



KAJARIA CERAMICS LIMITED

Investor Update – Q4 FY24

May 7, 2024

Kajaria
TRANSFORM YOUR WORLD

- Chairman's Message
- Financial Performance – Q4 FY24
- Subsidiaries
- Expansion on Card
- Income Statement
- Shareholding Pattern

Despite the sustained demand challenges, we have achieved a 5.5% growth in sales volume, selling 29.57 MSM in Q4FY24 compared to 28.02 MSM in Q4FY23. For FY24, volumes grew by 6.3% to 108.14 MSM.

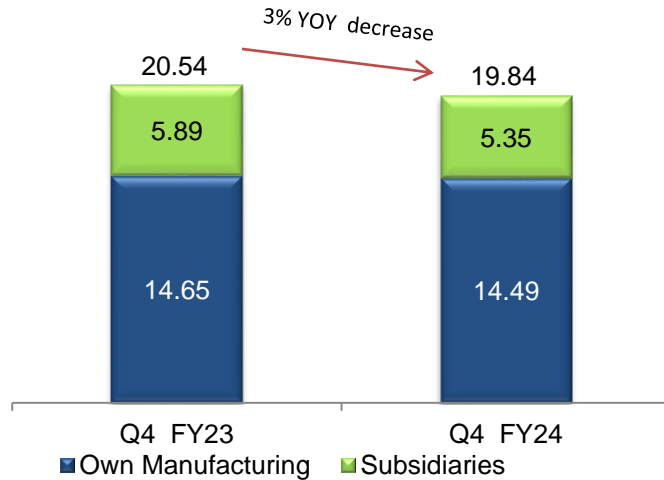
The EBITDA margin for Q4FY24 was 13.86%, a contraction of 74 basis points YoY. EBITDA margin for FY24 however stood at 15.28%, a gain of 177 basis points compared to FY23. PAT for Q4FY24 de-grew by 5% to ₹102 crores as compared to ₹108 crores in Q4FY23. However FY24 PAT stood at Rs 422 crore, a growth of 23% over the last fiscal.

We maintain a positive outlook for the tile industry's demand in FY25 given the exports momentum likely to sustain and rub-off of strong real estate demand likely to drive improvement in off-take for tiles in FY25.

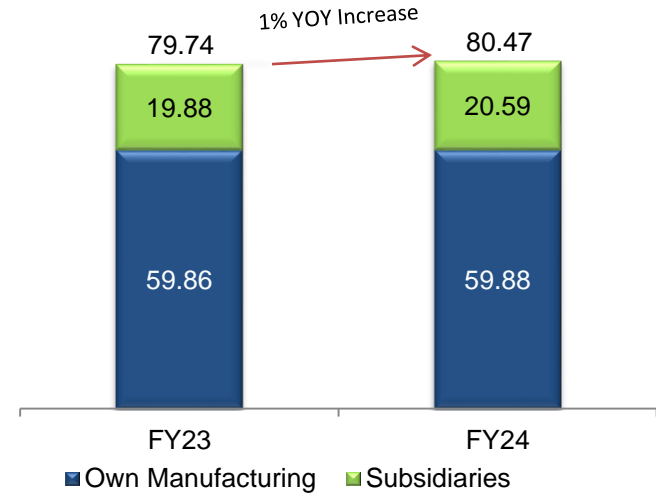
Given this positive outlook, we believe that the company will continue to deliver industry-leading performance driven by our sustained focus on branding, improving the quality of our distribution network and by enhancing our focus on value added products.

Tile Volume Data (consolidated)

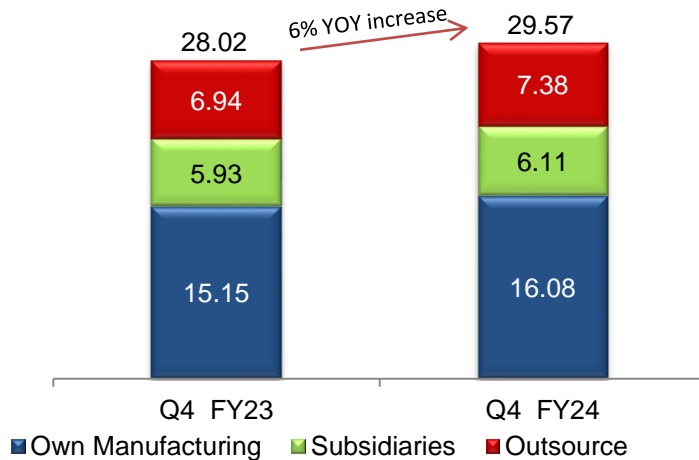
Production Growth (MSM) - Q4 FY24



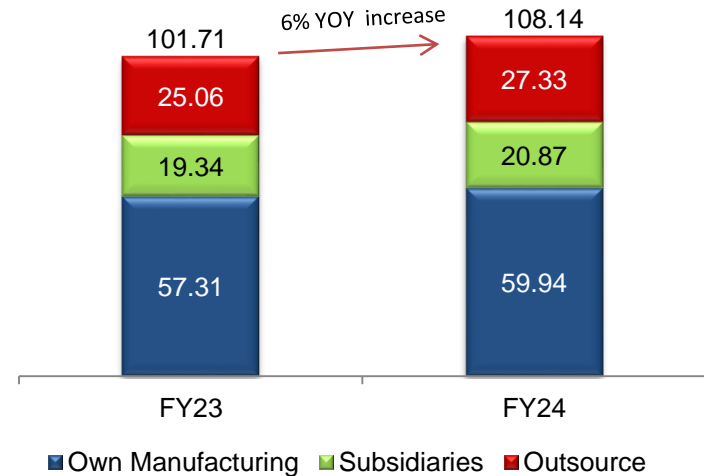
Production Growth (MSM) - FY24



Sales Growth (MSM) – Q4 FY24



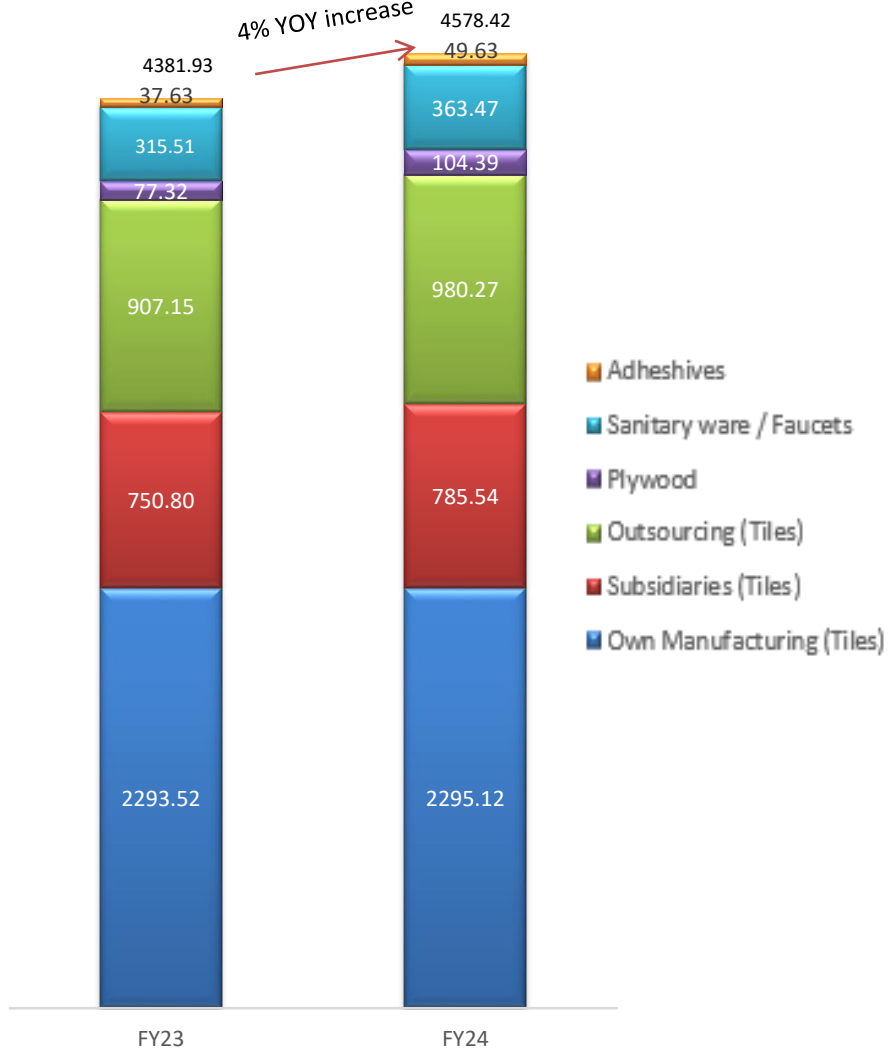
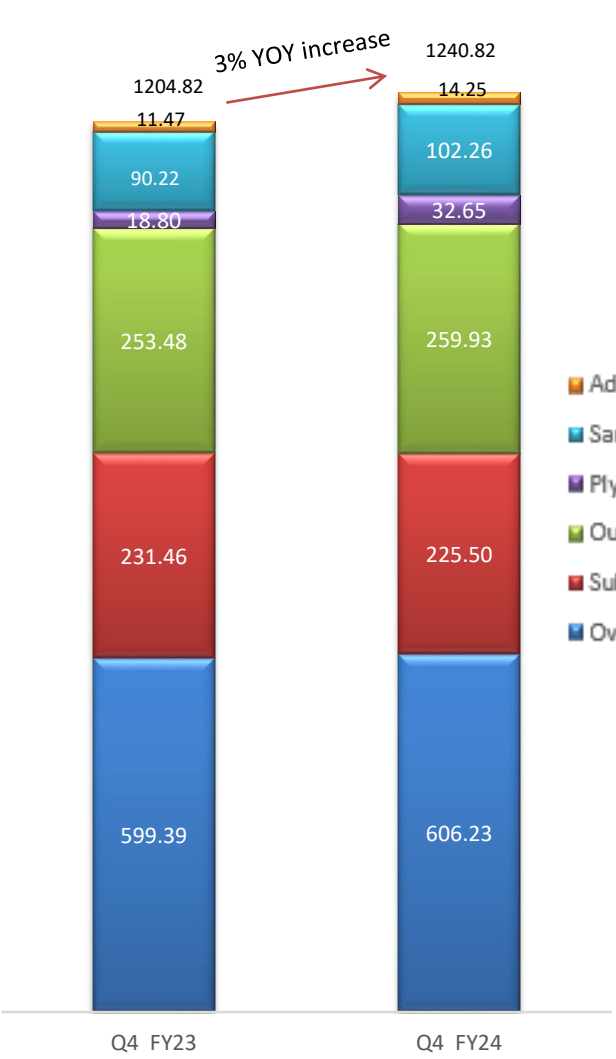
Sales Growth (MSM) – FY24



Revenue Growth - consolidated



Rs./ Crores

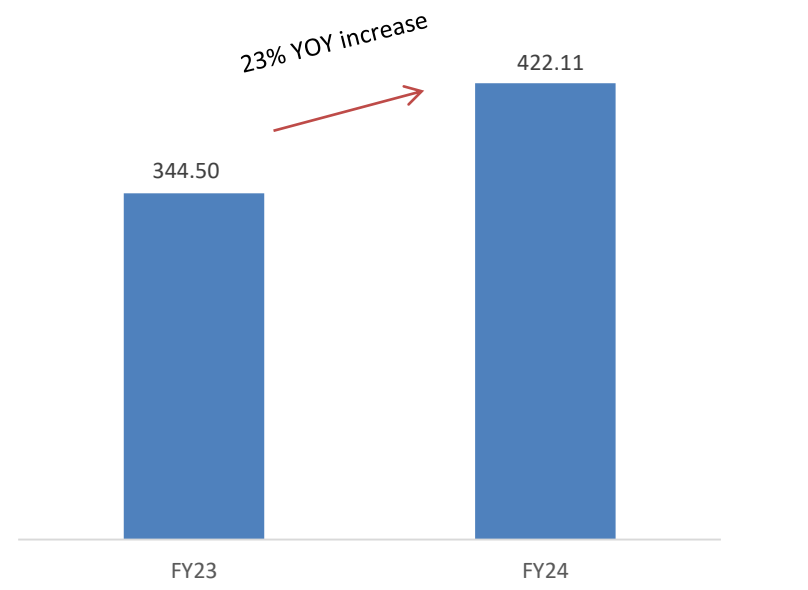
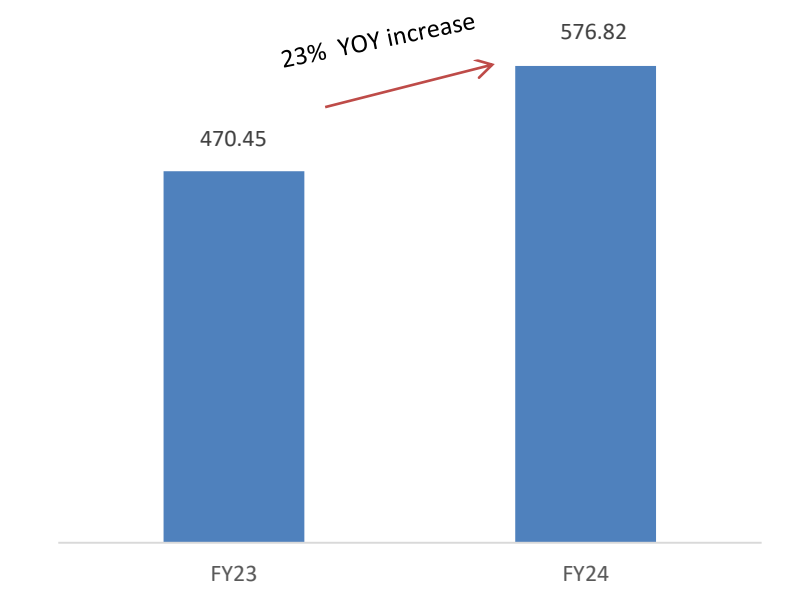
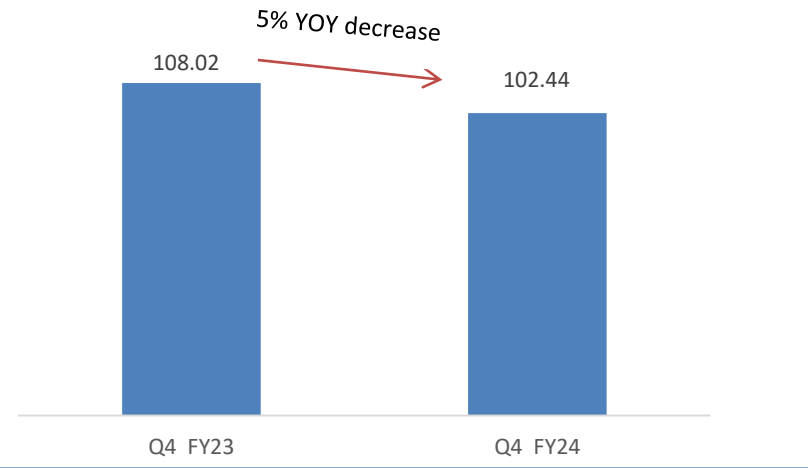
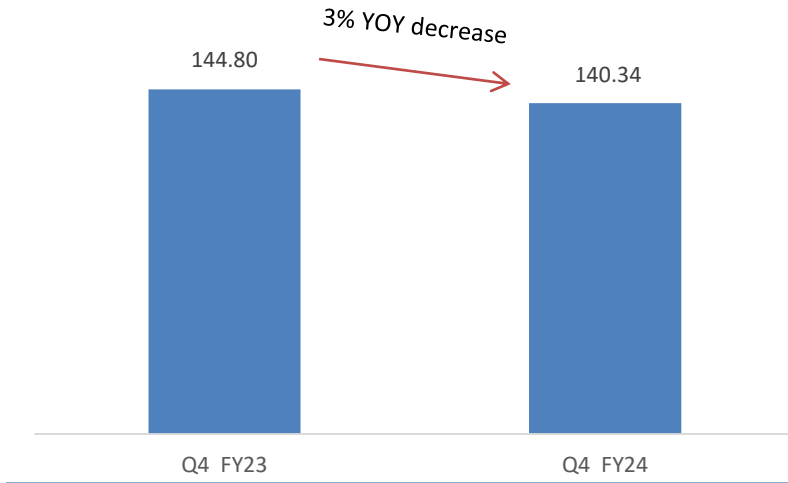


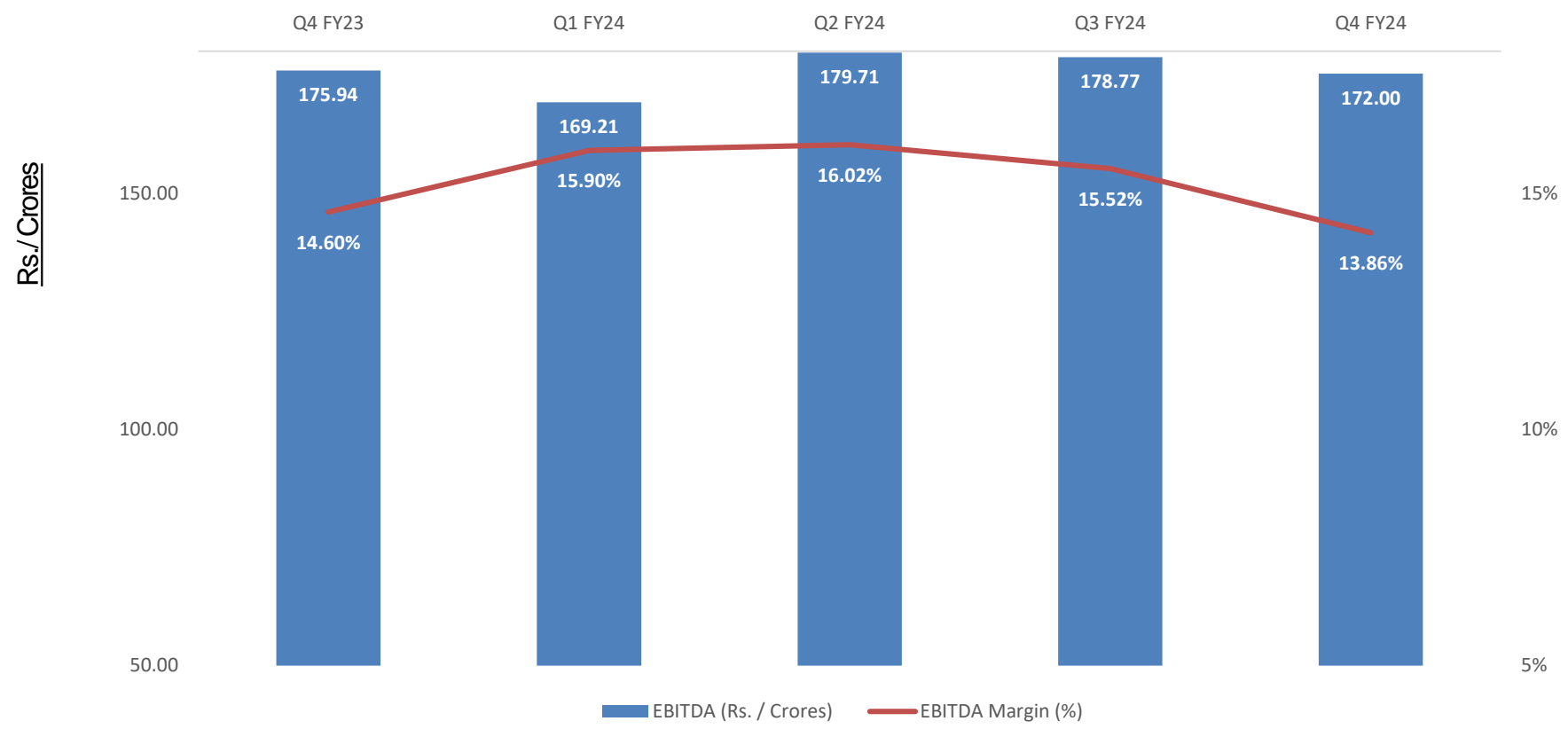
Refer Slide 16 for detailed Income Statement

PBT

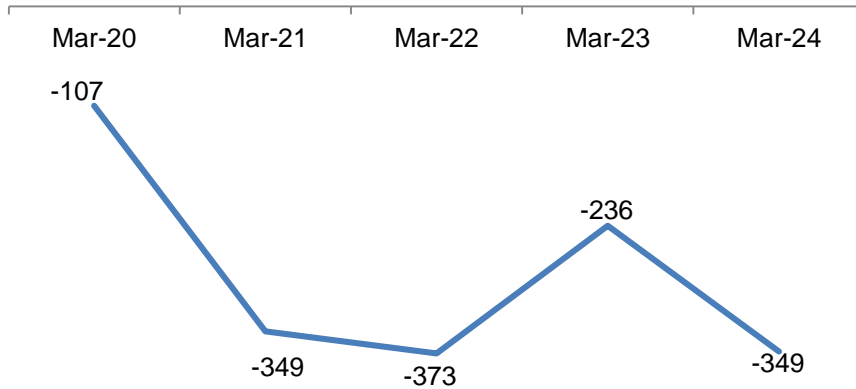
Rs./ Crores

PAT

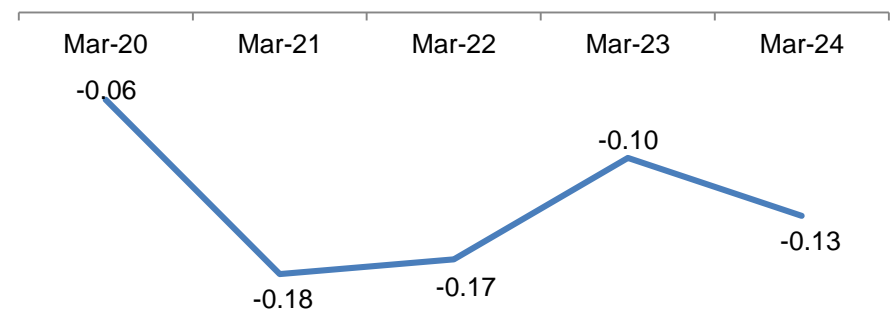




Net Debt (Rs. Crore) *



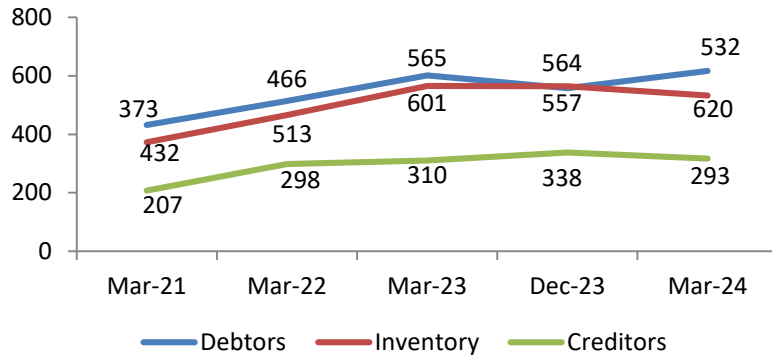
Net Debt Equity (X) *



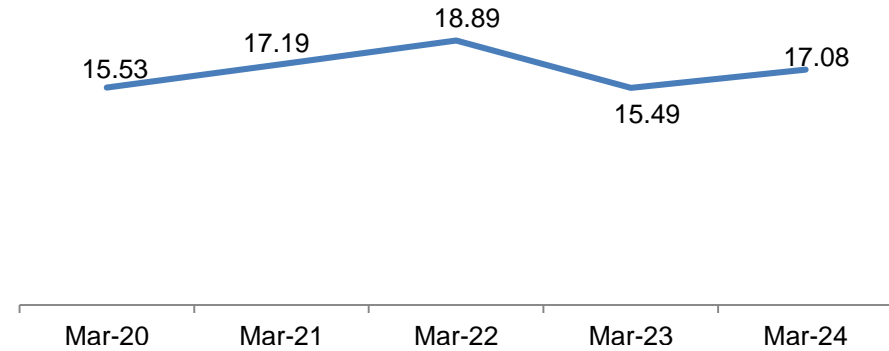
* Net of cash and cash equivalents

Working Capital (Rs. Crore)

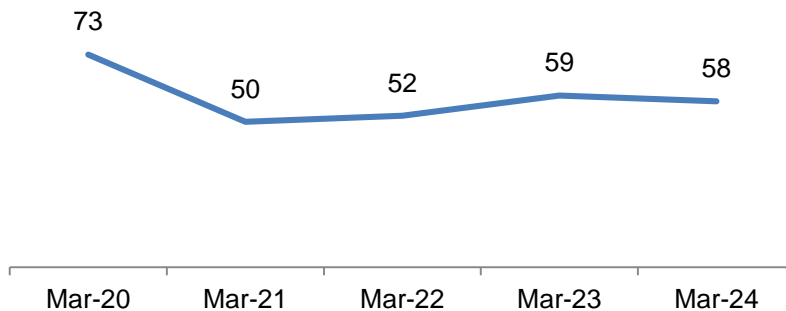
Working Capital



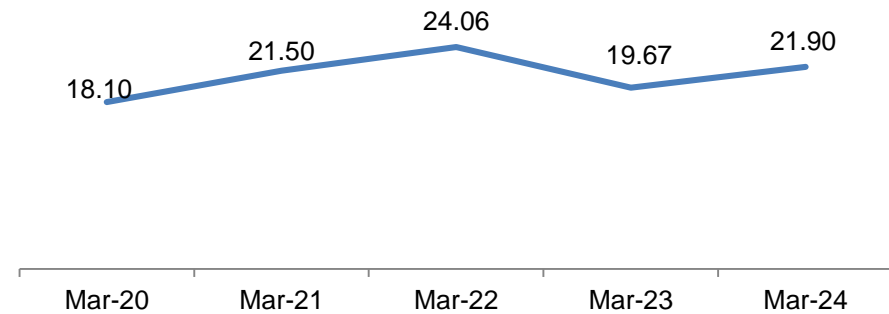
Return on Equity (Avg.)



Working Capital (Days)



ROCE (Avg.)



- ROE as on 31st Mar. 24 taken at average of net worth as on 31st Mar.23 & 31st Mar. 24 and on FY24 PAT.
- Working capital days excludes capex creditors, capital advances and cash, cash equivalent & bank balance.
- For calculation of Mar-21 working capital days, only Q2 ,Q3 and Q4 FY21 sale has been considered.

A. KAJARIA VITRIFIED (JAXX)

Kajaria Vitrified Pvt. Ltd. is based in Morbi (Gujarat). Kajaria has 95% stake in the same. The company has annual capacity of 8.90 MSM of polished vitrified tiles. The Company has operated at optimum capacity during Q4 FY24.

B. KAJARIA INFINITY (COSA)

Kajaria Infinity Pvt. Ltd. is based in Morbi (Gujarat). Kajaria Ceramics has 84.59% stake in the same. Kajaria Infinity has annual capacity of 5.70 MSM of glazed vitrified tiles and operated at optimum capacity during Q4 FY24.

C. SOUTH ASIAN CERAMICS TILES PVT. LTD.

Kajaria Ceramics has 59.50% stake in South Asian Ceramics Tiles Pvt. Ltd., Telangana. The Annual production capacity of South Asian Ceramics is 4.75 MSM ceramic floor tiles. The Company has operated at 93% capacity during Q4 FY24.

D. KAJARIA BATHWARE (P) LTD. (KBPL)

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: i) Kajaria Sanitaryware Pvt. Ltd. (KSPL): KSPL Plant is situated in Morbi (Gujarat) having production capacity of 7.50 lac pcs p.a. The Plant has been producing more value added products and operated at 71% in Q4 FY24.

ii) Kerovit Global Pvt. Ltd. (KGPL): KGPL Plant is also situated in Morbi (Gujarat) having production capacity of 4.50 lac pcs p.a. The Plant has started commercial production on 30th March 2024 and will produce high end products.

b) Faucet: This facility is situated at Gailpur (Rajasthan) having 1.60 million pcs p.a. Plant has operated at 89% in Q4 FY24.

E. KAJARIA PLYWOOD PVT. LTD. (KPPL)

Kajaria Plywood Pvt. Ltd, a wholly owned subsidiary of Kajaria Ceramics Ltd. KPPL is offering plywood and laminate products under the brand of KajariaPLY.

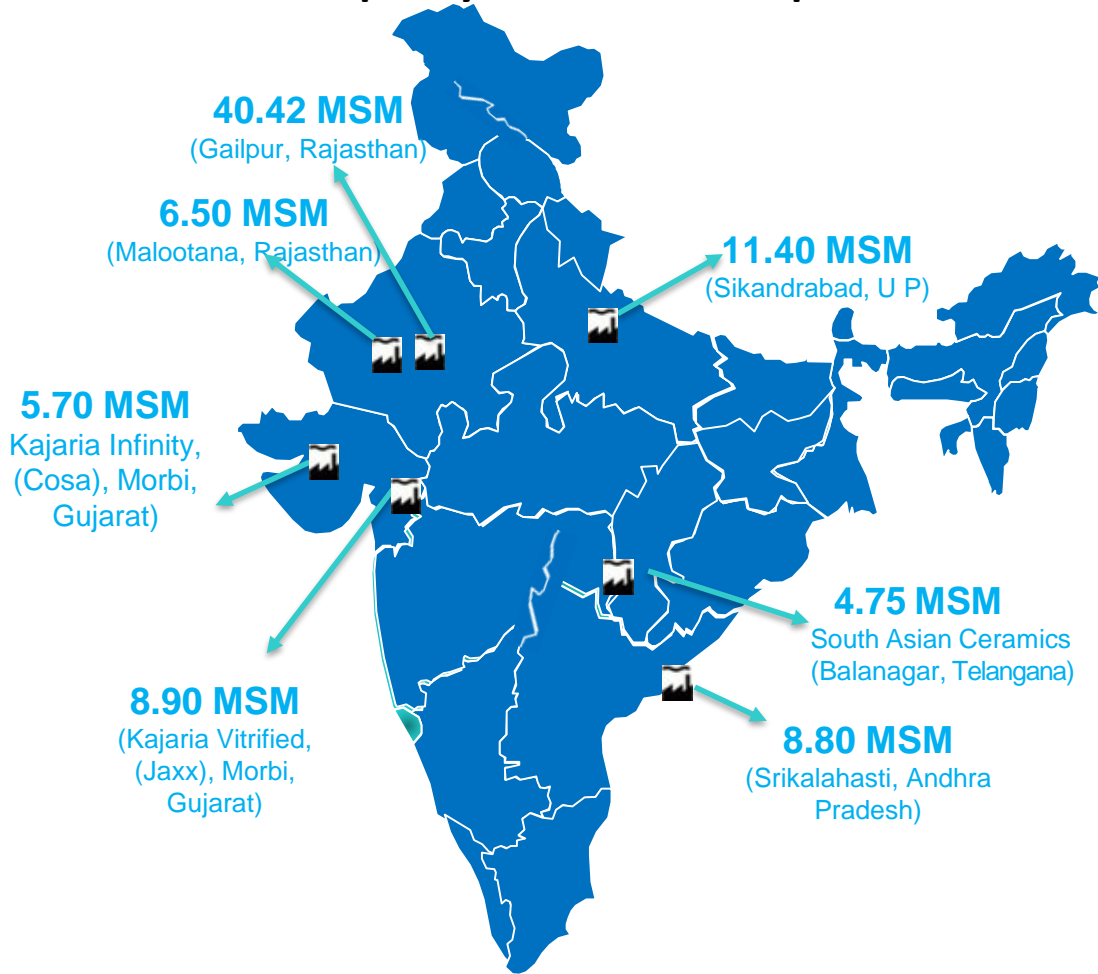
Kajaria Ply proposes to acquire majority stake in Shri Vinayak Ply Industries Private Limited to manufacture plywood and allied products.

F. KAJARIA INTERNATIONAL DMCC (wholly owned subsidiary)

Kajaria International DMCC was established to expand its presence in the international market. The company has undertaken two joint ventures – one in the UAE and the other recently incorporated in the UK.

ASSET OVERVIEW

Total Tile Capacity 86.47 MSM at present



Plant	Production Capacity (MSM)			
	Ceramic Wall & Floor Tiles	Polished Vitrified Tiles	Glazed Vitrified Tiles	Total
1. Sikandrabad (UP)	-	-	11.40	11.40
2. Gailpur (Rajasthan)	31.32	-	9.10	40.42
3. Malootana (Rajasthan)	-	6.50	-	6.50
4. Morbi (Gujarat)	-	8.90	5.70	14.60
5. Srikalahasti (AP)	-	-	8.80	8.80
6. Balanager (Telangana)	4.75	-	-	4.75
Total	36.07	15.40	35.00	86.47

A. Investment in Nepal

The Board in its meeting held on 25th March, 2023, had approved putting up a 5.1 MSM capacity plant at a project cost of 181.49 crore in Nepal, on joint venture basis between the Company and various individuals affiliated with Ramesh Corp, Nepal. The project is slightly delayed due to heavy rain in Q3, and the project commissioning is now expected by June / July 2024.

B. Investment in Keronite Tiles Private Limited (KTPL)

The Board had earlier approved an investment up to ₹ 50 crores for acquiring a manufacturing facility at Morbi (Gujarat) having an annual production capacity of 6 MSM of GVT by way of acquiring upto 90% stake in KTPL, which has further been increased to Rs. 65 crore. After the proposed investment, KTPL will become a subsidiary of the company.

C. Investment in Kajaria Ultima Private Limited (KUPL)

The Board in its meeting held on 31st January 2024, has approved an investment upto ₹ 30 crore in KUPL to purchase land in Morbi. KUPL plans to put up a large format tile manufacturing facility in Morbi at a later date. After the proposed investment, KUPL will become a wholly owned subsidiary (WOS) of the company.

D. Kerrovit Global Pvt. Ltd. (Morbi, Gujarat)

Commercial production of 4.50 lakh pieces (out of announced expansion of 6 lakh pieces) was commenced on 30th March 2024. Expansion of Balance 1.5 lakh pieces is expected to be completed in FY25, capex for which is expected to be Rs. 25 crore.

E. Investment in manufacturing facility for adhesives

The Board in its meeting held on 7th May, 2024, has approved an investment of Rs 15 crore to set up a manufacturing facility for adhesives in Gailpur, Rajasthan.

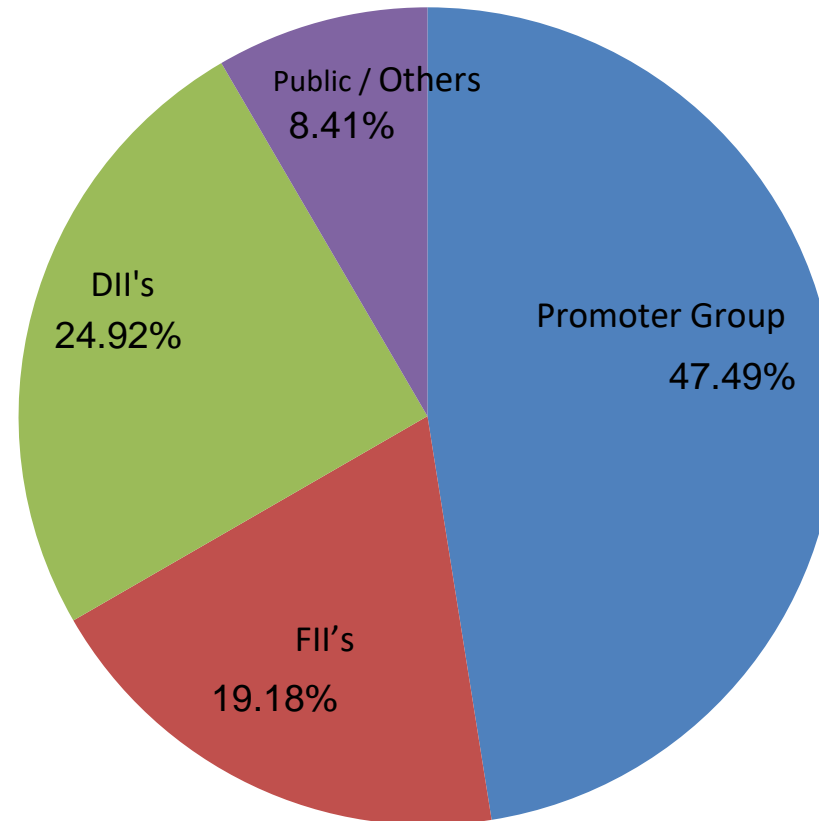
Financial highlights

(Rs / Crores)

	Q4 FY24		Q4 FY23		Growth		FY24		FY23		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	1104.11	1240.82	1090.70	1204.82	1%	3%	4103.02	4578.42	3970.75	4381.93	3%	4%
EBITDA	136.18	172.00	142.59	175.94	-4%	-2%	562.39	699.69	514.41	592.01	9%	18%
EBITDA MARGIN	12.33%	13.86%	13.07%	14.60%			13.71%	15.28%	12.95%	13.51%		
Depreciation	31.79	42.49	23.03	34.32	38%	24%	110.54	147.99	90.91	132.86	22%	11%
Finance Costs	2.00	6.61	3.44	7.24	-42%	-9%	8.17	21.12	10.80	22.32	-24%	-5%
Other Income	24.27	17.44	13.46	10.42	80%	67%	68.56	46.24	50.71	33.62	35%	38%
Profit before Share of (loss) / profit from JV, exceptional items, and Tax	126.66	140.34	129.58	144.80	-2%	-3%	512.24	576.82	463.41	470.45	11%	23%
Share of (loss) / profit from JV		(0.70)		(0.08)				(1.20)		(0.08)		
Exceptional Items - (loss) gain	-	-	-	(4.25)			-	-	-	(7.91)		
Profit Before Tax	126.66	139.64	129.58	140.47	-2%	-1%	512.24	575.62	463.41	462.46	11%	24%
Tax Expense	31.43	35.37	33.34	29.78	-6%	19%	130.79	143.46	119.02	116.26	10%	23%
Minority Interest		1.83		2.67				10.05		1.70		
Profit After Tax	95.23	102.44	96.24	108.02	-1%	-5%	381.45	422.11	344.39	344.50	11%	23%
Cash Profit	127.02	144.93	119.27	142.34	6%	2%	491.99	570.10	435.30	477.36	13%	19%
Equity Share Capital	15.93	15.93	15.92	15.92			15.93	15.93	15.92	15.92		
EPS (Basic) (Rs.)	5.98	6.43	6.04	6.78	-1%	-5%	23.95	26.51	21.63	21.64	11%	23%

As on 31st Mar. 2024

Equity Shares Outstanding – 159.26 millions



Kajaria Ceramics is the largest manufacturer of ceramic/vitrified tiles in India and the 8th* largest in the world. It has annual capacity of 86.47 mn. sq. meters presently, distributed across Seven plants - one at Sikandrabad in Uttar Pradesh, one at Gailpur, one at Malootana in Rajasthan, two at Morbi in Gujarat, one at Srikalahasti in Andhra Pradesh and one at Balanagar in Telangana.

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* As per Ceramic World Review