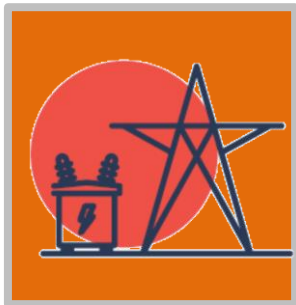


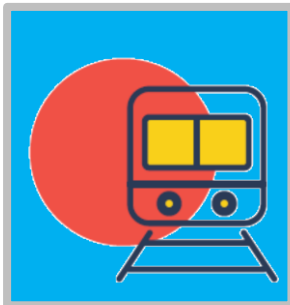
KEC International Limited

Investor Presentation – Q1 FY21

10th August 2020



Power T & D



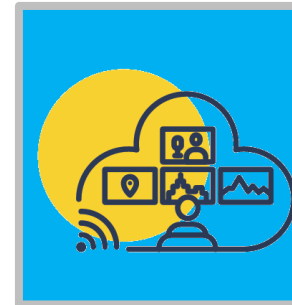
Railways



Solar



Civil



Smart Infra



Cables

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Key Financial Highlights – Q1 FY21

- ❑ **Revenue for Q1 FY21** stands at Rs. 2,207 Cr against Rs 2,412 Cr of Q1 FY20
 - Revenue of Apr'20 impacted significantly due to COVID-19 disruption, however Revenue of May'20 and June'20 better than corresponding months of last year
- ❑ **EBITDA Margin** at 8.8% in Q1 FY21 against 10.4% in Q1 FY20
- ❑ **PBT Margin** at 4.4% in Q1 FY21 against 5.7% in Q1 FY20
- ❑ **PAT Margin** at 3.2% in Q1 FY21 against 3.7% in Q1 FY20
- ❑ **Interest cost** – Reduction in absolute terms as well as % to sales for Q1 FY21
- ❑ **YTD Order Intake** stands at Rs. 1,931 Cr – **Growth of 73%**
- ❑ **Robust Order book + L1 Pipeline of over Rs. 24,500 Cr**

Profit & Loss Highlights (Consolidated)

(₹ crore)

Particulars	Q1 FY21	Q1 FY20	Growth (Y-o-Y)
Revenues	2,207	2,412	-9%
EBITDA	195	251	-22%
<i>EBITDA Margins</i>	<i>8.8%</i>	<i>10.4%</i>	
(+) Other Income	7	3	
(-) Depreciation	39	37	
(-) Interest	66	80	-17%
<i>Interest as % to sales</i>	<i>3.0%</i>	<i>3.3%</i>	
PBT	96	138	-30%
<i>PBT Margins</i>	<i>4.4%</i>	<i>5.7%</i>	
Tax	26	49	
<i>Tax Rate %</i>	<i>26.6%</i>	<i>35.7%</i>	
PAT	71	89	-20%
<i>PAT Margins</i>	<i>3.2%</i>	<i>3.7%</i>	

Businesswise Revenue Performance

(₹ crore)

Business Verticals	Q1 FY21	Q1 FY20	Growth (Y-o-Y)
T&D:	1,454	1,599	-9%
- T&D (KEC)	1,176	1,294	-9%
- SAE Towers	278	305	-9%
Non T&D:	803	884	-9%
- Railways	521	522	0%
- Civil	103	65	58%
- Cables	159	263	-39%
- Others #	19	34	-45%
Inter SBU:	(50)	(71)	-29%
Total Net Sales	2,207	2,412	-9%
T&D Share	64%	63%	
Non-T&D Share	36%	37%	

#Others include Solar and Smart Infra

Borrowings & Working Capital

(₹ crore)

Particulars	30-Jun-20	30-Jun-19	Increase/ (Decrease)
I) Net Debt	2,388	2,281	107
II) Interest-Bearing Acceptances	936	1,226	(290)
Total (I + II)	3,324	3,507	(183)

31-Mar-20	Increase/ (Decrease)
2,216	172
1,111	(175)
3,327	(3)

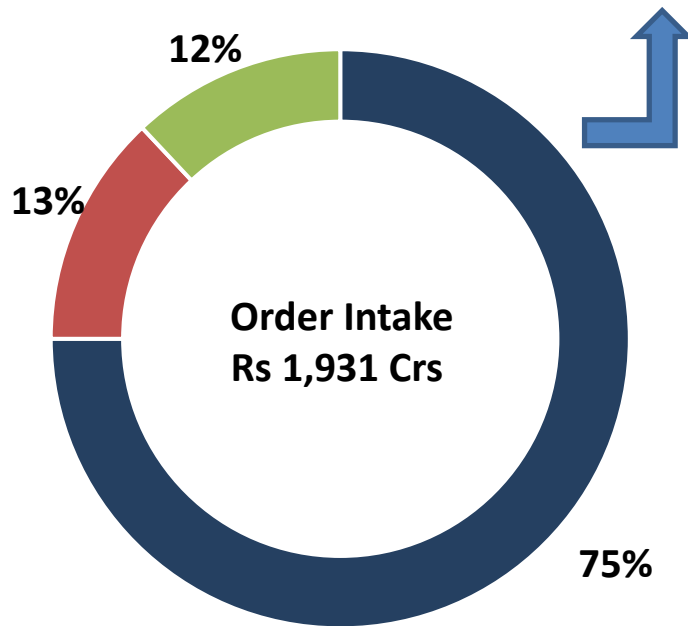
- ❑ **Average Borrowing level** continues to be in line with the target of ~Rs 2,500 Cr
- ❑ **Overall net debt and interest-bearing acceptances** brought down by Rs 183 Cr as compared to last year.
Some of the key initiatives contributing to the same include:
 - Judicious monitoring of cash flows
 - Continuous focus on collection of receivables especially Saudi
 - Concerted efforts for expediting commercial closure of projects
- ❑ **Net Working Capital (NWC)** stands at 132 days as on 30th June'20

Order Intake & Order Book

Order Intake YTD FY21

T&D : 70%

SAE : 5%



■ T&D

■ Civil

■ Cables

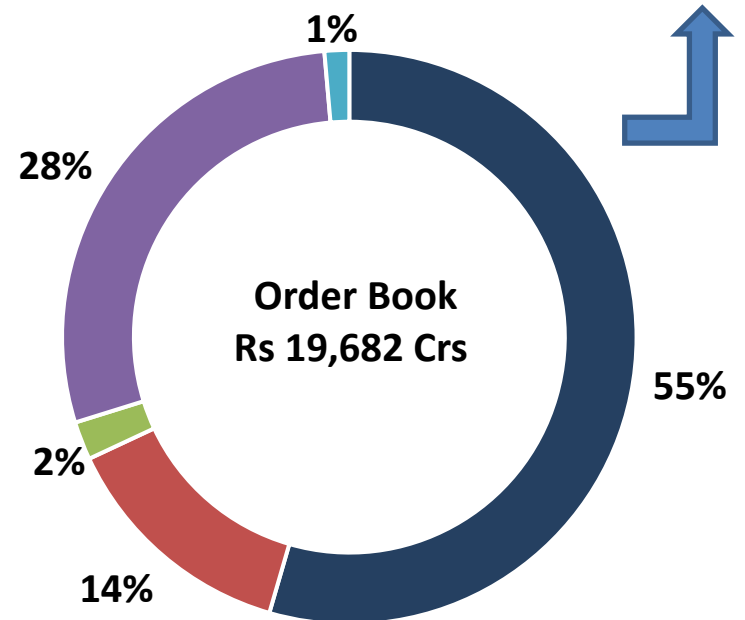
Domestic : 65%

International : 35%

Order Book as on 30 June'20

T&D: 51%

SAE : 4%



■ T&D

■ Civil

■ Cables

■ Railways

■ Others

Domestic : 64%

International : 36%

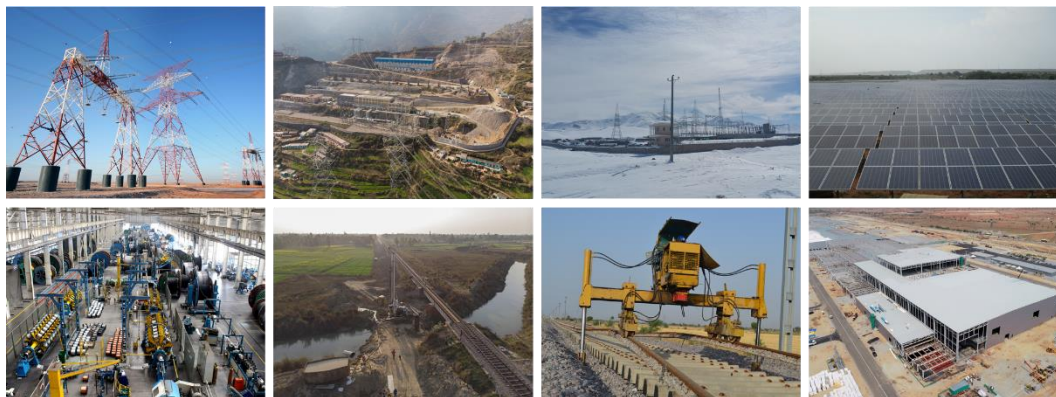
Order Book + L1 of Rs 24,500 Crs +

THANK YOU



Global Footprint in
100 countries*

*Includes EPC and Supply



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Registered Office

RPG House, 463, Dr. Annie Besant Road, Worli, Mumbai - 400 030.

Phone: +91-22-6667 0200 | Email: kecindia@kecrpg.com

www.kecrpg.com