



KAJARIA CERAMICS LIMITED

Investor Update – Q4 FY20 / FY20

June 26, 2020

Kajaria
TRANSFORM YOUR WORLD

- Chairman's Message
- Financial Performance – Q4 FY20 / FY20
- Balance sheet perspective
- Subsidiaries
- Income Statement
- Shareholding Pattern

We stepped into the new fiscal at a time when life came to a sudden halt. As the pandemic spread wide and fast, social and economic activities came to a near standstill. Even though the numbers continue to surge in our nation, the resilient India has opened up business activities in a phased manner challenging this invisible micro-organism. This should help in moving the wheels of the economy.

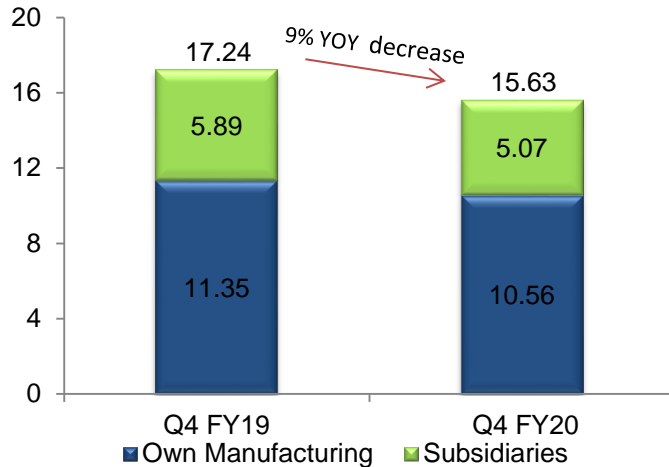
In Q4FY20, our sales volumes and revenue de-grew by about 19% and 20% respectively over the corresponding period in the previous fiscal due to disruption in logistics and closure of plants due to lockdown. However, we were able to maintain our EBITDA margin at 14% plus in Q4. Net profit for the period stood at Rs. 50 Cr, a de-growth of 25% over Q4FY19.

We closed the financial year 2020 with a sales volume of 78 million sq. meter with marginal de-growth of ~ 3%, turnover of Rs. 2,808 Cr with de-growth of 5% whereas our net profit grew by 13% to Rs. 255 Cr.

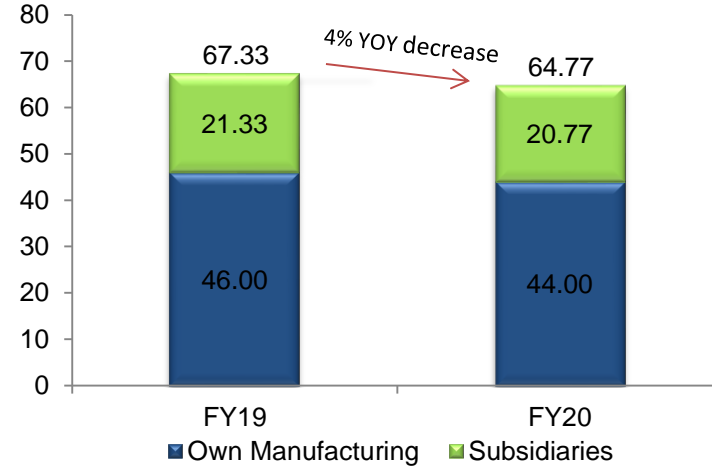
All the plants were closed around 22nd March due to lockdown out of which we have opened Gailpur plant (partially), Malootana & Jaxx plants (in full capacity) in the month of June. We plan to open more plants gradually and should witness growing production levels, going forward.

While the long-term impact and full extent of this crisis remains to be seen, the company retains a positive outlook for the long term on account of its healthy balance sheet, strong brand image and unwavering commitment to serve our customers.

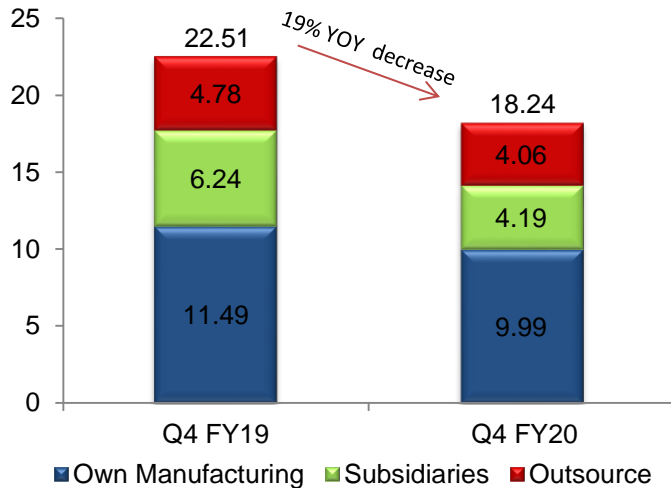
Production Growth (MSM) - Q4 FY20



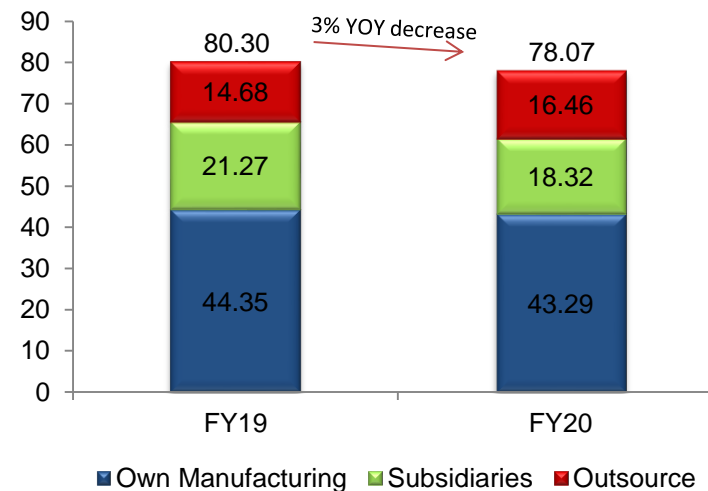
Production Growth (MSM) - FY20



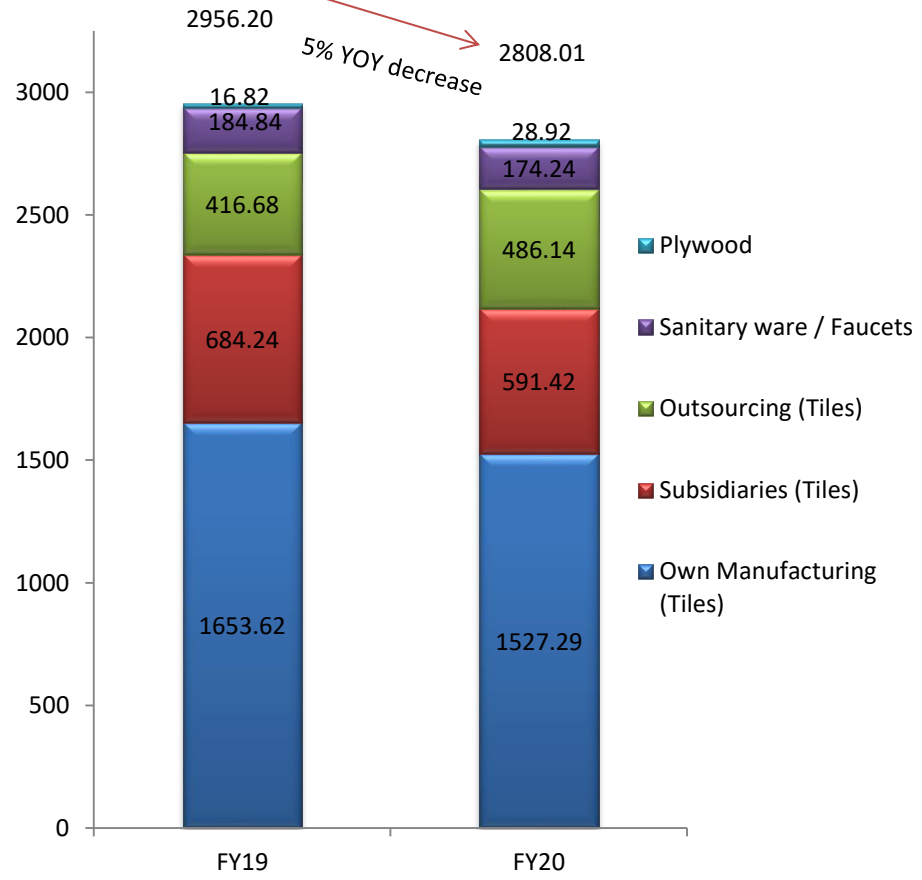
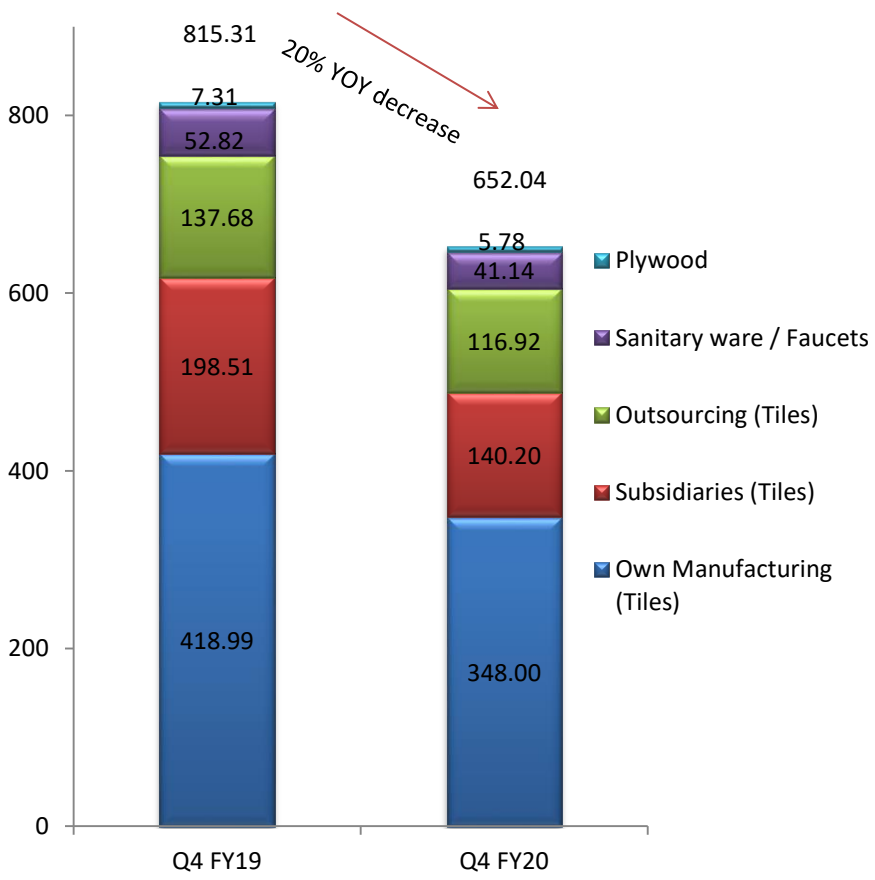
Sales Growth (MSM) - Q4 FY20



Sales Growth (MSM) - FY20

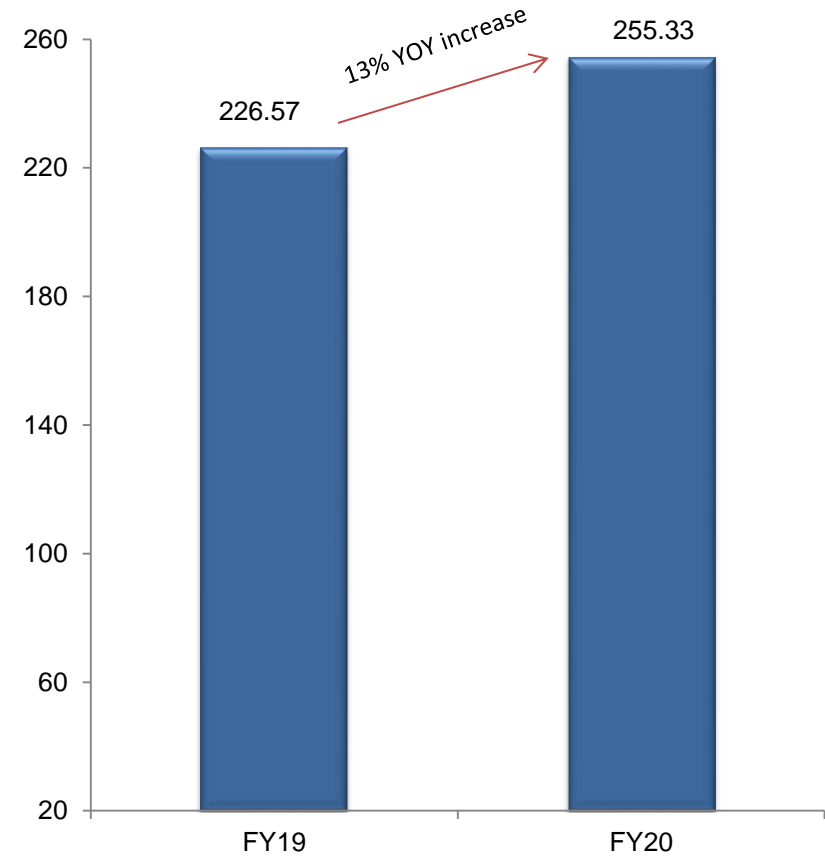
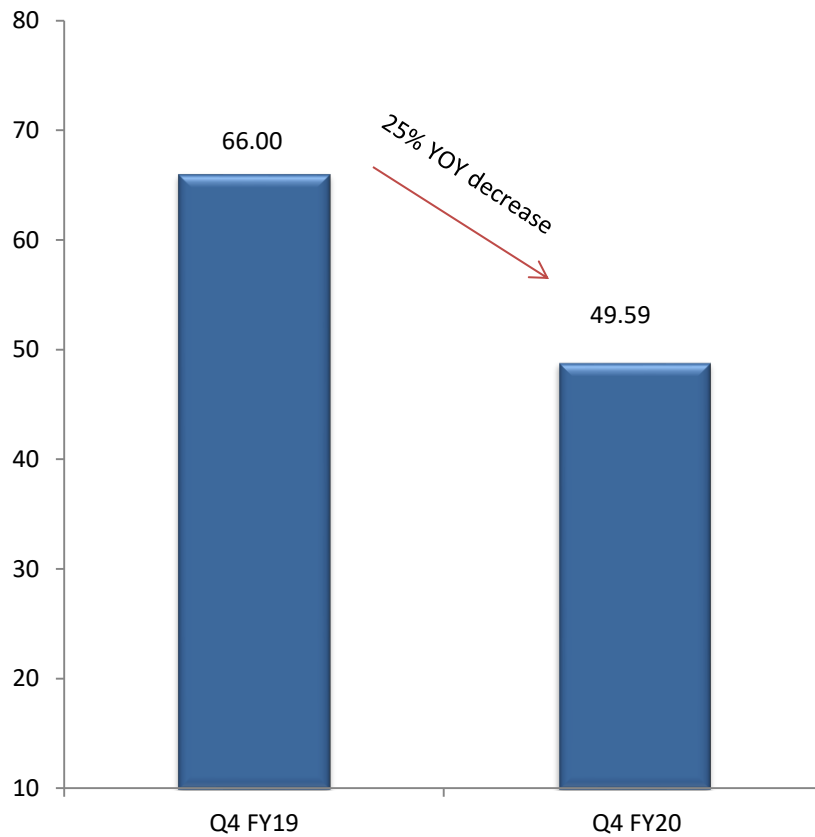


Rs. / Crores

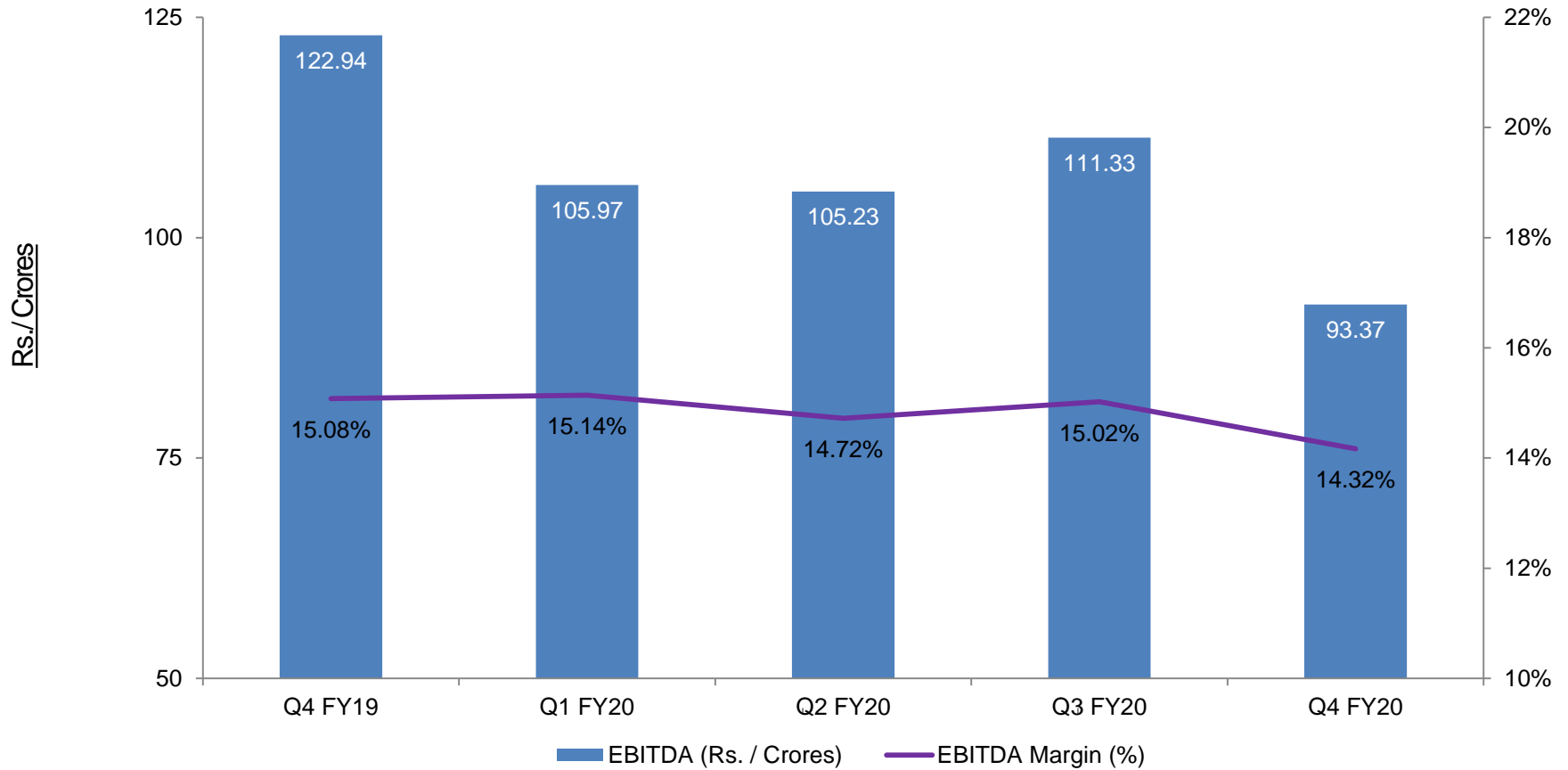


Refer Slide 12 for detailed Income Statement

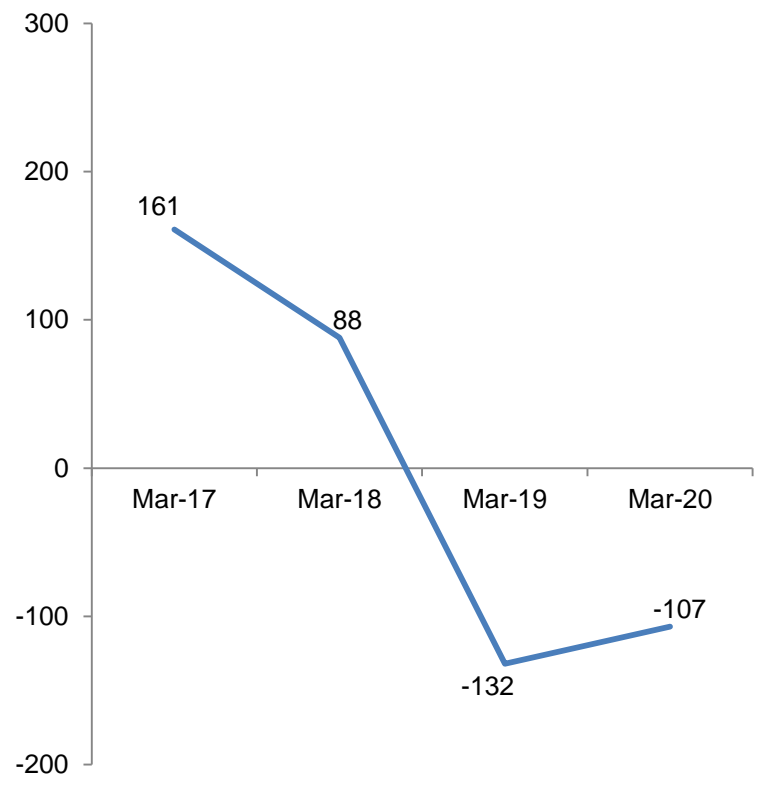
Rs. / Crores



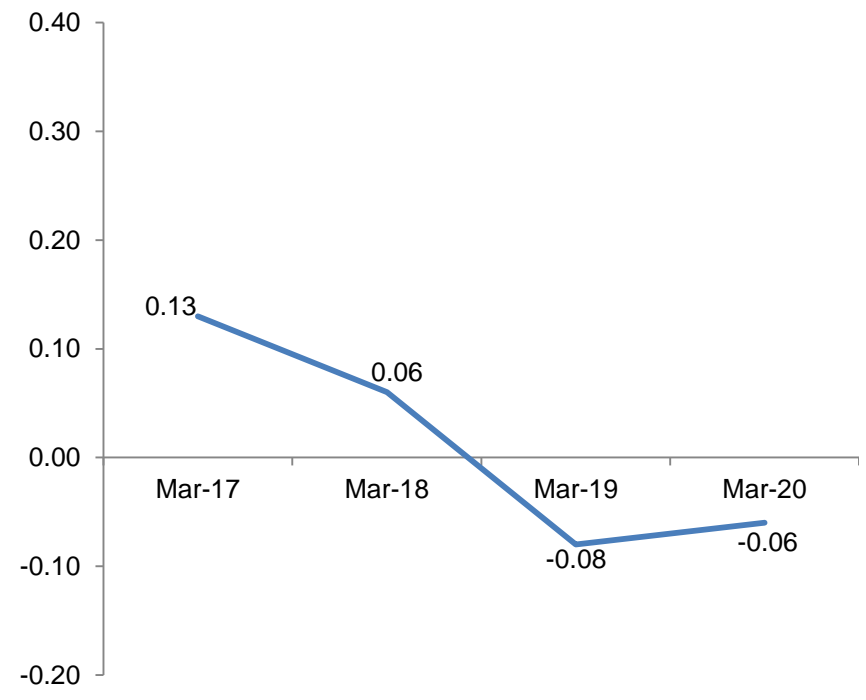
Refer Slide 12 for detailed Income Statement



Net Debt (Rs. Crore) *

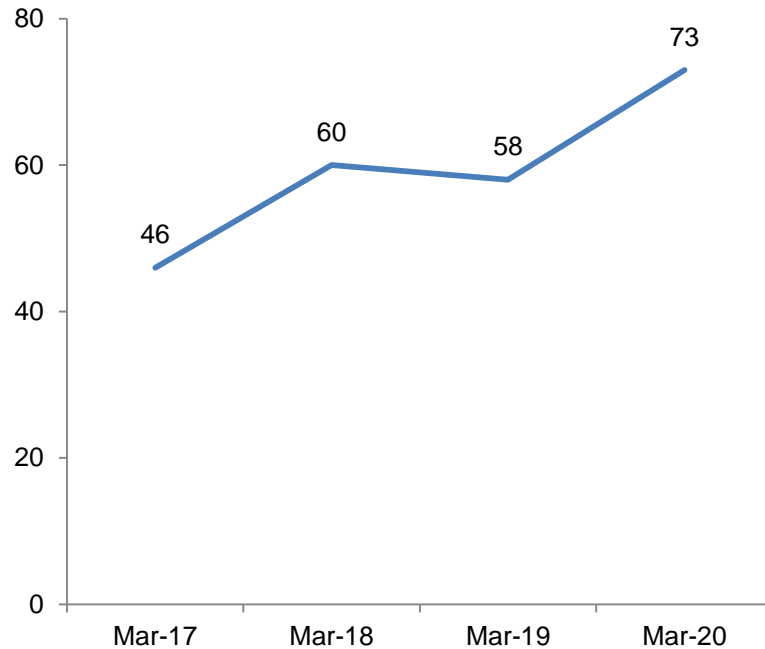


Net Debt Equity (X) *

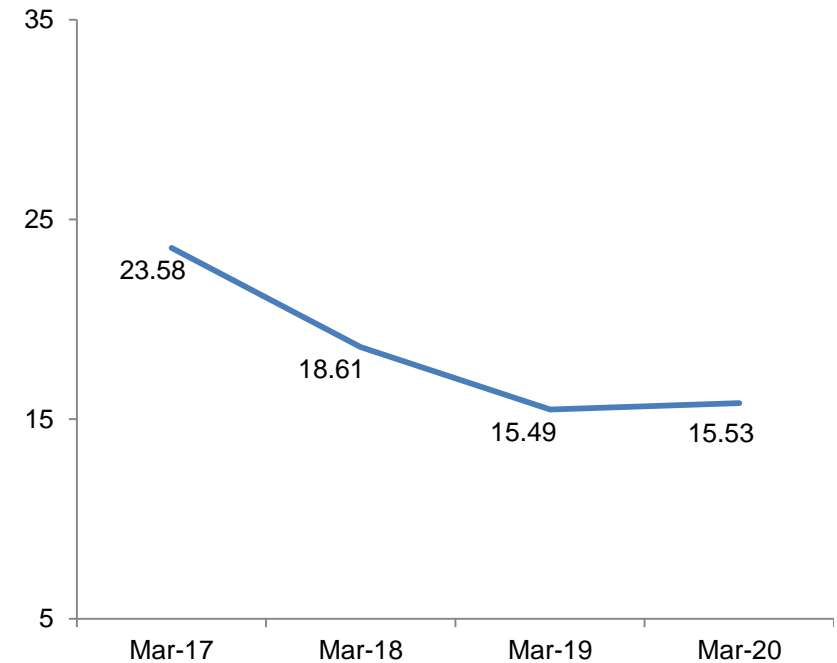


* Net of cash and cash equivalents

Working Capital Cycle (days)



Return on Equity (Avg.)



- Working capital days' excludes capex creditors and cash, cash equivalent & bank balance.
- ROE as on 31st Mar. 20 taken at average of net worth as on 31st Mar. 19 & 31st Mar. 20 and on FY20 PAT.

A. JAXX VITRIFIED

Jaxx Vitrified is based in Morbi (Gujarat). Kajaria has 87.37% stake in the same. Jaxx has combined annual capacity of 10.20 MSM of polished vitrified tiles comprising 2 plants. Jaxx has operated at full capacity during FY 2019-20.

B. VENNAR CERAMICS

Vennar is based in Vijayawada (Andhra Pradesh). Kajaria has 51% stake in the same. Vennar has annual capacity of 2.90 MSM of high end ceramic wall tiles. Vennar has operated at 94% capacity during FY 2019-20.

C. COSA CERAMICS

Cosa is based in Morbi (Gujarat). Kajaria has 51% stake in the same. Cosa has annual capacity of 5.70 MSM of polished vitrified tiles. Cosa has operated at 88% capacity during FY 2019-20.

D. KAJARIA TILES PRIVATE LIMITED*

Kajaria Tiles (a wholly owned subsidiary) has commissioned a manufacturing facility of glazed vitrified tiles with a capacity of 5.00 MSM p.a. in Andhra Pradesh and started commercial production in September 2019. The plant has operated at 87% capacity in FY 2019-20.

E. KAJARIA BATHWARE (P) LTD. (KBL)

Kajaria Bathware is a subsidiary of Kajaria Ceramics Ltd, in which Kajaria owns 85% and Aravali Investment Holdings, Mauritius, a wholly-owned subsidiary of WestBridge Crossover Fund, LLC owns 15% stake.

a) Sanitaryware: The Sanitaryware plant is situated in Morbi (Gujarat) having production capacity of 6.00 lac pcs p.a. And also commissioned additional capacity of 1.50 lac pcs p.a. in September 2019. The plant has operated at 76% capacity in FY 2019-20.

b) Faucet: This facility is situated at Gailpur (Rajasthan) having 1.00 million pcs p.a. The plant has operated at 69% capacity in FY2019-20.

*(Formerly known as Kajaria Floera Ceramics Pvt. Ltd.)

Financial highlights

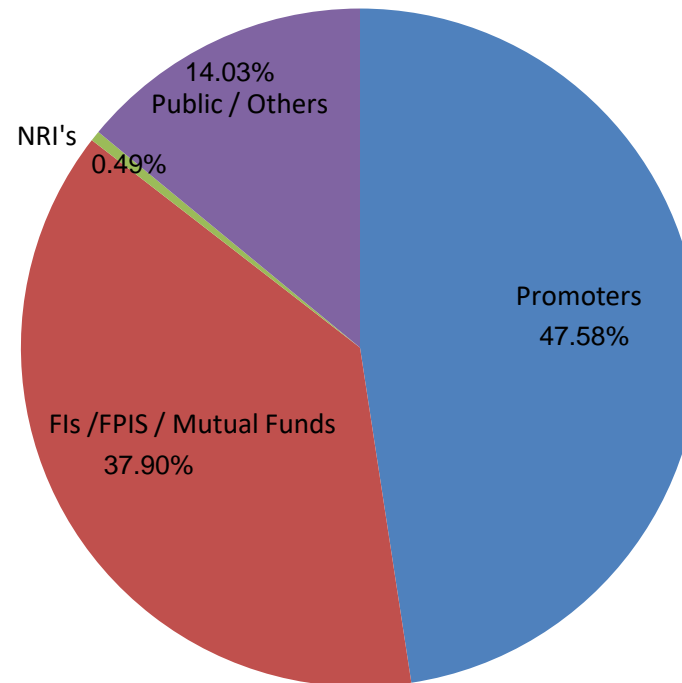
(Rs / Crores)

	Q4 FY20		Q4 FY19		Growth		FY20		FY19		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	603.06	652.04	734.27	815.31	-18%	-20%	2571.80	2808.01	2726.07	2956.20	-6%	-5%
EBITDA	82.90	93.37	109.01	122.94	-24%	-24%	376.15	415.90	400.36	449.49	-6%	-7%
EBITDA MARGIN	13.75%	14.32%	14.85%	15.08%			14.63%	14.81%	14.69%	15.20%		
Depreciation	20.10	28.34	15.52	21.68	30%	31%	78.85	108.09	63.45	89.06	24%	21%
Other Income	14.48	6.92	10.92	6.53	33%	6%	50.56	24.15	34.81	18.03	45%	34%
Interest	2.47	4.93	0.23	3.27	974%	51%	8.53	19.51	3.39	15.59	152%	25%
Exceptional Items - loss (gain)				1.43					-4.78	4.84		
Profit Before Tax	74.81	67.02	104.18	103.09	-28%	-35%	339.33	312.45	373.11	358.03	-9%	-13%
Tax Expense	19.44	18.20	35.86	36.23	-46%	-50%	60.53	58.92	127.21	129.28	-52%	-54%
Minority Interest		-0.77		0.86				-1.80		2.18		
Profit After Tax	55.37	49.59	68.32	66.00	-19%	-25%	278.80	255.33	245.90	226.57	13%	13%
Cash Profit	75.47	77.93	83.84	87.68	-10%	-11%	357.65	363.42	309.35	315.63	16%	15%
Equity Share Capital	15.90	15.90	15.90	15.90			15.90	15.90	15.90	15.90		
EPS (Basic) (Rs.)	3.48	3.12	4.30	4.15	-19%	-25%	17.54	16.06	15.47	14.25	13%	13%

As on 31st Mar. 2020

Equity Shares Outstanding – 158.96 millions

Shareholding



Kajaria Ceramics is the largest manufacturer of ceramic/vitrified tiles in India and the 9th largest in the world. It has an annual capacity of 73.00 mn. sq. meters presently, distributed across eight plants - one in Sikandrabad in Uttar Pradesh, one in Gailpur and one in Malootana in Rajasthan, three in Morbi in Gujarat and one in Vijayawada and one in SriKalahasti in Andhra Pradesh.

For further information, please visit www.kajariaceramics.com or contact:

Mr. Sanjeev Agarwal, CFO

+91 11 26946409 (Board),

+91 11 41064110 (Direct)

Email: sanjeev@kajariaceramics.com

Mrs. Pallavi Bhalla, DGM Investor Relations

+91 11 26946409 (Board),

+91 11 40946552 (Direct)

Email: pallavibhalla@kajariaceramics.com

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