

Kennametal India Limited

59th Annual General Meeting

Vijaykrishnan Venkatesan

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Continues to be resilient

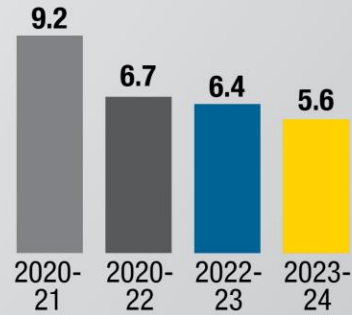


Steady growth in key economic indicators of GDP, Industrial Growth and Capex

Indian Economy : A Snapshot

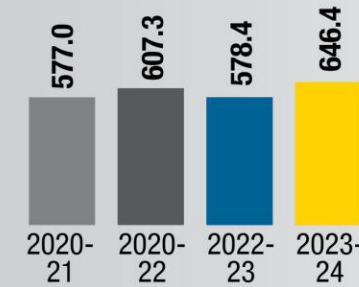
Fiscal Deficit

% of GDP

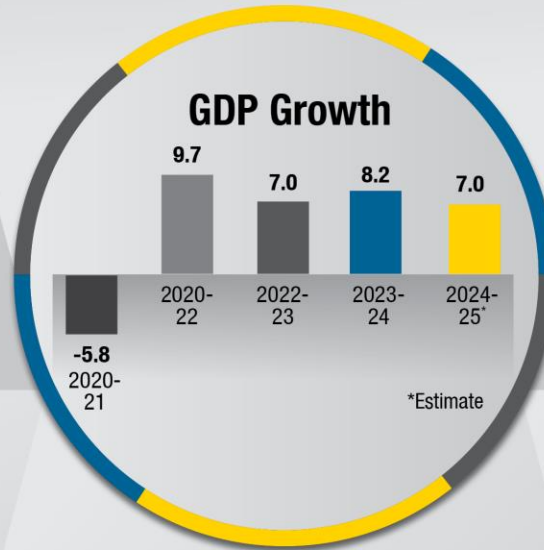


Foreign Exchange Reserves

In US \$ billion, year end

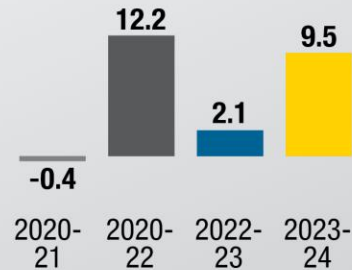


GDP Growth



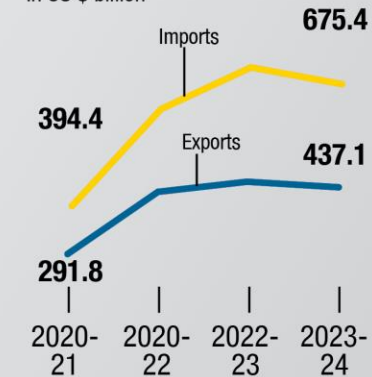
Industrial Growth

Growth rate at constant prices



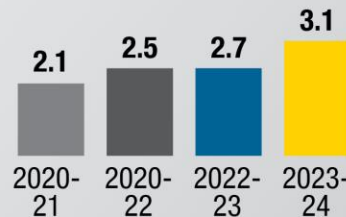
Foreign Trade

In US \$ billion

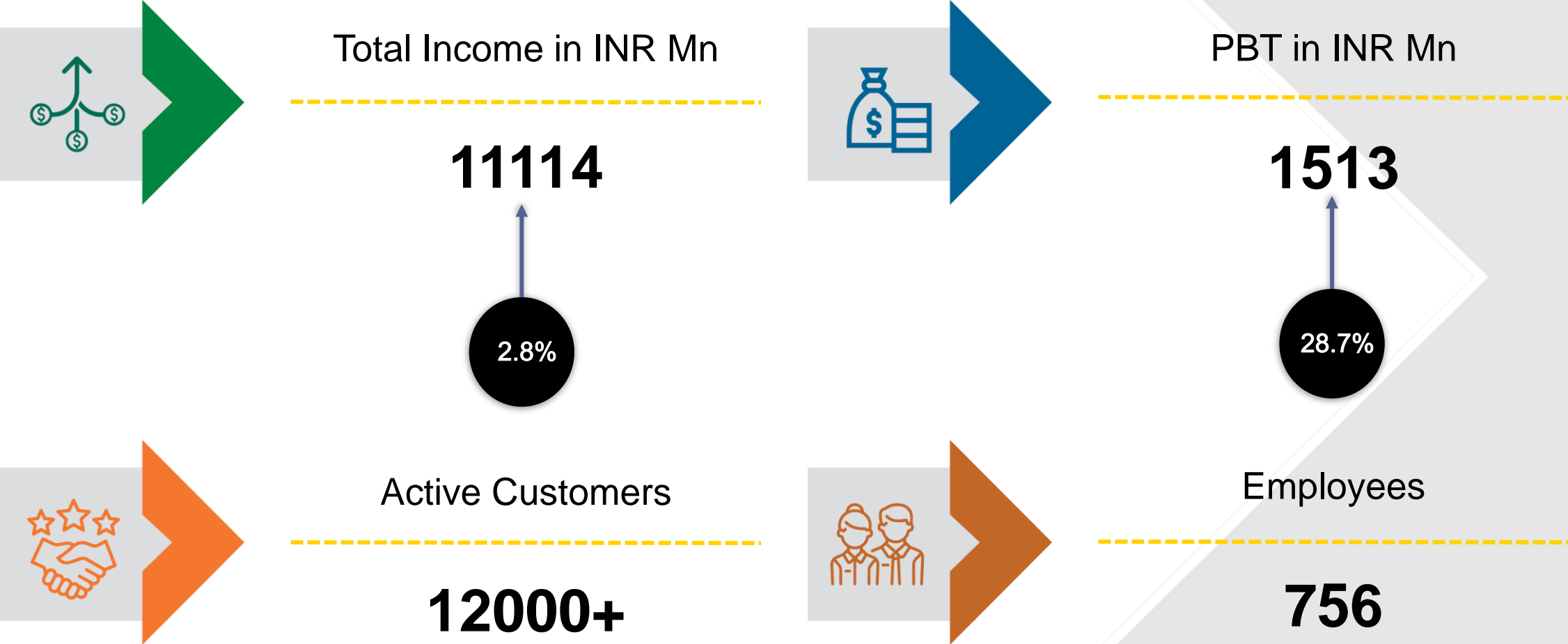


Capital Expenditure

% of GDP



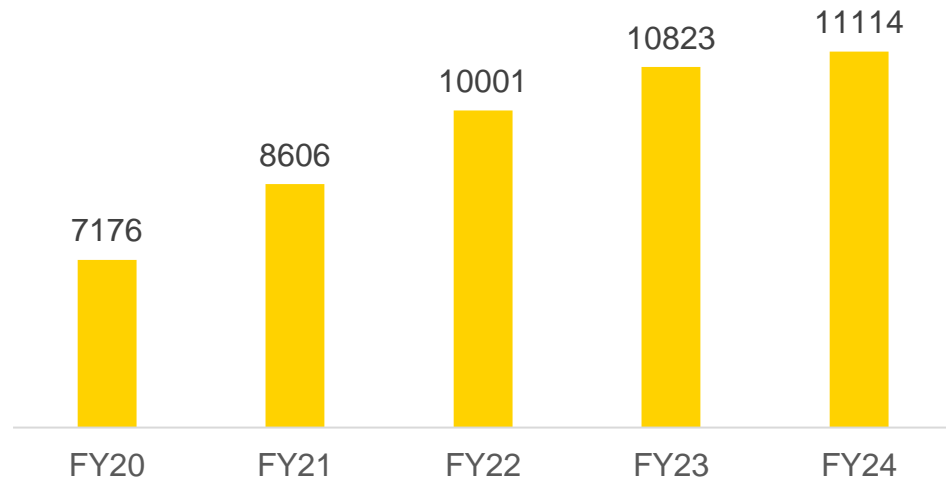
Growth in financial performance and expanding customer base



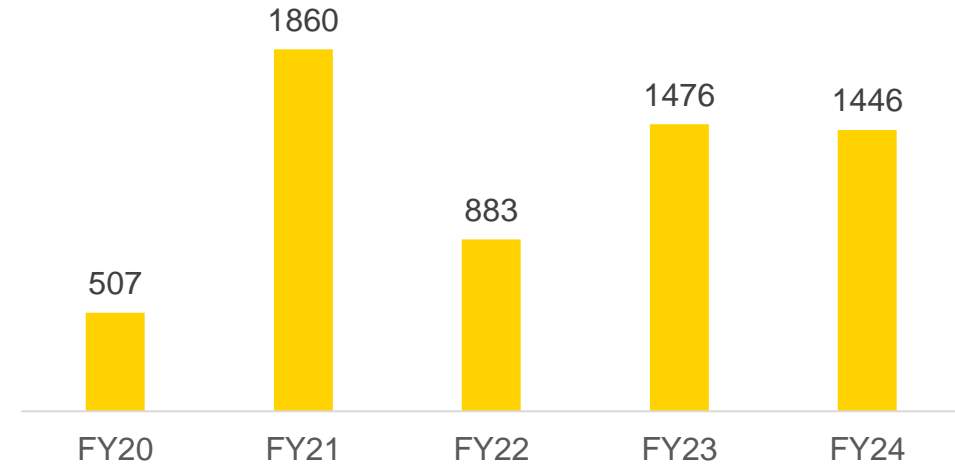
Key Financial Parameters

Income and Cash Flow remain strong

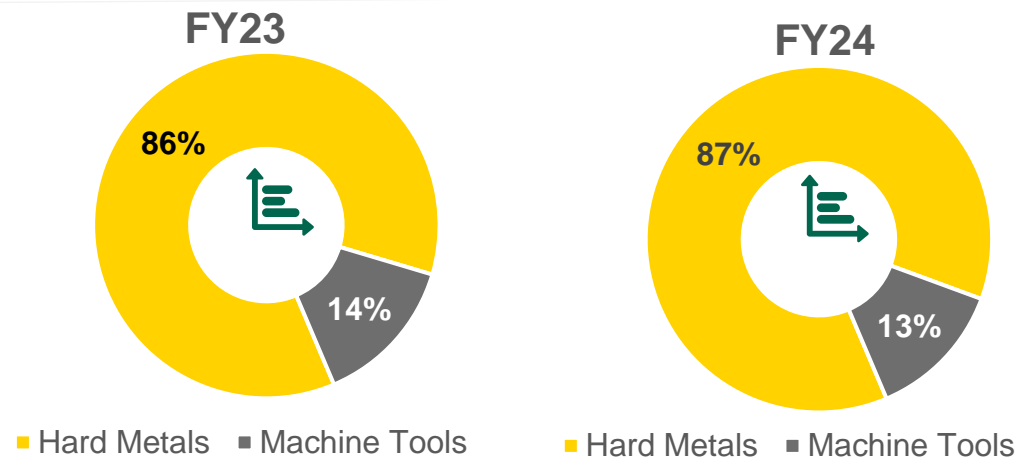
Total Income (₹ Mn)



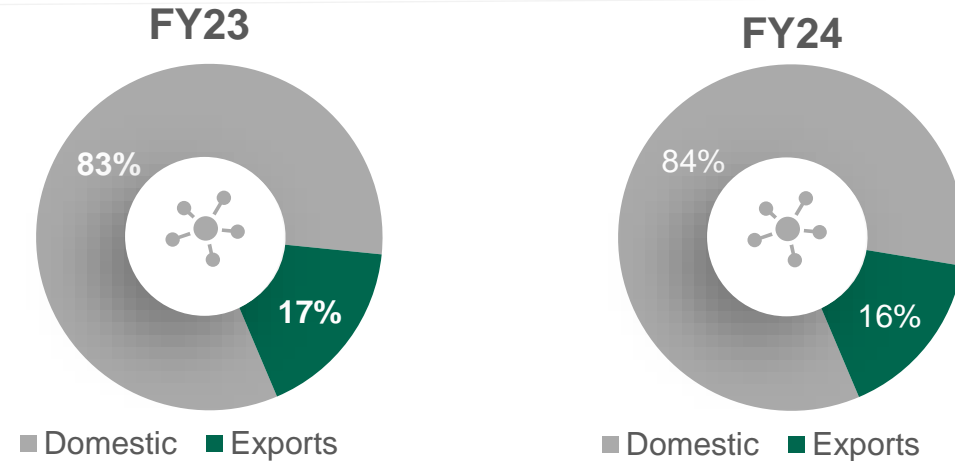
Operating Cash flow before Tax (₹ Mn)



Segment Wise Revenue Breakup (₹ Mn)



Revenue Breakup (Domestic vs Exports in ₹ Mn)



3 Value Creation Pillars



3 Value Creation Pillars



Treading a growth curve that is consistent and sustainable

Economic Growth



- IIP growth by 5.8%
- Passenger vehicle growth of 8.4%, decline in Commercial Vehicle and tractor segment

Increased plant utilization



- Localization initiatives
- Developing India for India products

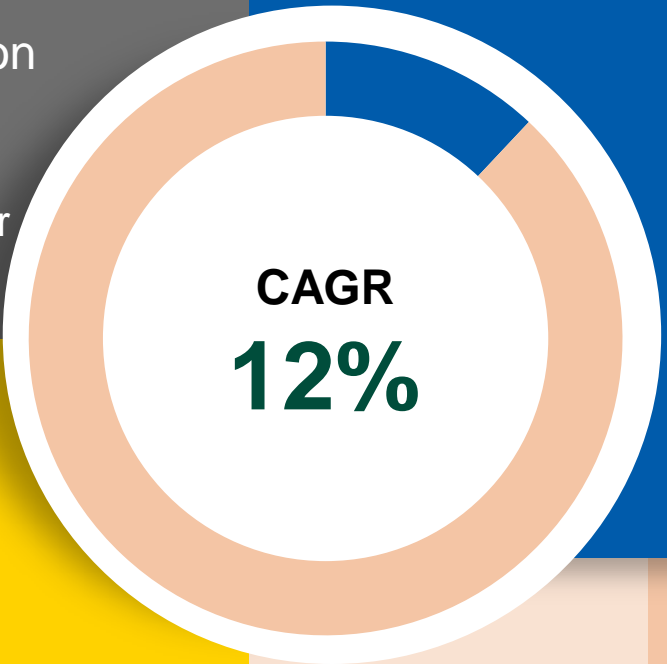
Gaining wallet share



- Value selling
- New Product launches
- Application Engineering

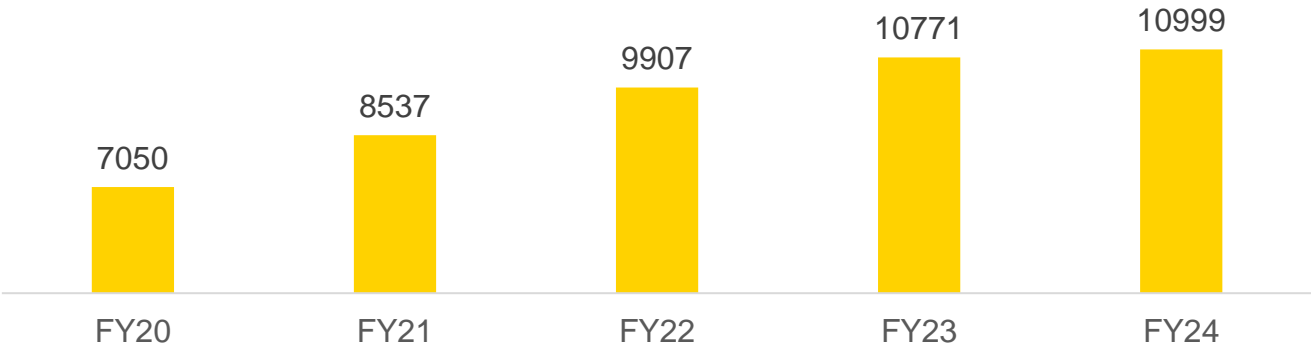


- Pricing actions
- Mitigating commodity inflation

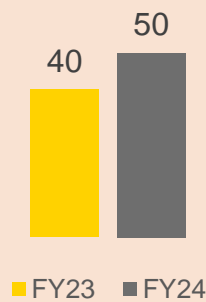


Growth at 1.3x to 1.4x of the addressable market segment growth

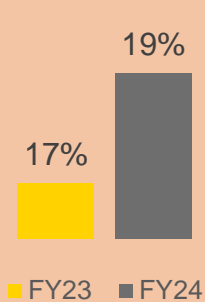
Sales (₹ Mn)



EPS (₹)



ROCE %



Segment Wise Performance

Hard Metals growth at par with industry trend, Machine Tools records highest ever order book

Hard Metals Revenue in ₹ Mn

9274

9533

2.8%

FY23

FY24

Machine Tools Revenue in ₹ Mn

1497

1466

-2.1%

FY23

FY24



Growth in end use segments – Aerospace, Automobile, General Engineering, MSME



New customer wins and horizontal deployment of proven solutions



Continued drive for price realization



Highest ever order book of INR 2000 Mn driven by new customer wins



New product launches – MachX800, BPG15 and VT850



Strong demand through digital and in-person marketing activities

3 Value Creation Pillars



Strong Recovery in Profit



Higher volumes leveraging domestic market demand

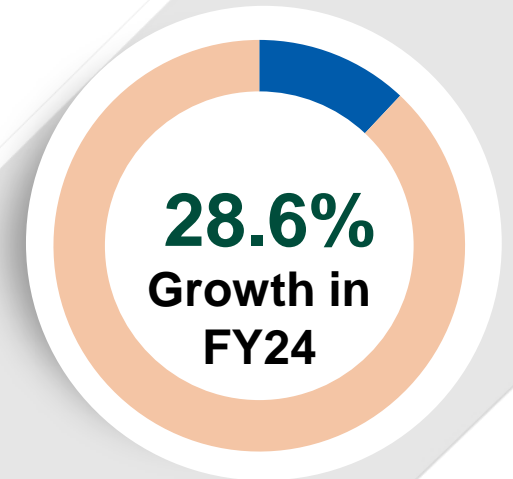
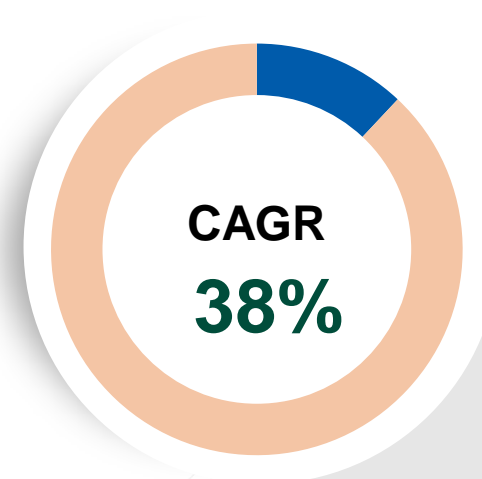
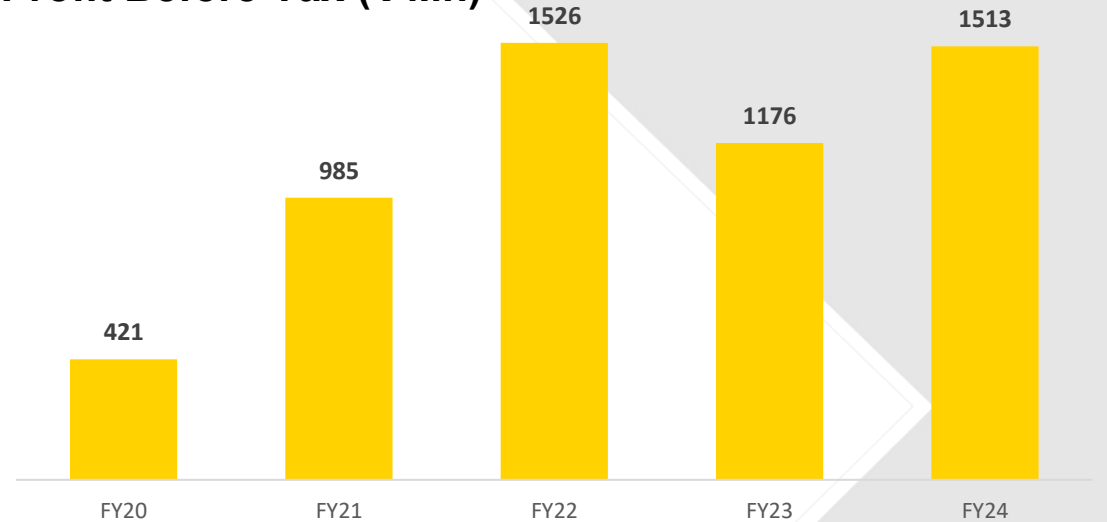


Portfolio optimization to optimize capacity utilization



Cost efficiency initiatives, driven by supply chain, sales, marketing, manufacturing, productivity improvement initiatives

Profit Before Tax (₹ Mn)



Lean principles to drive manufacturing excellence

Lean Management

- ➔ Infrastructure for Inventory and waste management
- ➔ Factory layout enhancement to drive productivity
- ➔ Value Stream Mapping
- ➔ Variance analysis

Quality Circle

- ➔ Customer complaint resolution
- ➔ Reward and Recognition
- ➔ Tier Board Discussions
- ➔ Modernized Inspection



continuous process support reduction time quality
waste management improvement lean
LEAN MANUFACTURING
SIX Sigma



3300 +
footfall across India



Customer Engagement

- Tradeshows
- Seminars
- Retailer Meets



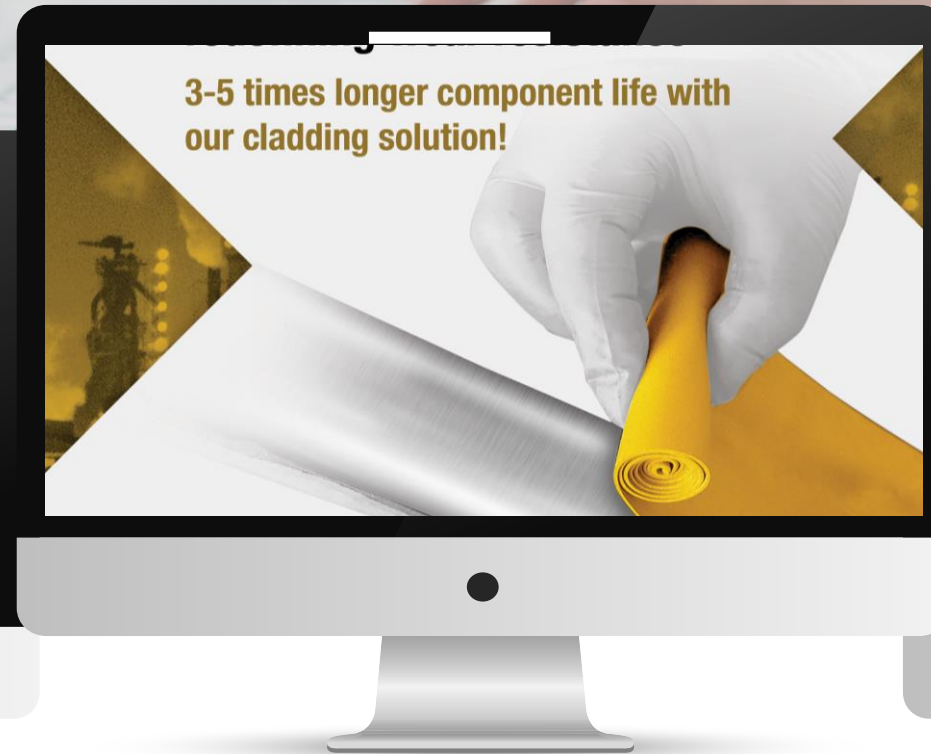
17+
locations covered

Digital Marketing



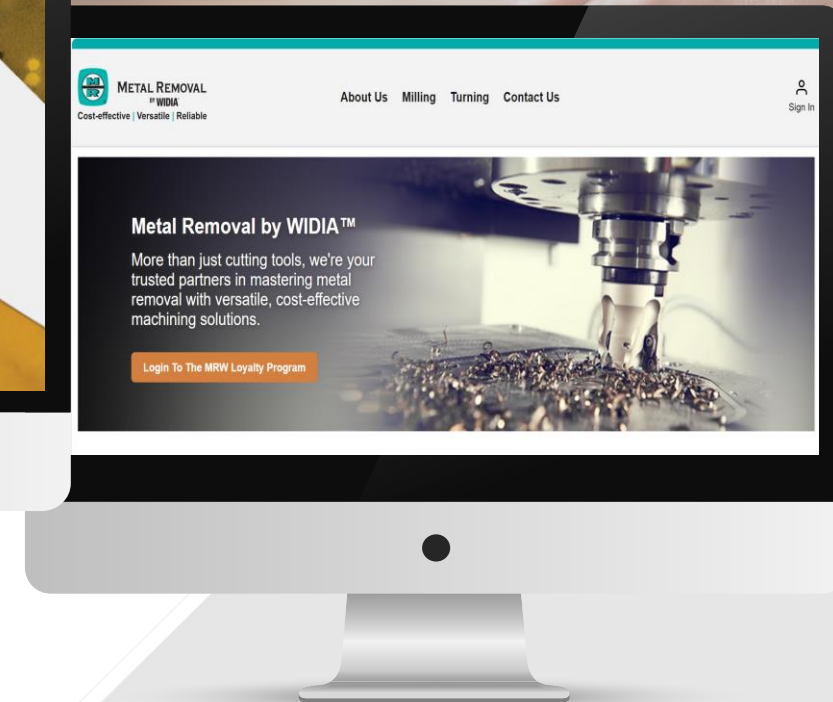
12000+

FOLLOWERS ON WIDMA
LINKEDIN HANDLE



7 MILLION

IMPRESSIONS FROM
PROMOTIONAL CAMPAIGNS



RETAIL OUTREACH

THROUGH DIGITAL CHANNELS –
WEBSITE, WHATSAPP, LOYALTY
PROGRAM

Safety First

Achieving Industry Accolades in Safety



Gold at the CII (Confederation of Indian Industry) EHS Excellence Awards 2023, in recognition of sustained contributions and innovation towards the health and safety of employees as well as the protection of the environment.



PEOPLE & CULTURE



Celebration of International Women's Day



Allyship program to foster DEI



Gender sensitization and POSH training for all employees



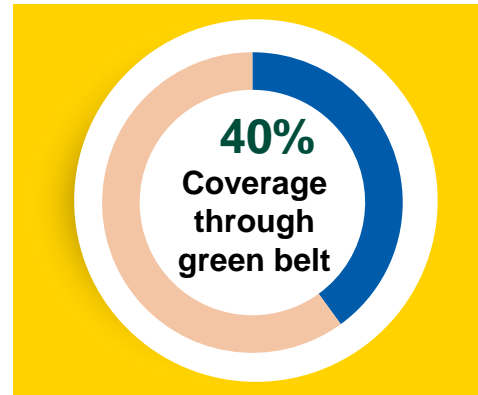
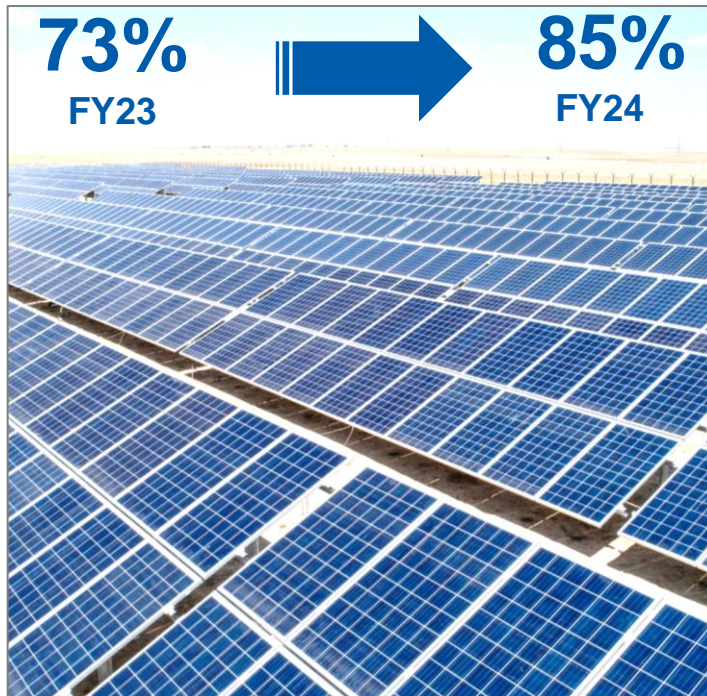
220+ trainings covered across the 9 principles of BRSR



EMERGE program to build future talent pool

ESG Efforts

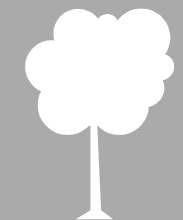
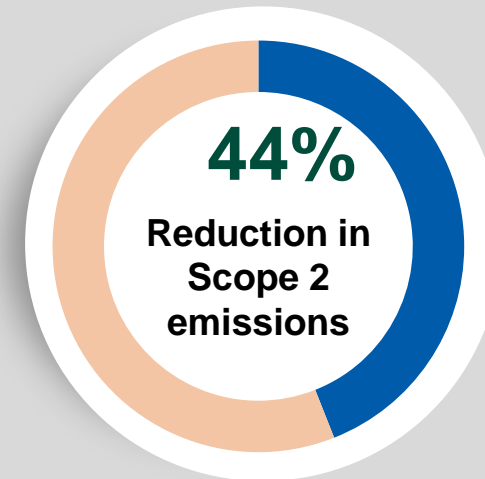
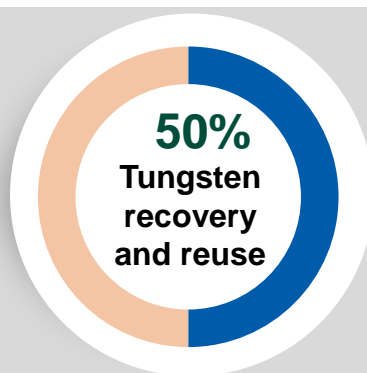
Striking a Gold in Environment practices



GreenCo gold rating for industry benchmarked environmental practices



Celebrating World Earth Day



Delivering on our CSR pillars



Technical Education

Supporting engineering education for 20 students



Protecting our planet

Harokethanahalli lake restoration restoring 140 million liters of water



In the community

32 specially abled women supported under the Spandana project

3 Value Creation Pillars

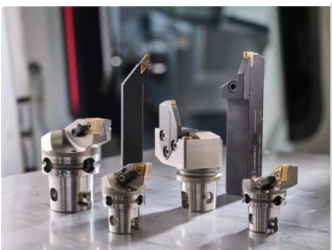


Enhancing portfolio through Innovations



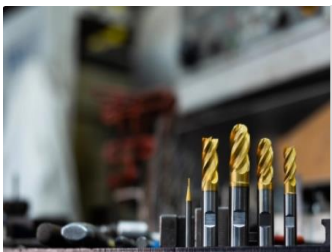
HARVI™ II TE

- 5-flute Solid End Mills that enable increased MRR, tool life and chip evacuation capabilities
- Wide material application range



KCU25B

- ISO, Groove-turn and Cut-off Turning Inserts
- Features a newly engineered KENGold™ PVD multilayer coating for consistent multi-material cutting and improved wear resistance



GOMill™ PRO - Metric Launch

- Versatile, 4-Flute End Mills with multilayer TiN/TiAlN coating
- Go-to, high performance solution for small to medium sized shops



TopSwiss™ MBS

- Precision internal turning solution for creating small and micro components
- Best-in-class tool life and surface finishes



PrimePoint™

- Longwall mining picks that feature a polycrystalline diamond (PCD) tip, enabling operators to mine longer



PlusPoint™

- Continuous mining picks that utilize extra-tough grade KHE16 to penetrate the hardest of rocks for mechanical extraction of coal and non-metal minerals



Defender™ Round Drill Steel System

- Added to the roof bolting lineup to solve challenges miners face when poor roof geology and water combine



Road King™

- The next-gen Road King tool series provides superior milling machine performance

Enhancing portfolio in WIDMA

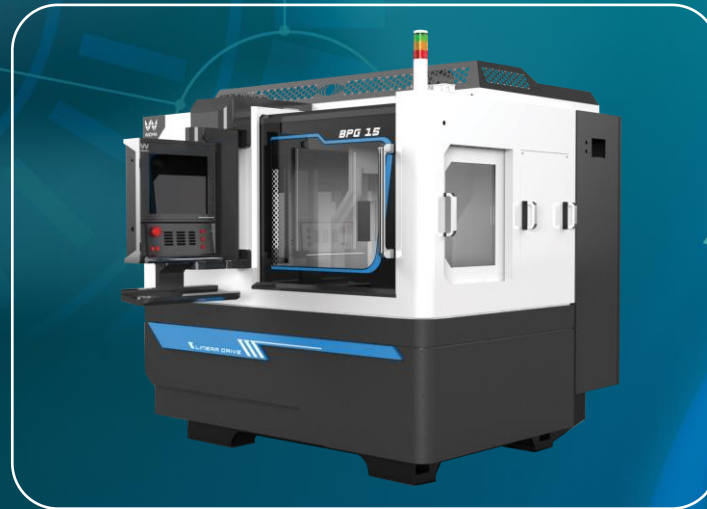
MacHX800

Horizontal Machining
Center



BPG 15

Blank Profile Grinding
Machine



VT850

Vertical Turning Lathe



Capital Appreciation to Shareholders in 5 years

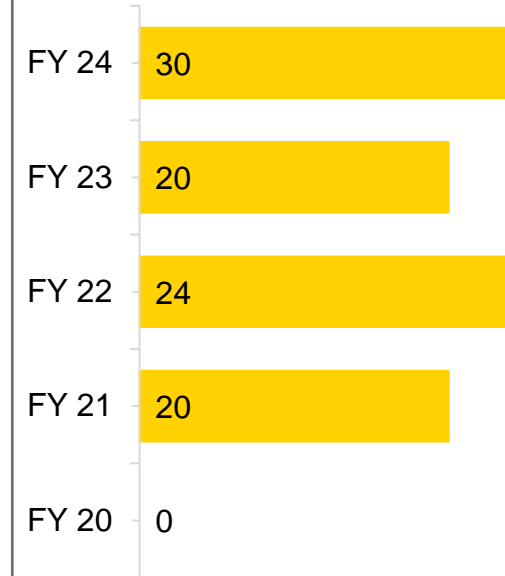
Share Price
increase

196.80%

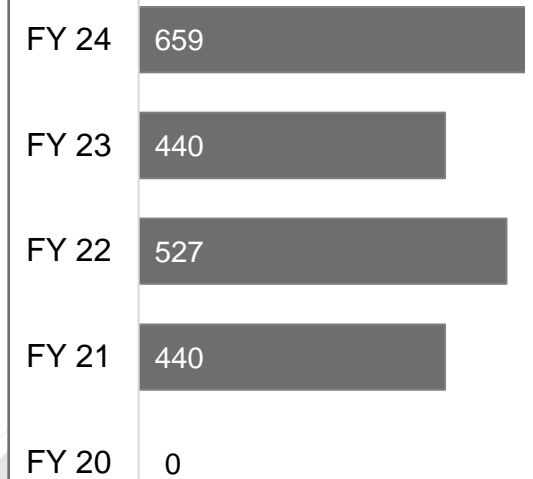
Dividend
Yield

8.45%

Dividend per share (₹)



Capital return to
shareholders (₹ Mn)



Diverse and experienced team steering the growth for KIL



Vijaykrishnan Venkatesan
Managing Director



Prashant Shetty
Senior Director Sales – Metal Cutting



Swamy M.T.
Director Sales - Infrastructure



Rajashekar Venkat
Director - Machining Solutions Group



Swastika Mukherjee
General Manager – Strategic Marketing



Raghavendra. S
Director - Manufacturing



K.V. Suresh Reddy
Chief Financial Officer



Anupriya Garg
Legal Counsel & Company Secretary



Manu Kidave
General Manager – Human Resources

Thank You.