Kennametal India Limited Annual General Meeting

Vijaykrishnan Venkatesan

November 13, 2026

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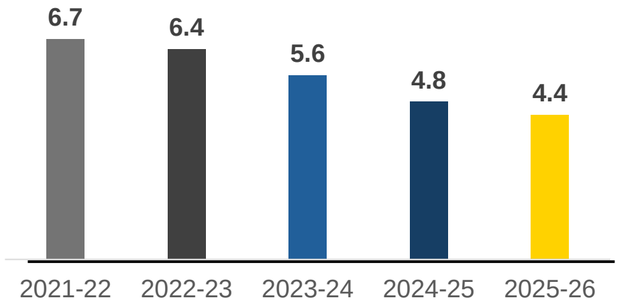
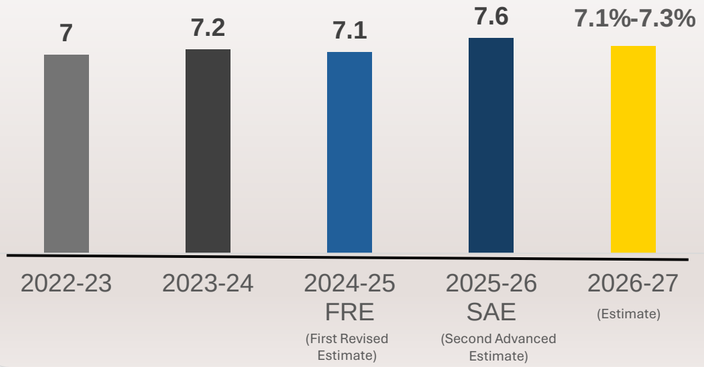
Indian Economy: Snapshot

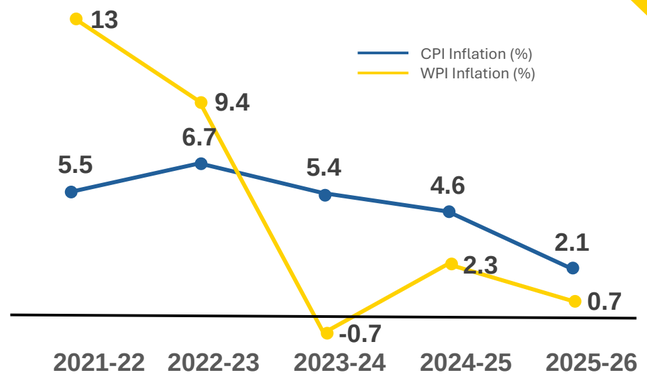
Fiscal Deficit
% of GDP



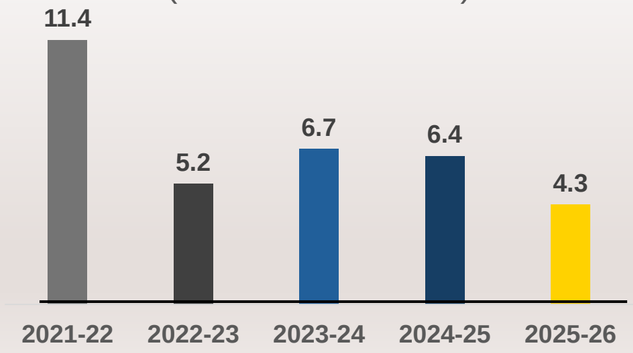
GDP Growth
At constant prices, in per cent



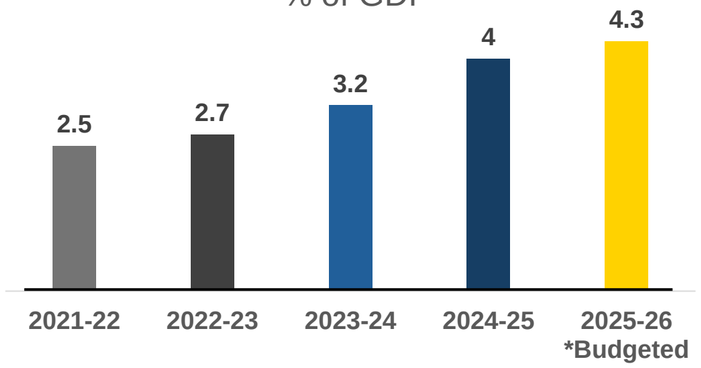
Inflation Trend



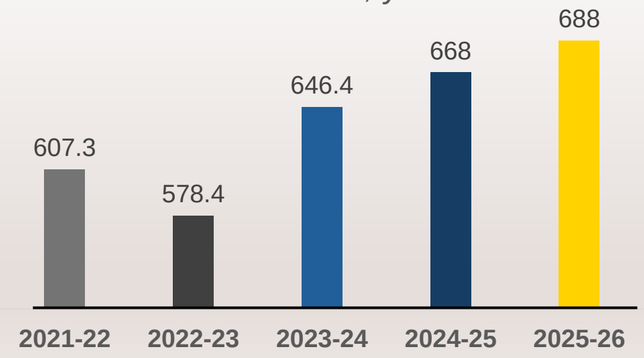
Index of Industrial Production
(Base Year 2022-23)



Capital Expenditure
% of GDP



Foreign Exchange Reserves
In US $ billion, year end



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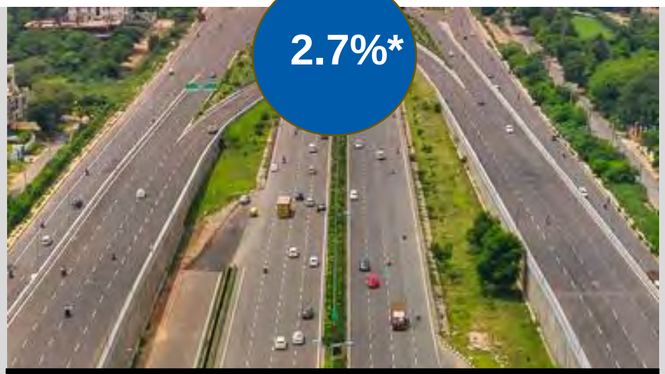
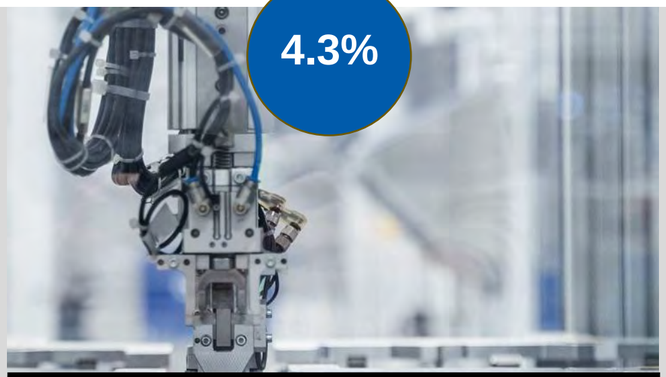
India Growth Story

Key sectors except Mining continue to grow despite global headwinds



Infrastructure



General Engineering



Automobile



Auto Component



Coal Mining



Aerospace & Defense

* eight core infra sector output **Total defense production output

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Kennametal India in FY26

Summarizing financial performance across key end-use segments

15,215
Total Income in INR Million

2,663
PBT in INR Million

16,000+
Active Customers

773
Employees

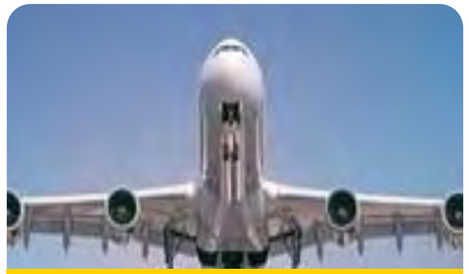
Helping customers transform how everyday life is built across diversified end markets.



General Engineering



Energy



Aerospace & Defense



Transportation



Earthworks

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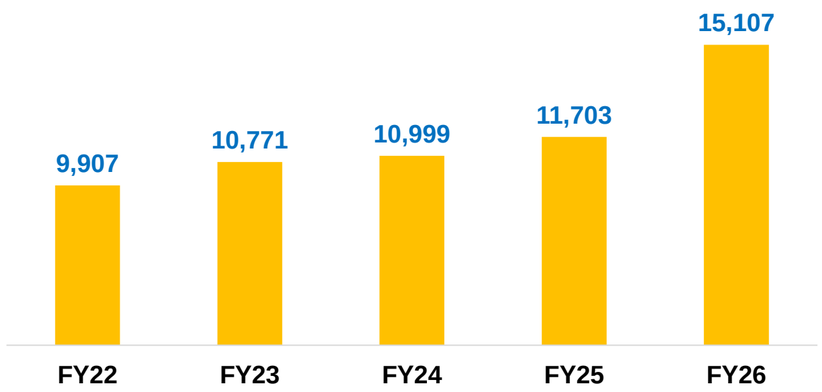
Sales Performance

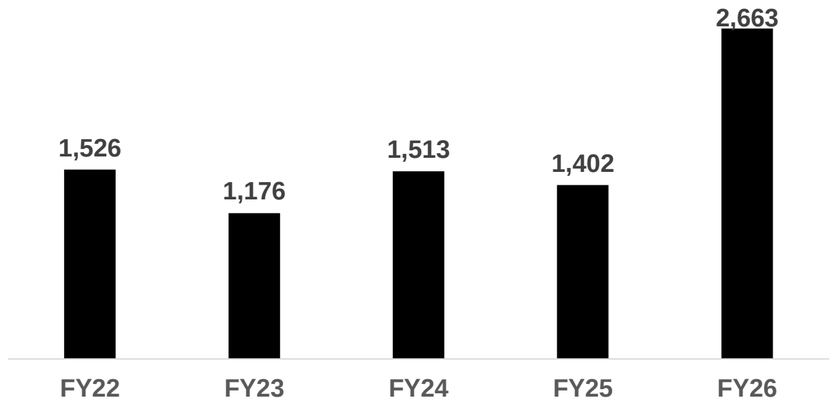
Exceptional growth in sales and PBT driven by economic momentum and strategic initiatives

Revenue in ₹ Million



REVENUE CAGR 11%

Profit Before Tax (PBT) in ₹ Million



Economic Growth

4.3% IIP Growth
7-year high growth in Automobile @10.4%

Share gain initiatives

Key Account Focus
End-to-end solutions
Share gain in growth sectors – Aerospace & Defense, Power Gen, Railways, Mining & Construction

Mitigating steep commodity inflation

Strategic Pricing actions
Intensive carbide buyback program
Profitable portfolio mix

Operational Excellence

Continuous quality improvement programs
Capacity augmentation to meet customer lead times

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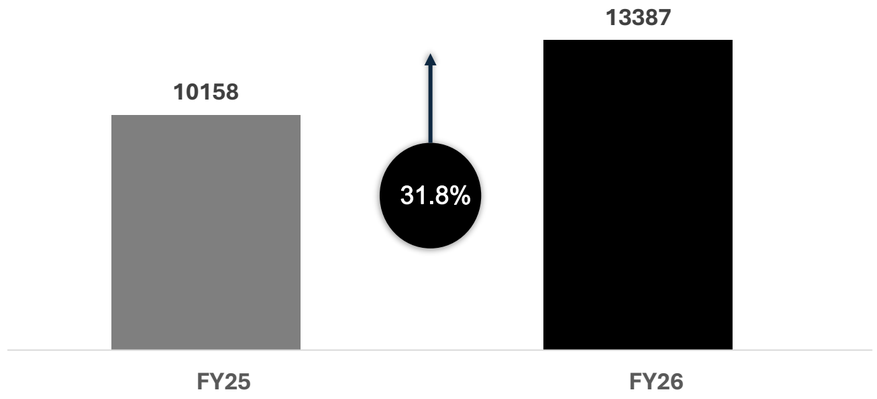
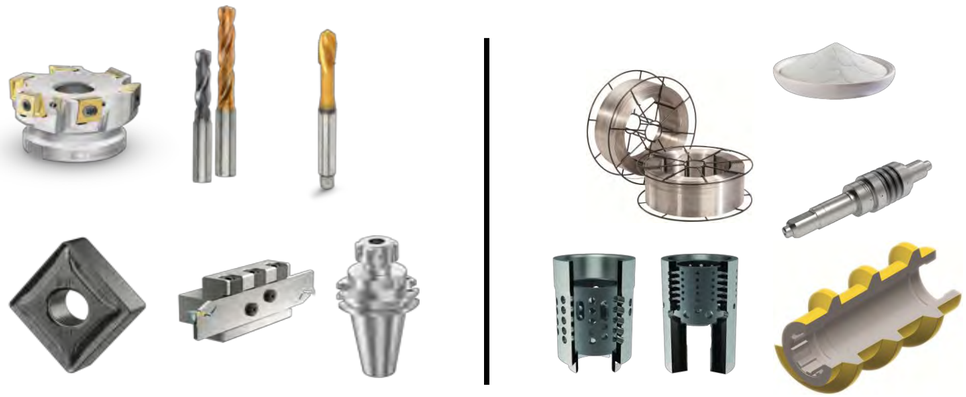
Hard Metal

Leveraging growth in end-use segments with prioritized portfolio playbooks

Hard Metal Revenue in ₹ Million





Share Gain Initiatives

Focus on growth segments, key accounts, segment-portfolio prioritization

Cutting Edge Solutions

Complete tooling and wear solutions, horizontal deployment, focus on innovation , application expertise

Balanced growth

Driving volume growth while implementing pricing actions for tungsten environment

People Focus

Competence development and upskilling, people first culture

Delivering Customer Value

Ensuring quality and lead times in line with customer expectations

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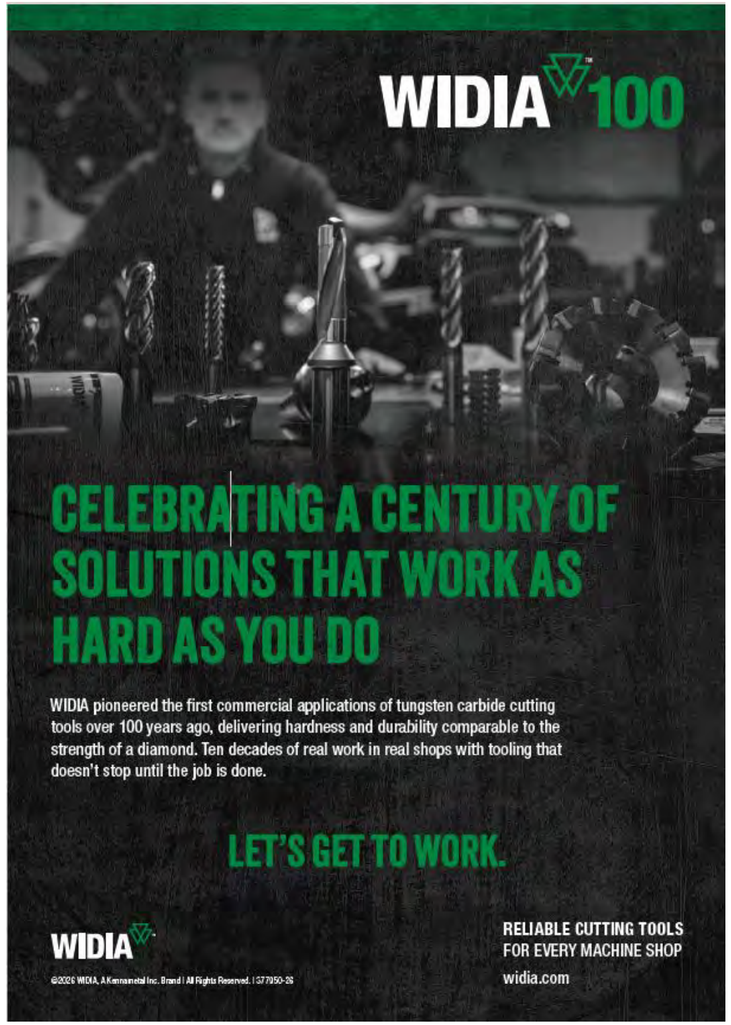
WIDIA 100

Amplifying the WIDIA100 celebration across stakeholders





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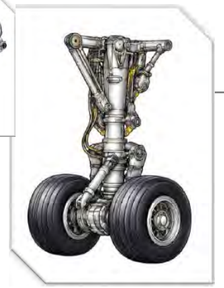
Aerospace Solutions

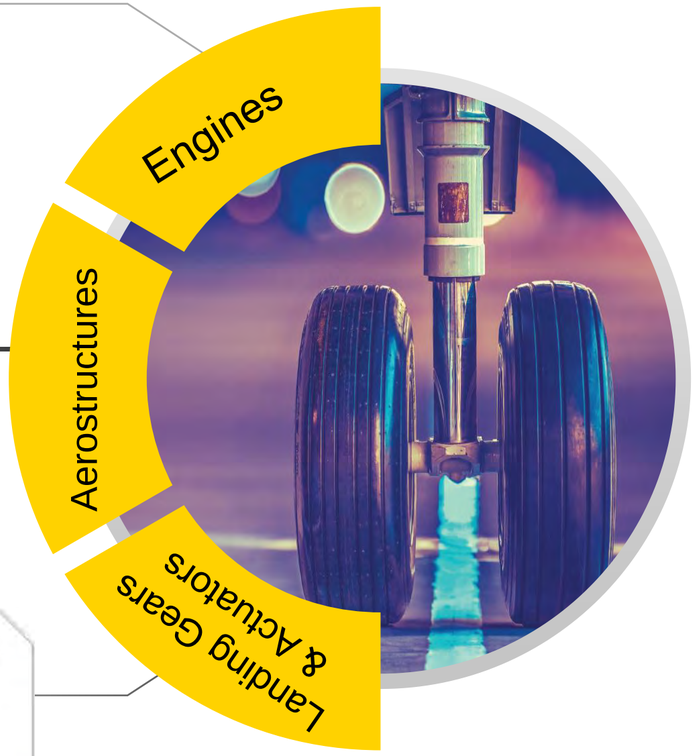
Reach New Heights Using Kennametal's Aerospace Solutions











Kennametal Advantage

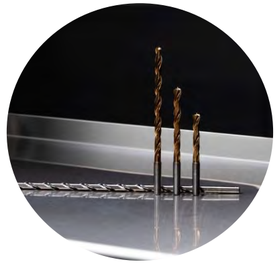
- Expertise in working with high temp alloys, unique components or complex tool paths
- Solution driven products
- Machining strategy and programming support with unmatched global application support
- Building better with dynamic partnerships

Kennametal's Aerospace Business grew by 67% in FY26, bagging orders from leading component manufacturers for highly complex engine and structures machining.

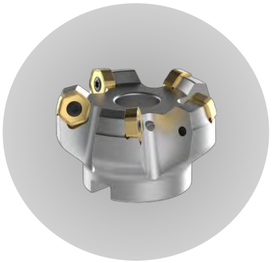
Kennametal's Cutting-Edge Solutions



Solid End Mills



Solid Carbide & Modular Drills



High Feed Milling Cutters

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Powering Data Centers

Kennametal Tooling Solutions



KenDrill™ HPR Solid Carbide Drill



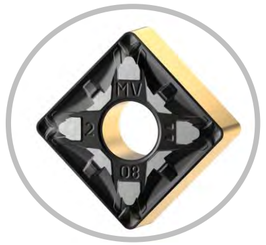
KSEM PLUS™ Modular Drills



KCFM 45 Face Mills



Kenna Universal ™ Drill



KCP25C



HARVi™ Ultra 8XHelical Shoulder Mill

How Did We Win

- Presented proven solution
- Challenge to improve productivity
- Proposed a 4-corner insert solution over a conventional insert
- Simplified setting methodology

THE CUSTOMER

A leading global engine manufacturer

THE OPPORTUNITY

Cylinder Head – Cast Iron Machining

VSVG (Valve Seat Valve Guide) Application

THE WIN

VSVG complete solution
Replaced competition
Delivered operational efficiency
Order Value : INR 17 Mn

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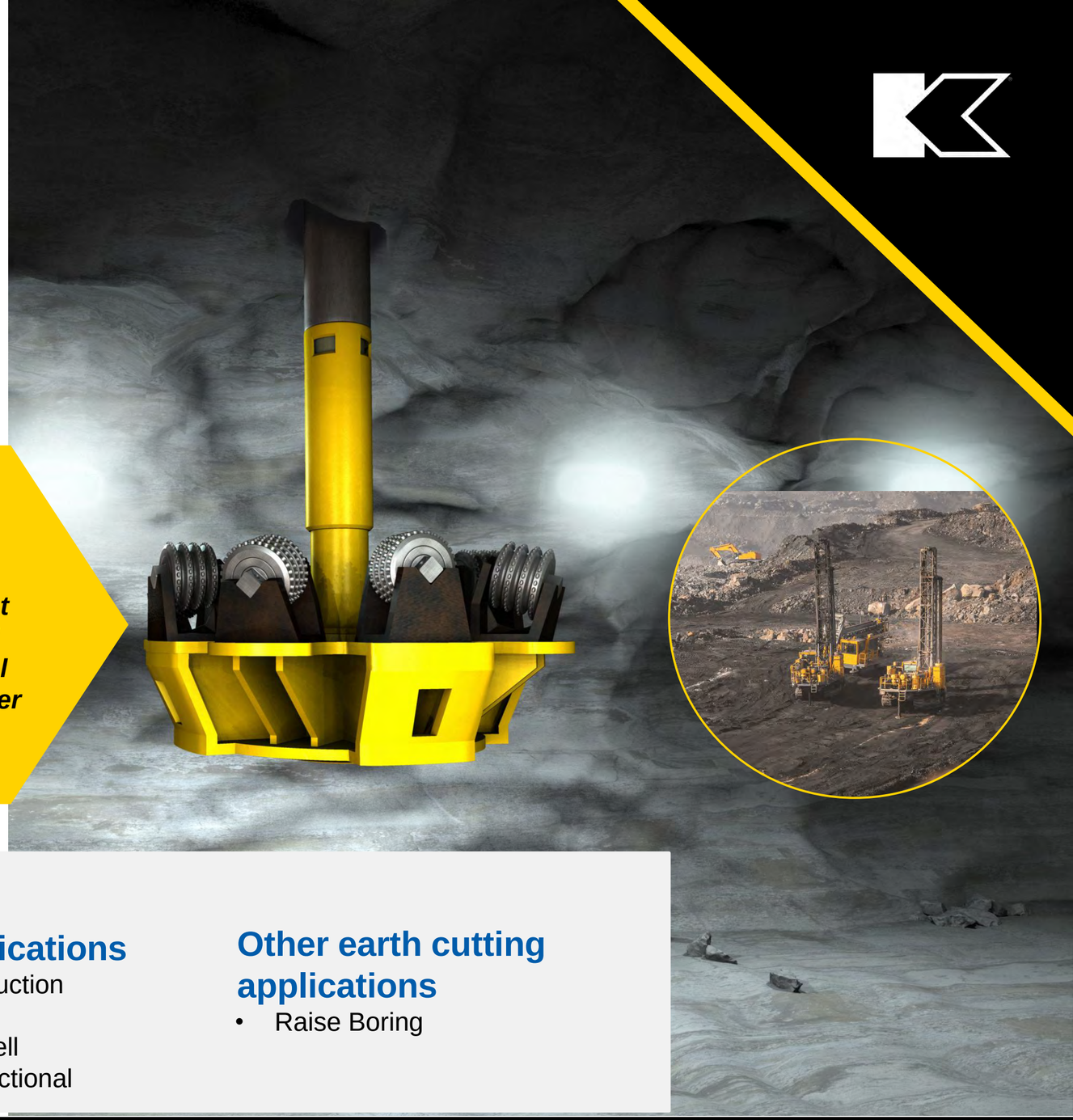
Wear Solutions

Kennametal’s high-performance compacts that keep drilling productivity on track



The WIN

Localization of select grades of compacts at Bengaluru, India plant has yielded a portfolio growth of 139% while advancing Kennametal India capabilities to deliver customer value.



Applications

For every bit type

- Down-the-Hole
- Percussive Hammer
- Rotary
- Foundation Directional Bits

Drilling Applications

- Blasthole/Production
- Waterwell
- Geothermal Well
- Horizontal Directional

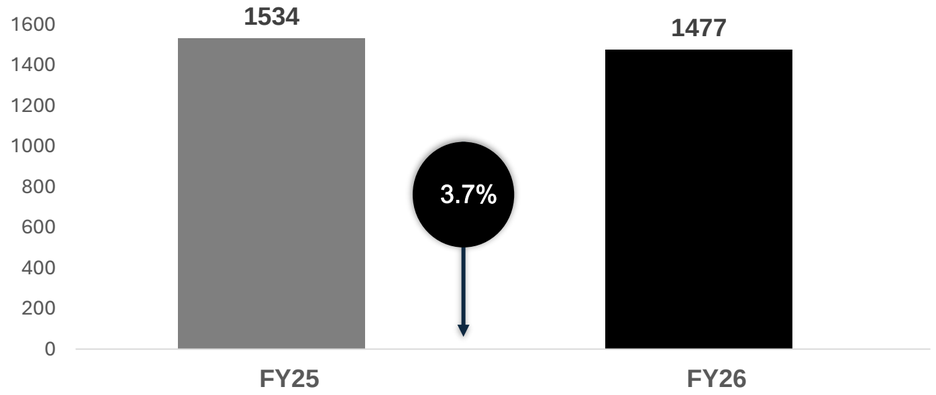
Other earth cutting applications

- Raise Boring

Machining Solutions Group

Growth capped by capacity constraint, expansion plans in place to deliver volumes

Revenue in ₹ Million





Operational Excellence

Focus on improvement projects to improve supply chain efficiency and customer delivery

Capacity Expansion

Announcement of investment in a green field facility, internal expansion of fixture assembly area, enhanced spindle assembly room and stores

Portfolio Optimization

New Production Development roadmap in line with product market strategy

People Engagement

Competency mapping and role alignment to meet next phase of growth

Digital Demand Generation

17000+ LinkedIn followers and growth in web traffic leading to a robust opportunity pipeline

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Customer Outreach

Increased customer and channel outreach through in person events

15 events

2K+ footfall

1.9K+ leads





Participation in leading industry tradeshows across key sectors – Refinery, Wire & Cable, Fastners, Mining and Construction showing wear solutions



Roundtable on the occasion of “WIDIA 100” with a theme of “Built to Last”





Distributors Meet 2026 with the theme “Winning as One,

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Safety First

Achieving Industry Accolades in Safety



Gold at the CII National Excellence EHS Awards

Some standout initiatives by our team that were highlighted include:

- Consistent training and awareness creation across the organization
- Leadership in circular manufacturing through an innovative recycling program that transforms grinding sludge into valuable raw material
- Noise-abatement initiative that improves workplace conditions through targeted pollution prevention measures.
- Commendable efforts in reducing Scope 1 and 2 greenhouse gas emissions, and energy & water consumption.

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Energy, Water and Waste

Continuous improvement projects to sustain strong performance

Renewable Energy

77.1%

of energy sourced through solar

The energy intensity per rupee turnover has improved from 6.37 GJ/million-INR in 2024-25 to **5.02 GJ/million-INR**, reflecting KIL's focus to drive energy efficiency in its processes.

Water Consumption

7.68%

Reduction in freshwater consumption over FY25

The water intensity per rupee turnover has improved from 4.35 KL/million-INR in 2024-25 to **3.11 KL/million-INR**, through continuous improvement and real time IoT based tracking

Waste Management

100%

waste recycling and zero waste to landfill

Through recycle, re-use and other recovery options, entire waste generated at KIL is disposed of sustainably

Carbide Recycling

60%

tungsten recovery from carbide grinding sludge

Carbide buyback program generating significant amount of carbide scrap for recycling and reuse in new products

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People & Culture

Advancing Inclusion & Belonging



AWARENESS



DEVELOPMENT



COMMUNITY



ACQUISITION

India Leadership Council

Diverse and experienced team steering the growth for KIL



Vijaykrishnan Venkatesan
Managing Director, KIL
VP, Specialty Components
Infra APAC



Akshay Kulkarni
Senior General Manager Sales - Metal Cutting



Swamy M.T.
Director Sales – Infrastructure APAC &
Middle East



Guru Prasanna
Director - Machining Solutions Group



Swastika Mukherjee
Senior General Manager – Strategy, Marketing
and Sustainability, MC Sales (Middle East)



K.V. Suresh Reddy
Chief Financial Officer – KIL



Devanathan Ganesan
Director – Manufacturing & Factory Manager



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



Manu Kidave
Senior General Manager – Human Resources

Thank You

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