







January 31, 2018

BSE Limited
P.J. Tower
Dalal Street, Fort
Mumbai - 400 001

The National Stock Exchange of India Ltd.
Exchange Plaza
Bandra Kurla Complex
Bandra (E)
Mumbai - 400 051

Dear Sir.

Re.: Outcome of the Board Meeting and announcements pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the 'Listing Regulations')

Pursuant to the provisions of the Listing Regulations, we wish to inform you that the Board of Directors of the Company at its meeting held today, commenced at 1.00 p.m. and concluded at 1.45 p.m., has, inter-alia, considered the following:

1. Approved and taken on record the Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter/nine months ended December 31, 2017.

The Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter/nine months ended December 31, 2017 prepared in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 together with Limited Review Reports of the Statutory Auditors are enclosed herewith.

We have also uploaded the above results on the Company's website at www.bseindia.com and on the websites of the Stock Exchanges at www.bseindia.com and www.bseindia.com

- Approved re-appointment of Mr. Chetan Kajaria and Mr. Rishi Kajaria as the Joint Managing Directors of the Company for a further period of 3 years effective from April 1, 2018. The said re-appointment of Mr. Chetan Kajaria and Mr. Rishi Kajaria will be subject to approval of the shareholders of the Company. Details pursuant to Regulation 30 of the Listing Regulations are given in <u>Annexure-A</u>.
- Approved expansion of capacity of manufacturing polished vitrified tiles at the existing facility at Malutana, Rajasthan by 5.60 msm per annum making total polished vitrified tiles capacity to 12.10 msm per.annum. Details pursuant to Regulation 30 of the Listing Regulations are given in <u>Annexure-B</u>.
- Investors' Release dated January 31, 2018 specifying the summary of financial performance and other developments for the quarter/nine months ended December 31, 2017 is enclosed herewith.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For Kajaria Cerami

R.C. Rawat

COO (A&T) & (Encl.: as above

COO (A&T) & Company Secretar

Kajaria Ceramics Limited

Corporate Office: J1/B1 (Extn.), Mohan Co - op Industrial Estate, Mathura Road, New Delhi - 110044, Ph.: +91-11-26946409 | Fax: +91-11-26946407 | Regd Office: SF-11 Second Floor MD Regent Plaza Mehrauli Gurgaon Road, Village Sikanderpur Ghosi, Gurgaon-122001, Haryana, Ph.: +91-124-4081281 | CIN No.: L26924HR1 MSPLC 156 150 | E-mail: info@kajariaceramics.com | Web.: Www.kajariaceramics.com









Annexure-A

Details regarding re-appointment of Mr. Chetan Kajaria and Mr. Rishi Kajaria as **Joint Managing Directors of the Company**

Sr. No.	Particulars	Mr. Chetan Kajaria	appointed as Joint Managing Director, in view of his contribution towards the		
1.	Reason for change viz. appointment, resignation, removal, death or otherwise	Mr. Chetan Kajaria has been re-appointed as Joint Managing Director, in view of his contribution towards the excellent growth of Company. (Please refer Point 3 below)			
2.	Date of appointment / cessation (as applicable) & term of appointment	The Board of Directors of the Company has re-appointed Mr. Chetan Kajaria as the Joint Managing Director of the Company for a further period of 3 years effective from April 1, 2018. The re-appointment of Mr. Chetan Kajaria will be subject to approval of the shareholders of the Company.	The Board of Directors of the Company has re-appointed Mr. Rishi Kajaria as the Joint Managing Director of the Company for a further period of 3 years effective from April 1, 2018. The re-appointment of Mr. Rishi Kajaria will be subject to approval of the shareholders of the Company.		
3.	Brief Profile (in case of appointment)	Mr. Chetan Kajaria is a Bachelor in Petrochemical Engineering (B.E.) from Pune University and holds an MBA from Boston College, U.S.A. He started his journey at Kajaria Ceramics Limited in the year 2000 and has been instrumental in giving a new dimension to the Company by opening international standard tile showrooms across the country which has today become an industry trend. He is spearheading the ceramic tile vertical. He is responsible for the first ever acquisition in the Company's history-acquiring a ceramic tile plant in Gujarat for feeding the Western and Southern markets in February 2011. He spread the concept of value added tiles in the ceramic tile vertical Asing digital technology			

Kajaria Ceramics Limited

Delhi - 110044, **Ph.**: +91-11-26946409 | **Fax**: +91-11- 26946407 Corporate Office : J1/B1 (Extn.), Mohan Co - op Industrial Extant Regd Office: SF-11, Second Floor, MD Regent Plaza, Mehrauli Gurg, MROAD, Villa, Sikanderpur Ghosi, Gurgaon-122001, Haryana, Ph.: +91-124-4081281 CIN No.: L26924HR1985PLC056150, E-mail: info@kajariaceramics.com









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	from Spain by displaying at dealers' showroom across the country. He had also led the acquisition of a ceramic tile plant in Vijayawada, Andhra Pradesh in April 2012, marking the Company's entry into the growing markets of South India. He has played a key role in making Kajaria Ceramics Limited a leading manufacturer of ceramic wall & floor tiles in India.	repute of Kajaria brand of marketing aspiration. He commissioned a unit at Gailpur to manufacture glazed vitrified tiles matching the globally- sourced variants and offered it to the Indian customers at considerably lower prices. He was instrumental in acquiring three tile companies in Morbi, Gujarat and one in Rajahmundry, Andhra Pradesh. With this strategy, he added capacity without any gestation period and acquired reach (West and South) which was critical to capitalise on the various pan-India opportunities. This resulted in additional sales volumes and profit acceleration for the Company. He is also responsible for spearheading the lateral shift of the Company into Sanitaryware and faucets in keeping with the overall growth master plan.
 Disclosure of relationships between Directors (in case of appointment of a Director)	Mr. Ashok Kajaria, Chairman & Managing Director is father of Mr. Chetan Kajaria and Mr. Rishi Kajaria.	Mr. Ashok Kajaria, Chairman & Managing Director is father of Mr. Chetan Kajaria and Mr. Rishi Kajaria.
	Mr. Chetan Kajaria is brother of	Mr. Rishi Kajaria is brother of

Mr. Chetan Kajaria.



Mr. Rishi Kajaria.

Kajaria Ceramics Limited

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Annexure-B

<u>Details regarding proposed expansion of manufacturing capacity of polished vitrified tiles</u> <u>at Malutana, Rajasthan Plant of the Company</u>

Sr. No.	Particulars	Details
1.	Existing capacity	6.50 MSM per annum
2.	Existing capacity utilisation	86%
3.	Proposed capacity addition	5.60 MSM per annum
4.	Period within which the proposed capacity is to be completed	Expected to be completed in F.Y. 2018-19
5.	Investment required	Rs. 80 crores
6.	Mode of financing	Debt / Internal accruals
7.	Rationale	To meet the future demand of Polished Vitrified Tiles



Walker Chandiok & Co LLP

(Formerly Walker, Chandiok & Co) L-41 Connaught Circus New Delhi 110001 India

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Independent Auditor's Review Report on Standalone Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of Kajaria Ceramics Limited

- 1. We have reviewed the accompanying statement of unaudited standalone financial results ('Statement') of Kajaria Ceramics Limited (the 'Company') for the quarter ended 31 December 2017 and the year to date results for the period 1 April 2017 to 31 December 2017, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
- 2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
- 3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, and other recognised accounting practices and policies has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Independent Auditor's Review Report on Standalone Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (cont'd)

4. The unaudited financial results for the quarter ended 31 December 2016 and the year to date results for the period 1 April 2016 to 31 December 2016, included in the Statement were reviewed by the predecessor auditors, O. P. Bagla & Co., Chartered Accountants, who have issued unmodified review report dated 24 January 2017 on such financial results. Further, the financial results for the year ended 31 March 2017 included in the Statement were audited by the predecessor auditors who have expressed an unmodified opinion vide their audit report dated 15 May 2017 on such financial results.

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Willing Charlen & Walker Chandiok & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

per Neeraj Sharma

Partner

Membership No. 502103

Place: New Delhi Date: 31 January 2018



STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2017

(₹ in crores, except per share data)

	Quarter ended			Nine months ended		Year ended	
PARTICULARS	31 December 2017	30 September 2017	31 December 2016	31 December 2017	31 December 2016	31 March 2017	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
1. INCOME							
a) Revenue from operations	624.05	633.84	645.4 0	1,926. 8 9	1,961.93	2,720.11	
b) Other income	5.16	4.12	5.86	14.60	17.98	25.34	
Total income (1)	629.21	637.96	651.26	1,941.49	1,979.91	2,745.45	
2. EXPENSES							
a) Cost of materials consumed	115.96	128.20	90.94	359.56	298.78	403.95	
b) Purchases of stock-in-trade	186.19	188.27	222.16	598.25	677.05	932.86	
c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	0.37	10.88	4.81	(14.24)	(24.33)	(12.87)	
d) Excise duty	-	-	44.34	47.57	138.16	192.15	
e) Employee benefits expense	62.34	64.23	55.92	184.98	167.45	220,52	
f) Finance costs	1.12	1.54	0.72	3.64	2.91	3.54	
g) Depreciation and amortisation expense	15.76	15.12	13.41	45.61	39.58	53.20	
h) Power and fuel	81.88	79.76	63.04	236.27	187.30	266.04	
i) Other expenses	75.14	37.20	66.08	192.98	193.17	278.80	
Total expenses (2)	538.76	525.20	561.42	1,654.62	1,680.07	2,338.19	
3. Profit before exceptional items and tax (1-2)	90.45	112.76	89.84	286.87	299.84	407.26	
4. Exceptional items	-	_	-	(3.61)	_	-	
5. Profit before tax (3-4)	90.45	112.76	89.84	283.26	299.84	407.26	
6. Tax expense:	1					1	
a) Current tax	29.53	35.52	25.75	92.06	91.50	122.17	
b) Deferred tax	1.34	2.32	3.58	4.56	8.57	14.93	
7. Profit for the period (5-6)	59.58	74.92	60.51	186.64	199.77	270.16	
8. Other comprehensive income					1		
A i) Items that will not be reclassified to profit or loss	(0.38)	(0.74)	-	(1.60)	-	(0.67)	
ii) Income-tax relating to items that will not be reclassified to profit or loss	-	-	_	_	-		
B i) Items that will be reclassified to profit or loss	_	_	-	-	-	_	
ii) Income-tax relating to items that will be reclassified to profit or loss		_	-	-	_	-	
9. Total comprehensive income for the period (comprising profit and other comprehensive income for the period) (7+8)	59.20	74.18	60.51	185.04	199.77	269.49	
10. Paid up equity share capital (face value : ₹ 1 per share)	15.89	15.89	15.89	15.89	15.89	15.89	
11. Other equity						1,163.80	
12. Earnings per equity share:							
i) Basic	3.75	4.71	3.81	11.74	12.57	17.00	
ii) Diluted	3.74	4.70	CHANDR	11.71	12.53	16.95	

SIGNED FOR THE SIGNED



Notes:

- 1 The above financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 31 January 2018 and have undergone 'Limited Review' by the statutory auditors of the Company.
- The above results have been prepared in accordance with the Indian Accounting Standards ('Ind-AS') as notified under the Companies (Indian Accounting Standards) Rules, 2015, amended by the Companies (Indian Accounting Standards) Amendment Rules, 2016, specified under section 133 of the Companies Act, 2013.
- 3 During the quarter ended 31 December 2017, the company has acquired an additional 21.37% of the equity shares of Jaxx Vitrified Private Limited (subsidiary company) and subsequently controls 82.37% of the said entity.
- 4 Post the applicability of Goods and Services Tax (GST) with effect from 1 July 2017, Revenue from operations are required to be disclosed net of GST in accordance with the requirements of Ind AS. Accordingly the Revenue from operations for the quarter ended and nine months ended 31 December 2017 are not comparable with the corresponding previous quarter/nine months presented in the financial results which are reported inclusive of Excise Duty.
- 5 The Company's business primarily falls within a single business segment in terms of the Indian Accounting Standards 108 'Operating Segments' and hence no additional disclosures are being furnished.

SIGNED FOR IDENTIFICATION PURPOSES



For and on behalf of the Board

Achok Kajaria
Chairman & Managing Director

Place: New Delhi

Date: 31 January 2018

KAJARIA CERAMICS LIMITED

Regd Office: SF-11, Second Floor, JMD Regent Plaza, Mehrauli-Gurgaon Road, Village Sikanderpur Ghosi,
Gurgaon -122001 (Haryana), Ph: 0124-4081281
Corporate Office: L1/R-1 (Extp.), Mohan Co. operative Industrial Estate, Mathura Road

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CIN: L26924HR1985PLC056150, E-mail: investors@kajariaceramics.com Website: www.kajariaceramics.com

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Independent Auditor's Review Report on Consolidated Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of Kajaria Ceramics Limited

- 1. We have reviewed the accompanying statement of unaudited consolidated financial results ('Statement') of Kajaria Ceramics Limited (the 'Company') and its subsidiaries (the Company and its subsidiaries together referred to as the 'Group'), (Refer Annexure 1 for the list of subsidiaries included in the Statement) for the quarter ended 31 December 2017 and the consolidated year to date results for the period 01 April 2017 to 31 December 2017, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
- 2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
- 3. Based on our review conducted as above and upon consideration of the review reports of the other auditors, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, and other recognised accounting practices and policies has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.



Independent Auditor's Review Report on Consolidated Quarterly Financial Results and Year to Date Results of Kajaria Ceramics Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Cont'd)

4. We did not review the financial results of seven subsidiaries included in the Statement whose financial results reflect total revenues of ₹ 152.84 crores and ₹ 479.64 crores for the quarter and period ended 31 December 2017 respectively and net loss (including other comprehensive income) of ₹ 6.62 crores and ₹ 32.85 crores for the quarter and period ended 31 December 2017 respectively. These financial results have been reviewed by other auditors whose review reports have been furnished to us by the management and our report in respect thereof is based solely on the review reports of such other auditors.

Our review report is not modified in respect of this matter.

5. The unaudited consolidated financial results for the quarter ended 31 December 2016 and the year to date results for the period 1 April 2016 to 31 December 2016, included in the Statement were reviewed by the predecessor auditors, O. P. Bagla & Co., Chartered Accountants, who have issued unmodified review report dated 24 January 2017 on such consolidated financial results. Further, the consolidated financial results for the year ended 31 March 2017 included in the Statement were audited by the predecessor auditors who have expressed an unmodified opinion vide their audit report dated 15 May 2017 on such consolidated financial results.

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Willing Charlon ho W For Walker Chandiok & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

per Neeraj Sharma

Partner

Membership No. 502103

Place: New Delhi Date: 31 January 2018

Independent Auditor's Review Report on Consolidated Quarterly Financial Results and Year to Date Results of Kajaria Ceramics Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Cont'd)

Annexure 1

List of subsidiaries included in the Statement

- 1. Soriso Ceramic Private Limited;
- 2. Jaxx Vitrified Private Limited;
- 3. Vennar Ceramics Limited;
- 4. Floera Ceramics Private Limited;
- 5. Cosa Ceramics Private Limited; and
- 6. Kajaria Bathware Private Limited
- 7. Taurus Tiles Private Limited (till 29 June 2017)





STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2017

(₹ in crores, except per share data)

	Quarter ended			Nine months ended		Year ended	
PARTICULARS	31 December 2017	30 September 2017	31 December 2016	31 December 2017	31 December 2016	31 March 2017	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
1. INCOME							
a) Revenue from operations	661.16	671.23	677.08	2,032.51	2,050.24	2,854.51	
b) Other income	1.77	1.13	2.10	5.70	7.61	15.36	
Total income (1)	662.93	672.36	679.18	2,038.21	2,057.85	2,869.87	
2. EXPENSES							
a) Cost of materials consumed	167.27	183.99	146.29	540,50	497.14	677.13	
b) Purchases of stock-in-trade	80.93	86.05	55.17	245.60	150.16	229.67	
c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	7.63	21.63	24.66	(16.82)	(4.02)	12.63	
d) Excise duty		_	70.40	71.95	221.34	304.88	
e) Employee benefits expenses	78.97	81.41	71.98	236.95	218.00	288.71	
f) Finance costs	5.22	6.39	8.27	19.41	26.18	34.00	
g) Depreciation and amortisation expense	22.26	21.57	20.62	65.67	60.90	81.39	
h) Power and fuel	120.92	119.82	100.91	367.31	318.07	448.02	
i) Other expenses	95.48	56.31	95.03	250.73	284.02	397.14	
Total expenses (2)	578.68	577.17	593.33	1,781.30	1,771.79	2,473.57	
3. Profit before exceptional items and tax (1-2)	84.25	95.19	85.85	256.91	286.06	396.30	
4. Exceptional items	-	-	-	0.75	-	-	
5. Profit before tax (3-4)	84.25	95.19	85.85	257.66	286.06	396.30	
6. Tax expense:							
a) Current tax	29.83	35.91	26.76	94.15	94.21	126.41	
b) Deferred tax	1.31	2.33	4.13	4.54	10.21	16.08	
7. Profit for the period (5-6)	53.11	56.95	54.96	158.97	181.64	253.81	
8. Profit from continuing operations for the period attributable to:							
a) Owners of the Company	54.31	63.70	55.11	168.99	182.14	252.84	
b) Non controlling interests	(1.20)	(6.75)	(0.15)	(10.02)	(0.50	0.97	
9. Other comprehensive income			ļ				
A i) Items that will not be reclassified to profit or loss	(0.38)	(0.74)	-	(1.60)	-	(0.72)	
ii) Income-tax relating to items that will not be reclassified to profit or loss	_	_	-	_	_	_	
B i) Items that will be reclassified to profit or loss	_		_	_	_	-10	
ii) Income-tax relating to items that will be reclassified to profit or loss	_	-	-	_	-	_	
10. Total comprehensive income for the period (comprising profit and other comprehensive income for the period) (8+9)	53.93	62.96	55.11	167.39	182.14	252.12	
11. Paid up equity share capital (face value : ₹ 1 per share)	15.89	15.89	15.89	15.89	15.89	15.89	
	15.09	15.65	15.05	15.09	13.09	1,159.23	
12. Other equity 13. Earnings per equity share:							
) Paris	3.42	4.01	3.47	CICME	D FOR 11 46	15.91	
i) Diluted	3.41	4.00	3.46	31014	D FOR 11.46 ICATION 1.43	15.87	
II) Driuted	3.41	4.00	3.40	- IDENTIF	CALIUN 1.43	10.07	

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Notes:

Place: New Delhi Date: 31 January 2018

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- 5 The Company's business primarily falls within a single business segment in terms of the Indian Accounting Standards 108 'Operating Segments' and hence no additional disclosures are being furnished.



SIGNED FOR IDENTIFICATION PURPOSES

For and on behalf of the Board

Ashok Kajaria
Chairman & Managing Director

KAJARIA CERAMICS LIMITED

Regd Office: SF-11, Second Floor, JMD Regent Plaza, Mehrauli-Gurgaon Road, Village Sikanderpur Ghosi, Gurgaon -122001 (Haryana), Ph: 0124-4081281

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CIN: L26924HR1985PLC056150, E-mail: investors@kajariaceramics.com Website: www.kajariaceramics.com