



Financial Presentation for Quarter II & H1 FY 2017-18



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.



Financial Highlights – 2017-18

In Rs. Crores

Particulars	Q2 FY2017	Q2 FY2018	H1 FY2017	H1 FY2018	Variation w.r.t H1 of PY
Revenue from Operations	324.23	400.46	660.66	777.68	18%
Other Income	0.35	0.53	3.73	1.55	-58%
Total Income	324.58	400.99	664.39	779.23	17%
Cost of Material Consumed (Including Purchase of Stock-in-trade and Changes in Inventories)	179.94	260.74	352.74	515.10	46%
<i>% to Revenue from Operation</i>	55%	65%	53%	66%	
Employee benefits expense	18.68	19.33	37.15	37.68	1%
Other expenses	76.73	87.18	154.16	175.56	14%
EBIDTA	49.23	33.74	120.34	50.89	-58%
Finance Cost	2.36	6.89	6.73	9.98	48%
Depreciation and amortisation expense	11.75	11.27	23.69	23.78	0%
PBT	35.12	15.58	89.92	17.13	-81%



Financial Highlights – H1 2017-18 in comparison to H1-2016-17

- Pig iron sales has increased due to price increase by 26%, however the volume has decreased by 2%. One of the Mini Blast Furnace was shut down from 12-Jul-2017 to 16-Aug-2017 due to market conditions
- Casting sales has increased due to price increase by 5% and volume increase by 12%

The % increase in prices of major
Raw materials are :

Raw Material	% Increase
Coke	79%
Iron Ore	42%
Steel Scrap	23%

The increase in other expenses is mainly on account of power cost due to major maintenance activities taken for TGs.

The increase in finance costs is due to foreign exchange fluctuations on account of increased imports



Sales Comparison

Sales	2016-17 (MT)			2017-18 (MT)		
	Q1	Q2	Total	Q1	Q2	Total
Pig Iron	72,419	69,414	141,833	66,186	72,605	138,791
Castings	17,002	17,448	34,450	18,139	20,438	38,577

Sales	2016-17 (Rs.Cr.)			2017-18 (Rs.Cr.)		
	Q1	Q2	Total	Q1	Q2	Total
Pig Iron	161.03	146.37	307.40	180.12	198.52	378.64
Castings	133.10	137.45	270.55	145.11	173.25	318.36
Others	5.53	5.96	11.49	8.73	28.69	37.42
Net Sales	299.66	289.78	589.44	333.96	400.46	734.42
Excise Duty on Sales	36.77	34.45	71.22	43.26	-	43.26
Revenue from Operations	336.43	324.23	660.66	377.22	400.46	777.68

Customer Recognition



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Daimler India awarded KFIL with the “**Global Collaboration Award**” which is the **highest award category** for Suppliers. Among all the suppliers KFIL was the only one to receive this special award.

During the function the host made very respectful announcement to invite us on stage which went like this :

“DICV has introduced one special award category from this year, which is the ‘Global Collaboration Award’. Among the 400+ suppliers only one Supplier has gone above and beyond the DICV domestic needs and aligned to the global needs of the Daimler. The Supplier is none other than ‘Kirloskar Ferrous Industries Limited’.”



Awards for Best Energy conservation from Kirloskar group of companies



Enriching Lives



"The Second BEST MANAGED ENERGY EFFICIENT UNIT" Award received from – ENCON Committee.



"The BEST ENCON PROJECT " Award.



Mr.Raghavendra Joshi, Sr.GM – receiving "The ENCON Person of The Year 2016-2017



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THANK YOU