



KEC INTERNATIONAL LTD.
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June 11, 2019

National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (East), Mumbai 400 051 Symbol: KEC	BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai – 400 001 Script Code: 532714
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Sub: Disclosure under Regulation 30 - Analyst/ Institutional Investors meet

Dear Sir/ Madam

Pursuant to the Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the details of the Analyst/ Institutional Investors meet to be attended by the Company are given below:

Date	Particulars	Location
June 12, 2019	RPG Annual Investor Conference	Mumbai

Further, we also enclose herewith the presentation to be made by the Company to the Analyst/ Institutional Investors at the abovesaid RPG Annual Investor Conference.

Kindly take the same on records.

Thanking you,

Yours faithfully,

For **KEC International Limited**

Amit Kumar Gupta
Company Secretary & Compliance Officer



Encl: as above



7+ DECADES
OF EXPERIENCE
& EXPERTISE

50%+
BUSINESS
OVERSEAS



Tallest Tower in Bangladesh – 184 metres



OHE Railway Project



Factory For A Reputed Automobile Manufacturer



Transmission Line, SAE, Brazil

KEC

**Annual Investor Conference
June 12, 2019**

Highlights For The Year 2018-19...

T&D Order inflows backed by buoyant international markets; Strong closing order book of Rs 15,000 Crs

Non T&D Revenue share increases to 36% in line with our diversification strategy

Working Capital and Borrowing levels normalized in Q4; Gross Borrowings at Rs 1,845 Crs – same level as FY18

SAARC & Brazil - T&D, Railways & Civil continue to remain the Growth drivers ...

Financial Highlights

- *Revenue crosses Rs 11,000 Crs*
- *EBITDA margins at 10.5%; improved by 50bps over FY18*
- *PAT closer to Rs 500 Crs mark at Rs 496 Crs*
- *Closing Order Book at Rs 20,307 Crs; Y-o-Y growth of 17%*
- *ROCE improves to 26.6% vis-à-vis 24.7% in FY18*

Transmission & Distribution – Strong Orderbook Ahead

220 kV Tower to GIS Substation, Khalste (Kargil)



Key Highlights

- FY19 T&D Revenues of Rs 7,305 Crs
- Significantly strengthened presence in SAARC with Market share of ~25%;
- Expanded into 5 new countries including Nicaragua (Americas) & Papua New Guinea (Oceania)
- SAE: Execution of all 3 EPC projects commenced
- Widened Middle East portfolio from Abu Dhabi, Oman, Saudi to include Dubai, Jordan & Egypt
- Substation footprint widened
- Execution headwinds faced in private projects in India in FY19;

Order book +L1 of Rs 18,000 Crs plus to drive FY20 T&D growth

Railways – Over 100% Revenue Growth Y-o-Y



Traction Substation work



Sleeper Lifting work



Major Bridge work at a Composite project

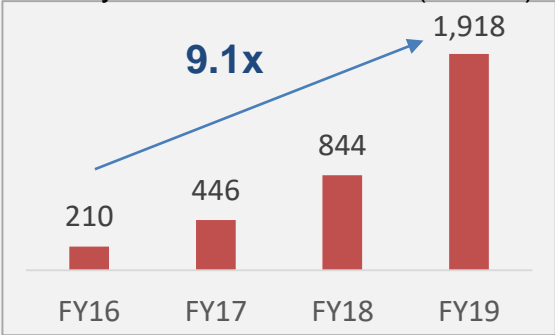
Key Highlights

- Key operational areas : Track doubling/tripling, Electrical work, Signaling & Telecom, New Lines
- Order Book at Rs 5,000 Crs plus with a pan India presence in Conventional Railway contracts
- Composite projects contribute ~70% to the Order Book
- 1,850 Kms OHE done by KEC in FY19 – being 33% of 5,500 Kms OHE completed by Indian Railways

Revenues:

- Doubling Revenues for third consecutive year - nearing Rs 2,000 Crs mark

Railways Business Revenue (Rs Crs)



Other Non T&D Businesses – Growth Momentum Continues

Civil

- Revenues doubled closer to Rs 500 Crs mark
- Pan India presence with projects in Factories, Buildings
- Deploying latest equipment and best in class Formwork technology for Silo construction
- Client base expanded to 17 clients;
- Marquee clientele in various sectors such as Automotives, Cement, Metals, FMCG, Residential, etc.
- Fast track execution of projects; Use of digital technology to optimize work

Cables

- Revenue growth (Y-o-Y) of 17%
- Higher share of Exports / EHV cables

Smart Infra

- Successfully taken off in first year of commercial operations
- 2 order wins in Aurangabad and Bidkin Smart Cities aggregating to Rs 230 Crs

Construction of a 140 m tall Preheater & 40 m wide Clinker Silo for a Cement plant



2 000 000+

Square feet of industrial workshop

100 000+

Cubic meters of concreting

5700+

Metric Tons of PEB erected

Growth Drivers For Next 3 Years

- **SAARC:** Bangladesh building national grid; Afghanistan rebuilding network; 3 yrs - USD 6.5 Bn opportunities
- **Brazil:** Market size of USD 3-4 Bn in Brazil, keeping the EPC opportunities strong
- **India:** Green Energy segment, Power for all & State T&D Capex to drive T&D growth

TRANSMISSION & DISTRIBUTION

- Strong Budgetary allocation continues: Rs 1,59,000 Crs for FY20
- Target areas
 - ✓ OHE & Conventional Railways
 - ✓ Signaling & Telecom
 - ✓ DFCC / Metros / RRTS
- International markets

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- Ongoing focus on Factories & Buildings
- Government contracts in commercial buildings, hospitals, etc
- Airports
- Capex light infrastructure – elevated corridors, station redevelopment, etc.

The macro indicators listed above in addition to our existing order book to drive mid-term growth

THANK YOU