



**KEI<sup>®</sup>**  
**Wires & Cables**

# KEI INDUSTRIES LIMITED

## CORPORATE PRESENTATION

June, 2026





## Contents

- Company Overview
- Company Strengths
- Growth Strategy
- Key Financials
- Shareholding Pattern
- Industry Prospects
- Brand Recognition
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- CSR



## Company Overview



- One of the leading manufacturers of cables and wires with a wide product portfolio spread across EHV, HT and LT Power Cables, House Wire, Stainless Steel Wire
- Forward integrated into EPC services for Power, Distribution, Transmission and sub-station projects
- FY26 Revenue: INR 1,17,478 Mn., EBITDA: INR 13,876 Mn. (11.81% margin)

**9**

Manufacturing  
Plants across  
Rajasthan, Gujarat,  
D&NH

**INR 42,919 Mn**  
Healthy Order Book<sup>3</sup>

**2,000+**  
Institutional  
Customers<sup>1</sup>

**2,100+**  
Dealers /  
Distributors<sup>2</sup>

**R&D**  
facility with NABL  
accredited labs

**2,200+**  
Employees<sup>1</sup>

Proven Track Record  
3Y CAGR  
**Revenue - 19%**  
**PAT - 24%**

**Experienced**  
Management Team

**Company  
Strengths**

**1**

**Well diversified across multiple dimensions**

Wide basket of products used across multiple industries  
Low customer concentration

**2**

**Strategically located manufacturing facilities and Strong R&D capabilities**

Manufacturing facilities across 9 locations  
Strong R&D focus helps in new product development and customized solutions

**3**

**Strong retail presence with a well entrenched distribution network and branding**

Strong pan-India distribution network with an increasing focus on retail segment  
Healthy brand visibility – TV advertising, IPL sponsorship, customer loyalty

**4**

**Growing exports presence**

Presence in 60+ countries with offices in 4 countries  
Exports provide natural hedge on forex (given we also import raw materials)

**5**

**Strong Financial performance**

Strong growth and return ratios with comfortable debt profile  
Increased focus on exports and retail to improve profitability & working capital

## Wide product basket comprising:

- Extra-High Voltage Cables up to 400 KV
- High & Medium Voltage Cables
- Control & Instrumentation Cables
- Specialty Cables
- Submersible Cables
- Rubber Cables
- Solar Cables
- ESP Cables
- PVC/Poly Wrapped Winding Wires
- Flexible & House Wires
- MVCC Cables
- Stainless Steel Wires
- Fire Survival/ Resistant Cables
- EV Cables
- EPC Projects

Helping the company serve a wide range of sectors such as power, oil refineries, railways, automobiles, cement, steel, fertilizers, textile and real estate, among others

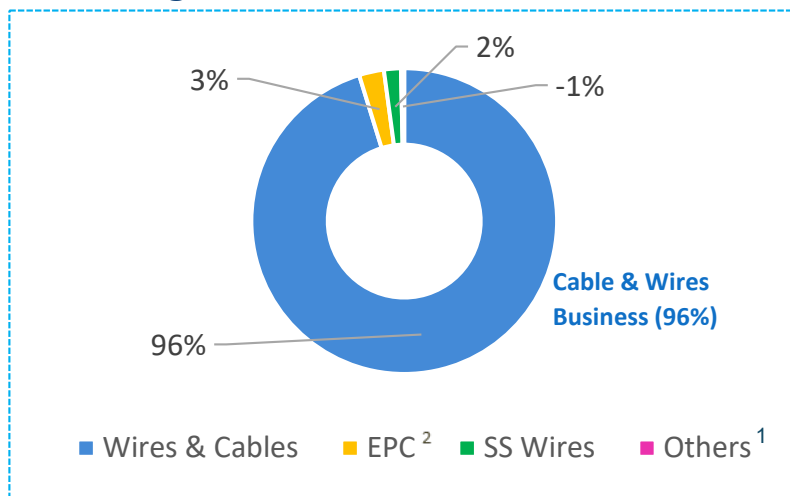


**WIDEST RANGE OF WIRES AND CABLES FROM 1.1KV UP TO 400KV**



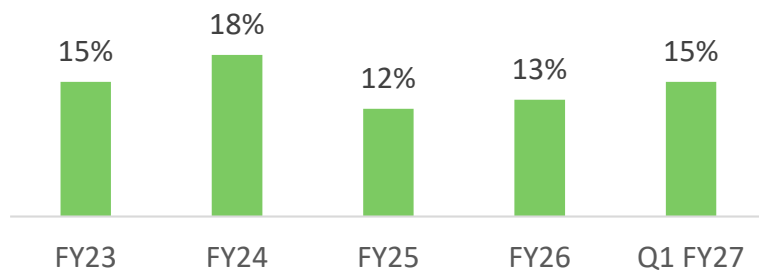
# ...Well Diversified Across Multiple Dimensions

## Wide Segment Basket...



FY26

## ...Coupled with low customer concentration



Top 10 customers Revenue contribution

## ...With applications across Industries



Power



Oil & Gas



Real Estate



Cement



Railways, Metro Rail & Rapid Rail



Automobiles



Steel



Fertilizers



Roads & Highways



Textile



Telecom & Data Centers



Renewable Energy



Pharma



IT



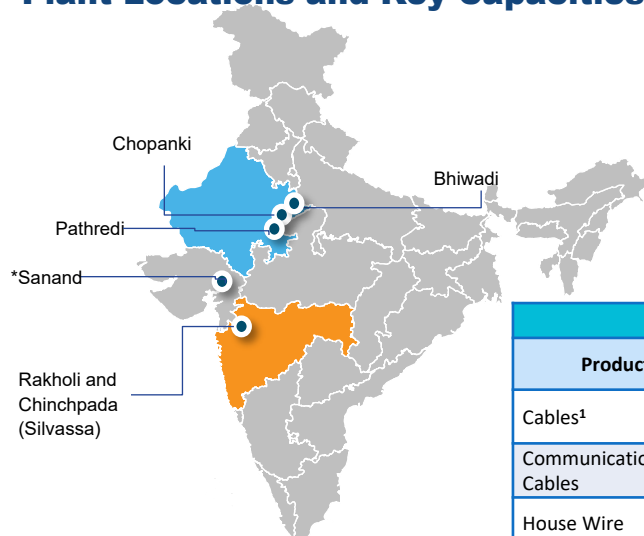
EV

- KEI is diversified across products and industries
- Limited customer concentration with top 10 customers accounting for 13% of sales in FY26 and 15% in Q1 FY27.
- Diversification helps in de-risking



# Strategically Located Manufacturing Facilities & Strong R&D Capabilities

## Plant Locations and Key Capacities



| Capacity Utilization |      |      |         |
|----------------------|------|------|---------|
| Product              | FY25 | FY26 | Q1 FY27 |
| Cables <sup>1</sup>  | 85%  | 84%  | 72%     |
| Communication Cables | 38%  | 43%  | 45%     |
| House Wire           | 71%  | 69%  | 61%     |
| Stainless Steel Wire | 89%  | 85%  | 91%     |

| Products                            | Bhiwadi | Rakholi | Chopanki | Pathredi-1 | Pathredi-2 | Chinchpada | Sanand |
|-------------------------------------|---------|---------|----------|------------|------------|------------|--------|
| EHV                                 | ✓       |         | ✓        |            |            |            |        |
| HT Power Cable                      | ✓       |         | ✓        | ✓          | ✓          |            | ✓      |
| LT Power Cable                      | ✓       | ✓       | ✓        | ✓          | ✓          | ✓          | ✓      |
| Control Cable                       | ✓       | ✓       |          | ✓          |            | ✓          | ✓      |
| Instrumentation/Communication Cable | ✓       |         |          | ✓          |            | ✓          |        |
| Rubber cable                        | ✓       |         |          |            | ✓          |            |        |
| House Wire/Winding Wire/Solar Wire  | ✓       | ✓       |          |            | ✓          | ✓          |        |
| Stainless Steel Wire                | ✓       |         |          |            |            |            |        |

| Plant Location | Start Date | Capacity (As of 30 <sup>th</sup> June, 26)                                                                                                          |
|----------------|------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|
| Bhiwadi        | 1996       | <ul style="list-style-type: none"> <li>Cable – 62,200 Kms</li> <li>House Wire/WW – 2,59,400 Kms</li> <li>Stainless Steel Wire – 9,000 MT</li> </ul> |
| Rakholi        | 2002       | <ul style="list-style-type: none"> <li>Cable – 36,900 Kms</li> <li>House Wire – 6,96,000 Kms</li> </ul>                                             |
| Chopanki       | 2007       | <ul style="list-style-type: none"> <li>Cable – 5,700 Kms</li> </ul>                                                                                 |
| Pathredi-1     | 2018       | <ul style="list-style-type: none"> <li>Cable – 21,000 Kms</li> </ul>                                                                                |
| Pathredi-2     | 2024       | <ul style="list-style-type: none"> <li>Cable – 18,400 Kms</li> <li>Solar Wire- 12,000 kms</li> </ul>                                                |
| Chinchpada     | 2019       | <ul style="list-style-type: none"> <li>Cable – 55,800 Kms</li> <li>House Wire – 14,22,000 Kms</li> <li>Communication cable – 28,800 Kms</li> </ul>  |
| Sanand         | 2025       | <ul style="list-style-type: none"> <li>Cable – 60,732 Kms</li> </ul>                                                                                |

## Strong R&D capabilities

- R&D facility with in-house lab accredited by NABL
- Customized solutions for customers
- Continuous focus on development of new products
- Niche product offerings
- Focus on developing specialty products

## ...Strategically Located Manufacturing Facilities & Strong R&D Capabilities



**Pathredi Plant**



**Bhiwadi Plant**



**Chopanki Plant**



**Silvassa Plant**



**Chinchpada Plant**

### **Adherence to the most stringent quality standards**

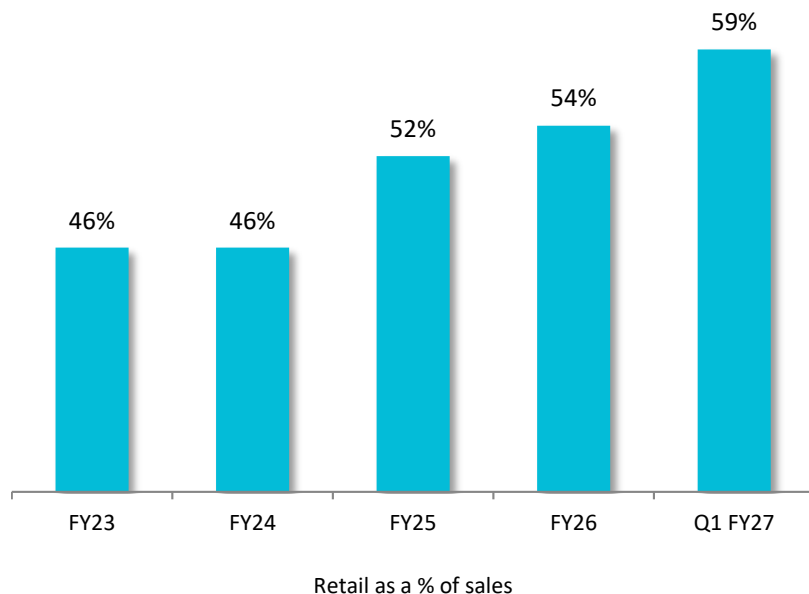
Our products are tested by KEMA (The Netherlands), TUV (Rheinland), SGS, IRS, ABS, CEIL, BRE (UK), LLOYDS REGISTER, BVQI, DNV, CPRI, ERDA, EIL, PDIL, MECON, NTPC, NPCIL, TUV India, RINA, PGCIL, TPL, DQAN, EQM, UL, RDSO, CE regulatory, UKCA regulatory

### **Pre-qualification credentials**

Sound technical capabilities and country specific approvals to meet stringent customer requirements

# Strong Presence in Retail Segment with a Well Entrenched Distribution Network

## Increasing focus on retail...



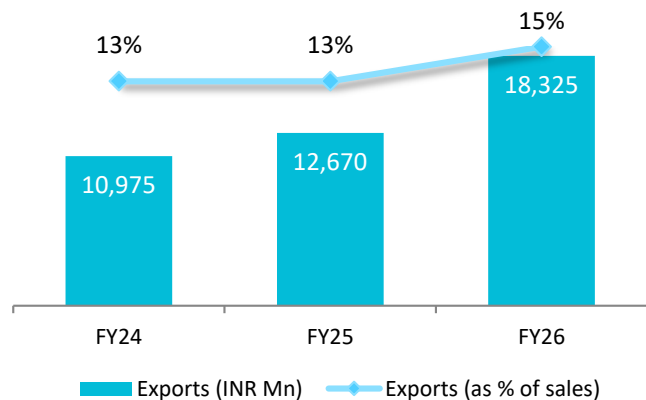
## ...With strong distribution network...

|       | # of Dealers / Distributors <sup>1</sup> | # of Marketing Offices <sup>1</sup> |
|-------|------------------------------------------|-------------------------------------|
| North | 770                                      | 11                                  |
| South | 414                                      | 7                                   |
| East  | 526                                      | 6                                   |
| West  | 418                                      | 14                                  |

- Strong distribution network covering metros and Tier 1 / 2 cities
- 26 depots across India<sup>1</sup>
- 38 marketing offices across the country and 4 overseas offices in UAE, South Africa, Nepal and Gambia<sup>1</sup>
- Focused on marketing through various brand promotion activities via multiple communication channels including TV Advertising and IPL Sponsorship
- Super Brand Status from FY 2011-16 and FY 2019-26



## Export Sales in the last 3 years



- Exports accounted for 13% of sales in FY25 and 15% in FY26.
- Exports provide natural hedge on forex as the company also imports raw materials
- Healthy order book for cable exports of INR 8,216 Mn. as on July, 2026.

## Presence across over 60 countries with offices in 4 countries



**Mrs. Archana Gupta**

Non-Executive  
Director



**Mr. Rajeev Gupta**

Executive Director  
(Finance) & CFO



**Mr. Lalit Sharma**

Chief Operating  
Officer



**Mr. Dilip Barnwal**  
Sr. Vice President -  
Operations (Silvassa Plants)



**Mr. Daya Nand Sharma**  
Sr. Vice President -  
Operations (Sanand Plants)



**Mr. Anil Gupta**  
Chairman-cum-Managing Director



**Mr. Kali Charan Sharma**  
Sr. Vice President -  
Operations (Bhiwadi Plants)



**Mr. Adarsh Kumar Jain**  
Vice President  
(Finance)



**Mr. Kishore Kunal**  
Sr. Vice President  
(Corporate Finance)  
& Company Secretary



**Mr. Manoj Kakkar**  
Executive Director -  
Sales & Marketing



**Mr. Akshit Diviaj Gupta**  
Whole Time Director



The background of the slide is a composite image. It features a hand in a business suit holding a black pen, drawing a solid white upward-curving arrow on a transparent surface. Behind this, there is a faint, larger line graph with a dashed yellow line showing fluctuations and a solid white line showing an overall upward trend. The graph has a vertical axis with numerical labels: 2000, 4000, 6000, 8000, and 10000. The overall color palette is light blue and white, with a rainbow-colored border at the top.

## **Growth Strategy**

## Expand Distribution Network

Increase penetration by expanding distribution network

## Grow Retail Business

Continued focus to increase share of retail business

## Scale up Exports

Further increase presence in overseas market

## Capacity Expansion

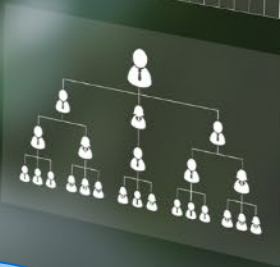
Increase capacity through brownfield & greenfield expansion

## Gain Share in EHV Market

Focus on strengthening EHV market share through increased capacity



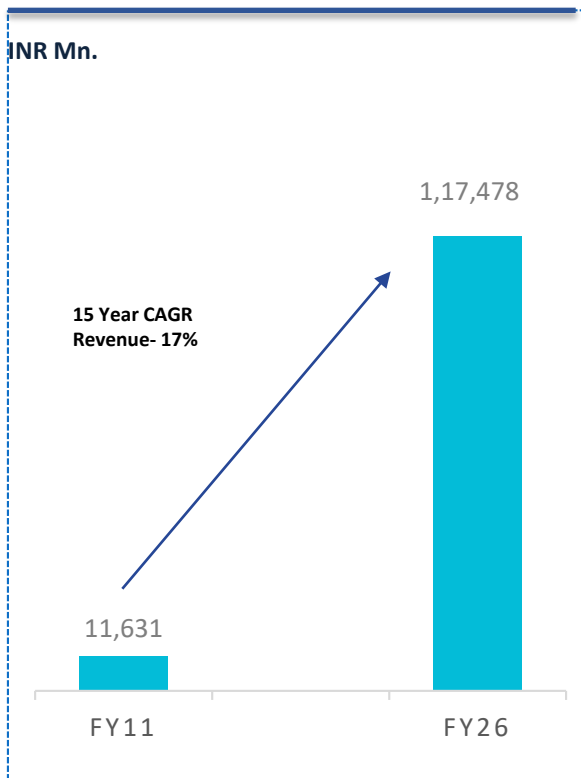




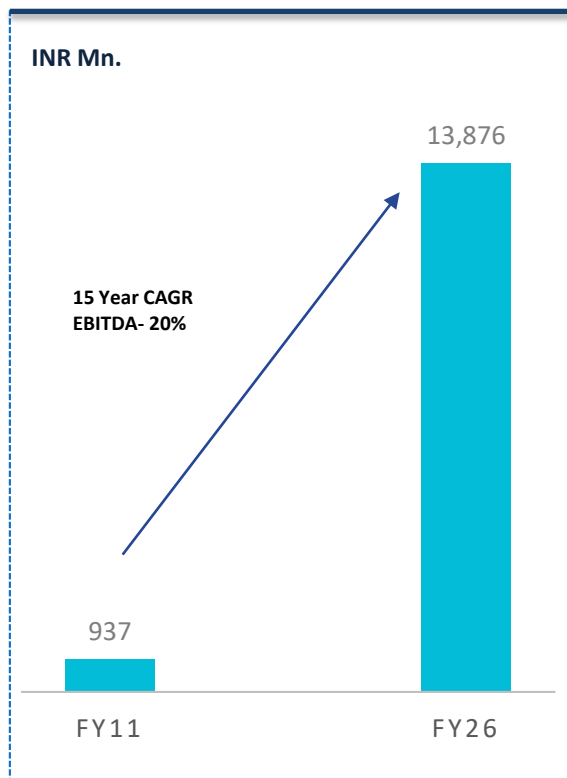
**Key  
Financials**

# 15 years Strong Financial Performance

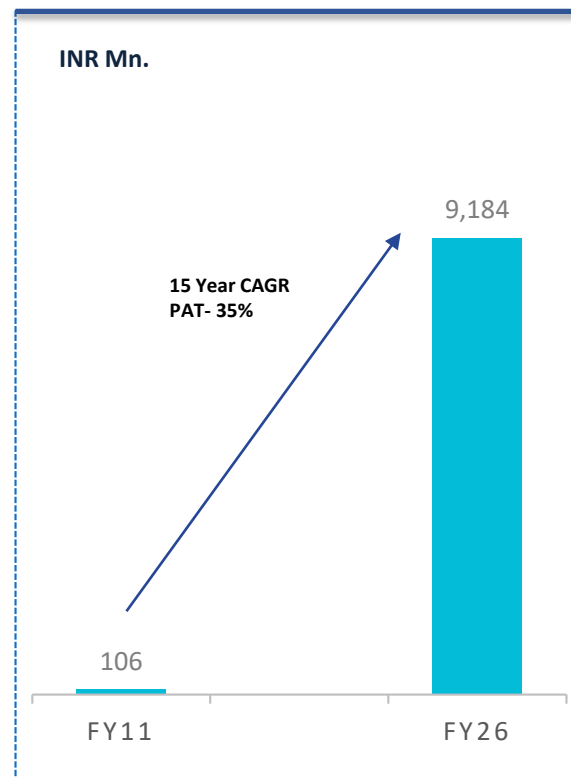
*Robust Revenue Growth...*



*...with Strong EBITDA Growth...*

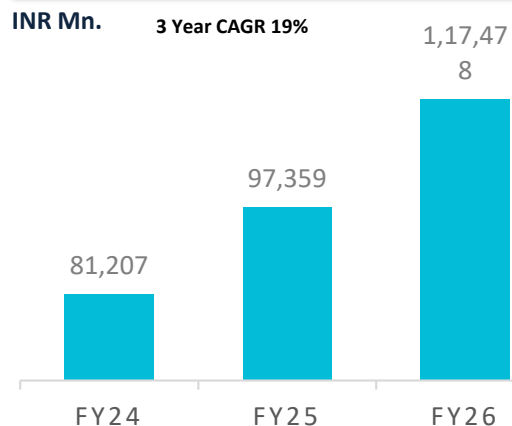


*...and strong PAT Growth*

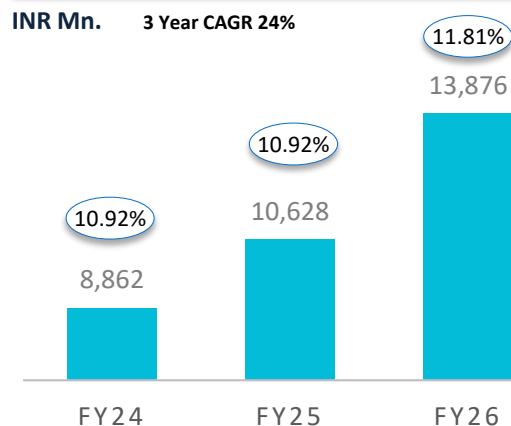


% margin

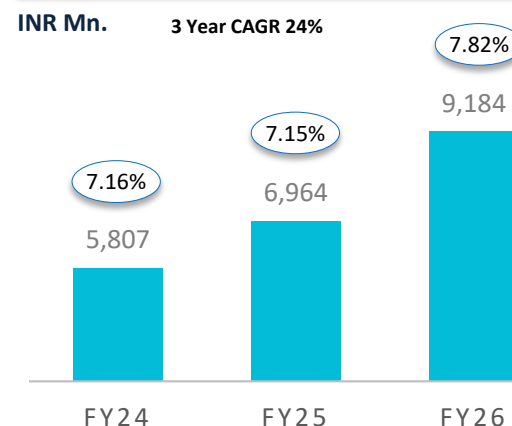
## Robust Revenue Growth...



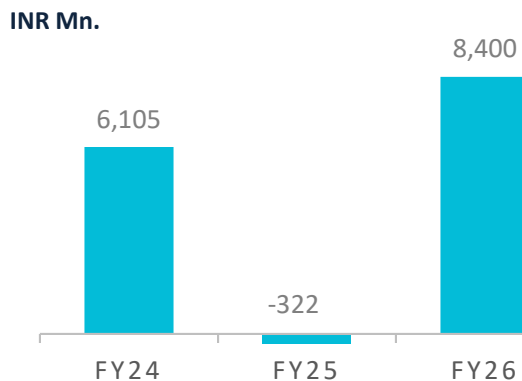
## ...with stable EBITDA Margins...



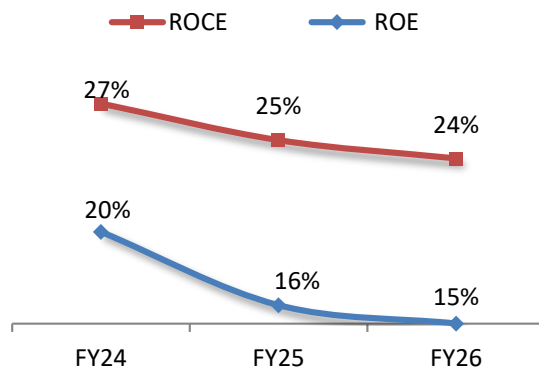
## ...and strong PAT Growth



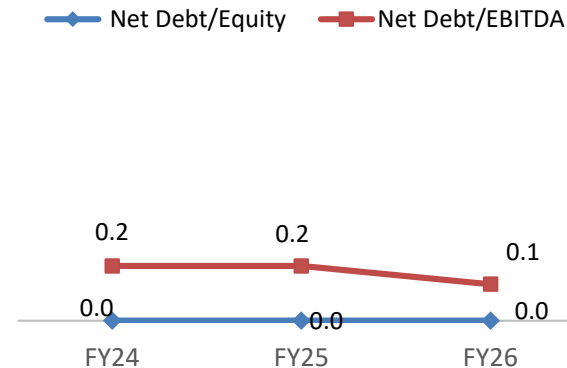
## Cash Flow<sup>1</sup>



## Robust Return Ratios<sup>2</sup>



## Comfortable Debt Profile

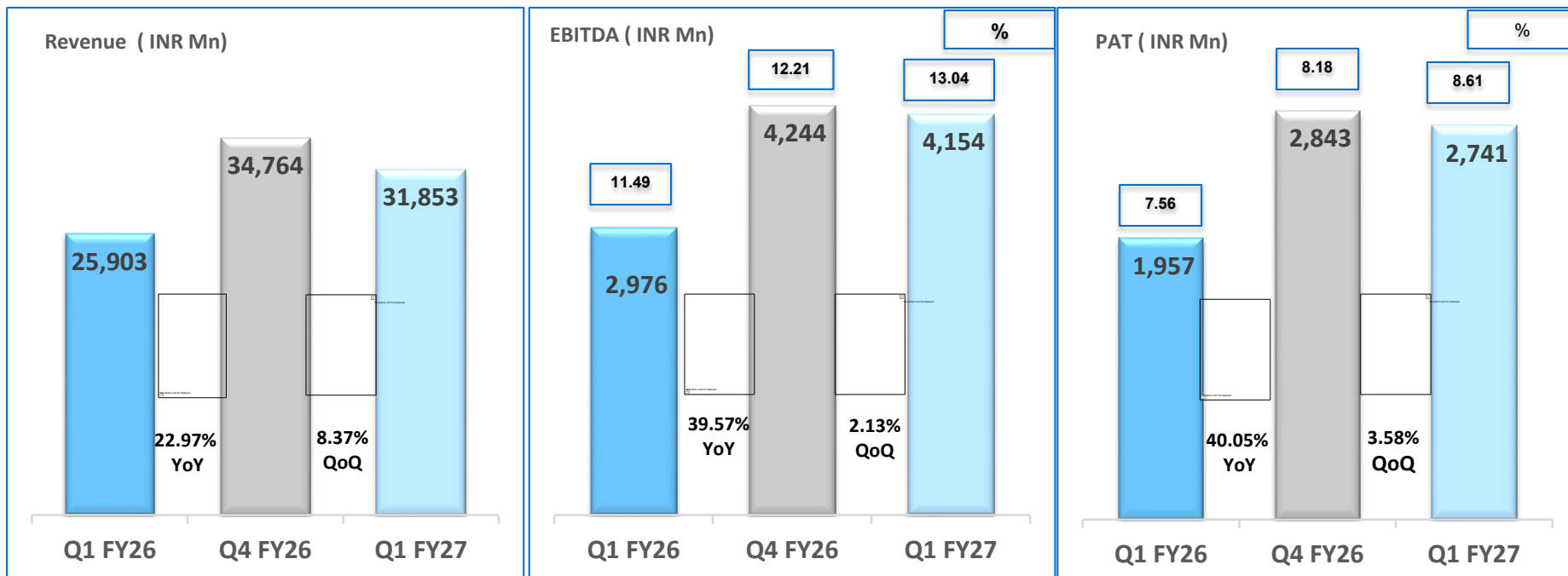


Healthy Order Book to achieve  
Turnover and Profitability

Insurance of Receivables to  
Mitigate risk

Track record of Consistent  
Debt Servicing

Credit rating: AA+ (stable) Long  
term and A1+ Short term



- Revenue growth of 22.97% YoY in Q1 FY27. Growth was driven by broad-based demand in Wires & Cables and balanced business performance.
- EBITDA growth of 39.57% YOY in Q1 FY27 due to better operating efficiency and better product mix. Consequently, the EBITDA margin expanded by ~155 bps to 13.04% in Q1 FY27 as against 11.49% in Q1 FY26.
- PAT growth of 40.05% YoY in Q1 FY27 supported by margin expansion to 8.61% in Q1 FY27 as against 7.56% in Q1 FY26.



## Summary of Financials

INR Mn.

| Particulars             | FY24   | FY25   | FY26     | Q1 FY27 |
|-------------------------|--------|--------|----------|---------|
| Net Sales               | 81,207 | 97,359 | 1,17,478 | 31,853  |
| EBITDA                  | 8,862  | 10,628 | 13,876   | 4,154   |
| PBT                     | 7,810  | 9,370  | 12,323   | 3,692   |
| PAT                     | 5,807  | 6,964  | 9,184    | 2,741   |
| Net Fixed Assets        | 8,913  | 13,786 | 26,887   | 28,553  |
| Net Worth               | 31,483 | 57,858 | 66,650   | 69,401  |
| Total Debt <sup>1</sup> | 1,342  | 1,783  | 1,862    | 2,039   |
| ROCE (%) <sup>2</sup>   | 27     | 25     | 24       |         |
| ROE (%) <sup>2</sup>    | 20     | 16     | 15       |         |

Note: Previous year / periods figures have been regrouped / reclassified, wherever necessary. Financials based on consolidated.

1 Including Discounting arrangements from Banks.

2 Average Capital Employed, excluding unutilized QIP proceeds and ROE lower due to Increased Net Worth from QIP Proceeds for FY 25 & FY 26

INR Mn.

| ASSETS                           | Q1 FY27*      | FY 26         | FY 25         | EQUITY AND LIABILITIES                | Q1 FY27*      | FY 26         | FY 25         |
|----------------------------------|---------------|---------------|---------------|---------------------------------------|---------------|---------------|---------------|
| <b><u>Non-Current Assets</u></b> |               |               |               | <b><u>Equity</u></b>                  |               |               |               |
| Fixed Assets                     | 28,553        | 26,887        | 13,786        | Equity Share Capital                  | 191           | 191           | 191           |
| Other Non Current Assets         | 1,032         | 1,105         | 2,214         | Other Equity                          | 69,210        | 66,459        | 57,667        |
|                                  |               |               |               | Non-Controlling Interest              | -             | -             | -             |
| <b>Total Non Current Assets</b>  | <b>29,585</b> | <b>27,992</b> | <b>16,000</b> | <b>Total Equity</b>                   | <b>69,401</b> | <b>66,650</b> | <b>57,858</b> |
|                                  |               |               |               | <b><u>Non-Current Liabilities</u></b> |               |               |               |
|                                  |               |               |               | Borrowings                            | -             | -             | -             |
|                                  |               |               |               | Other Non Current Liabilities         | 2,410         | 2,133         | 1,008         |
|                                  |               |               |               | <b>Total Non Current Liabilities</b>  | <b>2,410</b>  | <b>2,133</b>  | <b>1,008</b>  |
|                                  |               |               |               | <b><u>Current Liabilities</u></b>     |               |               |               |
| <b><u>Current Assets</u></b>     |               |               |               | Short Term Borrowings                 | 2,039         | 1,862         | 1,783         |
| Inventories                      | 31,416        | 24,008        | 17,303        | Trade Payables                        | 12,441        | 13,346        | 7,792         |
| Trade Receivables                | 15,792        | 18,417        | 17,973        | Others - Current Liabilities          | 5,056         | 5,569         | 3,905         |
| Cash and Bank Balances           | 10,540        | 15,126        | 19,153        | <b>Total Current Liabilities</b>      | <b>19,536</b> | <b>20,777</b> | <b>13,480</b> |
| Other Current Assets             | 4,014         | 4,017         | 1,917         |                                       |               |               |               |
| <b>Total Current Assets</b>      | <b>61,762</b> | <b>61,568</b> | <b>56,346</b> | <b>Total Equity and Liabilities</b>   | <b>91,347</b> | <b>89,560</b> | <b>72,346</b> |
| <b>Total Assets</b>              | <b>91,347</b> | <b>89,560</b> | <b>72,346</b> |                                       |               |               |               |

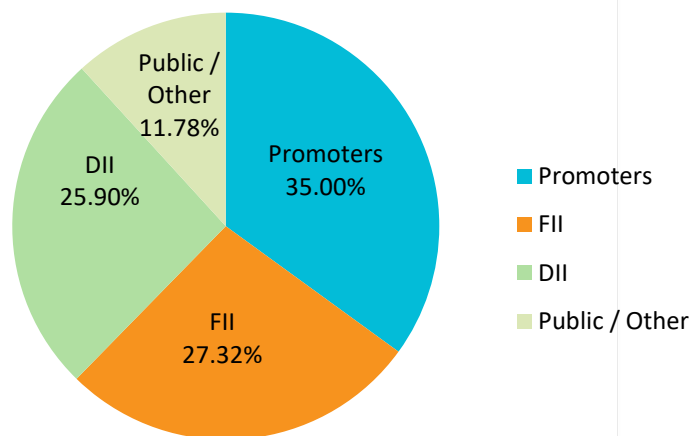
Previous Year's figures have been regrouped / rearranged, wherever necessary.

\* Q1 FY27 based on unaudited financials

## Shareholding Pattern



## Shareholding Pattern (as of 30th June, 2026)



## Key Institutional Investors (as of 30<sup>th</sup> June, 2026)

| Name of Shareholder                | % Holding     |
|------------------------------------|---------------|
| MOTILAL OSWAL                      | 4.48%         |
| KOTAK MAHINDRA TRUSTEE CO LTD      | 4.29%         |
| GOVERNMENT PENSION FUND GLOBAL     | 3.57%         |
| SMALLCAP WORLD FUND, INC           | 2.06%         |
| CANARA ROBECO MUTUAL FUND          | 1.79%         |
| HSBC MUTUAL FUND                   | 1.33%         |
| ICICI PRUDENTIAL FUND              | 1.25%         |
| EDELWEISS INDEX FUND               | 1.24%         |
| AXIS MUTUAL FUND TRUSTEE LIMITED   | 1.21%         |
| INVESCO INDIA MULTICAP FUND        | 1.04%         |
| DSP NIFTY 500 INDEX FUND           | 1.03%         |
| FRANKLIN BUILD INDIA FUND          | 0.67%         |
| HDFC MUTUAL FUND                   | 0.45%         |
| GOLDMAN SACHS FUNDS                | 0.41%         |
| MORGAN STANLEY INVESTMENT FUNDS    | 0.21%         |
| OTHERS                             | 28.19%        |
| <b>Total Institutional Holding</b> | <b>53.22%</b> |

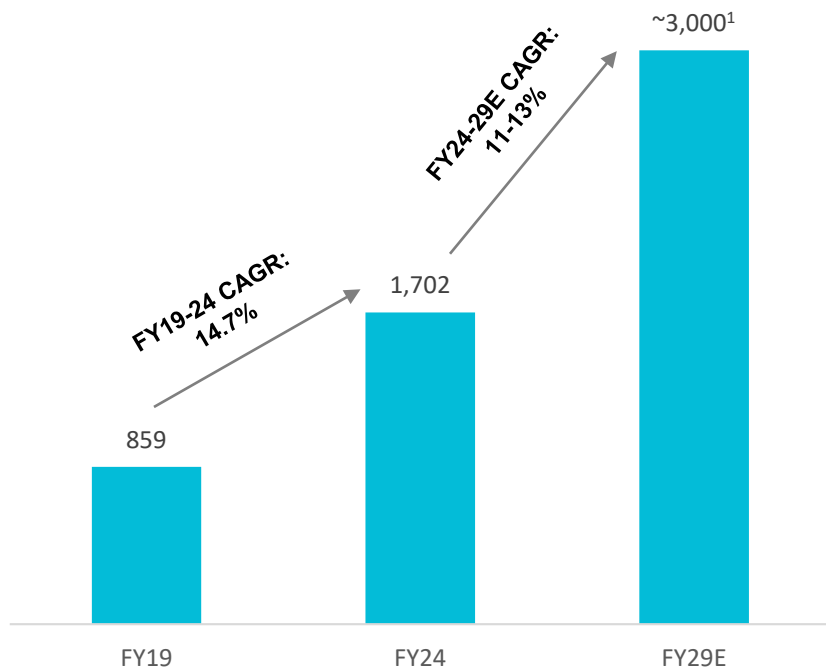




**Industry  
prospects**

## India Wires & Cables Market to Grow at 11-13% CAGR Between FY24-29E

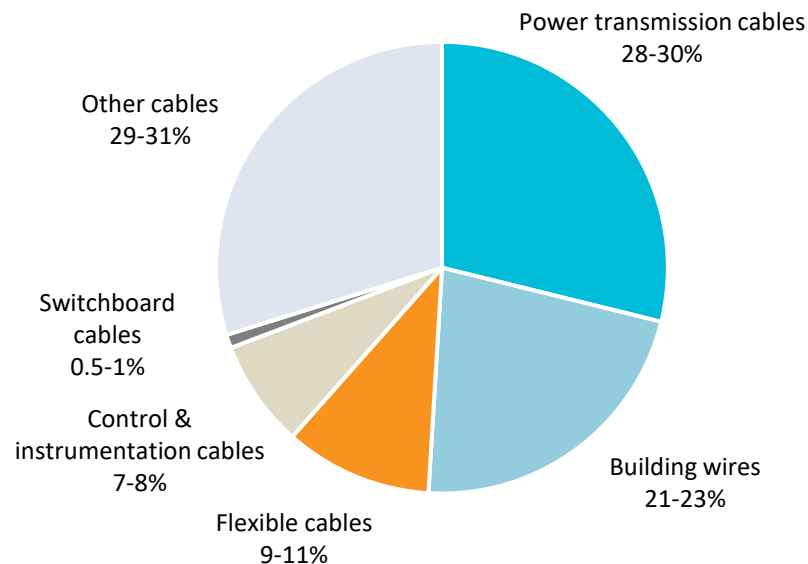
(INR Bn)



- Share of exports in overall wires & cables market has increased from 5% in FY19 to 10% in FY24
- Export market is expected to further grow at 10-11% CAGR between FY24-29E

## Power Transmission Cables and Building Wires Contribute to ~50% of the Market

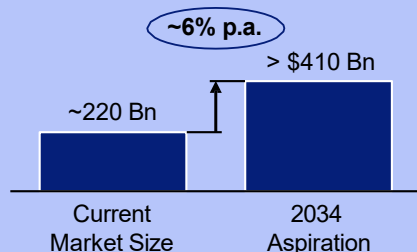
Segment wise split of cables and wires market (FY24)



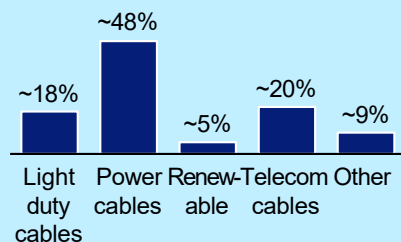
- High share of power transmission cables owing to favourable government initiatives in power segment e.g. rural electrification schemes, railway electrification, etc.
- Increasing construction spend in building segments coupled with growing FMEG industry is contributing to the demand of building wires

## Executive Summary – Cables & Wires

### Global market size



### Key sub-categories



### Trade



>70% | ~\$160 bn in 2024



**USA, Germany and Japan account for almost 35% of global cables & wires imports**



**China, Mexico, & the USA serve >35% of the global supply**

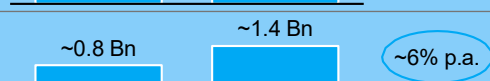
### India market opportunity & unlocks



#### Domestic Production



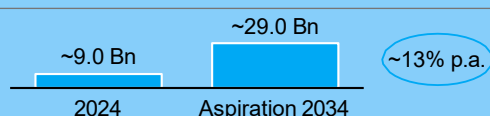
#### Imports



#### Exports



#### Domestic consumption



#### Potential to almost 4X domestic production:

Focus on high-demand segments like power cables, building wires, renewable cables

#### Aspiration to reduce India's import dependence from ~10% to <6% by 2034 by:

Investing in precision manufacturing & improving electrical durability (e.g., thermal stability), co-creating product & quality standards with end-use industries like renewables, railways etc. & strengthening skill base with industry-led training programs

#### Increase India's share of global export pie from ~1% to almost 3% by 2034 by:

Investing in quality standardization & securing global certifications, strengthening trade marketing, improving cost competitiveness (e.g., 10-20% more expensive vs China now)

#### Domestic consumption is expected to exceed \$29 Bn by 2034:

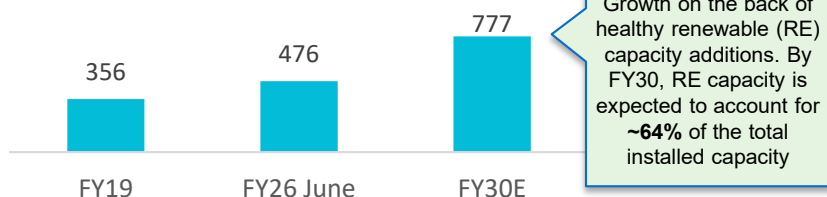
Driven by demand across categories like utilities, automobile, residential etc.

## Key Growth Initiatives for Cables and Wire Industry

### Higher Investment

- The nation plans to invest Rs. 9,15,920 crore (US\$ 107 billion) by 2032 to develop additional transmission lines, supporting its goal to nearly triple its clean power capacity
- India's energy storage sector is poised to attract an investment of Rs. 4,79,000 crore (US\$ 56.07 billion) by 2032, as per the India Energy Storage Alliance (IESA).
- India's thermal power sector is set to attract Rs. 2,30,000 crore (US\$ 26.71 billion) in investments by 2027-28, with private players contributing around one third, supporting the addition of 80 GW capacity by 2031-32 and ensuring stable base load energy alongside renewable growth.
- India plans to double capex to Rs. 72,72,600 crore (US\$850 billion) by 2030, with Rs. 25,66,800 crore (US\$ 300 billion) directed to power and transmission, led by NTPC, Tata Power, and Power Grid Corporation.
- Over the next decade, India plans to invest Rs. 42,00,000 crore (US\$488.37 billion) to upgrade its power sector—modernizing renewable energy, battery storage, and transmission networks to meet rising demand.

### Installed capacity in India (GW)

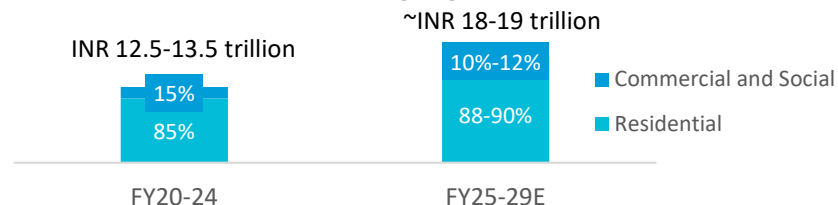


- Multiple drivers (industrial expansion, growing per-capita incomes) are leading to growth in power demand. This is set to continue in the coming years.

- Shift to renewable energy sources, including wind and hydro energy are expected to drive demand of specialty cables

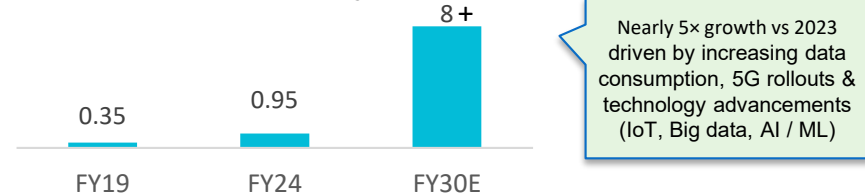
- Growing demand of cables and wires from building and construction sector – Growing demand of residential and commercial spaces and emergence of data centres and cloud computing represent key growth drivers

### Total construction spends in building segment



- India, it is estimated, needs to invest US\$ 840 billion over the next 15 years into urban infrastructure to meet the needs of its fast-growing population. This investment will only be rational as well as sustainable, if we additionally focus on long-term maintenance and strength of our buildings, bridges, ports, and airports.

### Data centre – installed capacity in India (GW)



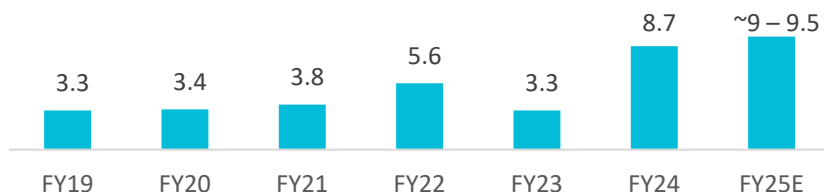
- Expansion of cloud and hyperscale data centres (AWS, Google, Microsoft, AdaniConneX, etc.)
- Digital India, 5G rollout, and AI/IoT adoption
- Increasing demand for edge data centres in Tier-2 & Tier-3 cities
- Supportive policies from MeitY & state governments (e.g., UP, Maharashtra, Tamil Nadu, Telangana)
- Investment estimates: ~₹ 40,000-45,000 crore (≈ US\$4.8-5.4 billion) in FY26-FY27 for data-centre business
- India's Data Centre Capacity set to touch 14GW by 2035 with 20% CAGR, driven by AI, Cloud and 5G demand.



## Key Growth Initiatives for Cables and Wire Industry (cont'd)

- Renewable energy capacity expansion underscores the need for integrating storage elements:
  - ✓ Pumped hydro (also known as pumped storage plants or PSP) capacity additions of 8.5-9.5 GW over FY25-29E
  - ✓ Battery energy storage system (BESS) (aimed at storing renewable energy during off-peak hours of power demand to support peak supply), expected to add another 23-24 GW of capacity over FY25-29E, will further drive demand for cables and conductors
- Increased multilateral investments in power transmission projects

### World Bank commitments in the segment (\$Bn)

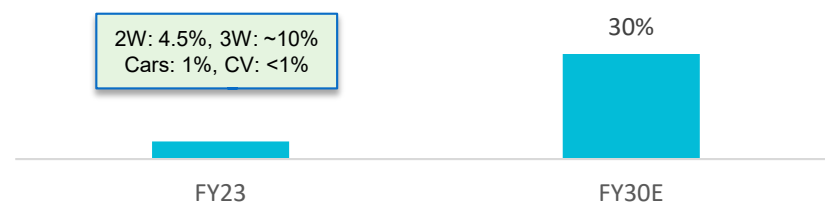


- GEC (Green Energy Corridor), dedicated infrastructure created to transmit power from renewable energy (RE) sources in states with high RE potential to drive growth at high voltage level
- Power sector to witness incremental power demand from railway electrification

| Based on running track  | FY20 | FY21 | FY22 | FY23 |
|-------------------------|------|------|------|------|
| Railway electrification | 68%  | 74%  | 80%  | 87%  |

- Transition to electric vehicles (EV) to increase the demand for charging infrastructure which will in turn drive demand for cables and conductors

### EV penetration in overall automobile segment



- ISTS network expansion to drive growth for transmission line and transformation capacity
  - ✓ Network expansion to entail an investment of INR 2.9 trillion over FY25-29E
- T&D losses have been on a declining trajectory (from 20.7% in FY19 to 12.5-13.0% in FY25E), to reduce further led by a host of infrastructural measures
  - ✓ Reduction of T&D losses to require upgrade of the transmission and distribution infrastructure, which in turn will boost the demand of conductors and cables
- Increased transmission line additions – total length of domestic transmission lines rose from 413K circuit kilometers (ckm) in FY19 to 486K ckm in FY24<sup>1</sup>
  - ✓ Robust generation capacity additions and government's focus on 100% rural electrification through last mile connectivity has led to extensive expansion of the transmission and distribution system

## Key Growth Initiatives for Cables and Wire Industry (cont'd)

- **India's National Electricity Plan (2022-32)**

The National Electricity Plan (NEP) outlines India's strategy for power expansion over the next decade.

Key targets include:

- Peak demand forecast: 277.2 GW by 2026-27, 366.4 GW by 2031-32
  - Installed capacity target: 609 GW by 2031-32
  - Renewable energy goal: 500 GW of non-fossil fuel capacity by 2030
  - Investment requirement: ₹ 33.6 trillion (US\$384.5 billion) over the next decade
- 
- India has to enhance its infrastructure to reach its 2025 economic growth target of US\$ 5 trillion.
  - India has unveiled a comprehensive plan worth Rs. 9.15 lakh crore (US\$ 109.50 billion) to enhance its power infrastructure and meet a projected demand of 458 GW by 2032
  - India's commitment to renewable energy, with a target of 500 GW of non-fossil fuel capacity by 2030.
  - The positive developments in the manufacturing sector, driven by production capacity expansion, government policy support, heightened M&A activity, and PE/VC-led investment, are creating a robust pipeline for the country's sustained economic growth in the years to come
  - Infrastructure expenditure has proposed to Rs. 12.2 lakh crore (US\$ 133.07 billion) in FY27 to sustain investment momentum.
  - Budget 2026 introduces one of the most significant policy packages yet for data centres — massive tax holidays, simplified norms and global investor appeal — reinforcing India's ambition to become a world-class digital infrastructure hub by 2047.



# Strengthening Brand Recognition



**Partner**



**2009-2012**



**2013-2015**



**Wires & Cables Specialist**



**Jode Dilon Ke Taar**



**2016-2017**



**2019-2020**



**Har Tension Sahe Chalti Rahe**



**IPL Sponsorship from FY 17 to FY 26**



## Highlights of Sports Sponsorship Activities

### Title Sponsorship of Real Kabaddi League



On ground Activations

### Tamil Thalaivas- Pro Kabaddi League



Jersey Sponsorships

### Patna Pirates- Pro Kabaddi League



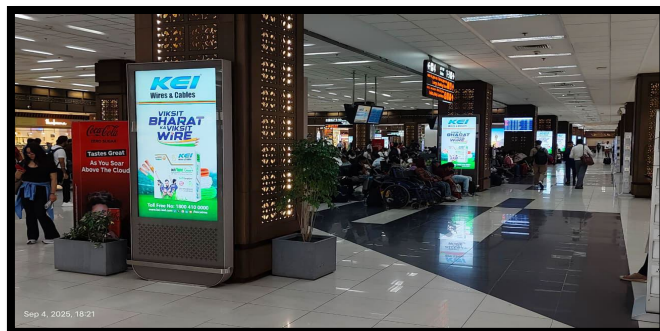
Jersey Sponsorships

## Highlights of IPL Sponsorship Activities



# Multi-pronged Approach to Further Strengthen Brand Positioning

Advertisement & Publicity expenses  
(INR Mn.)



- Association with Rajasthan Royals in past and amplification via digital presence
- Meeting with channel partners
- IT app for connecting dealers, distributors, retailers and electricians
- TV advertisement
- Extensive retail branding around major festivals
- Inside metro station branding with Metro and Airport.
- Extensive participation in events & exhibitions (domestic & international)
- Marked presence through outdoor campaigns.



**ESG**



## Capacity Building



- Multiple awareness sessions conducted covering factory personnel, HO Staff and suppliers

## Materiality Assessment



- 20 relevant ESG topics identified
- Survey floated across all internal & external stakeholders
- 8 high priority material issues identified

## Supplier Due Diligence



- Supplier Selection Criteria & Scoring
- Assessment bifurcated into Mandatory & Best Practices

## Satisfaction Surveys



- Rating-based questionnaire developed
- Shareholder feedback which received an average rating of "Excellent"

## ESG Disclosure



- Integrated Report
- BRSR Reporting with Scope 3 disclosures
- Reasonable Assurance on BRSR Core Indicators



## 8 High priority material issues covered in ESG

1. GHG Emissions & Climate Change
2. Product Stewardship
3. Natural Resource Management
4. Supply Chain Sustainability
5. Employee Development and Engagement
6. Occupational Health & Safety
7. Governance and Ethical Business Conduct
8. Transparency, Accountability and Reporting

**49**

**Total Suppliers  
targeted**

**75%**

**of value chain<sup>1</sup>**

**43**

**Total Parameters  
covered in assessment**

# Committed to Provide Environmentally Safe and Socially Responsible Workplace

## Environmental Stewardship Initiatives

- ✓ Renewable Energy Utilisation to lower carbon footprint and reduce GHG emissions
- ✓ Ensuring environmental preservation by adhering to all compliances
- ✓ Implementing zero discharge facilities and rainwater harvesting across all units
- ✓ Air Quality Improvement by utilising natural gas for operations and conducting tree plantation drives around facilities to enhance air quality

## Social Commitment

- ✓ Health and safety prioritised for both employees and product users
- ✓ Ensuring ESG compliance throughout the value chain
- ✓ ESG-focused training programme for employees

## Governance Practices

- ✓ Manufacturing facilities certified with ISO 14001:2015, ISO 45001:2018, ISO 9001:2015
- ✓ ESG targets reviewed annually by Board



## Environment

- ✓ GHG Intensity<sup>1</sup> for scope 1 & 2 emissions reduced by 4.8% in FY 24-25 as compared to last year.
- ✓ Reduction in energy intensity<sup>1</sup> by 9.89% in FY 24-25 as compared to last year.
- ✓ Renewable energy increased by 1.46% in FY 24-25 as compared to last year.
- ✓ Water intensity reduced by 15.71% in FY 24-25 as compared to last year.

## Social

- ✓ Shareholder satisfaction survey rolled out for 1,64,459 shareholders
- ✓ Shareholders rated “Excellent” on Shareholder satisfaction survey
- ✓ 47.50% reduction in LTFIR for workers as compared to last year.
- ✓ Supplier Assessment conducted for 49 Suppliers
- ✓ Supplier code of conduct strengthened

## Governance

- ✓ Materiality Assessment conducted
- ✓ Policies are aligned with NGRBC principles
- ✓ No cases of data breaches
- ✓ Strong oversight on ESG performance at board level

✓ **EV Forklifts for Material Handling**

Eliminates direct carbon emissions from fuel combustion, reducing Scope 1 emissions.  
No exhaust emissions, leading to better air quality in production facilities.

✓ **Dedicated Power Feeder**

Minimizes transmission and distribution losses, ensuring optimal power utilization.  
Reducing voltage fluctuations decreases downtime and enhances energy efficiency.

✓ **Dual Fuel DG Set with PNG (Piped Natural Gas)**

PNG burns cleaner than diesel, reducing CO<sub>2</sub> and other pollutant emissions.  
Natural gas is often more economical than diesel, reducing operational costs.

✓ **Adoption of IE3 & IE4 Motors**

Reduces power consumption in key manufacturing processes such as extrusion, winding, and cutting.  
Higher efficiency means reduced electricity bills and a lower scope 2 emissions.

✓ **ESG Website Content**

Developed an ESG website content to include a sustainability tab and put all the relevant disclosures inclusive of policies for ease of reference to all the stakeholders



### ✓ Lifecycle Assessment

We have undertaken Life Cycle Assessment of 11 of our products and have generated the report for the same.

### ✓ SBTi Commitment

We have initiated the process to align our long-term environmental commitments with SBTi and the same shall be validated by SBTi

## ESG Ratings

In FY 2025, the KEI Industries strengthened its position as a responsible and future-ready wires and cables manufacturer, achieving an ESG score of 72 from NSE Sustainability Ratings & Analytics and being classified under the “Leader” rating category. This performance reflects its consistent focus on sustainability, workforce well-being, and strong governance, while surpassing industry.

KEI also achieved a CareEdge ESG score of 72.8 with an ESG-1 rating from Care Edge ESG Rating, reflecting best-in-class ESG practices, disciplined risk management, and a sustained commitment to creating long-term value for all stakeholders.

**CSR**



## Our Social Responsibility – Partnering for Community Resilience



### Swasthya Utsav focused on these three aspects

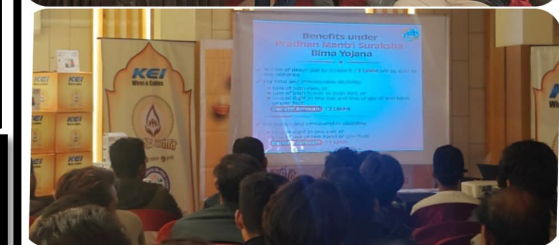
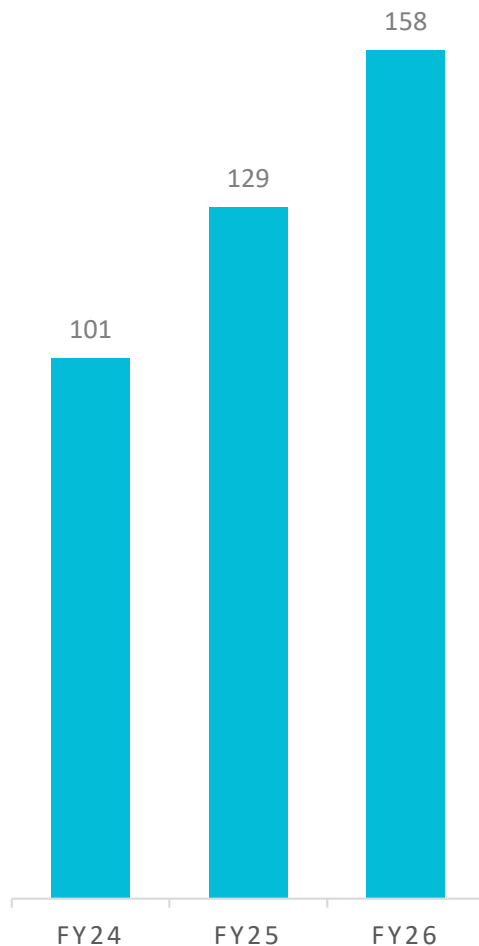
- Daily Safety
- Good Touch Bad Touch
- Physical Fitness & Self-Empowerment

- This year, we integrated all the elements from our past activities of the Jyoti Series and added new ones to give our activity a 360-degree approach
- The target group was directly reached through the Swasthya Utsav events organized by KEI for electricians and their families, held in multiple locations across India. Along with offering free health check-ups and consultations by experienced doctors, KEI facilitated the creation of ABHA Cards for the electricians and their families, integrating them into the healthcare ecosystem



# ...Our Social Responsibility – Partnering for Community Resilience

CSR Spend  
(INR Mn.)





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