

KEI INDUSTRIES LIMITED

PRESS RELEASE

KEI INDUSTRIES LIMITED (KEI) at the meeting of its Board of Directors held on 21.07.2016 approved Standalone un-audited Financial results for the quarter ended June 30, 2016.

FINANCIALS

During the **1st Quarter of FY 2016-17**, Company has achieved Net Sales of Rs. 560.70 Crores, Operating Profit of Rs. 55.95 Crores (approx. 9.98%) and PAT Rs. 16.94 Crores (approx. 3.02%) against same quarter in previous year Net Sales of Rs. 518.39 Crores, Operating Profit of Rs. 54.72 Crores (approx. 10.56%) and PAT of Rs. 11.70 Crores (2.26%) in the same quarter previous year. Operating Profit in current Q1 is approx. 9.98% against 10.56% in Q1 of last year because of low sales from EHV cable segment due to current expansion / capex at Chopanki Plant and non-recognition of profit at Varanasi EPC project.

In **1st Quarter of FY 2016-17**, growth in terms of value is approx. 8.16% over the corresponding 1st Quarter of previous year. This growth is after reduction in Metal prices approx. 15%.

In **1st Quarter of FY 2016-17**, **PAT Margin** has improved from 2.26% to 3.02 % mainly due to decrease in financial Cost from Rs. 33.14 Crores in Q1 FY 2015-16 to Rs. 26.70 Crores in Q1 FY 2016-17.

In **1st Quarter of FY 2016-17**, **Export Sales** has grown to Rs.85 Crores as against last year same period export of Rs. 47 Crore i.e. growth of approx. 81%

In **1st Quarter of FY 2016-17**, **Sales through dealer/ distribution / retail channels / markets** have grown in terms of volume by approx. 10% however in value terms it is at par with Q1 FY2015-16 numbers and stood at Rs. 175 Crores as compared to Rs. 174 Crores last year during same period.

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In **1st Quarter of FY 2016-17**, company has added 91 new dealer (net) and total active working dealer of the company is approx. 1017 nos. So, growth in number of dealer / distributor is also 10% over last year.

In **1st Quarter of FY 2016-17**, revenue from **Engineering Procurement and Construction (EPC) division** was approx. Rs. 84 Crores, apart from cable sales to EPC projects, against last year same period revenue of Rs 63 Crore. So, **growth in this segment was approx. 35%.**

In **1st Quarter of FY 2016-17**, **Cable division Sales** has grown by 4.92% in value terms but volume growth is approx. 10% over corresponding 1st quarter of same period. LT & HT Cable Sales has grown in terms of value by 11.41% but EHV sales have decreased due to production suffered in 1st Quarter because of expansion going on at Chopanki Plant.

Company is hopeful to achieve 15 % growth in the financial year 2016-17.

Pending order

Pending Order as on date is approx. 2951 Crores out of which EPC Rs.1969 Crores (including EPC L1 /LOI Rs. 411 Crores), Substation Rs. 145 Crores (including L-1 order of Rs. 70 Crores) and EHV Rs.142 Crore and Cable Rs. 695 Crores out of which Export order is Rs. 190 Crore.

Capex

New EHV Cables of Cables at Chopanki Plant will be operational by October / November, 2016. Major amount of Capex has already been done till date and balance approx. Rs. 20 – 25 Crores will be done in FY 2016-17.





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Financial charges

Financial charges of the company in 1st Quarter of FY 16-17 is Rs. 26.70 Crores (4.76%) as compared to last year same period of Rs. 33.14 Crores (6.39%). In FY 2015-16, financial charges were 5.46% for whole year.

For KEI INDUSTRIES LIMITED

(RAJEEV GUPTA)
Executive Director Finance & CFO

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