



Enriching Lives

Kirloskar Oil Engines Limited

Earnings Update Dec 2010

Disclaimer



Enriching Lives

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 might differ materially from those either expressed or implied.

Financials



Enriching Lives

All numbers in Rs. Crores	Q3 FY2011	Q3 FY2010	∂	9M FY2011	9M FY2010	∂	FY 2010
Net Sales	589	584	1%	1801	1642	9%	2261
Raw Material	353	348	1%	1071	993	7%	1359
Employee Costs	45	40	11%	133	114	14%	130
Other Expenses	115	106	8%	341	299	12%	419
EBITDA	76	90	-18%	255	236	7%	353
Non-Op. Income	7	2	246%	5	6	-20%	8
Depreciation	22	22	0%	64	64	0%	84
Interest	6	4	50%	20	11	81%	14
PBT	55	66	-20%	178	167	6%	263
Tax	16	26	-39%	52	62	-19%	100
PAT	39	40	-3%	126	104	17%	164

Q3 FY2011 Segment Performance



Enriching Lives

	Q3 FY2011	Q3 FY2010	Δ
PowerGen - Private	175	178	-2%
PowerGen - Cellular	20	35	-43%
Agricultural/Off-Highway	226	172	31%
Product Support	97	87	11%
Large Engines	25	77	-68%
Bearings	35	30	17%
Inter-Unit Sales	-4	-5	
Total	574	574	0%

- Power Gen market softening
- Rain adversely affected Agri market
- Bharat III emissions coming into play in March

YTD FY2011 Segment Performance



Enriching Lives

	YTD FY2011	YTD FY2010	<i>∂</i>
PowerGen - Private	594	479	24%
PowerGen - Cellular	72	198	-64%
Agricultural/Off-Highway	591	430	37%
Product Support	307	264	16%
Large Engines	114	167	-32%
Bearings	101	88	15%
Inter-Unit Sales	-13	-11	
Total	1766	1615	9%

Key Financial Metrics



Enriching Lives

	YTD FY2011	YTD FY2010
EBITDA %	14.2%	14.4%
Inventory (Days)	25	24
Receivables (Days)	60	46
Creditors (Days)	58	51
Fixed Asset Turns	4.4	4.2
RoCE	22.2%	25.1%
Debt	255	279
Cash & Equivalents	189	223
Net Debt	66	56

Highlights



Enriching Lives

-
- Restructuring Complete
 - 5 new OEM's added
 - Marine Gensets, Gas Gensets
 - DV 8, DV10, DV12 (320KVA – 625KVA) launched
 - 20% Market share after 1 year of launch

Restructuring Complete



Enriching Lives

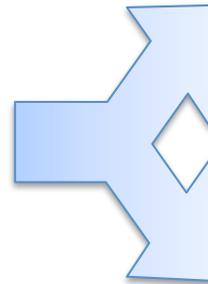
Kirloskar Oil Engines Limited

- Engines Business
- Bearings Business
- Equity Portfolio
- Cash & Cash Equivalents

•Valves Business – Divested

Kirloskar Oil Engines Limited

- Engines Business
- Bearings Business
- Listed 24th December 2010



Kirloskar Industries Limited

- Equity Portfolio
- Cash & Cash Equivalents
- Listed 24th June 2010

Thank You!



Enriching Lives
