



KEI INDUSTRIES LIMITED



CORPORATE PRESENTATION

JUNE, 2024



INTRODUCING
**WIRES KA
All-ROUNDER**

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KEI
Wires & Cables

PRINCIPAL PARTNER

Content

- ☐ Company Overview
- ☐ Company Strengths
- ☐ Growth Strategy
- ☐ Industry Prospects
- ☐ Brand Recognition
- ☐ Key Financials
- ☐ Shareholding Pattern
- ☐ CSR
- ☐ ESG



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Company Overview



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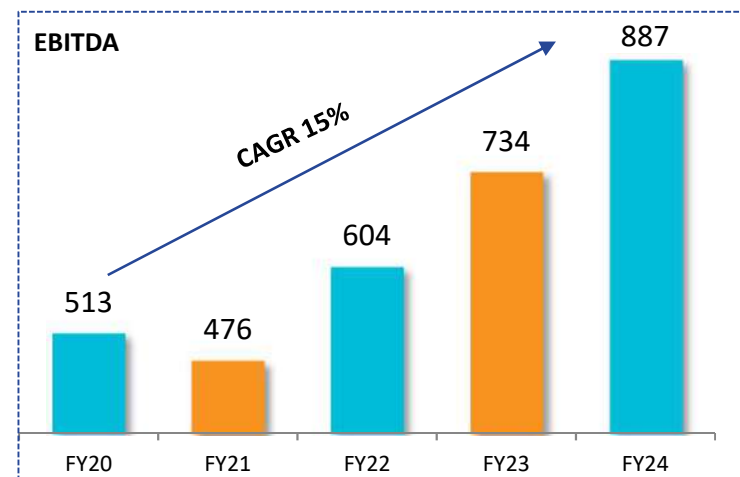
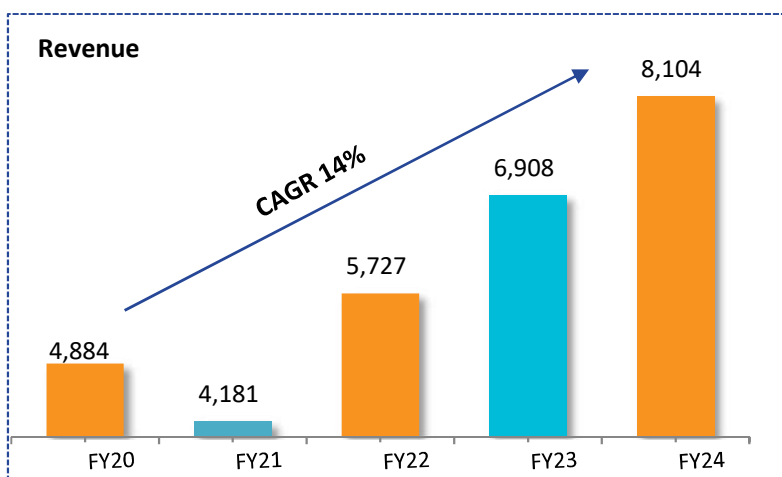
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- Leading manufacturer of cables and wires with a wide product portfolio spread across EHV, HT and LT Power Cables, House Wire, Stainless Steel Wire
- Forward integrated into EPC services for Power, Distribution, Transmission and sub-station projects
- 6 plants located at Bhiwadi, Chopanki, Pathredi (Rajasthan) and Rakholi, Chinchpada (D&NH)
- 2 Plants for backward integration of PVC compound at Harchandpur (Rajasthan) and Dapada (D&NH).
- Robust R&D facility with in-house lab accredited by NABL
- Established in 1968

Key Financials¹ (INR Cr)



Note: 1 – Based on Standalone Financials





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KEI: A Snapshot

A trusted
Company for
over five
decades

8
Manufacturing
Plant

3500+
Cr Order Book²

2000+
Institutional
Customers¹

1850+
Employees¹

2000+
Dealer
Distributors²

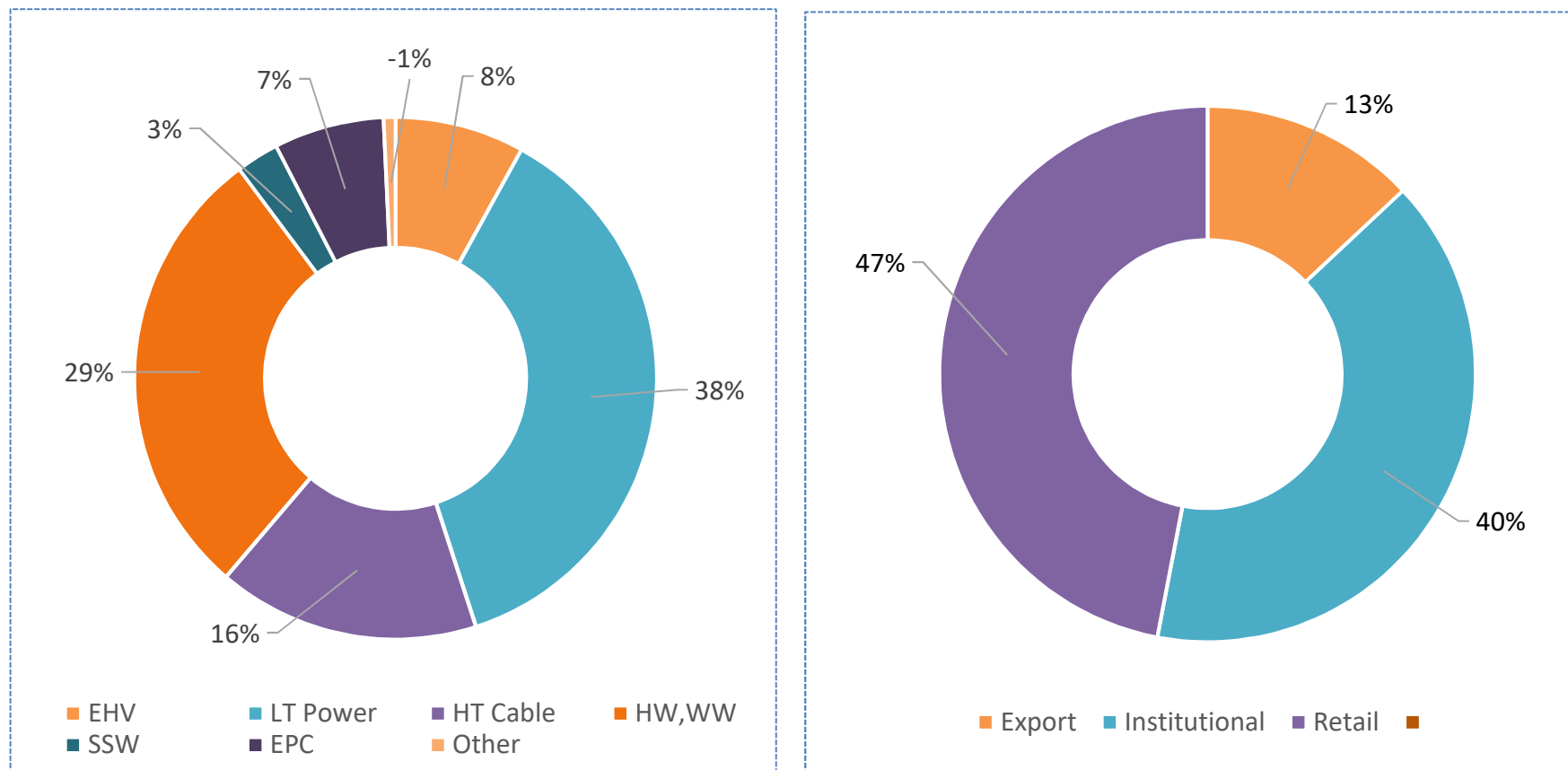
Proven Track
Record
CAGR 10 year
Revenue- 17%
PAT- 48%

Experienced
Management
Team

Note: 1 – As of 31st March, 2024 2 - As on July ,2024



Product and Revenue Split¹ (FY24)



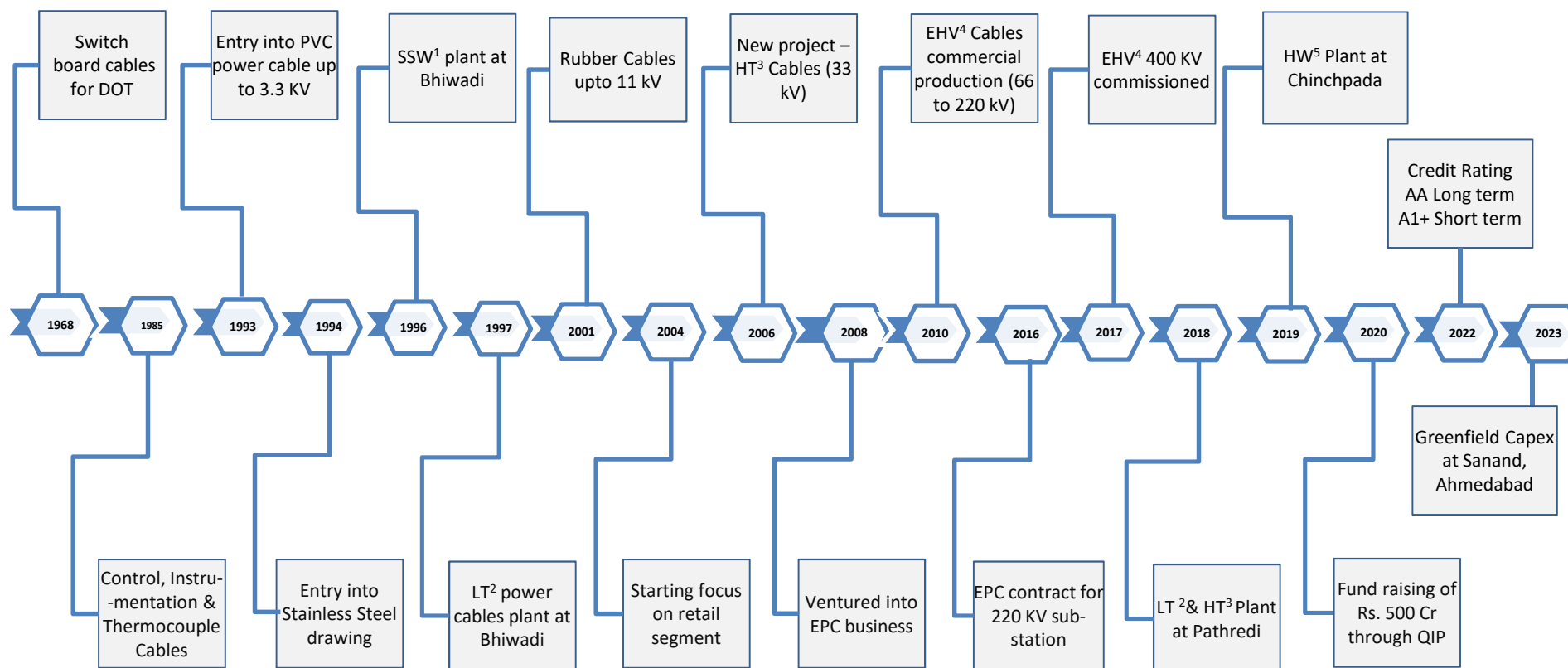
Note: 1 – As of 31st March, 2024

- ET 500 2023 KEI ranking is 283.
- During FY 2019-20, Company had raised fund Rs. 500 Crore through QIP.
- India Ratings and Research Private Limited has affirmed its long term ratings as AA (with positive outlook). ICRA and CARE long term rating is AA (Stable). Short term rating from India Ratings, ICRA and CARE is A1+.
- Insurance of Receivables to mitigate risk.
- Healthy Order Book to achieve turnover and Profitability.
- Healthy Brand Visibility – TV Advertising , IPL Sponsorship, Customer Loyalty and Preferences.
- Super Brand Status 2011-2016 and 2019 – 2024.
- Diversified business profile across customers, industries and manufacturing locations.
- Increased focus on Exports and Retail segments to improve profitability as well as working capital.
- Very Strong relationship with banks.
- Highly committed promoters and management.



Consistently Evolving Business Model

- ✓ Focus has been on expanding product portfolio
- ✓ De-risking business by increasing diversification



Note: 1 – Stainless Steel Wire; 2 - Low tension cables; 3 – High Tension Cables; 4 – Extra High Voltage, 5- House Wire



Experienced Management Team

Mrs. Archana Gupta
 Director



Mr. Rajeev Gupta
 Executive Director
 (Finance) & CFO



Mr. Lalit Sharma
 COO



Mr. Dilip Barnwal
 Vice President
 (Operations-Silvassa)



Mr. Anil Gupta
 Chairman-cum-Managing Director



Mr. Daya Nand Sharma
 Vice President
 (Operations-Chopanki)



Mr. K.C Sharma
 Sr. Vice President
 (Operations-Bhiwadi)



Mr. Adarsh Kumar Jain
 Vice President
 (Finance)



Mr. Akshit Diviaj Gupta
 Director



Mr. Manoj Kakkar
 Executive Director
 (Sales & Marketing)



Comprehensive Product Portfolio

Wide product basket comprising:

- Extra-High Voltage Cables up to 400 KV
- High & Medium Voltage Cables
- Control & Instrumentation Cables
- Specialty Cables
- Submersible Cables
- Rubber Cables
- Solar Cables
- ESP Cables
- PVC/Poly Wrapped Winding Wires
- Flexible & House Wires
- MVCC Cables
- Stainless Steel Wires
- Fire Survival/ Resistant Cables
- EV Cables
- EPC Projects

Helping the company service a wide spectrum of sectors such as power, oil refineries, railways, automobiles, cement, steel, fertilizers, textile and real estate, amongst others



WIDEST RANGE OF WIRES AND CABLES FROM 1.1KV UP TO 400KV





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Company Strengths

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Company Strengths



1

Well diversified across multiple dimensions

Wide basket of products used across multiple industries
Low customer concentration

2

Strategically located manufacturing facilities and Strong R&D capabilities

Manufacturing facilities across 8 locations
Strong R&D focus helps in new product development and customized solutions to customers

3

Strong presence in retail segment with a well entrenched distribution network

Increasing focus on retail segment
Strong distribution network with pan India retail sales

4

Growing exports presence

Presence in 60+ countries with offices in 4 countries
Exports provide natural hedge on forex as the company also imports raw materials

5

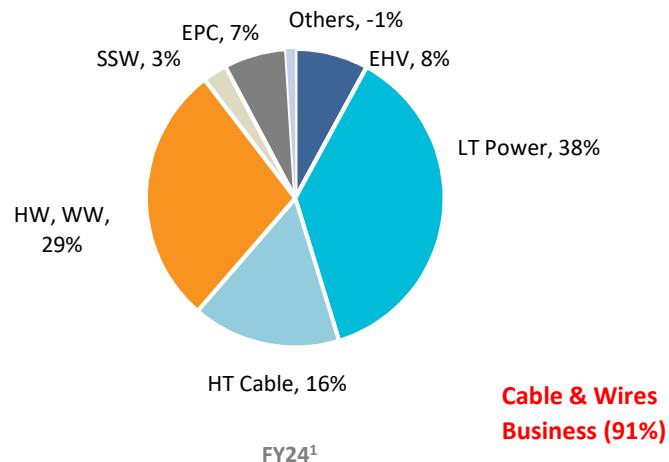
Strong Financial performance

Strong growth and return ratios with comfortable debt profile

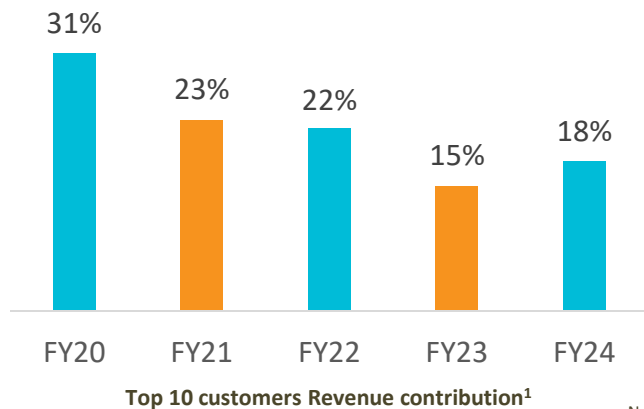


Well Diversified Across Multiple Dimensions

Wide Product Basket...



...Coupled with low customer concentration



Note: 1 – Based on Standalone Financials

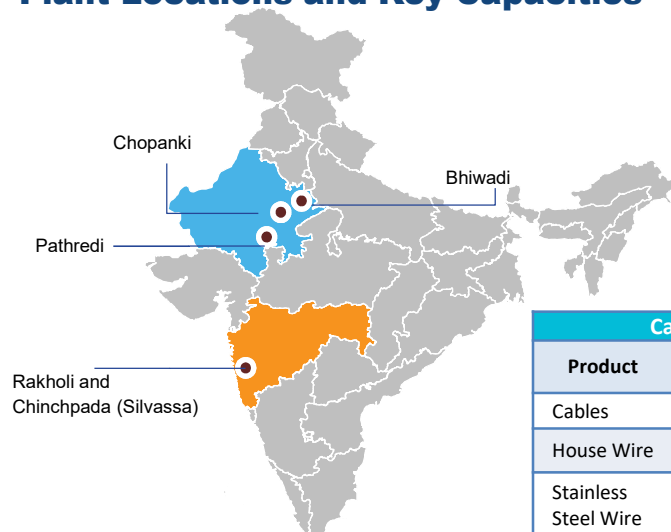
...With applications across Industries



- KEI is diversified across products and industries
- Customer concentration is low with top 10 customers accounting for 18% of sales in FY24.
- Diversification helps in de-risking

Strategically located manufacturing facilities & Strong R&D capabilities

Plant Locations and Key Capacities



Capacity Utilization			
Product	FY22	FY23	FY24
Cables	76%	89%	92%
House Wire	59%	79%	71%
Stainless Steel Wire	84%	87%	90%

Products (as of 31 st Mar'24)	Bhiwadi	Rakholi	Chopanki	Pathredi	Chinchpada
EHV	✓		✓		
HT Power Cable	✓		✓	✓	
LT Power Cable	✓	✓	✓	✓	✓
Control Cable	✓	✓		✓	✓
Instrumentation/Communication Cable	✓			✓	✓
Rubber cable	✓				
House Wire/ Winding Wire	✓	✓			✓
Stainless Steel Wire	✓				

Plant Location	Start Date	Capacity (As of 30 th June, 24)
Bhiwadi	1996	<ul style="list-style-type: none"> Cable – 64,200 Kms House Wire/WW – 190,000 Kms Stainless Steel Wire – 9,000 MT
Rakholi	2002	<ul style="list-style-type: none"> Cable – 30,000 Kms House Wire – 696,000 Kms
Chopanki	2007	<ul style="list-style-type: none"> Cable – 4,900 Kms
Pathredi	2018	<ul style="list-style-type: none"> Cable – 21,000 Kms
Chinchpada	2019	<ul style="list-style-type: none"> House Wire – 9,32,400 Kms Cable- 36,000 Kms Communication cable – 28,800 Kms

Strong R&D capabilities

- R&D facility with in-house lab accredited by NABL
- Customized solutions for customers
- Continuous focus on development of new products
- Niche product offerings
- Focus on developing specialty products



.... Strategically located manufacturing facilities and Strong R&D capabilities



Pathredi Plant



Bhiwadi Plant



Chopanki Plant



Silvassa Plant



Chinchpada Plant

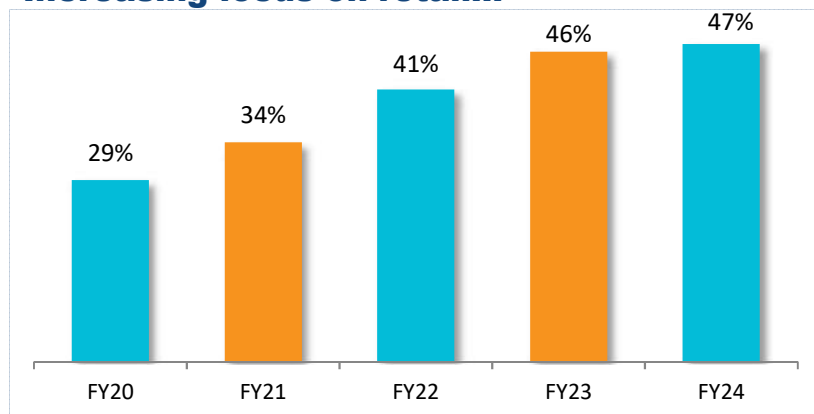
Adherence to the most stringent quality standards laid down by KEI

Our products are tested by KEMA (The Netherlands), TUV (Rheinland), SGS, IRS, ABS, CEIL, BRE (UK), LLOYDS REGISTER, BVQI, DNV, CPRI, ERDA, IDEMI, EIL, PDIL, MECON, NTPC, NPCIL, TUV India, RINA, PGCIL, TPL, DQAN, EQM, UL, RDSO, CE regulatory, UKCA regulatory, Ghost Cutr.



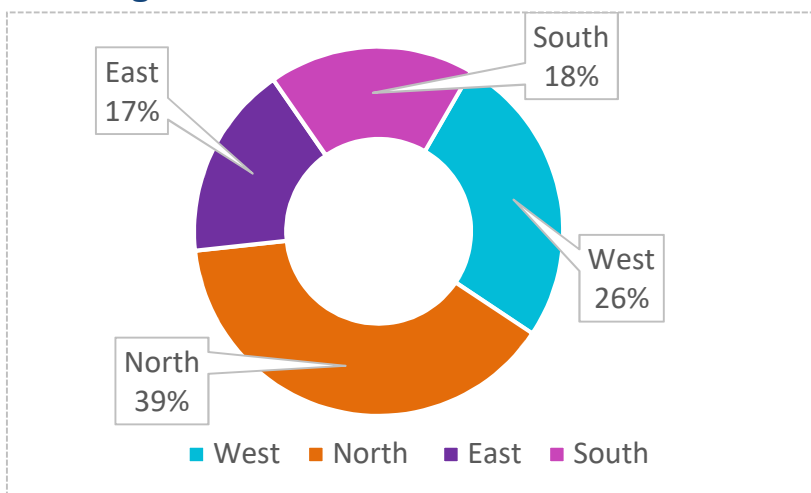
Strong presence in retail segment with a well entrenched distribution network

Increasing focus on retail...



Retail as a % of sales of FY 24 ²

Leading to Pan India retail sale...



...With strong distribution network...

	# of Dealers / Distributors ¹	# of Marketing Offices ¹
North	726	9
South	378	7
East	454	6
West	432	14

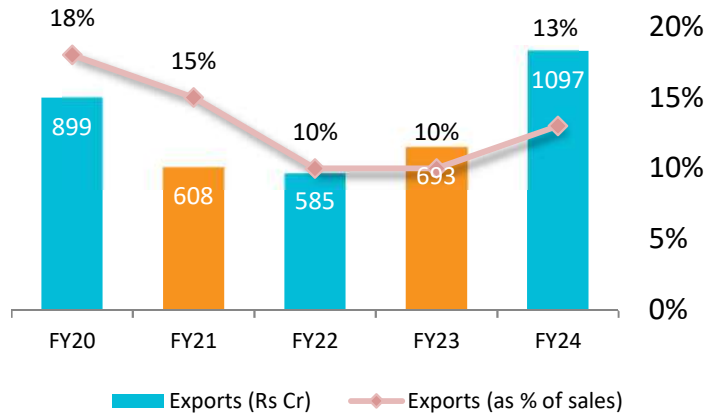
- Strong distribution network covering major metros and Tier 1 and 2 cities
- 25 depots across India
- 36 marketing offices across the country and 4 overseas offices in UAE, South Africa, Nepal and Gambia.
- Company is focussing on marketing through various brand promotion activities via multiple communication channels

Note: 1- As of 31st March, 2024; 2- Based on Standalone Financials



Growing Exports Presence

Export Sales of product and services in last 5 years



- Exports accounted for 13% of sales in FY24 Exports provide natural hedge on forex as the company also imports raw materials
- Strong order book for exports of Rs. 722Cr (including EPC) as on July, 2024.

Presence across over 60 countries with offices in 4 countries

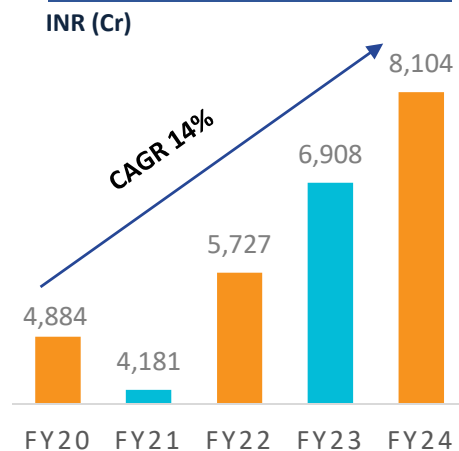


Note: Based on Standalone Financials

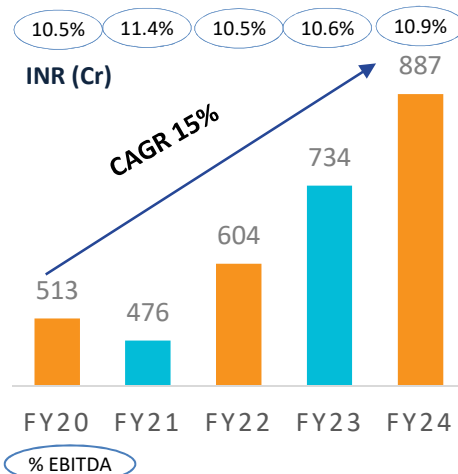


Strong Financial Performance

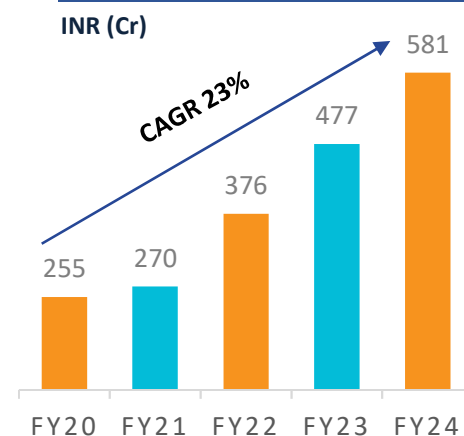
Robust Revenue Growth...



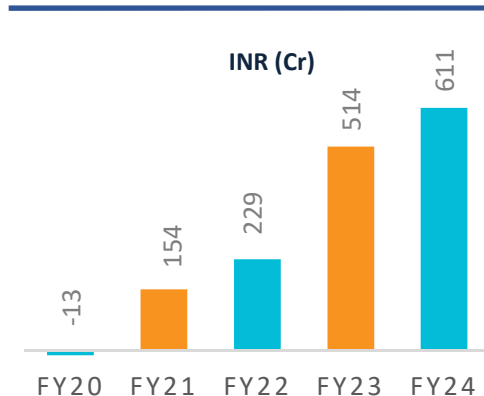
...with stable EBITDA Margins...



...and strong PAT Growth

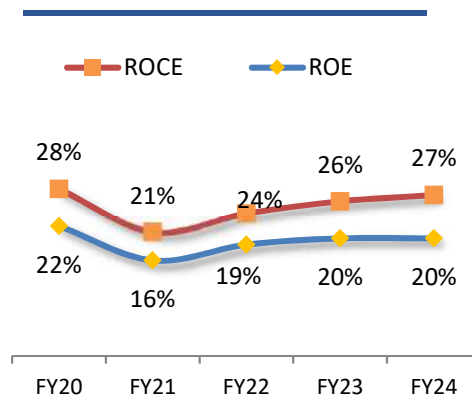


Cash Flow

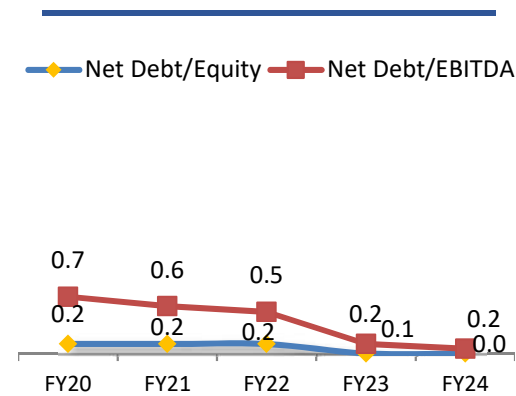


¹Net Cash from Operating Activities

Robust Return Ratios²



Comfortable Debt Profile



Note: 1-Standalone Financials 2- Average basis





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Growth Strategy



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Growth Strategy

Distribution Channel

Retail Business

Continued focus to increase share of retail business in overall sales mix

Focus on increasing penetration by further expanding distribution network

Overseas Market

Further increase presence in overseas market

Capacity Expansion

Increase capacity in existing product portfolio by Brownfield and Greenfield expansion

EHV Market

Focus on Strengthening EHV Market Share through Increased Capacity



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Industry prospects



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21



Economic Factors :

- In FY 2024-25, India's GDP is expected to rise by 7.2%. Moody's Ratings has forecasted Indian economy to grow by 6.6% in the fiscal year 2025 and 6.2% in the subsequent year.
- India is growing rapidly and is expected to become a US\$ 5 trillion economy by 2025. In these nine years, the Indian economy has increased in size from being 10th to 5th largest in the world.
- Indian economy has increased in size from being 10th to 5th largest in the world in the past nine years
- India's goods and services tax (GST) collection in April 2024 increased 12.4% year-on-year to reach an all-time high of Rs. 2.10 trillion (US\$ 25.2 billion).
- India has emerged as the fastest-growing major economy in the world and is expected to be one of the top three economic powers in the world over the next 10-15 years, backed by its robust democracy and strong partnerships.
- India claimed the third spot in global solar power production in 2023, surpassing Japan, as Ember's Global Electricity Review 2024.
- India is committed to achieving the country's ambition of Net Zero Emissions by 2070 through a five-pronged strategy, 'Panchamrit'.
- As per Budget 2024-25, "Effective Capital expenditure" of center to be Rs 11.11 Lakh crore.
- In 2024, India is positioned to maintain its position as the world's fastest-growing major economy, propelled by strong consumer demand spurring heightened investments across various sectors, including construction, hospitality, and critical infrastructure like railways and aviation.
- India is expected to be the second-largest market in 5G services followed by China in the next 10 years.

Power and cable Sectors:

- Expansion in industrial activity to boost cable demand for electricity. In order to meet the increasing demand for electricity in the country, massive addition to the installed generating capacity is required.
- India is the third-largest producer and consumer of electricity worldwide, with an installed power capacity of 442.85 GW as of April 30, 2024. The Central Electricity Authority (CEA) estimates India's power requirement to reach 817 GW by 2030.
- Cabinet approves PM-Surya Ghar: Muft Bijli Yojana for installing rooftop solar in One Crore households.
- The global wires and cables market size surpassed US\$ 215.8 billion in FY 2022 and is expected to grow at a CAGR of 8.5% to reach US\$ 500.4 billion in FY 2032 backed by the increasing infrastructure development, growing demand for consumer electronic products and technological advances in the communication industry.
- The wires and cables (W&C) sector comprises ~45% of the electrical equipment industry in India. The domestic W&C market is expected to grow at an impressive CAGR of 12% over FY 2021-26.
- As per the National Infrastructure Pipeline 2019-25, energy sector projects accounted for the highest share (24%) out of the total expected capital expenditure of Rs. 111 lakh crore (US\$ 1.4 trillion).
- In Budget for 2024-25, the government's power sector initiatives have been allocated funds that are 50% higher. Increased funds have been allocated to green hydrogen, solar power, and green-energy corridors in line with the renewable energy target for 2030.
- In the years to come, multiple factors will boost growth of Cables & Wires and open up an avenue of possibilities for the industry.
 - ✓ 5G Spectrum
 - ✓ Electric Mobility
 - ✓ EV Adaptation
 - ✓ Renewal Energy
 - ✓ Industries Capex cycle uptick
 - ✓ Increasing power consumption
 - ✓ Automation & Robotics
 - ✓ Data center and digitalization



Real State Sectors:

- Government of India's Housing for All initiative is expected to bring US\$ 1.3 trillion investment in the housing sector by 2025.
- Real estate sector in India is expected to reach US\$1 trillion by 2030. By 2025, it will contribute 13% to the country's GDP.
- Private market investor, Blackstone, which has significantly invested in the Indian real estate sector (worth Rs. 3.8 lakh crore (US\$ 50 billion), is seeking to invest an additional Rs. 1.7 lakh crore (US\$ 22 billion) by 2030
- Indian real estate sector has witnessed high growth in the recent times with rise in demand for office as well as residential spaces. An additional 25 million units of affordable housing are required by 2030 to meet the growth in the country's urban population.
- Demand for Residential space expected to grow Sharply-
 - ✓ Rapid urbanisation
 - ✓ Growth in population
 - ✓ Rise in the number of nuclear families
 - ✓ Easy availability of finance
 - ✓ Growth in Tourism
 - ✓ Government policies
- Niche sectors expected to provide growth opportunities-
 - ✓ Flex Space Segment
 - ✓ Healthcare, Hotels
 - ✓ Senior citizen housing
 - ✓ Smaller office spaces
 - ✓ Service apartments

Infrastructure Sectors:

- India has to enhance its infrastructure to reach its 2025 economic growth target of US\$ 5 trillion
- As per union Budget 2024-25, The government has allocated Rs. 11.11 Lakh crore (US\$ 133.02 billion) for capital expenditure, which is 3.4% of the country's GDP.
- The government announced Rs. 305,984 crore (US\$ 42billion) over the next five years for a revamped, reforms-based and result-linked new power distribution sectors scheme.
- AAI plans to develop over 50 airports in tier II and tier III cities in the next 5 years.
- The finance minister mentioned the UDAAN Scheme which is expanding air connectivity to Tier-2 and Tier-3 cities through 517 new routes. The number of airports has doubled to 149 under the scheme
- The government announced 5,000 km of Metro rail network by 2047 in 100 cities.
- India's ambitious plan calls for spending US\$ 1.723 trillion on infrastructure between FY24 and FY30, with a particular emphasis on power, roads, and developing industries like renewable energy and electric vehicle.
- Expenditure Allocation in Budget for FY 2024-25.
 - ✓ Rs. 2,55,000 crore (US\$ 30.72 billion) for Railways.
 - ✓ Rs. 1,11,877 crore (US\$ 13.5 billion) for Telecom.
 - ✓ Rs. 2,76,000 crore (US\$ 33.4 billion) for Roads and Highways Infrastructure.
 - ✓ Rs. 77,524 crore (US\$ 9.3 billion) for Housing and Urban Affairs.



Manufacturing, Engineering and Capital Goods Sectors:

- Capacity creation in sectors such as infrastructure, power, mining, oil and gas, refinery, steel, cement automotive and consumer durables is driving demand in the engineering sector.
- Increase Investment in Indian Manufacturing sector by domestic and foreign Institutional.
- India is on a path of becoming the hub for hi-tech manufacturing as global giants.
- Govt of India introduced Production Incentive Scheme (PLI) for Large Scale manufacturing.
- The manufacturing sector of India has the potential to reach US\$ 1 trillion by 2025
- In June 2024, the Manufacturing Purchasing Managers' Index (PMI) in India stood at 60.7.
- India is the third most sought-after manufacturing destination in the world and has the potential to export goods worth US\$ 1 trillion by 2030.
- Growth Drivers
 - ✓ Supportive Government policies leading to higher investments
 - ✓ Increase in infrastructure spending
 - ✓ Capacity addition for power generation
 - ✓ Increasing FDI inflows
 - ✓ Easy credit facilities for manufacturing companies
 - ✓ Increase in Exports
 - ✓ Increase in Consumption



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Strengthening Brand Recognition



Partner



2013-2015



2009-2012



Wires & Cables Specialist



Jode Dilon Ke Taar



2016-2017



2019-2020



Har Tension Sahe Chalti Rahe



IPL Sponsorship from FY 17 to FY 24



...Strengthening Brand Recognition

Highlights of Sports Sponsorship Activities

Title Sponsorship of Real Kabaddi League



On ground Activations

Tamil Thalaivas- Pro Kabaddi League



Jersey Sponsorships

Patna Pirates- Pro Kabaddi League



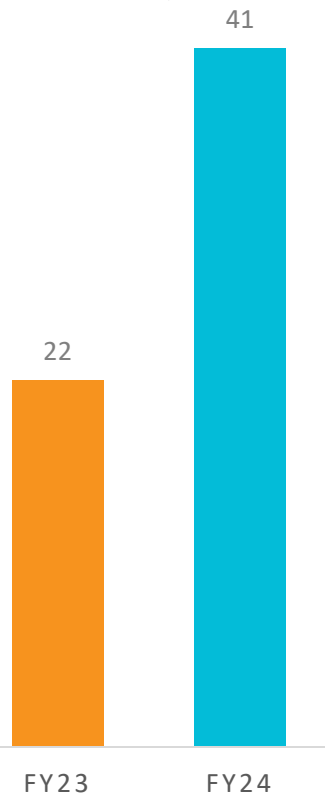
Jersey Sponsorship

Highlights of IPL Sponsorship Activities



..and Strengthening it further using multi pronged approach

Advertisement & Publicity expenses
(₹ in Crore)



- Association with Rajasthan royals in past and amplification Via digital presence.
- Meeting with Channel Partners.
- New IT App for connecting Dealers, Distributors, Retailers and Electricians.
- TV Advertisement
- Extensive Retail Branding around major festivals.
- Inside Metro Station Branding with DMRC.
- Extensive participation in events & exhibitions (Domestic & International).
- Inside Train Branding i.e. Vande Bharat Express, Mumbai Local Trains .
- Marked presence through outdoor campaigns.

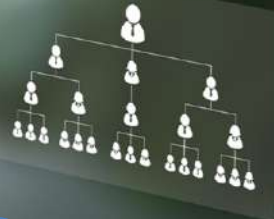
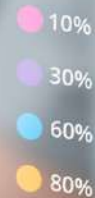




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Key Financials



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Summary Financials (Standalone)

Summary of Financials

₹ in Crore

Particulars	FY 19	FY 20	FY 21	FY 22*	FY23	FY24
Net Sales	4,227	4,884	4,181	5,727	6,908	8,104
EBITDA	449	513	476	604	734	887
PBT	279	327	360	508	642	781
PAT	182	255	270	376	477	581
Net Fixed Assets	520	565	544	547	582	891
Net Worth	779	1,507	1,774	2,135	2,589	3,148
Total Debt(Inc. Buyers Credit and Bill Discounting)	600	367	305	331	135	134
ROCE (%)	29	28	21	24	26	27
ROE (%)	26	22	16	19	20	20

* The Company has changed its accounting policy for valuation of Raw Materials, Finished Goods, Project Materials and Work in Process from First In First Out (FIFO) to moving weighted average cost method w.e.f. 1st April, 2021. In accordance with Ind AS 8, Accounting Policies, Changes in Accounting Estimates and Errors, this change in method of accounting for inventories has been retrospectively applied to all prior periods presented herein.

Previous year / periods figures have been regrouped / reclassified, wherever necessary.

Summary Financials (Standalone)

Quarterly Summary of Profit & Loss

₹ in Crore

Particulars	FY 23-Q1	FY 23-Q2	FY 23-Q3	FY 23-Q4	FY 24-Q1	FY 24-Q2	FY 24-Q3	FY 24-Q4	FY 25-Q1
Net Revenue	1564	1607	1784	1953	1781	1945	2059	2319	2060
PBDIT	163	166	196	209	187	211	229	260	232
PBT	140	144	174	184	163	188	202	228	203
PAT	104	107	129	138	121	140	151	169	150
EPS (₹)	11.52	11.86	14.26	15.31	13.46	15.54	16.70	18.70	16.65

* Previous year / periods figures have been regrouped / reclassified, wherever necessary.

Summary Financials (Product and Segment wise)

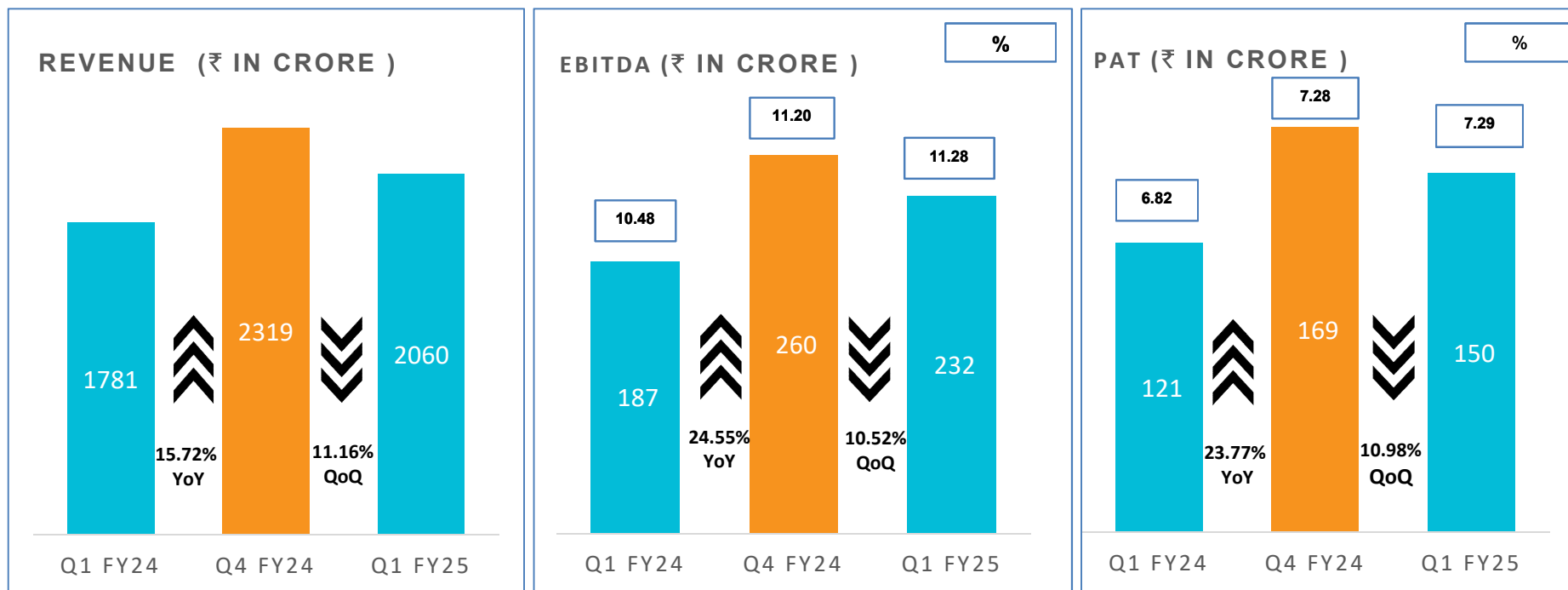
₹ in Crore

Particulars	FY23	FY24	FY24-Q1	FY24-Q2	FY24-Q3	FY24-Q4	FY25-Q1
Domestic	3,064	3,297	642	785	844	1,026	754
Dealer	3,166	3,770	842	923	949	1,056	1,085
Export	693	1,097	307	249	284	257	233
Net of Ind AS & other	-15	-60	-10	-12	-18	-20	-12
Total	6,908	8,104	1,781	1,945	2,059	2,319	2,060
LT Cable	2,841	3,043	714	724	764	841	840
HT Cable	1,208	1,335	305	271	364	395	319
EHV	366	659	51	192	186	230	81
HW,WW	1,855	2,347	552	599	571	625	648
SS Wire	248	218	58	58	46	56	53
EPC other Than Cable	405	562	111	113	146	192	131
Net of Ind AS & other	-15	-60	-10	-12	-18	-20	-12
Total	6,908	8,104	1781	1945	2059	2,319	2,060

* Previous year / periods figures have been regrouped / reclassified, wherever necessary.



Financial Performance Q-1 FY 25 Highlights



- Revenue improved by 15.72% YoY in this quarter.
- EBITDA margin in this quarter has improved to 11.28% as against 10.48% YoY.
- PAT margin in this quarter has improved to 7.29% as against 6.82% YoY.

Balance Sheet (Standalone)

₹ in Crore

ASSETS	Q-1 FY 25*	FY 24	FY 23	EQUITY AND LIABILITIES	Q-1 FY 25*	FY 23	FY 23
Non-Current Assets				Equity			
Fixed Assets	948.25	891.23	581.88	Equity Share Capital	18.05	18.05	18.04
Other Non Current Assets	154.65	67.77	26.94	Other Equity	3,282.74	3,130.21	2,570.97
Total Non Current Assets	1,102.90	959.00	608.82	Total Equity	3,300.79	3,148.26	2,589.01
				Non-Current Liabilities			
				Borrowings	50.49	-	-
				Other Non Current Liabilities	87.64	76.85	63.61
				Total Non Current Liabilities	138.13	76.85	63.61
Current Assets				Current Liabilities			
Inventories	1,513.33	1,342.75	1,102.29	Short Term Borrowings	114.56	134.23	135.26
Trade Receivables	1,424.03	1,517.87	1,387.79	Trade Payables	1,006.60	1,007.94	748.12
Cash and Bank Balances	599.04	700.37	537.16	Others - Current Liabilities	263.89	289.17	234.14
Other Current Assets	184.67	136.46	134.08	Total Current Liabilities	1,385.05	1,431.34	1,117.52
Total Current Assets	3,721.07	3,697.45	3,161.32	Total Equity and Liabilities	4,823.97	4,656.45	3,770.14
Total Assets	4,823.97	4,656.45	3,770.14				

*Q-1 FY 25- Unaudited



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Shareholding Pattern



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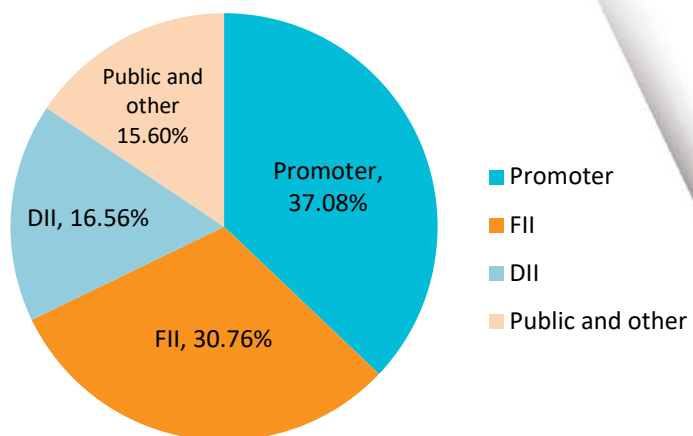
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37



Shareholding

Shareholding Pattern (as of 30th June, 2024)



Key Institutional Investors (as of 30th June, 2024)

Name of Shareholder	% Holding
Small cap World Fund, INC	3.14%
HSBC Multi Asset Allocation Fund	2.69%
Canara Robecco Mutual Fund A/C Canara Robecco Multi Cap Fund	2.26%
Franklin Build India Fund	1.38%
HDFC Mutual Fund – HDFC Nifty Mid Cap 150 Index Fund	1.27%
Government Pension Fund Global	1.07%
Goldman Sachs Fund Goldman Sachs India	1.03%
Axis India Manufacturing Fund	1.01%
Others	33.47%



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39



Our Social Responsibility – Partnering for Community Resilience



Swasthya Utsav focused on these three aspects

- Daily Safety
- Good Touch Bad Touch
- Physical Fitness & Self-Empowerment

• This year, we integrated all the elements from our past activities of the Jyoti Series and added new ones to give our activity a 360-degree approach.
 • The target group was directly reached through the Swasthya Utsav events organized by KEI Wires and Cables for electricians and their families, held in multiple locations across India. Along with offering free health check-ups and consultations by experienced doctors, KEI facilitated the creation of ABHA Cards for the electricians and their families, integrating them into the healthcare ecosystem.



...Our Social Responsibility - Partnering for Community Resilience



Swasthya Utsav - A Skill Development Program to nurture the head, heart and skills of the Kids of Electricians.

Amount spent on CSR

₹ in Crore

Particulars	FY 22	FY23	FY24
Promoting education	1.77	5.61	3.06
Promoting Healthcare Including Preventive Healthcare, Covid Management	2.68	1.62	3.66
Eradicating hunger, poverty and malnutrition	1.60	0.12	2.50
Disaster Management	0.07	-	-
Training to promote rural sports, nationally recognized sports, Paralympic sports and Olympic sports	0.03	0.03	-
Ensuring animal welfare	0.37	0.66	0.33
Ensuring Environmental sustainability	-	0.02	0.11
Empowering Women	-	-	0.10
Protection of cultural heritage	-	-	0.20
Rural Development	-	-	0.13
Total CSR	6.52	8.06	10.09





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ESG



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Capacity Building

- Multiple awareness sessions conducted covering factory personnel, HO Staff and suppliers

Materiality Assessment

- 20 relevant ESG topics identified
- Survey floated across all internal & external stakeholders
- 8 high priority material issues identified.

Supplier Due Diligence

- Supplier Selection Criteria & Scoring
- Assessment bifurcated into Mandatory & Best Practices

Satisfaction Surveys

- Rating-based questionnaire developed
- Shareholder feedback across 7 section and received an average rating of "Excellent".

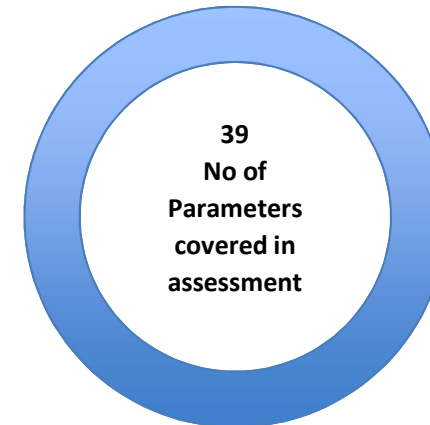
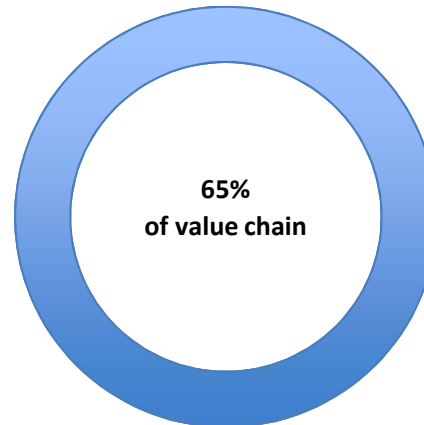
Digitization of ESG Reporting

- Will assist in centralizing data inventory across E,S and G parameters
- Enable real time monitoring
- Enhance transparency and traceability of data



8 High priority material issues covered in ESG

1. GHG Emissions & climate change
2. Product Stewardship
3. Natural Resource Management
4. Supply Chain Sustainability
5. Human Capital Development
6. Occupational Health & Safety
7. Governance and ethical business conduct
8. Transparency , Opportunity, accountability and reporting



Committed to provide environmentally safe and socially responsible workplace

Environmental Stewardship Initiatives

- ✓ Renewable Energy Utilisation to lower carbon footprint and reduce GHG emissions
- ✓ Ensuring environmental preservation by adhering to all compliances
- ✓ Implementing zero discharge facilities and rainwater harvesting across all units.
- ✓ Air Quality Improvement by utilising natural gas for operations and conducting tree plantation drives around facilities to enhance air quality.

Social Commitment

- ✓ Health and safety prioritised for both employees and product users.
- ✓ Ensuring ESG compliance throughout the value chain.
- ✓ ESG-focused training programme for employees.

Governance Practices

- ✓ Manufacturing facilities certified with IS 14001:2015, ISO 45001:2018.
- ✓ Top management actively reviews significant ESG aspects



ESG- Performance Key Highlights

Environment

- ✓ 10.5% reduction in Scope 1 & 2 emission intensity*
- ✓ 2.4% energy intensity* reduction
- ✓ 5 % improvement in renewable energy sourcing
- ✓ Zero waste sent to Landfill
- ✓ 7.5% waste intensity reduction

Social

- ✓ Shareholder satisfaction survey rolled out for 1,25,336 shareholders
- ✓ Shareholders rated “Excellent” on Shareholder satisfaction survey
- ✓ Maintained Zero fatalities
- ✓ Supplier Assessment conducted for 20 Suppliers
- ✓ Supplier code of conduct strengthened
- ✓ Zero pending customer grievances

Governance

- ✓ Materiality Assessment conducted
- ✓ Policies are aligned with NGRBC principles
- ✓ No cases of data breaches
- ✓ Strong oversight on ESG performance at board level

* Intensity at per Million Rupee of turnover.



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*Thank
You*



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