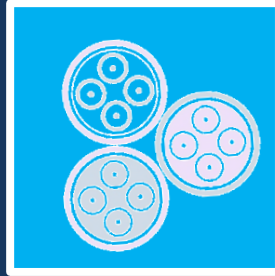
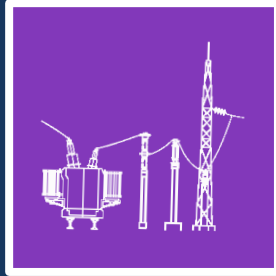


# KEC International Limited

Q4 & FY15 Results

Investor/Analyst Presentation



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## Profit & Loss Highlights (Consolidated)

(₹ crore)

Particulars	Q4 FY15	Q4 FY14	Growth (Y-o-Y)	FY15	FY14	Growth (Y-o-Y)
Net Sales	2521	2176	15.9%	8468	7902	7.2%
EBITDA	185	151	22.0%	512	493	3.8%
EBITDA Margins (%)	7.3%	7.0%		6.0%	6.2%	
Other Income including interest income	9	3		12	14	
Depreciation	22	18		88	71	
Finance Costs	71	67	5.6%	309	263	17.3%
Finance Cost (% of net sales)	2.8%	3.1%		3.6%	3.3%	
Profit on sale of Thane Land				134		
Thane VRS					-18	
PBT	100	70	43.5%	261	155	68.3%
Taxes	37	35		100	88	
PAT	63	34	83.1%	161	67	141.2%
Proposed Dividend				45%	30%	50.0%

## Net Sales Breakup

(₹ crore)

Business Verticals	Q4 FY15	Q4 FY14	Growth (Y-o-Y)	FY15	FY14	Growth (Y-o-Y)
Transmission & Distribution (Excl. SAE)	1,976	1,637	20.7%	6,484	6,108	6.2%
SAE	222	237	-6.4%	803	863	-6.9%
Cables	217	207	5.1%	907	631	43.8%
Railways	58	56	3.9%	133	169	-21.3%
Water	38	39	-1.4%	132	131	0.6%
Solar	9	0		9	0	
<b>Total Net Sales</b>	<b>2,521</b>	<b>2,176</b>	<b>15.9%</b>	<b>8,468</b>	<b>7,902</b>	<b>7.2%</b>

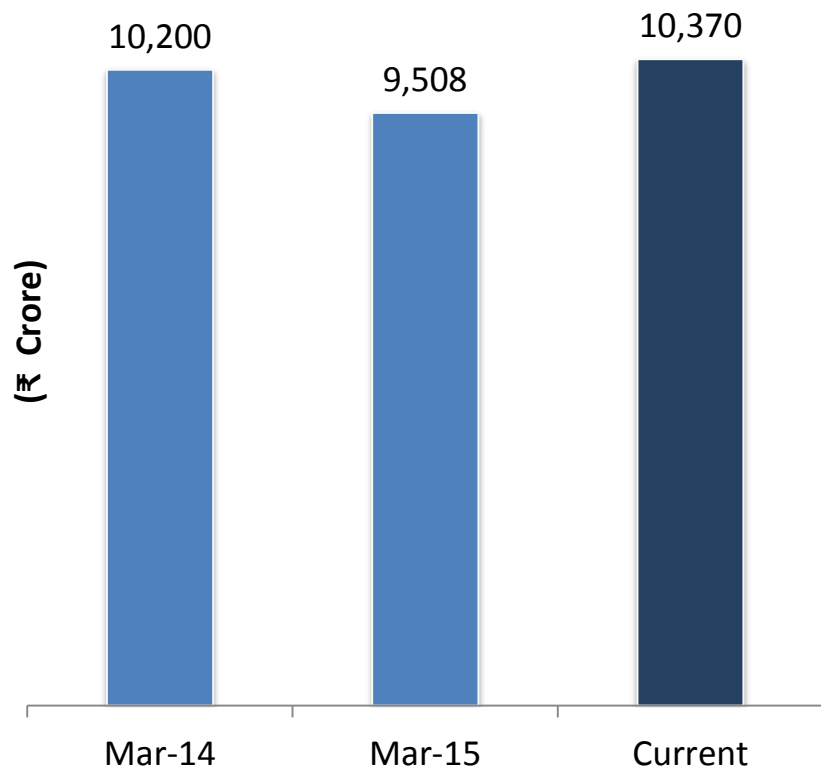
## Balance Sheet Details

(₹ crore)

Particulars	Financial Information as on		Incr/(Decr)
	31.3.2015	31.3.2014	Y-o-Y
Net Worth	1,330	1,192	138
Gross Debt	2,189	2,127	62
Deferred Tax Liability (Net)	53	51	1
<b>Total (Sources of Funds)</b>	<b>3,572</b>	<b>3,370</b>	<b>202</b>
Net Fixed Assets (Including Goodwill)	1,275	1,370	-95
Receivables	4,163	4,139	25
Other assets (Current / Non Current)	1,908	1,681	227
Gross Working Capital	6,072	5,820	252
(-) Advances	143	216	-74
(-) Liabilities & Provisions (Current / Non Current)	3,633	3,603	30
Net Working Capital	2,297	2,000	296
<b>Total (Application of funds)</b>	<b>3,572</b>	<b>3,370</b>	<b>202</b>
Accounts Receivable (days)	179	191	-12
Gross Working Capital (days)	262	269	-7
Net Working Capital (days)	99	92	7

# Order Book

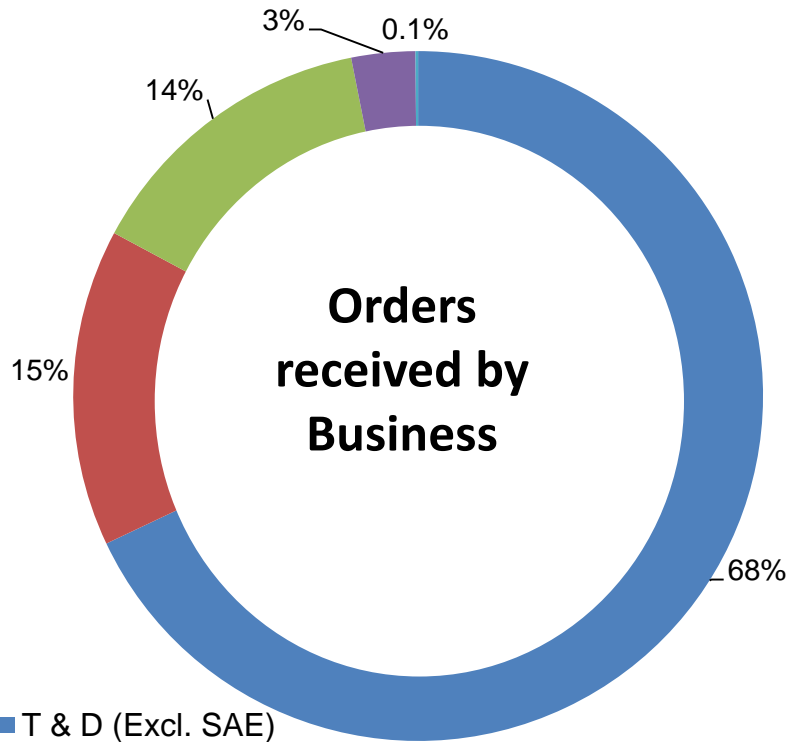
## Order Book



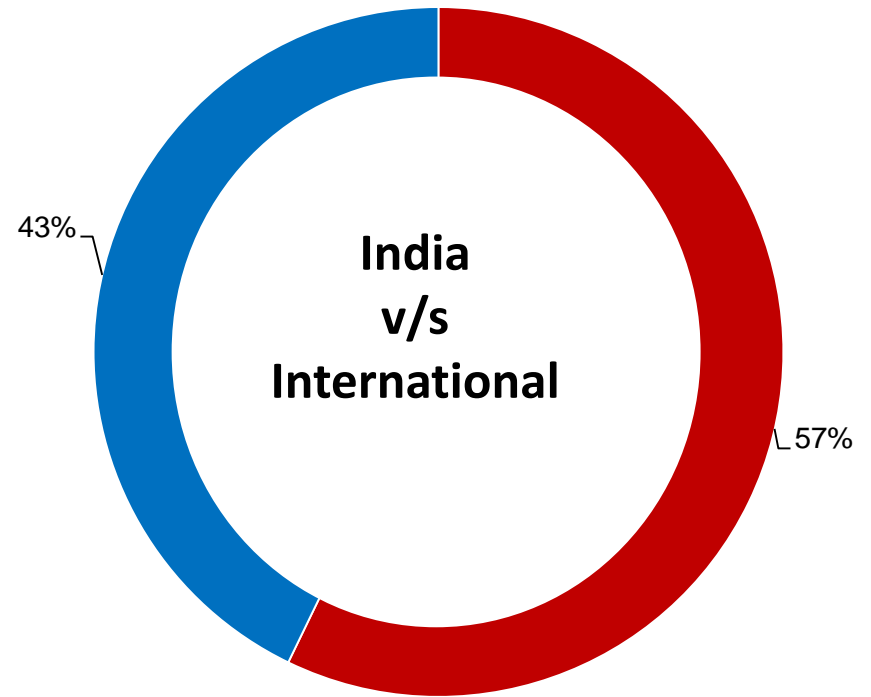
The current L1 position is strong and is higher than that at the same time last year.

# Order Intake Composition – FY 15

₹ 8,223 crore



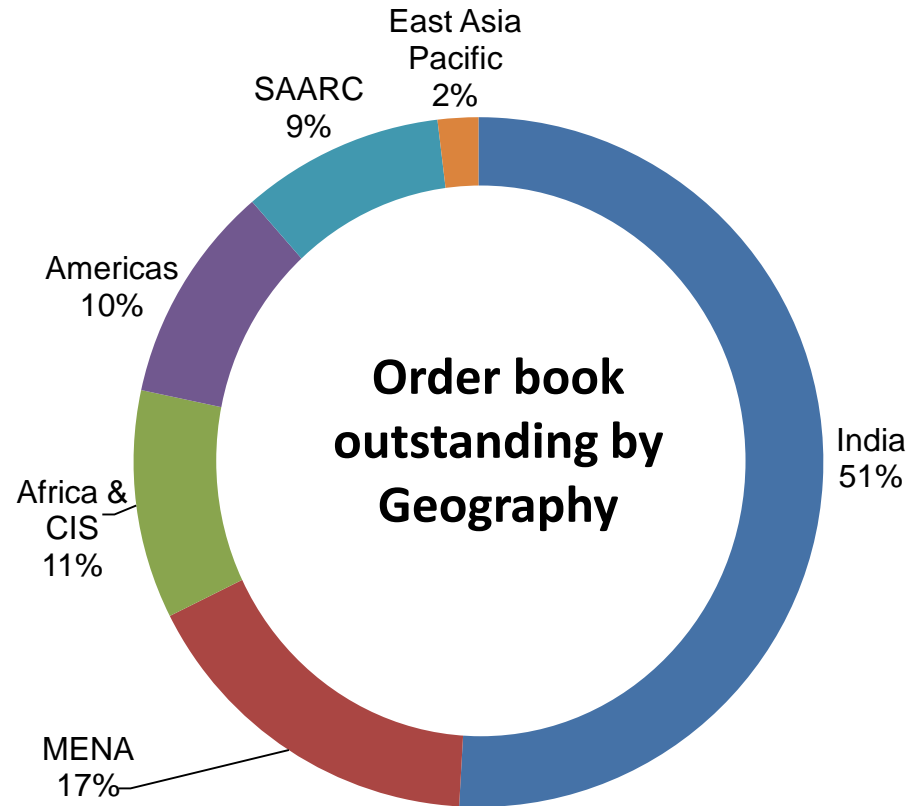
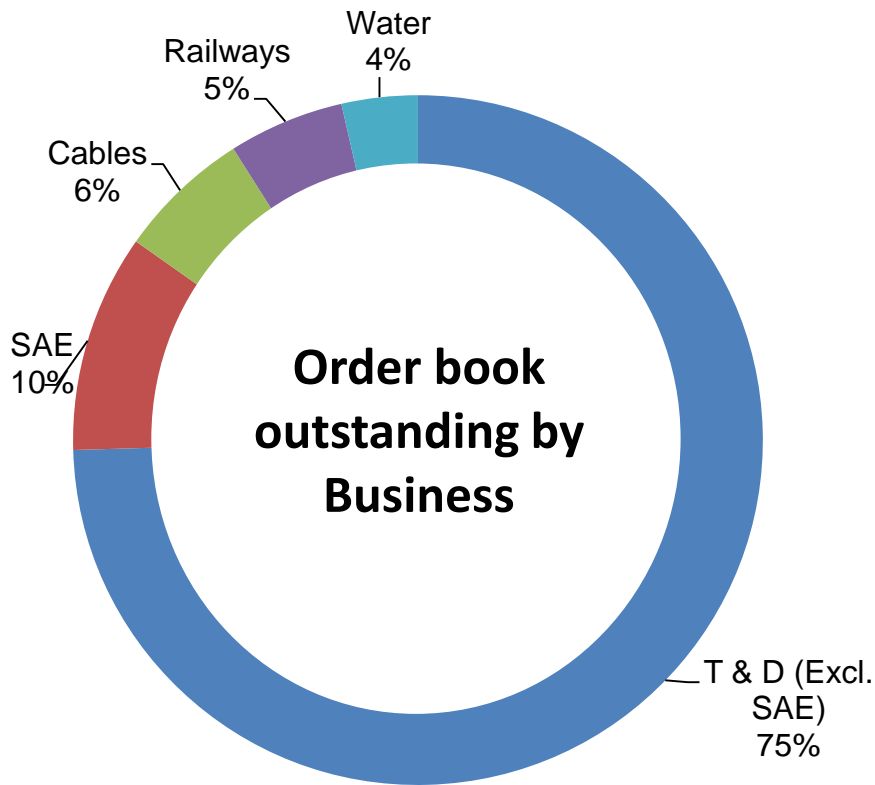
- T & D (Excl. SAE)
- SAE
- Cables
- Railway
- Solar



- India
- International

# Order Book Breakup

**Robust and Diversified Order Book – ₹ 9,508 crore\***



\* Order book outstanding is as on 31 March 2015; The current Order book is at ₹ 10,370 Crore



## Update on Telecom Towers sale to ATC

	₹ Crore
Consideration	81.0
Net Book value	75.6

- Transaction is subject to certain conditions precedent and regulatory approval
- Transaction closure is expected in Q2 of FY16

# Thank You

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