

**Earnings Call Q4 FY 2022-23**  
**27<sup>th</sup> April 2023**

# Disclaimer

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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 may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

# AGENDA

- **Kirloskar- Limitless**
- Business Highlights
- Financial Highlights

- Refreshed Brand Kirloskar with new logo and new business vision: limitless;
- 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*

**kirloskar**  
*limitless*

# AGENDA

- Kirloskar- Limitless
- **Business Highlights**
- Financial Highlights

# BUSINESS HIGHLIGHTS

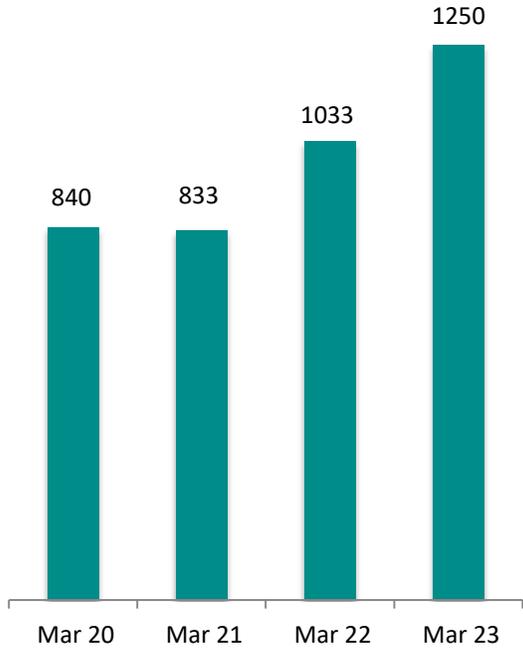
- FY 23 Operating Revenue @ Rs. 1,239 Cr.
- 21% Y-O-Y Growth in Revenue
- 25% Y-O-Y growth in PBT
- Export Business – all time high @ Rs. 177 Cr. ( PY Rs. 25 Cr. )
- Oil & Gas business continues to be major contributor.
- Order Board of Rs. 1,150 Cr.

# AGENDA

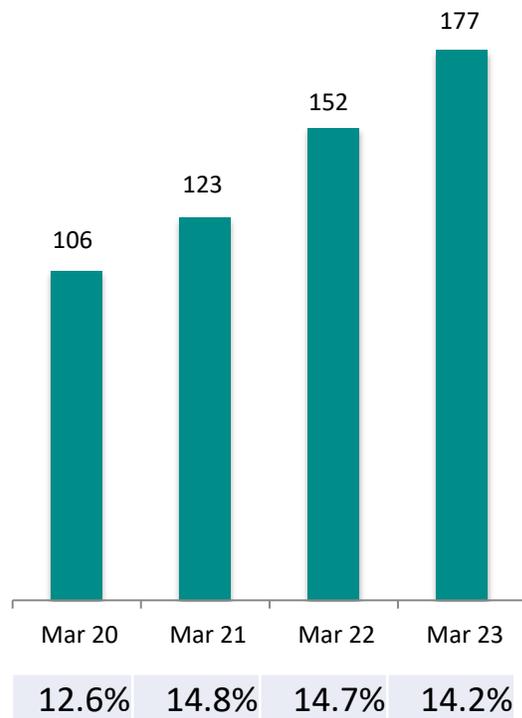
- Kirloskar- Limitless
- Business Highlights
- **Financial Highlights**

# P&L Highlights

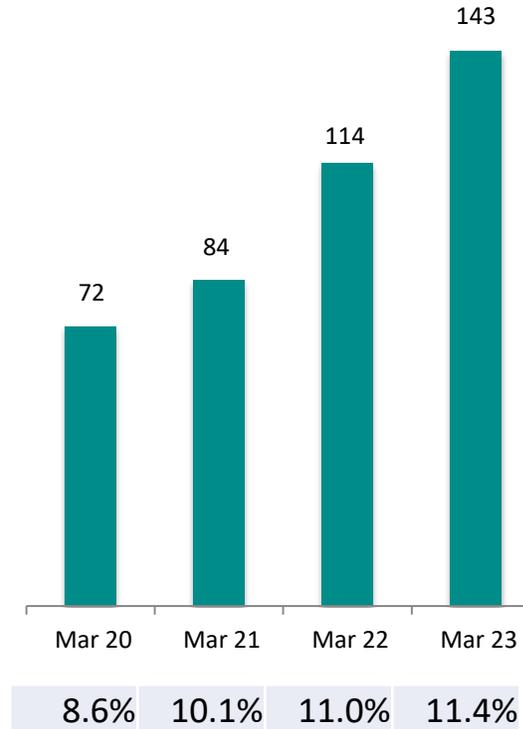
## REVENUE



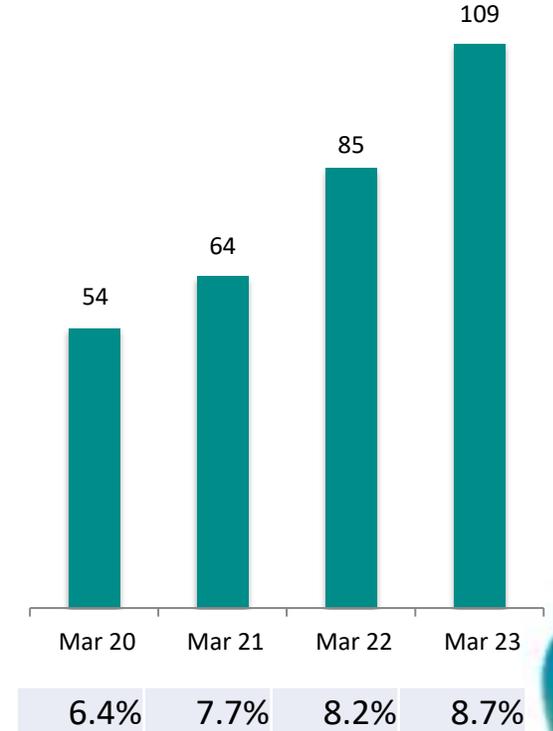
## EBITDA & Margin



## PBT & Margin

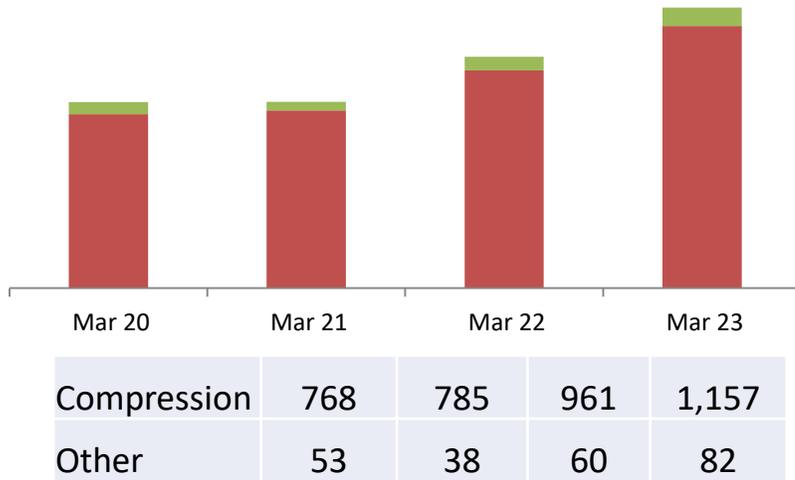


## PAT & Margin

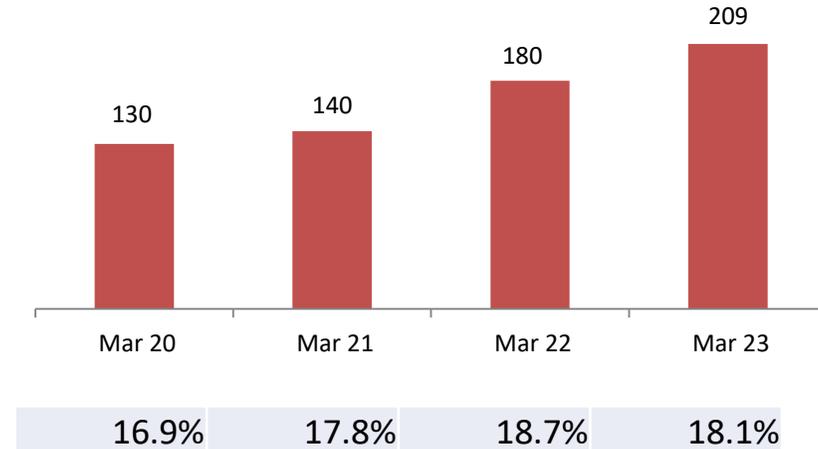


# SEGMENT PERFORMANCE

## SEGMENT REVENUE



## SEGMENT PBIT & %



## Key Comments

- Compression Segment contributes about 94% of total revenue
- Predominantly serves Petrochemical, Oil & Gas Sector
- Major player in CNG market

**STATEMENT OF AUDITED FINANCIAL RESULTS  
FOR THE QUARTER AND YEAR ENDED MARCH 31, 2023**

₹ in Lakhs

Sr. No.	Particulars	Quarter ended on			Year ended on March 31,	
		Mar 31	Dec 31	Mar 31	2023	2022
		2023	2022	2022		
	Audited	Reviewed	Audited	Audited		
I	Revenue from operations	35,958	31,228	39,840	123,934	102,118
II	Other Income	274	221	370	1,118	1,232
III	<b>Total income ( I + II )</b>	<b>36,232</b>	<b>31,449</b>	<b>40,210</b>	<b>125,052</b>	<b>103,350</b>
IV	<b>EXPENSES</b>					
	Cost of material consumed	17,998	17,604	24,919	66,612	59,162
	Changes in inventories of finished goods, stock in trade & work in progress	1,747	(9)	(2,622)	3,103	(3,130)
	Employee benefit expense	3,599	3,538	3,348	14,369	12,948
	Finance Cost	2	6	1	8	211
	Depreciation and amortisation expense	857	852	816	3,354	3,522
	Other Expenses	7,824	5,096	6,428	23,278	19,225
	<b>Total expenses ( IV )</b>	<b>32,027</b>	<b>27,087</b>	<b>32,890</b>	<b>110,724</b>	<b>91,938</b>
V	<b>Profit/(Loss) before exceptional items &amp; tax ( III - IV )</b>	<b>4,205</b>	<b>4,362</b>	<b>7,320</b>	<b>14,328</b>	<b>11,412</b>
VI	Exceptional items	-	-	-	-	-
VII	<b>Profit/ (Loss) before tax ( V - VI )</b>	<b>4,205</b>	<b>4,362</b>	<b>7,320</b>	<b>14,328</b>	<b>11,412</b>

**STATEMENT OF AUDITED FINANCIAL RESULTS  
FOR THE QUARTER AND YEAR ENDED MARCH 31, 2023**

₹ in Lakhs

Sr. No.	Particulars	Quarter ended on			Year ended on March 31,	
		Mar 31	Dec 31	Mar 31	2023	2022
		2023	2022	2022		
		Audited	Reviewed	Audited	Audited	
VIII	Tax expenses					
	Current Tax ( net of write back of previous year )	1,015	1,015	1,910	3,578	2,899
	Deferred Tax	(34)	62	(30)	(108)	21
IX	<b>Profit/ (Loss) for the period ( VII - VIII )</b>	<b>3,224</b>	<b>3,285</b>	<b>5,440</b>	<b>10,858</b>	<b>8,492</b>
X	<b>Other Comprehensive Income</b>					
	i) Items that will not be reclassified to profit or loss	3,316	2,004	470	6,430	1,581
	ii) Income tax relating to items that will not be reclassified to profit or loss	(524)	(242)	(112)	(879)	(163)
XI	<b>Total Comprehensive Income for the period ( IX + X ) (Comprising Profit / (Loss) and Other Comprehensive Income for the period)</b>	<b>6,016</b>	<b>5,047</b>	<b>5,798</b>	<b>16,409</b>	<b>9,910</b>
XII	Paid up Equity Share Capital (Face Value of Rs. 2/- each)	1,293	1,292	1,289	1,293	1,289
XIII	Other Equity				78,224	64,557
XIV	<b>Earning per equity share basic (Rs.)</b>	<b>4.99</b>	<b>5.09</b>	<b>8.45</b>	<b>16.82</b>	<b>13.19</b>
	<b>Earning per equity share diluted (Rs.)</b>	<b>4.98</b>	<b>5.07</b>	<b>8.40</b>	<b>16.77</b>	<b>13.12</b>
	( Not Annualised )					

Statement of Assets and Liabilities as at 31st March 2023

₹ in Lakhs

Sr. No.	Particulars	As at 31st March	
		2023	2022
		<b>Audited</b>	
(1)	<b>ASSETS</b>		
	<b>Non-current assets</b>		
	(a) Property, Plant and Equipment	21,798	22,725
	(b) Capital work-in-progress	2,138	521
	(c) Other Intangible assets	543	211
	(d) Intangible assets under development	238	569
	(e) Financial Assets		
	(i) Investments	14,188	7,891
	(ii) Loans	-	-
	(iii) Other Financial Assets	489	251
(f) Other non-current assets	54	20	
	<b>Total non-current assets</b>	<b>39,448</b>	<b>32,188</b>
(2)	<b>Current assets</b>		
	(a) Inventories	17,679	20,275
	(b) Financial Assets		
	(i) Investments	10,377	12,657
	(ii) Trade receivables	32,917	29,883
	(iii) Cash and cash equivalents	3,586	3,566
	(iv) Bank balance other than (iii)above	358	313
	(v) Others	5,311	91
(c) Other current assets	3,277	3,491	
	<b>Total current assets</b>	<b>73,505</b>	<b>70,276</b>
	<b>TOTAL ASSETS</b>	<b>112,953</b>	<b>102,464</b>

## Statement of Assets and Liabilities as at 31st March 2023

Sr. No.	Particulars	₹ in Lakhs	
		As at 31st March	
		2023	2022
		<b>Audited</b>	
	<b>EQUITY AND LIABILITIES</b>		
	<b>Equity</b>		
	(a) Equity share capital	1,293	1,289
	(b) Other equity	78,224	64,557
	<b>Total equity</b>	<b>79,517</b>	<b>65,846</b>
<b>(1)</b>	<b>Liabilities</b>		
	<b>Non-current liabilities</b>		
	(a) Financial Liabilities		
	(i) Borrowings	-	-
	(ii) Lease Liabilities	78	95
	(iii) Other financial liabilities	9	9
	(b) Provisions	664	611
	(c) Deferred tax liabilities (net)	1,312	542
	(d) Other non-current liabilities	-	-
	<b>Total non-current liabilities</b>	<b>2,063</b>	<b>1,257</b>
<b>(2)</b>	<b>Current liabilities</b>		
	(a) Financial liabilities		
	(i) Borrowings	-	-
	(ii) Lease Liabilities	24	29
	(iii) Trade payables		
	Total Outstanding due to Micro and small enterprises	3,644	3,909
	Total Outstanding dues of Creditors other than Micro and small enterprises	12,054	13,128
	(iv) Other financial liabilities	7,003	6,415
	(b) Other current liabilities	7,781	11,004
	(c) Provisions	721	598
	(d) Current tax liability (net)	146	278
	<b>Total current liabilities</b>	<b>31,373</b>	<b>35,361</b>
	<b>TOTAL LIABILITIES</b>	<b>33,436</b>	<b>36,618</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>112,953</b>	<b>102,464</b>

# THANK YOU

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