



KEI

Wires & Cables



PROUDLY MAKING IN INDIA
SINCE 1968

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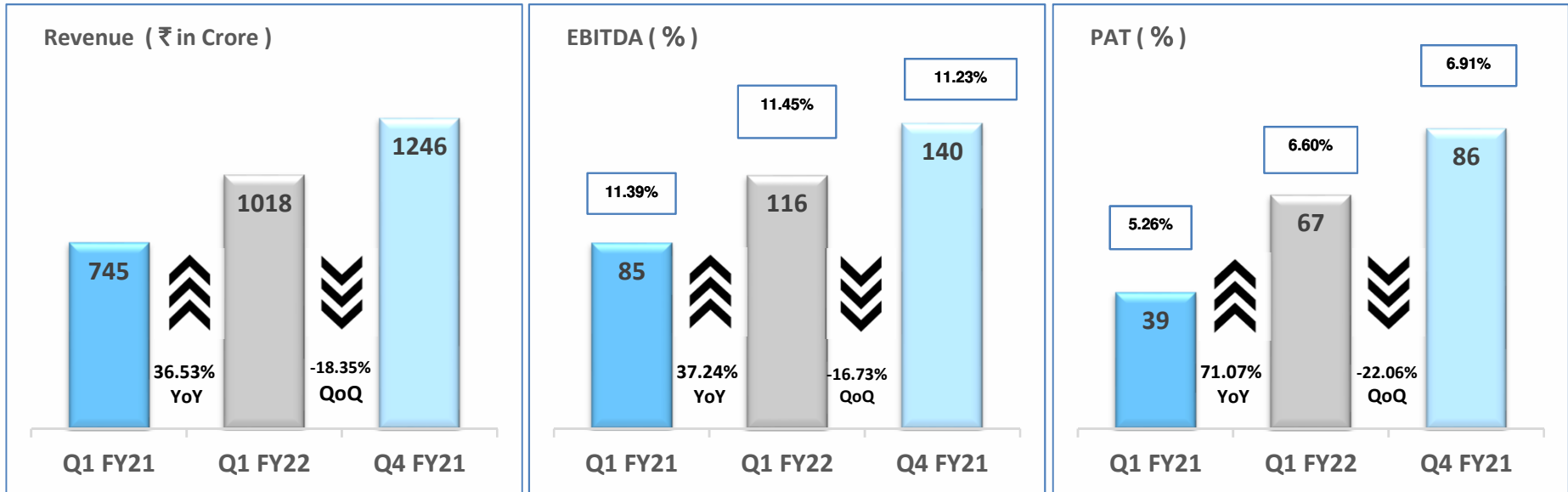
KEI Industries Limited

Q-1 FY 2022

Earnings Presentation

31st July, 2021

Financial Performance Q-1 FY 22 Highlights



- Revenue Increased by 36.53% YoY in this quarter.
- EBITDA margin in this quarter has improved to 11.45% as against 11.39% YoY.
- PAT margin in this quarter has improved to 6.60% as against 5.26% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

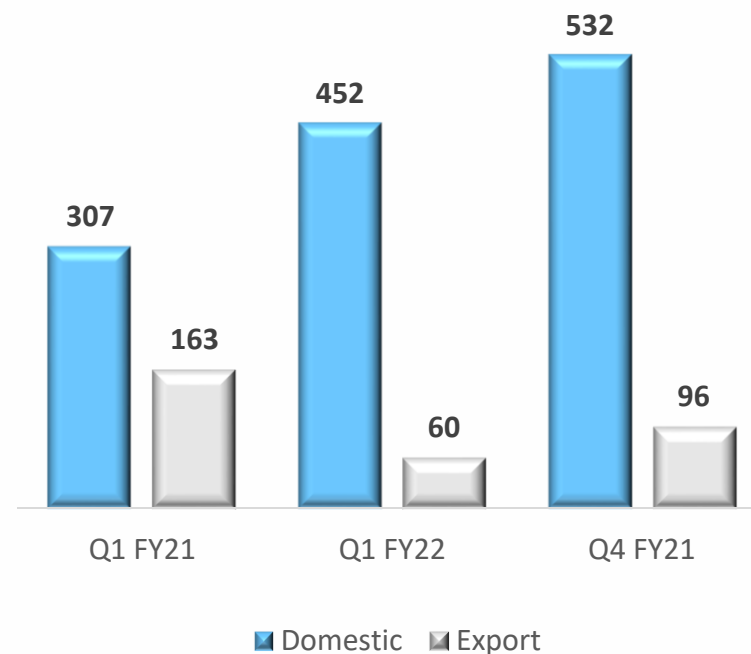
Cable and Wires – Institutional



- Domestic Institutional cable sale (HT& LT) is ₹ 423 Crore in this quarter as against PY ₹ 219 Crore . Growth by approx. 93.15%
- Domestic Institutional cable sale (EHV) stood at ₹ 29 crore in this quarter against PY ₹ 88 Crore in Q-1 FY 21.
- In Q-1 of FY22 Export sale of cable declined by 62.97% YoY due to execution of one large export order in PY.
- Total Institutional Cable Sale including export increased by 9.05% in Q-1 FY 22 against PY Q-1 FY 21
- Total Institutional Cable Sale including export contributed 50.34% in Q-1 of FY 22 against 63.09% in Q-1 FY 21.

Q-1 FY 22

Revenue (₹ in Crore)



Particulars	Q-1 FY 21	Q-1 FY 22	Q-4 FY 21
Total Institutional Sale including export	470	512	628

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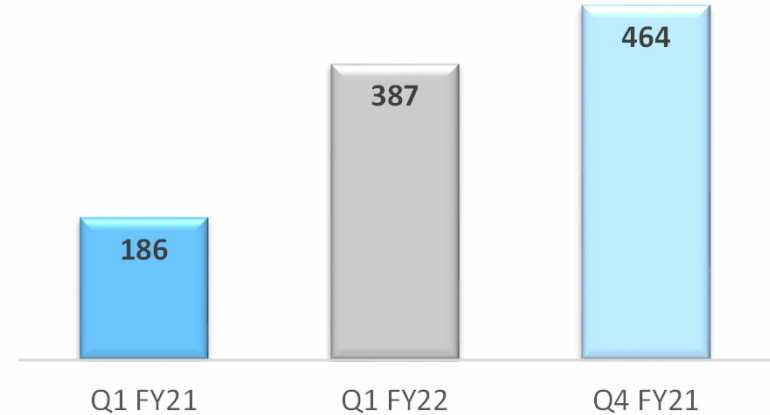
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 108 % YoY in Q-1 FY 22.
- Sales through Dealer/ Distribution contributed 38.02 % of overall sale in Q-1 FY 22 and 24.97% of overall sale in Q-1 FY21.
- The total active working dealer of the company as on 30.06.2021 was approx. 1650 Nos.

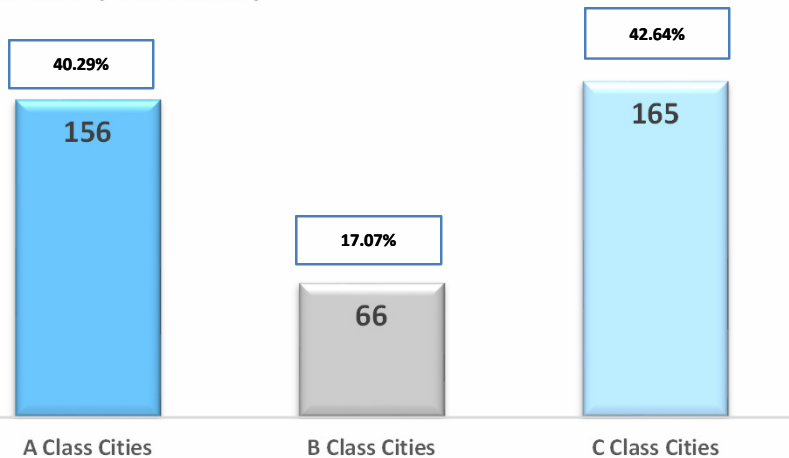
Q-1 FY 22

Revenue (₹ in Crore)

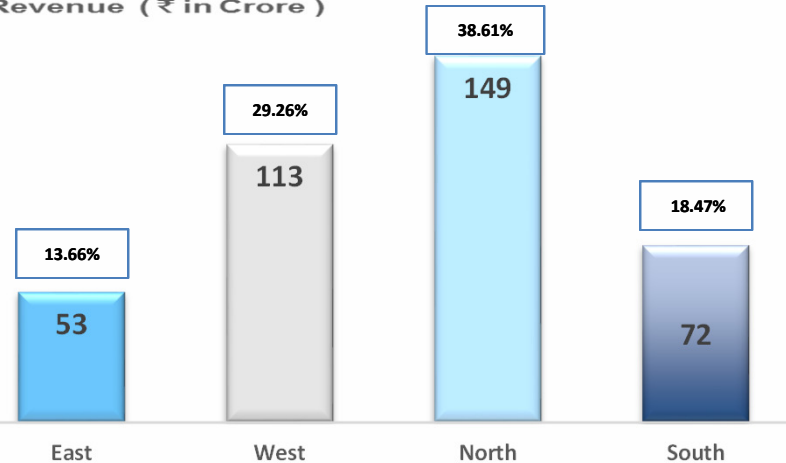


REVENUE BREAK UP OF Q-1 FY22 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)



Revenue (₹ in Crore)



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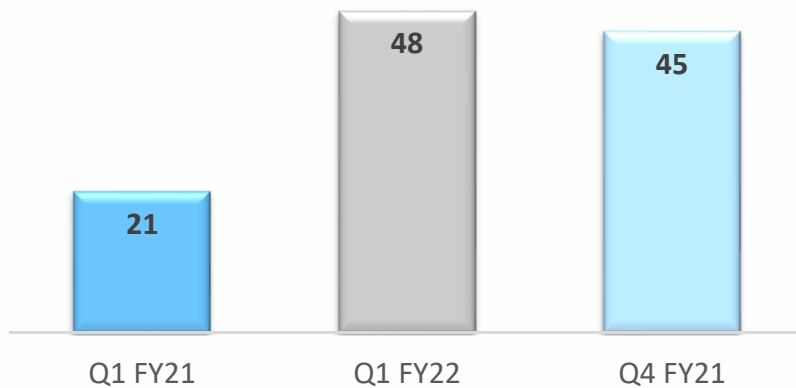
EPC Projects and SS Wire



- EPC Sale (apart from Cable) increased by 10.26% YoY in Q-1 FY 22.
- During the Q-1 FY 22 EPC contribution reduced to 8.45% from 10.47%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 12 Crore in Q-1 FY 22 and ₹ 11 crore in Q-1 FY 21.
- SS Wire sale increased by 128.57% YoY in Q-1 FY 22.
- Export Sale of SS Wire is ₹ 21 Crore in Q-1 FY 22 and ₹ 9 crore in Q-1 FY 21.

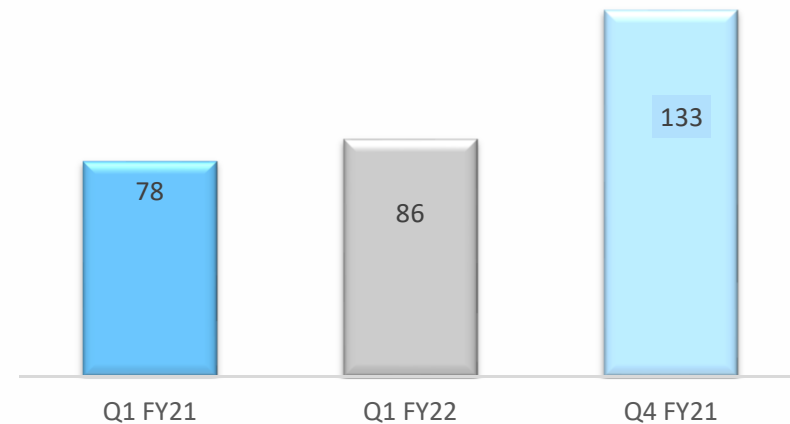
Q-1 FY 22 (SS wire)

Revenue (₹ in Crore)



Q-1 FY 22 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

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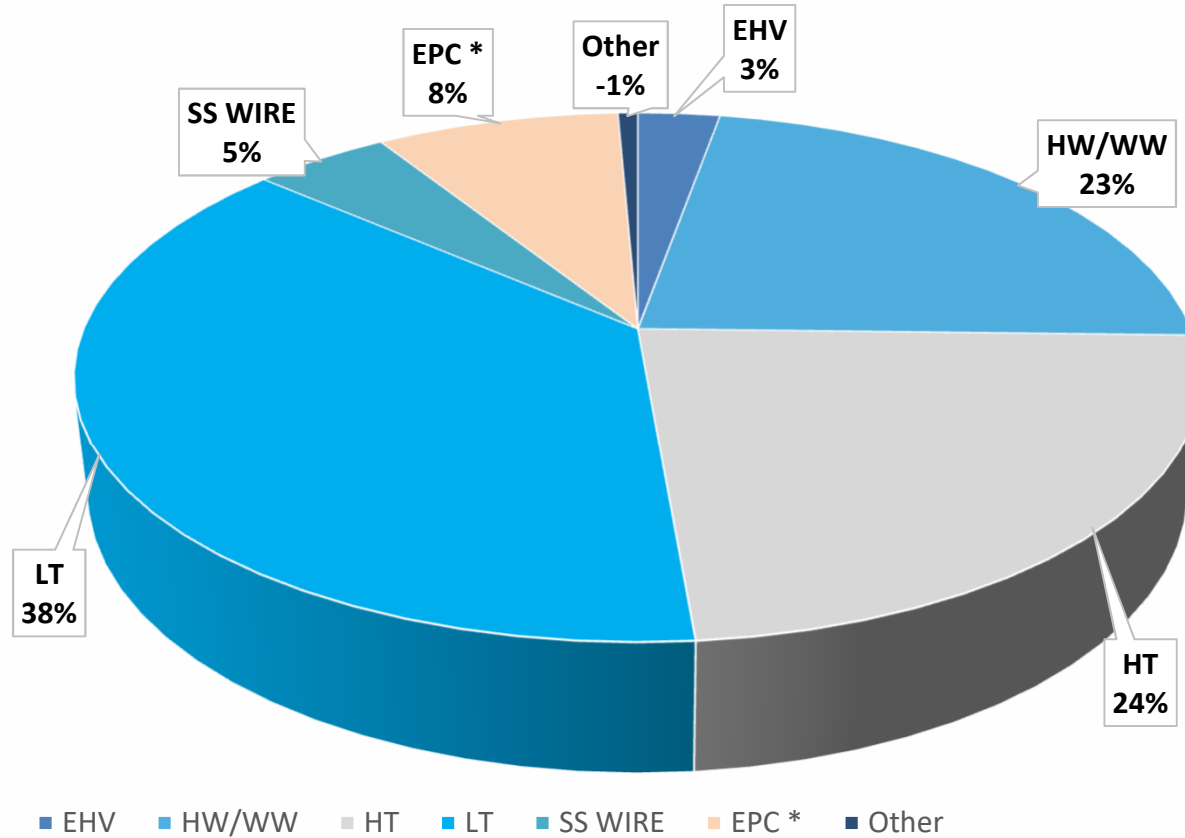
Breakup of Product and Revenue



Q1 FY 22

Revenue (₹ in Crore)

Product	Revenue
EHV	29
HW/WW	233
HT	240
LT	389
SS Wire	48
EPC*	86
Other	-7
Total	1018



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order as on 28.07.21 is approx. ₹ 3,022 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q1 of FY22 was ₹ 11.42 Crore as compared to last year same period of ₹ 16.78 Crore (Financial charges in terms of percentage has reduced to 1.12% from 2.25% of Net sales).

DEBT : Debt (including CF and acceptance) as on 30.06.2021.

₹ in Crore

Particulars	31.03.20	31.03.21	30.06.21
Debt (TL+WC)	229	148	170
Channel Finance	137	157	128
Gross Debt	366	305	298
Cash & Bank Balances	214	221	158
Net Debt	152	84	140
Acceptances	770	323	196
Total	922	407	336

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	Q-1 FY 22*	FY 21	EQUITY AND LIABILITIES	Q-1 FY 22	FY 21
Non-Current Assets			Equity		
Fixed Assets	538.26	544.25	Equity Share Capital	17.97	17.97
Other Non Current Assets	21.89	23.89	Other Equity	1,824.50	1,755.59
Total Non Current Assets	560.15	568.14	Total Equity	1,842.47	1,773.56
			Non-Current Liabilities		
Current Assets			Borrowings	24.21	31.35
Inventories	811.74	762.75	Other Non Current Liabilities	60.74	61.19
Trade Receivables	1,333.39	1,349.57	Total Non Current Liabilities	84.95	92.54
Cash and Bank Balances	158.28	221.21	Current Liabilities		
Other Current Assets	110.19	106.54	Short Term Borrowings	249.57	253.61
Total Current Assets	2,413.60	2,440.07	Trade Payables	553.86	741.43
Total Assets	2,973.75	3,008.21	Others - Current Liabilities	242.90	147.07
			Total Current Liabilities	1,046.33	1,142.11
			Total Equity and Liabilities	2,973.75	3,008.21

* Q-1 FY 22 - UNAUDITED

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Consolidated Financial Highlights Q-1 FY 22



- During the Q1 of FY 22 Net Sales was ₹ 1017.56 Crore, against same quarter in previous year of ₹ 745.35 Crore.
- EBIDTA during this Quarter was ₹ 116.49 Crore against same quarter in the previous year of ₹ 84.88 Crore.
- Further, PAT during this Quarter was ₹ 67.10 Crore against same quarter in the previous year of ₹ 39.23 Crore. PAT/Net Sale was 6.59% during the quarter as against 5.26% during last year same period.

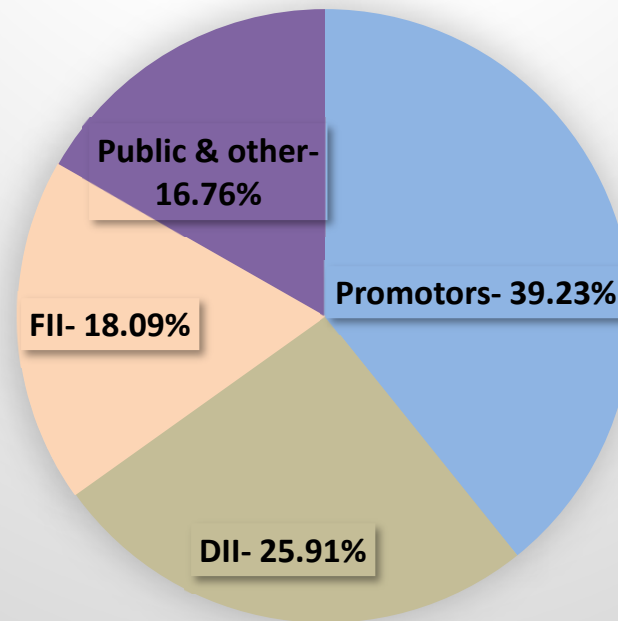
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Shareholding Related Information



Shareholding Pattern as on 30.06.2021



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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