



# KEI INDUSTRIES LIMITED

D-90 OKHLA INDUSTRIAL AREA PHASE I NEW DELHI-110 020  
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UNAUDITED FINANCIAL RESULTS FOR THE  
QUARTER ENDED 30TH JUNE, 2011

Selected  
**BUSINESS**  
**Superbrand**  
Industry Validated

(Rs. in Lakhs)

| Particulars  | Unaudited Results for |                  | Audited           |
|--|-----------------------|------------------|-------------------|
|  | Quarter ended         | Quarter ended    | Year ended on     |
|  | 30-06-2011            | 30-06-2010       | 31-03-2011        |
| 1.a) Net Sales / Income from Operations  | 33,388.61             | 23,118.06        | 116,201.79        |
| b) Other Operating Income  | 52.43                 | 50.88            | 254.55            |
| c) <b>Total Income</b>   | <b>33,441.04</b>      | <b>23,168.94</b> | <b>116,456.34</b> |
| 2. Total Expenditure   |                       |                  |                   |
| a) (Increase)/Decrease in stock in trade & WIP   | (1,971.76)            | (2,637.93)       | (6,766.06)        |
| b) Consumption of raw materials/Project Materials  | 27,685.87             | 20,576.98        | 97,854.96         |
| c) Purchase of Traded goods  | 345.43                | 20.64            | 43.06             |
| d) Employees cost  | 815.88                | 642.52           | 2,753.86          |
| e) Depreciation  | 461.20                | 388.51           | 1,661.00          |
| f) Other Expenditure   | 3,747.13              | 2,830.32         | 13,647.56         |
| g) <b>Total Expenditure</b>  | <b>31,083.75</b>      | <b>21,821.04</b> | <b>109,194.38</b> |
| 3. <b>Profit from Operations before Other Income, Interest &amp; Exceptional Items(1-2)</b>  | <b>2,357.29</b>       | <b>1,347.90</b>  | <b>7,261.96</b>   |
| 4. <b>Other Income</b>   | 12.83                 | 10.25            | 358.82            |
| 5. <b>Profit before Interest &amp; Exceptional Items (3+4)</b>                               | <b>2,370.12</b>       | <b>1,358.15</b>  | <b>7,620.78</b>   |
| 6. Interest & Finance Charges  | 1,915.79              | 1,195.39         | 5,832.10          |
| 7. <b>Profit after Interest but before Exceptional Items (5-6)</b>                           | <b>454.33</b>         | <b>162.76</b>    | <b>1,788.68</b>   |
| 8. Exceptional Items (net)   | -----                 | -----            | -----             |
| 9. <b>Profit (+) /Loss (-) from Ordinary activities Before Tax (7+8)</b>                     | <b>454.33</b>         | <b>162.76</b>    | <b>1,788.68</b>   |
| 10. Tax Expenses   | 190.90                | 32.44            | 732.86            |
| 11. <b>Net Profit(+)/Loss (-) from Ordinary activities After Tax (9-10)</b>                  | <b>263.43</b>         | <b>130.32</b>    | <b>1,055.82</b>   |
| 12. Extraordinary items (net of tax expenses)  | -----                 | -----            | -----             |
| 13. <b>Net Profit (+) /Loss (-) for the period</b>   | <b>263.43</b>         | <b>130.32</b>    | <b>1,055.82</b>   |
| 14. Paid -Up Equity Share Capital<br>(Face Value of Rs. 2/- each)                            | 1,338.75              | 1,278.75         | 1,338.75          |
| 15. Reserves excluding Revaluation Reserves  | -----                 | -----            | 22,453.13         |
| 16. Earning Per Share (Rs)   |                       |                  |                   |
| a) Basic   | 0.39                  | 0.20             | 1.64              |
| b) Diluted   | 0.34                  | 0.16             | 1.30              |
| 17. Public Shareholding  |                       |                  |                   |
| - Number of Shares   | 39088972              | 39088472         | 39088972          |
| - Percentage of Shareholding   | 58.40%                | 61.14%           | 58.40%            |
| 18. Promoters and Promoter Group Shareholding  |                       |                  |                   |
| a) Pledged / Encumbered  |                       |                  |                   |
| - Number of shares   | Nil                   | Nil              | Nil               |
| - Percentage of shares (as a % of the total shareholding of promoter and promoter group)     | Nil                   | Nil              | Nil               |
| - Percentage of shares (as a % of the total share capital of the company)                    | Nil                   | Nil              | Nil               |
| b) Non - encumbered  |                       |                  |                   |
| - Number of shares   | 27848466              | 24848466         | 27848466          |
| - Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group) | 100%                  | 100%             | 100%              |
| - Percentage of shares (as a % of the total share capital of the company)                    | 41.60%                | 38.86%           | 41.60%            |

### Segment -wise Revenue, Results and Capital Employed

|  |                  |                  |                   |
|--|------------------|------------------|-------------------|
| 1. Segment Revenue ( net sales/ income from )                                      |                  |                  |                   |
| a) Segment - Cables  | 30,213.79        | 21,246.66        | 107,958.85        |
| b) Segment - Stainless Steel Wire  | 2,525.64         | 1,897.37         | 8,216.73          |
| c) Segment - Others  | 701.61           | 24.91            | 280.76            |
| d) Unallocated Segment   | 12.83            | (20.66)          | 29.85             |
| Total  | <b>33,453.87</b> | <b>23,148.28</b> | <b>116,486.19</b> |
| Less: Inter segment revenue  | -----            | -----            | -----             |
| Net Sales / income from operations   | <b>33,453.87</b> | <b>23,148.28</b> | <b>116,486.19</b> |
| 2. Segment Results (Profit) (+)/ Loss (- )<br>before tax and interest from segment |                  |                  |                   |
| a) Segment - Cables  | 2,964.91         | 1,992.15         | 10,117.44         |
| b) Segment - Stainless Steel Wire  | 59.81            | 76.23            | 210.62            |
| c) Segment - Others  | 102.07           | (44.46)          | (55.92)           |
| Total  | <b>3,126.79</b>  | <b>2,023.92</b>  | <b>10,272.14</b>  |
| Less: I) Interest  | 1,915.79         | 1,195.39         | 5,832.10          |
| II) Other un- allocable expenditure<br>net off un- allocable income                | 756.67           | 665.77           | 2,651.36          |
| Total Profit Before Tax  | <b>454.33</b>    | <b>162.76</b>    | <b>1,788.68</b>   |
| 3. Capital Employed<br>( Segment Assets - Segment Liabilities )                    |                  |                  |                   |
| a) Segment - Cables  | 62,912.68        | 54,682.78        | 54,661.66         |
| b) Segment- Stainlees Steel Wire   | 1,482.25         | 1,423.88         | 2,766.56          |
| c) Segment - Others  | (1,436.89)       | 579.01           | 145.75            |
| d) Unallocated Segment   | (17,269.92)      | (18,800.00)      | (11,644.72)       |
| Total  | <b>45,688.12</b> | <b>37,885.67</b> | <b>45,929.25</b>  |

### Notes;

- The above results have been reviewed by the Statutory Auditors of the Company pursuant to Clause 41 of the Listing Agreement.
- 1% FCCB amounting to USD 16.60 Million are outstanding as on June 30, 2011. Unless these FCCB's have been previously converted, repurchased and cancelled, the Company will redeem these bonds at 145.54% of the outstanding principal amount on November 30, 2011. Since, the redemption of bond is contingent upon its non-conversion into equity shares and the probability of redemption cannot presently be ascertained, the Company has not provided for the proportionate premium on redemption for the quarter and upto the period ended June 30, 2011 Rs. 200.07 lacs and Rs. 3052.91 lacs respectively. Premium on redemption shall be adjusted out of the Securities Premium Account.
- Pursuant to changes made in AS-11 vide Companies (Accounting Standard) Amendment Rules, 2009 & 2011, foreign exchange difference arising on long term foreign currency monetary items- FCCBs & Foreign Currency Term Loan used for capital expenditure has been adjusted with the cost of fixed assets and in other cases has been transferred to Profit & Loss account. Exchange fluctuation on ECB has been fully transferred to Profit & Loss account. During previous quarter/year foreign exchange difference on these items pertaining to other than capital expenditure was adjusted in FCMTDA.
- The number of investor compliant pending at the beginning of the quarter was NIL. During this quarter no complaint was received. No complaint is pending at the end of the quarter.
- 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 August 08, 2011.
- Tax Expense for the quarter include deferred tax of Rs.100 Lacs on estimated basis. In previous year this was not made on quarterly basis, but at year end only.
- The figure of the previous quarter/year have been re-grouped/re-classified to confirm to current quarter/year's classification.

For KEI INDUSTRIES LIMITED

  
ANIL GUPTA

Chairman-cum-Managing Director

Place : New Delhi  
Dated : August 8, 2011