



KEI Industries Limited

Regd. Office: D-90, Okhla Industrial Area, Phase – 1 New Delhi – 110020. CIN: L74899DL1992PLC051527. Tcl.: +91-11-26818840, 26818642, 26815558, 26815559. Fax: +91-11-26811959, 26817225. Email: info@kei-ind.com Website: www.kei-ind.com

**KEI/BSE/2018-19**  
**The Manager,**  
**BSE Limited**  
**Listing Division,**  
**Phiroze Jeejeebhoy Towers,**  
**Dalal Street,**  
**Mumbai- 400 001.**

**Date: 05.02.2019**

**Sub: Revised Press Release**

**Dear Sir / Madam,**

This is to inform you that there are changes in our press release dated 04.02.2019 as submitted to Stock Exchanges due to re-classification of Dealer Sales and Institutional Sales. Please take on record the revised Press Release for your record and update the same on stock exchange website at the earliest.

Inconvenience caused is regretted.

You are requested to please upload it at the earliest with revised Press Release.

Thanking you,  
Yours truly,

**For KEI INDUSTRIES LIMITED**  
*For KEI INDUSTRIES LIMITED*

  
**RAJEEV GUPTA**  
**(RAJEEV GUPTA) (FINANCE) & CFO**  
**Executive Director (Finance) & CFO**

**Encl: Revised Press Release**

**CC: NSE & CSE**

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**Works-II** : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel : 01493-220106, 221731 Fax : 01493-221732.  
**Works-III** : Silvassa : 99/27, Madhuban Istrial Estate, Rakholi, Silvassa UT of D &N.H-396240. Tel/Fax : 0091-260-2644404, 2630944,2645896  
**Branch** : Chennai : 27/F-1, first floor, Chakrapani Street, West Mambalam, Chennai-600 033 Tel : 044-24803363 Fax : 044-24803404.  
**Offices** : Mumbai : 101/102, Vastu Shilp, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277  
: Kolkata : Arihant Benchmark, 4<sup>th</sup> Floor, 113-F, Matheshwartola Road, Kolkata-700046 Telfax : 033-40620820/4062



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**REVISED PRESS RELEASE**

**KEI INDUSTRIES LIMITED (KEI) AT THE MEETING OF ITS BOARD OF DIRECTORS HELD ON 04.02.2019 APPROVED STANDALONE UN- AUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2018.**

**FINANCIALS**

During the 3<sup>rd</sup> Quarter of FY 2018-19 Net Sales was Rs. 1087.48 Crore, against same quarter in previous year Rs.888.66 Crore, growth in Net Sales is approx. 22.37 % over corresponding 3<sup>rd</sup> Quarter last year.

Operating Profit during this Quarter was Rs. 117.68 Crore against same quarter in the previous year Rs 84.30 Crores, growth in Operating Profit is approx. 39.59% over previous period.

Further, PAT during this Quarter was Rs. 48.39 Crore against same quarter in the previous year Rs 39.02 Crores, growth in PAT is approx.24 % over previous period. PAT/Net Sales is 4.45% against 4.39%.

Further, Operating Profit/Net Sales this quarter was 10.82% against 9.49%

**During the 9 months of FY 2018-19**

During the 9 months of FY 2018-19 Net Sales was Rs. 2968.17 Crore, against same period in previous year of Rs.2415.45 Crore, growth in Net Sales is approx. 22.88% over corresponding period last year.

Operating Profit for 9 months of FY 2018-19 was Rs.304.66 Crore against same period in the previous year of Rs.237.35 Crore, growth in Operating Profit is approx. 28.36% over previous period.

Further PAT has grown by 28.36% as against last year same period. PAT Margin has improved from 3.93% to 4.11% as against last year same period.

Volume growth in Cable Division during the 9 months is approx.19 % as compared to previous year same period.

**During the 3<sup>rd</sup> Quarter and 9 months of FY 2018-19**

During the 3<sup>rd</sup> Quarter of FY 2018-19, Institutional sale (Domestic) is Rs 390 Crore against last year same period of Rs 350 Crore, out of which EHV Sale was Rs 49 Crore in this quarter against Rs 38 Crore of previous year same period. Institutional sale (Export) is Rs 165 Crore as against Rs 109 Crore last year. So, total Institutional sales is Rs. 555 Crore in 3<sup>rd</sup> Quarter as compared to Rs. 459 Crore last year same period. Total Institutional Sale growth in this quarter was approx. 21%.

During nine months, Institutional sales of Cables has grown by approx.16% from Rs. 1282 Crore to Rs 1491 Crore. Dealer Sales has grown by approx.50% from Rs. 663 Crore to Rs. 994 Crore as compared to same period last year.

During the 3<sup>rd</sup> Quarter of FY 2018-19 Sales through Dealer/ Distribution market was Rs.356 Crore as compared to Rs.270 Crore of last year same period. Hence, growth in Sales through Dealer / Distribution market was approx.32% as compared to last year same period.

Particulars	2016-2017	FY 2017-18					FY 2018-19 - 9M			
		Jun-17	Sep-17	Dec-17	March.18	Total	Jun-18	Sep-18	Dec-18	Total
NET SALE DOMESTIC	1,611	487	400	510	618	2,015	507	536	541	1,584
DEALER SALE	683	181	212	270	315	978	298	340	356	994
EXPORT	375	110	137	109	97	453	79	121	190	390
TOTAL NET SALE	2,669	778	749	889	1,030	3,446	884	997	1,087	2,968

FOR KEI INDUSTRIES LIMITED

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**RAJEEV GUPTA**  
 EXECUTIVE DIRECTOR (FINANCE) & CFO



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The total active working dealer of the Company is approx. 1400 Nos. On full year basis Company is expecting more than 30% growth as compared to last year from deal / distribution market.

During the 3<sup>rd</sup> Quarter of FY 2018-19 revenue from **EPC division** was Rs.176 Crore (apart from cable sale) against last year same period of Rs. 160 Crore. In 9 months of FY 2018-19, EPC sales was Rs 483 Crore against Rs 467 Crore of last year same period.

**Company is expected to achieve growth in the current FY 2018-19 by approx. 20% as whole.**

**PENDING ORDERS**

Pending order as on date is approx. Rs 3866 Crore plus L1 Rs 175 Crore of EPC and EHV as per below details.

Particulars	In Hand Orders	L1 Orders	Total
EPC	1,508	128	1,636
EHV (Cable Rs 430 Crore approx)	614	47	661
Cable	996	-	996
Export (inc. Dangote Rs 457 Crore)	748		748
Total	3,866	175	4,041

**FINANCIAL CHARGES**

Financial charges of the company in 3<sup>rd</sup> Quarter of FY 2018-19 was Rs. 34.72 Crore as compared to last year same period of Rs.25.15 crore. Financial charges of the company in 9M of FY 2018-19 was Rs. 93.86 Crore as compared to last year same period of Rs 82.48 Crore (reduced to 3.16% from 3.41% of Net Sales).

**EXPANSION PLANS**

**Pathredi:** 1st Phase of LT Power Cable has already been completed / commissioned and in 2<sup>nd</sup> Phase, HT Power Cable expansion will be completed by February-March 2019 with cost of Rs. 30-35 Crore which will enhance capacity of HT Power Cable by Rs. 200 Crore.

**Silvassa:** Company has bought Land & Building with investment of Rs. 16 Crore for expansion of House Wires capacity. In 1st Phase, Company will spend approx. Rs. 45 Crore (FY 2018-19 & 2019-20) for Capacity of Rs. 300 Crore and in 2<sup>nd</sup> Phase Company will spend approx. Rs. 30 Crore (during FY 2019-20) which will add further capacity of Rs. 300 Crore for House Wires.

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(RAJEEV GUPTA)  
Executive Director (Finance) & CFO

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