



KEI

Wires & Cables



PROUDLY MAKING IN INDIA SINCE 1968

#VocalForLocal

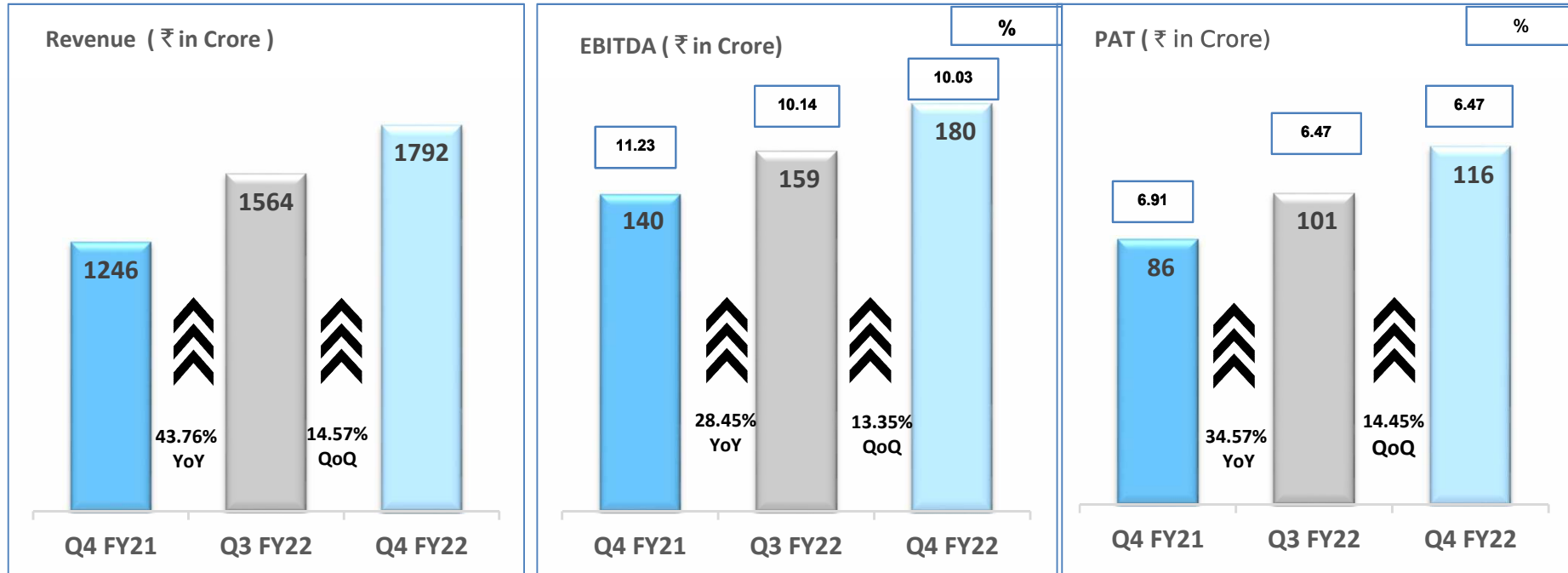
KEI Industries Limited

Q-4 FY 2022

Earnings Presentation

09th May, 2022

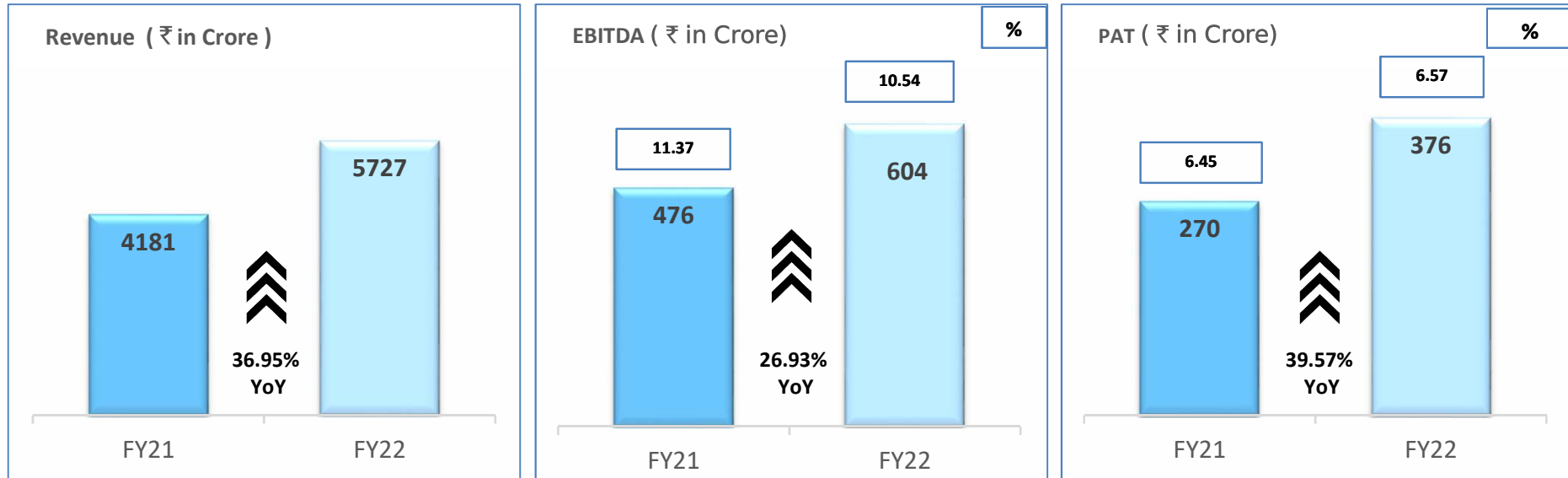
Financial Performance Q-4 FY 22 Highlights



- Revenue increased by 43.76% YoY in this quarter.
- EBITDA margin in this quarter has declined to 10.03% as against 11.23% YoY. EBITDA margin declined due to normalization of expenses of pre-COVID level and sharp fluctuation in input costs.
- PAT margin in this quarter has declined to 6.47% as against 6.91% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

Financial Performance FY 22 Highlights



- Revenue increased by 36.95% YoY in FY 22
- EBITDA margin in FY 22 has declined to 10.54% as against 11.37% YoY. EBITDA margin declined due to normalization of expenses of pre-COVID level and sharp fluctuation in input costs.
- PAT margin in FY 22 has increased to 6.57% as against 6.45% YoY.

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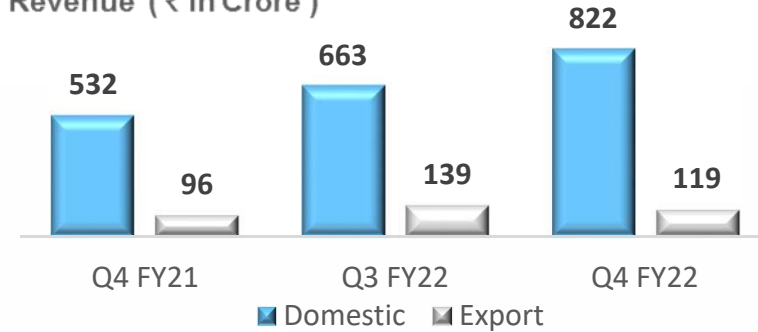
Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 676 Crore in 4th quarter as against PY ₹ 460 Crore . Growth by 47.05%
- Domestic Institutional EHV cable sale stood at ₹ 146 crore in 4th quarter as against PY ₹ 72 Crore. Growth by 102.25%.
- Domestic Institutional Wire and Cable Sale increased by 54.64% YoY in 4th quarter.
- Export institutional cable sale increased by 24.25% YoY in 4th quarter.
- Total Institutional Cable Sale including export contributed 52.57% in Q-4 and 50.94% in FY 22.

Q-4 FY 22

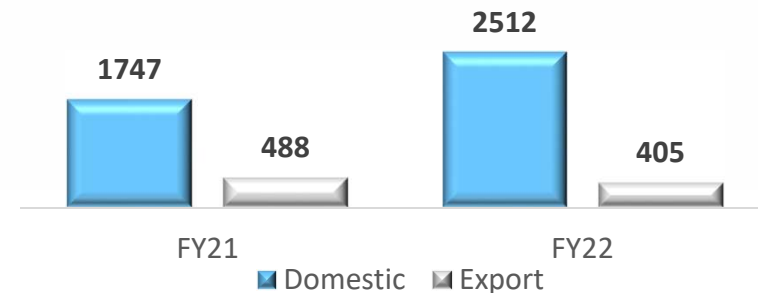
Revenue (₹ in Crore)



Particulars	Q-4 FY 21	Q-3 FY 22	Q-4 FY 22
Total Institutional Sale including export	628	802	941

FY 22

Revenue (₹ in Crore)



Particulars	FY 21	FY 22
Total Institutional Sale including export	2235	2917

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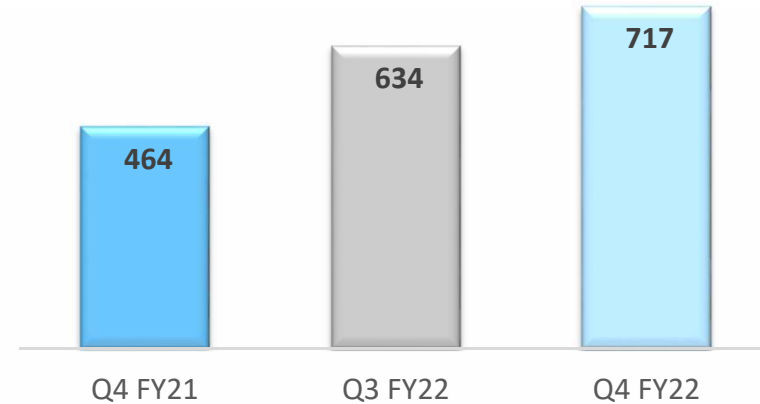
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by 54.61% YoY in 4th quarter.
- Sales through Dealer/ Distribution market increased by 64.69% YoY in FY22.
- Sales through Dealer/ Distribution contributed 40.04% of overall sale in Q-4 and 40.49% of overall sale FY22.
- The total active working dealer of the company as on 31.03.2022 was approx. 1805 Nos.

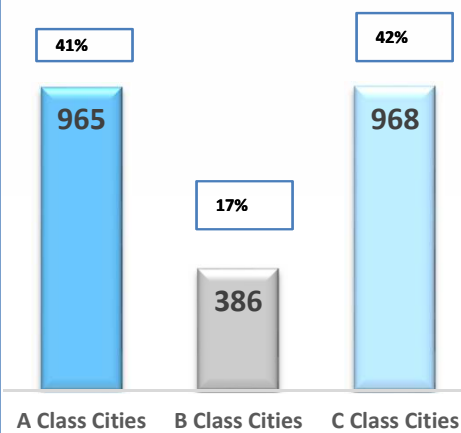
Q-4 FY 22

Revenue (₹ in Crore)

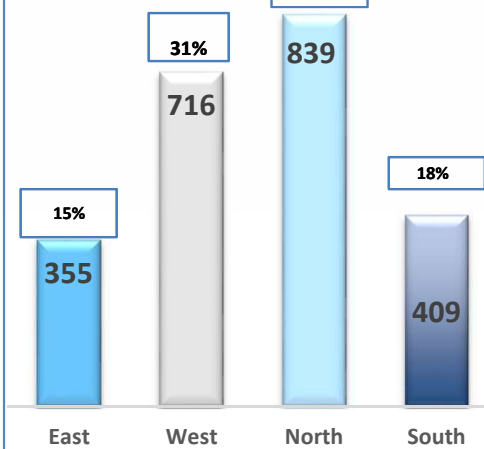


REVENUE BREAK UP OF FY22 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)

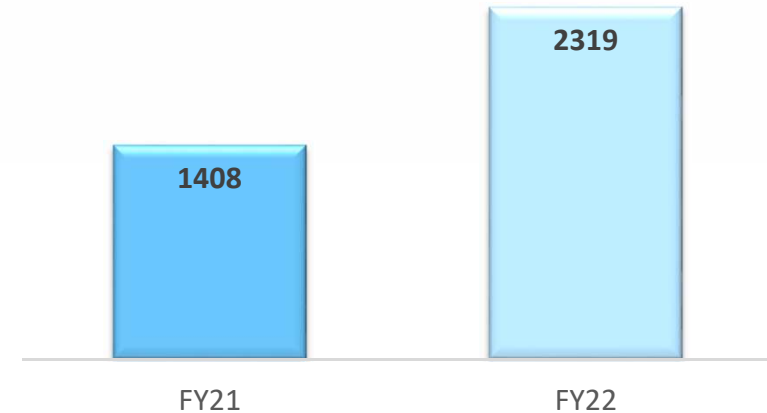


Revenue (₹ in Crore)



FY 22

Revenue (₹ in Crore)



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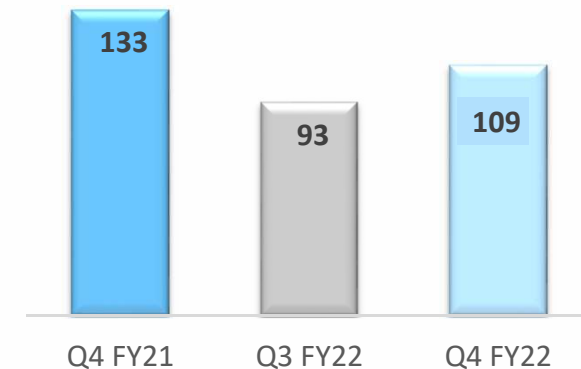
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by 17.84% YoY in 4th quarter.
- During the FY22 EPC contribution reduced from 11.15% to 6.63%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 27 Crore in this quarter and ₹ 71 crore in FY22.
- SS Wire sale increased by 34.15% YoY in 4th quarter and in FY22 by 61.43%.
- Export Sale of SS Wire is ₹ 31 Crore in 4th quarter and ₹ 109 crore in FY22.

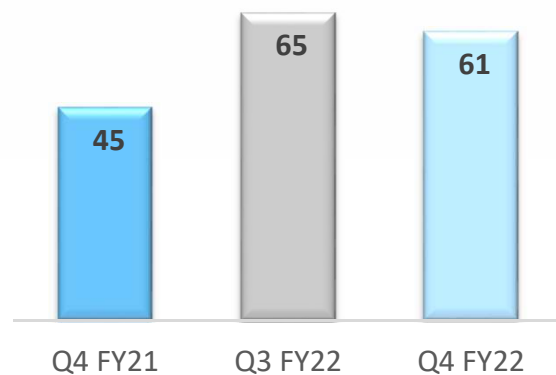
Q-4 FY 22 (EPC*)

Revenue (₹ in Crore)



Q-4 FY 22 (SS wire)

Revenue (₹ in Crore)



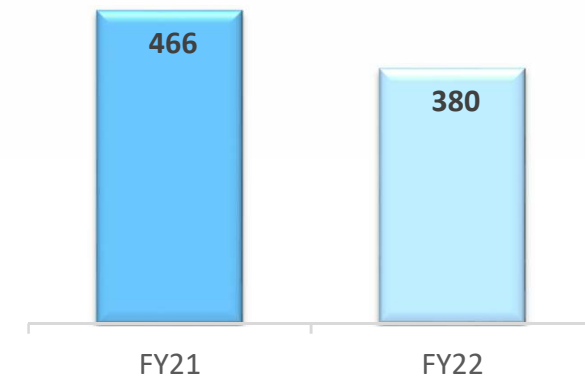
FY 22 (SS wire)

Revenue (₹ in Crore)



FY 22 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

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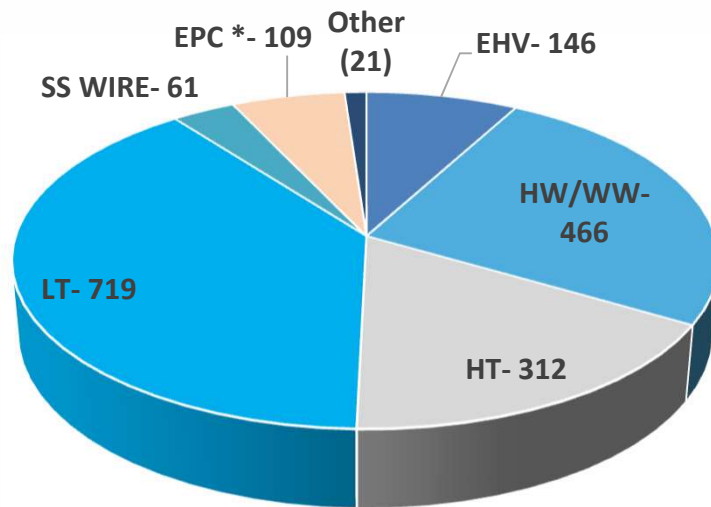
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Breakup of Product and Revenue



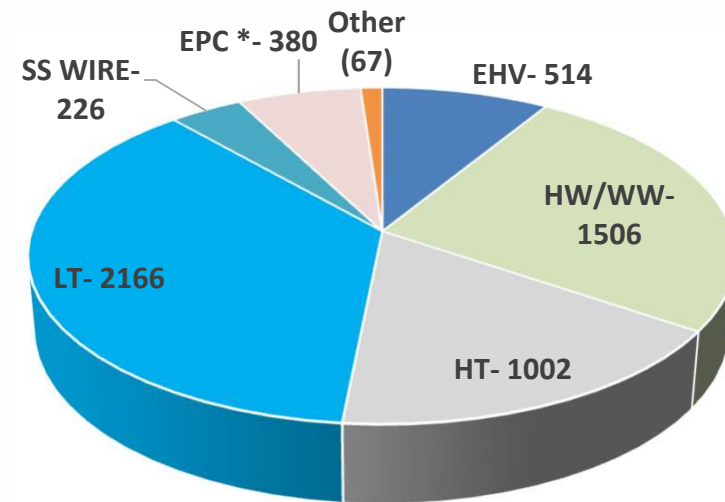
Q4 FY 22

Revenue (₹ in Crore)



FY 22

Revenue (₹ in Crore)



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 2,419 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q4 of FY22 was ₹ 10.05 Crore as compared to last year same period of ₹ 12.53 Crore (Financial charges in terms of percentage has reduced to 0.56% from 1.01% of Net sales).

In the FY 22, it was ₹ 40.39 Crore as compared to last year same period of ₹ 57.31 Crore. (Financial charges in terms of percentage has reduced to 0.71% from 1.37% of Net sales).

DEBT : Debt (including CF and acceptance) as on 31.03.2022.

₹ in Crore

Particulars	31.03.20	31.03.21	31.03.22
Debt (TL+WC)	229	148	225
Channel Finance	137	157	106
Gross Debt	366	305	331
Cash & Bank Balances	214	221	360
Net Debt	152	84	(29)
Acceptances	770	323	299
Total	922	407	270

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	FY 22	FY 21 (Restated)	EQUITY AND LIABILITIES	FY 22	FY 21 (Restated)
Non-Current Assets			Equity		
Fixed Assets	547.41	544.25	Equity Share Capital	18.02	17.97
Other Non Current Assets	18.58	23.89	Other Equity	2,117.30	1,755.58
Total Non Current Assets	565.99	568.14	Total Equity	2,135.32	1,773.55
Current Assets			Non-Current Liabilities		
Inventories	1,079.41	762.75	Borrowings	-	31.35
Trade Receivables	1,395.53	1,349.57	Other Non Current Liabilities	59.06	61.20
Cash and Bank Balances	360.03	221.21	Total Non Current Liabilities	59.06	92.55
Other Current Assets	126.08	106.54	Current Liabilities		
Total Current Assets	2,961.05	2,440.07	Short Term Borrowings	331.37	274.09
Total Assets	3,527.04	3,008.21	Trade Payables	762.62	741.43
			Others - Current Liabilities	238.67	126.59
			Total Current Liabilities	1,332.66	1,142.11
			Total Equity and Liabilities	3,527.04	3,008.21

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Consolidated Financial Highlights



- During the Q4 of FY 22 Net Sales was ₹ 1791.71 Crore, against same quarter in previous year of ₹ 1246.30 Crore.
- EBIDTA during this Quarter was ₹ 179.81 Crore against same quarter in the previous year of ₹ 139.98 Crore.
- Further, PAT during this Quarter was ₹ 115.98 Crore against same quarter in the previous year of ₹ 86.18 Crore. PAT/Net Sale was 6.47% during the quarter as against 6.92% during last year same period.
- During FY 22, Net Sales was ₹ 5726.55 Crore, against previous year of ₹ 4181.54 Crore.
- EBIDTA during FY 22 was ₹ 603.38 Crore against previous year of ₹ 475.63 Crore.
- Further, PAT during FY 22, was ₹ 376.02 Crore against previous year of ₹ 269.65 Crore. PAT/Net Sale was 6.57% as against 6.45% during last year.

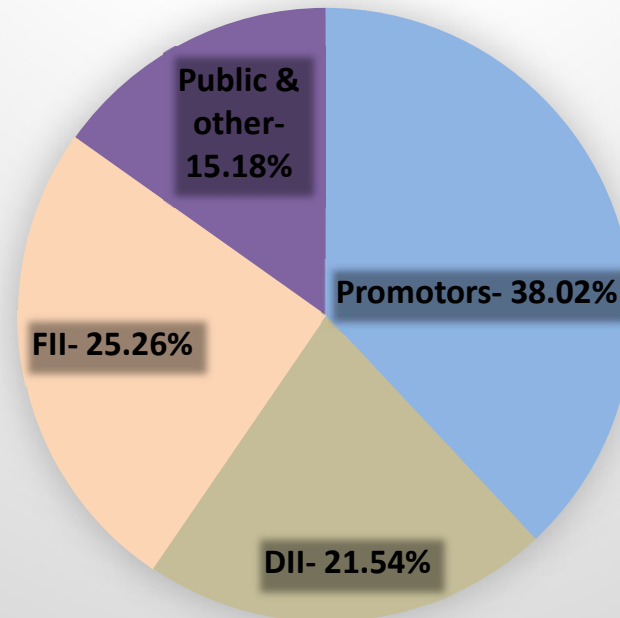
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Shareholding Related Information



Shareholding Pattern as on 31.03.2022



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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