



# KEI

## Wires & Cables



# PROUDLY MAKING IN INDIA SINCE 1968

#VocalForLocal

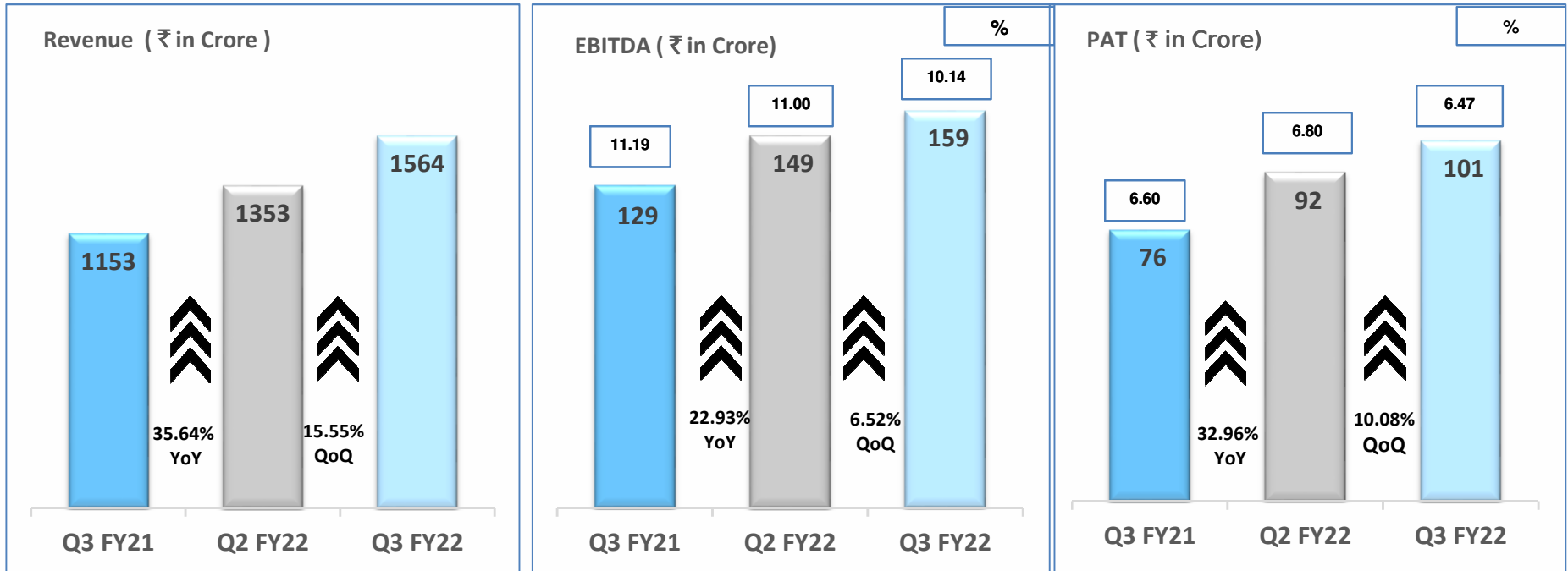
## KEI Industries Limited

# Q-3 FY 2022

## Earnings Presentation

### 27th January, 2022

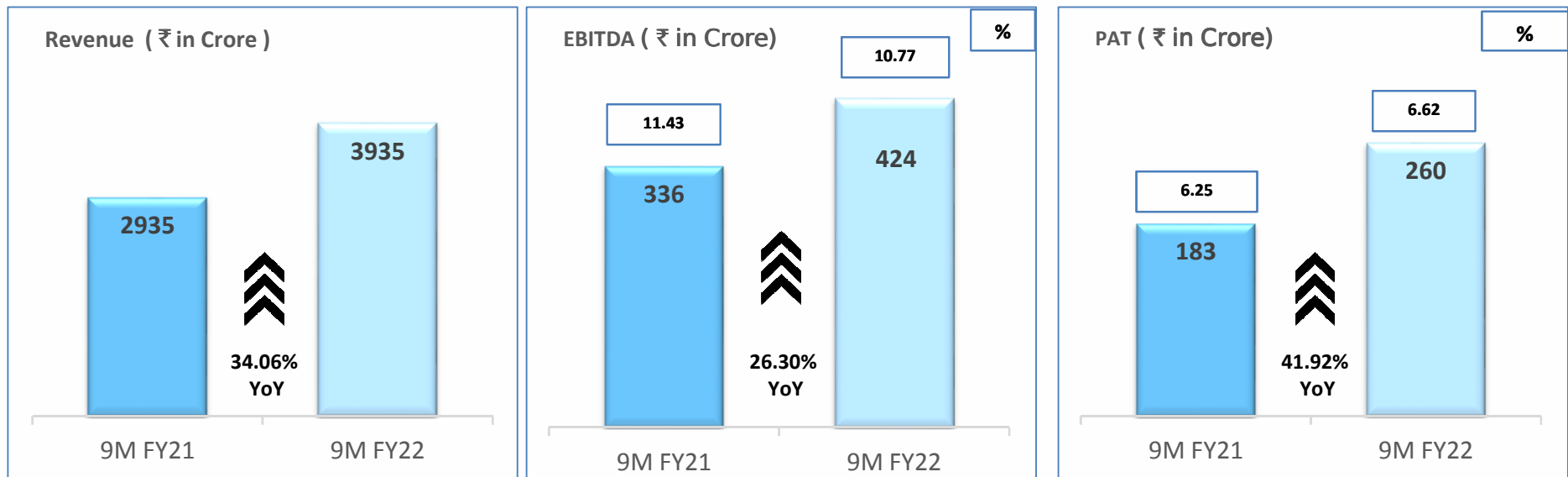
# Financial Performance Q-3 FY 22 Highlights



- Revenue increased by 35.64% YoY in this quarter.
- EBITDA margin in this quarter has declined to 10.14% as against 11.19% YoY.
- PAT margin in this quarter has declined to 6.47% as against 6.60% YoY.

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# Financial Performance 9M FY 22 Highlights



- Revenue increased by 34.06% YoY in 9M FY 22
- EBITDA margin in 9M FY 22 has declined to 10.77% as against 11.43% YoY.
- PAT margin in 9M FY 22 has increased to 6.62% as against 6.25% YoY.

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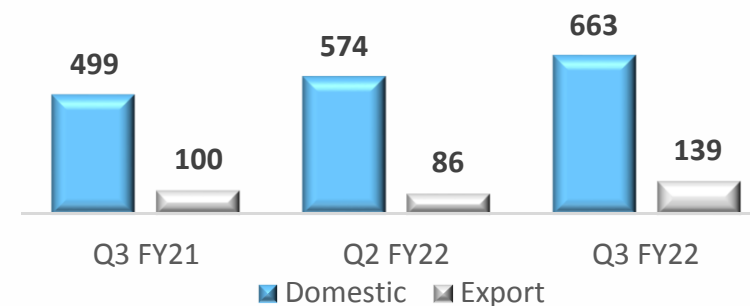
## Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 480 Crore in 3rd quarter as against PY ₹ 343 Crore . Growth by 39.80%
- Domestic Institutional EHV cable sale stood at ₹ 183 crore in 3rd quarter as against PY ₹ 156 Crore. Growth by 17.61%.
- Domestic Institutional Cable Sale increased by 32.86% YoY in 3<sup>rd</sup> quarter.
- Export institutional cable sale increased by 39.43% YoY in 3<sup>rd</sup> quarter.
- Total Institutional Cable Sale including export contributed 51.31% in Q-3 and 50.20% in 9M of FY 22.

### Q-3 FY 22

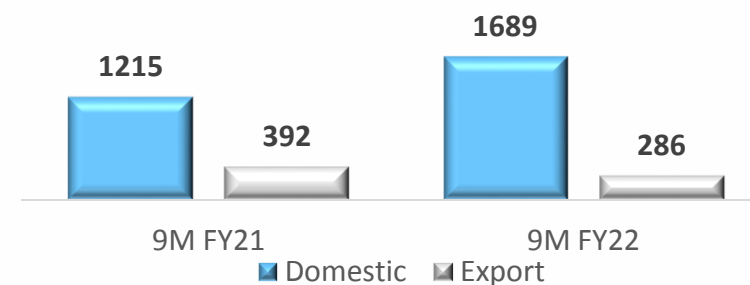
#### Revenue ( ₹ in Crore )



Particulars	Q-3 FY 21	Q-2 FY 22	Q-3 FY 22
Total Institutional Sale including export	599	660	802

### 9M FY 22

#### Revenue ( ₹ in Crore )



Particulars	9M FY 21	9M FY 22
Total Institutional Sale including export	1607	1975

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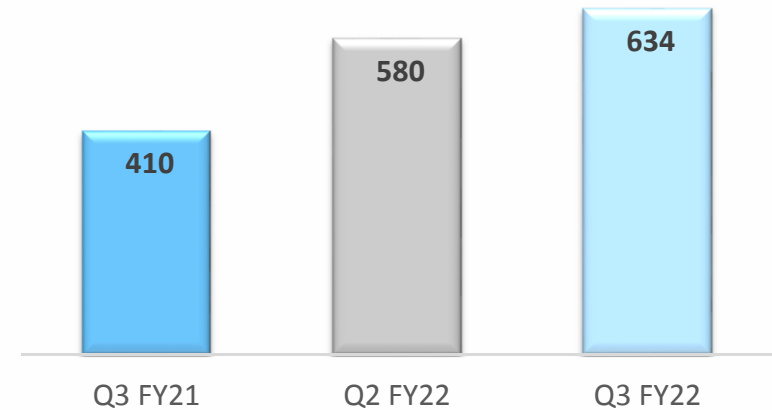
# Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by 54.66% YoY in 3<sup>rd</sup> quarter.
- Sales through Dealer/ Distribution market increased by 69.65% YoY in 9M FY22.
- Sales through Dealer/ Distribution contributed 40.55% of overall sale in Q-3 and 40.70% of overall sale 9M FY22.
- The total active working dealer of the company as on 31.12.2021 was approx. 1700 Nos.

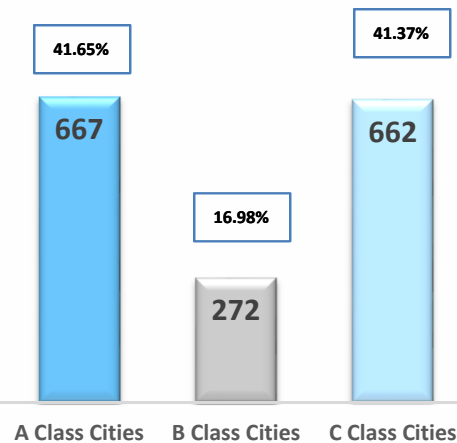
## Q-3 FY 22

### Revenue (₹ in Crore)

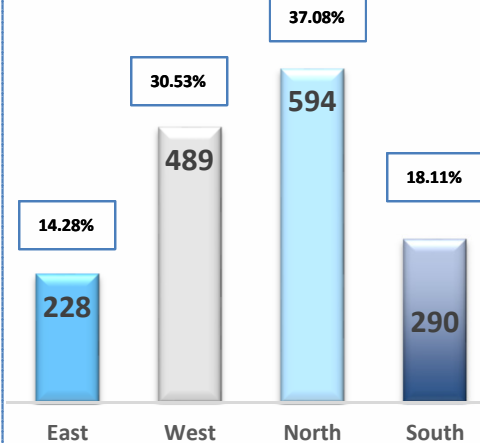


## REVENUE BREAK UP OF 9M FY22 (ZONE AND TIER CITY WISE)

### Revenue (₹ in Crore)

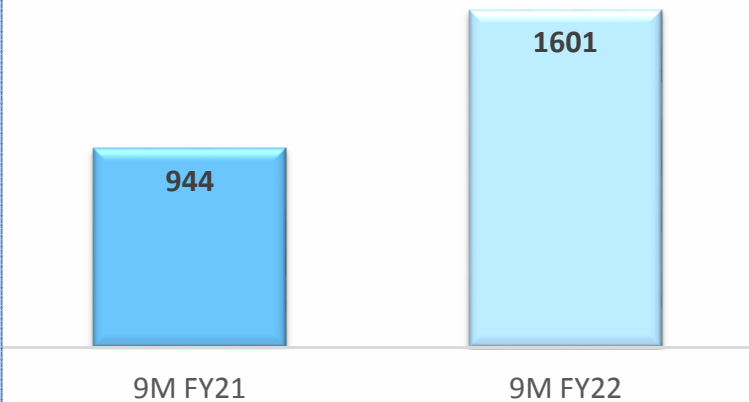


### Revenue (₹ in Crore)



## 9M FY 22

### Revenue (₹ in Crore)



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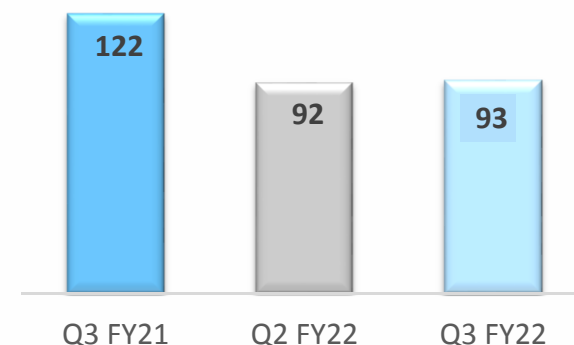
# EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by 23.79% YoY in 3<sup>rd</sup> quarter.
- During the 9M FY22 EPC contribution reduced from 11.35% to 6.88%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 14.74 Crore in this quarter and ₹ 44.36 crore in 9M FY22.
- SS Wire sale increased by 59.80% YoY in 3<sup>rd</sup> quarter and in 9M FY22 by 74.06%.
- Export Sale of SS Wire is ₹ 31.86 Crore in 3<sup>rd</sup> quarter and ₹ 77.86 crore in 9M FY22.

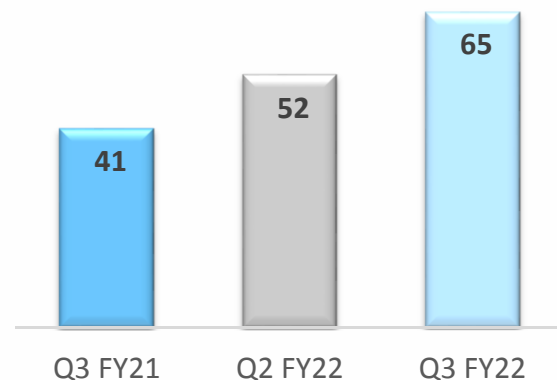
## Q-3 FY 22 (EPC\*)

### Revenue (₹ in Crore)



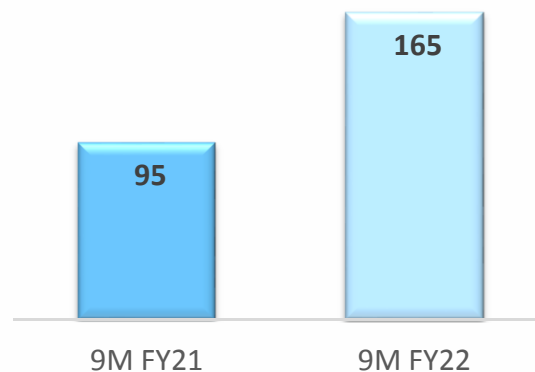
## Q-3 FY 22 (SS wire)

### Revenue (₹ in Crore)



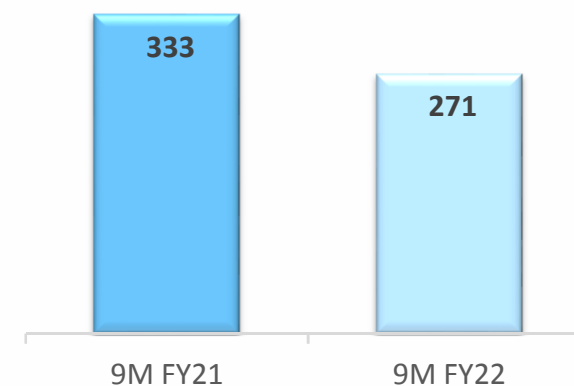
## 9M FY 22 (SS wire)

### Revenue (₹ in Crore)



## 9M FY 22 (EPC\*)

### Revenue (₹ in Crore)



\* EPC (Other than cable)

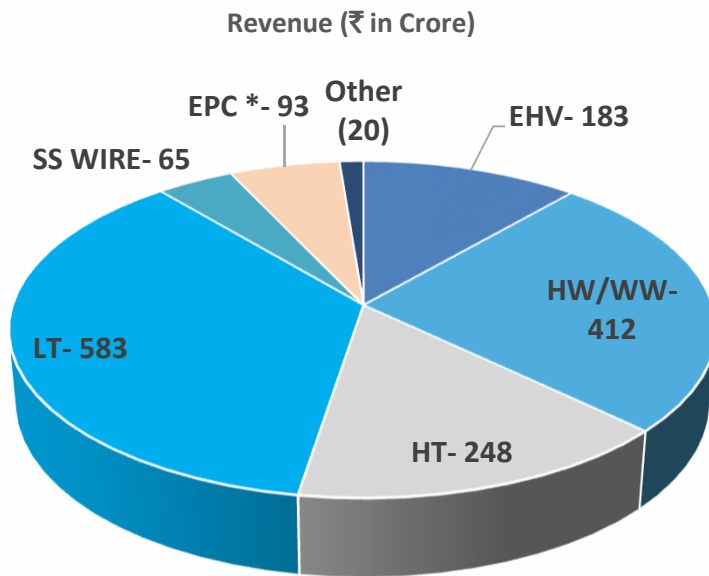
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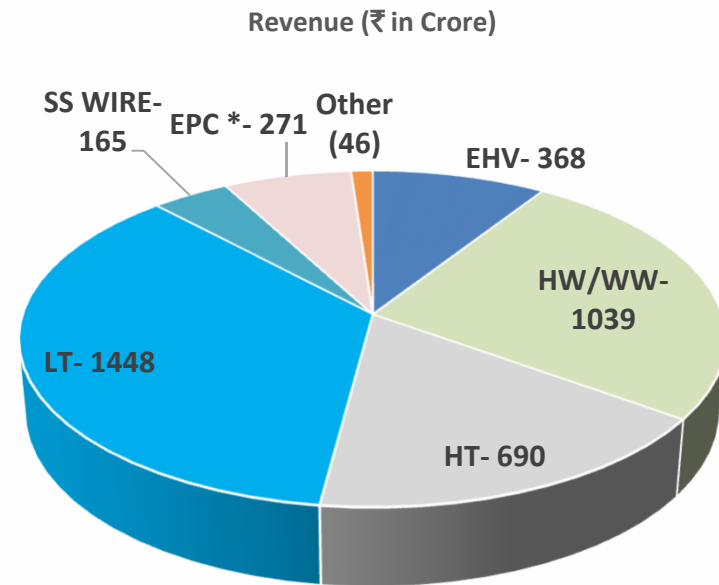
# Breakup of Product and Revenue



Q3 FY 22



9M FY 22



\* EPC (Other than cable)

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## Other Information



### PENDING ORDERS

Pending order is approx. ₹ 2,994 Crore.

### FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q3 of FY22 was ₹ 8.99 Crore as compared to last year same period of ₹ 13.05 Crore (Financial charges in terms of percentage has reduced to 0.57% from 1.13% of Net sales).

In the 9M FY 22, it was ₹ 30.34 Crore as compared to last year same period of ₹ 44.78 Crore. (Financial charges in terms of percentage has reduced to 0.77% from 1.53% of Net sales).

**DEBT** : Debt ( including CF and acceptance) as on 31.12.2021.

₹ in Crore

Particulars	31.03.20	31.03.21	31.12.21
Debt (TL+WC)	229	148	353
Channel Finance	137	157	138
<b>Gross Debt</b>	<b>366</b>	<b>305</b>	<b>491</b>
Cash & Bank Balances	214	221	85
<b>Net Debt</b>	<b>152</b>	<b>84</b>	<b>406</b>
Acceptances	770	323	81
<b>Total</b>	<b>922</b>	<b>407</b>	<b>487</b>

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# Balance Sheet (Standalone)



₹ in Crore

ASSETS	9M FY 22*	FY 21	EQUITY AND LIABILITIES	9M FY 22*	FY 21
<b>Non-Current Assets</b>			<b>Equity</b>		
Fixed Assets	532.49	544.25	Equity Share Capital	18.02	17.97
Other Non Current Assets	22.83	23.89	Other Equity	2,022.66	1,755.59
<b>Total Non Current Assets</b>	<b>555.32</b>	<b>568.14</b>	<b>Total Equity</b>	<b>2,040.68</b>	<b>1,773.56</b>
<b>Current Assets</b>			<b>Non-Current Liabilities</b>		
Inventories	1,036.53	762.75	Borrowings	12.28	31.35
Trade Receivables	1,502.95	1,349.57	Other Non Current Liabilities	59.99	61.19
Cash and Bank Balances	84.61	221.21	<b>Total Non Current Liabilities</b>	<b>72.27</b>	<b>92.54</b>
Other Current Assets	133.65	106.54	<b>Current Liabilities</b>		
<b>Total Current Assets</b>	<b>2,757.74</b>	<b>2,440.07</b>	Short Term Borrowings	451.90	253.61
<b>Total Assets</b>	<b>3,313.06</b>	<b>3,008.21</b>	Trade Payables	491.19	741.43
			Others - Current Liabilities	257.02	147.07
			<b>Total Current Liabilities</b>	<b>1,200.11</b>	<b>1,142.11</b>
			<b>Total Equity and Liabilities</b>	<b>3,313.06</b>	<b>3,008.21</b>

\* 9M FY 22 – UNAUDITED

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## Consolidated Financial Highlights



- During the Q3 of FY 22 Net Sales was ₹ 1563.85 Crore, against same quarter in previous year of ₹ 1152.94 Crore.
- EBIDTA during this Quarter was ₹ 158.52 Crore against same quarter in the previous year of ₹ 129.04 Crore.
- Further, PAT during this Quarter was ₹ 101.23 Crore against same quarter in the previous year of ₹ 76.22 Crore. PAT/Net Sale was 6.47% during the quarter as against 6.61% during last year same period.
- During 9M FY 22, Net Sales was ₹ 3934.84 Crore, against same period in previous year of ₹ 2935.23 Crore.
- EBIDTA during 9M FY 22 was ₹ 423.57 Crore against same period in the previous year of ₹ 335.65 Crore.
- Further, PAT during 9M FY 22, was ₹ 260.03 Crore against same period in the previous year of ₹ 183.47 Crore. PAT/Net Sale was 6.61% as against 6.25% during last year same period.

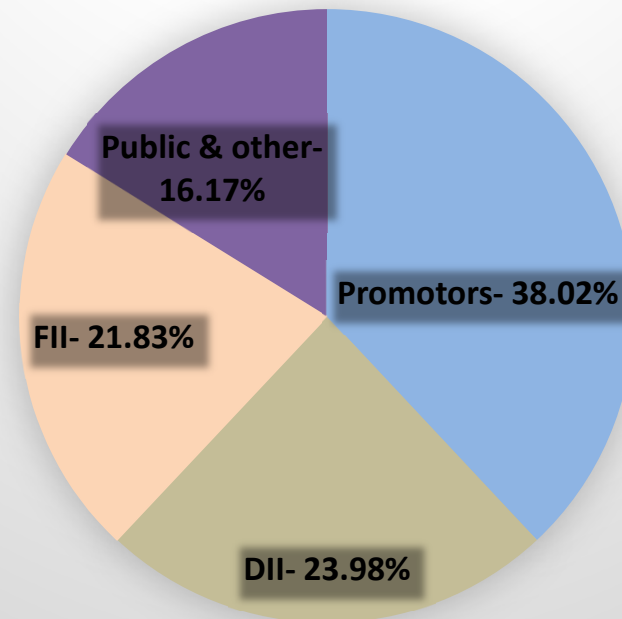
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## Shareholding Related Information



### Shareholding Pattern as on 31.12.2021



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

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