



# KILBURN ENGINEERING LTD.

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

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5<sup>th</sup> 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 30<sup>th</sup> June, 2023.

The attached presentation will also be made available on the website of our Company at [www.kilburnengg.com](http://www.kilburnengg.com)

Thanking you.

For **Kilburn Engineering Limited**

**Arvind Bajoria**  
**Company Secretary**  
**& DGM (Costing )**

**M. no. ACS 15390**

Encl : a/a



KILBURN ENGINEERING LTD.



# Investor Presentation

Q1'FY24

Kilburn Engineering Ltd.

# Safe Harbor



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# Progressing with Strong Fundamentals



**40+**

Years of rich experience

**3,000+**

Installations globally

**200+**

Workforce

**15+**

Sectors catered by products and solutions

**Multi-national**

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

**Leading**

Global players for drying solutions and customised process equipment

**Growing**

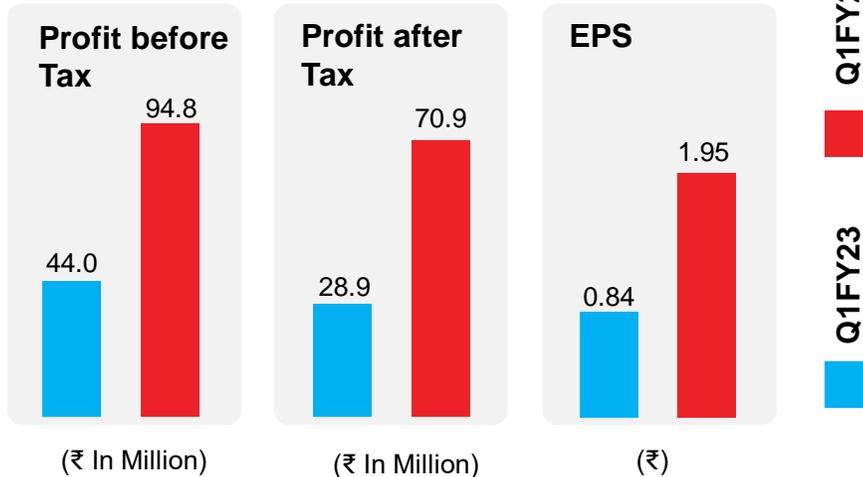
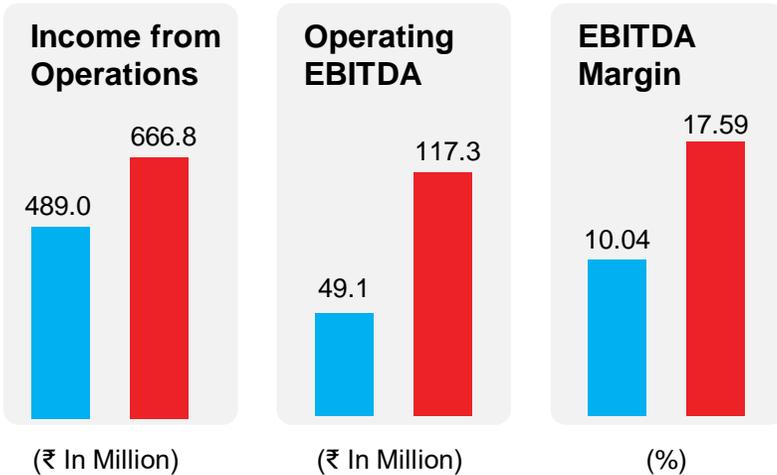
Order book on a year-on-year basis

**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%.

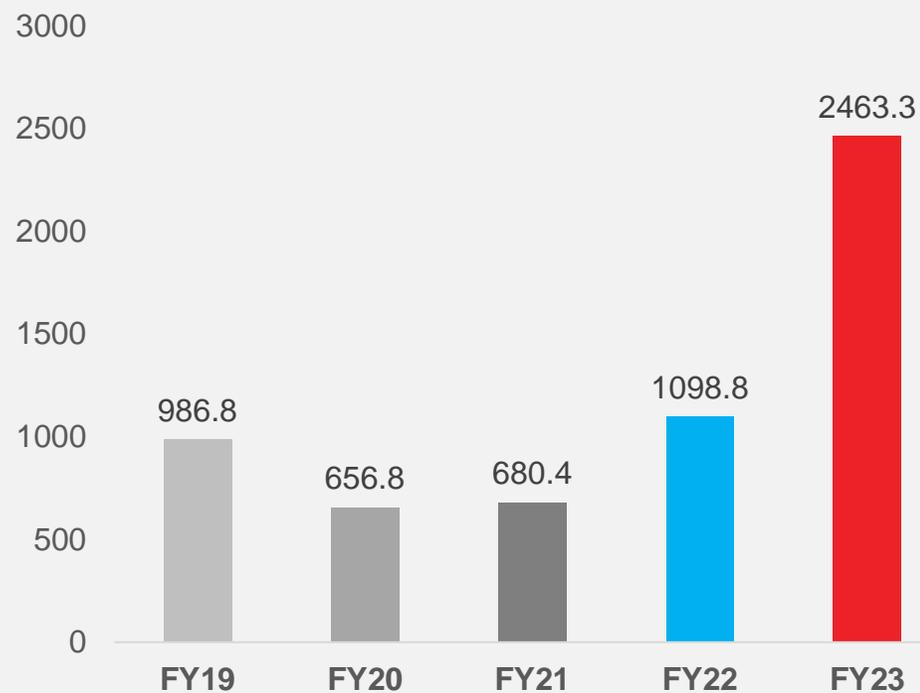
Recorded an impressive revenue growth of 36.36% compared to corresponding quarter of previous financial year.

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

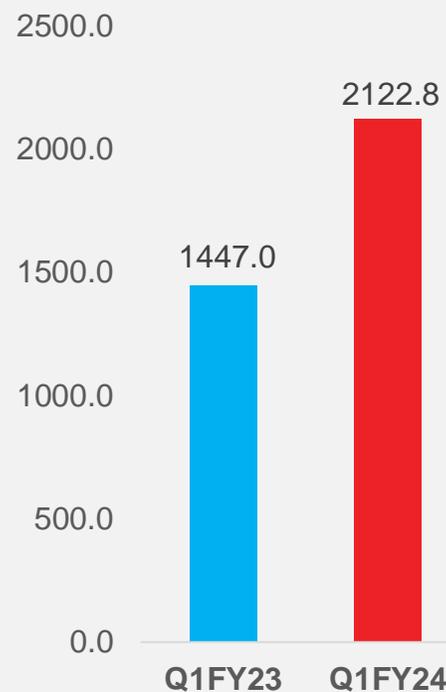


## 5 Year Trend



(₹ In Million)

## YoY Trend



(₹ In Million)

## Order Book (Q1'FY24)

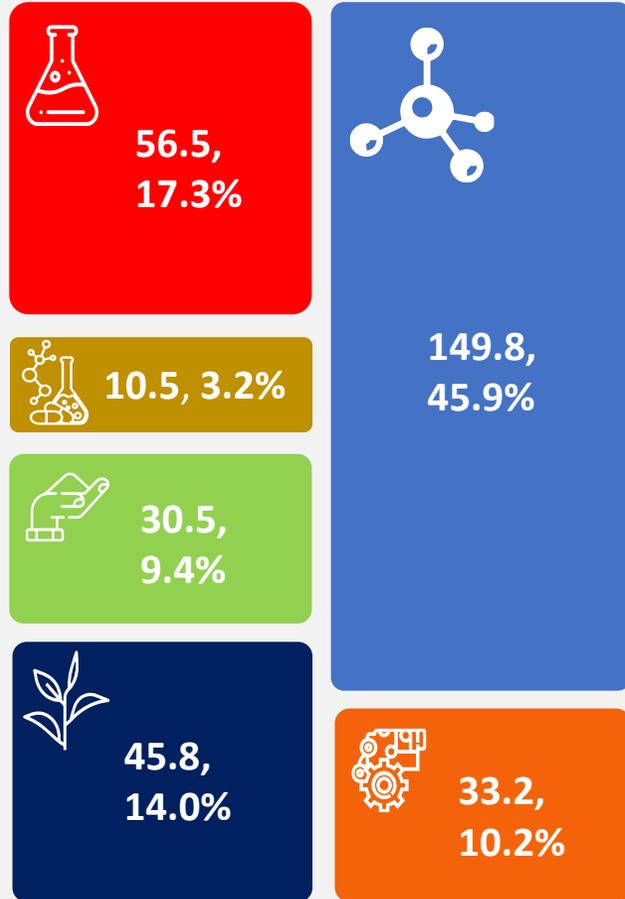
Particulars	Amount (₹ Mn)
Opening Balance	2,463.3
[+ ] Orders Received	326.3
[- ] Operating Revenue	666.8
<b>Closing Balance</b>	<b>2,122.8</b>

# Multi-Sectoral Orders Received



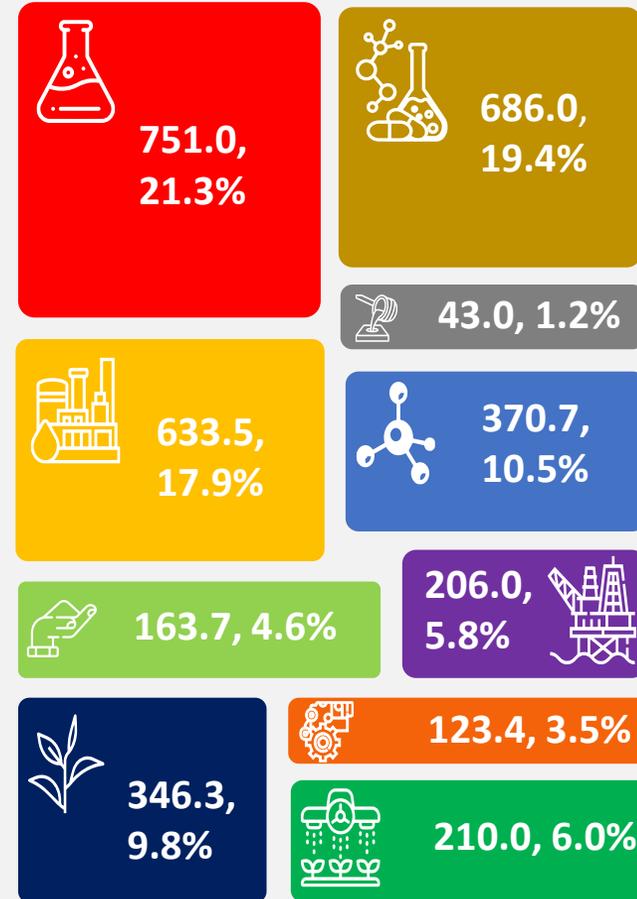
## Orders Received Sector-wise

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.

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**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.

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**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

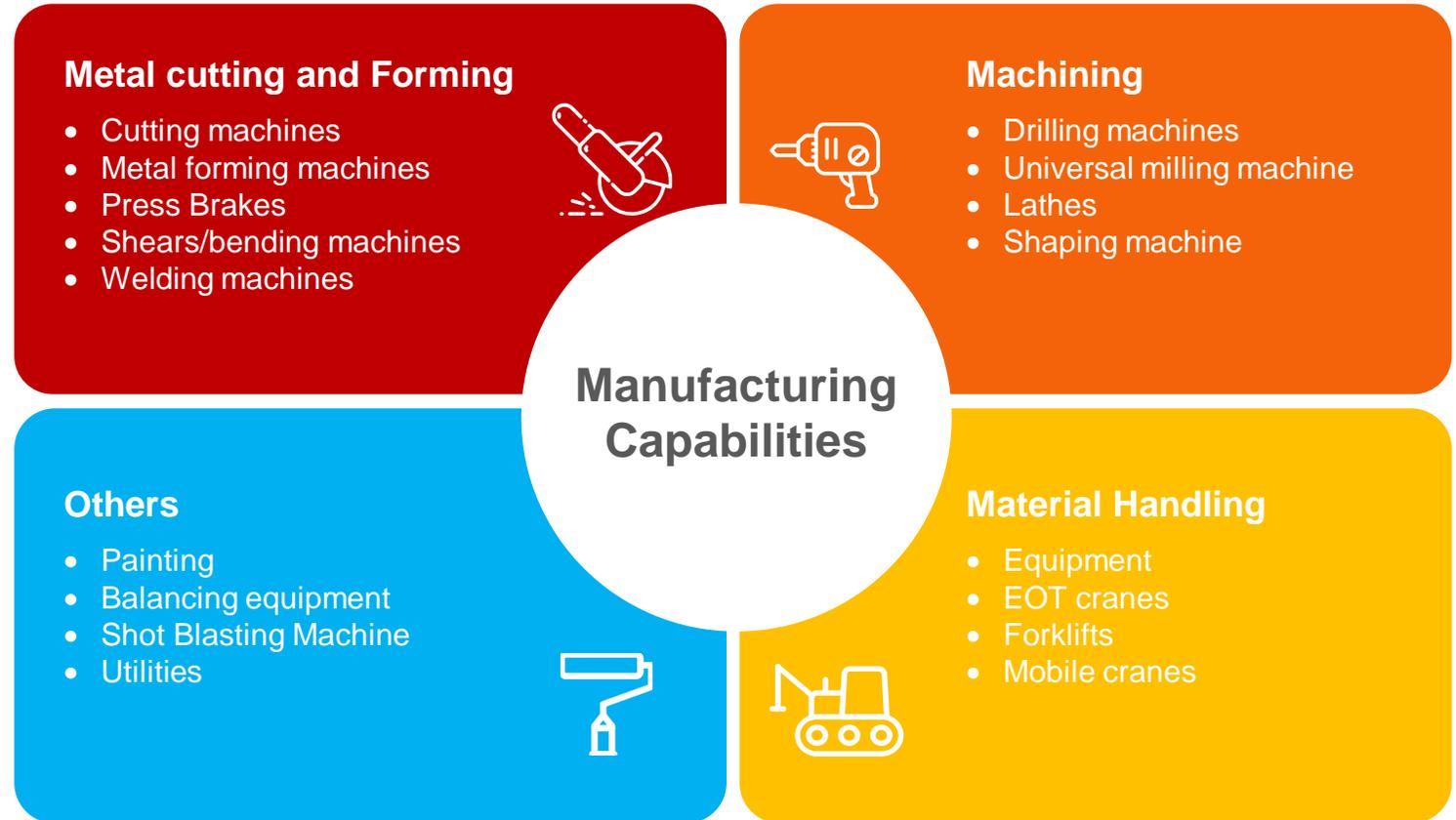


# Our Manufacturing Prowess



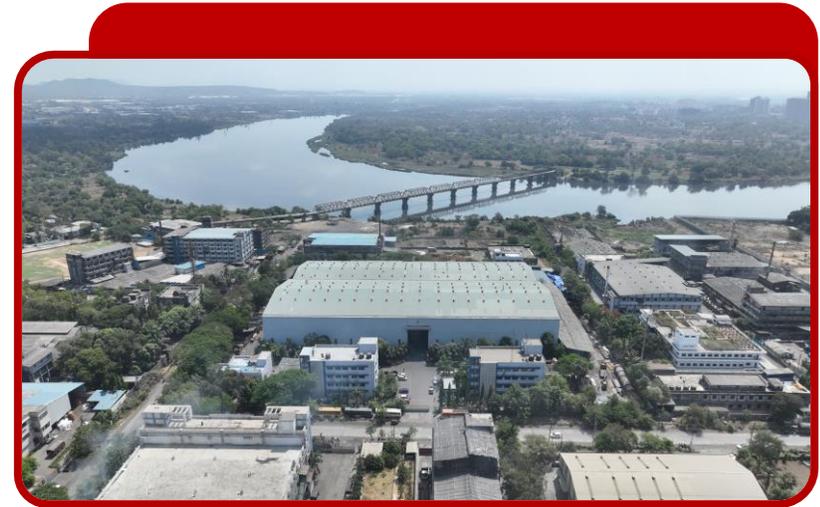
State-of-the-art manufacturing facility for fabrication, machining and assembly of the equipment situated at Thane, Maharashtra (India). Our manufacturing plant is spread across 30,960 square metres.

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 Clientele



Reliance Industries Limited

LARSEN & TOUBRO

Continental Carbon Group

**NIRMA**

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED  
GUJARAT STATE FERTILIZERS & CHEMICALS LTD.

SAMSUNG

**JSW Steel**

PCBL

DEEPAK FERTILISERS AND PETROCHEMICALS CORPORATION LIMITED

SAMSUNG ENGINEERING

ADITYA BIRLA  
BIRLA CARBON

SOLVAY

RSP  
EVOLUTION IS CONSTANT

**JINDAL**  
STEEL & POWER

Swiber

GHCL  
GUJARAT HEAVY CHEMICALS LIMITED

NPCC

**ACC cement**

KALYANI  
KALYANI STEELS

DCW LIMITED

IndianOil  
The Energy Of India

PATANJALI

HINDUSTAN ZINC LIMITED

# Our Clientele



**Oswal Group of Industries**  
TS - 16949 Certified Company

**Dr.Reddy's**

**राष्ट्रीय केमिकल्स एण्ड फर्टिलाइज़र्स लिमिटेड**  
Rashtriya Chemicals and Fertilizers Limited

**ONGC**  
एमआरपीएल  
MRPL  
Mangalore Refinery and Petrochemicals Limited

**इंडियनऑयल**  
IndianOil

**Bharat Petroleum**

**हिन्दुस्तान पेट्रोलियम**  
HP

**नालको**  
NALCO

**Arvind**  
FASHIONING POSSIBILITIES

**torrent PHARMA**

**JGC**

**Formosa Plastics®**

**SUDARSHAN**

**FinOlex INDUSTRIES**

**SANDOZ**

**ANCHOR OFFSHORE SERVICES LTD.**

**Kellogg's**

**RUBAMIN**

**CHAMBAL FERTILISERS AND CHEMICALS LIMITED**

Government of India  
Department of Atomic Energy  
**HEAVY WATER BOARD**  
(ISO 9001/14001/OHSAS 18001 Certified Organization)

सत्यमेव जयते

# Our Clientele



**HINDUSTAN ZINC LIMITED**  
**Lamprell**  
**GACL** Promoting Green Technology  
**Coromandel** FUTURE POSITIVE  
**Lhoist**  
**AICL** Performance Products  
**Petrofac**  
**SapuraKencana** PETROLEUM  
**SRF** We always find a better way  
**SANMAR**  
**ONGC**  
**HIMADRI** Chemicals and Industries Limited  
**NPCIL**  
**TATA**  
**TATA CHEMICALS LIMITED**  
**GNFC**  
**سابک**  
**sabic**  
**ESSAR**  
**GAIL**  
**AFCONS**  
**Komline-Sanderson**  
**ADITYA BIRLA**  
**GAIL (India) Limited**  
**SPIC** Nourishing growth  
**HINDALCO**  
**GRANULES**  
**T.EN** TECHNIP ENERGIES  
**आई आर ई एल**  
**IREL**

# 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
<b>EBITDA</b>	<b>117.3</b>	<b>115.5</b>	<b>49.1</b>	<b>138.90</b>	<b>346.8</b>	<b>129.6</b>	<b>167.60</b>
<b>EBITDA Margin (%)</b>	<b>17.59</b>	<b>17.32</b>	<b>10.04</b>	<b>+755 bps</b>	<b>15.65</b>	<b>10.56</b>	<b>+510 bps</b>
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)
<b>EBIT</b>	<b>116.8</b>	<b>154.2</b>	<b>61.6</b>	<b>89.61</b>	<b>466.9</b>	<b>118.1</b>	<b>295.30</b>
Interest	22.0	20.5	17.6	25.00	79.2	87.8	(9.80)
<b>Profit Before Tax</b>	<b>94.8</b>	<b>133.7</b>	<b>44.0</b>	<b>115.45</b>	<b>387.7</b>	<b>30.3</b>	<b>1,179.50</b>
Tax	23.9	10.3	15.1	58.28	86.3	14.8	483.10
<b>Profit After Tax</b>	<b>70.9</b>	<b>123.4</b>	<b>28.9</b>	<b>145.33</b>	<b>301.4</b>	<b>15.5</b>	<b>1,844.50</b>
<b>PAT Margin (%)</b>	<b>10.63</b>	<b>18.51</b>	<b>5.91</b>	<b>+472 bps</b>	<b>13.61</b>	<b>1.26</b>	<b>+1,235 bps</b>
<b>Reported Earnings Per Share (Rs)</b>	<b>1.95</b>	<b>3.54</b>	<b>0.84</b>	<b>132.14</b>	<b>8.66</b>	<b>0.54</b>	<b>1,503.70</b>

# Financial Metrics

## Profit & Loss Statement



Particulars (INR Mn)	FY21	FY22	FY23
<b>Revenue from Operations</b>	<b>884.14</b>	<b>1,227.54</b>	<b>2,215.30</b>
<b>Expenses</b>	<b>814.71</b>	<b>1,097.93</b>	<b>1,868.50</b>
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
<b>EBITDA</b>	<b>69.44</b>	<b>129.61</b>	<b>346.80</b>
Other Income	94.90	16.48	146.60
Depreciation	40.23	27.95	26.50
<b>EBIT</b>	<b>124.10</b>	<b>118.14</b>	<b>466.90</b>
Exceptional Items	1,268.89	-	-
Interest	113.34	87.77	79.20
<b>PBT</b>	<b>(1,258.12)</b>	<b>30.36</b>	<b>387.70</b>
Tax	(341.13)	14.86	86.30
<b>PAT</b>	<b>(917.00)</b>	<b>15.51</b>	<b>301.40</b>
EPS	(68.75)	0.54	8.66

# Financial Metrics

## Balance Sheet



Particulars (INR Mn)	FY21	FY22	FY23
<b>Assets:</b>	<b>2,012.99</b>	<b>2,328.62</b>	<b>2,622.30</b>
<b>Non - Current Assets</b>	<b>906.35</b>	<b>877.50</b>	<b>835.60</b>
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
<b>Current Assets</b>	<b>1,106.65</b>	<b>1,451.12</b>	<b>1,786.70</b>
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
<b>Equity &amp; Liabilities:</b>	<b>2,012.99</b>	<b>2,328.62</b>	<b>2,622.30</b>
<b>Equity</b>	<b>477.21</b>	<b>734.45</b>	<b>1,055.00</b>
<b>Non-Current Liabilities</b>	<b>773.75</b>	<b>731.85</b>	<b>531.50</b>
Borrowings	652.69	614.55	531.50
Other Financial Liabilities	121.06	117.30	-
<b>Current Liabilities</b>	<b>762.03</b>	<b>862.33</b>	<b>1,035.80</b>
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
<b>Cash Flow from:</b>			
Operating Activities	49.40	(10.27)	196.90
Investing Activities	77.64	(51.86)	(81.90)
Financing Activities	(84.15)	35.58	(157.00)
<b>Net Cash Flow</b>	<b>42.88</b>	<b>(26.55)</b>	<b>(42.00)</b>
Cash & Cash Equivalent at the beginning of the year	34.39	77.28	50.70
<b>Cash &amp; Cash Equivalent at the end of the year</b>	<b>77.28</b>	<b>50.73</b>	<b>8.70</b>

# Thank You

## **KILBURN ENGINEERING LTD.**

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Kalyan-Bhiwandi Road,  
Thane – 421 311.

## **KAPTIFY Consulting**

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