

**Investor Presentation**  
**Q2 FY2022**  
**25<sup>th</sup> October 2021**

# Disclaimer

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**KFIL Vision, Mission  
and Values**



**Financial Highlights**



**Other Updates**

## VISION

Be a sustainable growing organisation creating value to all stakeholders

## MISSION

To become a Billion \$ company by 2030

### ❖ Pig Iron

- To be a lowest cost producer
- Expand in to value added products
- To achieve 0.7 Million Tons of liquid metal by 2022

### ❖ Casting

- Exceed customer expectation in Product development, Quality & Delivery
- Expand into new segments of casting and value addition by machining.
- To achieve 0.2 Million Tons casting sales by 2025
- Expand into new products beyond iron castings.

To be a preferred Employer & responsible neighbor.

# Values



## EXCELLENCE

In everything we do, quality without compromise



## INTEGRITY

Say what we do, and do what we say



## COLLABORATION

We grow with people and partners



## EMPATHY

Towards all Stakeholders

We always listen, and learn



## VALUE CREATION

Towards all Stakeholders

We're building for a shared prosperous future



## INNOVATIVE THINKING

Be bold and brave, & stay relevant



KFIL Vision. Mission  
and Values



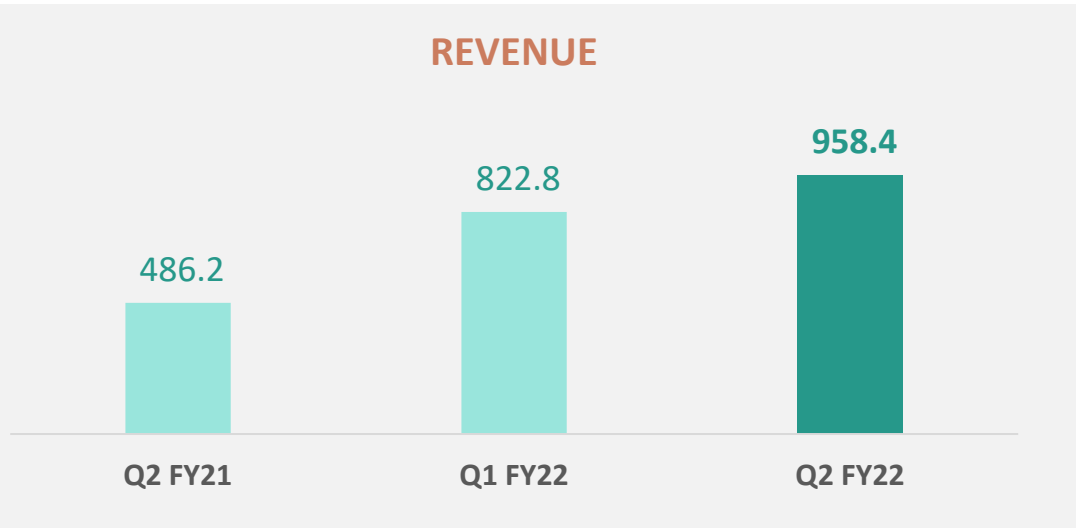
**Financial Highlights**



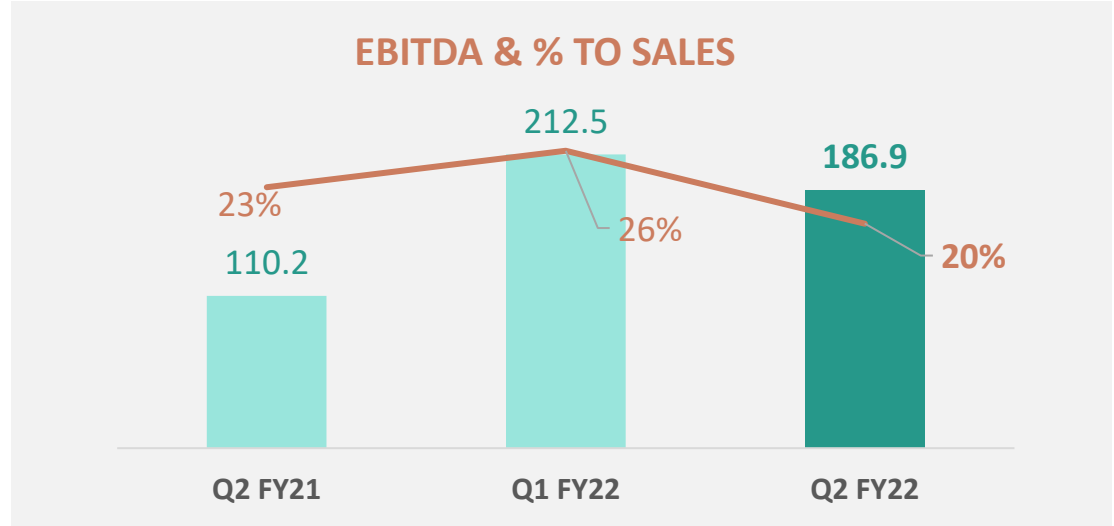
Other Updates

# P&L Highlights - Quarterly

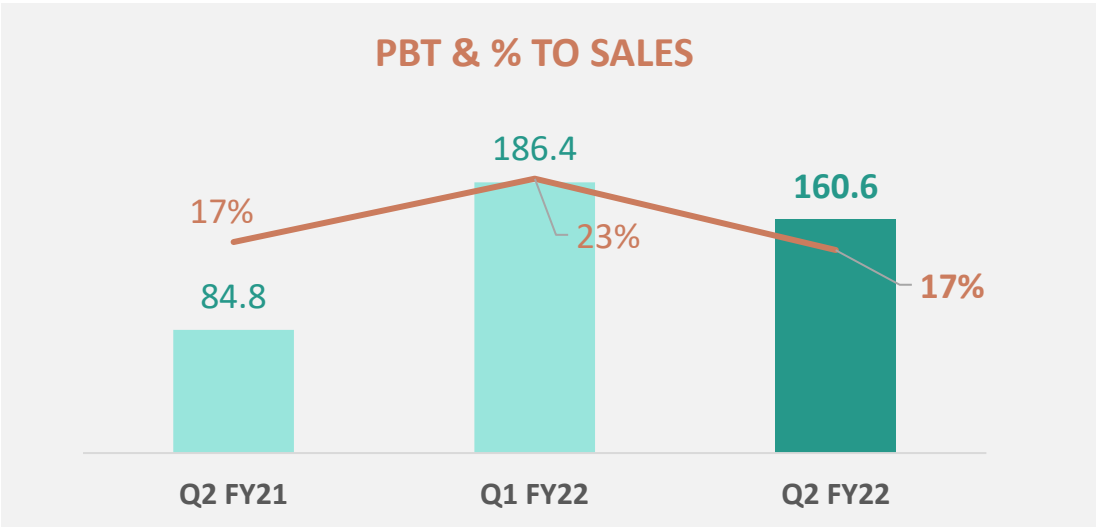
## REVENUE



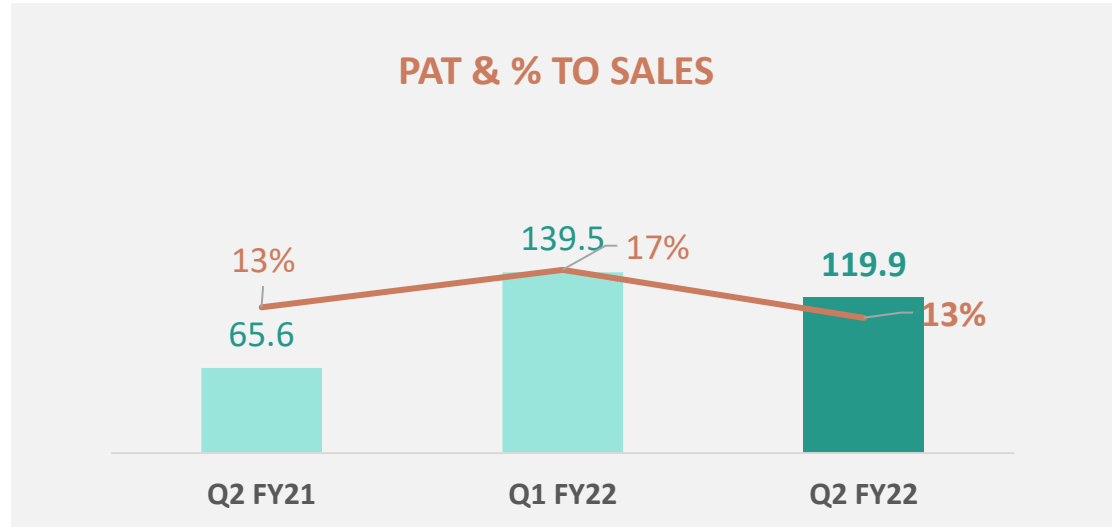
## EBITDA & % TO SALES



## PBT & % TO SALES



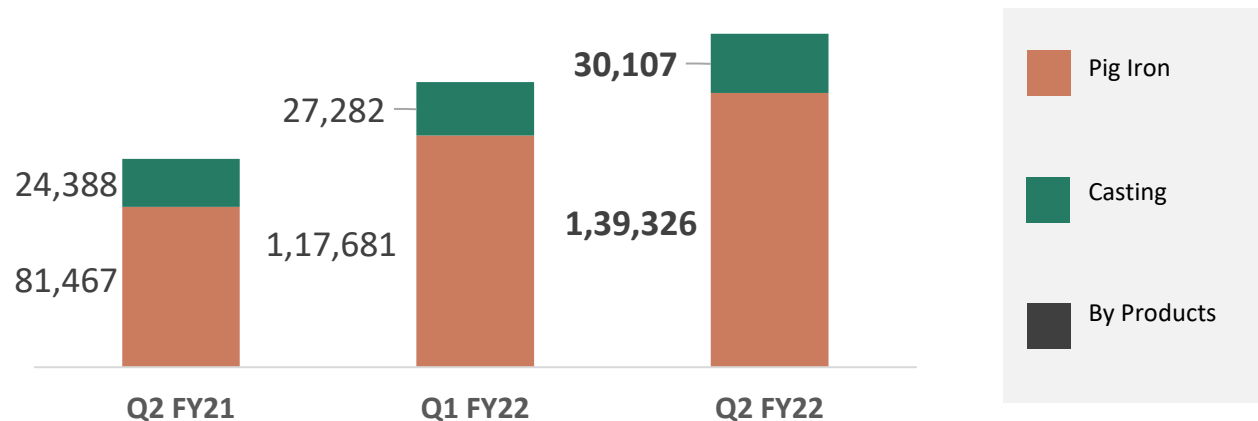
## PAT & % TO SALES



All amounts in INR Crores.

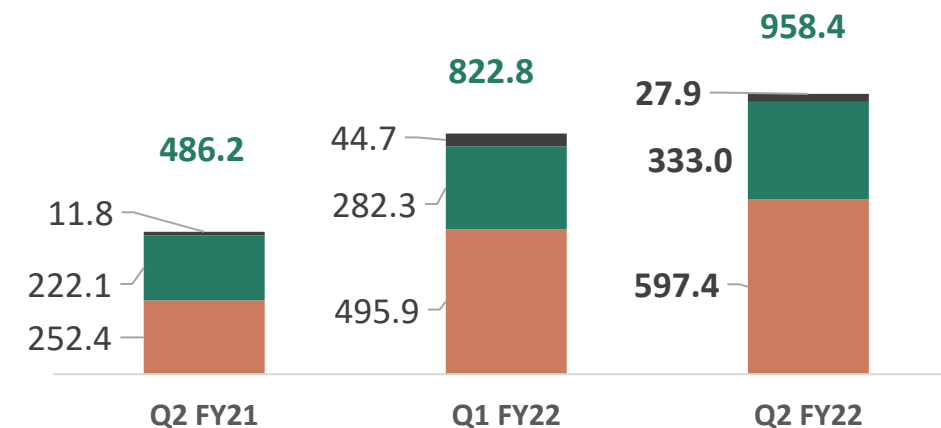
# Volume and Sales Update - Quarterly

## VOLUME (MT)



Volume	Pig Iron	Castings
Q-o-Q	18%	10%
Y-o-Y	71%	23%

## SALES (INR Crore)



Sales	Pig Iron	Castings
Q-o-Q	20%	18%
Y-o-Y	137%	50%

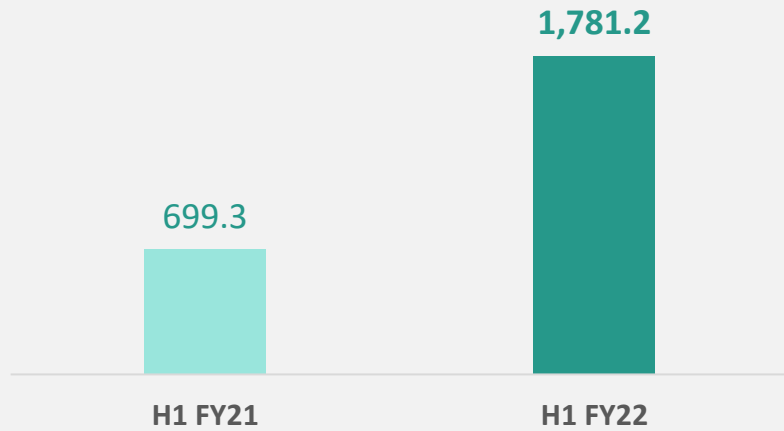
## REALISATION

	Q2 FY21	Q1 FY22	Q2 FY22
Pig Iron (INR PMT)	30,978	42,135	42,880
Castings (INR Per Kg)	91.08	103.47	110.62

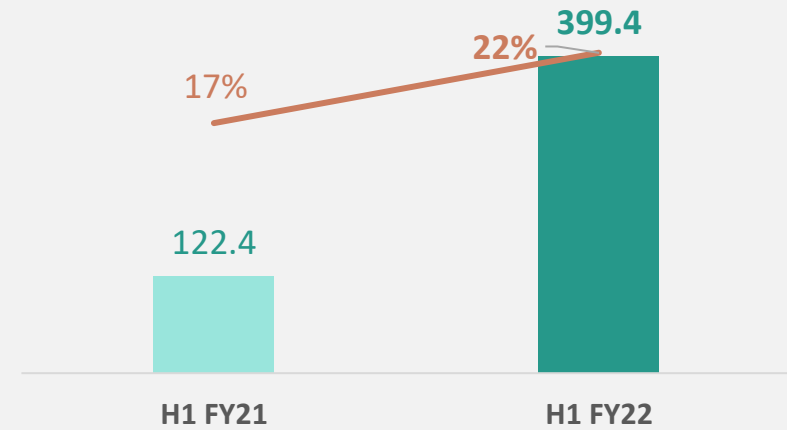


# P&L Highlights - YTD

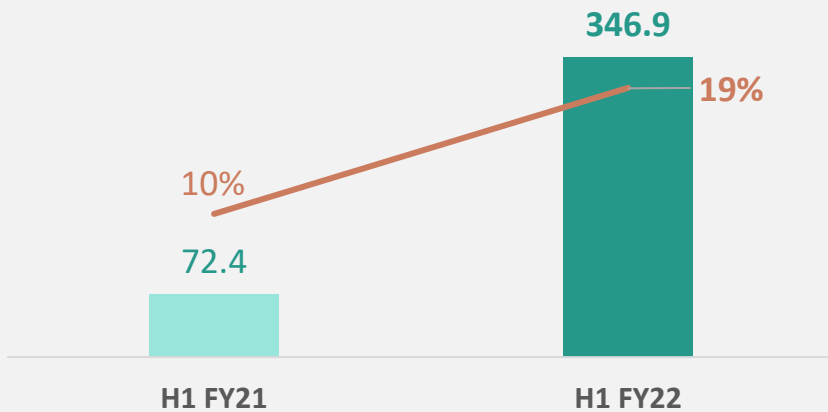
Revenue



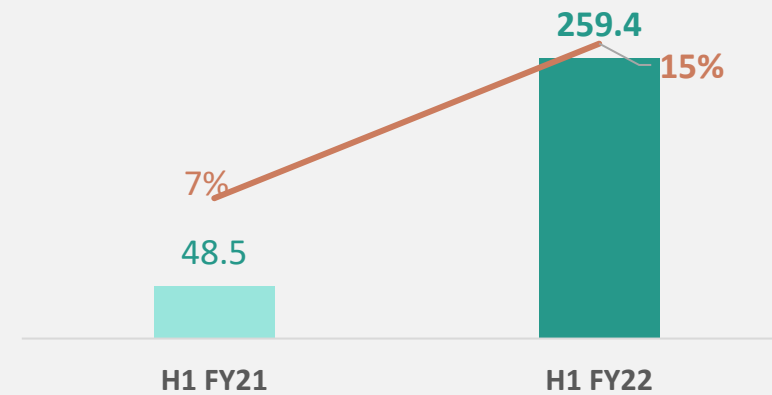
EBITDA & % TO SALES



PBT & % TO SALES



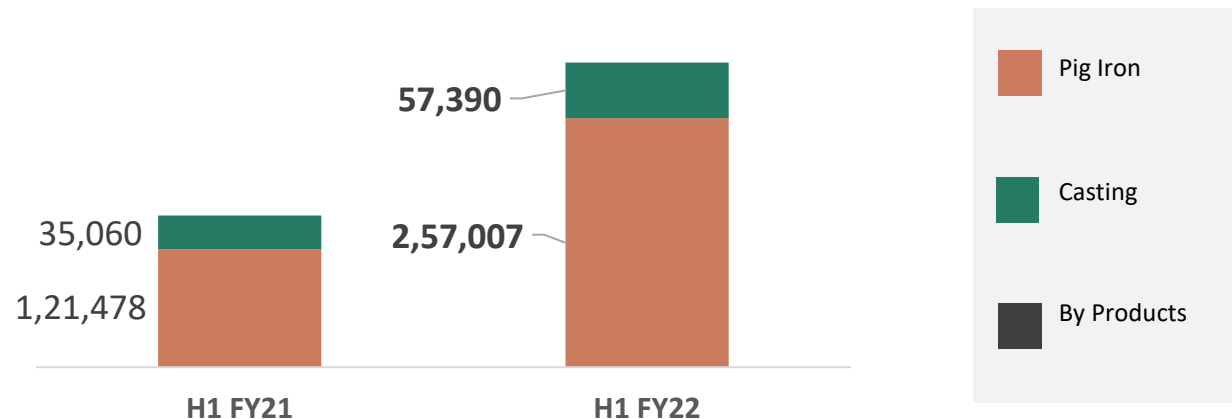
PAT & % TO SALES



All amounts in INR Crores.

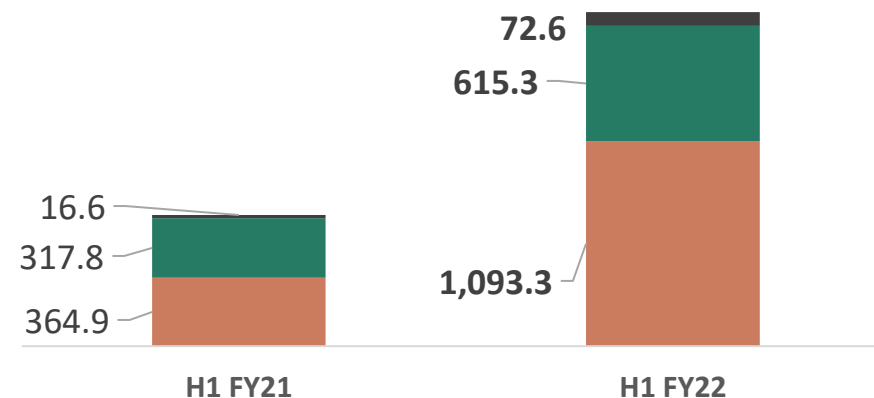
# Volume and Sales Update - YTD

## VOLUME (MT)



Volume	Pig Iron	Castings
Y-o-Y	112%	64%

## SALES (INR Crore)



Sales	Pig Iron	Castings
Y-o-Y	200%	94%

## REALISATION

	H1 FY21	H1 FY22
Pig Iron (INR PMT)	30,038	42,539
Castings (INR Per Kg)	90.64	107.22

Particulars	Quarter Ended			Half Year Ended		Year Ended
	30-Sep-21	30-Jun-21	30-Sep-20	30-Sep-21	30-Sep-20	31-Mar-21
	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Audited
<b>Revenue from Operations</b>	<b>958.38</b>	<b>822.83</b>	<b>486.24</b>	<b>1,781.21</b>	<b>699.28</b>	<b>2,038.08</b>
Other Income	0.73	1.01	0.67	1.74	1.28	2.83
<b>Total income (1+2)</b>	<b>959.11</b>	<b>823.84</b>	<b>486.91</b>	<b>1,782.95</b>	<b>700.56</b>	<b>2,040.91</b>
Expenses						
(a) Cost of Materials consumed	575.18	451.89	250.78	1,027.07	367.63	1,048.79
(b) Purchase of stock-in-trade	-	-	-	-	-	-
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	3.04	-9.58	0.93	-6.54	10.51	3.45
(d) Employee benefits expense	32.25	29.34	24.16	61.59	43.71	106.62
(e) Finance costs	5.05	5.34	6.43	10.39	13.25	25.16
(f) Depreciation and amortisation	21.27	20.84	19.02	42.11	36.67	75.98
(g) Other expenses	161.74	139.66	100.84	301.40	156.35	417.72
<b>Total Expenses</b>	<b>798.53</b>	<b>637.49</b>	<b>402.16</b>	<b>1,436.02</b>	<b>628.12</b>	<b>1,677.72</b>
<b>Profit Before tax</b>	<b>160.58</b>	<b>186.35</b>	<b>84.75</b>	<b>346.93</b>	<b>72.44</b>	<b>363.19</b>
<b>Profit After tax</b>	<b>119.91</b>	<b>139.50</b>	<b>65.55</b>	<b>259.41</b>	<b>48.46</b>	<b>302.11</b>
<b>EBITDA</b>	<b>186.90</b>	<b>212.53</b>	<b>110.20</b>	<b>399.43</b>	<b>122.36</b>	<b>464.33</b>

# Key Ratios

Particulars	Quarter Ended			Half Year Ended		Year Ended
	30 Sep 2021	30 Jun 2021	30 Sep 2020	30 Sep 2021	30 Sep 2020	31 Mar 2021
Material Costs	<b>60.3%</b>	53.8%	51.8%	<b>57.3%</b>	54.1%	51.6%
Power Costs	<b>2.5%</b>	2.7%	4.5%	<b>2.6%</b>	5.3%	4.0%
Employee Benefit Expenses	<b>3.4%</b>	3.6%	5.0%	<b>3.5%</b>	6.3%	5.2%
Finance Costs	<b>0.5%</b>	0.6%	1.3%	<b>0.6%</b>	1.9%	1.2%
PBT	<b>16.8%</b>	22.6%	17.4%	<b>19.5%</b>	10.4%	17.8%
PAT	<b>12.5%</b>	17.0%	13.5%	<b>14.6%</b>	6.9%	14.8%
EBITDA	<b>19.5%</b>	25.8%	22.7%	<b>22.4%</b>	17.5%	22.8%



**KFIL Vision. Mission  
and Values**



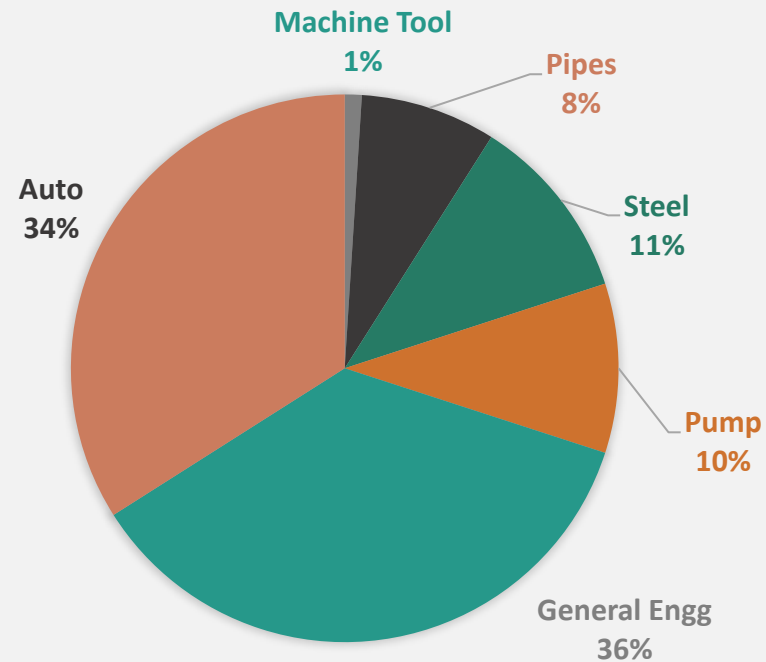
**Financial Highlights**



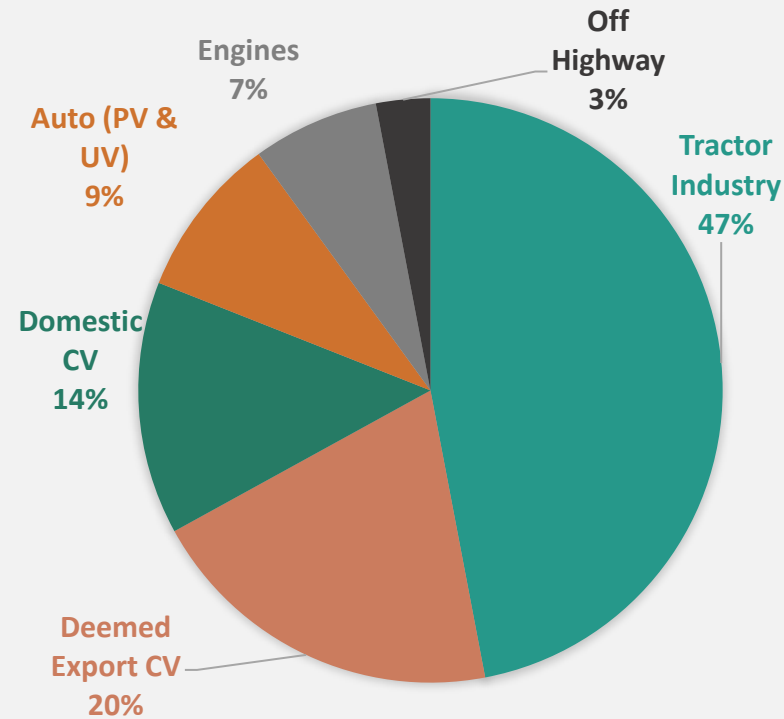
**Other Updates**

# End User Profile

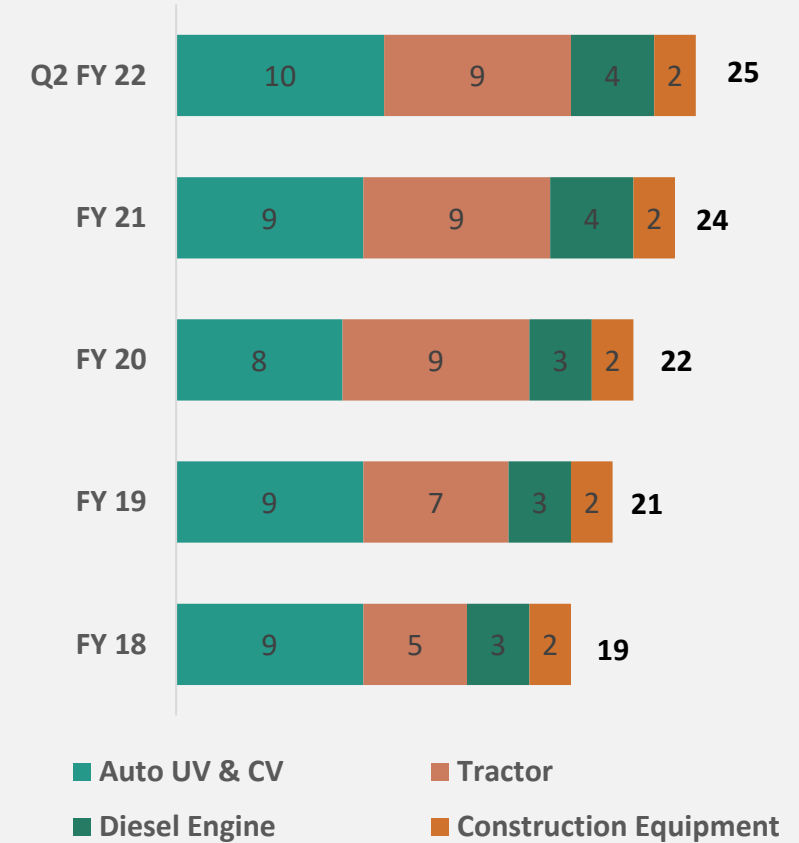
## Pig Iron



## Castings



## Castings Customer Base



Updates for Q2 FY 2021-22.

# 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	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	FY2022-23
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

- **Project Work for Coke Oven and Power Plant Phase II commenced during the quarter**

# Thank You

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