

PRESS RELEASE

KEI INDUSTRIES LIMITED (KEI) AT THE MEETING OF ITS BOARD OF DIRECTORS HELD ON 12.11.2019 APPROVED STANDALONE AND CONSOLIDATED UN- AUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2019.

FINANCIALS

During the 2nd Quarter of FY 2019-20 Net Sales was Rs 1230.16 Crore, against same quarter in previous year of Rs.996.79 Crore, growth in Net Sales is 23.41% over corresponding 2nd Quarter last year.

EBIDTA during this Quarter was Rs.126.50 Crore against same quarter in the previous year of Rs.102.06 Crore, growth in EBIDTA is approx. 24% over last year same period.

Further, PAT during this Quarter was Rs.76.17 Crore against same quarter in the previous year of Rs. 41.37 Crore, growth in PAT is approx. 84% over last year same period. PAT/Net Sale is 6.19% during the quarter as against 4.15% during last year same period.

During the 1st half of FY 2019-20 Net Sales was Rs. 2311.52 Crore, against same period in previous year of Rs.1880.69 Crore, growth in Net Sales is 22.91% over corresponding period last year.

EBIDTA during the first half was Rs 245.63 Crore against same period in the previous year of Rs.189.33 Crore, growth in EBIDTA is approx. 30% over last year same period.

Further PAT has grown by approx. 66% as against last year same period. PAT Margin has improved from 3.91% to 5.28% as against last year same period.

Volume growth in Cable Division during first half is approx. 19% as compared to last year same period.

During the 2nd Quarter of FY 2019-20, Institutional sale (Domestic) is Rs 466 Crore against last year same period of Rs 392 Crore, whereas Institutional sale (Export) is Rs 219 Crore as against Rs 121 Crore last year same period. So total Institutional sales is Rs. 685 Crore in 2nd Quarter as compared to Rs. 513 Crore last year same period. Growth in Institutional Sale is approx. 33% over last year same period.

During 1st half of FY 2019-20, Institutional sales of Cables has grown by 28% as compared to last year same period from Rs. 950 Crore to Rs. 1215 Crore.

During the 2nd Quarter of FY 2019-20 Sales through Dealer/ Distribution market was Rs.355 Crore as compared to Rs.342 Crore of last year same period. Growth is approx. 4% over last year same period. In 1st half of FY 2019-20, sales through Dealer/Distribution market was Rs 721 Crore as compared to Rs 640 Crore of last year same period. Growth is approx. 13% over last year same period. The total active working dealer of the Company is approx.1450 Nos.

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During the 2nd Quarter of FY 2019-20 revenue from **EPC division** was Rs.201 Crore (apart from cable sale) against last year same period of Rs. 149 Crore. Growth is approx. 35% as compared to last year same period mainly because of increase in EPC EHV share of Rs 42.60 Cr as against Rs 15.20 Cr over corresponding period.

In 1st half of FY 2019-20, EPC sales was Rs 396 Crore against Rs 307 Cr against last year same period. Growth is approx. 29% as compared to last year same period mainly because of increase in EPC EHV share of Rs 83.50 Cr against Rs 17.60 Cr over corresponding period.

Company is expected to achieve growth in the current FY 2019-20 by 17 - 18%.

PENDING ORDERS

Pending order is approx. Rs 4,370 Crore plus L1 Rs 128 Crore as per below details-

Particulars	In Hand Orders	L-1 Orders	Total
EPC	2,033	-	2,033
EHV	628	128	756
Cable	1,188	-	1,188
Export	521	-	521
Total	4,370	128	4,498

FINANCIAL CHARGES

Financial charges of the company in 2nd Quarter of FY 2019-20 was Rs.35.54 Crore as compared to last year same period of Rs. 30.48 Crore (Financial charges in terms of percentage has reduced to 2.89% from 3.06% of Net sales).

Financial charges of the company in 1st half of FY 2019-20 was Rs.68.50 Crore as compared to last year same period of Rs.59.14 Crore (Financial charges in terms of percentage has reduced to 2.96% from 3.14% of Net sales).

For KEI INDUSTRIES LIMITED

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ANIL GUPTA
(ANIL GUPTA) Chairman-cum-Managing Director
Chairman-cum-Managing Director

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