



# KEI

## Wires & Cables



# PROUDLY MAKING IN INDIA SINCE 1968

#VocalForLocal

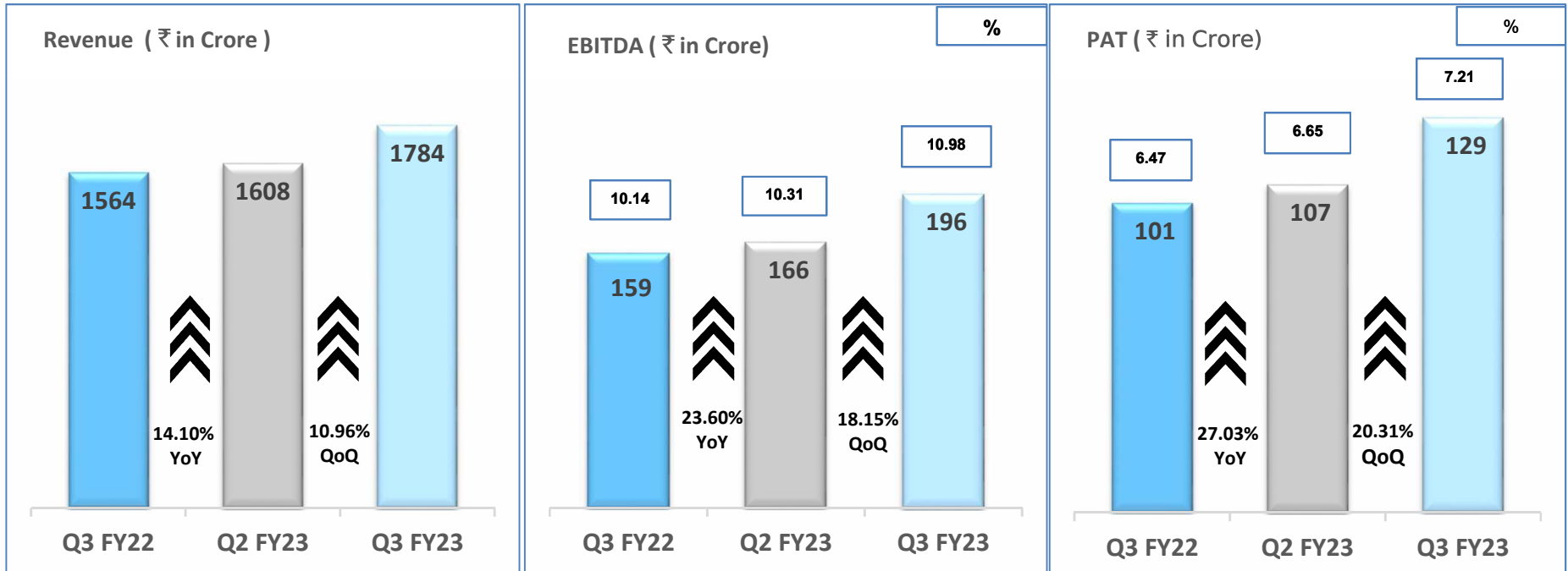
## KEI Industries Limited

# Q-3 FY 2023

### Earnings Presentation

### January 23, 2023

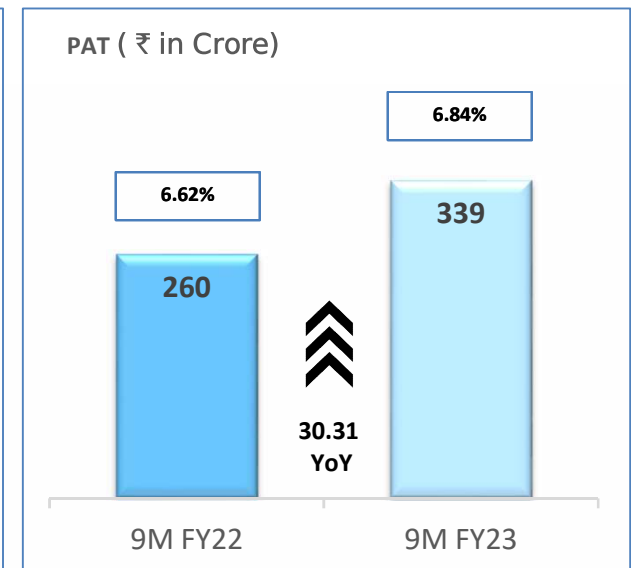
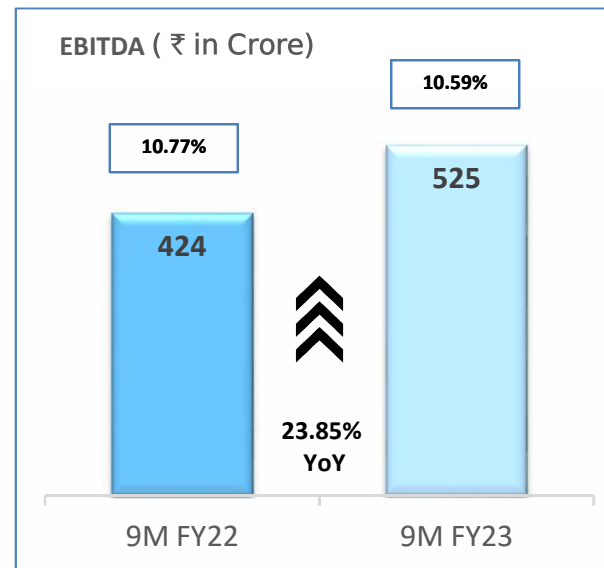
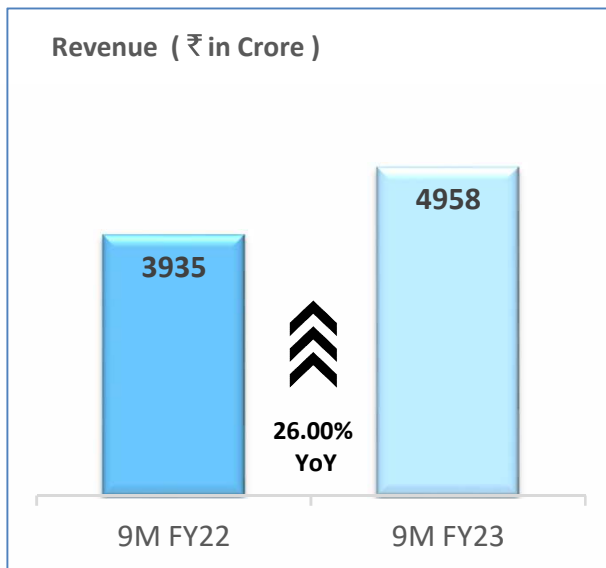
# Financial Performance Q-3 FY 23 Highlights



- Revenue improved by 14.10% YoY in this quarter.
- EBITDA margin in this quarter has improved to 10.98% as against 10.14% YoY.
- PAT margin in this quarter has improved to 7.21% as against 6.47% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

# Financial Performance 9M FY 23 Highlights



- Revenue improved by 26.00% YoY in 9M FY 23
- EBITDA margin in 9M FY 23 has declined to 10.59% as against 10.77% YoY.
- PAT margin in 9M FY 23 has improved to 6.84% as against 6.62% YoY.

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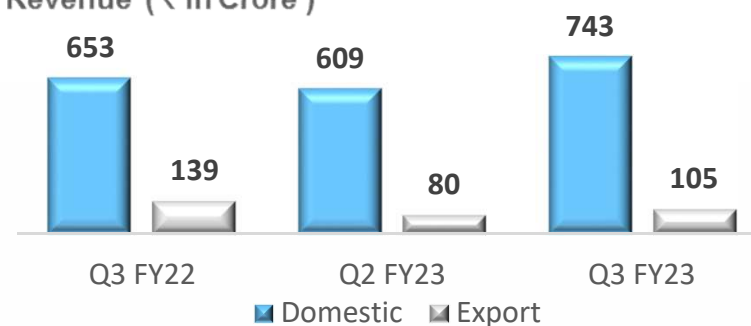
## Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 642 Crore in 3<sup>rd</sup> quarter as against PY ₹ 469 Crore . Growth by 36.76%
- Domestic Institutional EHV cable sale stood at ₹ 101 crore in 3<sup>rd</sup> quarter as against PY ₹ 184 Crore.
- Domestic Institutional Wire and cable sale is ₹ 1678 Crore in 9M of FY 23 as against PY ₹ 1292 Crore . Growth by 29.90%
- Domestic Institutional EHV cable sale stood at ₹ 246 crore in 9M of FY 23 as against PY ₹ 366 Crore.
- Total Institutional Cable Sale including export contributed 47.53% in Q-3 FY 23 against 50.66% in Q-3 FY 22 and 46.43% in 9M of FY 23 against 49.40% in 9M of FY 22

### Q-3 FY 23

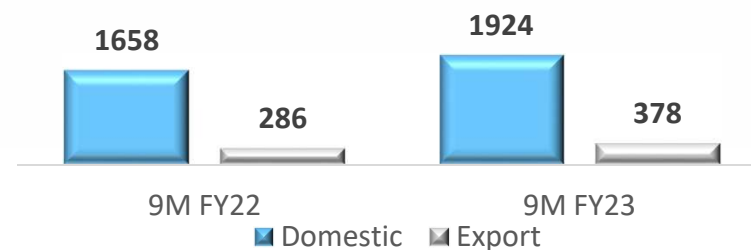
Revenue ( ₹ in Crore )



Particulars	Q-3 FY 22	Q-2 FY 23	Q-3 FY 23
Total Institutional Sale including export	792	689	848

### 9M FY 23

Revenue ( ₹ in Crore )



Particulars	9M FY 22	9M FY 23
Total Institutional Sale including export	1944	2302

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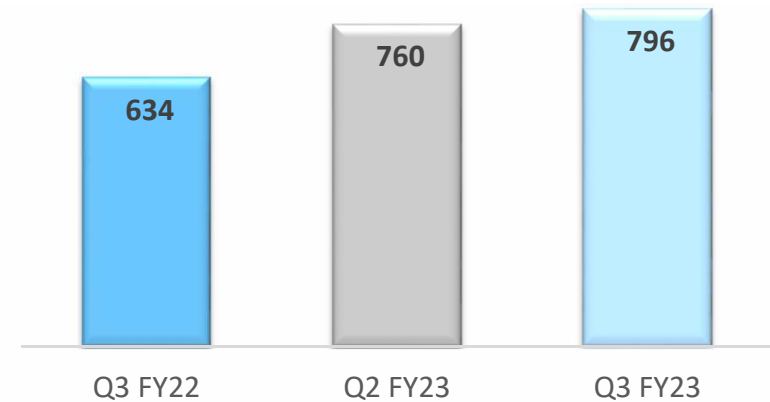
# Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 25.55% YoY in Q-3 FY 23.
- Sales through Dealer/ Distribution contributed approx. 44.62% of overall sale in Q-3 FY 23 and 44.53% of overall sale in 9M of FY23.
- The total active working dealer of the company as on 31.12.2022 was approx. 1900 Nos.
- Sales through Dealer/ Distribution market increased by approx. 38% YoY in 9M of FY23.

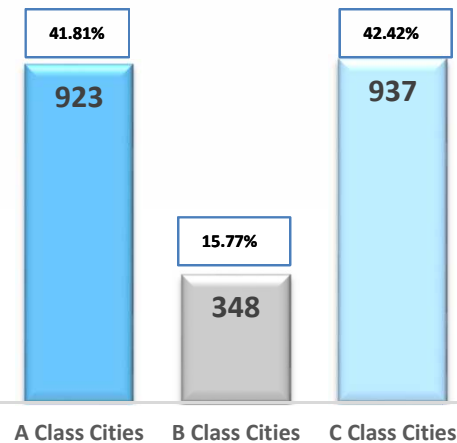
## Q-3 FY 23

Revenue ( ₹ in Crore )

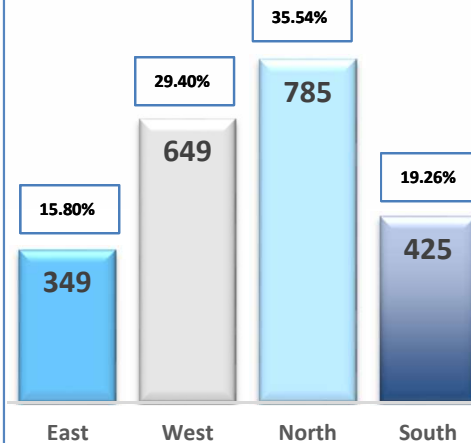


## REVENUE BREAK UP OF 9M FY23 (ZONE AND TIER CITY WISE )

Revenue ( ₹ in Crore )

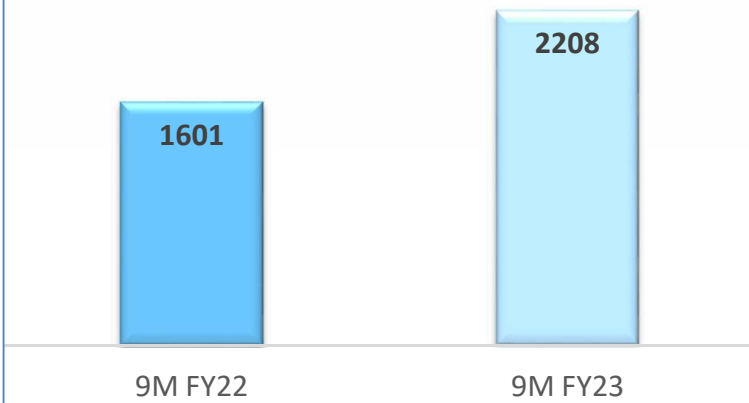


Revenue ( ₹ in Crore )



## 9M FY 23

Revenue ( ₹ in Crore )



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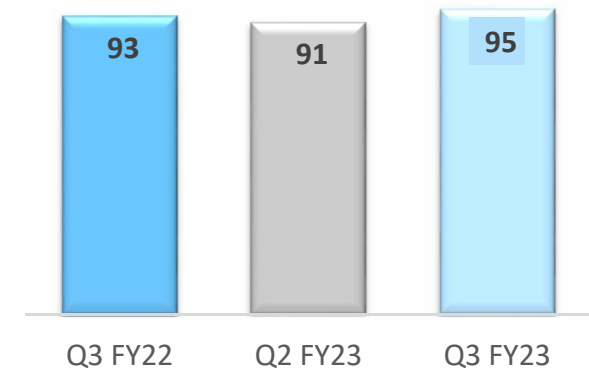
# EPC Projects and SS Wire



- During the 9M of FY23 EPC contribution reduced from 6.89% to 5.45%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 15 Crore in Q-3 FY 23 and ₹ 64 crore in 9M of FY23.
- SS Wire sale Increased by approx. 12.12% YoY in 9M FY 23.
- Export Sale of SS Wire is ₹ 23 Crore in Q-3 FY 23 and ₹ 88 crore in 9M of FY23.

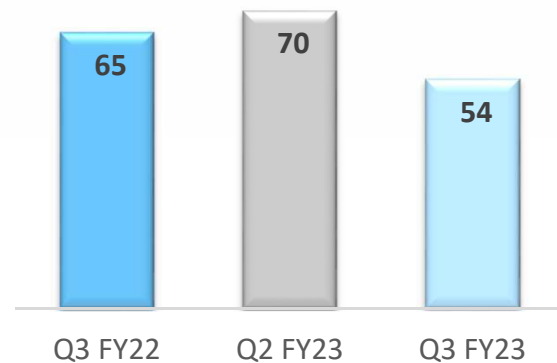
## Q-3 FY 23 (EPC\*)

### Revenue (₹ in Crore)



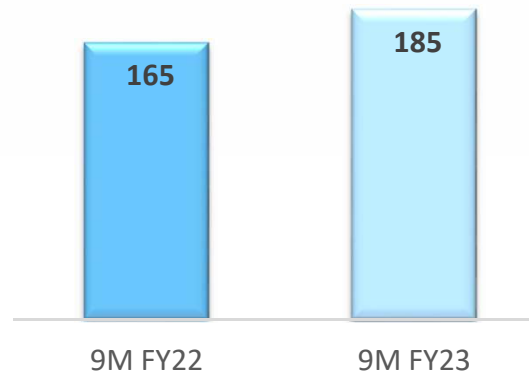
## Q-3 FY 23 (SS wire)

### Revenue (₹ in Crore)



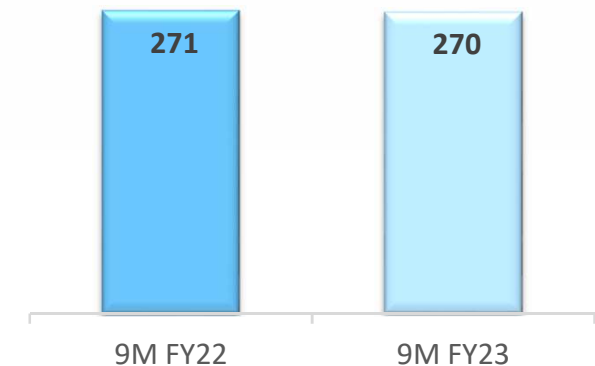
## 9M FY 23 (SS wire)

### Revenue (₹ in Crore)



## 9M FY 23 (EPC\*)

### Revenue (₹ in Crore)



\* EPC (Other than cable)

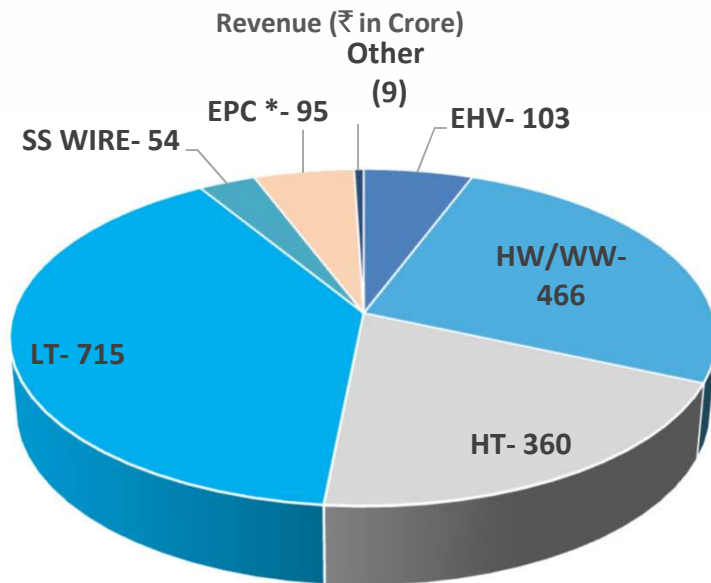
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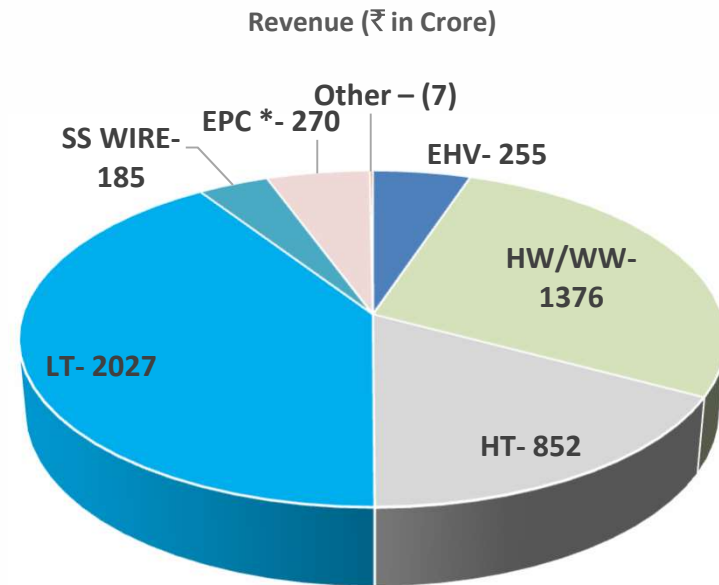
# Breakup of Product and Revenue



**Q3 FY 23**



**9M FY 23**



\* EPC (Other than cable)

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## Other Information



### PENDING ORDERS

Pending order is approx. ₹ 3,443 Crore.

### FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q3 FY23 was ₹ 7.77 Crore as compared to last year same period of ₹ 8.99 Crore (Financial charges in terms of percentage has reduced to 0.44% from 0.57% of Net sales).

In the 9M FY 23, it was ₹ 24.62 Crore as compared to last year same period of ₹ 30.34 Crore. (Financial charges in terms of percentage has reduced to 0.50% from 0.77% of Net sales).

**DEBT** : Debt ( including CF and acceptance):-

₹ in Crore

Particulars	31.12.21	31.03.21	31.03.22	31.12.22
Debt (TL+WC)	353	148	225	37
Channel Finance	138	157	106	126
<b>Gross Debt</b>	<b>491</b>	<b>305</b>	<b>331</b>	<b>163</b>
Cash & Bank Balances	85	221	360	376
<b>Net Debt</b>	<b>406</b>	<b>84</b>	<b>(29)</b>	<b>(213)</b>
Acceptances	81	323	299	128
<b>Total Debt / (Cash)</b>	<b>487</b>	<b>407</b>	<b>270</b>	<b>(85)</b>

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# Balance Sheet (Standalone)



₹ in Crore

ASSETS	9M FY 23*	FY 22	EQUITY AND LIABILITIES	9M FY 23*	FY 22
<b>Non-Current Assets</b>			<b>Equity</b>		
Fixed Assets	544.75	547.41	Equity Share Capital	18.04	18.02
Other Non Current Assets	21.67	18.58	Other Equity	2,457.39	2,117.30
<b>Total Non Current Assets</b>	<b>566.42</b>	<b>565.99</b>	<b>Total Equity</b>	<b>2,475.43</b>	<b>2,135.32</b>
			<b>Non-Current Liabilities</b>		
<b>Current Assets</b>			Borrowings	-	-
Inventories	1,107.53	1,079.41	Other Non Current Liabilities	61.05	59.06
Trade Receivables	1,304.73	1,395.53	<b>Total Non Current Liabilities</b>	<b>61.05</b>	<b>59.06</b>
Cash and Bank Balances	376.24	360.03	<b>Current Liabilities</b>		
Other Current Assets	107.63	126.08	Short Term Borrowings	163.19	331.37
<b>Total Current Assets</b>	<b>2,896.13</b>	<b>2,961.05</b>	Trade Payables	538.53	762.62
<b>Total Assets</b>	<b>3,462.55</b>	<b>3,527.04</b>	Others - Current Liabilities	224.35	238.67
			<b>Total Current Liabilities</b>	<b>926.07</b>	<b>1,332.66</b>
			<b>Total Equity and Liabilities</b>	<b>3,462.55</b>	<b>3,527.04</b>

\* 9M FY 23 - UNAUDITED

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## Consolidated Financial Highlights



- During the Q3 FY 23 Net Sales was ₹ 1784.32 Crore, against same quarter in previous year of ₹ 1563.85 Crore.
- EBIDTA during this Quarter was ₹ 195.94 Crore against same quarter in the previous year of ₹ 158.52 Crore.
- Further, PAT during this Quarter was ₹ 128.60 Crore against same quarter in the previous year of ₹ 101.23 Crore. PAT/Net Sale was 7.21% during the quarter as against 6.47% during last year same period.
- During 9M FY 23, Net Sales was ₹ 4957.80 Crore, against same period in previous year of ₹ 3934.84 Crore.
- EBIDTA during 9M FY 23 was ₹ 524.93 Crore against same period in the previous year of ₹ 423.57 Crore.
- Further, PAT during 9M FY 23, was ₹ 339.25 Crore against same period in the previous year of ₹ 260.03 Crore. PAT/Net Sale was 6.84% as against 6.61% during last year same period.

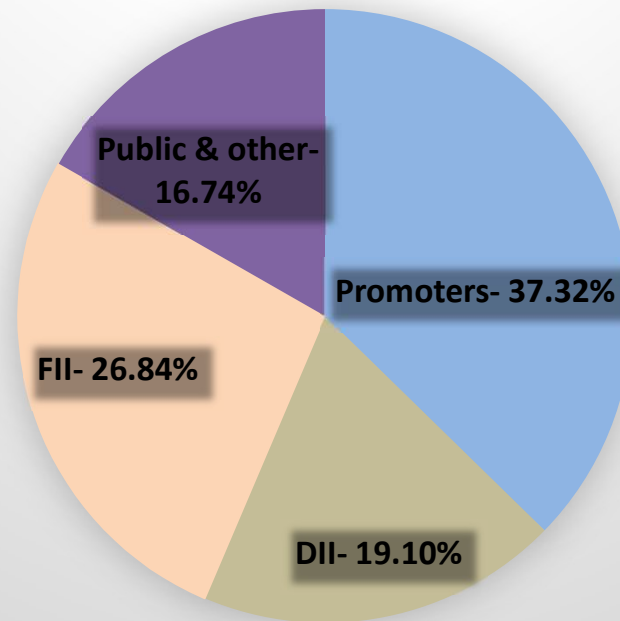
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## Shareholding Related Information



### Shareholding Pattern as on 31.12.2022



**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

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

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