

PRESS RELEASE

KEI INDUSTRIES LIMITED (KEI) AT THE MEETING OF ITS BOARD OF DIRECTORS HELD ON 21.05.2019 APPROVED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2019 AND CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2019.

FINANCIALS

During Q4 FY 2018-19:

During 4th Quarter of FY 2018-19, Net Sales is Rs.1258.79 Crore, against same quarter in previous year Rs.1030.41 Crore, growth in Net Sales is 22.16% over corresponding 4th Quarter last year. Operating Profit in Q4 is Rs.137.55 Crore against same quarter in the previous year Rs.101.03 Crore.

Operating Profit / Net Sales in Q4 is 10.93% against 9.80% in the same period last year. Operating margin has improved due to increase in Sales and better product mix.

PAT in Q4 is Rs.59.93 Crore against same quarter in the previous year Rs.49.56 Crore. PAT/NET Sales is 4.76% against 4.81% in the same period last year, because of higher income tax rate as compared to corresponding quarter.

Institutional Cable Sales (Domestic) is Rs.492 Crore in 4th Quarter against last year same period of Rs.432 Crore, whereas Institutional Sales (Export) is Rs.133 Crore as against Rs.98 Crore last year same period. So total Institutional Sales is Rs.625 Crore in 4th Quarter as compared to Rs.530 Crore last year same period. Growth in Institutional Sales in Q4 is approx. 18%.

Sales through dealer/distributor network is Rs.406 Crore in Q4 against last year same period Rs.315 Crore, so growth is approx. 29%. Various major brand building exercises and large number of electrician meets resulted in good growth in dealer distribution Sales. Company also sponsored chest logo for Rajasthan Royals in IPL season 2019.

The total active working dealer of the Company as on 31.03.2019 was approx. 1450 Nos.

EHV Sales in Q4 is Rs.94 Crore against Rs.52 Crore last year same period, so growth is approx. 81%.

EPC Sales (other than cable) is Rs.247 Crore as against last year same period Rs.187 Crore, so growth is 32%.

During FY 2018-19:

Net Sales for FY 2018-19 is Rs.4226.96 Crore against last year Rs.3445.87 (Net of excise). Growth in Net Sales is 22.67% over last year.

Volume growth in Cable Division during FY 2018-19 is approx. 18%.

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 : 99/2/7, 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 : 101/402, Vastu Shilp, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277
: Kolkata : Arihant Benchmark, 4th Floor, 113-F, Matheshwartola Road, Kolkata-7000466 Telfax : 033-40620820/4062


ANIL GUPTA
Chairman-Cum-Managing Director
DIN No.- 00006422



KEI Industries Limited

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

During FY 2018-19, Institutional Sales of Cables has grown by approx. 17% from Rs.1822 Crore to Rs.2139 Crore.

EPC Sales (other than cable) is Rs.730 Crore as against last year same period Rs.654 Crore, so growth is 12%.

Sales through dealer/distribution has grown by approx.43% from Rs.978 Crore last year to Rs.1400 Crore in FY 2018-19.

Sales through dealer/distribution channel contributes approx. 33% of total Sales as against 28% last year. Out of this approx. 5% Sales goes through dealer indirectly.

Operating Profit during FY 2018-19, is Rs.442.21 Crore against previous year of Rs.338.39 Crore. Operating Profit /Net Sales for FY 2018-19 is 10.46% as against 9.82% last year.

PAT during FY 2018-19 is Rs.181.87 Crore against previous year Rs.144.56 Crore. Growth in PAT during FY 2018-19 is 25.81% over previous period. During FY 2018-19, PAT Margin has improved from 4.20% to 4.30% as against last year in spite of increase in Income Tax which has increased from 27% to 33% of PBT.

FINANCIAL CHARGES:

During FY 2018-19, Finance cost has increased to Rs.136 Crore as against Rs.111 Crore last year mainly because of Rs. 17 Crore increase in Bank Guarantee charges.

PENDING ORDERS:

Pending order as on date is approx. Rs.4,707 Crore plus L1 Rs.113 Crore of EHV as per below details.

EPC – Rs.2,395 Crore
EHV Cable - Rs 684 Crore (including L1 of Rs113 Crore)
Cable - Rs.996 Crore
Export - Rs.745 Crore

Company is expected to grow in the current FY 2019-20 by approx. 17-18 % as whole.

For KEI INDUSTRIES LIMITED

For KEI INDUSTRIES LIMITED

ANIL GUPTA

Chairman-Cum-Managing Director

(ANIL GUPTA)

Chairman-cum-Managing Director

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 : 99/2/7, 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, 4th Floor, 113-F, Matheshwartola Road, Kolkata-7000466 Telfax : 033-40620820/4062