



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 09.08.2018 APPROVED STANDALONE UN- AUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018.

FINANCIALS

During the **01st Quarter of FY 2018-19 Net Sales** was Rs.883.90 Crore, against same quarter in previous year of Rs.777.97 Crore (net of excise adjusted), growth in Net Sales is approx.13.62% over corresponding 01st Quarter last year.

Further, Operating Profit during this Quarter was Rs.86.14 Crore against same quarter in the previous year of Rs.76.80 Crore, growth in Operating Profit is approx. 12.16% over previous period.

Further, PAT during this quarter was Rs.32.17 Crore against same quarter in the previous year of Rs. 27.47 Crore, growth in PAT is approx. 17.12% over previous period.

Volume growth in Cable Division in Q1 is approx. 17% as compared to previous year same period.

During the 01st Quarter of FY 2017-18

During the 01st Quarter of FY 2018-19 **Export Sales** was Rs.79 Crore against last year same period of Rs.110 Crore. Recently we have received LOI approx. Rs 400 Crore worth of order from African Market apart from pending order of export of Rs 195 Crore. On the basis of good demand & current order book position we are expecting good growth from Export in current financial year.

During the 01st Quarter of FY 2018-19 **Sales through Dealer/ Distribution market** was Rs.326 Crore as compared to Rs.210 Crore of last year same period. Hence, growth in **Sales through Dealer / Distribution market** was 55.24% as compared to last year same period.

The total active working dealer of the Company is 1302 Nos. New Addition of dealer is 18 Nos. During the 01st quarter of FY 2018-19 various major brand building exercises and electrician meets resulted in good growth in dealer distribution sales. We have sponsored chest logo for Rajasthan Royals in IPL season 2018. On full year basis we are expecting more than 35% growth as compared to last year from this market.

During the 01st Quarter of FY 2018-19 revenue from **EPC division** was Rs.158 Crore (apart from cable sale) against last year same period of Rs. 174 Crore. In the 01st Quarter, Company was L1 for more than Rs 850 Crore order, so we are quite hopeful that we will achieve the sales at par as compared to that of last year.

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Works-III : Silvassa : 99/2/7, Madhuban Istrial Estate, Rakholi, Silvassa UT of D &N.H-396240. Tel/Fax : 0091-260-2644404, 2630944,2645896
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Offices : Mumbai : 101/102, Vastu Shilp, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277
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For KEI INDUSTRIES LIMITED

RAJEEV GUPTA
EXECUTIVE DIRECTOR (FINANCE) & CFO



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During the 01st Quarter of FY 2018-19, **EHV Cable sale** was Rs.39 Crore against last year same period Rs 59 Crore. In this quarter, Company got a single order of 220 KV EHV Cable of Rs 129 Crore from HPCL, Vishakhapatnam and the total order book position is more than Rs. 400 Crore, so we are expecting 100% growth of EHV Cable business in current financial year.

Company is expected to achieve growth in the current FY 2018-19 by 15 - 18% in volume terms in Cable Division.

PENDING ORDERS

Pending order as on date is approx. Rs 2,599 Crore plus L1 Rs 1,592 Crore of EPC , EHV & Export as per below details.

Particulars	In Hand Orders	L-1 Orders	Total
EPC	1,290	884	2,174
EHV	447	308	755
Cable	667	-	667
Export	195	400	595
Total	2,599	1,592	4,191

FINANCIAL CHARGES

Financial charges of the company in 01st Quarter of FY 2018-19 was Rs.28.66 Crore as compared to last year same period of Rs.29.91 Crore (3.24% of Net sales).

For KEI INDUSTRIES LIMITED

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RAJEEV GUPTA
EXECUTIVE DIRECTOR (FINANCE) & CFO

(RAJEEV GUPTA)
Executive Director (Finance) & CFO

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