



Financial Presentation for Quarter-IV Mar-19 FY 2018-19

Financial Highlights – 2018-19



Enriching Lives

Rs. in Crores

Particulars	QIV Mar'18 FY2017-18	QIII Dec'18 FY2018-19	QIV Mar'19 FY2018-19	Variation QIV-18-19 Vs QIV-17-18	Variation QIII-18-19 Vs QIV-18-19
Revenue from Operations	479.80	582.52	540.04	13%	-7%
Other Income	3.14	0.44	3.91	25%	789%
Total Income	482.94	582.96	543.95	13%	-7%
Cost of Material Consumed	296.71	362.36	346.14		
Purchases of Stock in Trade	-	-	-		
Changes in Inventories	8.00	7.64	(3.80)		
Sub-total	304.71	370.00	342.34	12%	-7%
% to Revenue from Operation	64%	64%	63%		
Employee benefits expense	21.67	22.90	24.79	14%	8%
Other expenses	119.15	119.16	124.69	5%	5%
EBIDTA	37.41	70.90	52.13	39%	-26%
Finance Cost	3.03	4.61	4.36	44%	-5%
Depreciation and amortisation expense	12.68	14.01	14.29	13%	2%
PBT	21.70	52.28	33.48	54%	-36%

Note: Figures have been regrouped wherever required.



Sales Comparison

Sales	2017-18 (MT)		2018-19 (MT)				
	Q4	Total	Q1	Q2	Q3	Q4	Total
Pig Iron	86,862	3,06,303	85,313	85,278	97,031	90,936	3,58,558
Castings	22,947	82,922	23,716	24,642	24,941	23,969	97,268

Sales	2017-18 (Rs.Cr.)		2018-19 (Rs.Cr.)				
	Q4	Total	Q1	Q2	Q3	Q4	Total
Pig Iron	256.21	852.46	263.09	269.10	316.79	286.15	1,135.13
Realisation PMT	29,496	27,831	30,838	31,556	32,649	31,467	31,658
Castings	201.68	700.36	215.33	235.55	239.06	231.79	921.73
Realisation Per KG	87.89	84.46	90.80	95.59	95.85	96.70	94.76
Other Sales	-	-	-	-	-	-	-
Coal Sales	-	91.08	-	14.43	-	-	14.43
By-products	11.68	36.79	8.27	10.80	15.33	11.94	46.34
Net Sales	469.57	1,680.69	486.69	529.88	571.18	529.88	2,117.63
Excise Duty on Sales	-	43.26	-	-	-	-	-
Freight on Sales	10.23	40.27	9.57	10.45	11.33	10.16	41.51
Revenue from Operations	479.80	1,764.22	496.26	540.33	582.51	540.04	2,159.14

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	Mar-18 Vs. Mar19		Dec-18 Vs. Mar19	
	Realisation increase %	Volume Increase %	Realisation increase %	Volume Increase %
Pig Iron	6.68%	4.69%	-3.62%	-6.28%
Castings	10.03%	4.46%	0.89%	-3.90%

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

Particulars	Mar-18 Vs Mar-19 Qtr	Dec-18 Vs Mar-19 Qtr
Coke (including converted coke)	11%	1%
Iron ore Lumps	-4%	-3%
Iron ore Fines	-3%	-5%
Steel Scrap	4%	-3%



Financial Highlights – Quarterly – Contd.

Other Expenses

➤ **Q4-2017-18 Vs Q4-2018-19:**

Increase in Other expenses of Rs.5.54 Cr. inter alia is on account of

- Increase in consumption of stores, spares and consumables of Rs. 3.91 Cr due to increased production
- Power, Fuel and Water Expenses
 - at Koppal Plant** : Decrease of Rs 3.07 Cr. is on account of full fledged operation of power plants which were taken for maintenance in previous year
 - at Solapur Plant** : Decrease of Rs.1.88 Cr is on account of installation of Solar Plant
- Increase of freight of Rs.2.03 Cr. is due to freight on Volvo and Daimler dispatches shifted to KFIL scope
- Increase of Rs.2.25 Cr. is on account of maintenance expenses of power plant
- Loss on discard of old turbines and gear box Rs.1.89 Cr.

➤ **Q3-2018-19 Vs Q4-2018-19 :**

Increase in Other expenses of Rs.5.53 Cr inter alia is on account of

- Increase in consumption of stores, spares and consumables of Rs. 0.99 Cr due to increased production
- Power, Fuel and Water Expenses
 - at Koppal Plant** : Decrease of Rs 3.90 Cr. is on account of full fledged operation of power plants which were taken for maintenance
- Increase of Rs.2.25 Cr. is on account of maintenance expenses of power plant
- Loss on discard of old turbines and gear box Rs.1.89 Cr.
- Balance is on account of one time repair works undertaken and loss arising on foreign exchange fluctuation

Awards and Recognition



KFIL-KOPPAL Plant received the '**5S EXCELLENCE**' Award from IIF – Jan'19

Awards and Recognition



KFIL-Solapur Plant received the *“Jayaswal Neco Quality Award”* from IIF – Jan’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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THANK YOU