



KEC INTERNATIONAL LTD.
RPG House
463, Dr. Annie Besant Road
Worli, Mumbai 400030, India
+91 22 66670200
www.kecrpg.com

February 07, 2020

National Stock Exchange of India Limited

Exchange Plaza
Bandra Kurla Complex
Bandra (East), Mumbai 400 051

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai – 400 001

Symbol: KEC

Script Codes:

Equity: 532714

Debt: 955184, 955189 & 955190

**CP: 717680, 717704, 717778, 718222,
718324**

Dear Sir/ Madam,

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015

Sub: Press Release and Investor Presentation- Financial Result

Please find enclosed herewith a copy of the press release and Investor presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended on December 31, 2019.

This is for your information and records.

Thanking you,
Yours faithfully,

For KEC International Limited

Amit Kumar Gupta
Company Secretary & Compliance Officer



Encl: as above



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Press Release for Q3 and 9M FY20 Performance

KEC delivers robust Q3 FY20 Performance with PAT growth of 29%

Q3 FY20 PBT growth of 19%
Q3 FY20 Revenue growth of 16%
Interim Dividend of 170%

Mumbai, February 07, 2020: KEC International Ltd., a global infrastructure EPC major and an RPG Group Company, today announced its results for the third quarter (Q3 FY20) and nine months (9M FY20) ended December 31, 2019.

Consolidated Financial Performance:

Q3 FY20 v/s Q3 FY19

REVENUE: Increased by **16%** to Rs. 3,073 crore from Rs. 2,647 crore

EBITDA: Increased by **13%** to Rs. 319 crore from Rs. 281 crore

EBITDA Margin: 10.4% in Q3 FY20 against 10.6% in Q3 FY19

PROFIT BEFORE TAX: Increased by **19%** to Rs. 203 crore from Rs. 170 crore

PROFIT AFTER TAX: Increased by **29%** to Rs. 145 crore from Rs. 112 crore

9M FY20 v/s 9M FY19

REVENUE: Increased by **16%** to Rs. 8,294 crore from Rs. 7,159 crore

EBITDA: Increased by **15%** to Rs. 864 crore from Rs. 751 crore

EBITDA Margin: 10.4% in 9M FY20 against 10.5% in 9M FY19

PROFIT BEFORE TAX: Increased by **15%** to Rs. 521 crore from Rs. 455 crore

PROFIT AFTER TAX: Increased by **25%** to Rs. 373 crore from Rs. 297 crore

Interim Dividend:

We have declared an Interim Dividend of 170% of the face value, at Rs. 3.40 per share on face value of Rs. 2 per share – Total Outflow of Rs. 105.38 crore including Dividend Distribution Tax.

Registered Office: RPG House, 463, Dr. Annie Besant Road
Worli, Mumbai 400030, CIN: L45200MH2005PLC352061, India.



An **RPG** Company



Mr. Vimal Kejriwal, MD & CEO, KEC International Ltd. commented, *"We are very pleased with the consistent growth in both Revenue and Profitability, reflecting a strong performance amidst global uncertainties. Our robust and well diversified order book gives us confidence to deliver on our growth targets for the year."*

About KEC International Limited

KEC International is a global infrastructure Engineering, Procurement and Construction (EPC) major. It has presence in the verticals of Power Transmission and Distribution, Railways, Civil, Solar, Smart Infrastructure and Cables. The Company is currently executing infrastructure projects in over 30 countries and has a footprint in 100+ countries (includes EPC & Supply). It is the flagship Company of the RPG Group.

About RPG Enterprises

RPG Enterprises, established in 1979, is one of India's fastest growing business groups with a turnover of US\$ 4 Billion. The group has diverse business interests in the areas of Infrastructure, Tyres, Pharma, IT and Specialty as well as in emerging innovation led technology businesses.



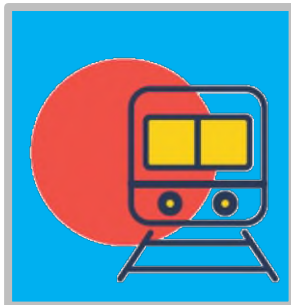
KEC International Limited

Investor Presentation- Q3 FY20

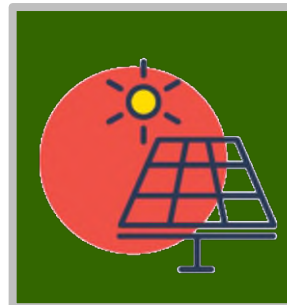
7th February 2020



Power T & D



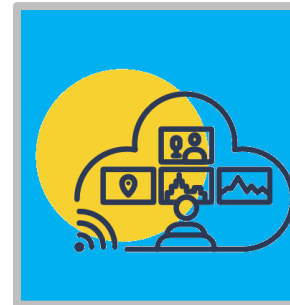
Railways



Solar



Civil



Smart Infra



Cables

Disclaimer

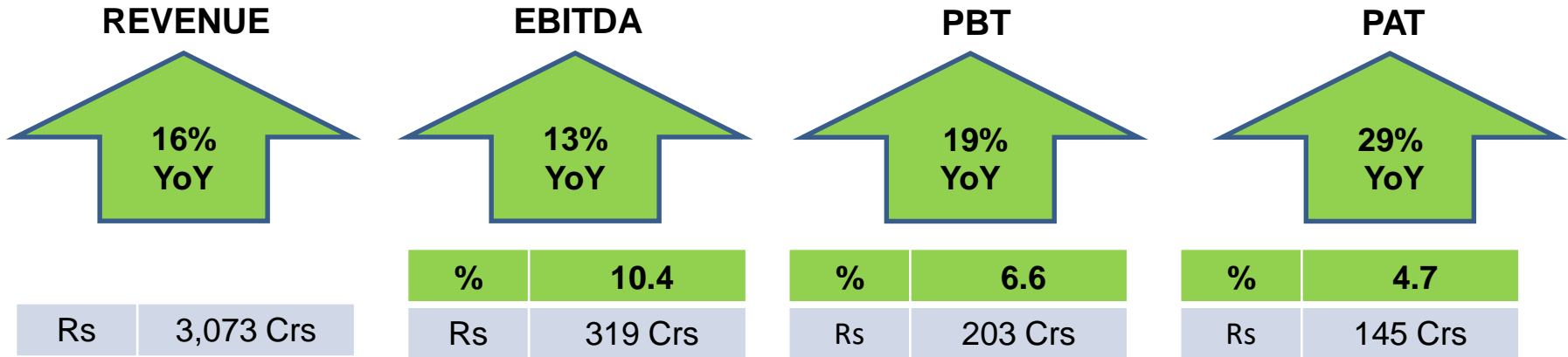
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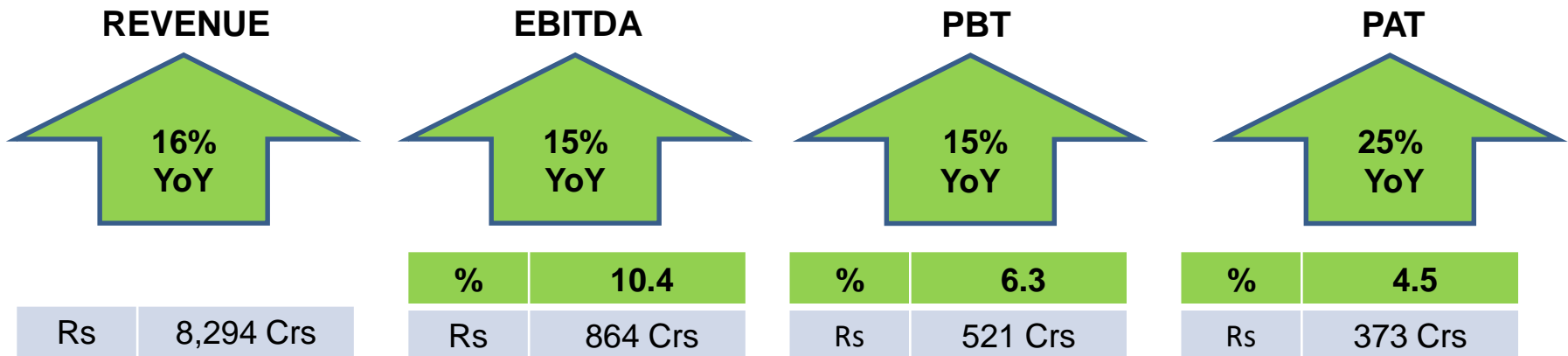
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Major Highlights

Q3 FY20 / Q3 FY19



9M FY20 v/s 9M FY19



Profit & Loss Highlights (Consolidated)

(In Rs Crs)	Q3		Y-o-Y
Particulars	FY20	FY19	% growth
Revenues	3,073	2,647	16.1%
EBITDA	319	281	13.5%
<i>EBITDA Margins</i>	<i>10.4%</i>	<i>10.6%</i>	
(+) Other Income	2	4	
(-) Depreciation	37	31	
(-) Interest	82	86	
<i>Interest as % to sales</i>	<i>2.7%</i>	<i>3.2%</i>	
PBT	203	170	19.1%
<i>PBT Margins</i>	<i>6.6%</i>	<i>6.4%</i>	
Tax	58	58	
<i>Tax Rate %</i>	<i>28.5%</i>	<i>34.1%</i>	
PAT	145	112	29.1%
<i>PAT Margins</i>	<i>4.7%</i>	<i>4.2%</i>	

9M		Y-o-Y
FY20	FY19	% growth
8,295	7,159	15.9%
865	751	15.1%
<i>10.4%</i>	<i>10.5%</i>	
8	16	
108	91	
243	227	
<i>2.9%</i>	<i>3.2%</i>	
521	455	14.6%
<i>6.3%</i>	<i>6.4%</i>	
149	158	
<i>28.5%</i>	<i>34.7%</i>	
373	297	25.5%
<i>4.5%</i>	<i>4.1%</i>	

Businesswise Revenue Performance

Business Verticals (Figs. In Rs Crs)	Q3 FY20	Q3 FY19	Growth	9MFY20	9MFY19	Growth
			(Y-o-Y)			(Y-o-Y)
T&D:	2,135	1,758	21.5%	5,713	4,553	25.5%
- T&D (KEC)	1,703	1,563	9.0%	4,619	3,905	18.3%
- SAE	432	195	121.3%	1,094	648	68.7%
Non T&D (EPC):	729	677	7.7%	1,989	1,929	3.1%
- Railways	601	551	9.0%	1,690	1,285	31.5%
- Civil	87	110	(20.9%)	205	335	(38.9%)
- Solar	9	16	(44.4%)	49	309	(84.1%)
- Smart Infra	33	-	-	46	-	-
Cables:	249	310	(19.6%)	762	834	(8.7%)
Inter SBU:	(41)	(98)	(58.3%)	(169)	(157)	8.0%
Total Net Sales	3,073	2,647	16.1%	8,294	7,159	15.9%

Q3 FY20 Updates:

- T&D growth traction continues with 21.5% growth in Q3 Y-o-Y
 - SAE revenue continues to grow backed by Brazil EPC execution
- Railways Q3 revenues cross Rs 600 Crs; Execution focus continues
- Civil focussing on diversification in sub-segments; secured orders in Metro and Defense civil; Revenues degrown due to muted industrial capex

Borrowings & Working Capital

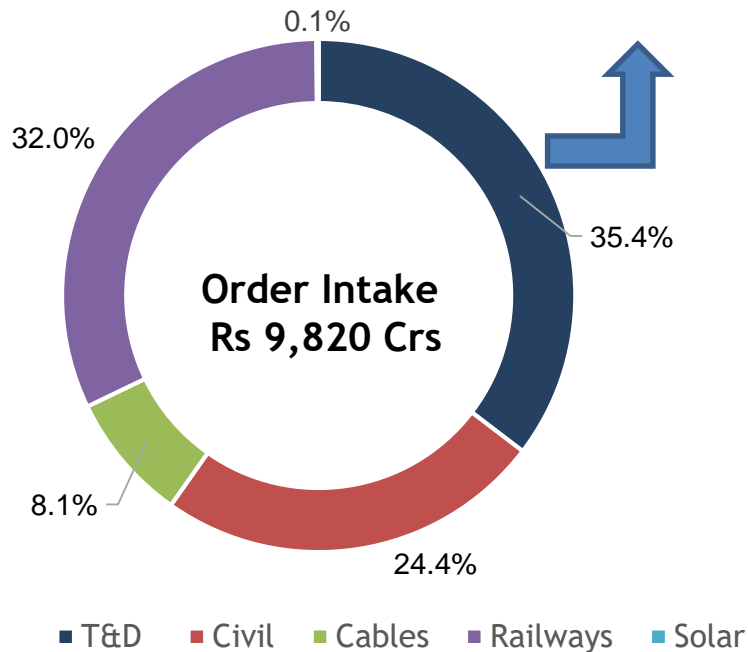
Particulars	(Rs crores)			31.3.2019
	31.12.2019	31.12.2018	Incr / (Decr)	
I) Net Debt (Rs Crs)	2,422	3,077	(655)	1,569
II) Interest Bearing Acceptances (Rs Crs)	920	949	(29)	1,199
TOTAL (I+II)	3,342	4,026	(684)	2,768

- Despite 16% Y-o-Y revenue growth the borrowings position has improved significantly by Rs 684 Crs
- Receivables position lower by 16 days vis-à-vis 31st Dec 2018 due to continuous monitoring, Saudi collections
- NWC days improved by 22 days vis-à-vis 31st Dec 2018

Order Inflows & Order Book Breakup

Order Inflows YTD

T&D: 32.2% SAE : 3.2%

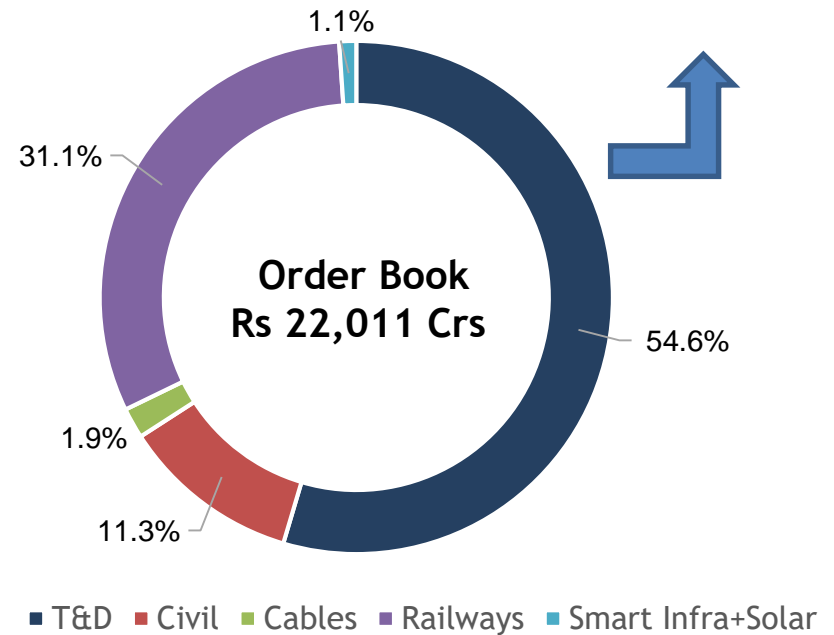


Domestic : 83%

International : 17%

Order Book as on 31.12.2019

T&D: 48.5% SAE : 6.1%

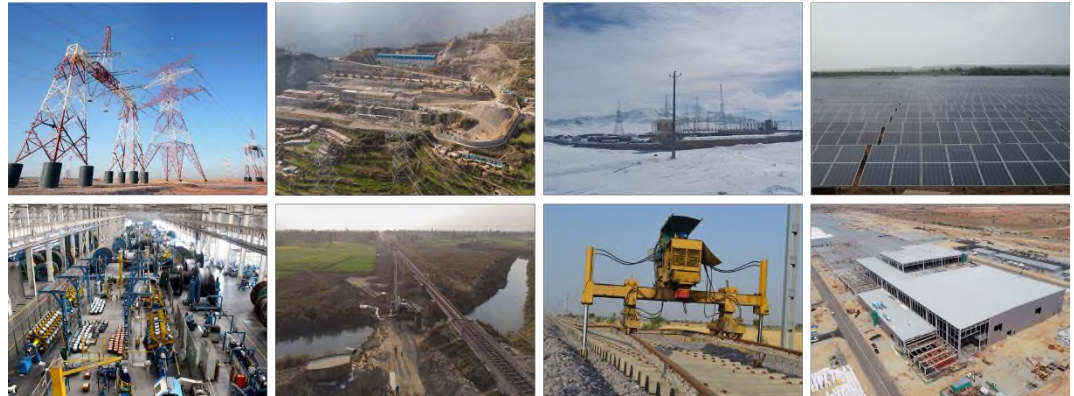


Domestic : 65%

International : 35%

L1 of ~Rs 2,500 Crs plus

THANK YOU



Follow us on:



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