



Enriching Lives

KIRLOSKAR BROTHERS LIMITED

A Kirloskar Group Company

SEC/ F:22

August 11, 2022

BSE Limited
Corporate Relationship Department,
2nd Floor, New Trading Ring,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001.

National Stock Exchange of India Ltd.,
5th Floor, Exchange Plaza,
Bandra (East)
Mumbai – 400 051.

(BSE Scrip Code – 500241)

(NSE Symbol - KIRLOSBROS)

Dear Sir/Madam,

Sub.: Investor Presentation- Conference Call with Analyst scheduled on 11th August,2022

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In terms of the subject referred regulation read with Schedule III, Part A Para A of the same, please find enclosed a copy of the Investor Presentation for the Quarter ended on June 30, 2022:

Please note that the above will be uploaded on the Company's website as well.

You are requested to take the same on records.

Thanking you,

Yours faithfully,
For **KIRLOSKAR BROTHERS LIMITED**

Devang Trivedi
Company Secretary



Encl: As above



Enriching Lives

Kirloskar Brothers Limited

Q1FY23 Investor Presentation

*This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Kirloskar Brothers Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Table of Content

01

About Us

04

Financial Highlights

02

Strategic Focus

05

*Historical Performance at a
Glance*

03

*Our Joint Ventures &
Subsidiaries*

06

Notable Projects

Our Purpose – Vision – Mission – Values

Our Purpose

Enriching Lives. Transcending Boundaries.



Our Mission

To lead the industry through reliable, intelligent hydraulic machines & systems providing superior value and ensuring customer delight.

Our Values

- Teamwork with Mutual Trust and Empathy
- Commitment towards the Environment
- Integrity and Accountability
- Speed and Accuracy
- Progressive and Proactive
- Process Centric

Our Vision

Enriching Lives across communities through innovative and sustainable engineering solutions.



Company at Glance



Enriching Lives



Inherent Strength Built Over Time

Presence Since 130+ Years	Global Capabilities 6 Domestic & 5 International Plants	Employee Strength 6,000+	Catering to 6 Continents & 100+ Countries
-------------------------------------	---	------------------------------------	---



Strong Brand Portfolio



Diversified Product Portfolio Catering to Wider Applications

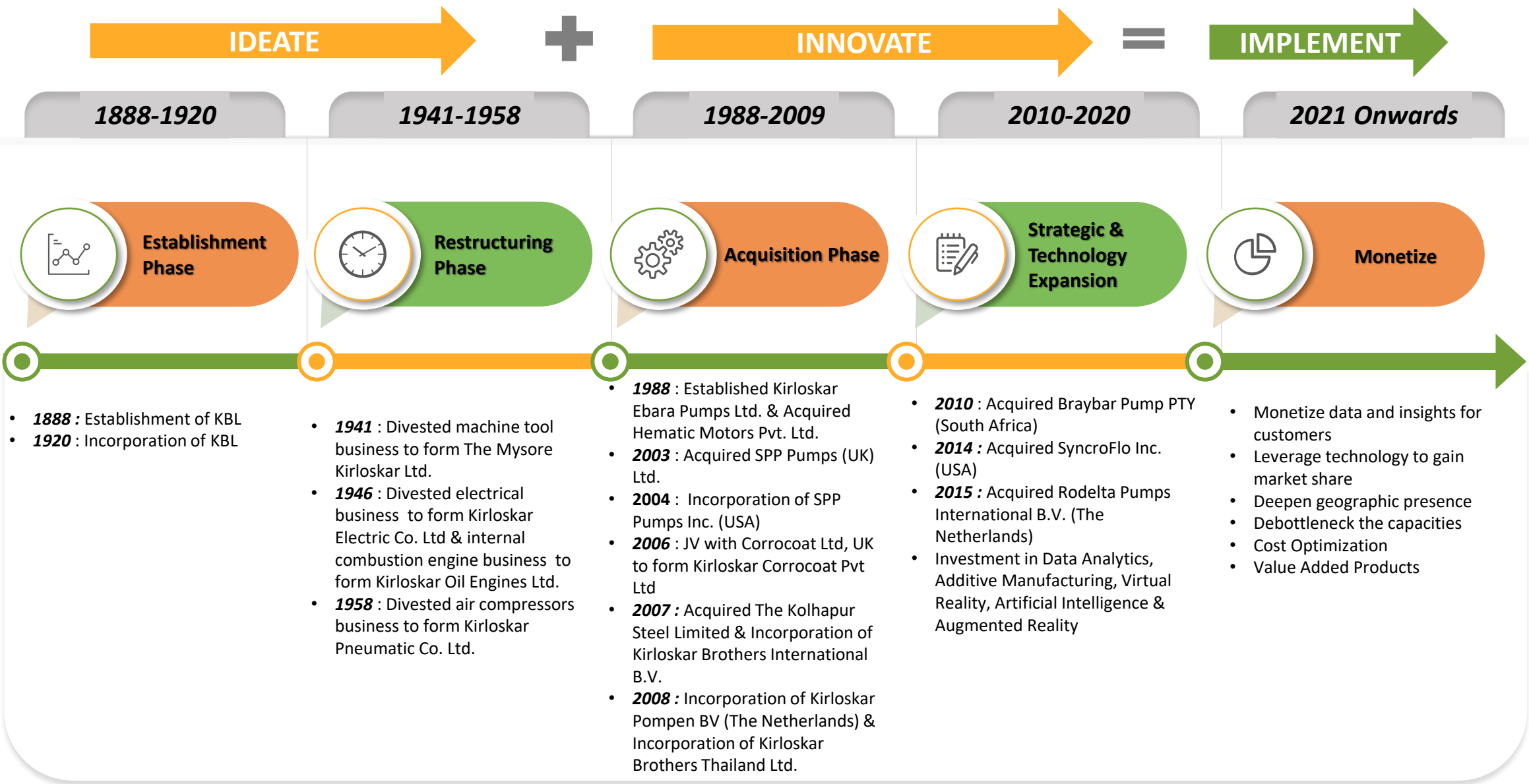
Product Offering 250+	SKUs 1,00,000+	Diversified Application 12+ Industries	Active Customer Base 2,500+
---------------------------------	--------------------------	--	---------------------------------------



Giving India its First

Iron Plough 1903	Centrifugal Pump 1926	Diesel Engine 1927	Electric Motor 1940	Lathe 1942	Reciprocating Compressors 1954
Canned Motor Pumps 1985	Concrete Volute Pump 1995	Magnetic Drive Pump 2000	Tamper-proof Release Valve 2010	API Drive Turbine 2013	

Legacy of 130+ Years



Our Business & Product Line



Enriching Lives




Our Business & Application

Large & Medium pumping solutions for complex fluid management system

Small pumps for day-to-day use at households and farms

Valves for industrial and large-scale applications

Hydel turbines

<p>Oil & Gas</p> 	<p>Marine & Defence</p> 	<p>Bldg. & Const.</p> 	<p>Small Pumps</p> 
<p>Water Resource</p> 	<p>Irrigation</p> 	<p>Industry</p> 	<p>Nuclear</p> 

Our Product Line

75+ Types of Pumps

Flow up to 120,000 m³/hr. (528,000 US GPM)

Pumps up to 22 MW (30,000 HP)

Pump Head up to 3,200 m (4,539 psi)

28+ Types of Valves

Valves with diameter 50 mm to 5 m

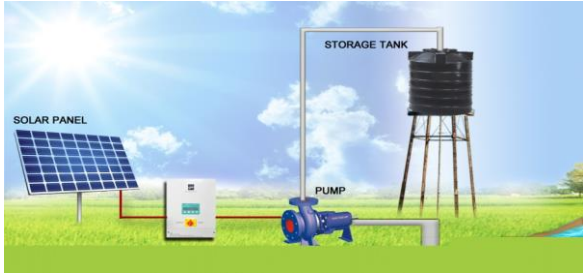
Low Tension (LT) induction motors up to 315 frame

Pico and Mini Hydel Turbines (3KW-10MW)

EPC Capabilities

Lowest Life Cycle Cost LLC™ pumps world-wide

Solar Pumping System



Lowest Life-Cycle Cost (LLC)[™] Pump



Augmented Reality Mobile Training



Pump Selection Package



Sodium Pumps for Nuclear Power Plant



Canned Motor Pump



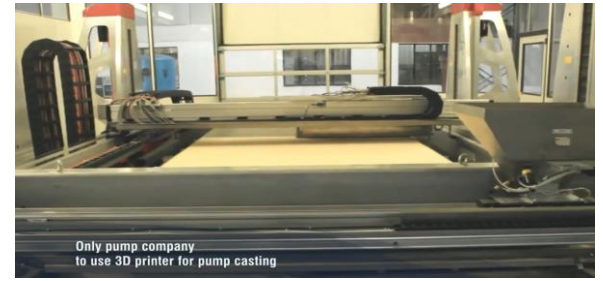
Fire Pump Monitoring



Kirlosmart Condition Monitoring



Additive Manufacturing 3D Printer



Global Footprint Through Local Presence



Enriching Lives



High Qualified Management Team



Enriching Lives



Mr. Sanjay Kirloskar
Chairman & Managing Director

- Mr. Sanjay Kirloskar holds a Bachelor's in Science degree in Mechanical Engineering from the Illinois Institute of Technology in Chicago, USA.
- He is also on the Boards of KPT Industries Limited (earlier known as Kulkarni Power Tools Limited), DCM Shriram Industries Limited, Kirloskar Ebara Pumps Limited, Kirloskar Brothers International BV, Netherlands, Kirloskar Brothers (Thailand) Limited and SPP Pumps Limited, UK.



Mr. Alok Kirloskar
Managing Director – Kirloskar Brothers International B.V.

- Bachelor in Business Administration with a concentration in finance from Carnegie Mellon University, Pittsburgh. He has the honour to be on the deans list for this academic excellence.
- Worked in a start-up from 2006 as Business Development manager at Sonasoft Inc (Microsoft CSP)
- Headed the industry sector in KBL and on the board since July 18th 2012. MD of SPP Pumps Ltd since January 2012 and CEO of Kirloskar Brothers International BV since January 2015.



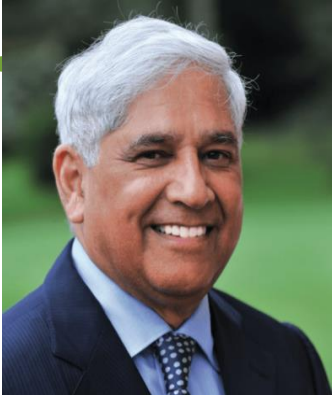
Ms. Rama Kirloskar
Joint Managing Director- Kirloskar Brothers Limited & Managing Director – Kirloskar Ebara Pumps Limited

- Managing Director of Kirloskar Ebara Pumps Limited, a joint venture between Ebara Corporation, Japan, and KBL.
- Double major in Mathematics and Biology from Bryn Mawr College, USA.
- Served as a GM and Head of the Product Portfolio Management at KBL. Prior to KBL, worked with Polaris Partners ,a Boston based VC firm as well as Visterra Inc., an MIT biotech start-up company.
- Also on the Board of KPML and Prakar Investments Pvt Ltd.



Mr. Chittaranjan Mate
CFO

- Mr. Chittaranjan Mate holds Bachelor degree in Commerce and is a Chartered Accountant.
- He is having 40 years of rich experience in Finance. Currently he is working as Chief Financial officer and Senior Vice President (Finance) of Kirloskar Brothers Limited.
- Before joining Kirloskar Brothers Limited he had worked with Kirloskar Ebara Pumps Limited since 1989 and handled various assignments in Finance as well as several other departments.



Mr. Pratap B. Shirke

Non-Executive & Non-Independent Director

- Holds master's degree from Stanford University, USA. Holds directorship on various global insurance, shipping and construction companies.



Mr. M. S. Unnikrishnan

Independent Director

- Former Managing Director & CEO of the Thermax Group . Currently he is on the Board of Thermax Limited, Thermax Onsite Energy Solutions Limited, Thermax Babcock and Wilcox Energy Solutions Pvt. Limited and KEC International Limited.



Mr. Shrinivas V. Dempo

Independent Director

- Chairman of the Goa-based Dempo Group of Companies, which has diversified interests in industries such as shipbuilding, food processing, real estate and newspaper publishing. Master of Science degree in Industrial Administration & Finance from Carnegie Mellon University, USA



Mr. Shobinder Duggal

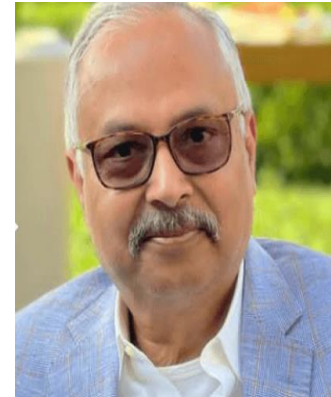
Independent Director

- Bachelor's in Economics (Hons.) from St. Stephens College, Delhi University and a member of Institute of Chartered Accountants of India. 35 years of work experience with the Nestle group in India and Switzerland.



Ms. Ramni Nirula
Independent Director

- Retired as Senior General Manager of ICICI Bank Limited. She has more than 4 decades of experience in the financial services sector. Currently Ms. Nirula is on the Boards of DCM Shriram Limited, P.I. Industries Limited, HEG Limited, Usha Martin Limited.



Mr. Amitava Mukherjee
Independent Director

- Holds Master's degree in Management from the Asian Institute of Management, Manila and a degree in Business Economics from the Delhi School of Economics. 20+ years of experience in Investment Banking.



Mr. Vivek Pendharkar
Independent Director

- Technology Executive based in Silicon Valley for 30+ years with experience spanning Fortune 500 companies as well as Early-Stage Venture backed start-ups and CEO positions for the past 15 years. Worked in successive breakthrough technologies emerging out of Silicon Valley.



Ms. Rekha Sethi
Independent Director

- An alumnus of St Stephens College, Delhi University. Director General of the All-India Management Association (AIMA), the apex body for management in India. Serving on the Boards of some leading Indian companies as an Independent Director

Long Standing Relationships with Marquee Clientele..



Note: Logo belongs to the respective owners

Our Global Partnerships



Enriching Lives



Note: Logo belongs to the respective owners

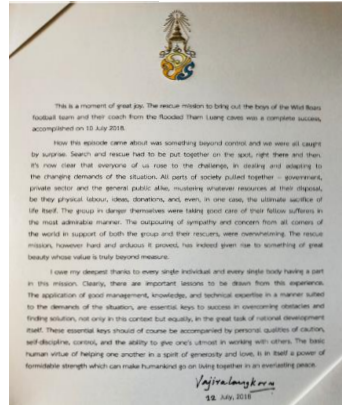
Awards & Accolades



Kirloskarvadi & Dewas – Both Facilities are Greenco Gold certified
Dewas – First pump manufacturing plant to receive Greenco certificate
Kaniyur - First Mini pump manufacturing plant to receive Greenco certificate



KBL's Dewas plant won the prestigious Total Productive Maintenance (TPM) award by Japan Institute of Plant Maintenance (JIPM)



Appreciation by His Royal Highness the King of Thailand for KBL's presence on-site at the Mae Sai cave to offer their technical expertise during the soccer team cave rescue operation



Environmental

- Owned renewable energy sources such as solar power and wind power contribute to 20%-30 % of the total electricity consumption
- Set target of reducing energy consumption by 2% year on year Plants CII GreenCo rated
- Energy efficient lighting system and rainwater harvesting & reduction, reuse and recycling of water
- Use of recycled products as raw material inputs, negligible plastic consumption and plastic waste
- **Zero Discharge Facilities** – No release of release of toxic or non-biodegradable, non-recyclable waste, liquid discharge
- Manufacturer of highly efficient products and energy saving coatings meeting European MEI Norms
- Active engagement with suppliers on environmental issues



Social

- **CSR:** Vikas Charitable Trust established in 1994 for CSR activities.
- CSR activities revolves around Education, Employment, Healthcare, Animal Welfare, Re-skilling War Veterans and Women Empowerment
- Improve lives of community in local areas where we operate
- Social impact initiatives are measured by a third party
- **Employee Welfare:** Multi-pronged approach towards employee development.
- Focused on all aspects of diversity in its workforce be it Gender, Regional or through Affirmative actions. There is no discrimination made during our hiring process irrespective of the position's location, level or type of work



Governance

- Sustainability reporting since 2009-10 and integrated reporting since 2018-19.
- Mandatory Code of ethics examination taken by all the employees every year.
- The Board has an optimum combination of Executive and Non-Executive directors and gender diversification
- Risk Management Governance
- Occupation Healthy Policy
- Regular review and updation of policies in response to the changing requirements
- Whistleblower and POSH policies
- GDPR Compliant

Examples of our CSR activities in India

- Supporting creation of clean water source for underprivileged school kids
- Health-check, eye-check camps and Vaccination camps
- Tree Plantation
- Donating first aid boxes and water pumps to schools of underprivileged school kids
- Self-employment awareness campaign amongst unemployed youths
- Provision & Up-gradation of education facilities for underprivileged school kids
- Save girl-child campaigns and Sponsoring foods for orphaned kids
- Awareness campaign for young farmers relating cultivating and cattle breeding best practices.



Examples of our CSR activities outside India

- SPP Pumps has been recognized as one of United Kingdom's best Apprenticeship Employers in the regional final of the National Apprenticeship Awards 2013
- Listed in England's top 100 apprenticeship employers by City & Guilds and the National Apprenticeship service
- Working with hospice and foodbanks in the UK around our manufacturing facilities to ensure food availability throughout the year
- Work with the Hero's First Foundation in the USA to raise money for war veterans of the Iraq and Afghanistan campaigns which is donated to hospitals and skill building institutions
- Sponsor skill building programs in the Republic of South Africa
- 2% of average net profit for preceding 3 financial years are invested in CSR activities

Corporate Social Responsibility



Enriching Lives

All-women operated manufacturing facility in Kaniyur and 35% women workforce in Sanand factory is a testimony to the importance that it bestows towards gender equality and women empowerment.



CSR Initiatives in India



Enriching Lives

KBL conducts an array of activities and campaigns throughout the year. Primarily, the company focuses on three areas for its CSR contributions: Education, Healthcare, and Environment through the Vikas Charitable trust and Sou. Radhabai Trust.



Kirloskar High School



Hospital



Kerala Flood Relief Operation



WaSH Program



Skill Training Program



Flood relief operation, Sangli

CSR Initiatives Outside India

During Thai cave rescue, KBL sent our multi-national team of experts comprising of members from KBL (India), KBTL (Thailand) and SPP Pumps (UK), who were present on-site at the Mae Sai cave to offer their technical expertise during the rescue operation to support the Thai government and fly the Indian flag

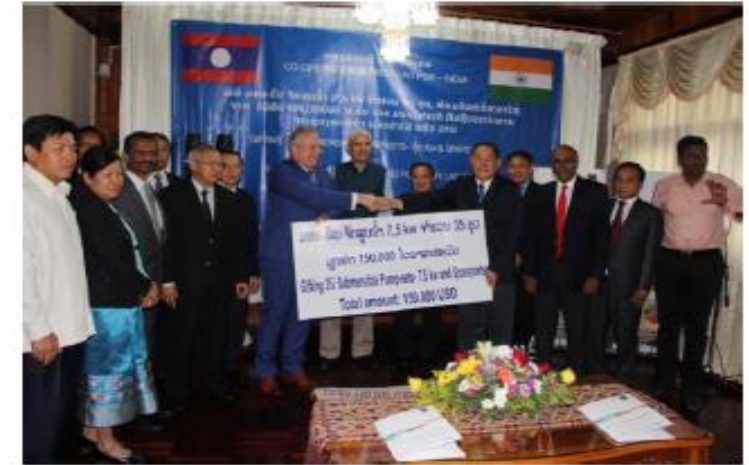
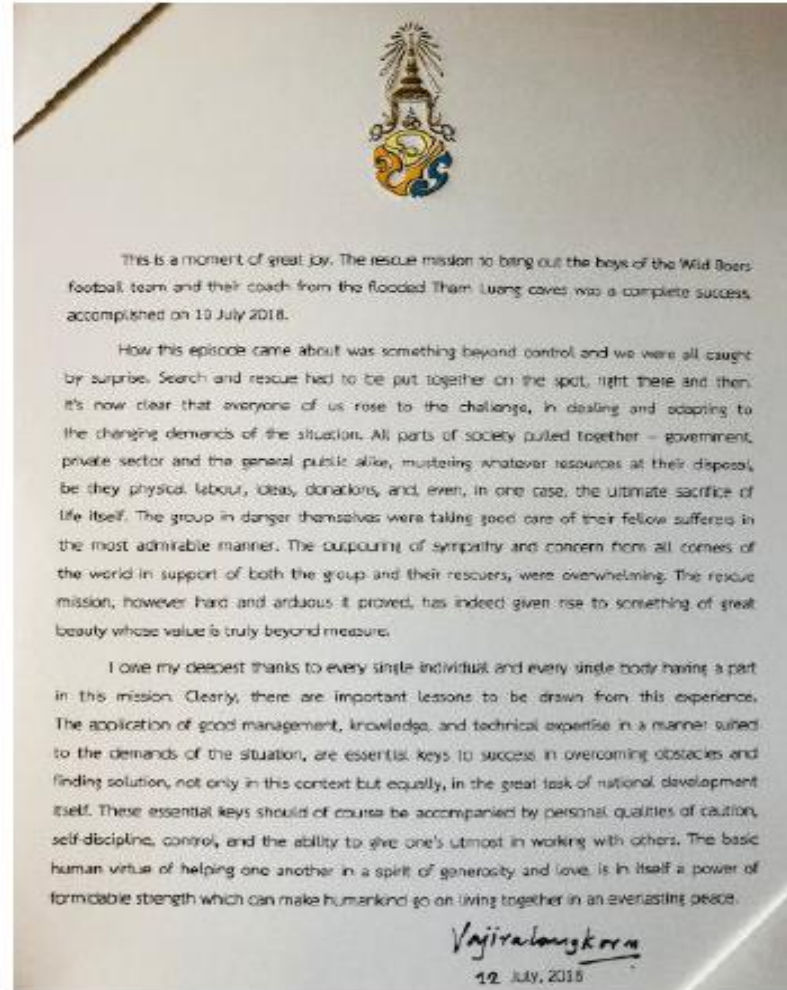


Table of Content

01

About Us

04

Financial Highlights

02

Strategic Focus

05

*Historical Performance at a
Glance*

03

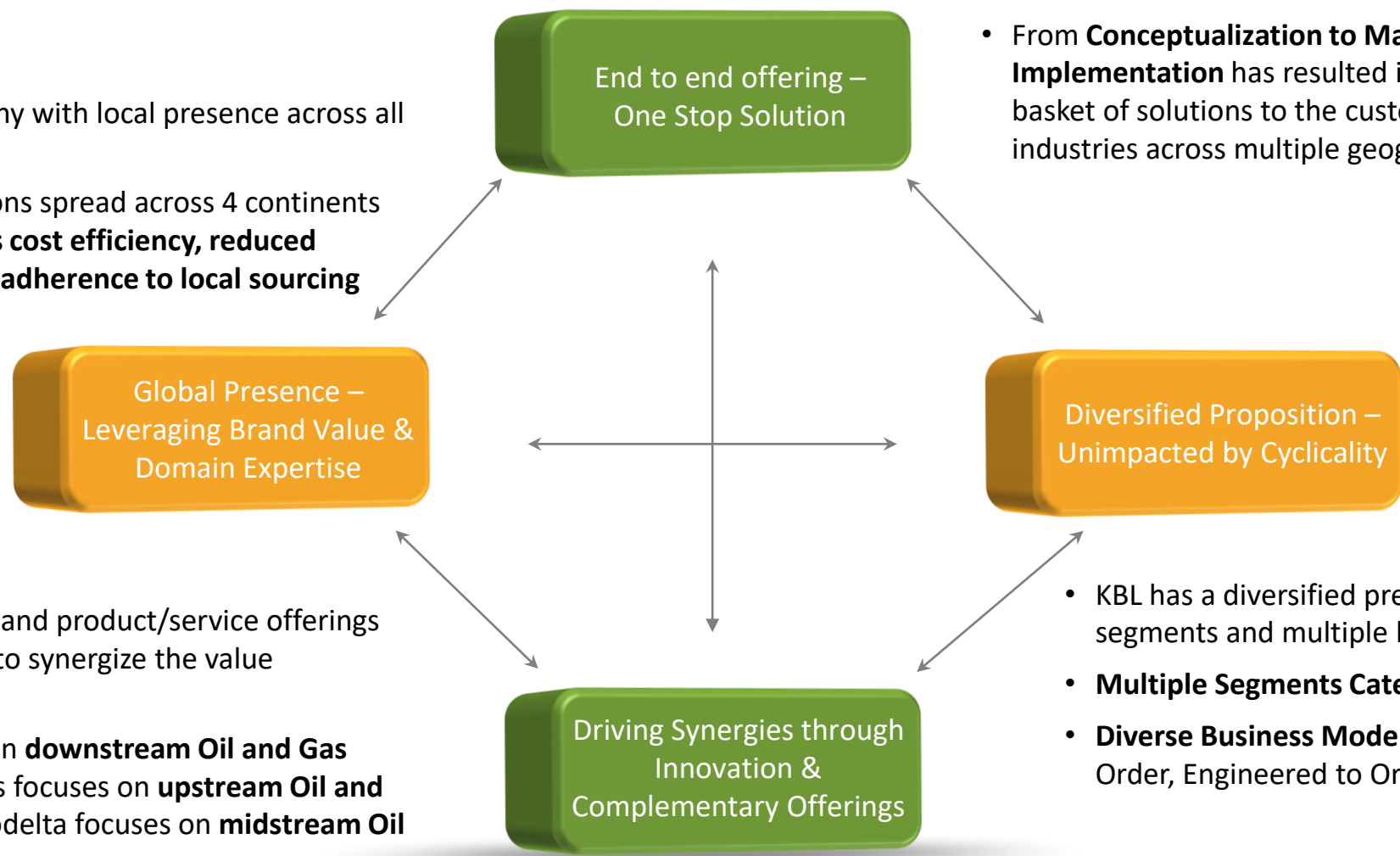
*Our Joint Ventures &
Subsidiaries*

06

Notable Projects

A Unique Value Proposition

- KBL is a global company with local presence across all major trading blocks.
- Manufacturing locations spread across 4 continents in 5 countries **ensures cost efficiency, reduced turnaround time and adherence to local sourcing norms**



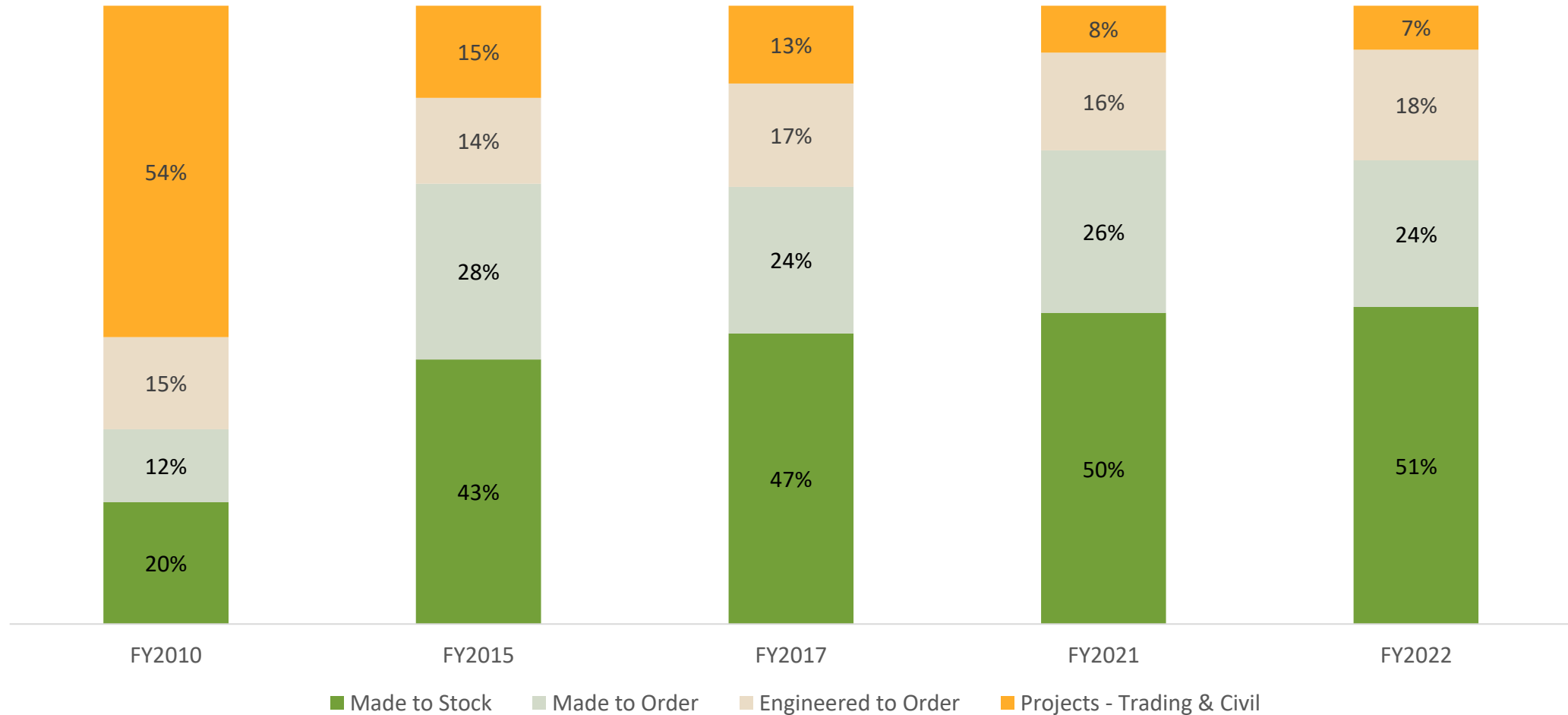
- From **Conceptualization to Manufacturing to Implementation** has resulted into offering complete basket of solutions to the customers across multiple industries across multiple geographies.

Leveraging innovations and product/service offerings across the subsidiaries to synergize the value proposition like

- While KEPL focuses on **downstream Oil and Gas solutions**, SPP Pumps focuses on **upstream Oil and Gas solutions** and Rodelta focuses on **midstream Oil and Gas solutions**
- **3-D printing** at Kirloskarvadi is used to reduce turnaround time for SPP Pumps Service Business

- KBL has a diversified presence across multiple segments and multiple business models
- **Multiple Segments Catered:** B2B, B2C and B2G
- **Diverse Business Models:** Made to Stock, Made to Order, Engineered to Order, EPC and Services.

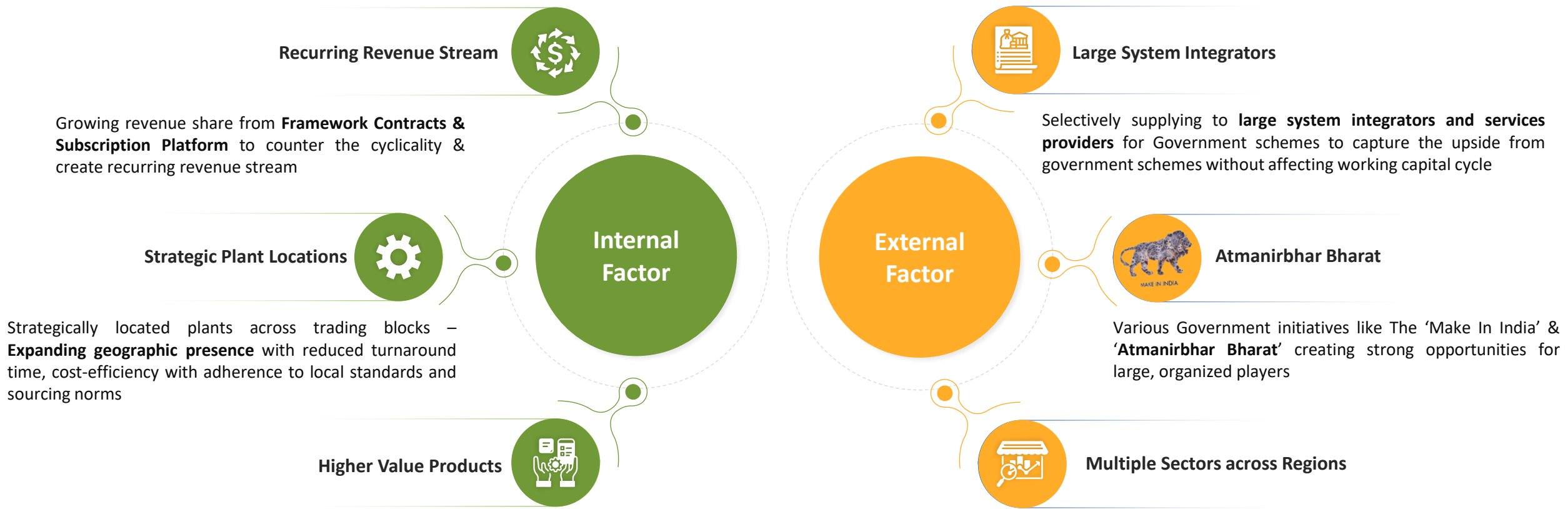
...And Improving Product Mix



Only KBL (Standalone) has a presence in EPC/Projects Business. No international subsidiaries are present in EPC/Projects.

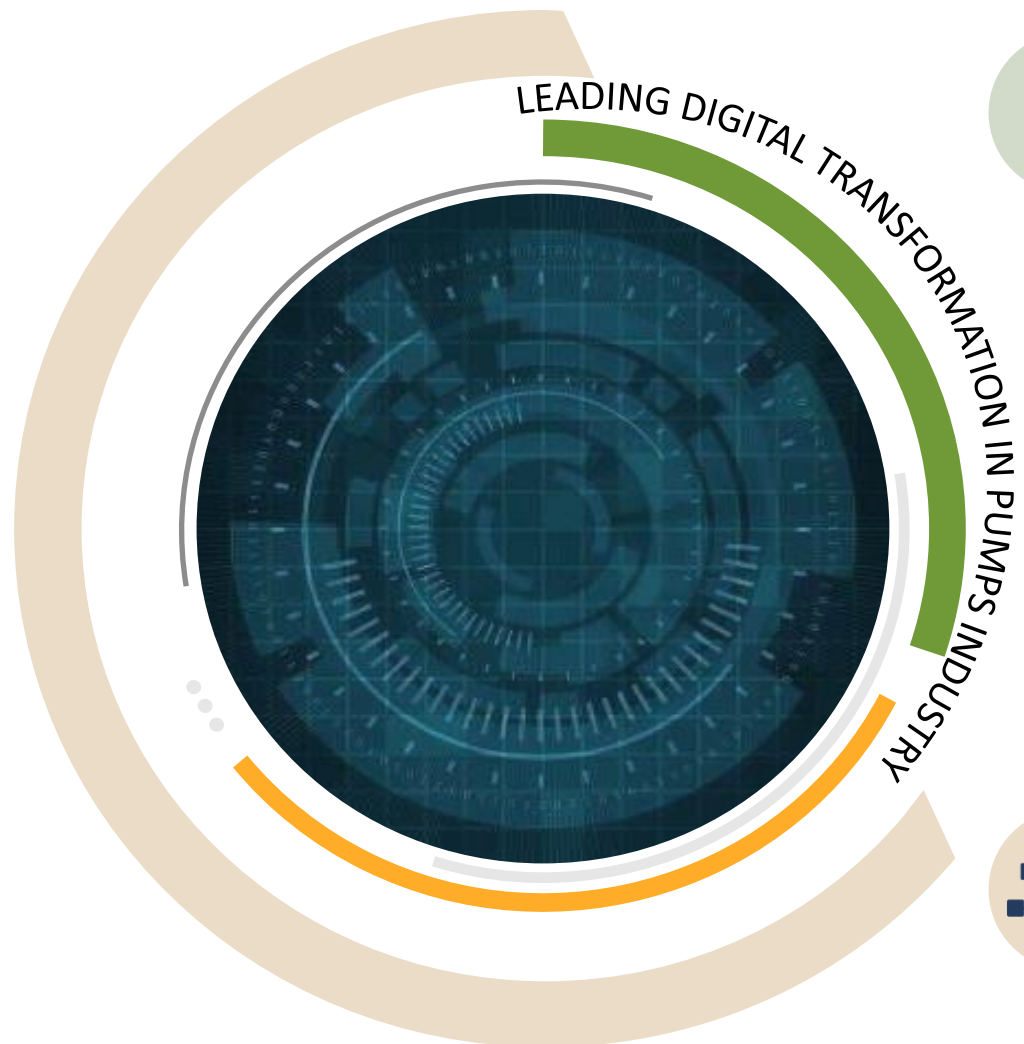
Note: Pumps installed in Projects jobs are included in Engineered to Order

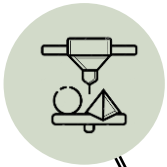
..Coupled with Multiple Triggers to Drive the Growth Momentum




Staying Ahead of the Curve through Digital Initiatives

- Over a decade, KBL has strategically invested in various strategic digital initiatives like **Virtual Reality (VR), Augmented Reality (AR), Artificial Intelligence (AI), Internet of Things (IoT)** and 3-D Printing - Provides Technological Advantage and additional revenue streams in services business
- Salesforce (SFDC) and SAP-S4 HANA for **Automation and ERP Solutions**




- 


3D Printing

 - ✓ **Largest 3-D printer for foundries in the world** installed in 2013 at the Kirloskarvadi Plant and contributes significantly towards faster turnaround for standard & engineered moulds in casting moulds used for domestic and export applications.
 - ✓ **Flexible and Universal** - Supports competitor's pumps and products
- 

Augmented Reality/ Virtual Reality

 - ✓ Used for training the employees and customers
 - ✓ Consistent service delivery by documenting knowledge of service engineers over a decade & ensuring this knowledge is the IP of KBL
- 

Artificial Intelligence

 - ✓ Dolphin – Proprietary Machine Learning Algorithm
 - ✓ Analysis automation based on historical and live data – Higher uptime and lowered catastrophic failure for customers
- 

IoT

 - ✓ Remote pump monitoring and diagnostics tool – Accessible through smartphones and computers
 - ✓ IoT enables manufacturing across domestic plants

Subscription Platform - Creating Market Opportunity

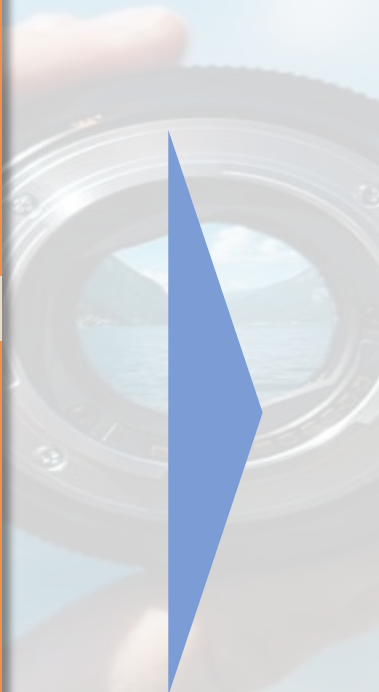
Subscription platform is aimed towards leveraging the **technological and domain expertise** to create a scalable and sustainable business

Traditional Solution

- Manage customer site, refurbish, repair & upgrade all the pumps in phased manner
- Periodic site visits and higher manpower required
- Difficult to scale-up the offering
- Higher turnaround time

KBL's Innovative Solution - Subscription Platform

- Proprietary Innovative Solution by KBL
- Remote failure prediction analytics, troubleshooting and monitoring
- Lower turnaround time
- No periodic site visits required.
- Higher uptime, lower catastrophic failures and spare part inventory carrying costs to the customer
- Highly scalable with less manpower requirement



Market Opportunities

Market Opportunities

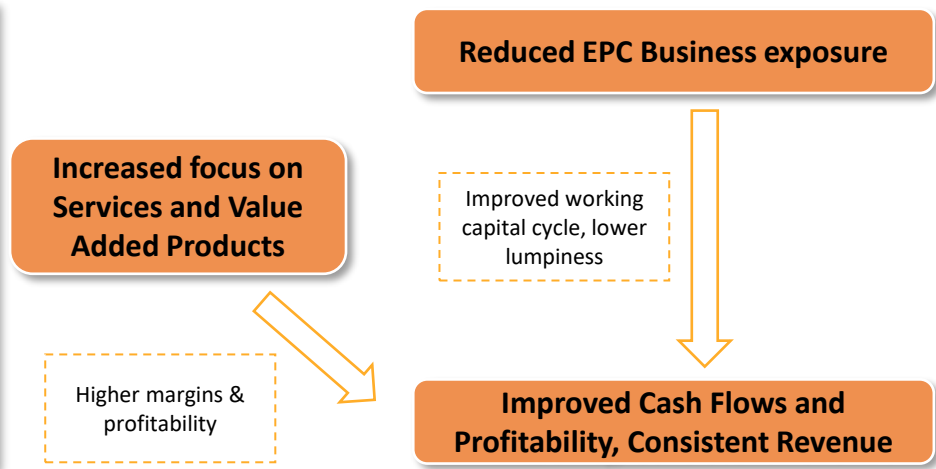
- **Scalable & Universal:**
 - The proprietary algorithm keeps on improving on a live basis
 - With easy scalability, product can be scaled across geographies
- **Multiple Revenue Streams:**
 - Subscription fees (recurring service revenue without additional costs) and product revenue on repairs, upgrades and maintenance.
 - Potential to convert all the existing AMC and Framework contracts into subscription platform

Way Ahead....

KBL has strategically reduced EPC business exposure and increased contribution from Services & Value-Added Products

Reduced Exposure to EPC business

- KBL has reduced exposure towards low margin, lumpy and working capital intensive EPC orders since 2008. Share of EPC to the revenue has come down drastically (75% in FY10 to 6% in FY22)
- Taking selective exposure in profitable contracts
- Very few old projects orders remain unexecuted
- Presence in Water, Power & Irrigation sectors without taking EPC exposure



Well poised for future opportunities

- Being one of the leading players in Pumps and Valves with a successful track record of 9+ decades, KBL is well positioned to capitalise on the future opportunities

Strategy Going Forward

✓	Focus on Value-Added Products & Services	<ul style="list-style-type: none"> ▪ Increase share of value-added products across geographies and subscription services in key international subsidiaries
✓	Monetize IPs	<ul style="list-style-type: none"> ▪ KBL has a strong IP with 22 patents applied and 12 patents awarded (2 USA valid patents) ▪ Monetize digital IP acquired over the years by expanding contribution from services business and value-added products
✓	Leverage Global Presence	<ul style="list-style-type: none"> ▪ Expand and deepen the existing geographic presence by leveraging presence of international subsidiaries while complying to the local sourcing norms across geographies
✓	Debottlenecking & Cost Optimisation	<ul style="list-style-type: none"> ▪ Debottlenecking at key domestic subsidiaries ▪ Cost optimisation across domestic and international subsidiaries.
✓	Strong Thrust on Quality & Product Innovation	<ul style="list-style-type: none"> ▪ R&D Centers housing dozens of experts having rich experience in the industry ▪ 8 new products have earned the India Design Mark in last 5 years.

Table of Content

01

About Us

04

Financial Highlights

02

Strategic Focus

05

*Historical Performance at a
Glance*

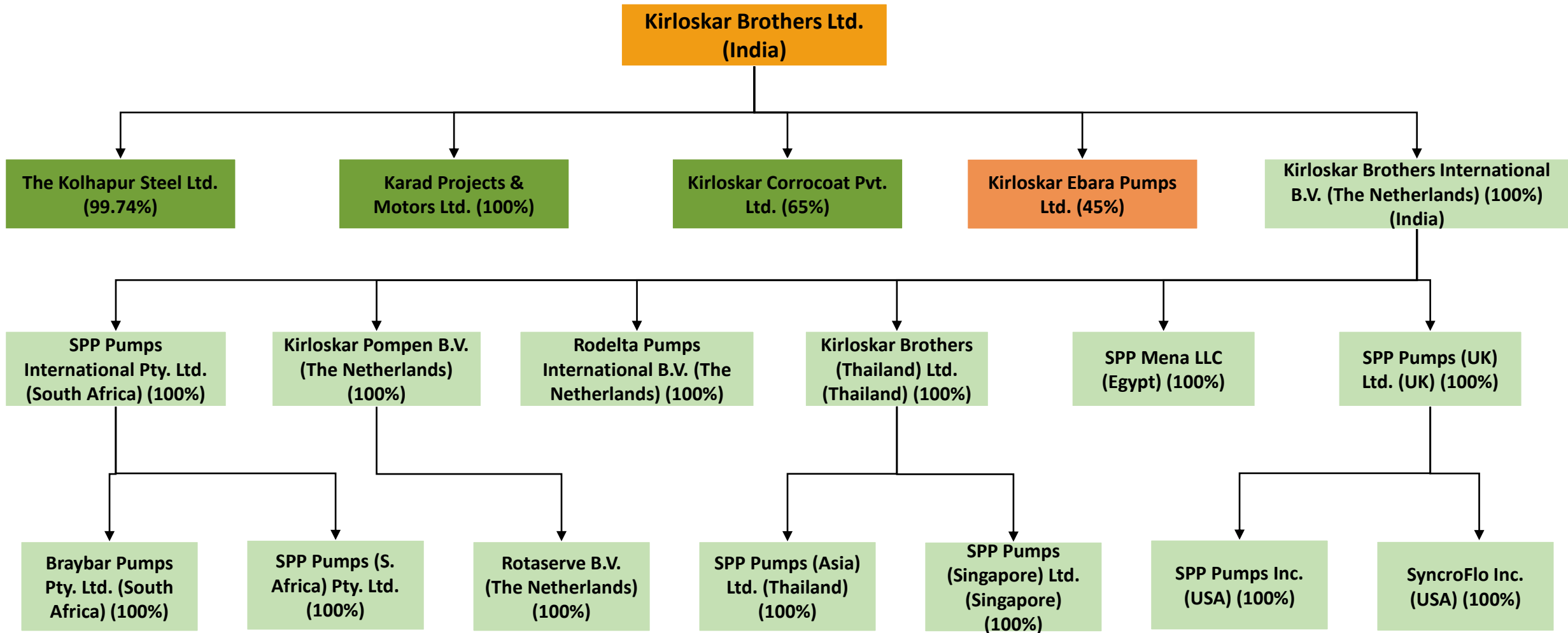
03

*Our Joint Ventures &
Subsidiaries*

06

Notable Projects

Group Structure



- Domestic Subsidiaries (Considered for consolidation)
- Domestic Joint Ventures (Share of profits consolidated)
- International Subsidiaries (Considered for consolidation)

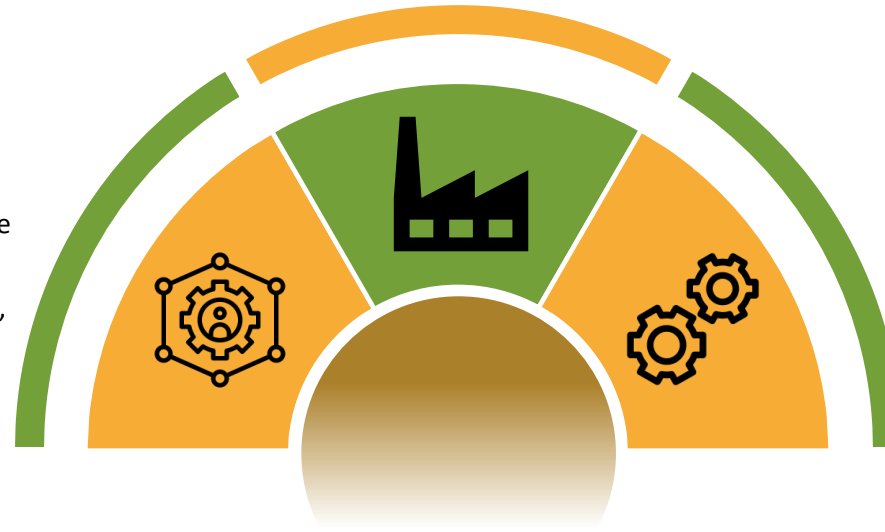
KBL is leveraging the localised global presence through cost-synergies, duty-free access and local sourcing norms

Duty-free Access & preference to Local Manufacturers

- Provides duty-free access to fast-growing ASEAN region through value addition done in Thailand. (20%-30% depending upon a product)
- Preference to the local manufacturers especially in Thailand and South Africa
- SPP Inc. USA is compliant with the new 'Buy American' program and meets the criteria

Cost Synergies

- Reduction in turnaround time
- Lower freight costs
- The subsidiaries do the local value addition in terms of components, repair, maintenance and services, etc.



Local Sourcing Norms and Regulations

- Presence in South Africa through a local subsidiary to comply with Broad-Based Black Economic Empowerment Program
- Other subsidiaries in the US, UK and Netherland to adhere to local sourcing norms



Genesis

- 130+ years of heritage
- R&D, manufacturing and test facilities in the UK
- Worldwide revenues of £76m (~30% of consol. KBL Revenue)turnover in 2021; 70% trade global, outside the UK
- Highest market share in fire pump packages business.
- Lowest life cycle cost pump range
- **Current Orderbook:** £ 60.72 million

Product Profile

- Lowest Life Cycle Pumps for water supply and industrial
- Fire fighting pumps
- Transformer oil pumps
- Containerised pump sets
- Electro-submersible pumps
- Vertical Line shaft pumps
- Multi-Stage, Multi-Outlet pumps
- Framework and AMC contracts for Services (field service and service centre)

- Strategy**
- ✓ *Leading digital & innovative initiatives for KBL Group*
 - ✓ *Pushing the maintenance services business which started in 2016.*
 - ✓ *Diversifying the product profile*
 - ✓ *Focus on the service business with large number of framework contracts*

Geographies Catered

- | | |
|-----------------|--------------|
| Italy | South Africa |
| UK | Singapore |
| USA | Poland |
| France | |
| Egypt | |
| UAE | |
| South-East Asia | |

Industries Catered

- | | |
|------------------------|---------------------|
| Fire | Power |
| Municipal Water Supply | Spares & Services |
| Oil& Gas Upstream | Commercial Building |
| Transformer | Oil & Gas |
| Waste-Water Management | |
| Chemicals | |
| Flood Control | |



SyncroFlo Inc., The United States of America



Enriching Lives

Genesis

- Leading American pump packager
- Wholly-owned Subsidiary of SPP Pumps Limited
- The 1st company for pre-packaged pumping systems for domestic water (plumbing) use.
- SyncroFlo started by making plumbing boosters, then municipal was added. In the late 1980's, started building packages for HVAC, fire protection, and turf irrigation.

Product Profile

- **Plumbing & HVAC Systems:** Ironheart PR, Ironheart LT, ES Ironheart, VMS Ironheart, Custom Commercial, Heat Transfer Systems,
- **Pre-packaged Pumping Systems:** Municipal Systems, Emergency Water Systems, Industrial Systems, Irrigation Systems, Control Systems, VMS Muniheart
- **Fire Products:** Split Case, Vertical In-line, Vertical Turbine, Fire Pump Packages



Strategy

- ✓ Focus on Niche Products - Packaged fire-fighting and pressure booster sets
- ✓ Leverage Technology – Reduce costs and turnaround time
- ✓ Expansion of distributor network

Geographies Catered

- USA
- Canada
- Mexico
- Egypt
- Kingdom of Saudi Arabia

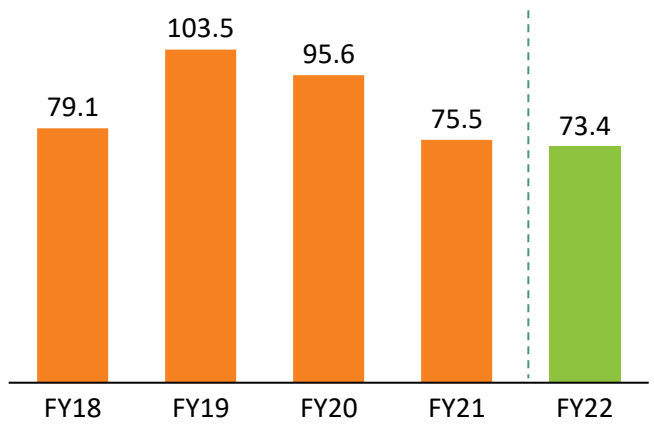
Industries Catered

- HVAC
- Irrigation
- Industrials
- Water Treatment
- Commercial Building Services

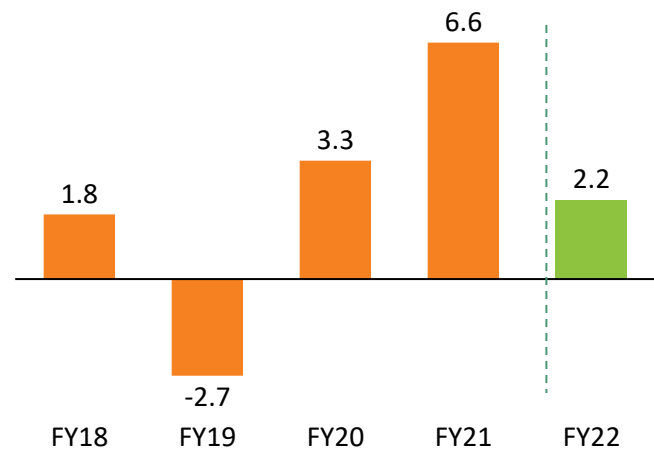


SPP Pumps Limited, United Kingdom

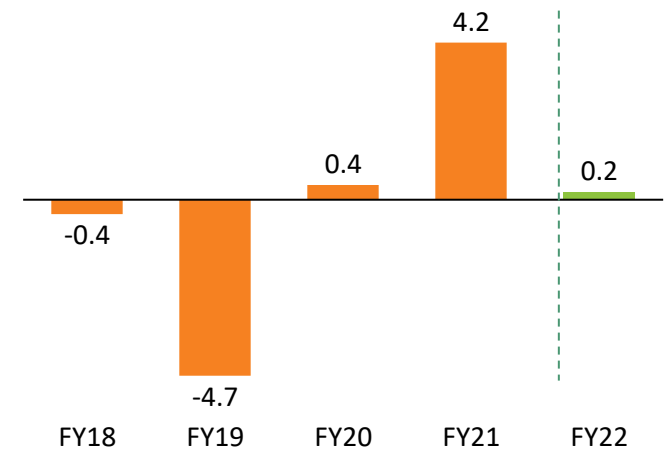
Revenue (£ Mn.)



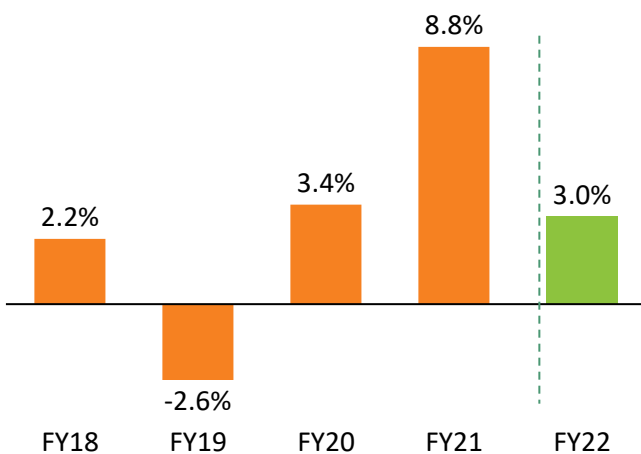
EBITDA (£ Mn.)



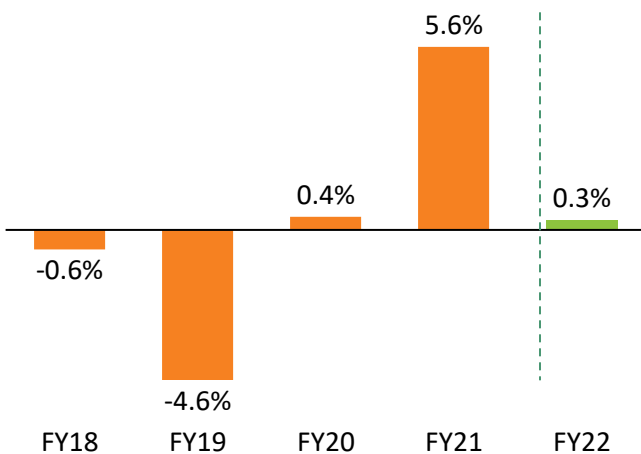
PAT (£ Mn.)



EBITDA Margin (%)



PAT Margin (%)



Note: Including SPP Inc. and SPP France

Genesis

- Established by Sulzer in 1946, acquired by KBL in June 2015
- Leading manufacturer of API and Non-API pumps
- R&D, manufacturing and test facilities in Almelo, Netherlands
- **On Cusp of Turnaround:** Turnaround expected in FY22, through favourable product mix
- **Current Orderbook:** € 6.41 million

Product Profile

- API Pumps conforming to API-610 standards, 12th edition
- Pumps for Municipal Water Supply complying to EU Standards
- Pre-fabricated Concrete Volute Pumps
- Bi-directional Axial Flow Pumps
- After-sales and services for upgradation of pumps and pump stations in the Benelux region



Strategy

- ✓ *Niche product launches – fish-friendly pumps and OH5 pumps for Hydrogen Production*
- ✓ *Turnaround & improve profitability through a specialised product profile*
- ✓ *Leverage the brand profile and expand the geographic presence*

Geographies Catered

- China
- Benelux
- Iraq
- South-East Asia
- Turkey
- UAE
- UK

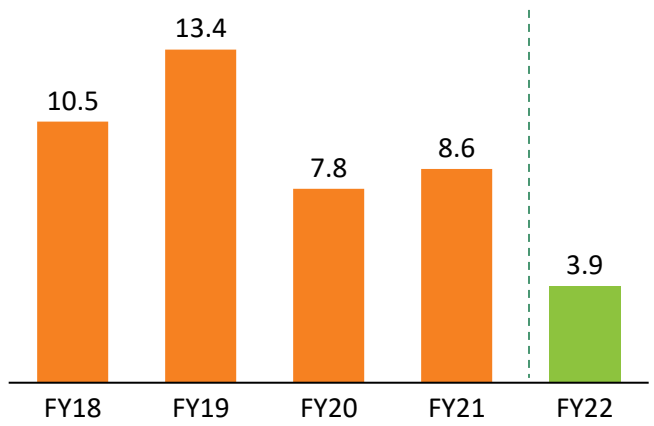
Industries Catered

- | | |
|---------------------|---------------|
| Oil & Gas Midstream | Waste-Water |
| Oil & Gas Upstream | Chemicals |
| Pulp & Paper | Water |
| Power | Dry Dock |
| Irrigation | Flood Control |
| District Heating | |

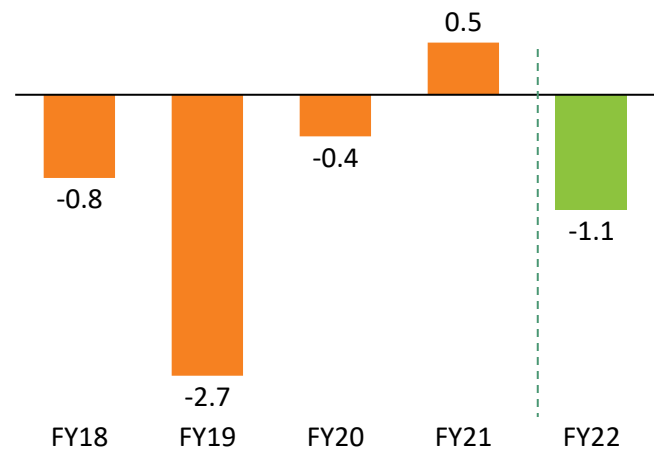


Rodelta Pumps International B.V., The Netherlands

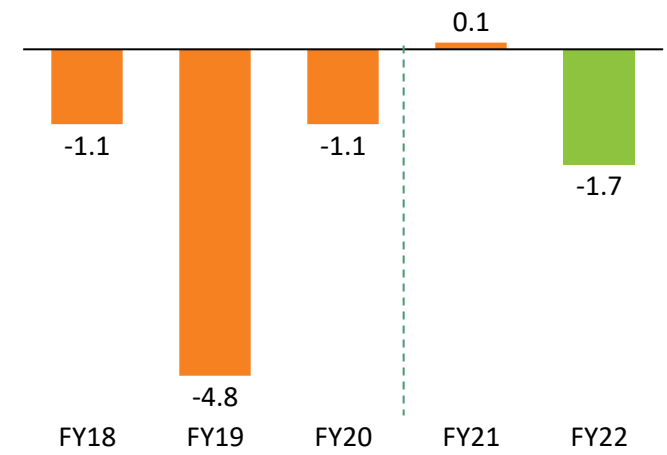
Revenue (€ Mn.)



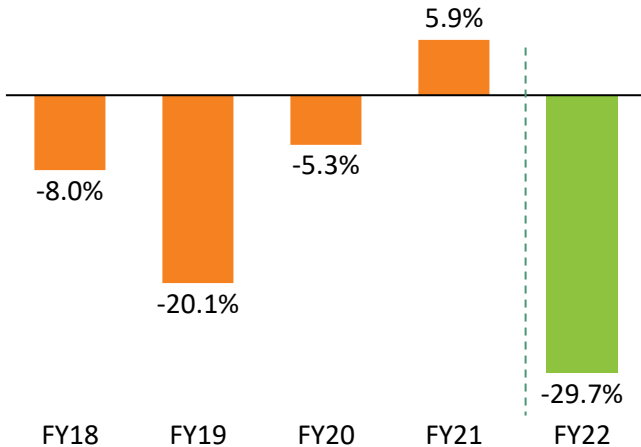
EBITDA (€ Mn.)



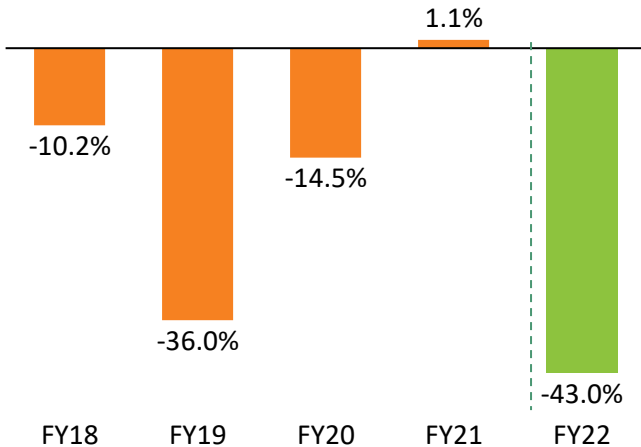
PAT (€ Mn.)



EBITDA Margin (%)



PAT Margin (%)



Note: Including KPBV and Rotaserve



Enriching Lives

Genesis

- Assembly and packaging for sales of centrifugal pumpsets in South-East Asian markets
- Provides duty-free access to fast-growing ASEAN region through value addition done in Thailand.
- **Current Orderbook:** Thb 394.66 million

Product Profile

- Fire fighting pumps
- Chemical pumps
- Water supply pumps
- Waste water pumps
- Services (Field service and service centers)

Strategy

- ✓ Access ASEAN region duty-free through value addition in Thailand
- ✓ Brand Development and distribution network expansion in ASEAN region
- ✓ Continue to reduce the lumpiness of the cashflows by focussing to build a standard and engineered daily business

Markets Catered

- Thailand
- Singapore
- Malaysia
- Cambodia
- Laos
- Philippines
- Vietnam

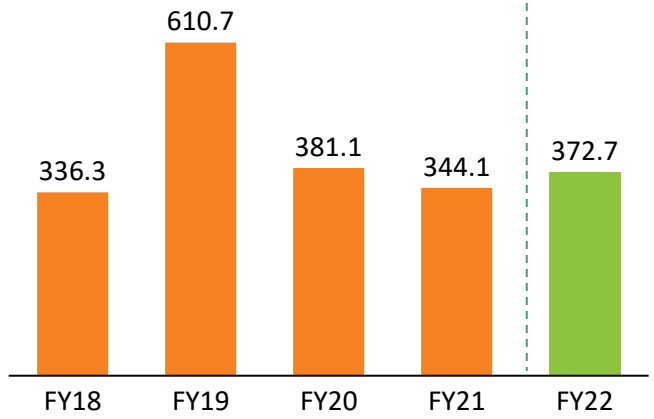
Industries Catered

- Chemicals
- Mining
- Municipal Water Supply
- Power
- Commercial Building Services (Fire & HVAC)

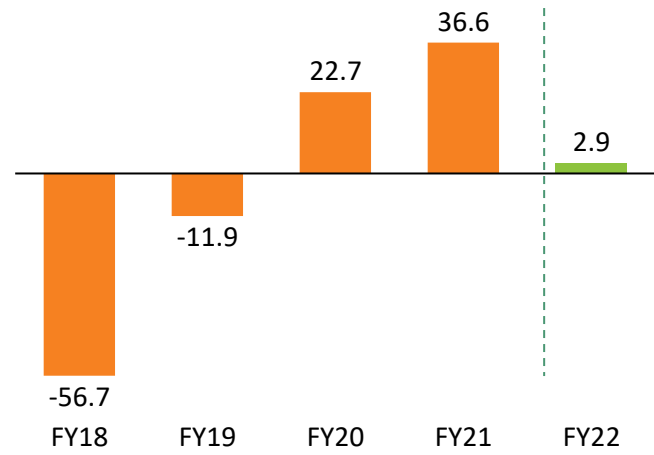


Kirloskar Brothers (Thailand) Limited, Thailand

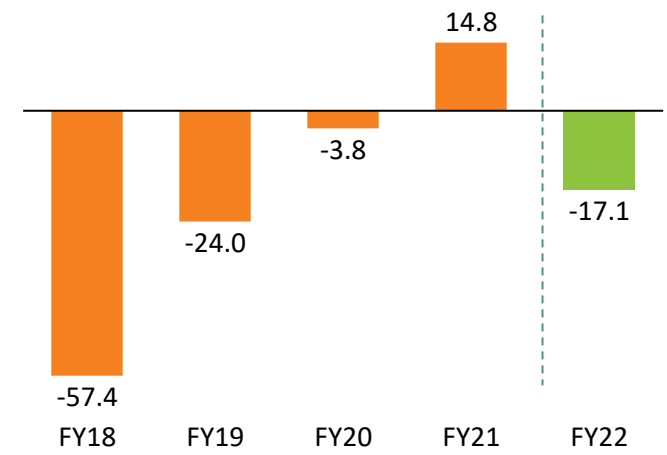
Revenue (THB in Mn.)



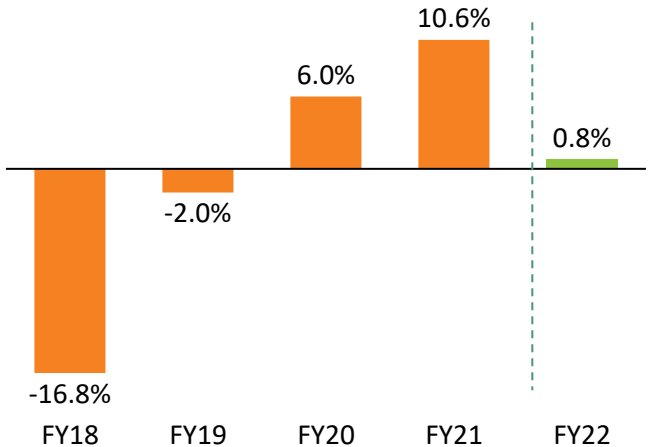
EBITDA* (THB in Mn.)



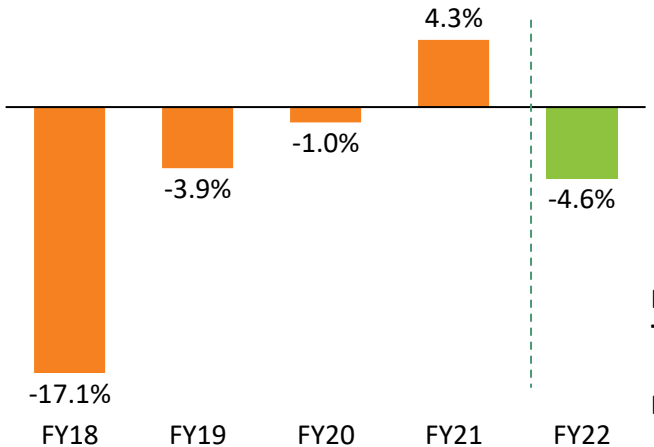
PAT (THB in Mn.)



EBITDA Margin (%)



PAT Margin (%)



Note: *EBIDTA is after considering a forex loss of THB 14.69 Million for FY22

Financials Include SPP Asia and SPP Singapore

Genesis

- Manufacturing and sales of high head multi-stage pumps, rubber lined slurry pumps and white metal lined bearings
- Successfully overcome the BBBEE regulations and turned around the business by changing the business mix over the last three years.
- **Current Orderbook:** ZAR 30.89 million

Product Profile

- Fire fighting pumps
- Mine de-watering pumps
- Chemical pumps
- Water supply pumps
- Re-engineering services for all pumps
- Services (Field service and service centers)



Strategy

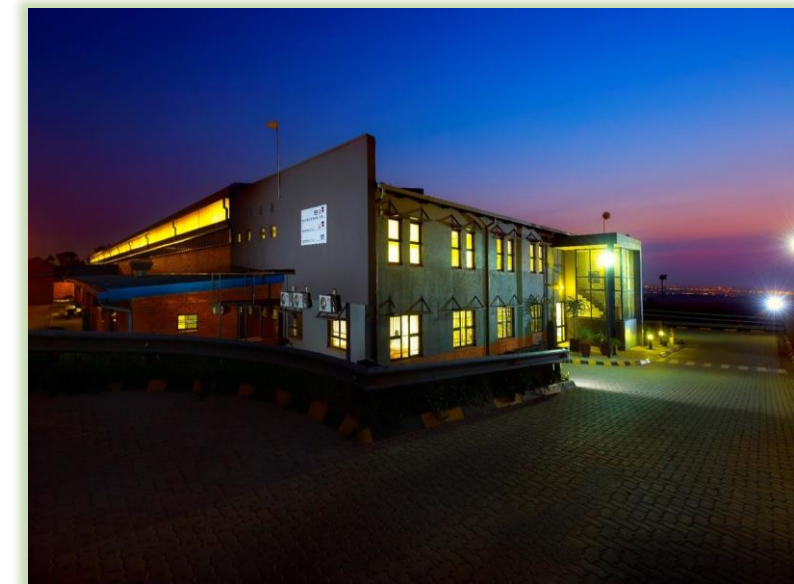
- ✓ Improve product mix
- ✓ Maintain profitability

Markets Catered

- South Africa
- Zambia
- Botswana
- Angola
- Mozambique
- Kenya
- Uganda
- Tanzania

Industries Catered

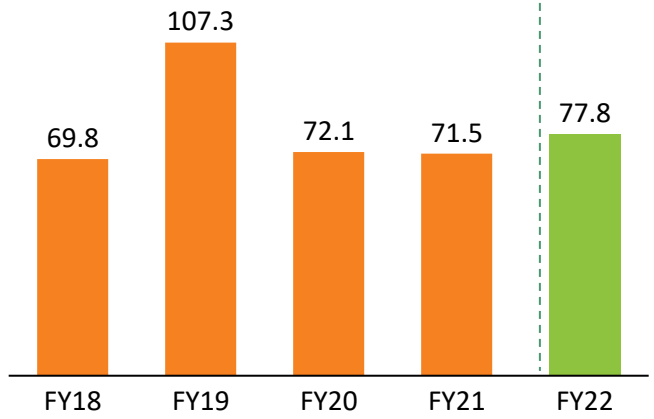
- Mining (Copper, Gold, Uranium)
- Water supply
- Chemicals
- Commercial Building Services (Fire & HVAC)



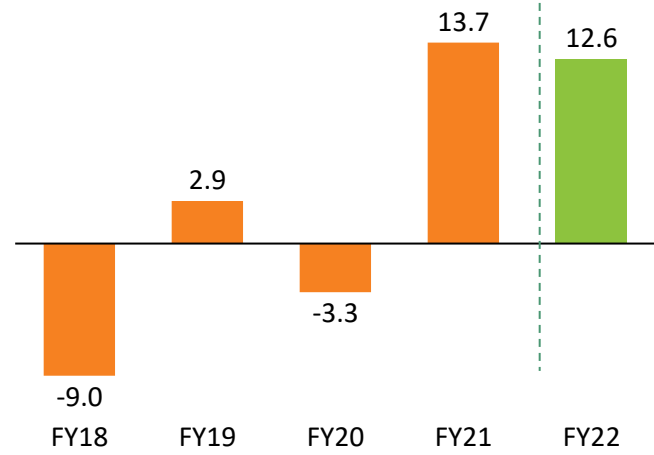
Braybar Pumps Limited, South Africa

Note: Including SPP International, SPP SA and Micawber

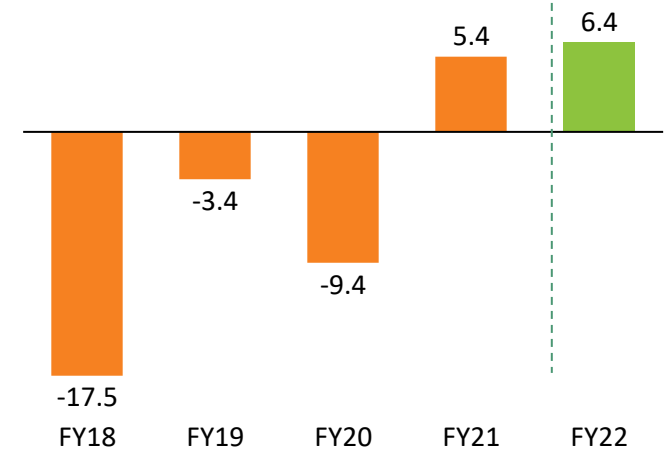
Revenue (ZAR Mn.)



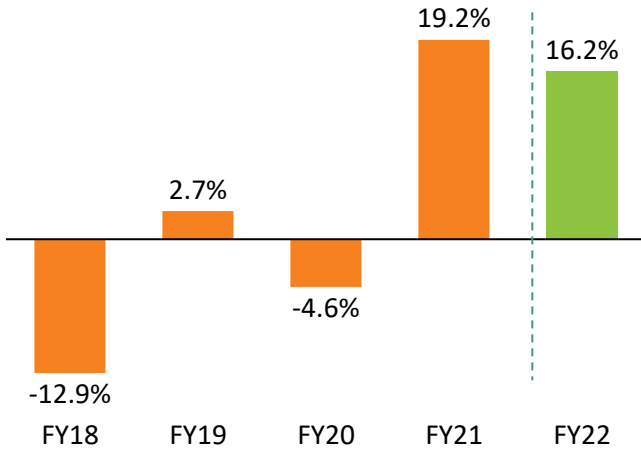
EBITDA (ZAR Mn.)



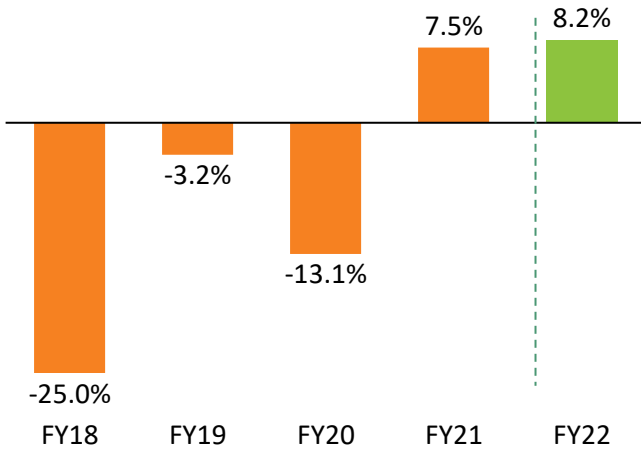
PAT (ZAR Mn.)



EBITDA Margin (%)



PAT Margin (%)



Karad Projects And Motors Limited (KPML)

Genesis

- KPML is a wholly owned subsidiary of KBL.
- 3 manufacturing plants located at Karad, Maharashtra, India.
- Expertise in manufacturing of Electrical Stampings, Stators, Rotors, Shaft, Rotor fitted shafts, AC rotating machines, Mini water handling pumps, Connecting Rods and Drive Units.

Product Profile

- **Stamping:** Electrical Stampings , Core packs, Wound Stators , Die Cast Rotors , Copper Brazed Rotors, Rotor Fitted Shafts, Motors for Submersible pumps (water filled), Controls Panels
- **Motors:** 3 Phase AC induction Motors (incl. IE4, IE5), Elevator Motors, NS - Stators -Rotor fitted shaft, Stators ,Domestic water handling pumps, Motors for Submersible pumps (Oil filled) etc.
- **Components:** Drive Units for Pumps & Connecting Rods for ACR industry, Components for auto priming system (Priming tank & Coalescer)

KARAD PROJECTS AND MOTORS LIMITED

Strategy

- ✓ *Cost Leadership through Backward Integration*
- ✓ *Product expansion – Electronics, Smart Systems and Products*

Markets Catered

- Austria
 - Germany
 - France
 - USA
 - Mexico
 - China
 - Spain
 - UK
- India

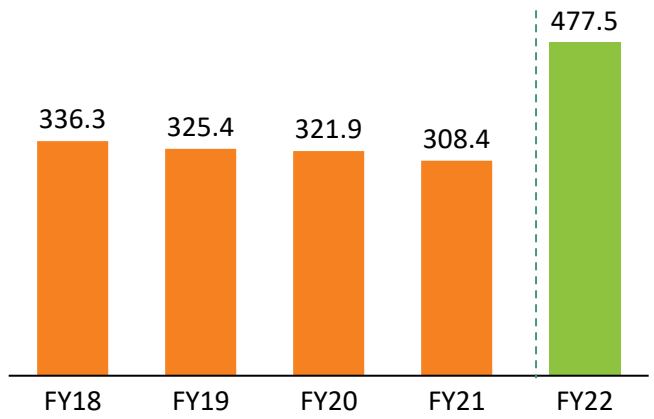
Industries Catered

- Pumps
- Hermetic Compressors
- Healthcare
- Elevator

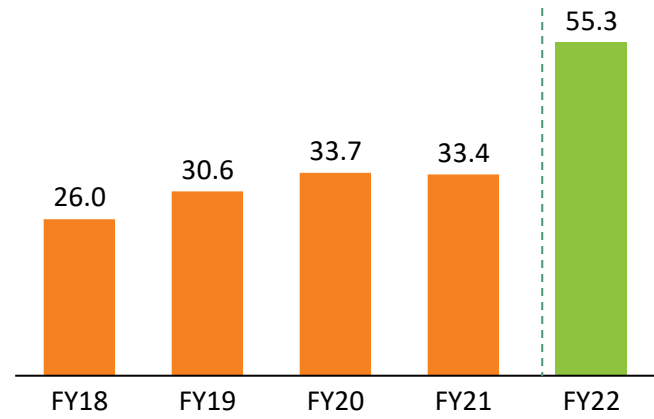


Karad Projects And Motors Limited

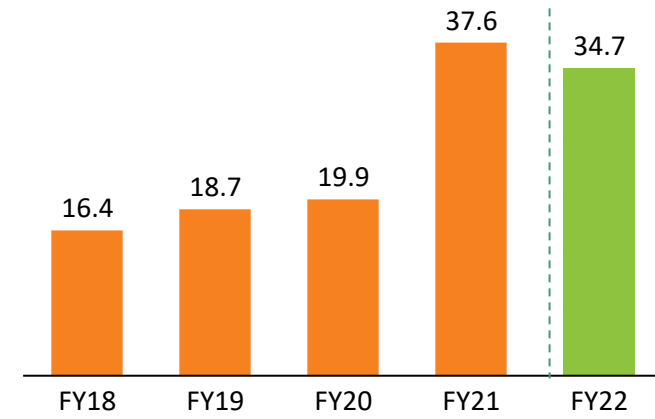
Revenue (Rs. Crores)



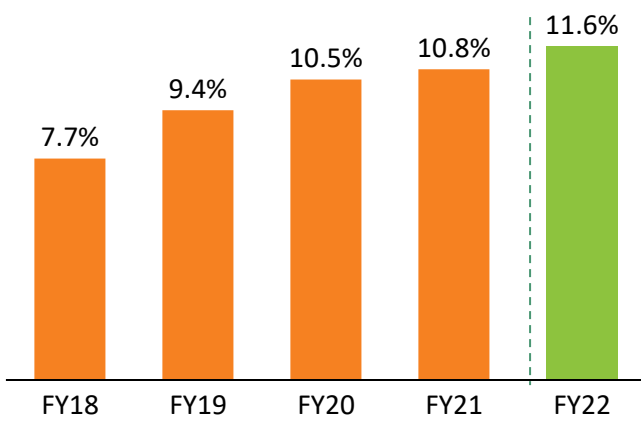
EBITDA (Rs. Crores)



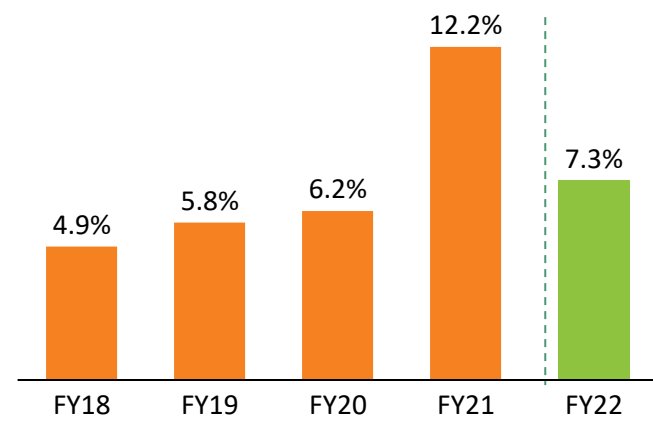
PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)



Genesis

- Established in 1988 as a Joint Venture (JV) company promoted by KBL and Ebara Corporation with a mission to manufacture and supply rotary equipment like process pumps, boiler feed water pumps, steam turbines for mechanical drive and steam turbine generators, etc. required for critical applications in hydrocarbon processing industries and power projects.

Product Profile

- Pumps:**
 - Centrifugal pumps as per API 610
 - Multistage Boiler feedwater pumps
- Turbines:**
 - API 611 Steam turbines
 - Non-API Saturated Steam Turbine
 - Hydraulic Power Recovery Turbine (HPRT)



Strategy

- ✓ Expand Services offering across the geographies catered
- ✓ Leverage proven track record and approvals with customers to increase the market share
- ✓ Improve margin profile and profitability through cost leadership
- ✓ Maintain the robust order book trajectory

Markets Catered

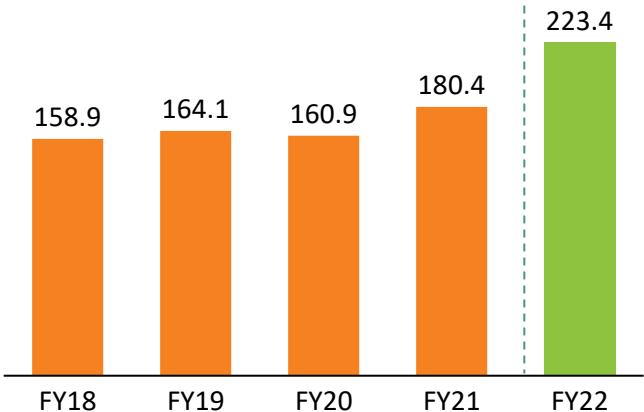
- Indian Subcontinent
- Europe
- CIS Countries
- South-East Asia
- Middle-East

Industries Catered

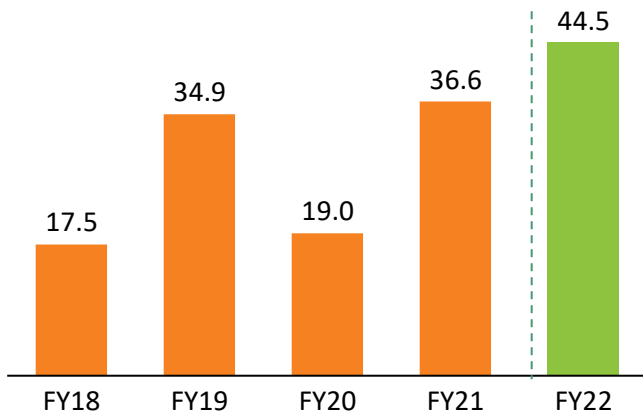
- Oil & Gas (Downstream – Refinery, Pipelines and Depots)
- LPG and LNG Bottling Plants
- Fertilizers
- Power
- Nuclear Energy
- Cogen Power Plants



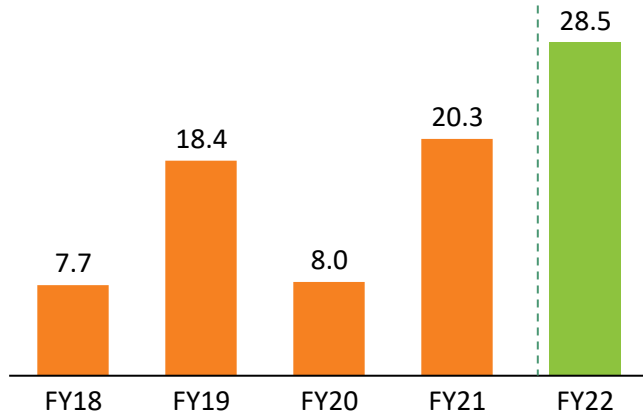
Revenue (Rs. Crores)



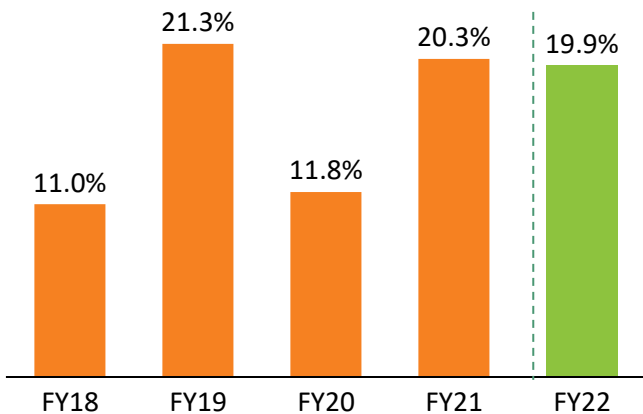
EBITDA (Rs. Crores)



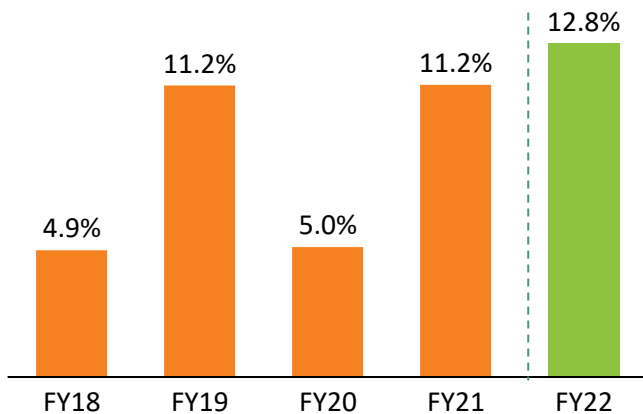
PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)



The Kolhapur Steel Limited (TKSL)

Genesis

- Kolhapur Steel Limited (TKSL) is a subsidiary company of KBL.
- Established in the year 1965.
- Steel castings in the weight range of 300 kg-10 tonne single piece casting
- State-of-the-art facility with IBR and NORSOK certifications
- **Installed Capacity: 3,600 MTPA**

Product Profile

- High Grade Steel Alloy Castings for
- Pumps
- Steel Turbines
- Hydro Turbines
- Valves
- General Engineering

Markets Catered

- India
- South Korea

Industries Catered

- Turbomachines
- Shipping & Heavy Engineering
- Earthmoving
- Mining
- Power



Enriching Lives

THE KOLHAPUR STEEL LIMITED

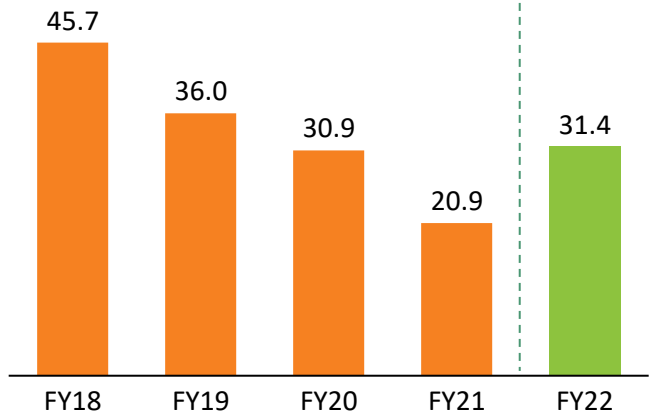
Strategy

- ✓ Reduce the losses
- ✓ Enhance the operations through recently infused capital

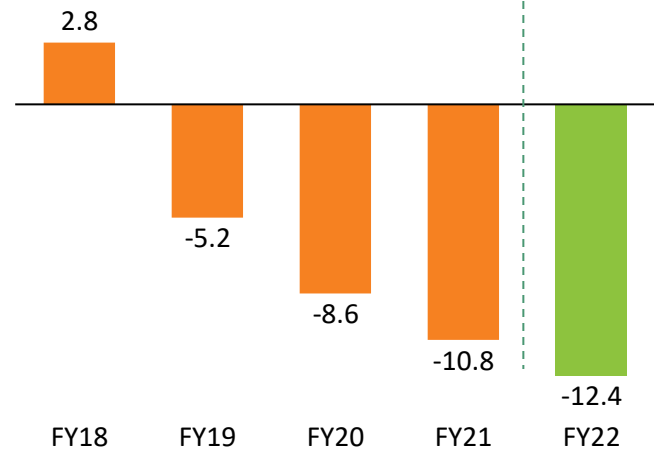


The Kolhapur Steel Limited

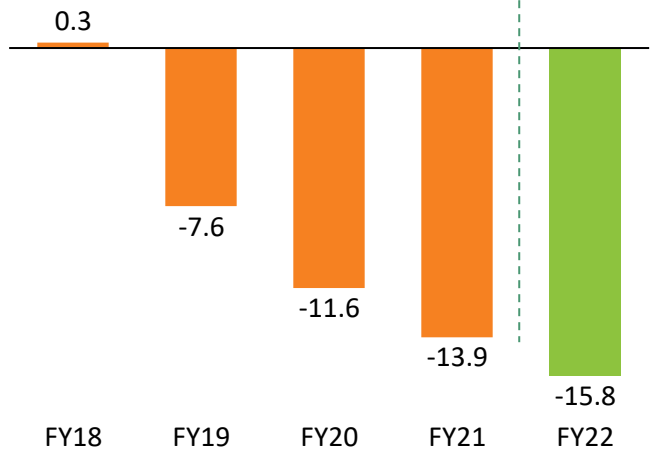
Revenue (Rs. Crores)



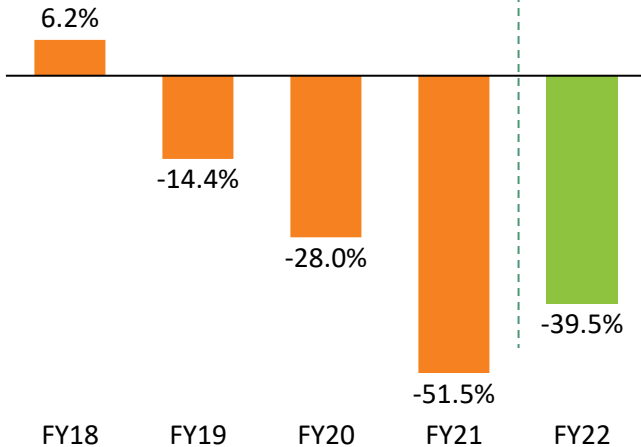
EBITDA (Rs. Crores)



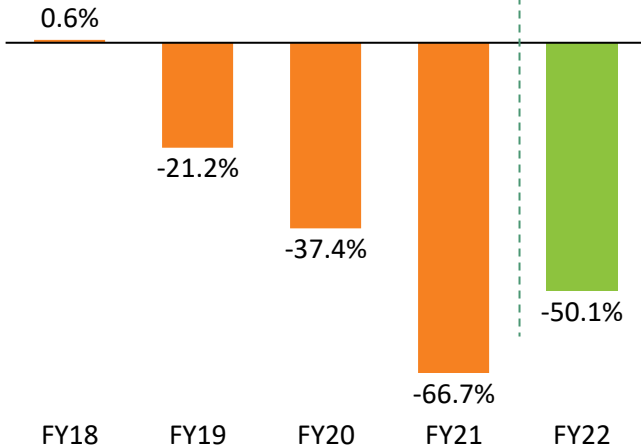
PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)



Genesis

- JV between KBL and Corrocoat Ltd. U.K.
- The company manufactures glass flake polymer coatings at its state-of-the-art plant at Kirloskarvadi, Maharashtra.
- Undertakes turnkey projects for supply and application of energy enhancing and anti-corrosion and anti-erosion coatings on a pumps, valves, pipelines and other equipments.

Product Profile

- **Corroglass** - High performance engineering glass flake filled composites
- **Corrocoat** - A range of tailor-made, high performance polymeric solutions for critical service applications
- **Plasmet** - High performance, abrasion-resistant protective coatings and surface-tolerant primers.
- **Fluiglide** - Energy efficiency coatings



Strategy

- ✓ *Product Differentiation – Provide innovative solutions to the customers to enhance efficiency and life of pumps, valves and pipelines*
- ✓ *Developed unique solution to remain ahead of the curve- Innovative product range for Power Sector supported by FGD Regulation and marine anti-corrosion applications*

Markets Catered

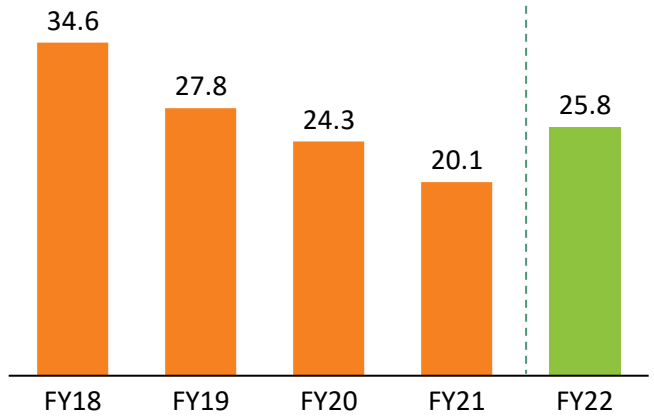
- Pump and Valve Users
- Oil Refineries
- Power plants

Industries Catered

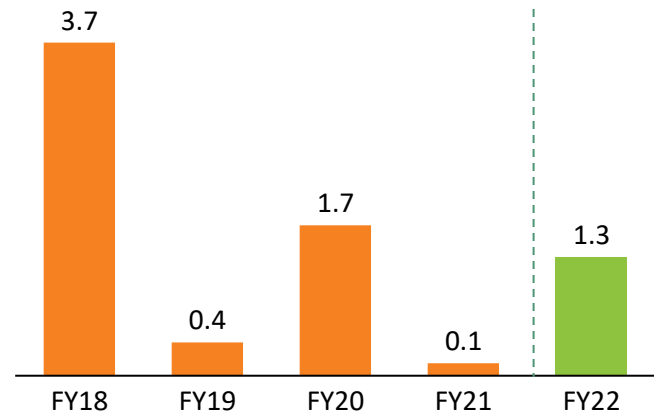
- Oil & Gas
- Petrochemicals
- Power
- Steel
- Water
- Waste Management



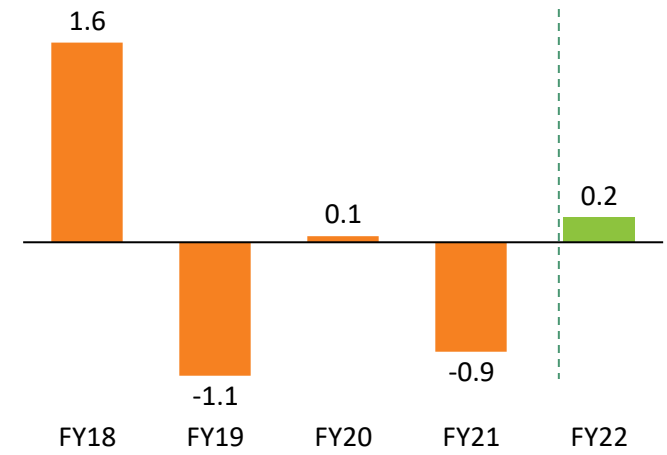
Revenue (Rs. Crores)



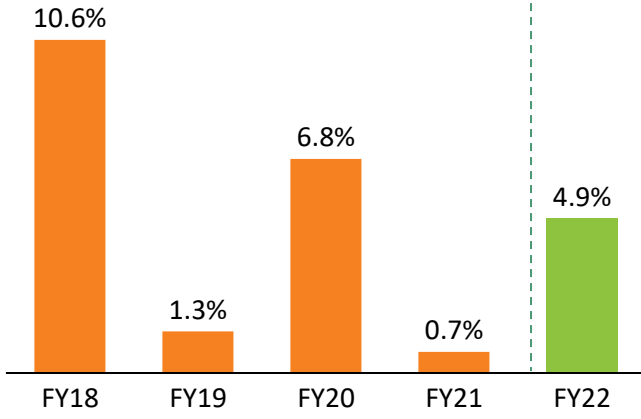
EBITDA (Rs. Crores)



PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)

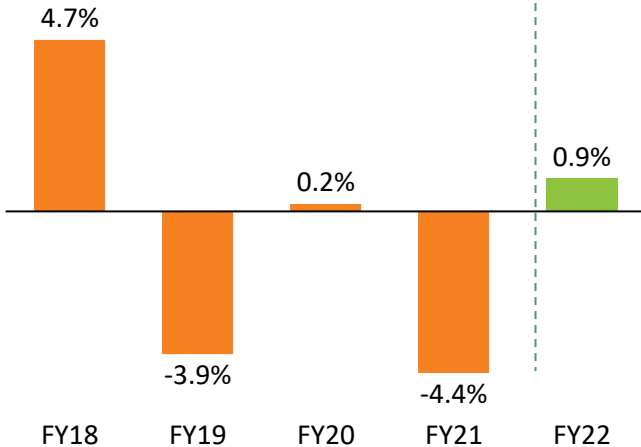


Table of Content

01

About Us

04

Financial Highlights

02

Strategic Focus

05

*Historical Performance at a
Glance*

03

*Our Joint Ventures &
Subsidiaries*

06

Notable Projects

Robust Orderbook Implying Strong Revenue Visibility

Sector (In Rs. crores)	Q1 FY23	Q4 FY22	Q3 FY22	Q2 FY22	Q1 FY22
Irrigation + Water Resource Mgmt.	664	691	718	733	691
Power	491	485	490	460	460
Oil & Gas	91	69	68	42	36
Marine & Defence	83	63	76	48	50
Industry	137	128	111	98	87
Building & Construction	136	120	101	73	92
Customer Support & ESD	107	88	85	82	73
Valves	68	69	83	83	81
Total	1,777	1,713	1,732	1,619	1,570

KBL Standalone	Q1FY23	Q4FY22	Q3FY22	Q2FY22
Orders Received	596	721	624	524
KBL Consol.	Q1FY23	Q4FY22	Q3FY22	Q2FY22
Orders Received	941	1,213	1,044	884
Pending Orders	2,611	2,470	2,346	2,183

Note: Sectoral orderbook for standalone business, Consol. Orderbook includes orderbook of Domestic as well as International Business

Q1 FY23 Key Subsidiaries Financials Performance

Revenue from Operations (Rs. Crores)	Q1FY23	Q1FY22
KBL	542.4	397.5
KCPL	7.9	3.5
TKSL	8.8	4.8
KPML	147.9	89.6
KBIBV (consol.)	247.2	220.4
Subtotal	954.2	715.8
Elimination/ Consol. adjustment	(170.1)	(89.2)
Total KBL without KEPL (JV Company)	784.2	626.6

Profit before tax (Rs. Crores)	Q1FY23	Q1FY22
KBL	12.6	7.9
KCPL	0.4	(0.9)
TKSL	(5.7)	(3.2)
KPML	17.6	10.2
KBIBV (consol.)	(2.2)	3.9
Subtotal	22.7	17.8
Elimination/ Consol. adjustment	1.8	(0.0)
Total KBL without KEPL (JV Company)	24.5	17.8

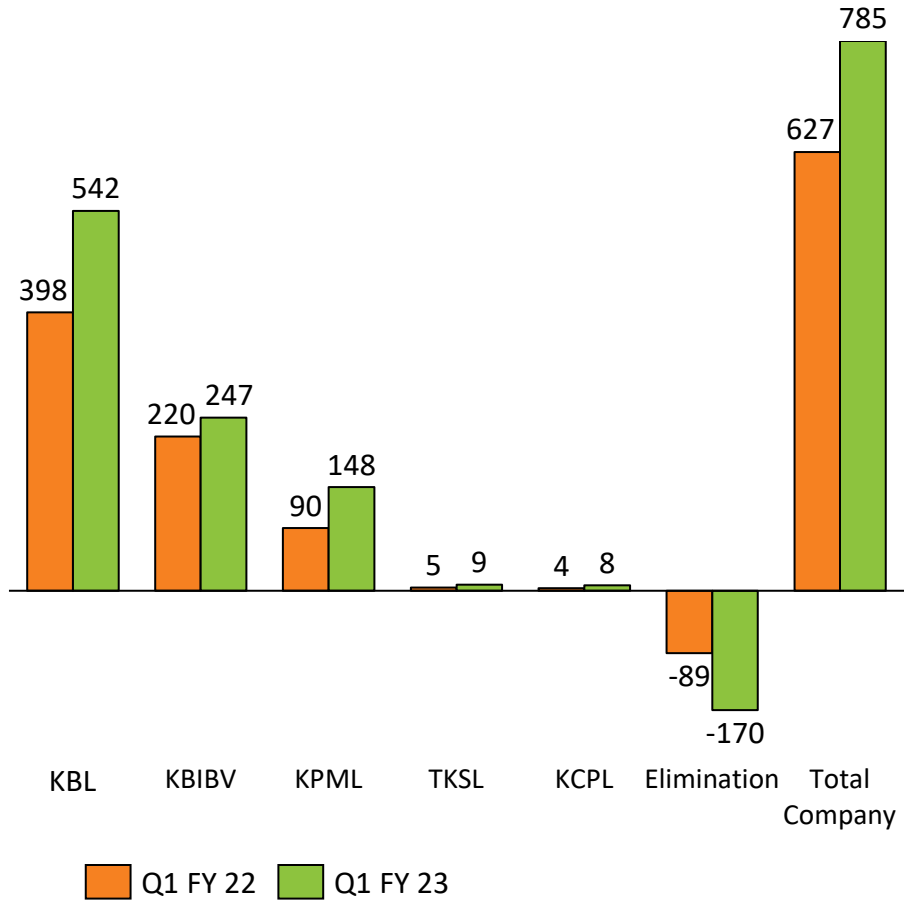
Consolidated Profit & Loss Statement

Particulars (Rs. Crores)	Q1FY23	Q1FY22	YoY%
Net Revenue from Operations	784.1	626.6	25.1%
Other Income	7.3	16.9	
COGS	412.2	333.6	
Gross Profit	379.2	309.9	22.4%
Gross Margin (%)	48.4%	49.5%	-110bps
Employee Expenses	131.3	125.9	
Other Expenses	199.8	141.6	
EBITDA	48.1	42.4	13.4%
EBITDA Margin (%)	6.1%	6.8%	-63bps
Finance Costs	7.3	8.2	
Depreciation	16.3	16.4	
PBT	24.5	17.8	37.6%
Taxes	9.3	7.1	
Share in JV Profit	0.3	1.1	
Reported PAT	15.5	11.8	31.4%
PAT Margin (%)¹	2.0%	1.9%	9bps
Earnings Per Share (EPS)	1.94	1.52	27.3%

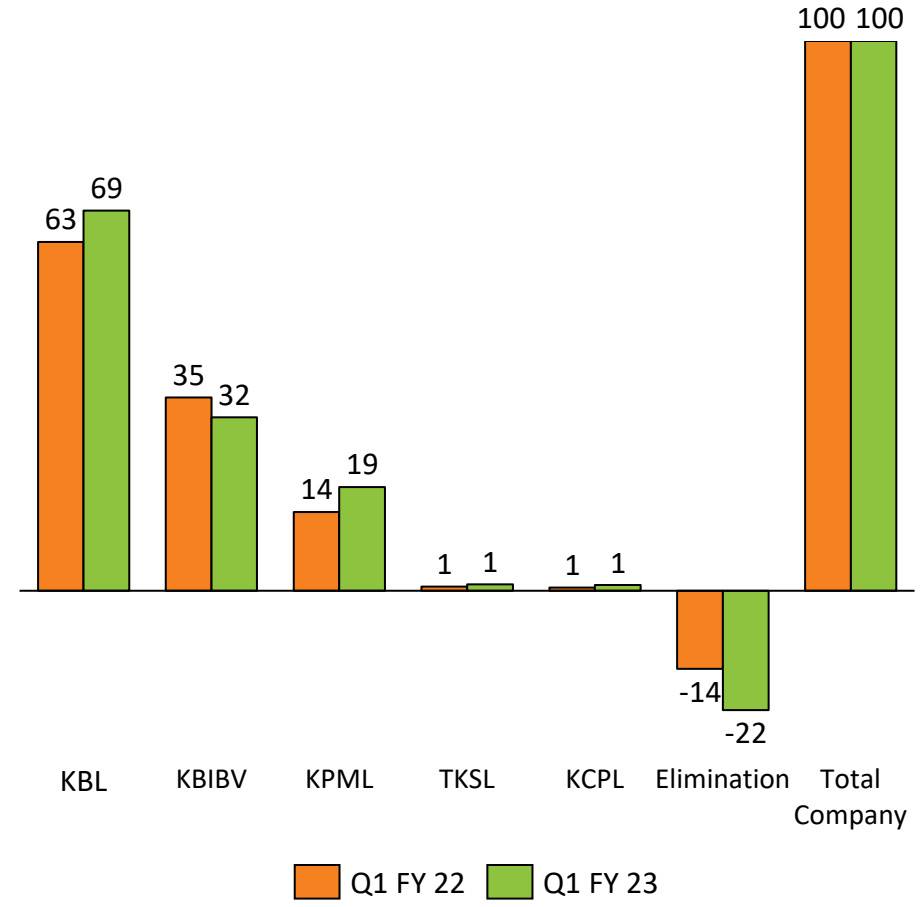
1. Reported PAT / Revenue from Operations

KBL Group's Revenue breakup

KBL Group's Revenue Breakup (Rs Crores)

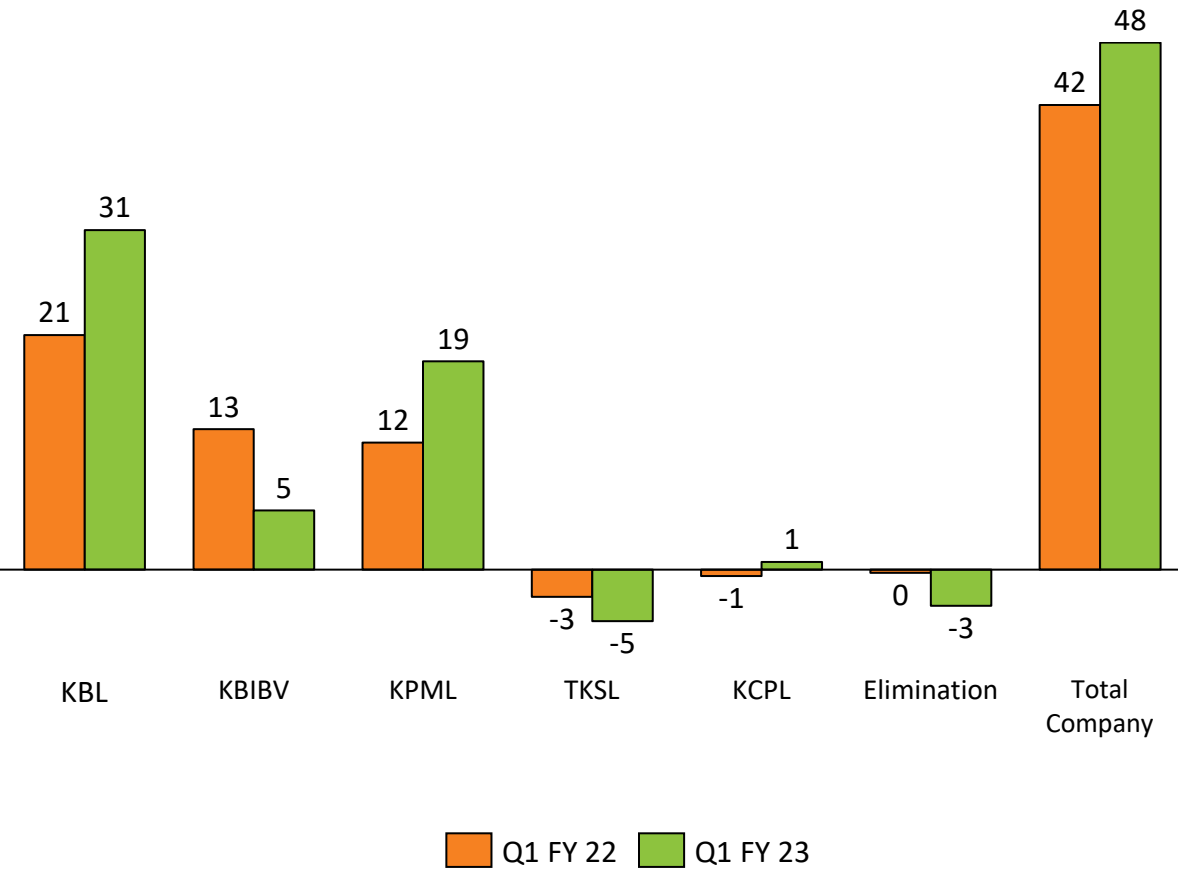


KBL Group's Revenue % Breakup

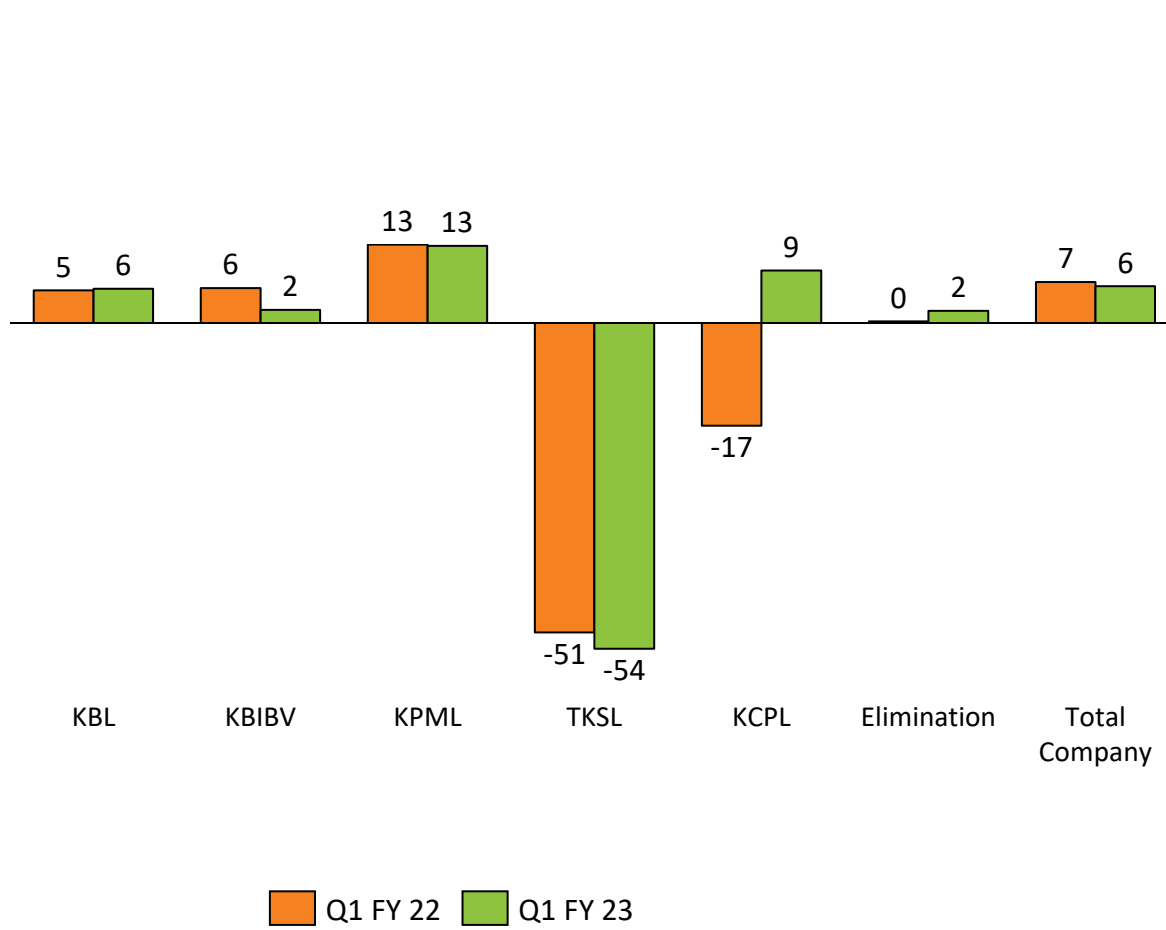


KBL Group's EBITDA % Breakup

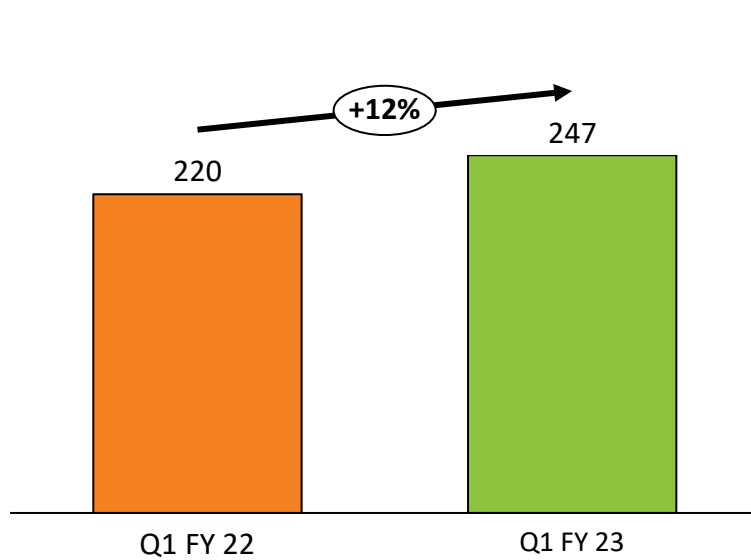
**KBL Group's EBITDA Breakup
(Rs Crores)**



EBITDA % to sale of respective company

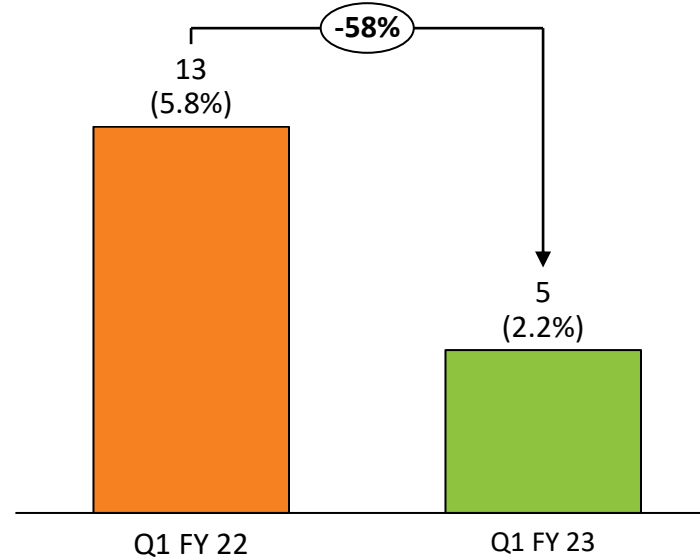


Revenue (Rs in Crores)



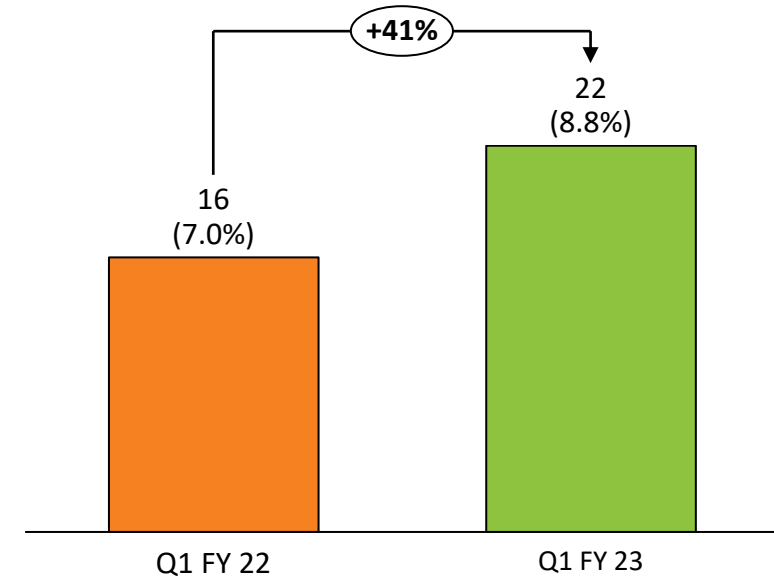
Entity	Increase in Revenue (Rs in Crores)
SPP UK	17.1
SPP Inc	14.7

EBITDA (Rs in Crores)/ EBITDA as a % to sales



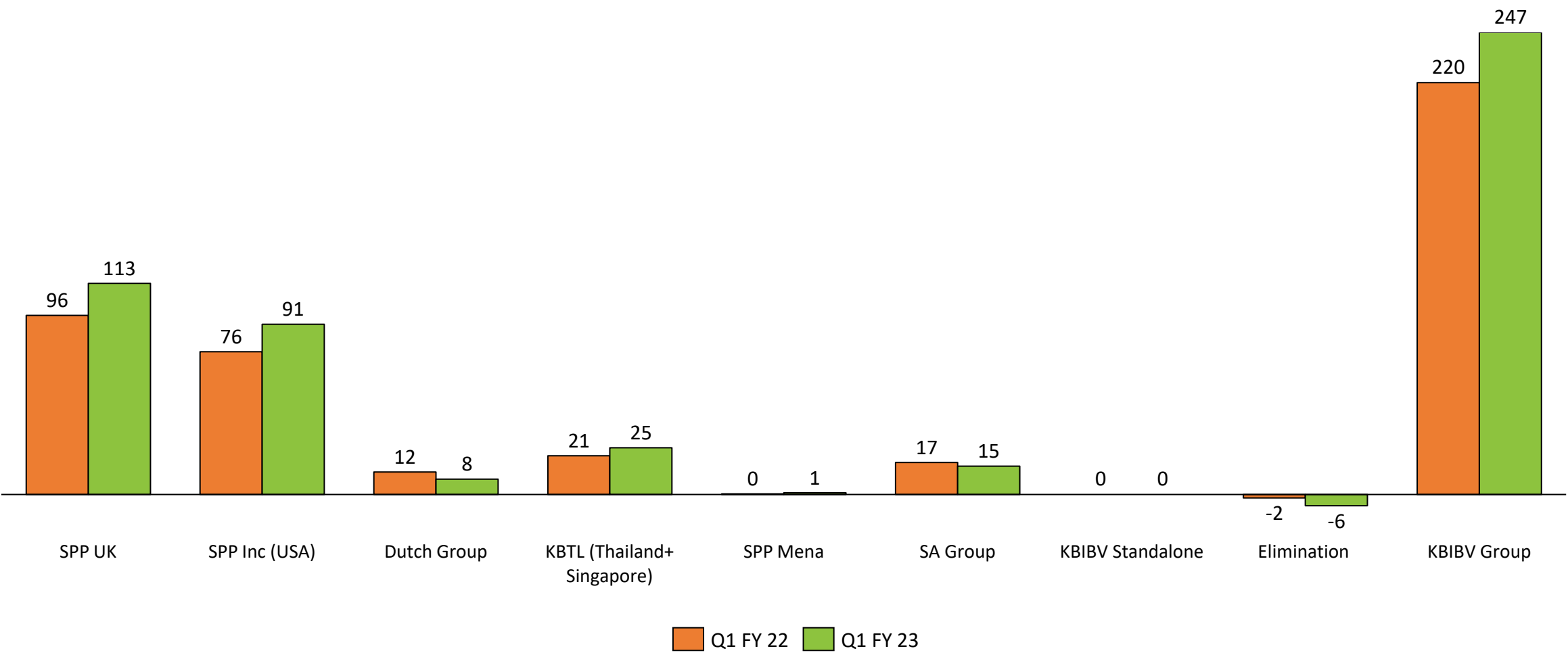
Entity	Decline in EBITDA (Rs in Crores)
SPP UK	-5.1
SPP Inc	-2.7
SPP Mena	-1.8
SA Group	-1.9

EBITDA excluding forex impact (Rs in Crores)/ EBITDA as a % to sales



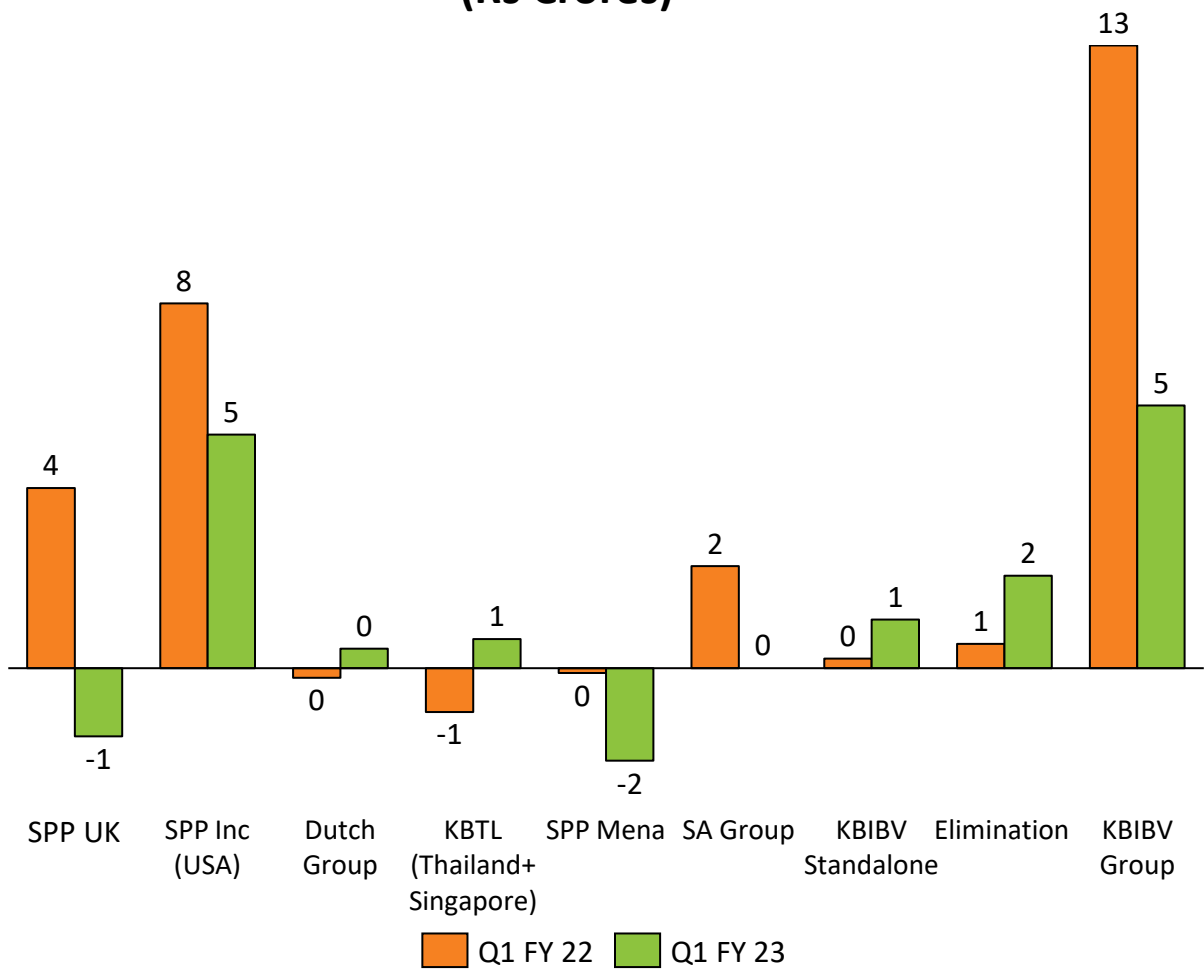
Entity	Change in EBITDA (Rs in Crores)
SPP UK	6.2
SPP Inc	-2.7
SPP Mena	0.3
SA Group	-0.2

KBIBV Group's Revenue Breakup (Rs Crores)



KBIBV's EBITDA Breakup

KBIBV Group's EBITDA Breakup (Rs Crores)



KBIBV Group's EBITDA Breakup excluding forex loss (Rs Crores)

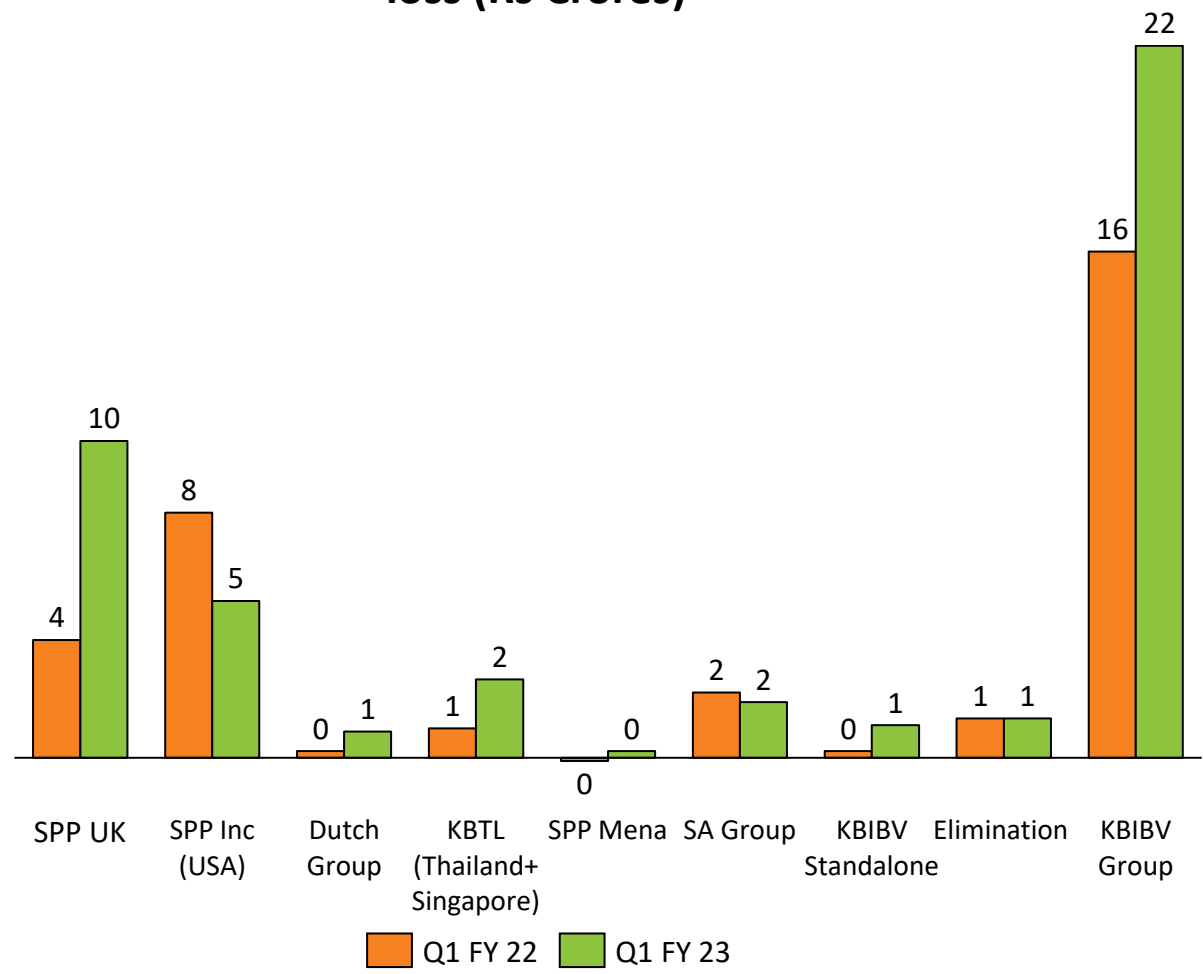


Table of Content

01 *About Us*

04 *Financial Highlights*

02 *Strategic Focus*

05 *Historical Performance at a Glance*

03 *Our Joint Ventures & Subsidiaries*

06 *Notable Projects*

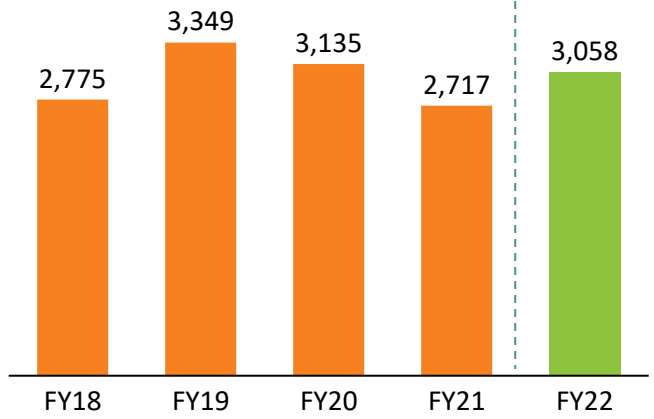
Historical Financial Performance



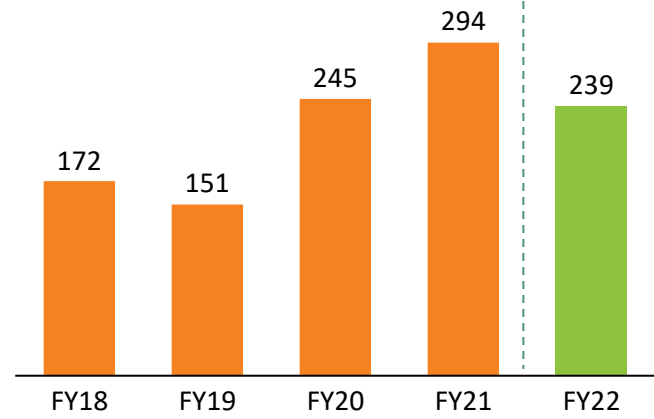
Enriching Lives

Consolidated

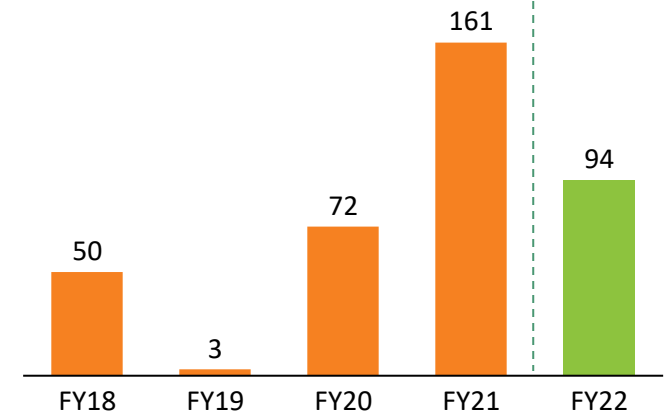
Revenue (Rs. Crores)



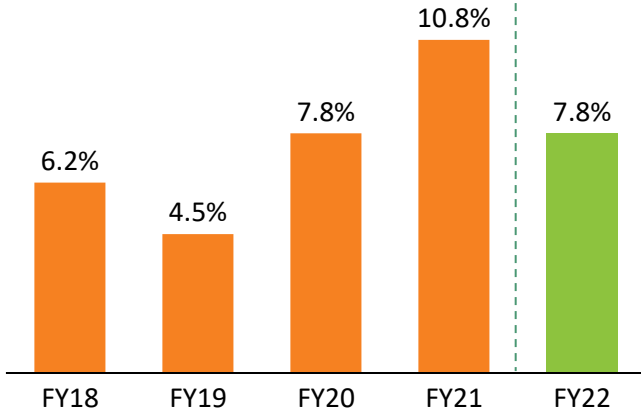
EBITDA (Rs. Crores)



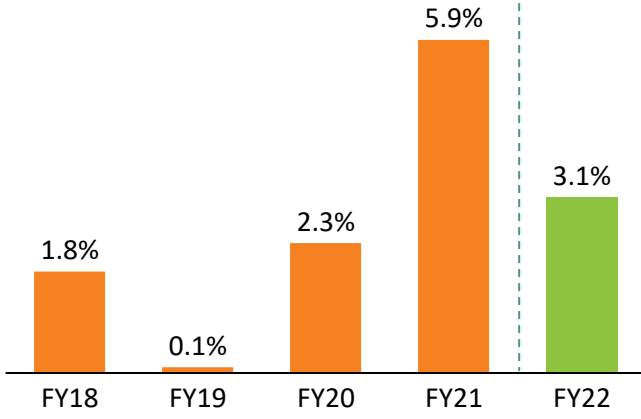
PAT (Rs. Crores)



EBITDA Margin (%)



PAT Margin (%)



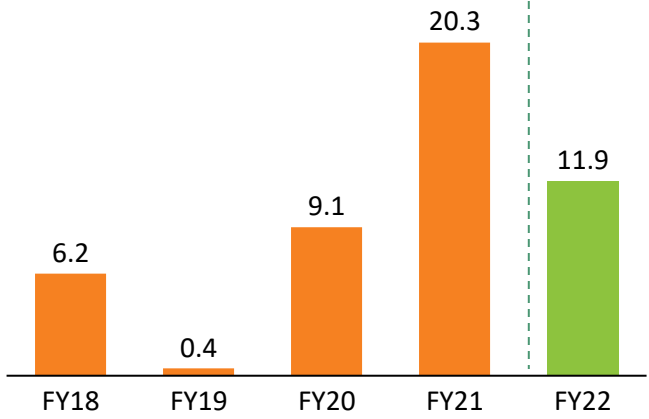
Historical Financial Performance



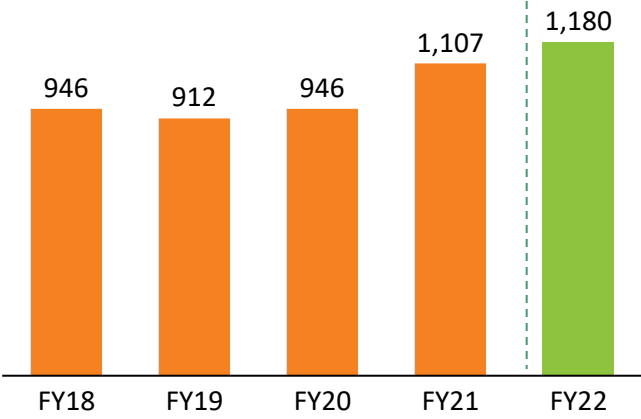
Enriching Lives

Consolidated

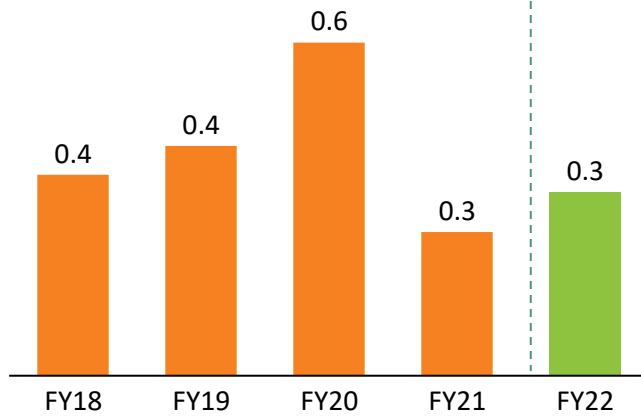
EPS (in Rs.)



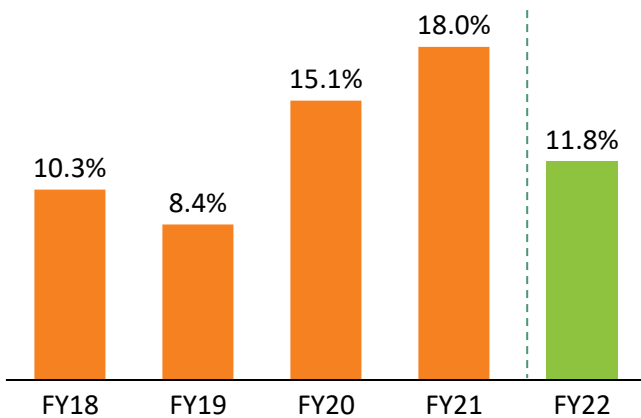
Net Worth (Rs. Crores)



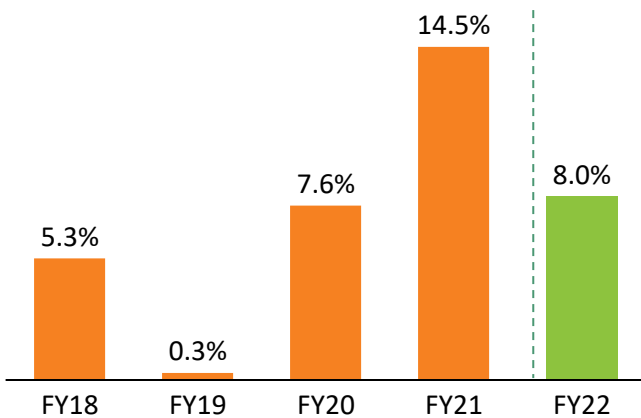
Leverage (X)



RoCE (%)



RoE (%)



Consolidated Profit & Loss Statement

Particulars (Rs. Crores)	FY22	FY21	FY20	FY19	FY18
Net Revenue from Operations (Net of Excise)	3,057.6	2,716.5	3,135.4	3,349.0	2,775.4
Other Income	32.4	53.8	37.6	23.7	21.9
COGS	1,680.3	1,449.5	1,641.9	1,829.8	1,456.8
Gross Profit	1,409.7	1,320.8	1,531.1	1,542.9	1,340.5
Gross Margin (%)	46.1%	48.6%	48.8%	46.1%	48.3%
Employee Expenses	501.5	488.8	531.1	583.8	477.8
Other Expenses	669.7	537.7	755.4	807.7	690.9
EBITDA	238.5	294.3	244.6	151.4	171.8
EBITDA Margin (%)	7.8%	10.8%	7.8%	4.5%	6.2%
Finance Costs	33.5	44.2	52.1	47.0	39.9
Depreciation	69.5	68.0	71.2	63.8	58.6
Exceptional Item	0.0	0.0	0.0	0.0	0.0
Profit Before Tax (PBT)	135.5	182.1	121.3	40.6	73.3
Taxes	54.0	28.2	53.0	45.8	26.8
Profit After Tax (PAT)	81.5	153.9	68.3	-5.3	46.5
Share in profit of joint venture company	12.8	6.8	3.6	8.4	3.5
PAT after profit of joint venture company	94.3	160.7	71.9	3.1	50.0
PAT Margin (%)¹	3.1%	5.9%	2.3%	0.1%	1.8%
Earnings Per Share (EPS)	11.88	20.29	9.05	0.44	6.22

1. Reported PAT / Revenue from Operations

Consolidated Balance Sheet Statement

Particulars (Rs. Crores)	FY22	FY21	FY20	FY19	FY18
Equity					
Equity Share capital	15.9	15.9	15.9	15.9	15.9
Other Equity	1,161.5	1,088.8	927.2	893.4	926.6
Non Controlling Interest	2.6	2.5	2.9	2.9	3.5
Total Equity	1,180.0	1,107.2	946.0	912.2	946.0
Financial liabilities					
(i) Borrowings	136.4	84.0	117.0	62.2	82.1
(ii) Other Financial liabilities	15.1	9.7	21.5	1.2	0.0
(iii) Trade Payables	7.6	9.0	10.3	15.7	18.6
Other non current Liability	68.8	21.5	24.5	25.7	32.3
Deferred tax liabilities (Net)	0.0	0.0	0.0	0.0	0.0
Provisions	26.0	24.6	25.7	27.1	23.1
Total Non Current Liabilities	253.9	148.8	199.0	132.0	156.1
Financial liabilities					
(i) Borrowings	238.8	216.5	432.9	301.0	248.3
(ii) Trade Payables	591.1	549.8	535.0	675.1	574.5
(iii) Other financial liabilities	169.4	228.3	249.0	159.4	161.5
Provisions	74.0	55.3	62.7	61.5	52.3
Other current liabilities	369.7	408.7	423.2	424.6	416.0
Current tax liabilities (Net)	0.0	0.0	0.0	0.0	0.0
Total Current Liabilities	1,443.0	1,458.6	1,702.8	1,621.7	1,452.6
Total Equity and Liabilities	2,876.9	2,714.6	2,847.8	2,665.9	2,554.6

Particulars (Rs. Crores)	FY22	FY21	FY20	FY19	FY18
Non Current assets					
Property, Plant and Equipment	487.0	428.4	429.4	433.6	426.4
Capital work in progress	26.7	72.9	50.8	24.8	13.1
Intangible assets	3.7	5.4	6.8	6.4	14.3
Right to use assets	27.4	30.2	48.4	0.0	0.0
Goodwill	13.9	14.1	14.2	14.1	17.6
Investment Property	0.2	2.5	2.5	2.5	2.5
Financial Assets					
(i) Investments	79.7	68.0	59.3	57.4	49.5
(ii) Loans	0.0	0.0	9.8	13.3	15.8
(iii) Trade Receivables	39.0	59.6	64.5	17.1	15.9
(iv) Others	25.4	16.6	5.6	4.3	6.8
Deferred Tax Assets (net)	41.8	47.2	32.0	45.5	34.8
Other non-current assets	103.7	103.7	96.4	111.3	140.2
Total Non Current Assets	848.5	848.6	819.7	730.3	736.8
Current Assets					
Inventories	643.5	602.8	615.7	616.7	520.2
Financial Assets					
Investments					
(i) Trade receivables	529.6	463.7	489.7	609.7	542.7
(ii) Cash and Bank Balances	229.3	173.5	317.0	58.4	77.0
(iii) Bank balances other than (ii) above	29.8	1.9	3.9	15.1	14.5
(iv) Investments	158.4	126.8	45.0	0.0	0.0
Current Tax Assets(Net)	9.3	6.6	6.2	3.3	7.2
Other financial assets incl. Loans	86.7	100.2	102.8	96.8	104.3
Other current assets	341.8	390.5	447.8	535.5	551.8
Total Current Assets	2,028.4	1,866.0	2,028.1	1,935.5	1,817.7
Total Assets	2,876.9	2,714.6	2,847.8	2,665.9	2,554.6

Consolidated Cash Flow Statement

Particulars (Rs. Crores)	FY22	FY21	FY20	FY19	FY18
Profit Before Taxes	135.5	182.1	121.3	40.6	73.3
Changes in working capital	48.6	170.1	219.9	39.6	49.9
Cash generated from operations	184.1	352.2	341.2	80.2	123.2
Direct taxes paid (net of refund)	41.4	35.8	36.0	18.2	13.6
Net Cash from Operating Activities	142.6	316.4	305.2	62.0	109.6
Net Cash from Investing Activities	-86.9	-143.9	-171.2	-57.1	-45.2
Net Cash from Financing Activities	29.8	-315.3	125.1	-23.4	-52.1
Net Increase in cash and cash equivalents	84.1	-143.5	258.6	-18.6	13.6
Add: Cash & Cash equivalents at the beginning of the period	173.5	317.0	58.4	77.0	63.4
Cash & Cash equivalents at the end of the period	257.6	173.5	317.0	58.4	77.0

Table of Content

01	<i>About Us</i>	04	<i>Financial Highlights</i>
02	<i>Strategic Focus</i>	05	<i>Historical Performance at a Glance</i>
03	<i>Our Joint Ventures & Subsidiaries</i>	06	<i>Notable Projects</i>

Notable Work – Building & Construction



Enriching Lives

KBL's pumping solutions are operational in many of the world's iconic buildings



The Shard, UK



White House,
Washington



Hong Kong–Zhuhai–
Macau Bridge



Marina Bay Sands,
Singapore



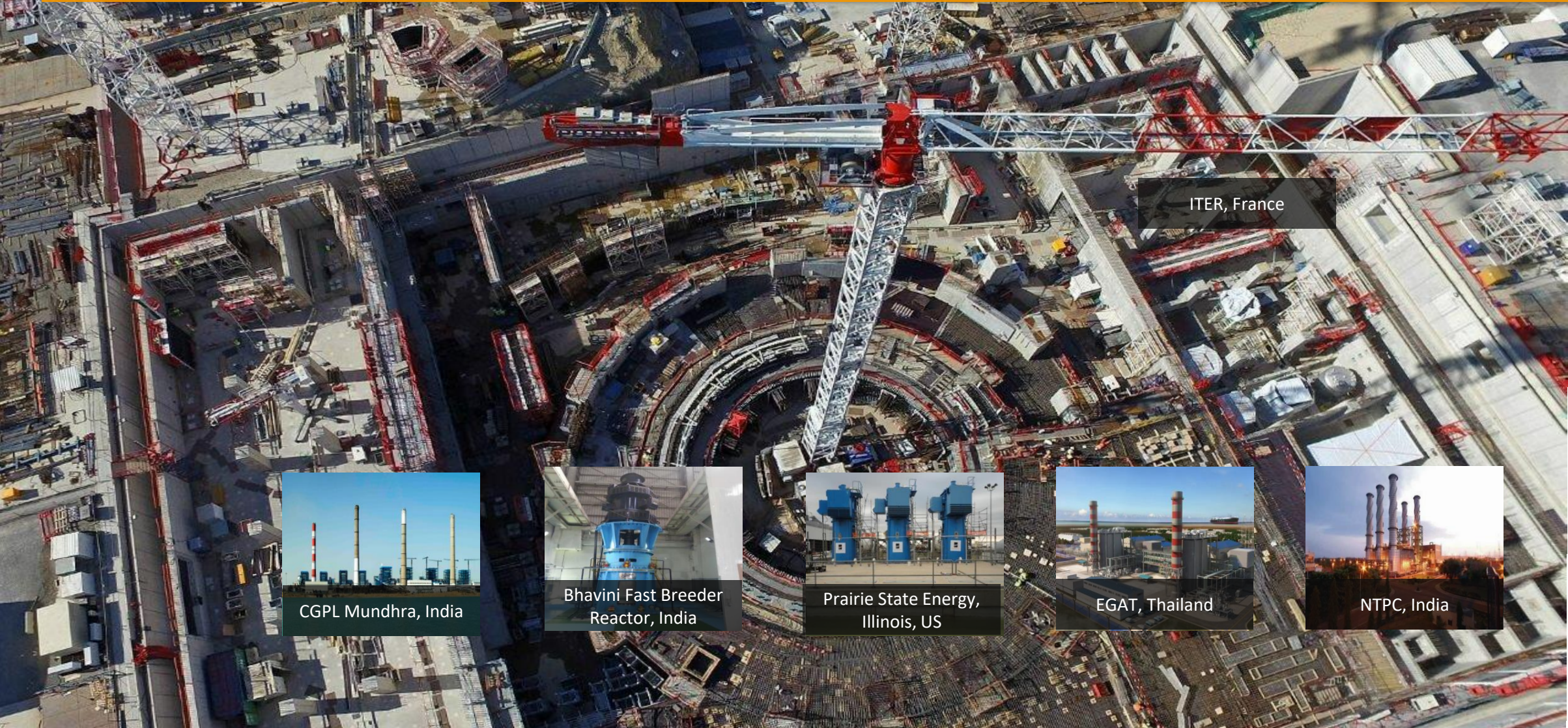
Atal Tunnel, India



Statue of Unity, India

Notable Projects – Power

KBL is the first and leading manufacturer of critical pumps for nuclear power in India. Supplied primary and secondary sodium pump to Bhavini and specialised pump sets for the ITER (International Thermonuclear Experimental Reactor) project in France, the world's largest magnetic confinement plasma physics experiment.



ITER, France



CGPL Mundhra, India



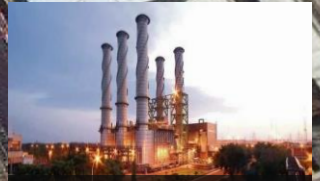
Bhavini Fast Breeder Reactor, India



Prairie State Energy, Illinois, US



EGAT, Thailand

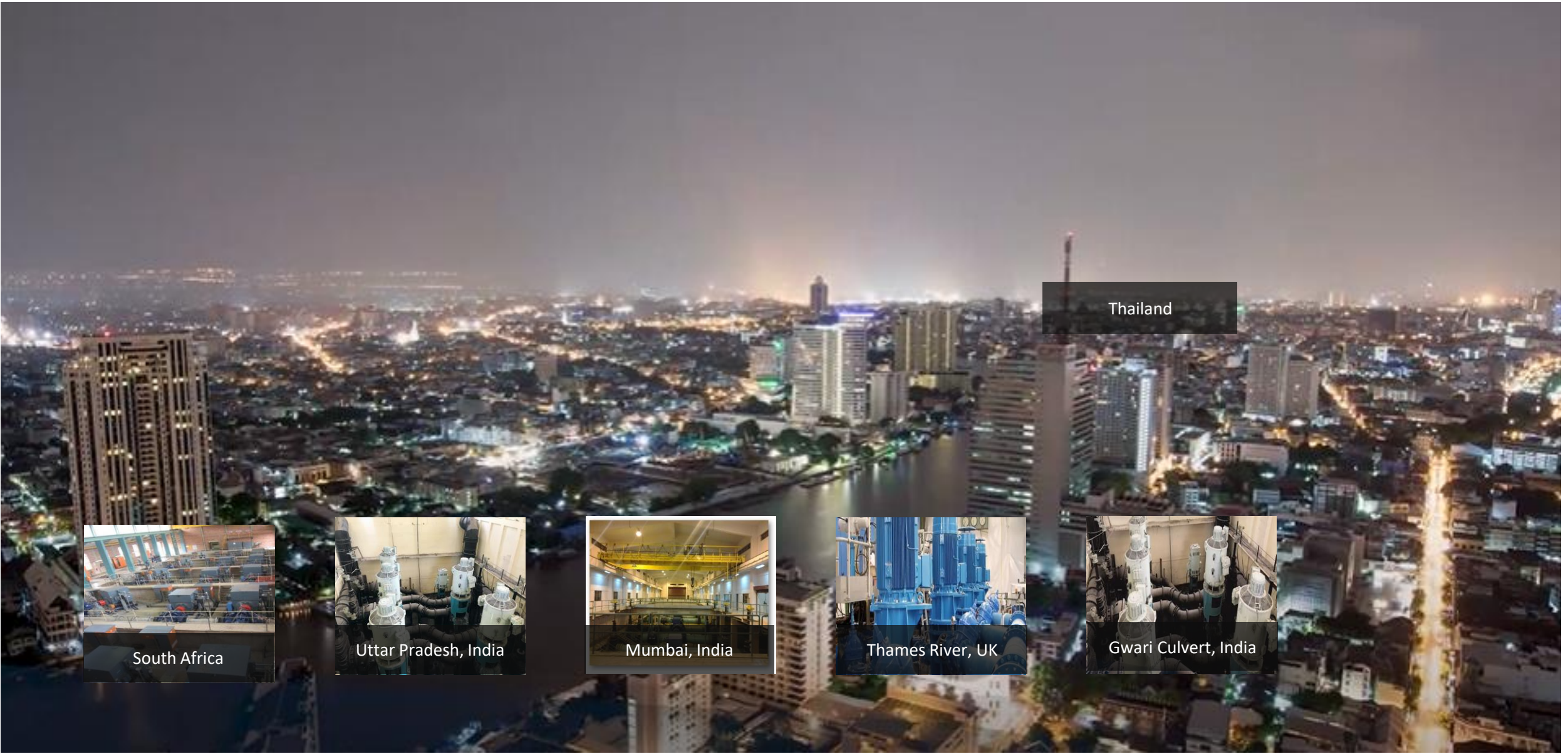


NTPC, India

Notable Projects – Municipal Water



Enriching Lives



Thailand



South Africa



Uttar Pradesh, India



Mumbai, India



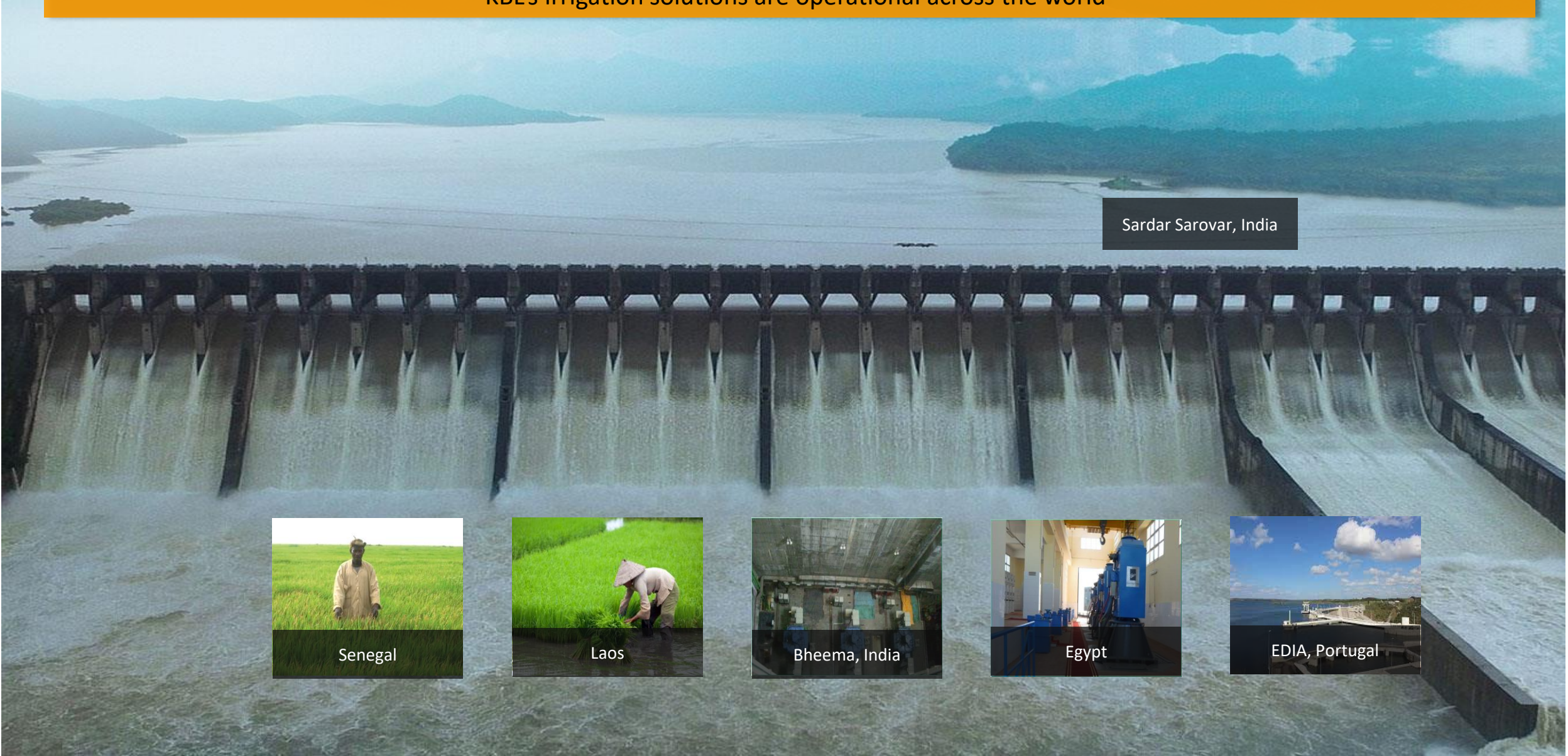
Thames River, UK



Gwari Culvert, India

Notable Projects – Irrigation

KBL's irrigation solutions are operational across the world



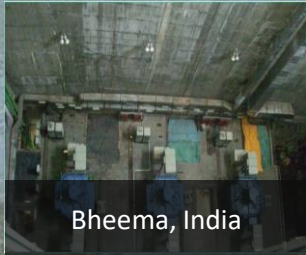
Sardar Sarovar, India



Senegal



Laos



Bheema, India



Egypt



EDIA, Portugal

For further information, please contact

Company:



Enriching Lives

CIN: L29113PN1920PLC000670

Mr. Chittaranjan Mate

Email: Chittaranjan.Mate@kbl.co.in

T: 020 2721 1147

www.kirloskarpumps.com

Investor Relations Advisor:

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Chinmay Madgulkar / Mr. Jigar Kavaiya

E: chinmay.m@sgapl.net / jigar.kavaiya@sgapl.net

T: +91 9860088296 / +91 9920602034

www.sgapl.net