



KEI

Wires & Cables



PROUDLY MAKING IN INDIA
SINCE 1968

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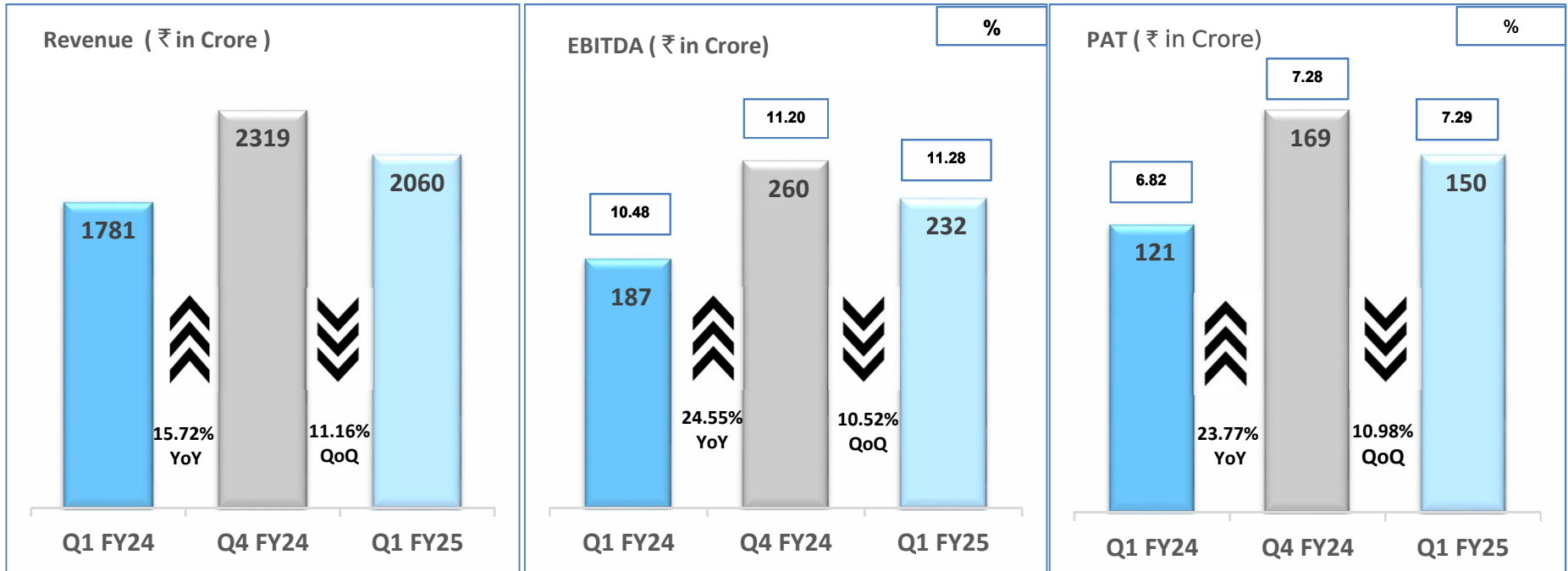
KEI Industries Limited

Q-1 FY 2025

Earnings Presentation

July 29, 2024

Financial Performance Q-1 FY 25 Highlights



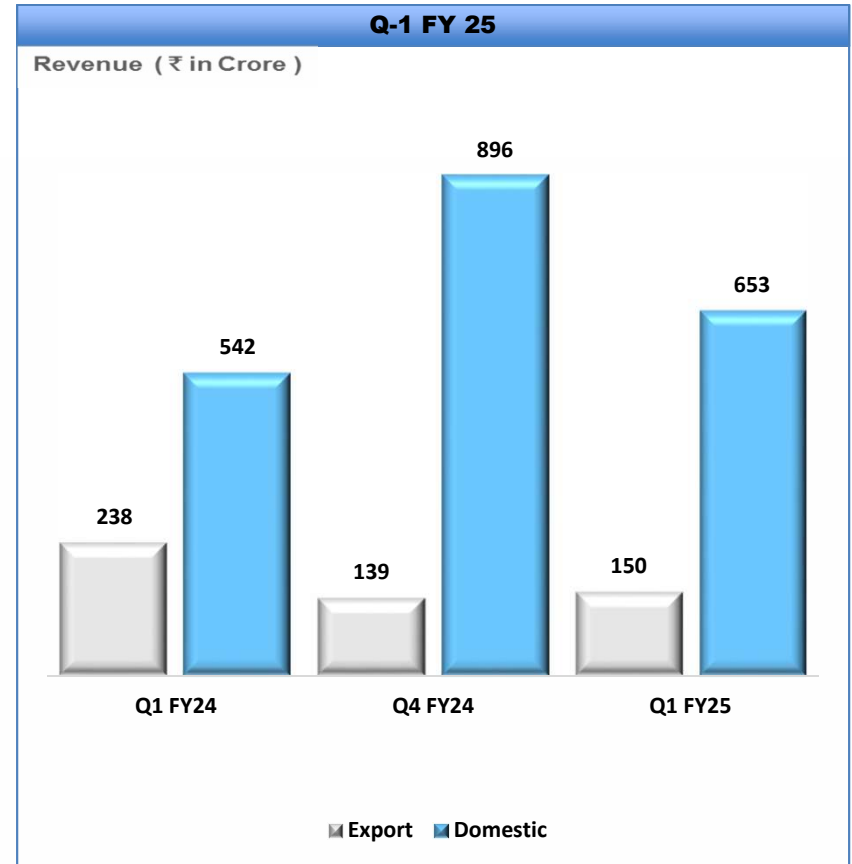
- Revenue improved by 15.72% YoY in this quarter.
- EBITDA margin in this quarter has improved to 11.28% as against 10.48% YoY.
- PAT margin in this quarter has improved to 7.29% as against 6.82% YoY.

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Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 574 Crore in 1st quarter as against PY ₹ 493 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 79 crore in 1st quarter as against PY ₹ 49 Crore.
- Total Institutional Cable and Wire Sale including export contributed 38.97% in Q-1 FY 25 against 43.80% in Q-1 FY 24.
- Total Domestic Institutional Sale increased by 20.66% YoY in Q-1 FY 25
- Total Institutional sale including export increased by approx. 3.00% YoY in Q-1 FY 25.



Particulars	Q-1 FY 24	Q-4 FY 24	Q-1 FY 25
Total Institutional Sale including export	780	1035	803

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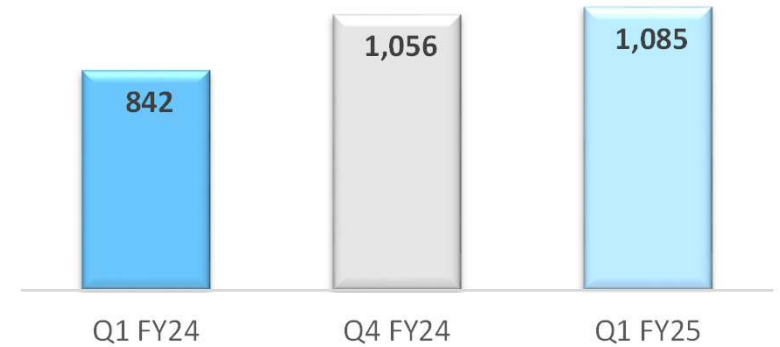
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 28.85% YoY in Q-1 FY 25.
- Sales through Dealer/ Distribution contributed approx. 52.65% of overall sale in Q-1 FY 25 as against 47.29% in Q-1 FY 24
- The total active working dealer of the company as on 30.06.2024 was approx. 2015 Nos.

Q-1 FY 25

Revenue (₹ in Crore)

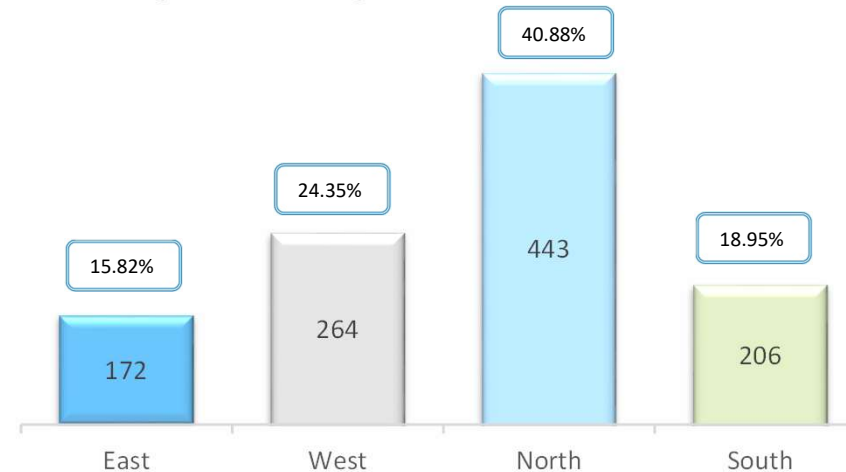


REVENUE BREAK UP OF Q-1 FY25 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)



Revenue (₹ in Crore)



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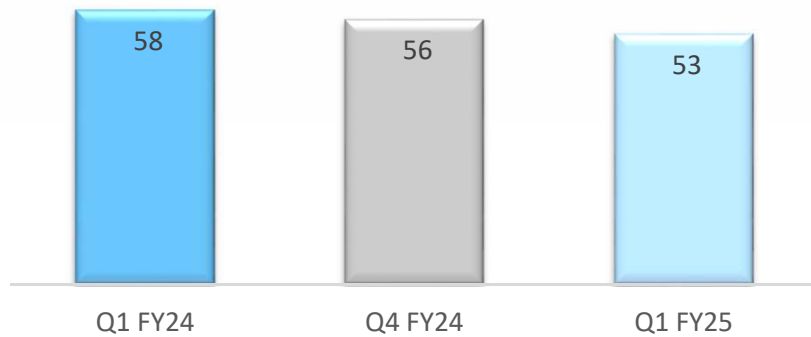
EPC Projects and SS Wire



- EPC Sale (apart from Cable) improved by approx. 18.54% YoY in 1st quarter.
- During the Q-1 FY25 EPC contribution is 6.36%.
- Export Sale of EPC is ₹ 58 Crore in this quarter against PY ₹ 42 crore.
- SS Wire sale decreased by approx. 8.25% YoY in this quarter.
- Export Sale of SS Wire is ₹ 25 Crore in this quarter against PY ₹ 27 crore.

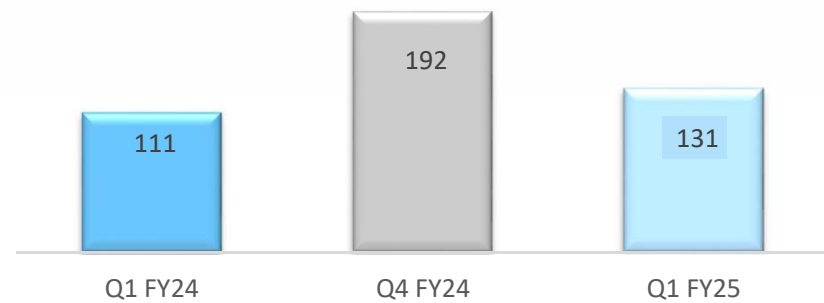
Q-1 FY 25 (SS wire)

Revenue (₹ in Crore)



Q-1 FY 25 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

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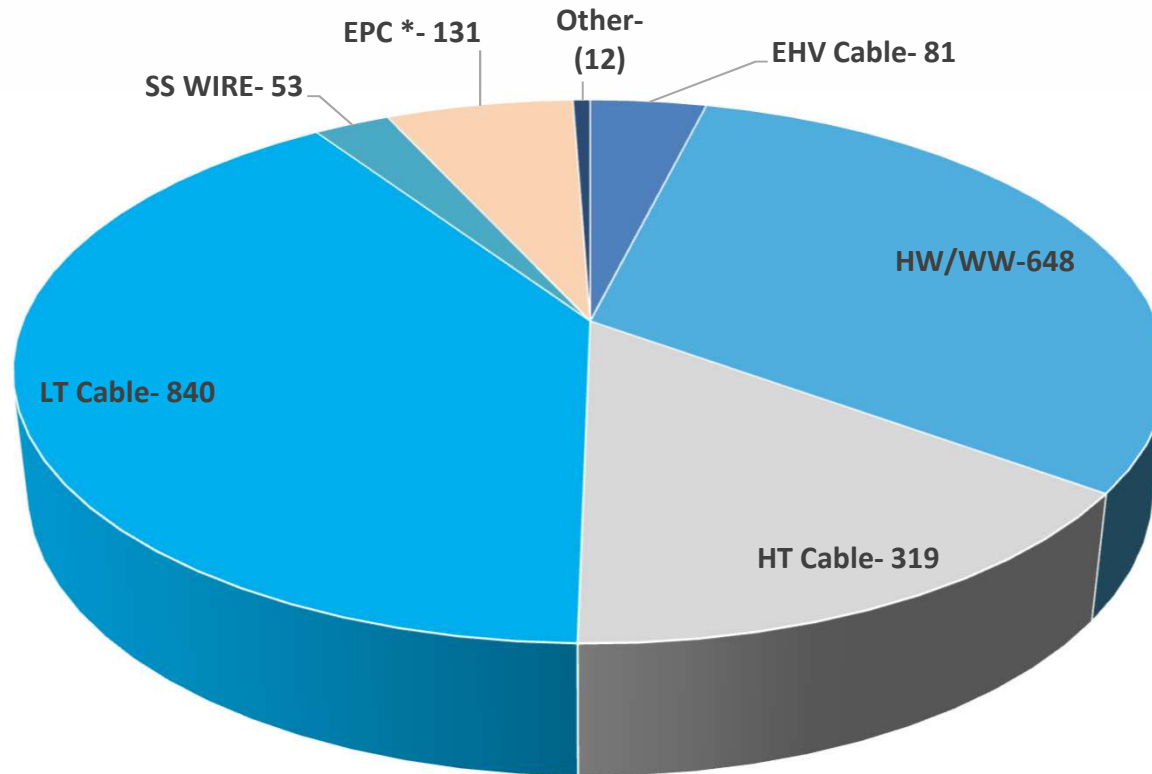
Breakup of Product and Revenue



Q1 FY 25

Revenue (₹ in Crore)

Product	Revenue
EHV Cable	81
HW/WW	648
HT Cable	319
LT Cable	840
SS Wire	53
EPC*	131
Other	-12
Total	2,060



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,590 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q1 FY25 was ₹ 14.16 Crore as compared to last year same period of ₹ 8.94 Crore (Financial charges in terms of percentage has increased to 0.69% from 0.50% of Net sales).

DEBT : Debt (including CF and acceptance) as on 30.06.2024:-

₹ in Crore

Particulars	31.03.23	31.03.24	30.06.24
Debt (TL+WC)	-	37	67
Channel Finance	135	97	98
Gross Debt	135	134	165
Cash & Bank Balances	537	700	599
Net Debt	(402)	(566)	(434)
Acceptances	219	506	504
Total Debt / (Cash)	(183)	(60)	70

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	Q-1 FY 25*	FY 24	EQUITY AND LIABILITIES	Q-1 FY 25*	FY 24
Non-Current Assets			Equity		
Fixed Assets	948.25	891.23	Equity Share Capital	18.05	18.05
Other Non Current Assets	154.65	67.77	Other Equity	3,282.74	3,130.21
Total Non Current Assets	1,102.90	959.00	Total Equity	3,300.79	3,148.26
Current Assets			Non-Current Liabilities		
Inventories	1,513.33	1,342.75	Borrowings	50.49	-
Trade Receivables	1,424.03	1,517.87	Other Non Current Liabilities	87.64	76.85
Cash and Bank Balances	599.04	700.37	Total Non Current Liabilities	138.13	76.85
Other Current Assets	184.67	136.46	Current Liabilities		
Total Current Assets	3,721.07	3,697.45	Short Term Borrowings	114.56	134.23
Total Assets	4,823.97	4,656.45	Trade Payables	1,006.60	1,007.94
			Others - Current Liabilities	263.89	289.17
			Total Current Liabilities	1,385.05	1,431.34
			Total Equity and Liabilities	4,823.97	4,656.45

*Q-1 FY 25 - UNAUDITED

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Consolidated Financial Highlights



- During the Q1 FY 25 Net Sales from Continuing operations was ₹ 2060.50 Crore, against same quarter in previous year of ₹ 1780.53 Crore.
- EBIDTA from Continuing operations during this Quarter was ₹ 232.41 Crore against same quarter in the previous year of ₹ 186.60 Crore.
- Further, PAT from Continuing Operations during this Quarter was ₹ 150.25 Crore against same quarter in the previous year of ₹ 121.38 Crore. PAT/Net Sale was 7.29% during the quarter as against 6.82% during last year same period.

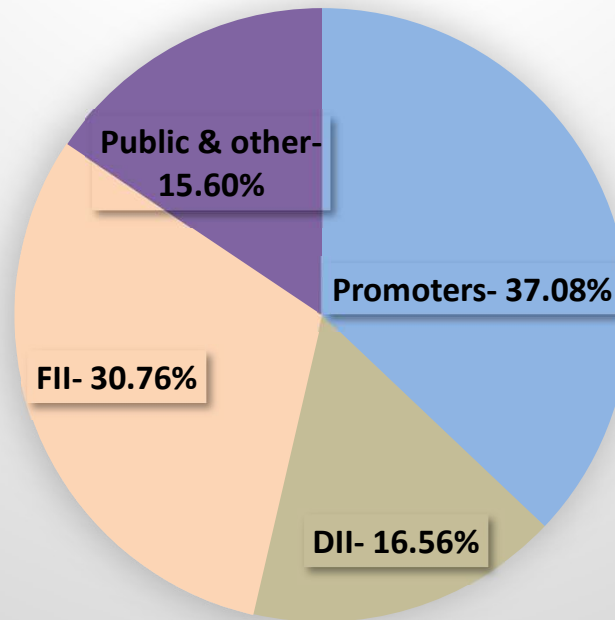
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Shareholding Related Information



Shareholding Pattern as on 30.06.2024



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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