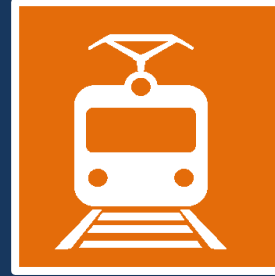
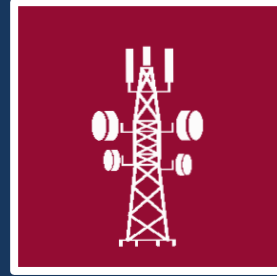
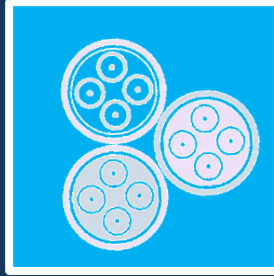
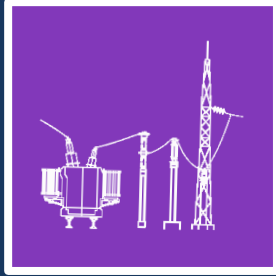


# KEC International Limited

Q3 & 9M FY15 Results

Investor/Analyst Presentation



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## Profit & Loss Highlights (Consolidated)

(₹ crore)

Particulars	Q3 FY15	Q3 FY14	Growth (Y-o-Y)	9M FY15	9M FY14	Growth (Y-o-Y)
Net Sales	2053	2202	-6.7%	5947	5726	3.9%
EBITDA	105	142	-26.3%	327	342	-4.3%
EBITDA Margins (%)	5.1%	6.4%		5.5%	6.0%	
Other Income	1	1		3	8	
Depreciation	23	18		66	53	
Finance Costs	81	72	11.8%	238	196	21.4%
Finance Cost (% of net sales)	3.9%	3.3%		4.0%	3.4%	
Profit on sale of assets	134	1		134	3	
PBT	136	54	151.5%	161	85	88.6%
Taxes	70	35		63	53	
PAT	66	19	246.3%	98	32	202.6%

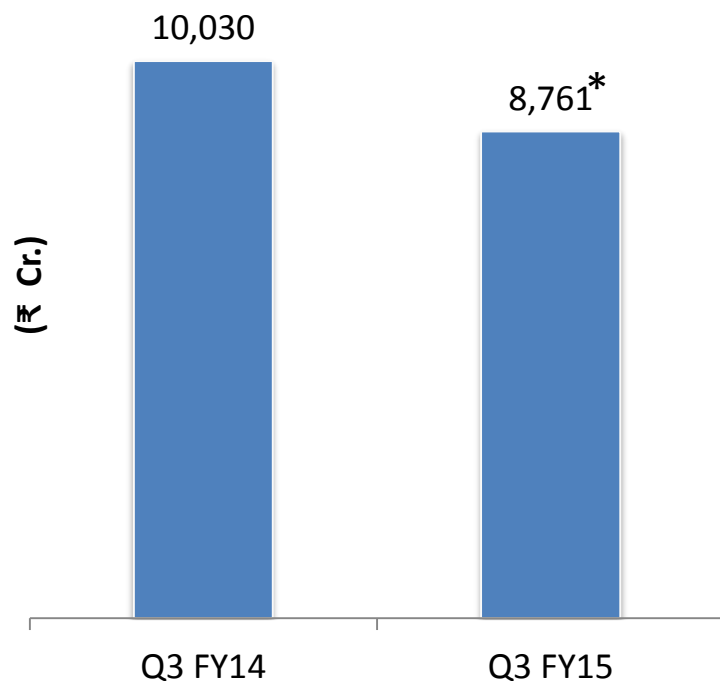
## Net Sales Breakup

(₹ crore)

Business Verticals	Q3 FY15	Q3 FY14	Growth (Y-o-Y)	9M FY15	9M FY14	Growth (Y-o-Y)
Transmission & Distribution (Excl. SAE)	1,531	1,772	-13.6%	4,507	4,479	0.6%
Transmission & Distribution (SAE Towers)	214	209	2.3%	582	618	-5.8%
Cables	254	159	60.1%	690	424	62.6%
Railways	22	39	-43.6%	75	113	-33.9%
Water	32	23	38.7%	94	92	1.5%
<b>Total Net Sales</b>	<b>2,053</b>	<b>2,202</b>	<b>-6.7%</b>	<b>5,947</b>	<b>5,726</b>	<b>3.9%</b>

# Order Book

## Order Book



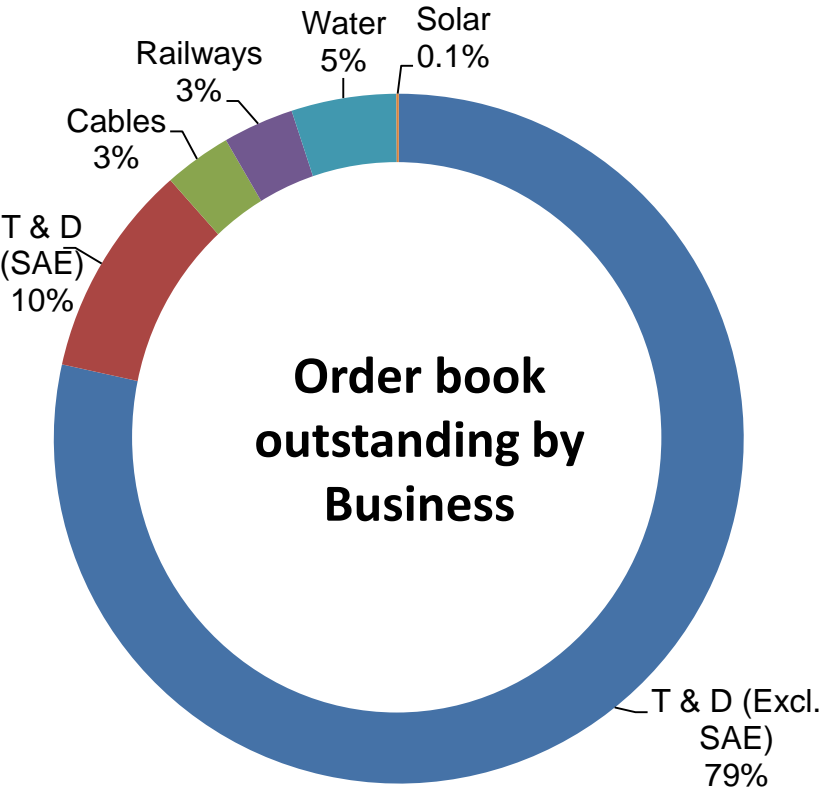
The L1 position has improved significantly vis-a-vis last year. Most of these L1 position are expected to get converted into orders by March 2015

\* Order book outstanding is as on 31<sup>st</sup> Dec 2014; Does not include orders of Rs 1011 Cr received in January '15

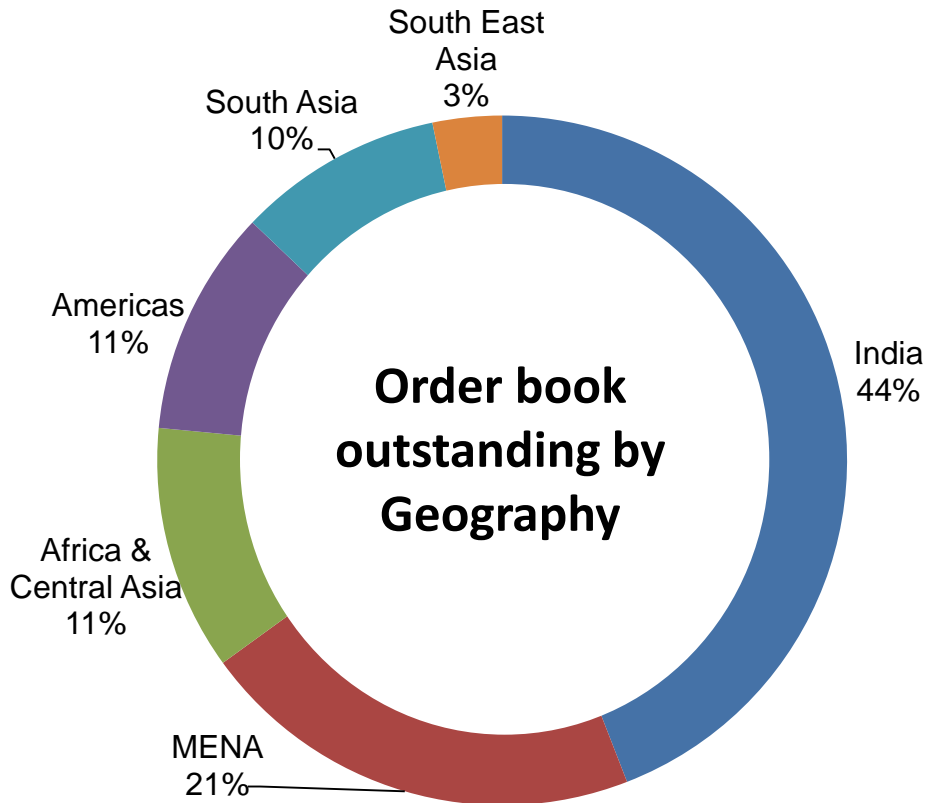
# Order Book Breakup

**Robust and Diversified Order Book – ₹ 8,761 crore \***

**Order book outstanding by Business**



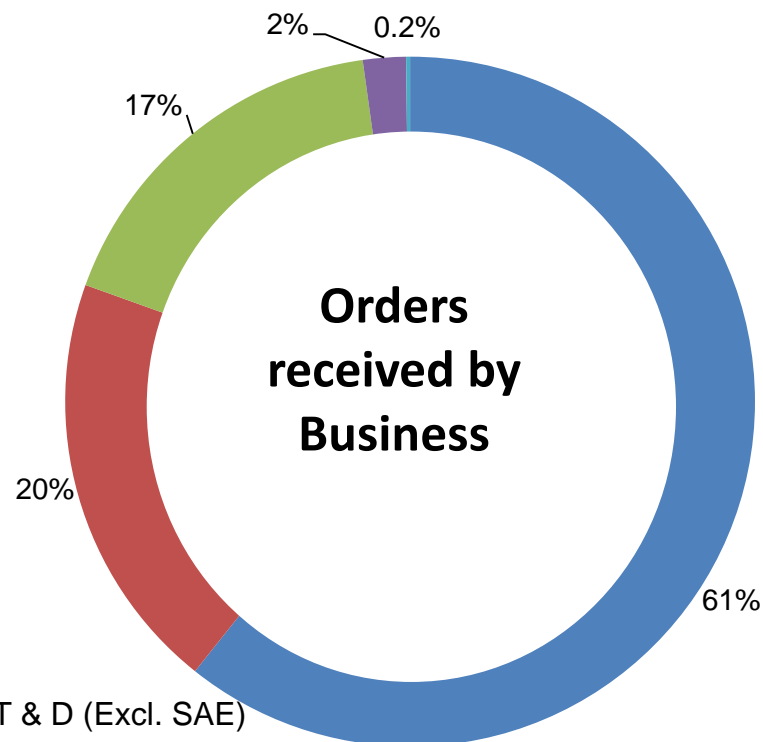
**Order book outstanding by Geography**



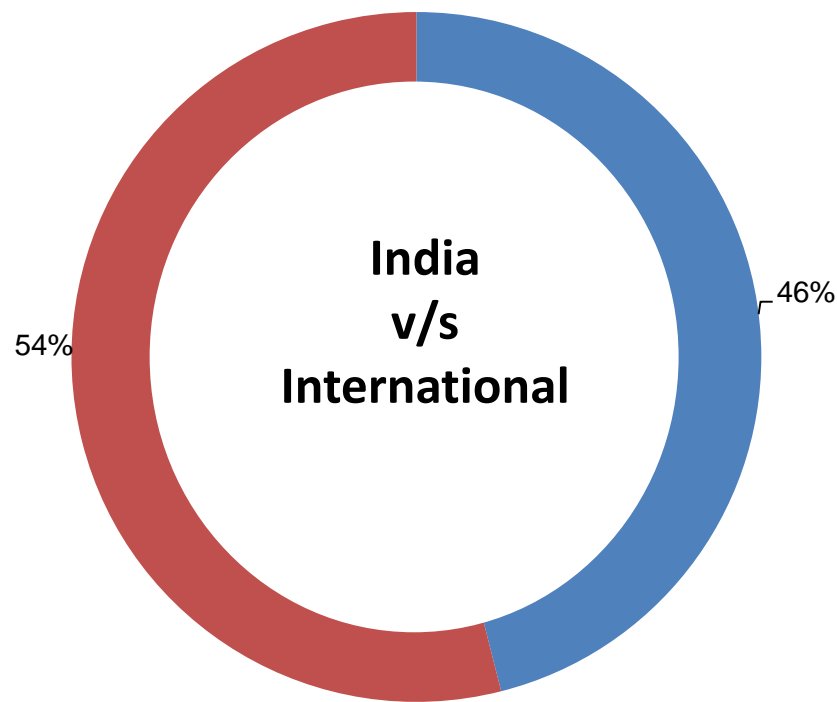
\* Order book outstanding is as on 31<sup>st</sup> Dec 2014

# Order Intake Composition – FY 15 so far

₹ 5,415 crore



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



- India
- International

# Thank You

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