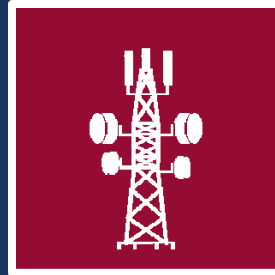
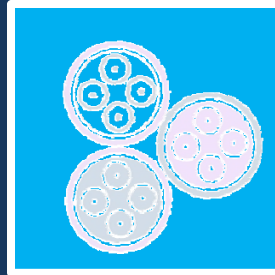


# KEC International Limited

Corporate Presentation



May 2012

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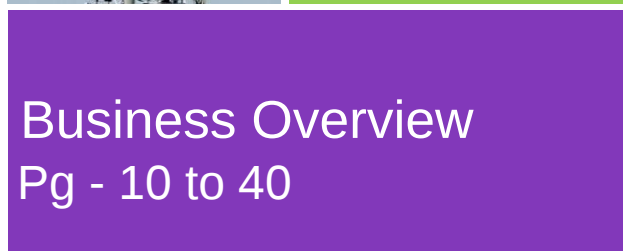
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# Contents



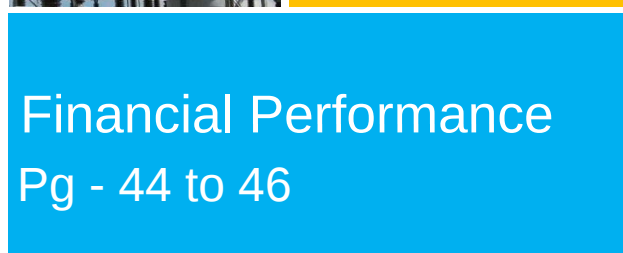
Company Profile  
Pg - 4 to 9



Business Overview  
Pg - 10 to 40



Management Team  
Pg - 41 to 43



Financial Performance  
Pg - 44 to 46



# Company Profile

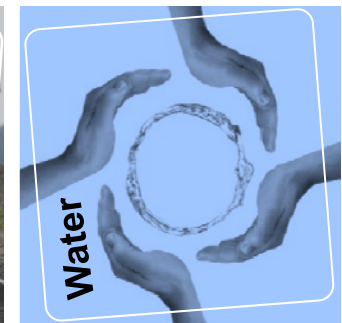
## 04 - 09

## KEC International - At a Glance

- A diversified global **Infrastructure EPC major**
- Flagship company of the **RPG Group**
- **Leadership in** Power Transmission EPC space.
- Over **6 decades** of experience.
- Project footprints in **46 countries** across the globe.
- Net Sales (FY12) – ₹ 5,815 cr. (\$ 1.1 bn)
- Current Order Book - ₹ 8,572 cr. (\$ 1.7 bn)
- Total Manpower Strength – Over 4800 employees

### Capabilities

Design, testing, manufacturing of towers & cables, project management, construction of turnkey projects in areas of Power Transmission, Power Distribution, Telecom, Railways, Water Infrastructure projects.



## Our value drivers

### Vision

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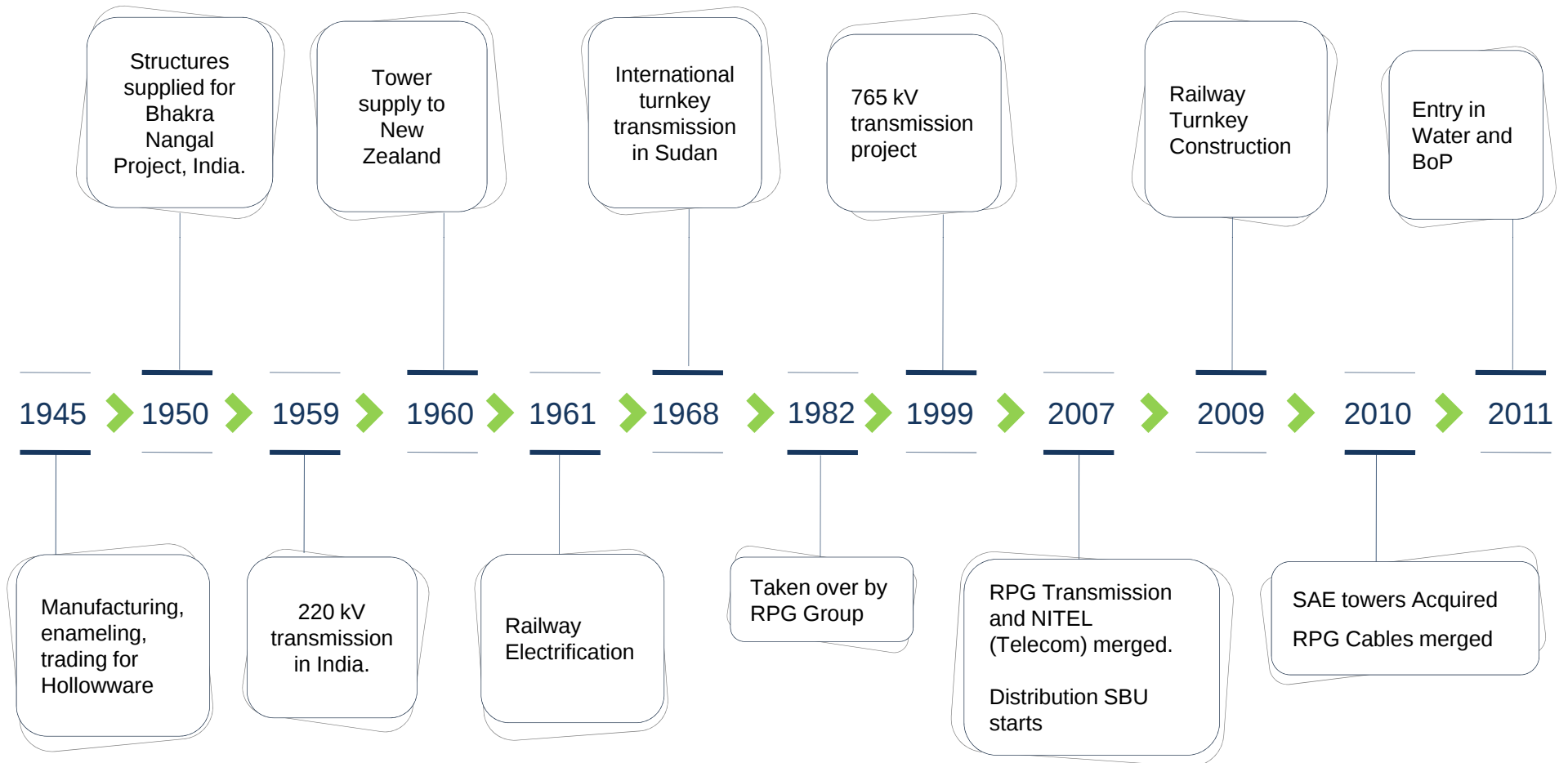
To be a global leader in Power Transmission and Distribution EPC business and a significant player in other infrastructure business, providing superior value to all stakeholders.

### Culture Pillars

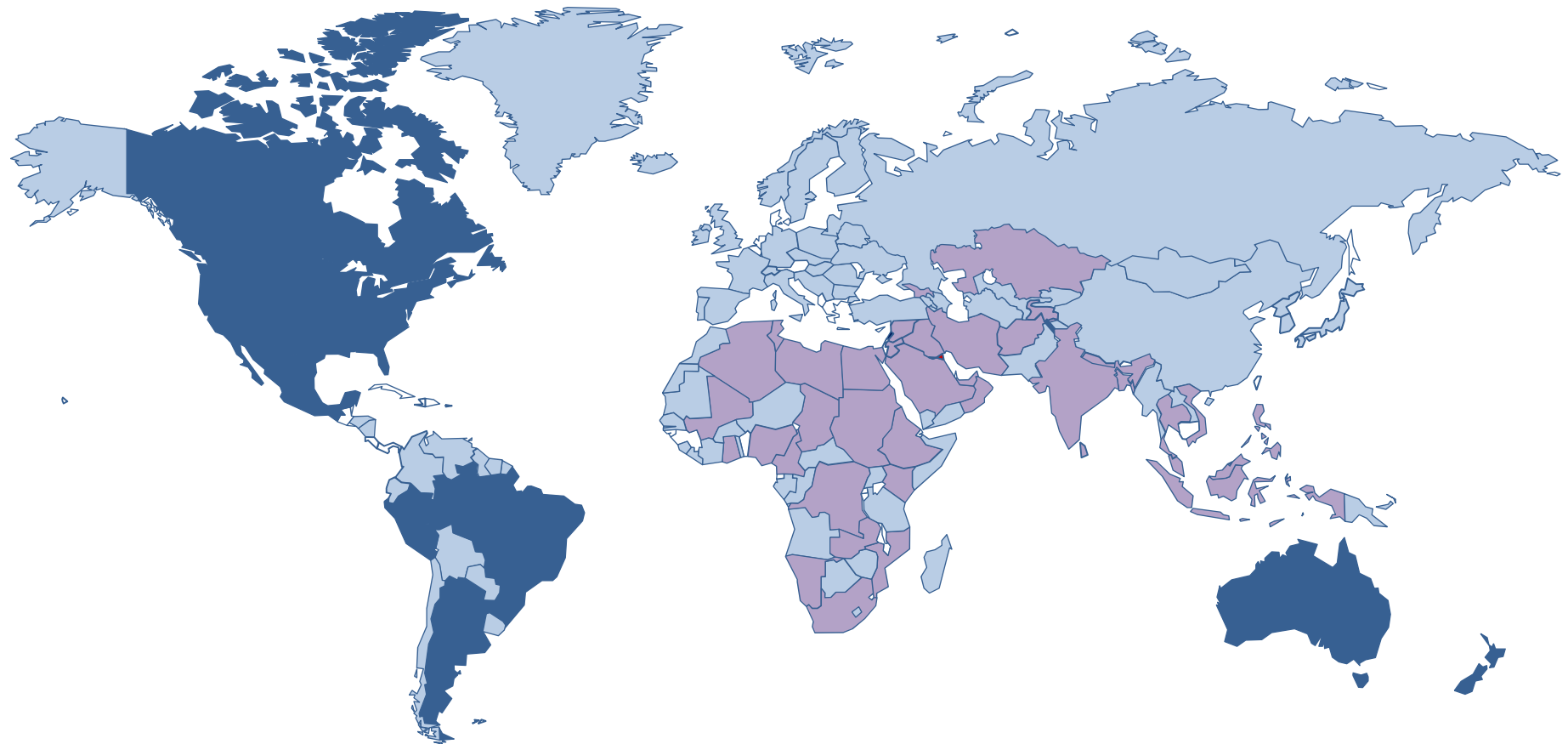
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- Delivery Focus
- Cost & Profitability Focus
- Ownership & Accountability
- Cross Functional Teamwork
- Empowering Performance
- Valuing People
- Providing Diverse Opportunities
- Forward Looking

## Historical Milestones



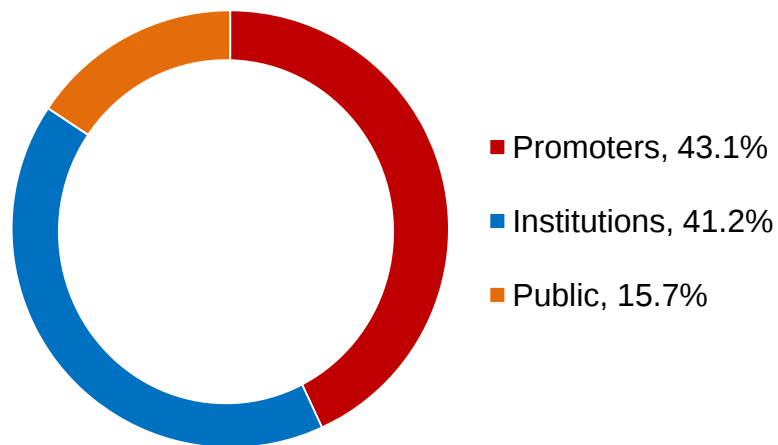
# Global Footprint



EPC Projects
  Tower Supply

## KEC - Equity Share Information

### Shareholding pattern as on Mar 31<sup>st</sup>, 2012



### Listing Information

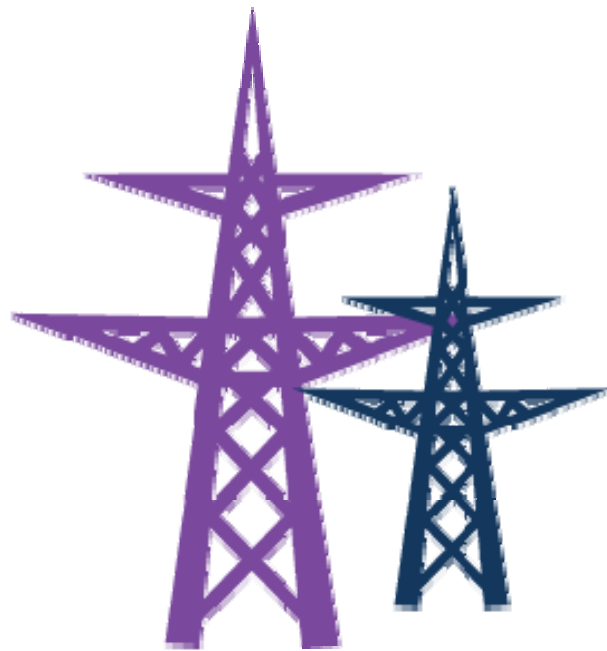
- Exchanges Listed on –
  - Bombay Stock Exchange (BSE), India
  - National Stock Exchange (NSE), India
- BSE Code – 532714
- NSE Code – KEC
- Bloomberg Code – KECI IN
- Reuters Code – KECL.BO

### Equity Share Information (April 30<sup>th</sup> 2012)

- Share Price - ₹ 57 per share
- Market Cap – ₹ 1,465 Cr. (\$ 288 mn)
- Price to Earning (P/E Ratio) – 7.0 times  
*[Based on trailing EPS (Apr 11 to Mar 12)]*
- Return of avg. Equity (2011-12) – 20.4%
- Net Worth (FY12 end) - ₹ 1,108 cr. (\$218 mn)
- Financial Year – April to March
- Face Value – ₹ 2 per share

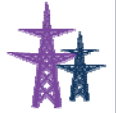
# Business Overview

## 10 - 40



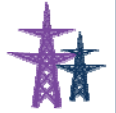
# Power Transmission

## Power Transmission



- Over 50 years of experience in turnkey construction of transmission lines.
- Strong presence in South Asia, Middle East & North Africa (MENA), Rest of Africa, Central Asia and Americas.
- Successfully executed turnkey transmission projects and supply of transmission towers in 46 countries.
- First company in the world to successfully test 1200 kV tower.
- First company in India to erect 765 kV line; Presently executing various projects in 765 kV segment in India and outside India.
- Strength in the design of very complex and large towers.
- Rich talent pool well versed in both conventional as well as advance methods of surveying, foundations, tower erections and stringing.
- Capability to successfully execute projects in difficult terrain and climatic conditions

## SAE Towers, United States - A wholly owned subsidiary



- SAE Towers headquartered in Houston, Texas is a 100% subsidiary of KEC since September 2010.
- Leading manufacturer of lattice transmission towers in the Americas.
- Annual production capacity – 100,000 MTs spread over 2 locations
  - Monterrey, Mexico (35,000 MTs) – Serving to North American market
  - Belo Horizonte, Brazil (65,000 MTs) – Serving to Latin American market
- Also Manufactures steel poles, sub-station structures and hardware.
- In-house design, engineering expertise
- Tower testing station at Brazil – America's largest.
- Enjoys highest markets share in Brazil, United States and Mexico.
- Manpower – Over 900 employees



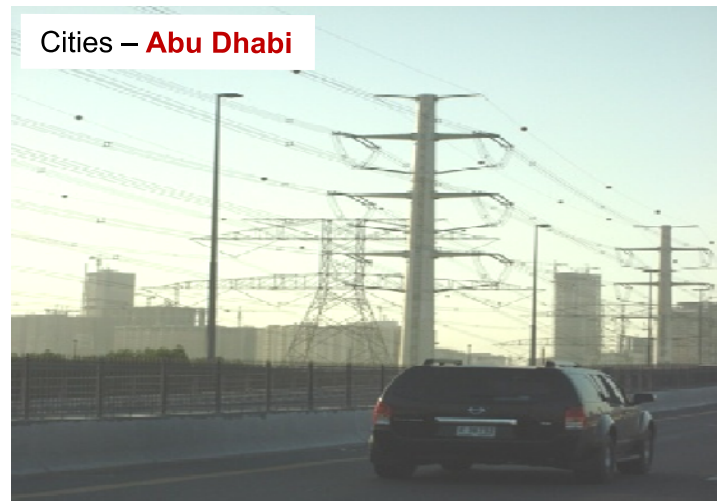
# Projects in Diverse Terrain / Climatic Conditions



Dust Storms - **Iraq**



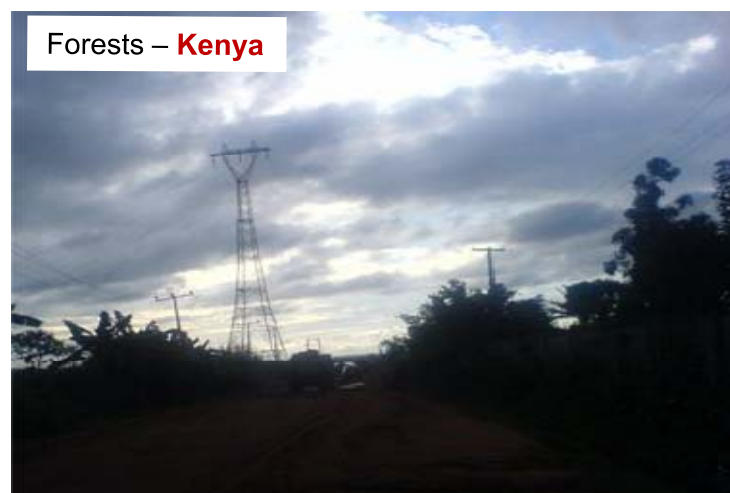
Cities – **Abu Dhabi**



Deserts – **Abu Dhabi, Libya**



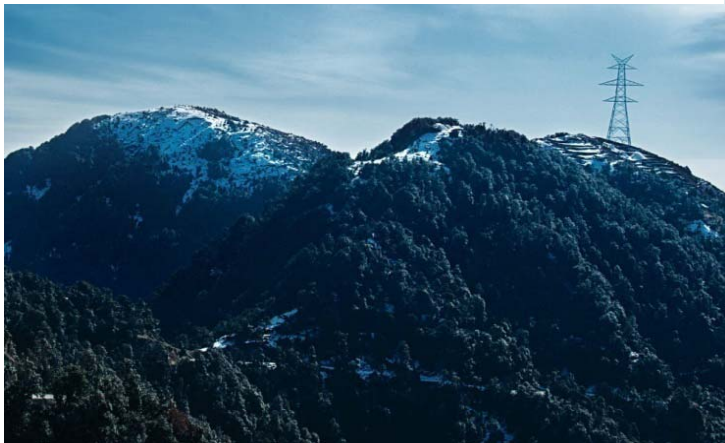
Forests – **Kenya**



## Projects in Diverse Terrain / Climatic Conditions



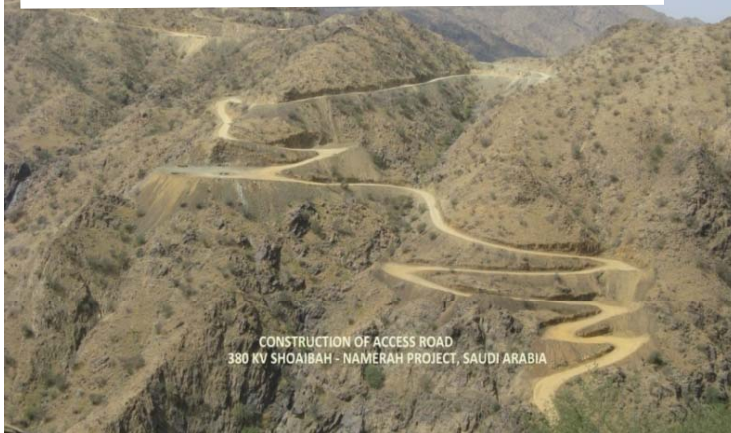
Mountains, Hills – **UAE, Saudi, India, Mozambique**



Seas / Rivers – **UAE, India, Egypt, Nigeria**



Access Road in Mountains – **UAE , Saudi**



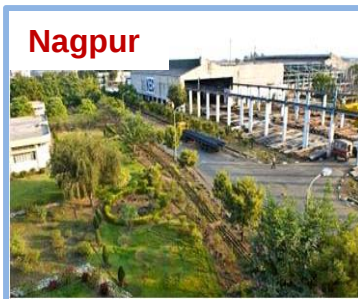
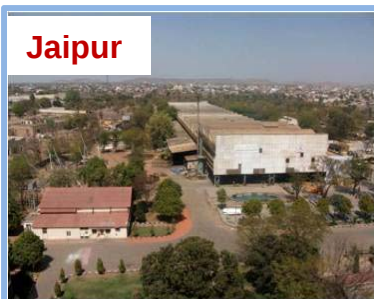
Snowfields – **India, Algeria, Kazakh**



# Tower Manufacturing



- Largest globally operated tower manufacturing capacity
- Multi- locational plants
  - India - Nagpur (Maharashtra), Jabalpur (Madhya Pradesh) and Jaipur (Rajasthan)
  - Americas - Monterrey (Mexico) , Belo Horizonte (Brazil).
- Manufacturing Capacity - 251,000 MTs (Owned)
- In addition to above, the Company also have Value Added Partners for tower manufacturing.
- Manufactures Transmission towers, Telecom towers, Substation structures, Steel poles and Hardwares.
- ISO 9001 | ISO 14001 | OHSAS 18001 certified to give world class quality.



## Design and Engineering Capabilities



### Design & Engineering

- In-house design centers with a strong team of over 100 design experts spread in India and Americas.
- Equipped with latest softwares like BOCAD, PLS Tower, PLS Pole, i-Tower, PLS CADD, AUTOCAD, MICROSTATION and Google Earth.
- Providing computerized engineering solutions, 3D analysis and design for optimizing steel usage.



### Training Institutes

- Established New state of the art, technical training institute with modern facilities in Nagpur (India).
- Objective is to create a large pool of supervisory talent and train them in the latest technology and techniques in transmission.
- For people within the company as well as outsiders.

## Tower Testing Capabilities



- The only company in the world to have 4 tower testing stations, three in India and one in Brazil.
  - India - Nagpur (Maharashtra), Jabalpur (Madhya Pradesh) and Jaipur (Rajasthan)
  - Brazil: Belo Horizonte
- The Nagpur test station is one of the few testing stations in the world which can test towers up to 1,200 KV.
- Belo Horizonte (Brazil) facility is the largest tower testing station in the Americas.
- Testing stations are strategically located near the manufacturing facilities.
- Capable of testing all types of towers – Lattice Tower, Guyed Towers, Tubular and Mono Poles



1200 kV Tower Testing Station at Nagpur

## Industry Outlook – T&D



- The T&D industry is expected to show strong demand globally driven by -
  - Increase in new power generation capacities
  - Increasing Private Sector Investments in the sector
  - Investments in interconnection grids/projects by various countries
  - Replacement of existing aged networks
  
- Region-wise T&D investment

| Geographical Region | Year 2008-2015 (\$ Bn) |              |              | Year 2008-2030 (\$ Bn) |              |              |
|---------------------|------------------------|--------------|--------------|------------------------|--------------|--------------|
|                     | Transmission           | Distribution | Total        | Transmission           | Distribution | Total        |
| North America       | 111                    | 240          | 351          | 354                    | 764          | 1,118        |
| Europe              | 71                     | 214          | 285          | 226                    | 684          | 910          |
| Pacific             | 55                     | 96           | 151          | 137                    | 238          | 375          |
| E. Europe/Eurasia   | 31                     | 104          | 135          | 93                     | 311          | 404          |
| Asia                | 323                    | 666          | 989          | 949                    | 1,958        | 2,907        |
| Middle East         | 25                     | 52           | 77           | 86                     | 178          | 264          |
| Africa              | 21                     | 42           | 63           | 68                     | 140          | 208          |
| Latin America       | 29                     | 61           | 90           | 92                     | 191          | 283          |
| <b>Total</b>        | <b>666</b>             | <b>1,475</b> | <b>2,141</b> | <b>2,005</b>           | <b>4,464</b> | <b>6,469</b> |

Source: IEA's World Energy Outlook 2009 (\$ rate of 2008)

## Industry Outlook – T&D (Contd..)



### South Asia (India)

- 12<sup>th</sup> Five year Plan (12<sup>th</sup> plan) (2012-17) v/s 11<sup>th</sup> Five year plan (11<sup>th</sup> plan) (2007-12)
  - Power generation capacity addition – 12<sup>th</sup> plan targets ~76 GW against actual of ~51 GW in 11<sup>th</sup> plan\*
  - Transmission line addition – 12<sup>th</sup> plan targets ~109,440 circuit kms against actual of ~76,955 circuit in 11<sup>th</sup> plan\*
- Power Grid Corporation of India Ltd. (PGCIL) has planned capex of ₹ 100,000 cr. (\$ ~20 bn) for transmission systems during 12<sup>th</sup> plan
- Investments are also being lined up by the State Electricity Boards to expand intra-state transmission networks.
- Private sector participation in the transmission sector has been low so far. However, it is expected to increase significantly in 12<sup>th</sup> plan. More number of projects coming through competitive bidding process (BOO/BOOT).

### Transmission lines additions (Unit – circuit KMs)

| Type         | Actual<br>(11 <sup>th</sup> Plan) | Planned *<br>(12 <sup>th</sup> plan) |
|--------------|-----------------------------------|--------------------------------------|
| HVDC Lines   | 3,560                             | 9,440                                |
| 765 KV       | 5,353                             | 27,000                               |
| 400 KV       | 42,376                            | 38,000                               |
| 220 KV       | 25,666                            | 35,000                               |
| <b>Total</b> | <b>76,955</b>                     | <b>109,440</b>                       |

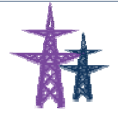
Source: Central Electricity Authority (CEA), India

### PGCIL Capex Plan during 12<sup>th</sup> plan

| Projects/ Schemes                 | Capex<br>(₹ Cr.) |
|-----------------------------------|------------------|
| Central Sector Generation         | 20,000           |
| Ultra Mega Power Projects (UMPP)  | 14,000           |
| Independent Power Producers (IPP) | 55,000           |
| Grid Strengthening                | 11,000           |
| <b>Total</b>                      | <b>100,000</b>   |

Source: PGCIL, India

## Industry Outlook – T&D (Contd..)



### South Asia (SAARC countries)

- India's cross border electricity transmission interconnection with Bangladesh, Nepal, Bhutan and Sri-Lanka is being expanded.
- PGCIL, India has also initiated steps to establish transmission links with Nepal and Bhutan.
- Asian Development Bank are funding the transmission line links.

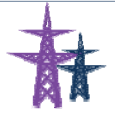
### Middle East

- Major demand driver - Upcoming large power generating plants including nuclear plants, development of inter-country/regional interconnection lines.
- IEA estimates total investment in the region at ~ \$ 86 bn in transmission and approx. ~\$ 178 bn in distribution segment between 2008-2030.
- Many of the Middle East countries have embarked on unbundling their operations separately into generation, transmission and distribution, so that each one can focus on their core business
- Within Middle East, Saudi Arabia has the highest power demand. After Saudi Arabia, UAE is the second largest market in terms of electricity demand.

### North Africa

- Moving ahead of the recent political unrest, countries in this region are again on the growth trajectory.
- Egypt has announced fresh investments.

## Industry Outlook – T&D (Contd..)



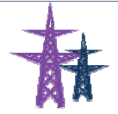
### Rest of Africa (East, West and South)

- One of the lowest per capita electricity consumption in the world (511 kwh v/s World average of 2826 kwh) \*
- Large proportion of population (~68%) without access to electricity \*
- The power sector in Africa is very small in comparison to its geographical size and population, thus providing scope for growth.
- IEA estimates total investment in the Africa at ~\$ 68 bn in Transmission and ~\$ 140 Bn in Distribution between 2008-2030.
- Various interconnections are being planned to improve power evacuation infrastructure and create an efficient energy exchange amongst the countries.

### Central Asia

- Continues to be a high potential market.
- Several initiatives, supported and funded by multilateral institutions, are being undertaken to expand and upgrade power infrastructure.
- Kazakhstan, Ukraine and Georgia are the major markets in this region

## Industry Outlook – T&D (Contd..)



### United States

- The US transmission grid is aging due to underinvestment in transmission infrastructure.
- The American Reinvestment and Recovery Act (ARRA) of 2009 is facilitating a ~\$ 11 bn investment in T&D

### Canada

- New Power generation sources in Alberta, Manitoba and Newfoundland-Labrador have resulted in increased demand for new transmission lines.
- A large part of the network needs to be refurbished in order to meet the growing power demand.
- IEA estimates a ~ \$ 33 bn investment requirement in transmission sector between 2007-2030.

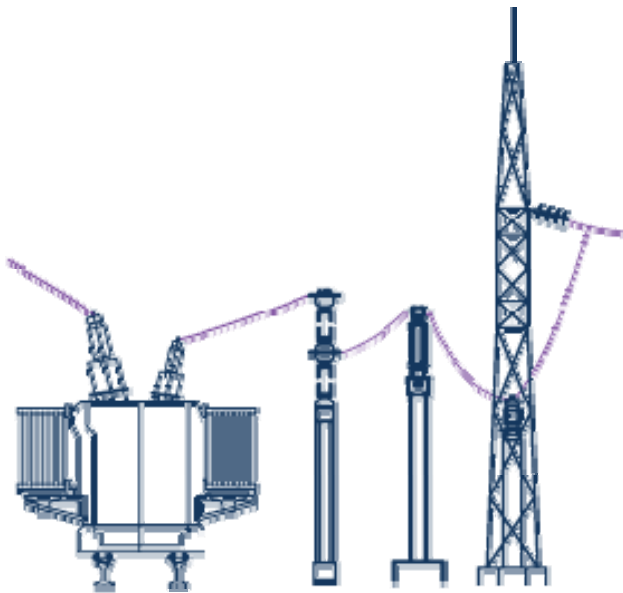
### Mexico

- Comision Federal de Electricidad ('CFE') 2009-2018 investment plan requires ~\$ 9.3 bn investment in transmission.

### Brazil

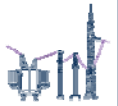
- Brazil is an emerging economy and the largest market in Latin America.
- Over the next 10 years, the Brazilian government plans to increase power generation capacity by 61 GW and transmission lines capacity by 42,553 kms. \*
- The vast majority of new generation plants are coming in remote northern regions of Brazil but the requirement of power is in southern regions of the country, is necessitating investment in long distance transmission
- The 2014 FIFA World Cup & 2016 Olympics are also necessitates investment in transmission lines.

\* Source - Empresa de Pesquisa Energética, Brazil

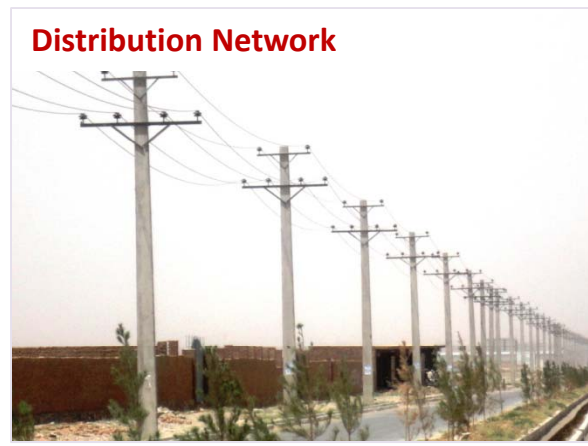


# Power Systems

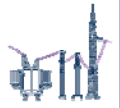
## Power Systems – Key Highlights



- The Company's progression from Transmission to Power Systems gives it an advantage to provide end-to-end solutions from power evacuation to distribution to consumers.
- This is the second largest business vertical of the Company.
- The Company undertakes EPC projects of
  - Substations,
  - Rural Electrification and Distribution network,
  - Electrical-Balance of Plant (E-BoP),
  - Industrial Electrification and
  - Cabling



## Power Systems – Key Highlights (Contd..)



### Substation Projects

- Offers complete turnkey solution from concept to commissioning on turnkey basis for Air Insulated Substations, Gas Insulated Substations and Hybrid Substations.
- Presently, the Company is executing substation projects up to 1150kV at Kazakhstan and up to 400kV in India.

### Distribution Network

- The Company also has forayed into Distribution Augmentation and Automation works during year 2011-12.
- Presently executing project at Indore, Madhya Pradesh (India)

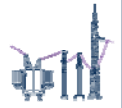
### Rural Electrification

- Successfully executed Rural Electrification projects in different parts of the world..
- Electrified over 11,000 villages
- Connected more than ~ 500,000 BPL families (Below Poverty Line) in India.

### E-BoP, Industrial Electrification and Cabling Projects

- The Company has geared up to provide complete turnkey solution for E-BoP, Industrial Electrification and Cabling projects.
- Presently executing its first E-BoP project and Industrial electrification project.

## Power Systems - Industry Outlook



- Substation Capacity Addition – 12<sup>th</sup> plan target 270,000 MVA against actual addition of 134,026 MVA in the 11<sup>th</sup> plan\*
- In Rural Electrification space, the Central Government through its scheme Rajiv Gandhi Grameen Vidyutikaran Yojna (RGGVY) has taken several initiatives to ensure electricity access to all the villages and households.
- Implementation of RGGVY has so far electrified almost 93.5% of the villages \*\*.
- Restructured-Accelerated Power Development and Reforms Programme (R-APDRP) to strengthen the urban distribution network. The scheme also focuses on T&D loss reduction.

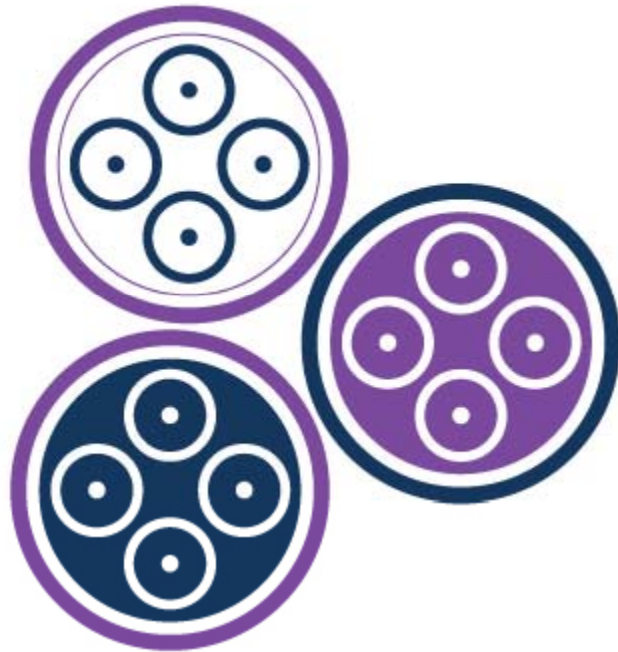
### Substation Capacity Addition (Unit - MVA)

| Type         | Actual<br>(11 <sup>th</sup> Plan) | Planned *<br>(12 <sup>th</sup> plan) |
|--------------|-----------------------------------|--------------------------------------|
| 765 KV       | 13,500                            | 149,000                              |
| 400 KV       | 55,740                            | 45,000                               |
| 220 KV       | 64,786                            | 76,000                               |
| <b>Total</b> | <b>134,026</b>                    | <b>270,000</b>                       |

Source: Central Electricity Authority (CEA), India

\*As per Working Group of Power, Government of India (GoI) recommendation

\*\* CEA



# Cables

## Cables – Key Highlights



- Fully integrated state-of-the-art manufacturing facilities in different parts of India.
- Pioneered production of XLPE cables in India.
- Manufactures ranges of power cables and telecom cables.
- Manufacturing locations – Mysore (Karnataka), Thane (Maharashtra) and Silvassa (Union Territory).
- Accredited with ISO 9001, ISO 14001 and ISO 18001 certifications.
- Testing facilities for the entire range of power cables and telecom cables as per various national and international specifications.
- Green-field facility is being commissioned at Vadodara (Gujarat, India).

## Manufacturing Facilities - Cables



### High tension power cables

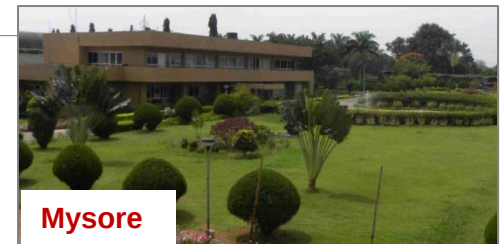
- Installed capacity (Power Cables) : 1,200 KMs/annum
- Leading manufacturer and pioneer in introducing XLPE cables in India.



### Power cables & Telecom cables

Installed capacity

- Power cables: 10,000 KMs/annum
- Jelly Filled cables & Optic fibre cables: 965,000 KMs/annum



### Low tension power cables

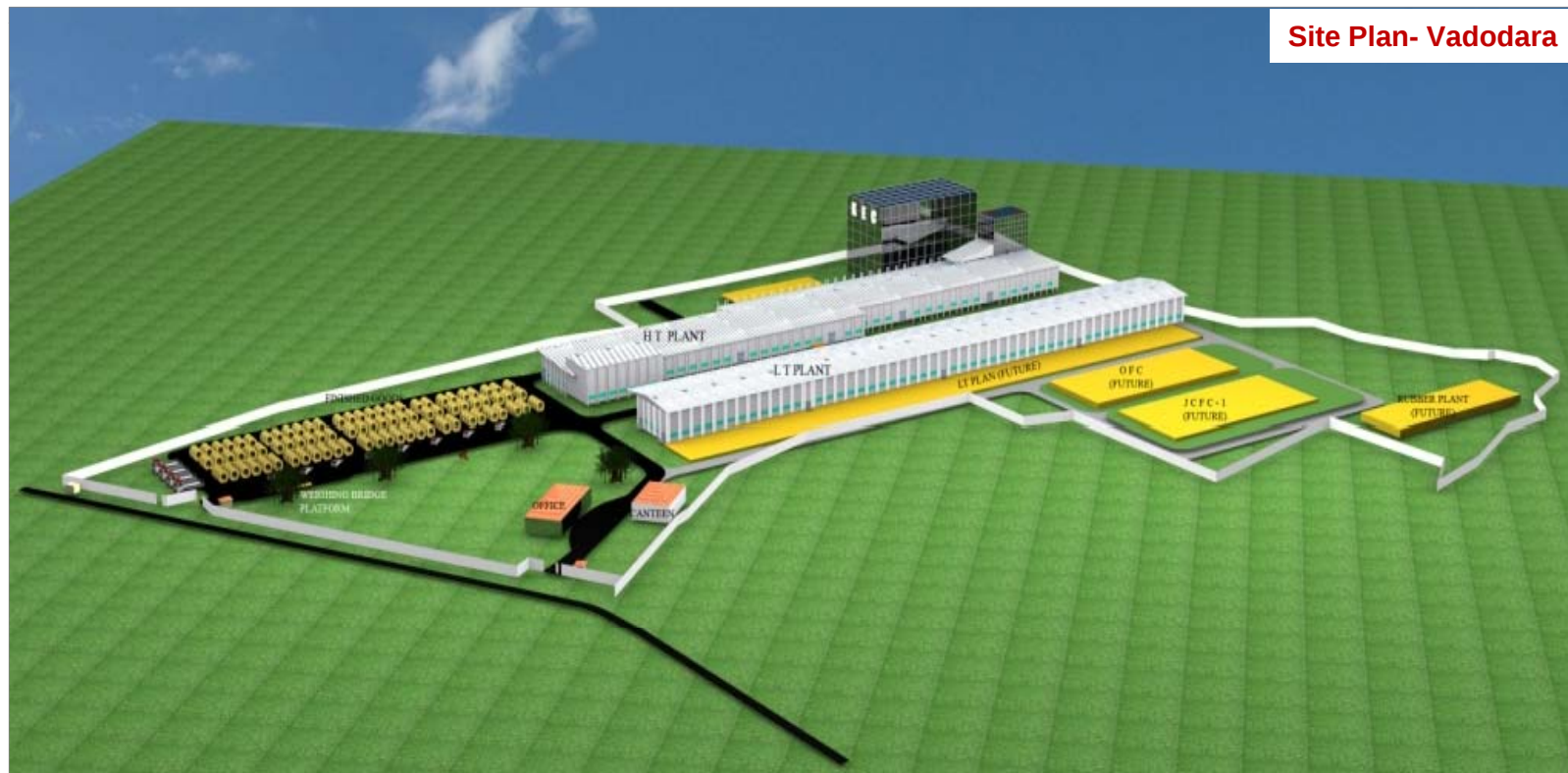
- Installed capacity (Power cables): 14,580 KMs/annum
- Enjoys low power tariff and sales tax benefits



## Manufacturing Facilities - Cables



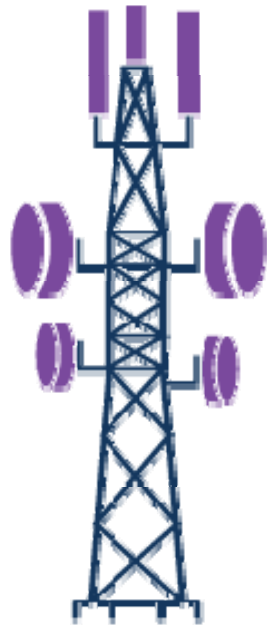
- Setting up a State of the art, Greenfield facility at Samlaya, Vadodara (Gujarat-India)
- Expected Commissioning – June 2012
- Capable of manufacturing Power cables up to 220 kV and 400 kV
- Capacity - 4,000 kilometers per annum.



## Cables – Industry Outlook

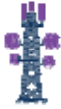


- The Current size of cables market in India is estimated to be ~ ₹ 18,000 cr. (\$ 3.5 bn) per annum.
- The Company expects this industry to have annual growth rate of 15% in coming years.
- The demand for power cables is mainly driven by the power sector, real estate and industries such as steel, oil & gas, chemicals etc.
- The Government of India's aggressive growth plans in the power sector, especially in the distribution segment, during the XII plan, provides significant growth opportunities in power cables.
- Extra High Voltage (EHV) cables will be the fastest growing product segment, as the urban regions of India are increasingly moving away from over-head lines to under-ground cabling.
- The demand for Optical Fibre Cables is driven by growth in the telecom sector.



# Telecom

## Telecom



### Key Highlights

- Amongst leading EPC players to provide telecom towers on turnkey basis to operators, tower management companies and utilities.
- Experience in laying OFC and OPGW cables on turnkey basis and live line conditions.
- Installation and commissioning of GSM/ CDMA equipment.
- Extensive expertise in Microwave and BTS installations and commissioning.

### Industry Outlook

- **OPGW Network** - In India, the PGCIL plans to invest ₹ 4000 cr. (\$ 756 mn) under National Optic Fibre Network (NOFN) for establishing OFC networks on high voltage overhead lines.
- **Telecom Towers** - Domestic tower market continues to be dull as operators are not expanding networks despite subscriber growth and poor quality of network. This is expected to change as demand for improved quality increases.





# Railways

## Railways – Key Highlights



- Complete turnkey solutions provider in the Railways Infrastructure EPC space.
  - Civil infrastructure including bridges, tunnels, platform, workshop modernization, building of station and facilities
  - Earthwork, new track laying and rehabilitation of existing tracks.
  - Railway electrification and power systems.
  - Signaling and telecommunication network.
- Electrified more than 6,000 track kms, which is a significant portion of (nearly 15%) of Indian Railways.



## Railways – Industry Outlook



### Conventional Railways

- The Annual Railway Budget of Government of India has proposed the highest ever plan outlay at ₹ 60,100 cr. (\$ 11.8 bn) for 2012-13 on Indian Railways. The Company's addressable market is ~10-12% of the planned investment.

### Dedicated Freight Corridors

- The Government of India has planned to construct two Dedicated Freight Corridors (DFC) – 1) Western DFC (1534 kms) and 2) Eastern DFC (1839 kms). The scheduled completion of these projects is by 2016-17 end.
- Total Investment is estimated at over ~ ₹ 40,000 cr. (~\$ 7.9 bn)

### Mass Rapid Transit System

- Increasing urbanization and strain on the existing transport infrastructure is necessitating investment in modern Mass Rapid Transit System (metro and mono rails).
- The Ministry of Urban Development is planning metro systems for cities with a population of over two million.
- Metro projects involving a total investment of ~ ₹ 60,000 cr. (\$ 11.8 bn) with a total route length of over 272 kms. are currently in the advanced planning stages and their implementation is likely to begin in next two-three years.
- These include metro projects in Ahmedabad, Navi Mumbai, Kochi, Bangalore (Phase II) and Delhi (Phase III).



Water

## Water – Key Highlights



- **Entered in the Water Business in early 2011. This business is divided in 2 sub-verticals**
  - Water Resource Management (WRM) and
  - Water and Waste Water Treatment (WWT)
  
- **Water Resource Management (WRM)**
  - Undertakes projects pertaining to construction of canals, dams, tunnels, embankments and lift irrigation schemes.
  
- **Water and Waste Water Treatment (WWT)**
  - Undertakes water management projects which comprise intake system, transmission, storage, treatment and distribution of water supply schemes and integrated waste water management projects comprising collection, treatment and disposal of waste water.

## Water – Industry Outlook



- Water is a relatively scarce resource in India. India has 16% of the world's population; but only has 4% of world's total available fresh water. \*
- While the availability of fresh water is almost fixed, the demand for water is expected to expand from 710 Billion Cubic Meter (BCM) in 2010 to 843 BCM in 2025. \*\* This necessitates Government to make large investment for harnessing the available water resources in a sustainable manner.
- Out of total sewage generated, only 37% sewage is treated before disposal which is increasingly causing pollution, this indicates that the country requires sizable investments to enhance the treatment capacity.
- The Government has initiated several schemes in the form of central and state government grants for the sector. This include –
  - Rajiv Gandhi National Drinking Water Mission (RGNDWM),
  - Jawaharlal Nehru National Urban Renewal Mission (JNNURM) and
  - Urban Infrastructure Development for Small and Medium Towns (UIDSSMT)
- The Government also permits 100% Foreign Direct Investment (FDI) in all water system projects, further opening the growth opportunity in the sector.

\* As per Confederation of Indian Industry (CII), Water Quality Assessment Authority, Govt ;

\*\* As per National Commission for Central Water Resources, India

# Management Team

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## Highly Experienced Team



**Ramesh Chandak**  
MD & CEO

- Meritorious Chartered Accountant with an Advanced Management Programme from Harvard Business School.
- 40 years of varied experience across textile, edible oils & Engg. Industries & also geographies.
- President of IEEMA (Indian Electricals and Electronics Manufacturers Association ) along with being an esteemed member of other Associations.



**Vimal Kejriwal**  
President –Transmission  
Business

- Meritorious Chartered Accountant, Company Secretary with an Advanced Executive Programme from Kellogg University.
- Over 31 years of experience across pharmaceuticals, fertilizer, banking and oil & gas sectors.



**George Varghese**  
President- Distribution  
Business

- Science graduate & MBA from IMDR, Pune.
- More than 27 years of experience in Engg, Print, Media & Telecom sector.



**Vardhan Dharkar**  
CFO

- Chartered Accountant with experience of over 24 years in areas of Finance, Accounts and Tax & Legal matters.
- Previous experience in Pharmaceutical sector.



**Yugesh Goutam**  
SVP - HR

- Post graduate in Human Resources with Global Advanced Management Programme from ISB-Kellogg & Michigan University Executive Programme..
- 23 years of experience in HR across Pharmaceutical, Infrastructure & other sectors.

## Highly Experienced Team



**Luigi Ruggieri**  
CEO, SAE Towers

- Engineer with over 36 years of experience in Power industry, headed the Power Line Components business globally for ABB.



**Randeep Narang**  
ED - South Asia

- Commerce graduate and an MBA from NMIMS, Mumbai. Over 26 years of experience in tyres and telecommunications across India's leading corporate houses.



**Nikhil Gupta**  
ED - Cables

- Meritorious Chartered Accountant and graduate in Economics.
- Has nearly three decades of experience in Consultancy & Manufacturing sector.



**Madhav Digaskar**  
CE Power Systems

- Electrical Engineer with more than 31 years of experience was previously associated with Shapoorji Pallonji, ABB Ltd. and Jyoti Ltd.



**Sanjay Chandra**  
CE Railways

- Electrical Engineer with 30 years of experience across sectors - Railway, Electrical, Signaling and EPC construction projects.



**Dilip Shukla**  
CE Water

- Mechanical Engineer with 31 years of experience in water management, infrastructure and engineering.



**A.K Sharma**  
CE Telecom

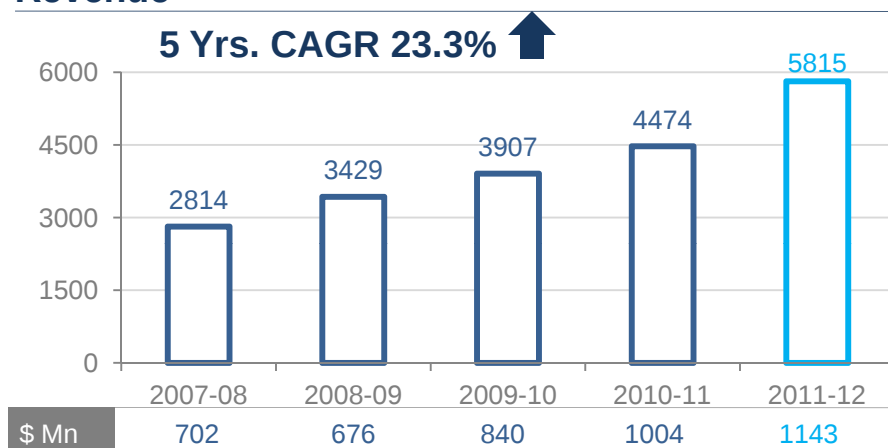
- Post graduate in Operation Research with 32 years of experience in Telecom and IT Industry.

# Financial Performance

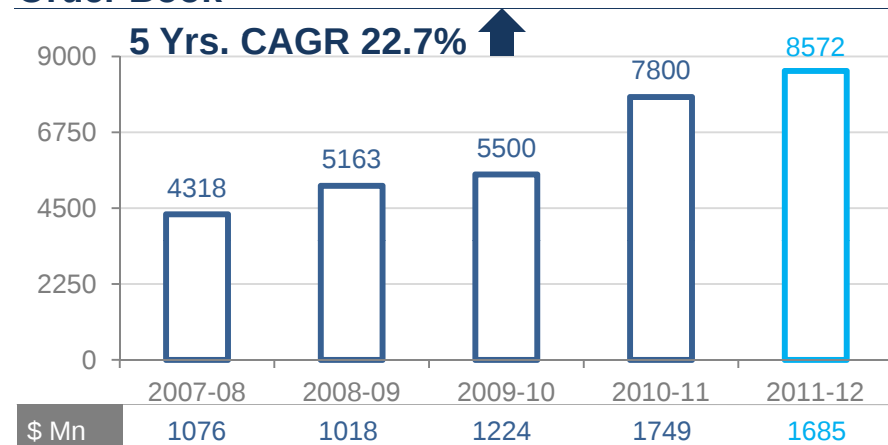
44- 46

## Financial Performance - Historical

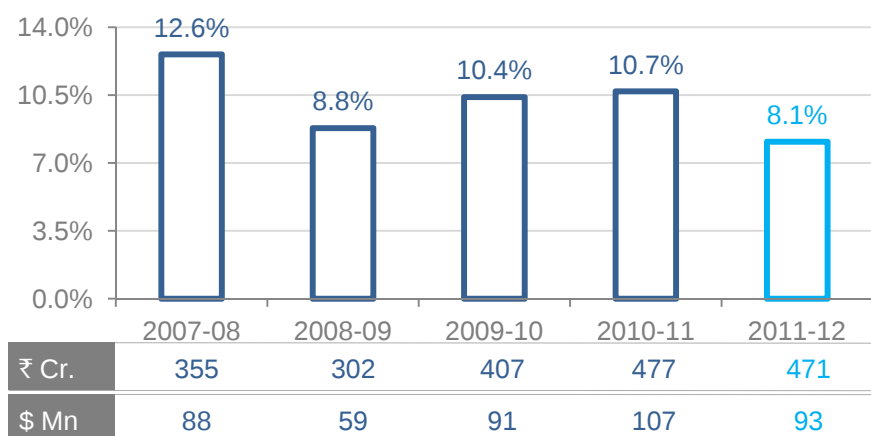
### Revenue



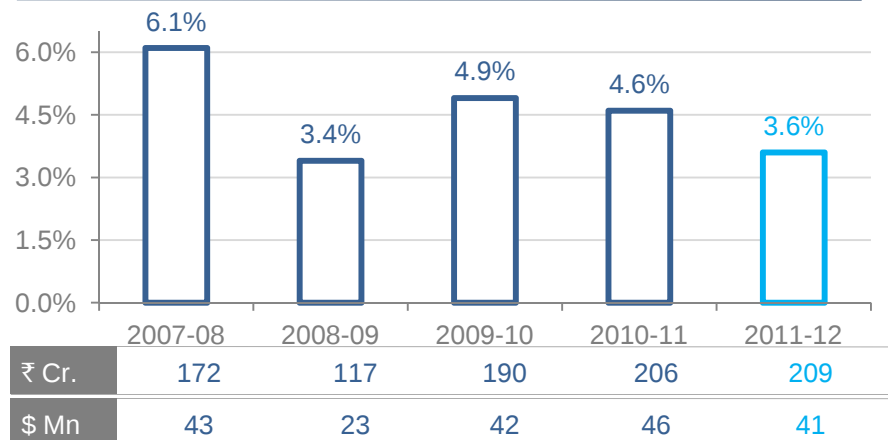
### Order Book



### EBITDA Margins



### PAT Margins

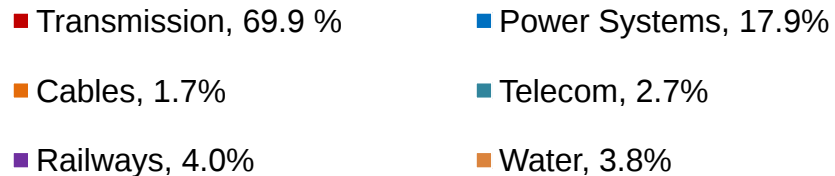


Exchange Rate (₹ per USD) is closing rate as at respective financial year end

# Order Book

**Robust and Diversified Order Book – ₹ 8,572 cr. (\$ 1.7 bn)**

**Order Book Breakup -  
Business Wise**



**Order Book Breakup -  
Geography Wise**



## Summary

- Strong industry fundamentals
- Diversified Geographical presence
- Leadership in Power Transmission EPC
- Growing presence in Power Systems, Cables, Railways and Water
- Robust Order Book
- Financial performance – Consistent Growth
- Growing through good mix of organic and in-organic opportunities
- Experienced Management team

**KEC is transforming into an EPC conglomerate**



# THANK YOU

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