



KILBURN ENGINEERING LTD.

Plot No. 6, MIDC Industrial Area, Saravali, Thane – 421 311, Maharashtra. INDIA.

☎ : 91 2522 663 800 📠 : 91 2522 281026 ✉ : marketing@kilburnengg.com 🌐 : www.kilburnengg.com

5th August, 2023

To
The Corporate Relationship Department
BSE Limited
1st Floor, P.J. Tower
Dalal Street, Fort
Mumbai-400 001
Scrip Code : BSE 522101

To,
The Secretary
The Calcutta Stock Exchange Ltd.,
7, Lyons Range,
Kolkata – 700 001
Scrip Code : CSE 21022

Sub: Investors' presentation

We submit herewith the Investors' presentation, updated post earnings release for quarter ended 30th June, 2023.

The attached presentation will also be made available on the website of our Company at www.kilburnengg.com

Thanking you.

For Kilburn Engineering Limited

Arvind Bajoria
Company Secretary
& DGM (Costing)

M. no. ACS 15390

Encl : a/a



Investor Presentation

Q1'FY24

Kilburn Engineering Ltd.



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Progressing with Strong Fundamentals



40+

Years of rich experience

Multi-national

Export presence across USA, France, Germany, the Netherlands, China, Indonesia, Hungary, Thailand, Kenya, South Africa, Brazil and Bangladesh, among others

3,000+

Installations globally

Leading

Global players for drying solutions and customised process equipment

200+

Workforce

Growing

Order book on a year-on-year basis

15+

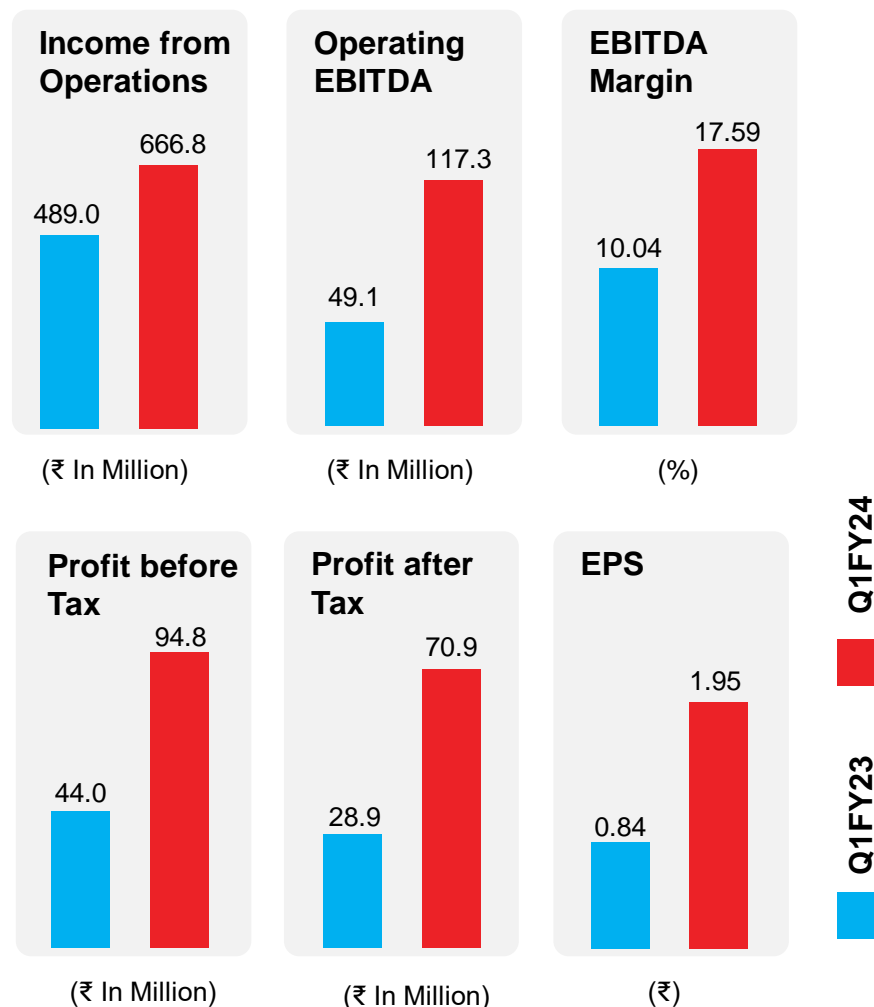
Sectors catered by products and solutions

Increasing

Revenue from exports on a consistent basis

Consistent Growth

Financial Performance & Highlights (Q1'FY24)



Achieved consistent growth in top-line and EBITDA, supported by a strong opening order book.

Maintained strong operating EBITDA margins at 17.59%.

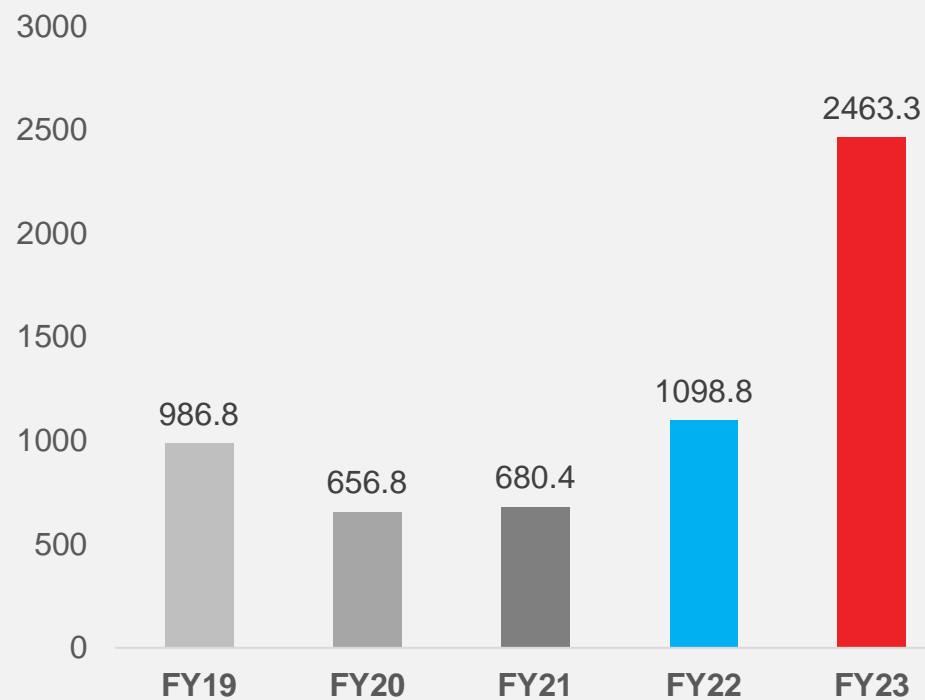
Recorded an impressive revenue growth of 36.36% compared to corresponding quarter of previous financial year.

Secured order bookings of ₹ 326 million during the quarter, leading to a diversified order backlog of **₹ 2123 million as of June 30, 2023**, to be executed within the current fiscal year.

Strong Order Book

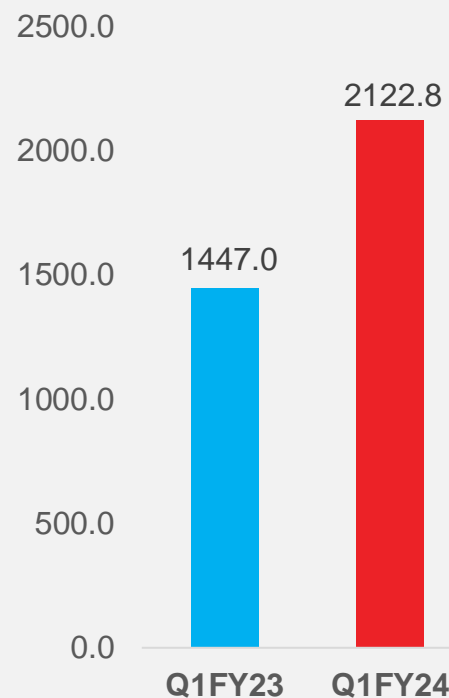


5 Year Trend



(₹ In Million)

YoY Trend



(₹ In Million)

Order Book (Q1'FY24)

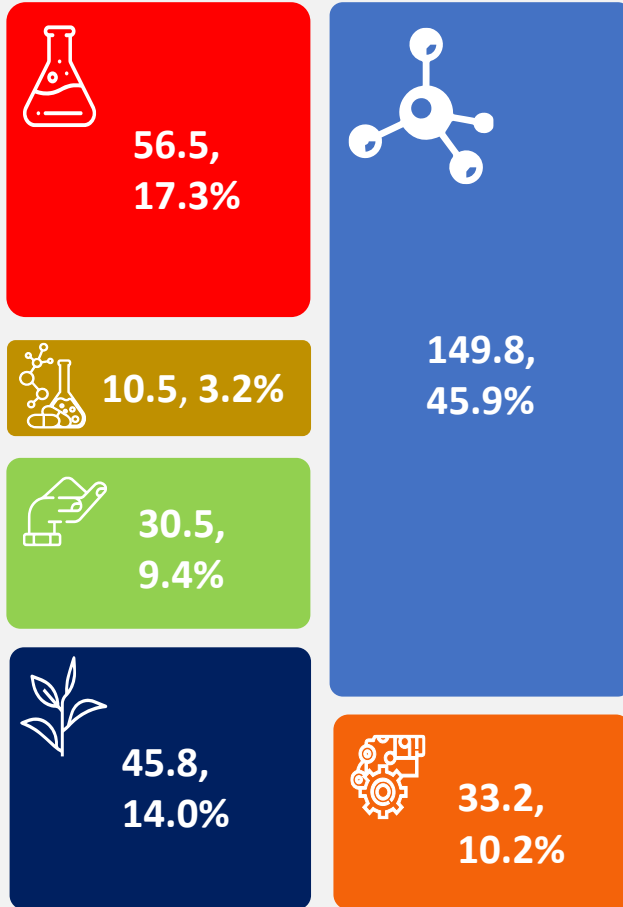
Particulars	Amount (₹ Mn)
Opening Balance	2,463.3
[+] Orders Received	326.3
[-] Operating Revenue	666.8
Closing Balance	2,122.8

Multi-Sectoral Orders Received



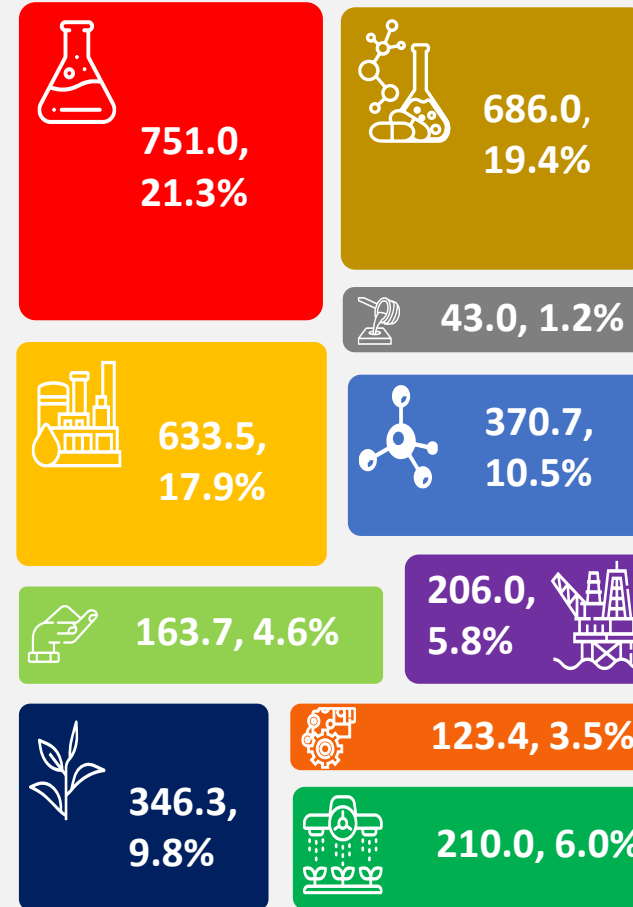
Orders Received Sector-wise

Q1 FY24 (Value ₹ in Million, Share in %)



Total Value ₹326.3 Million

FY23 (Value ₹ in Million, Share in %)



Total Value ₹3,533.6 Million

- Chemical
- Petrochemical
- Carbon Black
- Oil & Gas
- Iron & Steel
- Soda Ash
- Fertiliser
- Tea
- Spares & Others
- Pharmaceutical

Key Achievements for last Twelve Months



Received High value order for Calciner package for Active Pharmaceutical Ingredient (API) application from **a reputed Pharma company** for **₹ 650 Million**

KEL continued to be the market leader in **the manufacture of solid, liquid and gas drying systems**

KEL maintained its revenue of ₹ 667 Million during the quarter ended 30th June, 2023

KEL has the pending orders **amounting to approximately ₹ 2123 Million**

Upcoming Opportunities



**Additional equipment/
Packages in
existing sectors
like soda ash,
carbon black
etc.**

**Other
applications
such as
Biomass
drying, waste-
to-energy etc.**

**Silos and
Tanks**

**Belt/ Band/
Conveyor
Dryers for
various
applications**

**Spin Flash
Dryer for
Various
applications**

**Spray Dryer for
various
applications**

Material Handling

**Rotary steam
tube bundle
dryer for DDGS.**

**Fluid Bed
Calciner**

Batch FBD

**RVPD (Rotary
Vacuum Paddle
Dryer)**

**ATFD
(Agitated Thin
Film Dryer)**

Granulator

Robust way forward



Anticipate continued substantial revenue growth in the upcoming years, driven by a strong flow of orders and a pending order book.

Explore new and niche areas of application with the help of our successful integration of world-class technologies, in addition to our primary sectors of Chemical, Petrochemical, Refinery, Oil & Gas, Power, Fertilizer, Food and allied industries.

Having enquires-in-hand of approximately ₹ 7000 million, which the company is at various stages of quoting.

Continue to enjoy cost advantages available to the Indian manufacturing industry, relative to global players, and will strive to make the best use of this opportunity. Furthermore, we will continue to focus on both domestic and international markets.

Professional Management Team



**Mr. Ranjit
Lala**
Managing
Director

Mr. Ranjit Lala, age 55 years, is the managing director of the company. He has completed B.E. and Masters in Marketing. He come with 33+ years of rich experience in corporate management and was positioned lastly as managing director looking at overall management and growth.

**Mr. Anil
Karnad**
Whole Time Director
- Operations

Mr. Anil Karnad, age 57 years, is a whole time director (operations) of the company. He has completed B.E. (prod. Engg.) His experience ranges across many sectors such as Oil & Gas, Fertilizers, Power & Chemicals. Currently, responsible for all verticals of delivery, including production, quality, engineering, procurement, subcontracting, site erection & commissioning.

**Mr. Sachin
Vijayakar**
Chief Financial
Officer

Mr. Sachin Vijayakar, age 58 years, is the CFO of the company. He has completed his Bachelor of Commerce. He is working with the company since 1985.

**Mr. Harbhajan
Singh Bindra**
Vice President -
Operations

Mr. Harbhajan Singh Bindra, age 55 years, is Vice President (Operations) of the company. He has completed B.E. (Mechanical). He has rich experience of 34+ year in production, planning, quality, and procurement.

**Mr. M. R.
Kazi**
Vice President -
Marketing

Mr. M. R. Kazi, age 56 years, is Vice President (Marketing) of the company. He has obtained a Diploma in Mechanical Engineering. He is working with the company since 1986.

Designed for Growth, Trusted for Excellence



Our With almost 40 years of experience, **we specialize in designing, engineering, and manufacturing equipment and systems for process plants in the chemical and petrochemical sectors.**

As a leader in solid, liquid, and gas drying systems, **we operate in a niche market.**

We provide comprehensive solutions for various industries such as tea, fertilizer, carbon black, soda ash, pharmaceuticals, dyes, pigments, and specialty chemicals.

We have notable installations in critical applications in oil and gas and nuclear power, including offshore platforms with skid-mounted packages and heavy water drying system engineering capabilities.

Our successful track record includes customized process equipment manufacturing for various industries, catering to the requirements of both international and domestic customers, including large conglomerates.

We have an extensive R&D center that develops cutting-edge technologies and new equipment of international standards for our end-user industries.

Our sharp, highly qualified, and experienced Board of Directors lead us, along with a talented pool of engineers in mechanical, chemical, instrumentation, and electrical engineering disciplines.

Our progress is driven by our experienced Board of Directors, professional management team, and talented pool of engineers with expertise in mechanical, chemical, instrumentation, and electrical engineering disciplines.

Offerings Diversified and Bespoke Solutions



Customised Industrial Drying System

Rotary Dryers & Coolers



Calciners



Fluid Bed Dryers



Flash Dryers



Paddle Dryers



Vibrating Fluid Bed Dryers



Spray Dryers



Band Dryers



Offerings Diversified and Bespoke Solutions



Customized Package System

**Air / Gas / Liquid
Drying Systems**



**Solvent / Vapor
Recovery Systems**



Vibratory Feeders



**Instrument Utility Gas
Drying Systems**



Offerings Diversified and Bespoke Solutions (contd.)



Fabricated and large critical equipment

Pressure Vessels



Heat Exchangers



Columns



Reactors



Silos



Oil Field Systems



Offerings Diversified and Bespoke Solutions (contd.)



Standard products

Tea Dryers



Sludge & Paddle Dryers



Sugar Dryers



Coconut dryers



Other products

Centrifugal Fans



Continuous Mechanised Withering System for Tea Leaf

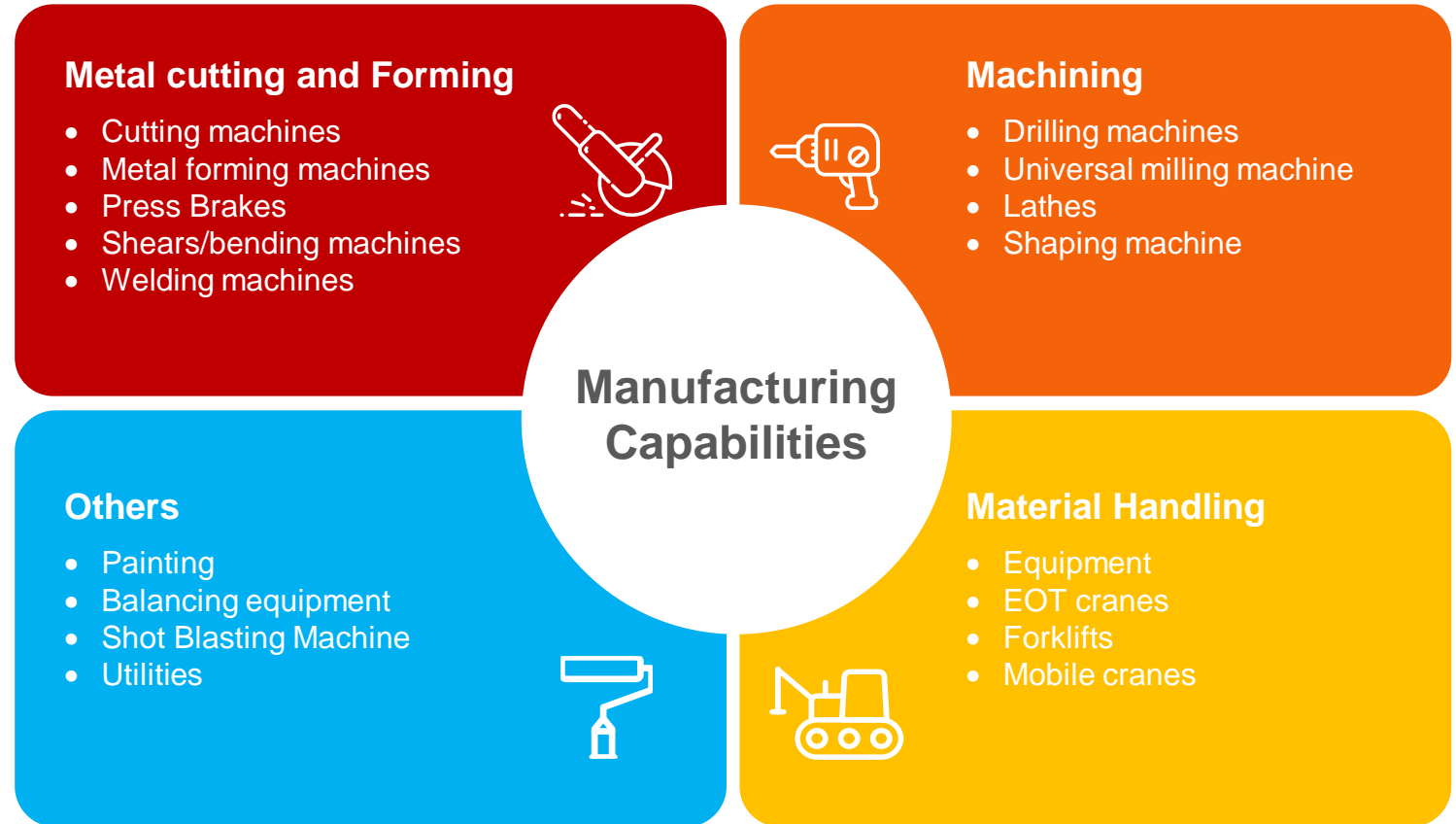


Our Manufacturing Prowess



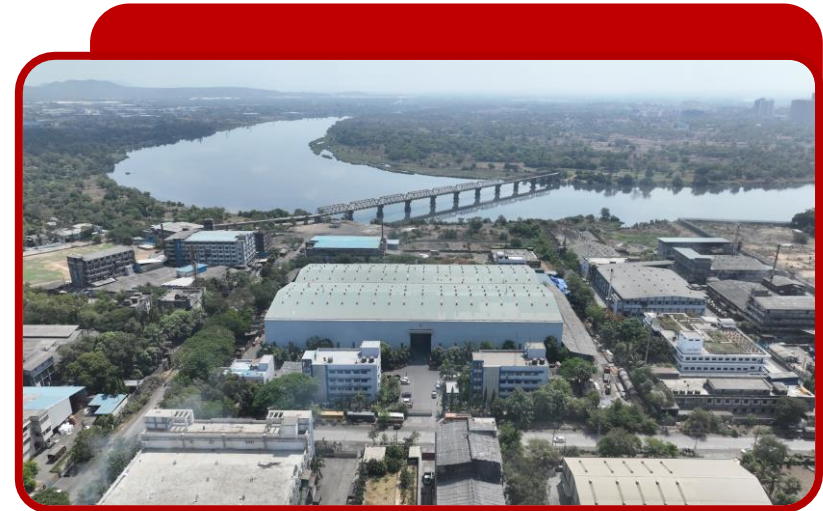
State-of-the-art manufacturing facility for fabrication, machining and assembly of the equipment situated at Thane, Maharashtra (India). Our manufacturing plant is spread across 30,960 square metres.

Manufacture equipment using materials such as aluminium, carbon steel, stainless steel, inconel, hastelloy, monel, nickel, duplex stainless steel, Alloy 253 mA and titanium.



Our Manufacturing Prowess

Plant Overview



Our Manufacturing Prowess

Engineering Centre (Recently Inaugurated)



Our Clientele



Our Clientele



Our Clientele



Our Global Presence



Financial Metrics

Quarterly Income Statement



Particulars (INR Mn)	Q1FY24	Q4FY23	Q1FY23	YoY%	FY23	FY22	YoY%
Revenue from Operations	666.8	666.8	489.0	36.36	2,215.3	1,227.5	80.50
Total Expenditure	549.5	551.3	439.9	24.91	1,868.5	1,097.9	70.20
EBITDA	117.3	115.5	49.1	138.90	346.8	129.6	167.60
EBITDA Margin (%)	17.59	17.32	10.04	+755 bps	15.65	10.56	+510 bps
Other income	6.5	45.4	18.8	(65.43)	146.6	16.5	788.50
Depreciation	7.0	6.7	6.3	11.11	26.5	28.0	(5.40)
EBIT	116.8	154.2	61.6	89.61	466.9	118.1	295.30
Interest	22.0	20.5	17.6	25.00	79.2	87.8	(9.80)
Profit Before Tax	94.8	133.7	44.0	115.45	387.7	30.3	1,179.50
Tax	23.9	10.3	15.1	58.28	86.3	14.8	483.10
Profit After Tax	70.9	123.4	28.9	145.33	301.4	15.5	1,844.50
PAT Margin (%)	10.63	18.51	5.91	+472 bps	13.61	1.26	+1,235 bps
Reported Earnings Per Share (Rs)	1.95	3.54	0.84	132.14	8.66	0.54	1,503.70

Financial Metrics

Profit & Loss Statement



Particulars (INR Mn)	FY21	FY22	FY23
Revenue from Operations	884.14	1,227.54	2,215.30
Expenses	814.71	1,097.93	1,868.50
Cost of Material Consumed	409.83	647.30	1,278.90
Subcontracting Charges	83.08	106.88	168.90
Changes in inventories of Finished Goods and Work-in-progress	4.71	(20.79)	(54.30)
Employee Benefit Expenses	156.08	144.20	187.90
Other Expenses	161.02	220.34	287.10
EBITDA	69.44	129.61	346.80
Other Income	94.90	16.48	146.60
Depreciation	40.23	27.95	26.50
EBIT	124.10	118.14	466.90
Exceptional Items	1,268.89	-	-
Interest	113.34	87.77	79.20
PBT	(1,258.12)	30.36	387.70
Tax	(341.13)	14.86	86.30
PAT	(917.00)	15.51	301.40
EPS	(68.75)	0.54	8.66

Financial Metrics

Balance Sheet



Particulars (INR Mn)	FY21	FY22	FY23
Assets:	2,012.99	2,328.62	2,622.30
Non - Current Assets	906.35	877.50	835.60
Property, Plant & Equipment	446.41	415.46	429.10
Intangible Assets	1.12	0.68	2.30
Others Non - Current Assets	458.82	461.36	404.20
Current Assets	1,106.65	1,451.12	1,786.70
Inventories	81.78	102.68	283.80
Trade Receivables	419.08	504.58	442.60
Other Current Assets	605.79	843.87	1,060.30
Equity & Liabilities:	2,012.99	2,328.62	2,622.30
Equity	477.21	734.45	1,055.00
Non-Current Liabilities	773.75	731.85	531.50
Borrowings	652.69	614.55	531.50
Other Financial Liabilities	121.06	117.30	-
Current Liabilities	762.03	862.33	1,035.80
Trade Payables	218.43	264.59	254.40
Other Current Liabilities	543.59	597.73	781.40

Financial Metrics

Cash Flow Statement



Particulars (INR Mn)	FY21	FY22	FY23
Cash Flow from:			
Operating Activities	49.40	(10.27)	196.90
Investing Activities	77.64	(51.86)	(81.90)
Financing Activities	(84.15)	35.58	(157.00)
Net Cash Flow	42.88	(26.55)	(42.00)
Cash & Cash Equivalent at the beginning of the year	34.39	77.28	50.70
Cash & Cash Equivalent at the end of the year	77.28	50.73	8.70

Thank You

KILBURN ENGINEERING LTD.

Plot No.6, MIDC Industrial Area, Saravali,
Kalyan-Bhiwandi Road,
Thane – 421 311.

KAPTIFY Consulting

Strategy & Investor Relations | Consulting
Email: info@Kaptify.in
Contact No.: + 91 845 288 6099