

Investor Presentation

September 2024



GROWTH

From Innovation to Impact

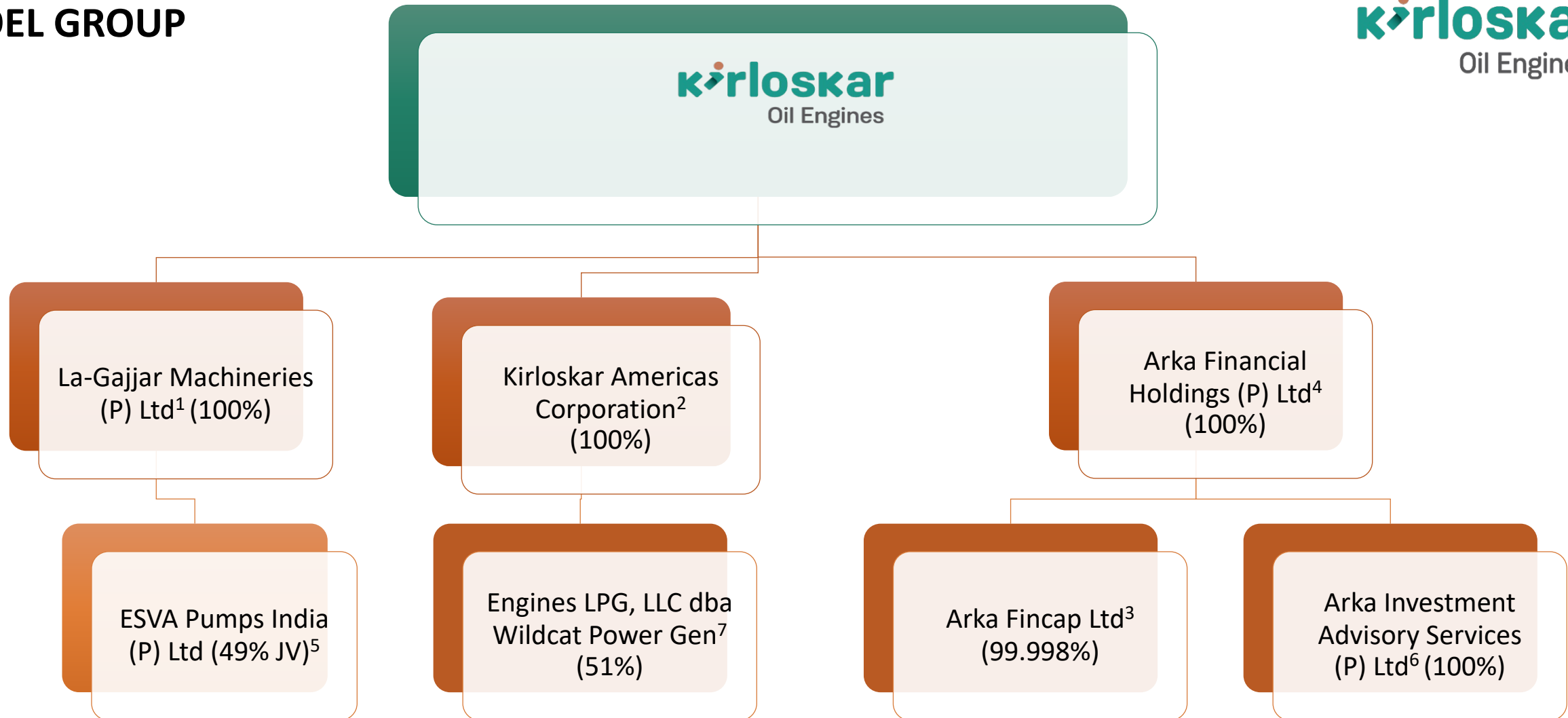
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1 76% with effect from 1st August 2017 and 100% with effect from 26th September 2022.

2 with effect from 1st July 2015.

3 with effect from 20th April 2018.

4 with effect from 13th July 2021.

5 with effect from 4th October 2021 (Optiqua Pipes and Electricals Private Limited 's (OPEPL) share of interest in joint venture has been transferred to LGM w.ef. 26th March 2024 on account of amalgamation of OPEPL with LGM).

6 with effect from 30th March 2022.

7 with effect from 29th November 2023.

- **ABOUT KOEL**
- PERFORMANCE UPDATE
- TECHNOLOGY ROADMAP
- LONG TERM STRATEGY

.....

Kirloskar Oil Engines Ltd

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

.....

Engineering Excellence

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

.....

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

.....

OUR VALUES

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

VISION & MISSION

ARE THE VALUES THAT PROPEL OUR VISION WHERE

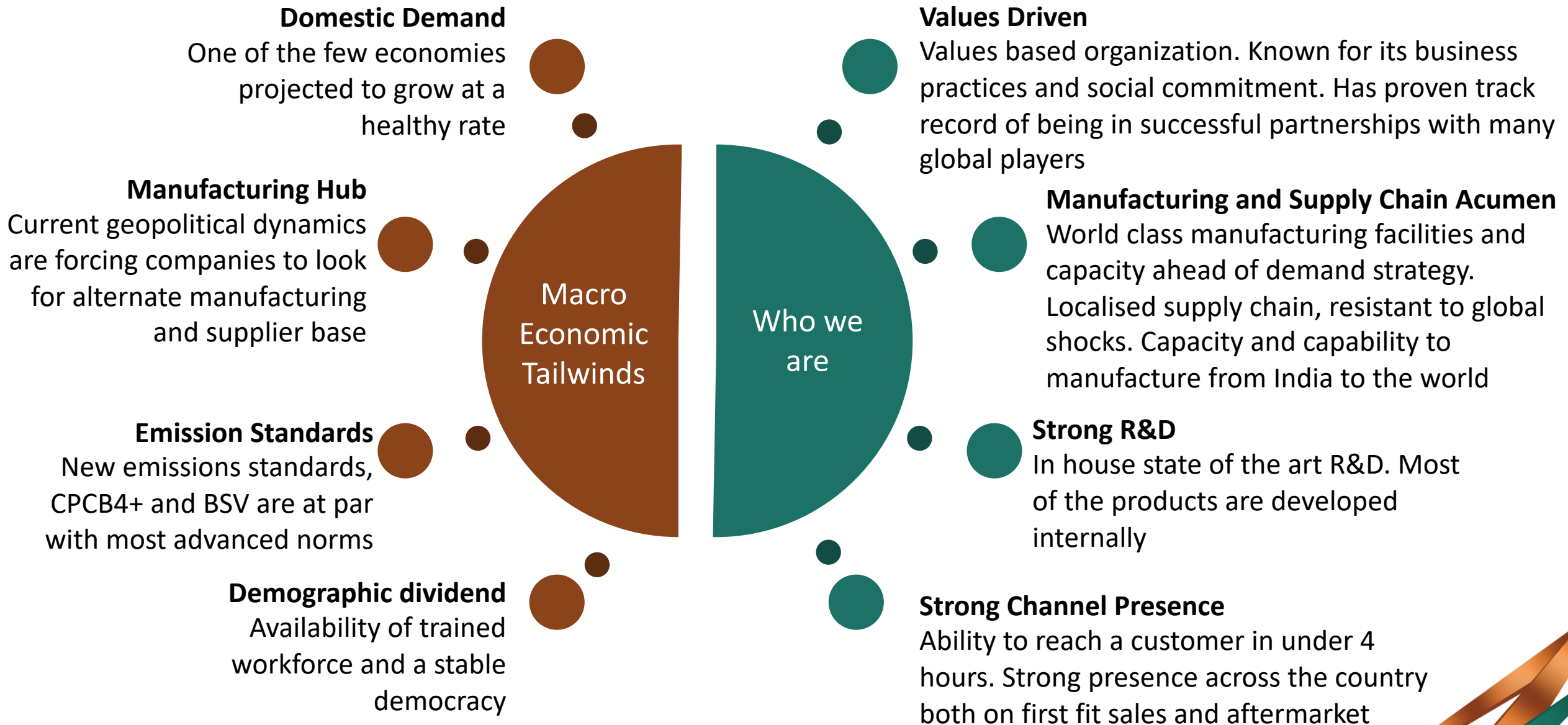
**WE POWER A CARING, PROSPEROUS
AND SUSTAINABLE FUTURE.**

THIS VISION PROPELS US ON A MISSION WHERE

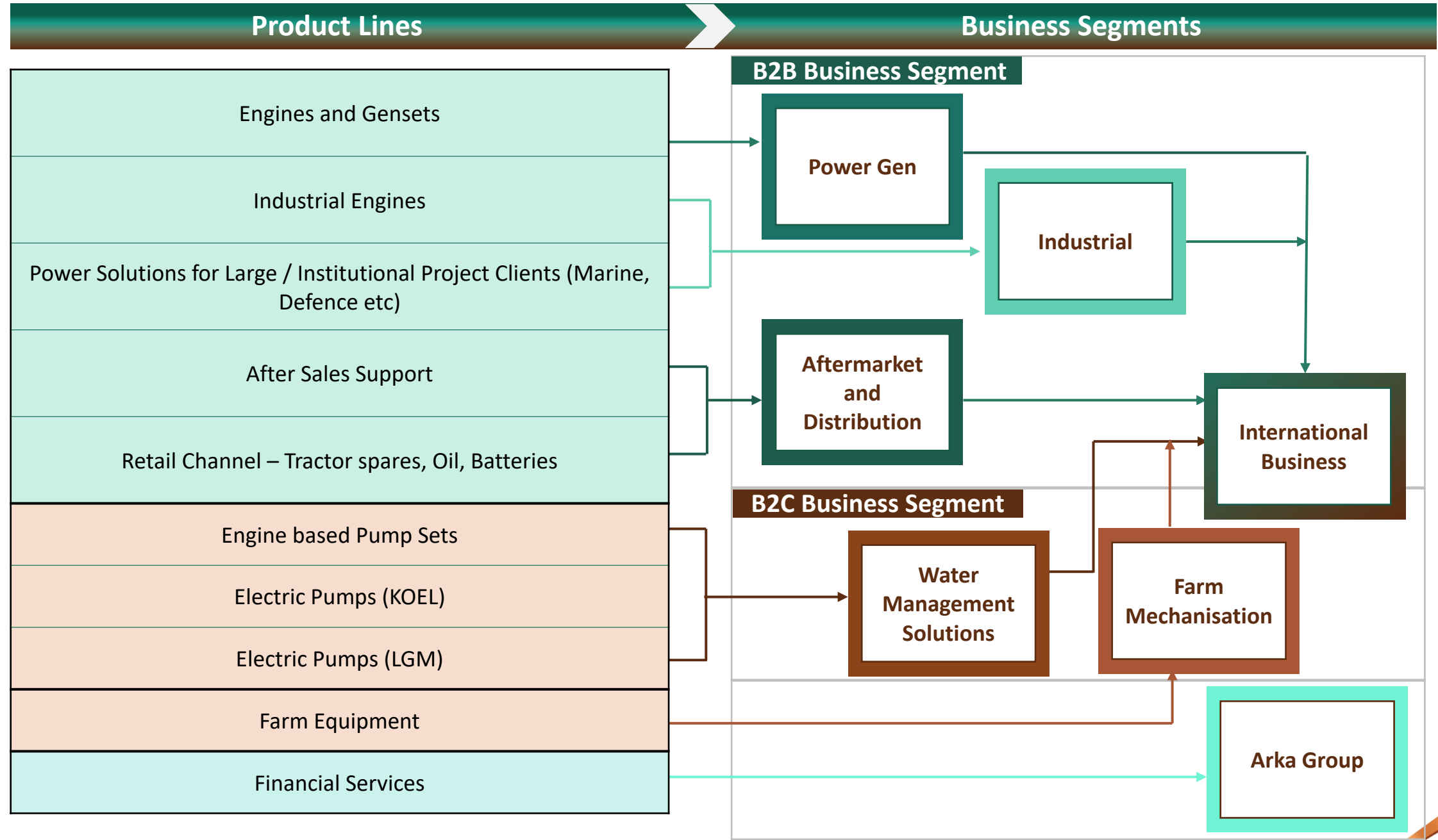
**WE ENGINEER SOLUTIONS
TO ENABLE OUR CUSTOMERS
TO LIVE THEIR LIMITLESS POTENTIAL.**

WHY KOEL

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



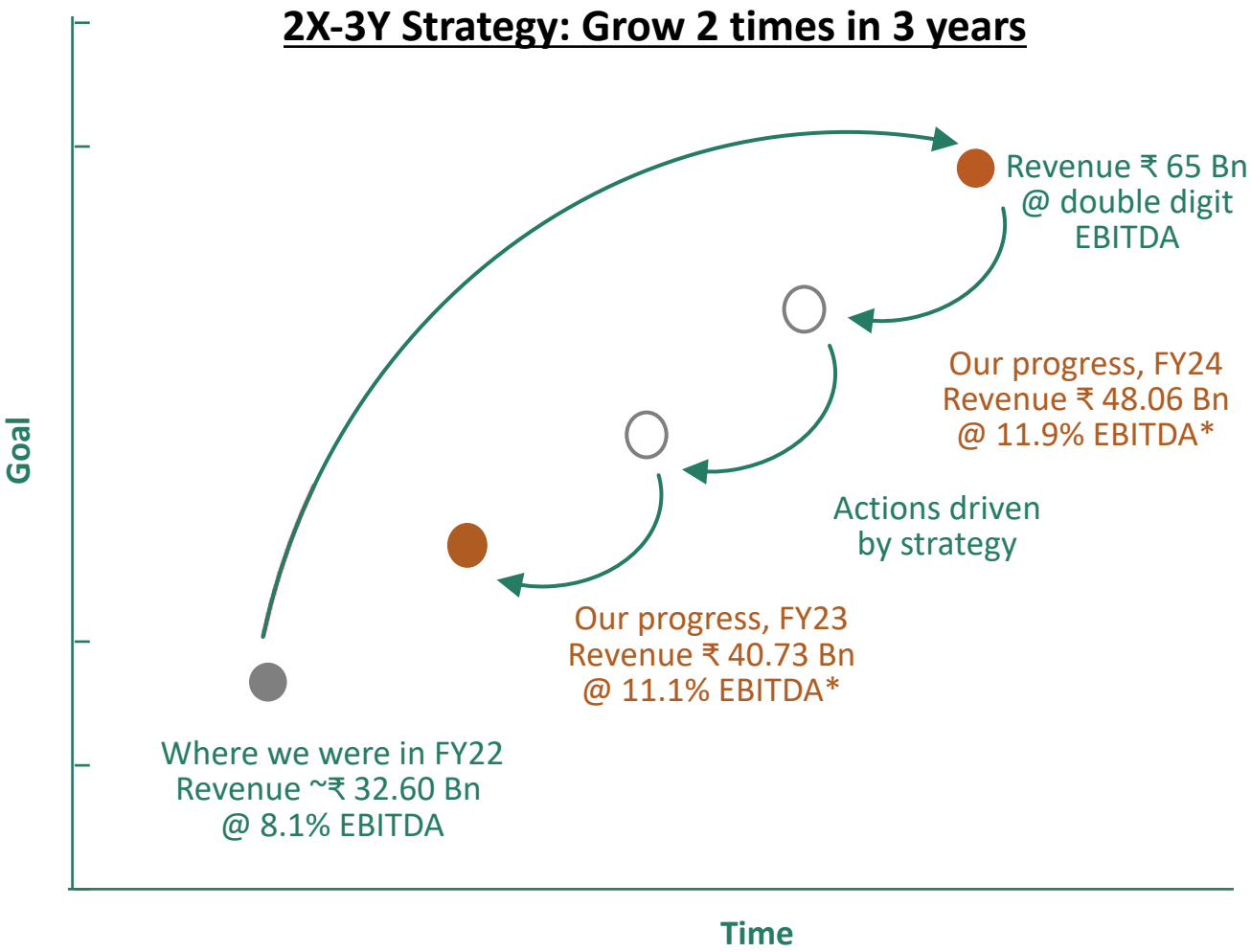
Products to Business Segments...



- ABOUT KOEL
- **PERFORMANCE UPDATE**
 - UPDATE 2X3Y STRATEGY
 - Q1 FY2025 PERFORMANCE
- TECHNOLOGY ROADMAP
- LONG TERM STRATEGY

UPDATE- 2X3Y STRATEGY

Looking to drive exponential growth from FY 2022 - FY 2025



2X-3Y Strategy Pillars



* Numbers excluding provision/(reversal) for overdue receivables made for a customer towards sales made in the previous years. For details, please refer 'Note to the Unaudited Financial Results' published on the stock exchanges.

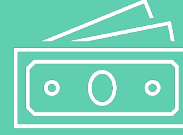


WE ARE PROGRESSING WELL - Q1 FY25



6.2%

Top line growth



₹ 1,334 Cr

Revenue



12.9%

EBITDA # Margin



7.1%

PAT # growth



₹ ~410 Cr

Strong net cash* position



6.9%

EBITDA # growth



Consecutive quarters of over ₹ 1,000 Cr revenue from operations

* Net of debt; includes treasury investments and excludes unclaimed dividends.

Numbers excluding provision/(reversal) for overdue receivables made for a customer towards sales made in previous years. EBITDA margin for the current quarter including reversal for overdue receivable provision is 14.7%. For details, please refer 'Note to the Unaudited Financial Results' published on the stock exchanges.

65Bn @
double
digit
EBITDA

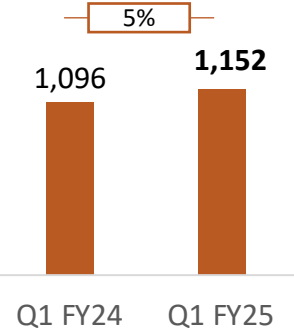
Customer
Delight

Employer
of Choice

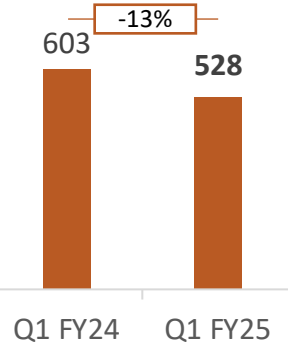


STANDALONE SALES HIGHLIGHTS – Q1 FY25 YoY

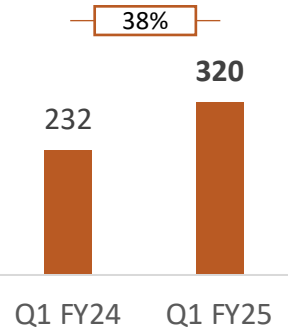
B2B Sales



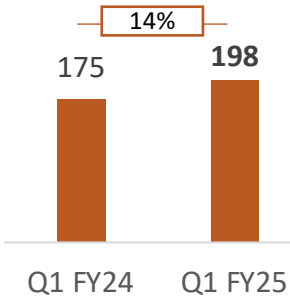
Power Gen



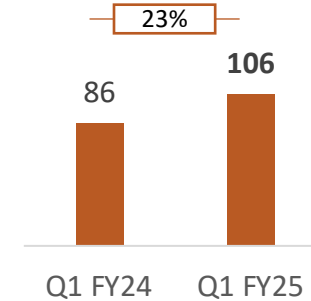
Industrial



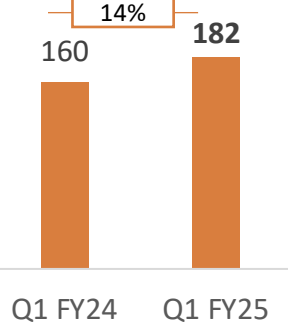
Distribution & After Market



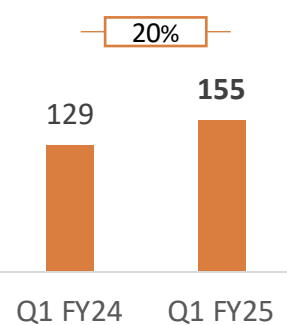
International B2B



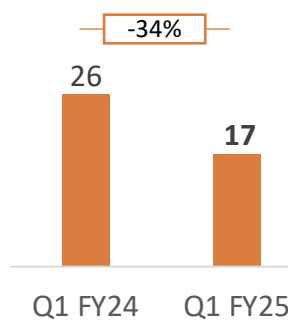
B2C Sales



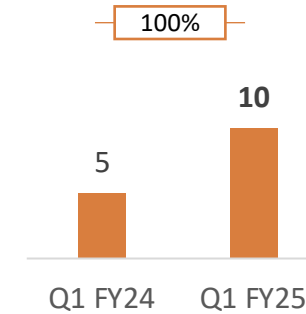
WMS



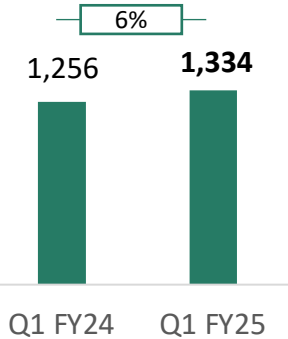
FMS



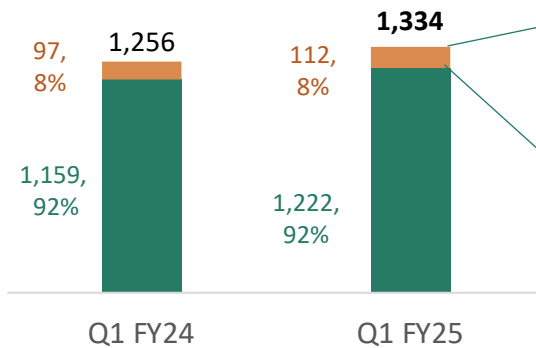
International B2C



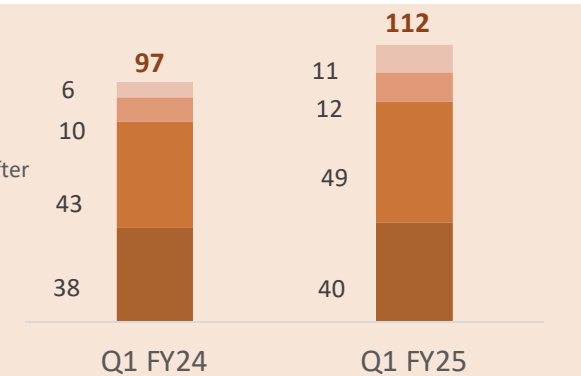
Total Sales



Exports
Domestic



WMS + FMS
Distribution & After Market
Industrial
Power Gen



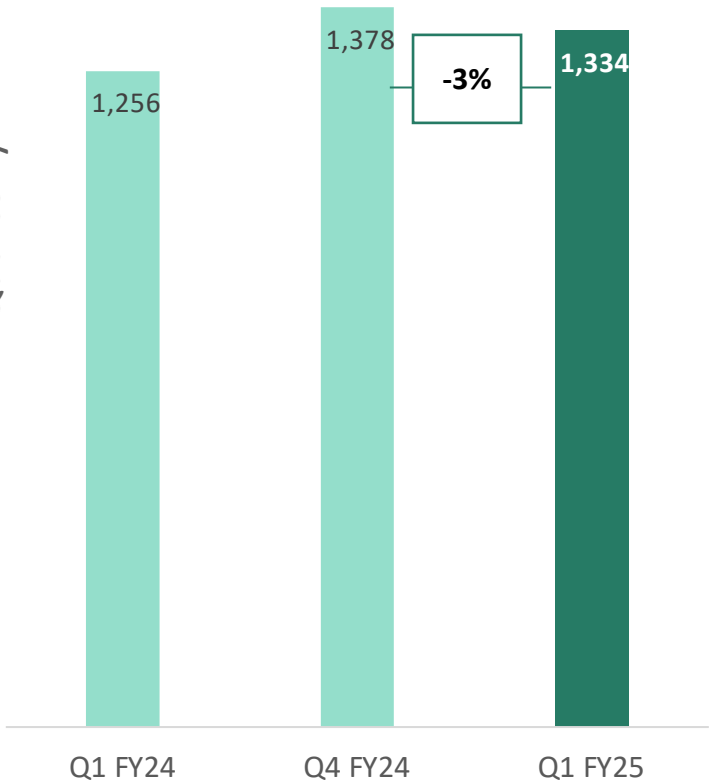
STANDALONE – PERFORMANCE HIGHLIGHTS

All amounts are in “₹ Crore”

Sales

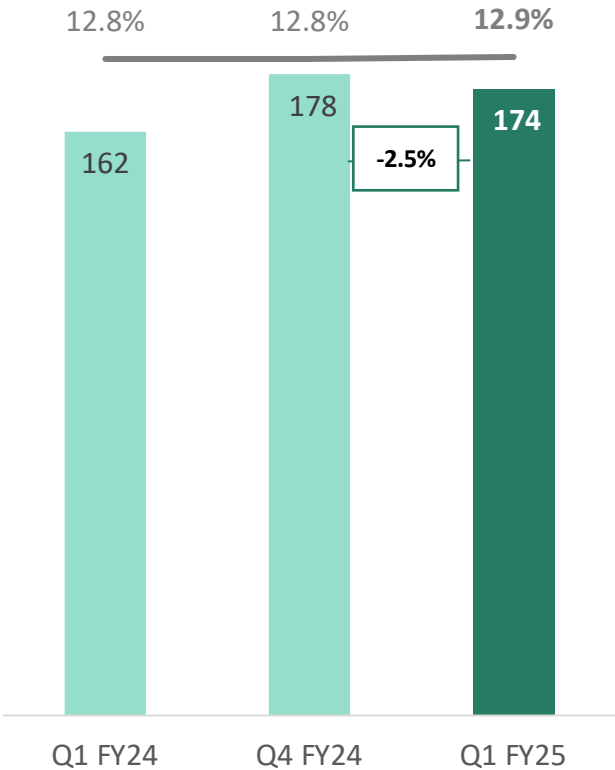
6%

Quarterly



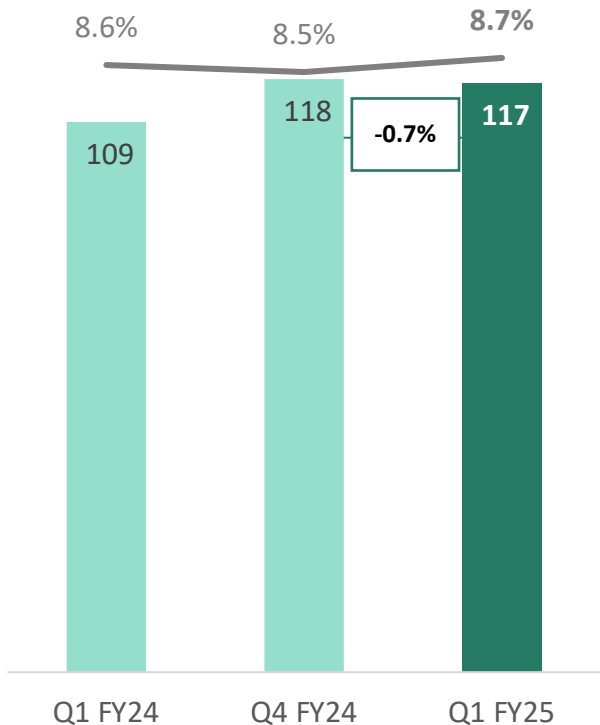
EBITDA* & Margin*

7%



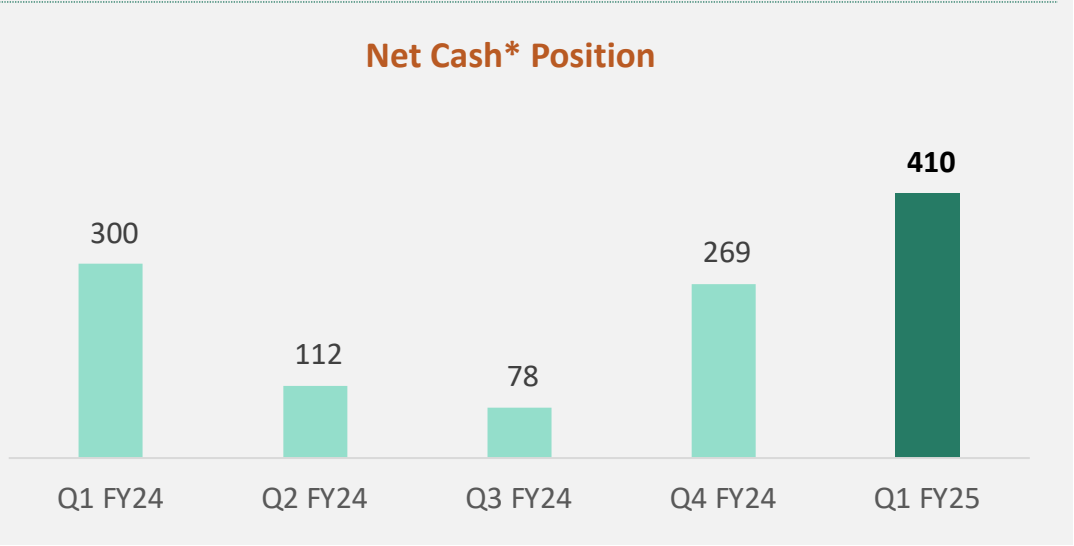
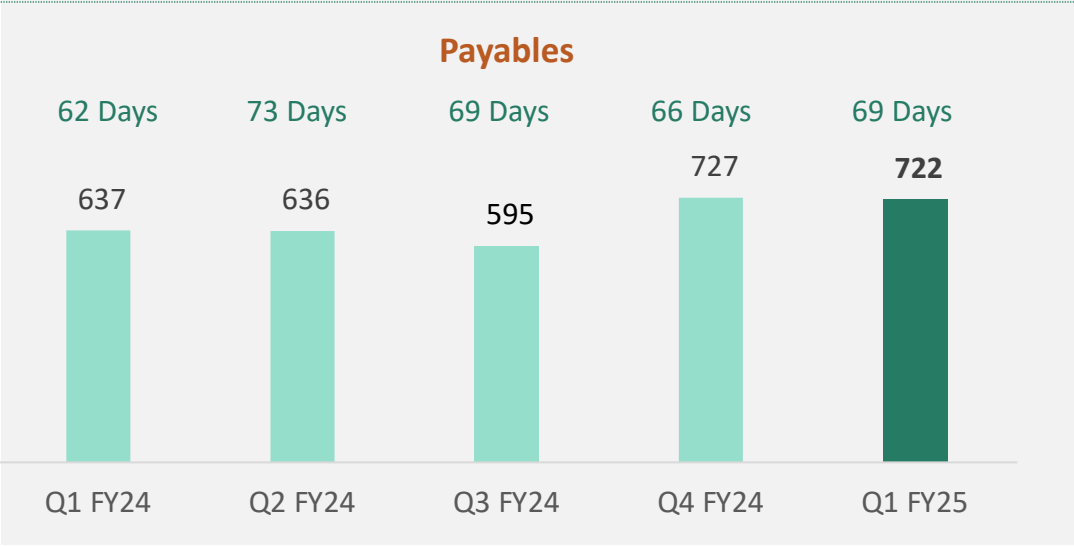
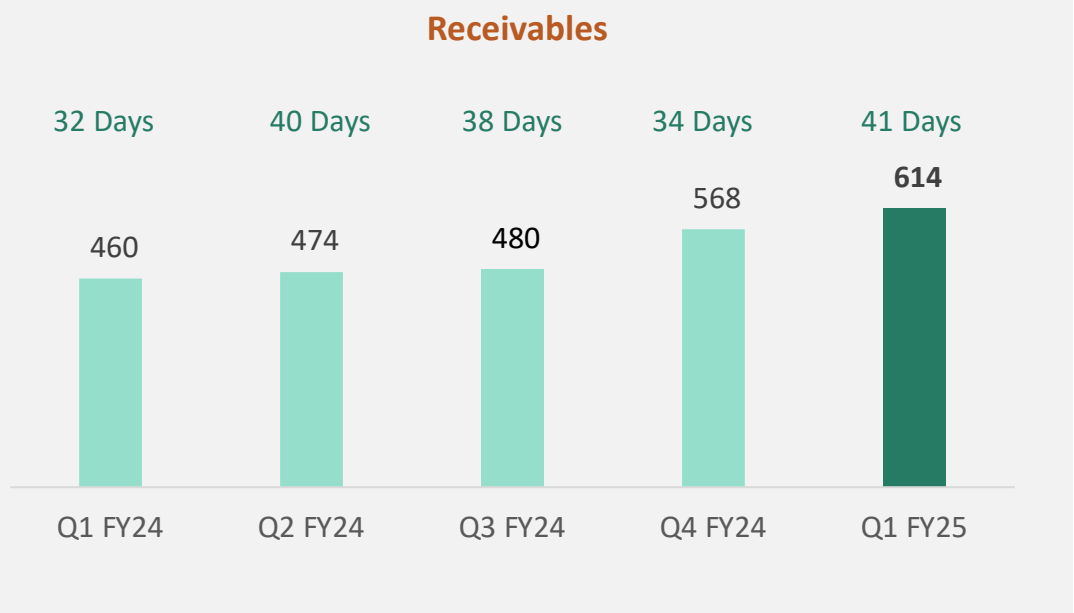
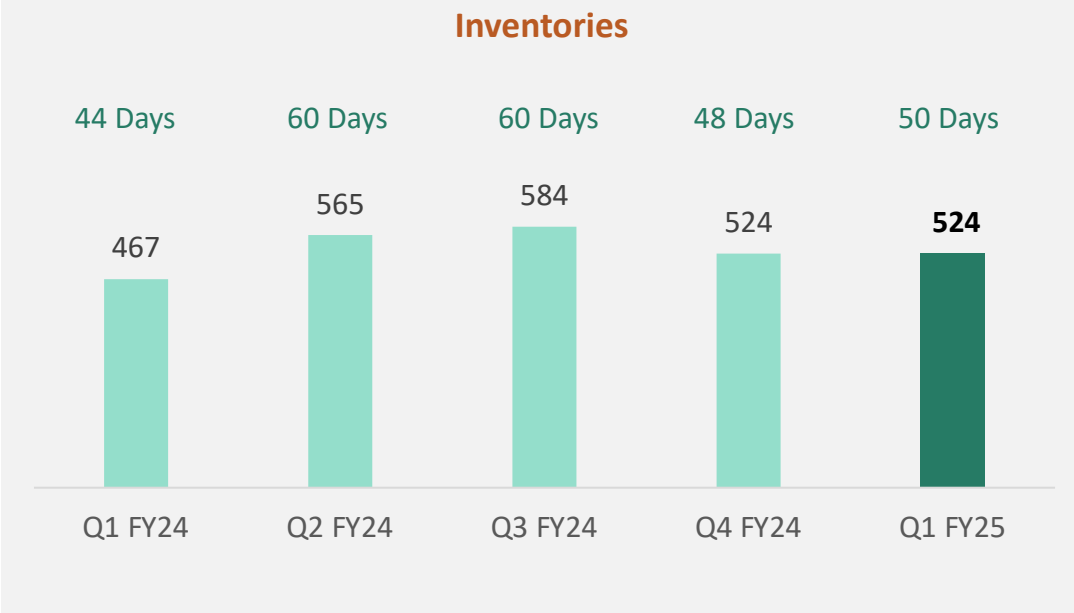
PAT* & Margin*

7%



*Numbers excluding provision/(reversal) for overdue receivables made for a customer towards sales made in previous years. EBITDA margin for the current quarter including reversal for overdue receivable provision is 14.7%. For details, please refer 'Note to the Unaudited Financial Results' published on the stock exchanges.
- Numbers for the previous quarters have been regrouped wherever required to make them comparable with those of the current quarter.

STANDALONE WORKING CAPITAL AND NET CASH POSITION



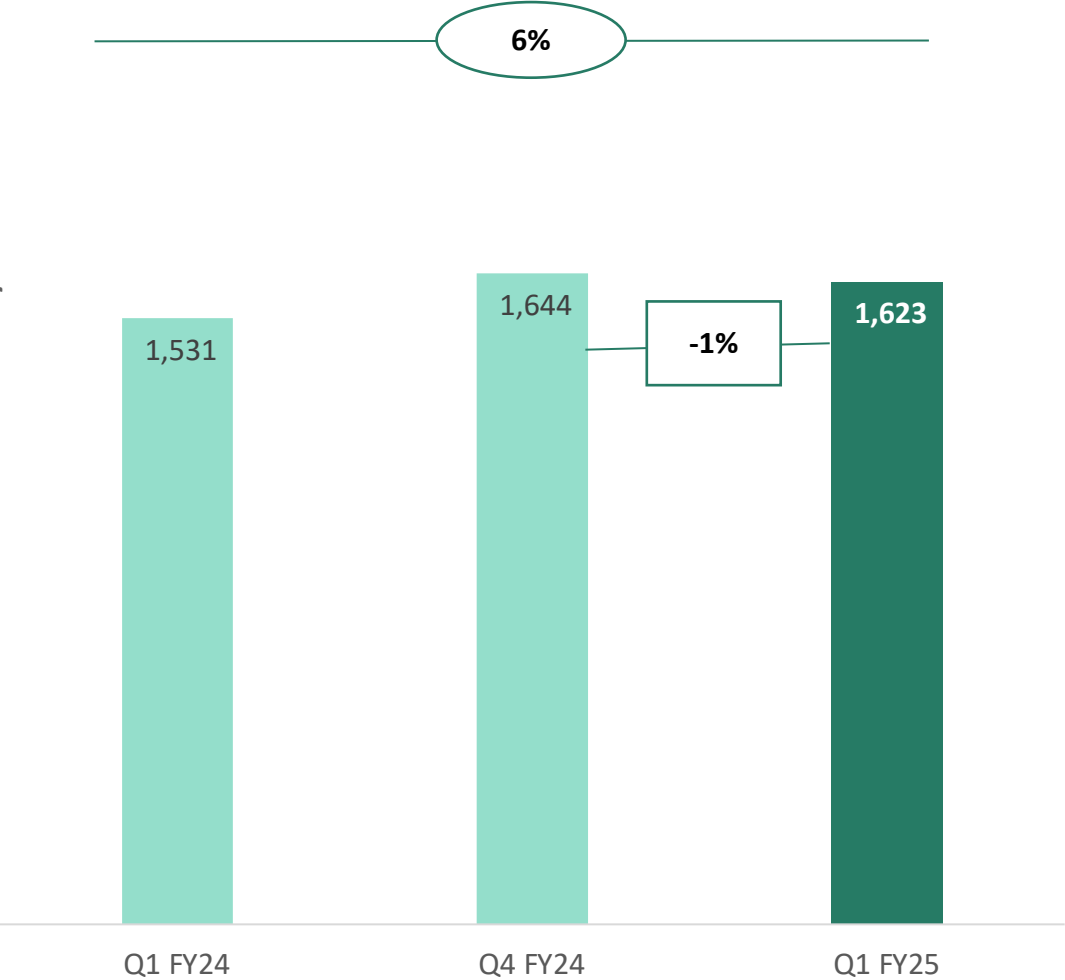
Notes :
1) No. of days has been calculated using average value and TTM (Trailing Three Months method).
2) *Net of debt; includes treasury investments and excludes unclaimed dividends.



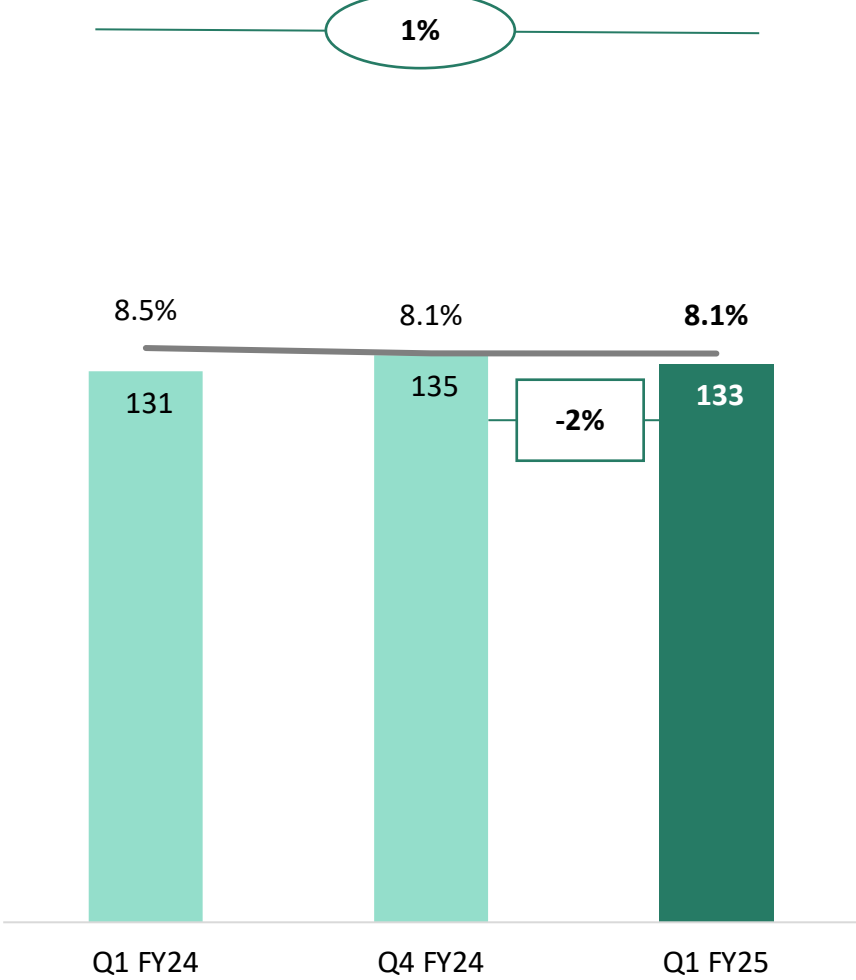
CONSOLIDATED – PERFORMANCE HIGHLIGHTS

Sales

Quarterly



PAT* & Margin*



* Numbers excluding Exceptional items and provision/(reversal) for overdue receivables made for a customer towards sales made in previous years. PAT margin for the current quarter including exceptional item and reversal for overdue receivable provision is 9.6%. For details, please refer 'Note to the Unaudited Financial Results' published on the stock exchanges.
- Numbers for the previous quarters have been regrouped wherever required to make them comparable with those of the current quarter.

SEGMENT RESULTS - CONSOLIDATED

All amounts are in "₹ Crore"

Particulars	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY
Segment Revenue					
B2B	1,155.6	1,221.2	24%	1,105.6	5%
B2C	316.8	276.3	7%	309.5	2%
Financial Services	163.1	162.5	11%	128.3	27%
Revenue From Operations	1,635.6	1,660.0	19%	1,543.4	6%
Segment Results[#]					
B2B	157.3	146.5	38%	132.4	19%
B2C	26.7	14.4	17%	17.4	53%
Financial Services ^{##}	19.1	22.2	-40%	21.5	-11%
Unallocated	5.3	3.7	492%	1.6	223%
Total	208.3	186.8	20%	172.9	21%
Less:					
Finance Costs*	4.3	4.1	21%	2.9	51%
Exceptional items** (Income)/Expense	(7.4)	(15.6)	-151%	-	-100%
Profit Before Tax	211.4	198.3	63%	170.0	24%

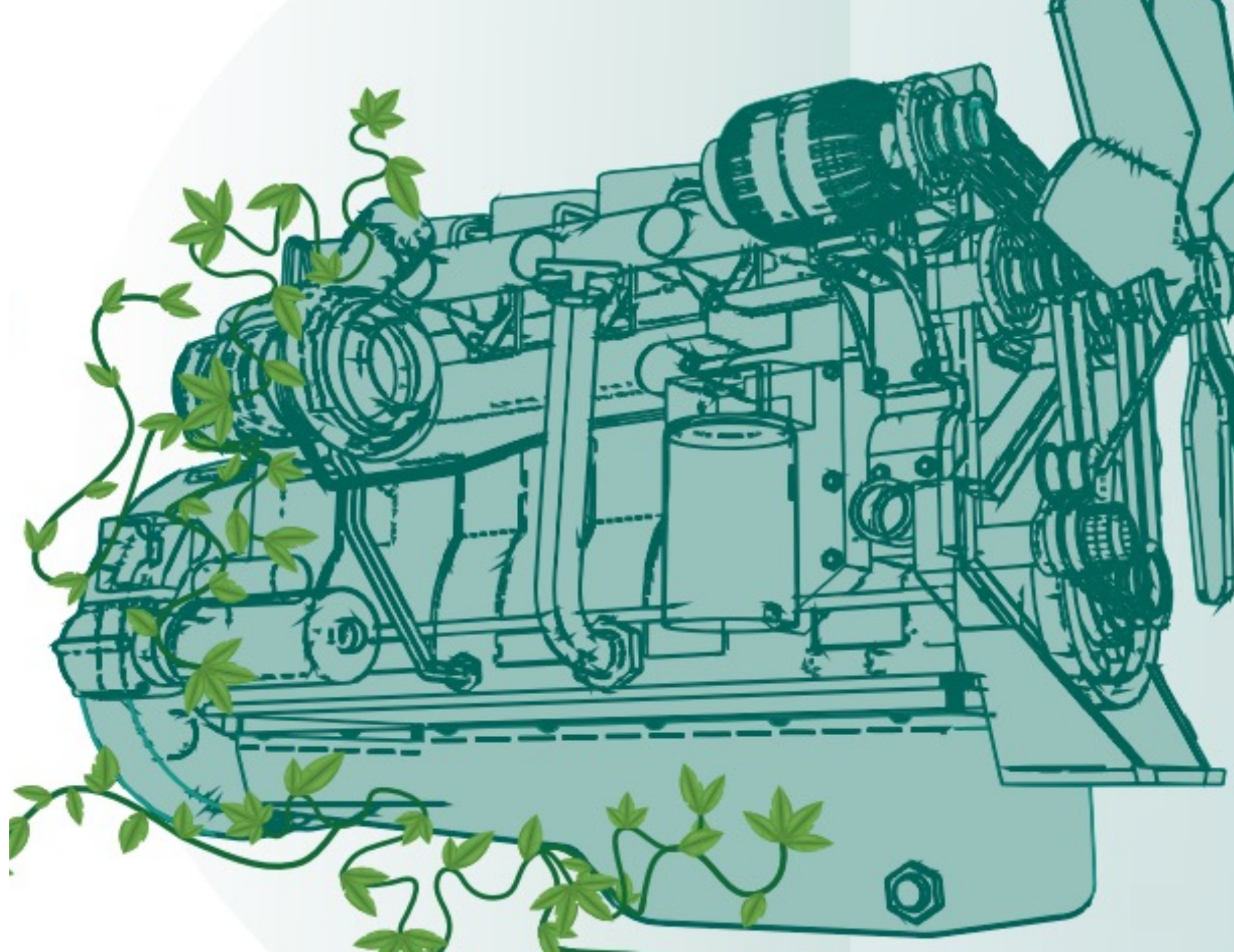
[#] Profit/(Loss) before tax and interest from each segment

^{##} Profit/(Loss) before tax and after interest.

* Other than the interest pertaining to the "Financial Services" segment.

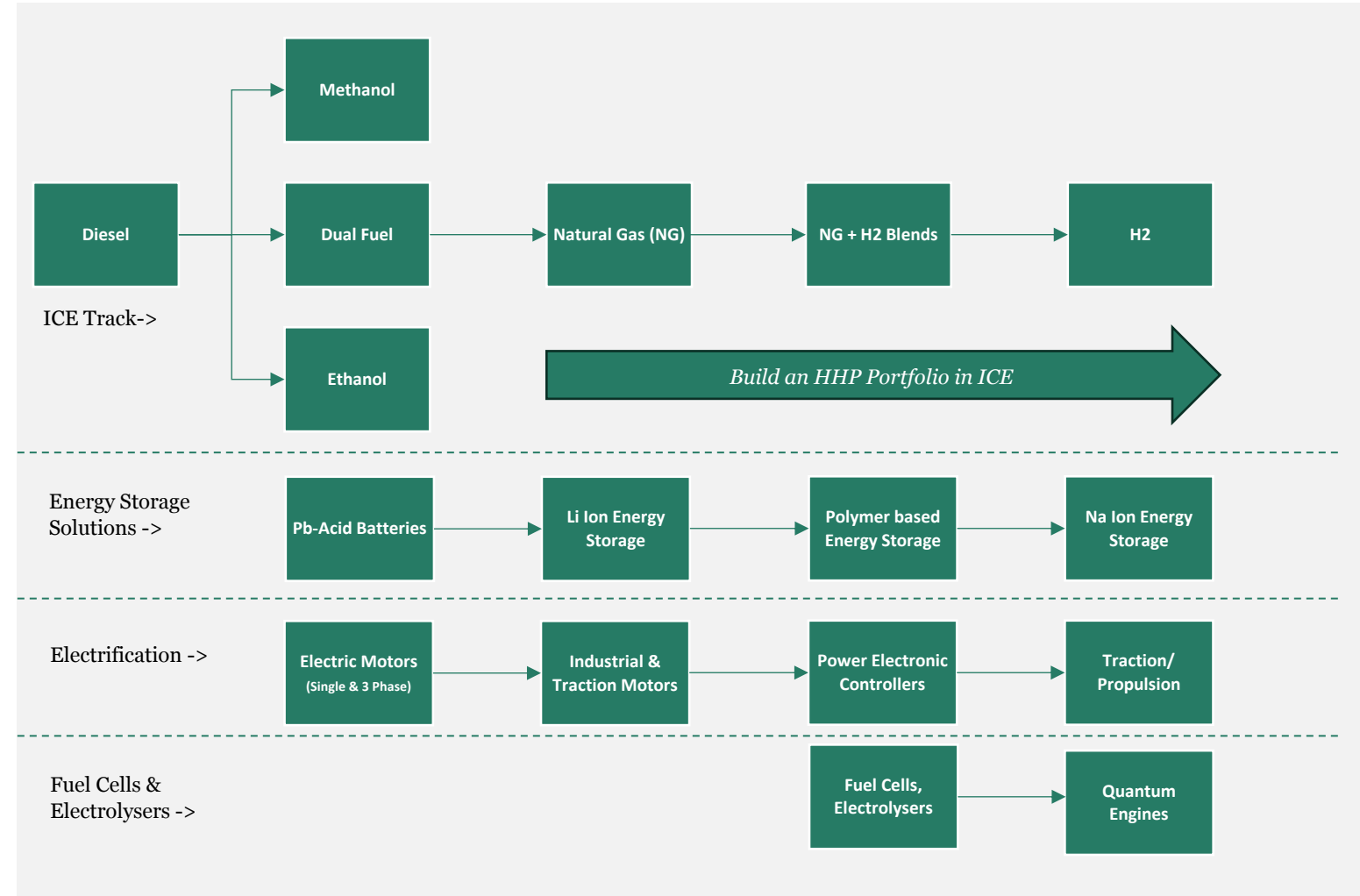
** Exceptional items relates to financial services business i.e. provision/(reversal) for the investment in alternative investment funds on account of regulatory change.

Our Technology Roadmap



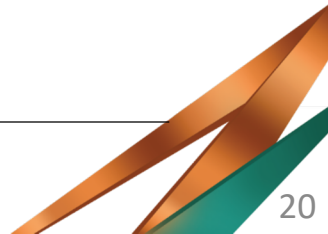
We remain focused on the 4 Tech tracks!

We have made significant progress on our ICE track in H1 of FY 23-24



We met our timelines on critical emission changes: CPCBIV+ & BSV

We have launched CPCBIV+ and are currently working with our OEMs for BSV



We met our timelines on critical emission changes: CPCBIV+ & BSV

We have launched CPCBIV+ and are currently working with our OEMs for BSV



**OptiPrime launched across 1000 kVA,
1500 kVA and 2020 kVA**



**New Product
Launches:
First order
received for
2020 kVA
OptiPrime**



We have launched Kirloskar Powergen

**Kirloskar
Powergen**



WHAT IS BETTER POWER?

We have launched Kirloskar Industrial

**Kirloskar
Industrial**

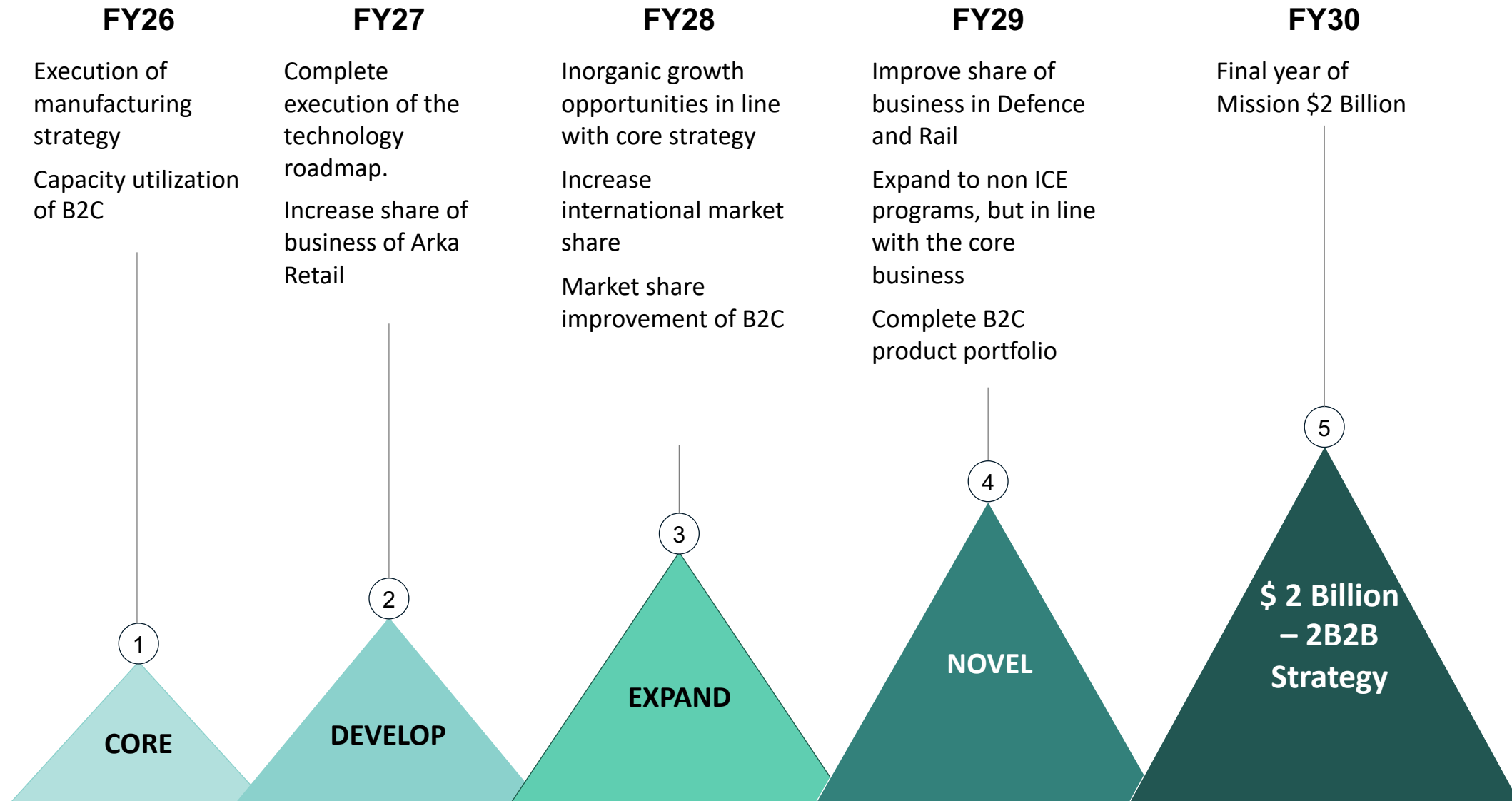


WHAT'S IN AN ENGINE?



- ABOUT KOEL
- PERFORMANCE UPDATE
- TECHNOLOGY ROADMAP
- **LONG TERM STRATEGY**

2B2B Strategy - The Ambition: Grow the Kirloskar Oil Engines business to \$2 Billion in the next 5 years at a consolidated level



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