



KFIL Overview

Cautionary Statement

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

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.

Our Vision and Values

VISION

Be a sustainable growing organisation creating value to all stakeholders

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



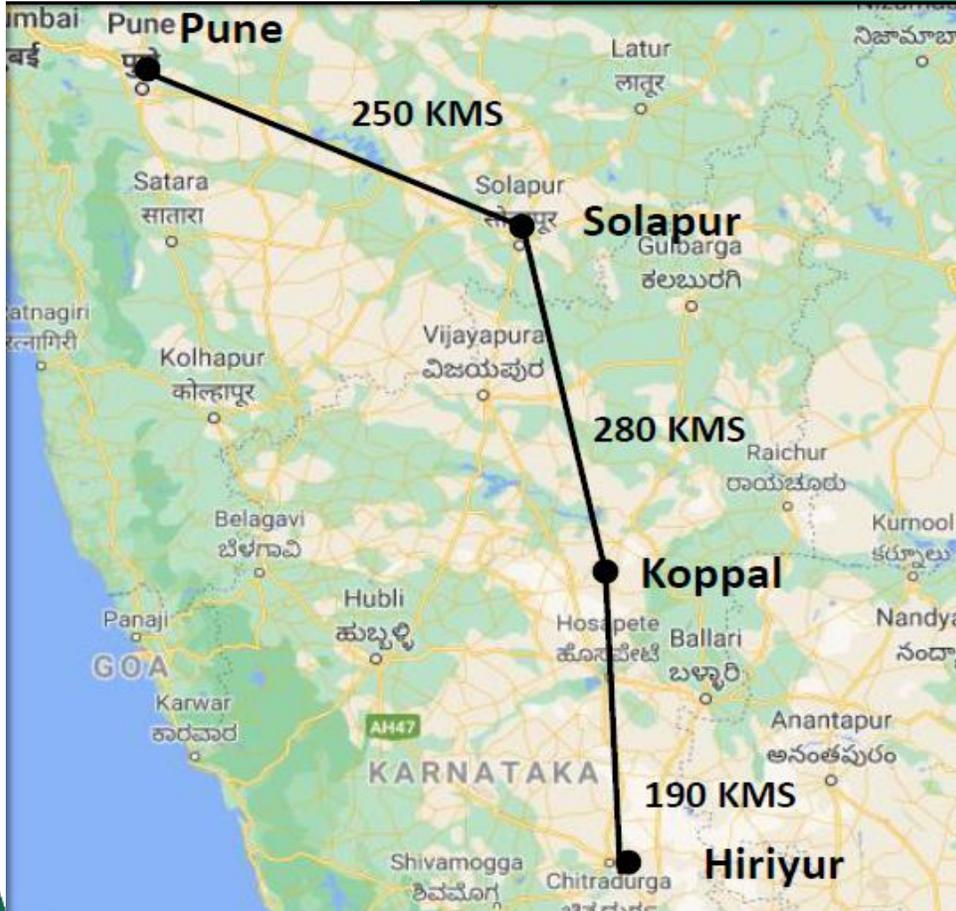
INNOVATIVE THINKING

Be bold and brave, & stay relevant

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- **KFIL at a glance**
 - Financial performance
 - Update on projects
 - Awards and Certifications
 - Sustainable business practices

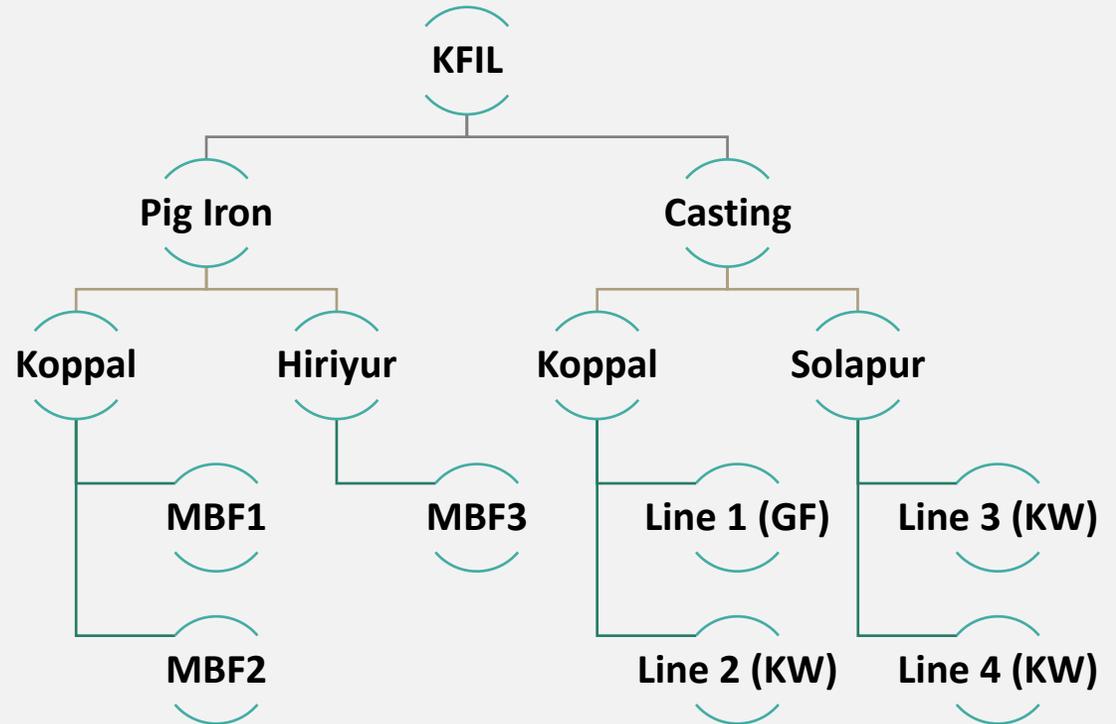
KFIL At A Glance

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	1,367	200,000 Ton	650,000 Ton
MANUFACTURING FACILITIES	EMPLOYEE STRENGTH	IRON CASTINGS CAPACITY PER ANNUM¹	PIG IRON CAPACITY PER ANNUM¹



Key Strengths

- Fully backward integrated operations from iron ore mines to machined castings
 - Iron Ore Mines
 - Mini Blast furnace
 - Foundry
 - 3D printing facility
 - Robotic core cells
 - In-house fettling
 - Machining
- Advanced technology, Infrastructure & tools
- Decade old customer association, single source to many
- Strategic supply management
- Project managers for development & on-time launch
- Capable & Stable Leadership, Management & Team
- Financially strong with good credit rating("AA")

KFIL Growth Story –So Far



2008 – 09
New Foundry at Solapur
150 Cr



2011-12
Sinter Plant 100 Cr

2013
Second Foundry at Koppal 250 Cr



2016-17
Up-gradation of Mini blast furnace 38 Cr

2013 & 17
Machine Shop 35 Cr

2018-19
3D Printing machine 10 Cr



2018-19
Railway Siding 18 Cr

2018-19
Solar Power Plant 42 Cr

2019-20
Coke Oven with Power Plant 365 Cr

2020-21
Acquisition of Hiriyur Plant 135 Cr

2021-22
Acquisition of ISMT – 476 Crores
commissioning of sinter plant at Hiriyur – 37 Cr
Line II Core shop Extension Phase 1– 13.15 Cr
Fettling shop Extension – 13.5 Cr



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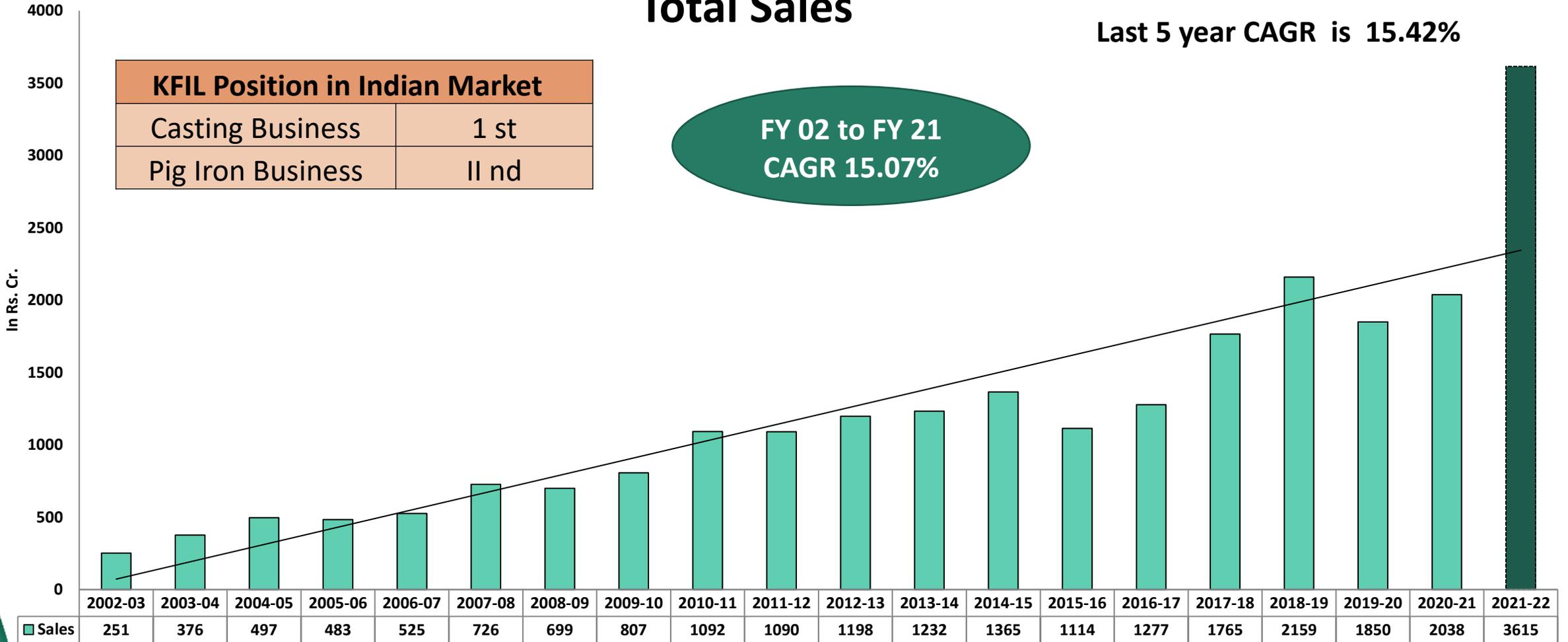
KFIL Performance at a glance

Total Sales

Last 5 year CAGR is 15.42%

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

FY 02 to FY 21
CAGR 15.07%

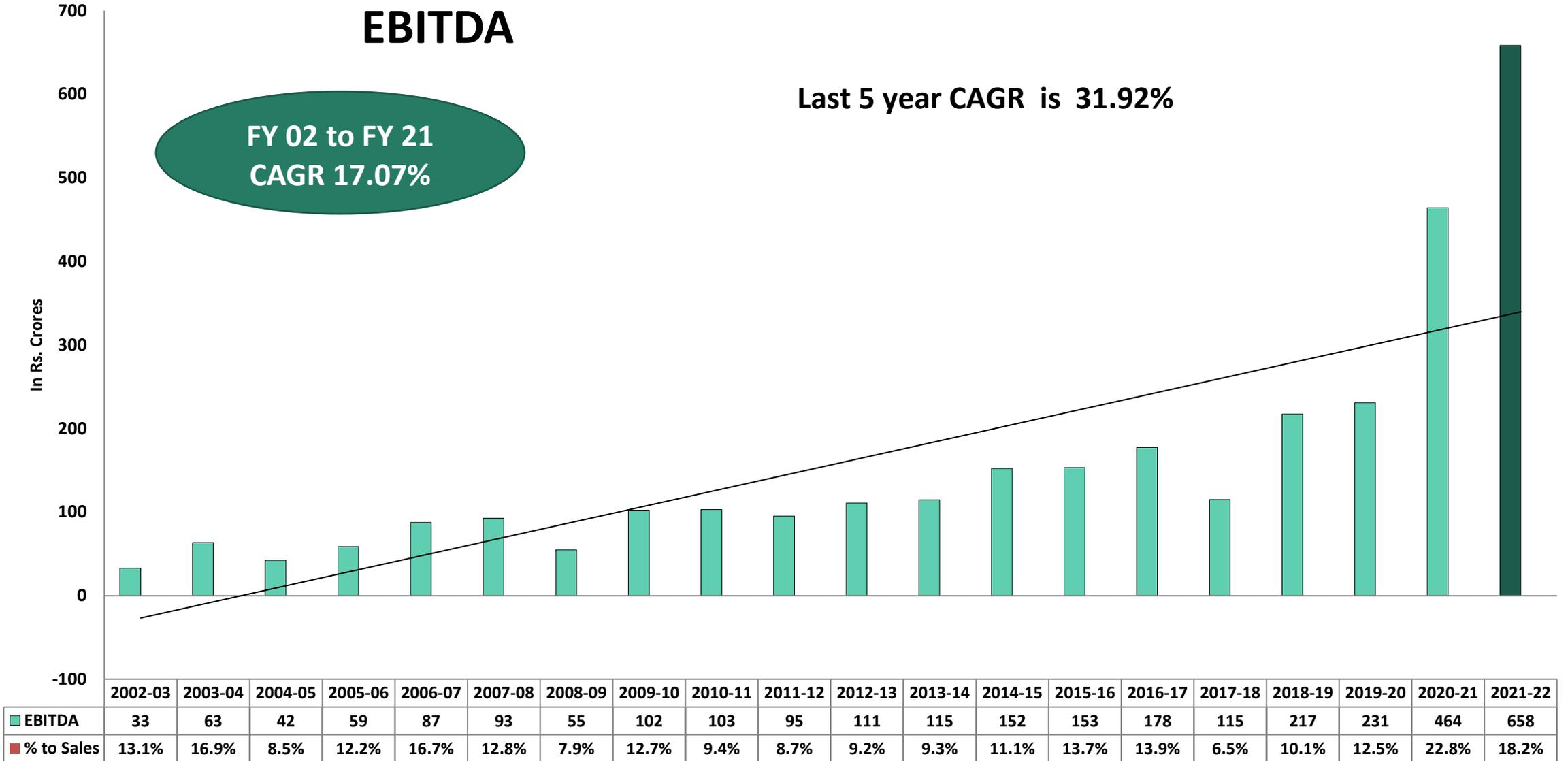


KFIL Performance at a glance

EBITDA

Last 5 year CAGR is 31.92%

FY 02 to FY 21
CAGR 17.07%

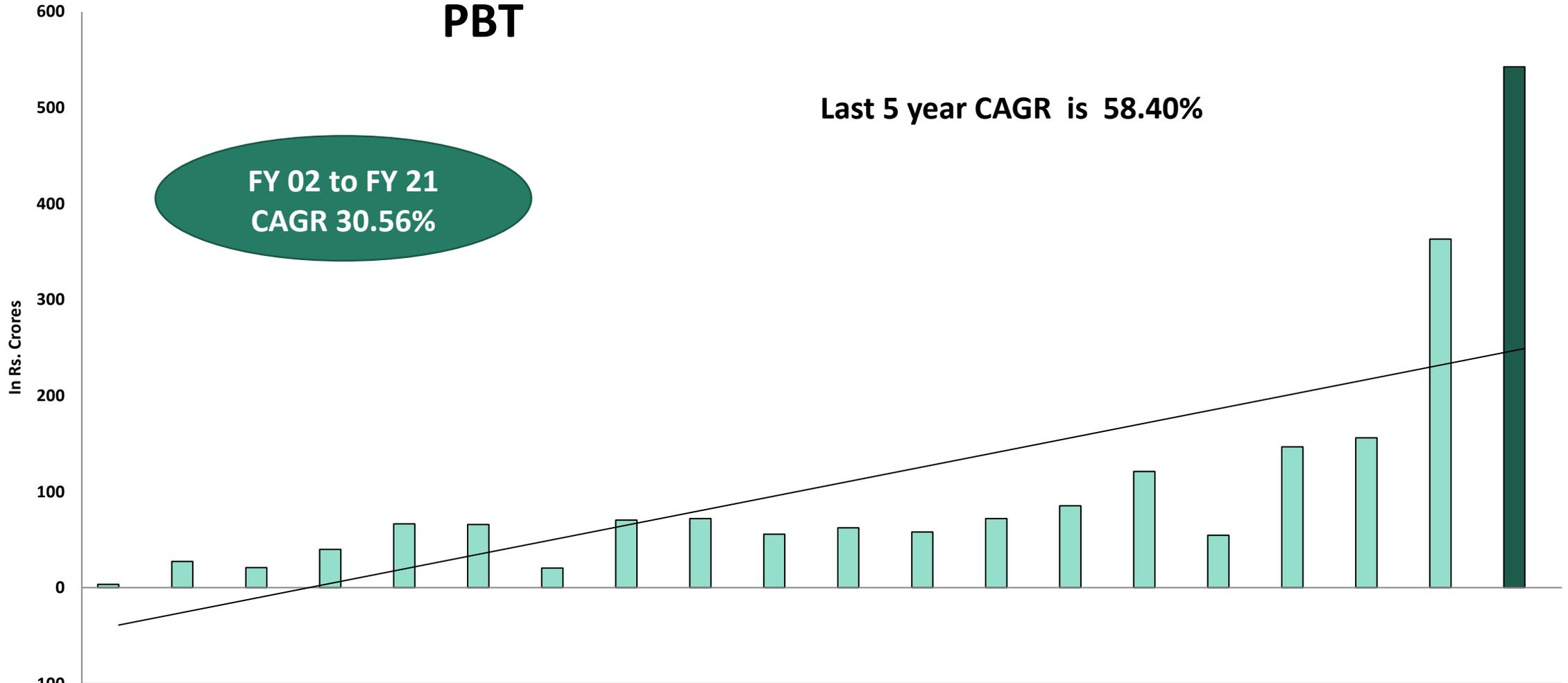


KFIL Performance at a glance

PBT

Last 5 year CAGR is 58.40%

FY 02 to FY 21
CAGR 30.56%



	2002-03	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
■ PBT	3	27	21	40	67	66	20	70	72	56	62	58	72	85	121	54	147	156	363	543
■ % to Sales	1.4%	7.2%	4.2%	8.2%	12.7%	9.1%	2.9%	8.7%	6.6%	5.1%	5.2%	4.7%	5.3%	7.7%	9.5%	3.1%	6.8%	8.4%	17.8%	15.0%

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Acquisition of ISMT

Kirloskar Ferrous Industries Ltd

“Mines to Machined castings”.

Established	1991
Commercial Production	1994
No. of Employees	1,380
Revenue FY22	Rs. 3,615 Crore



ISMT

Largest integrated specialized seamless tube manufacturer in India.

Established	1977
Commercial Production	1980
No. of Employees	1,990
Revenue FY22	Rs. 2,125 Crore



Strategies

Strategy	Objective /Capacity/Target	Results /Remarks
<ul style="list-style-type: none"> • MBFII Up Gradation • PCI and Oxygen Enrichment • Hiriyur Blast Furnace Up gradation 	<p>Growth/Capacity enhancement</p> <p>From 3.5 Lakhs MTPA to 8Lakh MTPA LMP</p>	<ul style="list-style-type: none"> • Completed • Engineering Under Progress • Interaction with MECON is going on
Iron Ore Mines Operationalization	<p>Cost Reduction/ Self Reliance</p> <p>56% and 36% Conservative Approach</p>	Under Progress
Coke oven and Power plant Phase II commissioning	<p>Cost reduction- Material and Power. Self sufficiency</p> <p>From 2 Lakh MTPA to 4 Lakh MTPA</p> <p>20 MW to 38 MW</p>	Commissioning by Q4 FY 23
Casting Capacity Enhancement	<p>Growth/Capacity Enhancement</p> <p>1.5 lakh MTPA to 2 Lakh MTPA</p>	<ul style="list-style-type: none"> • Line II Solapur Under progress, Commissioning by Q3 FY 23 • Projects at Koppal being Implemented in Phases

Strategies

Strategy	Objective /Capacity/Target	Results
Further Value Addition	Seamless tubes 	Completed
Build Alloy steel Long Products Business	Growth/Value addition 	Working ON Environmental Clearance

Hiriyur Sinter plant Commissioning

2021



- Blast furnace started in 3 Months (Feb 21) and taken to full production
- Completion of Sinter plant Project in 8 months (Oct 21)
- Power grid changed from 11KV to 66 KV for Stable power supply

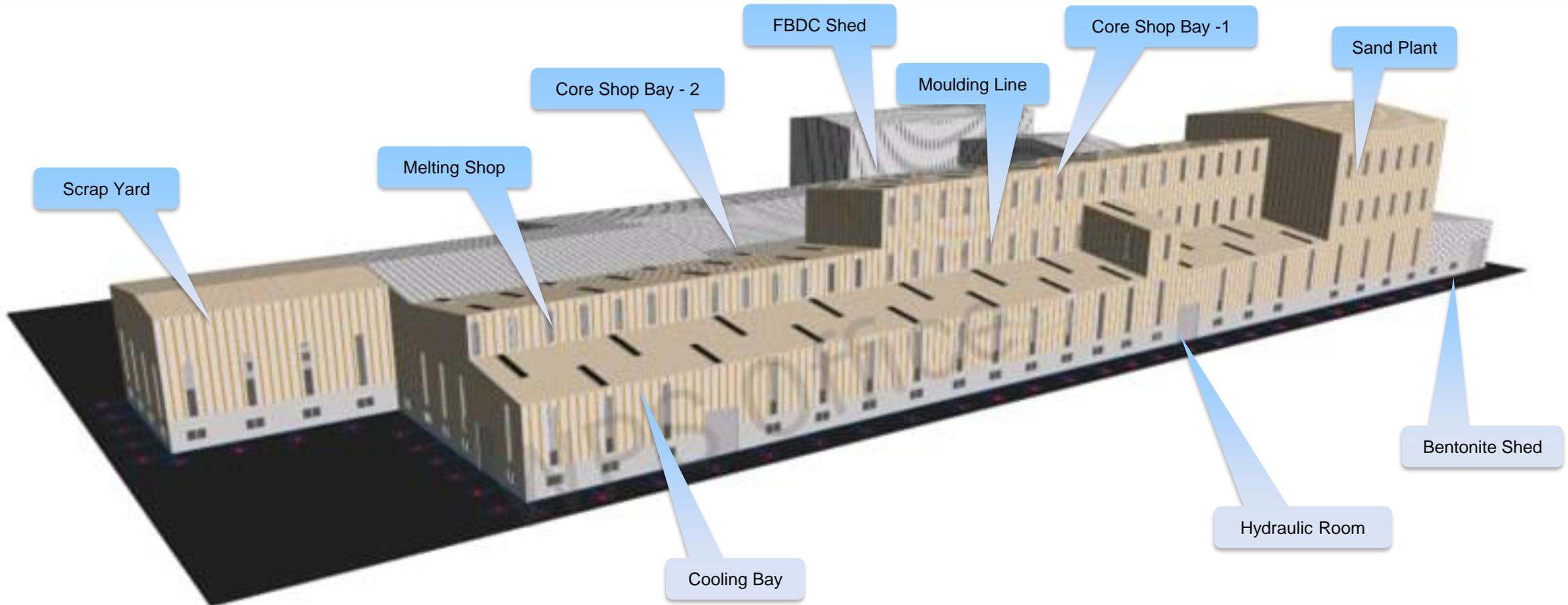


Capacity utilization Improvement Projects – Koppal Foundry

(Completed in FY 21-22)

Project	Objective	Time line	
<p>LINE II core shop extension with water jacket core cell (LAEMPE).</p>	<p>Line II production per month will be increased from present 3000MT to 5000MT/Month</p>	<p>Dec 19-May 21</p>	
<p>Fettling Shop II expansion</p>	<ul style="list-style-type: none"> ▪ To support up to 1200 moulds from the KW line ▪ De-coring capacity will increase from 600 No's/Day to 1200 No's/Day 	<p>June 19-April 21</p>	
<p>Third cooling line</p>	<p>To improve the casting cooling effect and to reduce the temp. of the skin temp of the casting at shakeout</p>	<p>June 20- Sep 21</p>	

KFIL Solapur - Foundry Project 3D View



Commissioning is by Q3- FY 23

KFIL - ISMT Post Acquisition

- Completed One time Settlement (OTS) with Lenders
- Became Positive Net worth Company
- Achieved Revenue of Rs 2125 Crores in FY 2022
- Steel production at Jejuri Plant – 2.3 Lakh MT
- Growth of 42% in Seamless tube Sales
- Revived OCTG(Oil Country Tubular Goods) Business with a developmental order

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Awards and Accolades



* CII Exim Bank Award for Business Excellence for the year 2021, assessment based on European Foundation for Quality Management (EFQM) model

CII- Exim Bank
Award For Business
Excellence*

Customers Awards-
Supplier Quality
improvement
Kirloskar Oil
Engines Ltd

Delivering NPIP
Performance Award-
M/s JCB India

Customers Awards-
Market Growth And
Customer Experience,
Escorts

Partnership Award-
M/s Daimler India
Commercial Vehicles

Agri Machinery-
Best Supplier Award
(Supply Chain Management
Casting & Machining), M/s
VE Commercial Vehicles

IRCLASS
SYSTEMS AND SOLUTIONS PRIVATE LIMITED

CERTIFICATE OF APPROVAL
Issued by Indian Register Quality Systems
(A Division of IRCLASS Systems and Solutions Private Limited)

This is to certify that the Occupational Health & Safety Management Systems of

Organisation: Kirloskar Ferrous Industries Limited
Solapur Plant

Address: Hotgi Road, Shivshahi,
Solapur - 413 224,
Maharashtra, India

has been assessed and found conforming to the following requirement

Standard: ISO 45001:2018

Scope: Manufacture of Ferrous Castings and
Machined Ferrous Castings

Certificate No.: IRQS/190400799

Original Certification Date : 25/11/2016

Current Date of Granting : 07/11/2019

Expiry Date : 23/11/2022

Shashi Nath Mishra
Head IRQS

This approval is subject to continued satisfactory maintenance of the Occupational Health and Safety Management Systems of the organisation to the above standard, which will be monitored by IRQS. The use of the Accreditation Mark indicates accreditation with respect to activities covered by the certificate with accreditation no. CO71, Condition: Overleaf COA/IRQS/InA/OHSAS/Rev 00

Head Office: 52A, Adi Shankaracharya Marg, Opp. Powai Lake, Powai, Mumbai - 400 072, India.

IATF 16949:2016

IRCLASS
SYSTEMS AND SOLUTIONS PRIVATE LIMITED

CERTIFICATE OF APPROVAL
Issued by Indian Register Quality Systems
(A Division of IRCLASS Systems and Solutions Private Limited)

This is to certify that the Environmental Management Systems of

Organisation: Kirloskar Ferrous Industries Limited
Solapur Plant

Address: Hotgi Road, Shivshahi,
Solapur - 413 224,
Maharashtra, India

has been assessed and found conforming to the following requirement

Standard: ISO 14001:2015

Scope: Manufacturing of Ferrous Castings &
Machined Ferrous Castings

Certificate No. : IRQS/ 200300571

Original Certification Date: 13/09/2008

Current Date of Granting: 01/10/2020

Expiry Date: 10/09/2023

Shashi Nath Mishra
Head IRQS

This approval is subject to continued satisfactory maintenance of the Environmental Management Systems of the organisation to the above standard which will be monitored by IRQS. The use of the Accreditation Mark indicates accreditation with respect to activities covered by the certificate with accreditation no. CO71, Condition: Overleaf COA/IRQS/InA/EMS/Rev 00

Head Office: 52A, Adi Shankaracharya Marg, Opp. Powai Lake, Powai, Mumbai - 400 072, India.

OHSAS ISO 45001:2018

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having been audited in accordance with the "Rules for Achieving and Maintaining IATF Recognition 5th Edition"

Standard Certified: IATF 16949:2016
(1st Edition 1st Oct-2016)
[Exclusions: Product Design
Input and Output (8.3.3.1 & 8.3.5.1)]

Scope: Manufacture of Ferrous Castings &
Machined Ferrous Castings

IATF Certificate No.: 0391420

Certificate No.: IRQS/210500259 granted on: 26th March 2021

Current Issue Date: 26/03/2021 **Valid Till Date:** 25/03/2024

Shashi Nath Mishra
Head IRQS

This approval is subject to continued satisfactory maintenance of the Quality Management Systems of the organisation to the above standard which will be monitored by IRQS. Condition: Overleaf COA/IRQS/IATF/Rev 01

Head Office: 52A, Adi Shankaracharya Marg, Opp. Powai Lake, Powai, Mumbai - 400 072, India.

EMS - ISO 14001:2015

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Responsible use of natural resources

We continually strive to minimise the environmental impact of our operations through sustainable practices and responsible use of natural resources. We have evolved our strategies for reducing, reusing, recovering, and recycling the impact of operational wastes

20 MW*

Solar Plant at Solapur



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

* Post commencement of expanded capacities

Community Development

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.,



Free health Camp



Free health Camp



Groundwater recharge
initiative for nearby farming
zones



School bag distribution

Thank You
