



KEI Industries Limited

Regd. Office: D-90, Okhla Industrial Area, Phase – 1 New Delhi – 110020. CIN: L74899DL1992PLC051527. Tel.: +91-11-26818840, 26818642, 26815558, 26815559. Fax: +91-11-26811959, 26817225. Email: info@kei-ind.com Website: www.kei-ind.com

PRESS RELEASE

KEI INDUSTRIES LIMITED (KEI) at the meeting of its Board of Directors held on 10.05.2017 approved Standalone Audited Financial results for the quarter and financial year ended March 31, 2017 and Consolidated Audited Financial results for the financial year ended March 31, 2017.

FINANCIALS

During 4th Quarter of FY 2016-17 Net Sales is Rs. 746.06 Crore, EBIDTA Rs. 80.87 Crore which is approx. 10.84% and PAT Rs. 31.62 Crore which is approx. 4.24% against same quarter in previous year Net Sales was Rs. 636.34 Crore, EBIDTA Rs. 70.23 Crore which was approx. 11.04% and PAT Rs. 20.29 Crore which was approx. 3.19%.

During 4th quarter, growth in Net Sale is approx. 17% over corresponding last year 4th quarter.

During FY 2016-17 Net Sales is Rs. 2,669.09 Crore, EBIDTA Rs. 284.75 Crore which is approx. 10.67% and PAT Rs. 98.63 Crore which is approx. 3.70% against same period previous year Net Sales Rs.2,325.58 Crore, EBIDTA Rs. 247.61 Crore which was approx. 10.65% and PAT Rs. 62.20 Crore which was approx. 2.67%.

During FY 2016-17 growth in net Sale is approx. 15% over corresponding last year and growth in EBIDTA is 15% over same period previous year.

PAT Margin has improved from 3.19% to 4.24% during 4th Quarter of FY 2016-17.

PAT Margin has improved from 2.67% to 3.70% during the FY 2016-17.

During 4th Quarter of FY 2016-17 **Export Sales** has grown by 24%. Net Sales of Export during 4th quarter of FY 2016-17 is Rs.72 Crore against last year same period Rs. 58 Crore and during FY 2016-17 Export sales has grown by 96%. Net Sales of Export during FY 2016-17 is Rs 375 Crore against last year same period Rs. 191 Crore.

During FY 2016-17 **Dealer/ Distribution market** sales in terms of volume has grown by 15% and in term of value has grown by 13%. During FY 2016-17, Net Sales through Dealer/ Distribution channel is Rs. 813 Crore as compared to Rs. 721 Crore last year same period.

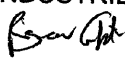
Total active working dealer of the company is approx. 1147 Nos. Growth in dealer is 24% over last year. New Addition of dealer is 61 Nos. during 4th quarter of FY 2016-17.

During FY 2016-17 **EPC division** sales is Rs. 424 Crore (excluding cables) against same period last year Rs 323 Crore. Therefore, growth is approx. 31%.

During FY 2016-17 **Cable division** Sales has grown by 12% in value terms but volume growth is approx. 15% over corresponding period of last year. LT & HT Cable Sales has grown in terms of value by 15% and house wires sales has increased by 13.50% compared to last year but EHV sales has decreased as production suffered due to expansion at Chopanki Plant which was completed in

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Works-III : Silvassa: 99/27, Madhuban Industrial Estate, Rakholi, Silvassa -396230 Dadra & Nagar Haveli Tel: 0260-2644404, 2630944 Fax: 0260-2645896
Branch : Chennai: Flat No. 10, 1st Floor, rams Apartment, New No. 68, (Old No:141), Eldams Road, Teynampet, Chennai- 600018 Tel: 044-42009120 Fax: 044-42009130.
Offices : Mumbai: Nirvan Corporate, 7th Floor, Opposite Aghadi Nagar, Pump House, Rajmata Jijabai Road, Andheri(E), Mumbai-400093 Tel: 022-28239673/28375642 Fax: 022-28258277
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For KEI INDUSTRIES LTD.


RAJEEV GUPTA
Executive Director (Finance) & CFO



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1st week of January, 2017. During FY 2017-18 Company is hopeful that EHV Sales will cross more than Rs 200 Crore.

Company is hopeful to achieve at least 15% growth in the current FY 2017-18.

Pending Order

Pending order as on date is approx. 2783 Crore out of which EPC Rs.1817 Crore, Substation Rs. 177 Crore and EHV including jointing kits and erection/commissioning Rs.229 Crore (EHV Cable is 137 Crore) and LT / HT Cables Rs. 560 Crore (out of which Export order is Rs. 128 Crore).

Financial Charges

Financial charges of the company during FY 2016-17 is Rs. 122.91 Crore as compared to last year same period of Rs. 126.97 Crore. Financial charges / costs during FY 2016-17 is 4.61% of net sales as compared to last year 5.46%.

For KEI INDUSTRIES LIMITED
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RAJEEV GUPTA

Executive Director (Finance) & CFO
(RAJEEV GUPTA)

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