



KEI

Wires & Cables



PROUDLY MAKING IN INDIA SINCE 1968

#VocalForLocal

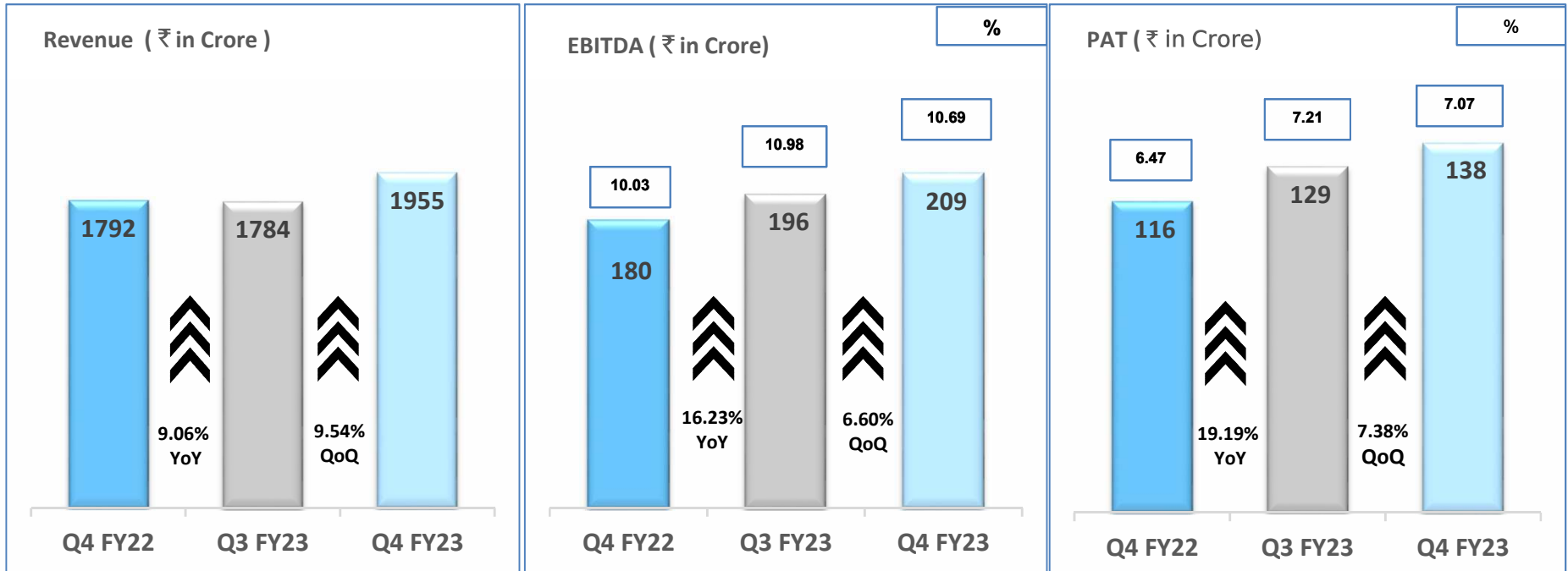
KEI Industries Limited

Q-4 FY 2023

Earnings Presentation

May 02, 2023

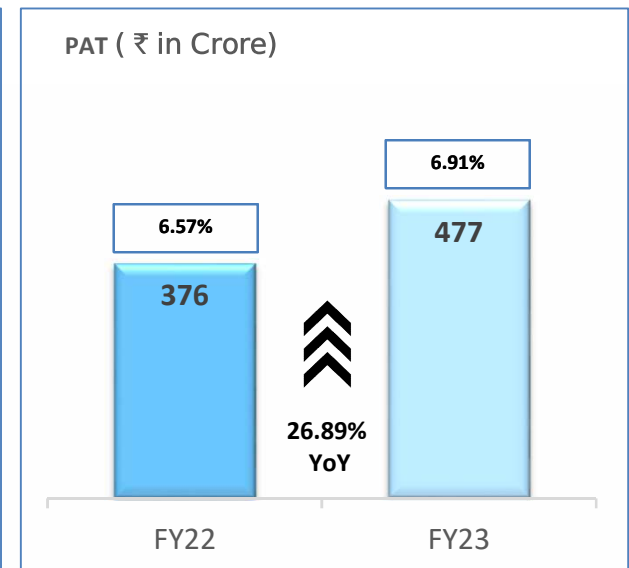
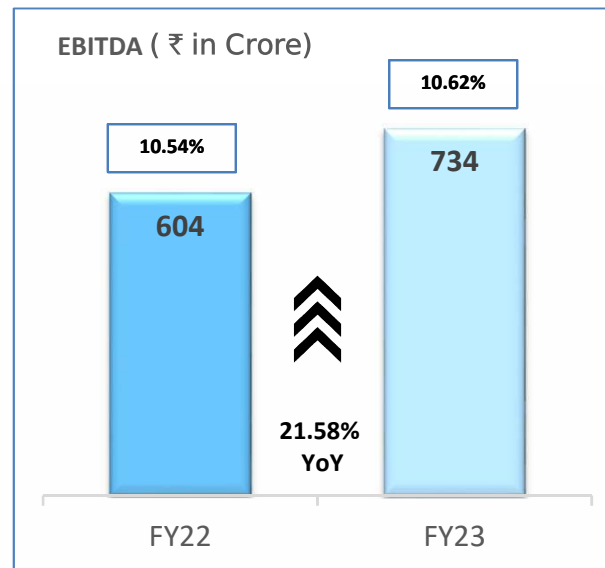
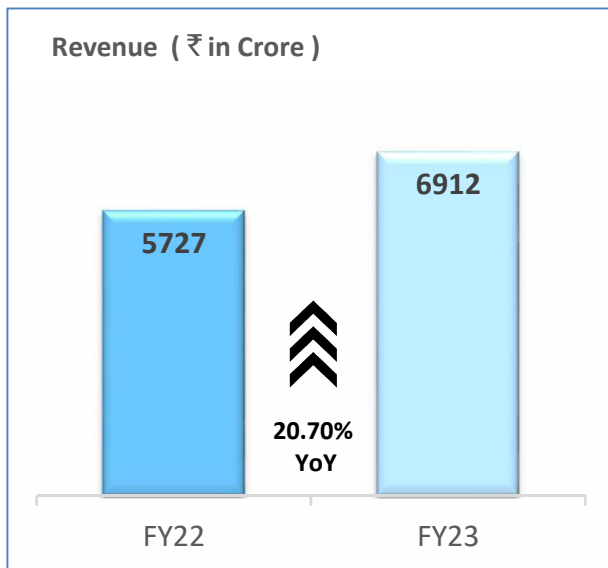
Financial Performance Q-4 FY 23 Highlights



- Revenue improved by 9.06% YoY in this quarter.
- EBITDA margin in this quarter has improved to 10.69% as against 10.03% YoY.
- PAT margin in this quarter has improved to 7.07% as against 6.47% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

Financial Performance FY 23 Highlights



- Revenue improved by 20.70% YoY in FY 23
- EBITDA margin in FY 23 has improved to 10.62% as against 10.54% YoY.
- PAT margin in FY 23 has improved to 6.91% as against 6.57% YoY.

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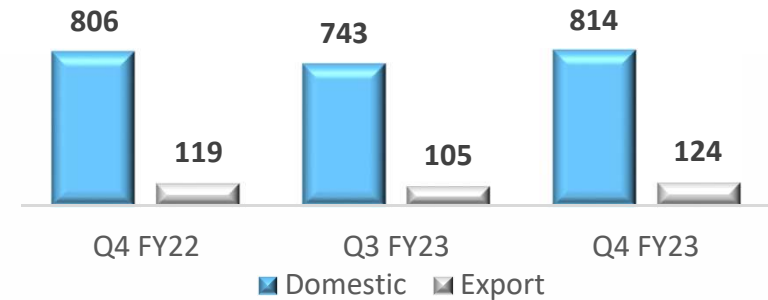
Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 712 Crore in 4th quarter as against PY ₹ 660 Crore . Growth by 7.96%.
- Domestic Institutional EHV cable sale stood at ₹ 102 crore in 4th quarter as against PY ₹ 146 Crore.
- Domestic Institutional Wire and cable sale is ₹ 2390 Crore in FY 23 as against PY ₹ 1952 Crore .Growth by 22.43%.
- Domestic Institutional EHV cable sale stood at ₹ 348 crore in FY 23 as against PY ₹ 512 Crore.
- Total Institutional Cable Sale including export contributed 48.00% in Q-4 FY 23 against 51.65% in Q-4 FY 22 and 46.88% in FY 23 against 50.10% in FY 22.

Q-4 FY 23

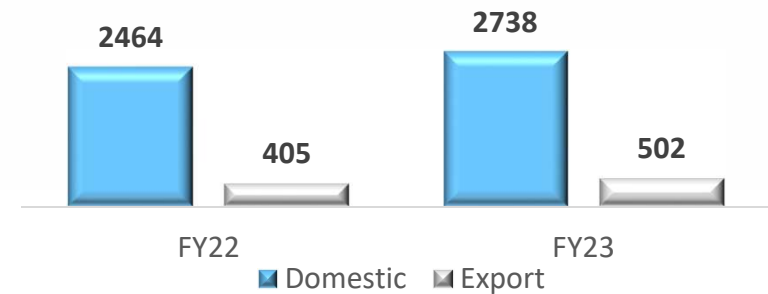
Revenue (₹ in Crore)



Particulars	Q-4 FY 22	Q-3 FY 23	Q-4 FY 23
Total Institutional Sale including export	925	848	938

FY 23

Revenue (₹ in Crore)



Particulars	FY 22	FY 23
Total Institutional Sale including export	2869	3240

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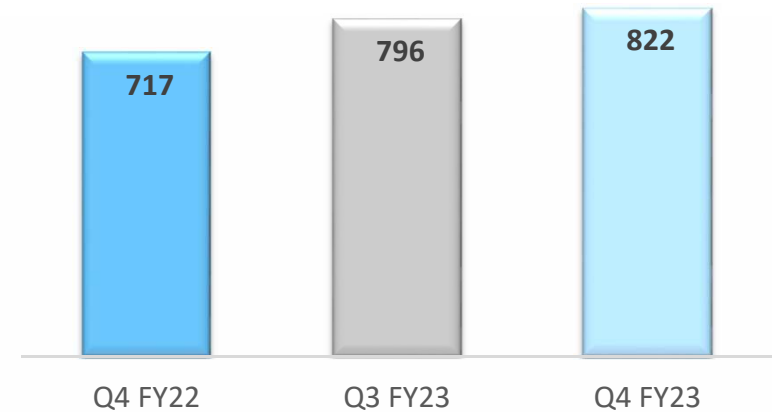
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 14.52% YoY in Q-4 FY 23.
- Sales through Dealer/ Distribution contributed approx. 42.04% of overall sale in Q-4 FY 23 and 43.83% of overall sale in FY23.
- The total active working dealer of the company as on 31.03.2023 was approx. 1910 Nos.
- Sales through Dealer/ Distribution market increased by approx. 30.65% YoY in FY23.

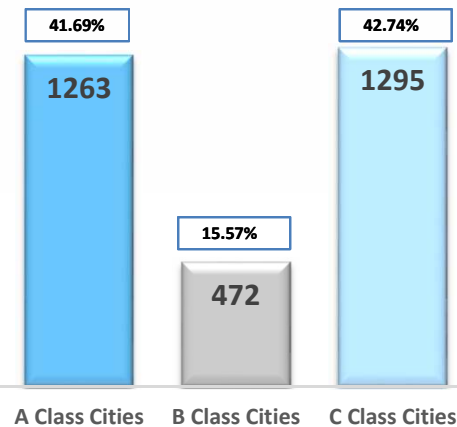
Q-4 FY 23

Revenue (₹ in Crore)

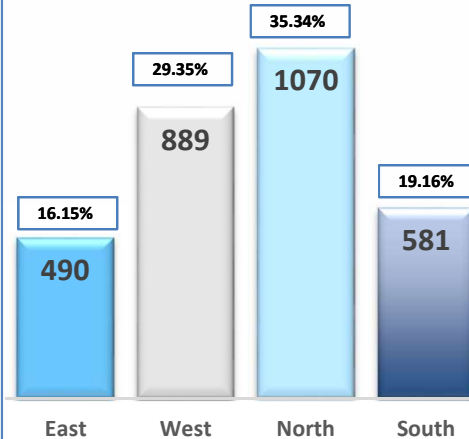


REVENUE BREAK UP OF FY23 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)

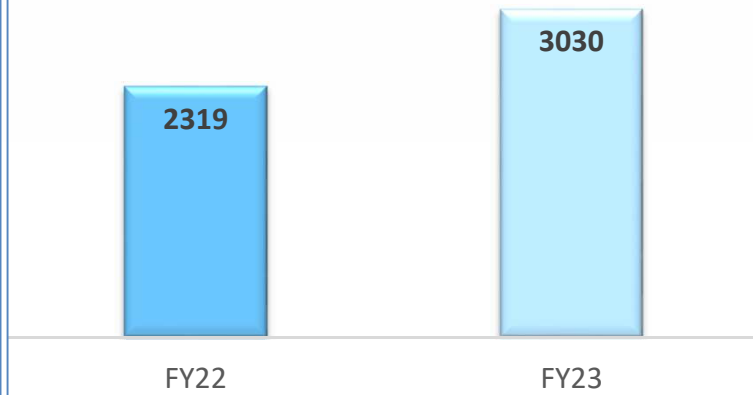


Revenue (₹ in Crore)



FY 23

Revenue (₹ in Crore)



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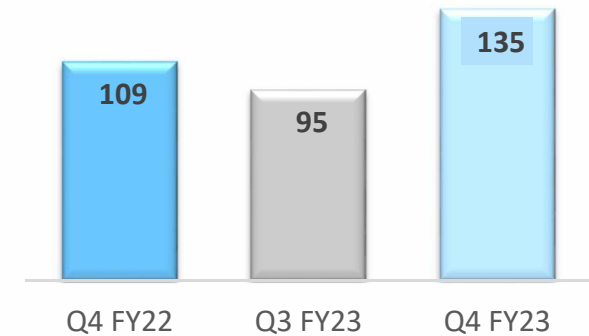
EPC Projects and SS Wire



- During the FY23 EPC contribution reduced from 6.64% to 5.87%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 8 Crore in Q-4 FY 23 and ₹ 71 crore in FY23.
- SS Wire sale Increased by approx. 9.88% YoY in FY 23.
- Export Sale of SS Wire is ₹ 32 Crore in Q-4 FY 23 and ₹ 120 crore in FY23.

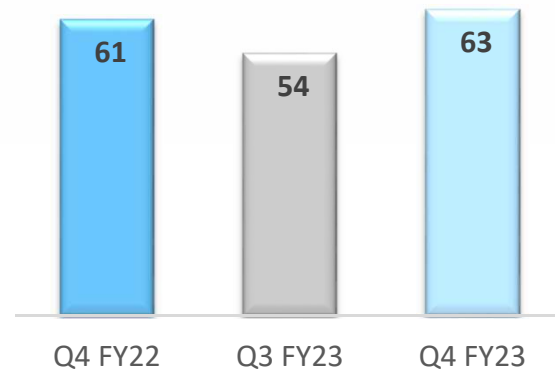
Q-4 FY 23 (EPC*)

Revenue (₹ in Crore)



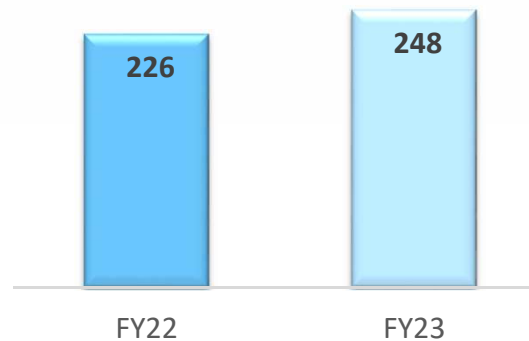
Q-4 FY 23 (SS wire)

Revenue (₹ in Crore)



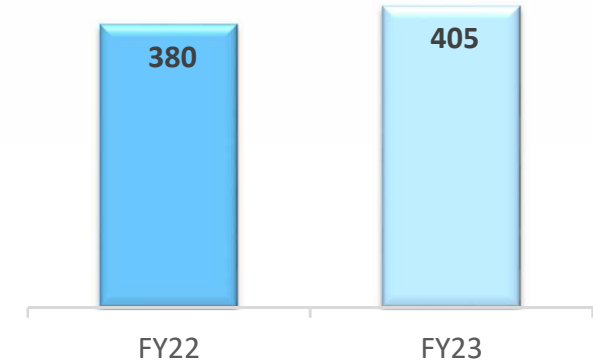
FY 23 (SS wire)

Revenue (₹ in Crore)



FY 23 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

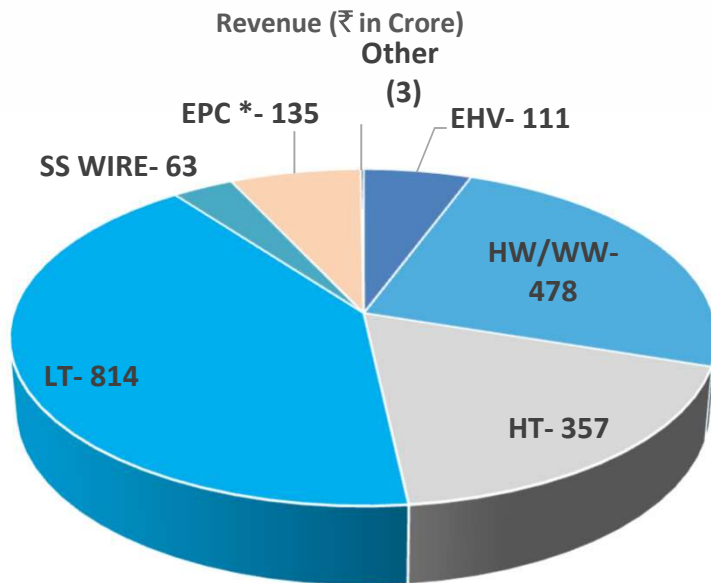
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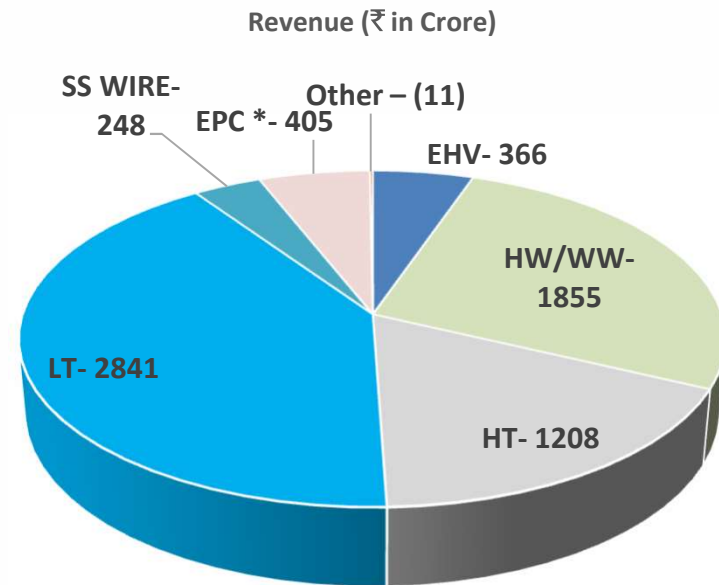
Breakup of Product and Revenue



Q4 FY 23



FY 23



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,568 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q4 FY23 was ₹ 10.09 Crore as compared to last year same period of ₹ 10.05 Crore (Financial charges in terms of percentage has reduced to 0.52% from 0.56% of Net sales).

In the FY 23, it was ₹ 34.71 Crore as compared to last year same period of ₹ 40.39 Crore. (Financial charges in terms of percentage has reduced to 0.50% from 0.71% of Net sales).

DEBT : Debt (including CF and acceptance):-

₹ in Crore

Particulars	31.03.21	31.03.22	31.03.23
Debt (TL+WC)	148	225	-
Channel Finance	157	106	135
Gross Debt	305	331	135
Cash & Bank Balances	221	360	537
Net Debt	84	(29)	(402)
Acceptances	323	299	219
Total Debt / (Cash)	407	270	(183)

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	FY 23	FY 22	EQUITY AND LIABILITIES	FY 23	FY 22
Non-Current Assets			Equity		
Fixed Assets	581.88	547.41	Equity Share Capital	18.04	18.02
Other Non Current Assets	26.94	18.58	Other Equity	2,570.97	2,117.30
Total Non Current Assets	608.82	565.99	Total Equity	2,589.01	2,135.32
Current Assets			Non-Current Liabilities		
Inventories	1,102.29	1,079.41	Borrowings	-	-
Trade Receivables	1,387.79	1,395.53	Other Non Current Liabilities	63.61	59.06
Cash and Bank Balances	537.16	360.03	Total Non Current Liabilities	63.61	59.06
Other Current Assets	134.08	126.08	Current Liabilities		
Total Current Assets	3,161.32	2,961.05	Short Term Borrowings	135.26	331.37
Total Assets	3,770.14	3,527.04	Trade Payables	748.12	762.62
			Others - Current Liabilities	234.14	238.67
			Total Current Liabilities	1,117.52	1,332.66
			Total Equity and Liabilities	3,770.14	3,527.04

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Consolidated Financial Highlights



- During the Q4 FY 23 Net Sales was ₹ 1954.53 Crore, against same quarter in previous year of ₹ 1792.15 Crore.
- EBIDTA during this Quarter was ₹ 208.87 Crore against same quarter in the previous year of ₹ 179.81 Crore.
- Further, PAT during this Quarter was ₹ 138.10 Crore against same quarter in the previous year of ₹ 115.98 Crore. PAT/Net Sale was 7.07% during the quarter as against 6.47% during previous year same period.
- During FY 23, Net Sales was ₹ 6912.33 Crore, against previous year of ₹ 5726.99 Crore.
- EBIDTA during FY 23 was ₹ 733.79 Crore against previous year of ₹ 603.38 Crore.
- Further, PAT during FY 23, was ₹ 477.34 Crore against previous year of ₹ 376.02 Crore. PAT/Net Sale was 6.91% as against 6.57% during previous year.

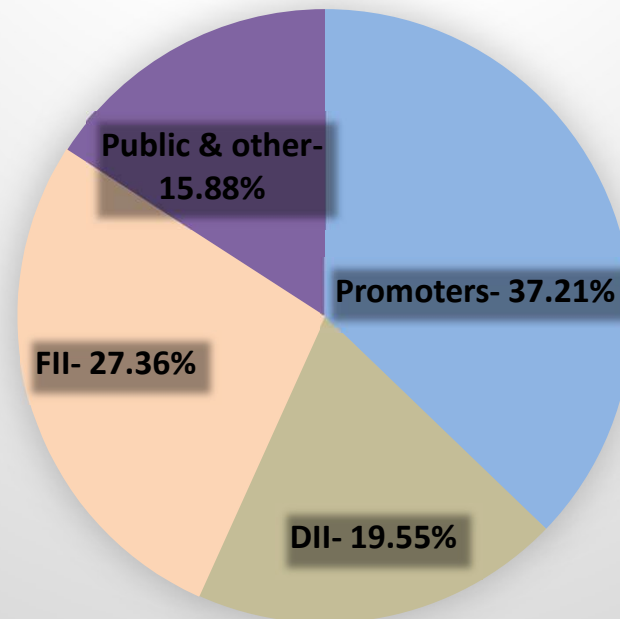
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Shareholding Related Information



Shareholding Pattern as on 31.03.2023



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.

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THANK YOU

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