

**Kennametal India Limited**

**60<sup>th</sup> Annual General Meeting**

Vijaykrishnan Venkatesan

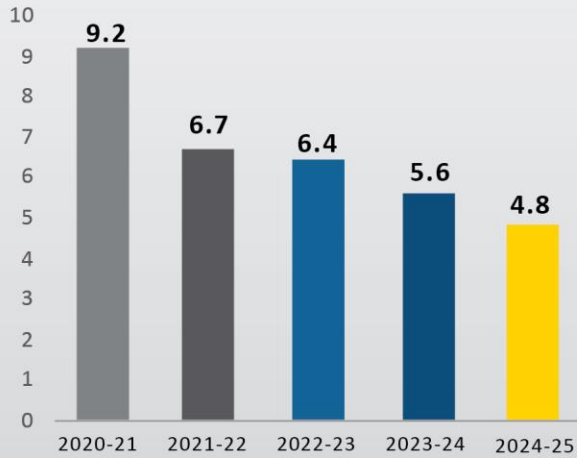
November 6, 2025



# Indian Economy : A Snapshot

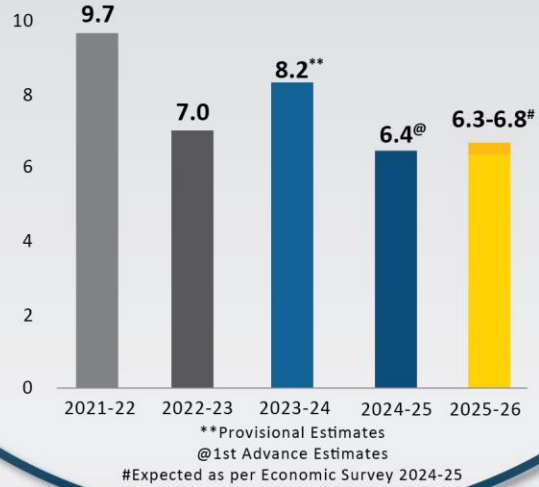
## Fiscal Deficit

% of GDP

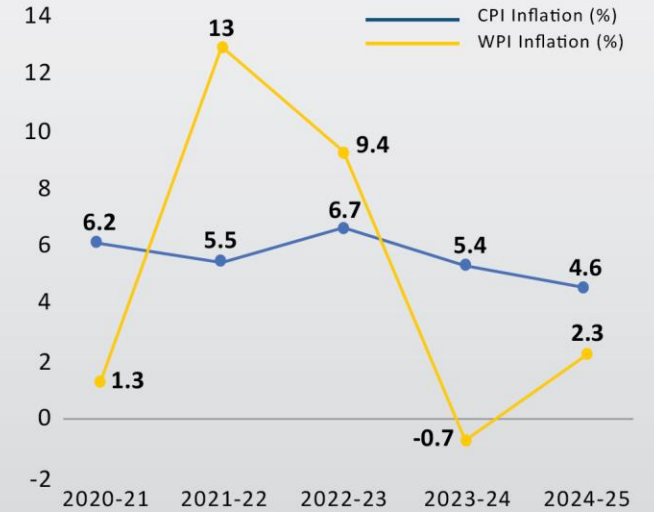


## GDP Growth

At constant prices, in per cent

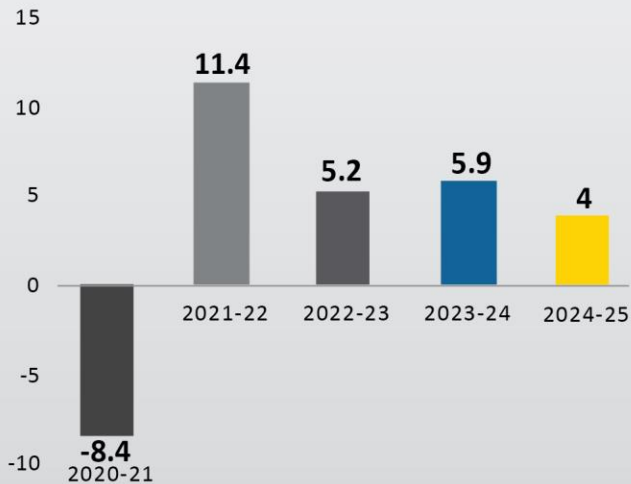


## Inflation Trend



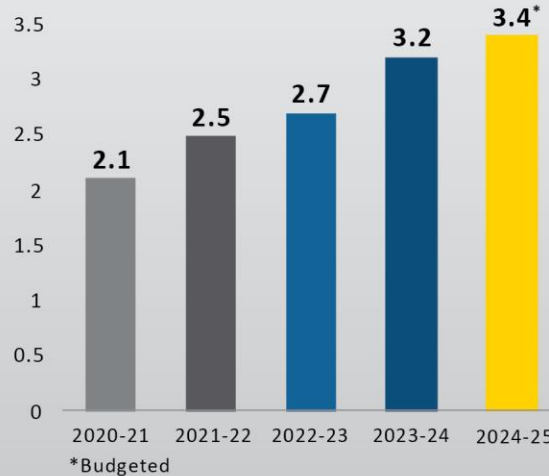
## Industrial Production

Growth in IIP



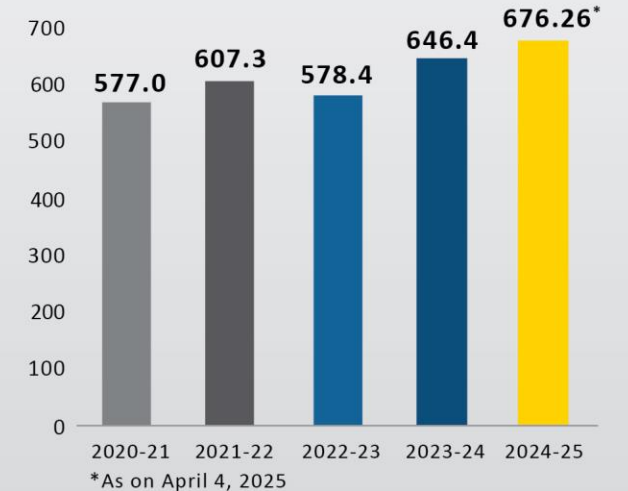
## Capital Expenditure

% of GDP

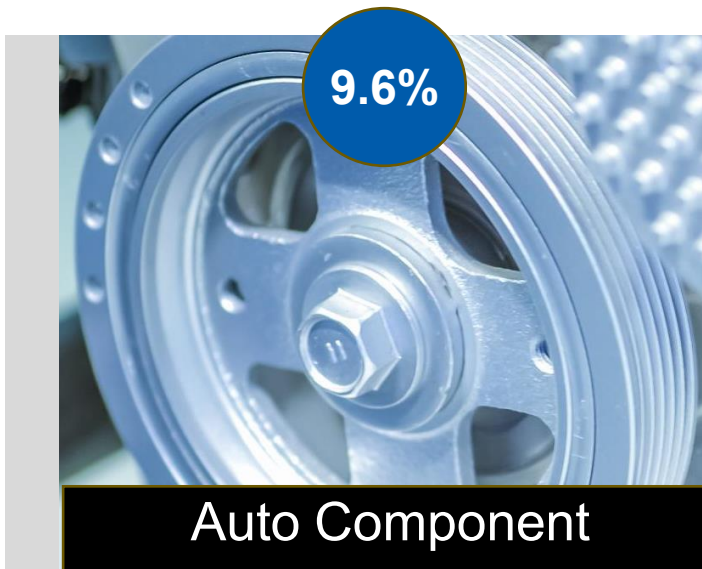
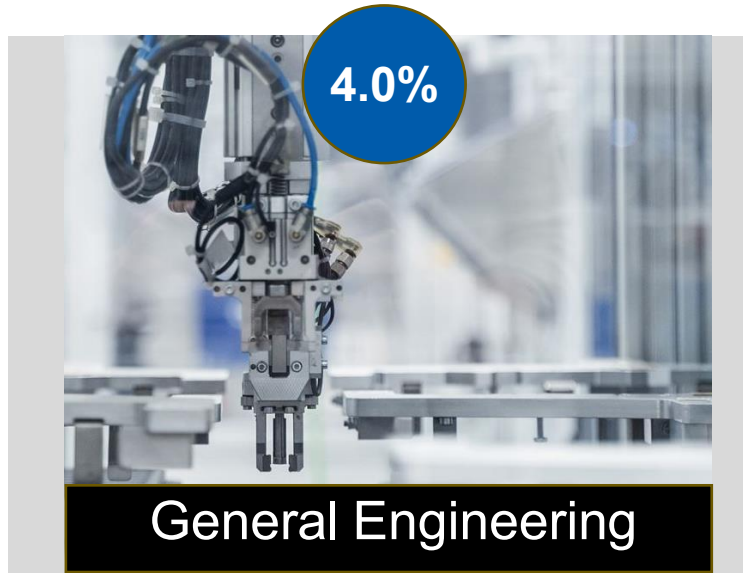


## Foreign Exchange Reserves

In US \$ billion, year end



## Key sector growth remains modest, though impacted by global headwinds



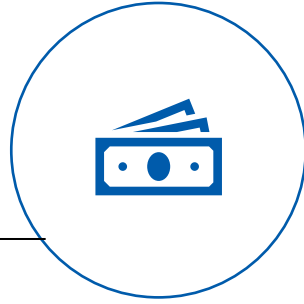
^ Estimated Construction Sector growth in FY25 \*SIAM and TMA- Only commercial vehicles, passenger vehicles and tractors # approximate CAGR growth from 2024 -33,

**Summarizing financial performance across end use segments**



**11847**

Total Income  
in INR Million



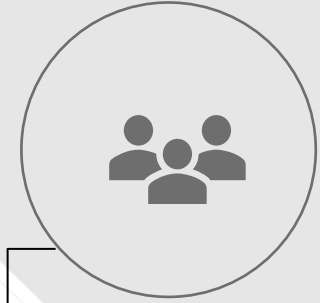
**1402**

PBT  
in INR Million



**12000+**

Active  
Customers



**772**

Employees

**Helping customers transform how every day life is built across diversified end markets.**



General Engineering



Energy



Aerospace & Defense



Transportation

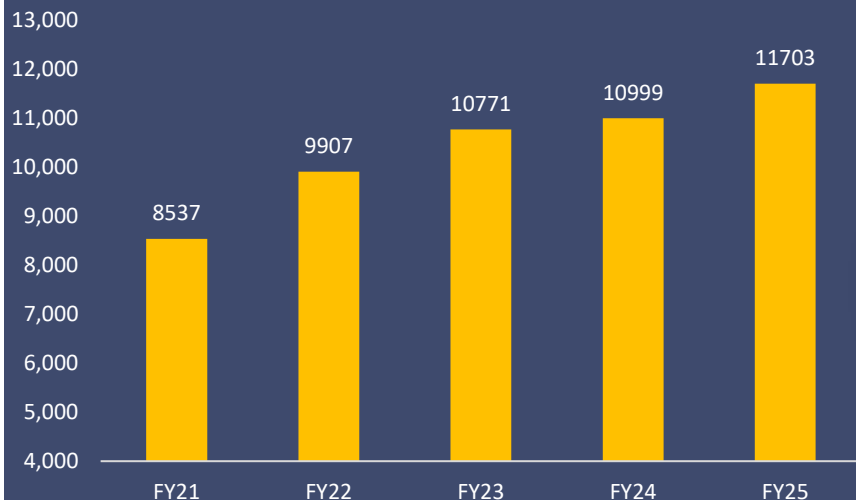


Earthworks

## Sales Performance

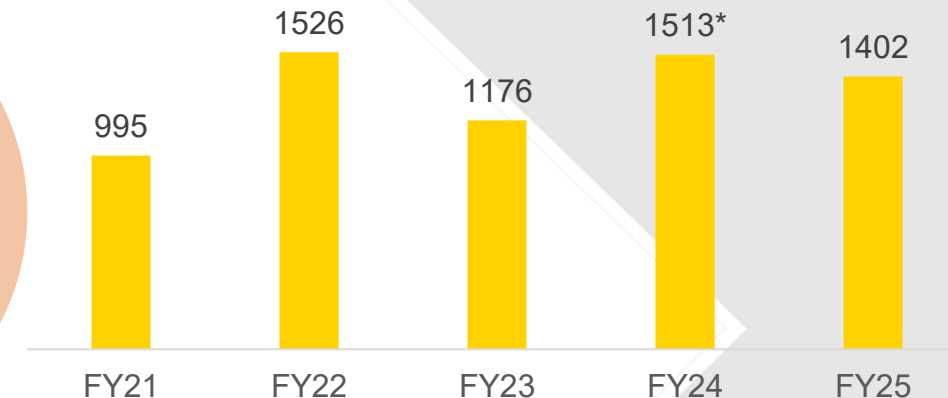
### Driving growth with sustainable outcome

#### Revenue in ₹ Million



CAGR  
8.2%

#### Profit Before Tax (PBT) in ₹ Million



\*Includes an exceptional item



#### Economic Growth

- IIP growth of 4%
- Flattish growth in Passenger vehicle, decline in Commercial vehicle; tractors and two-wheeler segments boom



#### Gaining Wallet Share

- New application development
- Focus on key accounts, projects
- Share gain in growth segments



#### Mitigating Headwinds

- Steep inflation in commodity prices
- Supply chain disruption due to geopolitical events
- US- India tariff hike



#### Operational Excellence

- Quality improvement processes and programs
- Optimizing capacity utilization

## Pivoting efforts towards growth sectors



Headwinds due to slowdown in Passenger Vehicle and Commercial Vehicle production



Winning new applications at Rail, Aerospace, Oil & Gas and Mining customers

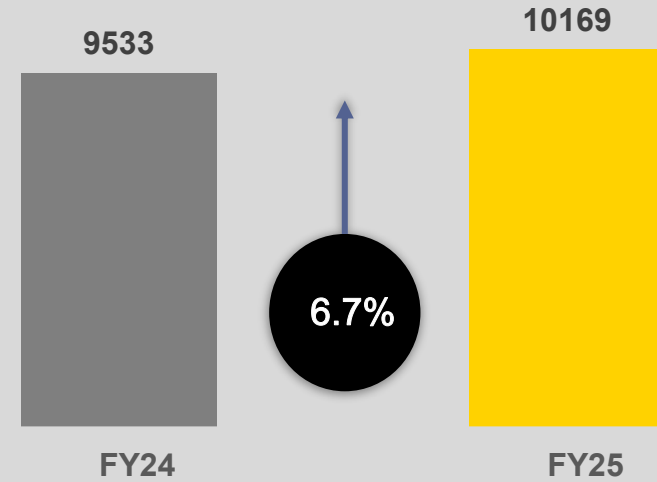


Accelerating innovation and new product sales



Design and manufacturing of 'India for India' products to support customer needs

## Hard Metal Revenue in ₹ Million



## On track to participate in India's growth story

### Economic Drivers



- 8.3% revenue growth, target at Rs 3.02 lakh crore for FY26



- Vision to add 5,000+ km on yearly basis



- Annual average requirement of wheels of Indian Railways is about 4,40,000



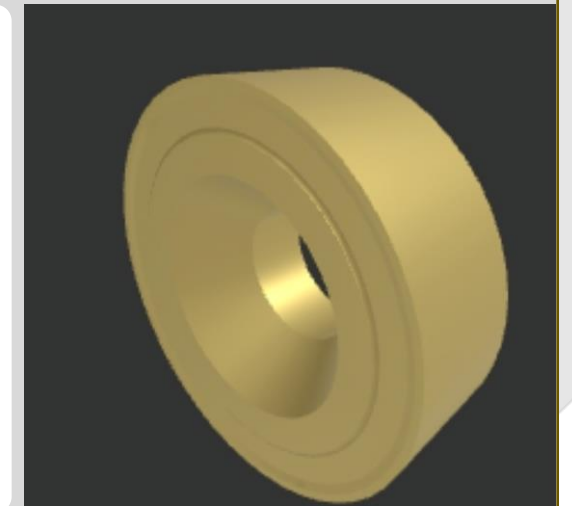
- Investment in modern track & switch for high-speed rail



### Kennametal Success

“

Kennametal India won a large order of INR 120 Million to supply tooling solutions for turning operation of wheels from a large PSU Railway customer. ”



## Reaching new heights using Kennametal solutions

### Economic Drivers



*“Indian Aerospace and Defense Market size is expected to reach USD 54.4 Billion (INR 4.7 Trillion) by 2033, at a CAGR of 6.99% during the forecast period 2024 – 2033”*



### Innovation

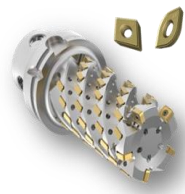


Preferred product in Lockheed Martin's machining guide



#### Award Winning HARVI™ 1TE

Unprecedented combination of high metal removal rates (MRR), tool life, cutting versatility



OEM Industry Challenge\*



#### HARVI™ Ultra 8X

Highest MRR for its class in industry to date, especially in high-temperature alloys

### Kennametal Success



Geographical Expansion and New Customer Acquisition



Value added solutions with

- E2E capabilities
- Application Expertise



Higher than market growth with a profitable product mix

# Earth Cutting Tools

Breaking new grounds in productivity

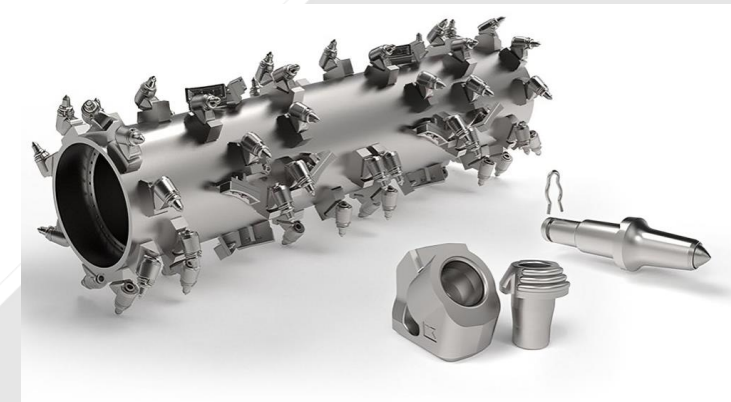
## Foundation Drilling



## Road Rehabilitation



## Mining



## Strong order book, focus on demand generation



Strong order book trend across product groups and end use segments



Unveiling WIDMA's new brand identity and product portfolio at IMTEX 2025

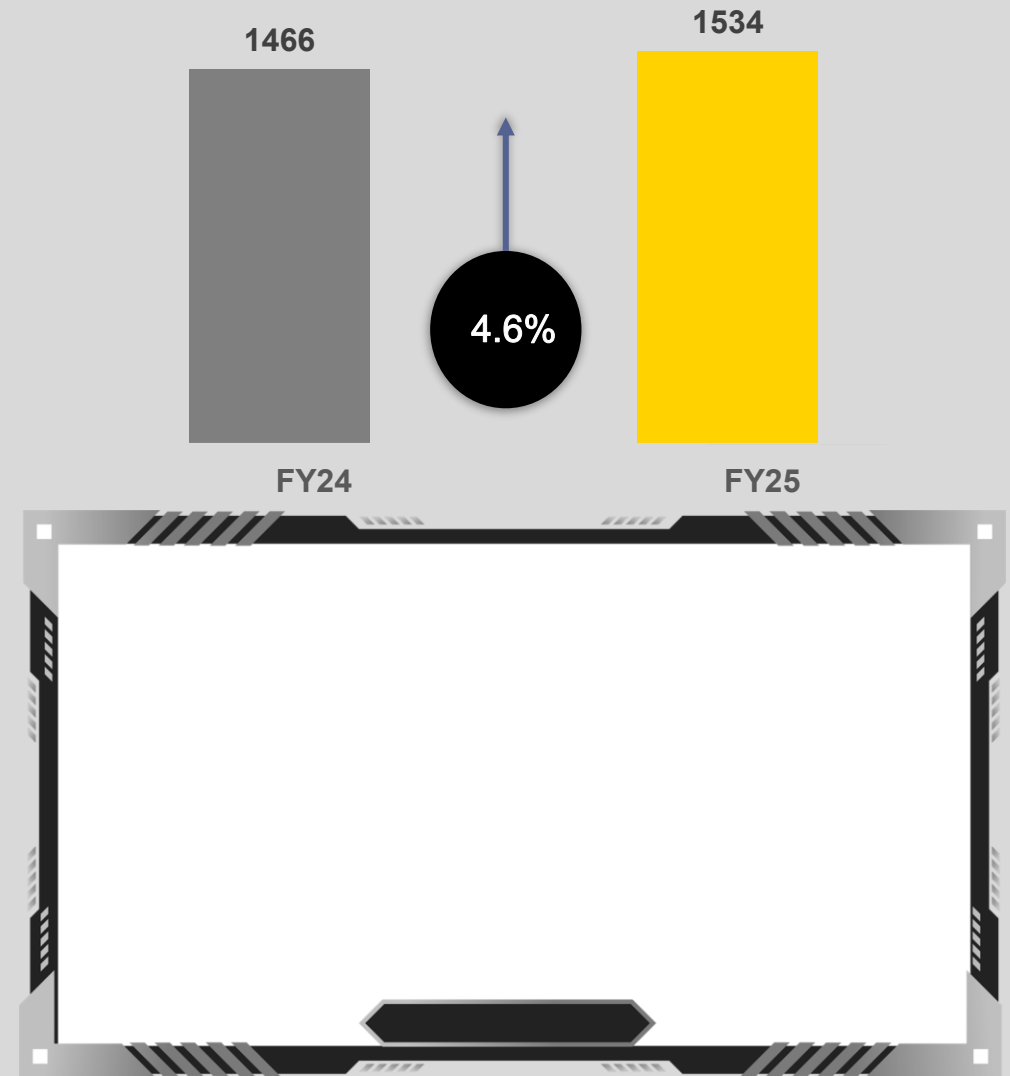


New product commercialization– Horizontal Machining Center, Vertical Turning Lathe



Demand generation through digital and in-person marketing

### Machining Solution Group Revenue in ₹ Million



## WIDMA and Kennametal's participation at IMTEX 2025

Unprecedented footfall, demand generation and business deals



IMTEX by numbers

AREA	FOOTFALL	LEADS	ORDERS CLOSED	MEDIA IMPRESSIONS
350 sq.m.	100,000+	987	₹ 103 Million	1.5 Million



Customer Engagement  
through Tradeshows and  
Seminars

3000+ Footfall

20 Events

15 Locations

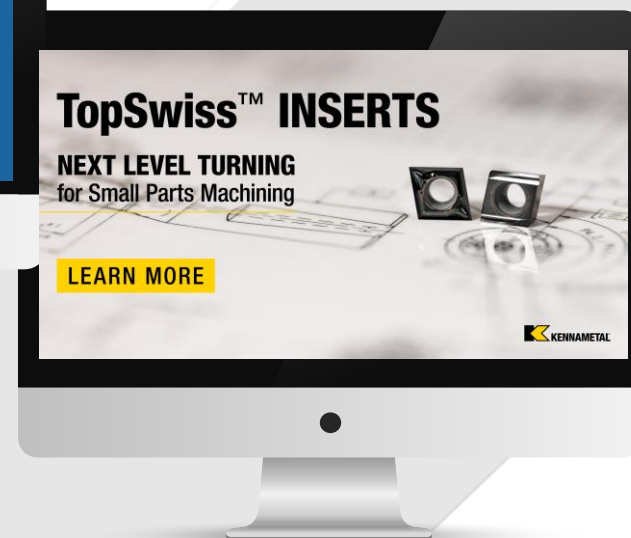
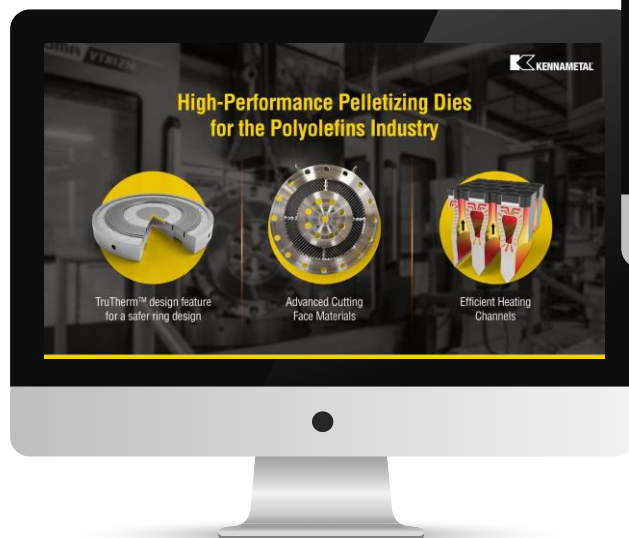


Digital Marketing to amplify  
awareness and enable  
demand generation


14500 WIDMA  
Followers

1900 Leads

38 Million Impressions




Furthering Environment Initiatives




**>50% tungsten recovery** from carbide grinding sludge



**9% reduction** in water consumption over FY24



**20% reduction** in combined Scope 1 and Scope 2 emissions over FY24



**91% electricity needs met** through solar power



Use of **100% recycled tungsten carbide** in some of the wear-resistant solutions



**Celebrating World Earth Day** and other safety / environment related days



## Achieving Industry Accolades in Safety



Consistent training and awareness creation across the organization



Safety enhancement of Powered Industrial Vehicles (PIVs)



Electrical safety improvement via an 'Arc Flash Study' and thermography inspection



**The EHS team won 'Gold' at the CII (Confederation of Indian Industry) Excellence EHS Awards 2024**

Reduction of Scope 1 and 2 greenhouse gas emissions, energy & water consumption



Increasing waste recycling efforts



Implementation of KIL 'Life Saving Rules' and a robust contractor safety program



**Diverse and experienced team steering the growth for Kennametal India**



Vijaykrishnan Venkatesan  
Managing Director



Swamy M.T.  
Director Sales – Hard Metal



Guru Prasanna  
Director - Machining Solutions Group



Swastika Mukherjee  
Senior General Manager – Strategy,  
Marketing and Sustainability



Devanathan Ganesan  
Director – Manufacturing & Factory  
Manager



K.V. Suresh Reddy  
Chief Financial Officer



Anupriya Garg  
Legal Counsel – Region, Company Secretary  
& Compliance Officer



Manu Kidave  
Senior General Manager – Human Resources

**Thank You.**

