

PRESS RELEASE

KEI INDUSTRIES LIMITED (KEI) AT THE MEETING OF ITS BOARD OF DIRECTORS HELD ON 04.02.2019 APPROVED STANDALONE UN- AUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2018.

FINANCIALS

During the 3rd Quarter of FY 2018-19 **Net Sales** was Rs. 1087.48 Crore, against same quarter in previous year Rs.888.66 Crore, growth in Net Sales is approx. 22.37 % over corresponding 3rd Quarter last year.

Operating Profit during this Quarter was Rs. 117.68 Crore against same quarter in the previous year Rs 84.30 Crores, growth in Operating Profit is approx. 39.59% over previous period.

Further, PAT during this Quarter was Rs. 48.39 Crore against same quarter in the previous year Rs 39.02 Crores, growth in PAT is approx.24 % over previous period. PAT/Net Sales is 4.45% against 4.39%.

Further, Operating Profit/Net Sales this quarter was Rs 10.82% against 9.49%

During the 9 months of FY 2018-19

During the 9 months of FY 2018-19 **Net Sales** was Rs. 2968.17 Crore, against same period in previous year of Rs.2415.45 Crore, growth in Net Sales is approx. 22.88% over corresponding period last year.

Operating Profit for 9 months of FY 2018-19 was Rs.304.66 Crore against same period in the previous year of Rs.237.35 Crore, growth in Operating Profit is approx. 28.36% over previous period.

Further PAT has grown by 28.36% as against last year same period. PAT Margin has improved from 3.93% to 4.11% as against last year same period.

Volume growth in Cable Division during the 9 months is approx. 19 % as compared to previous year same period.

During the 3rd Quarter and 9 months of FY 2018-19

During the 3rd Quarter of FY 2018-19, Institutional sale (Domestic) is Rs 390 Crore against last year same period of Rs 325 Crore, out of which EHV Sale was Rs 49 Crore in this quarter against Rs 38 Crore of previous year same period. Institutional sale (Export) is Rs 165 Crore as against Rs 109 Crore last year. So, total Institutional sales is Rs. 555 Crore in 3rd Quarter as compared to Rs. 434 Crore last year same period. Total Institutional Sale growth in this quarter was approx. 28%.

During nine months, Institutional sales of Cables have grown by approx. 23% from Rs. 1210 Crore to Rs 1491 Crore.

The total active working dealer of the Company is approx.1400 Nos. On full year basis Company is expecting more than 30% growth as compared to last year from deal / distribution market.

During the 3rd Quarter of FY 2018-19 revenue from **EPC division** was Rs.176 Crore (apart from cable sale) against last year same period of Rs. 160 Crore. In 9 months of FY 2018-19, EPC sales was Rs 483 Crore against Rs 471 Crore of last year same period.

FOR KEI INDUSTRIES LIMITED





KEI Industries Limited

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Company is expected to achieve growth in the current FY 2018-19 by approx. 20% as whole.

PENDING ORDERS

Pending order as on date is approx. Rs 3866 Crore plus L1 Rs 175 Crore of EPC and EHV as per below details.

Particulars	In Hand Orders	L-1 Orders	Total
EPC	1,508	128	1,636
EHV (Cable Rs 430 Crore approx)	614	47	661
Cable	996	-	996
Export (inc. Dangote Rs 457 Crore)	748		748
Total	3,866	175	4,041

FINANCIAL CHARGES

Financial charges of the company in 3rd Quarter of FY 2018-19 was Rs. 34.72 Crore as compared to last year same period of Rs.25.15 crore. Financial charges of the company in 9M of FY 2018-19 was Rs. 93.86 Crore as compared to last year same period of Rs 82.48 Crore (reduced to 3.16% from 3.34% of Net Sales).

EXPANSION PLANS

Pathredi: 1st Phase of LT Power Cable has already been completed / commissioned and in 2nd Phase, HT Power Cable expansion will be completed by February-March 2019 with cost of Rs. 30-35 Crore which will enhance capacity of HT Power Cable by Rs. 200 Crore.

Silvassa: Company has bought Land & Building with investment of Rs. 16 Crore for expansion of House Wires capacity. In 1st Phase, Company will spend approx. Rs. 45 Crore (FY 2018-19 & 2019-20) for Capacity of Rs. 300 Crore and in 2nd Phase Company will spend approx. Rs. 30 Crore (during FY 2019-20) which will add further capacity of Rs. 300 Crore for House Wires.

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RAJEEV GUPTA
Executive Director (Finance) & CFO
Executive Director (Finance) & CFO

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