



In this freewheeling interview, R. K. Srivastava, Director, Kirloskar Brothers Ltd. speaks to Prof. A. G. Iyer Editor-in-Chief & Publisher of ENERTIA on a range of issues related to the financial, business and other challenges for growth of KBL

Q. How do you see the current financials of Kirloskar Brothers limited?

A. For the first time ever, the company's turnover crossed the Rs. 2000 crores mark reaching Rs. 2070 crores. Kirloskar Brothers Ltd. witnessed a growth rate of 10%. This is despite the tough challenge faced by us. Most of the projects in the state of Andhra Pradesh, where we won sizable contracts, were kept in abeyance. Profitability at less than 20% became a big issue. Order bookings were lower than in the earlier years due to downturn mood. KBL sees this entire thing going upbeat as the market is now moving. Domestic markets will see the covering of all backlog purchases and new as well. Pump industry is trying to meet the requirements, but everyone is trying to execute domestic orders with much aggro while looking to cover for shortfalls from global markets.

Power sector is in a boom. All orders of 800-MW CW pumps has been bagged for UMPPs by KBL. We have

entered into the market for condensate extraction pumps for 800-MW capacity. So far, all orders of concrete volute pumps were received by KBL. "Flow Serve" as a competition are trying to come to India. Hence, all these orders were taken against overseas competition and KBL was the preferred supplier in these orders. We have bagged the 1 X 800 MW Krishnapatannam Project, via Tata Projects, Hyderabad and 5 X 800 MW CGPL – Mundra Project of Tata Power.

Q. How do you see the landmark of 100-years of Kirloskarwadi?

A. Kirloskar Group remains very much dedicated to engineered products. We had started from iron products, moved to pumps, valves, lathe machines, motors and there is a wonderful history of in all of this for Kirloskarwadi. We have achieved a lot of firsts in every product for India. The latest in this is the Canned Motor Pumps for moderator applications in Nuclear Power Plants. Other

