



KEI

Wires & Cables



PROUDLY MAKING IN INDIA
SINCE 1968

#VocalForLocal

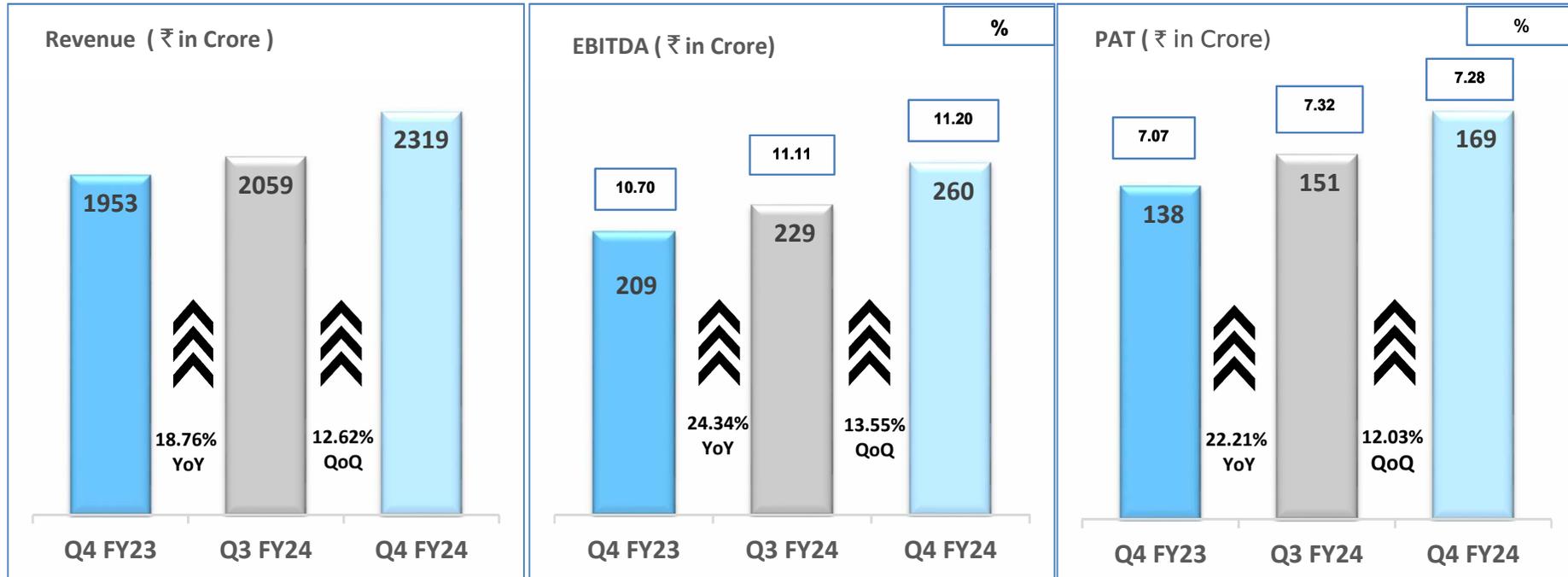
KEI Industries Limited

Q-4 FY 2024

Earnings Presentation

May 02, 2024

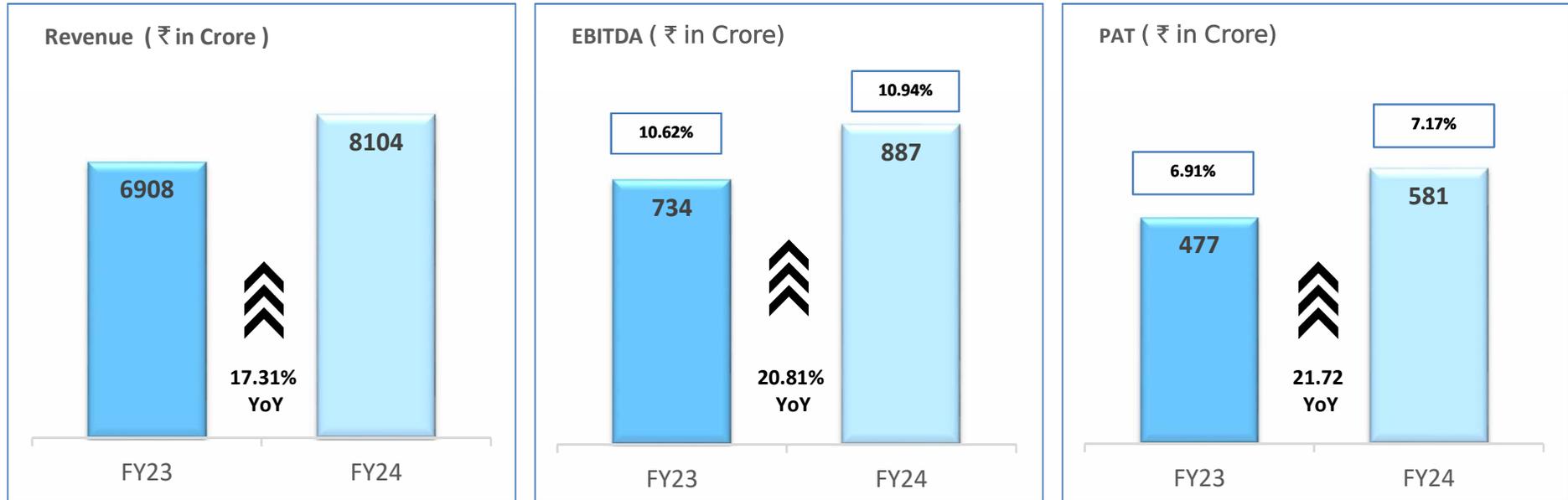
Financial Performance Q-4 FY 24 Highlights



- Revenue improved by 18.76% YoY in this quarter.
- EBITDA margin in this quarter has improved to 11.20% as against 10.70% YoY.
- PAT margin in this quarter has improved to 7.28% as against 7.07% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

Financial Performance FY 24 Highlights



- Revenue improved by 17.31% YoY in FY 24.
- EBITDA margin in FY 24 has improved to 10.94% as against 10.62% YoY.
- PAT margin in FY 24 has improved to 7.17% as against 6.91% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

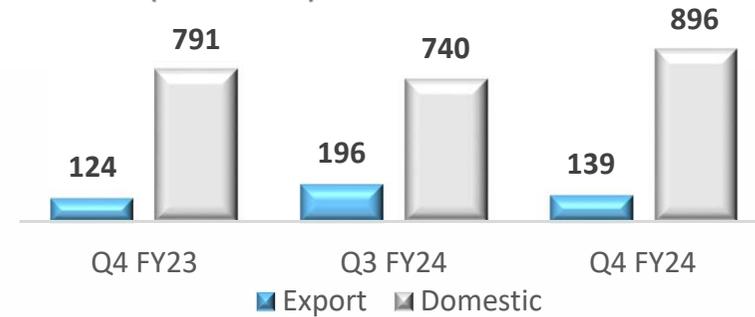
Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 676 Crore in 4th quarter as against PY ₹ 692 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 220 crore in 4th quarter as against PY ₹ 99 Crore.
- Total Institutional Cable Sale including export contributed 44.62% in Q-4 FY 24 against 46.85% in Q-4 FY 23.
- Total Institutional sale including export increased by approx. 13.14% YoY in Q-4 FY 24.
- Domestic Institutional Wire and cable sale is ₹ 2236 Crore in FY 24 as against PY ₹ 2266 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 622 crore in FY 24 as against PY ₹ 336 Crore.
- Total Institutional Cable Sale including export contributed 44.59% in FY 24 against 44.93% in FY 23.
- Total Institutional sale including export increased by approx. 16.41% in FY24 .

Q-4 FY 24

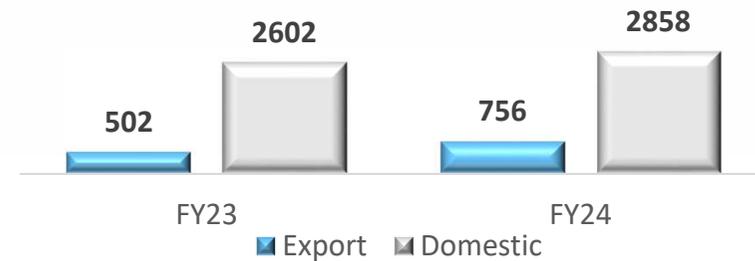
Revenue (₹ in Crore)



Particulars	Q-4 FY 23	Q-3 FY 24	Q-4 FY 24
Total Institutional Sale including export	915	936	1035

FY 24

Revenue (₹ in Crore)



Particulars	FY 23	FY 24
Total Institutional Sale including export	3104	3614

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

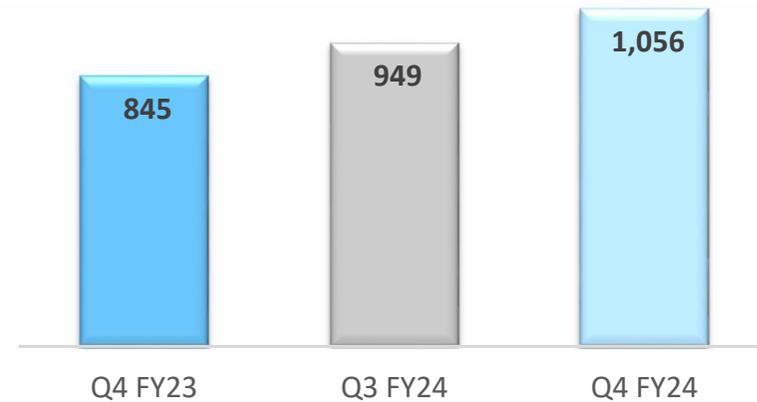
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 24.92% YoY in Q-4 FY 24.
- Sales through Dealer/ Distribution contributed approx. 45.53% of overall sale in Q-4 FY 24 and 46.52% of overall sale in FY24.
- The total active working dealer of the company as on 31.03.2024 was approx. 1990 Nos.
- Sales through Dealer/ Distribution market increased by approx. 19.10% YoY in FY24.

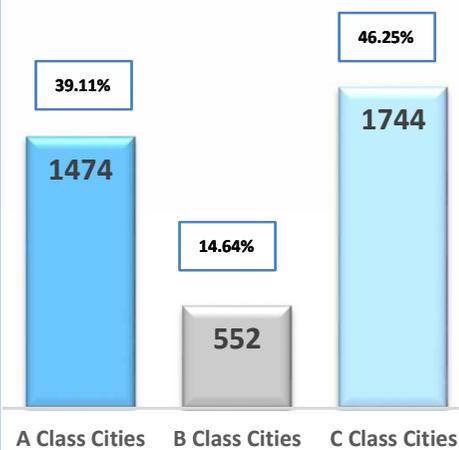
Q-4 FY 24

Revenue (₹ in Crore)

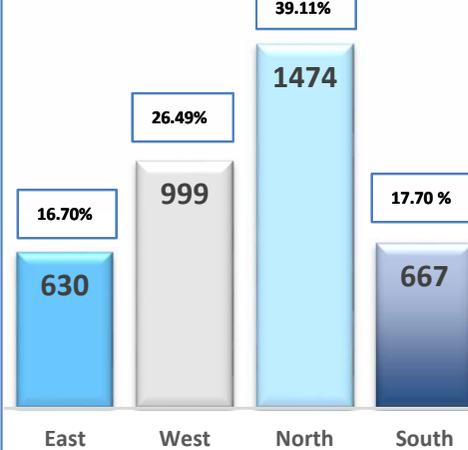


REVENUE BREAK UP OF FY24 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)

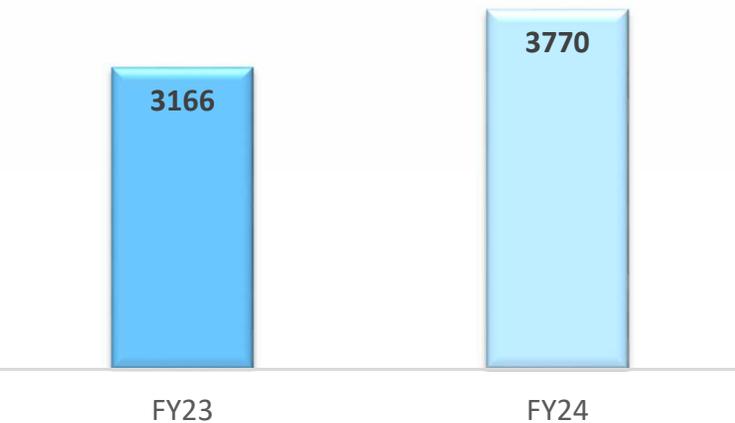


Revenue (₹ in Crore)



FY 24

Revenue (₹ in Crore)



UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

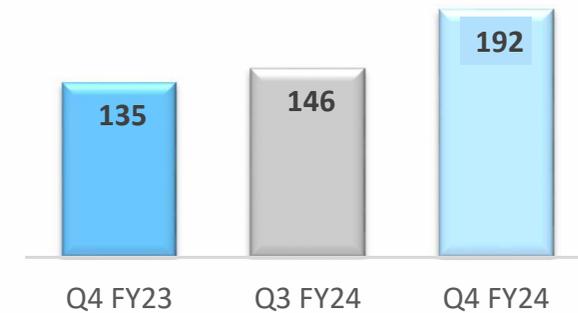
EPC Projects and SS Wire



- EPC Sale (apart from Cable) improved by approx. 38.50% YoY in FY 24.
- During the FY24 EPC contribution is 6.92%.
- Export Sale of EPC is ₹ 93 Crore in Q-4 FY 24 and ₹ 242 crore in FY24.
- SS Wire sale decreased by approx. 10.65% YoY in Q-4 FY 24 and in FY24 by approx. 12.16%.
- Export Sale of SS Wire is ₹ 25 Crore in Q-4 FY 24 and ₹ 99 crore in FY24.

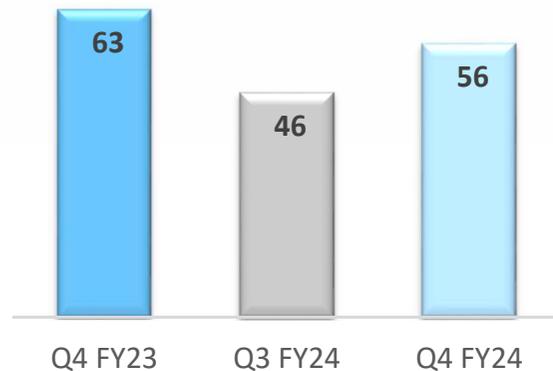
Q-4 FY 24 (EPC*)

Revenue (₹ in Crore)



Q-4 FY 24 (SS wire)

Revenue (₹ in Crore)



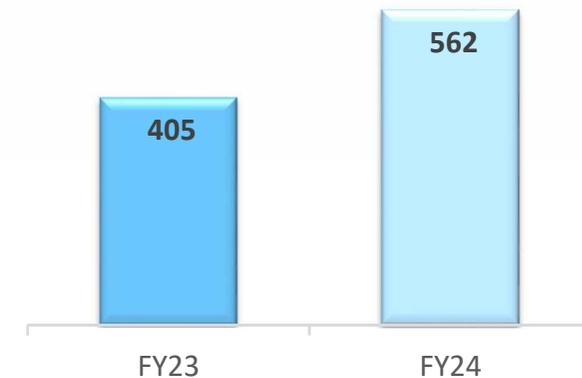
FY 24 (SS wire)

Revenue (₹ in Crore)



FY 24 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

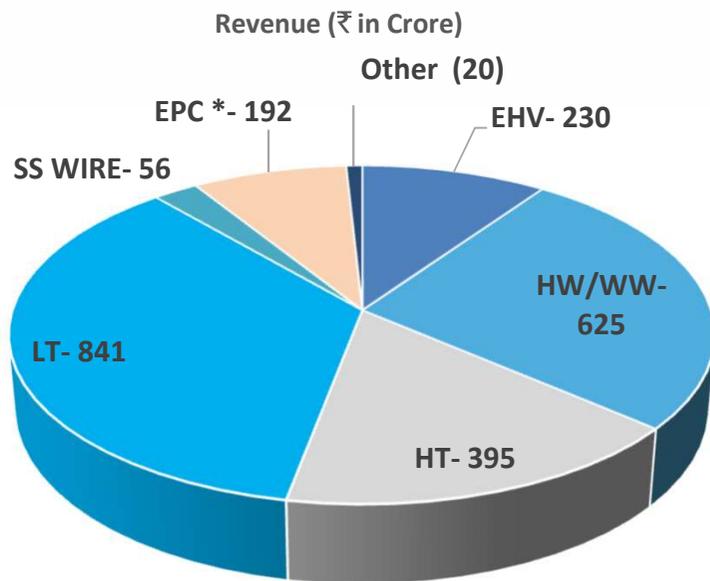
UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

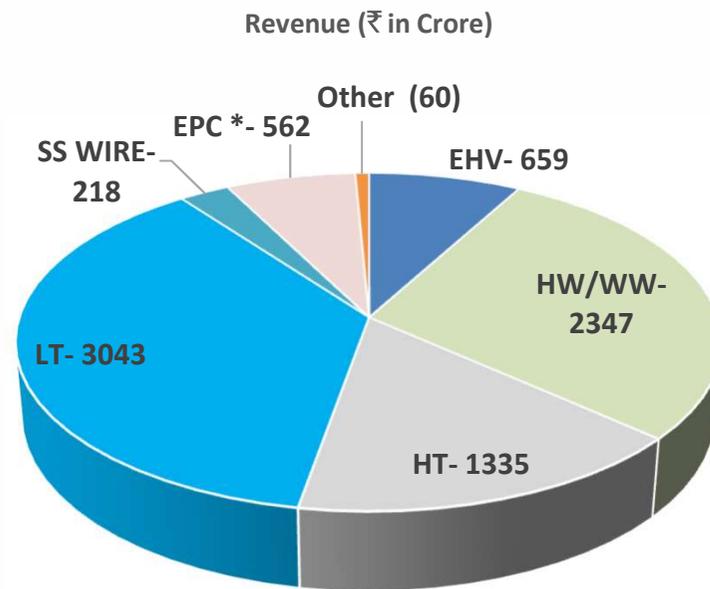
Breakup of Product and Revenue



Q4 FY 24



FY 24



* EPC (Other than cable)

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,531 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q4 FY24 was ₹ 16.52 Crore as compared to last year same period of ₹ 10.09 Crore (Financial charges in terms of percentage has increased to 0.71% from 0.52% of Net sales).

In the FY 24, it was ₹ 43.91 Crore as compared to last year same period of ₹ 34.71 Crore. (Financial charges in terms of percentage has increased to 0.54% from 0.50% of Net sales).

DEBT : Debt (including CF and acceptance):-

₹ in Crore

Particulars	31.03.22	31.03.23	31.03.24
Debt (TL+WC)	225	-	37
Channel Finance	106	135	97
Gross Debt	331	135	134
Cash & Bank Balances	360	537	700
Net Debt	(29)	(402)	(566)
Acceptances	299	219	506
Total Debt / (Cash)	270	(183)	(60)

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

Balance Sheet (Standalone)



₹ in Crore

ASSETS	FY24	FY 23	EQUITY AND LIABILITIES	FY 24	FY 23
Non-Current Assets			Equity		
Fixed Assets	891.23	581.88	Equity Share Capital	18.05	18.04
Other Non Current Assets	67.77	26.94	Other Equity	3,130.21	2,570.97
Total Non Current Assets	959.00	608.82	Total Equity	3,148.26	2,589.01
			Non-Current Liabilities		
Current Assets			Borrowings	-	-
Inventories	1,342.75	1,102.29	Other Non Current Liabilities	76.85	63.61
Trade Receivables	1,517.87	1,387.79	Total Non Current Liabilities	76.85	63.61
Cash and Bank Balances	700.37	537.16	Current Liabilities		
Other Current Assets	136.46	134.08	Short Term Borrowings	134.23	135.26
Total Current Assets	3,697.45	3,161.32	Trade Payables	1,007.94	748.12
Total Assets	4,656.45	3,770.14	Others - Current Liabilities	289.17	234.14
			Total Current Liabilities	1,431.34	1,117.52
			Total Equity and Liabilities	4,656.45	3,770.14

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

Consolidated Financial Highlights

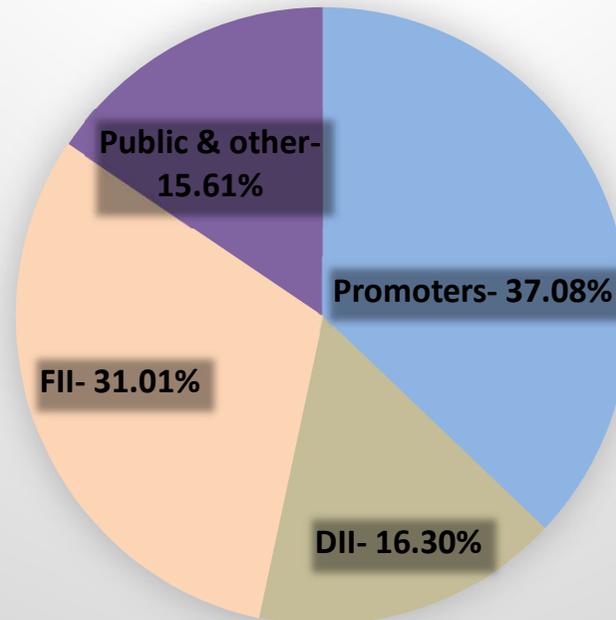


- During the Q4 FY 24 Net Sales from Continuing operations was ₹ 2319.28 Crore, against same quarter in previous year of ₹ 1952.93 Crore.
- EBIDTA from Continuing operations during this Quarter was ₹ 259.52 Crore against same quarter in the previous year of ₹ 208.87 Crore.
- Further, PAT from Continuing Operations during this Quarter was ₹ 168.59 Crore against same quarter in the previous year of ₹ 138.10 Crore. PAT/Net Sale was 7.27% during the quarter as against 7.07% during last year same period.
- During FY 24, Net Sales from Continuing operations was ₹ 8104.08 Crore, against same period in previous year of ₹ 6908.17 Crore.
- EBIDTA from Continuing operations during FY 24 was ₹ 886.35 Crore against same period in the previous year of ₹ 733.79 Crore.
- Further, PAT from Continuing operations during FY 24, was ₹ 580.85 Crore against same period in the previous year of ₹ 477.34 Crore. PAT/Net Sale was 7.17% as against 6.91% during last year same period.

Shareholding Related Information



Shareholding Pattern as on 31.03.2024



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.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables



THANK YOU

CIN: L74899DL1992PLC051527

Contact us For investor relations: cs@kei-ind.com

Website: www.kei-ind.com

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables