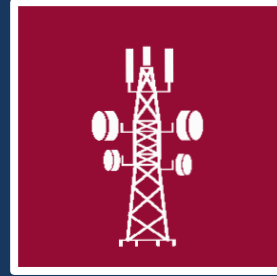
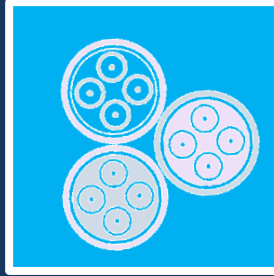
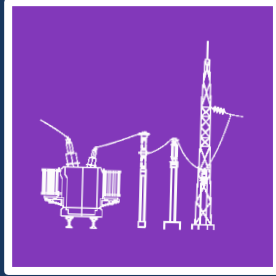


# KEC International Limited

Q1 FY15 Results

Investor/Analyst Presentation



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## Profit & Loss Highlights (Consolidated)

(Rs. crore)

Particulars	Q1 FY15	Q1 FY14	Growth (Y-o-Y)	FY14
Net Sales	1,721	1,746	-1.5%	7,902
EBITDA	102	88	15.5%	493
EBITDA Margins (%)	5.9%	5.0%		6.2%
Finance Costs	66	59	12.2%	263
Finance Cost (% of net sales)	3.8%	3.4%		3.3%
PBT (Excluding VRS expenses)	16	18	-11.1%	173
VRS expenses *	0	18		18
PBT	16	0	NA	155
Taxes	5	9		88
PAT	11	-9	NA	67

\* VRS expenses related to Thane facility were incurred in Q1FY14

## Balance Sheet (Consolidated)

(Rs. crore)

Particulars	Period Ended			Incr/(Decr)
	Q1 FY15	Q1 FY14	FY14	Y-o-Y
Net Worth	1,200	1,141	1,192	59
Gross Debt	2,348	1,803	2,127	544
Deferred Tax Liability (Net)	49	56	51	-7
<b>Total (Sources of Funds)</b>	<b>3,597</b>	<b>3,001</b>	<b>3,370</b>	<b>596</b>
Net Fixed Assets (Including Goodwill on consolidation)	1,363	1,392	1,370	-29
Receivables	4,029	3,655	4,139	374
Other assets (Current / Non Current)	1,856	1,554	1,681	302
Gross Working Capital	5,884	5,209	5,820	676
(-) Advances	216	431	216	-216
(-) Liabilities & Provisions (Current / Non Current)	3,434	3,168	3,603	266
Net Working Capital	2,234	1,609	2,000	625
<b>Total (Application of funds)</b>	<b>3,597</b>	<b>3,001</b>	<b>3,370</b>	<b>596</b>
Accounts Receivable (days)	187	181	191	6
Gross Working Capital (days)	273	258	269	14
Net Working Capital (days)	104	80	92	24

## Net Sales Breakup

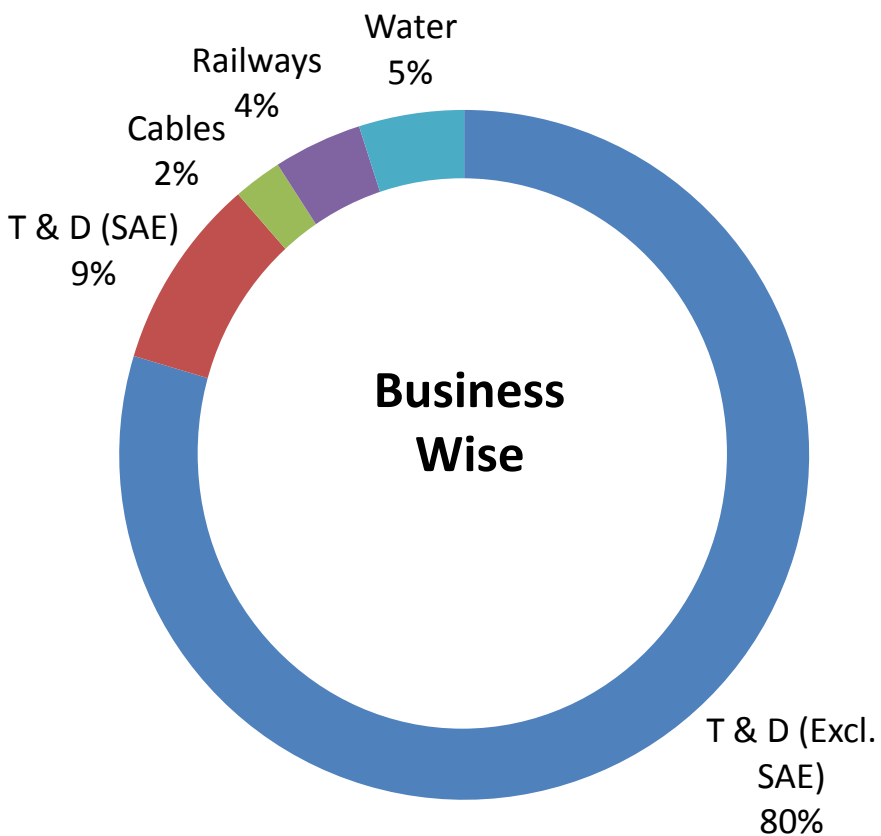
(Rs. crore)

Business Verticals	Q1 FY15	Q1 FY14	Growth % (Y-o-Y)	FY14
Transmission & Distribution (Excl. SAE)	1,284	1,321	-2.8%	6,116
Transmission & Distribution (SAE Towers)	184	224	-18.2%	854
Cables	198	128	55.1%	631
Railways	23	19	25.0%	169
Water	32	55	-42.4%	131
<b>Total Net Sales</b>	<b>1,721</b>	<b>1,746</b>	<b>-1.5%</b>	<b>7,902</b>

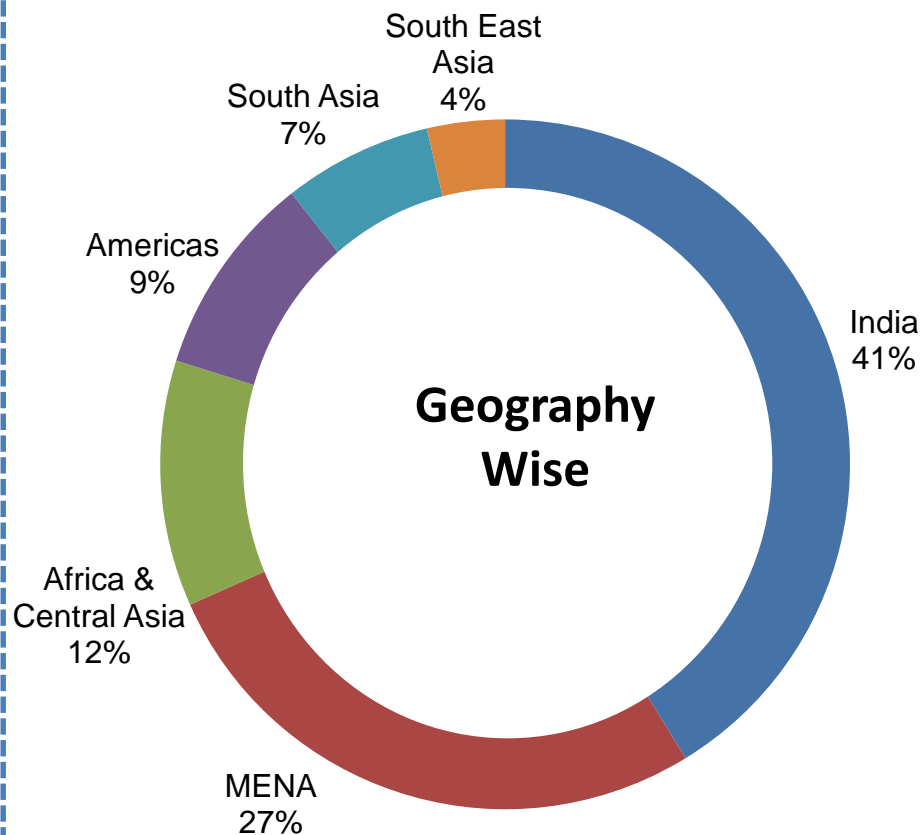
# Order Book Breakup

**Robust and Diversified Order Book – Rs. 10,325 crore**

**Business Wise**

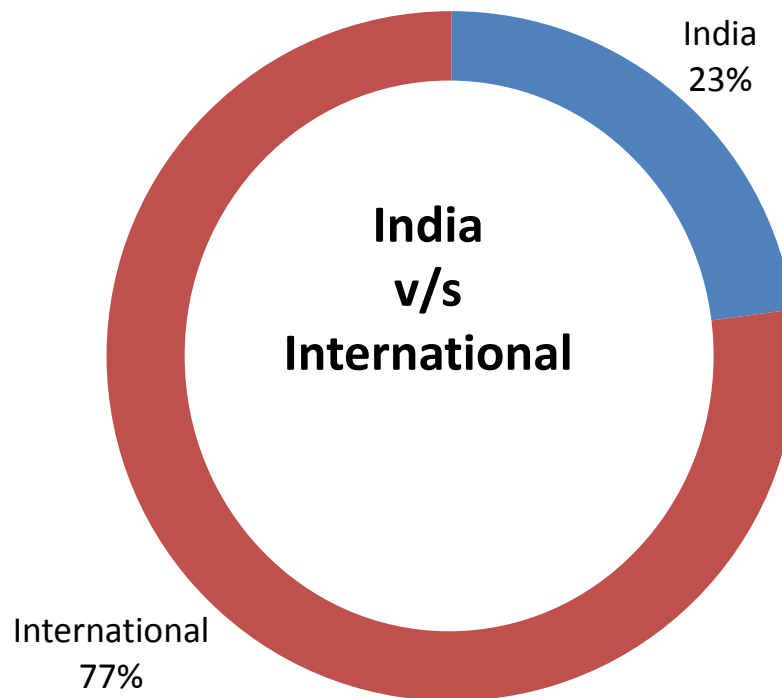
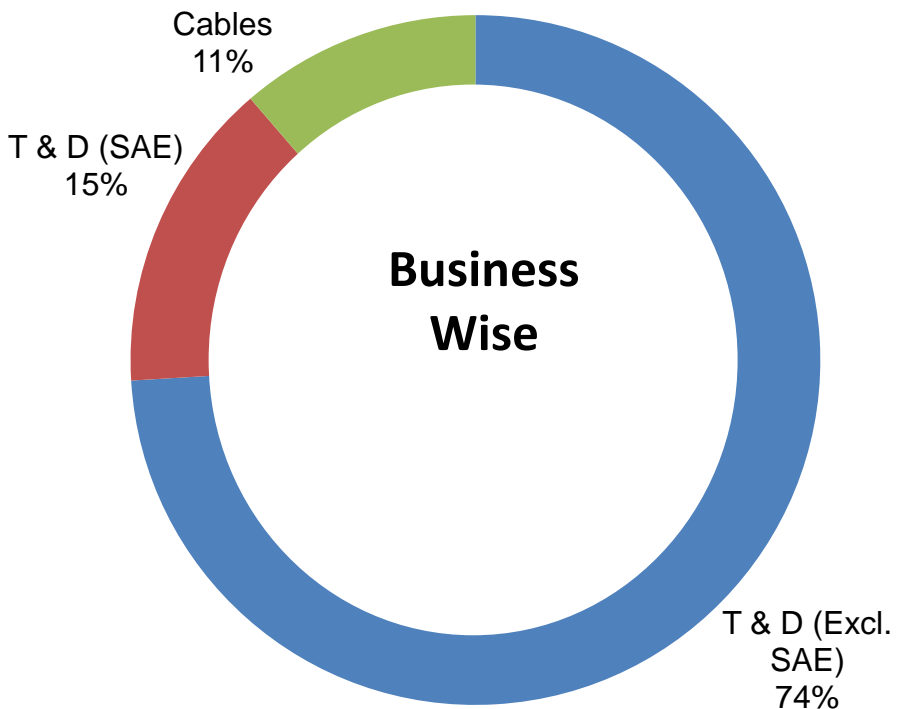


**Geography Wise**



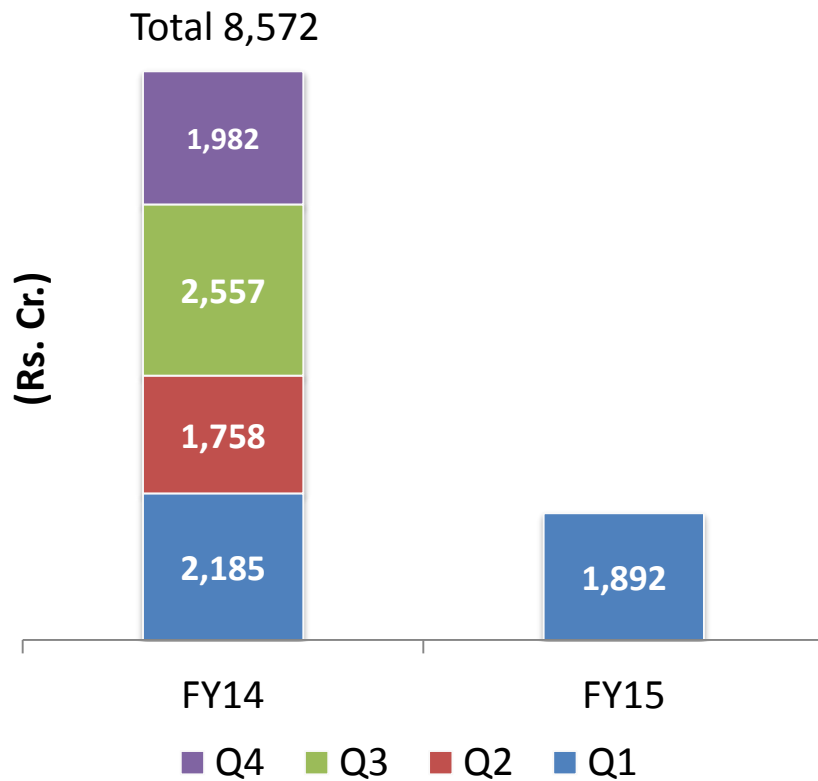
# Order Intake Breakup – Q1 FY15

Rs 1,892 crore

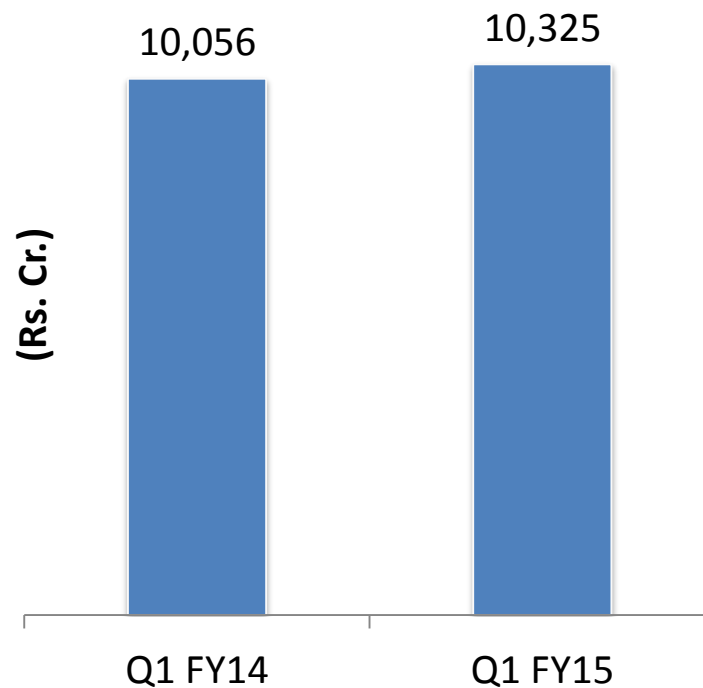


# Order Intake and Order Book

Order Intake



Order Book





# Thank You

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