



Enriching Lives

Kirloskar Oil Engines Limited

Earnings Update Mar 2011

Disclaimer



Enriching Lives

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



Enriching Lives

All numbers in Rs. Crs	Q4 FY2011	Q4 FY2010	∂	FY2011	FY2010	∂
Net Sales	597	603	-1%	2363	2219	7%
Other Operating Income	19	16	21%	54	42	27%
Total Operating Income	616	619	-1%	2417	2261	7%
Raw Material	361	366	-1%	1432	1359	5%
Employee Costs	46	15	204%	179	129	38%
Other Expenses	125	120	4%	467	420	11%
Other Income(Incl exceptional)	9	2	310%	15	8	78%
EBITDA	93	120	-23%	353	361	-2%
Depreciation	21	20	7%	85	84	1%
Interest	5	3	75%	25	14	80%
PBT	66	97	-32%	244	263	-7%
Tax	19	37	-50%	70	99	-29%
PAT	48	60	-20%	174	164	6%



Q4 FY2011 Segment Performance

All numbers in Rs. Crs	Q4FY2011	Q4 FY2010	∂
PowerGen - Private	187	186	1%
PowerGen - Cellular	21	33	-39%
Agricultural/Off-Highway	214	190	12%
Product Support	112	94	20%
Large Engines	29	71	-59%
Bearings	38	33	13%
Inter-Unit Sales	-4	-4	
Total	597	603	-1%

- Power Gen market softening
- Rain adversely affected Agri market
- Bharat III emission norms becomes effective from April 2011.KOEL products ready from March 2011

YTD FY2011 Segment Performance



Enriching Lives

All numbers in Rs. Crs	FY2011	FY2010	Δ
PowerGen - Private	781	666	17%
PowerGen - Cellular	92	232	-60%
Agricultural/Off-Highway	805	621	30%
Product Support	419	357	17%
Large Engines	143	238	-40%
Bearings	138	121	14%
Inter-Unit Sales	-16	-16	
Total	2363	2219	7%



Key Financial Metrics

	YTDFY2011	YTD FY2010
EBITDA %	15.0%	16.3%
Inventory (Days)	22	20
Receivables (Days)	50	48
Creditors (Days)	56	55
Fixed Asset Turns	4.2	4.2
RoCE	22.9%	28.2%
Debt	249	270
Cash & Equivalents	321	264
Net Debt	-72	6

Highlights 2010-11



Enriching Lives

- 5 new OEMs added in Industrial business segment
- Marine Gensets, Gas Gensets introduced in Power generation business segment
- DV 8, DV10, DV12 (320KVA – 625KVA) launched
- 20% Market share after 1 year of launch
- Agreement with Daihatsu Diesel Co, Japan for manufacture of diesel engines in the range of 610 KW to 2560 KW, to cater to the Commercial Marine Market segment

Highlights 2010-11



Enriching Lives

- Board has approved the draft Business Transfer Agreement for sale of Bearings Business for Rs.87 Crs
- Draft Business Transfer Agreement approved by shareholders via postal ballot
- Government of Maharashtra sanctioned the disbursal of Rs.57 Crs towards Industrial Promotion Subsidy (IPS) for Kagal Plant

Thank You!



Enriching Lives
