

KEC INTERNATIONAL LTD. RPG House 463, Dr. Annie Besant Road Worli, Mumbai 400030, India +91 22 66670200 www.kecrpg.com

October 27, 2021

National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (East), Mumbai - 400 051

Symbol: KEC

Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai – 400 001

Scrip Code: 532714

BSE Limited

Dear Sir/Madam,

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

Subject: Press Release and Investor Presentation – Financial Results

Please find enclosed herewith a copy of the Press Release and Investor Presentation on the Unaudited Financial Results of the Company for the quarter and half year ended on September 30, 2021.

The above is for your information and records.

Thanking you,

Yours sincerely, For KEC International Limited

Amit Kumar Gupta Company Secretary & Compliance Officer

Encl: as above





FINANCIAL PERFORMANCE FOR QUARTER & HALF YEAR ENDED 30 SEPTEMBER 2021

KEC delivers Strong Revenue growth of 10% in Q2 FY22

Highest Ever Order Book + L1 of over Rs. 28,500 crore

Mumbai, October 27, 2021: KEC International Ltd., a global infrastructure EPC major and an RPG Group Company, today announced its results for the second quarter (Q2 FY22) and half year (H1 FY22) ended September 30, 2021.

Consolidated Financial Performance:

Q2 FY22 v/s Q2 FY21 (Excluding Exceptional Item*)	H1 FY22 v/s H1 FY21 (Excluding Exceptional Item*)
Revenue: Rs. 3,587 crore against Rs. 3,258 crore	Revenue: Rs. 6,127 crore against Rs. 5,464 crore
EBITDA: Rs. 253 crore against Rs. 293 crore	EBITDA: Rs. 413 crore against Rs. 488 crore
EBITDA Margin: 7.1% against 9.0%	EBITDA Margin: 6.7% against 8.9%
Interest as % to Revenue: 2.0% against 2.1%	Interest as % to Revenue: 2.3% against 2.4%
PBT: Rs. 144 crore against Rs. 195 crore	PBT: Rs. 203 crore against Rs. 291 crore
PBT Margin: 4.0% against 6.0%	PBT Margin: 3.3% against 5.3%
PAT: Rs. 113 crore against Rs. 143 crore	PAT: Rs. 159 crore against Rs. 213 crore
PAT Margin: 3.1% against 4.4%	PAT Margin: 2.6% against 3.9%

*During the quarter, there is an exceptional write-off of Rs 44 Cr against a legacy arbitration case in South Africa. Considering this impact, the PBT and PAT are as below:

Q2 FY22 v/s Q2 FY21 (Including Exceptional Item*)	H1 FY22 v/s H1 FY21 (Including Exceptional Item*)
PBT: Rs. 101 crore against Rs. 195 crore	PBT: Rs. 159 crore against Rs. 291 crore
PBT Margin: 2.8% against 6.0%	PBT Margin: 2.6% against 5.3%
PAT: Rs. 80 crore against Rs. 143 crore	PAT: Rs. 126 crore against Rs. 213 crore
PAT Margin: 2.2% against 4.4%	PAT Margin: 2.1% against 3.9%





Mr. Vimal Kejriwal, MD & CEO, KEC International Ltd. commented, "We are pleased with the strong growth in revenues for the quarter, amidst a challenging environment. The growth has been delivered by good performances across all our businesses such as T&D (excluding SAE), Civil, Railways and Cables. The margins have been impacted by the elevated raw material prices and the continued headwinds in Brazil. With the new orders announced last week, our order book along with current L1 pipeline stands at a record level of over Rs. 28,500 crore. Our robust and well diversified order book gives us confidence of delivering a continued good growth in the coming quarters."

About KEC International Limited

KEC International is a global infrastructure Engineering, Procurement and Construction (EPC) major. It has presence in the verticals of Power Transmission and Distribution, Railways, Civil, Urban Infrastructure, Solar, Smart Infrastructure, Oil & Gas Pipelines, and Cables. The Company is currently executing infrastructure projects in 30+ countries and has a footprint in 105+ countries (includes EPC, Supply of Towers and Cables). It is the flagship Company of the RPG Group.

About RPG Enterprises

RPG Enterprises, established in 1979, is one of India's fastest growing business groups with a turnover of US\$ 4 Billion. The group has diverse business interests in the areas of Infrastructure, Tyres, Pharma, IT and Specialty as well as in emerging innovation led technology businesses.

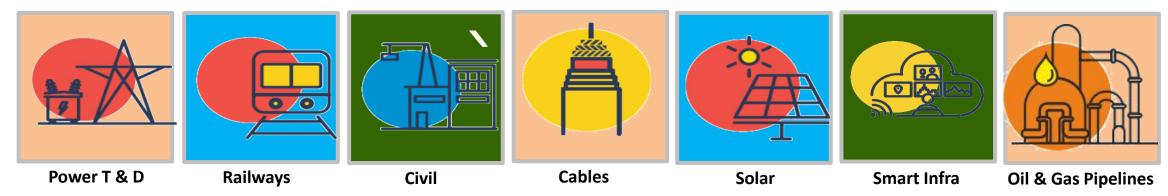




KEC International Limited

Investor Presentation – Q2 FY22

27 October 2021







Disclaimer

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events and involves known and unknown risks, uncertainties and other factors. The Company cannot guarantee that these assumptions and expectations are accurate or exhaustive or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. No obligation is assumed by the Company to update the forward-looking statements contained herein.

The information contained in these materials has not been independently verified. None of the Company, its Directors, Promoter or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this document or its contents or otherwise in connection with this document, and makes no representation or warranty, express or implied, for the contents of this document including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this document or at this presentation shall be relied upon as a promise or representation. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. The Company undertake no obligation to update or revise any information or the opinions expressed in this presentation are subject to change without notice.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of KEC International Limited (the "Company"), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment or to be relied in connection with an investment decision in relation to the securities of the Company therefore any person/ party intending to provide finance / invest in the shares/businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. Neither the delivery of this document nor any further discussions by the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date. This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. By participating in this presentation or by accepting any copy of the slides presented, you agree to be bound by the foregoing limitations.



4



Contents

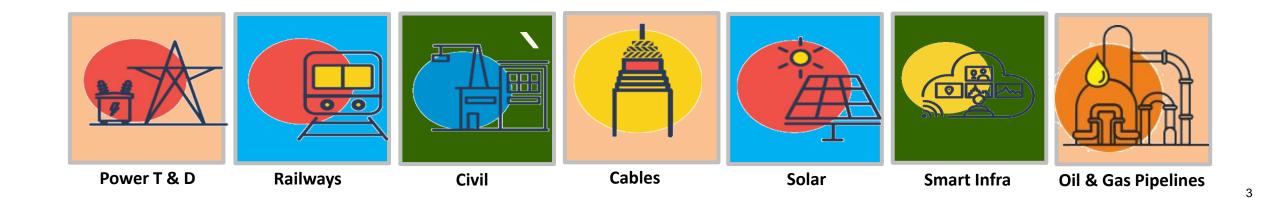




3 Financial Performance Q2 & H1 FY22

Acquisition of Spur Infrastructure Private Limited

5 Environmental, Social and Governance (ESG)

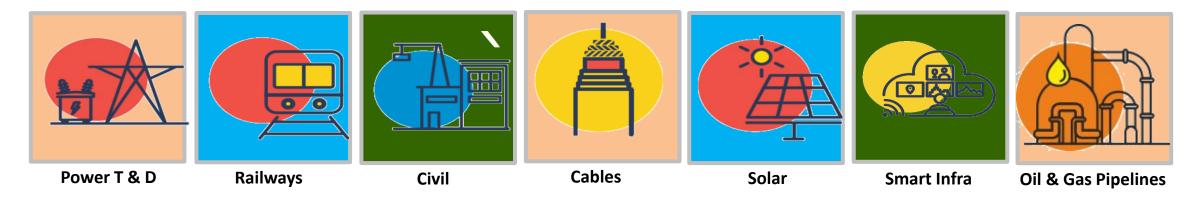






Contents









RPG Group: Powered by Passion, Driven by Ethics

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





KEC International

World leader in Power Transmission EPC space CEAT

One of India's leading manufacturer of automobile tyres

Zensar Technologies

Software services provider spread across 20 countries, 400+ customers.



RPG Life

Sciences

Pharma

company with

wide range

medicines in

global generics

and synthetic

APIs.

presence in 100+ countries and annual gross revenues of over \$4 Bn.

RPG Enterprises was founded in 1979. The group currently operates in various

industries - Infrastructure, Technology, Life Sciences, Plantations and Tyre

Manufacturing. The group has a history of business dating back to 1820 AD in banking, textiles, jute and tea. The Group grew in size and strength with several

acquisitions in the 1980s and 1990s. KEC became a part of the RPG Group in 1982, which is now one of India's fastest growing conglomerates with 20,000+ employees,

Raychem RPG

Engineering products and services catering to infrastructure segment of the economy.

Harrisons Malayalam

One of India's largest plantation companies with tea, rubber and other agro products.



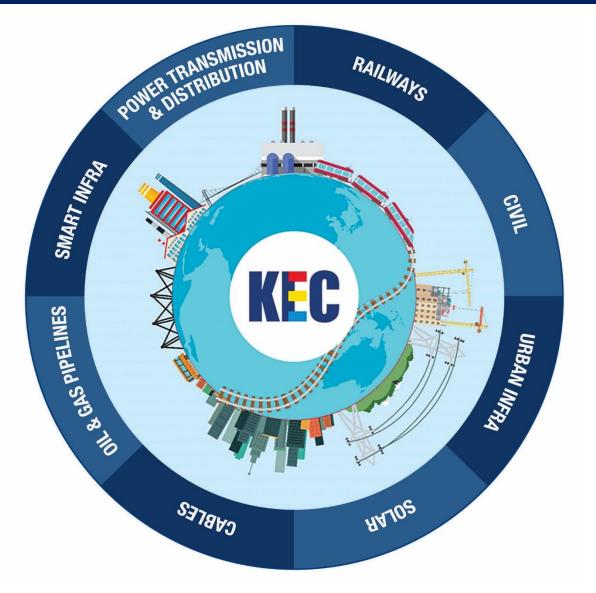


KEC International : Building Infrastructure for the World of Tomorrow



















Board of Directors



Chairman, Non Executive Director



Vimal Kejriwal Managing Director & CEO



A. T. Vaswani Non Executive Independent Director



D. G.Piramal Non Executive Independent Director



G. L. Mirchandani Non Executive Independent Director



M.S. Unnikrishnan Non Executive Independent Director



Nirupama Rao Non Executive Independent Director



R. D. Chandak Non Executive Independent Director



S. M. Trehan Non Executive Independent Director



Vikram Gandhi Non Executive Independent Director





Management Team



8



4



Contents

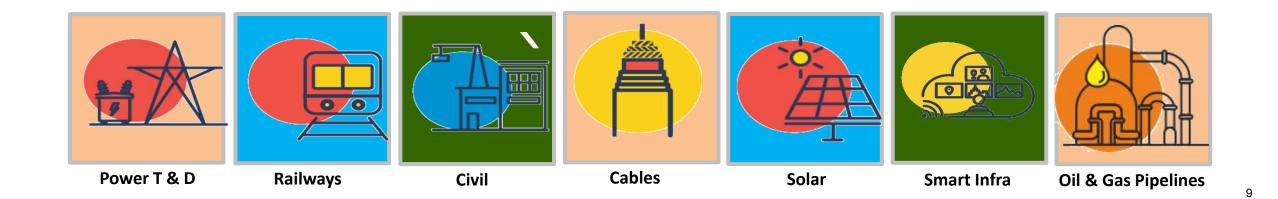






Acquisition of Spur Infrastructure Private Limited

5 Environmental, Social and Governance (ESG)





Key Performance Highlights – Q2 FY22 (1/3)

Consolidated Highlights for Q2 FY22 v/s Q2 FY21

- Revenue of Rs. 3,587 Cr Growth of 10%
- EBITDA Margin at 7.1% against 9.0%
- Interest cost as % to sales improves to 2.0% from 2.1%
- PBT Margin at 4.0% against 6.0% (Excludes exceptional item*)
- PAT Margin at 3.1% against 4.4% (Excludes exceptional item*)

Standalone Highlights for Q2 FY22 v/s Q2 FY21

- Revenue of Rs. 3,357 Cr Growth of 18%
- **EBITDA Margin** at 9.4% against 9.7%
- Interest cost as % to sales improves to 1.9% from 2.2%
- PBT Margin at 6.7% in line with last year (Excludes exceptional item*)
- PAT Margin at 4.9% in line with last year (Excludes exceptional item*)

*During the quarter, there is an exceptional write-off of Rs 44 Cr against a legacy arbitration case in South Africa. Considering this impact, the PBT and PAT margins are as below:

- PBT Margin at 2.8% against 6.0%
- **PAT Margin** at 2.2% against 4.4%

- PBT Margin at 5.4% against 6.7%
- PAT Margin at 3.9% against 4.9%



Key Performance Highlights – H1 FY22 (2/3)

Consolidated Highlights for H1 FY22 v/s H1 FY21

- Revenue of Rs. 6,127 Cr Growth of 12%
- EBITDA Margin at 6.7% against 8.9%
- Interest cost as % to sales improves to 2.3% from 2.4%
- PBT Margin at 3.3% against 5.3% (Excludes exceptional item*)
- PAT Margin at 2.6% against 3.9% (Excludes exceptional item*)

Standalone Highlights for H1 FY22 v/s H1 FY21

- Revenue of Rs. 5,695 Cr Growth of 20%
- EBITDA Margin at 9.5% against 10.3%
- Interest cost as % to sales improves to 2.1% from 2.6%
- PBT Margin at 6.4% against 6.7% (Excludes exceptional item*)
- PAT Margin at 4.7% against 4.9% (Excludes exceptional item*)

*During the quarter, there is an exceptional write-off of Rs 44 Cr against a legacy arbitration case in South Africa. Considering this impact, the PBT and PAT margins are as below:

- **PBT Margin** at 2.6% against 5.3%
- PAT Margin at 2.1% against 3.9%

- **PBT Margin** at 5.6% against 6.7%
- PAT Margin at 4.1% against 4.9%





Key Performance Highlights – Q2 & H1 FY22 (3/3)

- Achieved YTD Order intake of Rs 7,386 Cr with a robust growth of ~70% over last year
 - Order Intake momentum continues in International T&D with significant orders in Middle East and Americas
 - **Expanded international footprint** with our first T&D EPC order in Europe
 - Railways widened presence in technologically enabled areas of Metros
 - Diversification story in Civil continues
 - Breakthrough order in Airports to mark entry in public spaces segment
 - Reinforced its presence in the water segment and in the industrial segment with orders in Metals & Mining, Data Centre and FMCG segments
- Highest Ever Order book + L1 Pipeline of over Rs. 28,500 Cr



4



Contents

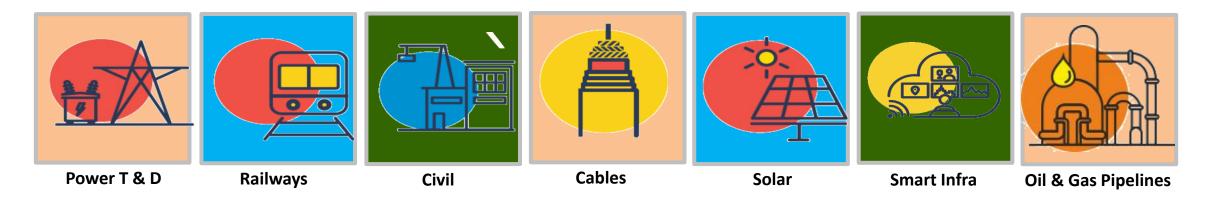




3 Financial Performance Q2 & H1 FY22

Acquisition of Spur Infrastructure Private Limited

5 Environmental, Social and Governance (ESG)





Profit & Loss Highlights (Consolidated)

		Q2		H1			
Particulars	FY22	FY21	Growth (Y-o-Y)	FY22	FY21	Growth (Y-o-Y)	
Revenues	3,587	3,258	10%	6,127	5,464	12%	
EBITDA	253	293	-14%	413	488	-15%	
EBITDA Margins	7.1%	9.0%		6.7%	8.9%		
(+) Other Income	3	7		5	14		
(-) Depreciation	39	37		77	76		
(-) Interest	73	67	9%	138	134	3%	
Interest as % to sales	2.0%	2.1%		2.3%	2.4%		
Operational PBT	144	195	-26%	203	291	-30%	
Operational PBT Margins	4.0%	6.0%		3.3%	5.3%		
Exceptional Item*	-44	0		-44	0		
PBT after Exceptional Item	101	195	-48%	159	291	-45%	
PBT Margins after Exceptional Item	2.8%	6.0%		2.6%	5.3%		
Тах	20	52		33	78		
Tax Rate %	20.3%	26.9%		20.7%	26.8%		
PAT	80	143	-44%	126	213	-41%	
PAT Margins	2.2%	4.4%		2.1%	3.9%		

(*) Exceptional item is amount written off against a legacy arbitration case in South Africa



Profit & Loss Highlights (Standalone)

		Q2			H1			
Particulars	FY22	FY21	Growth (Y-o-Y)	FY22	FY21	Growth (Y-o-Y)		
Revenues	3,357	2,844	18%	5,695	4,734	20%		
	245	270	4.40/	540	405	110/	-	
EBITDA	315	276	14%	540	485	11%	-	
EBITDA Margins	9.4%	9.7%		9.5%	10.3%		-	
(+) Other Income	3	7		6	16		_	
(-) Depreciation	30	31		60	62		_	
(-) Interest	64	62	3%	121	123	-1%		
Interest as % to sales	1.9%	2.2%		2.1%	2.6%		_	
Operational PBT	224	190	18%	365	316	16%	-	
Operational PBT Margins	6.7%	6.7%		6.4%	6.7%			
Exceptional Item*	-44	0		-44	0		-	
PBT after Exceptional Item	180	190	-5%	321	316	2%		
PBT Margins After Exceptional Item	5.4%	6.7%		5.6%	6.7%		_	
Тах	48	50		86	86		-	
Tax Rate %	26.8%	26.2%		26.7%	27.1%		1	
PAT	132	140	-6%	236	231	2%	1	
PAT Margins	3.9%	4.9%		4.1%	4.9%]	

(*) Exceptional item is amount written off against a legacy arbitration case in South Africa



Businesswise Revenue Performance (Consolidated)

		Q2				H1			
Business Verticals	FY22	FY21	Growth (Y-o-Y)		FY22	FY21	Growth (Y-o-Y)		
T&D:	1,943	1,977	-2%		3,340	3,431	-3%		
- T&D (KEC)	1,735	1,621	7%		2,930	2,796	5%		
- SAE Towers	208	356	-42%		411	635	-35%		
Non-T&D:	1,811	1,349	34%		3,067	2,152	43%		
- Railways	986	821	20%		1,580	1,342	18%		
- Civil	449	212	111%		749	315	138%		
- Cables	356	249	43%		690	408	69%		
- Others #	20	67	-70%		48	85	-44%		
Inter SBU:	(166)	(68)	146%		(280)	(118)	137%		
Total Net Sales	3,587	3,258	10%		6,127	5,464	12%		
T&D Share	54%	60%			55%	63%			
Non-T&D Share	46%	40%			45%	37%			

Others include Solar and Smart Infra



(₹ crore)

Borrowings & Working Capital (Consolidated)

Particulars	30-Sep-21	30-Sep-20	Increase/ (Decrease)
l) Net Debt	2,801	2,425	377
II) Interest Bearing Acceptances	1,549	1,059	491
Total (I + II)	4,351	3,484	867

30-Jun-21	Increase/ (Decrease)
2,533	269
1,405	145
3,938	413

Closing borrowing is slightly elevated owing to some delays in collection in Railways, however average borrowing level continues to be largely in line with the target of ~Rs 2,500 Cr

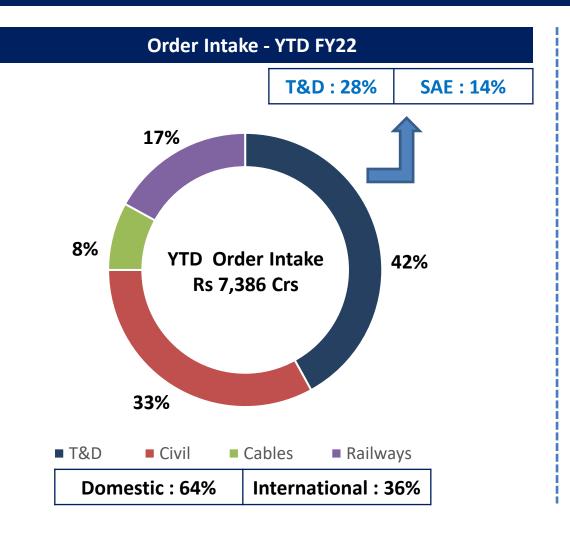
□ Net Working Capital (NWC) stands at 138 days as on 30th September'21. Some of our focused initiatives include:

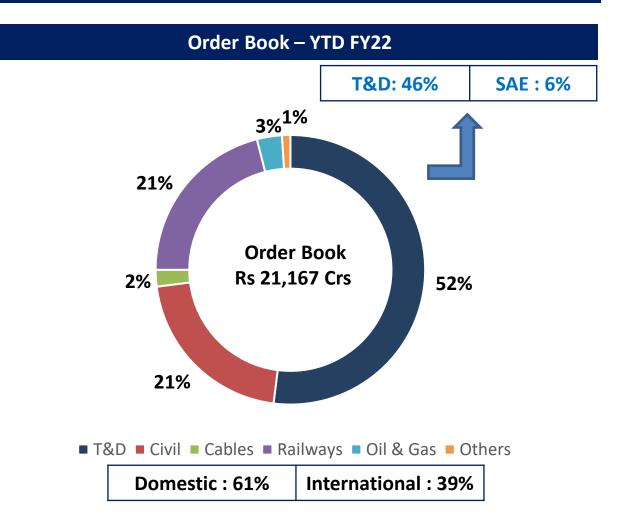
- Judicious monitoring of cash flows
- Continuous focus on collections especially retention receivables
- Concerted efforts for expediting commercial closure of projects





Order Intake & Order Book (Consolidated)





Order Book + L1 of Over Rs 28,500 Crs





Contents

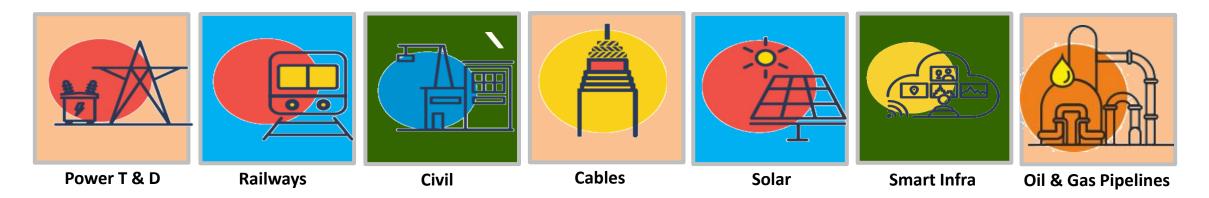


Key Performance Highlights Q2 & H1 FY22

3 Financial Performance Q2 & H1 FY22

4 Acquisition of Spur Infrastructure Private Limited

5 Environmental, Social and Governance (ESG)







Acquisition of Spur Infrastructure Private Limited

- Completed acquisition of 100% equity in Spur Infrastructure Private Limited, an EPC company specialising in cross country oil & gas pipelines and city gas distribution networks
 - Annual Revenue in excess of Rs. 100 crores in last three years (FY21 Rs. 104 Cr, FY20 Rs. 124 Cr & FY19 Rs. 132 Cr)
 - Healthy order book of ~Rs. 600 crores and profitable track record
 - Relevant Pre-qualifications to create powerful synergies
 - Access to marquee customers such as GAIL, IOCL, IGL, etc.
 - Expected to deliver a strong Revenue growth going forward
- Acquisition in line with KEC's strategy to diversify into adjacent areas of growth
- **KEC** is well positioned to capture lucrative growth opportunities in the Oil & Gas cross-country pipelines sector

Note: For further details, please refer Investor Presentation on Spur Infra uploaded on 18 September 2021



4



Contents

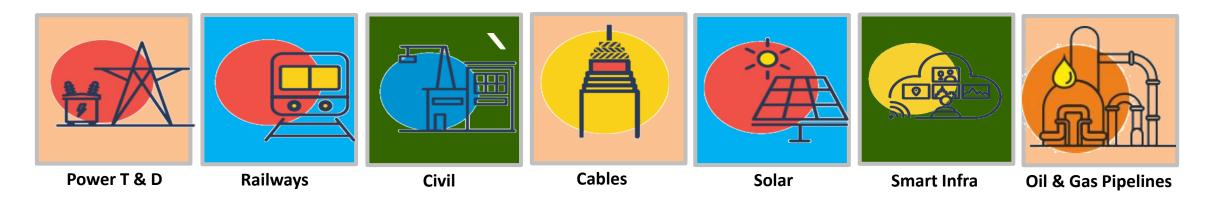




3 Financial Performance Q2 & H1 FY22

Acquisition of Spur Infrastructure Private Limited

5 Environmental, Social and Governance (ESG)







Green Portfolio (1/2)

Our portfolio of businesses promote environment sustainability by efficient usage of natural resources

TRANSMISSION & DISTRIBUTION



- Effective way of transporting energy with maximum efficiency and minimum carbon footprint
- Focus on Green Energy Corridor (GEC) projects to ensure transmission of clean and reliable renewable energy

RAILWAYS

- More efficient than road in terms of energy efficiency and land utilisation
- Electrification of Indian Railways to preserve fossil fuels and curb pollution
- Optimisation of resources through innovative engineering solutions

CIVIL



- Providing clean water by building cross-country water pipelines
- Building energy-efficient factories and residential complexes
- Constructing industrial plants to convert municipal waste to energy

URBAN INFRASTRUCTURE

- Most effective way of urban commuting; Reduces consumption of fuel and pollution
- Use of precast/prefab construction techniques, which are environmentally friendly and generate less carbon footprint







SOLAR



- Construction of large solar-based power generation plants, which have one of the lowest lifecycle emissions
- Innovative industrial solar solutions leading to reduced dependency on fossil fuels



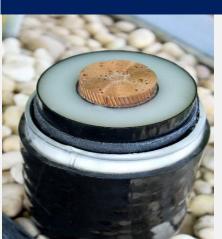
SMART INFRA

- Developing Smart Cities to encourage efficient use of resources
- Solid waste management solutions for a Swachh Bharat mission
- Environment monitoring and city surveillance solutions to improve quality of life of citizens

OIL & GAS PIPELINES



- Energy-efficient and environment friendly mode for transportation of gas, crude oil, and petroleum products
- Promoting utilisation of gas-based clean energy



CABLES

- Enhancing energy efficiency through reduction in T&D losses
- Improving land utilization through Underground Cabling solutions
- Developing innovative cable designs such as Hybrid cables to minimize consumption of raw materials





Commitment to ESG

KEC is committed to delivering excellence and outperformance with unwavering focus on embedding sustainable practices towards improving Environment, Society, Safety and Governance

	Strategic ESG Pillars
Unleash Talent	Enabling environment for people to unleash their entrepreneurial spirit and realise their full potential
Touch Lives	To understand, care and make a meaningful difference to customers, employees, society & all stakeholders
Outperform	Sustained & clear outperformance relative to all our competitors & industry on financial and non- financial metrics that matter
Ü	To have fun by creating high-energy environment with a keen sense of belonging and smiling faces everywhere

ESG Focus Areas

Human Capital Management	Diversity & Inclusion				
Occupational Health & Safety	Quality and Service Delivery				
Customer Centricity	Local Community Development				
Financial Performance	Digitalization and Innovation				
Circularity	Water-Positive Approach				
Decarbonization	Sustainable Procurement				
Corporate Governance					





Sustainability Roadmap

	Increase H Quotien	•••	Increa diversity	versity & nclusion ase in y by 25% FY26	h Heath & S Safety Respondence Work towards the Reach goal of achieving benefi		porate ocial onsibility 2 lac CSR ciaries by Y 26		
Zero waste by FY	rcularity e to landfill 26 for uring plants	Ap Reduce consumption in manuf	er Positive proach e water on intensity facturing 0% by FY26	Con Reduce consumption of manu	Energy sumption e energy on intensity facturing 5% by FY26		emissions ity of ring plants	Proc 100% supplie assessed	tainable urement of key rs to be under ESG by FY23



Sustainability Roadmap – Key Initiatives and Approach

Happiness Quotient

 Action planning workshops across the organisation to increase Happiness

Circularity

- Steel waste generated is sold to nearby foundries where 100% of the waste is utilised in making billets and castings
- Installation of acid recovery plant

Diversity & Inclusion Formed a Diversity & Inclusion committee -Ensures an inclusive environment by rolling out employee friendly policies & programmes that address gender sensitisation

Water Positive Approach

- Complete recycling of both trade effluents and domestic wastewater across all manufacturing plants
- Installation of rainwater harvesting points

Occupational Heath & Safety

Improve near miss reporting & its compliance
Increase EHS training man hours
Enhance usage of digital platform

کے Decarbonisation Reducing energy consumption & carbon emission

- Installation of solar rooftop plants
- Usage of Alternate fuel like LPG / CNG in place of carbon fuels



 Various initiatives under education, employability, conservation of heritage, community development and COVID-19 relief Sustainable Procurement

- Formulate a Sustainable Procurement Policy
- Formulate the Code of Conduct (CoC) based on sustainability / ESG criteria





THANK YOU



Follow us on:



Registered Office

RPG House, 463, Dr. Annie Besant Road, Worli, Mumbai - 400 030.

Phone: +91-22-6667 0200 Email: kecindia@kecrpg.com

10