Shell & tube heat exchangers



Cooling systems components

# OEMs (Original Equipment Manufacturer) & ODM (Original Design Manufacturer)

## Introduction

- ❑ Manufacturing of Air-conditioners & LED TVs as OEMs & ODM for leading Indian and Foreign Brands
- ❑ State of the art production facilities at
  - Pantnagar, Uttarakhand
  - Kala-Amb, Himachal Pradesh
- ❑ Annual production capacity of over 600,000 air conditioners
- ❑ Lloyd is OEM & exporter to leading brands in markets of Africa and the Middle East

## Key Capabilities

- ❑ AC Assembly and Testing Line
- ❑ ODU Kit Assembly Line and IDU Line
- ❑ Aluminium Brazed PFC Condenser Manufacturing Line
- ❑ Copper Aluminium Condenser & Evaporator Coil Manufacturing Line
- ❑ Plastic Injection Moulding Line for Fan & Grill Manufacturing
- ❑ Sheet Metal Stamping and Powder Coating Plant for ODU Chassis & Components



# Glimpse of Assembly Line



AC Assembly Line



Automation of Assembly Line



Micro channel  
Heat Exchanger  
manufacturing  
facility



Exports to some of the Reputed Foreign brands..



# Railway Air-conditioning Segment

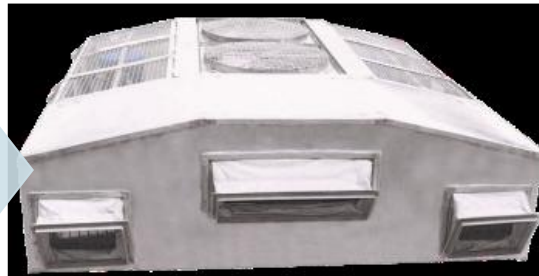
## Key Highlights:

- ❑ Lloyd was the first Company to develop Roof Mounted Packaged Unit (RMPU) in India for Indian Railway
- ❑ Introduced Reverse cycle HVAC for conventional coaches of Indian Railway
- ❑ Design and development of RMPU for double decker coaches of Indian Railway
- ❑ Design and development of HVAC system for Kolkata Metro
- ❑ Lloyd is the first Indian Rail HVAC Company to get IRIS certification & EN Welding certification
- ❑ Lloyd has a pan-India service network working round the clock for maintaining the AC packaged units installed on rolling stocks

# Railway Air-conditioning Segment

## Key Products

**Roof Mounted  
Packaged Unit (RMPU)  
for Air-conditioner rail  
coaches :**



**Roof Mounted Packaged  
Unit (RMPU) for LHB  
coaches**



**Roof Mounted  
Packaged Unit (RMPU)  
for metro rail**



# Consumer Durable & Home Appliances

Lloyd is a leading name in the air conditioning and home appliances category. With a pan-India presence and a strong network of over 7,000 dealers, brand Lloyd has found its place in the hearts of millions.

## Introduction

- ❑ Acquired Consumer Durable Products Division in July 2011 from associate company
- ❑ Key products of Consumer Product Division -window & split ACs and LCD/LED TVs
- ❑ Other products -tower & cassette ACs, clothes dryer, chest freezer & garment steamer, Induction Cooker / Water Dispenser and Room heaters
- ❑ Aggressive marketing campaign with celebrity brand ambassador

## Chosen by the Consumers





# Product Portfolio under “Lloyd” Brand

## High Growth Products



## Niche Consumer Products





# Marketing Strategy



# Brand Endorser Shruti Haasan

**इस त्यौहार LLOYD लाओ**  
**खुशियों को घर बुलाओ**  
— श्रुति हासन

LED TVs • Refrigerators • Washing Machines  
• Air Conditioners • Chest Freezers • Water Dispensers  
• Induction Cookers • Room Heaters

Visit us at: [www.mylloyd.com](http://www.mylloyd.com) A LLOYD ENDEAVOUR Toll Free No.: 1800-1200-666

Dangler Front 19.8cmx28.3cm

**इस त्यौहार LLOYD लाओ**  
**खुशियों को घर बुलाओ**  
— श्रुति हासन

LLOYD

Dangler Back 19.8cmx28.3cm

**इस त्यौहार LLOYD लाओ**  
**खुशियों को घर बुलाओ**

LLOYD

# Advertisements through Media



## In-Flight Advertisement in Spice Jet Aircrafts

**In-flight  
Branding  
on Bulk Heads**  
around 30 aircrafts

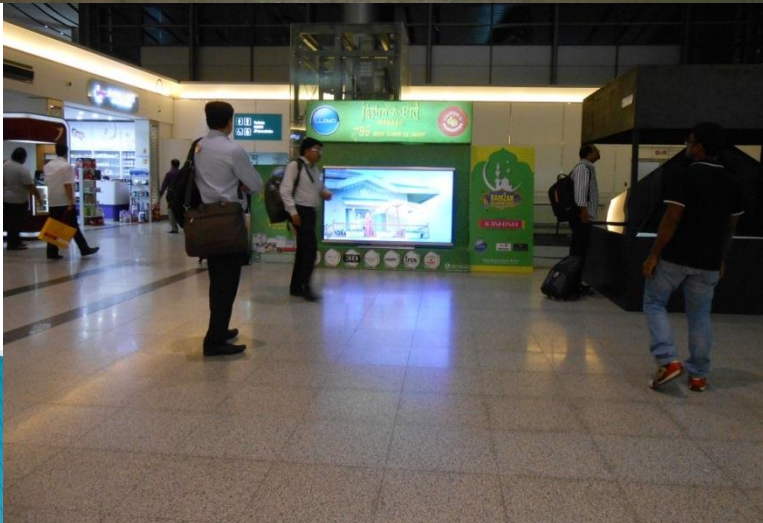






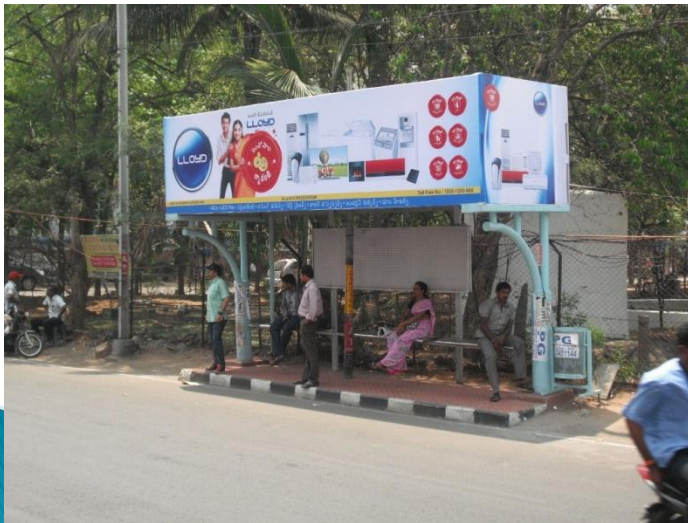
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# Activation @ Hyderabad/Delhi/Pune Airport





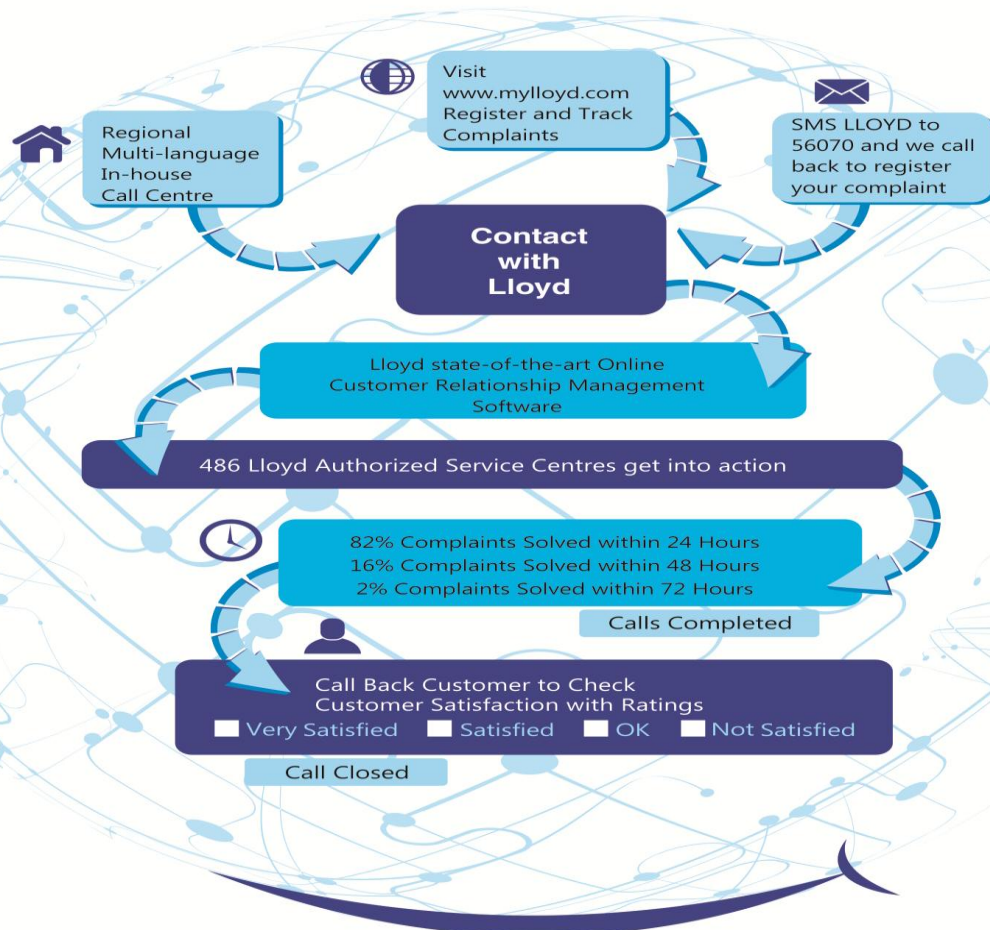
# Bus Shelters





# Best-in-Class After-Sales Service

TAT < 24 hours for more than 80% calls attended  
CSI > 85% (Generated by post-call external auditing)



- ❑ Lloyd has its success Mantra of “Service Chahiye to Lloyd Laiye”
- ❑ Lloyd has established multi language inhouse call centres with unique CRM software, a web based tool that ensures complete transparency
- ❑ On demand free service and the facility to register and track complaints online on the brand website: [www.mylloyd.com](http://www.mylloyd.com)

# Company Owned Service Centers & Authorised Service Centers



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## COMPANY OWNED SERVICE CENTRES

AGRA  
AHMEDABAD  
AMBALA  
AMRITSAR  
AMRAVATI  
ASANSOL  
ASSAM  
ALLAHABAD  
AURANGABAD  
BENGALURU  
BHATINDA  
BHOPAL  
BHUBANESHWAR  
BAREILLY  
BILASPUR  
BARODA  
CHANDIGARH  
CHENNAI  
COIMBATORE  
DELHI  
DHANBAD  
FARIDABAD  
GURGAON  
GHAZIABAD  
GWALIOR  
GOA NORTH  
GOA SOUTH  
GORAKHPUR  
GANGANAGAR  
GUNTUR

HYDERABAD  
HUBLI  
HARIDWAR  
HALDWANI  
INDORE  
JAMMU  
JAIPUR  
JODHPUR  
JALANDHAR  
JABALPUR  
JALGAON  
KANNUR  
KOLHAPUR  
KOZHIKODE  
KANGRA  
KOLKATA  
KANPUR  
KOTA  
KOTTAYAM  
KOCHI  
KARNAL  
LUDHIANA  
LUCKNOW  
MANDI  
MYSORE  
MUMBAI  
MORADABAD  
MUZAFFARPUR  
MADURAI

NELLORE  
NASIK  
NANDED  
NAGPUR  
PATNA  
PUNE  
PIMPRI  
RAIPUR  
RAJKOT  
RAJAMUNDRI  
RANCHI  
SAMBALPUR  
SILLIGURI  
SIRSA  
SRINAGAR  
SURAT  
TRIVANDRUM  
UDAIPUR  
VARANASI  
VISHAKHAPATNAM  
WARRANGAL

## AUTHORISED SERVICE CENTRES

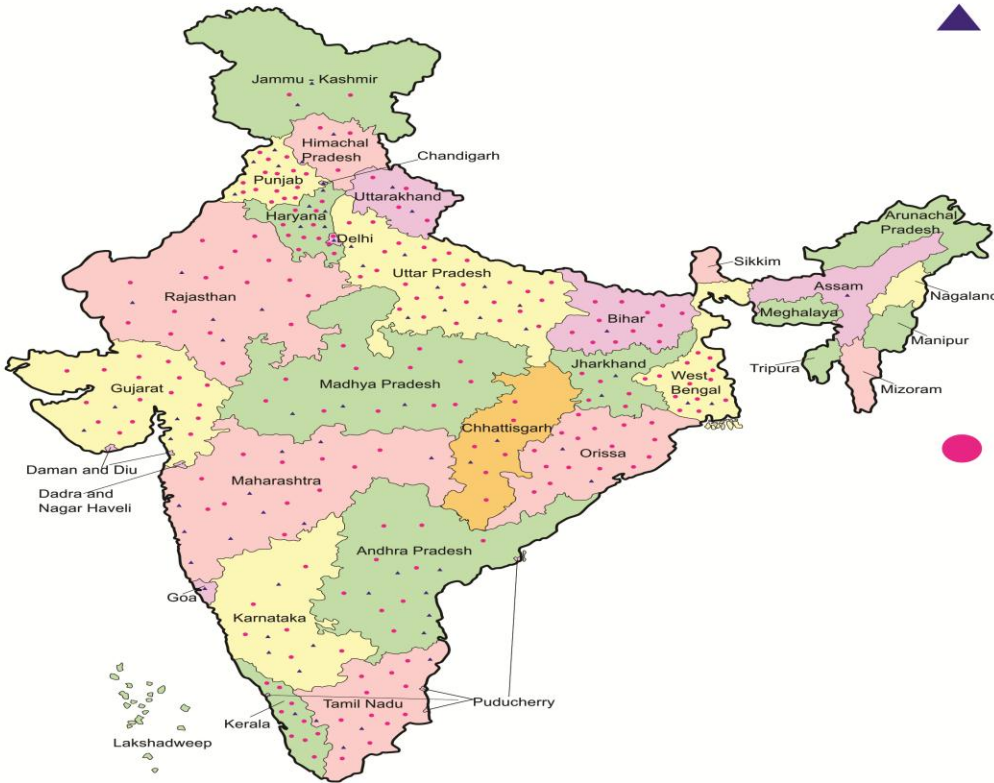
ANANTAPUR  
NALGONDA  
(U.S.NAGAR)  
ABOHR  
AGRA  
AHEMADNAGAR  
AHEMDABAD  
AHMEDNAGAR  
AJMER  
AKOLA  
ALIGARH  
ALLAHABAD  
ALLUR  
ALLEPPY  
ALWAR  
AMBALA  
AMBALA DISTT  
AMRAVATI  
AMRELI  
AMRITSAR  
ANAND  
ANANTAPUR  
ANDAMAN  
ANGUL  
ASANSOL  
AURAYTA  
AURANGABAD  
BADAUN  
BAHADURGARH  
BAHRAICH  
BALAGHAT  
BALESORE  
BANGLORE  
BANDHIGUL  
BARBIL  
BAREILLY  
BARGARH  
BARNALA  
BARODA  
BASNI  
BATALA  
BEED  
BEGUSARAI  
BEHRAMPUR  
BELGUAM  
BERHAMPUR  
BHADRAK  
BHAGALPUR  
BHARUCH  
BHATINDA  
BHUVNAGAR  
BHILAI  
BHILWARA  
BHIWANI  
BHOPAL  
BHUBANESHWAR  
BHUL  
BIKANER  
BILASPUR  
BIRBHUM  
BOKARO  
BOLANGIR

BRAJANAGAR  
BURDWAN,  
BURDWAN,  
CALCUT  
CHAMPA  
CHANDIGARH  
CHITTOOR  
CHURU  
COCHIN  
COIMBATORE  
COOCHIBHAR  
CUTTACK DISTRICT  
DAHOD  
DARBHANGA  
DARLIGANJ  
DAUSA  
DEHRA DUN  
DELHI  
DEOGHAR  
DEORIA  
DEVOLI  
DHAMTAR  
DHANBAD  
DHAR  
DHERKANAL  
DHOLPUR  
DINAJPUR  
DINDIGUL  
DURGAPUR  
DURGAPUR  
EAST GOGAVARI  
EAST MIDNAPUR  
ERNAKULAM  
ERODE  
ETAH  
FAIZABAD  
FARIDABAD  
FATEHABAD  
FATEHGARH  
FIROZABAD  
FIROZPUR  
GANDHIDHAM  
GAYA  
GHAZIABAD  
GODDA  
GONDHA  
GONDA  
GORAKHPUR  
GURGAON  
GUNA  
GUNTUR  
GUWAHATI  
GWALIOR  
HAMIRPUR  
HANUMANGARH  
HAPUR

HAZARIBAGH  
HIMMAT NAGAR  
HIMMATPUR  
HOOGHLY DISTRICT  
HOSPET  
HOWRAH  
HUBLI  
HYDERABAD  
INDORE  
JABHUA  
JAGADHRI  
JAGDALPUR  
JAIPUR  
JALANDHAR  
JALGAON  
JALNA  
JAMMU  
JAMNAGAR  
JAMSHEDPUR  
JEYPURE  
JHANSI  
JHUNJHUNU  
JIND  
JODHPUR  
JOGESWARI  
JUNAGARH  
KABIRDHAM  
KADAPA  
KAITHAL  
KALOL  
KALYAN  
KANCHIPURAM  
KANGRA  
KANNUR  
KARAIKAL  
KARIMNAGAR  
KARNAL  
KARUR  
KASARGODU  
KEERAPADA  
KEONJHAR  
KHAMMAM  
KHANDWA  
KHARGONE  
KOLAPUR  
KOLKATA  
KOLLAM  
KORBA/RAIGARH  
KOTA  
KOTHAMANGALAM  
KOTTAYAM  
KUNJAPUR  
KRISHNA DT  
KURNOOL  
KURUKSHETRA  
KUTCH  
LAHERIA SARAI  
LATUR  
LUCKNOW  
NEWLUDHIANA  
LUDHIANA  
MADURAI

MAHABUBNAGAR  
MAINPURI  
MALAPPURAM  
MALDAMALOUT-LCD  
MANGALORE  
MUKTSAI  
MEERUT  
MEHSANA  
MOHALI  
MORADABAD  
MOTHARI BIHAR  
MUKTSAI  
MUMBAI  
MUNGER  
MURADNAGAR  
MUZAFFARPUR NADBAI  
NADIA  
NAGARCOIL  
NAGPUR  
NALGAON  
NALANDA  
NALGONDA  
NANDED  
NANDURBAR  
NASIK  
NAVARSARI  
NELLORE  
NEMMARA PALAKKAD  
NEWAI  
NIZAMABAD  
NOIDA  
NORTH CHENNAI  
PALAKKADU  
PALANPUR  
PALASUNI  
PANCHKULA  
PANIPAT  
PACHOTA  
PATHANAMTHITTA  
PATHANKOT  
PATIALA  
PATTON  
PEHOWA  
PINJORE  
PONDICHERY  
POWDIKONAM  
PRAKASAM  
PUNE  
PUNJIA  
RAI BAREILLY  
RAIGARH  
RAIPUR  
RAJKOT  
RAJNANDGAON  
RANCHI  
RANIKHET  
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RAYAGADA

REWA  
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RUDRAPUR  
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SAHARANPUR  
SALEM  
SAMBALPUR  
SANGALI  
SANGRUB  
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SASARAM  
SATARA  
SATNA  
SECUNDERABAD  
SELAM  
SHRIRANGNAGAR  
SILIGURI  
SIRSA  
SITAMARHI  
SITAPUR  
SIWAN  
SOLAPUR  
SONIPATH  
SOUTH DELHI  
SRIKAKULAM  
SRIKAKULAM  
SRINAGAR  
SULTANPUR  
SURAJGARH  
SURAT  
SURENDRA NAGAR  
SWAI MADHOPUR  
SWARGATE  
TARN TARN  
THANJAVUR  
THENI  
TIKAMGARH  
TIRUPURA  
TIRUNELVELI  
TIRUVANNAMALAI  
TRICHY  
TRISSUR  
TRIVANDRUM  
TUTICORIN  
UDAIPUR  
UDUPI  
UJJAIN  
VAPI  
VARANASI  
VELLORE  
VELLORE  
VIRUDHUNAGAR  
VISHAKHAPATNAM  
VIZIANAGARAM  
WASHIM  
WAYANAD  
WEST GODAVARI  
YADGIR  
YAWATMAL



# Adherence to Highest Standards of Quality



ISO 9001-2008 – Quality Management System



UL Certification from Underwriters Laboratories, USA

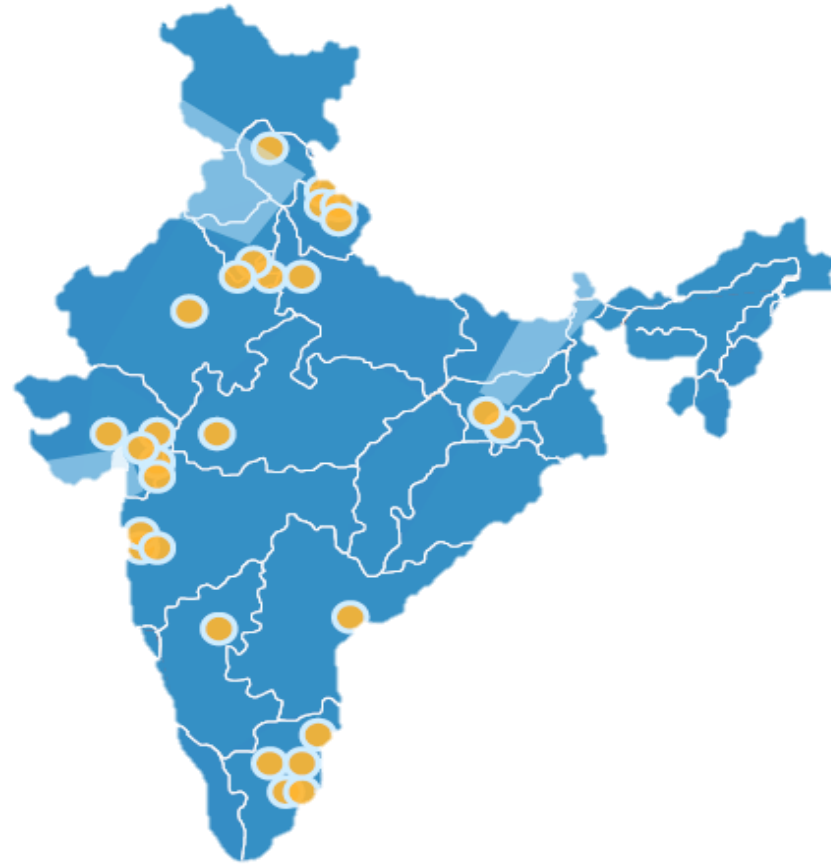


International Railway Industry Standards (IRIS) certification



Company's quality policy





# **Overview of consumer durables market in India**

## 3 Basic Segments

### White Goods

- Air Conditioners
- Refrigerators & chest freezers
- Washing Machines
- Sewing Machines
- Watches & clocks
- Cleaning Equipment
- Heaters
- Other Domestic Appliances

### Brown Goods

- Microwave Ovens
- Cooking Range
- Halogen cooker
- Chimneys
- Mixers
- Grinders
- Electric Fans
- Irons & garment steamers
- Water dispenser
- Induction cooker
- Toasters & sandwich makers

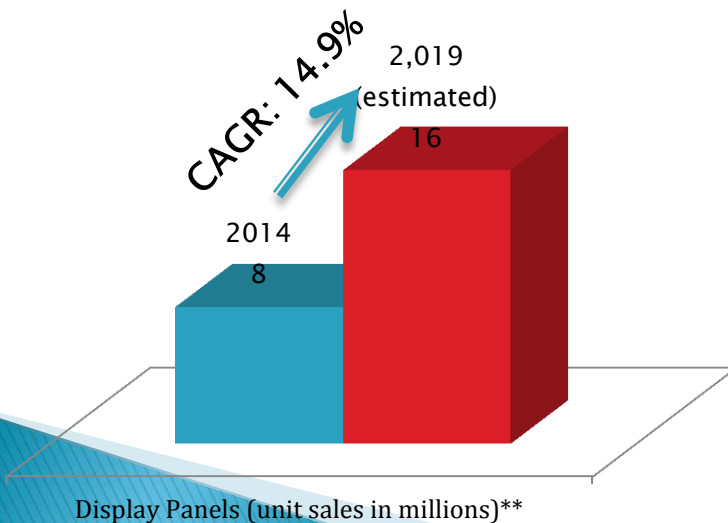
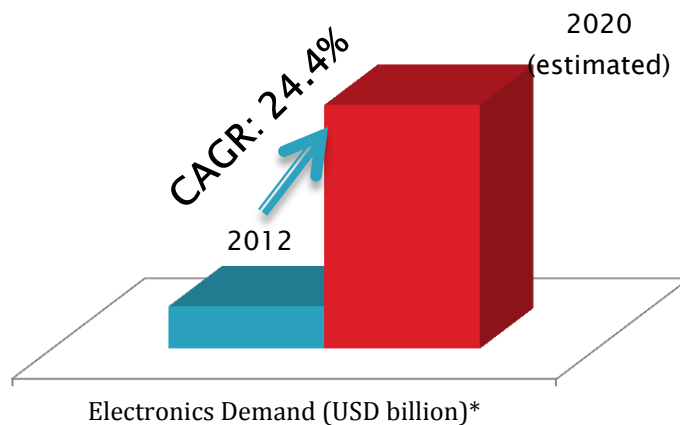
### Consumer Electronics

- Televisions
- Audio & Video Systems
- Electronic Accessories
- Personal Computers & Laptops
- Mobile Phones
- Digital Cameras
- Camcorders
- DVD

Legend: Above average growth rate; average growth rate; below average growth rate



# High Expectations



- ▶ One of the fastest growing electronics market in the world
- ▶ By 2020, the electronics market in India is expected to increase to USD 400 billion\*
- ▶ By 2025, India will be the 5<sup>th</sup> largest consumer durables market in the world (currently 12<sup>th</sup>)\*

\*Source: "Consumer Durables Market in India" by IBEF, March 2014; \*\*Source: Display Search, 2014

# Advantage India

## Growing Demand

Demand growth is likely to accelerate with rising disposable incomes and easy access to credit

Increasing electrification of rural areas and wide usability of online sales would also aid growth in demand

## Untapped Opportunities

Rural and semi-urban markets currently contribute 35 per cent to total sales; their combined size is set to post a CAGR of 25% over 2010-15

Huge untapped rural market – currently there is only 2% penetration for refrigerators and 0.5% for washing machines

## Advantage India

## Increasing Investments

The sector has attracted significant investments over the years (even during the global downturn of 2009-10)

USD 1 billion worth of investments in production, distribution and R&D in the next few years

## Policy support

100% FDI allowed in the electronics hardware-manufacturing sector under the automatic route

Duty relaxation, schemes such as EPCG, EHTP to provide tax sops

National Electronic Policy (2012) to boost investment in the sector

# Key Competitive Advantages

## **Vertical integration**

- Presence across value chain (from coils to brand) –better control on cost, low volatility of margins
- Hedge against cost/demand volatility in individual value chain elements

## **Manufacturing experience for leading players**

- Over 50 years of experience in HVAC business
- Adherence to highest standards of quality followed by global players due to long term contracting relationships
- Technologically at par with the best in the business

## **Financial Benefits**

- Kala Amb & Pantnagar plants enjoy tax holiday for 10 to 15 years
- Short term contracts protecting the company from commodity price fluctuations

## **Technological edge**

- Pioneer in PFC coils in India –high efficiency, low weight & low cost
- Capability to develop heat exchanging applications for nuclear power plants with acquisition of Janka Engineering

## **Strong entry barriers**

- Qualified Category I supplier for Indian Railways –80% of the tenders awarded to Category I players
- IRIS qualified –will be able to bid for railway & metro projects internationally, first HVAC player in India with IRIS
- Strong consumer brand built by effective marketing campaign and history of selling consumer products

# **Rapidly Growing Consumer Electronics Market of India**

## **Key Growth Drivers for Consumer Electronics**

- ☐ Rising affordability with rising per capita income
- ☐ Changing consumer preferences with increasing demand for lifestyle products
- ☐ Falling prices of consumer electronics
- ☐ Increasing urbanization
- ☐ Easy access to financing



# **Room Air-conditioners Market Continues to Grow Rapidly**

## **Sustainable Growth Drivers**

- ☐ Highly underpenetrated Indian household market
- ☐ Increasing affordability and financing options
- ☐ Increasing urbanization in tier II cities, improving power availability
- ☐ Robust growth in commercial segment
- ☐ Shift from being luxury product to being a necessary product
- ☐ Reduction of duty from 50% in 2002-03 to 10% currently

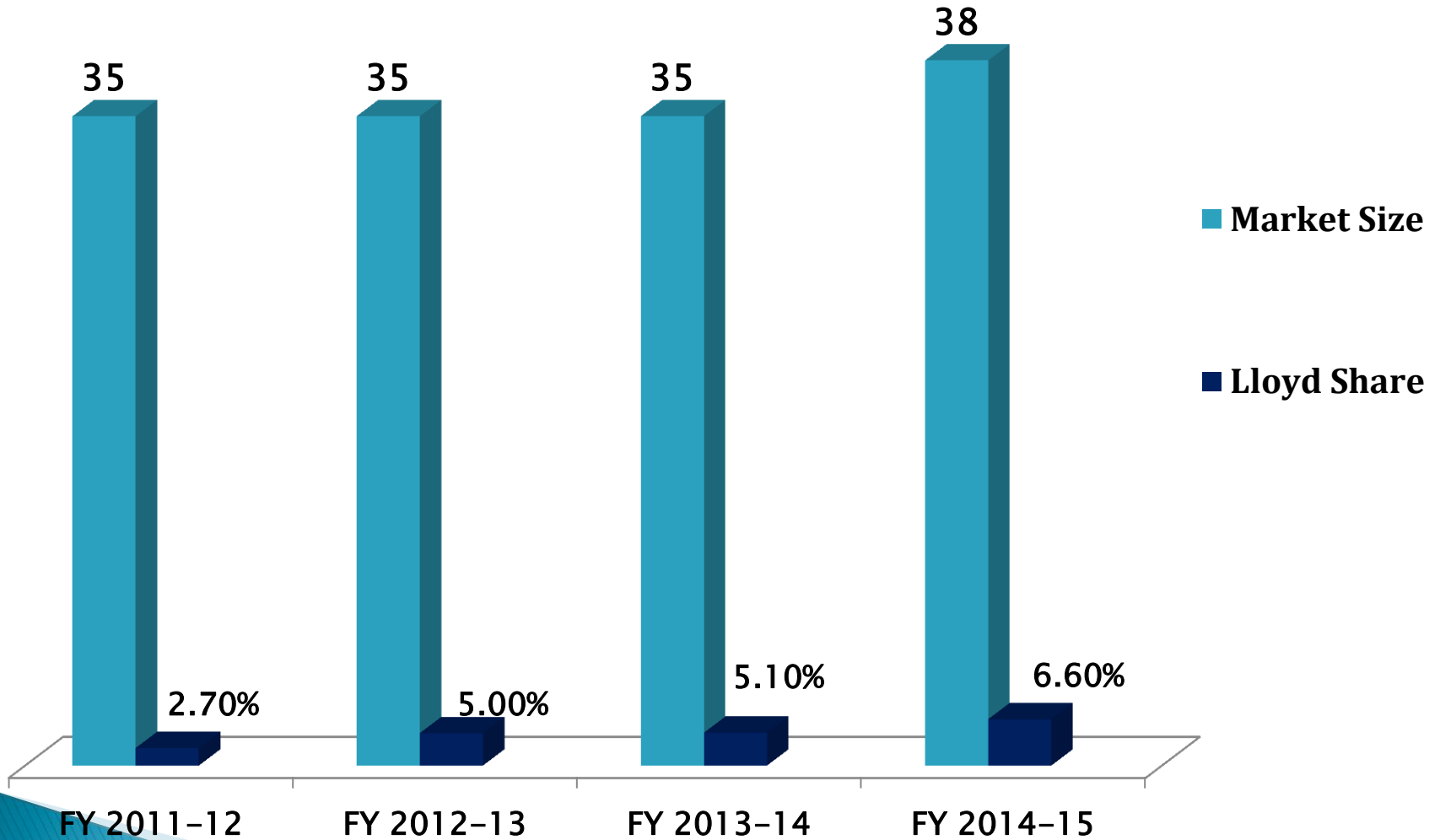
# **Imports May Not be Sustainable**

## **India Increasingly Becoming More Competitive for Manufacturing**

- ❑ Manufacturing labor cost has been rising in China
- ❑ Strengthening Yuan and weakening Rupee have made India relatively more competitive than China for Air-conditioner manufacturing
- ❑ With FTAs, India is more competitive in exporting to South & South East Asian nations
- ❑ Players totally dependent on Chinese imports likely to commence sourcing from Indian manufacturers
- ❑ With increasing scale in India, economics expected to improve further

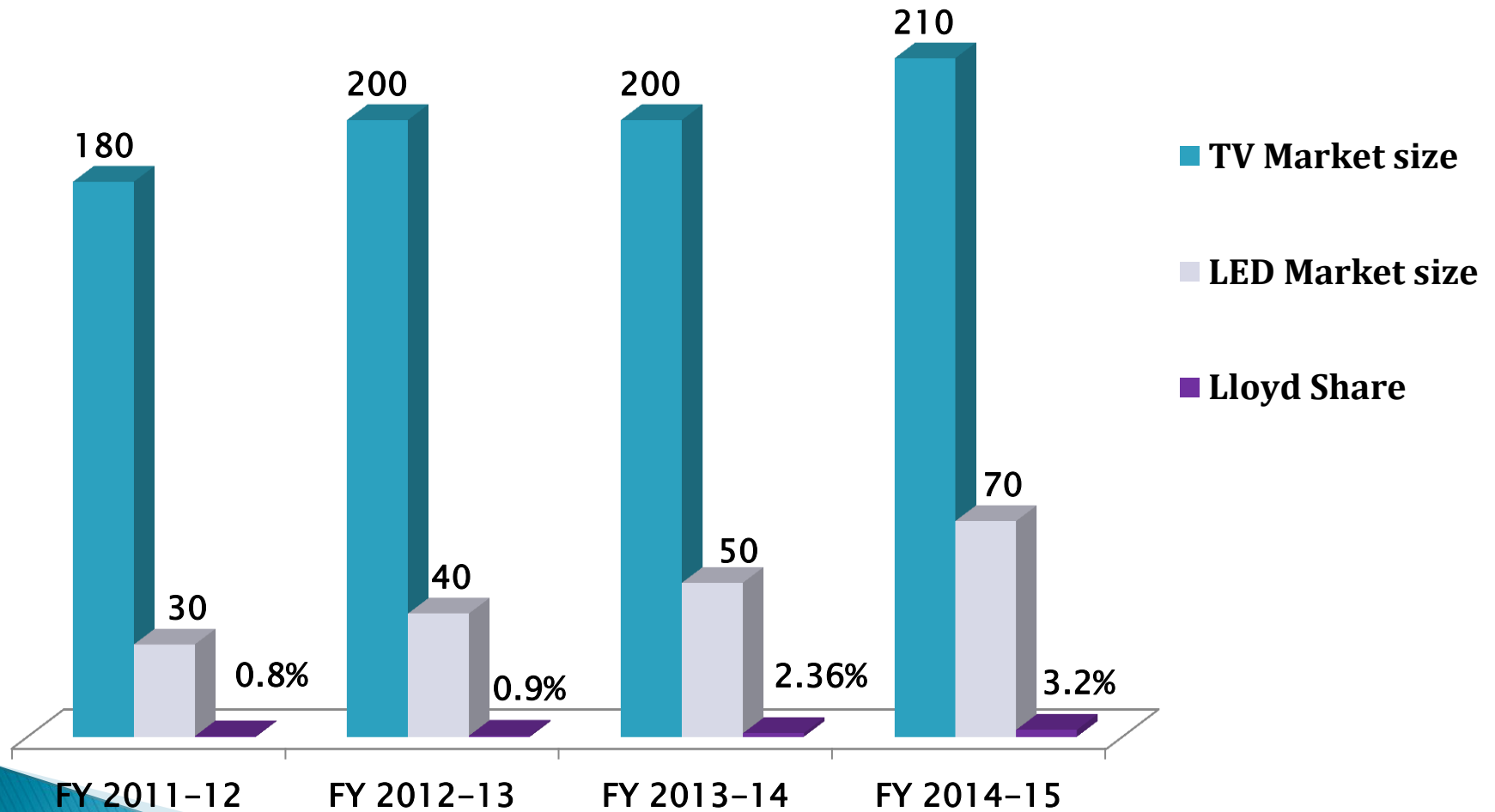
# Lloyd Air-conditioners Market Share

Units in Lacs



# Lloyd LED Market Share

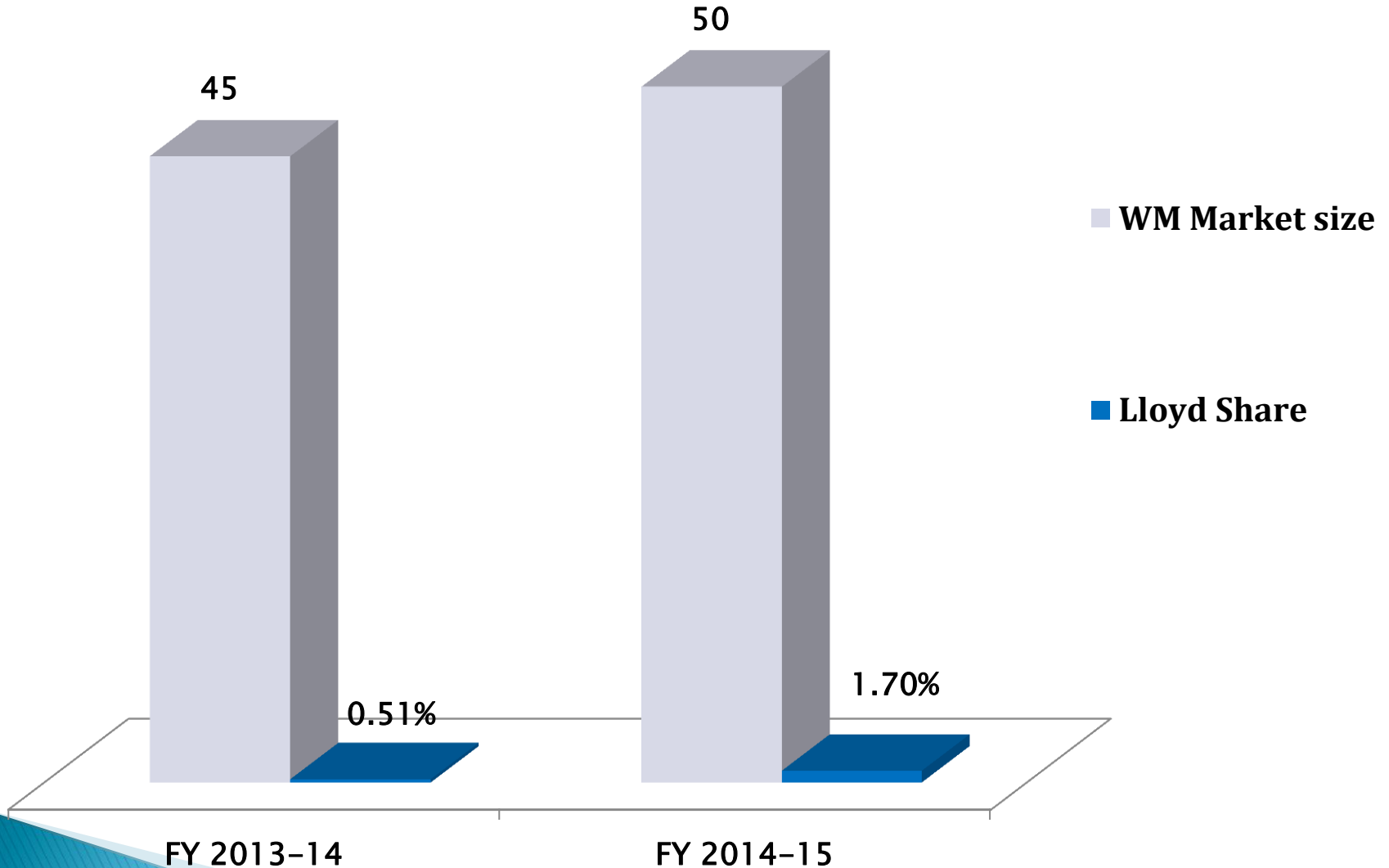
Units in Lacs





# Lloyd Washing Machine Market Share

Units in Lacs



# Railway Air-conditioning Segment

## Key Growth Drivers

- ❑ Capacity augmentation by India Railways
- ❑ Targeted addition of 2,800 km , capex of Rs 200 Bn. p.a.
- ❑ Line enhancement of 6,500km, capex of Rs 170 Bn. p.a.
- ❑ New rail coach factory commissioned in Raebareili
- ❑ Metro rail projects
- ❑ Under construction metro projects in 8 cities
- ❑ 8 metro projects in pipeline
- ❑ International markets–with IRIS(1)certification, eligible to bid internationally

# **Overseas**

# **Wholly Owned Subsidiaries**

# LLOYD COILS Europe, s.r.o

## Prague, Czech Republic, Europe



Lloyd Coils Europe s.r.o. with its headquarters in Prague, Czech Republic was acquired in the financial year 2008. Lloyd Coils Europe is manufacturer of high quality Heat Transfer Coils for the Heating Ventilation Air Conditioning and Refrigeration (HVAC&R) industry as OEM in various European and CIS countries.



Production  
Process at  
Lloyd Coils  
Europe





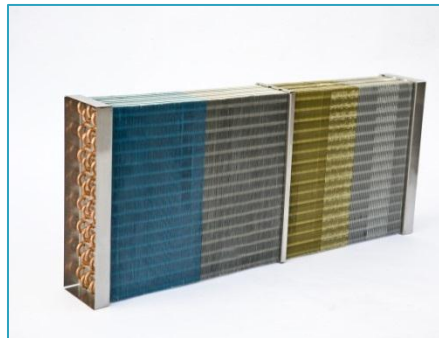
# Glimpse of few products manufactured at Lloyd Coils Europe s.r.o

## Key Products:

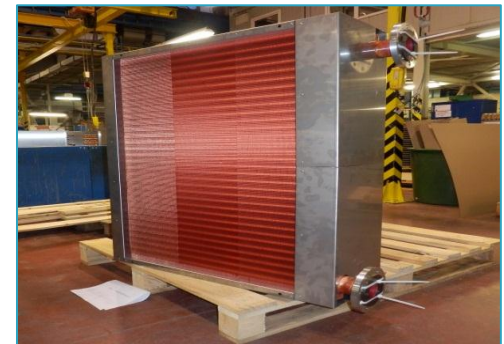
- ☐ Condenser Coils for heating, ventilation, air conditioning and refrigeration
- ☐ Evaporator Coils for HVA&R applications
- ☐ Reversible or combined coils for heat pumps, de-humidifiers
- ☐ Water and Brine Coils for HVAC applications like air handling units, fan coils and unit heaters
- ☐ Special and Industrial Coils up to 12.5 meters long



**Evaporator Coil for  
Bottle Cooler**



**Hydrophilic Blue, Bare  
Aluminium & Gold Epoxy  
Coated Coil**



**Industrial Water Coil for Gas  
Cooler for Vacuum Furnace**

## Few Key Clients

- ☐ Carrier
- ☐ Bosch
- ☐ Lennox
- ☐ Ostrov
- ☐ Swegon
- ☐ Wolf

# JANKA ENGINEERING s.r.o, Europe

- ❑ Acquired in 2009, Janka Engineering s.r.o has its State-of-art manufacturing facility strategically located in Prague- Radotin, with a production premises admeasuring 20240 sq. mtr.
- ❑ Janka specializes in design, manufacturing, supply and service of : Diversified Air Handling Units, Industrial Coolers and Heat Exchangers and large dimension fans used in special ambient conditions and HVAC units
- ❑ Janka was selected by local rolling stock manufacturer Skoda Transportation as exclusive supplier for their tramcars project for Konya, Turkey
- ❑ Developed condensing unit for retro-fitted coaches of local train operator in Prague, Regiojet
- ❑ Developed HVAC unit for Skoda's streetcar project for city Bratislava

## Key Clients

- |   |                        |
|---|------------------------|
| ❑ Nuclear Power Stations Mochovce,<br>Slovakia Temelin and Dukovany, Czech Republic | ❑ Shopping Centres     |
| ❑ Power Sations   | ❑ Automotive Industry  |
| ❑ Airports  | ❑ Hotels & Restaurants |

# Production Facility & Process at Janka Engineering s.r.o





# Glimpse of few products manufactured at Janka



**Air Handling Unit**



**Industrial Coolers**



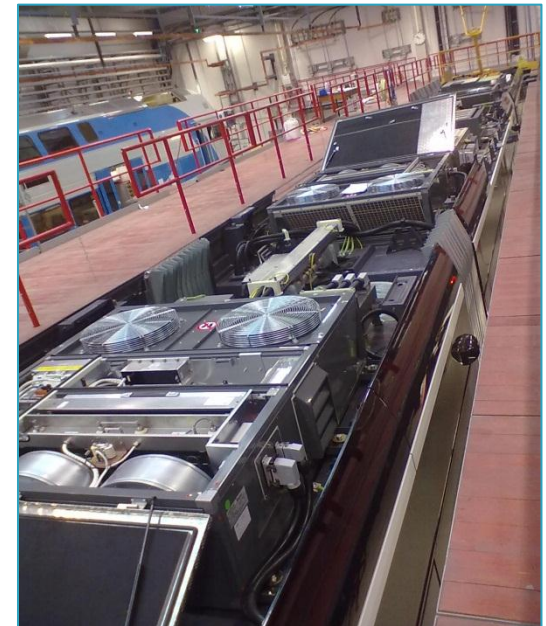
**Industrial Cooling Unit**



**Centrifugal Fans**

## Key Products:

- ☐ Air Handling Units for commercial buildings
- ☐ Centrifugal Fans
- ☐ Industrial Cooling Coils
- ☐ Railway HVAC



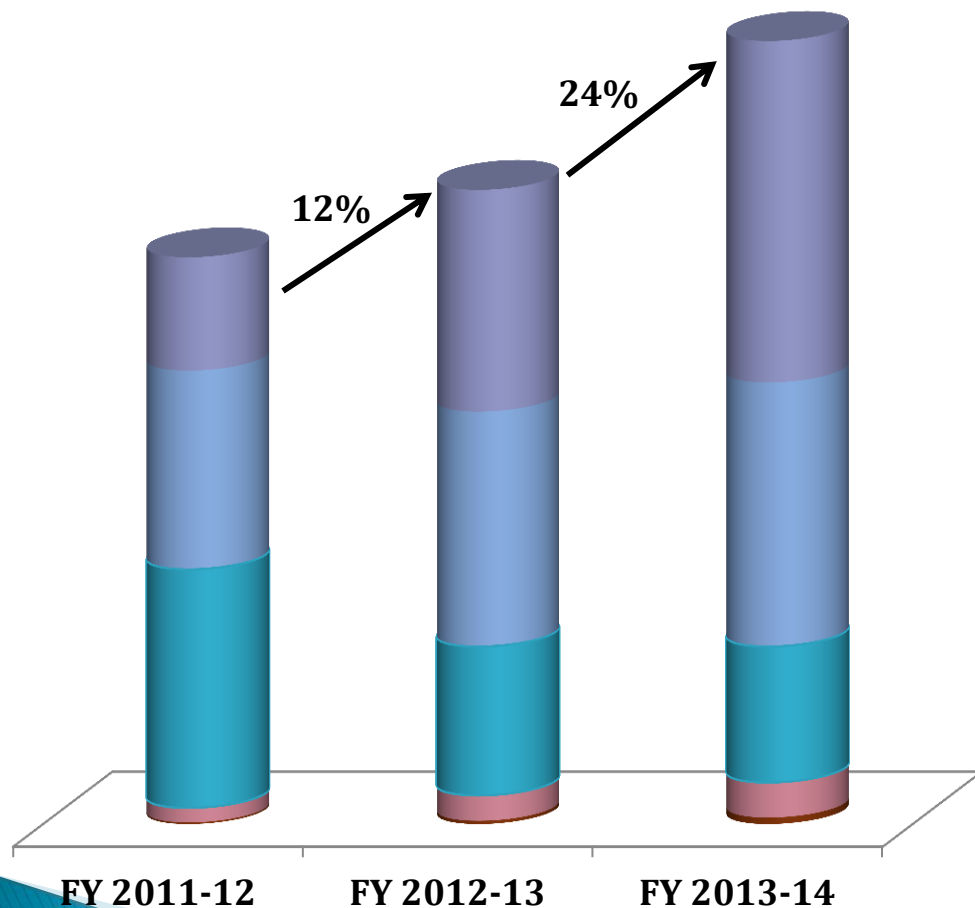
**HVAC System for  
Tram Rail Car**



# Financial Overview

# Sales & Other Income

(Rs. in Cr.)

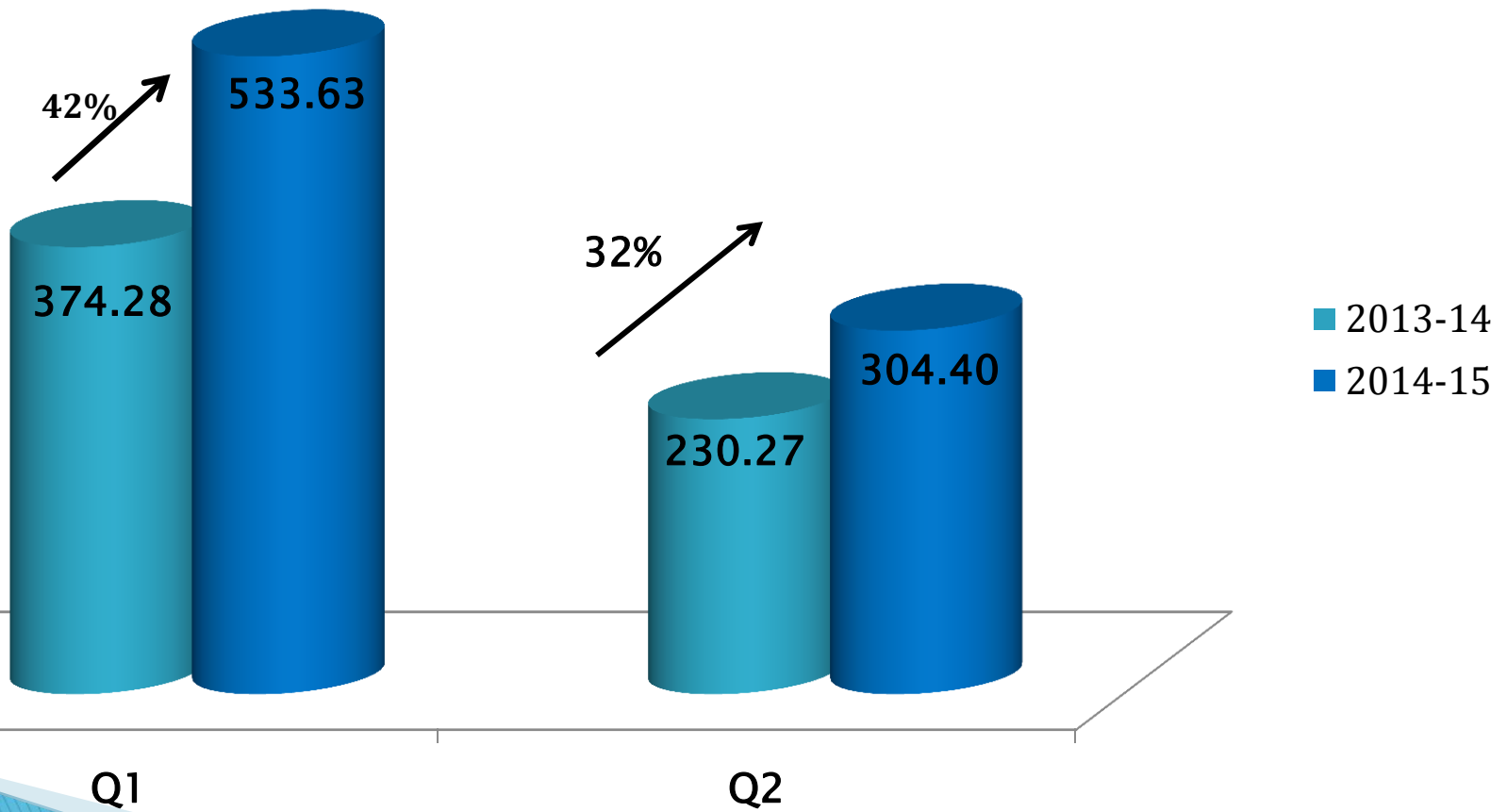


(Amount in crores along with %)

	Segment	FY 11-12	FY 12-13	FY 13-14
	Consumer Durables	210 (20%)	411 (35%)	633 (44%)
	OEM	368 (35%)	435 (37%)	489 (34%)
	Heat Exchanger & Radiator	442 (42%)	276 (24%)	252 (17%)
	Railways	27 (3%)	47 (4%)	65 (5%)
	Other Income	3	6	12
	<b>Total Revenue</b>	<b>1050</b>	<b>1175</b>	<b>1451</b>

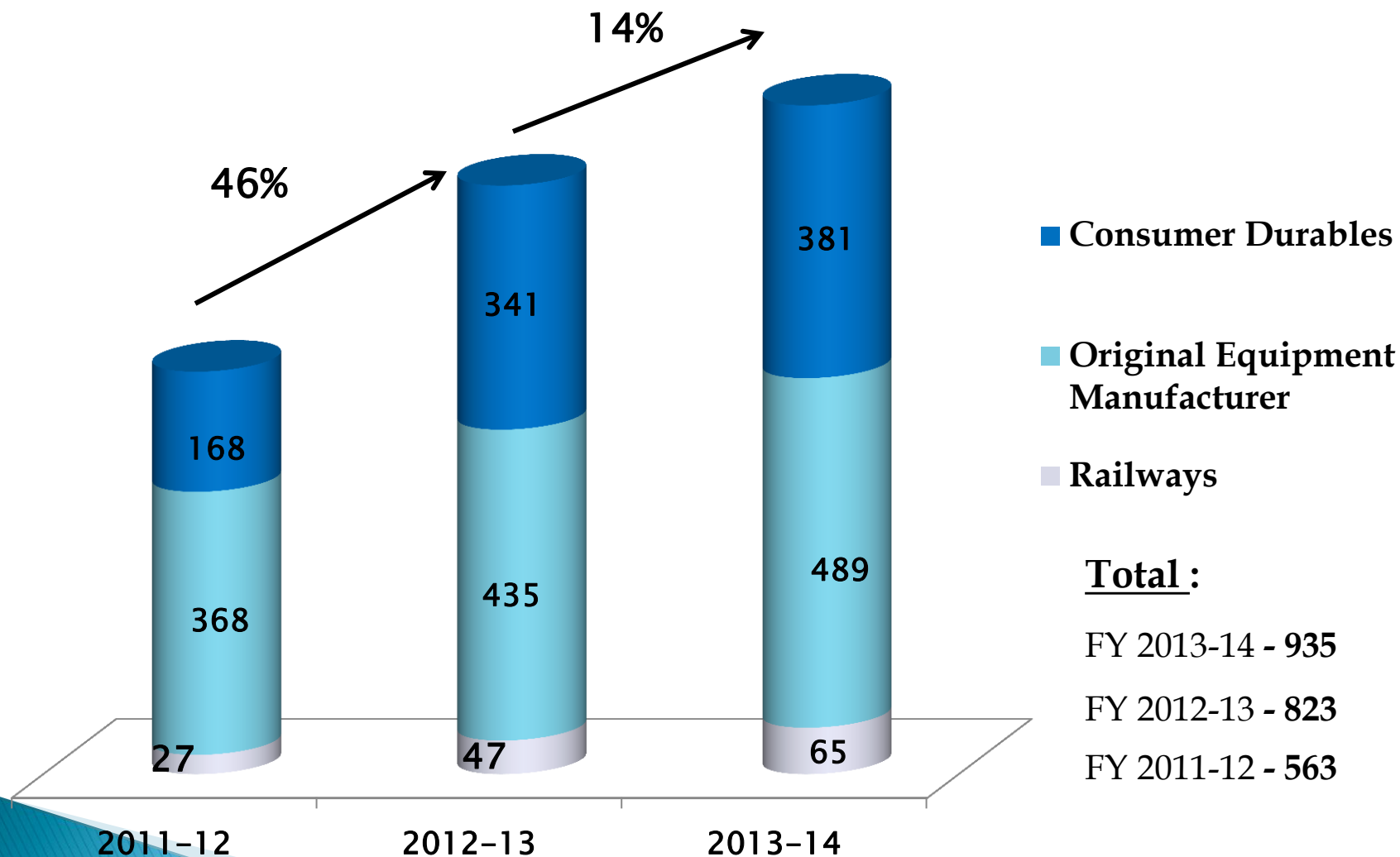
# Quarter wise Sales

(Rs. in Cr.)



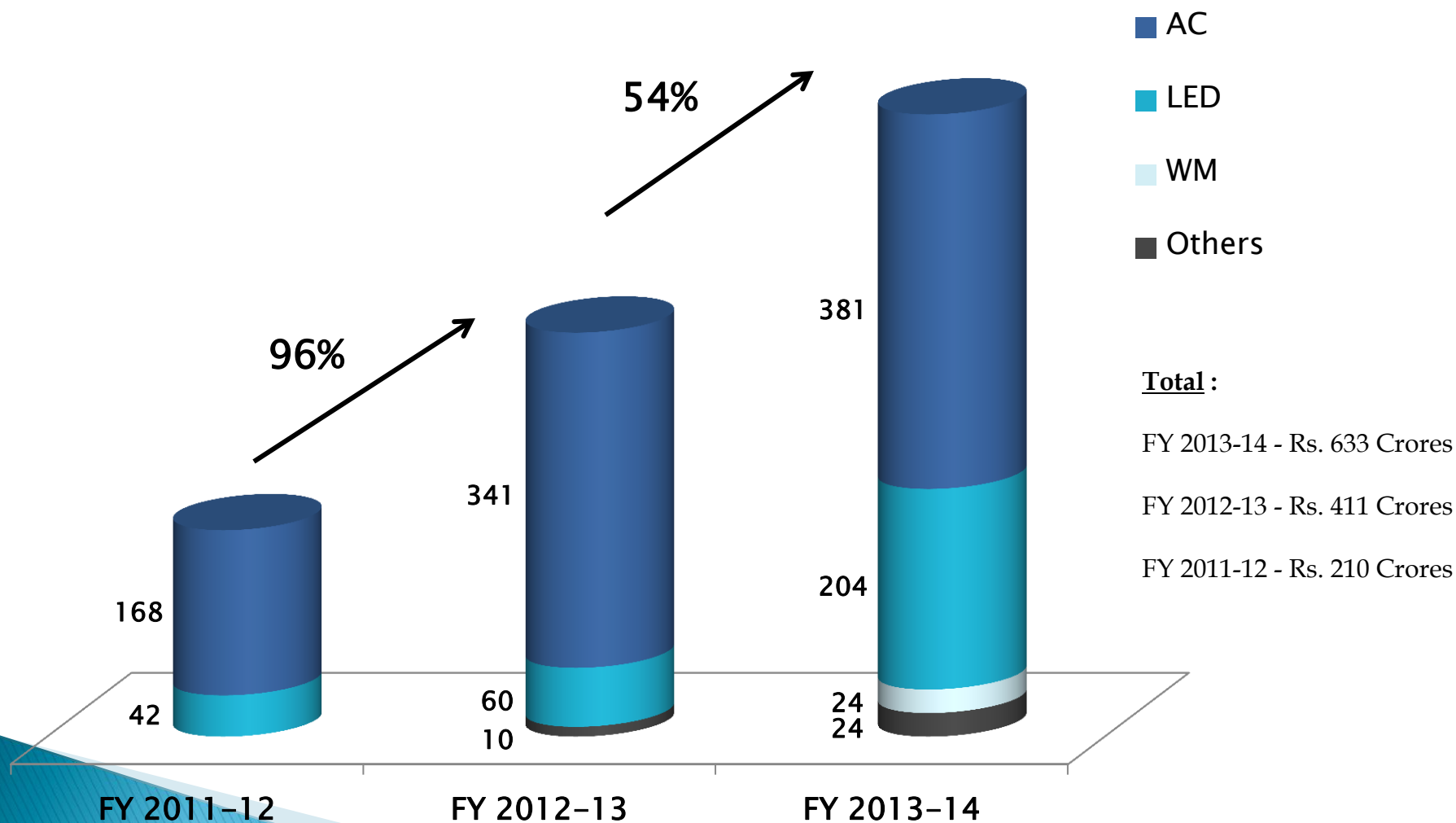
# Air-Conditioner Sales

(Rs. in Cr.)

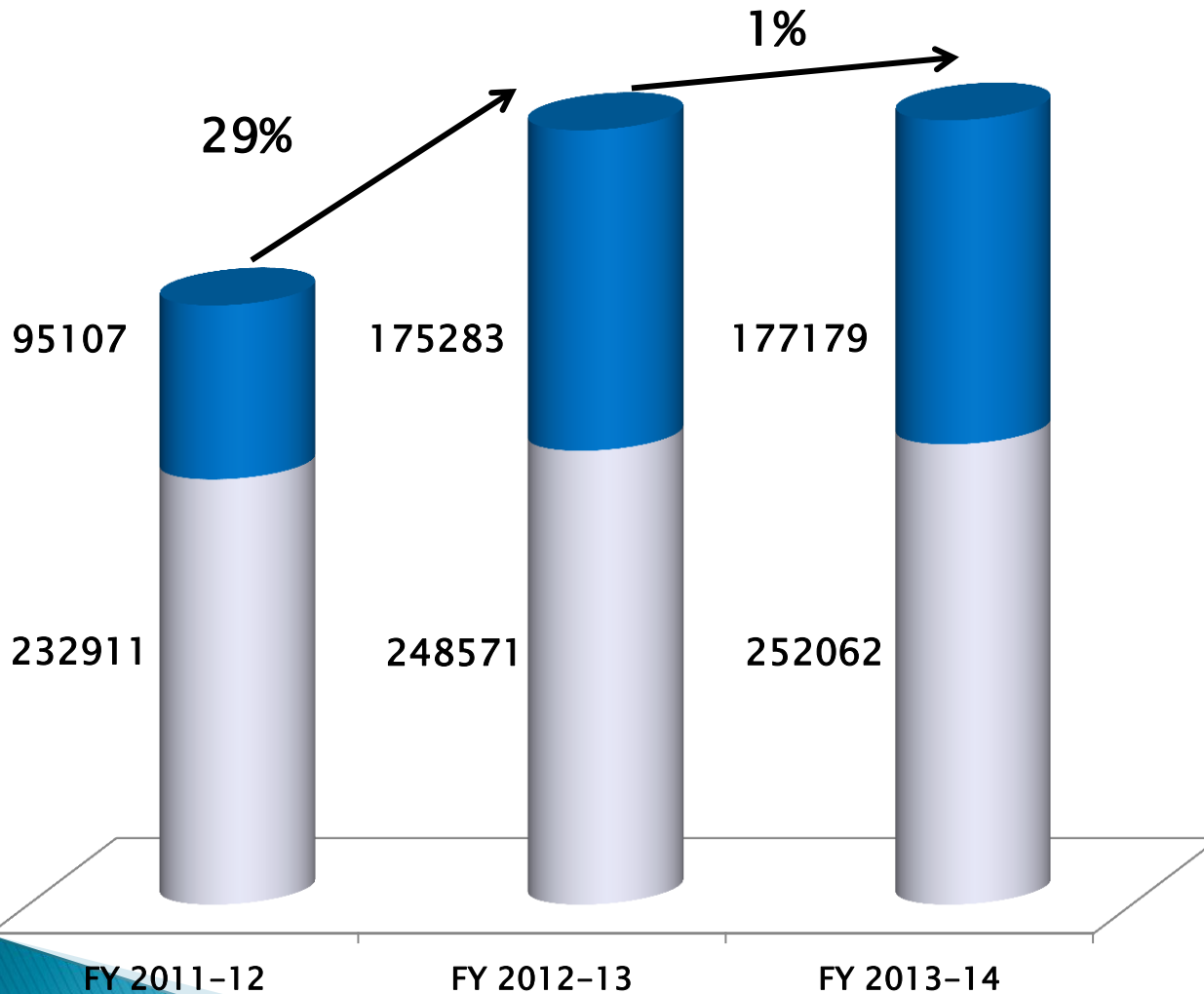




# Consumer Durables (Break-up) (Rs. in cr.)



# Air-Conditioner Sale (in Qty)



■ Consumer Durable

■ OEM

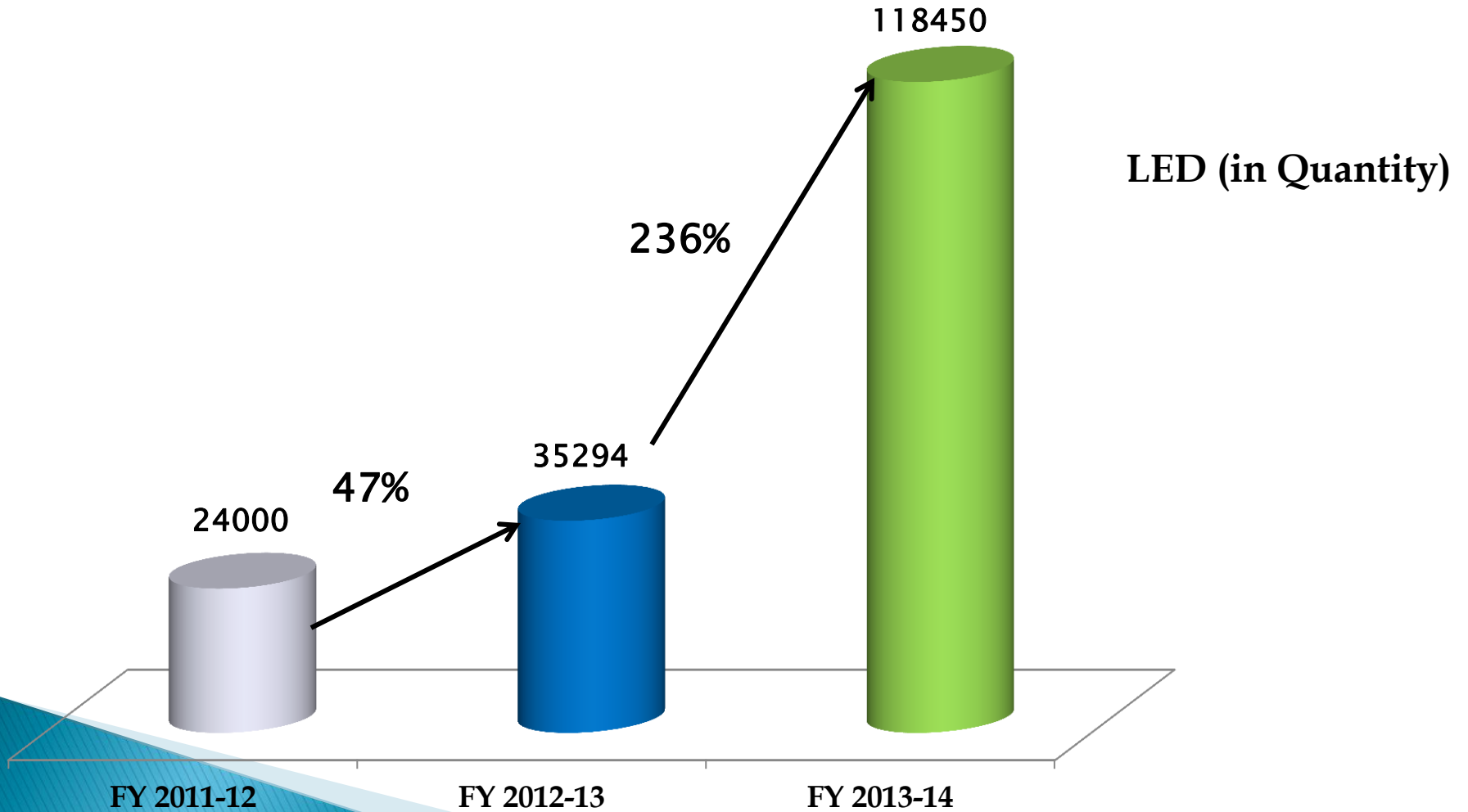
Total :

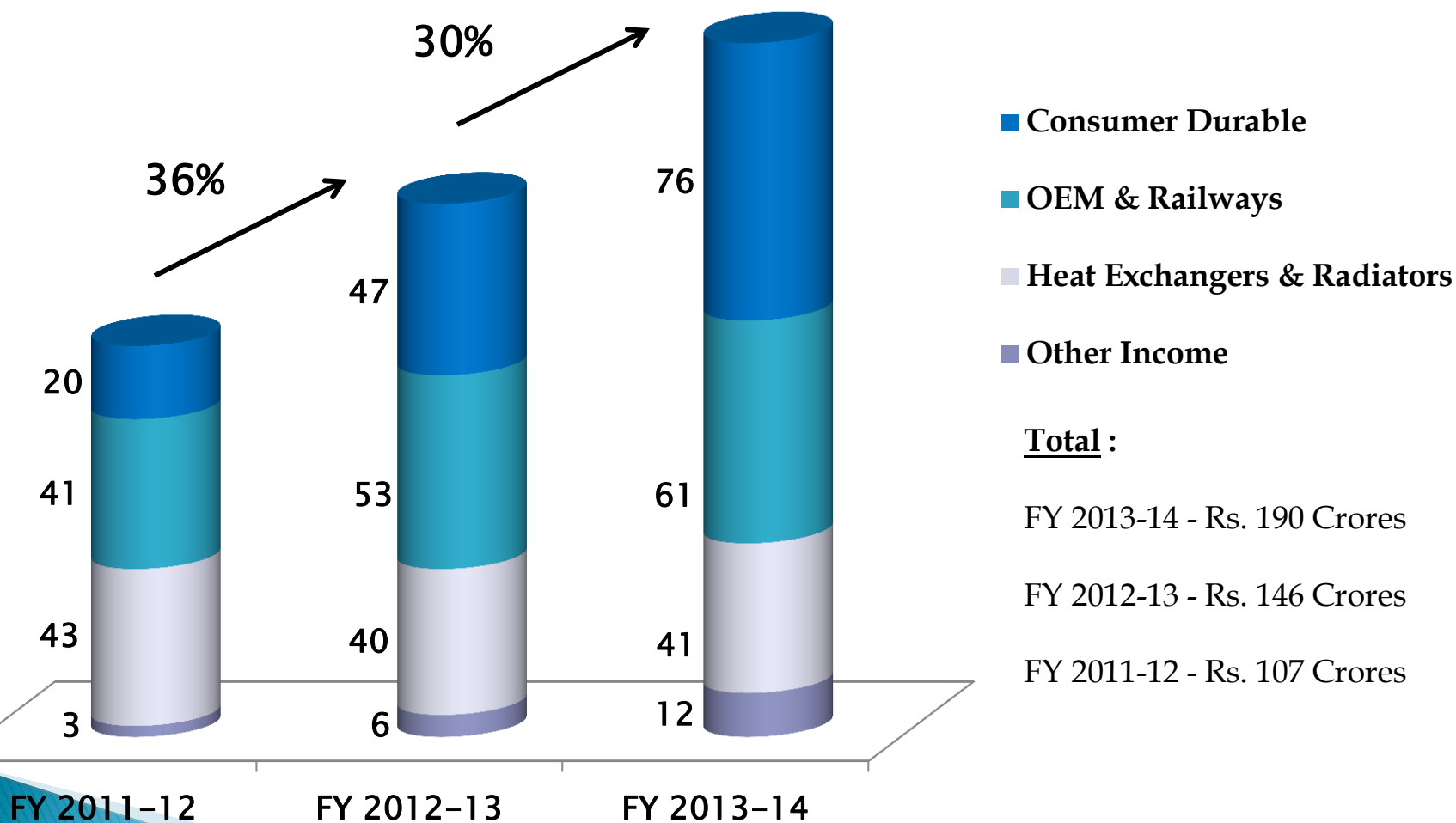
FY 2013-14 - 429242

FY 2012-13 - 423854

FY 2011-12 - 328018

# LED (in Qty)







# Quarter wise Sales For FY 2014-15

(Rs. in Cr.)

	Q1 – FY – 2014 –15				Q2 – FY – 2014 –15			
		Rs. In crores	Quantity			Rs. In crores	Quantity	
Sales (CPD)								
AC		206.81	101,039	76%		56.47	25,813	36%
LED		52.77	32,094	19%		81.63	64,704	53%
WM		10.38	11,499	4%		14.95	17,063	10%
Others		3.00		1%		1.71		1%
Sub Total		272.96		100%	51%	154.76		100%
OEM		134.83	112,400		25%	35.25	31,280	12%
Coils & Radiators		117.51			22%	104.83		34%
Railways		8.32	156		2%	8.41	155	3%
Other Income		–			0%	1.15		0%
Total		533.62			100%	304.40		100%

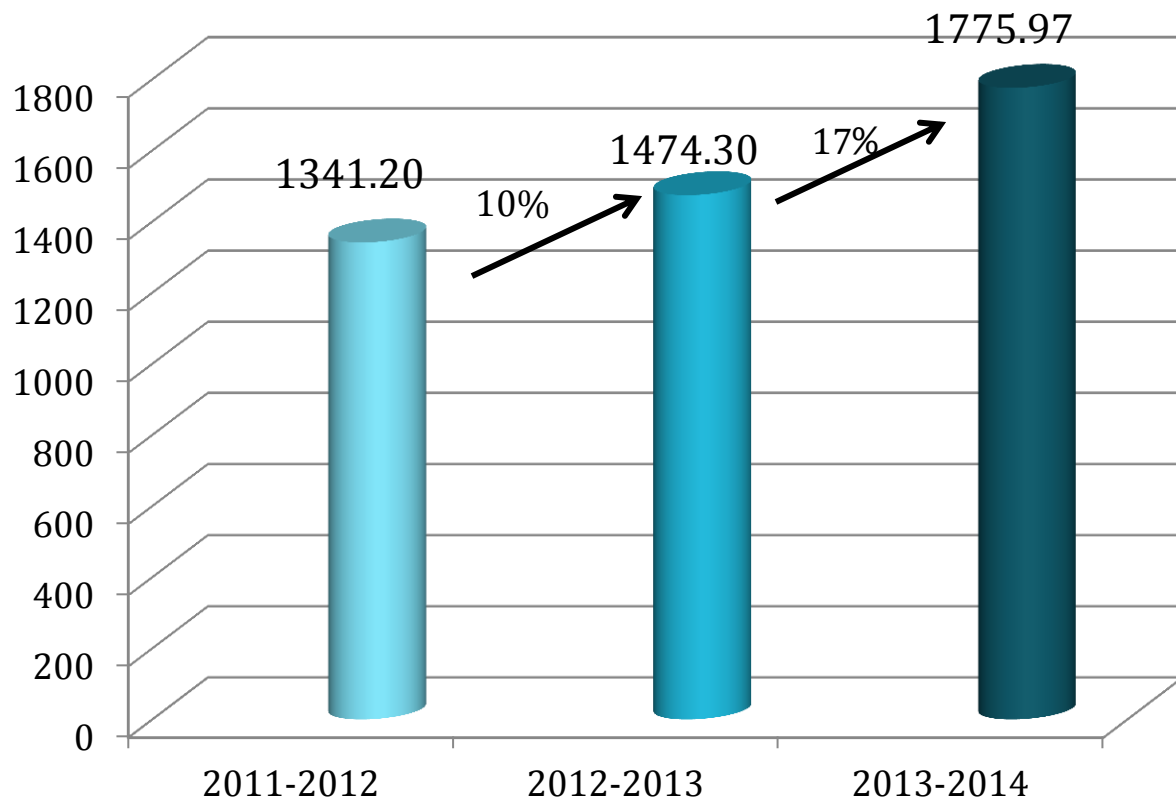
# Overview

## Key Financials (Standalone) (Rs. in cr.)

Particulars	2014	2013	2012
Total Revenue (Standalone)	1452	1175	1050
Total Revenue (Consolidated)	1825	1479	1351
EBIDTA	189.58	145.88	106.72
EBIDTA (%)	13.08%	12.41%	10.06%
Interest	84.02	50.75	32.4
Depreciation	23.79	22.26	21.29
Profit Before Tax	81.77	72.87	53.02
Profit Before Tax (%)	5.63%	6.20%	5.86%
Profit After Tax	76.09	56.15	39.33
Profit After Tax (%)	5.24%	4.78%	4.35%
Book Value	180	159	143
EPS (Standalone)	21.54	15.89	11.13
PAT (Consolidated)	89.12	52.80	35.12
EPS (Consolidated)	25.23	14.94	9.94

# **Consolidated Financials** (With Overseas Subsidiaries)

# Consolidated Revenue

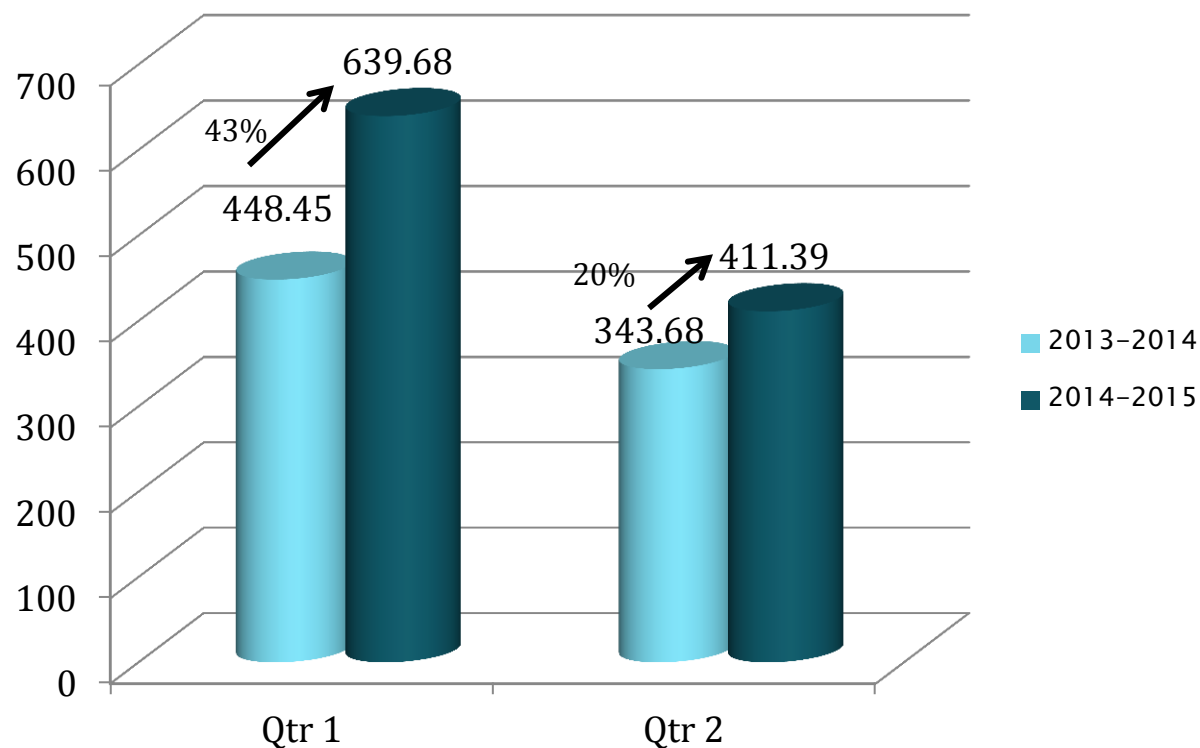


## Consolidated Revenue (in Crores)

FY 2011-2012:	Rs. 1341.20 cr.
FY 2012-2013:	Rs. 1474.30 cr.
FY 2013-2014:	Rs. 1775.97 cr.



# Consolidated Quarter wise Revenue



## Consolidated Quarter wise Revenue (in Crores)

FY 2013-2014:

Qtr 1: Rs. 448.45 cr.

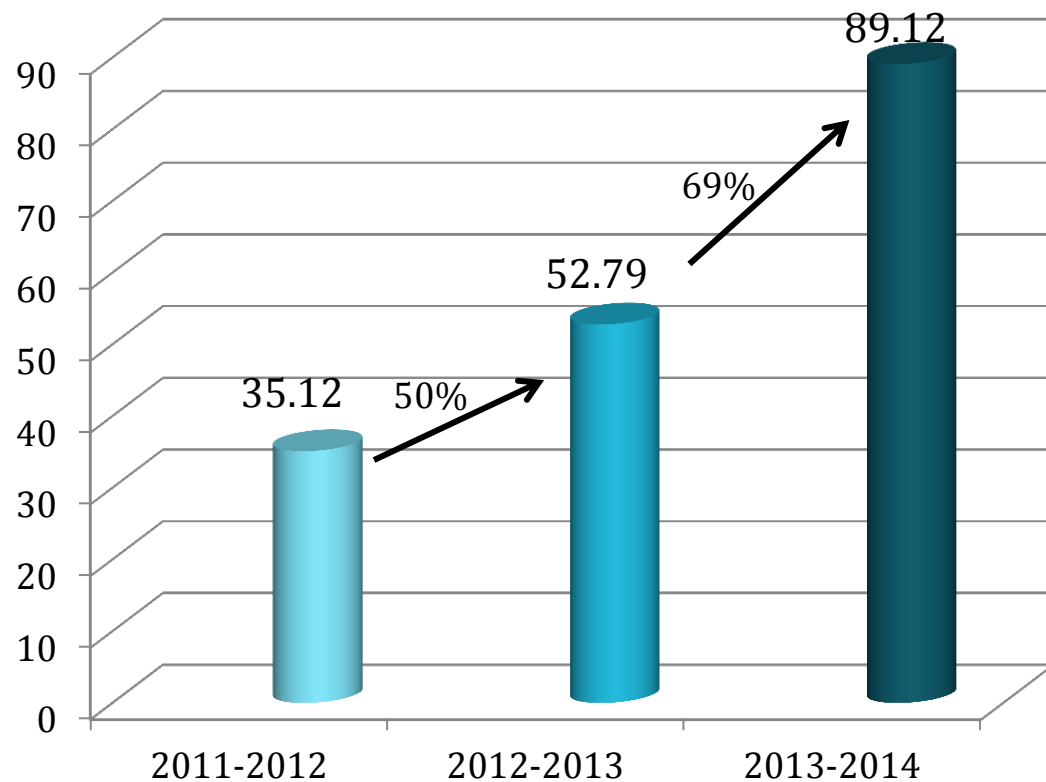
Qtr. 2: Rs. 343.68 cr.

FY 2014-2015:

Qtr 1: Rs. 639.68 cr.

Qtr. 2: Rs. 411.39 cr.

# Consolidated Profit After Tax



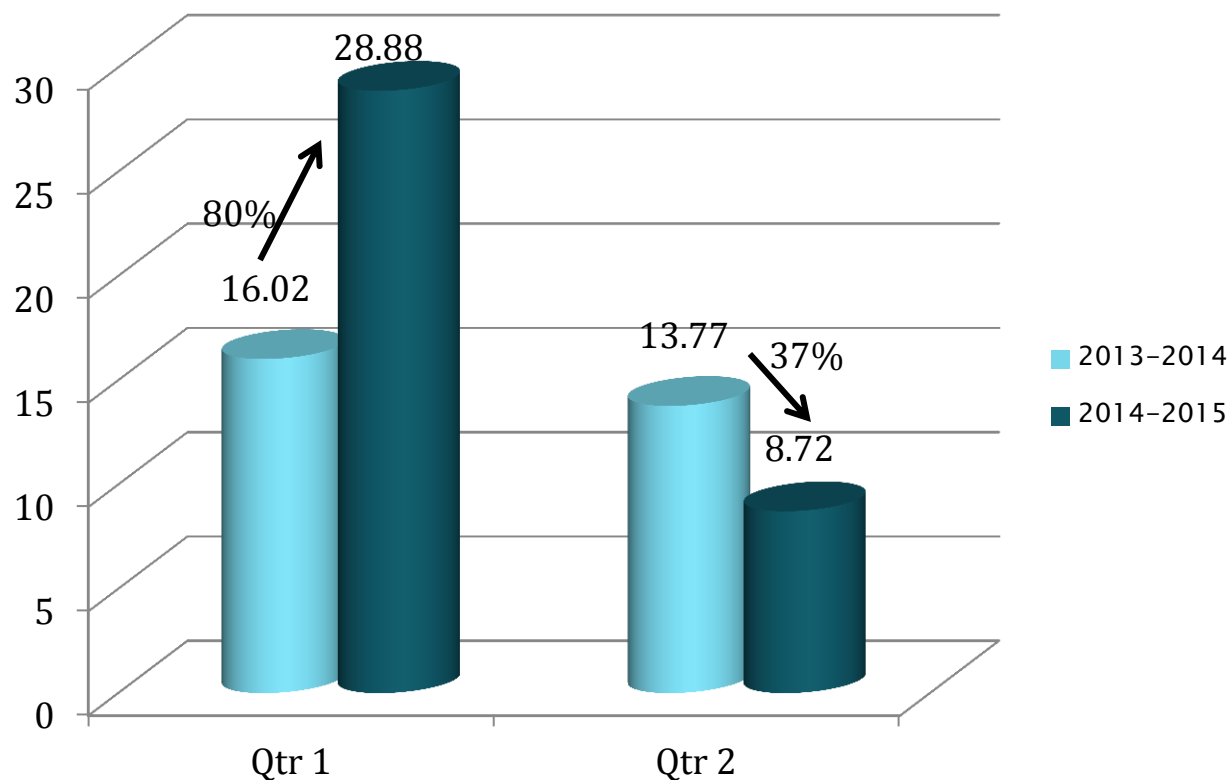
## Consolidated PAT (in Crores)

FY 2011-2012: Rs. 35.12 cr.

FY 2012-2013: Rs. 52.79 cr.

FY 2013-2014: Rs. 89.12 cr.

# Consolidated Quarter wise Profit After Tax



## Consolidated Quarter wise PAT(in Crores)

FY 2013-2014:

Qtr 1: Rs. 16.02 cr.

Qtr. 2: Rs. 13.77 cr.

FY 2014-2015:

Qtr 1: Rs. 28.88 cr.

Qtr. 2: Rs. 8.72 cr.

## **Engineering Smiles.. Enriching Lives..**

Global in vision and rooted in Indian Values, the Company is driven by a performance ethic pegged on value creation for all its stakeholders. And that is how we wish to add a smile to every life we touch... Our business partners, customers, investors and employees, enriching many a lives along the way...



**Thank You..**