



# KEI

## Wires & Cables



# PROUDLY MAKING IN INDIA SINCE 1968

#VocalForLocal

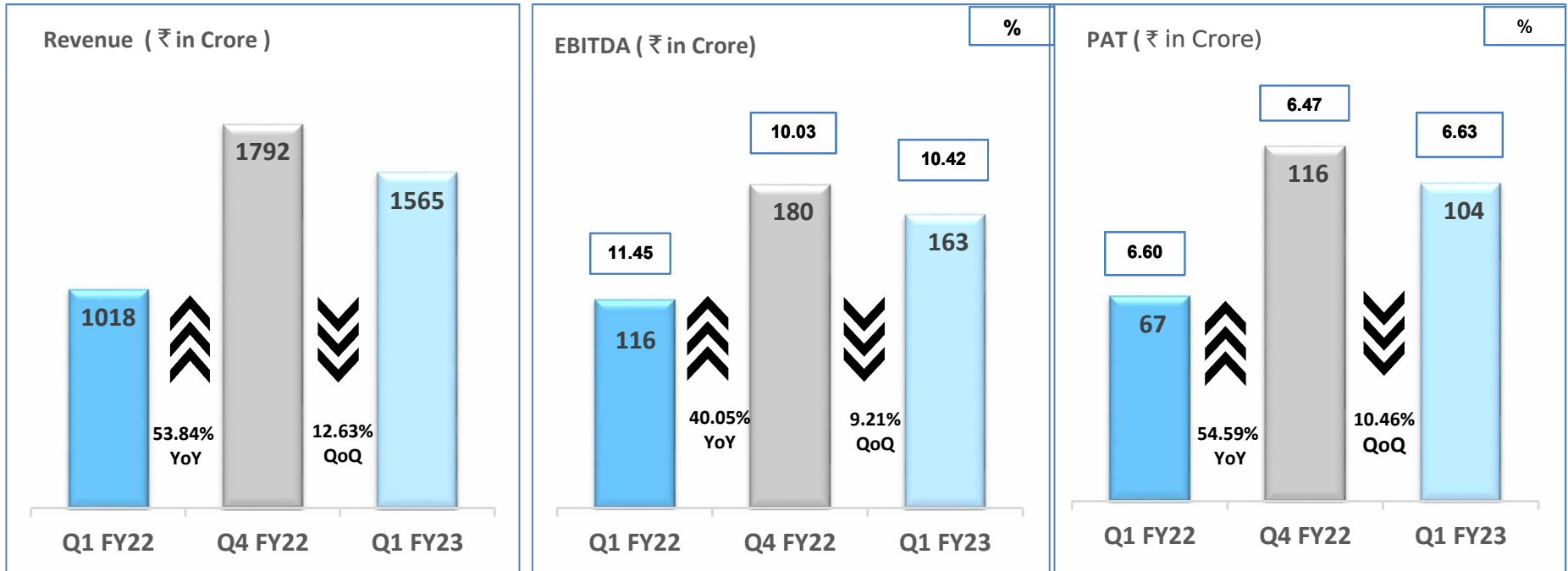
## KEI Industries Limited

# Q-1 FY 2023

## Earnings Presentation

### 26th July, 2022

# Financial Performance Q-1 FY 23 Highlights



- Revenue increased by 53.84% YoY in this quarter.
- EBITDA margin in this quarter is 10.42% as against 11.45% YoY. EBITDA margin declined due to fluctuation in input costs.
- PAT margin in this quarter has increased to 6.63% as against 6.60% YoY.

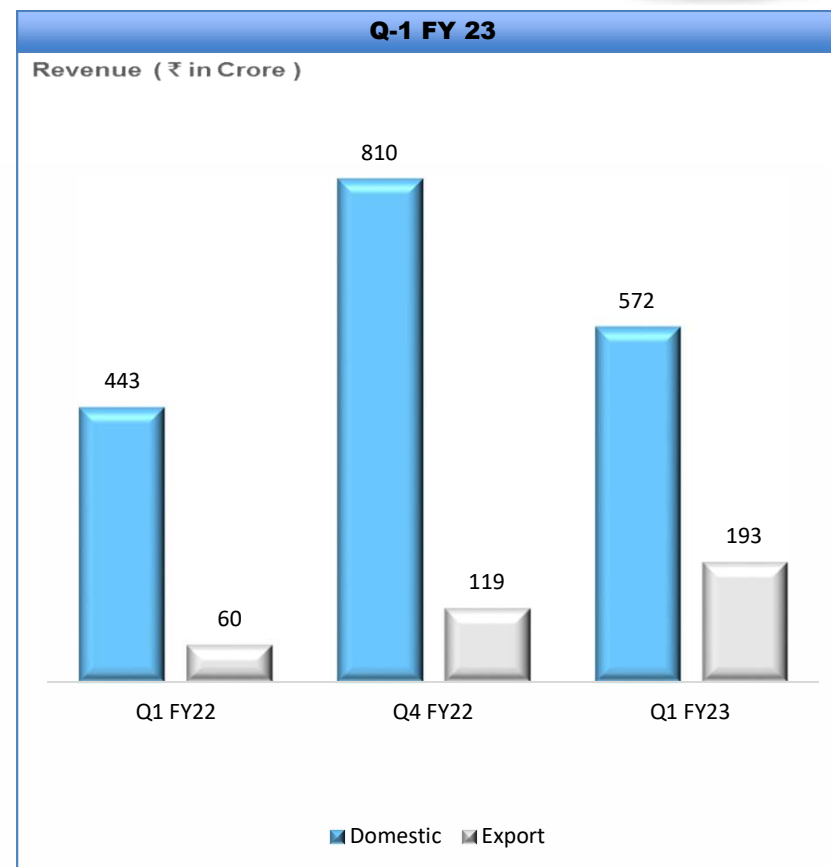
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## Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 472 Crore in 1st quarter as against PY ₹ 414 Crore . Growth by 14.06%
- Domestic Institutional EHV cable sale stood at ₹ 100 crore in 1<sup>st</sup> quarter as against PY ₹ 29 Crore. Growth by 245.78%.
- Export institutional cable sale is ₹ 193 Crore in 1<sup>st</sup> quarter as against PY ₹ 60 Crore. Growth by 219.75%.
- Total Institutional Cable Sale including export contributed 48.90% in Q-1 FY 23 against 49.46% in Q-1 FY 22.



Particulars	Q-1 FY 22*	Q-4 FY 22*	Q-1 FY 23
Total Institutional Sale including export	503	929	765

\* Previous Year figure has been regrouped

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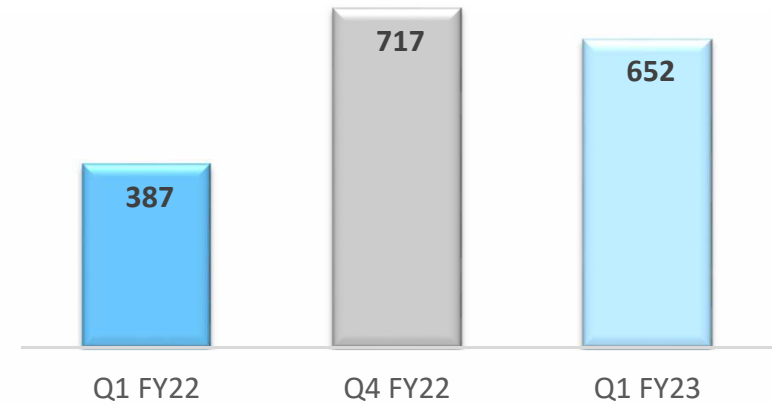
# Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by 68.28% YoY in 1st quarter.
- Sales through Dealer/ Distribution contributed 41.65% of overall sale in Q-1 FY 23 as against 38.08% in Q1 FY22.
- The total active working dealer of the company as on 30.06.2022 was approx. 1800 Nos.

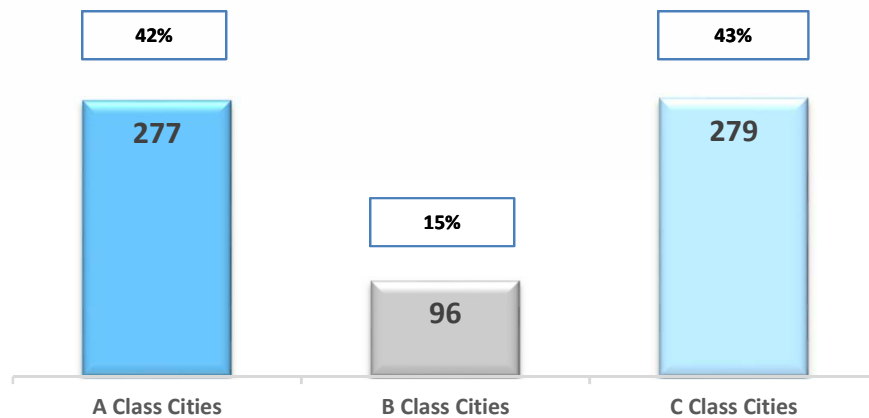
## Q-1 FY 23

Revenue ( ₹ in Crore )

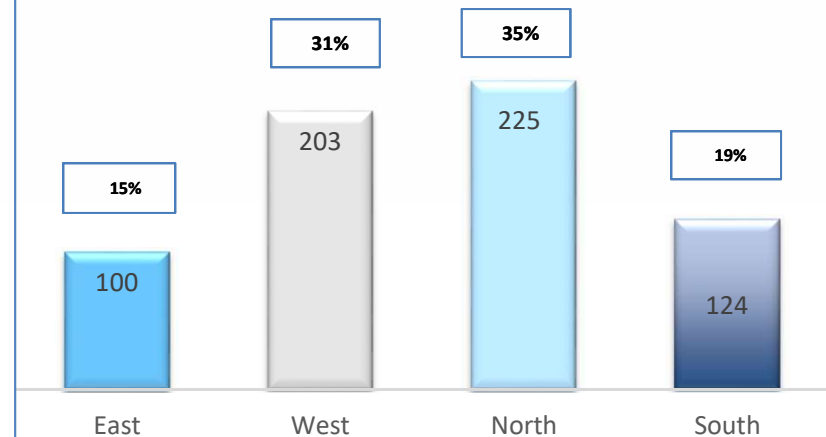


## REVENUE BREAK UP OF Q-1 FY23 (ZONE AND TIER CITY WISE )

Revenue ( ₹ in Crore )



Revenue ( ₹ in Crore )



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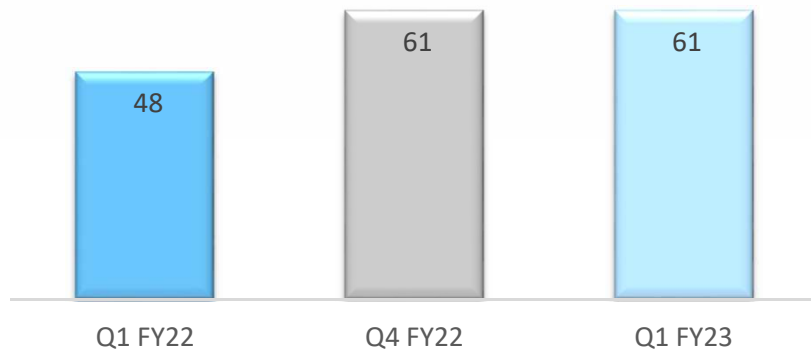
# EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by 2.33% YoY in 1st quarter.
- During the Q-1 FY23 EPC contribution reduced from 8.45% to 5.37%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 23 Crore in this quarter against PY ₹ 12 crore.
- SS Wire sale increased by 26.10% YoY in this quarter.
- Export Sale of SS Wire is ₹ 31 Crore in this quarter against PY ₹ 21 Crore.

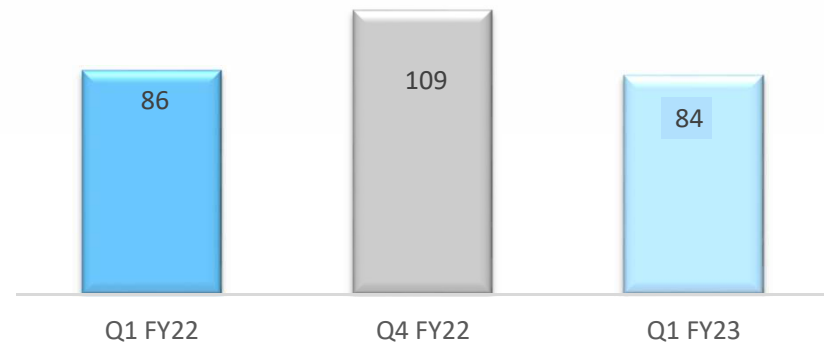
Q-1 FY 23 (SS wire)

Revenue (₹ in Crore)



Q-1 FY 23 (EPC\*)

Revenue (₹ in Crore)



\* EPC (Other than cable)

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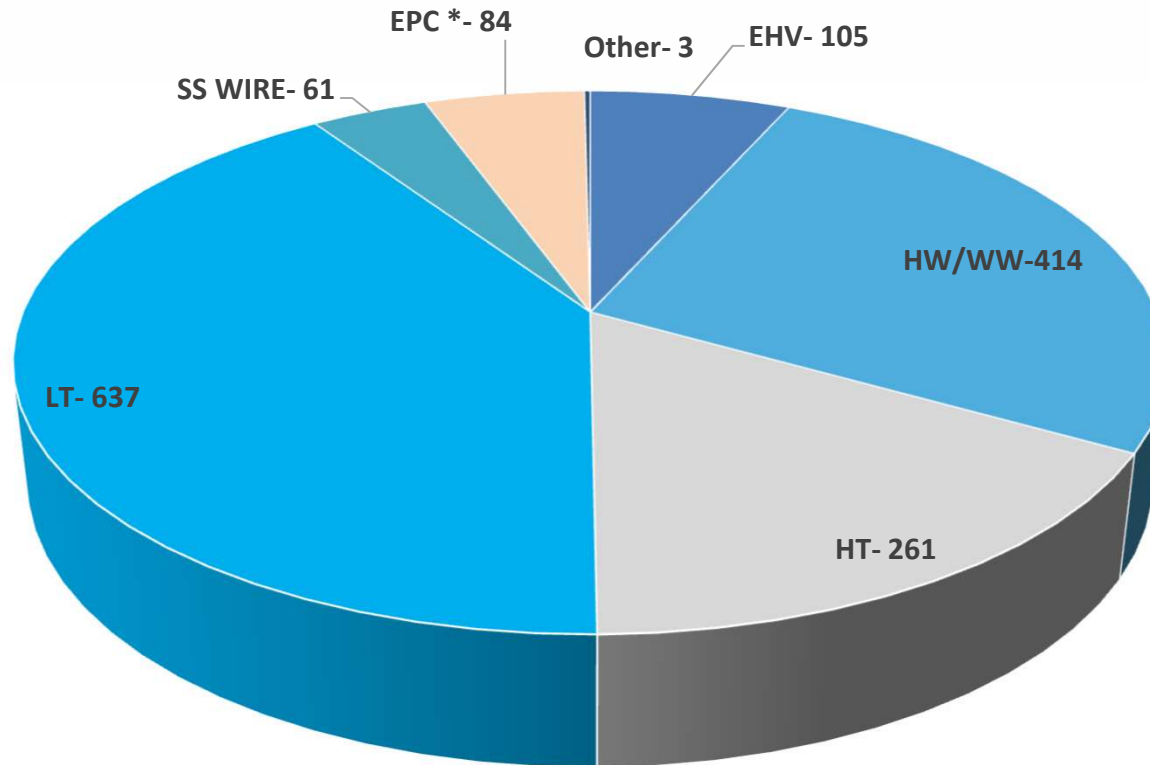
# Breakup of Product and Revenue



Q1 FY 23

Revenue (₹ in Crore)

Product	Revenue
EHV	105
HW/WW	414
HT	261
LT	637
SS Wire	61
EPC*	84
Other	3
Total	1565



\* EPC (Other than cable)

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## Other Information



### PENDING ORDERS

Pending order is approx. ₹ 2,741 Crore and L 1 order of EHV is ₹ 229 Crore.

### FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q1 of FY23 was ₹ 9.23 Crore as compared to last year same period of ₹ 11.42 Crore (Financial charges in terms of percentage has reduced to 0.59% from 1.12% of Net sales).

**DEBT** : Debt ( including CF and acceptance) as on 30.06.2022.

₹ in Crore

Particulars	31.03.21	31.03.22	30.06.22
Debt (TL+WC)	148	225	13
Channel Finance	157	106	88
<b>Gross Debt</b>	<b>305</b>	<b>331</b>	<b>101</b>
Cash & Bank Balances	221	360	172
<b>Net Debt</b>	<b>84</b>	<b>(29)</b>	<b>(71)</b>
Acceptances	323	299	103
<b>Total</b>	<b>407</b>	<b>270</b>	<b>32</b>

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# Balance Sheet (Standalone)



₹ in Crore

ASSETS	Q-1 FY 23*	FY 22	EQUITY AND LIABILITIES	Q-1 FY 23*	FY 22
<b>Non-Current Assets</b>			<b>Equity</b>		
Fixed Assets	549.24	547.41	Equity Share Capital	18.02	18.02
Other Non Current Assets	17.15	18.58	Other Equity	2,222.16	2,117.30
<b>Total Non Current Assets</b>	<b>566.39</b>	<b>565.99</b>	<b>Total Equity</b>	<b>2,240.18</b>	<b>2,135.32</b>
<b>Current Assets</b>			<b>Non-Current Liabilities</b>		
Inventories	1,068.05	1,079.41	Borrowings	-	-
Trade Receivables	1,148.39	1,395.53	Other Non Current Liabilities	60.04	59.06
Cash and Bank Balances	172.22	360.03	<b>Total Non Current Liabilities</b>	<b>60.04</b>	<b>59.06</b>
Other Current Assets	141.64	126.08	<b>Current Liabilities</b>		
<b>Total Current Assets</b>	<b>2,530.30</b>	<b>2,961.05</b>	Short Term Borrowings	100.62	331.37
<b>Total Assets</b>	<b>3,096.69</b>	<b>3,527.04</b>	Trade Payables	478.93	762.62
			Others - Current Liabilities	216.92	238.67
			<b>Total Current Liabilities</b>	<b>796.47</b>	<b>1,332.66</b>
			<b>Total Equity and Liabilities</b>	<b>3,096.69</b>	<b>3,527.04</b>

\*Q-1 FY 23 - UNAUDITED

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## Consolidated Financial Highlights



- During the Q1 of FY 23 Net Sales was ₹ 1565.41 Crore, against same quarter in previous year of ₹ 1017.56 Crore.
- EBIDTA during this Quarter was ₹ 163.16 Crore against same quarter in the previous year of ₹ 116.49 Crore.
- Further, PAT during this Quarter was ₹ 103.76 Crore against same quarter in the previous year of ₹ 67.10 Crore. PAT/Net Sale was 6.63% during the quarter as against 6.59% during last year same period.

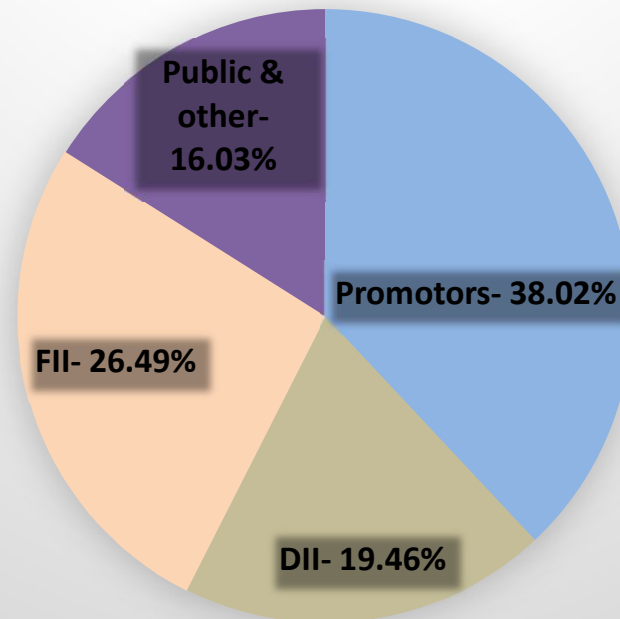
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## Shareholding Related Information



### Shareholding Pattern as on 30.06.2022



**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

**CIN: L74899DL1992PLC051527**

**Contact us For investor relations: [cs@kei-ind.com](mailto:cs@kei-ind.com)**

**Website: [www.kei-ind.com](http://www.kei-ind.com)**

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