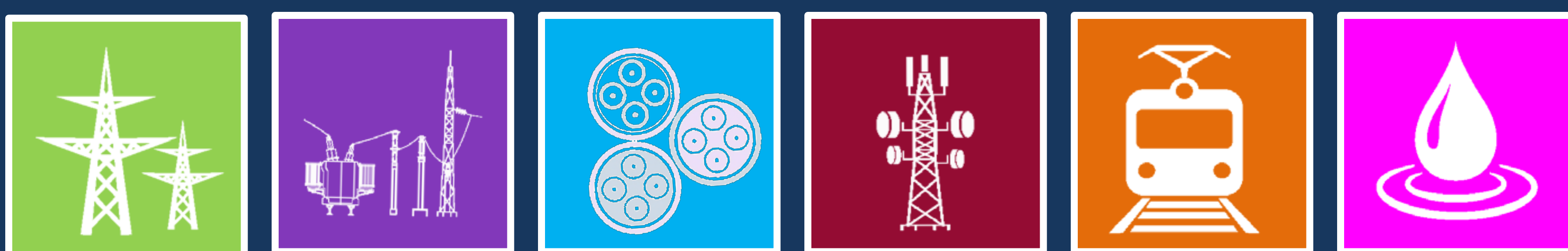
# KEC International Limited

**Results – FY13 (Full Year) and Q4 FY13 (Quarter)**

**Investor/Analyst Presentation**



May 8th, 2013

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# Performance Highlights

**FY13 v/s FY12**

| 20.0% ↑ | 10.5% ↑ | 6 Days ↓ |
|---|---|---|
| **Net Sales** | **Order Book** | **Receivables** |
| ₹ 6,979 cr. | ₹ 9,470 cr. | 179 days |

| 19.1% ↓ | 20.0% ↑ | 15 Days ↓ |
|---|---|---|
| **EBITDA** | **Order Intake (YTD)** | **Gross Working Capital** |
| ₹ 381 cr. | ₹ 7,484 cr. | 255 days |

# Profit & Loss Highlights (Consolidated)

(₹ Cr.)

| Particulars | Q4 FY13 | Q4 FY12 | Growth (Y-o-Y) | | FY13 | FY12 | Growth (Y-o-Y) |
|---|---|---|---|---|---|---|---|
| Net Sales | 2,150 | 2,069 | 3.9% | | 6,979 | 5,815 | 20.0% |
| | | | | | | | |
| EBITDA | 89 | 170 | -47.6% | | 381 | 471 | -19.1% |
| EBITDA Margins (%) | 4.1% | 8.2% | | | 5.5% | 8.1% | |
| | | | | | | | |
| Finance Costs | 57 | 41 | 38.9% | | 194 | 160 | 21.7% |
| Finance Cost (% of net sales) | 2.7% | 2.0% | | | 2.8% | 2.7% | |
| | | | | | | | |
| PBT | 21 | 117 | -81.9% | | 147 | 324 | -54.7% |
| PBT (Excl. land sale gain) | 21 | 117 | -81.9% | | 147 | 271 | -45.8% |
| PBT Margins (% of net sales) | 1.0% | 5.7% | | | 2.1% | 4.7% | |
| | | | | | | | |
| Taxes | 35 | 43 | -17.6% | | 82 | 115 | -28.9% |
| Tax Rate (% of PBT) | 165.6% | 36.4% | | | 55.7% | 35.5% | |
| | | | | | | | |
| PAT | -14 | 74 | -118.9% | | 65 | 209 | -68.9% |
| PAT (Excl. land sale gain) | -14 | 74 | -118.9% | | 65 | 166 | -60.8% |
| PAT Margins (% of net sales) | -0.7% | 3.6% | | | 0.9% | 2.9% | |

# Balance Sheet (Consolidated)

(₹ Cr.)

| Particulars | Period | | | Change | |
|---|---|---|---|---|---|
| | FY13 | FY12 | Q3 FY13 | Q-o-Q | Y-o-Y |
| Net Worth | 1,147 | 1,108 | 1,166 | -19 | 39 |
| Gross Debt | 1,669 | 1,239 | 2,021 | -352 | 430 |
| Deferred Tax Liability (Net) | 62 | 51 | 53 | 9 | 11 |
| **Total** | **2,878** | **2,398** | **3,240** | **-362** | **480** |
| | | | | | |
| Net Fixed Assets (Including Goodwill) | 1,354 | 1,243 | 1,342 | 12 | 111 |
| Receivables | 3,430 | 2,945 | 3,297 | 133 | 486 |
| Other assets (Current / Non Current) | 1,450 | 1,363 | 1,593 | -142 | 87 |
| Gross Working Capital | 4,881 | 4,308 | 4,890 | -9 | 573 |
| (-) Liabilities & Provisions (Current / Non Current) | 3,356 | 3,153 | 2,992 | 365 | 204 |
| Net Working Capital | 1,524 | 1,155 | 1,899 | -374 | 369 |
| **Total** | **2,878** | **2,398** | **3,240** | **-362** | **480** |

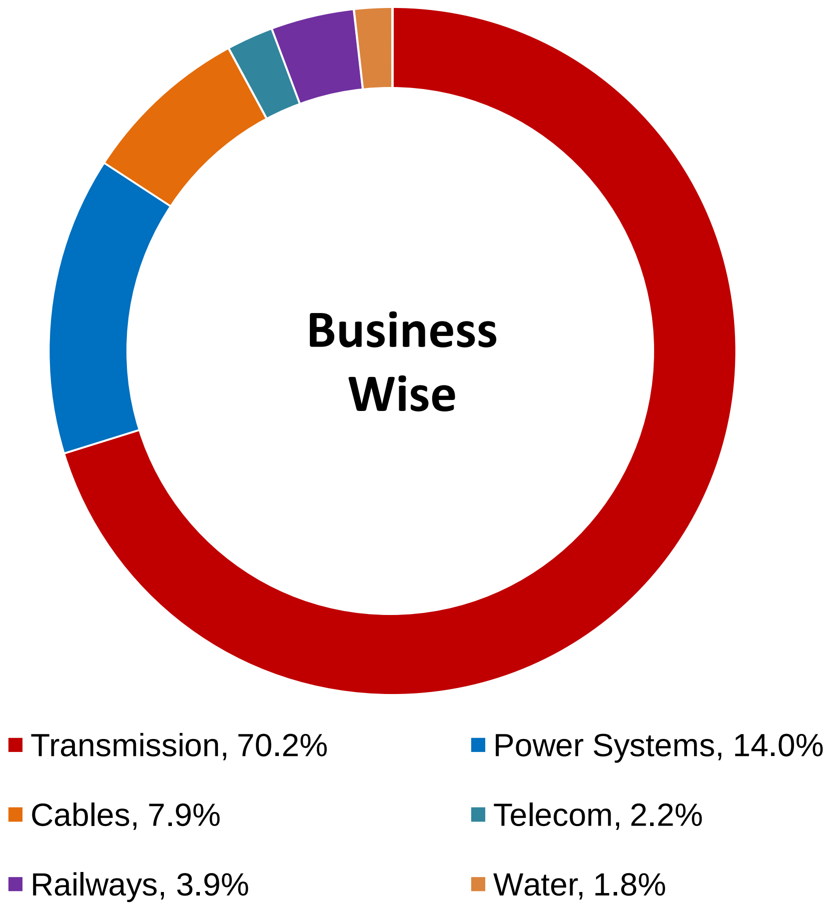
# Net Sales – Business wise Breakup

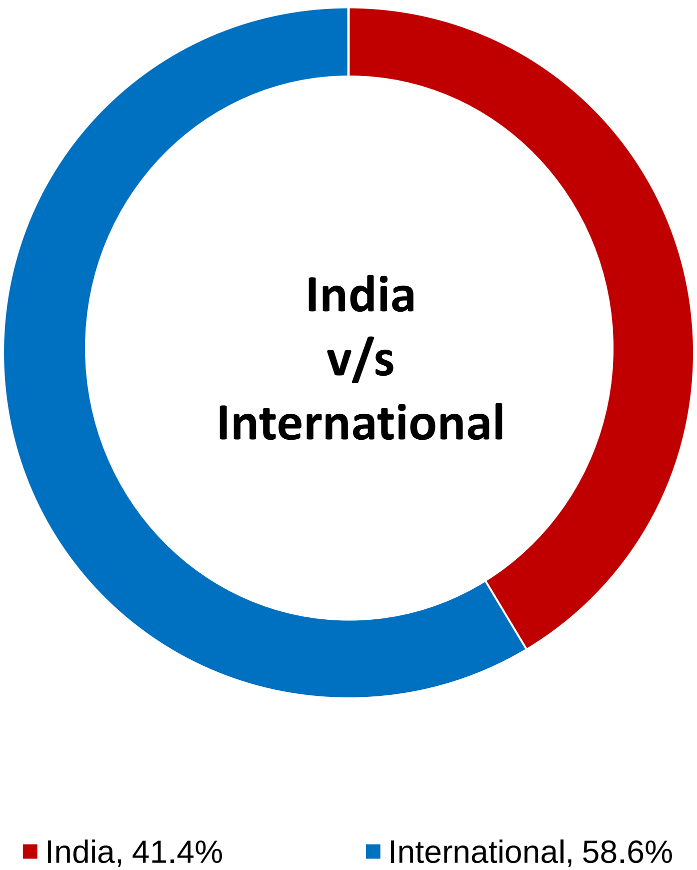
(₹ Crore)

| Business Verticals | Q4FY13 | Q4FY 12 | Growth (Y-o-Y) | | FY13 | FY12 | Growth (Y-o-Y) |
|---|---|---|---|---|---|---|---|
| Transmission - South Asia | 745 | 594 | 25.5% | | 1,944 | 1,578 | 23.1% |
| Transmission - International | 635 | 711 | -10.6% | | 1,924 | 1,890 | 1.8% |
| Transmission - SAE | 206 | 212 | -2.7% | | 1,032 | 913 | 13.1% |
| Power systems | 165 | 291 | -43.2% | | 979 | 605 | 61.9% |
| Cables | 187 | 152 | 23.2% | | 552 | 571 | -3.2% |
| Telecom | 37 | 18 | 106.9% | | 151 | 75 | 102.8% |
| Railway | 122 | 80 | 51.7% | | 270 | 164 | 64.3% |
| Water | 53 | 11 | 385.1% | | 127 | 19 | 557.1% |
| **Total Net Sales** | **2,150** | **2,069** | **3.9%** | | **6,979** | **5,815** | **20.0%** |

# Sales Breakup – FY13

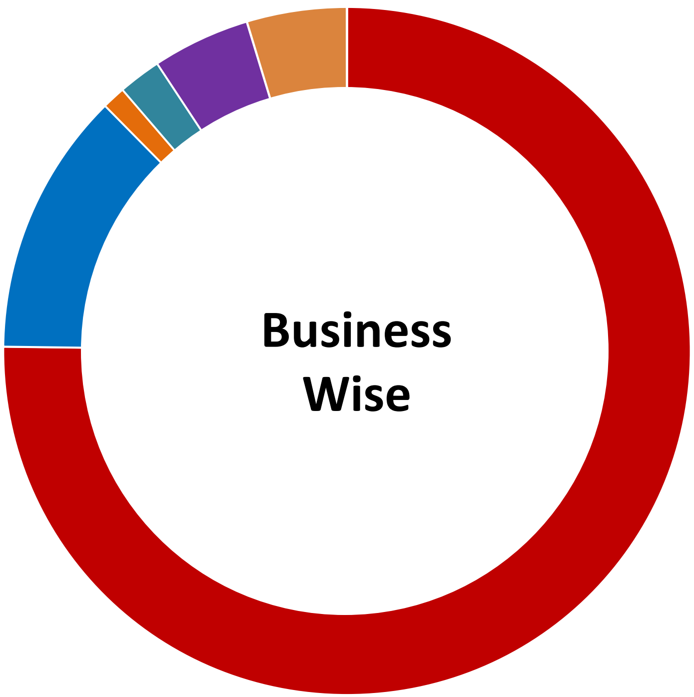
**FY13 Sales – ₹ 6,979 crore**



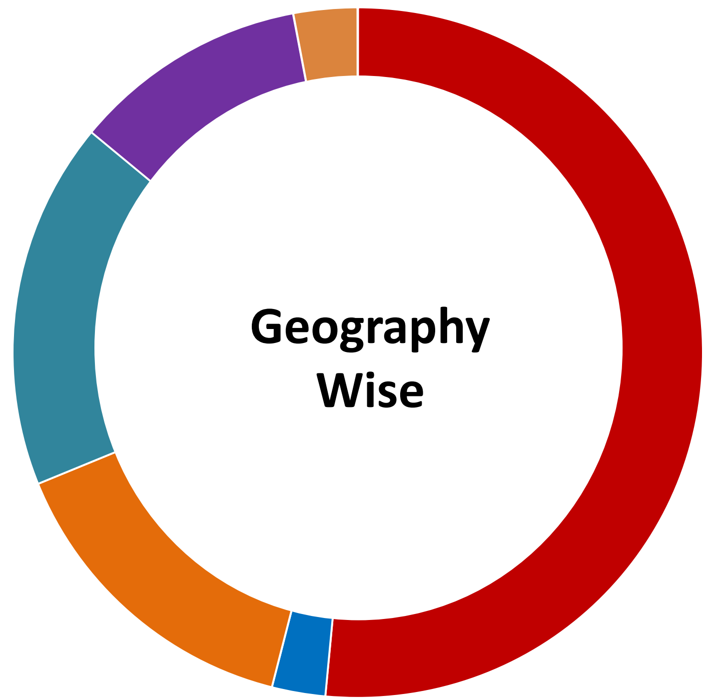



# Order Book Breakup – FY13 end

**Robust and Diversified Order Book – ₹ 9,470 crore**



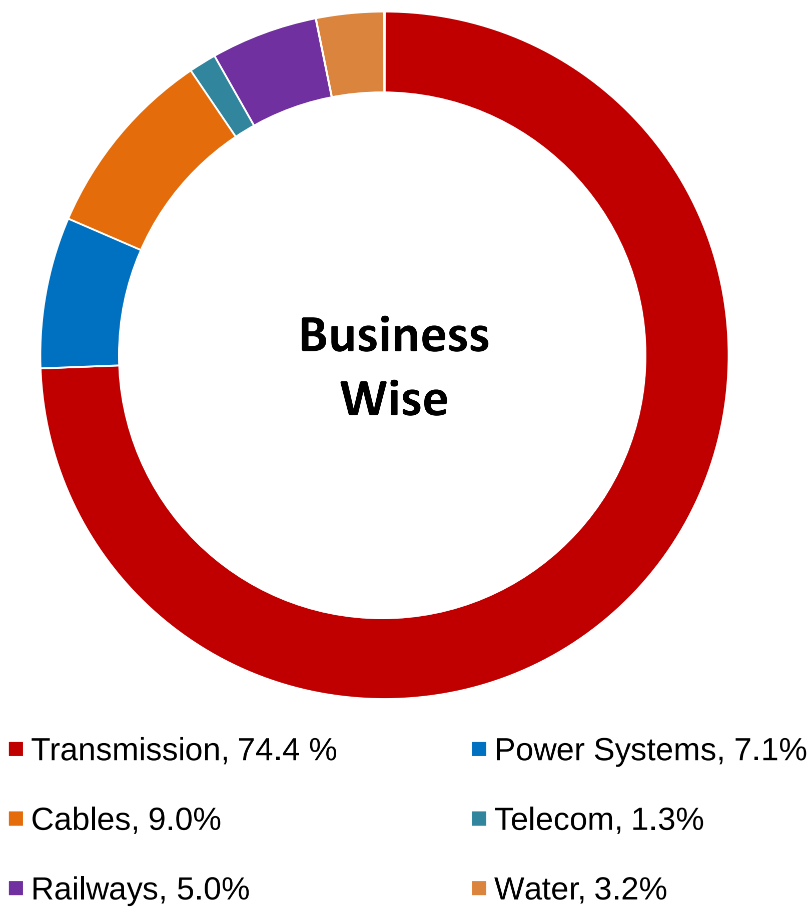

- Transmission, 75.2%
- Power Systems, 12.4%
- Cables, 1.1%
- Telecom, 2.0%
- Railways, 4.6%
- Water, 4.7%

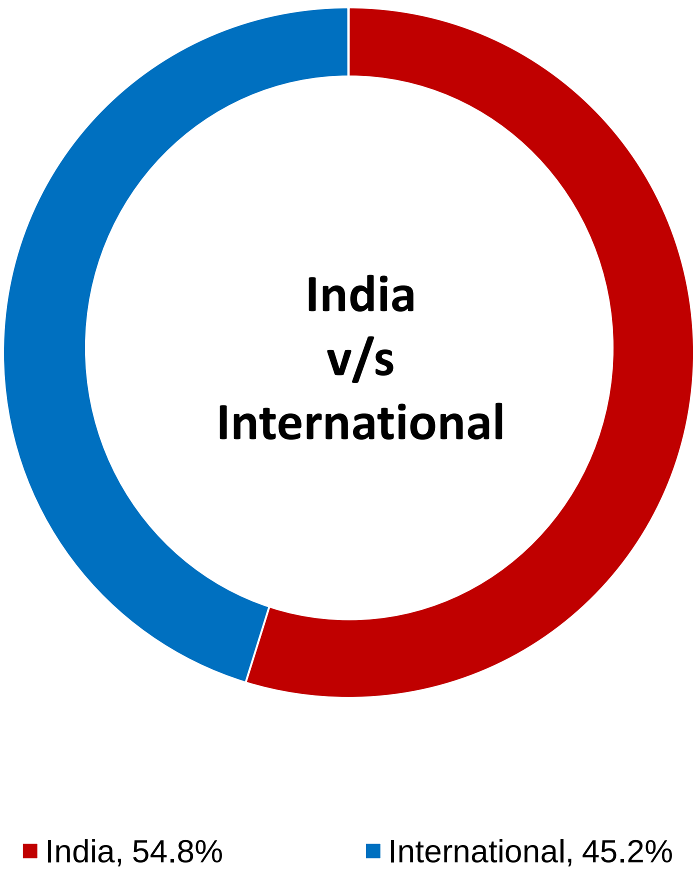



- India, 51.5%
- South Asia (Excl India), 2.5%
- MENA, 14.8%
- Africa & Central Asia, 17.2%
- Americas, 11.0%
  (KEC 3.3%;SAE 7.7%)
- South East Asia, 3.0%

# Order Intake Breakup – FY13

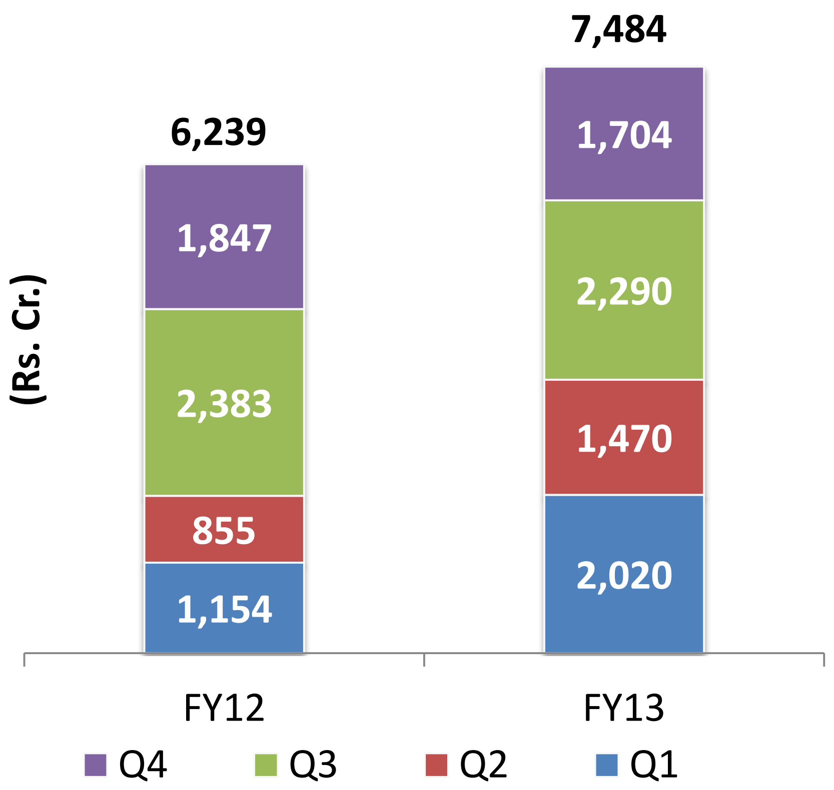
**Order Intake – ₹ 7,484 crore**



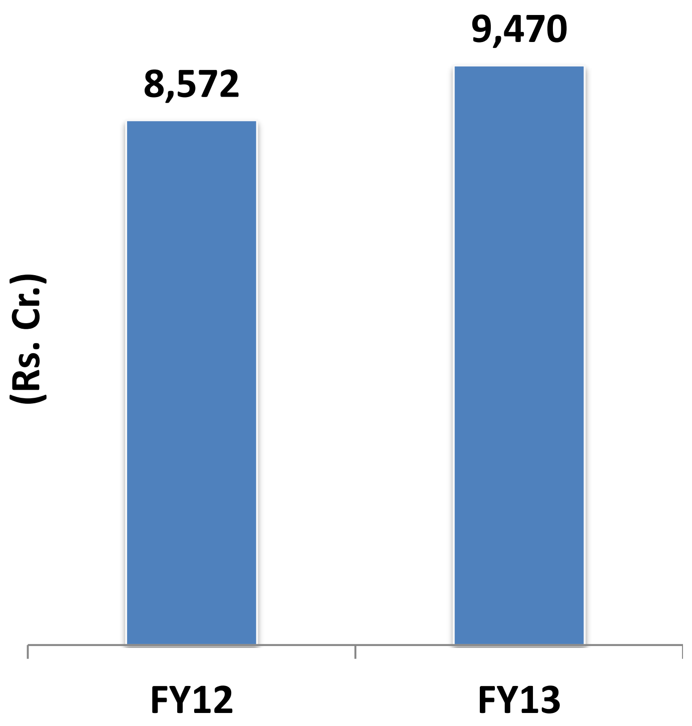



# Order Intake and Order Book – FY13

## Order Intake




## Order Book



# Thank You

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