



KEI Industries Limited

Regd. Office & works: D-90, Okhla Industrial Area, Phase – I New Delhi – 110020 Tel.: +91-11-26818840, 26818642, 26815558, 26815559. Fax: +91-11-26811959, 26817225. Email: keiind@vsnl.com Website: www.kei-ind.com

**KEI/BSE/2013-14**  
**The Manager,**  
**BSE Limited**  
**Listing Division,**  
**Phiroze Jeejeebhoy Towers,**  
**Dalal Street, Mumbai- 400 001**

**Date: 22.05.2013**

**Sub: Outcome of Board Meeting / Announcements**

**Dear Sir / Madam,**

This is to inform you that the Board of Directors of the Company at their meeting held on Wednesday, the 22<sup>nd</sup> day of May 2013 at 04.00 P.M. at the Registered Office of the Company, at D-90, Okhla Industrial Area Phase-I, New Delhi- 110 020, has decided and approved inter-alia, the following:

1. Approved the Audited Financial Statements for the Financial Year ended 31<sup>st</sup> March, 2013.
2. Recommended dividend of Re. 0.20 per share (i.e. @10%) on the equity shares of face value of ₹ 2/-, for the year ended 31<sup>st</sup> March, 2013, subject to approval of the shareholders in the ensuing Annual General Meeting. The dividend, if declared at the Annual General Meeting will be paid on or after June 21, 2013.
3. Approved the proposal to Issue Equity shares and Warrants on Preferential basis to the Promoter(s) / Promoters Group in accordance with SEBI (ICDR) Regulations, 2009.
4. Fixed the date of Annual General Meeting as Friday, the 21<sup>st</sup> day of June, 2013 at 10.30 A.M. at Sri Sathya Sai International Centre, Pragati Vihar Institutional Area, Lodhi Road, New Delhi-110 003.
5. Approved Director's Report, Management Discussion & Analysis Report, Report on Corporate Governance and annexure to Director's Report.
6. Fixed Book Closure date from June 15, 2013 to June 21, 2013 (both days inclusive) in connection with AGM & Dividend payment for Financial Year 2012-13, pursuant to Clause 16 of the Listing Agreement.

This is for your information and record.

Thanking you,

Yours truly,

**For KEI INDUSTRIES LIMITED**

**For KEI INDUSTRIES LTD.**

**CHAIRMAN-CUM-MANAGING DIRECTOR**

**(ANIL GUPTA)**

**Chairman-cum-Managing Director**

**CC: NSE & CSE**

**Works-II** : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel : 01493-220106, 221731 Fax : 01493-221732.  
**Works-III** : Silvassa : 99/2/7, Madhuban Industrial Estate, Rakholi, Silvassa UT of D & N.H-396240. Tel/Fax : 0091-260-2644404, 2630944, 2645896  
**Branch** : Chennai : 27/F-1, first floor, Chakrapani Street, West Mambalam, Chennai-600 033 Tel : 044-24803363 Fax : 044-24803404.  
**Offices** : Mumbai : 101/102, Vastu Ship, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277  
: Kolkata : P-47 & 48, Nilachal Complex Phase-II, Narendra Pur (Opp. Mandir Gate) Kolkata-700 013 Telfax : 033-24773299



# KEI INDUSTRIES LIMITED

D-90 OKHLA INDUSTRIAL AREA PHASE I NEW DELHI-110 020  
Phone: 91-11-26818840/26818642 Fax: 91-11-26811959/26817225 Web: www.kei-ind.com  
STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE  
YEAR ENDED 31ST MARCH, 2013



| Particulars                                                                                              | Unaudited Results for    |                          |                          | Audited Results for   |                       |
|----------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|-----------------------|-----------------------|
|                                                                                                          | Quarter ended 31-03-2013 | Quarter ended 31-12-2012 | Quarter ended 31-03-2012 | Year ended 31-03-2013 | Year ended 31-03-2012 |
| <b>1 Income from operations</b>                                                                          |                          |                          |                          |                       |                       |
| (a) Net Sales/Income From Operations (Net of excise duty)                                                | 45,121.03                | 36,373.59                | 53,158.85                | 163,978.53            | 169,954.25            |
| (b) Other Operating Income                                                                               | 444.50                   | 528.23                   | 517.79                   | 1,858.72              | 2,278.07              |
| <b>Total income from operations (net)</b>                                                                | <b>45,565.53</b>         | <b>36,901.82</b>         | <b>53,676.64</b>         | <b>165,835.25</b>     | <b>172,230.32</b>     |
| <b>2 Expenses</b>                                                                                        |                          |                          |                          |                       |                       |
| (a) Cost of materials consumed                                                                           | 32,806.34                | 27,253.36                | 36,493.09                | 124,612.78            | 131,492.19            |
| (b) Purchases of stock-in-trade                                                                          | 71.73                    | 54.30                    | 368.97                   | 596.80                | 1,016.67              |
| (c) Changes in inventory of finished goods, work-in-progress, stock in trade and scrap                   | 1,769.20                 | (714.37)                 | 1,598.58                 | (4,339.01)            | (642.86)              |
| (d) Employee benefits expense                                                                            | 1,271.61                 | 1,129.96                 | 1,084.17                 | 4,614.41              | 3,705.18              |
| (e) Depreciation and amortisation expense                                                                | 510.87                   | 509.91                   | 512.40                   | 2,044.48              | 1,854.49              |
| (f) Other Expenses                                                                                       | 5,814.32                 | 5,037.76                 | 7,292.71                 | 23,296.33             | 21,851.18             |
| <b>Total expenses</b>                                                                                    | <b>42,044.87</b>         | <b>33,270.92</b>         | <b>49,369.90</b>         | <b>160,827.77</b>     | <b>169,178.85</b>     |
| <b>3 Profit / (Loss) from operations before other income, finance costs and exceptional items(1-2)</b>   | <b>3,521.46</b>          | <b>3,630.90</b>          | <b>4,386.74</b>          | <b>15,007.48</b>      | <b>13,053.47</b>      |
| <b>4 Other income</b>                                                                                    | <b>187.21</b>            | <b>(2.78)</b>            | <b>78.52</b>             | <b>235.50</b>         | <b>162.48</b>         |
| <b>5 Profit / (Loss) from ordinary activities before finance costs and exceptional items (3+4)</b>       | <b>3,708.67</b>          | <b>3,628.12</b>          | <b>4,386.26</b>          | <b>15,242.98</b>      | <b>13,215.95</b>      |
| <b>6 Finance Costs</b>                                                                                   | <b>2,665.49</b>          | <b>2,588.91</b>          | <b>2,812.36</b>          | <b>10,935.37</b>      | <b>9,816.23</b>       |
| <b>7 Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5-6)</b> | <b>1,043.18</b>          | <b>1,039.21</b>          | <b>1,572.90</b>          | <b>4,307.61</b>       | <b>3,399.72</b>       |
| <b>8 Exceptional items</b>                                                                               | -----                    | -----                    | -----                    | -----                 | -----                 |
| <b>9 Profit / (Loss) from ordinary activities before tax (7+8)</b>                                       | <b>1,043.18</b>          | <b>1,039.21</b>          | <b>1,572.90</b>          | <b>4,307.61</b>       | <b>3,399.72</b>       |
| <b>10 Tax expense</b>                                                                                    | <b>420.26</b>            | <b>457.50</b>            | <b>510.96</b>            | <b>1,673.91</b>       | <b>1,166.84</b>       |
| <b>11 Net Profit / (Loss) from ordinary activities after tax (9-10)</b>                                  | <b>622.92</b>            | <b>581.71</b>            | <b>1,061.94</b>          | <b>2,633.70</b>       | <b>2,432.88</b>       |
| <b>12 Extraordinary items (net of tax expense)</b>                                                       | -----                    | -----                    | -----                    | -----                 | -----                 |
| <b>13 Net Profit / (Loss) for the period (11+12)</b>                                                     | <b>622.92</b>            | <b>581.71</b>            | <b>1,061.94</b>          | <b>2,633.70</b>       | <b>2,432.88</b>       |
| <b>14 Paid-Up Equity Share Capital (Face Value of ₹ 2/- each)</b>                                        | <b>1404.75</b>           | <b>1404.75</b>           | <b>1,338.75</b>          | <b>1404.75</b>        | <b>1,338.75</b>       |
| <b>15 Reserves excluding Revaluation Reserves as per audited accounts</b>                                | -----                    | -----                    | -----                    | <b>24,152.22</b>      | <b>21,267.10</b>      |
| <b>16 Earning Per Share before / after extraordinary items (of ₹ 2/- each) (not annualised):</b>         |                          |                          |                          |                       |                       |
| a) Basic                                                                                                 | 0.89                     | 0.83                     | 1.59                     | 3.84                  | 3.63                  |
| b) Diluted                                                                                               | 0.89                     | 0.83                     | 1.59                     | 3.84                  | 3.63                  |

## PART II: SELECT INFORMATION FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2013

|                                                                                              |                                  |          |          |          |          |
|----------------------------------------------------------------------------------------------|----------------------------------|----------|----------|----------|----------|
| <b>A PARTICULARS OF SHAREHOLDING</b>                                                         |                                  |          |          |          |          |
| <b>1 Public shareholding</b>                                                                 |                                  |          |          |          |          |
| - Number of shares                                                                           | 39088972                         | 39088972 | 39088972 | 39088972 | 39088972 |
| - Percentage of shareholding                                                                 | 55.85%                           | 55.85%   | 58.40%   | 55.85%   | 58.40%   |
| <b>2 Promoters and Promoter Group Shareholding</b>                                           |                                  |          |          |          |          |
| a) Pledged / Encumbered                                                                      |                                  |          |          |          |          |
| - Number of shares                                                                           | NII                              | NII      | NII      | NII      | NII      |
| - Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group) | NII                              | NII      | NII      | NII      | NII      |
| - Percentage of shares (as a % of the total share capital of the company)                    | NII                              | NII      | NII      | NII      | NII      |
| b) Non - encumbered                                                                          |                                  |          |          |          |          |
| - Number of shares                                                                           | 31148466                         | 31148466 | 27848466 | 31148466 | 27848466 |
| - Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group) | 100%                             | 100%     | 100%     | 100%     | 100%     |
| - Percentage of shares (as a % of the total share capital of the company)                    | 44.35%                           | 44.35%   | 41.60%   | 44.35%   | 41.60%   |
| <b>Particulars</b>                                                                           | <b>3 months ended 31-03-2013</b> |          |          |          |          |
| <b>B INVESTOR COMPLAINTS</b>                                                                 |                                  |          |          |          |          |
| Pending at the beginning of the quarter                                                      |                                  |          | NIL      |          |          |
| Received during the quarter                                                                  |                                  |          | 2        |          |          |
| Disposed off during the quarter                                                              |                                  |          | 2        |          |          |
| Remaining unresolved at the end of the quarter                                               |                                  |          | NIL      |          |          |

## Segment-wise Revenue, Results and Capital Employed

|                                                                                       |                  |                  |                  |                   |                   |
|---------------------------------------------------------------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| <b>1. Segment Revenue ( net sales / income from Operations )</b>                      |                  |                  |                  |                   |                   |
| a) Segment - Cables                                                                   | 40,093.16        | 32,543.66        | 49,466.36        | 143,390.16        | 154,831.14        |
| b) Segment - Stainless Steel Wire                                                     | 2,192.59         | 1,906.02         | 2,105.87         | 7,662.88          | 8,514.67          |
| c) Segment - Turnkey Projects                                                         | 3,399.49         | 2,451.92         | 2,104.59         | 14,692.92         | 8,084.51          |
| d) Unallocated Segment                                                                | (26.97)          | -----            | -----            | (26.97)           | -----             |
| <b>Total</b>                                                                          | <b>45,658.27</b> | <b>36,901.82</b> | <b>53,676.64</b> | <b>165,927.99</b> | <b>172,230.32</b> |
| Less: Inter segment revenue                                                           | -----            | -----            | -----            | -----             | -----             |
| <b>Net Sales / income from operations</b>                                             | <b>45,658.27</b> | <b>36,901.82</b> | <b>53,676.64</b> | <b>165,927.99</b> | <b>172,230.32</b> |
| <b>2. Segment Results (Profit) (+)/ Loss (-) before tax and interest from segment</b> |                  |                  |                  |                   |                   |
| a) Segment - Cables                                                                   | 4,575.66         | 4,169.61         | 4,952.03         | 17,715.34         | 17,124.34         |
| b) Segment - Stainless Steel Wire                                                     | 12.72            | 147.70           | 58.15            | 141.04            | 384.47            |
| c) Segment - Turnkey Projects                                                         | 124.60           | 435.37           | 380.84           | 1,748.59          | (318.04)          |
| <b>Total</b>                                                                          | <b>4,712.98</b>  | <b>4,752.68</b>  | <b>5,391.02</b>  | <b>19,604.97</b>  | <b>17,190.77</b>  |
| Less: i) Interest                                                                     | 2,665.49         | 2,588.91         | 2,812.36         | 10,935.37         | 9,816.23          |
| ii) Other un- allocable expenditure net off un- allocable income                      | 1,004.31         | 1,124.58         | 1,005.76         | 4,301.99          | 3,974.82          |
| <b>Total Profit Before Tax</b>                                                        | <b>1,043.18</b>  | <b>1,039.21</b>  | <b>1,572.90</b>  | <b>4,307.61</b>   | <b>3,399.72</b>   |
| <b>3. Capital Employed ( Segment Assets - Segment Liabilities )</b>                   |                  |                  |                  |                   |                   |
| a) Segment - Cables                                                                   | 61,472.50        | 63,674.30        | 63,401.91        | 61,472.50         | 63,401.91         |
| b) Segment- Stainless Steel Wire                                                      | 1,349.12         | 1,587.36         | 2,543.87         | 1,349.12          | 2,543.87          |
| c) Segment - Turnkey Projects                                                         | 9,087.46         | 8,851.71         | 7,901.93         | 9,087.46          | 7,901.93          |
| d) Unallocated Segment                                                                | (27,426.17)      | (30,250.59)      | (31,503.04)      | (27,426.17)       | (31,503.04)       |
| <b>Total</b>                                                                          | <b>44,482.91</b> | <b>43,042.78</b> | <b>42,344.67</b> | <b>44,482.91</b>  | <b>42,344.67</b>  |

### Notes:

- The Board of Directors have recommended a dividend of ₹ 0.20/- per share (i.e. @ 10%) for the financial year ended March 31, 2013, subject to the approval of the shareholders in the ensuing Annual General Meeting (AGM).
- During the year, the Board of Directors at its meeting held on 21.09.2012 allotted 33,00,000 equity shares on Preferential basis to Promoter / Promoter group as per SEBI (ICDR) Regulations, 2009. As a result of allotment, paid up equity share capital of the Company has increased from 66937438 equity shares of ₹ 2/- each to 70237438 equity shares of ₹ 2/- each.
- The above results reviewed by the Audit Committee, have been approved and taken on record by the Board of Directors at their meeting held on May 22, 2013.
- Pursuant to changes made in AS-11 vide Companies (Accounting Standard) Amendment Rules, 2009, further amended vide Amendment Rules, 2011, during the year / quarter / period foreign exchange difference arising on long term foreign currency monetary items- Foreign Currency Term Loans has been adjusted with the cost of fixed assets and in other cases the same has been adjusted in Foreign Currency Monetary Item Translation Difference Account (FCMITDA). Exchange fluctuation on ECB has been fully transferred to FCMITDA.
- The Financial figures of last quarter i.e. quarter ended March 31, 2013 are the balancing figures between audited figures in respect of the financial year ended on March 31, 2013 and the published year to date figures upto the third quarter i.e. December 31, 2012 of the current financial year.
- The Board of Directors at its meeting held on 22.05.2013, has approved allotment of 35,00,000 equity shares and 35,00,000 Warrants on Preferential basis to Promoter / Promoter Group in accordance with SEBI (ICDR) Regulations, 2009 at a price of ₹ 14/- per share (including securities premium of ₹12/-) subject to approval of shareholders in the ensuing AGM.
- Previous year / periods figures have been regrouped / reclassified wherever necessary.

|                                            |  |                                    |                                    |
|--------------------------------------------|--|------------------------------------|------------------------------------|
| <b>Statement of Assets and Liabilities</b> |  | <b>As at Year ended 31-03-2013</b> | <b>As at Year ended 31-03-2012</b> |
| <b>A EQUITY AND LIABILITIES</b>            |  |                                    |                                    |
| <b>1 Shareholders' fund</b>                |  |                                    |                                    |
| (a) Share Capital                          |  | 1,404.75                           | 1,338.75                           |
| (b) Reserves and surplus                   |  | 24,152.22                          | 21,267.10                          |
| <b>Sub-total - Shareholders' fund</b>      |  | <b>25,556.97</b>                   | <b>22,605.85</b>                   |
| <b>2 Non-Current liabilities</b>           |  |                                    |                                    |
| (a) Long-term borrowings                   |  | 10,344.37                          | 12,857.02                          |
| (b) Deferred tax liabilities (net)         |  | 1,058.38                           | 233.52                             |
| (c) Other long-term liabilities            |  | -                                  | -                                  |
| (d) Long-term provisions                   |  | 213.92                             | 160.69                             |
| <b>Sub-total - Non-Current liabilities</b> |  | <b>11,616.67</b>                   | <b>13,251.23</b>                   |
| <b>3 Current liabilities</b>               |  |                                    |                                    |
| (a) Short-term borrowings                  |  | 28,602.61                          | 29,173.16                          |
| (b) Trade payables                         |  | 39,478.07                          | 40,925.79                          |
| (c) Other current liabilities              |  | 12,004.96                          | 12,978.04                          |
| (d) short-term provisions                  |  | 457.90                             | 457.47                             |
| <b>Sub-total - Current liabilities</b>     |  | <b>80,543.54</b>                   | <b>83,534.46</b>                   |
| <b>TOTAL EQUITY AND LIABILITIES</b>        |  | <b>117,716.18</b>                  | <b>119,391.54</b>                  |
| <b>B ASSETS</b>                            |  |                                    |                                    |
| <b>1 Non-Current Assets</b>                |  |                                    |                                    |
| (a) Fixed Assets                           |  | 31,148.80                          | 31,631.20                          |
| (b) Non-Current investments                |  | 308.17                             | 308.17                             |
| (c) Long-term loans and advances           |  | 527.34                             | 342.09                             |
| (d) Other non-current assets               |  | -                                  | 20.74                              |
| <b>Sub-total - Non-Current Assets</b>      |  | <b>31,982.31</b>                   | <b>32,602.20</b>                   |
| <b>2 Current Assets</b>                    |  |                                    |                                    |
| (a) Inventories                            |  | 35,615.51                          | 29,224.34                          |
| (b) Trade Receivables                      |  | 42,121.63                          | 48,259.95                          |
| (c) Cash and cash equivalents              |  | 1,562.21                           | 438.68                             |
| (d) Short-term loans and advances          |  | 4,550.49                           | 5,232.24                           |
| (e) Other current assets                   |  | 1,682.83                           | 3,735.93                           |
| <b>Sub-total - Current Assets</b>          |  | <b>85,732.87</b>                   | <b>86,899.34</b>                   |
| <b>TOTAL ASSETS</b>                        |  | <b>117,716.18</b>                  | <b>119,391.54</b>                  |

For KEI INDUSTRIES LIMITED

**Sd/-**

ANIL GUPTA

Chairman-cum-Managing Director