

**Presentation for Investors Call
25th January 2022**

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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

Performance Update

- Continued strong demand for both pig iron and casting
- Pressure on commodity prices in the view of global geopolitical scenarios and issues with logistics
- Continued uptrend in commodity prices has put pressure on the margins
- Tight control on the costs has helped to ease out the pressure on the margins

Update – Proposed ISMT acquisition

- Both the companies' shareholders approved the transaction
- Obtaining approval from CCI and SEBI is in progress
- Updates with regard to ongoing litigations have been disclosed from time to time
- Acquisition proceedings will follow once the necessary approvals are in place

Board of Directors at its meeting held on 24th January 2022 declared an Interim Dividend of INR 2.50 per equity share of INR 5 each (i.e. 50 percent) for financial year 2021-2022



Business Updates



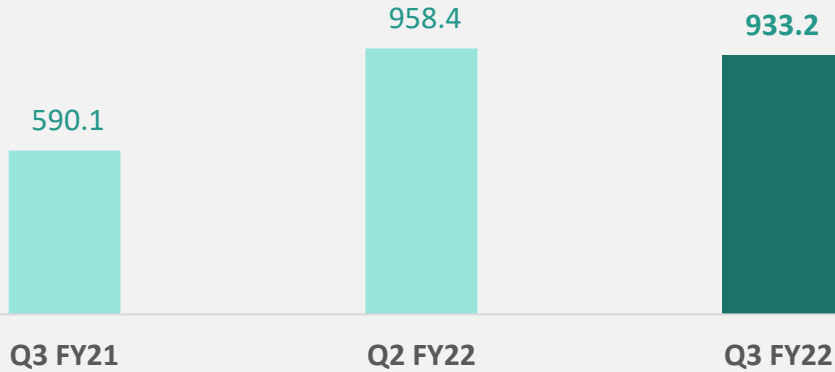
Financial Highlights



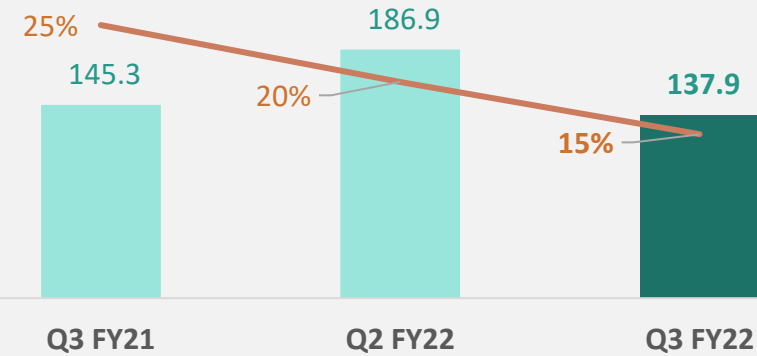
Other Updates

P&L Highlights - Quarterly

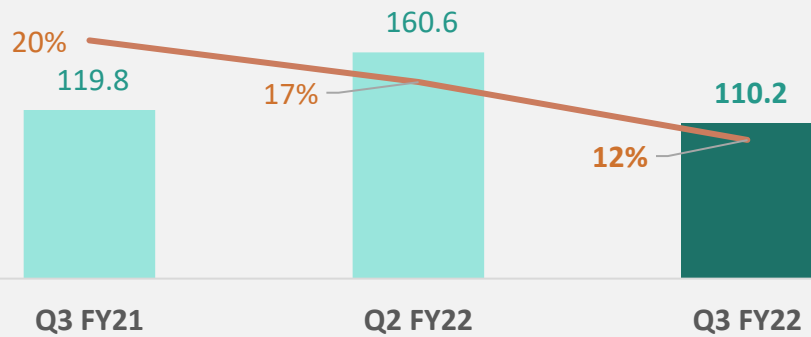
REVENUE



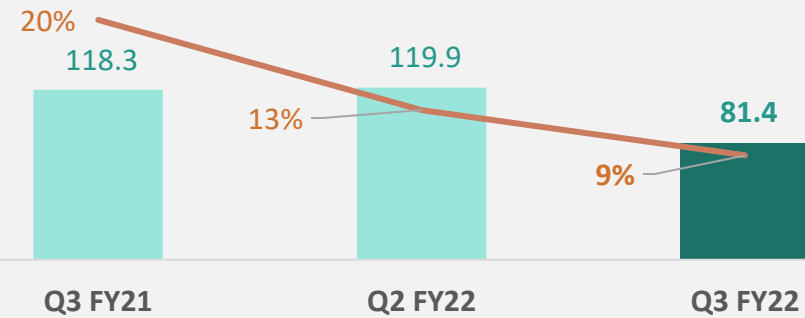
EBITDA & % TO SALES



PBT & % TO SALES



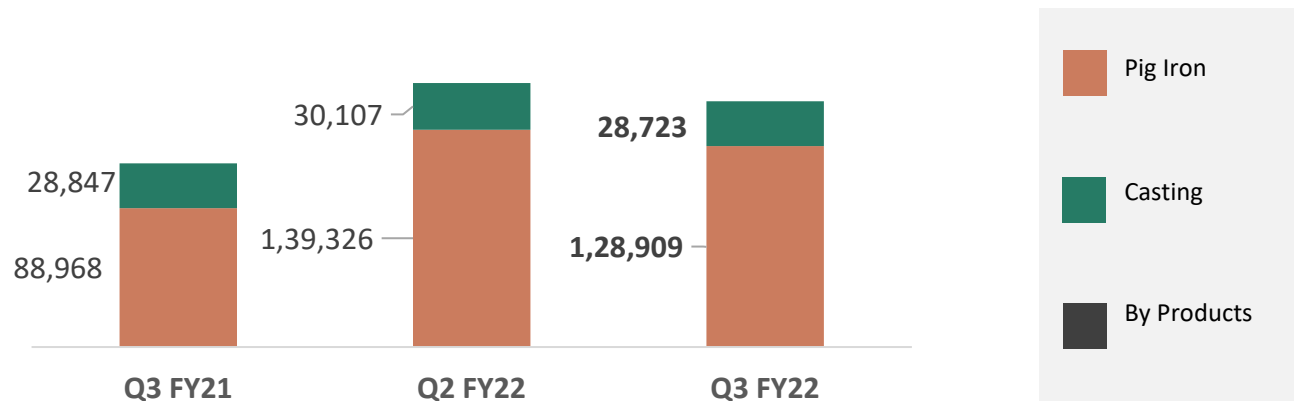
PAT & % TO SALES



All amounts in INR Crores.

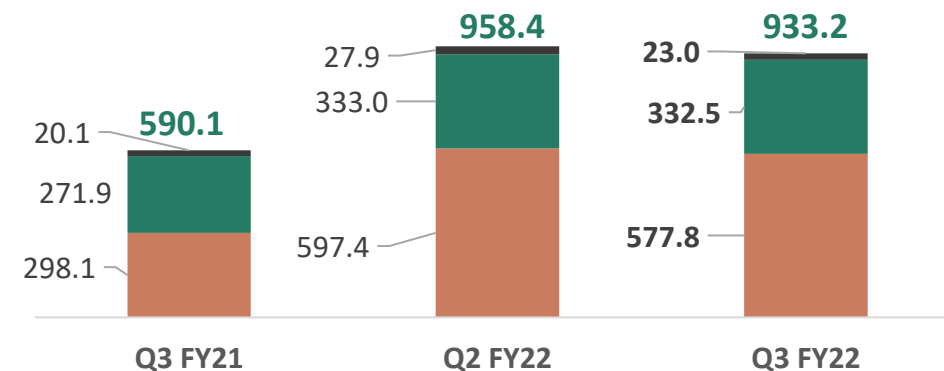
Volume and Sales Update - Quarterly

VOLUME (MT)



Volume	Pig Iron	Castings
Q-o-Q	-7.5%	-4.6%
Y-o-Y	44.9%	-0.4%

SALES (INR Crore)



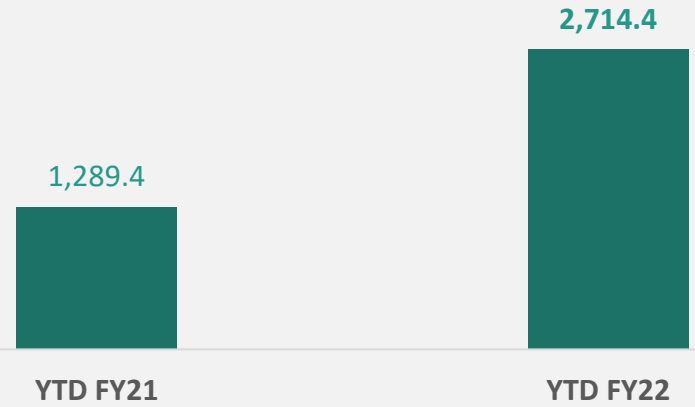
Sales	Pig Iron	Castings
Q-o-Q	-3.3%	-0.2%
Y-o-Y	93.8%	22.3%

REALISATION

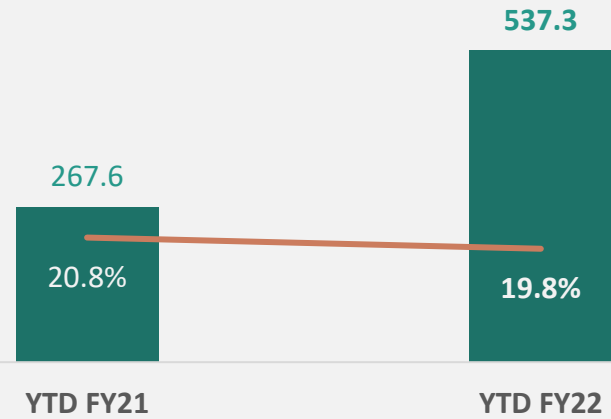
	Q3 FY21	Q2 FY22	Q3 FY22
Pig Iron (INR PMT)	33,507	42,880	44,819
Castings (INR Per Kg)	94.25	110.62	115.75

P&L Highlights - YTD

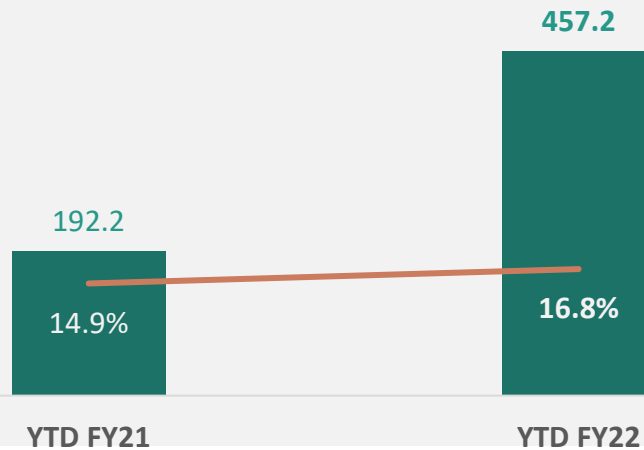
REVENUE



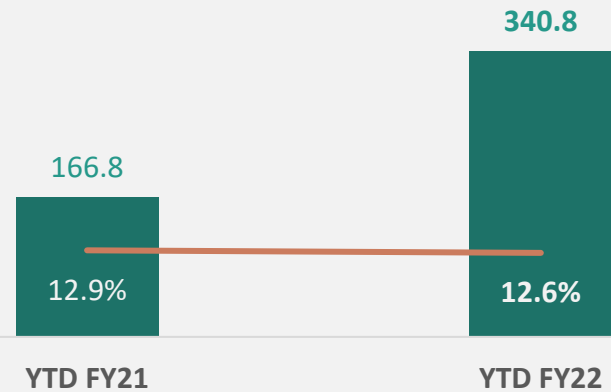
EBITDA & % TO SALES



PBT & % TO SALES



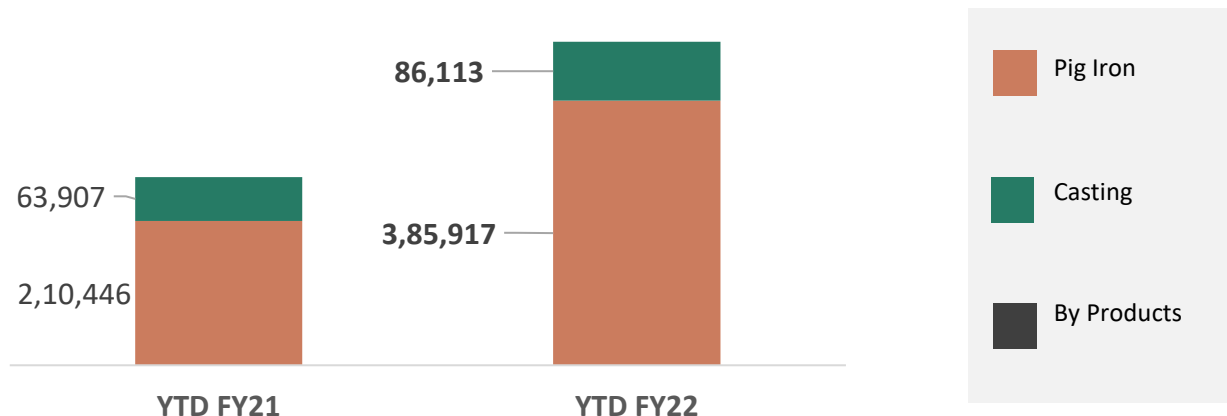
PAT & % TO SALES



All amounts in INR Crores.

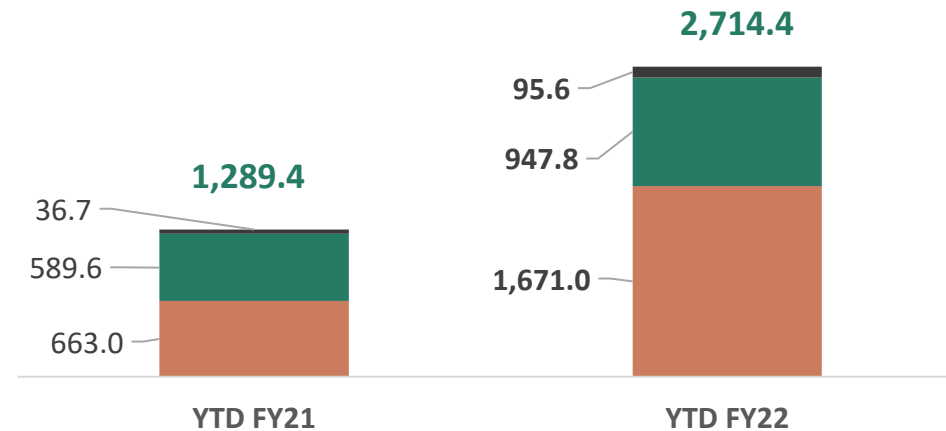
Volume and Sales Update - YTD

VOLUME (MT)



Volume	Pig Iron	Castings
Y-o-Y	83%	35%

SALES (INR Crore)



Sales	Pig Iron	Castings
Y-o-Y	152%	61%

REALISATION

	YTD FY21	YTD FY22
Pig Iron (INR PMT)	31,505	43,301
Castings (INR Per Kg)	92.26	110.06

Particulars	Quarter ended			Period ended		Year ended
	31/12/2021	30/09/2021	31/12/2020	31/12/2021	31/12/2020	31/03/2021
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue from Operations	933.20	958.38	590.10	2,714.41	1,289.38	2,038.08
Other Income	0.48	0.73	0.56	2.22	1.84	2.83
Total income (1+2)	933.68	959.11	590.66	2,716.63	1,291.22	2,040.91
Expenses						
(a) Cost of Materials consumed	635.67	575.18	292.14	1,662.74	659.77	1,048.79
(b) Purchase of stock-in-trade	-	-	-	-	-	-
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	-34.28	3.04	-1.04	-40.82	9.47	3.45
(d) Employee benefits expense	34.23	32.25	35.97	95.82	79.68	106.62
(e) Finance costs	5.28	5.05	6.28	15.67	19.53	25.16
(f) Depreciation and amortisation	22.37	21.27	19.22	64.48	55.89	75.98
(g) Other expenses	160.17	161.74	118.31	461.57	274.66	417.72
Total Expenses	823.44	798.53	470.88	2,259.46	1,099.00	1,677.72
Profit Before tax	110.24	160.58	119.78	457.17	192.22	363.19
Profit After tax	81.43	119.91	118.32	340.84	166.78	302.11
EBITDA	137.89	186.90	145.28	537.32	267.64	464.33

Key Ratios

Particulars	Quarter Ended			9 Mo Ended		Year Ended
	31/12/2021	30/09/2021	31/12/2020	31/12/2021	31/12/2020	31/03/2021
Material Costs	64.4%	60.3%	49.3%	59.8%	51.9%	51.6%
Power Costs	2.9%	2.5%	3.5%	2.7%	4.5%	4.0%
Employee Benefit Expenses	3.7%	3.4%	6.1%	3.5%	6.2%	5.2%
Finance Costs	0.6%	0.5%	1.1%	0.6%	1.5%	1.2%
PBT	11.8%	16.8%	20.3%	16.8%	14.9%	17.8%
PAT	8.7%	12.5%	20.1%	12.6%	12.9%	14.8%
EBITDA	14.8%	19.5%	24.6%	19.8%	20.8%	22.8%



Business Updates



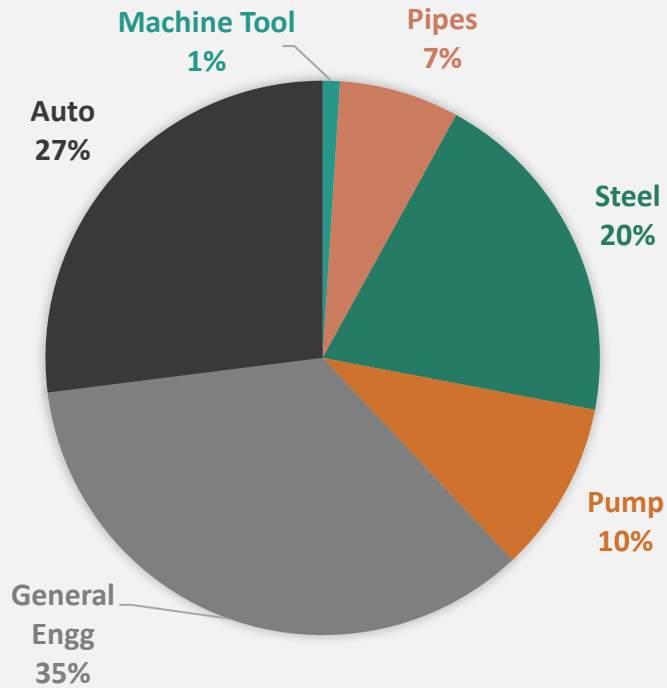
Financial Highlights



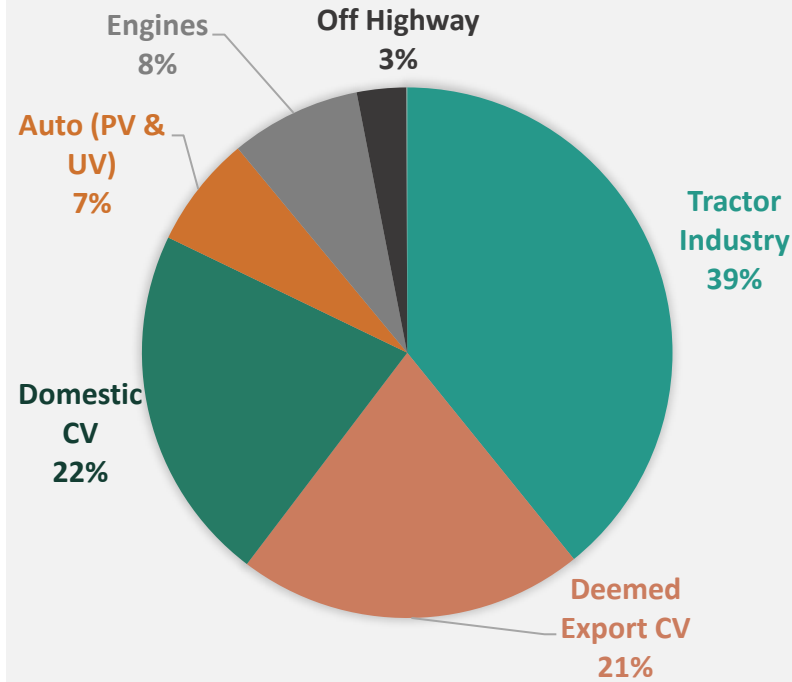
Other Updates

End User Profile

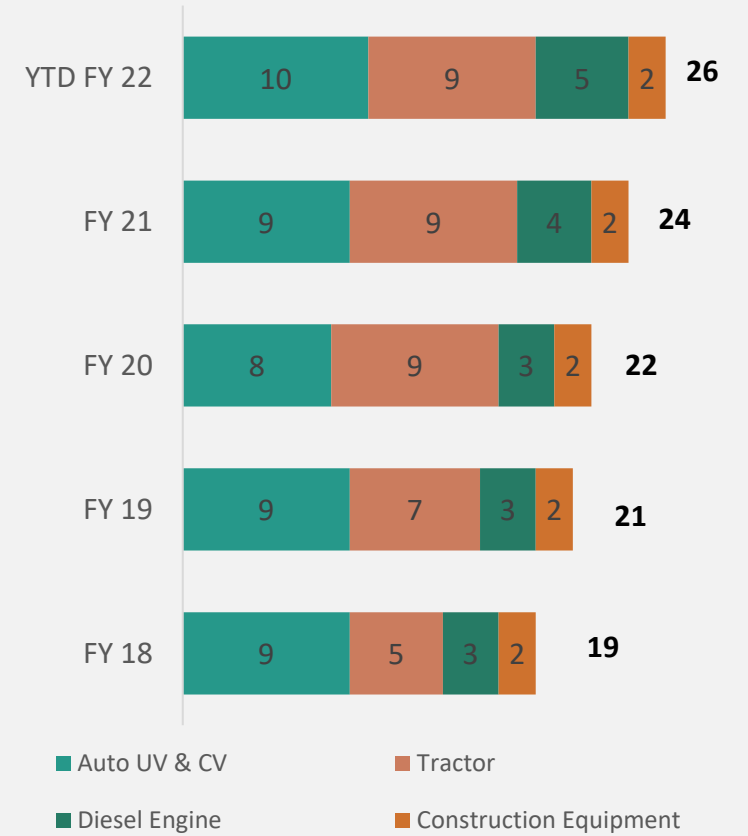
Pig Iron



Castings



Castings Customer Base



Updates for Q3 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	➤ FY2022-23
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	➤ Completed
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

Awards and Accolades

Business Excellence



**CII-EXIM BANK AWARD FOR
BUSINESS EXCELLENCE for the year
2021**

Recognition from esteemed customers

- **Market Growth And Customer Experience - Escorts**
Agri Machinery
- **Best Supplier Award (Supply Chain Management
Casting & Machining) - M/s VECV**
- **Partnership Award - M/s DICV**
- **Delivering NPIP* Performance Award - M/s JCB India**

* New Product Introduction Program (NPIP).

Thank You

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