



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

## PRESS RELEASE

**KEI INDUSTRIES LIMITED (KEI) AT THE MEETING OF ITS BOARD OF DIRECTORS HELD ON 13.11.2017 APPROVED STANDALONE UN- AUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2017.**

### FINANCIALS

During the 2<sup>nd</sup> Quarter of FY 2017-18 Net Sales was Rs. 748.82 crore as compared to Net Sales of Rs.624.28 Crores during same period last year. Further, EBIDTA during 2<sup>nd</sup> quarter was Rs. 77.28 Crore i.e. 10.32% on Net Sales as compared to Rs.68.51 Crores(10.97%) in the same period last year. During 2<sup>nd</sup> quarter PAT was Rs. 28.50 Crore i.e. 3.81% against Rs.21.42 Crores (3.43%) in the same period last year.

Hence, during 2<sup>nd</sup> quarter, growth in Net Sale is approx. 19.95% over corresponding same quarter last year while volume growth in 2<sup>nd</sup> quarter was approx. 15% as compared to same period last year.

### **During H1 of FY 2017-18**

During 1<sup>st</sup> half of FY 2017-18 Net Sales was Rs. 1,539.72 crore as against Net Sales of Rs. 1,174.41 Crore during same period last year. Further, during 1<sup>st</sup> half of FY 2017-18, EBIDTA was Rs. 155.64 Crore i.e. 10.11% on Net Sales as compared to Rs. 122.12 Crore (10.40%) in the same period last year. During 1<sup>st</sup> half of FY 2017-18 PAT was Rs. 55.97 Crore i.e. 3.64% as compared to Rs. 32.63 Crore (2.78%) in the same period last year.

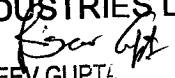
Hence, during 1<sup>st</sup> half, growth in Net Sale is approx. 31.11% over corresponding same period last year and volume growth in cable division is approx. 15%.

During the 2<sup>nd</sup> Quarter and H1 of FY 2017-18 Export Sales has grown by 33% and 31% respectively. Net Sales of Export of Q2 of FY 2017-18 is Rs.137 Crore against last year same period Rs.103 Crore and Net Sales of Export during 1<sup>st</sup> half of FY 2017-18 is Rs 247 Crore as against Rs 188 Crore in the same period last year.

During the 1<sup>st</sup> half of FY 2017-18 Dealer/ Distribution market Net Sales has grown by 25%. During 1<sup>st</sup> half, Net Sales from this segment was Rs 478 Crore as compared to Rs 381 Crore in the same period last year. Total active working dealer of the company is 1274 Nos. Growth in dealer is 25% over last year same period.

Works-II : Bhiwadi: SP-919/920/922, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel: 01493-220106, 22173 Fax: 01493-221731.  
Works-III : Silvassa: 99/2/7, Madhuban Industrial Estate, Rakholi, Silvassa -396230 Dadra & Nagar Haveli Tel: 0260-2644404, 2630944 Fax: 0260-2645896  
Branch : Chennai: Flat No. 10, 1<sup>st</sup> Floor, Rams Apartment, New No. 68, (Old No.141), Eldams Road, Teynampet, Chennai- 600018 Tel : 044-42009120 Fax: 044-42009130.  
Offices : Mumbai: Nirvan Corporate, 7th Floor, Opposite Aghadi Nagar, Pump House, Rajmata Jijabai Road, Andheri(E), Mumbai-400093 Tel: 022-28239673/28375642 Fax: 022-28258277  
: Kolkata: Arihant Benchmark, 4<sup>th</sup> Floor 113-F, Matheshwartola Road Ps. Tiljala, Kolkata-700046 Tel: 033-40620820/40620822 Fax: 033-40620822

**For KEI INDUSTRIES LTD.**

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



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During 1<sup>st</sup> half of FY 2017-18 revenue from **EPC division** was Rs. 307 Crore (apart from cable sale) as compared to Rs 179 Crore during same period last year. So during 1<sup>st</sup> half **growth in this segment is approx. 72%.**

During 1<sup>st</sup> half of FY 2017-18, **EHV Cable sale** is Rs 78 Crores against last year same period Rs 33 Crores.

**Company is expected to achieve growth in the current FY 2017-18 by at least 15-20 % in volume terms.**

### PENDING ORDER

Pending order as on date is approx. Rs.2,347 Crore out of which EPC is Rs.1,428 Crore , substation Rs. 189 Crore and Cable Rs. 730 Crore (out of which export order is Rs. 84 Crore).

### FINANCIAL CHARGES

Financial charges of the company during 1<sup>st</sup> half of FY 17-18 is Rs. 57.33 Crore (3.72% of Net sales) as compared to Rs. 60.27 Crore (5.13% of Net sales) in the same period last year.

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EXECUTIVE DIRECTOR (FINANCE) & CFO  
(RAJEEV GUPTA)  
DIN No.: 00128865

Executive Director (Finance) & CFO

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