



Ref: Sec/Sto/2020/11/02

November 11, 2020

Corporate Relationship Department

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001

Dear Sir/ Madam,

Subject: Copy of Managing Director's Presentation – 55th Annual General Meeting (AGM) of Kennametal India Limited held on November 11, 2020 [Scrip Code – 505890]

Ref: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Please find enclosed herewith the presentation made by Managing Director at the 55th Annual General Meeting held on 11th November 2020 through Video Conferencing ("VC") / other Audio- Visual Means ("OAVM").

Kindly take the same on record and oblige.

Thanking You,

Yours faithfully,

For **Kennametal India Limited**

A handwritten signature in blue ink, appearing to read 'Naveen Chandra P.', written over a light blue horizontal line.

Naveen Chandra P
General Manager – Legal & Company Secretary

Kennametal India Limited 55th Annual General Meeting

Vijaykrishnan Venkatesan
November 2020



Welcome

Namasté

Disclaimer

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events and involves known and unknown risks, uncertainties and other factors. Kennametal India Limited (the “Company”) cannot guarantee that these assumptions and expectations are accurate or exhaustive or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. No obligation is assumed by the Company to update the forward-looking statements contained herein.

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Kennametal India Limited, At a Glance

- Started in the year 1964, in Bangalore
- Manufacturing plant & Registered office at Bangalore
- Annual Turnover FY20 ~ Rs.7050 Mio
- Over 800+ dedicated employees
- >1500 active customers & 300 channel partners

Major businesses



Hard metal products

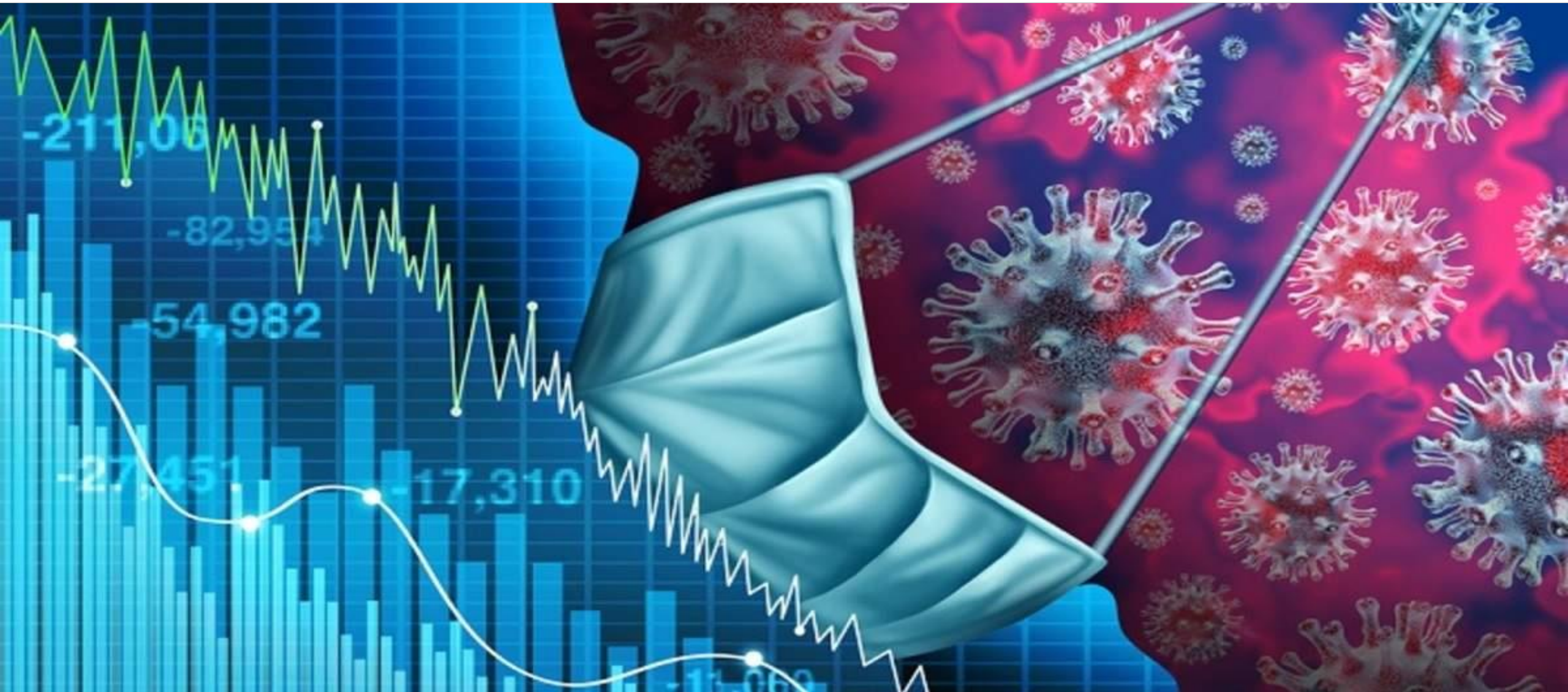


Machining Solutions Group



Environment we live in...

COVID-19 outbreak



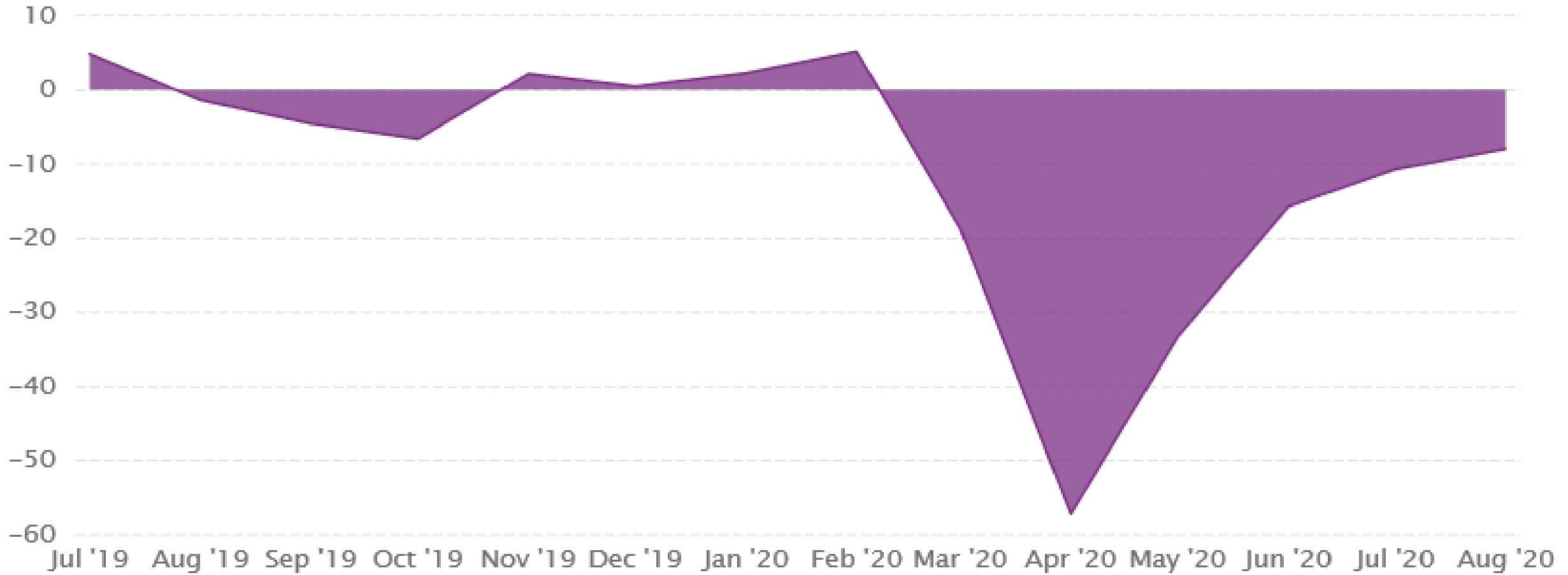
Environment we live in...

Indian Economy, GDP performance



Environment we live in...

IPI performance

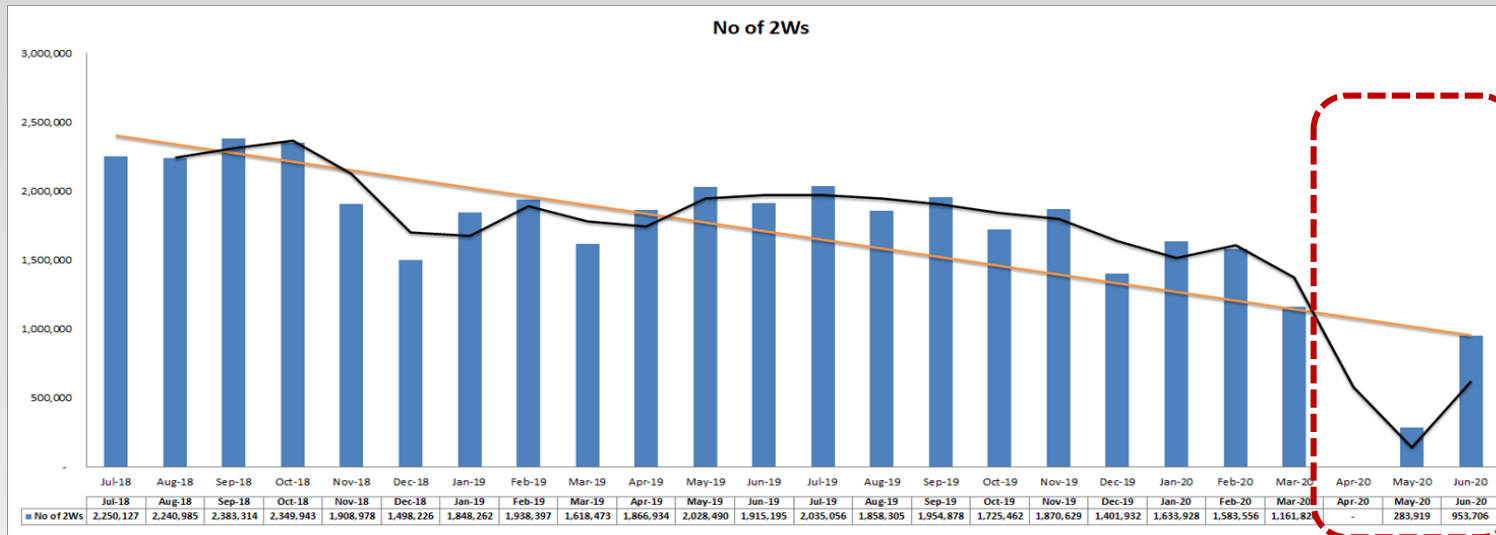
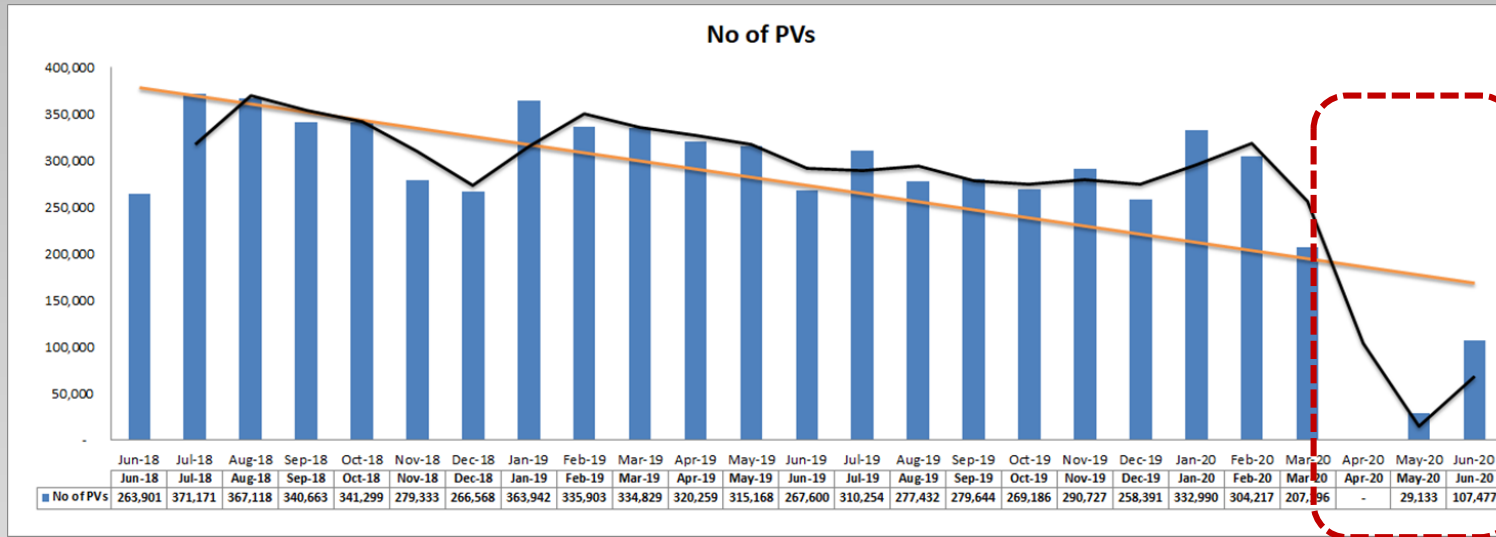


■ Industrial Production Index: YoY: Monthly: India

SOURCE: WWW.CEICDATA.COM | CEIC Data

Environment we live in...

Automotive industry performance



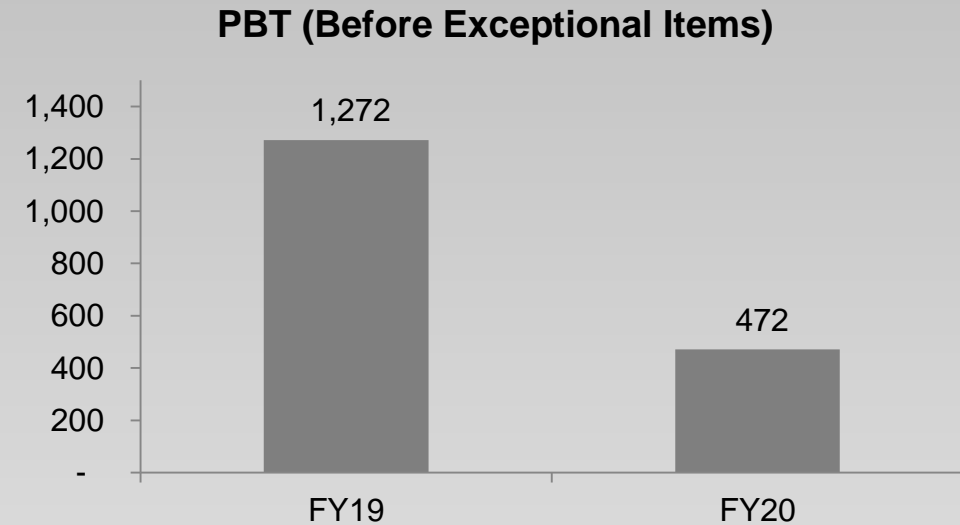
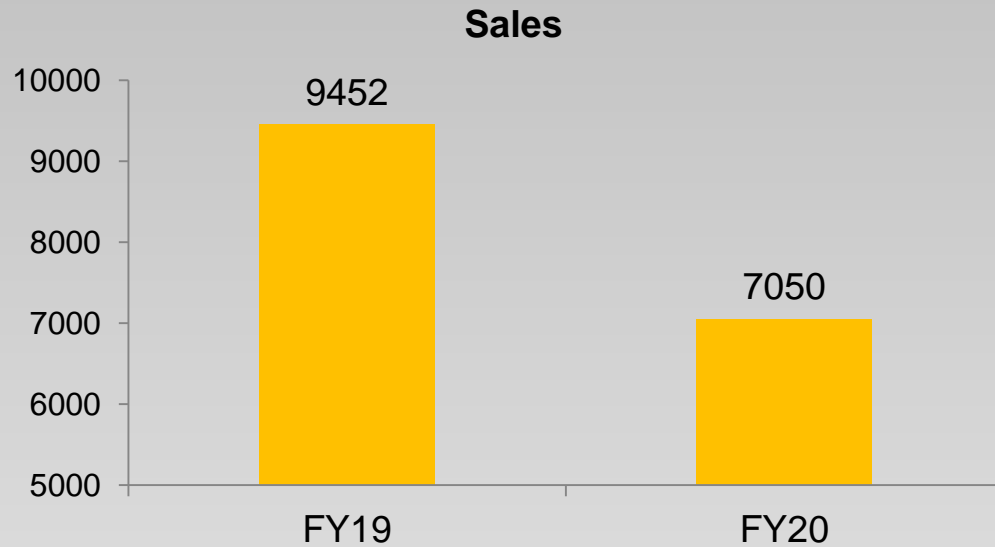
Automotive industry production decline impact

COVID-19 lockdowns severely impacted automotive industry production

Lower consumer offtake during lockdown

Impacted all Tier suppliers to the industry

Key Performance Indicators – FY20 (INR Mn)



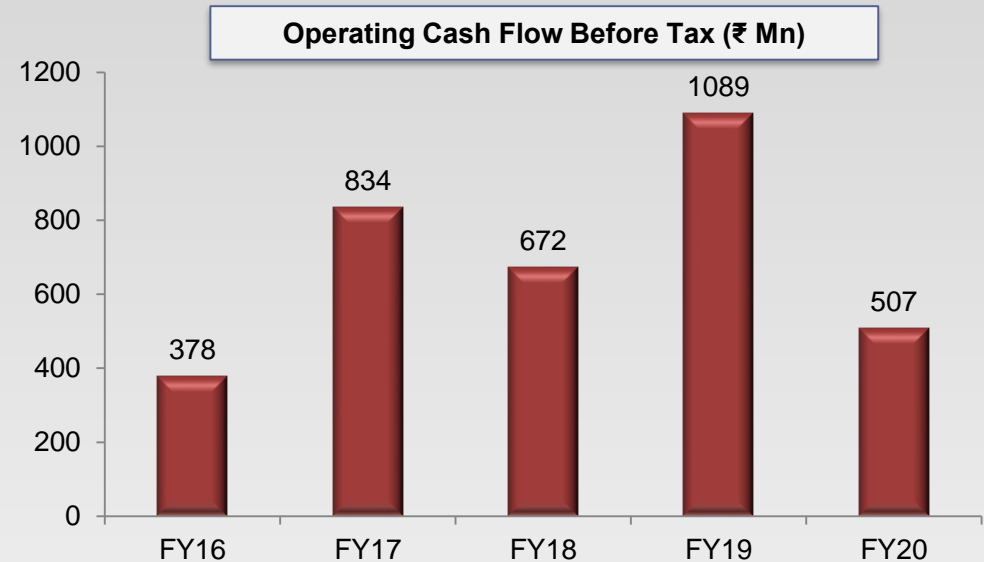
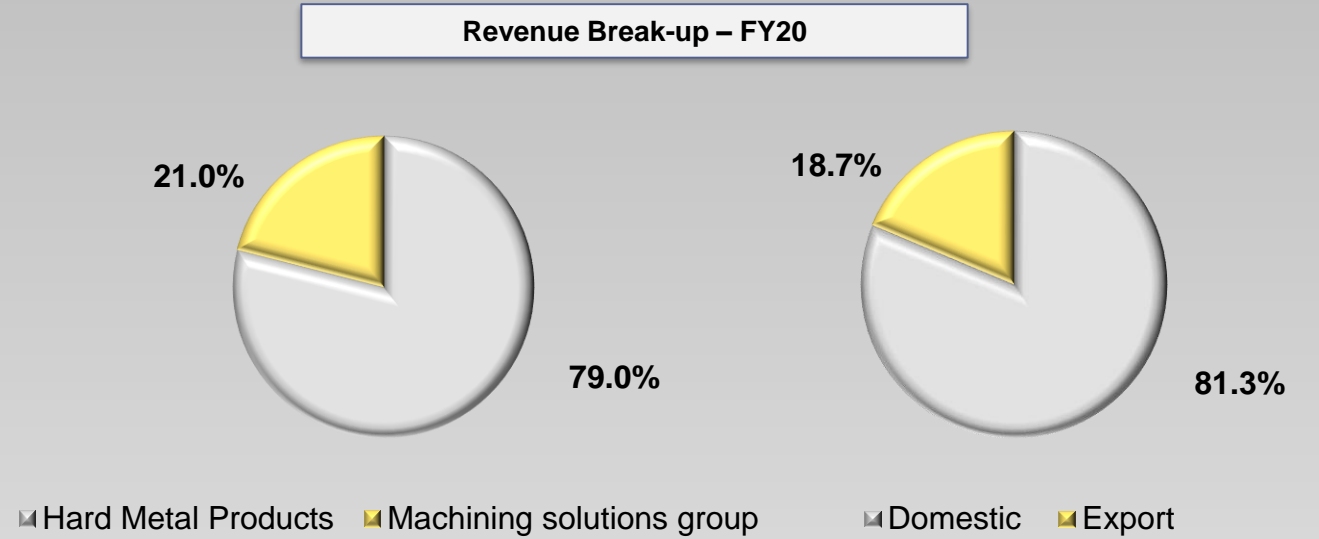
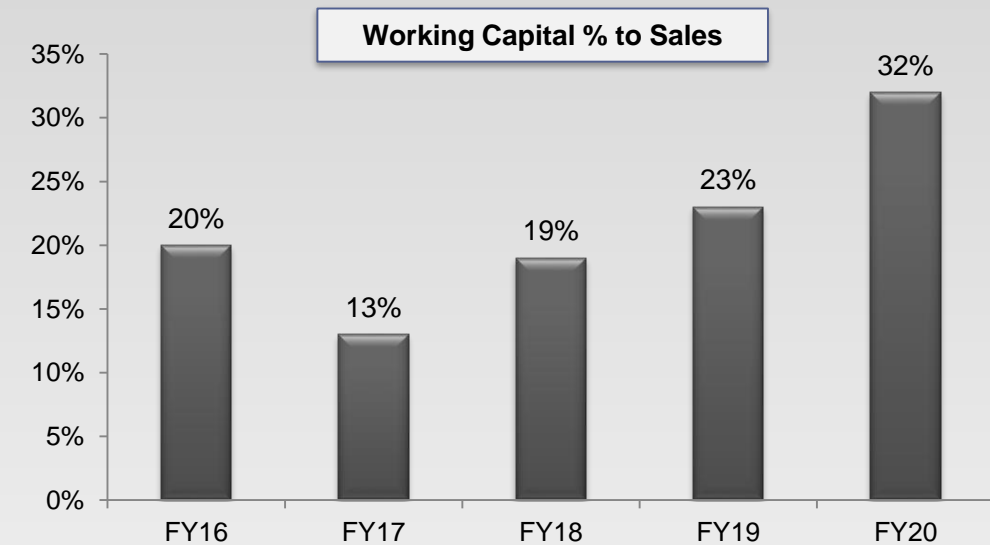
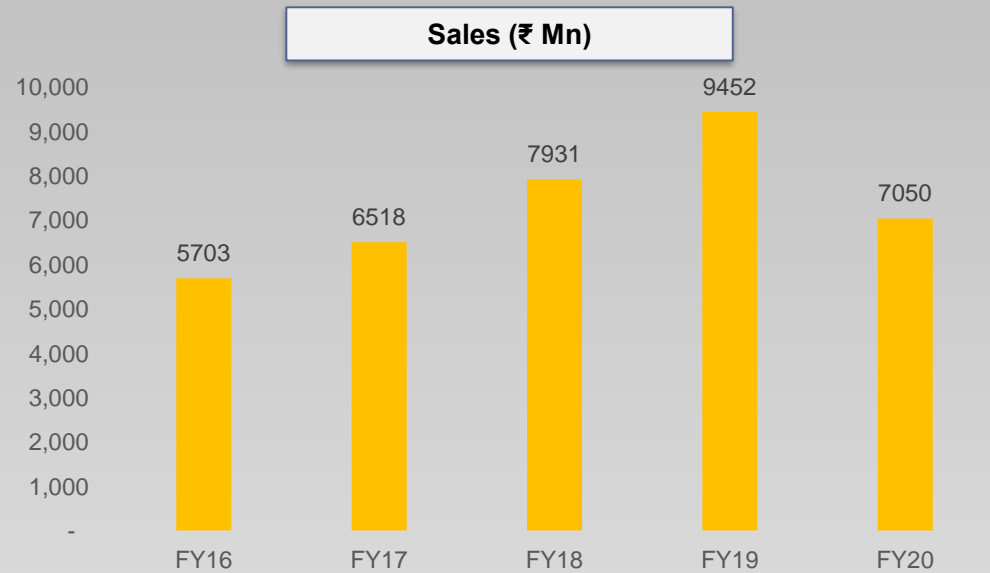
(₹. In Million)

	FY19	FY20	Growth %
Sales	9452	7050	-25.4%
PBT (Before exceptional items)	1272	472	-62.9%

EPS decreased from Rs 41.13 per share (FY19) to Rs 15.42 (FY20)

Investing for growth: Invested Rs 280 Crore during past 4 years towards modernization, All through internal accruals

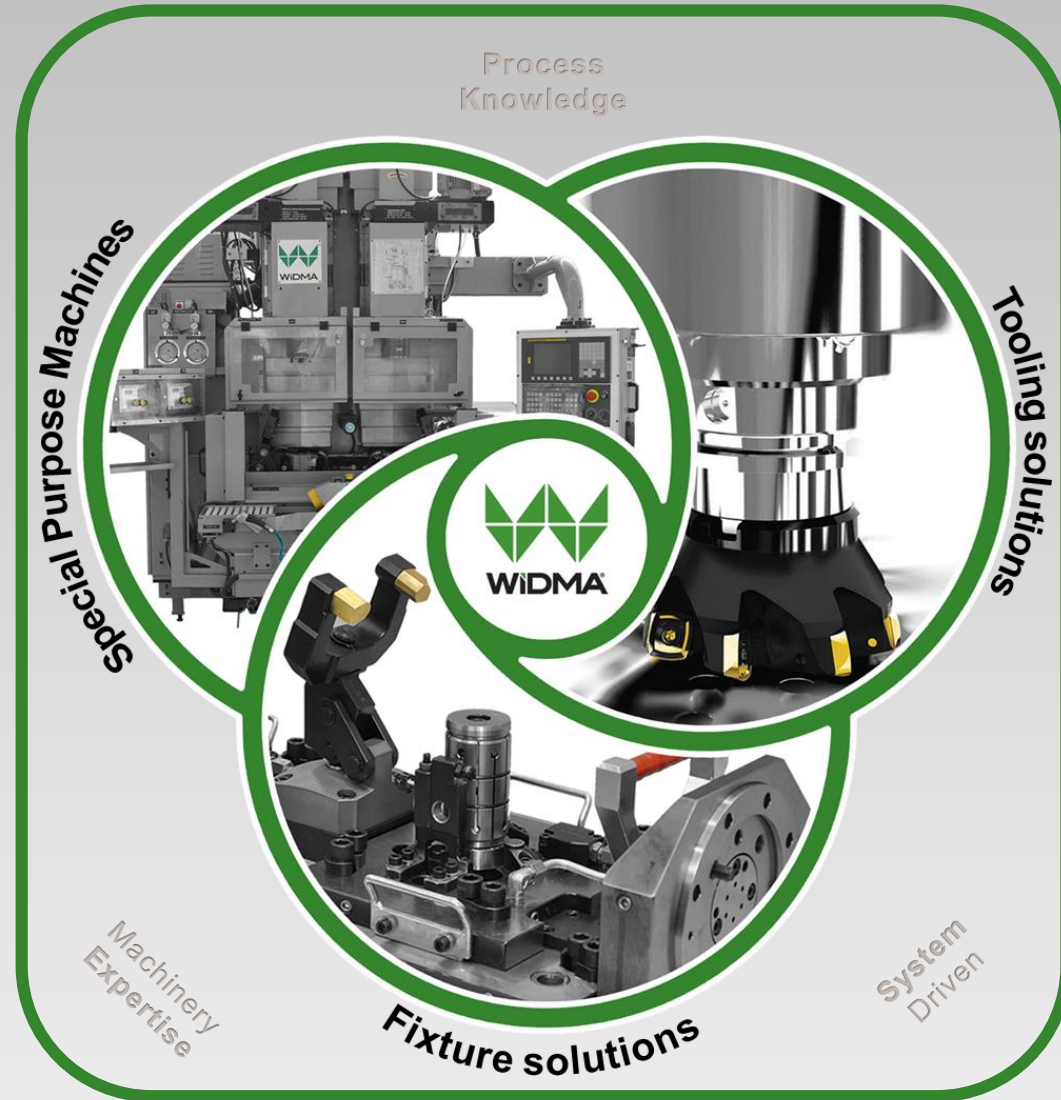
Financial Results & Trends



Machining solutions group

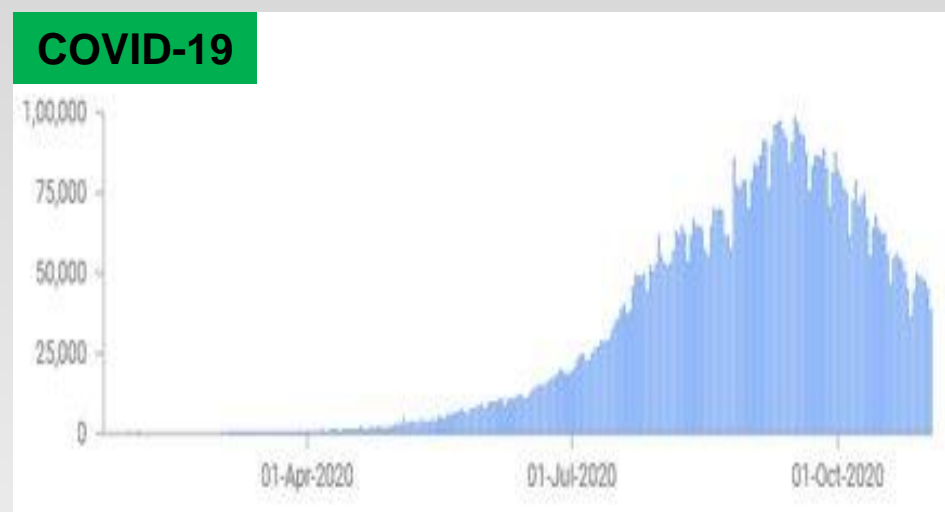
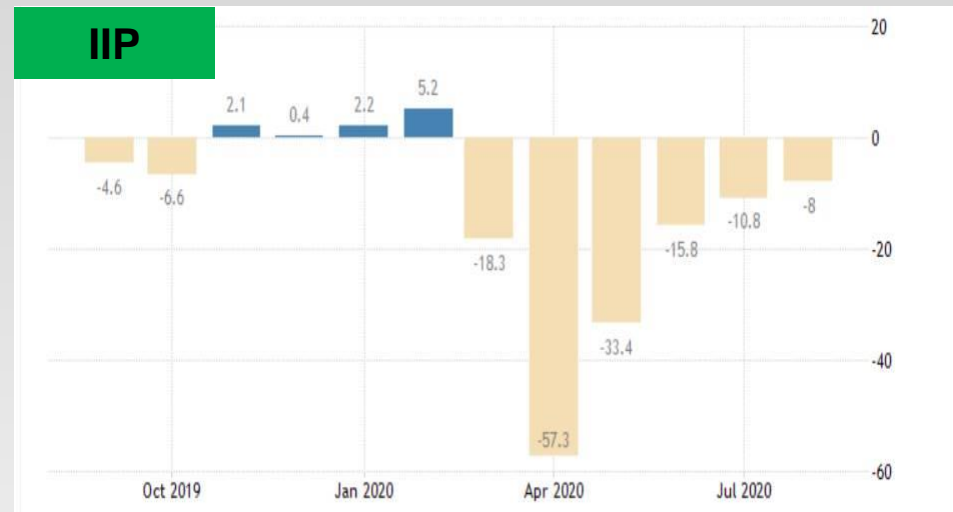
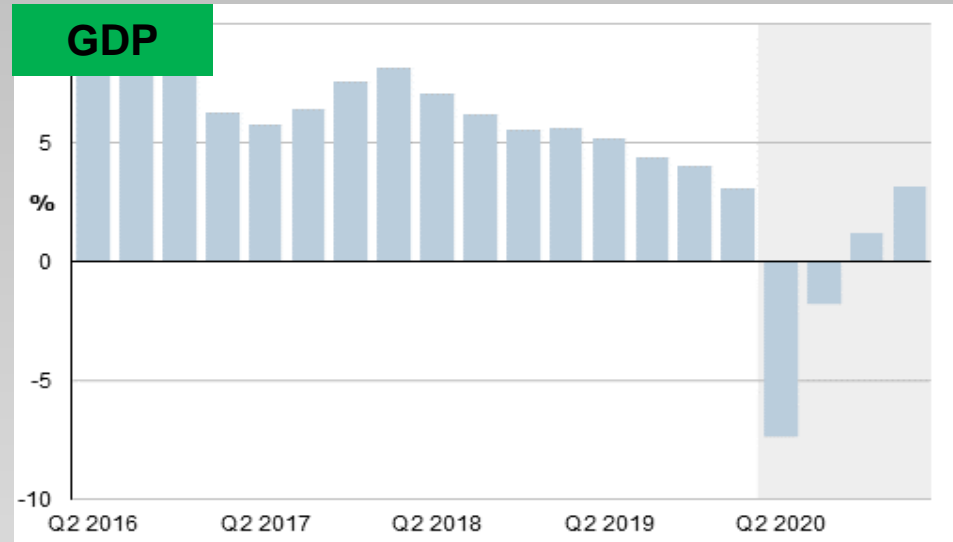
Resilient in a tough economic environment

ONE-STOP SOLUTION | **MACHINE
FIXTURE
TOOLING**



Economic outlook

Cautious optimism as we start seeing green shoots in economic activity



Protecting our employees...

COVID-19 outbreak

Awareness & training



DO's & DON'Ts **KENAMETAL**
For Preventing Novel Corona Virus Infections

Do's	Don'ts
Maintain good personal hygiene and a safe physical distancing	Avoid shake hands
Practice frequent hand washing. Wash hands with soap & water or use alcohol-based hand rub. Wash hands even if they are visibly clean.	Do not touch unwanted things
Cover your nose & mouth with Mask always	Do not touch eyes, nose or mouth
Throw used tissues or masks into closed bins immediately after use	Do not share your personal belongings with others
Advised to use your own water bottles, Coffee cups, Sanitizers and Personal Masks	Avoid going to crowded places or large gatherings
Report to Occupational Health Center immediately if you feel unwell and any symptoms of fever, difficulty in breathing and coughing	Do not spit in Public Places
Submit your health declaration promptly	
Co-operate with team for Thermal scanning and other precautionary measures	
Employees shall work from their respective work station/seat and strictly avoid going to other work station/seat	

DO's & DON'Ts **KENAMETAL**
For Preventing Novel Corona Virus Infections

Don'ts

- Avoid shake hands
- Do not touch unwanted things
- Do not touch eyes, nose or mouth
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- Avoid going to crowded places or large gatherings
- Do not spit in Public Places

Incase of any queries related to Covid-19

Contact :
Dr. Krishna Kumar - 9035227116
Dr. Rakesh - 8152960828
Shivaraju M - 9901998924

Creating a safe work environment



Use of PPE



Key imperatives to improve performance, **Customer FIRST**

Improve Engagement

WEBINAR

REGISTER NOW
Oct. 29, 2020
2 PM EST

Happening today:
Overcome challenges with
small part roughing



V-Back Design
Top and Bottom-V
Plastic-Traction action at 90°
Taper flans Adds bend moment re

KENNAMETAL KNOWLEDGE CENTER

INDIA

Customer service

KENNAMETAL kennametal.com

Productivity solutions

NOVO™

Experience Powering Productivity™

Join the NOVO™ Community

PRODUCTIVITY IN THE MOST
DEMANDING ENVIRONMENTS

KENNAMETAL

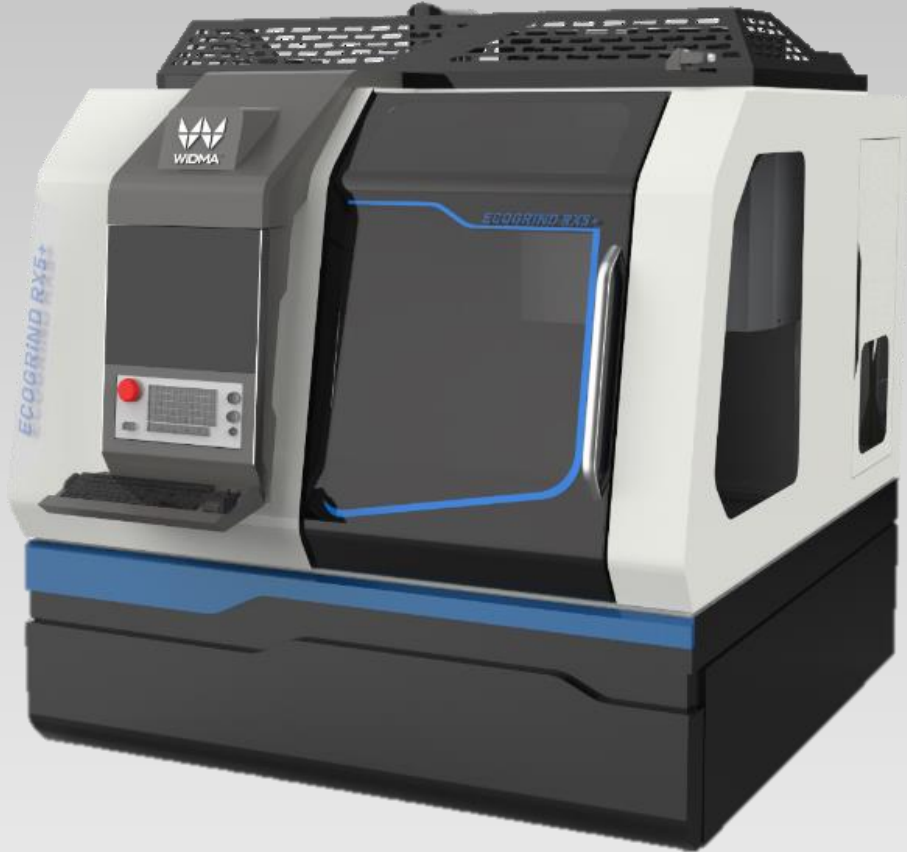
Key imperatives to improve performance

New product introductions



Key imperatives to improve performance

New product introductions



Key imperatives to improve performance

Leveraging technology for better customer engagement and user experience

NOVO SELECTOR

Using drill-down search and advanced filters, NOVO Selector helps you find and select the best tools for any machining job. Tools can be selected from your current shop inventory, or any available source (in stock or purchased).



NOVO ADVISOR

Using digital intelligence, NOVO Advisor ranks tool recommendations that meet your requirements based on the machining environments and user preferences. NOVO Advisor thinks like a process planner working in CAD-CAM software and guides you through a series of parameters to determine the best tools for the job.

- Define Machining Feature
- Apply Constraints Requirements
- Set Machining Sequences
- Rank Results



NOVO EXPORT

NOVO Export provides you with all the assets you need in one place to efficiently simulate your processes, with reduced setup time and increased accuracy. Also, providing seamless tooling data transfer in the ISO 13399 format for

easy use by most shop systems.

- CAM Software
- Simulation
- Machine Control
- Pre-Setting and Tool Management



NOVO PURCHASE

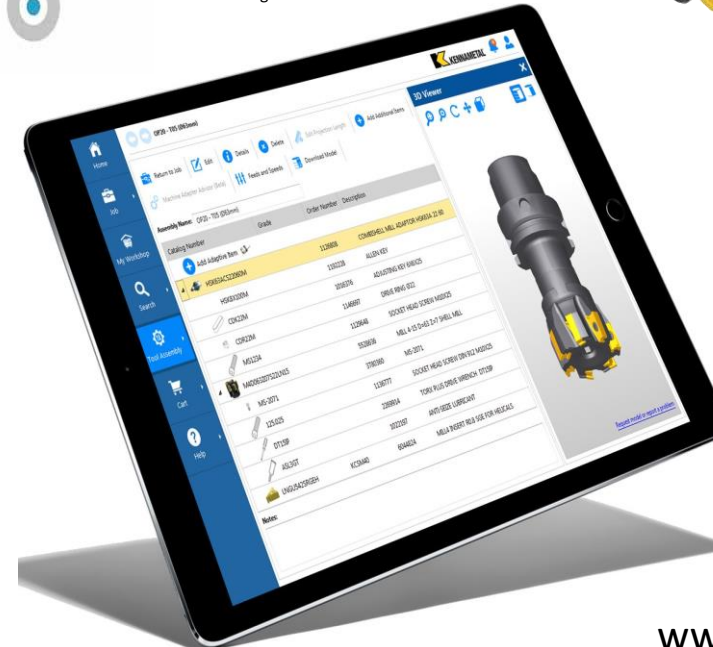
With NOVO Purchase and cart functionality, you can easily create tool assemblies, check in-stock inventory, and order new tooling from Kennametal Connect or your distributor. It also allows you to check prices, order status, and more—all without leaving NOVO.

- Check Inventory
- Tool Assemblies
- Fast Purchasing

NOVO INVENTORIES

By integrating with your shop's ToolBOSS software, NOVO Inventories makes ToolBOSS inventory easily viewable during process planning. If a tool isn't in your inventory, it recommends the next best tool choice in your inventory.

- ToolBoss Integration
- Reduce Inventory and Tooling Costs
- Pre-Setting and Programming Help



If you've experienced NOVO already, then you know the power of digital productivity. Encompassing this revolutionary digital power, NOVO is a robust suite of additional offerings that seamlessly transform your entire workflow: NOVO Selector, NOVO Advisor, NOVO Export, NOVO Inventories and NOVO Purchase. With NOVO's open architecture, you can access the power of existing and future world-class partners to

exchange standard file formats for your operation. From art to part to profit, NOVO ensures that you execute flawlessly to accelerate every job and maximize every shift.

www.kennametal.com/novo

Key imperatives to improve performance

Operational Excellence



Simplification of our product portfolio

Modernization of our manufacturing facilities

Initiated several cost control measures

Continuous Productivity improvement actions

Six sigma projects to improve quality, cost and delivery

Re-negotiations on all contracts to drive cost savings

Ongoing OPEX controls

Corporate Social Responsibility

Continued our efforts through our 3 strategic pillars

Our Corporate Social Responsibility Pillars



PROMOTION OF TECH EDUCATION

Support Educational opportunities with an emphasis on studies in the areas of technical engineering, machine skill training, materials and environmental sciences.

IN THE



KENNAMETAL IN THE COMMUNITY

Create a partnership in which a community organization may be supported monetarily by the Company which in turn offers a significant volunteering opportunity for our employees too.



PROTECT OUR PLANET

Protect our Planet by continuously improving our management of energy and natural resources, promoting recycling and recovery of materials, and preventing pollution across our global footprint.

Corporate Social Responsibility

Snapshot of FY20 programs



Management team

Experienced senior leadership



Vijaykrishnan Venkatesan
Managing Director



Prashant Shetty
Director Sales – Metal Cutting



Swamy M.T.
Director Sales - Infrastructure



J. Prabhakar
General Manager - Machining Solutions Group



M.N. Bhaskara Rao
Vice President - Manufacturing



K.V. Suresh Reddy
Chief Financial Officer



Manu Kidave
General Manager – Human Resources



Naveen Chandra
General Manager – Legal & Company Secretary

We take this opportunity to thank our
shareholders, customers, suppliers,
bankers, auditors, expert advisors and
employees for their continued support

Thank you