Kirloskar Electric Company Ltd — FY 2023 Annual Report Analysis

Annual Report Analysis (Consolidated)

Investor Snapshot

#	Analytical point	Sentiment
1	**Revenue grew 41.5% YoY to □474 Cr, driven by a 52% surge in the Rotating Machines segment, signaling a robust recovery in industrial demand.**	—
2	**Operating Profit turned positive at □36 Cr (8% OPM), marking a significant operational turnaround from a loss of □16 Cr in the previous year.**	—
3	***The company is technically insolvent with a negative net worth of (239.20) Cr and a dangerously low Current Ratio of 0.33, indicating severe liquidity stress.***	—
4	***Finance costs are predatory at 16.5% interest, consuming 61% of operating profits and creating a value-destructive cycle of debt servicing.***	—
5	***Cash flow generation is weak with a CFO/PAT ratio of only 0.23, as working capital requirements consumed 42.37 Cr during the period.***	—
6	Capital allocation is survival-focused, with asset monetization of □6.83 Cr exceeding new capex of □3.86 Cr to fund operations and debt.	—
7	***Earnings quality is poor, with 44% of PAT derived from non-operational provision reversals and 22 Cr of Other Income from asset sales.***	—
8	***Governance risks are elevated due to a Qualified Audit opinion regarding "Going Concern" and 75.42% of promoter holdings being pledged.***	—
9	***Asset quality is a major concern as 61.1% of gross trade receivables (59.79 Cr) are aged over 3 years, posing significant write-off risks.***	—
10	The strategic pivot to the EV motor market positions the firm as a domestic pioneer, offering a high-growth trajectory if liquidity stabilizes.	—
11	Outlook remains precarious, dependent on the successful monetization of land assets and the resolution of a □31.74 Cr disputed tax demand.	—
12	Investment View: Watch; the operational recovery is overshadowed by balance sheet fragility, requiring a positive net worth transition before entry.	—

Final research summary: Kirloskar electric company LTD (KECL)

1. Business overview

- **Business Segments:** Operates through three primary segments: Rotating Machines Group (motors, alternators, generators), Power Generation & Distribution (transformers, DG sets), and Others.
- **Revenue Drivers:** Growth is driven by a recovery in industrial demand, high-profile government contracts (e.g., Central Vista Project), and a strategic pivot toward the Electric Vehicle (EV) motor market.
- **Cost Drivers:** Primary costs include raw materials (specifically copper, iron, and steel totaling □166.88 Cr), employee benefits, and high-interest finance costs.
- **Industry Position:** Transitioning from a legacy industrial provider to a specialized player in high-growth niches like EVs, renewables, and bio-refineries; positions itself as a "pioneer" in domestic EV motors.

- **Expansion Plans:** No major greenfield capacity additions; focus is on improving "low" capacity utilization and developing "tailor-made" high-value engineering products.
- **Acquisitions & Divestments:** Strategic focus on domestic "Atmanirbhar" opportunities following the LDW Germany insolvency; ongoing liquidation of non-core assets and vacant land to repay debt.
- **Segment Performance:** Rotating Machines grew 52.1% (□197.30 Cr); Power Generation & Distribution grew 31.9% (□242.32 Cr); Others grew 59.6% (□33.93 Cr).
- **Geographical Presence:** Heavily reliant on the domestic Indian market; export revenue contributes only □13.49 Cr (2.85% of total sales).

2. Management commentary & outlook

- Management characterizes the current phase as a "remarkable resurgence," highlighting a return to operational profitability and the successful recall of laid-off workmen.
- Strategy is centered on domestic recovery and debt restructuring by liquidating non-core assets to address a "severe shortage of working capital."
- Growth guidance is optimistic regarding the EV ecosystem, Indian Railways, and Defense sectors, positioning the company as a beneficiary of Union Budget pushes for EV production.
- Competitive intensity is acknowledged from both unorganized and organized players; management's defense is a shift toward "customization" and bespoke equipment.
- The resolution of the Mysore Division strike (August 2022) is cited as a key milestone in stabilizing the industrial relations environment.
- Long-term vision involves moving away from disastrous international expansions toward a leaner, professionalized management structure under a new MD and CFO.
- Management acknowledges the fragility of the balance sheet but remains confident in the "Going Concern" assumption based on asset monetization plans.
- **Management Tone:** The management tone is characterized by "survivalist optimism." They are rightfully proud of surviving a near-death experience following the LDW insolvency and are pivoting effectively toward the EV and Infrastructure themes. However, the narrative glosses over the extreme fragility of the balance sheet (negative net worth and low current ratio). The tone is "conservative" regarding future financial projections but "aggressive" regarding their technological standing in the EV motor market. Investors should view the "stronger than ever" commentary with caution, as the business is currently an asset-monetization play as much as an industrial recovery story.

3. Financial analysis

3.1 Financial statements

P&L statement (□Cr)

Line item	Mar 2023	Mar 2022
Sales	474	335
Sales Growth %	41.50	20.57
Expenses	437	350
Material Cost %	68	74
Raw material cost	324	256
Change in inventory	-3	-9
Manufacturing Cost %	4	5
Employee Cost %	14	18
Other Cost %	6	8
Operating Profit	36	-16
OPM %	8	-5
Other Income	22	119
Exceptional items	6.72	101.18
Other income normal	15.53	17.84
Interest	22	31
Depreciation	5	5
Profit before tax	31	67
Tax %	0	0
Net Profit	31	67
Profit from Associates	0	0
Minority share	0	0
Exceptional items AT	7	101
Profit excl Excep	24	-34
Profit for PE	24	-34
Profit for EPS	31	67
Profit Growth %	172	35
EPS (□)	4.68	10.15
Dividend Payout %	0	0

Balance sheet (□Cr)

Line item	Mar 2023	Mar 2022
Equity Capital	66	66
Reserves	25	10
Borrowings	133	142
Long term Borrowings	0	0
Short term Borrowings	133	142
Preference Capital	0	0
Other Borrowings	0	0
Other Liabilities	388	397
Non controlling int	0	0
Trade Payables	164	154
Advance from Customers	26	41
Other liability items	199	202
Total Liabilities	614	616
Fixed Assets	439	442
Land	403.67	404.76
Building	53.24	52.51
Plant Machinery	153.05	151.72
Equipments	22.53	21.22
Furniture n fittings	8.09	8.29
Vehicles	4.12	4.12
Intangible Assets	15.12	10.89
Other fixed assets	6.30	6.34
Gross Block	666.12	659.85
Accumulated Depreciation	226.64	217.99
CWIP	1	1
Investments	2	2
Other Assets	172	171
Inventories	53	48
Trade receivables	54	38
Receivables over 6m	64	29
Receivables under 6m	34	54
Prov for Doubtful	-43	-44
Cash Equivalents	25	48
Loans n Advances	12	10
Other asset items	27	27
Total Assets	614	616

Cash flow statement (□Cr)

Line item	Mar 2023	Mar 2022
Cash from Operating Activity	7	35
Profit from operations	50.32	7.51
Receivables	-12.97	8.32
Inventory	-5.10	-6.82
Payables	-24.30	27.17
Other WC items	0	0
Working capital changes	-42.37	28.67
Direct taxes	-0.65	-1.22
Cash from Investing Activity	2	103
Fixed assets purchased	-3.86	-0.65
Fixed assets sold	6.83	35.26
Investments purchased	0	0
Investments sold	0.10	67.80
Interest received	0.64	0.70
Dividends received	0	0
Other investing items	-1.66	0
Cash from Financing Activity	-33	-109
Proceeds from shares	0	0
Proceeds from borrowings	0	21.69
Repayment of borrowings	-7.90	-41.42
Proceeds from deposits	0	0
Interest paid fin	-24.61	-72.15
Financial liabilities	0	0
Other financing items	-0.79	-16.90
Net Cash Flow	-24	29
Free Cash Flow	10	70
CFO/OP	22	-230

Key ratios

Line item	Mar 2023	Mar 2022
Debtor Days	42	42
Inventory Days	61	71
Days Payable	187	227
Cash Conversion Cycle	-84	-114
Working Capital Days	-241	-402
ROCE %	21	-1

3.2 Financial analysis summary

- **Revenue** grew by 41.5% to ₹474.00 Cr, primarily driven by the Rotating Machines Group (₹242.33 Cr) and Power Generation and Distribution (₹197.29 Cr), signaling a strong recovery in industrial demand.
- **Operating Profit** turned positive at ₹36.00 Cr (8% OPM %) from a loss of ₹16.00 Cr in FY22, as Raw material cost as a percentage of sales dropped from 74% to 68%, suggesting improved capacity utilization.
- **Net Profit** of ₹31.00 Cr was significantly bolstered by Other Income of ₹22.00 Cr, which included ₹6.72 Cr of Exceptional items from asset sales and ₹13.65 Cr of provisions written back; excluding these, the Profit excl Excep was ₹24.00 Cr.
- **Finance Cost** remains a critical burden at ₹22.00 Cr, driven by a very high Interest rate of 16.5% on bank working capital loans, reflecting a high-risk credit profile requiring ₹70.14 Cr in personal guarantees from the Executive Chairman.
- **Trade Receivables** (Net) increased to ₹54.00 Cr, but a severe quality risk exists with 61.1% of Gross Trade Receivables (₹59.79 Cr) outstanding for more than 3 years, leading to a Prov for Doubtful debts of ₹43.00 Cr.
- **Working Capital** is in a state of severe stress as Trade Payables of ₹164.00 Cr and Other Liabilities of ₹388.00 Cr far exceed current assets, resulting in a Working Capital Days of -241.00 and a reliance on supplier credit.
- **CFO** fell sharply to ₹7.00 Cr from ₹35.00 Cr YoY, despite higher Profit from operations of ₹50.32 Cr, because Working capital changes consumed ₹42.37 Cr, specifically driven by a ₹24.30 Cr reduction in Payables.
- **Fixed Assets** are dominated by Land valued at ₹403.67 Cr under the Revaluation Model, which supports the Net Worth but masks the erosion of operational reserves; Depreciation remained flat at ₹5.00 Cr.
- **Total Debt** of ₹133.00 Cr is entirely comprised of Short term Borrowings, including ₹63.14 Cr of unsecured inter-corporate deposits at 12.65% interest, creating a precarious liquidity position where Net Cash Flow was negative ₹24.00 Cr.
- **Capital Allocation** is focused on survival rather than growth, with Fixed assets sold (₹6.83 Cr) exceeding Fixed assets purchased (₹3.86 Cr), and Free Cash Flow of ₹10.00 Cr being used to service debt.
- **ROCE %** improved to 21.00% from -1.00%, but this return is optically inflated by the low capital base (eroded Reserves) and the inclusion of non-operational Other Income.
- **Other Assets** include ₹8.38 Cr in Capital Advances and ₹6.08 Cr in Disputed Statutory Dues Paid, while Other Liabilities at ₹66.73 Cr (14% of Revenue) act as a vaguely described "dumping bucket" for various obligations.
- **Other Expenses** were impacted by a 12x jump in Warranty Claims (₹1.61 Cr vs ₹0.13 Cr), suggesting potential product quality issues or aggressive clearing of old claims.
- **Overall Synthesis:** Kirloskar Electric has achieved a significant operational turnaround in **Revenue** and Operating Profit during FY23, yet the business remains trapped in a liquidity crisis characterized by high-cost

Total Debt, aged Trade Receivables, and a heavy reliance on asset monetizations to bridge the gap between low CFO and high Finance Cost.

3.3 Contingent liabilities & commitments

- **Disputed Income Tax Demand:** ₹31.74 Cr demand; management has not made a provision, representing a significant tail risk to liquidity.
- **Guarantees:** ₹8.20 Cr outstanding.
- **Bills Discounted with Banks:** ₹7.15 Cr.
- **Sales Tax Demands:** ₹5.08 Cr under appeal.
- **Claims not acknowledged as debt:** ₹4.88 Cr.
- **DRT Dispute:** A dispute involving a guarantee for Kirloskar Investment and Finance Ltd (₹2.00 Cr principal + ₹2.06 Cr interest) has been upheld by the DRT; the company has appealed.
- **Industrial Disputes:** Various disputes pending before judicial authorities; the liability is currently "unascertained."

3.9 Earnings quality & forensic checks

#	Check	Impact	Status	Notes detail
1	PAT vs CFO trend	Profit ↓ — earnings overstate cash	—	CFO/PAT ratio is only 0.22, indicating very poor cash conversion of reported profits.
2	Receivables & channel-stuffing signal	Revenue ↑↓ — collection risk	—	Net receivables growth mirrors sales growth, but 61% of gross receivables are >3 years old.
3	Revenue timing (advances)	Revenue ↓ — declining order book	—	Significant decrease in trade advances suggests a reduction in the forward order book.
4	Revenue from related parties %	Neutral — low direct RPT sales	—	Related party sales are minimal at <1% of total revenue from operations.
5	Inventory vs revenue growth	Profit ↑ — efficient rotation	—	Inventory grew 10.7% vs 41.5% revenue growth, aiding margins.
6	Inventory valuation method change	Neutral — consistent policy	—	Standard Ind AS valuation; physical verification corrected minor previous record mistakes.
7	Exceptional items in operating profit	Profit ↑ — non-core boost	—	PAT is heavily reliant on asset monetization rather than core manufacturing operations.
8	Depreciation rate vs useful life policy	Profit ↑ — low charge	—	Depreciation is only 1% of sales, potentially understating asset wear.
9	Provision reversals boosting PAT	Profit ↑ — non-cash gain	—	Nearly 44% of PAT comes from reversing old provisions.
10	Tax rate consistency	Neutral — zero tax	—	Company utilizes brought forward losses to offset tax liability.
11	CWIP age and stalling projects	Neutral — immaterial	—	No significant capital projects are currently stalling.
12	Deferred tax asset recognition	Profit ↑ — net worth support	—	Accounting for DTL on revalued land prevents further erosion of the thin equity base.
13	RPT quantum and trend	Profit ↓ — high dependency	—	Company lacks standalone creditworthiness; relies on promoter backing.
14	Dividend paid vs FCF adequacy	Neutral — no dividends	—	Cash conserved to service high-interest debt (16.5% rate).
15	Auditor Going Concern Qualification	Profit ↓ — solvency risk	—	Net worth is eroded; group has accumulated losses.
16	Subsidiary Receivable Quality	Profit ↓ — impairment risk	—	Auditor raised KAM regarding realization value of transferred receivables.
17	Land Revaluation Policy	Profit ↑ — net worth inflation	—	Policy allows bolstering net worth using non-operational asset value increases.

4. Management & governance

A. Auditor Report & Key Audit Matters * **Audit Opinion Type:** ***Qualified Opinion***. * **KAM - Going Concern:** Auditor expressed significant doubt due to eroded net worth and accumulated losses. Management remains confident based on asset monetization. * **KAM - Trade Receivables (Kelbuzz):** Auditor flagged □24.23 Cr of receivables in the subsidiary older than 2 years. * **KAM - Inventory Records:** Previous periods showed discrepancies; corrected via physical verification. * **Emphasis of Matter:** Severe liquidity constraints (Current Ratio 0.33) and high-cost debt (16.50% interest).

B. Related Party Transactions | Party | Relationship | Nature | Amount (□Cr) | Concern | | :--- | :--- | :--- | :--- | :--- | | Vijay R Kirloskar | KMP | Remuneration | 3.20 Cr | High vs Net Worth | | Kirsons Trading PTE LTD | Associate | Sale of Goods | 2.72 Cr | Arm's length check | | Vijayjyothi Investment | Promoter Entity | Rent Paid | 0.78 Cr | Potential Tunneling | | Vijayjyothi Investment | Promoter Entity | Outstanding Payable | 1.63 Cr | Liquidity Drain | | Vijay R Kirloskar | Executive Chairman | Personal Guarantees | 70.14 Cr | Credit Weakness |

- **RPT Verdict:** Governance Concern. KMP remuneration consumes 45.71% of CFO. The company relies on □70.14 Cr in personal guarantees from the Executive Chairman.

C. Shareholding * **Promoters:** 49.51% * **FIIs:** 1.44% * **DIIs:** 1.59% * **Public:** 47.46% * **Pledge Percentage: 75.42%** (2.48 Cr shares pledged out of 3.28 Cr promoter shares).

D. Board Composition + KMP Compensation * **Total Directors:** 12 | **Independent %:** 58.33% | **Women Directors:** 1 (Mrs. Meena Kirloskar). * **Family Relations:** Vijay R. Kirloskar (Executive Chairman) and Meena Kirloskar (Non-Executive Director) are spouses. * **Compensation:** Vijay R. Kirloskar (□2.87 Cr, +9.54% YoY); Anand B. Hunnur (□0.74 Cr); Sanjeev Kumar S. (□0.42 Cr, +10.53% YoY). * **Analysis:** Aggregate KMP pay is rising despite "negative effective capital." Special resolutions were sought to pay "minimum remuneration" due to inadequate profits.

F. Capital Allocation & Capex | Action | FY current (□Cr) | FY prior (□Cr) | % of CFO | Signal | | :--- | :--- | :--- | :--- | :--- | | Interest Payments | 24.61 Cr | 72.15 Cr | 351.57% | — | | Asset Sales | 6.93 Cr | 103.06 Cr | 99.00% | — | | Repayment of Debt | 7.90 Cr | 41.42 Cr | 112.86% | **Positive** | | Capex | 3.86 Cr | 0.65 Cr | 55.14% | — |

- **Analytical Notes:** CFO (□7.00 Cr) covers Capex (□3.86 Cr) by 1.81x, but is insufficient to cover Interest (□24.61 Cr). Capex is primarily maintenance; **no significant growth capex noted.** Asset sales are the primary funding mechanism for debt servicing.

H. Risks * ***Going Concern:*** Eroded net worth and accumulated losses. Impact: Total loss of equity value. (High Severity) * ***Receivables Ageing:*** 61.1% of receivables (□59.79 Cr) are >3 years old. Impact: Massive future write-offs. (High Severity) * ***Interest Rate:*** 16.50% interest on working capital. Impact: Interest consumes 61% of Operating Profit. (High Severity) * ***Tax Litigation:*** Disputed Income Tax demand of □31.74 Cr. Impact: Cash outflow equal to 3x current CFO. (Medium Severity) * ***Liquidity Risk:*** Current Ratio of 0.33. Impact: Technical insolvency. (High Severity)

5. Scorecard & verdict

Part a: scorecard

Dimension	Rating (1–5)	Delta	Key evidence	One-line rationale
Business quality	2	→	Revenue □474 Cr; Negative Net Worth	Recovering demand but structurally weak balance sheet and low pricing power.
Financial health	1	→	D/E 1.46x; Current Ratio 0.33; CFO < PAT	Technically insolvent; reliant on asset sales and promoter guarantees to survive.
Earnings quality	1	↓	CFO/PAT 0.23; 44% PAT from provision reversals	Reported profits are non-cash and heavily reliant on non-operational items.
Management & governance	2	→	75% Promoter Pledge; Qualified Audit	High RPT dependency and significant auditor concerns regarding going concern.
Capital allocation & earnings visibility	2	→	Asset sales > Capex; Interest > CFO	Value-destructive cycle of selling assets to service high-interest debt.

Business positives (for this company this year) * **Revenue Recovery:** Operations grew 41.5% YoY to ₹474 Cr, signaling a return of industrial demand. * **Operational Turnaround:** Operating Profit turned positive at ₹36 Cr (8% OPM) from a loss of ₹16 Cr. * **EV Positioning:** Strategic pivot to EV motors with "pioneer" status in a high-growth domestic market. * **Debt Reduction:** Repayment of ₹7.90 Cr in debt and full repayment of "Other than bank" secured loans post-FY23. * **Industrial Relations:** Successful resolution of the Mysore Division strike and recall of all workmen.

Business negatives / concerns (for this company this year) * **Technical Insolvency:** Negative net worth of ₹(239.20) Cr and a dangerously low Current Ratio of 0.33. * **Poor Cash Conversion:** CFO (₹7 Cr) is only 23% of PAT (₹31 Cr), with working capital consuming ₹42.37 Cr. * **Asset Quality Risk:** 61.1% of gross receivables (₹59.79 Cr) are older than 3 years. * **High-Cost Debt:** Predatory interest rate of 16.50% on working capital loans. * **Audit Qualifications:** Qualified opinion regarding going concern and subsidiary receivable realization. * **High Promoter Pledge:** 75.42% of promoter holding is pledged to secure loans. * **Non-Core Profitability:** PAT is heavily supported by ₹22 Cr of Other Income (asset sales and provision write-backs).

OVERALL SCORECARD SUMMARY Kirloskar Electric is in a precarious "survivalist" phase where a genuine operational recovery in revenue is being overshadowed by a legacy of financial distress. While the company has successfully pivoted toward high-growth segments like EV motors, its financial health remains critical with negative net worth and a severe liquidity crunch. Earnings quality is poor due to a heavy reliance on non-operational income and provision reversals, while governance is strained by high promoter pledges and qualified audit reports. The business is on a stable but fragile trajectory, where survival depends entirely on the continued success of asset monetization and promoter support.

Part b: governance check matrix

#	Check	Status
1	Audit opinion clean?	—
2	Promoter pledge = 0?	—
3	KMP pay < 5% of PAT?	—
4	RPT quantum < 5% of revenue?	—
5	Board > 50% independent?	—
6	At least 1 woman director?	—
7	No statutory dues outstanding?	—
8	No fraud reported?	—
9	Audit trail enabled?	—
10	Frequent Auditor change	—

Final line: "Total: 6/10 — Governance Rating: 2"

Part c: investor verdict

Thesis: KECL is a distressed industrial turnaround play where operational growth in EV and Power segments is racing against a legacy liquidity crisis and technical insolvency.

Overall stance: Watch

Rationale: While operations have turned profitable, the high interest burden (16.5%) and negative net worth make the equity highly speculative until the balance sheet is deleveraged. Re-evaluate when: Current Ratio improves above 0.8x OR Net Worth turns positive. BULL CASE: Rapid scale-up in EV motor orders leading to

CFO > ₹50 Cr, allowing for debt refinancing at lower rates. BEAR CASE: Crystallization of ₹31.74 Cr tax demand or failure to monetize land assets, leading to a total liquidity collapse. Key monitorable: Finance Cost as % of Operating Profit: Current 61% → Watch threshold < 30%.