



# KEI INDUSTRIES LIMITED

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(CIN: L74899DL1992PLC051527)



## PART I: STATEMENT OF STANDALONE UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2015

Particulars	(₹ in Millions)					
	Quarter ended 31-12-2015 Unaudited	Quarter ended 30-09-2015 Unaudited	Quarter ended 31-12-2014 Unaudited	Nine Months ended on 31-12-2015 Unaudited	Nine Months ended on 31-12-2014 Unaudited	Year ended 31-03-2015 Audited
<b>1 Income from Operations</b>						
(a) Net Sales/Income From Operations (Net of excise duty)	5,556.97	6,079.67	4,966.43	16,782.10	13,895.16	20,200.59
(b) Other Operating Income	35.91	35.91	21.25	110.28	69.53	108.93
<b>Total Income from Operations (net)</b>	<b>5,592.88</b>	<b>6,115.58</b>	<b>4,987.68</b>	<b>16,892.38</b>	<b>13,964.69</b>	<b>20,309.52</b>
<b>2 Expenses</b>						
(a) Cost of materials consumed	3,776.51	3,995.02	3,801.96	11,757.01	10,912.12	15,133.32
(b) Purchase of stock-in-trade	1.71	2.40	12.28	5.46	26.85	30.96
(c) Changes in inventory of finished goods, work-in-progress, stock in trade and scrap	(85.77)	481.52	(237.79)	(52.89)	(875.94)	(394.73)
(d) Sub Contractor expense for turnkey projects	244.16	76.06	106.15	543.85	258.70	419.06
(e) Employee benefits expense	222.64	194.76	153.65	600.50	442.60	620.65
(f) Depreciation and amortisation expense	63.86	61.88	60.83	186.13	185.15	245.85
(g) Other expenses	824.79	774.27	634.24	2,290.84	1,821.15	2,571.55
<b>Total Expenses</b>	<b>5,047.90</b>	<b>5,585.91</b>	<b>4,531.32</b>	<b>15,330.90</b>	<b>12,770.63</b>	<b>18,626.66</b>
<b>3 Profit / (Loss) from operations before other income, finance costs and exceptional items (1-2)</b>	<b>544.98</b>	<b>529.67</b>	<b>456.36</b>	<b>1,561.48</b>	<b>1,194.06</b>	<b>1,682.86</b>
<b>4 Other Income</b>	13.33	0.07	1.38	26.24	15.92	23.83
<b>5 Profit / (Loss) from ordinary activities before finance costs and exceptional items (3+4)</b>	<b>558.31</b>	<b>529.74</b>	<b>457.74</b>	<b>1,587.72</b>	<b>1,209.98</b>	<b>1,706.69</b>
<b>6 Finance Costs</b>	324.93	303.02	319.05	959.39	877.67	1,203.98
<b>7 Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5-6)</b>	<b>233.38</b>	<b>226.72</b>	<b>138.69</b>	<b>628.33</b>	<b>332.31</b>	<b>502.71</b>
<b>8 Exceptional Items-Keyman Insurance on Maturity</b>	-----	-----	-----	-----	-----	26.09
<b>9 Profit / (Loss) from ordinary activities before tax (7+8)</b>	<b>233.38</b>	<b>226.72</b>	<b>138.69</b>	<b>628.33</b>	<b>332.31</b>	<b>528.80</b>
<b>10 Tax expense</b>	84.80	73.15	49.57	209.14	115.12	186.30
<b>11 Net Profit / (Loss) from ordinary activities after tax (9-10)</b>	<b>148.58</b>	<b>153.57</b>	<b>89.12</b>	<b>419.19</b>	<b>217.19</b>	<b>342.50</b>
<b>12 Extraordinary items (net of tax expense)</b>	-----	-----	-----	-----	-----	-----
<b>13 Net Profit / (Loss) for the period (11+12)</b>	<b>148.58</b>	<b>153.57</b>	<b>89.12</b>	<b>419.19</b>	<b>217.19</b>	<b>342.50</b>
<b>14 Paid-up equity share capital (Face Value of ₹ 2/- each)</b>	154.47	154.47	154.47	154.47	154.47	154.47
<b>15 Reserves excluding Revaluation Reserves as per balance sheet</b>	-----	-----	-----	-----	-----	2,884.03
<b>16 Earning Per Share before and after extraordinary items (of ₹ 2/- each) (not annualised):</b>						
a) Basic	1.92	1.99	1.15	5.43	2.83	4.46
b) Diluted	1.87	1.98	1.15	5.37	2.81	4.43

## Segment-wise Revenue, Results and Capital Employed

<b>1. Segment Revenue ( net sales / Income from Operations )</b>						
a) Segment - Cables	4,564.95	4,959.98	4,115.89	13,851.86	11,829.50	17,109.84
b) Segment - Stainless Steel Wire	218.56	251.72	246.49	715.63	808.56	1,052.26
c) Segment - Turnkey Projects	1,484.90	1,459.07	997.82	3,915.46	2,340.43	3,566.50
d) Unallocated Segment	(0.74)	(8.85)	(4.76)	(12.11)	(7.89)	(4.63)
<b>Total</b>	<b>6,267.67</b>	<b>6,661.92</b>	<b>5,355.44</b>	<b>18,470.84</b>	<b>14,970.60</b>	<b>21,723.97</b>
Less: Inter segment elimination	27.43	33.79	69.05	76.07	81.93	124.13
<b>Total</b>	<b>6,240.24</b>	<b>6,628.13</b>	<b>5,286.39</b>	<b>18,394.77</b>	<b>14,888.67</b>	<b>21,599.84</b>
Less: Inter Segment Revenue	638.78	514.34	299.77	1,484.78	914.54	1,277.89
<b>Net sales / Income From Operations</b>	<b>5,601.46</b>	<b>6,113.79</b>	<b>4,986.62</b>	<b>16,909.99</b>	<b>13,974.13</b>	<b>20,321.95</b>
<b>2. Segment Results (Profit) (+)/ Loss (-) before tax and interest from each segment</b>						
a) Segment - Cables	515.45	549.56	519.30	1,644.58	1,450.00	1,978.40
b) Segment - Stainless Steel Wire	16.01	18.77	8.58	41.48	33.09	36.71
c) Segment - Turnkey Projects	257.74	171.60	160.04	533.04	248.64	410.60
<b>Total</b>	<b>789.20</b>	<b>739.93</b>	<b>687.92</b>	<b>2,219.10</b>	<b>1,731.73</b>	<b>2,425.71</b>
Less: Inter segment results	27.43	33.79	69.05	76.07	81.93	124.13
<b>Net Segment Results</b>	<b>761.77</b>	<b>706.14</b>	<b>618.87</b>	<b>2,143.03</b>	<b>1,649.80</b>	<b>2,301.58</b>
Less: I) Interest	324.93	303.02	319.05	959.39	877.67	1,203.98
II) Other un- allocable expenditure net off un- allocable income	203.46	176.40	161.13	555.31	439.82	568.80
<b>Total Profit Before Tax</b>	<b>233.38</b>	<b>226.72</b>	<b>138.69</b>	<b>628.33</b>	<b>332.31</b>	<b>528.80</b>
<b>3. Capital Employed ( Segment Assets - Segment Liabilities )</b>						
a) Segment - Cables	7,391.34	7,562.52	7,448.29	7,391.34	7,448.29	6,789.95
b) Segment- Stainless Steel Wire	238.34	204.90	177.13	238.34	177.13	238.70
c) Segment - Turnkey Projects	1,149.18	659.85	889.55	1,149.18	889.55	730.35
d) Unallocated Segment	(3,121.35)	(3,135.09)	(3,890.44)	(3,121.35)	(3,890.44)	(2,739.18)
<b>Total</b>	<b>5,657.51</b>	<b>5,292.18</b>	<b>4,624.53</b>	<b>5,657.51</b>	<b>4,624.53</b>	<b>5,019.82</b>

### Notes:

- The above Financial Results reviewed by the Audit Committee, have been approved and taken on record by the Board of Directors at their meeting held on January 23, 2016.
- The Statutory Auditors of the Company have carried out Limited Review of Financial Results for the quarter and nine months ended December 31, 2015 pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- The Nomination and Remuneration Committee of the Board at its meeting held on 23.09.2015 has granted 22,52,000 Stock Options to eligible employees and Whole time Directors at an exercise price of ₹ 35/- per Option / Share which will vest in tranches over a period of 4 years from the date of grant.
- During the quarter and nine months ended December 31, 2015, Tax expense includes Deferred tax of ₹ 35 Millions and ₹ 75 Millions on estimated basis respectively.
- During the quarter Company has incorporated a Subsidiary Company under the Name of "KEI CABLES AUSTRALIA PTY LTD" in Australia.
- The Company has planned Capex at its existing plants located at Chopanki, Bhiwadi, Silvassa and new land at Pathredi. The estimated cost of Capex is approx ₹ 120 Crores which is expected to be completed in coming financial year. Company has already incurred ₹ 39.18 Crores towards these Capex and balance to be incurred in remaining periods.
- Previous year / periods figures have been regrouped / reclassified, wherever necessary.

Place of Signing : New Delhi  
Date: January 23, 2016



For KEI INDUSTRIES LTD.  
For KEI INDUSTRIES LIMITED  
*Anil Gupta*  
ANIL GUPTA  
Chairman-cum-Managing Director  
DIN:00006422