



KAJARIA CERAMICS LIMITED

Investor Update – Q2 FY25

22 Oct 2024

- Chairman's Message
- Financial Performance – Q2 FY25
- Subsidiaries
- Expansion on Card
- Income Statement
- Shareholding Pattern

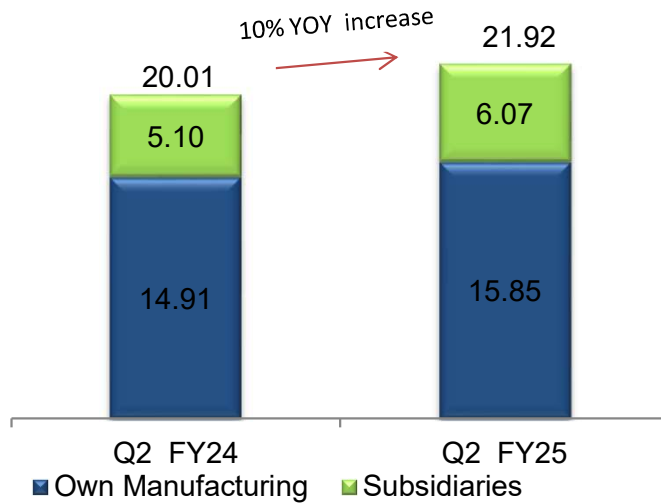
Despite the sustained softness in domestic demand, our tile volumes in Q2FY25 grew by 8.5% YoY to 28.70 MSM.

EBITDA margins remained soft at 13.5% for the quarter driven by muted margins reported by the bathware division which was largely attributable to losses incurred in the recently commissioned sanitaryware unit in Morbi and additional overheads incurred by Keronite unit in the tiles division which commenced operations during the quarter.

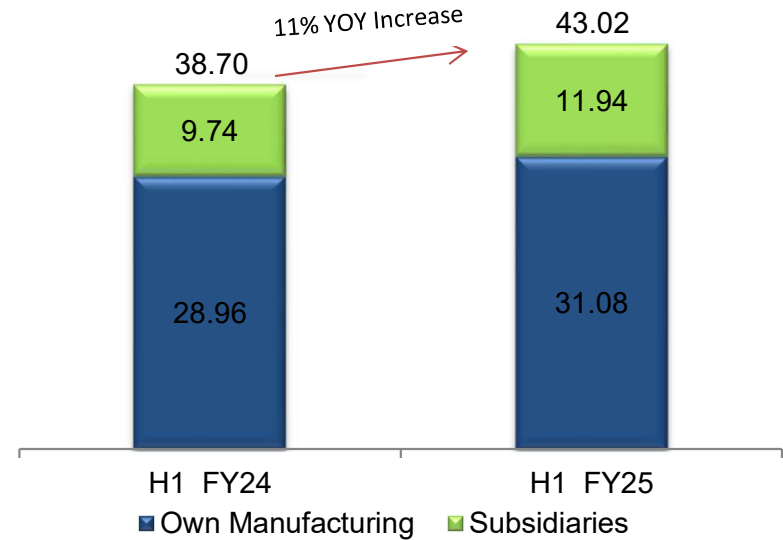
PAT for the quarter de-grew by 22% to ₹84 crore in Q2FY25 as compared to ₹108 crore in Q2FY24.

We continue to maintain a positive demand outlook for the tile industry. With the rub-off of strong real estate demand likely to drive improvement in off-take for tiles in H2FY25, we expect the tiles industry to fare much better than it did in H1FY25.

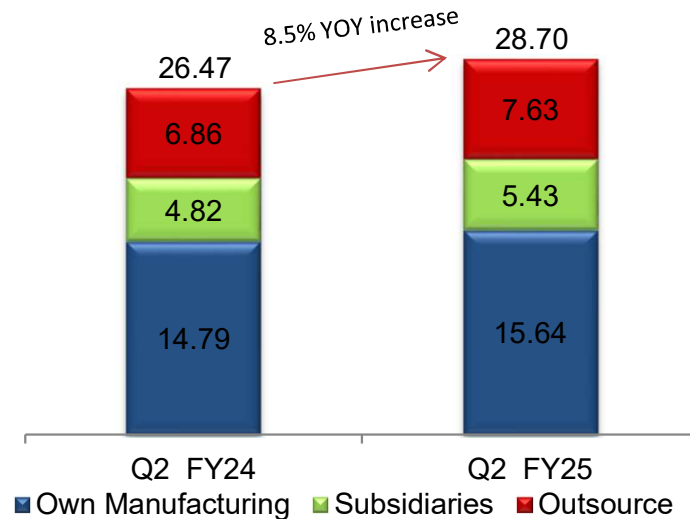
Production Growth (MSM) - Q2 FY25



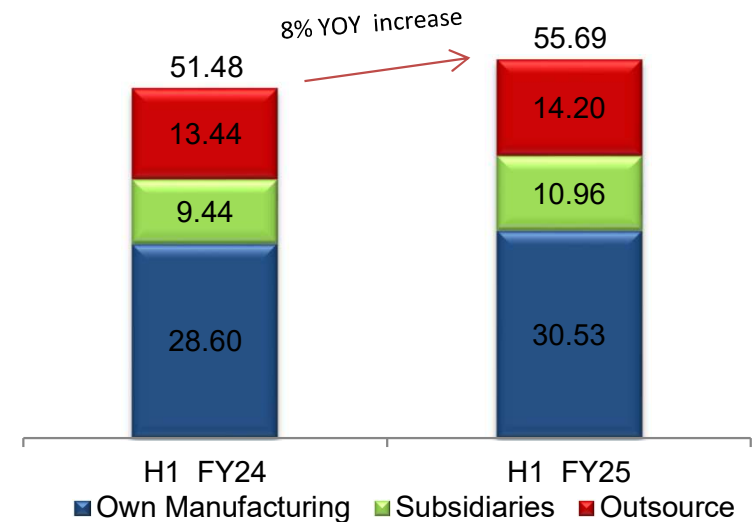
Production Growth (MSM) - H1 FY25



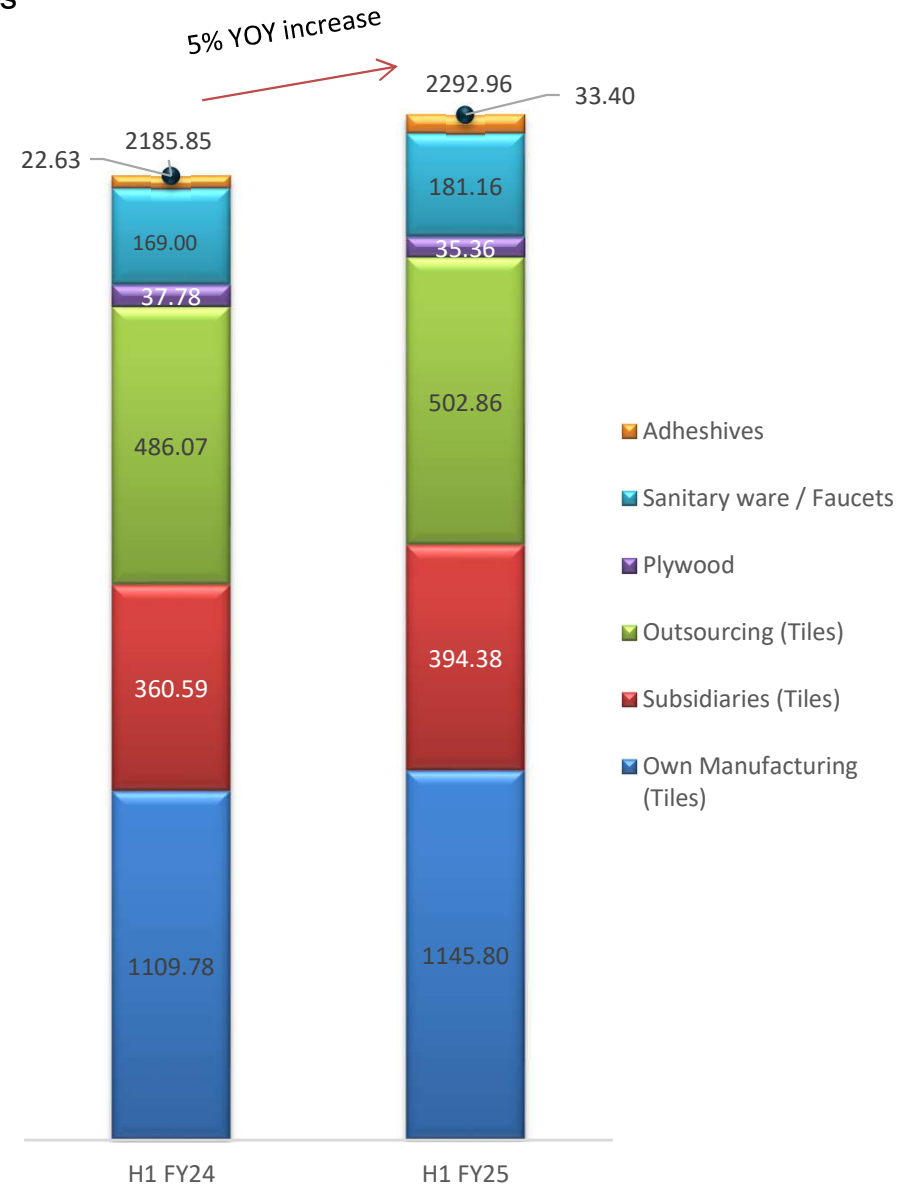
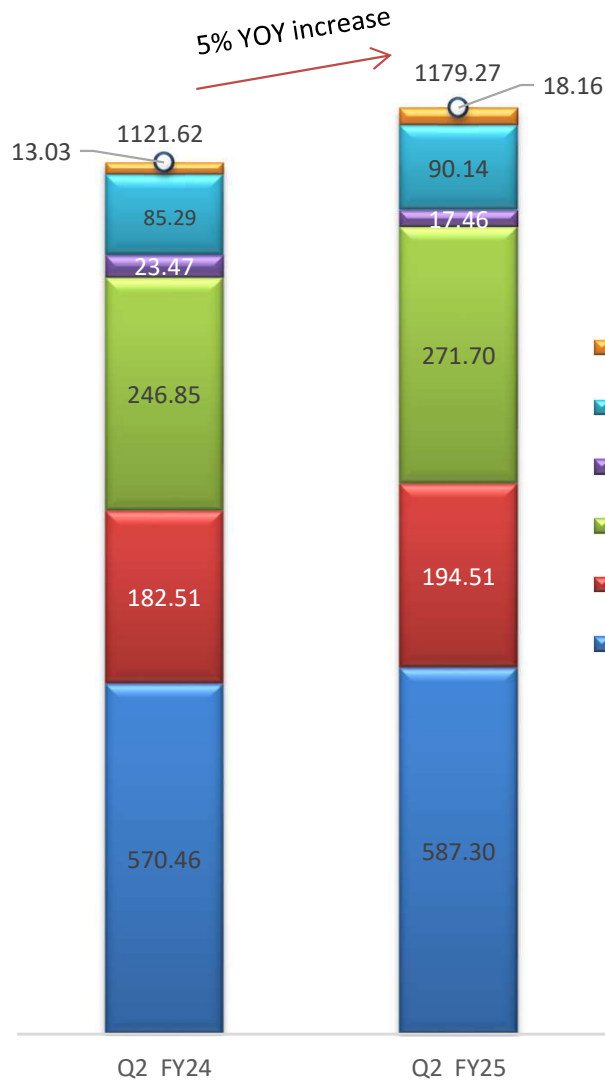
Sales Growth (MSM) - Q2 FY25



Sales Growth (MSM) - H1 FY25



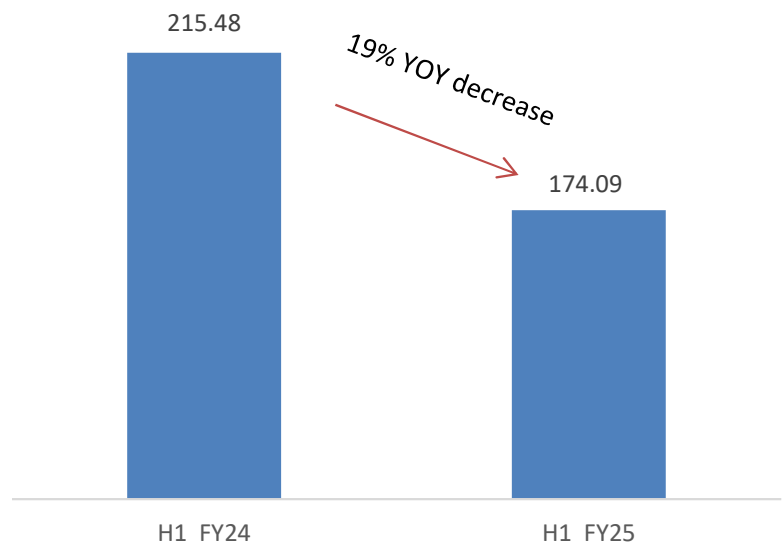
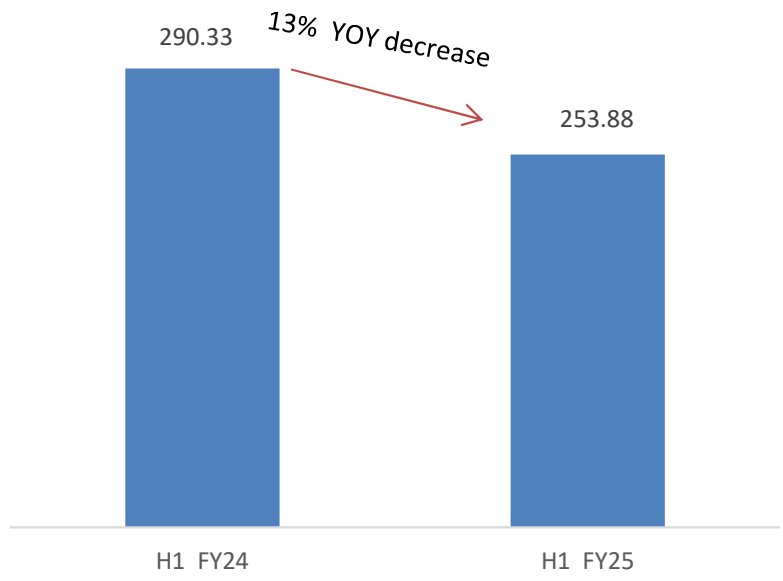
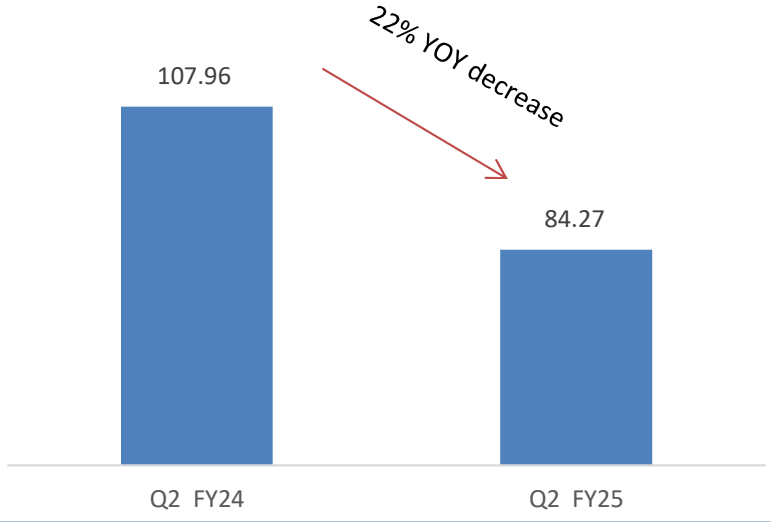
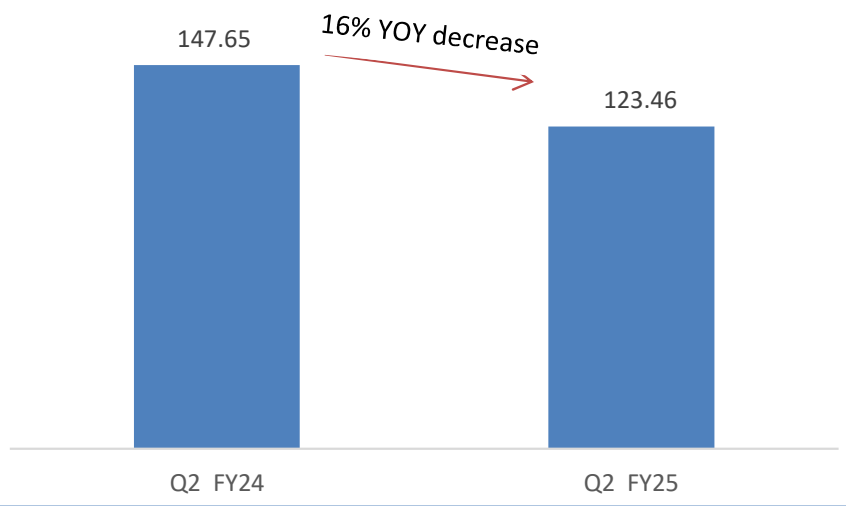
Rs./ Crores

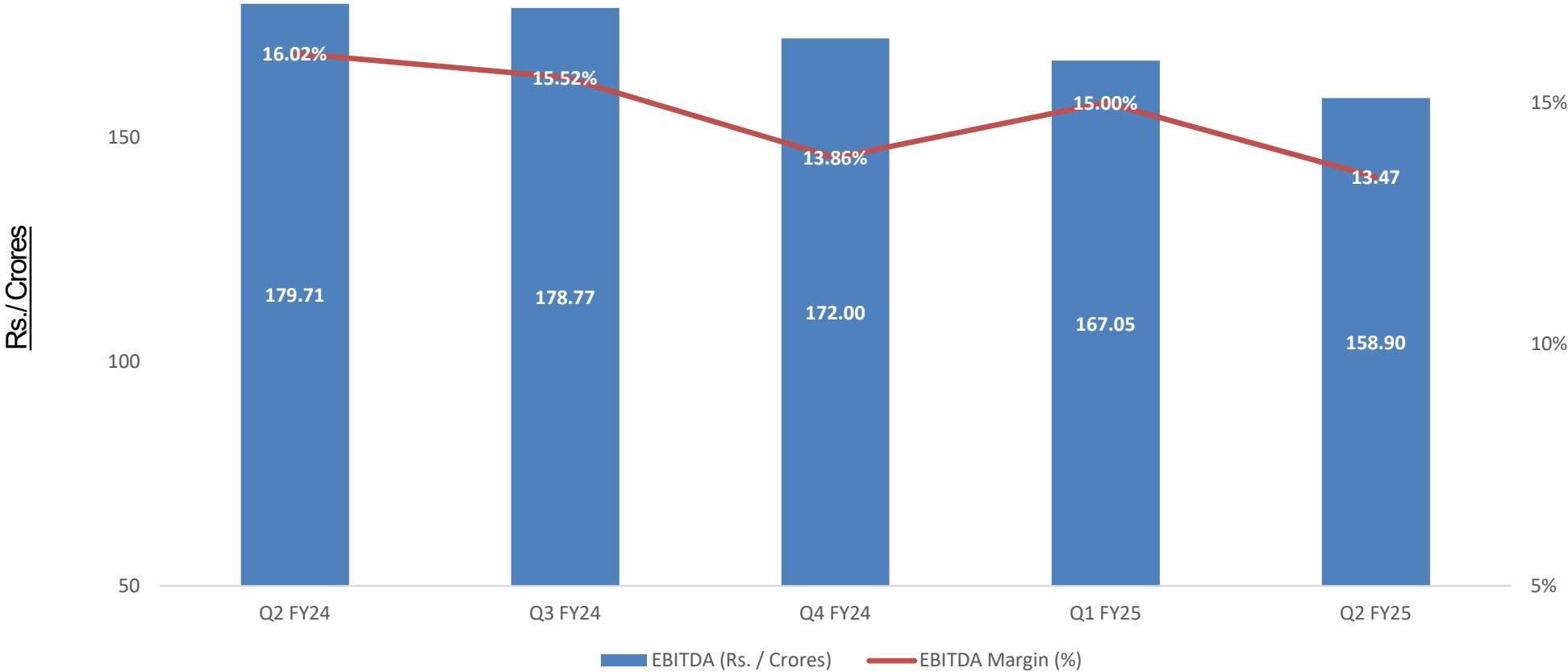


PBT

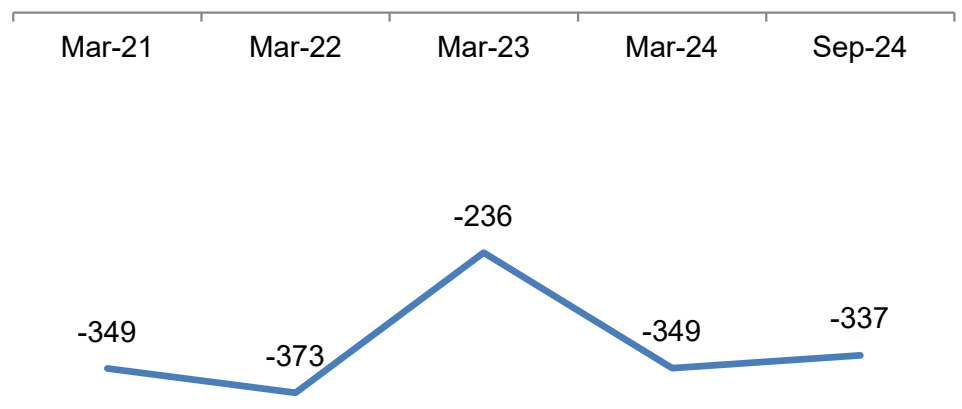
Rs./ Crores

PAT

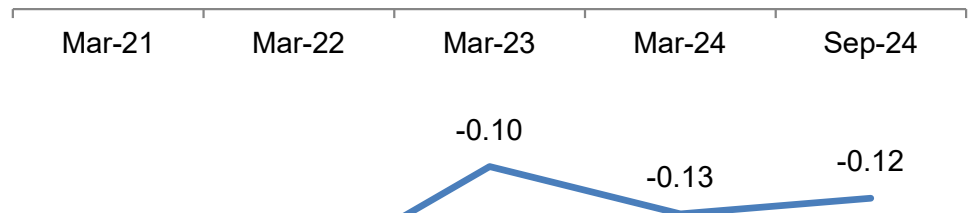




Net Debt (Rs. Crore) *

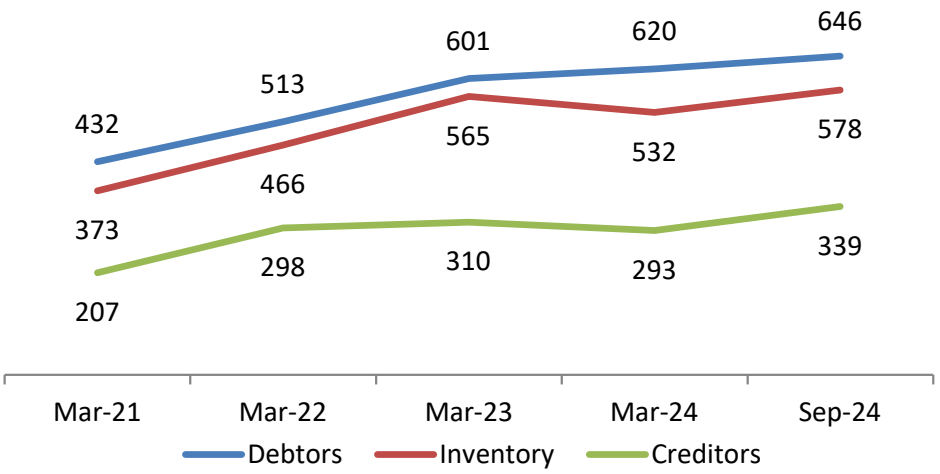


Net Debt Equity (X) *

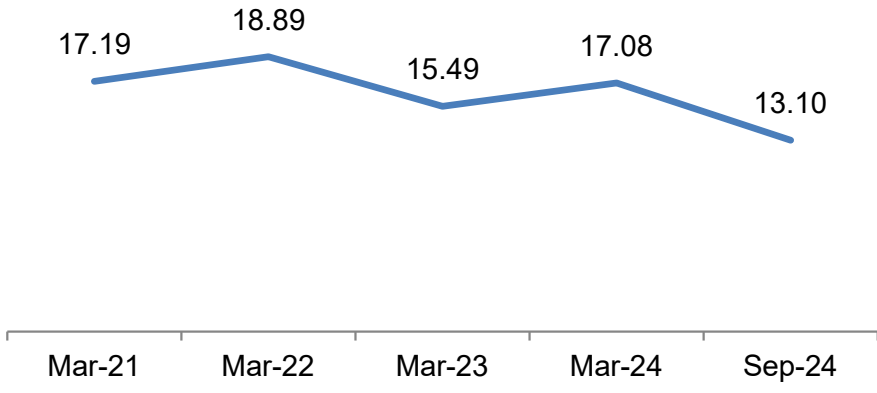


* Net of cash and cash equivalents

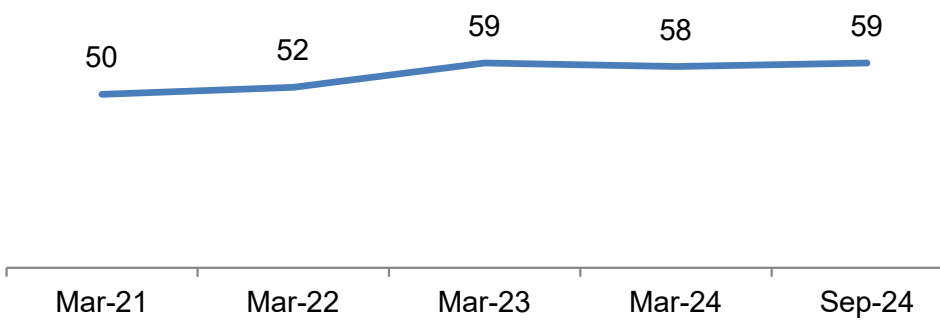
Working Capital (Rs. Crore)



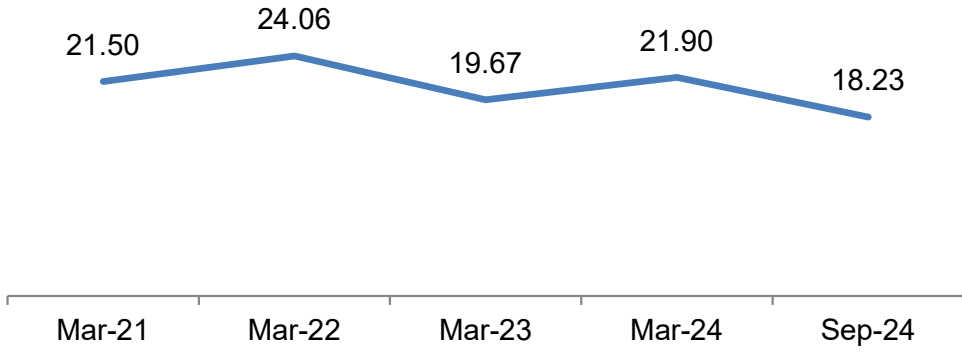
Return on Equity (Avg.)



Working Capital (Days)



ROCE (Avg.)



- ROE as on 30th Sep. 24 taken at average of net worth as on 31st Mar. 24 & 30th Sep. 24 and on H1 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

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 Q2 FY25.

B. KAJARIA INFINITY

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 Q2 FY25.

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 optimum capacity during Q2 FY25.

D. KERONITE TILES

Kajaria Ceramics has acquired 90% stake in Keronite Tiles Pvt. Ltd., Morbi (Gujarat) on 20th May 2024. The company has annual capacity of 6 MSM of glazed vitrified tiles. The Company has operated at 38% capacity during Q2 FY25.

E. 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 operated at 65% in Q2FY24.

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 86% in Q2 FY 25.

F. KAJARIA PLYWOOD PVT. LTD. (KPPL)

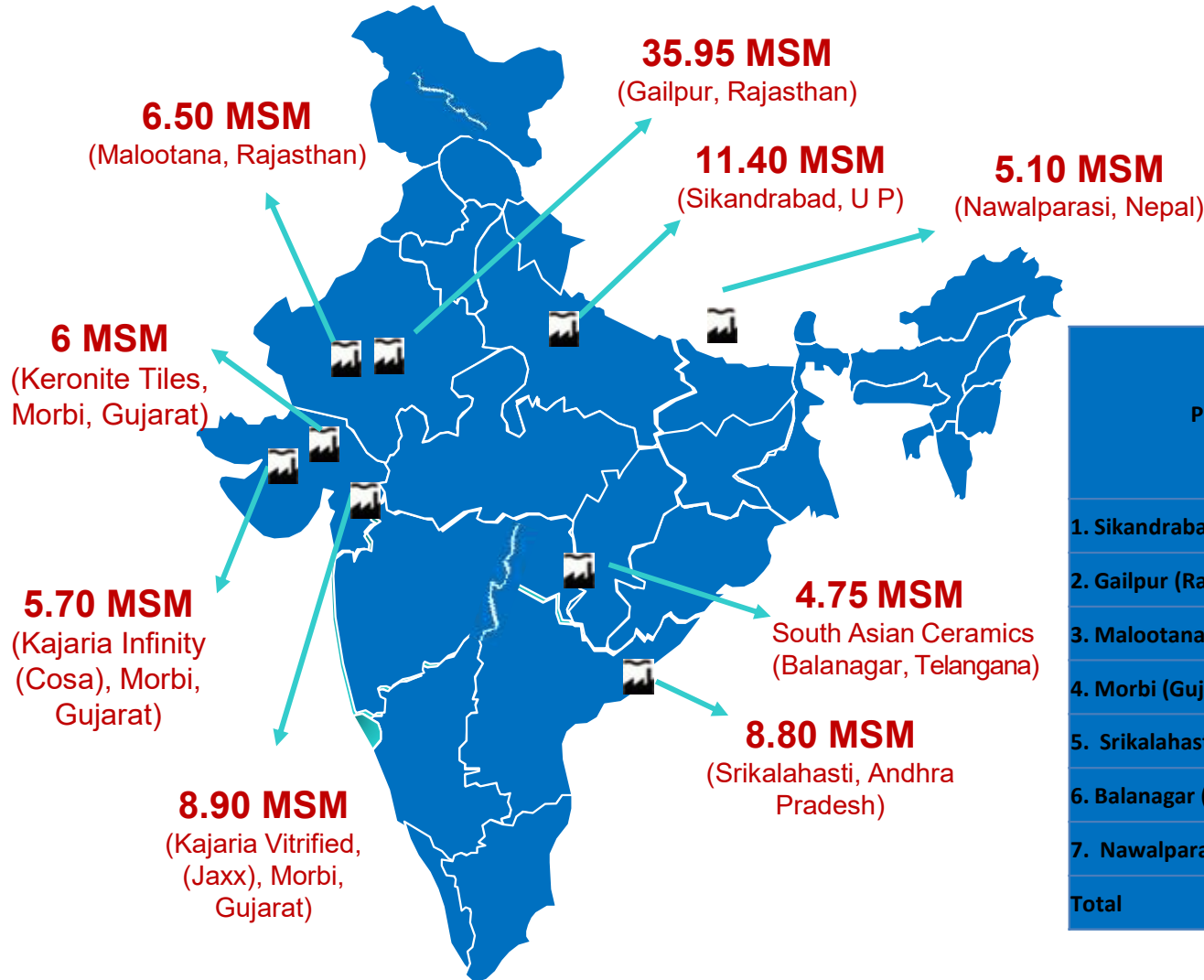
Kajaria Plywood Pvt. Ltd, a wholly owned subsidiary of Kajaria Ceramics Ltd. KPPL is offering plywood and laminate products under the brand of KajariaPLY.

G. 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 UAE and the other in UK.

ASSET OVERVIEW

Total Tile Capacity 93.10 MSM as on 30th Sep. 2024



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)	26.85	-	9.10	35.95
3. Malootana (Rajasthan)	-	6.50	-	6.50
4. Morbi (Gujarat)	-	8.90	11.70	20.60
5. Srikalahasti (AP)	-	-	8.80	8.80
6. Balanagar (Telangana)	4.75	-	-	4.75
7. Nawalparasi (Nepal)	2.55	-	2.55	5.10
Total	34.15	15.40	43.55	93.10

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. This plant is operational now, commercial production has started from 8th Sep. 2024.

B. 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.

C. Investment in manufacturing facility for tile adhesives

The Board in its meeting held on 7th May 2024, has approved an investment of Rs. 15 crore to set up a manufacture facility for tile adhesives in Gailpur, Rajasthan. The plant is likely to come on stream by Dec. 2024.

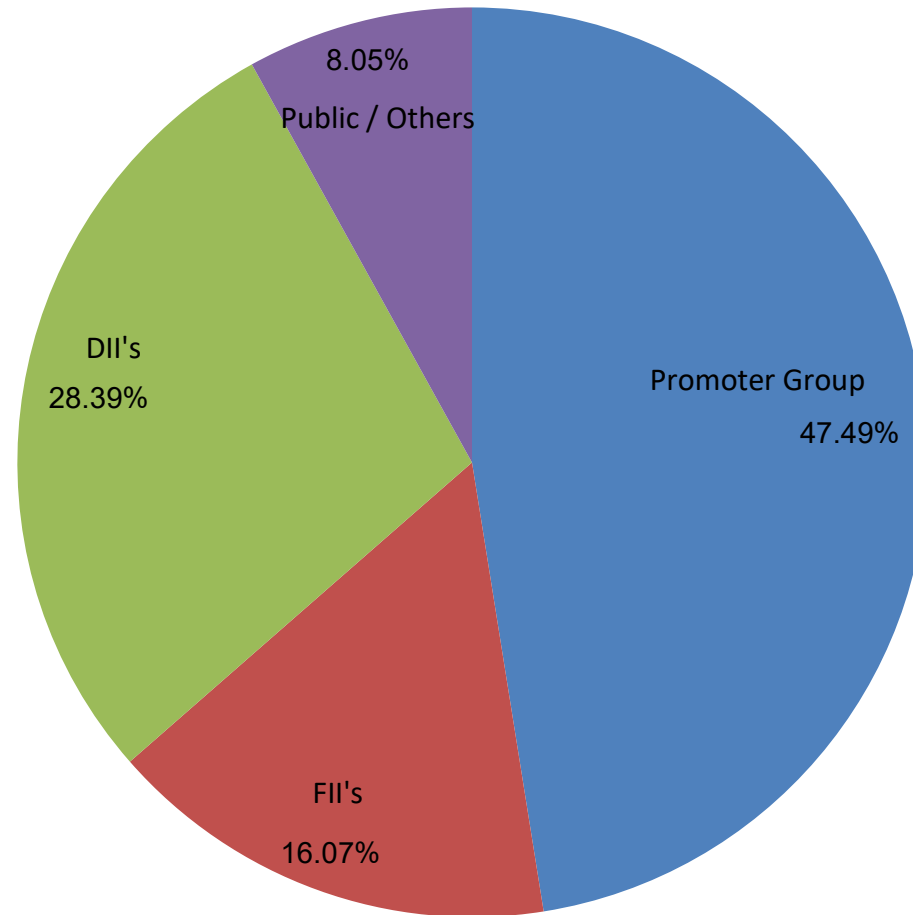
Financial highlights

(Rs / Crores)

	Q2 FY25		Q2 FY24		Growth		H1 FY25		H1 FY24		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	1,062.49	1,179.27	1,010.22	1,121.62	5%	5%	2,064.24	2,292.96	1,974.64	2,185.85	5%	5%
EBITDA	138.75	158.90	146.07	179.71	-5%	-12%	272.73	325.95	282.60	348.92	-3%	-7%
EBITDA MARGIN	13.06%	13.47%	14.46%	16.02%			13.21%	14.22%	14.31%	15.96%		
Depreciation	29.13	40.58	27.25	36.07	7%	13%	60.68	82.72	49.07	66.59	24%	24%
Finance Costs	2.31	4.73	1.41	4.26	64%	11%	3.87	9.41	3.95	9.53	-2%	-1%
Other Income	17.84	9.87	13.87	8.27	29%	19%	33.42	20.06	27.79	17.53	20%	14%
Profit before Share of (loss) / profit from JV, exceptional items, and Tax	125.15	123.46	131.28	147.65	-5%	-16%	241.60	253.88	257.37	290.33	-6%	-13%
Share of (loss) / profit from JV		(2.92)		(0.22)				(5.22)		(0.20)		
Exceptional Items - (loss) gain	-	-	-	-			-	-	-	-		
Profit Before Tax	125.15	120.54	131.28	147.43	-5%	-18%	241.60	248.66	257.37	290.13	-6%	-14%
Tax Expense	32.25	35.00	33.68	36.61	-4%	-4%	62.13	70.80	66.11	70.20	-6%	1%
Minority Interest		1.27		2.86				3.77		4.45		
Profit After Tax	92.90	84.27	97.60	107.96	-5%	-22%	179.47	174.09	191.26	215.48	-6%	-19%
Cash Profit	122.03	124.85	124.85	144.03	-2%	-13%	240.15	256.81	240.33	282.07	0%	-9%
Equity Share Capital	15.93	15.93	15.93	15.93			15.93	15.93	15.93	15.93		
EPS (Basic) (Rs.)	5.83	5.29	6.13	6.78	-5%	-22%	11.27	10.93	12.01	13.53	-6%	-19%

As on 30th Sep. 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 93.10 mn. sq. meters presently, distributed across nine plants - one at Sikandrabad (Uttar Pradesh), one at Gailpur, one at Malootana (Rajasthan), three at Morbi (Gujarat), one at Srikalahasti (Andhra Pradesh), one at Balanagar (Telangana) and one at Nawalparasi (Nepal).

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* As per Ceramic World Review