KIRLOSKAR BROTHERS LIMITED
A Kirloskar Group Company

Enriching Lives

SEC/ F:23

May 11, 2023

BSE Limited
Corporate Relationship Department,
2nd Floor, New Trading Ring,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001.

(BSE Scrip Code – 500241)

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

(NSE Symbol - KIRLOSBROS)

Dear Sir/Madam,

Sub: Investor Presentation- Conference Call with Analyst scheduled on May 12, 2023

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In terms of the subject referred regulations read with Schedule III, Part A, Para A of the same, please find enclosed a copy of the Investor Presentation for the Quarter and Financial Year ended on March 31, 2023.

Please note that the above will be uploaded on the Company's website as well.

You are requested to take the same on records.

Thanking you,

Yours faithfully,
For **KIRLOSKAR BROTHERS LIMITED**

DEVANG BHARATKUMAR TRIVEDI

Digitally signed by DEVANG BHARATKUMAR TRIVEDI
Date: 2023.05.11 18:42:00 +05'30'

Devang Trivedi
Company Secretary

Encl: As above

Safe Harbour

Enriching Lives

This presentation and the accompanying slides (the "Presentation"), which have been prepared by (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Our Purpose – Vision – Mission – Values

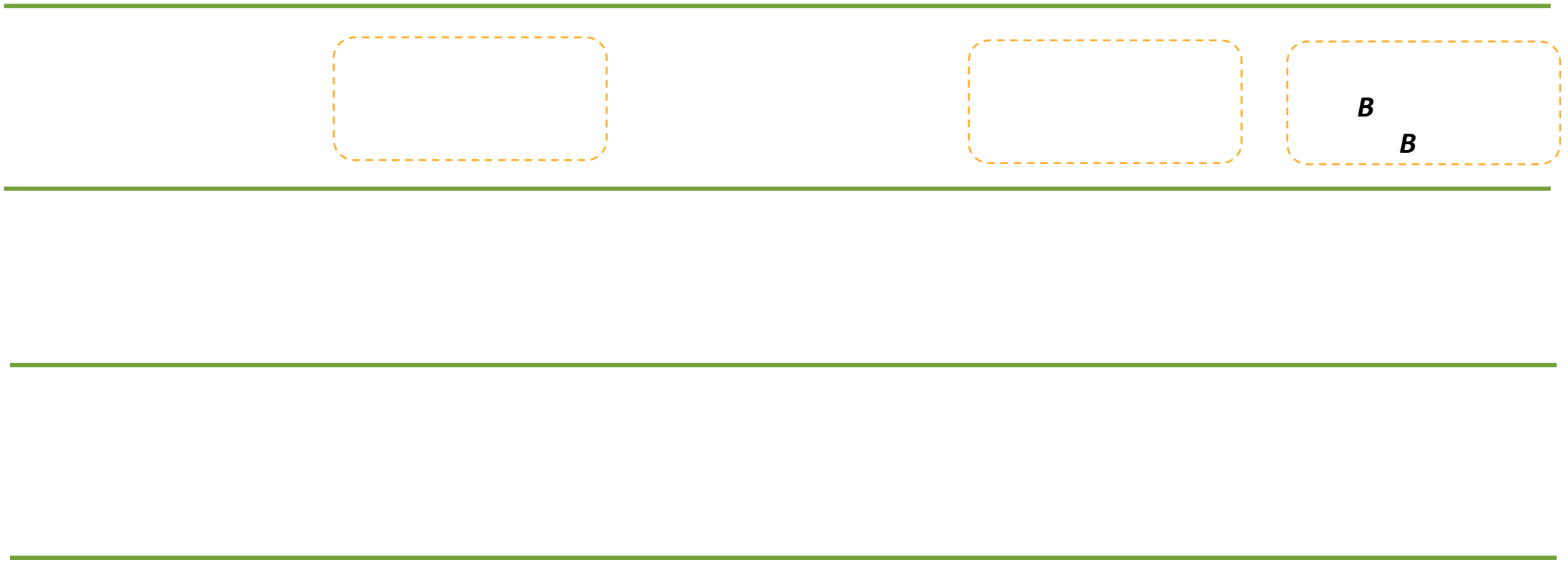
Enriching Lives

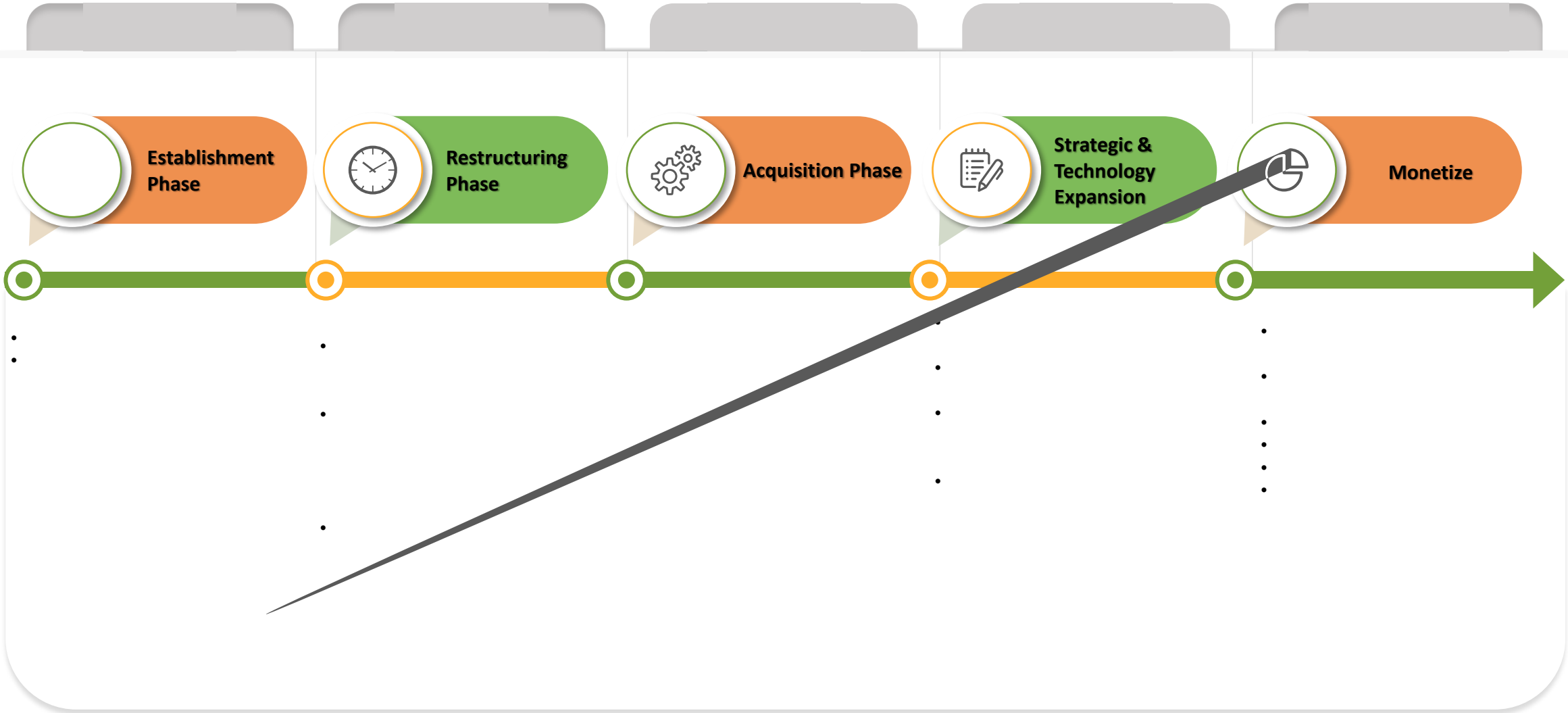
Enriching Lives. Transcending Boundaries.

Enriching Lives across communities through innovative and sustainable engineering solutions.

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

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


B
B


Establishment Phase
Restructuring Phase
Acquisition Phase
Strategic & Technology Expansion
Monetize

Our Business & Product Line

Enriching Lives

Our Business & Application

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

Oil & Gas

Marine & Defence

Bldg. & Const.

Small Pumps

Water Resource

Irrigation

Industry

Nuclear

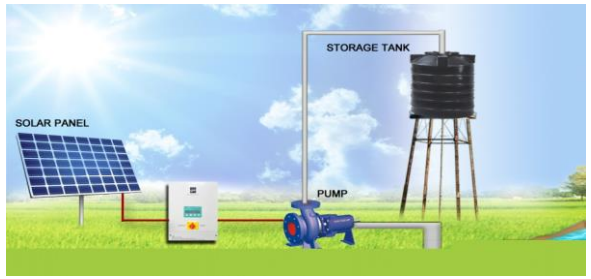
Our Product Line

Types of Pumps	Flow up to 120,000 m³/hr. (528,000 US GPM)
(30,000 HP)	Pump Head up to 3,200 m (4,539 psi)
28+ Types of Valves	Valves with diameter
Low Tension (LT) induction motors up to 315 frame	
B B	Lowest Life Cycle Cost LLC™ pumps world-wide

Our Innovative Solutions

Enriching Lives

Solar Pumping System



Pump Selection Package

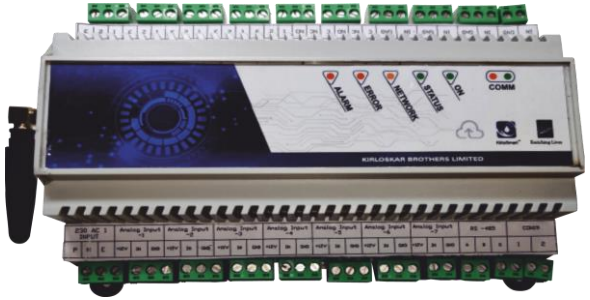
DOLPHIN

Fire Pump Monitoring

Lowest Life-Cycle Cost (LLC)™Pump

Sodium Pumps for Nuclear Power Plant

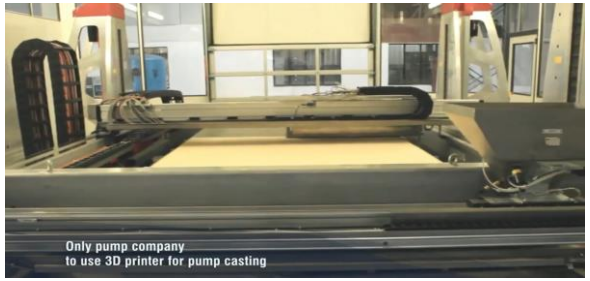
Kirlosmart Condition Monitoring



Augmented Reality Mobile Training

Canned Motor Pump

Additive Manufacturing 3D Printer



Global Footprint Through Local Presence

Enriching Lives

Atlanta, USA

Coleford,
United Kingdom

Almelo
The Netherlands

Jebel Ali,
UAE

Shirwal, India

Sanand, India

Karad Projects and
Motors Ltd

Egypt

Dewas, India

Johannesburg,
South Africa

Bangkok, Thailand

Kirloskarvadi, India

Kirloskar Ebara
Pumps Ltd

Pune, India

Kondhapuri, India

Kirloskar Corrocoat Pvt
Ltd

Coimbatore, India

The Kolhapur Steel Ltd

Legend

- Global Headquarters
- Manufacturing facility
- Office

High Qualified Management Team

Enriching Lives

Mr. Sanjay Kirloskar
Chairman & Managing Director

-
-

Mr. Alok Kirloskar
Managing Director – Kirloskar Brothers International B.V.

-
-
-

Ms. Rama Kirloskar
Joint Managing Director- Kirloskar Brothers Limited & Managing Director – Kirloskar Ebara Pumps Limited

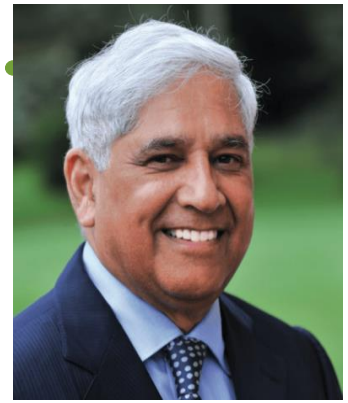
-
-
-
-

Mr. Chittaranjan Mate
Chief Financial Officer

-
-
-

Board of Directors

Enriching Lives



Mr. Pratap B. Shirke
Non-Executive & Non-Independent Director
(Up to 15th March 2023)

•

Mr. M. S. Unnikrishnan
Independent Director

•

Mr. Shrinivas V. Dempo
Independent Director

•

Mr. Shobinder Duggal
Independent Director

•

Long Standing Relationships with Marquee Clientele..

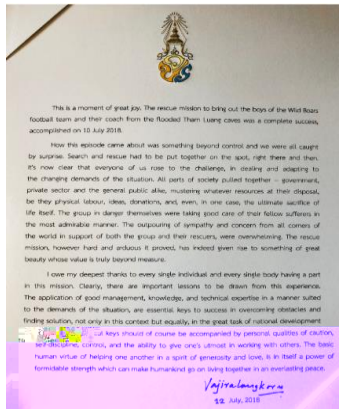
Enriching Lives

Our Global Partnerships

Enriching Lives

Awards & Accolades

Enriching Lives



Kirloskarvadi & Dewas –

Dewas –

Kaniyur -

ESG Initiatives

Enriching Lives

Environmental

-
-
-
-
- **Zero Discharge Facilities**
-
-

Social

- **CSR:**
-
-
-
- **Employee Welfare:**
-

Governance

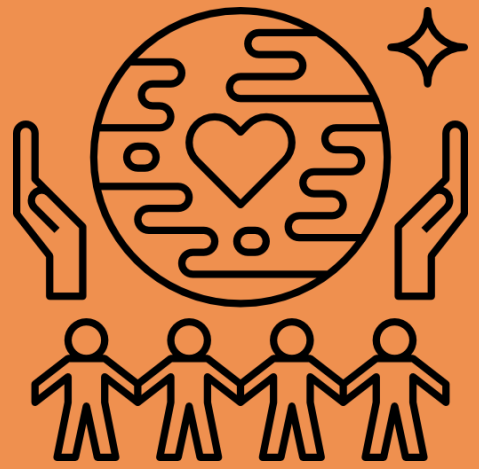
-
-
-
-
-
-
-
-

Corporate Social Responsibility

Enriching Lives

B

-
-
-
-
-
-
-
-



B

-
-
-
-
-
-

Corporate Social Responsibility

Enriching Lives

CSR Initiatives in India

Enriching Lives

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

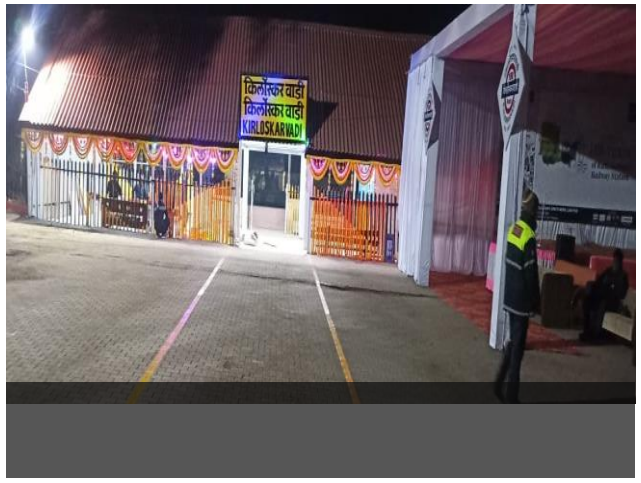


Table of Content

Enriching Lives

01 *About Us*

02

03 *Our Joint Ventures & Subsidiaries*

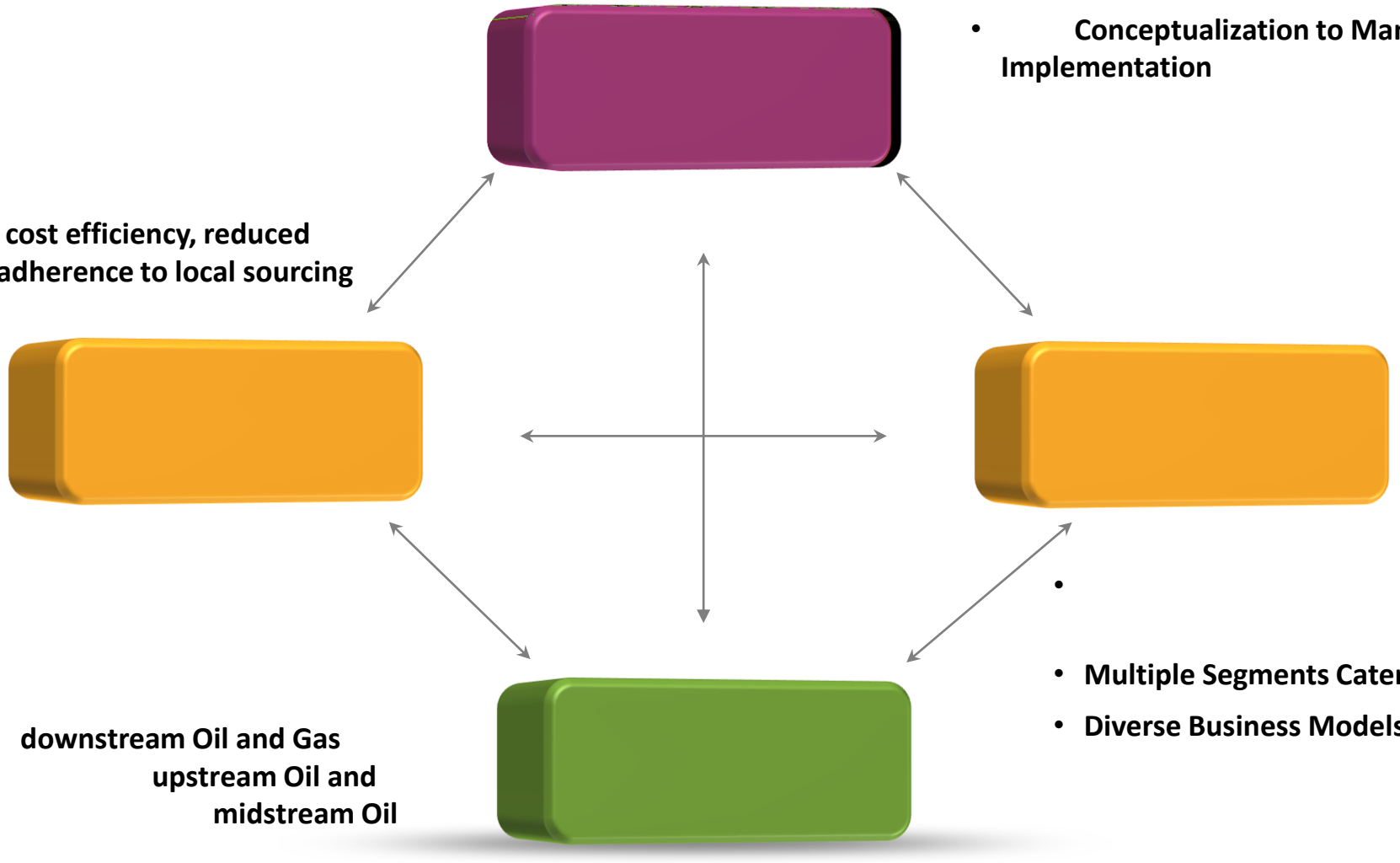
04 *Financial Highlights*

05 *Historical Performance at a Glance*

06 *Notable Projects*

A Unique Value Proposition

Enriching Lives



- Conceptualization to Manufacturing to Implementation

-

-

ensures cost efficiency, reduced turnaround time and adherence to local sourcing norms

-

- Multiple Segments Catered:
- Diverse Business Models:

-

downstream Oil and Gas

upstream Oil and

midstream Oil

solutions

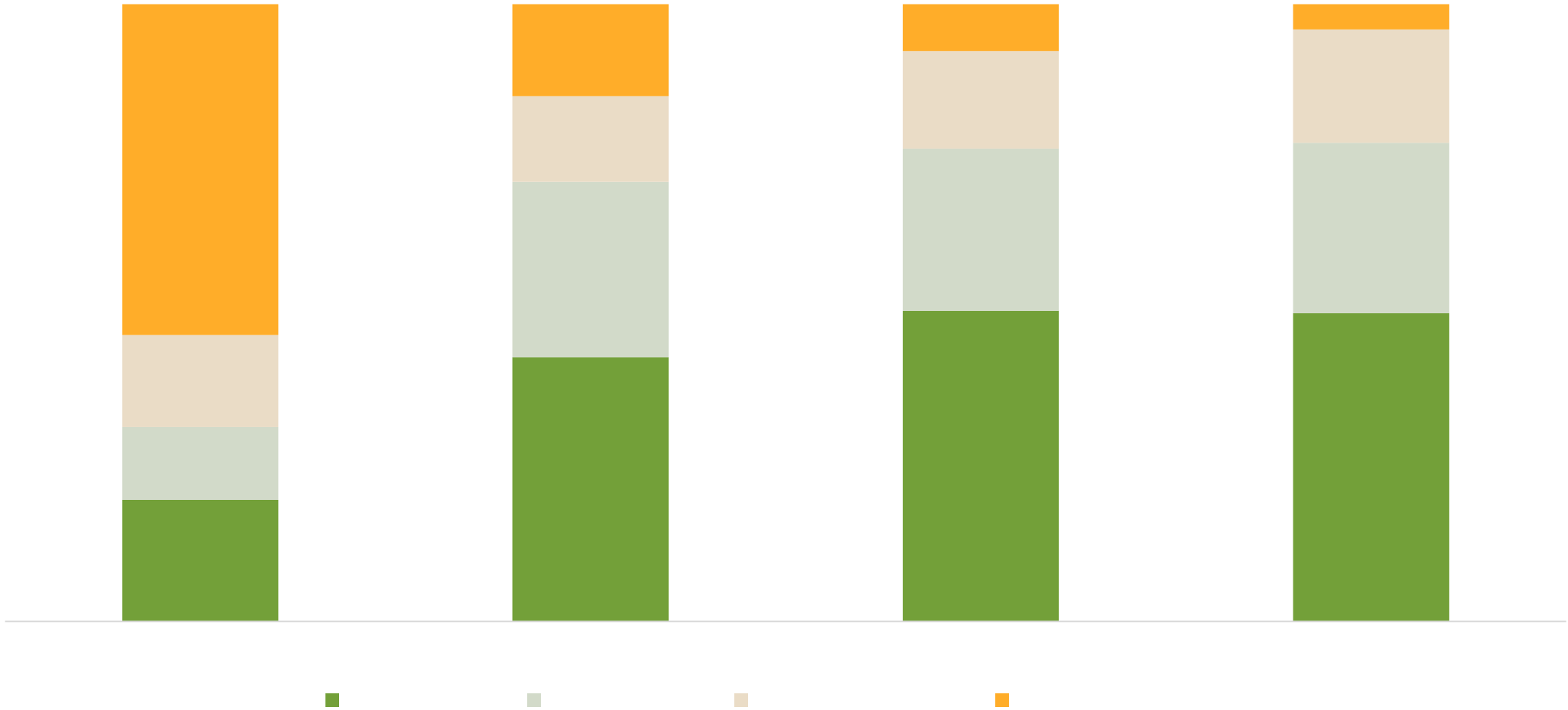
Gas solutions and

and Gas solutions

- 3-D printing

…And Improving Product Mix

Enriching Lives



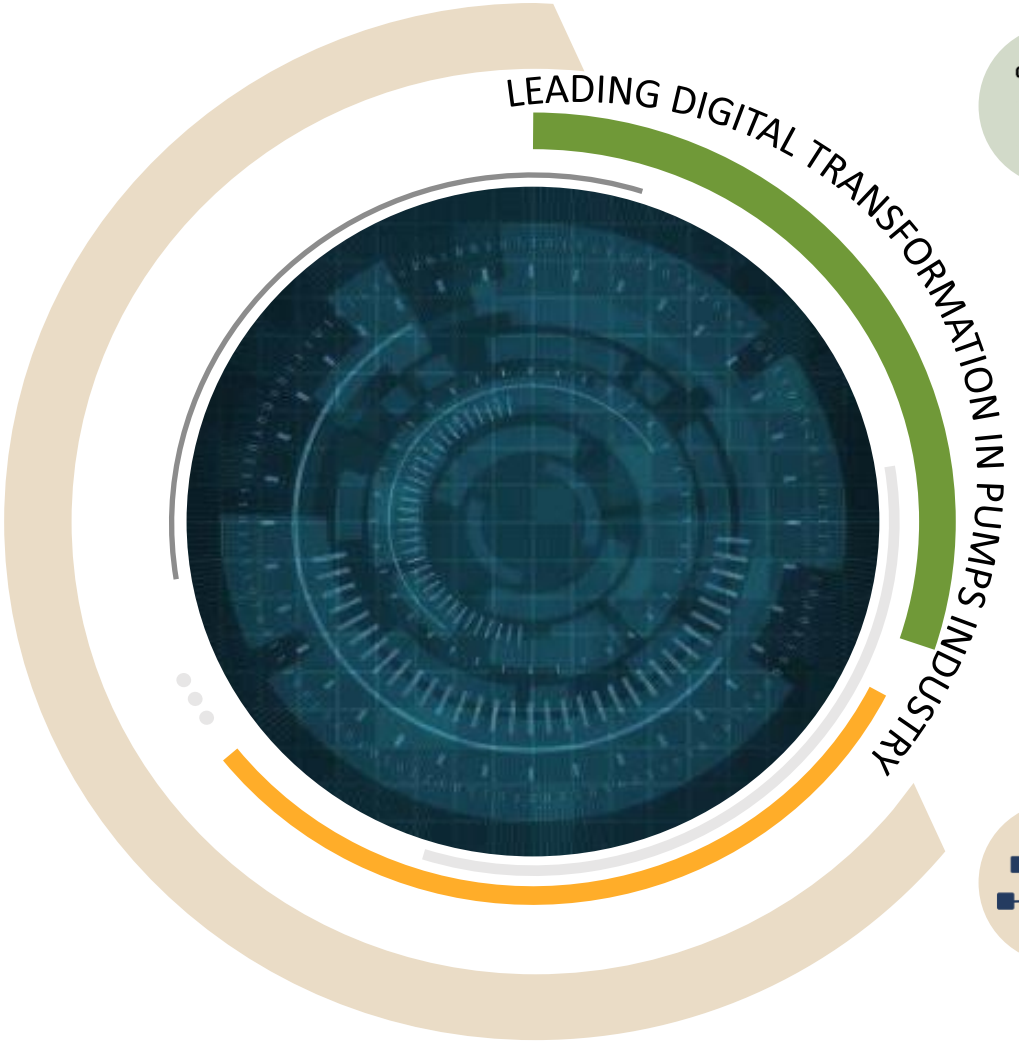
Note: Pumps installed in Projects jobs are included in Engineered to Order

..Coupled n Multiple Trigge

Staying Ahead of the Curve through Digital Initiatives

Enriching Lives

- Virtual Reality (VR), Augmented Reality (AR), Artificial Intelligence (AI) , Internet of Things (IoT)
- Automation and ERP Solutions



3D Printing

✓ Largest 3-D printer for foundries in the world

✓ Flexible and Universal

Augmented Reality/ Virtual Reality

✓

✓

Artificial Intelligence

✓

✓

IoT

✓

✓

Subscription Platform - Creating Market Opportunity

Enriching Lives

technological and domain expertise

Traditional Solution

-
-
-
-

KBL's Innovative Solution - Subscription Platform

-
-
-
-
-
-

Market Opportunities

Market Opportunitues

- **Scalable & Universal:**
  -
  -
- **Multiple Revenue Streams:**
  -
  -

Way Ahead….

Enriching Lives

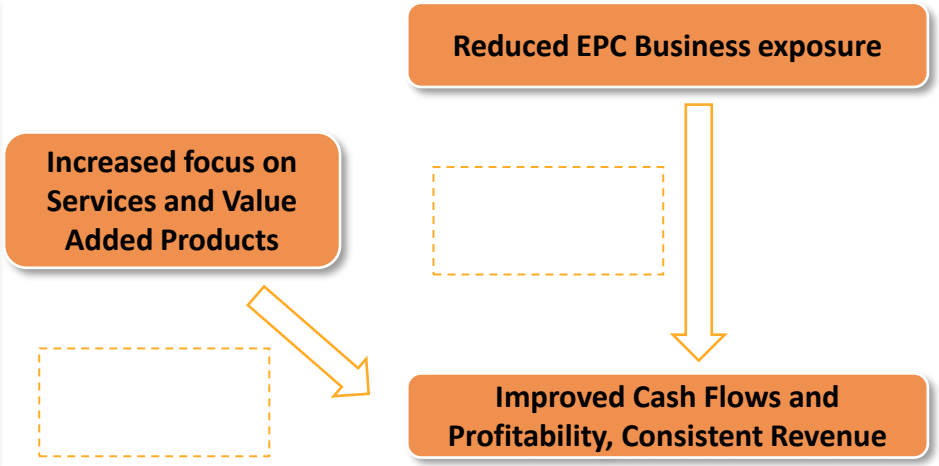
KBL has strategically reduced EPC business exposure and increased contribution from Services & Value-Added Products

B

-

75% in FY10 to 5% in FY23

-
-
-



Well poised for future opportunities

- **Being one of the leading players in Pumps and Valves with a successful track record of 9+ decades, KBL is well positioned to capitalise on the future opportunities**

F

✓	**Focus on Value-Added Products & Services**	▪
✓	**Monetize IPs**	▪ ▪
✓	**Leverage Global Presence**	▪
✓	**Debottlenecking & Cost Optimisation**	▪ ▪
✓	**Strong Thrust on Quality & Product Innovation**	▪ ▪ *8 new products have earned the India Design Mark in last 5 years.*

Table of Content

Enriching Lives

01 *About Us*

02 *Strategic Focus*

03

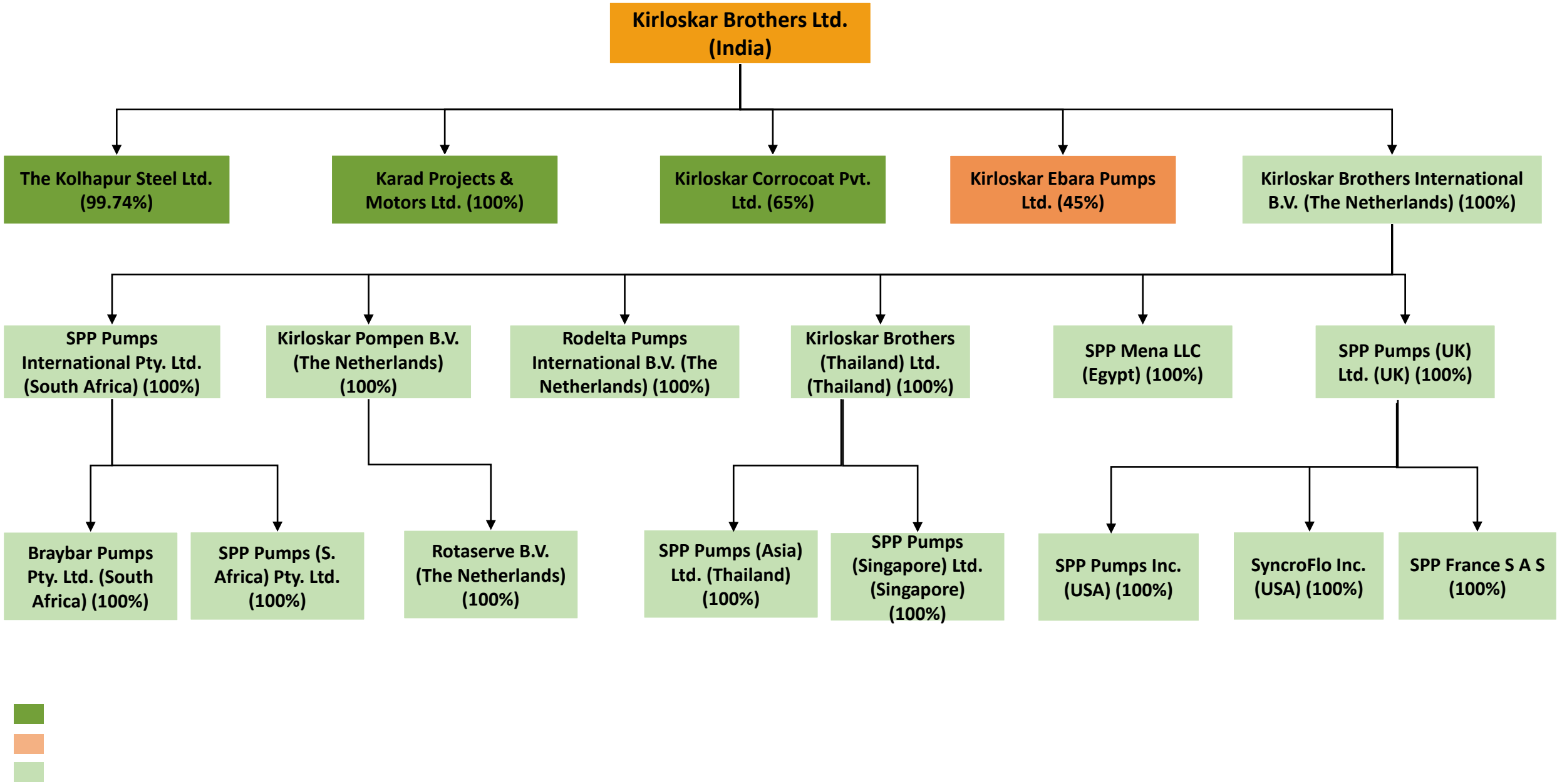
04 *Financial Highlights*

05 *Historical Performance at a Glance*

06 *Notable Projects*

Group Structure

Enriching Lives



Leveraging the localised global presence

Enriching Lives

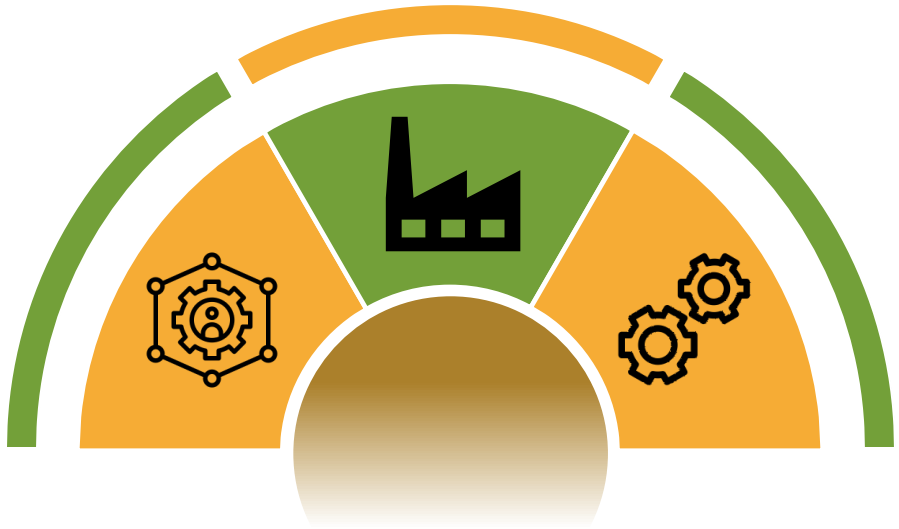
KBL is leveraging the localised global presence through cost-synergies, duty-free access and local sourcing norms

Duty-free Access & preference to Local Manufacturers

-
-
-

Cost Synergies

-
-
-



Local Sourcing Norms and Regulations

-
-

Kirloskar Brothers International B.V.*, The Netherlands

Enriching Lives

Genesis

-
-
- **It comprises following major subsidiaries abroad:**
  -
  -
  -
  -
  -
  -

Product Profile

-
-
-
-
-
-
-
-
-

Geographies Catered

-
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-

Industries Catered

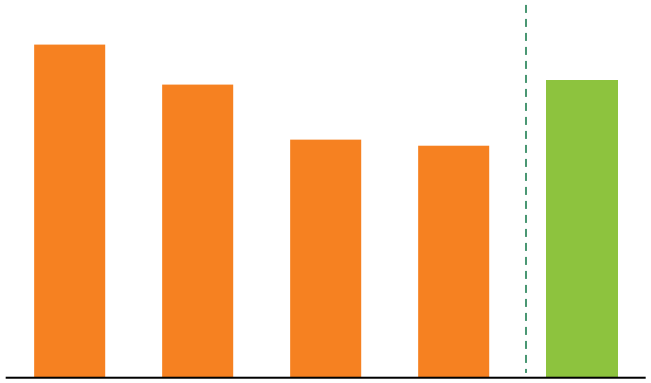
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-

*** Holding company of all international businesses**

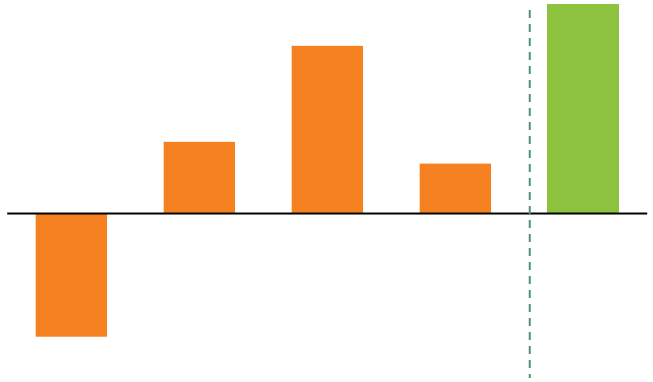
Kirloskar Brothers International B.V.*, The Netherlands

Enriching Lives

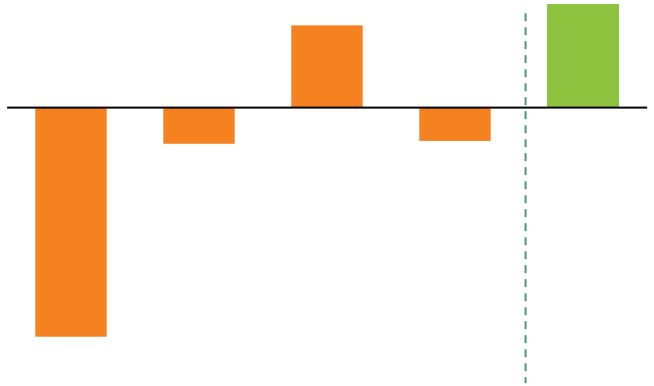
Revenue (€ Mn.)



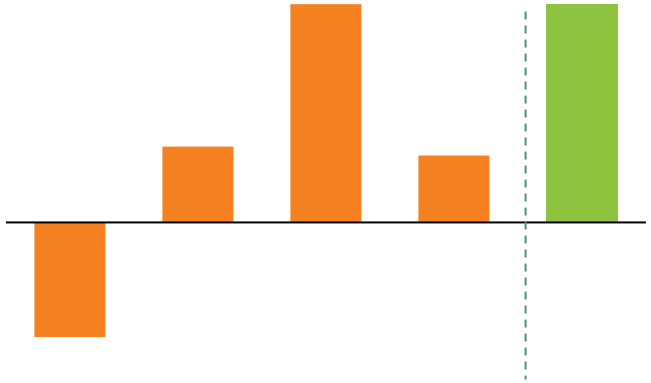
EBITDA (€ Mn.)



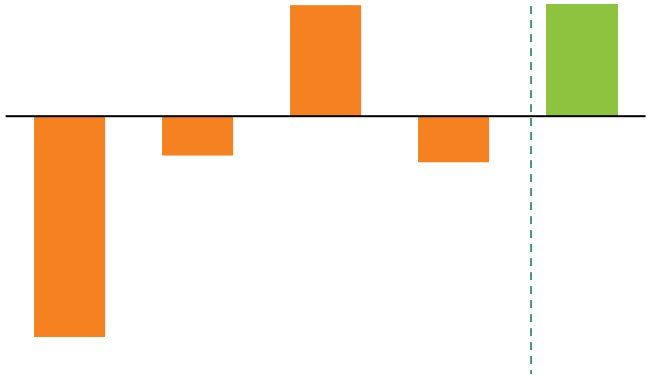
PAT (€ Mn.)



EBITDA Margin (%)



PAT Margin (%)



* Holding company of all international businesses
** Hedge accounting implemented by SPP UK from July 22 hence effect of currency fluctuation will be minimal

SPP Pumps Limited, United Kingdom

Enriching Lives

Genesis

-
-
-
-
-
- **Current Orderbook:**

Product Profile

-
-
-
-
-
-
-
-

Strategy

- ✓ *Leading digital & innovative initiatives for KBL Group*
- ✓ *Pushing the maintenance services business which started in 2016.*
- ✓ *Diversifying the product profile*
- ✓ *Focus on the service business with large number of framework contracts*

Geographies Catered

Industries Catered

SyncroFlo Inc., The United States of America

Enriching Lives

Genesis

-
-
-
-

Product Profile

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

SyncroFlo
Pumping System Solutions

Strategy

✓

✓

✓

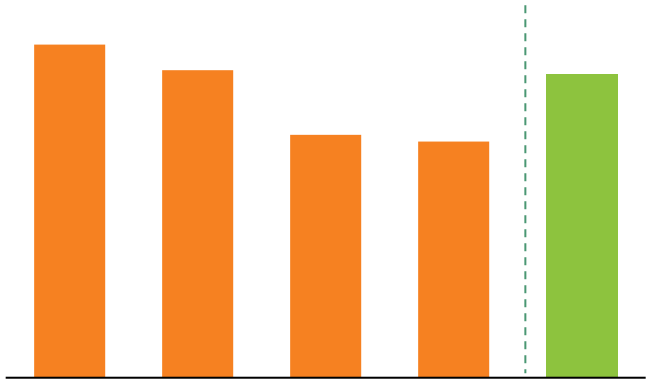
Geographies Catered

Industries Catered

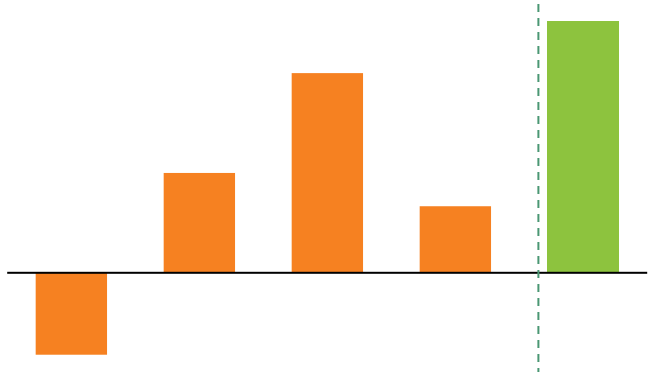
SPP Pumps Limited, United Kingdom

Enriching Lives

Revenue (£ Mn.)

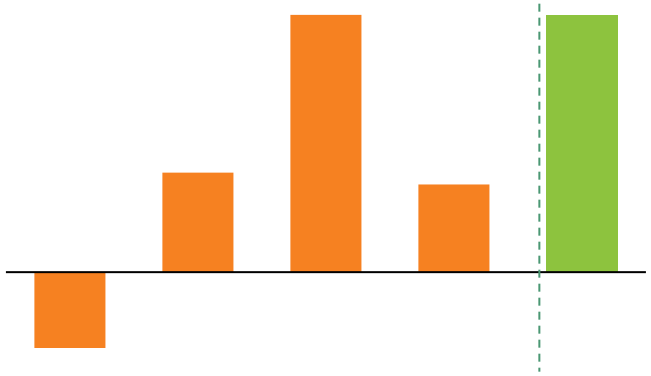


EBITDA (£ Mn.)



PAT (£ Mn.)

EBITDA Margin (%)



PAT Margin (%)

Note: Including SPP Inc. and SPP France
* Hedge accounting implemented from July 22 hence effect of currency fluctuation will be minimal

Rodelta Pumps International B.V., The Netherlands

Enriching Lives

Genesis

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

Product Profile

-
-
-
-
-

RODELTA®

Strategy

- ✓ *Niche product launches – fish-friendly pumps and OH5 pumps for Hydrogen Production*
- ✓ *Turnaround & improve profitability through a specialised product profile*
- ✓ *Leverage the brand profile and expand the geographic presence*

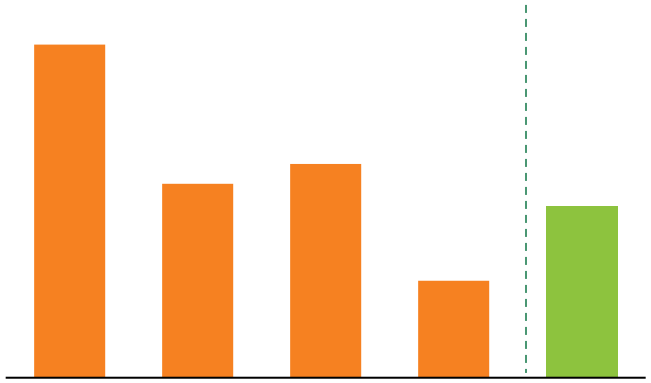
Geographies Catered

Industries Catered

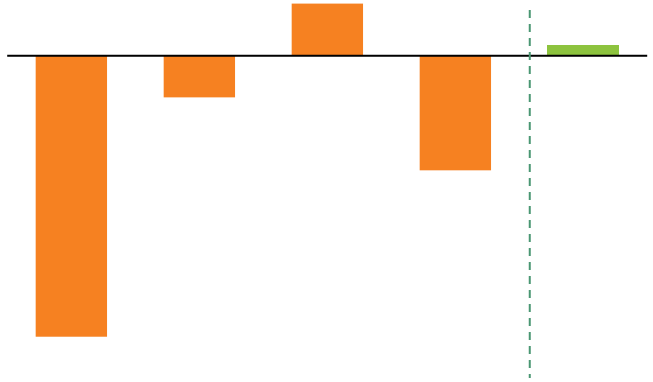
Rodelta Pumps International B.V., The Netherlands

Enriching Lives

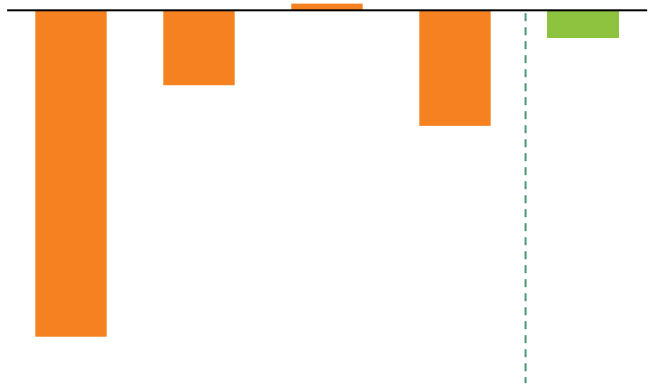
Revenue (€ Mn.)



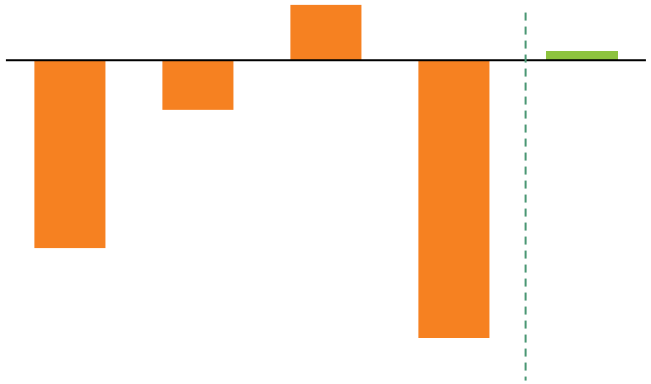
EBITDA (€ Mn.)



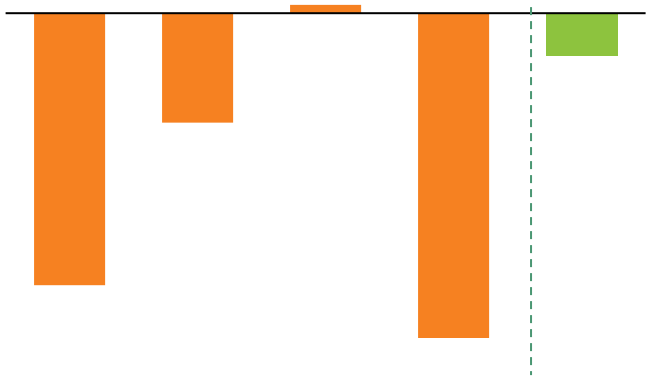
PAT (€ Mn.)



EBITDA Margin (%)



PAT Margin (%)



Note: Including KPBV and Rotaserve

Kirloskar Brothers (Thailand) Limited, Thailand

Enriching Lives

Genesis

-
-
- **Current Orderbook:**

Product Profile

-
-
-
-
-

Strategy

- ✓ *Access ASEAN region duty-free through value addition in Thailand*
- ✓ *Brand Development and distribution network expansion in ASEAN region*
- ✓ *Continue to reduce the lumpiness of the cashflows by focussing to build a standard and engineered daily business*

Markets Catered

-
-
-
-
-
-
-

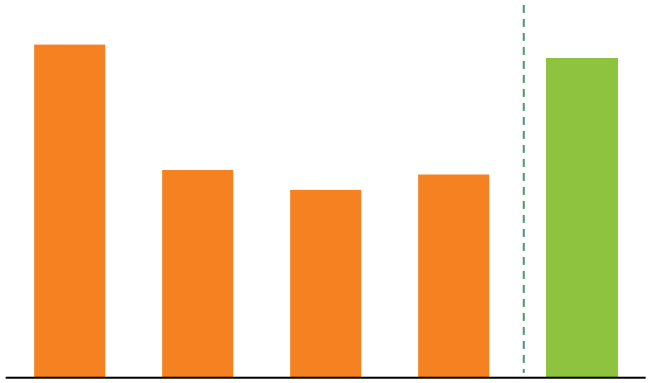
Industries Catered

-
-
-
-
-

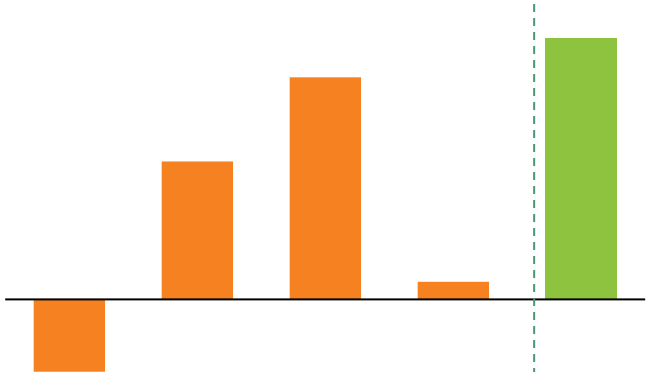
Kirloskar Brothers (Thailand) Limited, Thailand

Enriching Lives

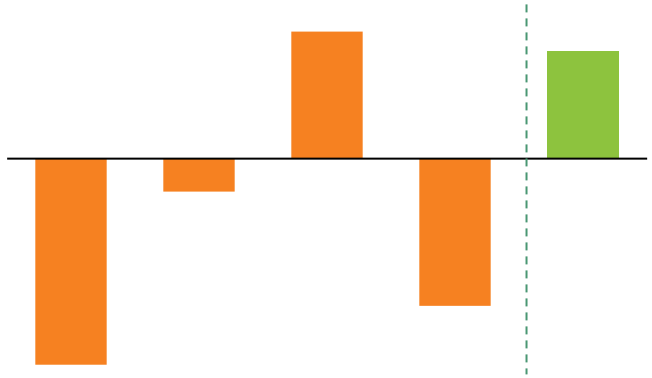
Revenue (THB in Mn.)



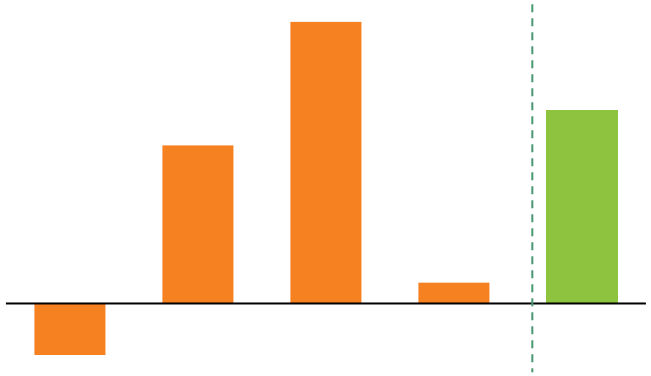
EBITDA (THB in Mn.)



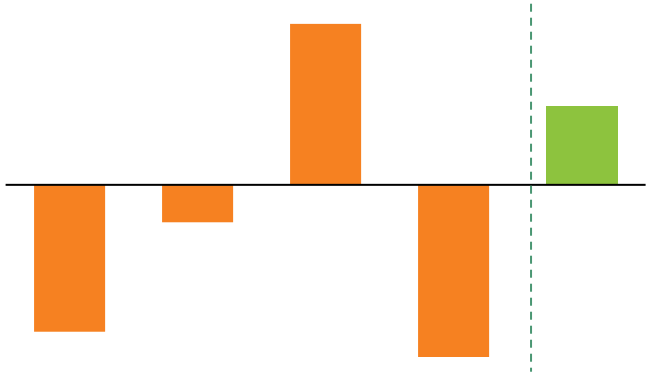
PAT (THB in Mn.)



EBITDA Margin (%)



PAT Margin (%)



Note : Financials Include SPP Asia and SPP Singapore

Braybar Pumps Limited, South Africa

Enriching Lives

Genesis

-
-
- **Current Orderbook:**

Product Profile

-
-
-
-
-
-

Strategy

- ✓ *Improve product mix*
- ✓ *Maintain profitability*

Markets Catered

-
-
-
-
-
-
-
-

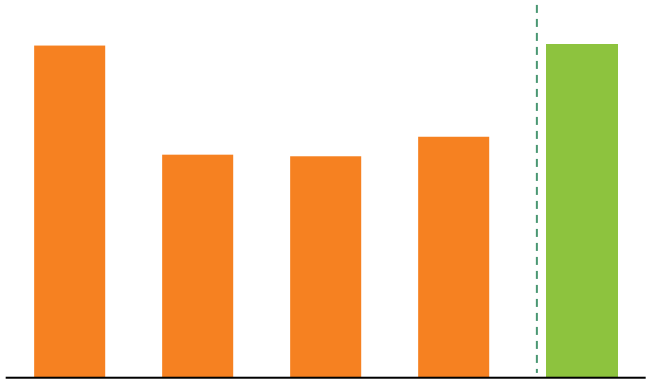
Industries Catered

-
-
-
-

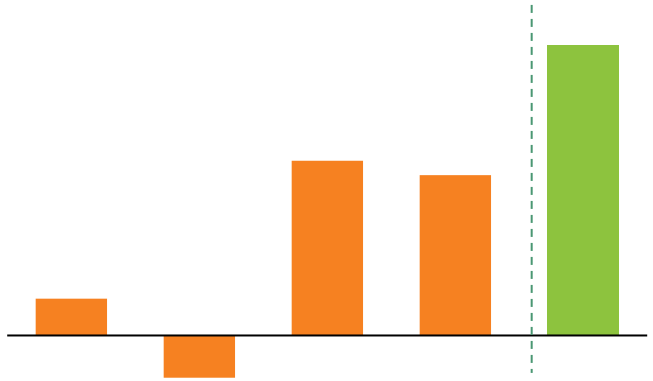
Braybar Pumps Limited, South Africa

Enriching Lives

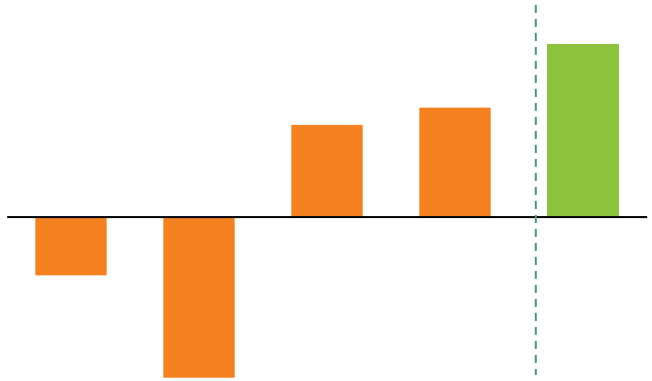
Revenue (ZAR Mn.)



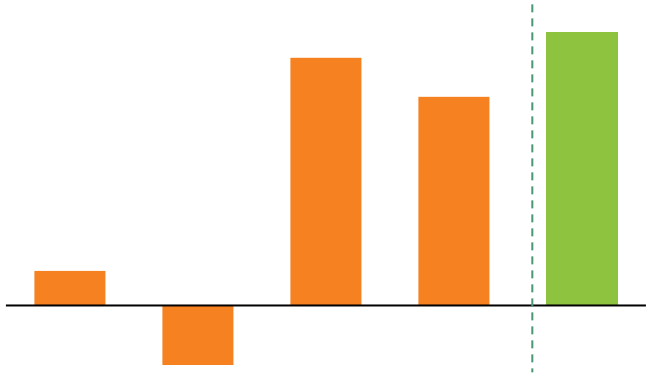
EBITDA (ZAR Mn.)



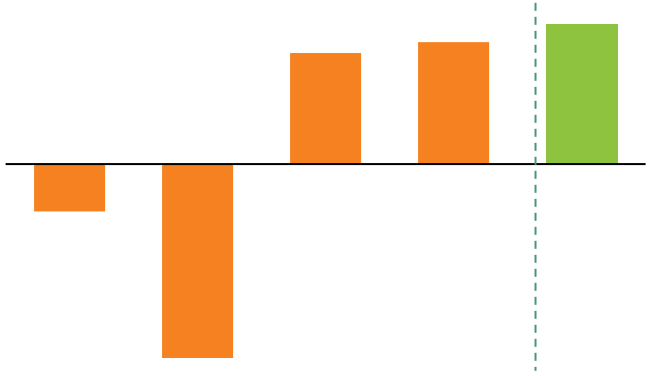
PAT (ZAR Mn.)



EBITDA Margin (%)



PAT Margin (%)



Note: Including SPP International, SPP SA and Micawber

Karad Projects And Motors Limited (KPML)

Enriching Lives

Genesis

-
-
-

Product Profile

- **Stamping:**
- **Motors:** **incl. IE4, IE5**
- **Components:**

KPML
KARAD PROJECTS AND MOTORS LIMITED

Strategy

- ✓ *Cost Leadership through Backward Integration*
- ✓ *Product expansion – Electronics, Smart Systems and Products*

Markets Catered

-
-
-
-
-
-
-
-

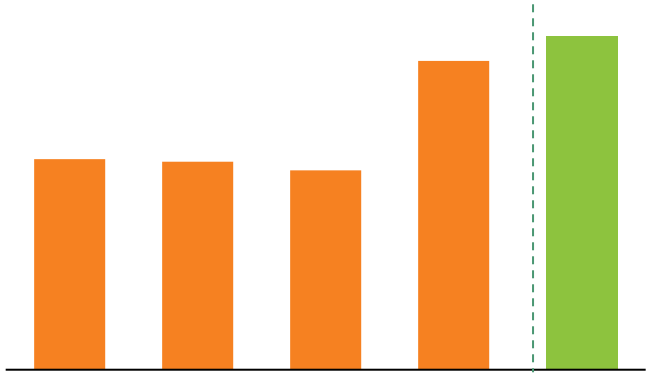
Industries Catered

-
-
-
-

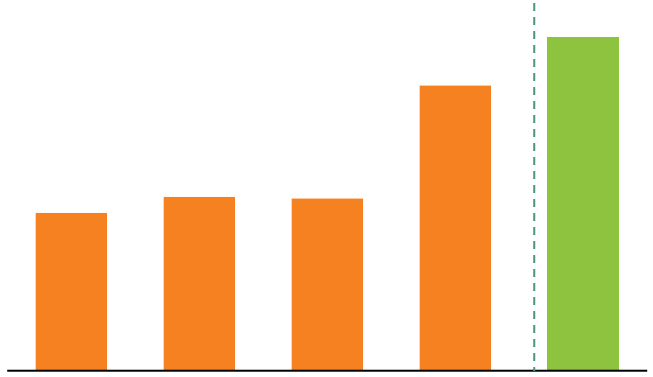
Karad Projects And Motors Limited

Enriching Lives

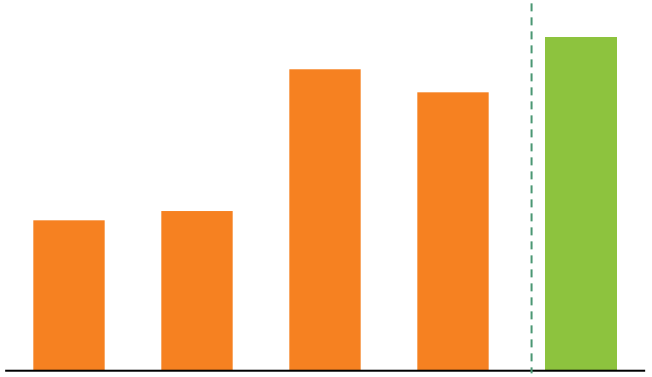
Revenue (Rs. Crores)



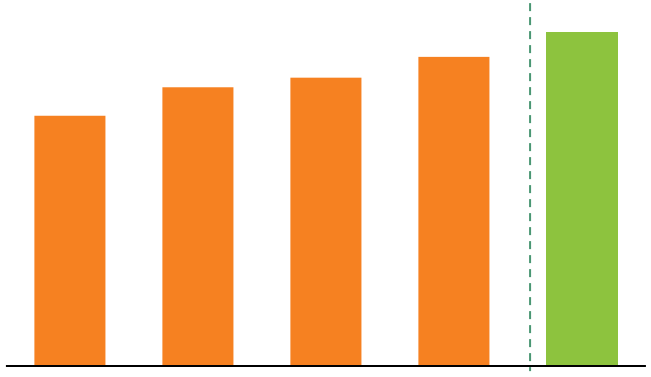
EBITDA (Rs. Crores)



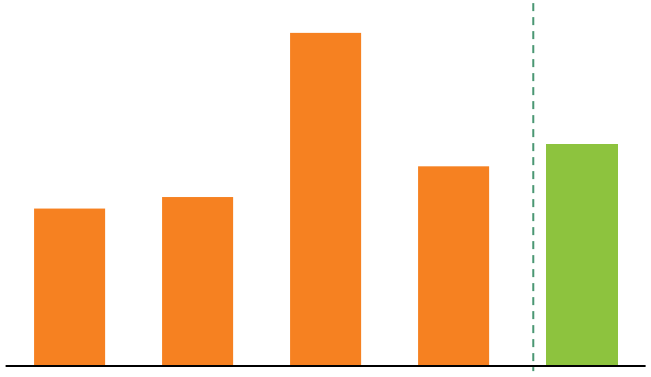
PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)



Kirloskar Ebara Pumps Limited

Enriching Lives

Genesis

-
- **Current Orderbook:**

Product Profile

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

KEPL

Strategy

- ✓ *Expand Services offering across the geographies catered*
- ✓ *Leverage proven track record and approvals with customers to increase the market share*
- ✓ *Improve margin profile and profitability through cost leadership*
- ✓ *Maintain the robust order book trajectory*

Markets Catered

-
-
-
-
-

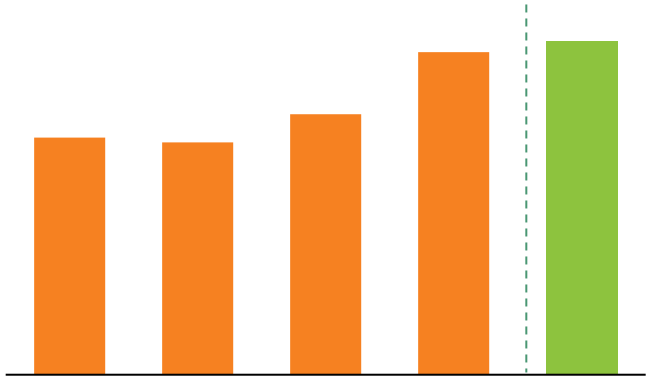
Industries Catered

-
-
-
-
-
-

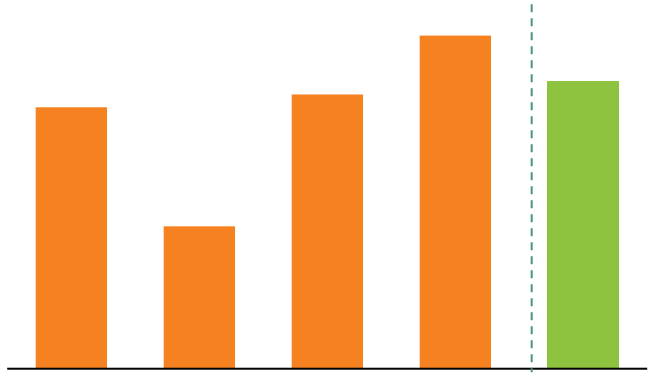
Kirloskar Ebara Pumps Limited

Enriching Lives

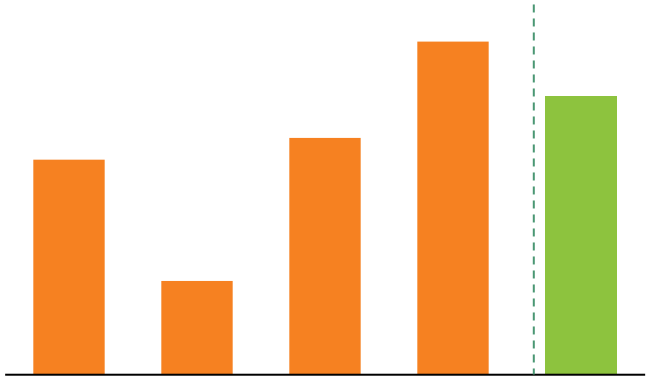
Revenue (Rs. Crores)



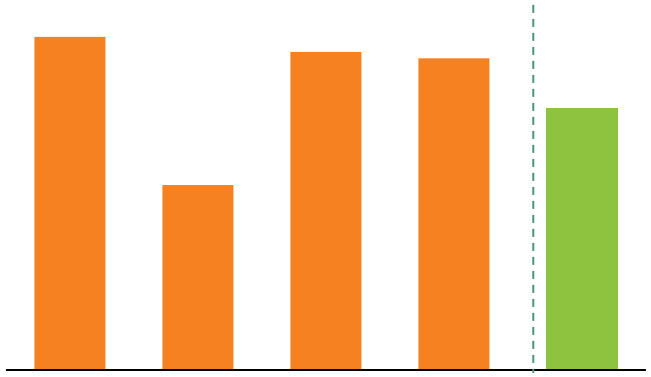
EBITDA (Rs. Crores)



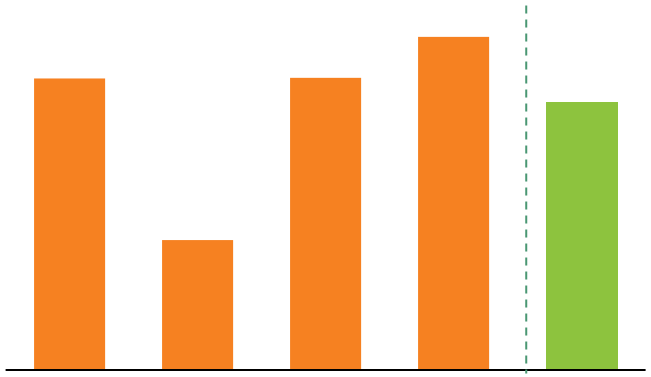
PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)



The Kolhapur Steel Limited (TKSL)

Enriching Lives

Genesis

-
-
-
-
- **Installed Capacity:**

Product Profile

-
-
-
-
-
-

TKSL
THE KOLHAPUR STEEL LIMITED

Strategy

- ✓ *Reduce the losses*
- ✓ *Enhance the operations through recently infused capital*

Markets Catered

-
-

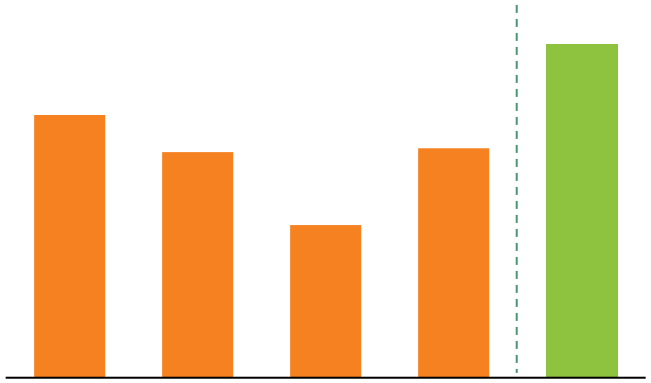
Industries Catered

-
-
-
-
-

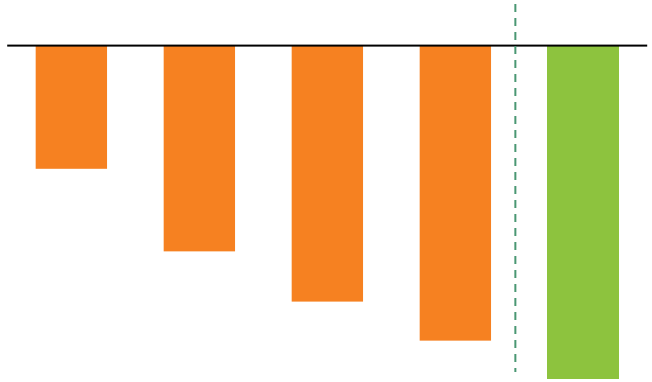
The Kolhapur Steel Limited

Enriching Lives

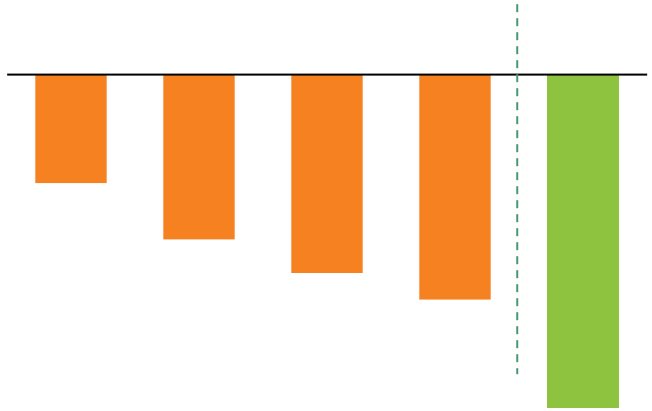
Revenue (Rs. Crores)



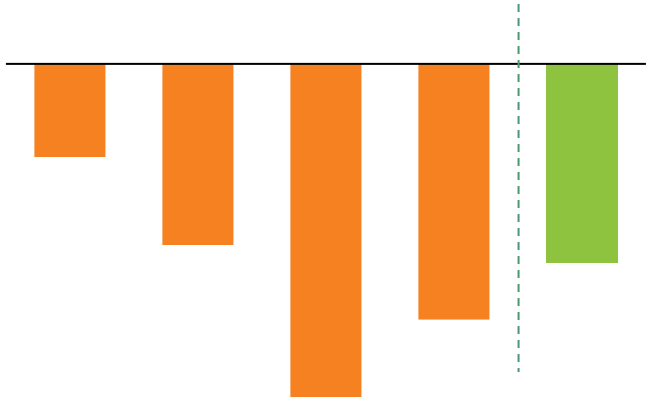
EBITDA (Rs. Crores)



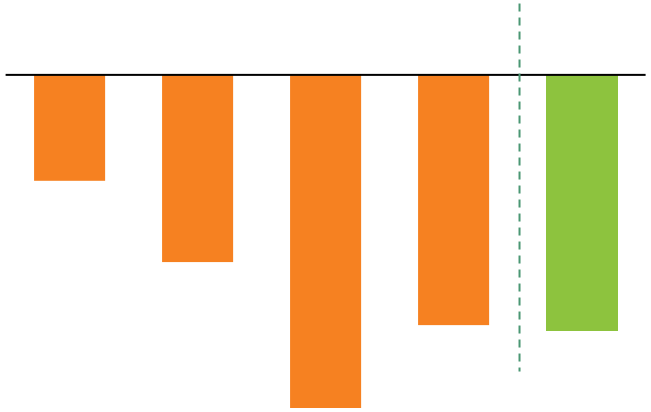
PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)



Note: PAT for FY 23 is after considering exceptional item of Rs. 4.2 Cr.

Kirloskar Corrocoat Private Limited

Enriching Lives

Genesis

-
-
-

Product Profile

Markets Catered

Industries Catered

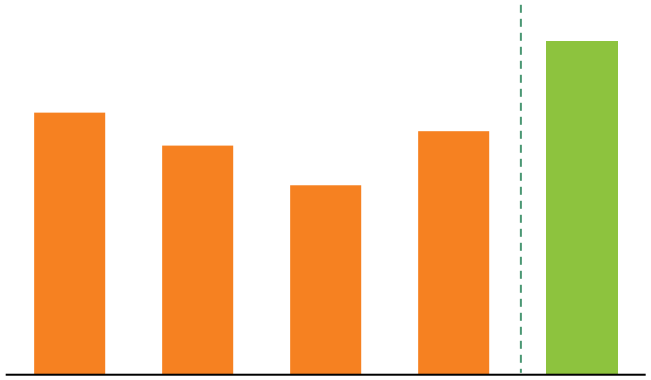
Strategy

- ✓ *Product Differentiation – Provide innovative solutions to the customers to enhance efficiency and life of pumps , valves and pipelines*
- ✓ *Developed unique solution to remain ahead of the curve- Innovative product range for Power Sector supported by FGD Regulation and o to5 re rpelines*

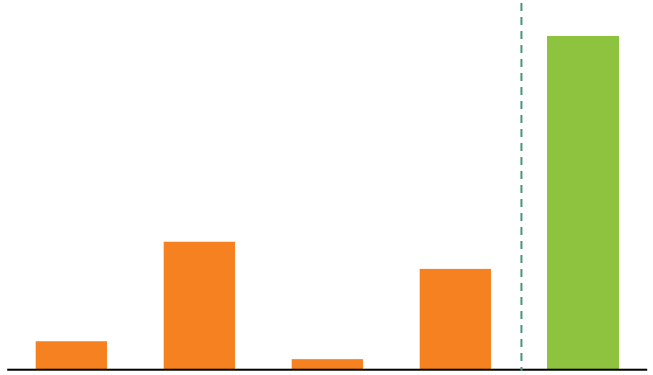
Kirloskar Corrocoat Private Limited

Enriching Lives

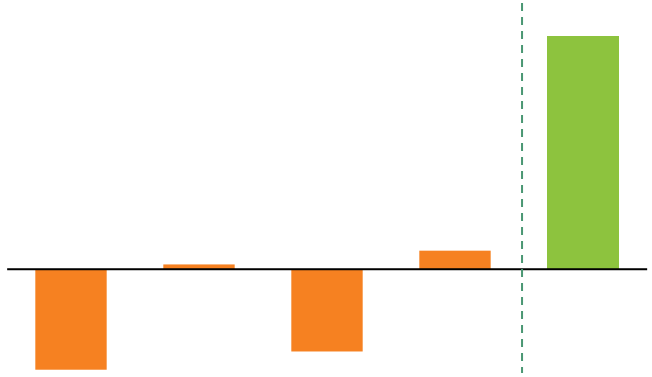
Revenue (Rs. Crores)



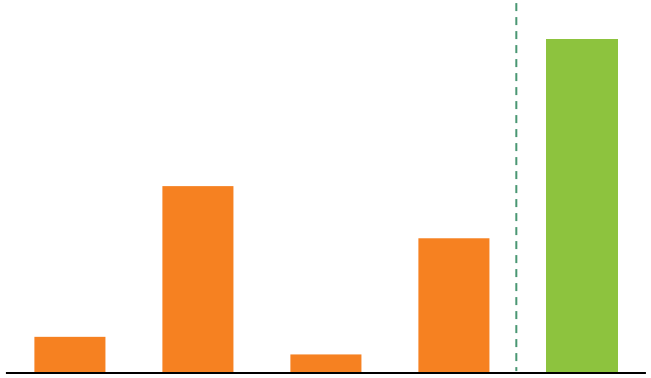
EBITDA (Rs. Crores)



PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)

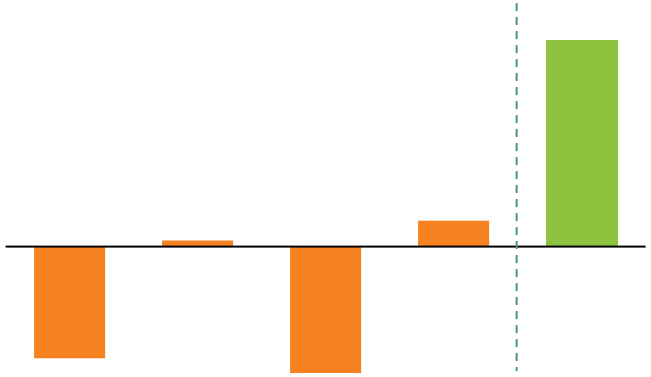


Table of Content

Enriching Lives

01 *About Us*

02 *Strategic Focus*

03 *Our Joint Ventures & Subsidiaries*

04 *Financial Highlights*

05 *Historical Performance at a Glance*

06 *Notable Projects*

Orderbook

Enriching Lives

Robust Orderbook Implying Strong Revenue Visibility

Sector (In Rs. crores)	Q4 FY23	Q3 FY23	Q2 FY23	Q1 FY23	Q4 FY22
Total	1,820	1,922	2,000	1,777	1,713

KBL Standalone (In Rs. crores)	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22
KBL Consolidated (In Rs. crores)	**Q4FY23**	**Q3FY23**	**Q2FY23**	**Q1FY23**	**Q4FY22**

Note: 1. Sectoral orderbook is only for standalone business. KBL consolidated Orderbook includes orderbook of all domestic as well as its International companies
Note 2. Pending Orderbook does not include orders for small pump business as this is a made to stock business. Orders received include small pump business orders received and executed in the same month from stock

Q4 & FY23 Key Subsidiaries Financials Performance

Enriching Lives

Revenue from Operations (Rs. Crores)	Q4FY23	Q4FY22	FY23	FY22
Subtotal	1,275.4	1,094.9	4,313.6	3,578.2
Total KBL without KEPL (JV Company)	1,124.6	954.5	3,730.2	3,057.7

Profit before tax (Rs. Crores)	Q4FY23	Q4FY22	FY23	FY22
Subtotal	141.2	49.5	312.6	131.8
Total KBL without KEPL (JV Company)	132.2	72.7	318.2	135.5

Consolidated Profit & Loss Statement

Enriching Lives

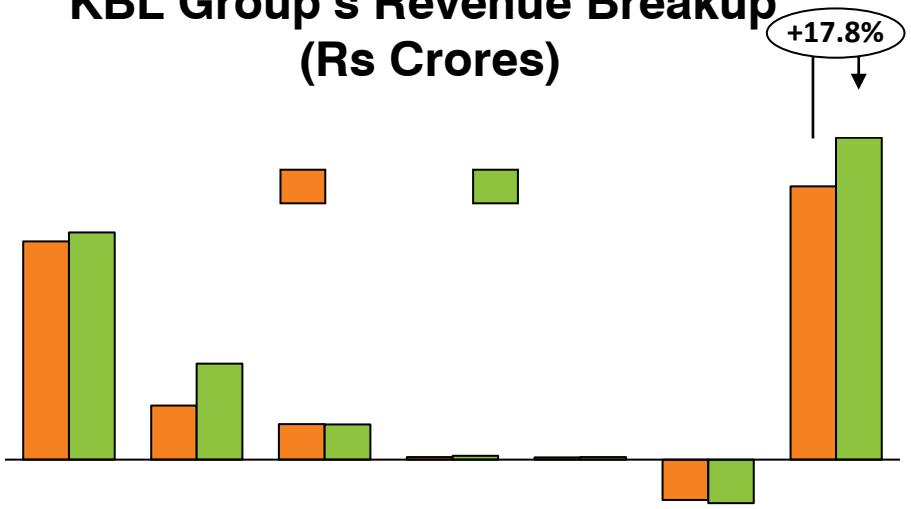
Particulars (Rs. Crores)	Q4FY23	Q4FY22	YoY%	FY23	FY22	YoY%
Net Revenue from Operations	1,124.6	954.4	17.8%	3,730.2	3,057.6	22.0%
Gross Profit	529.9	427.3	24.0%	1,802.8	1,409.7	27.9%
Gross Margin (%)	47.1%	44.8%	235bps	48.3%	46.1%	223bps
EBITDA	158.3	98.3	61.0%	426.4	238.5	78.8%
EBITDA Margin (%)[1]	14.1%	10.3%	378bps	11.4%	7.8%	363bps
PBT	132.3	72.8	81.7%	318.2	135.5	134.8%
Reported PAT	100.7	54.6	84.4%	235.8	94.3	150.0%
PAT Margin (%)[1]	9.0%	5.7%	323bps	6.3%	3.1%	324bps
Earnings Per Share (EPS)						

1. EBITDA & Reported PAT margin is % to Revenue from Operations

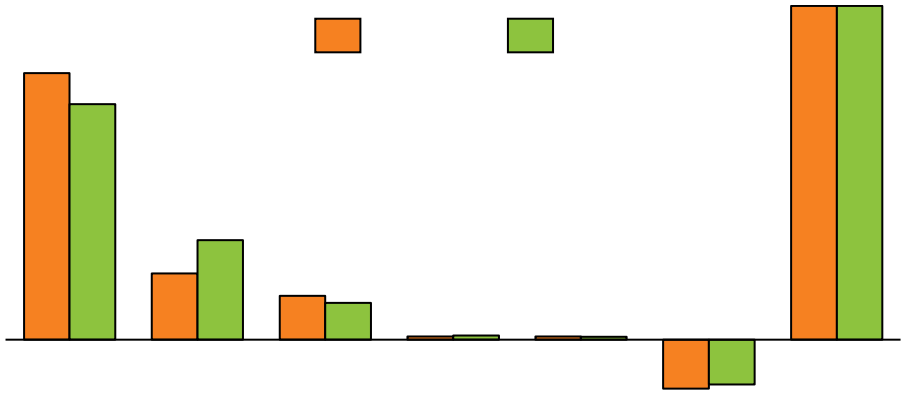
KBL Group's Revenue breakup

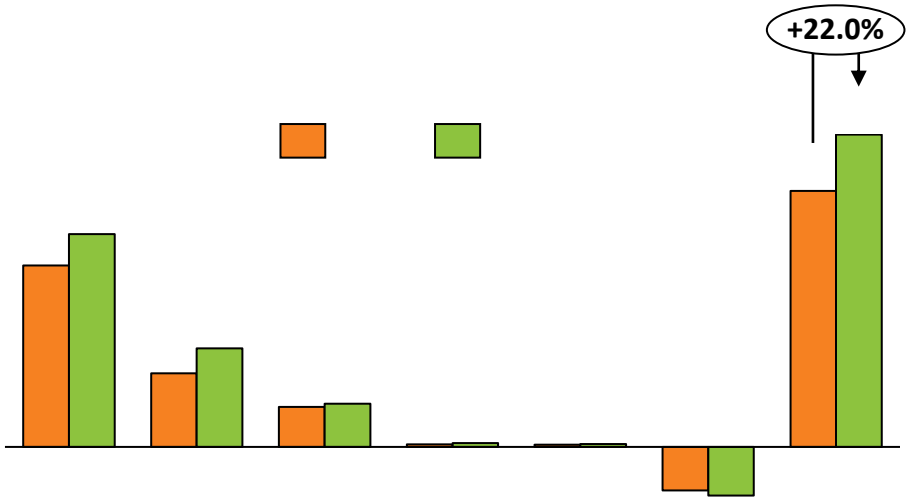
Enriching Lives

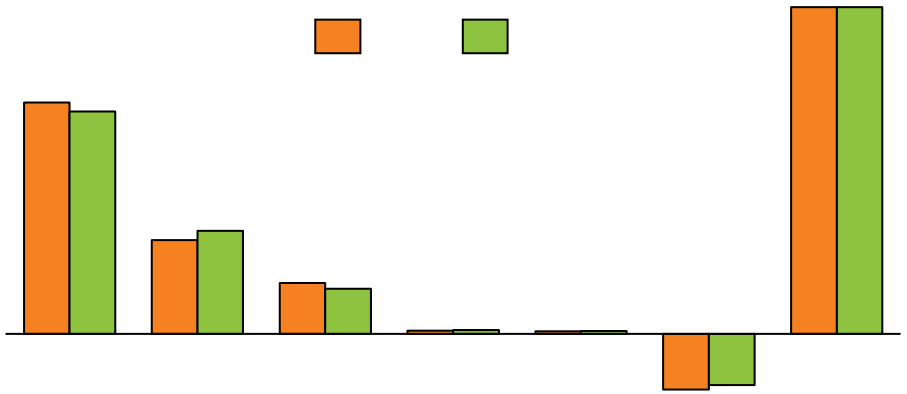
KBL Group's Revenue Breakup (Rs Crores)



KBL Group's Revenue % Breakup



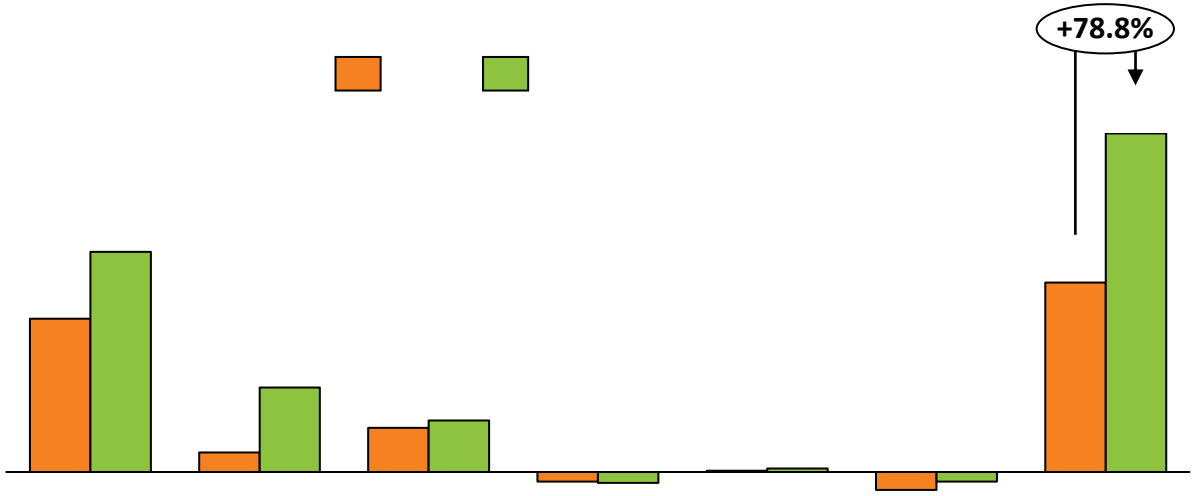




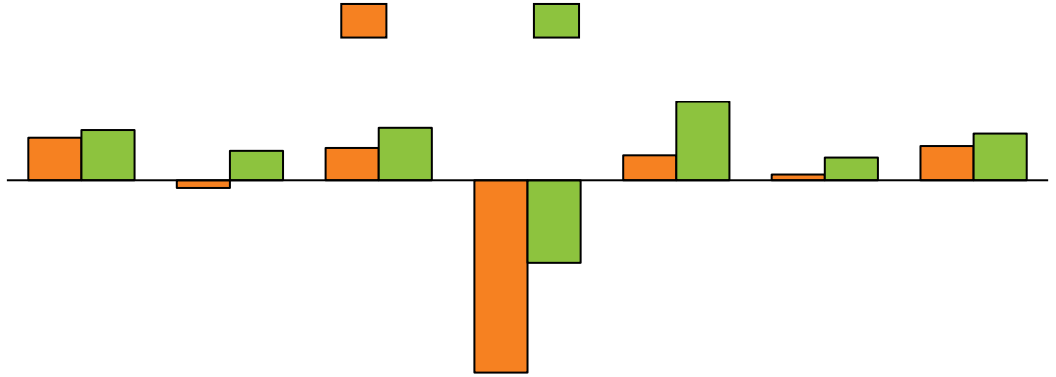
KBL Group's EBITDA % Breakup

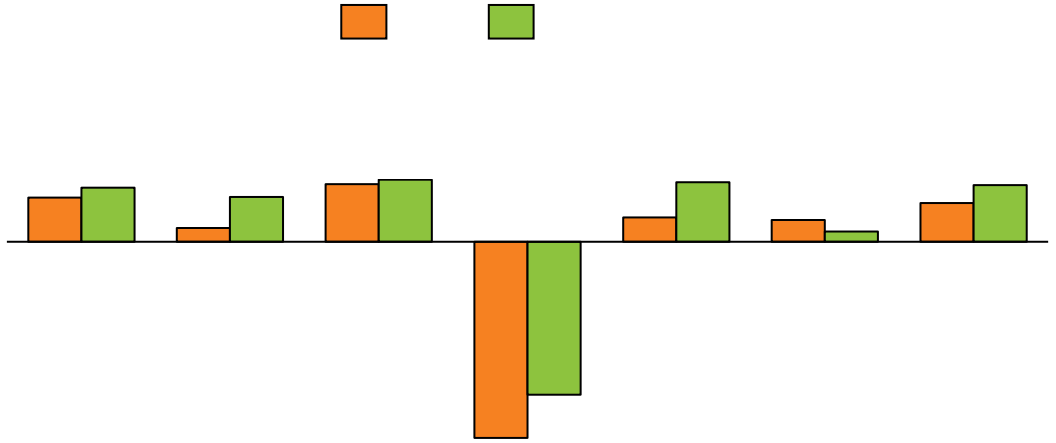
Enriching Lives

KBL Group's EBITDA Breakup (Rs Crores)



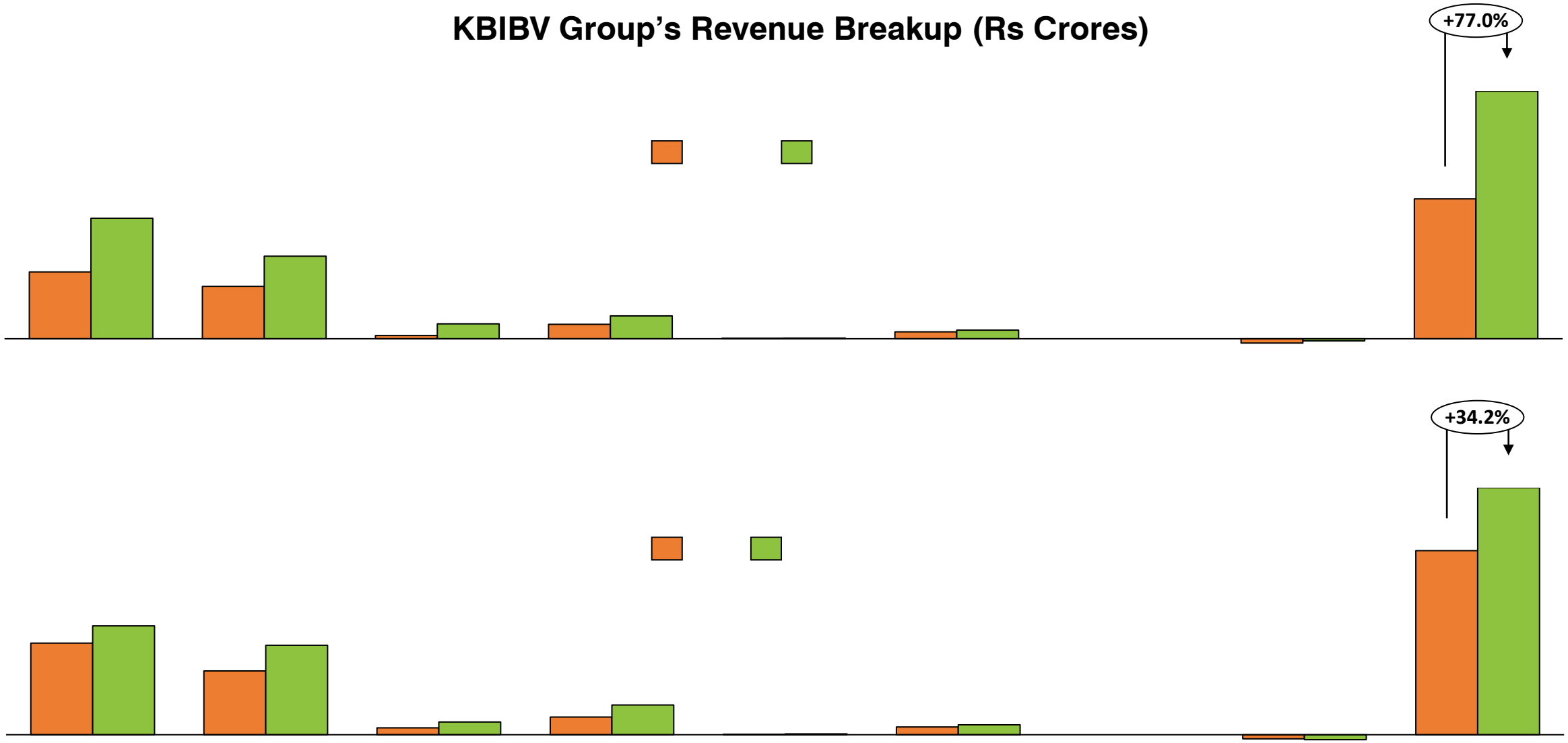
EBITDA % of respective company





KBIBV's Revenue Breakup

Enriching Lives



KBIBV's EBITDA Breakup

Enriching Lives

KBIBV Group's EBITDA (Rs Crores) and as % of sales

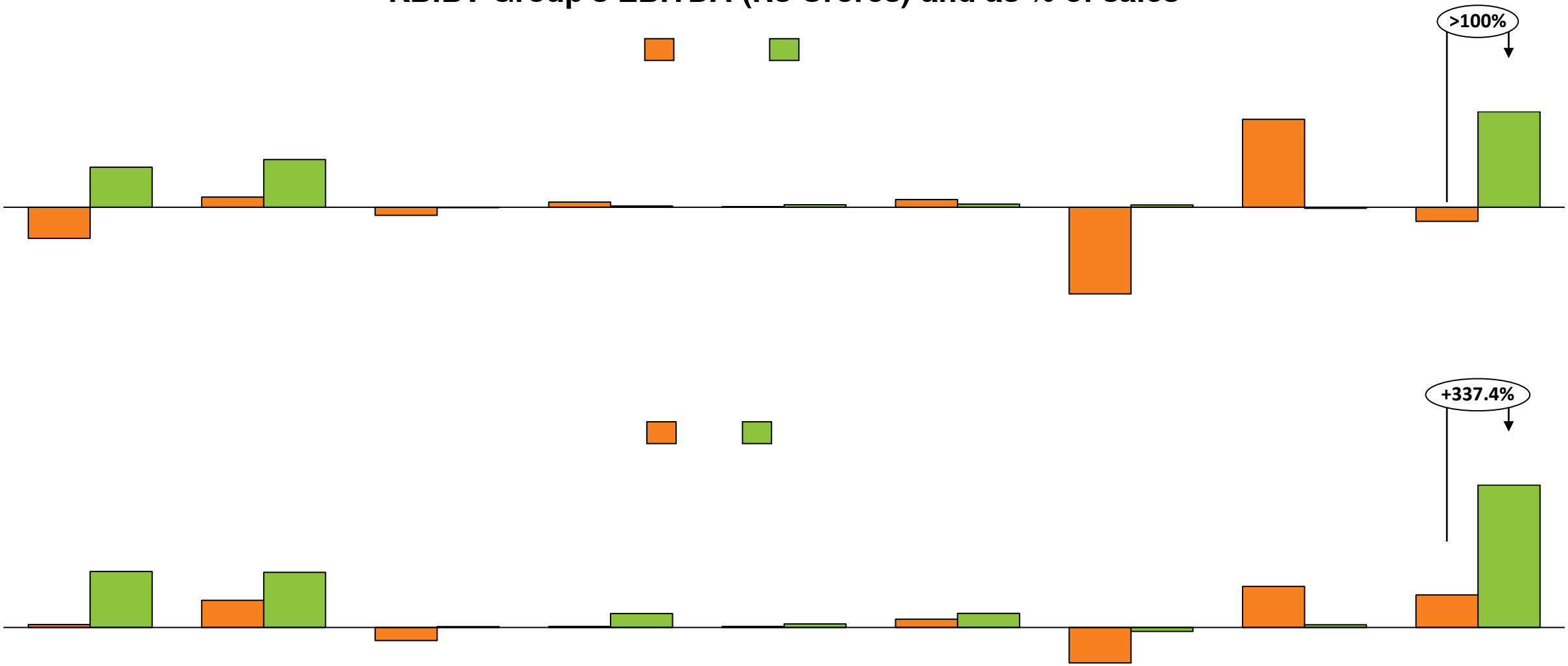


Table of Content

Enriching Lives

01

04 *Financial Highlights*

02 *Strategic Focus*

05 ***F***

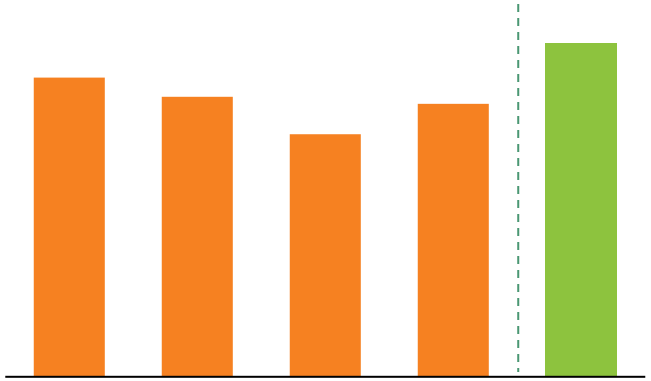
03 *Our Joint Ventures & Subsidiaries*

06 *Notable Projects*

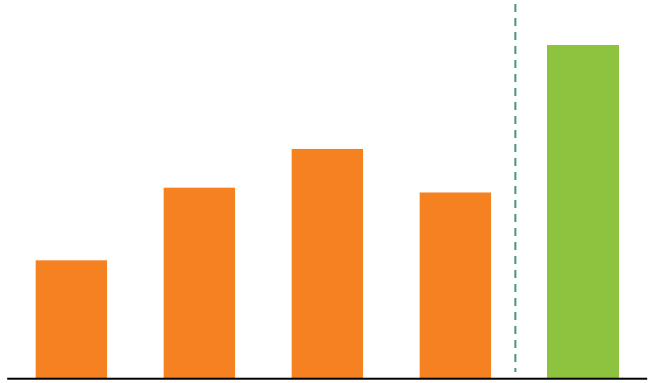
Historical Financial Performance - Consolidated

Enriching Lives

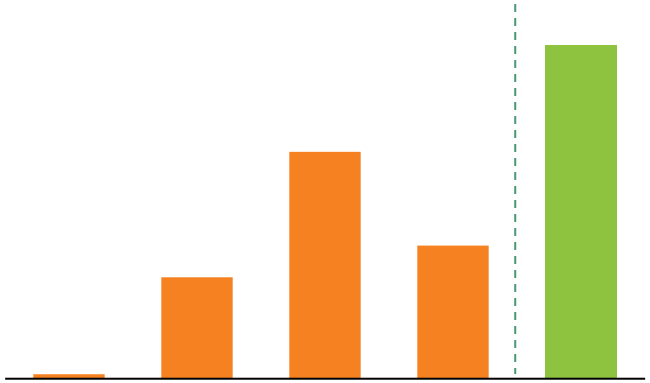
Revenue (Rs. Crores)



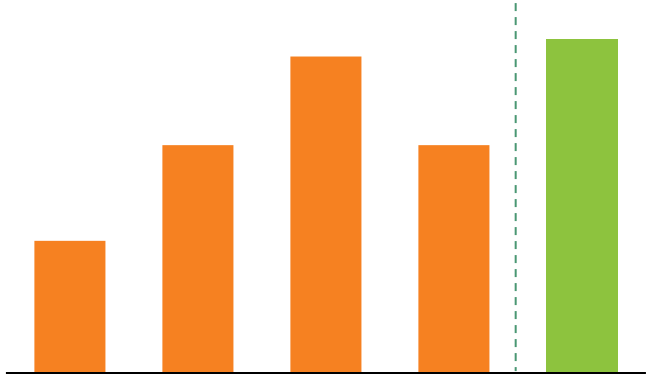
EBITDA (Rs. Crores)



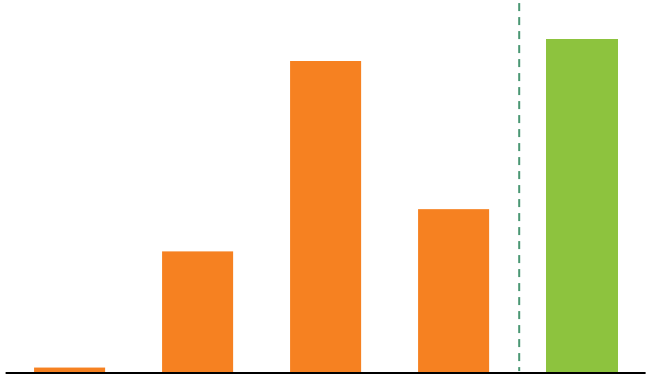
PAT (Rs. Crores)



EBITDA Margin (%)



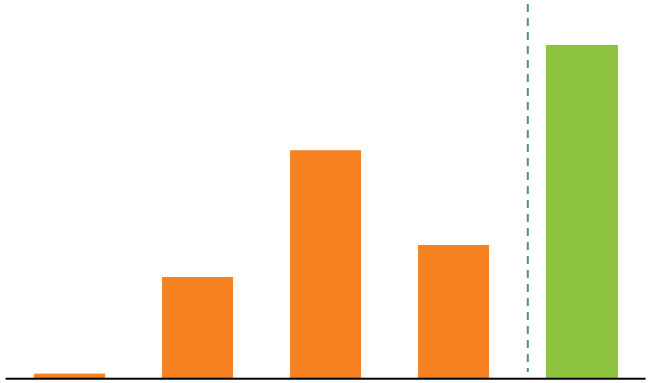
PAT Margin (%)



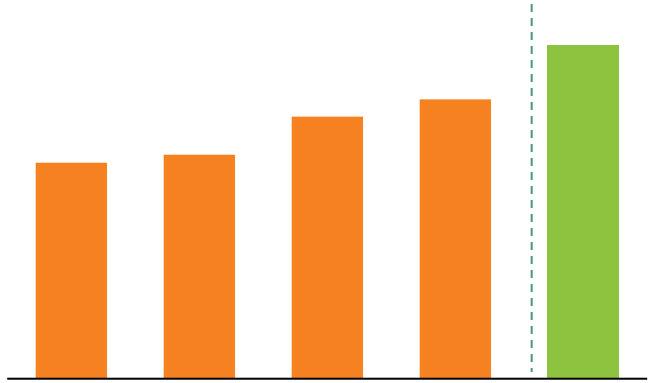
Historical Financial Performance - Consolidated

Enriching Lives

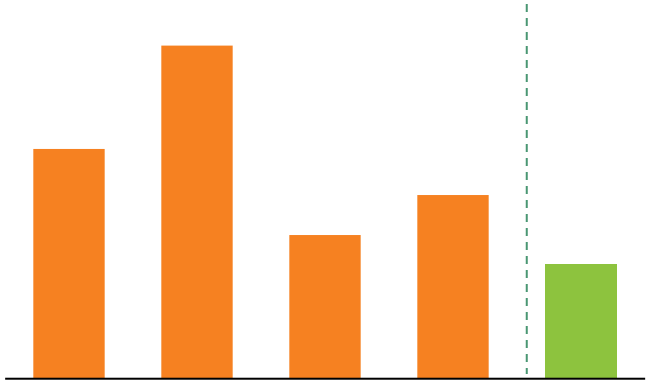
EPS (in Rs.)



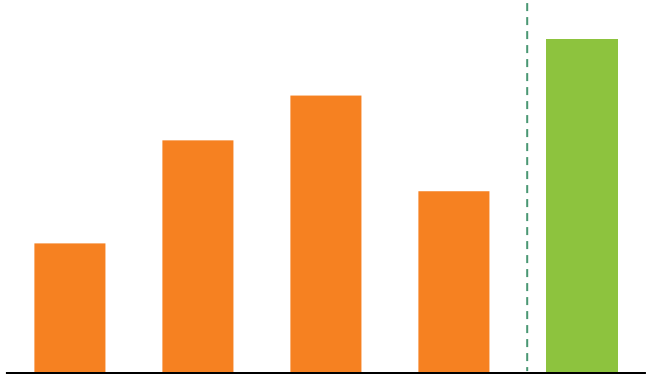
Net Worth (Rs. Crores)



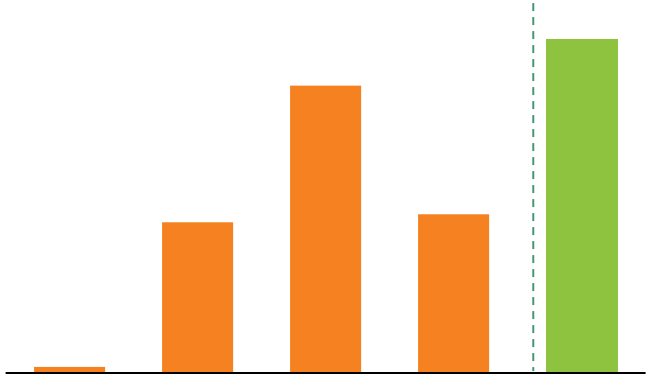
Leverage (X)



RoCE (%)



RoE(%)



Consolidated Profit & Loss Statement

Enriching Lives

Particulars (Rs. Crores)	FY23	FY22	FY21	FY20	FY19	FY18
Net Revenue from Operations (Net of Excise)	3,730.2	3,057.6	2,716.5	3,135.4	3,349.0	2,775.4
Gross Profit	1,802.8	1,409.7	1,320.8	1,531.1	1,542.9	1,340.5
Gross Margin (%)	48.3%	46.1%	48.6%	48.8%	46.1%	48.3%
EBITDA	426.4	238.5	294.3	244.6	151.4	171.8
EBITDA Margin (%)[1]	11.4%	7.8%	10.8%	7.8%	4.5%	6.2%
Profit Before Tax (PBT)	318.2	135.5	182.1	121.3	40.6	73.3
Profit After Tax (PAT)	225.1	81.5	153.9	68.3	-5.3	46.5
PAT after profit of joint venture company	235.8	94.3	160.7	71.9	3.1	50.0
PAT Margin (%)[1]	6.3%	3.1%	5.9%	2.3%	0.1%	1.8%

1. EBITDA & Reported PAT margin is % to Revenue from Operations

Consolidated Balance Sheet Statement

Enriching Lives

Particulars (Rs. Crores)	FY23	FY22	FY21	FY20	FY19
Equity					
Total Equity	1407.4	1,180.0	1,107.2	946.0	912.2
Total Non Current Liabilities	232.9	253.7	148.8	199.0	132.0
Total Current Liabilities	1,375.5	1,428.6	1,458.6	1,702.8	1,621.7
Total Equity and Liabilities	3015.8	2,862.3	2,714.6	2,847.8	2,665.9

Particulars (Rs. Crores)	FY23	FY22	FY21	FY20	FY19
Non Current assets					
Financial Assets					*2.5*
Total Non Current Assets	889.0	848.5	848.6	819.7	730.3
Current Assets					
Financial Assets					
Total Current Assets	2,126.8	2,013.9	1,866.0	2,028.1	1,935.5
Total Assets	3,015.8	2,862.3	2,714.6	2,847.8	2,665.9

Consolidated Cash Flow Statement

Enriching Lives

Particulars (Rs. Crores)	FY23	FY22	FY21	FY20	FY19
Profit Before Taxes	318.2	135.5	182.1	121.3	40.6
Cash generated from operations	399.0	154.3	352.2	341.2	80.2
Net Cash from Operating Activities	331.6	112.9	316.4	305.2	62.0
Net Cash from Investing Activities	(75.4)	(181.9)	(143.9)	(171.2)	(57.1)
Net Cash from Financing Activities	(169.3)	29.8	(315.3)	125.1	(23.4)
Net Increase in cash and cash equivalents	86.9	(39.1)	(143.5)	258.6	(18.6)

Table of Content

Enriching Lives

01 *About Us*

02 *Strategic Focus*

03 *Our Joint Ventures & Subsidiaries*

04 *Financial Highlights*

05 *Historical Performance at a Glance*

06 ***M***

Notable Work – Building & Construction

Enriching Lives

Notable Projects – Power

Enriching Lives

Notable Projects – Municipal Water

Enriching Lives

South Africa

Uttar Pradesh, India

Mumbai, India

Thames River, UK

Thailand

Gwari Culvert, India

Notable Projects – Irrigation

Enriching Lives

Sardar Sarovar, India

Senegal

Laos

Bheema, India

Egypt

EDIA, Portugal