



KAJARIA CERAMICS LIMITED

Investor Update – Q1 FY20

July 23, 2019

Kajaria
TRANSFORM YOUR WORLD

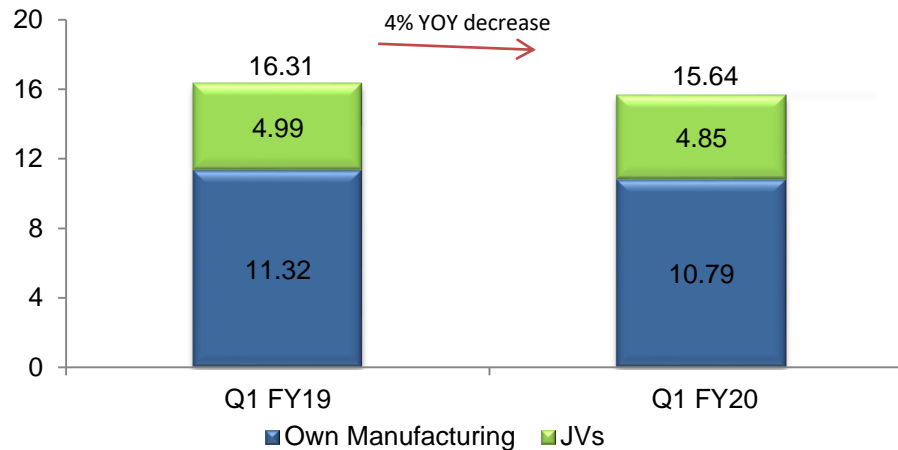
- Chairman's Message
- Financial Performance – Q1 FY20
- Balance sheet perspective
- Joint Venture / Subsidiaries
- Income Statement
- Shareholding Pattern

Despite subdued demand scenario, our sales volumes and revenue grew by 10% and 7% respectively over the corresponding period in the previous fiscal year. Net profit for the period stood at Rs. 51.01 crore as compared to Rs. 45.57 crore in Q1FY19 and EBITDA for the period stood at Rs. 105.97 crore as compared to Rs. 96.81 crore in Q1FY19.

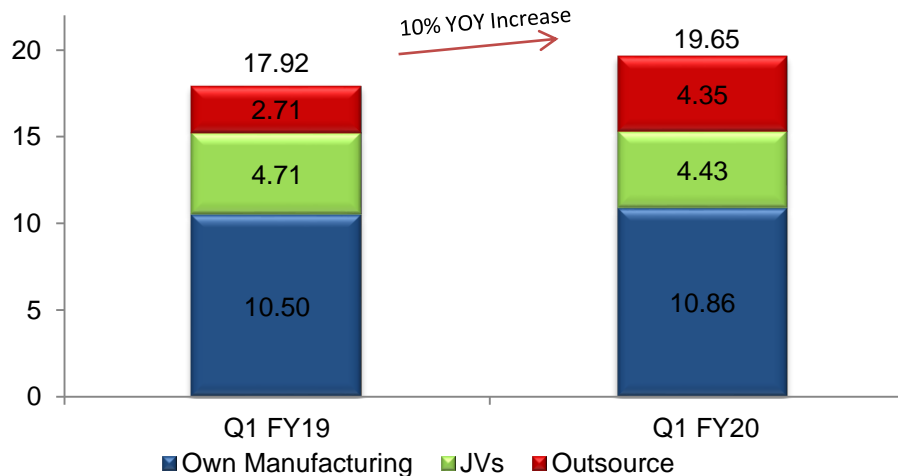
Notwithstanding the on-going liquidity crisis, our working capital days remained under control.

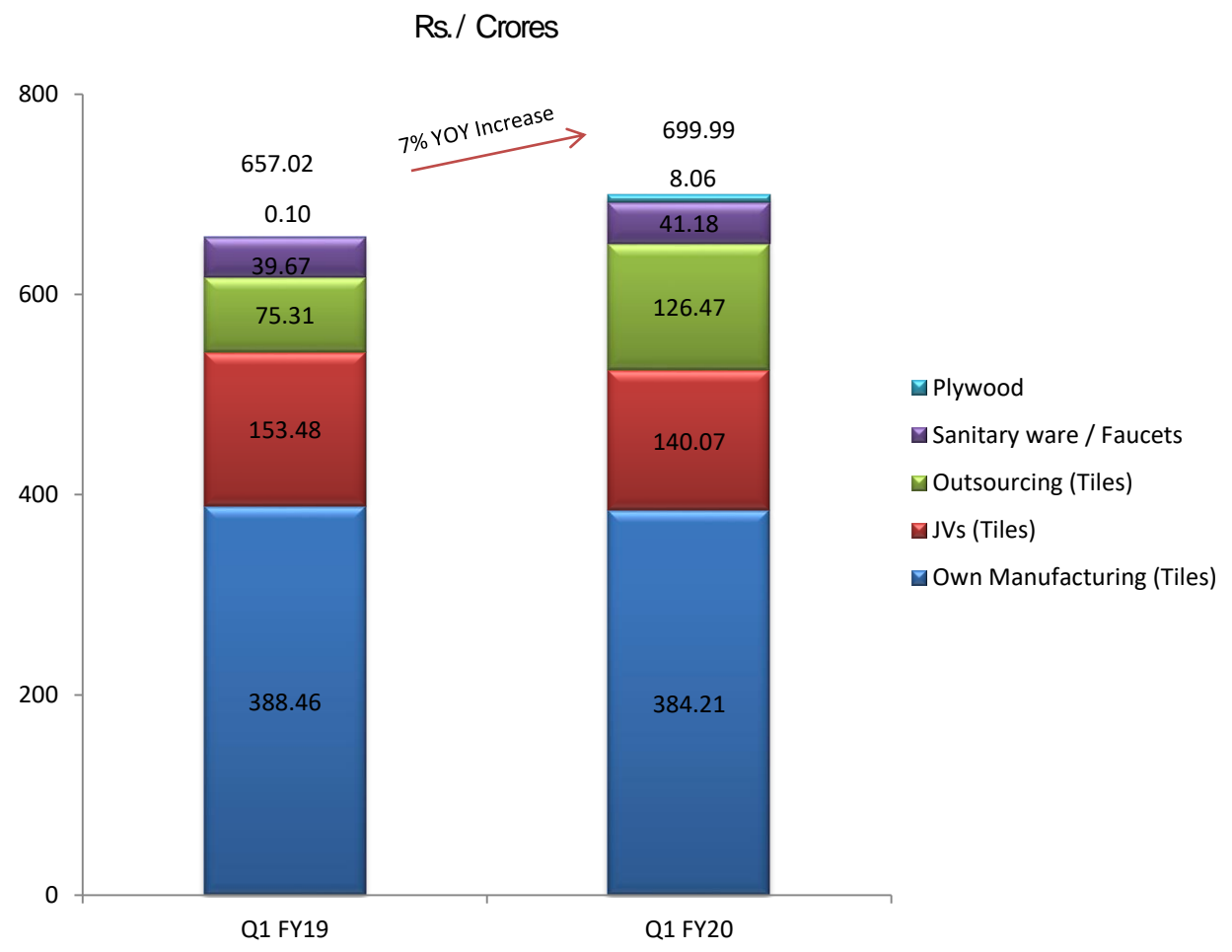
The tile industry is going through the transitional phase due to recent shift from Coal Gasifier to Natural Gas, resulting in increased compliance for the unorganised sector which should accelerate the shift towards organised players.

Production Growth (MSM) - Q1 FY20

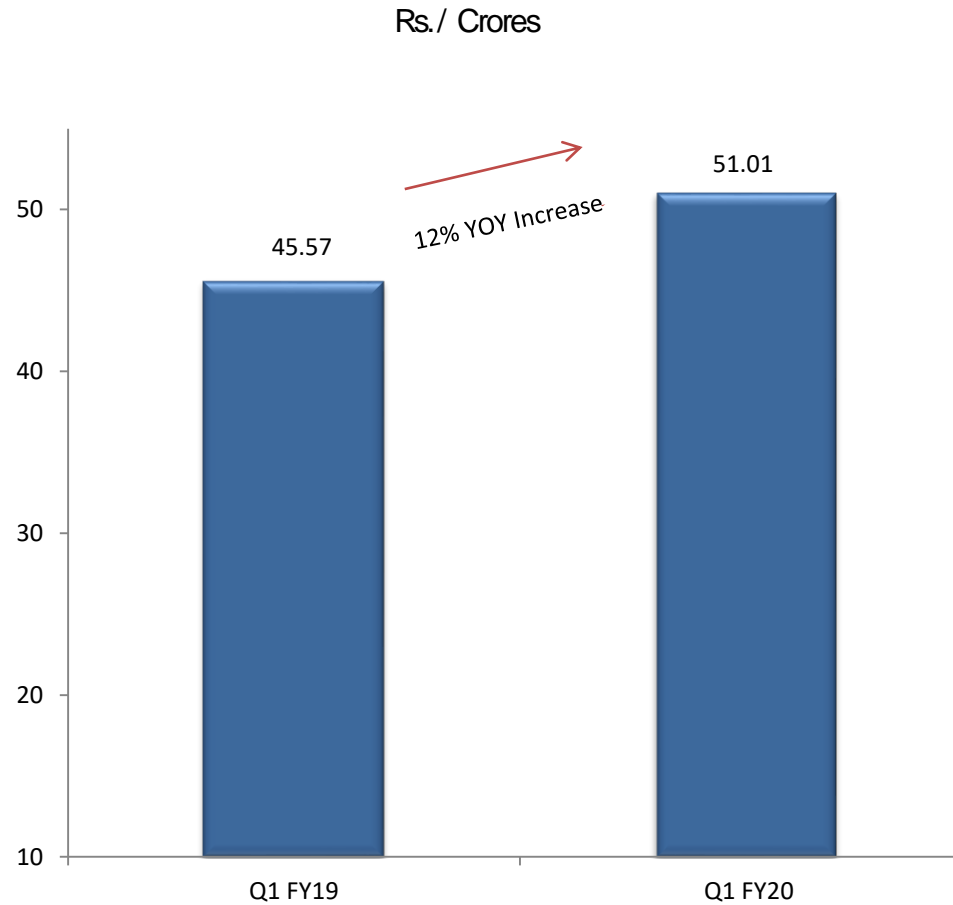


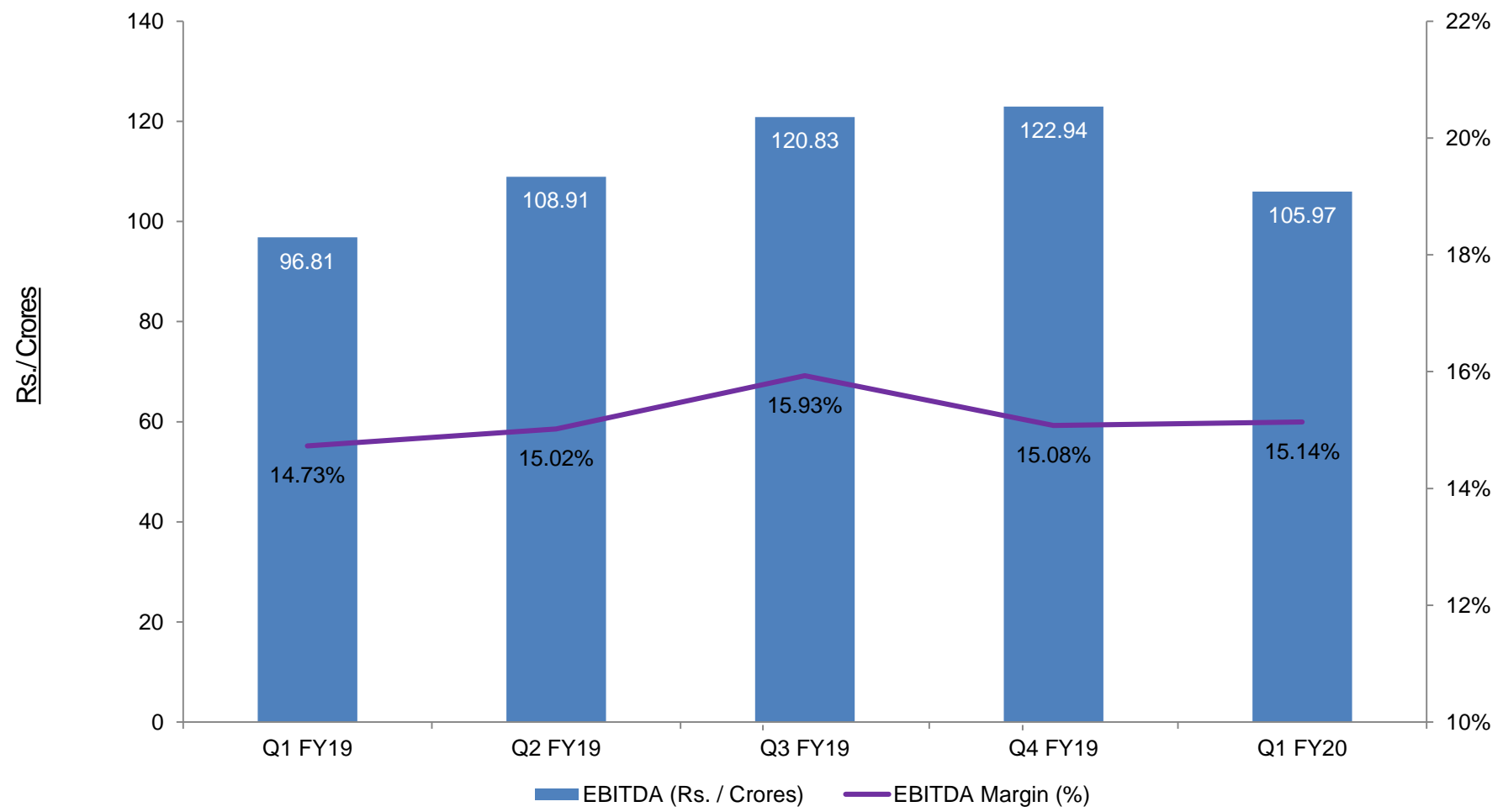
Sales Growth (MSM) – Q1 FY20



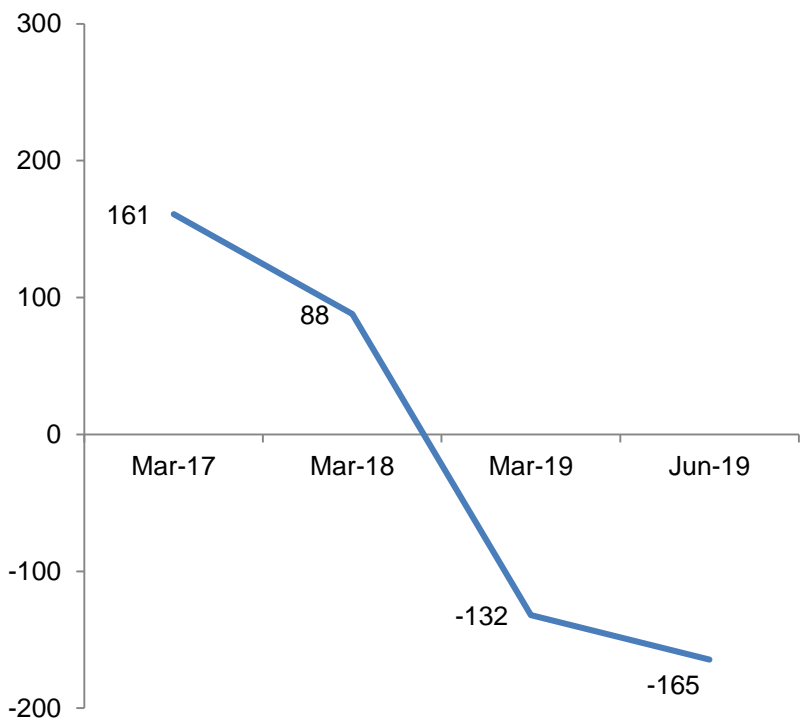


Refer Slide 12 for detailed Income Statement

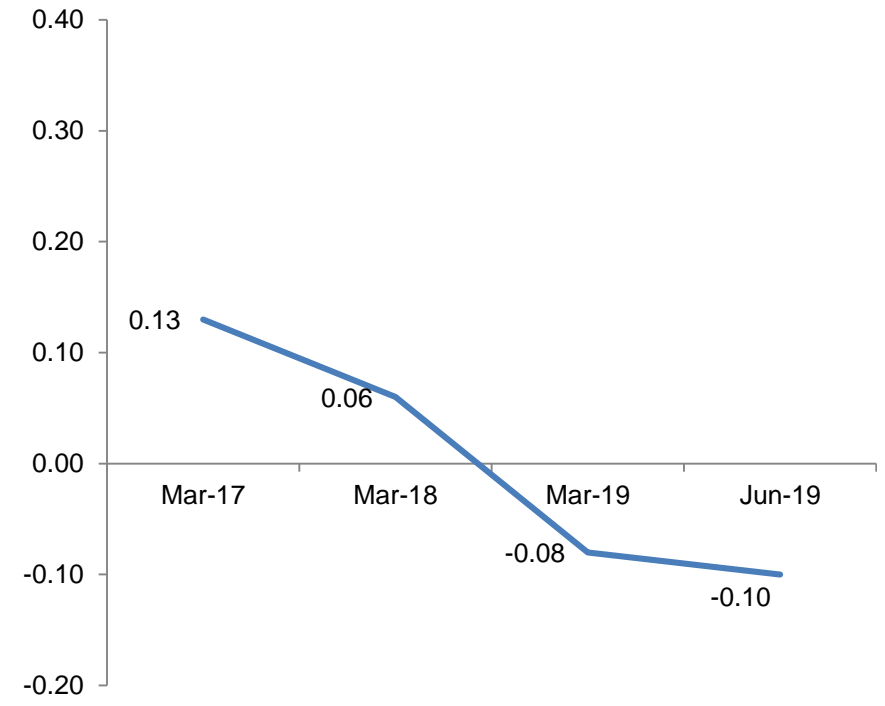




Net Debt (Rs. Crore) *

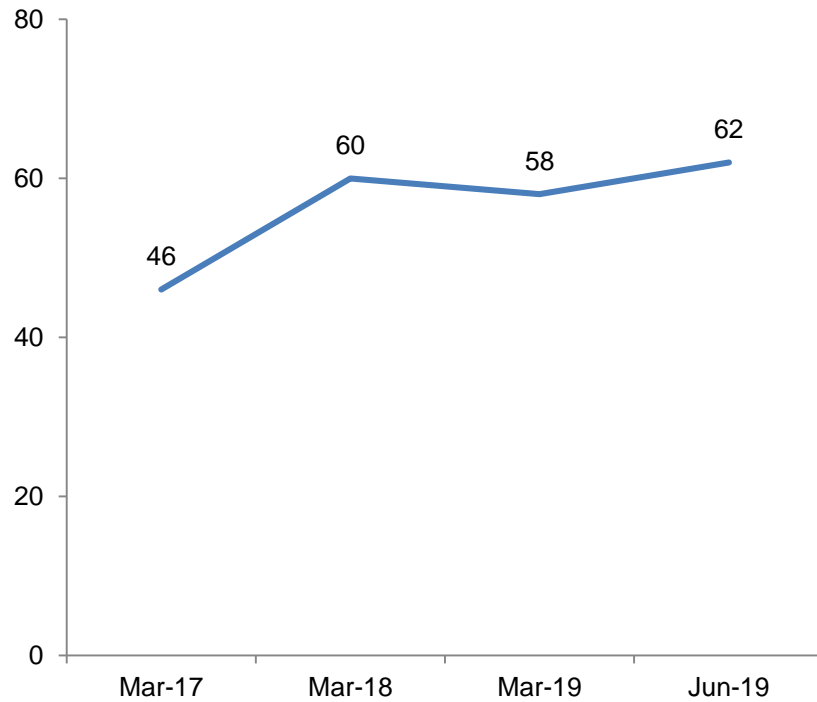


Net Debt Equity (X) *

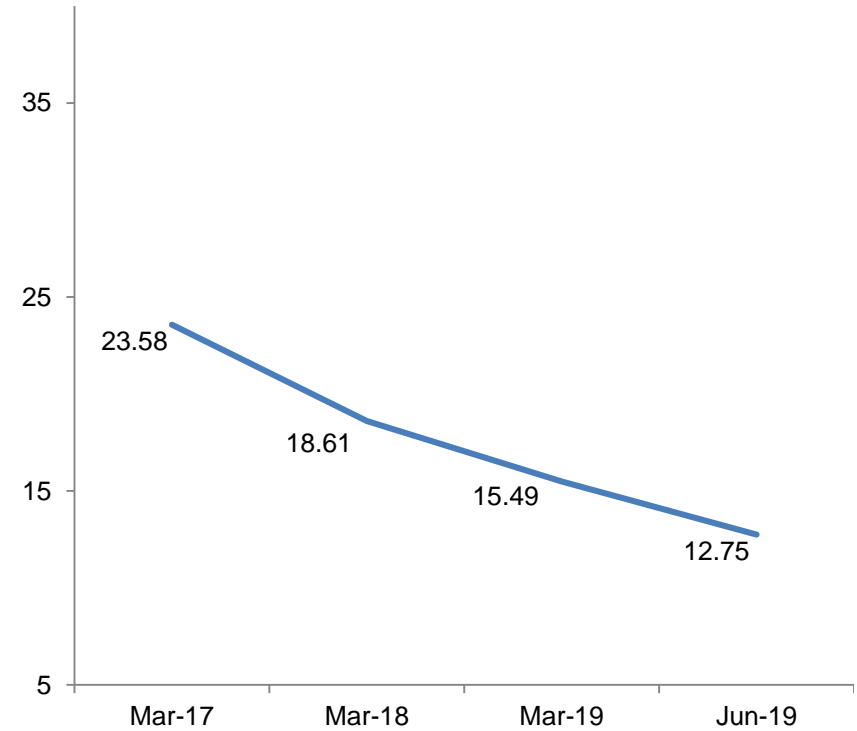


* Net of cash and cash equivalents

Working Capital Cycle (days)



Return on Equity (Avg.)



Working capital days' excludes capex creditors and cash & Bank balance and not comparable with previous periods due to GST.

ROE as on 30th Jun. 19 taken at average of net worth as on 30th Jun 19 & 31st Mar. 19 and on Q1 FY20 PAT.

A. JAXX VITRIFIED

Jaxx Vitrified is based in Morbi (Gujarat). Kajaria has 82% 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 Q1 FY20.

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 full capacity during Q1 FY20.

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 85% capacity utilisation during Q1 FY20.

D. KAJARIA TILES PRIVATE LIMITED*

Kajaria Tiles (a wholly owned subsidiary) is putting up a manufacturing facility of glazed vitrified tiles with a capacity of 5.00 MSM p.a. in Andhra Pradesh. The Plant is expected to be commissioned in September 2019.

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. The plant is nearing optimum capacity utilization. The unit is in the process to expand further by 1.50 lac pcs p.a., which is expected to be completed in August 2019.

b) Faucet: This facility is situated at Gailpur (Rajasthan) having 1.00 million pcs p.a. The plant has operated at 72% in Q1 FY20 and expected to attain a 90% capacity utilization in FY20.

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

Financial highlights

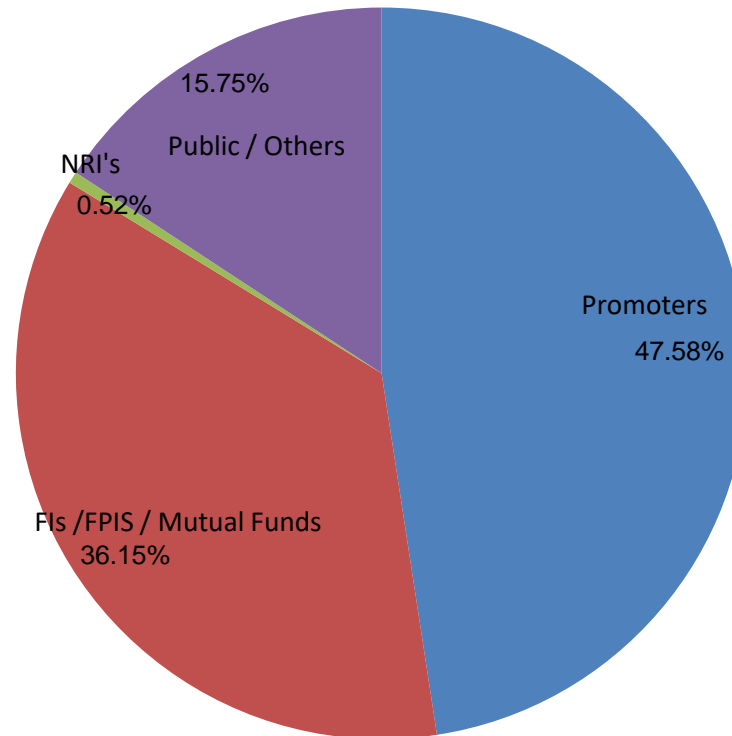
(Rs / Crores)

	Q1 FY20		Q1 FY19		Growth		FY19		FY18		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	639.70	699.99	614.11	657.02	4%	7%	2726.07	2956.20	2580.68	2710.60	6%	9%
EBITDA	97.92	105.97	87.71	96.81	12%	9%	400.36	449.49	427.89	456.36	-6%	-2%
EBITDA MARGIN	15.31%	15.14%	14.28%	14.73%			14.69%	15.20%	16.58%	16.84%		
Depreciation	19.49	25.82	16.01	22.67	22%	14%	63.45	89.06	61.76	88.53	3%	1%
Other Income	10.79	5.28	6.68	2.38	62%	122%	34.81	18.03	23.51	10.84	48%	66%
Interest	1.74	4.52	1.04	4.17	67%	8%	3.39	15.59	4.48	24.10	-24%	-35%
Exceptional Items - loss (gain)							-4.78	4.84	3.61	-0.75		
Profit Before Tax	87.48	80.91	77.34	72.35	13%	12%	373.11	358.03	381.55	355.32	-2%	1%
Tax Expense	30.50	30.53	26.87	26.98	14%	13%	127.21	129.28	129.23	126.72	-2%	2%
Minority Interest		-0.63		-0.20				2.18		-6.36		
Profit After Tax	56.98	51.01	50.47	45.57	13%	12%	245.90	226.57	252.32	234.96	-3%	-4%
Cash Profit	76.47	76.83	66.48	68.24	15%	13%	309.35	315.63	314.08	323.49	-2%	-2%
Equity Share Capital	15.90	15.90	15.90	15.90			15.90	15.90	15.90	15.90		
EPS (Basic) (Rs.)	3.59	3.21	3.18	2.87	13%	12%	15.47	14.25	15.88	14.78	-3%	-4%

As on 30th Jun 2019

Equity Shares Outstanding – 158.95 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 68.00 mn. sq. meters presently, distributed across seven plants - one in Sikandrabad (UP), one in Gailpur (Rajasthan), One in Malutana (Rajasthan), three in Morbi (Gujarat) and one in Vijaywada (AP).

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