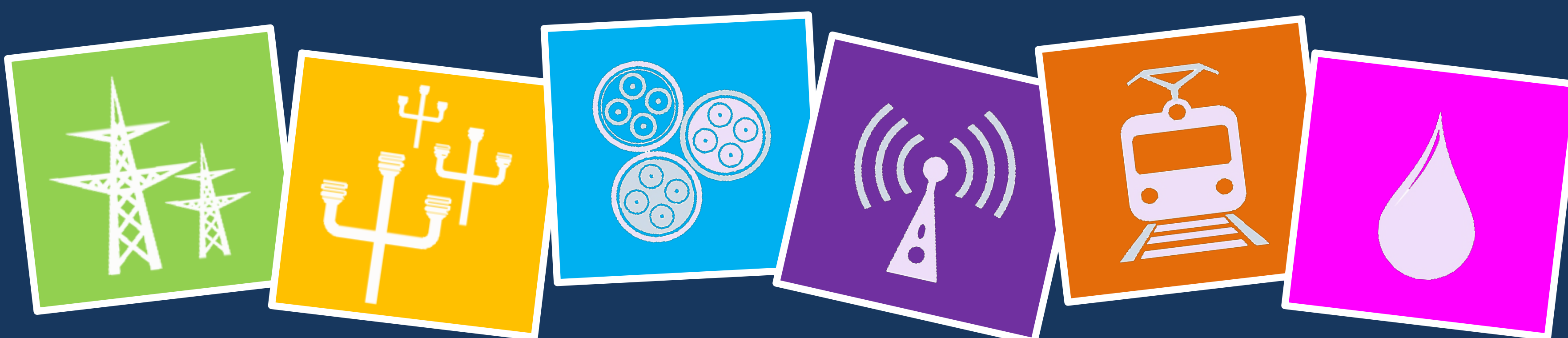
KEC International Limited

Results – Q2 FY12
Investors Presentation



25th October 2011

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Top-line Y-o-Y Growth – 26.3%

Order Book Y-o-Y Growth – 20.7%

Profit & Loss Highlights (Consolidated)

(₹ Crores)

Particulars	Q2 FY12	Q2 FY11	Growth (Y-o-Y)	H1 FY12	H1 FY11	Growth (Y-o-Y)
Net Revenue	1263.0	1000.1	26.3%	2,285.5	1,846.1	23.8%
EBITDA	90.6	100.9	-10.2%	186.6	185.3	0.7%
EBITDA (% of revenue)	*7.2%*	*10.1%*		*8.2%*	*10.0%*	
Interest	37.6	20.4	84.6%	70.8	46.8	51.3%
Interest (% of revenue)	*3.0%*	*2.0%*		*3.1%*	*2.5%*	
PBT	39.8	63.0	-36.8%	91.0	112.4	-19.1%
PBT Margins (% of revenue)	*3.2%*	*6.3%*		*4.0%*	*6.1%*	
Taxes	18.6	20.3	-8.1%	36.7	43.3	-15.3%
Tax Rate (% of PBT)	*46.7%*	*32.2%*		*40.3%*	*38.5%*	
PAT	21.2	42.7	-50.4%	54.3	69.1	-21.4%
PAT Margins (% of turnover)	*1.7%*	*4.3%*		*2.4%*	*3.7%*	

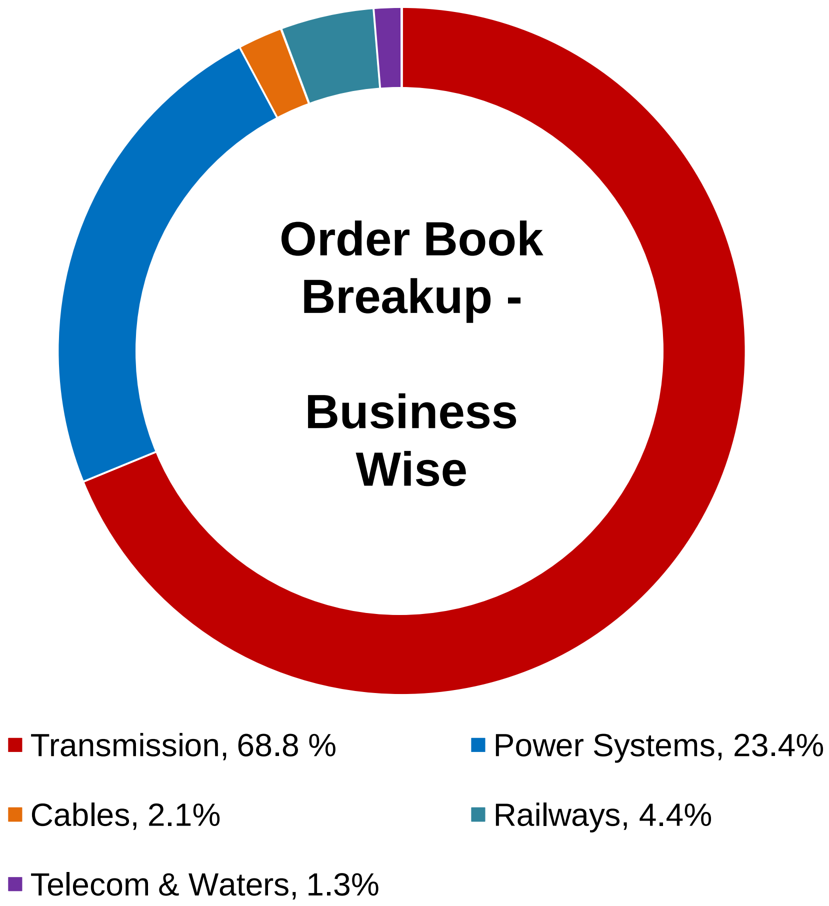
Net Revenue - Breakup

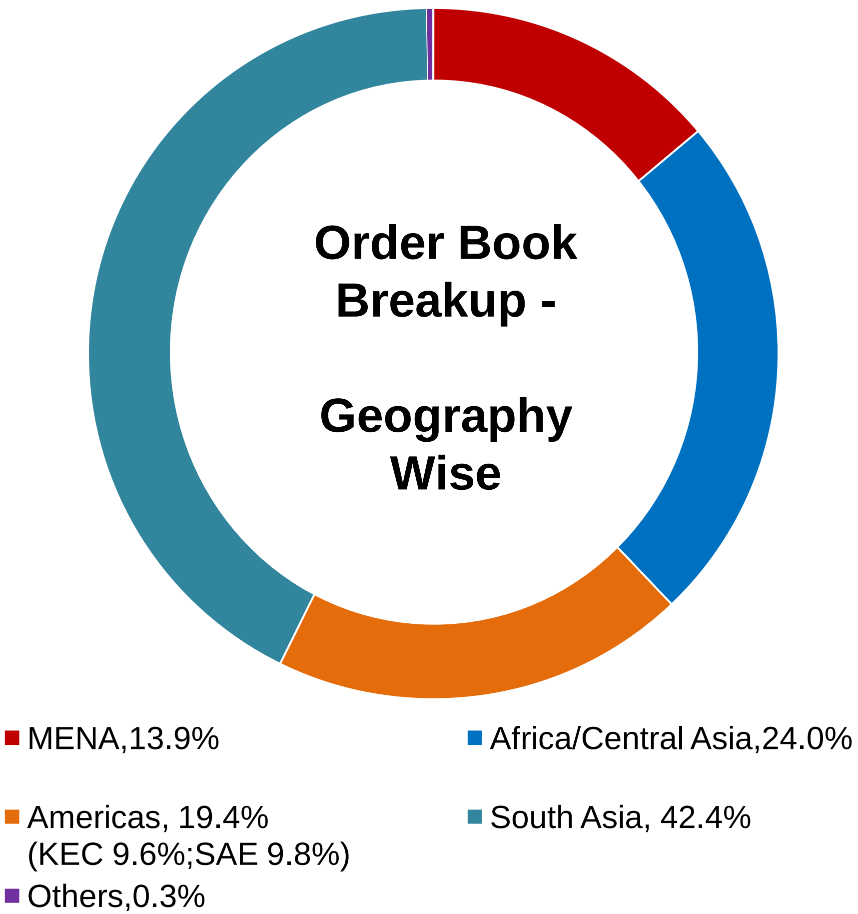
(₹ Crores)

Business Verticals	Q2 FY12	Q2 FY 11	% Growth		H1 FY12	H1 FY 11	% Growth
Transmission - South Asia	293	251	16.8%		583	475	22.8%
Transmission - International	451	486	-7.3%		717	944	-24.1%
Transmission - SAE	246	20	NA		437	20	NA
Transmission - Total	**990**	**757**	**30.7%**		**1,737**	**1,439**	**20.7%**
Power systems	**83**	**103**	**-19.3%**		**193**	**144**	**34.0%**
Cables	**148**	**116**	**27.9%**		**267**	**204**	**31.1%**
Telecom	**19**	**18**	**4.2%**		**36**	**44**	**-18.2%**
Railway	**21**	**6**	**256.7%**		**50**	**15**	**236.1%**
Water	**2**	**0**	**NA**		**2**	**0**	**NA**
Grand Total	**1,263**	**1000**	**26.3%**		**2,286**	**1,846**	**23.8%**

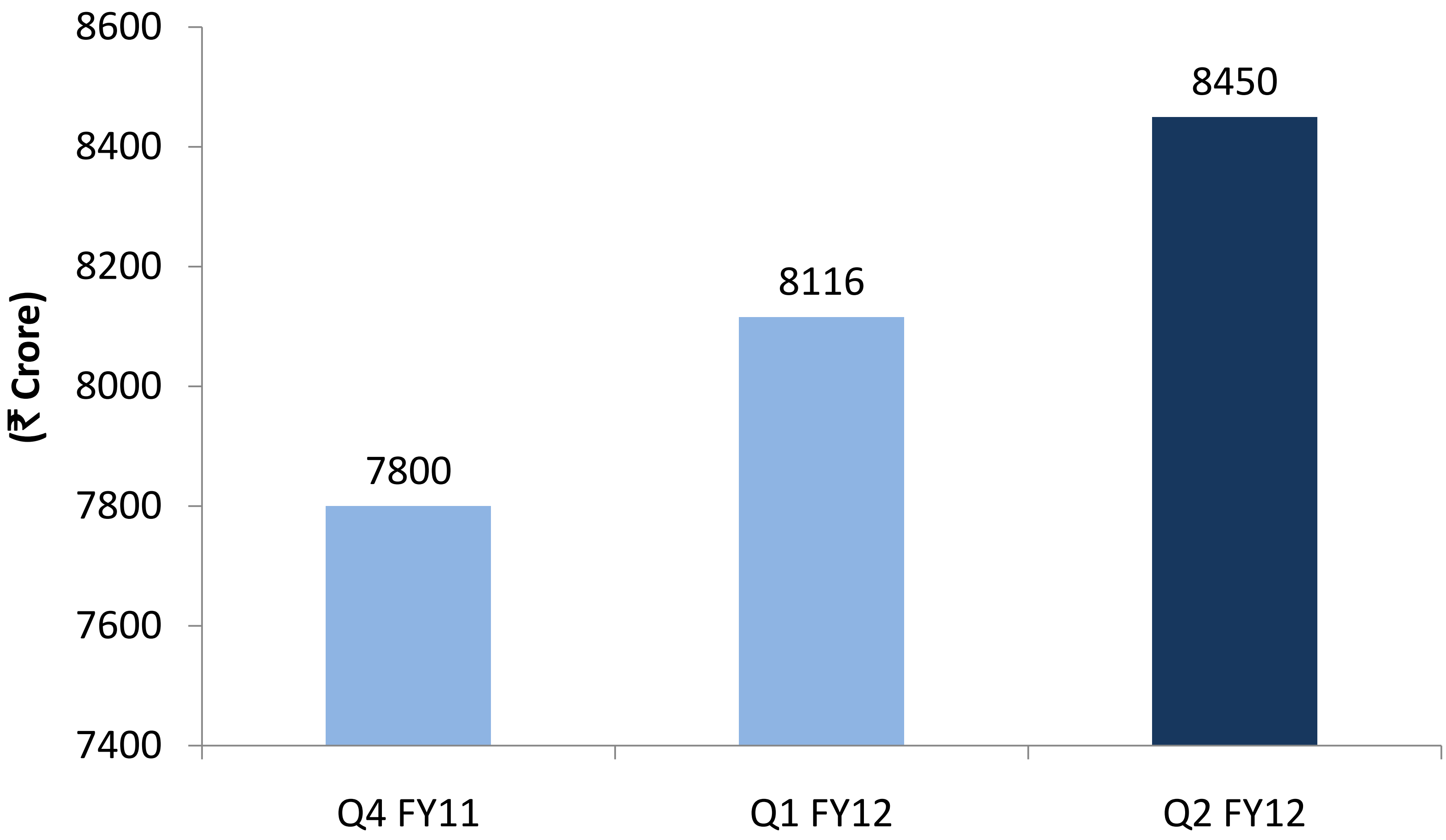
Order Book - Breakup

Current Order Book – ₹ 8,450 crore





Order Book Growth Trend - FY12 so far



Order Intake – Q2 FY12

- **Total order Intake for Q2 FY12 is approx. ₹ 1,200 crore**

- **Major new orders secured during the quarter are as follows –**
  - Two transmission line orders from Private Sector Customers – DB Power Ltd. and CESC Ltd. of ₹ 108 cr.
  - Transmission line order from Punjab State Utility of ₹ 92 crore
  - Transmission line order from Ethiopia of ₹ 200 crore
  - Tower Supply orders through SAE Towers - ₹ 180 crore
  - Wins Power and Telecom Cables supply orders of ₹ 186 crore

SAE Towers Acquisition – Completed 1 year of acquisition

Background

- KEC acquired SAE Towers w.e.f. 23rd Sep 2010
- Purchase consideration on cash free, debt free basis was ₹ 432 crore ($ 95 million)

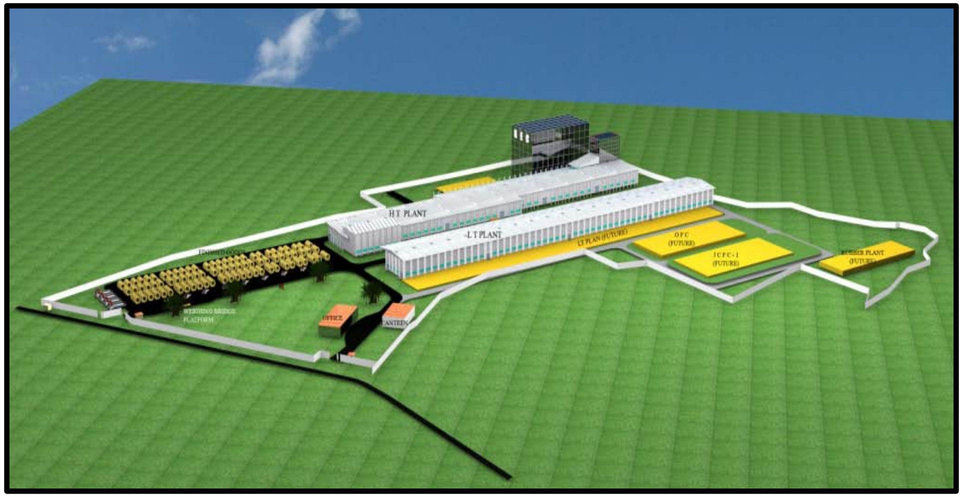
Performance (From 23rd Sep 2010 to 30th Sep 2011)

- Generated Net Revenue of ₹ 791 crore at over 15% EBITDA margins
- Order Book increased from ₹ 580 crore ($ 126 million) at the time of acquisition to ₹ 827 crore ($ 169 million) at Sep 2011 end
- Pre-paid $ 5 Million acquisition loan out of internal accruals generated by SAE Towers.

Cables Capacity Expansion – Green-field Plant at Vadodara

Project Details

- **Project cost –** Approx. Rs. 150cr.
- **Products -** HT Cables and EHV Cables up to 220 kV
- **Capacity -** 3,000 cable km/annum



Picture: Plant Payout

Current Status

- Project is on schedule
- **Trial production –** Q1 FY 2012-13
- Land has been acquired
- Construction in Progress
- Machine and Equipments orders placed

Picture: Construction in progress at Vadodara

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