



# KEI

**Wires & Cables**



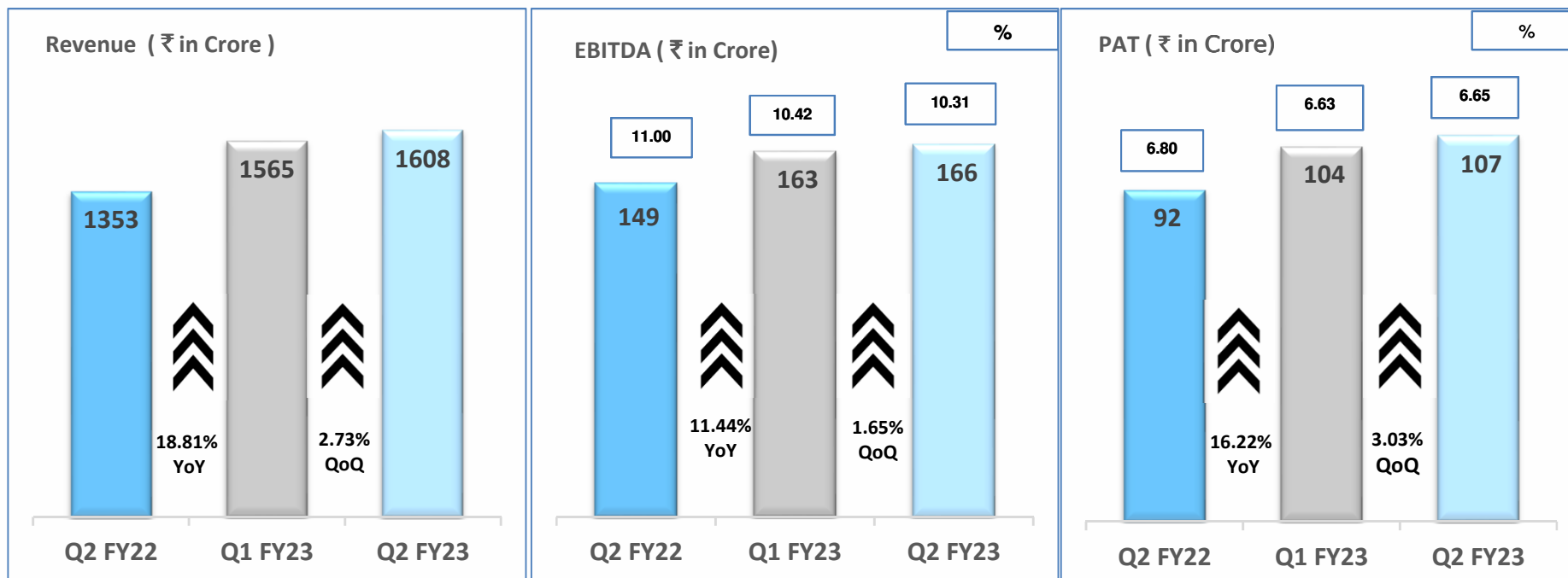
**PROUDLY MAKING IN INDIA  
SINCE 1968**

#VocalForLocal

**KEI Industries Limited**  
**Q-2 FY 2023**

**Earnings Presentation**  
**20th October, 2022**

# Financial Performance Q-2 FY 23 Highlights

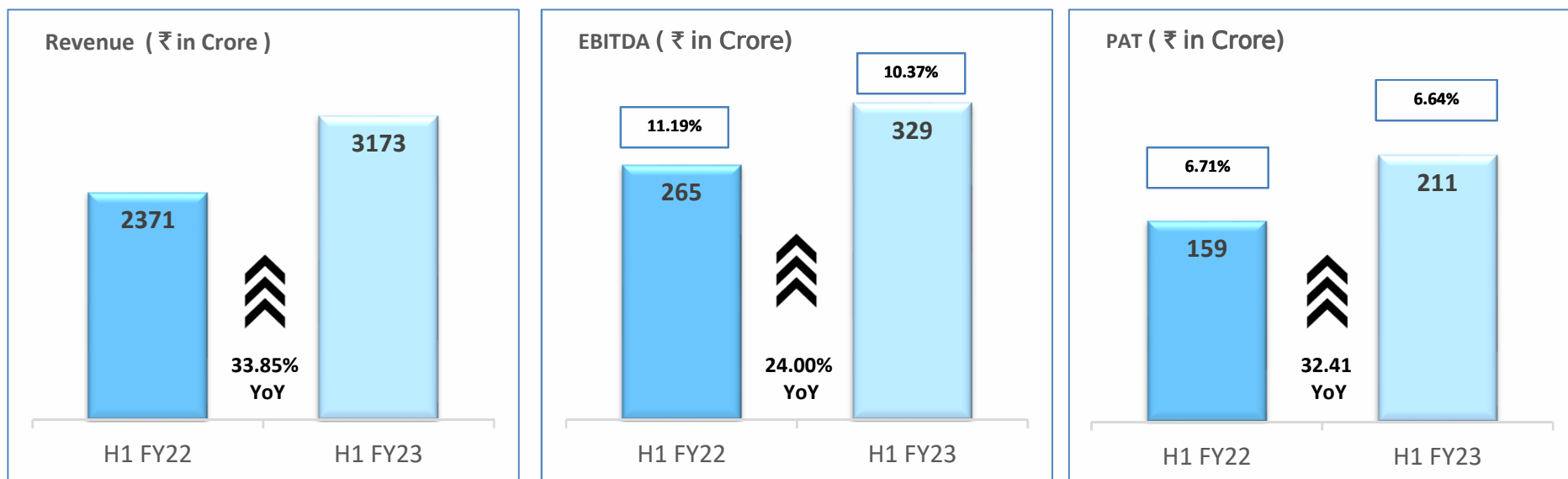


- Revenue improved by 18.81% YoY in this quarter.
- EBITDA margin in this quarter has declined to 10.31% as against 11.00% YoY.
- PAT margin in this quarter has declined to 6.65% as against 6.80% YoY.

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# Financial Performance H1 FY 23 Highlights



- Revenue improved by 33.85% YoY in H1 FY 23
- EBITDA margin in H1 FY 23 has declined to 10.37% as against 11.19% YoY.
- PAT margin in H1 FY 23 has declined to 6.64% as against 6.71% YoY.

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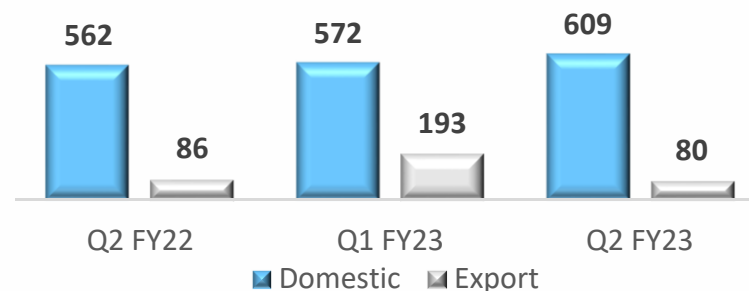
## Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 563 Crore in 2nd quarter as against PY ₹ 408 Crore . Growth by 38.02%
- Domestic Institutional EHV cable sale stood at ₹ 46 crore in 2<sup>nd</sup> quarter as against PY ₹ 154 Crore.
- Domestic Institutional Wire and cable sale is ₹ 1035 Crore in H1 as against PY ₹ 822 Crore . Growth by 25.95%
- Domestic Institutional EHV cable sale stood at ₹ 146 crore in H1 as against PY ₹ 183 Crore.
- Total Institutional Cable Sale including export contributed 42.81% in Q-2 FY 23 against 47.88% in Q-2 FY 22 and 45.81% in H1 FY 23 against 48.56% in H1 FY 22

### Q-2 FY 23

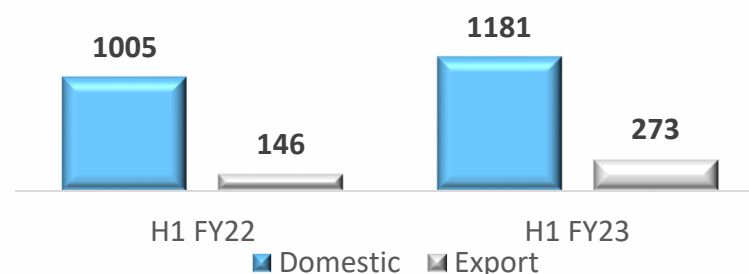
Revenue ( ₹ in Crore )



| Particulars                               | Q-2 FY 22 | Q-1 FY 23 | Q-2 FY 23 |
|---|-----------|-----------|-----------|
| Total Institutional Sale including export | 648       | 765       | 689       |

### H1 FY 23

Revenue ( ₹ in Crore )



| Particulars                               | H1 FY 22 | H1 FY 23 |
|---|----------|----------|
| Total Institutional Sale including export | 1151     | 1454     |

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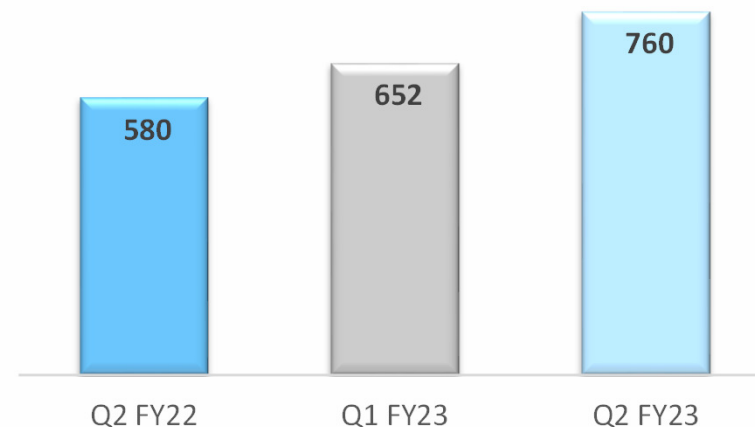
# Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 31% YoY in Q-2 FY 23.
- Sales through Dealer/ Distribution contributed approx. 47% of overall sale in Q-2 FY 23 and 44% of overall sale in H1 FY23.
- The total active working dealer of the company as on 30.09.2022 was approx. 1900 Nos.
- Sales through Dealer/ Distribution market increased by approx. 46% YoY in H1 FY23.

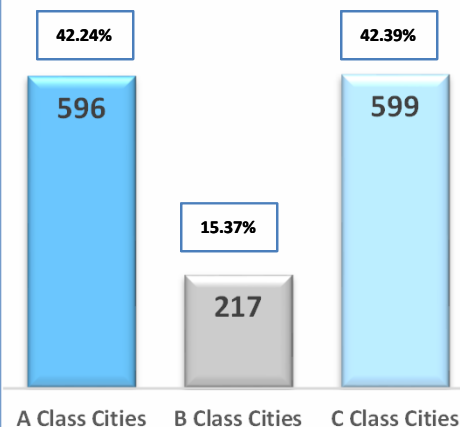
## Q-2 FY 23

Revenue (₹ in Crore)

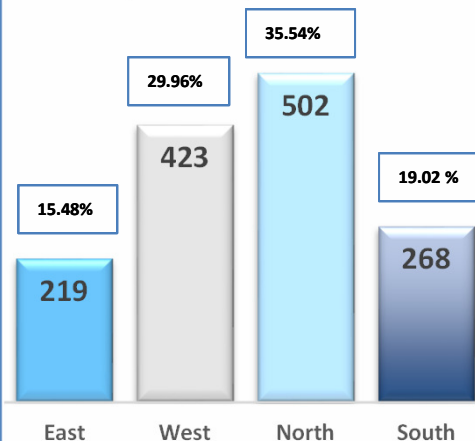


## REVENUE BREAK UP OF H1 FY23 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)

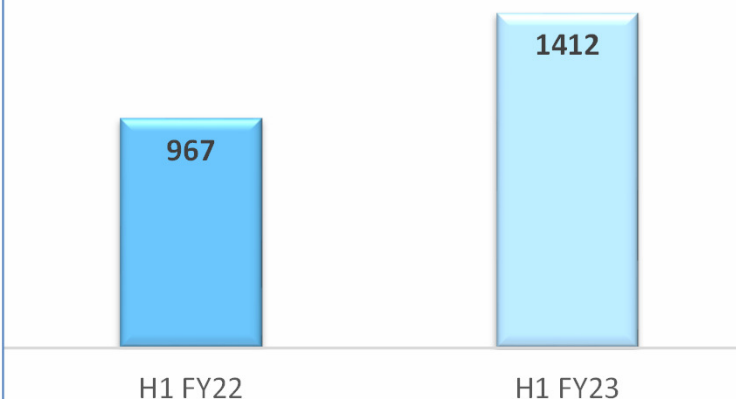


Revenue (₹ in Crore)



## H1 FY 23

Revenue (₹ in Crore)



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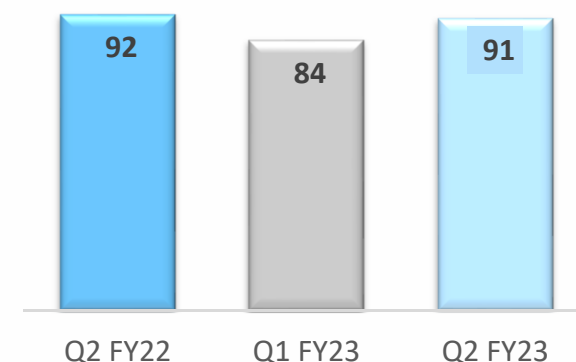
# EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by approx. 1.41% YoY in Q-2 FY 23.
- During the H1 FY23 EPC contribution reduced from 7.51% to 5.51%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 25 Crore in Q-2 FY 23 and ₹ 48 crore in H1 FY23.
- SS Wire sale increased by approx. 34.79% YoY in Q-2 FY 23 and in H1 FY23 by approx. 31.09%.
- Export Sale of SS Wire is ₹ 34 Crore in Q-2 FY 23 and ₹ 65 crore in H1 FY23.

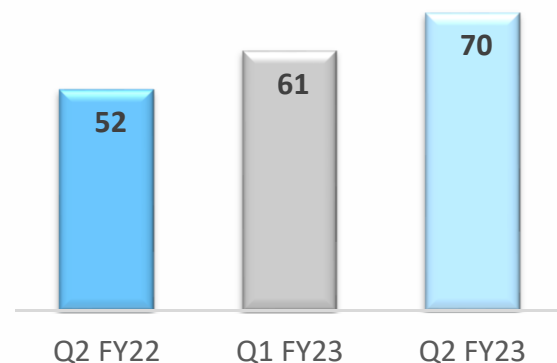
## Q-2 FY 23 (EPC\*)

### Revenue (₹ in Crore)



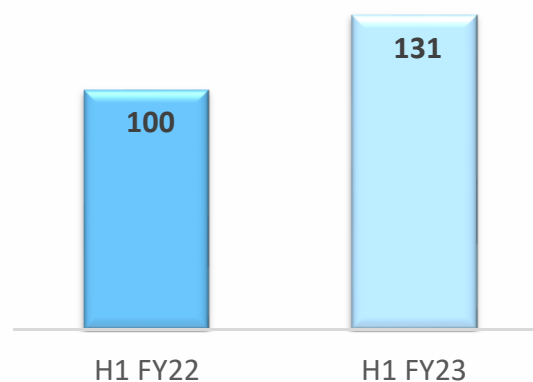
## Q-2 FY 23 (SS wire)

### Revenue (₹ in Crore)



## H1 FY 23 (SS wire)

### Revenue (₹ in Crore)



## H1 FY 23 (EPC\*)

### Revenue (₹ in Crore)



\* EPC (Other than cable)

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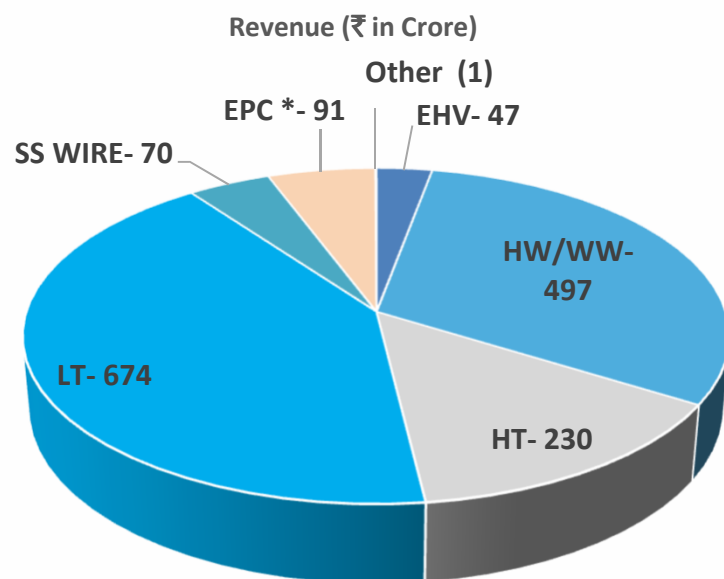
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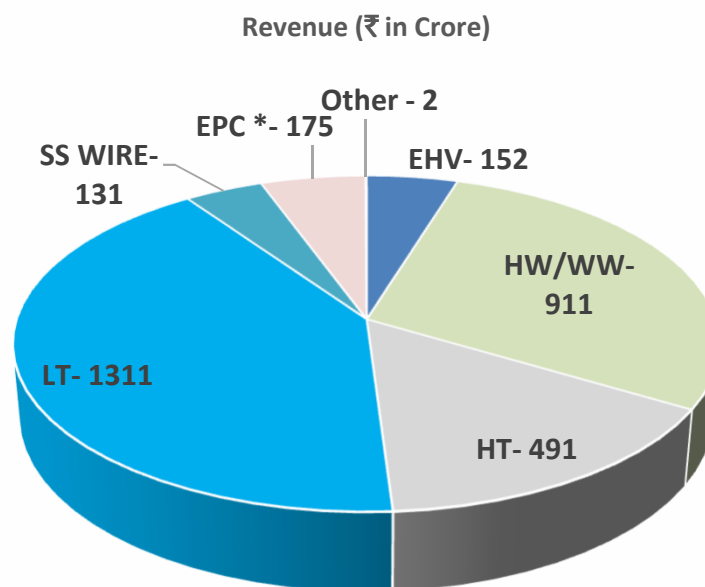
## Breakup of Product and Revenue



**Q2 FY 23**



**H1 FY 23**



\* EPC (Other than cable)

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## Other Information



### PENDING ORDERS

Pending order is approx. ₹ 3,016 Crore.

### FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q2 FY23 was ₹ 7.62 Crore as compared to last year same period of ₹ 9.94 Crore (Financial charges in terms of percentage has reduced to 0.47% from 0.73% of Net sales).

In the H1 FY 23, it was ₹ 16.85 Crore as compared to last year same period of ₹ 21.36 Crore. (Financial charges in terms of percentage has reduced to 0.53% from 0.90% of Net sales).

**DEBT** : Debt ( including CF and acceptance):-

₹ in Crore

| Particulars                | 30.09.21   | 31.03.21   | 31.03.22    | 30.09.22     |
|----------------------------|------------|------------|-------------|--------------|
| Debt (TL+WC)               | 196        | 148        | 225         | 46           |
| Channel Finance            | 144        | 157        | 106         | 113          |
| <b>Gross Debt</b>          | <b>340</b> | <b>305</b> | <b>331</b>  | <b>159</b>   |
| Cash & Bank Balances       | 64         | 221        | 360         | 417          |
| <b>Net Debt</b>            | <b>276</b> | <b>84</b>  | <b>(29)</b> | <b>(258)</b> |
| Acceptances                | 128        | 323        | 299         | 149          |
| <b>Total Debt / (Cash)</b> | <b>404</b> | <b>407</b> | <b>270</b>  | <b>(109)</b> |

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# Balance Sheet (Standalone)



₹ in Crore

| ASSETS                          | H1 FY 23*       | FY 22           | EQUITY AND LIABILITIES               | H1 FY 23*       | FY 22           |
|---------------------------------|-----------------|-----------------|--------------------------------------|-----------------|-----------------|
| <b>Non-Current Assets</b>       |                 |                 | <b>Equity</b>                        |                 |                 |
| Fixed Assets                    | 545.92          | 547.41          | Equity Share Capital                 | 18.04           | 18.02           |
| Other Non Current Assets        | 17.84           | 18.58           | Other Equity                         | 2,325.65        | 2,117.30        |
| <b>Total Non Current Assets</b> | <b>563.76</b>   | <b>565.99</b>   | <b>Total Equity</b>                  | <b>2,343.69</b> | <b>2,135.32</b> |
|                                 |                 |                 | <b>Non-Current Liabilities</b>       |                 |                 |
|                                 |                 |                 | Borrowings                           | -               | -               |
|                                 |                 |                 | Other Non Current Liabilities        | 61.12           | 59.06           |
|                                 |                 |                 | <b>Total Non Current Liabilities</b> | <b>61.12</b>    | <b>59.06</b>    |
| <b>Current Assets</b>           |                 |                 | <b>Current Liabilities</b>           |                 |                 |
| Inventories                     | 1,070.66        | 1,079.41        | Short Term Borrowings                | 159.26          | 331.37          |
| Trade Receivables               | 1,084.16        | 1,395.53        | Trade Payables                       | 515.52          | 762.62          |
| Cash and Bank Balances          | 416.54          | 360.03          | Others - Current Liabilities         | 204.56          | 238.67          |
| Other Current Assets            | 149.03          | 126.08          | <b>Total Current Liabilities</b>     | <b>879.34</b>   | <b>1,332.66</b> |
| <b>Total Current Assets</b>     | <b>2,720.39</b> | <b>2,961.05</b> | <b>Total Equity and Liabilities</b>  | <b>3,284.15</b> | <b>3,527.04</b> |
| <b>Total Assets</b>             | <b>3,284.15</b> | <b>3,527.04</b> |                                      |                 |                 |

\* H-1 FY 23 - UNAUDITED

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## Consolidated Financial Highlights



- During the Q2 FY 23 Net Sales was ₹ 1608.07 Crore, against same quarter in previous year of ₹ 1353.43 Crore.
- EBIDTA during this Quarter was ₹ 165.83 Crore against same quarter in the previous year of ₹ 148.55 Crore.
- Further, PAT during this Quarter was ₹ 106.88 Crore against same quarter in the previous year of ₹ 91.71 Crore. PAT/Net Sale was 6.65% during the quarter as against 6.78% during last year same period.
- During H1 FY 23, Net Sales was ₹ 3173.48 Crore, against same period in previous year of ₹ 2370.99 Crore.
- EBIDTA during H1 FY 23 was ₹ 328.99 Crore against same period in the previous year of ₹ 265.04 Crore.
- Further, PAT during H1 FY 23, was ₹ 210.64 Crore against same period in the previous year of ₹ 158.81 Crore. PAT/Net Sale was 6.64% as against 6.70% during last year same period.

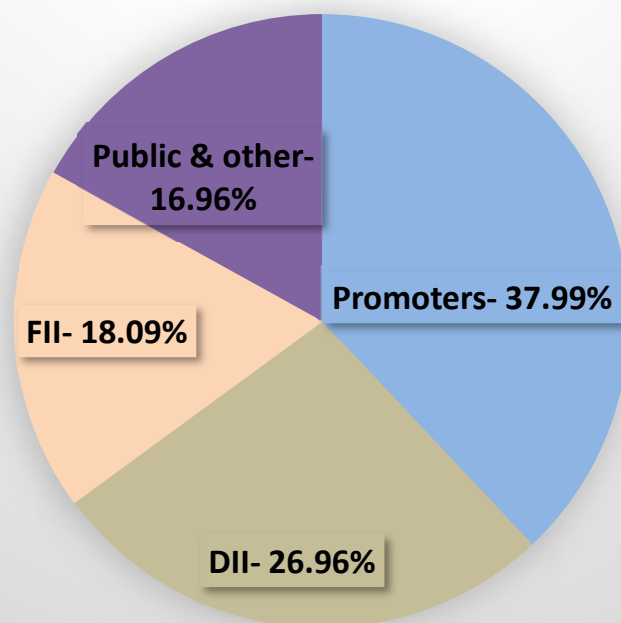
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## Shareholding Related Information



### Shareholding Pattern as on 30.09.2022



**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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