



KEI Industries Limited

Regd. Office: D-90, Okhla Industrial Area, Phase – I New Delhi – 110020. CIN: L74899DL1992PLC051527. Tel.: +91-11-26818840, 26818642, 26815558, 26815559. Fax: +91-11-26811959, 26817225. Email: info@kei-ind.com Website: www.kei-ind.com

PRESS RELEASE

KEI INDUSTRIES LIMITED (KEI) at the meeting of its Board of Directors held on 02.02.2017 approved Standalone un-audited Financial results for the quarter and nine months ended December 31, 2016.

FINANCIALS

During **3rd Quarter of FY 2016-17 Net Sales** is Rs. 716.19 Crore, Operating Profit Rs. 77.89 Crore which is approx. 10.88% and PAT Rs. 27.18 Crore which is approx. 3.80% against same quarter in previous year Net Sales Rs. 553.34 Crore, Operating Profit Rs. 60.88 Crore which is approx. 11.00% and PAT Rs. 14.85 Crore which is approx. 2.68%.

During the Q3 Growth in Net Sale is approx. 29% over corresponding last year 3rd Quarter and operating profit growth is 28%.

Q3 Growth over Q2 Growth in Net Sale is approx. 15%.

During the **9M of FY 2016-17 Net Sales** is Rs. 1891.45 Crore Operating Profit Rs. 200.76 Crore which is approx. 10.61% and PAT Rs. 67.01 Crore which is approx. 3.54% against same period previous year Net Sales Rs. 1674.26 Crore, Operating Profit Rs. 174.76 Crore which is approx. 10.44% and PAT Rs. 41.91 Crore which is approx. 2.50%.

During 9M of FY 2016-17, growth in net Sale and operating profit is approx. 13% and 15% respectively over corresponding period last year.

PAT Margin has improved from 2.68% to 3.80 % during **3rd Quarter of FY 2016-17** due to increased operating profit from Rs. 60.88 Crore to Rs. 77.89 Crore.

PAT Margin has improved from 2.50% to 3.54% during **9M of FY 2016-17** due to increased operating profit from Rs. 174.76 Crore to Rs. 200.76 Crore and reduction in financial charges from Rs. 95.93 crore to Rs. 92.56 crore.

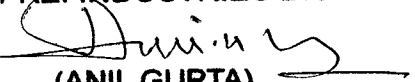
During the **3rd Quarter of FY 2016-17 Export Sales** has grown by 312%. Net Sales of Export during Q3 of FY 2016-17 is Rs. 117 Crore against last year same period Rs. 28 Crore and during the 9M of FY 2016-17 Export sales has grown by 130%. Net Sales of Export of 9M of FY 2016-17 is Rs 304 crore against last year same period Rs. 133 Crore.

During the **9M of FY 2016-17 Dealer/ Distribution market** sales in terms of Volume has been grown by 14-15% and in term of value has grown by 10%. During 9M of FY 2016-17, Net sales through **Dealer/ Distribution** channel is Rs. 564 Crore as compared to Rs. 516 Crore last year same period.

Total active working dealer of the company is approx. 1086 Nos. Growth in dealer is 17% over last year. New Addition of dealer is 70 Nos. during the 3rd Qtr of FY 2016-17.

Works-II : Bhiwadi : SP-920, RIICO Industrial Area, Phase-III, Bhiwadi, Dist. Alwar-301019 (Rajasthan) Tel : 01493-220106, 221731 Fax : 01493-221732.
Works-III : Silvassa : 99/2/7, Madhuban Istrial 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 Telfax : 033-24773299

For KEI INDUSTRIES LTD.


(ANIL GUPTA)
Chairman-Cum-Managing Director



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During the **9M of FY 2016-17 EPC division** sale is Rs. 320 Crore (excluding cable) against last year same period Rs 236 Crore. So, growth is approx. 36%.

During the **9M of FY 2016-17 Cable division** Sales has grown by 10.47% in value terms but volume growth is approx. 14-15% over corresponding period of last year. EHV Cable sales have decreased due to production suffered in 9M because of expansion going on at Chopanki plant which was completed in 1st week of January, 2017.

Company is hopeful to achieve 14 -15 % growth in term of value in this financial year 2016-17.

Pending order

Pending order as on date is approx. Rs.3103 Crore out of which EPC Rs.2052 Crore (including EPC L1 /LOI Rs. 50 Crore), Substation Rs. 202 Crore and EHV Cables Rs.236 Crore and LT / HT Cables Rs. 613 Crore (out of which Export order is Rs. 110 Crore).

Capex

New EHV Cables line at Chopanki plant has been operational from 1st week of January 2017.

Financial charges

Financial charges of the company in 9M of FY 16-17 is Rs. 92.56 Crore as compared to last year same period of Rs. 95.94 Crore. Finance charges / costs during 9M of FY 16-17 are 4.89% of net sales as compared to last year 5.73%.

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(ANIL GUPTA)

Chairman-cum-Managing Director

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