



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

## PRESS RELEASE

**KEI INDUSTRIES LIMITED (KEI) at the meeting of its Board of Directors held on 05.11.2016 approved Standalone un-audited Financial results for the quarter and half year ended September 30, 2016.**

### FINANCIALS

During the 2<sup>nd</sup> **Quarter of FY 2016-17** Net Sales is Rs. 634.69 crore, Operating Profit Rs. 66.93 Crore which is approx. 10.55% and PAT Rs. 22.90 Crore which is approx. 3.61% against same quarter in previous year Net Sales Rs. 611.56 Crore, Operating Profit Rs. 59.16 Crore which was approx. 9.67% and PAT Rs. 15.36 Crore which was approx. 2.51%. In Q2 F.Y. 2016-17, growth in terms of value is approx. 3.78% over corresponding 2<sup>nd</sup> Quarter of last year.

**During the H1 of FY 2016-17** Net Sales is Rs. 1195.39 Crore, Operating Profit Rs. 122.87 Crore which is approx. 10.28% and PAT Rs. 39.83 Crore which is approx. 3.33% against previous period Net Sales Rs.1129.95 Crore, Operating Profit Rs. 113.88 Crore which was approx. 10.08% and PAT Rs. 27.06 Crore which is approx. 2.39%.

During H1 Growth in terms of value is approx. 5.79% and volume growth is approx. 12% over corresponding period of last year.

During the H1 copper price reduction is approx.10% and aluminium is at par.

**PAT Margin** has improved from 2.51% to 3.61 % during the 2<sup>nd</sup> Quarter of FY 2016-17 due to increase in operating profit from Rs. 59.16 Crore to Rs. 66.93 Crore.

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 : P-47 & 48, Nilachal Complex Phase-II, Narendra Pur (Opp. Mandir Gate) Kolkata-700 013 Telfax : 033-24773299

For **KEI INDUSTRIES LTD.**

**ANIL GUPTA**  
Chairman-Cum Managing Director



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**PAT Margin** has improved from 2.39% to 3.33% during the 1<sup>st</sup> Half of FY 2016-17 due to increase in operating profit from Rs. 113.88 Crore to Rs. 122.87 Crore and reduction in financial charges from Rs. 63.66 crore to Rs.58.47 crore.

During the 2nd Quarter and Half year of FY 2016-17, Export Sales has grown by 80%. Net Sales of Export of Q2 of FY 2016-17 is Rs.103 Crore against last year same period Rs. 57 Crore and Net Sales of Export of H1 of FY 2016-17 is Rs 188 crore against last year same period Rs. 104 Crore.

During the H1 of FY 2016-17, Dealer/ Distribution market sales in terms of Volume has grown by 18.50% and in term of value has grown by 12%. Net Sale of H1 of Dealer/ Distribution has reached to Rs. 381 Crore as compared to Rs. 340 Crore last year same period.

The total active working dealer of the company is approx. 1020 Nos. so growth in dealer is 10% over last year .

During the H1 of FY 2016-17, our EPC division sale is Rs. 179 Crore apart from cable against last year same period Rs 154 Crore so growth is approx. 16.42%.

During the H1 of FY 2016-17 Cable division Sales has grown by 4.39% in value terms but volume growth is approx. 12% over corresponding period of last year. Our LT & HT Cable Sales has grown in terms of value by 10.34% and house wire sales has increased by 6.13% but EHV sales has decreased due to production suffered in H1 because of expansion going on at Chopanki plant.

Company is hopeful to achieve 12 to 15 % growth in term of value in the financial year 2016-17.

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## Pending order

Pending order as on date is approx. Rs. 2926 Crore out of which EPC Rs.2008 Crore (including EPC L1 / LOI Rs. 216 Crore), Substation Rs. 51 Crore and EHV Cables Rs.195 Crore and Cable Rs. 672 Crore out of which Export order is Rs. 161 Crore.

## Capex

New EHV Cables line at Chopanki plant will be operational within a month. Major amount of Capex has already been done till date.

## Financial charges

Financial charges of the company in H1 of FY 16-17 is Rs. 58.47 Crore (Q1 Rs.26.70 Crore and Q2 Rs.31.77 Crore) as compared to last year same period of Rs. 63.45 Crore. In Q2 of FY 16-17, financial charges has increased mainly due to bank guarantee charges of EPC division. In terms of %, financial charges during H1 is 4.89% of net sales as compared to last year 5.61%.

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Chairman-Cum Managing Director

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