



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

July 30, 2021

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

Sub: 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 ended on June 30, 2021.

The above is for your information and records.

Thanking you,

Yours faithfully,

For KEC International Limited

Amit Kumar Gupta

Company Secretary & Compliance Officer

Encl: as above



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

Financial Performance for Quarter ended June 30, 2021

KEC delivers strong Revenue growth of 15% YoY

Robust Order Book + L1 of over Rs. 26,000 crore

Mumbai, July 30, 2021: KEC International Ltd., a global infrastructure EPC major and an RPG Group Company, today announced its results for the first quarter (Q1 FY22) ended June 30, 2021:

Consolidated Financial Performance:

Q1 FY22 v/s Q1 FY21

Revenue: Rs 2,540 crore against Rs 2,207 crore

EBITDA: Rs 160 crore against Rs 195 crore

EBITDA Margin: 6.3% against 8.8%

Interest as % to Revenue: 2.6% against 3.0%

Profit Before Tax (PBT): Rs 59 crore against Rs 96 crore

PBT Margin: 2.3% against 4.4%

Profit After Tax (PAT): Rs 46 crore against Rs 71 crore

Mr. Vimal Kejriwal, MD & CEO, KEC International Ltd. commented, *“We are pleased with the growth in our Revenues, delivered by good performances in our Non-T&D businesses such as Civil, Railways and Cables. The margins have been impacted by the adverse raw material prices and the continued challenging environment in Brazil. With the new orders announced today, our order book along with current L1 pipeline stands at over Rs. 26,000 crore. Our robust and well diversified order book gives us confidence of delivering a continued good growth for the year.”*

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 105+ 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 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.

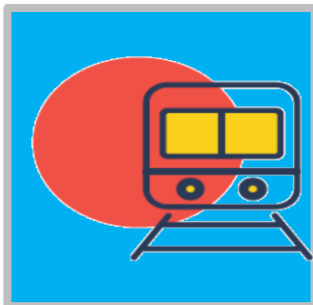
KEC International Limited

Investor Presentation – Q1 FY22

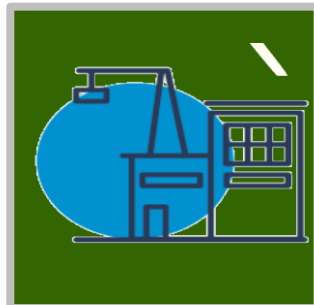
30 July 2021



Power T & D



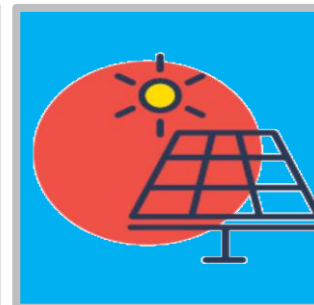
Railways



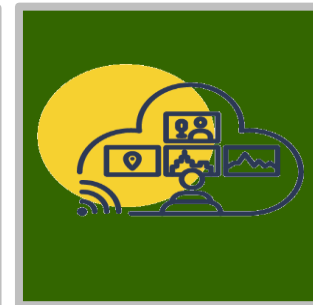
Civil



Cables



Solar



Smart Infra



Oil & Gas Pipelines

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.

The information contained in these materials has not been independently verified. None of the Company, its Directors, Promoter or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this document or its contents or otherwise in connection with this document, and makes no representation or warranty, express or implied, for the contents of this document including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this document or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current, and if not stated otherwise, as of the date of this presentation. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. The Company undertake no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of KEC International Limited (the "Company"), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment or to be relied in connection with an investment decision in relation to the securities of the Company therefore any person/ party intending to provide finance / invest in the shares/businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. Neither the delivery of this document nor any further discussions by the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date. This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. By participating in this presentation or by accepting any copy of the slides presented, you agree to be bound by the foregoing limitations.

Contents

1 Overview – RPG Group and KEC International

2 Key Performance Highlights Q1 FY22

3 Financial Performance Q1 FY22

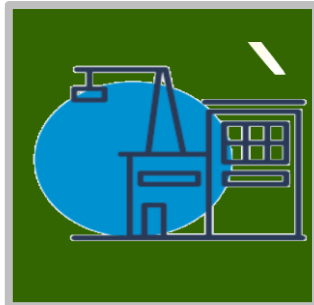
4 Environmental, Social and Governance (ESG)



Power T & D



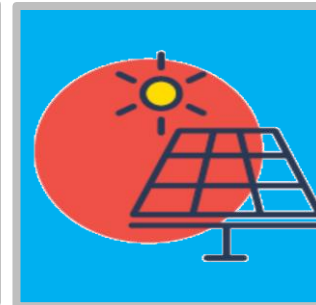
Railways



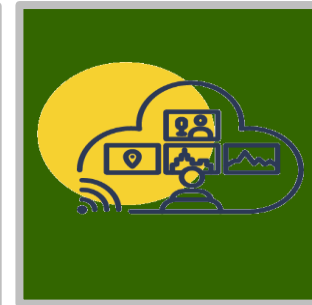
Civil



Cables



Solar



Smart Infra



Oil & Gas Pipelines

Contents

1 Overview – RPG Group and KEC International

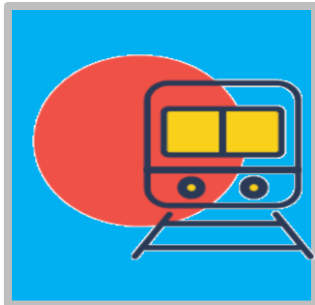
2 Key Performance Highlights Q1 FY22

3 Financial Performance Q1 FY22

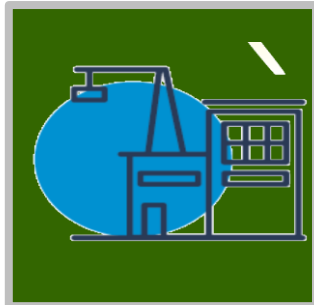
4 Environmental, Social and Governance (ESG)



Power T & D



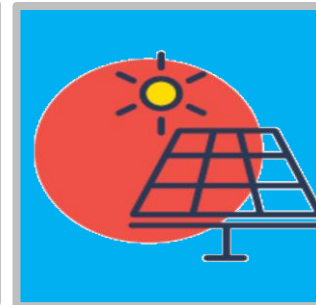
Railways



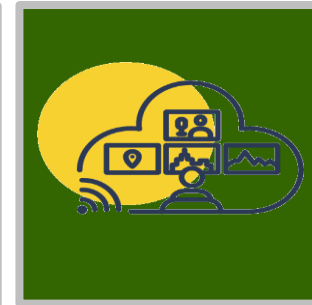
Civil



Cables



Solar



Smart Infra



Oil & Gas Pipelines

RPG Group: Powered by Passion, Driven by Ethics

**UNLEASHTALENT
TOUCHLIVES
OUTPERFORM
AND 😊**

RPG Enterprises was founded in 1979. The group currently operates in various industries - Infrastructure, Technology, Life Sciences, Plantations and Tyre Manufacturing. The group has a history of business 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. KEC became a part of the RPG Group in 1982, which is now one of India's fastest growing conglomerates with 20,000+ employees, presence in 100+ countries and annual gross revenues of over \$4 Bn.



**KEC
International**

World leader in
Power
Transmission
EPC space



CEAT

One of India's
leading
manufacturer of
automobile tyres



**Zensar
Technologies**

Software
services provider
spread across 20
countries,
400+ customers.



**RPG Life
Sciences**

Pharma
company with
wide range
medicines in
global generics
and synthetic
APIs.



Raychem RPG

Engineering
products and
services
catering to
infrastructure
segment
of the economy.



**Harrisons
Malayalam**

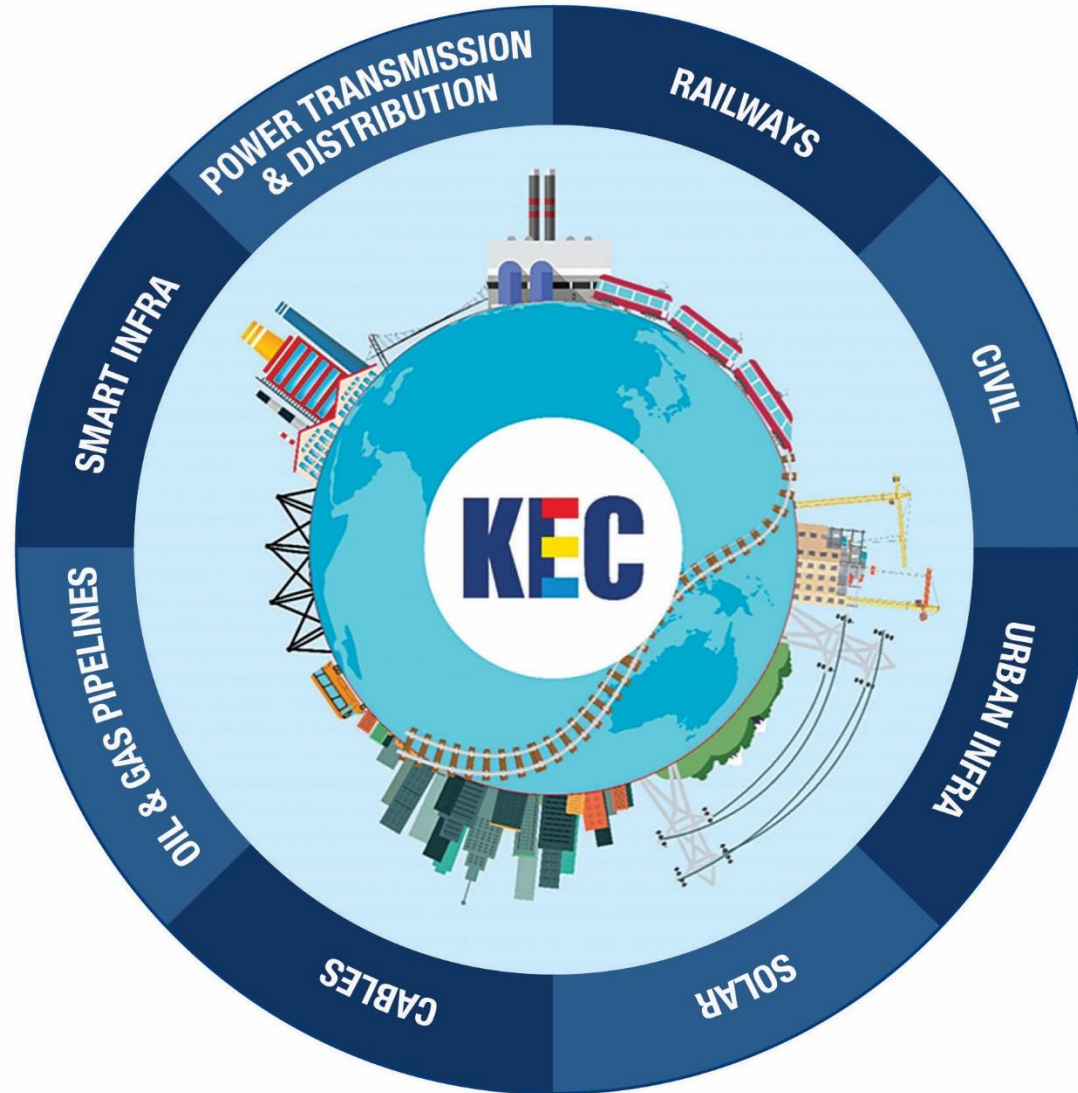
One of India's
largest plantation
companies with
tea, rubber and
other agro
products.

KEC International : Building Infrastructure for the World of Tomorrow

7+ **DECADES**
OF EXPERIENCE
& EXPERTISE

FOOTPRINT IN
105+
COUNTRIES

ONGOING
PROJECTS IN
30+
COUNTRIES



9,000+
EMPLOYEES

\$1.8
BILLION
GLOBAL EPC MAJOR

40%+
BUSINESS
OVERSEAS

Board of Directors



H. V. Goenka

Chairman, Non Executive Director



Vimal Kejriwal
Managing Director
& CEO



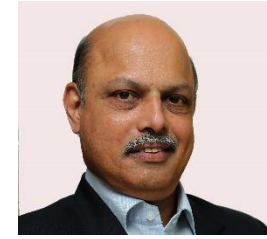
A. T. Vaswani
Non Executive
Independent Director



D. G. Piramal
Non Executive
Independent Director



G. L. Mirchandani
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

Management Team



Vimal Kejriwal
Managing Director & CEO



Rajeev Agarwal
Chief Financial Officer



Neeraj Nanda
President – South Asia (T&D, Solar & Smart Infra)



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, Solar)



Gustavo Cedeno
Chief Executive Officer – SAE Towers



Pankaj Kalani
Senior Vice President – Finance and Chief Executive - Oil & Gas Pipelines



Somraj Roy
Chief Human Resources Officer



Sumant Srivastava
Chief Executive – KEC Towers LLC and Senior Vice President - MENA

Contents

1 Overview – RPG Group and KEC International

2 Key Performance Highlights Q1 FY22

3 Financial Performance Q1 FY22

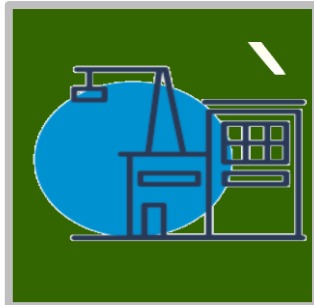
4 Environmental, Social and Governance (ESG)



Power T & D



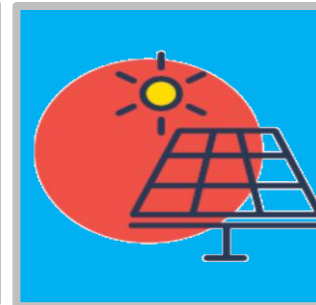
Railways



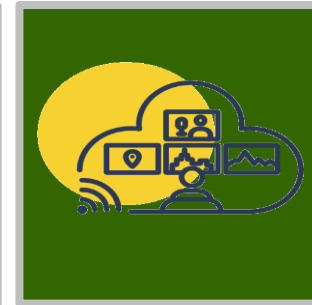
Civil



Cables



Solar



Smart Infra



Oil & Gas Pipelines

Key Performance Highlights – Q1 FY22 (1/2)

Consolidated Highlights for Q1 FY22 v/s Q1 FY21

- **Revenue** of Rs. 2,540 Cr - **Growth of 15%**
- **EBITDA Margin** at 6.3% against 8.8%
- **Interest cost** as % to sales improves to 2.6% from 3.0%
- **PBT Margin** at 2.3% against 4.4%
- **PAT Margin** at 1.8% against 3.2%

Standalone Highlights for Q1 FY22 v/s Q1 FY21

- **Revenue** of Rs. 2,338 Cr - **Growth of 24%**
- **EBITDA Margin** at 9.6% against 11.1%
- **Interest cost** as % to sales improves to 2.5% from 3.2%
- **PBT Margin** at 6.0% against 6.7%
- **PAT Margin** at 4.4% against 4.8%

Key Performance Highlights – Q1 FY22 (2/2)

- ❑ **Achieved Order intake of Rs 4,401 Cr** with a robust growth of more than 2 times over last year
 - **Order Intake momentum continues in T & D** with orders across India, SAARC, MENA, Africa & Americas
 - **Diversification story in new areas of Railway continues** with breakthrough orders in Third Rail for Metros and Speed Upgradation
 - **Strengthened presence in Urban Infra with a significant order** for construction of elevated viaducts and stations

- ❑ **Robust Order book + L1 Pipeline** of over Rs. 26,000 Cr

Contents

1 Overview – RPG Group and KEC International

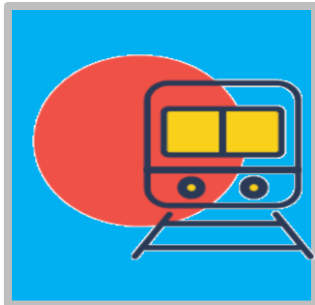
2 Key Performance Highlights Q1 FY22

3 Financial Performance Q1 FY22

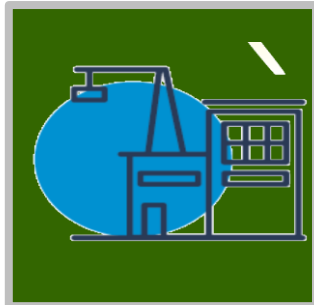
4 Environmental, Social and Governance (ESG)



Power T & D



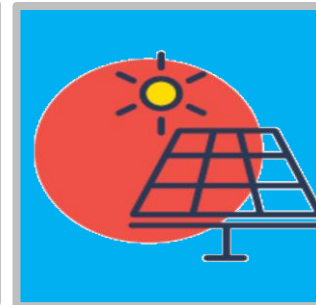
Railways



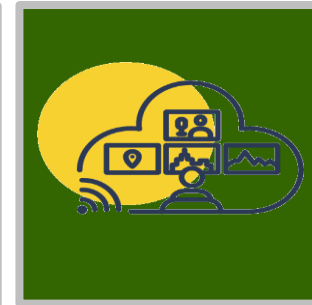
Civil



Cables



Solar



Smart Infra



Oil & Gas Pipelines

Profit & Loss Highlights

(₹ crore)

Particulars	Consolidated		
	Q1 FY22	Q1 FY21	Growth (Y-o-Y)
Revenues	2,540	2,207	15%
EBITDA	160	195	-18%
<i>EBITDA Margins</i>	<i>6.3%</i>	<i>8.8%</i>	
(+) Other Income	2	7	
(-) Depreciation	38	39	
(-) Interest	65	66	-2%
<i>Interest as % to sales</i>	<i>2.6%</i>	<i>3.0%</i>	
PBT	59	96	-39%
<i>PBT Margins</i>	<i>2.3%</i>	<i>4.4%</i>	
Tax	12	26	
<i>Tax Rate %</i>	<i>21.2%</i>	<i>26.6%</i>	
PAT	46	71	-35%
<i>PAT Margins</i>	<i>1.8%</i>	<i>3.2%</i>	

Standalone		
Q1 FY22	Q1 FY21	Growth (Y-o-Y)
2,338	1,890	24%
225	210	7%
<i>9.6%</i>	<i>11.1%</i>	
3	9	
30	31	
57	61	-5%
<i>2.5%</i>	<i>3.2%</i>	
141	126	12%
<i>6.0%</i>	<i>6.7%</i>	
37	36	
<i>26.6%</i>	<i>28.4%</i>	
104	90	15%
<i>4.4%</i>	<i>4.8%</i>	

Businesswise Revenue Performance (Consolidated)

(₹ crore)

Business Verticals	Q1 FY22	Q1 FY21	Growth (Y-o-Y)
T&D:	1,397	1,454	-4%
- T&D (KEC)	1,194	1,176	2%
- SAE Towers	203	278	-27%
Non-T&D:	1,256	803	56%
- Railways	594	521	14%
- Civil	301	103	191%
- Cables	334	159	109%
- Others #	28	19	48%
Inter SBU:	(113)	(50)	125%
Total Net Sales	2,540	2,207	15%
T&D Share	51%	64%	
Non-T&D Share	49%	36%	

Others include Solar and Smart Infra

Borrowings & Working Capital (Consolidated)

(₹ crore)

Particulars				(₹ crore)	
	30-Jun-21	30-Jun-20	Increase/ (Decrease)	31-Mar-21	Increase/ (Decrease)
I) Net Debt	2,533	2,388	145	1,679	854
II) Interest Bearing Acceptances	1,405	936	469	1,526	(121)
Total (I + II)	3,938	3,324	614	3,205	733

❑ **Average Borrowing level** continues to be largely in line with the target of ~Rs 2,500 Cr

❑ **Net Working Capital (NWC)** stands at 135 days as on 30th Jun'21. Some of our focused initiatives are as below:

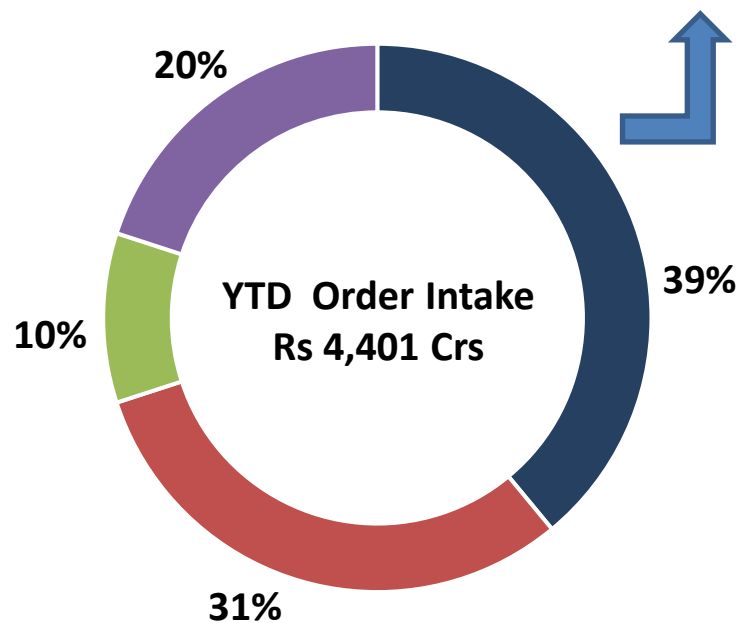
- Close monitoring of cash flows through multi-layered review mechanism
- Reducing the billing cycle time
- Concerted efforts on expediting commercial closure of projects

Order Intake & Order Book (Consolidated)

Order Intake YTD FY22

T&D : 27%

SAE : 12%



■ T&D ■ Civil ■ Cables ■ Railways

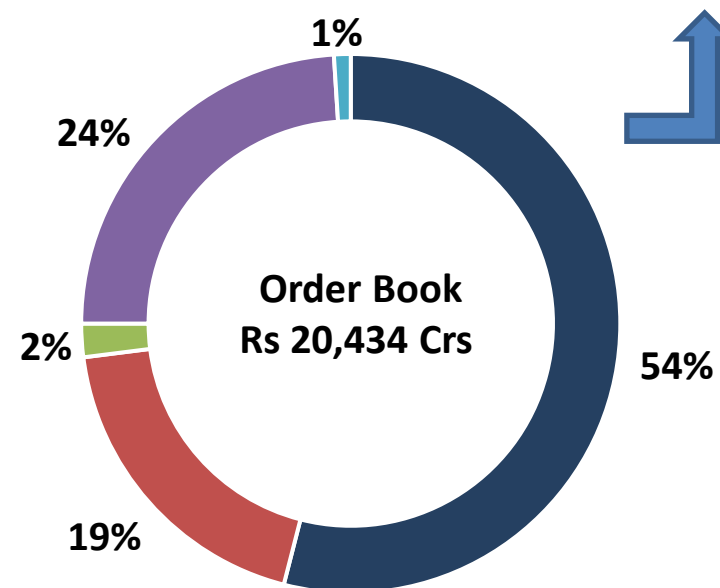
Domestic : 69%

International : 31%

Jun'21 Order Book

T&D: 49%

SAE : 5%



■ T&D ■ Civil ■ Cables ■ Railways ■ Others

Domestic : 63%

International : 37%

Order Book + L1 of Over Rs 26,000 Crs

Contents

1 Overview – RPG Group and KEC International

2 Key Performance Highlights Q1 FY22

3 Financial Performance Q1 FY22

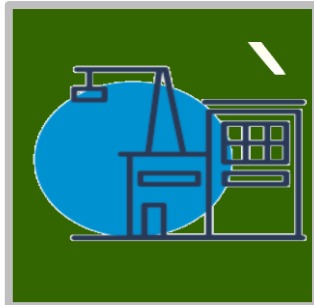
4 Environmental, Social and Governance (ESG)



Power T & D



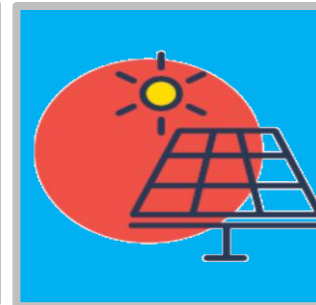
Railways



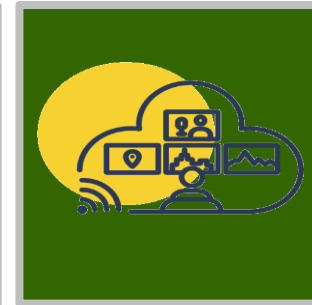
Civil



Cables



Solar



Smart Infra



Oil & Gas Pipelines

Green Portfolio (1/2)

Our portfolio of businesses promote environment sustainability by efficient usage of natural resources

TRANSMISSION & DISTRIBUTION



- Effective way of transporting energy with maximum efficiency and minimum carbon footprint
- Focus on Green Energy Corridor (GEC) projects to ensure transmission of clean and reliable renewable energy

RAILWAYS



- More efficient than road in terms of energy efficiency and land utilisation
- Electrification of Indian Railways to preserve fossil fuels and curb pollution
- Optimisation of resources through innovative engineering solutions

CIVIL



- Providing clean water by building cross-country water pipelines
- Building energy-efficient factories and residential complexes
- Constructing industrial plants to convert municipal waste to energy

URBAN INFRASTRUCTURE



- Most effective way of urban commuting; Reduces consumption of fuel and pollution
- Use of precast/prefab construction techniques, which are environmentally friendly and generate less carbon footprint

Green Portfolio (2/2)

SOLAR



- Construction of large solar-based power generation plants, which have one of the lowest lifecycle emissions
- Innovative industrial solar solutions leading to reduced dependency on fossil fuels

SMART INFRA



- Developing Smart Cities to encourage efficient use of resources
- Solid waste management solutions for a Swachh Bharat mission
- Environment monitoring and city surveillance solutions to improve quality of life of citizens

OIL & GAS PIPELINES



- Energy-efficient and environment – friendly mode for transportation of gas, crude oil, and petroleum products
- Promoting utilisation of gas-based clean energy

CABLES



- Enhancing energy efficiency through reduction in T&D losses
- Improving land utilization through Underground Cabling solutions
- Developing innovative cable designs such as Hybrid cables to minimize consumption of raw materials

Commitment to ESG

KEC is committed to delivering excellence and outperformance with unwavering focus on embedding sustainable practices towards improving Environment, Society, Safety and Governance

Strategic ESG Pillars

Unleash Talent

Enabling environment for people to unleash their entrepreneurial spirit and realise their full potential

Touch Lives

To understand, care and make a meaningful difference to customers, employees, society & all stakeholders

Outperform

Sustained & clear outperformance relative to all our competitors & industry on financial and non-financial metrics that matter



To have fun by creating high-energy environment with a keen sense of belonging and smiling faces everywhere

ESG Focus Areas

Human Capital Management

Diversity & Inclusion

Occupational Health & Safety

Quality and Service Delivery

Customer Centricity

Local Community Development

Financial Performance

Digitalization and Innovation

Circularity


Water-Positive Approach

Decarbonization

Sustainable Procurement

Corporate Governance

Sustainability Roadmap



Happiness Quotient

Increase Happiness Quotient to 85% by FY26



Diversity & Inclusion

Increase in diversity by 25% by FY26



Occupational Health & Safety

Work towards the goal of achieving zero accidents




Corporate Social Responsibility

Reach 2 lac CSR beneficiaries by FY 26




Circularity

Zero waste to landfill by FY 26 for manufacturing plants




Water Positive Approach

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



Energy Consumption

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



Carbon Emission

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



Sustainable Procurement

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

THANK YOU



Follow us on:

