

# KEI Industries Limited

D-90, OKHLA INDUSTRIAL AREA, PHASE- I, NEW DELHI-110 020

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Selected  
BUSINESS  
Superbrand  
INDIA 2010/11  
Industry Validated

(₹ in Lakhs)

## UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2010

Sl. No.	PARTICULARS	Unaudited Results for		Unaudited Results for		Audited
		Quarter ended 31-12-2010	Quarter ended 31-12-2009	Nine Months ended on 31-12-2010	Nine Months ended on 31-12-2009	Year ended on 31-03-2010
1.	a) Net Sales / Income from Operations	28,280.26	24,387.00	79,797.44	63,077.46	90,984.74
	b) Other Operating Income	130.43	119.07	181.41	138.15	57.37
	<b>c) Total Income</b>	<b>28,410.69</b>	<b>24,506.07</b>	<b>79,978.85</b>	<b>63,215.61</b>	<b>91,042.11</b>
2.	Total Expenditure					
	a) (Increase)/Decrease in stock in trade & WIP	(1,592.08)	(88.42)	(5,915.83)	(3,423.61)	(2,447.91)
	b) Consumption of raw materials/Project Materials	23,737.49	19,347.82	68,638.25	51,989.39	73,559.81
	c) Purchase of Traded goods	-----	3.59	13.55	18.32	49.99
	d) Employees cost	640.24	466.22	1,949.16	1,419.84	1,885.39
	e) Depreciation	424.53	371.48	1,210.29	1,116.78	1,467.64
	f) Other Expenditure	3,252.88	2,671.32	9,241.77	8,530.23	11,781.04
	<b>g) Total Expenditure</b>	<b>26,463.06</b>	<b>22,772.01</b>	<b>75,137.19</b>	<b>59,650.95</b>	<b>86,295.96</b>
3.	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items(1-2)</b>	<b>1,947.63</b>	<b>1,734.06</b>	<b>4,841.66</b>	<b>3,564.66</b>	<b>4,746.15</b>
4.	<b>Other Income</b>	146.45	(6.86)	289.98	(1.76)	307.66
5.	<b>Profit before Interest &amp; Exceptional Items (3+4)</b>	<b>2,094.08</b>	<b>1,727.20</b>	<b>5,131.64</b>	<b>3,562.90</b>	<b>5,053.81</b>
6.	Interest & Finance Charges	1,466.12	1,223.07	4,038.26	3,272.00	4,439.60
7.	<b>Profit after Interest but before Exceptional Items (5-6)</b>	<b>627.96</b>	<b>504.13</b>	<b>1,093.38</b>	<b>290.90</b>	<b>614.21</b>
8.	Exceptional Items (net)	-----	-----	-----	1,111.83	1,111.83
9.	<b>Profit (+) /Loss (-) from Ordinary activities Before Tax (7+8)</b>	<b>627.96</b>	<b>504.13</b>	<b>1,093.38</b>	<b>1,402.73</b>	<b>1,726.04</b>
10.	Tax Expenses	125.14	85.69	217.91	241.43	302.79
11.	<b>Net Profit(+) /Loss (-) from Ordinary activities After Tax (9-10)</b>	<b>502.82</b>	<b>418.44</b>	<b>875.47</b>	<b>1,161.30</b>	<b>1,423.25</b>
12.	Extraordinary items (net of tax expenses )	-----	-----	-----	-----	-----
13.	<b>Net Profit (+) /Loss (-) for the period</b>	<b>502.82</b>	<b>418.44</b>	<b>875.47</b>	<b>1,161.30</b>	<b>1,423.25</b>
14.	Paid -Up Equity Share Capital (Face Value of Rs. 2/- each)	1,278.75	1,218.75	1,278.75	1,218.75	1,278.75
15.	Reserves excluding Revaluation Reserves					20,492.90
16.	Earning Per Share (Rs)					
	a) Basic	0.79	0.69	1.37	1.91	2.33
	b) Diluted	0.62	0.51	1.08	1.48	1.83
17.	Public Shareholding					
	- Number of Shares	39088972	39088472	39088972	39088472	39088472
	- Percentage of Shareholding	61.14	64.15	61.14	64.15	61.14
18.	Promoters and Promoter Group Shareholding					
	a) Pledged / Encumbered					
	- Number of shares	Nil	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total share capital of the company)	Nil	Nil	Nil	Nil	Nil
	b) Non - encumbered					
	- Number of shares	24848466	21848466	24848466	21848466	24848466
	- Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group)	100.00	100.00	100.00	100.00	100.00
	- Percentage of shares (as a % of the total share capital of the company)	38.86	35.85	38.86	35.85	38.86

## SEGMENT - WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

1.	Segment Revenue ( net sales/ income from )					
	a) Segment - Cables	26,448.35	22,939.52	74,052.29	59,317.97	85,559.16
	b) Segment - Stainless Steel Wire	1,954.51	1,554.68	5,883.44	3,840.77	5,406.00
	c) Segment - Others	7.83	11.87	43.12	56.87	76.95
	d) Unallocated Segment	53.76	(6.86)	77.24	(3.40)	306.80
	<b>Total</b>	<b>28,464.45</b>	<b>24,499.21</b>	<b>80,056.09</b>	<b>63,212.21</b>	<b>91,348.91</b>
	Less: Inter segment revenue	-----	-----	-----	-----	-----
	<b>Net Sales / income from operations</b>	<b>28,464.45</b>	<b>24,499.21</b>	<b>80,056.09</b>	<b>63,212.21</b>	<b>91,348.91</b>
2.	Segment Results (Profit) (+)/ Loss (- ) before tax and interest from segment					
	a) Segment - Cables	2,760.74	2,154.81	7,031.74	5,069.87	7,007.20
	b) Segment - Stainless Steel Wire	(18.36)	100.67	111.96	297.14	313.12
	c) Segment - Others	(51.12)	(10.90)	(137.64)	(29.15)	(49.92)
	<b>Total</b>	<b>2,691.26</b>	<b>2,244.58</b>	<b>7,006.06</b>	<b>5,337.86</b>	<b>7,270.40</b>
	Less: I) Interest	1,466.12	1,223.07	4,038.26	3,272.00	4,439.60
	II) Other un- allocable expenditure	597.18	517.38	1,874.42	663.13	1,104.76
	net off un- allocable income					
	<b>Total Profit Before Tax</b>	<b>627.96</b>	<b>504.13</b>	<b>1,093.38</b>	<b>1,402.73</b>	<b>1,726.04</b>
3.	Capital Employed (Segment Assets - Segment Liabilities)					
	a) Segment - Cables	59,436.49	55,997.74	59,436.49	55,997.74	52,013.98
	b) Segment- Stainless Steel Wire	1,718.16	2,570.03	1,718.16	2,570.03	2,279.51
	c) Segment - Others	579.92	199.62	579.92	199.62	408.35
	d) Unallocated Segment	(23,620.97)	(23,175.27)	(23,620.97)	(23,175.27)	(18,094.17)
	<b>Total</b>	<b>38,113.60</b>	<b>35,592.12</b>	<b>38,113.60</b>	<b>35,592.12</b>	<b>36,607.67</b>

### Notes:

- The above results reviewed by the Audit Committee have been approved and taken on record by the Board of Directors at their meeting held on February 05, 2011.
- The above results have been reviewed by the Statutory Auditors of the Company pursuant to Clause 41 of the listing agreement.
- The Company had repurchased and cancelled 1100 Foreign Currency Convertible Bonds (FCCBs) of the Face Value of USD 5,000 each, pursuant to RBI Circular A.P. (DIR Series) Circular No. 39 dated December 8, 2008 on Buy-back / Prepayment of FCCB, at a discount. This had resulted in a write back of Rs 1111.83 lacs during previous year / Nine months, which has been reflected as Exceptional Item.
- Pursuant to changes made in AS-11 vide Companies (Accounting Standard) Amendment Rules, 2009, during the quarter / nine months/ year foreign exchange difference arising on long term foreign currency monetary items- FCCBs & Foreign Currency Term Loan have been adjusted with the cost of fixed assets and in other cases the same has been accumulated in FCMITDA.
- During the quarter & nine months ended December 31, 2010 exchange fluctuation on ECB has been fully transferred to FCMITDA.
- The number of investor complaints pending at the beginning of the quarter was NIL. During this quarter three complaints were received and resolved. No Complaint is pending at the end of the quarter.
- The provision for Deferred Tax, if any, will be made at the year end.
- The figures of the previous quarter / nine months / year have been re-grouped / reclassified to conform to current quarter / nine months / year's classification.

For KEI INDUSTRIES LIMITED

Sd/-

**ANIL GUPTA**

Chairman cum Managing Director

**KEI**  
Wires and Cables  
The power behind the power™

Place : New Delhi

Date : February 05, 2011