



Presentation for Q1 FY 24 Investors Call
4th August 2023

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.



Business Updates



Financial Highlights



Other Updates

Business Updates

Macro Environment

- Slow down in the tractor industry
- Increased coking coal prices

Business Operations

- Planned shutdown of mini blasts furnaces at Koppal and Hiriyur

KFIL & ISMT Merger

- NOC received from the Stock Exchanges
- Next Step – To approach NCLT for their approval



Business Updates



Financial Highlights

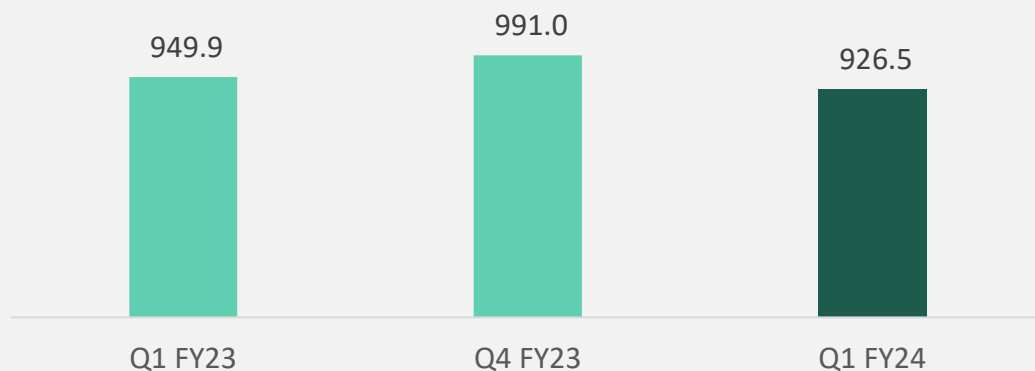


Other Updates

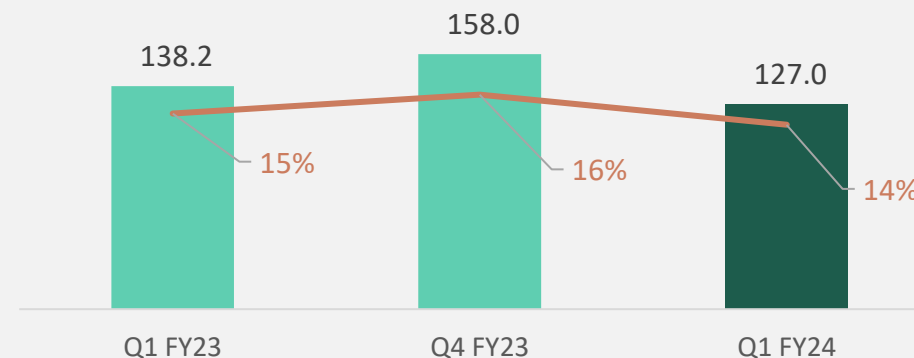
P&L Highlights – Standalone Quarterly

All amounts in INR Crores.

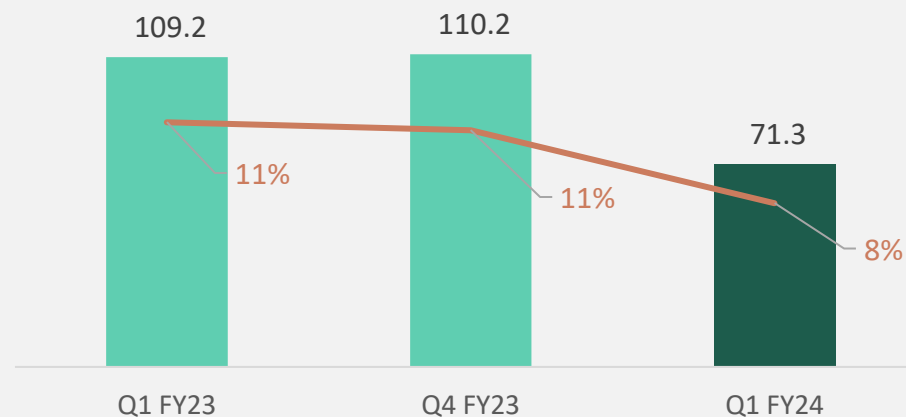
Revenue



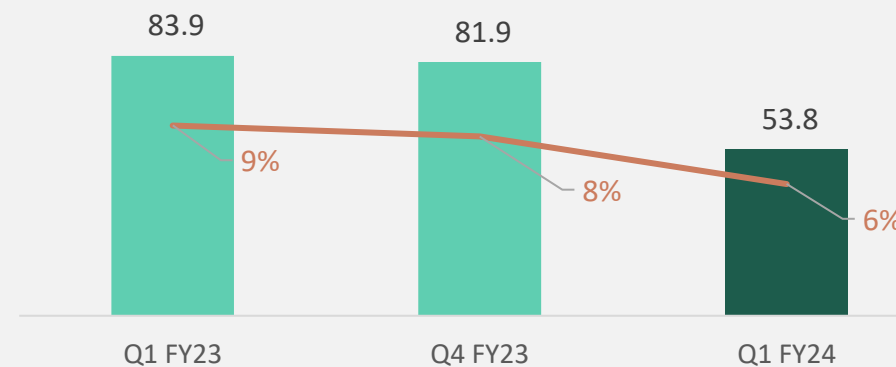
EBITDA* & % TO SALE



PBT & % TO SALE



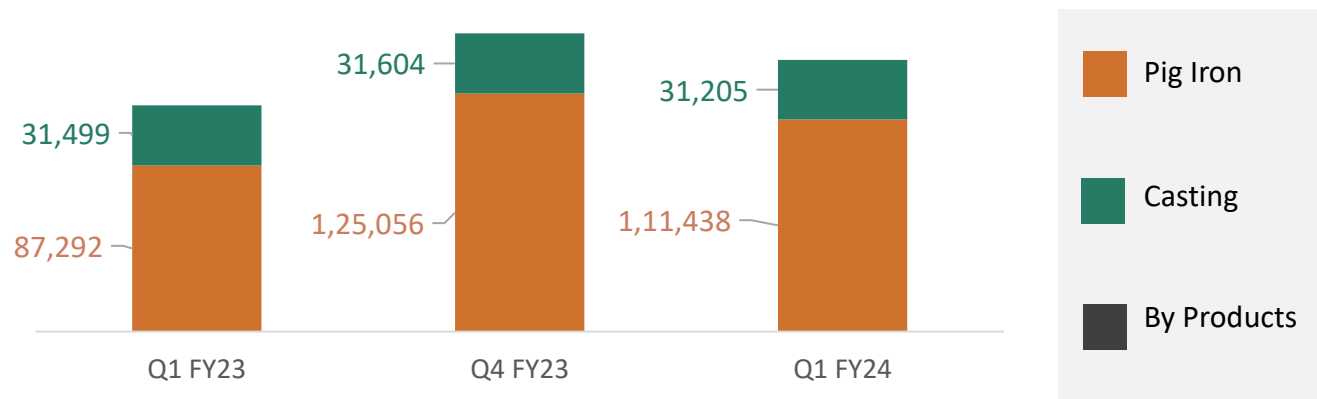
PAT & % TO SALE



* EBITDA excluding Other Income

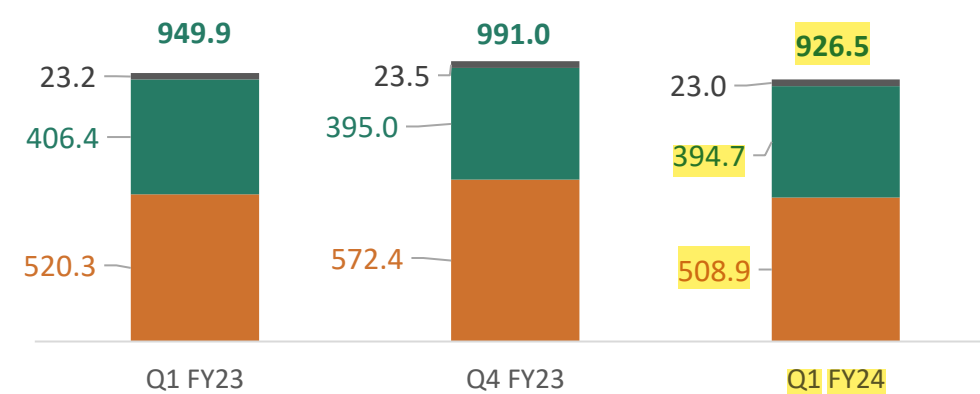
Volume and Sales Update - Standalone Quarterly

VOLUME (MT)



Volume	Pig Iron	Castings
Q-o-Q	-11%	-1%
Y-o-Y	28%	-1%

SALES (INR Crore)



Sales	Pig Iron	Castings
Q-o-Q	11%	0%
Y-o-Y	2%	-3%

REALISATION

	Q1 FY23	Q4 FY23	Q1 FY24
Pig Iron (INR PMT)	59,606	45,774	45,663
Castings (INR Per Kg)	129.01	124.99	126.47

P&L Standalone

All numbers in INR Crores.

Particulars	Quarter ended		
	30/06/2023 Unaudited	31/03/2023 Audited	30/06/2022 Unaudited
Revenue from Operations	926.48	990.98	949.88
Other Income	1.34	3.26	14.63
Total income (1+2)	927.82	994.24	964.51
Expenses			
(a) Cost of Materials consumed	585.80	611.20	606.20
(b) Purchase of stock-in-trade	0.00	0.00	0.00
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	(8.96)	(16.97)	(0.36)
(d) Employee benefits expense	37.43	47.18	32.48
(e) Finance costs	25.62	23.24	19.28
(f) Depreciation and amortisation	31.45	27.81	24.27
(g) Other expenses	185.20	191.57	173.41
Total Expenses	856.54	884.03	855.28
Profit Before tax	71.28	110.21	109.23
Profit After tax	53.76	81.85	83.85
EBITDA (excluding other income)	127.01	158.00	138.15

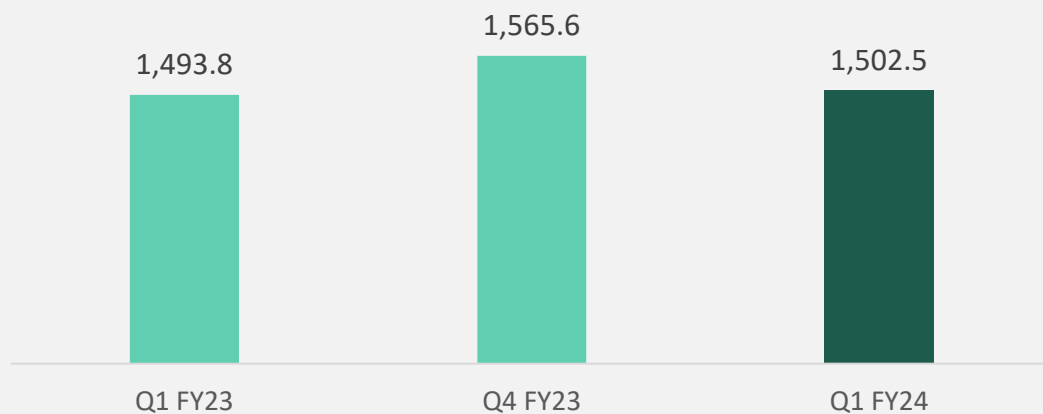
Key Ratios standalone

Particulars	Quarter Ended		
	30/06/2023	31/03/2023	30/06/2022
Material Costs	62.3%	60.0%	63.8%
Power Costs	3.6%	3.5%	3.2%
Employee Benefit Expenses	4.0%	4.8%	3.4%
Finance Costs	2.8%	2.3%	2.0%
PBT	7.7%	11.1%	11.5%
PAT	5.8%	8.3%	8.8%
EBITDA (excluding other income)	13.7%	15.9%	14.5%

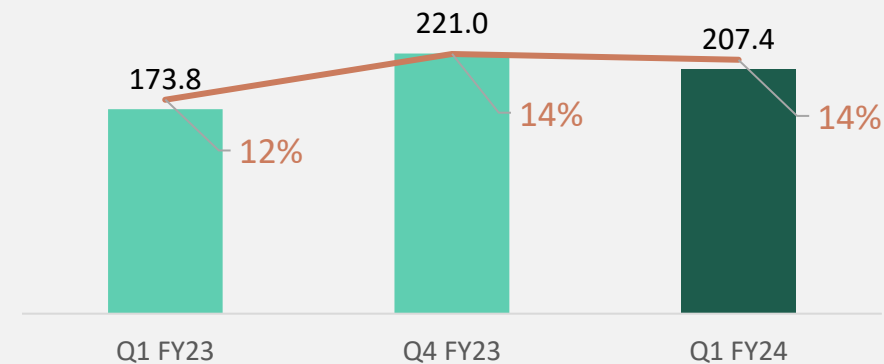
P&L Highlights – Consolidated Quarterly

All amounts in INR Crores.

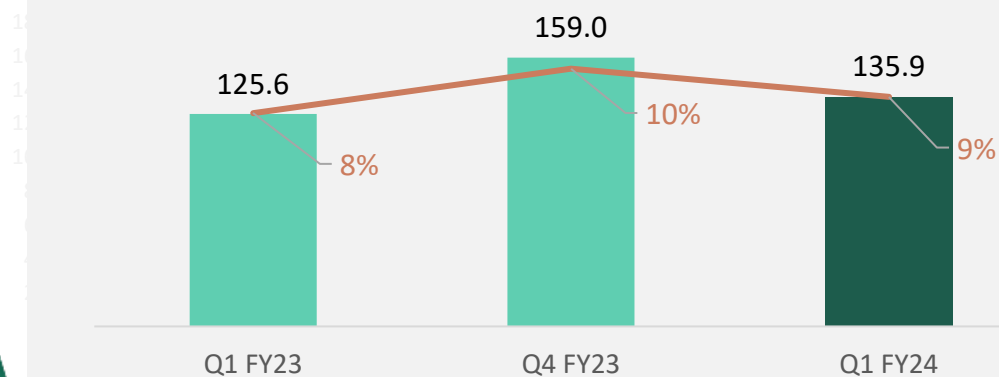
REVENUE



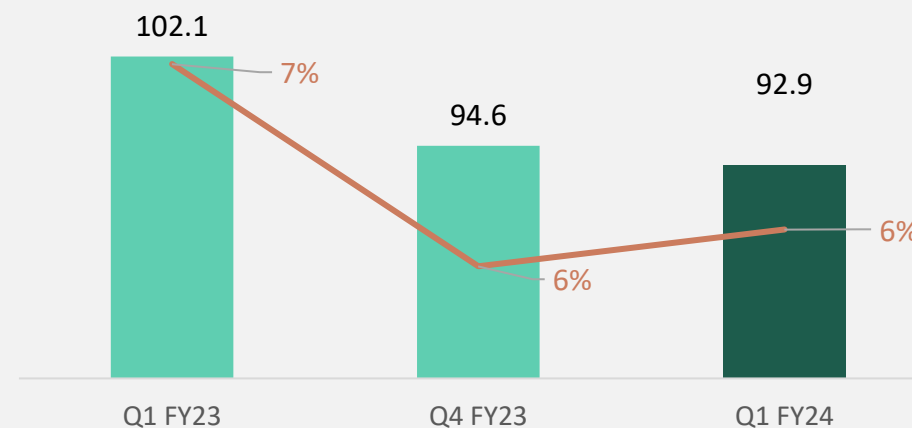
EBITDA* & % TO SALE



PBT & % TO SALE



PAT & % TO SALE



* EBITDA excluding Other Income

P&L Consolidated[#]

Particulars	Quarter Ended		
	30/06/2023 Unaudited	31/03/2023 Audited	30/06/2022 Unaudited
Revenue from Operations	1,502.47	1,565.56	1,493.82
Other Income	4.46	11.60	12.93
Total income (1+2)	1,506.93	1,577.16	1,506.75
Expenses			
(a) Cost of Materials consumed	871.30	877.70	900.98
(b) Purchase of stock-in-trade	-	-	-
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	(44.46)	(30.50)	(20.20)
(d) Employee benefits expense	79.92	88.94	73.18
(e) Finance costs	29.23	25.70	20.42
(f) Depreciation and amortisation	46.68	47.92	40.66
(g) Other expenses	388.32	408.39	366.10
Total Expenses	1,371.00	1,418.16	1,381.14
Profit Before tax	135.93	159.00	125.61
Profit After tax	92.93	94.56	102.08
EBITDA (excluding other income)	207.39	221.03	173.76



Business Updates



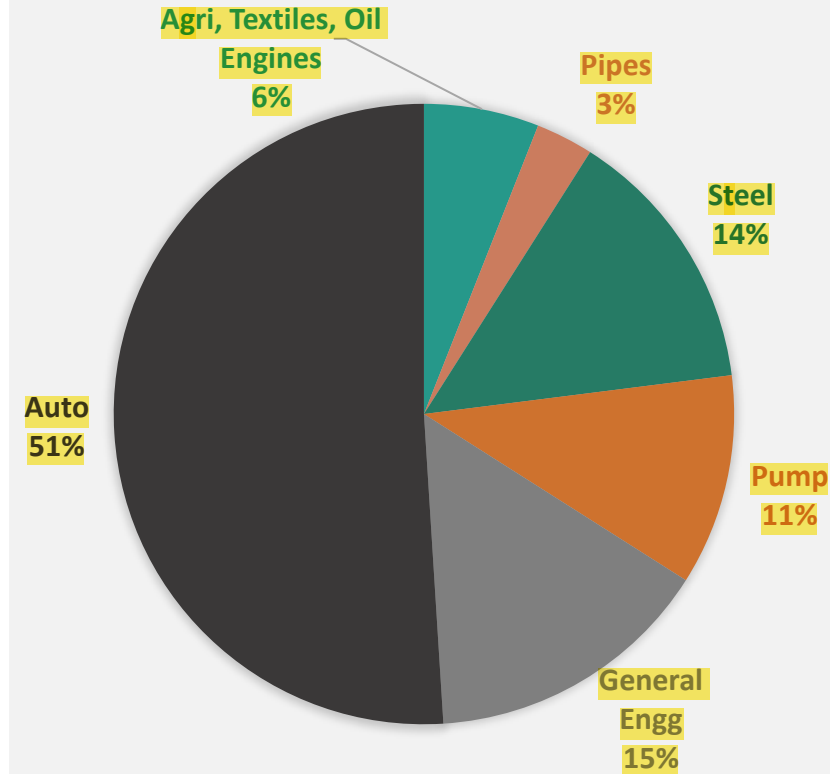
Financial Highlights



Other Updates

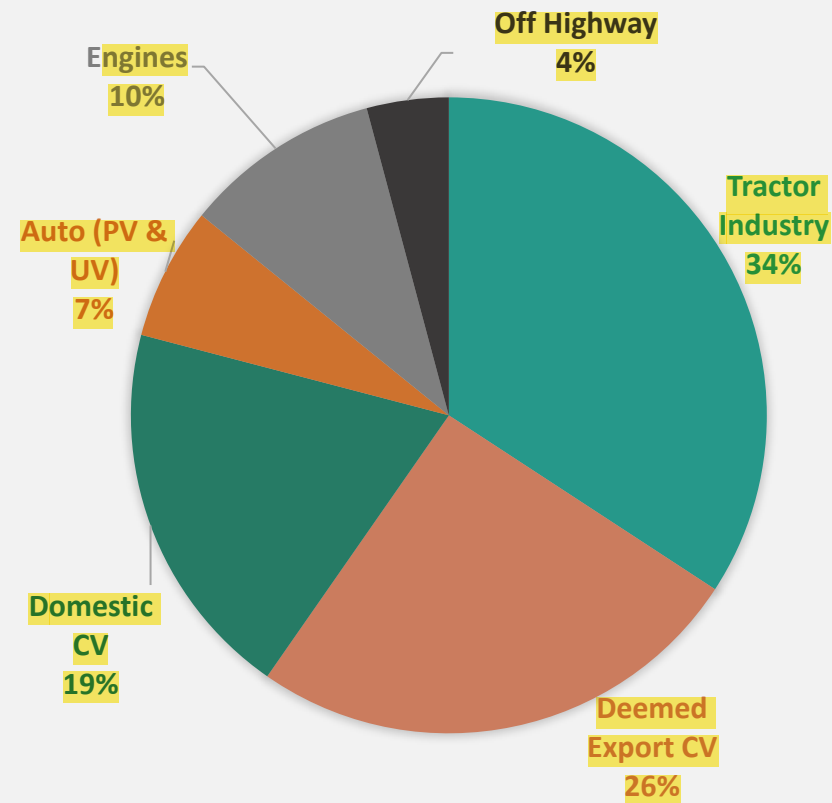
End User Profile

Pig Iron

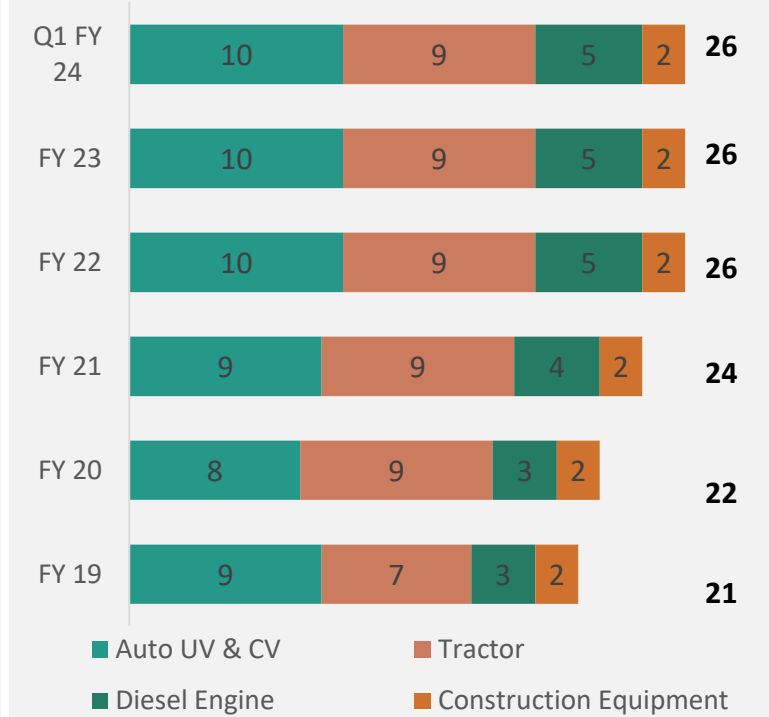


Updates for Q1 FY 24

Castings



Castings Customer Base



Key Project Updates

Sr. No	Project		Key Objective		Projected timeline for completion
1	Bell less top for MBF-1	>	Reduction in coal/coke consumption	>	Sep-23
2	Machining capacity enhancement	>	Ramping up machine shop capacity	>	FY2023-24
3	Pulverized Coal Injection	>	Reduction in coke consumption	>	QIII 2023-24
4	New Foundry Line at Solapur - Phase II	>	High pressure module; for auto sector opportunity	>	QIV 2023-24

Updates for Q1 FY 24



KFIL Company Secretary:

Mr. Mayuresh Gharpure

Tel: (020) 66084664

Email: kfilinvestor@kirloskar.com

Group Investor Relations:

Ms. Mayura Bhusari

Tel: (020) 29704374

Email: mayura.bhusari@kirloskar.com