



Enriching Lives

## KIRLOSKAR BROTHERS LIMITED

A Kirloskar Group Company

SEC/ F:23

May 11, 2023

### **BSE Limited**

Corporate Relationship Department,  
2<sup>nd</sup> Floor, New Trading Ring,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai-400001.

### **National Stock Exchange of India Ltd.,**

5<sup>th</sup> Floor, Exchange Plaza,  
Bandra (East),  
Mumbai – 400 051.

**(BSE Scrip Code – 500241)**

**(NSE Symbol - KIRLOSBROS)**

Dear Sir/Madam,

**Sub.: Investor Release - Conference Call with Analyst scheduled on May 12, 2023**

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

In terms of the subject referred regulations read with Schedule III, Part A, Para A of the same, please find enclosed a copy of the Investor Release for the Quarter and Financial Year ended on March 31, 2023.

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

## Investor Release

**Kirloskar Brothers Limited Announces Q4 FY23 Results**

- ✓ Consolidated Revenue and Profit after tax grew by 18 % and 84% on a YoY basis over Q4 FY22
- ✓ Consistent upward trajectory in the consolidated orderbook at ₹ 2,888 crores (17% YoY growth)
- ✓ The Board has recommended a dividend of ₹ 4.50 i.e., 225%, per equity share of face value of ₹ 2/- for the Financial Year 2022-23, subject to approval of shareholders.

**Pune, May 11, 2023:** Kirloskar Brothers Limited (KBL) (NSE: KIRLOSXBROS; BSE:500241), announced its financial results for the quarter and year ended 31<sup>st</sup> March 2023.

Particulars (In ₹ Crores) (Consol.)	Q4 FY23	Q4 FY22	YoY%	FY23	FY22	YoY%
Revenue	1124.6	954.4	17.8%	3,730.2	3,057.6	22.0%
Gross Profit	529.9	427.3	24.0%	1,802.8	1,409.7	27.9%
<b>EBITDA</b>	<b>158.3</b>	<b>98.3</b>	<b>61.0%</b>	<b>426.4</b>	<b>238.5</b>	<b>78.8%</b>
<b>EBITDA Margin %</b>	<b>14.1%</b>	<b>10.3%</b>	<b>378bps</b>	<b>11.4%</b>	<b>7.8%</b>	<b>363bps</b>
<b>Profit After Tax (PAT)</b>	<b>100.7</b>	<b>54.6</b>	<b>84.4%</b>	<b>235.8</b>	<b>94.3</b>	<b>150.0%</b>
PAT Margin %	9.0%	5.7%	323bps	6.3%	3.1%	324bps
EPS (in ₹)	12.62	6.86	83.9%	29.59	11.88	149.2%

**Orderbook**

Sector (In ₹ Crores)	Q4 FY23	Q3 FY23	Q2 FY23	Q1 FY23	Q4 FY22
Irrigation + Water Resource Mgmt.	851	885	893	664	691
Power	504	473	486	491	485
Oil & Gas	71	86	91	91	69
Marine & Defence	42	53	61	83	63
Industry	102	125	146	137	128
Building & Construction	90	111	118	136	120
Customer Support & ESD	91	103	108	107	88
Valves	69	86	97	68	69
<b>Total</b>	<b>1,820</b>	<b>1,922</b>	<b>2,000</b>	<b>1,777</b>	<b>1,713</b>

KBL Standalone (In ₹ Crores)	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22
Orders Received	695	485	814	596	721
KBL Consol. (In ₹ Crores)	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22
Orders Received	1,324	1,015	1,267	941	1,213
Pending Orders	2,888	2,845	2,848	2,611	2,470

**Note:** Pending Orderbook does not include orders for small pump business as this is a made to stock business. Orders received include small pump business orders received and executed in the same month from stock.

### **Consolidated Highlights**

- The Company had a strong YoY growth in its Q4 revenue from operations at consolidated level at 18% majorly driven by KBI BV which grew by 77%
- At a consolidated level, the Q4 PAT margin grew by 84% on YoY basis.
- At a consolidated level, the closing orderbook as of 31<sup>st</sup> March 2023 stood at ₹ 2,888 Crores as compared to ₹ 2,470 Crores as of 31<sup>st</sup> March 2022, a growth of 17% on a YoY basis
- New product launched in Q4 FY23 – DBxe series end suction pump with improved efficiency complying to European MEI norms (31 Models)

### **Sector's Major Highlights:**

- **Small Pumps Business:**
  - The sector witnessed a 13% YoY growth in Q4 sales.
  - Healthy growth in production and sales volume
- **Water & Irrigation:**
  - Sector's solar business is growing
  - Sector received orders for 100 nos. of VT pumps
- **Building & Construction:**
  - Sales increased by 9% on a YoY basis over Q4 FY22
- **Power:**
  - This sector witnessed growth in sales as well as in margin on YoY basis.
- **Industry:**
  - This sector witnessed 27% growth in YoY sales over Q4 FY 22.
- **Oil and Gas:**
  - Order book on YoY basis has witnessed marginal growth of 3%.
- **Marine & Defence:**
  - This sector witnessed 74% growth in YoY sales over Q4 FY 22
- **Export Excellence Cell:**
  - Received order for 36 nos VT pumps for steel plant in South Africa and 16 nos large horizontal split case pumps for water projects in Middle East.

### **About Kirloskar Brothers Limited**

Kirloskar Brothers Limited (KBL) is a world-class pump manufacturing company with expertise in engineering and manufacture of systems for fluid management established in 1888 and incorporated in 1920. As the market leader in fluid management, KBL provides complete fluid management solutions for large infrastructure projects in the areas of water supply, power plants, irrigation, oil & gas and marine & defence. KBL engineers and manufactures industrial, agriculture & domestic pumps, valves and hydro turbines. KBL is the only pump manufacturing company in India and ninth in the world to be accredited with the N and NPT certification by the American Society of Mechanical Engineers (ASME).

For more information, please visit [www.kirloskarpumps.com](http://www.kirloskarpumps.com)

### **Safe Harbour**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project-related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

**For more information please contact:**



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**Kirloskar Brothers Limited**

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**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

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