

PRESS RELEASE

KEI INDUSTRIES LIMITED (KEI) AT THE MEETING OF ITS BOARD OF DIRECTORS HELD ON 06.08.2020 APPROVED STANDALONE AND CONSOLIDATED UN-AUDITED FINANCIAL RESULTS FOR THE PERIOD ENDED JUNE 30, 2020.

FINANCIALS

STANDALONE FINANCIALS

During the **1st Quarter of FY 2020-21 Net Sales** was Rs 745.30 Crore, against same quarter in previous year of Rs.1081.36 Crore. Sales declined approx. 31% due to lockdown and restrictions on business activities caused due to COVID-19 pandemic during the current quarter.

EBIDTA during this Quarter was Rs.80.87 Crore against same quarter in the previous year of Rs.119.13. Crore.

Further, PAT during this Quarter was Rs 36.23 Crore against same quarter in the previous year of Rs. 45.81 Crore. PAT/Net Sale is 4.86% during the quarter as against 4.24% during last year same period.

During the 1st Quarter of FY 2020-21, Institutional sale (Domestic) is Rs 307 Crore against last year same period of Rs 403 Crore, whereas Institutional sale (Export) is Rs 163 Crore as against Rs 96 Crore last year same period. So total Institutional sales is Rs. 470 Crore in 1st Quarter as compared to Rs. 499 Crore last year same period.

During the 1st Quarter of FY 2020-21 Sales through Dealer/ Distribution market was Rs.186 Crore as compared to Rs.366 Crore of last year same period.

The total active working dealer of the Company is 1648 Nos.

During the 1st Quarter of FY 2020-21 EHV Cable Sale was Rs.88 Crore against last year same period of Rs. 78 Crore. Growth is 12.82%.

During the 1st Quarter of FY 2020-21 revenue from **EPC division** was Rs.78 Crore (apart from cable sale) against last year same period of Rs. 195 Crore. Out of total sales of EPC, EHV EPC sale is Rs 16 Crore as against Rs 34 Crore in previous year same period.

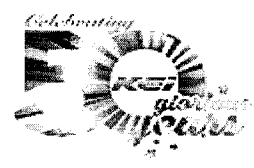
- 9 -

**ANIL
GUPTA**

Digitally signed by ANIL GUPTA
DN: c=IN, o=Personal,
postalCode=110061, st=DELHI,
serialNumber=fc435e2335e05c60c43a
559c66fd5ef22146097c7846260acf1d6
589b4871518, cn=ANIL GUPTA
Date: 2020.08.06 18:18:48 +05'30'



KEI Industries Limited



Regd. Office: D-90, Okhla Industrial Area, Phase – 1 New Delhi – 110020. CIN: L74899DL1992PLC051527. Tel.: +91-11-26818840, 26818642, 26815558, 26815559. Fax: +91-11-26811959, 26817225. Email: info@kei-ind.com Website: www.kei-ind.com

Product wise sales for three months ended 30.06.20 (Rs. in Crores):

Product	FY 2020-21, Q1	FY 2019-20, Q1
LT Cable	342	404
HT Cable	89	156
EHV Cable	88	78
House Wire/Winding Wire	132	219
Stainless Steel Wire	21	31
EPC(Other than Cable)	78	195
Other	5	8
Total Sale	755	1091
Less: Ind AS adjustment	10	10
Net Sale	745	1081

Net debt as on 30.06.2020 is Rs 349 Crore as against Rs 152 Crore as on 31.03.2020.

CONSOLIDATED FINANCIALS

During the 1st Quarter of FY 2020-21 Net Sales was Rs 745.35 Crore, against same quarter in previous year of Rs.1081.36 Crore. EBIDTA during this Quarter was Rs.80.87 Crore against same quarter in the previous year of Rs.119.04 Crore.

Further, PAT during this Quarter was Rs.36.23 Crore against same quarter in the previous year of Rs. 45.72 Crore. PAT/Net Sale is 4.86% during the quarter as against 4.23% during last year same period.

PENDING ORDERS

Pending order is approx. Rs 2951 Crore (as on July 31, 2020):

Particulars	TOTAL (Amount in Crore)
EPC-Domestic	705
EPC Export	389
EPC EHV	627
Cable Domestic	1112
Cable Export	118
Total	2951

10

**ANIL
GUPTA**

Digitally signed by ANIL GUPTA
DN: c=IN, o=Personal, postalCode=110061, st=DELHI, serialNumber=fc435e2335e05c60c43a559c66fd5ef22146097c7846260acf1d6589b4871518, cn=ANIL GUPTA
Date: 2020.08.06 18:19:07 +05'30'

Works-II : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel : 01493-220106, 221731 Fax : 01493-221732.
Works-III : Silvassa : 99/2/7, Madhuban Istrial Estate, Rakholi, Silvassa UT of D &N.H-396240. Tel/Fax : 0091-260-2644404, 2630944,2645896
Branch : Chennai : 27/F-1, first floor, Chakrapani Street, West Mambalam, Chennai-600 033 Tel : 044-24803363 Fax : 044-24803404.
Offices : Mumbai : 101/102, Vastu Shilp, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277
Kolkata : Arihant Benchmark, 4th Floor, 113-F, Matheshwariola Road, Kolkata-7000466 Telfax : 033-40620820/4062



KEI Industries Limited



Regd. Office: D-90, Okhla Industrial Area, Phase – 1 New Delhi – 110020. CIN: L74899DL1992PLC051527. Tel.: +91-11-26818840, 26818642, 26815558, 26815559. Fax: +91-11-26811959, 26817225. Email: info@kei-ind.com Website: www.kei-ind.com

FINANCIAL CHARGES

On standalone basis, financial charges of the company in 1st Quarter of FY 2020-21 was Rs.16.79 Crore as compared to last year same period of Rs. 32.96 Crore (Financial charges in terms of percentage has reduced to 2.25% from 3.05% of Net sales).

QUALIFIED INSTITUTIONS PLACEMENT(QIP)

During the quarter ended March 31, 2020, the company had issued 10,000,000 equity shares of Rs 2/- each at premium of Rs 498/- each (Issue Price per share Rs 500/- each) amounting to Rs 500 Crore to qualified institutional buyers through Qualified Institutions Placement (QIP). The net proceeds of QIP, have been fully utilized as on June 30, 2020, as per objects of the QIP Issue for repayment or prepayment of debts / meeting working capital requirements and general corporate purposes as detailed below:

Utilisation-	Amount (In Crore)
Repayment/Prepayment of Debt / meeting working capital requirement	485.36
Expenses related to QIP Issue	14.64
TOTAL	500.00

BOOK VALUE

The book value per equity share of Company is Rs 172.95 as on June 30, 2020 as against Rs 168.34 as on March 31, 2020.

For KEI INDUSTRIES LIMITED

Digitally signed by ANIL GUPTA
DN: c=IN, o=Personal, postalCode=110061,
st=DELHI,
serialNumber=fc435e2335e05c60c43a559c66
fd5ef22146097c7846260acf1d6589b4871518,
cn=ANIL GUPTA
Date: 2020.08.06 18:19:24 +05'30'

ANIL GUPTA

— 11 —

(ANIL GUPTA)
Chairman-cum-Managing Director

.....

Works-II : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel : 01493-220106, 221731 Fax : 01493-221732.
Works-III : Silvassa : 99/2/7, Madhuban Istrial Estate, Rakholi, Silvassa UT of D &N.H-396240. Tel/Fax : 0091-260-2644404, 2630944,2645896
Branch : Chennai : 27/F-1, first floor, Chakrapani Street, West Mambalam, Chennai-600 033 Tel : 044-24803363 Fax : 044-24803404.
Offices : Mumbai : 101/102, Vastu Shilp, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277
: Kolkata : Arihanth Benchmark, 4th Floor, 113-F, Matheshwartola Road, Kolkata-7000466 Telfax : 033-40620820/4062