



Financial Presentation for Quarter IV FY 2016-17



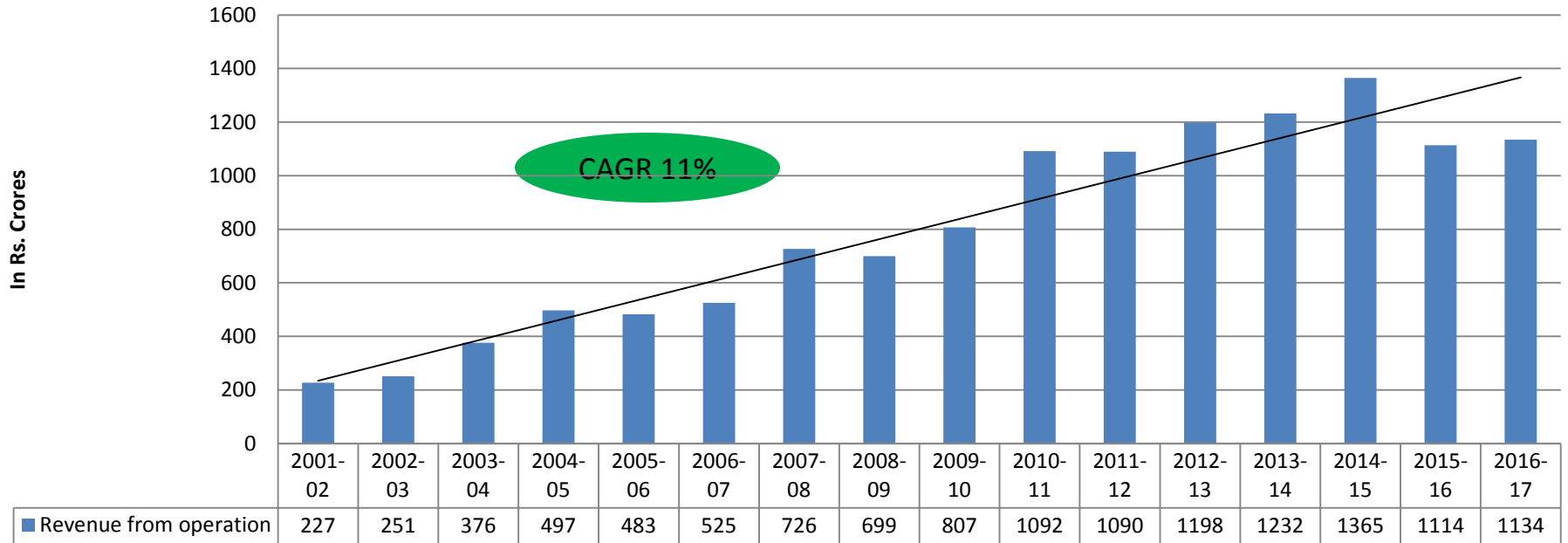
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Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable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

Revenue from operations



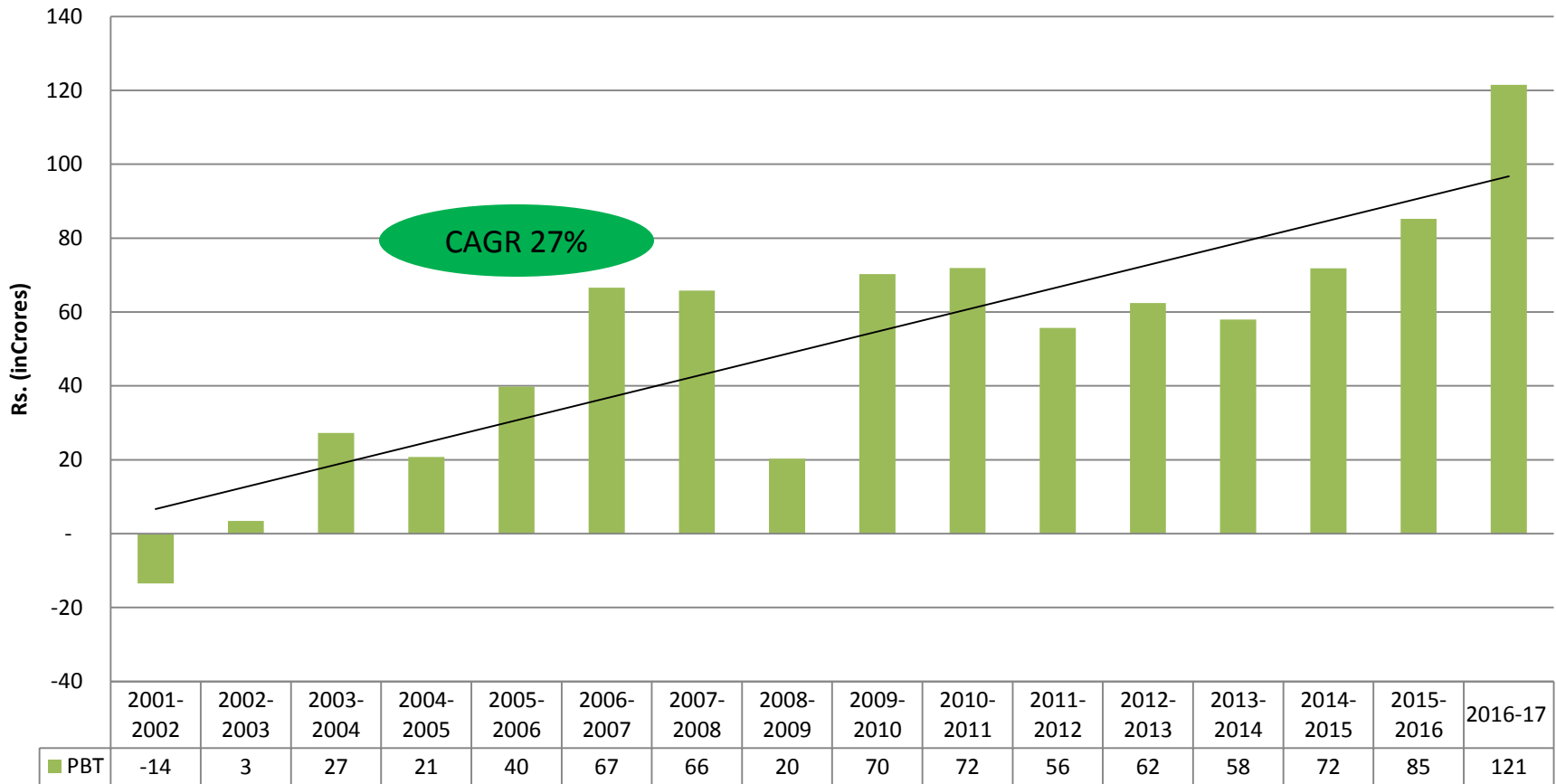
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PBT Trend



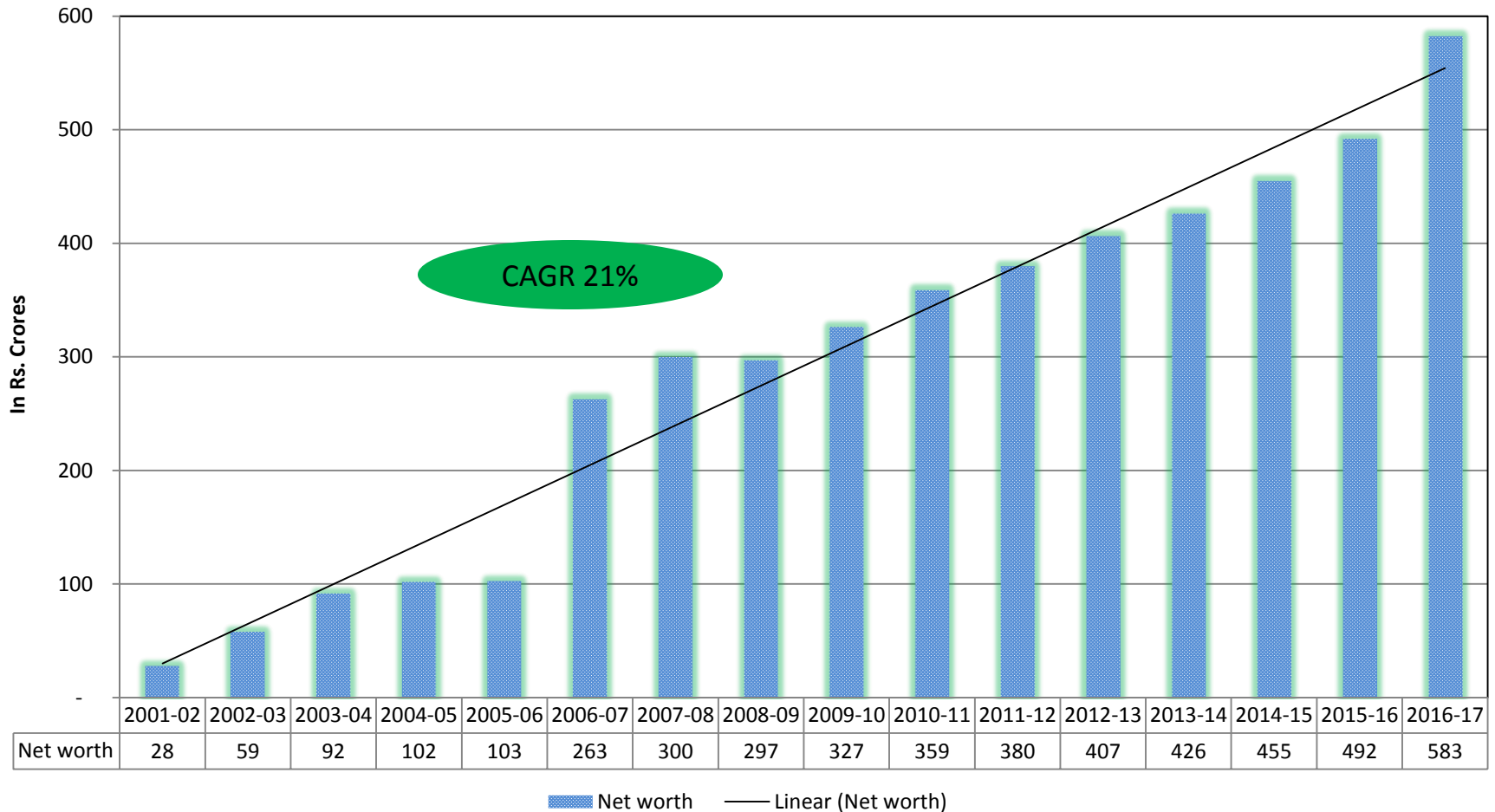
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Net Worth



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Highlights

Q4 FY 2016-17



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The Net Sales has improved by 29% as compared to previous year fourth quarter

MBF 1 upgrade completed on 17th Jan 2017 to take the total capacity from 3,60,000 MTPA to 3,91,400 MTPA

Inhouse Research & Development at Koppal was approved and recognized by DSIR in March 2017

KFIL's infrastructure for machine shop at Koppal was inaugurated on 17th March 2017



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Financial Highlights

In Rs. Crores

| Particulars | Q4 FY2017 | Q4 FY2016 | Variation | FY 2016- 17 | FY 2015-16 | Variation |
|--|--------------|--------------|-------------|--------------|--------------|------------|
| Net Sales | 318 | 245 | | 1,127 | 1,106 | |
| Other Operating Income | 2 | 3 | | 7 | 8 | |
| Revenue from Operations | 320 | 247 | 29% | 1,134 | 1,114 | 2% |
| Other Income | 1 | 1 | | 6 | 2 | |
| Total Revenue | 322 | 248 | 30% | 1,139 | 1,116 | 2% |
| Cost of Material Consumed (Including stock adjustment) | 202 | 116 | 75% | 587 | 592 | -1% |
| % to Revenue from Operation | 63% | 47% | | 52% | 53% | |
| Employee benefits expense | 17 | 18 | -3% | 73 | 71 | 3% |
| Other expenses | 77 | 78 | -2% | 298 | 300 | 0% |
| EBIDTA | 25 | 36 | -31% | 181 | 153 | 18% |
| Finance Cost | 2 | 5 | -54% | 14 | 24 | -42% |
| Depreciation and amortisation expense | 10 | 11 | -8% | 46 | 44 | 3% |
| PBT | 12 | 20 | -38% | 121 | 85 | 43% |
| Tax | -1 | 8 | -112% | 31 | 27 | 12% |
| PAT | 13 | 12 | 10% | 91 | 58 | 57% |



Key Financial Metrics

Quarter wise for FY 2016-17

| Rs. In Crores | | | | |
|-------------------------|--------------|-----|-----|-----|
| Particulars | Year 2016-17 | | | |
| | Q1 | Q2 | Q3 | Q4 |
| Net Sales | 298 | 289 | 222 | 318 |
| Other operating Income | 2 | 1 | 2 | 2 |
| Revenue form operations | 300 | 290 | 224 | 320 |
| Profit from Operations | 56 | 37 | 24 | 13 |
| Finance Cost | 4 | 3 | 4 | 2 |
| Profit Before Tax | 54 | 35 | 20 | 12 |
| Profit After Tax | 38 | 23 | 17 | 13 |



Key Financial Ratios

| | PARTICULARS | U/M | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | 2016-17 |
|----------|--|-------|---------|---------|---------|---------|---------|---------|
| A | Profitability Ratios | | | | | | | |
| 1 | ROCE=PBIT/TCE | % | 8.71% | 12.50% | 11.89% | 14.50% | 16.03% | 17.75% |
| 2 | ROE= PAT/Net Worth | % | 9.75% | 9.61% | 9.34% | 10.83% | 11.73% | 15.55% |
| B | Leverage Ratios | | | | | | | |
| 1 | Debt/Net Worth | Times | - | 0.20 | 0.22 | 0.13 | 0.22 | 0.16 |
| 2 | Interest Coverage = PBIT / Interest | Times | 6.55 | 5.20 | 3.53 | 4.00 | 4.61 | 9.89 |
| C | Liquidity Ratios | | | | | | | |
| 1 | Current = CA / CL (Including Bank Borrowing & Excluding Right Money) | Times | 1.27 | 1.35 | 1.32 | 1.58 | 1.58 | 1.19 |
| 2 | Quick = (CA - Inventory) / CL | Times | 0.80 | 0.78 | 0.80 | 1.06 | 1.06 | 0.79 |
| D | Turnover Ratios - (Annualized) | | | | | | | |
| 1 | Fixed Assets = Sales / TFA | Times | 1.80 | 1.88 | 1.89 | 1.55 | 1.19 | 1.91 |
| 2 | Net Current Assets = sales / Net Current assets | Times | 14.80 | 12.58 | 19.14 | 56.43 | 11.88 | 7.31 |
| 3 | Total Assets = sales / Total Assets | Times | 1.44 | 1.35 | 1.24 | 1.47 | 1.30 | 1.17 |
| 4 | Inventory / Sales per day | Days | 39 | 41 | 42 | 28 | 26 | 39 |
| 5 | Receivables / Sales per day | Days | 48 | 41 | 49 | 41 | 40 | 55 |



Sales Details

| 2016-17 (MT) | | | | | MT | MT | Change % |
|--------------|-------|-------|-------|-------|----------|----------|----------|
| Sales | Q1 | Q2 | Q3 | Q4 | 2016-17 | 2015-16 | |
| Pig Iron | 72419 | 69414 | 39355 | 72307 | 2,53,495 | 2,89,485 | -12% |
| Castings | 17002 | 17448 | 14992 | 16450 | 65,892 | 56,661 | 16% |

| 2016-17 (Rs.Cr.) | | | | | Rs Cr. | Rs Cr. | Change % |
|------------------|------------|------------|------------|------------|--------------|--------------|-----------|
| Sales | Q1 | Q2 | Q3 | Q4 | 2016-17 | 2015-16 | |
| Pig Iron | 161 | 146 | 100 | 181 | 589 | 623 | -5% |
| Castings | 133 | 137 | 117 | 131 | 519 | 461 | 13% |
| Others | 6 | 6 | 7 | 8 | 26 | 30 | -14% |
| Total | 300 | 290 | 224 | 320 | 1,134 | 1,114 | 2% |

NOTE: Pig Iron sales was down:
in FY2016-17 Q3 & Q4 due to MBF-I up-gradation and
in FY 2015-16 Q4 due to MBF-II furnace relining

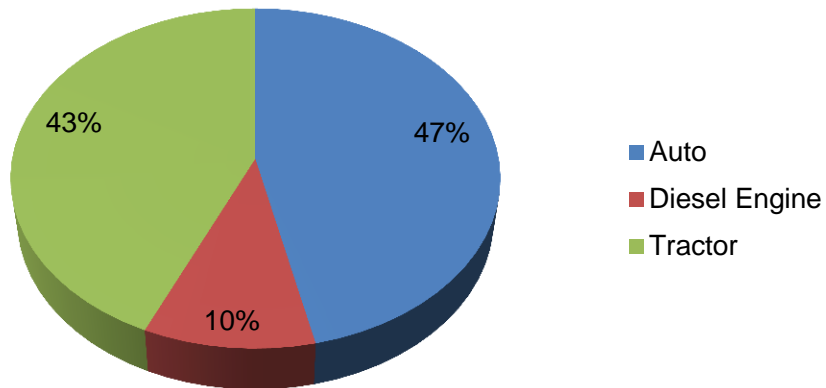
Castings

Industry & Product Mix 2016-17

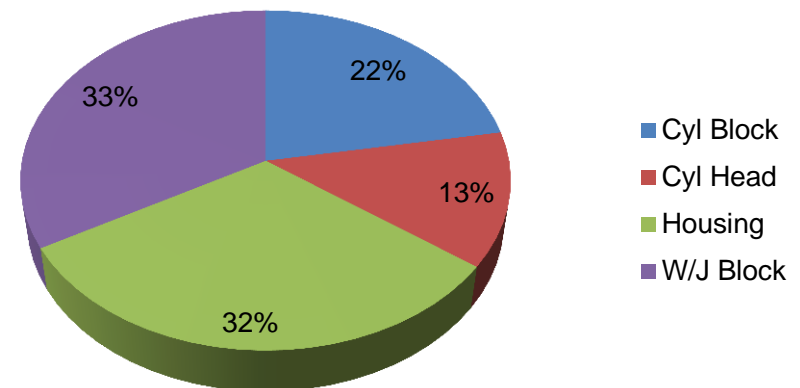


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Industry Category



Product Category



ENCON Awards

Best Managed Energy Efficient Unit, Best Renewable Energy Project & Best Watercon Project



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THANK YOU