



KILBURN ENGINEERING LTD.

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

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8th February, 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



Investor Presentation

February 2024

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

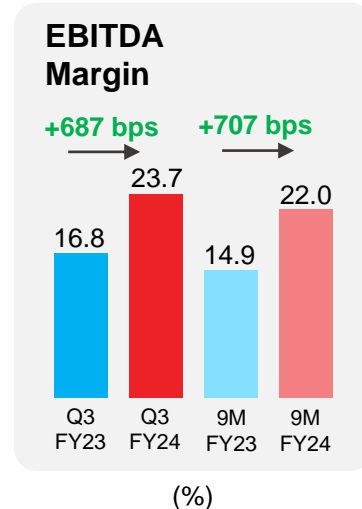
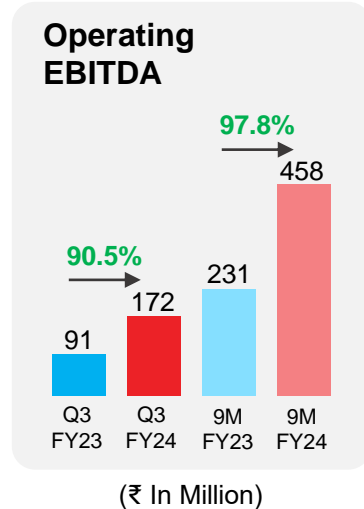
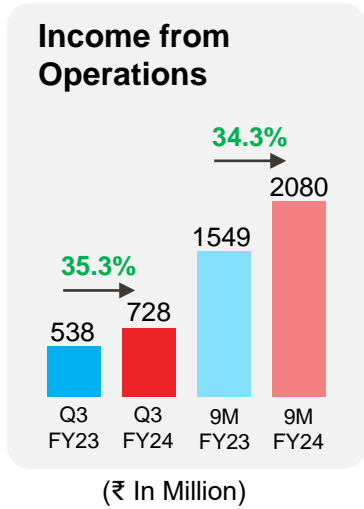
Order book on a year-on-year basis

Increasing

Revenue from exports on a consistent basis

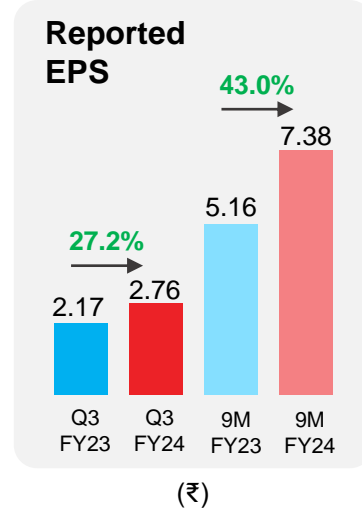
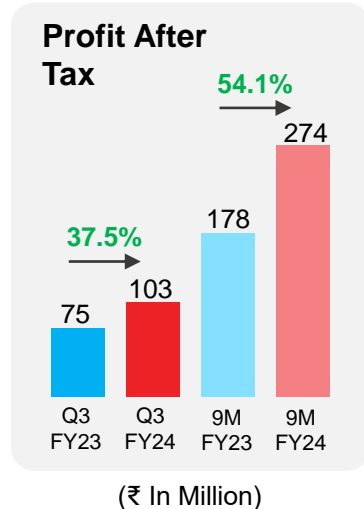
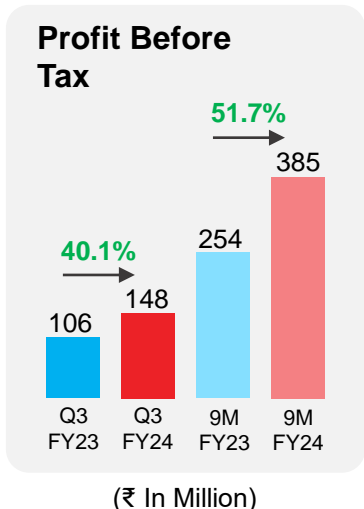
Consistent Growth

Financial Performance & Highlights



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

Achieved an impressive operating EBITDA margins of 23.68% and 22.00% for the quarter & nine months ended respectively.



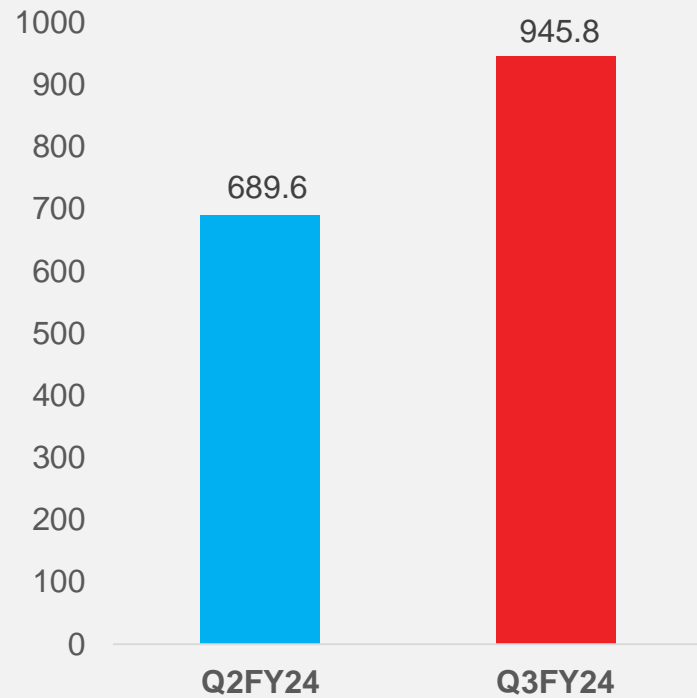
Recorded a robust revenue growth of 35.27% compared to corresponding quarter of previous financial year.

Secured order bookings of ₹ 946 million during the quarter, leading to a diversified order backlog of ₹ 2360 million as of December 31, 2023.

Strong Order Book

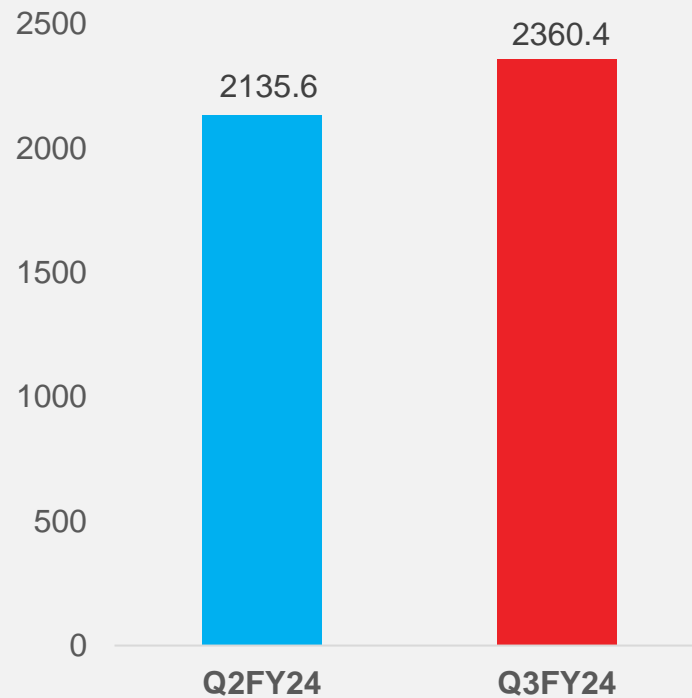


Orders Received



(₹ In Million)

Closing Order Book



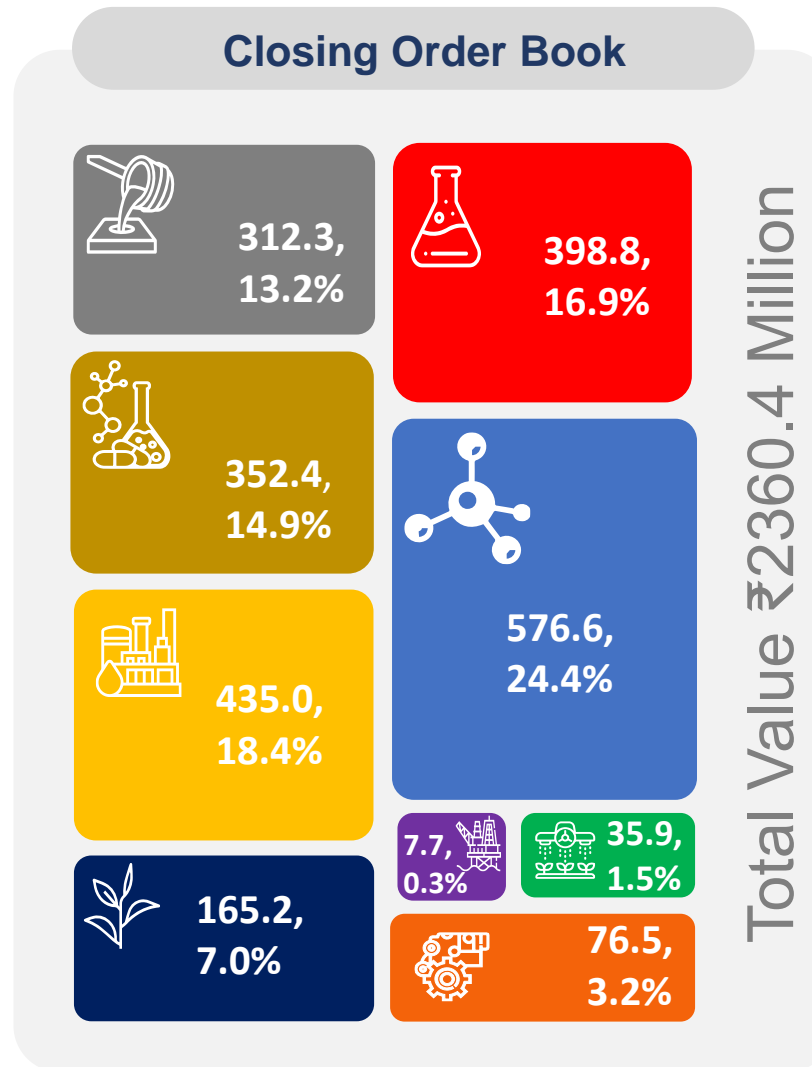
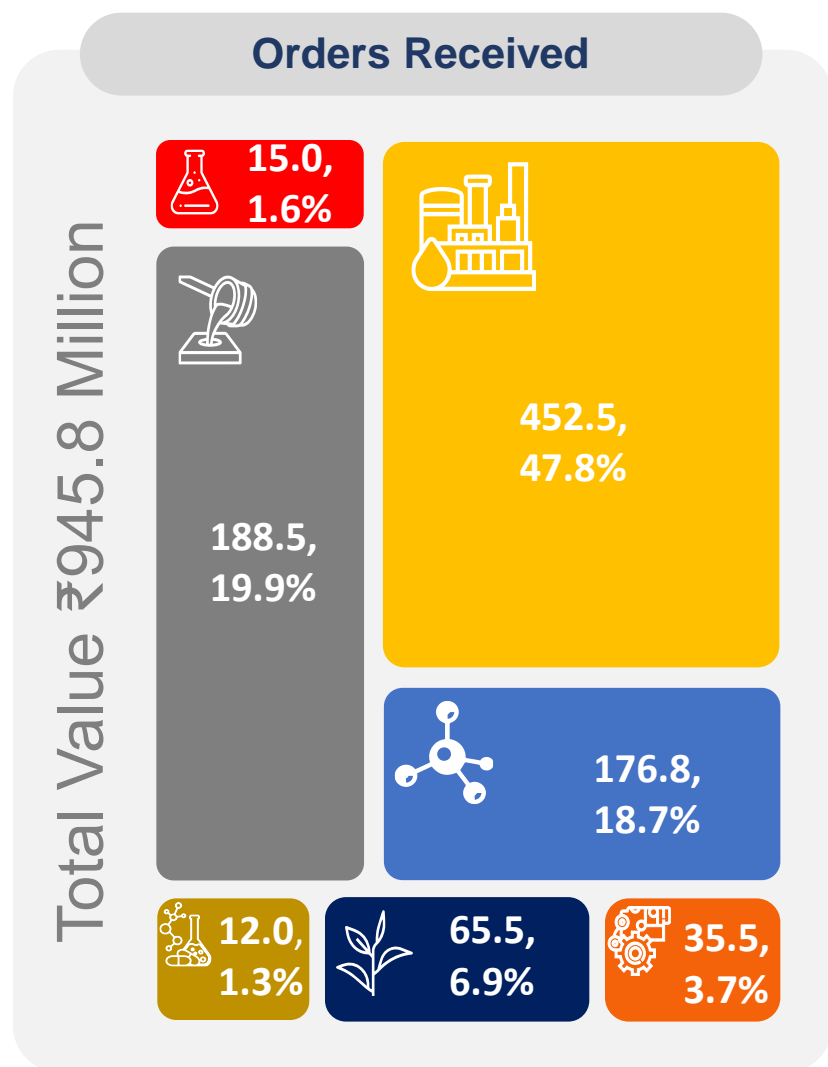
(₹ In Million)



Order Book (Q3'FY24)

Particulars	Amount (₹ Mn)
Opening Order Book	2135.6
[+] Orders Received	945.8
[-] Orders Executed	721.0
Closing Order Book	2360.4

Multi-Sectoral Orders Received

Q3'FY24 (Value ₹ in Million, Share in %)



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

Key Achievements for last Twelve Months



Received order for an Externally Fired Superheater from a **leading Indian Steel Manufacturer** for **₹ 189 Million**

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

KEL achieved the revenue of ₹ 728 Million during the quarter ended 31st December, 2023

KEL has pending orders **amounting to approximately ₹ 2360 Million**

Proposed Acquisition (1/2)



ME Energy Private Limited (“MEE”), incorporated in the year 1988, is a leading **WASTE HEAT RECOVERY (“WHR”) and WASTE HEAT REUTILIZATION SYSTEMS provider**. These systems find application for thermal energy saving and/ or thermal energy cost reduction in almost all industrial processes.

Deal Size

₹ ~990 Mn which includes issue of shares and cash

Exports

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

Equity Swap

1.4 Mn shares to be issued to the Promoter of ME Energy being part consideration other than cash

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

Products

Energy Savings Systems



200 MW Combined Cycle power Plant

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

Proposed Acquisition (2/2)



Update on Proposed Acquisition

- Successfully concluded fund raise for the acquisition of M.E. Energy.
- All share purchase agreements have been executed, and the **acquisition is expected to be finalised shortly**, enriching the product portfolio and expanding the client base.
- As of 31st December, 2023, the closing order book of M. E. Energy stood at ₹ 1185.7 Mn.

Order Book Summary (M. E. Energy)

Particulars	Amount (₹ Mn)
Opening Order Book (as on 01.04.2023)	500.4
Orders Received (up to 31.12.2023)	886.2
Closing Order Book (as on 31.12.2023)	1185.7

MEE's Key Clientele



Opportunities for Growth



**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.

Consolidated revenue of ₹ ~5000 Million in FY25 is anticipated based on current order book & **Enquires-in-hand of more than ₹ 10,000 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. Anil
Karnad**
Whole Time Director
- Operations

**Mr. Sachin
Vijayakar**
Chief Financial
Officer

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

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

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, 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, 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, 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, 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



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)



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 (2/4)



Customized Package System

**Air / Gas / Liquid
Drying Systems**



**Solvent / Vapor
Recovery Systems**



Vibratory Feeders



**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



Sludge & Paddle Dryers



Sugar Dryers

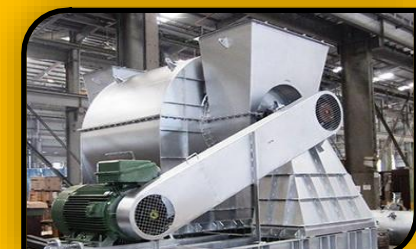


Coconut dryers



Other products

Centrifugal Fans



Continuous Mechanised Withering System for Tea Leaf

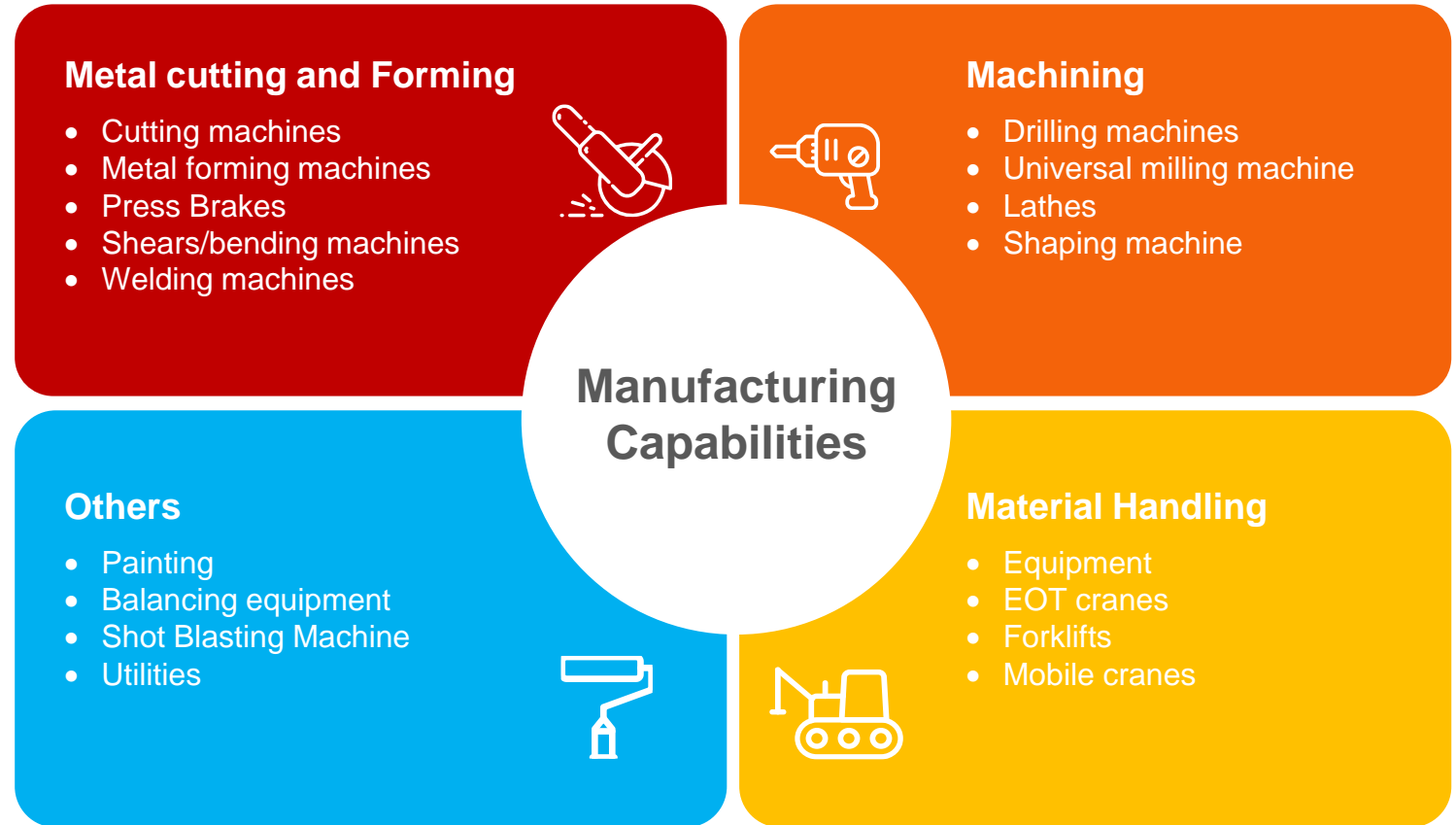


Our Manufacturing Prowess



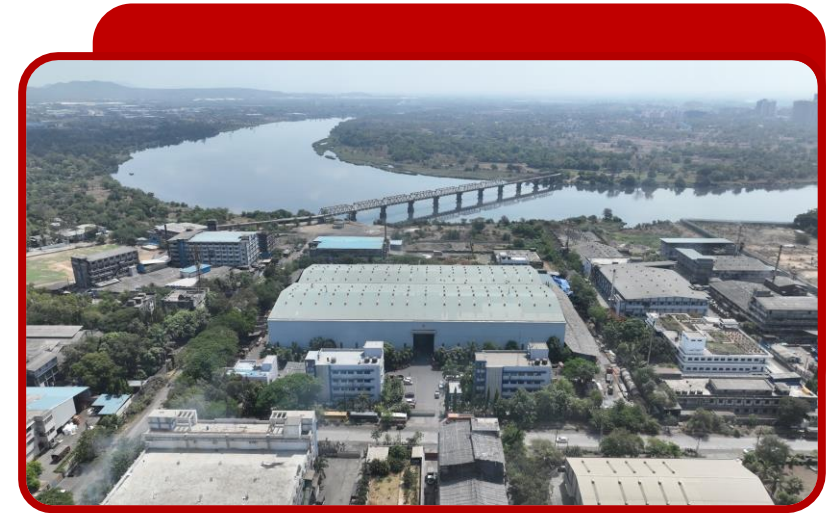
State-of-the-art manufacturing facility for fabrication, machining and assembly of the equipment situated at Thane, Maharashtra (India). Our manufacturing plant is spread across 30,960 square metres.

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



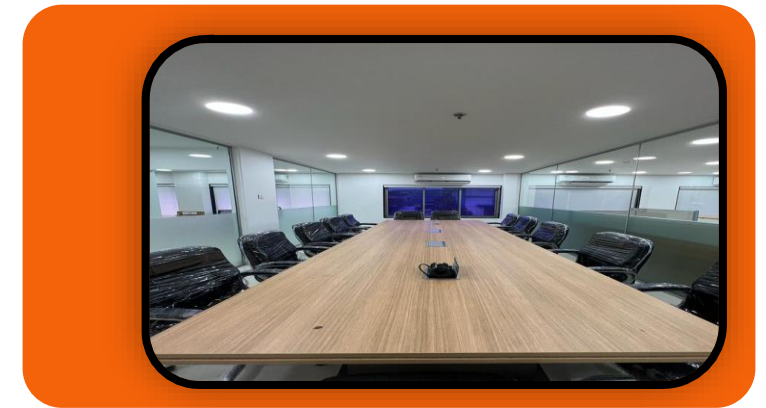
Our Manufacturing Prowess

Plant Overview



Our Manufacturing Prowess

Engineering Centre (Recently Inaugurated)



Our Clientele (1/3)



Our Clientele (2/3)



Oswal Group of Industries
TS - 16949 Certified Company

Dr.Reddy's

UNited PHOSPHORUS LIMITED

नालको
NALCO

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

torrent PHARMA

JGC

राष्ट्रीय केमिकल्स एण्ड फर्टिलाइज़र्स लिमिटेड
Rashtriya Chemicals and Fertilizers Limited

ARVIND
FASHIONING POSSIBILITIES

ONGC
एमआरपीएल
MRPL
Mangalore Refinery and Petrochemicals Limited

इंडियनऑयल
IndianOil

Bharat Petroleum

हिन्दुस्तान पेट्रोलियम
HP

B K BIRLA GROUP OF COMPANIES
Century Cement

Formosa Plastics®

SUDARSHAN

FinOlex INDUSTRIES

SANDOZ

Kellogg's

ANCHOR OFFSHORE SERVICES LTD.

RUBAMIN

CHAMBAL FERTILISERS AND CHEMICALS LIMITED

Our Clientele (3/3)



Our Global Presence



Financial Metrics

Quarterly Income Statement



Particulars (₹ Mn)	Q3FY24	Q2FY24	Q3FY23	YoY%	9MFY24	9MFY23	YoY%
Revenue from Operations	728.0	684.8	538.2	35.27	2079.6	1,548.5	34.30
Total Expenditure	555.6	516.9	447.7	24.10	1622.0	1,317.2	23.14
EBITDA	172.4	167.9	90.5	90.50	457.6	231.3	97.84
EBITDA Margin (%)	23.68	24.52	16.82	+687 bps	22.00	14.94	+707 bps
Other income	8.0	9.5	41.6	(80.77)	24.0	101.2	(76.28)
Depreciation	8.4	9.6	7.0	20.00	25.0	19.8	26.26
EBIT	172.0	167.8	125.1	37.49	456.6	312.7	46.02
Interest	23.8	25.6	19.3	23.32	71.4	58.7	21.64
Profit Before Tax	148.2	142.2	105.8	40.08	385.2	254.0	51.65
Tax	45.1	41.9	30.8	46.43	110.9	76.0	45.92
Profit After Tax	103.1	100.3	75.0	37.47	274.3	178.0	54.10
PAT Margin (%)	14.16	14.65	13.94	+23 bps	13.19	11.49	+170 bps
Reported Earnings Per Share (Rs)	2.76	2.70	2.17	27.19	7.38	5.16	43.02

Financial Metrics

Income Statement & Balance Sheet



Income Statement (₹ Mn)	FY22	FY23
Revenue from Operations	1,227.54	2,215.30
Expenses	1,097.93	1,868.50
Cost of Material Consumed	647.30	1,278.90
Subcontracting Charges	106.88	168.90
Changes in inventories of FG & WIP	(20.79)	(54.30)
Employee Benefit Expenses	144.20	187.90
Other Expenses	220.34	287.10
EBITDA	129.61	346.80
Other Income	16.48	146.60
Depreciation	27.95	26.50
EBIT	118.14	466.90
Exceptional Items	-	-
Interest	87.77	79.20
PBT	30.36	387.70
Tax	14.86	86.30
PAT	15.51	301.40
EPS	0.54	8.66

Balance Sheet (₹ Mn)	FY22	FY23
Assets:	2,328.62	2,622.30
Non - Current Assets	877.50	835.60
Property, Plant & Equipment	415.46	429.10
Intangible Assets	0.68	2.30
Others Non - Current Assets	461.36	404.20
Current Assets	1,451.12	1,786.70
Inventories	102.68	283.80
Trade Receivables	504.58	442.60
Other Current Assets	843.87	1,060.30
Equity & Liabilities:	2,328.62	2,622.30
Equity	734.45	1,055.00
Non-Current Liabilities	731.85	531.50
Borrowings	614.55	531.50
Other Financial Liabilities	117.30	-
Current Liabilities	862.33	1,035.80
Trade Payables	264.59	254.40
Other Current Liabilities	597.73	781.40

Thank You

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KAPTIFY[®] Consulting

Strategy & Investor Relations | Consulting
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