



KILBURN ENGINEERING LTD.

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

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9th August, 2024

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

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the investors' presentation of the Company.

For **Kilburn Engineering Limited**

Arvind Bajoria
Company Secretary
& DGM (Costing)

M. no. ACS - 15390

Encl : a/a



KILBURN ENGINEERING LTD

Investor Presentation

Q1'FY25

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KILBURN ENGINEERING LIMITED

KILBURN ENGINEERING: LEADER IN INDUSTRIAL DRYING SOLUTIONS



Designing & Manufacturing critically customized process packages of exceptional quality for diverse industries worldwide.

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



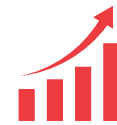
Leading

Global players for drying solutions and customised process equipment



Increasing

Revenue from exports on a consistent basis



Appetite for Inorganic Growth

Completed acquisition of ME Energy Private Limited (100% subsidiary)



Growing

Order book on a year-on-year basis

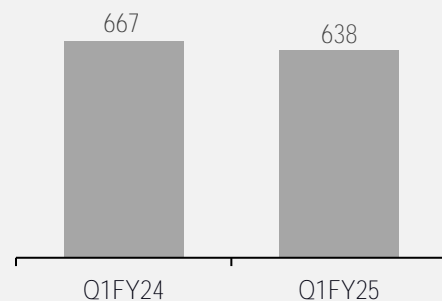
CONSISTENT GROWTH

FINANCIAL PERFORMANCE & HIGHLIGHTS (STANDALONE)

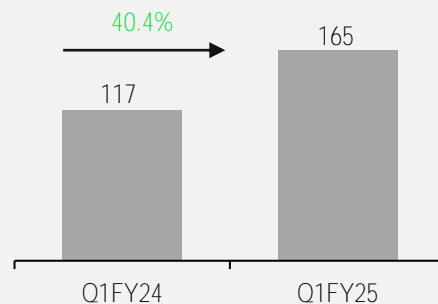
(₹ In Million)



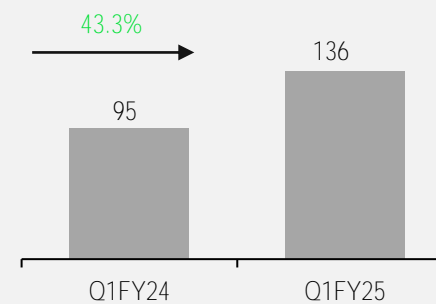
Income from Operations



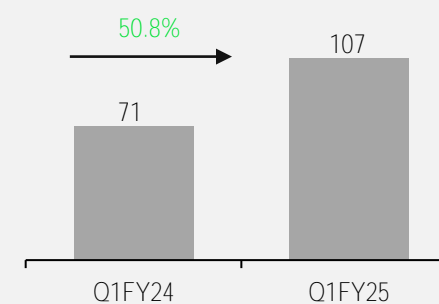
Operating EBITDA



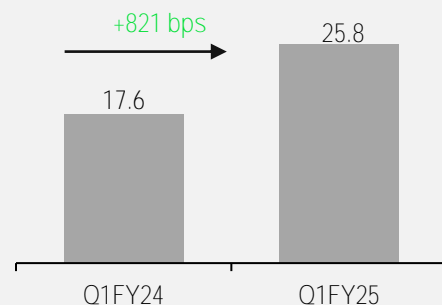
Profit Before Tax



Net Profit



EBITDA Margin (%)



Net Profit Margin (%)



Maintained Topline at similar levels while **Achieving growth in EBITDA**, compared to corresponding quarter of previous financial year, supported by a strong opening order book.

Achieved an impressive **operating EBITDA margins of 25.81% for the quarter ended June 2024.**

Recorded a robust EBITDA growth of 40.35% compared to corresponding quarter of previous financial year.

Secured order bookings of ₹ 1603 million during the quarter, leading to a diversified order backlog of **₹ 3247 million as of June 30, 2024.**

FINANCIAL METRICS (1/2)



QUARTERLY INCOME STATEMENT (STANDALONE)

PARTICULARS (₹ MN)	Q1FY25	Q4FY24	Q1FY24	YOY%	FY24	FY23	YOY%
Revenue from Operations	638.1	852.5	666.8	(4.30)	2932.2	2215.3	32.36
Total Expenditure	473.4	661.5	549.4	(13.84)	2283.5	1868.5	22.21
EBITDA	164.7	191.1	117.4	40.35	648.7	346.8	87.06
EBITDA Margin (%)	25.81	22.41	17.60	+821 bps	22.12	15.65	+647 bps
Other income	5.6	9.8	6.5	(13.97)	33.8	# 146.6	(76.97)
Depreciation	10.5	8.1	7.0	49.97	33.1	26.5	24.99
EBIT	159.8	192.7	116.8	36.75	649.3	466.9	39.08
Interest	23.8	23.0	22.0	8.40	94.4	79.2	19.25
Profit Before Tax	135.9	169.7	94.8	43.33	554.9	387.7	43.13
Tax	28.9	*47.3	23.9	21.02	*158.1	**86.3	83.25
Profit After Tax	107.0	122.4	71.0	50.83	396.8	301.4	31.64
PAT Margin (%)	16.78	14.36	10.64	+613 bps	13.53	13.61	-8 bps
Reported Earnings Per Share (Rs)	2.56	3.05	1.95	31.28	10.47	8.66	20.90

Other Income includes benefit due to early redemption of CRPS issued to RBL Bank

* Tax includes Deferred Tax Assets

** Tax is lower due to carry forward losses of previous years

FINANCIAL METRICS (2/2)

CONSOLIDATED INCOME STATEMENT & FINANCIAL HIGHLIGHTS

PARTICULARS (₹ MN)	Q1FY25	Q4FY24	FY24
Revenue from Operations	854.8	1215.2	3294.8
Total Expenditure	670.3	908.9	2530.8
EBITDA	184.6	306.3	764.0
EBITDA Margin (%)	21.59	25.20	23.19
Other income	6.5	12.6	36.7
Depreciation	13.9	9.6	34.6
EBIT	177.1	309.4	766.1
Interest	29.8	25.2	96.6
Profit Before Tax	147.2	284.2	669.5
Tax	31.4	53.0	163.8
Profit After Tax	115.9	231.2	505.7
PAT Margin (%)	13.55	19.02	15.35
Reported Earnings Per Share (Rs)	2.77	5.76	13.33



Achieved EBITDA margins of 21.59% for the quarter ended 30th June, 2024.



Net Profit Margin stood at 13.55% for the quarter ended 30th June, 2024.

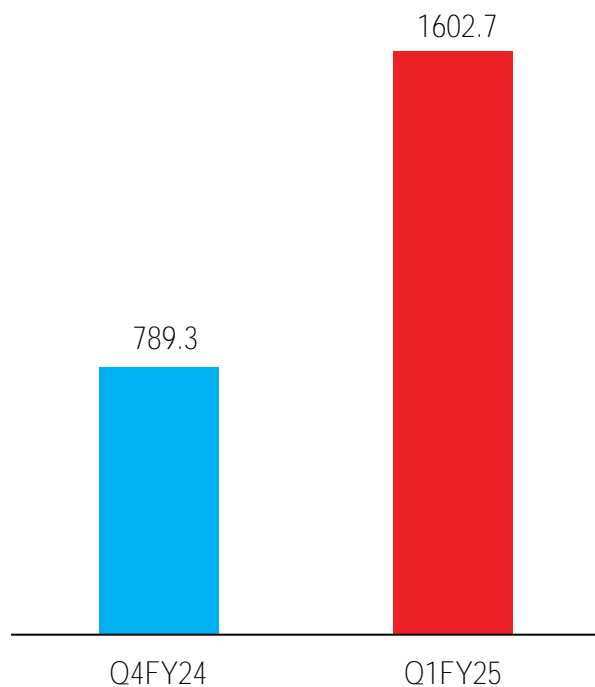


STRONG ORDER BOOK

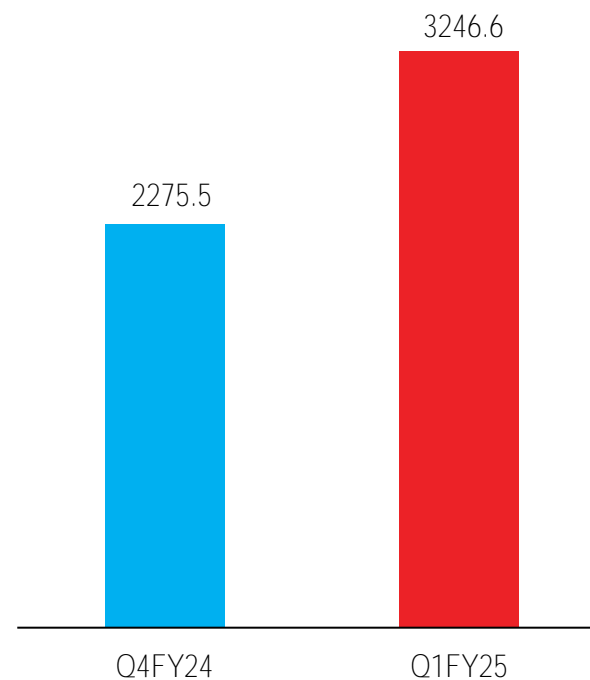
STANDALONE ORDER BOOK AS ON 30TH JUNE, 2024

(₹ In Million)

Orders Received



Closing Order Book



Order Book Q1FY25 (₹ Mn)

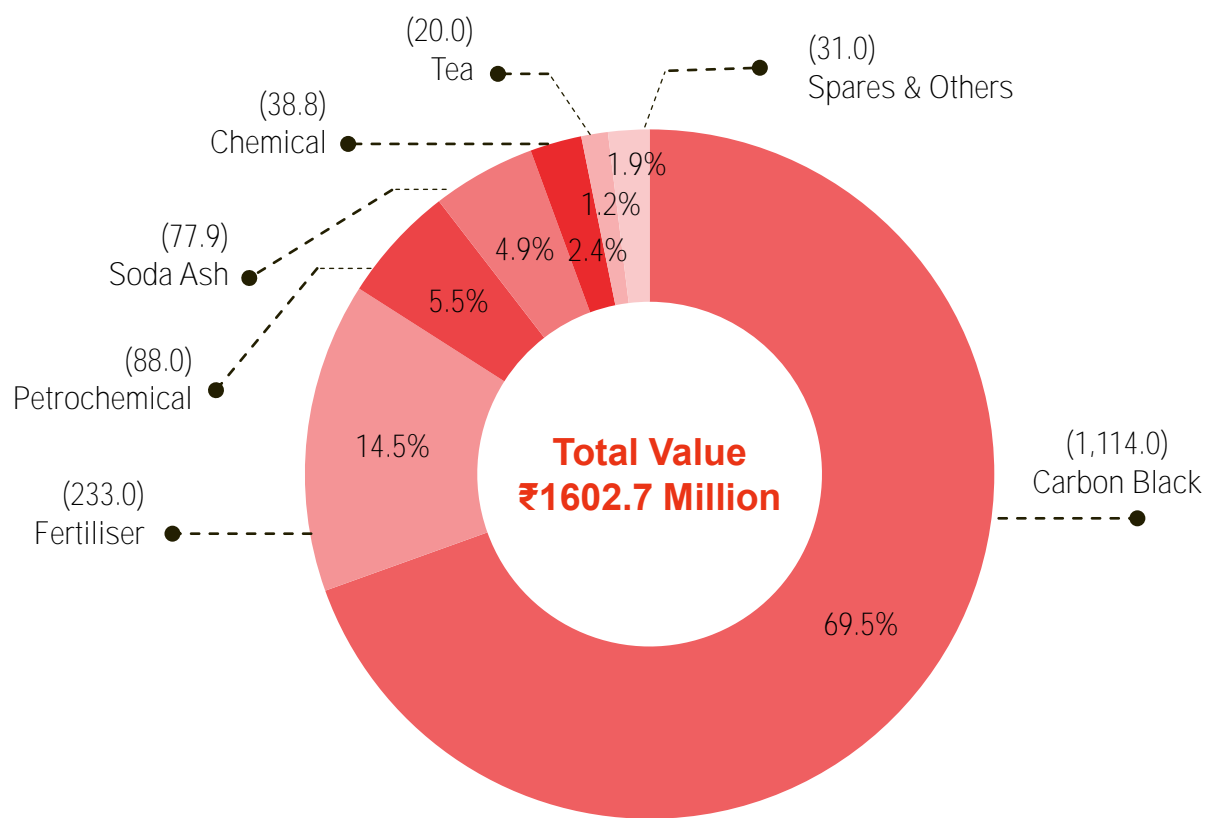
Particulars	Kilburn	MEE	Total
Opening Order Book	2,275.5	571.1	2,846.6
[+] Orders Received	1,602.7	108.4	1,711.1
[-] Orders Executed	631.7	212.5	844.2
Closing Order Book	3,246.5	467.0	3,713.5

MULTI-SECTORAL ORDERS RECEIVED

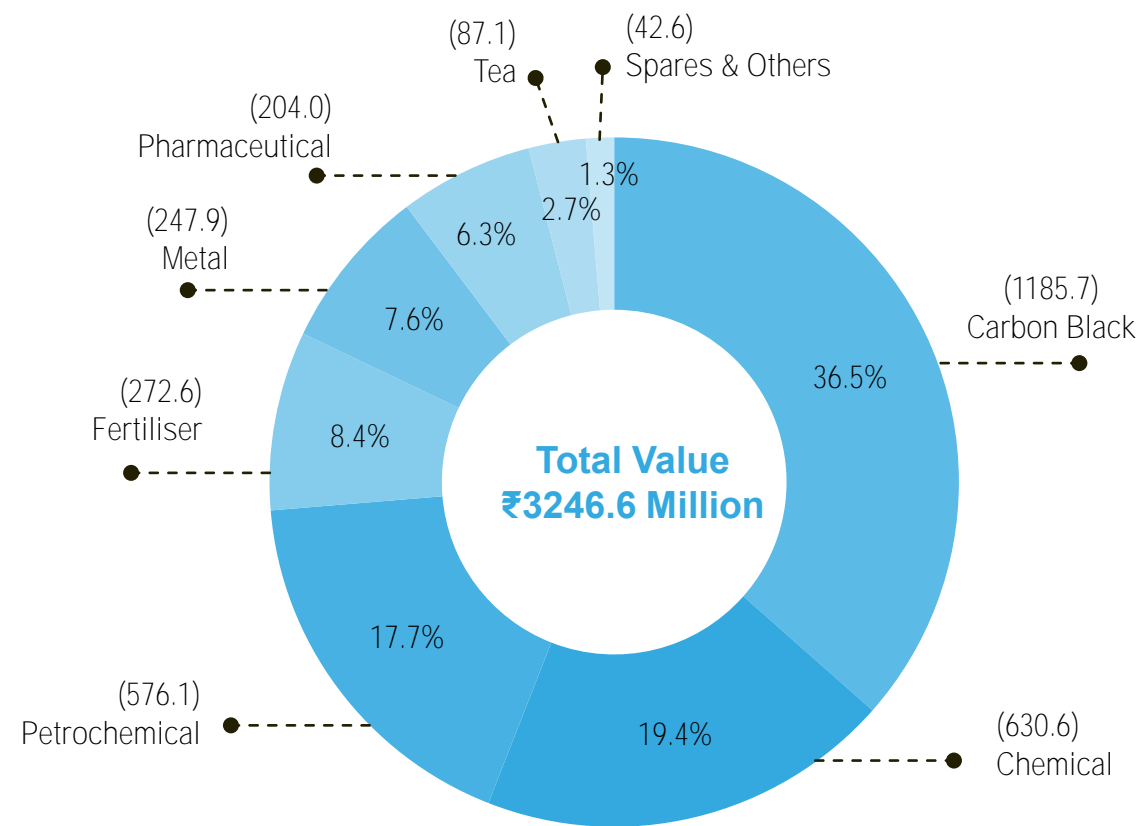


Q1'FY25 (STANDALONE - VALUE ₹ IN MILLION, SHARE IN %)

Orders Received



Closing Order Book



KEY ACHIEVEMENTS & UPDATES



“KILBURN”



Received a significant order for Rotary Dryer Package of 6 units for Carbon Black, totaling ₹ 880 Million (Domestic & Export)



KEL continued to be market leader in solid, liquid and gas drying systems



KEL achieved revenue of ₹ 855 Million (consolidated) & ₹ 638 Million (standalone) during quarter ended June 2024



KEL's Closing Order Book stood at ₹ 3714 Million (consolidated) & ₹ 3247 Million (standalone)

“ME ENERGY”



Received initial order for the Cement Plant - The first biomass-fired hot air generator will be supplied to the Shree Cement Panipat facility.



Received a single order for 16 air heaters for Hyundai's plant in Talegaon, Pune.



CAPEX for plant expansion is progressing well and is expected to be completed by October 2024.



Team has been strengthened with the addition of 12 engineers across various functions

DESIGNED FOR GROWTH, TRUSTED FOR EXCELLENCE



With our 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 (1/4)

CUSTOMIZED INDUSTRIAL DRYING SYSTEM



 Rotary Dryers & Coolers



 Calciners



 Fluid Bed Dryers



 Flash Dryers



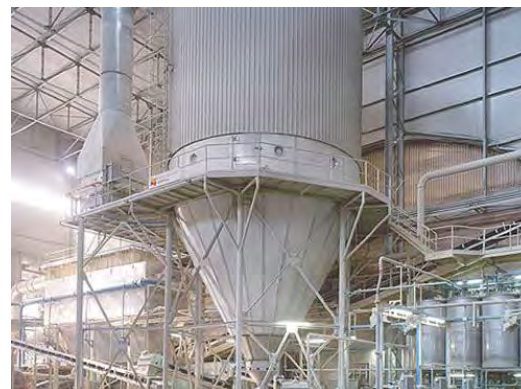
 Paddle Dryers



 Vibrating Fluid Bed Dryers



 Spray Dryers



 Band Dryers



OFFERINGS DIVERSIFIED AND BESPOKE SOLUTIONS (2/4)

CUSTOMIZED PACKAGE SYSTEM



 Air / Gas / Liquid Drying Systems



 Vibratory Feeders



 Solvent / Vapor Recovery Systems



 Instrument Utility Gas Drying Systems



OFFERINGS DIVERSIFIED AND BESPOKE SOLUTIONS (3/4)

FABRICATED AND LARGE CRITICAL EQUIPMENT



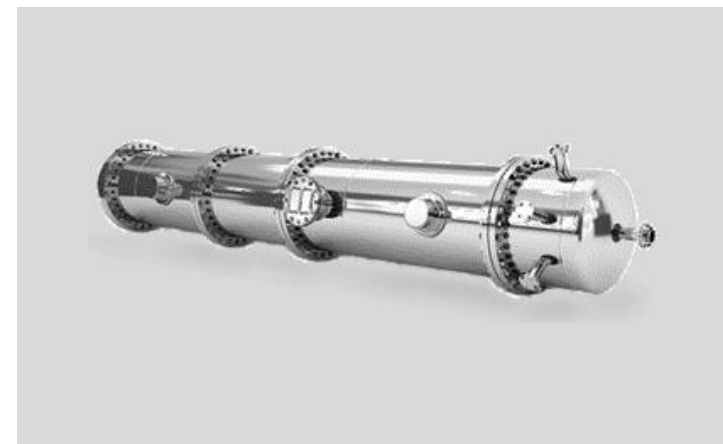
Pressure Vessels



Heat Exchangers



Columns



Reactors



Silos



Oil Field Systems



OFFERINGS DIVERSIFIED AND BESPOKE SOLUTIONS (4/4)

STANDARD PRODUCTS

Tea Dryers



Sugar Dryers



Sludge & Paddle Dryers



Coconut dryers



OTHER PRODUCTS

Centrifugal Fans



Mechanised Withering System for Tea Leaf



OUR MANUFACTURING PROWESS (1/4)



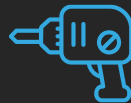
Metal cutting and Forming

- Cutting machines
- Metal forming machines
- Press Brakes
- Shears/bending machines
- Welding machines



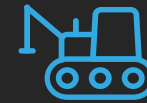
Machining

- Drilling machines
- Universal milling machine
- Lathes
- Shaping machine



Material Handling

- Equipment
- EOT cranes
- Forklifts
- Mobile cranes



Others

- Painting
- Balancing equipment
- Shot Blasting Machine
- Utilities



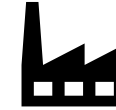
State-of-the-art manufacturing facility for fabrication, machining and assembly of the equipment situated at Thane, Maharashtra (India). Our manufacturing plant is spread across 30,960 square metres.



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 (2/4)

PLANT OVERVIEW



PROPOSED ACQUISITION OF ADDITIONAL FACILITY

BINDING TERM SHEET - JULY 12, 2024

Acquisition of a **Prime Factory Unit** situated at Plot No. B/78/1, M.I.D.C., Anand Nagar, Additional Ambernath Industrial Area, Ambernath (East) - 421 506, Thane, Maharashtra.

The purchase, from M/s. Shree Satyanarayan Industrial Suppliers Private Limited, includes key assets such as the Plant, Machinery, Office Building, Work Area/Shed, Amenities, and Equipment, for a **total consideration of ₹22 crores**, subject to due diligence and any necessary adjustments.

OUR MANUFACTURING PROWESS (3/4)

ENGINEERING CENTRE



OUR MANUFACTURING PROWESS (4/4)

RECENT CAPITAL EXPENDITURE



Titanium Clean Room



Vertical Turret Lathe



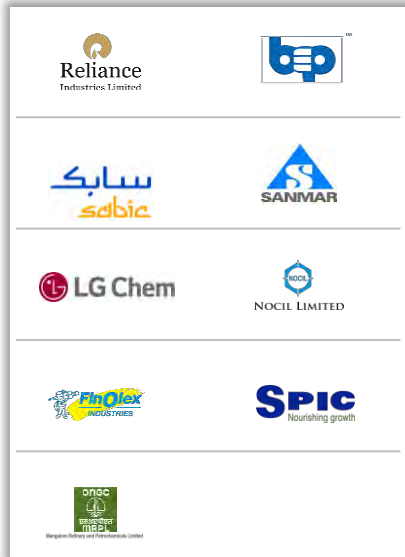
Heavy Duty Rolling



OUR VALUED CLIENTELE : A BRIEF OVERVIEW (1/2)



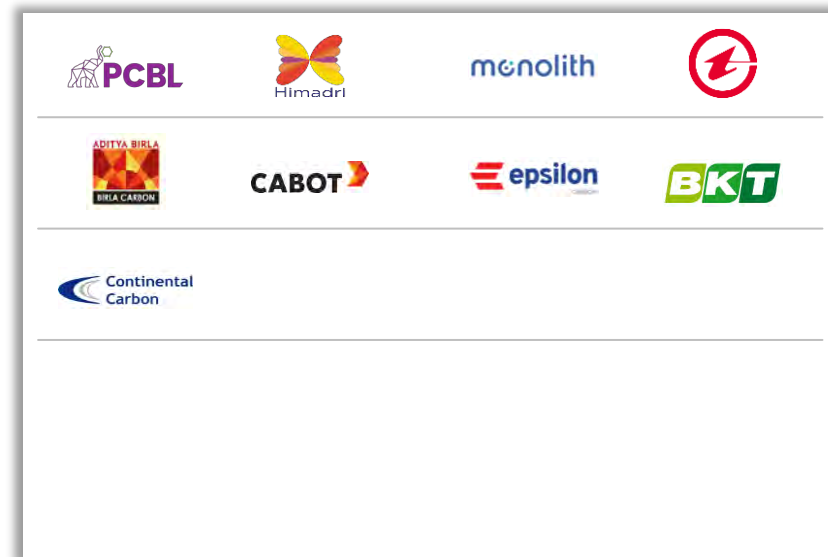
Petrochemicals



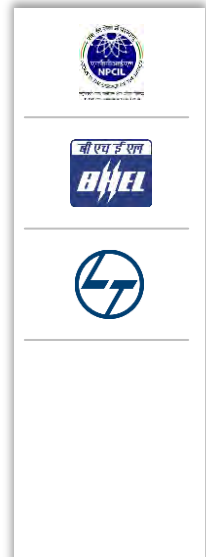
Speciality Chemicals



Carbon Black



Power



Oil & Gas



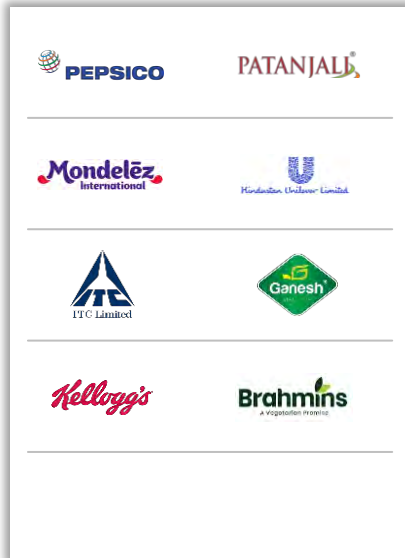
Pharmaceuticals



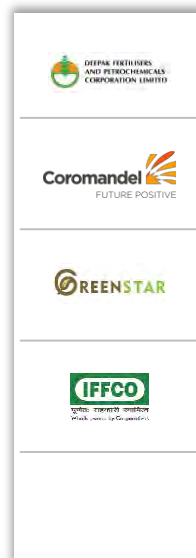
OUR VALUED CLIENTELE : A BRIEF OVERVIEW (2/2)



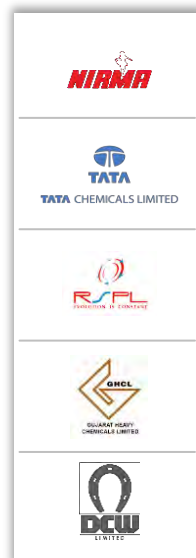
Food & FMCG



Fertilizer



Soda Ash



Metals



Minerals, Mining & Others



OUR GLOBAL PRESENCE





M.E. ENERGY PRIVATE LIMITED

100% Subsidiary

SYNERGISTIC ALIGNMENT, STRATEGIC INTEGRATION



M.E Energy Private Limited, a leading provider of custom-built Energy Saving, Heating, and Cooling Systems, specialized in Thermal Engineering.

This alignment will synergize M.E. Energy's and Kilburn Engineering's thermal and mechanical engineering capabilities, enhancing their technological offerings, operational efficiencies, and overall scale in the market.

Consideration

Mix of equity in Kilburn Engineering and cash to the erstwhile promoters

Deal Size

INR 987 Mn

Synergy

Cost efficiency, trimming overheads and amplifying margins at a consolidated level & expanded sales opportunities by tapping into the existing clients bases of Kilburn and MEE



Kilburn's proficiency in drying systems, amplifies ME Energy's expertise in custom-built energy-saving systems.



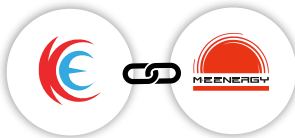
Enhancing industry solutions by optimizing technological capabilities and operational efficiencies of Kilburn and ME Energy



Collaborating on thermal engineering to unlock synergistic advantages.

It will operate as a wholly owned subsidiary of Kilburn Engineering Limited

ME ENERGY: SPECIALIST IN CUSTOM ENERGY SOLUTIONS



Specialise in designing and manufacturing world-class, highly customised thermal & mechanical systems for various industries.

25+

Years of Innovation

Thermal & Mechanical Engineering
Core Competence

1500+

Installations Globally

Waste Heat Recovery (WHR) & Waste Heat Reutilisation Systems
Design, Manufacture and Installation of Energy Saving Projects, Heating and Cooling Systems and Equipment

15+

Industries Served

Concept to Commissioning
Custom built Energy Savings Systems/ Equipment, Heat Transfer Systems and Equipment on turnkey basis

21+

Countries

Exports
USA, Japan, Turkey, Spain, France, Bangladesh, Indonesia, among others

Products:

Energy Savings Systems



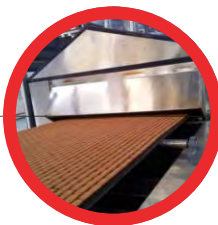
16 MW Waste Heat Based Power Plant for 200 MW IPP

Fired Energy Systems



3.5 MW Thermal Oil Heater for Biscuit Baking

Special Energy Systems



Biscuit Baking Ovens (on Biomass)

Heat Exchangers & Pressure Vessels



Co2 Solution Reboiler

KEY CLIENTELE: LEADING INDUSTRY PARTNERS



MEE's Key Clientele:

Automobile & Ancillary



Food & Beverage



Oil & Gas/ Petrochemicals



Carbon



Iron & Steel



Others





KILBURN ENGINEERING LIMITED

CONSOLIDATED

OPPORTUNITIES FOR GROWTH



1

Bundling of KEL and MEE offerings to existing customer base

2

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

3

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

4

Silos and Tanks

5

Belt/ Band/ Conveyor Dryers for various applications

6

Spin Flash Dryer for Various applications

7

Spray Dryer for various applications

8

Energy Savings Systems & thermal equipment from MEE

9

Rotary steam tube bundle dryer for DDGS.

10

Fluid Bed Calciner & Batch FBD

11

RVPD (Rotary Vacuum Paddle Dryer)

12

ATFD (Agitated Thin Film Dryer)

13

Granulator

14

Material Handling

ROBUST WAY FORWARD



01

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



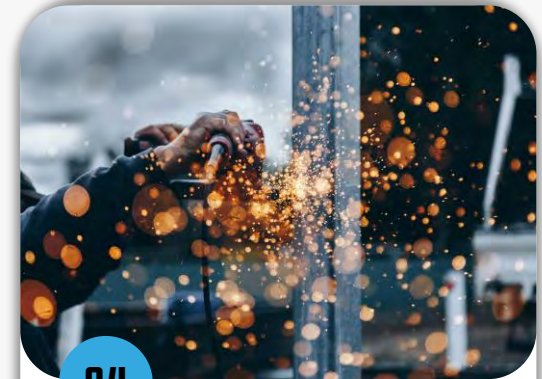
02

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.



03

Consolidated revenue of ₹ ~5000 Million in FY25 is anticipated based on current order book & rolling enquires of more than ₹ 20,000 Million (on consolidated basis), which the company is at various stages of bidding/evaluating.



04

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

He holds the position of MANAGING DIRECTOR of the company, leveraging his academic background with a Bachelor's in Engineering (B.E.) and a Master's in Marketing. His professional journey spans over 33 years, marked by invaluable experience in corporate management. His most recent role as managing director underscores his pivotal responsibility for overseeing all aspects of the company's operations and strategic growth.



Mr. Anil Karnad

He serves as the WHOLE-TIME DIRECTOR (OPERATIONS) of the company, holding a degree in B.E. (Production Engineering). His extensive career spans multiple sectors including Oil & Gas, Fertilizers, Power, and Chemicals. Currently, he oversees all facets of operational delivery, encompassing production, quality assurance, engineering, procurement, subcontracting, as well as site erection and commissioning.



Mr. Vijaysankar Kartha

He is DIRECTOR & CTO at the company. With a robust entrepreneurial background in thermal engineering, project management, and business development, he acquired business management skills at XLRI, Jamshedpur, and mechanical engineering expertise from Kerala. Additionally, he pursued advanced management training at IIM Ahmedabad. He established M.E Energy Pvt. Ltd. in Pune, successfully expanding it into a \$10M enterprise serving clients worldwide.



Mr. M.R. Kazi

He holds the position of VICE PRESIDENT (MARKETING) within the company, having achieved a Diploma in Mechanical Engineering. With a tenure that spans since 1986, he brings extensive experience and expertise to his role.



Mr. Sachin Vijayakar

He serves as the CHIEF FINANCIAL OFFICER of the company, having earned his Bachelor of Commerce degree. He has been a valued member of the company since 1985.

ANNUAL STATEMENTS

INCOME STATEMENT & BALANCE SHEET (STANDALONE)



INCOME STATEMENT (₹ MN)	FY23	FY24
Revenue from Operations	2,215.3	2932.1
Expenses	1,868.5	2283.5
Cost of Material Consumed	1,278.9	1400.1
Subcontracting Charges	168.9	250.1
Changes in inventories of FG & WIP	(54.3)	65.7
Employee Benefit Expenses	187.9	262.3
Other Expenses	287.1	305.3
EBITDA	346.8	648.6
Other Income	146.6	33.8
Depreciation	26.5	33.1
EBIT	466.9	649.3
Exceptional Items	-	-
Interest	79.2	94.4
PBT	387.7	554.9
Tax	86.3	158.2
PAT	301.4	396.7
EPS	8.66	10.47

BALANCE SHEET (₹ MN)	FY23	FY24
Assets:	2,622.3	4,286.6
Non - Current Assets	835.6	1,809.9
Property, Plant & Equipment	429.1	506.2
Intangible Assets	2.3	2.4
Others Non - Current Assets	404.2	1,301.3
Current Assets	1,786.7	2,476.7
Inventories	283.8	202.0
Trade Receivables	442.6	612.7
Other Current Assets	1,060.3	1,662.0
Equity & Liabilities:	2,622.3	4,286.6
Equity	1,055.0	2435.2
Non-Current Liabilities	531.5	532.3
Borrowings	531.5	532.3
Other Financial Liabilities	-	-
Current Liabilities	1,035.8	1319.1
Trade Payables	254.4	260.5
Other Current Liabilities	781.4	1058.6

KILBURN ENGINEERING LTD.

Plot No.6, MIDC Industrial Area, Saravali,
Kalyan-Bhiwandi Road, Thane – 421 311.
Website: www.kilburnengg.com

KAPTIFY® Consulting

Strategy & Investor Relations | Consulting
Email: info@kaptify.in | + 91-845 288 6099
Website: www.kaptify.in

THANK YOU !