



KEC International Limited

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CIN No. L45200MH2005PLC152061 • Web.: www.kecrpg.com

August 01, 2016

National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (East) Mumbai 400 051	BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai – 400 001
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Sub: Disclosure under Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam

Pursuant to the Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the presentation on financial results of the Company for the quarter ended June 30, 2016 sent to the Institutional Investors/Analysts.

Kindly take the same on records.

Thanking you,

Yours faithfully,

For KEC International Limited

Ch. V. Jagannadha Rao
Vice President – Legal & Company Secretary
Encl: as above



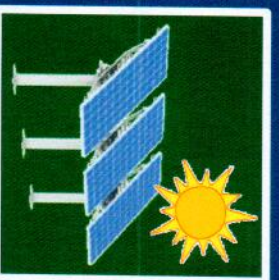
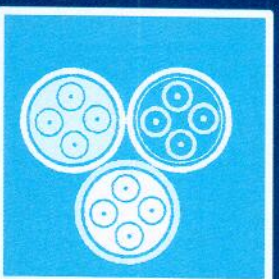
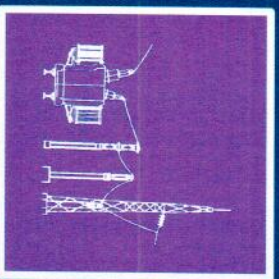
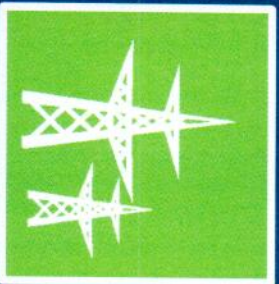


An  **RPG** Group Company



KEC International Limited

Q1 FY17 Results
Investor/Analyst Presentation



29 July 2016

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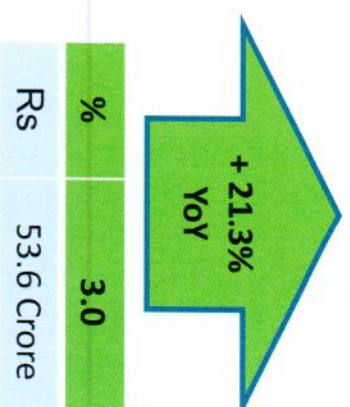
MAJOR HIGHLIGHTS- Q1 FY 2017

Quarter ended June 16 v/s Quarter ended June 15

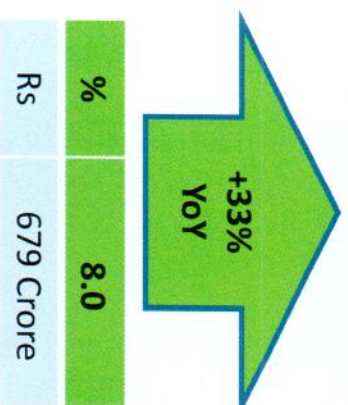
EBITDA



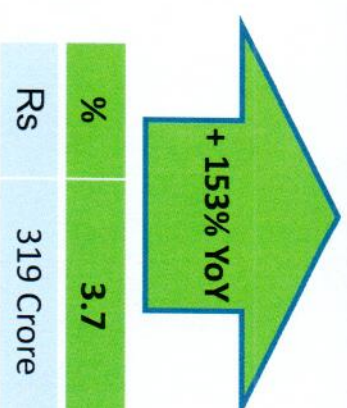
PBT

FY16 v/s FY15

EBITDA



PBT



* June 15 numbers considered are restated numbers as per IND AS

Profit & Loss Highlights (Consolidated)

(Rs crore)

	Quarter		% growth
	Q1 FY 17	Q1 FY 16*	
Sales	1784.7	1922.9	-7%
EBITDA	149.6	140.7	6.3%
<i>EBITDA Margin</i>	8.4%	7.3%	
(+) Other Income	5	3.2	
(-) Depreciation	29	28.8	
(-) Interest	72	71	
<i>Interest as % to sales</i>	4%	3.7%	
PBT	53.6	44.2	21.3%
<i>PBT Margins</i>	3%	2.3%	
Tax	22.6	27.3	
<i>Tax rate</i>	42%	62%	
PAT	31	16.9	83.4%

* Q1 FY 16 numbers considered are restated numbers as per IND AS

Revenue Performance

Business Verticals	Rs crores		
	Q1 FY17	Q1 FY16	Growth (Y-o-Y)
Transmission & Distribution (Excl. SAE)	1,184	1,379	-14%
SAE	255	187	36%
Transmission & Distribution	1,439	1,566	-8%
Cables	245	279	-12%
Railways	70	45	56%
Water	18	32	-44%
Solar	14	1	1300%
Inter SBU	-1	0	
Total Net Sales	1,785	1,923	-7%

Q1 FY 17 Revenue growth Impacted :

- Impact of soft commodity prices continue as compared to Q1 FY 2016.
- Delay in conversion of large L1 positions into firm orders.

Major impact- Adoption of IND AS

Profit & Loss Account

- ✓ Increase in revenue due to grossing up of excise duty
- ✓ Increase in depreciation due to reclassification of certain items as fixed assets partly offset by discontinuance of amortization of brand.
- ✓ Increase in exchange gain/loss due to change in functional currency of overseas subsidiaries.

Balance Sheet

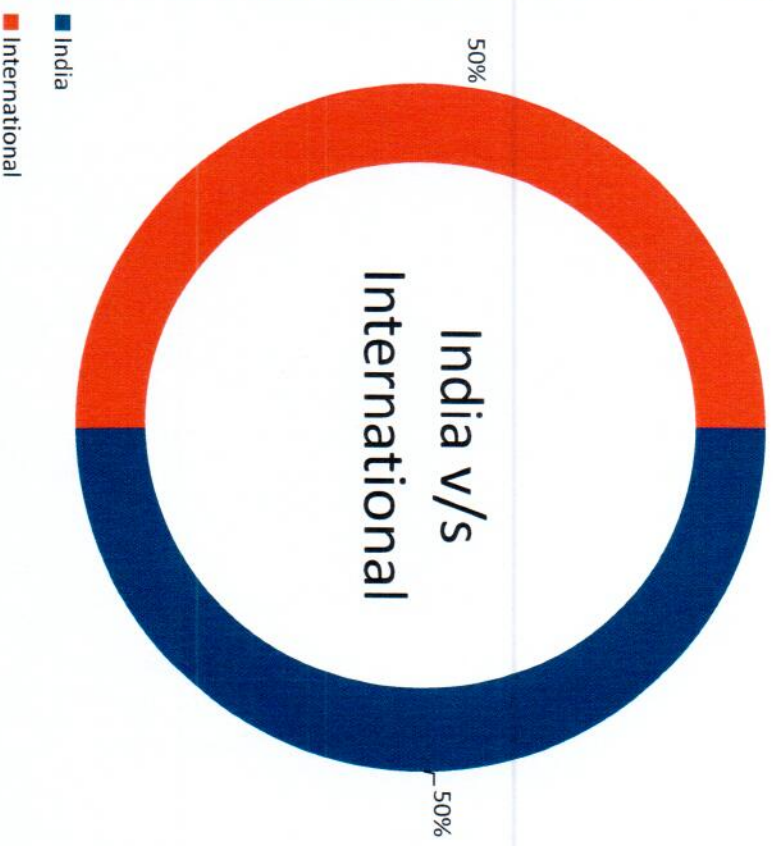
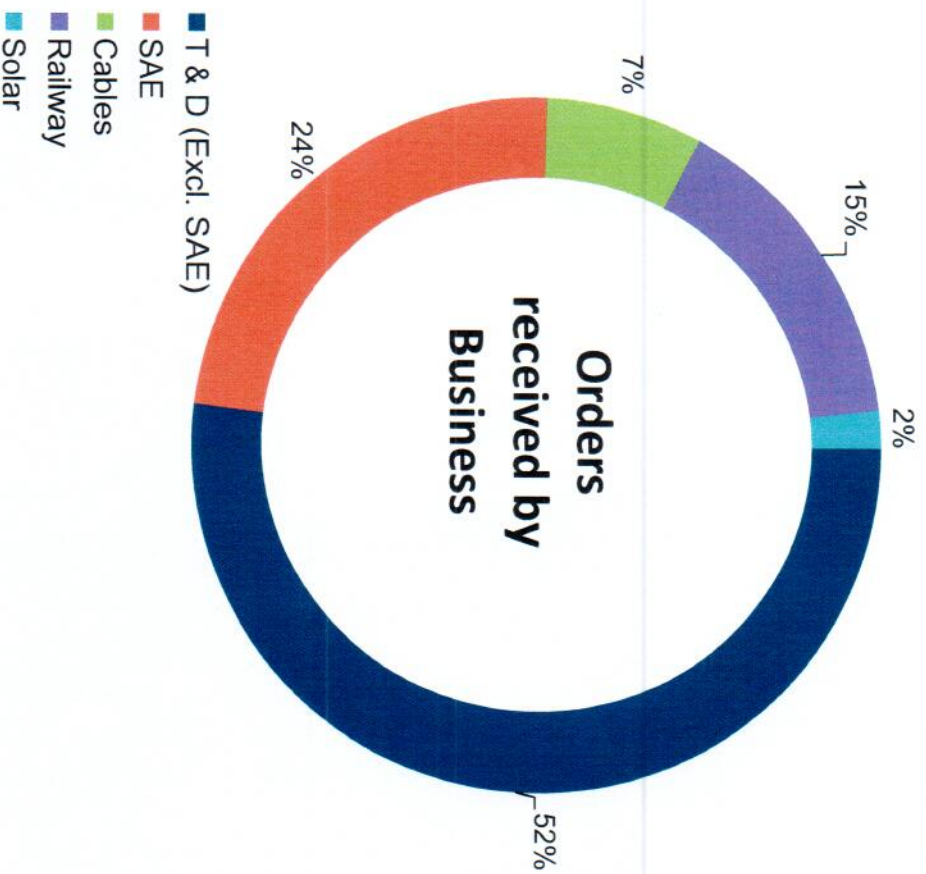
- ✓ Balance sheet size increases significantly:
 - Inclusion of Saudi JV operations in standalone financial statements.
 - Debtors to be reflected at gross value without adjusting advances.
 - Inclusion of certain off balance sheet items.
- ✓ Increase in borrowings due to reclassification of certain payables.
- ✓ Increase in fixed assets on reclassification of certain consumables as fixed assets.

Reconciliation of reported profit with IND AS profits- Q1 FY 2016

Sr. No.	Particulars	Quarter ended June 30, 2015 Unaudited
	Net Profit for the quarter under Previous Indian GAAP	3039
(a)	Reversal of amortisation of Intangible assets-brand	317
(b)	Impact of measuring derivative financial instruments at fair value	(311)
(c)	Actuarial gain on employess defined benefits plans recognised	17
(d)	Effect on account of functional currency of subsidiaries	(647)
(e)	Impact of Deferred tax	(727)
	Net Profit for the quarter under Ind AS	1687

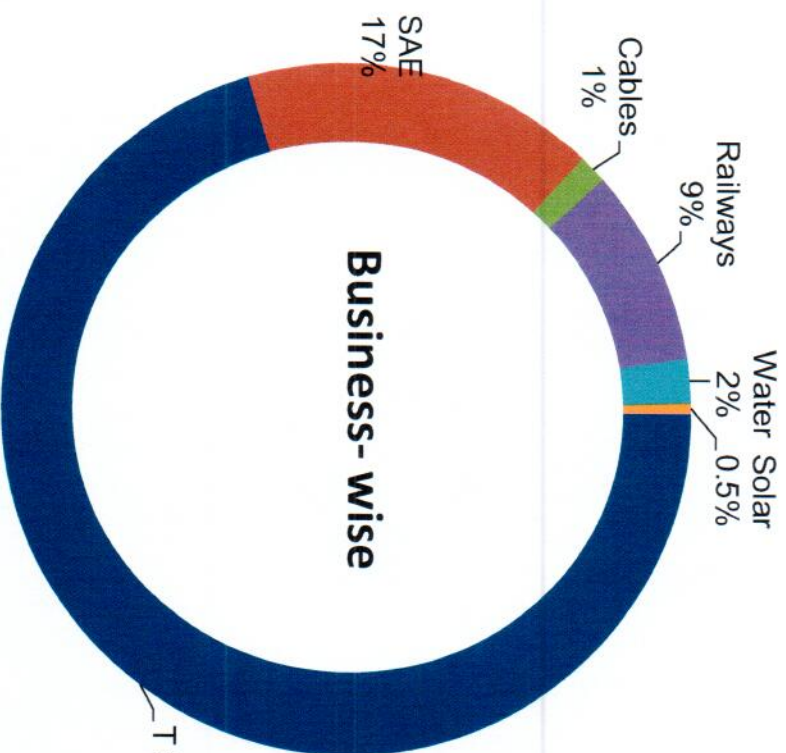
Order Intake Composition

Rs 2,825 crore

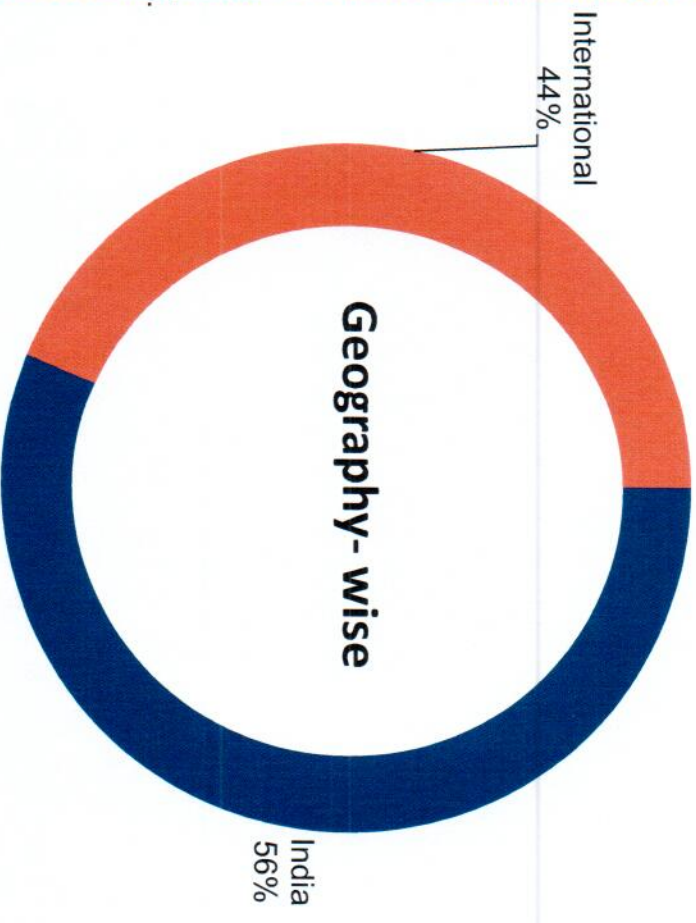


Order Book Breakup

Robust and Diversified Order Book – Rs 10,403 crore as on 30 June 2016



T & D (Excl. SAE)
70%



L1 Position is strong at Rs 3600 Crore+



Thank You

UNLEASH **TALENT** TOUCH **LIVES** OUT **PERFORM** AND 