



Presentation for Q3 FY 23 Investors Call
8th February 2023

LIMITLESS

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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

- Robust demand for our casting business continues
- Consequent to the reduction in the export duty for iron ore, prices in the domestic market increased
- With the withdrawal of the exports duty on Pig Iron, exports of Pig Iron from India commenced

Business Operations

- Second Coke oven plant at Koppal commenced operations from 6th February
- With this, KFIL achieves self-sufficiency for coke
- The second foundry line at Solapur is expected to commence operations in Q4 FY 2023

KFIL & ISMT Merger

- KFIL ISMT merger is in progress, the regulatory and compliance requirement are being complied with



Business Updates



Financial Highlights

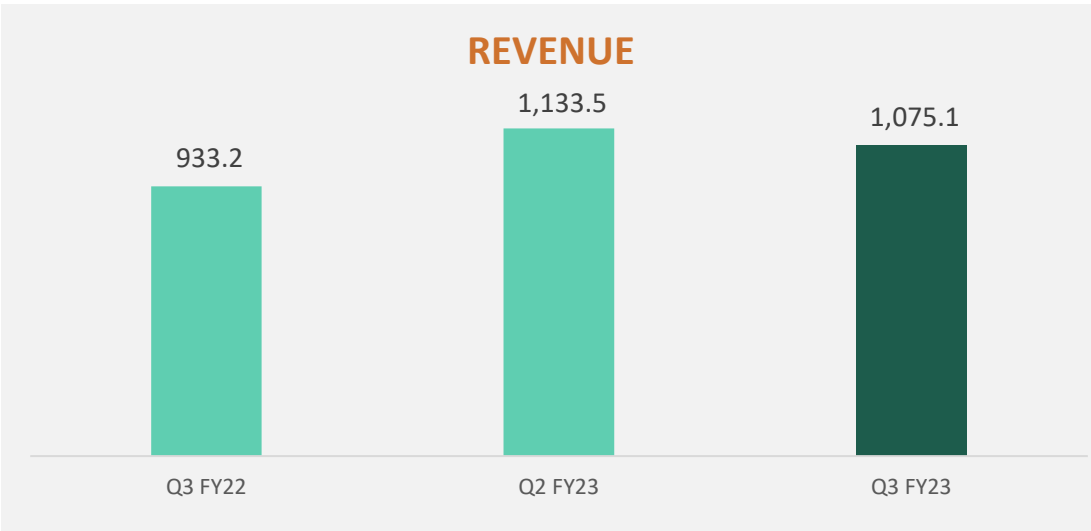


Other Updates

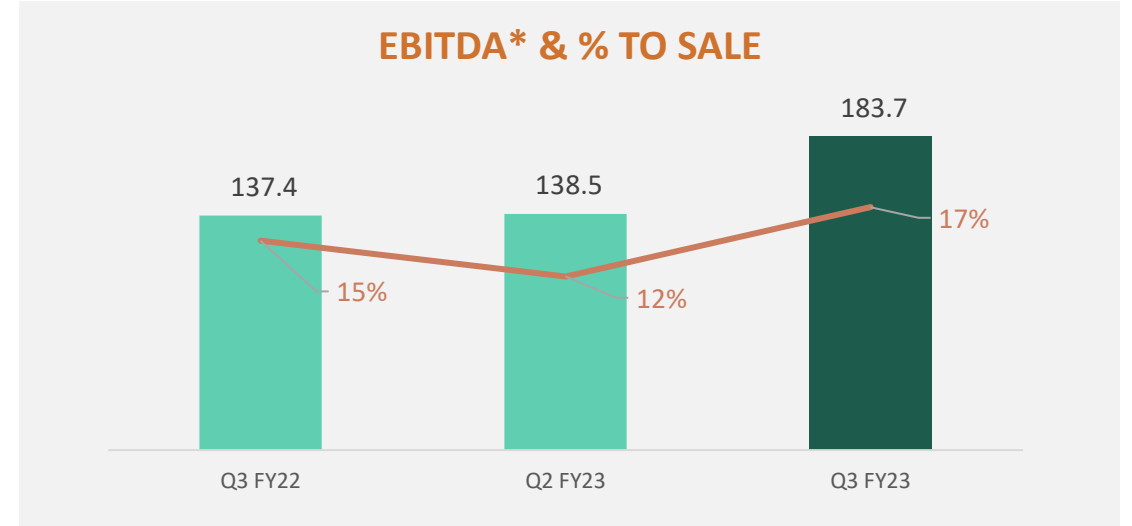
P&L Highlights – Standalone Quarterly

All amounts in INR Crores.

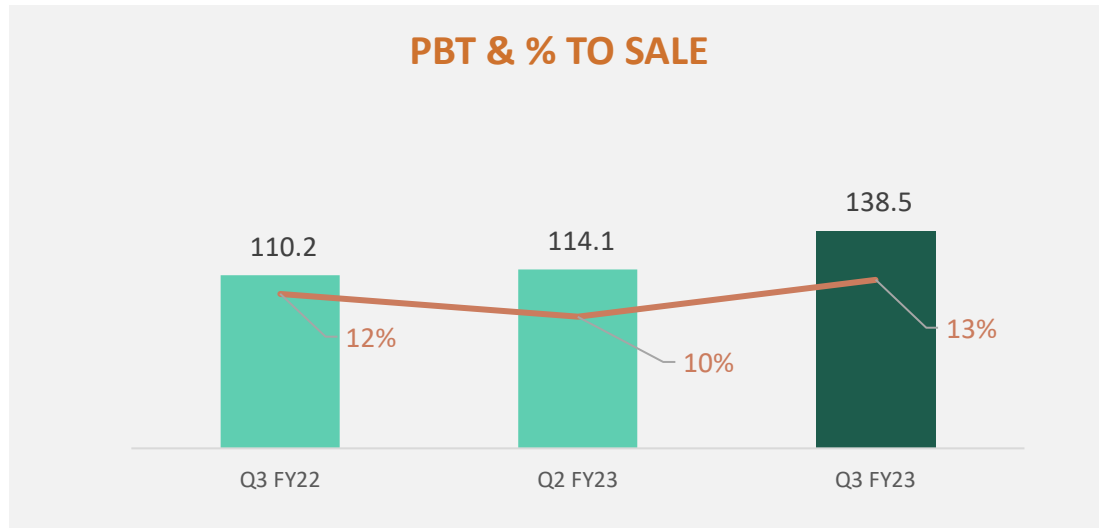
REVENUE



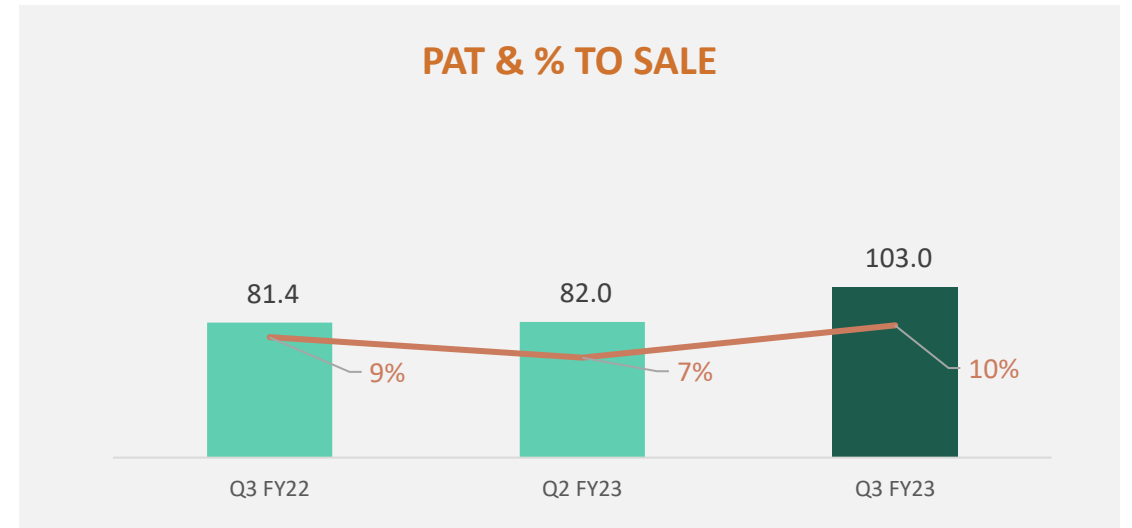
EBITDA* & % TO SALE



PBT & % TO SALE



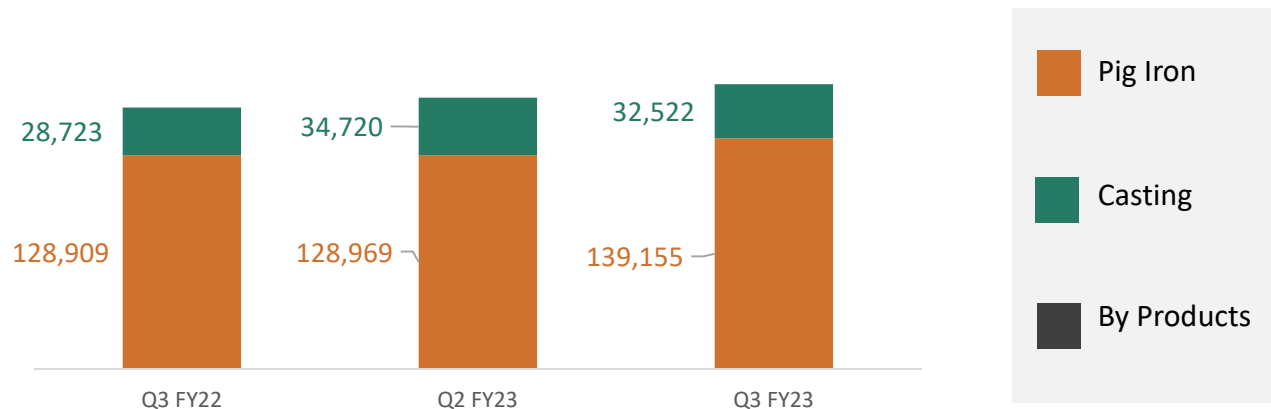
PAT & % TO SALE



* EBITDA excluding Other Income

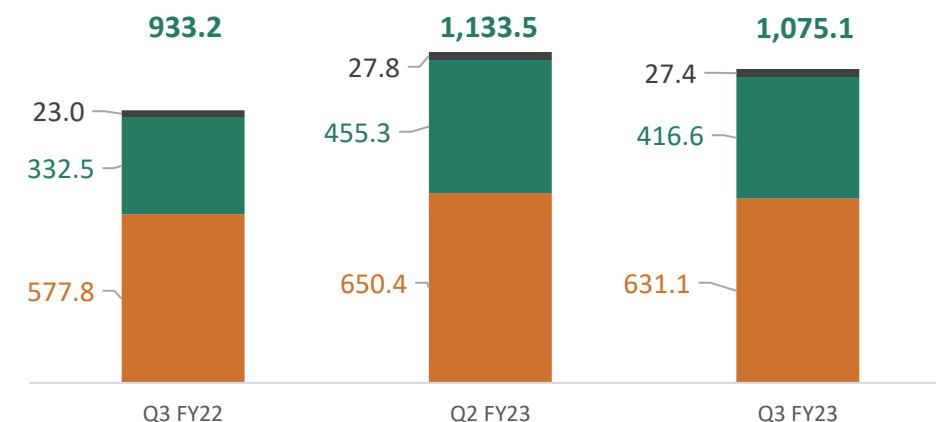
Volume and Sales Update - Standalone Quarterly

VOLUME (MT)



Volume	Pig Iron	Castings
Q-o-Q	8%	-6%
Y-o-Y	8%	13%

SALES (INR Crore)



Sales	Pig Iron	Castings
Q-o-Q	-3%	-8%
Y-o-Y	9%	25%

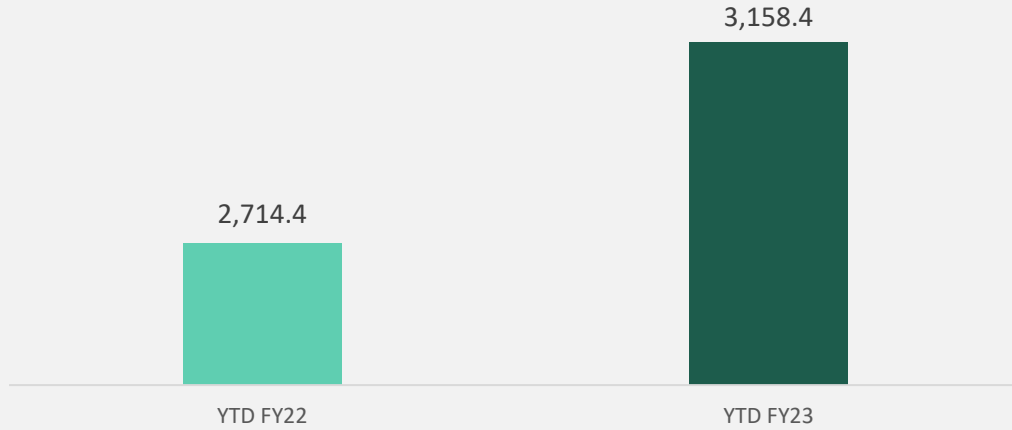
REALISATION

	Q3 FY22	Q2 FY23	Q3 FY23
Pig Iron (INR PMT)	44,819	50,429	45,351
Castings (INR Per Kg)	115.75	131.13	128.09

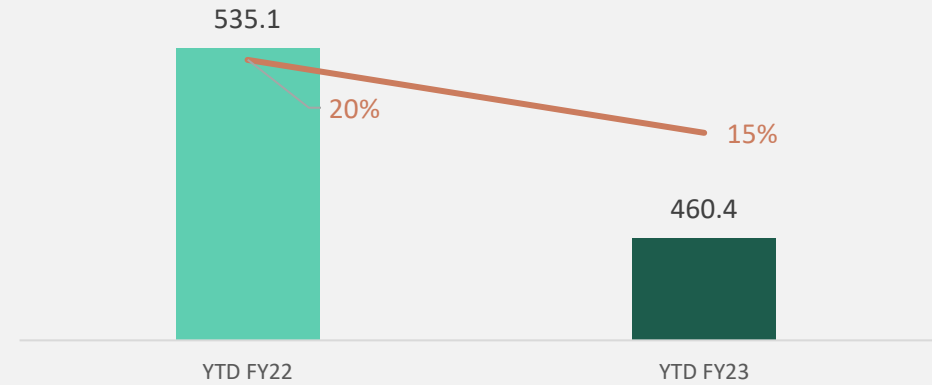
P&L Highlights – Standalone YTD

All amounts in INR Crores.

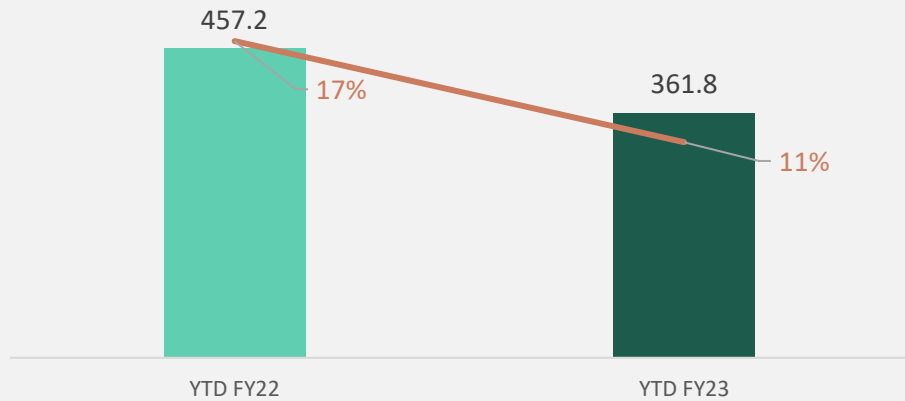
REVENUE



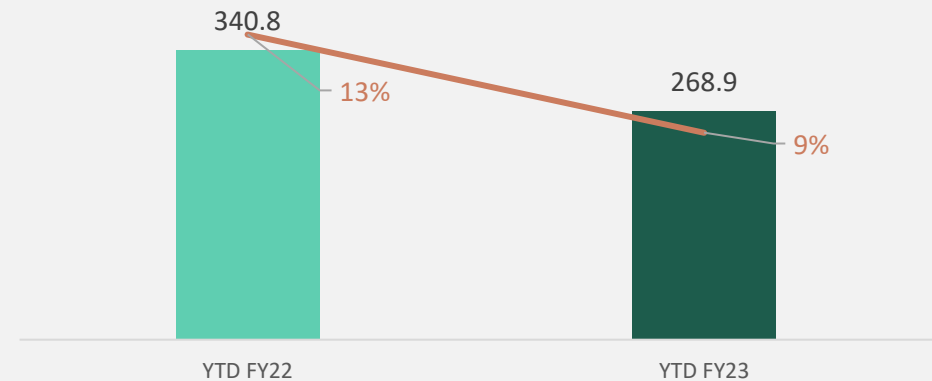
EBITDA* & % TO SALE



PBT & % TO SALE



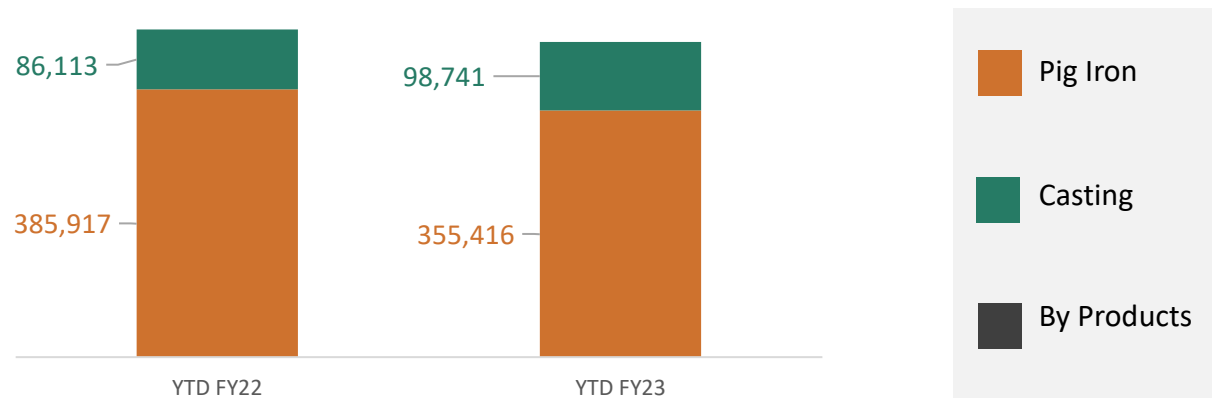
PAT & % TO SALE



* EBITDA excluding Other Income

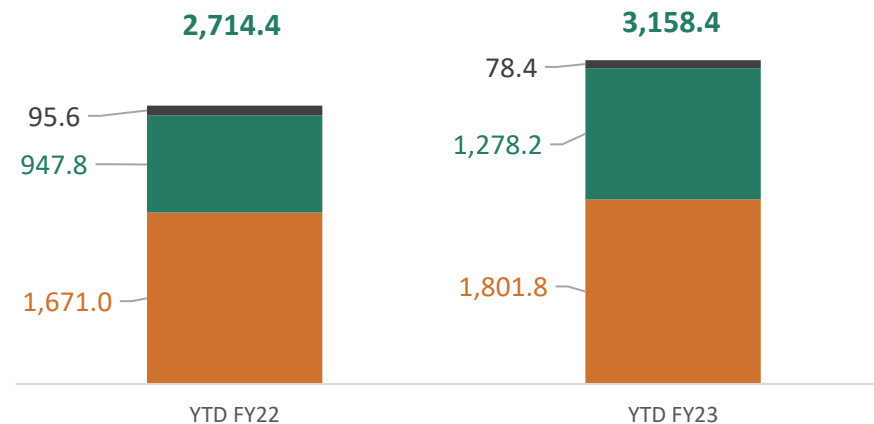
Volume and Sales Update - Standalone YTD

VOLUME (MT)



Volume	Pig Iron	Castings
Y-o-Y	-8%	15%

SALES (INR Crore)



Sales	Pig Iron	Castings
Y-o-Y	8%	35%

REALISATION

	YTD FY22	YTD FY23
Pig Iron (INR PMT)	43,301	50,695
Castings (INR Per Kg)	110.06	129.45

P&L Standalone

All numbers in INR Crores.

Particulars	Quarter ended			Period ended		Year ended
	31/12/2022	30/9/2022	31/12/2021	31/12/2022	31/12/2021	31/3/2022
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	1,075.09	1,133.47	933.20	3,158.44	2,714.41	3,614.97
Other Income	3.27	21.22	0.48	39.12	2.22	11.29
Total income (1+2)	1,078.36	1,154.69	933.68	3,197.56	2,716.63	3,626.26
Expenses						
(a) Cost of Materials consumed	664.14	757.96	635.67	2,028.30	1,662.74	2,225.49
(b) Purchase of stock-in-trade	0.00	0.00	0.00	0.00	0.00	0.00
(c) Changes in inventories of finished goods, Stock-in-Trade and work-in-progress	(6.54)	11.44	(34.28)	4.54	(40.82)	(29.71)
(d) Employee benefits expense	36.12	36.27	34.23	104.87	95.82	133.39
(e) Finance costs	22.03	20.21	5.28	61.52	15.67	27.86
(f) Depreciation and amortisation	26.45	25.43	22.37	76.15	64.48	87.86
(g) Other expenses	197.62	189.33	160.17	560.36	461.57	638.68
Total Expenses	939.82	1,040.64	823.44	2,835.74	2,259.46	3,083.57
Profit Before tax	138.54	114.05	110.24	361.82	457.17	542.69
Profit After tax	103.00	82.00	81.43	268.85	340.84	406.10
EBITDA (excluding other income)	183.75	138.47	137.41	460.37	535.10	647.12

Key Ratios standalone

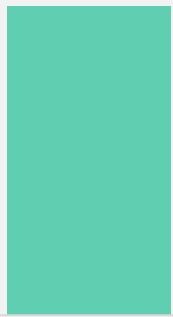
Particulars	Quarter Ended			Period Ended		Year Ended
	31/12/2022	30/9/2022	31/12/2021	31/12/2022	31/12/2021	31/3/2022
Material Costs	61.2%	67.9%	64.4%	64.4%	59.8%	60.7%
Power Costs	3.1%	2.9%	2.9%	3.1%	2.7%	2.2%
Employee Benefit Expenses	3.4%	3.2%	3.7%	3.3%	3.5%	3.7%
Finance Costs	2.0%	1.8%	0.6%	1.9%	0.6%	0.8%
PBT	12.9%	10.1%	11.8%	11.5%	16.8%	15.0%
PAT	9.6%	7.2%	8.7%	8.5%	12.6%	11.2%
EBITDA (excluding other income)	17.1%	12.2%	14.7%	14.6%	19.7%	17.9%

P&L Highlights – Consolidated Quarterly

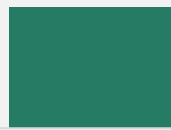
All amounts in INR Crores.

REVENUE

1,757.54



1,600.52



Q2 FY23

Q3 FY23

EBITDA* & % TO SALE

199.68



11%

15%

241.23



Q2 FY23

Q3 FY23

PBT & % TO SALE

9%

153.98



11%

178.39



Q2 FY23

Q3 FY23

PAT & % TO SALE

6.31%

110.99



8.10%

129.70



Q2 FY23

Q3 FY23

* EBITDA excluding Other Income

P&L Consolidated#

All numbers in INR Crores.

Particulars	Quarter Ended		Period ended	Year ended
	31/12/2022	30/9/2022	31/12/2021	31-Mar-22
	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	1,600.52	1,757.54	4,851.89	3,748.29
Other Income	4.81	19.99	37.73	11.92
Total income (1+2)	1,605.33	1,777.54	4,889.62	3,760.21
Expenses				
(a) Cost of Materials consumed	921.93	1,017.25	2,840.16	2,296.23
(b) Purchase of stock-in-trade	-	-	-	-
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	(33.34)	64.16	10.62	(29.52)
(d) Employee benefits expense	80.92	76.64	230.74	139.50
(e) Finance costs	24.73	24.61	69.76	29.58
(f) Depreciation and amortisation	42.92	41.08	124.66	92.04
(g) Other expenses	389.78	399.82	1,155.70	699.19
Total Expenses	1,426.94	1,623.56	4,431.65	3,227.02
Profit Before tax	178.39	153.98	457.97	533.19
Profit After tax	129.70	110.99	342.76	299.72
EBITDA (excluding other income)	241.23	199.68	614.67	642.89

For the year FY 2022, the ISMT results have been consolidated from 10th March 2022.



Business Updates



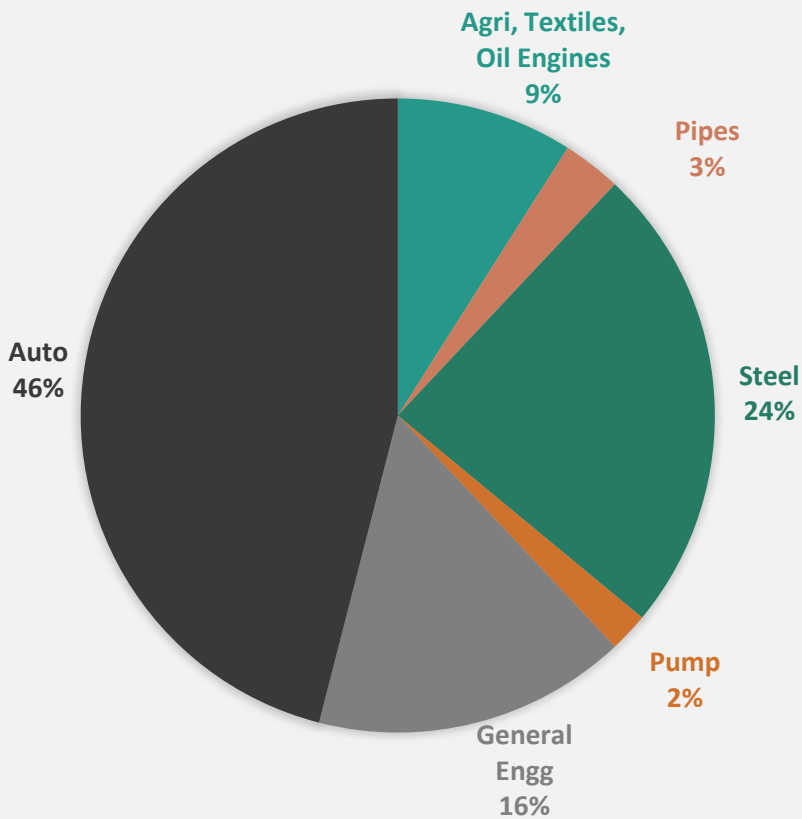
Financial Highlights



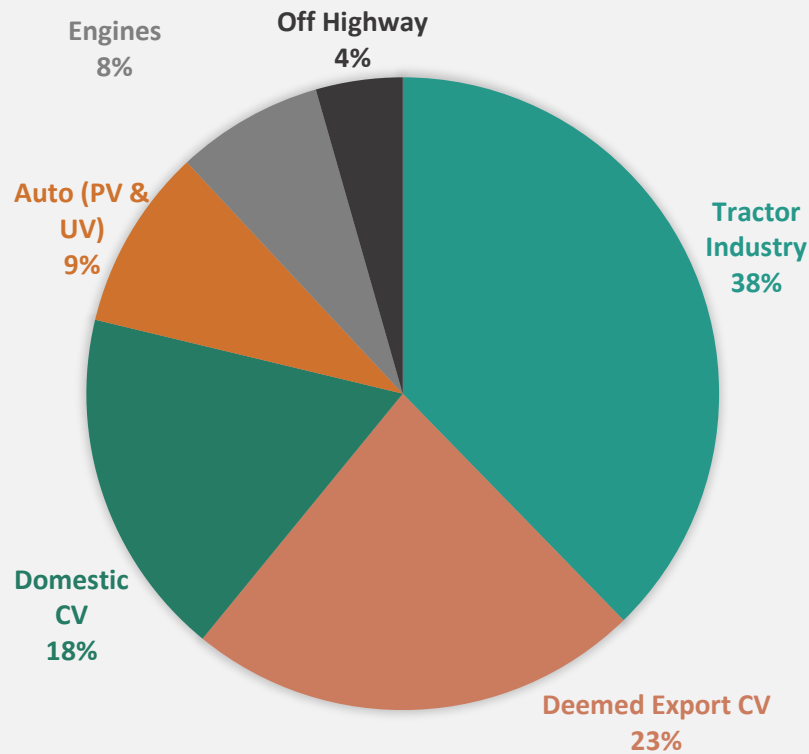
Other Updates

End User Profile

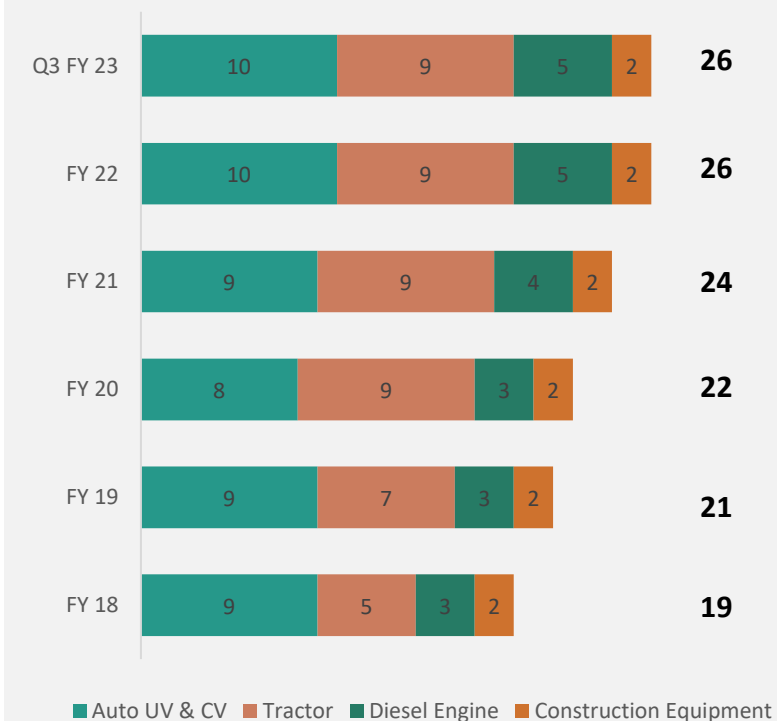
Pig Iron



Castings



Castings Customer Base



Updates for Q3 FY 23

Key Project Updates

Sr. No	Project	Key Objective	Projected timeline for completion
1	Coke oven 2 Lac TPA & 20 MW Power Plant Phase-II	<p>Coke Oven: Reduction in imported coke dependency</p> <p>Power Plant: Power cost reduction & self sufficiency</p>	<p>QIV 2022-23 -Coke Oven</p> <p>QI 2023-24 - Power Plant</p>
2	Machining capacity enhancement	Ramping up machine shop capacity	FY2022-23
3	Pulverized Coal Injection	Reduction in coke consumption	QI 2023-24
4	Expansion of Fettling & Finishing capacity	Capacity Enhancement	Phase-1 Completed in Q4 2021-22 and Phase-II in FY 2022-23
5	Second foundry line at Solapur	Capacity Enhancement	Q IV 022-23



Thank You

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