

## PRESS RELEASE

**KEI INDUSTRIES LIMITED (KEI) AT THE MEETING OF ITS BOARD OF DIRECTORS HELD ON 02.11.2020 APPROVED STANDALONE AND CONSOLIDATED UN-AUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2020.**

### FINANCIALS

#### **STANDALONE FINANCIALS**

During the **2nd Quarter of FY 2020-21 Net Sales** was Rs 1036.94 Crore, against same quarter in previous year of Rs.1230.16 Crore. Revenue declined 15.71% YoY this quarter as against 31.08% YoY decline seen in Q1.

In Wire and Cable business, we have achieved 87% sales in Q2 as compared to previous year same period.

EBIDTA during this Quarter was Rs.121.97 Crore against same quarter in the previous year of Rs 126.50 Crore. EBIDTA declined 3.58% YoY this quarter as against 32.12% YoY decline seen in Q1. EBIDTA Margin this quarter has improved to 11.76% as against 10.28% in the same period previous year.

PBT this Quarter was Rs 92.83 Crore against same quarter in the previous year Rs 77.28 Crores. PBT increased 20.12% YoY this quarter.

Further, PAT during this Quarter was Rs 68.21 Crore against same quarter in the previous year of Rs. 76.17 Crore. PAT/Net Sale was 6.58% during the quarter as against 6.19% during last year same period. PAT declined 10.45% YoY this quarter as against 20.91% YoY decline seen in Q1

During the **1<sup>st</sup> half of FY 2020-21 Net Sales** was Rs 1782.24 Crore, against corresponding period previous year of Rs.2311.52 Crore. Sales declined 22.90% due to lockdown and restrictions on business activities caused due to COVID-19 pandemic during the first quarter.

In Wire and Cable business, we have achieved 82% sales in 1<sup>st</sup> half as compared to previous year same period.

EBIDTA during the 1<sup>st</sup> half was Rs.202.84 Crore against corresponding period previous year of Rs.245.63 Crore.

EBIDTA /Net Sale in first half year was 11.38% vs 10.63% in the same period previous year.

Further, PAT during the 1<sup>st</sup> half was Rs 104.44 Crore against same period in the previous year of Rs. 121.98 Crore. PAT/Net Sale is 5.86% as against 5.28% during last year same period.

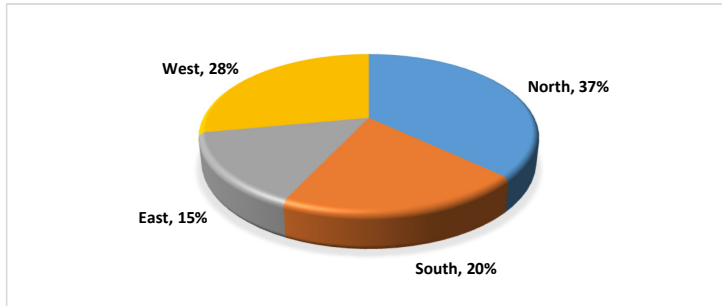
During the 2nd Quarter of FY 2020-21, Institutional sale (Domestic) was Rs 409 Crore against last year same period of Rs 436 Crore.

During 1st half of FY 2020-21, Institutional sale (Domestic) is Rs 716 Crore against last year same period of Rs 839 Crore.

During the 2nd Quarter of FY 2020-21 Sales through Dealer/ Distribution market was Rs.348 Crore as compared to Rs.355 Crore of last year same period.

In 1<sup>st</sup> half of FY 2020-21, sales through Dealer/Distribution market was Rs 534 Crore as compared to Rs 721 Crore of last year same period.

### **REGION WISE REVENUE BREAK UP OF DEALER AND DISTRIBUTION SALE**



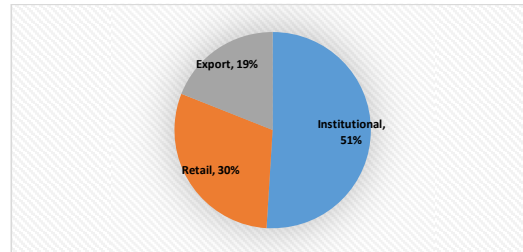
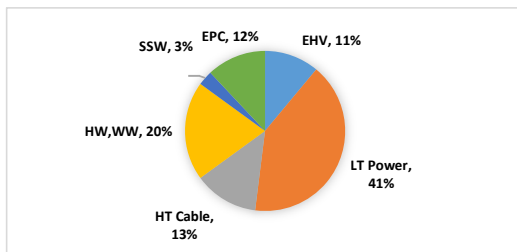
The total active working dealer of the Company as on 30.09.20 was approx. 1600 Nos.

During the 2nd Quarter of FY 2020-21 EHV Cable Sale was Rs.102 Crore against last year same period of Rs. 95 Crore. Growth is 7%.

In 1<sup>st</sup> half of FY 2020-21, EHV Cable Sale was Rs 190 Crore as compared to Rs 173 Crore of last year same period. Growth is approx. 10% over last year same period.

In Domestic Wire and Cable business, we have achieved 95.70% sales in Q2 as compared to previous year same period.

### **BREAKUP OF PRODUCT AND REVENUE OF 1<sup>ST</sup> HALF OF FY 20-21**



### **CONSOLIDATED FINANCIALS**

During the 2nd Quarter of FY 2020-21 Net Sales was Rs 1036.94 Crore, against same quarter in previous year of Rs.1233.70 Crore. EBIDTA during this Quarter was Rs.118.32 Crore against same quarter in the previous year of Rs.122.14 Crore.



KEI Industries Limited



Regd. Office: D-90, Okhla Industrial Area, Phase – 1 New Delhi – 110020. CIN: L74899DL1992PLC051527. Tel.: +91-11-26818840, 26818642, 26815558, 26815559. Fax: +91-11-26811959, 26817225. Email: info@kei-ind.com Website: www.kei-ind.com

Further, PAT during this Quarter was Rs.68.18 Crore against same quarter in the previous year of Rs. 76.01 Crore. PAT/Net Sale was 6.57% during the quarter as against 6.16% during last year same period.

During the 1<sup>st</sup> half of FY 2020-21, Net Sales was Rs 1782.29 Crore, against same period in previous year of Rs.2315.06 Crore. EBIDTA during this period was Rs.190.58 Crore against same period in the previous year of Rs.235.97 Crore.

Further, PAT during the 1<sup>st</sup> half of FY 2020-21, was Rs.104.40 Crore against same period in the previous year of Rs. 121.73 Crore. PAT/Net Sale was 5.86% as against 5.26% during last year same period.

### **PENDING ORDERS**

Pending order as on 31.10.20 is approx. Rs 2,663 Crore.

### **FINANCIAL CHARGES**

On standalone basis, financial charges of the company in 2nd Quarter of FY 2020-21 was Rs.14.95 Crore as compared to last year same period of Rs. 35.54 Crore (Financial charges in terms of percentage has reduced to 1.44% from 2.89% of Net sales).

In the 1<sup>st</sup> half of FY 2020-21, it was Rs 31.74 Crore as compared to last year same period of Rs. 68.50 Crore.

### **DEBT**

Net debt as on 30.09.2020 is Rs 148 Crore as against Rs 152 Crore as on 31.03.2020.

### **For KEI INDUSTRIES LIMITED**

**(ANIL GUPTA)**

**Chairman-cum-Managing Director**

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**Works-II** : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel : 01493-220106, 221731 Fax : 01493-221732.  
**Works-III** : Silvassa : 99/2/7, Madhuban Istrial Estate, Rakholi, Silvassa UT of D &N.H-396240. Tel/Fax : 0091-260-2644404, 2630944,2645896  
**Branch** : Chennai : 27/F-1, first floor, Chakrapani Street, West Mambalam, Chennai-600 033 Tel : 044-24803363 Fax : 044-24803404.  
**Offices** : Mumbai : 101/102, Vastu Shilp, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277  
: Kolkata : Arihant Benchmark, 4<sup>th</sup> Floor, 113-F, Matheshwartola Road, Kolkata-7000466 Telfax : 033-40620820/4062