



# **KILBURN ENGINEERING LTD.**

Plot No.6, MIDC - Saravali, Kalyan Bhiwandi Road, Distt. Thane 421 311 Maharashtra, India

☎ : +91 2522 283000 📠 : +91 2522 281026 🌐 : [www.kilburnengg.com](http://www.kilburnengg.com)

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8<sup>th</sup> July, 2023

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**

## **Subject – Investors' presentation**

Dear Sirs,

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 & DGM (Costing)  
M.no. – ACS 15390



KILBURN ENGINEERING LTD.



# Investor Presentation

July 2023

Kilburn Engineering Ltd.

# Safe Harbor



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# Professional Management Team



**Mr. Ranjit Lala**  
Managing Director

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

**Mr. Sachin  
Vijayakar**  
CFO

**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.

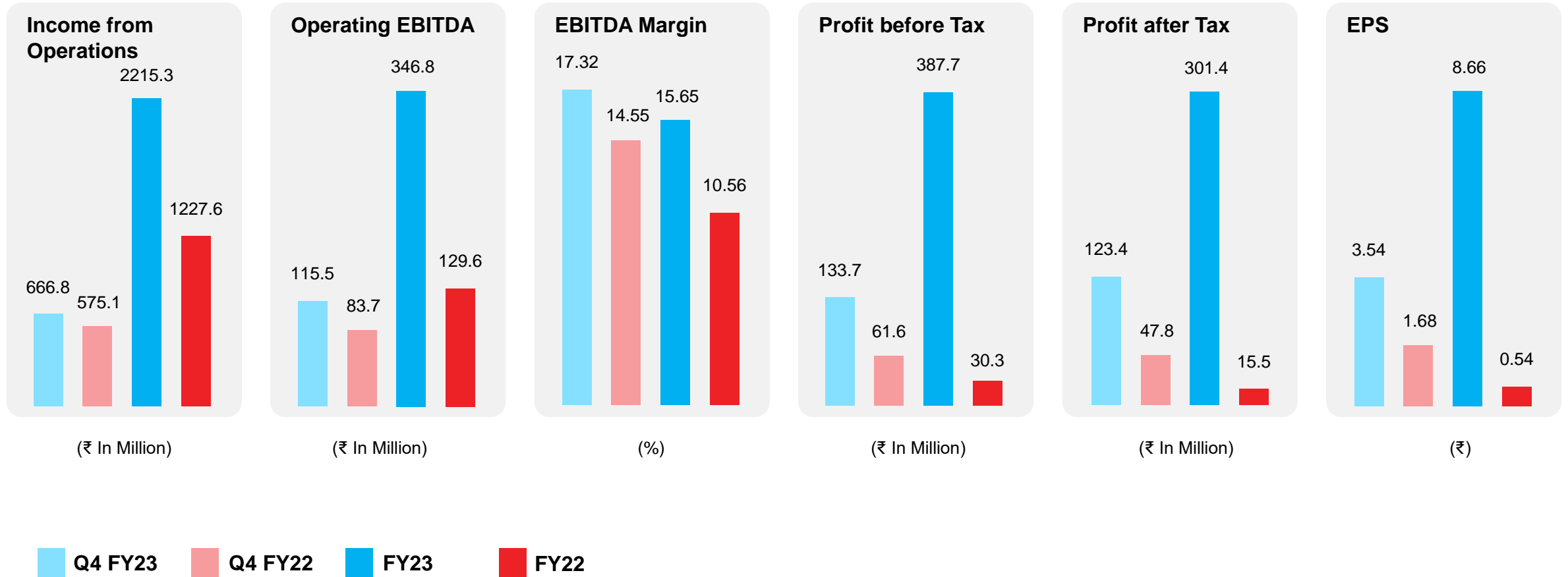
Mr. Sachin Vijayakar, age 58 years, is the CFO of the company. He has completed his Bachelor of Commerce. He is working with the company since 1985.

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.

# Consistent Growth

## Financial Performance (Q4 & FY23)



# Consistent Growth

## Performance Highlights (Q4 & FY23)



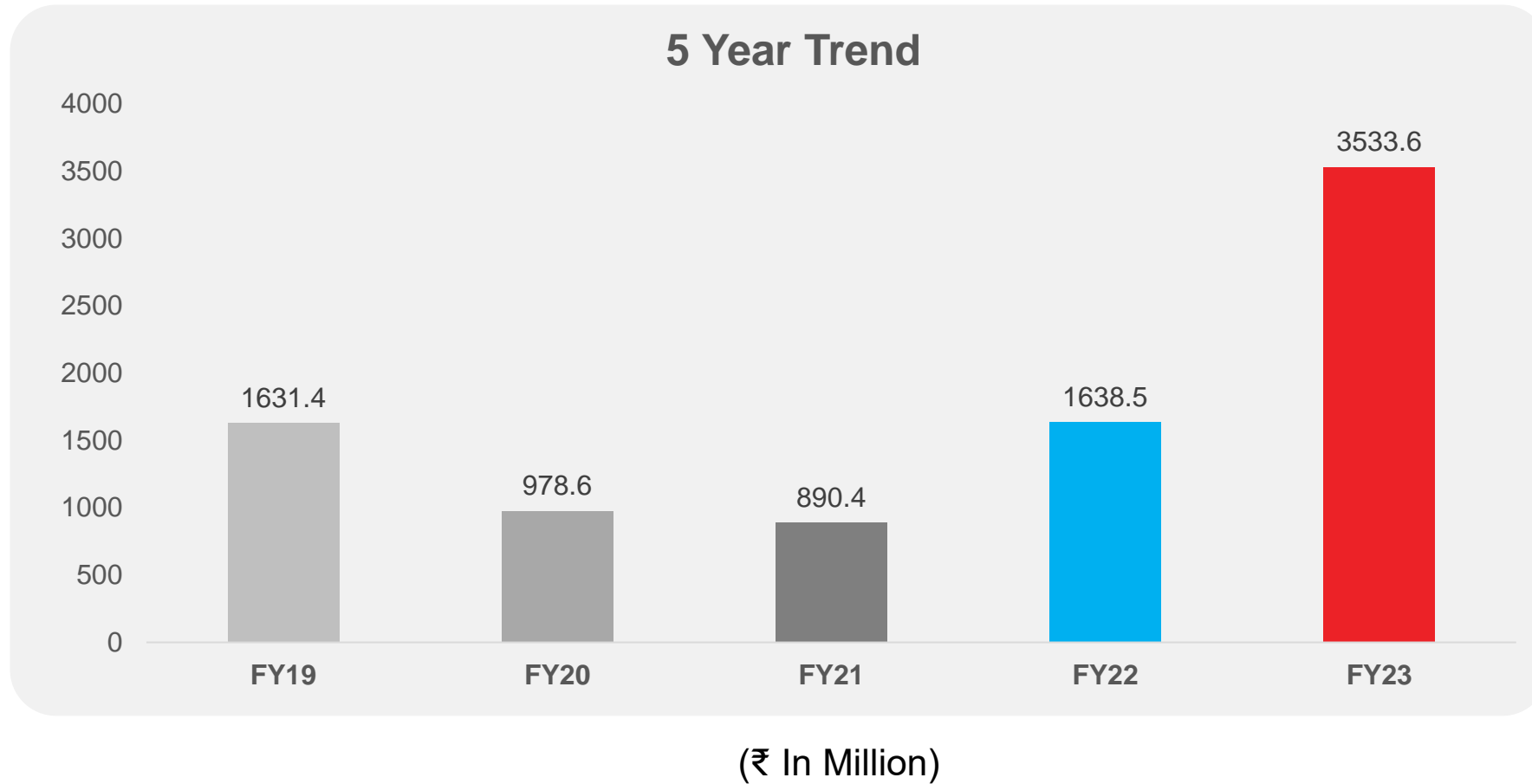
Achieved consistent growth in both top-line and bottom-line, supported by a healthy order inflow.

Recorded an impressive revenue growth of **23.90%** and **80.50%** compared to corresponding previous quarter of the current year and previous financial year respectively.

Maintained strong operating **EBITDA** margins at **17.32%**.

Secured order bookings of **₹ 3534 million** during the year, leading to a higher order backlog of **₹ 2460 million as of March 31, 2023**, to be executed within the next 12 to 18 months.

# Strong Order Book as of FY23

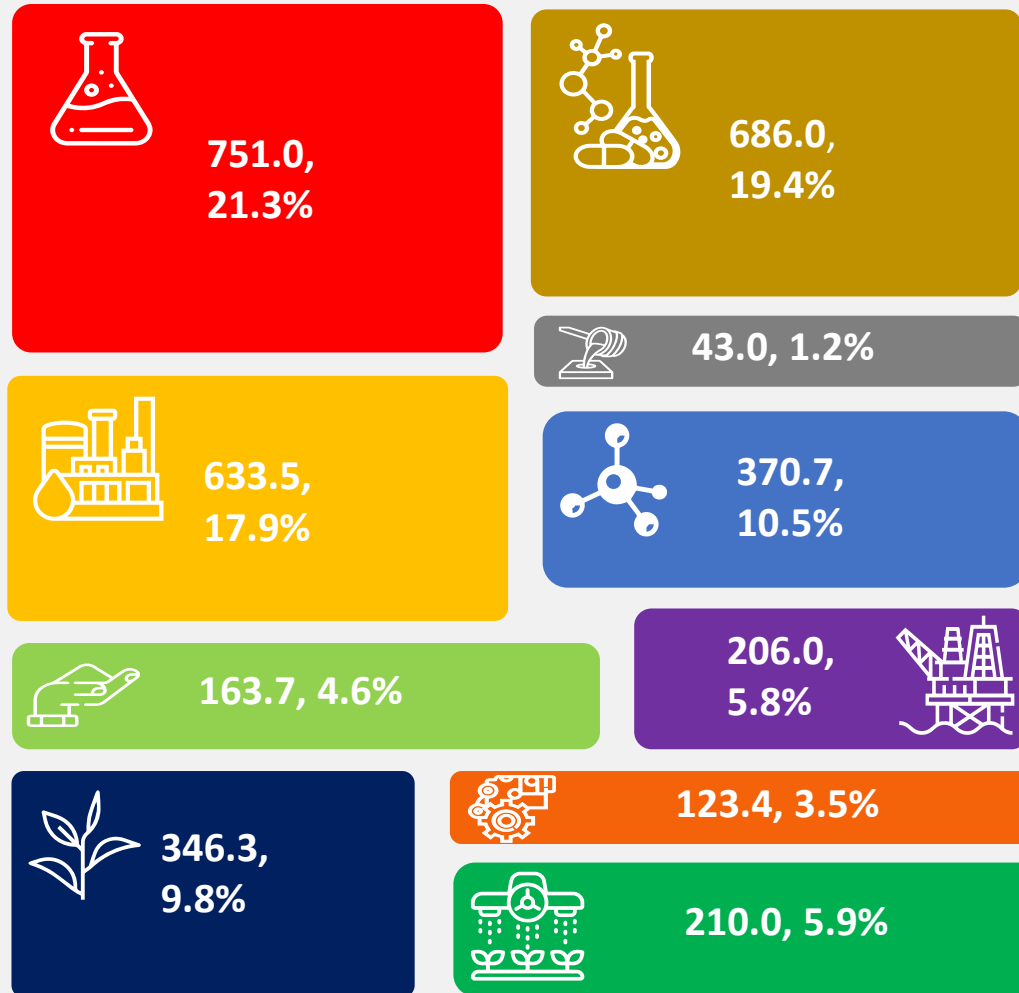


# Multi-Sectoral Order Book Spread as of FY23





Year FY23 (Value ₹ in Million, Share in %)

## Orders Received Sector-wise



Total Value ₹3,533.6 Million

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



# Key Achievements as of FY23



Received High value order for Fabrication of Silos from **a reputed PSU for ₹ 430 Million**

KEL continued to be the market leader in **the manufacture of tea dryers in the industry**

**KEL recorded highest total income of ₹ 2362 Million** during the year ended 31st March, 2023

KEL has the highest value of pending orders **amounting to approximately ₹ 2460 Million**

# 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.

# 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

# 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

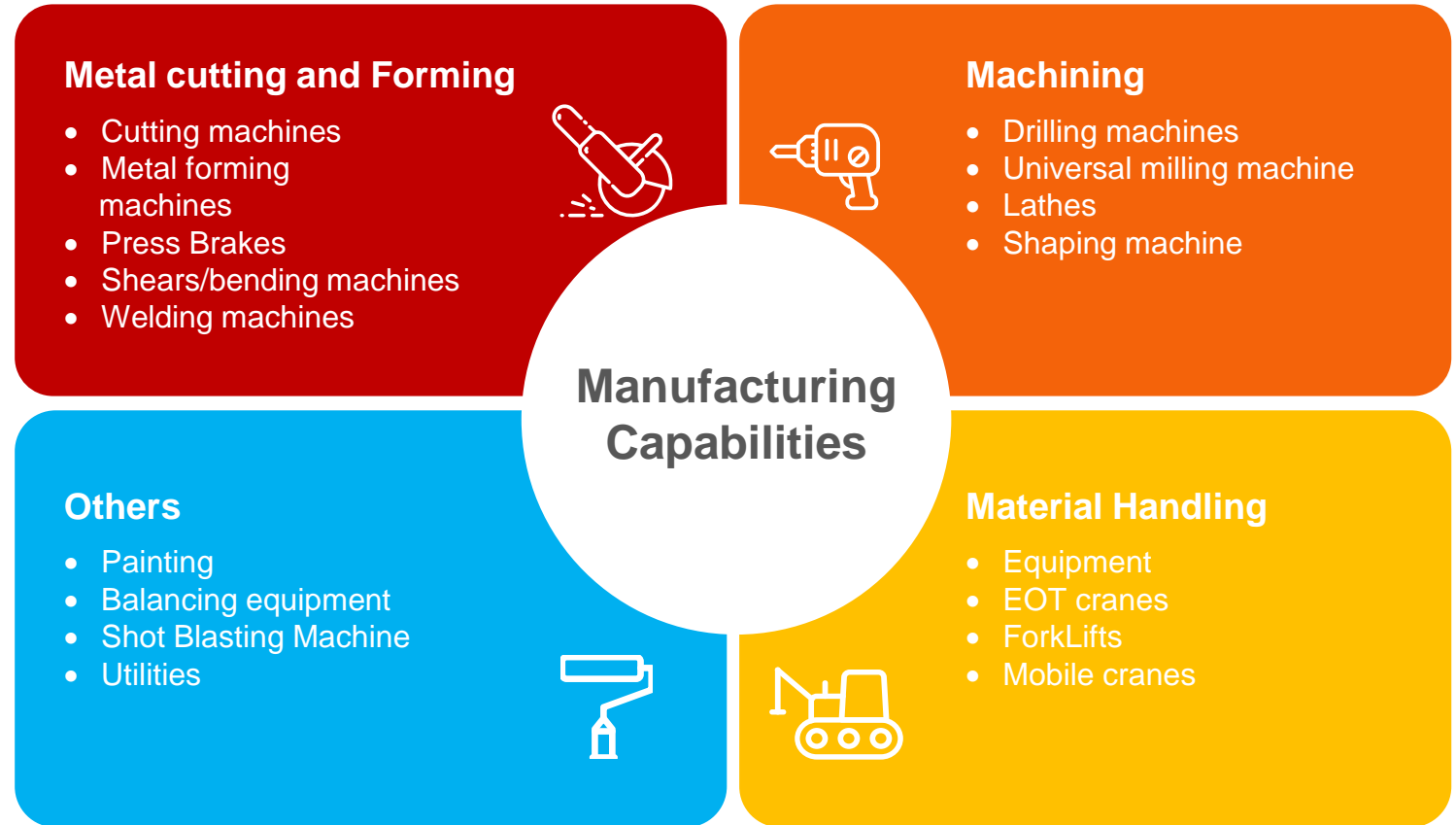


# Our Manufacturing Prowess



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.

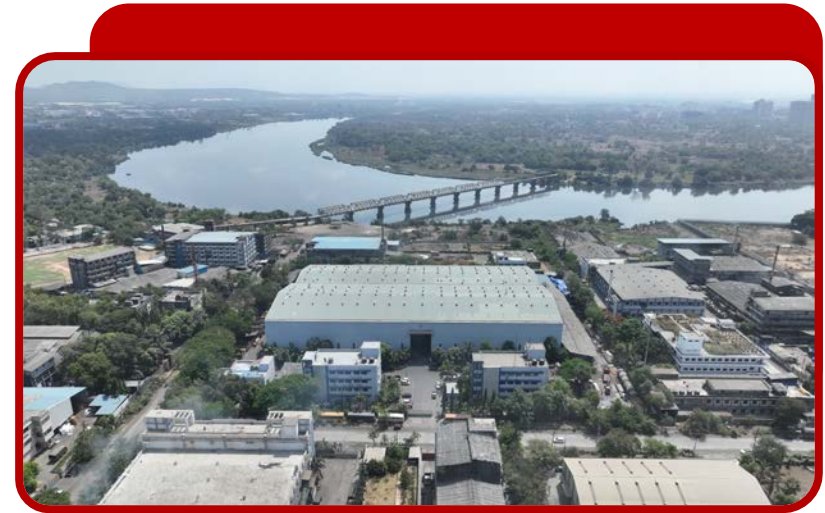
Manufacture equipment using materials such as aluminium, carbon steel, stainless steel, inconel, hastelloy, monel, nickel, duplex stainless steel, Alloy 253 mA and titanium.





# Our Manufacturing Prowess

## Plant Overview



# Our Manufacturing Prowess

## Engineering Centre (Recently Inaugurated)



# Our Global Presence



# 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.

**Order Book for FY 2023-24 opened at ₹ 2460 million & presently we are addressing enquiries of close over ₹ 7000 million,** resulting in continued growth in both top and bottom lines due to cost advantages from increased activity scale.

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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.

# Financial Metrics

## Quarterly Income Statement



Particulars (INR Mn)	Q4FY23	Q3FY23	Q4FY22	YoY%	QoQ%	FY23	FY22	YoY%
Revenue from Operations	666.80	538.20	575.10	15.95	23.90	2,215.30	1,227.50	80.50
Total Expenditure	551.30	447.70	491.40	12.19	23.10	1,868.50	1,097.90	70.20
<b>EBITDA</b>	<b>115.50</b>	<b>90.50</b>	<b>83.70</b>	<b>37.99</b>	<b>27.60</b>	<b>346.80</b>	<b>129.60</b>	<b>167.60</b>
EBITDA Margin (%)	17.32	16.82	14.55	277 bps	50 bps	15.65	10.56	509 bps
Other income	45.40	41.60	5.80	682.76	9.10	146.60	16.50	788.50
Depreciation	6.70	7.00	7.60	(11.84)	(4.30)	26.50	28.00	(5.40)
<b>EBIT</b>	<b>154.20</b>	<b>125.10</b>	<b>81.90</b>	<b>88.28</b>	<b>23.30</b>	<b>466.90</b>	<b>118.10</b>	<b>295.30</b>
Interest	20.50	19.30	20.30	0.99	6.20	79.20	87.80	(9.80)
<b>Profit Before Tax</b>	<b>133.70</b>	<b>105.80</b>	<b>61.60</b>	<b>117.05</b>	<b>26.40</b>	<b>387.70</b>	<b>30.30</b>	<b>1,179.50</b>
Tax	10.30	30.80	13.80	(25.36)	(66.60)	86.30	14.80	483.10
<b>Profit After Tax</b>	<b>123.40</b>	<b>75.00</b>	<b>47.80</b>	<b>158.16</b>	<b>64.50</b>	<b>301.40</b>	<b>15.50</b>	<b>1,844.50</b>
PAT Margin (%)	18.51	13.94	8.31	1020 bps	457 bps	13.61	1.26	1,235 bps
<b>Earnings Per Share (Rs)</b>	<b>3.54</b>	<b>2.17</b>	<b>1.68</b>	<b>110.71</b>	<b>63.10</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.**

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

**KAPTIFY Consulting**

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