



KEC INTERNATIONAL LTD.
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463, Dr. Annie Besant Road
Worli, Mumbai 400030, India
+91 22 66670200
kecindia@kecrpg.com
www.kecrpg.com

January 30, 2024

National Stock Exchange of India Limited

Exchange Plaza
Bandra Kurla Complex
Bandra (East), Mumbai - 400 051

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai – 400 001

Symbol: KEC

Scrip Code: 532714

Dear Sir/Madam,

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Subject: Press Release and Investor Presentation – Financial Results

Please find enclosed herewith a copy of the Press Release and Investor Presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended on December 31, 2023.

The above is for your information and records.

Thanking you,

Yours sincerely,

For KEC International Limited

Amit Kumar Gupta
Company Secretary & Compliance Officer

Encl: as above



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FINANCIAL PERFORMANCE FOR QUARTER & NINE MONTHS ENDED 31 DECEMBER 2023

KEC delivers Robust growth in Revenue and Profitability

Revenue grows by 14% in Q3 and 17% in 9M

EBITDA grows by 54% in Q3 and 51% in 9M; EBITDA Margin expands by 160 bps to 6.2% in Q3

PAT grows by ~6 times in Q3 and ~2 times in 9M

Record Order Book + L1 of over Rs. 38,000 crore

Mumbai, January 30, 2024: KEC International Ltd., a global infrastructure EPC major and an RPG Group Company, today announced its results for the third quarter (Q3 FY24) and nine months (9M FY24) ended December 31, 2023.

Consolidated Financial Performance:

<u>Q3 FY24 v/s Q3 FY23</u>	<u>9M FY24 v/s 9M FY23</u>
Revenue: Rs. 5,007 crore against Rs. 4,375 crore	Revenue: Rs. 13,749 crore against Rs. 11,757 crore
EBITDA: Rs. 308 crore against Rs. 200 crore	EBITDA: Rs. 827 crore against Rs. 546 crore
EBITDA Margin (Y-o-Y): 6.2% against 4.6%	EBITDA Margin: 6.0% against 4.6%
EBITDA Margin (Q-o-Q): 6.2% against 6.1%	
Interest as % to Revenue: 3.3% against 3.4%	Interest as % to Revenue: 3.6% against 3.2%
PBT: Rs. 121 crore against Rs. 11 crore	PBT: Rs. 233 crore against Rs. 75 crore
PBT Margin: 2.4% against 0.3%	PBT Margin: 1.7% against 0.6%
PAT: Rs. 97 crore against Rs. 18 crore	PAT: Rs. 195 crore against Rs. 104 crore
PAT Margin: 1.9% against 0.4%	PAT Margin: 1.4% against 0.9%

Standalone Financial Performance:

<u>Q3 FY24 v/s Q3 FY23</u>	<u>9M FY24 v/s 9M FY23*</u>
Revenue: Rs. 4,398 crore against Rs. 3,868 crore	Revenue: Rs. 12,082 crore against Rs. 10,452 crore
EBITDA: Rs. 211 crore against Rs. 180 crore	EBITDA: Rs. 564 crore against Rs. 644 crore
EBITDA Margin (Y-o-Y): 4.8% against 4.7%	EBITDA Margin: 4.7% against 6.2%
EBITDA Margin (Q-o-Q): 4.8% against 4.6%	
Interest as % to Revenue: 3.3% against 3.2%	Interest as % to Revenue: 3.6% against 2.9%
PBT: Rs. 56 crore against Rs. 28 crore	PBT: Rs. 71 crore against Rs. 203 crore
PBT Margin: 1.3% against 0.7%	PBT Margin: 0.6% against 1.9%
PAT: Rs. 44 crore against Rs. 15 crore	PAT: Rs. 55 crore against Rs. 151 crore
PAT Margin: 1.0% against 0.4%	PAT Margin: 0.5% against 1.4%

*PBT of 9M FY23 included an exceptional item of Rs. 76 Cr towards provision for impairment of subsidiary in SAE Brazil

Consolidated Order Intake and Order Book:

Order Intake:

YTD Order intake of ~Rs. 13,000 crore, with significant contributions from T&D and Civil businesses.

Order Book:

YTD order book + L1 position stands at a record level of over Rs. 38,000 crore (Including L1 position of over Rs. 8,000 crore).

Consolidated Net Debt and Net Working Capital:

- Net Debt including Acceptances stands at Rs. 6,045 Cr as on 31 Dec'23, a reduction of ~Rs. 300 Cr vis-à-vis 30 Sep'23; despite a sequential increase in revenue of over Rs. 500 Cr.
- Net Working Capital (NWC) stands at 129 days as on 31st Dec'23 – Reduction of 4 days vis-à-vis 30th Sep'23.

Mr. Vimal Kejriwal, MD & CEO, KEC International Ltd. commented, “We have delivered an impressive performance for the quarter, marked by robust revenue growth, a noteworthy increase in profitability and positive developments in working capital. The Transmission and Distribution (T&D) and Civil businesses have been the primary growth drivers. Our EBITDA margins continue to show an upward trajectory with an improvement every quarter with the margins increasing by a good 160 basis points, from 4.6% in Q3 FY23 to 6.2% in Q3 FY24. SAE Towers delivered a positive Profit Before Tax (PBT) for the third consecutive quarter. With a record order book & L1 position of over Rs 38,000 crore and a promising tender pipeline, we are confident of concluding the year with a healthy growth.”



[About KEC International Limited](#)

KEC International is a global infrastructure Engineering, Procurement and Construction (EPC) major. It has presence in the verticals of Power Transmission and Distribution, Railways, Civil, Urban Infrastructure, Solar, Smart Infrastructure, Oil & Gas Pipelines, and Cables. The Company is currently executing infrastructure projects in 30+ countries and has a footprint in 110+ countries (includes EPC, Supply of Towers and Cables). It is the flagship Company of the RPG Group.

[About RPG Enterprises](#)

RPG Enterprises, established in 1979, is one of India's fastest growing business groups with a turnover of US\$ 4.4 Billion. The group has diverse business interests in the areas of Infrastructure, Tyres, Pharma, IT and Specialty as well as in emerging innovation-led technology businesses.

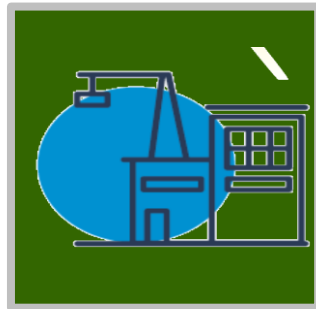
KEC International Limited

Investor Presentation – Q3 FY24

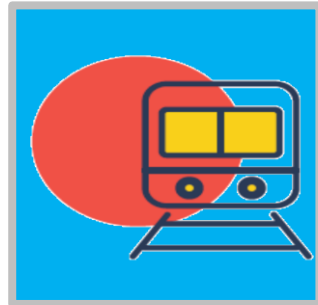
30 January 2024



Power T & D



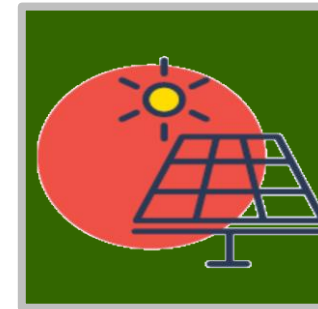
Civil



Railways



Oil & Gas Pipelines



Solar



Cables

Disclaimer

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events and involves known and unknown risks, uncertainties and other factors. The Company cannot guarantee that these assumptions and expectations are accurate or exhaustive or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. No obligation is assumed by the Company to update the forward-looking statements contained herein.

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Overview – RPG Group & KEC International

*Hon'ble Prime Minister, Narendra Modi ji recently inaugurated the new Pandit Deen Dayal Upadhyay-Bhaupur freight corridor section in Uttar Pradesh
KEC is proud to have partnered with Siemens India & DFCCIL to commission the Signalling & Telecommunication System of this prestigious project*

RPG Group: Powered by Passion, Driven by Ethics

UNLEASHTALENT
TOUCLIVES
OUTPERFORM
AND 😊

RPG Enterprises was founded in 1979. The group currently operates various businesses in Infrastructure, Technology, Life Sciences, Plantations and Tyre industries. The group has business history dating back to 1820 AD in banking, textiles, jute and tea. The Group grew in size and strength with several acquisitions in the 1980s and 1990s. RPG Group is one of India's fastest growing conglomerates with 30,000+ employees, presence in 135+ countries and annual gross revenues of USD 4.4 Bn



EPC major in infrastructure segments like T&D, Railways, Civil, Oil & Gas Pipelines, Solar & Cables



One of India's leading tyre manufacturers



Global technology consulting and IT services company



Integrated pharma company in formulations and synthetic APIs



Technology solutions company catering to energy and infrastructure



One of India's largest plantation companies producing tea, rubber, etc.

KEC International : Building Infrastructure for the World of Tomorrow

Transmission & Distribution

Railways

Civil

Urban Infra

Oil & Gas Pipelines

Solar

Cables



7+

DECADES
OF EXPERIENCE
& EXPERTISE



FOOTPRINT IN
110+
COUNTRIES



300+
ONGOING
PROJECTS



\$2.1
BILLION
GLOBAL EPC
MAJOR



8
MANUFACTURING
FACILITIES



7500+
EMPLOYEES



35+
NATIONALITIES

Diverse Portfolio of Offerings

Newly Added



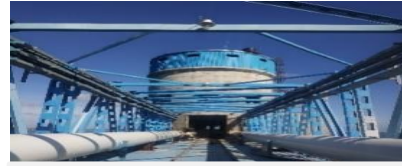
Transmission Lines



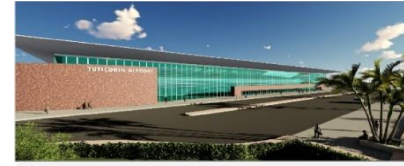
Factories



Underground Cabling



Water



Airports



Hospitals



Substations



Residential Buildings



S&T



Metros - Civil



Metros - Tech



Commercial Buildings



OHE



Track Laying



Railway Bridges



Data Centre



TCAS - Kavach



Automatic Signalling



Solar



Tunnel Ventilation



Warehouses



Defence



Speed Upgradation



Converter Stations



Cables



Depot & Workshops



Smart City



Stations & Platforms



Oil & Gas Pipelines



Logistics

Board of Directors



H. V. Goenka
Chairman, Non Executive Director



Vimal Kejriwal
Managing Director
& CEO



A. T. Vaswani
Non Executive
Independent Director



D. G. Piramal
Non Executive
Independent Director



M.S. Unnikrishnan
Non Executive
Independent Director



Nirupama Rao
Non Executive
Independent Director



R. D. Chandak
Non Executive
Independent Director



S. M. Trehan
Non Executive
Independent Director



Vikram Gandhi
Non Executive
Independent Director



Vinayak Chatterjee
Non-Executive, Non-
Independent Director

Management Team



Vimal Kejriwal
Managing Director & CEO



Rajeev Agarwal
Chief Financial Officer



Neeraj Nanda
President –
Emerging Businesses



Anand Kulkarni
Executive Director –
Business Operations



Kaushal Kodesia
Executive Director –
Railways



Manjit Singh Sethi
Executive Director –
Cables



Nagesh Veeturi
Executive Director –
Civil



Sanjeev Agarwal
Executive Director –
International T&D



Rakesh Gaur
CEO - SAE &
ED - T&D
(Africa and CIS)



Mayank Agrawal
Chief Executive –
Oil & Gas Pipelines



Rajinder Gupta
SVP & Business
Head (T&D) – India &
Sri Lanka



Milind Apte
Chief Human
Resources Officer



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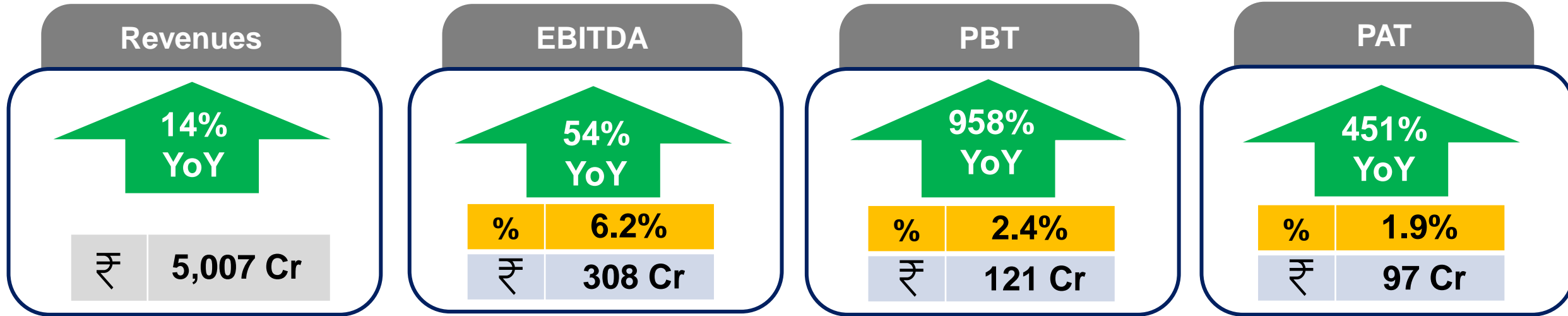
Key Performance Highlights



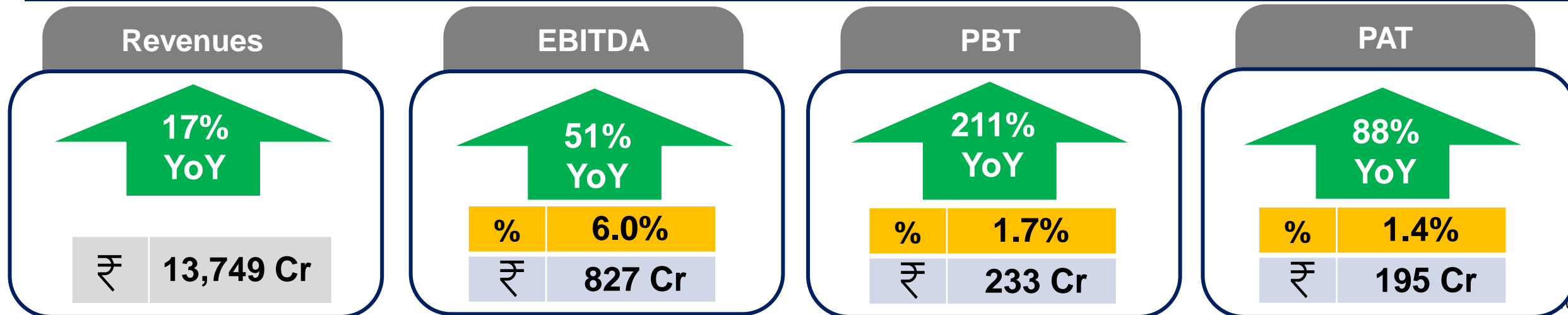
Hon'ble Chief Minister of Bihar, Shri Nitish Kumar ji recently inaugurated the 220/132/33 KV AIS Substation in Bihar
KEC is proud to have executed this prestigious project, wherein, the grid will directly feed power to end consumers in the form of 33 kV outgoings thereby benefitting lakhs of people across hundreds of villages

Financial Highlights Q3 & 9M FY24 – Growth Across Parameters

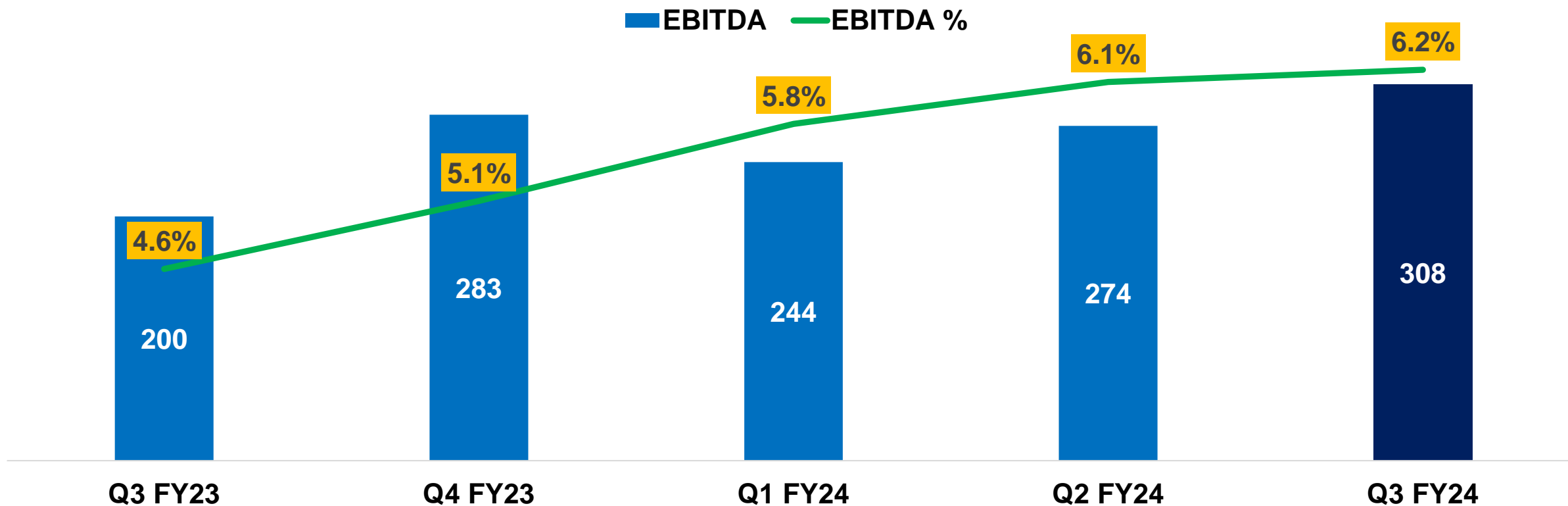
Q3 FY24 vs Q3 FY23



9M FY24 vs 9M FY23



Improving Trajectory of Margins



- EBITDA Margins continue to show an improvement over the last few quarters
- EBITDA Margins for Q3 have increased by 160 basis points from 4.6% in Q3 FY23 to 6.2% in Q3 FY24
- We expect the EBITDA Margins to continue to improve over the next quarters

Key Business Highlights – Q3 FY24



T&D

- Revenues of Rs. 2,723 Cr, growth of 22% YoY
- SAE continues to deliver turnaround performance with positive PBT
- Record order book & L1 of over Rs. 22,000 Cr
- Commenced the process of setting up Aluminium Conductor capacity with an overall capex of Rs 60 Cr



Civil

- Revenues of ~Rs. 1,100 Cr, a healthy growth of 30% YoY
- YTD Order intake of over Rs. 2,500 Cr - industrial, commercial & residential buildings, public spaces & data centres
- Breakthrough orders in Hospital and FMCG segments



Railways

- Revenues of Rs. 653 Cr for the quarter
- YTD Order intake of over Rs. 850 Cr - Subdued owing to increase in competition from Tier II/ III EPC contractors and clientele changing from PSUs to Zonal Railways
- Actively pursuing International opportunities



Oil & Gas

- Revenues of Rs. 182 Cr with a good growth of 15% YoY
- Secured an order for composite station works
- Exploring international opportunities and have been approved by a leading global energy company based in the Middle East



Solar

- Execution in progress of our largest solar project of 600 MWp in Karnataka
- Continue to bid actively for select opportunities in line with the sustained commitment of the government to promote renewable energy



Cables

- Achieved Revenues of Rs. 383 Cr, a growth of 4% vis-à-vis last year
- Delivered highest ever profitability for the nine-month period of the year
- Developed unique products such as EV Charging cable and Green Cable



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Financial Performance

Residential building project at Pune, Maharashtra

Profit and Loss Summary (Consolidated)

	Q3 FY24	Q3 FY23	Growth (Y-o-Y)
Revenues	5,007	4,375	14%
EBITDA	308	200	54%
<i>EBITDA Margins</i>	<i>6.2%</i>	<i>4.6%</i>	
(+) Other Income	26	2	
(-) Depreciation	49	41	
(-) Interest	164	149	10%
<i>Interest as % to sales</i>	<i>3.3%</i>	<i>3.4%</i>	
PBT	121	11	958%
<i>PBT Margins</i>	<i>2.4%</i>	<i>0.3%</i>	
Tax*	24	-6	
<i>Tax Rate %</i>	<i>19.8%</i>	<i>-54.0%</i>	
PAT	97	18	451%
<i>PAT Margins</i>	<i>1.9%</i>	<i>0.4%</i>	

	9M FY24	9M FY23	Growth (Y-o-Y)
Revenues	13,749	11,757	17%
EBITDA	827	546	51%
<i>EBITDA Margins</i>	<i>6.0%</i>	<i>4.6%</i>	
(+) Other Income	45	26	
(-) Depreciation	137	120	
(-) Interest	501	377	33%
<i>Interest as % to sales</i>	<i>3.6%</i>	<i>3.2%</i>	
PBT	233	75	211%
<i>PBT Margins</i>	<i>1.7%</i>	<i>0.6%</i>	
Tax*	38	-29	
<i>Tax Rate %</i>	<i>16.4%</i>	<i>-38.3%</i>	
PAT	195	104	88%
<i>PAT Margins</i>	<i>1.4%</i>	<i>0.9%</i>	

(₹ crore)

*Tax for 9M FY23 includes a one-time reversal of provision in the second quarter of the previous year

Profit and Loss Summary (Standalone)

	Q3 FY24	Q3 FY23	Growth (Y-o-Y)	9M FY24	9M FY23	Growth (Y-o-Y)
Revenues	4,398	3,868	14%	12,082	10,452	16%
EBITDA	211	180	17%	564	644	-12%
<i>EBITDA Margins</i>	<i>4.8%</i>	<i>4.7%</i>		<i>4.7%</i>	<i>6.2%</i>	
(+) Other Income	29	3		50	28	
(-) Depreciation	38	32		107	95	
(-) Interest	146	123	19%	436	299	46%
<i>Interest as % to sales</i>	<i>3.3%</i>	<i>3.2%</i>		<i>3.6%</i>	<i>2.9%</i>	
Operational PBT	56	28	102%	71	279	-75%
<i>Operational PBT Margins</i>	<i>1.3%</i>	<i>0.7%</i>		<i>0.6%</i>	<i>2.7%</i>	
Exceptional Item*	0	0		0	-76	
PBT after Exceptional Item*	56	28	102%	71	203	-65%
<i>PBT Margins After Exceptional Item*</i>	<i>1.3%</i>	<i>0.7%</i>		<i>0.6%</i>	<i>1.9%</i>	
Tax	12	13		16	52	
<i>Tax Rate %</i>	<i>21.2%</i>	<i>46.9%</i>		<i>22.8%</i>	<i>25.7%</i>	
PAT	44	15	199%	55	151	-64%
<i>PAT Margins</i>	<i>1.0%</i>	<i>0.4%</i>		<i>0.5%</i>	<i>1.4%</i>	

(₹ crore)

*Exceptional item of Rs. 76 Cr in Q2 last year is provision for impairment of subsidiary in SAE Brazil

#Shift in margin profile from standalone to consolidated due to the substantial growth in revenue and margins from UAE subsidiaries, SAE and KEC Spur

Businesswise Revenue Performance (Consolidated)

Particulars	Q3 FY24	Q3 FY23	Growth (Y-o-Y)
T&D:	2,723	2,234	22%
- T&D (KEC)	2,383	1,889	26%
- SAE Towers	340	345	-2%
Non T&D:	2,475	2,309	7%
- Civil	1,099	845	30%
- Railways	653	910	-28%
- Oil & Gas Pipelines	182	159	15%
- Cables	383	368	4%
- Others*	157	27	479%
Inter SBU:	-192	-168	
Total Net Sales	5,007	4,375	14%
T&D Share	54%	51%	
Non T&D Share	46%	49%	

9M FY24	9M FY23	Growth (Y-o-Y)
7,072	5,924	19%
6,091	4,993	22%
981	931	5%
7,180	6,265	15%
3,108	2,183	42%
2,193	2,502	-12%
414	332	25%
1,185	1,176	1%
280	72	287%
-502	-433	
13,749	11,757	17%
51%	50%	
49%	50%	

(₹ crore)

*Others include Solar/ Cabling

Borrowings & Working Capital (Consolidated)

Particulars								(₹ crore)
	31-Dec-23	31-Dec-22	Increase/ (Decrease)	30-Sep-23	Increase/ (Decrease)	31-Mar-23	Increase/ (Decrease)	
I) Net Debt	4,445	3,432	1,013	4,491	-46	2,872	1,574	
II) Interest Bearing Acceptances	1,600	2,185	-585	1,848	-248	2,113	-513	
Total (I + II)	6,045	5,617	428	6,339	-293	4,985	1,061	

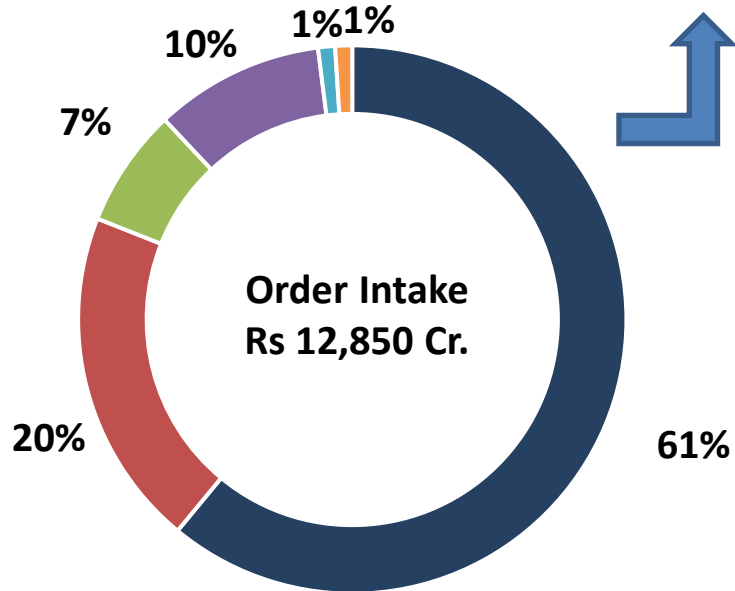
- ❑ **Net debt including acceptances** stand at Rs. 6,045 Cr as on 31 Dec'23, a reduction of Rs. 293 Cr vis-à-vis 30 Sep'23. This is despite a sequential increase in revenue of over Rs. 500 Cr.
- ❑ **Net Working Capital (NWC)** has been brought down by 4 days to 129 days as on 31 Dec'23 vis-a-vis 133 days as on 30 Sep'23. We continue to focus on below initiatives to optimize working capital:
 - Judicious monitoring of cash flows through daily/ weekly war rooms
 - Setting up Cross Functional teams for collection of high value AR especially retention
 - Concerted efforts on expediting commercial closure of projects
 - Enhancing digitalisation efforts

Order Intake & Order Book (Consolidated)

Order Intake – YTD FY24

T&D : 56%

SAE : 5%



■ T&D ■ Civil ■ Railways ■ Cables ■ Oil & Gas ■ Others *

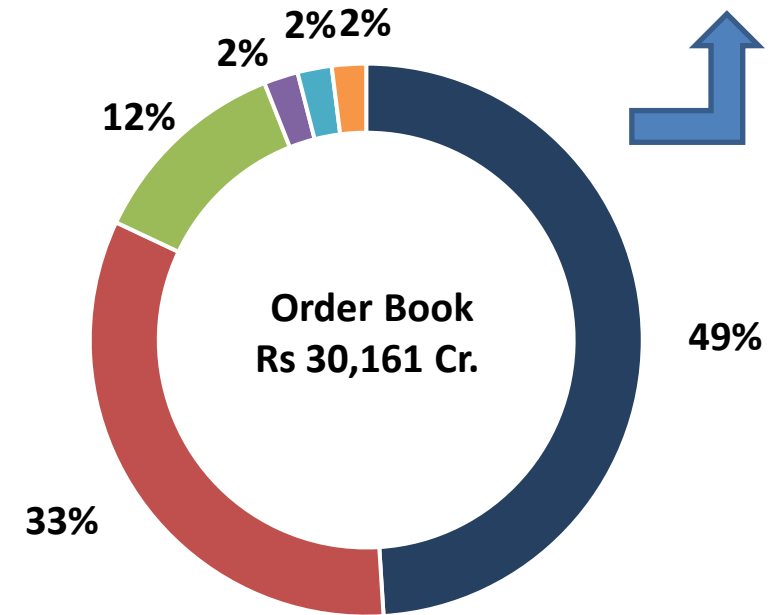
Domestic : 61%

International : 39%

Order Book – YTD FY24

T&D : 45%

SAE : 4%



■ T&D ■ Civil ■ Railways ■ Cables ■ Oil & Gas ■ Others *

Domestic : 69%

International : 31%

* Others include Solar/ Cabling

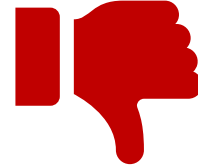
Highest ever Order Book + L1 of over Rs 38,000 Crs

Business Outlook

TAILWINDS



- Government's focus on infrastructure expected to continue
- GCC capex momentum to sustain
- Uptick in private capex, especially Real Estate and Metals & Mining
- Significant traction in India T&D backed by thrust on renewables
- SAE turnaround with positive PBT in three consecutive quarters
- T&D and Civil will be the growth drivers
- Significant demand in tower supply from North America & Australia
- International opportunities in Railways, Civil and Oil & Gas
- Improving working capital scenario



HEADWINDS

- Sustained high interest rates
- Continued geo-political unrests
 - Red Sea issue impacting logistics
- Subdued performance in Railways
 - Increased competition
 - Delayed collections

- ✓ Continuous improvement in EBITDA – Margins increased by 160 bps from 4.6% in Q3 FY23 to 6.2% in Q3 FY24
 - ✓ Record Order Book and L1 Position of over Rs. 38,000 Cr
 - ✓ Tenders under Evaluation & Tenders in Pipeline of over Rs. 130,000 Cr



4

Environmental, Social and Governance (ESG)

Eye camps being organized at project sites

ESG & Sustainability Goals and Status



Happiness Quotient

Target: Increase Happiness Quotient to 85% by FY26

Status: Happiness Quotient for FY23 has increased to 81% vis-à-vis 80% for FY21



Diversity & Inclusion

Target: Increase in diversity by 25% by FY26

Status: Diversity has increased by 39% in FY23 vis-à-vis FY21



Occupational Health & Safety

Target: Work towards the goal of achieving Zero accidents

Status: LTIFR has reduced to 0.25 in FY23 vis-à-vis 0.68 in FY21, a reduction of 63%



Corporate Social Responsibility

Target: Reach 2 lac CSR beneficiaries by FY 26

Status: CSR beneficiaries for FY23 are 5.7 lakh (includes COVID-19 response beneficiaries of 2 lakh)



Circularity

Target: Zero waste to landfill by FY 26 for manufacturing plants

Status: Waste to landfill has reduced by 51% in FY23 vis-à-vis FY21



Water Positive Approach

Target: Reduce water consumption intensity in manufacturing plants by 20% by FY26

Status: Water consumption intensity has reduced by 16% in FY23 vis-à-vis FY21



Energy Consumption

Target: Reduce energy consumption intensity of manufacturing plants by 15% by FY26

Status: Energy consumption intensity has reduced by 27% in FY23 vis-à-vis FY21



Carbon Emission

Target: Reduce Greenhouse Gas (GHG) emissions intensity of manufacturing plants by 20% by FY26

Status: GHG emission intensity has reduced by 18% in FY23 vis-à-vis FY21



Sustainable Procurement

Target: 100% of key suppliers to be assessed under ESG criteria by FY23

Status: 100% of key suppliers have been assessed under ESG criteria

Sustainability Roadmap – Key Initiatives and Approach



Happiness Quotient

- Various initiatives being deployed across – Work Life Balance, Career Velocity and Connectedness
- Introduced Employee Emotional Wellness programme, in collaboration with an online counselling platform



Circularity

- Substituting wood-based packaging with flexi recyclable packaging material for transmission towers, structures, and cables
- Installation of closed loop pre-flux regeneration plants and acid recovery plants



Diversity & Inclusion

- Dedicated focus on recruiting candidates from diverse ethnic backgrounds for key positions
- Sustained focus on hiring persons with disabilities



Water Positive Approach

- Usage of tube well water in project sites for domestic and curing purposes
- Installation of water meters to monitor consumption



Occupational Health & Safety

- Deployed safety systems at high-risk operations to achieve the goal of zero accidents
- Enhanced focus on safety training by onboarding reputed consultants



Decarbonisation

- Reducing energy consumption & carbon emission**
- Development of new products such as EV Charging cable and Green cable
 - Shifting / re-planting of trees that are affected by construction activities



Corporate Social Responsibility

- Vocational skills training for entry level job roles in Handloom industry
- Upliftment and revival of sites, which are of historical significance



Sustainable Procurement

- Formulated the Code of Conduct (CoC) based on sustainability / ESG criteria
- Formulated Sustainable Procurement Policy

THANK YOU



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