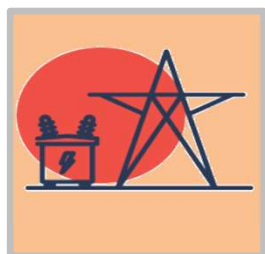


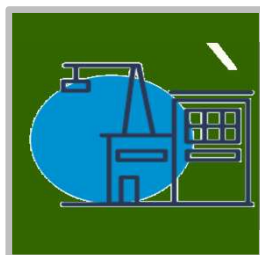
KEC International Limited

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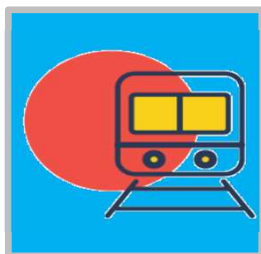
01 November 2023



Power T & D



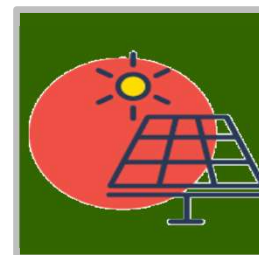
Civil



Railways



Oil & Gas Pipelines



Solar



Cables

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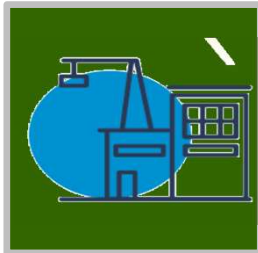
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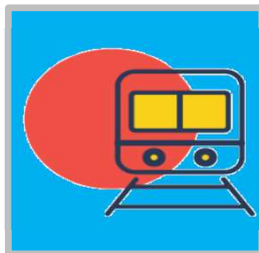
RPG Group



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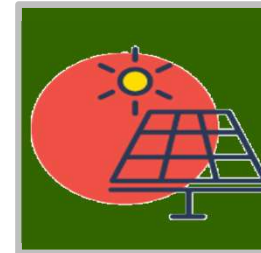
Civil



Railways



Oil & Gas Pipelines



Solar



Cables

RPG Group: Powered by Passion, Driven by Ethics

Founded by Shri RP Goenka in 1979

One of India's fastest growing conglomerates

Turnover in excess of USD 4 billion

20,000+ employees

Footprint in 110+ countries

KEC acquired by RPG Group in 1982



KEC International

Global EPC Company; T&D, Railways, Civil, Solar, Oil & Gas & Cables



CEAT

Leading manufacturer of automobile Tyres



Zensar

Software services provider spread across 20 countries



RPG Life Sciences

Pharma Company; wide range medicines in global generics & synthetic APIs



Raychem RPG

Engineering products & services company



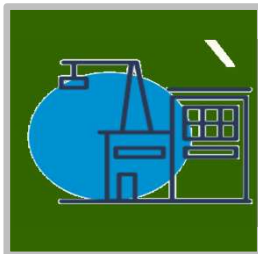
Harrisons Malayalam

One of India's largest plantation companies; tea, rubber & other agro-products

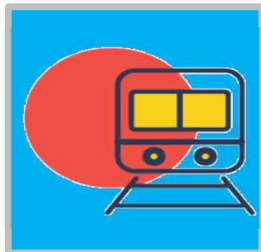
KEC International Ltd



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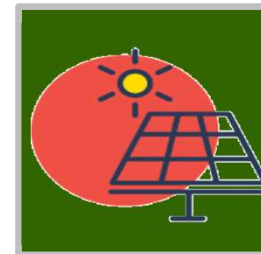
Civil



Railways



Oil & Gas Pipelines



Solar



Cables

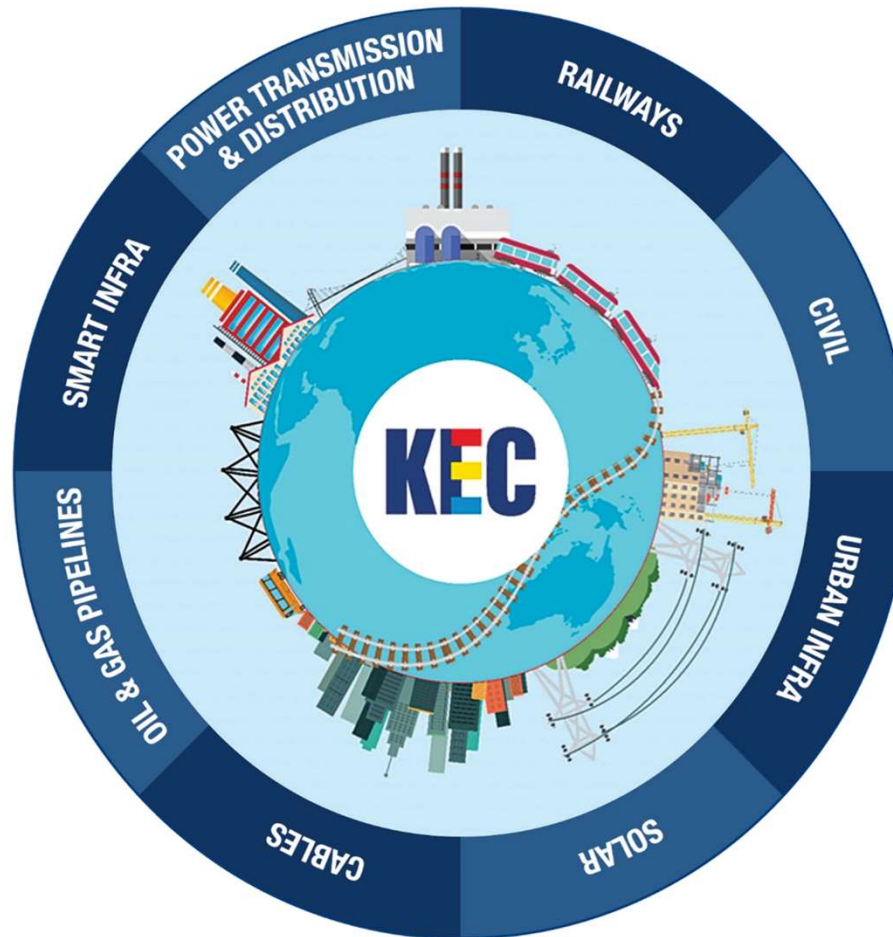


KEC Overview

7+ **DECADES**
OF EXPERIENCE
& EXPERTISE

FOOTPRINT IN
110+
COUNTRIES

ONGOING
PROJECTS IN
30+
COUNTRIES



7750+
EMPLOYEES

37 DIVERSE
NATIONALITIES

\$2.1
BILLION
GLOBAL EPC MAJOR

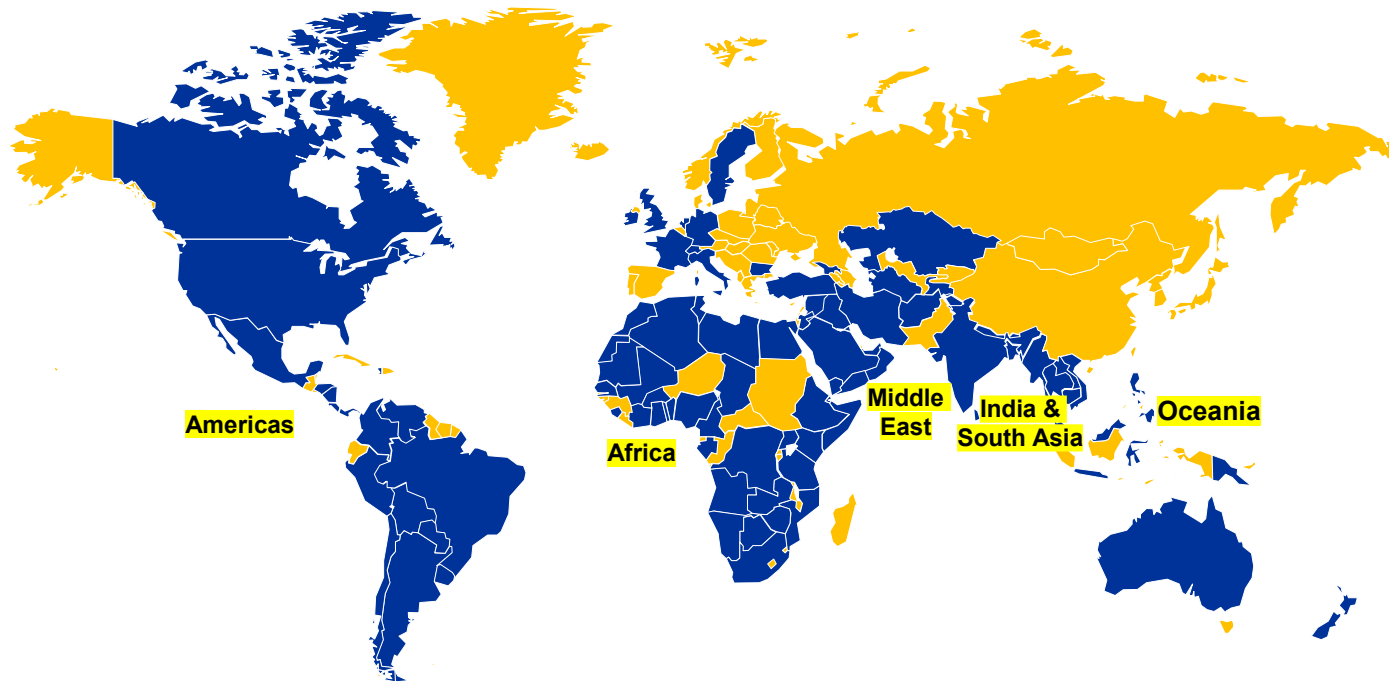
8 MANUFACTURING
UNITS

5 in India,
3 Overseas

KEC Overview

- Global infrastructure EPC major
- FY23 Sales: Rs. 17,282 crore (USD 2.1 billion)
- Eight manufacturing facilities across India, Dubai, Brazil and Mexico

Footprint in 110+ countries across the globe

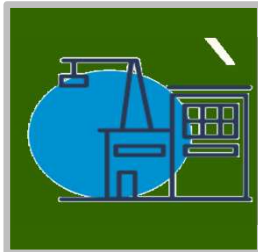


EPC Footprint countries
EPC: 70+ countries
Tower Supply: 65+ countries
Cables Export: 90+ countries

Leadership Team



Power T & D



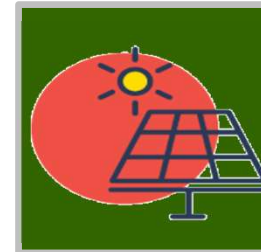
Civil



Railways



Oil & Gas Pipelines



Solar



Cables

Board of Directors



H. V. Goenka

Chairman, Non Executive Director



Vimal Kejriwal
Managing Director
& CEO



A. T. Vaswani
Non Executive
Independent Director



D. G. Piramal
Non Executive
Independent Director



M.S. Unnikrishnan
Non Executive
Independent Director



Nirupama Rao
Non Executive
Independent Director



R. D. Chandak
Non Executive
Independent Director



S. M. Trehan
Non Executive
Independent Director



Vikram Gandhi
Non Executive
Independent Director



Vinayak Chatterjee
Non-Executive, Non-
Independent Director

Management Team



Vimal Kejriwal
Managing Director & CEO



Rajeev Agarwal
Chief Financial Officer



Neeraj Nanda
President –
Emerging Businesses



Anand Kulkarni
Executive Director –
Business Operations



Kaushal Kodesia
Executive Director –
Railways



Manjit Singh Sethi
Executive Director –
Cables



Nagesh Veeturi
Executive Director –
Civil



Sanjeev Agarwal
Executive Director –
International T&D



Rakesh Gaur
CEO - SAE &
ED - T&D
(Africa and CIS)



Mayank Agrawal
Chief Executive –
Oil & Gas Pipelines



Milind Apte
Chief Human
Resources Officer

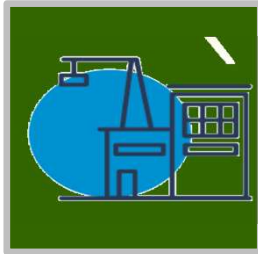


Rajinder Gupta
SVP & Business
Head (T&D) – India &
Sri Lanka

Business Overview



Power T & D



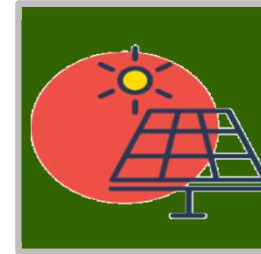
Civil



Railways



Oil & Gas Pipelines



Solar



Cables

Transmission & Distribution (T&D)



400 kV Padma River Crossing Transmission Line, Bangladesh



132 kV Air Insulated Substation, Papua New Guinea

- One of the largest Power T&D EPC companies; footprint across 70+ countries
- Global leadership with experience of 7+ decades
- Integrated solutions on turnkey basis
 - Transmission Lines up to 1,200 kV
 - Large size substations – Air Insulated up to 1,150 kV, Gas Insulated up to 765 kV & Hybrid Substations up to 220 kV
- Leading turnkey provider of Optical fibre cable laying & Optical ground wire stringing
- Strong capabilities in ahead of schedule & on-time delivery of projects
- Successfully ventured into emerging areas of Digital GIS Substations and HVDC terminal stations
- Leveraging robotic process automation, artificial intelligence, and advanced analytical techniques to improve design timeline and costing accuracy for tendering as well as execution.

Transmission & Distribution (T&D) (contd.)



SAE Towers, USA
Wholly owned subsidiary

- Leading manufacturer of steel lattice transmission towers in the Americas
- 9+ decades of rich and diverse experience in the region
- Expanded hardware portfolio with fittings for OPGW, Cross-rope steel wire and Stock Bridge Damping system
- Products & services offered –
 - End-to-end solutions for building transmission lines & substations
 - Manufactures transmission towers, poles, substation structures, hardware; Annual production capacity of 102,200 MTs per annum
 - Comprehensive Tower testing solutions



500 kV SAPEAÇU – POÇÕES III Transmission Line in Brazil



Substation - Gantry Foundation in progress for 138 kV Transmission Line, Nicaragua

In-house capabilities for turnkey solutions



Design & Engineering



- In-house design centers with 275+ engineers across eight centres in India, the Middle East and Americas
- >60 years library of transmission lines design database, including towers, hybrid poles and monopoles; expertise across designing substations (AIS, GIS, Hybrid) and solar structures
- Equipped with latest design, detailing and profiling software

Manufacturing



- Largest globally operating manufacturing capacity of 4,22,200 MTs p.a. (including Transmission towers, Steel poles, Hardware, Structures for Railways, Solar, and Substations)
 - Railway structures' manufacturing capacity of 48,000 MTs p.a.
 - Solar Structures' manufacturing capacity of 12,000 MTs p.a.
- Six tower manufacturing plants – 3 in India, 1 in Dubai, 1 in Mexico and 1 in Brazil

Tower Testing



- Only company in the world to have 4 tower testing stations - 3 in India; 1 in Brazil
- Complete testing solutions for all kinds of transmission towers of up to 1,200 kV, including Lattice and Guyed Towers, Tubular Towers and Monopoles

Railways



- Currently executing 55+ projects; electrified ~24% of the Indian Railway network till date
- Complete turnkey solutions provider in the railway infrastructure EPC space
 - Overhead Electrification systems
 - Signalling & Telecommunication systems for outdoor and indoor installation including Electronic Interlocking (EI) for new lines and capacity augmentation works
 - Traction substations
 - Doubling, tripling, and new railway lines including earthwork and track-laying
- Civil infrastructure such as bridges, tunnels, platforms, stations, residential buildings and workshops
- Electrification, track laying and other services in the technology enabled/ emerging growth areas of Metros, DFCC and High-speed trains
- Manufacture of signalling cables, contact & catenary conductors, quad cables, contact wires, dropper, jumper & feeder wires, earthing conductors, and galvanised steel structures
- Forayed into new technology segments such as KAVACH (TCAS) and Automatic Block Signalling (ABS)



Third Line between Mathura, Uttar Pradesh & Dholpur, Rajasthan



Hubli - Tinaighat Railway Electrification project, Karnataka



Duhai Depot, Delhi-Meerut RRTS project

Civil



- Focus on construction of factories, warehouses, residential buildings, commercial complexes, data centres, airports, metros, water pipelines and water treatment plants
 - Providing services in an area dominated by small unorganised players and few large companies
 - Established as a preferred agency in the construction of factories, especially Cement, Automobile and Auto-ancillaries
 - In the league of top 10 contractors executing the slip form technology in Silo Construction
- Currently executing 70+ projects
 - Leveraging advanced digital technologies such as drones, photogrammetry, BIM, and IoT in construction and utilising latest formwork technology and mechanisation tools
 - Seven decades of experience executing various civil works across the business
 - Executing more than 35 high-rise luxury residential buildings
 - Delivering four state-of-the-art Data Centres for public and private clients



Beneficiation Plant at Dariba, Rajasthan



Construction of luxury residential project in Goa



Kochi Metro Rail project, Kerala

Solar



- One of the few companies with capabilities to execute large-scale projects of up to 600 MWp, including Single Axis Tracker technology and unique solar projects such as carports.
- Capabilities to execute large scale projects >150 MW
- Proficiency in Design, project feasibility analysis across large-scale Solar Photovoltaic Power plants, backed by project management & execution capabilities
- Supply/sourcing of key equipment and structures
- Complete range of civil works and O&M services
- Integrated EPC solutions for solar generation and evacuation
- Preferred EPC status with large international developers
- Secured largest ever solar order of over Rs. 750 Crore for 600 MWp tracker based project



150 MWp Ground Mount Solar Project, Rajasthan



20 MW Solar Carport project, Haryana



30 MW Tracker Based Installation, Andhra Pradesh

Oil & Gas Pipelines



Station Piping Works at Sultanpur-Jhajjar Pipeline Project



Kandla Gorakhpur Pipeline Project

- KEC launched the Oil and Gas Pipelines EPC business in line with the Government's thrust in the sector and our strategy to diversify the business portfolio into adjacencies.
- The business focusses on the construction of Oil & Gas cross-country pipelines in India as well as in international markets.
- Currently executing over 20 projects in oil & gas pipelines, slurry pipelines, and station development projects.
- The team is working on digital Project Management module iTrack to improve planning and monitoring of project progress.
- In October 2021, KEC acquired Spur Infrastructure Private Limited, an Indian EPC company engaged in setting up of cross-country oil & gas pipelines and city gas distribution networks.
- The company is executing prestigious projects for marquee customers such as Indian Oil Corporation Limited, (IOCL) Gas Authority of India Limited (GAIL India), IHB Ltd., Indraprastha Gas Limited (IGL) and Bharat Gas Resource Limited (BGRL).
- In line with the diversification strategy of the Company, the business has ventured into station works development projects, which will further pave the way for entry into process plant projects at terminals and refineries.

Cables



- Extensive range of cables & turnkey cabling solutions offered in 90+ countries
- Two fully integrated facilities, manufacturing a wide range of Power (HT, LT and EHV up to 220 kV), Control & Instrumentation, Telecom, Solar, Railway Signalling Cables and Railway Contact & Catenary Conductors
- Manufacturing capacity includes:
 - Power (~40,000 km p.a.)
 - Instrumentation (3600 km p.a.)
 - Optical fibre (8 lakh fiber km p.a.)
 - Copper telecom (6 lakh conductor km p.a.)
 - Catenary conductors (2,040 MTs p.a.)
 - Contact wire (3,240 MTs p.a.)
- Pioneered production of cross-linked polyethylene (XLPE) cables in India
- Accredited with ISO 9001, ISO 14001 and OHSAS 18001 certifications
- Developed 10 new products in FY23 such as PV Solar cable, Cathodic Protection cable, Concentric cable, Flat Submersible cable, LV Hybrid cable, Railway Signalling Power, etc.
- Continued to be a strategic enabler for KEC's other businesses with ~30% of captive consumption



Cables Manufacturing Facility at Vadodara, Gujarat

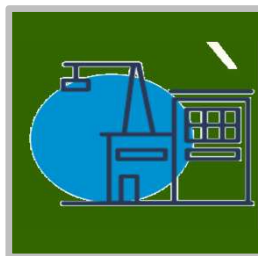


Cables manufacturing unit, Mysore, Karnataka

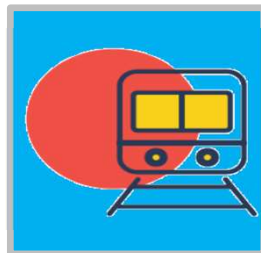
Key Performance Highlights



Power T & D



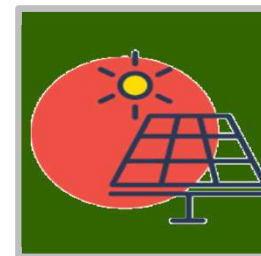
Civil



Railways



Oil & Gas Pipelines



Solar



Cables

Key Business Highlights – Q2 FY24



T&D

- Revenues of Rs. 2,209 Cr, growth of 7% YoY
- SAE delivered turnaround performance with Revenue growth of 51% YoY and a positive PBT for the second consecutive quarter
- YTD Order intake of ~Rs. 5,400 Cr, robust growth of over 40% YoY
- Record order book & L1 of over Rs. 18,000 Cr



Civil

- Remarkable performance with Revenues of Rs. 1,054 Cr, a healthy growth of 42% YoY
- YTD Order intake of over Rs. 2,000 Cr - metals & mining, FMCG, buildings, public spaces and data centre segments
- Breakthrough orders in Hospital and FMCG segments



Railways

- Revenues of Rs. 776 Cr for the quarter
- YTD Order intake of over Rs. 750 Cr - Subdued owing to increase in competition from Tier II/ III EPC contractors and clientele changing from PSUs to Zonal Railways
- Commenced execution of the international railway project in Bangladesh



Oil & Gas

- Revenues of Rs. 127 Cr with a good growth of 57% YoY
- Building necessary pre-qualifications that will enable us to expand our addressable market
- Strong order book + L1 of ~Rs. 1,000 Cr.



Solar

- Execution in progress of our largest solar project of 500 MW in Karnataka
- Actively engaged in bidding for select opportunities in this sector, capitalizing on the sustained commitment of the government to promote renewable energy



Cables

- Achieved Revenues of Rs. 413 Cr, a steady growth of 6% vis-à-vis last year
- Delivered highest ever profitability in the first half of the year
- Successfully developed five new products this year, slated for commercialization



KEC International : Building Infrastructure for the World of Tomorrow

Transmission & Distribution



Railways



Civil



Urban Infra



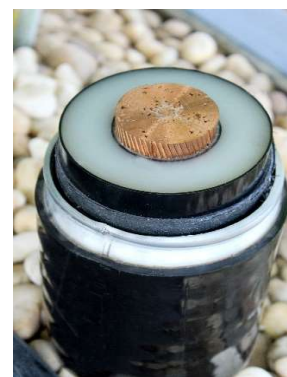
Oil & Gas Pipelines



Solar



Cables



7+

DECADES
OF EXPERIENCE
& EXPERTISE



FOOTPRINT IN
110+
COUNTRIES



300+
ONGOING
PROJECTS



\$2.1
BILLION
GLOBAL EPC
MAJOR



8
MANUFACTURING
FACILITIES



7500+
EMPLOYEES

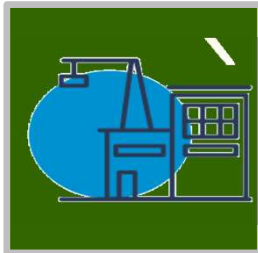


35+
NATIONALITIES

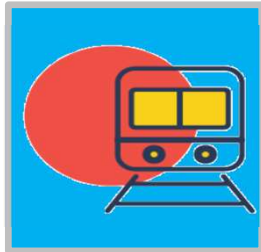
Financial Overview



Power T & D



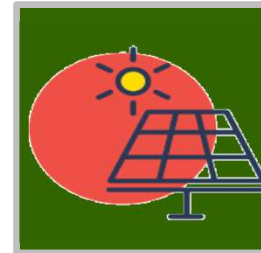
Civil



Railways



Oil & Gas Pipelines



Solar



Cables

Financial Highlights Q2 & H1 FY24 – Growth Across Parameters

Q2 FY24 vs Q2 FY23

Revenues

11%
YoY

₹ 4,499 Cr

EBITDA

54%
YoY

%	6.1%
₹	274 Cr

PBT

148%
YoY

%	1.5%
₹	66 Cr

PAT

1%
YoY

%	1.2%
₹	56 Cr

H1 FY24 vs H1 FY23

Revenues

18%
YoY

₹ 8,743 Cr

EBITDA

50%
YoY

%	5.9%
₹	519 Cr

PBT

77%
YoY

%	1.3%
₹	112 Cr

PAT

14%
YoY

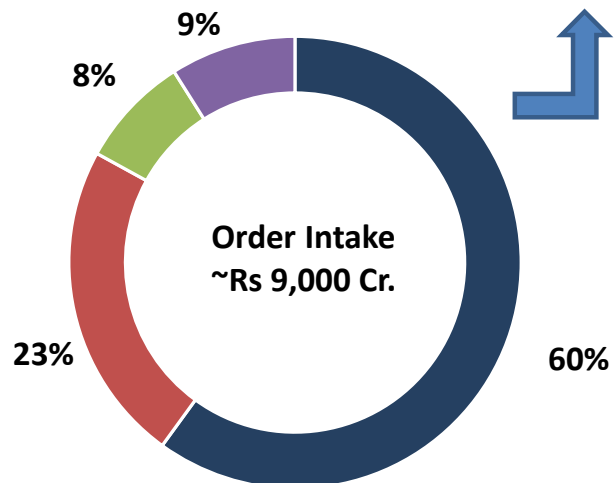
%	1.1%
₹	98 Cr

Order Intake & Order Book (Consolidated)

Order Intake – YTD FY24

T&D : 55%

SAE : 5%



■ T&D ■ Civil ■ Railways ■ Cables

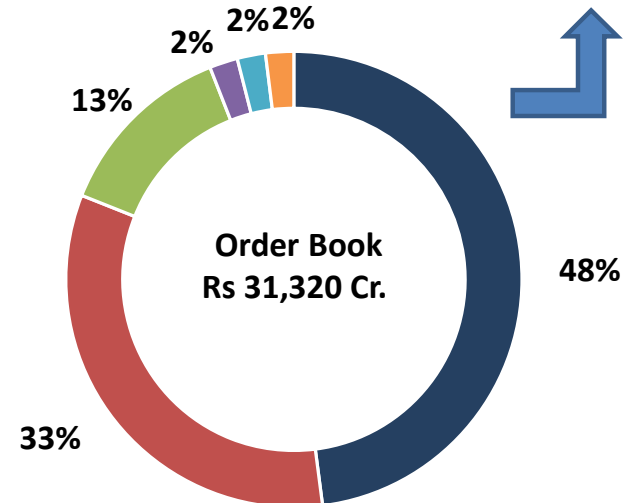
Domestic : 61%

International : 39%

Order Book – YTD FY24

T&D: 44%

SAE : 4%



■ T&D ■ Civil ■ Railways ■ Cables ■ Oil & Gas ■ Others *

* Others include primarily Solar

Domestic : 69%

International : 31%

Healthy Order Book + L1 of over Rs 35,000 Cr

Profit and Loss Summary (Consolidated)

	Q2 FY24	Q2 FY23	Growth (Y-o-Y)
Revenues	4,499	4,064	11%
EBITDA	274	178	54%
<i>EBITDA Margins</i>	<i>6.1%</i>	<i>4.4%</i>	
(+) Other Income	16	16	
(-) Depreciation	47	40	
(-) Interest	178	128	39%
<i>Interest as % to sales</i>	<i>4.0%</i>	<i>3.1%</i>	
PBT	66	27	148%
<i>PBT Margins</i>	<i>1.5%</i>	<i>0.7%</i>	
Tax	10	-29	
<i>Tax Rate %</i>	<i>15.1%</i>	<i>-107.9%</i>	
PAT*	56	55	1%
<i>PAT Margins</i>	<i>1.2%</i>	<i>1.4%</i>	

	H1 FY24	H1 FY23	Growth (Y-o-Y)
Revenues	8,743	7,382	18%
EBITDA	519	346	50%
<i>EBITDA Margins</i>	<i>5.9%</i>	<i>4.7%</i>	
(+) Other Income	19	24	
(-) Depreciation	88	79	
(-) Interest	337	228	48%
<i>Interest as % to sales</i>	<i>3.8%</i>	<i>3.1%</i>	
PBT	112	64	77%
<i>PBT Margins</i>	<i>1.3%</i>	<i>0.9%</i>	
Tax	14	-23	
<i>Tax Rate %</i>	<i>12.7%</i>	<i>-35.4%</i>	
PAT*	98	86	14%
<i>PAT Margins</i>	<i>1.1%</i>	<i>1.2%</i>	

(₹ crore)

*PAT growth is slightly lower due to a one-time reversal of a tax provision in the second quarter of the previous year

Profit and Loss Summary (Standalone)

	Q2 FY24	Q2 FY23	Growth (Y-o-Y)	H1 FY24	H1 FY23	Growth (Y-o-Y)
Revenues	3,982	3,736	7%	7,684	6,584	17%
EBITDA	184	230	-20%	353	464	-24%
<i>EBITDA Margins</i>	<i>4.6%</i>	<i>6.2%</i>		<i>4.6%</i>	<i>7.0%</i>	
(+) Other Income	17	17		21	25	
(-) Depreciation	37	31		69	62	
(-) Interest	155	101	54%	290	176	65%
<i>Interest as % to sales</i>	<i>3.9%</i>	<i>2.7%</i>		<i>3.8%</i>	<i>2.7%</i>	
Operational PBT	9	115	-92%	15	251	-94%
<i>Operational PBT Margins</i>	<i>0.2%</i>	<i>3.1%</i>		<i>0.2%</i>	<i>3.8%</i>	
Exceptional Item*	0	-76		0	-76	
PBT after Exceptional Item*	9	39	-76%	15	175	-92%
<i>PBT Margins After Exceptional Item*</i>	<i>0.2%</i>	<i>1.0%</i>		<i>0.2%</i>	<i>2.7%</i>	
Tax	3	3		4	39	
<i>Tax Rate %</i>	<i>27.7%</i>	<i>8.5%</i>		<i>28.7%</i>	<i>22.4%</i>	
PAT	7	36	-81%	11	136	-92%
<i>PAT Margins</i>	<i>0.2%</i>	<i>1.0%</i>		<i>0.1%</i>	<i>2.1%</i>	

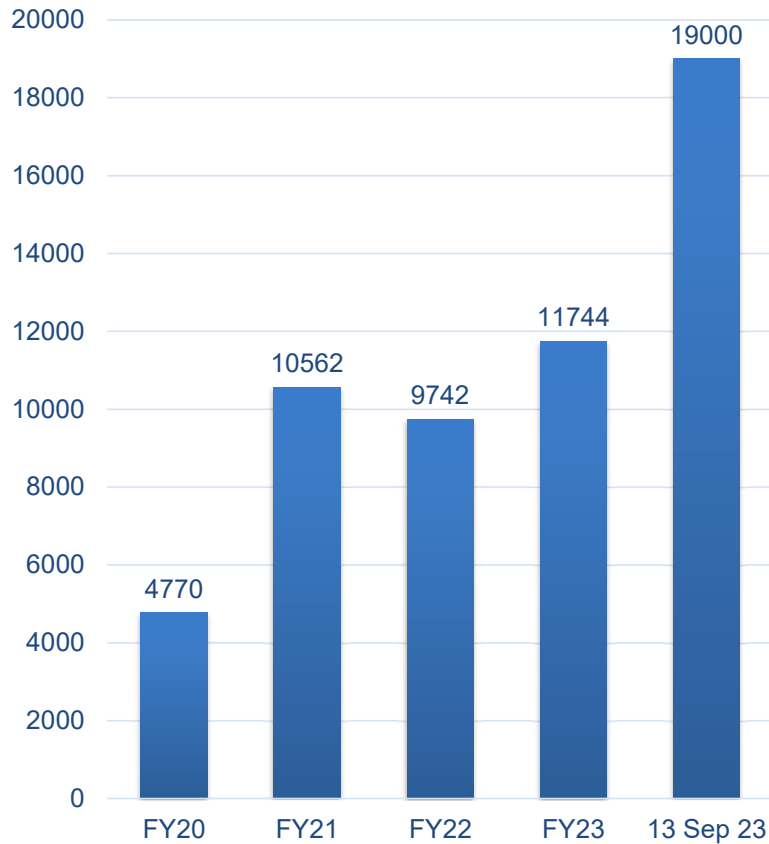
(₹ crore)

*Exceptional item of Rs. 76 Cr in Q2 last year is provision for impairment of subsidiary in SAE Brazil

#Shift in margin profile from standalone to consolidated due to the substantial growth in revenue and margins from UAE subsidiaries, SAE and KEC Spur

KEC: Equity Share Information

Year-End Market Capitalisation (Rs. Crore)



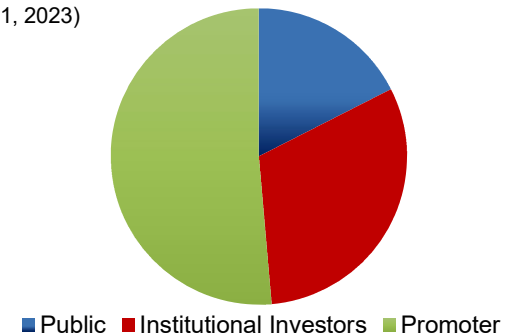
Equity Share Information

(₹ crore)

- Share Price (13 Sep 2023): Rs. 747.7/share
- Market Cap (13 Sep 2023): Rs. 19,000 crore
- Financial Year – April to March
- Listed on Indian Stock Exchanges
- Bloomberg Code – KECI IN
- Reuters Code – KECL.BO

Shareholding Pattern

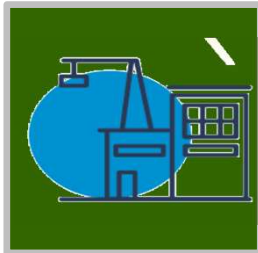
(As of Nov 01, 2023)



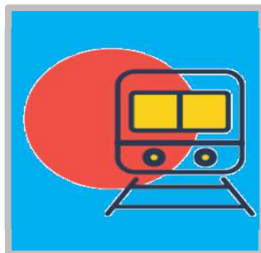
Environmental, Social and Governance (ESG)



Power T & D



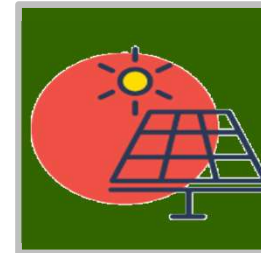
Civil



Railways



Oil & Gas Pipelines



Solar



Cables

ESG & Sustainability Goals and Status



Happiness Quotient

Target: Increase Happiness Quotient to 85% by FY26

Status:

Happiness Quotient for FY23 has increased to 81% vis-à-vis 80% for FY21



Diversity & Inclusion

Target: Increase in diversity by 25% by FY26

Status:

Diversity has increased by 39% in FY23 vis-à-vis FY21



Occupational Health & Safety

Target: Work towards the goal of achieving Zero accidents

Status:

LTIFR has reduced to 0.25 in FY23 vis-à-vis 0.68 in FY21, a reduction of 63%



Corporate Social Responsibility

Target: Reach 2 lac CSR beneficiaries by FY 26

Status:

CSR beneficiaries for FY23 are 5.7 lakh (includes COVID-19 response beneficiaries of 2 lakh)



Circularity

Target: Zero waste to landfill by FY 26 for manufacturing plants

Status:

Waste to landfill has reduced by 51% in FY23 vis-à-vis FY21



Water Positive Approach

Target: Reduce water consumption intensity in manufacturing plants by 20% by FY26

Status:

Water consumption intensity has reduced by 16% in FY23 vis-à-vis FY21



Energy Consumption

Target: Reduce energy consumption intensity of manufacturing plants by 15% by FY26

Status:

Energy consumption intensity has reduced by 27% in FY23 vis-à-vis FY21



Carbon Emission

Target: Reduce Greenhouse Gas (GHG) emissions intensity of manufacturing plants by 20% by FY26

Status:

GHG emission intensity has reduced by 18% in FY23 vis-à-vis FY21



Sustainable Procurement

Target: 100% of key suppliers to be assessed under ESG criteria by FY23

Status:

100% of key suppliers have been assessed under ESG criteria

Sustainability Roadmap – Key Initiatives and Approach



Happiness Quotient

- Action planning workshops across businesses to increase Happiness Quotient
- Enhanced capabilities of our AI-powered chatbot, Electra – Integrated features such as Employee Onboarding, Attendance management, payslip, etc.



Circularity

- Modernisation of plants & machinery and adoption of lean manufacturing practices for continuous improvement in yield
- Design optimisation of transmission towers and foundations



Diversity & Inclusion

- Incentivizing diversity hiring for various functions
- Dedicated focus on increasing diversity while hiring batches through campuses



Water Positive Approach

- As part of our water business, constructed intake wells, water treatment plants, elevated storage reservoirs, and water distribution pipelines to provide clean potable water to millions of people
- Undertaken awareness campaigns



Occupational Health & Safety

- Structured wellness programs for 30,000+ workers
- EHS Minimum Mandatory Requirements (MMR) for each business unit have been revised and implemented across project sites



Decarbonisation

Reducing energy consumption & carbon emission

- Conservation of power & fuel by using flue gas heat in drying process and fuel atomization
- Implementation of vehicle telematics at project sites to minimise fuel consumption



Corporate Social Responsibility

- Installation of solar panels in schools
- Capacity building of government school teachers and helping them create 'Magic Classrooms' – safe learning environment for school children and effective classes



Sustainable Procurement

- Formulated the Code of Conduct (CoC) based on sustainability / ESG criteria
- Formulated Sustainable Procurement Policy



THANK YOU



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