



KEC International Limited

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CIN No.L45200MH2005PLC152061 • Web.: www.kecrpg.com

August 02, 2017

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

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai - 400 001

Script Code: 532714

Symbol: KEC

Dear Sir/Madam,

Sub: Disclosure required under Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosures Requirement) Regulations, 2015 ("Listing Regulations")

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the Listing Regulations, we enclose herewith the presentation on financial results of the Company for the quarter ended on June 30, 2017 to be made to the institutional Investors/ Analysts today.

The above is for your information and records.

Thanking you,
Yours sincerely,

For KEC International Limited

Ch. V. Jagannadha Rao
Vice President - Legal & Company Secretary



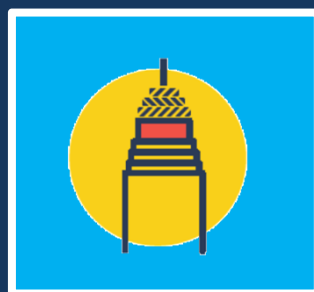
Encl: as above

KEC International Limited

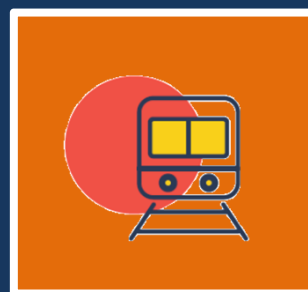
Investor Presentation- Q1 FY 18



Power T & D



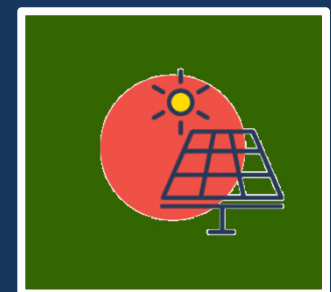
Cables



Railways



Civil



Solar

Disclaimer

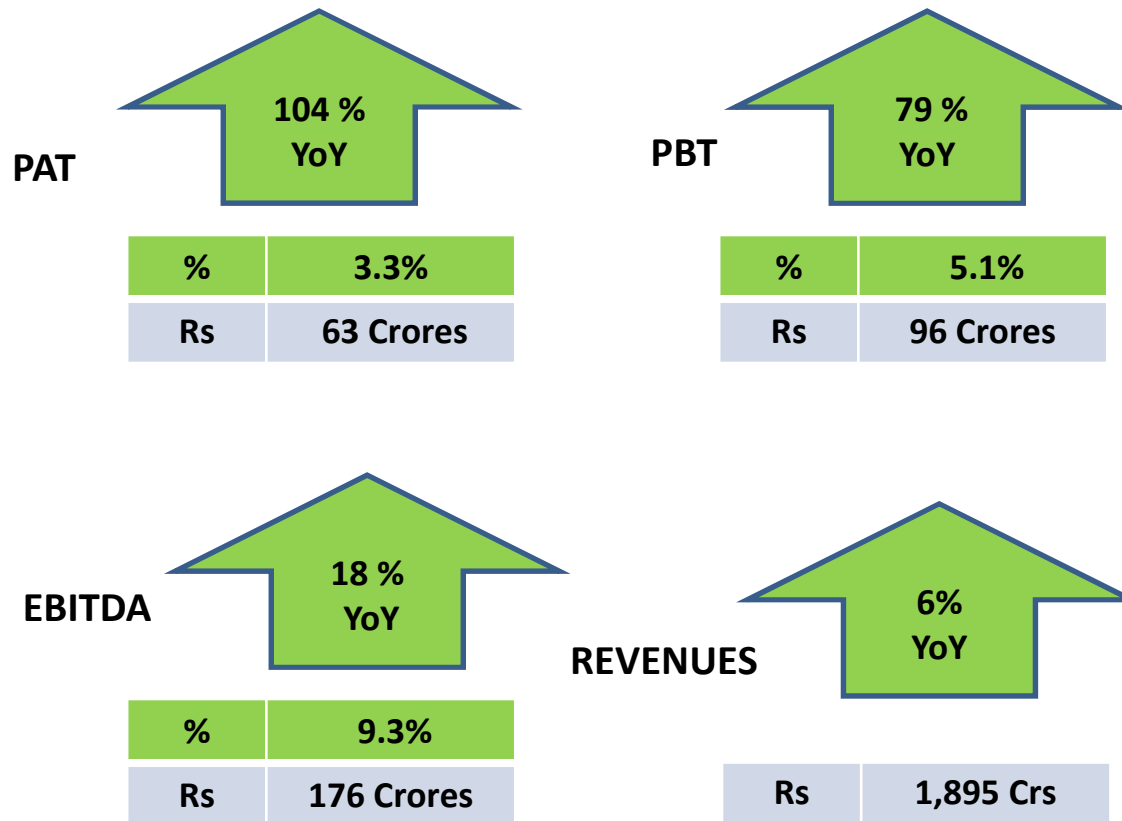
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PERFORMANCE HIGHLIGHTS

Q1 FY18 v/s Q1 FY17



Profit & Loss Snapshot (Consolidated)

(Rs crores)

<i>(All figs. In Rs Crs)</i>	Quarter		
	Q1 FY 18	Q1 FY 17	% growth
Particulars			
Gross Sales	1,895	1,785	6%
EBITDA	176	150	18%
<i>EBITDA Margins</i>	9.3%	8.4%	
(+) Other Income	10	5	
(-) Depreciation	27	29	
(-) Interest	63	72	(12%)
<i>Interest (% to sales)</i>	3.3%	4.0%	
PBT	96	54	79%
<i>PBT Margins</i>	5.1%	3.0%	
Tax	33	23	
<i>Tax Rate %</i>	34.3%	42.2%	
PAT	63	31	104%
<i>PAT Margins</i>	3.3%	1.7%	

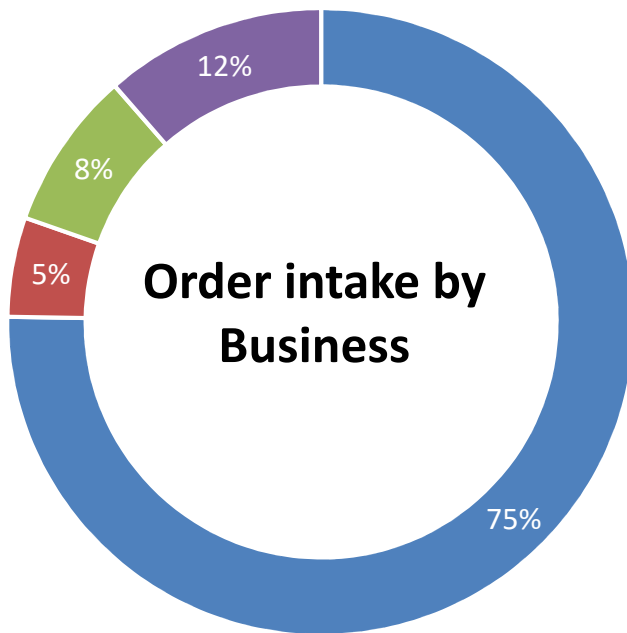
Business Verticals	Q1 FY18	Q1 FY17	Growth (Y-o-Y)
Transmission & Distribution:	1,485	1,440	3%
- T&D (Domestic & International)	1,334	1,185	13%
- SAE	151	255	(41)%
Infrastructure:			
- Railways	158	69	129%
- Civil / Water	15	18	(18)%
Cables:	220	245	(10)%
Solar:	21	14	51%
Inter SBU	(4)	(1)	
Total Net Sales	1,895	1,785	6%

- Strong order inflows from TBCB and SEBs
- SAE - EPC gaining momentum in Brazilian markets
- Railway business continues on growth trajectory.; Customer portfolio being widened to include PGCIL, IRCON and RITES
- Cables: Focusing on growth in the EHV segment

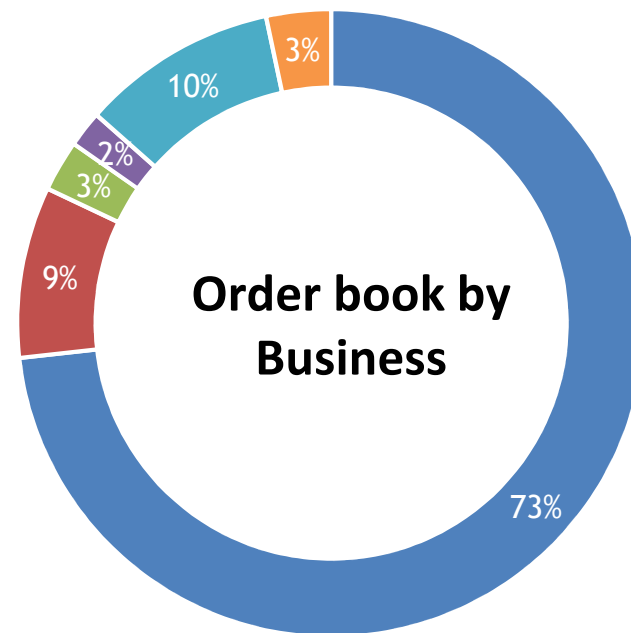
Business-wise Breakup – Q1 FY18

Order Intake Q1 FY18: Rs 2,790 crs

Order Book as on 30th June Rs 13,532 crs



■ T&D (excl. SAE) ■ SAE ■ Civil ■ Cables

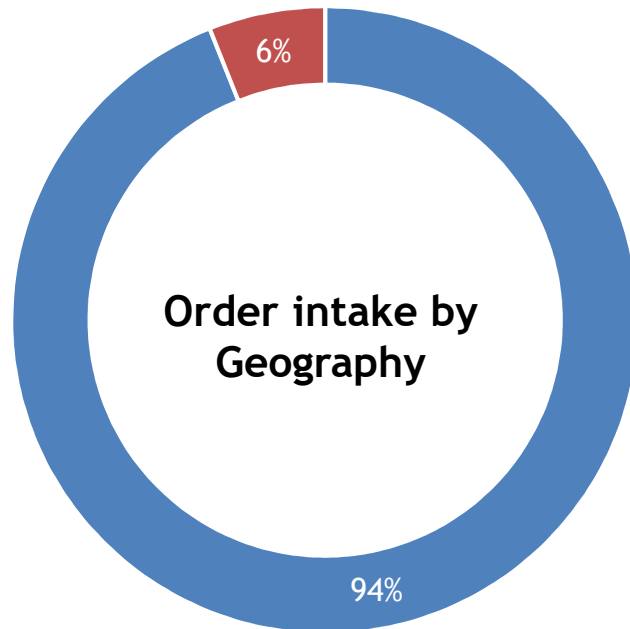


■ T&D (excl. SAE) ■ SAE ■ Civil ■ Cables ■ Railways ■ Solar

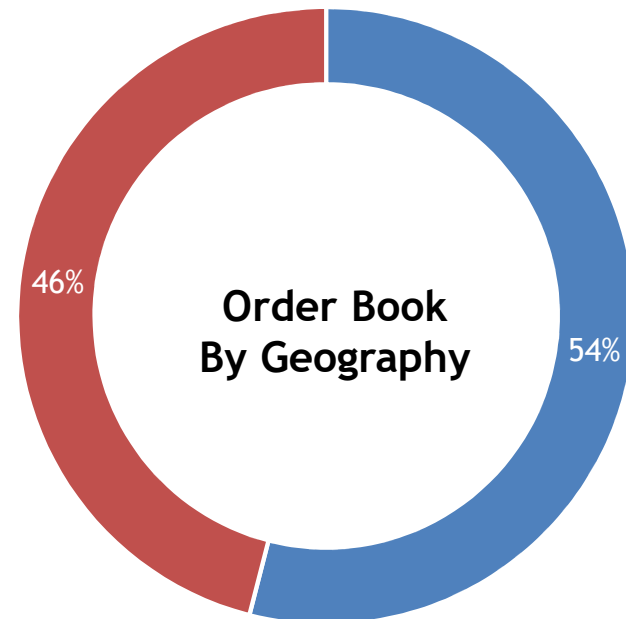
Geography-wise Breakup – Q1 FY18

Order Intake Q1 FY18 : Rs 2,790 crs

Order Book as on 30th June: Rs 13,532 crs



■ Domestic ■ International



■ Domestic ■ International

L1 Position as on date~ Rs 4,500 Crs

Debt and Receivables details

Debt details

Particulars	As on		
	30.06.2017	30.06.2016	31.03.2017
Net Debt (Rs cr)*	2,212	3,109	1,932
Acceptances (Rs cr)	969	976	969
Total (Rs cr):	3,181	4,085	2,901

* Net debt includes net long term borrowings for the company's BOT project (~Rs 146 Crs on 30.6.2017 & 31.3.2017 each); (Rs 112 Crs on 30.6.2016)

Accounts receivable details:

Particulars	As on		
	30.06.2017	30.06.2016	31.03.2017
Gross Receivables (Rs cr)*	5,587	5,788	5,546
Gross Receivable (days)#	230	246	231

* Gross receivables includes accounting long term receivables of the company's BOT project as per Ind AS provisions (Rs 182 Crs on 30.6.2017 & Rs 165 Crs on 31.3.2017)

The no. of receivable days excluding BOT project is 223 days and 229 days as on 30.6.2017 and 31.3.2017 respectively; Receivables of BOT project were insignificant as on 30.6.2016



Thank You

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