

Earnings Call H1 FY 2023-24
20th October 2023

Disclaimer

This presentation has been prepared solely for use at the investor/analyst presentation. By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

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.

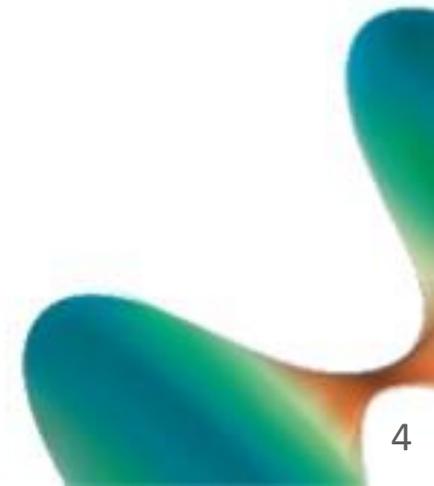
AGENDA

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

- 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 UPDATES

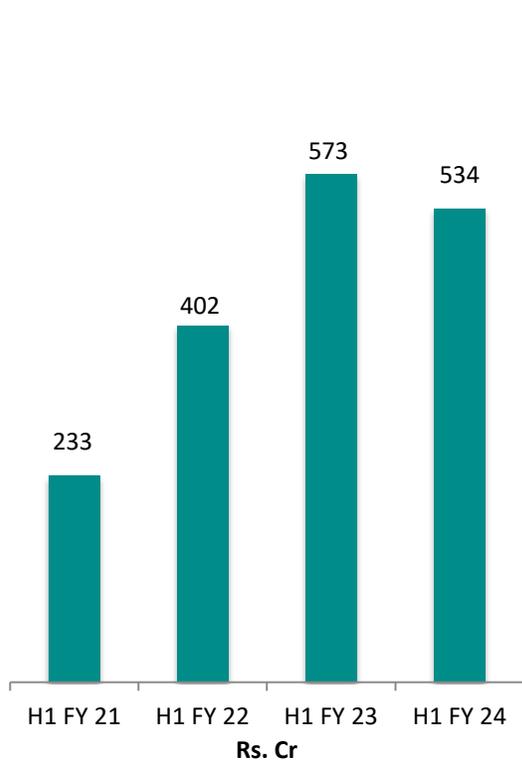
- H 1 Operating Revenue – Rs. 524 Cr.
- Maintained Domestic sales at Rs. 485 Cr.
- Slow offtake of CNG packages
- Export Business at Rs. 38 Cr.
- Order booking of Rs. 860 Cr in H 1 (PY Rs. 520 Cr.)
- Order Board of Rs. 1,450 Cr + (PY Rs. 1,200 Cr)

AGENDA

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

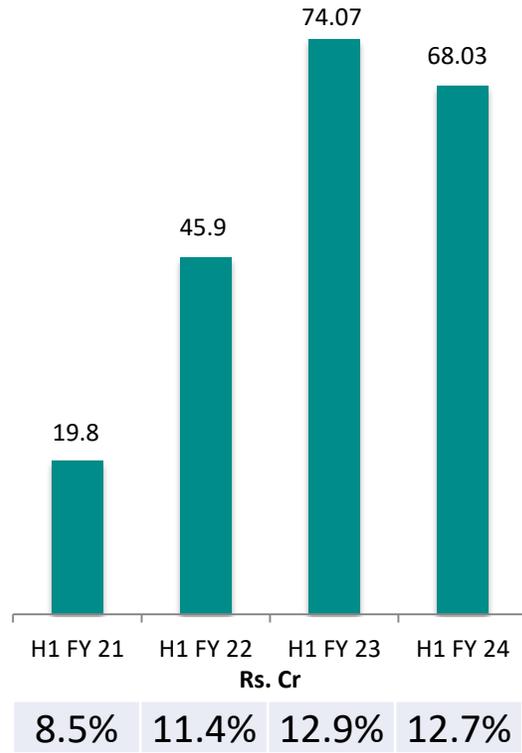
P&L Highlights

TOTAL INCOME



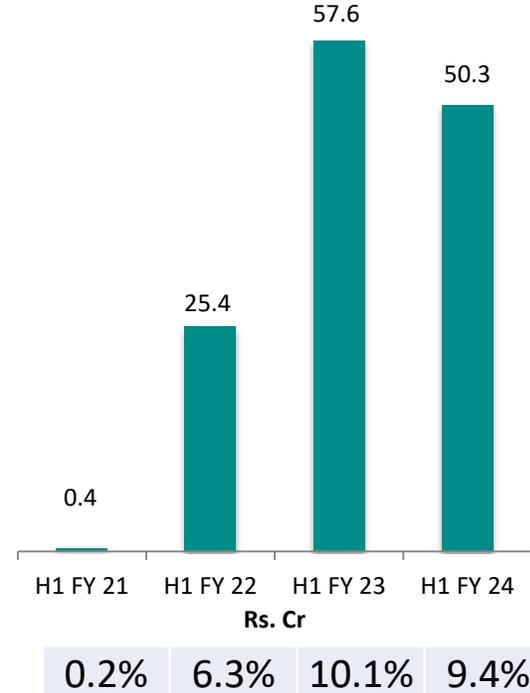
Y-o-Y

EBITDA & Margin



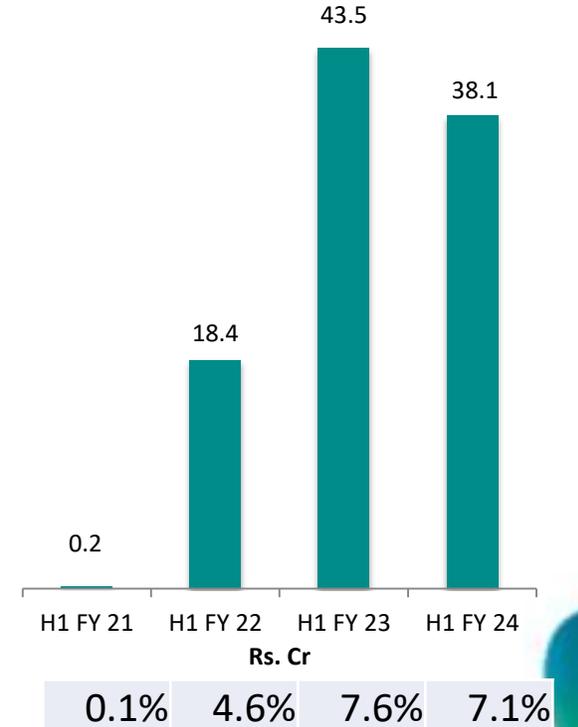
Y-o-Y

PBT & Margin



Y-o-Y

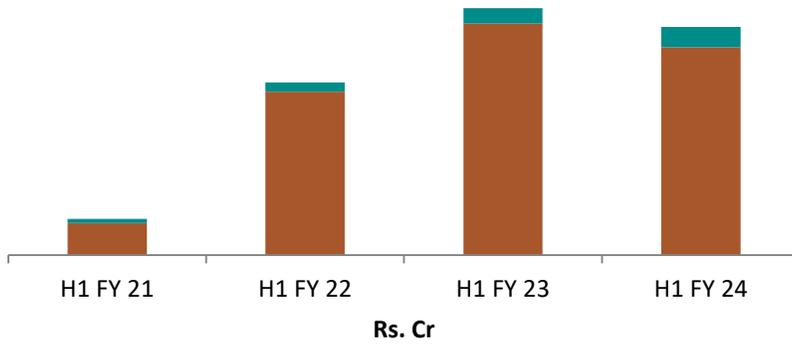
PAT & Margin



Y-o-Y

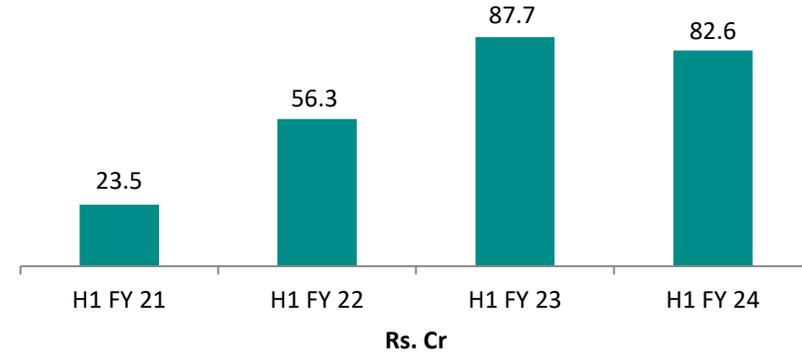
SEGMENT PERFORMANCE

SEGMENT REVENUE



Compression	73	375	532	477
Other	10	21	35	47

SEGMENT PBIT & %



32.1%	15.0%	16.5%	17.3%
-------	-------	-------	-------

Key Comments

- Over 90% of the Total Revenue comes from Compression Segment
- Predominantly serves Petrochemical, Oil & Gas Sector
- Major player in CNG market

**STATEMENT OF UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2023**

₹ in Lakhs

Sr. No.	Particulars	Quarter ended on			Six Months ended on September 30,		Year ended on March 31,
		Sept 30	June 30	Sept 30	2023	2022	2023
		2023	2023	2022	2023	2022	2023
		Reviewed	Reviewed	Reviewed	Reviewed	Reviewed	Audited
I	Revenue from operations	28,193	24,222	29,520	52,414	56,748	123,934
II	Other Income	415	574	441	989	624	1,118
III	Total Income (I + II)	28,607	24,796	29,961	53,403	57,372	125,052
IV	EXPENSES						
	Cost of material consumed	16,407	11,532	18,563	27,939	31,010	66,612
	Changes in inventories of finished goods, stock in trade & work in progress	(1,146)	859	(2,154)	(287)	1,365	3,103
	Employee benefit expense	4,439	4,165	3,514	8,603	7,232	14,369
	Finance Cost	1	2	-	3	-	8
	Depreciation and amortisation expense	897	871	829	1,768	1,646	3,354
	Other Expenses	5,327	5,017	5,621	10,344	10,359	23,278
	Total Expenses (IV)	25,925	22,446	26,373	48,371	51,612	110,724
V	Profit/(Loss) before exceptional items & tax (III - IV)	2,682	2,350	3,588	5,032	5,760	14,328

**STATEMENT OF UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2023**

₹ in Lakhs

Sr. No.	Particulars	Quarter ended on			Six Months ended on September 30,		Year ended on March 31,
		Sept 30	June 30	Sept 30	September 30,		
		2023	2023	2022	2023	2022	2023
		Reviewed	Reviewed	Reviewed	Reviewed	Reviewed	Audited
VI	Profit/ (Loss) before tax	2,682	2,350	3,588	5,032	5,760	14,328
VII	Tax expenses						
	Current Tax (net of write back of previous year)	641	550	998	1,191	1,548	3,578
	Deferred Tax	24	7	(131)	31	(136)	(108)
VIII	Profit/ (Loss) for the period (VI - VII)	2,018	1,793	2,721	3,811	4,348	10,858
IX	Other Comprehensive Income						
	i) Items that will not be reclassified to profit or loss	113	268	1,619	381	1,110	6,430
	ii) Income tax relating to items that will not be reclassified to profit or loss	(17)	(25)	(204)	(43)	(113)	(879)
X	Total Comprehensive Income for the period (VIII+IX) (Comprising Profit / (Loss) and Other Comprehensive Income for the period)	2,114	2,036	4,136	4,149	5,345	16,409
	Paid up Equity Share Capital	1,294	1,293	1,291	1,294	1,291	1,293
XI	(Face Value of Rs. 2/- each)						
	Other Equity						78,224
XII	Earning per equity share basic (Rs.)	3.12	2.77	4.22	5.89	6.74	16.82
	Earning per equity share diluted (Rs.)	3.11	2.76	4.18	5.88	6.71	16.77
	(Not Annualised)						

SEGMENT-WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

₹ in Lakhs

Sr. No.	Particulars	Quarter ended on			Six Months ended on		Year ended on
		Sept 30	June 30	Sept 30	September 30		March 31st
		2023	2023	2022	2023	2022	2023
		Reviewed	Reviewed	Reviewed	Reviewed	Reviewed	Audited
1	Segment Revenue						
	Compression Systems	25,646	22,023	27,730	47,668	53,197	115,695
	Other Non Reportable Segments	2,547	2,199	1,790	4,746	3,551	8,239
	TOTAL	28,193	24,222	29,520	52,414	56,748	123,934
	Less : Inter Segment revenue	-	-	-	-	-	-
	Net Sales/ Income from operations	28,193	24,222	29,520	52,414	56,748	123,934
2	Segment Results						
	Profit/(Loss) before tax and interest from each segment						
	Compression Systems	4,638	3,627	4,953	8,264	8,770	20,869
	TOTAL	4,638	3,627	4,953	8,264	8,770	20,869
	Less : i. Finance Cost	1	2	-	3	-	8
	ii. Other unallocable expenditure (net off income) including Profit/(Loss) of non reportable segments	1,954	1,275	1,365	3,229	3,010	6,533
	Total Profit/(Loss) Before Tax	2,682	2,350	3,588	5,032	5,760	14,328
3	Capital Employed						
	Segment Assets						
	Compression Systems	58,764	52,765	59,864	58,764	59,864	59,612
	Segment Liabilities						
	Compression Systems	32,662	26,386	29,374	32,662	29,374	29,037
	Total Capital employed in segment	26,102	26,379	30,490	26,102	30,490	30,575
	Add : Unallocable corporate assets	60,586	60,688	42,996	60,586	42,996	53,341
	Less :Unallocable corporate liabilities (including non reportable segments)	4,782	5,427	3,636	4,782	3,636	4,399
	Net Unallocable Corporate Assets / (Liabilities)	55,804	55,261	39,360	55,804	39,360	48,942
	Total Capital employed in the Company	81,905	81,640	69,850	81,905	69,850	79,517

Statement of Assets and Liabilities as at 30th September, 2023

₹ in Lakhs

Sr. No.	Particulars	As at 30th September		Year ended on March 31,
		2023	2022	2023
		Reviewed		Audited
(1)	ASSETS			
	Non-current assets			
	(a) Property, Plant and Equipment	21,073	22,275	21,798
	(b) Capital work-in-progress	3,935	334	2,138
	(c) Other Intangible assets	533	211	543
	(d) Intangible assets under development	306	611	238
	(e) Financial Assets			
	(i) Investments	14,493	8,927	14,188
	(ii) Loans	-	-	-
	(iii) Other Financial Assets	528	384	489
	(f) Other non-current assets	43	64	54
	Total non-current assets	40,911	32,806	39,448
(2)	Current assets			
	(a) Inventories	21,815	23,173	17,679
	(b) Financial Assets			
	(i) Investments	15,337	8,937	10,377
	(ii) Trade receivables	28,275	26,604	32,917
	(iii) Cash and cash equivalents	3,693	2,983	3,586
	(iv) Bank balance other than (iii)above	342	4,332	358
	(v) Others	4,212	98	5,311
	(c) Current tax assets (Net)	1,063	-	-
	(d) Other current assets	3,702	3,927	3,277
	Total current assets	78,439	70,054	73,505
	TOTAL ASSETS	119,349	102,860	112,953

Statement of Assets and Liabilities as at 30th September, 2023				
₹ in Lakhs				
Sr. No.	Particulars	As at 30th September		Year ended on March 31,
		2023	2022	2023
		Reviewed		Audited
	EQUITY AND LIABILITIES			
	Equity			
	(a) Equity share capital	1,293	1,291	1,293
	(b) Other equity	80,612	68,559	78,224
	Total equity	81,905	69,850	79,517
(1)	Liabilities			
	Non-current liabilities			
	(a) Financial Liabilities			
	(i) Borrowings	-	-	-
	(ii) Lease Liabilities	65	95	78
	(iii) Other financial liabilities	24	9	9
	(b) Provisions	748	611	664
	(c) Deferred tax liabilities (net)	1,369	500	1,312
	(d) Other non-current liabilities	-	-	-
	Total non-current liabilities	2,206	1,215	2,063
(2)	Current liabilities			
	(a) Financial liabilities			
	(i) Borrowings	-	-	-
	(ii) Lease Liabilities	25	14	24
	(iii) Trade payables			
	Total Outstanding due to Micro and small enterprises	4,524	4,535	3,644
	Total Outstanding dues of Creditors other than Micro and small enterprises	11,931	10,503	12,054
	(iv) Other financial liabilities	6,772	7,175	7,003
	(b) Other current liabilities	11,226	8,774	7,781
	(c) Provisions	761	548	721
	(d) Current tax liability (net)	-	246	146
	Total current liabilities	35,238	31,795	31,373
	TOTAL LIABILITIES	37,444	33,010	33,436
	TOTAL EQUITY AND LIABILITIES	119,349	102,860	112,953

THANK YOU

For further Information Please Contact:

Kirloskar Pneumatic Co. Ltd.

Suhas S. Kolhatkar
Vice President & CFO

Ph : +91 98220 00003
Email : suhas.kolhatkar@kirloskar.com

Group Investor Relations

Ms. Mayura Bhusari

Tel : (020) 2970 4348
Email : mayura.bhusari@kirloskar.com