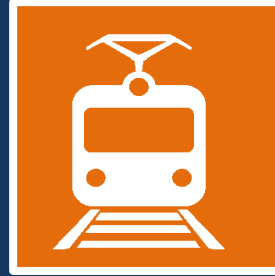
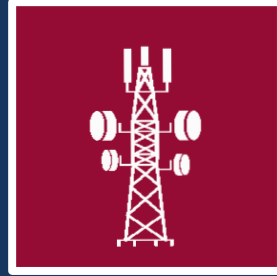
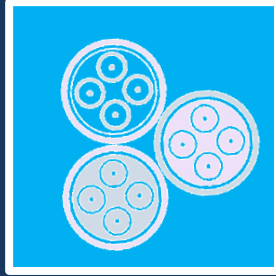
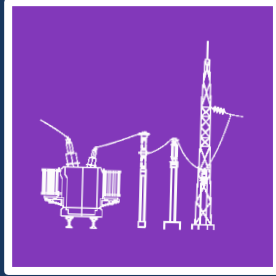


KEC International Limited

Q2 FY15 Results

Investor/Analyst Presentation



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Profit & Loss Highlights (Consolidated)

(Rs. crore)

Particulars	Q2 FY15	Q2 FY14	Growth (Y-o-Y)	H1 FY15	H1 FY14	Growth (Y-o-Y)
Net Sales	2,173	1,778	22.2%	3,893	3,524	10.5%
EBITDA	121	112	8.0%	223	200	11.4%
EBITDA Margins (%)	5.6%	6.3%		5.7%	5.7%	
Finance Costs	91	65	40.3%	157	124	26.9%
Finance Cost (% of net sales)	4.2%	3.6%		4.0%	3.5%	
PBT	9	31	-72.0%	25	31	-20.0%
Taxes	-12	9		-7	18	
PAT	20	22	-8.2%	32	13	138.6%

Balance Sheet (Consolidated)

(Rs. crore)

Particulars	Period Ended			Incr/(Decr)	
	Q2 FY15	Q2 FY14	Q1 FY15	Y-o-Y	Q-o-Q
Net Worth	1,227	1,169	1,200	58	27
Gross Debt	2,600	2,041	2,348	559	253
Deferred Tax Liability (Net)	46	65	49	-19	-3
Total (Sources of Funds)	3,873	3,275	3,597	599	276
Net Fixed Assets (Including Goodwill on consolidation)	1,365	1,447	1,363	-81	3
Receivables	4,270	4,067	4,029	203	241
Other assets (Current / Non Current)	1,965	1,596	1,856	369	110
Gross Working Capital	6,236	5,663	5,884	572	351
(-) Advances	180	466	216	-287	-36
(-) Liabilities & Provisions (Current / Non Current)	3,548	3,369	3,434	179	113
Net Working Capital	2,508	1,828	2,234	680	274
Total (Application of funds)	3,873	3,275	3,597	599	276
Accounts Receivable (days)	188	199	187	-10	2
Gross Working Capital (days)	275	277	273	-1	2
Net Working Capital (days)	111	89	104	21	7

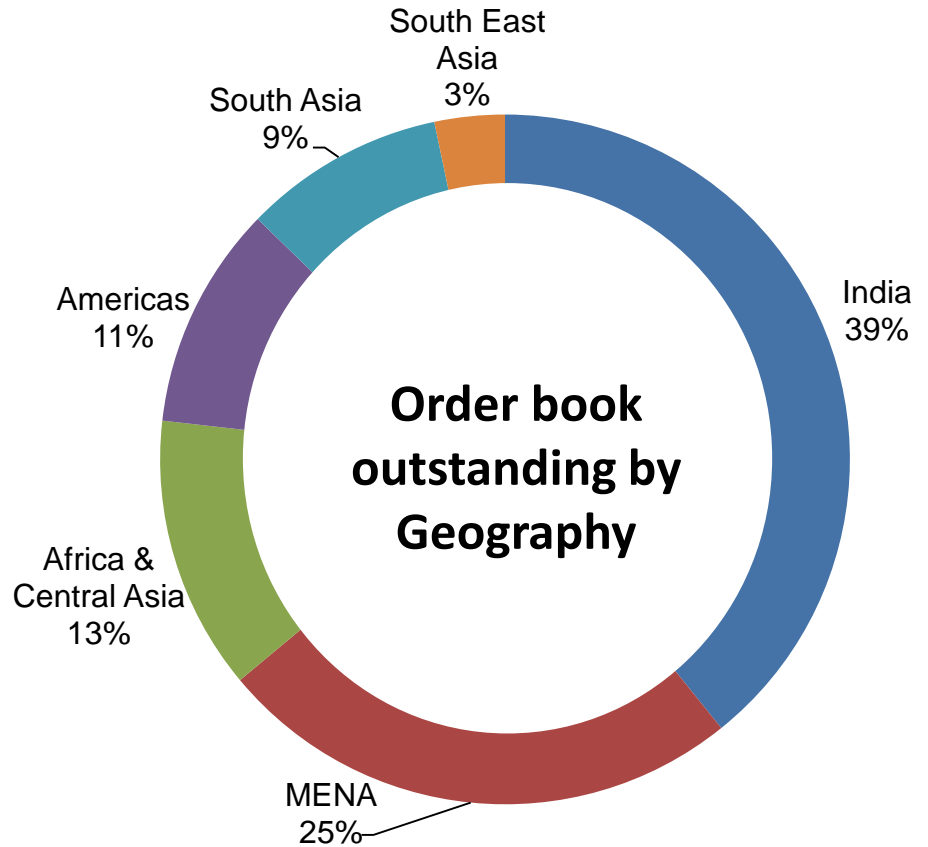
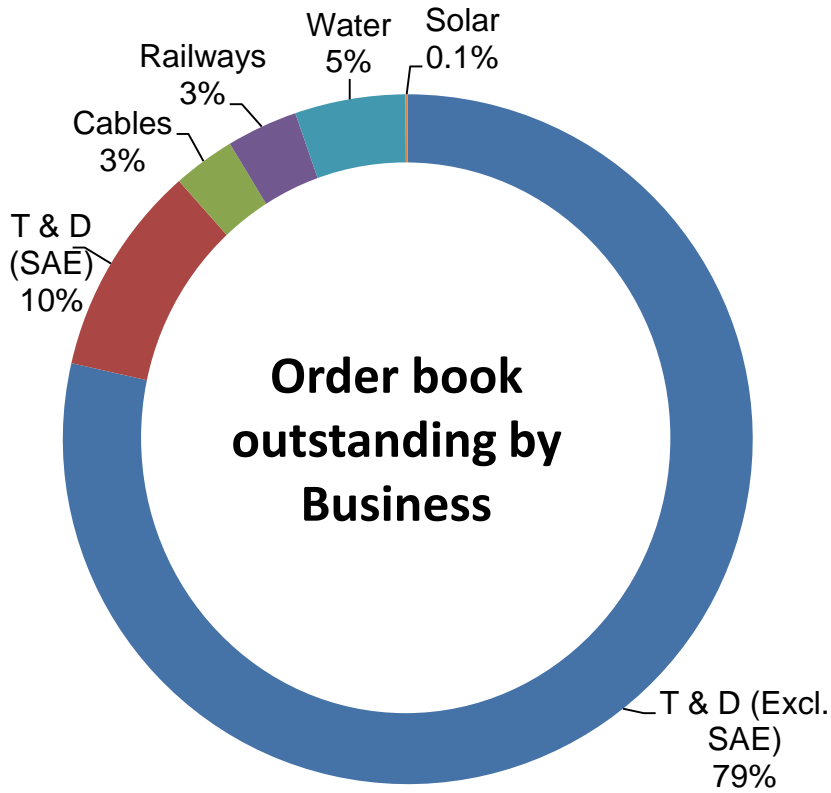
Net Sales Breakup

(Rs. crore)

Business Verticals	Q2 FY15	Q2 FY14	Growth (Y-o-Y)	H1 FY15	H1 FY14	Growth (Y-o-Y)
Transmission & Distribution (Excl. SAE)	1,692	1,386	22.0%	2,976	2,707	9.9%
Transmission & Distribution (SAE Towers)	184	184	0.1%	368	409	-9.9%
Cables	237	138	72.4%	436	266	64.1%
Railways	29	55	-46.8%	53	74	-28.7%
Water	30	14	108.9%	61	69	-11.1%
Total Net Sales	2,173	1,778	22.2%	3,893	3,524	10.5%

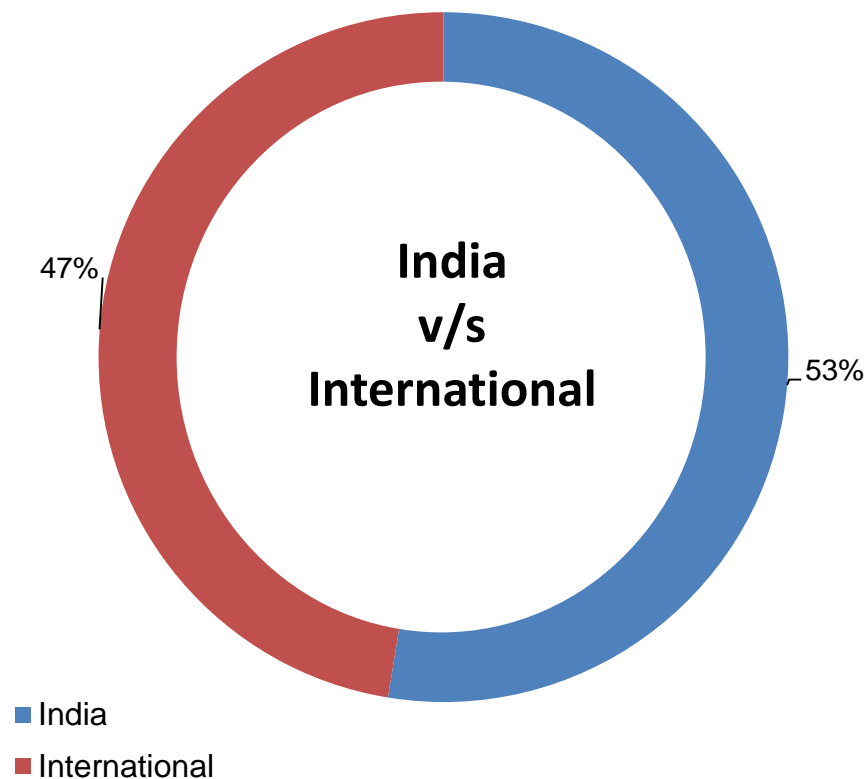
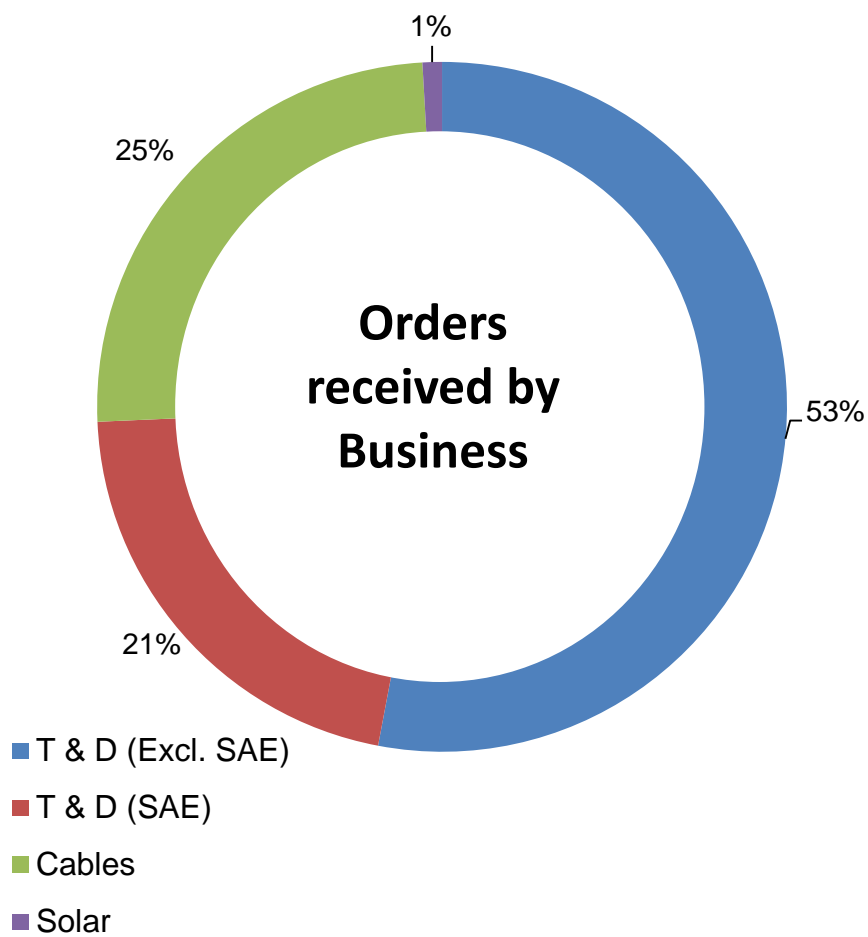
Order Book Breakup

Robust and Diversified Order Book – Rs. 9,322 crore



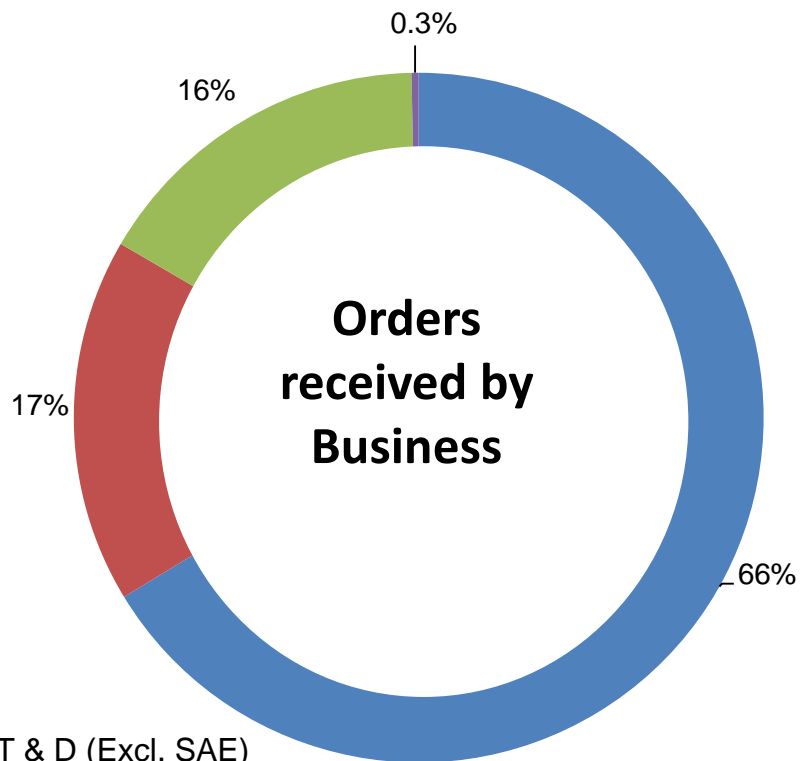
Order Intake Composition – Q2 FY15

Rs. 1,100 crore

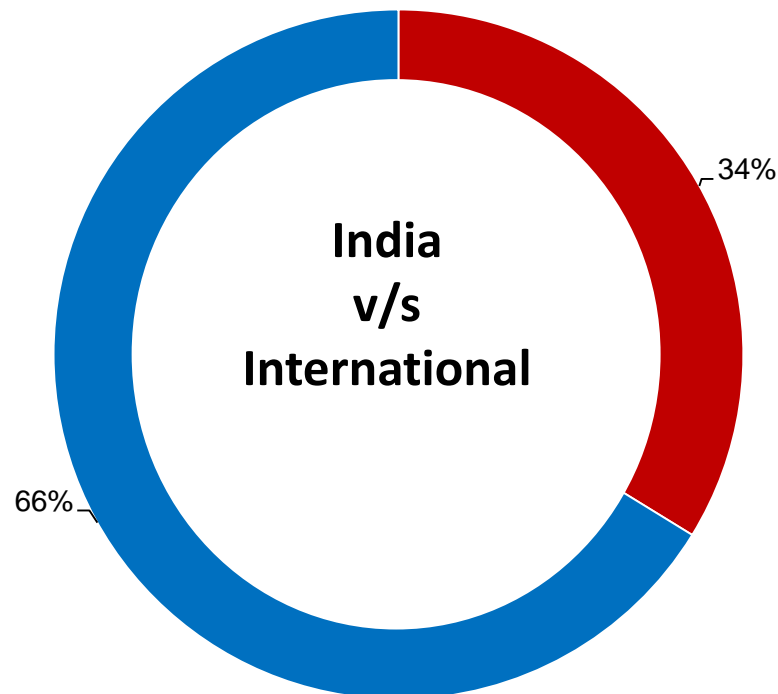


Order Intake Composition – H1 FY15

Rs 2,992 crore



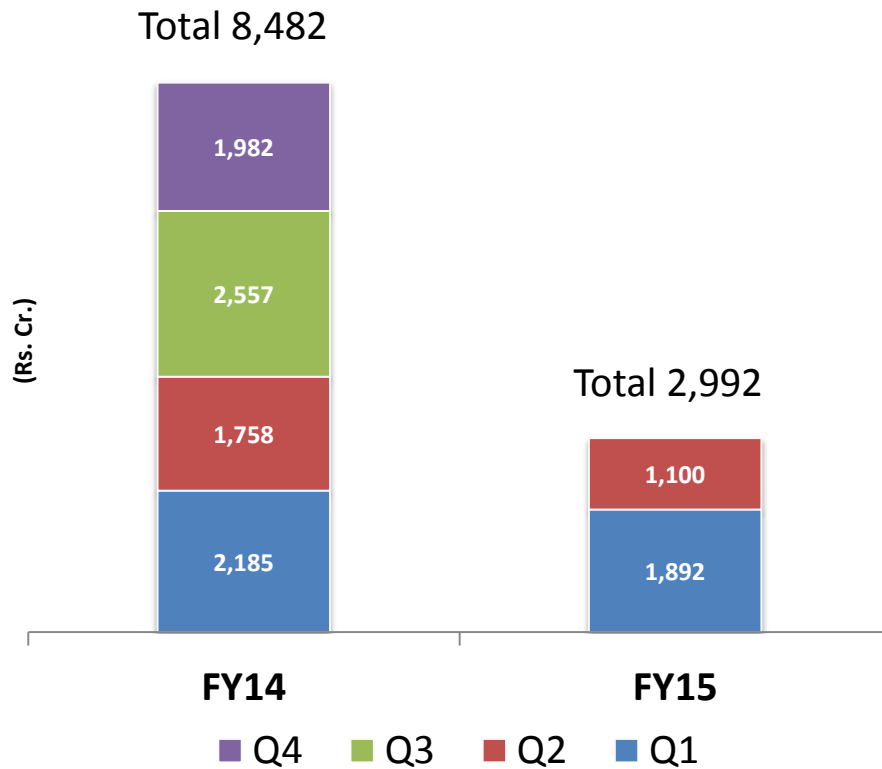
- T & D (Excl. SAE)
- T & D (SAE)
- Cables
- Solar



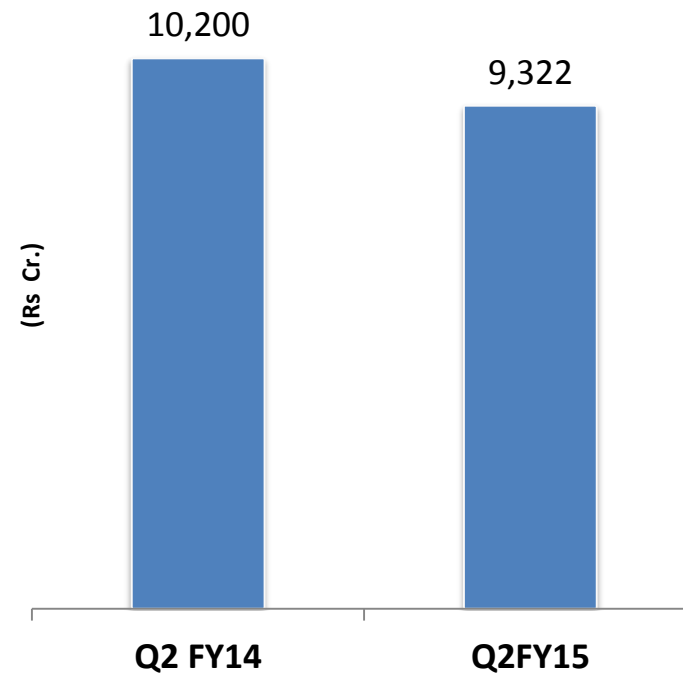
- India
- International

Order Intake and Order Book

Order Intake



Order Book



Thank You

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