



# KEI

**Wires & Cables**



**PROUDLY MAKING IN INDIA  
SINCE 1968**

#VocalForLocal

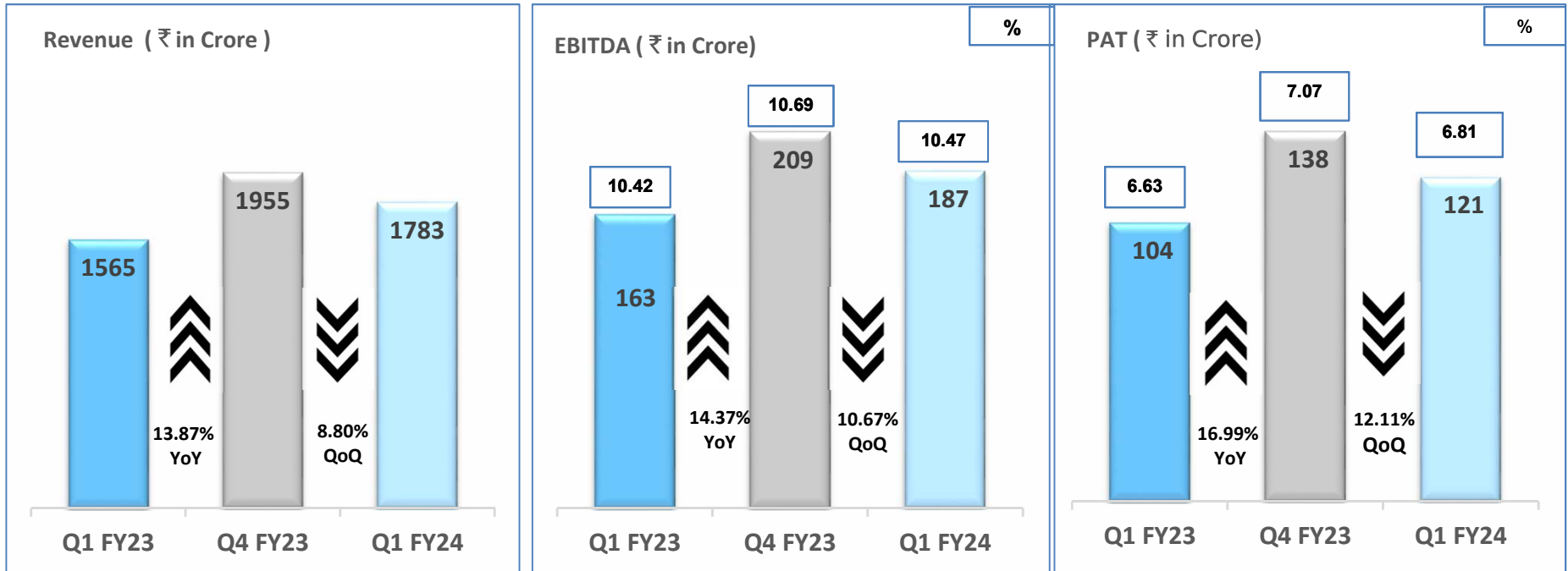
**KEI Industries Limited**

**Q-1 FY 2024**

**Earnings Presentation**

**31st July, 2023**

# Financial Performance Q-1 FY 24 Highlights



- Revenue increased by 13.87% YoY in this quarter.
- EBITDA margin in this quarter has increased to 10.47% as against 10.42% YoY.
- PAT margin in this quarter has increased to 6.81% as against 6.63% YoY.

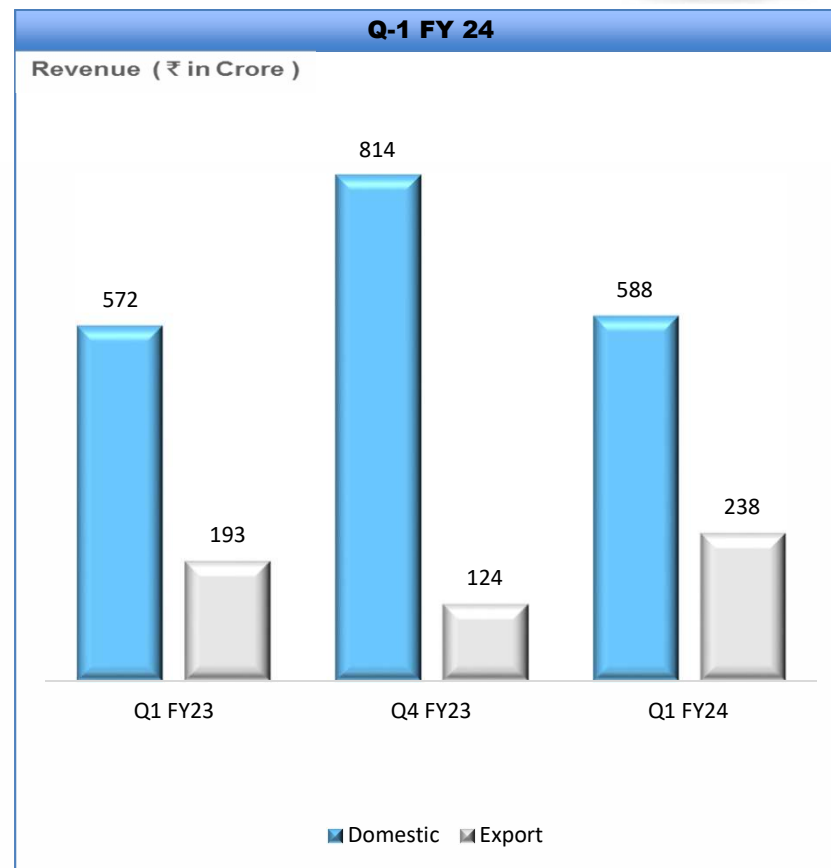
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# Cable and Wires – Institutional



- Domestic Institutional cable and Wire sale is ₹ 538 Crore in 1st quarter as against PY ₹ 472 Crore . Growth is 13.71%
- Domestic Institutional EHV cable sale stood at ₹ 50 crore in 1<sup>st</sup> quarter as against PY ₹ 100 Crore.
- Export institutional cable sale is ₹ 238 Crore in 1<sup>st</sup> quarter as against PY ₹ 193 Crore. Growth is 23.59%.
- Total Institutional Cable and Wire Sale including export contributed 46.35% in Q-1 FY 24 against 48.90% in Q-1 FY 23.



Particulars	Q-1 FY 23	Q-4 FY 23	Q-1 FY 24
Total Institutional Sale including export	765	938	826

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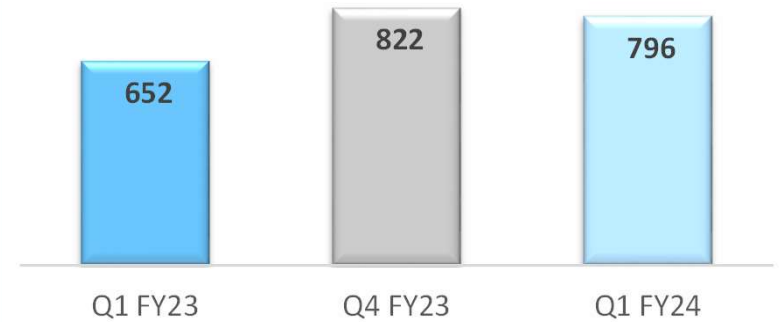
# Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by 22.04% YoY in 1st quarter.
- Sales through Dealer/ Distribution contributed 44.64% of overall sale in Q-1 FY 24 as against 41.65% in Q1 FY23.
- The total active working dealer of the company as on 30.06.2023 was approx. 1925 Nos.

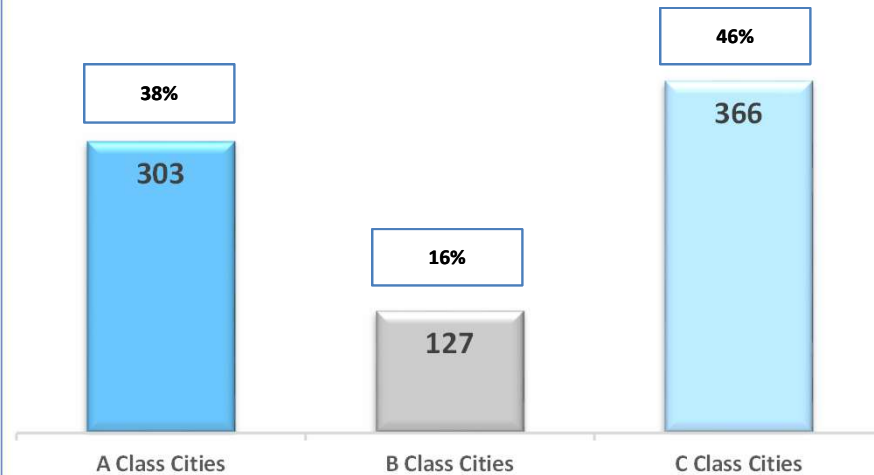
## Q-1 FY 24

Revenue ( ₹ in Crore )

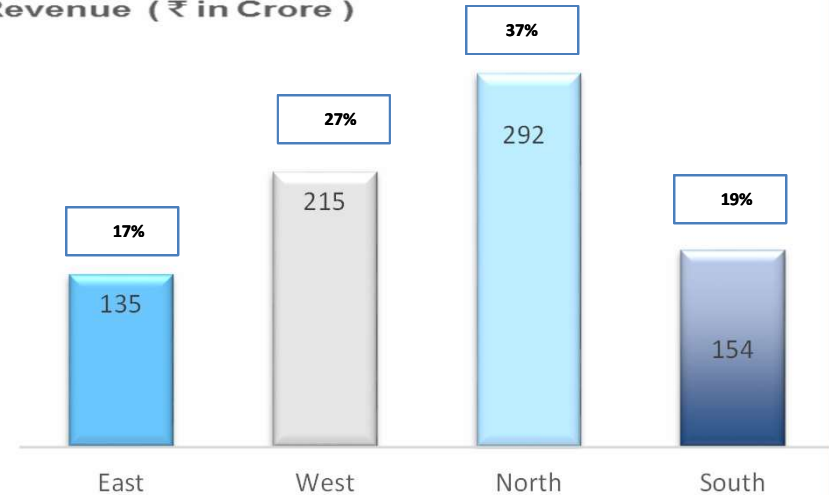


## REVENUE BREAK UP OF Q-1 FY24 (ZONE AND TIER CITY WISE )

Revenue ( ₹ in Crore )



Revenue ( ₹ in Crore )



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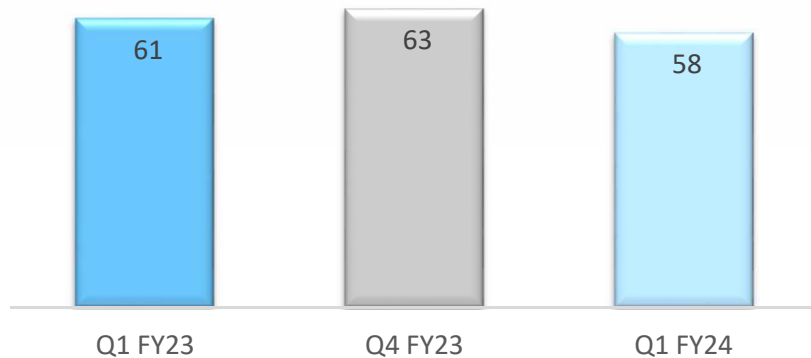
# EPC Projects and SS Wire



- EPC Sale (apart from Cable) increased by 31.68% YoY in 1st quarter.
- During the Q-1 FY24 EPC contribution is 6.21%.
- Export Sale of EPC is ₹ 42 Crore in this quarter against PY ₹ 23 crore.
- SS Wire Sale decreased by 5% YoY in this quarter.
- Export Sale of SS Wire is ₹ 27 Crore in this quarter against PY ₹ 31 Crore.

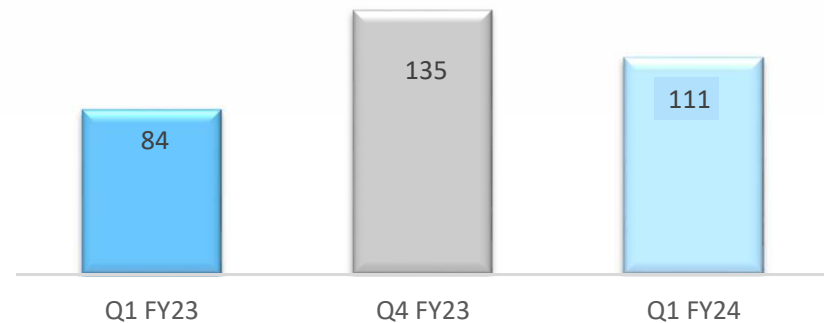
Q-1 FY 24 (SS wire)

Revenue ( ₹ in Crore )



Q-1 FY 24 (EPC\*)

Revenue ( ₹ in Crore )



\* EPC (Other than cable)

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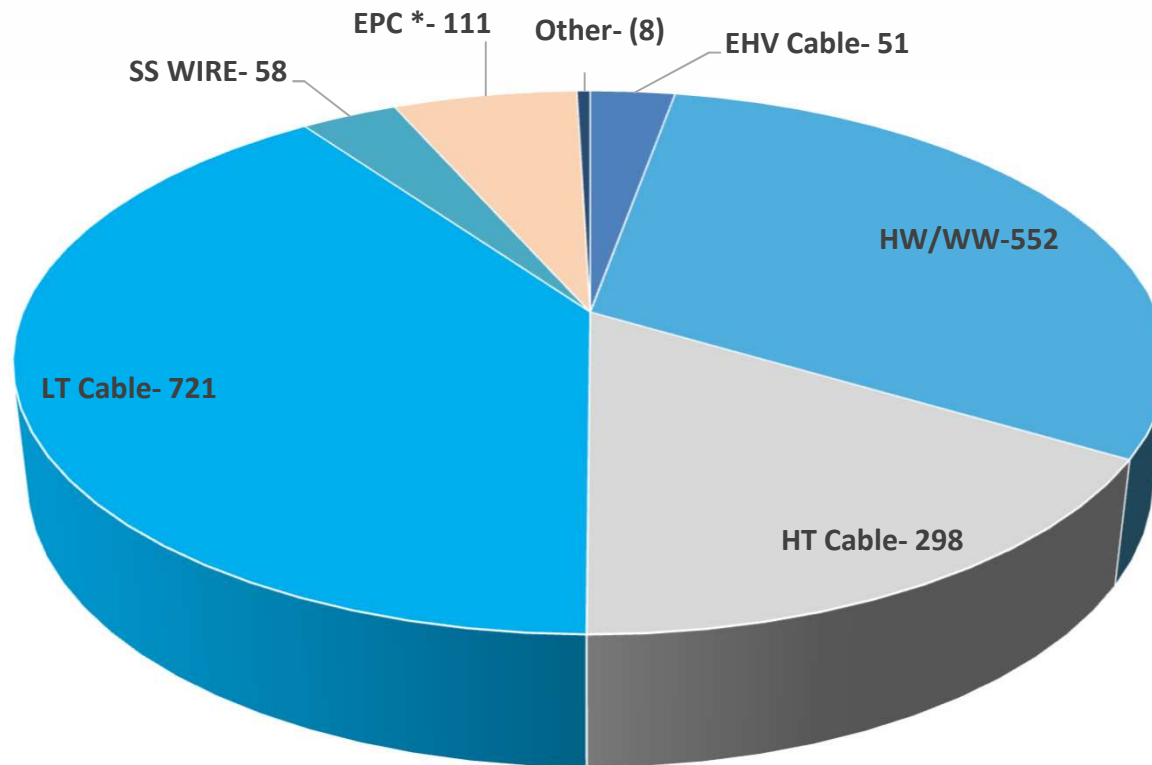
# Breakup of Product and Revenue



Q1 FY 24

Revenue (₹ in Crore)

Product	Revenue
EHV Cable	51
HW/WW	552
HT Cable	298
LT Cable	721
SS Wire	58
EPC*	111
Other	-8
Total	1,783



\* EPC (Other than cable)

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## Other Information



### PENDING ORDERS

Pending order is approx. ₹ 3,567 Crore and L 1 order of EHV is ₹ 78 Crore.

### FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q1 of FY24 was ₹ 8.94 Crore as compared to last year same period of ₹ 9.23 Crore (Financial charges in terms of percentage has reduced to 0.50% from 0.59% of Net sales).

**DEBT** : Debt ( including CF and acceptance) as on 30.06.2023.

₹ in Crore

Particulars	31.03.22	31.03.23	30.06.23
Debt (TL+WC)	225	-	-
Channel Finance	106	135	130
<b>Gross Debt</b>	<b>331</b>	<b>135</b>	<b>130</b>
Cash & Bank Balances	360	537	305
<b>Net Debt</b>	<b>(29)</b>	<b>(402)</b>	<b>(175)</b>
Acceptances	299	219	151
<b>Total</b>	<b>270</b>	<b>(183)</b>	<b>(24)</b>

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# Balance Sheet (Standalone)



₹ in Crore

ASSETS	Q-1 FY 24*	FY 23	EQUITY AND LIABILITIES	Q-1 FY 24*	FY 23
<b>Non-Current Assets</b>			<b>Equity</b>		
Fixed Assets	678.72	581.88	Equity Share Capital	18.04	18.04
Other Non Current Assets	34.79	26.94	Other Equity	2,695.51	2,570.97
<b>Total Non Current Assets</b>	<b>713.51</b>	<b>608.82</b>	<b>Total Equity</b>	<b>2,713.55</b>	<b>2,589.01</b>
<b>Current Assets</b>			<b>Non-Current Liabilities</b>		
Inventories	1,214.20	1,102.29	Borrowings	-	-
Trade Receivables	1,322.02	1,387.79	Other Non Current Liabilities	69.73	63.61
Cash and Bank Balances	305.67	537.16	<b>Total Non Current Liabilities</b>	<b>69.73</b>	<b>63.61</b>
Other Current Assets	203.59	134.08	<b>Current Liabilities</b>		
<b>Total Current Assets</b>	<b>3,045.48</b>	<b>3,161.32</b>	Short Term Borrowings	130.40	135.26
<b>Total Assets</b>	<b>3,758.99</b>	<b>3,770.14</b>	Trade Payables	582.48	748.12
			Others - Current Liabilities	262.83	234.14
			<b>Total Current Liabilities</b>	<b>975.71</b>	<b>1,117.52</b>
			<b>Total Equity and Liabilities</b>	<b>3,758.99</b>	<b>3,770.14</b>

\*Q-1 FY 24 - UNAUDITED

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## Consolidated Financial Highlights



- During the Q1 of FY 24 Net Sales was ₹ 1782.57 Crore, against same quarter in previous year of ₹ 1565.41 Crore.
- EBIDTA during this Quarter was ₹ 186.60 Crore against same quarter in the previous year of ₹ 163.16 Crore.
- Further, PAT during this Quarter was ₹ 121.38 Crore against same quarter in the previous year of ₹ 103.76 Crore. PAT/Net Sale was 6.81% during the quarter as against 6.63% during last year same period.

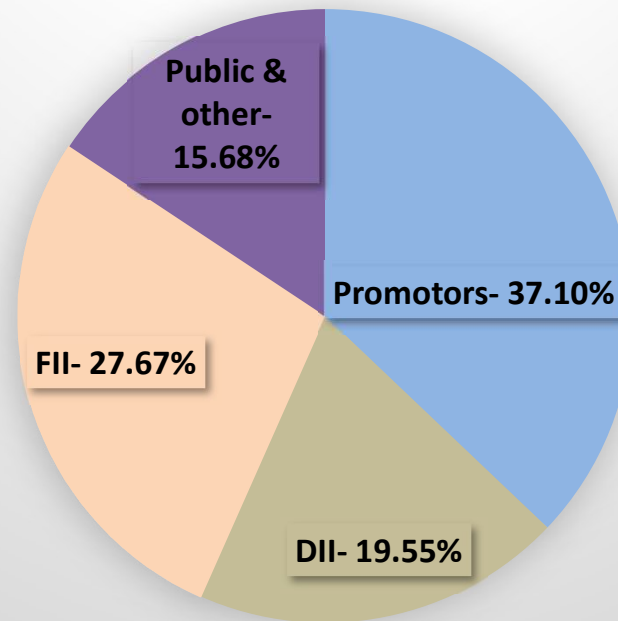
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## Shareholding Related Information



### Shareholding Pattern as on 30.06.2023



**Cautionary Statement:** The statement in this earning presentation, except historical figures, describing the Company's projections, estimates, expectations are forward-looking statements within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates; changes in the Government regulations, tax, corporate and other laws and other related factors.

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# THANK YOU

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