



KFIL Overview

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.

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

Our Vision and Values

VISION

Be a sustainable growing organisation creating value to all stakeholders

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

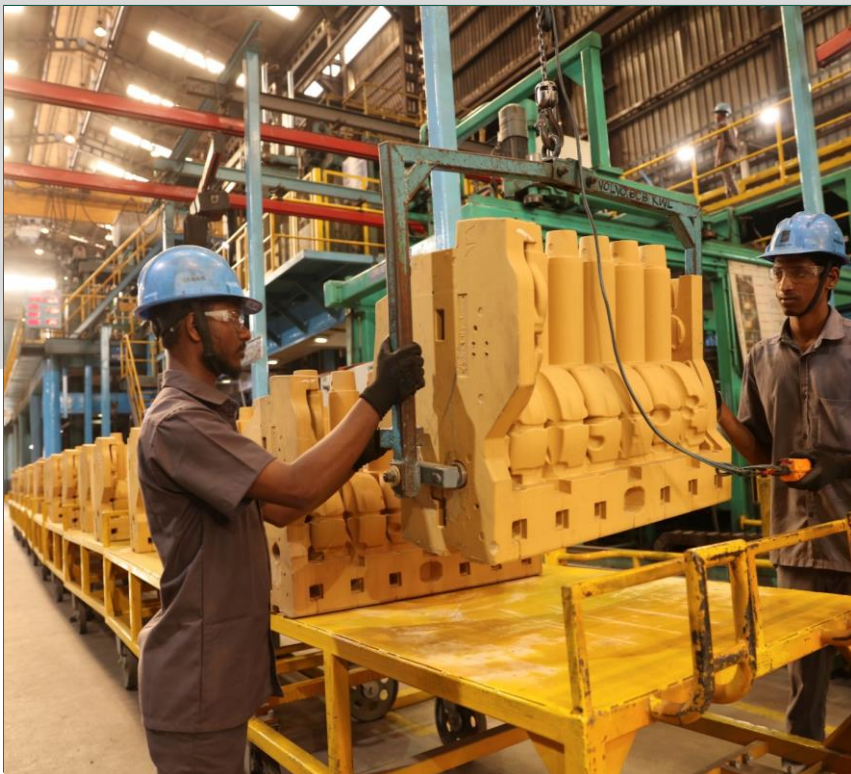
Be bold and brave, & stay relevant

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- **About KFIL**
 - KFIL –ISMT
 - Leadership Team
 - Financial Performance
 - Strategic Growth Projects



About US

Kirloskar Ferrous Industries Limited is one of the fastest-growing companies in the business of Pig Iron and Iron Castings, with fully backward integrated operations from iron ore mines to machined castings.



Established Global Customer Base

We are the destination of choice for the largest automotive manufacturers in the world who come to us for engine castings



Value Driven Culture

With a parent company that possesses a rich 130-year manufacturing and engineering legacy, KFIL has been built on a solid foundation of innovation and customer-centricity

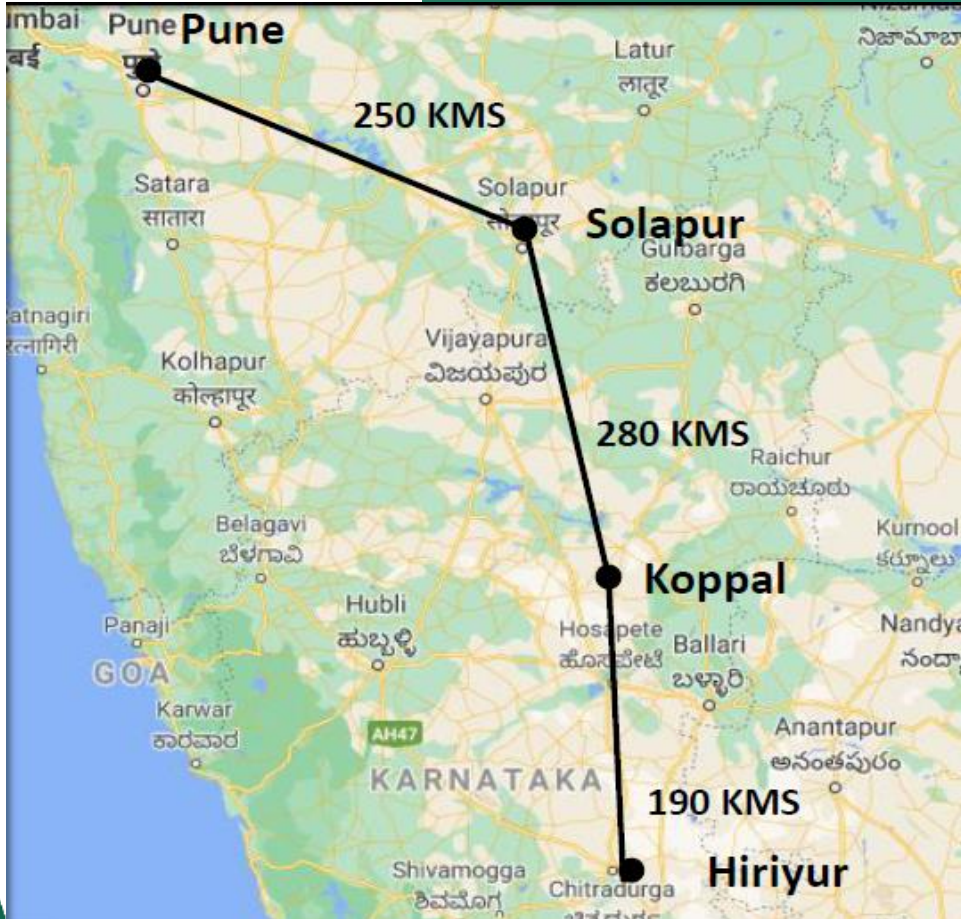


Transformative engineering

Relentless transformation helps us surpass all our limits. It is always our aim to innovate so as to surpass the customer expectations

KFIL At A Glance

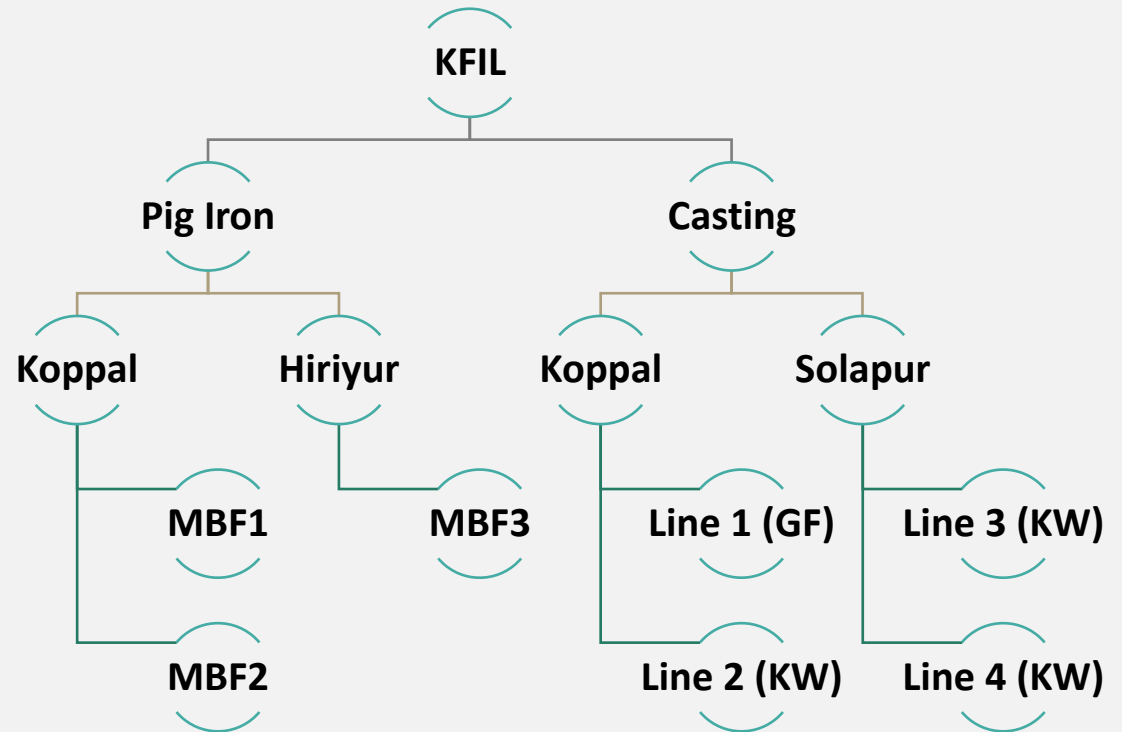
It takes the strength of iron to build a robust dream



Pune – Corporate Office,
Koppal: works I ,
Solapur: works II,
Hiriyur –works III

1 As of March 31, 2022

3	1,394	150,000 Ton	600,000 Ton
MANUFACTURING FACILITIES	EMPLOYEE STRENGTH¹	IRON CASTINGS CAPACITY PER ANNUM	PIG IRON CAPACITY PER ANNUM



Key Strengths

- Fully backward integrated operations from iron ore mines to machined castings
 - Iron Ore Mines
 - Mini Blast furnace
 - Foundry
 - 3D printing facility
 - Robotic core cells
 - In-house fettling
 - Machining
- Advanced technology, Infrastructure & tools
- Decade old customer association, single source to many
- Strategic supply management
- Project managers for development & on-time launch
- Capable & Stable Leadership, Management & Team
- Financially strong with good credit rating("AA")

KFIL Growth Story –So Far



2008 – 09
New Foundry at Solapur
USD 18 M



2011-12
Sinter Plant USD 12 M

2013
Second Foundry at Koppal
USD 30 M



2016-17 Up-gradation of Mini blast furnace
USD 5 M

2013 & 17
Machine Shop
USD 4 M

2018-19
3D Printing machine
USD 1 M



2018-19
Railway Siding
USD 2 M

2018-19
Solar Power Plant
USD 5 M

2019-20
Coke Oven with Power Plant
USD 44 M

2020-21
Acquisition of Hiriyur Plant
USD 16 M

2021-22
Acquisition of ISMT – USD 58 M
commissioning of sinter plant at Hiriyur – USD 4 M
Line II Core shop Extension Phase 1– USD 2 M
Fettling shop Extension – USD 2 M



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Acquisition of ISMT

Kirloskar Ferrous Industries Ltd

“Mines to Machined castings”.

Established	1991
Commercial Production	1994
No. of Employees	1,394
Revenue FY22	USD 437 M



ISMT

Largest integrated specialized seamless tube manufacturer in India.

Established	1977
Commercial Production	1980
No. of Employees	1,990
Revenue FY22	USD 256 M



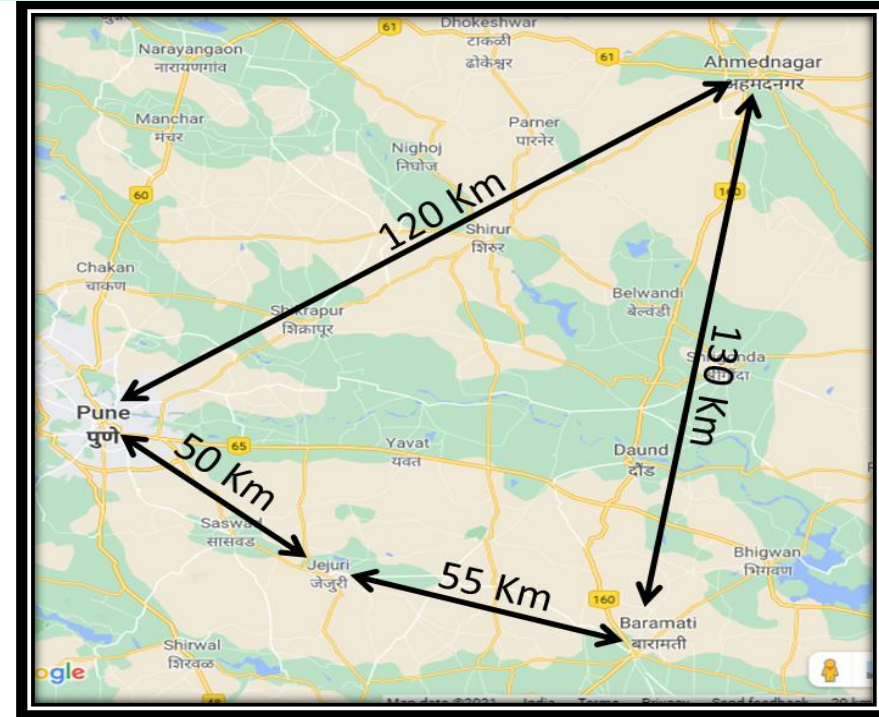
ISMT – Key Facts

Product Portfolio

- Steel
- Tubes
 - OCTG¹ Products
 - High Collapse Casing
 - Hydraulic Line Pipes
 - Tubes for Mining
 - Hollow Bars
 - Powergen Tubes
 - Multi-Rifled Tubes
 - Auto Components
 - Bearings
 - Tubes
 - Rings
 - Hydraulic Cylinders
 - Type I to III
 - UHS²™ Structural Tubes

1. Oil Country Tubular Goods
2. Ultra High Speed

Manufacturing Locations



Plant	Location
Pune	Head office
Jejuri	Steel Plant
Ahmed Nagar	Seamless – Plant A
Baramati	Seamless - Plant B

KFIL & ISMT Merger

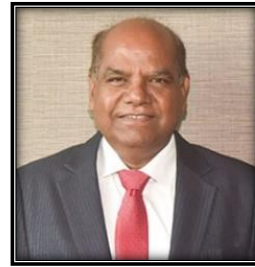
Rationale

- Synergy arising out of consolidation will make the business activities more sustainable in the long term as well as grow at a faster pace
- The combined business would benefit from increased scale, expanded reach, higher cross-selling opportunities to a larger base of customers, and improvement in productivity
- Better administration and cost optimization with more focused operational efforts, standardization, and simplification of business processes to result in the elimination of duplication and rationalization of administrative expenses
- Greater integration and flexibility for both companies to strengthen the asset base, revenues, and service range

Details of the proposed Scheme

- The appointed date of the proposed scheme is April 1, 2023
- All the property of ISMT immediately before the merger appointed date shall stand transferred to KFIL by virtue of the merger
- All the liabilities of the ISMT immediately before the merger appointed date shall stand transferred to KFIL by virtue of the merger
- Shareholders holding not less than three-fourths in the value of the shares in ISMT shall become shareholders of KFIL by virtue of the merger (other than shares already held therein by KFIL)

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R.V. Gumaste
Managing Director



Srivatsan R.S
ED- Finance, IT & CS



P. Narayana
EVP - HR & GA



Ramesh C
President- Koppal plant



I. Chandrasekhar
EVP- FDY R&D



Nagaraj MG
EVP – PIP



SC . Gumaste
VP – FDY SLP

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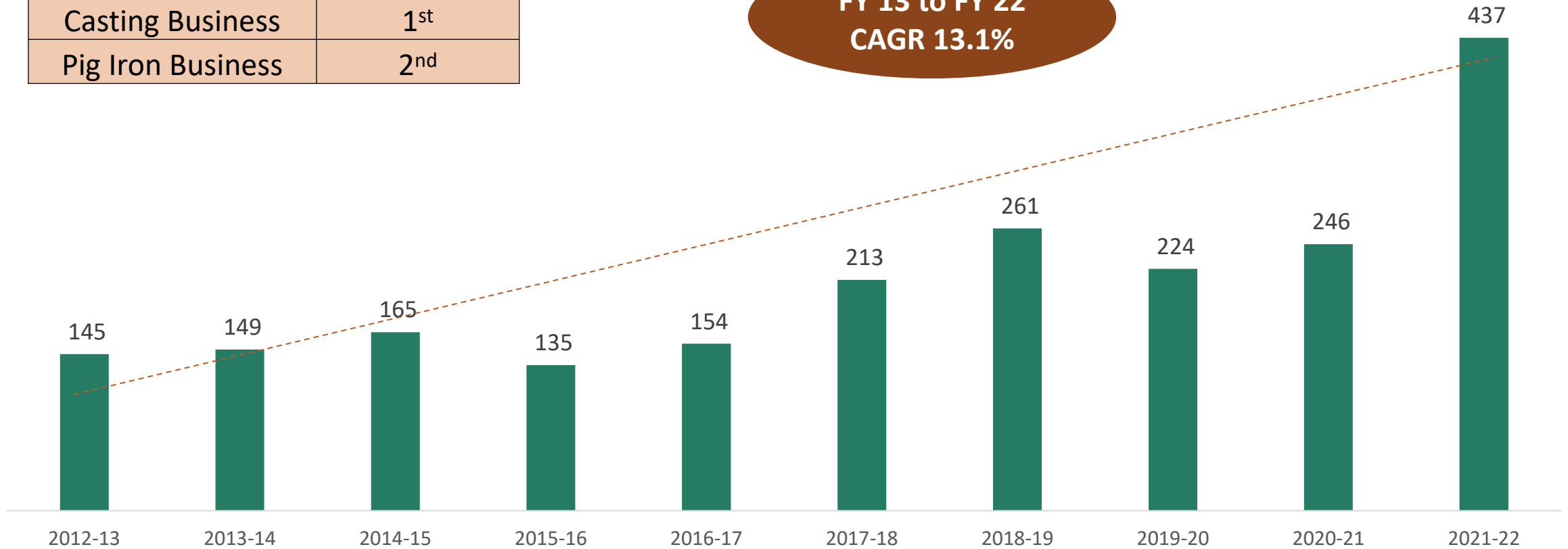
KFIL Performance at a glance

All amounts in USD Million

KFIL Position in Indian Market	
Casting Business	1 st
Pig Iron Business	2 nd

Sales

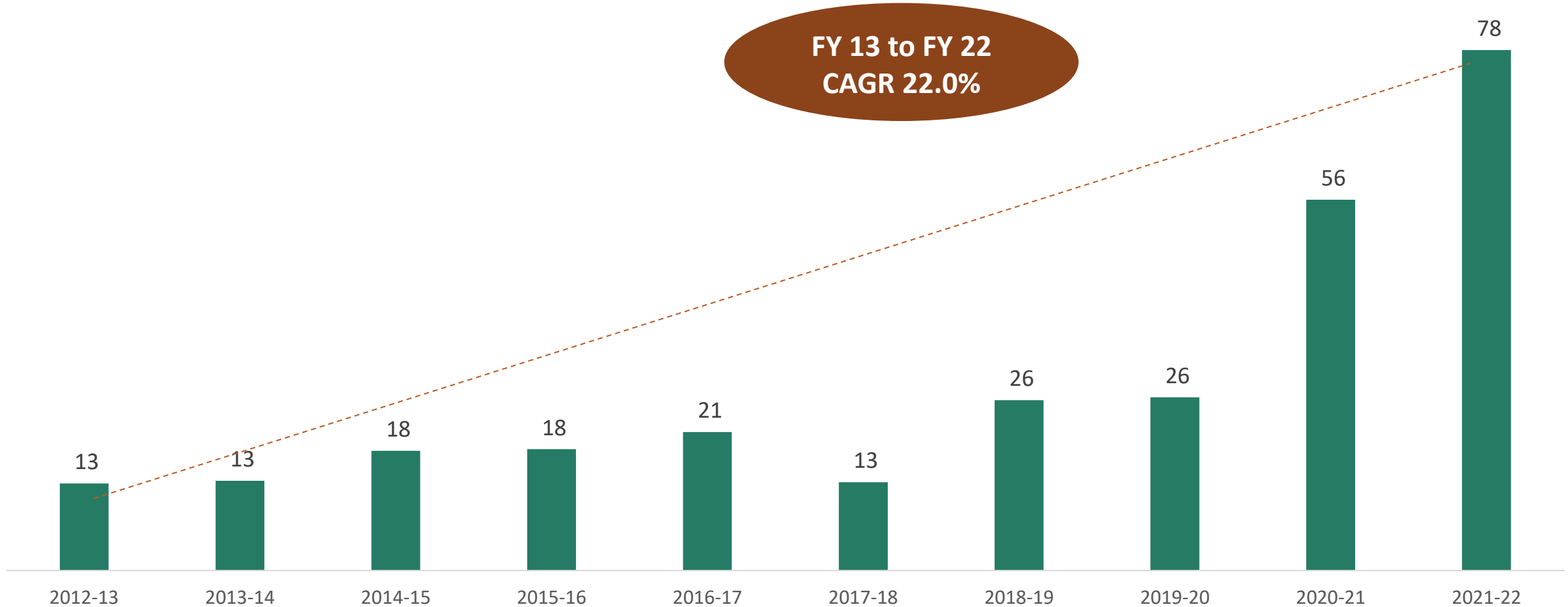
FY 13 to FY 22
CAGR 13.1%



KFIL Performance at a glance

All amounts in USD Million

Op EBITDA

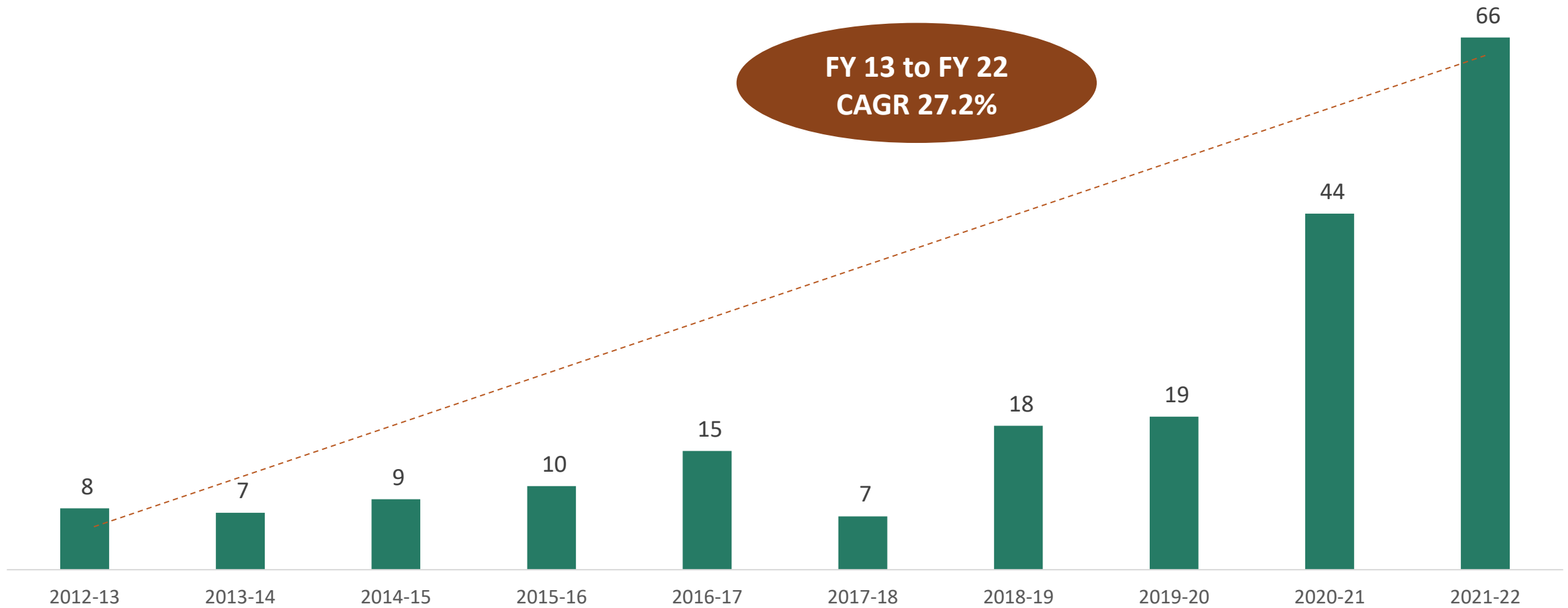


Operating EBITDA excludes Other Income
USD:INR exchange rate 1:82.77

KFIL Performance at a glance

All amounts in USD Million

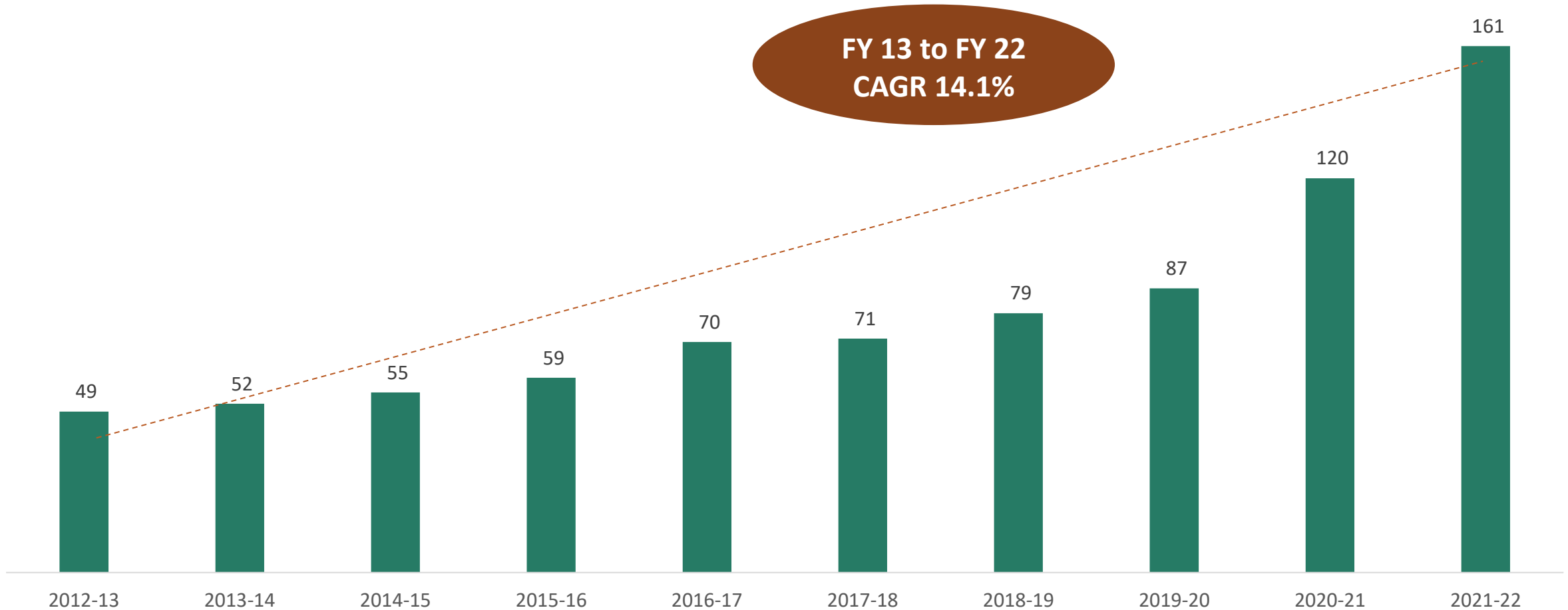
PBT



KFIL Performance at a glance

All amounts in USD Million

Net Worth



Dividend History

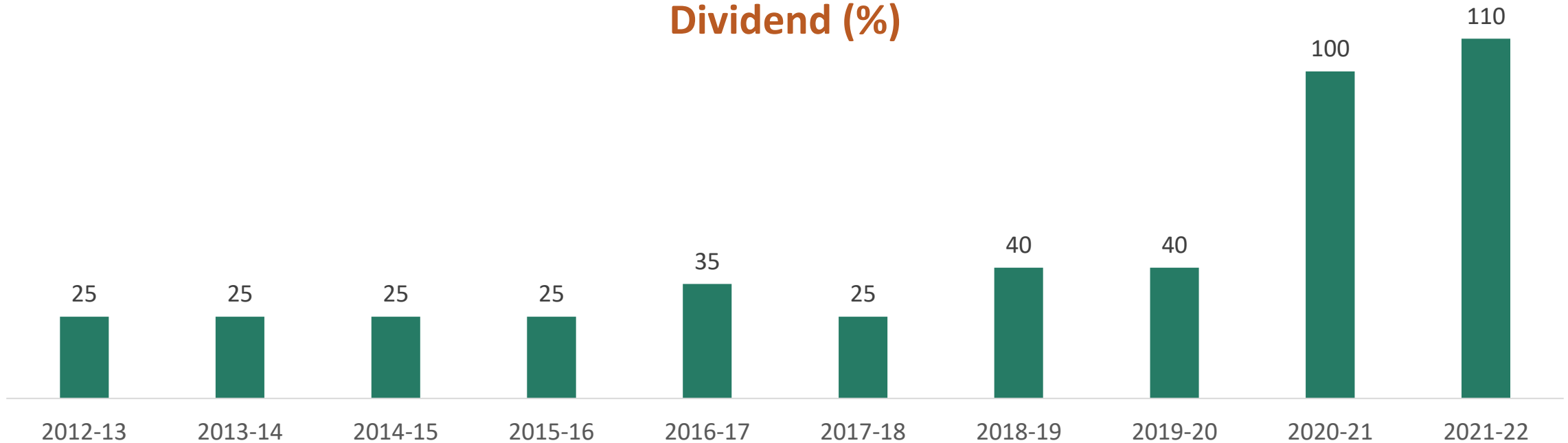


Board approved dividend policy of distributing **at least 10%** of Post Tax profits including interim dividend for a financial year



Consistent track record of sharing profits

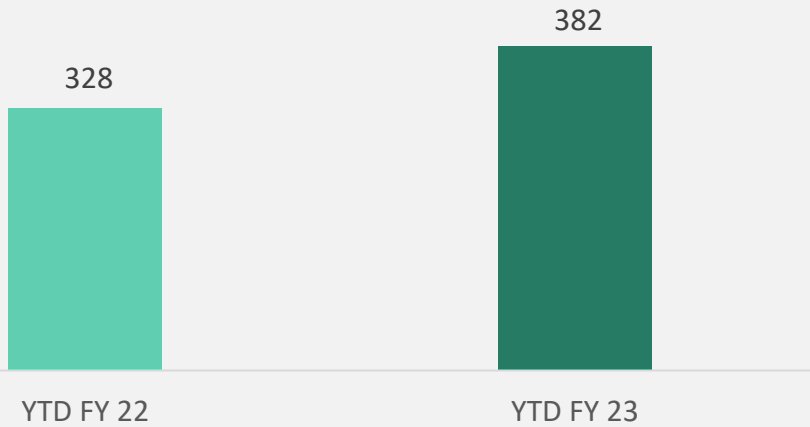
Dividend (%)



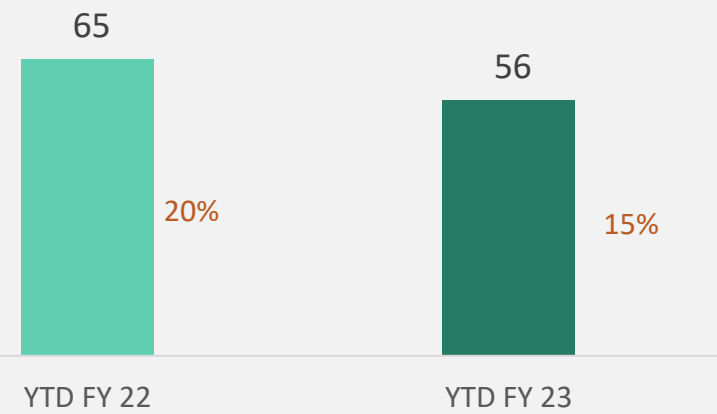
Year to Date performance update (Standalone)

All amounts in USD Million

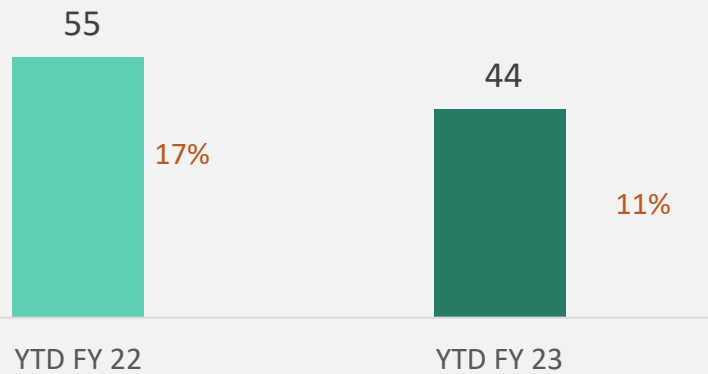
REVENUE



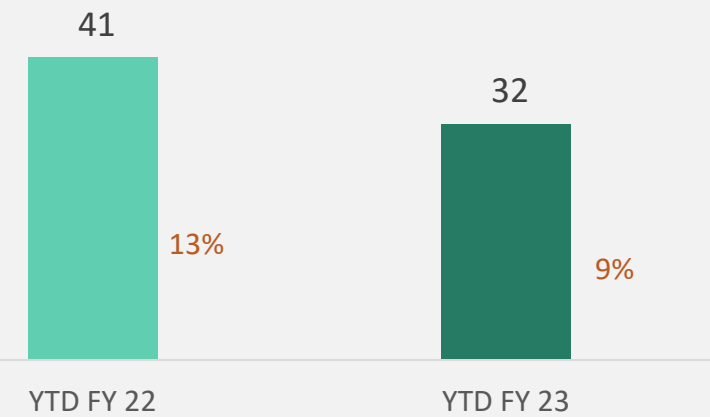
EBITDA* & % TO SALE



PBT & % TO SALE



PAT & % TO SALE



* EBITDA excluding Other Income
USD:INR exchange rate 1:82.77

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 - **Strategic Growth Projects**

Strategies

Strategy	Objective /Capacity/Target	Results /Remarks
<ul style="list-style-type: none"> • MBFII Up Gradation • PCI and Oxygen Enrichment • Hiriyur Blast Furnace Up gradation 	<p>Growth/Capacity enhancement</p> <p>From 0.6 million MTPA to 0.8 million MTPA liquid metal</p>	<ul style="list-style-type: none"> • Completed • Engineering Under Progress • Interaction with MECON is going on
<p>Iron Ore Mines Operationalization</p>	<p>Cost Reduction/ Self Reliance</p> <p>56% and 36% Conservative Approach</p>	<p>Under Progress</p>
<p>Coke oven and Power plant Phase II commissioning</p>	<p>Cost reduction- Material and Power. Self sufficiency</p> <p>From 2 Lakh MTPA to 4 Lakh MTPA 20 MW to 40 MW</p>	<p>Commissioning by Q4 FY 23</p>
<p>Casting Capacity Enhancement</p>	<p>Growth/Capacity Enhancement</p> <p>1.5 lakh MTPA to 1.8 Lakh MTPA</p>	<ul style="list-style-type: none"> • Line II Solapur Under progress, Commissioning by Q4 FY 23

Strategies

Strategy	Objective /Capacity/Target	Results
Further Value Addition	Seamless tubes 	Completed
Build Alloy steel Long Products Business	Growth/Value addition 	Working on Environmental Clearance

Hiriyur Sinter plant Commissioning

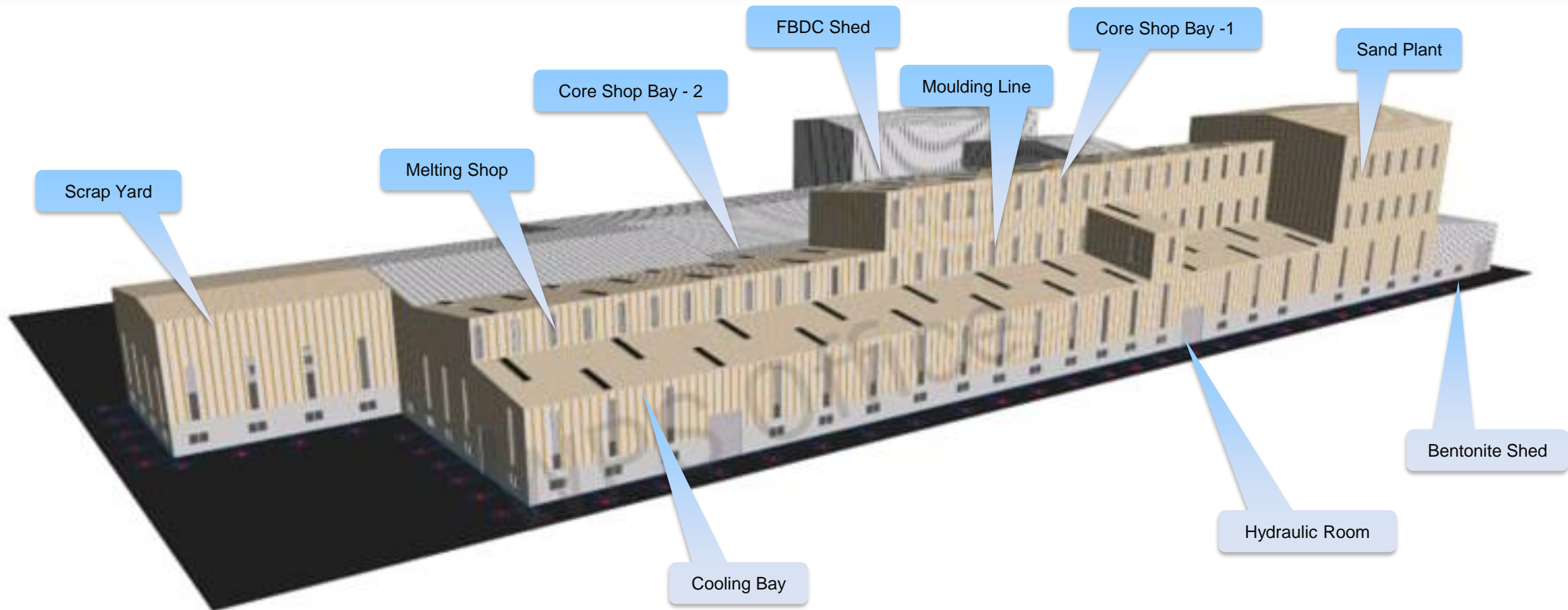
2021



- Blast furnace started in 3 Months (Feb 21) and taken to full production
- Completion of Sinter plant Project in 8 months (Nov 21)
- Power grid changed from 11KV to 66 KV for Stable power supply



KFIL Solapur -Foundry Project 3D View



Commissioning is by Q4- FY 23

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 - **Sustainable business practices**

Responsible use of natural resources

Purpose-led ESG Approach ‘To create a sustainable and limitless future through Innovation, Inclusion, and Integrity’

We continually strive to minimise the environmental impact of our operations through sustainable practices and responsible use of natural resources. We have evolved our strategies for reducing, reusing, recovering, and recycling the impact of operational wastes

10 MW

Solar Plant at Solapur

70 MW*

Solar Plant for ISMT

40 MW#

Power Plant with waste heat non-recovery type coke batteries



With the power generated from Solar plant and Waste heat recovery plant

100 %

of our electricity consumption is generated in house**

* Proposed solar plant

Considering 20MW in progress addition

** For KFIL standalone operations

Community Development

Education

School bag distribution,
Personality development
Financial assistance, Coaching
classes School teachers training

Health & Hygiene

Visit of Specialist Doctors,
Free medicine distribution,
Water supply from plant,
Nutritious food ,
WaSH

Focus Areas

Community Development

Financial Assistance,
Participation – Festivals & Fairs ,
Sports Activities,
Water facilities during Fairs

Environment

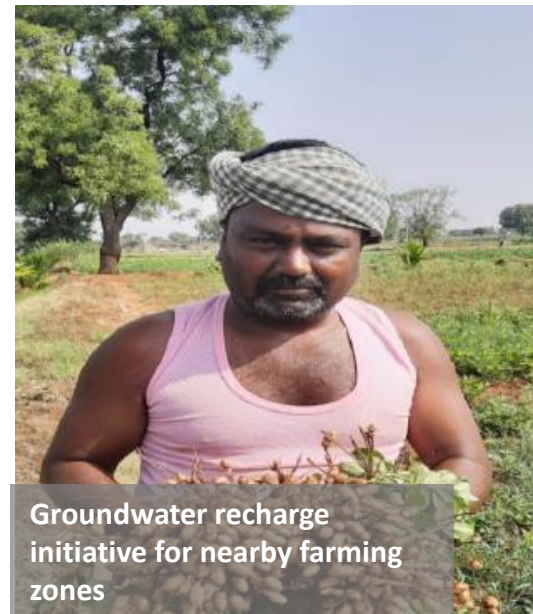
Green Development
Kirloskar Vasundhara Film
Festival
Nature Walk etc.,



Free health Camp



Free health Camp



Groundwater recharge
initiative for nearby farming
zones



School bag distribution

Thank You
