



Enriching Lives

Kirloskar Oil Engines Limited

Earnings Update Dec 2012

Disclaimer



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Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations.

Actual results might differ materially from those either expressed or implied.

Financials



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All numbers in Rs. Crs	Q3 FY2013	Q3 FY2012	∂	9M FY2013	9M FY2012	∂	FY 2012
Net Sales	540	594	-9%	1,758	1,738	1%	2326
Raw Material	331	373	-11%	1,081	1,033	5%	1391
Employee Costs	38	41	-8%	119	136	-13%	17 5
Other Expenses	97	110	-12%	306	344	-11%	455
EBITDA	74	70	7%	253	224	13%	304
Non-Op.Income / (Expenses)	10	9	5%	11	66	-83%	84
Depreciation	23	24	-4%	70	71	-2%	91
Interest	1	4	-78%	2	12	-80%	16
PBT	60	51	18%	192	207	-7%	281
Tax	15	16	-3%	53	72	-26%	89
PAT	45	35	28%	140	135	3%	192



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Q3 FY2013 Segment Performance

All numbers in Rs. Crs	Q3 FY2013	Q3 FY2012	Δ
PowerGen - Private	200	205	-3%
PowerGen - Cellular	3	13	-79%
Agricultural	133	111	20%
Industrial	81	124	-35%
Customer Support	95	91	4%
Large Engines	19	40	-52%
Bearings	-	-	-
Total	531	586	-9%



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YTD FY2013 Segment Performance

All numbers in Rs. Crs	YTD FY2013	YTD FY2012	Δ
PowerGen - Private	705	582	21%
PowerGen - Cellular	11	29	-61%
Agricultural	323	260	24%
Industrial	295	366	-19%
Customer Support	307	285	8%
Large Engines	87	115	-24%
Bearings	-	62	-100%
Total	1,732	1,703	2%

Key Financial Metrics



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	YTD FY 2013	YTD FY 2012
EBITDA %	14.4%	12.9%
Inventory (Days)	30	21
Receivables (Days)	43	43
Creditors (Days)	56	49
Fixed Asset Turns	4.2	4.0
RoCE	20.4%	22.1%
Debt	130	258
Cash & Equivalents	567	494
Net Debt	-436	-237

A. Power Generation (PG) Business

- While demand in Tamil Nadu remained in line with previous quarter, there was a dip in demand across other markets.

B. Industrial Business

- While demand for Construction & Earth moving equipment remained sluggish in Q3, KOEL has retained its market share across customer groups.
- Focus on “Bazar” (Open Market) sale of Engines, continued to yield good results in Q3
- In Pump set application, substantial market share gains were made in Q3

C . Others

- KOEL has received Rs.12 Crs towards Industrial Promotion Subsidy (IPS) for Kagal Plant for FY 08-09 & 09-10 which was sanctioned in Q2
- Pursuant to the Board approved Buyback Scheme, 10,15,424 equity shares of Rs.2/- each (representing 0.70% of pre-buyback paid-up capital of KOEL), were purchased for Rs.15.67 Crs., at an average price of Rs. 154.34 per share, as on 31 December 2012.

Thank You!



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