

**Earnings Call Q3 FY 2022-23**  
**25<sup>th</sup> January 2023**

# Disclaimer

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# 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*

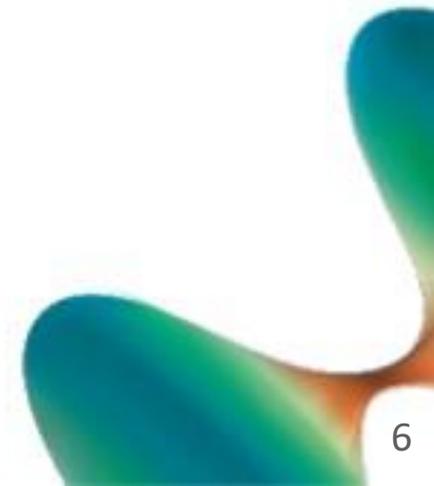
**kirloskar**  
*limitless*

# AGENDA

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

# BUSINESS HIGHLIGHTS

- Q3 FY 23 Operating Revenue @ Rs. 880 Cr.
  - First sale of Hydraulic Booster Compressor for CNG
  - First Bio-Gas Compressor installed
- 41% Y-O-Y Growth in Revenue
- 147% Y-O-Y growth in PBT
- Export Business – all time high @ Rs. 152 Cr. ( PY Rs. 22 Cr. )
- Oil & Gas business continues to be major contributor.
- Order Board of Rs. 1,300 Cr +

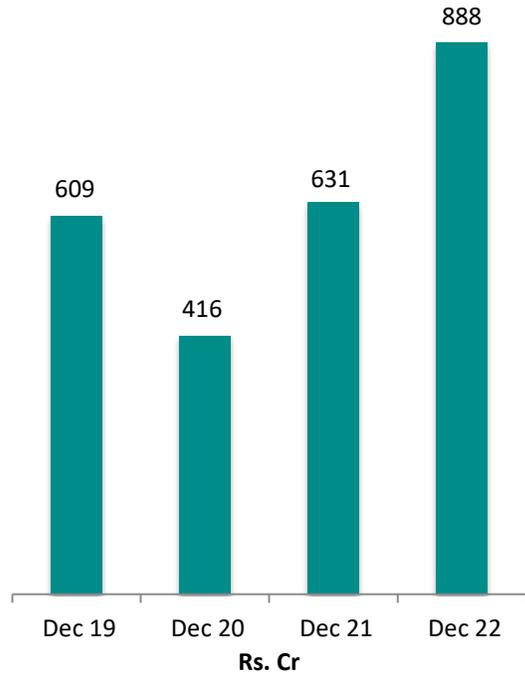


# AGENDA

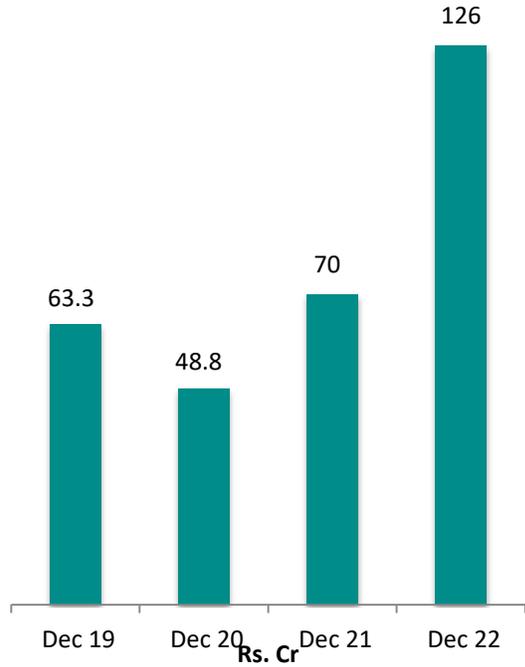
- Kirloskar- Limitless
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- **Financial Highlights**

# P&L Highlights

## TOTAL INCOME

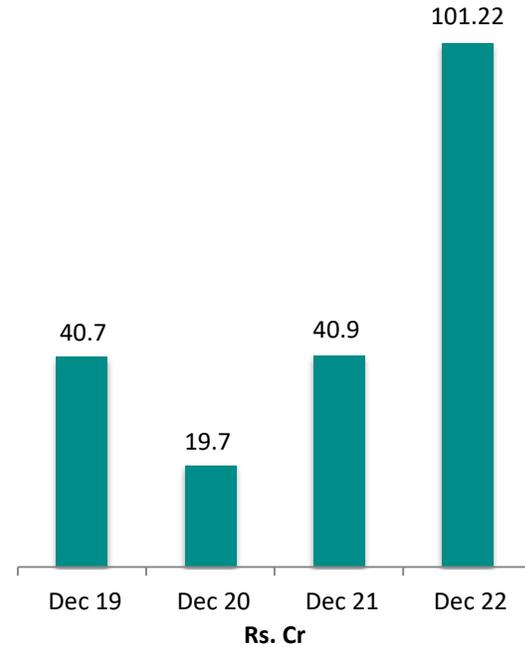


## EBITDA & Margin



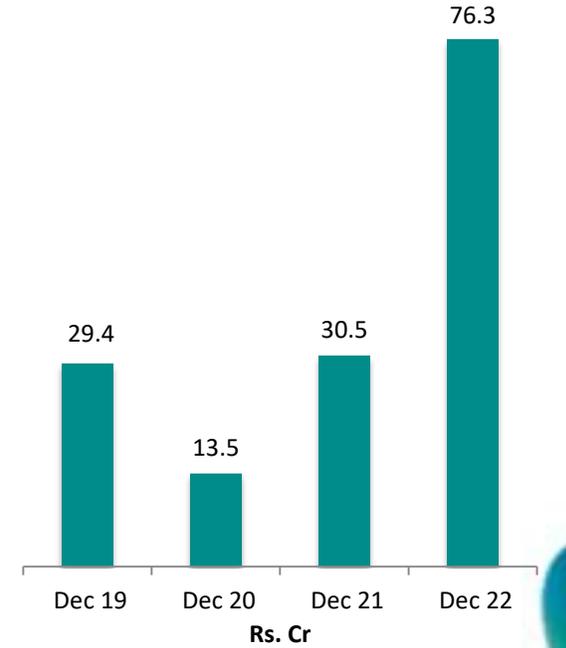
10.4% 11.7% 11.1% 14.2%

## PBT & Margin



6.7% 4.7% 6.5% 11.4%

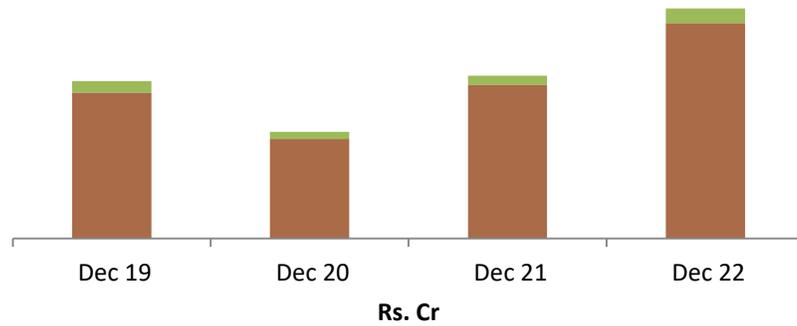
## PAT & Margin



4.8% 3.2% 4.8% 8.6%

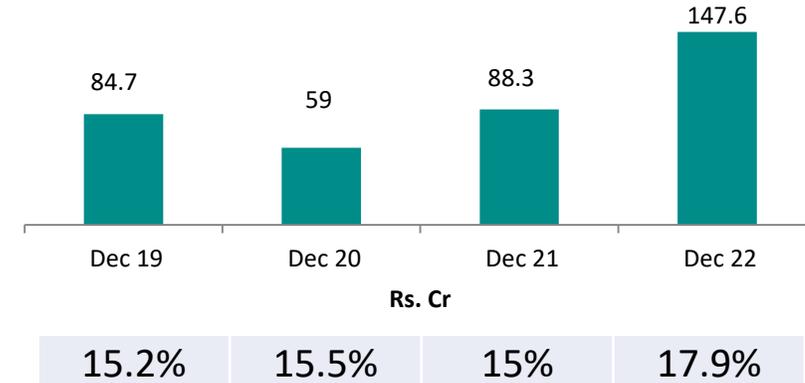
# SEGMENT PERFORMANCE

## SEGMENT REVENUE



	Dec 19	Dec 20	Dec 21	Dec 22
Compression	559	381	589	824
Other	43	27	34	56

## SEGMENT PBIT & %



## Key Comments

- About 94% of the Total Revenue comes from Compression Segment
- Predominantly serves Petrochemical, Oil & Gas Sector
- Significant Export growth over PY
- Major player in CNG market

**STATEMENT OF UNAUDITED FINANCIAL RESULTS  
FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2022**

₹ 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	2022	2021	2022
		2022	2022	2021			
		Reviewed	Reviewed	Reviewed	Reviewed		Audited
I	Revenue from operations	31,228	29,520	22,728	87,975	62,278	102,118
II	Other Income	221	441	212	845	862	1,232
III	<b>Total income ( I + II )</b>	<b>31,449</b>	<b>29,961</b>	<b>22,940</b>	<b>88,820</b>	<b>63,140</b>	<b>103,350</b>
IV	<b>EXPENSES</b>						
	Cost of material consumed	17,604	18,563	12,850	48,614	34,242	59,162
	Changes in inventories of finished goods, stock in trade & work in progress	(9)	(2,154)	(552)	1,357	(509)	(3,130)
	Employee benefit expense	3,538	3,514	3,208	10,770	9,600	12,948
	Finance cost	6	-	69	6	210	211
	Depreciation and amortisation expense	852	829	791	2,497	2,705	3,522
	Other expenses	5,096	5,621	5,019	15,454	12,797	19,225
	<b>Total expenses ( IV )</b>	<b>27,087</b>	<b>26,373</b>	<b>21,385</b>	<b>78,698</b>	<b>59,045</b>	<b>91,938</b>
V	<b>Profit/(Loss) before exceptional items &amp; tax ( III - IV )</b>	<b>4,362</b>	<b>3,588</b>	<b>1,555</b>	<b>10,122</b>	<b>4,095</b>	<b>11,412</b>

**STATEMENT OF UNAUDITED FINANCIAL RESULTS**  
**FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2022**

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Sr. No.	Particulars	Quarter ended on			Nine Months ended on December 31,		Year ended on March 31,
		Dec 31	Sept 30	Dec 31	2022	2021	2022
		2022	2022	2021			
		Reviewed	Reviewed	Reviewed	Reviewed		Audited
VII	<b>Profit/ (Loss) before tax ( V - VI )</b>	<b>4,362</b>	<b>3,588</b>	<b>1,555</b>	<b>10,122</b>	<b>4,095</b>	<b>11,412</b>
VIII	Tax expenses						
	Current Tax ( net of write back of previous year )	1,015	998	327	2,563	989	2,899
	Deferred Tax	62	(131)	17	(74)	50	21
IX	<b>Profit/ (Loss) for the period ( VII - VIII )</b>	<b>3,285</b>	<b>2,721</b>	<b>1,211</b>	<b>7,633</b>	<b>3,056</b>	<b>8,492</b>
X	<b>Other Comprehensive Income</b>						
	i) Items that will not be reclassified to profit or loss	2,004	1,619	(670)	3,114	1,111	1,581
	ii) Income tax relating to items that will not be reclassified to profit or loss	(242)	(204)	104	(355)	(51)	(163)
XI	<b>Total Comprehensive Income for the period ( IX + X ) (Comprising Profit / (Loss) and Other Comprehensive Income for the period)</b>	<b>5,047</b>	<b>4,136</b>	<b>645</b>	<b>10,392</b>	<b>4,116</b>	<b>9,910</b>
XII	Paid up Equity Share Capital (Face Value of Rs. 2/- each)	1,292	1,291	1,288	1,292	1,288	1,289
XIII	Other Equity				-	-	64,557
XIV	<b>Earning per equity share basic (Rs.)</b>	<b>5.09</b>	<b>4.22</b>	<b>1.88</b>	<b>11.83</b>	<b>4.74</b>	<b>13.19</b>
	<b>Earning per equity share diluted (Rs.)</b> ( Not Annualised )	<b>5.07</b>	<b>4.18</b>	<b>1.87</b>	<b>11.78</b>	<b>4.72</b>	<b>13.12</b>

# THANK YOU

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