

31<sup>st</sup> Annual General Meeting

1 August 2022



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

### Cautionary Statement:

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.

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# Vision, Mission & Values

## VISION

Be a sustainable growing organisation creating value to all stakeholders

## MISSION

To become a Billion \$ company by 2030

### ❖ Pig Iron

- To be a lowest cost producer
- Expand in to value added products
- To achieve 0.7 Million Tons of liquid metal by 2022

### ❖ Casting

- Exceed customer expectation in Product development, Quality & Delivery
- Expand into new segments of casting and value addition by machining.
- To achieve 0.2 Million Tons casting sales by 2025
- Expand into new products beyond iron castings.

To be a preferred Employer & responsible neighbour

## 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

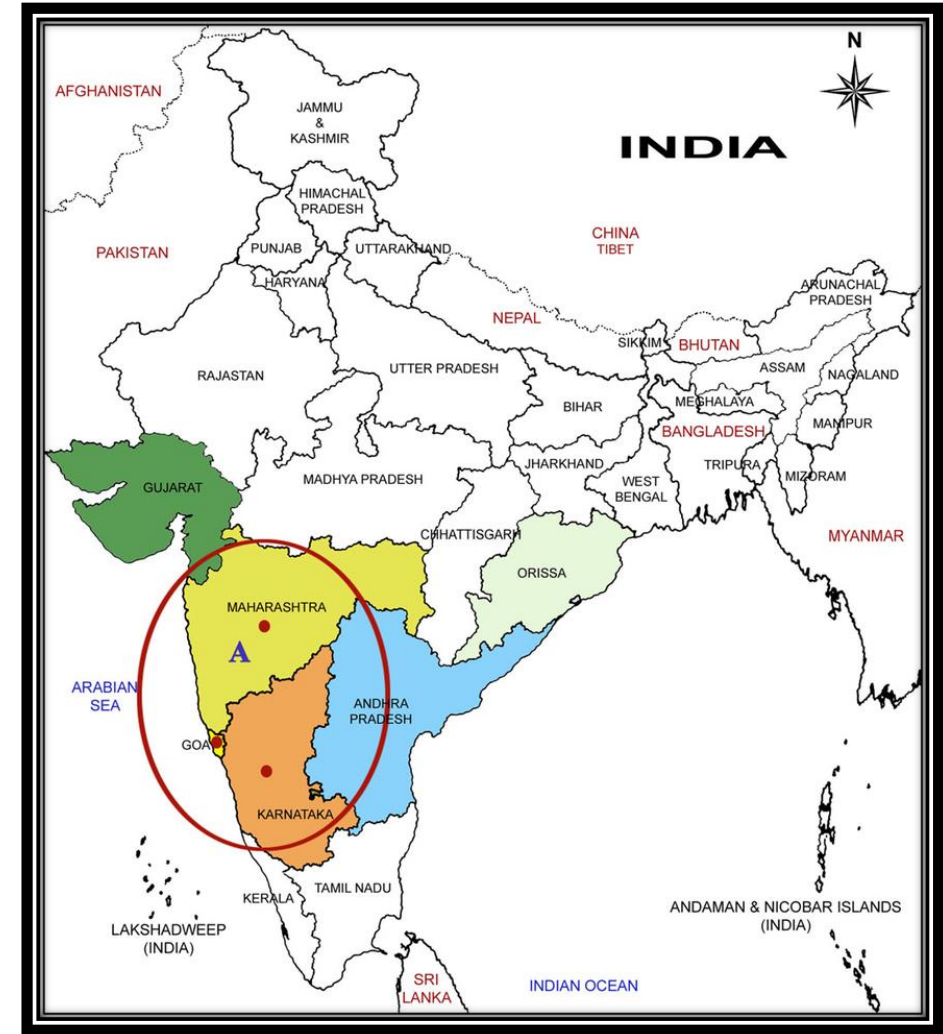
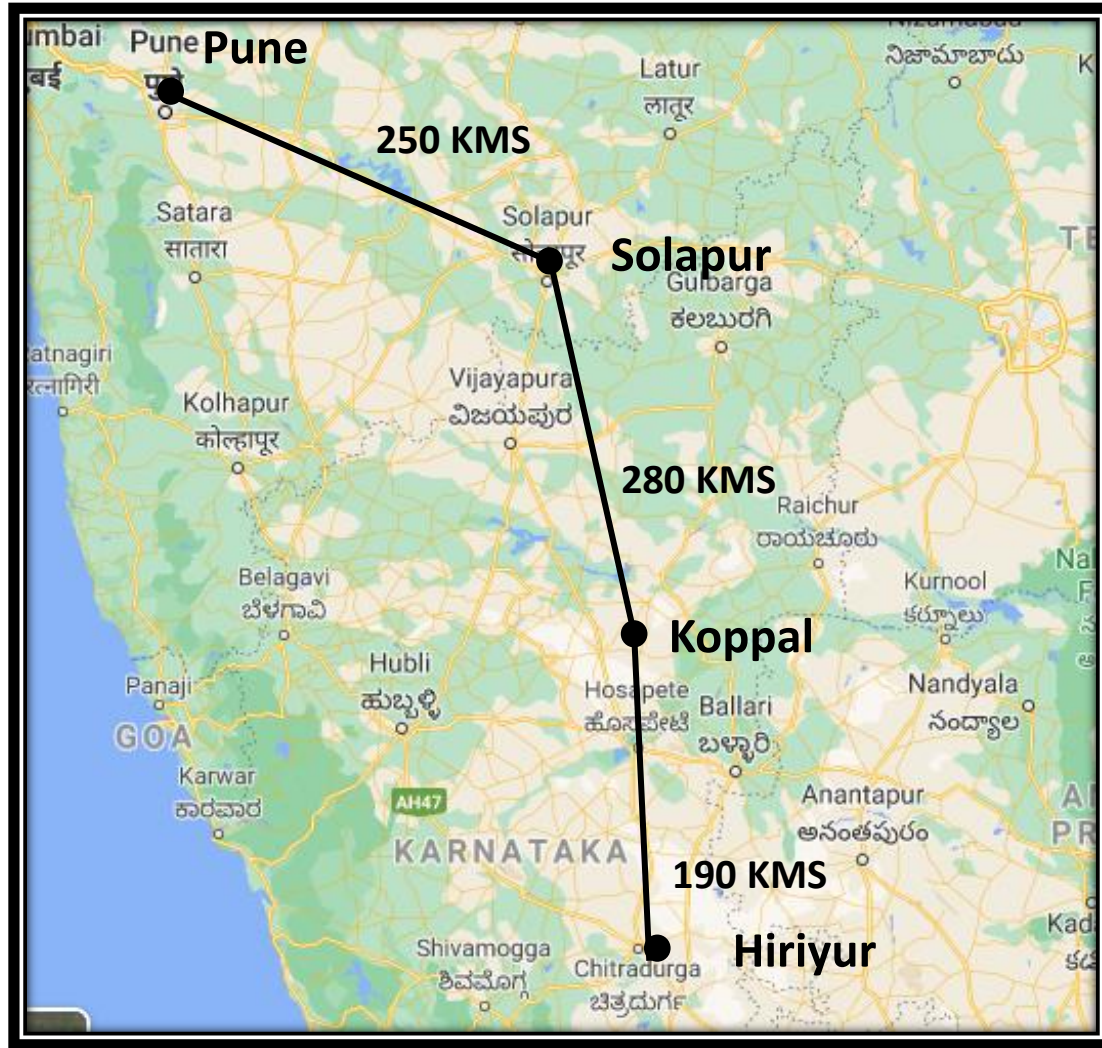
We're building for a shared prosperous future



### INNOVATIVE THINKING

Be bold and brave, & stay relevant

# KFIL- Locations



**Pune – Corporate Office , Koppal : works I , Solapur : works II , Hiriyr –works III**  
**Hiriyr is 160 kms from Bangalore**



# 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 Hiryur Plant  
135 Cr

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



# KFIL Performance at a glance

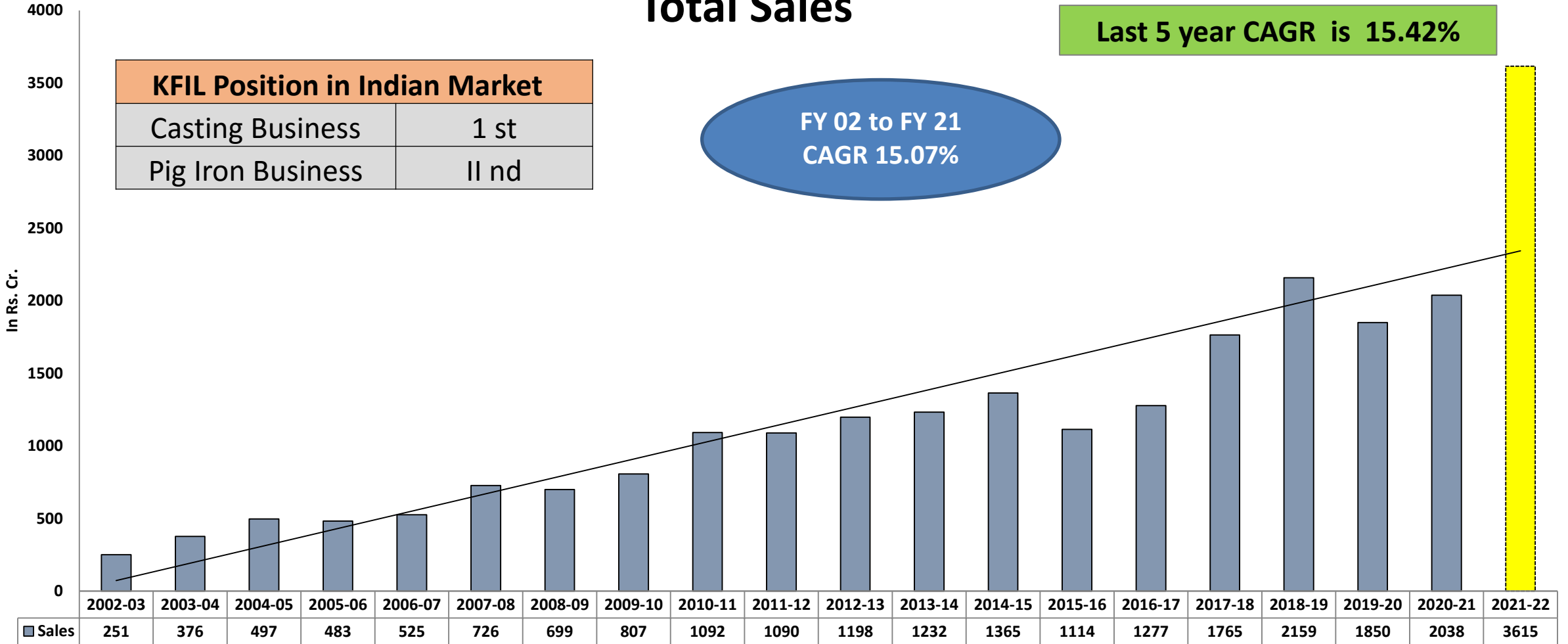
## Total Sales

Last 5 year CAGR is 15.42%

FY 02 to FY 21  
CAGR 15.07%

### KFIL Position in Indian Market

Casting Business	1 st
Pig Iron Business	II nd

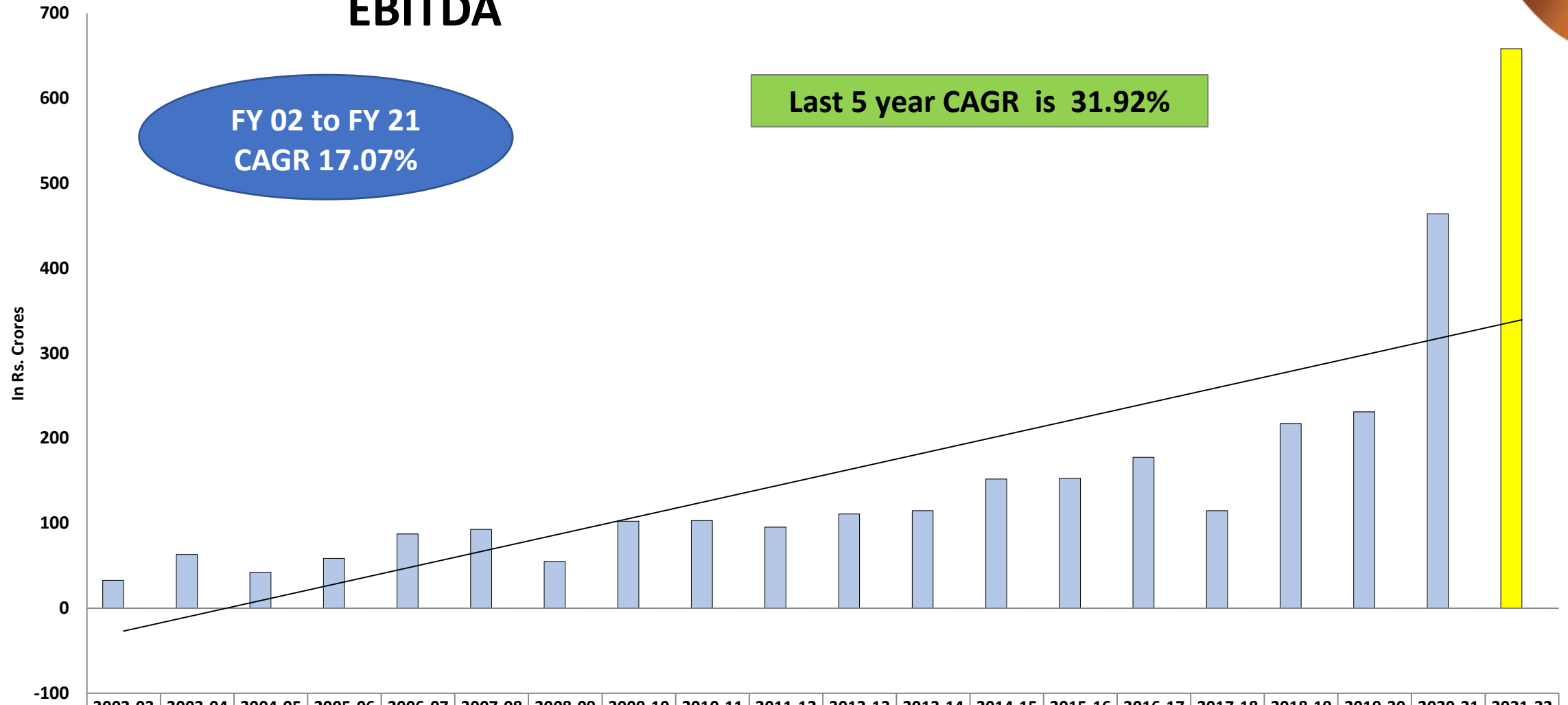


# KFIL Performance at a glance

## EBITDA

FY 02 to FY 21  
CAGR 17.07%

Last 5 year CAGR is 31.92%



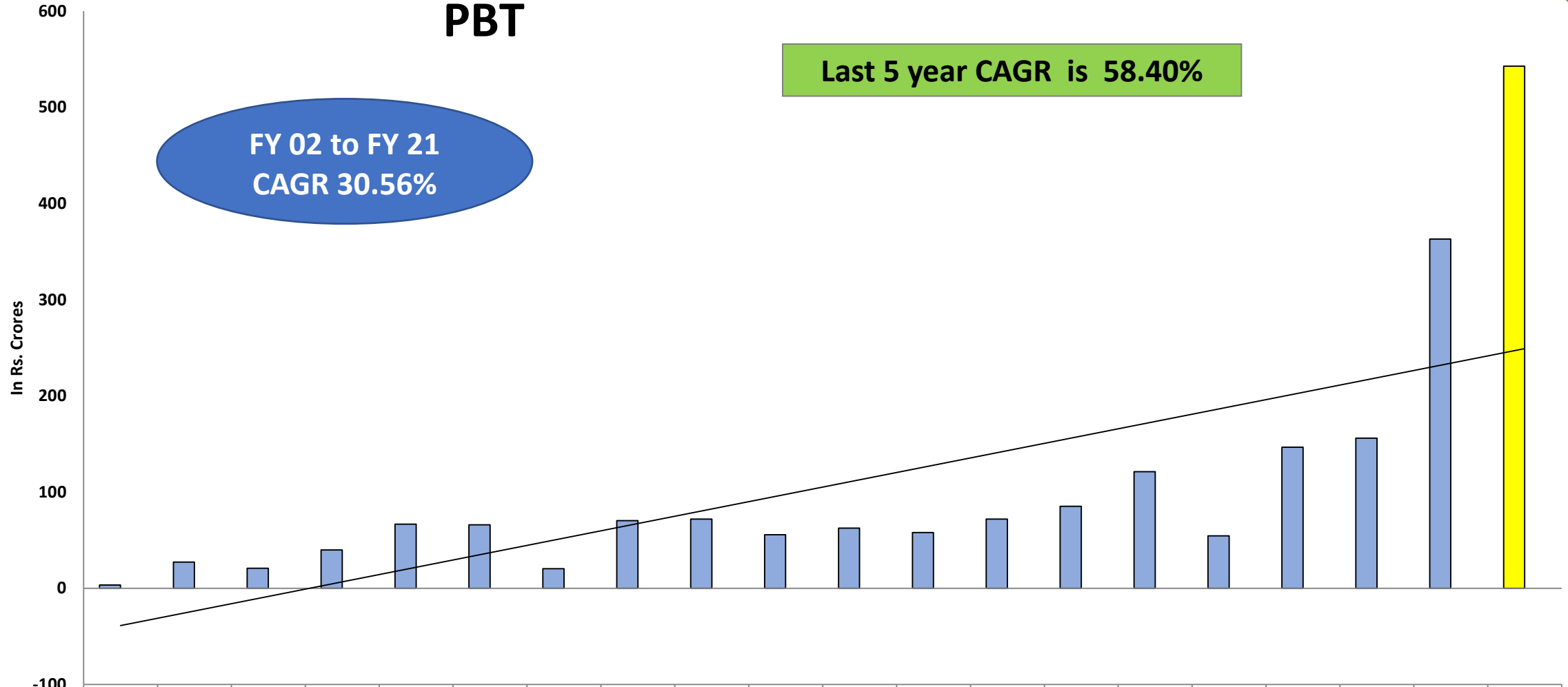
	2002-03	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
EBITDA	33	63	42	59	87	93	55	102	103	95	111	115	152	153	178	115	217	231	464	658
% to Sales	13.1%	16.9%	8.5%	12.2%	16.7%	12.8%	7.9%	12.7%	9.4%	8.7%	9.2%	9.3%	11.1%	13.7%	13.9%	6.5%	10.1%	12.5%	22.8%	18.2%

# KFIL Performance at a glance

## PBT

Last 5 year CAGR is 58.40%

FY 02 to FY 21  
CAGR 30.56%



■ 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%



# Acquisition of ISMT

**Kirloskar Ferrous Industries Ltd**

**“Mines to Machined castings”.**

Established	: 1991
Commercial Production	: 1994
No. of Employees	: 1380
Revenue FY22	: Rs 3615 Crores



**kirloskar**  
Ferrous

**ISMT**

**Largest integrated specialized  
seamless tube manufacturer in India.**

Established	: 1977
Commercial Production	: 1980
No. of Employees	: 1990
Revenue FY22	: Rs 2125 Crores



**ISMT LIMITED**  
Solutions You Can Trust

## 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

# KFIL Hiriya Sinter plant Commissioning

2021






- Hiriya plant**
- 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



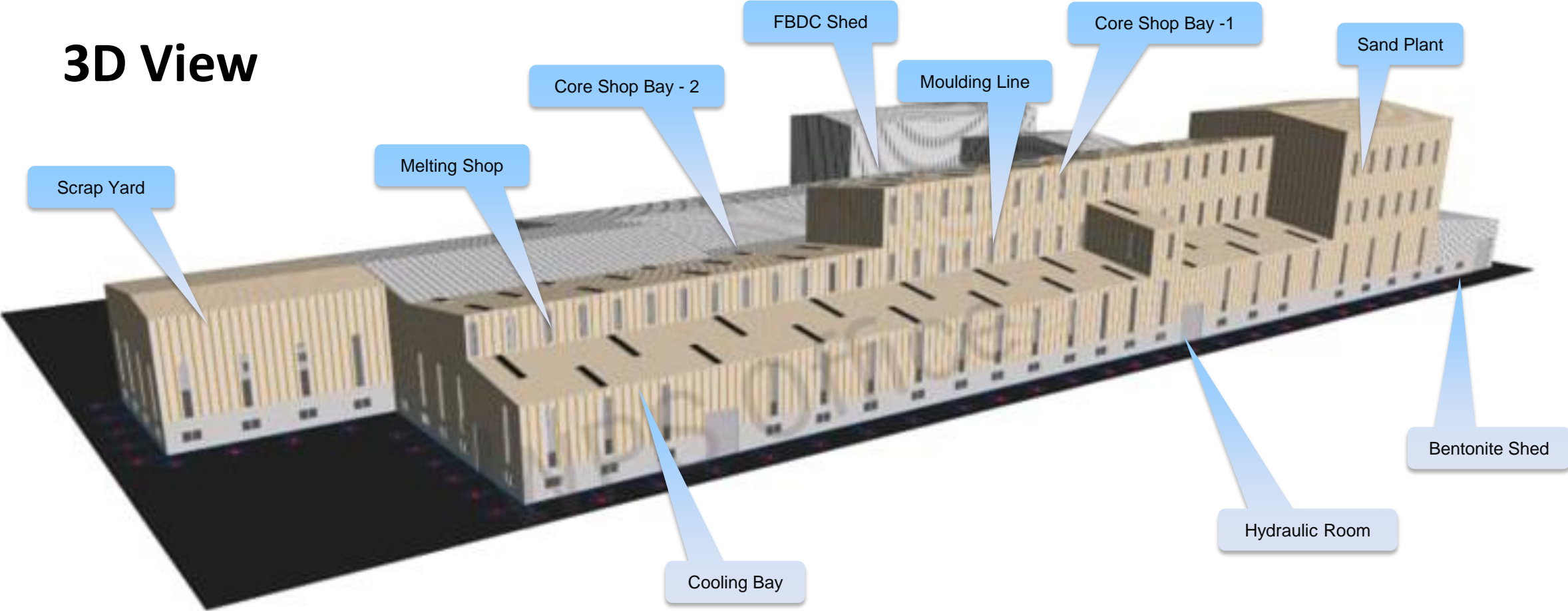


# Koppal Foundry – Capacity utilization Improvement Projects (Completed in FY 21-22 )

Project	Objective	Time line /Capex	Image
<b>LINE II CORE SHOP EXTENSION WITH WATER JACKET CORE CELL (LAEMPE).</b>	Line II production per month will be increased from present 3000MT to 5000MT/Month	Dec 19-May 21  RS 13.15 Crores	
<b>FETTLING SHOP 2 EXPANSION</b>	<ul style="list-style-type: none"> <li>▪ To support up to 1200 moulds from KW line.</li> <li>▪ Decoring capacity will increase from 600 No's/Day to 1200 No's/Day.</li> </ul>	June 19-April 21  RS 13.52 Crores	
<b>Third cooling line</b>	To improve the casting cooling effect and to reduce the temp. of the skin temp of the casting at shakeout.	June 20- Sep 21  Rs 6.46 Crores	

# KFIL Solapur - Foundry Project

## 3D View



**Commissioning is by Q3- FY 23**

## HPML – Line specifications

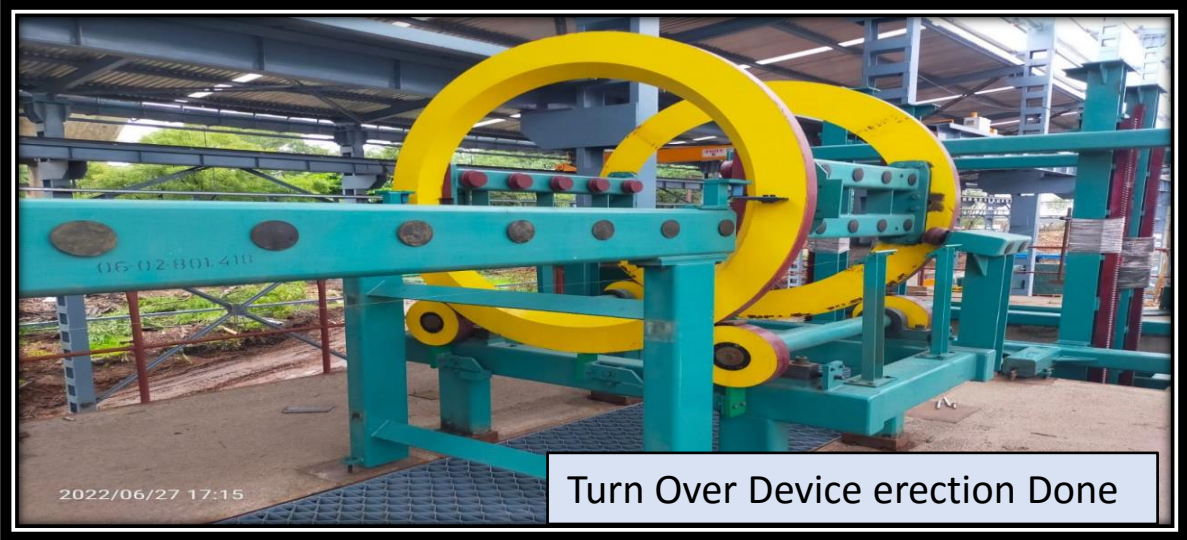
- **FLASK SIZE: 1000 X800 X350/350 MM**
- **RATED CAPACITY: 80 COMPLETE MOULDS/HR**
- **CYCLE TIME: 45 SEC/COMPLETE MOULD**
- **CORE SETTING STATIONS:16 POSITIONS  
(INCLUDING 2 AUTOMATIC CORE SETTER)**
- **IN FLASK COOLING TIME: APPROX 90 MIN**
- **SAND PLANT CAPACITY: 80 T/HR**



HPML : High Pressure Moulding Line

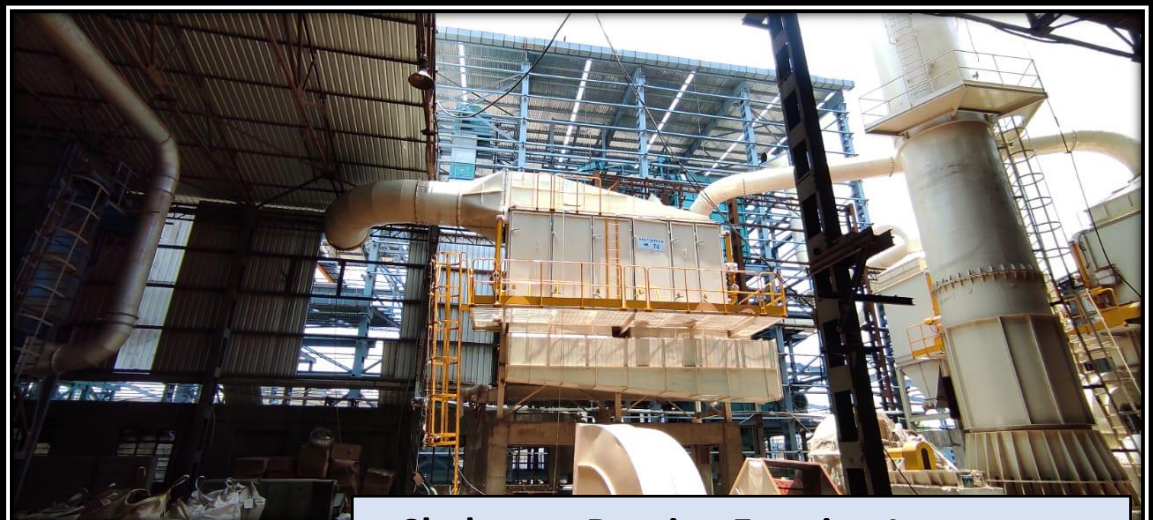


# HPML Line II At Solapur





# Line-2 Solapur: Site Photos



Shake out Ducting Erection In progress



Sand plant, Shake out Sand Cooler DES Erection done



Sand Cooler Ducting Done



Sand Cooler Ducting Done



# Awards & Accolades: 2021-22



Kirloskar Ferrous won the most prestigious National level  
**“CII-EXIM BANK AWARD for Business Excellence 2021”**

Kirloskar Ferrous is commended for AWARD for the **Outstanding and Sustained Performance** in the journey towards **BUSINESS EXCELLENCE**



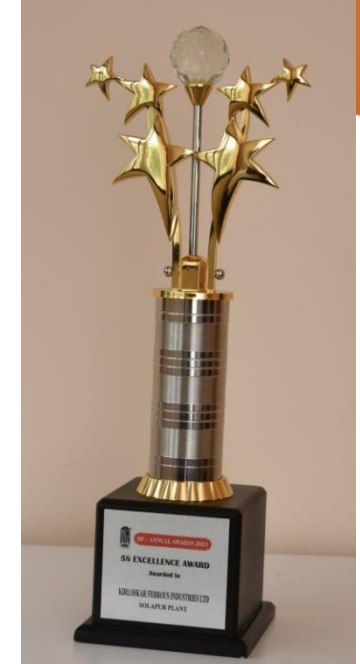
# Awards & Accolades: 2021-22



**Foundry of the Year Award**



**Quality Excellence Award**



**5S Excellence Award**

Kirloskar Ferrous won the **three awards** for 2021 from Institute of Indian Foundrymen.

1. Lakshman Rao Kirloskar Award – **Foundry of the Year** – Koppal Plant
2. Jayaswal Neco – **Quality Excellence Award** – Koppal Plant
3. 5S Excellence Award – Solapur Plant

# Awards & Accolades: 2021-22

Sanjay Behl

**Prize for Leadership**  
in HR Excellence

**Kirloskar**  
Ferrous

**Kirloskar Ferrous Industries Limited**

Zoom

KFIL bagged HR Excellence Award – Prize for Leadership for 2020-21



# Koppal Industries Association- Established COVID CARE CENTRE under CSR Contribution

- Constructed 100 bed COVID CARE CENTRE
- Formed Koppal Industries Association, initiated by KFIL
- Surrounding 20 Major Industries supported for this project





# GINEGERA LAKE



**Request letter from Local Communities**



**Inaugural Function**



**Approach Road Preparation Review**



**Heavy Machineries & Equipment Mobilization**



**Removing of weeds & Silt**



**KFIL MD Review at Site**



# CSR- PAY OFF - GROUND WATER RECHARGE, INCREASED FARMING ACTIVITIES





# Plantation development in the Campus





# Green Barricading @ KFIL Koppal



**Barricading @ Railway siding**

**Thank You!**

<https://kirloskarferrous.com/>

