

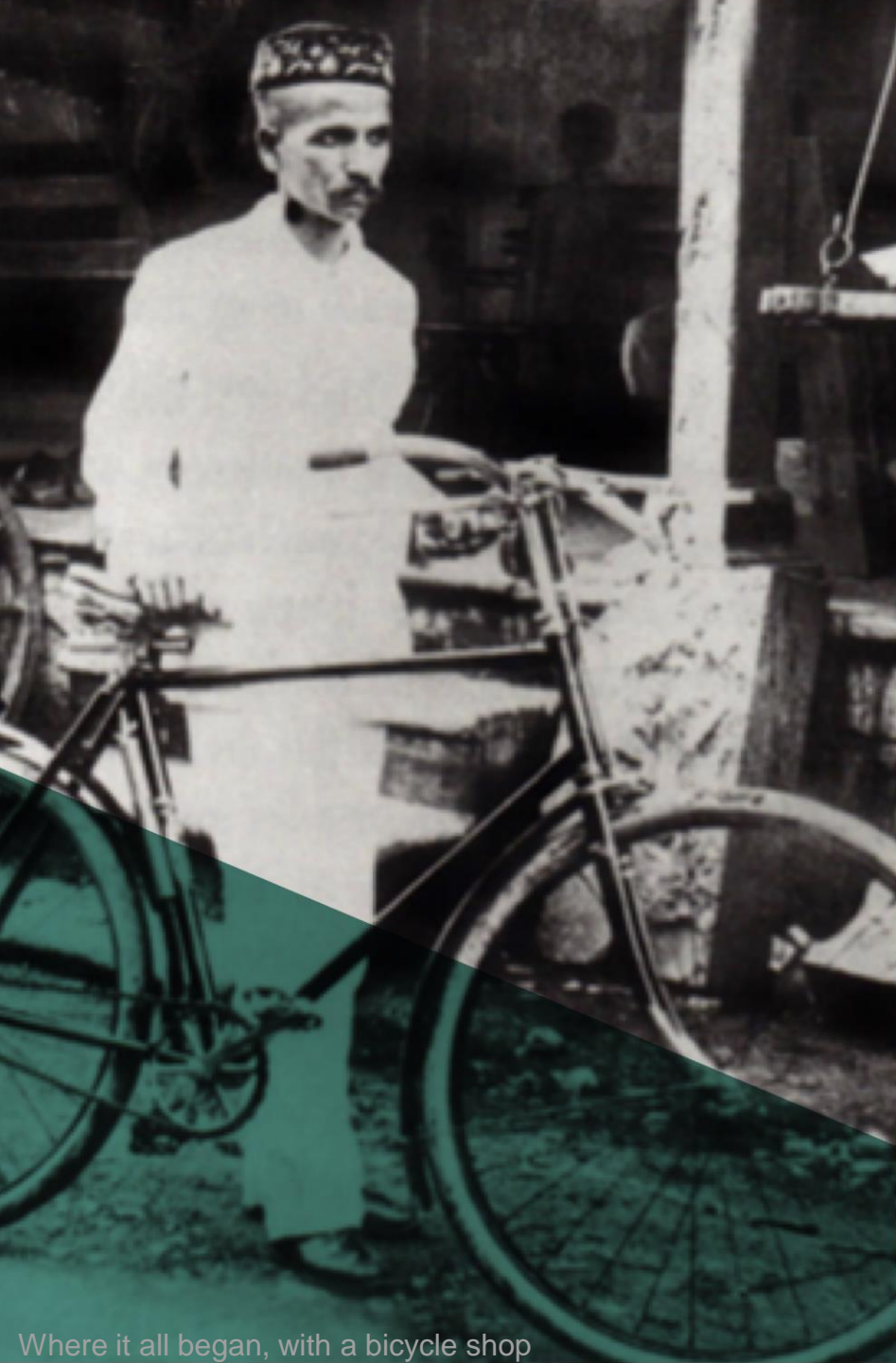
INVESTOR PRESENTATION
December 2021

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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 GROUP
- ABOUT KPCL
- RESEARCH & DEVELOPMENT
- MANAGEMENT TEAM
- FINANCIAL PERFORMANCE
- ESG
- STRATEGY FOR GROWTH



A LEGACY OF ENGINEERING A LIMITLESS FUTURE

In 1888, when others looked to the past, one man looked to the future. From a bicycle shop to India's first iron plough, he set in motion the nation's industrial revolution. Today, we are known as the leader of diesel/petrol engine manufacturing, pneumatic packages and cooling solutions, forming the backbone of several industries. With many firsts to our name, we innovate solutions that challenge convention and create a limitless future.

We made India's first

CENTRIFUGAL PUMP

DIESEL ENGINE

LATHE

Where it all began, with a bicycle shop



We're all about finding
solutions, building
partnerships and peering
into the future...

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

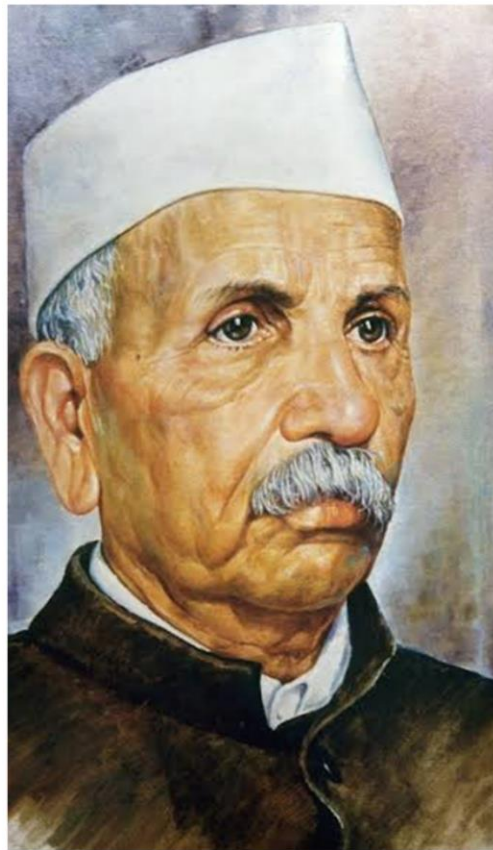
Towards all Stakeholders
We're building for a shared prosperous future



INNOVATIVE THINKING

Be bold and brave, & stay relevant

THE VISIONARIES



**Shantanurao
Kirloskar**

“I never wanted to be an industrialist. Our goal was to start a movement to make our country strong, industrial nation”



**Chandrakant
Kirloskar**

“Sustained growth can only be possible through self-reliance.”

**Laxmanrao
Kirloskar**

“Dedication, hard work and effort are a reflection of the creation of wealth and resources. For their efficient distribution, they have to be first created”



OUR BUSINESSES...



Kirloskar Oil Engines | Engines, Gensets, Farm mechanisation Pumps



Kirloskar Ferrous | Pig Iron, Iron Castings



Kirloskar Pneumatic | Air, Refrigeration and Gas Compressores and Systems Gears



Kirloskar Chillers | Chillers




Kirloskar Industries | Windmills, Real Estate



ARKA Fincap | Financial Services and Lending





KIRLOSKAR LIMITLESS NUMBERS THAT MATTER

133

Years of History

60+

Countries
Presence

5.5k+

Employee
Base

1.4

USD Billion
Combined
Market Cap*

1.5

USD Billion
Total Revenue#

1

USD Billion
Net Worth#

1+

Million gensets
across globe

10k+

MT of Castings
Produced in a
Month

50%

CNG Stations in
India are Powered
by Kirloskar

* Market Cap Based on closing price of Dec 31, 2021.

Based on Last Twelve Months results for the listed companies only.





SUSTAINABLE BUSINESS PRACTICES

Environmental

A legacy this grand comes with a great responsibility to the future. With the intent to preserve and protect, we nurture sustainable business practices for a better tomorrow.



SUSTAINABLE BUSINESS PRACTICES

Social

We aim to undertake corporate social responsibility activities and initiatives that include eradication of hunger and poverty, promoting health and hygiene, rural outreach, education, employment enhancing vocational skills, technology incubation, livelihood enhancing projects, gender equality, women empowerment, environment, heritage, arts and culture and sports.



A photograph of a business meeting. Two people are seated at a wooden desk. One person is writing on a document with a red pen, while the other is pointing at the document with a yellow pen. There are two laptops open on the desk, one in the foreground and one in the background. Several pens are lying on the desk. The image has a dark teal overlay on the bottom left and bottom right corners.

SUSTAINABLE BUSINESS PRACTICES

Governance

We believe in transparency, business conduct and upholding the highest ethical standards. These abilities, that we focus on, directly translate into lasting trust among our stakeholders.



THE STORY SO FAR

-
- 1888** Where it all began.
 - 1900** Shivaji Metal Works incorporated, later merged into Kirloskar Oil Engines and then sold to Kirloskar Ferrous
 - 1903** Laxmanrao Kirloskar manufactured India's First Iron Plough
 - 1904** First Ad for the Iron Plough
 - 1910** First Factory
 - 1920** Laxmanrao Kirloskar incorporated Kirloskar Brothers Limited
Acquired Solapur Foundry from Kirloskar Oil Engines Ltd
 - 1927** Shantanurao Kirloskar, at 24, manufactured India's first Diesel Engine
 - 1946** Engines company established for the manufacturing of diesel engines
 - 1954** Shantanurao Kirloskar exported the first consignment of diesel engines to Germany
 - 1958** First engine export to UK.
Kirloskar Pneumatic incorporated
 - 1962** Kirloskar Cummins incorporated. The partnership allowed Cummins to further their global manufacturing strategy
 - 1965** Shantanurao Kirloskar awarded the Padma Bhushan, for his immense contribution to trade and industry
Kirloskar Proprietary Ltd Incorporated



THE STORY SO FAR

-
- 1969** Commemorative stamp released by the Government of India to honour Laxmanrao Kirloskar as an industrialist and social reformer on his 100th birthday
 - 1978** Kirloskar Industries incorporated
 - 1991** Kirloskar Ferrous incorporated
 - 1996** Kirloskar Chillers established as a joint venture of KPCL with American Partners, was the first company in India to manufacture Centrifugal Chillers and Factory Packaged Screw Chillers
 - 1998** Kirloskar Oil Engines largely divests its stake in Kirloskar Cummins
 - 2003** Prime Minister of India, Atal Bihari Vajpayee, released a commemorative postage stamp marking Shantanurao Kirloskar's 100th anniversary
 - 2008** Kirloskar Chillers acquires 100% ownership of joint venture
 - 2009** Kirloskar Integrated Technologies established, venturing into green energy
 - 2015** Kirloskar Energen incorporated
 - 2017** Kirloskar Solar Technologies incorporated



THE LIVES WE TOUCH



Our Employees

5,500+ proud
members of the
Kirloskar family



Channel Partners

Our wide spread
network of dealers,
distributors and
retailers that grow
with us



Community Partnerships

4,50,000+ lives
impacted through
community
development
programs



Our Customers

Alleviate the lives of
farmers.
Provide value inputs
to OEMs.
Provide power backup
solutions to hospitals,
industries and homes



Kirloskar Limitless



THE INDUSTRIES WE IMPACT



Pharma &
Chemicals



Automotive



Steel



Infrastructure,
Oil and Gas



Food and
Beverage
Processing



Commercial
Marine &
Fisheries



Agriculture



Natural
Resources

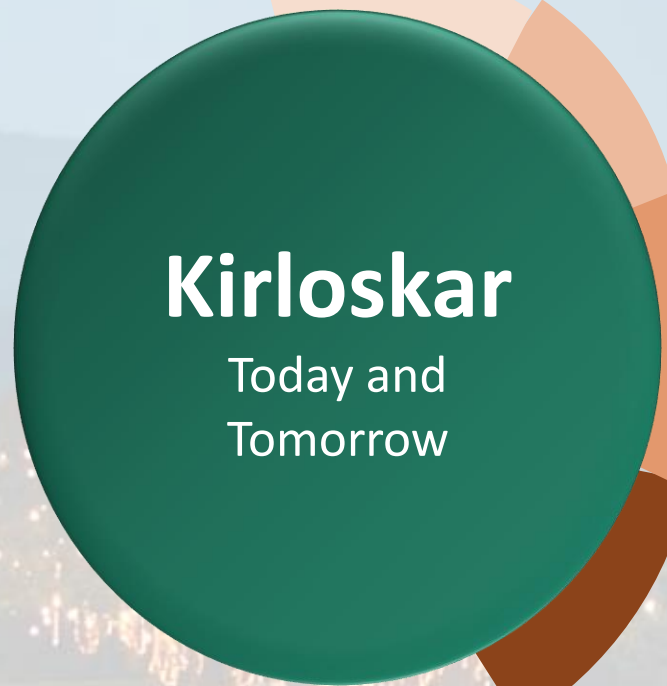


Manufacturing



Defence





Kirloskar
Today and
Tomorrow

Kirloskar - Limitless

- 1 Sustainable & Responsible -**
We are committed to delivering sustainable solutions that help our communities, for a better tomorrow
- 2 Agile & Innovative –**
Continuous improvement in our products, processes, policies, and ways of doing work so that we stay relevant and at the forefront of technology
- 3 Creating limitless opportunities -**
Working with all our stakeholders – employees, customers, dealers, distributors and investors to create and deliver value
- 4 Nurturing partnerships, to power infinite potential -**
We have built long lasting partnerships in all our businesses- some lasting many decades, and we enter all our partnerships with a long-term view

AGENDA

- **ABOUT KPCL**
 - KPCL AT GLANCE
 - VISION & MISSION
 - PRODUCT PORTFOLIO
 - MANUFACTURING FACILITIES
 - CLIENT BASE
 - SHAREHOLDING PATTERN

Positive pressure works. No matter what the industry.



Manufacturing Facilities and Capacities

3

STATE OF ART
MANUFACTURING
FACILITIES

700+

EMPLOYEE
STRENGTH

60+

DEALERS

Key Highlights

70%

INDIA MARKET SHARE
FOR AMMONIA
REFRIGERATION
COMPRESSORS

1st

INDIAN COMPANY
APPROVED FOR
HYDROCARBON
REFRIGERATION
SYSTEMS

1st

SUPPLIER OF TRACTION
GEARS TO INDIAN
RAILWAYS

50%

CNG STATIONS IN INDIA
ARE POWERED BY
KIRLOSKAR

KPCL's Vertical Green Wall
India's largest – 21,283 Sq Ft
Home to ~ 3,000 Birds
Size- Among top 3 in the World

VISION & MISSION



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

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



Product

AIR CONDITIONING & REFRIGERATION

- Reciprocating Open-Type Compressors
- Process Refrigeration Systems
- Vapor Absorption Chillers

AIR COMPRESSORS

- Reciprocating Compressors
 - Screw Compressors
 - Centrifugal Compressors
- From 30 to 10,000 CFM.

PROCESS GAS SYSTEMS

- GAS Compression systems
- CNG Packages

TRANSMISSION

- Gears and gearboxes from sub-MGW to higher MGW range
- Rail traction gears
- Marine gearboxes
- Renewable energy areas like wind turbine & hydro turbine gearboxes

Downstream Usage

Compressors for refrigeration system, Industrial refrigeration packages across industries including-

- Refinery & Petrochemicals
- Chemicals
- Fertilizers
- Marine

General engineering to critical operation & processing application in industries including-

- Railways
- Process industries
- Refineries
- Power, steel, automobile & textile
- Air separation
- Pharmaceuticals

Gas compression applications in-

- Refinery
- Petroleum
- Chemical
- Gas Industry
- Gas distribution companies

Gearboxes for turbines, Conveyor belts, power plant, material handling across industries including

- Railway
- Power & Steel
- Cement & Minerals Industry
- Rubber, Plastic & Paper
- Marine

Financial Impact

30-35%

Of Revenue

20-25%

Of Revenue

40-45%

Of Revenue

~5%

Of Revenue

ROAD RAILER

- Innovative Bimodal Mode for Goods Transportation
- Road-railer provides logistic services using rail network of Indian Railways with first and last mile operations carried on road
- KPCL operated over 1,250 road railers for FY 2019-21 between Chennai & Delhi despite of over 4 Months Covid shut down
- Clearly the concept has now been accepted by the customers. We expect to rapidly scale up the numbers as well as the routes across India going forward

RoadRailer Unit in Road Mode



RoadRailer Unit in Rail Mode



MANUFACTURING FACILITIES

- State of Art Manufacturing facilities at Hadapsar (HO), Saswad and Nashik
- Flexible & optimized manufacturing set-ups are proven for quick set-up changes to prioritize any model based on customer requirement, in product range of 1 cylinder to 12-cylinder compressors

In-House Technology and Infrastructure

- One of the most modern screw cutting plant in the world today
- Sophisticated, automatic screw milling and grinding machines produce screw rotors in temperature-controlled conditions to extremely close tolerances



INDUSTRIES SERVED



Oil & Gas



Pharma



Pet Bottling



Sugar



Power Gen



Chemical



Fertilizer



Automobile



Cement



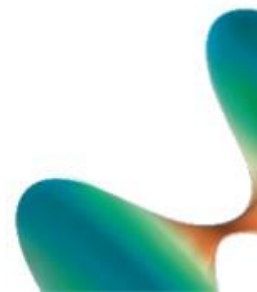
Food Processing



Medical Equipment



Textile



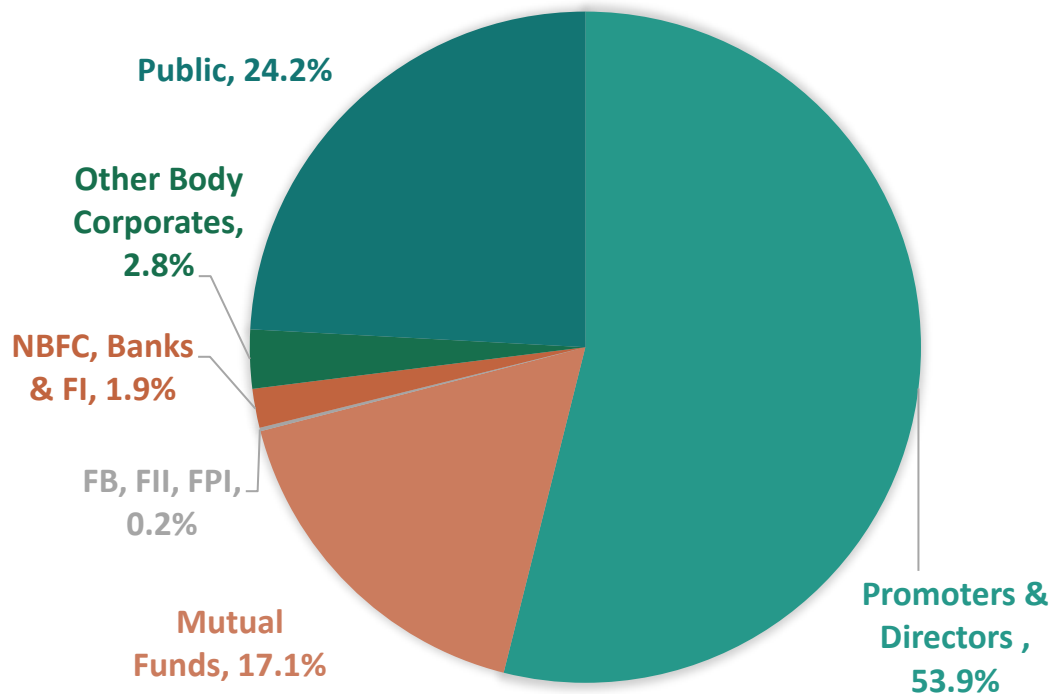
CLIENT BASE#



Flex Foods Limited



Category-wise Holding¹



Top 10 Shareholders²

Name	% Holding
NIPPON LIFE INDIA TRUSTEE LTD-A/C NIPPON INDIA SMALL CAP FUND	6.45
HDFC TRUSTEE COMPANY LTD A/C - HDFC CHILDREN'S GIFT FUND - INVESTMENT PLAN	3.42
IDFC FLEXI CAP FUND	2.96
TATA MUTUAL FUND - TATA SMALL CAP FUND	2.33
ARUN NAHAR	1.36
THE NEW INDIA ASSURANCE COMPANY LIMITED	1.00
JANHAVI NILEKANI	0.93
PGIM INDIA TRUSTEE PRIVATE LIMITED A/C - PGIM INDIA SMALL CAP FUND	0.85
GENERAL INSURANCE CORPORATION OF INDIA	0.84
ROHINI NILEKANI	0.83

As on 31st December 2021.

¹ FB: Foreign Banks, FI: Financial Institutions including Insurance Companies, FPI: Foreign Portfolio Investor, Mutual Funds include Alternate Investment Funds.

² Excluding promoters, Directors, Employees and IEPF.

AGENDA

- RESEARCH & DEVELOPMENT

- DSIR* recognized 'In-house' R&D Unit
- Design and development team with over 60+ employees



ACD- Screw Compressor Test Bed



ACD- Centri. Compressor Test Bed



Metrology Laboratory



Metallurgy Laboratory NABL Accredited

AGENDA

- **MANAGEMENT TEAM**
 - DIVERSIFIED BOARD
 - EXPERIENCED LEADERSHIP



Rahul C. Kirloskar
Executive Chairman

- 34 + years of association with Kirloskar group
- Former MD of Kirloskar Pneumatic Company Ltd
- Founder, Kirloskar Chillers
- Former Chairman of Confederation of Indian Industry (CII) Pune Council as well as Maharashtra State CII Council



K Srinivasan
Managing Director

- Former Vice President of Wendt India Limited
- Former Managing Director of Carborundum Universal Limited
- served as a Director in various Boards of including Wendt India Ltd., Murugappa Morgan Thermal Ceramics Limited, Sterling Abrasives Limited, Volzhsky Abrasives Works, Russia, CUMI Australia Pty Limited, Foskor Zirconia Pty Limited etc



Atul C. Kirloskar
Director

- Chairman of Kirloskar Oil Engines Limited
- Former President of the Maharashtra Chamber of Commerce, Industries and Agriculture (MCCIA), Pune
- Former Chairman of CII National Committee of Defense



Vikram Kirloskar
Director

- An SB in Mechanical Engineering, MIT Class of 1981
- Chairman and Managing Director of Kirloskar Systems Ltd. and Vice Chairman of Toyota Kirloskar Motor
- Recognized by the Government and presented with the 'Suvarna Karnataka' award
- Involved in many activities at MIT and serves on the Visiting Humanities Committee and Educational Council.



Mahesh R. Chhabria
Director

- Former Partner at 3i India, Former co-head of investment banking at Enam
- Managing Director of Kirloskar Industries Limited
- Holds directorships in Kirloskar Oil Engines Limited, Deepak Fertilisers and Petrochemicals Corporation Limited, Kirloskar Proprietary Limited and Enam Asset Management Company Private Limited





Dattaraya Swar
Director

- Graduate in Mechanical Engineering. Diploma in Purchasing Management from the American Society, Diploma in Material Management from Jamanalal Bajaj Institute of Management.
- Over 27 years of working experience with Kirloskar Oil Engines Limited
- Experience in varied fields such as purchase, vendor development, materials management and manufacturing



Sunil Shah Singh
Independent Director

- B. Tech from Indian Institute of Technology, Delhi
- Former Managing Director of ITD Cementation India Ltd.,
- Former President of Energy works India Bechtel, Tetra Pak processing Kirloskar Pneumatic Co. Ltd, Board member of Mather Platt India Ltd.



G. Krishna Rao
Independent Director

- B.Com, A.C.A, and I.C.I.I.
- Has held a senior position in the General Insurance Corporation of India for several years
- Vast body of experience in Finance and Insurance matters



Nalini Venkatesh
Independent Director

- lawyer by profession; legal consultant since 1987
- Represented various corporations, ONGC, Urban Development Authorities, universities and other statutory institutions in matters with respect to the Factories Act, Workmen's Compensation Act, Negotiable Instrument's Act, labor disputes, etc



Ajay Kumar Dua
Independent Director

- Economic Honours from St. Stephen's College, Delhi, Ph.D. University of Bombay for his work on the Economics of Urban Renewal Programs
- Joined the Indian Administrative Services in 1971.
- Held a variety of senior assignments in the Government of Maharashtra and the Government of India
- Currently, senior business advisor to several multinational corporations.



DIVERSIFIED BOARD



Krishnamurthi Venkataramanan
Independent Director

- Graduate in Chemical Engineering from IIT Delhi
- 'Davidson Frame Award' conferred by IPMA Switzerland, for strengthening the Project Management Profession in India and abroad, in 2002
- Chairman of L&T Hydrocarbon Engineering Limited, a subsidiary of Larsen & Toubro Limited.



Tejas Deshpande
Independent Director

- Passed out of ILS, Law College, Pune and has been practicing law for the last 16 years
- Litigation practice, in various courts, with focus on High Court, Mumbai and Supreme Court of India
- Specializes in real estate, infrastructure and company law related cases
- Currently, on the Board of Kirloskar Industries Limited and Valecha Engineering Limited.



EXPERIENCED LEADERSHIP



Managing Director
K Srinivasan



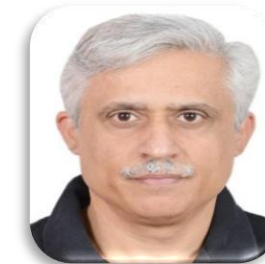
VP & SBU Head – PGS
Deepak Lokras



CFO & VP - Finance
Suhas Kolhatkar



VP – HR & IT
Dr. Sadashib Padhee



VP & SBU Head – ACR
Mrugendra Behere



GM– Operations, ACD & TRM
Aman Kirloskar



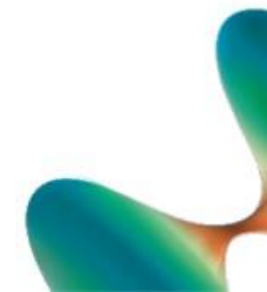
VP & SBU Head – ACD & TRM
Neeraj Bhargava



VP – IBD
Sanjay Grover



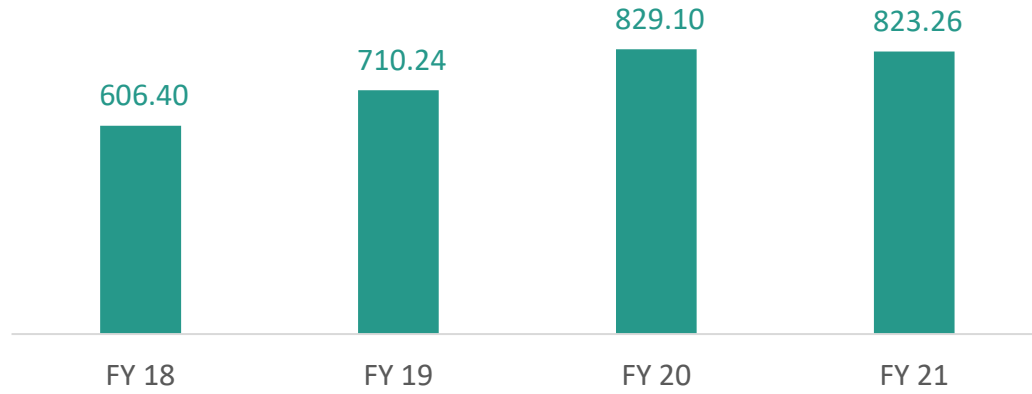
General Manager- Defence & Digitalization
N. Vijaykumar



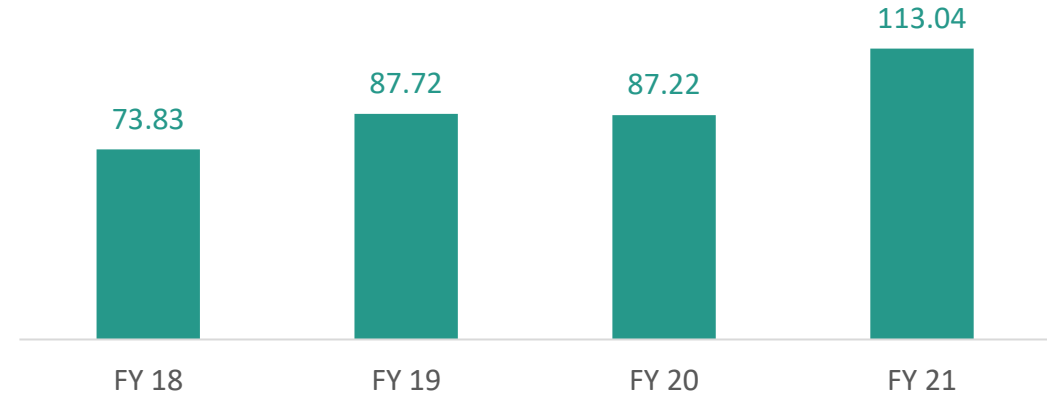
AGENDA

- **FINANCIAL PERFORMANCE**
 - P&L HIGHLIGHTS
 - BALANCE SHEET
 - KEY RATIOS
 - LATEST QUARTER UPDATES

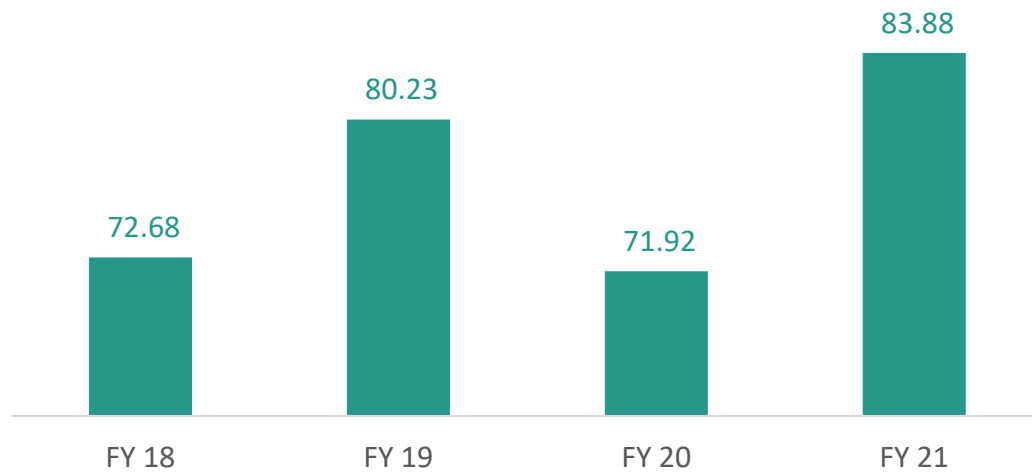
Income from Operations



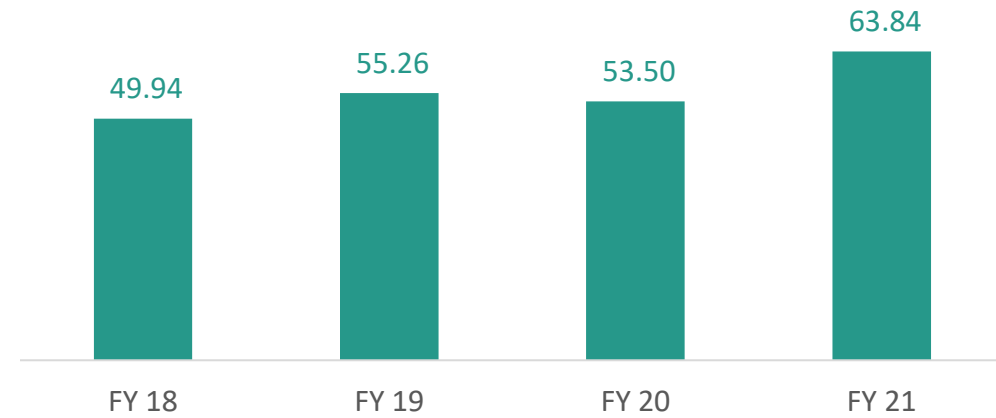
EBITDA



PBT



PAT

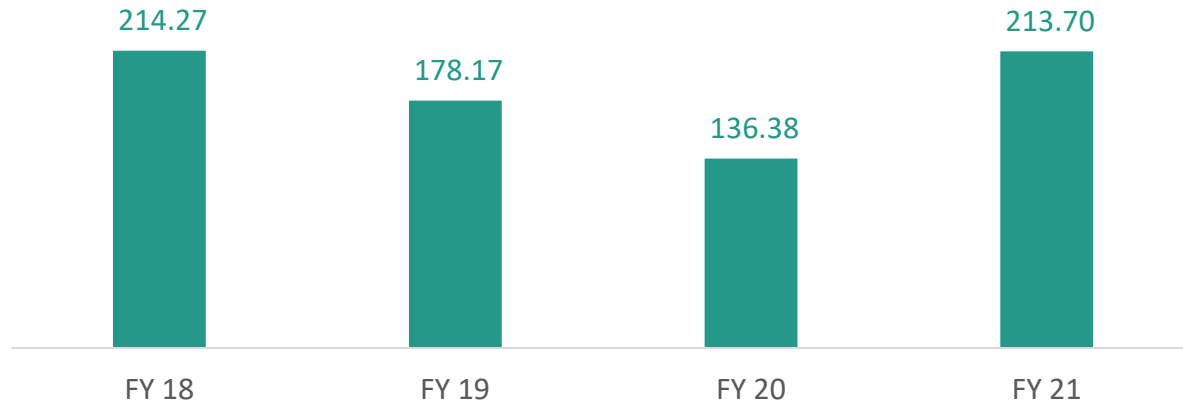


BALANCE SHEET

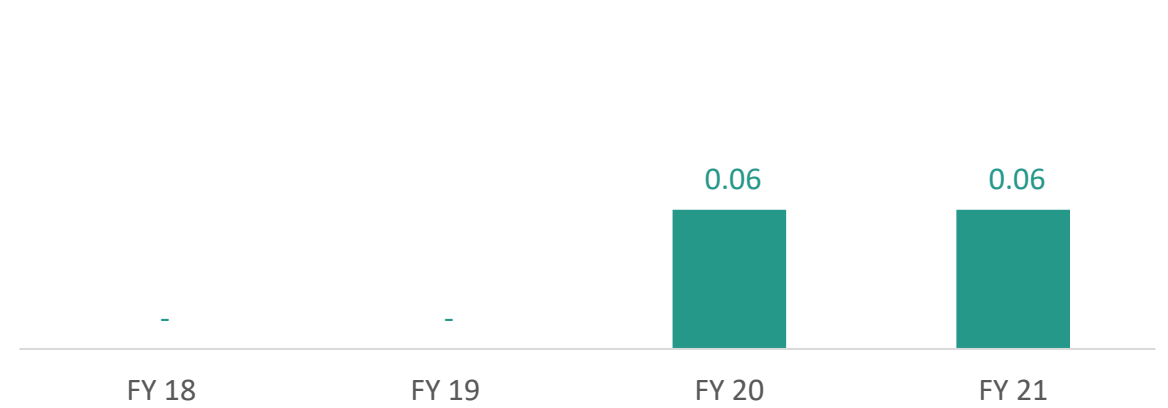
ASSETS	Mar-20	Mar-21
(1) NON - CURRENT ASSETS		
(a) Property, Plant and Equipment	203.13	172.44
(b) Capital work-in-progress	7.18	4.19
(c) Other Intangible Assets	3.52	2.58
(d) Intangible Assets Under Development	2.03	3.73
(e) Financial Assets	-	-
(i) Investments	31.34	61.93
(ii) Loans	2.86	2.86
(f) Other Non-Current Assets	1.52	0.20
TOTAL NON-CURRENT ASSETS	251.59	247.93
(2) CURRENT ASSETS		
(a) Inventories	159.20	107.24
(b) Financial Assets	-	-
(i) Investments	106.39	161.34
(ii) Trade Receivables	189.10	308.10
(iii) Cash and Cash Equivalents	26.95	44.57
(iv) Bank Balance other than (iii) above	3.05	7.79
(v) Loans	1.34	1.20
(vi) Others	0.89	0.18
(c) Current Tax Assets (Net)	6.61	-
(d) Other Current Assets	30.07	46.05
TOTAL CURRENT ASSETS	523.59	676.46
TOTAL ASSETS	775.18	924.39

EQUITY AND LIABILITIES	Mar-20	Mar-21
(1) EQUITY		
(a) Equity Share Capital	12.84	12.85
(b) Other Capital	481.78	575.79
TOTAL EQUITY	494.62	588.64
(2) LIABILITIES		
NON-CURRENT LIABILITIES		
(a) Financial Liabilities		
(i) Borrowings	-	37.50
(ii) Other Financial Liabilities	0.09	0.09
(b) Provisions	5.17	6.05
(c) Deferred Tax Liabilities (Net)	0.61	3.29
(d) Other Non-Current Liabilities	0.11	0.09
TOTAL NON-CURRENT LIABILITIES	5.98	47.01
CURRENT LIABILITIES		
(a) Financial Liabilities		
(i) Borrowings	27.78	-
(ii) Trade Payables	-	-
Due to MSMEs	17.82	28.56
Other Trade Payables	119.41	117.10
(iii) Other Financial Liabilities	54.14	72.21
(b) Other Current Liabilities	48.61	62.65
(c) Provisions	6.83	3.97
(d) Current Liabilities (Net)	-	4.23
TOTAL CURRENT LIABILITIES	274.58	288.73
TOTAL LIABILITIES	280.56	335.74
TOTAL EQUITY AND LIABILITIES	775.18	924.39

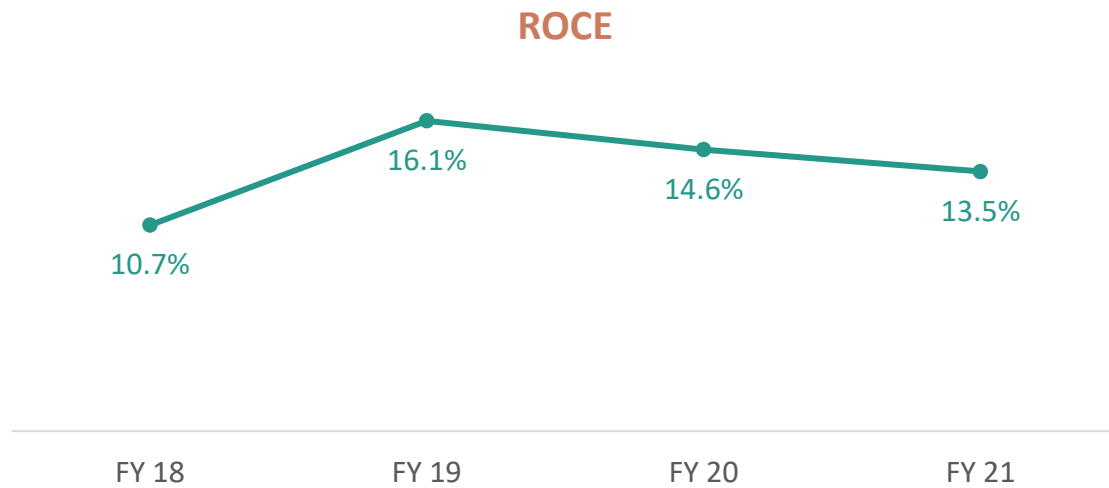
Cash and Cash Equivalents*



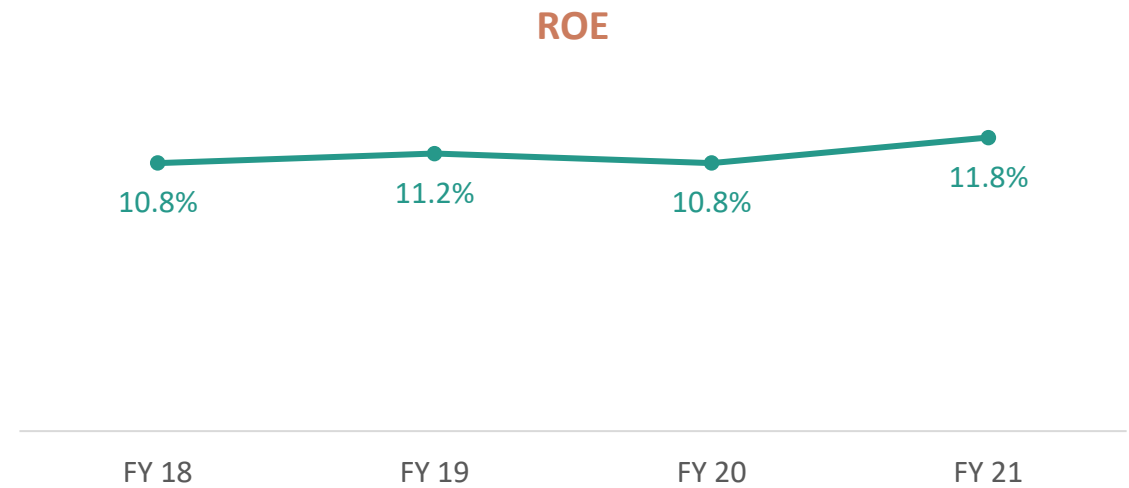
Debt Equity



ROCE



ROE

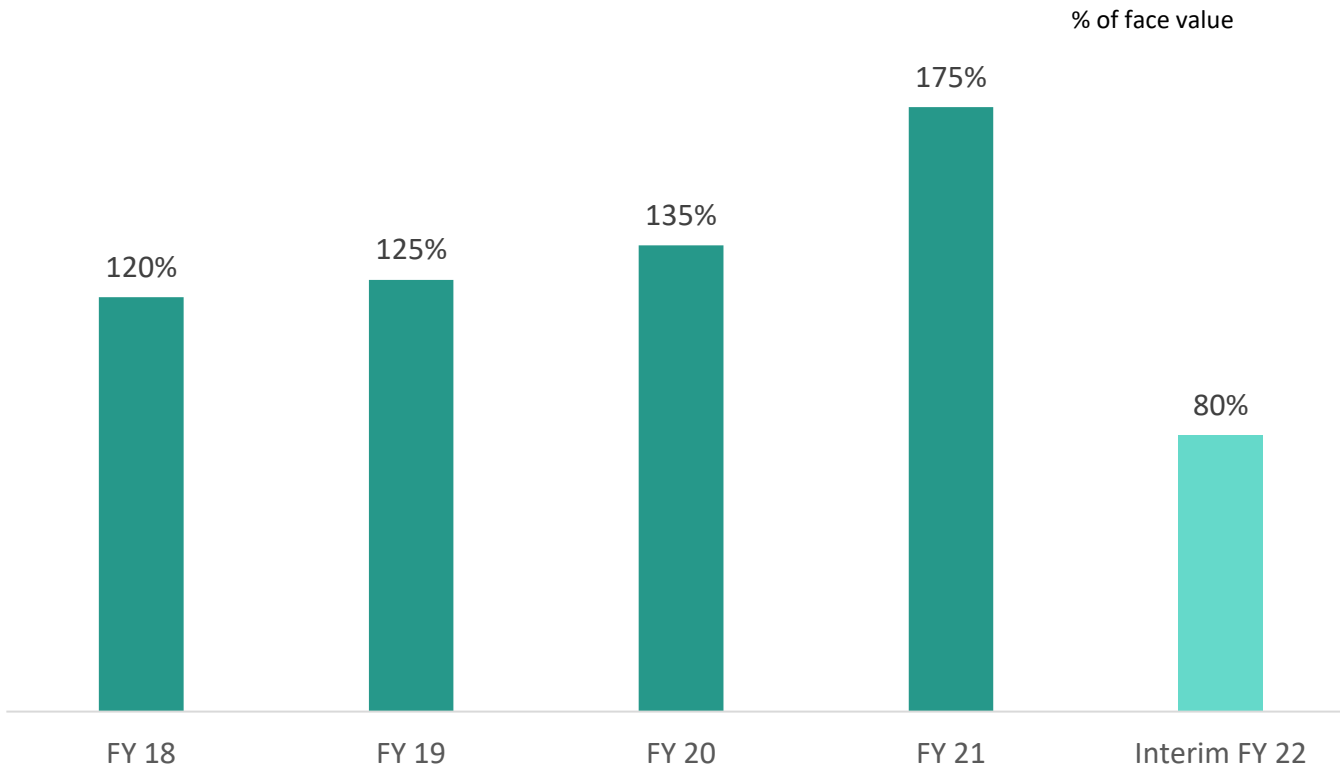


All amounts in INR Crore.

* Cash and Cash Equivalents includes current investments

DIVIDEND HISTORY

Sharing Profits Consistently

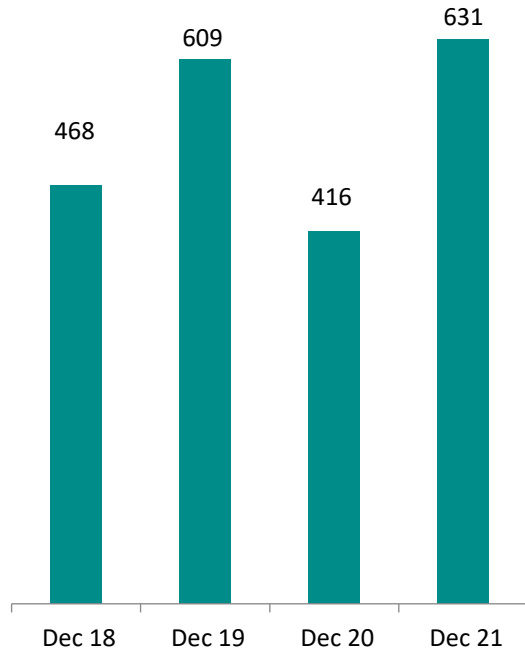


Particulars in INR	FY 18	FY 19	FY 20	FY 21
Book Value / Share*	359.38	76.90	77.02	91.59
Earnings / Share*	38.88	8.60	8.33	9.94
Dividend /Share	12.00	2.50	2.70	3.50

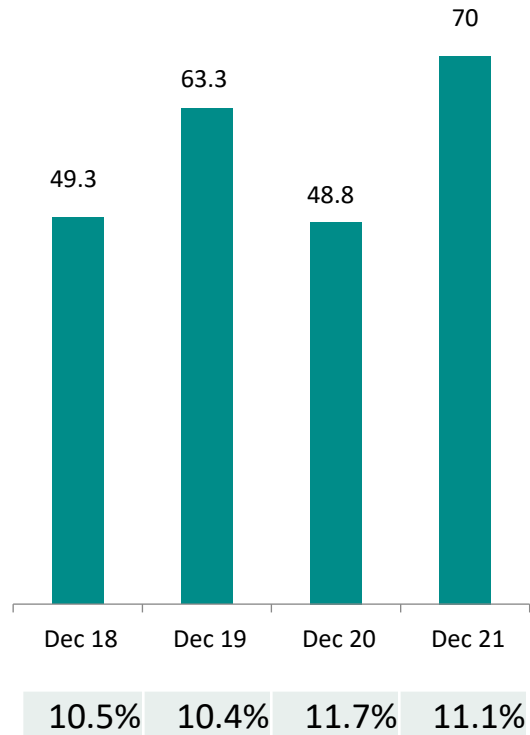
* The equity shares of the company were sub-divided from INR 10 per share to INR 2 per share w.e.f. 27th September 2018.

P&L Highlights – YTD December Update

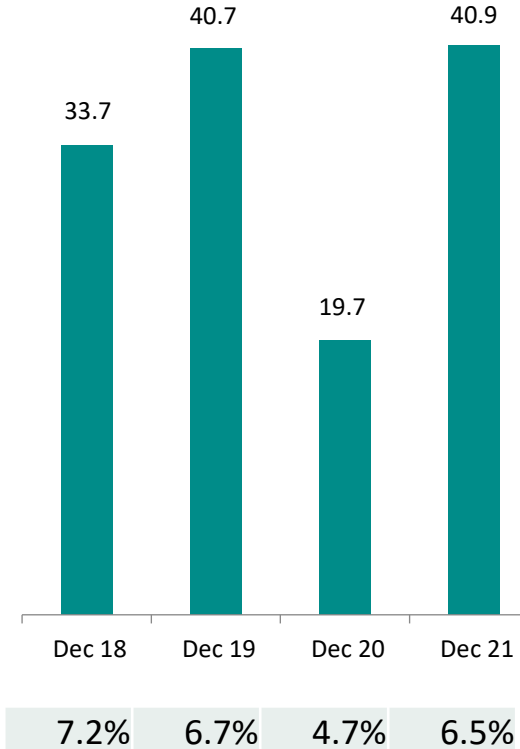
REVENUE



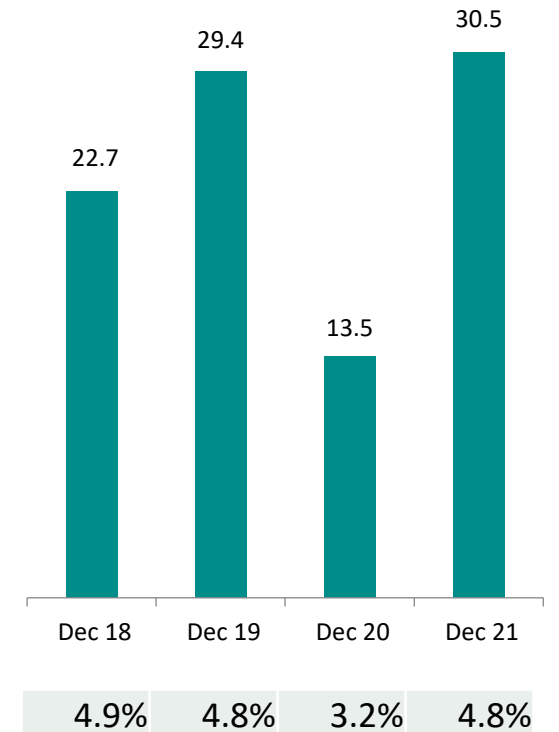
EBITDA & Margin



PBT & Margin

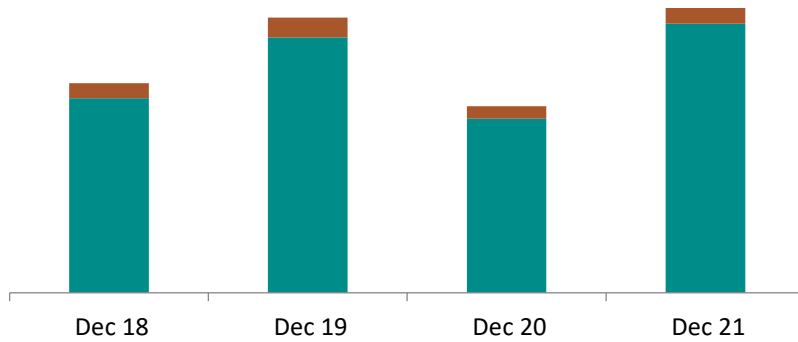


PAT & Margin



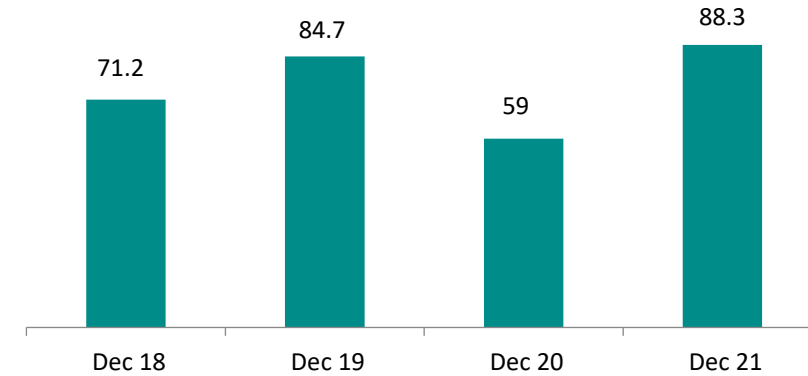
SEGMENT PERFORMANCE – YTD December Update

SEGMENT REVENUE



Compression	426	559	381	589
Other	32.5	43	27	34

SEGMENT PBIT & %



PBIT %	16.7%	15.2%	15.5%	15.0%
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Key Comments

- 95% of the Total Revenue comes from Compression Segment
- Predominantly serves Petrochemical, Oil & Gas Sector
- Major player in CNG market
- Major player in Compressors for Oxygen Generation



**STATEMENT OF UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2021**

₹ in Lakhs

Sr. No.	Particulars	Quarter ended on			Nine Months ended on December 31,		Year ended on March 31,
		Dec 31	Sept 30	Dec 31			
		2021	2021	2020	2021	2020	2021
		Reviewed	Reviewed	Reviewed	Reviewed		Audited
I	Revenue from operations	22,728	22,659	18,031	62,278	40,818	82,326
II	Other Income	212	342	297	862	794	1,012
III	Total income (I + II)	22,940	23,001	18,328	63,140	41,612	83,338
IV	EXPENSES						
	Cost of material consumed	12,850	12,785	10,831	34,242	21,523	42,406
	Changes in inventories of finished goods, stock in trade & work in progress	(552)	(131)	(1,826)	(509)	(1,636)	2,667
	Employee benefit expense	3,208	3,178	3,016	9,600	8,344	11,320
	Finance Cost	69	71	29	210	77	169
	Depreciation and amortisation expense	791	985	938	2,705	2,830	3,759
	Other Expenses	5,019	4,555	3,407	12,797	8,501	14,629
	Total expenses (IV)	21,385	21,443	16,395	59,045	39,639	74,950
V	Profit/(Loss) before exceptional items & tax (III - IV)	1,555	1,558	1,933	4,095	1,973	8,388
VI	Exceptional items	-	-	-	-	-	-
VII	Profit/ (Loss) before tax (V - VI)	1,555	1,558	1,933	4,095	1,973	8,388

**STATEMENT OF UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2021**

₹ in Lakhs

Sr. No.	Particulars	Quarter ended on			Nine Months ended on December 31,		Year ended on March 31,
		Dec 31	Sept 30	Dec 31			
		2021	2021	2020	2021	2020	2021
		Reviewed	Reviewed	Reviewed	Reviewed		Audited
VII	Profit / (Loss) before tax	1,555	1,558	1,933	4,095	1,973	8,388
VIII	Tax expenses						
	Current Tax (net of write back of previous year)	327	380	409	989	409	2,050
	Deferred Tax	17	41	197	50	213	(46)
IX	Profit/ (Loss) for the period (VII - VIII)	1,211	1,137	1,327	3,056	1,351	6,384
X	Other Comprehensive Income						
	i) Items that will not be reclassified to profit or loss	(670)	(573)	1,530	1,111	2,617	3,109
	ii) Income tax relating to items that will not be reclassified to profit or loss	104	58	(8)	(51)	(24)	(327)
XI	Total Comprehensive Income for the period (IX + X) (Comprising Profit / (Loss) and Other Comprehensive Income for the period)	645	622	2,849	4,116	3,944	9,166
XII	Paid up Equity Share Capital (Face Value of Rs. 2/- each)	1,288	1,287	1,284	1,288	1,284	1,285
XIII	Other Equity						57,579
XIV	Earning per equity share basic (Rs.)	1.88	1.77	2.07	4.74	2.10	9.94
	Earning per equity share diluted (Rs.)	1.87	1.76	2.07	4.72	2.10	9.94
	(Not Annualised)						

AGENDA

- Awards & Recognition
- CSR Activities

COMMITMENT TOWARDS ENVIRONMENT



The Biggest Natural Vertical Green Wall by Asia Book of Records 2021

**Our Earth.
Our Pride.**

Kirloskar Pneumatic Co. Ltd is the recipient of the prestigious

**Green Initiatives Award
in Maharashtra**

Instituted by Mahratta Chamber of Commerce, Industries & Agriculture (MCCIA).

The MCCIA Annual Awards have been instituted since seven decades to encourage MSMEs and recognise their efforts across different business verticals.



Enriching Lives

“Green Initiatives in Industries” by Mahratta Chamber of Commerce, Industries & Agriculture (MCCIA) 2020



HR AWARDS



- KPCL recognized as Best Employer Brand 2019 & 2021 by World HRD Congress
- KPCL has been conferred as “Happy Companies to Work For- 2019” by World HRD Congress.
- “Prize for Leadership in HR Excellence” 11th CII National HR Excellence Award 2020-21
- HR Association of India conferred three National Level Awards to KPCL in 2020
 1. Best Diversity & Inclusion – Diamond Award
 2. Most Innovative L & D Program – Gold Award
 3. Business HR Award

35th National Convention on Quality Concepts (NCQC-2021)

Sr. No.	Department	Theme	Award
1	Design & Development	To eliminate the problem of Lube oil filters frequent chocking during commissioning of XRV Screw Refrigeration Packages	Par Excellence Award Trophy
2	Service	Reduction in performance trials time of CNG compressor at customer site.	Par Excellence Award Trophy
3	Design & Development	Reduction in part count for water manifold of centrifugal compressor	Distinguish Award Trophy



34th National Convention on Quality Concepts (NCQC – 2020)

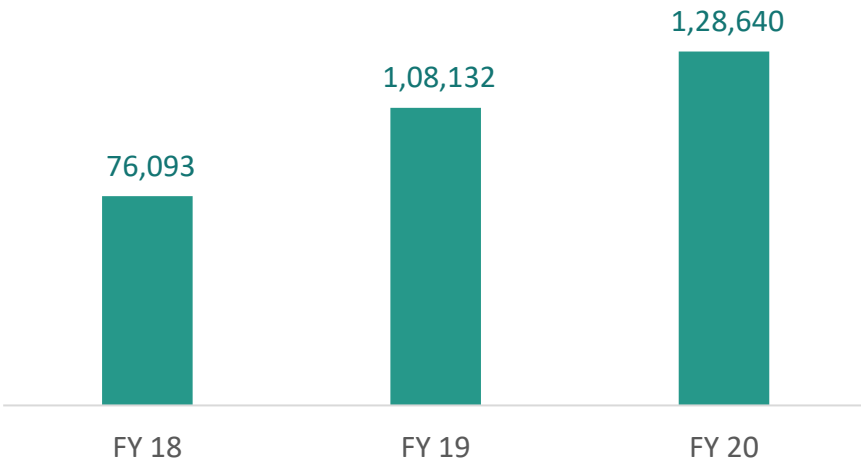
Sr. No.	Department	Theme	Award
1	Manufacturing Engineering	Reduction in Material movement of Outlet End Cover	“Par Excellence Award” Trophy
2	Assembly	To Improve Safety and Ergonomic working condition for Couple free Compressor Assembly	“Excellence Award” Trophy
3	Manufacturing Engineering	To increase productivity by reducing key way operation time for Railway Gear	“Excellence Award” Trophy
4	Design & Development	To reduce the compressor skid size for project number R5339	“Excellence Award” Trophy
5	Service	Reduction in Cranking Noise Level of Engine Driven CNG Packages	“Excellence Award” Trophy
6	Plant Engineering	To avoid painting operation while Paint booth doors are in open condition	“Distinguish Award” Trophy



HEALTH & HYGIENE – KIRLOSKAR WASH INITIATIVE, DISHA, SCHOOL HEALTH

EDUCATION & ENVIRONMENT – KIRLOSKAR VASUNDHARA INITIATIVE, BHARARI, KASHI

KPCL CSR Reach



No of beneficiaries covered under the program.



DISHA (Health Promotion)



Supporting DISHA field workers, Deep Griha Society staff and PLHIV (people living with HIV) from Tadiwala, Ramtekdi slums during COVID-19 pandemic.

MCCIA Donation (Healthcare)

PPCR
MCCIA

Mission Vayu

Amidst the Covid crisis in India, the Mahratta Chamber of Commerce, Industries and Agriculture has started raising money for resources for individual districts in Maharashtra. All funds collected will be used to supply oxygen concentrators and BIPAPs to the worst affected districts across Maharashtra.

Ramnadi Restoration Mission – RRM School Project



1. KPCL is supporting 20+ schools for various awareness programs under Kirloskar Vasundhara Initiative's RRM (Ramnadi Restoration Mission)
2. The **RRM Teachers' Training Program** was organized on 26th November 2021: 55 teachers from 20 schools

KaShi (Education Promotion)



Girls education (30)

- Collaboration with Cold Storage Association

Bharari (Education Promotion)

Girls education (200)

- Kanya Prashala, Saswad
- eLearning Supports**
 - Virtual learning facility
 - Tablets-10th Std. girls (45)

Bharari Online learning

- 100 Sessions for 5th-10th Std.

AGENDA

- **STRATEGY FOR GROWTH**
 - PROCESS GAS SYSTEMS OFFERING
 - INDIAN NATURAL GAS SCENARIO
 - AIR CONDITIONING AND REFRIGERATION
 - AIR COMPRESSORS
 - STRATEGIC FOCUS

Upstream



**Solution For Gas lift
Gas Gathering,
Reinjection, CBM**

API 11P
API 619 (oil fld-
screw)

Midstream



**Gas Pipeline
Transmission,
Gas Storage &
withdrawal**

API 11P
API 619 (oil fld-
screw)

Downstream



**Processes In Refinery
& Petrochemicals**

API 619 (oil fld-
screw)

Distribution



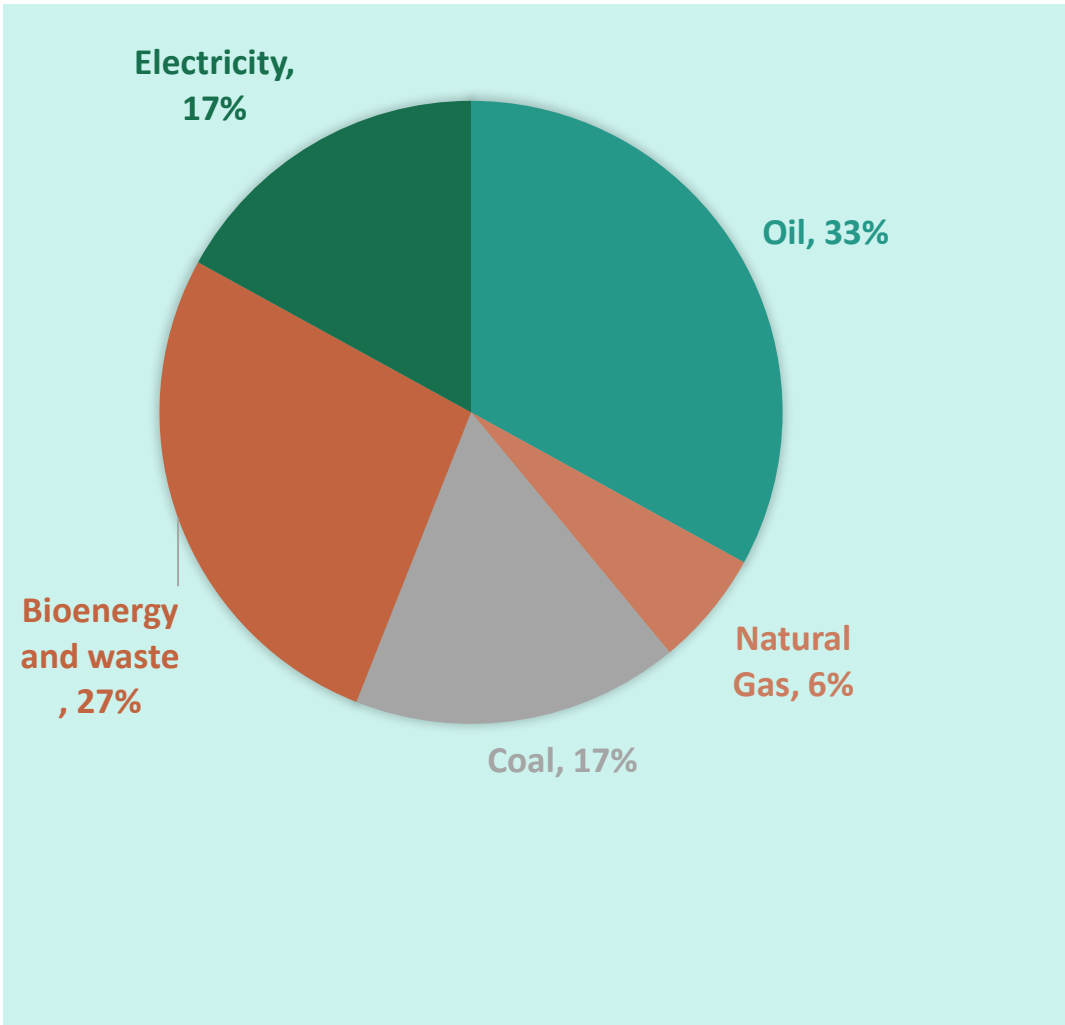
CNG Packages

API 11P - CNG

Offering



Total Fuel Consumption by source



Growth Levers

- The government aims to increase the share of natural gas in the country's energy mix to 15% by 2030, from 6%
- This indicates doubling of current demand and infrastructure needs
- To expand the city gas network, the regulator PNGRB launched the 10th city gas distribution bidding round in November 2018, this round would cover 50 Geographical Areas spread over 14 states and 124 districts covering 24% of India's population
- After this round, 70% of India's Population, 52% of Area, 402 districts spread over 27 states and union territories and the states would be fully covered with City Gas Distribution network
- This round is expected to add 20 million households to the city gas network, along with 7,900+ CNG stations for vehicles by March 2029
- Further additions -
 - 11th Round – 65 Geographical areas (~4,000+ Gas Stations)

Market Opportunity

- The India commercial refrigeration equipment market is expected to grow at over 5% CAGR in terms of revenue from 2018 to 2024
- Upgrade in cold storage infrastructure and increase in adoption of energy-efficient and eco-friendly refrigerants boost the growth of industrial refrigeration market.
- However, IoT-enabled refrigeration solutions for equipment monitoring to create multiple opportunities in the future
- High growth opportunities in food processing and pharma sector

KPCL Advantage

- Only Manufacturer Of Air-Cooled Ammonia Refrigeration Compressors
- In house Expertise In Design Of Complex Hydrocarbon Refrigeration Packages
- Design Capability critical requirement for marine applications
- Proven Track Record – for Refrigeration Projects
- Largest Supplier Of Refrigeration Packages In Oil & Gas Sector
- Launch of Khione range of screw compressors focused on food & pharma industry

Market Opportunity

- Indian Air Compressor Market value is \$1.84 billion in 2018 and expected to grow at a CAGR of 6.92% during forecast period 2020-2025
- Growing adoption of portable air compressors and replacement of older equipment with new models have been creating opportunities for air compressors market
- Growing demand for air compressors from end user industries such as automotive, power and other manufacturing industries

KPCL Advantage

- The widest range of air compressors for various application
 - Reciprocating Compressors
 - Screw Compressors
 - Centrifugal Compressors
- General engineering to critical operation & processing application in industries including-
 - Oil & Gas
 - Cement
 - Process industries
 - Refineries
 - Power, steel, automobile & textile
 - Air separation
 - Pharmaceuticals



- Delivering value through offering leading edge products and services

PRODUCT LEADERSHIP



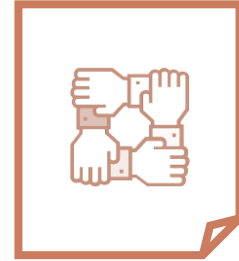
- Add new industries and application for current product portfolio
- Stay ahead of the curve and future ready

INDUSTRY INNOVATION



- Providing best in class service and support
- Preempting customer needs for product innovation

CUSTOMER ENGAGEMENT



- Collaborate to maximize opportunities for growth
- Focus on sustainable value creation for internal and external stakeholders

STAKEHOLDER VALUE CREATION

Target to reach Rs. 2,000 Cr revenue in 3 years

THANK YOU

For further Information Please Contact:

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