



KEI
Wires & Cables
PRINCIPAL PARTNER

KEI INDUSTRIES LIMITED Corporate Presentation March, 23







KEI

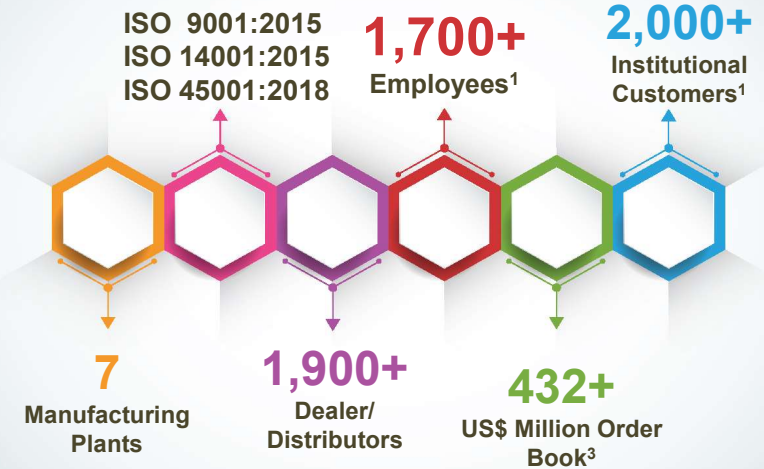
Wires & Cables

PRINCIPAL PARTNER

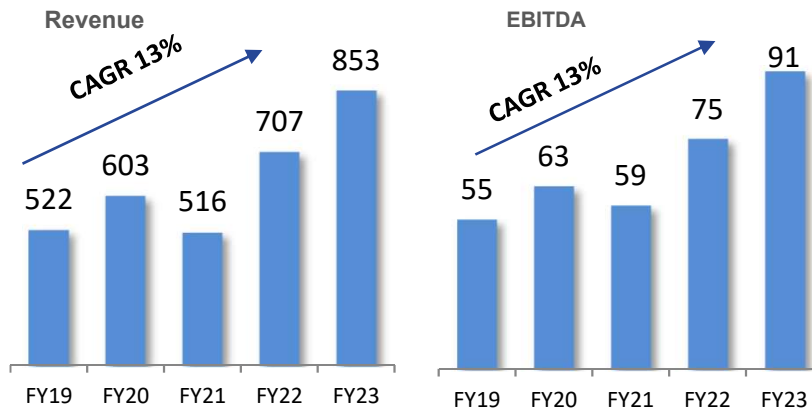
Overview

- 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
- 5 plants located at Bhiwadi, Chopanki, Pathredi (Rajasthan) and Rakholi, Chinchpada (D&NH)
- 2 Plants for backward integration of PVC compound at Harchandpur (Rajasthan) and Dapada (D&NH).
- Robust R&D facility with in-house lab accredited by NABL
- Established in 1968

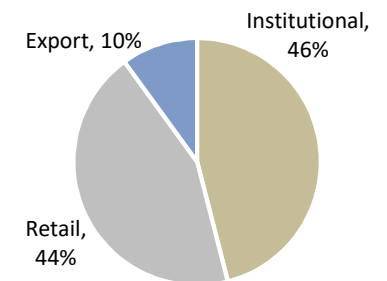
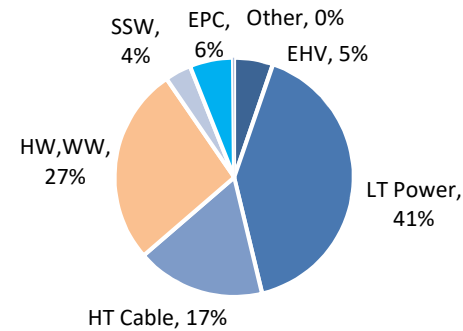
Key Metrics



Key Financials² (US\$ In Mn)



Product and Revenue Split² (FY23)



Note: 1 – As of 31st March, 2023. 2 – Based on Standalone Financials 3- As on April, 2023, Exchange Rate of 1US\$= INR 81





Major Highlights

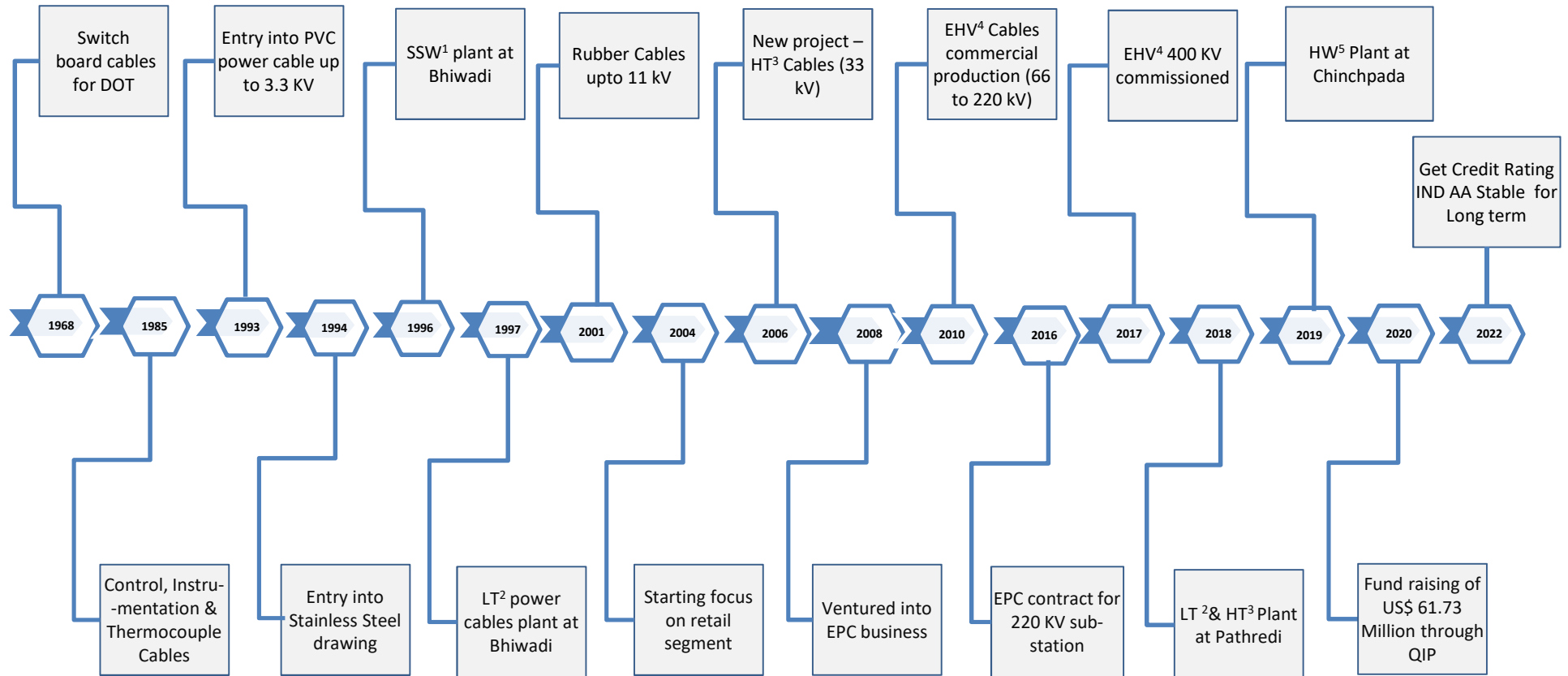
- ❖ ET 500 2022 KEI ranking is 289.
- ❖ During FY 2019-20, Company has raised fund US\$ 61.73 million through QIP.
- ❖ India Ratings and Research Private Limited, ICRA and CARE have upgraded rating to AA from AA- for Long term bank facilities and affirmed A1+ rating for Short term bank facilities.
- ❖ Insurance of Receivables to mitigate risk.
- ❖ Healthy Order Book to achieved turnover and Profitability.
- ❖ Healthy Brand Visibility – TV Advertising , IPL Sponsorship, Customer Loyalty and Preferences.
- ❖ Super Brand Status 2011-2016 and 2019 - 2023
- ❖ Diversified business profile across customers, industries and manufacturing locations.
- ❖ Increased focus on Exports and Retail segments to improve profitability as well as working capital.
- ❖ Very Strong relationship with banks.
- ❖ Highly committed promoters and management





Consistently Evolving Business Model

- ✓ Focus has been on expanding product portfolio
- ✓ De-risking business by increasing diversification



Note: 1 – Stainless Steel Wire; 2 - Low tension cables; 3 – High Tension Cables; 4 – Extra High Voltage, 5- House Wire





Richly Experienced Management Team

Mrs. Archana Gupta
Director



Mr. Akshit Diviaj Gupta
Director



Mr. Manoj Kakkar
Executive Director
(Sales & Marketing)



Mr. Rajeev Gupta
Executive Director
(Finance) & CFO



Mr. Anil Gupta
Chairman-cum-Managing Director



Mr. Manish Mantri
Sr. Vice President (EPC)



Mr. Lalit Sharma
COO



Mr. Dilip Barnwal
Vice President
(Operations-Silvassa)



Mr. Daya Nand Sharma
Vice President
(Operations-Chopanki)



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





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
- PVC/Poly Wrapped Winding Wires
- Flexible & House Wires
- Stainless Steel Wires
- Fire Survival/ Resistant Cables
- EPC Projects

Helping the company service a wide spectrum of sectors such as power, oil refineries, railways, automobiles, cement, steel, fertilizers, textile and real estate, amongst others



EHV cables



HT cables



LT cables



Control Cables



Instrumentation



Offshore Cables



Solar Cables



SS Wires



Winding Wires



House Wires



Flexible Wires



Rubber Cables





Company Strengths



1

Well diversified across multiple dimensions

Wide basket of products used across multiple industries
Low customer concentration

2

Strategically located manufacturing facilities and Strong R&D capabilities

Manufacturing facilities across 7 locations
Strong R&D focus helps in new product development and customized solutions to customers

3

Strong presence in retail segment with a well entrenched distribution network

Increasing focus on retail segment
Strong distribution network with pan India retail sales

4

Growing exports presence

Presence in 50+ countries with offices in 5 countries
Exports provide natural hedge on forex as the company also imports raw materials

5

Strong Finance performance

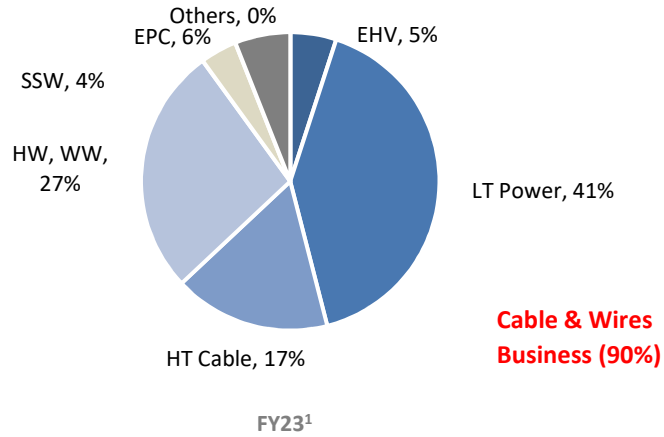
Strong growth and return ratios with comfortable debt profile



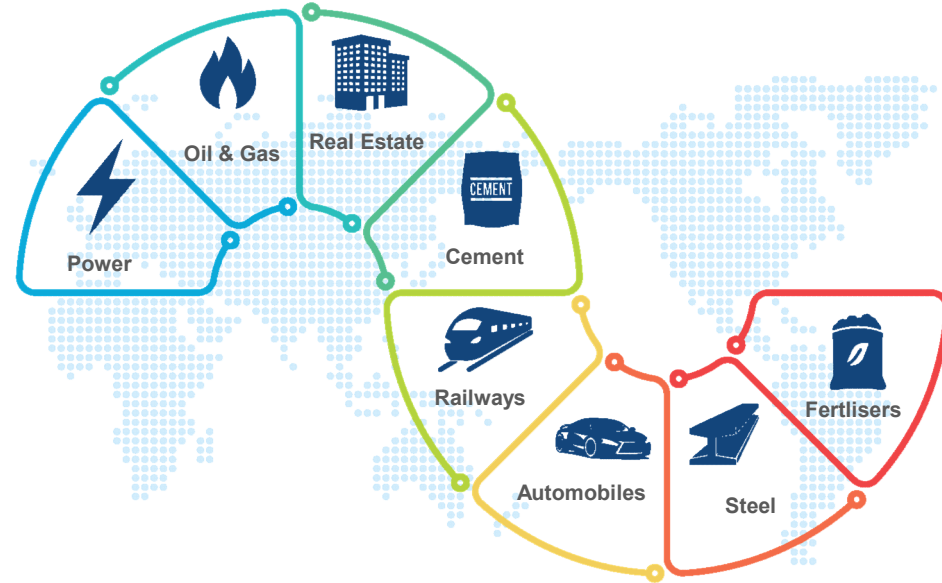


Well Diversified across Multiple Dimensions

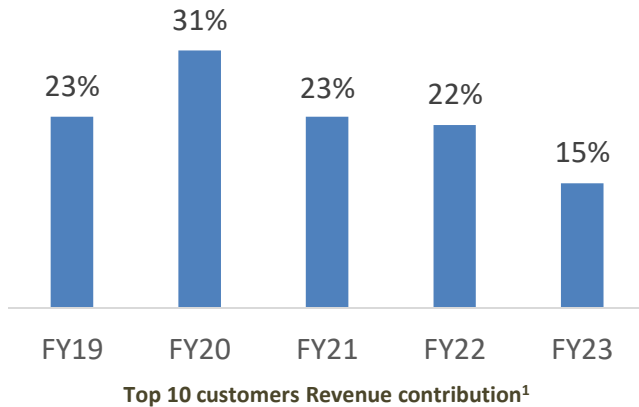
Wide Product Basket...



...With applications across Industries



...Coupled with low customer concentration



- KEI is diversified across products and industries
- Customer concentration is low with top 10 customers accounting for 15% of sales in FY23
- Diversification helps in de-risking

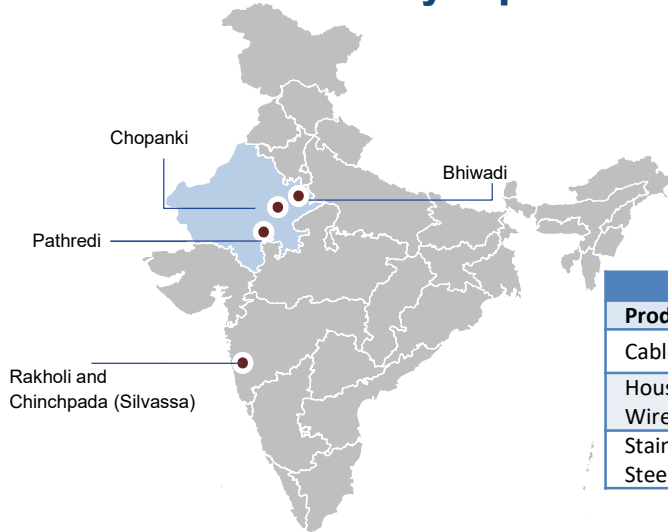
Note: 1 – Based on Standalone Financials





Strategically located manufacturing facilities & Strong R&D capabilities

Plant Locations and Key Capacities



Capacity Utilization		
Product	FY22	FY23
Cables	76%	91%
House Wire	59%	79%
Stainless Steel Wire	84%	87%

Products (as of 31st March'23)	Bhiwadi	Rakholi	Chopanki	Pathredi	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 31st March, 23)
Bhiwadi	1996	<ul style="list-style-type: none"> Cable – 54,800 Kms House Wire/WW – 190,000 Kms Stainless Steel Wire – 9,000 MT
Rakholi	2002	<ul style="list-style-type: none"> Cable – 30,000 Kms House Wire – 696,000 Kms
Chopanki	2007	<ul style="list-style-type: none"> Cable – 4,900 Kms
Pathredi	2018	<ul style="list-style-type: none"> Cable – 22,600 Kms
Chinchpada	2019	<ul style="list-style-type: none"> House Wire – 4,46,000 Kms Cable- 12,900 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 and Strong R&D capabilities



Pathredi Plant



Bhiwadi Plant



Chopanki Plant



Silvassa Plant



Chinchpada Plant

Adherence to the most stringent quality standards laid down by KEI

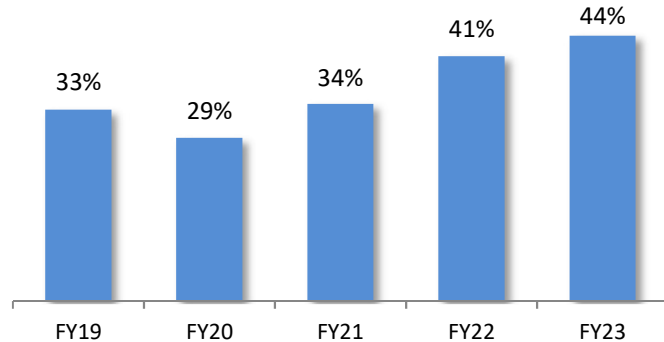
Our products are tested by KEMA (The Netherlands), TUV (Rheinland), SGS, IRS, ABS, CEIL, BRE (UK), LLOYDS REGISTER, BVQI, DNV, CPRI, ERDA, IDEMI, EIL, PDIL, MECON, NTPC, NPCIL, TUV India, RINA, PGCIL, TPL, DQAN, EQM, UL, RDSO, CE regulatory, UKCA regulatory, Ghost Cutr.





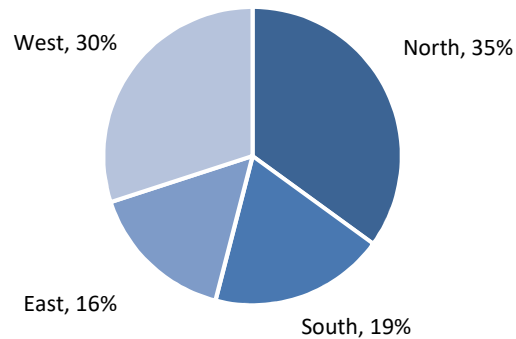
Strong presence in retail segment with a well entrenched distribution network

Increasing focus on retail...



Retail as a % of sales ²

...Leading to Pan India retail sales



FY23²

...With strong distribution network...

Region	# of Dealers / Distributors ¹	# of Marketing Offices ¹
North	654	9
South	367	7
East	450	6
West	439	14

- Strong distribution network covering major metros and Tier 1 and 2 cities
- 23 depots across India
- 36 marketing offices across the country
- Company is focussing on marketing through various brand promotion activities via multiple communication channels

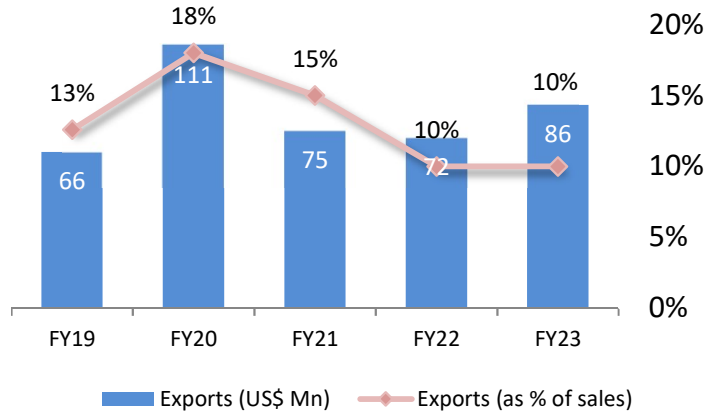
Note: 1- As of 31stth March, 2023; 2- Based on Standalone Financials





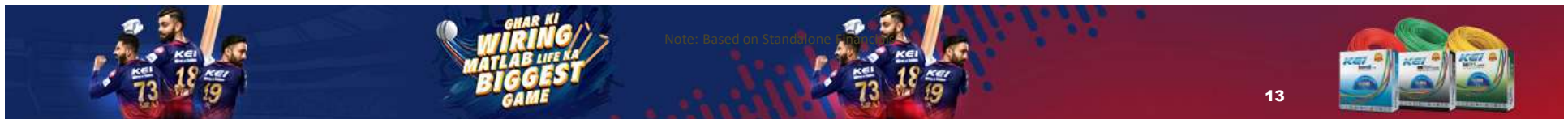
Growing Exports Presence

Export Sales of product and services in last 5 years



- Exports accounted for 10% of sales in FY23 Exports provide natural hedge on forex as the company also imports raw materials
- Strong order book for exports of US\$ 103.46 Million (including EPC) as on April, 2023.

Presence across over 50 countries with offices in 5 countries

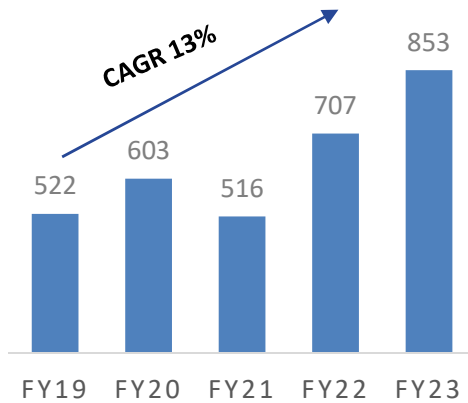




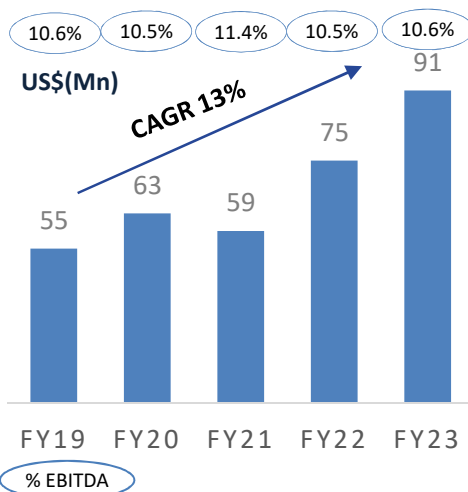
Strong Financial Performance

Robust Revenue Growth...

US\$ (Mn)

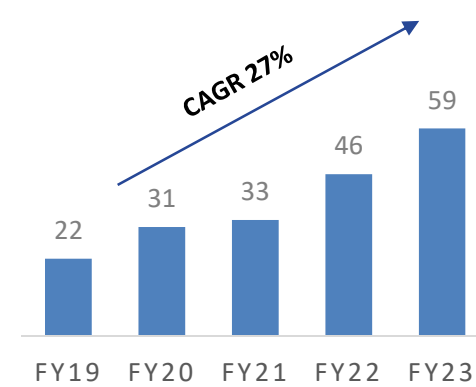


...with stable EBITDA Margins...



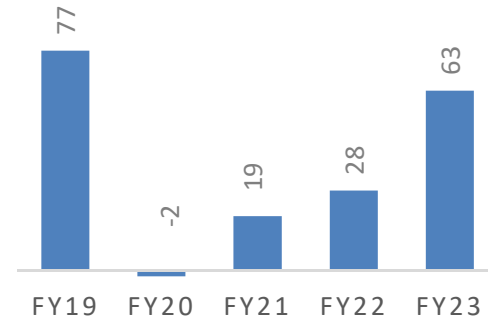
...and strong PAT Growth

US\$ (Mn)



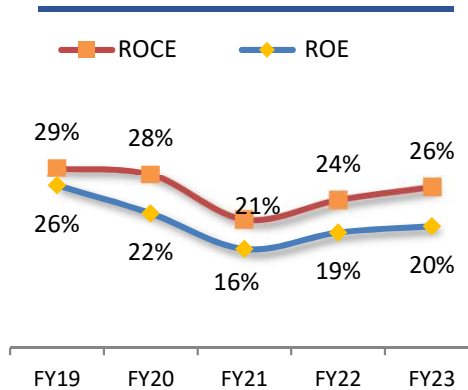
Cash Flow

US\$ (Mn)



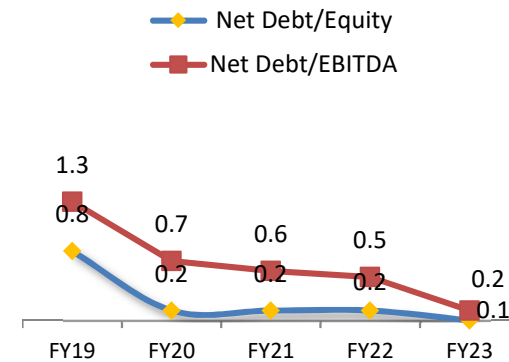
¹Net Cash from Operating Activities

Robust Return Ratios²



Note: 1-Standalone Financials 2- Average basis

Comfortable Debt Profile





Growth Strategy

Retail Business

Continued focus to increase share of retail business in overall sales mix

Distribution Channel

Focus on increasing penetration by further expanding distribution network

Overseas Market

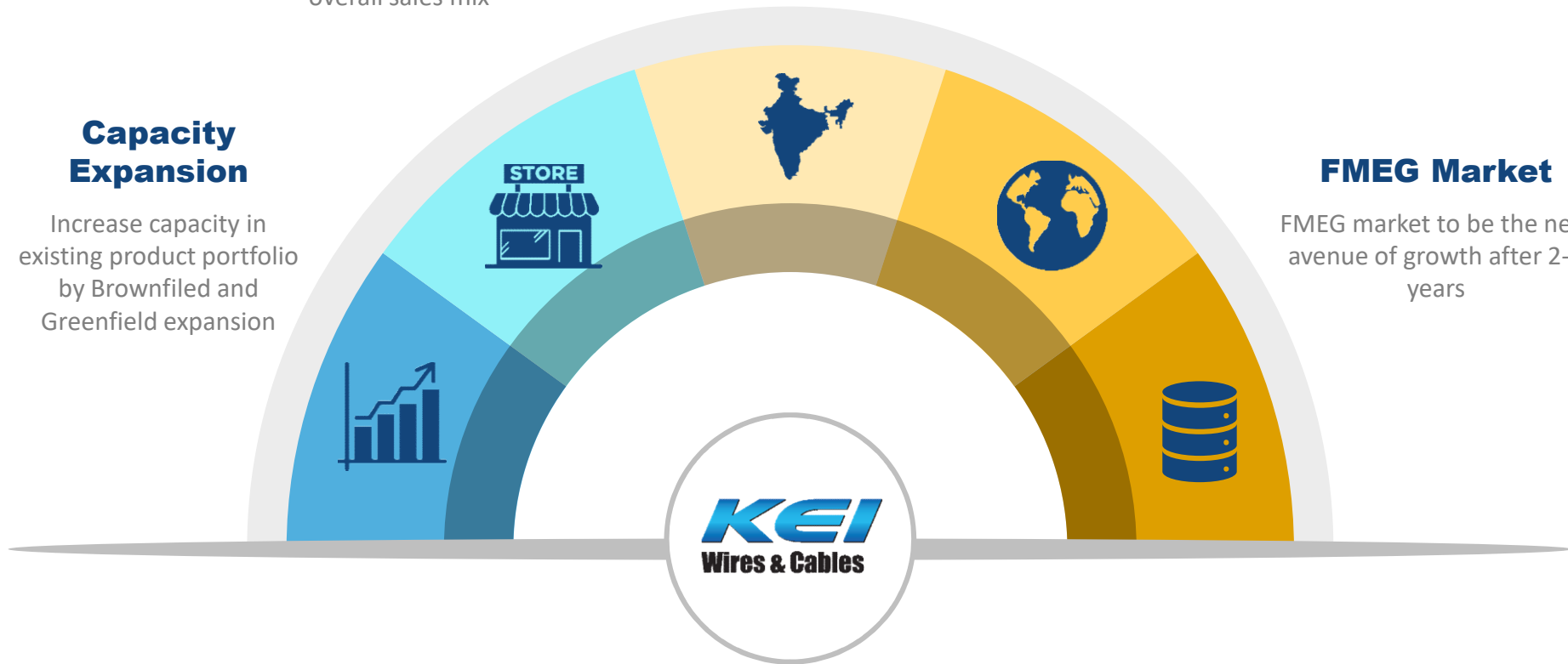
Further increase presence in overseas market

Capacity Expansion

Increase capacity in existing product portfolio by Brownfield and Greenfield expansion

FMEG Market

FMEG market to be the next avenue of growth after 2-4 years





Economic Factors :

- In FY 2023-24, India's GDP is expected to rise by 6.5%.
- 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 2023 increased 12% year-on-year to reach an all-time high of Rs. 1.87 trillion (US\$ 22.9 billion).
- Government's commitment towards country's inclusive development is manifest in enhanced capital expenditure for 2023-24, adopting the seven priorities. They compliment each other and act as the "Saptarishi" to reduce the infrastructure gap, and facilitate private investment.
- India fastest growing economy among G-20 nations. G20 Presidency gives us a unique opportunity to strengthen India's role in the world economic order.
- As per Budget 2023-24, "Effective Capital expenditure" of centre to be Rs 13.7 Lakh crore (US\$ 167.26 billion).
- In order to boost India's digital economy, the Reserve Bank of India (RBI) will be launching the Central Bank Digital Currency (CBDC) as India's official digital rupee.
- the Reserve Bank of India (RBI) approved international trade settlements in Indian rupees (INR) in order to promote the growth of global trade with emphasis on exports from India and to support the increasing interest of the global trading community.
- India is expected to be the second-largest market in 5G services followed by China in the next 10 years.





Power and cable Sectors:

- Expansion in industrial activity to boost cable demand for electricity.
- India is the third-largest producer and consumer of electricity worldwide, with an installed power capacity of 411.64 GW as of January 31, 2023
- 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 Rs. 111 lakh crore (US\$ 1.4 trillion).
- Growing population along with increasing electrification and per-capita usage will provide further impetus. Power consumption in India in December 2022 logged an 11% growth to 121.19 billion units.
- In Union Budget 2023-24, the government allocated US\$ 885 million (Rs. 7,327 crore) for the solar power sector including grid, off-grid, and PM-KUSUM projects.
- The Central Electricity Authority (CEA) estimates India's power requirement to grow to reach 817 GW by 2030. Also, by 2029-30, CEA estimates that the share of renewable energy generation would increase from 18% to 44%,
- 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
 - ✓ Communication Advancements
 - ✓ Automation & Robotics
 - ✓ Dominance of organized sector
 - ✓ Industries Capex





Real State Sectors:

- 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.
- In the Union Budget 2023-24, a commitment of Rs. 79,000 crore (US\$ 9.64 billion) for PM Awas Yojana has been announced, which represents a 66% increase compared to the last year.
- Driven by increasing transparency and returns, there's a surge in private investment in the sector.
- Private market investor, Blackstone, which has significantly invested in the Indian real estate sector (worth Rs. 3.8 lakh crore (US\$ 50 billion), is seeking to invest an additional Rs. 1.7 lakh crore (US\$ 22 billion) by 2030
- 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 Sectors:

- India has to enhance its infrastructure to reach its 2025 economic growth target of US\$ 5 trillion
- Budget 2023-24, the government has given a massive push to the infrastructure sector by allocating Rs.10 lakh crore (US\$ 122.08 billion) to enhance the infrastructure sector.
- Budget 2023-24 is complemented with continuation of the 50-year interest free loan to state governments for one more year to spur investment in infrastructure and to incentivize them for complementary policy actions, with a significantly enhanced outlay of Rs. 1.3 lakh crore (US\$ 16 billion)
- In November 2022, National Investment and Infrastructure Fund (NIIF) is set up as a collaborative investment platform between Government of India, global investors, multilateral development banks (MDB) and domestic financial institutions to facilitate investment across multiple sectors in India through an India Japan Fund.
- The government announced Rs. 305,984 crore (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.
- Expenditure Allocation in Budget for FY 2023-24.
 - Rs. 2,40,000 crore (US\$ 29 billion) for Railways.
 - Rs. 93,478 crore (US\$ 11.3 billion) for IT and Telecom.
 - Rs. 2,70,435 crore (US\$ 32.7 billion) for Roads and Highways Infrastructure.
 - Rs. 19,518 crore (US\$ 2.4 billion) for Metro Project.





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 March 2023, the Manufacturing Purchasing Managers' Index (PMI) in India stood at 56.4 .
- 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





KEI
Wires & Cables
PRINCIPAL PARTNER

Strengthening Brand Recognition



Partner



2013-2015



2009-2012



Wires & Cables Specialist



Jode Dilon Ke Taar



2016-2017



2019-2020



Har Tension Sahe Chalti Rahe



IPL Sponsorship from FY 17 to FY 23





...Strengthening Brand Recognition

Highlights of Branding Activities

Bus Branding



Hoarding



Katra Railway Station



Meet & Greet RCB Delhi





...Strengthening Brand Recognition

Highlights of Sports Sponsorship Activities

Title Sponsorship of Real Kabaddi League



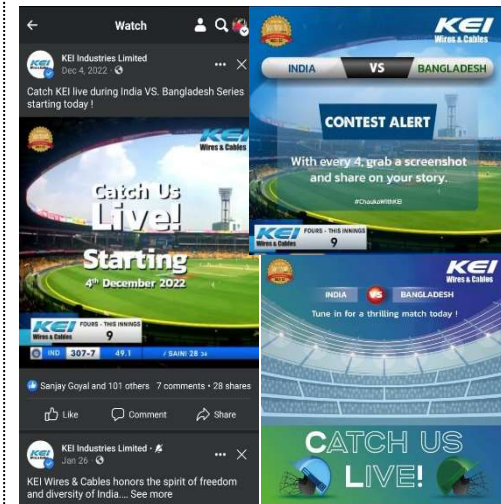
On ground Activations

Tamil Thalaivas- Pro Kabaddi League



Jersey Sponsorships

India Vs Bangladesh Series



Digital Amplifications





KEI

Wires & Cables

PRINCIPAL PARTNER

...Strengthening Brand Recognition

Highlights of IPL Sponsorship Activities

AWARDED Superbrands 2023
Consumer Validation

GHAR KI WIRING MATLAB LIFE KA BIGGEST GAME

HAR TENSION SAHE CHALTI RAHE

CHOOSE KEI HOUSE WIRES
• 15 QUALITY TESTS APPROVED • FLAME RETARDANT PROPERTIES

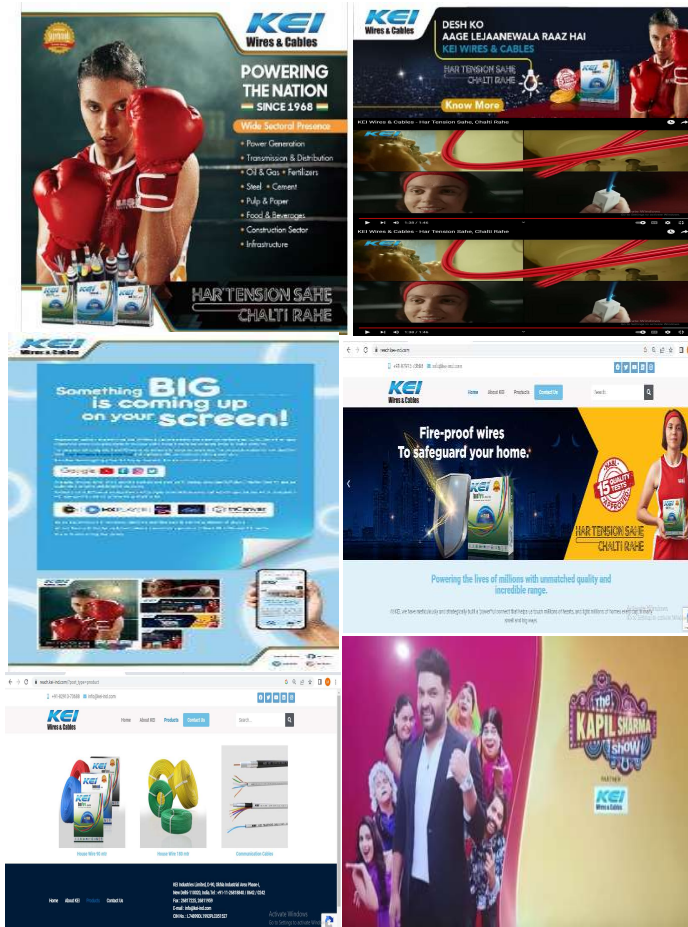
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...Strengthening Brand Recognition

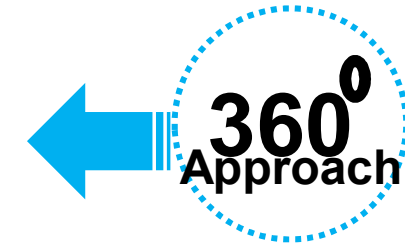
Entering into New Digital Marketing Era



Launched Brand Film on Digital platforms

KEI's contribution in India's growth story- 'Desh Ko Aage le Jane wala Raaz'

- Collaboration with OTT platforms
Sony Liv, Zee5, Hotstar, MX Player
Presence over the shows like: Kapil Sharma Show, Indian Idol, Tarak Mehta, SaReGaMaPA,
- Google Search & Display Ads
- Innovative Interactive Ads
- Social media Launch
- E-commerce website
- Premium A+ Listings On Amazon & Flipkart
- Influencer Marketing Campaign with Celebrities & Micro & Nano Influencers





...Strengthening Brand Recognition

BTL Activations to Augment Credibility



- Inside Metro Station Branding with DMRC.
- Extensive Participation in Events & Exhibitions (Domestic & International).
- Marked presence through outdoor campaigns.
- Participation in events and exhibitions Extensive Retail Branding around major festivals.
- Inside Train Branding i.e. Vande Bharat Express, Mumbai Local Trains .





...Strengthening Brand Recognition

Collaborated with NIC & National/Regional Police Personnel

To deliver the message of safety to children, with utmost conviction, we invited Senior Personnel from NIC & Police Department to share their valuable tips and knowledge about Online & Offline Safety & to create a long lasting impression in the lives of children



बच्चों को जागरूक करने के लिए केंद्राई वयर्स एंड केबल्स द्वारा राजस्थान इंटर कॉलेज में आयोजित हुआ 'गुड टच-बैड टच' कार्यक्रम

राजस्थान, जयपुर - बच्चों को जागरूक करने के लिए केंद्राई वयर्स एंड केबल्स द्वारा राजस्थान इंटर कॉलेज में आयोजित हुआ 'गुड टच-बैड टच' कार्यक्रम। कार्यक्रम में बच्चों को ऑनलाइन और ऑफलाइन सुरक्षा के बारे में शिक्षित किया गया। कार्यक्रम में बच्चों को ऑनलाइन और ऑफलाइन सुरक्षा के बारे में शिक्षित किया गया।

கூகைள் செயிண்ட் ஜோசப் பெண்கள் மேல்நிலைப் பள்ளியில் சங்கல்ப் ஜோதி நிகழ்ச்சி

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बच्चों को जागरूक करने के लिए आयोजित हुआ 'गुड टच-बैड टच' कार्यक्रम। कार्यक्रम में बच्चों को ऑनलाइन और ऑफलाइन सुरक्षा के बारे में शिक्षित किया गया। कार्यक्रम में बच्चों को ऑनलाइन और ऑफलाइन सुरक्षा के बारे में शिक्षित किया गया।



കൂകെள் செயிண்ட் ஜோசப் பெண்கள் மேல்நிலைப் பள்ளியில் சங்கல்ப் ஜோதி நிகழ்ச்சி

கூகைள் செயிண்ட் ஜோசப் பெண்கள் மேல்நிலைப் பள்ளியில் சங்கல்ப் ஜோதி நிகழ்ச்சி. இது ஒரு கல்வி நிகழ்ச்சி, இது குழந்தைகளுக்கு ஆன்லைன் மற்றும் ஆஃபலைன் பாதுகாப்பு குறித்து கற்றுக்கொடுக்கிறது. இது ஒரு கல்வி நிகழ்ச்சி, இது குழந்தைகளுக்கு ஆன்லைன் மற்றும் ஆஃபலைன் பாதுகாப்பு குறித்து கற்றுக்கொடுக்கிறது.

കൂകെள் செയिண்ட് ஜோசப் பெண்கள் மேல்நிலைப் பள்ளியில் சங்கல்ப் ஜோதி நிகழ்ச்சி

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बच्चों को जागरूक करने के लिए आयोजित हुआ 'गुड टच-बैड टच' कार्यक्रम

बच्चों को जागरूक करने के लिए आयोजित हुआ 'गुड टच-बैड टच' कार्यक्रम। कार्यक्रम में बच्चों को ऑनलाइन और ऑफलाइन सुरक्षा के बारे में शिक्षित किया गया। कार्यक्रम में बच्चों को ऑनलाइन और ऑफलाइन सुरक्षा के बारे में शिक्षित किया गया।

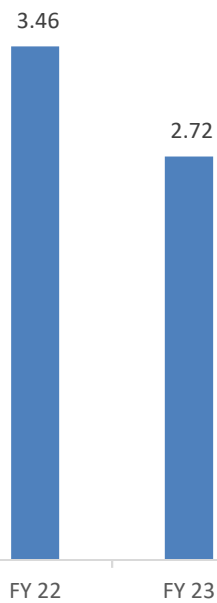




..and strengthening it further using multi pronged approach

Advertisement and Publicity Expenses (US\$ in Mn)

Advertisement



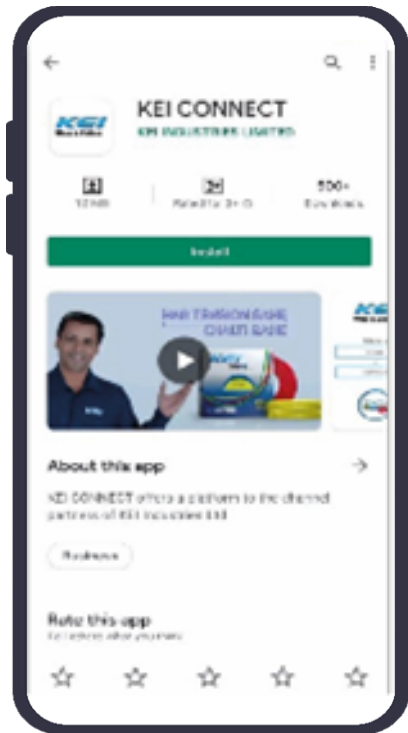
- Association with Rajasthan royals in past and amplification Via digital presence
- Meeting with Channel Partners
- KEI marked presence though outdoor campaigns
- Participation in events and exhibitions (Domestic & International)
- Extensive Retail Branding around major festivals
- New IT App for connecting Dealers, Distributors, Retailers and Electricians.
- TV Advertisement





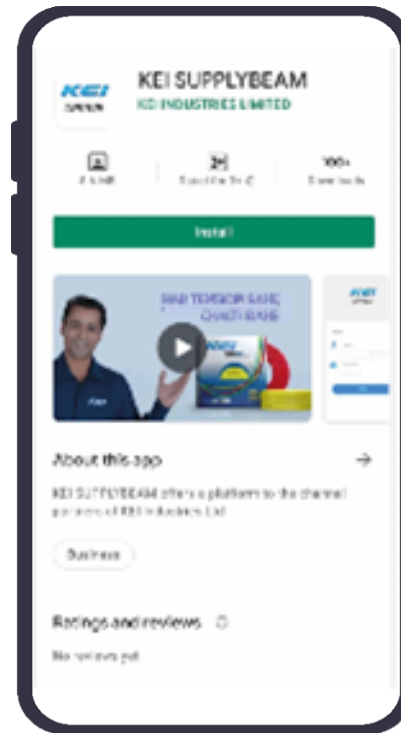
... New Connecting App

Our online platforms 'KEI Supply Beam' and 'KEI Connect' (an end-to-end channel management software that enables better decisions, speed and efficiency) keep us connected with 'Kutumb'.



↓ from

KEI Supply Beam for dealers/distributors.



↓ from

KEI Connect for retailers/electricians





Summary Financials (Standalone)

Summary of Financials

US\$ in Million

Particulars	FY 18	FY 19	FY 20	FY 21	FY 22*	FY23
Net Sales	425	522	603	516	707	853
EBITDA	43	55	63	59	75	91
PBT	25	34	40	44	63	79
PAT	18	22	31	33	46	59
Net Fixed Assets	53	64	70	67	68	72
Net Worth	75	96	186	219	264	320
Total Debt(Inc. Buyers Credit and Bill Discounting)	104	74	45	38	41	17
ROCE (%)	24	29	28	21	24	26
ROE (%)	27	26	22	16	19	20

* 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.





Summary Financials (Standalone)

Quarterly Summary of Profit & Loss

US\$ in Million

Particulars	FY 22-Q1*	FY 22-Q2*	FY 22-Q3*	FY 22-Q4*	FY 23-Q1	FY 23-Q2	FY 23-Q3	FY 23-Q4
Net Revenue	126	167	193	221	193	199	220	241
PBDIT	14	19	20	22	20	21	24	26
PBT	11	16	17	19	17	18	21	23
PAT	8	11	13	14	13	13	16	17
EPS (\$)	0.09	0.13	0.14	0.16	0.14	0.15	0.18	0.19

* 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.





Summary Financials (Product and segment wise)

US\$ in Million

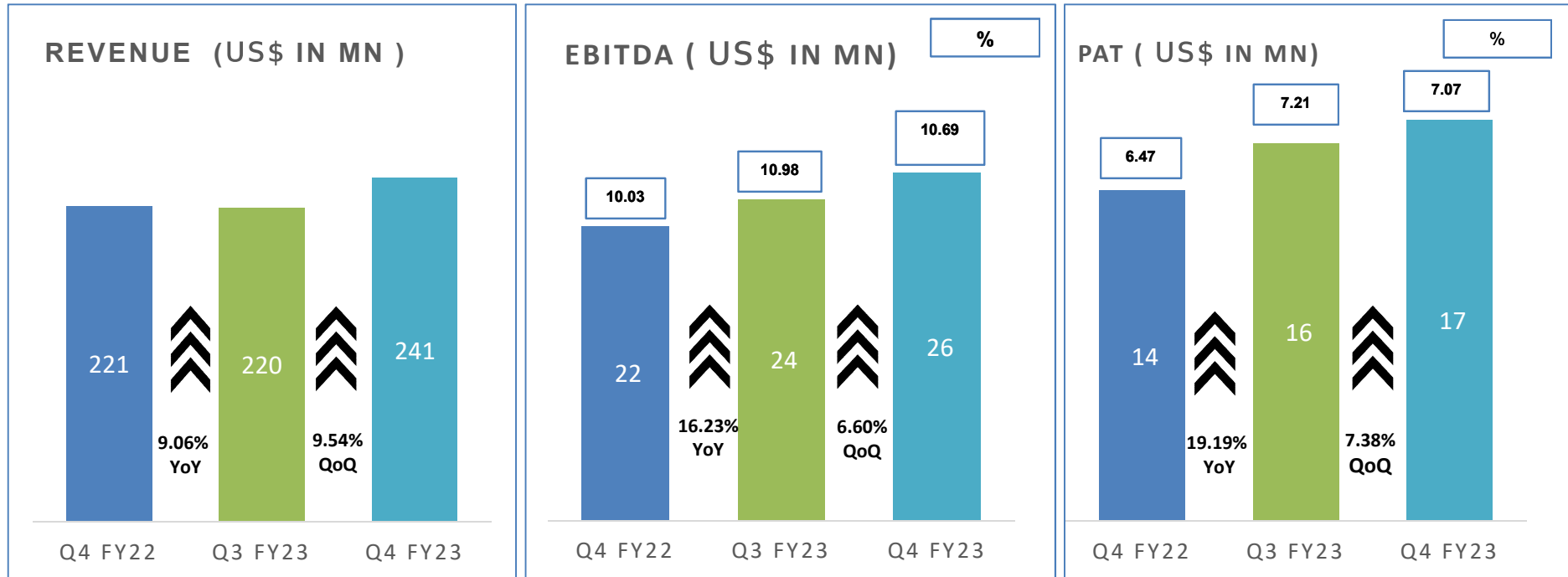
Particulars	FY 21	FY 22	FY 23	FY22-Q1	FY22-Q2	FY22-Q3	FY22-Q4	FY23-Q1	FY23-Q2	FY23-Q3	FY23-Q4
Domestic	268	357	395	67	82	94	113	82	88	105	120
Dealer	174	286	374	48	72	78	89	81	94	98	101
Export	75	72	85	11	16	23	22	30	17	18	20
Net of Ind AS & other	-1	-8	-1	-1	-2	-2	-3	0	0	-1	0
Total	516	707	853	126	167	193	221	193	199	220	241
LT Cable	193	267	350	48	59	72	89	79	83	88	100
HT Cable	85	124	148	30	25	31	39	32	28	44	44
EHV	52	63	46	4	19	23	18	13	6	13	14
HW,WW	112	186	229	29	49	51	58	51	61	58	59
SS Wire	17	28	31	6	6	8	8	7	9	7	8
EPC other Than Cable	58	47	50	11	11	11	13	11	12	11	16
Net of Ind AS & other	-1	-8	-1	-1	-2	-2	-3	0	0	-1	0
Total	516	707	853	126	167	193	221	193	199	220	241

* Previous year / periods figures have been regrouped / reclassified, wherever necessary.





Financial Performance Q-4 FY 23 Highlights

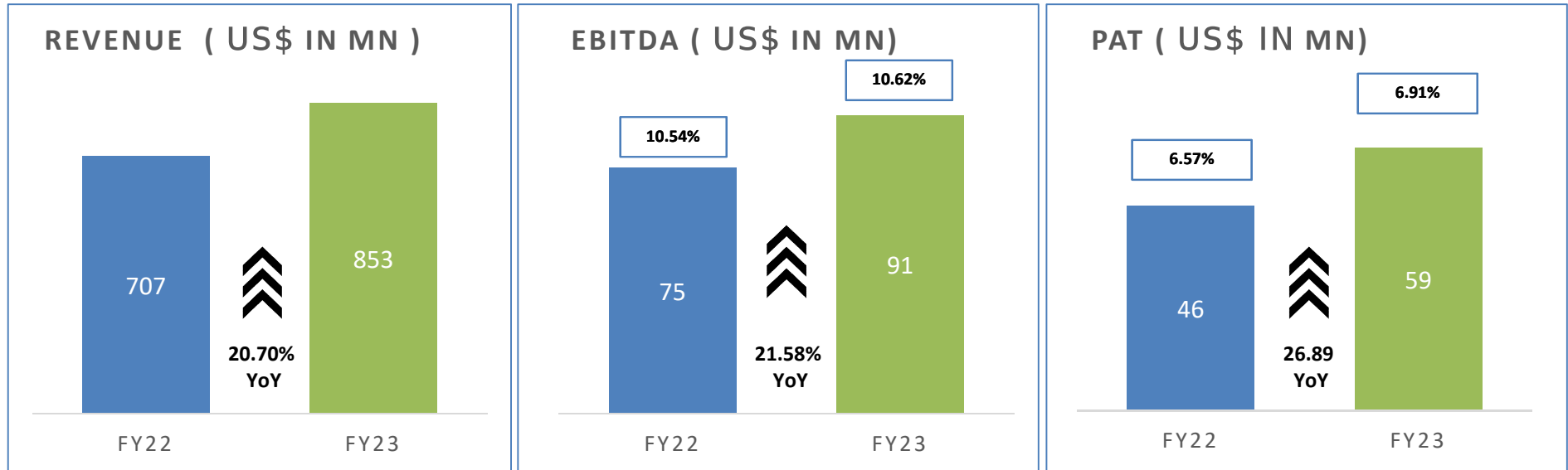


- Revenue improved by 9.06% YoY in this quarter.
- EBITDA margin in this quarter has improved to 10.69% as against 10.03% YoY.
- PAT margin in this quarter has improved to 7.07% as against 6.47% YoY.





Financial Performance FY 23 Highlights



- Revenue improved by 20.70% YoY in FY 23
- EBITDA margin in FY 23 has improved to 10.62% as against 10.54% YoY.
- PAT margin in FY 23 has improved to 6.91% as against 6.57% YoY.





Balance Sheet (Standalone)

US\$ in Mn

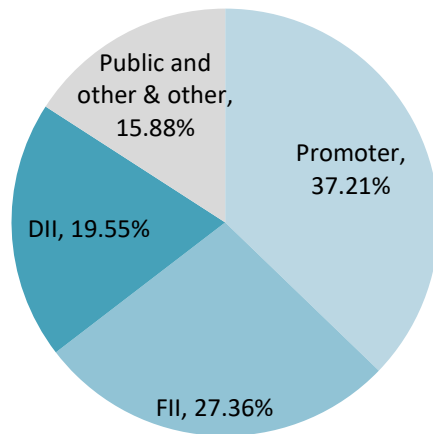
ASSETS	FY 23	FY 22*	FY 21	EQUITY AND LIABILITIES	FY 23	FY 22*	FY 21
Non-Current Assets				Equity			
Fixed Assets	71.84	67.58	67.19	Equity Share Capital	2.23	2.22	2.22
Other Non Current Assets	3.32	2.30	2.95	Other Equity	317.40	261.40	216.74
Total Non Current Assets	75.16	69.88	70.14	Total Equity	319.63	263.62	218.96
				Non-Current Liabilities			
				Borrowings	-	-	3.87
				Other Non Current Liabilities	7.85	7.29	7.55
				Total Non Current Liabilities	7.85	7.29	11.42
Current Assets				Current Liabilities			
Inventories	136.09	133.26	94.17	Short Term Borrowings	16.70	40.91	33.84
Trade Receivables	171.33	172.29	166.61	Trade Payables	92.36	94.15	91.53
Cash and Bank Balances	66.32	44.45	27.31	Others - Current Liabilities	28.91	29.47	15.63
Other Current Assets	16.55	15.56	13.15	Total Current Liabilities	137.97	164.53	141.00
Total Current Assets	390.29	365.56	301.24	Total Equity and Liabilities	465.45	435.44	371.38
Total Assets	465.45	435.44	371.38				

*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.





Shareholding Pattern (as of 31st March, 2023)



Key Institutional Investors (as of 31st March, 2023)

Name of Shareholder	% Holding
Smallcap World Fund, INC	4.34%
Canara Robeco Mutual Fund A/C Canara Robeco Value Fund	2.67%
Franklin Build India Fund	2.59%
HDFC Mutual Fund – HDFC Nifty Small Cap 250 ETF	2.45%
Invesco India ESG Equity Fund	2.23%
HSBC Multi Cap Fund	2.04%
Others	30.59%





Our Social Responsibility – Partnering for Community Resilience

Our CSR initiatives span across several critical areas of human progress, including healthcare, hunger and poverty eradication, education, environmental sustainability and sports promotion.



Tata Community Initiative Trust - The Company joined hands with Tata STRIVE a CSR program of Tata Community Initiatives Trust, we funded students across two skill development programs: electrical wireman course in Hyderabad and beauty advisor course in Mumbai



Education and skill proficiency can empower communities to become self-reliant, build a better future for themselves and foster self-respect. In keeping with this belief, we extended support to Kalpatru Society to enable children from underprivileged backgrounds continue with their education



we also partnered with ISKON to serve meals to migrant laborers and daily wage workers. Fresh hot meals were delivered to more than 2 Lakhs homeless people every single day during the nationwide lockdown.



we are encouraging children and budding talent to pursue sports and realize their full potential. This year, we associated with Zak Sports Maidan Pvt. Ltd. to nurture cricketing talent in the country.



We are committed to improving the surroundings where we live and work. We provided financial support to GVIKSH for conducting plantation drives and sharing knowledge on waste management for a greener, cleaner and better tomorrow



Educating pregnant women about health and nutrition with its campaign 'Janani Jyoti'





...Our Social Responsibility - Partnering for Community Resilience



संकल्प ज्योति
बनो जिम्मेदार बनो निहड बनो सुदृढ

Sankalp Jyoti focused on these three aspects

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

This year, we integrated all the elements from our past activities of Jyoti Series & added the new ones to give our activity a 360 degree approach.

The Target Group was directly reached out through Physical Events at Government schools held in 4 cities – Lucknow, Guwahati, Surat & Chennai.

Over 5000 Kids received the gift hampers





...Our Social Responsibility - Partnering for Community Resilience



Jeevan Jyoti - A Skill Development Program to nurture the head, heart and skills of the Kids of Electricians.

Amount spent on CSR

(US\$ in Mn)

Particulars	FY 22	FY23
Promoting education	0.22	0.70
Promoting Healthcare Including Preventive Healthcare, Covid Management	0.33	0.20
Eradicating hunger, poverty and malnutrition	0.20	0.02
Disaster Management	0.01	
Training to promote rural sports, nationally recognized sports, Paralympic sports and Olympic sports	0.00	0.00
Ensuring animal welfare	0.05	0.08
Ensuring Environmental sustainability		0.00
Total CSR	0.81	1.00





Committed to provide environmentally safe and socially responsible workplace

Environment

- Use of Renewable Energy to reduce carbon footprint (Reduce GHG emissions)
- Zero Discharge facility at all the units (Water Conservation)
- Rainwater Harvesting (Water Conservation)
- Use of Natural Gas (Air quality preservation)
- Tree plantation around our facilities (Air quality enhancement)
- Use of Steel drum Instead of wooden drum (Natural Resources Conservation)
- Environmental conservation through securing all the compliances

Social

- Health and safety for employees and product end users
- ESG related trainings for employees
- Ensure ESG compliances of the Value Chain

Governance

- All manufacturing facilities conform with the ISO 14001:2015, ISO 45001: 2018, ISO 45001: 2018
- Involvement of the Top Management in reviewing all the significant ESG aspects





KEI

Wires & Cables

PRINCIPAL PARTNER

Thank you



CIN: L74899DL1992PLC051527

Contact us For investor relations: cs@kei-ind.com

Website: www.kei-ind.com

