



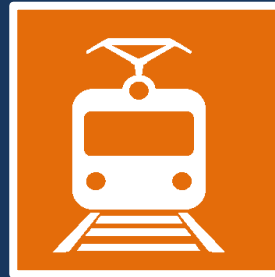
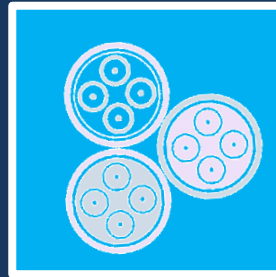
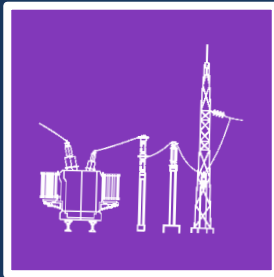
ANNUAL INVESTOR CONFERENCE 2016



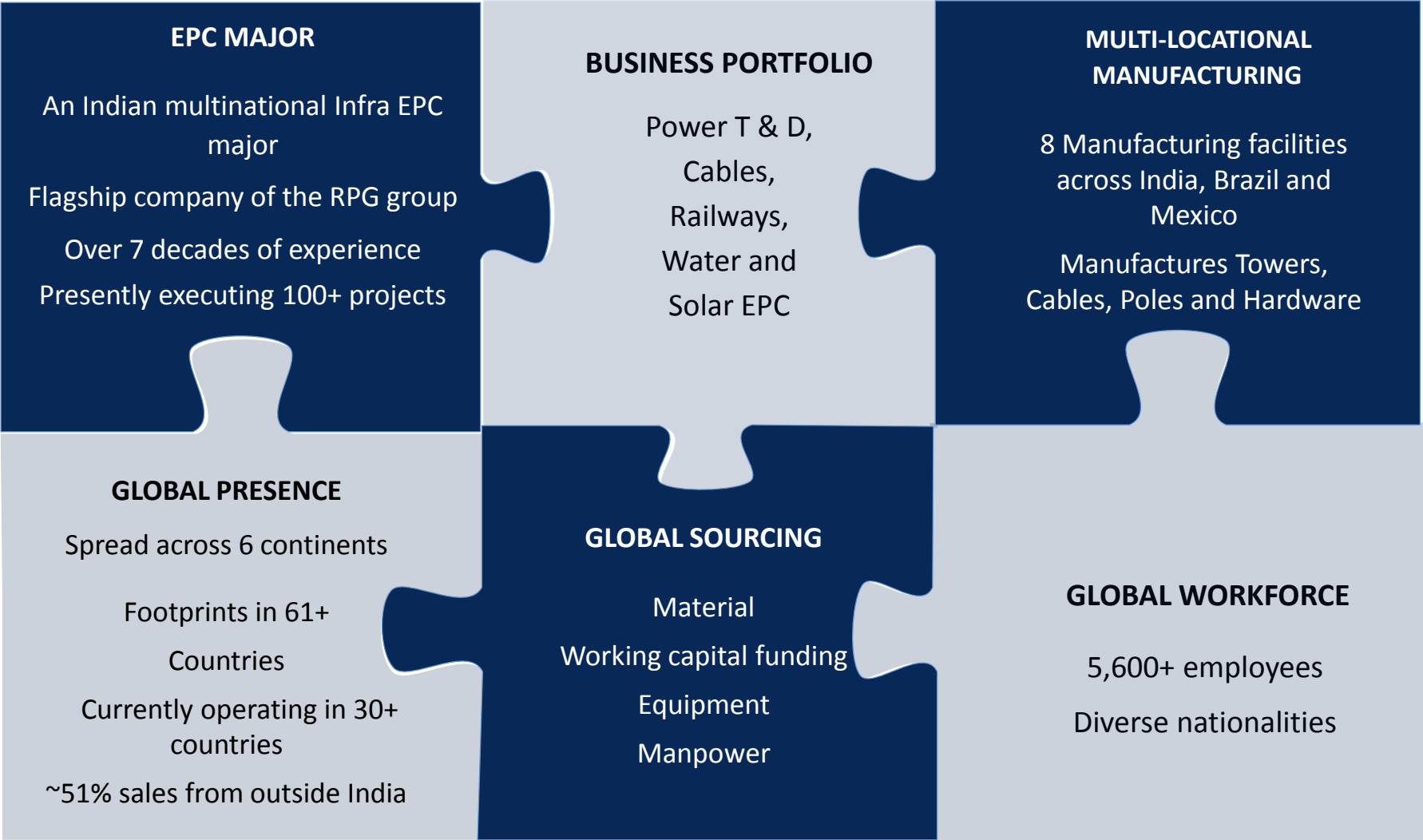
28th June 2016, Mumbai

KEC INTERNATIONAL

A 1.3 BILLION DOLLAR GLOBAL INFRASTRUCTURE EPC MAJOR



Overview



Key Updates – FY16 (1/2)

Financials

- Significant profitability improvement – Q4 EBITDA margin highest in last 19 quarters
- Order intake growth in challenging environment and low commodity prices
- Significant reduction in interest cost
- SAE Turnaround with positive PBT

Business expansion

- Expansion of Sub-station business internationally
- Strategic expansion into :
 - ✓ Saudi underground cabling market
 - ✓ 220kV Cable supply
- Solar business ramps up
- Railway: participated in tenders of ~Rs 3,000 Crs in last 6 months

Key Updates – FY16 (2/2)

Business excellence

- Continued focus on operational excellence- increase in number of projects delivered ahead of schedule.
- Completed two cross border inter-connectivity projects
 - ✓ 400kV Double Circuit Twin Indo-Bangladesh line five months ahead of schedule
 - ✓ Indo-Nepal cross border 400kV Double circuit line with 220 kV bay extensions
- Execution excellence in GIS :
 - ✓ Executed a landmark 765/400 kV GIS Substation in Thiruvallur, Tamil Nadu
 - ✓ Built and energized Asia's largest 400kV GIS substation at Kishanganj
- Pioneered the use of Covered Conductor Technology in Bengaluru



Three prestigious awards from PGCIL

- **Best Transmission Line Contractor** (large),
- **'Safety'** award for institutionalizing best safety practices in KEC
- Recognition for admirable **'overall performance demonstrated'**.

T&D: Encouraging Growth Outlook

Growth in India T&D

- Intra-state connectivity investment increasing
- Changing SEB order sizes : Large ticket tenders being floated
- Focus on timely delivery: preference for larger players amongst SEBs
- High end products becoming more prevalent – GIS / HVDC lines
- Significant ordering from Green Energy corridor projects

Strengthening global presence

- Focus on Far East - large generation capacity and grid expansion plans
- SAARC offers a huge opportunity
- Widening our base in MENA region (Egypt, UAE, Jordan etc.)
- Capturing potential in Africa - interconnection projects

SAE : Positive momentum

- Current order book providing visibility for next 18 months
- Strong pipeline in Mexico
- Emerging North American replacement demand

Railway: Encouraging Outlook

Potential

- Overall capital outlay to Rs 1.21 lakh Crs for FY17
- Opportunity for KEC in excess of Rs 10,000 Crs in FY17

Structural improvement in Railway bidding system & execution

- Tender values have reached Rs 500+ Crs
- Number of tenders are increasing
- Time frame reduction in award of contracts & projects execution

Order Book

- Current order book of close to Rs 800 Crs, additionally L1 position of ~Rs 500 Cr



Solar: Large Opportunity

Government plans to add 20 GW of Solar capacity in FY17 as against 5GW in FY16

What a Developer wants :

- Speed of execution and mobilisation
- Credible EPC partner – enabling financial closure
- Better supply chain control – structures, inverters, transformers, cables etc.

KEC well poised to capture the Solar EPC opportunity



Strategy

ESTABLISHED BUSINESS POWER TRANSMISSION



- Expansion of Substations & Underground Cabling business
- Strengthen presence in SAARC & Southeast Asia
- Grow EPC presence in the Americas
- Increase pole business at SAE Mexico

EMERGING BUSINESSES RAILWAYS & SOLAR



- Strengthen foothold in Indian market
- Target growth opportunities outside India by leveraging KEC's strong global presence in T&D
- Continue to acquire/ build pre-qualifications



T H A N K Y O U