

**Investor Meet  
23<sup>rd</sup> August 2022**

# Disclaimer

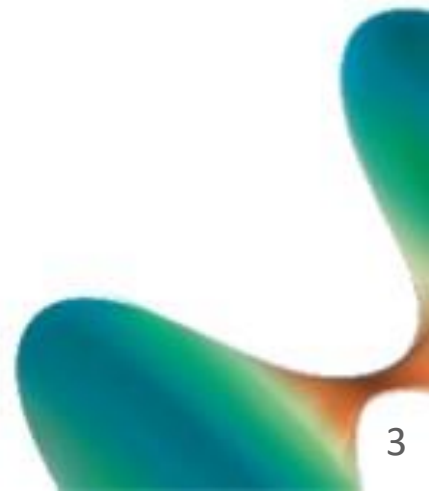
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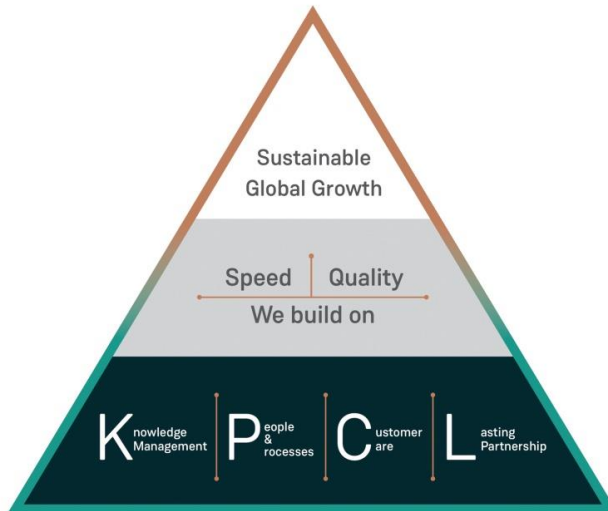
- Brand Kirloskar refreshed with new logo and new business vision: limitless; on 16<sup>th</sup> July 2021
- Campaign Brand refresh has been launched through TV, newspaper and social media
- What stays at the core of the group, for last 130 years, is to work towards progress of the society
- At Kirloskar we are engineered to always think about our customer, about society and what's next
- When you think about what's next, you inevitably unleash innate potential

It is this potential that makes opportunities *limitless*



# Our Vision, Mission & Values

## VISION



## MISSION

We will demonstrate an edge to all our stakeholders in our offerings for converting/transmitting energy.

We will strive to make our company an employer of choice.

## OUR VALUES



### EXCELLENCE

In everything we do, Quality without compromise



### INTEGRITY

Say what we do, and do what we say



### COLLABORATION

We grow with People and Partners



### EMPATHY

Towards all Stakeholders  
We always Listen and Learn



### VALUE CREATION

Towards all Stakeholders  
We're bulding for a shared prosperous future



### INNOVATIVE THINKING

Be Bold & Brave and stay Relevant

# Brief History

- Founded in 1958 by Late Shri Shantanurao Kirloskar



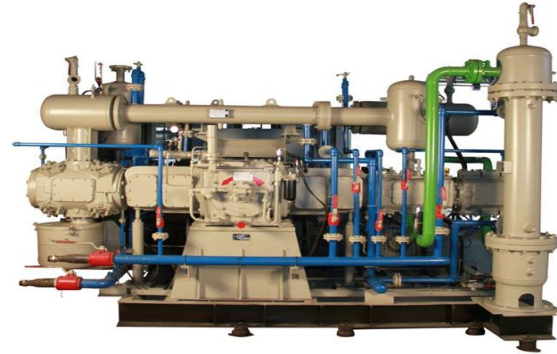
- Manufacturing plants at Hadapsar, Saswad & Nasik

- 4 Regional Offices & 4 Branch Offices
- In-house Foundry & NABL accredited lab

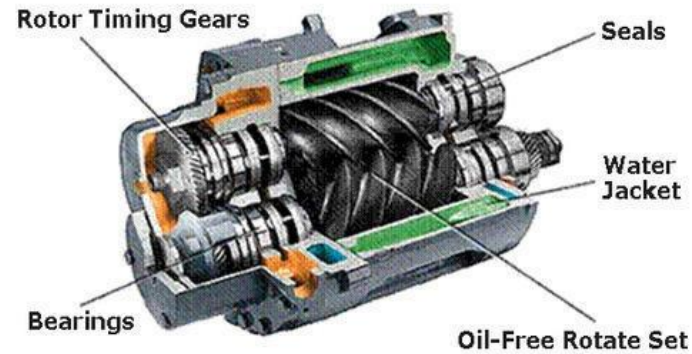
# Technology

Mainly 2 types

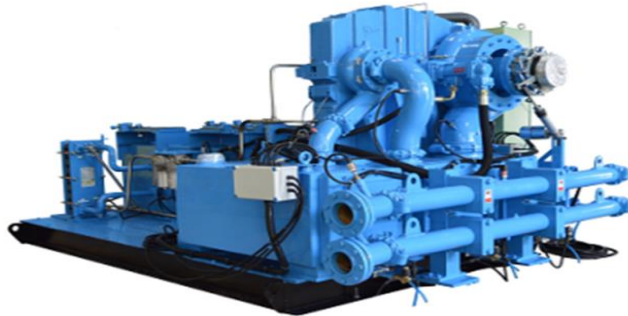
- Reciprocating



- Rotary
  - Screw



- Centrifugal



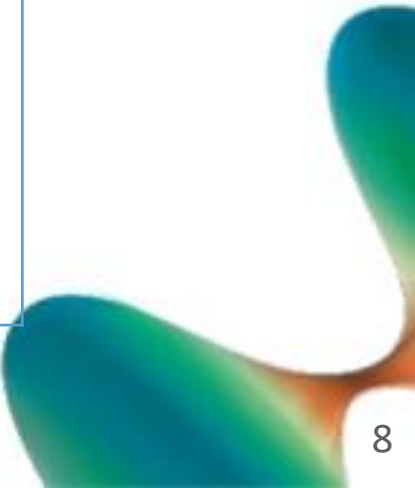
# Product Application

- Air
  - Tools, cleaning air, painting, blow moulding, air separation, construction, mining, general engineering
- Refrigeration
  - Process cooling plants, water chilling, ice making, fisheries & meat, dairy
- Gas
  - Upstream – Oil & Gas wells - Production
  - Midstream – Gas transmission – Packages only
  - Downstream – Refineries - Processing
  - Distribution – CNG outlets



# Industries Served

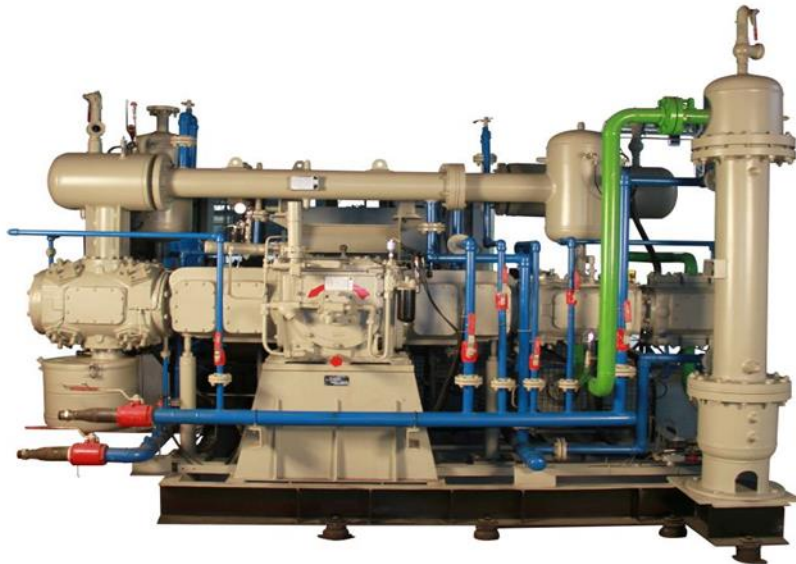
Air	Refrigeration	Gas
Power Cement Steel Sugar Textiles Chemicals & Fertilizers Automobiles Oil & Gas Water well Construction Mining Railways	Cold storage Ice plants Food & Beverages Breweries Fisheries & Meat Chemical & Fertilizers Pharmaceuticals Oil & Gas Marine	Oil & Gas extraction Offshore & Onshore Gas Refineries PSA Tail gas application Gas Distribution CNG – Vehicle fillings





# Air Compression Business:

Reciprocating compressors:



# Screw compressor



# Centrifugal compressors:





# GSU & SAT systems:










Service to the  
Nation in  
combating COVID  
Air Compressor  
for  
Oxygen  
Generation





# Refrigeration Business

## Ammonia Reciprocating Compressors

Type / Application	PCX2 – Single Stage	KCX – Single Stage	KCX – Two Stage
Capacity	9 to 18 TR	30 to 570 TR	30 to 150 TR
Usage	Chilling application	Cold Storage, Ice Plant, Pharma	Chemical, Cold Rooms, Food
Application	<p>Water / Milk Chilling 2 to (-)5°C</p> <p>Tube Ice -10 to -15°C</p>	<p>Water / Milk Chilling: 2 to (-)5°C</p> <p>Beverages &amp; Brewery: 0 to (-)5°C</p> <p>Food: 0 to (-)10°C</p> <p>Block/Tube Ice plant: (-)10 to (-)15°C</p>	<p>Brine Chilling: (-) 25 to (-)30°C</p> <p>Food Freezing: (-) 25 to (-)35°C</p> <p>Fisheries &amp; meat : (-)35 to (-)55°C</p>
Product			

# Refrigeration Business

## Ammonia Screw Compressor Package

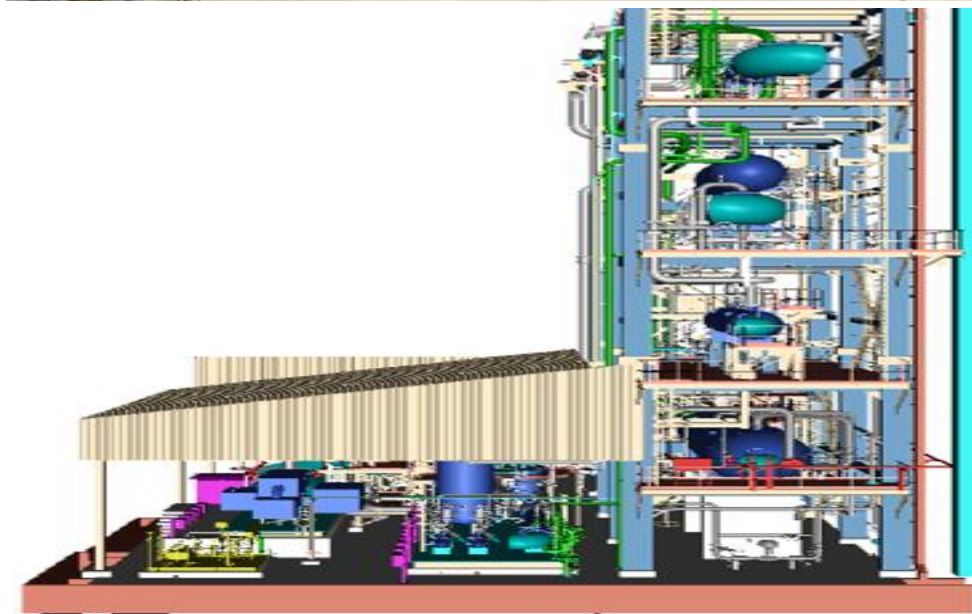
Type / Application	KRX	KRW
Capacity	15 to 320TR	25 to 1,320TR
Usage	Fisheries, Meat Processing	Fisheries, Meat Processing
Application	Fisheries & Meat: (-)2 to (-)45°C Food Freezing: (-) 25 to (-)40°C Dairy : +2 to (-)40°C	

Product



# Refrigeration Systems



Refrigeration Plant Capacity	50 TR to 17000 TR Using Natural Refrigerants: Ammonia, Propane, Propylene And HFC Refrigerants
Specifications	Refrigeration Packages Using Recip, Screw & Centrifugal Compressor Technology
Industry / Segment	<ul style="list-style-type: none"> <li>• Oil &amp; Gas</li> <li>• Pharmaceutical</li> <li>• Chemical &amp; Fertilizers</li> </ul>
Application	<ul style="list-style-type: none"> <li>• Refrigeration Packages For Process Cooling Temp From (+)33°C To (-)60°C</li> </ul>





# Refrigeration Business

## Marine Application

Type / Application	Air Conditioning	Refrigeration
Capacity	65 TR to 684 TR	2 TR to 4 TR
Usage	AC Plant: (+) 7°C	Refrigeration Plant: (+) 2 to (-)25°C
Application	Warship Submarine Naval Off Shore Patrolling Vessel Air Craft Carrier	
Product		

# Moments of Pride

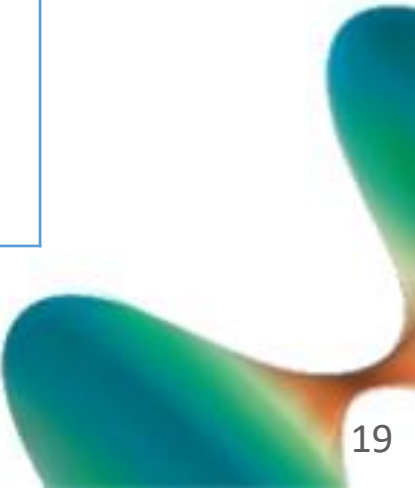


KPCL is proud to be associated with India's First Indigenously developed Aircraft Carrier – INS VIKRANT

- Successful completion of sea trials
- Our Largest Air-conditioning & Refrigeration Plant for The Indian Navy

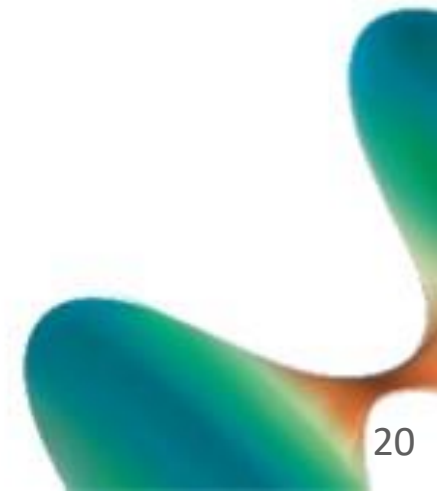
# Share in KPC’s Sales & Market – FY 22

Air	Refrigeration	Gas	Total Market
<p>Share in KPC Sales 20% - 25%</p> <p>Market Share about 8%</p>	<p>Share in KPC Sales 30% - 35%</p> <p>Market Share about 55%</p>	<p>Share in KPC Sales 40% - 45%</p> <p>Market Share about 40%</p>	<p>Share in KPC Sales 95% - 97%</p> <p>Market Share about 20%</p>



# Growth Opportunities

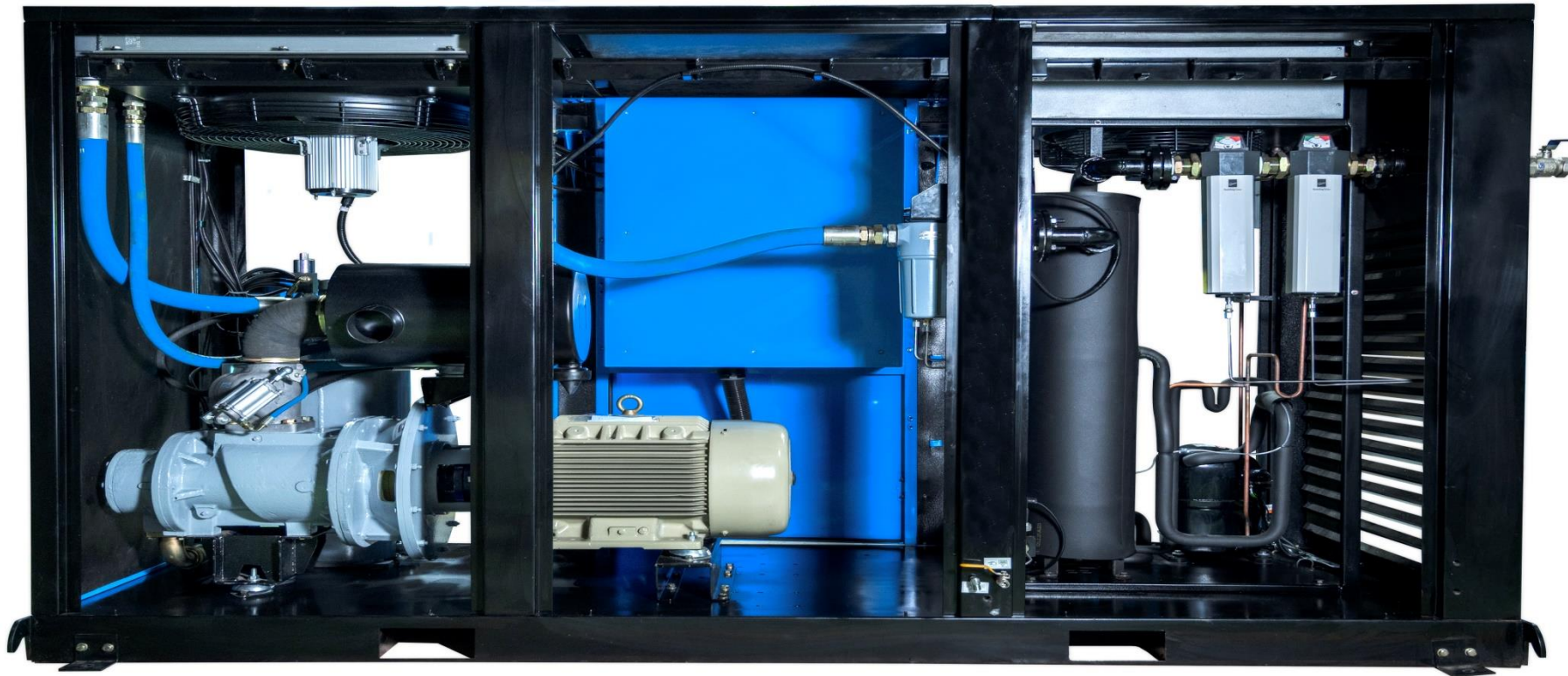
- Air
  - Newly developed Screw Compressors
- Refrigeration
  - Khione series Screw Compressors
- Gas
  - 11<sup>th</sup> Round of GAs allocation
  - KPC Booster Compressors
  - New Bio-Gas Compressors
  - Exports of Gas Systems





# Growth Opportunities

- Air
  - Screw Compressors with integrated dryer



# Growth Opportunities



## Refrigeration

Khione series  
Screw  
Compressors

# Growth Opportunities

- Gas
  - 11<sup>th</sup> Round of CGD by PNGRB
    - 62 New GAs
    - 96% of Population with 86% of India Area will be covered.
  - Approx. 6,000 new Gas Stations expected
    - 60% will be for Booster compressors
    - Balance for online or mother stations

# Growth Opportunities

- Gas
  - Booster Compressors Developed
  - Launch of the product in Q 2 - 3 of FY 23



# Hydraulic Gas Booster Compressor Package

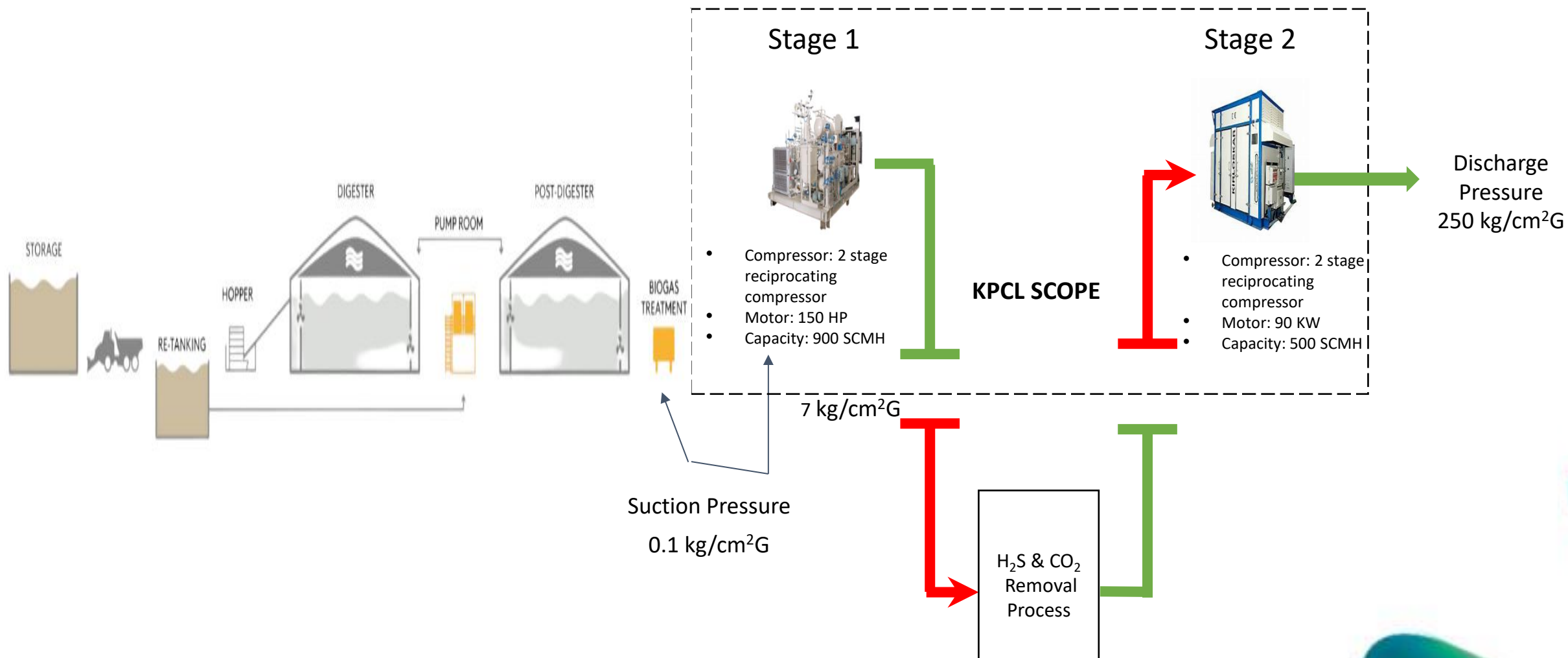


- Potential demand of over 4,000 compressors in the next 8 years
- Package to cost about Rs. 40 to Rs. 50 lakhs.

# Growth Opportunities

- Gas
  - Bio-Gas Compressors
    - Expected 5,000 Bio Gas Plants in next five / Eight years.
    - Each package can be between Rs 1.5 to 2 crores.
    - Package delivered and commissioned at Daund Sugar mills

# Bio Gas Compressor



# Growth Opportunities

- Gas
  - Exports of Gas Systems
    - Oil & Gas Processing – Upstream Market
      - Gas Injection
      - Flare Gas recovery
        - South East Asia, Middle East & Africa
          - PTT Thailand
          - Kuwait Oil Company





# KPC’s Sales & Market Share – FY 23

Air	Refrigeration	Gas	Total Market
Addressable Market Rs. 2,600 Cr.	Addressable Market Rs. 800 Cr.	Addressable Market Rs. 1,800 Cr.	Addressable Market Rs. 5,200 Cr.
Target Market Share about 10% - 12%	Target Market Share about 50% - 55%	Target Market Share about 30%	Target Market Share about 25%

# ASPIRATION

- Rs. 2,000 Cr + Company  
in next 2 – 3 years

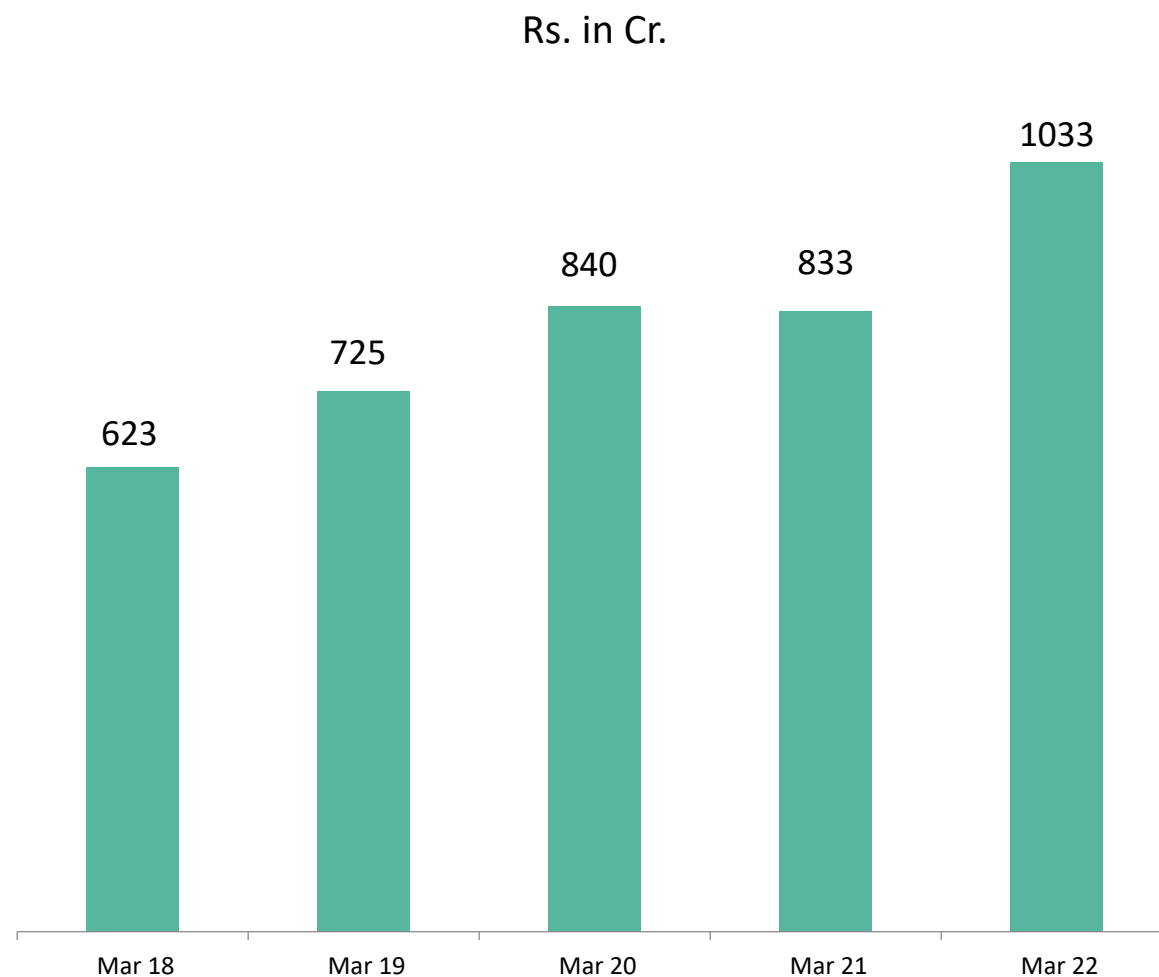
# Business Highlights – FY 22

- CNG business continues to be encouraging.
- 24% Y-O-Y Growth in Sales.
- PBT improves to Rs. 114.1 cr against Rs. 83.9 cr ( 36% growth )
- The Board has declared final dividend of Rs. 2.40 ( 120%) per Equity Share of Rs. 2/- fully paid
- Over Rs. 1,200 Cr orders in hand ( Export orders worth over Rs. 100 Cr. )

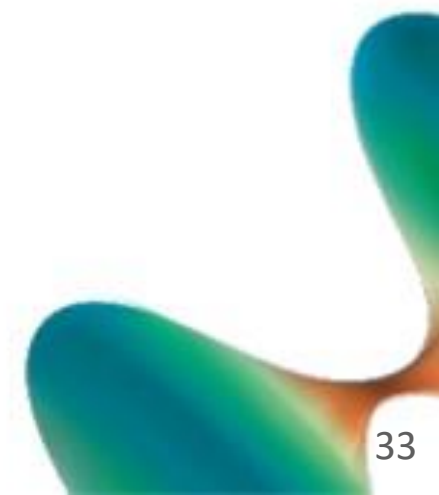


# Financial Highlights

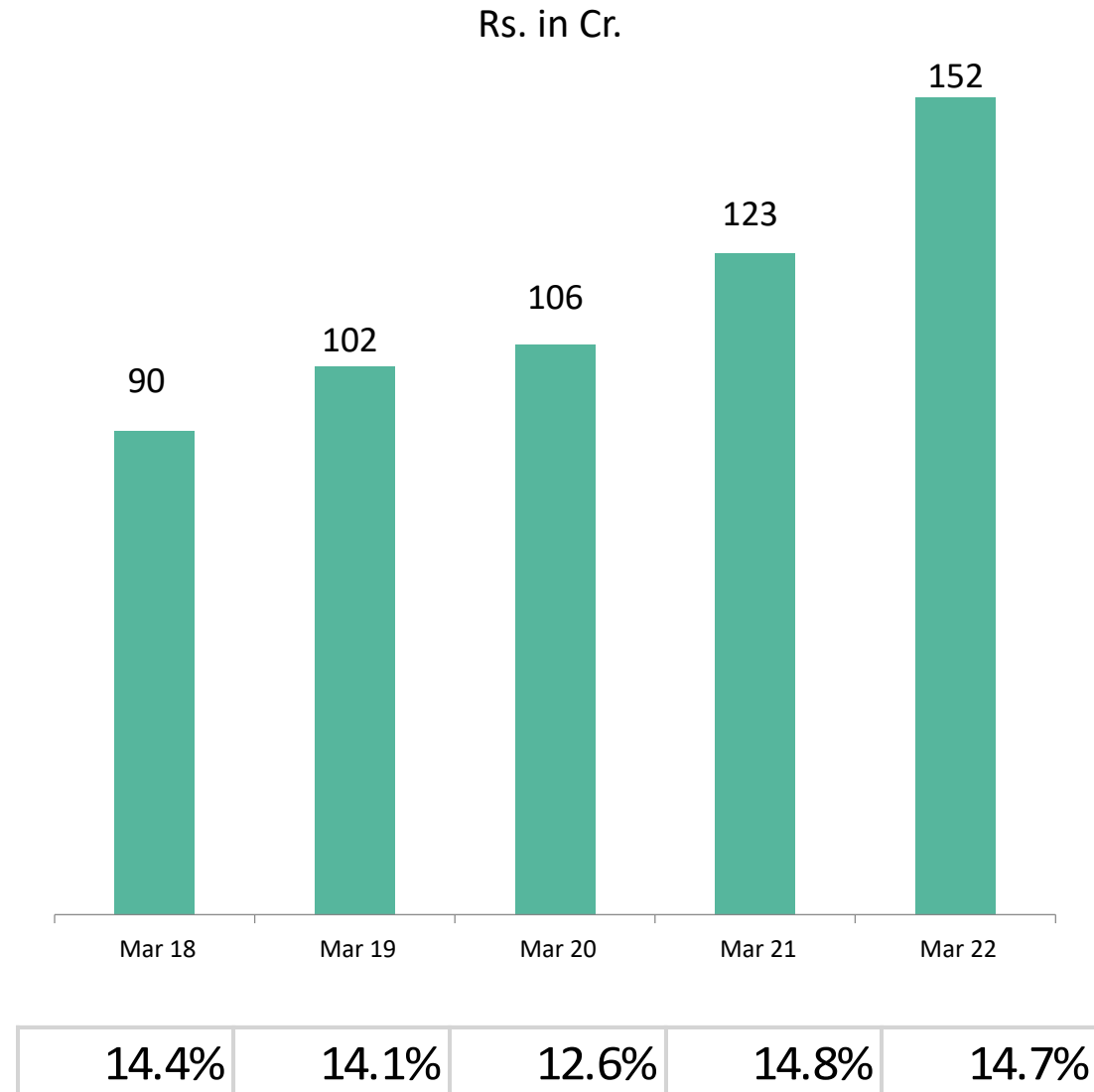
# Sales Trend



CAGR 13.5%

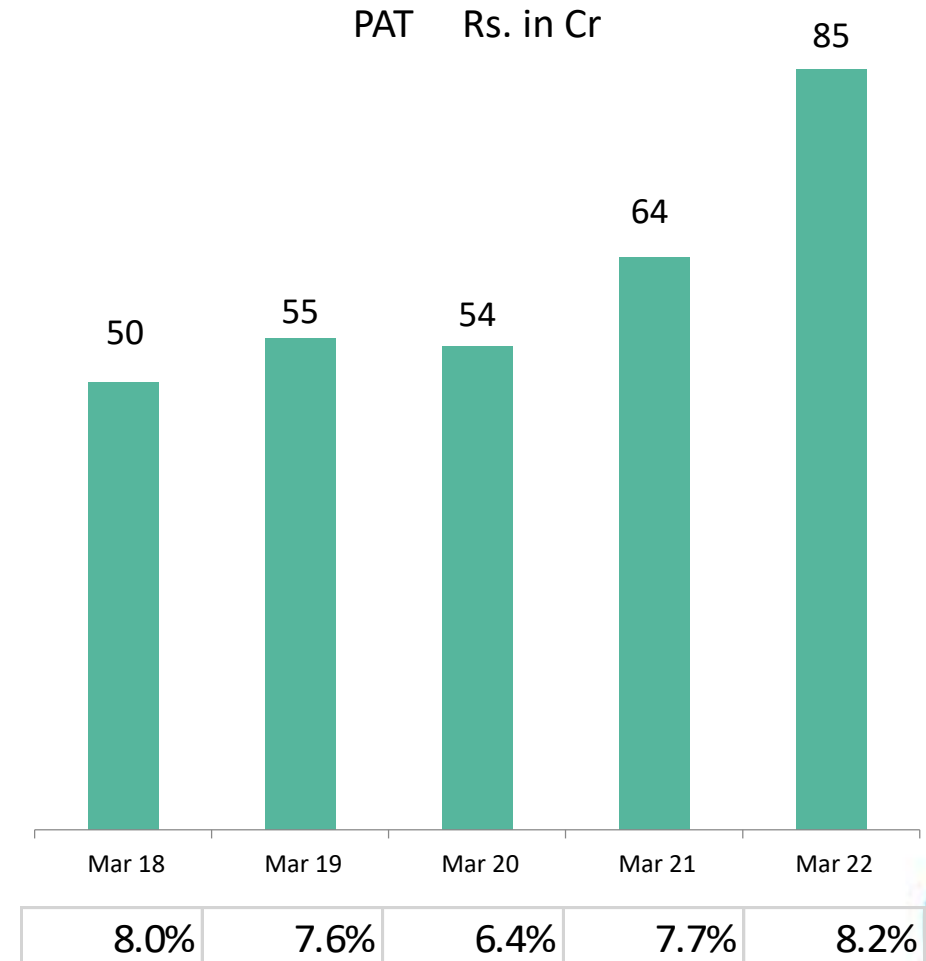
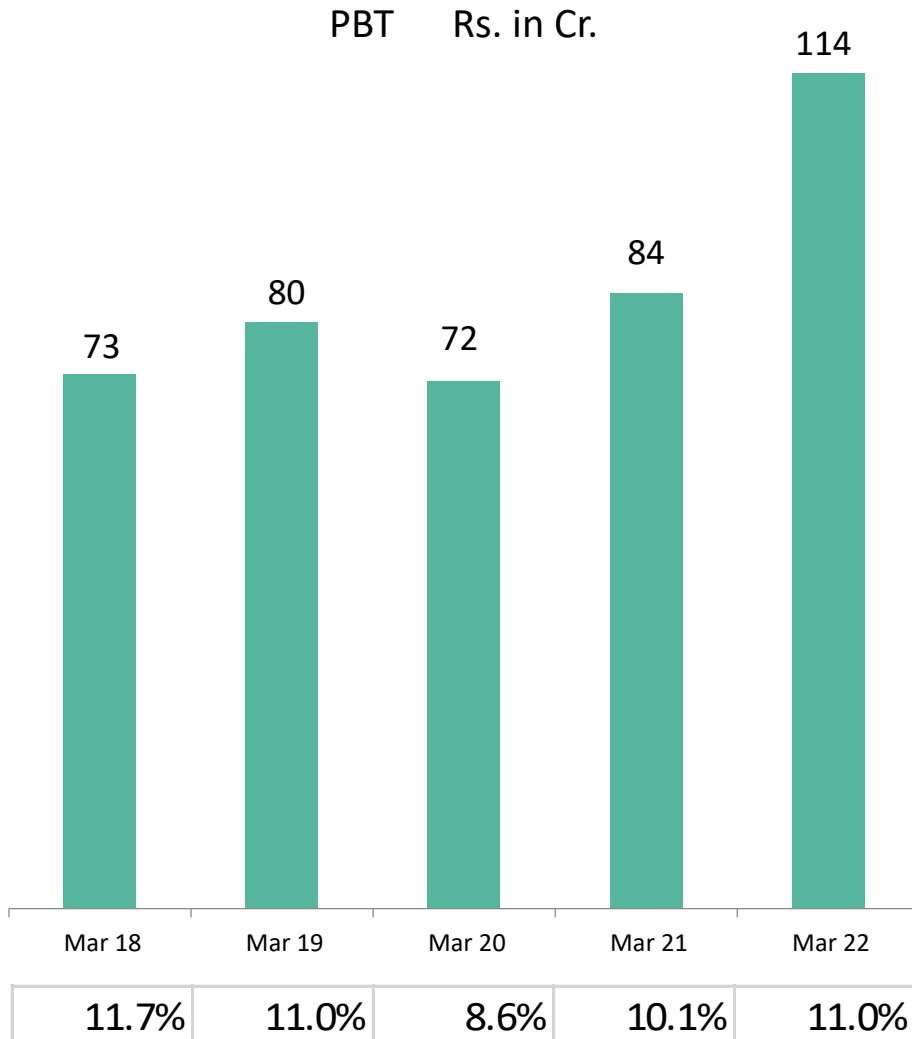


# EBIDTA

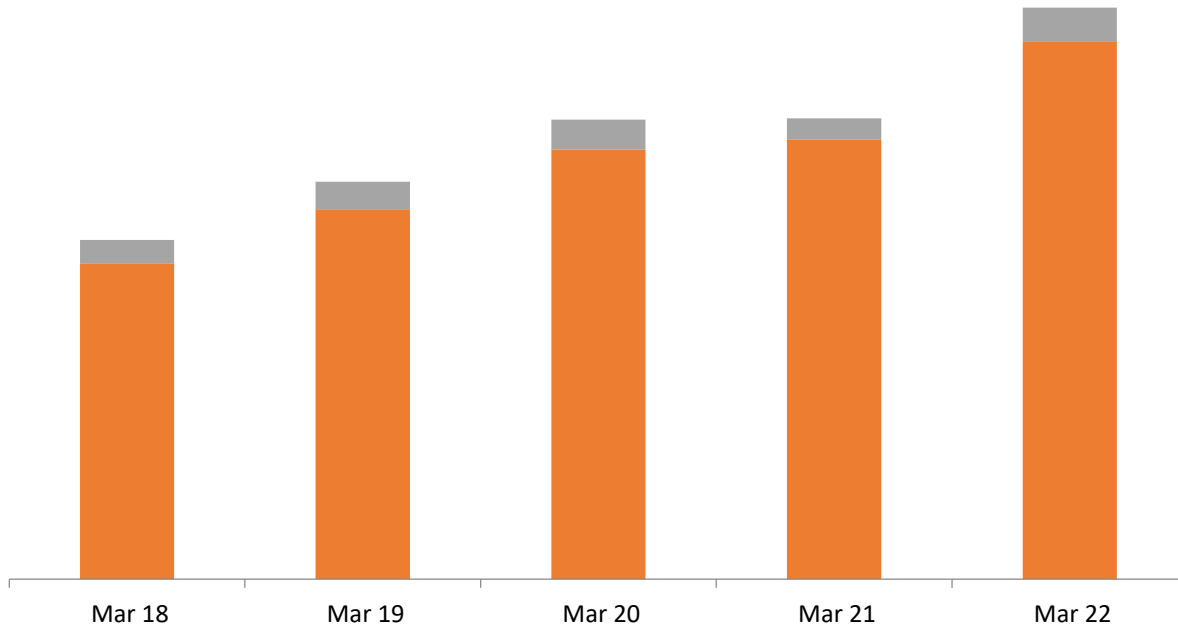




# PBT & PAT

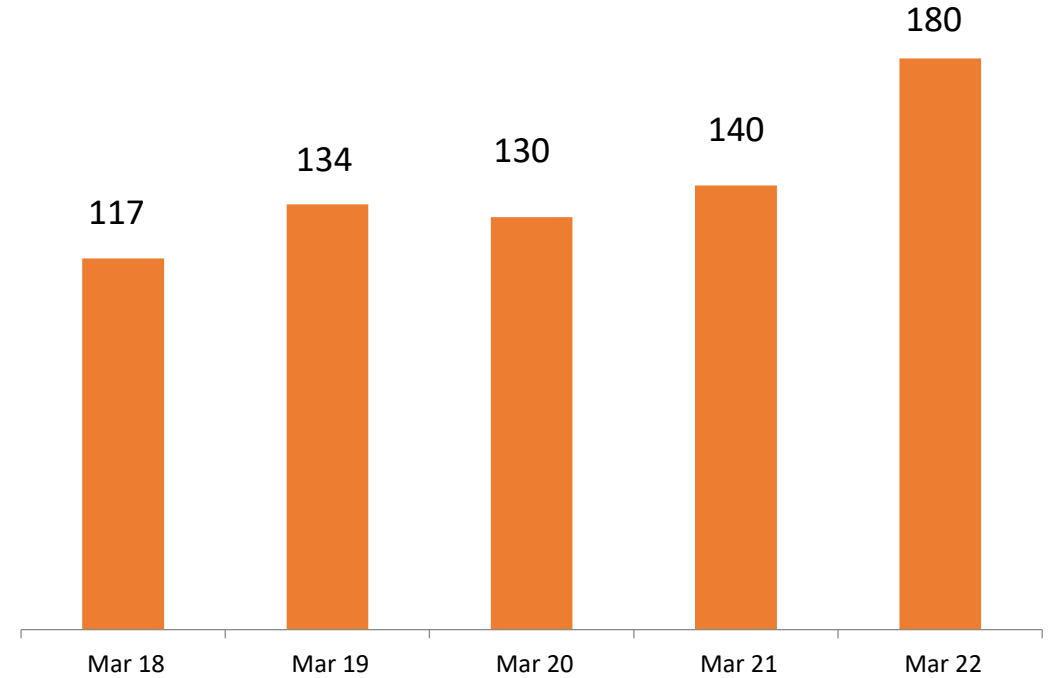


# Segment Results



93%	93%	94%	95%	94%
% of Compression				

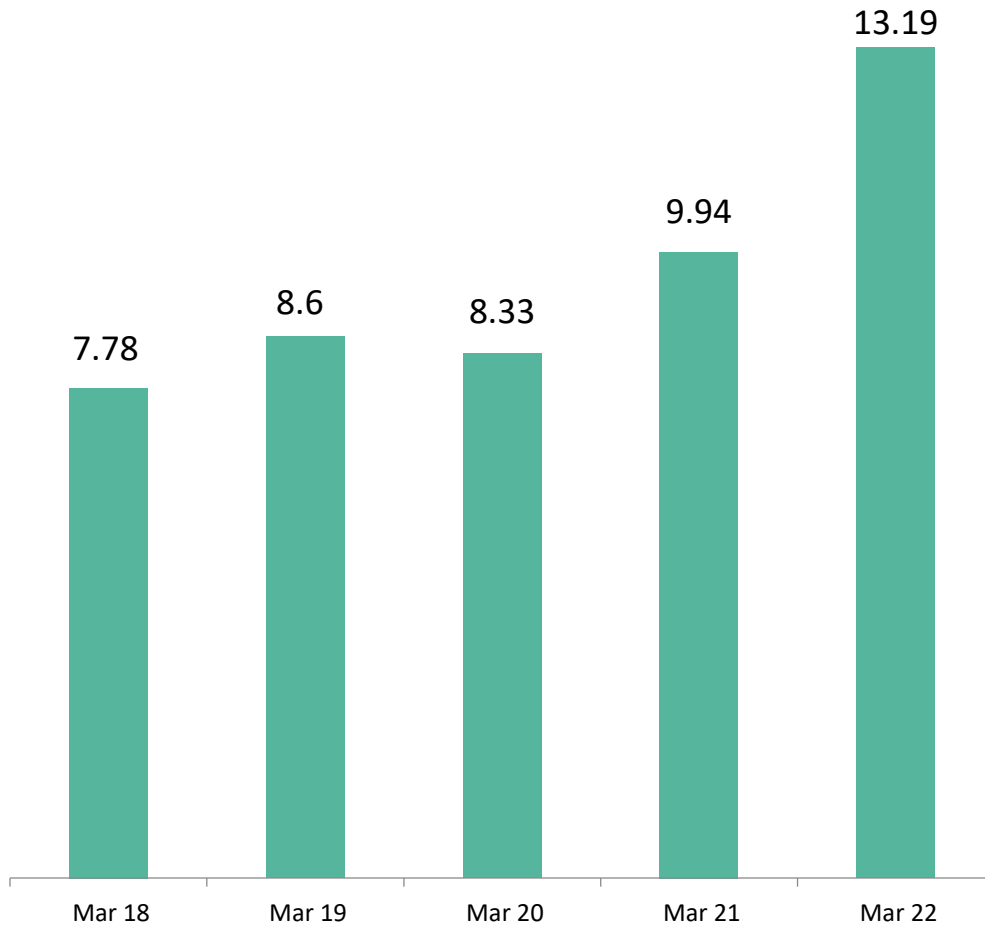
Rs. in Cr.



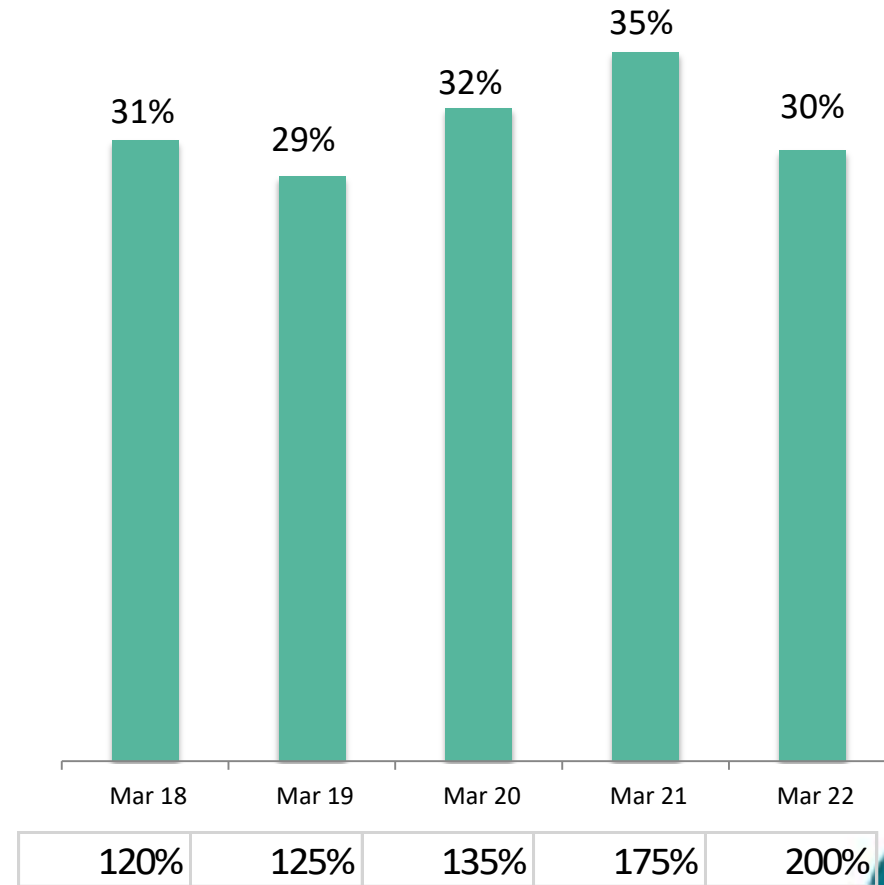
20.7%	20.3%	16.9%	17.8%	18.7%
Compression segment profitability				

# EPS & DIVIDEND

EPS Rs.



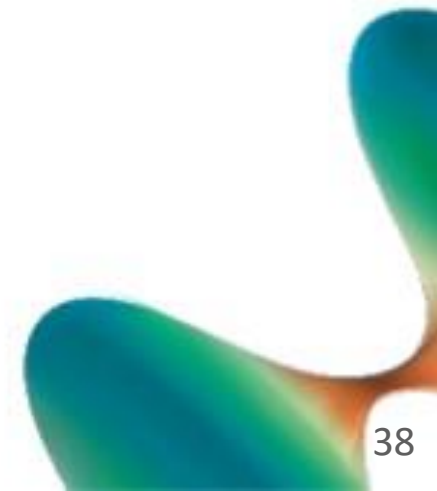
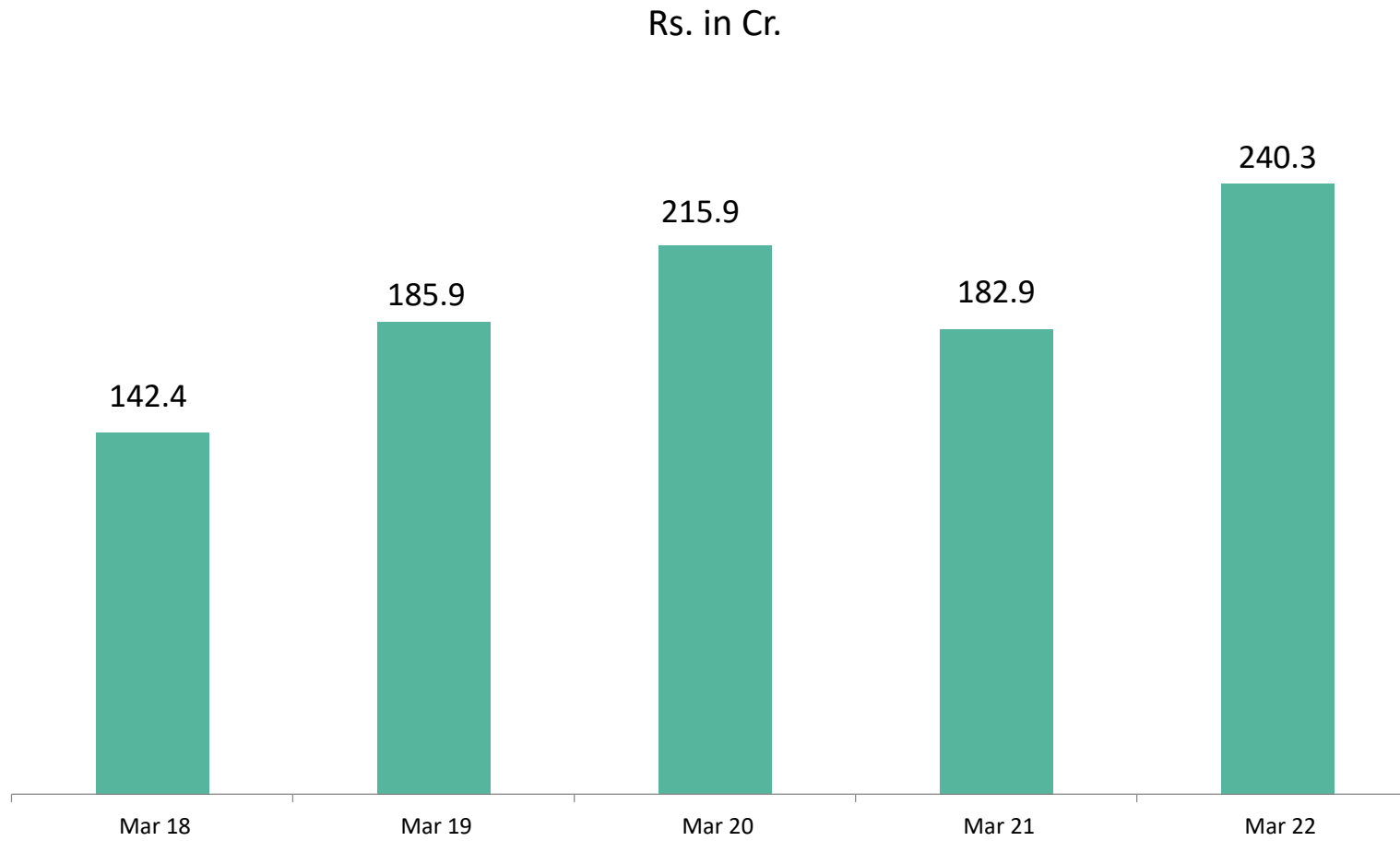
Dividend % to EPS



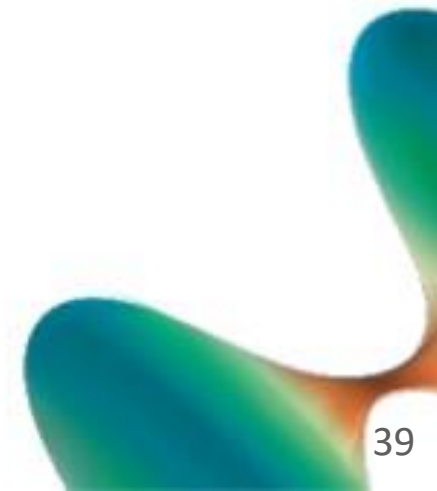
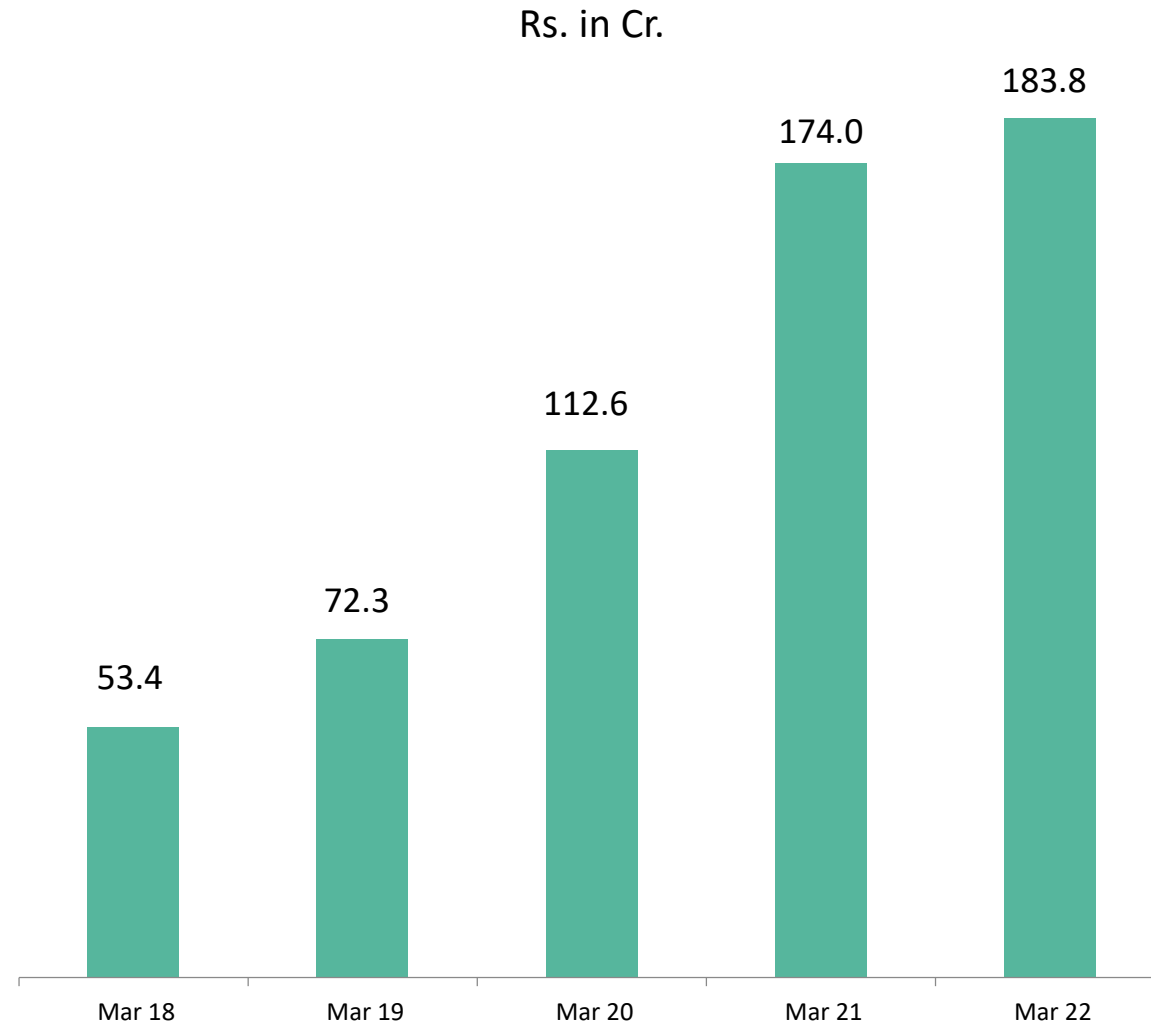
120%	125%	135%	175%	200%
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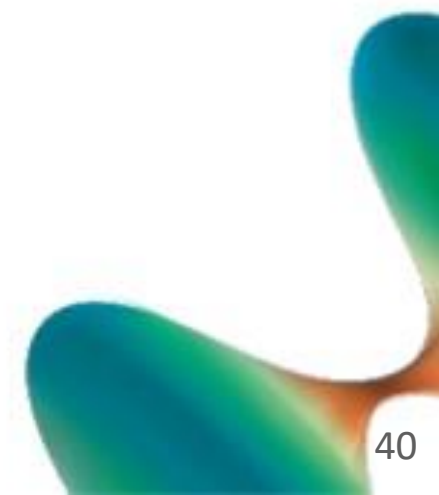
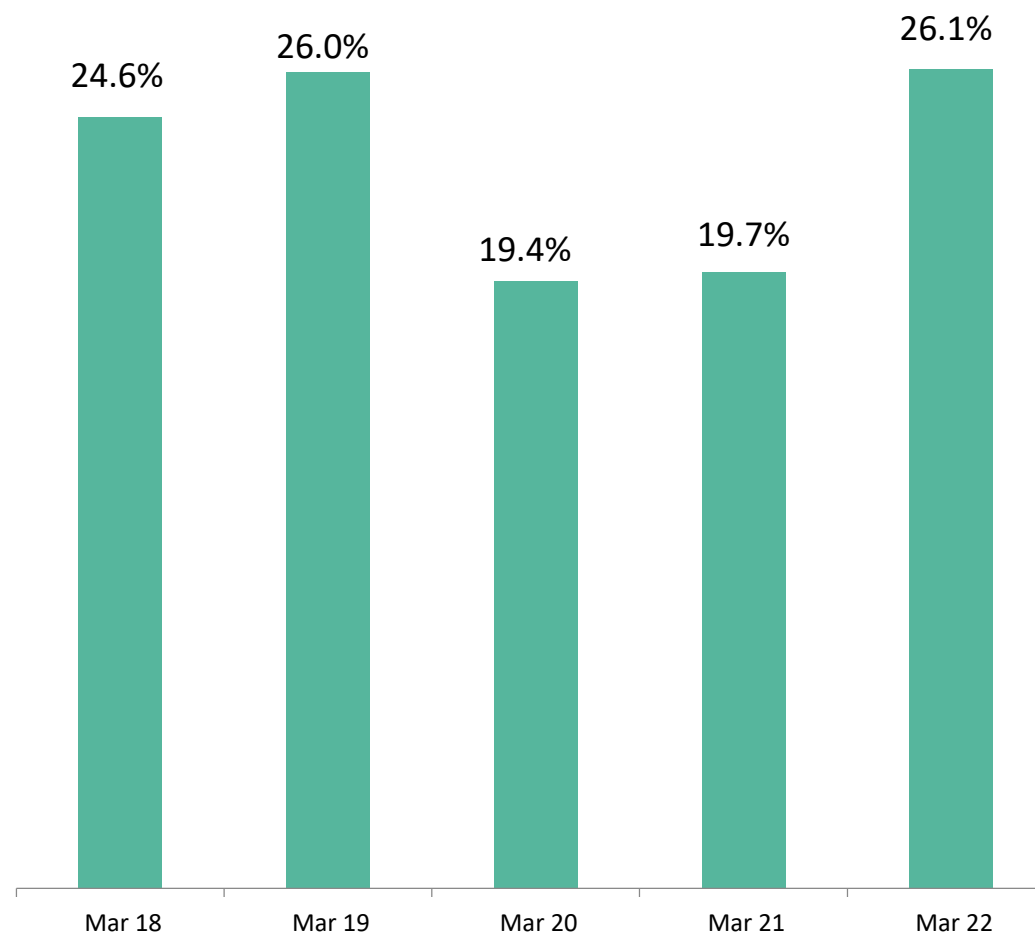
# Fixed Assets



# Net Working Capital



# Operating ROCE

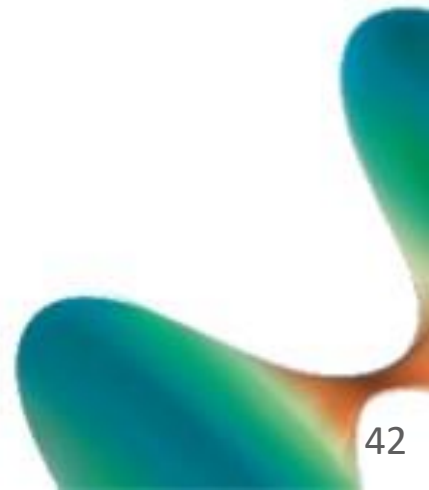
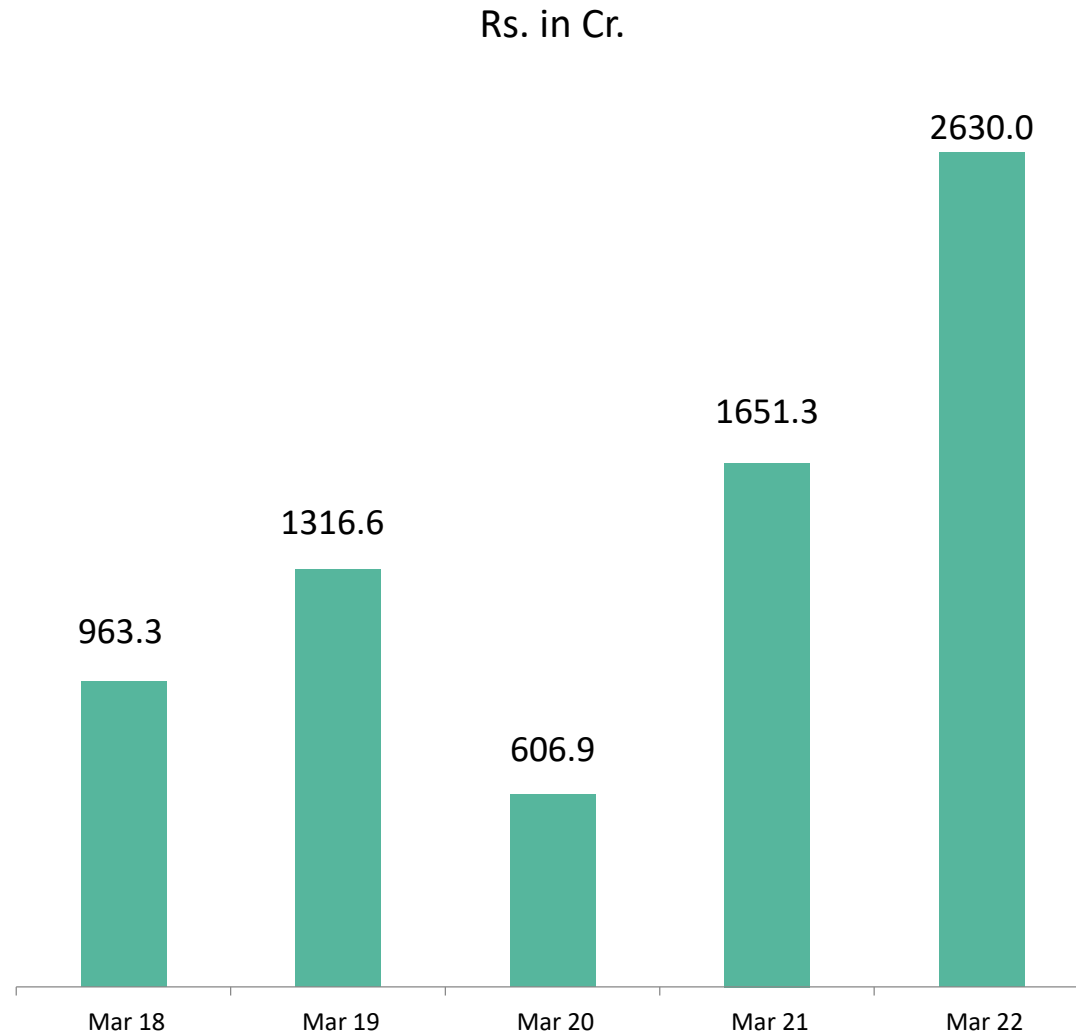


# Net Cash

	Rs. in Cr.				
	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22
<b>Current Investments</b>	153	146	106	161	127
<b>Cash &amp; Bank Balance</b>	59	29	27	50	36
<b>Total</b>	212	176	133	216	162
<b>Less:</b>					
<b>Borrowings</b>	-	-	28	40	-
<b>Net Cash &amp; Cash Equivalent</b>	212	176	105	176	162
<b>Fixed Assets Additions</b>	42	65	63	5	93



# Market Cap



# Q1 FY 23 Results

## STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2022

Sr. No.	Particulars	Quarter ended on			₹ in Lakhs
		June 30	Mar 31	June 30	Year ended on
		2022	2022	2021	March 31,
		Reviewed	Audited	Audited	2022
I	Revenue from operations	27,228	39,840	16,891	1,02,118
II	Other Income	183	370	308	1,232
III	Total income ( I + II )	27,411	40,210	17,199	1,03,350
IV	<b>EXPENSES</b>				
	Cost of material consumed	12,447	24,919	8,607	59,162
	Changes in inventories of finished goods, stock in trade & work in progress	3,519	(2,622)	175	(3,130)
	Employee benefit expense	3,718	3,348	3,214	12,948
	Finance Cost	-	1	69	211
	Depreciation and amortisation expense	817	816	929	3,522
	Other Expenses	4,738	6,428	3,223	19,225
	Total expenses ( IV )	25,239	32,890	16,217	91,938
V	Profit/(Loss) before exceptional items & tax ( III - IV )	2,172	7,320	982	11,412
VI	Exceptional items	-	-	-	-
VII	Profit/ (Loss) before tax ( V - VI )	2,172	7,320	982	11,412
VIII	Tax expenses				
	Current Tax ( net of write back of previous year )	550	1,910	282	2,899
	Deferred Tax	(5)	(30)	(7)	21
IX	Profit/ (Loss) for the period ( VII - VIII )	1,627	5,440	707	8,492

# THANK YOU

For further Information Please Contact:

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