



KEC International Limited

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

May 06, 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 financial results of the Company for the quarter and year ended March 31, 2016 sent to the Institutional Investors/Analysts today.

Kindly take the same on records.

Thanking you,

Yours faithfully,

For KEC International Limited



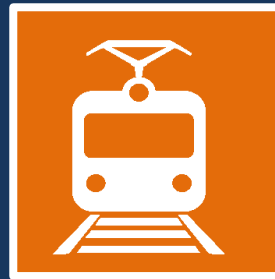
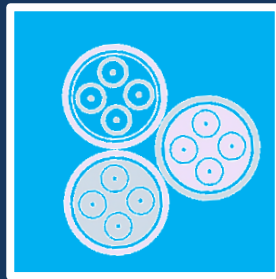
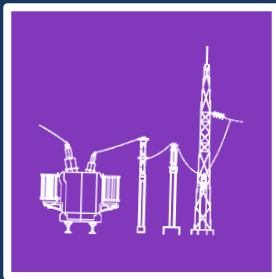
Ch. V. Jagannadha Rao

Vice President – Legal & Company Secretary

Encl: as above

KEC International Limited

Q4 FY16 Results
Investor/Analyst Presentation



Disclaimer

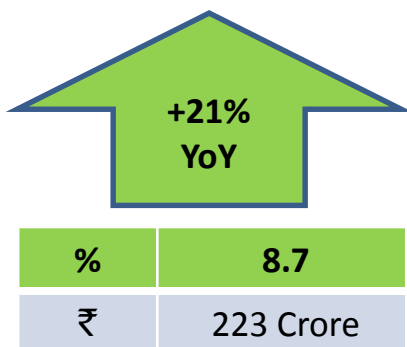
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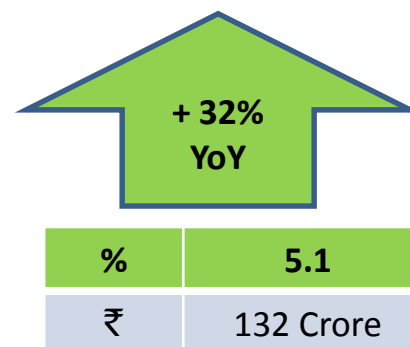
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Quarter ended March 16 v/s Quarter ended March 15

EBITDA

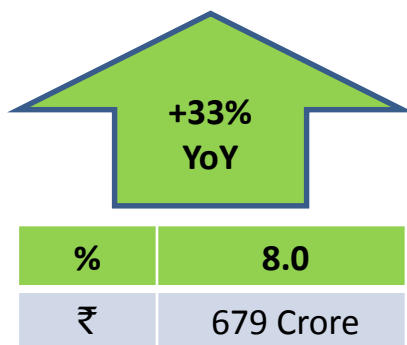


PBT

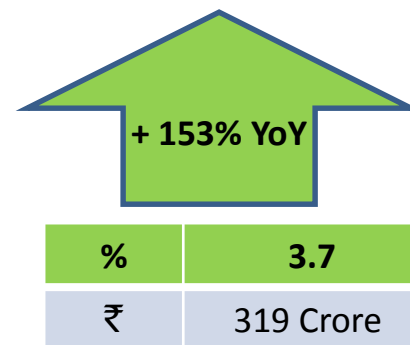


FY16 v/s FY15

EBITDA



PBT



*Numbers exclude impact of asset sale

Profit & Loss Highlights (Consolidated)

(₹ crore)

Particulars	Q4 FY16	Q4 FY15	Growth (Y-o-Y)	FY16	FY15	Growth (Y-o-Y)
Net Sales	2558.6	2521.1	1%	8516.3	8467.8	1%
EBITDA	222.9	184.7	21%	679.3	511.8	33%
EBITDA Margins (%)	8.7%	7.3%		8.0%	6.0%	
Interest Costs	70.5	71.0	-1%	277.4	308.9	-10%
Interest Cost (% of net sales)	2.8%	2.8%		3.3%	3.6%	
PBT- Operational	131.7	100.0	32%	319.2	126.4	153%
- Profit on sale (Telecom Assets/Thane Land)				5.4	134.7	
Taxes - On normal income	51.9	37.1		133.1	56.9	
- On asset sale				0.0	43.2	
PAT - Operating	79.8	62.9	27%	186.1	69.5	168%
PAT (Incl. asset sale)	79.8	62.9	27%	191.5	161.0	19%

Revenue Performance

(₹ crore)

Business Verticals	Q4 FY16	Q4 FY15	Growth (Y-o-Y)	FY16	FY15	Growth (Y-o-Y)
Transmission & Distribution (Excl. SAE)	1,887	1,977	-5%	6,280	6,484	-3%
SAE	266	222	20%	830	803	3%
Cables	292	217	34%	1,026	907	13%
Railways	50	58	-14%	210	133	58%
Water	37	38	-2%	103	132	-22%
Solar	52	9	483%	93	9	938%
Inter SBU	-26	0		-26	0	
Total Net Sales	2,559	2,521	1%	8,516	8,468	1%

FY16 Revenue growth Impacted :

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

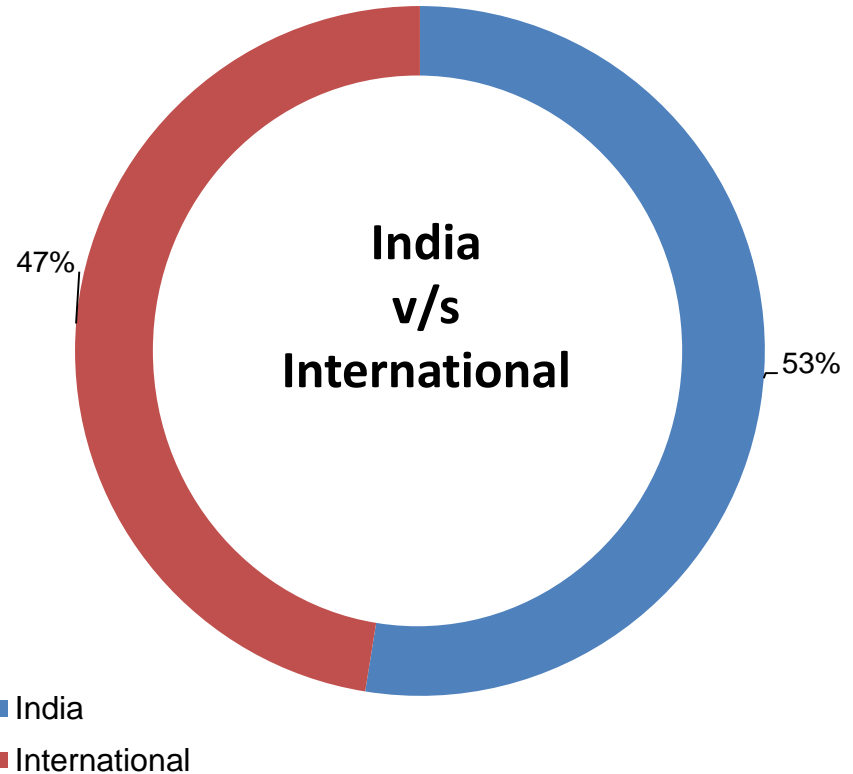
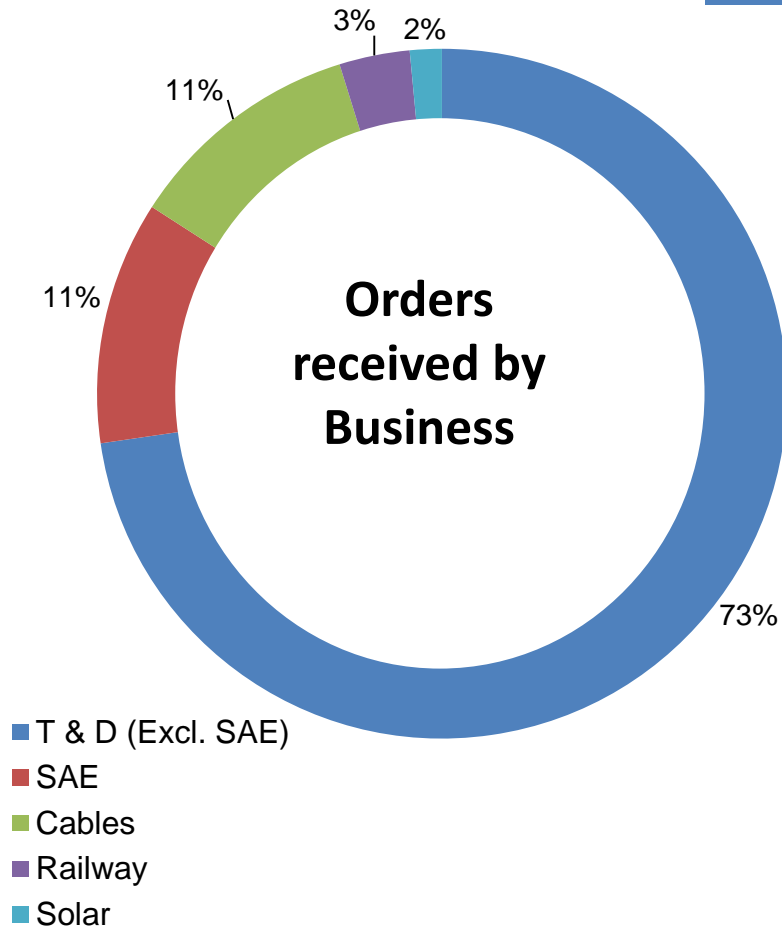
Balance Sheet Details

(₹ crore)

Particulars	Financial Information as on		Incr/(Decr)
	31.03.2016	31.03.2015	Y-o-Y
Net Worth (A)	1,512	1,330	182
Outside Liabilities			
Gross Debt	2,514	2,189	325
Advances	189	143	46
Liabilities & Provisions (Including Acceptances)	3,446	3,780	-334
Total Outside Liabilities (B)	6,149	6,112	37
Deferred Tax Liability (Net) (C)	42	53	-11
Total Liabilities (A+B+C)	7,703	7,494	208
Net Fixed Assets (Including Goodwill) (A)	1,278	1,275	2
Current assets			
Receivables	4,594	4,163	430
Other assets	1,832	2,056	-224
Total Other Assets (B)	6,425	6,219	206
Total Assets (A+B)	7,703	7,494	208

Order Intake Composition – FY16

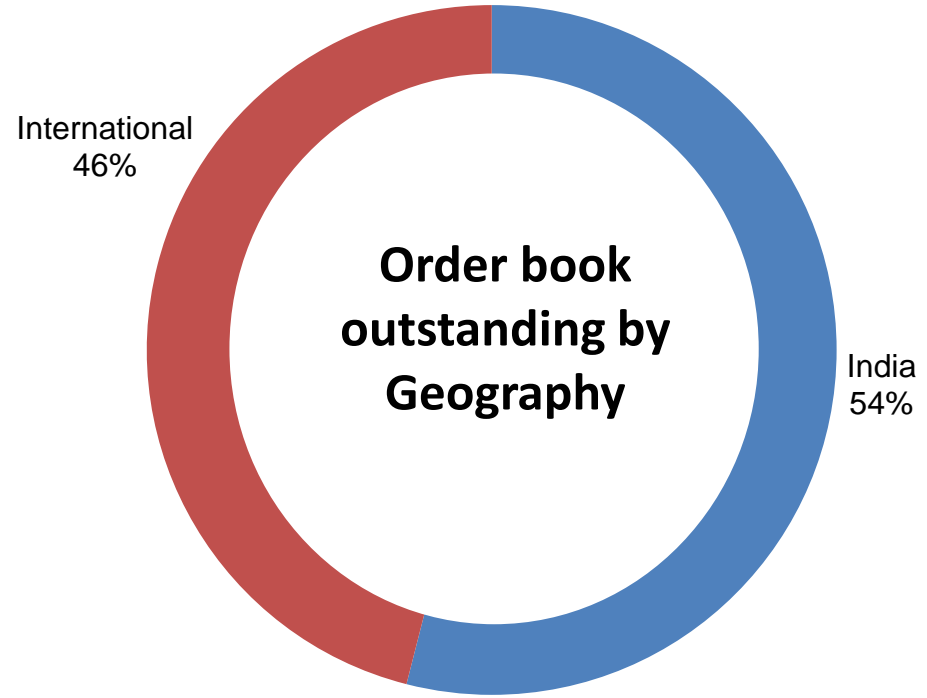
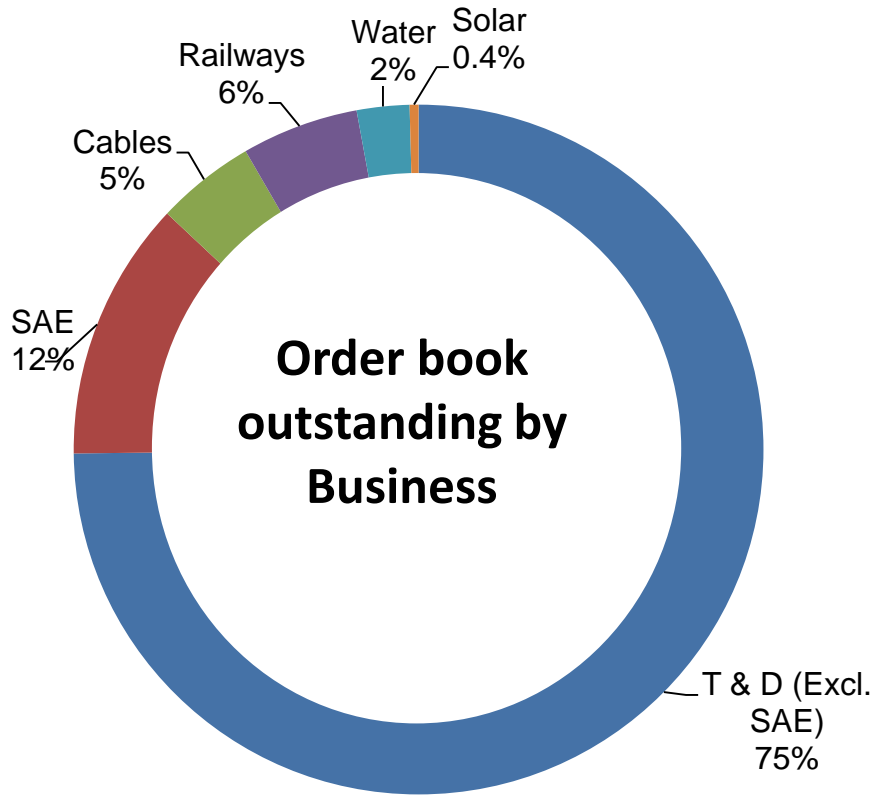
₹ 8,714 crore



Additional orders in April 2016 of Rs 1140 Cr

Order Book Breakup

Robust and Diversified Order Book— ₹ 9,449 crore as on 31 March 16



L1 Position is strong at ₹ 4000 Crore+

Thank You

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