

KEC set to seal Rs 800cr orders

Expects US to open up opportunities

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KEC International, India's largest power transmission EPC (engineering, procurement, and construction) company, is likely to book orders worth Rs 800 crore in the next two-three months, Ramesh Chandak, managing director and chief executive officer, said on Wednesday.

This amount is over and above the Rs 4,200-crore order book position KEC has.

Chandak said that he expects the US geography to open up in the next six-eight months, as the developers there are currently undertaking "right of way" studies for setting up transmission towers. The US has not seen any major investment in power transmission and distribution for over a decade and it is expected to start spending on creating and replacing T&D infrastructure.

KEC has an equal partnership JV with a local US company called Power Engineers to tap the potentially \$50-60 billion US market. The JV is currently in the process of getting empanelled with utilities, would bid for complete EPC projects. KEC would continue to supply transmission towers to the contractors.

The company reported 60% increase in net sales to Rs 1,031 crore in January-March quarter. Net profit rose 103% to Rs 61 crore. Operating margin was almost flat at 10.99%.

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