

PRESS RELEASE

KEI INDUSTRIES LIMITED (KEI) AT THE MEETING OF ITS BOARD OF DIRECTORS HELD ON 20.01.2020 APPROVED STANDALONE AND CONSOLIDATED UN- AUDITED FINANCIAL RESULTS FOR THE PERIOD ENDED DECEMBER 31, 2019.

FINANCIALS

STANDALONE FINANCIALS

During the **3rd Quarter of FY 2019-20 Net Sales** was Rs 1314.22 Crore, against same quarter in previous year of Rs.1087.48 Crore, growth in Net Sales is 20.85% over corresponding 3rd Quarter last year.

EBIDTA during this Quarter was Rs.143.89 Crore against same quarter in the previous year of Rs.118.82 Crore, growth in EBIDTA is 21.10% over last year same period.

Further, PAT during this Quarter was Rs 72.27 Crore against same quarter in the previous year of Rs. 48.39 Crore, growth in PAT is 49.35 % over last year same period. PAT/Net Sale is 5.50% during the quarter as against 4.45% during last year same period.

During the **nine months of FY 2019-20 Net Sales** was Rs. 3625.74 Crore, against same period in previous year of Rs.2968.17 Crore, growth in Net Sales is 22.15% over corresponding period last year.

EBIDTA during the nine months was Rs 389.52 Crore against same period in the previous year of Rs.308.16 Crore, growth in EBIDTA is approx. 26.40% over last year same period.

Further, PAT during nine months of FY 2019-20 was Rs 194.25 Crore against Rs 121.94 Crore last year same period. Further PAT has grown by approx. 59.30% as against last year same period. PAT Margin has improved from 4.11% to 5.36% as against last year same period.

Volume growth in Cable Division during nine months is approx. 23% as compared to last year same period.

During the 3rd Quarter of FY 2019-20, Institutional sale (Domestic) is Rs 471 Crore against last year same period of Rs 381 Crore, whereas Institutional sale (Export) is Rs 272 Crore as against Rs 149 Crore last year same period. So total Institutional sales is Rs. 743 Crore in 3rd Quarter as compared to Rs. 530 Crore last year same period. Growth in Institutional Sale is approx. 40% over last year same period.

During nine months of FY 2019-20, Institutional sales of Cables has grown by approx.34% as compared to last year same period from Rs. 1413 Crore to Rs. 1894 Crore

KEI INDUSTRIES LIMITED



ANIL GUPTA

Chairman Cum Managing Director

Works-II : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel : 01493-220106, 22117332
Works-III : Silvassa : 90/2/7, Madhusan Industrial Estate, Rakholi, Silvassa UT of D & N H-396240, Tel/Pax : 0091-290-2611403, 2630941, 2615590
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During the 3rd Quarter of FY 2019-20 Sales through Dealer/ Distribution market was Rs.371 Crore as compared to Rs.355 Crore of last year same period.
Sales through dealer in 3rd Quarter for House wire has grown by 30% in volume terms and Cable Sales through dealer has grown by 10-12% in volume terms.

During nine months of FY 2019-20, sales through Dealer/Distribution market was Rs 1092 Crore as compared to Rs 995 Crore of last year same period. Growth is approx. 10% over last year same period.

The total active working dealer of the Company is approx.1600 Nos.
During the 3rd Quarter of FY 2019-20 revenue from **EPC division** was Rs.182 Crore (apart from cable sale) against last year same period of Rs. 176 Crore.
During nine months of FY 2019-20, EPC sales was Rs 578 Crore against Rs 483 Cr against last year same period. Growth is approx. 20% as compared to last year same period mainly because of increase in EPC EHV share of Rs 131 Cr against Rs 39 Cr over corresponding period.

Product wise sales for three months and nine months ended 31.12.19 as per below details-

Product	FY 20, Q3	FY 19,Q3	FY 20,9M	FY 19,9M
LT	533	403	1449	1163
HT	212	216	539	517
EHV	135	49	308	95
HW/WW	223	208	662	597
SS Wire	33	33	97	100
EPC(Other than Cable)	182	176	578	483
Other	11	9	28	36
Total Sale	1329	1,094	3661	2991
Less: Ind AS adjustment	15	7	35	23
Net Sale	1,314	1,087	3,626	2,968

Company is expected to achieve growth in the current FY 2019-20 by 18 - 19%.

CONSOLIDATED FINANCIALS

During the 3rd Quarter of FY 2019-20 Net Sales was Rs 1314.22 Crore, against same quarter in previous year of Rs.1088.18 Crore, growth in Net Sales is 20.77 % over corresponding 3rd Quarter last year.

EBIDTA during this Quarter was Rs.144.13 Crore against same quarter in the previous year of Rs.118.79 Crore, growth in EBIDTA is 21.33% over last year same period.

KEI INDUSTRIES LIMITED
Anil Gupta
ANIL GUPTA

Chairman-Cum-Managing Director
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Further, PAT during this Quarter was Rs.72.54 Crore against same quarter in the previous year of Rs. 48.21 Crore, growth in PAT is 50.47 % over last year same period. PAT/Net Sale is 5.52% during the quarter as against 4.43% during last year same period.

During the **nine months of FY 2019-20 Net Sales** was Rs. 3629.27 Crore, against same period in previous year of Rs.2972.65 Crore, growth in Net Sales is 22.09% over corresponding period last year.

EBIDTA during the nine months was Rs 389.53 Crore against same period in the previous year of Rs.308.27 Crore, growth in EBIDTA is 26.36% over last year same period.

Further, PAT during nine months of FY 2019-20 was Rs 194.26 Crore against Rs 121.88 Crore last year same period. Further PAT has grown by 59.39% as against last year same period. PAT Margin has improved from 4.10 % to 5.35% as against last year same period.

PENDING ORDERS

Pending order is approx. Rs 4173 Crore plus L1 Rs 316 Crore as per below details-

Particulars	In Hand Orders	L-1 Orders	Total
EPC	1828	-	1828
EHV	676	316	992
Cable	1230	-	1230
Export	439	-	439
Total	4173	316	4489

FINANCIAL CHARGES

On standalone basis, financial charges of the company in 3rd Quarter of FY 2019-20 was Rs.32.99 Crore as compared to last year same period of Rs.34.72 Crore (Financial charges in terms of percentage has reduced to 2.51% from 3.19% of Net sales).

Financial charges of the company in nine months of FY 2019-20 was Rs.101.49 Crore as compared to last year same period of Rs.93.86 Crore (Financial charges in terms of percentage has reduced to 2.80% from 3.16% of Net sales).

For KEI INDUSTRIES LIMITED

For **KEI INDUSTRIES LIMITED**

ANIL GUPTA
(ANIL GUPTA)
Chairman-Cum-Managing Director
Chairman Cum Managing Director

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 Works-III : Silvassa : 55/27 Madhuban Istrial Estate, Rakholi, Silvassa UT of D & N H-356240. Tel/Fax : 0091-260-2614434, 2630944, 2645896
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