



KEI

Wires & Cables



**PROUDLY MAKING IN INDIA
SINCE 1968**

#VocalForLocal

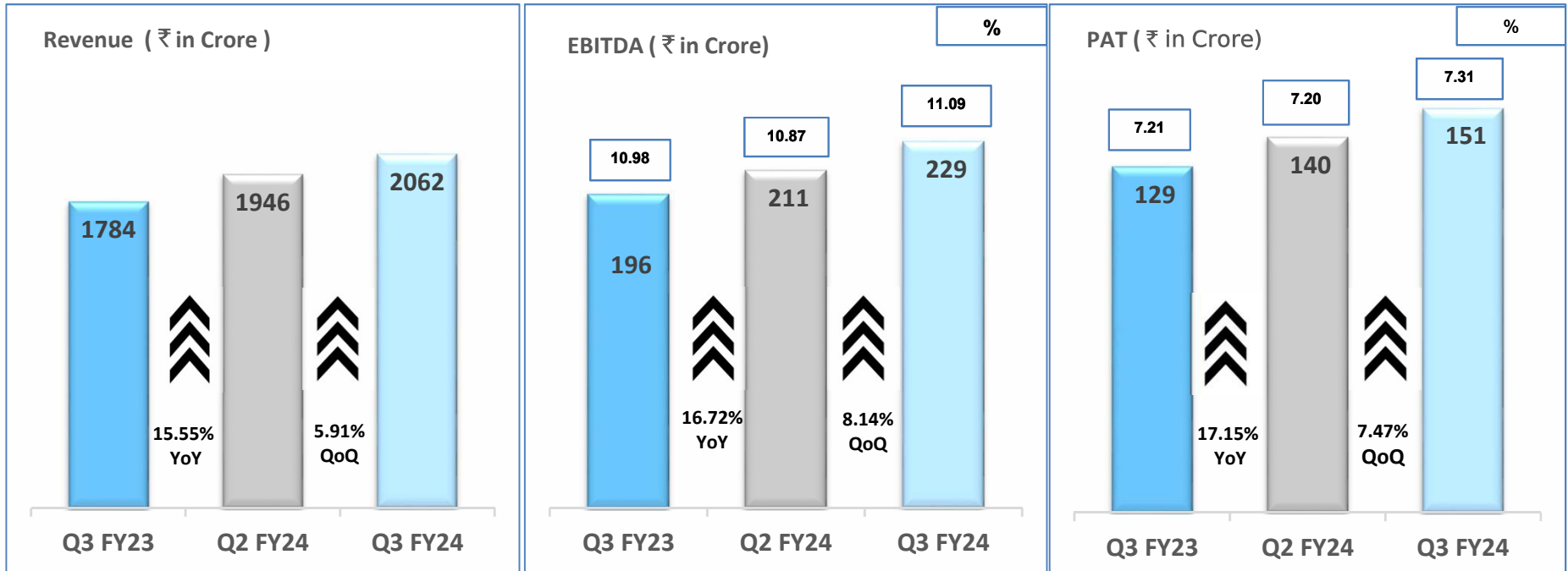
KEI Industries Limited

Q-3 FY 2024

Earnings Presentation

23rd January, 2024

Financial Performance Q-3 FY 24 Highlights

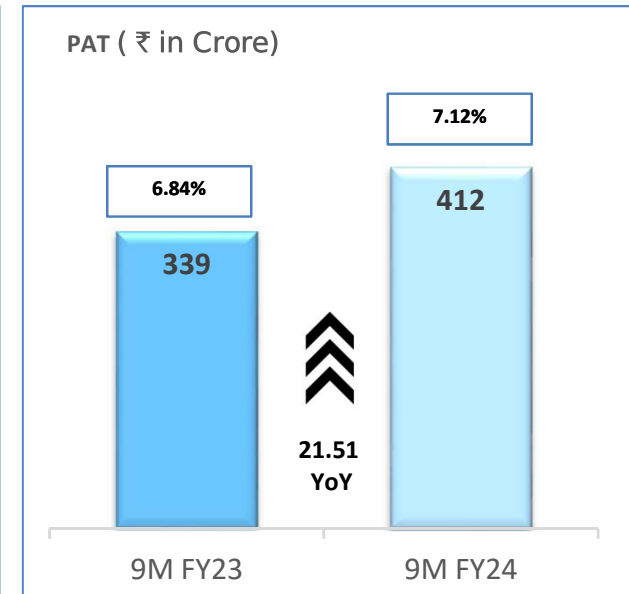
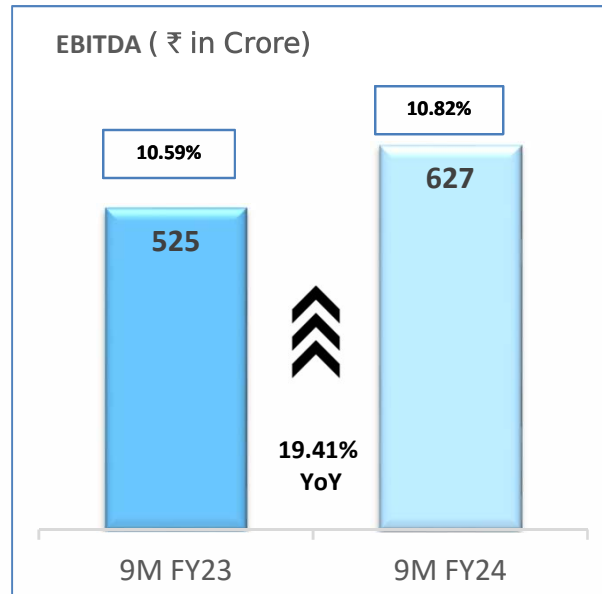
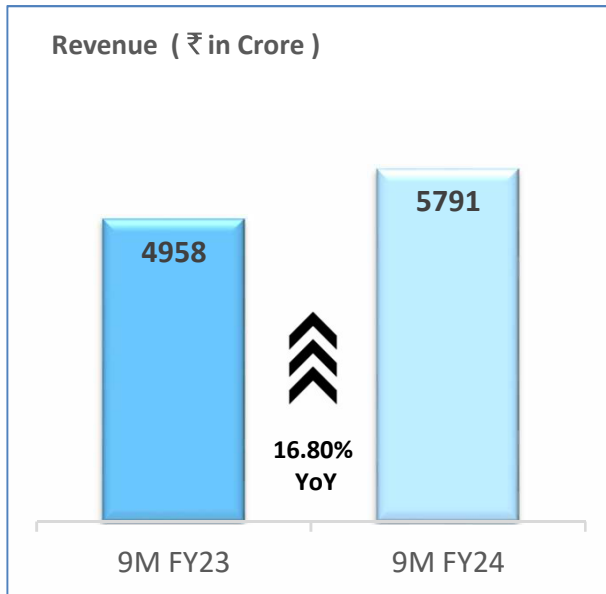


- Revenue improved by 15.55% YoY in this quarter.
- EBITDA margin in this quarter has improved to 11.09% as against 10.98% YoY.
- PAT margin in this quarter has improved to 7.31% as against 7.21% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.



Financial Performance 9M FY 24 Highlights



- Revenue improved by 16.80% YoY in 9M FY 24
- EBITDA margin in 9M FY 24 has improved to 10.82% as against 10.59% YoY.
- PAT margin in 9M FY 24 has improved to 7.12% as against 6.84% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

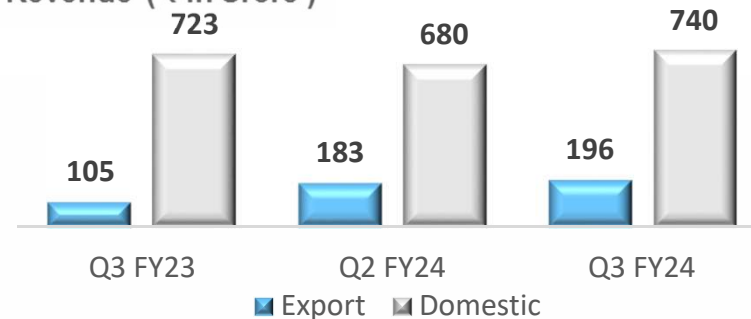
Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 556 Crore in 3rd quarter as against PY ₹ 630 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 184 crore in 3rd quarter as against PY ₹ 93 Crore.
- Total Institutional Cable Sale including export contributed 45.37% in Q-3 FY 24 against 46.43% in Q-3 FY 23.
- Total Institutional sale including export increased by approx. 12.93% YoY in Q-3 FY 24.
- Domestic Institutional Wire and cable sale is ₹ 1560 Crore in 9M of FY 24 as against PY ₹ 1574 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 402 crore in 9M of FY 24 as against PY ₹ 237 Crore.
- Total Institutional Cable Sale including export contributed 44.53% in 9M of FY 24 against 44.16% in 9M of FY 23.
- Total Institutional sale including export increased by approx. 17.78% in 9M of FY24 .

Q-3 FY 24

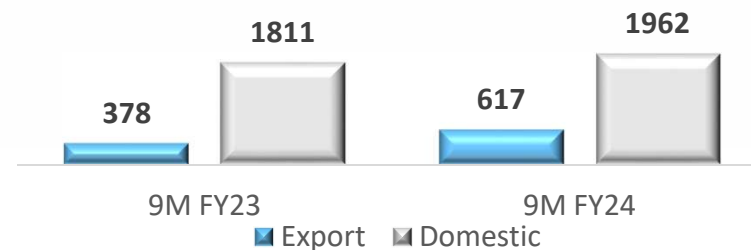
Revenue (₹ in Crore)



Particulars	Q-3 FY 23	Q-2 FY 24	Q-3 FY 24
Total Institutional Sale including export	828	863	936

9M FY 24

Revenue (₹ in Crore)



Particulars	9M FY 23	9M FY 24
Total Institutional Sale including export	2189	2579

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

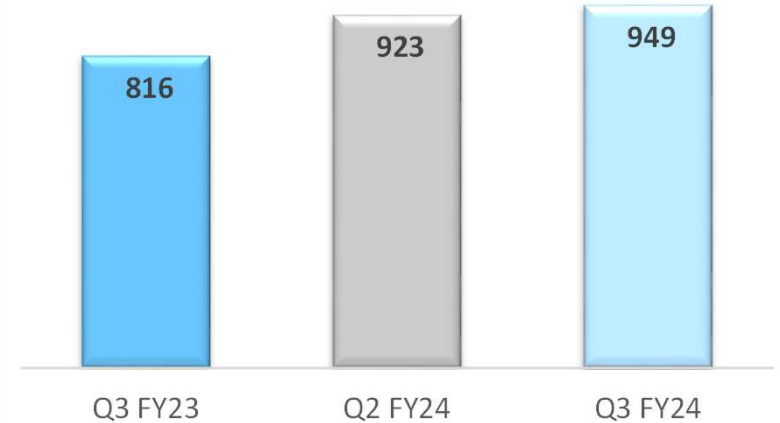
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 16.39% YoY in Q-3 FY 24.
- Sales through Dealer/ Distribution contributed approx. 46.05% of overall sale in Q-3 FY 24 and 46.87% of overall sale in 9M of FY24.
- The total active working dealer of the company as on 31.12.2023 was approx. 1975 Nos.
- Sales through Dealer/ Distribution market increased by approx. 16.98% YoY in 9M of FY24.

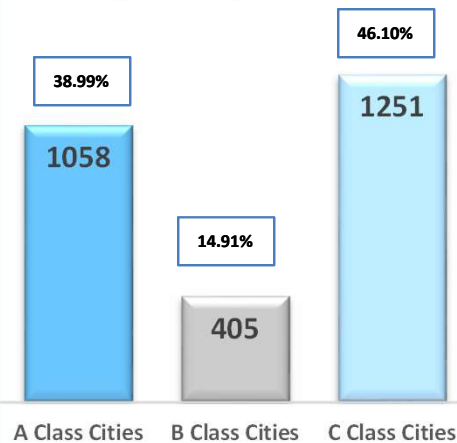
Q-3 FY 24

Revenue (₹ in Crore)

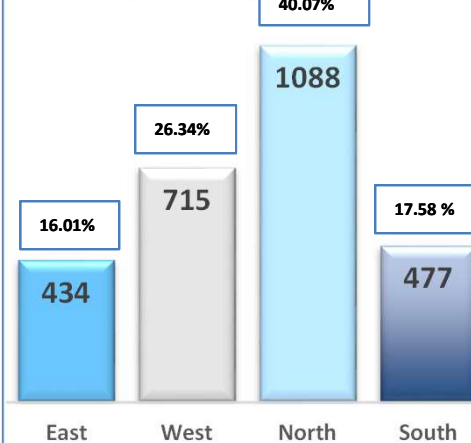


REVENUE BREAK UP OF 9M FY24 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)



Revenue (₹ in Crore)



9M FY 24

Revenue (₹ in Crore)



UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

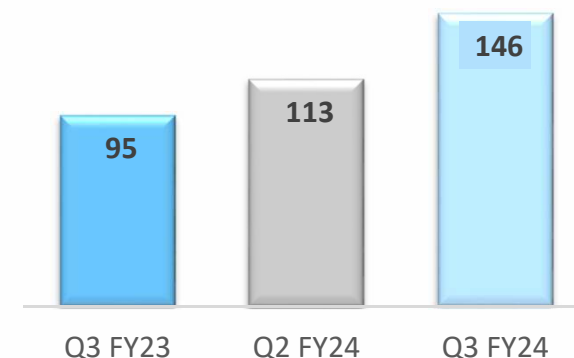
EPC Projects and SS Wire



- EPC Sale (apart from Cable) improved by approx. 52.96% YoY in Q-3 FY 24.
- During the 9M of FY24 EPC contribution is 6.38%.
- Export Sale of EPC is ₹ 69 Crore in Q-3 FY 24 and ₹ 149 crore in 9M of FY24.
- SS Wire sale decreased by approx. 15.33% YoY in Q-3 FY 24 and in 9M of FY24 by approx. 12.68%.
- Export Sale of SS Wire is ₹ 19 Crore in Q-3 FY 24 and ₹ 74 crore in 9M of FY24.

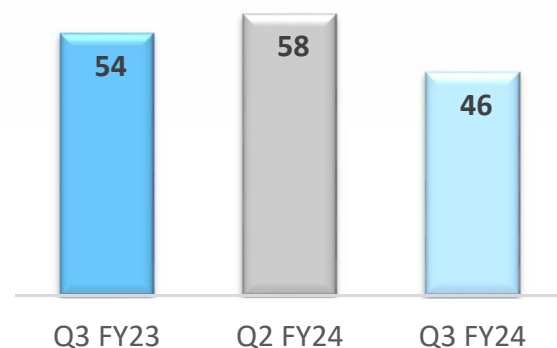
Q-3 FY 24 (EPC*)

Revenue (₹ in Crore)



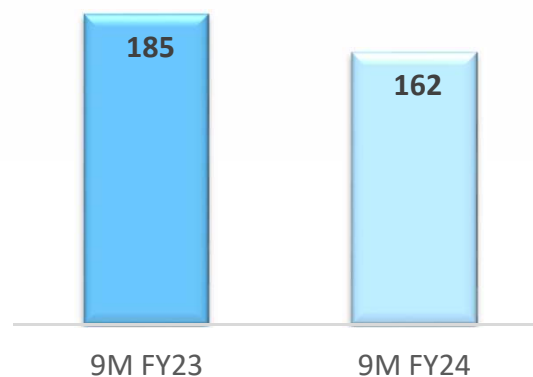
Q-3 FY 24 (SS wire)

Revenue (₹ in Crore)



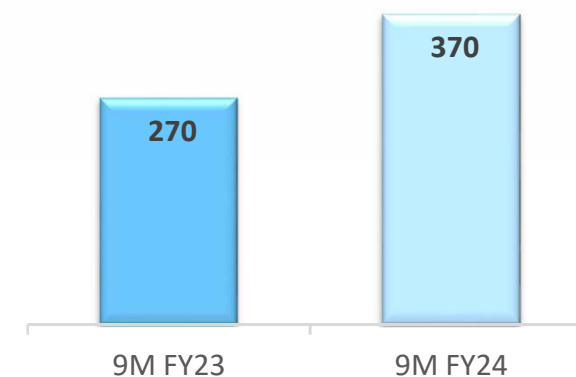
9M FY 24 (SS wire)

Revenue (₹ in Crore)



9M FY 24 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

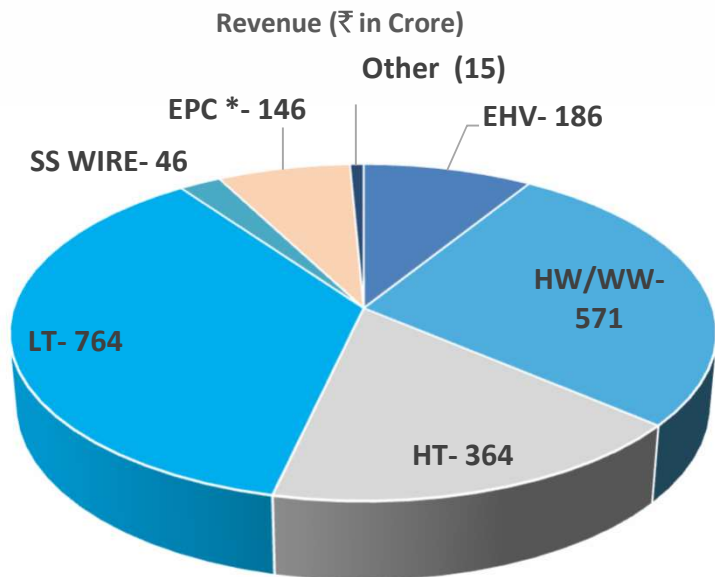
UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

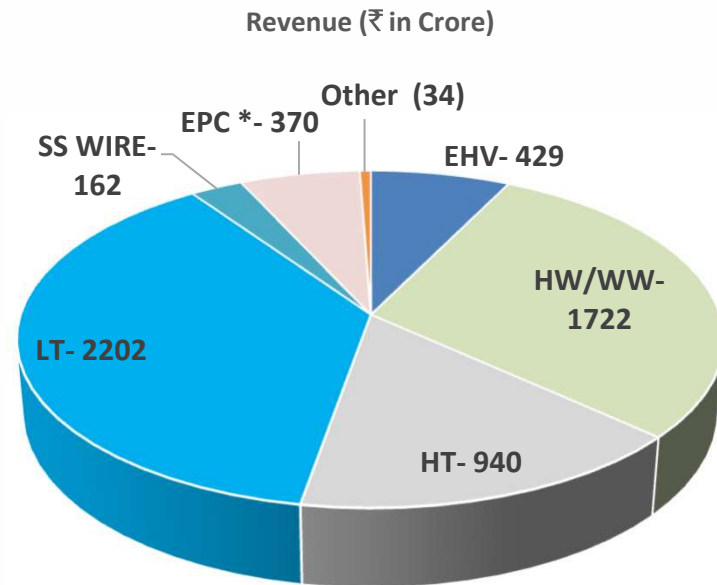
Breakup of Product and Revenue



Q3 FY 24



9M FY 24



* EPC (Other than cable)

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,826 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q3 FY24 was ₹ 10.92 Crore as compared to last year same period of ₹ 7.77 Crore (Financial charges in terms of percentage has **increased** to 0.53% from 0.44% of Net sales).

In the 9M FY 24, it was ₹ 27.39 Crore as compared to last year same period of ₹ 24.62 Crore. (Financial charges in terms of percentage has reduced to 0.47% from 0.50% of Net sales).

DEBT : Debt (including CF and acceptance):-

₹ in Crore

Particulars	31.12.22	31.03.22	31.03.23	31.12.23
Debt (TL+WC)	37	225	-	38
Channel Finance	126	106	135	130
Gross Debt	163	331	135	168
Cash & Bank Balances	376	360	537	480
Net Debt	(213)	(29)	(402)	(312)
Acceptances	128	299	219	337
Total Debt / (Cash)	(85)	270	(183)	25

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

Balance Sheet (Standalone)



₹ in Crore

ASSETS	9M FY24*	FY 23	EQUITY AND LIABILITIES	9M FY 24*	FY 23
Non-Current Assets			Equity		
Fixed Assets	793.06	581.88	Equity Share Capital	18.05	18.04
Other Non Current Assets	75.24	26.94	Other Equity	2,992.89	2,570.97
Total Non Current Assets	868.30	608.82	Total Equity	3,010.94	2,589.01
Current Assets			Non-Current Liabilities		
Inventories	1,349.26	1,102.29	Borrowings	-	-
Trade Receivables	1,478.26	1,387.79	Other Non Current Liabilities	68.72	63.61
Cash and Bank Balances	479.99	537.16	Total Non Current Liabilities	68.72	63.61
Other Current Assets	145.45	134.08	Current Liabilities		
Total Current Assets	3,452.96	3,161.32	Short Term Borrowings	168.26	135.26
Total Assets	4,321.26	3,770.14	Trade Payables	821.60	748.12
			Others - Current Liabilities	251.74	234.14
			Total Current Liabilities	1,241.60	1,117.52
			Total Equity and Liabilities	4,321.26	3,770.14

* 9M FY 24 - UNAUDITED

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

Consolidated Financial Highlights



- During the Q3 FY 24 Net Sales was ₹ 2061.72 Crore, against same quarter in previous year of ₹ 1784.32 Crore.
- EBIDTA during this Quarter was ₹ 228.72 Crore against same quarter in the previous year of ₹ 195.94 Crore.
- Further, PAT during this Quarter was ₹ 150.67 Crore against same quarter in the previous year of ₹ 128.60 Crore. PAT/Net Sale was 7.31% during the quarter as against 7.21% during last year same period.
- During 9M FY 24, Net Sales was ₹ 5790.87 Crore, against same period in previous year of ₹ 4957.80 Crore.
- EBIDTA during 9M FY 24 was ₹ 626.83 Crore against same period in the previous year of ₹ 524.93 Crore.
- Further, PAT during 9M FY 24, was ₹ 412.26 Crore against same period in the previous year of ₹ 339.25 Crore. PAT/Net Sale was 7.12% as against 6.84% during last year same period.

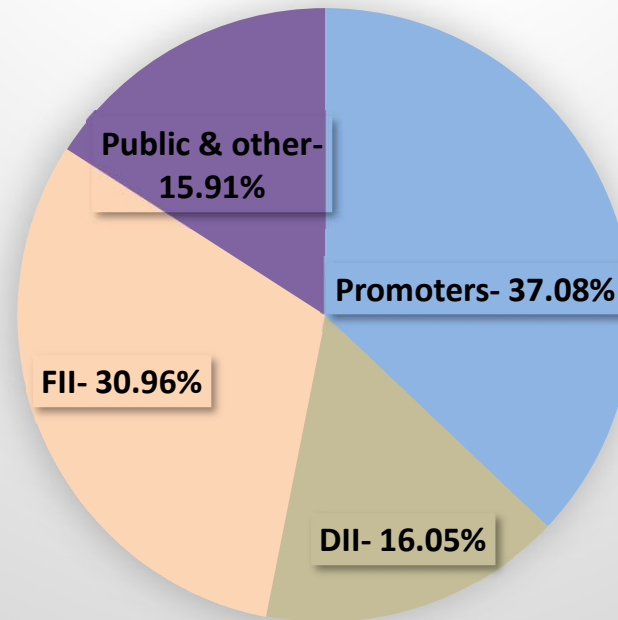
UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

Shareholding Related Information



Shareholding Pattern as on 31.12.2023



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.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables



THANK YOU

CIN: L74899DL1992PLC051527

Contact us For investor relations: cs@kei-ind.com

Website: www.kei-ind.com

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables