

## PRESS RELEASE

**KEI INDUSTRIES LIMITED (KEI) AT THE MEETING OF ITS BOARD OF DIRECTORS HELD ON 17.05.2018 APPROVED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2018 AND CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2018.**

### FINANCIALS

During the 4<sup>th</sup> Quarter of FY 2017-18 Sales was Rs. 1030.41 Crore, against same quarter in previous year of Rs. 794.23 Crore, growth in Sale is approx. 30% over corresponding 4<sup>th</sup> Quarter last year.

Further, Operating Profit during this Quarter was Rs. 101.03 Crore against same quarter in the previous year of Rs. 72.87 Crores, growth in Operating Profit is approx. 38.6% over previous period.

Further, PAT during this Quarter was Rs. 49.56 Crore against same quarter in the previous year of Rs. 35.29 Crores, growth in PAT is approx. 40.40% over previous period.

Volume growth in Cable Division in Q4 is approx. 17% as compared to previous year same period.

### **During FY 2017-18**

During FY 2017-18 Sales was Rs. 3496.42 Crore, against same period in previous year of Rs. 2832.43 Crore, growth in Sales is approx. 23.44% over last year.

Further, Operating Profit for FY 2017-18 was Rs. 338.39 Crore against last year of Rs. 269.01 Crore. In terms of % during the year, Operating Profit is 9.68% against last year 9.50%.

Further, PAT for FY 2017-18 was Rs.144.56 Crore against previous year of Rs 93.83 Crore. So, growth in PAT is approx. 54% over previous year.

During the FY 2017-18, volume growth in Cable Division is approx. 18%

**PAT Margin on Sales** has improved from 3.31% to 4.13% during FY 2017-18.

During 4<sup>th</sup> Quarter of FY 2017-18 **Export Sales** was Rs. 97 Crore against last year same period of Rs. 75 Crore. During FY 2017-18, **Export Sales** was Rs. 454 Crore against last year same period of Rs. 375 Crores. Hence, Export Sales has grown by 21% as compared to last year.

During 4<sup>th</sup> Quarter of FY 2017-18 **Sales through Dealer/ Distribution market** is Rs. 352 Crore against last year same period of Rs. 248 Crore. During FY 2017-18, **Sales through Dealer/ Distribution market** was Rs. 1086 Crore against last year same period of Rs. 813 Crores. Hence, growth in Sales through Dealer / Distribution was 33.58% as compared to last year.

The total active working dealer of the Company is 1284 Nos. Growth in dealer is 12% over last year. New Addition of dealer is 137 Nos. in during FY 2017-18.

Works-II : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel : 01493-220106, 221731 Fax : 01493-221732.  
Works-III : Silvassa : 99/2/7, Madhuban Istrial Estate, Rakholi, Silvassa UT of D &N.H-396240. Tel/Fax : 0091-260-2644404, 2630944,2645896  
Branch : Chennai : 27/F-1, first floor, Chakrapani Street, West Mambalam, Chennai-600 033 Tel : 044-24803363 Fax : 044-24803404.  
Offices : Mumbai : 101/102, Vastu Shilp, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277  
Kolkata : Arihanth Benchmark, 4<sup>th</sup> Floor, 113-F, Matheshwartola Road, Kolkata-7000466 Telfax : 033-40620820/4062

For KEI INDUSTRIES LIMITED

  
(ANIL GUPTA)  
Chairman-Cum-Managing Director



KEI Industries Limited

Regd. Office: D-90, Okhla Industrial Area, Phase – 1 New Delhi – 110020. CIN: L74899DL1992PLC051527. Tel.: +91-11-26818840, 26818642, 26815558, 26815559. Fax: +91-11-26811959, 26817225. Email: info@kei-ind.com Website: www.kei-ind.com

During FY 2017-18, revenue from **EPC division** was Rs. 654 Crore (apart from cable sale) against last year same period of Rs. 423 Crore. So growth in this segment is approx. 54.46%.

During FY 2017-18, **EHV Cable sale** was Rs. 168 Crores against last year same period of Rs. 102 Crores. So growth in this segment is approx. 64.70%.

**Company is expected to achieve growth in the current FY 2018-19 by 15-18% in volume.**

### PENDING ORDERS

Pending order as on date is approx. 2,570 Crore plus L1 tender worth Rs. 232 Crore of EPC. Out of which EPC order is Rs.1,425 Crore plus L1 tender worth Rs. 232 Crore, and Cable order Rs. 1,145 Cr (including Export order worth Rs. 147 Crore & EHV Cable order worth Rs. 327 Crore).

### FINANCIAL CHARGES

Financial charges of the Company in FY 17-18 was Rs. 111.30 Crore as compared to last year same period of Rs. 124.42 Crore.

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