KROSS LIMITED

(Formerly known as Kross Manufactures (I) Pvt. Ltd.) (IATF 16949 Company)

M-4, VI Phase, Gamharia, Adityapur Industrial Area, Jamshedpur - 832 108 (India) CIN: U29100JH1991PLC004465



Phone: (0657) - 2203812, 2203813 E-mail: accounts@krossindia.com purchase@krossindia.com

Website: www.krossindia.com

08th February, 2025

To
The General Manager
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai – 400 001

To
The General Manager
Department of Corporate Services,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051

Scrip Code: 544253

Symbol: KROSS

<u>Sub: Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements)</u>
<u>Regulations, 2015</u>

Respected Sir/Madam,

Pursuant to Regulation 30 read with Part A of Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investors Presentation for the quarter and nine months ended on December 31, 2024.

This is for your information and record.

Thanking You,

For Kross Limited

Debolina Karmakar Company Secretary and Compliance Officer ACS 62738



Kross Limited

Investor Presentation – February 2025









Safe Harbour



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Q3 & 9M FY25 Financial Highlights

Q3 & 9M FY25 - Management Commentary



Commenting on the performance, Mr. Sudhir Rai – Chairman & Managing Director said:

"Despite industry challenges, particularly the slowdown in infrastructure projects leading to subdued demand in the MHCV segment, we delivered a performance that outpaced the broader industry. Our performance for Q3 and 9M FY25 remained stable.

Revenue for Q3 FY25 stood at Rs. 150.1 crores, compared to Rs. 148.6 crores in Q3 FY24. On a sequential basis, revenue grew by 7.9% from Rs. 139.0 crores in Q2 FY25. For 9M FY25, revenue stood at Rs. 435.4 crores, compared to Rs. 437.2 crores in 9M FY24. The Trailer Axles & Suspension business contributed ~42.5% to 9M FY25 revenue, while the Component business accounted for ~57.5%.

Our export revenue for 9M FY25 stood at Rs. 14.9 crores, compared to Rs. 3.1 crores in 9M FY24, reflecting a ~5X year-on-year growth.

EBITDA for Q3 FY25 stood at Rs. 19.7 crores, compared to Rs. 20.8 crores in Q3 FY24. On a sequential basis, EBITDA grew by 8.7% from Rs. 18.2 crores in Q2 FY25. For 9M FY25, EBITDA stood at Rs. 54.5 crores, compared to Rs. 54.0 crores in 9M FY24.

We have made significant progress in the expansion of our axle beam extrusion plant. The new extrusion line machine is scheduled to arrive by early March, with commercial production set to begin shortly thereafter. This advanced technology will increase our capacity to 7,500 units per month, up from the current 5,000 trailer axle and suspension assemblies. We believe this investment will not only enhance our existing operations but also create **new growth opportunities**, particularly in **TAG axles**, a segment where we currently have no presence. Additionally, we anticipate improved product quality and higher margins as a result.

Furthermore, we have announced plans to enter the seamless tube manufacturing segment at our new facility, with a total investment of Rs 167 crores. This initiative will further backward integrate our operations, reducing reliance on external vendors and lowering production costs. With surplus production capacity, we also plan to cater to the seamless tube requirements of sectors such as Oil and Gas. The project, with its optimal mill size, presents an excellent growth opportunity. We aim to complete the project within the next 18 months, with a full ramp-up expected in 12 to 15 months.

Going forward, we remain focused on enhancing operational efficiency, optimizing costs, and making strategic investments to drive growth and profitability."

Key Performance Highlights



Key Highlights during the Quarter Ended December 2024

9MFY25 - Revenue contribution of 42.5% from Trailer Axles & Suspension business & 57.5% from Component business

EBITDA Margins improved by 15 bps to ~12.5% in 9M FY25 as against ~12.4% in 9M FY24

Export sales is showing strong momentum, now contributing 3.4% of 9M FY25 revenue, expanding the company's global footprint

Onboarded 91 customers in 12 months, indicating growing demand and market expansion, reflecting the company's effective outreach and customer acquisition strategies

The **2000-ton screw press** has arrived and has been installed to enhance forging capacity.

The axle beam extrusion plant equipment completed trials and testing in **December 2024** and is scheduled to arrive in early **March 2025**, with commercial production set to begin shortly thereafter. This advanced technology will increase our capacity to **7,500** units per month, up from the current **5,000** trailer axle and suspension assemblies.

Announced plans to enter the seamless tube manufacturing segment at our new facility, with a total investment of Rs. 167 crores. This initiative will further backward integrate our operations, reducing our reliance on external vendors and lowering production costs.

To expand our presence in the trailer axle business, Kross has launched 18-ton axles, becoming only the second company in India to offer this product line.

Inauguration of the GAIL Gas Line at Plant 1 – a milestone that strengthens our commitment to innovation, clean energy, and sustainable growth.

Orders have also been placed for the hardening and tempering furnace, along with CNC machinery, including turning, vertical turning lathe, VMC, centerless grinding, and an induction billet heater. This will help us enhancing our production capabilities.

Capex - Seamless Tube Plant



Key Highlights of the Project

1,20,000 tons proposed capacity addition

~Rs. 167 Crores investment required

~18 months proposed capacity completion timeline

Mix of debt and internal accruals proposed mode of funding



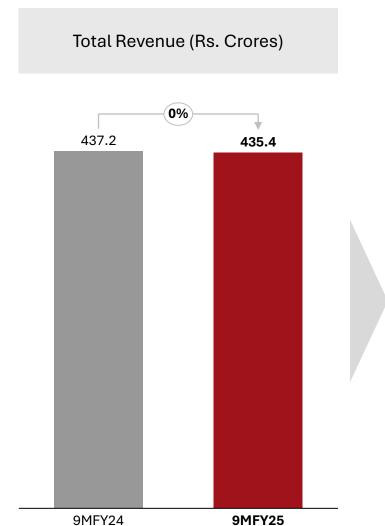
Project Rationale

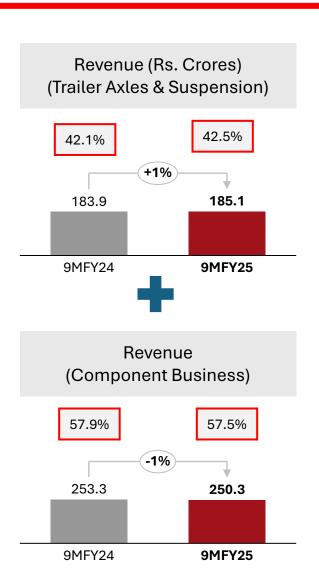
- Proposal for setting up Rs. 167 crore Seamless Tube Plant at Adityapur Industrial Area of District Saraikela Kharsawan in Jharkhand, India
- The company plans to manufacture seamless tubes of diameter 115-220 mm
- Kross has a captive requirement for these tubes for its trailer axle & trailer parts.
 - This initiative will further backward integrate existing operations, reducing reliance on external vendors and lowering production costs.
- The surplus production capacity, the company also plans to meet the seamless tube requirements of sectors like Oil and Gas.
- The project, with its optimal mill size, offers an excellent growth opportunity in terms of revenue and profitability

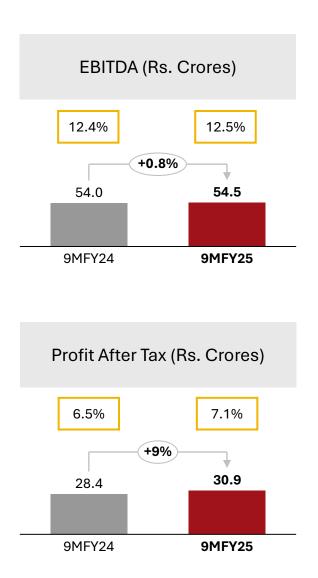


9M FY25 Financial Highlights



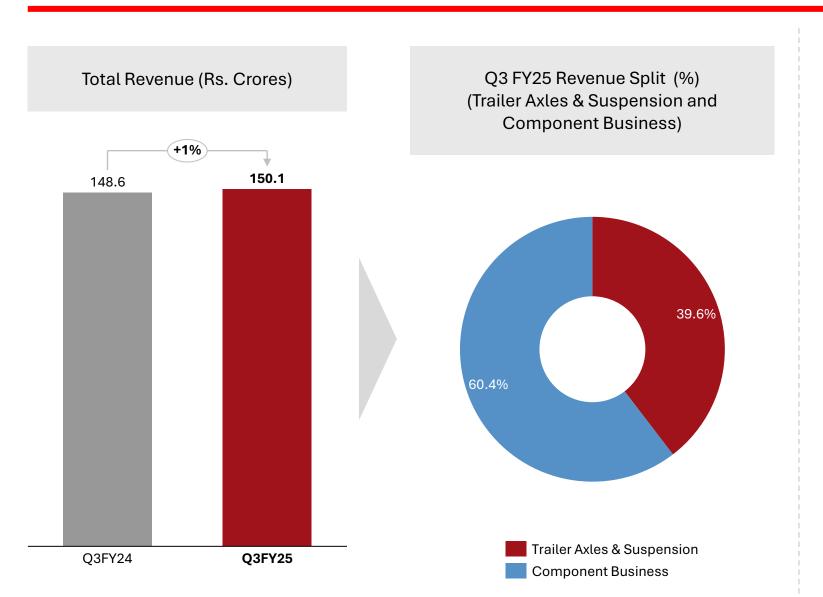


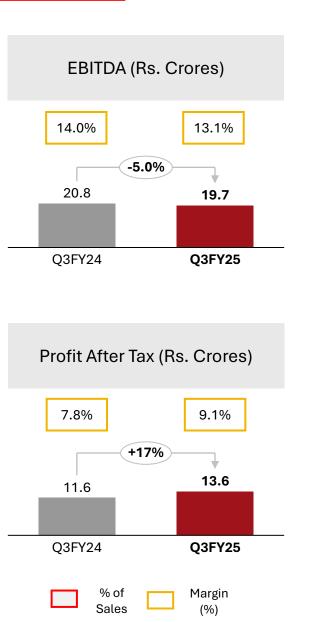




Q3 FY25 Financial Highlights







Profit & Loss Statement



Particulars (Rs in Crores)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9MFY25	9MFY24	YoY
Revenue from Operations	150.1	148.6	1.0%	139.0	7.9%	435.4	437.2	-0.4%
Cost of Goods Sold	84.1	81.7		77.7		251.9	253.5	
Gross Profit	65.9	67.0	-1.6%	61.4	7.4%	183.5	183.7	-0.1%
Gross Profit Margin	43.9%	45.0%		44.1%		42.1%	42.0%	
Employee Cost	9.8	7.6		7.8		25.0	22.0	
Other Expenses	36.4	38.6		35.4		104.1	107.6	
EBITDA	19.7	20.8	-5.0%	18.2	8.7%	54.5	54.0	0.8%
EBITDA Margin	13.1%	14.0%		13.1%		12.5%	12.4%	
Other Income	1.9	0.1		1.0		3.2	0.5	
Depreciation	1.7	1.5		1.7		5.0	4.2	
Finance Cost	2.1	3.8		4.0		10.3	10.4	
Exceptional Item Gain / (Loss)	0.0	0.0		0.0		0.0	0.0	
Profit before Tax	17.9	15.7	13.8%	13.5	32.6%	42.4	39.8	6.4%
Tax	4.3	4.0		3.8		11.5	11.5	
Profit After Tax	13.6	11.6	16.8%	9.6	41.3%	30.9	28.4	8.9%
Profit After Tax Margin	9.1%	7.8%		6.9%		7.1%	6.5%	
EPS (Rs.)	3.25	2.15		1.89		7.38	5.24	9



Company Overview

About Us



Strong Customer Relationships

200+ Customers served in the last 3 Fiscals

Marquee customers served





Tata International DLT Private Limited

Customer Recognition



Recognised as a Super 8 Supplier by Ashok Leyland in their FY25 Supplier Samrat **Annual Regional Summit**



Silver award in Best Performance in Business Alignment by Ashok Leyland in 2023



Over 3 decades

Of experience in the automotive component manufacturing industry



Diversified Portfolio

of high performance and safety critical components for the M&HCV and farm equipment segments



One of the Prominent Manufacturers

Of trailer axles & suspension assemblies in India*



Backward Integrated

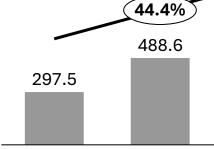
With design, process engineering, forging, casting, and machining capabilities



Experienced Promoters

Supported by a management and execution team with a proven track record





Robust Financials

Revenue from Operations (INR Crores)

FY23

42.6% Gross margin (FY24)

FY22

65.5% CAGR EBITDA (FY22-FY24)

620.3

FY24

13.0% EBITDA Margin (FY24) 91.8% CAGR

PAT (FY22-FY24)

7.2% PAT Margin (FY24) 30.6%

ROE (FY24)

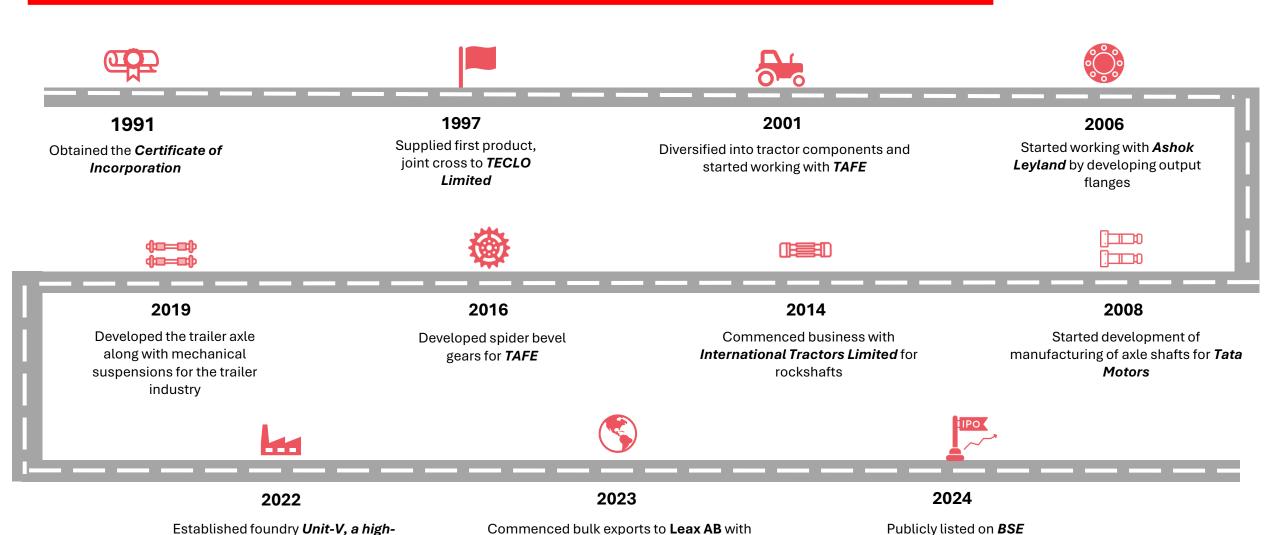
*Source: Crisil Report

Major Events and Milestones

pressure mould line along with its

machine shop





supplies of Universal Joint Crosses and are

in stages of validation for other critical

parts

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and NSE on 16th

September 2024



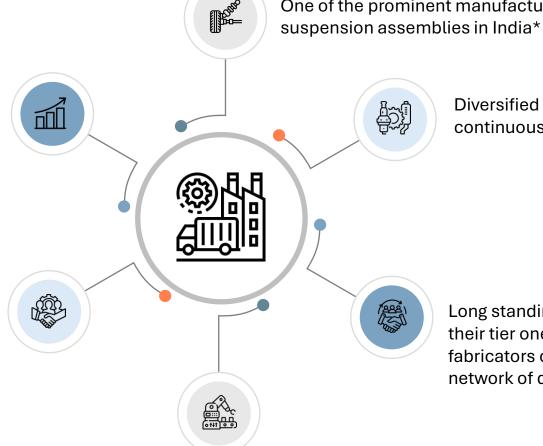
Core Competencies

Core Competencies



Track record of sustained growth and robust financial performance in the last three financial years

Experienced Promoters supported by a management and execution team with proven track record



Diversified product portfolio with a focus on continuous value addition

One of the prominent manufacturers of trailer axles and

Long standing relationship with large OEMs and their tier one suppliers, domestic dealers and fabricators complemented by a diversified network of dealers

Integrated manufacturing operations coupled with in-house product and process design capabilities which offer scale, flexibility and comprehensive solutions

*Source: Crisil Report

Prominent Manufacturers of Trailer Axles and Suspension Assemblies



Leadership



One of the **fastest growing** player in the organised trailer axle manufacturing industry competing with major trailer axle manufacturers*



One of the few players domestically, with the **competency to manufacture trailer axles and suspension assembly in-house***

Scale & Capability



Manufacturing capacity of **5,000 trailer axle and suspension assemblies p. m.**#

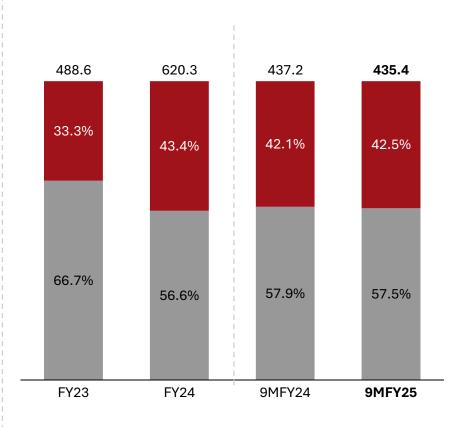


IATF 16949:2016 for manufacture of trailer axle assembly from TÜV NORD CERT GmbH



Forward integrated with a network of sales and service locations across key states in India for trailer axles and suspension assemblies

Revenue Contribution (%)

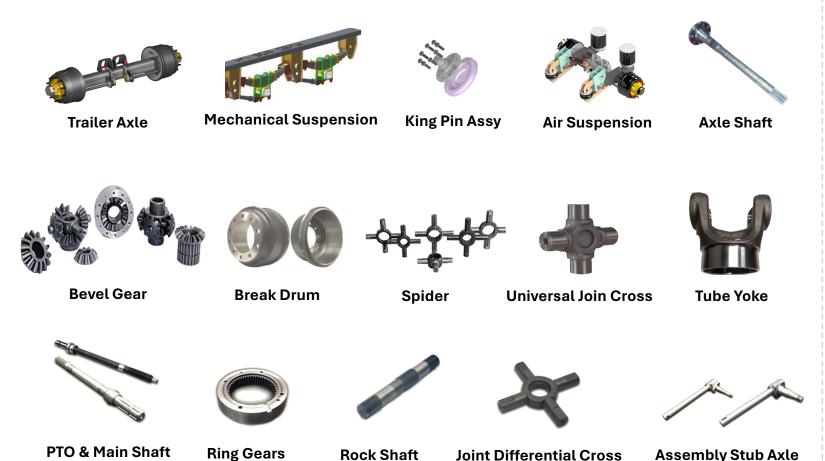


Trailer Axles & Suspention Assembly
Component Business

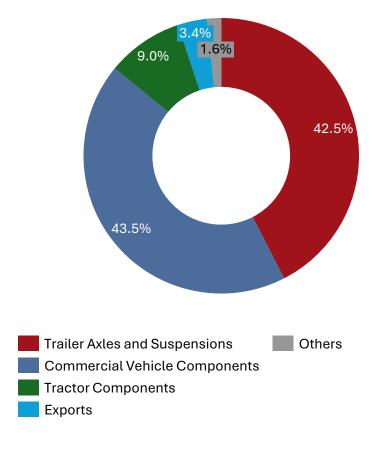
Diversified Product Portfolio



Evolution from a manufacturer of precision machined auto components to a systems manufacturer



Product-wise Revenues from Operations 9M FY25 (%)



Long Standing Customer Relationships















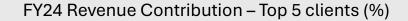


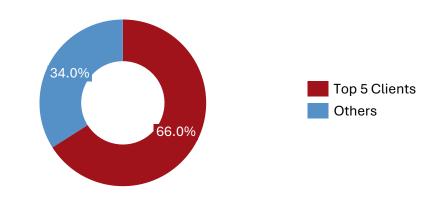




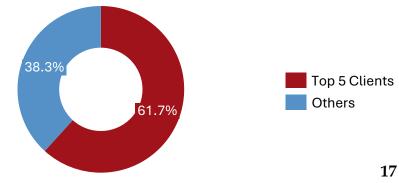








9M FY25 Revenue Contribution – Top 5 clients (%)



Strengthening Customer Relationships



Customer Meet – with Focus on strengthening customer relationships and launching new products



Organised Free check up camps for Trailer axles





Complemented by a Diversified Network of Dealers





States highlighted where Kross Limited has representatives with ability to provide service

Key Products Manufacturing Capabilities





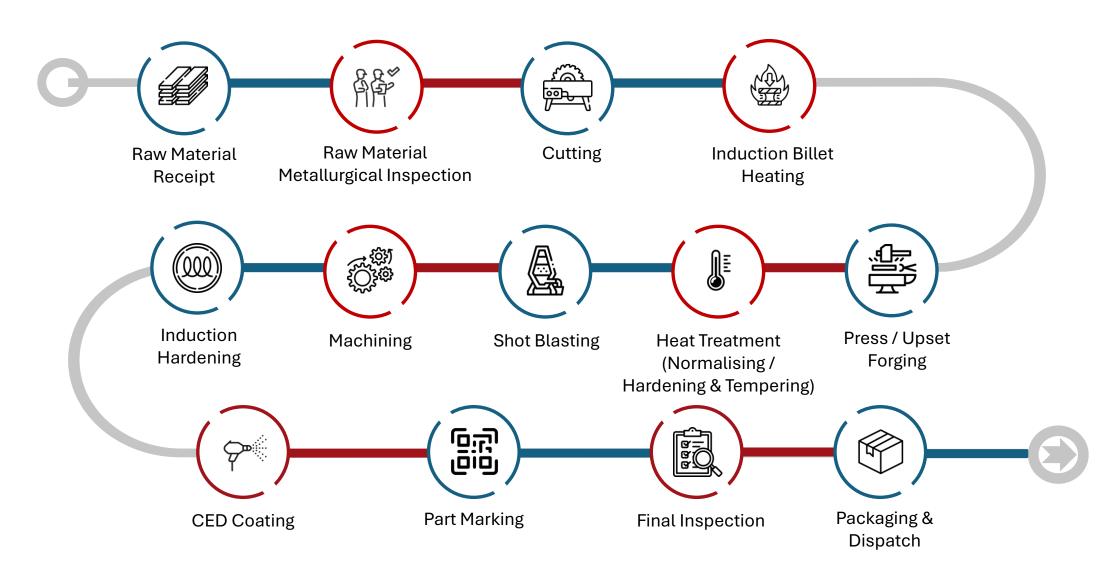
	2	FY24				
Facility	Product	Installed capacity (No. of units)	Production (No. of units)	Capacity Utilization (%)		
Unit 1	Coupling Flanges	7,80,000	6,54,731	83.94%		
Offic 1	Differential Spiders	2,60,000	1,81,632	69.86%		
Unit 3	Axle Shafts	2,70,000	2,21,771	82.14%		
	Trailer Axle & Suspension	60,000	40,929	68.22%		
Unit 4	Bell Crank Assembly	42,000	33,051	78.69%		
	Anti Roll Bars & Stabilizer Bar Assembly	1,00,000	81,303	81.30%		

- Installed capacity represents the installed capacity as of the last date of the relevant fiscal/ period
- Assumptions and estimates taken into account for measuring installed capacities include 300 working days in a year, at 3 shifts per day operating for 8 hours a day
- Production represents the quantum of production in the relevant manufacturing facility in the relevant fiscal/ period
- Capacity utilization has been calculated on the basis of actual production in the relevant fiscal/ period divided by the annual available capacity during such fiscal/ period
- Only select key products have been included as part of the table above.
- MT represents metric tonne
- Capacity utilisation for Unit II and Unit V has not been included as these units do not produce finished goods

Key Manufacturing Process



Key manufacturing processes for forged and machined components at manufacturing facilities:



Integrated Manufacturing Operations (1/2)





Die & Design Simulation

- Equipped with VMCs to manufacture and design high-precision dies with accuracy
- Design and simulation software such as Uni graphics, Solid edge, Quindos-7



Forging

- Capacity to manufacture forged parts of up to 40 kg input weight
- One 400 tonne forging press, one 1000 tonne forging press, one 1600 tonne forging press, one 2000 tonne forging press, one 2500 tonne forging press, and one three tonne hammer



Casting

- Diversified from a forging and machining company into castings
- Established a new casting facility at Unit V



Heat Treatment

- 4 furnaces for continuous hardening and tempering process with a combined capacity of 100 tonnes per day
- 18 induction hardening machines, 3 seal quench furnaces & 1 gas nitriding furnace



Machining

 CNC, VMCs, HMCs" for processes such as hobbing, rolling, shaving, shaping, surface and spline broaching, milling, grinding and CNC grinding, robotic welding and plasma cutting



Surface Protection

 In-house solutions for surface protection like phosphating, CED coating, dip painting and spray painting which provide improved product life, wear resistance, surface finish, and corrosion resistance





Metallurgical testing equipment for elemental and material composition analysis, microstructure analysis, and mechanical properties testing, and perform nondestructive testing to detect surface cracks and defects

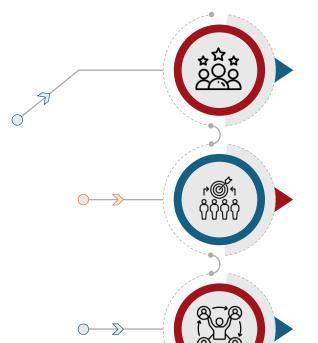
In-house die design capabilities and advanced manufacturing facilities enables Kross Limited to produce high-precision and complex components with closed tolerances

The ability to manufacture high quality, intricate and safety critical products and components, may also be an **entry barrier** for other manufacturers that do not currently have such facilities

Integrated Manufacturing Operations (2/2)



Design and new product development team aggregating to 23 employees* in Jamshedpur, Jharkhand



Comprehensive one-stop solutions to over 200 customers#

Ability to deliver high precision multi-purpose products

Worked closely with customers for design and development of safety-critical components and assemblies, such as, anti-roll bars and stabiliser bars, where Kross Ltd along with the OEM's design team, conceptualised the design and framework of the product

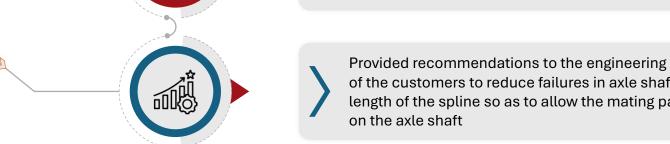
Provided recommendations to the engineering department of one of the customers to reduce failures in axle shafts by increasing the length of the spline so as to allow the mating part to move freely

Over three decades of experience

in the auto component manufacturing industries

Design & Development Tools

- CAD software
- CAM software
- Forging simulation software
- Finite element analysis



23 *As of 31st December 2024 # Served in the last 3 Fiscals

Experienced Board Members





Mr. Sudhir Rai

Chairman & MD

- Has been associated with Kross Limited since incorporation and is primarily involved in policy matters of the company
- Holds a bachelor's degree in science from the University of Delhi and diploma in business administration from the Xavier Institute of Management



Ms. Anita Rai

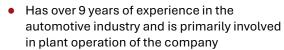
Whole-time Director

- Associated with the company since incorporation and is primarily involved in store and purchase activity of the company
- Holds a bachelor's degree in education from University of Delhi and postgraduate certificate in logistics and supply chain management from XLRI Jamshedpur, School of Business and Human Resources



Mr. Sumeet Rai

Whole-time Director



 Holds a bachelor's degree in science in engineering (mechanical engineering) from the University of Michigan



Mr. Kunal Rai

Whole-time Director (Finance) and CFO

- Has over 9 years of experience in the automotive industry and is primarily involved in Finance and commercial activities of the company
- Holds a bachelor's degree in science from Aston University



Mr. Sanjiv Paul

Independent Director



Mr. Mukesh Agarwal

Independent Director



Ms. Deepa Verma

Independent Director



Mr. Gurvinder Singh Ahuja

Independent Director

- Previously associated with Tata Steel Limited as Vice President and Tata Metaliks Limited as managing director
- Holds a bachelor's degree in science from Regional Institute of Technology, Ranchi University and has participated in the General Management Programme held by European Centre for Continuing Education
- Previously associated with ISMT Limited as Vice President (Hot Mills), and is currently associated with RSqauareinfo e-Solutions Private Limited as a Director
- Passed the final exam of diploma in mechanical engineering from Seth Ganga Sagar Jatiya Polytechnic
- Previously associated with Tata Steel as chief human resource business partner
- Holds a bachelor's degree of commerce from University of Poona and diploma in personnel management and industrial relations from Xavier Labour Relations Institute
- He was previously associated with Tata Motors Limited as general manager- plant finance
- He is a certified chartered accountant

Key Strategies Going Forward





- Leverage the diverse product portfolio, customer acceptance in domestic markets and backward integrated manufacturing facilities to expand into international markets
- Gradually expanding international presence. Exports contributing to 3.4% of the revenue in 9M FY25. Seeing encouraging inquiries from customers in the international markets. Continue to strengthen relationships globally with OEMs to increase market share
- Working with a Sweden based company, Leax AB and a Japanese OEM commercial vehicle manufacturer and has received purchase orders
- Axle beam extrusion would allow Kross Limited to further integrate its operations backward, reduce dependence on external vendors, and enhance quality control, enabling it to reduce production costs even further
- Expansions may also allow Kross Limited to benefit from product categories like TAG axles
- Aims to continuously improve profitability by constant cost optimization, leveraging backward integration capabilities and increasing capacity utilization
- Utilised INR 90 crores from the IPO Net Proceeds towards repayment / prepayment of existing borrowings
- Deleveraging the balance sheet will allow Kross to utilise further internal accruals towards any incremental capital expenditure requirements



Historical Financial Highlights

Profit & Loss Statement



Particulars (Rs in Crores)	9MFY25	FY24	FY23	FY22
Revenue from Operations	435.4	620.3	488.6	297.5
Cost of Goods Sold	251.9	355.9	289.7	160.3
Gross Profit	183.5	264.3	198.9	137.2
Gross Profit Margin	42.1%	42.6%	40.7%	46.1%
Employee Cost	25.0	30.4	26.5	20.2
Other Expenses	104.1	153.2	114.9	87.4
EBITDA	54.5	80.8	57.5	29.5
EBITDA Margin	12.5%	13.0%	11.8%	9.9%
Other Income	3.2	1.2	0.7	0.4
Depreciation	5.0	5.8	4.3	5.5
Finance Cost	10.3	14.9	12.2	8.2
Exceptional Item Gain / (Loss)	0.0	0.0	0.0	0.0
Profit before Tax	42.4	61.3	41.7	16.3
Tax	11.5	16.4	10.8	4.1
Profit After Tax	30.9	44.9	30.9	12.2
Profit After Tax Margin	7.1%	7.2%	6.3%	4.1%
EPS (Rs.)	7.38	8.30	5.72	2.25

Consolidated Balance Sheet - Liabilities



Equity & Liabilities (Rs. in Crores)	Sep - 24	Mar - 24	Mar-23	Mar-22
Total Equity	403.8	146.8	102.1	72.4
Share Capital	32.3	27.0	13.5	13.5
Other Equity	371.6	119.8	88.6	58.9
Non-Current Liabilities	19.5	33.9	37.3	33.3
Financial Liabilities				
i) Borrowings	7.0	22.5	27.1	23.7
ii) Lease Liabilities	1.0	0.5	0.0	-
Long – Term Provisions	5.0	4.9	4.6	4.6
Deferred Tax Liabilities (net)	6.5	5.9	5.6	5.0
Current Liabilities	110.6	171.3	111.2	92.1
Financial Liabilities				
i) Borrowings	25.9	94.6	61.1	62.3
ii) Lease Liabilities	0.4	0.3	0.0	-
iii) Trade Payables	54.9	48.8	34.0	19.2
iv) Other Financial Liabilities	17.6	7.9	2.9	1.4
Short – Term Provisions	0.6	0.6	0.5	0.4
Current Tax Liabilities (net)	2.7	8.7	4.8	2.5
Other Current Liabilities	8.4	10.5	7.8	6.3
Total Equity & Liabilities	533.9	352.0	250.6	197.8

Consolidated Balance Sheet - Assets



Assets (Rs. in Crores)	Sep - 24	Mar - 24	Mar-23	Mar-22
Non - Current Assets	121.3	117.8	99.1	84.4
Property Plant & Equipment	105.7	105.1	89.1	75.8
Capital work-in-progress	9.5	5.4	-	-
Right of use assets	1.4	0.8	0.1	-
Other intangible assets	0.1	0.1	0.0	0.0
Financial Assets				
i) Investments	0.0	0.0	0.0	0.0
ii) Other financial assets	3.3	3.1	6.6	6.2
Other Non-Current Assets	1.4	3.3	3.3	2.3
Current Assets	412.6	234.2	151.5	113.5
Inventories	95.2	83.5	62.2	41.4
Financial Assets				
i) Investments	1.0	0.5	0.1	0.1
ii) Trade receivables	132.4	109.8	51.8	50.4
iii) Cash and cash equivalents	151.4	5.7	13.0	0.6
iv) Bank balances other than cash and cash equivalents	2.7	4.9	1.2	0.0
v) Other financial assets	0.2	0.2	0.2	0.2
Other Current Assets	29.6	29.6	23.0	20.8
Total Assets	533.9	352.0	250.6	197.8

Cash Flow Statement



Particulars (Rs. in Crores)	Sep-24	Mar-24	Mar-23	Mar-22
Profit Before Tax	24.5	61.3	41.7	16.3
Adjustments for: Non -Cash Items / Other Investment or Financial Items	11.0	20.3	16.5	13.7
Operating profit before working capital changes	35.5	81.6	58.2	30.0
Changes in working capital	-14.1	-63.0	-7.6	-9.3
Cash generated from Operations	21.4	18.6	50.6	20.6
Direct taxes paid (net of refund)	-17.6	-10.4	-8.8	-3.1
Net Cash from Operating Activities	3.8	8.3	41.7	17.5
Net Cash from Investing Activities	-6.1	-30.4	-18.8	-12.0
Net Cash from Financing Activities	148.0	14.8	-10.6	-5.5
Net Increase / Decrease in Cash and Cash equivalents	145.8	-7.3	12.4	0.0
Add: Cash & Cash equivalents at the beginning of the period	5.7	13.0	0.6	0.6
Cash & Cash equivalents at the end of the period	151.4	5.7	13.0	0.6



Annexure

Recent Awards & Accolades





Recognised as a Super 8 Supplier by **Ashok Leyland** in their FY25 Supplier Samrat Annual Regional Summit



Silver Award in Best Performance in Business Alignment by **Ashok Leyland**



Durafit Range best vendor award for demand fulfilment east (2020-21) by **Tata Genuine Parts** at the Vendor Impact Programme 2021



Best supplier of the year award for outstanding efforts in delivery, quality and cost by **York**, a **Tata Enterprise**



Best supplier award for "Overall Performance" by **TAFE**



Best supplier award for "Consistent Delivery Performance" through pull system – Kanban at the Global Supplier Meet by **TAFE**

Corporate Social Responsibility



Masti Ki Pathshala – An initiative by Kross Limited in collaboration with Tata Steel Foundation







IPO Listing





September 2024

- Listing date: 16th September 2024
- Total IPO size Rs. 500 Crores of which Fresh issue was Rs. 250 Crs.
- Utilisation of IPO proceeds:
 - Debt reduction
 - Purchase of machinery & equipment
 - Working capital requirement
 - General corporate purposes.

Listing of Kross Limited on BSE and NSE



Contact Information

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