



Presentation for Investors Call
8th November 2022

LIMITLESS

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Business Updates



Financial Highlights



Other Updates

Business Updates

Macro Environment

- Demand for the castings continues to be strong and
- KFIL continues to work closely with the customers for the development of new products as well as the addition of the customers
- Extended monsoon has affected consumption of pig iron for some end customers such as pumps, improvement is expected in 3rd and 4th quarter

Business Operations

- Recent months witnessed softening of iron ore prices whereas coking coal prices have been volatile
- With our continued focus on capacity expansion cost reduction, all the projects are on track
- Looking forward to commissioning of 2nd foundry line at Solapur for capacity addition

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)



Business Updates



Financial Highlights

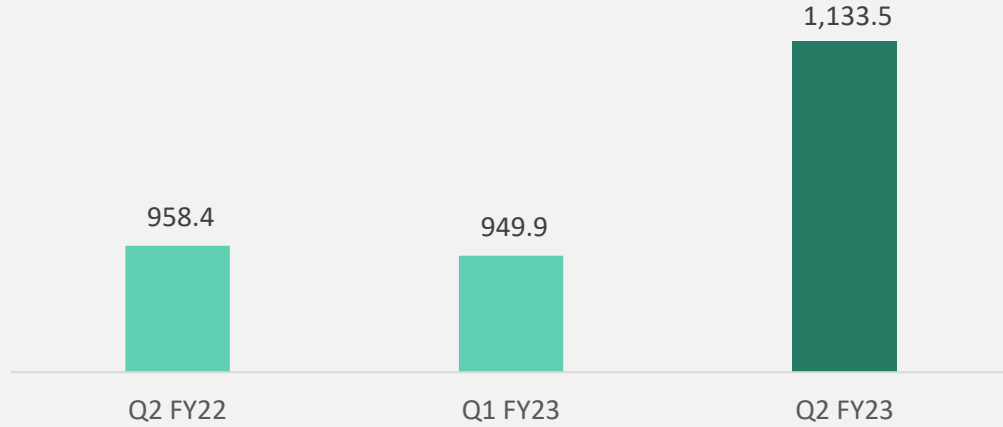


Other Updates

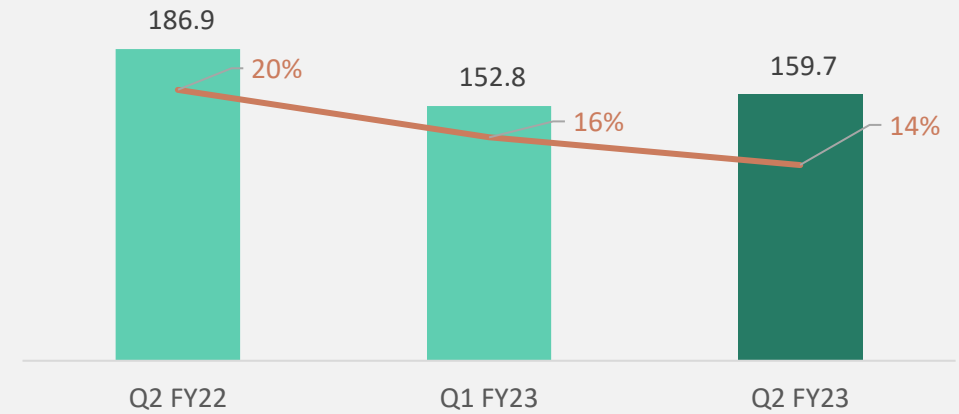
P&L Highlights – Standalone Quarterly

All amounts in INR Crores.

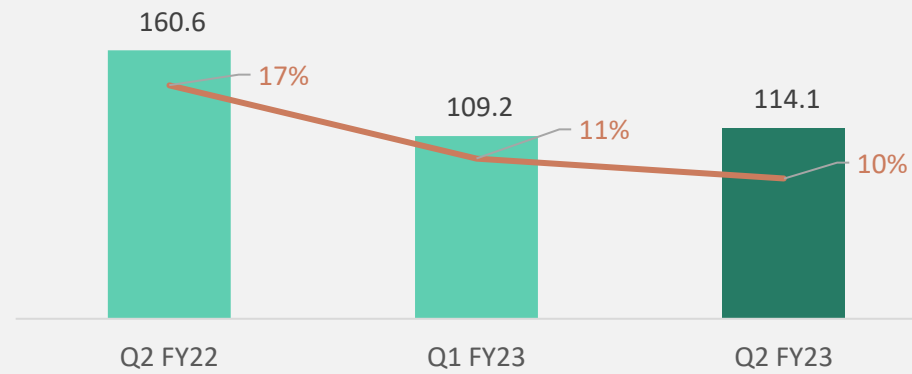
REVENUE



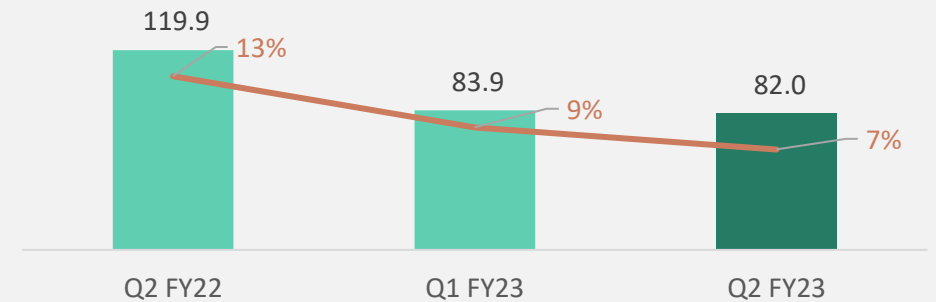
EBITDA & % TO SALE



PBT & % TO SALE

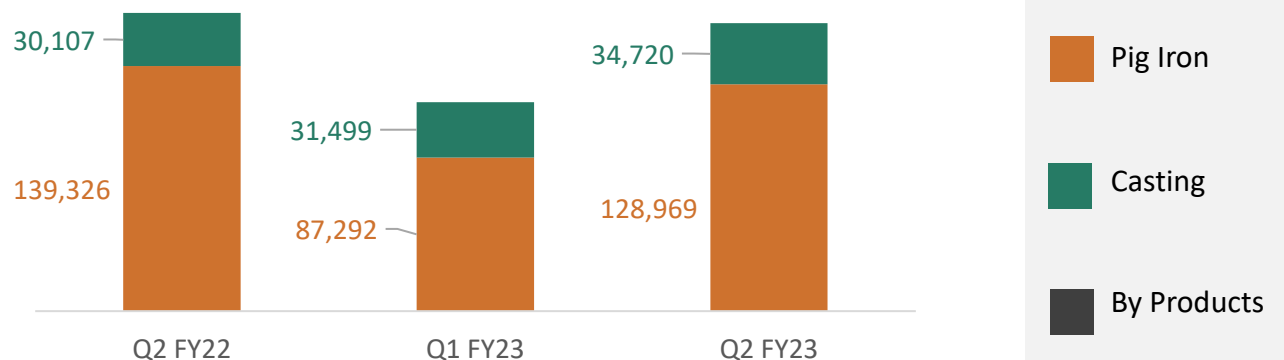


PAT & % TO SALE



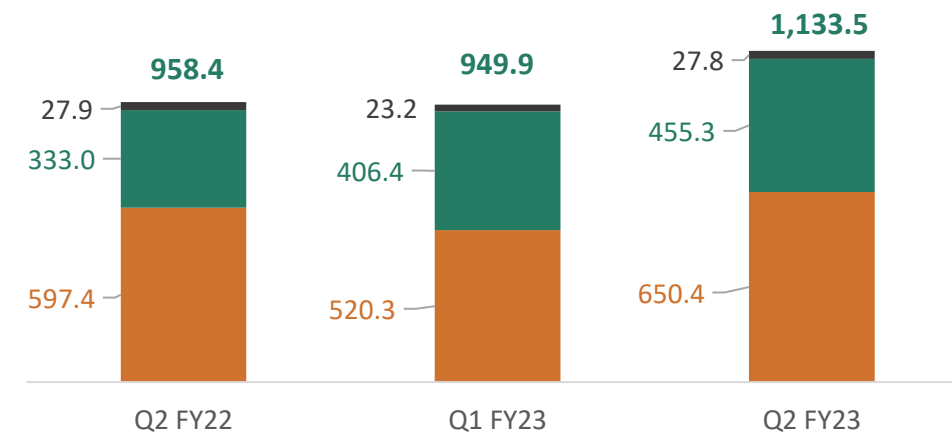
Volume and Sales Update - Standalone Quarterly

VOLUME (MT)



Volume	Pig Iron	Castings
Q-o-Q	48%	10%
Y-o-Y	-7%	15%

SALES (INR Crore)



Sales	Pig Iron	Castings
Q-o-Q	25%	12%
Y-o-Y	9%	37%

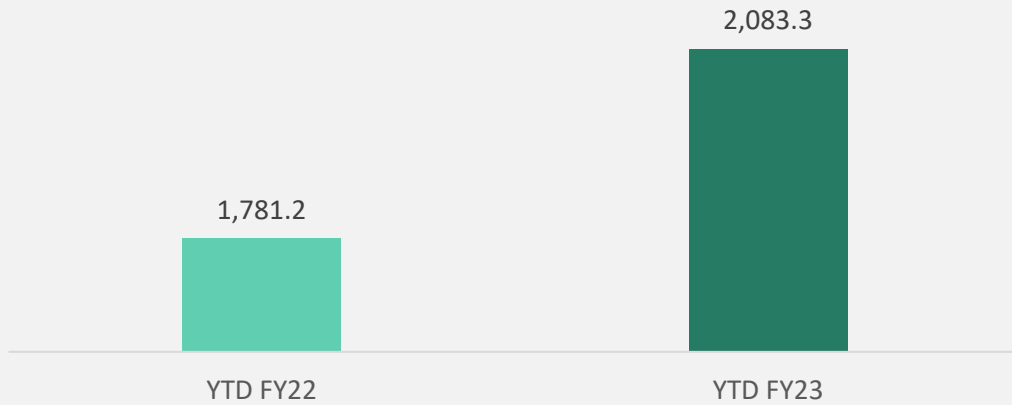
REALISATION

	Q2 FY22	Q1 FY23	Q2 FY23
Pig Iron (INR PMT)	42,880	59,606	50,429
Castings (INR Per Kg)	110.62	129.01	131.13

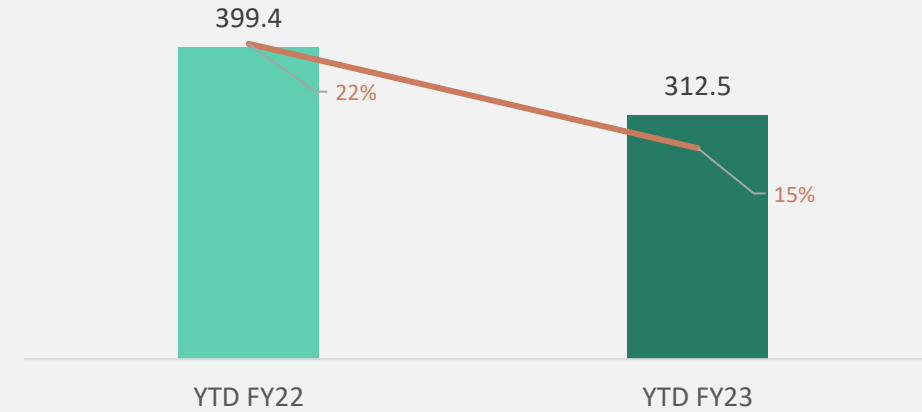
P&L Highlights – Standalone YTD

All amounts in INR Crores.

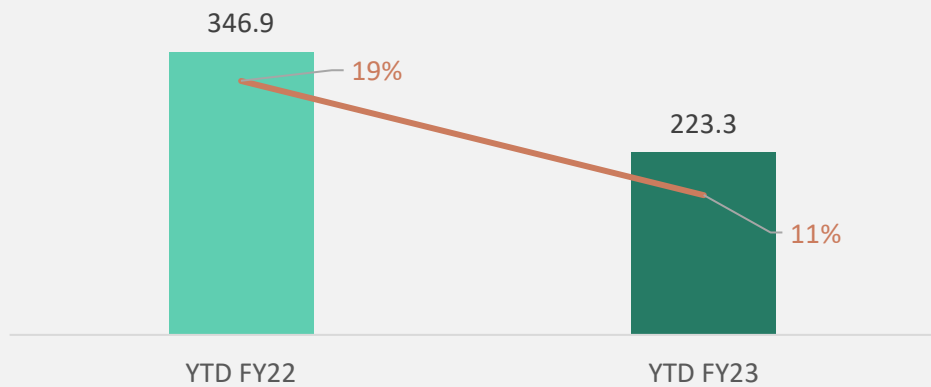
REVENUE



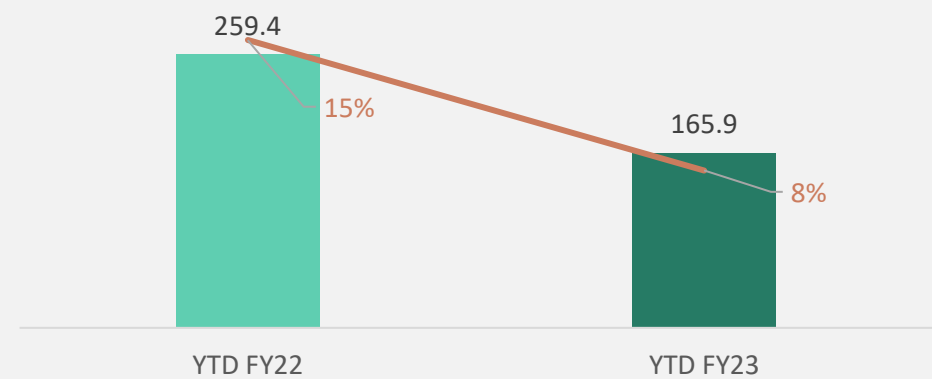
EBITDA & % TO SALE



PBT & % TO SALE

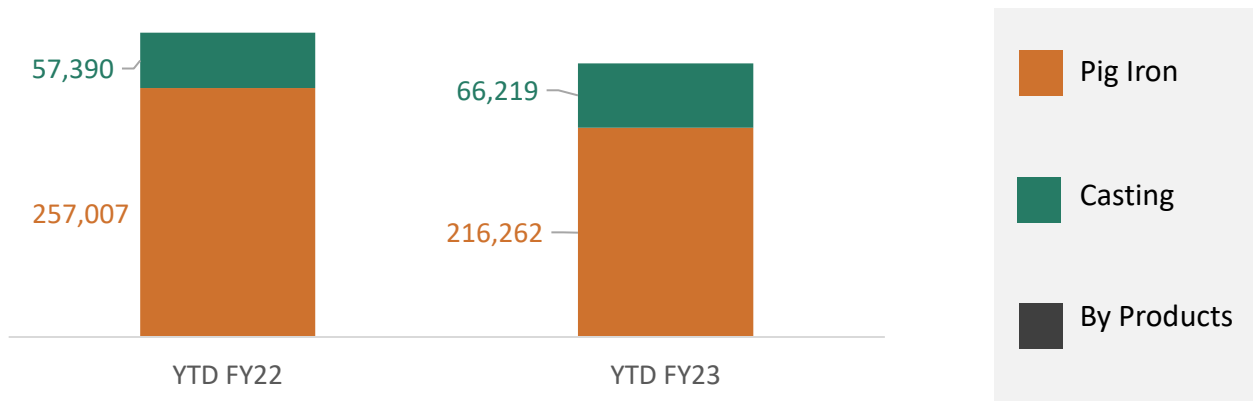


PAT & % TO SALE



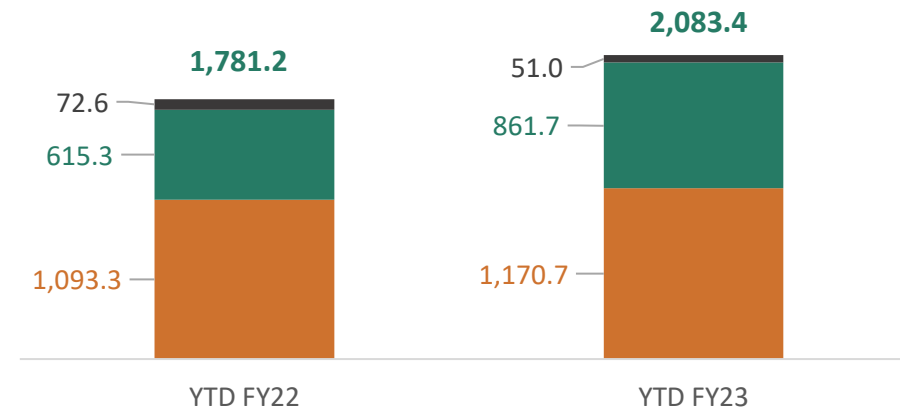
Volume and Sales Update - Standalone YTD

VOLUME (MT)



Volume	Pig Iron	Castings
Y-o-Y	-16%	15%

SALES (INR Crore)



Sales	Pig Iron	Castings
Y-o-Y	7%	40%

REALISATION

	YTD FY22	YTD FY23
Pig Iron (INR PMT)	42,539	54,133
Castings (INR Per Kg)	107.22	130.12

P&L Standalone

All numbers in INR Crores.

Particulars	Quarter ended			Period ended		Year ended
	30/9/2022	30/6/2022	30/9/2021	30/9/2022	30/9/2021	31/3/2022
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	1,133.47	949.88	958.38	2,083.35	1,781.21	3,614.97
Other Income	21.22	14.63	0.73	35.85	1.74	11.29
Total income (1+2)	1,154.69	964.51	959.11	2,119.20	1,782.95	3,626.26
Expenses						
(a) Cost of Materials consumed	757.96	606.20	575.18	1,364.16	1,027.07	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	11.44	(0.36)	3.04	11.08	(6.54)	(29.71)
(d) Employee benefits expense	36.27	32.48	32.25	68.75	61.59	133.39
(e) Finance costs	20.21	19.28	5.05	39.49	10.39	27.86
(f) Depreciation and amortisation	25.43	24.27	21.27	49.70	42.11	87.86
(g) Other expenses	189.33	173.41	161.74	362.74	301.40	638.68
Total Expenses	1,040.64	855.28	798.53	1,895.92	1,436.02	3,083.57
Profit Before tax	114.05	109.23	160.58	223.28	346.93	542.69
Profit After tax	82.00	83.85	119.91	165.85	259.41	406.10
EBITDA	159.69	152.78	186.90	312.47	399.43	658.41

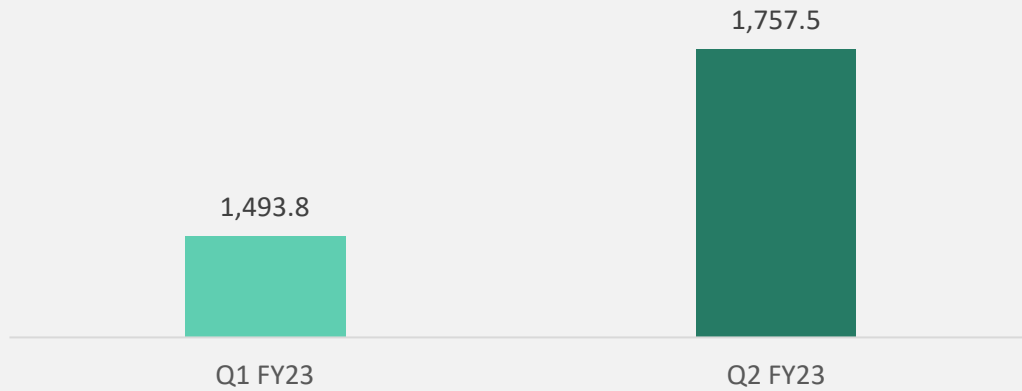
Key Ratios standalone

Particulars	Quarter Ended			Period Ended		Year Ended
	30/9/2022	30/6/2022	30/9/2021	30/9/2022	30/9/2021	31/3/2022
Material Costs	67.9%	63.8%	60.3%	66.0%	57.3%	60.7%
Power Costs	2.9%	3.2%	2.5%	3.0%	2.6%	2.2%
Employee Benefit Expenses	3.2%	3.4%	3.4%	3.3%	3.5%	3.7%
Finance Costs	1.8%	2.0%	0.5%	1.9%	0.6%	0.8%
PBT	10.1%	11.5%	16.8%	10.7%	19.5%	15.0%
PAT	7.2%	8.8%	12.5%	8.0%	14.6%	11.2%
EBITDA	14.1%	16.1%	19.5%	15.0%	22.4%	18.2%

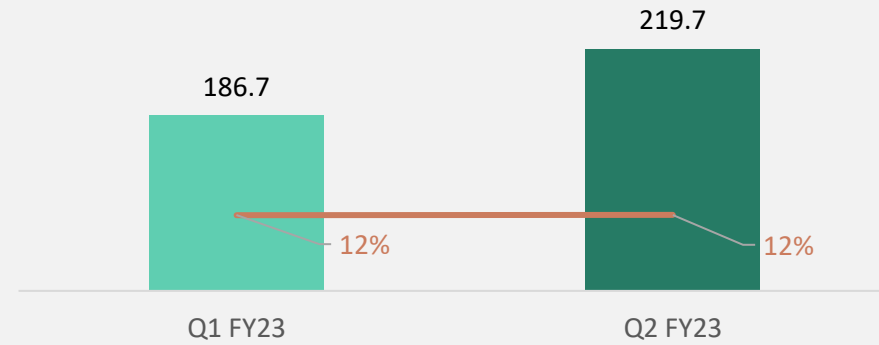
P&L Highlights – Consolidated Quarterly

All amounts in INR Crores.

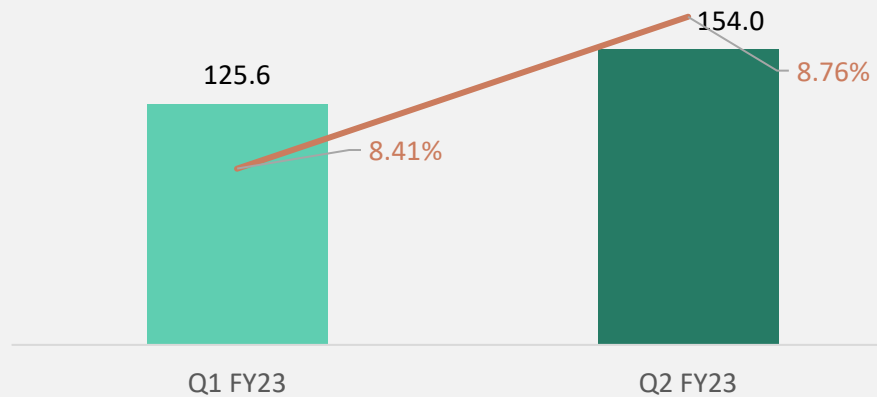
REVENUE



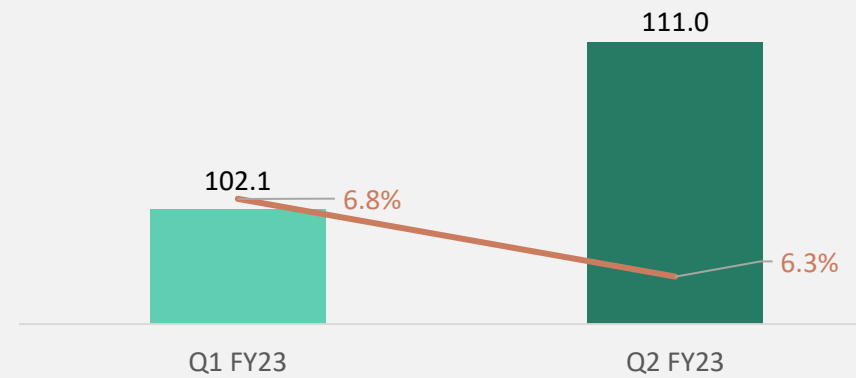
EBITDA & % TO SALE



PBT & % TO SALE



PAT & % TO SALE



P&L Consolidated#

All numbers in INR Crores.

Particulars	Quarter Ended		Period ended	Year ended
	30-Sep-22	30-Jun-22	30-Sep-22	31-Mar-22
	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	1,757.54	1,493.82	3,251.36	3,748.29
Other Income	19.99	12.93	32.92	11.92
Total income (1+2)	1,777.54	1,506.75	3,284.29	3,760.21
Expenses				
(a) Cost of Materials consumed	1,017.25	900.98	1,918.23	2,296.23
(b) Purchase of stock-in-trade	-	-	-	-
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	64.16	(20.20)	43.96	(29.52)
(d) Employee benefits expense	76.64	73.18	149.82	139.50
(e) Finance costs	24.61	20.42	45.03	29.58
(f) Depreciation and amortisation	41.08	40.66	81.74	92.04
(g) Other expenses	399.82	366.10	765.92	699.19
Total Expenses	1,623.56	1,381.14	3,004.70	3,227.02
Profit Before tax	153.98	125.61	279.59	533.19
Profit After tax	110.99	102.08	213.07	299.72
EBITDA	219.67	186.69	406.36	654.81



Business Updates



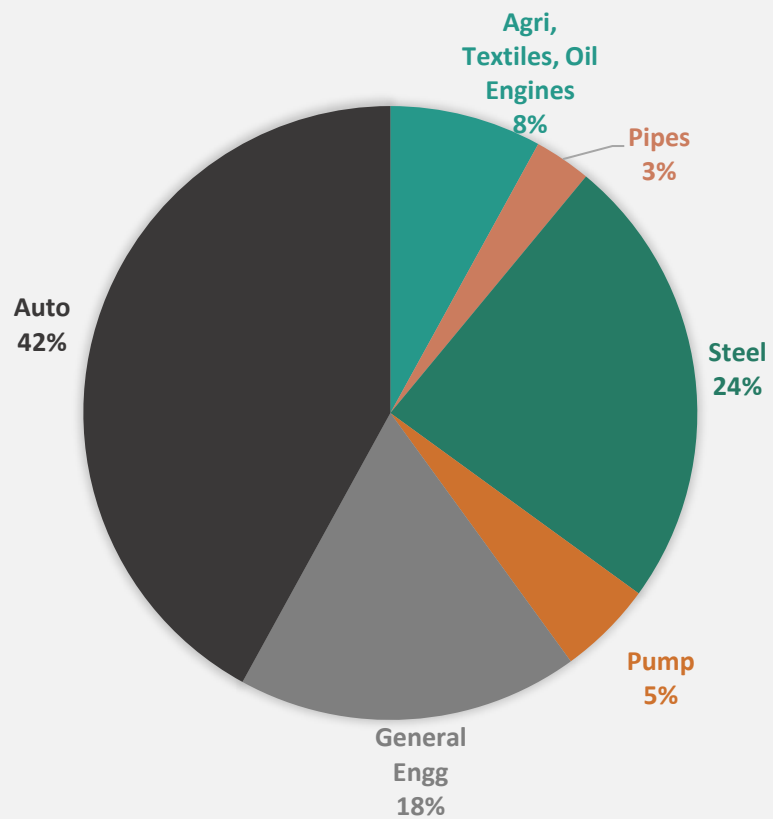
Financial Highlights



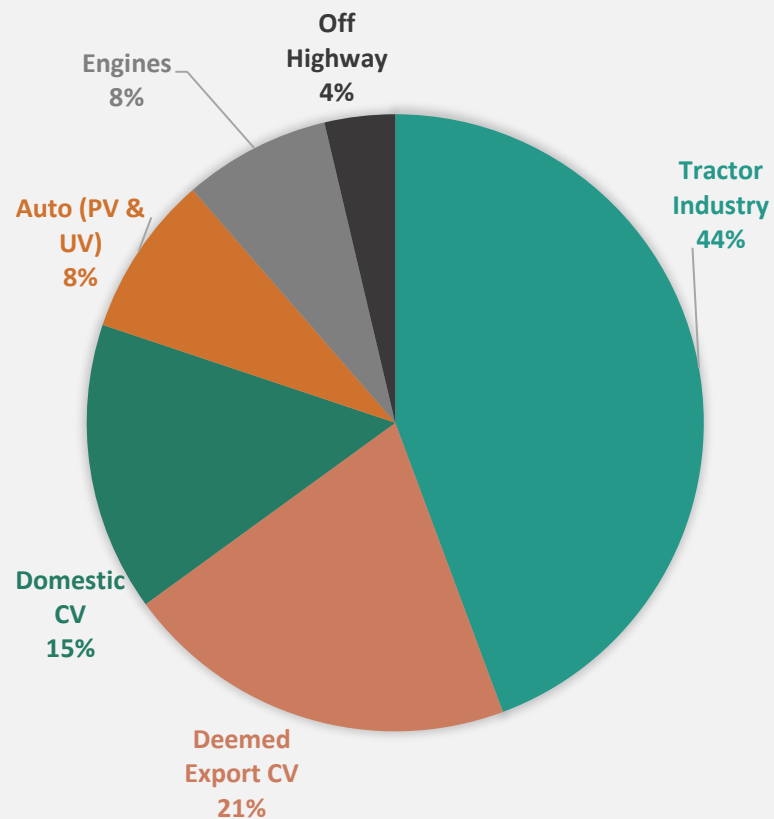
Other Updates

End User Profile

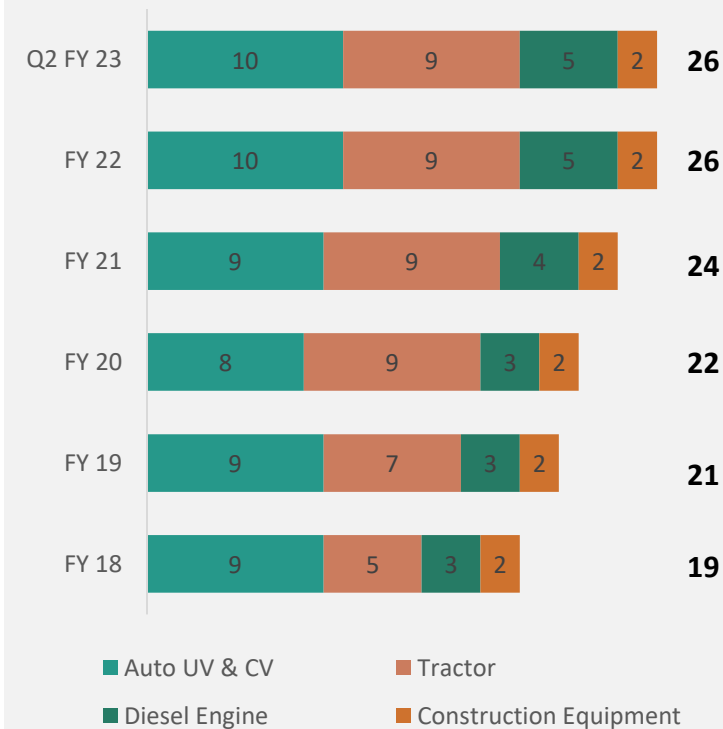
Pig Iron



Castings



Castings Customer Base



Updates for Q2 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	Coke Oven: Reduction in imported coke dependency Power Plant: Power cost reduction & self sufficiency	QIV 2022-23
2	Mini Blast Furnace-2 Upgradation with Bell less top	Capacity enhancement, reduction in coal/coke consumption	Jul-22
3	Machining capacity enhancement	Ramping up machine shop capacity	FY2022-23
4	Pulverized Coal Injection	Reduction in coke consumption	QI 2023-24
5	Expansion of Fettling & Finishing capacity	Capacity Enhancement	Phase-1 Completed in Q4 2021-22 and Phase-II in FY 2022-23
6	New Foundry Line at Solapur	High pressure module; for auto sector opportunity	QIII 2022-23



Thank You

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