



KEI Industries Limited

Regd. Office & works: D-90, Okhla Industrial Area, Phase – I New Delhi – 110020 Tel.: +91-11-26818840, 26818642, 26815558, 26815559. Fax: +91-11-26811959, 26817225. Email: keiind@vsnl.com Website: www.kei-ind.com

KEI/2012-13

Date: 29.05.2012

The Manager,  
The National Stock Exchange of India Ltd  
Listing Division,  
Exchange Plaza, Plot No. C/1,  
G Block, Bandra Kurla Complex, Bandra (E),  
Mumbai – 400 051.

**Sub: Outcome of Board Meeting / Announcements**

Dear Sir / Madam,

This is to inform you that the Board of Directors of the Company at their meeting held on Tuesday, the 29th day of May 2012 at 03.00 P.M. at the Registered Office of the Company, at D-90, Okhla Industrial Area Phase-I, New Delhi- 110 020, has decided and approved inter-alia, the following:

1. Approved the Audited Financial Statements for the Financial Year ended 31<sup>st</sup> March, 2012.
2. Recommended dividend of Re. 0.20 per share (i.e. @10%) on the equity shares of face value of Rs.2/-, for the year ended 31<sup>st</sup> March, 2012, subject to approval of the shareholders in the ensuing Annual General Meeting.
3. Approved Delisting of Equity shares of the Company from The Calcutta Stock Exchange Limited.

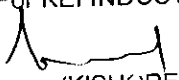
This is for your information and record.

Thanking you,

Yours truly,

**For KEI INDUSTRIES LIMITED**

For KEI INDUSTRIES LTD.

  
(KISHORE KUNAL)  
C.S. & Compliance Officer  
**Company Secretary**

CC: BSE, CSE

Encl: Copy of Audited Financial Statements.

Works-II : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301018 (Rajasthan) Tel : 01493-220106, 221731 Fax : 01493-221732.  
Works-III : Silvassa : 99/2/7, Madhuban Industrial Estate, Rakholi, Silvassa UT of D & N.H-396240. Tel/Fax : 0091-260-2644404, 2630944, 2645896  
Branch : Chennai : 27/F-1, first floor, Chakrapani Street, West Mambalam, Chennai-600 033 Tel : 044-24803363 Fax : 044-24803404.  
Offices : Mumbai : 101/102, Vastu Shilp, Vastu Enclave, Andheri Pump House, Andheri(East), Mumbai-400093. Tel: 0091-22-2823963/28375642, Fax: 28258277  
Kolkata : P-47 & 48, Nilachal Complex Phase-II, Narendra Pur (Opp. Mandir Gate) Kolkata-700 013 Tel/fax : 033-24773289



# KEI INDUSTRIES LIMITED

D-90 OKHLA INDUSTRIAL AREA PHASE I NEW DELHI-110 020  
Phone: 91-11-26818840/26818642 Fax: 91-11-26811959/26817225 Web: www.kei-ind.com  
STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE  
YEAR ENDED 31ST MARCH, 2012



| PART: I<br>Particulars                                                                               | Unaudited Results for       |                             |                             | Audited Results for      |                          |
|------------------------------------------------------------------------------------------------------|-----------------------------|-----------------------------|-----------------------------|--------------------------|--------------------------|
|                                                                                                      | Quarter ended<br>31-03-2012 | Quarter ended<br>31-12-2011 | Quarter ended<br>31-03-2011 | Year ended<br>31-03-2012 | Year ended<br>31-03-2011 |
| ( ₹ in Lakhs)                                                                                        |                             |                             |                             |                          |                          |
| 1 Income from operations                                                                             |                             |                             |                             |                          |                          |
| (a) Net Sales / Income from Operations (Net of excise duty)                                          | 53,158.85                   | 44,976.13                   | 35,821.05                   | 169,954.25               | 114,356.49               |
| (b) Other Operating Income                                                                           | 517.79                      | 733.80                      | 631.45                      | 2,276.07                 | 1,954.08                 |
| Total income from operations (net)                                                                   | 53,676.64                   | 45,709.93                   | 36,452.50                   | 172,230.32               | 116,310.57               |
| 2 Expenses                                                                                           |                             |                             |                             |                          |                          |
| (a) Cost of materials consumed                                                                       | 38,493.09                   | 31,531.84                   | 29,216.71                   | 131,492.19               | 97,854.96                |
| (b) Purchases of stock-in-trade                                                                      | 388.97                      | 134.95                      | 29.50                       | 1,016.67                 | 43.06                    |
| (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade                    | 1,598.56                    | 3,400.73                    | (734.04)                    | (842.86)                 | (6,955.50)               |
| (d) Employee benefits expense                                                                        | 1,084.17                    | 918.29                      | 804.70                      | 3,705.18                 | 2,753.86                 |
| (e) Depreciation and amortisation expense                                                            | 512.40                      | 497.41                      | 450.71                      | 1,954.49                 | 1,661.00                 |
| (f) Other Expenses                                                                                   | 7,292.71                    | 5,732.88                    | 4,291.51                    | 21,851.18                | 13,838.90                |
| Total expenses                                                                                       | 49,369.90                   | 42,216.10                   | 34,058.09                   | 159,176.85               | 109,196.28               |
| 3 Profit / (Loss) from operations before other income, finance costs and exceptional items(1-2)      | 4,306.74                    | 3,493.83                    | 2,393.41                    | 13,053.47                | 7,114.29                 |
| 4 Other income                                                                                       | 78.52                       | 17.55                       | 156.53                      | 162.48                   | 598.81                   |
| 5 Profit / (Loss) from ordinary activities before finance costs and exceptional items (3+4)          | 4,385.26                    | 3,511.38                    | 2,549.94                    | 13,215.95                | 7,713.10                 |
| 6 Finance Costs                                                                                      | 2,812.36                    | 2,743.20                    | 1,861.76                    | 9,616.23                 | 5,931.54                 |
| 7 Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5-6)    | 1,572.90                    | 768.18                      | 688.18                      | 3,599.72                 | 1,781.56                 |
| 8 Exceptional items                                                                                  | -----                       | -----                       | -----                       | -----                    | -----                    |
| 9 Profit / (Loss) from ordinary activities before tax (7+8)                                          | 1,572.90                    | 768.18                      | 688.18                      | 3,599.72                 | 1,781.56                 |
| 10 Tax expense                                                                                       | 510.96                      | 205.40                      | 507.82                      | 1,166.84                 | 725.74                   |
| 11 Net Profit / (Loss) from ordinary activities after tax (9-10)                                     | 1,061.94                    | 562.78                      | 180.36                      | 2,432.88                 | 1,055.82                 |
| 12 Extraordinary items (net of tax expense)                                                          | -----                       | -----                       | -----                       | -----                    | -----                    |
| 13 Net Profit / (Loss) for the period (11+12)                                                        | 1,061.94                    | 562.78                      | 180.36                      | 2,432.88                 | 1,055.82                 |
| 14 Paid-Up Equity Share Capital (Face Value of ₹ 2/- each)                                           | 1,338.75                    | 1,338.75                    | 1,338.75                    | 1,338.75                 | 1,338.75                 |
| 15 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year          | -----                       | -----                       | -----                       | 21,369.92                | 22,453.12                |
| 16 Earning Per Share before / after extraordinary items (Face Value of ₹ 2/- each) (not annualised): |                             |                             |                             |                          |                          |
| a) Basic                                                                                             | 1.59                        | 0.84                        | 0.28                        | 3.63                     | 1.64                     |
| b) Diluted                                                                                           | 1.59                        | 0.84                        | 0.23                        | 3.63                     | 1.30                     |

## PART: II SELECT INFORMATION FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2012

### A PARTICULARS OF SHAREHOLDING

|                                                                                              |          |          |          |          |          |
|----------------------------------------------------------------------------------------------|----------|----------|----------|----------|----------|
| 1 Public shareholding                                                                        |          |          |          |          |          |
| - Number of shares                                                                           | 39088972 | 39088972 | 39088972 | 39088972 | 39088972 |
| - Percentage of shareholding                                                                 | 58.40%   | 58.40%   | 58.40%   | 58.40%   | 58.40%   |
| 2 Promoters and Promoter Group Shareholding                                                  |          |          |          |          |          |
| a) Pledged / Encumbered                                                                      |          |          |          |          |          |
| - Number of shares                                                                           | NIL      | NIL      | NIL      | NIL      | NIL      |
| - Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group) | NIL      | NIL      | NIL      | NIL      | NIL      |
| - Percentage of shares (as a % of the total share capital of the company)                    | NIL      | NIL      | NIL      | NIL      | NIL      |
| b) Non - encumbered                                                                          |          |          |          |          |          |
| - Number of shares                                                                           | 27848466 | 27848466 | 27848466 | 27848466 | 27848466 |
| - Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group) | 100%     | 100%     | 100%     | 100%     | 100%     |
| - Percentage of shares (as a % of the total share capital of the company)                    | 41.60%   | 41.60%   | 41.60%   | 41.60%   | 41.60%   |

### 3 months ended 31st March, 2012

|                                                |     |
|------------------------------------------------|-----|
| B INVESTOR COMPLAINTS                          |     |
| Pending at the beginning of the quarter        | NIL |
| Received during the quarter                    | 1   |
| Disposed off during the quarter                | 1   |
| Remaining unresolved at the end of the quarter | NIL |

## Segment-wise Revenue, Results and Capital Employed

|                                                                                |             |             |             |             |             |
|--------------------------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|
| 1. Segment Revenue ( net sales/ income from )                                  |             |             |             |             |             |
| a) Segment - Cables                                                            | 49,466.38   | 39,141.96   | 33,888.51   | 154,631.14  | 107,890.33  |
| b) Segment - Stainless Steel Wire                                              | 2,105.87    | 2,450.58    | 2,333.28    | 9,514.67    | 8,215.84    |
| c) Segment - Turnkey Projects                                                  | 2,104.59    | 4,117.39    | 237.64      | 8,084.51    | 280.76      |
| d) Unallocated Segment                                                         | -----       | -----       | (4.78)      | -----       | 26.31       |
| Total                                                                          | 53,676.64   | 45,709.93   | 36,454.65   | 172,230.32  | 116,413.24  |
| Less: Inter segment revenue                                                    | -----       | -----       | -----       | -----       | -----       |
| Net Sales / Income from operations                                             | 53,676.64   | 45,709.93   | 36,454.65   | 172,230.32  | 116,413.24  |
| 2. Segment Results (Profit) (+)/ Loss (-) before tax and interest from segment |             |             |             |             |             |
| a) Segment - Cables                                                            | 5,029.05    | 5,070.61    | 3,085.71    | 17,228.32   | 10,117.44   |
| b) Segment - Stainless Steel Wire                                              | 58.15       | 55.35       | 98.66       | 384.47      | 210.62      |
| c) Segment - Turnkey Projects                                                  | 380.84      | (861.46)    | 81.72       | (318.04)    | (55.92)     |
| Total                                                                          | 5,468.04    | 4,264.50    | 3,266.09    | 17,294.75   | 10,272.14   |
| Less: i) Interest                                                              | 2,812.36    | 2,743.20    | 1,861.76    | 9,816.23    | 5,931.54    |
| ii) Other un- allocable expenditure net off un- allocable income               | 1,082.78    | 753.12      | 716.15      | 4,078.80    | 2,559.04    |
| Total Profit Before Tax                                                        | 1,572.90    | 768.18      | 688.18      | 3,599.72    | 1,781.56    |
| 3. Capital Employed ( Segment Assets - Segment Liabilities )                   |             |             |             |             |             |
| a) Segment - Cables                                                            | 63,401.91   | 64,875.94   | 54,802.97   | 63,401.91   | 54,802.97   |
| b) Segment- Stainless Steel Wire                                               | 2,543.87    | 2,215.92    | 2,786.56    | 2,543.87    | 2,766.56    |
| c) Segment - Turnkey Projects                                                  | 7,901.93    | 3,271.54    | 145.75      | 7,901.93    | 145.75      |
| d) Unallocated Segment                                                         | (31,400.22) | (27,844.87) | (11,837.19) | (31,400.22) | (11,837.19) |
| Total                                                                          | 42,447.49   | 42,516.53   | 45,878.09   | 42,447.49   | 45,878.09   |

### Notes:

- The Board of Directors have recommended a dividend of ₹ 0.20/- per share(i.e. @10%) for the financial year ended March 31, 2012, subject to the approval of the shareholders at ensuing Annual General Meeting (AGM).
- During the year the company has fully redeemed outstanding 3320 Foreign Currency Convertible Bonds (FCCBs) at Redemption Amount of USD 7277 per Bond (Face Value USD 5000 and Redemption Premium USD 2277) on maturity date i.e. November 30, 2011. Premium on Redemption of FCCBs amounting to ₹ 3360.50 lacs (net of tax impact) has been charged to Securities Premium Account.
- Pursuant to changes made in AS-11 vide Companies (Accounting Standards) Amendment Rules, 2009, further amended vide Amendment Rules 2011, during the year / quarter / period foreign exchange difference arising on long term foreign currency monetary items FCCBs & Foreign currency Term Loans has been adjusted with the cost of fixed assets and in other cases the same has been adjusted in Foreign Currency Monetary Item Translation Difference Account (FCMTDA). Exchange fluctuation on ECB has been fully transferred to FCMTDA.
- The above results reviewed by the Audit Committee have been approved and taken on record by the Board of Directors at their meeting held on May 29, 2012
- The figures of the previous year / quarter / period have been re-grouped / reclassified to conform to current year / quarter / period classification.

| Statement of Assets and Liabilities |  | As at Year ended<br>31-03-2012 | As at Year ended<br>31-03-2011 |
|-------------------------------------|--|--------------------------------|--------------------------------|
| A EQUITY AND LIABILITIES            |  |                                |                                |
| 1 Shareholders' fund                |  |                                |                                |
| (a) Share Capital                   |  | 1,338.75                       | 1,338.75                       |
| (b) Reserves and surplus            |  | 21,369.92                      | 22,453.12                      |
| Sub-total - Shareholders' fund      |  | 22,708.67                      | 23,791.87                      |
| 2 Non-Current liabilities           |  |                                |                                |
| (a) Long-term borrowings            |  | 12,857.02                      | 11,390.72                      |
| (b) Deferred tax liabilities (net)  |  | 233.52                         | 366.82                         |
| (c) Other long-term liabilities     |  | -                              | -                              |
| (d) Long-term provisions            |  | 160.69                         | 124.41                         |
| Sub-total - Non-Current liabilities |  | 13,251.23                      | 11,881.95                      |
| 3 Current liabilities               |  |                                |                                |
| (a) Short-term borrowings           |  | 29,173.16                      | 14,157.23                      |
| (b) Trade payables                  |  | 40,925.79                      | 29,423.08                      |
| (c) Other current liabilities       |  | 12,978.04                      | 13,392.22                      |
| (d) short-term provisions           |  | 457.47                         | 248.59                         |
| Sub-total - Current liabilities     |  | 83,534.46                      | 57,221.12                      |
| TOTAL EQUITY AND LIABILITIES        |  | 119,494.36                     | 92,894.94                      |
| B ASSETS                            |  |                                |                                |
| 1 Non-Current Assets                |  |                                |                                |
| (a) Fixed Assets                    |  | 31,831.20                      | 30,862.46                      |
| (b) Non-Current Investments         |  | 308.17                         | 308.17                         |
| (c) Long-term loans and advances    |  | 342.09                         | 610.05                         |
| (d) Other non-current assets        |  | 20.74                          | 20.74                          |
| Sub-total - Non-Current Assets      |  | 32,502.20                      | 31,801.42                      |
| 2 Current Assets                    |  |                                |                                |
| (a) Inventories                     |  | 29,224.34                      | 28,226.49                      |
| (b) Trade Receivables               |  | 48,259.85                      | 26,335.43                      |
| (c) Cash and cash equivalents       |  | 436.88                         | 1,243.79                       |
| (d) Short-term loans and advances   |  | 5,232.24                       | 4,981.03                       |
| (e) Other current assets            |  | 3,838.75                       | 306.78                         |
| Sub-total - Current Assets          |  | 86,992.16                      | 61,093.52                      |
| TOTAL ASSETS                        |  | 119,494.36                     | 92,894.94                      |

For KEI INDUSTRIES LIMITED

Sd/-

ANIL GUPTA

Chairman-cum-Managing Director