



KEI

Wires & Cables



PROUDLY MAKING IN INDIA SINCE 1968

#VocalForLocal

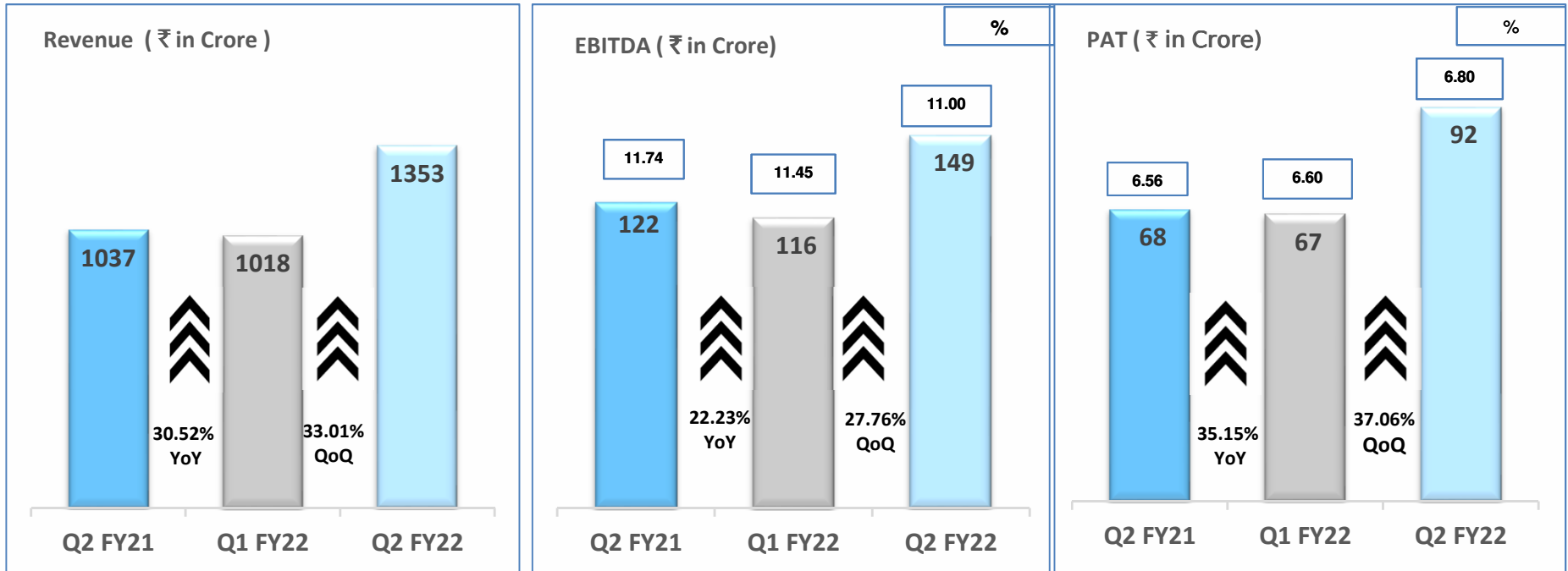
KEI Industries Limited

Q-2 FY 2022

Earnings Presentation

27th October, 2021

Financial Performance Q-2 FY 22 Highlights

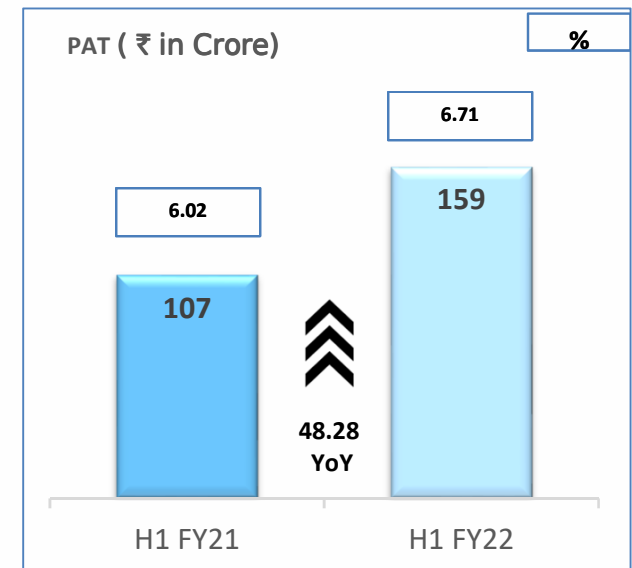
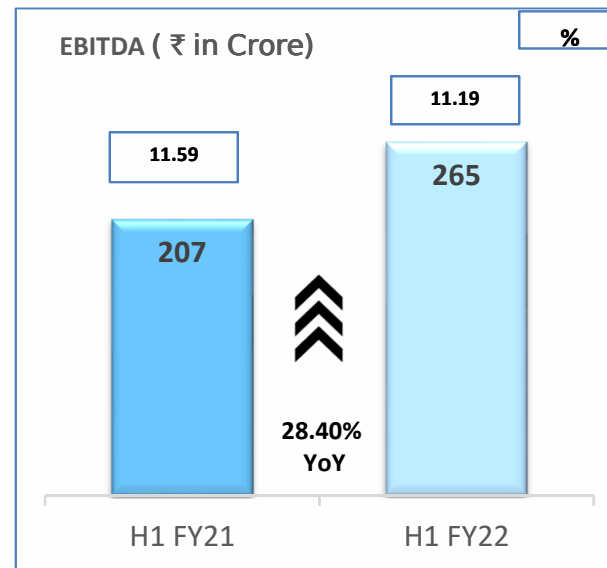
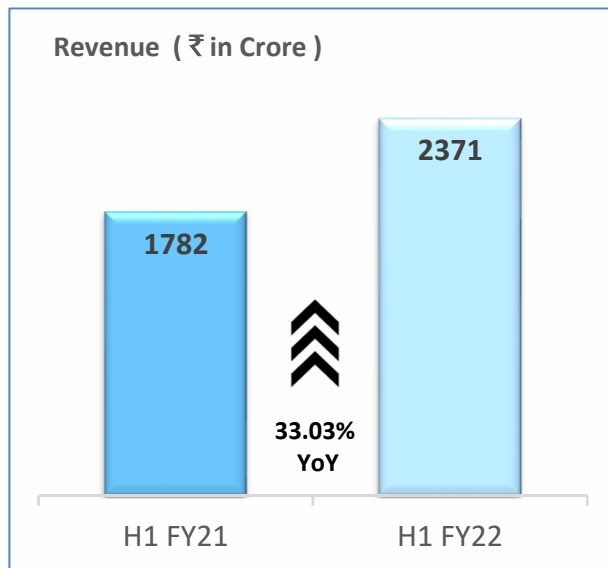


- Revenue improved by 30.52% YoY in this quarter.
- EBITDA margin in this quarter has declined to 11.00% as against 11.74% YoY.
- PAT margin in this quarter has improved to 6.80% as against 6.56% YoY.

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Financial Performance H1 FY 22 Highlights



- Revenue improved by 33.03% YoY in H1 FY 22
- EBITDA margin in H1 FY 22 has declined to 11.19% as against 11.59% YoY.
- PAT margin in H1 FY 22 has improved to 6.71% as against 6.02% YoY.

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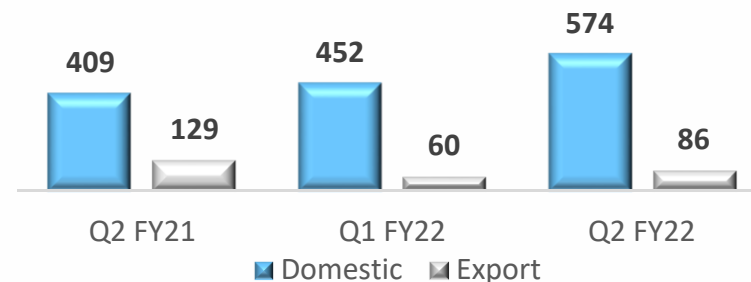
Cable and Wires – Institutional



- Domestic Institutional cable sale (HT& LT) is ₹ 420 Crore in 2nd quarter as against PY ₹ 307 Crore . Growth by approx. 37%
- Domestic Institutional cable sale (EHV) stood at ₹ 154 crore in 2nd quarter as against PY ₹ 102 Crore. Growth by approx. 51%.
- Domestic Institutional Cable Sale increased by approx. 40% YoY in 2nd quarter, while growth in QoQ of FY 22 was approx. 27%.
- Export institutional cable sale declined by 33% YoY in 2nd quarter, because of higher base of export last year during the same period of one single large order of Dangote oil refinery, while growth in QoQ of FY 22 was approx. 42%.
- Total Institutional Cable Sale including export contributed 49% both in Q-2 and H1 of FY 22.

Q-2 FY 22

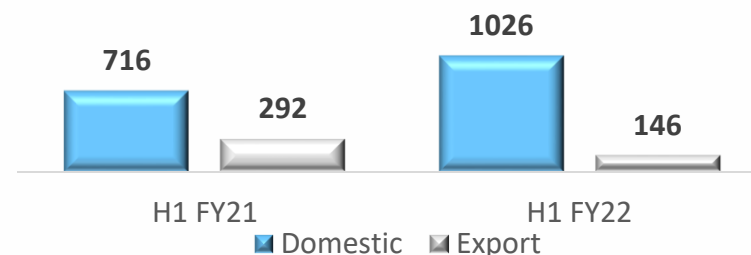
Revenue (₹ in Crore)



Particulars	Q-2 FY 21	Q-1 FY 22	Q-2 FY 22
Total Institutional Sale including export	538	512	660

H1 FY 22

Revenue (₹ in Crore)



Particulars	H1 FY 21	H1 FY 22
Total Institutional Sale including export	1008	1172

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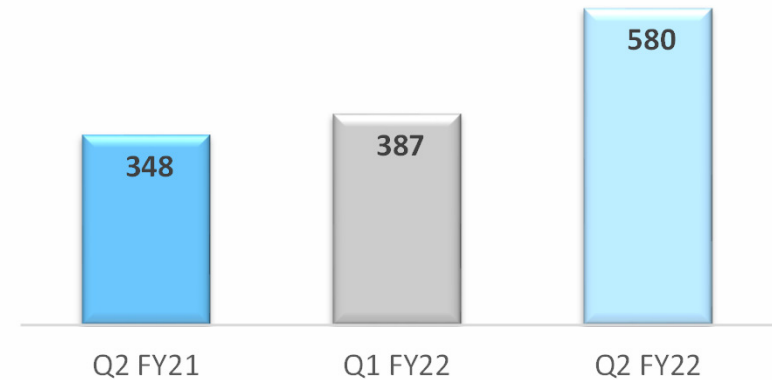
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 67% YoY in 2nd quarter.
- Sales through Dealer/ Distribution contributed approx. 43% of overall sale in Q-2 and 41% of overall sale in H1 FY22.
- The total active working dealer of the company as on 30.09.2021 was approx. 1700 Nos.
- Sales through Dealer/ Distribution market increased by approx. 81% YoY in H1 FY22.

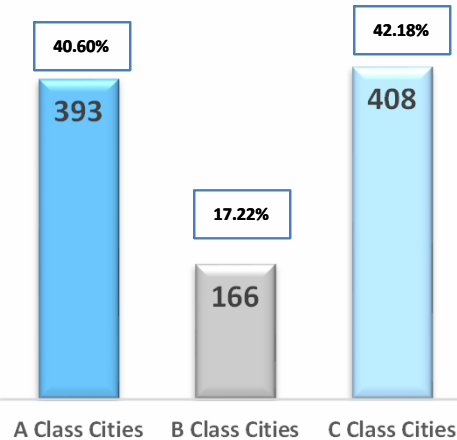
Q-2 FY 22

Revenue (₹ in Crore)

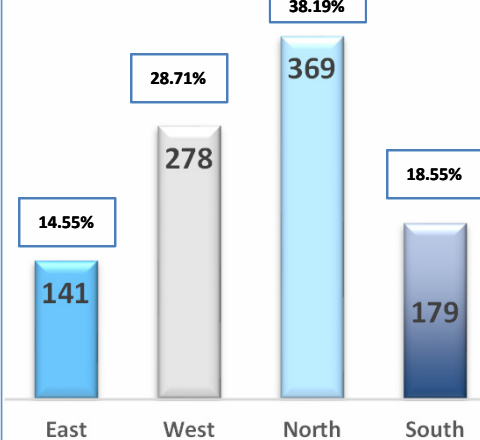


REVENUE BREAK UP OF H1 FY22 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)

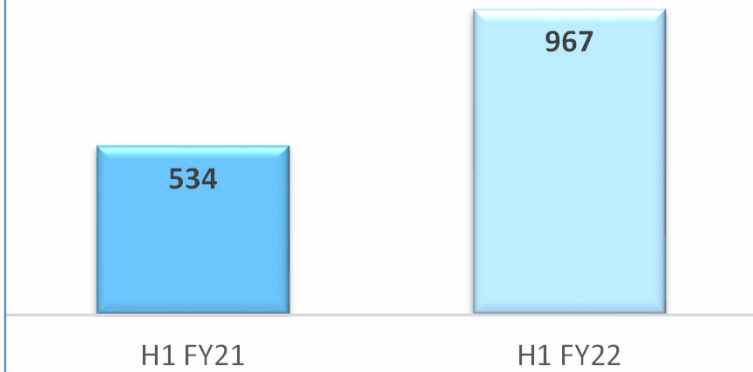


Revenue (₹ in Crore)



H1 FY 22

Revenue (₹ in Crore)



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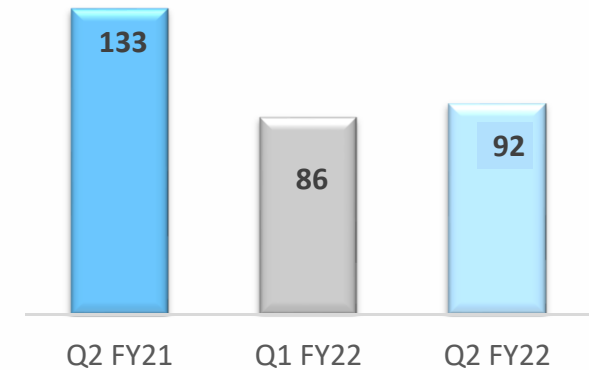
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by approx. 31% YoY in 2nd quarter.
- During the H1 FY22 EPC contribution reduced from 11.84% to 7.51%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 18 Crore in this quarter and ₹ 30 crore in H1 FY22.
- SS Wire sale increased by approx. 54% YoY in 2nd quarter and in H1 FY22 by approx. 83%.
- Export Sale of SS Wire is ₹ 25 Crore in 2nd quarter and ₹ 46 crore in H1 FY22.

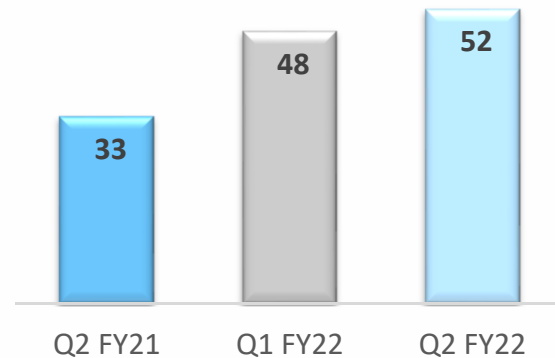
Q-2 FY 22 (EPC*)

Revenue (₹ in Crore)



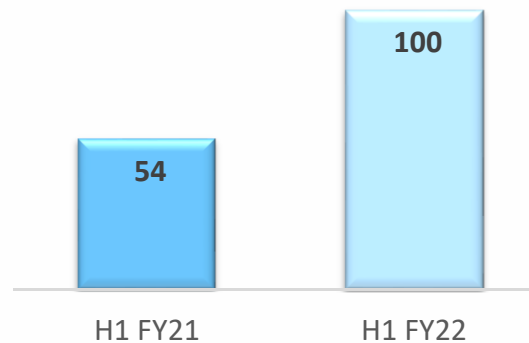
Q-2 FY 22 (SS wire)

Revenue (₹ in Crore)



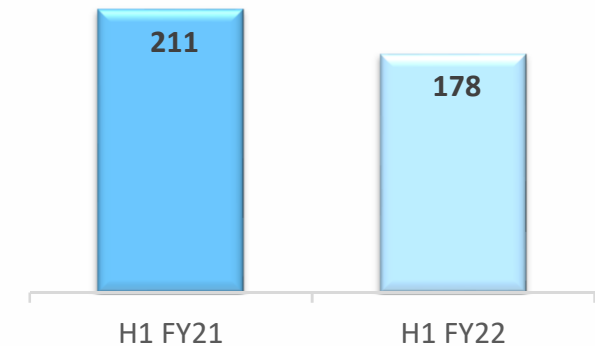
H1 FY 22 (SS wire)

Revenue (₹ in Crore)



H1 FY 22 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

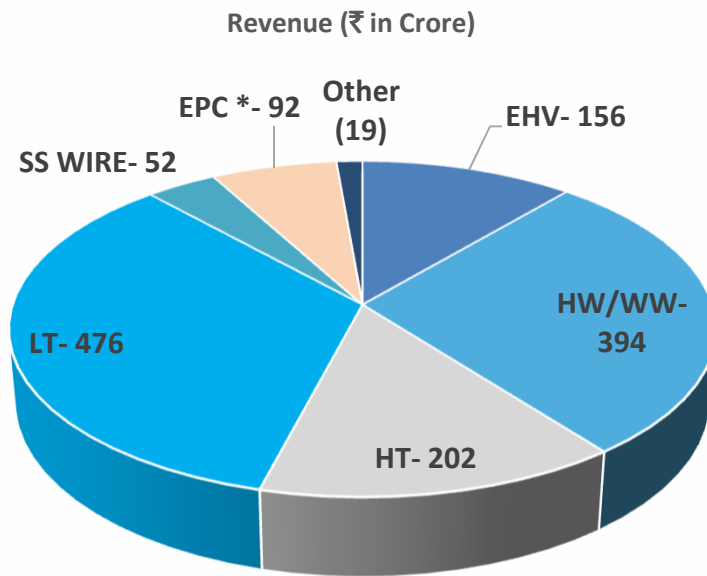
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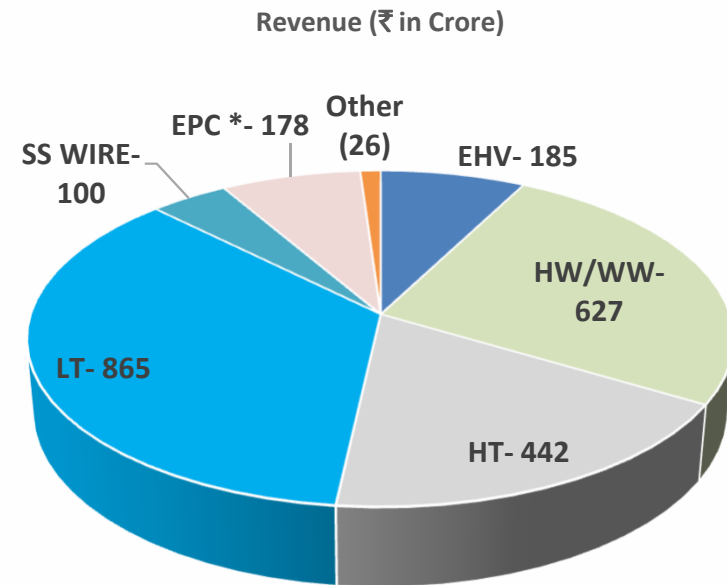
Breakup of Product and Revenue



Q2 FY 22



H1 FY 22



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,296 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q2 of FY22 was ₹ 9.94 Crore as compared to last year same period of ₹ 14.95 Crore (Financial charges in terms of percentage has reduced to 0.73% from 1.44% of Net sales).

In the H1 FY 22, it was ₹ 21.36 Crore as compared to last year same period of ₹ 31.74 Crore. (Financial charges in terms of percentage has reduced to 0.90% from 1.78% of Net sales).

DEBT : Debt (including CF and acceptance) as on 30.09.2021.

₹ in Crore

Particulars	31.03.20	31.03.21	30.09.21
Debt (TL+WC)	229	148	196
Channel Finance	137	157	144
Gross Debt	366	305	340
Cash & Bank Balances	214	221	64
Net Debt	152	84	276
Acceptances	770	323	128
Total	922	407	404

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	H1 FY 22*	FY 21	EQUITY AND LIABILITIES	H1 FY 22*	FY 21
Non-Current Assets			Equity		
Fixed Assets	536.07	544.25	Equity Share Capital	18.02	17.97
Other Non Current Assets	32.19	23.89	Other Equity	1,920.73	1,755.59
Total Non Current Assets	568.26	568.14	Total Equity	1,938.75	1,773.56
Current Assets			Non-Current Liabilities		
Inventories	916.43	762.75	Borrowings	17.52	31.35
Trade Receivables	1,379.45	1,349.57	Other Non Current Liabilities	60.75	61.19
Cash and Bank Balances	64.08	221.21	Total Non Current Liabilities	78.27	92.54
Other Current Assets	133.74	106.54	Current Liabilities		
Total Current Assets	2,493.70	2,440.07	Short Term Borrowings	295.09	253.61
Total Assets	3,061.96	3,008.21	Trade Payables	487.93	741.43
			Others - Current Liabilities	261.92	147.07
			Total Current Liabilities	1,044.94	1,142.11
			Total Equity and Liabilities	3,061.96	3,008.21

* H-1 FY 22 - UNAUDITED

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Consolidated Financial Highlights



- During the Q2 of FY 22 Net Sales was ₹ 1353.43 Crore, against same quarter in previous year of ₹ 1036.94 Crore.
- EBIDTA during this Quarter was ₹ 148.55 Crore against same quarter in the previous year of ₹ 121.72 Crore.
- Further, PAT during this Quarter was ₹ 91.71 Crore against same quarter in the previous year of ₹ 68.02 Crore. PAT/Net Sale was 6.78% during the quarter as against 6.56% during last year same period.
- During H1 FY 22, Net Sales was ₹ 2370.99 Crore, against same period in previous year of ₹ 1782.29 Crore.
- EBIDTA during H1 FY 22 was ₹ 265.04 Crore against same period in the previous year of ₹ 206.60 Crore.
- Further, PAT during H1 FY 22, was ₹ 158.81 Crore against same period in the previous year of ₹ 107.24 Crore. PAT/Net Sale was 6.70% as against 6.02% during last year same period.

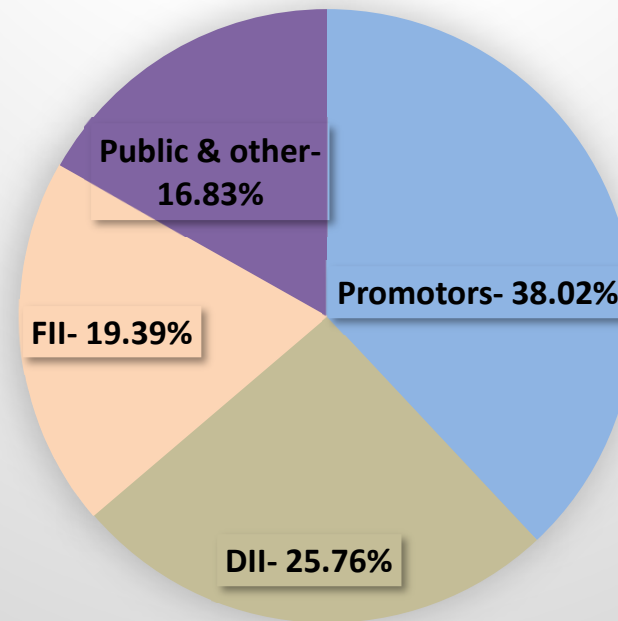
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Shareholding Related Information



Shareholding Pattern as on 30.09.2021



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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