



Investor Interaction
September 15, 2023

Cautionary Statement:

This presentation contains statements relating to future business developments and economic performance that could constitute ‘forward-looking statements’. While these forward-looking statements represent the Company’s judgments and future expectations, a number of factors could cause actual developments and results to differ materially from expectations. The Company undertakes no obligation to publicly revise any forward-looking statements to reflect future events or circumstances. Further, investors are requested to exercise their own judgment in assessing various risks associated with the Company and also the effectiveness of the measures being taken by the Company in tackling them, as those enumerated in this Report are only as perceived by the Management.

Note: Across this presentation, the word “KFIL” refers to “Kirloskar Ferrous Industries Limited .”

Kirloskar Ferrous Industries Limited



About US

Kirloskar Ferrous Industries Limited is one of the fastest-growing companies in the business of Pig Iron and Iron Castings, with fully backward integrated operations from iron ore mines to machined castings.



Established Global Customer Base

We are the destination of choice for the largest automotive manufacturers in the world who come to us for engine castings



Value Driven Culture

With the group that possesses a rich 134+ year manufacturing and engineering legacy, KFIL has been built on a solid foundation of innovation and customer-centricity



Transformative engineering

Relentless transformation helps us surpass all our limits. It is always our aim to innovate so as to surpass the customer expectations

Vision, Mission & Values

VISION

Be a sustainable growing organization creating value to all stakeholders with limitless opportunities

MISSION

To become the Largest Alloy steel manufacturer in India and the Global top 5 in Castings

To become a 2 Billion dollar company by 2030

1.4

Million Tonne
Liquid Metal

1.0

Million Tonne
Alloy Steel

0.3

Million Tonne
Casting

0.3

Million Tonne
Seamless Tubes

To be a preferred Employer & responsible neighbour

Values



EXCELLENCE

In everything we do, quality without compromise



INTEGRITY

Say what we do, and do what we say



COLLABORATION

We grow with people and partners



EMPATHY | Towards all Stakeholders

We always listen, and learn



VALUE CREATION | Towards all Stakeholders

We're building for a shared prosperous future

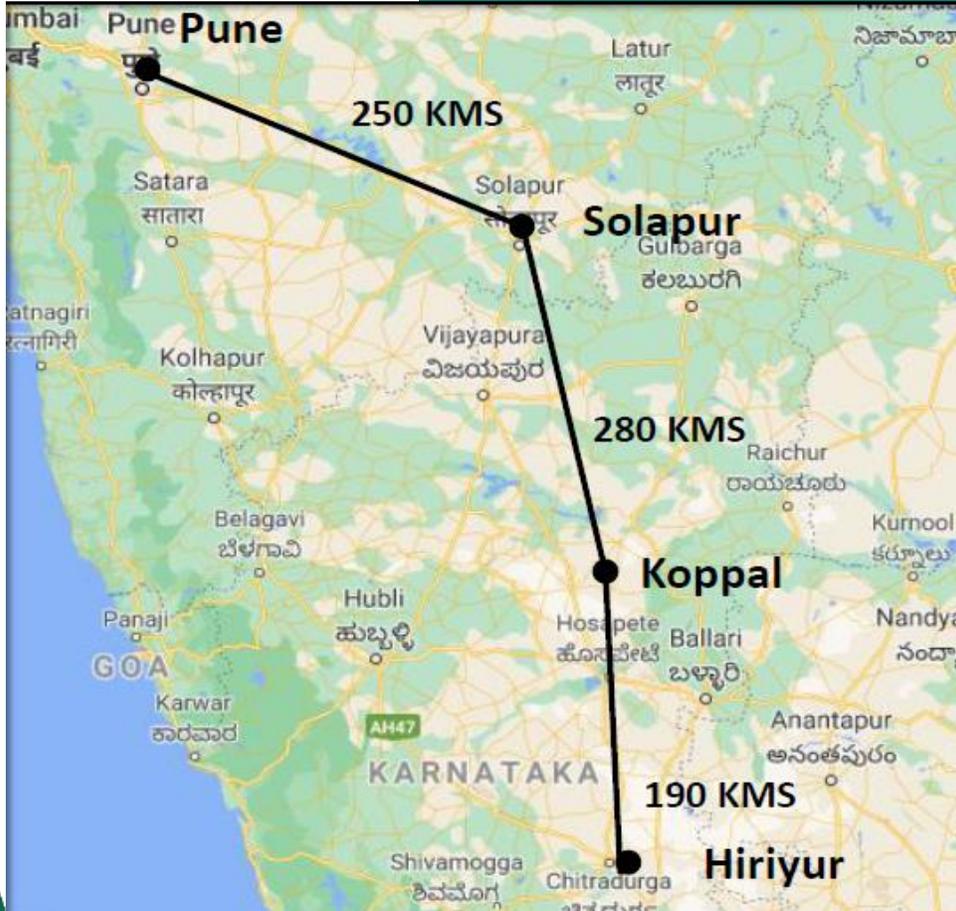


INNOVATIVE THINKING

Be bold and brave, & stay relevant

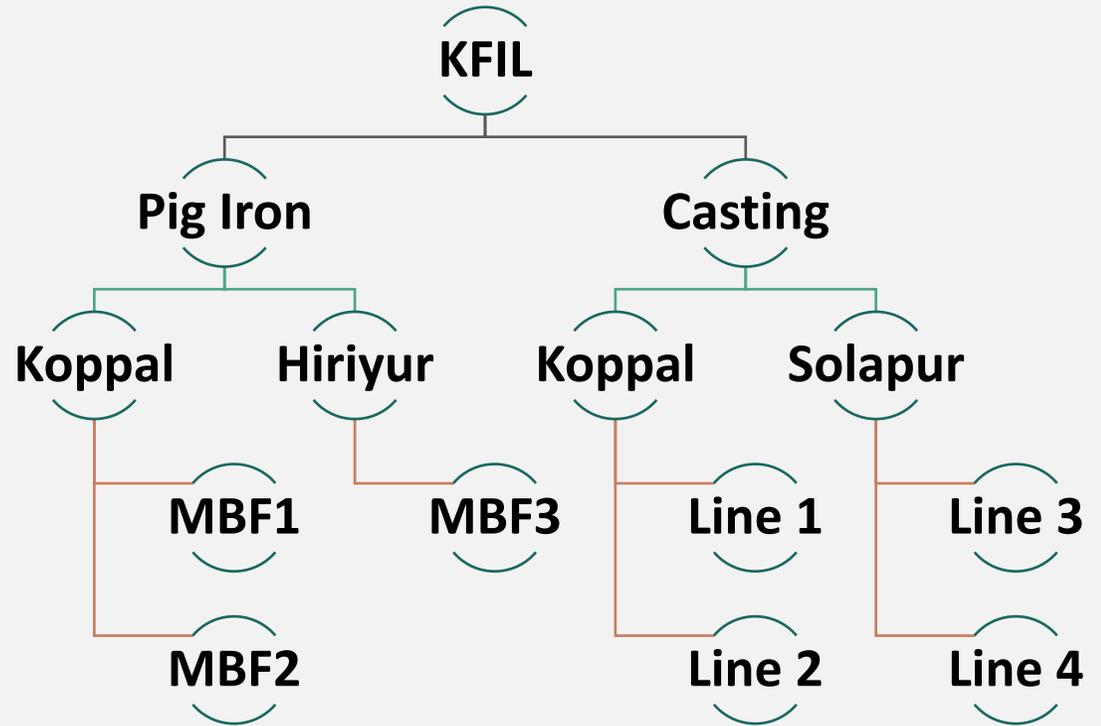
About KFIL

It takes the strength of iron to build a robust dream



Pune – Corporate Office,
Koppal: works I ,
Solapur: works II,
Hiriyur –works III Hiriyur

3	1,604	~180,000 Ton	~700,000 Ton
MANUFACTURING FACILITIES	EMPLOYEE STRENGTH¹	IRON CASTINGS CAPACITY PER ANNUM	PIG IRON CAPACITY PER ANNUM



¹ As of March 31, 2023

¹ Employee on Payroll

Business Updates



Coke Oven – 1.8 Lac MT /Annum



Line II - Solapur



Power Plant – 20 MW

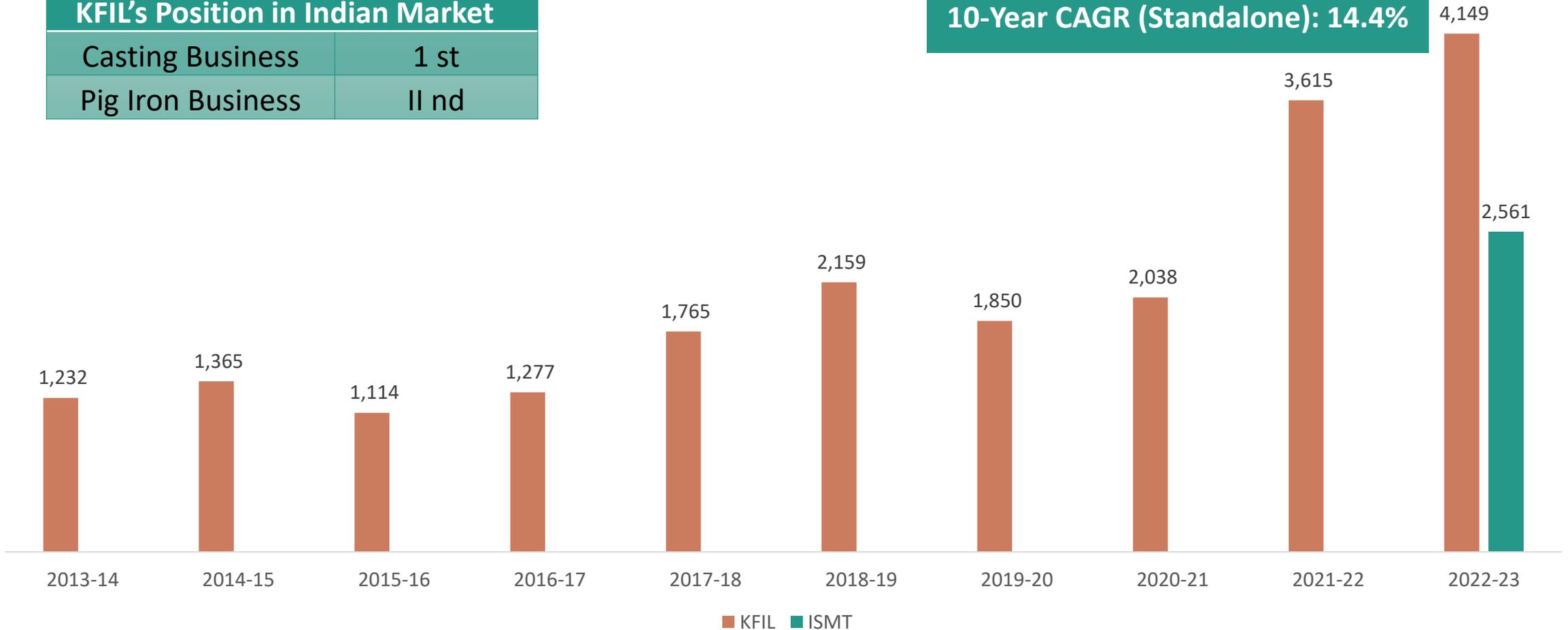
Financial Performance

All numbers in ₹ Crores

KFIL's Position in Indian Market	
Casting Business	1 st
Pig Iron Business	II nd

Sales

10-Year CAGR (Standalone): 14.4%

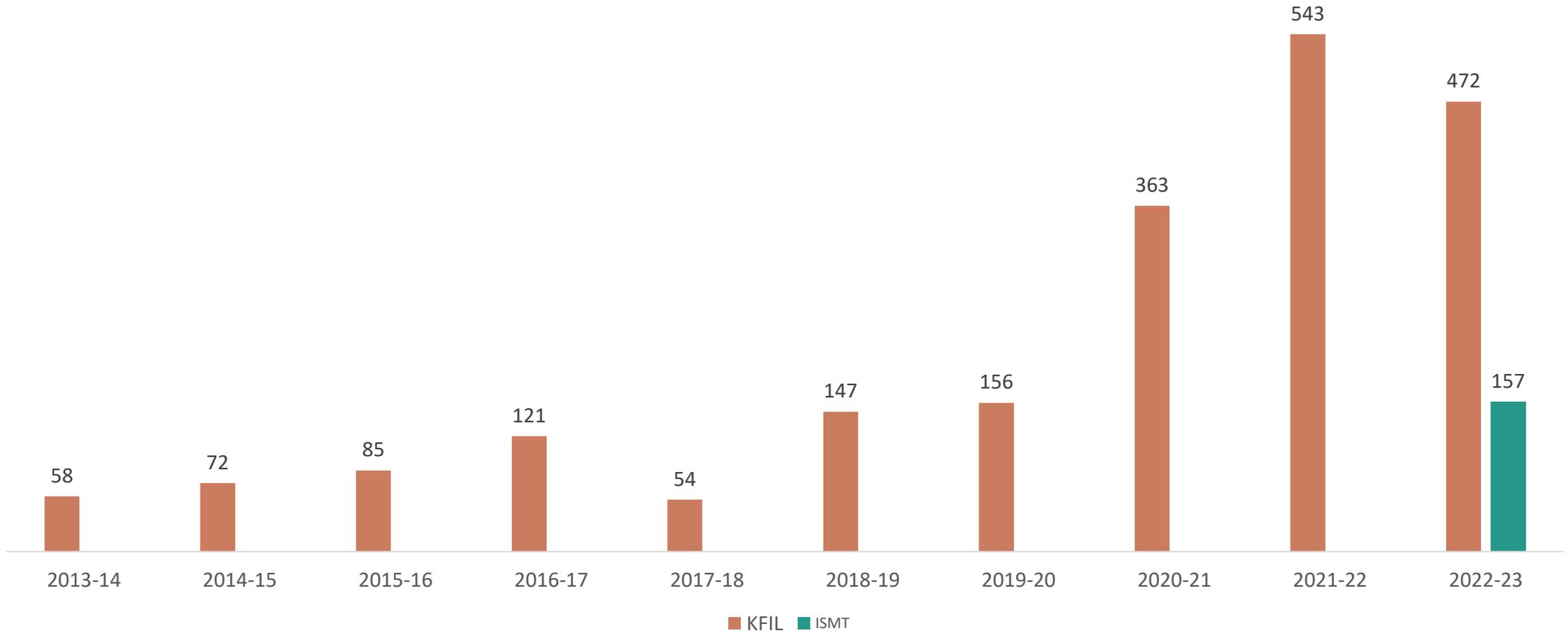


Financial Performance

All numbers in ₹ Crores

PBT

10-Year CAGR (Standalone) : 26.2%

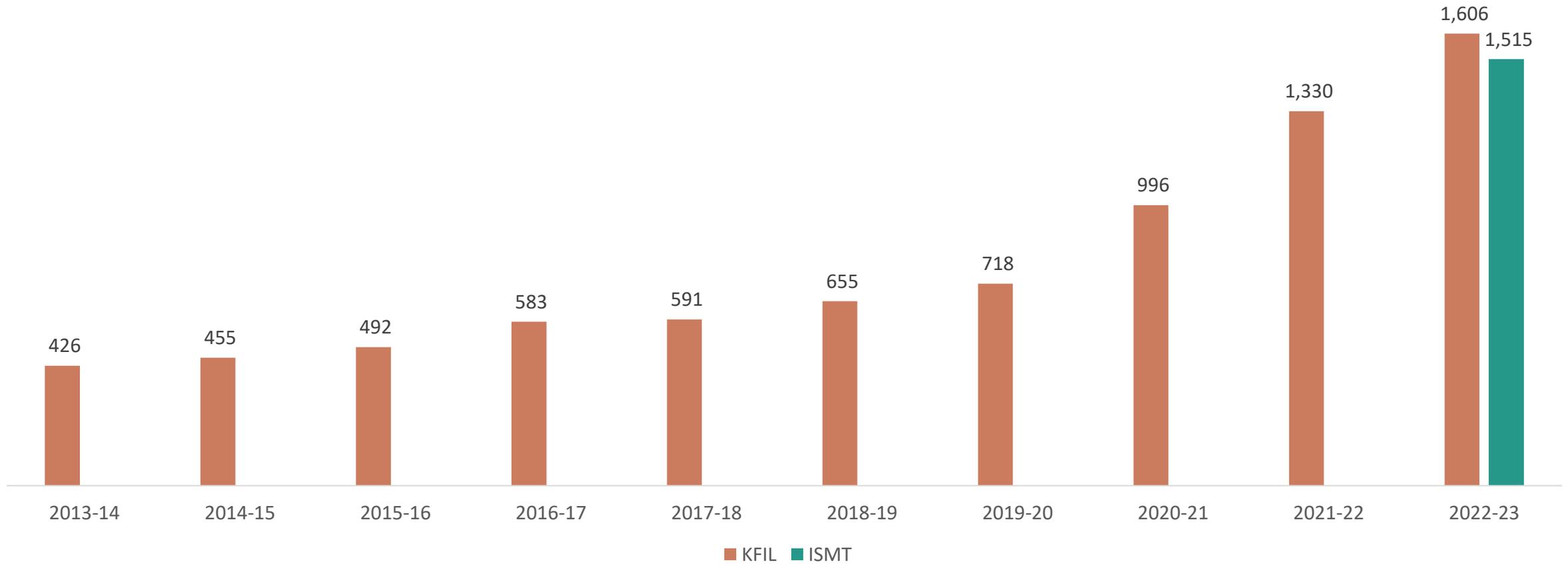


Financial Performance

All numbers in ₹ Crores

Net Worth

10-Year CAGR (Standalone) : 15.9%



Strategic Growth Projects



Mini Blast Furnace – Bell less Top Installation and RMHS Modification



Pulverized Coal Injection and Oxygen Plant

Key Projects overview

Sr. No	Project		Key Objective		Projected timeline for completion
1	Coke oven and power plant phase I & II	➤	Coke Oven: Reduction in imported coke dependency Power Plant: Power cost reduction & self sufficiency	➤	Completed
2	Solapur line 2 commissioned	➤	High pressure module; for auto sector opportunity	➤	Production ramp up in progress
3	MBF-I 90 days shut down and upgrade	➤	Capacity enhancement, reduction in coal/coke consumption	➤	Completed, resumed operations
4	Pulverized Coal Injection (PCI)	➤	Reduction in coke consumption	➤	Implementation in progress, expected to complete by Q4 FY 2024

Acquisition and turnaround of ISMT

ISMT Turnaround

- ISMT turned profitable within a year of the acquisition

Proposed Merger

- KFIL and ISMT Proposed a scheme of the merger in November 2022
- Rationale –
 - Synergy arising out of consolidation will make the business activities more sustainable in the long term as well as grow at a faster pace
- Effective Date
 - The appointed date of the proposed scheme is April 1, 2023
- Approval Status –
 - NOC received from the Stock Exchanges
 - Next Step – To approach NCLT for their approval

Kirloskar Ferrous Industries Ltd

Mines to Machined
castings



Revenue - Rs 4,149 Crores

ISMT

Largest integrated specialized
seamless tube manufacturer in
India



Revenue - Rs 2,561 Crores

Casting Capacity Expansion

Oliver Engineering Private Limited

Rationale

- India becoming a preferred supplier to Europe & North American markets
- Geographical diversification
- Consistent demand from existing customers

Transaction

- NCLT approval received for the resolution plan

Details

- Plant based in Sandharsi, Tehsil Rajpura, Punjab
- Current capacity 28,000 MT per annum



Green Power Initiatives

Purpose-led ESG Approach 'To create a sustainable and limitless future through Innovation, Inclusion, and Integrity'

We continually strive to minimize the environmental impact of our operations through sustainable practices and responsible use of natural resources.

Further expansion planned into Solar and wind power for KFIL and ISMT

10 MW

Solar Plant at Solapur

70 MW*

Solar Plant for ISMT

40 MW

Power Plant with waste heat non-recovery type coke batteries



With the power generated from Solar plant and Waste heat recovery plant

100 %

of our electricity consumption is generated in house**

* Proposed solar plant

** For KFIL standalone operations

Sustainable business practices

Community Care

Education

School bag distribution,
Personality development
Financial assistance,
Coaching classes School
teachers training

Health & Hygiene

Visit of Specialist Doctors,
Free medicine distribution,
Water supply from plant,
Nutritious food ,
WaSH

Focus Areas

Community Development

Financial Assistance,
Participation – Festivals &
Fairs , Sports Activities,
Water facilities during Fairs

Environment

Green Development
Kirloskar Vasundhara Film
Festival, Nature Walk etc.,



Health Centre



School Building



Scholarships



Women Empowerment

Awards

- “Conversion of Shell Core to Cold Core” has been awarded with “Kirloskar ICONS” in a function organized on 20th June 2022.
- Koppal Foundry: Winner of "5S EXCELLENCE AWARD for the year 2021-22" by Institute of Indian Foundrymen.
- Special appreciation award from Mahindra & Mahindra: Quick development and ramp of Rear Housing & Crankcases from both Solapur and Koppal plant & contributed and supported Mahindra for their successful launch of blockbuster tractor YUVO Tech
- Escort Kubota Silver Award – For 100 % Delivery and Quality with steady Ramp up of MU45 Transmission Case - April 2022
- Second Runner-Up Award to KFIL-Solapur – Supplier Quality Improvement Context Case Study Presentation at KOEL - November 2022
- JCB – Award for Best Performance 2022
- Volvo-Eicher – Award for Outstanding Contribution in Casting & Machining - Dec 2022



“Finance Strategy and Compliances towards strategic acquisition of ISMT” for demonstrating the value of “Value Creation



Thank You

<https://kirloskarferrous.com/>

