

Earnings Presentation Q4 FY25

15th May 2025



GROWTH

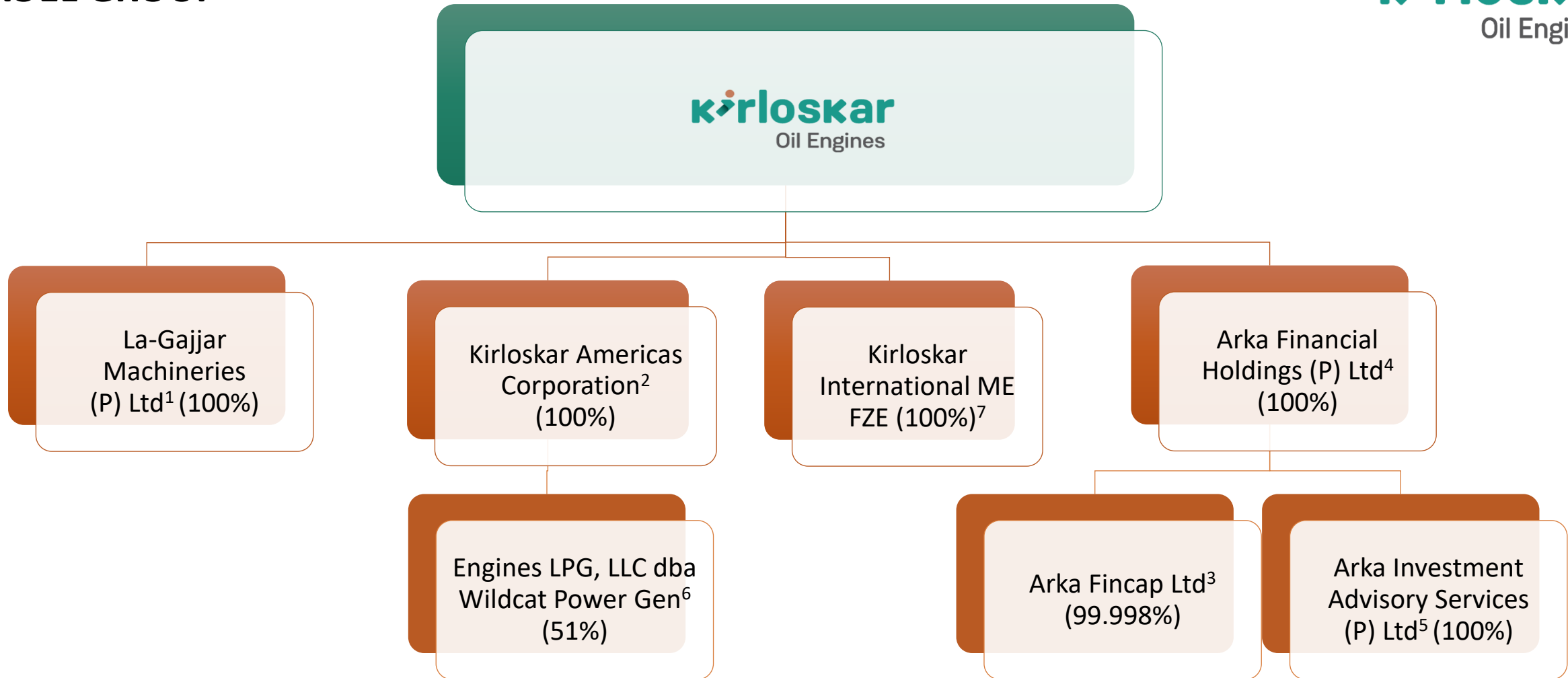
From Innovation to Impact

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1 76% with effect from 1st August 2017 and 100% with effect from 26th September 2022. Includes share of profit of ESVA Pumps India (P) Ltd (49% JV) upto 28th September 2024 [Optiqua Pipes and Electricals Private Limited 's (OPEPL) share of interest in joint venture was transferred to LGM w.e.f. 26th March 2024 on account of amalgamation of OPEPL with LGM].

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 30th March 2022.

6 with effect from 29th November 2023.

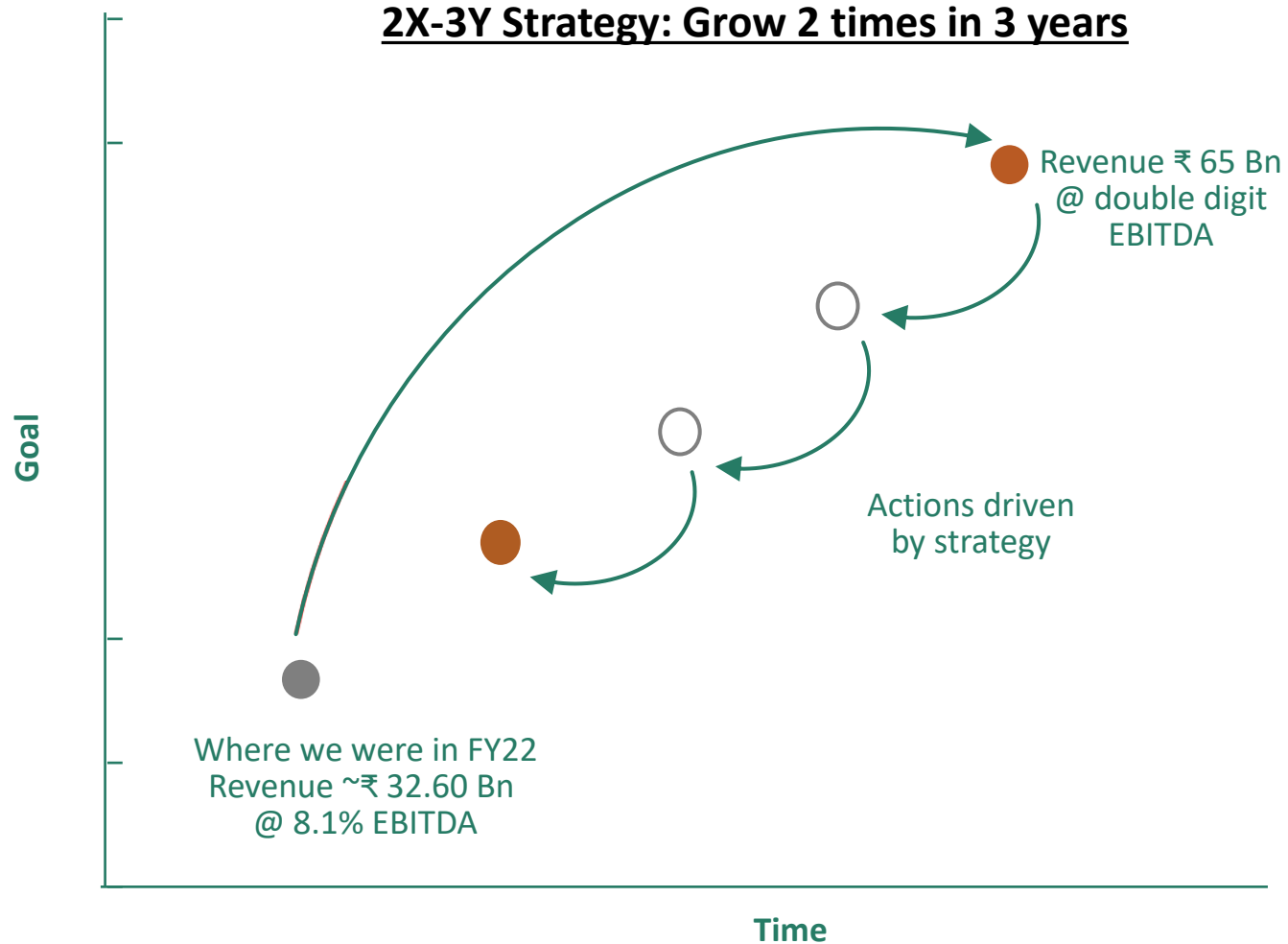
7 with effect from 7th January 2025 (yet to commence operations).

CONTENT

- **STRATEGY**
- BUSINESS OVERVIEW
- FINANCIAL OVERVIEW

OUR 2X-3Y STRATEGY - LOOKBACK

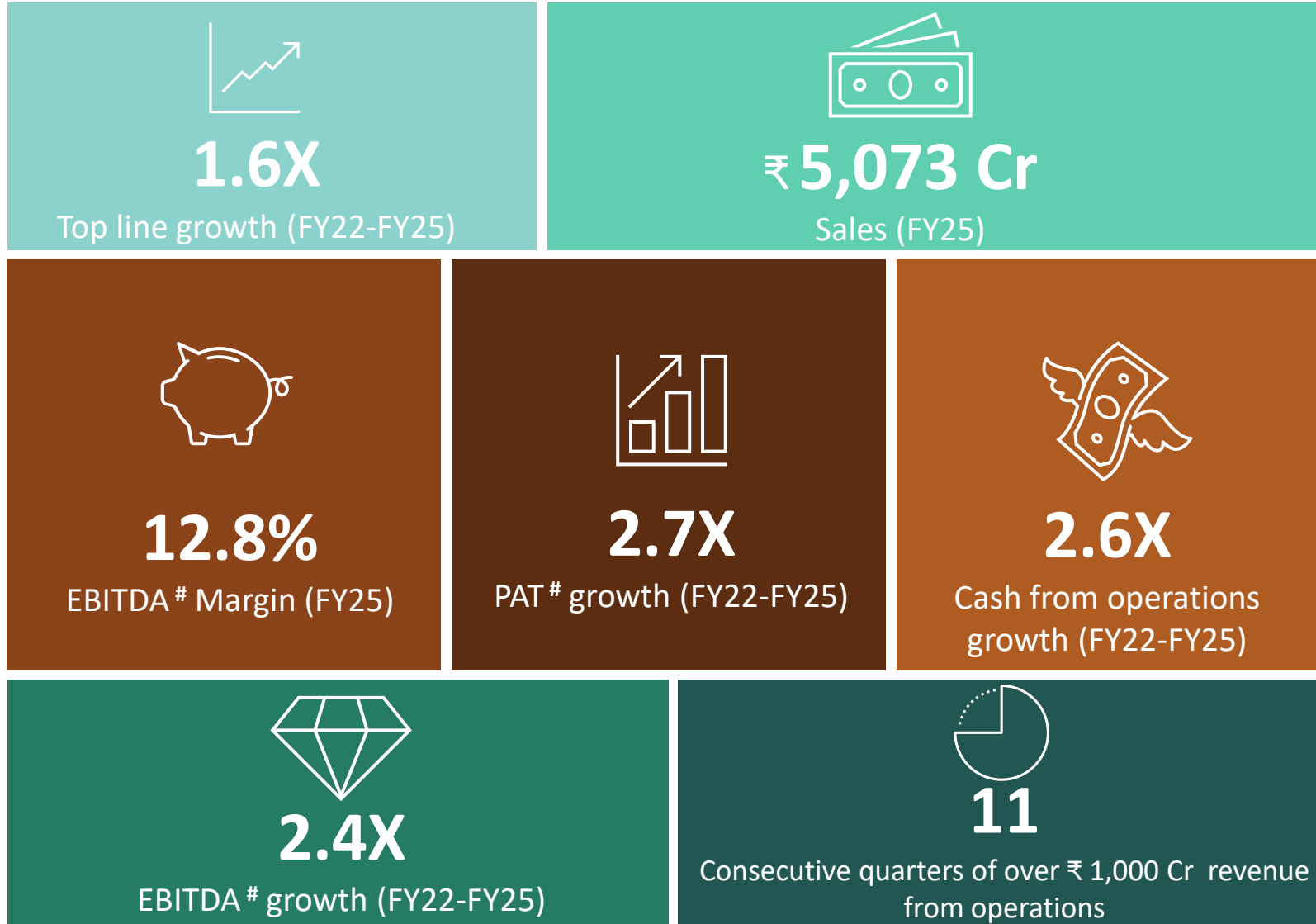
Looking to drive exponential growth from FY 2022 - FY 2025



2X-3Y Strategy Pillars



2X3Y JOURNEY- OUR ACHIEVEMENTS

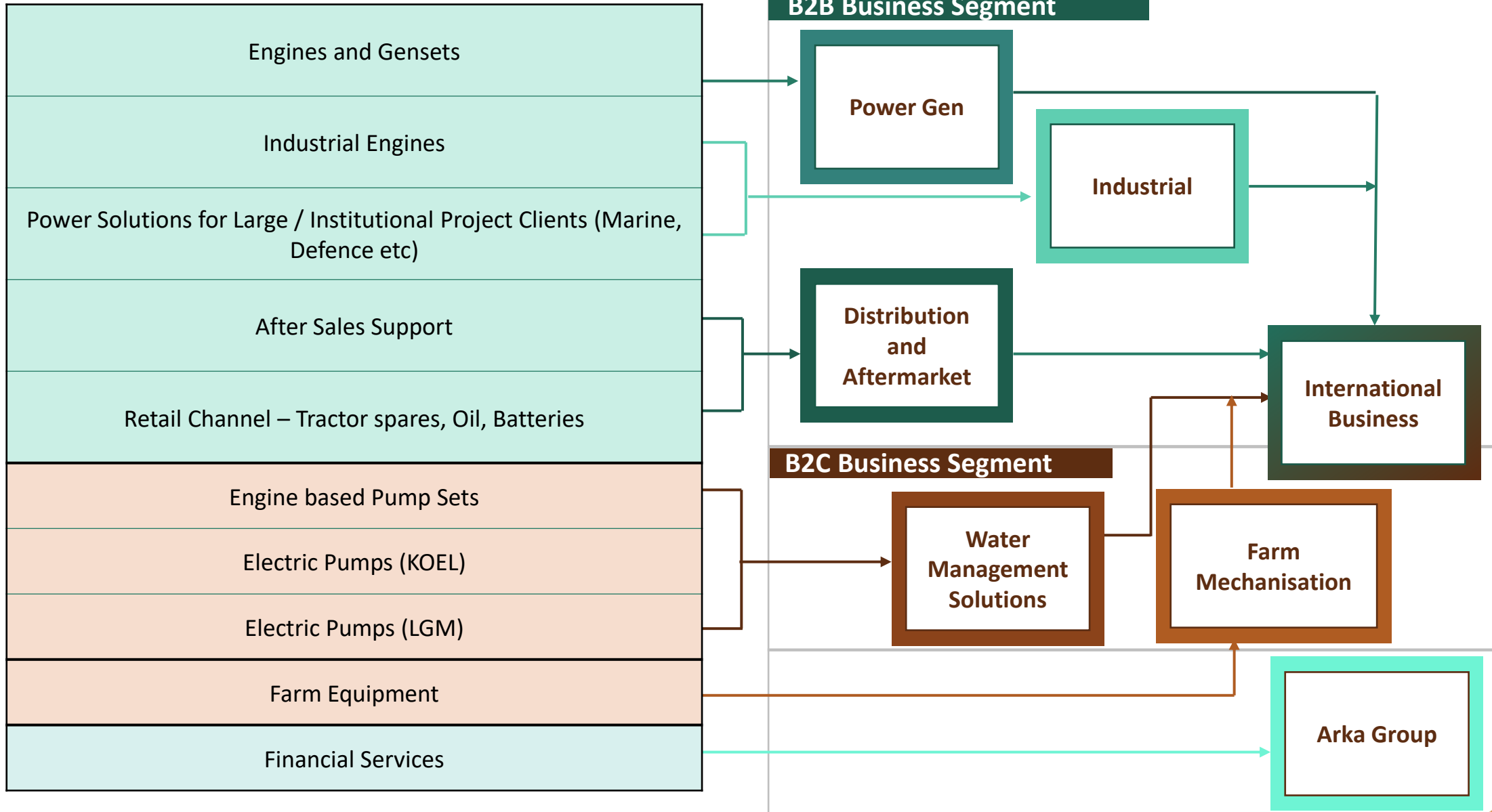


Numbers excluding exceptional items and including provision/(reversal) for overdue receivables made for a customer towards sales made in previous years. For details, please refer 'Note to the Audited Financial Results' published on the stock exchanges

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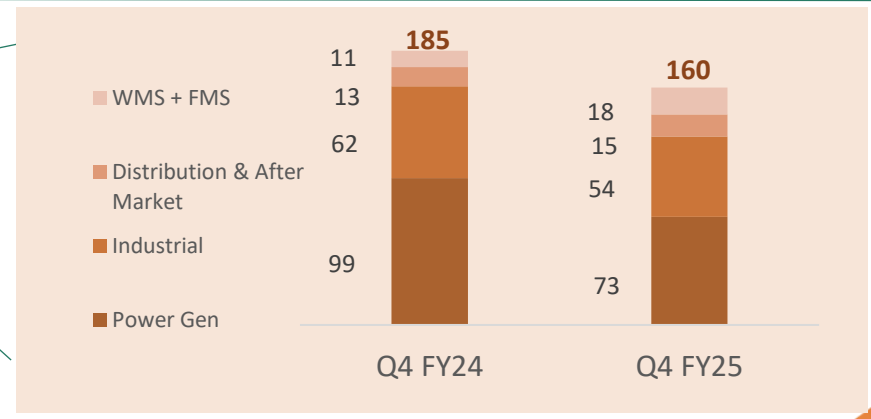
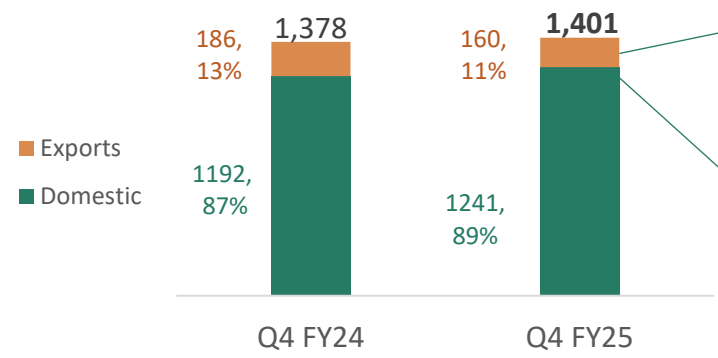
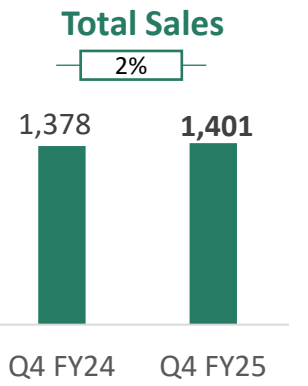
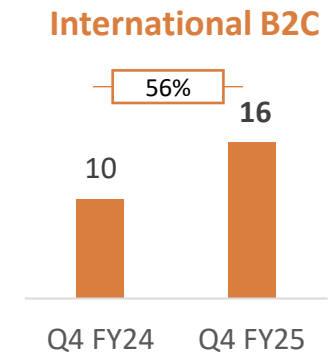
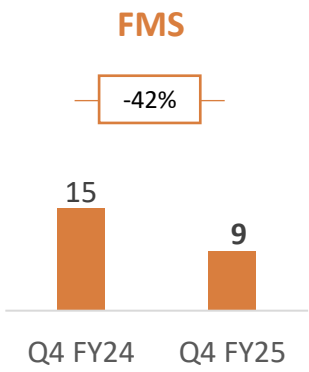
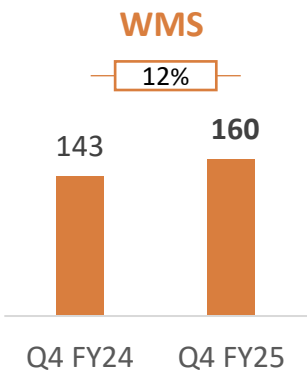
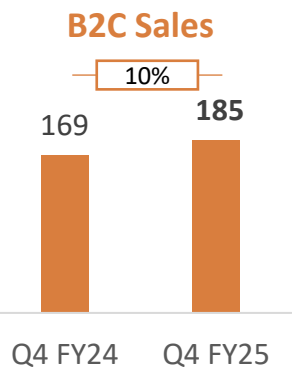
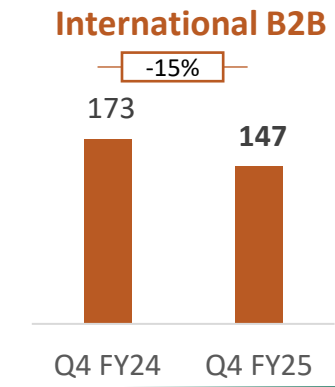
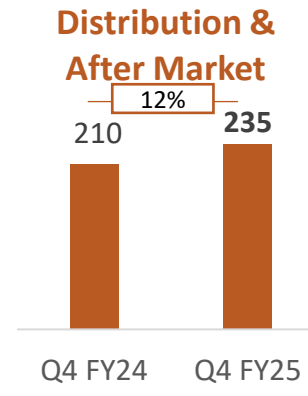
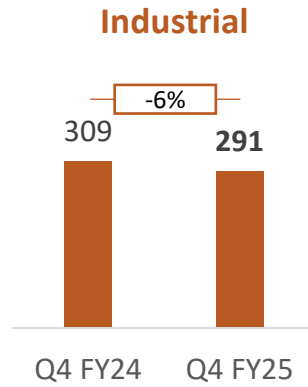
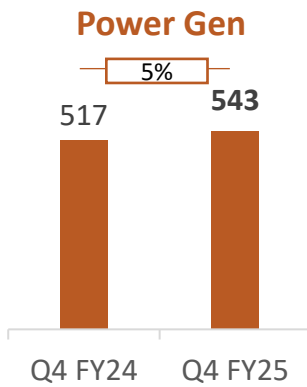
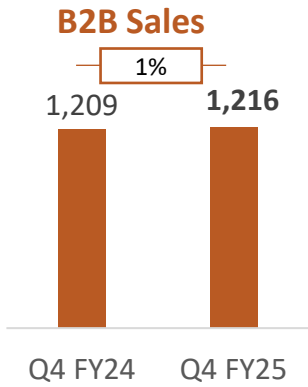
- STRATEGY
- **BUSINESS OVERVIEW**
 - STANDALONE
 - SALES HIGHLIGHTS
 - CONSOLIDATED
 - SEGMENT OVERVIEW
- FINANCIAL OVERVIEW

Products to Business Segments...



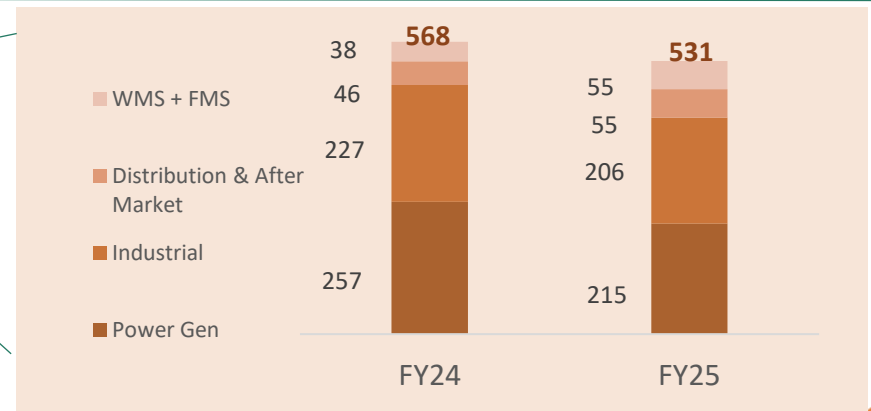
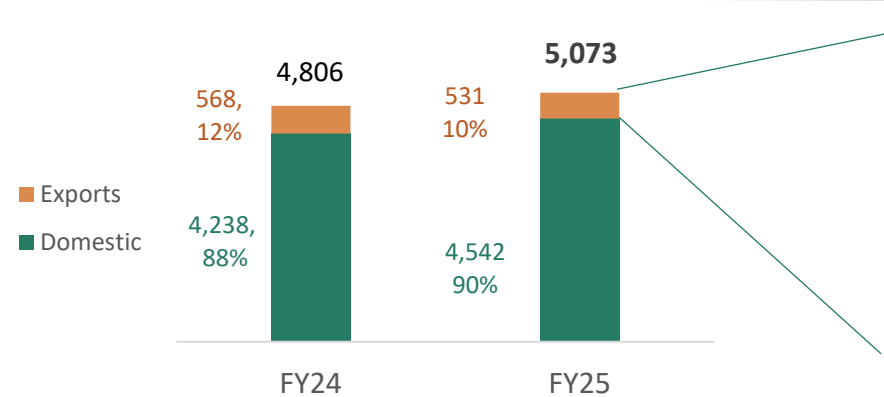
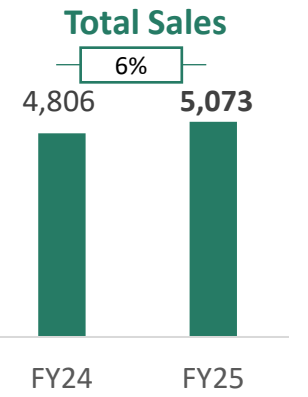
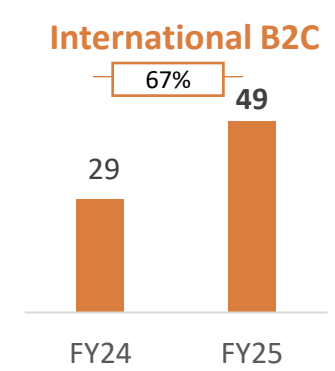
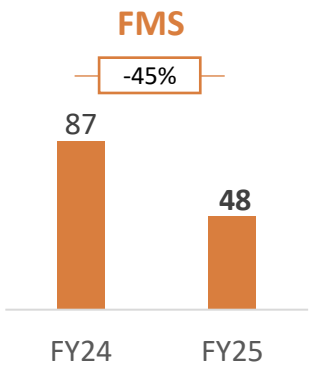
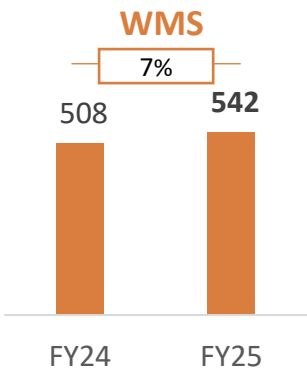
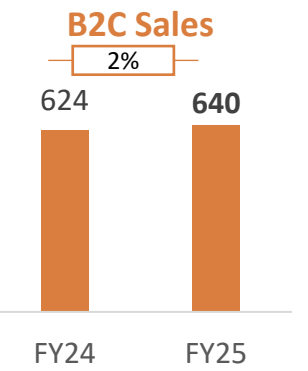
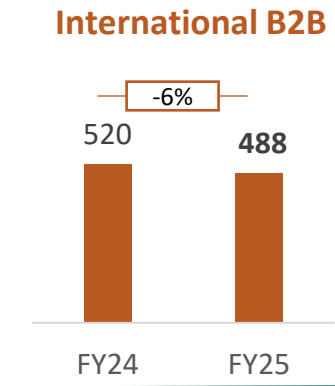
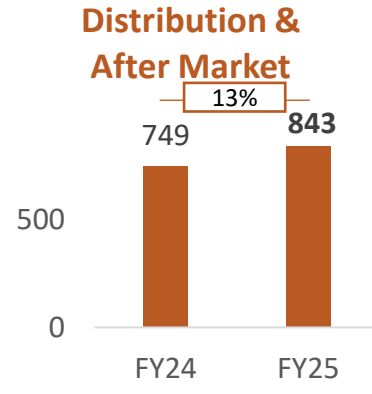
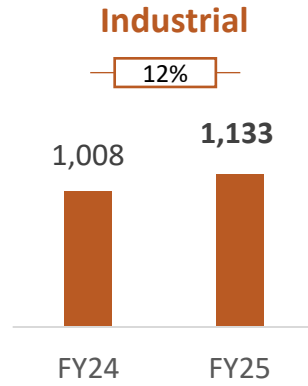
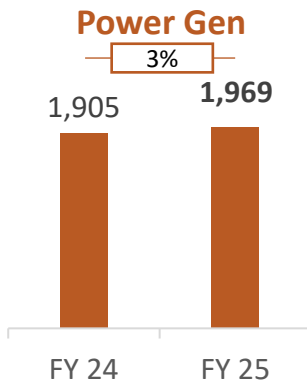
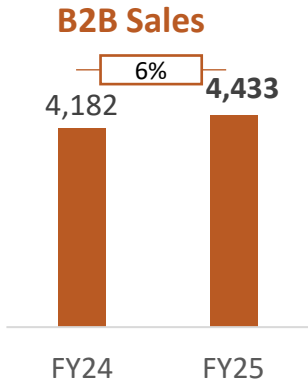
STANDALONE SALES HIGHLIGHTS – Q4 FY25 YoY

KOEL- Earnings Call – Q4 FY25 – Standalone Business Overview



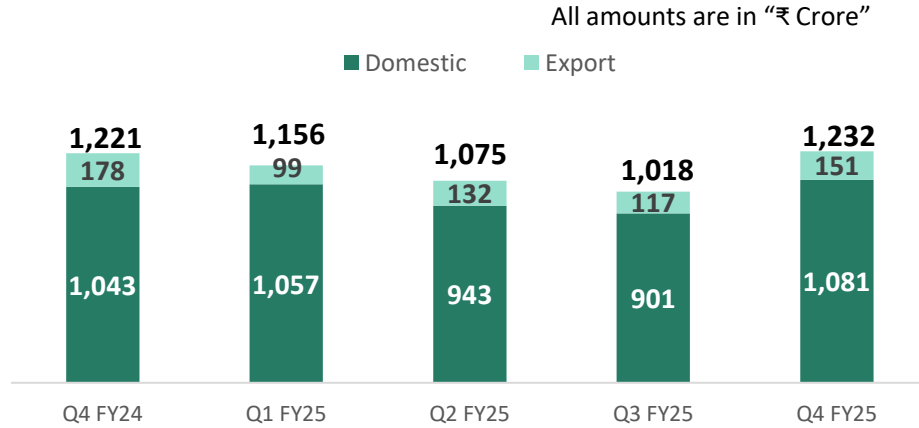
STANDALONE SALES HIGHLIGHTS – FY25 YoY

KOEL- Earnings Call – Q4 FY25 – Standalone Business Overview

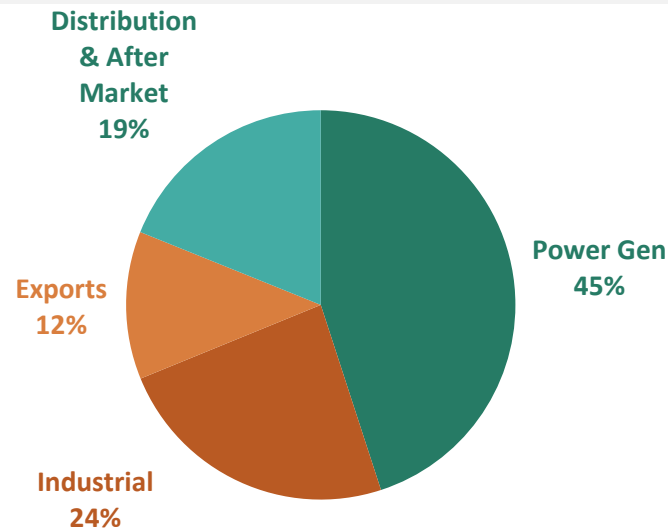


CONSOLIDATED SEGMENT PERFORMANCE OVERVIEW – B2B

Segment Revenue Trend



Segment Revenue Composition For Current Quarter



Performance Updates

- Strong growth of 21% over subdued previous quarter performance
- Highest ever BU sales for PowerGen, Distribution & Aftermarket BU (DABU) with double digit growth q-o-q.
- On YTD basis, Industrial and DABU delivered double digit growth

Domestic:

- Seamless BS V transition for industrial engines
- Strong demand from construction and defense sectors continues
- Genset demand stabilizing across all voltage ranges post-CPCB IV+ rollout
- High horsepower gensets gaining momentum; Optiprime range gaining traction as well

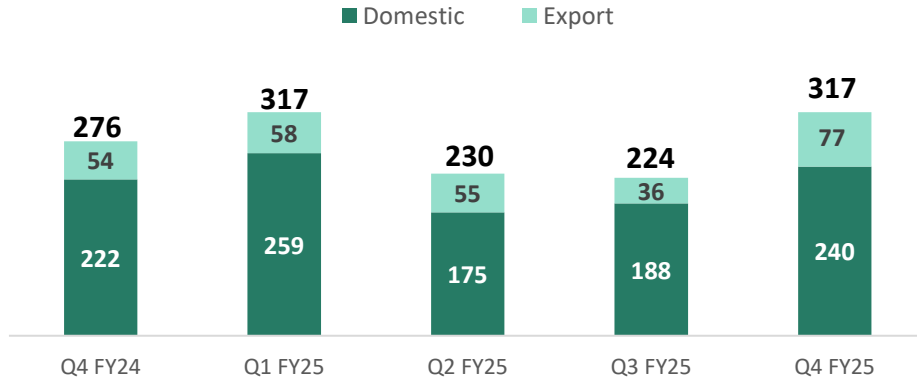
International:

- Focused on strengthening channels and expanding global sales & service network

CONSOLIDATED SEGMENT PERFORMANCE OVERVIEW – B2C

Segment Revenue Trend

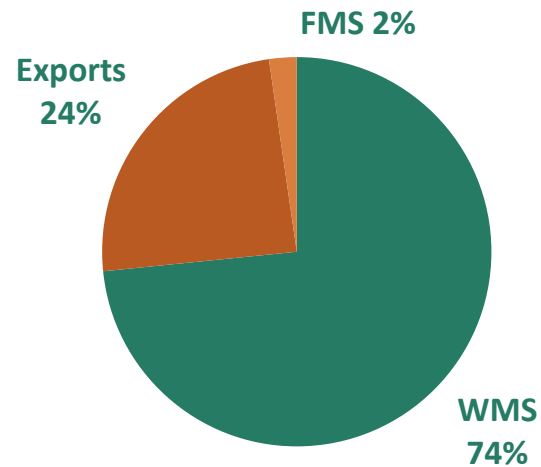
All amounts are in “₹ Crore”



Performance Updates

- Standalone WMS and B2C International business witnessed double digit growth
- B2C Consolidated revenue up by 42%(q-o-q) with significant profitability increase (269% q-o-q) with Sanand plant now stabilised
- Strong growth in B2C exports

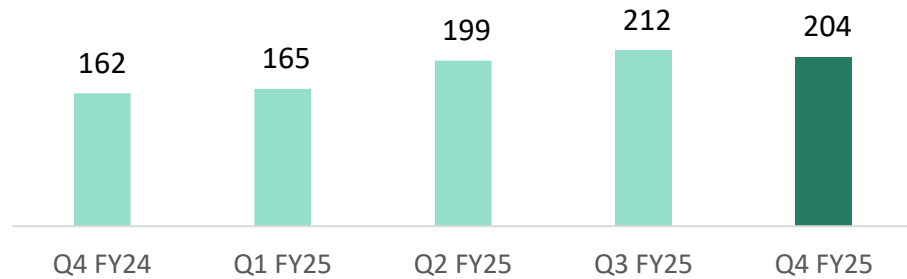
Segment Revenue Composition For Current Quarter



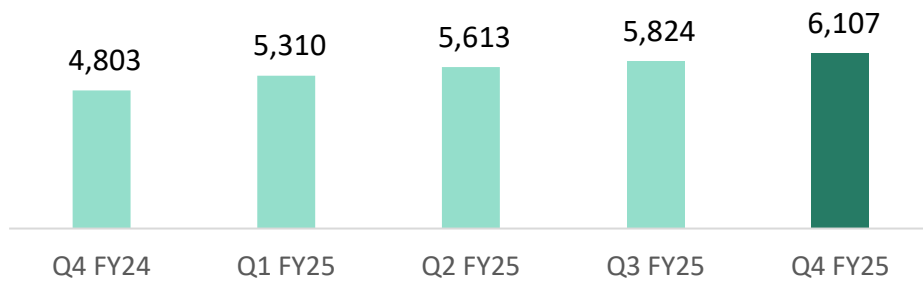
CONSOLIDATED SEGMENT PERFORMANCE OVERVIEW – FINANCIAL SERVICES

Segment Revenue Trend

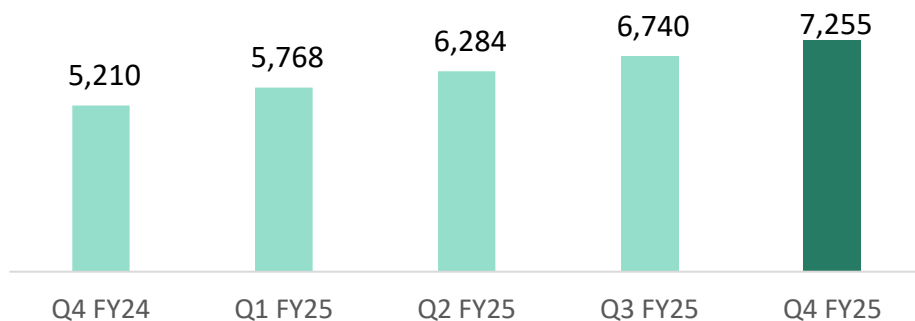
All amounts are in “₹ Crore”



Loan Book Trend



AUM* Trend



Performance Updates

- KOEL’s total investment in AFHPL as on 31st Mar 2025 stood at 1,053 Cr#
- AFHPL revenue from operations stood at 204 Cr in Q4 FY25; a growth of 26% YoY
- AFHPL PAT for FY25 stood at 71.8 Cr; a growth of ~7% YoY
- Total Debt as on 31st Mar 25 stood at 5,495 Cr
- Debt to Equity Ratio:
 - 31st Mar 25 - 4.4
 - 31st Dec 24 - 4.0
 - 30th Sep 24 - 4.1
 - 30th Jun 24 - 3.5
 - 31st Mar 24 - 3.3
- Total AUM* as on 31st Mar 25 at Rs. 7,255 Cr
- Drive to grow Secured granular retail business continues.

*Excludes treasury assets and includes off balance sheet loan book

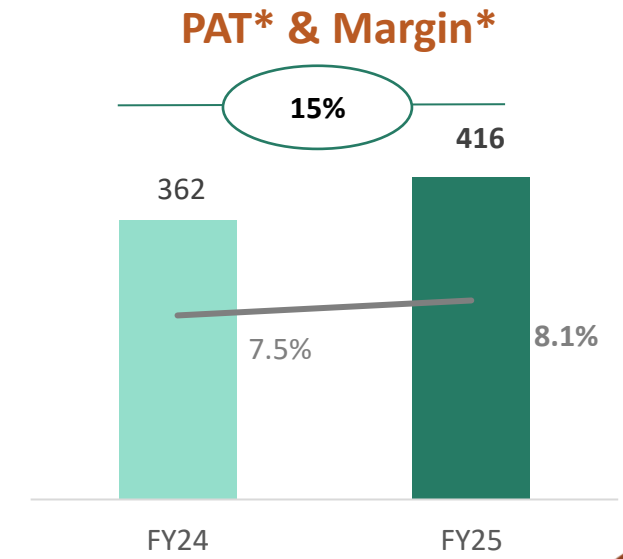
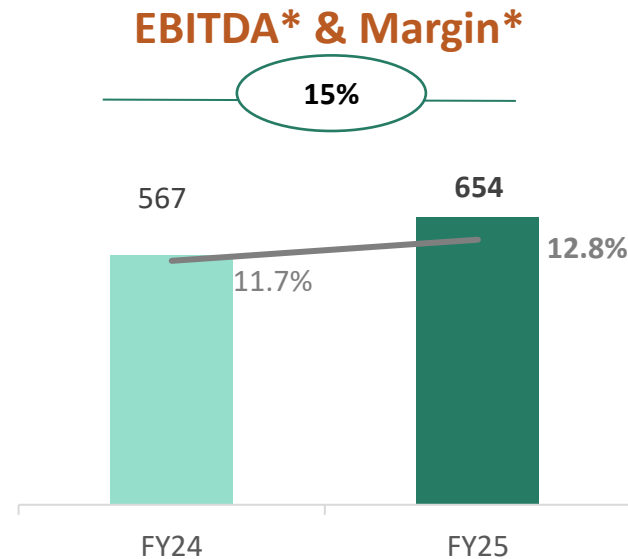
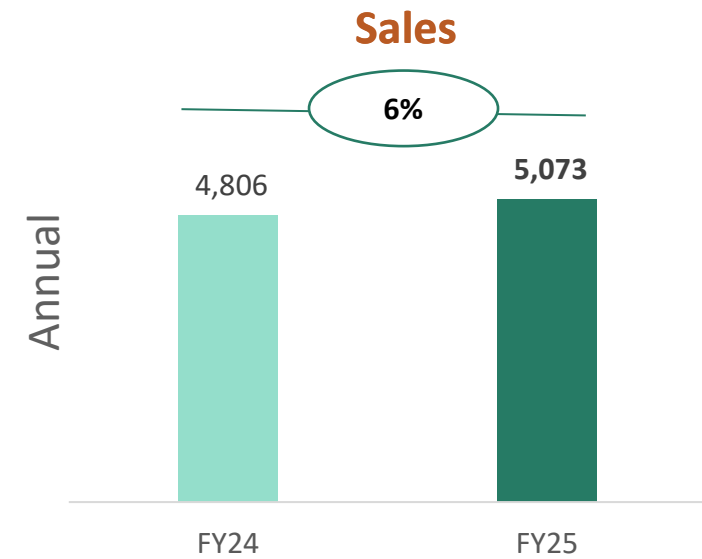
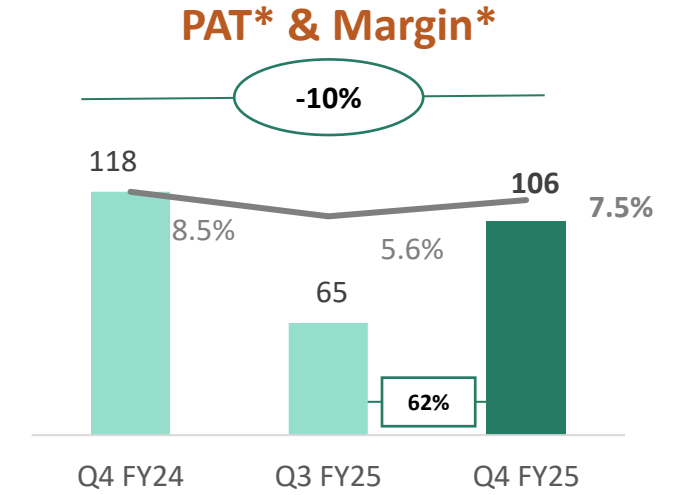
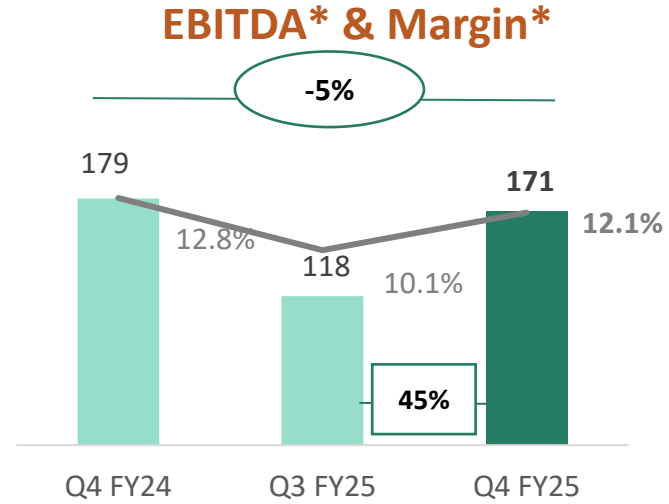
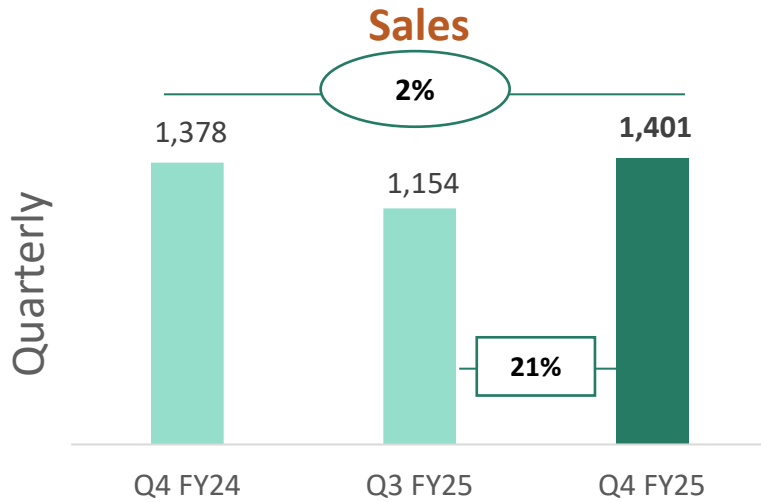
Includes profit of 53 Cr on holding structure change.

- Figures for the previous period have been regrouped and / or reclassified wherever considered necessary to conform to current period presentation

- STRATEGY
- BUSINESS OVERVIEW
- **FINANCIAL OVERVIEW**
 - **STANDALONE**
 - PERFORMANCE HIGHLIGHTS
 - PROFIT AND LOSS STATEMENT
 - WORKING CAPITAL AND NET CASH POSITION
 - **CONSOLIDATED**
 - PERFORMANCE HIGHLIGHTS
 - PROFIT AND LOSS STATEMENT
 - SEGMENT RESULTS

STANDALONE – PERFORMANCE HIGHLIGHTS

All amounts are in “₹ Crore” Oil Engines



*Numbers excluding exceptional item and including provision/(reversal) for overdue receivables made for a customer towards sales made in previous years. EBITDA margin for the current quarter and year, excluding reversal for overdue receivable provision is 12.1% and 12.0% respectively. For details, please refer 'Note to the Audited Financial Results' published on the stock exchanges.

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STANDALONE - PROFIT AND LOSS STATEMENT

All amounts are in "₹ Crore"

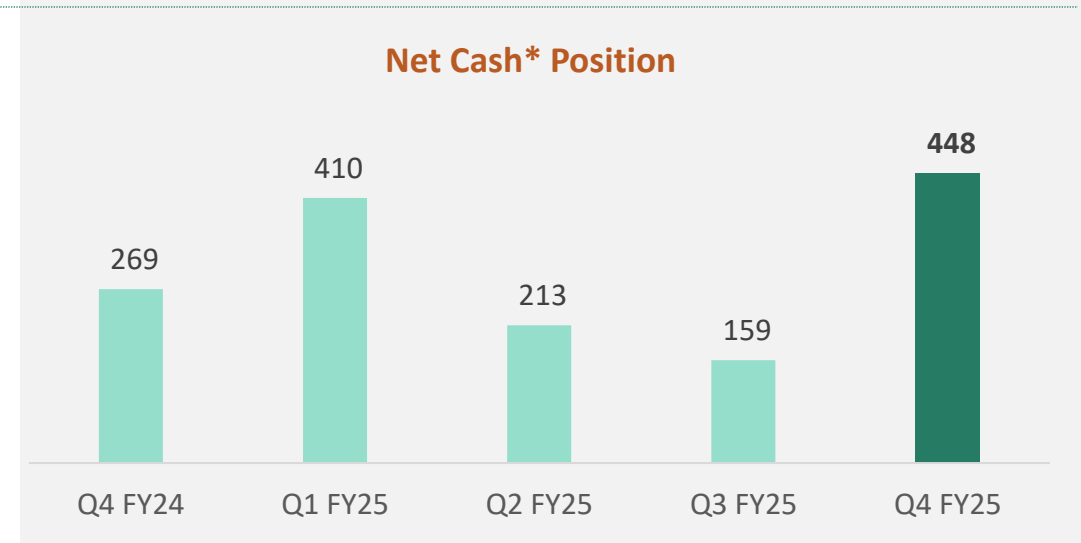
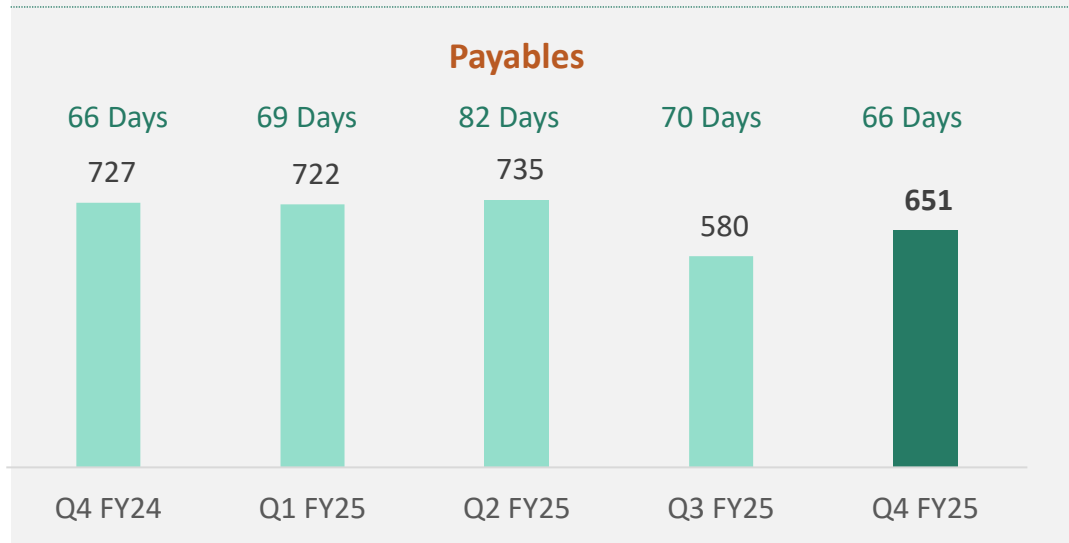
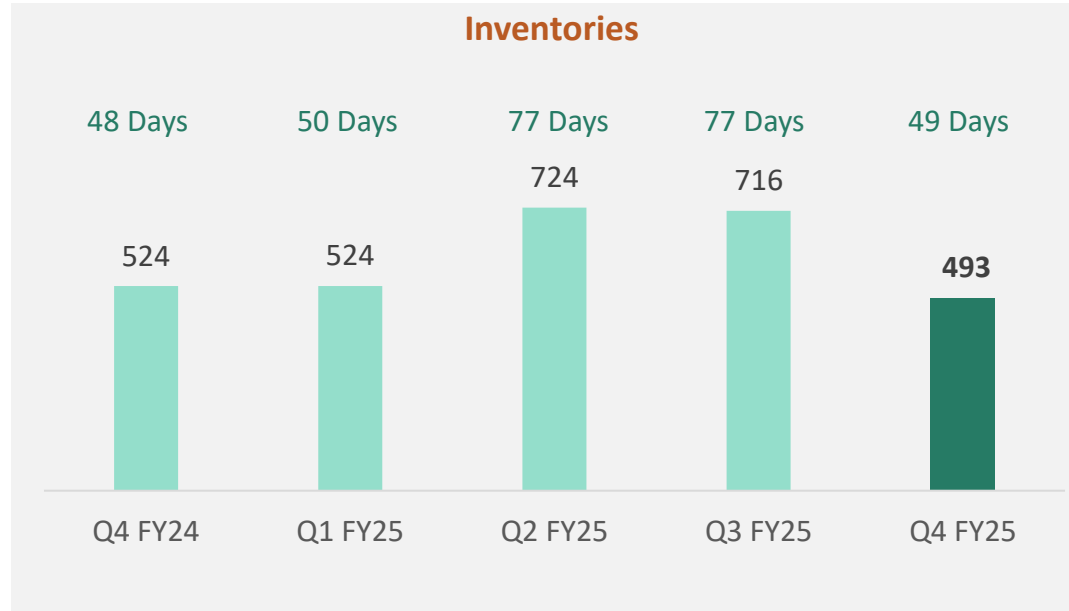
Particulars	Q4 FY25	Q3 FY25	Q-o-Q	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Net Sales	1,401.1	1,153.8	21%	1,377.9	2%	5,072.7	4,806.4	6%
Other Operating Income	11.4	9.8	16%	13.7	-17%	40.6	44.2	-8%
Revenue From Operations	1,412.5	1,163.6	21%	1,391.7	1%	5,113.3	4,850.5	5%
Raw Material	937.0	759.1	23%	921.2	2%	3,336.8	3,243.9	3%
Employee Costs	88.0	83.5	5%	86.9	1%	344.1	306.9	12%
Other Expenses	216.8	203.2	7%	204.8	6%	778.6	735.5	6%
EBITDA #	170.8	117.9	45%	178.8	-4%	653.7	564.2	16%
EBITDA Margin (%)	12.1%	10.1%	19%	12.8%	-6%	12.8%	11.7%	9%
Other Income	8.5	5.9	45%	7.9	8%	34.4	24.8	39%
Depreciation	33.7	32.0	5%	25.7	31%	117.0	97.0	21%
Finance Costs	3.7	3.1	18%	2.9	28%	12.1	7.8	56%
PBT Before Exceptional Items	141.9	88.7	60%	158.1	-10%	559.1	484.3	15%
Exceptional Items - (Expenses) / Income	20.9	-	100%	-	100%	20.9	-	100%
PBT	162.8	88.7	84%	158.1	3%	580.0	484.3	20%
Tax	41.6	23.6	76%	40.5	3%	148.0	125.2	18%
PAT	121.1	65.0	86%	117.6	3%	431.9	359.1	20%
PAT Margin (%)	8.6%	5.6%	53%	8.5%	1%	8.4%	7.4%	14%

#Numbers including provision/(reversal) for overdue receivables made for a customer towards sales made in previous years. EBITDA margin for the current quarter and year, excluding reversal for overdue receivable provision is 12.1% and 12.0% respectively. For details, please refer 'Note to the Audited Financial Results' published on the stock exchanges .

- Numbers for the previous periods have been regrouped wherever required to make them comparable with those of the current periods.

STANDALONE WORKING CAPITAL AND NET CASH* POSITION

All amounts are in “₹ Crore” Oil Engines



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.

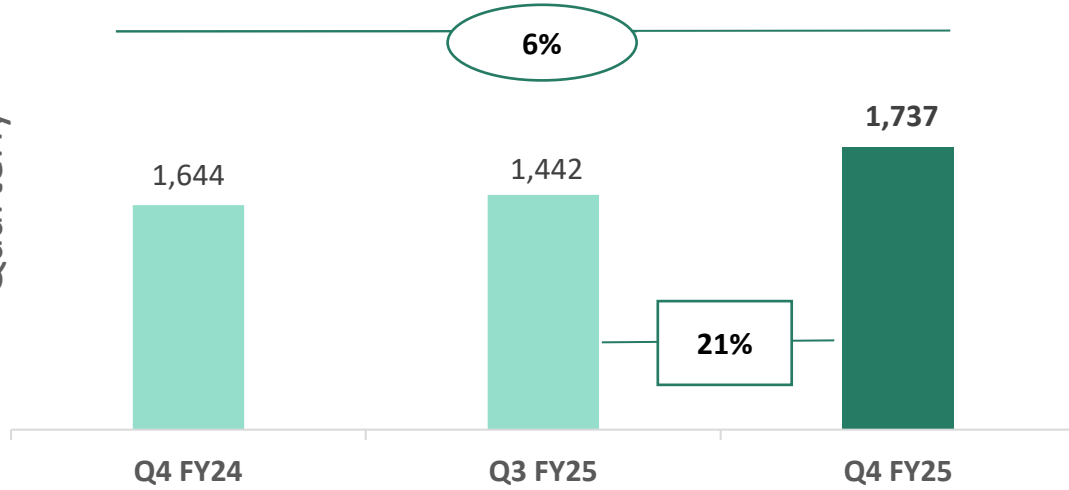


CONSOLIDATED – PERFORMANCE HIGHLIGHTS

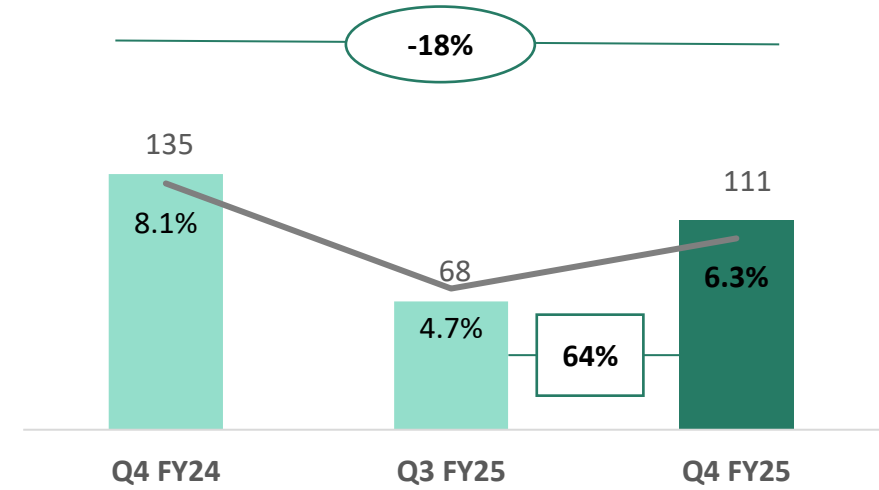
All amounts are in “₹ Crore” Oil Engines

Sales

Quarterly

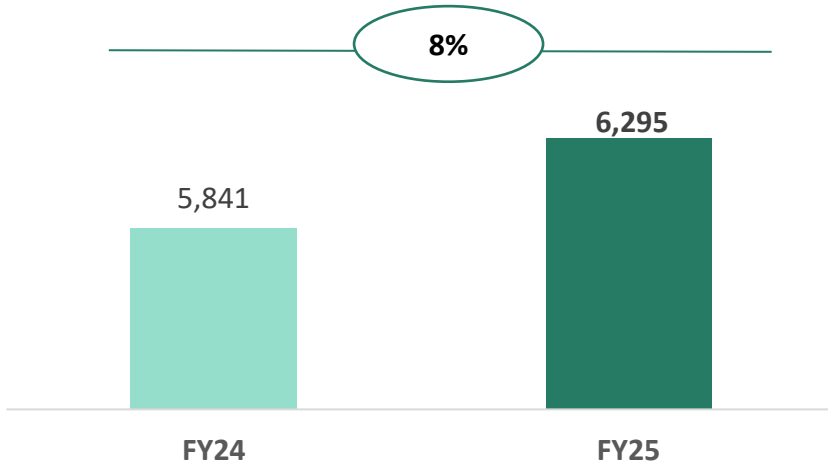


PAT* & Margin*

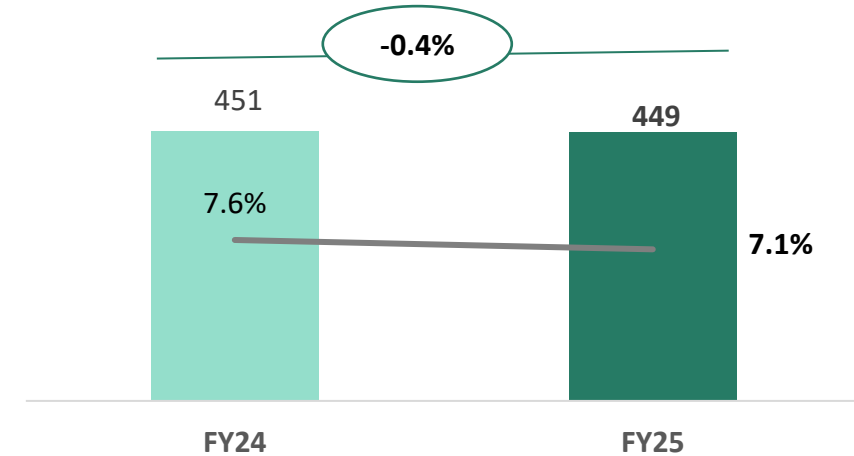


Sales

Annual



PAT* & Margin*



*Numbers excluding exceptional items and including provision/(reversal) for overdue receivables made for a customer towards sales made in previous years. PAT margin for the current quarter and year excluding exceptional item and reversal for overdue receivable provision is 6.3% and 6.6% respectively. For details, please refer 'Note to the Audited Financial Results' published on the stock exchanges.

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CONSOLIDATED - PROFIT AND LOSS STATEMENT

All amounts are in "₹ Crore"

Particulars	Q4 FY25	Q3 FY25	Q-o-Q	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Net Sales*	1,737.1	1,441.5	21%	1,643.6	6%	6,294.8	5,841.2	8%
Other Operating Income	15.75	12.2	30%	16.4	-4%	54.3	57.1	-5%
Revenue From Operations	1,752.9	1,453.7	21%	1,660.0	6%	6,349.1	5,898.3	8%
Other Income	15.01	10.61	41%	7.2	110%	46.6	28.6	63%
Total Income	1,767.9	1,464.3	21%	1,667.2	6%	6,395.7	5,927.0	8%
Raw Material	1,012.9	803.2	26%	969.1	5%	3,591.9	3,497.2	3%
Employee Costs	142.4	133.5	7%	125.9	13%	537.4	429.6	25%
Other Expenses	284.4	262.3	8%	262.0	9%	1,028.9	943.9	9%
Depreciation	39.2	37.3	5%	31.1	26%	139.8	118.8	18%
Finance Costs	130.6	133.4	-2%	96.7	35%	483.0	328.9	47%
Share of net profit/(loss) of joint venture accounted for using the equity method (net of tax)	-	-	0%	0.4	-100%	0.7	1.3	-45%
PBT Before Exceptional Items	158.4	94.6	67%	182.7	-13%	615.5	610.5	1%
Exceptional items - (Expenses) / Income	20.90	-	100%	15.6	34%	36.2	(15.29)	337%
PBT**	179.3	94.6	89%	198.3	-10%	651.7	595.2	9%
Tax	52.7	26.7	97%	51.5	2%	175.9	155.5	13%
PAT **	126.6	67.9	86%	146.8	-14%	475.83	439.7	8%
PAT Margin (%)**	7.2%	4.7%	55%	8.8%	-18%	7.5%	7.5%	1%

*Net Sales includes revenue from financial services business.

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

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SEGMENT RESULTS - CONSOLIDATED

All amounts are in "₹ Crore"

Particulars	Q4FY25	Q3FY25	QoQ	Q4 FY24	YoY	FY25	FY24	YoY
Segment Revenue								
B2B	1,231.8	1,018.3	21%	1,221.2	1%	4,481.0	4,228.4	6%
B2C	317.1	223.8	42%	276.3	15%	1,087.7	1,105.4	-2%
Financial Services	204.0	211.6	-4%	162.5	26%	780.4	564.6	38%
Revenue From Operations	1,752.9	1,453.7	21%	1,660.0	6%	6,349.1	5,898.3	8%
Segment Results #								
B2B	114.6	91.0	26%	146.5	-22%	496.6	460.2	8%
B2C	35.0	(20.8)	269%	14.4	143%	35.0	50.4	-31%
Financial Services###	11.0	28.6	-62%	22.2	-51%	89.3	105.8	-16%
Unallocated	4.1	1.7	139%	3.7	12%	16.6	7.4	126%
Total	164.7	100.6	64%	186.8	-12%	637.6	623.9	2%
Less:								
Finance Costs*	6.3	6.0	5%	4.1	54%	22.1	13.3	66%
Exceptional items**- (Income)/Expense	(20.9)	-	100%	(15.6)	34%	(36.2)	15.3	337%
Profit Before Tax	179.3	94.6	89%	198.3	-10%	651.7	595.2	9%

Profit/(Loss) before exceptional items, tax and interest from each segment

Profit/(Loss) before exceptional items, tax and after interest.

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

** For details of Exceptional items, please refer 'Note to the Audited Financial Results' published on the stock exchanges.

- Numbers for the previous periods have been regrouped wherever required to make them comparable with those of the current periods.

For Further Information Please Contact:

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Analyst Meeting

Kirloskar Oil Engines Limited

May 2025



DISCLAIMER & SAFE HARBOR STATEMENT

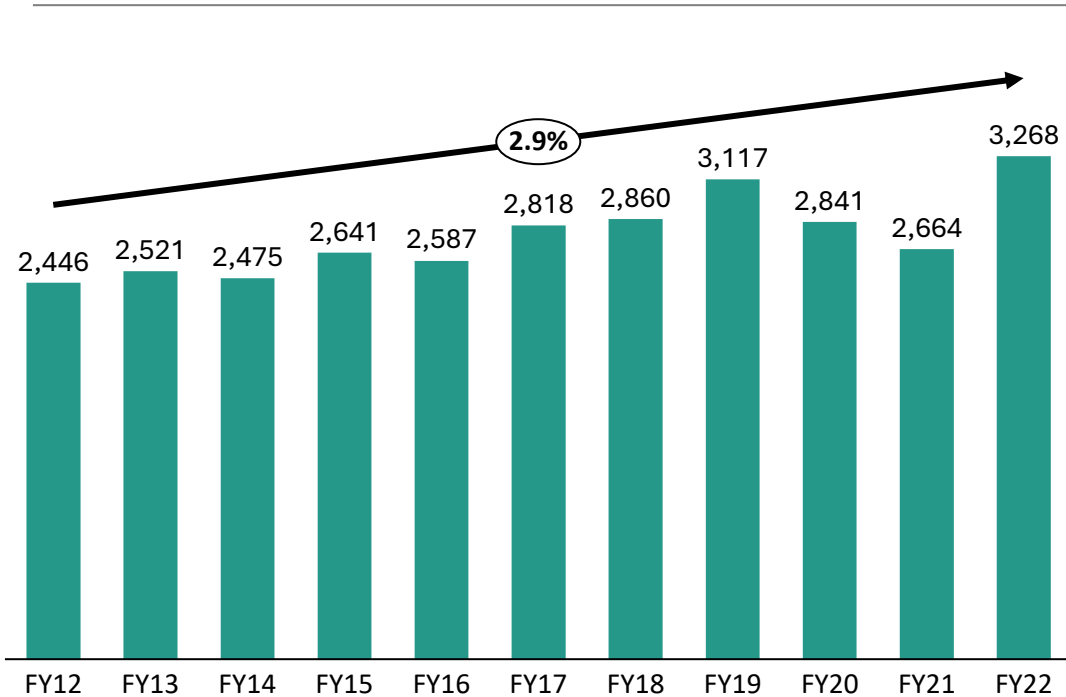
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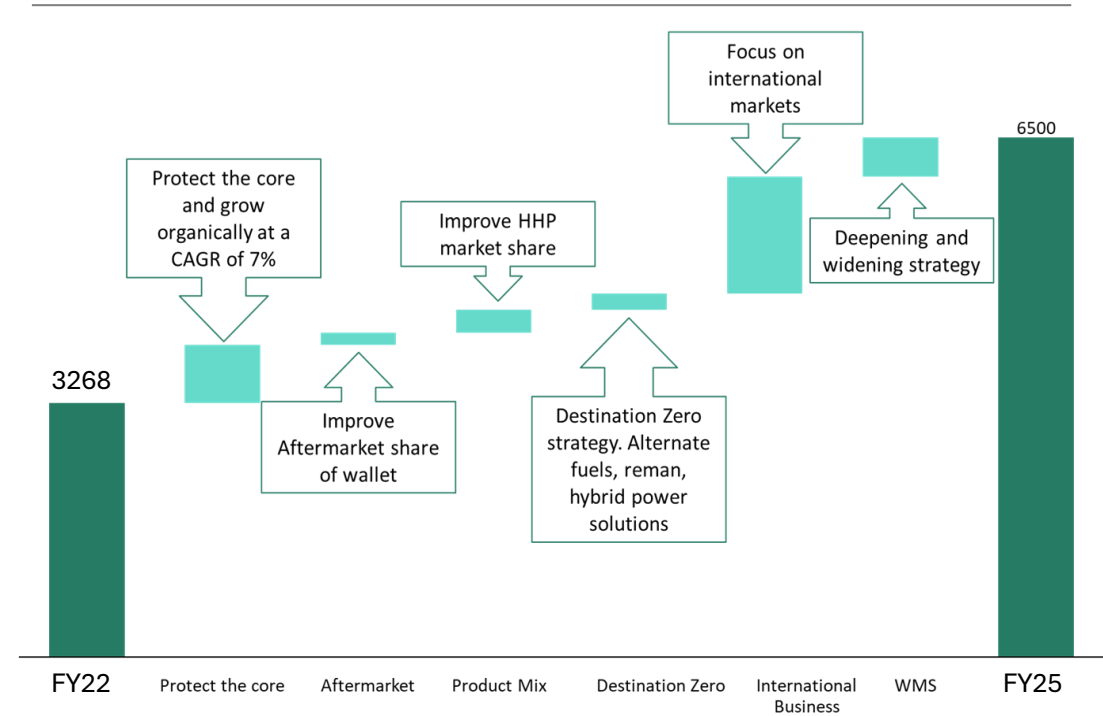
The ambition of 2X3Y was a significant departure from the previous 10 years performance

KOEL revenue CAGR between FY12 to FY22



KOEL 2X3Y Ambition

All Values in INR Cr



- Our long term growth rate for Kirloskar Oil Engines was below inflation
- We took an ambitious target to double our revenues by FY25
- The ambition had several inherent assumptions and relied very heavily around growth in international markets in B2B and deepening & widening in B2C

Our 2X3Y Goal Tree: We focused on 5 pillars to drive the 2X3Y Strategy

Objectives	Strategic Pillars	Key Programs	
Growth Mindset	Drive Business Growth, EBITDA & Cash Generation	B2B Businesses- Deploy Core Diesel Growth Strategy	
		B2C Businesses- Drive Growth, Agility & Path to Profitability	
	Optimize Channel		Drive growth in International Markets
			Create partnerships with Key OEMs
Customer Delight	Execute Technology & Digital Roadmap	Encircle our customers through Channel Strategy (GTM)	
		Timely execution of key programs- B2B & B2C	
		Leveraging digital & analytics for growth	
		Service & Aftermarket as a strategic lever	
Employer of choice	Achieve operational excellence	Creating a leadership pipeline & performance culture	
		Execute our Technology roadmap	
	Become an employer of choice		Manufacturing, SCM & Quality as competitive advantage
			Optimize costs through cost reduction & VAVE initiatives



Our Products & Solutions: We have launched multiple new products and solutions in the last 3 years



Kirloskar Oil Engines unveils world's smallest 1000 kVA generator at Middle East Energy Exhibition



This latest product is a testament to KOEL's engineering excellence, combining compact design, high performance, and environmental sustainability

Kirloskar launches world's smallest 1000 kVA generator, boosts green energy push

In addition, Kirloskar introduced the Sentinel Series for homes and small businesses, reinforcing its dedication to energy efficiency and compliance with global emission standards.

By BL Pune Bureau

Updated - April 08, 2025 at 07:53 PM.



2500 kVA Dual Core OptiPrime Power System



Hybrid Gensets

Our new products introductions & solutions: Sentinel Series and OptiPrime Power Systems

Kirloskar Powergen: Sentinel Series



Kirloskar Powergen: OptiPrime Series



We are working towards creating value for our customers by offering power dense and flexible solutions



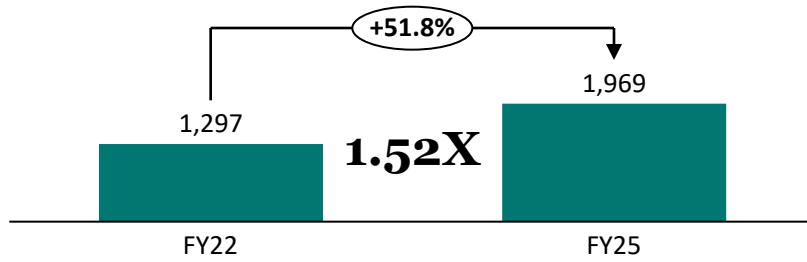
Our Products & Solutions: We are working with the Indian Navy to develop indigenized propulsion engine platform



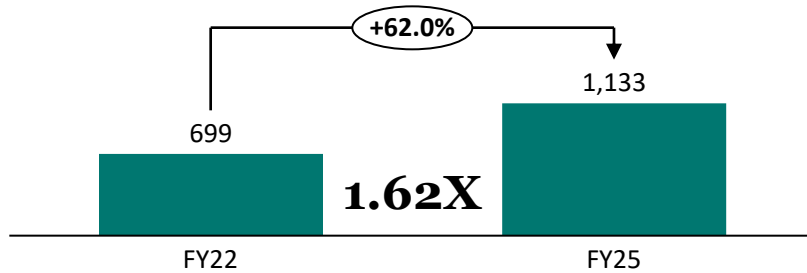
3 MW to 10 MW



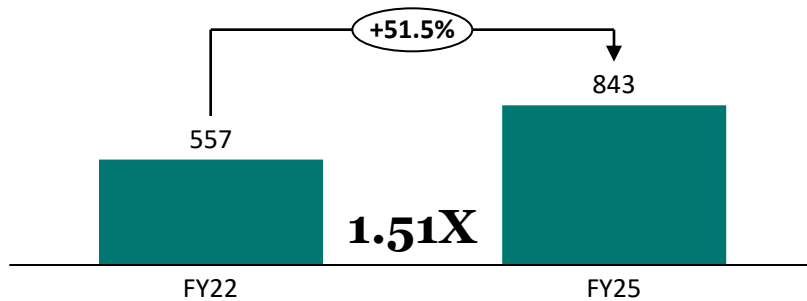
Our 2X3Y journey -> Every business achieved >1.5X (other than FMS)



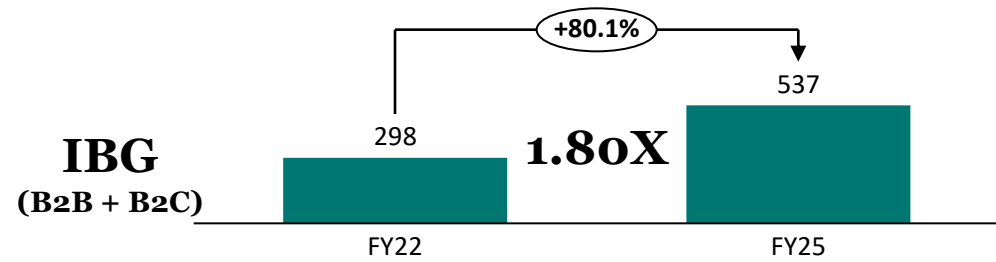
PGBU



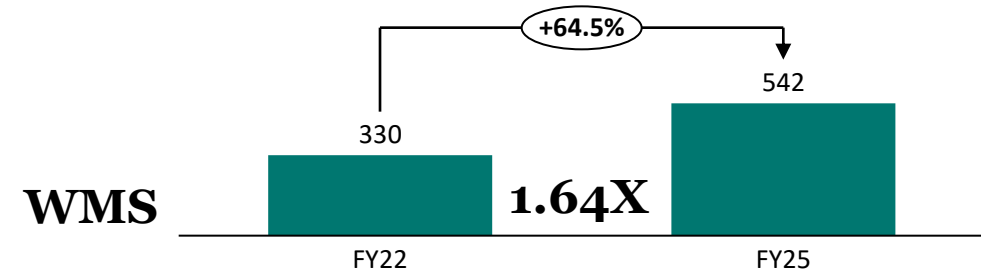
Industrial



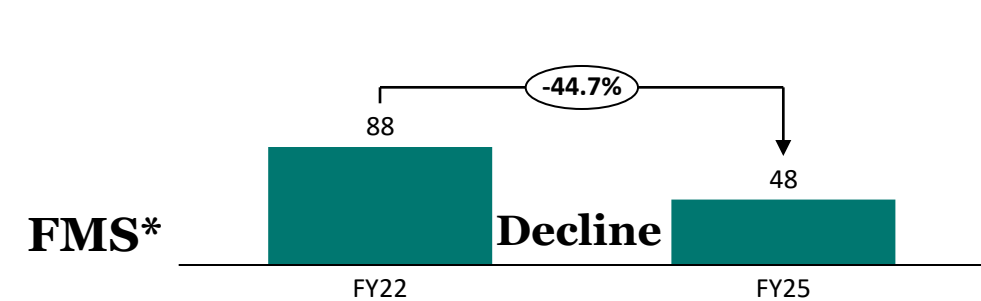
DABU



**IBG
(B2B + B2C)**



WMS



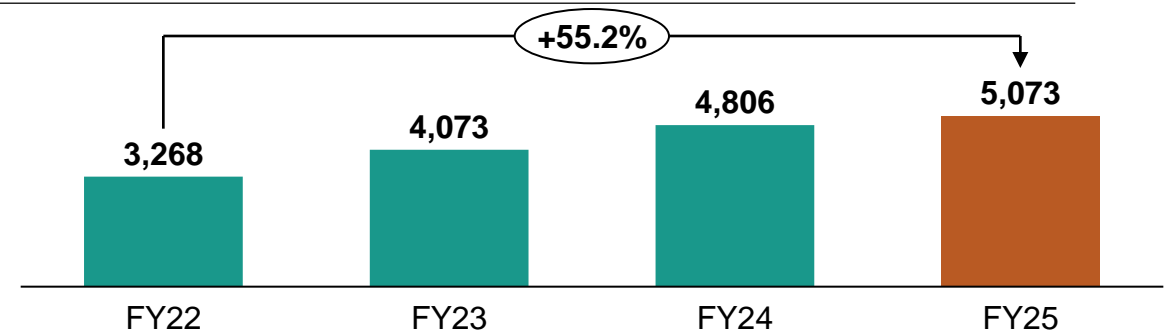
FMS*

Our 2X3Y journey ended with Q4'25 -> A satisfying performance across the trifecta

1.6X



Revenue grew from INR 3,268 Cr to INR 5,073 Cr

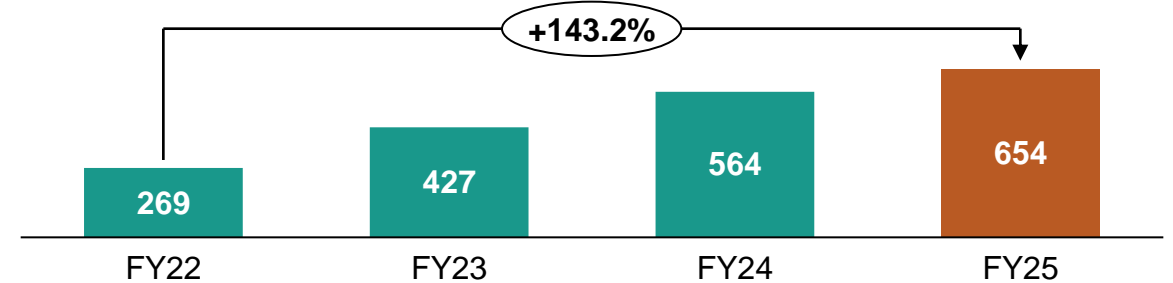


EBITDA

2.4X



EBITDA grew from INR 269 Cr to INR 654 Cr

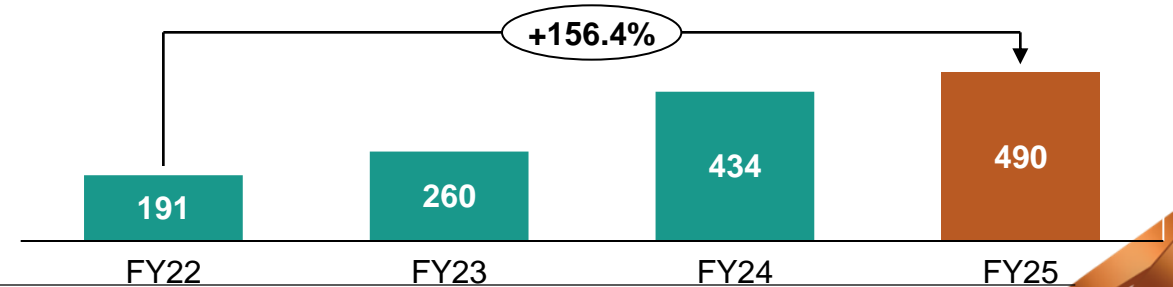


Cash (Operations)

2.6X



Cash from Operations grew from INR 191 Cr to INR 490 Cr



ARKA

KOEL Analyst Meet
16th May 2025

A **kirloskar** Group Company

The mark 'Kirloskar' in the status line is owned by Kirloskar Proprietary Limited and Arka Fincap Limited is the permitted user.



Year that went by (FY25 vs FY24)

Business



AuM



₹7,255 Cr

+39% vs FY24

Borrowings



₹5,455 Cr

+43% vs FY24

PAT



₹80.4 Cr

+16% vs FY24

Retail Wholesale Mix



64% : 36%

Key Ratios & Metrics



EIR



12.4%

Cost of Funds



9.8%

NIM (Annualized)



5.7%

6.3% as per FY24

Cost-Income



53.9%

46.9% as per FY24

RoAA (Annualized)



1.4%

1.7% as per FY24

Debt/Equity



4.4x

3.3x as per FY24

GNPA & NNPA



0.7% & 0.2%

Credit Rating



AA Stable

Upgraded from AA-/Positive

Stable Asset Quality @ 7k AuM | ~1.5% ROA | Shifting gears to build granular Secured Retail Business

A Billion Dollar Enterprise by 2030



3-3-3

3x AuM, 3% RoA & <3% GNPA by FY30



Growth Engines

- Small Ticket Loans Against Property
- Pre-Owned Wheels Financing
- Incubate Genset Financing

1 Huge credit gap in MSME segment & significant growth potential in retail credit

2 Kirloskar's lineage | Robust Governance | Pan-India distribution

3 Building Granular Secured Retail Book (Livelihood Financing)

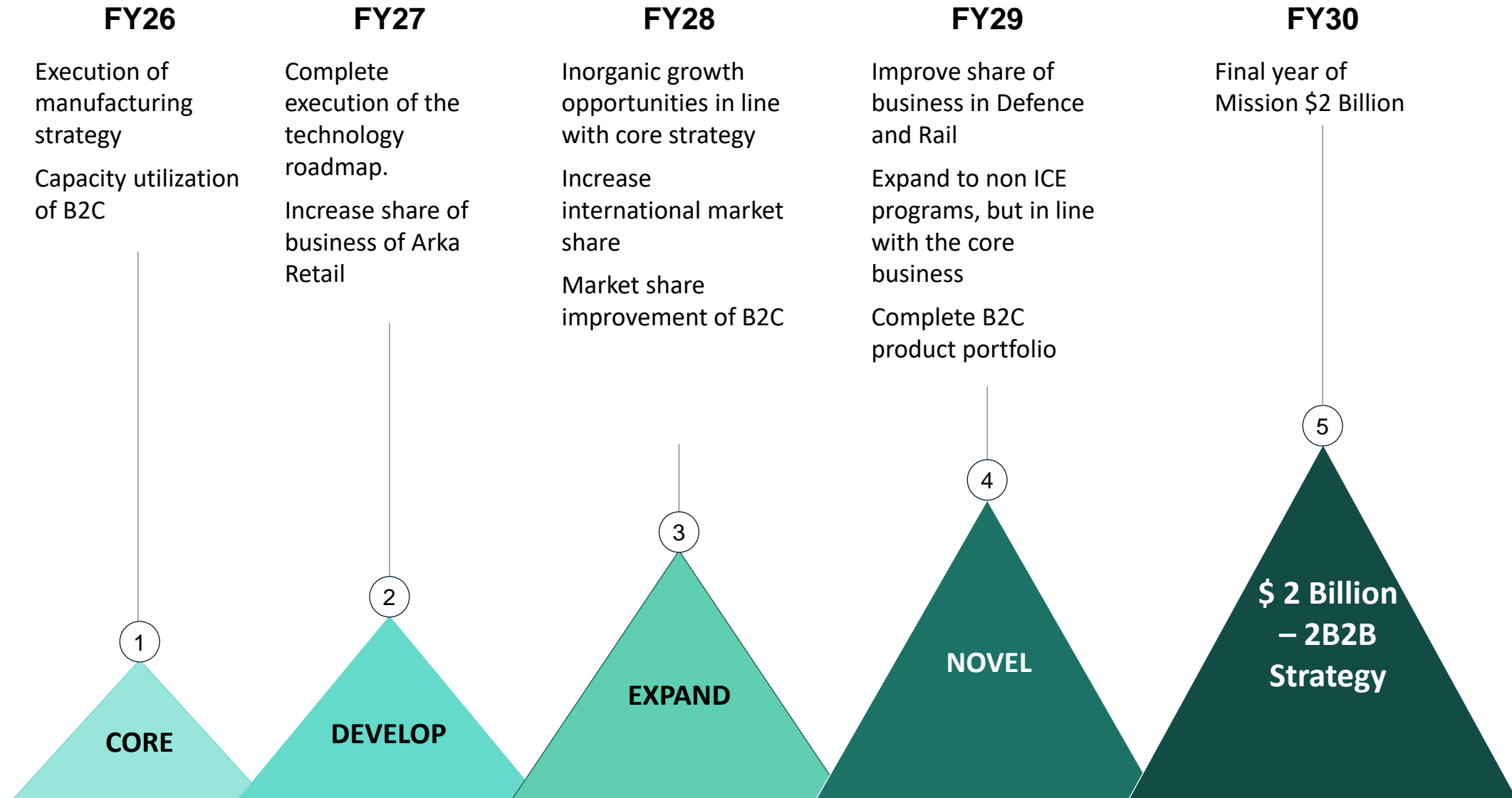
4 Cycle resilient team backed by a marquee board

5 Robust Credit underwriting & Risk Management Framework

6 Integration of Technology; fueled by GenAI applications and workflows

7 RoA Upliftment Story

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



Thank you
