



KILBURN ENGINEERING LTD.

Plot No. 6, MIDC Industrial Area, Saravali, Thane – 421 311 , Maharashtra. INDIA.

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28th May, 2024

To
The Corporate Relationship Department
BSE Limited
1st Floor, P.J. Tower
Dalal Street, Fort
Mumbai-400 001
Scrip Code : BSE 522101

To,
The Secretary
The Calcutta Stock Exchange Ltd.,
7 , Lyons Range,
Kolkata – 700 001
Scrip Code : CSE 21022

Sub: Investors' Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the investors' presentation of the Company.

For **Kilburn Engineering Limited**

Arvind Bajoria
Company Secretary
& DGM (Costing)

M. no. ACS - 15390

Encl : a/a



KILBURN ENGINEERING LTD.



Investor Presentation

Q4 & FY 2024

Kilburn Engineering Ltd.

Safe Harbor



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Progressing with Strong Fundamentals



40+

Years of rich
experience

3,000+

Installations
globally

200+

Workforce

15+

Sectors catered by
products and solutions

Multi-national

Export presence across USA, France, Germany, the Netherlands, China, Indonesia, Hungary, Thailand, Kenya, South Africa, Brazil and Bangladesh, among others

Leading

Global players for drying solutions and customised process equipment

Appetite for Inorganic Growth

Completed acquisition of ME Energy Private Limited (100% subsidiary)

Growing

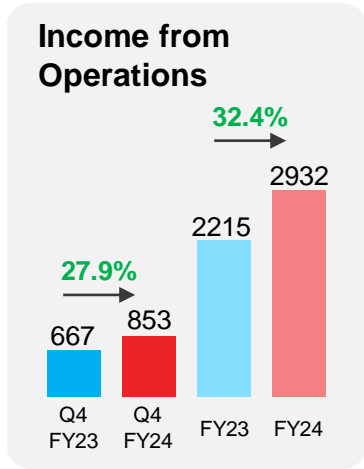
Order book on a year-on-year basis

Increasing

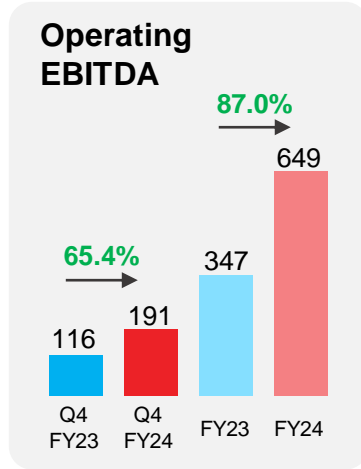
Revenue from exports on a consistent basis

Consistent Growth

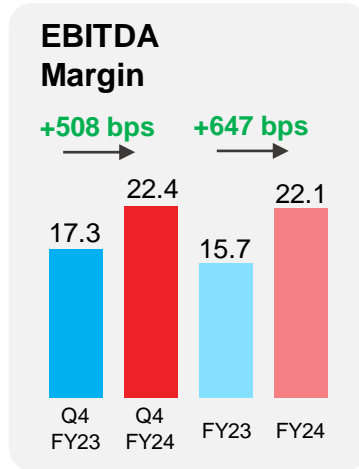
Financial Performance & Highlights (Standalone)



(₹ In Million)



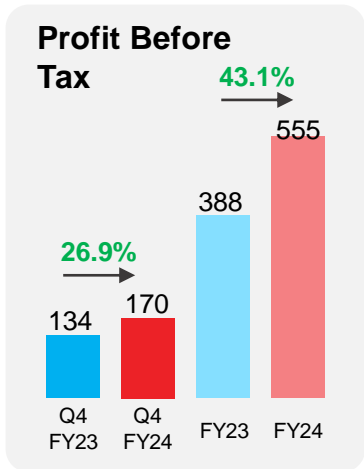
(₹ In Million)



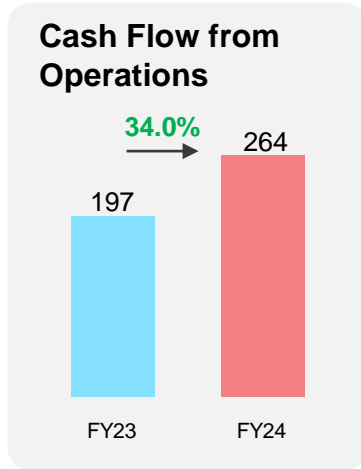
(%)

Achieved consistent growth in top-line and EBITDA, supported by a strong opening order book.

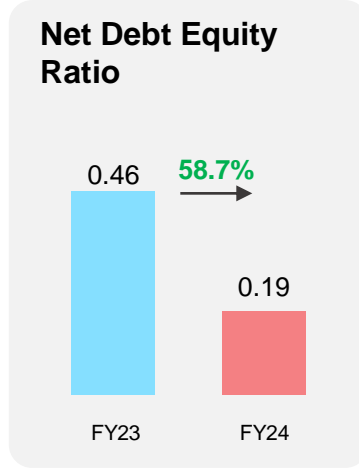
Achieved an impressive operating EBITDA margins of 22.40% and 22.12% for the quarter & year ended respectively.



(₹ In Million)



(₹ In Million)



(x)

Recorded a robust revenue growth of 27.85% compared to corresponding quarter of previous financial year.

Secured order bookings of ₹ 789 million during the quarter, leading to a diversified order backlog of ₹ 2276 million as of March 31, 2024.

Financial Metrics (1/2)

Quarterly Income Statement (Standalone)



Particulars (₹ Mn)	Q4FY24	Q3FY24	Q4FY23	YoY%	FY24	FY23	YoY%
Revenue from Operations	852.5	728.0	666.8	27.85	2932.1	2215.3	32.36
Total Expenditure	661.5	555.6	551.3	19.99	2283.5	1868.5	22.21
EBITDA	191.0	172.4	115.5	65.37	648.6	346.8	87.02
EBITDA Margin (%)	22.40	23.68	17.32	+508 bps	22.12	15.65	+647 bps
Other income	9.8	8.0	# 45.4	(78.41)	33.8	# 146.6	(76.94)
Depreciation	8.1	8.4	6.7	20.90	33.1	26.5	24.91
EBIT	192.7	172.0	154.2	24.97	649.3	466.9	39.07
Interest	23.0	23.8	20.5	12.20	94.4	79.2	19.19
Profit Before Tax	169.7	148.2	133.7	26.93	554.9	387.7	43.13
Tax	*47.3	45.1	**10.3	359.22	*158.2	**86.3	83.31
Profit After Tax	122.4	103.1	123.5	(0.81)	396.7	301.4	31.62
PAT Margin (%)	14.36	14.16	18.51	-415 bps	13.53	13.61	-8 bps
Reported Earnings Per Share (Rs)	3.05	2.76	3.54	(13.84)	10.47	8.66	20.90

Other Income includes benefit due to early redemption of CRPS issued to RBL Bank

* Tax includes Deferred Tax Assets

** Tax is lower due to carry forward losses of previous years

Financial Metrics (2/2)

Consolidated Income Statement & Financial Highlights



Particulars (₹ Mn)	Q4FY24	FY24
Revenue from Operations	1215.2	3294.8
Total Expenditure	908.9	2530.9
EBITDA	306.3	763.9
EBITDA Margin (%)	25.21	23.19
Other income	12.6	36.6
Depreciation	9.6	34.6
EBIT	309.3	765.9
Interest	25.2	96.6
Profit Before Tax	284.1	669.3
Tax	53.1	163.9
Profit After Tax	231.0	505.4
PAT Margin (%)	19.01	15.34
Reported Earnings Per Share (Rs)	5.76	13.33

The **consolidated financial results** for the quarter and year ended 31st March, 2024 includes a revenue of ₹ 362.7 Million and Profit Before Tax of ₹ 114.4 Million, attributable to the subsidiary for the period from 21st February, 2024 to 31st March, 2024.

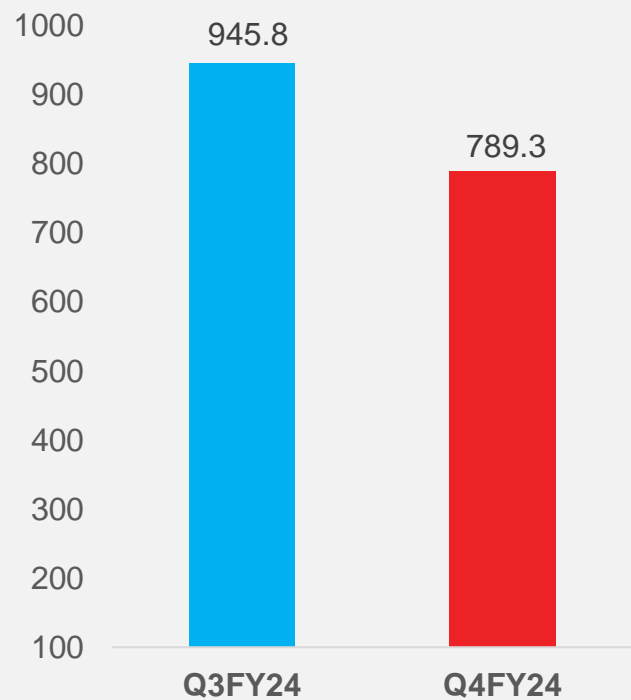
Achieved a robust operating EBITDA margins of 25.21% and 23.19% for the quarter & year ended respectively.

Net Profit Margin stood at 19.01% and 15.34% for the quarter & year ended respectively.

Strong Order Book

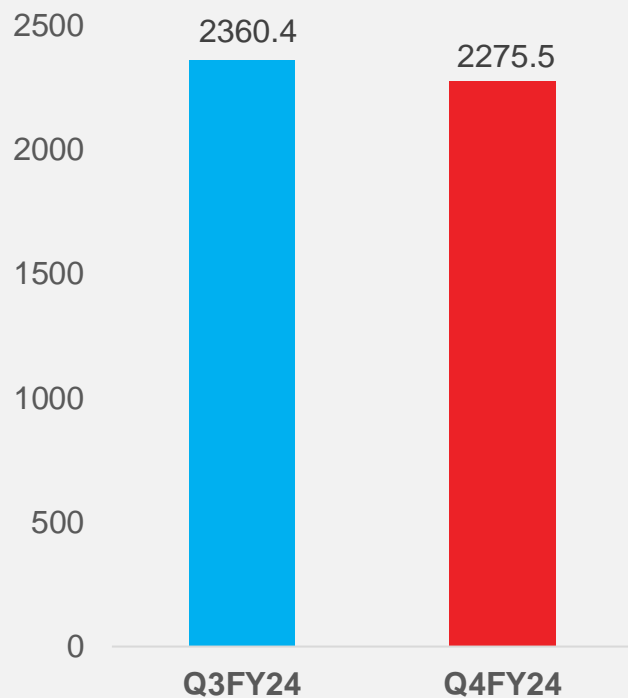


Orders Received



(₹ In Million)

Closing Order Book



(₹ In Million)

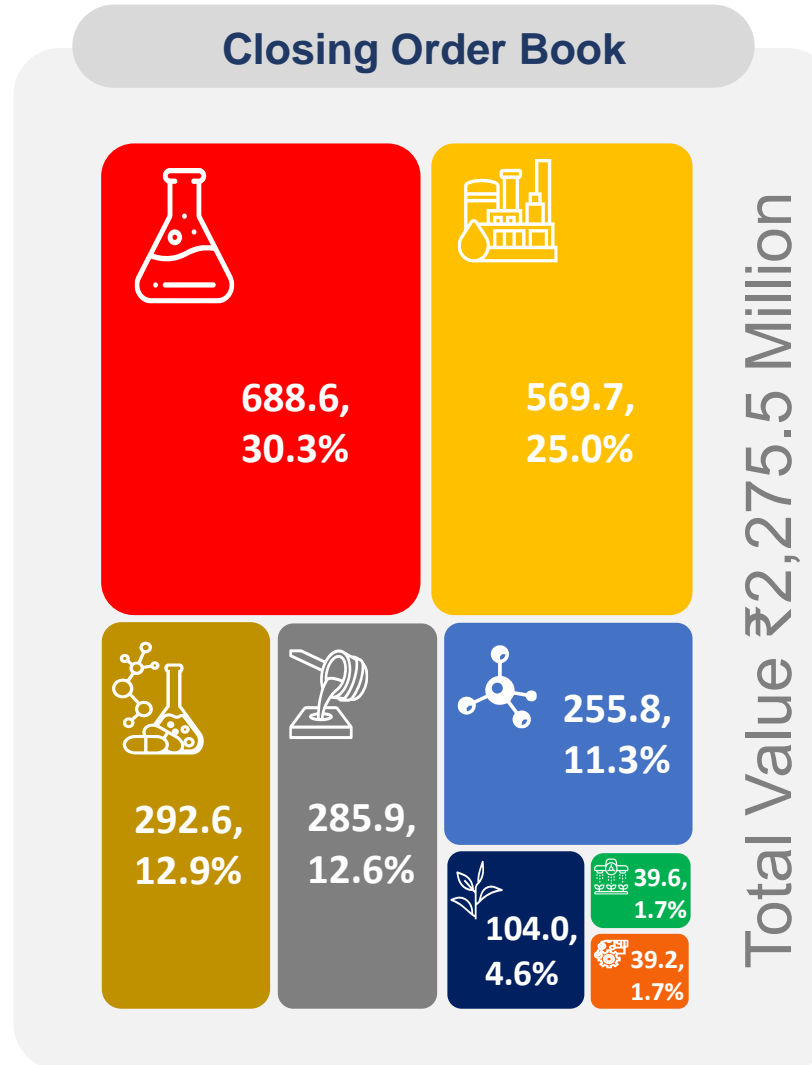
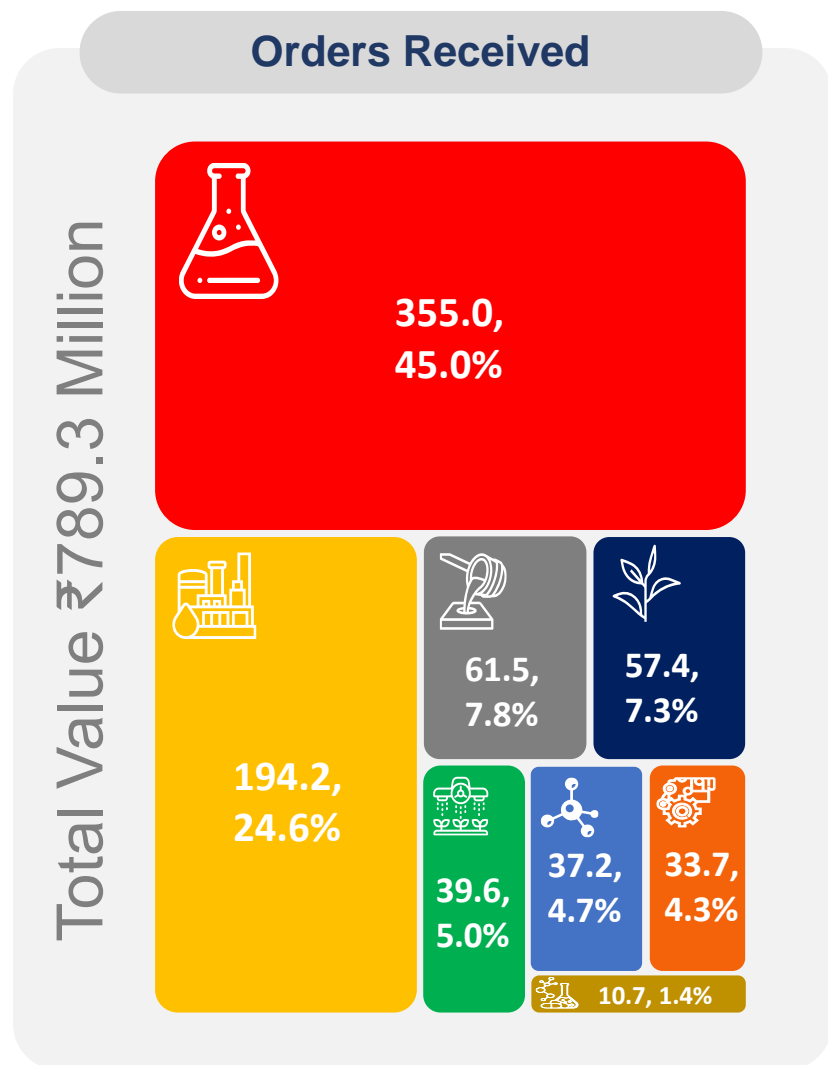
Order Book FY24 (₹ Mn)









Particulars	Kilburn	MEE	Total
Opening Order Book	2427.1	500.3	2927.4
[+] Orders Received	2758.3	826.8	3585.1
[-] Orders Executed	2909.9	755.9	3665.8
Closing Order Book	2275.5	571.2	2846.7

Consolidated Order Book as on 31st March, 2024 is ₹ **2847 Million**.

Multi-Sectoral Orders Received

Q4'FY24 (Standalone - Value ₹ in Million, Share in %)



-  Chemical
-  Petrochemical
-  Carbon Black
-  Metal
-  Fertiliser
-  Tea
-  Pharmaceutical
-  Spares & Others

Key Achievements for last Twelve Months



Received an order for
HF Rotary Kiln for ₹ 273 Million (Largest in the sector)

KEL continued to be market leader in **solid, liquid and gas drying systems**

KEL achieved revenue of ₹ 853 Million during quarter ended March 2024

KEL has Closing Order Book **amounting to approximately ₹ 2847 Million (consolidated)**

ME Energy Private Limited: 100% Subsidiary (1/2)



ME Energy Private Limited (“MEE”), incorporated in the year 1988, is a leading **WASTE HEAT RECOVERY (“WHR”) and WASTE HEAT REUTILIZATION SYSTEMS** provider. These systems find application for thermal energy saving and/ or thermal energy cost reduction in almost all industrial processes.

Deal Size

₹ 987 Mn which includes issue of shares and cash

Exports

USA, Japan, Turkey, Spain, France, Bangladesh, Indonesia, among others

Equity Swap

1.4 Mn shares issued to the Promoter of ME Energy being part consideration other than cash

Synergy

Cost efficiency, trimming overheads and amplifying margins at a consolidated level & expanded sales opportunities by tapping into the existing clients bases of Kilburn and MEE

[Click for Detailed Update on Acquisition \(Link\)](#)

Products

Energy Savings Systems



16 MW Waste Heat Based Power Plant for 200 MW IPP

Fired Energy Systems



3.5 MW Thermal Oil Heater for Biscuit Baking

Special Energy Systems



Biscuit Baking Ovens (on Biomass)

Heat Exchangers & Pressure Vessels



Co2 Solution Reboiler

ME Energy Private Limited: 100% Subsidiary (2/2)



Acquisition Update

- Kilburn has completed the acquisition of 100% stake in M.E. Energy Private Limited on 20th February, 2024. The transaction is at a total consideration of ₹987 Million.
- Accordingly, M.E. Energy became a wholly owned subsidiary of the Company with effect from the above date.

Order Book Summary (M. E. Energy)

Particulars	Amount (₹ Mn)
Opening Order Book (as on 01.04.2023)	500.3
Orders Received (for FY24)	826.8
Closing Order Book (as on 31.03.2024)	571.2

MEE's Key Clientele



Opportunities for Growth



**Additional equipment/
Packages in
existing sectors
like soda ash,
carbon black
etc.**

**Other
applications
such as
Biomass
drying, waste-
to-energy etc.**

**Silos and
Tanks**

**Belt/ Band/
Conveyor
Dryers for
various
applications**

**Spin Flash
Dryer for
Various
applications**

**Spray Dryer for
various
applications**

Material Handling

**Rotary steam
tube bundle
dryer for DDGS.**

**Fluid Bed
Calciner &
Batch FBD**

**RVPD (Rotary
Vacuum Paddle
Dryer)**

**ATFD (Agitated
Thin Film Dryer)**

Granulator

**Energy Savings
Systems &
thermal
equipment from
MEE**

**Bundling of KEL
and MEE
offerings to
existing
customer base**

Robust way forward



Anticipate continued substantial revenue growth in the upcoming years, driven by a strong flow of orders and a pending order book.

Explore new and niche areas of application with the help of our successful integration of world-class technologies, in addition to our primary sectors of Chemical, Petrochemical, Refinery, Oil & Gas, Power, Fertilizer, Food and allied industries.

Consolidated revenue of ₹ ~5000 Million in FY25 is anticipated based on current order book & **rolling enquires of more than ₹ 20,000 Million (on consolidated basis),** which the company is at various stages of quoting.

Continue to enjoy cost advantages available to the Indian manufacturing industry, relative to global players, and will strive to make the best use of this opportunity. Furthermore, we will continue to focus on both domestic and international markets.

Professional Management Team



**Mr. Ranjit
Lala**
Managing
Director

**Mr. Anil
Karnad**
Whole Time Director
- Operations

**Mr. Sachin
Vijayakar**
Chief Financial
Officer

**Mr. M. R.
Kazi**
President
- Marketing

**Mr. K. Vijaysanker
Kantha**
Director &
CTO

Mr. Ranjit Lala is the managing director of the company. He has completed B.E. and Masters in Marketing. He come with 33+ years of rich experience in corporate management and was positioned lastly as managing director looking at overall management and growth.

Mr. Anil Karnad is a whole time director (operations) of the company. He has completed B.E. (prod. Engg.) His experience ranges across many sectors such as Oil & Gas, Fertilizers, Power & Chemicals. Currently, responsible for all verticals of delivery, including production, quality, engineering, procurement, subcontracting, site erection & commissioning.

Mr. Sachin Vijayakar is the CFO of the company. He has completed his Bachelor of Commerce. He is working with the company since 1985.

Mr. M . R. Kazi is Vice President (Marketing) of the company. He has obtained a Diploma in Mechanical Engineering. He is working with the company since 1986.

Mr. Kartha is an experienced entrepreneur in thermal engineering, project management, and business development. He learned business management at XLRI, Jamshedpur and mechanical engineering from Kerala, and received advanced training in management at IIM Ahmedabad. He founded M.E Energy Pvt. Ltd. in Pune, growing it into a \$10M company with global clients.

Designed for Growth, Trusted for Excellence



With our 40+ years of experience, **we specialize in designing, engineering, and manufacturing equipment and systems for process plants in the chemical and petrochemical sectors.**

As a leader in solid, liquid, and gas drying systems, **we operate in a niche market.**

We provide comprehensive solutions for various industries such as tea, fertilizer, carbon black, soda ash, pharmaceuticals, dyes, pigments, and specialty chemicals.

We have notable installations in critical applications in oil and gas and nuclear power, including offshore platforms with skid-mounted packages and heavy water drying system engineering capabilities.

Our successful track record includes customized process equipment manufacturing for various industries, catering to the requirements of both international and domestic customers, including large conglomerates.

We have an extensive R&D center that develops cutting-edge technologies and new equipment of international standards for our end-user industries.

Our sharp, highly qualified, and experienced Board of Directors lead us, along with a talented pool of engineers in mechanical, chemical, instrumentation, and electrical engineering disciplines.

Our progress is driven by our experienced Board of Directors, professional management team, and talented pool of engineers with expertise in mechanical, chemical, instrumentation, and electrical engineering disciplines.

Offerings Diversified and Bespoke Solutions (1/4)



Customised Industrial Drying System

Rotary Dryers & Coolers



Calciners



Fluid Bed Dryers



Flash Dryers



Paddle Dryers



Vibrating Fluid Bed Dryers



Spray Dryers



Band Dryers



Offerings Diversified and Bespoke Solutions (2/4)



Customized Package System

**Air / Gas / Liquid
Drying Systems**



**Solvent / Vapor
Recovery Systems**



Vibratory Feeders



**Instrument Utility Gas
Drying Systems**



Offerings Diversified and Bespoke Solutions (3/4)



Fabricated and large critical equipment

Pressure Vessels



Heat Exchangers



Columns



Reactors



Silos



Oil Field Systems



Offerings Diversified and Bespoke Solutions (4/4)



Standard products

Tea Dryers



Sludge & Paddle Dryers



Sugar Dryers



Coconut dryers



Other products

Centrifugal Fans



Continuous Mechanised Withering System for Tea Leaf

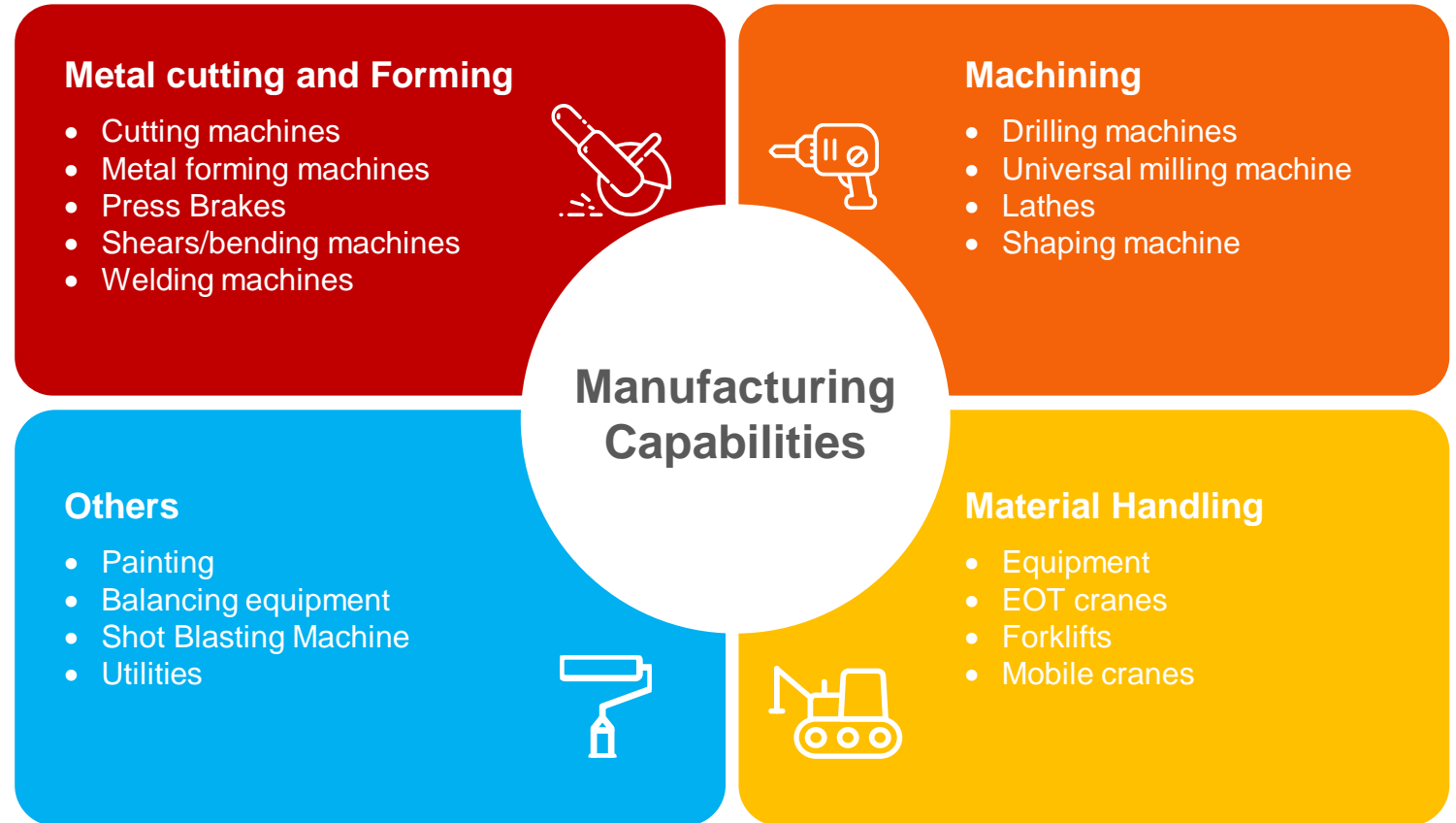


Our Manufacturing Prowess



State-of-the-art manufacturing facility for fabrication, machining and assembly of the equipment situated at Thane, Maharashtra (India). Our manufacturing plant is spread across 30,960 square metres.

Manufacture equipment using materials such as aluminium, carbon steel, stainless steel, inconel, hastelloy, monel, nickel, duplex stainless steel, Alloy 253 mA and titanium.



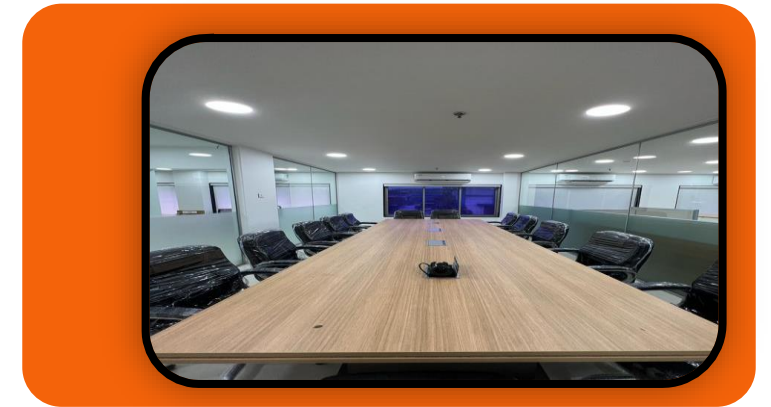
Our Manufacturing Prowess (1/3)

Plant Overview



Our Manufacturing Prowess (2/3)

Engineering Centre (Recently Inaugurated)

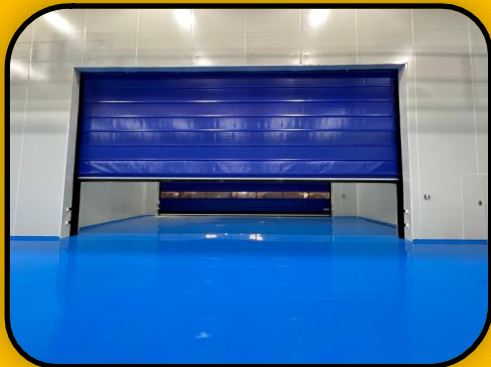


Our Manufacturing Prowess (3/3)

Recent Capital Expenditure



Clean Room



Vertical Turret Lathe



Heavy Duty Rolling



Our Clientele (1/3)



Our Clientele (2/3)



Oswal Group of Industries
TS - 16949 Certified Company

Dr.Reddy's

Rashtriya Chemicals and Fertilizers Limited
राष्ट्रीय केमिकल्स एण्ड फर्टिलाइज़र्स लिमिटेड
साथ बढ़े समृद्धि की ओर

ONGC
एमआरपीएल
MRPL
Mangalore Refinery and Petrochemicals Limited

IndianOil

Bharat Petroleum

HP
हिन्दुस्तान पेट्रोलियम

NALCO
नालको

Arvind
FASHIONING POSSIBILITIES

torrent PHARMA

JGC

Formosa Plastics®

Century Cement
B K BIRLA GROUP OF COMPANIES

SUDARSHAN

FinOlex INDUSTRIES

SANDOZ

ANCHOR OFFSHORE SERVICES LTD.

Kellogg's

RUBAMIN

CHAMBAL FERTILISERS AND CHEMICALS LIMITED

Government of India
Department of Atomic Energy
HEAVY WATER BOARD
(ISO 9001/14001/OHSAS 18001 Certified Organization)
सत्यमेव जयते

Our Clientele (3/3)



Our Global Presence



Annual Statements

Income Statement & Balance Sheet (Standalone)



Income Statement (₹ Mn)	FY23	FY24
Revenue from Operations	2,215.3	2932.1
Expenses	1,868.5	2283.5
Cost of Material Consumed	1,278.9	1400.1
Subcontracting Charges	168.9	250.1
Changes in inventories of FG & WIP	(54.3)	65.7
Employee Benefit Expenses	187.9	262.3
Other Expenses	287.1	305.3
EBITDA	346.8	648.6
Other Income	146.6	33.8
Depreciation	26.5	33.1
EBIT	466.9	649.3
Exceptional Items	-	-
Interest	79.2	94.4
PBT	387.7	554.9
Tax	86.3	158.2
PAT	301.4	396.7
EPS	8.66	10.47

Balance Sheet (₹ Mn)	FY23	FY24
Assets:	2,622.3	4,286.6
Non - Current Assets	835.6	1,809.9
Property, Plant & Equipment	429.1	506.2
Intangible Assets	2.3	2.4
Others Non - Current Assets	404.2	1,301.3
Current Assets	1,786.7	2,476.7
Inventories	283.8	202.0
Trade Receivables	442.6	612.7
Other Current Assets	1,060.3	1,662.0
Equity & Liabilities:	2,622.3	4,286.6
Equity	1,055.0	2435.2
Non-Current Liabilities	531.5	532.3
Borrowings	531.5	532.3
Other Financial Liabilities	-	-
Current Liabilities	1,035.8	1319.1
Trade Payables	254.4	260.5
Other Current Liabilities	781.4	1058.6

Thank You

KILBURN ENGINEERING LTD.

Plot No.6, MIDC Industrial Area, Saravali,
Kalyan-Bhiwandi Road, Thane – 421 311.
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KAPTIFY[®] Consulting

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