



# Investor Day - Presentation

February 2023

# Cautionary Statement

This presentation contains statements relating to future business developments and economic performance that could constitute ‘forward-looking statements. While these forward-looking statements represent the Company’s judgments and future expectations, a number of factors could cause actual developments and results to differ materially from expectations. The Company undertakes no obligation to publicly revise any forward-looking statements to reflect future events or circumstances. Further, investors are requested to exercise their own judgment in assessing various risks associated with the Company and also the effectiveness of the measures being taken by the Company in tackling them, as those enumerated in this Report are only as perceived by the Management.

Note: Across this presentation

“KOEL” refers to “Kirloskar Oil Engines Limited.”

- **ABOUT KOEL**
- **MANAGEMENT TEAM**
- **STRATEGY FOR GROWTH**

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# Kirloskar Oil Engines Ltd

We are a company within the  
Kirloskar group, which has a  
legacy that spans over a century

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## Engineering Excellence

We understand Engineering,  
Manufacturing, Sales Distribution  
and Service like no one else does

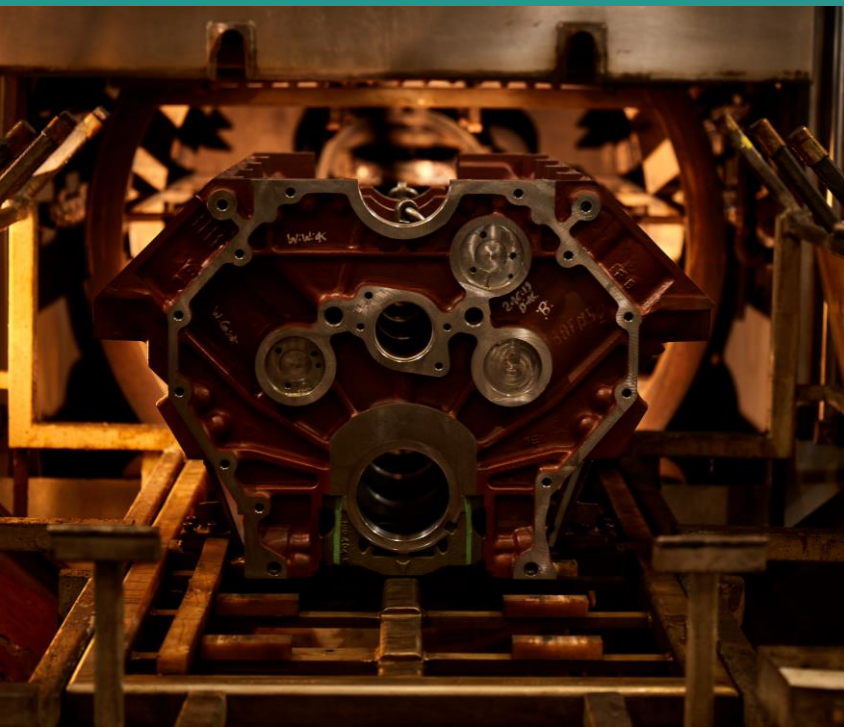
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## Value Driven Culture

We are a values-driven firm, and  
we work towards enabling all our  
stakeholders, including business  
partners, customers, investors  
suppliers, employees, etc

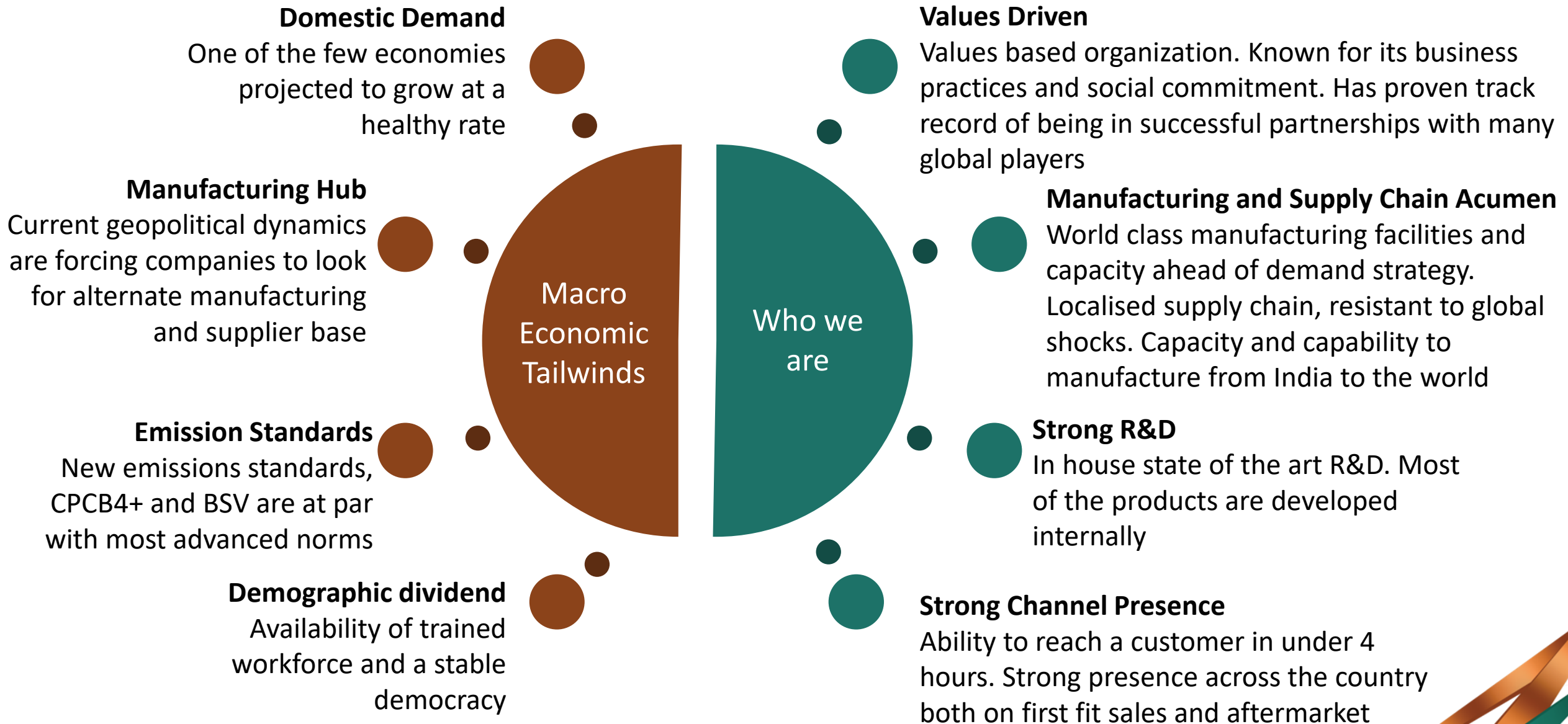
Limitless  
opportunities

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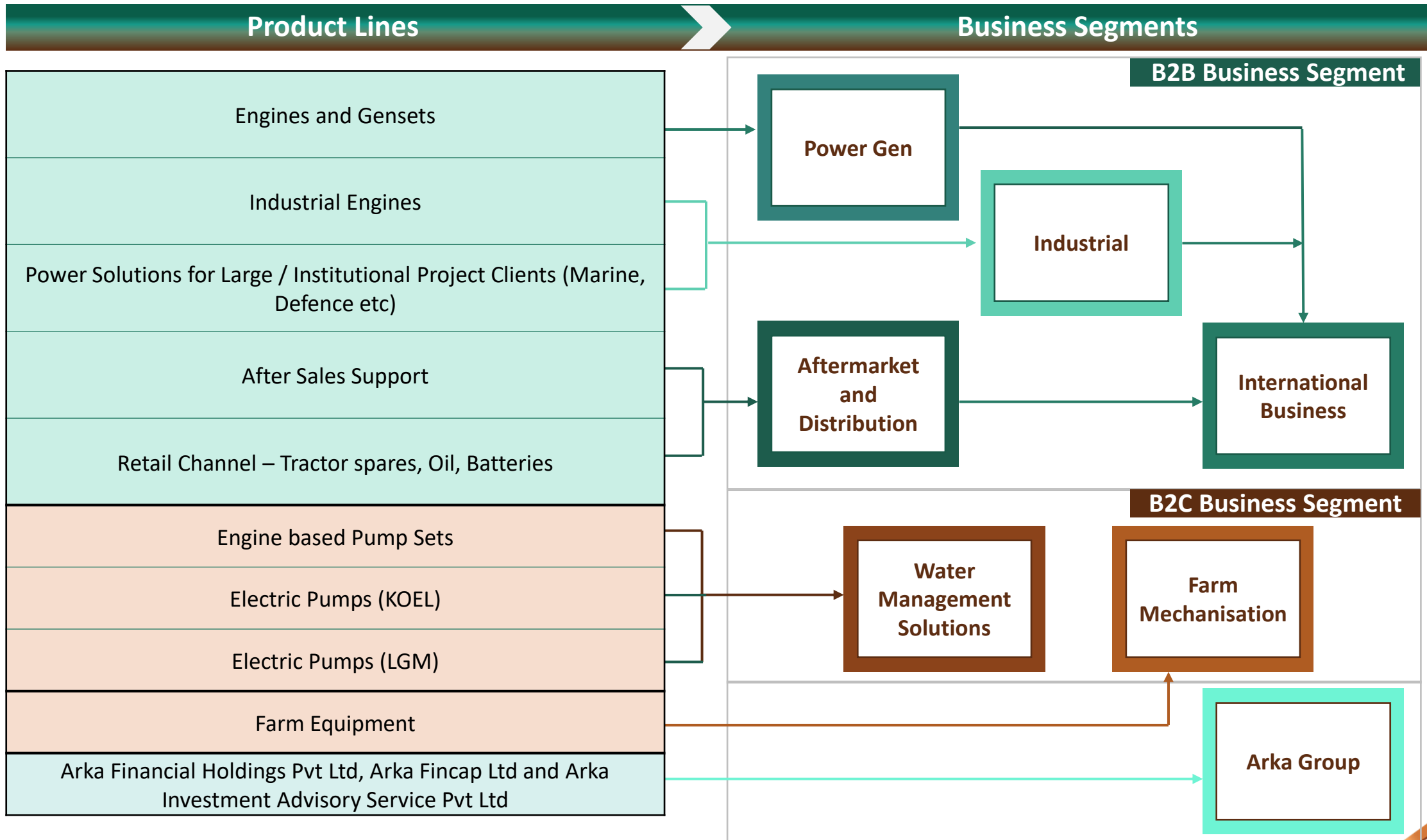


# WHY KOEL

A sweet spot with strong macro economic tailwinds and organizational strengths converging



# Products to Business Segments...



- ABOUT KOEL
- **MANAGEMENT TEAM**
- STRATEGY FOR GROWTH



- Culture
- Brand
- Values

Gauri Kirloskar  
MD, KOEL



- All B2B businesses and functions
- Information Technology

Rahul Sahai  
CEO, B2B Businesses



- All B2C businesses and functions

Aseem Srivatsava  
CEO, B2C Businesses



- Legal
- Secretarial
- Investor Relations

Anurag Bhagania  
CFO



- Chief of Staff
- Marketing and Communications

George Verghese  
CHRO

Strategy – Joint responsibility

- ABOUT KOEL
- MANAGEMENT TEAM
- **STRATEGY FOR GROWTH**

# KEY MACROECONOMIC FACTORS AFFECTING OUR BUSINESS..



## **Macroeconomic Tailwinds:**

- Increasing power deficit and energy requirements giving impetus to our core business
- Government focus on infrastructure development



## **Changing compliance and ESG Requirements:**

- Regulations around CPCB 4+, BSV
- ESG: Focus on environment and sustainability by Corporates



## **Consumer Asks:**

- Increased expectations around Service Quality, asset availability and total cost of ownership
- Technology enabled conveniences



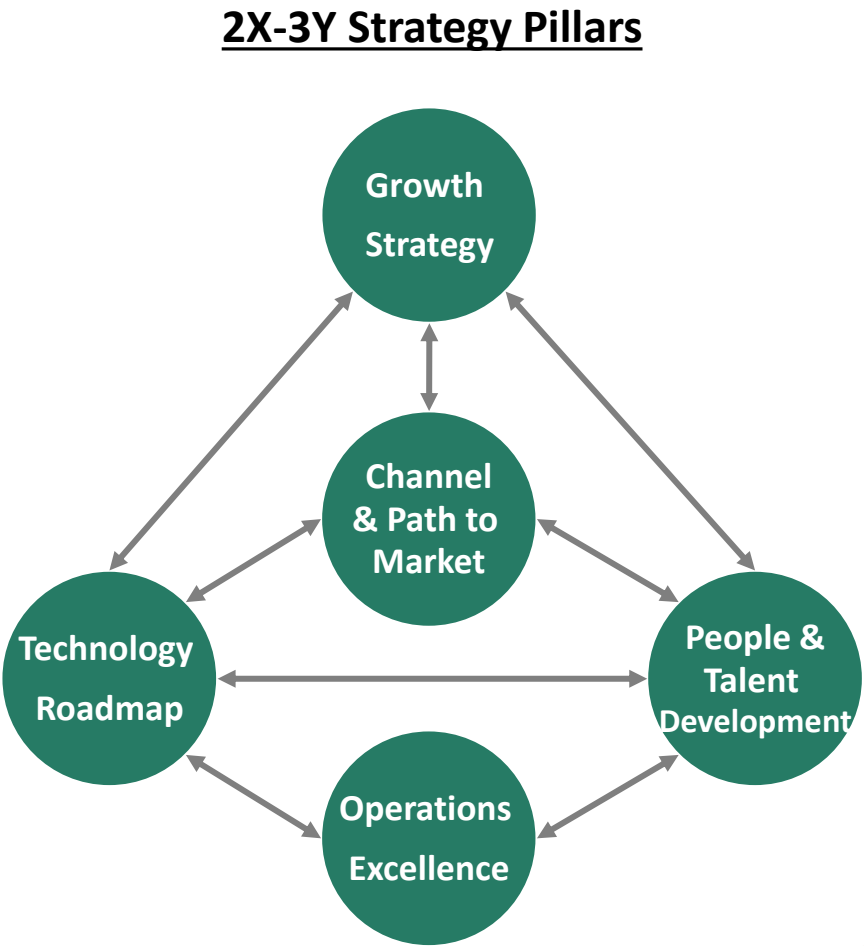
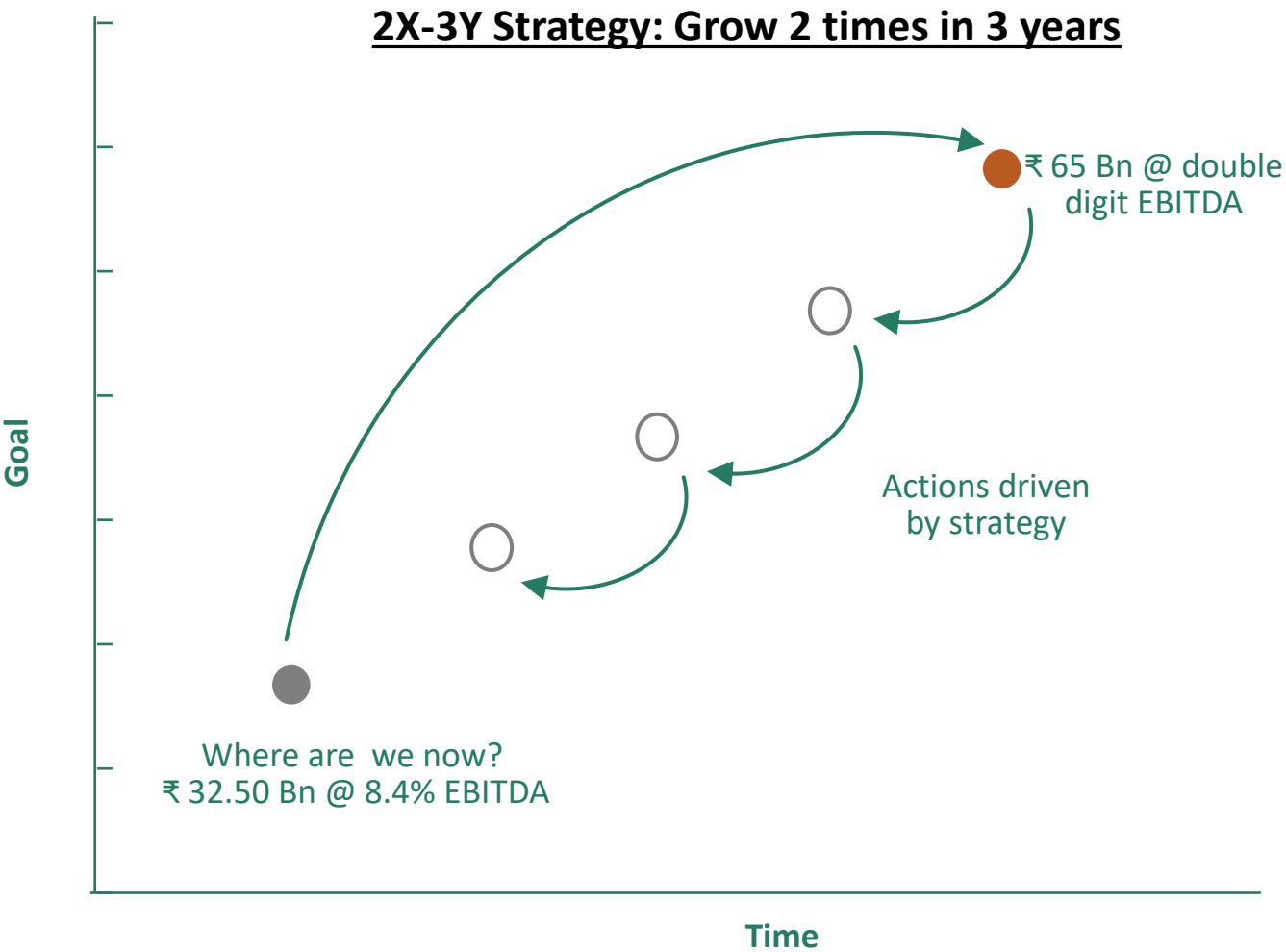
## **Global Markets:**

- Global OEMs looking for credible partners in India (China+1)
- With CPCB 4+ India shall be at par with most international compliances- giving rise to market entry opportunities in non-traditional markets

**Advantage KOEL**

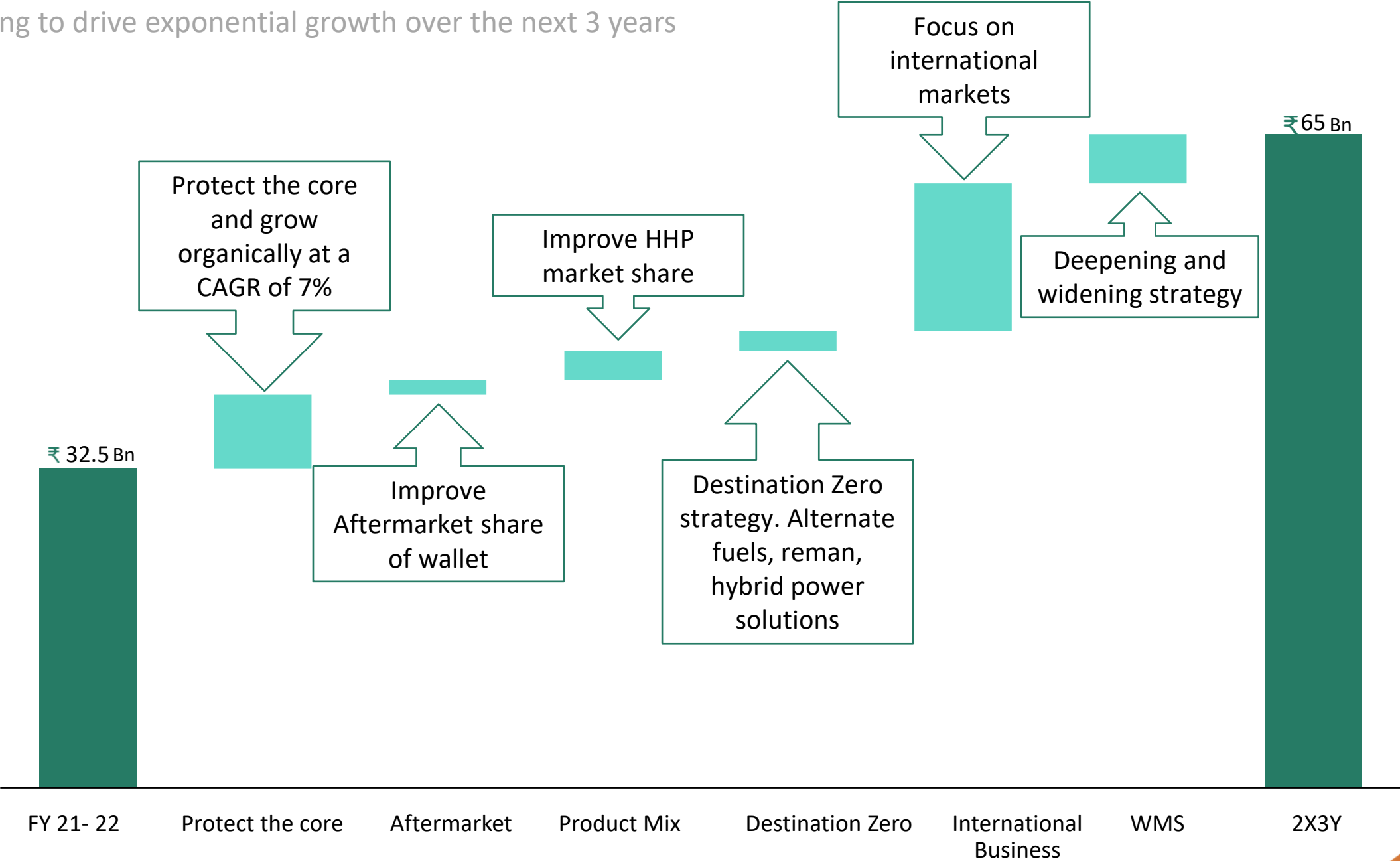
# OUR 2X – 3Y STRATEGY

Looking to drive exponential growth over the next 3 years



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# OUR 2X – 3Y STRATEGY

Deploying the 2X – 3Y strategy to deliver value to all stakeholders

₹ 65 Bn @  
double  
digit  
EBITDA

Customer  
Delight

Employer  
of Choice



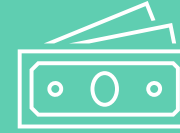
# WE ARE PROGRESSING WELL

We have made a beginning



**28%**

Top line growth (9 month YOY)



**₹ 29.63**

Bn Revenue



**11.1%**

EBITDA\*



**132%**

PAT growth ((9 month YOY)



**₹ ~2 Bn**

Strong net cash position



**97%**

EBITDA growth (9 month YOY)



**2**

consecutive quarters of over ₹ 10 Bn revenue  
from operations



# Thank you

