Wires & Cables

PROUDLY MAKING IN INDIA
SINCE 1968

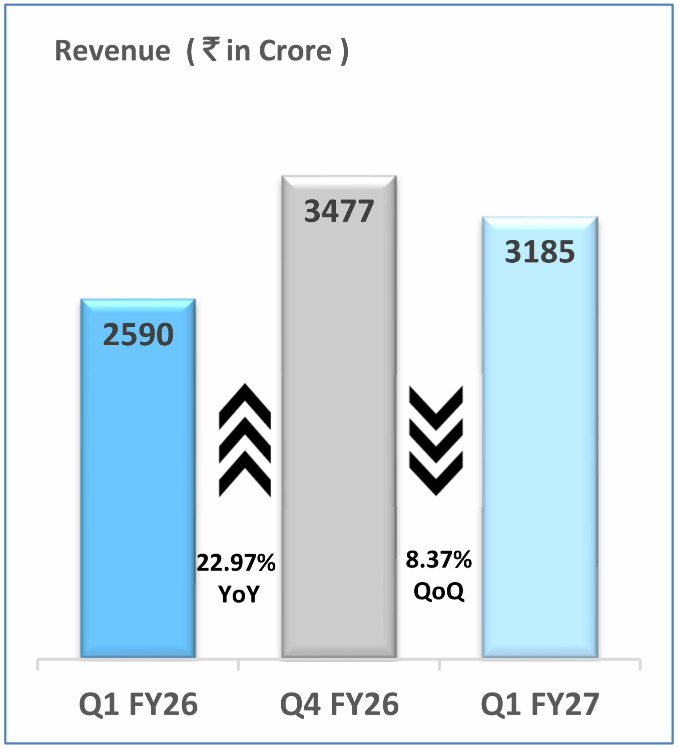
#VocalForLocal

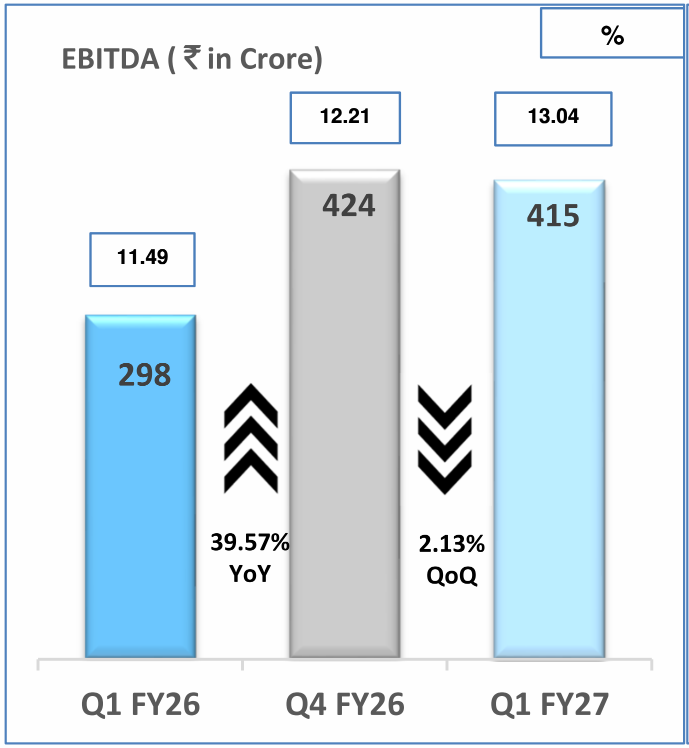
KEI Industries Limited

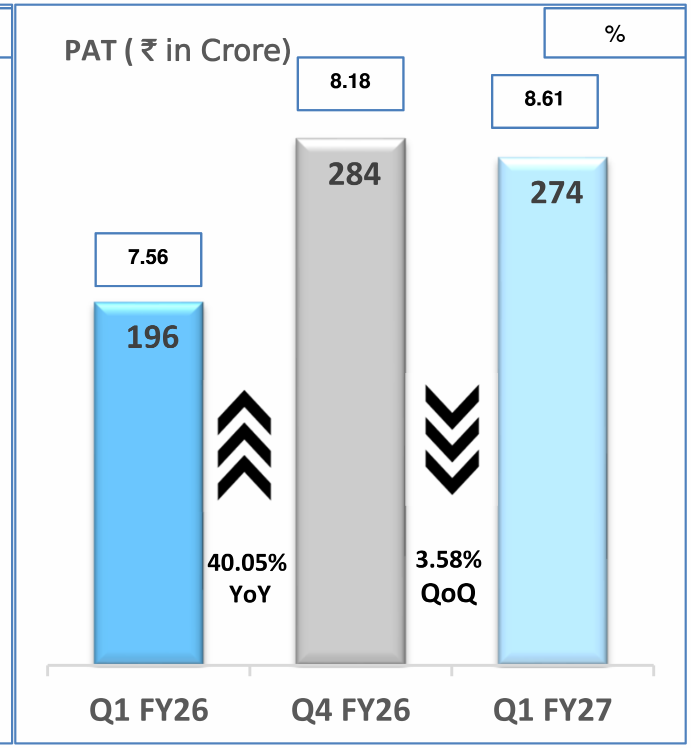
Q-1 FY 2027

Earnings Presentation
August 03, 2026

Financial Performance Q-1 FY 27 Highlights

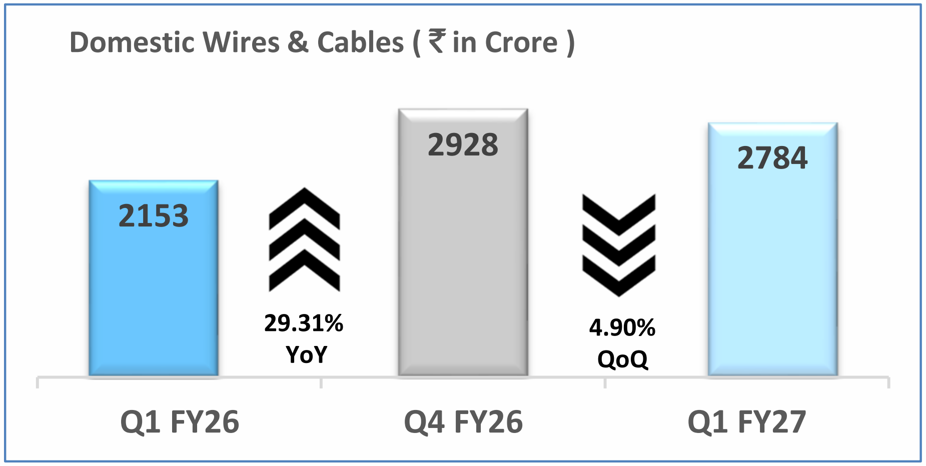


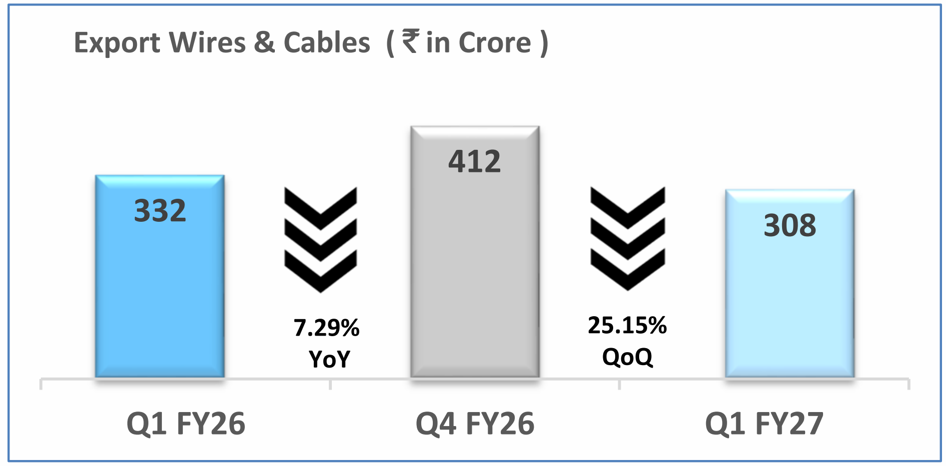




- Revenue growth of 22.97% YoY in Q1 FY27. Growth was driven by broad-based demand in Wires & Cables and balanced business performance.
- EBITDA growth of 39.57% YOY in Q1 FY27 due to better operating efficiency and better product mix. Consequently, the EBITDA margin expanded by ~155 bps to 13.04% in Q1 FY27 as against 11.49% in Q1 FY26.
- PAT growth of 40.05% YoY in Q1 FY27 supported by margin expansion to 8.61% in Q1 FY27 as against 7.56% in Q1 FY26.

Wires and Cables



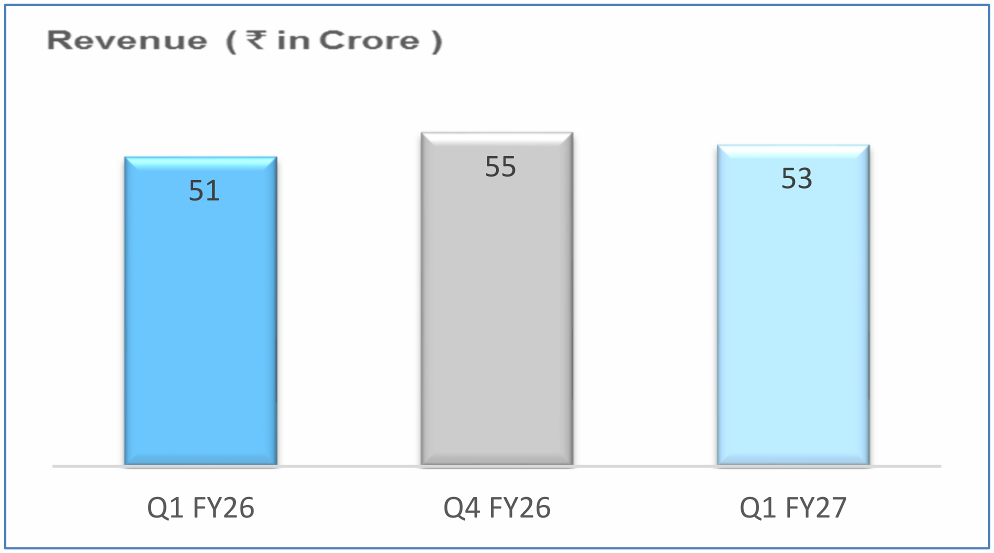


Particulars	Q-1 FY 26	Q-4 FY 26	Q-1 FY 27
Total Wires and Cables Sale including export	**2485**	**3340**	**3092**

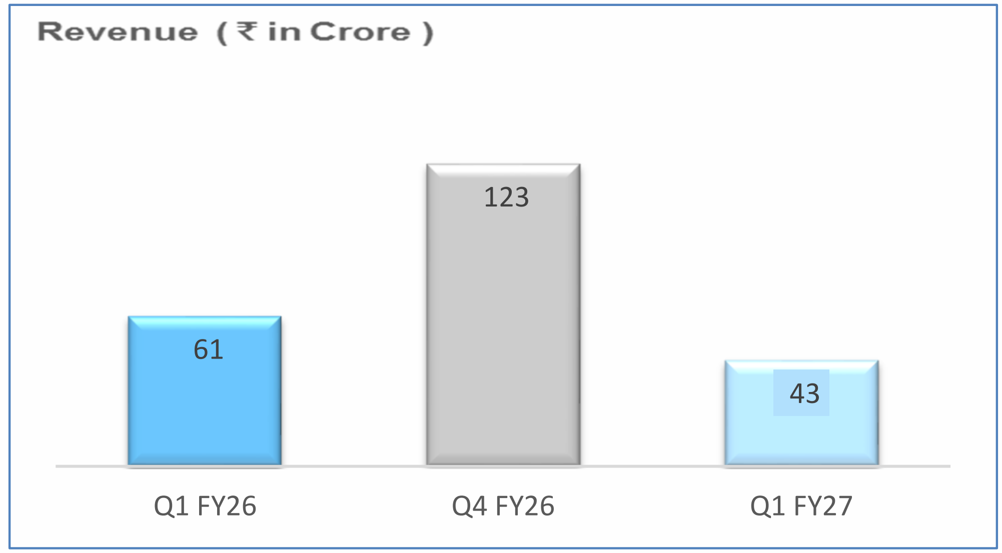
- The domestic Wires & Cables segment posted a healthy 29.31% YoY growth in the quarter, led by sustained demand and operational improvements.
- Export Wires & Cables Sale declined by 7.29% YoY in Q1 FY 27, however, the Export business is expected to grow substantially due to strong order book position and strengthening demand in key Overseas Markets.
- Out of above, EHV cable sale increased to ₹ 186 crore in Q1 FY27 from ₹ 126 Crore in Q1 FY26, registering robust growth 47.74% YOY.
- Total Wires & Cables Sale including export is ₹ 3092 Crore which contributed 97.08% in Q1 FY 27 as against 95.96% in Q1 FY 26.
- Out of above, Wires & Cables sale through dealer & distributors grown by 41.98% and contributed 59.09% of overall sale in Q1 FY 27 as against 51.18% in Q1 FY 26. The total active working dealer of the company as on 30.06.2026 was 2128 Nos.

EPC Projects and SS Wire

Q-1 FY 27 (SS wire)



Q-1 FY 27 (EPC*)



- During the Q-1 FY27 EPC Sale (apart from Cable) contribution is 1.36%.
- Export Sale of EPC (apart from Cable) is ₹ 4 Crore in this quarter as against PY ₹ 14 crore.
- During the Q-1 FY27 SS wire sale contribution is 1.66%.
- Export Sale of SS Wire is ₹ 28 Crore in this quarter as against PY ₹ 27 crore.

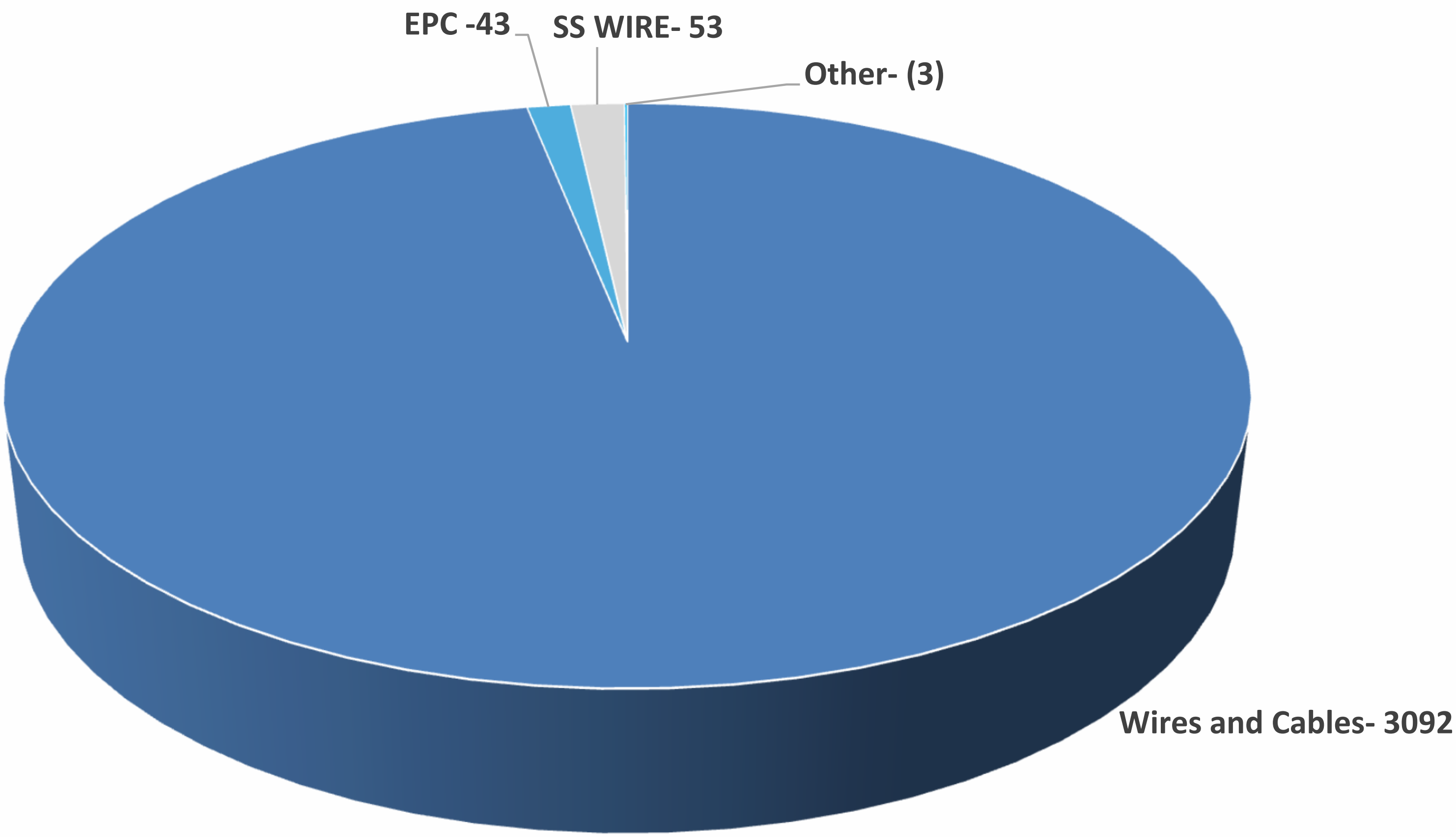
* EPC (Other than cable)

Breakup of Revenue

Q1 FY 27

Revenue (₹ in Crore)

Particulars	Amount
Wires and Cables	3092
EPC	43
SS Wires	53
Others	-3
Total	**3185**



* EPC (Other than cable)

Other Information

PENDING ORDERS

Pending order is approx. ₹ 4,292 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q1 FY27 was ₹ 17.68 Crore as compared to last year same period of ₹ 14.50 Crore (Financial charges in terms of percentage is almost at par 0.55% from 0.56% of Net sales).

DEBT : Debt (including CF and acceptance) as on 30.06.2026 :

₹ in Crore

Particulars	31.03.25	31.03.26	30.06.26
Debt (TL+WC)	51	22	38
Channel Finance	127	164	166
Gross Debt	**178**	**186**	**204**
Cash & Bank Balances	1915	1513	1054*
Net Debt	**(1737)**	**(1327)**	**(850)**
Acceptances	246	735	565
Total Debt / (Cash)	**(1491)**	**(592)**	**(285)**

*Including unutilized QIP Proceeds Rs 302.70 Crore (including Interest Income Rs 87.32 Crore (net of TDS) earned on maturity of FDR)

Profit & Loss Statement (Standalone)

₹ in Crore

Particulars	Q1FY27	%	Q4FY26	%	Q1FY26	%
Revenue from Operations	**3,185**	**100.00%**	**3,477**	**100.00%**	**2,590**	**100.00%**
COGS*	2,397	75.23%	2,669	76.79%	1,990	76.82%
Contribution(A)	**788**	**24.77%**	**808**	**23.21%**	**600**	**23.18%**
Employee cost	104	3.27%	101	2.90%	85	3.29%
Other operating Expenses	289	9.07%	325	9.33%	257	9.93%
Total Operating Expenses (B)	**393**	**12.34%**	**426**	**12.23%**	**342**	**13.22%**
Other Income (C)	20	0.61%	42	1.23%	40	1.53%
EBITDA (A-B+C)	**415**	**13.04%**	**424**	**12.21%**	**298**	**11.49%**
Depreciation	28	0.90%	28	0.82%	20	0.77%
Finance Cost	18	0.55%	19	0.54%	15	0.56%
PBT	**369**	**11.59%**	**377**	**10.85%**	**263**	**10.16%**
Income tax	95	2.98%	93	2.67%	67	2.60%
PAT	**274**	**8.61%**	**284**	**8.18%**	**196**	**7.56%**

* Cost of Goods Sold (COGS) Including Sub contractor expense for EPC Projects

Balance Sheet (Standalone)

₹ in Crore

ASSETS	Q-1 FY 27*	FY 26
Non-Current Assets		
Fixed Assets	2,855.28	2,688.71
Other Non Current Assets	103.19	110.44
Total Non Current Assets	**2,958.47**	**2,799.15**
Current Assets		
Inventories	3,141.61	2,400.79
Trade Receivables	1,579.17	1,841.66
Cash and Bank Balances	1,053.97	1,512.65
Other Current Assets	401.48	401.73
Total Current Assets	**6,176.23**	**6,156.83**
Total Assets	**9,134.70**	**8,955.98**

EQUITY AND LIABILITIES	Q-1 FY 27*	FY 26
Equity		
Equity Share Capital	19.12	19.12
Other Equity	6,920.94	6,645.83
Total Equity	**6,940.06**	**6.664.95**
Non-Current Liabilities		
Borrowings	-	-
Other Non Current Liabilities	241.04	213.33
Total Non Current Liabilities	**241.04**	**213.33**
Current Liabilities		
Short Term Borrowings	203.92	186.20
Trade Payables	1,244.06	1,334.58
Others - Current Liabilities	505.62	556.92
Total Current Liabilities	**1953.60**	**2,077.70**
Total Equity and Liabilities	**9,134.70**	**8,955.98**

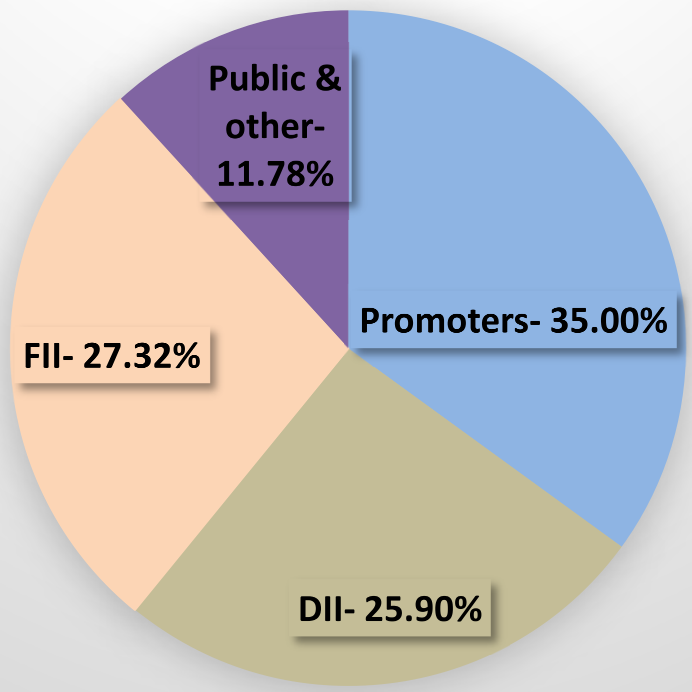
*Q-1 FY 27 - UNAUDITED

Consolidated Financial Highlights

- During the Q1 FY 27 Net Sales was ₹ 3185.34 Crore as against same quarter in previous year of ₹ 2590.32 Crore.
- During the Q1 FY 27 EBIDTA was ₹ 415.41 Crore as against same quarter in the previous year of ₹ 297.63 Crore.
- Further, PAT during this Quarter was ₹ 274.14 Crore as against same quarter in the previous year of ₹ 195.75 Crore. PAT/Net Sale was 8.61% during the quarter as against 7.56% during last year same period.

Shareholding Related Information

Shareholding Pattern as on 30.06.2026



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

CIN: L74899DL1992PLC051527

Contact us For investor relations: cs@kei-ind.com
Website: www.kei-ind.com