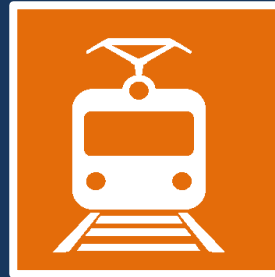
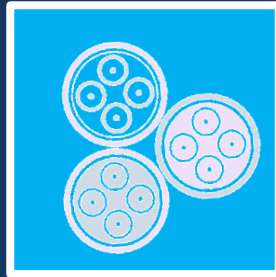
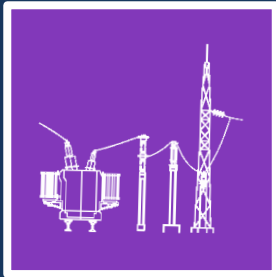


# KEC International Limited

Q3 FY16 Results  
Investor/Analyst Presentation



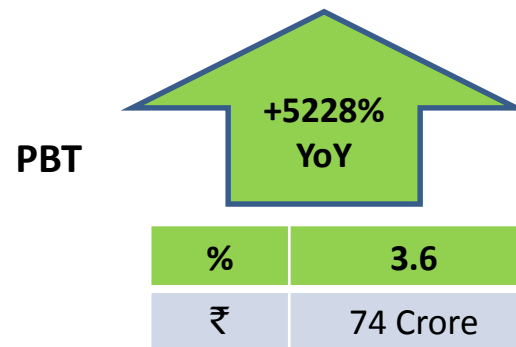
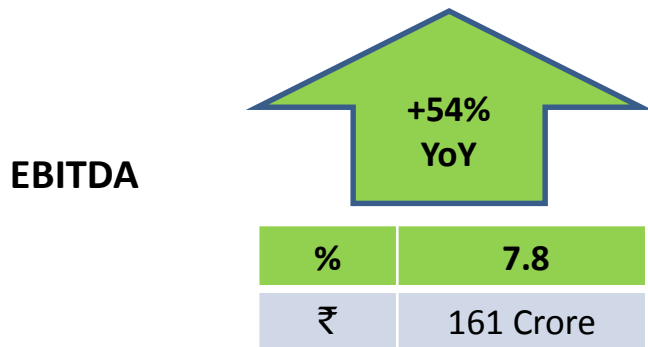
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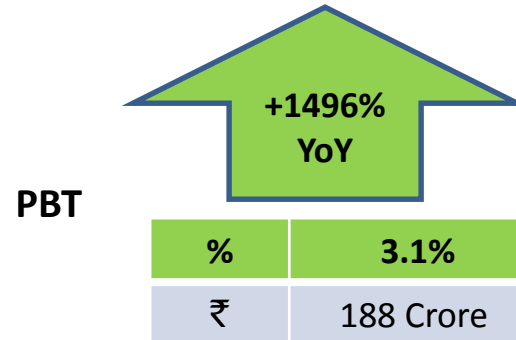
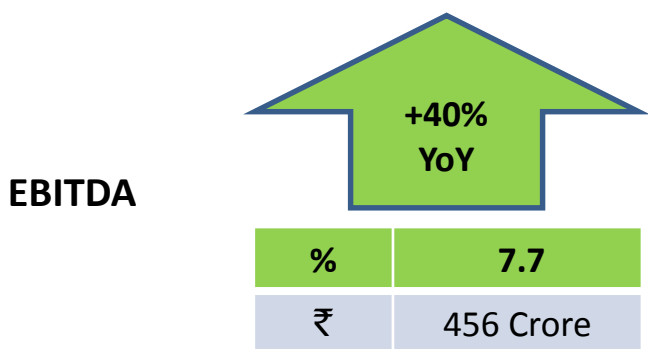
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## Quarter ended Dec FY16 v/s Quarter ended Dec FY15



## YTD FY16 v/s YTD FY15



\*Numbers exclude impact of asset sale

## Profit & Loss Highlights (Consolidated)

Particulars	(₹ crore)					
	Q3 FY16	Q3 FY15	Growth (Y-o-Y)	9M FY16	9M FY15	Growth (Y-o-Y)
Net Sales	2058.8	2053.3	-	5957.7	5946.7	-
EBITDA	160.9	104.6	54%	456.43	327.13	40%
EBITDA Margins (%)	7.8%	5.1%		7.7%	5.5%	
Other Income	2.3	0.3		3.8	2.9	
Depreciation	22.2	22.6		65.9	65.8	
Interest Costs	67.5	80.9	-17%	206.9	237.8	-13%
Interest Cost (% of net sales)	3.3%	3.9%		3.5%	4.0%	
PBT- Operational	73.5	1.4	5228%	187.5	26.4	610%
- Profit on sale of assets		134.7		5.4	134.7	
Taxes - On normal income	36.4	26.4		81.1	19.8	
- On asset sale		43.2		0.0	43.2	
PAT	37.2	-25.0		106.3	6.7	1496%
PAT (Incl. asset sale)	37.2	66.5	-44%	111.7	98.1	14%

# Revenue Performance

(₹ crore)

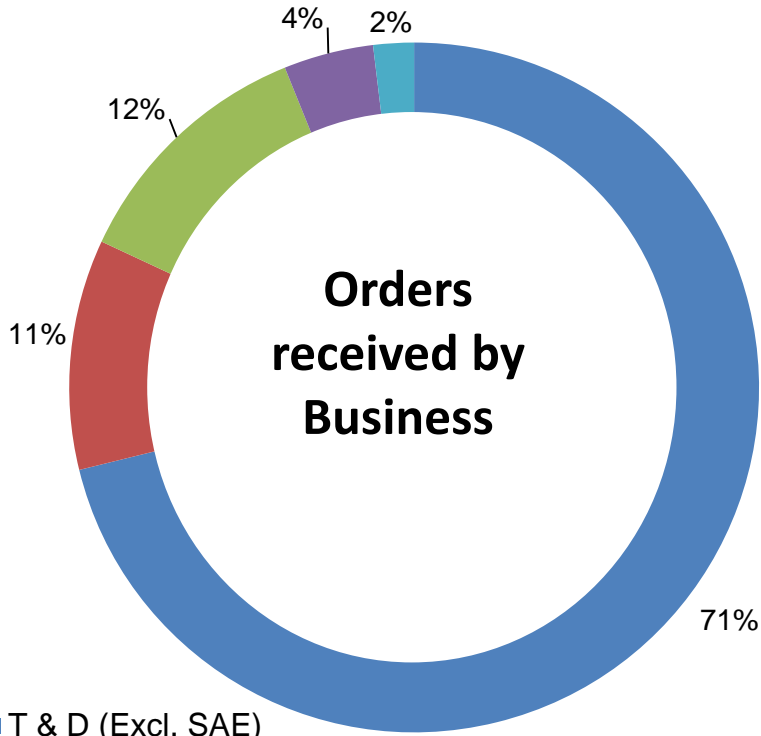
Business Verticals	Q3 FY16	Q3 FY15	Growth (Y-o-Y)	9M FY16	9M FY15	Growth (Y-o-Y)
Transmission & Distribution (Excl. SAE)	1,531	1,531	0.0%	4,393	4,507	-2.5%
SAE	177	214	-17.4%	564	582	-3.0%
Cables	217	254	-14.6%	734	690	6.5%
Railways	80	22	264.1%	160	75	114.4%
Water	14	32	-58.0%	66	94	-29.5%
Solar	41	0		41	0	
<b>Total Net Sales</b>	<b>2,059</b>	<b>2,053</b>	<b>0.3%</b>	<b>5,958</b>	<b>5,947</b>	<b>0.2%</b>

## Q3 & YTD Revenue Impacted due to :

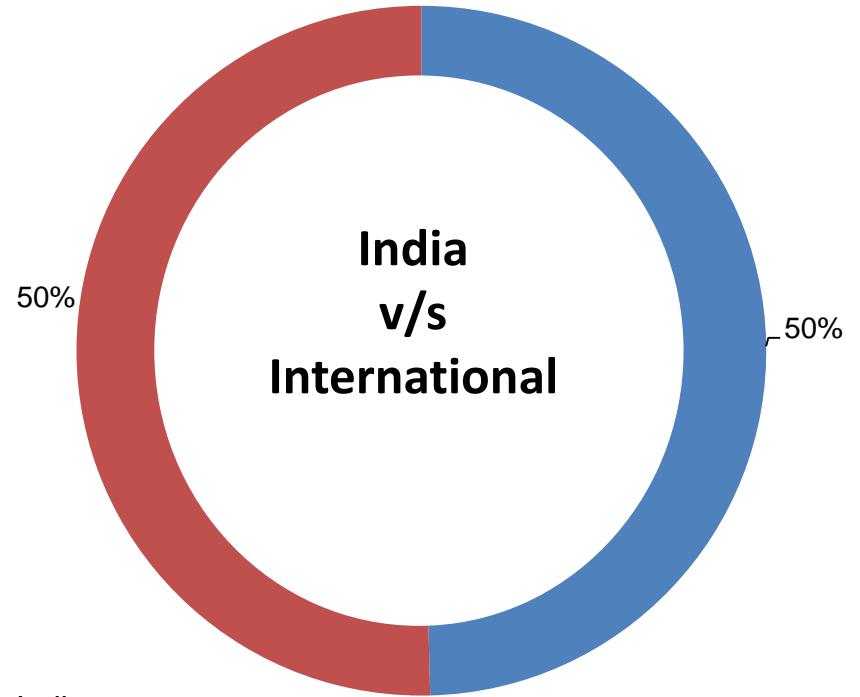
- Commodity price headwinds
- Forex translation impact (Brazilian Real)
- Delay in conversion of L1 position into firm orders

# Order Intake Composition – YTD FY16

₹ 6,837 crore



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

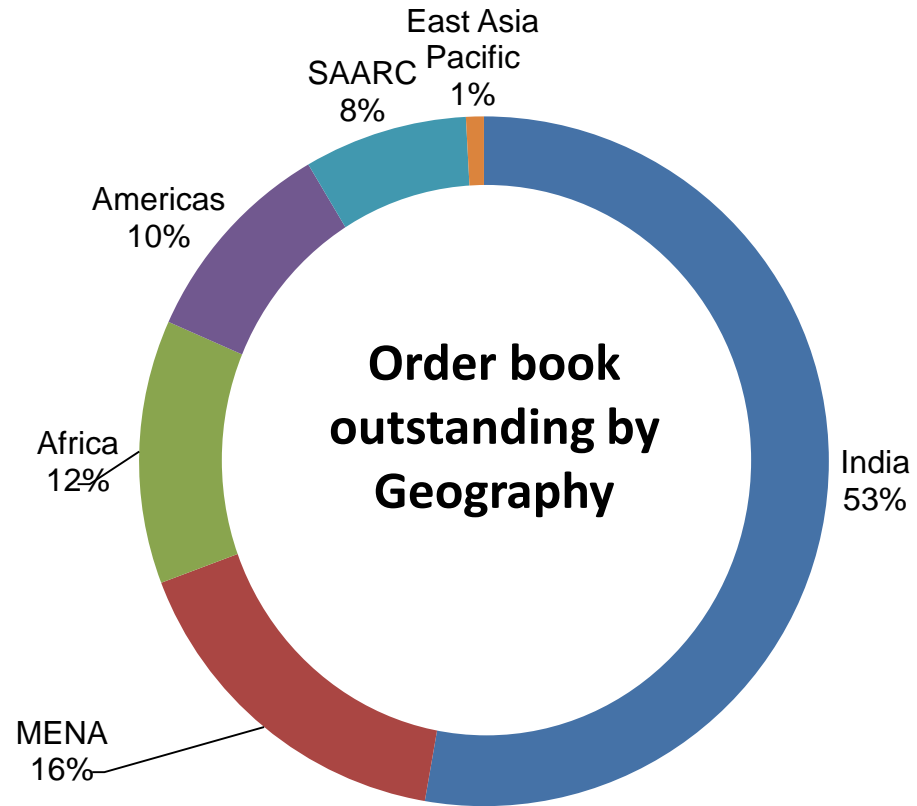
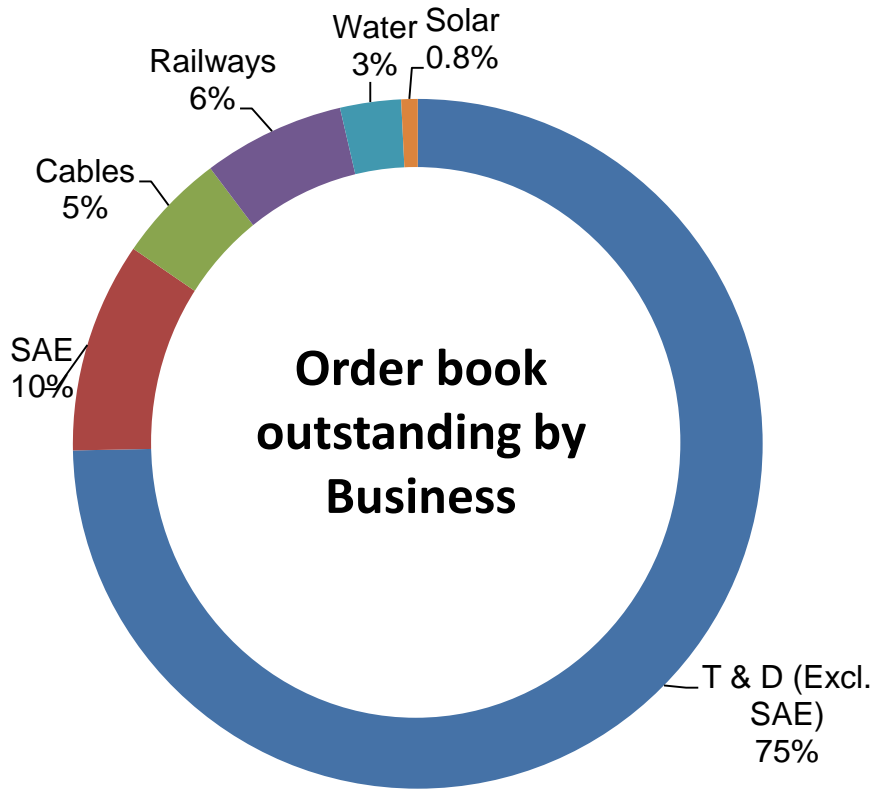


- India
- International

Order Intake on a YTD basis (Including January Orders of ₹ 690 Crore) has grown by 26% Y-o-Y

# Order Book Breakup

**Robust and Diversified Order Book— ₹ 9,370 crore** as on 31<sup>th</sup> Dec. 15



**L1 Position is strong at ₹ 3000 Crore+**

Thank You

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UNLEASH **TALENT** TOUCH **LIVES** OUT **PERFORM** AND 😊