



Investor Presentation

GROWTH

Building momentum for tomorrow

September 2024


<https://www.kirloskarindustries.com/>

Safe Harbour Statement

This presentation contains statements relating to future business developments and economic performance that could constitute 'forward looking statements'. While these forward looking statements represent the Company's judgments and future expectations, a number of factors could cause actual developments and results to differ materially from expectations. The Company undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances. Further, investors are requested to exercise their own judgment in assessing various risks associated with the Company and also the effectiveness of the measures being taken by the Company in tackling them, as those enumerated in this Report are only as perceived by the Management.

Note: Across this presentation

- "KIL" refers to "Kirloskar Industries Limited."
- "KFIL" refers to "Kirloskar Ferrous Industries Limited."
- "KOEL" refers to "Kirloskar Oil Engines Limited."
- "KPCL" refers to "Kirloskar Pneumatic Company Limited."
- "ISMT" refers to "Indian Seamless Metal Tubes Limited."
- "Avante" refers to "Avante Spaces Limited."

Mark 'Kirloskar' used in any form as prefix or suffix and mark  are owned by Kirloskar Proprietary Limited and Kirloskar Ferrous Industries Limited is the permitted user.

Our Values



EXCELLENCE

In everything we do, quality without compromise



INTEGRITY

Say what we do, and do what we say



COLLABORATION

We grow with people and partners



EMPATHY | Towards all Stakeholders

We always listen, and learn



VALUE CREATION | Towards all Stakeholders

We're building for a shared prosperous future



INNOVATIVE THINKING

Be bold and brave, & stay relevant

KIL Journey and Roadmap



Company name	Percentage of holding
Avante Spaces Limited	100%
Kirloskar Ferrous Industries Limited**	46.10%
Kirloskar Brothers Limited	23.91%
S.L.Kirloskar CSR Foundation	19.60%
Kirloskar Pneumatic Company Limited	9.91%
Kirloskar Management Services Private Limited	7.00%
Kirloskar Oil Engines Limited	5.66%

*As at June 30, 2024

Kirloskar Oil Engines demerged:

- KOEL – Operating Business
- KIL – Holding Company

AVANTE Kirloskar Ferrous

Wholly owned subsidiary –
Real Estate Development

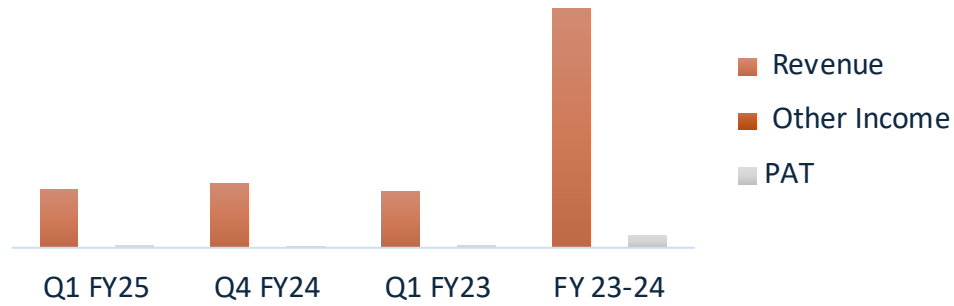
Subsidiary: 46.10% stake#

- Strategic stake in Group Companies
- Development of own properties

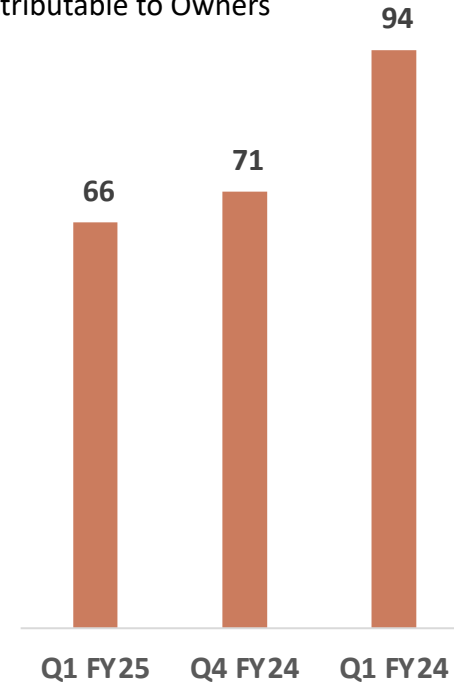
Note:
#Merger approved between KFIL and ISMT Limited on 24th Jul'24, w.e.f. 1st Apr'23
*BTA signed for Windmill Ops – in process of transferring it to KFIL Ltd. (ISMT)

Financial Performance - Consolidated

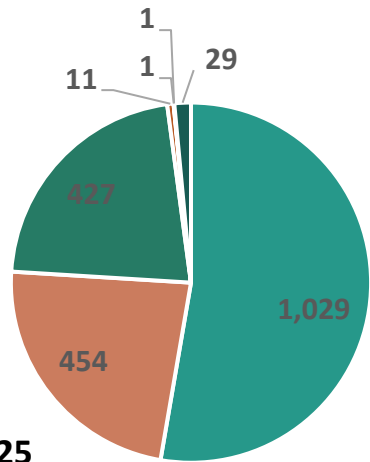
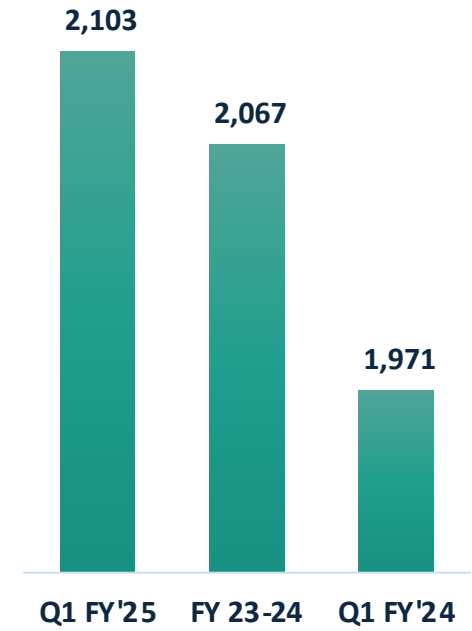
Q1 : Revenue – Rs. 1,559 Cr, PAT- Rs. 66 Cr



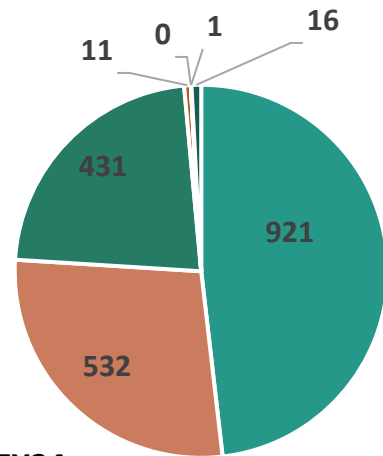
PAT attributable to Owners



Equity Reserves & Surplus



Q1-FY25
Intersegment revenue :- (₹ 379 Cr)

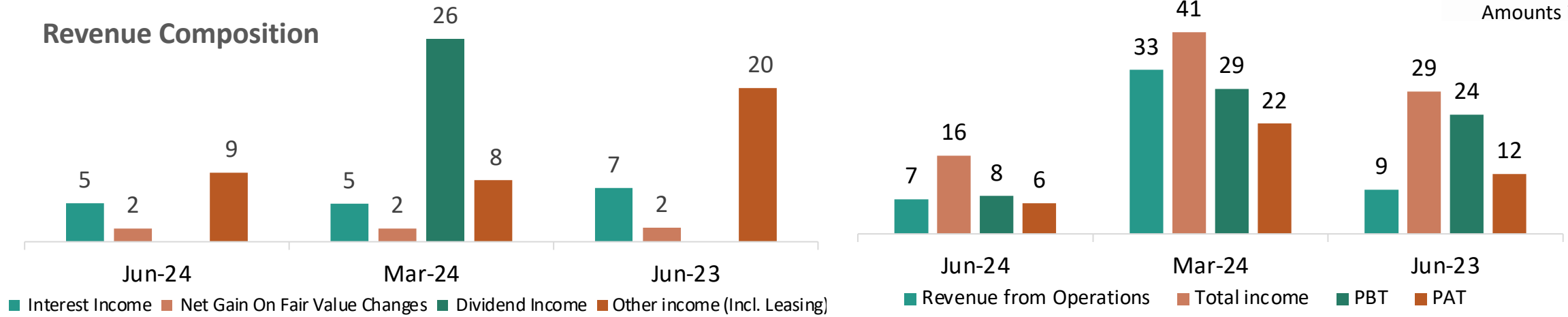


Q1-FY24
Intersegment revenue :- (₹394 Cr)

■ Iron Casting ■ Tube ■ Steel ■ Investments ■ Real Estate ■ Windmill ■ Unallocable

Financial Performance - Standalone

Revenue Composition



Particulars	Q1 FY25	Q4 FY24	Q1 FY24
Total revenue from operations*	6.97	33.04	8.93
Other income (Incl. Leasing)	8.82	7.61	19.73
Total Income*	15.79	40.65	28.66
Total expenses*	8.14	11.43	4.61
Profit before tax*	7.65	29.22	24.05
Profit after tax*	6.47	22.23	12.07
Profit after tax (Discontinuing operations)	(0.11)	(0.26)	0.07

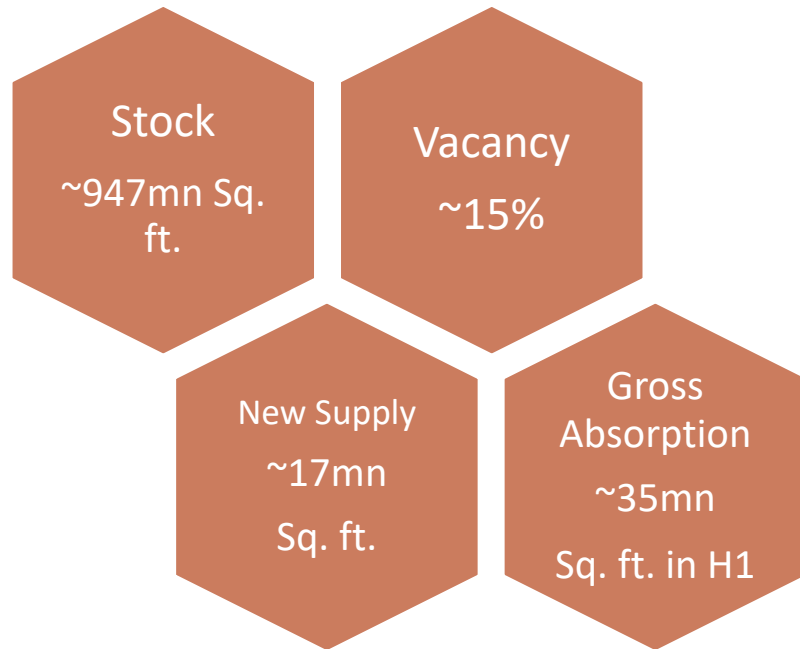
*Excluding amount pertaining to Discontinuing operations



AVANTE
Avante Spaces Limited

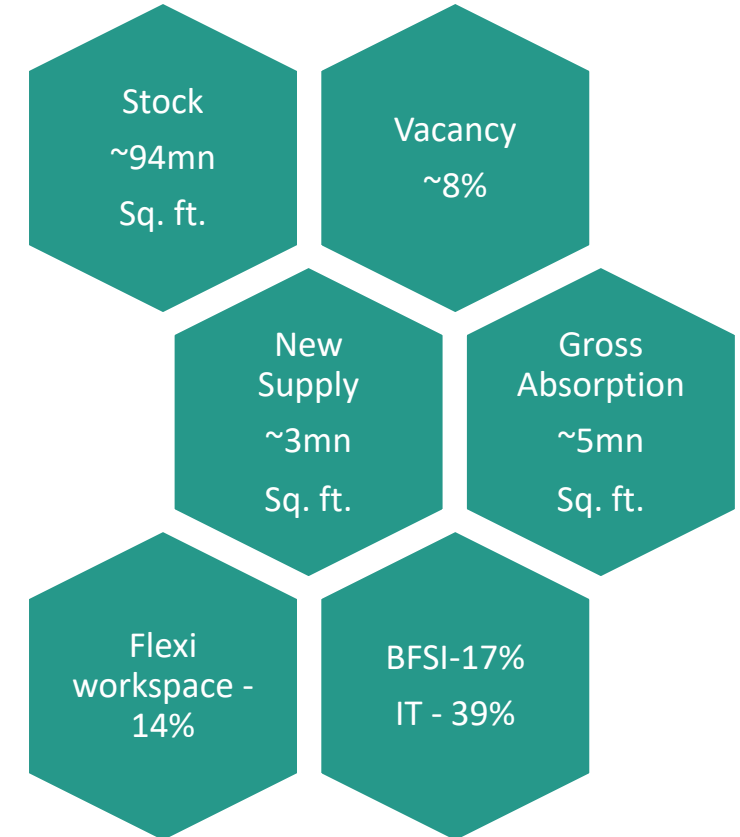
Key RE indicators – Offices

India



GCC, Banking, financial services and insurance (BFSI) firms and technology corporates led the space take-up in 2024, followed by flexible space operators.

Pune



India



- The residential market has continued to strengthen, with demand reaching an 11-year high during H1 2024
- A notable shift toward premiumisation has taken root in the residential market, with higher priced homes driving market volumes.
- Premium housing products priced over INR 10 million have emerged as the largest segment

Key RE Indicators – Pune Offices

Office Market Snapshot

Total Inventory – Offices*		Cushman Wakefield		Savills	Est. supply by 26-27
Area	Mn. Sq. Ft.	Vacancy	Avg. Rental INR psft	Rent Range INR psft	Mn sq. ft.
CBD	5	0.85%	110.42	75-135	4
SBD East	38	7.44%	99.17	70-115	16
SBD West	10	6.97%	88.32	75-120	4

CY24 (in Mn Sq. Ft.)	Cushman Wakefield	Savills
New Supply - CY	5.7	5.9
Leasing Volume (Gross) H1	4.4	4.6
Vacancy	10.47%	13.50%

*Total Inventory of commercial / office spaces is approx. 90mn sq. ft.

CBD: Laxmi Road, Camp, Bund Garden, Boat Club, Koregaon Park, Dhole Patil Road, Pune Station, Shivaji Nagar, FC Road, JM Road, Wakdewadi, SB Road, Model Colony, Ganeshkhind Road

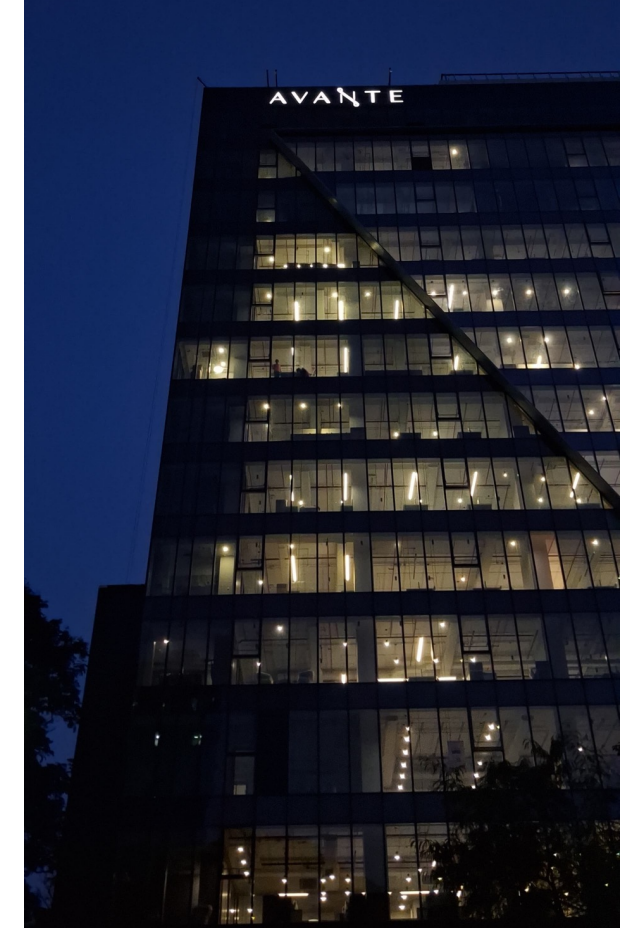
SBD East: Kalyani Nagar, Kharadi, Mundhwa, Yerwada, Nagar Road, Viman Nagar, Hadapsar, Kondhwa;

SBD West: Aundh, Baner, Pashan, Khadki, Paud Road;

Projects in Kothrud – Full Layout



One Avante – Day and Night View



One Avante – Actual Pictures



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Shot on OnePlus

One Avante - Brief details

Rs. In crores

- Project completed: **Mar'24**
- Green certifications: **IGBC Platinum** and LEED Gold
- Adopting the **WELL building standards**



- For common amenities and facilities provided on certain floors in the “One Avante” Building – **43,796 sq. ft. leasable area**, Avante will charge fees to all the occupants of the building
- For the part area to be rented on Avante’s own Floor – rent will be approx. ₹ 15 Lacs/month

**Retained Area value is notional, calculated at Rs. 18,460 psft and area will be owned and held by Avante*

Google map location : <https://goo.gl/maps/KS9MGFg2t9wcS2zh8>

Projects 2 – Plot A+C (Architect Impressions / Plan)



Project 2 – Mixed use Commercial Building

Rs. In crores

Particulars	Area Sqft	Starting Rent Rs PSFT/mth	Est. Rent per month
Office	14,56,605	93	13.55
Retail / Restaurants	1,07,944	141	1.52
Total	15,64,549		15.07
At 90% occupancy			13.56

Project	Saleable /Leasable Area	Total Cost*	Cost Incurred till 30 th Jun'24	Completion Date	Construction Update – Google map location
Project 2	1.56mn	1,740	442	2028	https://goo.gl/maps/73zrfxrpsvEtyJi29

- Green certifications: IGBC Platinum and LEED Gold
- Adopting the WELL building standards
- Adaptive designs

* Assuming Land and Reservation TDR cost at prevailing Ready Reckoner / Reference Rates

- ❑ **Est. completion:** CY28
- ❑ **Revenue Assumption:** Rent starting from **Jun'28**
 - Present rent for
 - Office – Rs. 83 PSFT
 - Retail / Restaurants – Rs. 125 PSFT
 - **Escalation** – 4% per annum
 - **Peak occupancy** – 90% for both segments
- ❑ **Expected project debt** of ~INR 11 Billion

Project 2 – Actual Progress



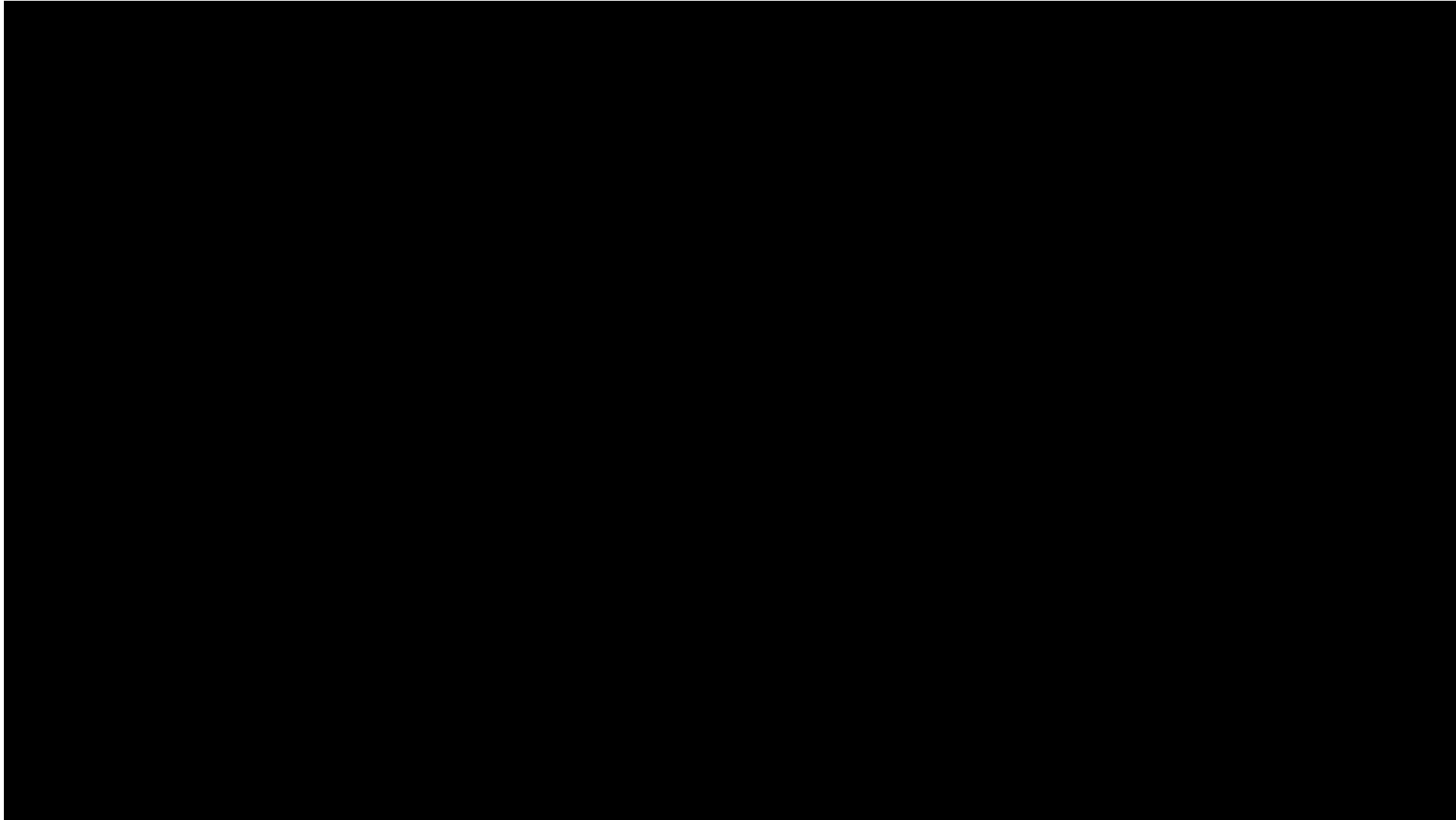
Ground Level

B1 Level

B2 Level

Raft

Kothrud Layout – Drone view



Asset Light Model – Residential and Commercial development opportunities via JV, JDA, DM



Explore JDA / JV / DM opportunities in Pune City

Integrated Development on 75 Acres land in Khadki, Pune owned by KIL (Holding Co.)



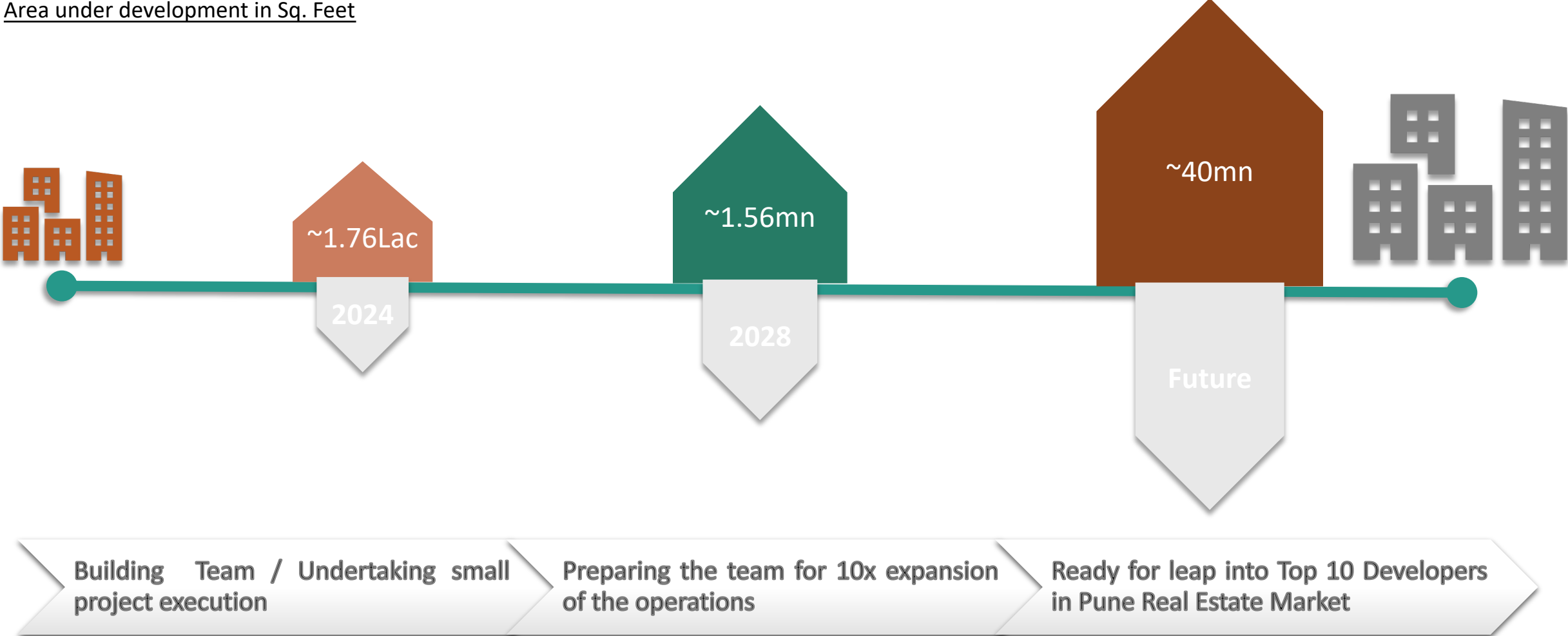
Explore Group Company land parcels' in Pune and other cities for development



Explore opportunities for development in other major cities of Maharashtra

Avante – Building the Future...

Area under development in Sq. Feet

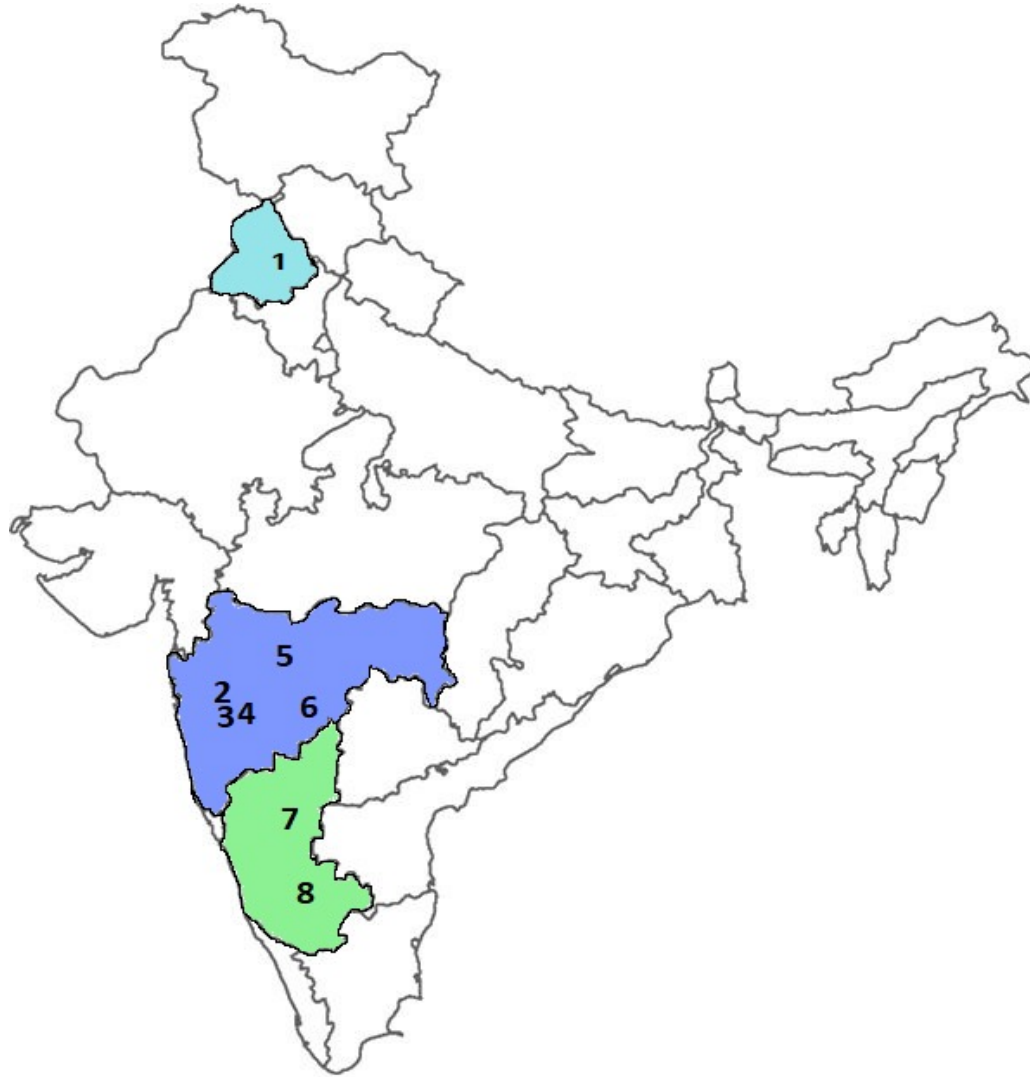




kirloskar
Ferrous

Kirloskar Ferrous Industries Limited

About Geographic Presence and Products of KFIL



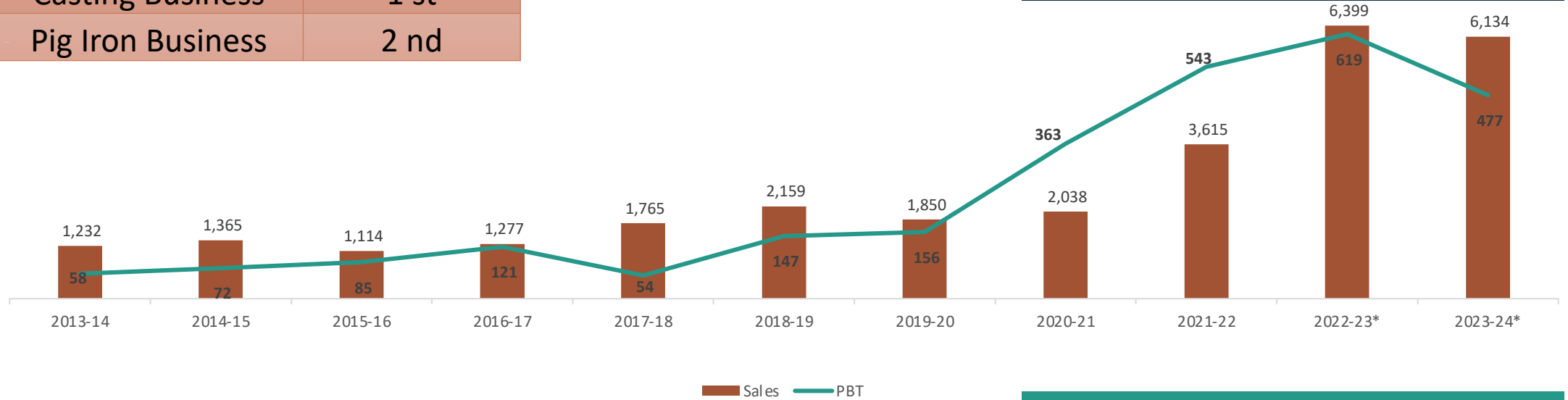
Sr No.	Location	Product	Capacity MT (per annum)
1	Rajpura ,PB	Ferrous casting and machining	28,000
2	Pune, MH	Corporate Office	
3	Jejuri, MH	Steel	3,50,000
4	Baramati, MH	Seamless Tubes	3,70,000
5	Ahmednagar, MH		
6	Solapur, MH	Iron Casting	1,80,000
7	Koppal, KA		
7	Koppal, KA	Pig iron	7,00,000
8	Hiriyur, KA		

KFIL - Business Performance

KFIL's Position in Indian Market

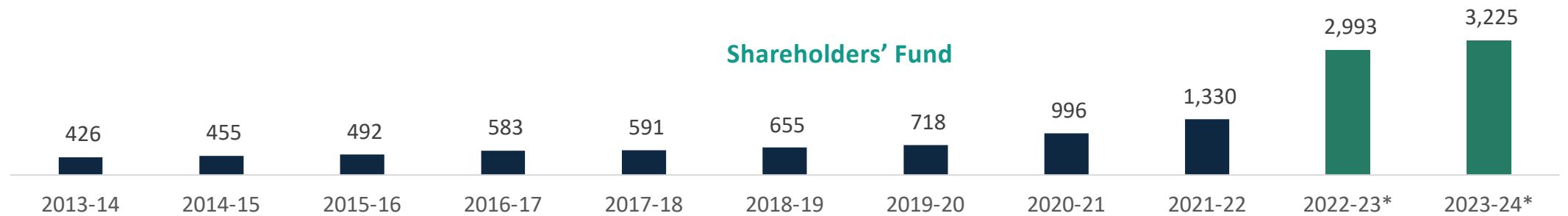
Casting Business	1 st
Pig Iron Business	2 nd

Sales and PBT



10-Year CAGR (Standalone) : 24%

Shareholders' Fund



* Note: Post Merger of the Amalgamating Company (ie., ISMT Ltd)

KIL - Abridged Consolidated Profit & Loss Statement

Particulars	Q1 FY25	FY 23-24
Revenue from Sale of Products (incl. Discontinued Ops)	1,554	6,334
Interest Income	2	11
Net gain on fair value changes	3	10
Dividend Income	0	16
Total Revenue from Operations	1,559	6,371
Total Other Income (Incl. Leasing)	13	43
Total Income	1,573	6,414
Total Expenses (incl. exceptional items)	1,476	5,859
PBT	97	556
PAT	66	361
Basic EPS (Rs.)	28.73	202.58
Diluted EPS (Rs.)	26.99	194.57

Note: Dilutive EPS (not annualised) is calculated considering the potential conversion of outstanding warrants and ESOPs/ESARs

Numbers rounded up to nearest Crore

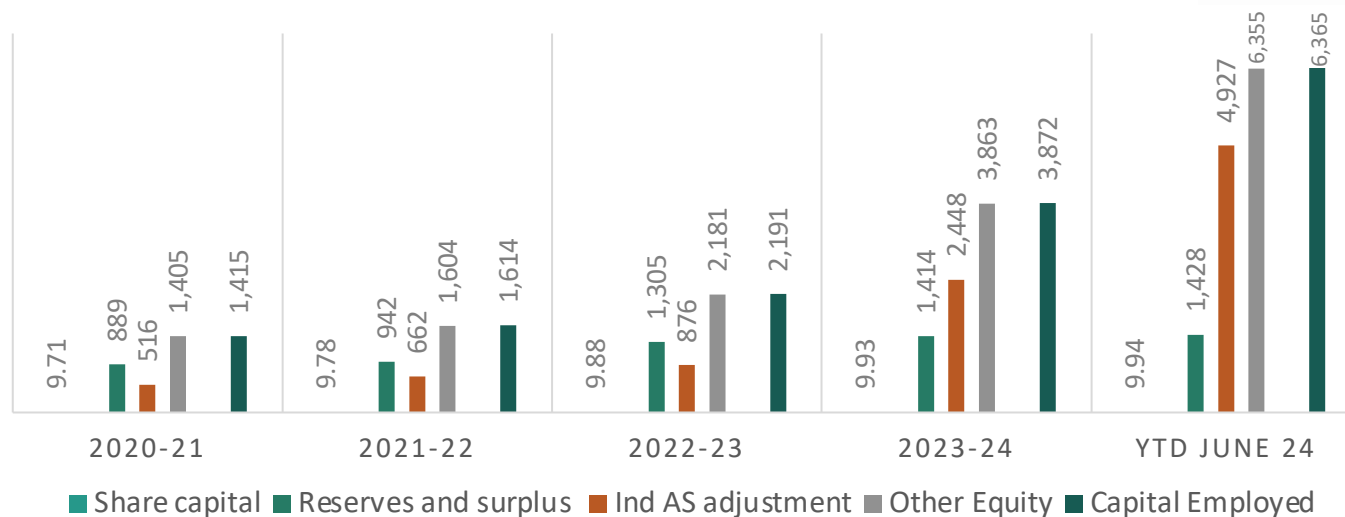
KIL - Abridged Consolidated Balance Sheet

Particulars	Q June 24	FY 23-24
Fixed Assets	4,048	4,013
Investments	6,191	3,409
Other assets	2,642	2,341
Total Assets	12,881	9,763
Borrowings	1,319	1,218
Financial Liabilities	1,303	1,197
Non-financial Liabilities	967	610
Total Liabilities	3,589	3,025
Equity	10	10
Reserves and surplus	2,565	2,532
Other equity	4,934	2,449
Non-controlling interest	1,783	1,747
Total Equity	9,292	6,738
Total Liabilities and Equity	12,881	9,763
Book value per share (INR)	9,351	6,787

Numbers rounded up to nearest Crore

All amounts in INR Crores
YTD numbers reflect year to date Q1 FY25

KIL – Evolving Capital Structure



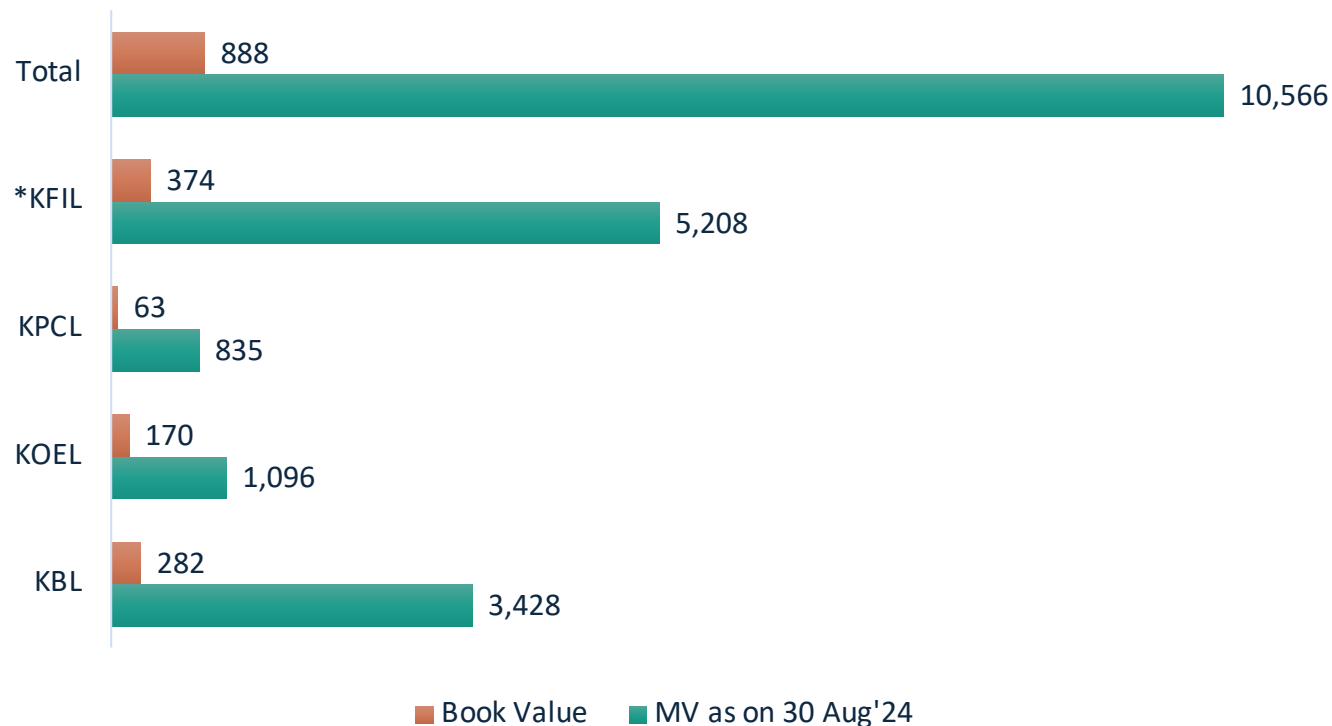
INVESTMENT IN SUBSIDIARIES



Amount includes unsecured loan

All amounts in INR Crores
Data updated till 30 Aug 24

Values of Listed Companies



KIL – Listed Investments

- Kirloskar Industries Limited (**NSE:** KIRLOSIND | **BSE:** 500243 | **ISIN:** INE250A01039)
- Price as on 30/Aug/24: **INR 5,703.35**
- KIL Investment in Listed entities – Aggregate Book value 888cr - Market value is ~Rs. 10,566cr

* In accordance with the Scheme of Arrangement and Merger between ISMT Limited and KFIL, approved on 24th July 2024 by NCLT. Following the effective date of the Scheme, the Board of Directors of KFIL convened on 9 August 2024 and approved the issuance of 51,00,000 equity shares against 3 Crore Equity shares, each valued at ₹ 5, in exchange for shares of ISMT Limited as recorded on the Record Date of 6 August 2024. The allotment of shares is in process, and the Company will get the shares in due course.

CSR and HR update

Learning and Development

Recognising the importance of developing our existing talent, we have invested in various training and leadership programs for enhancing leadership skills such as strategic thinking and decision-making. Additionally, our Employee Development Policy supports employees in pursuing part-time or online postgraduate courses, enhancing their skills and performance. This commitment ensures our workforce remains skilled and competitive in a dynamic business environment.

Retaining Talent

Recognition of the achievements of the employees on Founder's Annual Day helps foster the ambitious traits and to cultivate a sense of ownership and enhance employee retention, we have implemented Employee Stock Appreciation Rights (ESARs). This initiative aligns employees' personal development with the Company's growth, thereby strengthening their commitment and engagement.

Community care

To promote education including for the youth from economically backward sections, Nettle Technical Training Foundation (NTTF) in association with S L Kirloskar CSR foundation offers vocational training. It has supported around 100 youth from different parts of India in FY 2024. NTTF is among the oldest technical training institute in the country, founded almost six decades ago in Thallaserry on the Malabar Coast providing industry relevant skill training through higher education.



Leadership Team



Mahesh Chhabria
MD, KIL



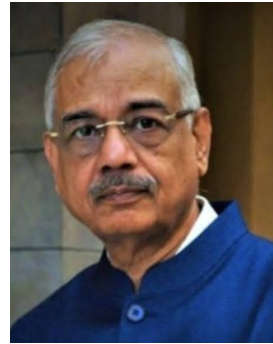
Vinesh Kumar Jairath
MD, Avante



Aditi Chirmule
Executive Director



Anandh Baheti
CFO



Chandrahas Charekar
VP Liaison & Strategy



Lokesh Gupta
VP Projects



Akshay Sahni
VP Asset Mgt



Jagdish Purandare
Head HR



THANK YOU

GROWTH

Building momentum for tomorrow