



# KEI INDUSTRIES LIMITED

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

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## AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31 ST MARCH, 2008

Particulars	Rs. in LAKHS				
	Nine month ended on 31-Dec-07 (Unaudited)	Quarter Ended 31-Mar-08 (Unaudited)	Quarter Ended 31-Mar-07 (Unaudited)	Year Ended 31-Mar-08 (Audited)	Year Ended 31-Mar-07 (Audited)
1. Sales	69469.57	28595.27	23337.12	98064.84	68151.44
Less: Excise Duty	7895.80	2806.48	2598.41	10702.28	7760.41
<b>Net Sales</b>	<b>61573.77</b>	<b>25788.79</b>	<b>20738.71</b>	<b>87362.56</b>	<b>60391.03</b>
Jobwork	48.34	14.91	21.63	63.25	38.42
Income from Turnkey Project	-----	43.29	-----	43.29	-----
Total Income from Operation	<b>61622.11</b>	<b>25846.99</b>	<b>20760.34</b>	<b>87469.10</b>	<b>60429.45</b>
2. Other Income	319.47	106.92	19.44	426.39	22.88
<b>3. Total Income (1+2)</b>	<b>61941.58</b>	<b>25953.91</b>	<b>20779.78</b>	<b>87895.49</b>	<b>60452.33</b>
4. Total Expenditure					
a) Increase/Decrease in stock in trade & WIP	(3852.91)	(897.58)	847.05	(4750.49)	(6404.13)
b) Consumption of raw materials/Project Materials	50221.12	20232.79	14947.52	70453.91	50534.04
c) Purchase of Traded goods		14.70	41.32	14.70	41.32
d) Employees cost	1035.63	850.82	387.24	1886.45	1146.00
e) Depreciation	568.22	243.70	117.68	811.92	565.42
f) Other Expenditure	5996.98	2942.89	2010.18	8939.87	6397.15
<b>g) Total</b>	<b>53969.04</b>	<b>23387.32</b>	<b>18350.99</b>	<b>77356.36</b>	<b>52279.80</b>
5. Interest & Finance Charges	2870.06	820.80	751.87	3690.86	2373.59
6. Exceptional Items	-----	367.38	-----	367.38	-----
<b>7. Profit (+) Loss (-) from Ordinary activities Before Tax (3-4-5-6)</b>	<b>5102.48</b>	<b>1378.41</b>	<b>1676.92</b>	<b>6480.89</b>	<b>5798.94</b>
8. Tax Expenses	1399.00	703.39	541.67	2102.39	1782.17
9. Taxation for Earlier Years	0.00	26.76	0.08	26.76	2.29
<b>10. Profit(+) Loss (-) from Ordinary activities After Tax (7-8-9)</b>	<b>3703.48</b>	<b>648.26</b>	<b>1135.17</b>	<b>4351.74</b>	<b>4014.48</b>
11. Extraordinary items (net of tax expenses)	-----	-----	-----	-----	-----
<b>12. Net Profit (+) /Loss (-) for the period</b>	<b>3703.48</b>	<b>648.26</b>	<b>1135.17</b>	<b>4351.74</b>	<b>4014.48</b>
13. Paid-Up Equity Share Capital (Face Value of Rs. 2/- each)	1181.99	1216.17	1179.39	1216.17	1179.39
14. Reserves excluding Revaluation Reserves				19491.27	14006.83
15. Earning Per Share (Rs)					
Basic	6.27	1.07	1.95	7.33	7.67
Diluted	4.66	0.82	1.46	5.58	5.56
16. Public Shareholding					
Number of Shares	37930191	39639018	37985395	39639018	37985395
Percentage of Shareholding	64.18%	65.19%	64.42%	65.19%	64.42%

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

1. Segment Revenue (net sales/ income from)					
a) Segment - Cables	53932.59	23236.45	18399.12	77169.04	52709.91
b) Segment - Stainless Steel Wire	7547.66	2741.38	2380.21	10289.04	7741.18
c) Segment - Others	-----	43.41	0.00	43.41	-----
d) Unallocated Segment	461.33	(67.33)	0.45	394.00	1.24
<b>Total</b>	<b>61941.58</b>	<b>25953.91</b>	<b>20779.78</b>	<b>87895.49</b>	<b>60452.33</b>
Less: Inter segment revenue	-----	-----	-----	-----	-----
<b>Net Sales / income from operations</b>	<b>61941.58</b>	<b>25953.91</b>	<b>20779.78</b>	<b>87895.49</b>	<b>60452.33</b>
2. Segment Results (Profit) (+)/ Loss (-) before tax and interest from segment					
a) Segment - Cables	8405.88	3613.19	2608.51	12019.07	8578.72
b) Segment - Stainless Steel Wire	254.37	22.23	284.79	276.60	821.00
c) Segment - Others	-----	2.51	-----	2.51	0.00
<b>Total</b>	<b>8660.25</b>	<b>3637.93</b>	<b>2893.30</b>	<b>12298.18</b>	<b>9399.72</b>
Less: I) Interest	2870.06	820.80	751.87	3690.86	2373.59
II) Other un-allocable expenditure net off un-allocable income	687.71	1438.72	464.51	2126.43	1227.19
<b>Total Profit Before Tax</b>	<b>5102.48</b>	<b>1378.41</b>	<b>1676.92</b>	<b>6480.89</b>	<b>5798.94</b>
3. Capital Employed (Segment Assets - Segment Liabilities)					
a) Segment - Cables	54279.59	47003.54	29778.65	47003.54	29778.65
b) Segment - Stainless Steel Wire	4181.45	3968.34	3869.51	3968.34	3869.51
c) Segment - Others	-----	41.08	-----	41.08	-----
d) Unallocated Segment	-20889.64	-13478.94	236.79	-13478.94	236.79
<b>Total</b>	<b>37571.40</b>	<b>37534.02</b>	<b>33884.95</b>	<b>37534.02</b>	<b>33884.95</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 18th June, 2008.
  - The Board of Directors have recommended a dividend @25% of the face value of Rs. 2/- per share on 6,08,08,338 Equity Shares (i.e. Re 0.50 paise per share). This is subject to approval by the shareholders in the ensuing Annual General Meeting.
  - The Company started Commercial Production of its Export Oriented Undertaking (EOU) at Chopanki, Near Bhiwadi, Dist. Alwar (Rajasthan) - 301019 in January 2008. This New Project has been set up for manufacture of HT / LT Power Cables.
  - Out of the funds raised through Foreign Currency Convertible Bonds (FCCB) the unutilized balance of Rs.2013.23 Lacs will be utilized in the subsequent periods.
  - During the quarter, the Share Allotment Committee of the Board has allotted 11,02,469 & 6,06,358 equity shares of Rs.2/- each pursuant to conversion of FCCB's amounting to USD 3.10 Million on receipt of conversion notice from bondholders. As on March 31, 2008 total FCCB's converted amounted to USD 3.35 Million and balance USD 32.65 Mn is outstanding for conversion. The resultant equity shares have been listed at NSE & BSE. However, it is pending for listing at Calcutta Stock Exchange.
  - Pursuant to application for voluntary de-listing made by the Company in accordance with SEBI (De-listing of Securities) Guidelines, 2003, the equity shares of the Company have been de-listed from the Delhi Stock Exchange Association Limited w.e.f March 27, 2008.
  - Exceptional items Rs.367.38 Lacs provided as provision for mark to market loss during the current quarter on foreign currency derivative instruments outstanding as on March 31, 2008 entered into for hedging currency and interest rate related risks, pursuant to announcement on "Accounting for Derivatives" issued by the ICAI.
  - Pursuant to KEI Employees Stock Option Scheme 2006 framed in accordance with SEBI (ESOS & ESPS) Guidelines, 1999, the Remuneration & Compensation Committee of the Board has granted 6,55,705 options during the year to be exercised at Rs.25.25. As on March 31, 2008, 5,960 options have been cancelled by the Company and 6,49,745 unvested options are outstanding.
  - Employee cost for the quarter includes Rs. 205.08 Lacs on account of amortisation of deferred employee compensation in accordance with SEBI (ESOS & ESPS) Guidelines and Employee benefit of Rs.43.28 lacs due to change in AS-15 (Revised) issued by The Institute of Chartered Accountants of India.
  - Other Income for the quarter includes Rs. 17.96 Lacs unrealised foreign exchange loss (Net) arising mainly on account of revaluation of liabilities of FCCB which has been net off against exchange loss on other foreign currency transactions. Up to 31st March, 2008 unrealised foreign exchange gain (net) arising on account of revaluation of liabilities of FCCB is Rs. 454.22 lacs.
  - Interest & Finance Charge includes Rs 236.75 Lacs on account of interest income on temporary investment of unutilised balance of FCCB proceeds net off with coupon interest paid on FCCB liability.
  - The number of investor complaints pending at the beginning of the quarter were NIL. During this quarter no complaint was received. The balance NIL pending at the end of the quarter.
  - The figures of the previous quarter / year have been re-grouped / re-classified to conform to current quarter / year's classification.

For KEI INDUSTRIES LIMITED

sd/-

Place : New Delhi  
Date : 18th June, 2008

ANIL GUPTA  
Chairman-cum-Managing Director