



KEI

Wires & Cables



PROUDLY MAKING IN INDIA
SINCE 1968

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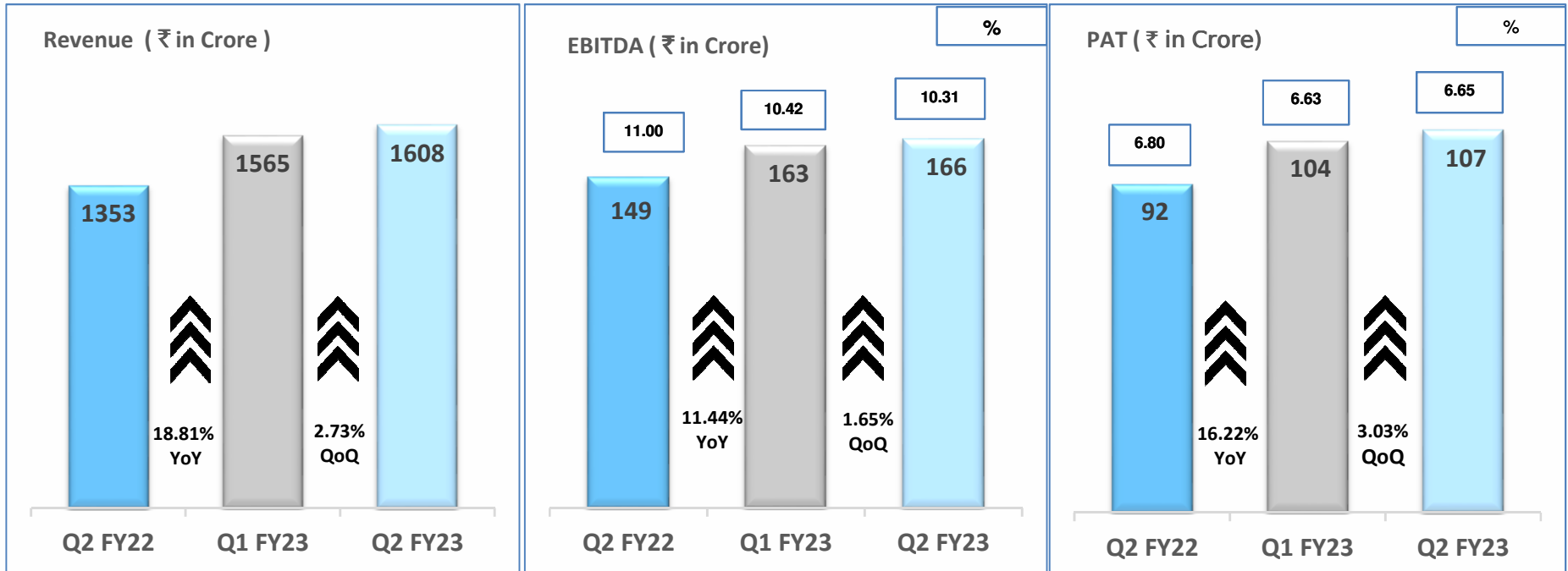
KEI Industries Limited

Q-2 FY 2023

Earnings Presentation

20th October, 2022

Financial Performance Q-2 FY 23 Highlights

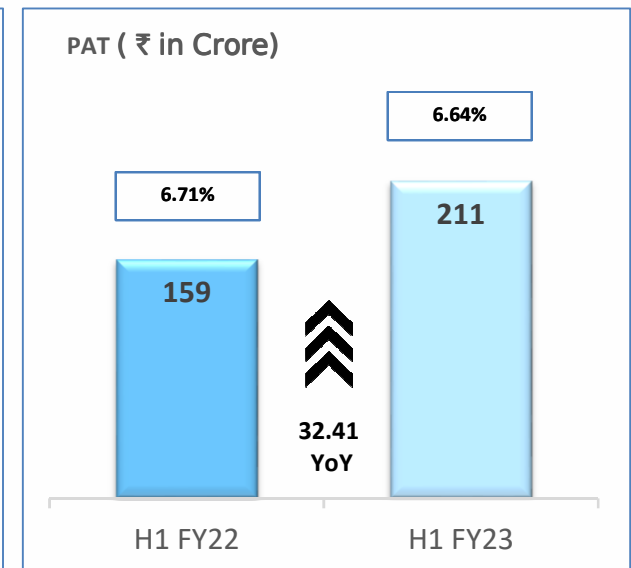
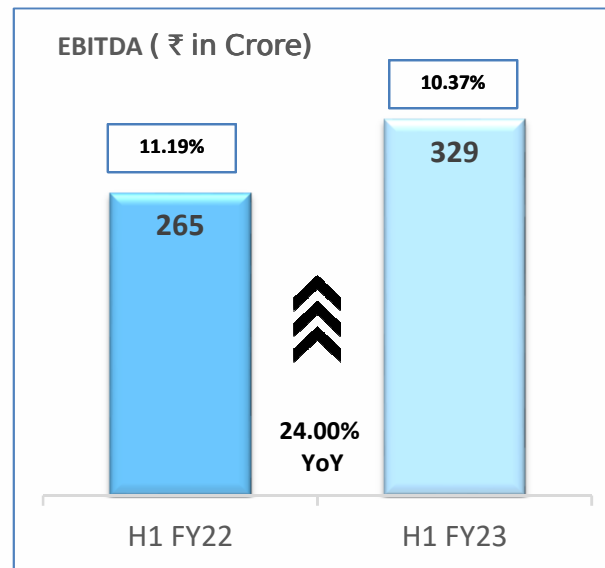
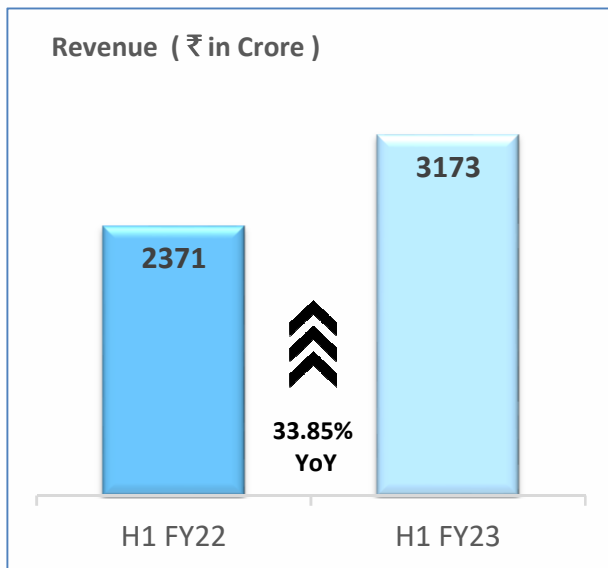


- Revenue improved by 18.81% YoY in this quarter.
- EBITDA margin in this quarter has declined to 10.31% as against 11.00% YoY.
- PAT margin in this quarter has declined to 6.65% as against 6.80% YoY.

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.



Financial Performance H1 FY 23 Highlights



- Revenue improved by 33.85% YoY in H1 FY 23
- EBITDA margin in H1 FY 23 has declined to 10.37% as against 11.19% YoY.
- PAT margin in H1 FY 23 has declined to 6.64% as against 6.71% YoY.

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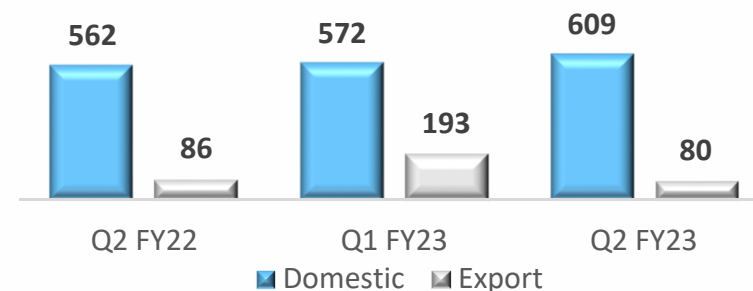
Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 563 Crore in 2nd quarter as against PY ₹ 408 Crore . Growth by 38.02%
- Domestic Institutional EHV cable sale stood at ₹ 46 crore in 2nd quarter as against PY ₹ 154 Crore.
- Domestic Institutional Wire and cable sale is ₹ 1035 Crore in H1 as against PY ₹ 822 Crore . Growth by 25.95%
- Domestic Institutional EHV cable sale stood at ₹ 146 crore in H1 as against PY ₹ 183 Crore.
- Total Institutional Cable Sale including export contributed 42.81% in Q-2 FY 23 against 47.88% in Q-2 FY 22 and 45.81% in H1 FY 23 against 48.56% in H1 FY 22

Q-2 FY 23

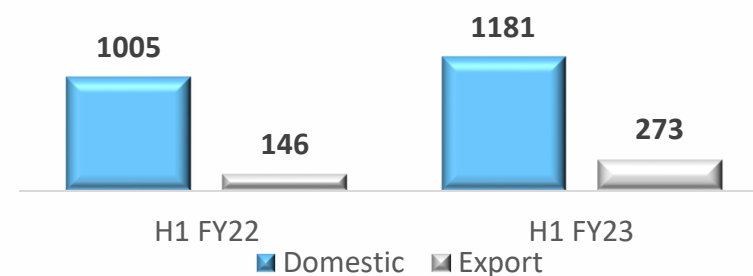
Revenue (₹ in Crore)



Particulars	Q-2 FY 22	Q-1 FY 23	Q-2 FY 23
Total Institutional Sale including export	648	765	689

H1 FY 23

Revenue (₹ in Crore)



Particulars	H1 FY 22	H1 FY 23
Total Institutional Sale including export	1151	1454

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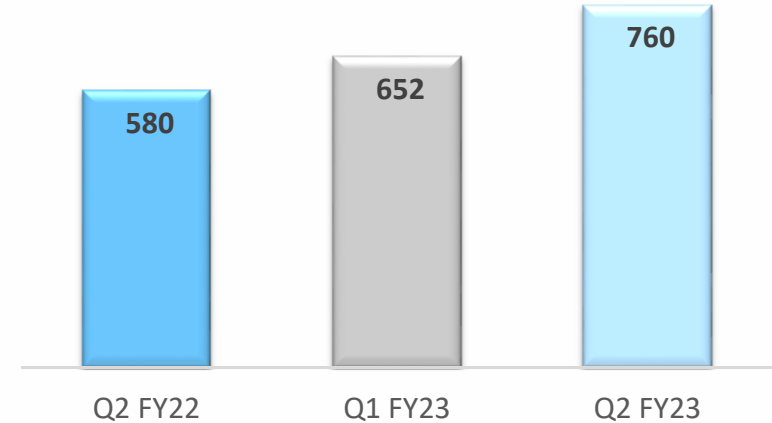
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 31% YoY in Q-2 FY 23.
- Sales through Dealer/ Distribution contributed approx. 47% of overall sale in Q-2 FY 23 and 44% of overall sale in H1 FY23.
- The total active working dealer of the company as on 30.09.2022 was approx. 1900 Nos.
- Sales through Dealer/ Distribution market increased by approx. 46% YoY in H1 FY23.

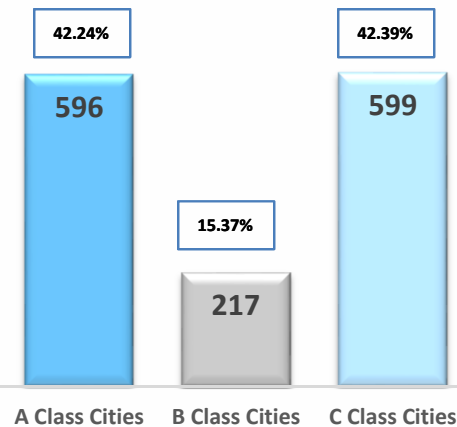
Q-2 FY 23

Revenue (₹ in Crore)

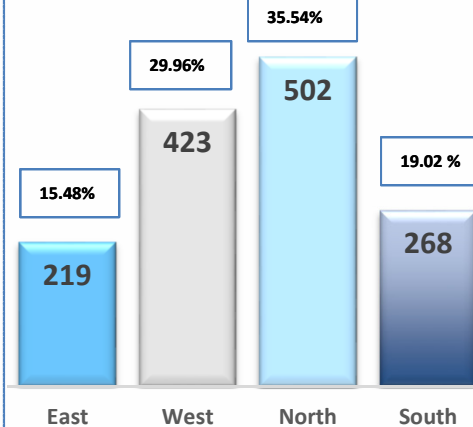


REVENUE BREAK UP OF H1 FY23 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)

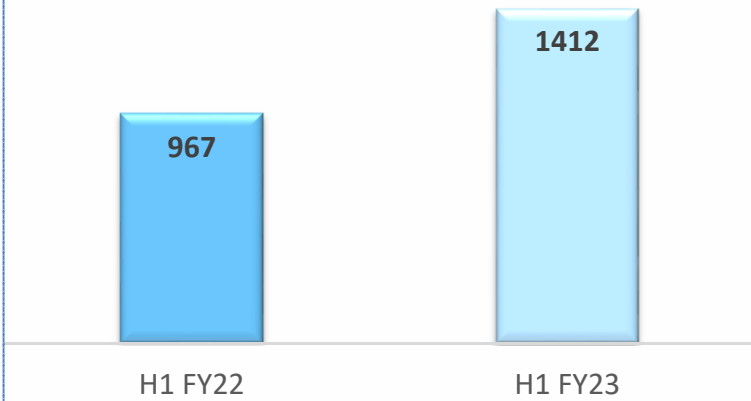


Revenue (₹ in Crore)



H1 FY 23

Revenue (₹ in Crore)



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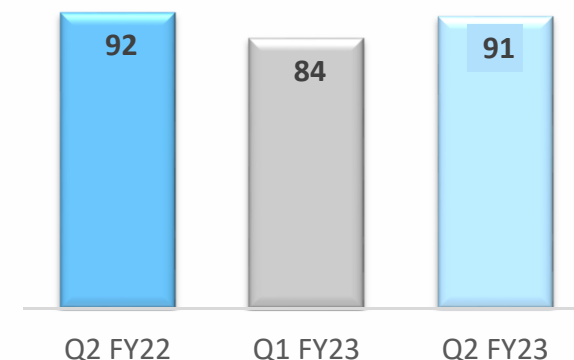
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by approx. 1.41% YoY in Q-2 FY 23.
- During the H1 FY23 EPC contribution reduced from 7.51% to 5.51%, which will reduce working capital requirement of the company.
- Export Sale of EPC is ₹ 25 Crore in Q-2 FY 23 and ₹ 48 crore in H1 FY23.
- SS Wire sale increased by approx. 34.79% YoY in Q-2 FY 23 and in H1 FY23 by approx. 31.09%.
- Export Sale of SS Wire is ₹ 34 Crore in Q-2 FY 23 and ₹ 65 crore in H1 FY23.

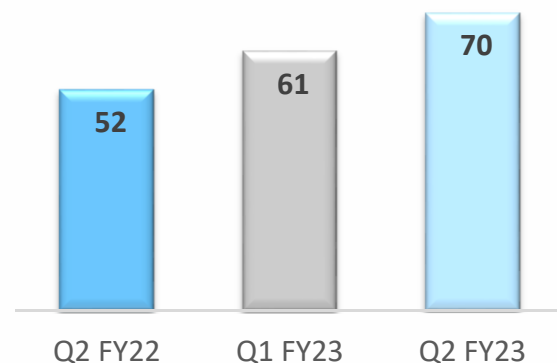
Q-2 FY 23 (EPC*)

Revenue (₹ in Crore)



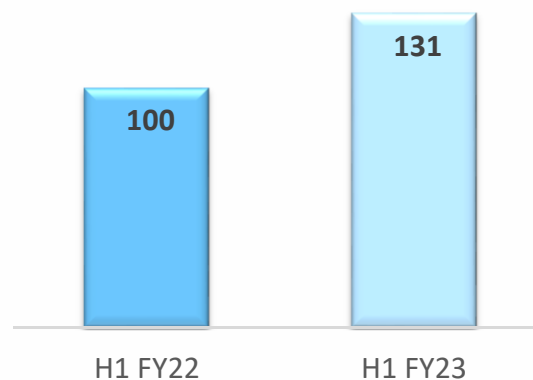
Q-2 FY 23 (SS wire)

Revenue (₹ in Crore)



H1 FY 23 (SS wire)

Revenue (₹ in Crore)



H1 FY 23 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

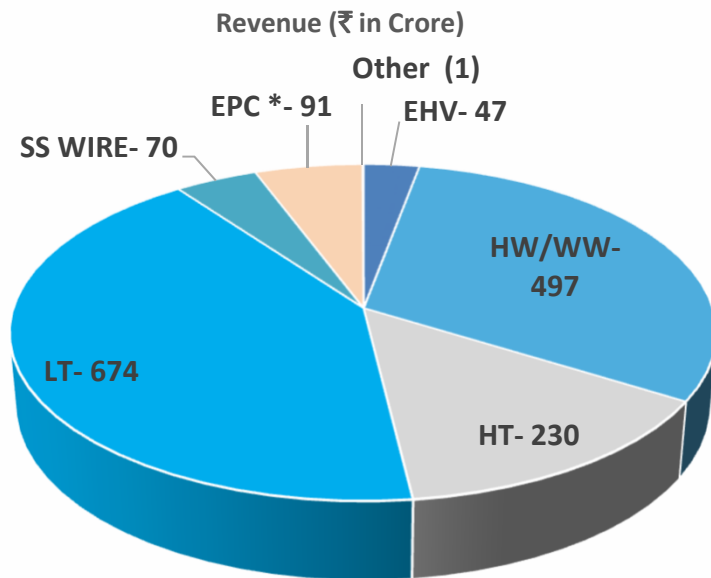
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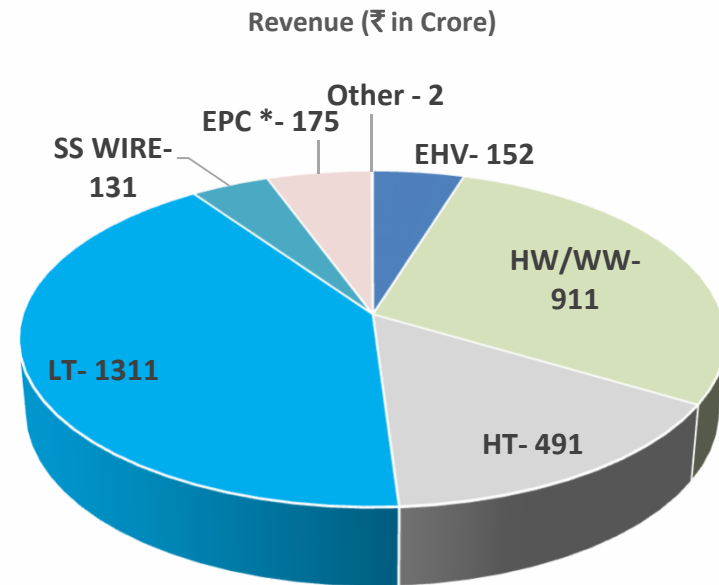
Breakup of Product and Revenue



Q2 FY 23



H1 FY 23



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,016 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q2 FY23 was ₹ 7.62 Crore as compared to last year same period of ₹ 9.94 Crore (Financial charges in terms of percentage has reduced to 0.47% from 0.73% of Net sales).

In the H1 FY 23, it was ₹ 16.85 Crore as compared to last year same period of ₹ 21.36 Crore. (Financial charges in terms of percentage has reduced to 0.53% from 0.90% of Net sales).

DEBT : Debt (including CF and acceptance):-

₹ in Crore

Particulars	30.09.21	31.03.21	31.03.22	30.09.22
Debt (TL+WC)	196	148	225	46
Channel Finance	144	157	106	113
Gross Debt	340	305	331	159
Cash & Bank Balances	64	221	360	417
Net Debt	276	84	(29)	(258)
Acceptances	128	323	299	149
Total Debt / (Cash)	404	407	270	(109)

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	H1 FY 23*	FY 22	EQUITY AND LIABILITIES	H1 FY 23*	FY 22
Non-Current Assets			Equity		
Fixed Assets	545.92	547.41	Equity Share Capital	18.04	18.02
Other Non Current Assets	17.84	18.58	Other Equity	2,325.65	2,117.30
Total Non Current Assets	563.76	565.99	Total Equity	2,343.69	2,135.32
Current Assets			Non-Current Liabilities		
Inventories	1,070.66	1,079.41	Borrowings	-	-
Trade Receivables	1,084.16	1,395.53	Other Non Current Liabilities	61.12	59.06
Cash and Bank Balances	416.54	360.03	Total Non Current Liabilities	61.12	59.06
Other Current Assets	149.03	126.08	Current Liabilities		
Total Current Assets	2,720.39	2,961.05	Short Term Borrowings	159.26	331.37
Total Assets	3,284.15	3,527.04	Trade Payables	515.52	762.62
			Others - Current Liabilities	204.56	238.67
			Total Current Liabilities	879.34	1,332.66
			Total Equity and Liabilities	3,284.15	3,527.04

* H-1 FY 23 - UNAUDITED

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Consolidated Financial Highlights



- During the Q2 FY 23 Net Sales was ₹ 1608.07 Crore, against same quarter in previous year of ₹ 1353.43 Crore.
- EBIDTA during this Quarter was ₹ 165.83 Crore against same quarter in the previous year of ₹ 148.55 Crore.
- Further, PAT during this Quarter was ₹ 106.88 Crore against same quarter in the previous year of ₹ 91.71 Crore. PAT/Net Sale was 6.65% during the quarter as against 6.78% during last year same period.
- During H1 FY 23, Net Sales was ₹ 3173.48 Crore, against same period in previous year of ₹ 2370.99 Crore.
- EBIDTA during H1 FY 23 was ₹ 328.99 Crore against same period in the previous year of ₹ 265.04 Crore.
- Further, PAT during H1 FY 23, was ₹ 210.64 Crore against same period in the previous year of ₹ 158.81 Crore. PAT/Net Sale was 6.64% as against 6.70% during last year same period.

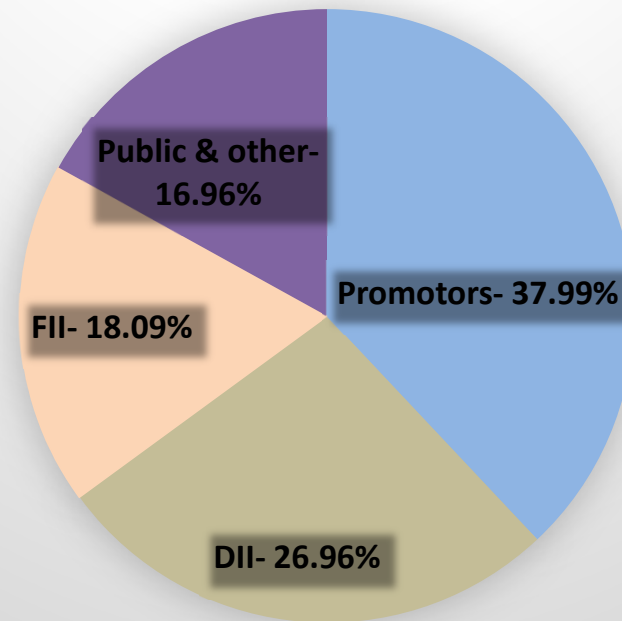
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Shareholding Related Information



Shareholding Pattern as on 30.09.2022



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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