

**Investor Meet
1st June 2022**

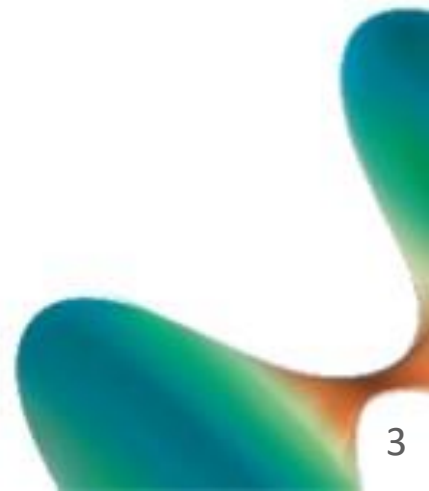
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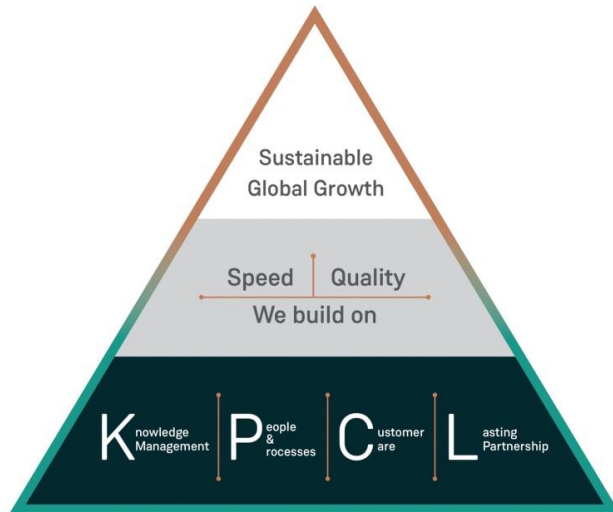
- Brand Kirloskar refreshed with new logo and new business vision: limitless; on 16th July 2021
- Campaign Brand refresh has been launched through TV, newspaper and social media
- What stays at the core of the group, for last 130 years, is to work towards progress of the society
- At Kirloskar we are 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



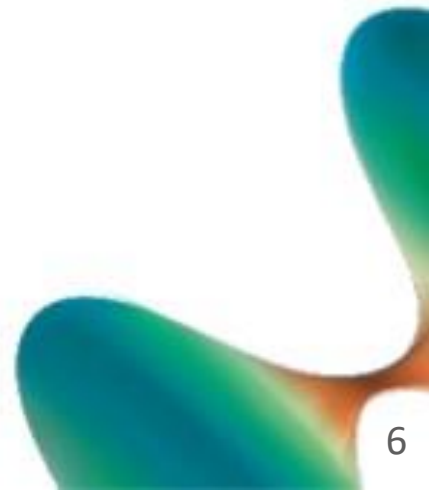
- Manufacturing plants at Hadapsar, Saswad & Nasik

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

Technology

Mainly 2 types

- Reciprocating
- Rotary
 - Screw
 - Centrifugal



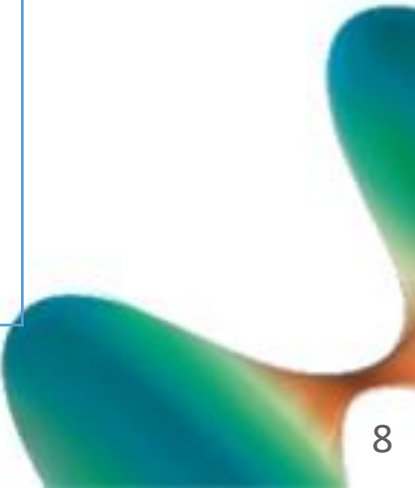
Product Application

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



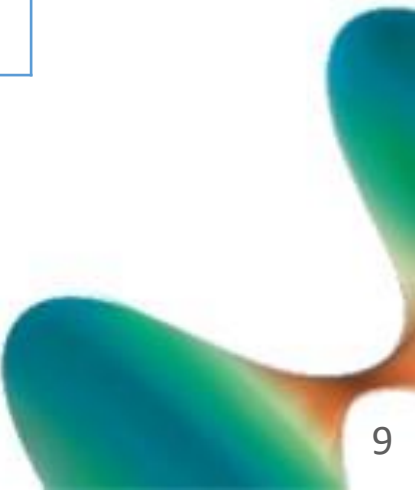
Industries Served

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 applicaion Gas Distribution CNG – Vehicle fillings



Market Size – Domestic – FY 22

Air	Refrigeration	Gas	Total Market
Rs. 3,300 Cr.	Rs. 700 Cr.	Rs. 1,300 Cr.	Rs. 5,300 Cr.
KPC addressable Rs. 2,900 Cr.	KPC addressable Rs. 600 Cr.	KPC addressable Rs. 1,000 Cr.	KPC addressable Rs. 4,500 Cr.

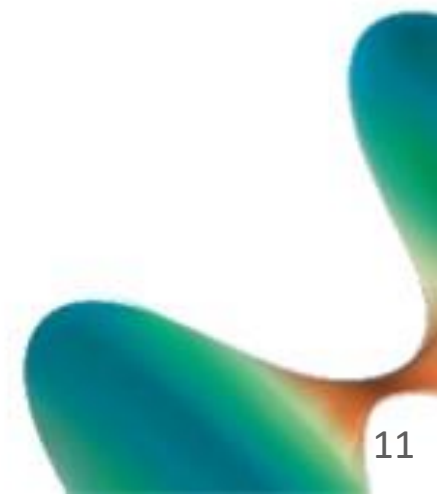


KPC's Sales & Market Share – FY 22

Air	Refrigeration	Gas	Total Market
Addressable Market Rs. 2,900 Cr.	Addressable Market Rs. 600 Cr.	Addressable Market Rs. 1,000 Cr.	Addressable Market Rs. 4,500 Cr.
Share in KPC Sales 20% - 25%	Share in KPC Sales 30% - 35%	Share in KPC Sales 40% - 45%	Share in KPC Sales 95% - 97%
Market Share about 8%	Market Share about 55%	Market Share about 40%	Market Share about 20%

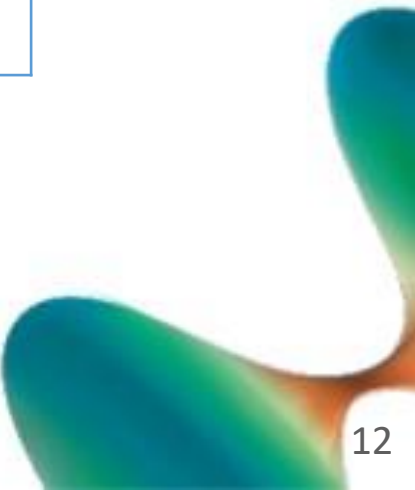
Growth Opportunities

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



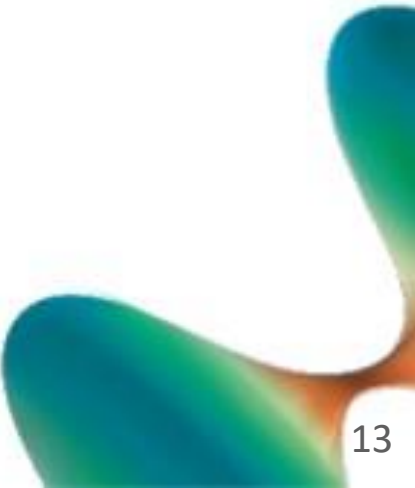
Market Size – Domestic – FY 23

Air	Refrigeration	Gas	Total Market
Rs. 3,000 Cr.	Rs. 800 Cr.	Rs. 2,000 Cr.	Rs. 5,800 Cr.
KPC addressable Rs. 2,600 Cr.	KPC addressable Rs. 800 Cr.	KPC addressable Rs. 1,800 Cr.	KPC addressable Rs. 5,200 Cr.



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.
Market Share about 10% - 12%	Market Share about 50% - 55%	Market Share about 30%	Market Share about 25%



ASPIRATION

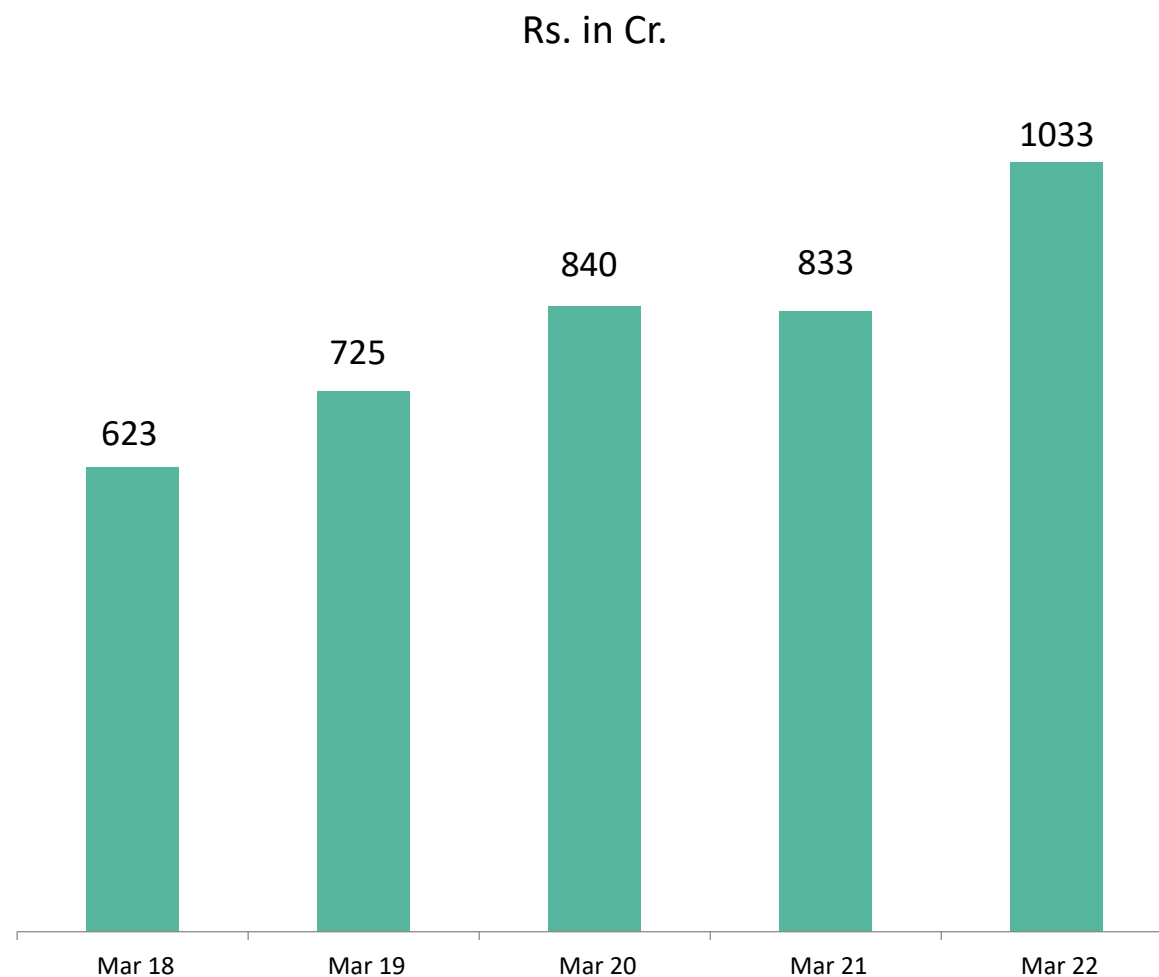
- Rs. 2,000 Cr + Company
in next 2 – 3 years

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

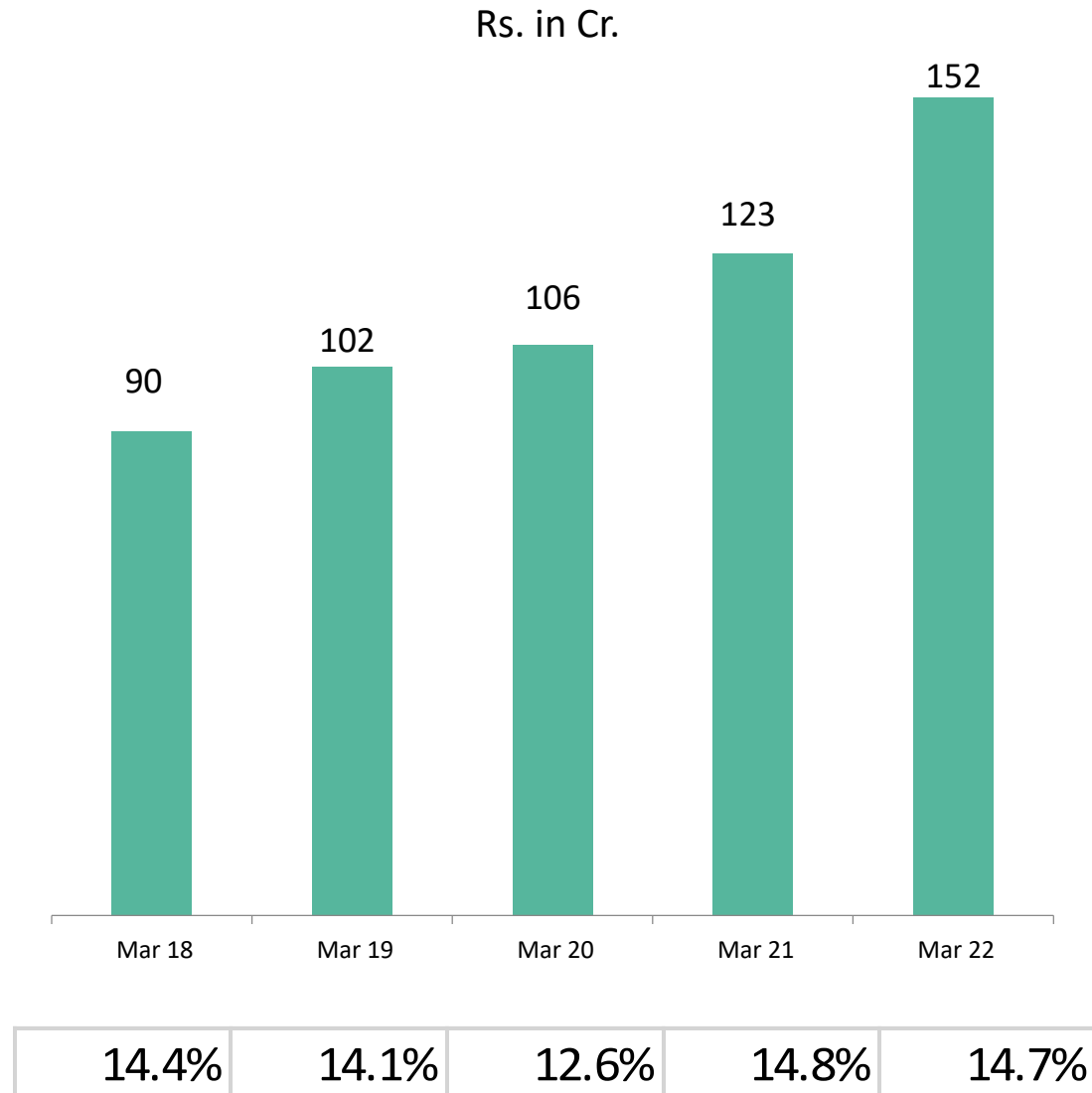
Sales Trend



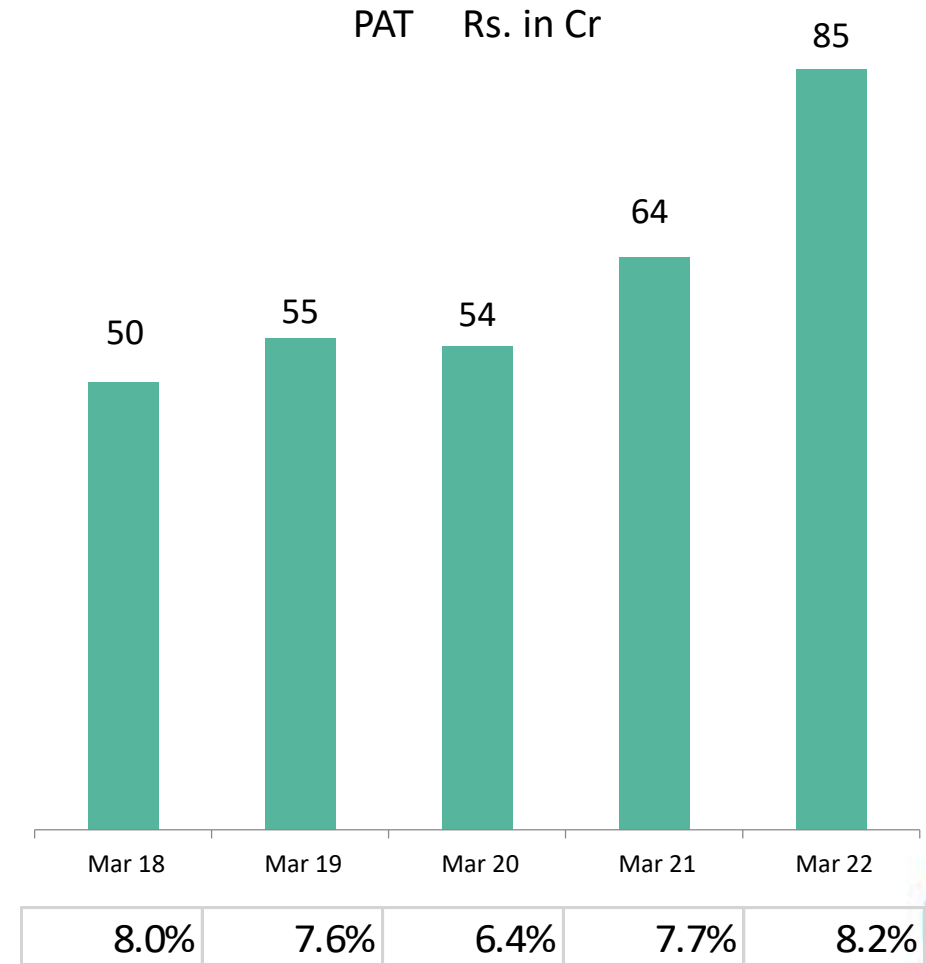
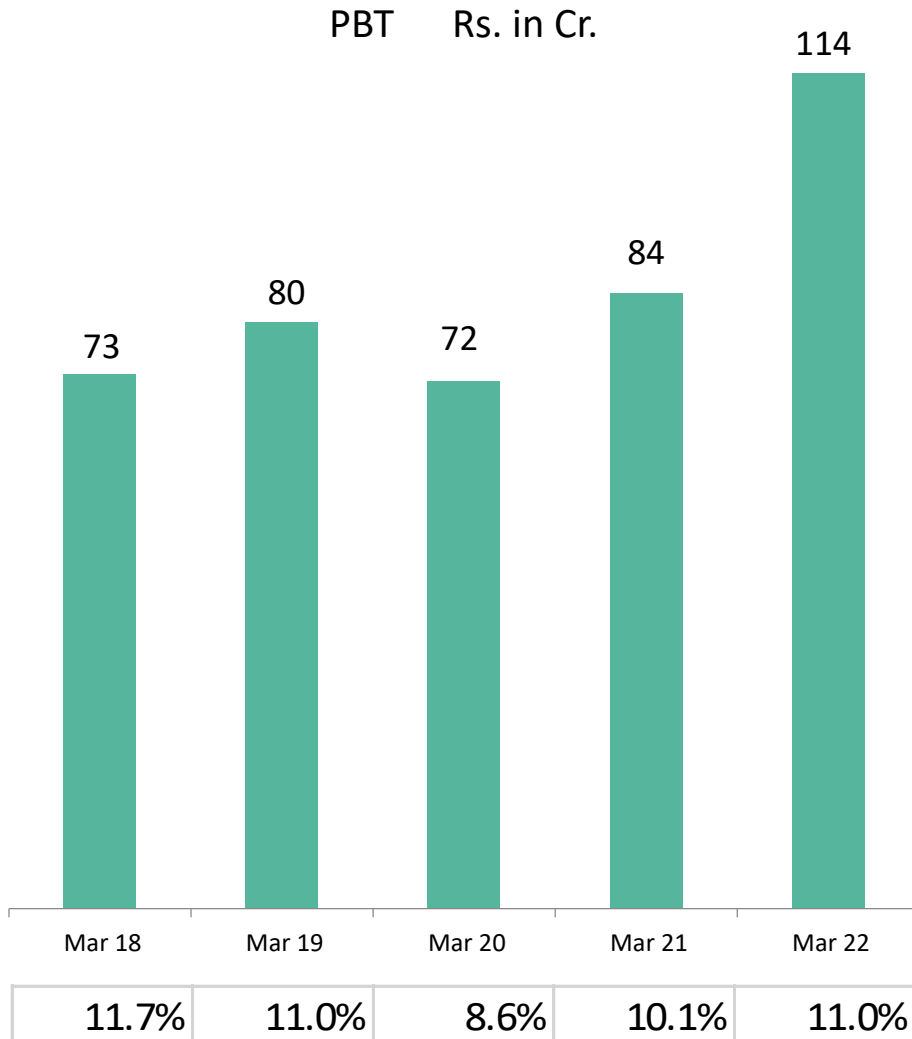
CAGR 13.5%



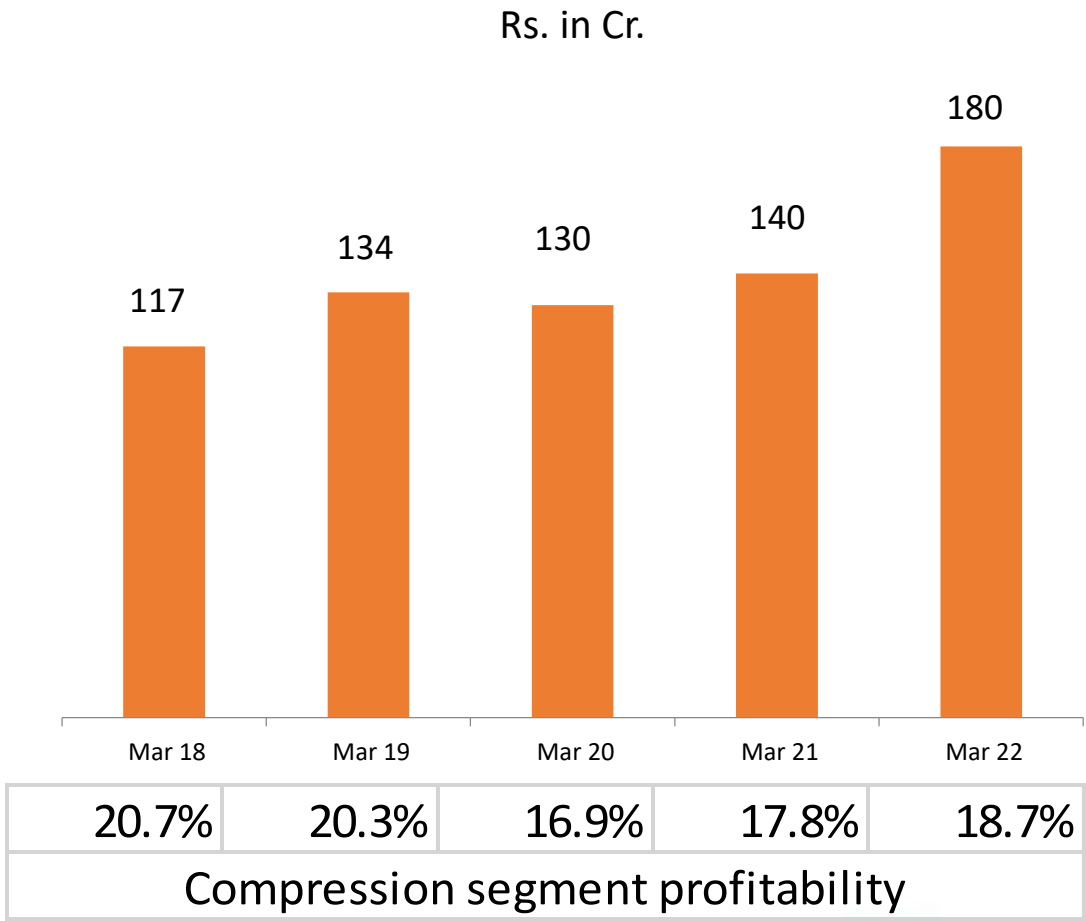
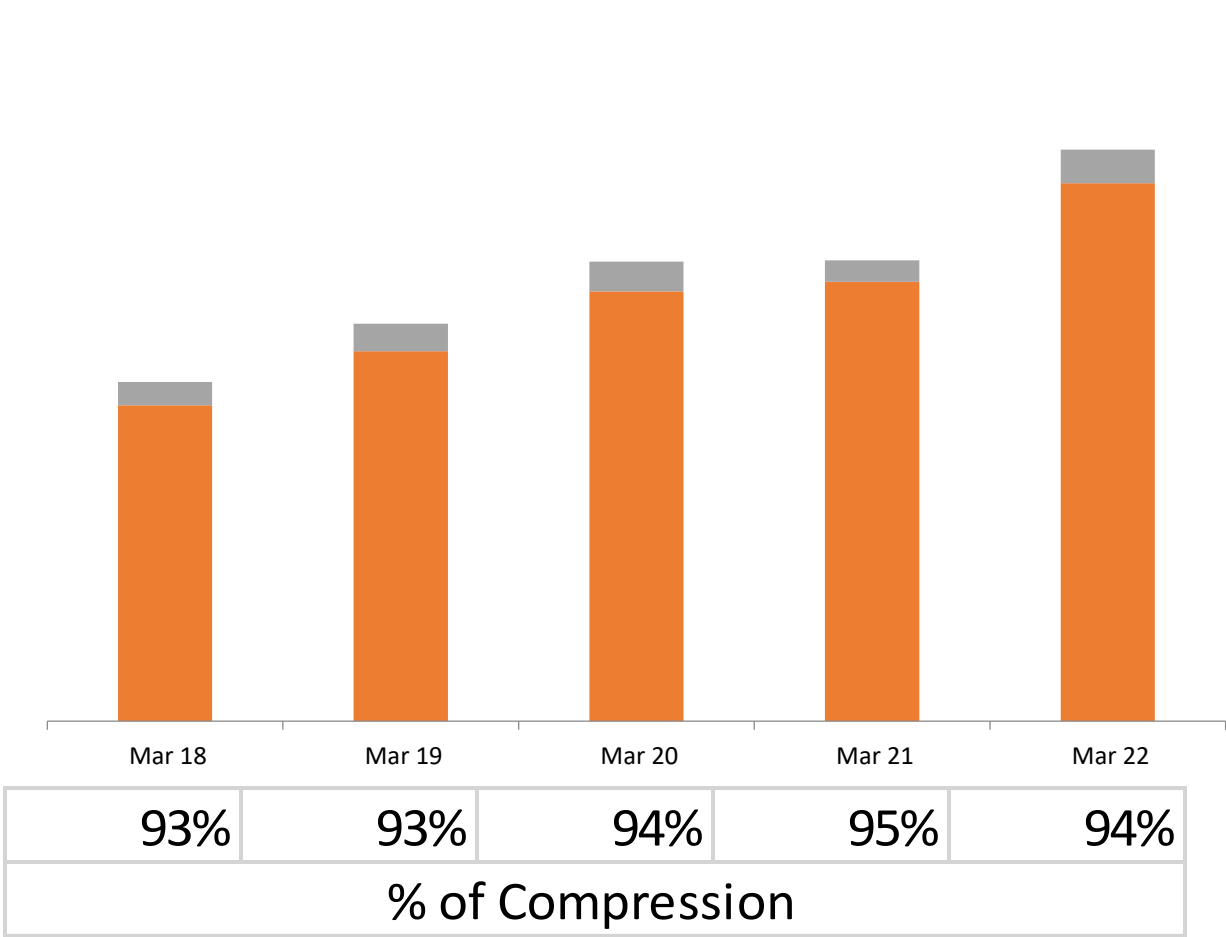
EBIDTA



PBT & PAT

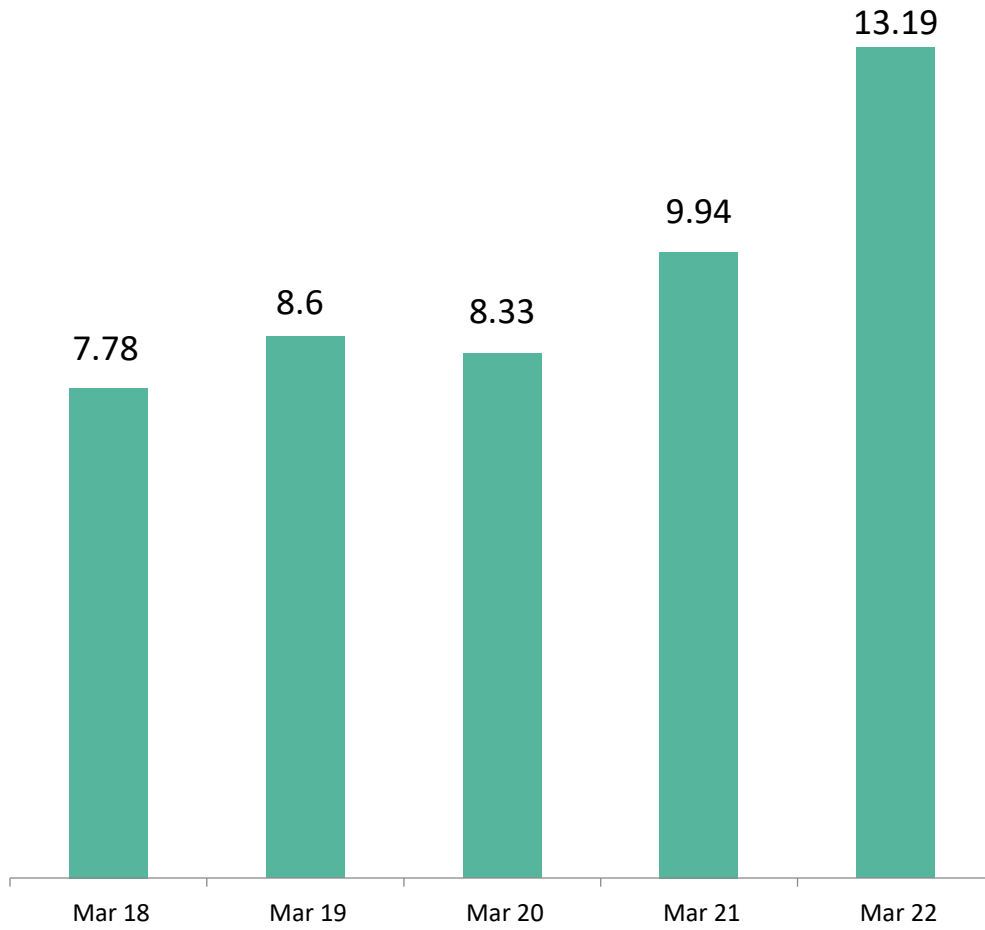


Segment Results

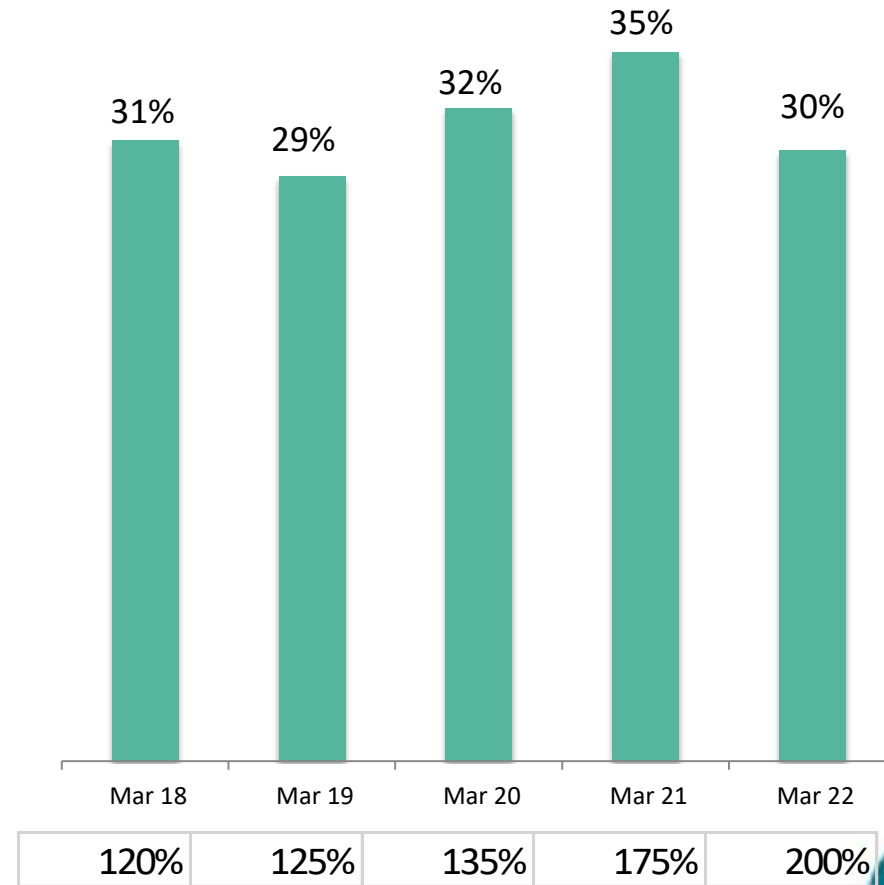


EPS & DIVIDEND

EPS Rs.

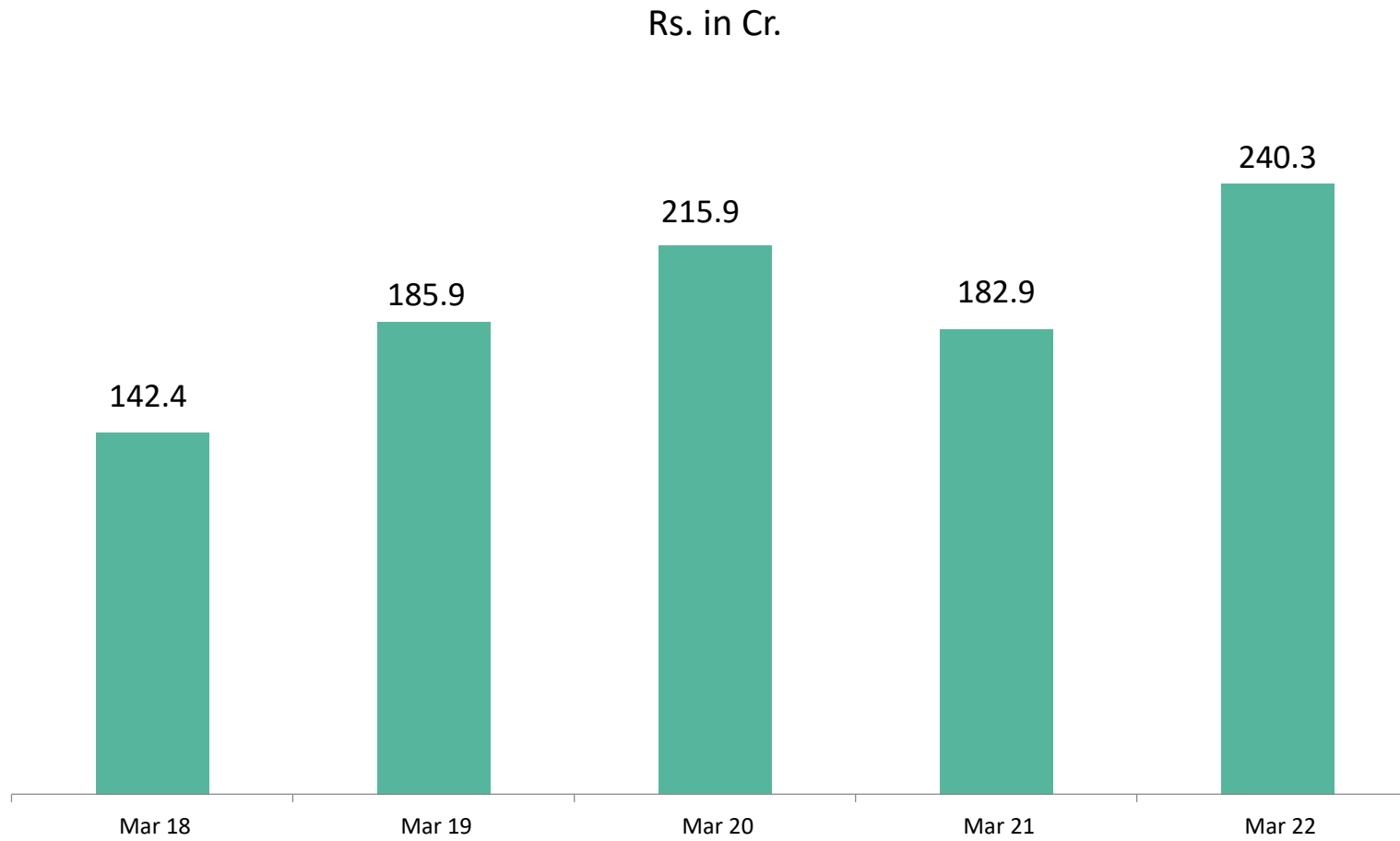


Dividend % to EPS

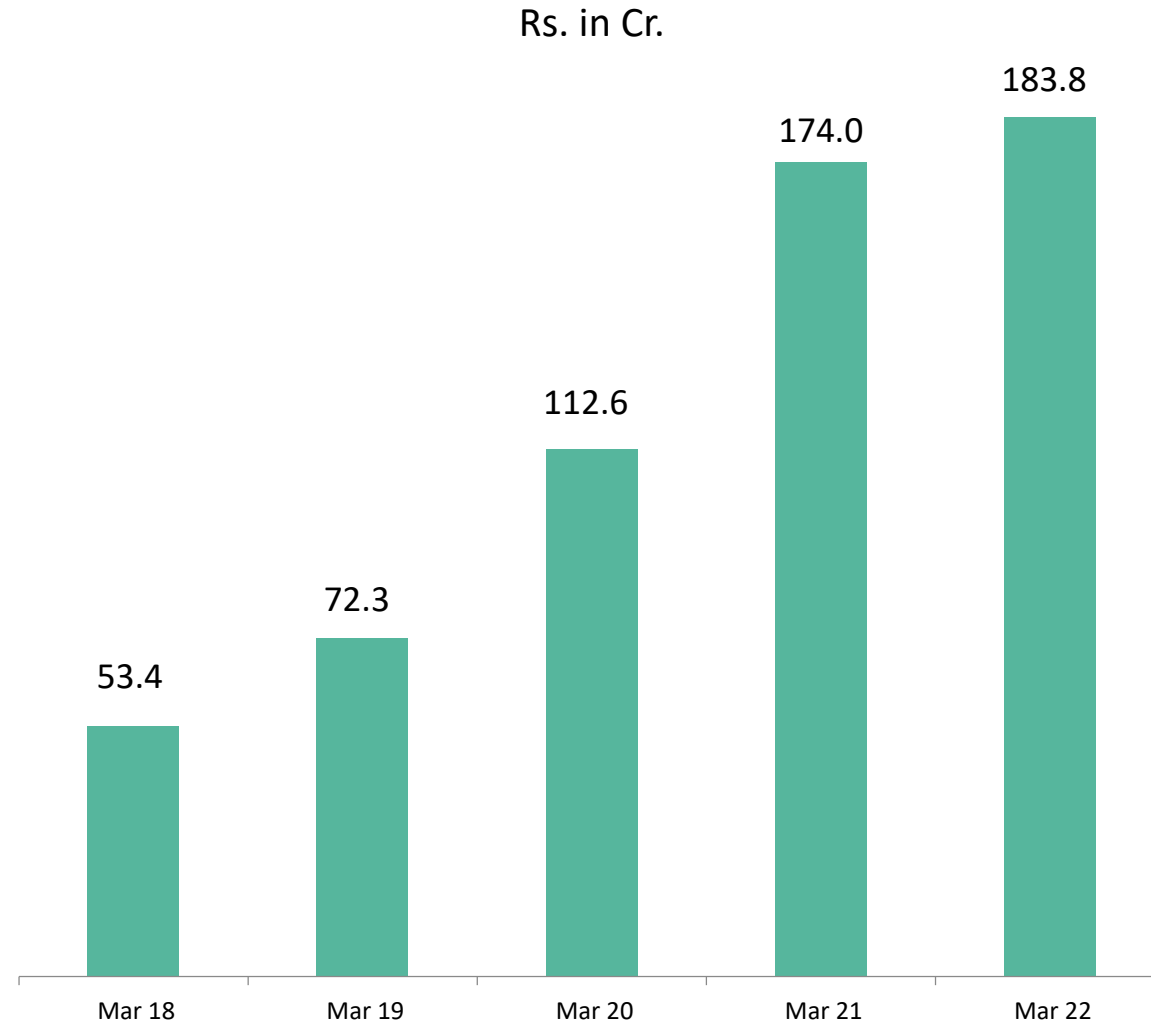


120%	125%	135%	175%	200%
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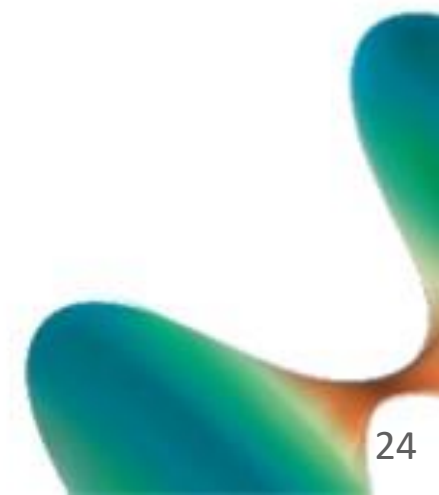
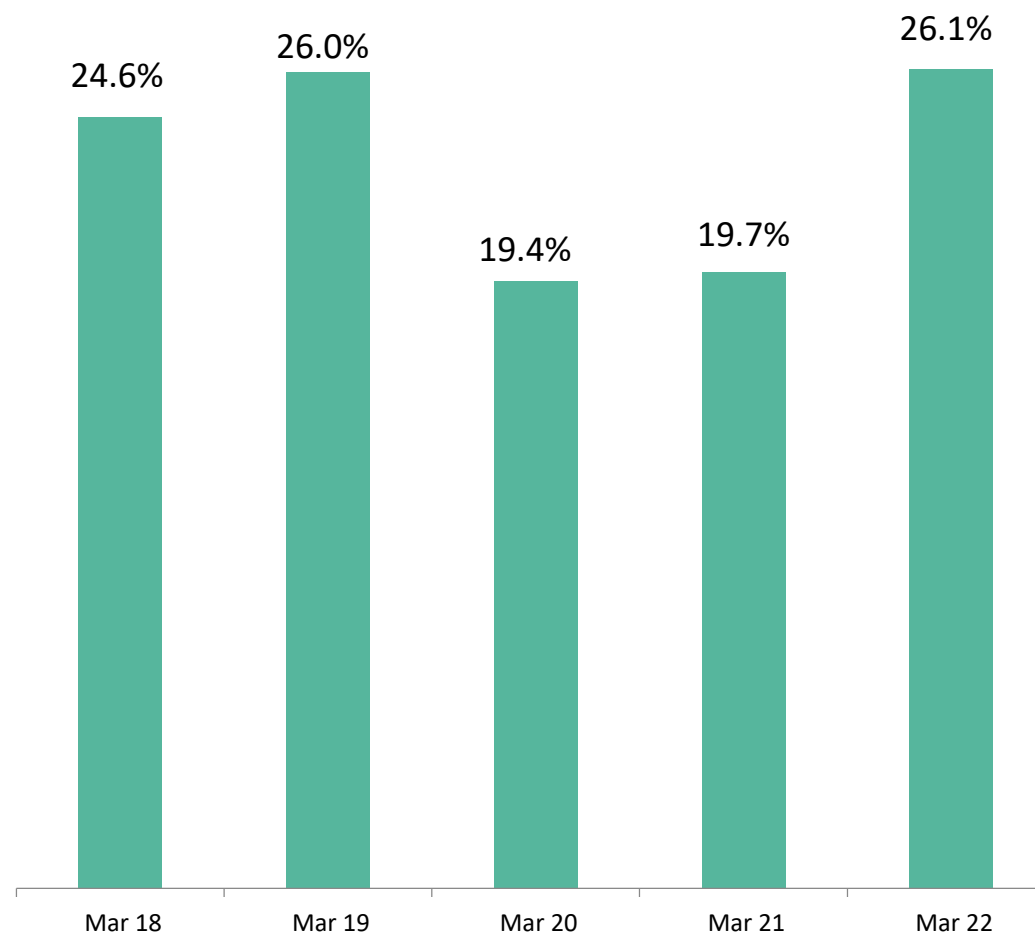
Fixed Assets



Net Working Capital



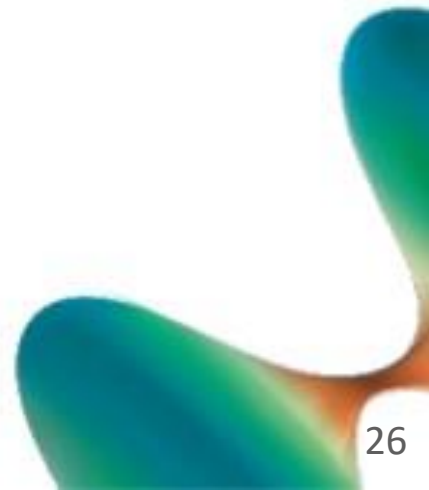
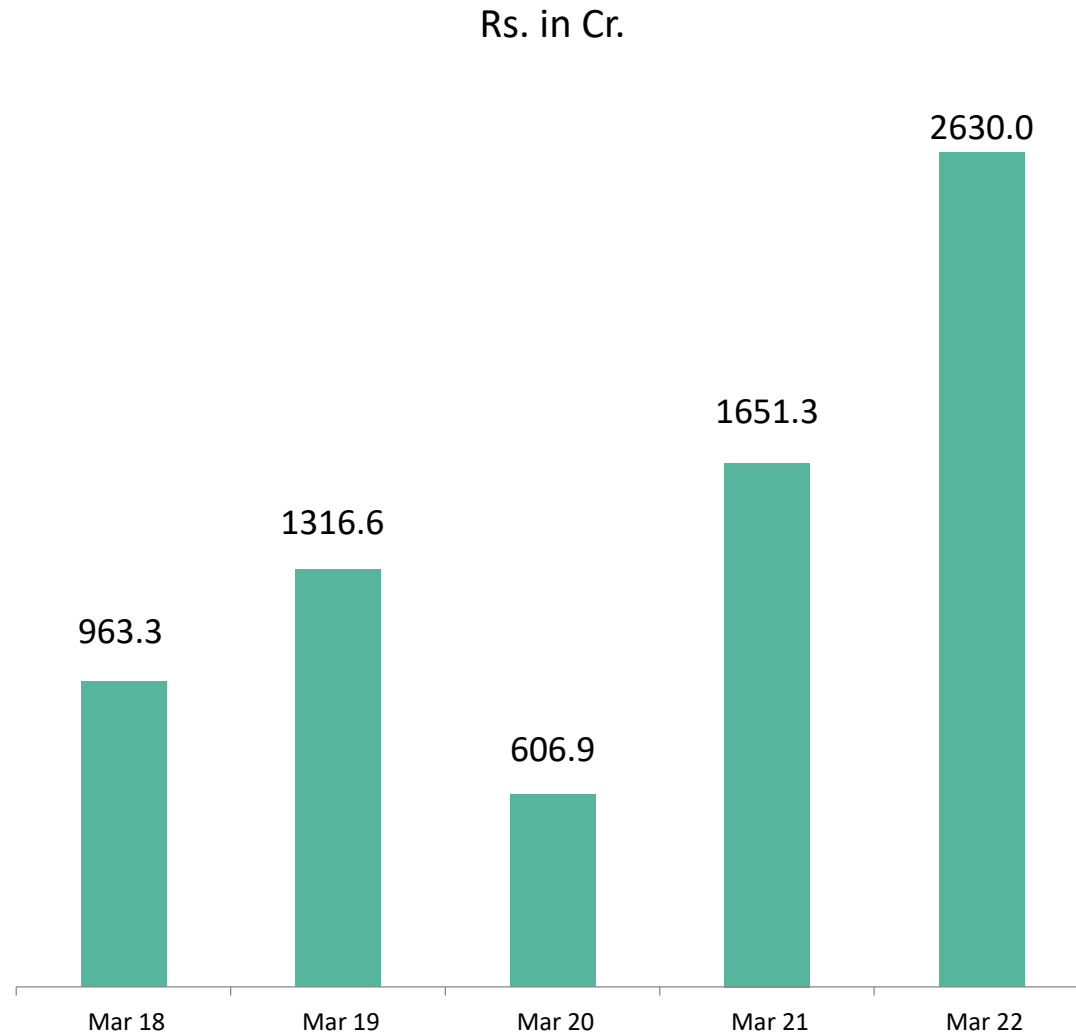
Operating ROCE



Net Cash

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

Market Cap



THANK YOU

For further Information Please Contact:

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