



kirloskar
Oil Engines

Investor Presentation

September 2023

<https://www.kirloskaroilengines.com/>

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.”

OUR VALUES

**EXCELLENCE
INTEGRITY
COLLABORATION
EMPATHY
VALUE CREATION
INNOVATIVE THINKING**

VISION & MISSION

ARE THE VALUES THAT PROPEL OUR VISION WHERE

**WE POWER A CARING, PROSPEROUS
AND SUSTAINABLE FUTURE.**

THIS VISION PROPELS US ON A MISSION WHERE

**WE ENGINEER SOLUTIONS
TO ENABLE OUR CUSTOMERS
TO LIVE THEIR LIMITLESS POTENTIAL.**

- **ABOUT KOEL**
- **STRATEGY FOR GROWTH**
- **PERFORMANCE UPDATE**

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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

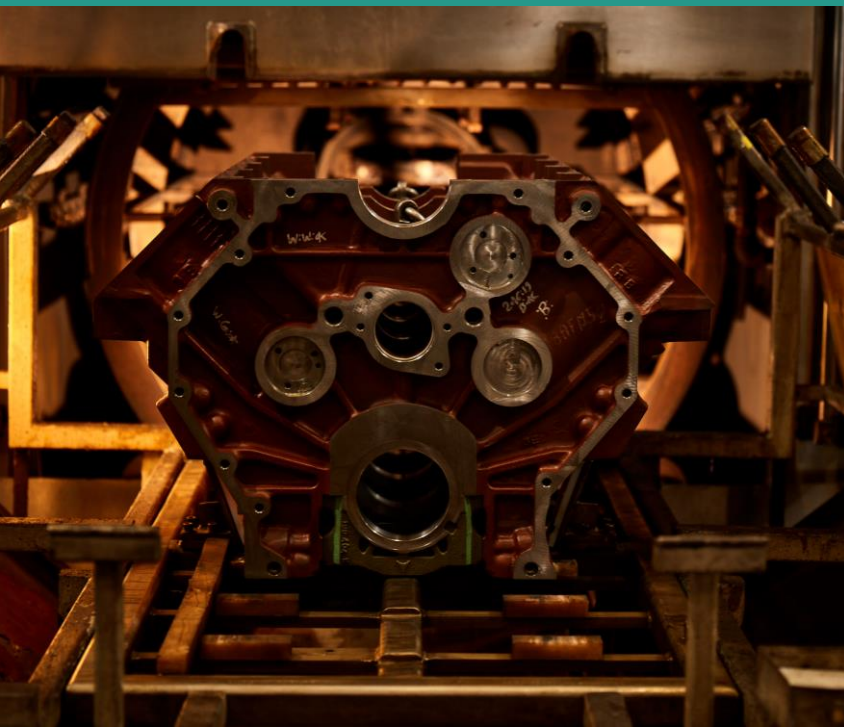
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Value Driven Culture

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

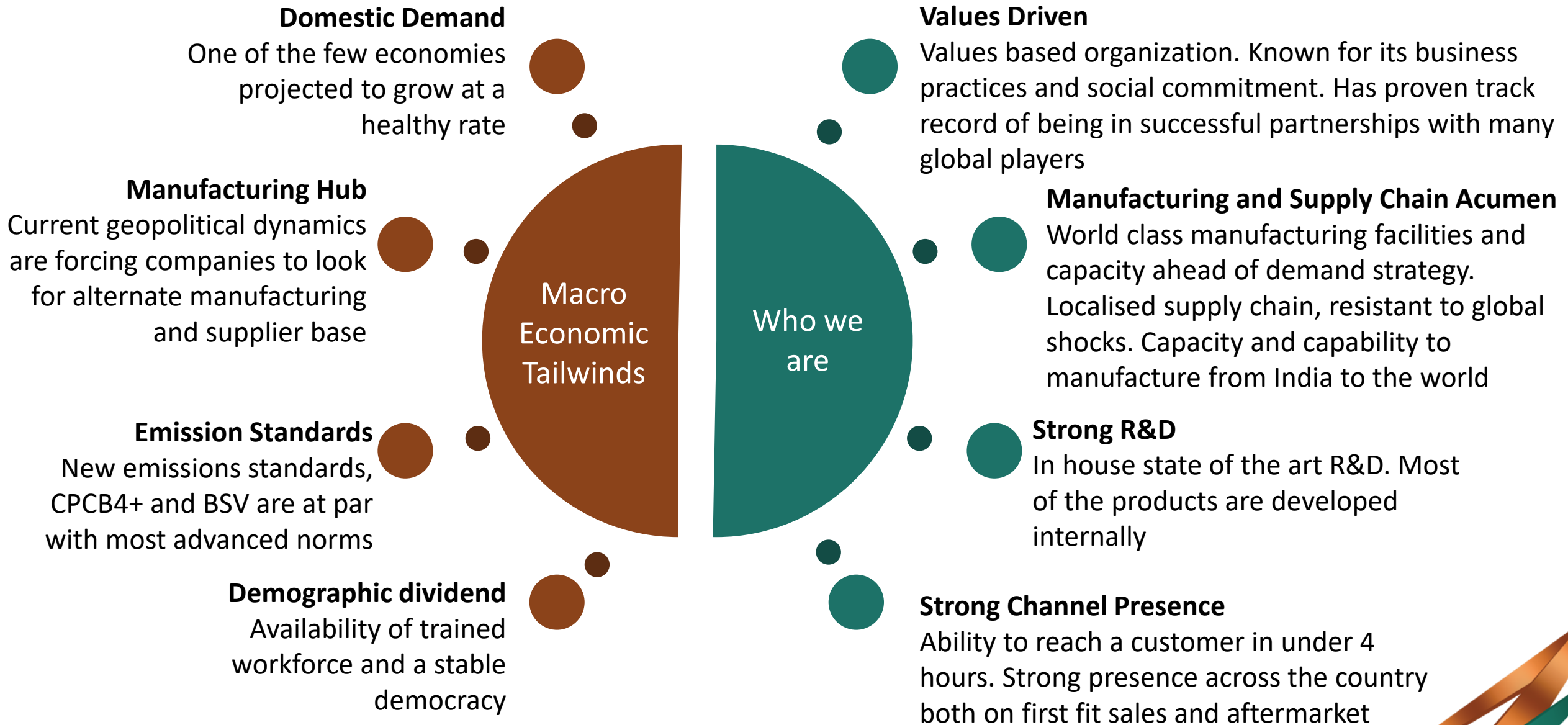
Limitless
opportunities

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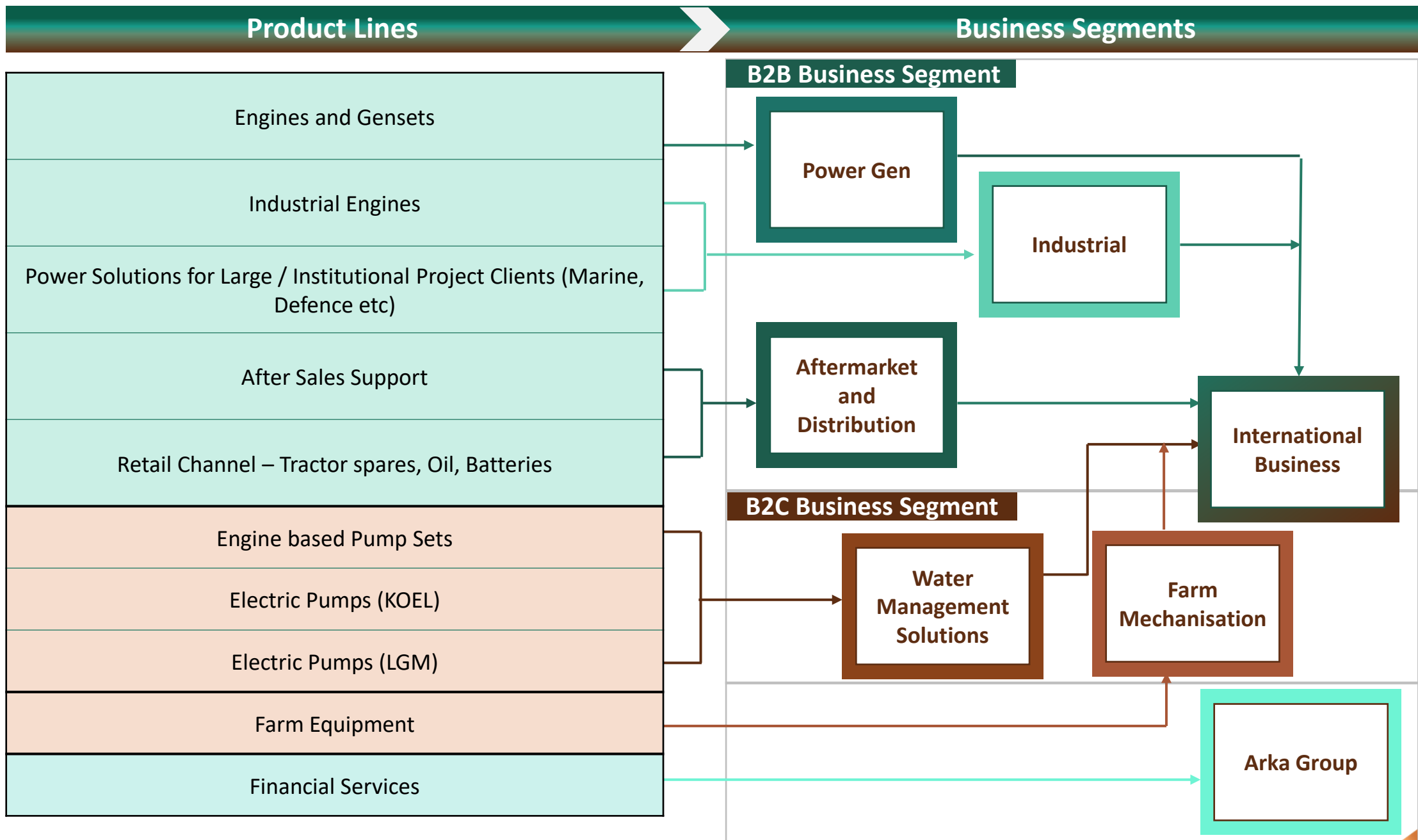


WHY KOEL

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



Products to Business Segments...



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



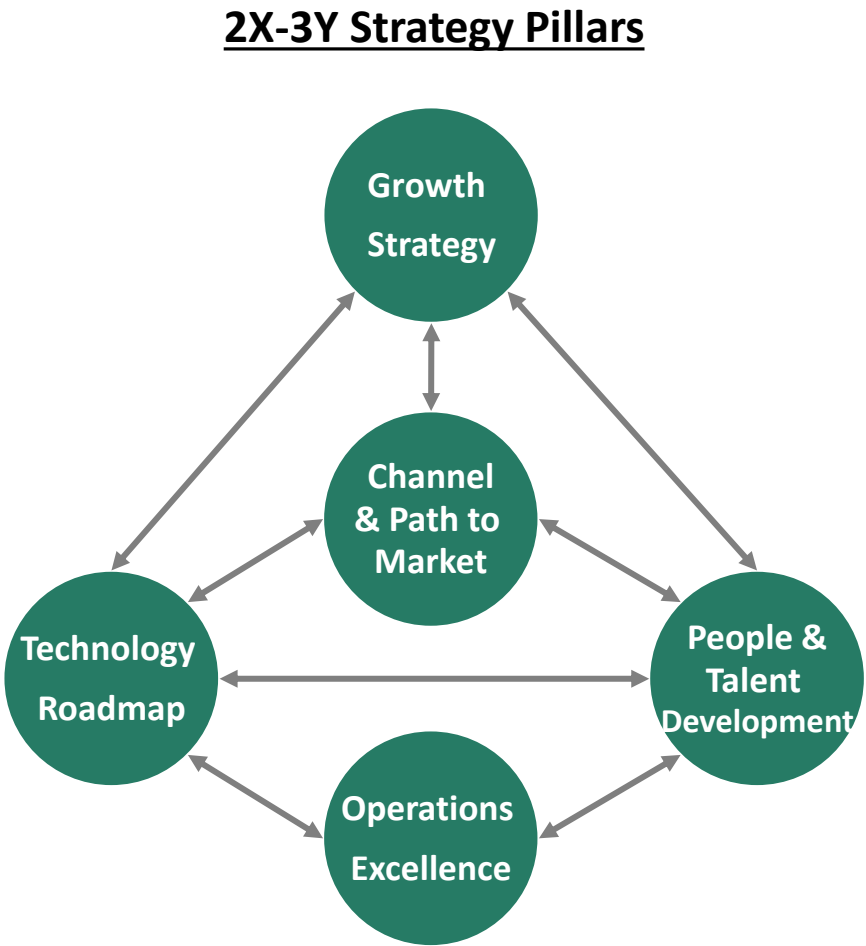
Global Markets:

- 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

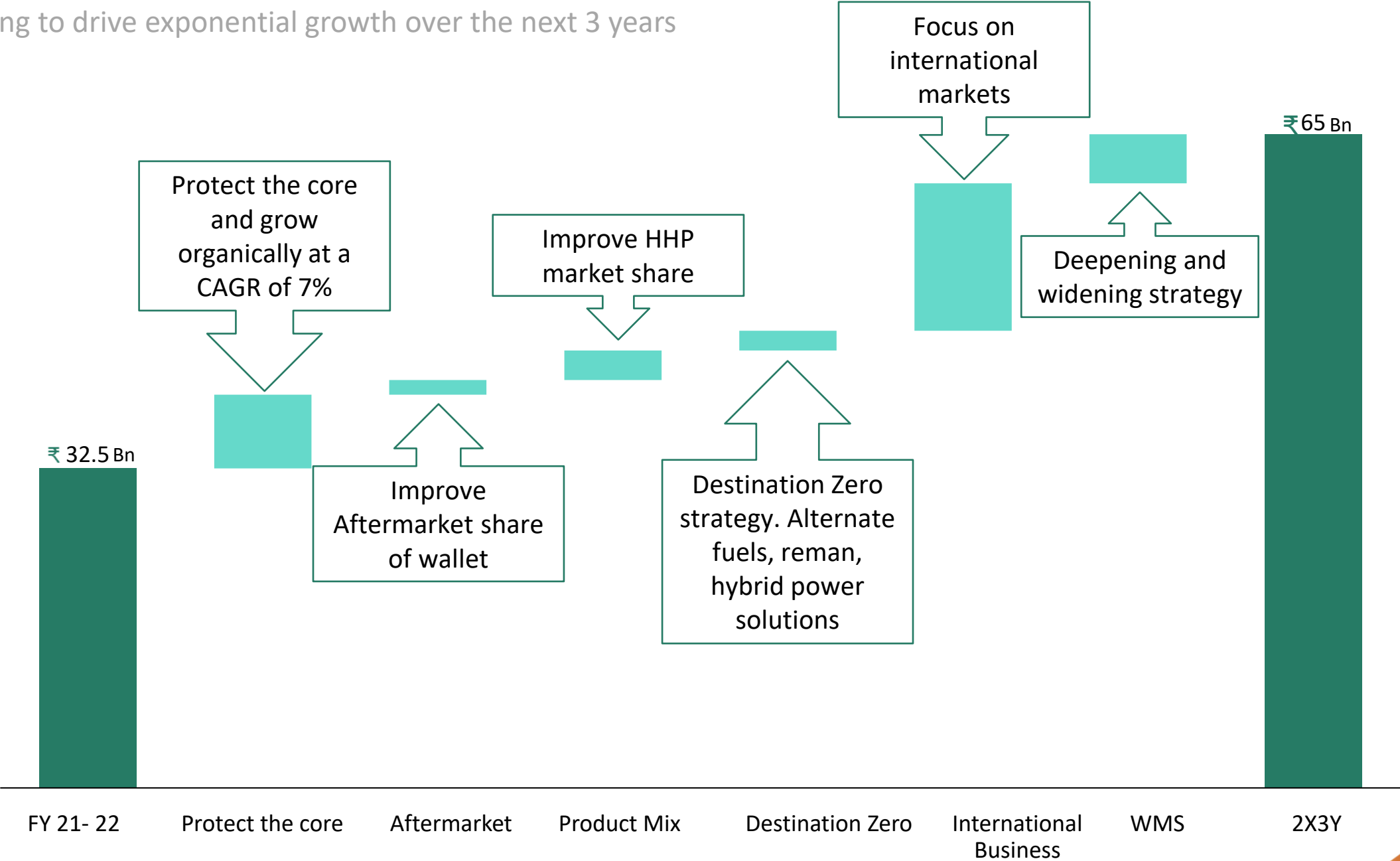
OUR 2X – 3Y STRATEGY

Looking to drive exponential growth over the next 3 years



OUR 2X – 3Y STRATEGY

Looking to drive exponential growth over the next 3 years



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



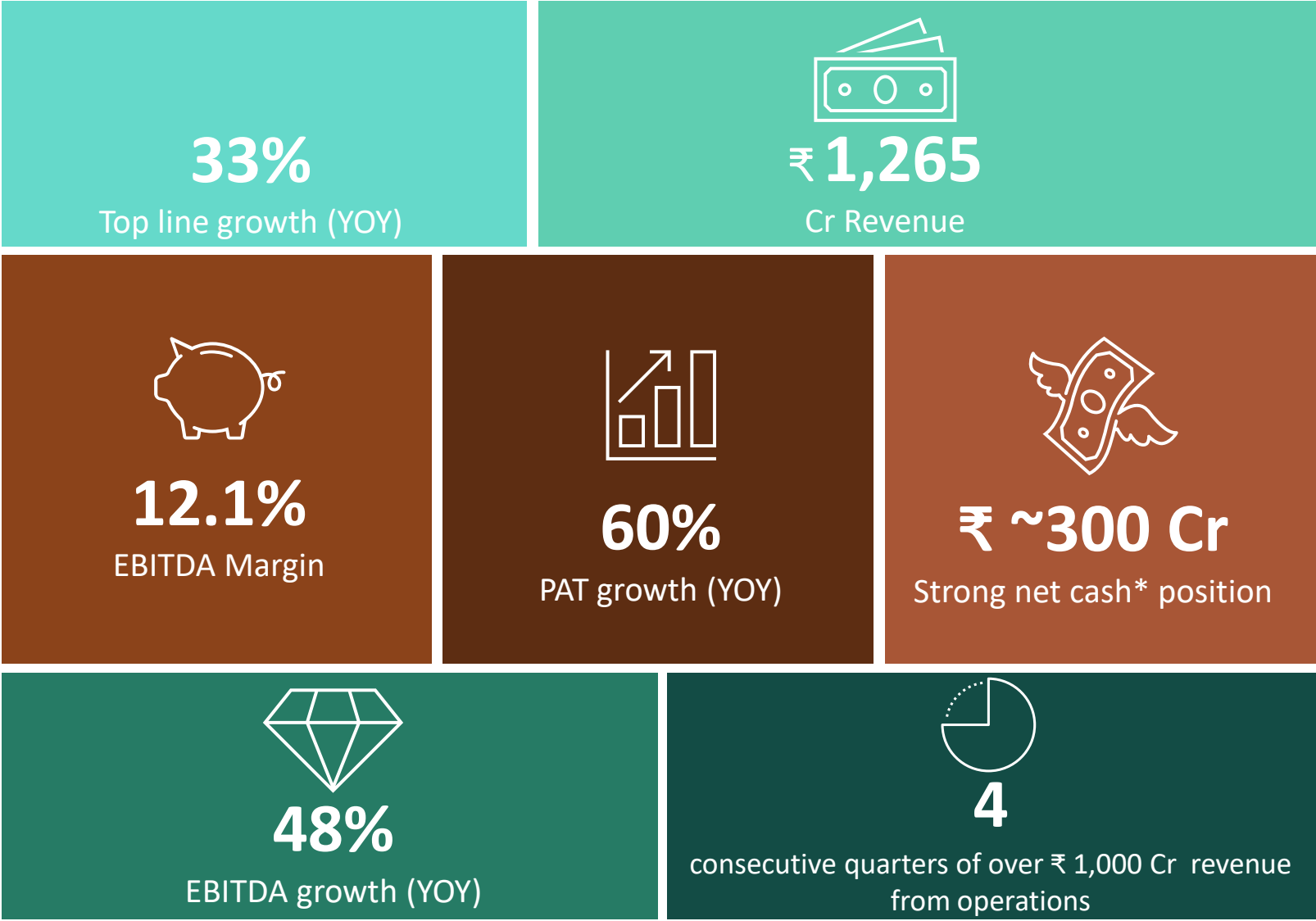
WE ARE PROGRESSING WELL

We have made a beginning



Q1 FY 2024 UPDATE

We have made a beginning



* Net of debt; includes treasury investments and excludes unclaimed dividends.
KOEL follows April to March financial year cycles for reporting.



Thank you

