



KEI Industries Limited

Regd. Office: D-90, Okhla Industrial Area, Phase – I 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

## KEI INDUSTRIES LIMITED

### PRESS RELEASE

**KEI INDUSTRIES LIMITED (KEI) at the meeting of its Board of Directors held on 20.07.2016 approved Standalone un-audited Financial results for the quarter ended June 30, 2016.**

### FINANCIALS

During the **1st Quarter of FY 2016-17**, Company has achieved Net Sales of Rs. 560.70 Crores, Operating Profit of Rs. 55.95 Crores (approx. 9.98%) and PAT Rs. 16.94 Crores (approx. 3.02%) against same quarter in previous year Net Sales of Rs. 518.39 Crores, Operating Profit of Rs. 54.72 Crores (approx. 10.56%) and PAT of Rs. 11.70 Crores (2.26%) in the same quarter previous year. Operating Profit in current Q1 is approx. 9.98% against 10.56% in Q1 of last year because of low sales from EHV cable segment due to current expansion / capex at Chopanki Plant and non-recognition of profit at Varanasi EPC project.

In **1st Quarter of FY 2016-17**, growth in terms of value is approx. 8.16% over the corresponding 1st Quarter of previous year. This growth is after reduction in Metal prices approx. 15%.

In **1st Quarter of FY 2016-17, PAT Margin** has improved from 2.26% to 3.02 % mainly due to decrease in financial Cost from Rs. 33.14 Crores in Q1 FY 2015-16 to Rs. 26.70 Crores in Q1 FY 2016-17.

In **1st Quarter of FY 2016-17, Export Sales** has grown to Rs.85 Crores as against last year same period export of Rs. 47 Crore i.e. growth of approx. 81%.

In **1st Quarter of FY 2016-17, Sales through dealer/ distribution / retail channels / markets** have grown in terms of volume by approx. 10% however in value terms it is at par with Q1 FY2015-16 numbers and stood at Rs. 175 Crores as compared to Rs. 174 Crores last year during same period.

For KEI INDUSTRIES LIMITED

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: 28151277  
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RAJEEV GUPTA

EXECUTIVE DIRECTOR (FINANCE) & CFO  
DIN No.- 00128865



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In **1st Quarter of FY 2016-17**, company has added 91 new dealer (net) and total active working dealer of the company is approx. 1017 nos. So, growth in number of dealer / distributor is also 10% over last year.

In **1st Quarter of FY 2016-17, revenue from Engineering Procurement and Construction (EPC) division** was approx. Rs. 84 Crores, apart from cable sales to EPC projects, against last year same period revenue of Rs 63 Crores. So, growth in this segment was approx. 35%.

In **1st Quarter of FY 2016-17, Cable division Sales** has grown by 4.92% in value terms but volume growth is approx. 10% over corresponding 1st quarter of same period. LT & HT Cable Sales has grown in terms of value by 11.41% but EHV sales have decreased due to production suffered in 1st Quarter because of expansion going on at Chopanki Plant.

**Company is hopeful to achieve 15 % growth in the financial year 2016-17.**


### Pending order

Pending Order as on date is approx. Rs. 2951 Crores out of which EPC Rs.1969 Crores (including EPC L1 /LOI Rs. 411 Crores), Substation Rs. 145 Crores (including L-1 order of Rs. 70 Crores) and EHV Rs.142 Crores and Cable Rs. 695 Crores out of which Export order is Rs. 190 Crores.

### Capex

New EHV Cables line at Chopanki Plant will be operational by October / November, 2016. Major amount of Capex has already been done till date and balance approx. Rs. 20 – 25 Crores will be done in FY 2016-17.

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RAJEEV GUPTA  
EXECUTIVE DIRECTOR (FINANCE) & CFO  
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## Financial charges

Financial charges of the company in 1st Quarter of FY 16-17 is Rs. 26.70 Crores (4.76%) as compared to last year same period of Rs. 33.14 Crores (6.39%). In FY 2015-16, financial charges were 5.46% for whole year.

**For KEI INDUSTRIES LIMITED**

For KEI INDUSTRIES LIMITED

  
RAJEEV GUPTA  
EXECUTIVE DIRECTOR (FINANCE) & CFO  
(RAJEEV GUPTA) 865

**Executive Director Finance & CFO**

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