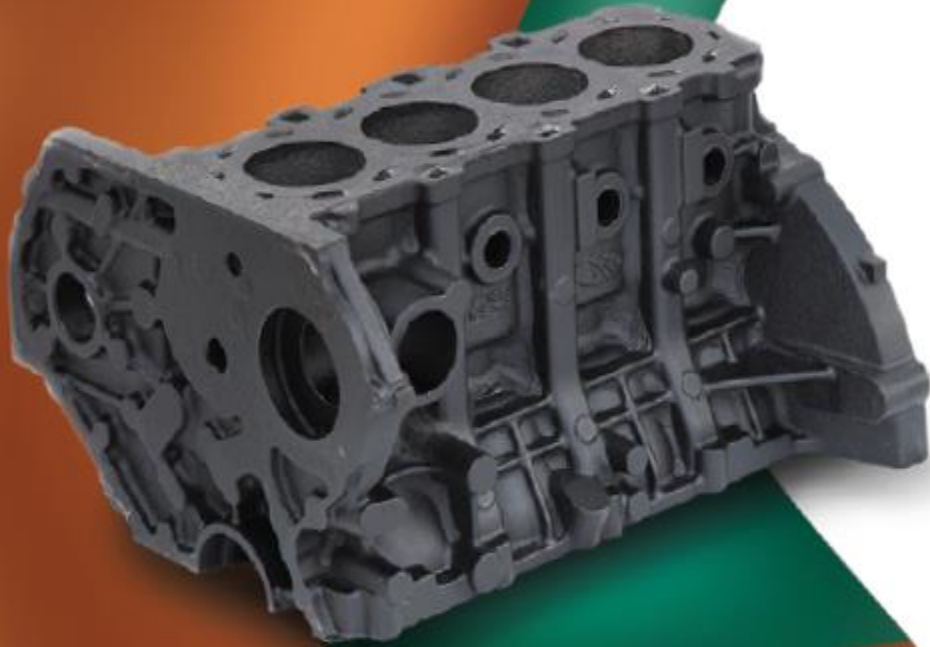


# kirloskar

## Ferrous



**Earnings Call Q1 FY 2021-22**

27th July 2021

# Disclaimer

This presentation has been prepared solely for use at the investor/analyst presentation. By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

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 may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

# AGENDA

- **Kirloskar- Limitless**
- Business Highlights
- Financial Highlights
- Updates

# Kirloskar - *limitless*

- Brand Kirloskar refreshed with new logo and new business vision: limitless; on 16<sup>th</sup> July
- Campaign Brand refresh has been launched through TV, newspaper and social media
- What stays at the core of the group, for last 130 years, is to work towards progress of the society
- At Kirloskar we are engineered to always think about our customer, about society and what's next

It is this potential that makes opportunities *limitless*

**kirloskar**  
*limitless*

# AGENDA

- Kirloskar- Limitless
- **Business Highlights**
- Financial Highlights
- Updates

## Business Highlights- Q1 FY 2022

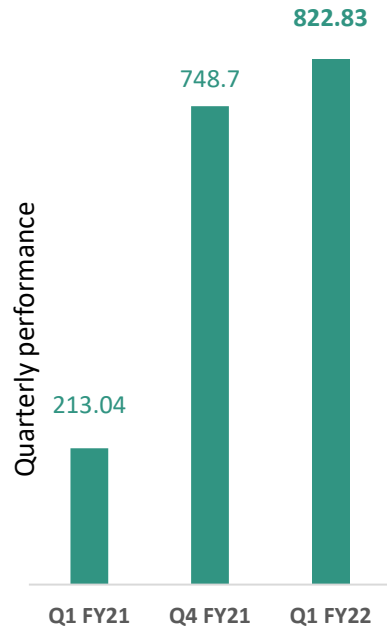
- KFIL continues the growth momentum quarter on quarter for top line and profits
- Hiriyr plant – The operations were stabilized and achieved 100% capacity utilization in the current quarter
- 8% growth in EBITDA quarter on quarter, inspite of increased cost pressure on the raw materials
- Commenced new foundry project at Solapur

# AGENDA

- Kirloskar- Limitless
- Business Highlights
- **Financial Highlights**
- Outlook

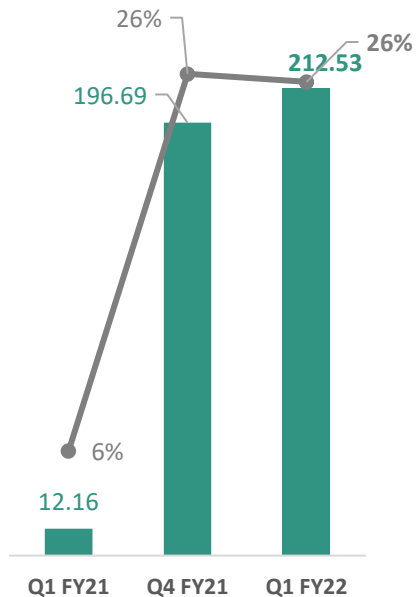
# P&L Highlights

## REVENUE



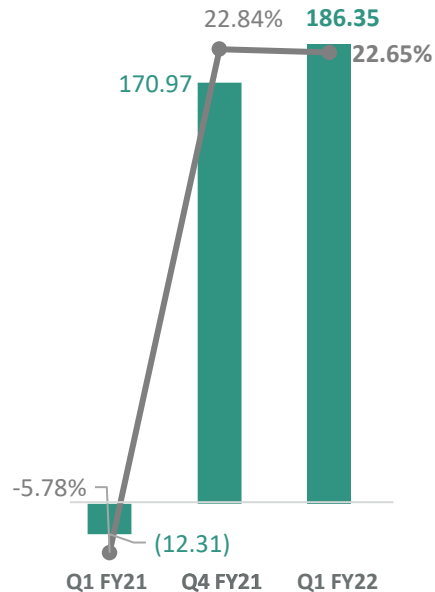
Q-o-Q	10%
Y-o-Y	286%

## EBITDA & Margin



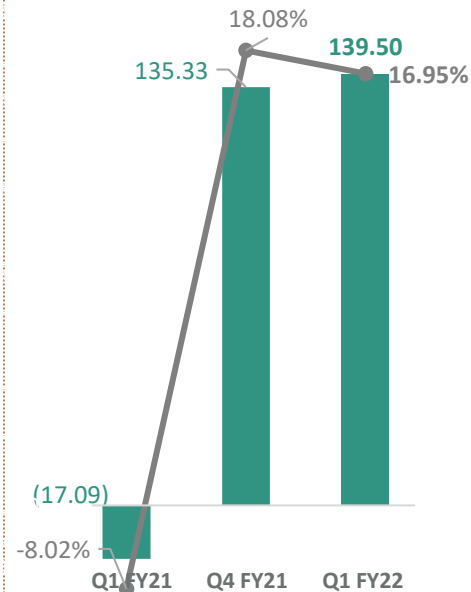
Q-o-Q	8%
Y-o-Y	1648%

## PBT & Margin



Q-o-Q	9%
Y-o-Y	--

## PAT & Margin



Q-o-Q	3%
Y-o-Y	--

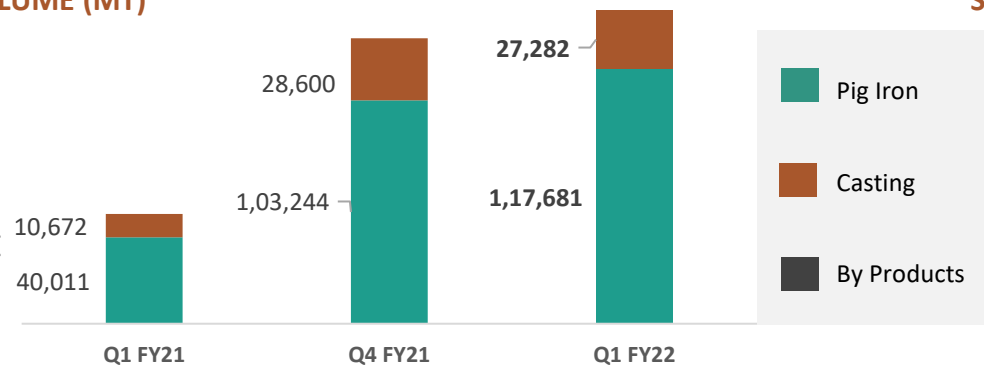
All amounts in INR Crore



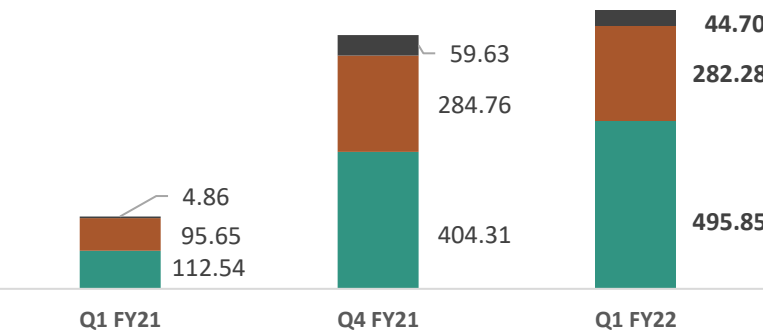
# Volume and Sales Update

## VOLUME (MT)

Quarterly performance



## SALES (INR Crore)



	Pig Iron	Castings
Q-o-Q	14%	-5%
Y-o-Y	194%	156%

	Pig Iron	Castings	By Products
Q-o-Q	23%	-1%	-25%
Y-o-Y	341%	195%	820%

## REALISATION

	Q1 FY21	Q4 FY21	Q1 FY22
Pig Iron (INR PMT)	28,127	39,161	42,135
Castings (INR Per Kg)	89.62	99.57	103.47

# P&L

Particulars	Quarter Ended			
	30-Jun-21 Unaudited	31-Mar-21 Audited	30-Jun-20 Unaudited	31-Mar-21 Audited
<b>Revenue from Operations</b>	<b>822.83</b>	<b>748.70</b>	<b>213.04</b>	<b>2,038.08</b>
Other Income	1.01	0.99	0.61	2.83
<b>Total income (1+2)</b>	<b>823.84</b>	<b>749.69</b>	<b>213.65</b>	<b>2,040.91</b>
<b>Expenses</b>				
(a) Cost of Materials consumed	451.89	389.02	116.85	1,048.79
(b) Purchase of stock-in-trade	-	-	-	-
(c) Changes in inventories of finished goods, Stock-in-Trade and work-in-progress	-9.58	-6.02	9.58	3.45
(d) Employee benefits expense	29.34	26.94	19.55	106.62
(e) Finance costs	5.34	5.63	6.82	25.16
(f) Depreciation and amortisation	20.84	20.09	17.65	75.98
(g) Other expenses	139.66	143.06	55.51	417.72
<b>Total Expenses</b>	<b>637.49</b>	<b>578.72</b>	<b>225.96</b>	<b>1,677.72</b>
<b>Profit Before tax</b>	<b>186.35</b>	<b>170.97</b>	<b>-12.31</b>	<b>363.19</b>
<b>Profit After tax</b>	<b>139.50</b>	<b>135.33</b>	<b>-17.09</b>	<b>302.11</b>
<b>EBITDA</b>	<b>212.53</b>	<b>196.69</b>	<b>12.16</b>	<b>464.33</b>

All amounts in INR Crore

## KEY RATIOS

Particulars	Quarter Ended			Year Ended
	30 Jun 2021	31 Mar 2021	30 Jun 2020	31 Mar 2021
Material Costs	<b>53.8%</b>	51.2%	59.3%	51.6%
Power Costs	<b>2.7%</b>	3.1%	7.2%	4.0%
Employee Benefit Expenses	<b>3.6%</b>	3.6%	9.2%	5.2%
Finance Costs	<b>0.6%</b>	0.8%	3.2%	1.2%
PBT	<b>22.6%</b>	22.8%	-5.8%	17.8%
PAT	<b>17.0%</b>	15.8%	-8.0%	14.8%
EBITDA	<b>25.8%</b>	26.3%	5.7%	22.80%

# AGENDA

- Kirloskar- Limitless
- Business Highlights
- Financial Highlights
- **Updates**

# Key Projects Update

Sr. No	Project	Key Objective	Projected timeline for completion
1	Coke oven 2 Lac TPA & 20 MW Power Plant Phase-II	Coke Oven: Reduction in imported coke dependency Power Plant: Power cost reduction & self sufficiency	FY 2022-23
2	Mini Blast Furnace-2 Up gradation and Bell less top for MBFs'	Capacity enhancement, reduction in coal/coke consumption	FY2021-22
3	Machining capacity enhancement	Ramping up machine shop capacity	Ongoing
4	Pulverized Coal Injection	Reduction in coke consumption	FY2021-22
5	Sinter Plant at Hiriyur	Cost Reduction	FY 2021-22
6	Expansion of Fettling & Finishing capacity	Capacity Enhancement	Ongoing
7	New Foundry Line at Solapur	High pressure module; for auto sector opportunity	FY 2022-23

# Thank You

For further Information Please Contact:

**KFIL Company Secretary:**    **Group Investor Relations:**

**Mr. Mayuresh Gharpure**

**Ms. Mayura Bhusari**

Tel: (020) 66084664

Tel:020 29704348

Email:

Email:

[kfilinvestor@kirloskar.com](mailto:kfilinvestor@kirloskar.com)

[mayura.bhusari@kirloskar.com](mailto:mayura.bhusari@kirloskar.com)