



Financial Presentation for Quarter III & Cumulative Dec-17 FY 2017-18



Disclaimer

Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations. Actual results might differ materially from those either expressed or implied



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Financial Highlights – 2017-18

Rs. in Crores

Particulars	Q3 FY2017	Q3 FY2018	YTD Dec'16 FY2017	YTD Dec'17 FY2018	Variation
Revenue from Operations	255.45	476.98	916.11	1,254.66	37%
Other Income	0.32	0.49	4.05	2.02	-50%
Total Income	255.77	477.47	920.16	1,256.68	37%
Cost of Material Consumed (Including Purchase of Stock in trade and Changes in Inventories)	134.19	327.95	486.93	843.05	73%
% to Revenue from Operation	53%	69%	53%	67%	
Employee benefits expense	17.89	21.31	55.04	58.99	7%
Other expenses	69.30	96.72	223.64	276.76	24%
EBIDTA	34.39	31.49	154.55	77.88	-50%
Finance Cost	2.58	2.83	9.13	8.31	-9%
Depreciation and amortisation expense	11.74	13.07	35.43	36.85	4%
PBT	20.07	15.59	109.99	32.72	-70%



Sales Comparison

Sales	2016-17 (MT)				2017-18 (MT)			
	Q1	Q2	Q3	Total	Q1	Q2	Q3	Total
Pig Iron	72,419	69,414	39,355	181,188	66,186	72,605	80,650	219,441
Castings	17,002	17,448	14,992	49,442	18,139	20,438	21,398	59,975

Sales	2016-17 (Rs.Cr.)				2017-18 (Rs.Cr.)			
	Q1	Q2	Q3	Total	Q1	Q2	Q3	Total
Pig Iron	161.03	146.37	100.21	407.61	180.12	198.52	217.88	596.52
Castings	133.10	137.45	117.26	387.81	145.11	173.25	180.33	498.69
Other Sales								
<i>Coal Sales</i>	-	-	-	-	-	22.34	68.74	91.08
<i>By-products etc.</i>	5.53	5.96	6.66	18.15	8.73	6.35	10.03	25.11
Net Sales	299.66	289.78	224.13	813.57	333.96	400.46	476.98	1,211.40
Excise Duty on Sales	36.77	34.45	31.32	102.54	43.26	-	-	43.26
Revenue from Operations	336.43	324.23	255.45	916.11	377.22	400.46	476.98	1,254.66

Note : Consequent to introduction of GST, Excise Duty is not applicable from 1-Jul-2017.

Financial Highlights – Cumulative YTD Dec-17 in comparison to Cumulative YTD Dec-16



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% increase in Sales of Pig iron and castings w.r.t previous year quarter and cumulative are due to:

Particulars	Realisation Increase %		Volume Increase %	
	For the Qtr.	Cumulative	For the Qtr.	Cumulative
Pig Iron	6.09%	20.83%	* 104.93%	21.11%
Castings	7.74%	6.01%	42.74%	21.30%

**MBF-I was shutdown for upgradation in the previous year QIII (from 19-Sep-16 to 17-Jan-17)*

Other Sales includes Sale of Coal for converting the same into coke

2017-18 (Rs.Cr.)	
For the Qtr	Cumulative
68.74	91.08

The % increase in prices of major Raw materials w.r.t previous year quarter and cumulative are :

Particulars	For the Qtr	Cumulative
Coke	50%	68%
Iron ore Lumps	21%	29%
Iron ore Fines	25%	39%
Steel Scrap	30%	25%

The increase in other expenses is mainly on account of power cost due to major maintenance activities taken for Turbo Generators

Business Excellence Awards: CII Exim Bank Award



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We are happy to share with you that we have achieved award of “Commendation Certificate for Significant Achievement” in CII-EXIM Bank Award for Business Excellence-2017 assessment process.



Customer Recognition from Mahindra



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Indywood BUILT IN INDIA Excellence award



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Kirloskar Ferrous Industries Limited has been considered for **Indywood BUILT IN INDIA Excellence Award**, for its strong commitment to establish themselves in India and to develop strategic industrial partnerships under the 'Make in India' policy promoted by the Indian Government. Thus it contribute towards community development and nation building.



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THANK YOU