



KEI

Wires & Cables



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SINCE 1968**

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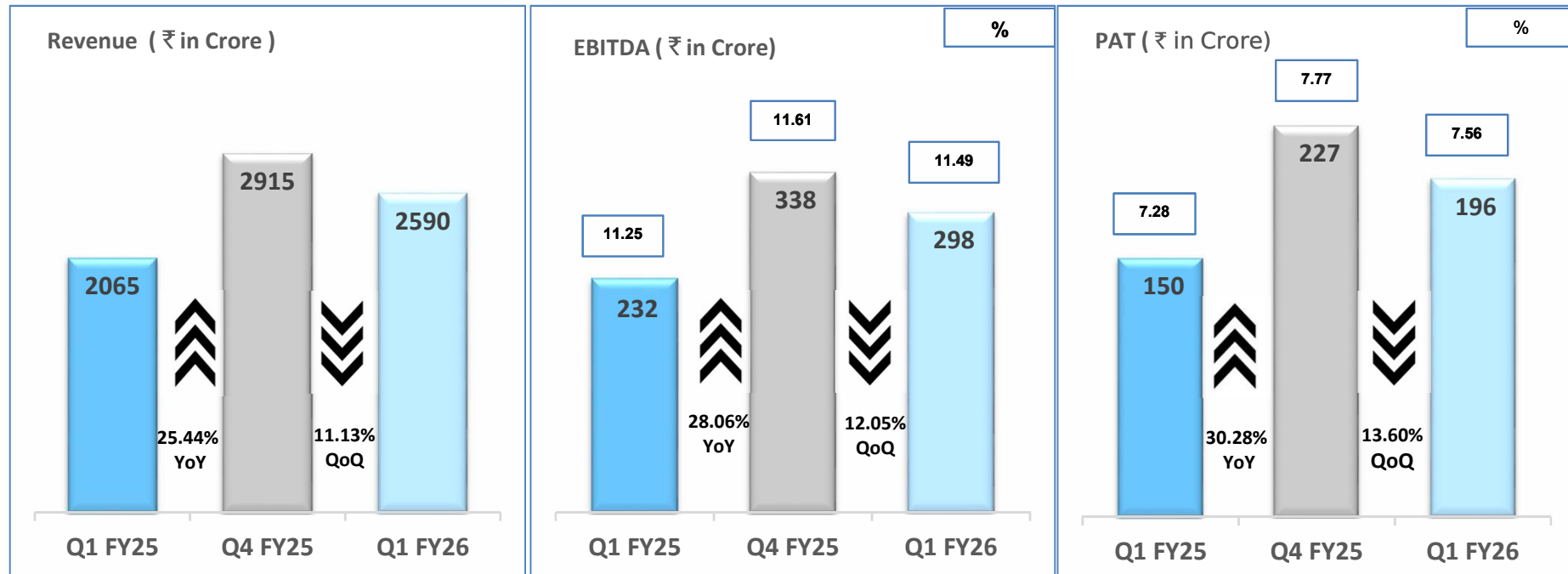
KEI Industries Limited

Q-1 FY 2026

Earnings Presentation

July 22, 2025

Financial Performance Q-1 FY 26 Highlights

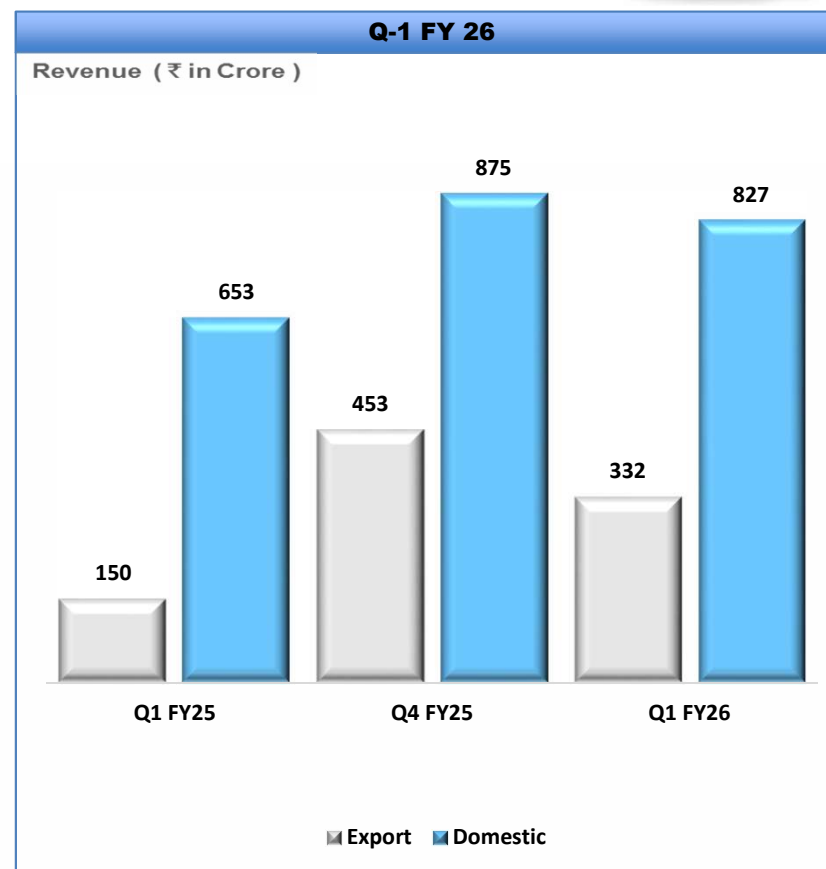


- Revenue improved by 25.44% YoY in this quarter.
- EBITDA margin in this quarter has improved to 11.49% as against 11.25% YoY.
- PAT margin in this quarter has improved to 7.56% as against 7.28% YoY.

Cable and Wires – Institutional



- Domestic Institutional Cable and Wire sale is ₹ 711 Crore in 1st quarter as against PY ₹ 574 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 116 crore in 1st quarter as against PY ₹ 79 Crore.
- Total Institutional Cable and Wire Sale including export contributed 44.77% in Q-1 FY 26 against 38.89% in Q-1 FY 25.
- Total Domestic Institutional Cable and Wire Sale increased by 26.62% YoY in Q-1 FY 26
- Total Export Institutional Cable and Wire Sale increased by 122.09% YoY in Q-1 FY 26
- Total Institutional Cable and Wire Sale including export increased by 44.43% YoY in Q-1 FY 26.



Particulars	Q-1 FY 25	Q-4 FY 25	Q-1 FY 26
Total Institutional Sale including export	803	1328	1159

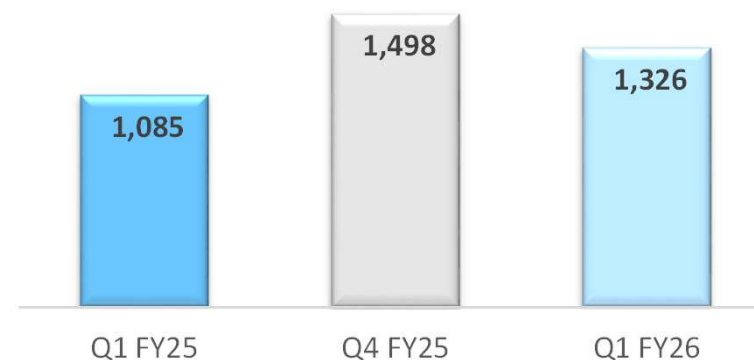
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by 22.21% YoY in Q-1 FY 26.
- Sales through Dealer/ Distribution contributed 51.18% of overall sale in Q-1 FY 26 as against 52.53% in Q-1 FY 25
- The total active working dealer of the company as on 30.06.2025 was 2094 Nos.

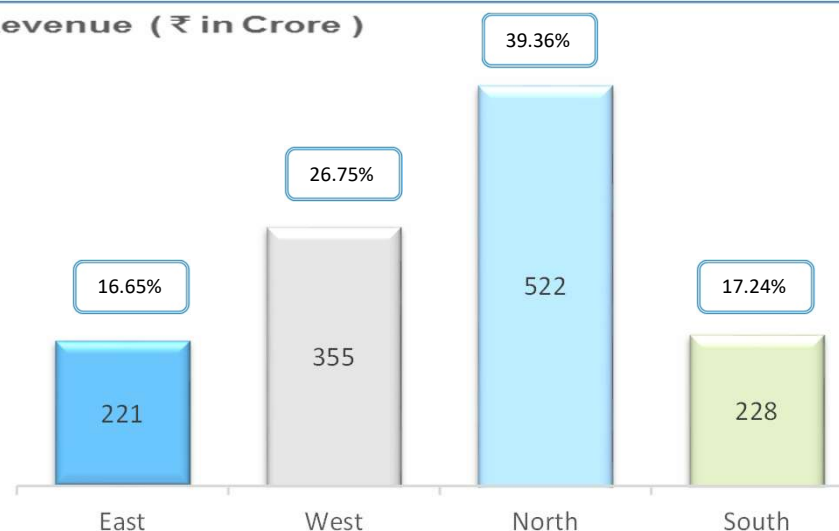
Q-1 FY 26

Revenue (₹ in Crore)



REVENUE BREAK UP OF Q-1 FY26 (ZONE WISE)

Revenue (₹ in Crore)



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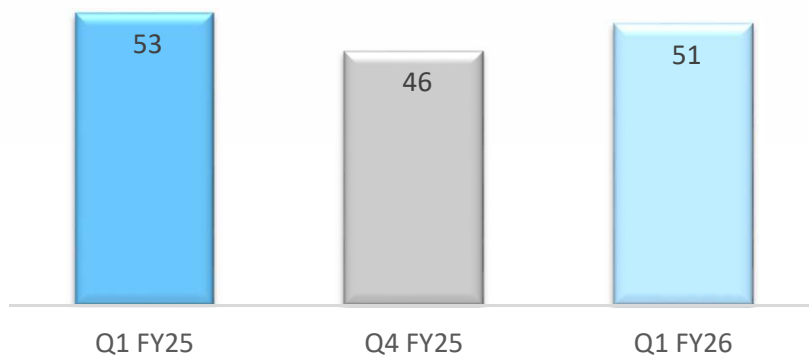
EPC Projects and SS Wire



- During the Q-1 FY26 EPC Sale (apart from Cable) contribution is 2.36%.
- Export Sale of EPC (apart from Cable) is ₹ 14 Crore in this quarter against PY ₹ 58 crore.
- During the Q-1 FY26 SS wire sale contribution is 1.97%.
- Export Sale of SS Wire is ₹ 27 Crore in this quarter against PY ₹ 25 crore.

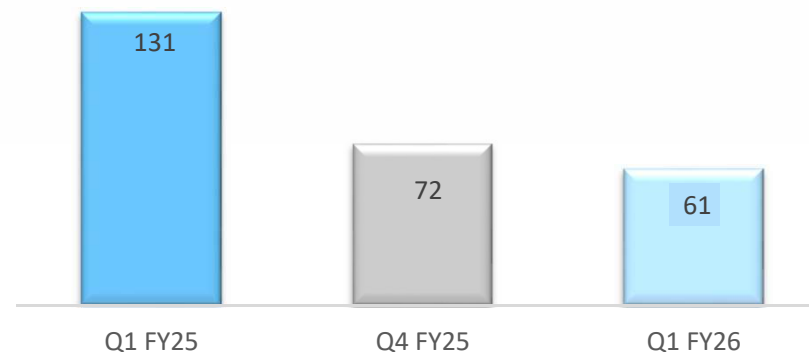
Q-1 FY 26 (SS wire)

Revenue (₹ in Crore)



Q-1 FY 26 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

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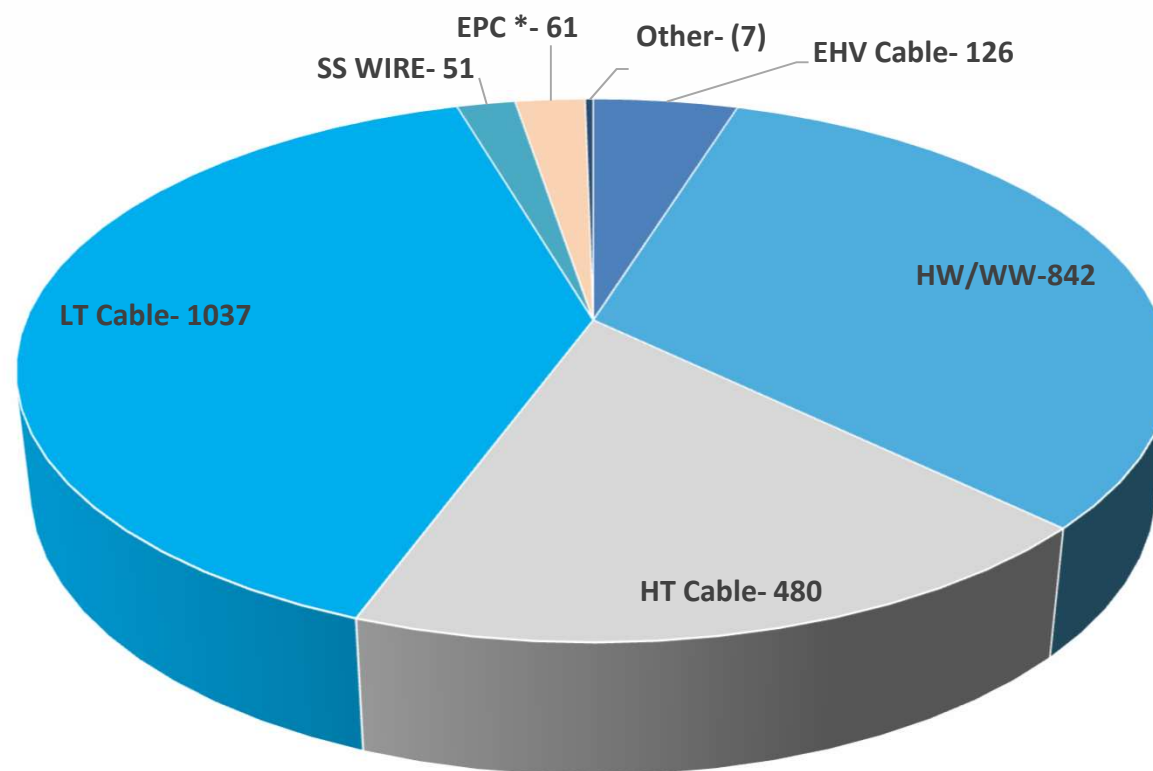
Breakup of Product and Revenue



Q1 FY 26

Revenue (₹ in Crore)

Product	Revenue
EHV Cable	126
HW/WW	842
HT Cable	480
LT Cable	1037
SS Wire	51
EPC*	61
Other	-7
Total	2,590



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,921 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q1 FY26 was ₹ 14.50 Crore as compared to last year same period of ₹ 14.16 Crore (Financial charges in terms of percentage has decreased to 0.56% from 0.69% of Net sales).

DEBT : Debt (including CF and acceptance) as on 30.06.2025:-

₹ in Crore

Particulars	31.03.24	31.03.25	30.06.25
Debt (TL+WC)	37	51	67
Channel Finance	97	127	136
Gross Debt	134	178	203
Cash & Bank Balances	700	1915	1699*
Net Debt	(566)	(1737)	(1496)
Acceptances	506	246	448
Total Debt / (Cash)	(60)	(1491)	(1048)

*Including unutilized QIP Proceeds Rs 1,105.92 Crore (including Interest Income Rs 19.83 Crore (net of TDS) earned on maturity of FDR)

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	Q-1 FY 26*	FY 25	EQUITY AND LIABILITIES	Q-1 FY 26*	FY 25
Non-Current Assets			Equity		
Fixed Assets	1,834.15	1,378.56	Equity Share Capital	19.11	19.11
Other Non Current Assets	211.83	221.45	Other Equity	5,963.48	5,766.64
Total Non Current Assets	2,045.98	1,600.01	Total Equity	5,982.59	5,785.75
			Non-Current Liabilities		
			Borrowings	-	-
			Other Non Current Liabilities	138.12	100.84
			Total Non Current Liabilities	138.12	100.84
Current Assets			Current Liabilities		
Inventories	1,867.06	1,730.33	Short Term Borrowings	202.67	178.32
Trade Receivables	1,711.48	1,797.25	Trade Payables	913.98	779.15
Cash and Bank Balances	1,699.49	1,915.29	Others - Current Liabilities	380.21	390.54
Other Current Assets	293.56	191.72	Total Current Liabilities	1,496.86	1,348.01
Total Current Assets	5,571.59	5,634.59	Total Equity and Liabilities	7,617.57	7,234.60
Total Assets	7,617.57	7,234.60			

*Q-1 FY 26 - UNAUDITED

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Consolidated Financial Highlights



- During the Q1 FY 26 Net Sales was ₹ 2590.32 Crore, against same quarter in previous year of ₹ 2065.02 Crore.
- During the Q1 FY 26 EBIDTA was ₹ 297.63 Crore against same quarter in the previous year of ₹ 232.41 Crore.
- Further, PAT during this Quarter was ₹ 195.75 Crore against same quarter in the previous year of ₹ 150.25 Crore. PAT/Net Sale was 7.56% during the quarter as against 7.28% during last year same period.

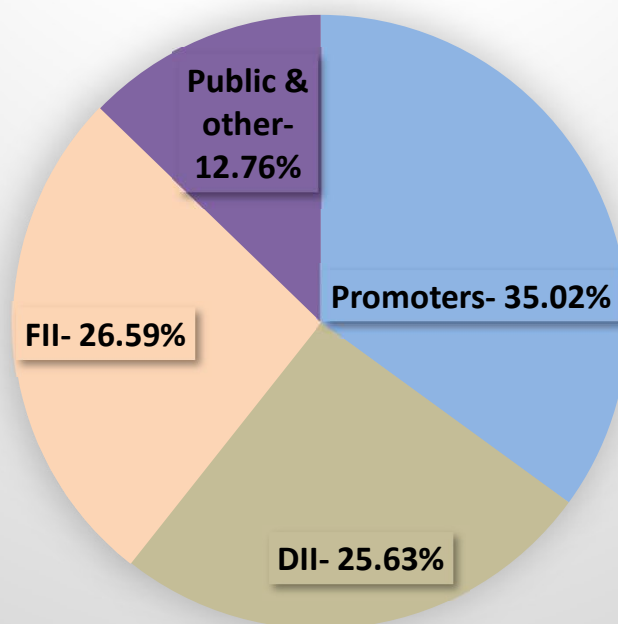
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Shareholding Related Information



Shareholding Pattern as on 30.06.2025



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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