



KEI

Wires & Cables



PROUDLY MAKING IN INDIA SINCE 1968

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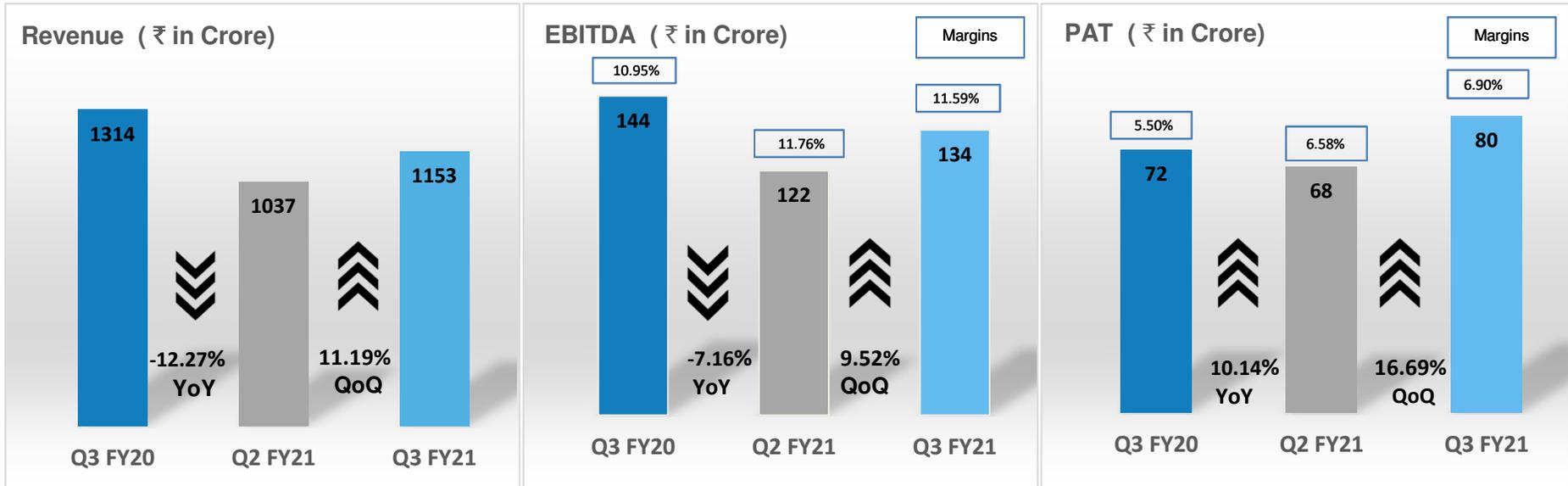
KEI Industries Limited

Q-3 FY 2021

Earnings Presentation

28 January, 2021

Financial Performance Q-3 FY 21 Highlights

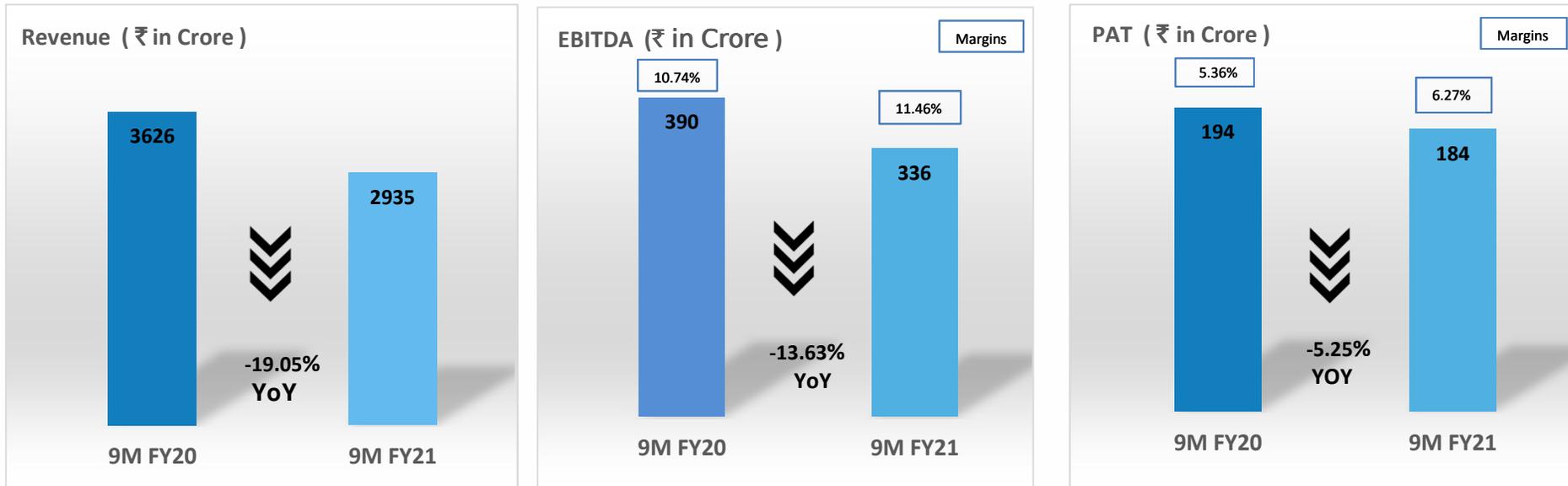


- Revenue declined 12.27% YoY in this quarter, mainly because of lower revenue from EPC and execution of one large export order in PY.
- EBITDA margin in this quarter has improved to 11.59% as against 10.95% YoY.
- PAT margin in this quarter has improved to 6.90% as against 5.50% YoY.

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Financial Performance 9M FY 21 Highlights



- Revenue declined 19.05% YoY in nine months, mainly because of lower revenue from EPC and execution of one large export order in PY.
- EBITDA margin in nine months has improved to 11.46% as against 10.74% YoY.
- PAT margin in nine months has improved to 6.27% as against 5.36% YoY.

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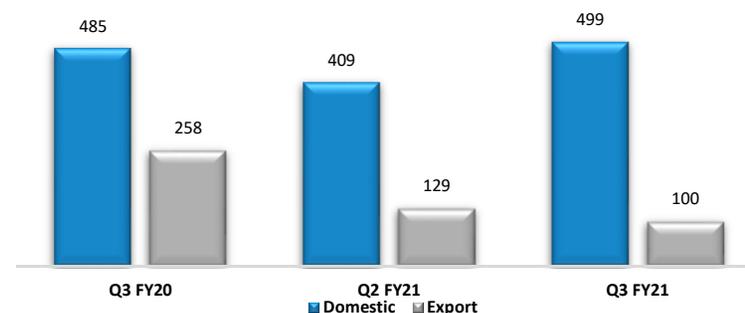
Cable and Wires – Institutional



- Total Wire & Cable business of the Company has reached approx. 90% YoY in Q 3 and in 9M approx. 85% YoY.
- Domestic Institutional Cable Sale increased marginally by approx. 3% YoY in this quarter, while growth in QoQ was 22%.
- Total Institutional Cable Sale including export contributed 51.95% in Q-3 and 54.75% in 9 M.
- EHV Cable Sale stood at ₹ 155 crore in 3rd quarter and ₹ 345 Crore in 9 months.
- EHV Cable sale posted growth by 14.81% YoY and 51.96% QoQ in this quarter, while in 9M growth was 12.01% YoY.
- In 9M Export sale of cable declined by 31.23% YoY due to execution of one large export order.

Q-3 FY 21

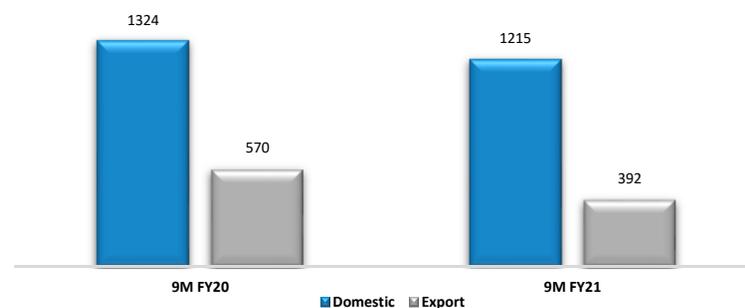
Revenue (₹ in Crore)



Particulars	Q-3 FY 20	Q-2 FY 21	Q-3 FY 21
Total Institutional Sale including export	743	538	599

9M FY 21

Revenue (₹ in Crore)



Particulars	9M FY 20	9M FY 21
Total Institutional Sale including export	1894	1607

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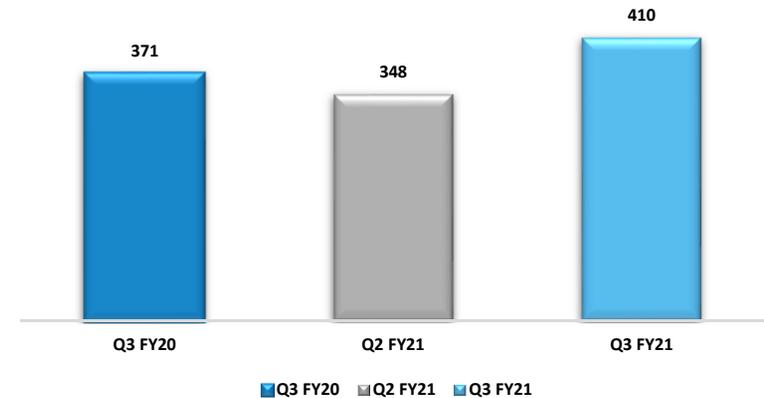
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 11% YoY in this quarter.
- Sales through Dealer/ Distribution contributed 36% of overall sale in Q-3 and 32% of overall sale in 9 M.
- The total active working dealer of the company as on 31.12.2020 was approx. 1645 Nos.
- Sales through Dealer/ Distribution market decreased by 13.55% YoY in 9M, mainly because of Covid-19 restrictions in Q-1.

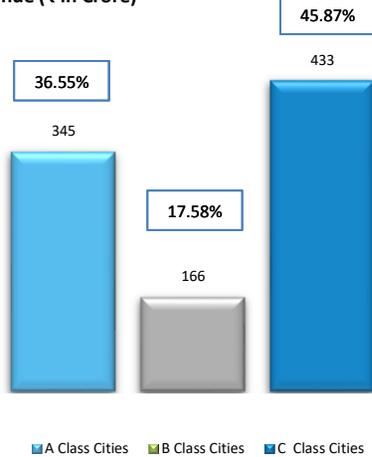
Q-3 FY 21

Revenue (₹ in Crore)

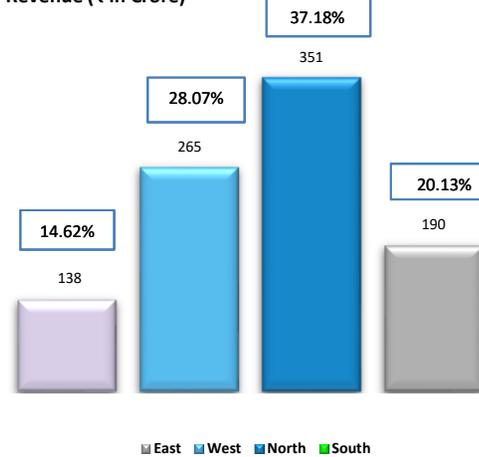


REVENUE BREAK UP OF 9 MONTHS (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)

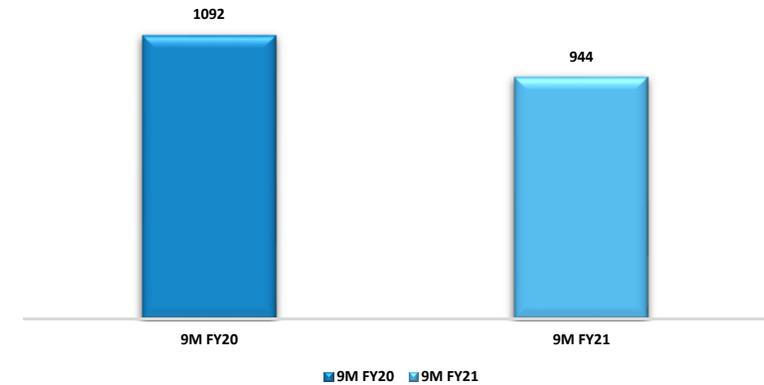


Revenue (₹ in Crore)



9M FY 21

Revenue (₹ in Crore)



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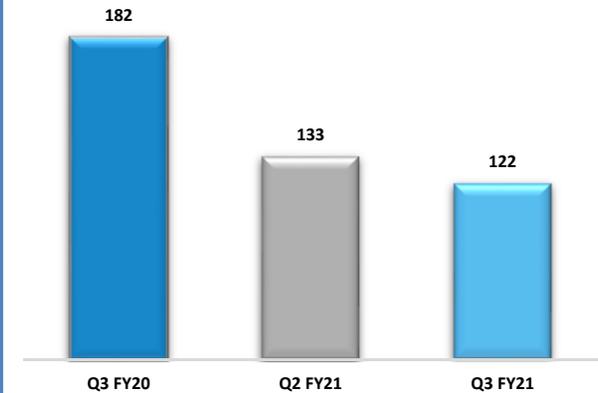
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by 32.97% YoY in this quarter. Presently EPC contribution is 10.58% in 3M.
- During the 9M EPC contribution reduced from 15.94% to 11.35%, which will reduce working capital requirement of the company.
- Export Sale of EPC is Rs 21 Crore in this quarter and Rs. 50 crore in 9 M.
- SS Wire sale increased by 24.24% YoY in this quarter.
- Export Sale of SS Wire is Rs 18 Crore in this quarter and Rs. 40 crore in 9M.

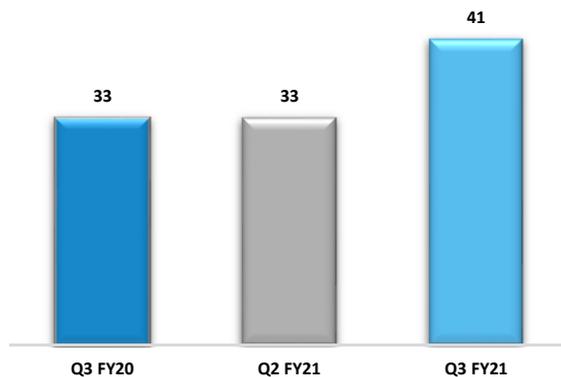
Q-3 FY 21 (EPC)

Revenue (₹ in Crore)



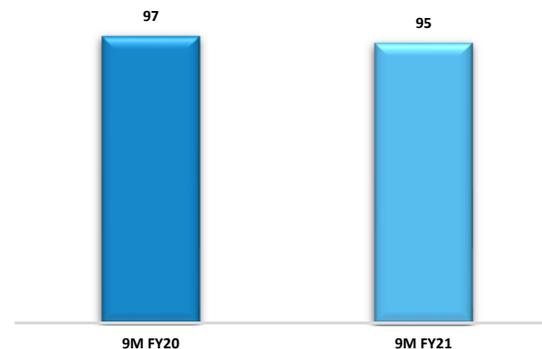
Q-3 FY 21 (SS wire)

Revenue (₹ in Crore)



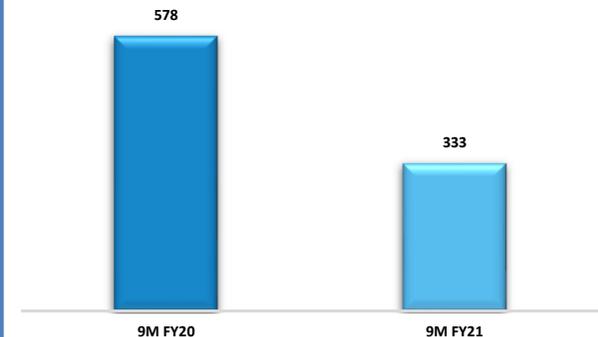
9M FY 21 (SS wire)

Revenue (₹ in Crore)



9M FY 21 (EPC)

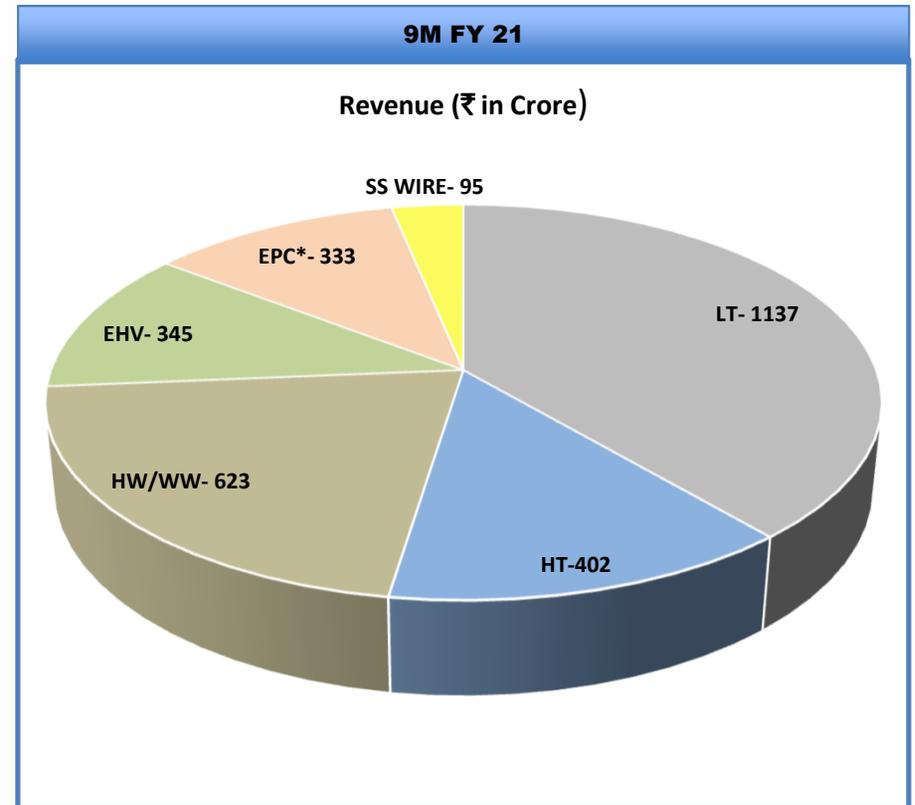
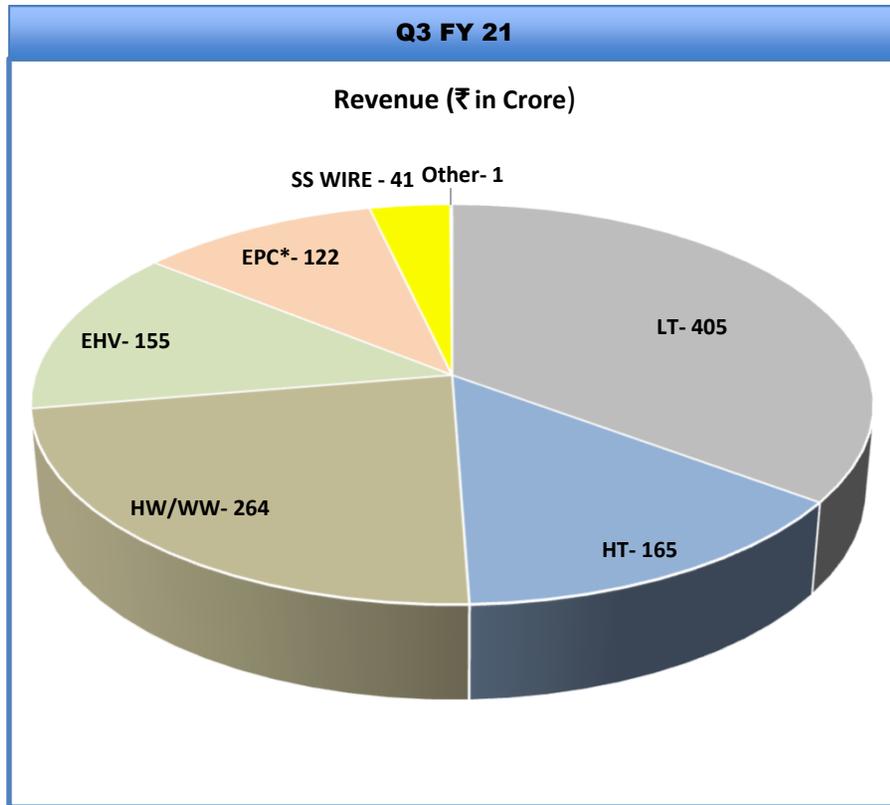
Revenue (₹ in Crore)



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Breakup of Product and Revenue



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order as on 31.12.20 is approx. ₹ 2,611 Crore and L1 order of EHV Cable ₹ 130 Crore

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q3 of FY 21 was ₹ 13.05 Crore as compared to last year same period of ₹ 32.99 Crore (Financial charges in terms of percentage has reduced to 1.13% from 2.51% of Net sales).

In the 9M of FY 21, it was ₹ 44.78 Crore as compared to last year same period of ₹ 101.49 Crore. (Financial charges in terms of percentage has reduced to 1.53% from 2.80% of Net sales).

DEBT

Debt (including CF and acceptance) as on 31.12.2020.
₹ in Crore

Particulars	31.03.20	31.12.20
Gross Debt	366	305
Cash & Bank Balances	214	85
Net Debt	152	220
Acceptances	770	308
Total	922	528

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	9M FY 21*	FY 20	EQUITY AND LIABILITIES	9M FY 21*	FY 20
Non-Current Assets			Equity		
Fixed Assets	553.17	564.83	Equity Share Capital	17.97	17.90
Other Non Current Assets	16.67	18.09	Other Equity	1,691.50	1,488.86
Total Non Current Assets	569.84	582.92	Total Equity	1,709.47	1,506.76
Current Assets			Non-Current Liabilities		
Inventories	663.68	863.78	Borrowings	36.57	52.70
Trade Receivables	1,453.36	1,367.59	Other Non Current Liabilities	67.19	56.66
Cash and Bank Balances	85.43	214.30	Total Non Current Liabilities	103.76	109.36
Other Current Assets	139.35	240.07	Current Liabilities		
Total Current Assets	2,341.82	2685.74	Short Term Borrowings	251.17	262.39
Total Assets	2,911.66	3268.66	Trade Payables	686.22	1,168.97
			Others - Current Liabilities	161.04	221.18
			Total Current Liabilities	1,098.43	1,652.54
			Total Equity and Liabilities	2,911.66	3,268.66

* 9M FY 21 - UNAUDITED

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Consolidated Financial Highlights



- During the Q3 of FY 21 Net Sales was ₹ 1152.94 Crore, against same quarter in previous year of ₹ 1314.22 Crore.
- EBIDTA during this Quarter was ₹ 133.66 Crore against same quarter in the previous year of ₹ 144.13 Crore.
- Further, PAT during this Quarter was ₹ 79.67 Crore against same quarter in the previous year of ₹ 72.54 Crore. PAT/Net Sale was 6.91% during the quarter as against 5.52% during last year same period.
- During the 9M of FY 21, Net Sales was ₹ 2935.23 Crore, against same period in previous year of ₹ 3629.27 Crore.
- EBIDTA during this period was ₹ 336.46 Crore against same period in the previous year of ₹ 389.53 Crore.
- Further, PAT during the 9M of FY 21, was ₹ 184.08 Crore against same period in the previous year of ₹ 194.26 Crore. PAT/Net Sale was 6.27% as against 5.35% during last year same period.

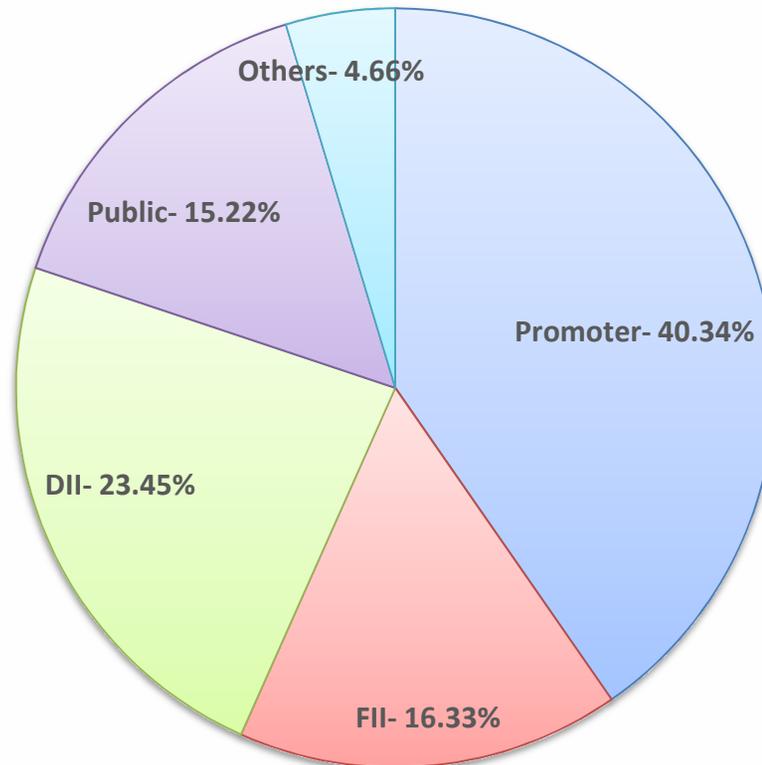
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Shareholding Related Information



Shareholding Pattern as on 31.12.2020



Cautionary Statement: The statement in this earning presentation, except historical figures, describing the Company's projections, estimates, expectations are forward-looking statements within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates; changes in the Government regulations, tax, corporate and other laws and other related factors.

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THANK YOU

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