



KEC International Limited

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CIN No. L45200MH2005PLC152061 • Web.: www.kecrpg.com

February 04, 2016

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
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Sub: Disclosure under Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam

Pursuant to the Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the presentation on performance and financial results of the Company for the quarter and nine months ended December 31, 2015 sent to the Institutional Investors/Analysts on February 03, 2016.

Kindly take the same on records.

Thanking you,

Yours faithfully,
For KEC International Limited

Ch. V. Jagannadha Rao
Vice President – Legal & Company Secretary
Encl: as above



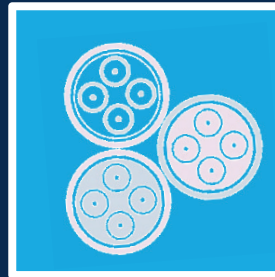
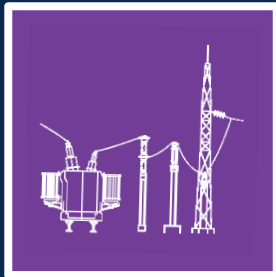


An  RPG Group Company



KEC International Limited

Q3 FY16 Results
Investor/Analyst Presentation



03 February 2016

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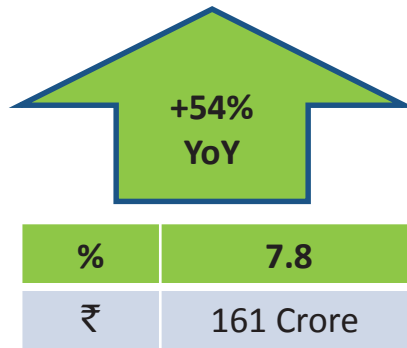
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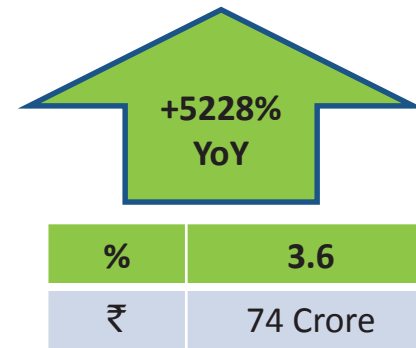
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Quarter ended Dec FY16 v/s Quarter ended Dec FY15

EBITDA

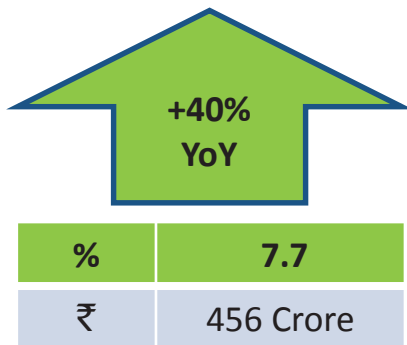


PBT

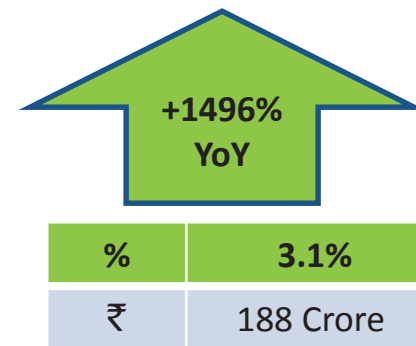


YTD FY16 v/s YTD FY15

EBITDA



PBT



*Numbers exclude impact of asset sale

Profit & Loss Highlights (Consolidated)

(₹ crore)

Particulars	Q3 FY16	Q3 FY15	Growth (Y-o-Y)	9M FY16	9M FY15	Growth (Y-o-Y)
Net Sales	2058.8	2053.3	-	5957.7	5946.7	-
EBITDA	160.9	104.6	54%	456.43	327.13	40%
EBITDA Margins (%)	7.8%	5.1%		7.7%	5.5%	
Other Income	2.3	0.3		3.8	2.9	
Depreciation	22.2	22.6		65.9	65.8	
Interest Costs	67.5	80.9	-17%	206.9	237.8	-13%
Interest Cost (% of net sales)	3.3%	3.9%		3.5%	4.0%	
PBT- Operational	73.5	1.4	5228%	187.5	26.4	610%
- Profit on sale of assets		134.7		5.4	134.7	
Taxes - On normal income	36.4	26.4		81.1	19.8	
- On asset sale		43.2		0.0	43.2	
PAT	37.2	-25.0		106.3	6.7	1496%
PAT (Incl. asset sale)	37.2	66.5	-44%	111.7	98.1	14%

Revenue Performance

(₹ crore)

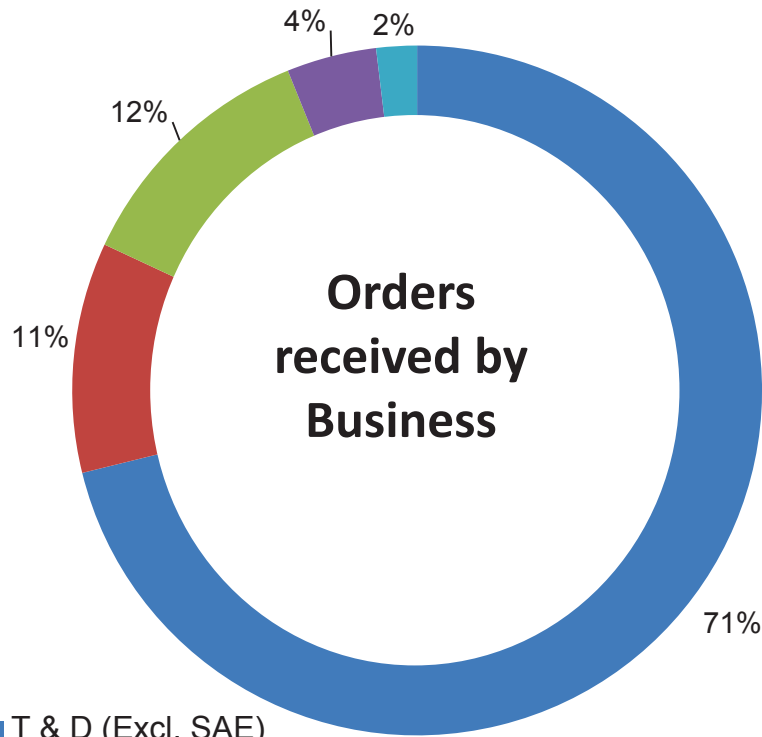
Business Verticals	Q3 FY16	Q3 FY15	Growth (Y-o-Y)	9M FY16	9M FY15	Growth (Y-o-Y)
Transmission & Distribution (Excl. SAE)	1,531	1,531	0.0%	4,393	4,507	-2.5%
SAE	177	214	-17.4%	564	582	-3.0%
Cables	217	254	-14.6%	734	690	6.5%
Railways	80	22	264.1%	160	75	114.4%
Water	14	32	-58.0%	66	94	-29.5%
Solar	41	0		41	0	
Total Net Sales	2,059	2,053	0.3%	5,958	5,947	0.2%

Q3 & YTD Revenue Impacted due to :

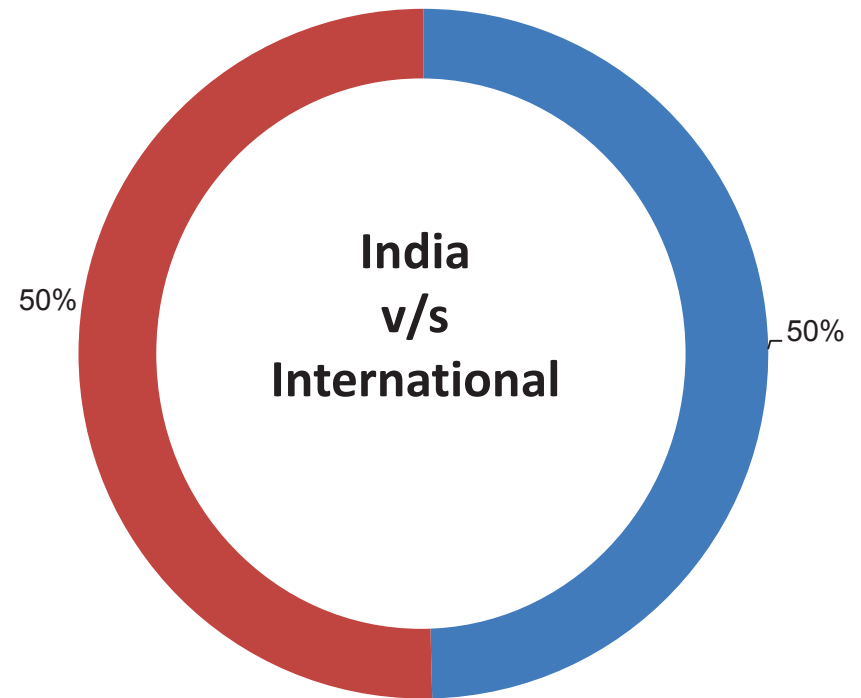
- Commodity price headwinds
- Forex translation impact (Brazilian Real)
- Delay in conversion of L1 position into firm orders

Order Intake Composition – YTD FY16

₹ 6,837 crore



- T & D (Excl. SAE)
- SAE
- Cables
- Railway
- Solar

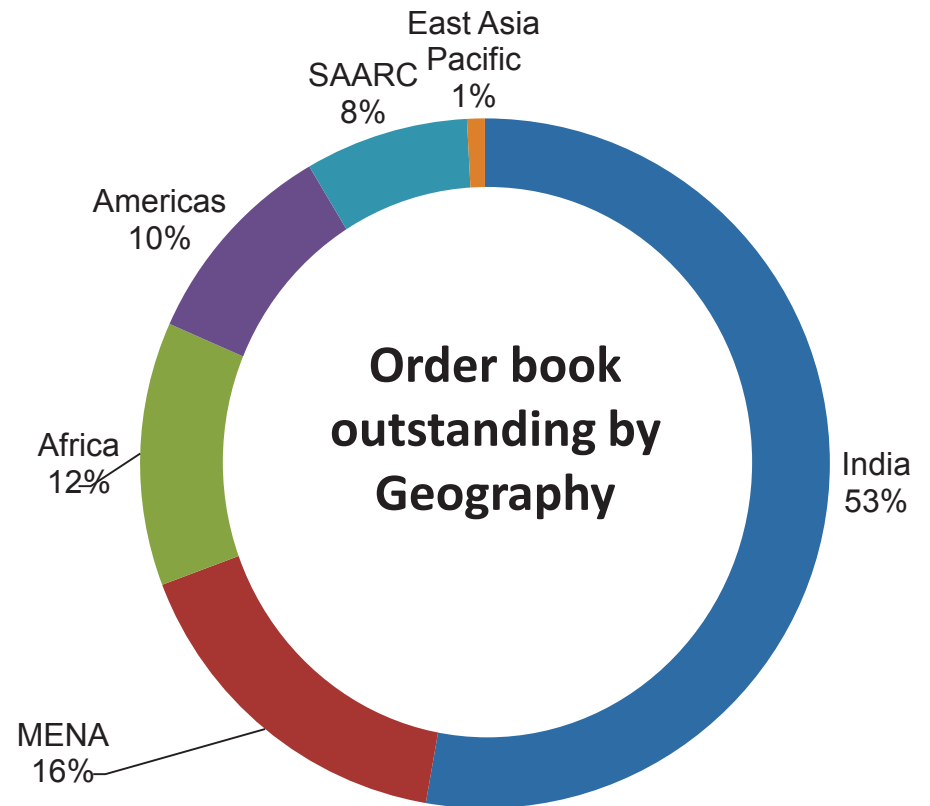
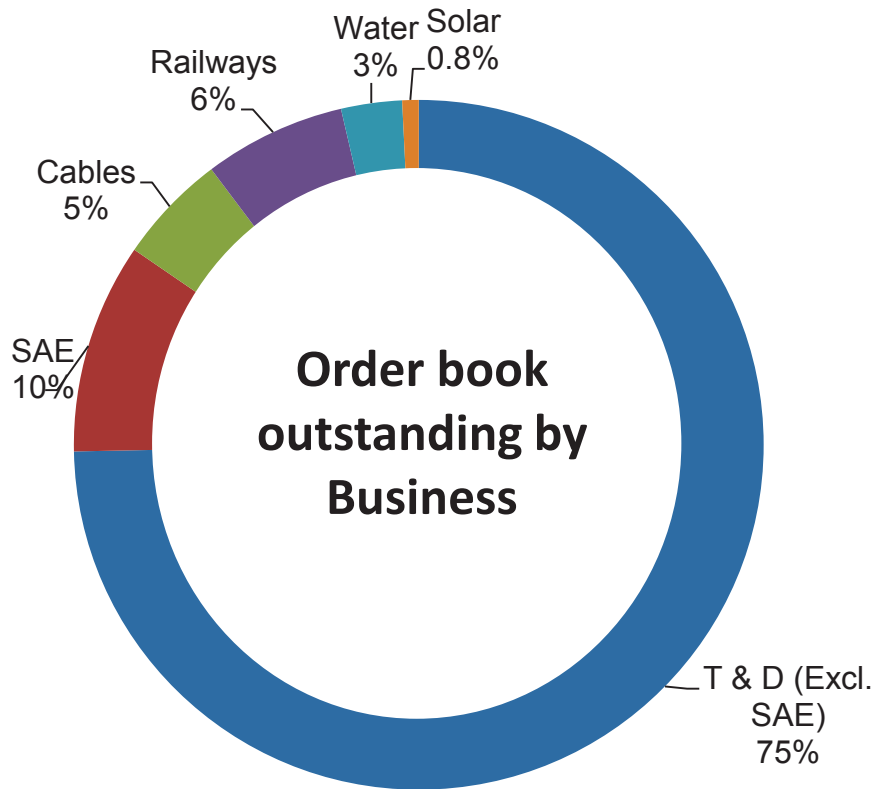


- India
- International

Order Intake on a YTD basis (Including January Orders of ₹ 690 Crore) has grown by 26% Y-o-Y

Order Book Breakup

Robust and Diversified Order Book— ₹ 9,370 crore as on 31th Dec. 15



L1 Position is strong at ₹ 3000 Crore+

Thank You

UNLEASH **TALENT** TOUCH **LIVES** OUT **PERFORM** AND 😊