



KEI

Wires & Cables



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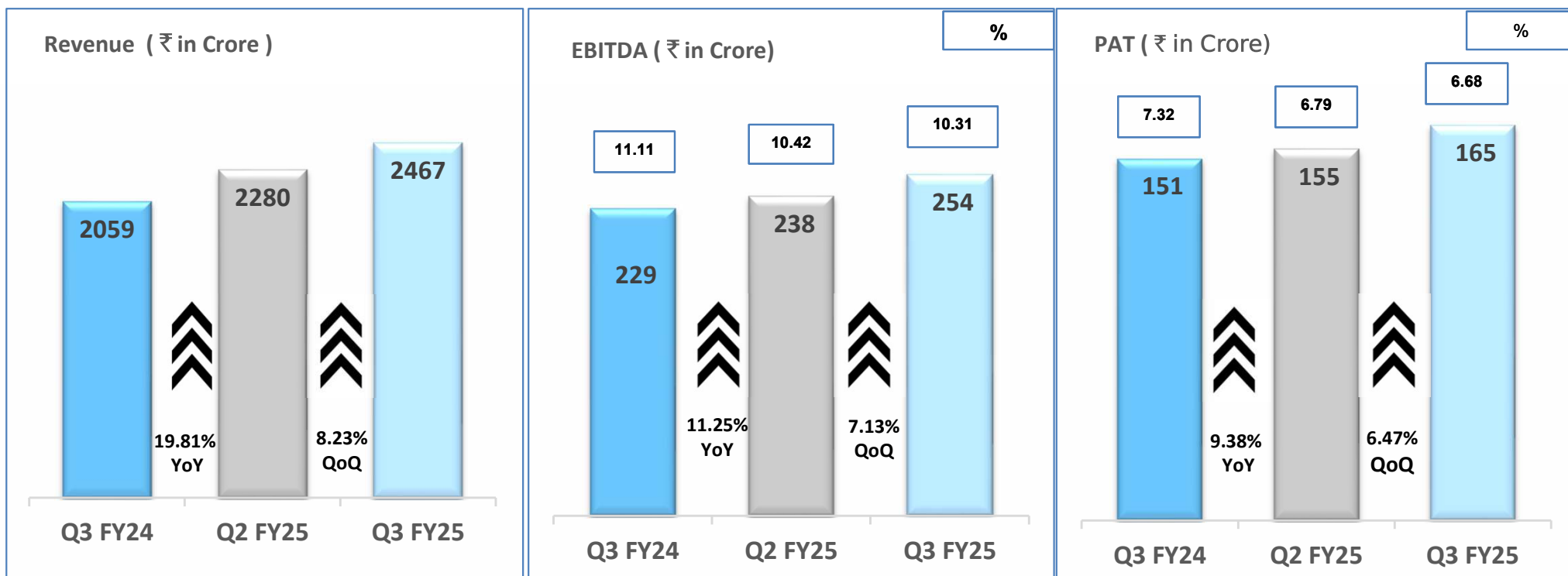
KEI Industries Limited

Q-3 FY 2025

Earnings Presentation

January 21, 2025

Financial Performance Q-3 FY 25 Highlights

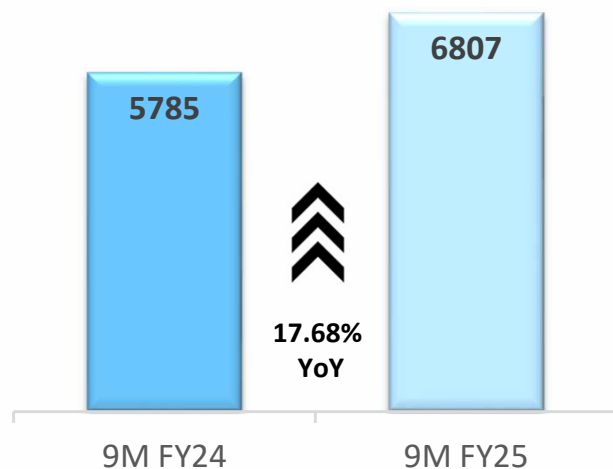


- Revenue improved by 19.81% YoY in this quarter.
- EBITDA margin in this quarter is 10.31% as against 11.11% YoY.
- PAT margin in this quarter is 6.68% as against 7.32% YoY.

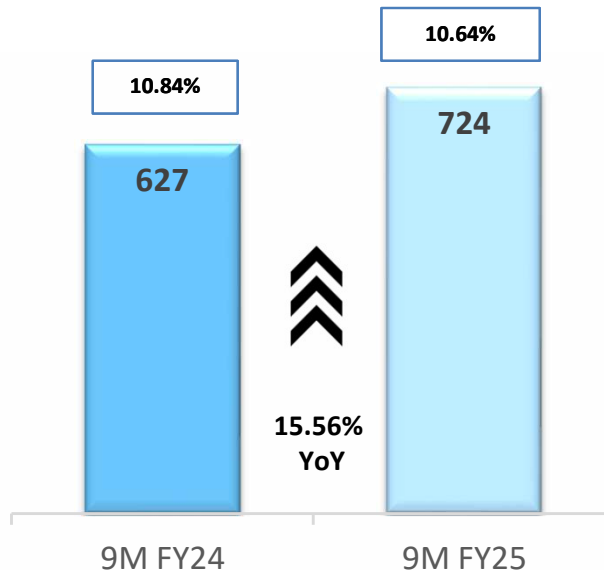
Financial Performance 9M FY 25 Highlights



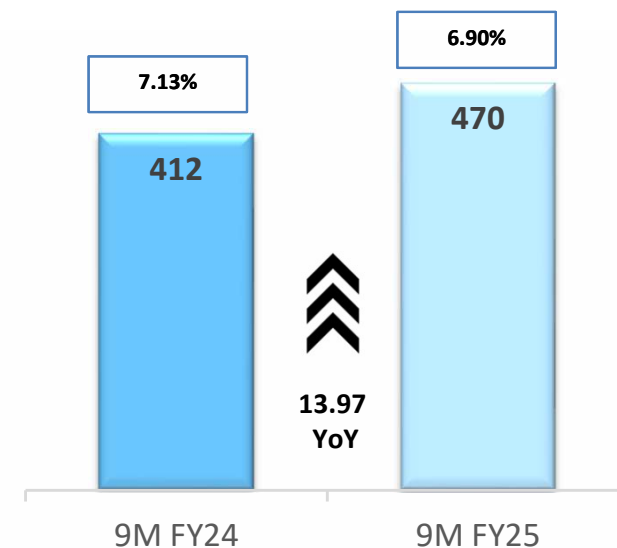
Revenue (₹ in Crore)



EBITDA (₹ in Crore)



PAT (₹ in Crore)



- Revenue improved by 17.68% YoY in 9M FY 25
- EBITDA margin in 9M FY 25 is 10.64% as against 10.84% YoY.
- PAT margin in 9M FY 25 is 6.90% as against 7.13% YoY.

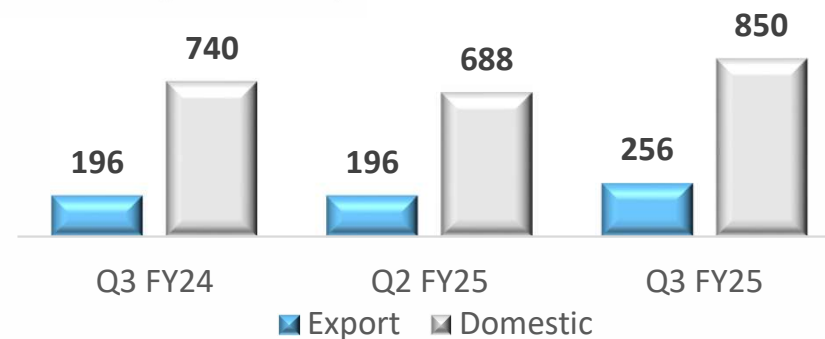
Cable and Wires – Institutional



- Domestic Institutional Wire and cable sale is ₹ 809 Crore in 3rd quarter as against PY ₹ 556 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 41 crore in 3rd quarter as against PY ₹ 184 Crore.
- Total Institutional Cable Sale including export contributed 44.82% in Q-3 FY 25 against 45.42% in Q-3 FY 24.
- Total Institutional sale including export increased by approx. 18.22% YoY in Q-3 FY 25.
- Domestic Institutional Wire and cable sale is ₹ 1998 Crore in 9M as against PY ₹ 1560 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 193 crore in 9M as against PY ₹ 402 Crore.
- Total Institutional Cable Sale including export contributed 41.03% in 9M FY 25 against 44.57% in 9M FY 24.
- Total Institutional sale including export increased by approx. 8.32% in 9M FY25 .

Q-3 FY 25

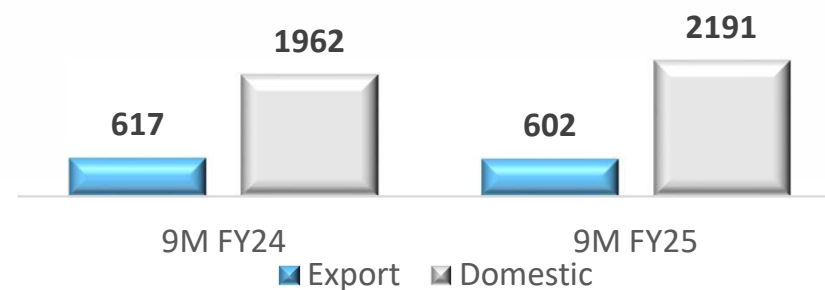
Revenue (₹ in Crore)



Particulars	Q-3 FY 24	Q-2 FY 25	Q-3 FY 25
Total Institutional Sale including export	936	884	1106

9M FY 25

Revenue (₹ in Crore)



Particulars	9M FY 24	9M FY 25
Total Institutional Sale including export	2579	2793

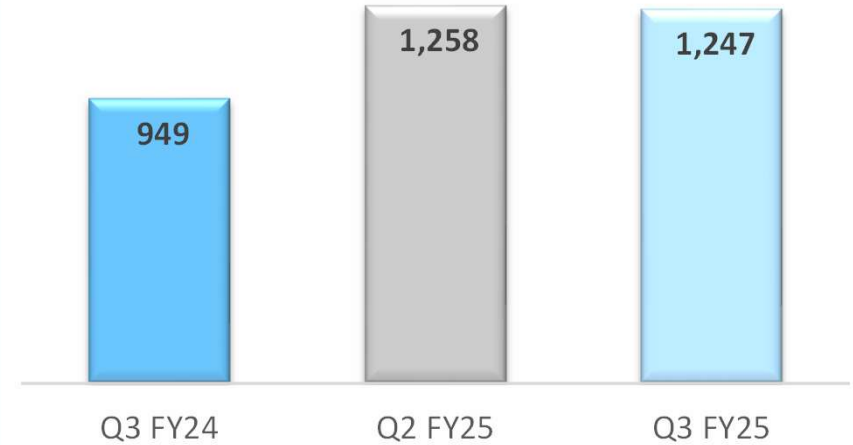
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by approx. 31.35% YoY in Q-3 FY 25.
- Sales through Dealer/ Distribution contributed approx. 50.55% of overall sale in Q-3 FY 25 and 52.73% of overall sale in 9M FY25.
- The total active working dealer of the company as on 31.12.2024 was approx. 2060 Nos.
- Sales through Dealer/ Distribution market increased by approx. 32.26% YoY in 9M FY25.

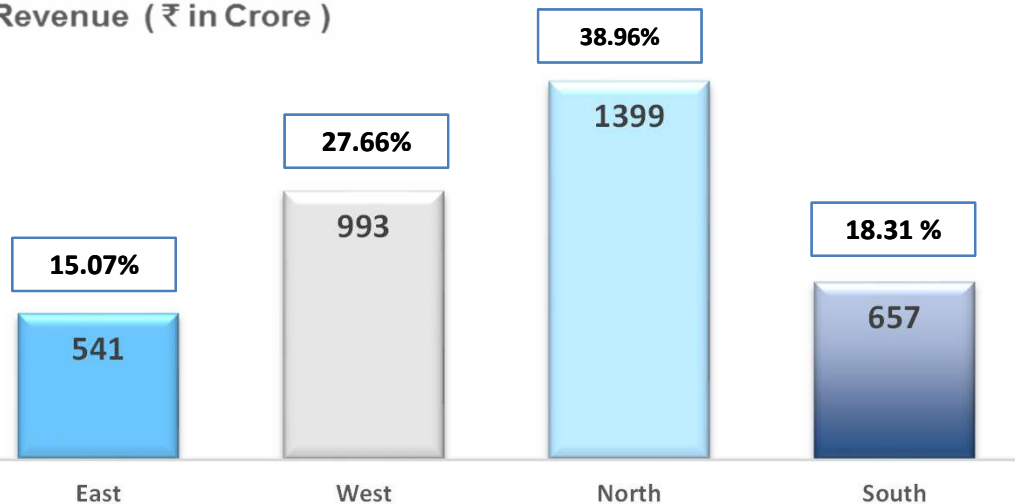
Q-3 FY 25

Revenue (₹ in Crore)



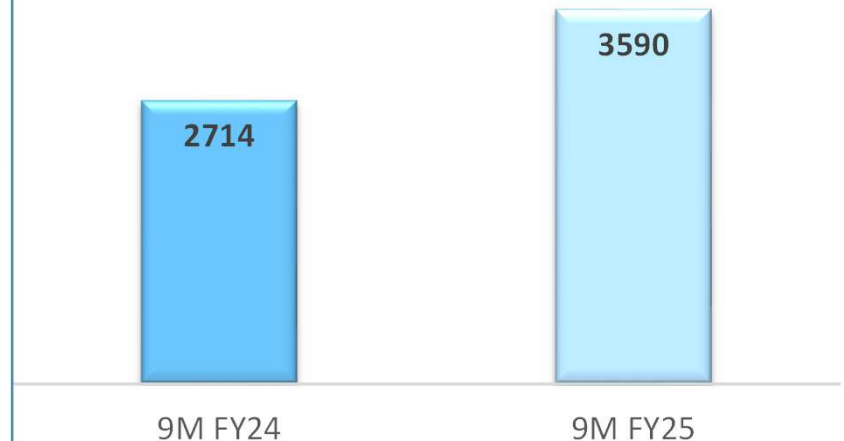
REVENUE BREAK UP OF 9M FY25 (ZONE WISE)

Revenue (₹ in Crore)



9M FY 25

Revenue (₹ in Crore)



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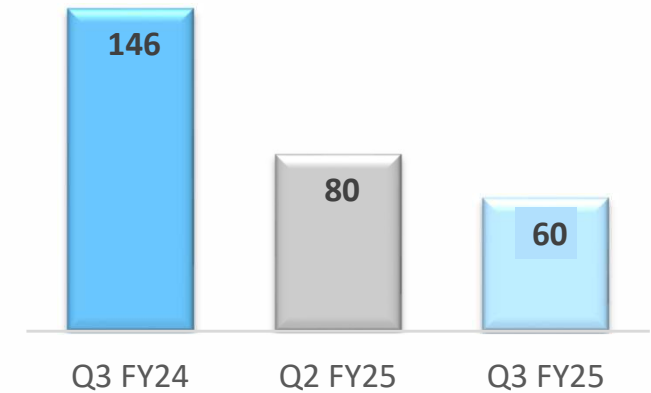
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by approx. 58.94% YoY in Q-3 FY 25.
- During the 9M FY25 EPC contribution is 3.98%.
- Export Sale of EPC is ₹ 13 Crore in Q-3 FY 25 and ₹ 89 crore in 9M FY25.
- SS Wire sale increased by approx. 18.79% YoY in Q-3 FY 25 and approx. 3.01% in 9M FY25 .
- Export Sale of SS Wire is ₹ 29 Crore in Q-3 FY 25 and ₹ 81 crore in 9M FY25.

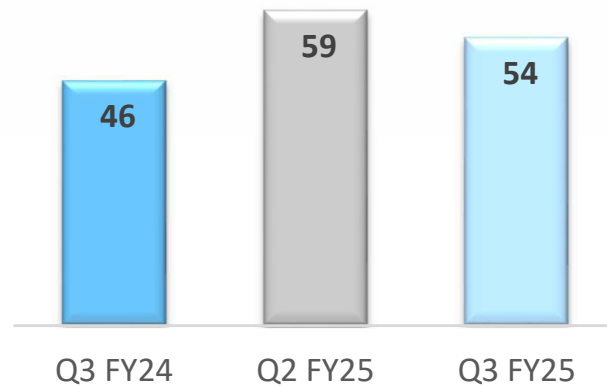
Q-3 FY 25 (EPC*)

Revenue (₹ in Crore)



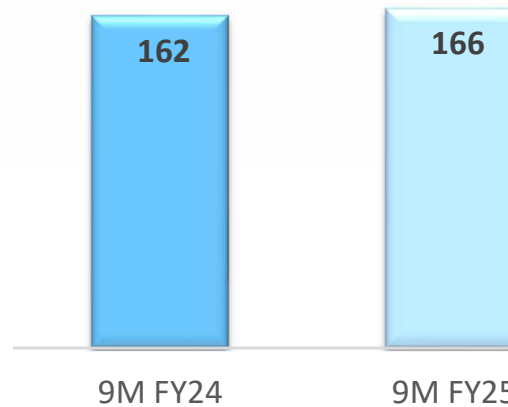
Q-3 FY 25 (SS wire)

Revenue (₹ in Crore)



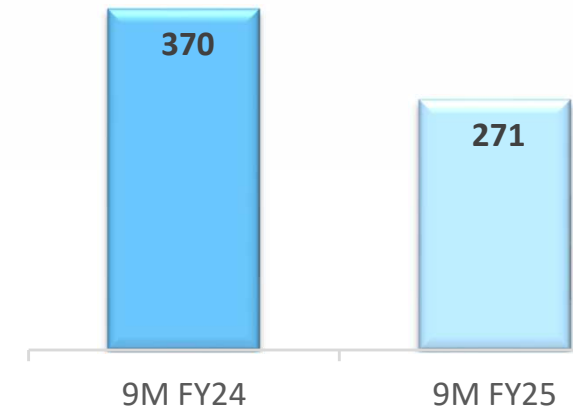
9M FY 25 (SS wire)

Revenue (₹ in Crore)



9M FY 25 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

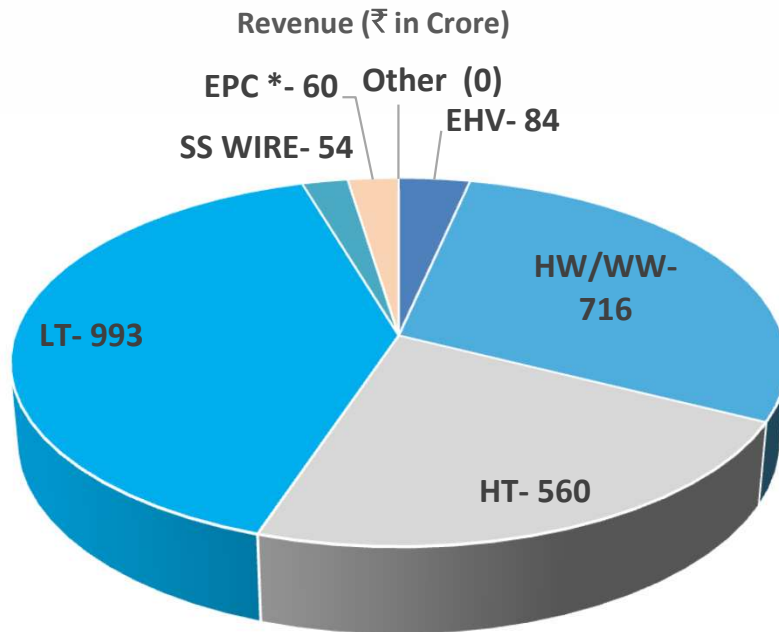
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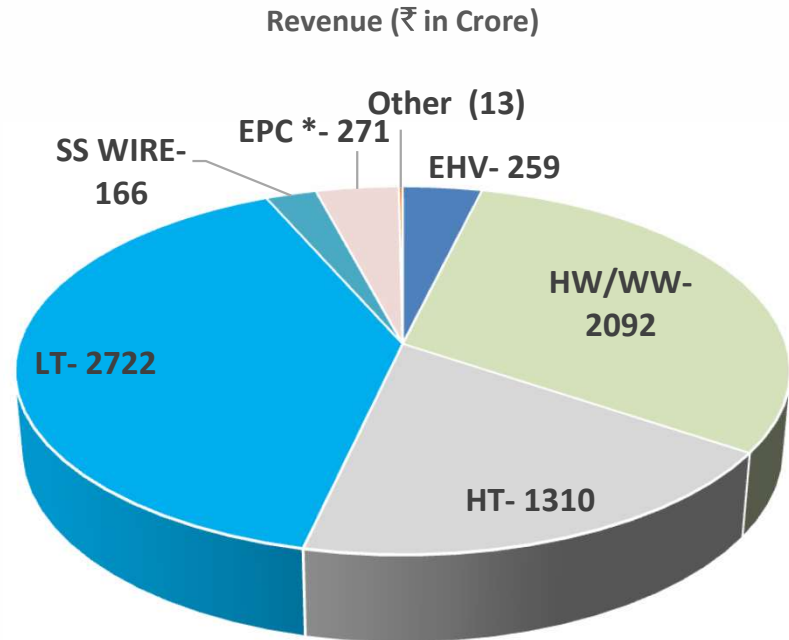
Breakup of Product and Revenue



Q3 FY 25



9M FY 25



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,871 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q3 FY25 was ₹ 14.27 Crore as compared to last year same period of ₹ 10.92 Crore (Financial charges in terms of percentage has increased to 0.58% from 0.53% of Net sales).

In the 9M FY 25, it was ₹ 41.76 Crore as compared to last year same period of ₹ 27.39 Crore. (Financial charges in terms of percentage has increased to 0.61% from 0.47% of Net sales).

DEBT : Debt (including CF and acceptance) as on 31.12.2024:-

₹ in Crore

Particulars	31.03.23	31.03.24	31.12.24
Debt (TL+WC)	-	37	153
Channel Finance	135	97	113
Gross Debt	135	134	266
Cash & Bank Balances*	537	700	1980
Net Debt	(402)	(566)	(1714)
Acceptances	219	506	113
Total Debt / (Cash)	(183)	(60)	(1601)

*Including unutilized QIP Proceeds Rs 1753.60 Crore (including Interest Income Rs 0.89 Crore thereon)

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	9M FY 25*	FY 24	EQUITY AND LIABILITIES	9M FY 25*	FY 24
Non-Current Assets			Equity		
Fixed Assets	1,144.29	891.23	Equity Share Capital	19.11	18.05
Other Non Current Assets	295.86	67.77	Other Equity	5,581.00	3,130.21
Total Non Current Assets	1,440.15	959.00	Total Equity	5,600.11	3,148.26
			Non-Current Liabilities		
			Borrowings	-	-
			Other Non Current Liabilities	90.32	76.85
			Total Non Current Liabilities	90.32	76.85
Current Assets			Current Liabilities		
Inventories	1,720.11	1,342.75	Short Term Borrowings	266.26	134.23
Trade Receivables	1,540.13	1,517.87	Trade Payables	566.83	1,007.94
Cash and Bank Balances	1,880.00	700.37	Others - Current Liabilities	239.70	289.17
Other Current Assets	182.83	136.46	Total Current Liabilities	1,072.79	1,431.34
Total Current Assets	5,323.07	3,697.45	Total Equity and Liabilities	6,763.22	4,656.45
Total Assets	6,763.22	4,656.45			

*9M FY 25 - UNAUDITED

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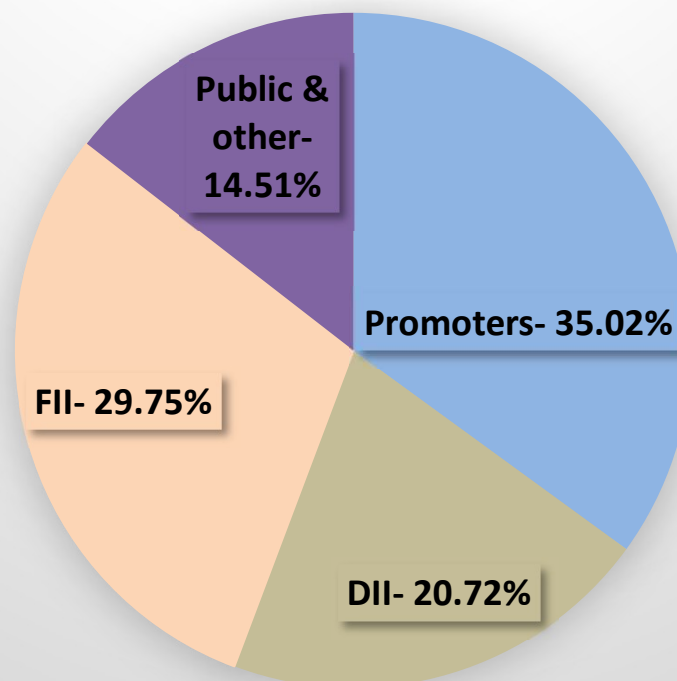
Consolidated Financial Highlights



- During the Q3 FY 25 Net Sales from Continuing operations was ₹ 2467.27 Crore, against same quarter in previous year of ₹ 2059.37 Crore.
- EBIDTA from Continuing operations during this Quarter was ₹ 254.45 Crore against same quarter in the previous year of ₹ 228.72 Crore.
- Further, PAT from Continuing Operations during this Quarter was ₹ 164.81 Crore against same quarter in the previous year of ₹ 150.67 Crore. PAT/Net Sale was 6.68% during the quarter as against 7.32% during last year same period.
- During 9M FY 25, Net Sales from Continuing Operations was ₹ 6807.41 Crore, against same period in previous year of ₹ 5784.81 Crore.
- EBIDTA from Continuing Operations during 9M FY 25 was ₹ 724.38 Crore against same period in the previous year of ₹ 626.83 Crore.
- Further, PAT from Continuing Operations during 9M FY 25, was ₹ 469.87 Crore against same period in the previous year of ₹ 412.26 Crore. PAT/Net Sale was 6.90% as against 7.13% during last year same period.



Shareholding Pattern as on 31.12.2024



Cautionary Statement: The statement in this earning presentation, except historical figures, describing the Company's projections, estimates, expectations are forward-looking statements within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates; changes in the Government regulations, tax, corporate and other laws and other related factors.



THANK YOU

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