



Enriching Lives

## KIRLOSKAR BROTHERS LIMITED

A Kirloskar Group Company  
SEC/ F:21

November 01, 2021

**(BSE Scrip Code – 500241)**

BSE Limited  
Corporate Relationship Department,  
2<sup>nd</sup> Floor, New Trading Ring,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
**Mumbai-400001**

**(NSE Symbol - KIRLOSBROS)**

National Stock Exchange of India Ltd.,  
5<sup>th</sup> Floor, Exchange Plaza,  
Bandra (East)  
**Mumbai – 400 051**

Dear Sir,

**Sub.: Investor Presentation**

Pursuant to the Regulation 30 read with Schedule III, Part A Para A of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of “Investor Presentation” for the quarter and half year ended on September 30, 2021. The same will be uploaded on the Company’s website as well.

You are requested to take the same on record.

Due to temporary closure of our offices partially in light of outbreak of COVID-19, we are submitting this intimation in Sd/- mode.

This is for your information.

Thanking you,

Yours faithfully,  
For **KIRLOSKAR BROTHERS LIMITED**

**Sd/-**  
**Raghunath Apte**  
**Company Secretary**  
**Encl: As above**



Enriching Lives



# Kirloskar Brothers Limited



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***Kirloskar Brothers Limited***

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# Our Purpose – Vision – Mission – Values

## *Our Purpose*

Enriching Lives. Transcending Boundaries.



## *Our Mission*

To lead the industry through reliable, intelligent hydraulic machines & systems providing superior value and ensuring customer delight.



## *Our Values*

- Teamwork with Mutual Trust and Empathy
- Commitment towards the Environment
- Integrity and Accountability
- Speed and Accuracy
- Progressive and Proactive
- Process Centric



## *Our Vision*

Enriching Lives across communities through innovative and sustainable engineering solutions.

# Company at Glance



Enriching Lives



**Inherent Strength  
Built Over Time**

130+ Years

6 Domestic & 5  
International Plants

6,000+

6 Continents &  
100+ Countries



**Strong Brand  
Portfolio**



**Diversified Product  
Portfolio Catering to  
Wider Applications**

250+

1 Lakh+

12+ Industries

2,500+



**Giving India its  
First**

1903

1926

1927

1940

1942

1954

1985

1995

2000

2010

2013

# Legacy of Years



1888-1920      1941-1958      1988-2009      2010-2020      2021 Onwards



- 1888 :
- 1920

- 1941
- 1946
- 1958

- 1988
- 2003
- 2006
- 2007 :
- 2008 :

- 2010
- 2014 :
- 2015 :
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# Our Business & Product Line



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## Our Business & Applications

Large & Medium pumping solutions for complex fluid management system

Small pumps for day-to-day use at households and farms

Valves for industrial and large-scale applications

Hydel turbines

<p><b>Oil &amp; Gas</b></p> 	<p><b>Marine &amp; Defence</b></p> 	<p><b>Bldg. &amp; Const.</b></p> 	<p><b>Small Pumps</b></p> 
<p><b>Water Resource</b></p> 	<p><b>Irrigation</b></p> 	<p><b>Industry</b></p> 	<p><b>Nuclear</b></p> 

## Our Product Line

75+ Types of Pumps

Flow up to , m/hr.  
( , US GPM)

Pumps up to 22 MW  
( , HP)

Pump Head up to , m  
( , psi)

Types of Valves

Valves with diameter  
50 mm to 5 m

Low Tension (LT) induction motors up to frame

Pico and Mini Hydel Turbines (3KW-10MW)

EPC Capabilities

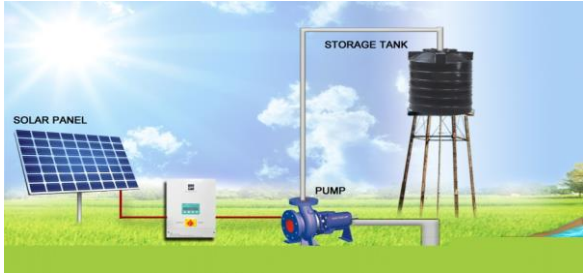
Lowest Life Cycle Cost  
LLC™ pumps world-wide

# Our Innovative Solutions



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**Solar Pumping System**



**Lowest Life-Cycle Cost (LLC)<sup>™</sup> Pump**



**Augmented Reality Mobile Training Guide**



**Pump Selection Package**



**Sodium Pumps for Nuclear Power Plant**



**Canned Motor Pump**



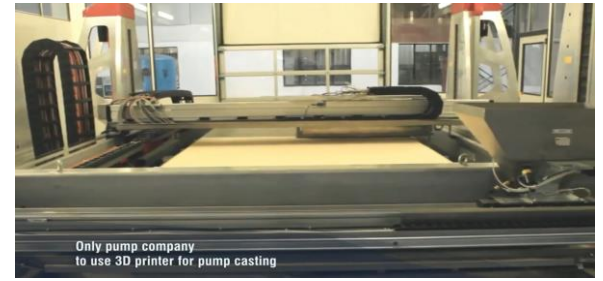
**Fire Pump Monitoring**



**Kirlosmart Condition Monitoring**



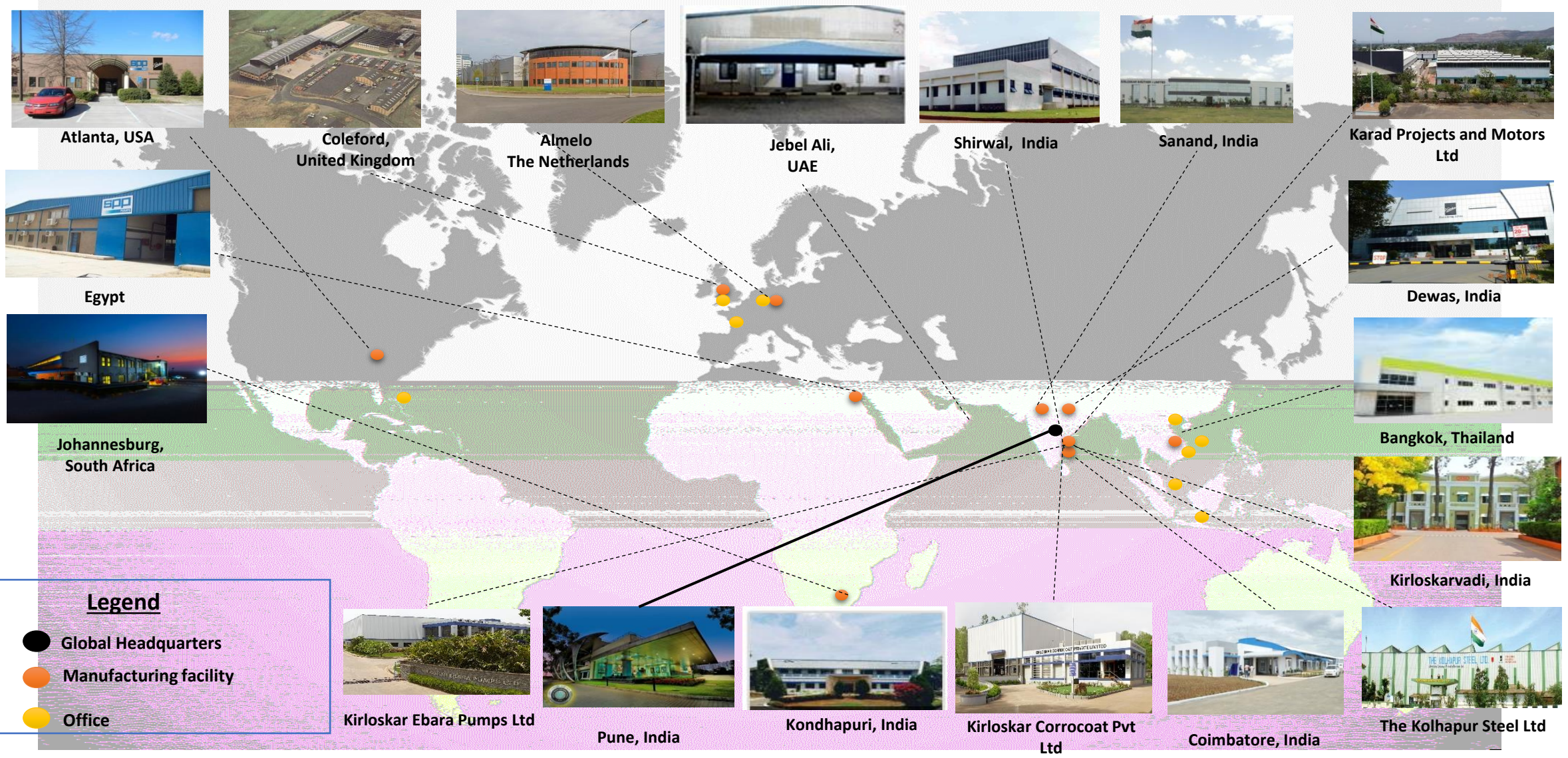
**Additive Manufacturing D Printer**



# Global Footprint Through Local Presence



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## Legend

- Global Headquarters
- Manufacturing facility
- Office

# High Qualified Management Team



**Mr. Sanjay Kirloskar**

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**Mr. Alok Kirloskar**

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**Ms. Rama Kirloskar**

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**Mr. Chittaranjan Mate**

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# Board of Directors



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**Mr. Rajeev Kher**



**Mr. Pradyumna Vyas**



**Mr. Pratap B. Shirke**



**Ms. Shailaja Kher**



**Mr. M. S. Unnikrishnan**



**Dr. Rakesh Mohan**

# Board of Directors



**Mr. Shobinder  
Duggal**



**Mr. Shrinivas V.  
Dempo**



**Ms. Ramni Nirula**



**Mr. Amitava  
Mukherjee**



**Ms. Rekha Sethi**



**Mr. Vivek  
Pendharkar**

# Long Standing Relationships with Marquee Clientele..



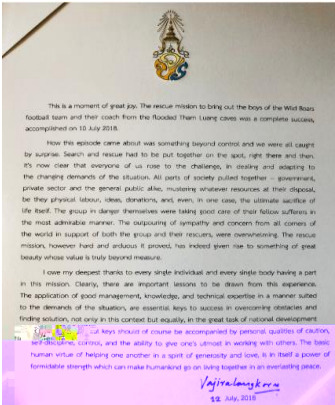
# Our Global Partnerships



# Awards & Accolades



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**Kirloskarvadi & Dewas –**

**Dewas –**

**Kaniyur -**



## Environmental



## Social



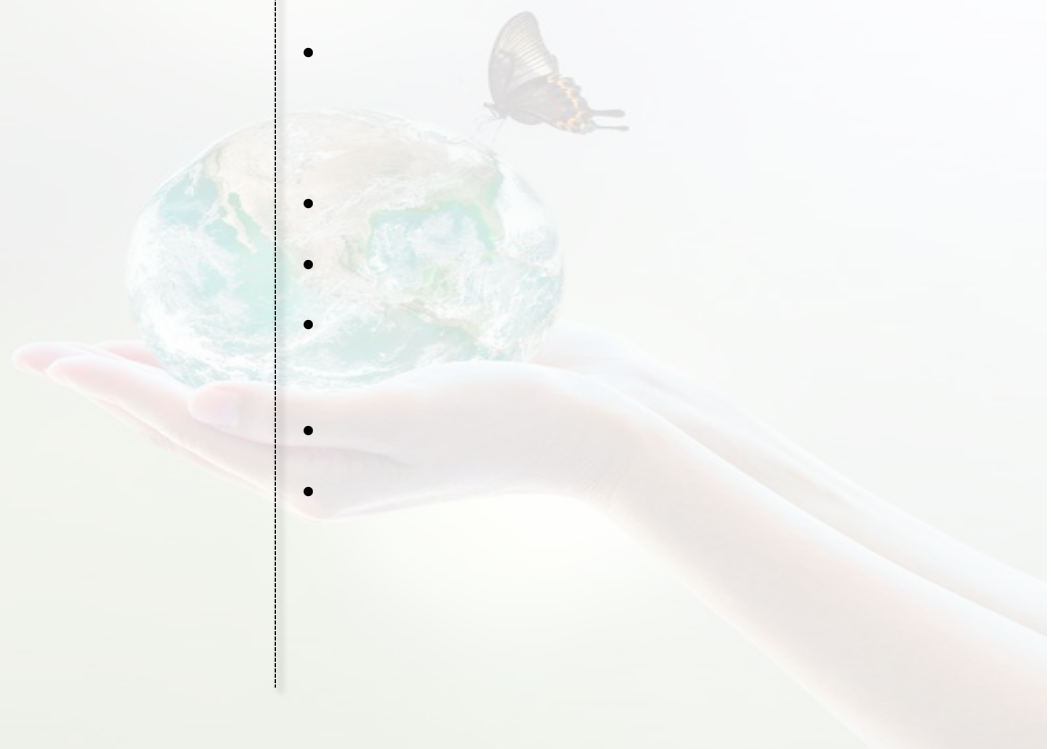
## Governance

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• Zero Discharge Facilities

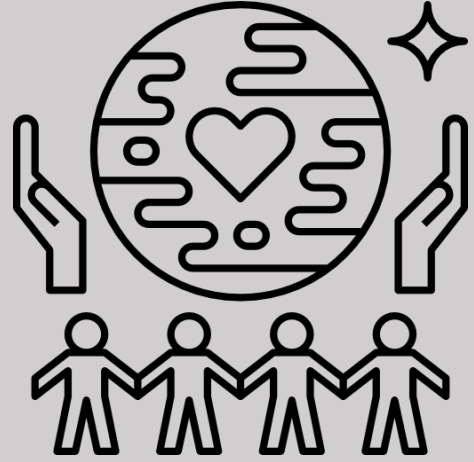
- CSR:
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- Employee Welfare:
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*Examples of our CSR activities in India*

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*Examples of our CSR activities outside India*

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# Corporate Social Responsibility



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All-women operated manufacturing facility in Kaniyur and women workforce in Sanand factory is a testimony to the importance that it bestows towards gender equality and women empowerment.



# CSR Initiatives in India

**KBL conducts an array of activities and campaigns throughout the year Primarily, the company focuses on three areas for its CSR contributions Education, Healthcare, and Environment through the Vikas Charitable trust and Sou. Radhabai Trust**




# CSR Initiatives Outside India



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**During Thai cave rescue, KBL sent our multi-national team of experts comprising of members from KBL (India), KBTL (Thailand) and SPP Pumps (UK), who were present on-site at the Mae Sai cave to offer their technical expertise during the rescue operation to support the Thai government and fly the Indian flag**

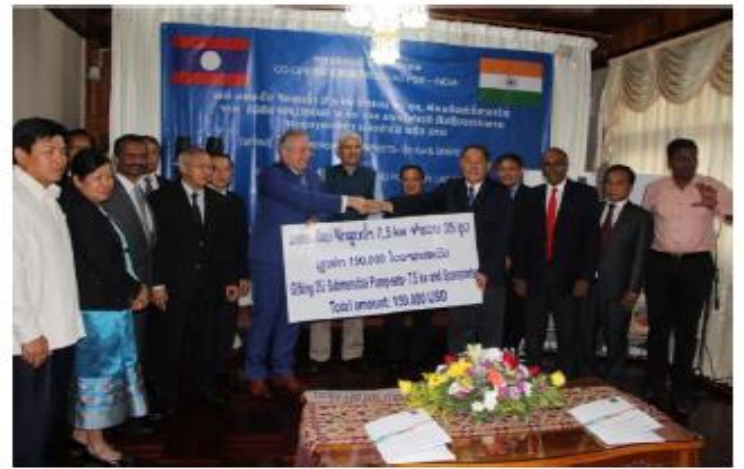



This is a moment of great joy. The rescue mission to bring out the boys of the Wild Boars football team and their coach from the flooded Tham Luang caves was a complete success, accomplished on 10 July 2018.

How this episode came about was something beyond control and we were all caught by surprise. Search and rescue had to be put together on the spot, right there and then. It's now clear that everyone of us rose to the challenge, in dealing and adapting to the changing demands of the situation. All parts of society pulled together – government, private sector and the general public alike, mustering whatever resources at their disposal, be they physical, labour, ideas, donations, and even, in one case, the ultimate sacrifice of life itself. The group in danger themselves were taking good care of their fellow sufferers in the most admirable manner. The outpouring of sympathy and concern from all corners of the world in support of both the group and their rescuers, were overwhelming. The rescue mission, however hard and arduous it proved, has indeed given rise to something of great beauty whose value is truly beyond measure.

I owe my deepest thanks to every single individual and every single body having a part in this mission. Clearly, there are important lessons to be drawn from this experience. The application of good management, knowledge, and technical expertise in a manner suited to the demands of the situation, are essential keys to success in overcoming obstacles and finding solution, not only in this context but equally, in the great task of national development itself. These essential keys should of course be accompanied by personal qualities of caution, self-discipline, control, and the ability to give one's utmost in working with others. The basic human virtue of helping one another in a spirit of generosity and love, is in itself a power of formidable strength which can make humankind go on living together in an everlasting peace.

*Vajiralongkorn*  
12 JULY, 2018



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*Notable Projects*

# A Unique Value Proposition

▪

*End to end offering –  
One Stop Solution*



*Diversified Proposition –  
Unimpacted by Cyclicalty*



▪

▪ Multiple Segments Catered:

▪ Diverse Business Models:

▪



*Global Presence –  
Leveraging Brand Value  
& Domain Expertise*



*Driving Synergies through  
Innovation &  
Complementary Offerings*

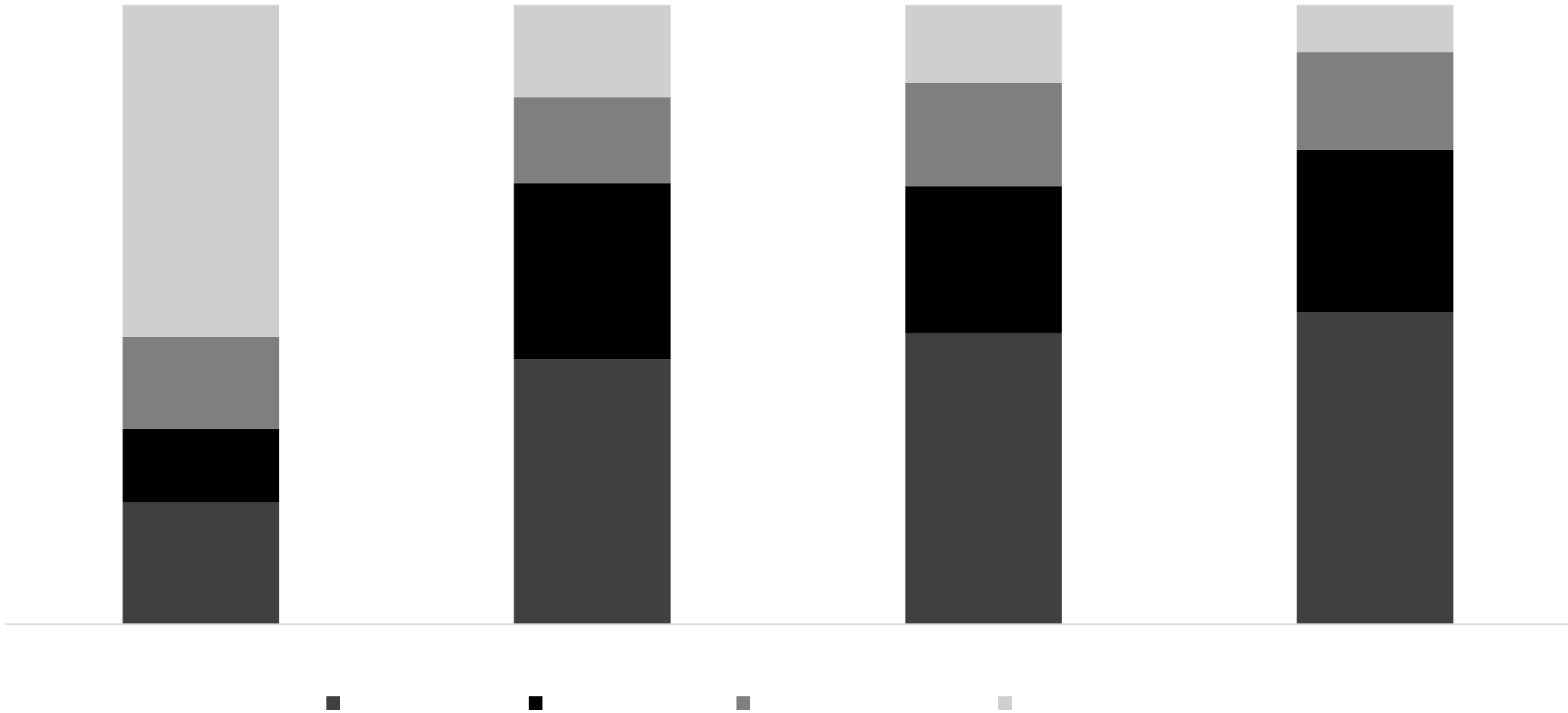
▪

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# ...And Improving Product Mix



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Note: Pumps installed in Projects jobs are included in Engineered to Order

**Only KBL (Standalone) has a presence in EPC/Projects Business. No international subsidiaries are present in EPC/Projects.**

# ..Coupled with Multiple Triggers to Drive the Growth Momentum

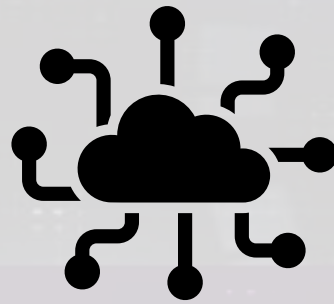
Internal Triggers

External Triggers

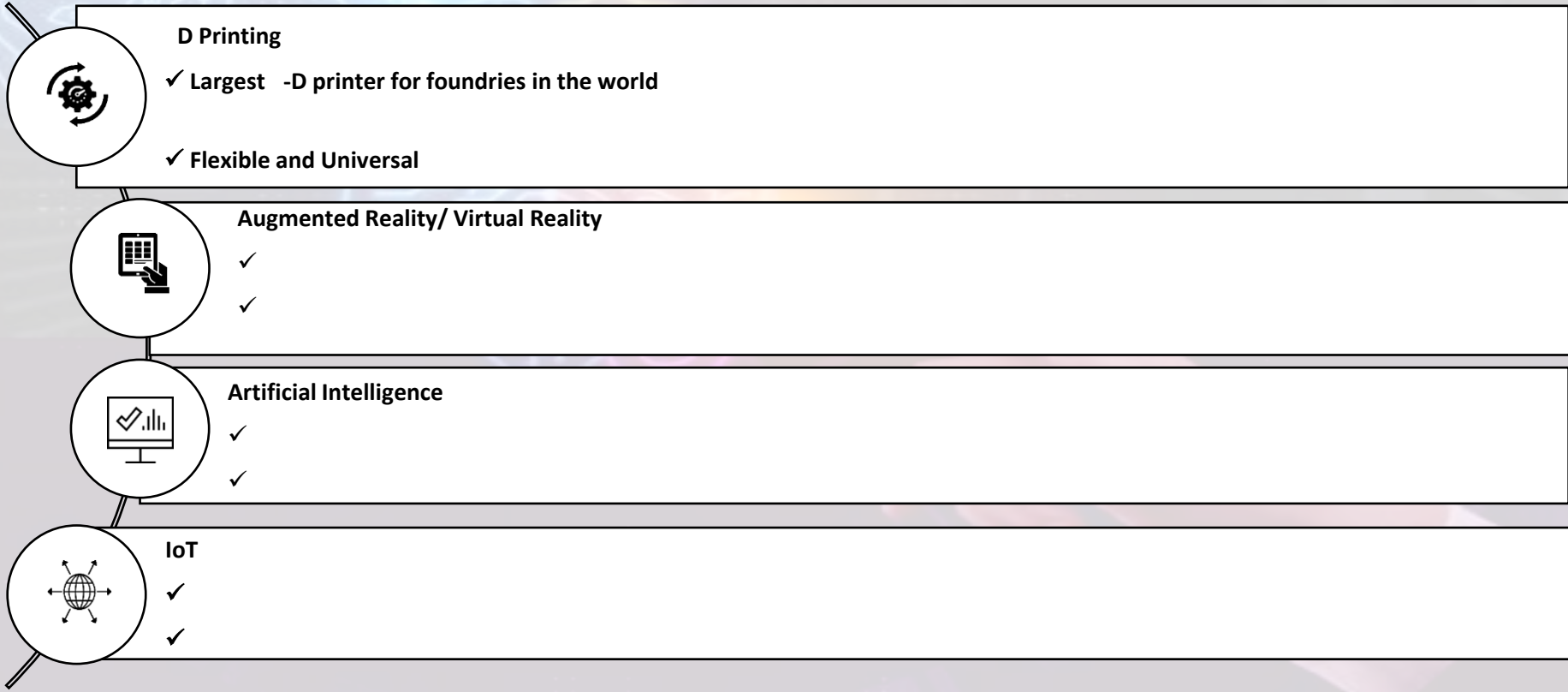


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## Advanced Strategic Digital Initiatives



**LEADING DIGITAL  
TRANSFORMATION IN  
PUMPS INDUSTRY**



# Subscription Platform - Creating Market Opportunity

Subscription platform is aimed towards leveraging the technological and domain expertise to create a scalable and sustainable business

## *Traditional Solution*

- Manage customer site. Refurbish, repair & upgrade all the pumps in phased manner.
- Periodic site visits and higher manpower required.
- Difficult to scale-up the offering.
- Higher turnaround time

## *KBL's Innovative Solution - Subscription Platform*

- Proprietary Innovative Solution by KBL
- Remote failure prediction analytics, troubleshooting and monitoring
- Lower turnaround time
- No periodic site visits required.
- Higher uptime, lower catastrophic failures and spare part inventory carrying costs to the customer
- Highly scalable with less manpower requirement



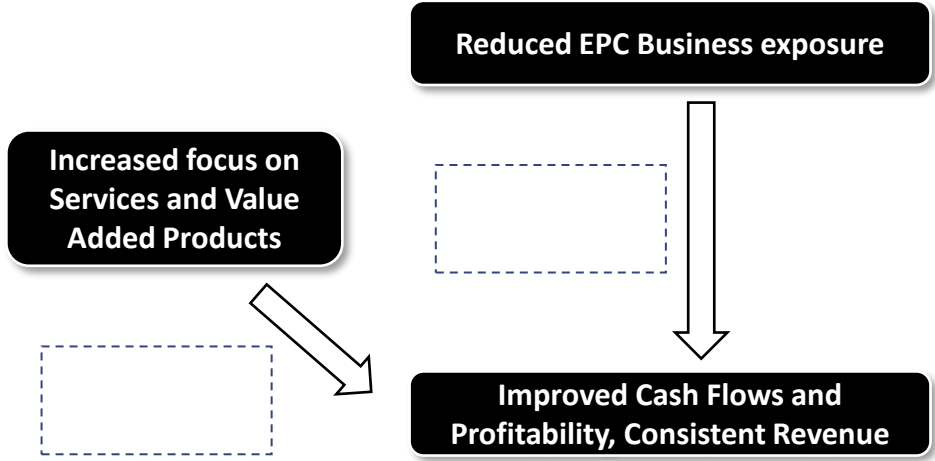
## *Market Opportunity*

- ❑ Scalable & Universal:
- ❑ Multiple Revenue Streams:
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# Way Ahead....

## KBL has strategically reduced EPC business exposure and increased contribution from Services & Value-Added Products

- ❑ *Reduced Exposure to EPC business*
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- ❑ Well poised for future opportunities
  - ✓ Being one of the leading players in Pumps and Valves with a successful track record of decades, KBL is well positioned to capitalise on the future opportunities

### Strategy Going Forward

- ✓ Focus on Value-Added Products & Services
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- ✓ Monetize IPs
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- ✓ Leverage Global Presence
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- ✓ Debottlenecking & Cost Optimisation
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- ✓ Strong Thrust on Quality & Product Innovation
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***Our Joint Ventures &  
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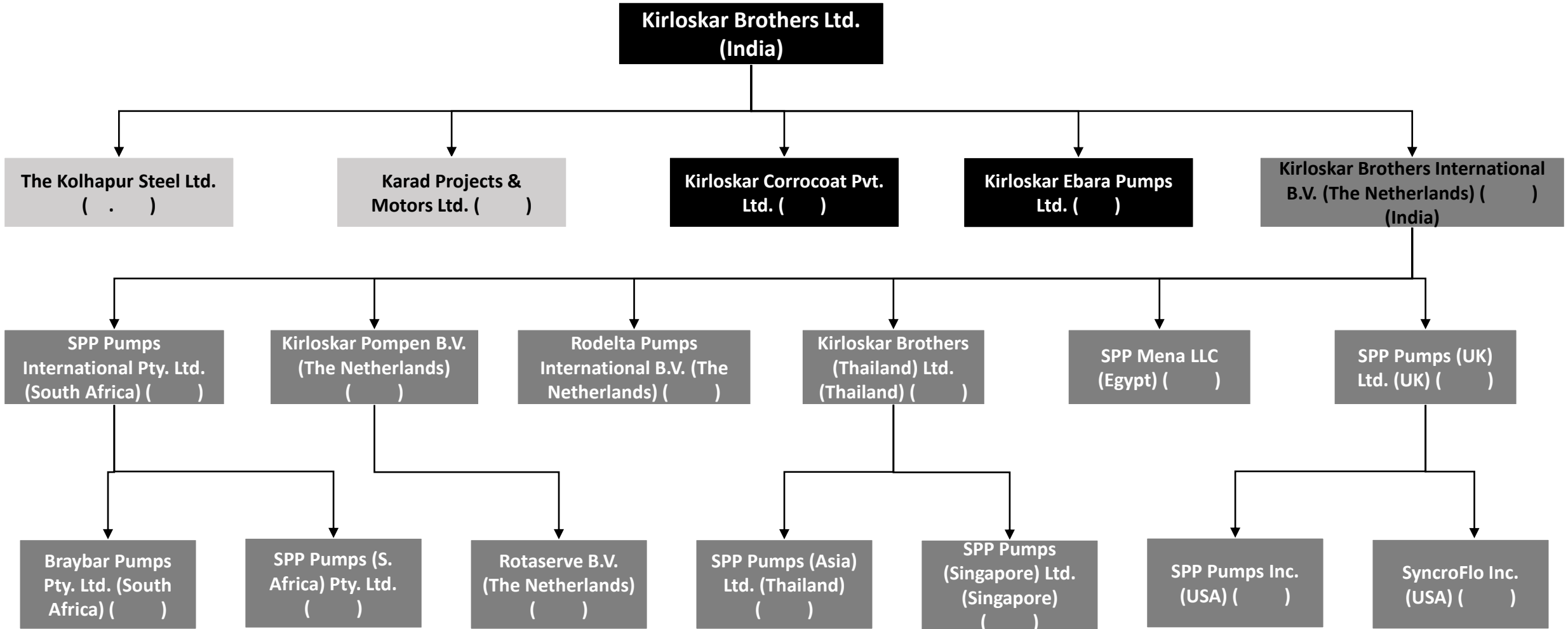
06

*Notable Projects*

# Group Structure



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# SyncroFlo Inc., The United States of America



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- **Plumbing & HVAC Systems:**
  
- **Pre-packaged Pumping Systems:**
  
- **Fire Products:**

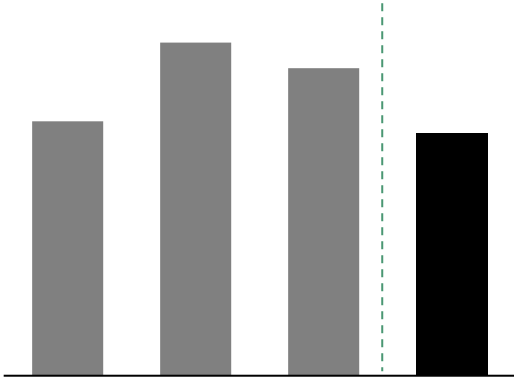


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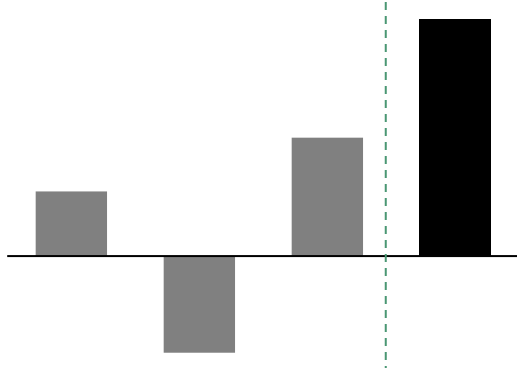


# SPP Pumps Limited, United Kingdom

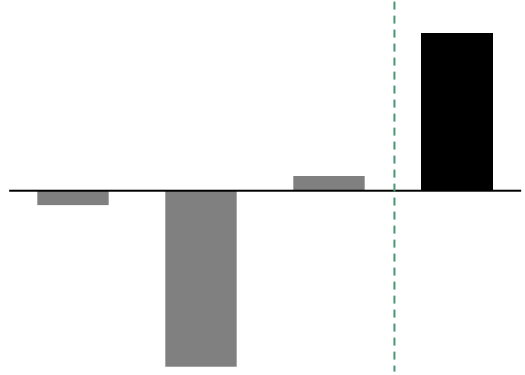
Revenue ( Mn.)



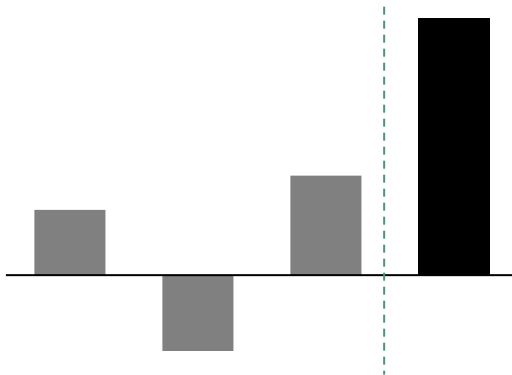
EBITDA ( Mn.)



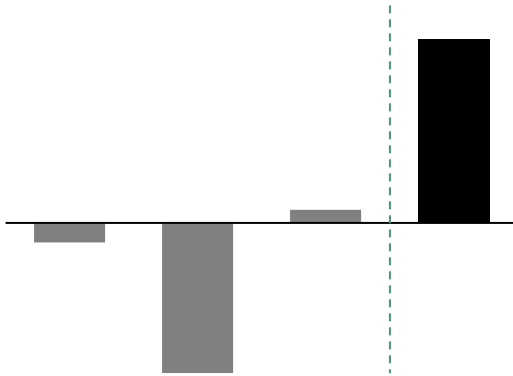
PAT ( Mn.)



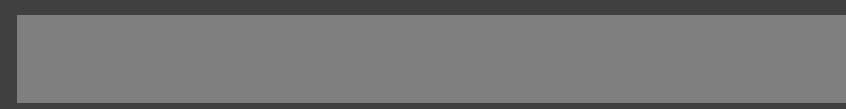
EBITDA Margin ( )



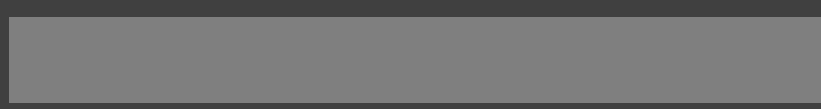
PAT Margin ( )



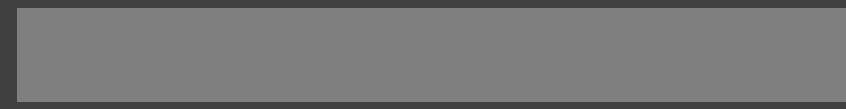
Note: Including SPP Inc. and SPP France



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- **On Cusp of Turnaround:**
- **Current Orderbook:**



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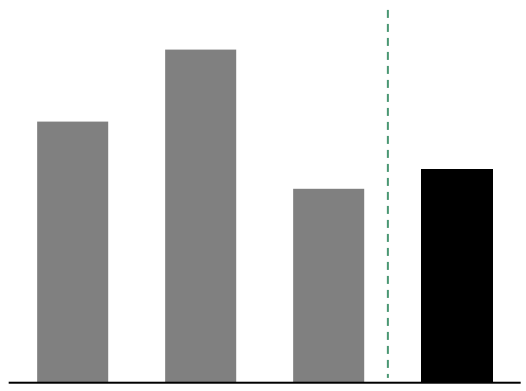


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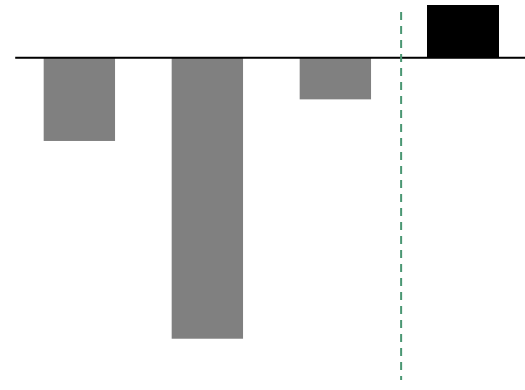


# Rodelta Pumps International B.V., The Netherlands

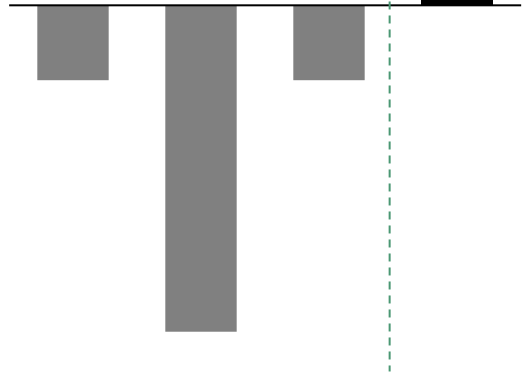
Revenue ( Mn.)



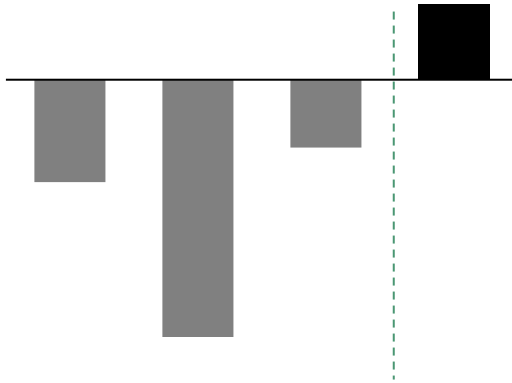
EBITDA ( Mn.)



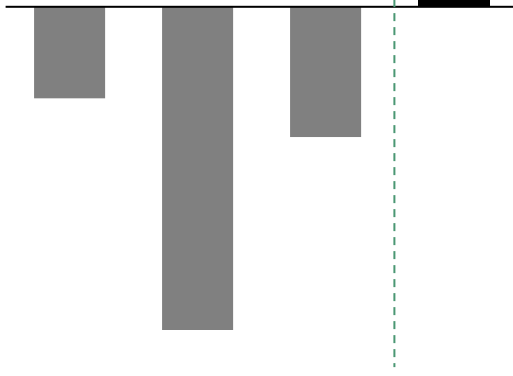
PAT ( Mn.)



EBITDA Margin ( )



PAT Margin ( )

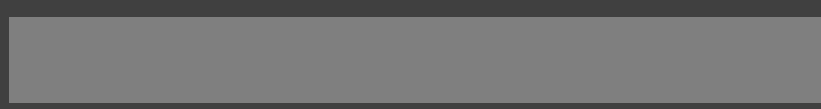
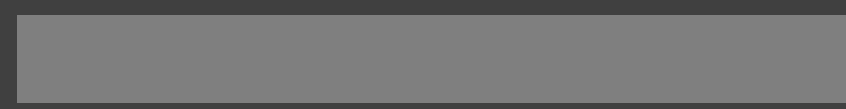


Note: Including KPBV and Rotaserve

# Kirloskar Brothers (Thailand) Limited, Thailand



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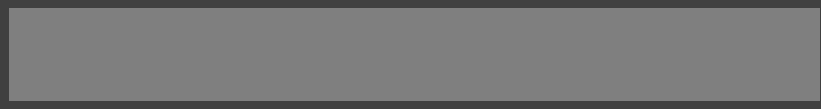
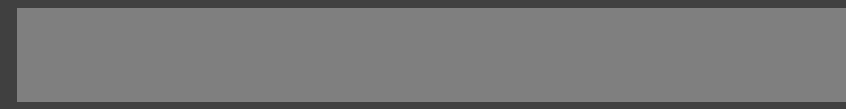


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- **Current Orderbook:**

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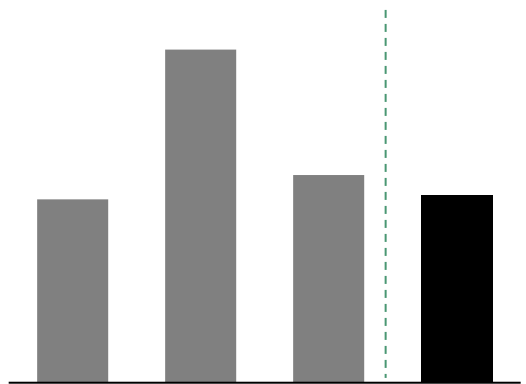
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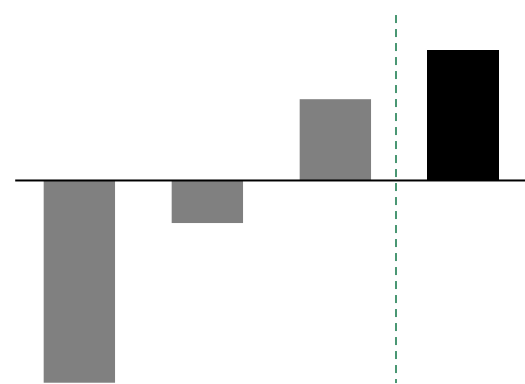


# Kirloskar Brothers (Thailand) Limited, Thailand

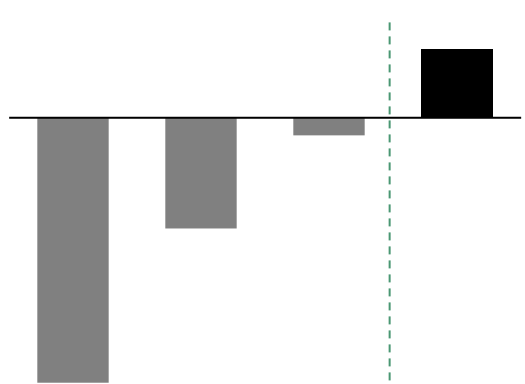
Revenue (฿ Mn.)



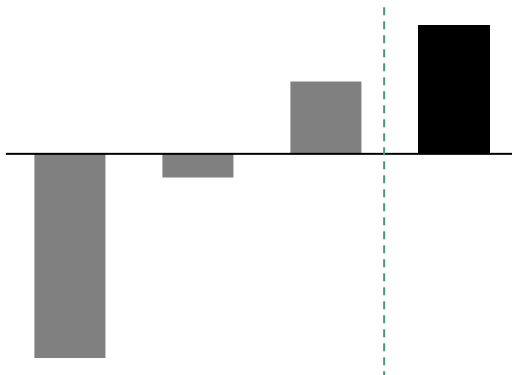
EBITDA (฿ Mn.)



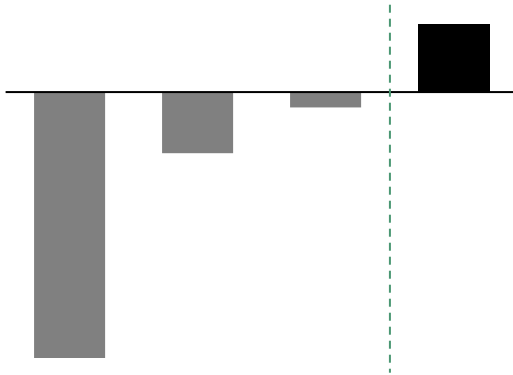
PAT (฿ Mn.)



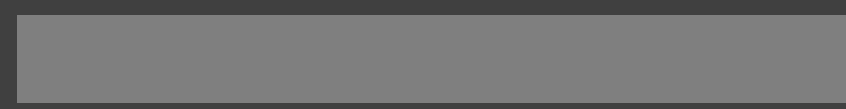
EBITDA Margin ( )



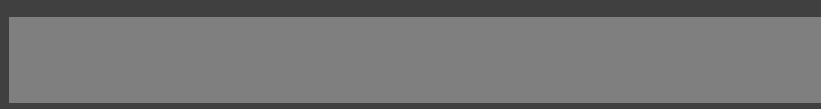
PAT Margin ( )



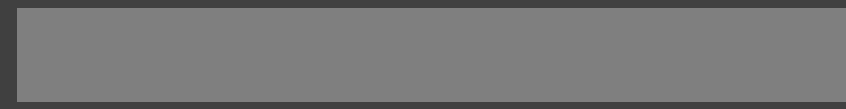
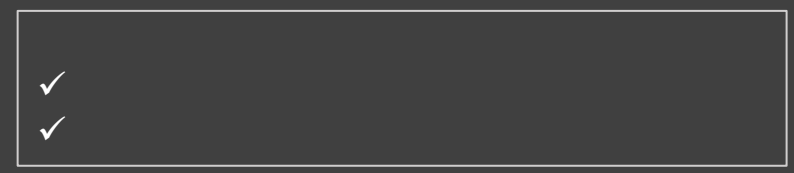
Note: Including SPP Asia and SPP Singapore



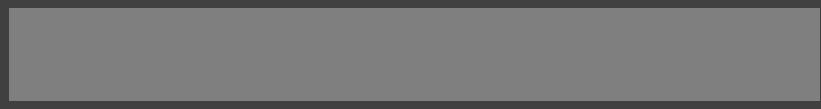
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- **Current Orderbook:**



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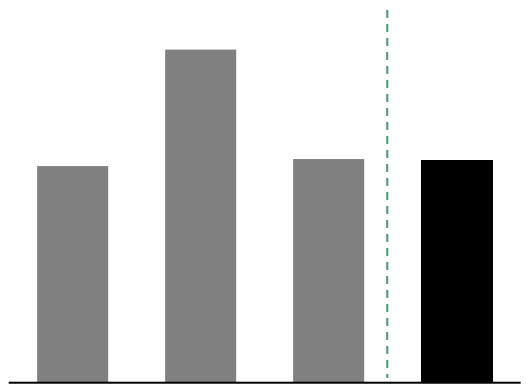


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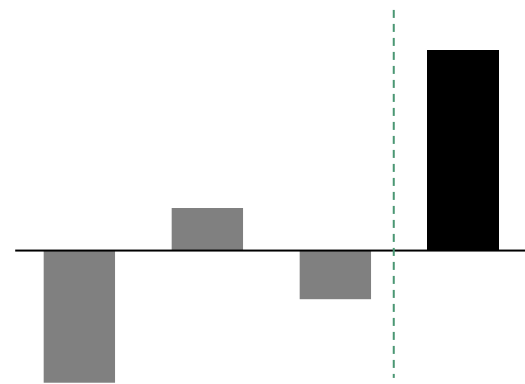


# Braybar Pumps Limited, South Africa

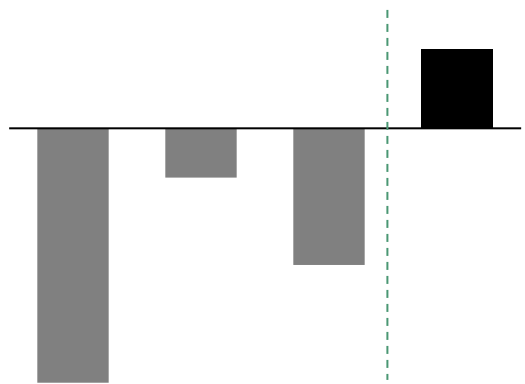
Revenue (ZAR Mn.)



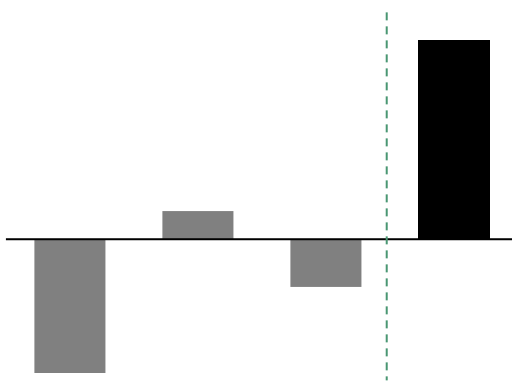
EBITDA (ZAR Mn.)



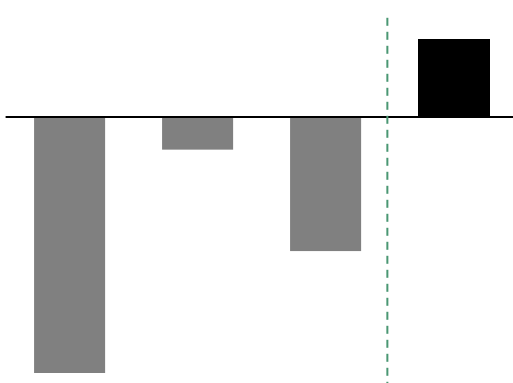
PAT (ZAR Mn.)



EBITDA Margin ( )



PAT Margin ( )



Note: Including SPP International, SPP SA and Micawber

# Karad Projects And Motors Limited (KPML)



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- Stamping:
- Motors: incl. IE , IE
- Components:

## KARAD PROJECTS AND MOTORS LIMITED

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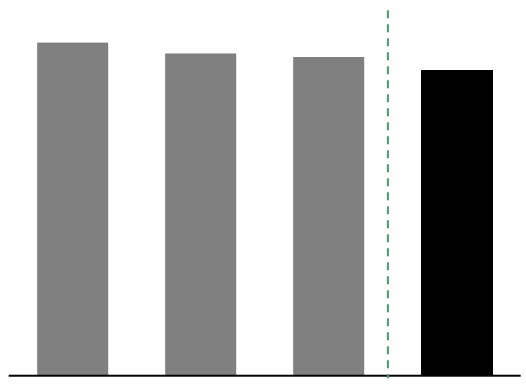
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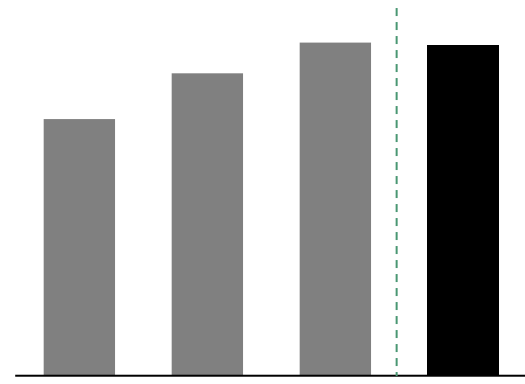


# Karad Projects And Motors Limited

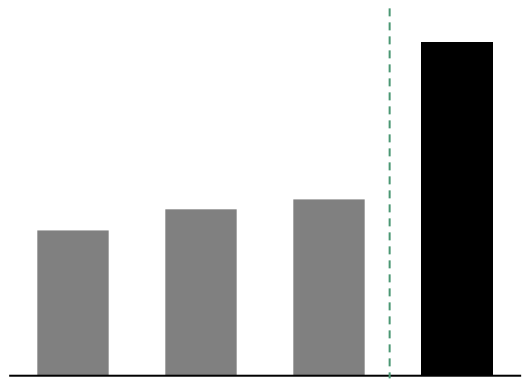
Revenue (Rs. Crores)



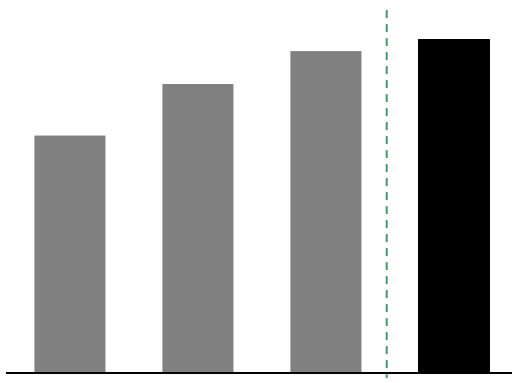
EBITDA (Rs. Crores)



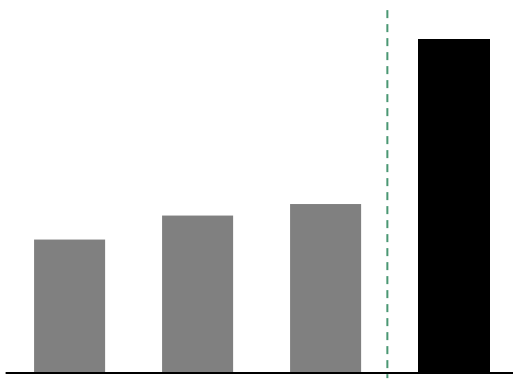
PAT (Rs. Crores)



EBITDA Margin ( )



PAT Margin ( )





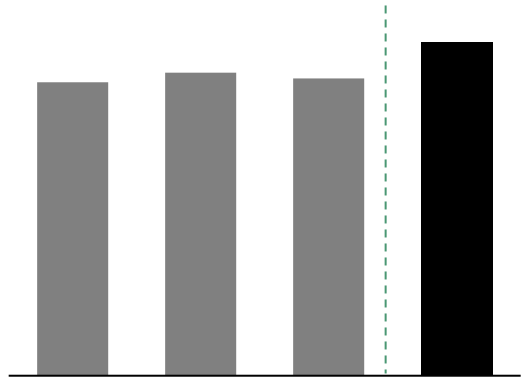
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- **Pumps:**
  - 
  -
- **Turbines:**
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  - 
  -

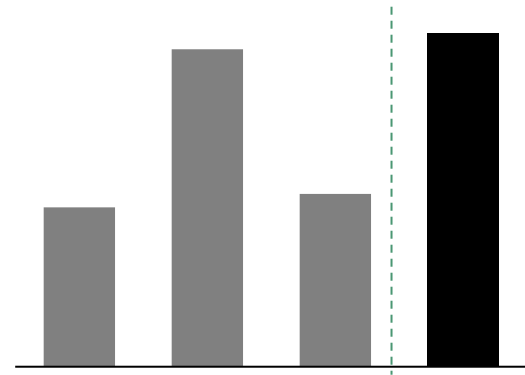
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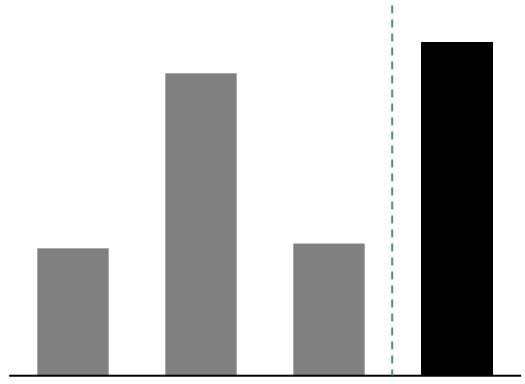
Revenue (Rs. Crores)



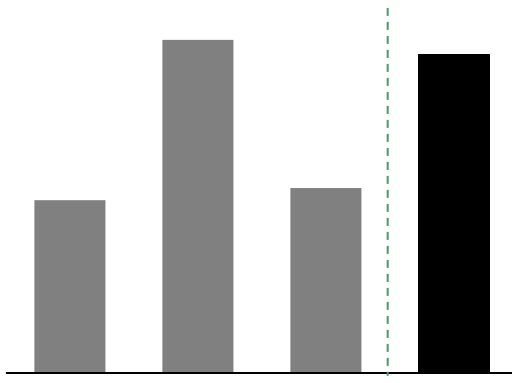
EBITDA (Rs. Crores)



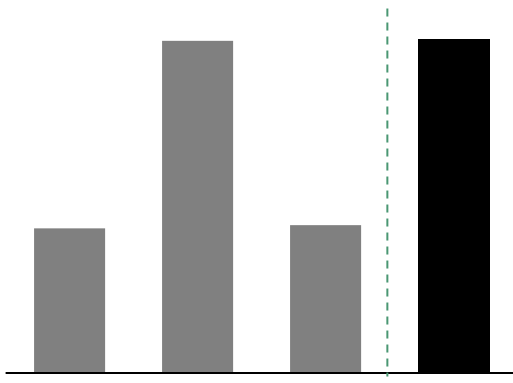
PAT (Rs. Crores)



EBITDA Margin ( )



PAT Margin ( )



# The Kolhapur Steel Limited (TKSL)



Enriching Lives

## TKSL - Overview

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- **Installed Capacity:**

## TKSL - Products

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Enriching Lives

**THE KOLHAPUR STEEL LIMITED**

- ✓
- ✓

## TKSL - Facilities

- 
- 

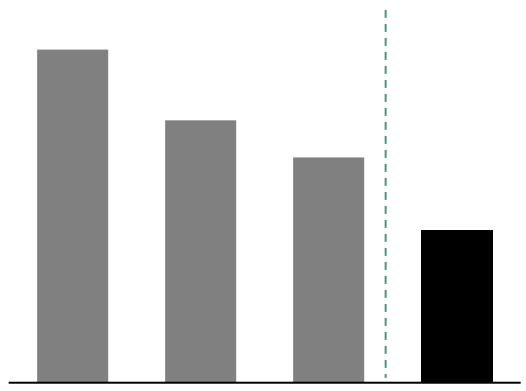
## TKSL - Operations

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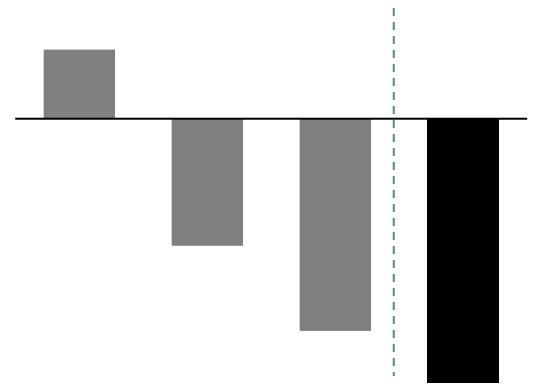


# The Kolhapur Steel Limited

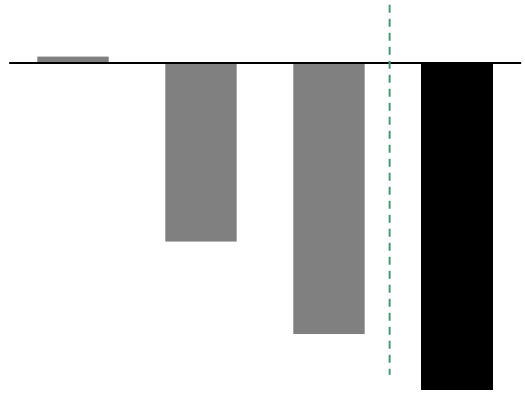
Revenue (Rs. Crores)



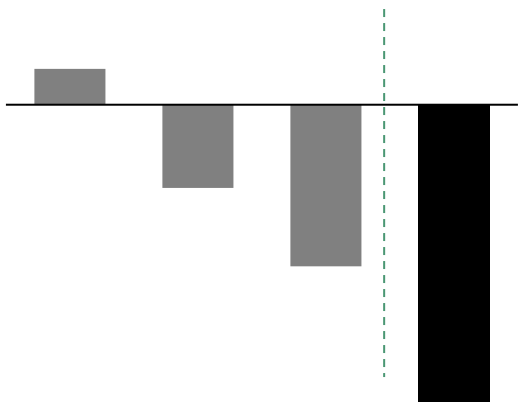
EBITDA (Rs. Crores)



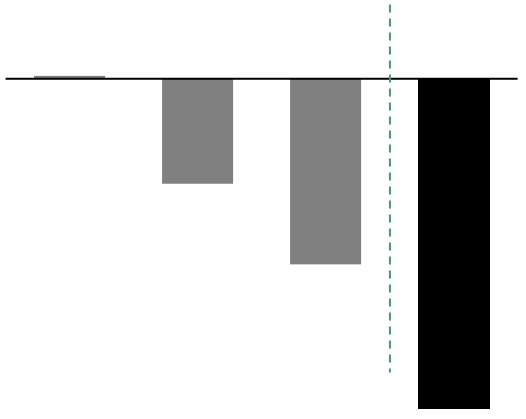
PAT (Rs. Crores)



EBITDA Margin ( )

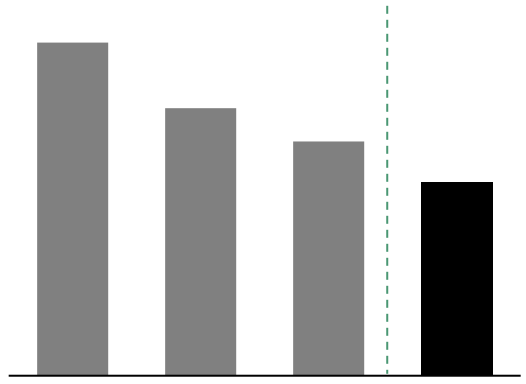


PAT Margin ( )

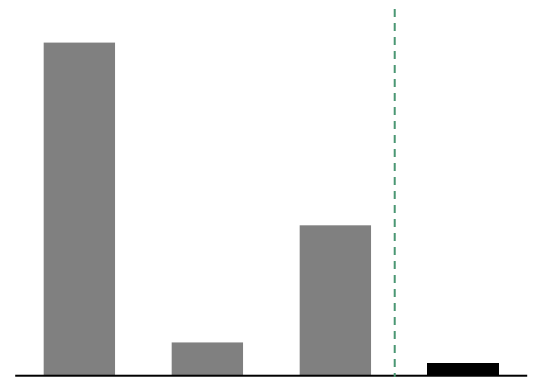


<ul style="list-style-type: none"><li>▪</li><li>▪</li><li>▪</li></ul>		<div data-bbox="1732 321 2497 742"><ul style="list-style-type: none"><li>✓</li><li>✓</li></ul></div>

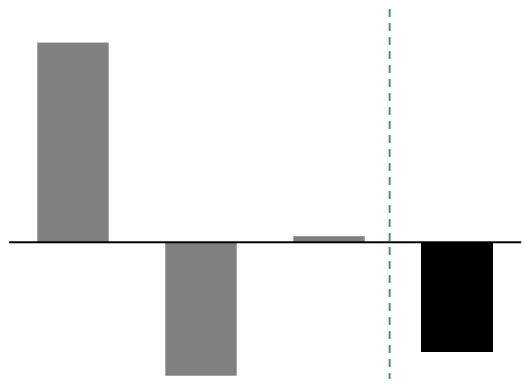
Revenue (Rs. Crores)



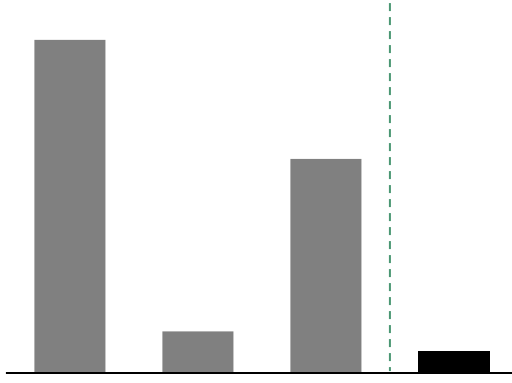
EBITDA (Rs. Crores)



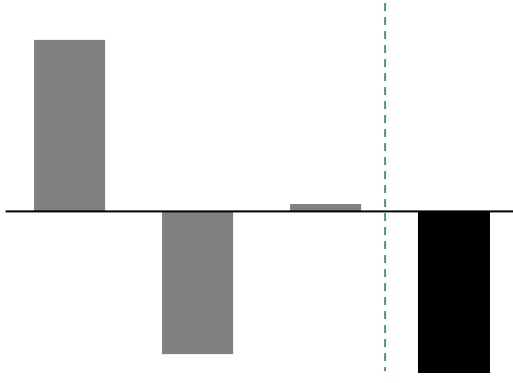
PAT (Rs. Crores)



EBITDA Margin ( )



PAT Margin ( )



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## Robust Orderbook Implying Strong Revenue Visibility

Sector (In Rs. crores)	Q	FY	Q	FY	Q	FY	Q	FY	Q	FY
<b>Total</b>	,		,		,		,		,	

KBL Standalone	Q	FY	Q	FY	Q	FY	Q	FY
KBL Consol.	Q	FY	Q	FY	Q	FY	Q	FY

Note: Sectoral orderbook for standalone business, Consol. Orderbook includes orderbook of Domestic as well as International Business

# Consolidated Profit & Loss Statement



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Particulars (Rs. Crores)	Q FY	Q FY	YoY	H FY	H FY	YoY
Net Revenue from Operations	.	.	.	, .	, .	.
Gross Profit	.	.	.	.	.	.
Gross Margin ( )	.	.	- bps	.	.	- bps
EBITDA	.	.	- .	.	.	.
EBITDA Margin ( )	.	.	- bps	.	.	- bps
PBT	.	.	- .	.	.	.
Reported PAT	.	.	- .	.	.	.
PAT Margin ( )	.	.	- bps	.	.	bps
Earnings Per Share (EPS)						

Note: H

# Consolidated Balance Sheet



Equities & Liabilities (Rs. Crores)	Sep-	Mar-
Equity		
<b>Total Equity</b>	, .	, .
<b>Total Non Current Liabilities</b>	.	.
<b>Total Current Liabilities</b>	, .	.
<b>Total Equity and Liabilities</b>	, .	, .

Assets (Rs. Crores)	Sep-	Mar-
Non Current assets		
<b>Total Non Current Assets</b>	.	.
<b>Total Current Assets</b>	.	, .
<b>Total Assets</b>	, .	, .

# Consolidated Cash Flow Statement



Enriching Lives

Particulars (Rs. crores)	Sep-	Sep-
Net Profit before Tax and Extraordinary items	.	.
Cash generated from Operations	- .	.
Net Cash from Operating Activities	- .	.
Net Cash from Investing Activities	.	- .
Net Cash from Financing Activities	- .	- .
Cash & Cash equivalents at the end of the period	.	.

# Q & H FY Key Subsidiaries Financials Performance

Revenue from Operations (Rs. Crores)	Q FY	Q FY	H FY	H FY
<b>Subtotal</b>			,	,
<b>Total KBL without KEPL (JV Company)</b>			,	,

Profit before tax (Rs. Crores)	Q FY	Q FY	H FY	H FY
<b>Subtotal</b>				
<b>Total KBL without KEPL (JV Company)</b>				

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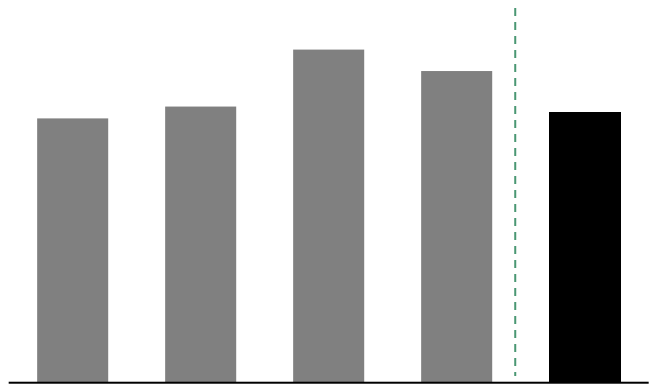
# Historical Financial Performance



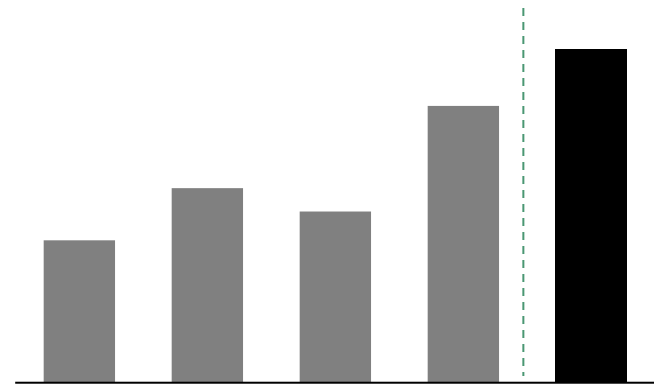
Enriching Lives

Consolidated

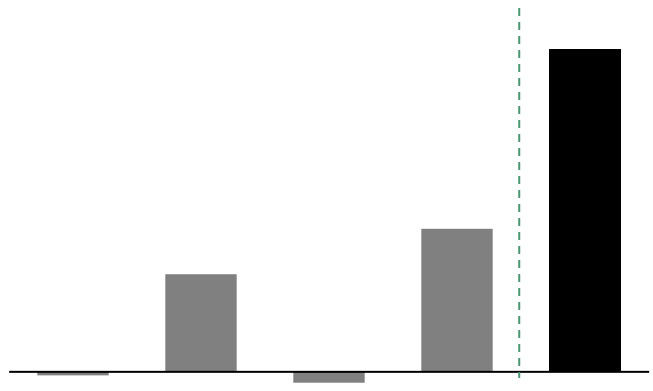
### Revenue (Rs. Crores)



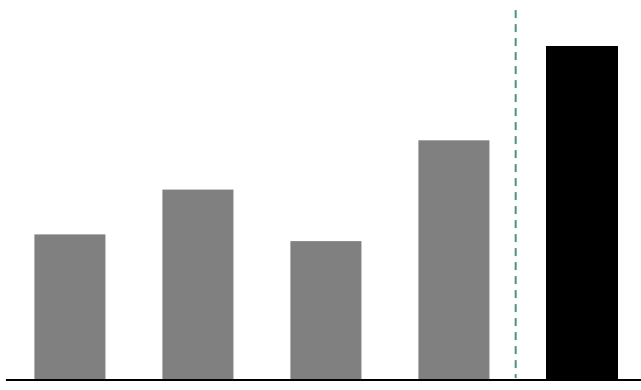
### EBITDA (Rs. Crores)



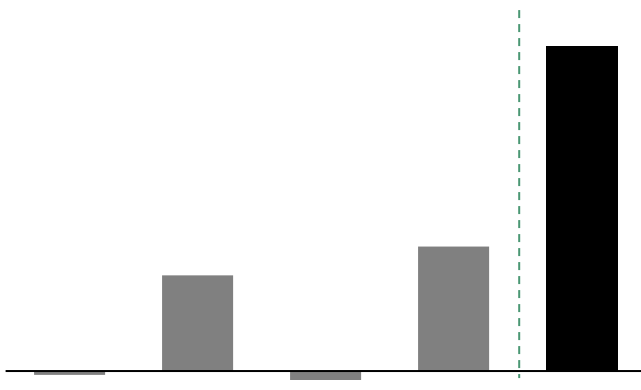
### PAT (Rs. Crores)



### EBITDA Margin ( )



### PAT Margin ( )



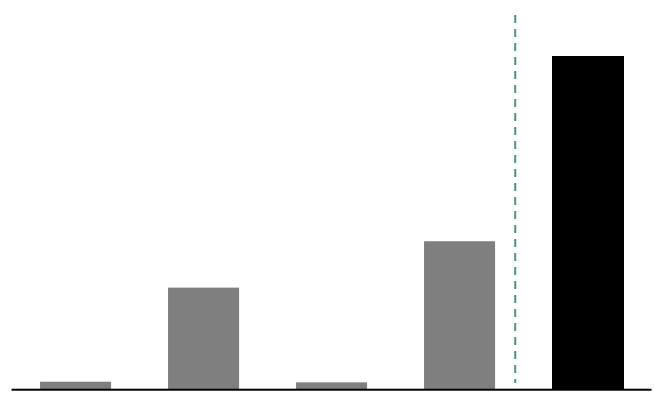
# Historical Financial Performance



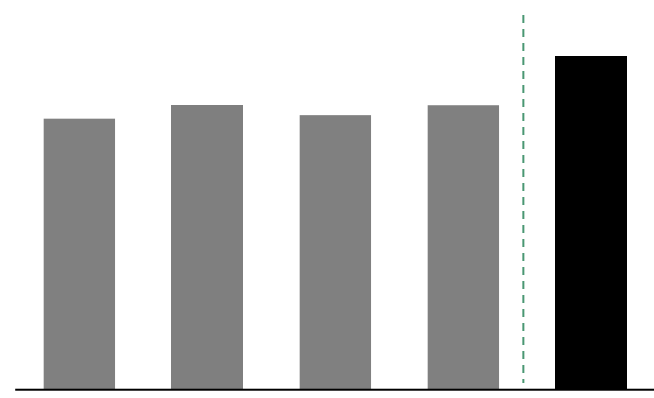
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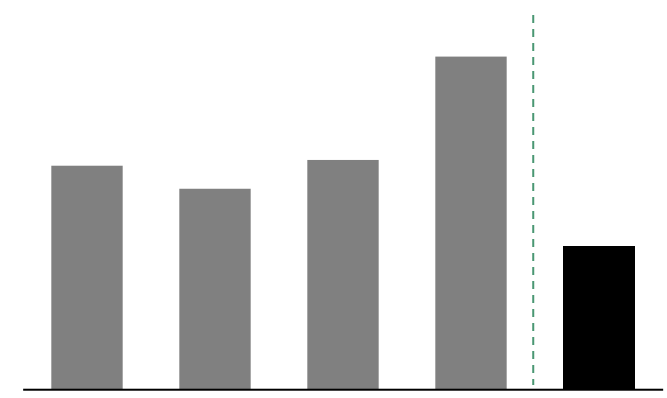
### EPS (in Rs.)



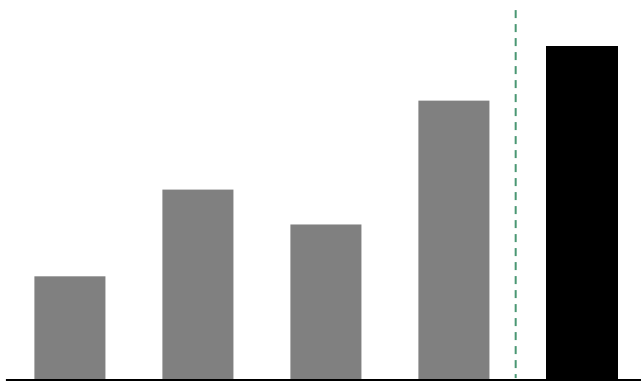
### Net Worth (Rs. Crores)



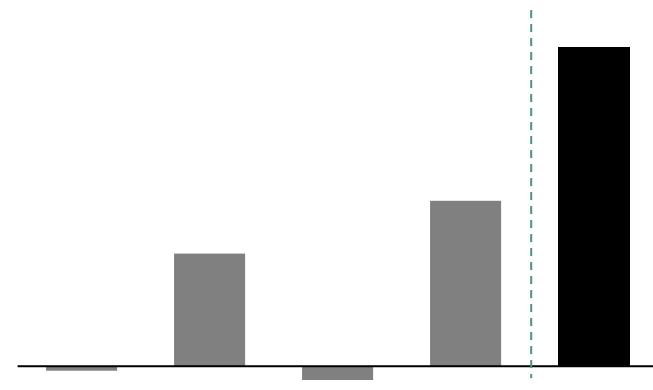
### Leverage (X)



### RoCE ( )



### RoE ( )



# Consolidated Profit & Loss Statement



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Particulars (Rs. Crores)	FY	FY	FY	FY	FY
Net Revenue from Operations (Net of Excise)	, .	, .	.	.	.
Gross Profit	, .	, .	, .	, .	, .
Gross Margin ( )	.	.	.	.	.
EBITDA	.	.	.	.	.
EBITDA Margin ( )	.	.	.	.	.
Profit Before Tax (PBT)	.	.	.	.	.
Profit After Tax (PAT)	.	.	- .	.	- .
PAT after profit of joint venture company	.	.	.	.	.
PAT Margin ( )	.	.	- .	.	- .

Reported PAT / Revenue from Operations

# Consolidated Balance Sheet Statement



Enriching Lives

Particulars (Rs. Crores)	FY	FY	FY	FY	FY
Equity					
<b>Total Equity</b>	, .	.	.	.	.
<b>Total Non Current Liabilities</b>	.	.	.	.	.
<b>Total Current Liabilities</b>	, .	, .	, .	, .	, .
<b>Total Equity and Liabilities</b>	, .	, .	, .	, .	, .

Particulars (Rs. Crores)	FY	FY	FY	FY	FY
Non Current assets					
<b>Total Non Current Assets</b>	.	.	.	.	.
Current Assets					
Financial Assets					
<b>Total Current Assets</b>	, .	, .	, .	, .	, .
<b>Total Assets</b>	, .	, .	, .	, .	, .

# Consolidated Cash Flow Statement



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Particulars (Rs. Crores)	FY	FY	FY	FY	FY
Profit Before Taxes	.	.	.	.	.
Cash generated from operations	.	.	.	.	.
Net Cash from Operating Activities	.	.	.	.	.
Net Cash from Investing Activities	- .	- .	- .	- .	- .
Net Cash from Financing Activities	- .	.	- .	- .	- .
Net Increase in cash and cash equivalents	- .	.	- .	.	.
			.	.	.

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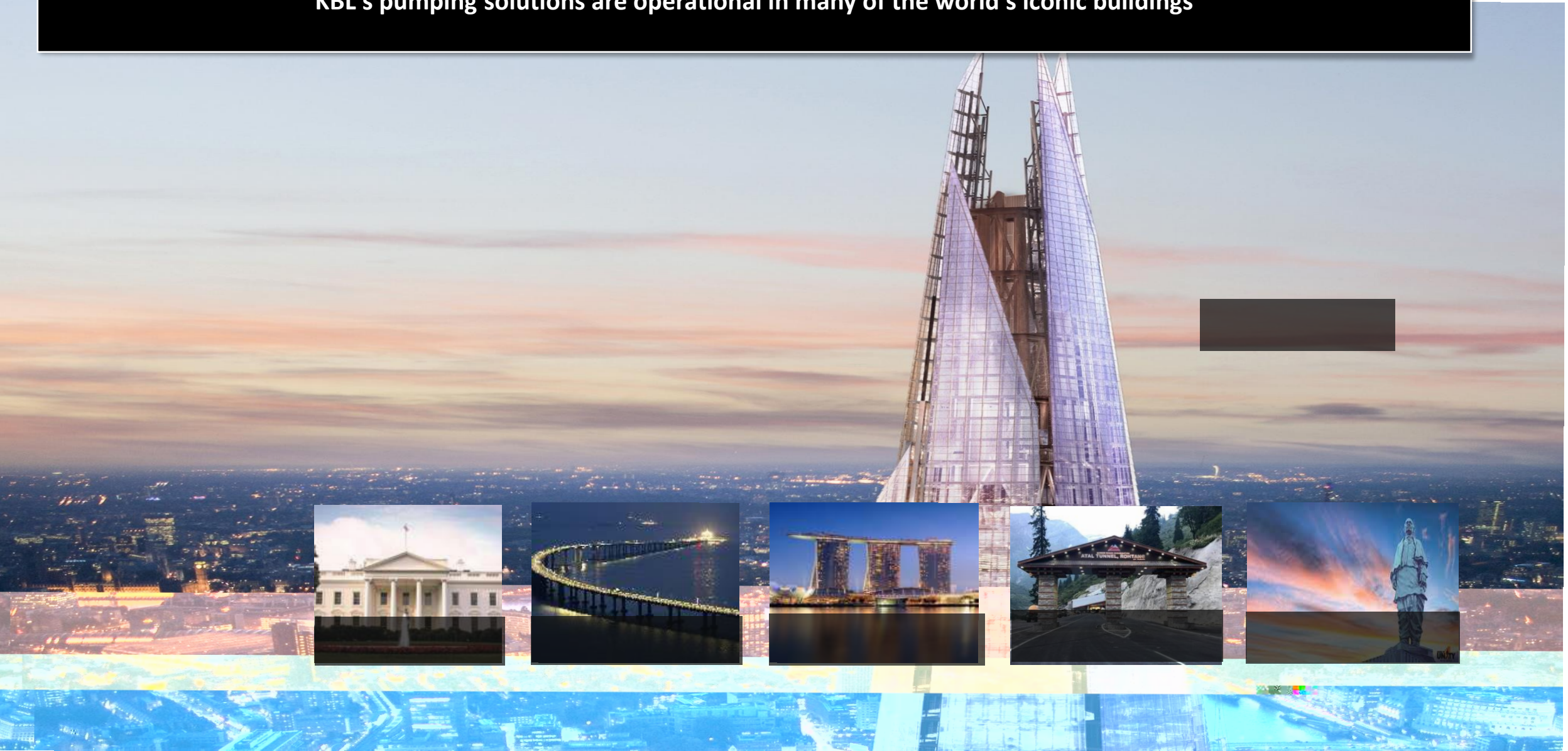
*Notable Projects*

# Notable Work – Building & Construction



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KBL's pumping solutions are operational in many of the world's iconic buildings



# Notable Projects – Power

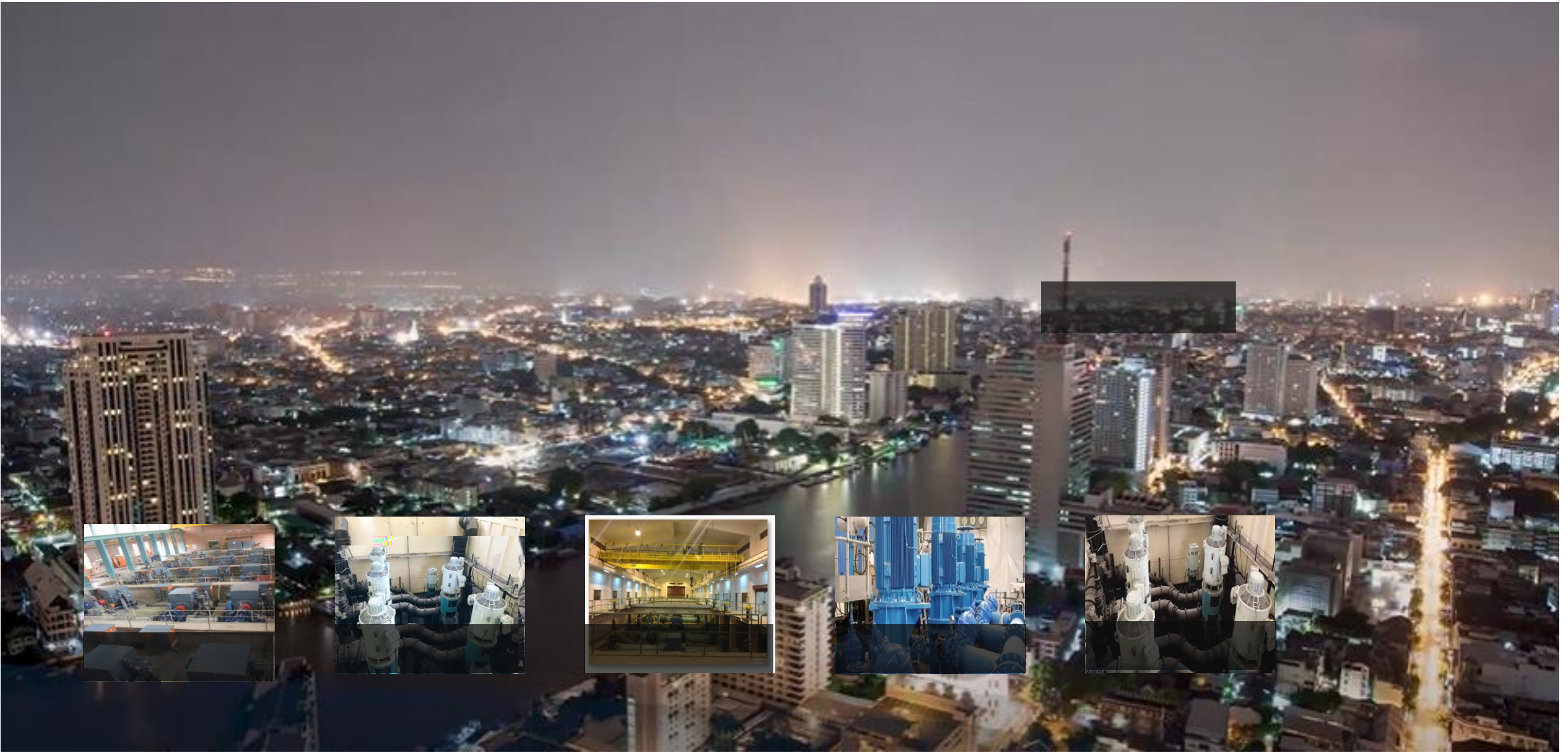
**KBL is the first and leading manufacturer of critical pumps for nuclear power in India. Supplied primary and secondary sodium pump to Bhavini and specialised pump sets for the ITER (International Thermonuclear Experimental Reactor) project in France, the world's largest magnetic confinement plasma physics experiment.**



# Notable Projects – Municipal Water

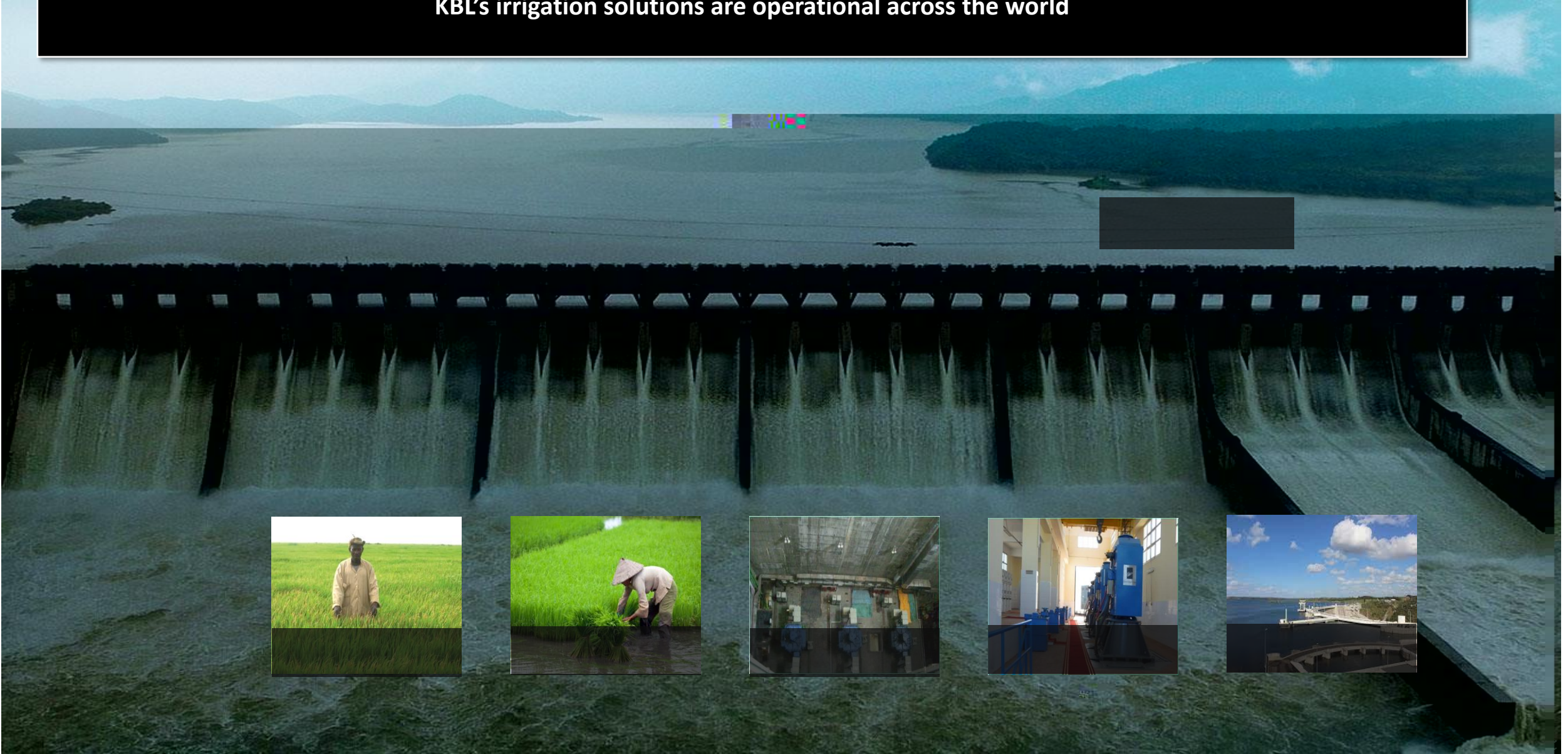


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# Notable Projects – Irrigation

KBL's irrigation solutions are operational across the world



For further information, please contact



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**SGA** Strategic Growth Advisors

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