



KEC INTERNATIONAL LTD.
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June 13, 2018

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
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Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam

Pursuant to the Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the presentation to be made to the Institutional Investors/Analysts at the RPG Annual Investor Conference to be held on June 14, 2018.

Kindly take the same on records.

Thanking you,

Yours faithfully,
For KEC International Limited

Amit Kumar Gupta
Head- Secretarial & Compliance Officer



KEC

**Annual Investor Conference
June 14, 2018**

Composite Railway Project



Large Cement Silos



PGCIL GIS Substation



Key Achievements In FY 2017-18

Revenue:
Rs 10,000 Crs+

EBITDA:
Rs 1,000 Crs+

Order Book:
Rs 17,000 Crs+

Market Cap:
Rs 10,000 Crs+

*Growth of 15% over
FY17*

*Growth of 23% over
FY17*

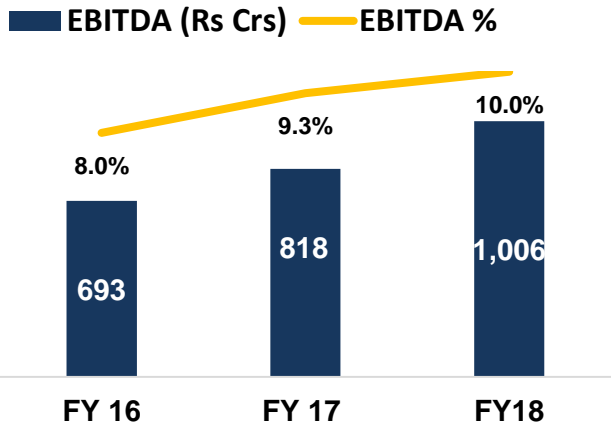
*Growth of 37% over
FY17*

*Growth of 86% over
FY17*

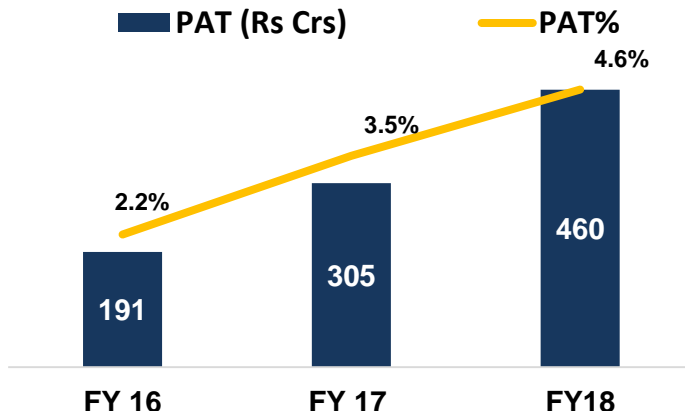
ROCE doubles to 25% in two years

Consistent Growth Across All Parameters

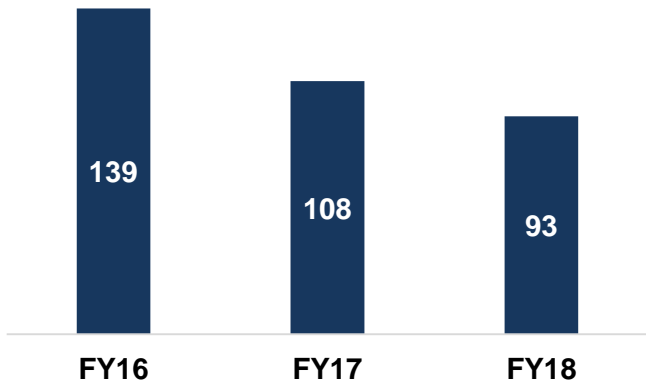
EBITDA – CAGR of 20%



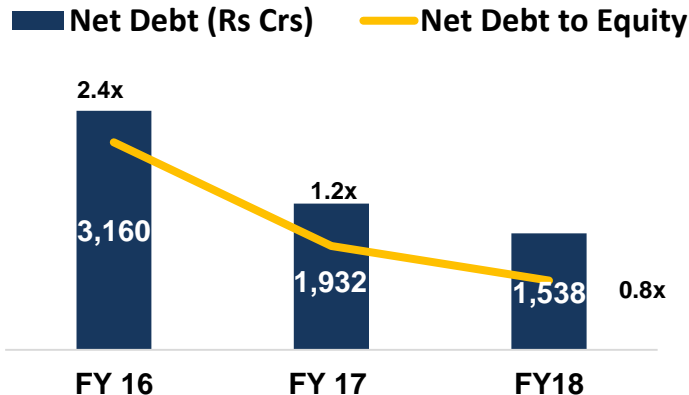
PAT – CAGR of 55%



NWC Days – Reduction of 46 days



Net Debt to Equity – Reduced by ~3x



T&D – Profitable Growth Continues

- **India T&D**
 - Significant growth during the year
 - Order intake more than doubled over FY17 – growth led by State Utilities and Private clients
 - Order intake from PGCIL almost at same level as FY17
- **International T&D**
 - Brazil: Focus shifts from manufacturing to EPC; Secured two large EPC orders totaling ~Rs 800 Crs; EPC contributes ~70% to Rs 1,800 Crs SAE Order Book;
 - Substantial inroads in SAARC: ~40% Y-o-Y Revenue growth
 - Successfully de-risked Middle East business
- **Substations** business continues to do well (~20% of T&D Order Book)
- **Excellence in Project Delivery** “Ahead of Time” continues
- **Utilizing state-of-the-art technology** – Drone stringing / Use of LIDAR technology for aerial surveys; IOT in manufacturing

Bhutan - Stringing using Drone



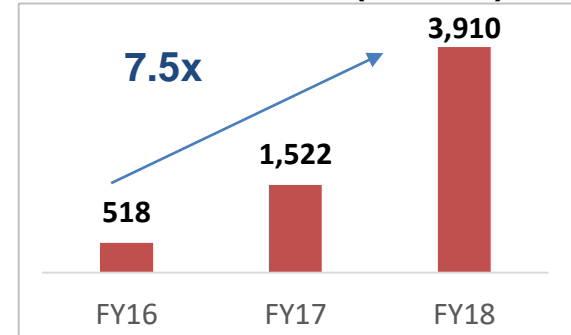
GIS Substation - South Asia



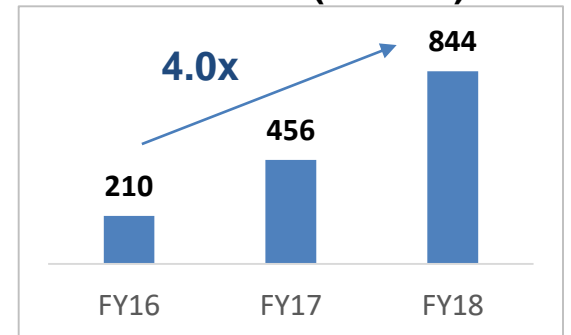
Railways – Exponential Growth

- Electrified over 40% (15,000 KM) of Indian Railways;
- 854 Kms OHE done by KEC in FY18 – being 22% of 3,800 Kms OHE completed by Indian Railways
- Order Book as on date ~Rs 5,000 Crs – 28% of total Order Book
 - Includes OHE, Doubling & 3rd Line Works, Signaling & Telecom jobs
- Customer base diversified with addition of IRCON, PGCIL and RITES apart from CORE and RVNL
- Control over Supply Chain / Execution through Inhouse manufacturing of Railway Steel Structures, Contact & Catenary Conductors and Signaling Cables
- Excellence in Project Delivery “Ahead of Time”

Order Inflows (Rs Crs)

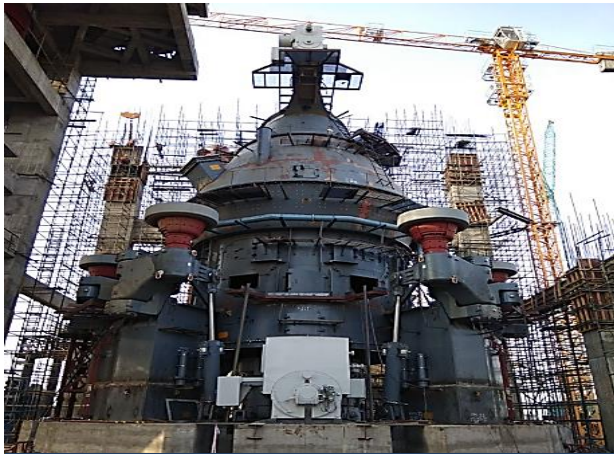


Revenues (Rs Crs)



Civil – Successful Takeoff

- Revenues in excess of Rs 250 Crs – 1st year of commercial operations
- PBT and Cashflow positive
- Diversified order book in factories, buildings and townships
- Marquee clientele in various sectors such as Automotives, Cement, Metals, etc.
- Order inflows of ~Rs 700 Crs till date



Heavy equipment erection works



Structural steel works - Paint shop



Construction of 55mt dia. Clinker Silo using Jump Formwork

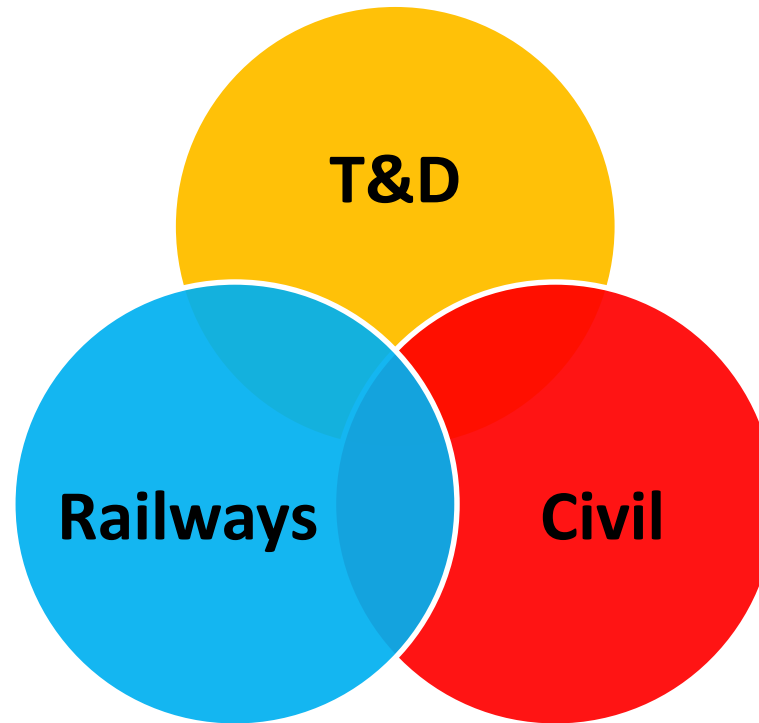
Key Growth Drivers

T&D

- Brazil: Auctions worth USD 4 - 5 Bn expected every year over next 3 years
- SAARC: T&D infrastructure highly underdeveloped – Significant Increase in investments
- India: Private clientele and State Utilities

Railways

- Budgetary allocation: Rs 1,49,000 Crs for FY19
- International markets: Large opportunities in Africa and SAARC
- DFCC & Metros



Civil

- Sustained growth from Existing Verticals: Factories & Townships
- New Verticals:
 - Affordable / Mass housing - Rs 300,000 Crs under PMAY's urban housing project for next 3 years
 - Residential

T H A N K Y O U