



KEI

Wires & Cables



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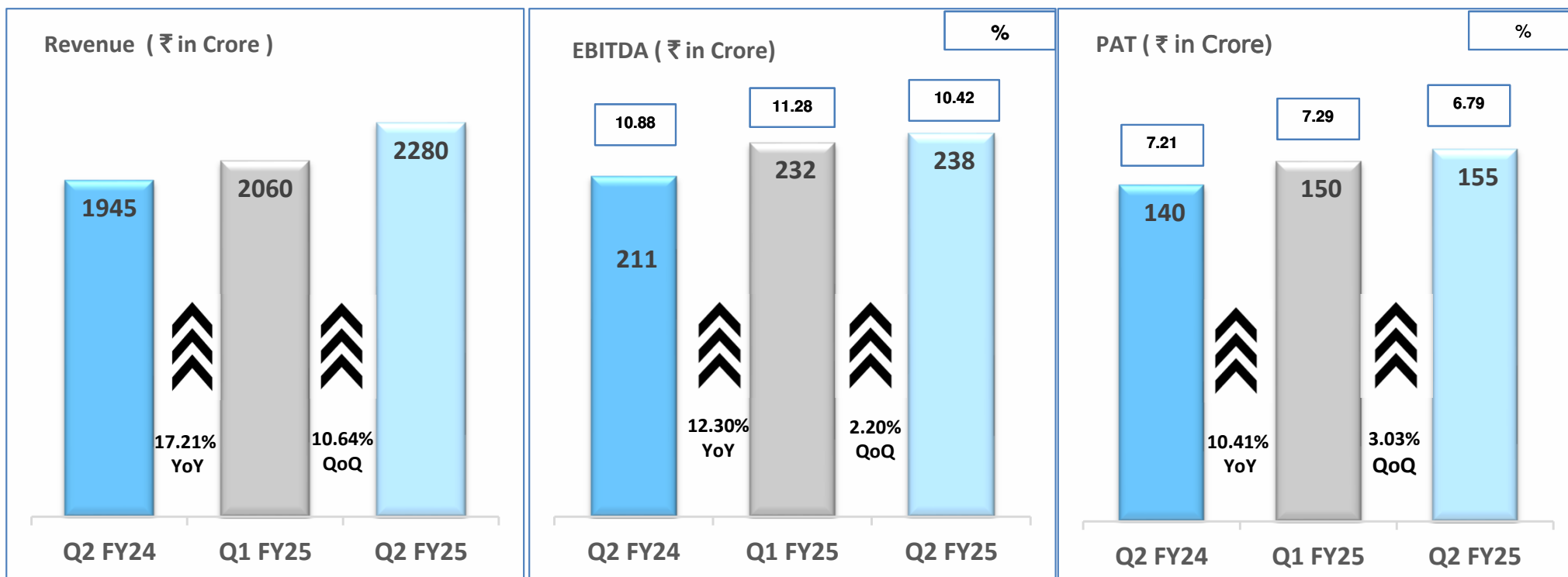
KEI Industries Limited

Q-2 FY 2025

Earnings Presentation

October 15, 2024

Financial Performance Q-2 FY 25 Highlights



- Revenue improved by 17.21% YoY in this quarter.
- EBITDA margin in this quarter is 10.42% as against 10.88% YoY.
- PAT margin in this quarter is 6.79% as against 7.21% YoY.

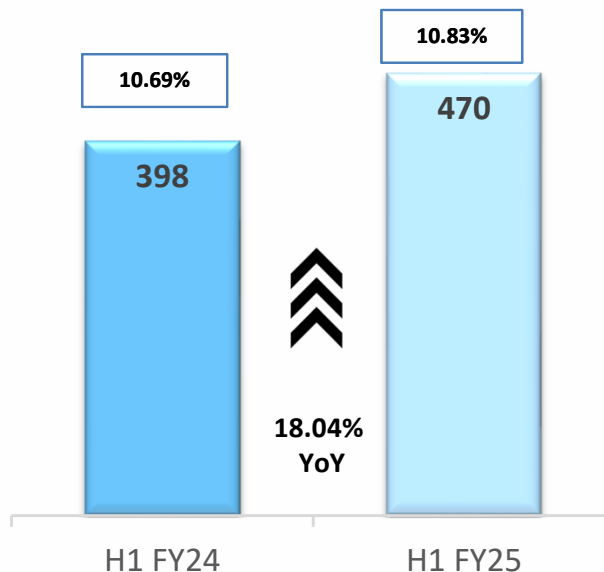
Financial Performance H1 FY 25 Highlights



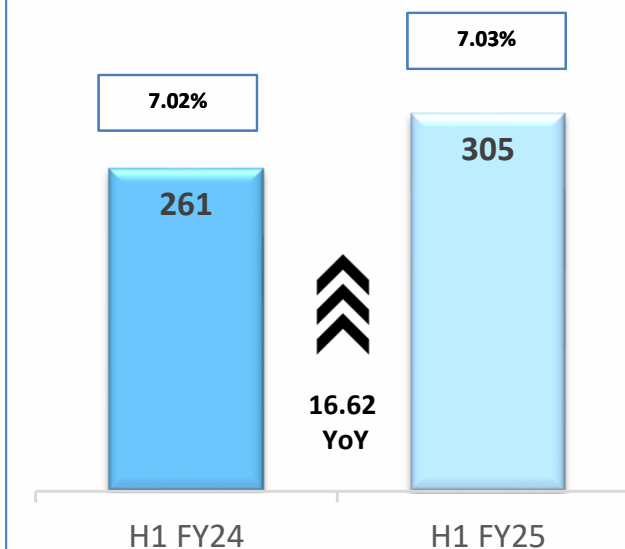
Revenue (₹ in Crore)



EBITDA (₹ in Crore)



PAT (₹ in Crore)



- Revenue improved by 16.50% YoY in H1 FY 25
- EBITDA margin in H1 FY 25 is 10.83% as against 10.69% YoY.
- PAT margin in H1 FY 25 is 7.03% as against 7.02% YoY.

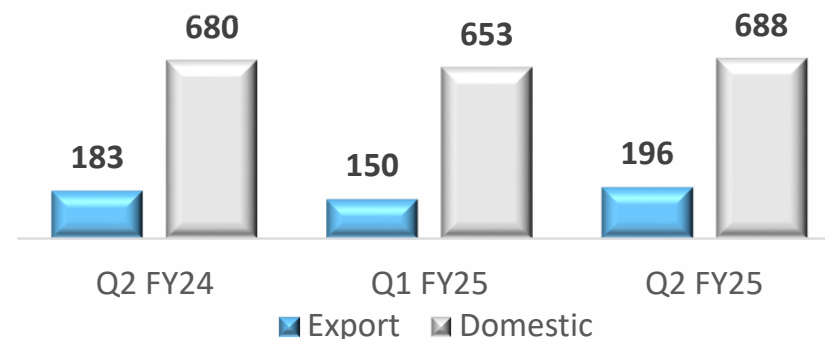
Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 615 Crore in 2nd quarter as against PY ₹ 511 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 73 crore in 2nd quarter as against PY ₹ 169 Crore.
- Total Institutional Cable Sale including export contributed 38.78% in Q-2 FY 25 against 44.38% in Q-2 FY 24.
- Total Institutional sale including export increased by approx. 2.43% YoY in Q-2 FY 25.
- Domestic Institutional Wire and cable sale is ₹ 1189 Crore in H1 as against PY ₹ 1004 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 152 crore in H1 as against PY ₹ 218 Crore.
- Total Institutional Cable Sale including export contributed 38.87% in H1 FY 25 against 44.10% in H1 FY 24.
- Total Institutional sale including export increased by approx. 2.68% in H1 FY25 .

Q-2 FY 25

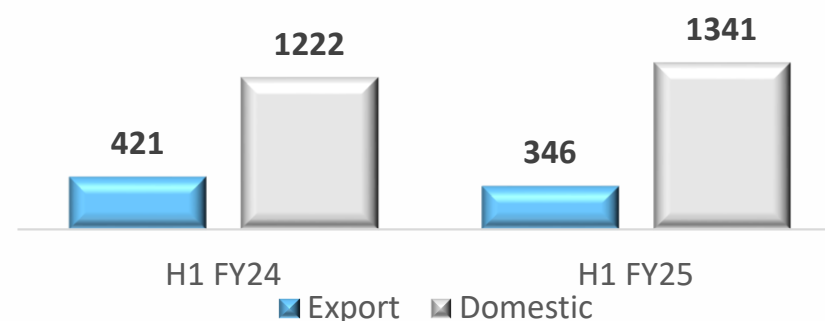
Revenue (₹ in Crore)



Particulars	Q-2 FY 24	Q-1 FY 25	Q-2 FY 25
Total Institutional Sale including export	863	803	884

H2 FY 25

Revenue (₹ in Crore)



Particulars	H1 FY 24	H1 FY 25
Total Institutional Sale including export	1643	1687

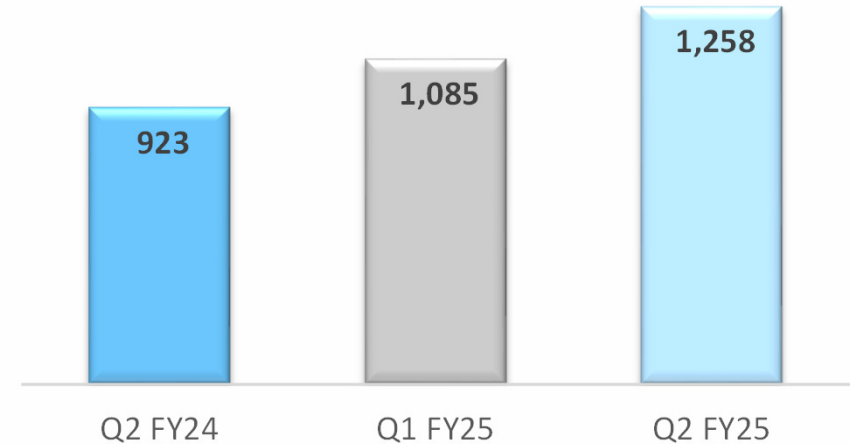
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 36.30% YoY in Q-2 FY 25.
- Sales through Dealer/ Distribution contributed approx. 55.18% of overall sale in Q-2 FY 25 and 53.98% of overall sale in H1 FY25.
- The total active working dealer of the company as on 30.09.2024 was approx. 2038 Nos.
- Sales through Dealer/ Distribution market increased by approx. 32.75% YoY in H1 FY25.

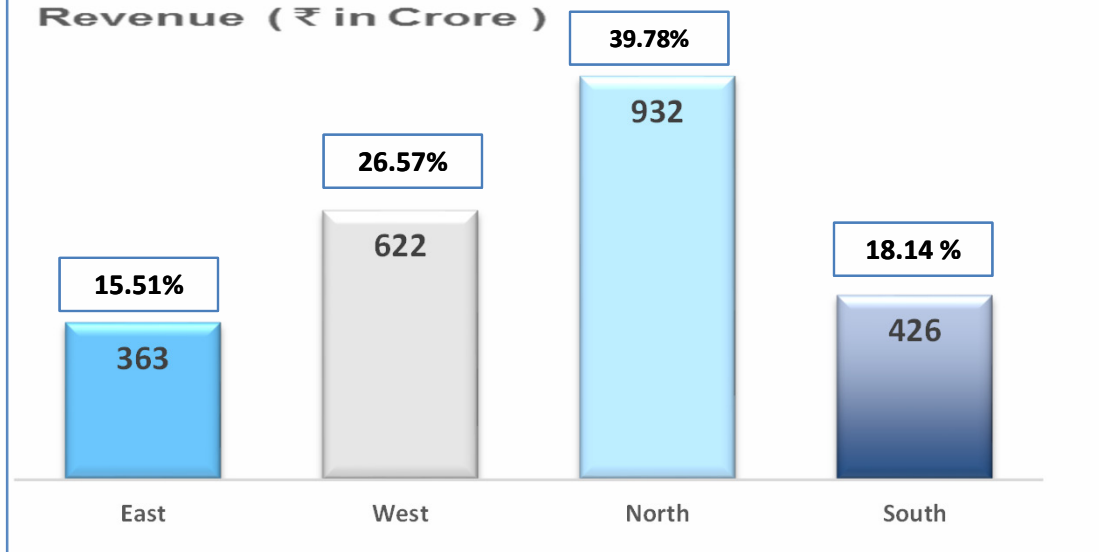
Q-2 FY 25

Revenue (₹ in Crore)



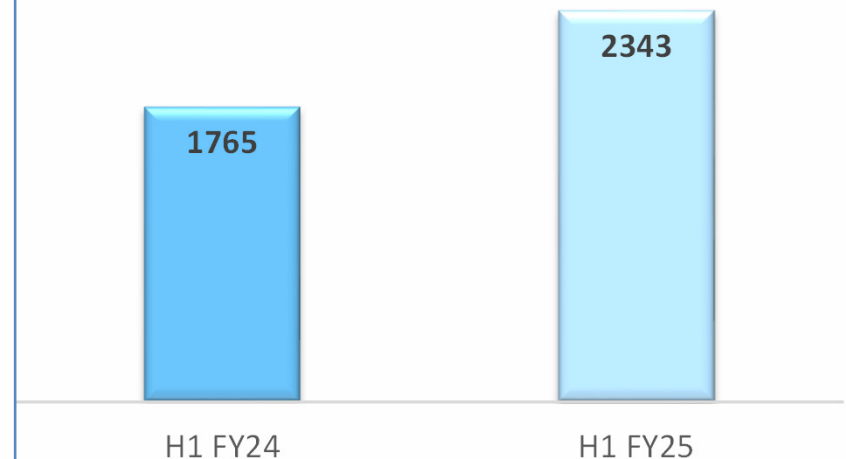
REVENUE BREAK UP OF H1 FY25 (ZONE WISE)

Revenue (₹ in Crore)



H1 FY 25

Revenue (₹ in Crore)



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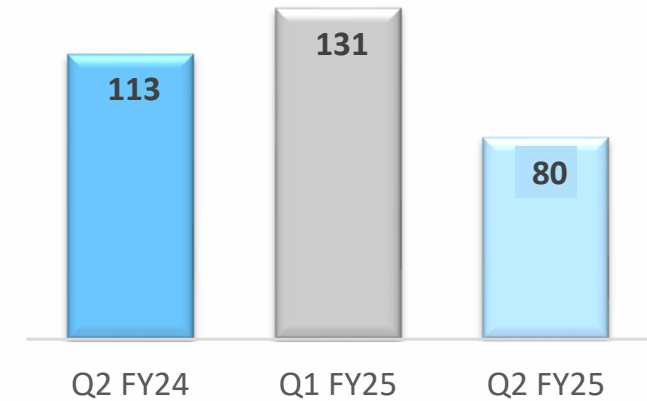
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by approx. 29.31% YoY in Q-2 FY 25.
- During the H1 FY25 EPC contribution is 4.86%.
- Export Sale of EPC is ₹ 18 Crore in Q-2 FY 25 and ₹ 76 crore in H1 FY25.
- SS Wire sale increased by approx. 1.79% YoY in Q-2 FY 25 and decreased by approx. 3.23% in H1 FY25 .
- Export Sale of SS Wire is ₹ 27 Crore in Q-2 FY 25 and ₹ 52 crore in H1 FY25.

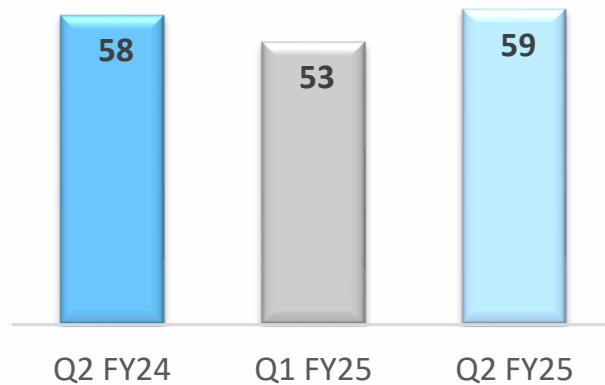
Q-2 FY 25 (EPC*)

Revenue (₹ in Crore)



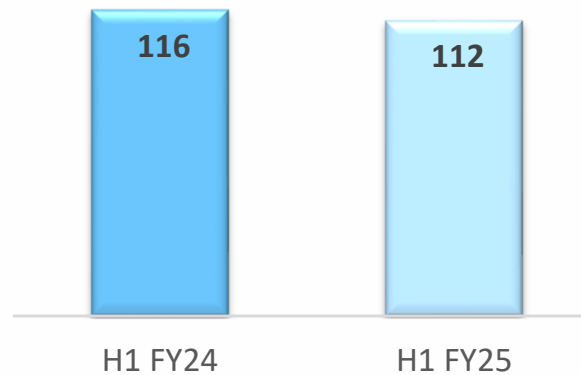
Q-2 FY 25 (SS wire)

Revenue (₹ in Crore)



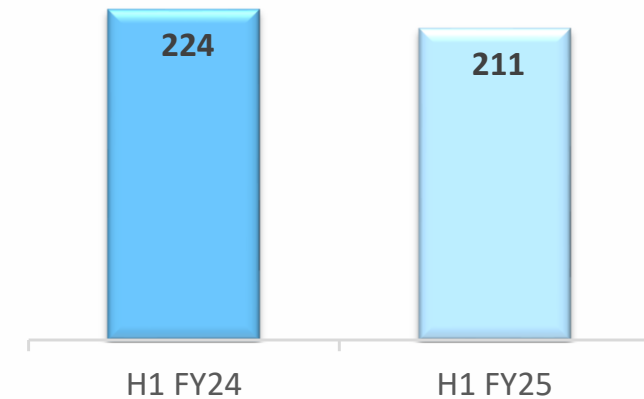
H1 FY 25 (SS wire)

Revenue (₹ in Crore)



H1 FY 25 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

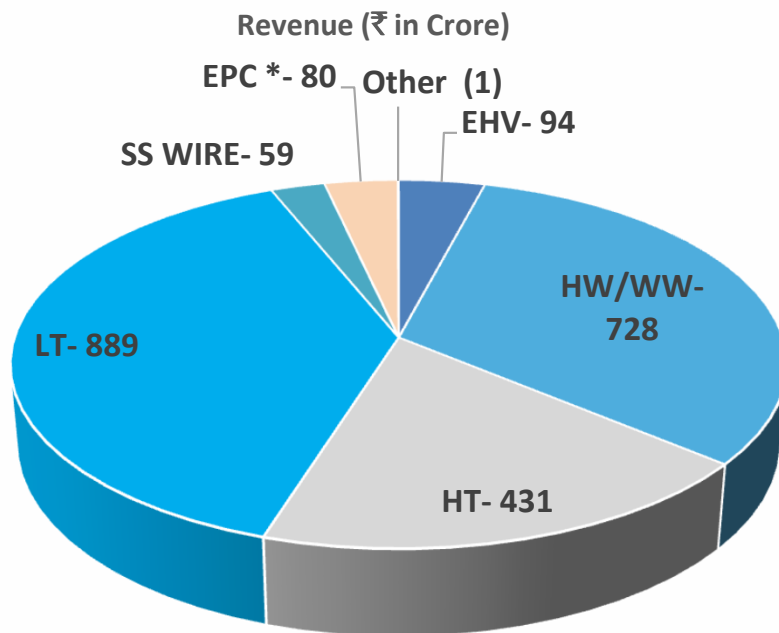
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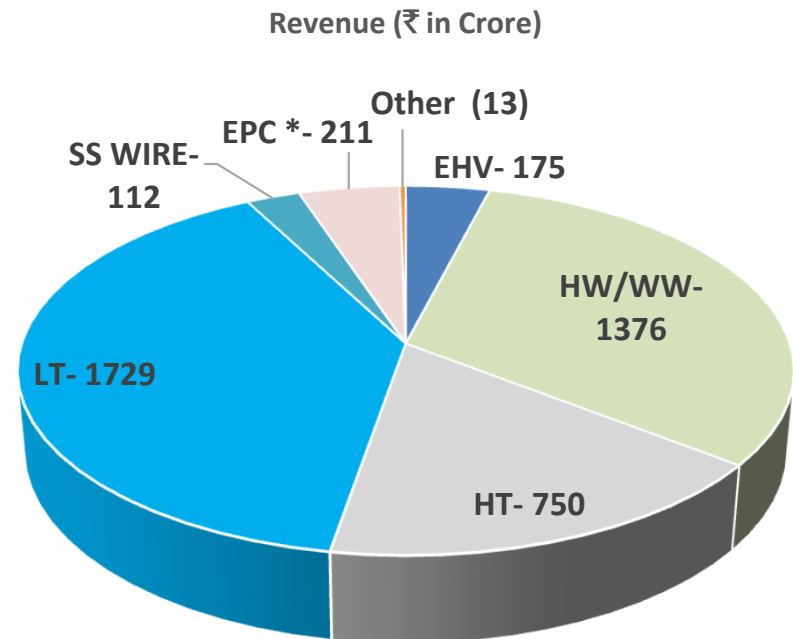
Breakup of Product and Revenue



Q2 FY 25



H1 FY 25



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,847 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q2 FY25 was ₹ 13.33 Crore as compared to last year same period of ₹ 7.53 Crore (Financial charges in terms of percentage has increased to 0.58% from 0.39% of Net sales).

In the H1 FY 25, it was ₹ 27.49 Crore as compared to last year same period of ₹ 16.47 Crore. (Financial charges in terms of percentage has increased to 0.63% from 0.44% of Net sales).

DEBT : Debt (including CF and acceptance) as on 30.09.2024:-

₹ in Crore

Particulars	31.03.23	31.03.24	30.09.24
Debt (TL+WC)	-	37	205
Channel Finance	135	97	109
Gross Debt	135	134	314
Cash & Bank Balances	537	700	245
Net Debt	(402)	(566)	69
Acceptances	219	506	357
Total Debt / (Cash)	(183)	(60)	426

Balance Sheet (Standalone)



₹ in Crore

ASSETS	H-1 FY 25*	FY 24	EQUITY AND LIABILITIES	H-1 FY 25*	FY 24
Non-Current Assets			Equity		
Fixed Assets	1,083.67	891.23	Equity Share Capital	18.06	18.05
Other Non Current Assets	161.71	67.77	Other Equity	3,439.70	3,130.21
Total Non Current Assets	1,245.38	959.00	Total Equity	3,457.76	3,148.26
			Non-Current Liabilities		
			Borrowings	98.77	-
			Other Non Current Liabilities	93.35	76.85
			Total Non Current Liabilities	192.12	76.85
Current Assets			Current Liabilities		
Inventories	1,763.16	1,342.75	Short Term Borrowings	215.25	134.23
Trade Receivables	1,495.07	1,517.87	Trade Payables	838.89	1,007.94
Cash and Bank Balances	244.52	700.37	Others - Current Liabilities	238.71	289.17
Other Current Assets	194.60	136.46	Total Current Liabilities	1,292.85	1,431.34
Total Current Assets	3,697.35	3,697.45	Total Equity and Liabilities	4,942.73	4,656.45
Total Assets	4,942.73	4,656.45			

*H-1 FY 25 - UNAUDITED

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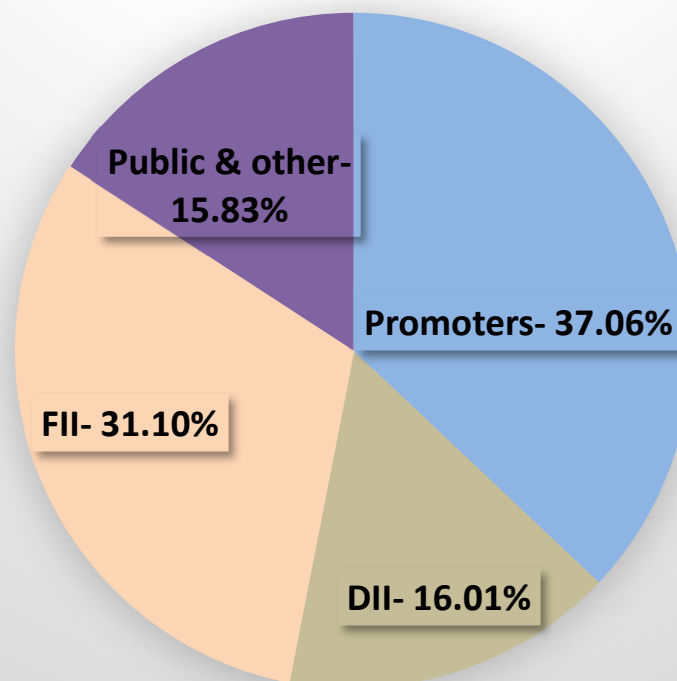
Consolidated Financial Highlights



- During the Q2 FY 25 Net Sales from Continuing operations was ₹ 2279.64 Crore, against same quarter in previous year of ₹ 1944.91 Crore.
- EBIDTA from Continuing operations during this Quarter was ₹ 237.53 Crore against same quarter in the previous year of ₹ 211.52 Crore.
- Further, PAT from Continuing Operations during this Quarter was ₹ 154.81 Crore against same quarter in the previous year of ₹ 140.21 Crore. PAT/Net Sale was 6.79% during the quarter as against 7.21% during last year same period.
- During H1 FY 25, Net Sales from Continuing Operations was ₹ 4340.14 Crore, against same period in previous year of ₹ 3725.44 Crore.
- EBIDTA from Continuing Operations during H1 FY 25 was ₹ 469.94 Crore against same period in the previous year of ₹ 398.11 Crore.
- Further, PAT from Continuing Operations during H1 FY 25, was ₹ 305.06 Crore against same period in the previous year of ₹ 261.59 Crore. PAT/Net Sale was 7.03% as against 7.02% during last year same period.



Shareholding Pattern as on 30.09.2024



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.



THANK YOU

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