



KEI INDUSTRIES LIMITED



CORPORATE PRESENTATION

NOV, 2024





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- Company Overview
- Company Strengths
- Growth Strategy
- Industry Prospects
- Brand Recognition
- Key Financials
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Company Overview



- Leading manufacturer of cables and wires with a wide product portfolio spread across EHV, HT and LT Power Cables, House Wire, Stainless Steel Wire
- Forward integrated into EPC services for Power, Distribution, Transmission and sub-station projects
- FY24 Revenue: INR 8,104 Cr., EBITDA: INR 887 Cr. (10.9% margin)

8

Manufacturing
Plants across
Rajasthan, D&NH

INR 3,900+ Cr
Healthy Order Book¹

2,000+
Institutional
Customers¹

2,000+
Dealers /
Distributors¹

Robust R&D
facility with NABL
accredited lab

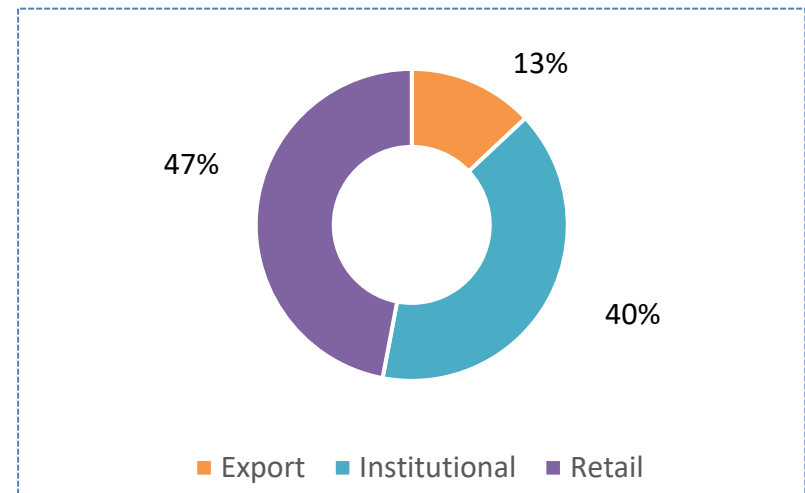
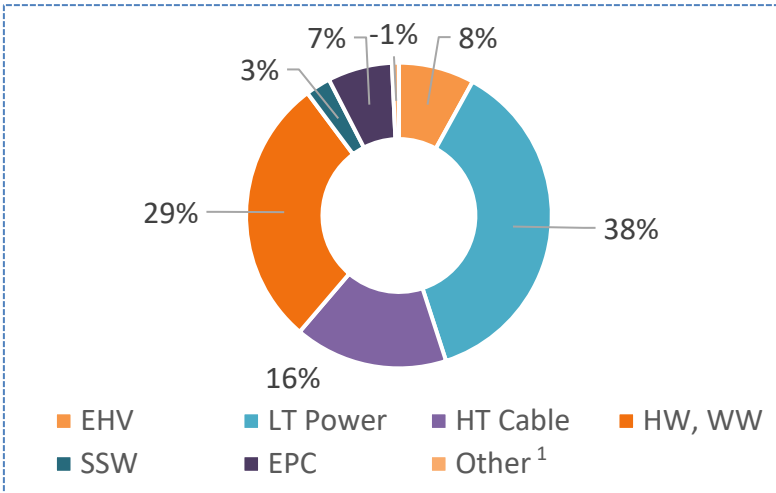
2,000+
Employees¹

Proven Track Record
3Y CAGR
Revenue - 19%
PAT - 24%

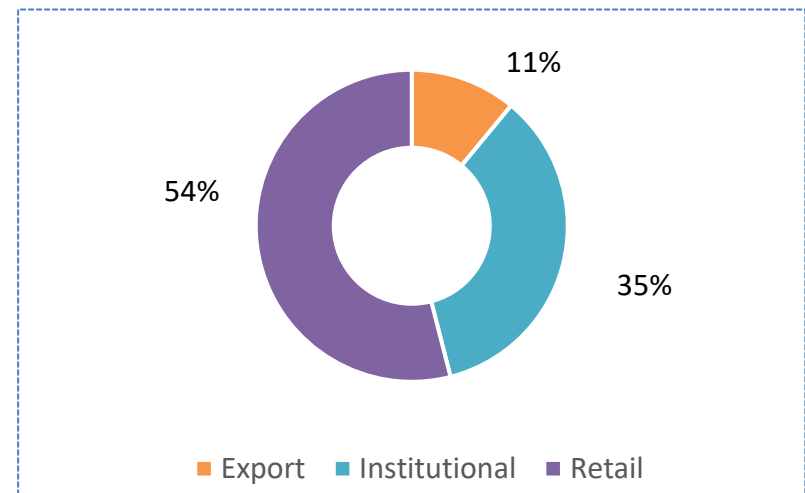
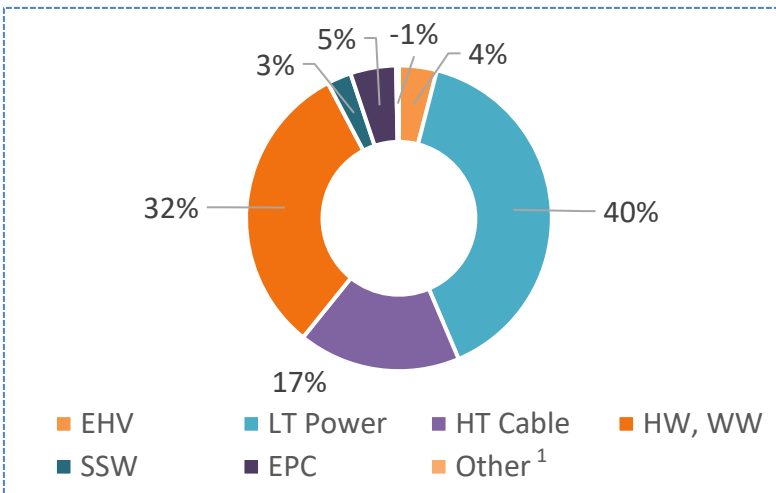
Experienced
Management Team

Revenue Split by Product and Customer / Channel

FY24

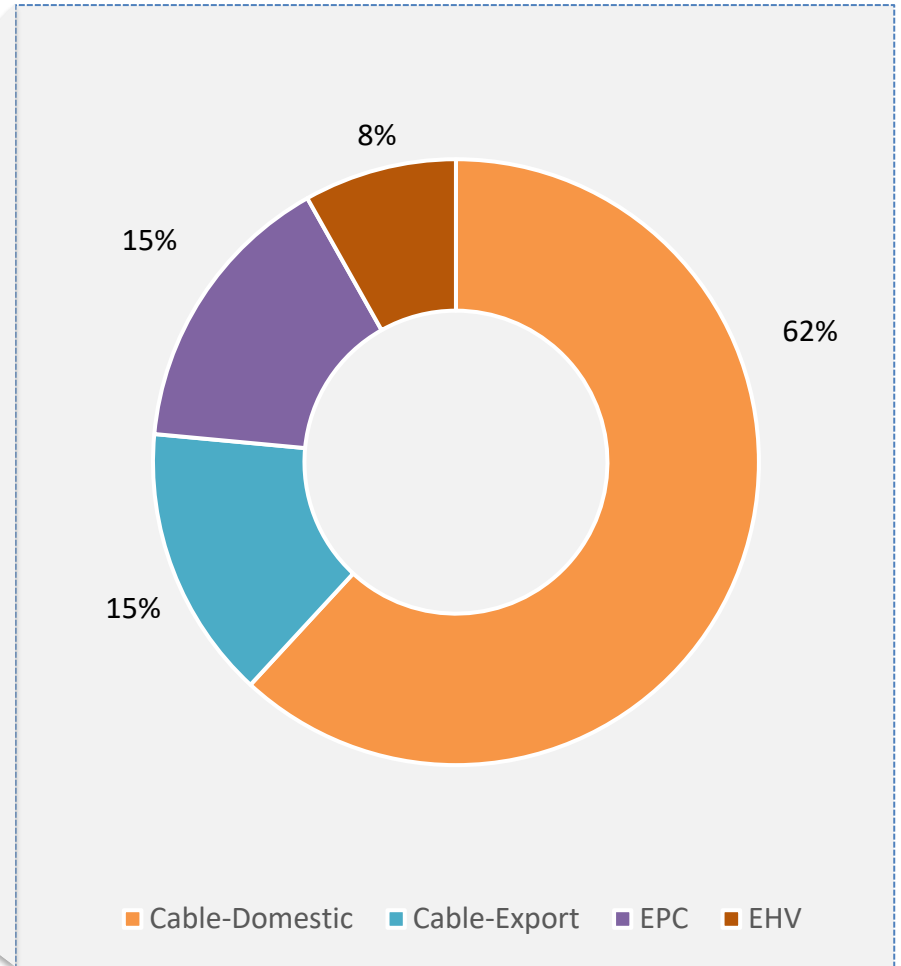
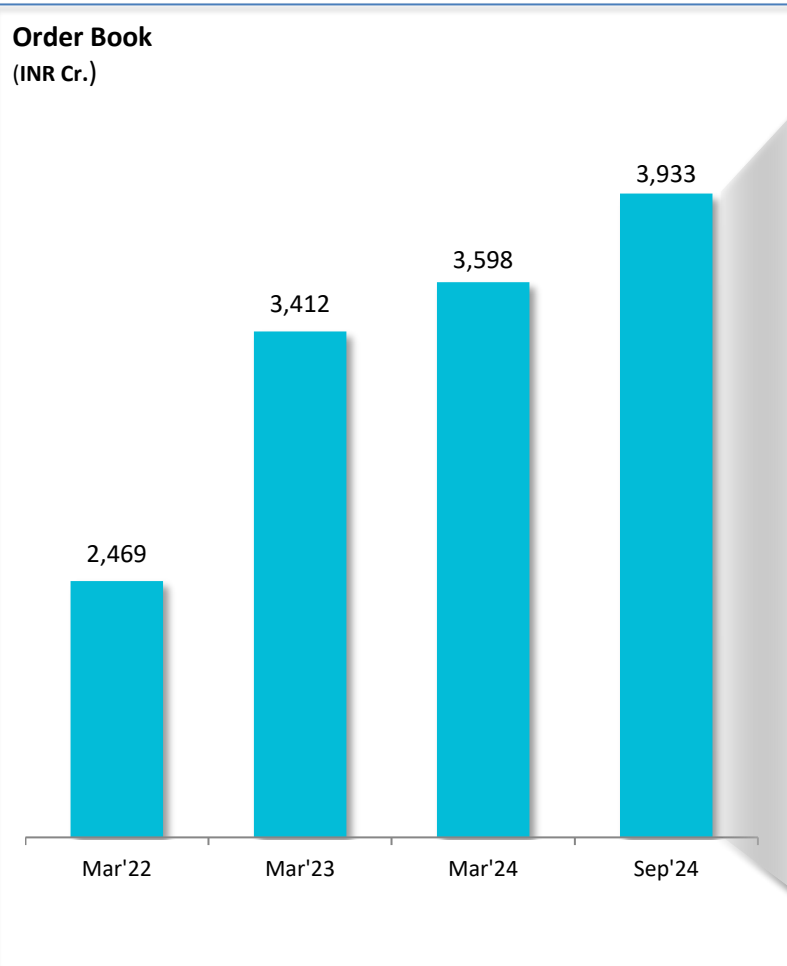


H1 FY25



Healthy and growing order book of INR 3,933 Cr. (as of 30th Sep, 2024)

Order Book
(INR Cr.)

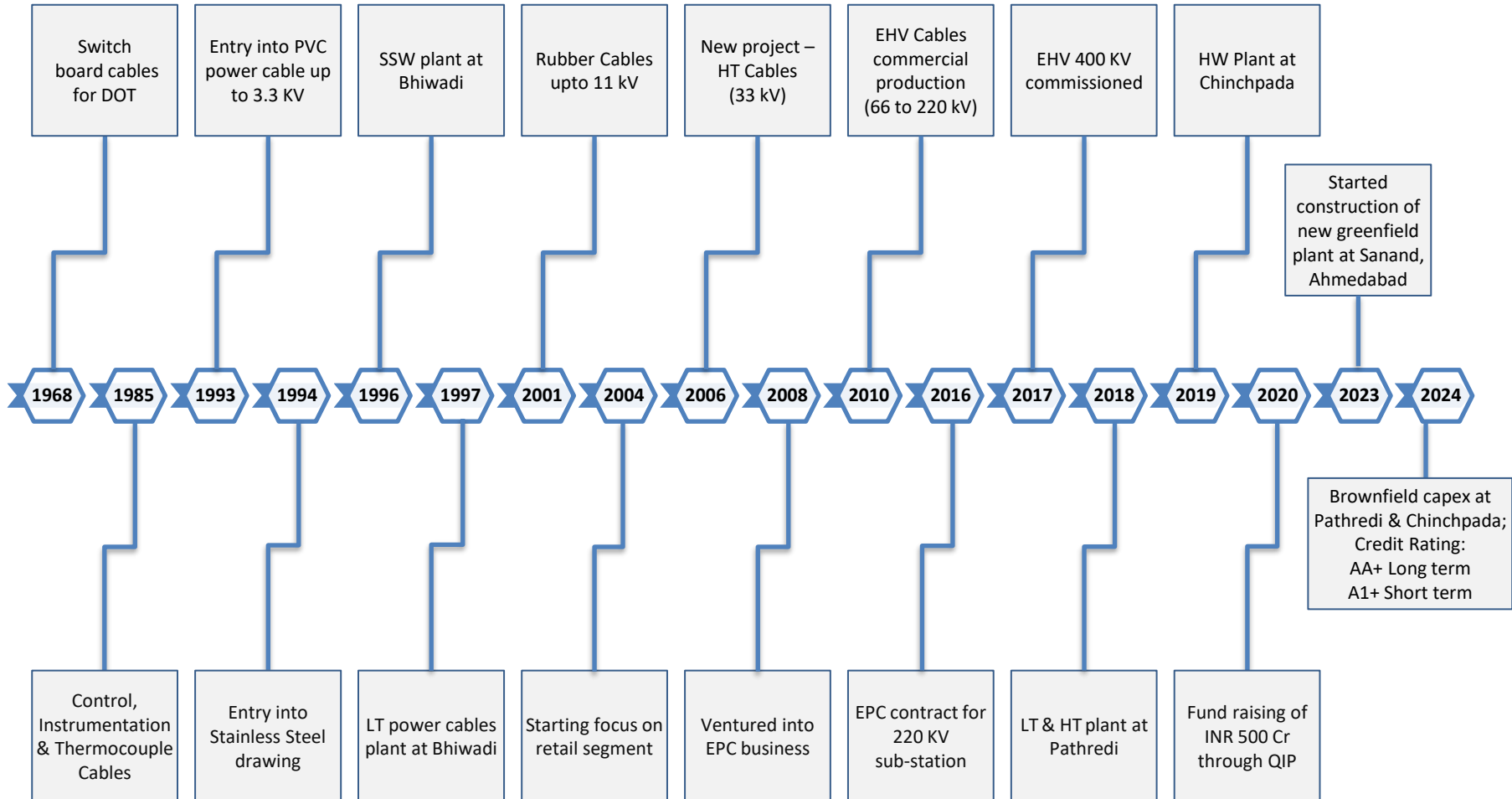




Consistently Evolving Business Model

✓ Focus on expanding product portfolio

✓ De-risking business by increasing diversification





Company Strengths





Company Strengths





Comprehensive Product Portfolio...

Wide product basket comprising:

- Extra-High Voltage Cables up to 400 KV
- High & Medium Voltage Cables
- Control & Instrumentation Cables
- Specialty Cables
- Submersible Cables
- Rubber Cables
- Solar Cables
- ESP Cables
- PVC/Poly Wrapped Winding Wires
- Flexible & House Wires
- MVCC Cables
- Stainless Steel Wires
- Fire Survival/ Resistant Cables
- EV Cables
- EPC Projects

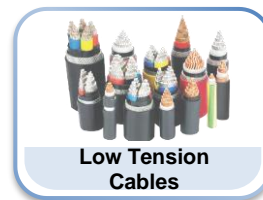
Helping the company serve a wide range of sectors such as power, oil refineries, railways, automobiles, cement, steel, fertilizers, textile and real estate, among others



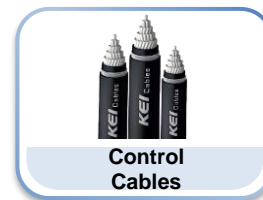
EHV Cables
(Up to 400kV)



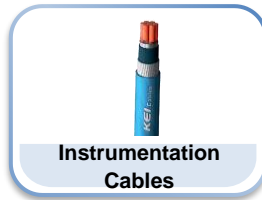
High Tension
Cables



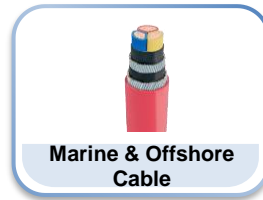
Low Tension
Cables



Control
Cables



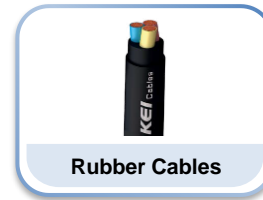
Instrumentation
Cables



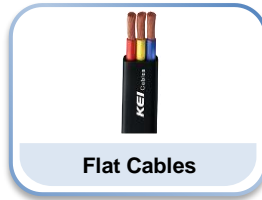
Marine & Offshore
Cable



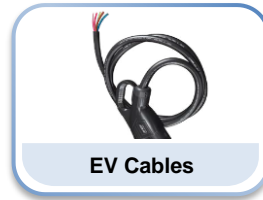
Solar Cables



Rubber Cables



Flat Cables



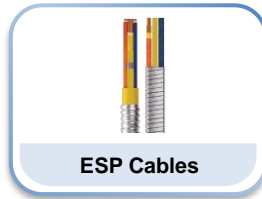
EV Cables



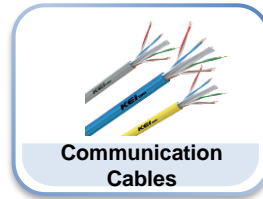
Single Core / Multicore
Flexible Cables



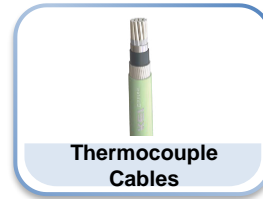
Fire Survival/
Resistant Cables



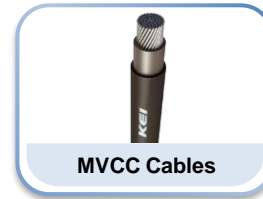
ESP Cables



Communication
Cables



Thermocouple
Cables



MVCC Cables



Winding Wires
(WW)



House Wires (HW)



Stainless Steel
Wires (SSW)



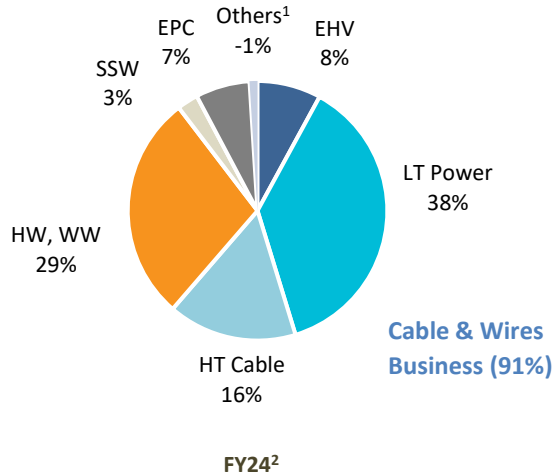
EPC Services

WIDEST RANGE OF WIRES AND CABLES FROM 1.1KV UP TO 400KV

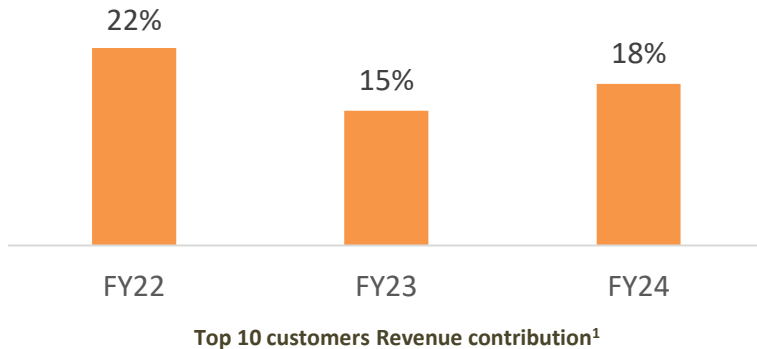


...Well Diversified Across Multiple Dimensions

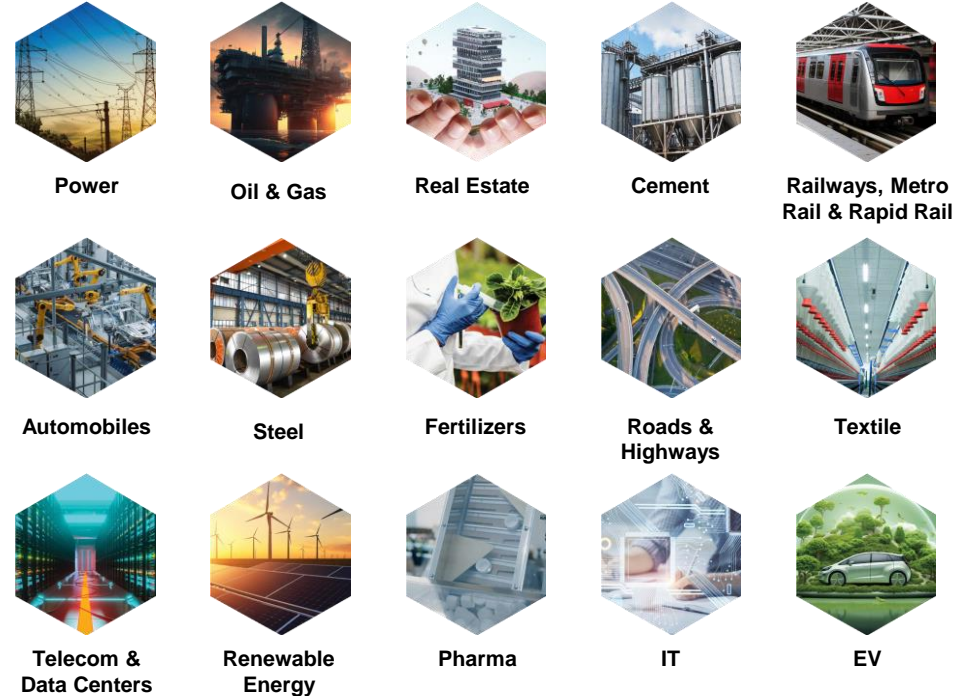
Wide Product Basket...



...Coupled with low customer concentration



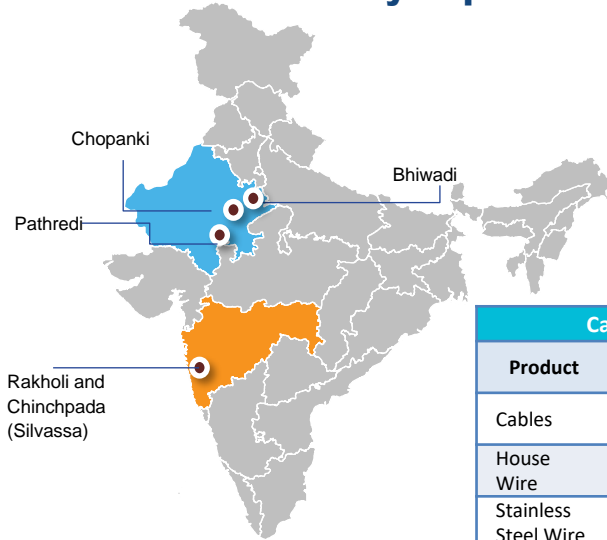
...With applications across Industries



- KEI is diversified across products and industries
- Customer concentration is low with top 10 customers accounting for 18% of sales in FY24
- Diversification helps in de-risking

Strategically Located Manufacturing Facilities & Strong R&D Capabilities

Plant Locations and Key Capacities



| Capacity Utilization | | | |
|----------------------|------|------|------|
| Product | FY22 | FY23 | FY24 |
| Cables | 76% | 89% | 92% |
| House Wire | 59% | 79% | 71% |
| Stainless Steel Wire | 84% | 87% | 90% |

| Products (as of 31 st Mar'24) | Bhiwadi | Rakholi | Chopanki | Pathredi-1 | Pathredi-2 | Chinchpada |
|--|---------|---------|----------|------------|------------|------------|
| EHV | ✓ | | ✓ | | | |
| HT Power Cable | ✓ | | ✓ | ✓ | ✓ | |
| LT Power Cable | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Control Cable | ✓ | ✓ | | ✓ | | ✓ |
| Instrumentation/Communication Cable | ✓ | | | ✓ | | ✓ |
| Rubber cable | ✓ | | | | | |
| House Wire/ Winding Wire | ✓ | ✓ | | | | ✓ |
| Stainless Steel Wire | ✓ | | | | | |

| Plant Location | Start Date | Capacity (As of 30 th Sep, 24) |
|----------------|------------|--|
| Bhiwadi | 1996 | <ul style="list-style-type: none"> Cable – 64,200 Kms House Wire/WW – 190,000 Kms Stainless Steel Wire – 9,000 MT |
| Rakholi | 2002 | <ul style="list-style-type: none"> Cable – 34,800 Kms House Wire – 696,000 Kms |
| Chopanki | 2007 | <ul style="list-style-type: none"> Cable – 4,900 Kms |
| Pathredi-1 | 2018 | <ul style="list-style-type: none"> Cable – 21,000 Kms |
| Pathredi-2 | 2024 | <ul style="list-style-type: none"> Cable – 12,000 Kms |
| Chinchpada | 2019 | <ul style="list-style-type: none"> House Wire – 14,22,400 Kms Cable – 55,800 Kms Communication cable – 28,800 Kms |

Strong R&D capabilities

- R&D facility with in-house lab accredited by NABL
- Customized solutions for customers
- Continuous focus on development of new products
- Niche product offerings
- Focus on developing specialty products



...Strategically Located Manufacturing Facilities & Strong R&D Capabilities



Pathredi Plant



Bhiwadi Plant



Chopanki Plant



Silvassa Plant



Chinchpada Plant

Adherence to the most stringent quality standards

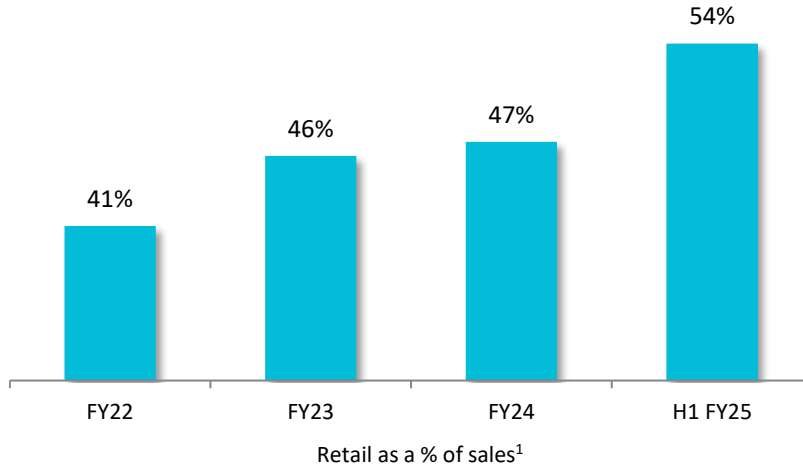
Our products are tested by KEMA (The Netherlands), TUV (Rheinland), SGS, IRS, ABS, CEIL, BRE (UK), LLOYDS REGISTER, BVQI, DNV, CPRI, ERDA, IDEMI, EIL, PDIL, MECON, NTPC, NPCIL, TUV India, RINA, PGCIL, TPL, DQAN, EQM, UL, RDSO, CE regulatory, UKCA regulatory, Ghost Cutr

Excellent pre-qualification credentials

Sound technical capabilities and country specific approvals to meet stringent customer requirements

Strong Presence in Retail Segment with a Well Entrenched Distribution Network

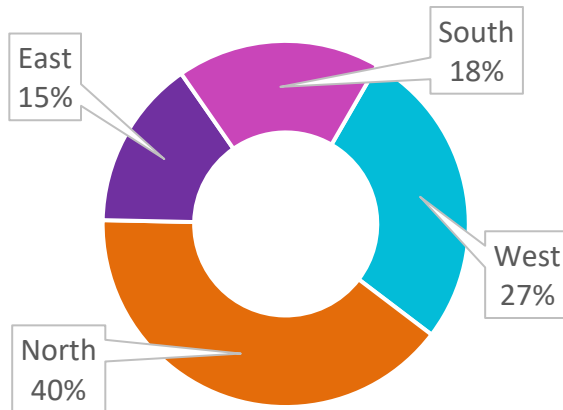
Increasing focus on retail...



...With strong distribution network...

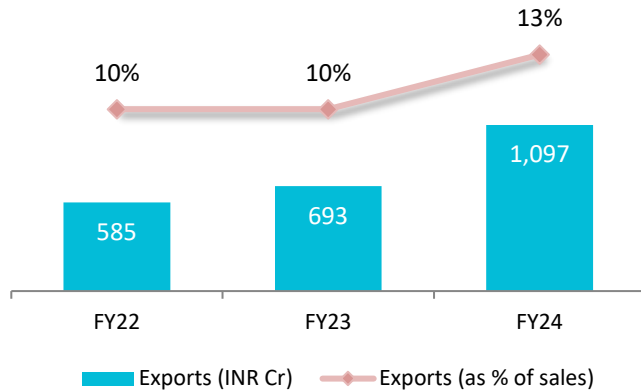
| | # of Dealers / Distributors ² | # of Marketing Offices ² |
|-------|--|-------------------------------------|
| North | 740 | 9 |
| South | 390 | 7 |
| East | 483 | 6 |
| West | 425 | 14 |

...Leading to pan-India retail presence³



- Strong distribution network covering metros and Tier 1 / 2 cities
- 25 depots across India
- 36 marketing offices across the country and 4 overseas offices in UAE, South Africa, Nepal and Gambia
- Focused on marketing through various brand promotion activities via multiple communication channels including TV Advertising and IPL Sponsorship
- Super Brand Status from 2011-16 and 2019-24

Export Sales in the last 3 years



- Exports accounted for 13% of sales in FY24
- Exports provide natural hedge on forex as the company also imports raw materials
- Strong order book for exports of INR 731 Cr. (including EPC) as of 30th Sep, 2024

Presence across over 60 countries with offices in 4 countries

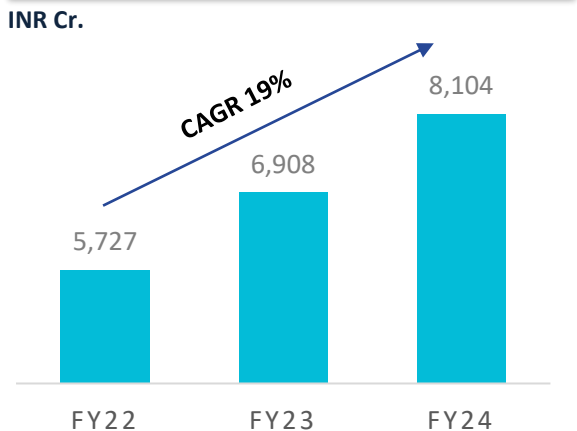




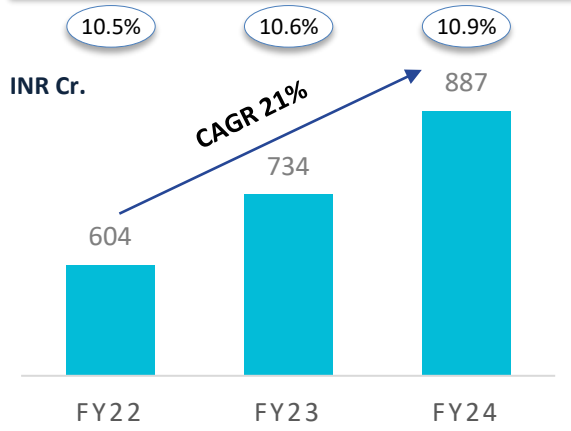
Strong Financial Performance

% margin

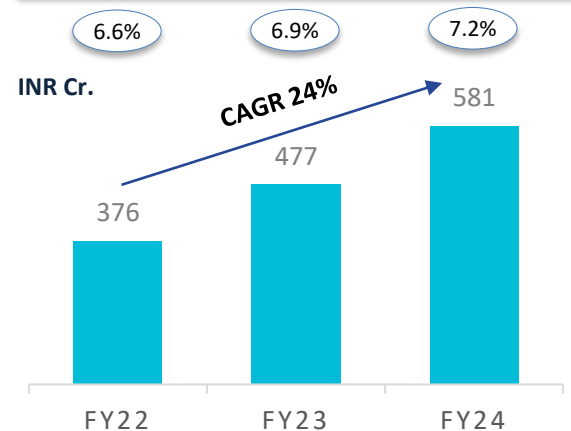
Robust Revenue Growth...



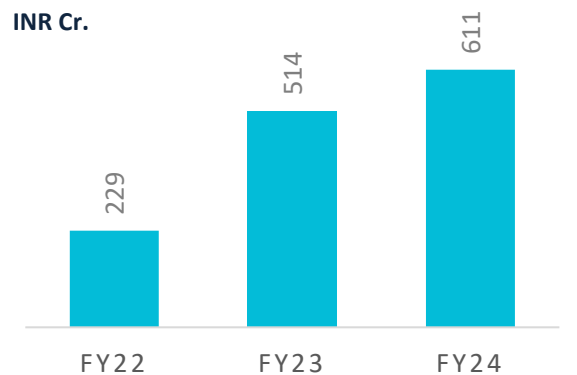
...with stable EBITDA Margins...



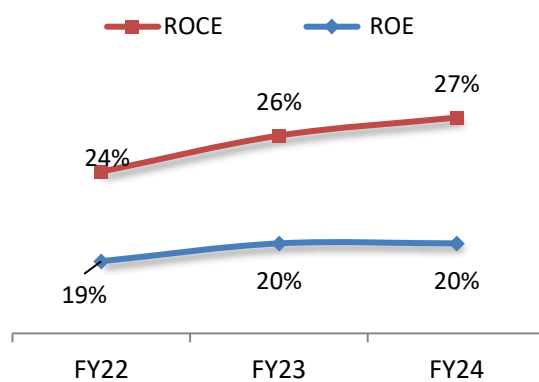
...and strong PAT Growth



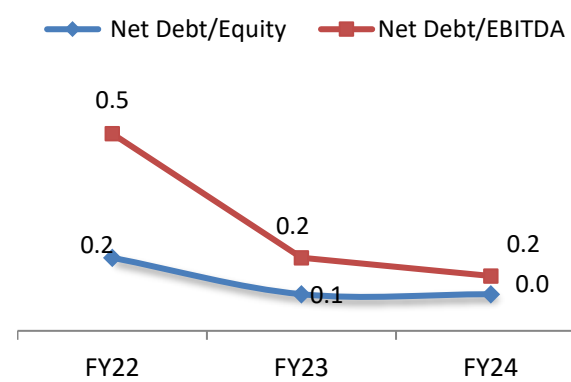
Cash Flow¹



Robust Return Ratios²



Comfortable Debt Profile



Healthy Order Book to achieve Turnover and Profitability

Insurance of Receivables to mitigate risk

Credit rating³: AA+ (stable) Long term and A1+ Short term

Note: Based on Standalone Financials
1. Net Cash from Operating Activities; 2. Average basis; 3. CARE credit ratings



Experienced Management Team

Mrs. Archana Gupta
Director



Mr. Rajeev Gupta
Executive Director
(Finance) & CFO



Mr. Lalit Sharma
COO



Mr. Dilip Barnwal
Vice President
(Operations - Silvassa)



Mr. Dayanand Sharma
Vice President
(Operations - Chopanki)



Mr. K.C Sharma
Sr. Vice President
(Operations - Bhiwadi)



Mr. Anil Gupta
Chairman & MD



Mr. Akshit Diviaj Gupta
Director



Mr. Manoj Kakkar
Executive Director
(Sales & Marketing)



Mr. Kishore Kunal
Vice President
(Corporate Finance)
& Company Secretary



Mr. Adarsh Kumar Jain
Vice President
(Finance)





KEI

Wires & Cables

PRINCIPAL PARTNER

**Growth
Strategy**



Expand Distribution Network

Increase penetration by expanding distribution network

Grow Retail Business

Continued focus to increase share of retail business

Scale up Exports

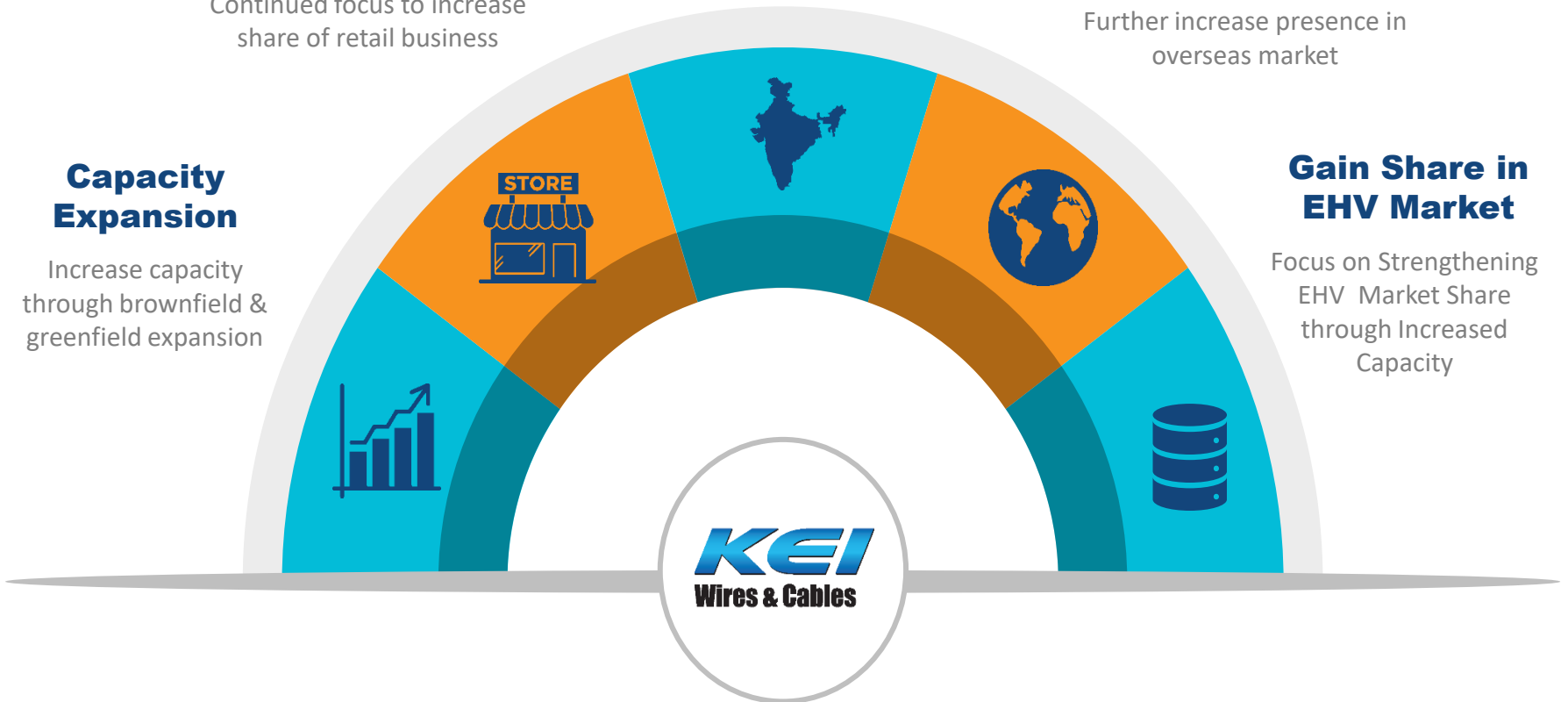
Further increase presence in overseas market

Capacity Expansion

Increase capacity through brownfield & greenfield expansion

Gain Share in EHV Market

Focus on Strengthening EHV Market Share through Increased Capacity





KEI
Wires & Cables

PRINCIPAL PARTNER

**Industry
prospects**

Economic Factors:

- In FY 2024-25, India's GDP is expected to rise by 7.2%. Moody's Ratings has forecasted Indian economy to grow by 6.6% in the fiscal year 2025 and 6.2% in the subsequent year
- India is growing rapidly and is expected to become a US\$ 5 trillion economy by 2025. In these nine years, the Indian economy has increased in size from being 10th to 5th largest in the world
- Indian economy has increased in size from being 10th to 5th largest in the world in the past nine years
- India's goods and services tax (GST) collection in April 2024 increased 12.4% year-on-year to reach an all-time high of INR 2.10 trillion (US\$ 25.2 billion)
- India has emerged as the fastest-growing major economy in the world and is expected to be one of the top three economic powers in the world over the next 10-15 years, backed by its robust democracy and strong partnerships
- India claimed the third spot in global solar power production in 2023, surpassing Japan, as Ember's Global Electricity Review 2024
- India is committed to achieving the country's ambition of Net Zero Emissions by 2070 through a five-pronged strategy, 'Panchamrit'
- As per Budget 2024-25, "Effective Capital expenditure" of center to be Rs 11.11 Lakh Cr.
- In 2024, India is positioned to maintain its position as the world's fastest-growing major economy, propelled by strong consumer demand spurring heightened investments across various sectors, including construction, hospitality, and critical infrastructure like railways and aviation
- India is expected to be the second-largest market in 5G services followed by China in the next 10 years

Power and Cable Sector:

- Expansion in industrial activity to boost cable demand for electricity. In order to meet the increasing demand for electricity in the country, massive addition to the installed generating capacity is required
- India is the third-largest producer and consumer of electricity worldwide, with an installed power capacity of 442.85 GW as of April 30, 2024. The Central Electricity Authority (CEA) estimates India's power requirement to reach 817 GW by 2030
- Cabinet approves PM-Surya Ghar: Muft Bijli Yojana for installing rooftop solar in 1 Cr. households
- The global wires and cables market size surpassed US\$ 215.8 billion in FY 2022 and is expected to grow at a CAGR of 8.5% to reach US\$ 500.4 billion in FY 2032 backed by the increasing infrastructure development, growing demand for consumer electronic products and technological advances in the communication industry.
- The wires and cables (W&C) sector comprises ~45% of the electrical equipment industry in India. The domestic W&C market is expected to grow at an impressive CAGR of 12% over FY 2021-26
- As per the National Infrastructure Pipeline 2019-25, energy sector projects accounted for the highest share (24%) out of the total expected capital expenditure of INR 111 lakh Cr. (US\$ 1.4 trillion)
- In Budget for 2024-25, the government's power sector initiatives have been allocated funds that are 50% higher. Increased funds have been allocated to green hydrogen, solar power, and green-energy corridors in line with the renewable energy target for 2030
- In the years to come, multiple factors will boost growth of Cables & Wires and open up an avenue of possibilities for the industry
 - ✓ 5G Spectrum
 - ✓ Renewal Energy
 - ✓ Automation & Robotics
 - ✓ Electric Mobility
 - ✓ Industries Capex cycle uptick
 - ✓ Data center and digitalization
 - ✓ EV Adaptation
 - ✓ Increasing power consumption

Real Estate Sector:

- Government of India's Housing for All initiative is expected to bring US\$ 1.3 trillion investment in the housing sector by 2025
- Real estate sector in India is expected to reach US\$1 trillion by 2030. By 2025, it will contribute 13% to the country's GDP
- Private market investor, Blackstone, which has significantly invested in the Indian real estate sector (worth INR 3.8 lakh Cr. (US\$ 50 billion), is seeking to invest an additional INR 1.7 lakh Cr. (US\$ 22 billion) by 2030
- Indian real estate sector has witnessed high growth in the recent times with rise in demand for office as well as residential spaces. An additional 25 million units of affordable housing are required by 2030 to meet the growth in the country's urban population
- Demand for Residential space expected to grow sharply
 - ✓ Rapid urbanisation
 - ✓ Growth in population
 - ✓ Rise in the number of nuclear families
 - ✓ Easy availability of finance
 - ✓ Growth in Tourism
 - ✓ Government policies
- Niche sectors expected to provide growth opportunities
 - ✓ Flex Space Segment
 - ✓ Healthcare, Hotels
 - ✓ Senior citizen housing
 - ✓ Smaller office spaces
 - ✓ Service apartments

Infrastructure Sector:

- India has to enhance its infrastructure to reach its 2025 economic growth target of US\$ 5 trillion
- As per union Budget 2024-25, The government has allocated INR 11.11 Lakh Cr. (US\$ 133.02 billion) for capital expenditure, which is 3.4% of the country's GDP
- The government announced INR 305,984 Cr. (US\$ 42billion) over the next five years for a revamped, reforms-based and result-linked new power distribution sectors scheme
- AAI plans to develop over 50 airports in tier II and tier III cities in the next 5 years
- The finance minister mentioned the UDAAN Scheme which is expanding air connectivity to Tier-2 and Tier-3 cities through 517 new routes. The number of airports has doubled to 149 under the scheme
- The government announced 5,000 km of Metro rail network by 2047 in 100 cities
- India's ambitious plan calls for spending US\$ 1.723 trillion on infrastructure between FY24 and FY30, with a particular emphasis on power, roads, and developing industries like renewable energy and electric vehicle
- Expenditure Allocation in Budget for FY 2024-25
 - ✓ INR 2,55,000 Cr. (US\$ 30.72 billion) for Railways
 - ✓ INR 1,11,877 Cr. (US\$ 13.5 billion) for Telecom
 - ✓ INR 2,76,000 Cr. (US\$ 33.4 billion) for Roads and Highways Infrastructure
 - ✓ INR 77,524 Cr. (US\$ 9.3 billion) for Housing and Urban Affairs

Manufacturing, Engineering and Capital Goods Sectors:

- Capacity creation in sectors such as infrastructure, power, mining, oil and gas, refinery, steel, cement automotive and consumer durables is driving demand in the engineering sector
- Increase Investment in Indian Manufacturing sector by domestic and foreign Institutional
- India is on a path of becoming the hub for hi-tech manufacturing as global giants
- Govt of India introduced Production Incentive Scheme (PLI) for Large Scale manufacturing
- The manufacturing sector of India has the potential to reach US\$ 1 trillion by 2025
- In June 2024, the Manufacturing Purchasing Managers' Index (PMI) in India stood at 60.7
- India is the third most sought-after manufacturing destination in the world and has the potential to export goods worth US\$ 1 trillion by 2030
- Growth Drivers
 - ✓ Supportive Government policies leading to higher investments
 - ✓ Increase in infrastructure spending
 - ✓ Capacity addition for power generation
 - ✓ Increasing FDI inflows
 - ✓ Easy credit facilities for manufacturing companies
 - ✓ Increase in Exports
 - ✓ Increase in Consumption





Strengthening Brand Recognition



Partner



2009-2012



2013-2015



Wires & Cables Specialist



Jode Dilon Ke Taar



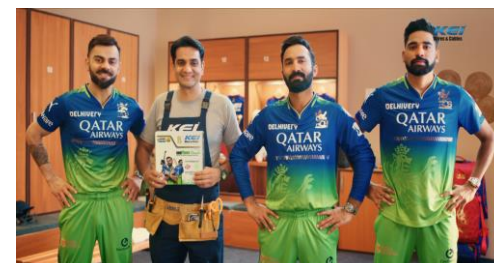
2016-2017



2019-2020



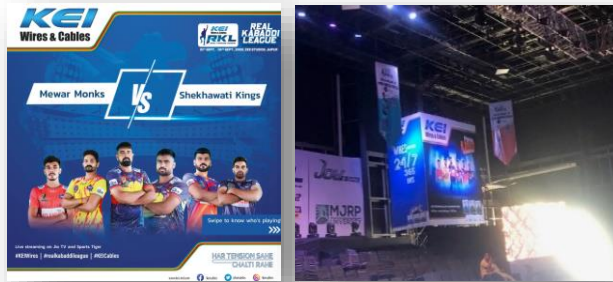
**Har Tension Sahe
Chalti Rahe**



IPL Sponsorship from FY 17 to FY 24

Highlights of Sports Sponsorship Activities

Title Sponsorship of Real Kabaddi League



On ground Activations

Tamil Thalaivas- Pro Kabaddi League



Jersey Sponsorships

Patna Pirates- Pro Kabaddi League



Jersey Sponsorships

Highlights of IPL Sponsorship Activities

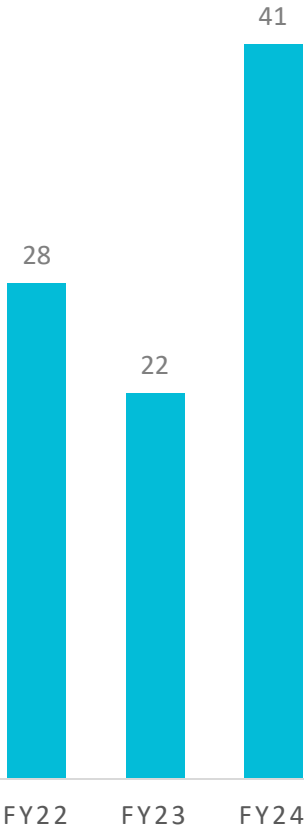




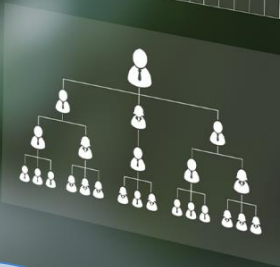
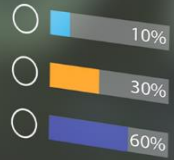
PRINCIPAL PARTNER

Multi-pronged Approach to Further Strengthen Brand Positioning

Advertisement & Publicity expenses (INR Cr.)



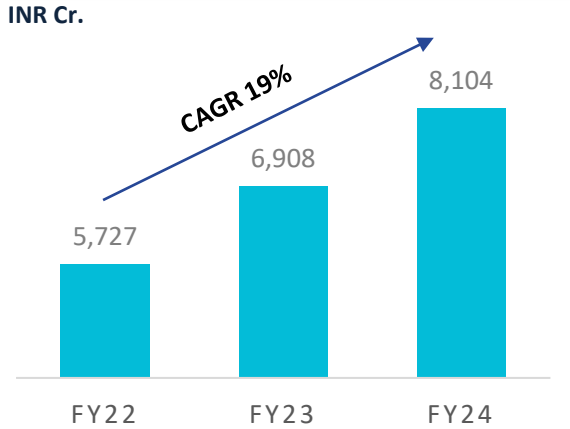
- Association with Rajasthan Royals in past and amplification via digital presence
- Meeting with channel partners
- New IT app for connecting dealers, distributors, retailers and electricians
- TV advertisement
- Extensive retail branding around major festivals
- Inside metro station branding with DMRC
- Extensive participation in events & exhibitions (domestic & international).
- Inside train branding i.e. Vande Bharat Express, Mumbai local trains
- Marked presence through outdoor campaigns



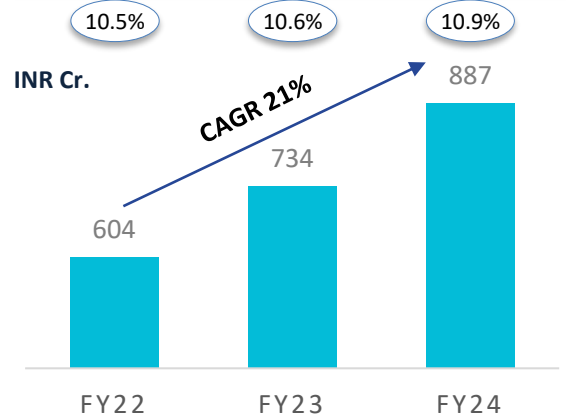
Key Financials

% margin

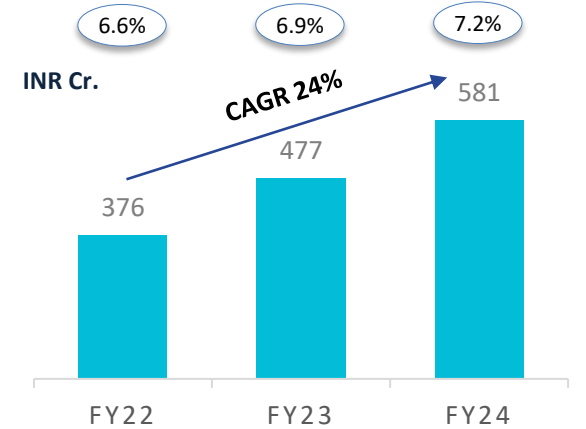
Robust Revenue Growth...



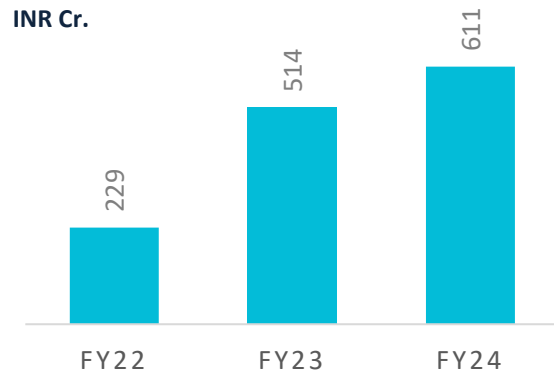
...with stable EBITDA Margins...



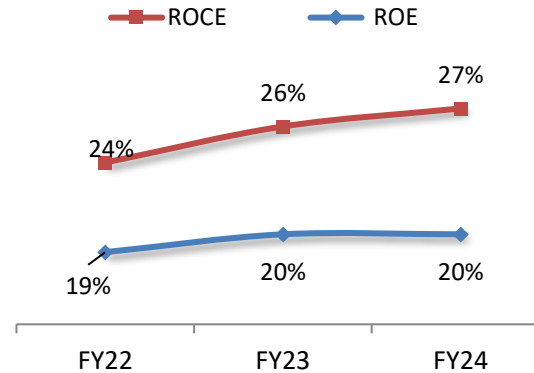
...and strong PAT Growth



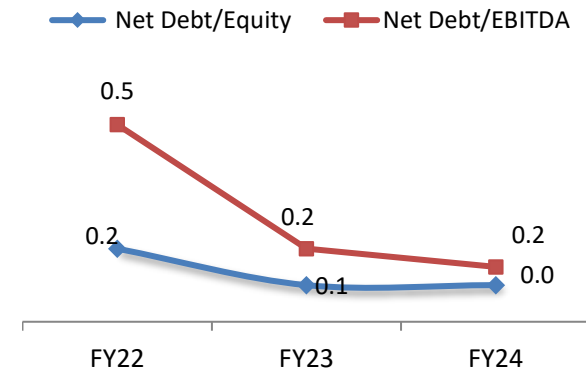
Cash Flow¹



Robust Return Ratios²



Comfortable Debt Profile

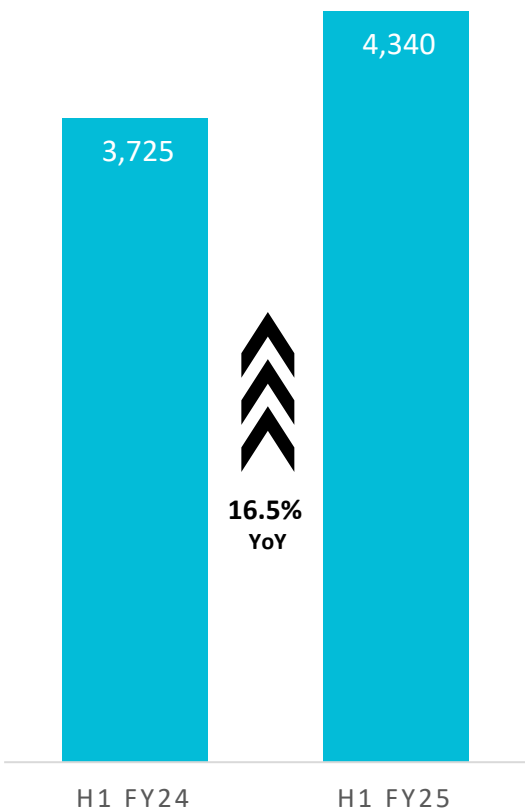




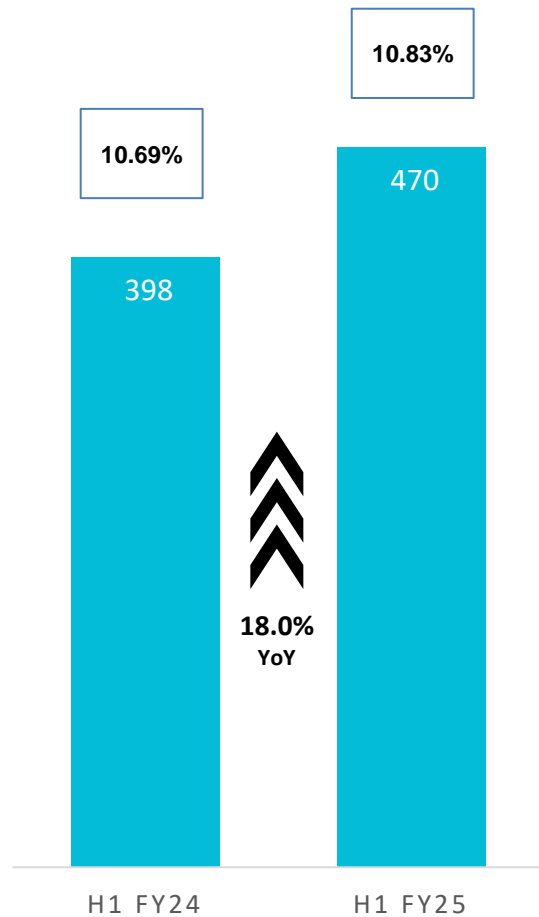
H1 FY25 Performance

% margin

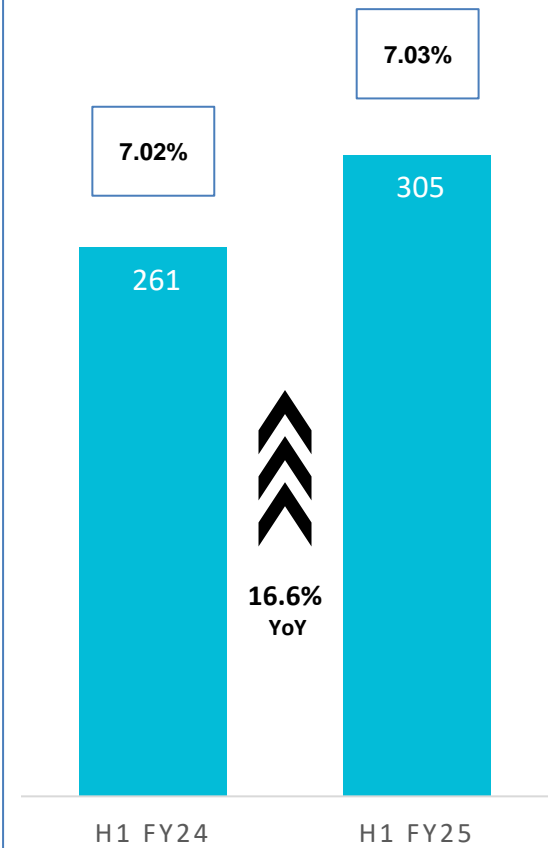
REVENUE (INR CR.)



EBITDA (INR CR.)



PAT (INR CR.)





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ESG



Capacity Building



- Multiple awareness sessions conducted covering factory personnel, HO Staff and suppliers

Materiality Assessment



- 20 relevant ESG topics identified
- Survey floated across all internal & external stakeholders
- 8 high priority material issues identified

Supplier Due Diligence



- Supplier Selection Criteria & Scoring
- Assessment bifurcated into Mandatory & Best Practices

Satisfaction Surveys



- Rating-based questionnaire developed
- Shareholder feedback across 7 section and received an average rating of “Excellent”

Digitization of ESG Reporting



- Will assist in centralizing data inventory across E,S and G parameters
- Enable real time monitoring
- Enhance transparency and traceability of data



8 High priority material issues covered in ESG

1. GHG Emissions & Climate Change
2. Product Stewardship
3. Natural Resource Management
4. Supply Chain Sustainability
5. Human Capital Development
6. Occupational Health & Safety
7. Governance and Ethical Business Conduct
8. Transparency, Opportunity, Accountability and Reporting

20

Total Suppliers
targeted

65%

of value chain

39

Total Parameters
covered in assessment



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Committed to Provide Environmentally Safe and Socially Responsible Workplace

Environmental Stewardship Initiatives

- ✓ Renewable Energy Utilisation to lower carbon footprint and reduce GHG emissions
- ✓ Ensuring environmental preservation by adhering to all compliances
- ✓ Implementing zero discharge facilities and rainwater harvesting across all units
- ✓ Air Quality Improvement by utilising natural gas for operations and conducting tree plantation drives around facilities to enhance air quality

Social Commitment

- ✓ Health and safety prioritised for both employees and product users
- ✓ Ensuring ESG compliance throughout the value chain
- ✓ ESG-focused training programme for employees

Governance Practices

- ✓ Manufacturing facilities certified with IS 14001:2015, ISO 45001:2018.
- ✓ Top management actively reviews significant ESG aspects





ESG Performance – Key Highlights

Environment

- ✓ 10.5% reduction in Scope 1 & 2 emission intensity¹
- ✓ 2.4% energy intensity¹ reduction
- ✓ 5% improvement in renewable energy sourcing
- ✓ Zero waste sent to Landfill
- ✓ 7.5% waste intensity reduction

Social

- ✓ Shareholder satisfaction survey rolled out for 1,25,336 shareholders
- ✓ Shareholders rated “Excellent” on Shareholder satisfaction survey
- ✓ Maintained Zero fatalities
- ✓ Supplier Assessment conducted for 20 Suppliers
- ✓ Supplier code of conduct strengthened
- ✓ Zero pending customer grievances

Governance

- ✓ Materiality Assessment conducted
- ✓ Policies are aligned with NGRBC principles
- ✓ No cases of data breaches
- ✓ Strong oversight on ESG performance at board level



Our Social Responsibility – Partnering for Community Resilience



घर की ज्योति



Swasthya Utsav focused on these three aspects

- Daily Safety
- Good Touch Bad Touch
- Physical Fitness & Self-Empowerment

- This year, we integrated all the elements from our past activities of the Jyoti Series and added new ones to give our activity a 360-degree approach
- The target group was directly reached through the Swasthya Utsav events organized by KEI for electricians and their families, held in multiple locations across India. Along with offering free health check-ups and consultations by experienced doctors, KEI facilitated the creation of ABHA Cards for the electricians and their families, integrating them into the healthcare ecosystem

...Our Social Responsibility – Partnering for Community Resilience



Swasthya Utsav – A Skill Development Program to nurture the mind, heart and skills of the children of electricians

Amount spent on CSR (in INR Cr.)

| Particulars | FY 22 | FY23 | FY24 |
|--|-------------|-------------|--------------|
| Promoting education | 1.77 | 5.61 | 3.06 |
| Promoting healthcare including preventive healthcare and Covid management | 2.68 | 1.62 | 3.66 |
| Eradicating hunger, poverty and malnutrition | 1.60 | 0.12 | 2.50 |
| Disaster management | 0.07 | - | - |
| Training to promote rural sports, nationally recognized sports, paralympic sports and Olympic sports | 0.03 | 0.03 | - |
| Ensuring animal welfare | 0.37 | 0.66 | 0.33 |
| Ensuring environmental sustainability | - | 0.02 | 0.11 |
| Empowering women | - | - | 0.10 |
| Protection of cultural heritage | - | - | 0.20 |
| Rural development | - | - | 0.13 |
| Total CSR spend | 6.52 | 8.06 | 10.09 |



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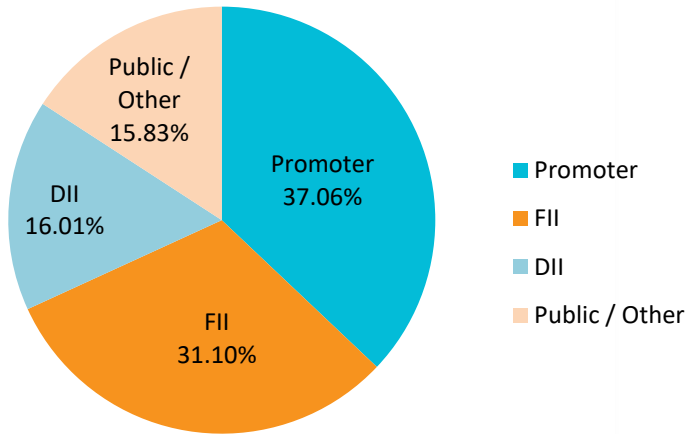
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Shareholding Pattern





Shareholding Pattern (as of 30th Sep, 2024)



Key Institutional Investors (as of 30th Sep, 2024)

| Name of Shareholder | % Holding |
|--|---------------|
| Small Cap World Fund, INC | 2.61% |
| HSBC Multi Asset Allocation Fund | 2.37% |
| Canara Robecco Mutual Fund A/C Canara Robecco Manufacturing Fund | 2.12% |
| Axis Nifty 500 Index Fund | 1.26% |
| Franklin Build India Fund | 1.21% |
| HDFC Mutual Fund – HDFC Nifty 500 Multicap 50:25:25 Index Fund | 1.20% |
| Government Pension Fund Global | 1.07% |
| Morgan Stanley Investment Fund Emerging Leaders Equity Fund | 1.01% |
| Others | 34.26% |
| Total Institutional Holding | 47.11% |



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Appendix



Summary of Financials

INR Cr.

| Particulars | FY 22 ¹ | FY23 | FY24 |
|-------------------------|--------------------|-------|-------|
| Net Sales | 5,727 | 6,908 | 8,104 |
| EBITDA | 604 | 734 | 887 |
| PBT | 508 | 642 | 781 |
| PAT | 376 | 477 | 581 |
| Net Fixed Assets | 547 | 582 | 891 |
| Net Worth | 2,135 | 2,589 | 3,148 |
| Total Debt ² | 331 | 135 | 134 |
| ROCE (%) | 24 | 26 | 27 |
| ROE (%) | 19 | 20 | 20 |

Note: Based on standalone financials. Previous year / periods figures have been regrouped / reclassified, wherever necessary

1. The Company has changed its accounting policy for valuation of Raw Materials, Finished Goods, Project Materials and Work in Process from First In First Out (FIFO) to moving weighted average cost method w.e.f. 1st April, 2021. In accordance with Ind AS 8, Accounting Policies, Changes in Accounting Estimates and Errors, this change in method of accounting for inventories has been retrospectively applied to all prior periods presented herein;

2. Includes buyers credit and bill discounting

Summary Financials (Product and Segment wise)

INR Cr.

| Particulars | FY23 | FY24 | Q1 FY24 | Q2 FY24 | Q3 FY24 | Q4 FY24 | Q1 FY25 | Q2 FY25 |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Domestic | 3,064 | 3,297 | 642 | 785 | 844 | 1,026 | 754 | 782 |
| Dealer | 3,166 | 3,770 | 842 | 923 | 949 | 1,056 | 1,085 | 1,258 |
| Export | 693 | 1,097 | 307 | 249 | 284 | 257 | 233 | 241 |
| Net of Ind AS & other | (15) | (60) | (10) | (12) | (18) | (20) | (12) | (1) |
| Total | 6,908 | 8,104 | 1,781 | 1,945 | 2,059 | 2,319 | 2,060 | 2,280 |

| | | | | | | | | |
|-----------------------|--------------|--------------|-------------|-------------|-------------|--------------|--------------|--------------|
| LT Cable | 2,841 | 3,043 | 714 | 724 | 764 | 841 | 840 | 889 |
| HT Cable | 1,208 | 1,335 | 305 | 271 | 364 | 395 | 319 | 431 |
| EHV | 366 | 659 | 51 | 192 | 186 | 230 | 81 | 94 |
| HW, WW | 1,855 | 2,347 | 552 | 599 | 571 | 625 | 648 | 728 |
| SSW | 248 | 218 | 58 | 58 | 46 | 56 | 53 | 59 |
| EPC other than cable | 405 | 562 | 111 | 113 | 146 | 192 | 131 | 80 |
| Net of Ind AS & other | (15) | (60) | (10) | (12) | (18) | (20) | (12) | (1) |
| Total | 6,908 | 8,104 | 1781 | 1945 | 2059 | 2,319 | 2,060 | 2,280 |

INR Cr.

| ASSETS | H1 FY 25 ¹ | FY 24 | FY 23 |
|----------------------------------|-----------------------|--------------|--------------|
| <u>Non-Current Assets</u> | | | |
| Fixed Assets | 1,084 | 891 | 582 |
| Other Non Current Assets | 162 | 68 | 27 |
| Total Non Current Assets | 1,246 | 959 | 609 |
| <u>Current Assets</u> | | | |
| Inventories | 1,763 | 1,343 | 1,102 |
| Trade Receivables | 1,495 | 1,518 | 1,388 |
| Cash and Bank Balances | 244 | 700 | 537 |
| Other Current Assets | 195 | 136 | 134 |
| Total Current Assets | 3,697 | 3,697 | 3,161 |
| Total Assets | 4,943 | 4,656 | 3,770 |

| EQUITY AND LIABILITIES | H1 FY 25 ¹ | FY 24 | FY 23 |
|---------------------------------------|-----------------------|--------------|--------------|
| <u>Equity</u> | | | |
| Equity Share Capital | 18 | 18 | 18 |
| Other Equity | 3,440 | 3,130 | 2,571 |
| Total Equity | 3,458 | 3,148 | 2,589 |
| <u>Non-Current Liabilities</u> | | | |
| Borrowings | 99 | - | - |
| Other Non Current Liabilities | 93 | 77 | 64 |
| Total Non Current Liabilities | 192 | 77 | 64 |
| <u>Current Liabilities</u> | | | |
| Short Term Borrowings | 215 | 134 | 135 |
| Trade Payables | 839 | 1,008 | 748 |
| Others - Current Liabilities | 239 | 289 | 234 |
| Total Current Liabilities | 1,293 | 1,431 | 1,117 |
| Total Equity and Liabilities | 4,943 | 4,656 | 3,770 |



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*Thank
You*



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