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Wires & Cables



PROUDLY MAKING IN INDIA SINCE 1968

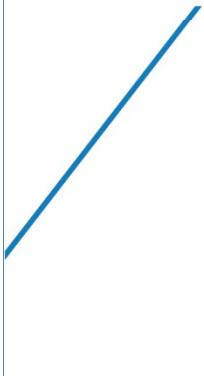
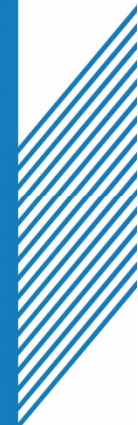
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KEI Industries Limited

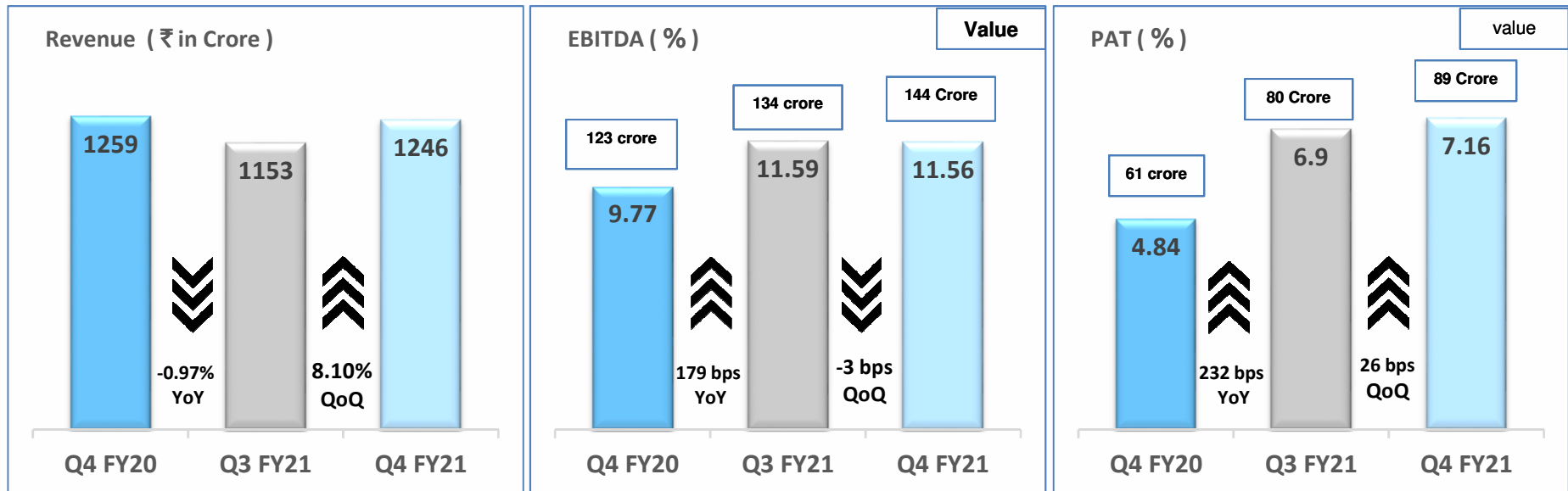
Q-4 FY 2021

Earnings Presentation

29th May, 2021



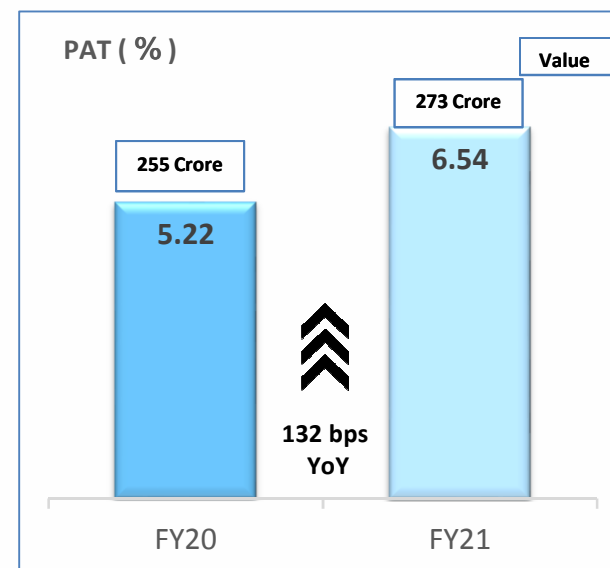
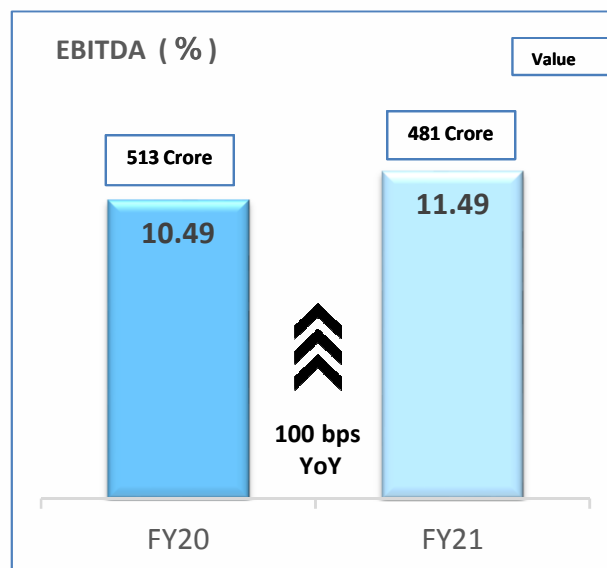
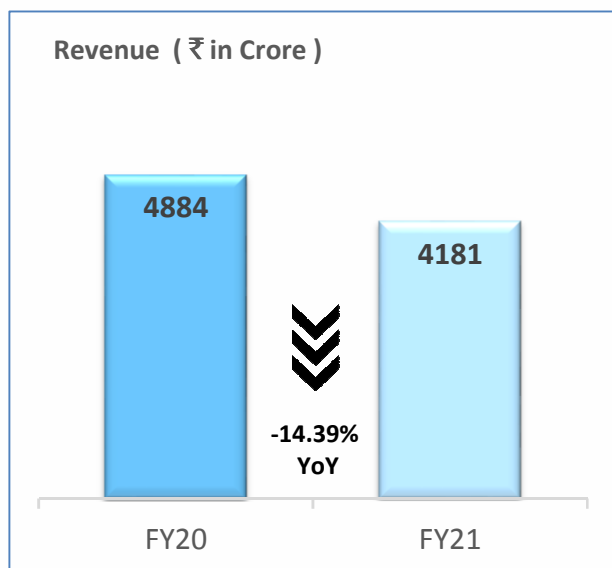
Financial Performance Q-4 FY 21 Highlights



- Revenue declined marginally by 0.97% YoY in this quarter, mainly because of lower revenue from EPC and execution of one large export order in PY.
- EBITDA margin in this quarter has improved to 11.56% as against 9.77% YoY.
- PAT margin in this quarter has improved to 7.16% as against 4.84% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

Financial Performance FY 21 Highlights



- Revenue declined 14.39% YoY in FY 21, mainly because of lower revenue from EPC, execution of one large export order in PY and lockdown / business restriction in Q1 of FY 21 because of COVID.
- EBITDA margin in FY 21 has improved to 11.49% as against 10.49% YoY.
- PAT margin in FY 21 has improved to 6.54% as against 5.22% YoY.

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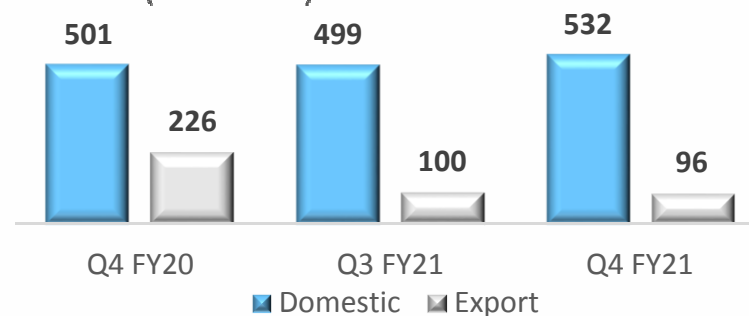
Cable and Wires – Institutional



- Domestic Institutional cable sale (HT& LT) is ₹ 460 Crore in 4th quarter as against PY ₹ 374 Crore . Growth by approx. 22.96%
- Domestic Institutional cable sale (EHV) stood at ₹ 72 crore in 4th quarter and ₹ 418 Crore in FY 21.
- Domestic Institutional Cable Sale increased by approx. 6.19% YoY in 4th quarter, while growth in Q3 v/s Q4 of FY 21 was approx. 6.61%.
- Total Institutional Cable Sale including export contributed 50.40% in Q-4 of FY 21 and 53.46% in FY 21.
- In FY21 Export sale of cable declined by 38.69% YoY due to execution of one large export order in PY.

Q-4 FY 21

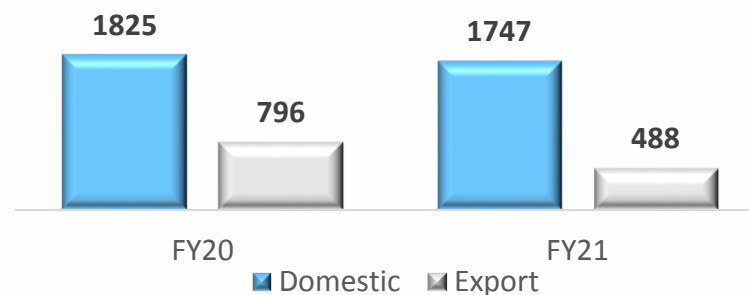
Revenue (₹ in Crore)



Particulars	Q-4 FY 20	Q-3 FY 21	Q-4 FY 21
Total Institutional Sale including export	727	599	628

FY 21

Revenue (₹ in Crore)



Particulars	FY 20	FY 21
Total Institutional Sale including export	2621	2235

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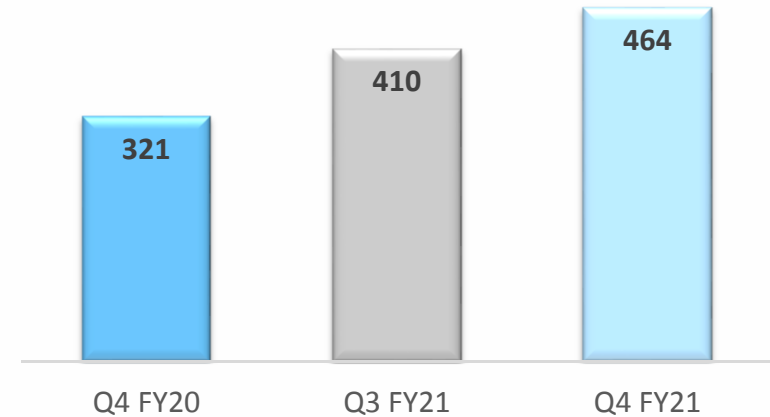
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 44.55% YoY in 4th quarter.
- Sales through Dealer/ Distribution contributed 37% of overall sale in Q-4 and 34% of overall sale in FY21.
- The total active working dealer of the company as on 31.03.2021 was approx. 1655 Nos.
- Sales through Dealer/ Distribution market decreased marginally by 0.35% YoY in FY21, mainly because of Covid-19 restrictions in Q-1 of FY 21.

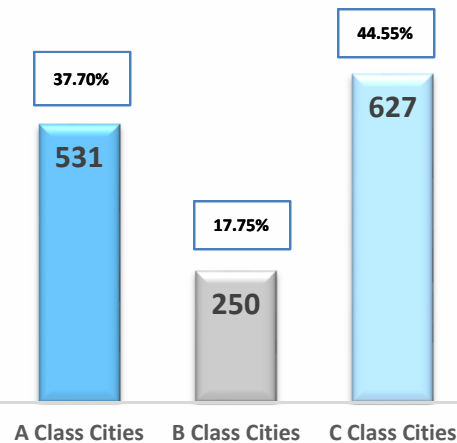
Q-4 FY 21

Revenue (₹ in Crore)

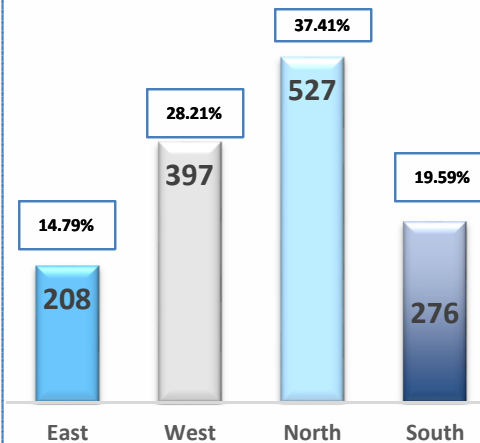


REVENUE BREAK UP OF FY21(ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)

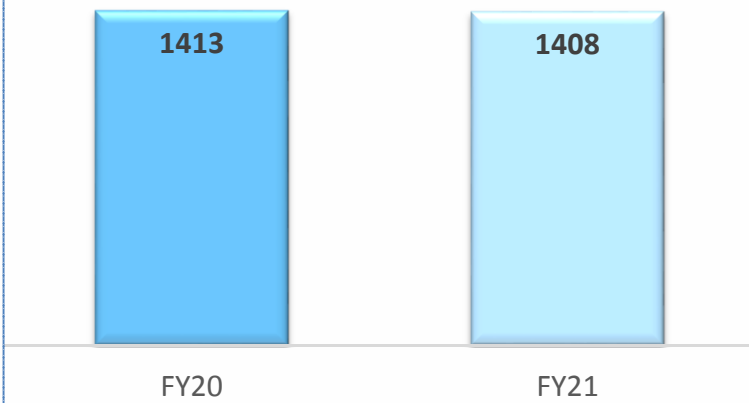


Revenue (₹ in Crore)



FY 21

Revenue (₹ in Crore)



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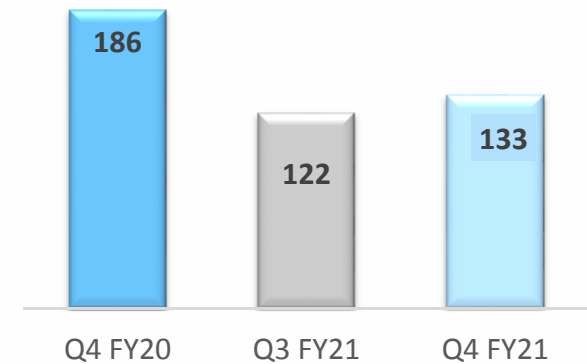
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by 28.49% YoY in 4th quarter. Presently EPC contribution is 10.67% in Q4 FY21.
- During the FY21 EPC contribution reduced from 15.64% to 11.15%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 15 Crore in this quarter and ₹ 65 crore in FY21.
- SS Wire sale increased by 12.50% YoY in 4th quarter and in FY21 by 2.19%.
- Export Sale of SS Wire is ₹ 15 Crore in 4th quarter and ₹ 55 crore in FY21.

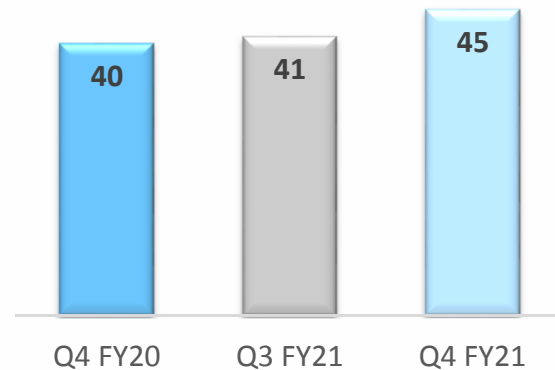
Q-4 FY 21 (EPC*)

Revenue (₹ in Crore)



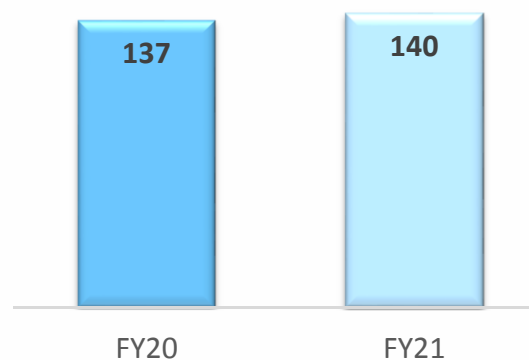
Q-4 FY 21 (SS wire)

Revenue (₹ in Crore)



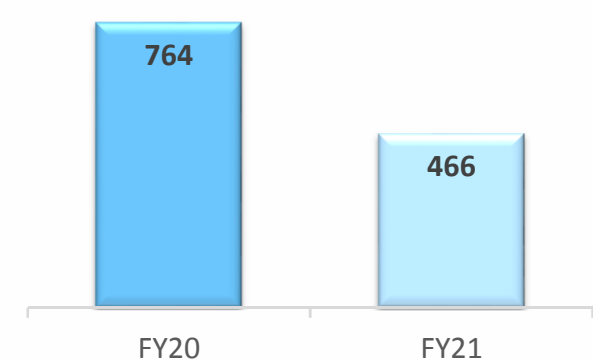
FY 21 (SS wire)

Revenue (₹ in Crore)



FY 21 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

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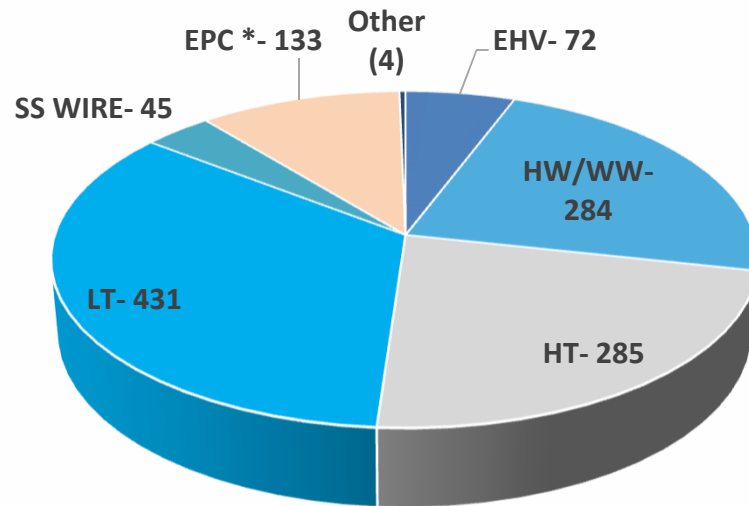
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Breakup of Product and Revenue



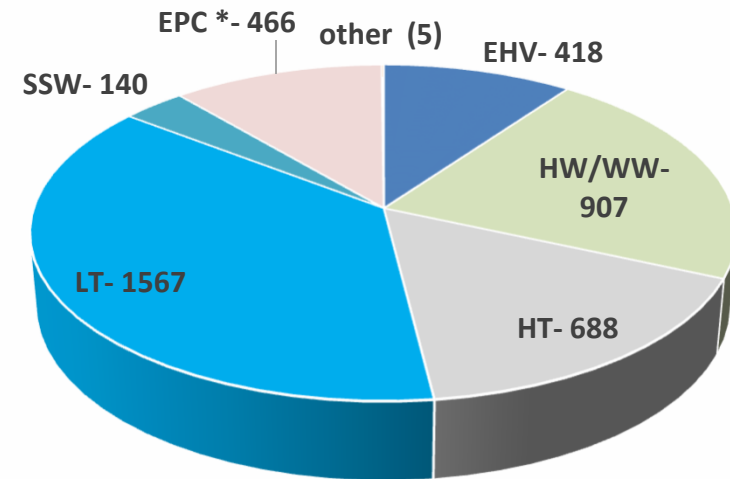
Q4 FY 21

Revenue (₹ in Crore)



FY 21

Revenue (₹ in Crore)



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order as on 25.05.21 is approx. ₹ 2,561 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q4 of FY21 was ₹ 12.53 Crore as compared to last year same period of ₹ 27.66 Crore (Financial charges in terms of percentage has reduced to 1.01% from 2.20% of Net sales).

In the FY 21, it was ₹ 57.31 Crore as compared to last year same period of ₹ 129.15 Crore. (Financial charges in terms of percentage has reduced to 1.37% from 2.64% of Net sales).

DEBT : Debt (including CF and acceptance) as on 31.03.2021.

₹ in Crore

Particulars	31.03.20	31.03.21
Debt (TL+WC)	230	148
Channel Finance	137	157
Gross Debt	367	305
Cash & Bank Balances	214	221
Net Debt	153	84
Acceptances	770	323
Total	923	407

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	FY 21	FY 20	EQUITY AND LIABILITIES	FY 21	FY 20
Non-Current Assets			Equity		
Fixed Assets	544.25	564.83	Equity Share Capital	17.97	17.90
Other Non Current Assets	23.89	18.09	Other Equity	1,759.68	1,488.86
Total Non Current Assets	568.14	582.92	Total Equity	1,777.65	1,506.76
Current Assets			Non-Current Liabilities		
Inventories	768.22	863.78	Borrowings	31.35	52.70
Trade Receivables	1,349.57	1,367.59	Other Non Current Liabilities	62.57	56.66
Cash and Bank Balances	221.21	214.30	Total Non Current Liabilities	93.92	109.36
Other Current Assets	106.54	240.07	Current Liabilities		
Total Current Assets	2,445.54	2685.74	Short Term Borrowings	253.61	262.39
Total Assets	3,013.68	3268.66	Trade Payables	741.43	1,168.97
			Others - Current Liabilities	147.07	221.18
			Total Current Liabilities	1,142.11	1,652.54
			Total Equity and Liabilities	3,013.68	3,268.66

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Consolidated Financial Highlights



- During the Q4 of FY 21 Net Sales was ₹ 1246.30 Crore, against same quarter in previous year of ₹ 1258.53 Crore.
- EBIDTA during this Quarter was ₹ 144.20 Crore against same quarter in the previous year of ₹ 124.16 Crore.
- Further, PAT during this Quarter was ₹ 89.33 Crore against same quarter in the previous year of ₹ 62.03 Crore. PAT/Net Sale was 7.17% during the quarter as against 4.93% during last year same period.
- During FY 21, Net Sales was ₹ 4181.54 Crore, against same period in previous year of ₹ 4887.80 Crore.
- EBIDTA during FY 21 was ₹ 480.65 Crore against same period in the previous year of ₹ 513.70 Crore.
- Further, PAT during FY 21, was ₹ 273.41 Crore against same period in the previous year of ₹ 256.29 Crore. PAT/Net Sale was 6.54% as against 5.24% during last year same period.

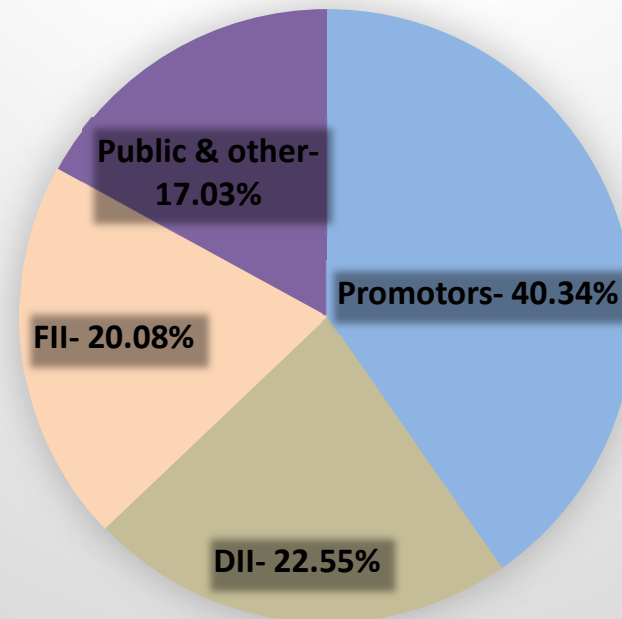
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Shareholding Related Information



Shareholding Pattern as on 31.03.2021



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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