



KEI

Wires & Cables



PROUDLY MAKING IN INDIA SINCE 1968

#VocalForLocal

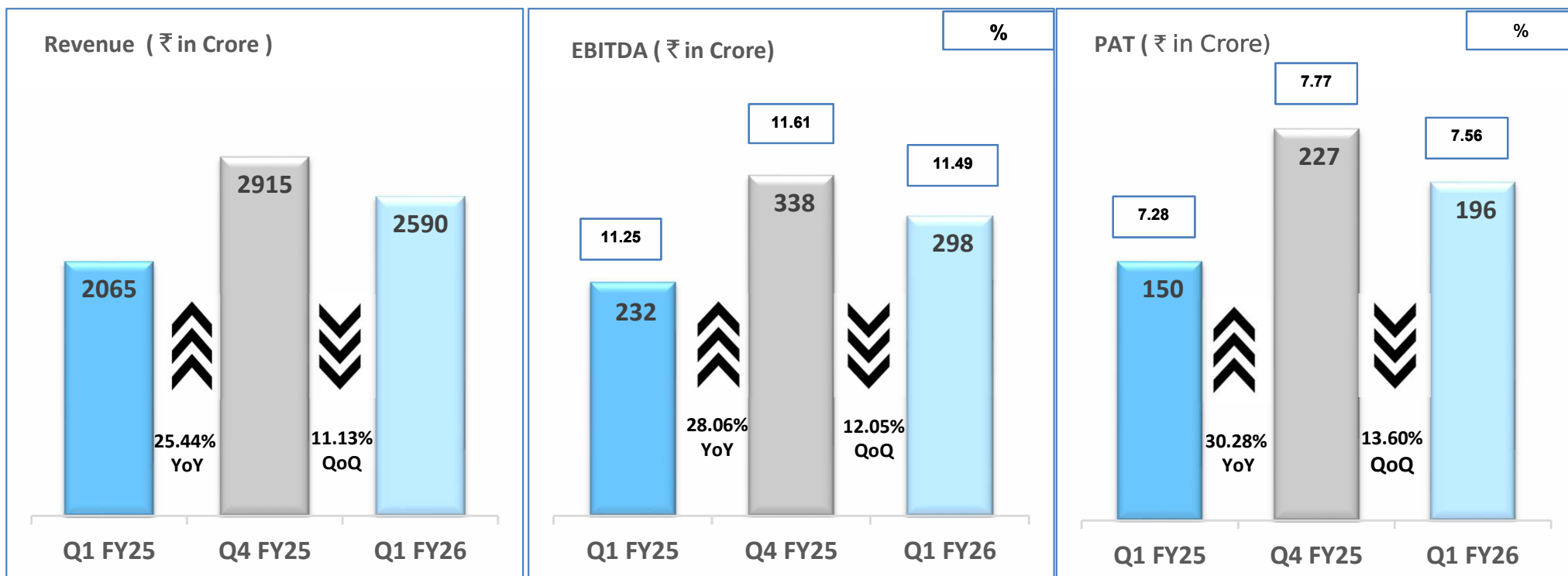
KEI Industries Limited

Q-1 FY 2026

Earnings Presentation

July 22, 2025

Financial Performance Q-1 FY 26 Highlights

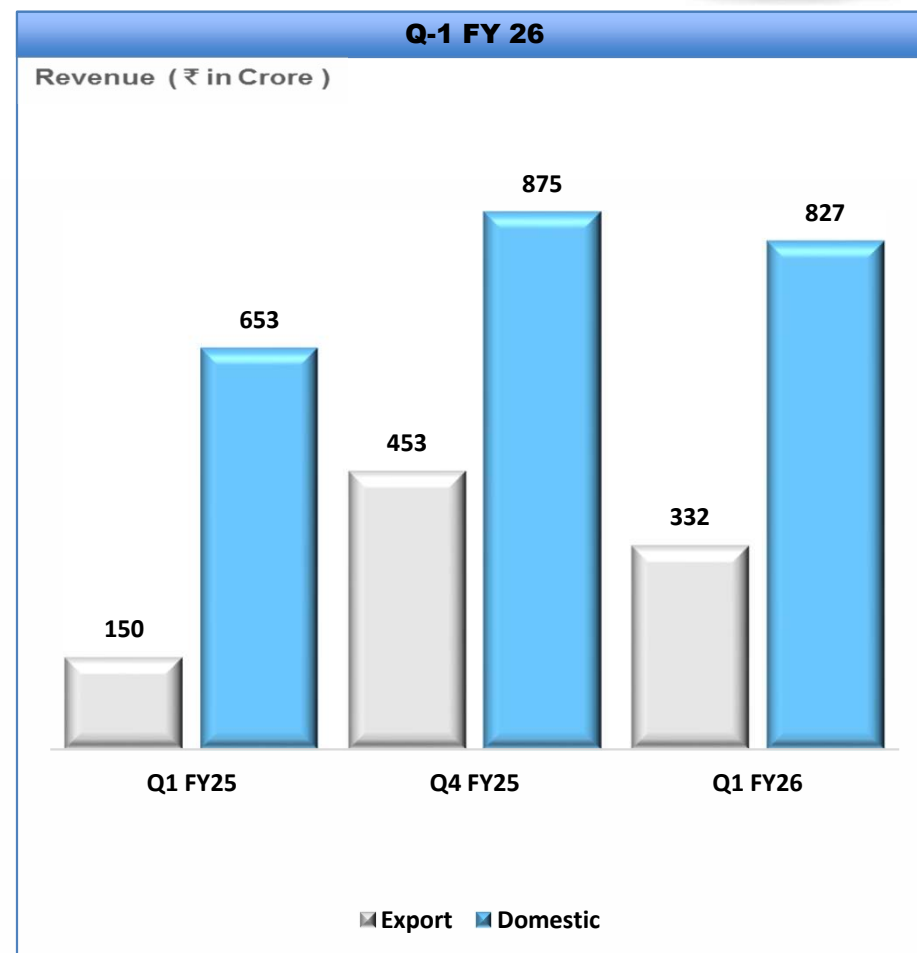


- Revenue improved by 25.44% YoY in this quarter.
- EBITDA margin in this quarter has improved to 11.49% as against 11.25% YoY.
- PAT margin in this quarter has improved to 7.56% as against 7.28% YoY.

Cable and Wires – Institutional



- Domestic Institutional Cable and Wire sale is ₹ 711 Crore in 1st quarter as against PY ₹ 574 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 116 crore in 1st quarter as against PY ₹ 79 Crore.
- Total Institutional Cable and Wire Sale including export contributed 44.77% in Q-1 FY 26 against 38.89% in Q-1 FY 25.
- Total Domestic Institutional Cable and Wire Sale increased by 26.62% YoY in Q-1 FY 26
- Total Export Institutional Cable and Wire Sale increased by 122.09% YoY in Q-1 FY 26
- Total Institutional Cable and Wire Sale including export increased by 44.43% YoY in Q-1 FY 26.



| Particulars | Q-1 FY 25 | Q-4 FY 25 | Q-1 FY 26 |
|---|-----------|-----------|-----------|
| Total Institutional Sale including export | 803 | 1328 | 1159 |

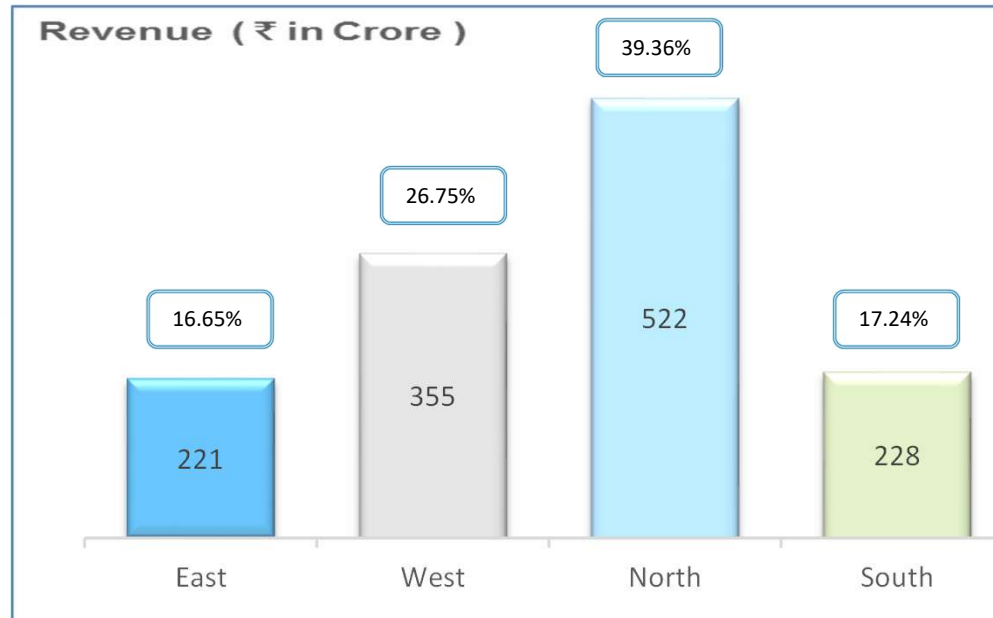
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by 22.21% YoY in Q-1 FY 26.
- Sales through Dealer/ Distribution contributed 51.18% of overall sale in Q-1 FY 26 as against 52.53% in Q-1 FY 25
- The total active working dealer of the company as on 30.06.2025 was 2094 Nos.



REVENUE BREAK UP OF Q-1 FY26 (ZONE WISE)



UNCOMPROMISING QUALITY. INCREDIBLE RANGE.

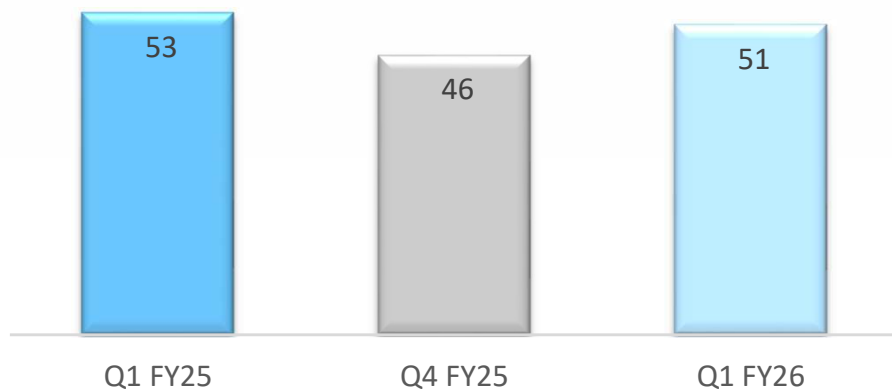
EPC Projects and SS Wire



- During the Q-1 FY26 EPC Sale (apart from Cable) contribution is 2.36%.
- Export Sale of EPC (apart from Cable) is ₹ 14 Crore in this quarter against PY ₹ 58 crore.
- During the Q-1 FY26 SS wire sale contribution is 1.97%.
- Export Sale of SS Wire is ₹ 27 Crore in this quarter against PY ₹ 25 crore.

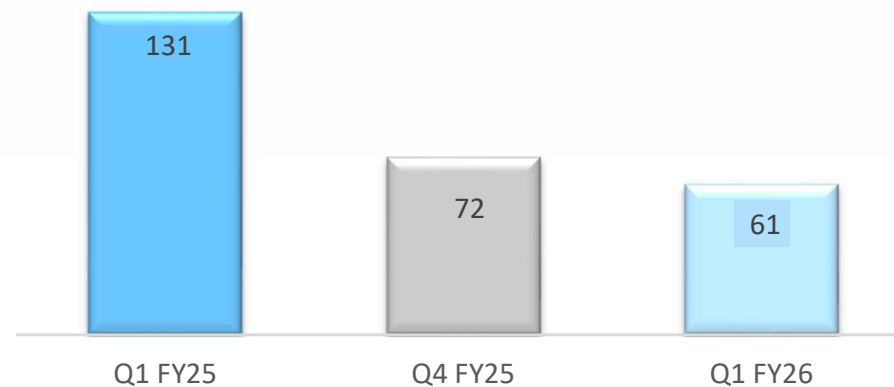
Q-1 FY 26 (SS wire)

Revenue (₹ in Crore)



Q-1 FY 26 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

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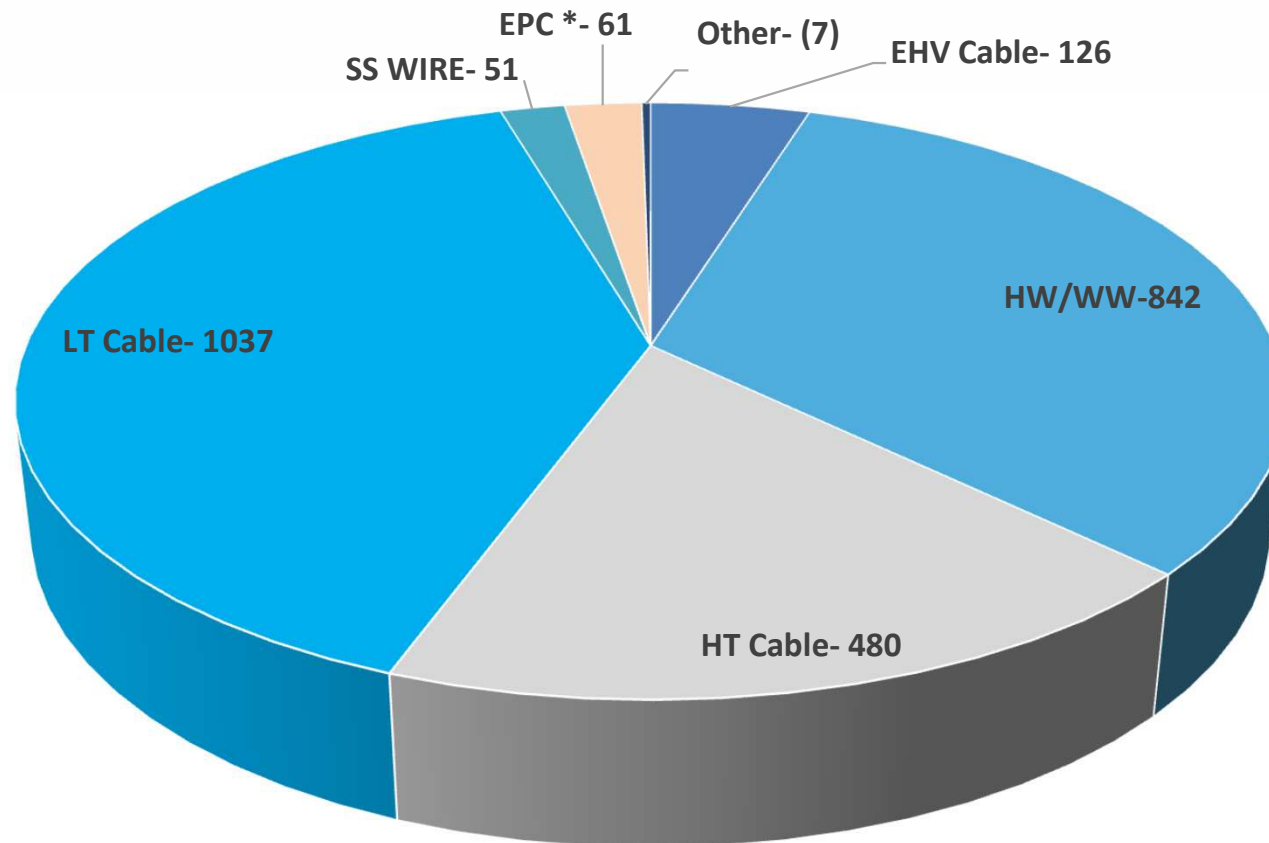
Breakup of Product and Revenue



Q1 FY 26

Revenue (₹ in Crore)

| Product | Revenue |
|-----------|---------|
| EHV Cable | 126 |
| HW/WW | 842 |
| HT Cable | 480 |
| LT Cable | 1037 |
| SS Wire | 51 |
| EPC* | 61 |
| Other | -7 |
| Total | 2,590 |



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,921 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q1 FY26 was ₹ 14.50 Crore as compared to last year same period of ₹ 14.16 Crore (Financial charges in terms of percentage has decreased to 0.56% from 0.69% of Net sales).

DEBT : Debt (including CF and acceptance) as on 30.06.2025:-

₹ in Crore

| Particulars | 31.03.24 | 31.03.25 | 30.06.25 |
|----------------------------|--------------|---------------|---------------|
| Debt (TL+WC) | 37 | 51 | 67 |
| Channel Finance | 97 | 127 | 136 |
| Gross Debt | 134 | 178 | 203 |
| Cash & Bank Balances | 700 | 1915 | 1699* |
| Net Debt | (566) | (1737) | (1496) |
| Acceptances | 506 | 246 | 448 |
| Total Debt / (Cash) | (60) | (1491) | (1048) |

*Including unutilized QIP Proceeds Rs 1,105.92 Crore (including Interest Income Rs 19.83 Crore (net of TDS) earned on maturity of FDR)

Balance Sheet (Standalone)



₹ in Crore

| ASSETS | Q-1 FY 26* | FY 25 | EQUITY AND LIABILITIES | Q-1 FY 26* | FY 25 |
|---------------------------------|-----------------|-----------------|--------------------------------------|-----------------|-----------------|
| Non-Current Assets | | | Equity | | |
| Fixed Assets | 1,834.15 | 1,378.56 | Equity Share Capital | 19.11 | 19.11 |
| Other Non Current Assets | 211.83 | 221.45 | Other Equity | 5,963.48 | 5,766.64 |
| Total Non Current Assets | 2,045.98 | 1,600.01 | Total Equity | 5,982.59 | 5,785.75 |
| | | | Non-Current Liabilities | | |
| Current Assets | | | Borrowings | - | - |
| Inventories | 1,867.06 | 1,730.33 | Other Non Current Liabilities | 138.12 | 100.84 |
| Trade Receivables | 1,711.48 | 1,797.25 | Total Non Current Liabilities | 138.12 | 100.84 |
| Cash and Bank Balances | 1,699.49 | 1,915.29 | Current Liabilities | | |
| Other Current Assets | 293.56 | 191.72 | Short Term Borrowings | 202.67 | 178.32 |
| Total Current Assets | 5,571.59 | 5,634.59 | Trade Payables | 913.98 | 779.15 |
| Total Assets | 7,617.57 | 7,234.60 | Others - Current Liabilities | 380.21 | 390.54 |
| | | | Total Current Liabilities | 1,496.86 | 1,348.01 |
| | | | Total Equity and Liabilities | 7,617.57 | 7,234.60 |

*Q-1 FY 26 - UNAUDITED

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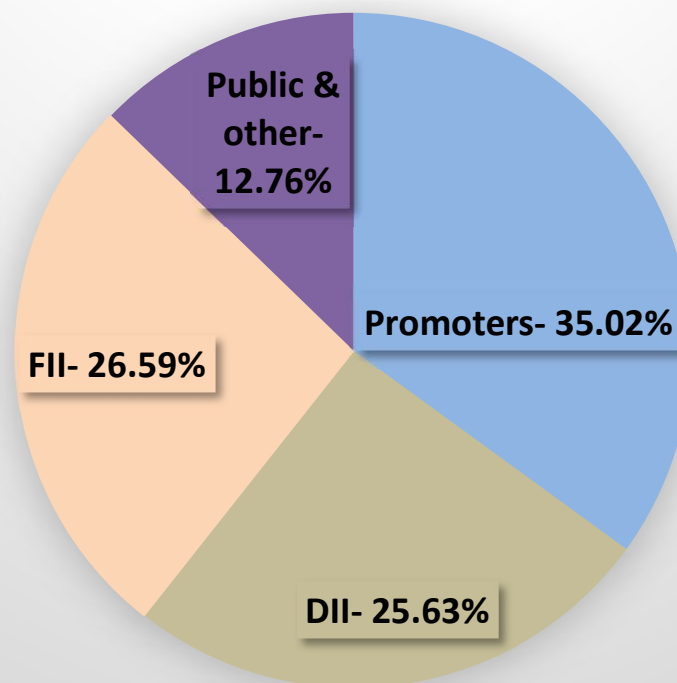
Consolidated Financial Highlights



- During the Q1 FY 26 Net Sales was ₹ 2090.32 Crore, against same quarter in previous year of ₹ 2065.02 Crore.
- During the Q1 FY 26 EBIDTA was ₹ 297.63 Crore against same quarter in the previous year of ₹ 232.41 Crore.
- Further, PAT during this Quarter was ₹ 195.75 Crore against same quarter in the previous year of ₹ 150.25 Crore. PAT/Net Sale was 7.56% during the quarter as against 7.28% during last year same period.



Shareholding Pattern as on 30.06.2025



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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