



kirloskar
Oil Engines

Investor Presentation

February 2024

<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.”

- **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

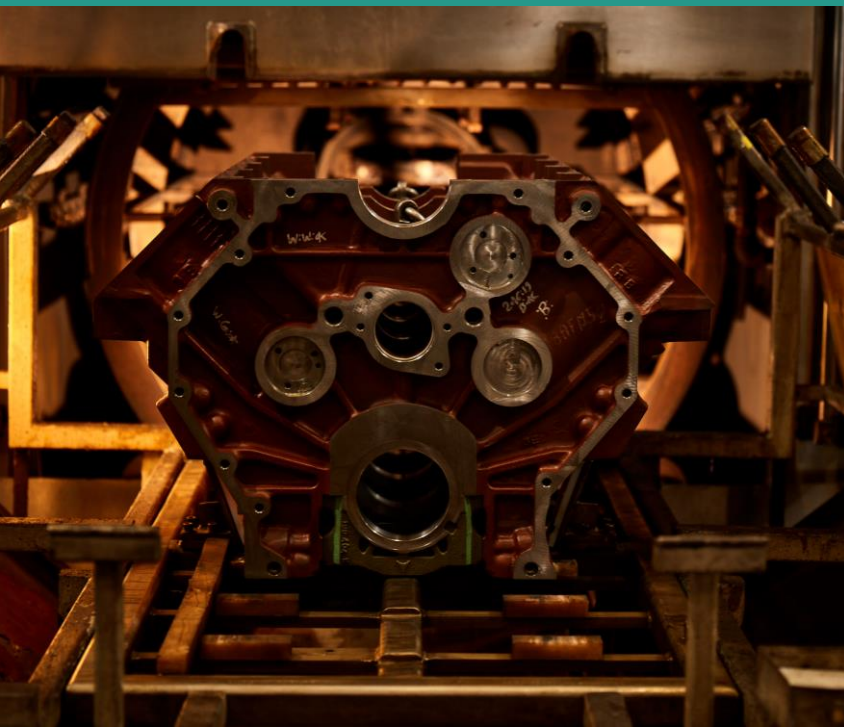
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Value Driven Culture

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

Limitless
opportunities

.....



OUR VALUES

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

VISION & MISSION

ARE THE VALUES THAT PROPEL OUR VISION WHERE

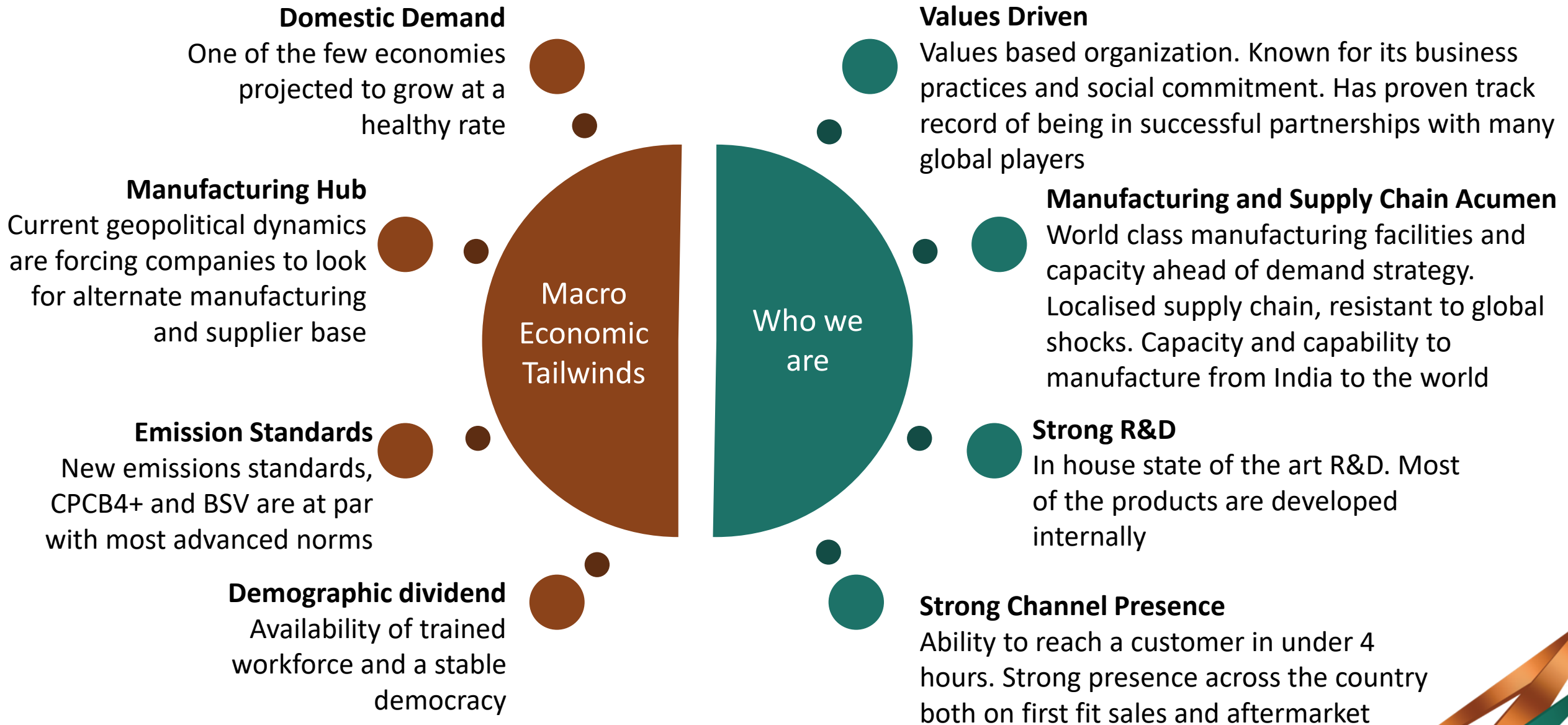
**WE POWER A CARING, PROSPEROUS
AND SUSTAINABLE FUTURE.**

THIS VISION PROPELS US ON A MISSION WHERE

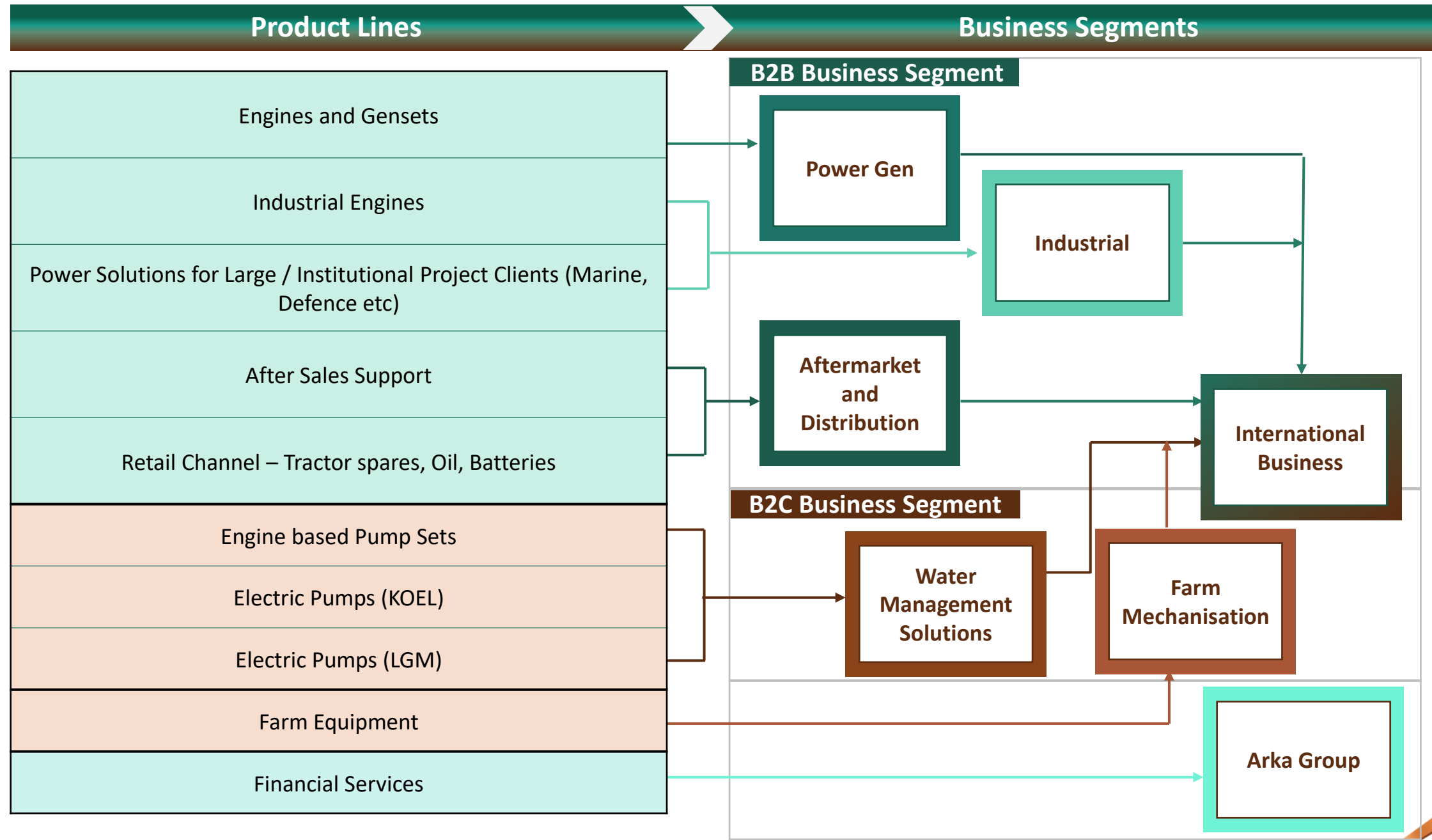
**WE ENGINEER SOLUTIONS
TO ENABLE OUR CUSTOMERS
TO LIVE THEIR LIMITLESS POTENTIAL.**

WHY KOEL

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



Products to Business Segments...



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



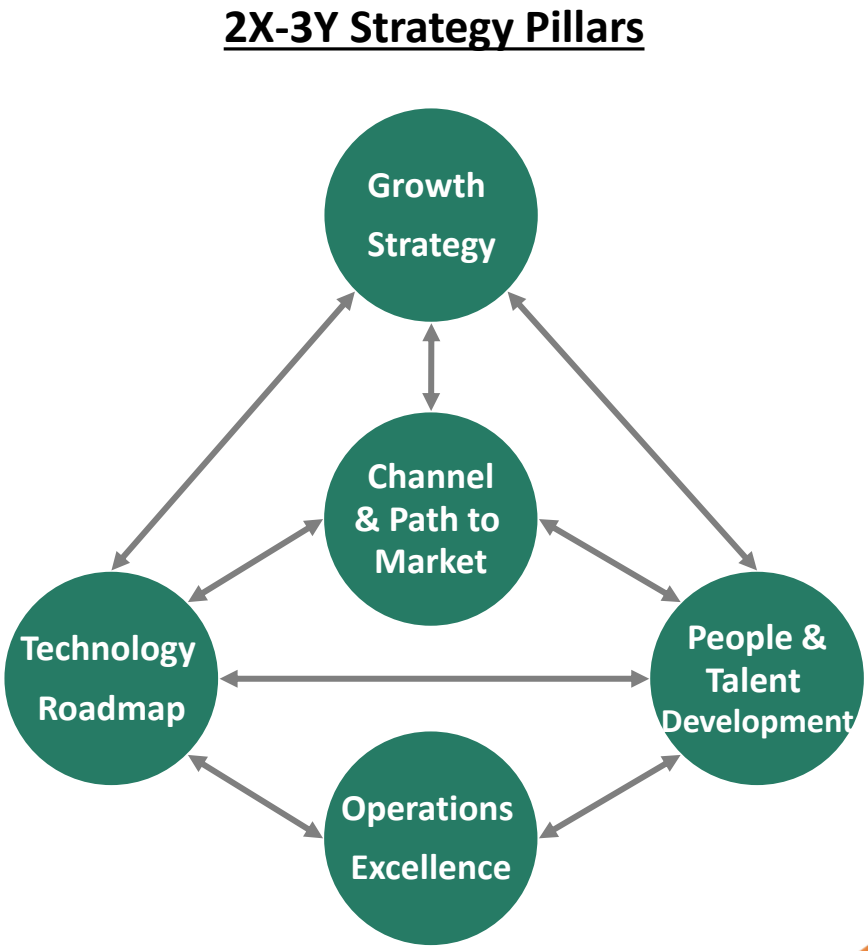
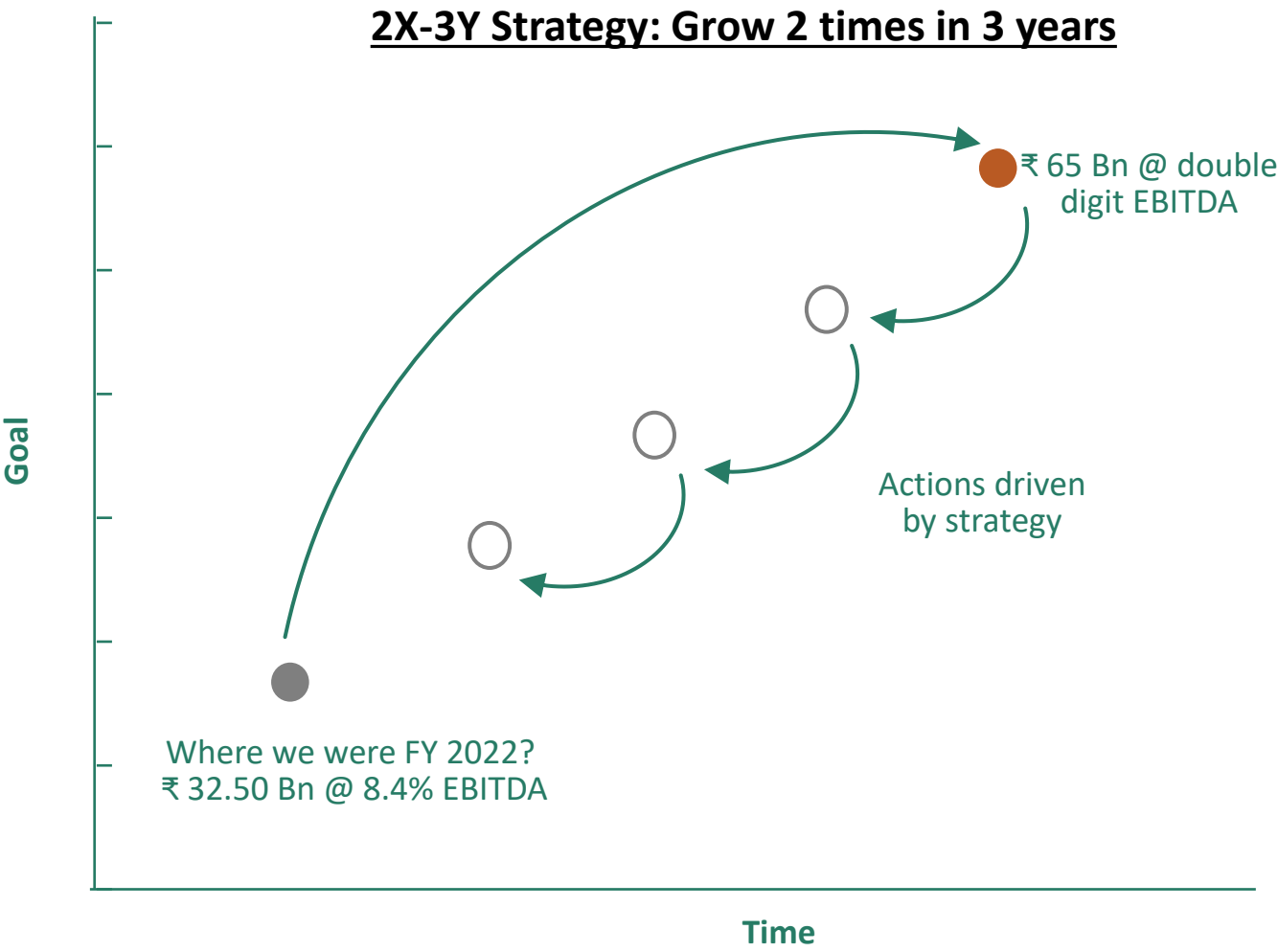
Global Markets:

- 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

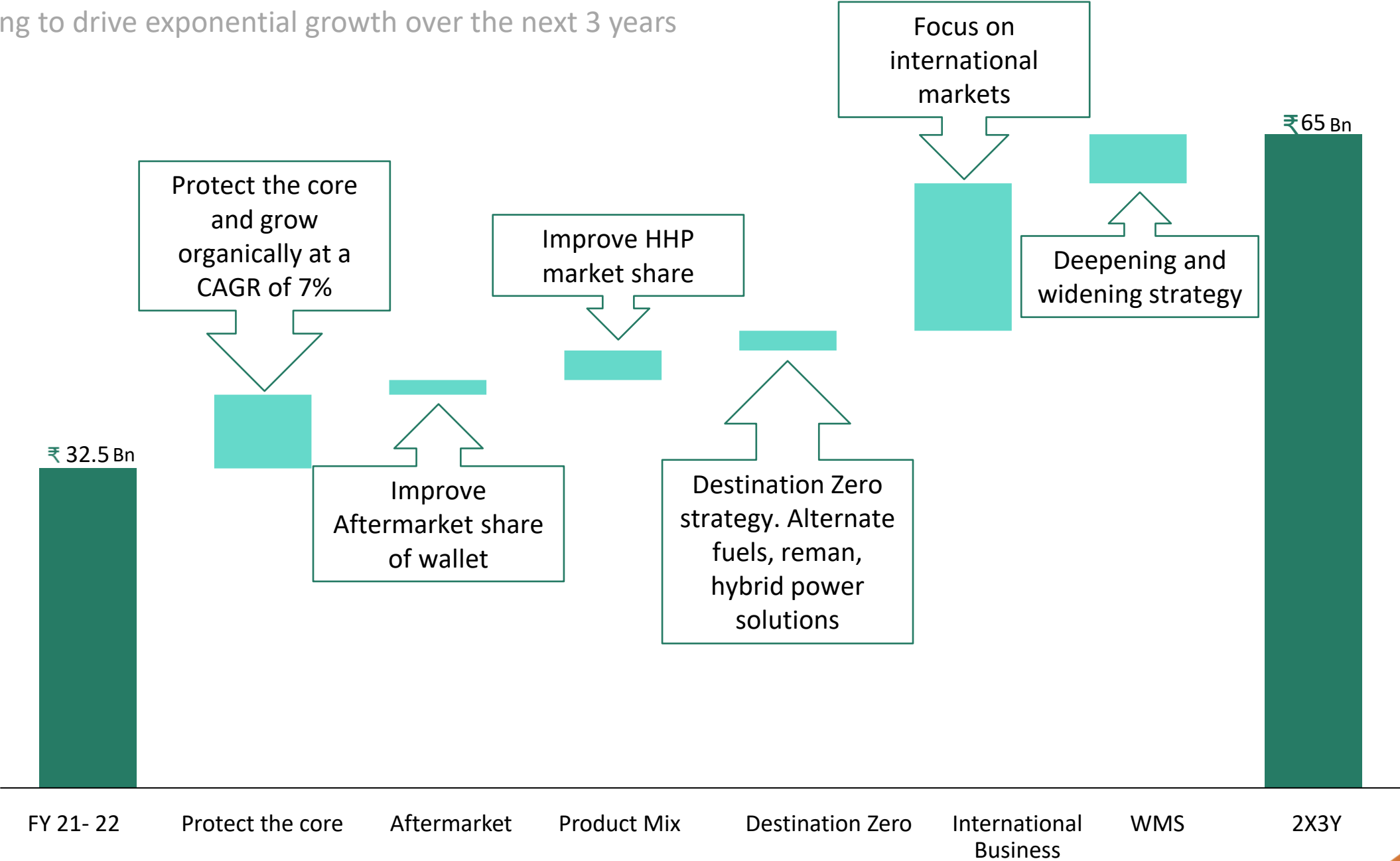
OUR 2X – 3Y STRATEGY

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 (9 Months FY 2024 performance)



17%

Top line growth (YTD YOY)



₹ 3,459

Cr Revenue (YTD FY24)



11.5%

EBITDA # Margin (YTD FY24)



25%

PAT # growth (YTD YOY)



₹ ~78 Cr

Strong net cash* position



22%

EBITDA # growth (YOY)



6

consecutive quarters of over ₹ 10 billion 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 year. For details, please refer 'Note to the Unaudited Financial Results' published on the stock exchanges.



WE ARE PROGRESSING WELL – UPDATE FY 2023



25%

Top line growth (FY 23 YOY)



₹ 4,116 Cr

FY23 Revenue



10.4%

FY23 EBITDA Margin



74%

FY23 PAT* YoY



₹ 210 Cr

Strong net cash position



59%

FY23 EBITDA YoY



3

consecutive quarters of over ₹ 10 Billion revenue from operations

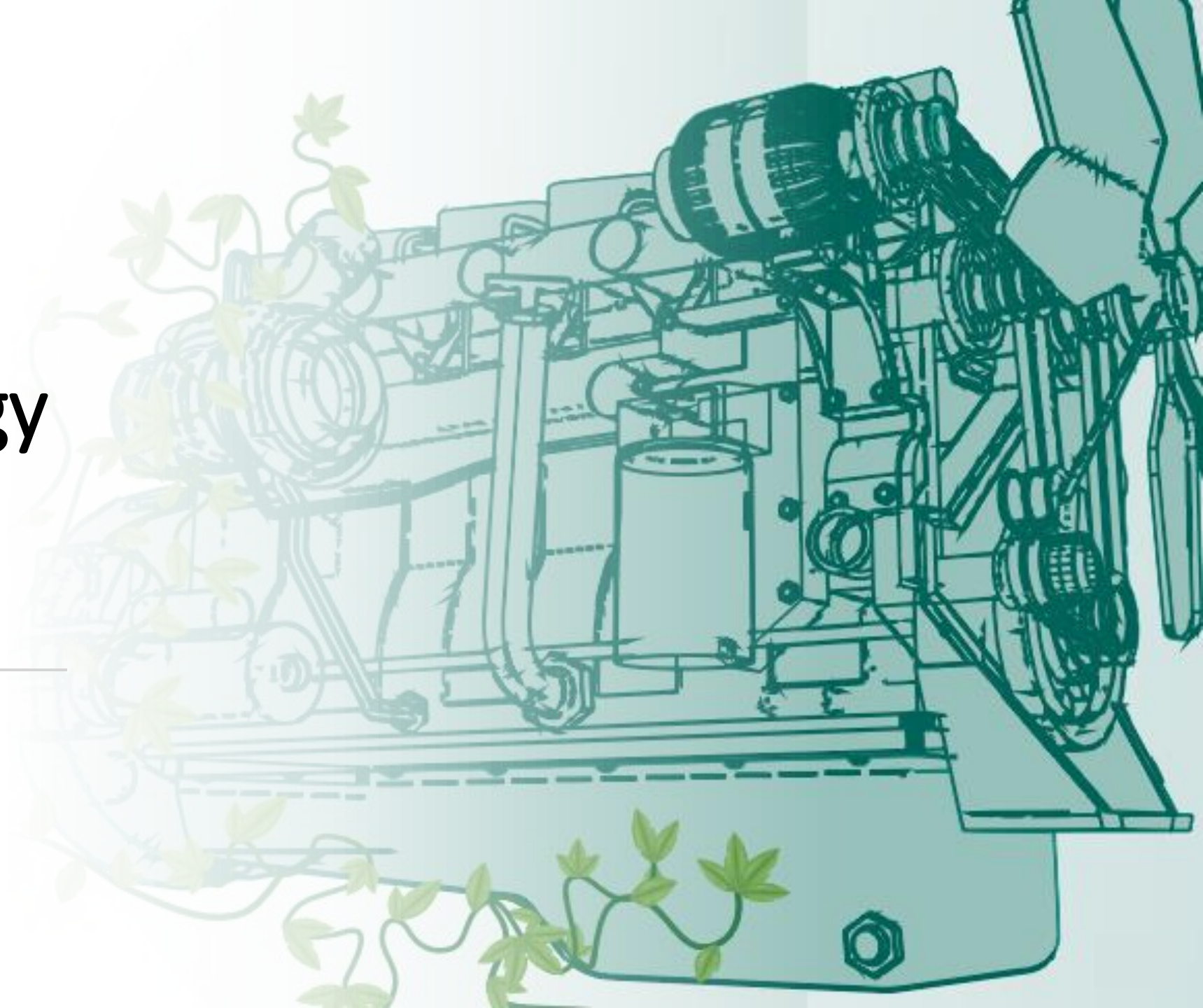
* Excluding one-time gain on sale of ARKA shares

Please note that the above numbers represent standalone performance



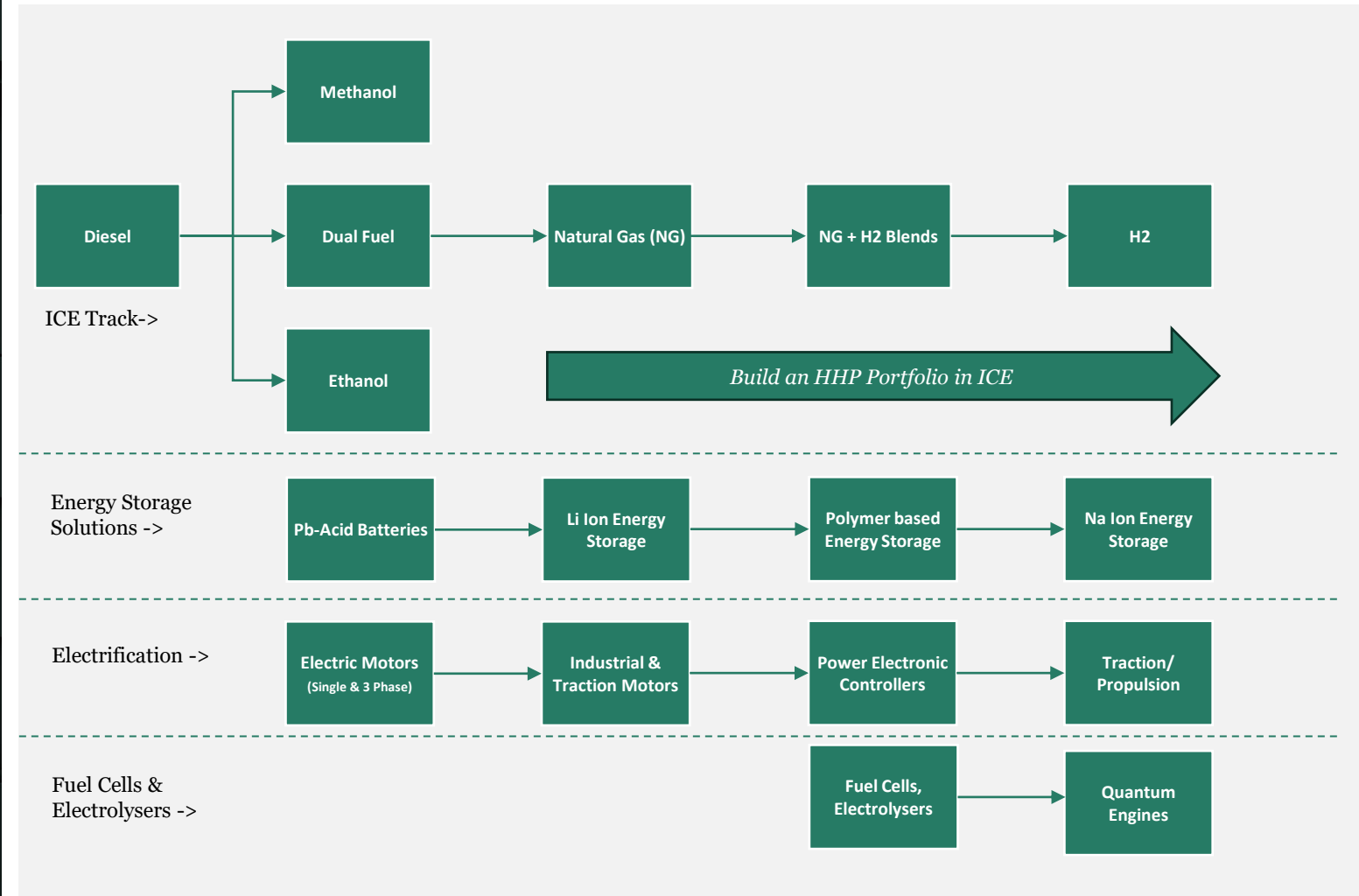


Our Technology Roadmap - Update



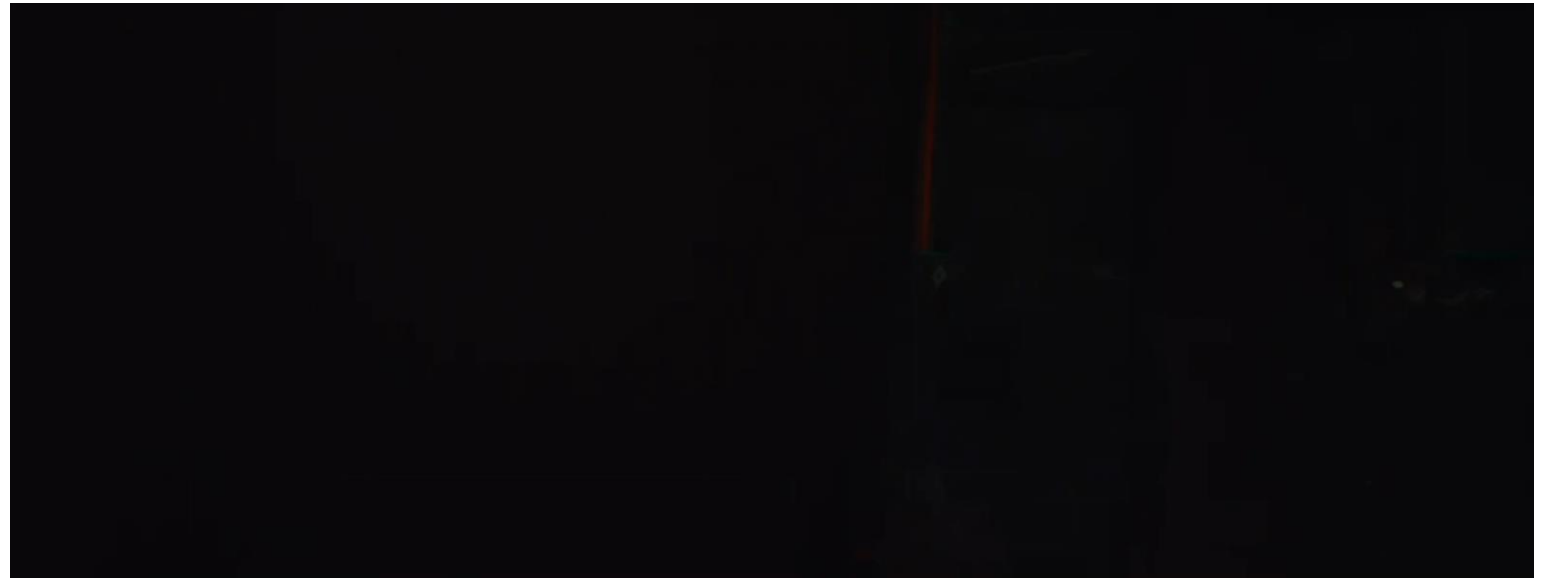
We remain focused on the 4 Tech tracks!

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**

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

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Thank you

