



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 30.05.2020 APPROVED STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE PERIOD ENDED MARCH 31, 2020.

FINANCIALS

STANDALONE FINANCIALS

During the 4th Quarter of FY 2019-20 Net Sales was Rs 1258.53 Crore, against same quarter in previous year of Rs.1258.79 Crore. There was no growth as compared to corresponding period last year due to lockdown announced by the Government (COVID-19) resulting in no sale for last 10 days of the quarter ended March 31, 2020.

EBIDTA during this Quarter was Rs.122.99 Crore against same quarter in the previous year of Rs.141.24. Crore.

Further, PAT during this Quarter was Rs 60.85 Crore against same quarter in the previous year of Rs. 59.93 Crore. PAT/Net Sale is 4.84% during the quarter as against 4.76% during last year same period.

During FY 2019-20 Net Sales was Rs. 4884.27 Crore, against same period in previous year of Rs.4226.96 Crore, growth in Net Sales is 15.55% over last year same period.

EBIDTA during FY 2019-20 was Rs 512.51 Crore against same period in the previous year of Rs.449.41 Crore, growth in EBIDTA is 14.04% over last year same period.

Further, PAT during FY 2019-20 was Rs 255.10 Crore against Rs 181.87 Crore last year same period. Further PAT has grown by 40.26% as against last year same period. PAT Margin has improved from 4.30% to 5.22% as against last year same period.

Volume growth in Cable Division during the year is approx. 18% as compared to last year same period.

During the 4th Quarter of FY 2019-20, Institutional sale (Domestic) is Rs 501 Crore against last year same period of Rs 472 Crore, whereas Institutional sale (Export) is Rs 226 Crore as against Rs 117 Crore last year same period. So total Institutional sales is Rs. 727 Crore in 4th Quarter as compared to Rs. 589 Crore last year same period. Growth in Institutional Sale is approx. 23% over last year same period.

During FY 2019-20, Institutional sales of Cables has grown by approx.31% as compared to last year same period from Rs. 2002 Crore to Rs. 2621 Crore.

During the 4th Quarter of FY 2019-20 Sales through Dealer/ Distribution market was Rs.321 Crore as compared to Rs.405 Crore of last year same period.

Works-II : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel : 01493-220106, 221731 Fax : 01493-221732.
Works-III : Silvassa : 99/2/7, Madhuban Istrial Estate, Rakholi, Silvassa UT of D &N.H-396240. Tel/Fax : 0091-260-2644404, 2630944,2645896
Branch : Chennai : 27/F-1, first floor, Chakrapani Street, West Mambalam, Chennai-600 033 Tel : 044-24803363 Fax : 044-24803404.
Offices : Mumbai : 101/102, Vastu Shilp, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277
: Kolkata : Arihant Benchmark, 4th Floor, 113-F, Matheshwartola Road, Kolkata-7000466 Telfax : 033-40620820/4082

FOR KEI INDUSTRIES LIMITED

RAJEEV GUPTA
EXECUTIVE DIRECTOR (FINANCE) & CFO



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During FY 2019-20, sales through Dealer/Distribution market was Rs 1413 Crore as compared to Rs 1400 Crore of last year same period.

The total active working dealer of the Company is approx. 1650 Nos.

During the 4th Quarter of FY 2019-20 EHV Cable Sale was Rs.127 Crore against last year same period of Rs. 94 Crore.

During FY 2019-20, EHV Cable Sale was Rs.435 Crore against last year same period of Rs. 189 Crore. Growth in EHV Cable sale is approx.130% as compared to last year.

During the 4th Quarter of FY 2019-20 revenue from EPC division was Rs.186 Crore (apart from cable sale) against last year same period of Rs. 247 Crore.

During FY 2019-20, EPC sales was Rs 764 Crore (apart from cable sale) against Rs 730 Crore against last year same period.

Product wise sales for three months and year ended 31.03.20:

Product	FY 2019-20, Q4	FY 2018-19, Q4	FY 2019-20	FY 2018-19
LT Cable	592	471	2041	1634
HT Cable	134	195	673	712
EHV Cable	127	94	435	189
House Wire/Winding Wire	190	222	852	819
Stainless Steel Wire	40	37	137	137
EPC(Other than Cable)	186	247	764	730
Other	5	12	33	48
Total Sale	1274	1278	4935	4269
Less: Ind AS adjustment	16	19	51	42
Net Sale	1258	1259	4884	4227

Net debt as on 31.03.2020 is Rs 152 Crore as against Rs 404 Crore as on 31.03.19.

Ratios:

Ratio	FY 2019-20	FY 2018-19
ROCE	28.09%	29.48%
ROE	22.32%	26.29%
Gearing Ratio	1.17	2.56
Working Capital Cycle Month	2.78	1.98

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For KEI INDUSTRIES LIMITED

Rajeev Gupta

RAJEEV GUPTA

EXECUTIVE DIRECTOR (FINANCE)



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CONSOLIDATED FINANCIALS

During the 4th Quarter of FY 2019-20 Net Sales was Rs 1258.53 Crore, against same quarter in previous year of Rs.1258.33 Crore.

EBIDTA during this Quarter was Rs.124.16 Crore against same quarter in the previous year of Rs.139.47 Crore.

Further, PAT during this Quarter was Rs.62.03 Crore against same quarter in the previous year of Rs. 58.87 Crore. PAT/Net Sale is 4.93% during the quarter as against 4.68% during last year same period.

During FY 2019-20 Net Sales was Rs. 4887.80 Crore, against same period in previous year of Rs.4230.98 Crore, growth in Net Sales is 15.52% over corresponding period last year.

EBIDTA during FY 2019-20 was Rs 513.70 Crore against last year of Rs.447.74 Crore, growth in EBIDTA is 14.73% over last year same period.

Further, PAT during FY 2019-20 was Rs 256.29 Crore against Rs 180.75 Crore last year same period. Further PAT has grown by 41.79% as against last year same period. PAT Margin has improved from 4.27 % to 5.24% as against last year same period.

PENDING ORDERS

Pending order is approx. Rs 3260 Crore:

Particulars	In Hand	L-1	TOTAL(Amount In Crore)
EPC	1233	-	1233
EPC EHV	731	16	747
Cable	1116	-	1116
Export	164	-	164
Total	3244	16	3260

440 KV EHV CABLE ORDER

The company has recently bagged first big order of 400 KV of Rs 148 Crore from Tamilnadu Transmission Corporation Limited. With the receipt of 400 KV EHV Cable order, Company has reached another milestone and has placed KEI amongst the few international players in the industry to manufacture and supply cables of 400 KV.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in 4th Quarter of FY 2019-20 was Rs.27.66 Crore as compared to last year same period of Rs.42.29 Crore (Financial charges in terms of percentage has reduced to 2.20% from 3.36% of Net sales).

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Financial charges of the company in FY 2019-20 was Rs.129.15 Crore as compared to last year same period of Rs.136.15 Crore (Financial charges in terms of percentage has reduced to 2.64% from 3.22% of Net sales).

QUALIFIED INSTITUTIONS PLACEMENT(QIP)

During the quarter ended March 31, 2020, the company has issued 1 Crore equity shares of Rs 2/- each at premium of Rs 498/- each (Issue Price per share Rs 500/- each) amounting to Rs 500 Crore to qualified institutional buyers through Qualified Institutions Placement (QIP).

Pursuant to the allotment of equity shares through QIP, the paid up equity share capital of the Company has increased from Rs 15.90 Crore comprising of 79,504,438 equity shares to Rs 17.90 Crore comprising of 89,504,438 equity shares. The proceeds of QIP, have been utilized as per objects of the Issue such as repayment or prepayment of debts, meeting working capital requirements and general corporate purposes as detailed below:

Utilisation-	Amount (In Crore)
Expenses related to QIP Issue	14.64
Repayment/Prepayment of Debt	397.30
Unutilised Fund/Invested in Bank Deposits	88.06
TOTAL	500.00

BOOK VALUE

The book value per equity share of Company is Rs 168.34 as on March 31, 2020 as against Rs 98.69 as on March 31, 2019.

Company has incurred total expenditure of Rs 5.82 Crore in FY 2019-20 towards CSR activities including Rs 2 Crore contributed to PM Care Fund for Covid-19.

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