



KEI INDUSTRIES LIMITED

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UNAUDITED FINANCIAL RESULTS FOR THE
QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER, 2011

Selected
BUSINESS
Superbrand
Industry Validated

| Particulars | Unaudited Results for | | Unaudited Results for | | (Rs. in Lakhs) |
|--|--------------------------|--------------------------|-------------------------------|-------------------------------|----------------------------------|
| | Quarter ended 30-09-2011 | Quarter ended 30-09-2010 | Half year ended on 30-09-2011 | Half year ended on 30-09-2010 | Audited Year ended on 31-03-2011 |
| 1.a) Net Sales / Income from Operations | 39,359.64 | 28,399.12 | 72,748.25 | 51,517.18 | 1,16,201.79 |
| b) Other Operating Income | 67.59 | 0.10 | 120.02 | 50.98 | 254.55 |
| c) Total Income | 39,427.23 | 28,399.22 | 72,868.27 | 51,568.16 | 1,16,456.34 |
| 2. Total Expenditure | | | | | |
| a) (Increase)/Decrease in stock in trade & WIP | (3,565.77) | (1,685.82) | (5,537.53) | (4,323.75) | (6,766.06) |
| b) Consumption of raw materials/Project Materials | 32,827.50 | 24,323.78 | 60,513.37 | 44,900.76 | 97,854.96 |
| c) Purchase of Traded goods | 1,095.99 | (7.09) | 1,441.41 | 13.55 | 43.06 |
| d) Employees cost | 886.84 | 666.40 | 1,702.72 | 1,308.92 | 2,753.86 |
| e) Depreciation | 483.47 | 397.25 | 944.68 | 785.76 | 1,661.00 |
| f) Other Expenditure | 4,805.39 | 3,158.57 | 8,552.52 | 5,988.89 | 13,647.56 |
| g) Total Expenditure | 36,533.42 | 26,853.09 | 67,617.17 | 48,674.13 | 1,09,194.38 |
| 3. Profit from Operations before Other Income, Interest & Exceptional Items(1-2) | 2,893.81 | 1,546.13 | 5,251.10 | 2,894.03 | 7,261.96 |
| 4. Other Income | 6.84 | 133.28 | 19.67 | 143.53 | 358.82 |
| 5. Profit before Interest & Exceptional Items (3+4) | 2,900.65 | 1,679.41 | 5,270.77 | 3,037.56 | 7,620.78 |
| 6. Interest & Finance Charges | 2,096.33 | 1,376.75 | 4,012.12 | 2,572.14 | 5,832.10 |
| 7. Profit after Interest but before Exceptional Items (5-6) | 804.32 | 302.66 | 1,258.65 | 465.42 | 1,788.68 |
| 8. Exceptional Items (net) | | | | | |
| 9. Profit (+) /Loss (-) from Ordinary Activities Before Tax (7+8) | 804.32 | 302.66 | 1,258.65 | 465.42 | 1,788.68 |
| 10. Tax Expenses | 259.58 | 60.33 | 450.48 | 92.77 | 732.86 |
| 11. Net Profit(+)/Loss (-) from Ordinary activities After Tax (9-10) | 544.74 | 242.33 | 808.17 | 372.65 | 1,055.82 |
| 12. Extraordinary items (net of tax expenses) | | | | | |
| 13. Net Profit (+) /Loss (-) for the period | 544.74 | 242.33 | 808.17 | 372.65 | 1,055.82 |
| 14. Paid-Up Equity Share Capital (Face Value of Rs. 2/- each) | 1,338.75 | 1,278.75 | 1,338.75 | 1,278.75 | 1,338.75 |
| 15. Reserves excluding Revaluation Reserves | | | | | 22,453.13 |
| 16. Earning Per Share (Rs) | | | | | |
| a) Basic | 0.81 | 0.38 | 1.21 | 0.58 | 1.64 |
| b) Diluted | 0.70 | 0.30 | 1.04 | 0.46 | 1.30 |
| 17. Public Shareholding | | | | | |
| - Number of Shares | 39088972 | 39088472 | 39088972 | 39088472 | 39088972 |
| - Percentage of Shareholding | 58.40% | 61.14% | 58.40% | 61.14% | 58.40% |
| 18. Promoters and Promoter Group Shareholding | | | | | |
| a) Pledged / Encumbered | | | | | |
| - Number of shares | Nil | Nil | Nil | Nil | Nil |
| - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | Nil | Nil | Nil | Nil | Nil |
| - Percentage of shares (as a % of the total share capital of the company) | Nil | Nil | Nil | Nil | Nil |
| b) Non - encumbered | | | | | |
| - Number of shares | 27848466 | 24848466 | 27848466 | 24848466 | 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) | 41.60% | 38.86% | 41.60% | 38.86% | 41.60% |
| Segment-wise Revenue, Results and Capital Employed | | | | | |
| 1. Segment Revenue (net sales/ income from) | | | | | |
| a) Segment - Cables | 35,812.16 | 26,357.28 | 66,025.94 | 47,603.94 | 1,07,958.85 |
| b) Segment - Stainless Steel Wire | 2,454.15 | 2,031.56 | 4,979.80 | 3,928.93 | 8,216.73 |
| c) Segment - Turnkey Projects | 1,160.92 | 10.38 | 1,862.53 | 35.29 | 280.76 |
| d) Unallocated Segment | 6.84 | 44.64 | 19.67 | 23.98 | 29.85 |
| Total | 39,434.07 | 28,443.86 | 72,887.94 | 51,592.14 | 1,16,486.19 |
| Less: Inter segment revenue | | | | | |
| Net Sales / income from operations | 39,434.07 | 28,443.86 | 72,887.94 | 51,592.14 | 1,16,486.19 |
| 2. Segment Results (Profit) (+)/ Loss (-) before tax and interest from segment | | | | | |
| a) Segment - Cables | 4,163.77 | 2,278.85 | 7,128.68 | 4,271.00 | 10,117.44 |
| b) Segment - Stainless Steel Wire | 211.16 | 54.09 | 270.97 | 130.32 | 210.62 |
| c) Segment - Turnkey Projects | 60.49 | (42.06) | 162.56 | (86.52) | -55.92 |
| Total | 4,435.42 | 2,290.88 | 7,562.21 | 4,314.80 | 10,272.14 |
| Less: i) Interest | 2,096.33 | 1,376.75 | 4,012.12 | 2,572.14 | 5,832.10 |
| ii) Other un- allocable expenditure net off un- allocable income | 1,534.77 | 611.47 | 2,291.44 | 1,277.24 | 2,651.36 |
| Total Profit Before Tax | 804.32 | 302.66 | 1,258.65 | 465.42 | 1,788.68 |
| 3. Capital Employed | | | | | |
| (Segment Assets - Segment Liabilities) | | | | | |
| a) Segment - Cables | 65,076.17 | 57,409.86 | 65,076.17 | 57,409.86 | 54,661.66 |
| b) Segment- Stainless Steel Wire | 1,617.21 | 1,500.31 | 1,617.21 | 1,500.31 | 2,766.56 |
| c) Segment - Turnkey Projects | (1,510.53) | 398.50 | (1,510.53) | 398.50 | 145.75 |
| d) Unallocated Segment | (19,133.19) | (21,701.58) | (19,133.19) | (21,701.58) | (11,644.72) |
| Total | 46,049.66 | 37,607.09 | 46,049.66 | 37,607.09 | 45,929.25 |

Notes:

- 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 October 24, 2011.
- The above results have been reviewed by the Statutory Auditors of the Company pursuant to Clause 41 of the Listing Agreement
- Pursuant to changes made in AS-11 vide Companies (Accounting Standard) Amendment Rules, 2009 & 2011, Foreign exchange difference arising on long term foreign currency monetary items - FCCBs & Foreign Currency Term Loan used for capital expenditure has been adjusted with the cost of fixed assets and in other cases has been transferred to Profit & Loss account. Exchange fluctuation on ECB has been fully transferred to Profit & Loss account. During previous periods foreign exchange difference on these items pertaining to other than capital expenditure was adjusted in FCMTDA.
- Loss on Foreign Exchange for the quarter Rs. 590.09 lacs has been included in the other expenditure.
- Tax expense for the quarter and half year include deferred tax of Rs. 100 lacs & Rs. 200 lacs respectively on estimated basis. In previous year this was not made on quarterly basis, but at year end only.
- 1% FCCB amounting to USD 16.60 Million are outstanding as on September 30, 2011. Unless these FCCB's have been previously converted, repurchased and cancelled, the company will redeem these bonds at 145.54% of the outstanding principal amount on November 30, 2011. Since, the redemption of bond is contingent upon its non-conversion into equity shares and the probability of redemption cannot presently be ascertained; the company has not provided for the proportionate premium on redemption for the quarter and half year ended September 30, 2011 Rs. 519.36 lacs and Rs. 719.43 lacs respectively. Cumulative premium on redemption up to September 30, 2011 not provided Rs. 3572.27 lacs. Premium on redemption shall be adjusted out of the Securities Premium Account.
- The number of investor complaint pending at the beginning of the quarter was Nil. During this quarter one complaint was received and resolved. No complaint is pending at the end of the quarter.
- The figure of the previous periods have been re-grouped/re-classified to conform to current periods classification.

Statement of Assets and Liabilities:

| Particulars | (Rs. in lakhs) | |
|---|----------------------|----------------------|
| | Unaudited 30-09-2011 | Unaudited 30-09-2010 |
| SHAREHOLDERS FUND: | | |
| (a) Capital | 1,338.75 | 1,278.75 |
| (b) Amount received against Warrants | ----- | 670.00 |
| (c) Reserves and Surplus | 23,261.30 | 20,865.54 |
| LOAN FUNDS | 42,834.80 | 38,483.30 |
| FOREIGN CURRENCY MONETARY ITEM TRANSLATION-DIFFERENCE ACCOUNT (FCMTDA) | | |
| | ----- | 177.27 |
| DEFERRED TAX LIABILITIES | 566.82 | 0.00 |
| TOTAL | 68,001.67 | 61,474.86 |
| FIXED ASSETS (NET) | 31,862.79 | 29,662.18 |
| INVESTMENTS | 308.17 | 260.53 |
| CURRENT ASSETS, LOANS AND ADVANCES; | | |
| (a) Inventories | 35,164.14 | 26,337.60 |
| (b) Sundry Debtors | 30,272.31 | 27,489.99 |
| (c) Cash and Bank balances | 857.96 | 345.53 |
| (d) Other current assets | 551.16 | 146.49 |
| (e) Loans and Advances | 5,891.56 | 5,762.36 |
| Less: Current Liabilities and Provisions | | |
| (a) Liabilities | 36,631.99 | 28,392.18 |
| (b) Provisions | 274.43 | 137.64 |
| TOTAL | 68,001.67 | 61,474.86 |

For KEI INDUSTRIES LIMITED

ANIL GUPTA

Chairman-cum-Managing Director

Place : New Delhi
Date : October 24, 2011