



KEC International Limited

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June 9, 2017

National Stock Exchange of India Limited

Exchange Plaza
Bandra Kurla Complex
Bandra (East), Mumbai – 400 051

Symbol: KEC

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

Script Code: 532714

Dear Sir/ Madam,

Sub: Disclosure required under Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosures Requirement) Regulations, 2015 (“Listing Regulations”)

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the Listing Regulations, we enclose herewith the presentation made to the Institutional Investors / Analysts today at the RPG Annual Investor Conference.

Kindly take the same on records.

Thanking you,
Yours sincerely,

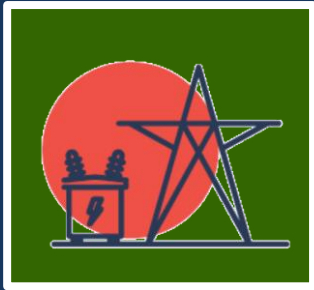
For KEC International Limited

Ch. V. Jagannadha Rao
Vice President – Legal & Company Secretary



Encl: as above

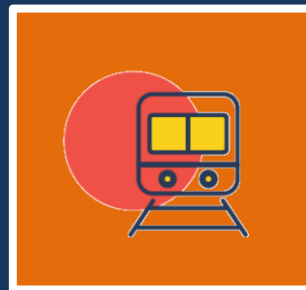
KEC International Limited



Power T & D



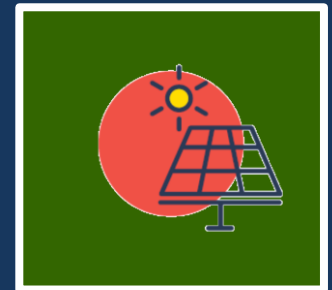
Cables



Railways



Civil



Solar

Overview: FY 2016-17

- ✓ **Significant improvement in profitability.**
- ✓ Order Intake for FY 17 grew by 42% over FY 16.
- ✓ Order Book for FY 17 shows 35% increase YoY.
- ✓ Robust L1 pipeline.
- ✓ **Foray into civil business**

PAT for FY17 grows 106% YoY

**EBIDTA Margins increase by
130 bps to 9.3% in FY 17**

**PBT for Q4 FY 17 crosses
Rs 200 crs for the first time**

**EBITDA Margin for Q4 FY 17
at 10.4%**

Resurgence of
International
Business

Successful
Broadening of
Customer Base in
India

Remarkable Uptick
in Railways and
Solar Business

Significant
improvement in
working capital

Key Growth Drivers

Resurgence of international business

- International Order book grows 27% YoY
- Entered/ re-entered 8 new countries in FY 17
- Added East Asia Pacific as a new focus region
- De-risked concentration exposure in Saudi
- SAE continues on growth trajectory
- Secured large sub-station orders in Africa.



Successful broadening of customer base in India

- Balanced order book
- Increasing presence with existing SEB clientele
- Evaluating business potential with new SEBs
- Working with major private developers
- Actively engaging with new entrants

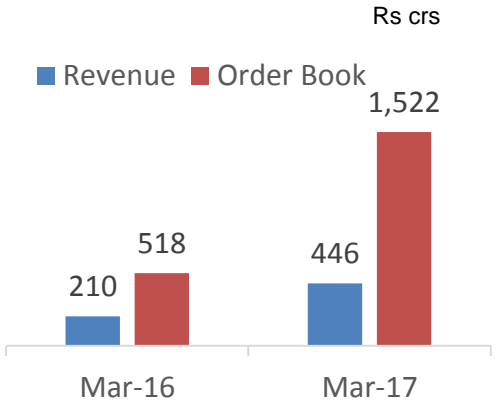


Key Growth Drivers

Remarkable uptick in the railways and solar business

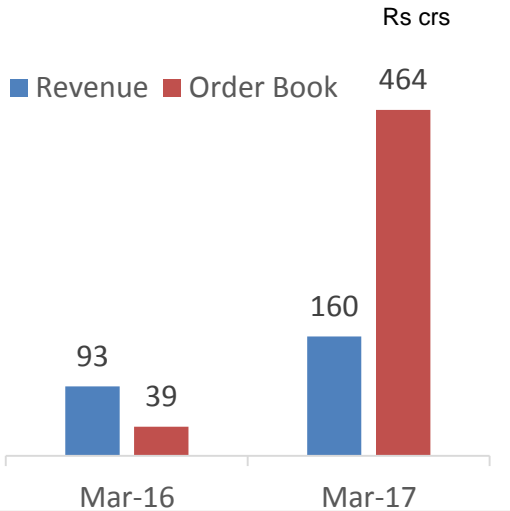
Railways

- Revenue doubles, order book triples
- Margins of railways moving closer to T&D
- Increase in budgetary allocation for railways
- Overhead electrification targets doubled



Solar

- Installed 65 MW of projects with trackers
- Commissioned 100 MW of projects till date
- 140 MW of projects currently under execution
- Entered the 'Big League' in Solar EPC
- Established strategic partnerships



Key Growth Drivers

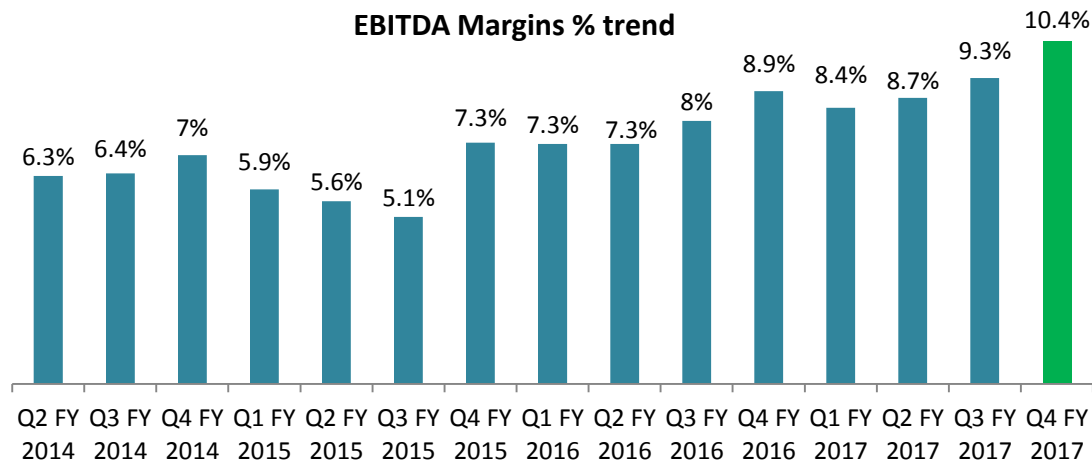
➤ Improvement in FCFE:

- Reduction in interest costs
- Improvement in working capital cycle
- Reduction of debt

➤ Improvement in ROCE:

- Significant improvement in EBIT
- Reduction in capital employed across SBUs

EBITDA Margins % trend



Particulars	Mar 2017	Mar 2016	Incr/(Decr)
Receivables (Rs cr)*	5,355	5,902	(547)
Receivable (days)	231	247	(16)
Working capital (days)	108	139	(31)

Particulars	Mar 2017	Mar 2016	Incr/(Decr)
Net Debt (Rs cr)*	1,767	3,098	(1,331)
Acceptances (Rs cr)	969	794	175
Total (Rs cr):	2,736	3,892	(1,156)

* Receivables and net debt exclude amounts related to the company's BOT Project

Future Growth Drivers

Solar - International

- Additional capacity of 30 GW expected in addressable geographies.
- Exploring global markets like UAE, Jordan, Thailand, South Africa.
- To leverage T&D infra and capabilities, use PQs from India.

T&D EPC- Brazil

- Close to 30,000 kms of lines to be built till 2019.
- Estimated investment of close to Rs 60,000 crs in transmission lines.
- Shift from manufacturing to EPC by leveraging KEC's expertise.

Substation- International

- Built/ building around 70 sub stations in the AIS & GIS Space.
- Completed/ ongoing 20 projects across 19 countries in past 2 years.
- Replicate success story of domestic substation business in international market.

Improving financials

- Continuing reduction in finance costs through better working capital management and borrowing profile.
- Improving operating leverage in railways and solar business.
- Better margin profiles through participation in high value tenders.



Solar park- India



EPC- Brazil



Substation- Afghanistan

Strategy: FY 2017-18 and beyond

**Progressive & Evolving
Cultural Ethos**

**Prudent Financial
Management &
Control**

**Augmented Operational &
Execution Excellence; Focus
on Delivering Projects
Ahead of Schedule**

**Valuing People;
Investment in Human
Capital; Focus on
Diversity & Inclusion**



**Enhanced Client Focus
to meet the evolving
aspirations of KEC's
Global Customer Base.**

**Digital Transformations
&
Inspiring Innovation**

**Committed to
Ensuring
Safety@Workplace**

**Focused Social
Endeavors**