



KEI

Wires & Cables



PROUDLY MAKING IN INDIA

SINCE 1968

#VocalForLocal

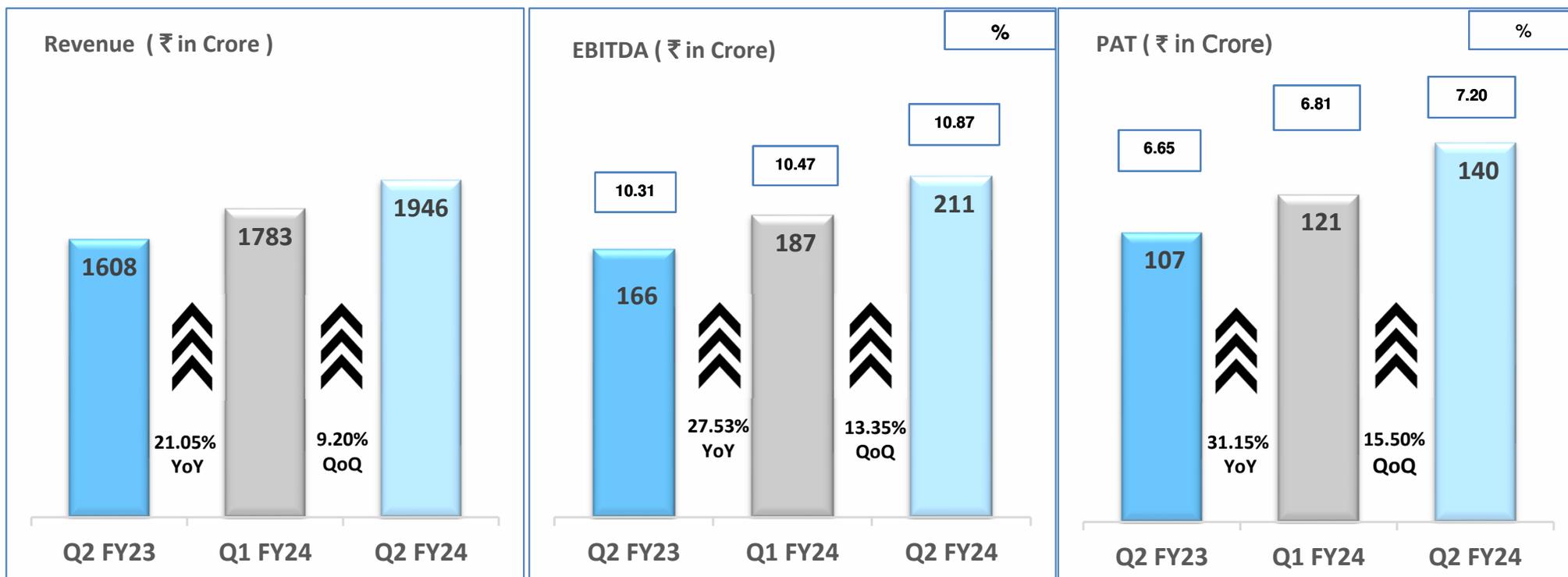
KEI Industries Limited

Q-2 FY 2024

Earnings Presentation

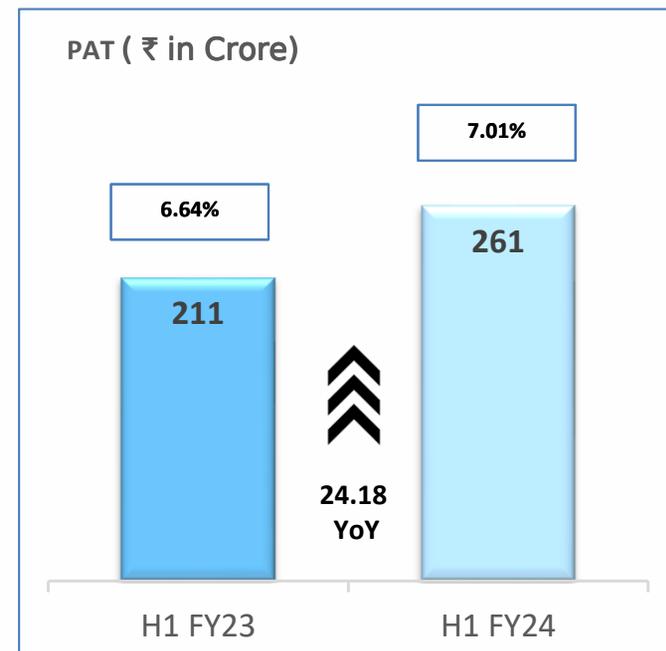
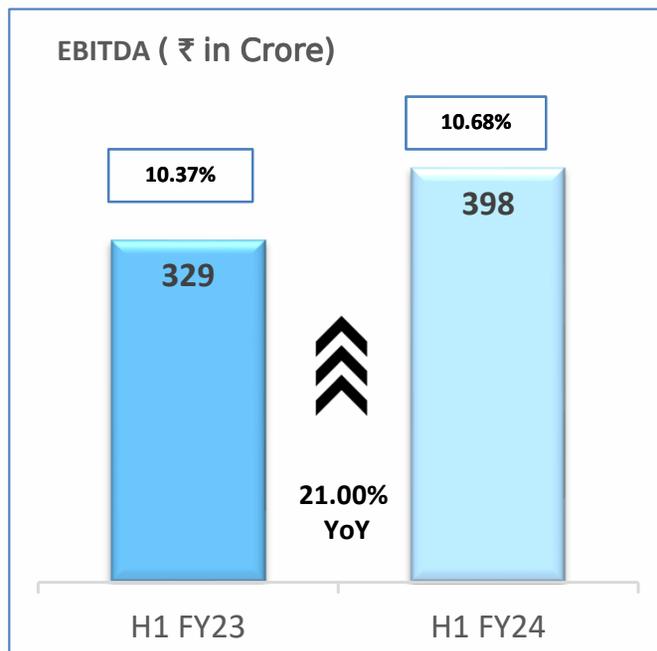
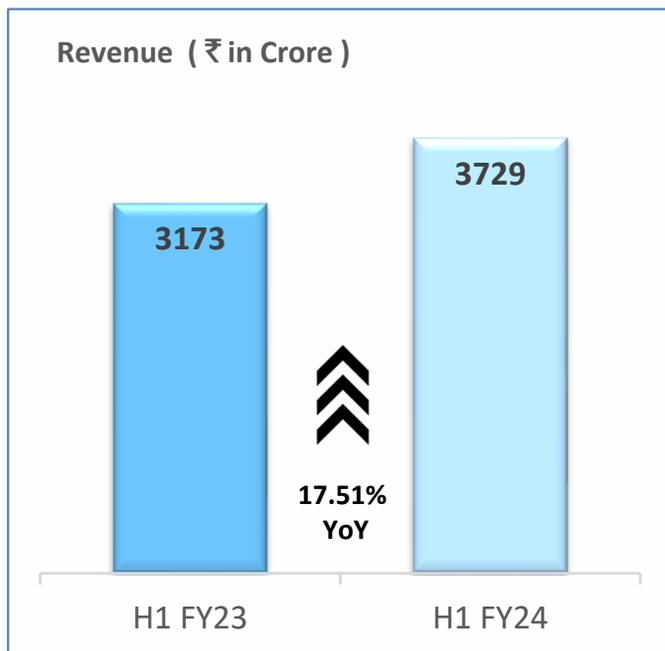
31st October, 2023

Financial Performance Q-2 FY 24 Highlights



- Revenue improved by 21.05% YoY in this quarter.
- EBITDA margin in this quarter has improved to 10.87% as against 10.31% YoY.
- PAT margin in this quarter has improved to 7.20% as against 6.65% YoY.

Financial Performance H1 FY 24 Highlights



- Revenue improved by 17.51% YoY in H1 FY 24
- EBITDA margin in H1 FY 24 has improved to 10.68% as against 10.37% YoY.
- PAT margin in H1 FY 24 has improved to 7.01% as against 6.64% YoY.

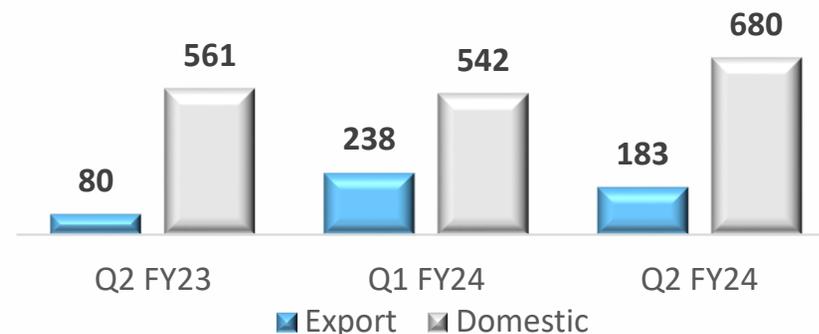
Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 511 Crore in 2nd quarter as against PY ₹ 516 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 169 crore in 2nd quarter as against PY ₹ 45 Crore.
- Total Institutional Cable Sale including export contributed 44.36% in Q-2 FY 24 against 39.83% in Q-2 FY 23.
- Total Institutional sale including export increased by approx. 34.81% YoY in Q-2 FY 24.
- Domestic Institutional Wire and cable sale is ₹ 1005 Crore in H1 as against PY ₹ 943 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 217 crore in H1 as against PY ₹ 145 Crore.
- Total Institutional Cable Sale including export contributed 44.07% in H1 FY 24 against 42.89% in H1 FY 23.
- Total Institutional sale including export increased by approx. 20.75% in H1 FY24 .

Q-2 FY 24

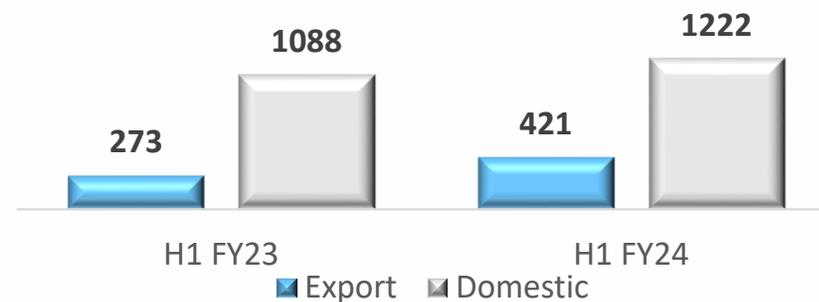
Revenue (₹ in Crore)



Particulars	Q-2 FY 23	Q-1 FY 24	Q-2 FY 24
Total Institutional Sale including export	641	780	863

H1 FY 24

Revenue (₹ in Crore)



Particulars	H1 FY 23	H1 FY 24
Total Institutional Sale including export	1361	1643

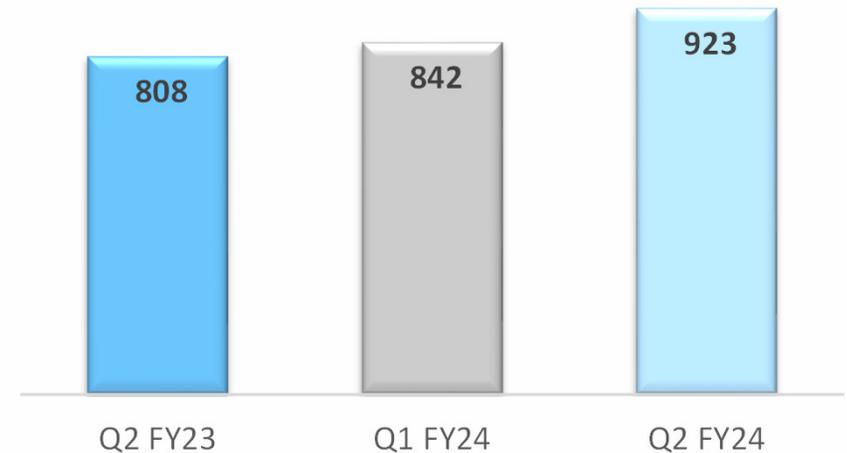
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 14.26% YoY in Q-2 FY 24.
- Sales through Dealer/ Distribution contributed approx. 47.41% of overall sale in Q-2 FY 24 and 47.32% of overall sale in H1 FY24.
- The total active working dealer of the company as on 30.09.2023 was approx. 1950 Nos.
- Sales through Dealer/ Distribution market increased by approx. 17.30% YoY in H1 FY24.

Q-2 FY 24

Revenue (₹ in Crore)

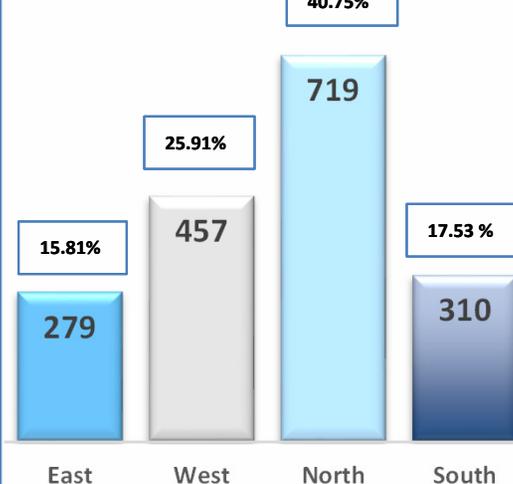


REVENUE BREAK UP OF H1 FY24 (ZONE AND TIER CITY WISE)

Revenue (₹ in Crore)

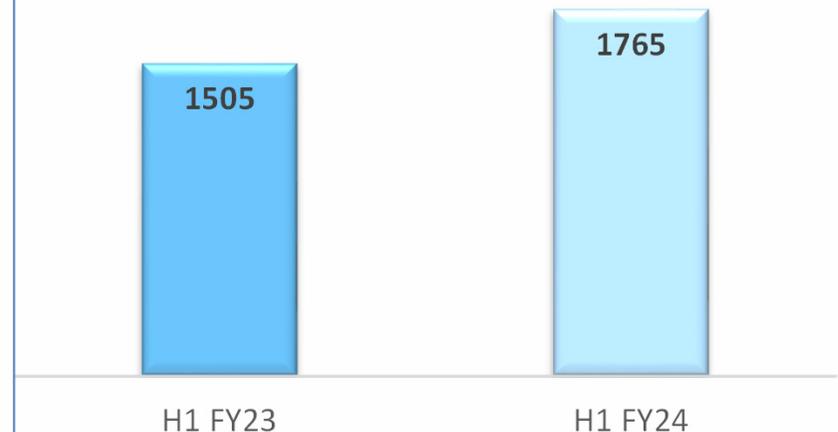


Revenue (₹ in Crore)



H1 FY 24

Revenue (₹ in Crore)



UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

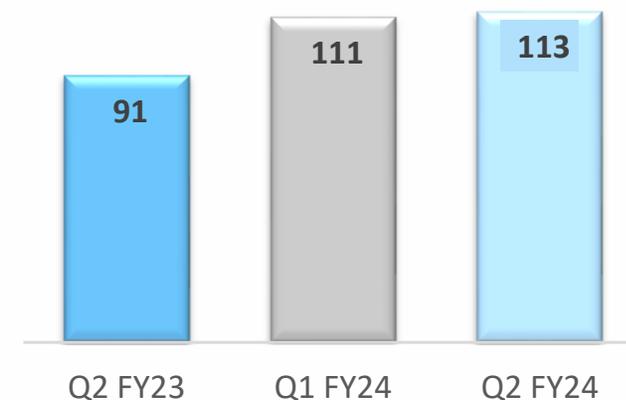
EPC Projects and SS Wire



- EPC Sale (apart from Cable) improved by approx. 24.48% YoY in Q-2 FY 24.
- During the H1 FY24 EPC contribution is 5.99%.
- Export Sale of EPC is ₹ 38 Crore in Q-2 FY 24 and ₹ 80 crore in H1 FY24.
- SS Wire sale decreased by approx. 17.32% YoY in Q-2 FY 24 and in H1 FY24 by approx. 11.59%.
- Export Sale of SS Wire is ₹ 28 Crore in Q-2 FY 24 and ₹ 55 crore in H1 FY24.

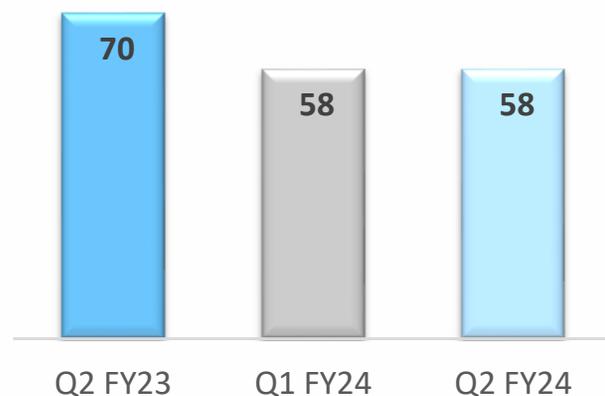
Q-2 FY 24 (EPC*)

Revenue (₹ in Crore)



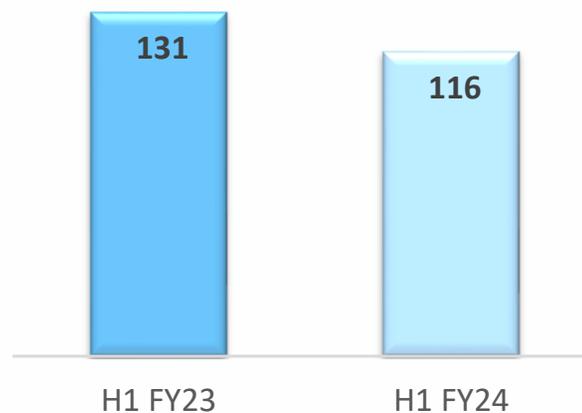
Q-2 FY 24 (SS wire)

Revenue (₹ in Crore)



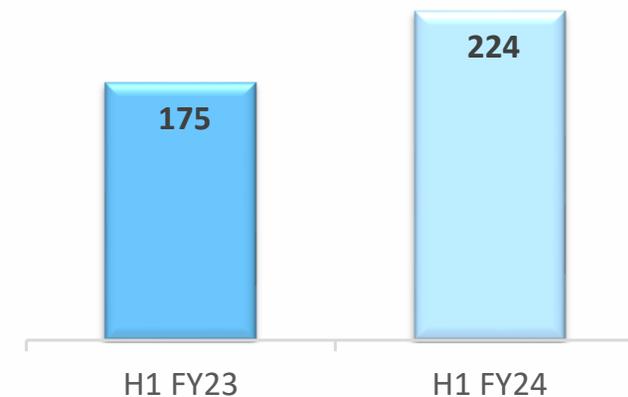
H1 FY 24 (SS wire)

Revenue (₹ in Crore)



H1 FY 24 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

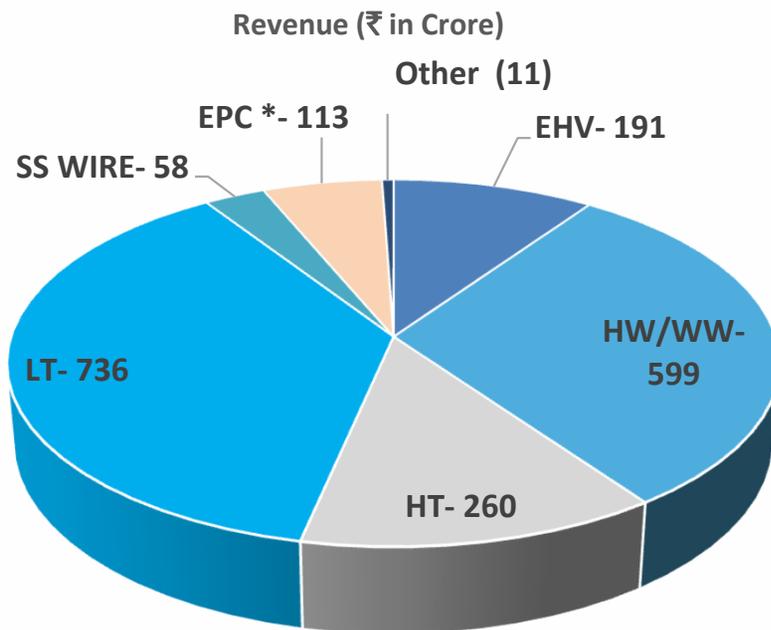
UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

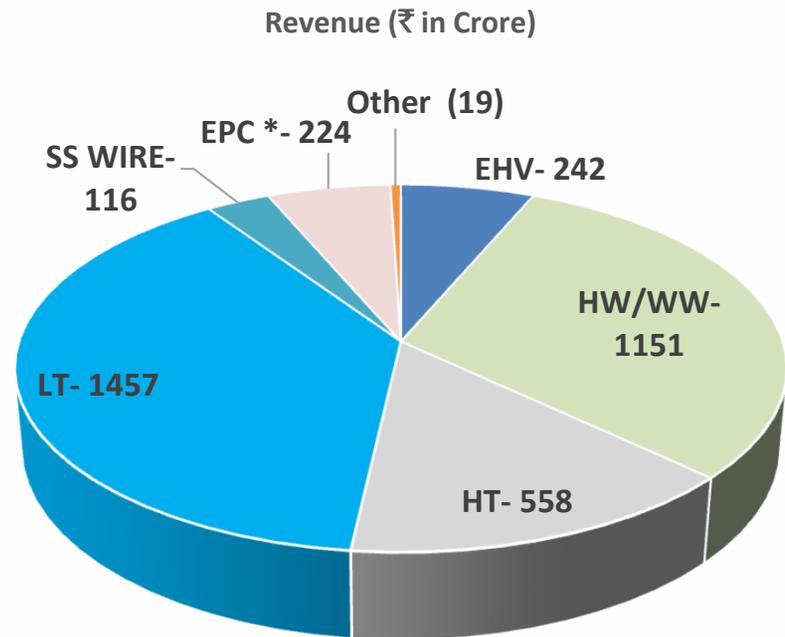
Breakup of Product and Revenue



Q2 FY 24



H1 FY 24



* EPC (Other than cable)

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,363 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q2 FY24 was ₹ 7.53 Crore as compared to last year same period of ₹ 7.62 Crore (Financial charges in terms of percentage has reduced to 0.39% from 0.47% of Net sales).

In the H1 FY 24, it was ₹ 16.47 Crore as compared to last year same period of ₹ 16.85 Crore. (Financial charges in terms of percentage has reduced to 0.44% from 0.53% of Net sales).

DEBT : Debt (including CF and acceptance):-

₹ in Crore

Particulars	30.09.22	31.03.22	31.03.23	30.09.23
Debt (TL+WC)	46	225	-	23
Channel Finance	113	106	135	136
Gross Debt	159	331	135	159
Cash & Bank Balances	417	360	537	449
Net Debt	(258)	(29)	(402)	(290)
Acceptances	149	299	219	289
Total Debt / (Cash)	(109)	270	(183)	(1)

Balance Sheet (Standalone)



₹ in Crore

ASSETS	H1 FY 24*	FY 23	EQUITY AND LIABILITIES	H1 FY 24*	FY 23
Non-Current Assets			Equity		
Fixed Assets	766.19	581.88	Equity Share Capital	18.05	18.04
Other Non Current Assets	41.85	26.94	Other Equity	2,840.12	2,570.97
Total Non Current Assets	808.04	608.82	Total Equity	2,858.17	2,589.01
			Non-Current Liabilities		
			Borrowings	-	-
			Other Non Current Liabilities	71.74	63.61
			Total Non Current Liabilities	71.74	63.61
Current Assets			Current Liabilities		
Inventories	1,345.66	1,102.29	Short Term Borrowings	159.37	135.26
Trade Receivables	1,284.12	1,387.79	Trade Payables	766.92	748.12
Cash and Bank Balances	449.95	537.16	Others - Current Liabilities	241.56	234.14
Other Current Assets	209.99	134.08	Total Current Liabilities	1,167.85	1,117.52
Total Current Assets	3,289.72	3,161.32	Total Equity and Liabilities	4,097.76	3,770.14
Total Assets	4,097.76	3,770.14			

* H-1 FY 23 - UNAUDITED

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables

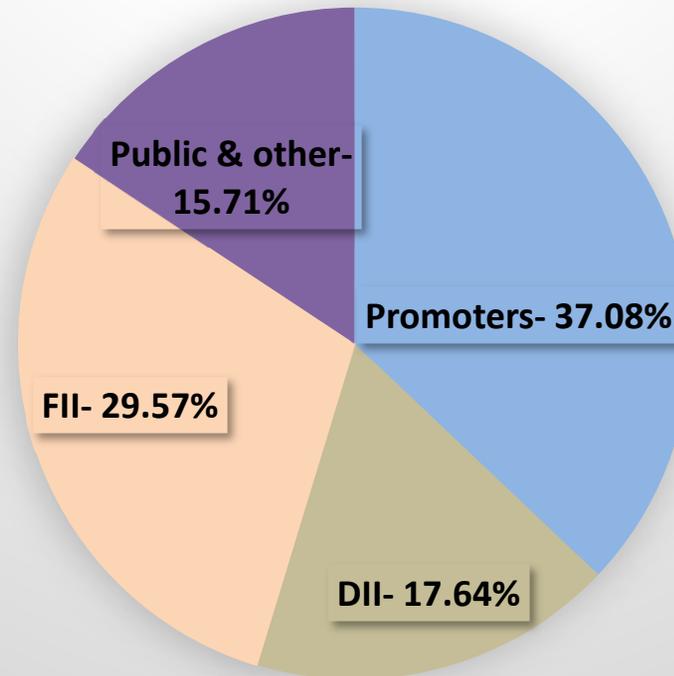
Consolidated Financial Highlights



- During the Q2 FY 24 Net Sales was ₹ 1946.58 Crore, against same quarter in previous year of ₹ 1608.07 Crore.
- EBIDTA during this Quarter was ₹ 211.52 Crore against same quarter in the previous year of ₹ 165.83 Crore.
- Further, PAT during this Quarter was ₹ 140.21 Crore against same quarter in the previous year of ₹ 106.88 Crore. PAT/Net Sale was 7.20% during the quarter as against 6.65% during last year same period.
- During H1 FY 24, Net Sales was ₹ 3729.15 Crore, against same period in previous year of ₹ 3173.48 Crore.
- EBIDTA during H1 FY 24 was ₹ 398.11 Crore against same period in the previous year of ₹ 328.99 Crore.
- Further, PAT during H1 FY 24, was ₹ 261.60 Crore against same period in the previous year of ₹ 210.64 Crore. PAT/Net Sale was 7.01% as against 6.64% during last year same period.



Shareholding Pattern as on 30.09.2023



Cautionary Statement: The statement in this earning presentation, except historical figures, describing the Company's projections, estimates, expectations are forward-looking statements within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates; changes in the Government regulations, tax, corporate and other laws and other related factors.



THANK YOU

CIN: L74899DL1992PLC051527

Contact us For investor relations: cs@kei-ind.com

Website: www.kei-ind.com

UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

KEI
Wires & Cables