

KEC INTERNATIONAL LTD.

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

May 07, 2024

National Stock Exchange of India Limited

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

Scrip Code: 532714

BSE Limited

Dalal Street, Fort

Mumbai - 400 001

Phiroze Jeejeebhoy Towers

Dear Sir/Madam,

Symbol: KEC

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 Financial Results of the Company for the quarter and year ended on March 31, 2024.

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



KEC INTERNATIONAL LTD.

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

FINANCIAL PERFORMANCE FOR QUARTER & YEAR ENDED 31 MARCH 2024

KEC delivers all time high Revenues - Grows by 12% in Q4 and 15% in FY24 PBT and PAT grows by two times in Q4 and FY24

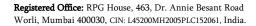
EBITDA grows by 37% in Q4 and 46% in FY24; EBITDA Margin expands by 120 bps to 6.3% in Q4 Healthy Order Book + L1 of ~Rs. 37,000 crore

Dividend of 200%

Mumbai, May 7, 2024: KEC International Ltd., a global infrastructure EPC major and an RPG Group Company, today announced its results for the fourth quarter (Q4 FY24) and full year (FY24) ended March 31, 2024.

Consolidated Financial Performance:

Q4 FY24 v/s Q4 FY23	FY24 v/s FY23
Revenue: Rs. 6,165 crore against Rs. 5,525 crore	Revenue: Rs. 19,914 crore against Rs. 17,282 crore
EBITDA: Rs. 388 crore against Rs. 283 crore	EBITDA: Rs. 1,215 crore against Rs. 830 crore
EBITDA Margin (Y-o-Y): 6.3% against 5.1%	EBITDA Margin: 6.1% against 4.8%
EBITDA Margin (Q-o-Q): 6.3% against 6.2%	
Interest as % to Revenue: 2.5% against 2.9%	Interest as % to Revenue: 3.3% against 3.1%
PBT: Rs. 193 crore against Rs. 86 crore	PBT: Rs. 426 crore against Rs. 161 crore
PBT Margin: 3.1% against 1.6%	PBT Margin: 2.1% against 0.9%
PAT: Rs. 152 crore against Rs. 72 crore	PAT: Rs. 347 crore against Rs. 176 crore
PAT Margin: 2.5% against 1.3%	PAT Margin: 1.7% against 1.0%





Standalone Financial Performance:

Q4 FY24 v/s Q4 FY23	FY24 v/s FY23*
Revenue: Rs. 5,302 crore against Rs. 4,961 crore	Revenue: Rs. 17,383 crore against Rs. 15,413 crore
EBITDA: Rs. 284 crore against Rs. 206 crore	EBITDA: Rs. 848 crore against Rs. 850 crore
EBITDA Margin (Y-o-Y): 5.4% against 4.2%	EBITDA Margin: 4.9% against 5.5%
EBITDA Margin (Q-o-Q): 5.4% against 4.8%	
Interest as % to Revenue: 2.6% against 2.7%	Interest as % to Revenue: 3.3% against 2.8%
PBT: Rs. 121 crore against Rs. 47 crore	PBT: Rs. 192 crore against Rs. 250 crore
PBT Margin: 2.3% against 0.9%	PBT Margin: 1.1% against 1.6%
PAT: Rs. 93 crore against Rs. 29 crore	PAT: Rs. 148 crore against Rs. 180 crore
PAT Margin: 1.8% against 0.6%	PAT Margin: 0.8% against 1.2%

^{*}PBT of FY23 included an exceptional item of Rs. 76 Cr towards provision for impairment of subsidiary in SAE Brazil

Consolidated Order Intake and Order Book:

Order Intake:

FY24 Order intake of Rs. 18,102 crore, T&D and Civil businesses are the major contributors.

Order Book:

Order Book as on 31 March 2024 of Rs. 29,644 crore; Additionally, L1 of over Rs. 7,000 crore.

Consolidated Net Debt and Net Working Capital:

- Net Debt including Acceptances stands at Rs. 5,090 crore as on 31 Mar'24, largely in line with 31 Mar'23 despite a revenue increase of over Rs 2,500 crore, a growth of 15% YoY.
- Net Working Capital (NWC) stands at 112 days as on 31 Mar'24 in line with 31 Mar'23.

Dividend:

Recommended a Dividend of Rs. 4/- per equity share i.e. 200% of face value of Rs. 2/- each for FY24.





Mr. Vimal Kejriwal, MD & CEO, KEC International Ltd. commented, "We have delivered a good performance for the year with highest ever Revenues, substantial growth in Profitability, key order wins and significant improvement in working capital. The strong Revenue growth has been delivered by stellar performances in Transmission and Distribution (T&D) and Civil businesses. Our EBITDA margins have shown consistent improvement, with Q4 FY24 clocking a commendable increase of 120 basis points to reach 6.3%, up from 5.1% in the same quarter of the previous year. The bottom line has also seen remarkable growth, with both PBT and PAT doubling over the previous year. With a formidable and diversified order book & L1 of "Rs. 37,000 Cr, combined with a substantial tender pipeline, we are well positioned to deliver sustained growth in the forthcoming 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, Oil & Gas Pipelines, and Cables. The Company is currently executing infrastructure projects in 30+ countries and has a footprint in 110+ 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\$ 4.4 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.





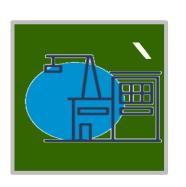


KEC International Limited

Investor Presentation - Q4 FY24



Power T & D



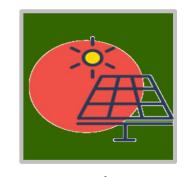
Civil



Railways



Oil & Gas Pipelines



Solar

7 May 2024



Cables



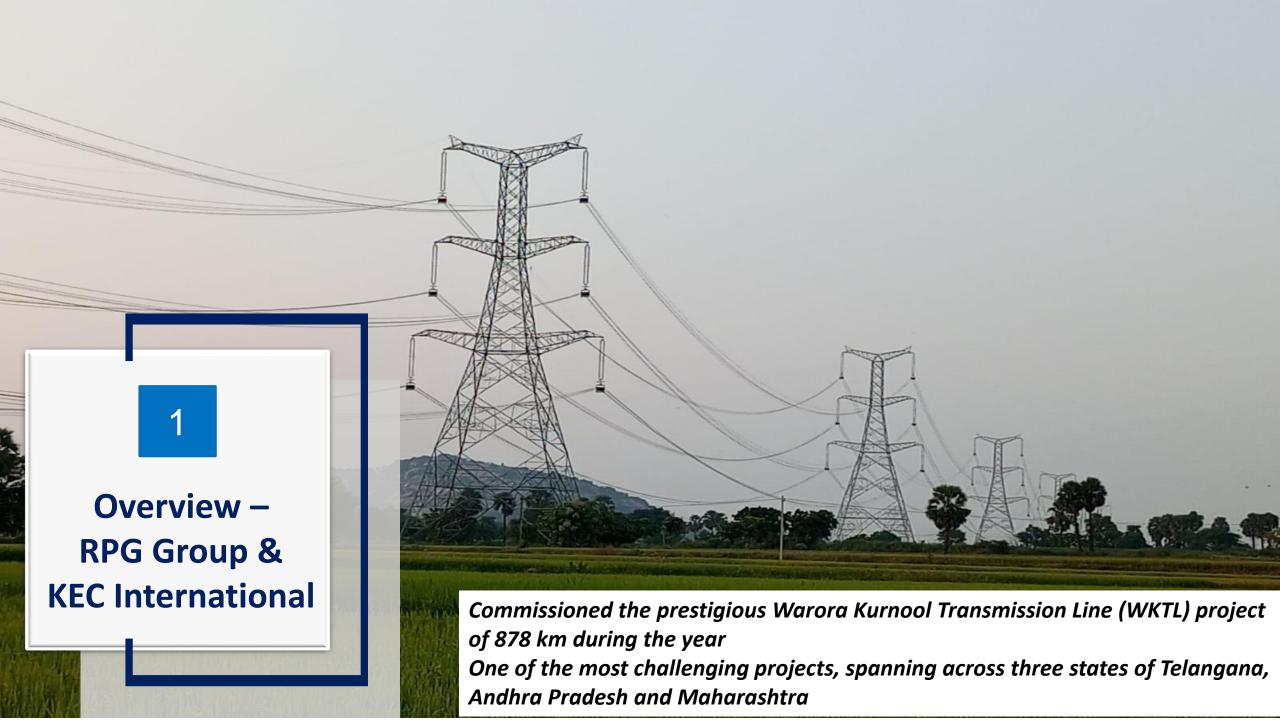


Disclaimer

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 in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current, and if not stated otherwise, as of the date of this presentation. 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 as a result of new information, future events or otherwise. Any opinions or information 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.







RPG Group: Powered by Passion, Driven by Ethics

UNLEASHTALENT TOUCHLIVES OUTPERFORM AND ©

RPG Enterprises was founded in 1979. The group currently operates various businesses in Infrastructure, Technology, Life Sciences, Plantations and Tyre industries. The group has business history 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. RPG Group is one of India's fastest growing conglomerates with 30,000+ employees, presence in 135+ countries and annual gross revenues of USD 4.4 Bn







One of India's leading tyre manufacturers



Global technology consulting and IT services company



Integrated pharma company in formulations and synthetic APIs

Raychem RPG

Technology solutions company catering to energy and infrastructure



One of India's
largest
plantation
companies
producing tea,
rubber, etc.





KEC International: Building Infrastructure for the World of Tomorrow

Transmission & Distribution





Urban Infra

Oil & Gas Pipelines

Solar

Cables





















FOOTPRINT IN

110+

COUNTRIES



300+
ONGOING
PROJECTS



\$2.4
BILLION
GLOBAL EPC

MAJOR



MANUFACTURING FACILITIES



7500+ EMPLOYEES



35+
NATIONALITIES





Diverse Portfolio of Offerings



Transmission Lines



Substations



OHE



Solar



Cables



Factories



Residential Buildings



Track Laying



Tunnel Ventilation



Depot & Workshops



Underground Cabling



S&T



Railway Bridges



Warehouses



Smart City



Water



Metros - Civil



Data Centre



Defence



Stations & Platforms



Airports



Metros - Tech



TCAS - Kavach



Speed Upgradation



Oil & Gas Pipelines



Newly Added

Commercial Buildings





Automatic Signalling

Converter Stations







Board of Directors



H. V. Goenka Chairman, Non Executive Director



Vimal Kejriwal
Managing Director
& CEO



D. G.Piramal
Non Executive
Independent Director



S. M. Trehan Non Executive Independent Director



Nirupama Rao
Non Executive
Independent Director



Vikram Gandhi Non Executive Independent Director



M.S. Unnikrishnan Non Executive Independent Director



Neera Saggi Non Executive Independent Director



Shirish Sankhe Non Executive Independent Director



Vimal Bhandari Non Executive Independent Director



Vinayak Chatterjee Non-Executive Non-Independent Director





Management Team



Vimal Kejriwal
Managing Director & CEO



Rajeev Agarwal
Chief Financial Officer



Milind Apte Chief Human Resources Officer



Anand Kulkarni Executive Director -Business Operations



Neeraj Nanda President -Emerging Business



Ganesh Srinivasan President – T&D



Nagesh Veeturi Executive Director -Civil



Kaushal Kodesia Executive Director -Railways



Manjit Singh Sethi Executive Director – Cables



Mayank Agrawal Chief Executive -Oil & Gas Pipelines



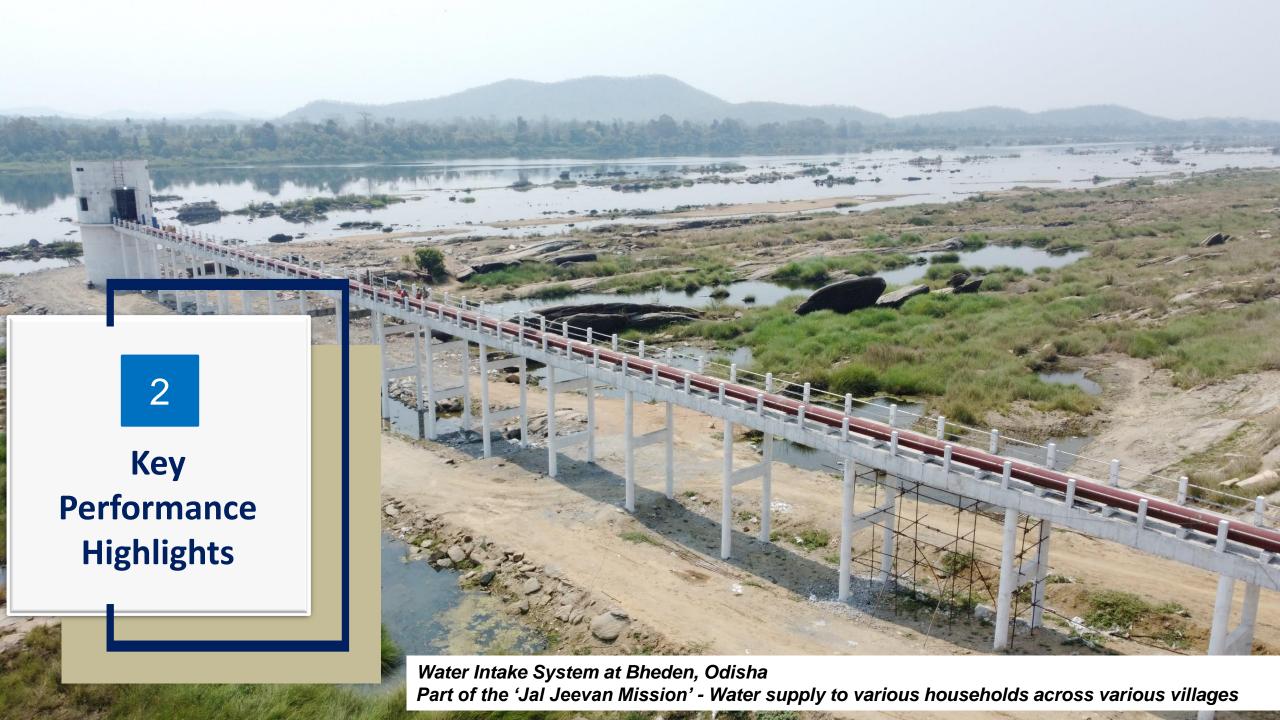
Sanjeev Agrawal
ED – International T&D
(Middle East, EAP & SAARC)



Rakesh Gaur CEO - SAE & ED - T&D (Africa & CIS)



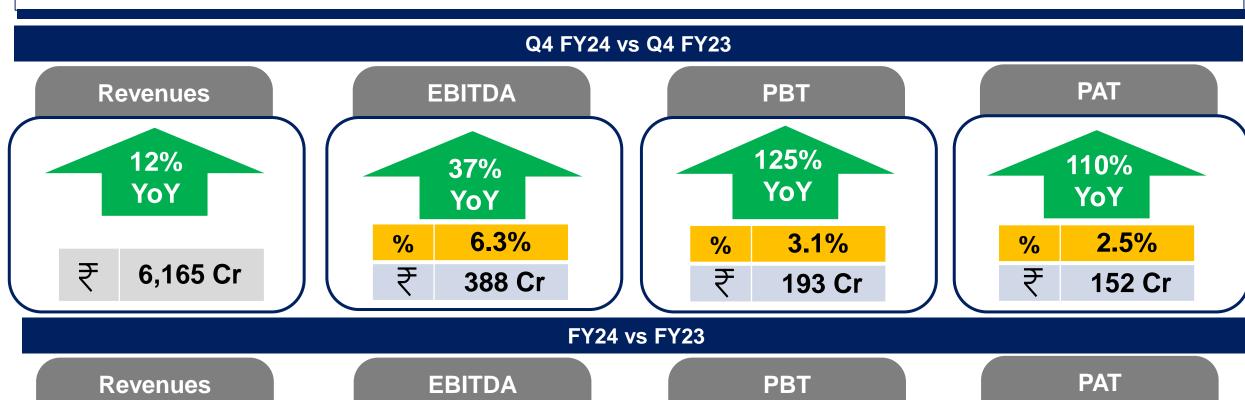
Rajinder Gupta SVP & Business Head T&D (India & Sri Lanka)



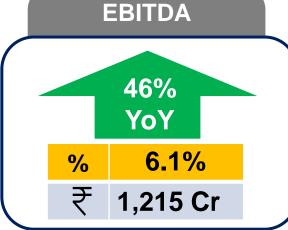


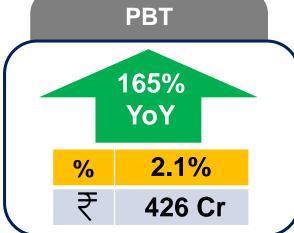


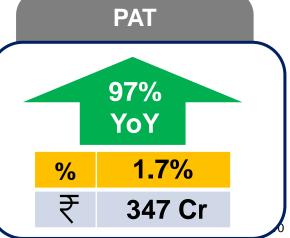
Financial Highlights Q4 & Full year FY24 – Growth Across Parameters







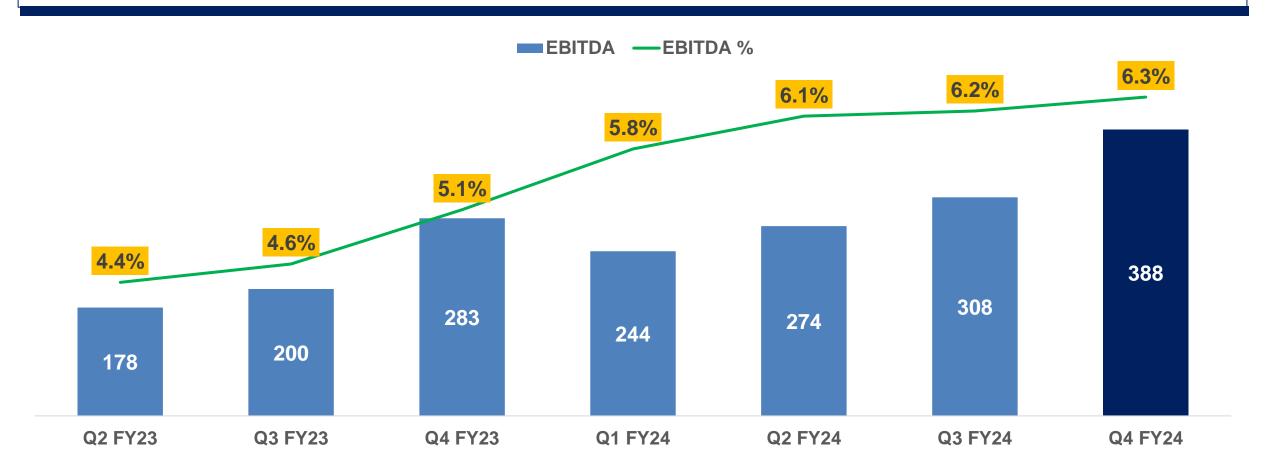








Improving Trajectory of Margins



- EBITDA Margins continue to show an improvement over the last six quarters
- EBITDA Margins for Q4 have increased by 120 basis points YoY from 5.1% in Q4 FY23 to 6.3% in Q4 FY24
- We expect the EBITDA Margins to continue to improve over the next quarters





Key Business Highlights – FY24



T&D

- Revenues of Rs. 10,456 Cr, robust growth of 21% YoY
- SAE delivered turnaround performance with positive PBT throughout the year
- Record order book & L1 of over Rs. 21,000 Cr
- Substantial collections from Afghanistan of ~Rs. 420 Cr post regime change



Civil

- Revenues of Rs. 4,370 Cr, a healthy growth of 32% YoY
- Order intake of over Rs. 4,200 Cr FMCG, metals & mining, cement, residential & commercial buildings and data centre segments
- Strong order book & L1 of over Rs. 10,000 Cr



Railways

- Revenues of Rs. 3,115 Cr for the year
- Selective bidding considering the current business profile
- International: Commenced execution for the maiden international project in Bangladesh and bid for few projects in Middle East



Oil & Gas

- Revenues of Rs. 626 Cr with a good growth of 30% YoY
- Forayed into the international market by bagging maiden order in Africa
- Sustained focus on enhancing prequalifications to expand the size of addressable market



Solar

- Execution in progress of our largest solar project of 600 MWp in Karnataka
- Secured an order for setting up solar projects from a leading auto-ancillary company in India
- Bidding for select renewable opportunities in line with sustained commitment of the government to promote renewable energy



Cables

- Delivered an impressive performance with highest ever Revenues, Order Intake and Profitability
- Already secured orders for supply of power transmission conductors (ACSR and AL-59) from government utility/ private TBCB developer







(₹ crore)

Profit and Loss Summary (Consolidated)

it and Loss Summary (Consolidated

	Q4 FY24	Q4 FY23	Growth (Y-o-Y)
Revenues	6,165	5,525	12%
EBITDA	388	283	37%
EBITDA Margins	6.3%	5.1%	
(+) Other Income	8	6	
(-) Depreciation	48	42	
(-) Interest	154	162	-5%
Interest as % to sales	2.5%	2.9%	
PBT	193	86	125%
PBT Margins	3.1%	1.6%	
Tax	42	14	
Tax Rate %	21.5%	15.9%	
PAT	152	72	110%
PAT Margins	2.5%	1.3%	

FY24	FY23	Growth (Y-o-Y)
19,914	17,282	15%
1,215	830	46%
6.1%	4.8%	
52	31	
185	161	
655	539	22%
3.3%	3.1%	
426	161	165%
2.1%	0.9%	
80	-15	
18.7%	-9.3%	
347	176	97%
1.7%	1.0%	

^{*}Tax for FY23 includes a one-time reversal of provision in the second quarter of the previous year





(₹ crore)

Profit and Loss Summary (Standalone)

Q4 FY24	Q4 FY23	Growth (Y-o-Y)
5,302	4,961	7%
284	206	38%
5.4%	4.2%	
12	8	
39	32	
136	135	1%
2.6%	2.7%	
121	47	157%
2.3%	0.9%	
0	0	
121	47	157%
2.3%	0.9%	
28	18	
23.1%	37.5%	
93	29	216%
1.8%	0.6%	
	5,302 284 5.4% 12 39 136 2.6% 121 2.3% 0 121 2.3% 28 23.1% 93	5,302 4,961 284 206 5.4% 4.2% 12 8 39 32 136 135 2.6% 2.7% 121 47 2.3% 0.9% 0 0 121 47 2.3% 0.9% 28 18 23.1% 37.5% 93 29

FY24	FY23	Growth (Y-o-Y)
17,383	15,413	13%
848	850	0%
4.9%	5.5%	
62	37	
146	127	
573	434	32%
3.3%	2.8%	
192	326	-41%
1.1%	2.1%	
0	-76	
192	250	-23%
1.1%	1.6%	
44	70	
23.0%	27.9%	
148	180	-18%
0.8%	1.2%	

^{*}Exceptional item of Rs. 76 Cr last year is provision for impairment of subsidiary in SAE Brazil





(₹ crore)

Businesswise Revenue Performance (Consolidated)

Particulars	Q4 FY24	Q4 FY23	Growth (Y-o-Y)
T&D:	3,384	2,730	24%
- T&D (KEC)	2,918	2,338	25%
- SAE Towers	466	393	19%
Non T&D:	3,020	3,007	0%
- Civil	1,262	1,135	11%
- Railways	922	1,266	-27%
- Oil & Gas Pipelines	212	151	41%
- Cables	461	439	5%
- Others*	163	16	930%
Inter SBU:	-239	-212	
Total Net Sales	6,165	5,525	12%
T&D Share	55%	49%	
Non T&D Share	45%	51%	

FY24	FY23	Growth (Y-o-Y)
10,456	8,654	21%
9,008	7,330	23%
1,447	1,324	9%
10,200	9,272	10%
4,370	3,319	32%
3,115	3,768	-17%
626	483	30%
1,645	1,615	2%
443	88	402%
-741	-644	
19,914	17,282	15%
53%	50%	
47%	50%	

^{*}Others include Solar/ Cabling





Borrowings & Working Capital (Consolidated)

(₹ crore)

Particulars	31-Mar-24	31-Dec-23	Increase/ (Decrease)
I) Net Debt	3,553	4,445	-893
II) Interest Bearing Acceptances	1,537	1,600	-63
Total (I + II)	5,090	6,045	-956

30-Sep-23	Increase/ (Decrease)
4,491	-938
1,848	-311
6,339	-1,249

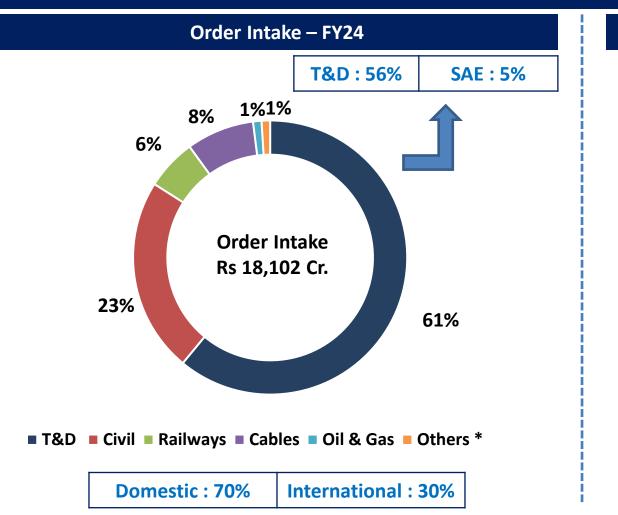
31-Mar-23	Increase/ (Decrease)
2,872	681
2,113	-576
4,985	105

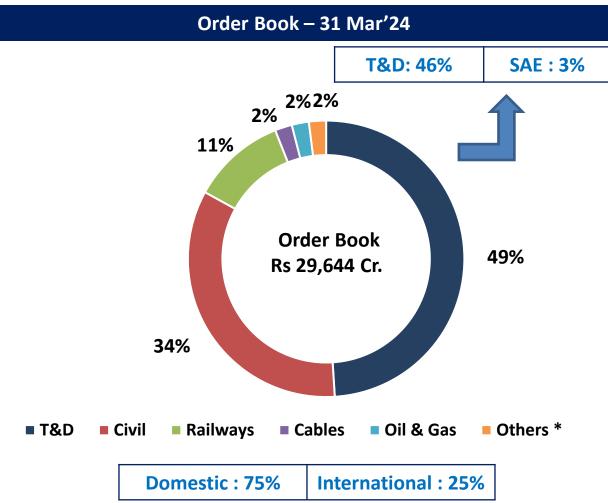
- Our net debt, including acceptances, has decreased to Rs. 5,090 Cr as of March 31, 2024, largely in line with Mar'23 levels despite a Revenue increase of more than Rs. 2,500 Cr i.e. 15% YoY. If we compare it from the peak level of Sep'23, the borrowings have been reduced by Rs. 1,249 Cr.
- Net Working Capital (NWC) has been brought down by 17 days to 112 days as on 31 Mar'24 vis-a-vis 129 days as on 31 Dec'23 and in line with Mar'23. We continue to focus on below initiatives to optimize working capital:
 - Judicious monitoring of cash flows through daily/ weekly war rooms
 - Setting up Cross Functional teams for collection of high value AR especially retention
 - Concerted efforts on expediting commercial closure of projects
 - Enhancing digitalisation efforts





Order Intake & Order Book (Consolidated)





^{*} Others include Solar and Cable laying





Business Outlook

TAILWINDS



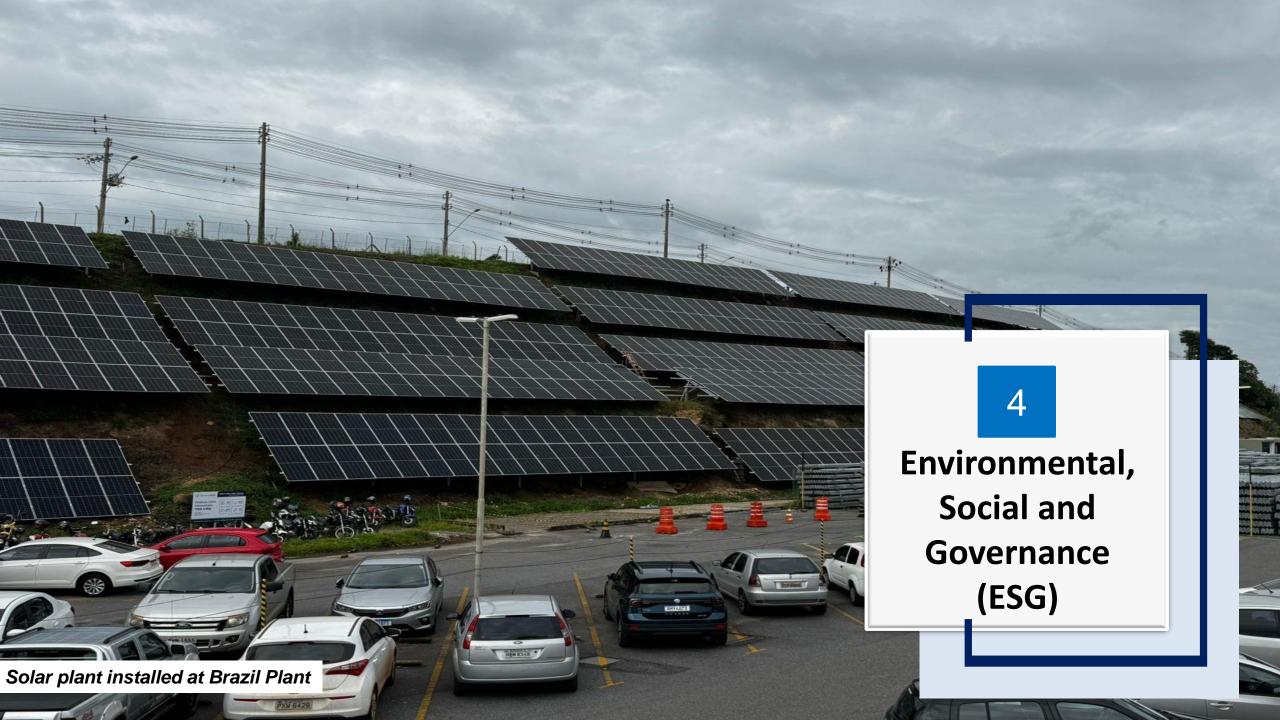


HEADWINDS

- Government's focus on infrastructure to continue post elections
- ♠ GCC capex momentum sustains
- Green shoots in private capex
- ↑ Substantial opportunities in Solar EPC backed by the sustained commitment of the government to promote renewable energy
- ↑ Significant traction in India T&D on the back of Government thrust on renewables and increase in power demand
- Uptick in tower supply from North America & Australia
- ↑ In Railways, focus of the Government is expected to shift towards conventional infrastructure development
- International opportunities in Railways, Civil and Oil & Gas

- **♦** Sustained high interest rates
- Continued geo-political unrests
 - Red Sea issue impacting logistics
- Subdued performance in Railways
 - Increased competition
 - Delayed collections
 - Margin pressure continues

- ✓ Improvement in EBITDA Margins increased by 120 bps from 5.1% in Q4 FY23 to 6.3% in Q4 FY24
- ✓ Record Order Book and L1 Position of ~Rs. 37,000 Cr (Including more than Rs. 21,000 Cr from T&D)
 - ✓ Tenders under Evaluation & Tenders in Pipeline of over Rs. 130,000 Cr.







Key Highlights – ESG & Sustainability

- ↑ Significant improvement across all nine Sustainability goals resulting in ESG Rating improvement
- **Expanded deployment of ESG initiatives** across 100+ project sites in addition to factories
- ↑ Investment in Solar Rooftop plants Electricity consumption from Solar in factories has increased to ~25% from ~20% last year
- ↑ Invested in Energy efficient products Capex of Rs. 60 Cr for manufacturing of High Conductivity Aluminium conductor
- ↑ Achieved benchmark initiatives such as water positivity Two plants and One project site have become water positive
- ↑ Enhanced Governance Adopted 10+ new policies across the company in the last two years
- ↑ Developed an inhouse App for ESG data management encompassing all 8 factory sites and 300+ projects across 100+ parameters

Outcome

- ✓ Significant improvement in ESG Ratings by both S&P Global DJSI & Morningstar Sustainalytics
- ✓ Ranked 1 in India amongst the Engineering & Construction sector by both the Global agencies
 - ✓ Globally we are in Top Quartile in our industry (80th Percentile)





ESG & Sustainability Goals and Status



Happiness Quotient

Target: Increase Happiness Quotient to 85% by FY26

Status:

Happiness Quotient for FY24 has increased to 83% vis-à-vis 80% for FY21



Diversity & Inclusion

Target: Increase in diversity by 25% by FY26

Status:

Diversity has increased by 32% in FY24 vis-à-vis FY21



Occupational Heath & Safety

Target: Work towards the goal of achieving Zero accidents

Status:

LTIFR has reduced to 0.22 in FY24 vis-à-vis 0.68 in FY21, a reduction of 68%



Corporate Social Responsibility

Target: Reach 2 lac CSR beneficiaries by FY 26

Status:

CSR beneficiaries for FY24 are 3.2 lakh



Circularity

Target: Zero waste to landfill by FY 26 for manufacturing plants

Status:

Waste to landfill has reduced by 53% in FY24 vis-à-vis FY21



Water Positive Approach

Target: Reduce water consumption intensity in manufacturing plants by 20% by FY26

Status:

Water consumption intensity has reduced by 13% in FY24 vis-à-vis FY21



Energy Consumption

Target: Reduce energy consumption intensity of manufacturing plants by 15% by FY26

Status:

Energy consumption intensity has reduced by 28% in FY24 vis-à-vis FY21



Carbon Emission

Target: Reduce Greenhouse Gas (GHG) emissions intensity of manufacturing plants by 20% by FY26

Status:

GHG emission intensity has reduced by 25% in FY24 vis-à-vis FY21



Sustainable Procurement

Target: 100% of key suppliers to be assessed under ESG criteria by FY23

Status:

100% of key suppliers assessed under ESG Criteria





Sustainability Roadmap – Key Initiatives and Approach



- Regular employee skilling programs through external trainers and knowledge sharing sessions by internal SMEs
- Launched revamped Rewards & Recognition program
 RACE (Recognise and Celebrate Excellence)



Circularity

- Automated Design & Engineering with Digital Intervention - Reduction in material consumption and wastage
- Industry 4.0 Modernization of plants & machinery, adoption of lean manufacturing practices



- Diversity in Contract labour through NAPS/ NATS (Apprentice program)
- Sustained focus on hiring persons with disabilities



Water Positive Approach

- Drip Irrigation & Sprinklers system installed to reduce the water intake for gardening
- Installation of rooftop rainwater collection to reduce water consumption



- ISO 14001, and ISO 45001, certification for all plants
- EHS training through 10 VR modules, E-Learning and E-Certificates



Decarbonisation

Reducing energy consumption & carbon emission

- Installation of solar at Brazil in addition to existing plants at Butibori, Jaipur and Dubai
- Increased procurement of energy from renewable sources for Cables plants



- Solar Panels Installed in 13 Schools at Jaipur benefitting 8,000+ students
- 10 RO units installed at Nagpur, Jabalpur and Sambhaji Nagar in schools and villages for clean and safe drinking facility



Sustainable Procurement

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





THANK YOU





*Includes EPC and Supply

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