



KEI

Wires & Cables



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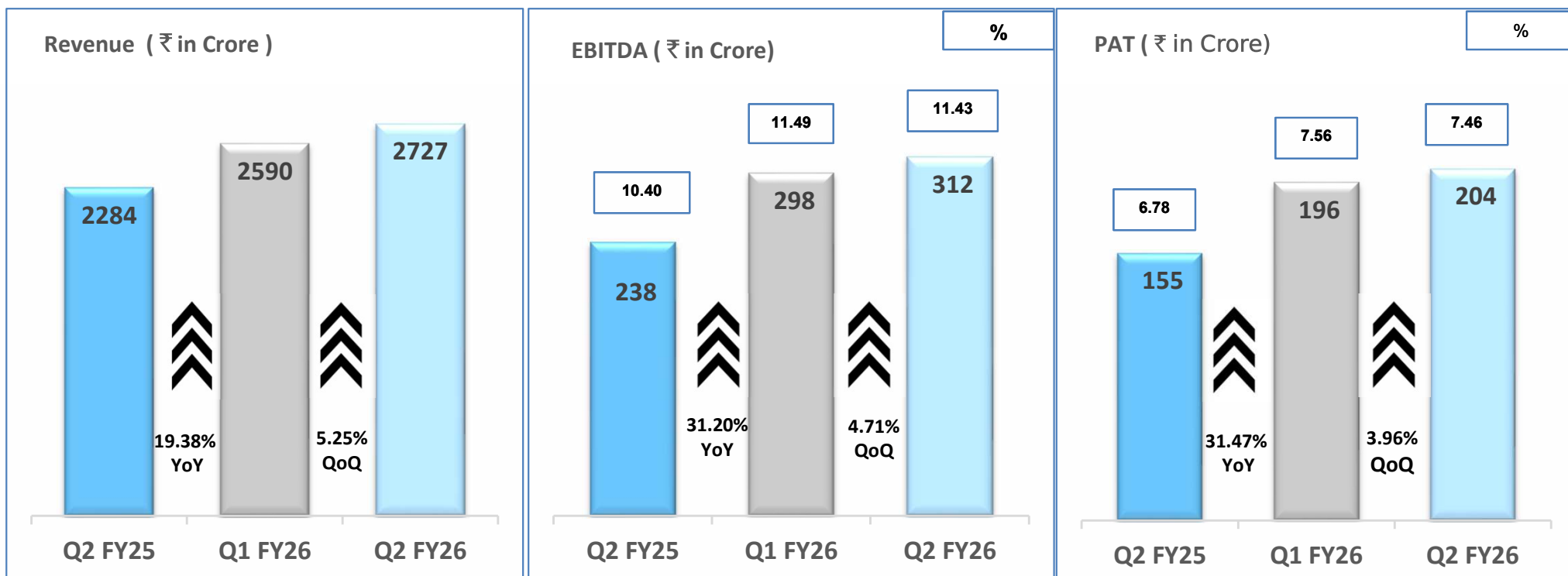
KEI Industries Limited

Q-2 FY 2026

Earnings Presentation

October 15, 2025

Financial Performance Q-2 FY 26 Highlights

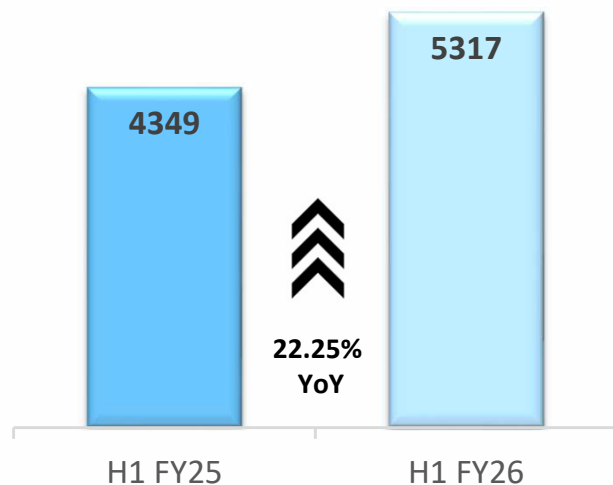


- Revenue improved by 19.38% YoY in this quarter.
- EBITDA margin in this quarter has improved to 11.43% as against 10.40% YoY.
- PAT margin in this quarter has improved to 7.46% as against 6.78% YoY.

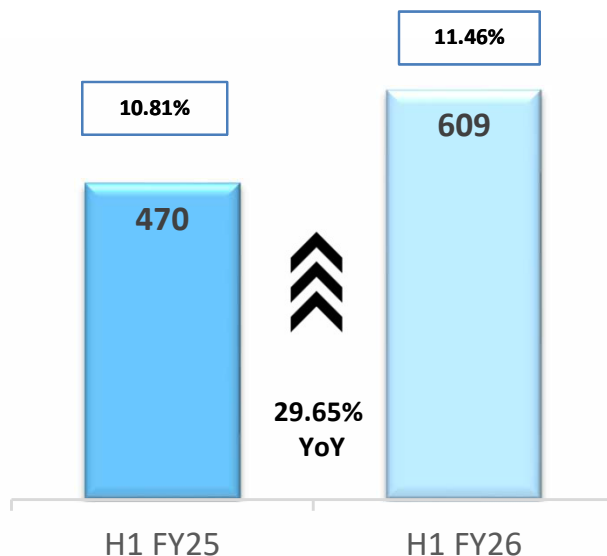
Financial Performance H1 FY 26 Highlights



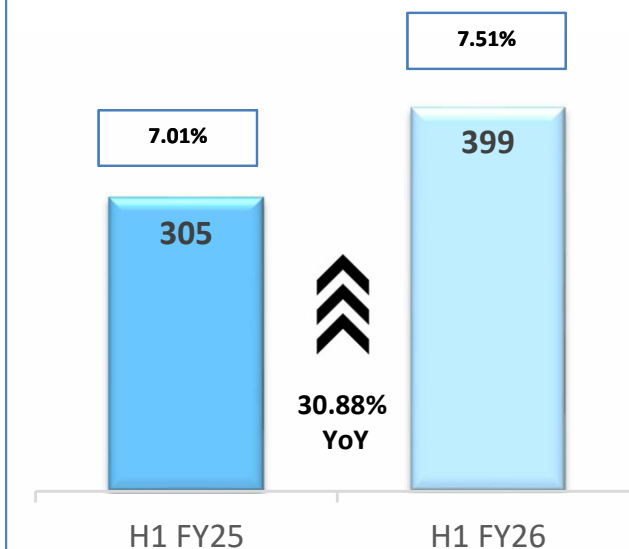
Revenue (₹ in Crore)



EBITDA (₹ in Crore)



PAT (₹ in Crore)



- Revenue improved by 22.25% YoY in H1 FY 26.
- EBITDA margin in H1 FY 26 is improved to 11.46% as against 10.81% YoY.
- PAT margin in H1 FY 26 is improved to 7.51% as against 7.01% YoY.

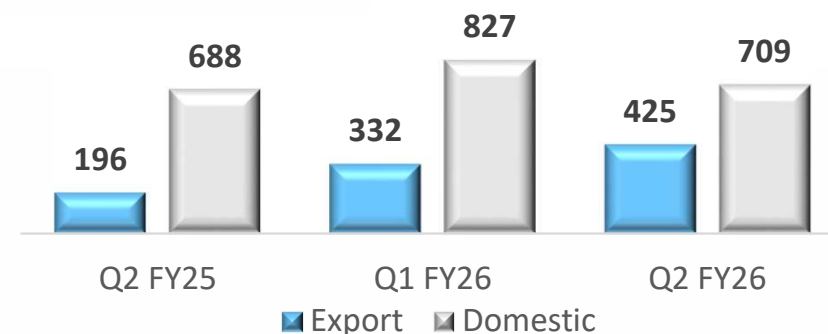
Cable and Wires – Institutional



- Domestic Institutional Cable and Wire sale is ₹ 581 Crore in 2nd quarter as against PY ₹ 615 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 128 crore in 2nd quarter as against PY ₹ 73 Crore.
- Total Institutional Cable and Wire Sale including export contributed 41.55% in Q-2 FY 26 against 38.71% in Q-2 FY 25.
- Total Export Institutional Cable and Wire Sale increased by 116.19% YoY in Q-2 FY 26.
- Total Institutional Cable and Wire Sale including export increased by 28.14% YoY in Q-2 FY 26.
- Domestic Institutional Cable and Wire sale is ₹ 1292 Crore in H1 FY 26 as against PY ₹ 1189 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 244 crore in H1 FY 26 as against PY ₹ 152 Crore.
- Total Institutional Cable and Wire Sale including export contributed 43.12% in H1 FY 26 against 38.80% in H1 FY 25.
- Total Institutional Cable and Wire sale including export increased by approx. 35.89% in H1 FY26 .

Q-2 FY 26

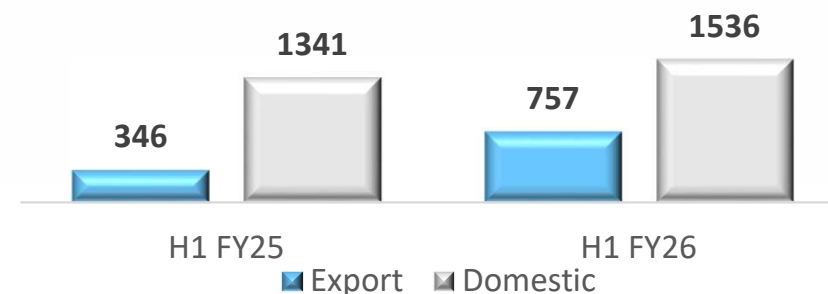
Revenue (₹ in Crore)



Particulars	Q-2 FY 25	Q-1 FY 26	Q-2 FY 26
Total Institutional Sale including export	884	1159	1134

H2 FY 26

Revenue (₹ in Crore)



Particulars	H1 FY 25	H1 FY 26
Total Institutional Sale including export	1687	2293

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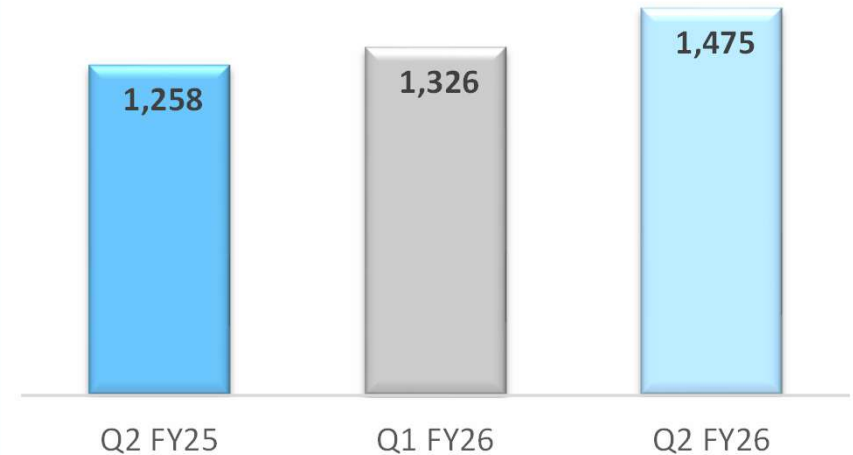
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by 17.31% YoY in Q-2 FY 26.
- Sales through Dealer/ Distribution contributed 54.12% of overall sale in Q-2 FY 26 and 52.69% of overall sale in H1 FY26.
- The total active working dealer of the company as on 30.09.2025 was 2343 Nos.
- Sales through Dealer/ Distribution market increased by approx. 19.58% YoY in H1 FY26.

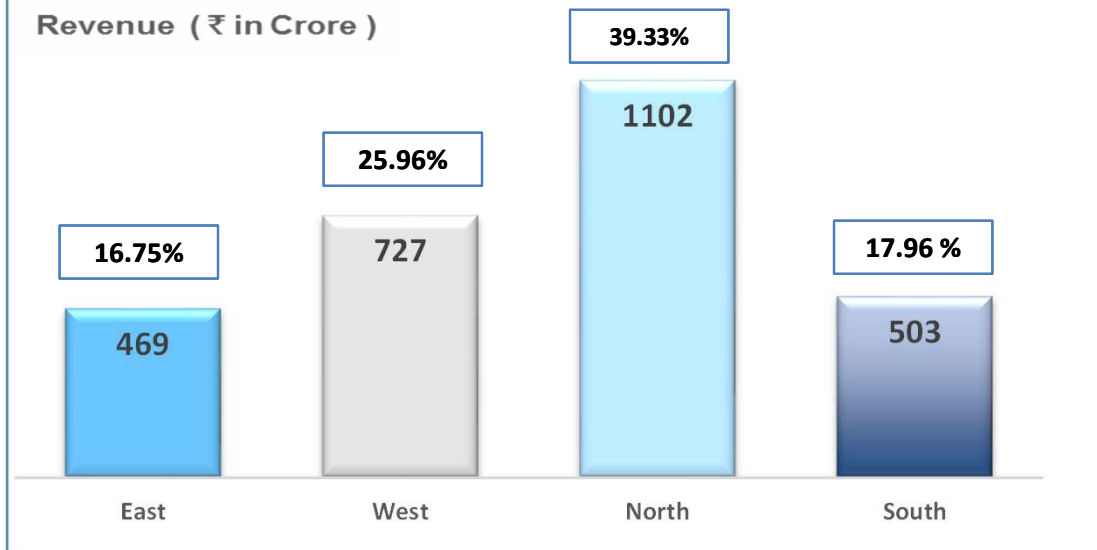
Q-2 FY 26

Revenue (₹ in Crore)



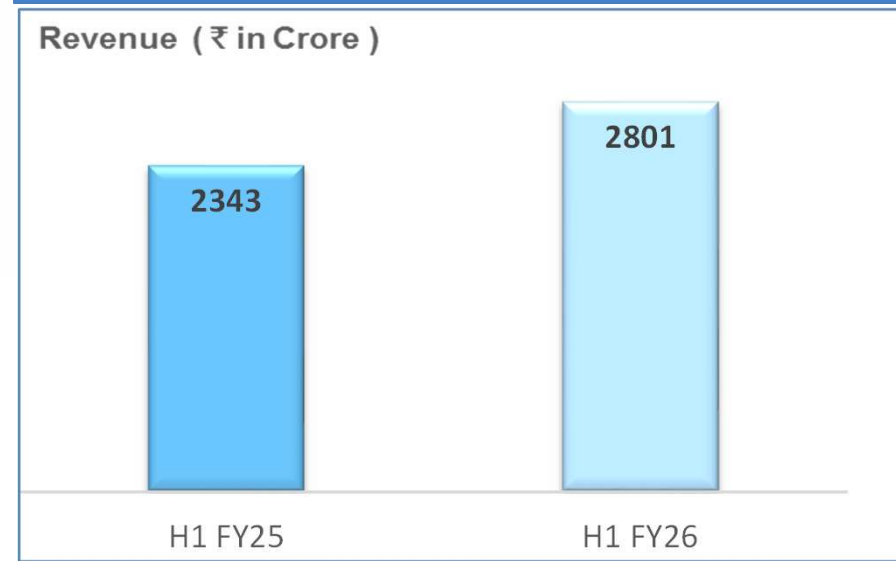
REVENUE BREAK UP OF H1 FY26 (ZONE WISE)

Revenue (₹ in Crore)



H1 FY 26

Revenue (₹ in Crore)



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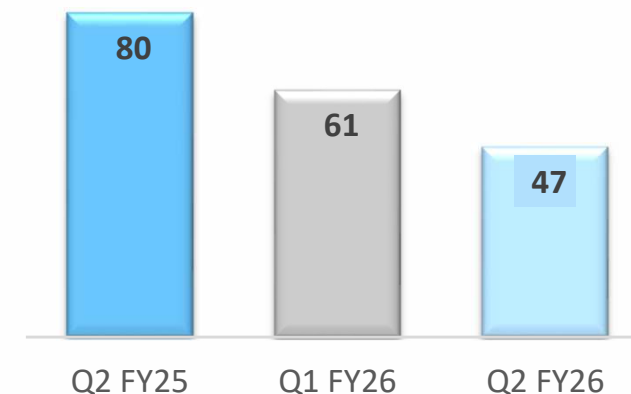
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by approx. 41.12% YoY in Q-2 FY 26.
- During the H1 FY26 EPC contribution is 2.03%.
- Export Sale of EPC is ₹ 16 Crore in Q-2 FY 26 and ₹ 30 crore in H1 FY26.
- SS Wire sale decreased by approx. 10.58% YoY in Q-2 FY 26 and decreased by approx. 7.53% in H1 FY26 .
- Export Sale of SS Wire is ₹ 25 Crore in Q-2 FY 26 and ₹ 52 crore in H1 FY26.

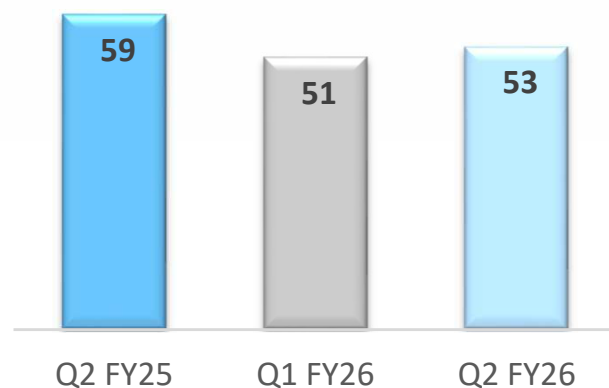
Q-2 FY 26 (EPC*)

Revenue (₹ in Crore)



Q-2 FY 26 (SS wire)

Revenue (₹ in Crore)



H1 FY 26 (SS wire)

Revenue (₹ in Crore)



H1 FY 26 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

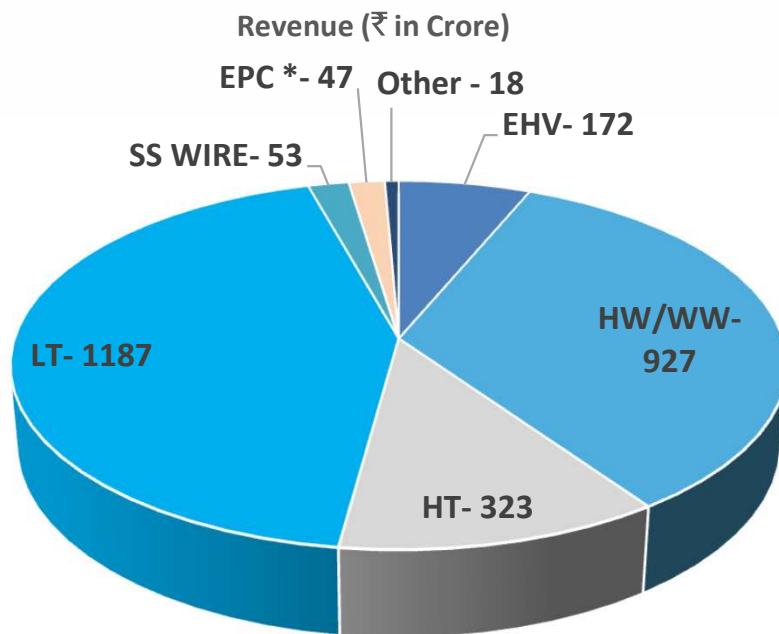
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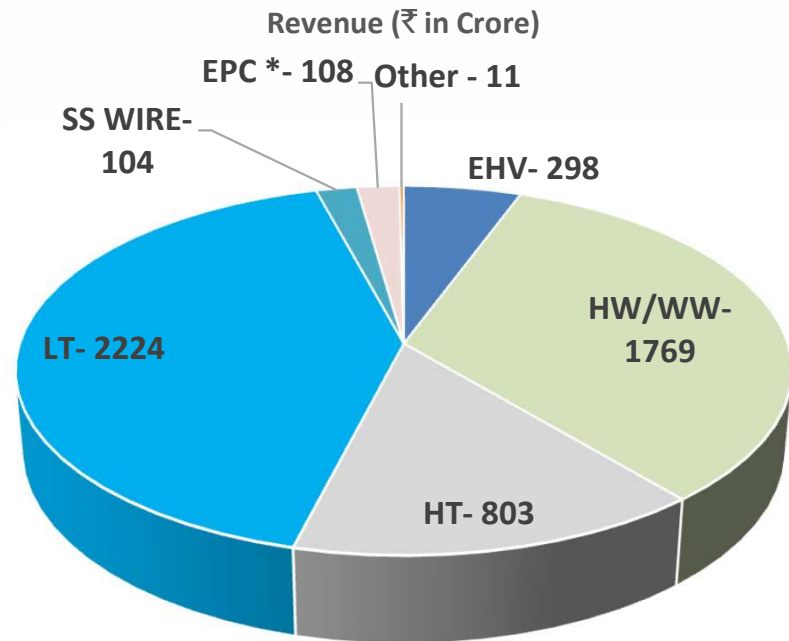
Breakup of Product and Revenue



Q2 FY 26



H1 FY 26



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,824 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q2 FY26 was ₹ 14.16 Crore as compared to last year same period of ₹ 13.33 Crore (Financial charges in terms of percentage has decreased to 0.52% from 0.58% of Net sales).

In the H1 FY 26, it was ₹ 28.66 Crore as compared to last year same period of ₹ 27.49 Crore. (Financial charges in terms of percentage has decreased to 0.54% from 0.63% of Net sales).

DEBT : Debt (including CF and acceptance) as on 30.09.2025:-

₹ in Crore

Particulars	31.03.24	31.03.25	30.09.25
Debt (TL+WC)	37	51	28
Channel Finance	97	127	149
Gross Debt	134	178	177
Cash & Bank Balances	700	1915	1559*
Net Debt	(566)	(1737)	(1382)
Acceptances	506	246	650
Total Debt / (Cash)	(60)	(1491)	(732)

*Including unutilized QIP Proceeds Rs 769.48 Crore (including Interest Income Rs 38.62 Crore (net of TDS) earned on maturity of FDR)

Balance Sheet (Standalone)



₹ in Crore

ASSETS	H1 FY 26*	FY 25	EQUITY AND LIABILITIES	H1 FY 26*	FY 25
Non-Current Assets			Equity		
Fixed Assets	2,179.14	1,378.56	Equity Share Capital	19.12	19.11
Other Non Current Assets	162.87	221.45	Other Equity	6,168.93	5,766.64
Total Non Current Assets	2,342.01	1,600.01	Total Equity	6,188.05	5,785.75
			Non-Current Liabilities		
			Borrowings	-	-
			Other Non Current Liabilities	193.51	100.84
			Total Non Current Liabilities	193.51	100.84
Current Assets			Current Liabilities		
Inventories	2,105.97	1,730.33	Short Term Borrowings	177.01	178.32
Trade Receivables	1,663.26	1,797.25	Trade Payables	1,077.22	779.15
Cash and Bank Balances	1,559.44	1,915.29	Others - Current Liabilities	372.16	390.54
Other Current Assets	337.27	191.72	Total Current Liabilities	1,626.39	1,348.01
Total Current Assets	5,665.94	5,634.59	Total Equity and Liabilities	8,007.95	7,234.60
Total Assets	8,007.95	7,234.60			

*H1 FY 26 - UNAUDITED

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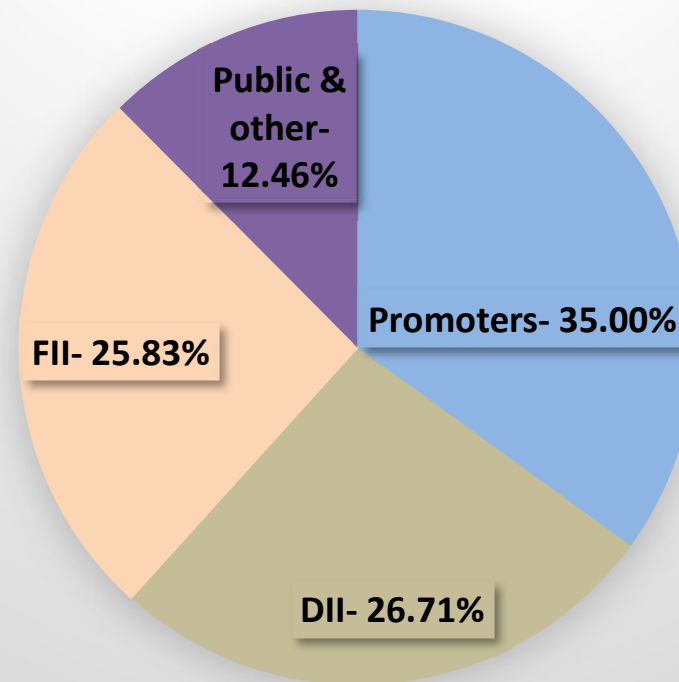
Consolidated Financial Highlights



- During the Q2 FY 26 Net Sales was ₹ 2726.35 Crore, against same quarter in previous year of ₹ 2283.82 Crore.
- During the Q2 FY 26 EBIDTA was ₹ 311.63 Crore against same quarter in the previous year of ₹ 237.53 Crore.
- Further, PAT during this Quarter was ₹ 203.51 Crore against same quarter in the previous year of ₹ 154.81 Crore. PAT/Net Sale was 7.46% during the quarter as against 6.78% during last year same period.
- During H1 FY 26, Net Sales was ₹ 5316.67 Crore, against same period in previous year of ₹ 4348.84 Crore.
- During the H1 FY 26 EBIDTA was ₹ 609.26 Crore against same period in the previous year of ₹ 469.94 Crore.
- Further, during H1 FY 26 was ₹ 399.26 Crore against same period in the previous year of ₹ 305.06 Crore. PAT/Net Sale was 7.51% as against 7.01% during last year same period.



Shareholding Pattern as on 30.09.2025



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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