



KEI

Wires & Cables



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SINCE 1968**

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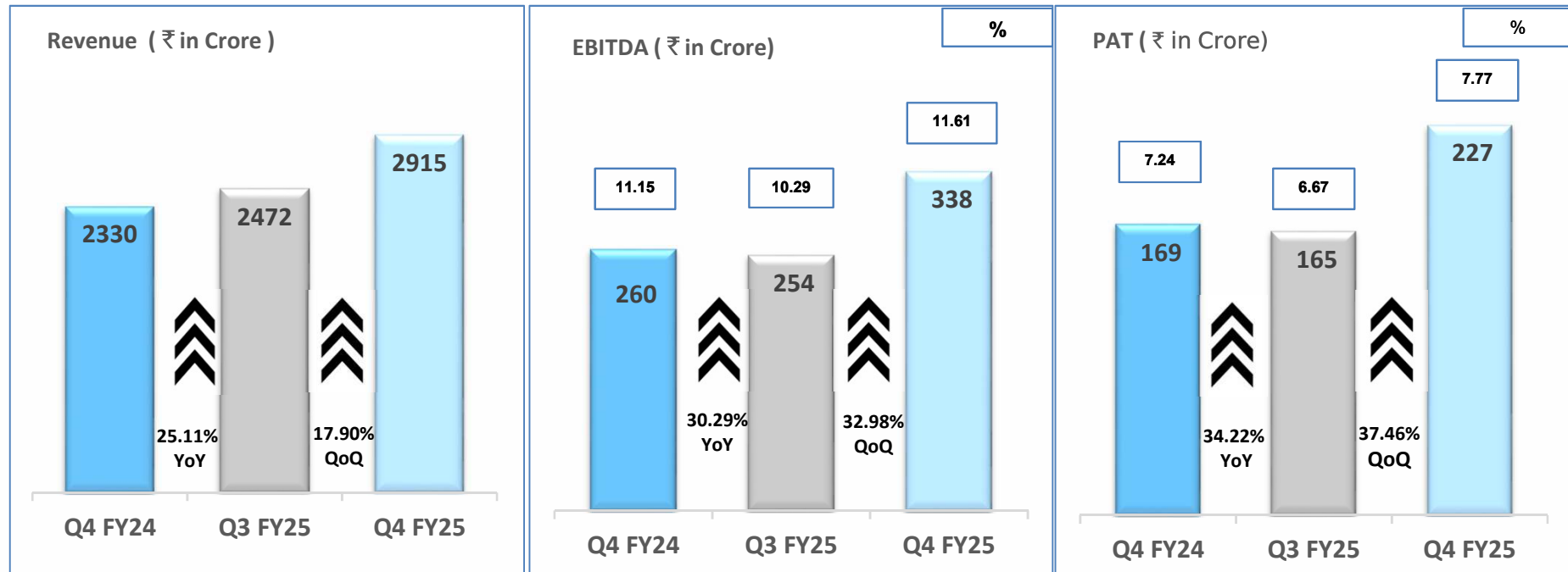
KEI Industries Limited

Q-4 FY 2025

Earnings Presentation

May 06, 2025

Financial Performance Q-4 FY 25 Highlights

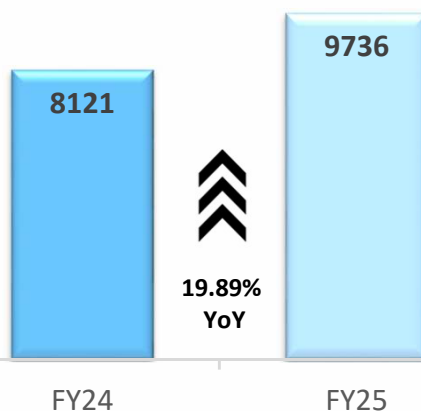


- Revenue improved by 25.11% YoY in this quarter.
- EBITDA margin in this quarter is 11.61% as against 11.15% YoY.
- PAT margin in this quarter is 7.77% as against 7.24% YoY.

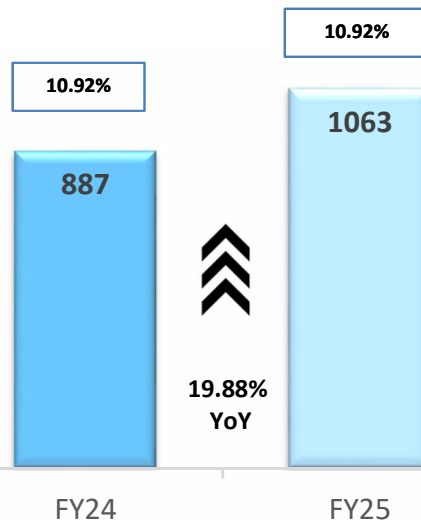
Financial Performance FY 25 Highlights



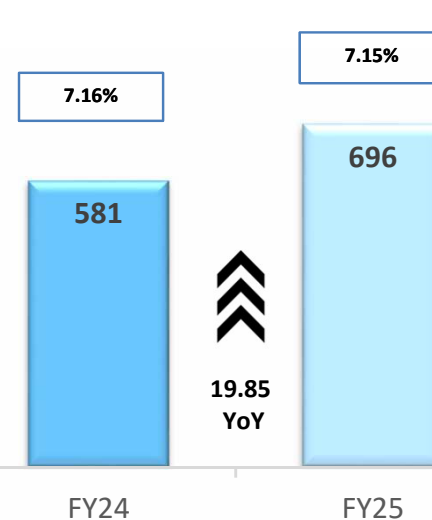
Revenue (₹ in Crore)



EBITDA (₹ in Crore)



PAT (₹ in Crore)



- Revenue improved by 19.89% YoY in FY 25
- EBITDA margin in FY 25 is 10.92% as against 10.92% YoY.
- PAT margin in FY 25 is 7.15% as against 7.16% YoY.

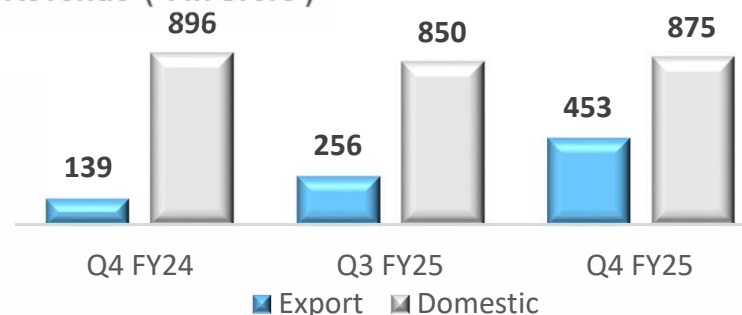
Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 760 Crore in 4th quarter as against PY ₹ 676 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 115 crore in 4th quarter as against PY ₹ 220 Crore.
- Total Institutional Cable Sale including export contributed 45.57% in Q-4 FY 25 against 44.42% in Q-4 FY 24.
- Total Institutional sale including export increased by approx. 28.36% YoY in Q-4 FY 25.
- Domestic Institutional Wire and cable sale is ₹ 2758 Crore in FY25 as against PY ₹ 2236 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 308 crore in FY 25 as against PY ₹ 622 Crore.
- Total Institutional Cable Sale including export contributed 42.33% in FY 25 against 44.50% in FY 24.
- Total Institutional sale including export increased by approx. 14.06% in FY25 .

Q-4 FY 25

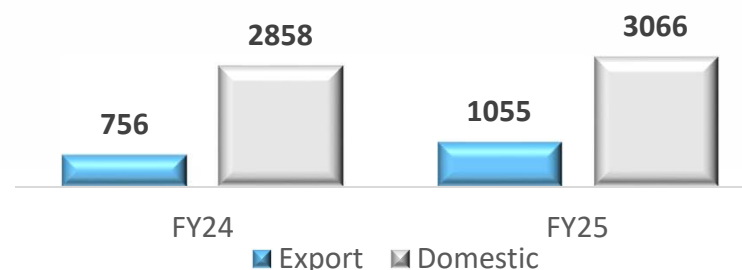
Revenue (₹ in Crore)



Particulars	Q-4FY 24	Q-3 FY 25	Q-4 FY 25
Total Institutional Sale including export	1035	1106	1328

FY 25

Revenue (₹ in Crore)



Particulars	FY 24	FY 25
Total Institutional Sale including export	3614	4121

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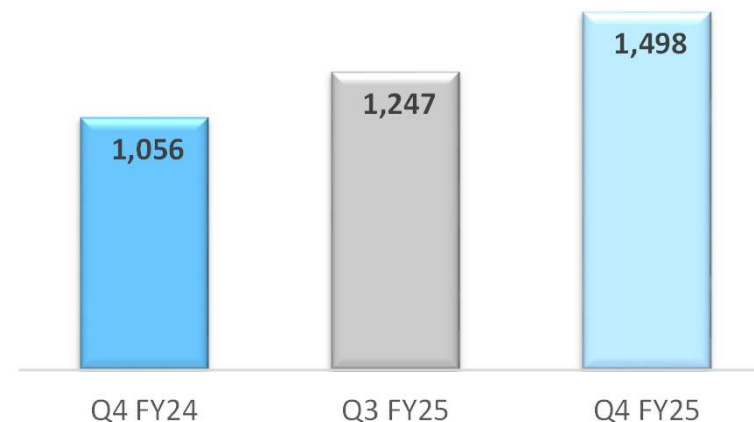
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 41.84% YoY in Q-4 FY 25.
- Sales through Dealer/ Distribution contributed approx. 51.38% of overall sale in Q-4 FY 25 and 52.26% of overall sale in FY25.
- The total active working dealer of the company as on 31.03.2025 was approx. 2082 Nos.
- Sales through Dealer/ Distribution market increased by approx. 34.94% YoY in FY25.

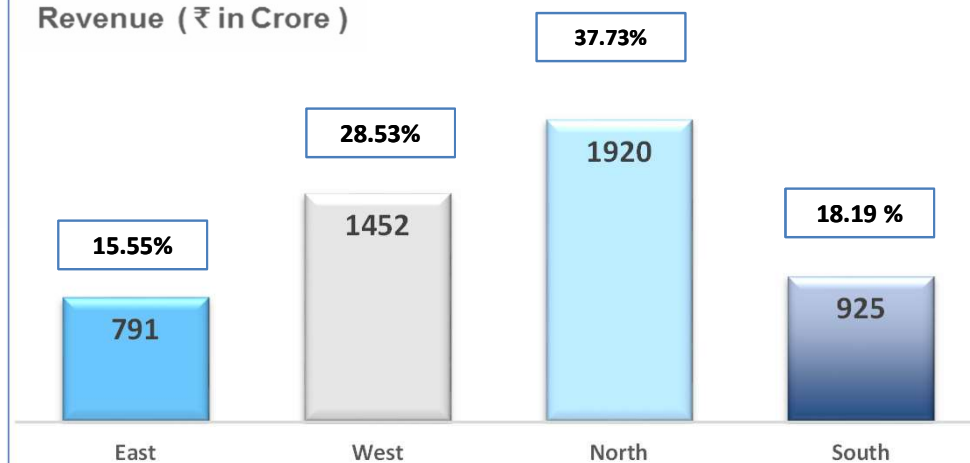
Q-4 FY 25

Revenue (₹ in Crore)



REVENUE BREAK UP OF FY25 (ZONE WISE)

Revenue (₹ in Crore)



FY 25

Revenue (₹ in Crore)



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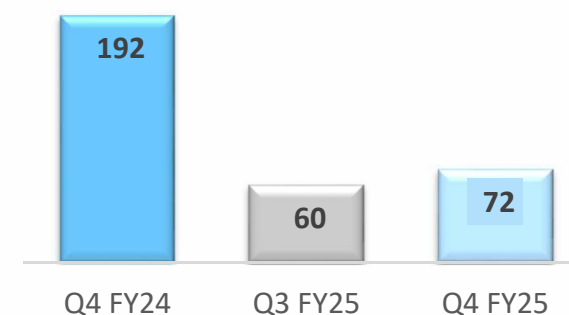
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by approx. 62.65% YoY in Q-4 FY 25.
- During the FY25 EPC contribution is 3.52%.
- Export Sale of EPC is ₹ 16 Crore in Q-4 FY 25 and ₹ 105 crore in FY25.
- SS Wire sale decreased by approx. 19.68% YoY in Q-4 FY 25 and approx. 2.86% in FY25 .
- Export Sale of SS Wire is ₹ 23 Crore in Q-4 FY 25 and ₹ 104 crore in FY25.

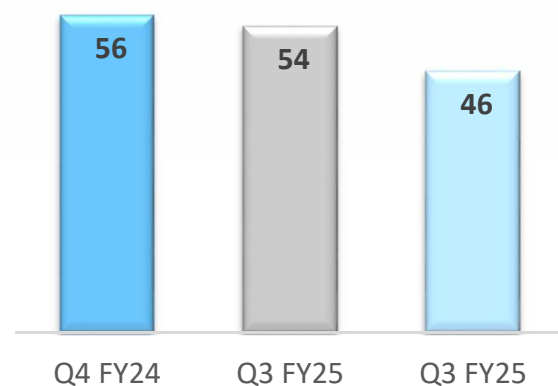
Q-4 FY 25 (EPC*)

Revenue (₹ in Crore)



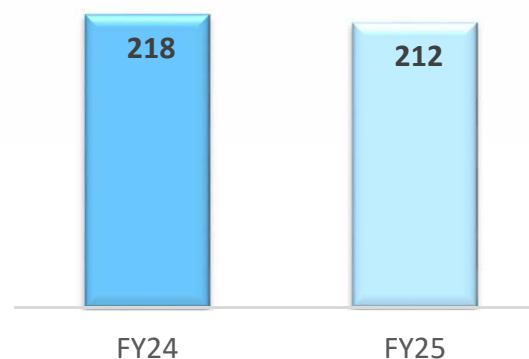
Q-4 FY 25 (SS wire)

Revenue (₹ in Crore)



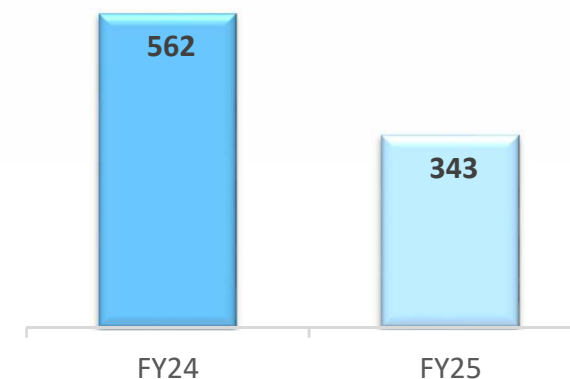
FY 25 (SS wire)

Revenue (₹ in Crore)



FY 25 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

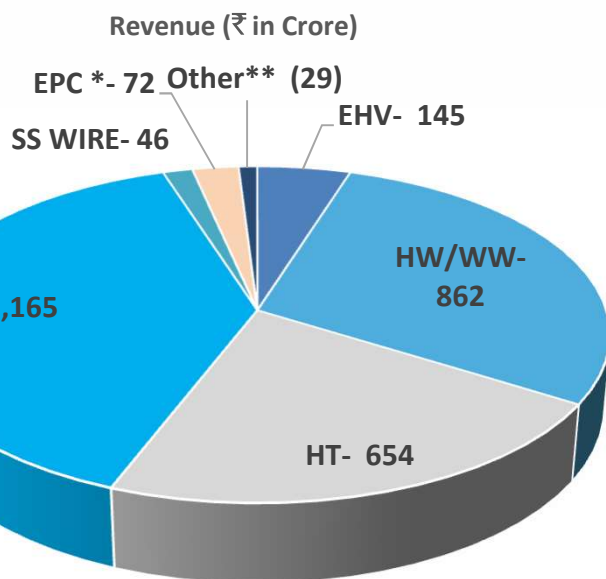
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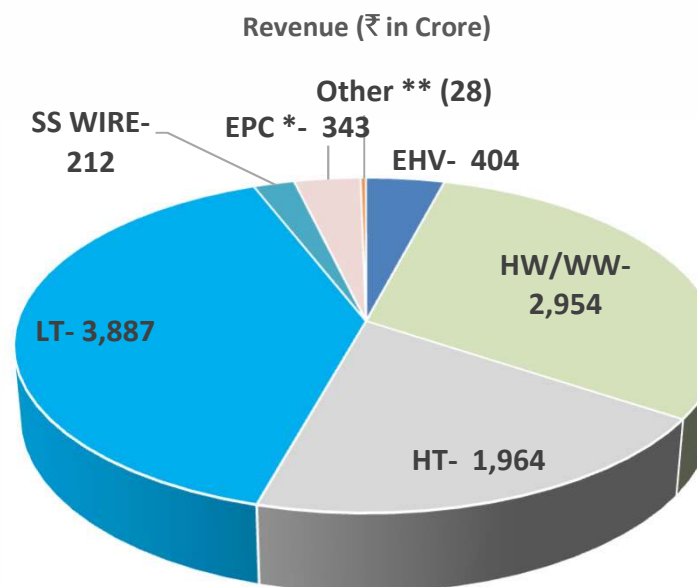
Breakup of Product and Revenue



Q4 FY 25



FY 25



*EPC (Other than cable) ** other sale (Trading & Scrap) net of Ind AS

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,839 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q4 FY25 was ₹ 13.89 Crore as compared to last year same period of ₹ 16.52 Crore (Financial charges in terms of percentage has decreased to 0.48% from 0.71% of Net sales).

In the FY 25, it was ₹ 55.65 Crore as compared to last year same period of ₹ 43.91 Crore. (Financial charges in terms of percentage has increased to 0.57% from 0.54% of Net sales).

DEBT : Debt (including CF and acceptance) as on 31.03.2025:-

₹ in Crore

Particulars	31.03.23	31.03.24	31.03.25
Debt (TL+WC)	-	37	51
Channel Finance/Discounting	135	97	127
Gross Debt	135	134	178
Cash & Bank Balances*	537	700	1915
Net Debt	(402)	(566)	(1737)
Acceptances	219	506	246
Total Debt / (Cash)	(183)	(60)	(1491)

*Including unutilized QIP Proceeds Rs 1385.06 Crore (including Interest Income Rs 6.09 Crore (net of TDS) earned on maturity of FDR)

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	FY 25	FY 24	EQUITY AND LIABILITIES	FY 25	FY 24
Non-Current Assets			Equity		
Fixed Assets	1,378.56	891.23	Equity Share Capital	19.11	18.05
Other Non Current Assets	221.45	67.51	Other Equity	5,766.64	3,130.21
Total Non Current Assets	1,600.01	958.74	Total Equity	5,785.75	3,148.26
			Non-Current Liabilities		
			Borrowings	-	-
			Other Non Current Liabilities	100.84	76.85
			Total Non Current Liabilities	100.84	76.85
Current Assets			Current Liabilities		
Inventories	1,730.33	1,342.75	Short Term Borrowings	178.32	134.23
Trade Receivables	1,797.25	1,517.87	Trade Payables	779.15	1,007.94
Cash and Bank Balances	1,915.29	700.63	Others - Current Liabilities	390.54	289.17
Other Current Assets	191.72	136.46	Total Current Liabilities	1,348.01	1,431.34
Total Current Assets	5,634.59	3,697.71	Total Equity and Liabilities	7,234.60	4,656.45
Total Assets	7,234.60	4,656.45			

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Consolidated Financial Highlights



- During the Q4 FY 25 Net Sales from Continuing operations was ₹ 2914.79 Crore, against same quarter in previous year of ₹ 2329.86 Crore.
- EBIDTA from Continuing operations during this Quarter was ₹ 338.38 Crore against same quarter in the previous year of ₹ 259.52 Crore.
- Further, PAT from Continuing Operations during this Quarter was ₹ 226.55 Crore against same quarter in the previous year of ₹ 168.59 Crore. PAT/Net Sale was 7.77% during the quarter as against 7.24% during last year same period.
- During FY 25, Net Sales from Continuing Operations was ₹ 9735.88 Crore, against same period in previous year of ₹ 8120.73 Crore.
- EBIDTA from Continuing Operations during FY 25 was ₹ 1062.76 Crore against same period in the previous year of ₹ 886.35 Crore.
- Further, PAT from Continuing Operations during FY 25, was ₹ 696.41 Crore against same period in the previous year of ₹ 580.85 Crore. PAT/Net Sale was 7.15% as against 7.15% during last year same period.

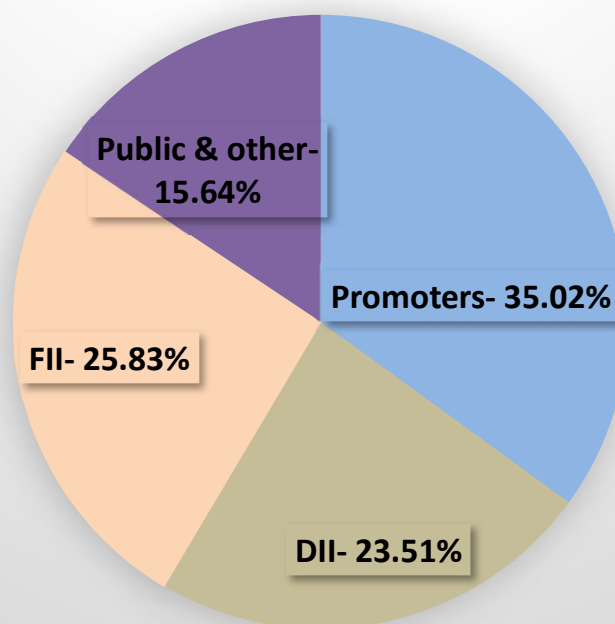
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Shareholding Related Information



Shareholding Pattern as on 31.03.2025



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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