

KIRLOSKAR FERROUS INDUSTRIES LIMITED

A Kirloskar Group Company



Enriching Lives

Financial Presentation for Quarter-II Sep-18 FY 2018-19

Financial Highlights – 2018-19

Rs. in Crores

Particulars	QII Sep'17 FY2017-18	QI Jun'18 FY2018-19	QII Sep'18 FY2018-19	Variation QII-18-19 Vs QII-17-18	Variation QI-18-19 Vs QII-18-19
Revenue from Operations	409.90	496.26	540.33	32%	9%
Other Income	0.53	0.39	0.79	49%	103%
Total Income	410.43	496.65	541.12	32%	9%
Cost of Material Consumed	221.70	318.84	317.44		
Purchases of Stock in Trade	21.31	-	13.97		
Changes in Inventories	17.63	-5.28	(7.15)		
Sub-total	260.64	313.56	324.26	24%	3%
% to Revenue from Operation	64%	63%	60%		
Employee benefits expense	19.33	22.15	23.90	24%	8%
Other expenses	100.91	125.95	133.60	32%	6%
EBIDTA	29.55	34.99	59.36	101%	70%
Finance Cost	2.70	3.80	3.70	37%	-3%
Depreciation and amortisation expense	11.27	12.80	13.10	16%	2%
PBT	15.58	18.39	42.56	173%	131%

Notes :

Figures have been regrouped wherever required.

Sales Comparison

2017-18 (MT)		2018-19 (MT)		
Sales	Q2	Q1	Q2	Total
Pig Iron	72,605	85,313	85,278	1,70,591
Castings	20,438	23,716	24,642	48,358

2017-18 (Rs.Cr.)		2018-19 (Rs.Cr.)		
Sales	Q2	Q1	Q2	Total
Pig Iron	198.46	263.09	269.10	532.19
Realisation PMT	27,334	30,838	31,556	31,197
Castings	173.13	215.33	235.55	450.88
Realisation Per KG	84.71	90.80	95.59	93.24
Other Sales				-
Coal Sales	22.34		14.43	14.43
By-products	6.35	8.27	10.80	19.07
Net Sales	400.28	486.69	529.88	1,016.57
Freight on Sales	9.62	9.57	10.45	20.02
Revenue from Operations	409.90	496.26	540.33	1,036.59

Note : 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	Sep-17 Vs. Sep-18 Qtr.		Jun-18 Vs. Sep-18 Qtr.	
	Realisation Increase %	Volume Increase %	Realisation Increase %	Volume Increase %
Pig Iron	15.44%	17.45%	2.33%	-0.04%
Castings	12.84%	20.57%	5.28%	3.90%

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

Particulars	Sep-17 Vs Sep-18 Qtr	Jun-18 Vs Sep-18 Qtr
Coke (including converted coke)	10%	2%
Iron ore Lumps	2%	-9%
Iron ore Fines	3%	-4%
Steel Scrap	25%	1%

Financial Highlights – Quarterly – Contd.

Other Expenses

➤ Q2-2017-18 Vs Q2-2018-19:

Increase in Other expenses inter alia is on account of

a) Power, Fuel and Water:

i) Rs. 2.40 Crore in Power, Fuel & Water on account of increase in tariff

ii) Rs .9.64 Crore on account of increased production

b) Rs. 20.63 Crores in Operational expenses (including indirect materials) arising on account of increased production.

➤ Q1-2018-19 Vs Q2-2018-19 :

Increase/Decrease in Other expenses inter alia is on account of

a) Increase in Power, Fuel and water is Rs.5.09 Cr.

b) Increase of Rs. 3.07 Cr. in Operational expenses (including indirect materials) is arising on account of increased production and Rs.2.35 Cr. on account of increased selling expenses

c) Increase in admin expenses is Rs.0.44 Cr. and

d) Decrease in Exchange rate fluctuation is Rs.3.32 Cr.

Others : We have been declared as the Preferred Bidder for one of the Mines in Iron ore e-auction conducted by Department of Mines and Geology, Karnataka

Awards and Recognition



Best Delivery Performance award for the year 2017-18 received from TAFE

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



Enriching Lives

THANK YOU