



**KEI**  
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**PROUDLY MAKING IN INDIA  
SINCE 1968**

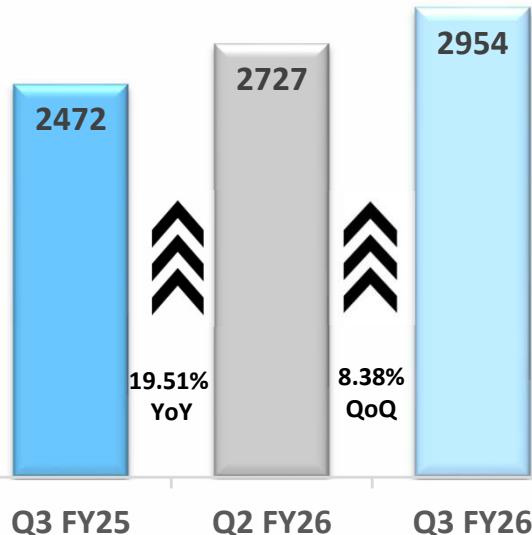
#VocalForLocal

**KEI Industries Limited  
Q-3 FY 2026  
Earnings Presentation  
January 21, 2026**

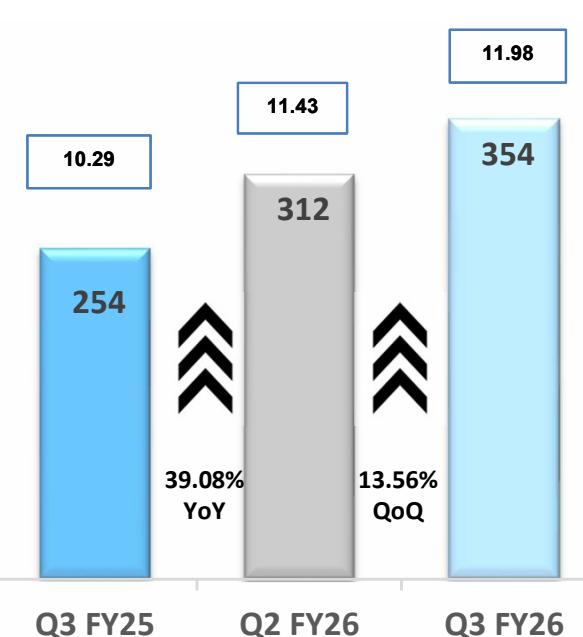
# Financial Performance Q-3 FY 26 Highlights



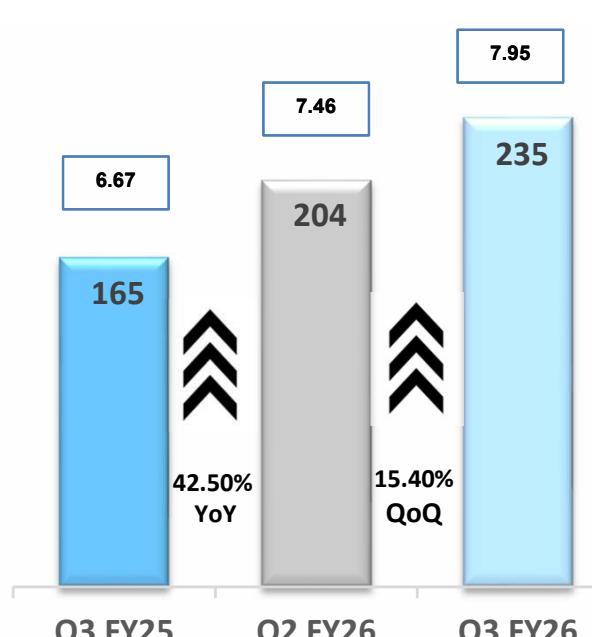
Revenue ( ₹ in Crore )



EBITDA ( ₹ in Crore)



PAT ( ₹ in Crore)

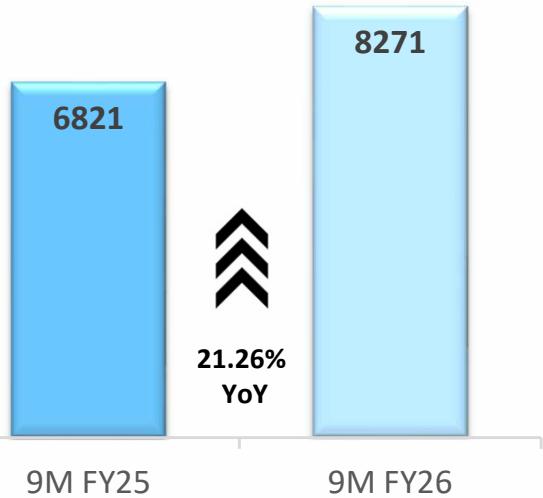


- Revenue improved by 19.51% YoY in this quarter.
- EBITDA margin in this quarter has improved to 11.98% as against 10.29% YoY.
- PAT margin in this quarter has improved to 7.95% as against 6.67% YoY.

# Financial Performance 9M FY 26 Highlights



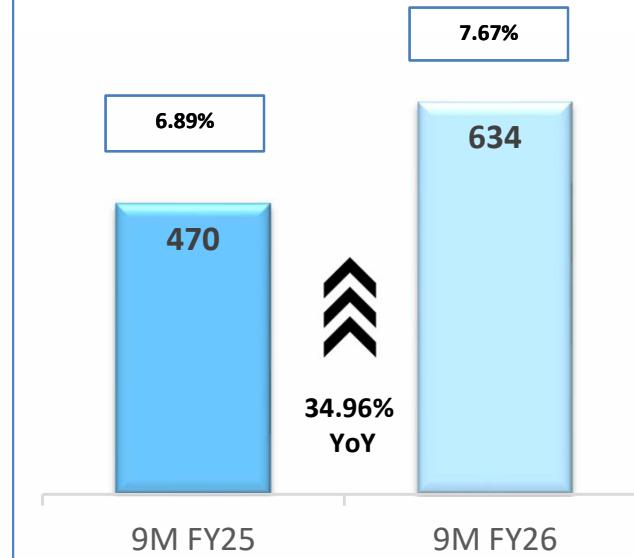
Revenue (₹ in Crore)



EBITDA (₹ in Crore)



PAT (₹ in Crore)

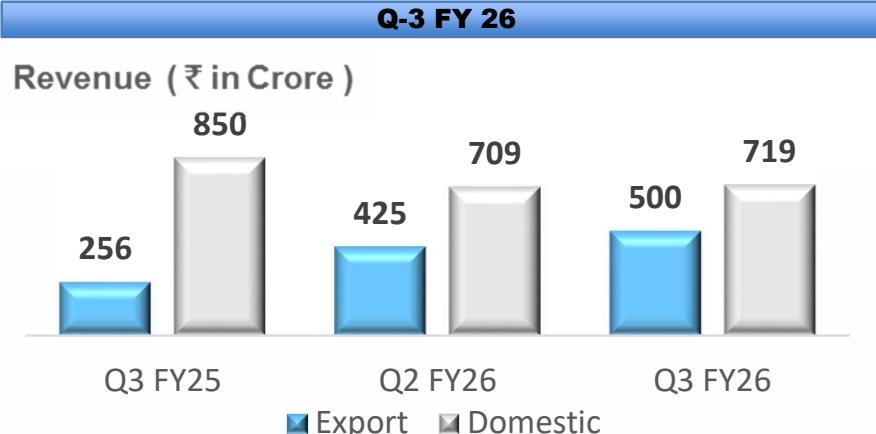


- Revenue improved by 21.26% YoY in 9M FY 26.
- EBITDA margin in 9M FY 26 has improved to 11.64% as against 10.62% YoY.
- PAT margin in 9M FY 26 has improved to 7.67% as against 6.89% YoY.

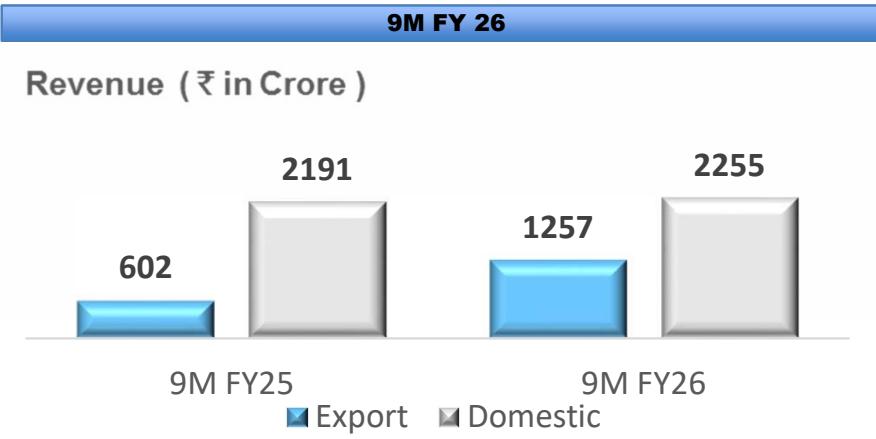
# Cable and Wires – Institutional



- Domestic Institutional Cable and Wire sale is ₹ 592 Crore in 3<sup>rd</sup> quarter as against PY ₹ 809 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 127 crore in 3<sup>rd</sup> quarter as against PY ₹ 41 Crore.
- Total Institutional Cable and Wire Sale including export contributed 41.28% in Q-3 FY 26 against 44.74% in Q-3 FY 25.
- Total Export Institutional Cable and Wire Sale increased by 95.10% YoY in Q-3 FY 26.
- Total Institutional Cable and Wire Sale including export increased by 10.29% YoY in Q-3 FY 26.
- Domestic Institutional Cable and Wire sale is ₹ 1884 Crore in 9M FY 26 as against PY ₹ 1998 Crore .
- Domestic Institutional EHV cable sale stood at ₹ 371 crore in 9M FY 26 as against PY ₹ 193 Crore.
- Total Institutional Cable and Wire Sale including export contributed 42.46% in 9M FY 26 against 41.03% in 9M FY 25.
- Total Institutional Cable and Wire sale including export increased by approx. 25.75% in 9M FY26 .



Particulars	Q-3FY 25	Q-2 FY 26	Q-3 FY 26
Total Institutional Sale including export	1106	1134	1219



Particulars	9M FY 25	9M FY 26
Total Institutional Sale including export	2793	3512

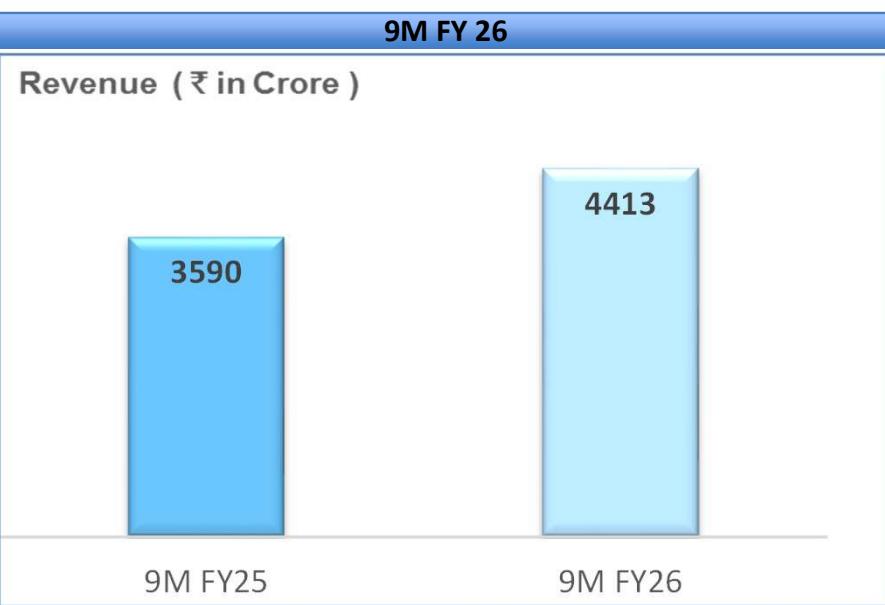
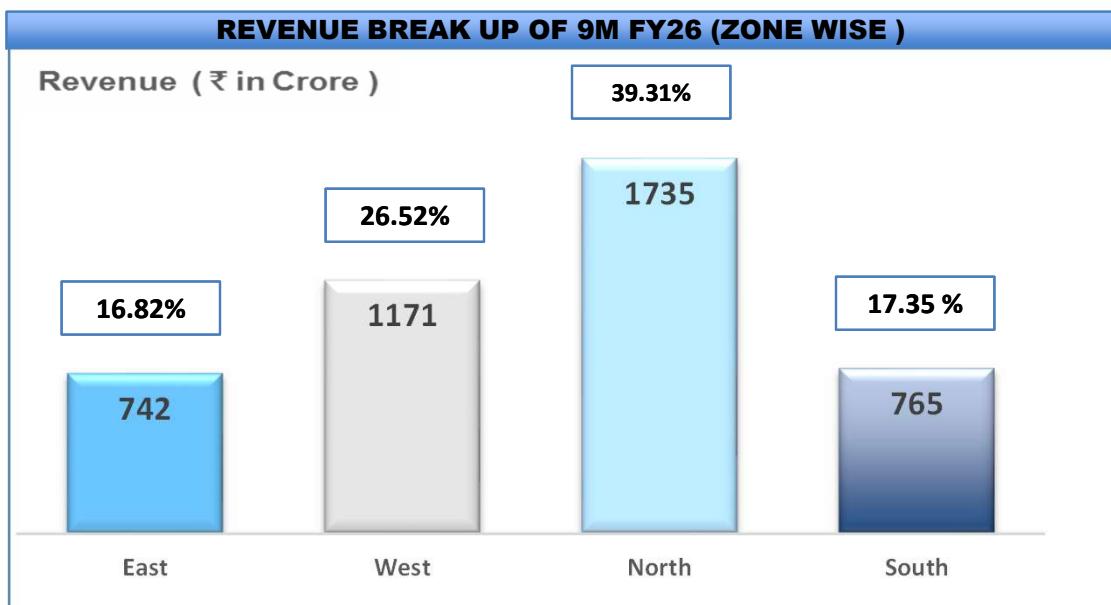
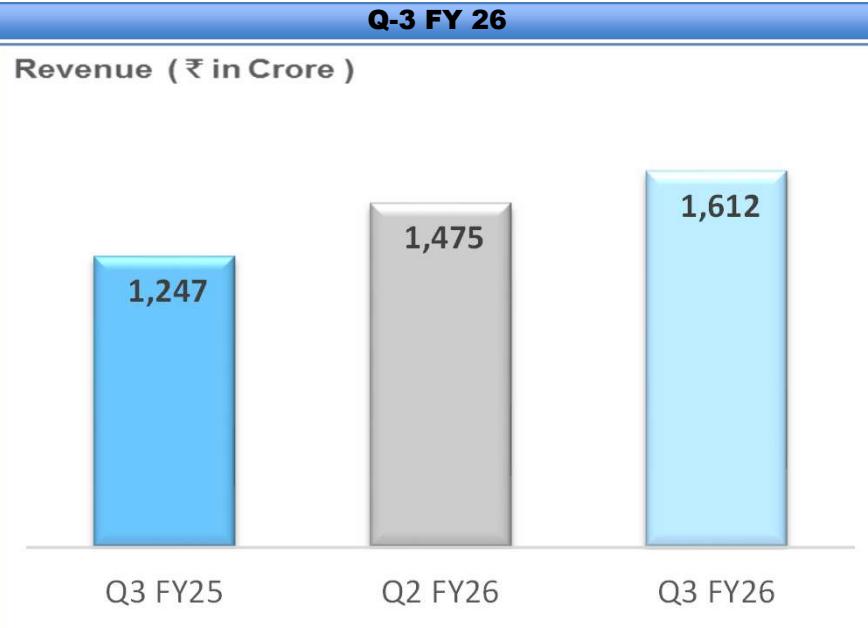
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# Cable and Wires – Dealer/Distribution



- Sales through Dealer/ Distribution market increased by 29.20% YoY in Q-3 FY 26.
- Sales through Dealer/ Distribution contributed 54.53% of overall sale in Q-3 FY 26 and 53.35% of overall sale in 9M FY26.
- The total active working dealer of the company as on 31.12.2025 was 2114 Nos.
- Sales through Dealer/ Distribution market increased by 22.92% YoY in 9M FY26.



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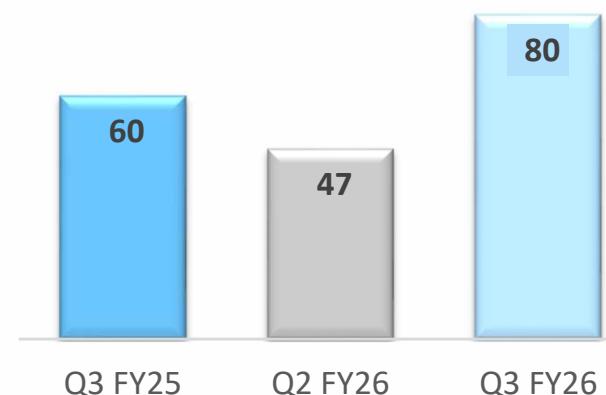
# EPC Projects and SS Wire



- EPC Sale (apart from Cable) increased by 33.05% YoY in Q-3 FY 26.
- During the 9M FY26 EPC contribution is 2.27%.
- Export Sale of EPC is ₹ 17 Crore in Q-3 FY 26 and ₹ 47 crore in 9M FY26.
- SS Wire sale decreased by 1.49% YoY in Q-3 FY 26 and decreased by 5.56% in 9M FY26.
- Export Sale of SS Wire is ₹ 26 Crore in Q-3 FY 26 and ₹ 78 crore in 9M FY26.

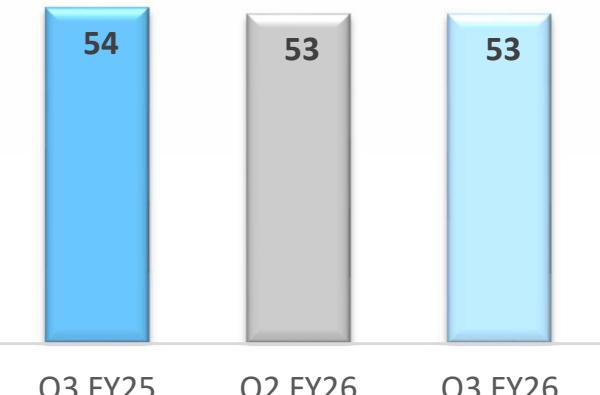
## Q-3 FY 26 (EPC\*)

Revenue (₹ in Crore)



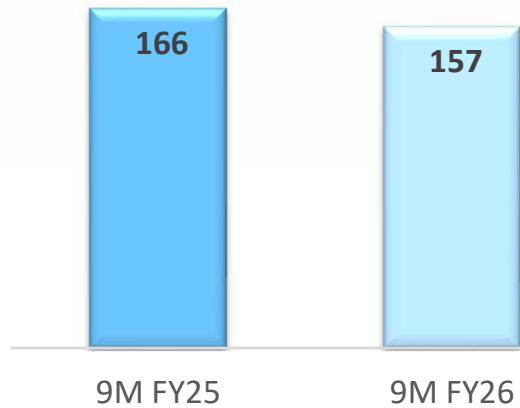
## Q-3 FY 26 (SS wire)

Revenue (₹ in Crore)



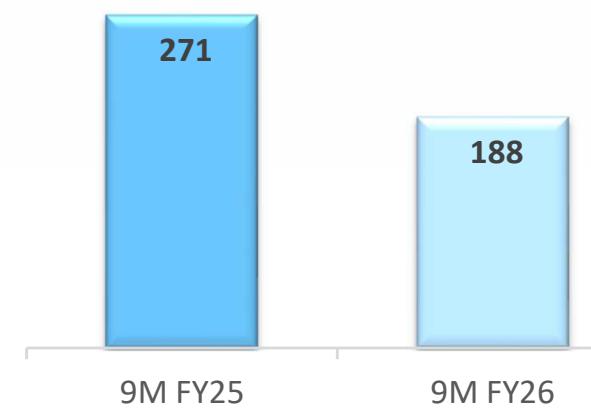
## 9M FY 26 (SS wire)

Revenue (₹ in Crore)



## 9M FY 26 (EPC\*)

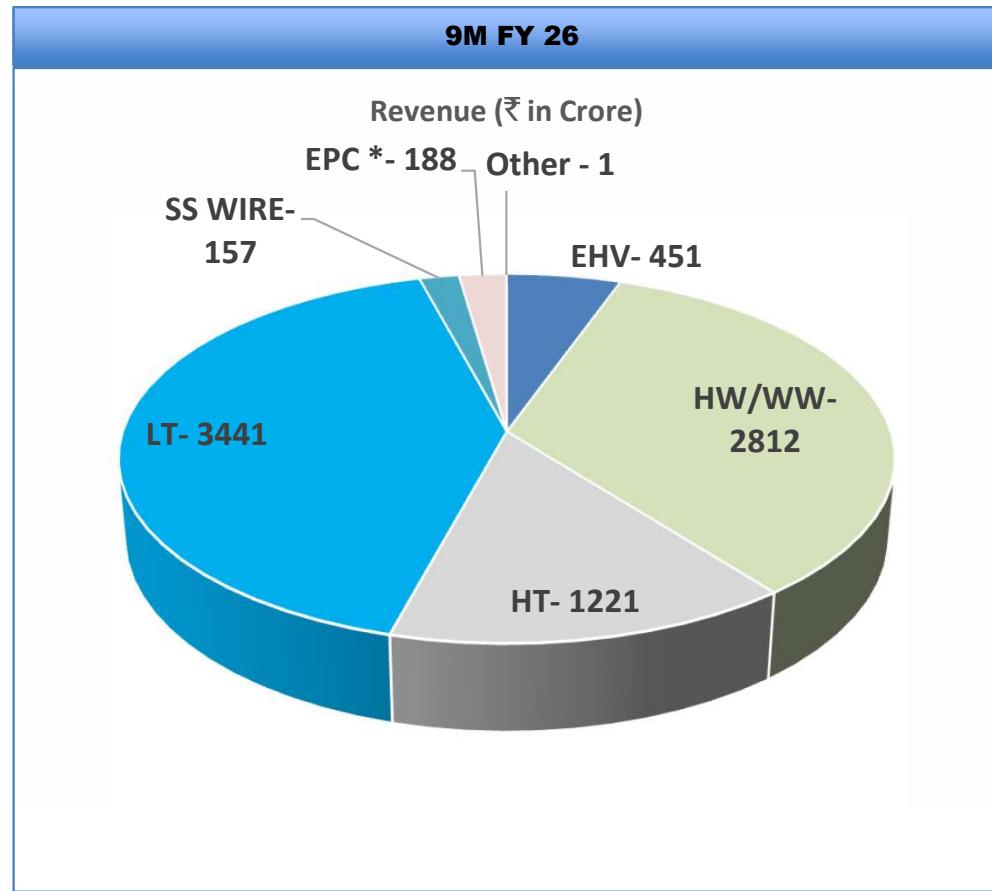
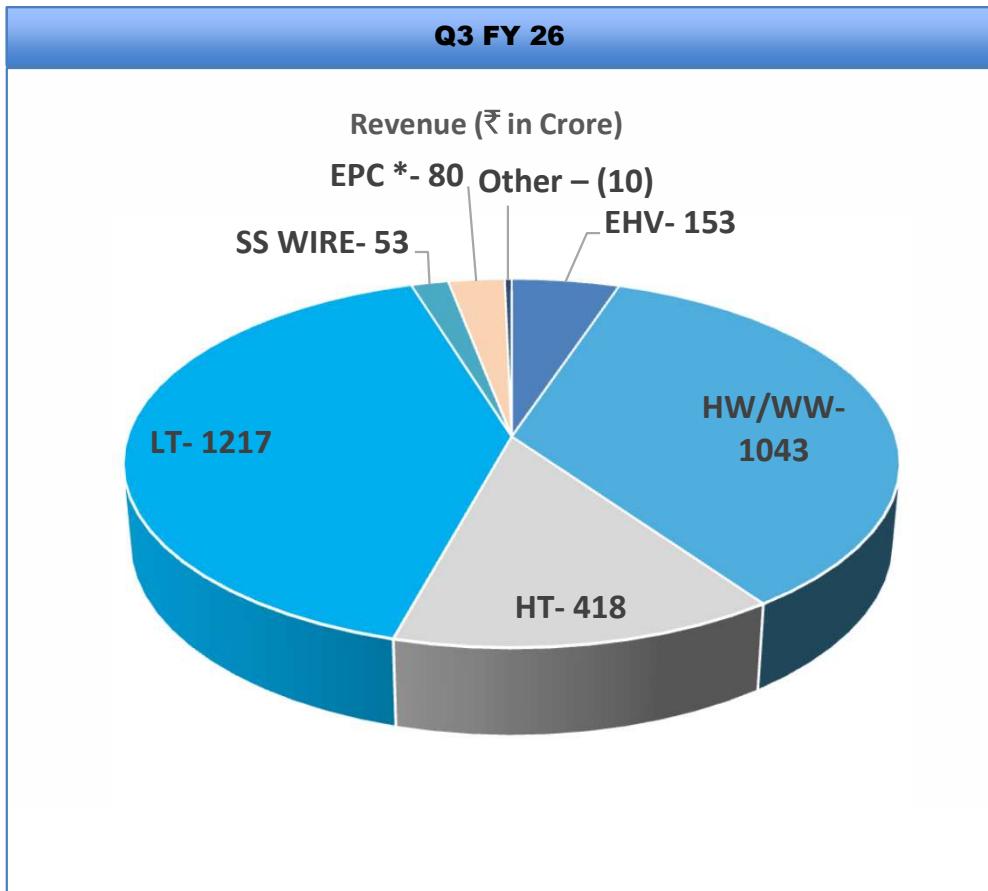
Revenue (₹ in Crore)



\* EPC (Other than cable)

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# Breakup of Product and Revenue



\* EPC (Other than cable)

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## Other Information



### PENDING ORDERS

Pending order is approx. ₹ 3,928 Crore.

### FINANCIAL CHARGES

On standalone basis, financial charges of the company in Q3 FY26 was ₹ 16.63 Crore as compared to last year same period of ₹ 14.27 Crore (Financial charges in terms of percentage has decreased to 0.56% from 0.58% of Net sales).

In the 9M FY 26, it was ₹ 45.29 Crore as compared to last year same period of ₹ 41.76 Crore. (Financial charges in terms of percentage has decreased to 0.55% from 0.61% of Net sales).

**DEBT** : Debt ( including CF and acceptance) as on 31.12.2025:-

Particulars	31.03.24	31.03.25	31.12.25
Debt (TL+WC)	37	51	-
Channel Finance	97	127	154
<b>Gross Debt</b>	<b>134</b>	<b>178</b>	<b>154</b>
Cash & Bank Balances	700	1915	1421*
<b>Net Debt</b>	<b>(566)</b>	<b>(1737)</b>	<b>(1267)</b>
Acceptances	506	246	722
<b>Total Debt / (Cash)</b>	<b>(60)</b>	<b>(1491)</b>	<b>(545)</b>

\*Including unutilized QIP Proceeds ₹ 617.99 Crore (including Interest Income ₹ 58.62 Crore (net of TDS) earned on maturity of FDR)

# Balance Sheet (Standalone)



₹ in Crore

ASSETS	9M FY 26*	FY 25	EQUITY AND LIABILITIES	9M FY 26*	FY 25
<b>Non-Current Assets</b>			<b>Equity</b>		
Fixed Assets	2,378.89	1,378.56	Equity Share Capital	19.12	19.11
Other Non Current Assets	169.05	221.45	Other Equity	6,400.52	5,766.64
<b>Total Non Current Assets</b>	<b>2,547.94</b>	<b>1,600.01</b>	<b>Total Equity</b>	<b>6,419.64</b>	<b>5,785.75</b>
			<b>Non-Current Liabilities</b>		
Inventories	2,256.27	1,730.33	Borrowings	-	-
Trade Receivables	1,838.08	1,797.25	Other Non Current Liabilities	206.89	100.84
Cash and Bank Balances	1,421.43	1,915.29	<b>Total Non Current Liabilities</b>	<b>206.89</b>	<b>100.84</b>
Other Current Assets	303.68	191.72	<b>Current Liabilities</b>		
<b>Total Current Assets</b>	<b>5,819.46</b>	<b>5,634.59</b>	Short Term Borrowings	153.63	178.32
<b>Total Assets</b>	<b>8,367.40</b>	<b>7,234.60</b>	Trade Payables	1,176.85	779.15
			Others - Current Liabilities	410.39	390.54
			<b>Total Current Liabilities</b>	<b>1,740.87</b>	<b>1,348.01</b>
			<b>Total Equity and Liabilities</b>	<b>8,367.40</b>	<b>7,234.60</b>

\*9M FY 26 - UNAUDITED

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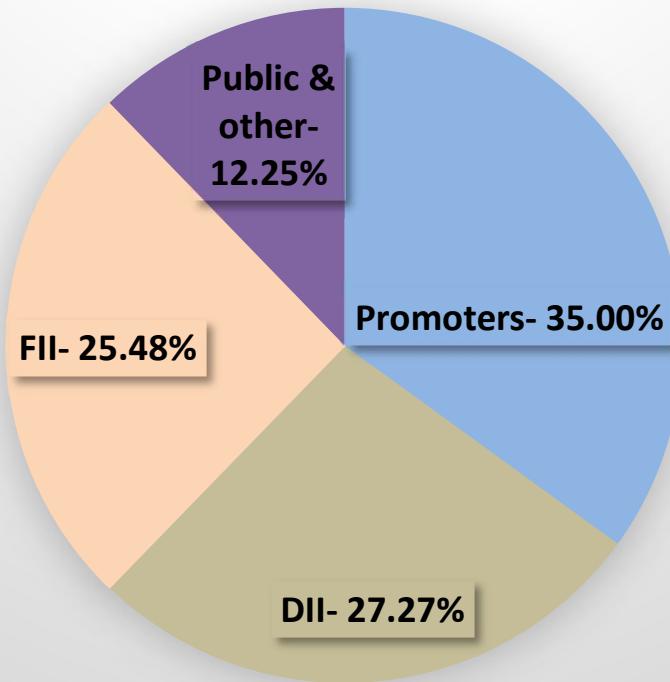
# Consolidated Financial Highlights



- During Q3 FY 26 Net Sales was ₹ 2954.70 Crore, against same quarter in previous year of ₹ 2472.25 Crore.
- During Q3 FY 26 EBIDTA was ₹ 353.90 Crore against same quarter in the previous year of ₹ 254.45 Crore.
- Further, PAT during this Quarter was ₹ 234.86 Crore against same quarter in the previous year of ₹ 164.81 Crore. PAT/Net Sales was 7.95% during the quarter as against 6.67% during last year same period.
- During 9M FY 26, Net Sales was ₹ 8271.37 Crore, against same period in previous year of ₹ 6821.09 Crore.
- During 9M FY 26 EBIDTA was ₹ 963.15 Crore against same period in the previous year of ₹ 724.38 Crore.
- Further, PAT during 9M FY 26 was ₹ 634.12 Crore against same period in the previous year of ₹ 469.87 Crore. PAT/Net Sales was 7.67% as against 6.89% during last year same period.



## Shareholding Pattern as on 31.12.2025



**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

**CIN: L74899DL1992PLC051527**

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