



KEC International Limited

PERFORMANCE REVIEW

**Quarter ended 30<sup>th</sup> June 2008**



**Mumbai, 31<sup>st</sup> July 2008**

## Performance Summary

Particulars	Rs. crores	
	Q1FY09	Q1FY08
Sales	600.05	511.58
EBIDTA	61.50	63.90
PBT	38.90	38.83
PAT	25.50	25.31
Interest Cost to Sales (%)	3.00%	3.17%

## Key Highlights

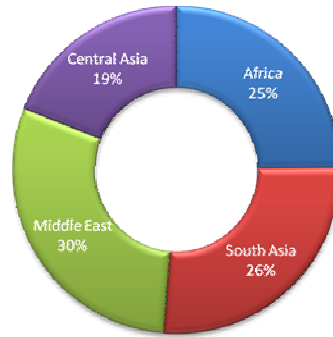
- The company's net sales was Rs 600 crores at the end of the first quarter as against a sale of Rs. 512 crores for corresponding quarter last year. The EBIDTA for the quarter stood at Rs 61.50 crores at 10.25 % of sales. The net profit of the company for the quarter was Rs 25.5 crores at 4.33% of sales.
- The Revenue break is as follows:
  - International business Rs 384 crores
  - South Asia business Rs 216 crores

## Order Book

- During the quarter the company won a couple of big ticket orders
  - Rs 160 crores order from NESCL(NTPC Electric Supply Company Ltd) which is largest single value order under RGGVY Scheme till date
  - Rs 111 crores contract from PGCIL in Maithon (440 Kv)
- In the International space the company has added one more country Mali in Africa to its already illustrious list of footprints around the globe
- In South Africa, KEC will be participating in the construction of a 765 KV line in partnership with a local company. KEC scope includes tower supply and supervision of stringing activity
- The Telecom division also shipped its first export order of Andrews Corporation, South Africa for supply of towers worth USD 1 million

- In railways, the company has submitted LOI for Dedicated Freight Corridor project and is preparing to participate in the project.
- The order book position of the company as on date is 4700 crores.
  - International Rs 3464 crores (74%) and South Asia Rs 1236 crores (26%)
  - Transmission Rs 3751 crores, Distribution & Substation Rs 895 crores, balance towards Railways & Telecom

	Rs Crores
<b>Africa</b>	1,167
<b>South Asia</b>	1,239
<b>Middle East</b>	1,405
<b>Central Asia</b>	889
<b>TOTAL</b>	<b>4,700</b>



## Future Outlook

- KEC will continue to strive for more business in both current and new geographies and over a wider client base besides utilities, as more and more opportunities start emerging in the private sector.
- Supported by a large order book position KEC is confident of accelerating the growth in the revenues and maintaining the margins ahead in the current year.



### Cautionary statement

**Statement in this "Performance Review" describing the company's objectives, projections, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities law 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 demand supply conditions, finished goods prices, availability and prices of raw materials, changes in the government regulations, tax regimes, economic development within India and the countries within which the company conducts business and other factors such as litigations and labour negotiations.**