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# **Kirloskar Brothers Limited.**

## **Financial Analysts Presentation**

### **Q3 - FY 2016 -17**

# Disclaimer

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These materials may contain forward-looking statements regarding Kirloskar Brothers Ltd. (KBL), our corporate plans, future financial condition, future results of operations, future business plans and strategies. All such forward-looking statements are based on our management's assumptions and beliefs in the light of information available to them at this time. These forward-looking statements are, by their nature, subject to significant risks and uncertainties and actual results, performance and achievements may be materially different from those expressed in such statements. Factors that may cause actual results, performance or achievements to differ from expectations include, but are not limited to, regulatory changes, future levels of industry product supply, demand and pricing, weather and weather related impacts, wars and acts of terrorism, development and use of technology, acts of competitors and other changes to business conditions. KBL undertakes no obligation to revise any such forward-looking statements to reflect any changes in KBL's expectations with regard thereto or any change in circumstances or events after the date hereof.

# Sector Highlights



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## Water Resource Management

- Majority order booking was from value added products such as LLC pumps and Autoprime pump-sets.

## Irrigation

- This sector has received major orders for VT pump-sets for Yettinahole-4 package and VT pump-sets for Mohanpura RBC/Garoth
- Supplied 10 nos large HSC pumps for Viransehir, Turkey.

## Power

- Sector has supplied 5 nos VT pumps for Mae Moh power plant in Thailand.
- Successfully completed trial operation for Condensate Extraction pumps supplied for 2x800 MW MIRFA, IWPP in Abu Dhabi.

# Sector Highlights



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## Small Pump Business

- Although Sale was adversely affected in the month of Nov-16 after demonetization, same is recovered in Dec-16,
- Sales for this sector indicate growth over previous year

## Building and Construction

- Received order from Bangladesh for FM/UL pump sets. Also participated in Fire exhibition at Dhaka
- Dispatched Value added product - Containerized Fire pumpset in “plug and play” mode.

## Marine and Defense

- Received order for Fresh Water Hydrophore system.
- Completed supply for first HP Water Mist System

## Industry Sector

- Received order for VT pumps in super duplex MOC from Rohit Surfactants Private Limited (RSPL) – Soda Ash Project

## Valve

- Dispatched 2000 mm size MDNRV , Possibly largest one of it's own type in Asia to Greater Mohali Area Development Authority (GMADA).

# Plant Highlights

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## **Kirloskarwadi**

- Manufactured, tested & dispatched :
  - ✓ VT pumps for Electricity Generating Authority of Thailand (EGAT).
  - ✓ Large VT pumps for Mohanpura project

## **Sanand & Kaniyur**

- Received ISO 50001 certificate for Energy Management

## **Kondhapuri**

- Awarded “Certificate of Excellence” under Small & Medium Enterprises sector at 11th State level awards for Excellence in Energy Conservation and Management competition organized by MEDA for FY 15 – 16.

# Companywide Pending Orders



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## Pending Order Board as on December 2016

Sector (Rs. Crs)	4Q Mar-16	1Q Jun-16	2Q Sep-16	3Q Dec-16	3Q % of Total
Irrigation **	776	699	661	668	47%
Water Resource Mgmt	196	190	189	163	11%
Power	280	248	275	303	21%
Oil & Gas	30	45	39	33	2%
Marine & Defence	23	23	5	10	1%
Industry	43	41	58	68	5%
Building & Construction	36	29	34	38	3%
KOV Distribution	18	20	20	23	2%
Customer Support & Spare	52	42	11	44	3%
Valves	79	99	79	21	1%
Export Excellence Cell (EEC)	37	71	74	46	3%
<b>TOTAL</b>	<b>1,570</b>	<b>1,507</b>	<b>1,445</b>	<b>1,417</b>	<b>100%</b>

Rs. In Cr

	Mar-16	Jun-16	Sep-16	Dec-16
KBL Standalone	Q 1	Q 2	Q 3	Q 4
Orders Received	586	569	558	394

Rs. In Cr

	Mar-16	Jun-16	Sep-16	Dec-16
KBL Consolidated	Q 1	Q 2	Q 3	Q 4
Orders Received	624	657	632	660
Pending Orders on Hand	2,299	2,315	2,337	2,000



# Q3 Financials – Standalone Highlights

## Comments on performance for the nine months ended December 31, 2016

### Sales:

- Revenue from operations is Rs. 1,212 Crs as against Rs. 1,181 Crs in PY – Rise of 3%
- Sales of Product sectors is at Rs. 926 Crs as against Rs. 912 Crs in PY.
- Project sector sales are at Rs. 284 Crs as against Rs. 268 Crs in PY.
- CY profit before other income and finance cost is at Rs. 35 Crs as against Rs. 7 Crs in PY.
- CY PBT stands at Rs.23 Crs as against loss of Rs. 6 Crs. PY mainly due to reduction in material cost by 2.8% in CY, a saving of Rs. 33 Crs
- Reduction in borrowings by Rs. 44 Crs over March 2016.
- Bank Guarantee exposure as on 31<sup>st</sup> December has come down by Rs. 48 Crs in last nine months.



# Q3 Key Financials – Standalone

Rs. Crs

Particulars	Nine Months Ending			Year Ended Mar 31, 2016
	Dec-16	Dec-15	Dec 14 *	
<b>KEY FINANCIALS</b>				
Total Income	1,235	1,206	1,084	1,743
P B D I T	78	51	38	92
P B T	23	(6)	(29)	15
P A T	16	(6)	(28)	17
CASH PROFIT	47	24	9	56
<b>KEY FINANCIAL RATIOS</b>				
P B I D T % AGE	6.3%	4.2%	3.5%	5.3%
P B T % AGE	1.8%	-0.5%	-2.7%	0.9%
R O C E % AGE	4.5%	1.0%	-2.7%	4.6%

\* - As per I GAAP





## Q3 Key Financials – Standalone

Rs. Crs

Particulars	Quarter Ending			Year Ended
	Dec-16	Dec-15	Dec-14	Mar 31, 2016
Total Assets	1,034	1,083	1,052	1,059
Gross Current Assets	1,414	1,419	1,403	1,358
Gross Current Liabilities	933	900	916	868
Net Current Assets	481	520	487	491
Borrowings	211	296	283	255



# Q3 Key Financials – Consolidated

Particulars				Year
	Dec-16	Dec-15	Dec-14	Ended Mar 31, 2016
<b>KEY FINANCIALS</b>				
Total Income	1,798	1,831	1,786	2,625
P B D I T	68	32	66	96
P B T	(15)	(52)	(26)	(34)
P A T	(16)	(45)	(29)	(32)
CASH PROFIT	35	5	28	45
<b>KEY FINANCIAL RATIOS</b>				
P B I D T % AGE	3.8%	1.8%	3.7%	3.6%
P B T % AGE	-0.8%	-2.8%	-1.5%	-1.3%
R O C E % AGE	1.7%	-1.8%	0.9%	1.4%



# Q3 Key Financials – Consolidated

Rs. Crs

Particulars	Quarter Ending			Year Ended Mar 31, 2016
	Dec-16	Dec-15	Dec-14	
<b>Total Assets</b>	1,320	1,330	1,438	1,336
<b>Gross Current Assets</b>	2,112	2,005	2,097	1,953
<b>Gross Current Liabilities</b>	1,382	1,264	1,257	1,214
<b>Net Current Assets</b>	730	741	839	739
<b>Borrowings</b>	384	389	419	365



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**Thank You**