



Presentation for Q4 FY 23 Investors Call
15th May 2023

LIMITLESS

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

- Overall demand for castings continues to be strong
 - Demand for the tractor industry is muted, however, the auto and off-highway segments' demand for castings stays strong
- Coking coal prices substantially corrected over the last few weeks thereby lowering the pressure on input costs

Business Operations

- Second Coke oven plant at Koppal commenced operations on 6th February 2023
- Re-lining of Hiriyur blast furnace completed. Blast furnace operations being commenced
- 20 MW recovery power plant attached to the second phase of coke oven commissioned from 29th March 2023. The power generated by recovering waste heat will be used for captive consumption aimed at reduction in power cost
- The second foundry line at Solapur completed and commercial production commenced on 20th March 2023
- Customer interest in new products continues to be strong, we continue to develop new products for our valued customers

KFIL & ISMT Merger

- KFIL ISMT merger is in progress, will update once all the necessary regulatory approvals are in place



Business Updates



Financial Highlights

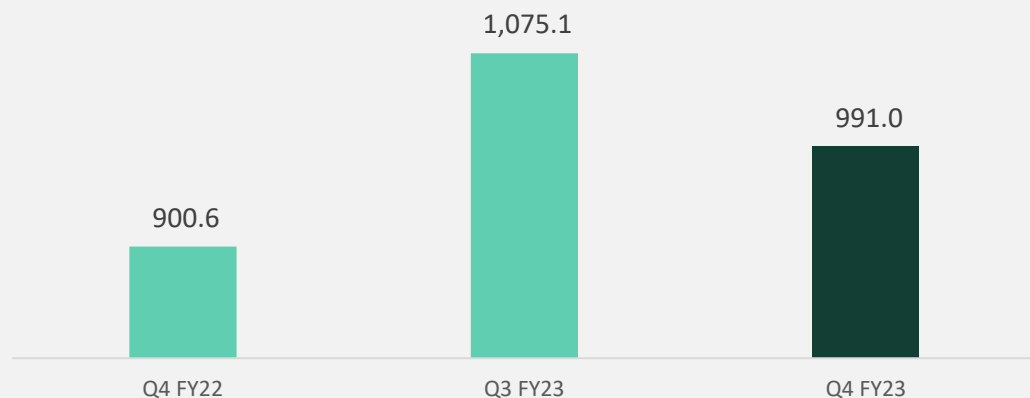


Other Updates

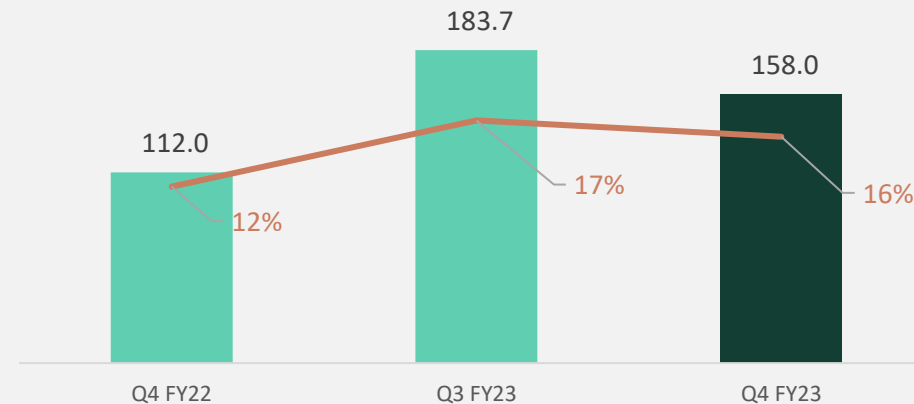
P&L Highlights – Standalone Quarterly

All amounts in INR Crores.

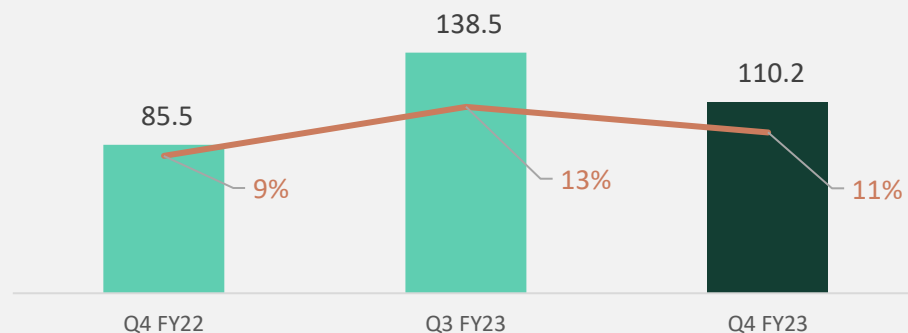
REVENUE



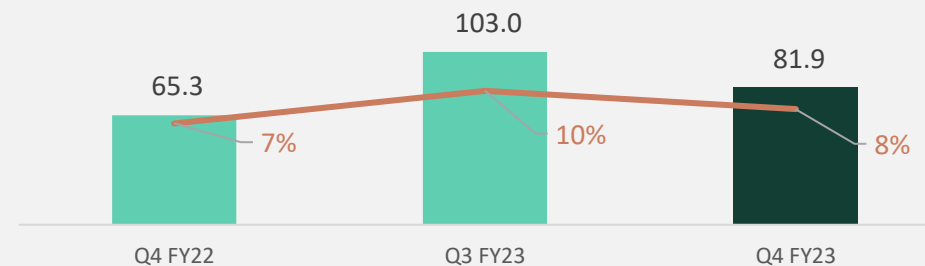
EBITDA* & % TO SALE



PBT & % TO SALE



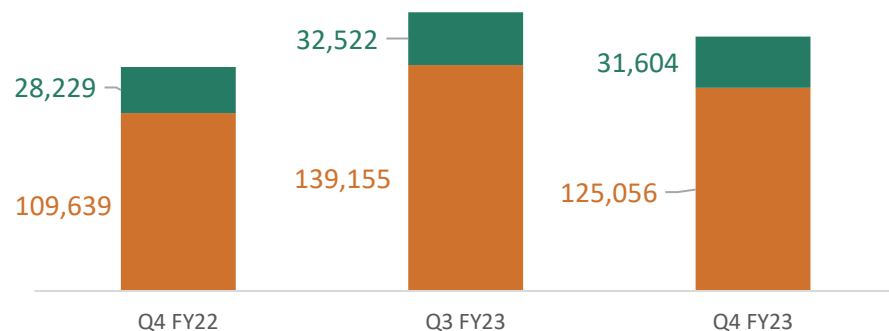
PAT & % TO SALE



* EBITDA excluding Other Income

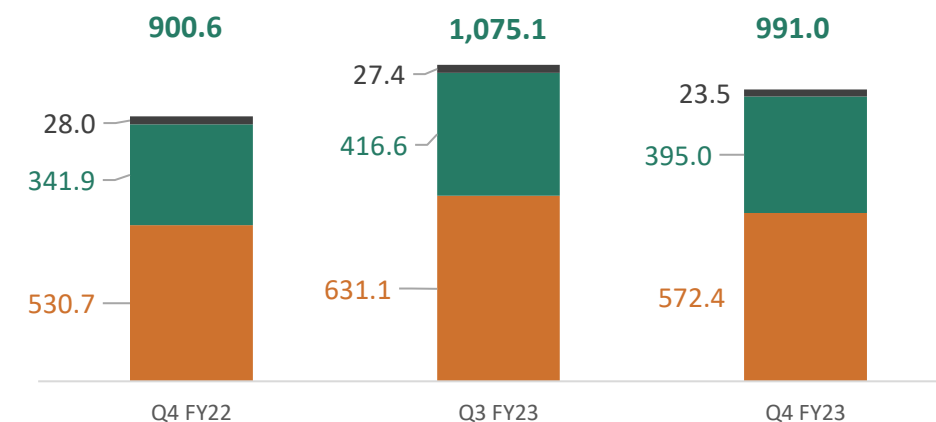
Volume and Sales Update - Standalone Quarterly

VOLUME (MT)



Volume	Pig Iron	Castings
Q-o-Q	-10%	-3%
Y-o-Y	14%	12%

SALES (INR Crore)



Sales	Pig Iron	Castings
Q-o-Q	-9%	-5%
Y-o-Y	8%	16%

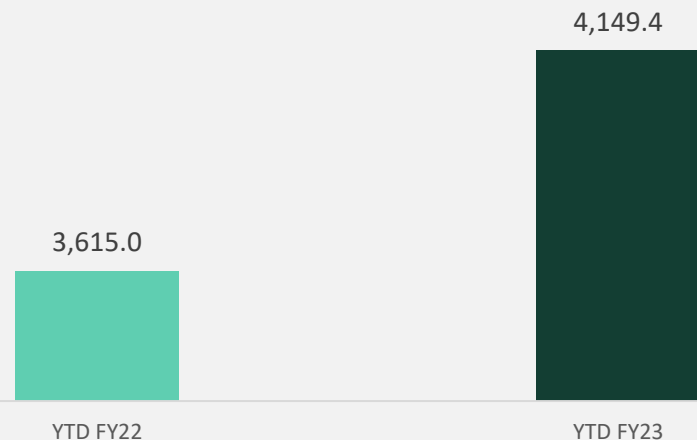
REALISATION

	Q4 FY22	Q3 FY23	Q4 FY23
Pig Iron (INR PMT)	48,407	45,351	45,774
Castings (INR Per Kg)	121.10	128.09	124.99

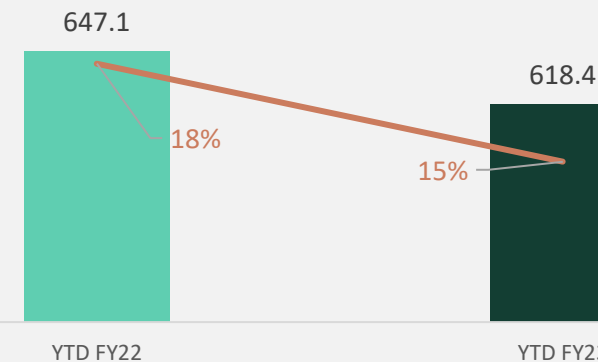
P&L Highlights – Standalone YTD

All amounts in INR Crores.

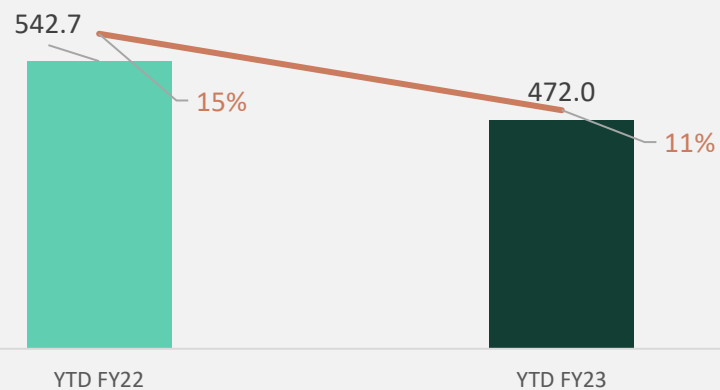
REVENUE



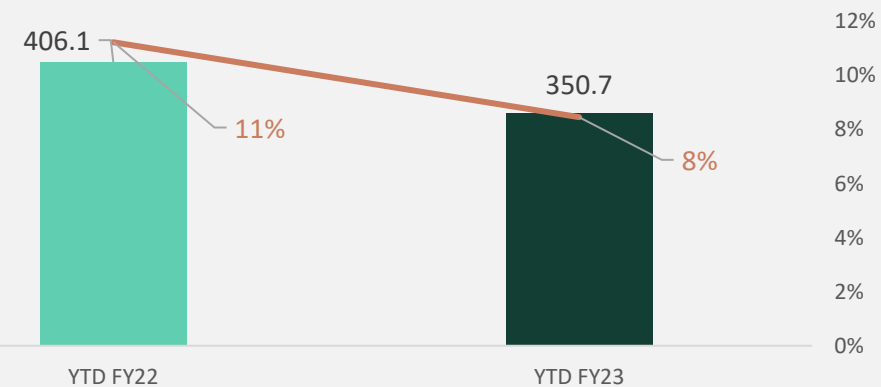
EBITDA* & % TO SALE



PBT & % TO SALE



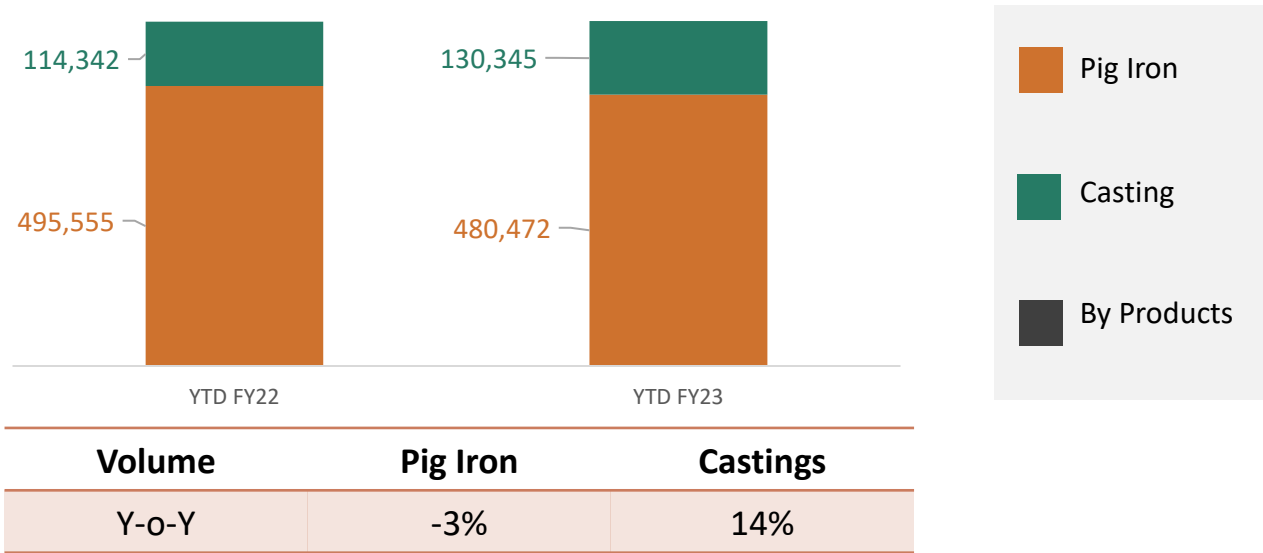
PAT & % TO SALE



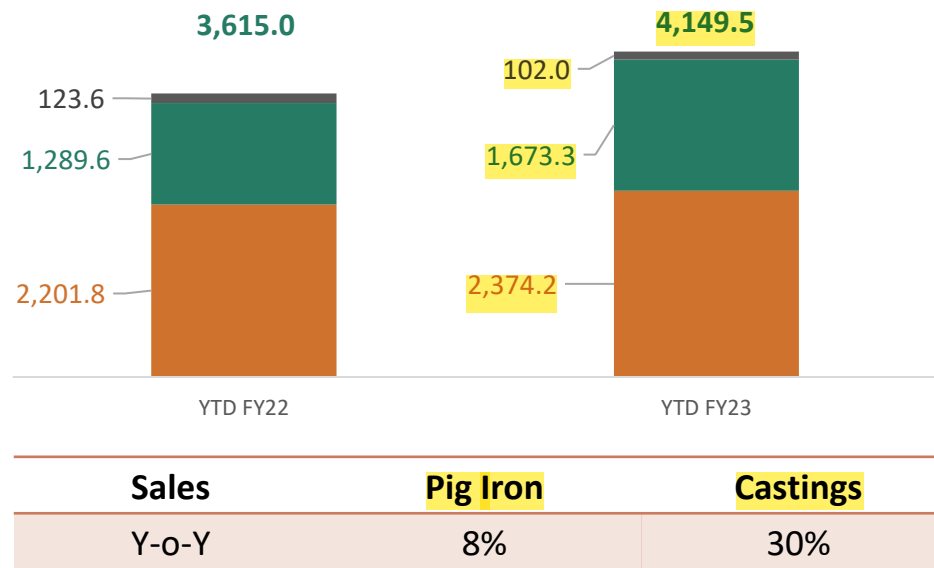
* EBITDA excluding Other Income

Volume and Sales Update - Standalone YTD

VOLUME (MT)



SALES (INR Crore)



REALISATION

	YTD FY22	YTD FY23
Pig Iron (INR PMT)	44,430	49,414
Castings (INR Per Kg)	112.79	128.37

P&L Standalone

All numbers in INR Crores.

Particulars	Quarter ended		Year ended		
	31/03/2023	31/12/2022	31/03/2022	31/03/2023	31/03/2022
	Audited	Unaudited	Audited	Audited	Audited
Revenue from Operations	990.98	1,075.09	900.56	4,149.42	3,614.97
Other Income	3.26	3.27	9.07	42.38	11.29
Total income (1+2)	994.24	1,078.36	909.63	4,191.80	3,626.26
Expenses					
(a) Cost of Materials consumed	611.20	664.14	562.75	2,639.50	2,225.49
(b) Purchase of stock-in-trade	0.00	0.00	0.00	0.00	0.00
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	(16.97)	(6.54)	11.11	(12.43)	(29.71)
(d) Employee benefits expense	47.18	36.12	37.57	152.05	133.39
(e) Finance costs	23.24	22.03	12.19	84.76	27.86
(f) Depreciation and amortisation	27.81	26.45	23.38	103.96	87.86
(g) Other expenses	191.57	197.62	177.11	751.93	638.68
Total Expenses	884.03	939.82	824.11	3,719.77	3,083.57
Profit Before tax	110.21	138.54	85.52	472.03	542.69
Profit After tax	81.85	103.00	65.26	350.70	406.10
EBITDA (excluding other income)	158.00	183.75	112.02	618.37	647.12

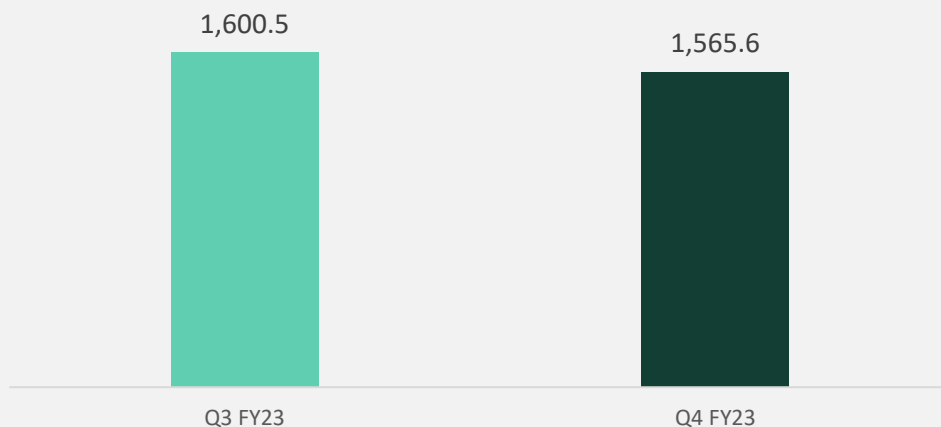
Key Ratios standalone

Particulars	Quarter Ended			Year Ended	
	31/03/2023	31/12/2022	31/03/2022	31/03/2023	31/03/2022
Material Costs	60.0%	61.2%	63.7%	63.3%	60.7%
Power Costs	3.5%	3.1%	2.9%	3.2%	2.7%
Employee Benefit Expenses	4.8%	3.4%	4.2%	3.7%	3.7%
Finance Costs	2.3%	2.0%	1.4%	2.0%	0.8%
PBT	11.1%	12.9%	9.5%	11.4%	15.0%
PAT	8.3%	9.6%	7.2%	8.5%	11.2%
EBITDA (excluding other income)	15.9%	17.1%	12.4%	14.9%	17.9%

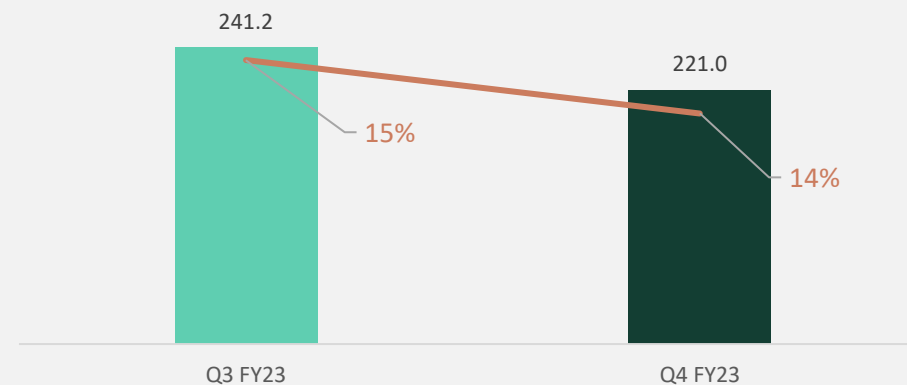
P&L Highlights – Consolidated Quarterly

All amounts in INR Crores.

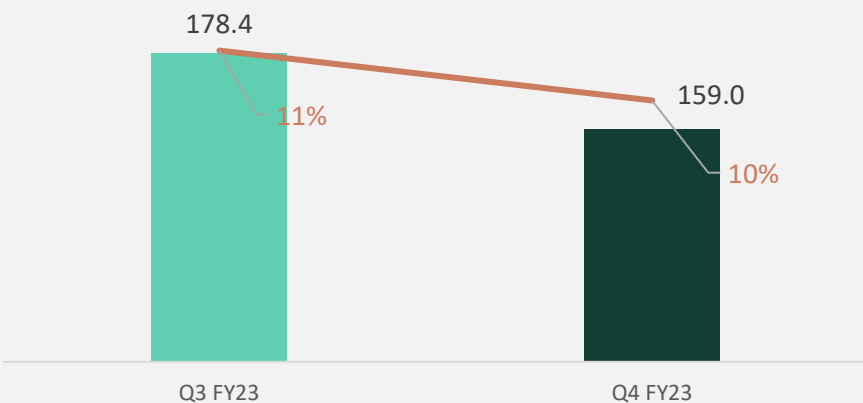
REVENUE



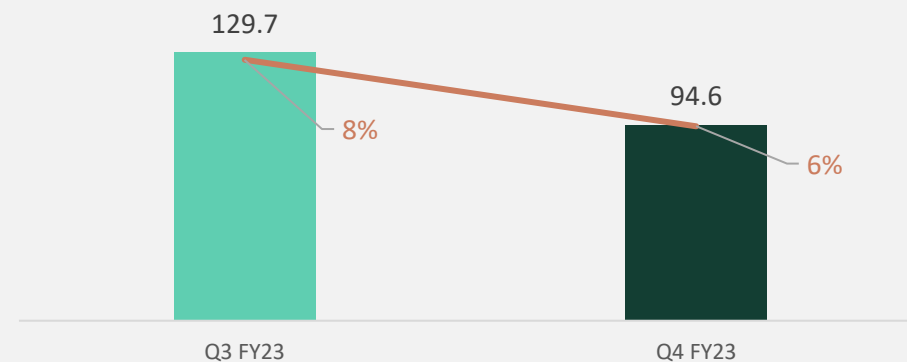
EBITDA* & % TO SALE



PBT & % TO SALE



PAT & % TO SALE



* EBITDA excluding Other Income

Since ISMT became KFIL's subsidiary w.e.f. 10th March 2022, Q4 FY 22 numbers are not presented as the same are not comparable

P&L Consolidated[#]

Particulars	Quarter Ended			Period ended	Year ended
	31/03/2023	31/12/2022	31/03/2022	31/03/2022	31-Mar-22
	Audited	Unaudited	Audited	Audited	Audited
Revenue from Operations	1,565.56	1,600.52	1,033.88	6,417.45	3,748.29
Other Income	11.60	4.81	9.70	49.33	11.92
Total income (1+2)	1,577.16	1,605.33	1,043.58	6,466.78	3,760.21
Expenses					
(a) Cost of Materials consumed	877.70	921.93	633.49	3,717.86	2,296.23
(b) Purchase of stock-in-trade	-	-	-	-	-
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	(30.51)	(33.34)	11.30	(19.89)	(29.52)
(d) Employee benefits expense	88.94	80.92	43.68	319.68	139.50
(e) Finance costs	25.70	24.73	13.91	95.47	29.58
(f) Depreciation and amortisation	47.92	42.92	27.56	172.58	92.04
(g) Other expenses	408.39	389.78	237.62	1,564.09	699.19
Total Expenses	1,418.15	1,426.94	967.56	5,849.79	3,227.02
Profit Before tax	159.01	178.39	76.02	616.99	533.19
Profit After tax	94.56	129.70	(41.12)	437.33	299.72
EBITDA (excluding other income)	221.04	241.23	107.79	835.70	642.89

Since ISMT became KFIL's subsidiary w.e.f. 10th March 2022, Q4 FY 22 numbers are not comparable



Business Updates



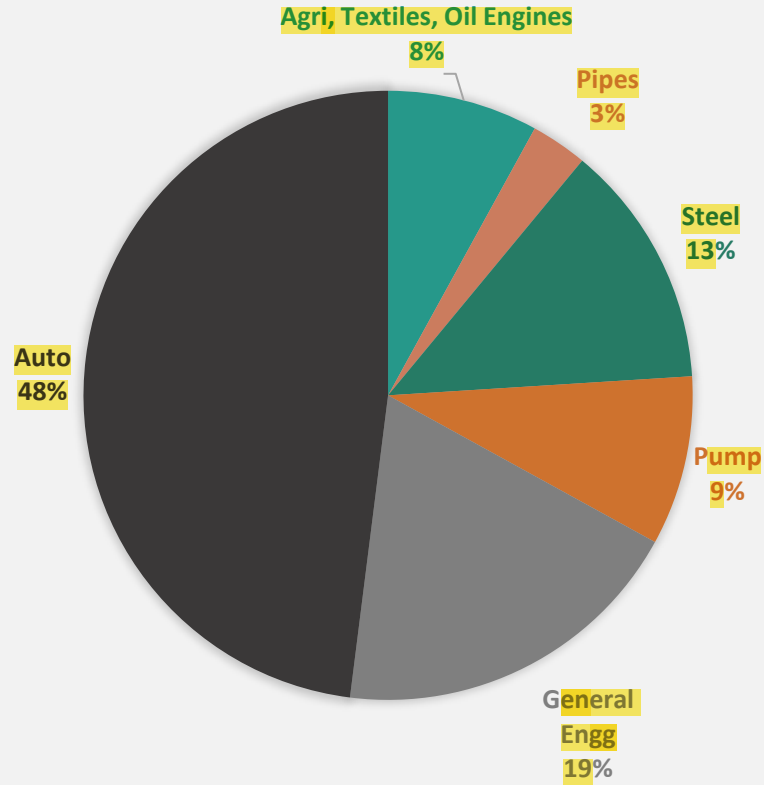
Financial Highlights



Other Updates

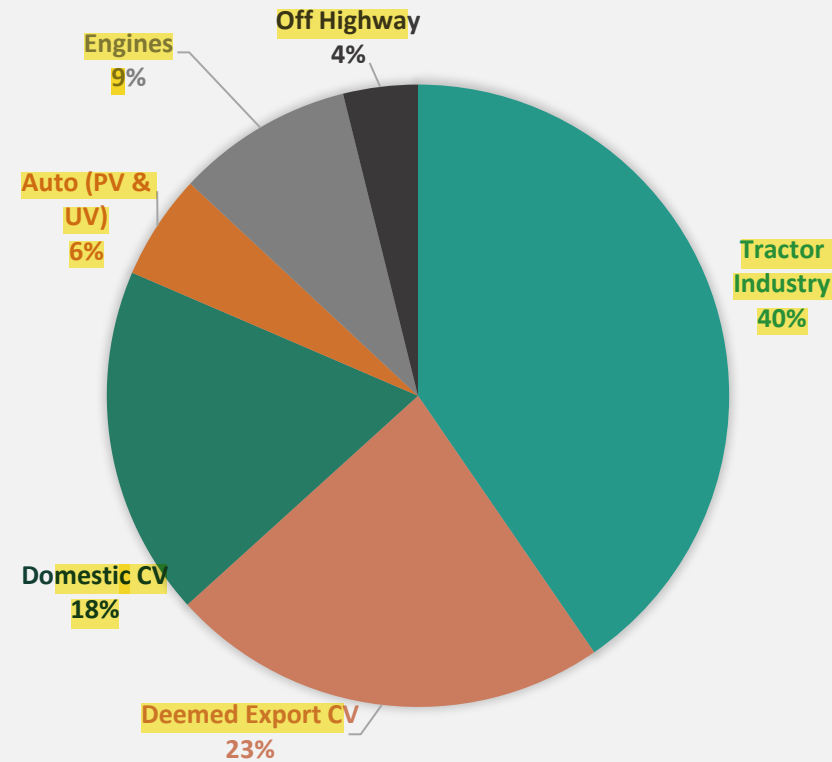
End User Profile

Pig Iron

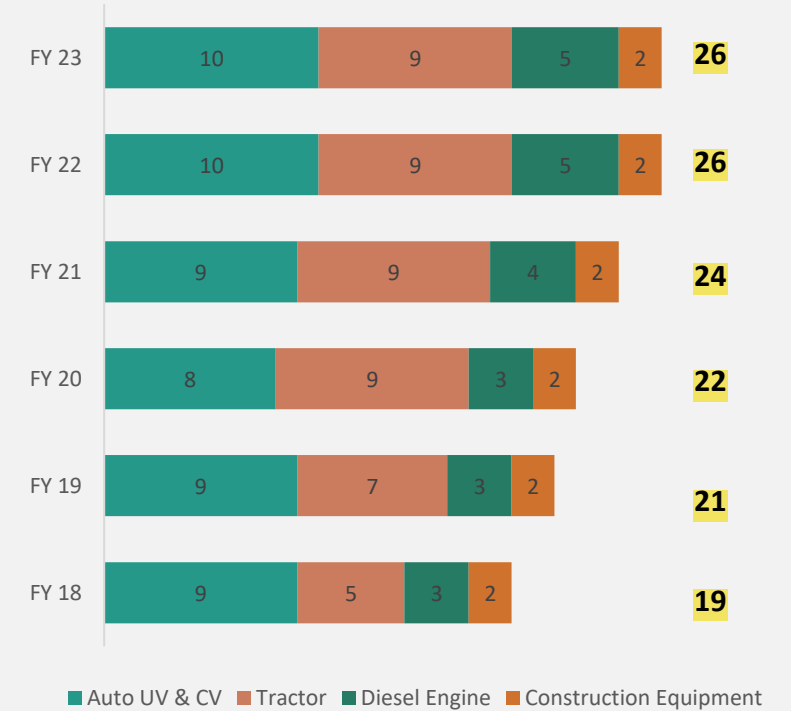


Updates for Q4 FY 23

Castings



Castings Customer Base



Key Project Updates

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	Completed in QIV 2022-23
2	Mini Blast Furnace-2 Up gradation and Bell-less top installation	Capacity enhancement, reduction in coal/coke consumption	Completed in July 2022
3	Machining capacity enhancement	Ramping up machine shop capacity	FY2022-23
4	Pulverized Coal Injection with Phase I of Oxygen enrichment	Reduction in coke consumption	QIII 2023-24
5	Oxygen Enrichment Plant – Phase II	Reduction in coke consumption	QII 2024-25
6	Sinter Plant at Hiriyr	Cost Reduction	Completed in FY 2021-22
7	Expansion of Fettling & Finishing capacity	Capacity Enhancement	Completed
8	New Foundry Line at Solapur	High pressure module; for auto sector opportunity	Completed in QIV 2022-23
9	Mini Blast Furnace- 1 Bell less top installation with RMHS* upgradation	Capacity enhancement, reduction in coal/coke consumption	QII 2023-24

Updates for Q4 FY 23

* RMHS – Raw Material Handling System



Thank You

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