



# KEI INDUSTRIES LIMITED

D-90 OKHLA INDUSTRIAL AREA PHASE I NEW DELHI-110 020  
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Selected  
BUSINESS  
Superbrand  
Industry Validated

## UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2011

Particulars	Unaudited Results for			Unaudited Results for		(Rs. in Lakhs)
	Quarter	Quarter	Quarter	Nine months	Nine months	Audited
	ended	ended	ended	ended on	ended on	Year
	31-12-2011	30-09-2011	31-12-2010	31-12-2011	31-12-2010	ended on
31-03-2011						
1. a) Net Sales / Income from Operations	45,590.07	39,359.64	28,280.26	118,338.32	79,797.44	116,201.79
b) Other Operating Income	124.32	67.59	130.43	244.34	181.41	254.55
c) Total Income	45,714.39	39,427.23	28,410.69	118,582.66	79,978.85	116,456.34
2. Total Expenditure						
a) (Increase)/Decrease in stock in trade & WIP	3,416.60	(3,565.77)	(1,592.08)	(2,120.93)	(5,915.83)	(6,766.06)
b) Consumption of raw materials/Project Materials	31,537.02	33,645.56	23,737.49	92,999.05	68,638.25	97,854.96
c) Purchase of Traded goods	134.95	277.93	-----	627.70	13.55	43.06
d) Employees cost	918.29	886.84	640.24	2,621.01	1,949.16	2,753.86
e) Depreciation	497.40	483.47	424.53	1,442.08	1,210.29	1,661.00
f) Other Expenditure	5,711.84	4,805.39	3,252.88	14,264.36	9,241.77	13,647.56
g) Total Expenditure	42,216.10	36,533.42	26,463.06	109,833.27	75,137.19	109,194.38
3. Profit from Operations before Other Income, Interest & Exceptional Items(1-2)	3,498.29	2,893.81	1,947.63	8,749.39	4,841.66	7,261.96
4. Other Income	0.16	6.84	146.45	19.83	289.98	358.82
5. Profit before Interest & Exceptional Items (3+4)	3,498.45	2,900.65	2,094.08	8,769.22	5,131.64	7,620.78
6. Interest & Finance Charges	2,730.27	2,096.33	1,466.12	6,742.39	4,038.26	5,832.10
7. Profit after Interest but before Exceptional Items (5-6)	768.18	804.32	627.96	2,026.83	1,093.38	1,788.68
8. Exceptional Items (net)	-----	-----	-----	-----	-----	-----
9. Profit (+) /Loss (-) from Ordinary activities Before Tax (7+8)	768.18	804.32	627.96	2,026.83	1,093.38	1,788.68
10. Tax Expenses	205.40	259.58	125.14	655.88	217.91	732.86
11. Net Profit(+) /Loss (-) from Ordinary activities After Tax (9-10)	562.78	544.74	502.82	1,370.95	875.47	1,055.82
12. Extraordinary items (net of tax expenses )	-----	-----	-----	-----	-----	-----
13. Net Profit (+) /Loss (-) for the period	562.78	544.74	502.82	1,370.95	875.47	1,055.82
14. Paid -Up Equity Share Capital (Face Value of Rs. 2/- each)	1,338.75	1,338.75	1,278.75	1,338.75	1,278.75	1,338.75
15. Reserves excluding Revaluation Reserves	-----	-----	-----	-----	-----	22,453.13
16. Earning Per Share (Rs)						
a) Basic	0.84	0.81	0.79	2.05	1.37	1.64
b) Diluted	0.84	0.70	0.62	2.05	1.08	1.30
17. Public Shareholding						
- Number of Shares	39088972	39088972	39088972	39088972	39088972	39088972
- Percentage of Shareholding	58.40	58.40	61.14	58.40	61.14	58.40
18. Promoters and Promoter Group Shareholding						
a) Pledged / Encumbered						
- Number of shares	Nil	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total share capital of the company)	Nil	Nil	Nil	Nil	Nil	Nil
b) Non - encumbered						
- Number of shares	27848466	27848466	24848466	27848466	24848466	27848466
- 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	100.00
- Percentage of shares (as a % of the total share capital of the company)	41.60	41.60	38.86	41.60	38.86	41.60

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

1. Segment Revenue ( net sales/ income from )						
a) Segment - Cables	39,146.41	35,812.16	26,448.35	105,172.35	74,052.29	107,958.85
b) Segment - Stainless Steel Wire	2,450.59	2,454.15	1,954.51	7,430.39	5,883.44	8,216.73
c) Segment - Turnkey Projects	4,117.39	1,160.92	7.83	5,979.92	43.12	280.76
d) Unallocated Segment	0.16	6.84	53.76	19.83	77.24	29.85
Total	45,714.55	39,434.07	28,464.45	118,602.49	80,056.09	116,486.19
Less: Inter segment revenue	-----	-----	-----	-----	-----	-----
Net Sales / income from operations	45,714.55	39,434.07	28,464.45	118,602.49	80,056.09	116,486.19
2. Segment Results (Profit) (+) / Loss (- ) before tax and interest from segment						
a) Segment - Cables	5,070.60	4,163.77	2,760.74	12,199.28	7,031.74	10,117.44
b) Segment - Stainless Steel Wire	55.35	211.16	(18.36)	326.32	111.96	210.62
c) Segment - Turnkey Projects	(861.45)	60.49	(51.12)	(698.89)	(137.64)	(55.92)
Total	4,264.50	4,435.42	2,691.26	11,826.71	7,006.06	10,272.14
Less: I) Interest	2,730.27	2,096.33	1,466.12	6,742.39	4,038.26	5,832.10
II) Other un- allocable expenditure net off un- allocable income	766.05	1,534.77	597.18	3,057.49	1,874.42	2,651.36
Total Profit Before Tax	768.18	804.32	627.96	2,026.83	1,093.38	1,788.68
3. Capital Employed ( Segment Assets - Segment Liabilities )						
a) Segment - Cables	64,875.94	65,076.17	59,436.49	64,875.94	59,436.49	54,661.66
b) Segment - Stainless Steel Wire	2,215.92	1,617.21	1,718.16	2,215.92	1,718.16	2,766.56
c) Segment - Turnkey Projects	3,271.54	(1,510.53)	579.92	3,271.54	579.92	145.75
d) Unallocated Segment	(27,844.87)	(19,133.19)	(23,620.97)	(27,844.87)	(23,620.97)	(11,644.72)
Total	42,518.53	46,049.66	38,113.60	42,518.53	38,113.60	45,929.25

### Notes:

- The Statutory Auditors of the Company have carried out Limited Review of Financial Results for the quarter and nine months ended December 31, 2011, pursuant to Clause 41 of the Listing Agreement.
- 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 06, 2012.
- During the quarter / period the Company has fully redeemed outstanding 3320 Foreign Currency Convertible Bonds (FCCBs) at Redemption Amount of USD 7277 per Bond (Face Value USD 5000 and Redemption Premium USD 2277) on maturity date i.e. November 30, 2011. Premium on redemption of FCCBs amounting to Rs 3382.24 lacs (net of taxes) has been charged to Securities Premium Account.
- Tax expense for the quarter / period is net of reversal of Deferred Tax Liability of Rs.200 lacs for six months ended September 30, 2011. Deferred tax is provided on estimated basis.
- Pursuant to changes made in AS-11 vide Companies (Accounting Standard) Amendment Rules, 2011, during the quarter / period foreign exchange difference arising on long term foreign currency monetary items- FCCBs & Foreign Currency Term Loans has been adjusted with the cost of fixed assets and in other cases the same has been adjusted in Foreign Currency Monetary Item Translation Difference Account (FCMITDA). Exchange fluctuation on ECB has been fully transferred to FCMITDA. Profit for the quarter / period is after write back of foreign exchange loss of Rs. 226.11 lacs, earlier charged to Profit & Loss Account during the period ended September 30, 2011.
- 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 figures of the previous quarter / nine months / year have been re-grouped / reclassified to conform to current quarter / nine months / year classification.

Place : New Delhi  
Date : February 06, 2012



For KEI INDUSTRIES LIMITED  
ANIL GUPTA  
Chairman-cum-Managing Director