



Enriching Lives

Kirloskar Brothers Limited.

Financial Analysts Presentation

Q1 - FY 2017 -18

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

- Has performed well on product business by offering value added products. In Q1, we booked orders for 10 no's LLC series VT pumps and 16 no's Auto prime sets.
- We recently have concluded a major order worth Rs. 204 Mn for Telangana Water Grid.

Irrigation

- Received orders worth Rs. 216 Mn from various Lift Irrigation Schemes.

Power

- Received order for supply of 5 no's cooling water and 3 no's Make-up water pumps from Marubeni Corporation, through Kirloskar Brothers Thailand Limited for 2x650 MW South Bangkok CCPP project.

Industry

- Marked a growth of 26% in booking over performance of the last year.

Oil & Gas

- In Q1 we received prestigious order from Oil India Ltd for FM/UL pumps and second order from BPCL Mumbai for LLC pumpset.

Sector Highlights



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Marine & Defence

- Received repeat order for manufacturing & supply of Water Mist Fire Fighting System (WM-FSS),

Building & Construction

- With sharp focus on value added products we achieved about 18% growth in Sales and Booking over last year Q1 performance.

Companywide Pending Orders



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Pending Order Board as on June 2017

Sector (Rs. Crs)	Q - 2 Sep-16	Q - 3 Dec-16	Q - 4 Mar-17	Q - 1 Jun-17	Q - 1 % of Total
Irrigation	672	668	677	695	43%
Water Resource Mgmt	189	163	168	144	9%
Power	275	303	360	423	26%
Oil & Gas	39	33	36	36	2%
Marine & Defence	5	10	30	45	3%
Industry	78	91	61	95	6%
Building & Construction	34	38	42	40	3%
Customer Support & ESD	11	44	53	47	3%
Valves	79	21	85	80	5%
Export Excellence Cell (EEC)	74	46	-	-	0%
TOTAL	1,456	1,417	1,513	1,606	100%

	Sep-16	Dec-16	Mar-17	Jun-17
KBL Standalone	Q 2	Q 3	Q 4	Q 1
Orders Received	558	394	665	531

	Sep-16	Dec-16	Mar-17	Jun-17
KBL Consolidated	Q 2	Q 3	Q 4	Q 1
Orders Received	632	660	994	894
Pending Orders on Hand	2,337	2,000	2,136	2,309

* Excluding Orders kept on hold Rs. 199 Cr, and orders for which work not commenced Rs. 351 Cr



Q1 Financials – Standalone Highlights

Highlights

1. Total Income in Q1 of CY is Rs. 449 Cr as against Rs. 379 Cr in PY rise of 18.1%.
2. Sales of Product sectors is at Rs. 361 Cr as against Rs. 306 Cr in Q1 of PY. Project sector sales are at Rs. 76 Cr as against Rs. 67 Cr in Q1 of PY.

Sale of products within project sector Rs. 43 Cr (PY Rs. 42 Cr)

3. PBT of Q1 stands at Rs.7.3 Crs as against loss of Rs. 1.9 Cr in Q1 of PY mainly due rise in sales.
4. Net working capital has gone down from Rs. 475 Cr in March 2017 to Rs. 443 Cr in June 2017 mainly on account of improved collections from customers in Q1.
5. Reduction in working capital has helped in reduction in borrowings by Rs. 9 Cr over March 2017 and saving in finance cost.



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Q1 Key Financials – Standalone

Rs. Crs

Particulars	Quarter Ending			Year Ended
	Jun-17	Jun-16	June 15 *	Mar 31, 2017
KEY FINANCIALS				
Total Income	449	379	393	1,841
P B D I T	23	16	25	124
P B T	7	(1.9)	6	53
P A T	5	(2)	8	32
CASH PROFIT	14	8	18	72
KEY FINANCIAL RATIOS				
P B I D T % AGE	5.1%	4.2%	6.4%	6.8%
P B T % AGE	1.6%	-0.5%	1.6%	2.9%
R O C E % AGE	5.5%	2.3%	5.9%	8.3%



Q1 Key Financials – Standalone

Rs. Crs

Particulars	Quarter Ending			Year Ended
	Jun-17	Jun-16	Jun-15	Mar 31, 2017
Total Assets	1,024	1,030	1,030	1,028
Gross Current Assets	1,363	1,346	1,330	1,379
Gross Current Liabilities	919	875	862	904
Net Current Assets	443	471	468	475
Borrowings	180	226	226	189



Q1 Key Financials – Consolidated

Rs In Crs

Particulars				Year Ended Mar 31, 2017
	Jun-17	Jun-16	Jun-15	
KEY FINANCIALS				
Total Income	632	579	586	2,687
P B D I T	17	4	22	131
P B T	(8)	(23)	(6)	22
P A T	(7)	(21)	(6)	4
CASH PROFIT	9	(3)	11	69
KEY FINANCIAL RATIOS				
P B I D T % AGE	2.6%	0.7%	3.8%	4.9%
P B T % AGE	-1.3%	-4.0%	-1.0%	0.8%
R O C E % AGE	0.3%	-4.0%	1.5%	20.9%

Q1 Key Financials – Consolidated



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Rs. Crs

Particulars	Quarter Ending			Year Ended Mar 31, 2017
	Jun-17	Jun-16	Jun-15	
Total Assets	1,328	1,344	1,341	1,265
Gross Current Assets	2,070	2,020	2,002	1,907
Gross Current Liabilities	1,339	1,283	1,249	1,204
Net Current Assets	731	737	754	703
Borrowings	439	396	346	355



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Thank You