



KEI

Wires & Cables



PROUDLY MAKING IN INDIA SINCE 1968

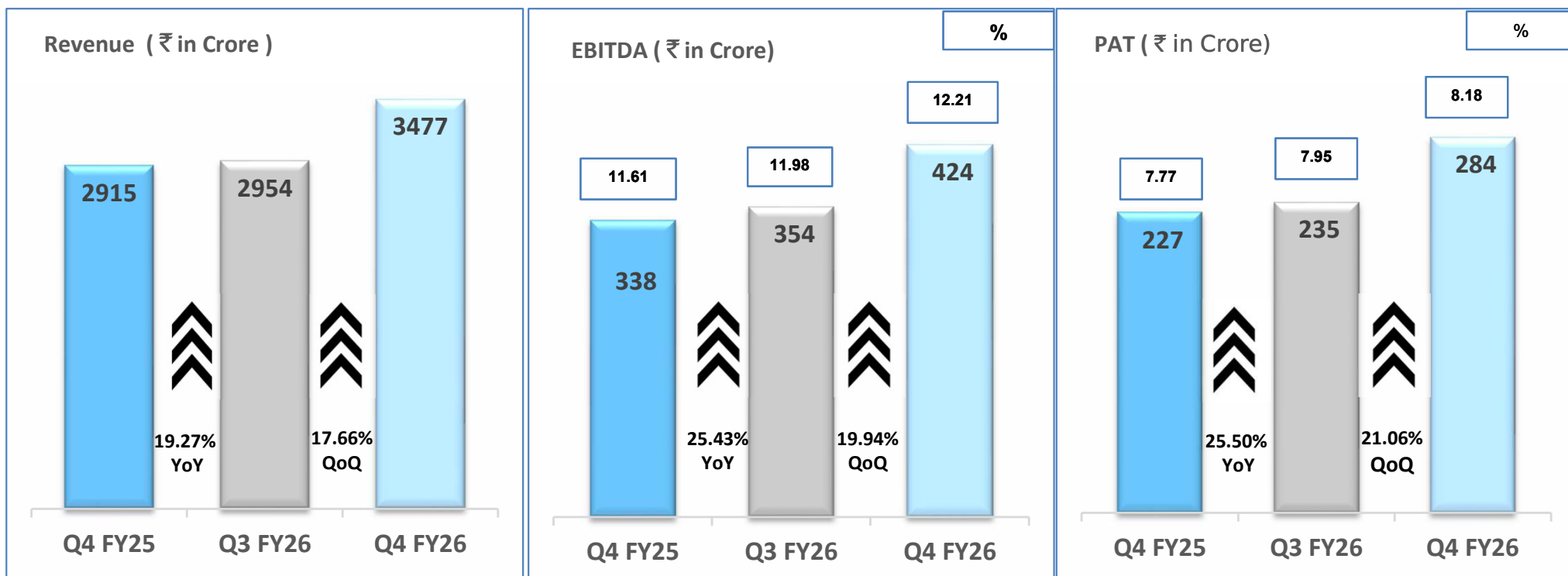
#VocalForLocal

KEI Industries Limited

Q-4 FY 2026

Earnings Presentation May 04, 2026

Financial Performance Q-4 FY 26 Highlights

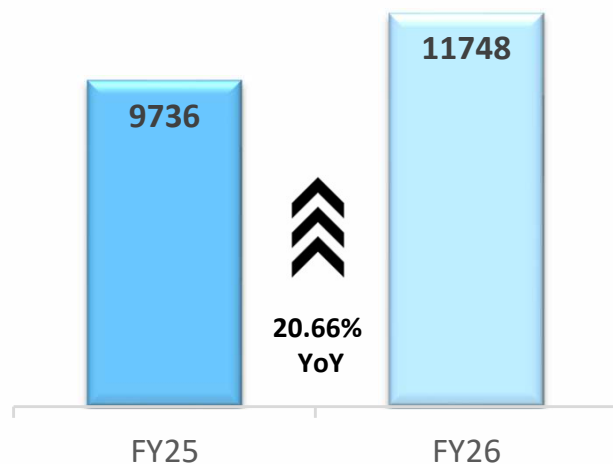


- Revenue improved by 19.27% YoY in this quarter.
- EBITDA margin in this quarter has improved to 12.21% as against 11.61% YoY.
- PAT margin in this quarter has improved to 8.18% as against 7.77% YoY.

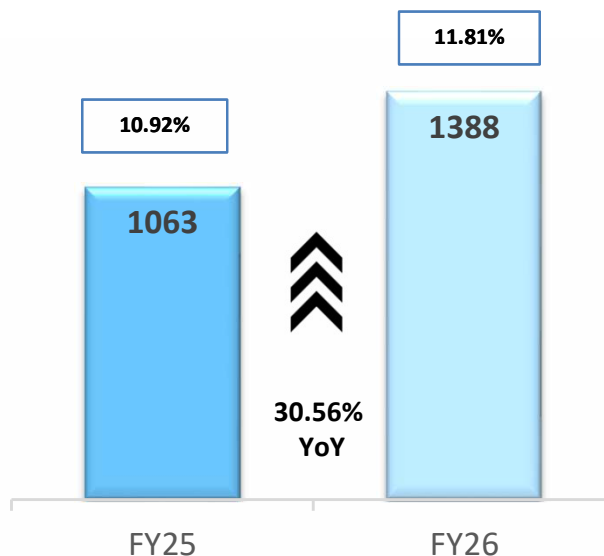
Financial Performance FY 26 Highlights



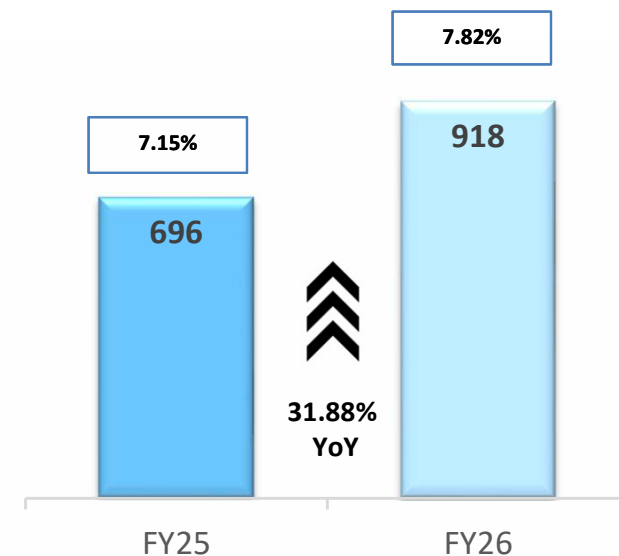
Revenue (₹ in Crore)



EBITDA (₹ in Crore)



PAT (₹ in Crore)



- Revenue improved by 20.66% YoY in FY 26.
- EBITDA margin in FY 26 has improved to 11.81% as against 10.92% YoY.
- PAT margin in FY 26 has improved to 7.82% as against 7.15% YoY.

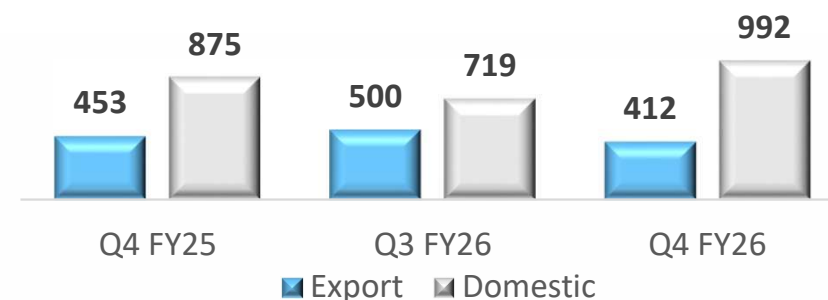
Cable and Wires – Institutional



- Domestic Institutional Cable and Wire sale is ₹ 804 Crore in 4th quarter as against PY ₹ 760 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 188 crore in 4th quarter as against PY ₹ 115 Crore.
- Total Institutional Cable and Wire Sale including export contributed 40.37% in Q-4 FY 26 against 45.57% in Q-4 FY 25.
- Total Institutional Cable and Wire Sale including export increased by 5.64% YoY in Q-4 FY 26.
- Domestic Institutional Cable and Wire sale is ₹ 2688 Crore in FY 26 as against PY ₹ 2758 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 559 crore in FY 26 as against PY ₹ 308 Crore.
- Total Institutional Cable and Wire Sale including export contributed 41.84% in FY 26 against 42.33% in FY 25.
- Total Institutional Cable and Wire sale including export increased by approx. 19.27% in FY26 .

Q-4 FY 26

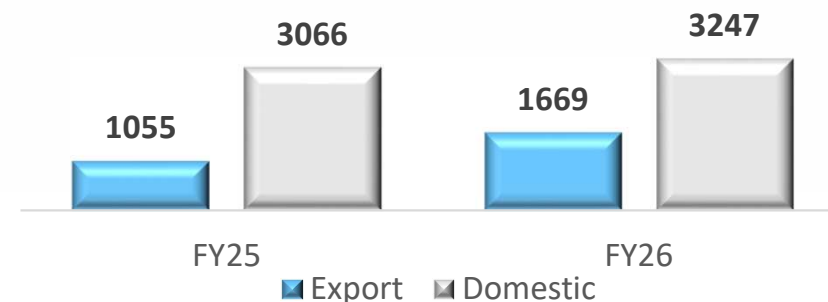
Revenue (₹ in Crore)



Particulars	Q-4 FY 25	Q-3 FY 26	Q-4 FY 26
Total Institutional Sale including export	1328	1219	1404

FY 26

Revenue (₹ in Crore)



Particulars	FY 25	FY 26
Total Institutional Sale including export	4121	4916

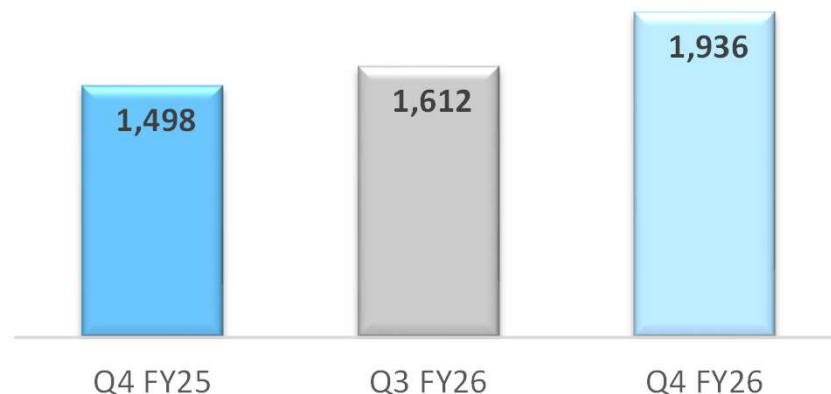
Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by 29.28% YoY in Q-4 FY 26.
- Sales through Dealer/ Distribution contributed 55.70% of overall sale in Q-4 FY 26 and 54.04% of overall sale in FY26.
- The total active working dealer of the company as on 31.03.2026 was 2125 Nos.
- Sales through Dealer/ Distribution market increased by 24.79% YoY in FY26.

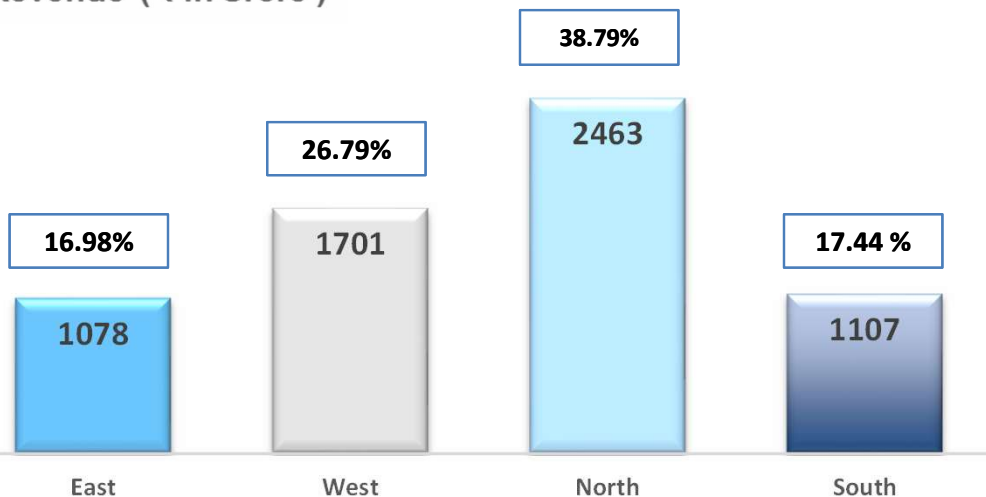
Q-4 FY 26

Revenue (₹ in Crore)



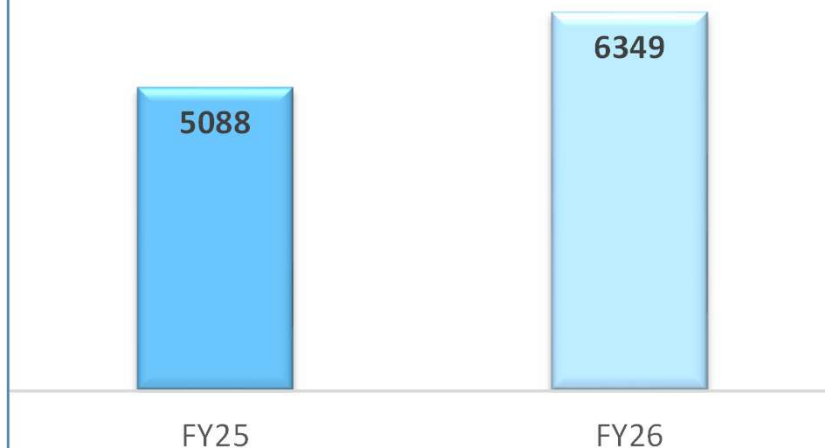
REVENUE BREAK UP OF FY26 (ZONE WISE)

Revenue (₹ in Crore)



FY 26

Revenue (₹ in Crore)



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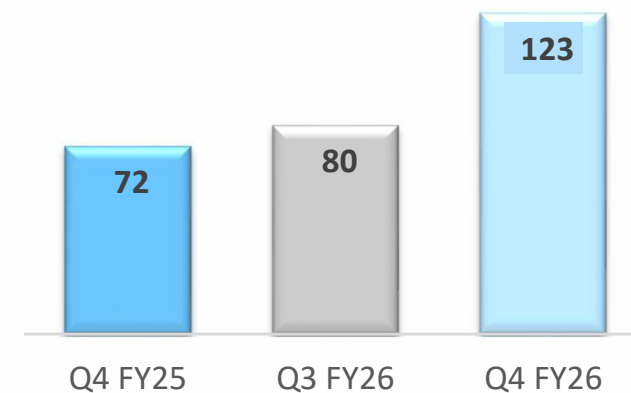
EPC Projects and SS Wire



- EPC Sale (apart from Cable) increased by 71.94% YoY in Q-4 FY 26.
- During the FY26 EPC contribution is 2.65%.
- Export Sale of EPC is ₹ 4 Crore in Q-4 FY 26 and ₹ 51 crore in FY26.
- SS Wire sale increased by 21.19% YoY in Q-4 FY 26 and at par in FY26 .
- Export Sale of SS Wire is ₹ 27 Crore in Q-4 FY 26 and ₹ 105 crore in FY26.

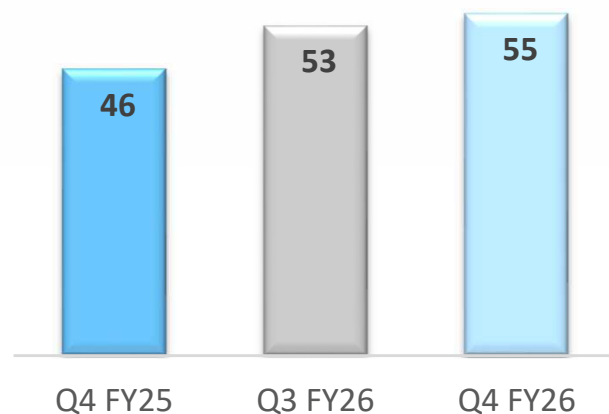
Q-4 FY 26 (EPC*)

Revenue (₹ in Crore)



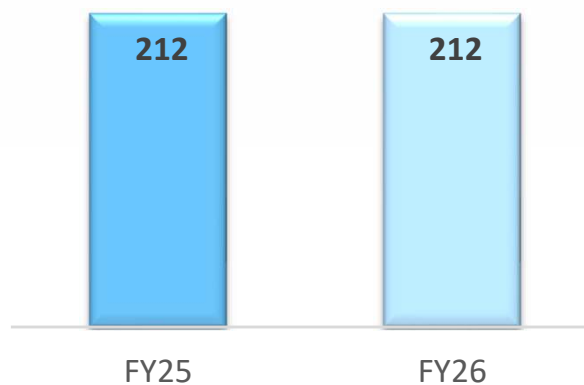
Q-4 FY 26 (SS wire)

Revenue (₹ in Crore)



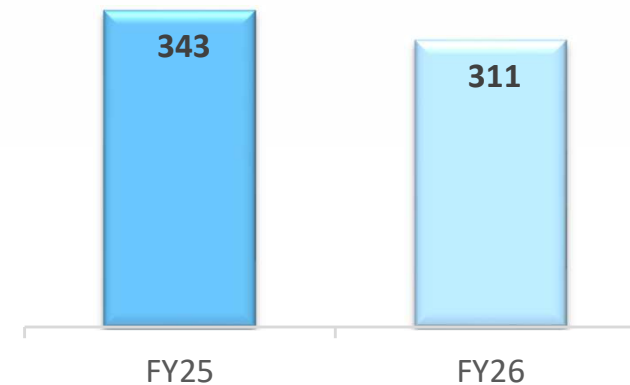
FY 26 (SS wire)

Revenue (₹ in Crore)



FY 26 (EPC*)

Revenue (₹ in Crore)



* EPC (Other than cable)

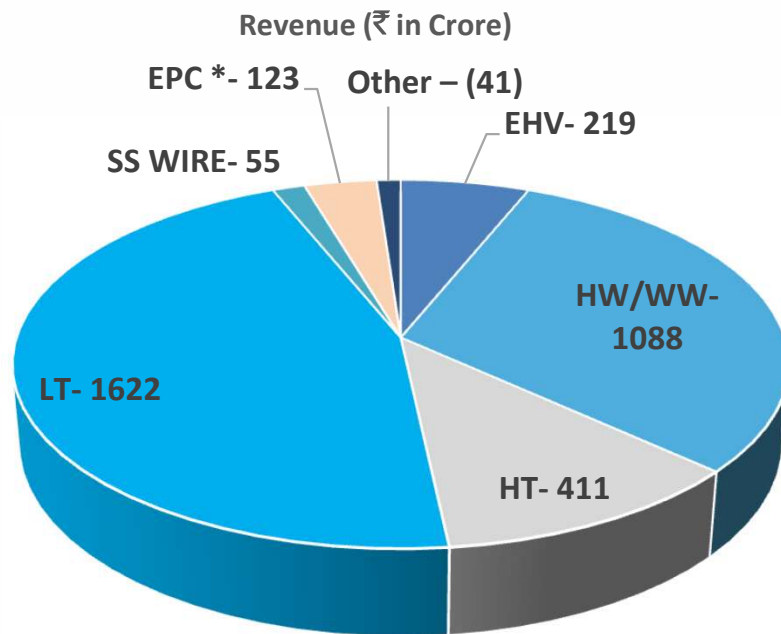
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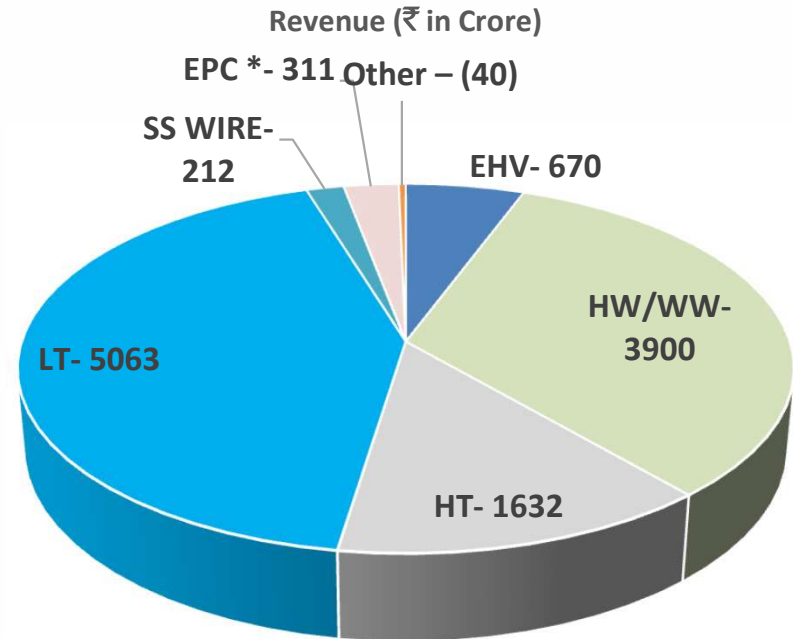
Breakup of Product and Revenue



Q4 FY 26



FY 26



* EPC (Other than cable)

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Other Information



PENDING ORDERS

Pending order is approx. ₹ 3,585 Crore.

FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q4 FY26 was ₹ 18.81 Crore as compared to last year same period of ₹ 13.89 Crore (Financial charges in terms of percentage has increased to 0.54% from 0.48% of Net sales).

In the FY 26, it was ₹ 64.10 Crore as compared to last year same period of ₹ 55.65 Crore. (Financial charges in terms of percentage has decreased to 0.55% from 0.57% of Net sales).

DEBT : Debt (including CF and acceptance) as on 31.03.2026:-

₹ in Crore

Particulars	31.03.24	31.03.25	31.03.26
Debt (TL+WC)	37	51	22
Channel Finance	97	127	164
Gross Debt	134	178	186
Cash & Bank Balances	700	1915	1513*
Net Debt	(566)	(1737)	(1327)
Acceptances	506	246	735
Total Debt / (Cash)	(60)	(1491)	(592)

*Including unutilized QIP Proceeds ₹ 467.03 Crore (including Interest Income ₹ 81.37 Crore (net of TDS) earned on maturity of FDR)

Balance Sheet (Standalone)



₹ in Crore

ASSETS	FY 26	FY 25	EQUITY AND LIABILITIES	FY 26	FY 25
Non-Current Assets			Equity		
Fixed Assets	2,688.71	1,378.56	Equity Share Capital	19.12	19.11
Other Non Current Assets	110.44	221.45	Other Equity	6,645.83	5,766.64
Total Non Current Assets	2,799.15	1,600.01	Total Equity	6,664.95	5,785.75
			Non-Current Liabilities		
			Borrowings	-	-
			Other Non Current Liabilities	213.33	100.84
			Total Non Current Liabilities	213.33	100.84
Current Assets			Current Liabilities		
Inventories	2,400.79	1,730.33	Short Term Borrowings	186.20	178.32
Trade Receivables	1,841.66	1,797.25	Trade Payables	1,334.58	779.15
Cash and Bank Balances	1,512.65	1,915.29	Others - Current Liabilities	556.92	390.54
Other Current Assets	401.73	191.72	Total Current Liabilities	2,077.70	1,348.01
Total Current Assets	6,156.83	5,634.59	Total Equity and Liabilities	8,955.98	7,234.60
Total Assets	8,955.98	7,234.60			

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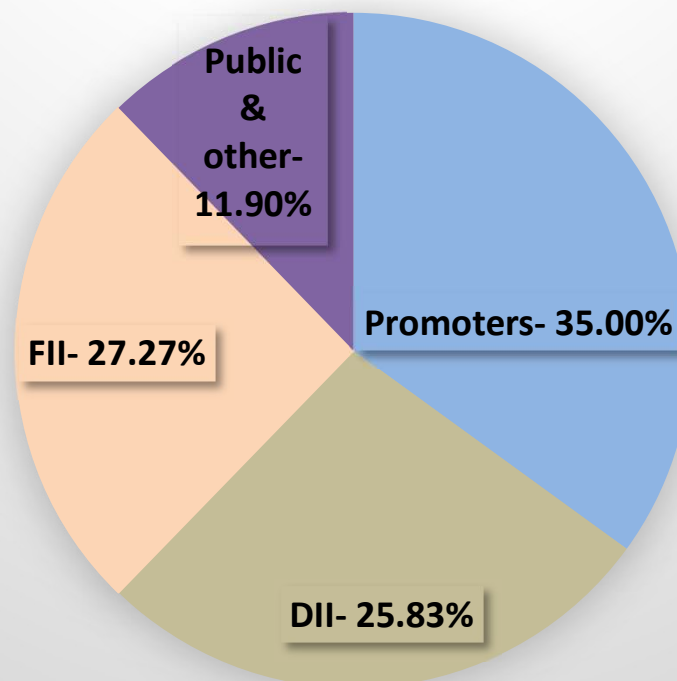
Consolidated Financial Highlights



- During Q4 FY 26 Net Sales was ₹ 3476.40 Crore, against same quarter in previous year of ₹ 2914.79 Crore.
- During Q4 FY 26 EBIDTA was ₹ 424.44 Crore against same quarter in the previous year of ₹ 338.38 Crore.
- Further, PAT during this Quarter was ₹ 284.31 Crore against same quarter in the previous year of ₹ 226.55 Crore. PAT/Net Sales was 8.18% during the quarter as against 7.77% during last year same period.
- During FY 26, Net Sales was ₹ 11747.77 Crore, against same period in previous year of ₹ 9735.88 Crore.
- During FY 26 EBIDTA was ₹ 1387.60 Crore against same period in the previous year of ₹ 1062.76 Crore.
- Further, PAT during FY 26 was ₹ 918.43 Crore against same period in the previous year of ₹ 696.41 Crore. PAT/Net Sales was 7.82% as against 7.15% during last year same period.



Shareholding Pattern as on 31.03.2026



Cautionary Statement: The statement in this earning presentation, except historical figures, describing the Company's projections, estimates, expectations are forward-looking statements within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates; changes in the Government regulations, tax, corporate and other laws and other related factors.



THANK YOU

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