



Enriching Lives

Kirloskar Ferrous Industries Limited

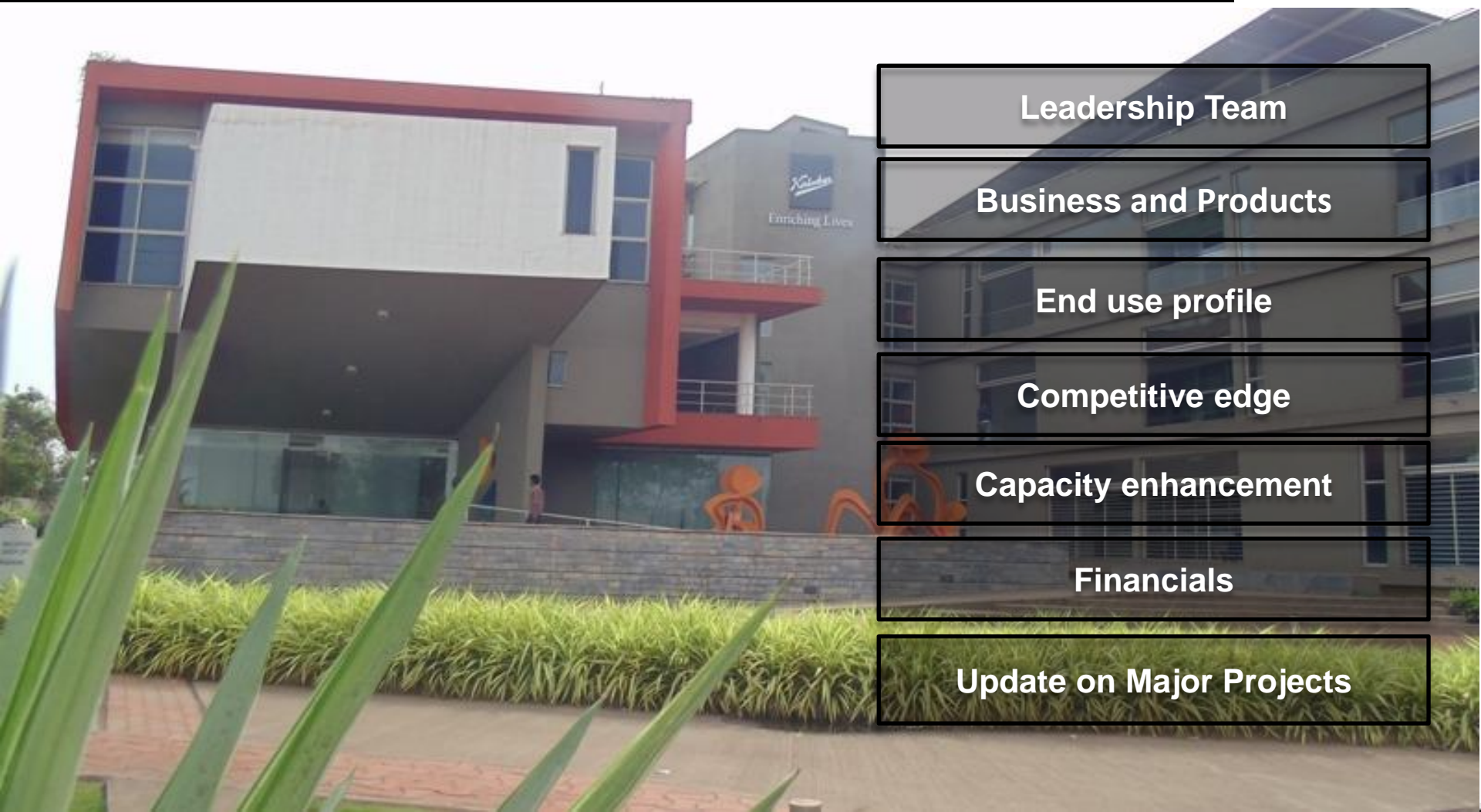
Financial Analyst Meet

August 20, 2018

Kirloskar Ferrous Industries Limited



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Leadership Team

Business and Products

End use profile

Competitive edge

Capacity enhancement

Financials

Update on Major Projects

Leadership Team



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R.V. Gumaste
Managing Director



C.S. Panicker
Company Secretary



S.L. Kulkarni
Plant Head - Solapur



Narayana P
Head H.R



R.S. Srivatsan
CFO



N.B. Ektare
Plant Head - Koppal

Our Business



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- ❖ The Koppal plant has highly advanced manufacturing facility and is strategically located near Hospet-Bellary-Sandur iron ore area
 - **Pig iron** - Capacity-3,91,000 MT
 - **Casting** - Capacity-90,000 MT

- ❖ The Solapur plant has **casting manufacturing** facility - Capacity-42,000 MT

Both Koppal and Solapur units have **forward integration** to semi-finish machining facility for castings

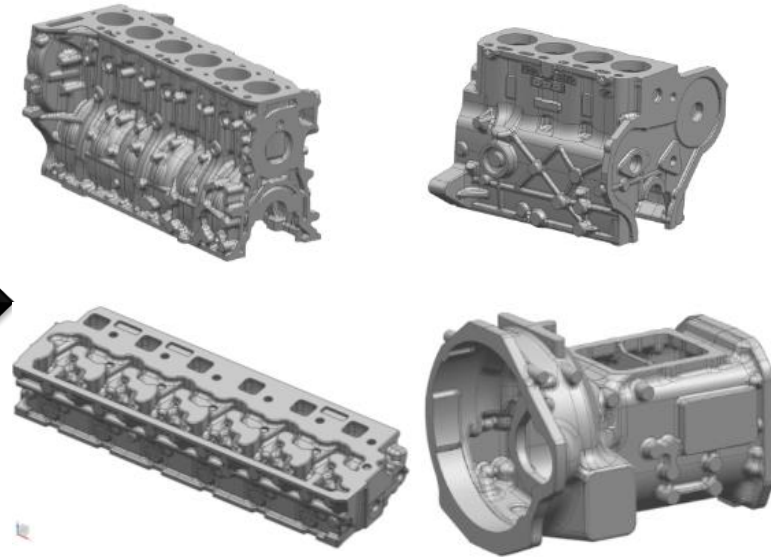
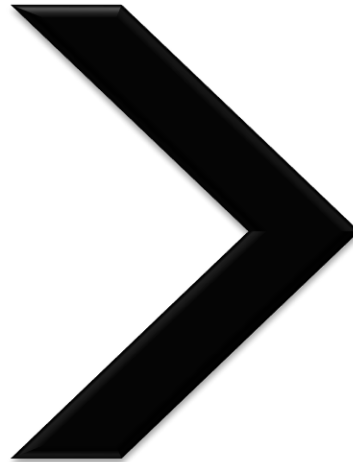
Our Products



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CASTINGS

- Water-jacketed Blocks
- Non Water-jacketed Blocks
- Cylinder Heads
- Housings

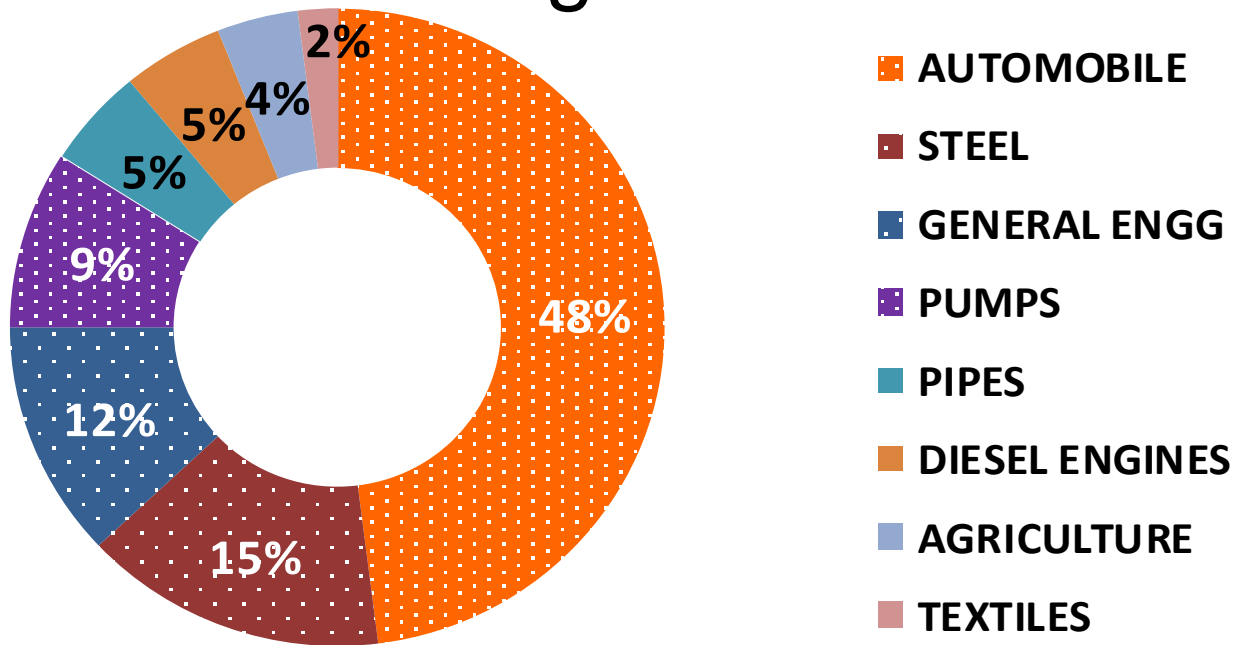


PIG IRON

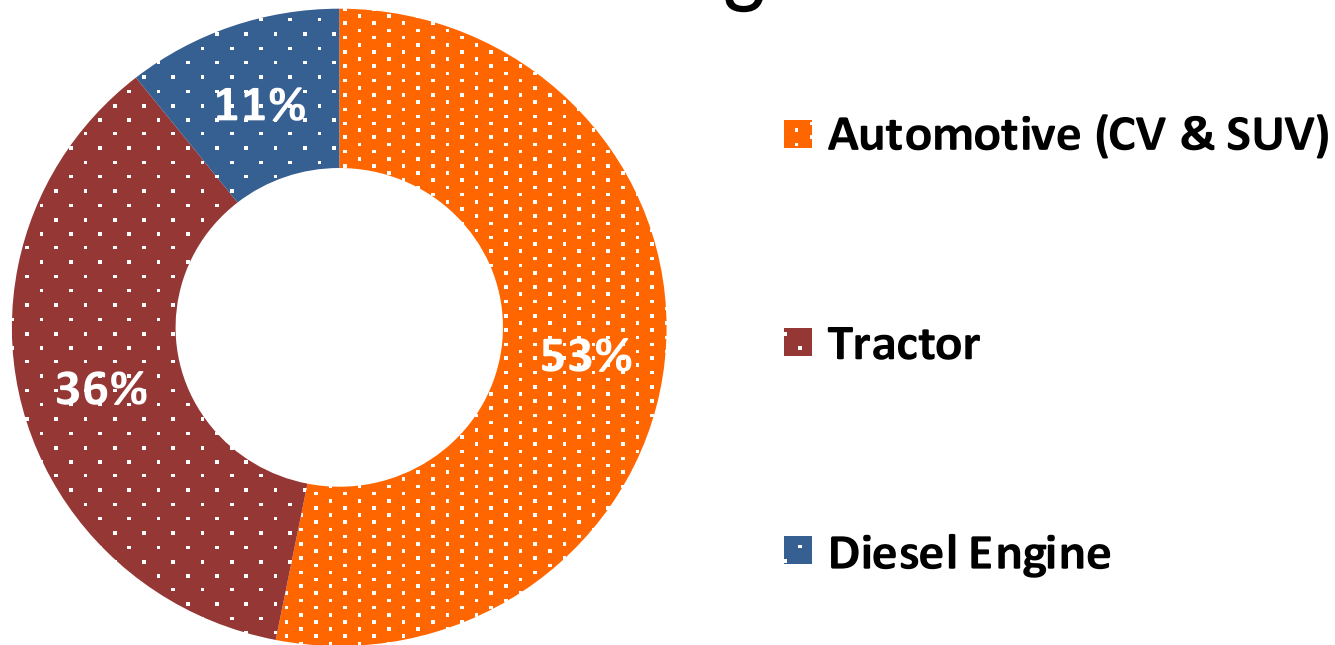
- Foundry Grade
- S. G. Grade
- Basic Grade



Pig Iron



Castings



Competitive edge



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Pig Iron

- Quality – customised product
- Commitment to Quality, Cost, Delivery and Service
- Long term customer relationship
- Zero customer complaints
- Good Market network

Market share of KFIL for Foundry grade Pig iron - 26%

Castings

- Quality capacity with contemporary technology
- Prototype castings – 3D printing technology
- Faster new product development
- Quality Castings
- Delivery performance – On Time In Full

Market share – 16% for KFIL castings

Capacity enhancement



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Castings

- Robust growth in Auto and Tractor sectors
- Existing capacities are getting booked
- Demand for higher volumes with latest technology

- **There is a need to install additional Casting capacity**
- **Enhancing Machining capacity at Koppal and Solapur plants**



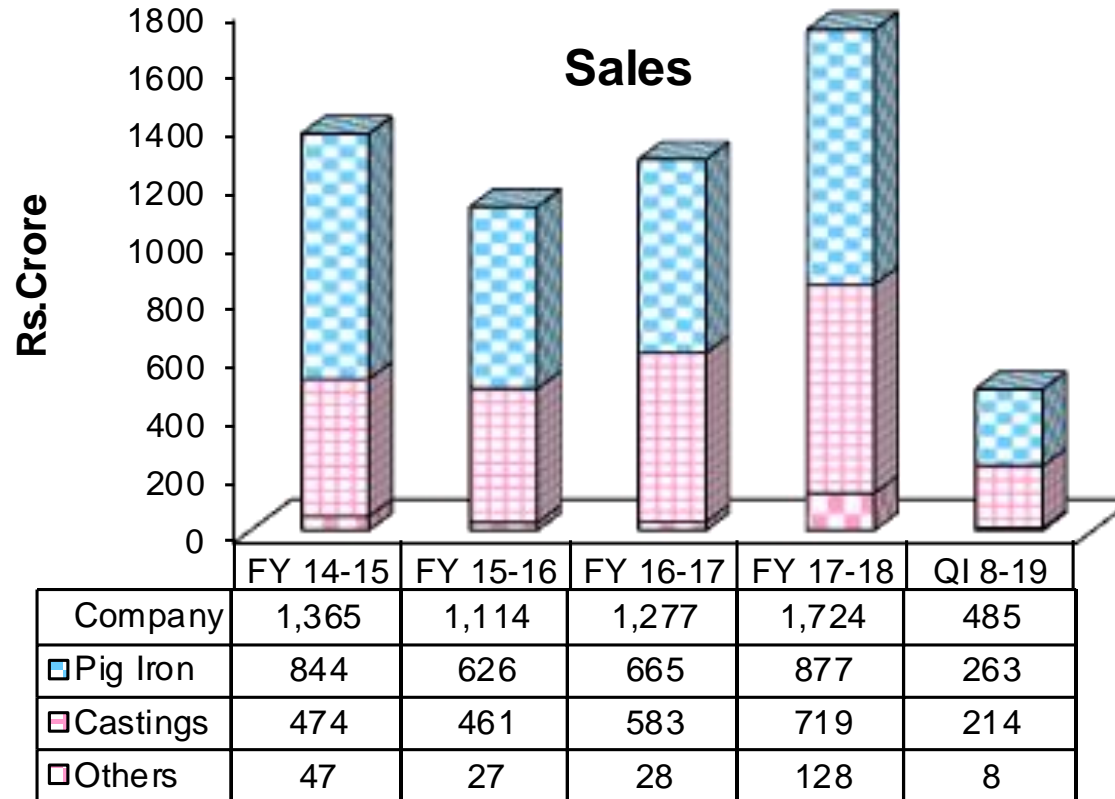
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Financials

Financials



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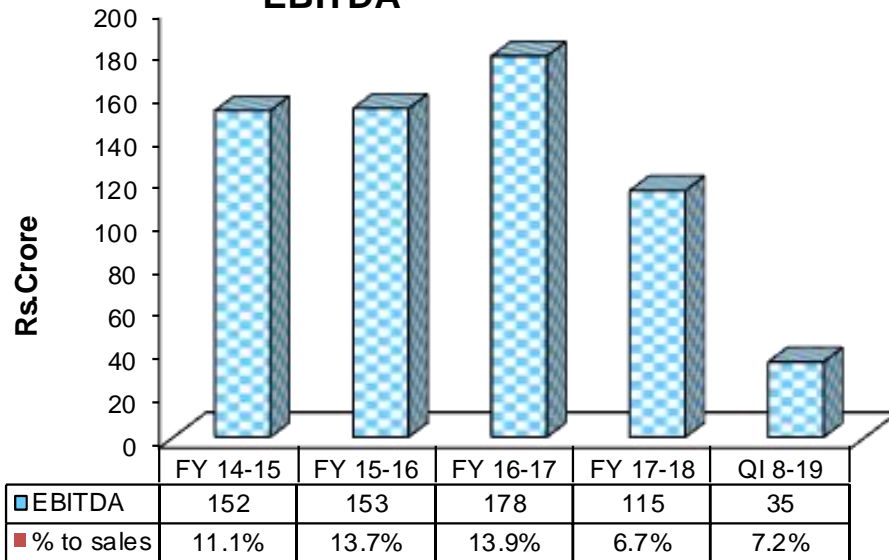


Financials

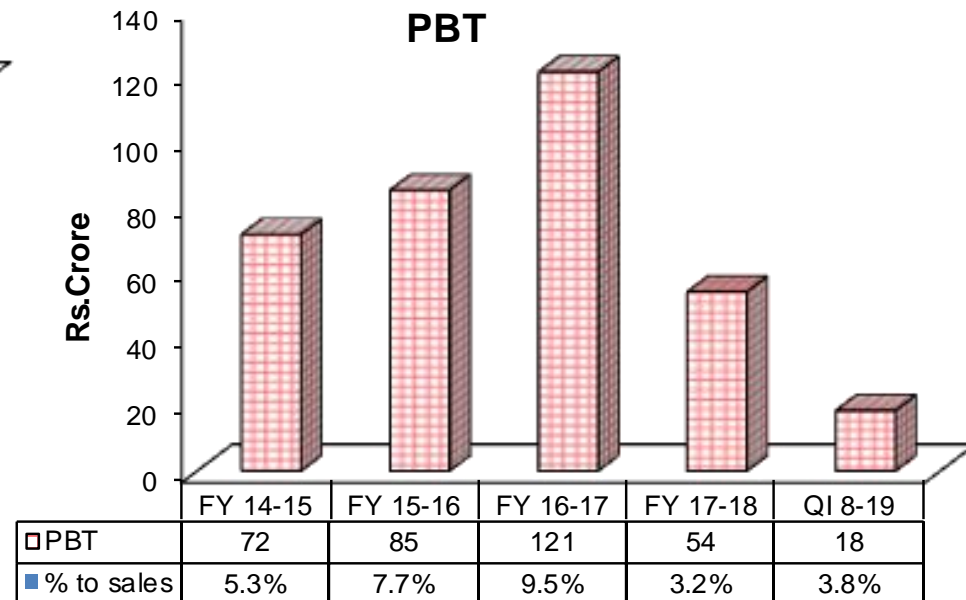


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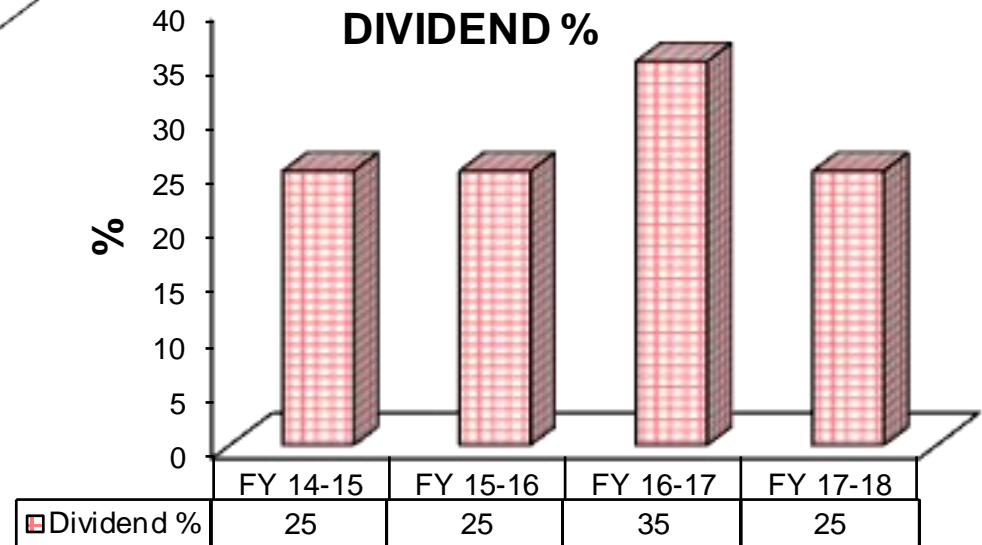
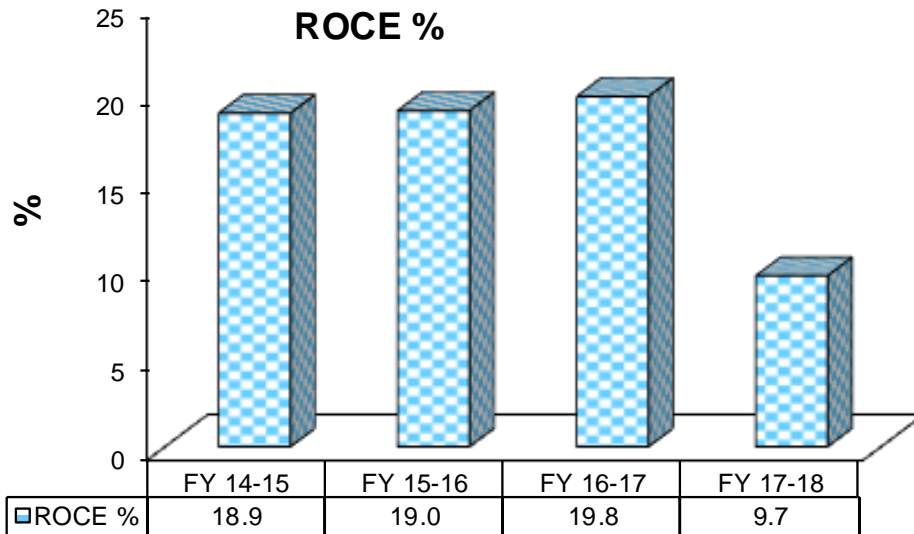
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Financials



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Update on Major Projects

Capex outlay



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Proposed capex outlay for major projects from the FY 2018-19 to FY 2020-21 is estimated at around Rs.500 Crores. This amount does not include investment for establishing new Casting lines

Railway Siding



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Objective

To enable bulk movement of goods and to achieve logistic cost benefits

Estimated Time line for completion

Q3 of FY 2018-19



0.2 MTPA Coke oven with 20 MW Power Plant



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Objective :

1. Coke Oven:

To Reduce dependency on imported coke by installing coke oven plant .

Presently coke is sourced through

a) Import & domestic coke
Procurement

b) conversion of coal to coke
from merchant cokeries

2. Power Plant

a) To achieve self-sufficiency on
power from installation of
power plant

b) To achieve power cost
reduction.



Estimated Timeline for completion:

Q4 of FY 2019- 20

Pulverized Coal Injection



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Objective	To inject Pulverized Coal and to reduce coke consumption to achieve cost reduction
Estimated Time line for completion	Q4 of FY 2019-20



Mini Blast Furnace-2 Up gradation and Bell less top for MBFs'



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Objective

- Production capacity enhancement from 3,91,000 TPA to 4,25,000 TPA
- Reduction in coal/coke consumption
- Achieve better productivity
- Increased life of refractory lining

Estimated Time line for completion

Q3 of FY2020-21



Solar Power Plant at Solapur - 10 MW



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Objective	To achieve : 1) captive power consumption of around 50% of total Solapur Unit power requirement 2) power cost reduction
Estimated Time line for completion	Q2 of FY 2018-19



Machine shop at KFIL



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Objective	To offer machined castings to customers and to achieve higher realisation and value addition
Time line for completion	Phase 1 : 2018-19 Q2 Phase 2 : 2018-19 Q4



Disclaimer



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Thank you