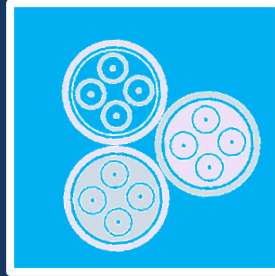
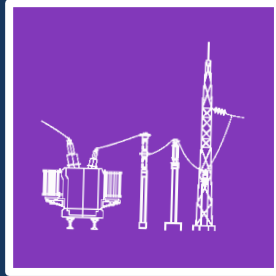


KEC International Limited

Q1 FY16 Results

Investor/Analyst Presentation



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Profit & Loss Highlights (Consolidated)

(₹ crore)

Particulars	Q1 FY16	Q1 FY15	Growth (Y-o-Y)
Net Sales	1878.0	1720.7	9.1%
EBITDA	140.7	101.7	38.3%
EBITDA Margins (%)	7.5%	5.9%	
Other Income	3.2	1.5	
Depreciation	22.6	21.0	7.5%
Interest Costs	71.0	66.0	7.6%
Interest Cost (% of net sales)	3.8%	3.8%	
PBT	50.4	16.3	208.9%
Taxes	20.0	4.9	
PAT	30.4	11.4	167.5%

Net Sales Breakup

(₹ crore)

Business Verticals	Q1 FY16	Q1 FY15	Growth (Y-o-Y)
Transmission & Distribution (Excl. SAE)	1,355.0	1,284.1	5.5%
SAE	186.6	183.6	1.6%
Cables	258.9	198.2	30.6%
Railways	45.4	23.2	95.6%
Water	31.8	31.5	0.9%
Solar	0.3	0.0	
Total Net Sales	1,878.0	1,720.7	9.1%

Debt and Working Capital details

Debt details

(₹ crore)

Particulars	Financial Information as on		Incr/(Decr)
	30.6.2015	30.6.2014	Y-o-Y
Gross Debt	2,485	2,348	138

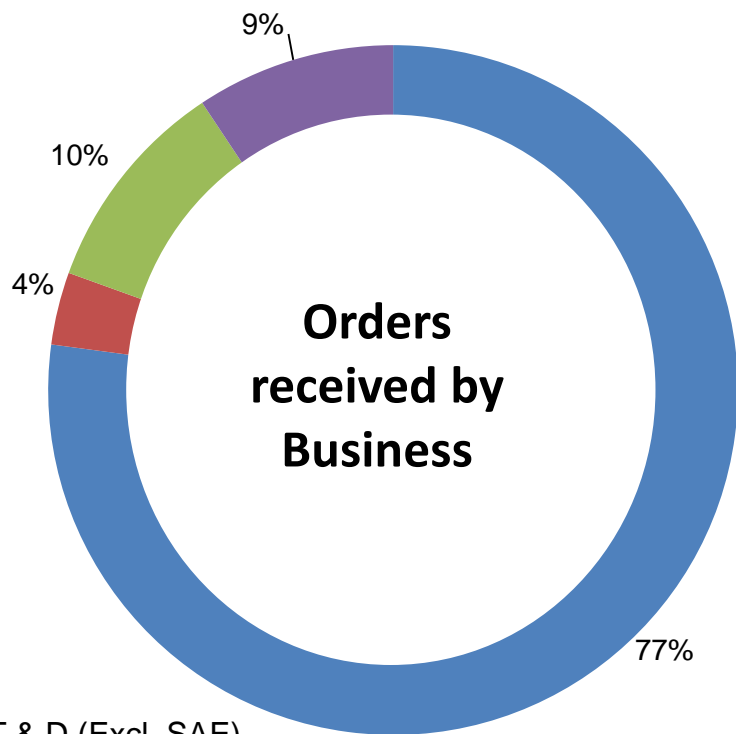
Working Capital details

(No of days)

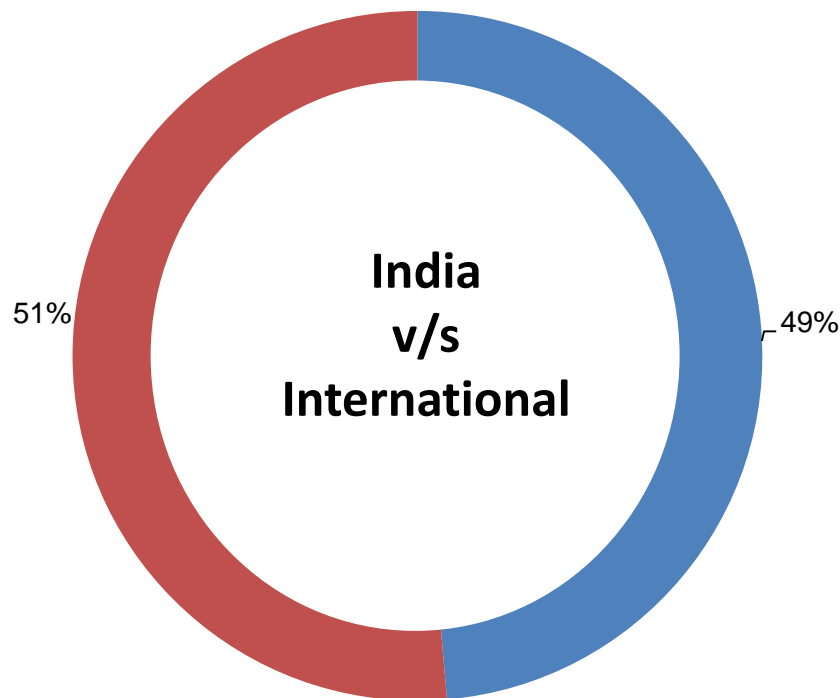
Particulars	Financial Information as on		Incr/(Decr)
	30.6.2015	30.6.2014	Y-o-Y
Accounts Receivable (days)	183	187	-3
Gross Working Capital (days)	269	273	-4
Net Working Capital (days)	110	104	7

Order Intake Composition – Q1 FY 16

₹ 3,085 crore



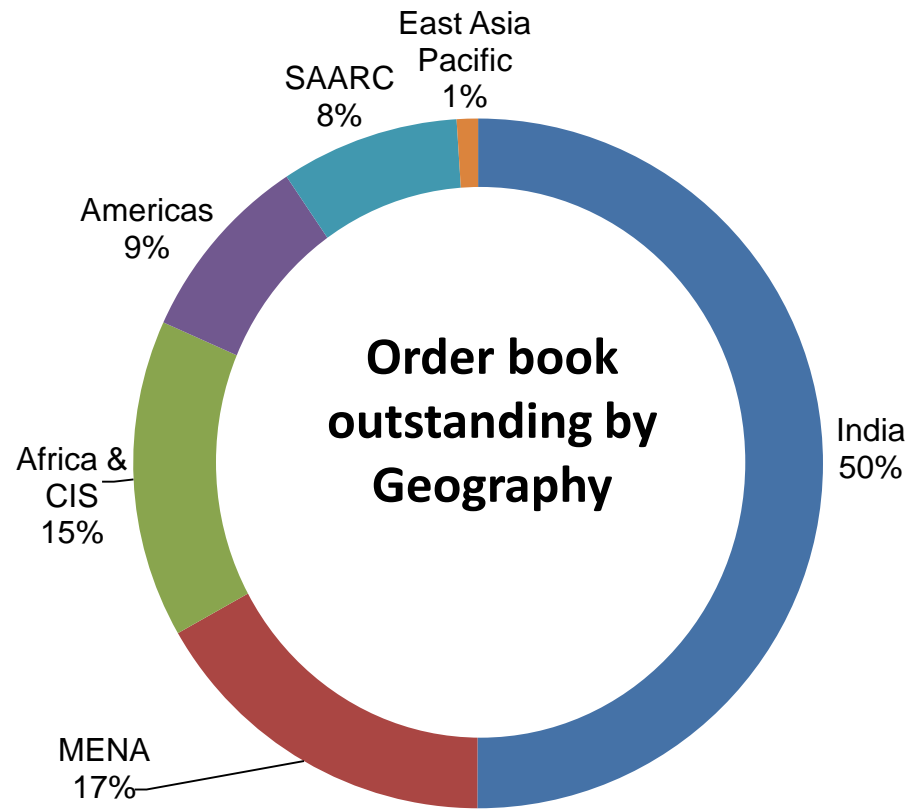
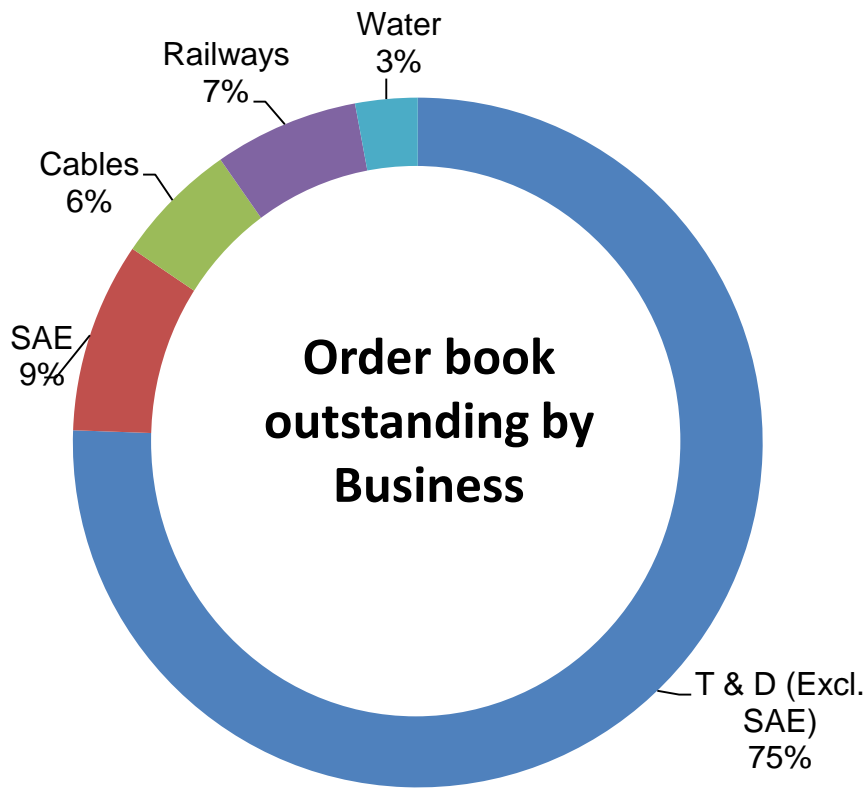
- T & D (Excl. SAE)
- SAE
- Cables
- Railway



- India
- International

Order Book Breakup

Robust and Diversified Order Book – ₹ 10,537 crore



Thank You

Registered Office

RPG House, 463, Dr. Annie Besant Road, Worli, Mumbai - 400 030.

Phone: +91-22-6667 0200 | Email: kecindia@kecrpg.com

www.kecrpg.com