

KILBURN ENGINEERING LTD.

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22nd May, 2025

To The Corporate Relationship Department BSE Limited 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.

Yours faithfully,

For Kilburn Engineering Limited

Arvind Bajoria Company Secretary & Compliance Officer

Encl :A/a

ENGINEERING LTD

Investor Presentation

Q4 & FY2025

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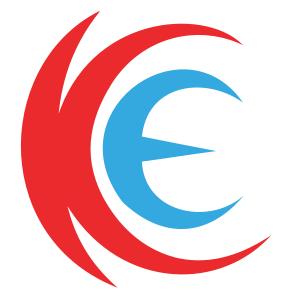
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KILBURN ENGINEERING LIMITED

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



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

Appetite for Inorganic Growth

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



Leading

Global players for drying solutions and customised process equipment



Increasing

Revenue from exports on a consistent basis



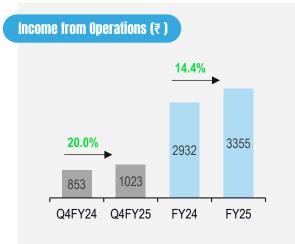
Order book on a year-on-year basis

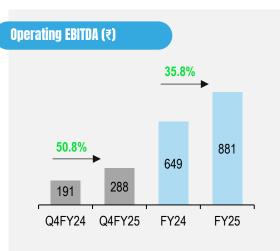


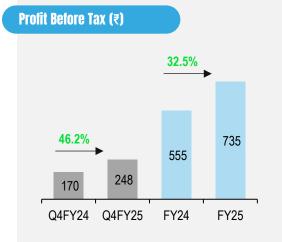
CONSISTENT GROWTH

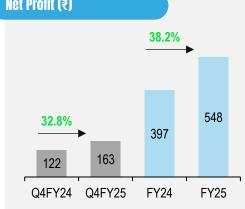
FINANCIAL PERFORMANCE & HIGHLIGHTS (STANDALONE)

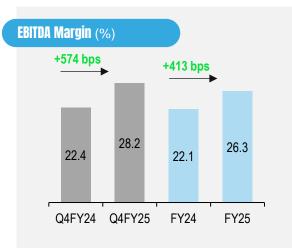
(₹ In Million)



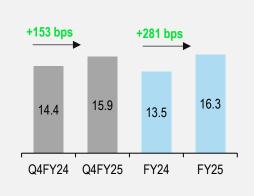








Net Profit Margin (%)

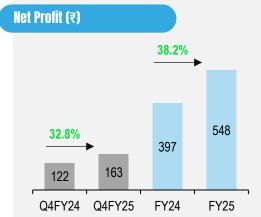


Achieved consistent growth in top-line and EBITDA, supported by a strong opening order book.

Achieved an impressive operating EBITDA margins of 28.2% for the quarter ended March 2025 lead by Raw Material pricing benefit & Operating Leverage.

Recorded a robust EBITDA growth of 50.8% compared to corresponding quarter of previous financial year.

Secured order bookings of ₹ 1,213 million during the quarter, leading to a diversified order backlog of ₹ 3,876 million as of March 31, 2025.



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FINANCIAL METRICS (1/2)



QUARTERLY INCOME STATEMENT (STANDALONE)

PARTICULARS (₹ MN)	Q4FY25	Q3FY25	Q4FY24	YOY%	QOQ %	FY25	FY24	YOY%
Revenue from Operations	1,023.4	911.0	852.5	20.0	12.3	3,355.0	2,932.1	14.4
Total Expenditure	735.3	686.6	661.5	11.2	7.1	2,474.3	2,283.5	8.4
EBITDA	288.1	224.4	191.1	50.8	28.4	880.7	648.7	35.8
EBITDA Margin (%)	28.2	24.6	22.4	+574 bps	+352 bps	26.3	22.1	+413 bps
Other income	8.2	6.6	9.8	(16.0)	23.1	25.0	33.8	26.0
Depreciation	18.4	16.6	8.1	126.6	11.1	55.9	33.1	68.6
EBIT	277.9	214.4	192.7	44.2	29.6	849.9	649.3	30.9
Interest	29.9	32.9	23.0	29.9	(9.0)	114.8	94.4	21.5
Profit Before Tax	248.0	181.5	169.6	46.2	36.6	735.1	554.9	32.5
Tax	85.4	41.3	47.3	80.7	106.6	186.9	158.1	18.2
Profit After Tax	162.5	140.2	122.4	32.8	15.9	548.2	396.7	38.2
PAT Margin (%)	15.9	15.4	14.4	+153 bps	+49 bps	16.3	13.5	+281 bps
Reported Earnings Per Share (Rs)	3.63	3.19	3.05	19.0	13.8	12.24	10.47	16.9

FINANCIAL METRICS (2/2)



QUARTERLY INCOME STATEMENT (CONSOLIDATED)

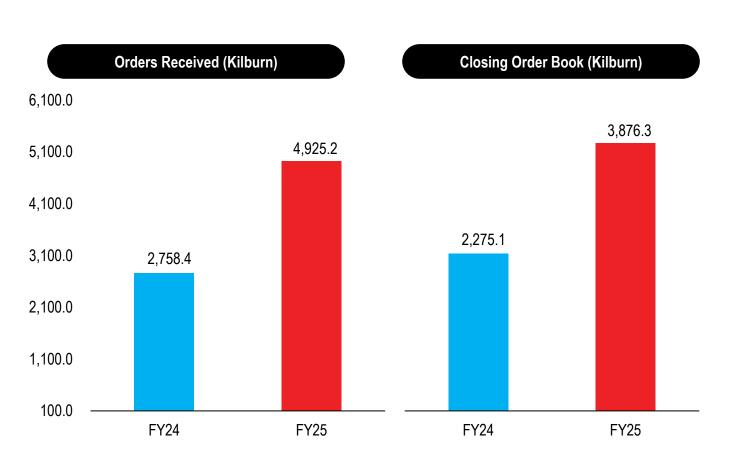
PARTICULARS (₹ MN)	Q4FY25 [*]	Q3FY25	Q4FY24	YOY%	QOQ %	FY25	FY24	YOY%
Revenue from Operations	1,269.4	1,082.7	1215.2	4.5	17.2	4244.6	3294.8	28.8
Total Expenditure	909.9	848.0	908.9	0.1	7.3	3234.6	2530.9	27.8
EBITDA	359.5	234.7	306.3	17.4	53.2	1010.0	763.9	32.2
EBITDA Margin (%)	28.3	21.7	25.2	+312 bps	+664 bps	23.8	23.2	+61 bps
Other income	8.6	11.5	12.6	(31.9)	(25.2)	31.6	36.6	(13.7)
Depreciation	25.6	20.0	9.6	168.1	28.1	73.3	34.6	112.1
EBIT	342.5	226.2	309.4	10.7	51.4	968.2	765.9	26.4
Interest	48.4	31.2	25.2	92.3	55.3	141.6	96.6	46.6
Profit Before Tax	294.1	195.1	284.2	3.5	50.8	826.6	669.3	23.5
Тах	90.0	43.3	53.1	69.4	107.7	202.7	163.9	23.7
Profit After Tax	204.1	151.7	231.1	(11.7)	34.5	623.9	505.4	23.4
PAT Margin (%)	16.1	14.0	19.0	-293 bps	+207 bps	14.7	15.3	-64 bps
Reported Earnings Per Share (Rs)	4.56	3.46	5.76	(20.8)	31.8	13.94	13.33	4.6

* Monga Strayfield has been consolidated effective January 27, 2025, following its acquisition on that date; accordingly, quarterly financials are not directly comparable.

STRONG ORDER BOOK

STANDALONE ORDER BOOK AS ON 31ST MARCH, 2025

(₹ In Million)



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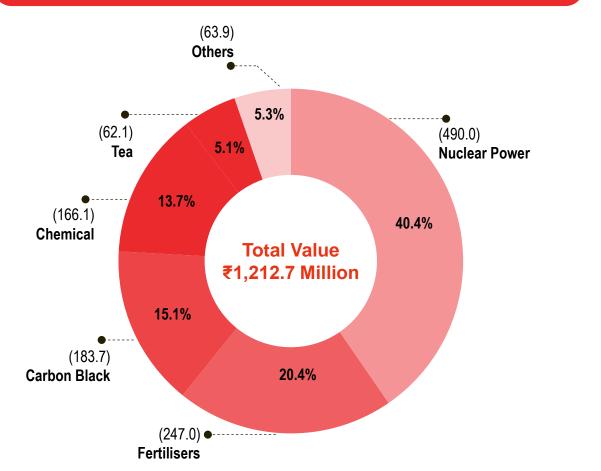
Particulars	Kilburn	MEE
Opening Order Book	2,275.5	5,71.1
[+] Orders Received	4,925.2	8,31.2
[-] Orders Executed	3,324.4	7,74.5
Closing Order Book	3,876.3	6,27.8

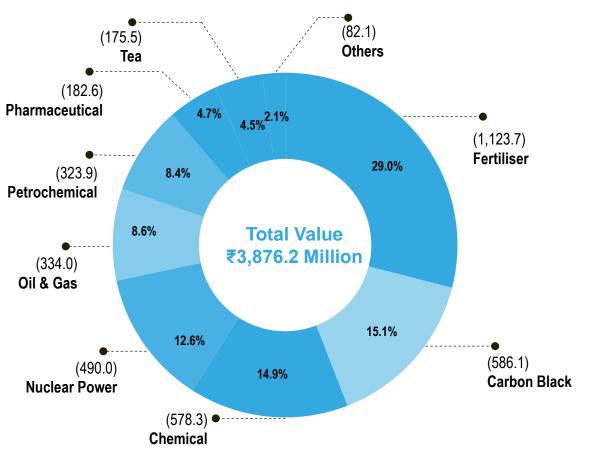
MULTI-SECTORAL ORDERS RECEIVED



Q4'FY25 (STANDALONE - VALUE ₹ IN MILLION, SHARE IN %)

Orders Received





Closing Order Book

KEY ACHIEVEMENTS & UPDATES (1/2)





Received order for Nuclear Power Sector, valued at ₹ 490 Million, from a reputed customer



Completed acquisition of Monga Strayfield Pvt. Ltd. (100% Subsidiary) on 27th January 2025.



 KEL achieved revenue of
₹ 1,269 Million (consolidated) &
₹ 1,023 Million (standalone) during quarter ended March 2025



KEL's Closing Order Book stood at
₹ 4,830 Million (consolidated) &
₹ 3,876 Million (standalone)

ME Energy's Phase 1 of Expansion is complete



Phase 2 of Expansion In Progress

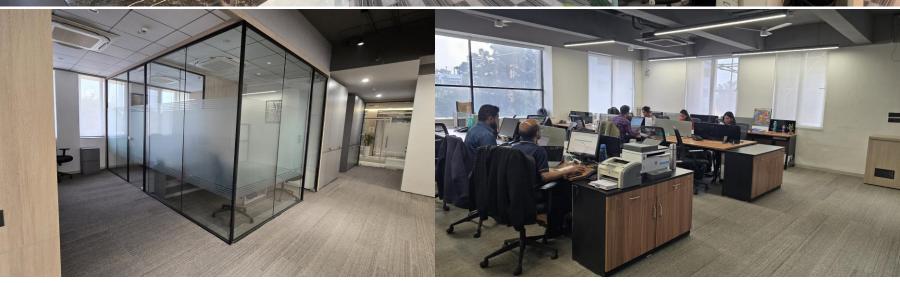
KEY ACHIEVEMENTS & UPDATES (2/2)





Kilburn'sNew Corporate Office in Kanjurmarg, Mumbai.

ME Energy's Additional New Office in Pune.



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.

Our successful track record includes

manufacturing for various industries,

customized process equipment

catering to the requirements of both

including large conglomerates.

international and domestic customers.

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

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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 skidmounted packages and heavy water drying system engineering capabilities.

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.

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 gualified, and experienced Board of Directors lead us, along with a talented pool of engineers 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







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



INVESTOR PRESENTATION

OFFERINGS DIVERSIFIED AND BESPOKE SOLUTIONS (3/4)

FABRICATED AND LARGE CRITICAL EQUIPMENT

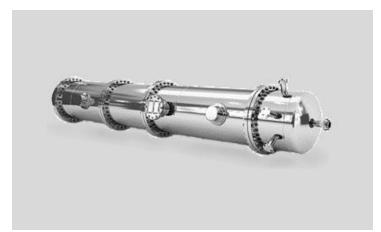
Pressure Vessels



Heat Exchangers







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



INVESTOR PRESENTATION



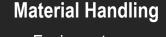
Metal cutting and Forming

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



Machining

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



- Equipment
- EOT cranes
- Forklifts
- Mobile cranes

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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









OUR MANUFACTURING PROWESS (3/4)

PLANT OVERVIEW

Titanium Clean Room





Vertical Turret Lathe





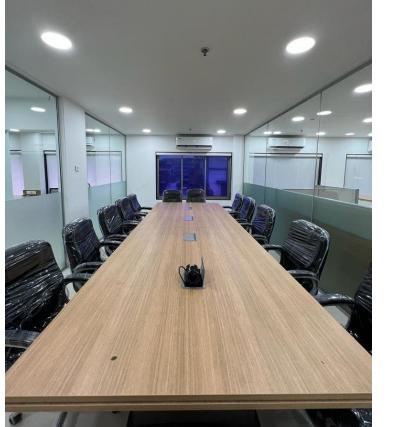
Heavy Duty Rolling







OUR MANUFACTURING PROWESS (4/4) Engineering centre









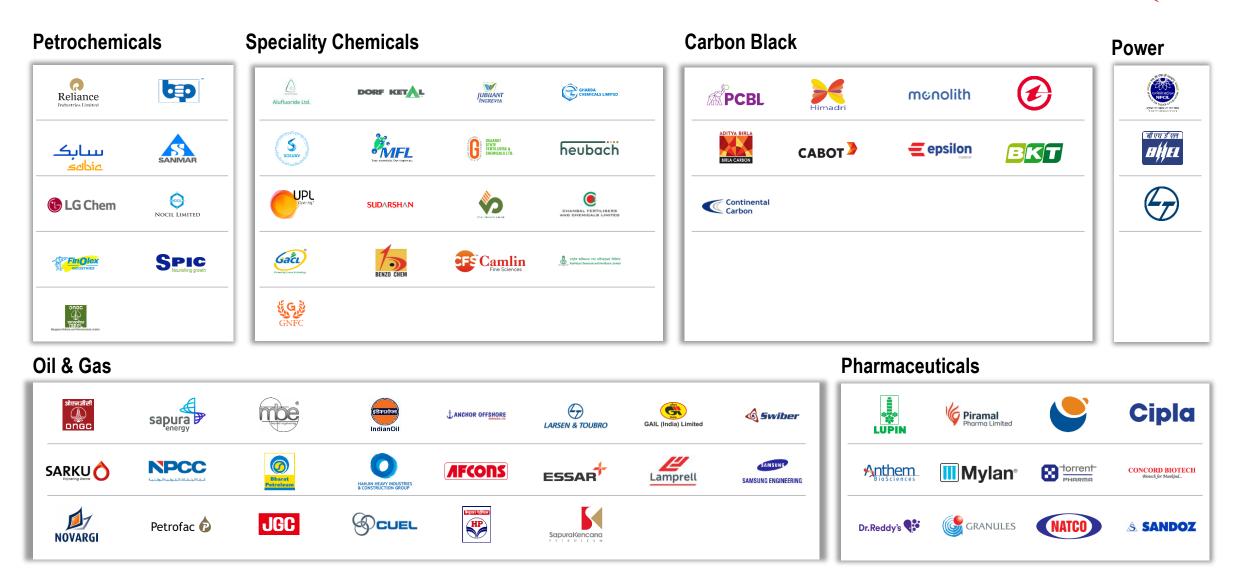






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OUR VALUED CLIENTELE : A BRIEF OVERVIEW (1/2)



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





OUR GLOBAL PRESENCE







KILBURN ENGINEERING'S 100% SUBSIDIARIES

M.E. ENERGY PRIVATE LIMITED

Waste Heat Recovery (WHR) Systems

Acquisition completed in Feb 2024

For INR 987 mn

MONGA STRAYFIELD PRIVATE LIMITED

Radio Frequency (RF) Drying Systems

Acquisition completed in Jan 2025

For INR 1230 mn





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

Deal Size

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

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 energysaving 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

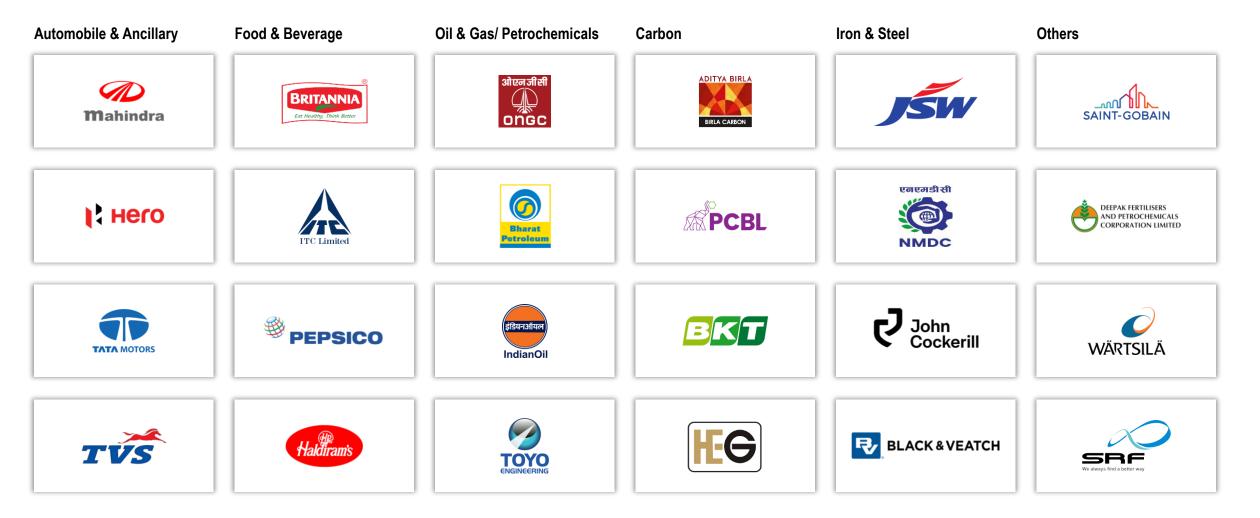


Specialise in designing and manufacturing world-class, highly customised thermal & mechanical systems for various industries.

	25+	1500+	15+	21+
	Years of Innovation	Installations Globally	Industries Served	Countries
	Thermal & Mechanical Engineering Core Competence	Waste Heat Recovery (WHR) & Waste Heat Reutilisation Systems Design, Manufacture and Installation of Energy Saving Projects, Heating and Cooling Systems and Equipment	Concept to Commissioning Custom built Energy Savings Systems/ Equipment, Heat Transfer Systems and Equipment on turnkey basis	Exports USA, Japan, Turkey, Spain, France, Bangladesh, Indonesia, among others
	Energy Savings Systems	Fired Energy Systems	Special Energy Systems	Heat Exchangers & Pressure Vessels
Products:				
	16 MW Waste Heat Based Power for 200 MW IPP	Plant 3.5 MW Thermal Oil Heater for Biscuit Baking	Biscuit Baking Ovens (on Biomass)	Co2 Solution Reboiler

KEY CLIENTELE: LEADING INDUSTRY PARTNERS

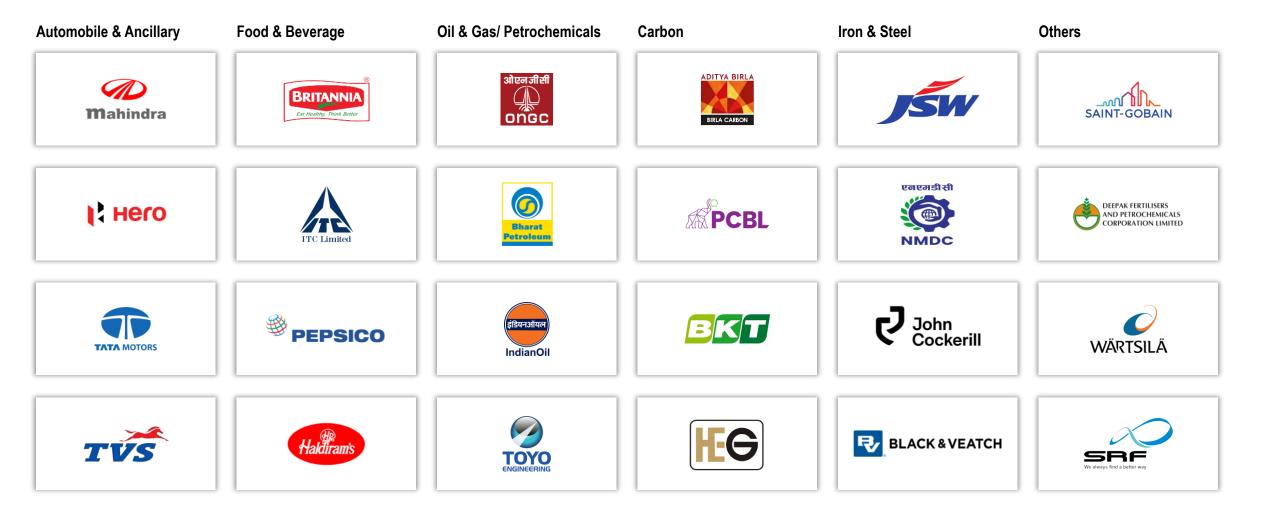
MEE's Key Clientele:





KEY CLIENTELE: LEADING INDUSTRY PARTNERS

MEE's Key Clientele:







Strayfield Pvt. Ltd.

MONGA STRAYFILED PRIVATE LIMITED

100% Subsidiary

EXPANDING PORTFOLIO, EXPLORING NEW SECTORS

About Monga Strayfield Private Limited

- Founded in 1968.
- A Leading manufacturer of Radio Frequency (RF) heating and drying equipment, renowned for its over five decades of expertise in RF systems.
- Having a strong foothold in sheet metal fabrication.
- Strong customer base in the USA and Europe, with a global reach spanning six continents.
- Their solutions are trusted globally for their reliability and cutting-edge performance.
- 4000+ installations | 1000+ customers served | 50+ years of expertise

Radio Frequency (RF) Heating & Drying Solutions:

- Offers RF heating, drying, and heat pump technologies, offering energy-efficient solutions for moisture removal and temperature control.
- Monga's products cater to diverse applications like food processing, textile drying, latex drying, disinfestation, paper drying, fiber glass processing, and defrosting.
- Low-temperature (RH) drying sets the standard for efficiency, allowing us to remove significant moisture at a low cost, key markets include fruit, vegetable, herb, and spice drying.
- RF technology optimizes production, reducing process times while ensuring uniform quality and energy efficiency.

"Sole manufacturer of Industrial Radio Frequency heating and drying machines featuring a filtered oscillator design."

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MONGA STRAYFIELD'S INFRASTRUCTURE & KEY MILESTONES









Infrastructure:

- State-of-the-art manufacturing and R&D facility in Bhosari, Pune
- Offices in Pune, Mumbai, Delhi (India), and Theale (United Kingdom)
- Service engineers available 24/7 across five continents

Presence:

3 State-of-the-art manufacturing Facility in Bhosari, Pune, Maharashtra along with **R7D** Facility.

Manufacturing facility in Theale, Berkshire. **UK**

Joint Venture - Gentle Processing SK, Canada

Offices: India - Pune & Mumbai, Maharashtra: Delhi / UK - Theale, Bershirei

Key Timeline Highlights:

1996:

machines.

1968:

Monga Electronics Pvt. Ltd. was established in India & Strayfield Ltd. in England.

2005: **Established Monga** Acquired joint venture Strayfield Pvt. Ltd. (50:50 partner Strayfield Ltd. in joint venture with Strayfield the UK. Ltd., UK), to manufacture textile yarn drying

2008:

Amalgamated all group companies in India under Monga Strayfield Pvt. Ltd. to improve integration and resource utilization.

2009:

Developed the first and only 125kW machine to meet global economic growth and capacity demands.

2016:

Formed a joint venture with a Canadian partner to create QGTI. focused on organic, chemical-free processing of fresh foods and grains.

2019:

Developed lowtemperature dehydration technology, achieving cutting-edge drying efficiency for fresh food dehydration.

MULTIPLE INDUSTRIES & MULTIPLE APPLICATIONS



Catering to wide range of industries:

(Provide high quality high yield production)

Industry	Application of RF Dryers
Textiles	Textile packages, hanks, tops & loose fibers
Post Baking	Energy saving, reduced process times, enhanced quality
Food & Spices	Ready-to-eat food products and spices
Ceramics	Ceramics & thermally insulating materials
Disinfestation & Sanitization	High volume & continuous flow disinfestation and sterilization
Defrosting and Thawing	Tempers for a uniform temperature profile
Latex & Foam	Increased productivity
Fiberglass & Basalt Fiber	Quality and complete drying of fiberglass & basalt fiber
Web & Sheet Drying	Book binding, matchboxes, coated paper & water-based inks and adhesives
Others	Wood laminates, pulp, leather, cosmetics & pharmaceutical ingredients



Catering multiple industries in UK, USA, Italy, Netherlands, New Zealand, Oman, Poland, Russia, South Africa, Turkey, & others

EXPANDING KILBURN'S PRODUCT Range & Market Presence



Perfect alignment with Kilburn's strategic vision

Strengthens Kilburn's market position and enhances offerings across key industrial sectors Adds significant capabilities to Kilburn's portfolio, positioning for accelerated growth

Integration of Monga Strayfield's advanced RF drying and heating technologies enables innovative, high-performance solutions for diverse industries, creating new growth opportunities Monga Strayfield's **sheet metal fabrication expertise** expands Kilburn's international presence **Broadens reach into industries** such as textiles, packaged foods, Fiberglass & Basalt Fiber, among others

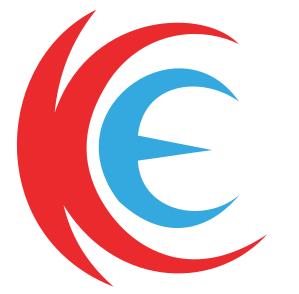
Acquisition Details

Acquisition completion date **27th Jan 2025**

Total Consideration | INR 1,230 mn

- Cash | INR 1,030 mn
- Equity Shares of Kilburn | INR 200 mn (0.47 mn shares @ INR 425/ share)

Shareholding by Kilburn post acquisition **100% of MSPL's share capital**



KILBURN ENGINEERING LIMITED

CONSOLIDATED

OPPORTUNITIES FOR GROWTH





ROBUST WAY FORWARD



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.

01

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 worldclass technologies, in addition to our primary sectors of Chemical, Petrochemical, Refinery, Oil & Gas, Power, Fertilizer, Food and allied industries.

02

Consolidated growth of ~50% in anticipated in FY26, followed by growth of CAGR 25-30% from FY27 onwards (on the base of FY26) & rolling enquires of more than ₹ 30,000 Million (on consolidated basis), which the company is at various stages of bidding/ evaluating.

03



PROFESSIONAL MANAGEMENT TEAM





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 35 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.



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.



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.



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	FY25
Revenue from Operations	2,215.3	2,932.1	3,355.0
Expenses	1,868.5	2,283.5	2,474.3
Cost of Material Consumed	1,278.9	1,400.1	1,590.0
Subcontracting Charges	168.9	250.1	204.5
Changes in inventories of FG & WIP	(54.3)	65.7	(46.4)
Employee Benefit Expenses	187.9	262.3	324.4
Other Expenses	287.1	305.3	401.8
EBITDA	346.8	648.6	880.7
Other Income	146.6	33.8	25.0
Depreciation	26.5	33.1	55.9
EBIT	466.9	649.3	849.9
Interest	79.2	94.4	114.8
РВТ	387.7	554.8	735.1
Тах	86.3	158.1	186.9
РАТ	301.4	396.7	548.2
Reported EPS	8.66	10.47	12.24



BALANCE SHEET (₹ MN)	FY23	FY24	FY25
Assets:	2,622.3	4,286.6	6,713.7
Non - Current Assets	835.6	1,809.9	3,285.0
Property, Plant & Equipment	429.1	506.2	530.7
Intangible Assets	2.3	2.4	5.7
Others Non - Current Assets	404.2	1,301.3	2,748.6
Current Assets	1,786.7	2,476.7	3,428.7
Inventories	283.8	202.0	312.1
Trade Receivables	442.6	612.7	738.7
Other Current Assets	1,060.3	1,662.0	2,377.9
Equity & Liabilities:	2,622.3	4,286.6	6,713.7
Equity	1,055.0	2,435.2	4,539.9
Non-Current Liabilities	531.5	532.3	745.9
Borrowings	531.5	532.3	671.2
Other Financial Liabilities	-	-	74.7
Current Liabilities	1,035.8	1,319.1	1,427.8
Trade Payables	254.4	260.5	464.3
Other Current Liabilities	781.4	1,058.6	963.5

KILBURN ENGINEERING LTD.

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KAPTIFY® Consulting

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