

KIRLOSKAR FERROUS INDUSTRIES LIMITED

A Kirloskar Group Company



Enriching Lives

Financial Presentation for Quarter-I Jun-18 FY 2018-19



Disclaimer

Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations. Actual results might differ materially from those either expressed or implied



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Financial Highlights – Q1- 2018-19

Rs. in Crores

Particulars	Jun'18 Q1-FY2019	Mar'18 Q4-FY2018	Jun'17 Q1-FY2018	Variation QI-18-19 Vs QI-17-18	Variation QI-18-19 Vs QIV-17-18
Revenue from Operations	485.23	469.58	377.00	29%	3%
Other Income	0.39	3.43	1.00	-61%	-89%
Total Income	485.62	473.01	378.00	28%	3%
Cost of Material Consumed	317.38	297.02	273.63		
Changes in Inventories	(5.28)	8.00	(19.27)		
Sub-total	312.10	305.02	254.36	23%	2%
% to Revenue from Operation	64%	63%	67%		
Employee benefits expense	22.15	21.67	18.35	21%	2%
Other expenses	116.38	108.91	88.75	31%	7%
EBIDTA	34.99	37.41	16.54	112%	-6%
Finance Cost	3.80	3.03	2.48	53%	25%
Depreciation and amortisation expense	12.80	12.68	12.51	2%	1%
PBT	18.39	21.70	1.55	1086%	-15%

Notes :

1. Revenue from operations for the quarter is not comparable with that of corresponding previous year figures, as Jun-17 includes excise duty of Rs. 43.26 Cr. which is not included in the current year quarter consequent to the implementation of GST effective from 1st July 2017
2. Figures have been regrouped wherever required.

Sales Comparison

	2018-19 (MT)	2017-18 (MT)	
Sales	Q1	Q4	Q1
Pig Iron	85,313	86,863	66,186
Castings	23,716	22,947	18,139

	2018-19 (Rs.Cr.)	2017-18 (Rs.Cr.)	
Sales	Q1	Q4	Q1
Pig Iron	263.09	256.21	179.94
Realisation PMT	30,838	29,496	27,187
Castings	213.87	201.69	145.07
Realisation Per KG	90.18	87.90	79.98
By-products	8.27	11.68	8.73
Net Sales	485.23	469.58	333.74
Excise Duty on Sales	-	-	43.26
Revenue from Operations	485.23	469.58	377.00

*Note : 1. Consequent to introduction of GST, Excise Duty is not applicable from 1-Jul-2017.
2. figures have been regrouped wherever required*

Financial Highlights - Quarterly

% increase in Sales of Pig iron and castings w.r.t previous quarters is due to:

Particulars	Jun-18 Vs. Jun-17 Qtr.		Jun-18 Vs. Mar-18 Qtr.	
	Realisation Increase %	Volume Increase %	Realisation Increase %	Volume Increase %
Pig Iron	13.43%	28.90%	4.55%	(1.78%)
Castings	12.76%	30.75%	2.59%	3.35%

The % increase in prices of major Raw materials w.r.t previous quarters are :

Particulars	Jun-18 Vs. Jun-17 Qtr.	Jun -18 Vs. Mar-18 Qtr.
Coke (including converted coke)	15%	2%
Iron ore Lumps	16%	7%
Iron ore Fines	7%	9%
Steel Scrap	21%	4%

Financial Highlights – Quarterly – Contd.

Increase in Other expenses inter alia is mainly due to:

➤ ***Q1-2018-19 Vs. Q1-2017-18 :***

- a) *On account of Increase in production -
 - i. increased consumables (indirect materials) – Rs. 11.65 Crores
 - ii. increase in Power, Fuel & Water – Rs.6.89 Crores*
- b) *On account of foreign exchange fluctuation – Rs.5.86 Crores*

➤ ***Q1-2018-19 Vs. Q4-2017-18 :***

- a) *On account of Increase in production
 - i. increased consumables (indirect materials) – Rs. 3.57 Crores
 - ii. increase in Power, Fuel & Water – Rs.0.62 Crores.*
- b) *On account of foreign exchange fluctuation – Rs.2.65 Crores*

Awards and Recognition



Best Business Partner award from Mahindra and Mahindra Limited – Tractor Division

Awards and Recognition



MSES "B" Level certification award from Mahindra and Mahindra Limited



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THANK YOU