



KEI

Wires & Cables



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KEI Industries Limited

Q-2 FY 2027

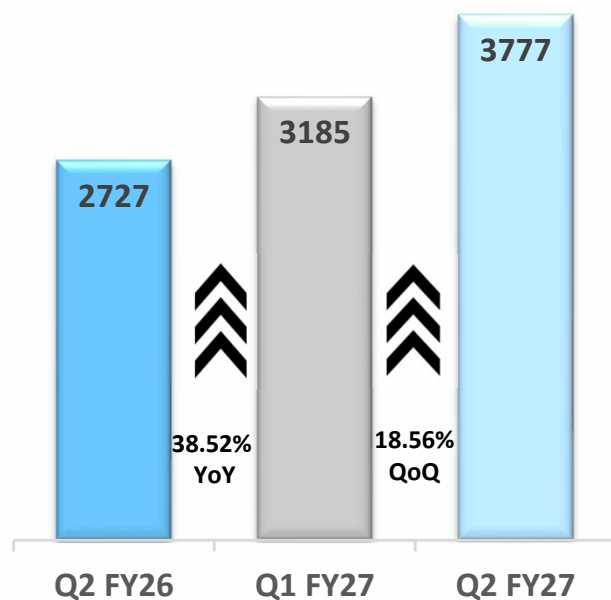
Earnings Presentation

October 21, 2026

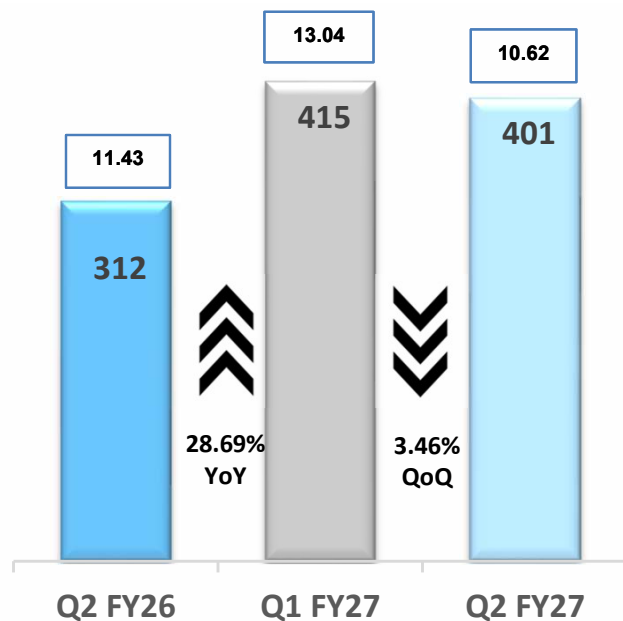
Financial Performance Q-2 FY 27 Highlights



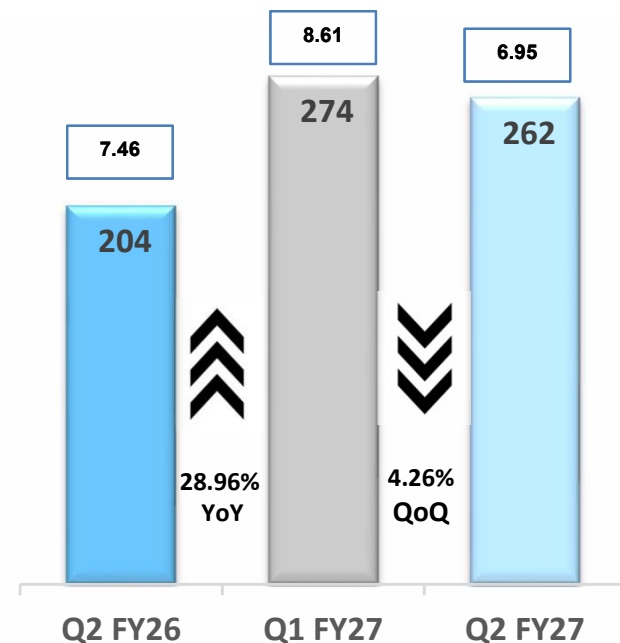
Revenue (₹ in Crore)



EBITDA (₹ in Crore)



PAT (₹ in Crore)

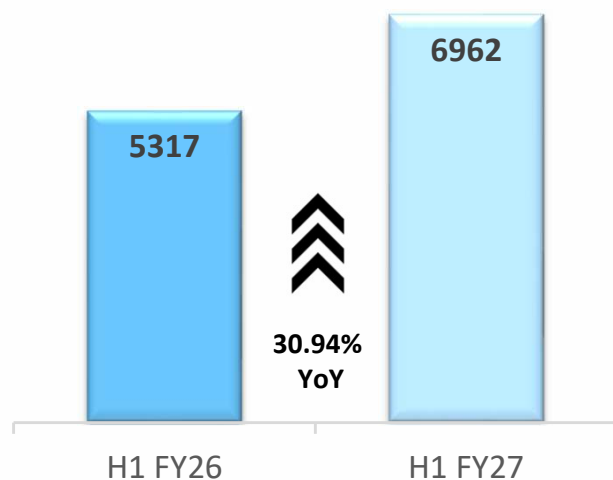


- Revenue growth of 38.52% YoY in Q2 FY27. Growth was driven by broad-based demand in Wires & Cables.
- EBITDA growth of 28.69% YOY in Q2 FY27 due to better operating efficiency and better product mix.
- PAT growth of 28.96% YoY in Q2 FY27.

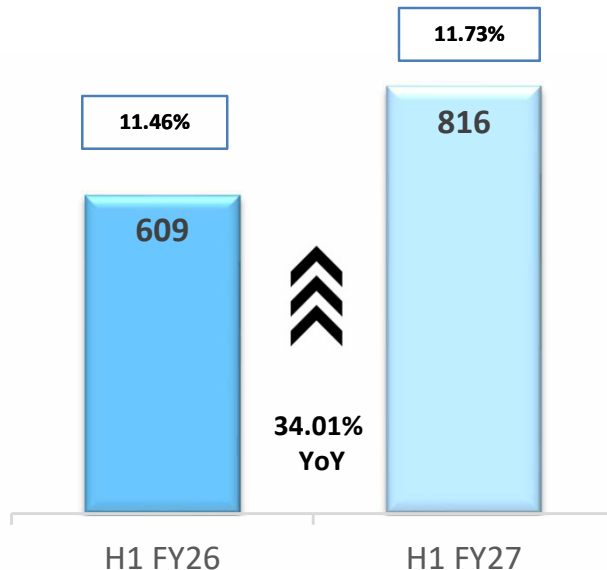
Financial Performance H1 FY 27 Highlights



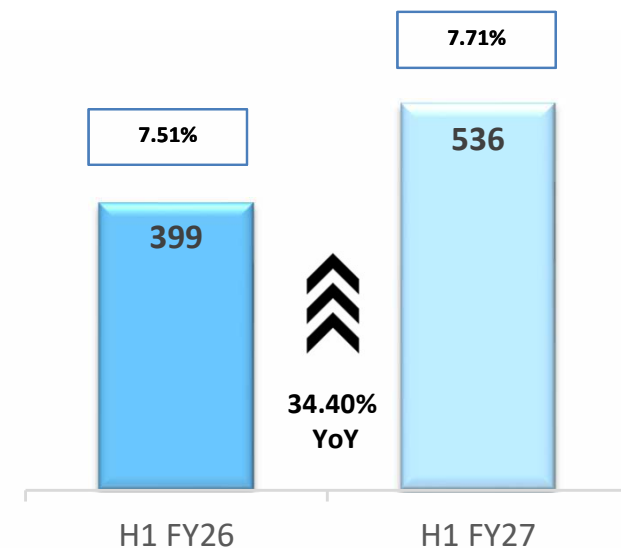
Revenue (₹ in Crore)



EBITDA (₹ in Crore)



PAT (₹ in Crore)

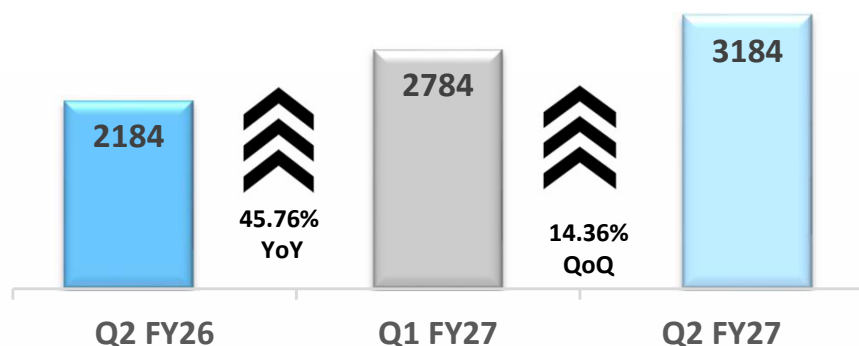


- Revenue improved by 30.94% YoY in H1 FY 27.
- EBITDA margin in H1 FY 27 has improved to 11.73% as against 11.46% YoY.
- PAT margin in H1 FY 27 has improved to 7.71% as against 7.51% YoY.

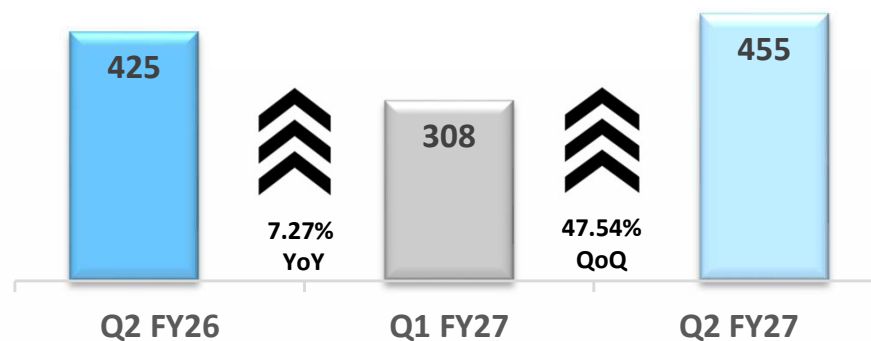
Wires and Cables



Domestic Wires & Cables (₹ in Crore)



Export Wires & Cables (₹ in Crore)



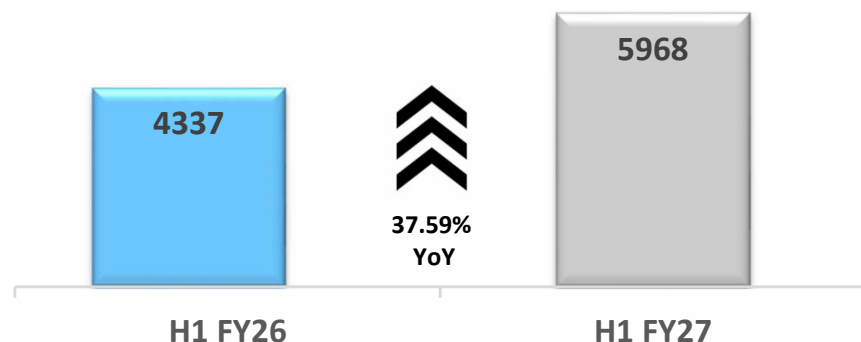
Particulars	Q-2 FY 26	Q-1 FY 27	Q-2 FY 27
Total Wires and Cables Sale including export	2609	3092	3639

- The domestic Wires & Cables segment posted a healthy 45.76% YoY growth in the quarter, led by sustained demand and operational improvements.
- Export Wires & Cables Sale increased by 7.27% YoY in Q2 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 total Wires & Cables sale, EHV cable sale increased to ₹ 217 crore in Q2 FY27 from ₹ 172 Crore in Q2 FY26, registering growth 26.20% YOY.
- Total Wires & Cables Sale including export is ₹ 3639 Crore which contributed 96.35% in Q2 FY 27 as against 95.68% in Q2 FY 26.
- Wires & Cables sale through dealer & distributors grown by 50.46% and contributed 58.79% of overall sale in Q2 FY 27 as against 54.12% in Q2 FY 26. The total active working dealer of the company as on 30.09.2026 was 2146 Nos.

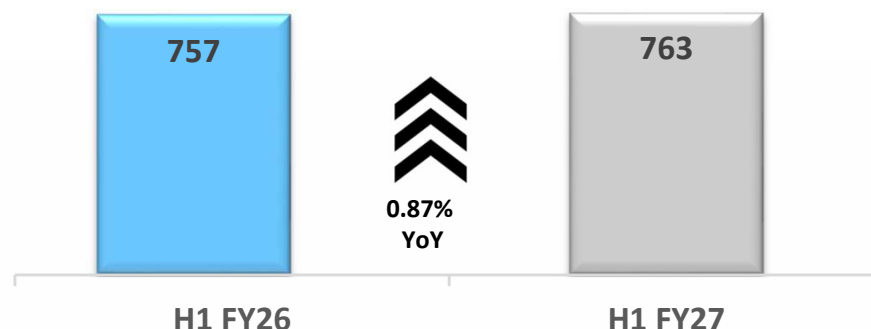
Wires and Cables



Domestic Wires & Cables (₹ in Crore)



Export Wires & Cables (₹ in Crore)



Particulars	H1 FY 26	H1 FY 27
Total Wires and Cables Sale including export	5094	6731

- The domestic Wires & Cables segment posted a healthy 37.59% YoY growth in the H1 FY27, led by sustained demand and operational improvements.
- Export Wires & Cables Sale increased by 0.87% YoY in H1 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 total Wires & Cables sale, EHV cable sale increased to ₹ 403 crore in H1 FY27 from ₹ 298 Crore in H1 FY26, registering growth 35.34% YOY.
- Total Wires & Cables Sale including export is ₹ 6731 Crore which contributed 96.69% in H1 FY 27 as against 95.81% in H1 FY 26.
- Wires & Cables sale through dealer & distributors grown by 46.44% and contributed 58.93% of overall sale in H1 FY 27 as against 52.69% in H1 FY 26.

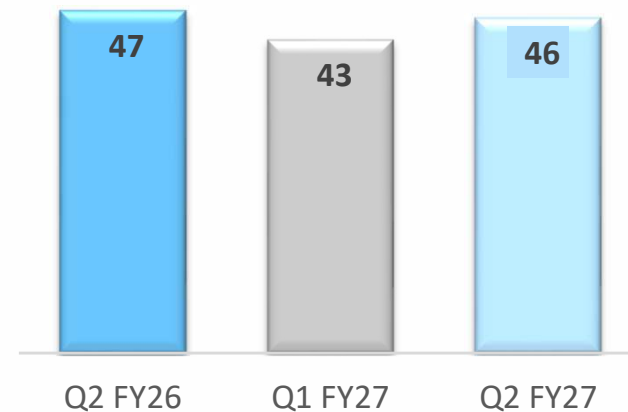
EPC Projects and SS Wire



- EPC Sale (apart from Cable) decreased by 3.78% YoY in Q-2 FY 27.
- During the H1 FY27 EPC contribution is 1.27%.
- Export Sale of EPC is ₹ 8 Crore in Q-2 FY 27 and ₹ 12 crore in H1 FY27.
- SS Wire sale increased by 15.96% YoY in Q-2 FY 27 and also increased by 10.01% in H1 FY27 .
- Export Sale of SS Wire is ₹ 30 Crore in Q-2 FY 27 and ₹ 58 crore in H1 FY27.

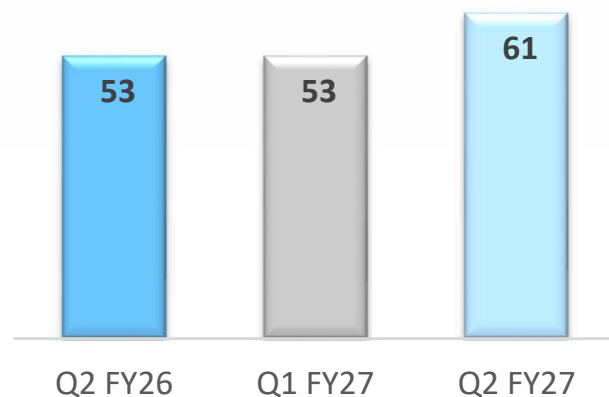
Q-2 FY 27 (EPC*)

Revenue (₹ in Crore)



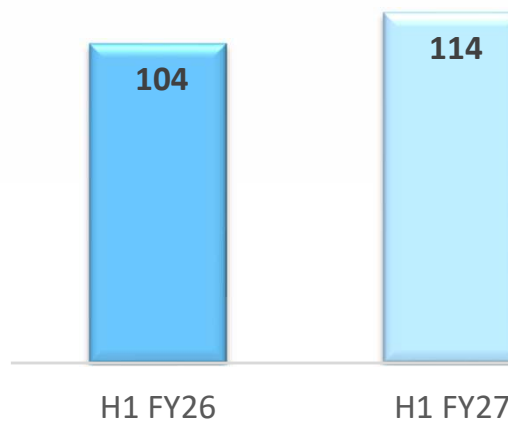
Q-2 FY 27 (SS wire)

Revenue (₹ in Crore)



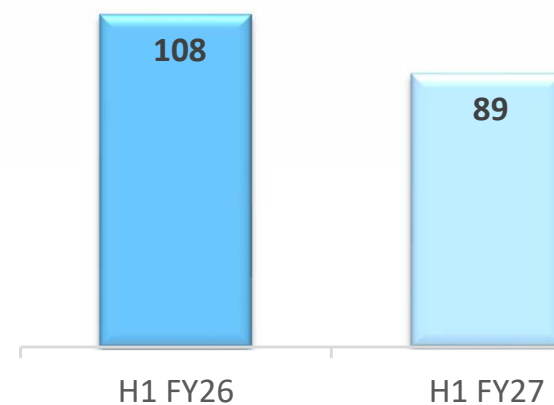
H1 FY 27 (SS wire)

Revenue (₹ in Crore)



H1 FY 27 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

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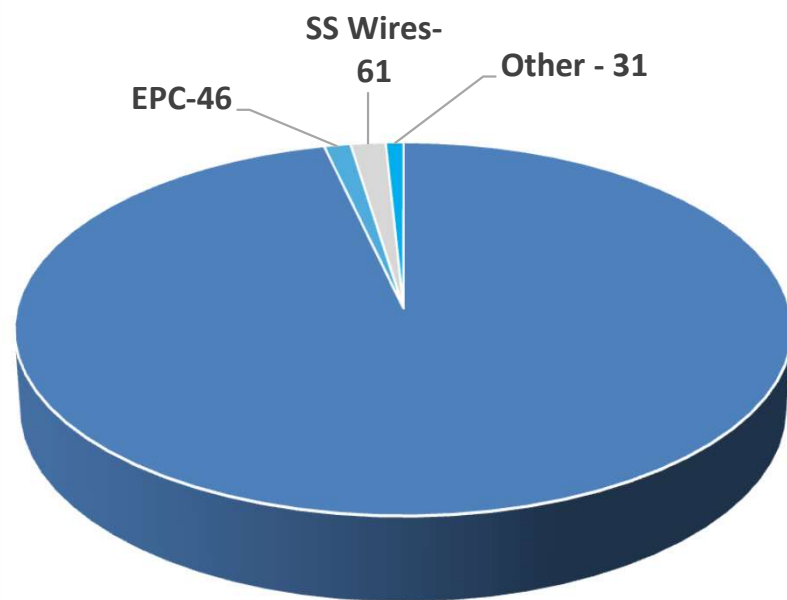
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Breakup of Revenue



Q2 FY 27

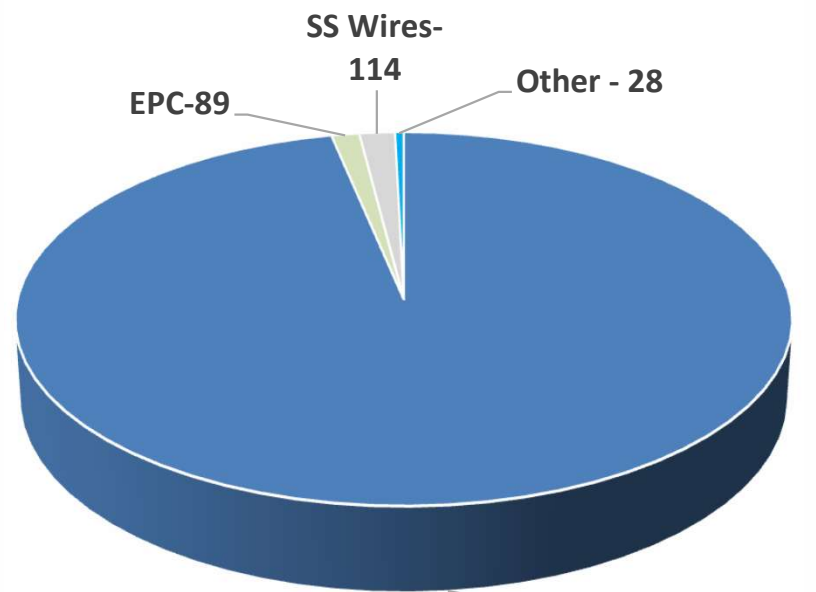
Revenue (₹ in Crore)



Particulars	Amount
Wires and Cables	3639
EPC*	46
SS Wires	61
Others	31
Total	3777

H1 FY 27

Revenue (₹ in Crore)



Particulars	Amount
Wires and Cables	6731
EPC*	89
SS Wires	114
Others	28
Total	6962

* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 5,185 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q2 FY27 was ₹ 17.24 Crore as compared to last year same period of ₹ 14.16 Crore (Financial charges in terms of percentage is reduced to 0.46% from 0.52% of Net sales).

In the H1 FY 27, it was ₹ 34.92 Crore as compared to last year same period of ₹ 28.66 Crore. (Financial charges in terms of percentage has decreased to 0.50% from 0.54% of Net sales).

DEBT : Debt (including CF and acceptance) as on 30.09.2026 :

₹ in Crore

Particulars	31.03.25	31.03.26	30.09.26
Debt (TL+WC)	51	22	85
Channel Finance	127	164	200
Gross Debt	178	186	285
Cash & Bank Balances	1915	1513	698*
Net Debt	(1737)	(1327)	(413)
Acceptances	246	735	727
Total Debt / (Cash)	(1491)	(592)	314

*Including unutilized QIP Proceeds Rs 168.91 Crore (including Interest Income Rs 91.18 Crore (net of TDS) earned on maturity of FDR)

Profit & Loss Statement (Standalone)



₹ in Crore

Particulars	Quarter						Year to date			
	Q2FY27	%	Q1FY27	%	Q2FY26	%	H1FY27	%	H1FY26	%
Revenue from Operations	3,777	100.00%	3,185	100.00%	2,727	100.00%	6,962	100.00%	5,317	100.00%
COGS*	2,953	78.19%	2,397	75.23%	2,091	76.67%	5,350	76.85%	4,081	76.75%
Contribution(A)	824	21.81%	788	24.77%	636	23.33%	1,612	23.15%	1,236	23.25%
Employee cost	104	2.76%	104	3.27%	86	3.16%	208	2.98%	171	3.22%
Other operating Exp	343	9.08%	289	9.07%	280	10.28%	632	9.07%	538	10.11%
Total Operating Exp (B)	447	11.84%	393	12.34%	366	13.44%	840	12.05%	709	13.33%
Other Income (C)	24	0.65%	20	0.61%	42	1.54%	44	0.63%	82	1.54%
EBITDA (A-B+C)	401	10.62%	415	13.04%	312	11.43%	816	11.73%	609	11.46%
Depreciation	31	0.81%	28	0.90%	20	0.74%	59	0.85%	40	0.75%
Finance Cost	17	0.46%	18	0.55%	14	0.52%	35	0.50%	29	0.54%
PBT	353	9.35%	369	11.59%	278	10.17%	722	10.38%	540	10.17%
Income tax	91	2.40%	95	2.98%	74	2.71%	186	2.67%	141	2.66%
PAT	262	6.95%	274	8.61%	204	7.46%	536	7.71%	399	7.51%

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

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Balance Sheet (Standalone)



₹ in Crore

ASSETS	H1 FY 27*	FY 26	EQUITY AND LIABILITIES	H1 FY 27*	FY 26
Non-Current Assets			Equity		
Fixed Assets	3,043.74	2,688.71	Equity Share Capital	19.12	19.12
Other Non Current Assets	121.15	110.44	Other Equity	7,184.24	6,645.83
Total Non Current Assets	3,164.89	2,799.15	Total Equity	7,203.36	6,664.95
			Non-Current Liabilities		
			Borrowings	-	-
			Other Non Current Liabilities	254.53	213.33
			Total Non Current Liabilities	254.53	213.33
Current Assets			Current Liabilities		
Inventories	3,604.48	2,400.79	Short Term Borrowings	285.07	186.20
Trade Receivables	1,676.82	1,841.66	Trade Payables	1,333.04	1,334.58
Cash and Bank Balances	698.47	1,512.65	Others - Current Liabilities	543.29	556.92
Other Current Assets	474.63	401.73	Total Current Liabilities	2,161.40	2,077.70
Total Current Assets	6,454.40	6,156.83	Total Equity and Liabilities	9,619.29	8,955.98
Total Assets	9,619.29	8,955.98			

*H1 FY 27 - UNAUDITED

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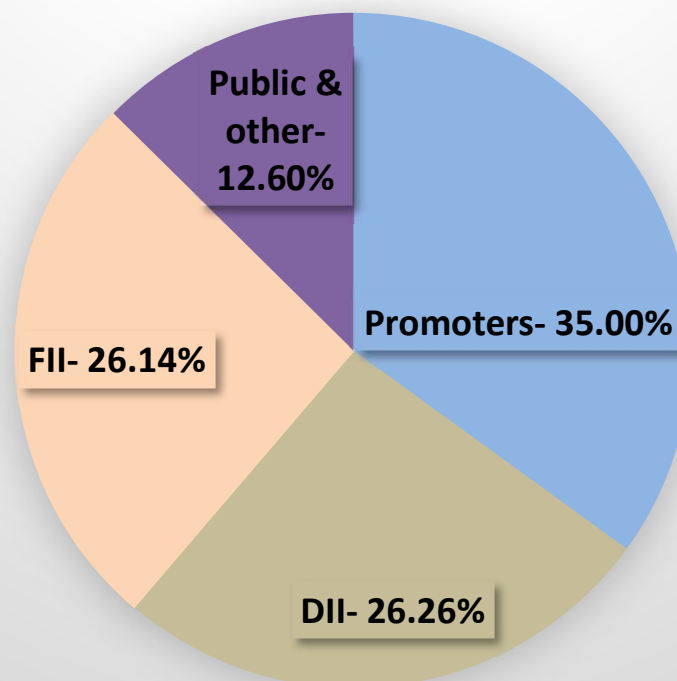
Consolidated Financial Highlights



- During the Q2 FY 27 Net Sales was ₹ 3,776.42 Crore as against same quarter in previous year of ₹ 2,726.35 Crore.
- During the Q2 FY 27 EBIDTA was ₹ 401.05 Crore as against same quarter in the previous year of ₹ 311.63 Crore.
- Further, PAT during the Q2 FY 27 was ₹ 262.45 Crore as against same quarter in the previous year of ₹ 203.51 Crore. PAT/Net Sale was 6.95% during the quarter as against 7.46% during last year same period.
- During H1 FY 27, Net Sales was ₹ 6,961.76 Crore as against same period in previous year of ₹ 5,316.67 Crore.
- During H1 FY 27 EBIDTA was ₹ 816.46 Crore as against same period in the previous year of ₹ 609.26 Crore.
- Further, PAT during the H1 FY 27 was ₹ 536.59 Crore as against same period in the previous year of ₹ 399.26 Crore. PAT/Net Sale was 7.71% as against 7.51% during last year same period.



Shareholding Pattern as on 30.09.2026



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

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