



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 24.01.2018 APPROVED STANDALONE UN- AUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2017.**

### FINANCIALS

During the 3<sup>rd</sup> Quarter of FY 2017-18 Net Sales was Rs. 888.66 Crore, against same quarter in previous year of Rs. 715 Crore, growth in Net Sales is approx. 24.29% over corresponding 3<sup>rd</sup> Quarter last year.

Further, EBIDTA during 3<sup>rd</sup> Quarter was Rs. 91.62 Crore i.e. 10.31% on Net Sales and PAT was Rs. 39.02 Crore i.e. 4.39%, against corresponding 3<sup>rd</sup> Quarter last year EBIDTA of Rs. 77.21 Crore which was approx. 10.80% and PAT of Rs. 25.89 Crore which was approx. 3.62%.

Hence, volume growth in Cable Division in Q3 is approx. 19% as compared to previous year same period.

### **During the 9 Months of FY 2017-18**

During the 9 Months of FY 2017-18 Net Sales was Rs. 2428.38 Crore, against same period in previous year Net Sales of Rs. 1,889.42 Crore, growth in Net Sales is approx. 28.53% over corresponding last year same period.

Further, EBIDTA for nine months was Rs. 247.27 Crore i.e. 10.18% on Net Sales and PAT was Rs. 95 Crore i.e. 3.91%, against last year same period EBIDTA of Rs. 199.34 Crore which was approx. 10.55% and PAT of Rs. 58.53 Crore which was approx. 3.10%.

Hence, volume growth in Cable Division during nine months is approx. 18-19%.

**PAT Margin on Net Sales** has improved from 3.10% to 3.91% during the 9 Months of FY 2017-18 and in 3<sup>rd</sup> Quarter it has improved from 3.62% to 4.39%.

During the 3<sup>rd</sup> Quarter of FY 2017-18 **Export Sales** is Rs. 109 Crore against last year same period of Rs. 116 Crore. During 9 months of FY 2017-18, Export Sale was Rs 356 Crore against last year same period of Rs 304 Crore. Hence, Export Sales has grown by 17% during 9 Months over corresponding period last year.

During the 9 months of FY 2017-18 **Dealer/ Distribution market Net Sales** has grown by 40.26%. Net Sales has reached to Rs 791 Crore as compared to Rs 564 Crore of last year same period.

The total active working dealer of the company is 1208 Nos. Growth in dealer is 11% over last year same period. New Addition of dealer is 61 Nos. during the 9 months of FY 2017-18.

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: Anihanth Benchmark, 4<sup>th</sup> Floor 113-F, Matheshwartola Road Ps. Tijjala, Kolkata-700046 Tel: 033-40620820/40620822 Fax: 033-40620821

For KEI INDUSTRIES LTD.

*Rajeev Gupta*  
RAJEEV GUPTA

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



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During the 9 months of FY 2017-18 revenue from **EPC division** was Rs. 467 Crore (apart from cable sale) against last year same period of Rs 320 Crore. So growth in this segment is approx. 46%.

During the 9 months of FY 2017-18, **EHV Cable sale** was Rs 116 Crore against last year same period Rs 66 Crore. So growth in this segment is approx. 76%.

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

### PENDING ORDERS

Pending order as on date is approx. Rs. 2,331 Crore plus L1 tender worth Rs. 426 Crore of EPC. Out of this, EPC order Rs.1,290 Crore plus L1 tender worth Rs 426 Crore, Substation Rs. 188 Crore and Cable order Rs. 853 Crore (including Export order worth Rs. 173 Crore & EHV Cable order worth Rs. 165 Crore).

### FINANCIAL CHARGES

Financial charges of the company in 9 months of FY 17-18 was Rs. 82.48 Crore (3.40% of Net sales) as compared to last year same period of Rs. 94.27 Crore (4.99% of Net sales).

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