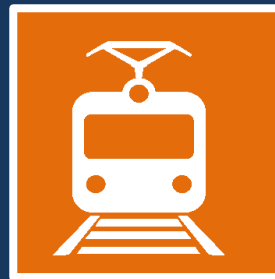
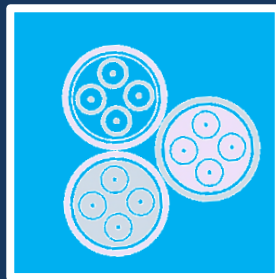
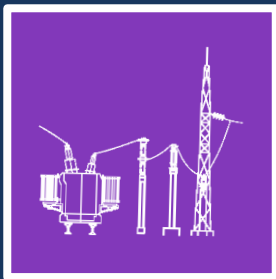


KEC International Limited

Q4 FY16 Results
Investor/Analyst Presentation



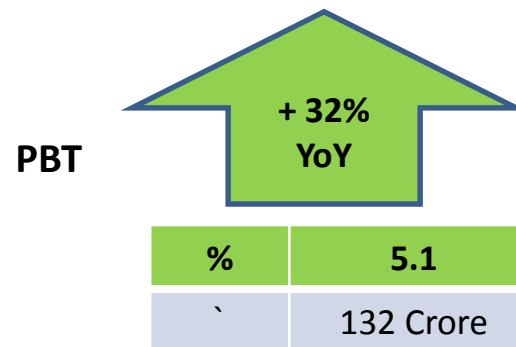
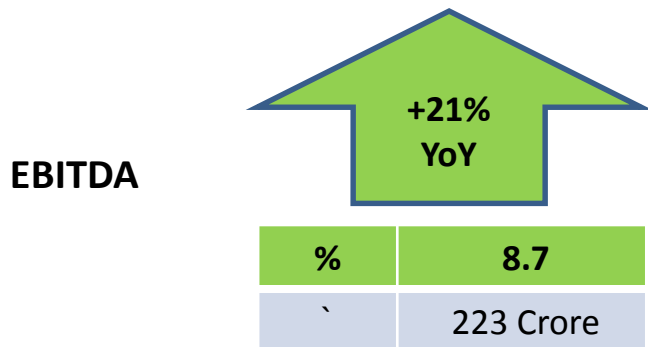
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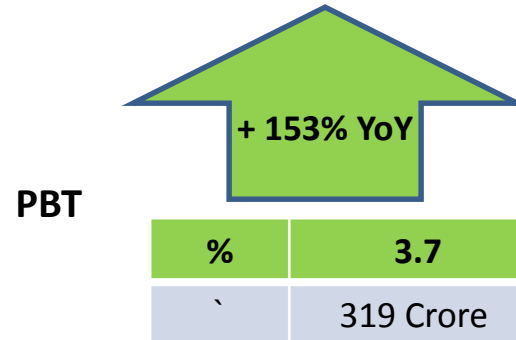
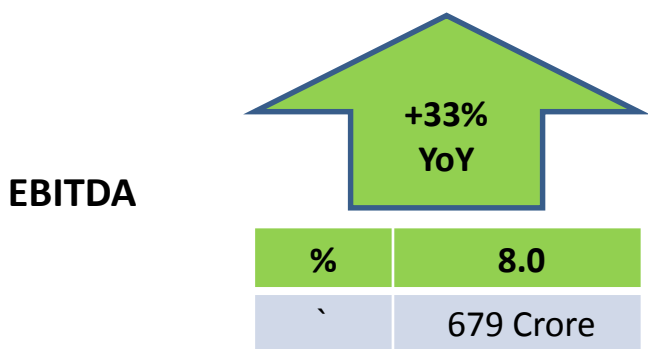
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Quarter ended March 16 v/s Quarter ended March 15



FY16 v/s FY15



*Numbers exclude impact of asset sale

Profit & Loss Highlights (Consolidated)

(₹ crore)

Particulars	Q4 FY16	Q4 FY15	Growth (Y-o-Y)	FY16	FY15	Growth (Y-o-Y)
Net Sales	2558.6	2521.1	1%	8516.3	8467.8	1%
EBITDA	222.9	184.7	21%	679.3	511.8	33%
EBITDA Margins (%)	8.7%	7.3%		8.0%	6.0%	
Interest Costs	70.5	71.0	-1%	277.4	308.9	-10%
Interest Cost (% of net sales)	2.8%	2.8%		3.3%	3.6%	
PBT- Operational	131.7	100.0	32%	319.2	126.4	153%
- Profit on sale (Telecom Assets/Thane Land)				5.4	134.7	
Taxes - On normal income	51.9	37.1		133.1	56.9	
- On asset sale				0.0	43.2	
PAT - Operating	79.8	62.9	27%	186.1	69.5	168%
PAT (Incl. asset sale)	79.8	62.9	27%	191.5	161.0	19%

Revenue Performance

(₹ crore)

Business Verticals	Q4 FY16	Q4 FY15	Growth (Y-o-Y)	FY16	FY15	Growth (Y-o-Y)
Transmission & Distribution (Excl. SAE)	1,887	1,977	-5%	6,280	6,484	-3%
SAE	266	222	20%	830	803	3%
Cables	292	217	34%	1,026	907	13%
Railways	50	58	-14%	210	133	58%
Water	37	38	-2%	103	132	-22%
Solar	52	9	483%	93	9	938%
Inter SBU	-26	0		-26	0	
Total Net Sales	2,559	2,521	1%	8,516	8,468	1%

FY16 Revenue growth Impacted :

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

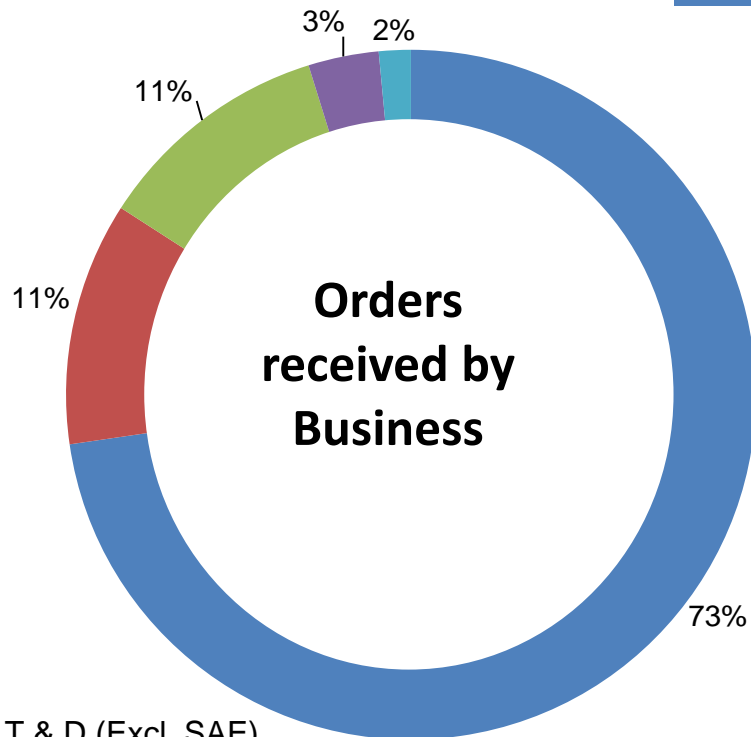
Balance Sheet Details

(₹ crore)

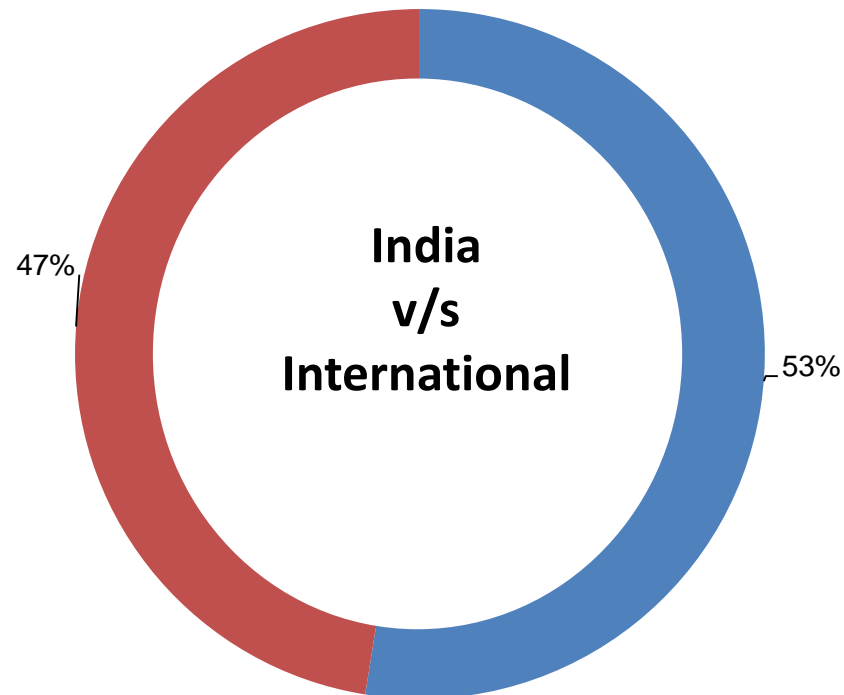
Particulars	Financial Information as on		Incr/(Decr)
	31.03.2016	31.03.2015	Y-o-Y
Net Worth (A)	1,512	1,330	182
Outside Liabilities			
Gross Debt	2,514	2,189	325
Advances	189	143	46
Liabilities & Provisions (Including Acceptances)	3,446	3,780	-334
Total Outside Liabilities (B)	6,149	6,112	37
Deferred Tax Liability (Net) (C)	42	53	-11
Total Liabilities (A+B+C)	7,703	7,494	208
Net Fixed Assets (Including Goodwill) (A)	1,278	1,275	2
Current assets			
Receivables	4,594	4,163	430
Other assets	1,832	2,056	-224
Total Other Assets (B)	6,425	6,219	206
Total Assets (A+B)	7,703	7,494	208

Order Intake Composition – FY16

₹ 8,714 crore



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

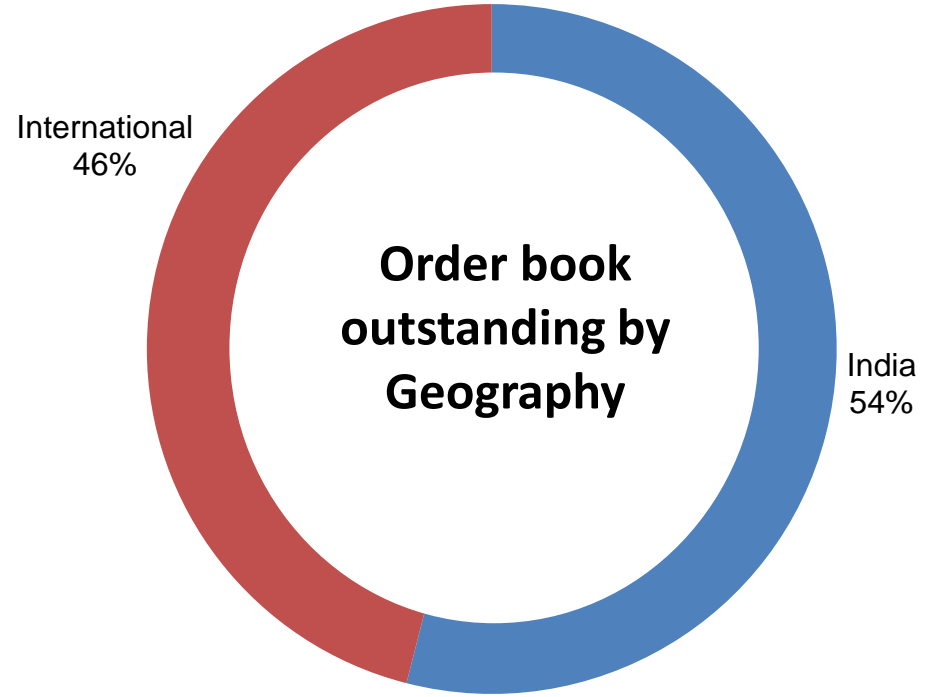
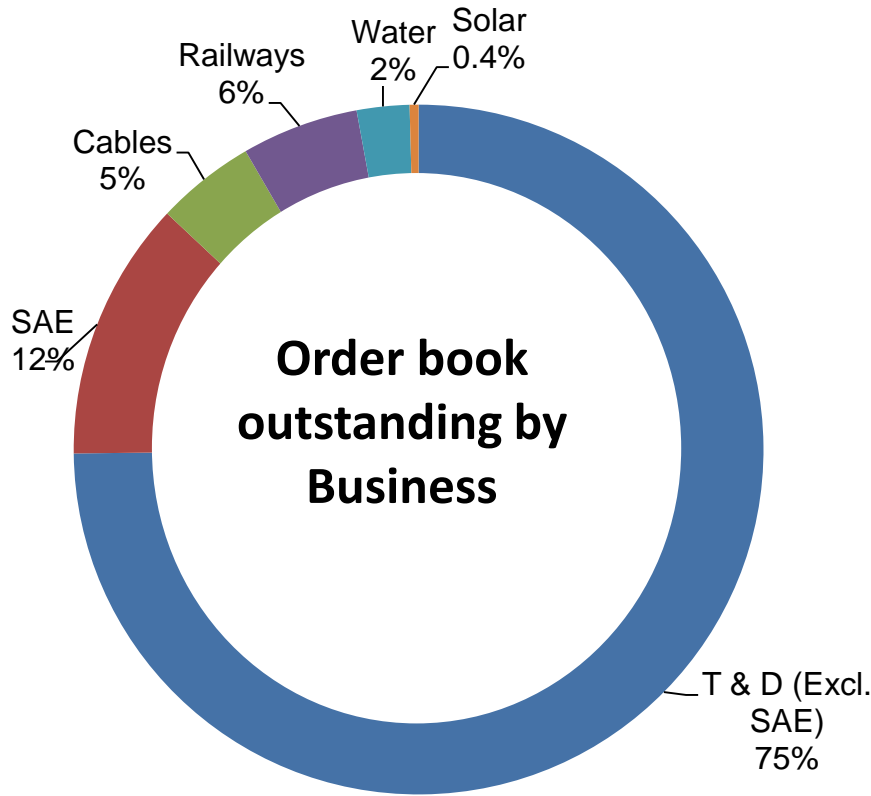


- India
- International

Additional orders in April 2016 of Rs 1140 Cr

Order Book Breakup

Robust and Diversified Order Book— ₹ 9,449 crore as on 31 March 16



L1 Position is strong at ₹ 4000 Crore+

Thank You

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