



KAJARIA CERAMICS LIMITED

Investor Update – Q2 FY22

October 22, 2021

Kajaria
TRANSFORM YOUR WORLD

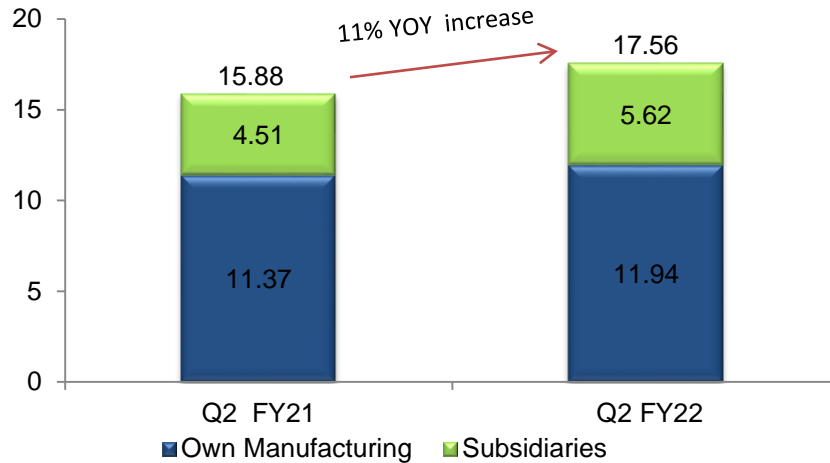
- Chairman's Message
- Financial Performance – Q2 FY22
- Balance sheet perspective
- Subsidiaries
- Income Statement
- Shareholding Pattern

The average Indian has cast away his apprehensions of the pandemic and the fallout therefrom. After a span of nearly 18 months, he appears more confident of a promising tomorrow.

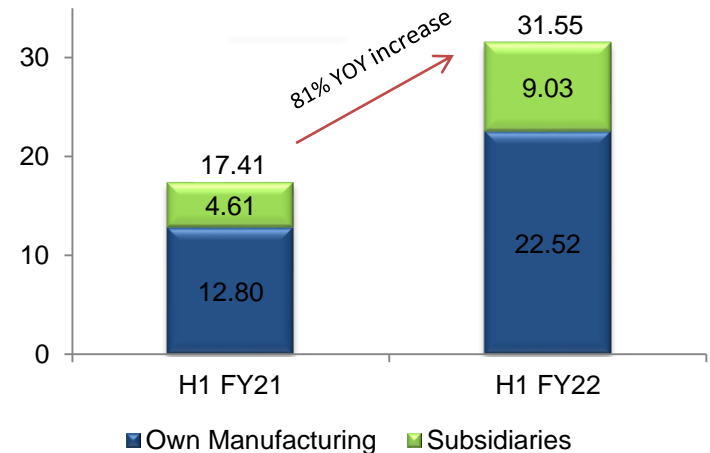
With the rapid pace of vaccination witnessed in the country, we have so far kept the third wave at bay and we really hope that we are through with this pandemic without any further hiccups. Along with the turnaround in economy, we are really glad to witness a sharp turnaround in our numbers and performance post the second Covid wave which was much better than what our initial expectations were!

After the slow offtake of tiles in Q1FY22 due to the 2nd wave, the volumes have gained significant traction and things are only looking better as we enter into the busy H2 season. Our plants have operated at almost full capacity during the quarter. We expect Q3 and Q4 to be even better than Q2 with the expectations of normalcy across all parts of India.

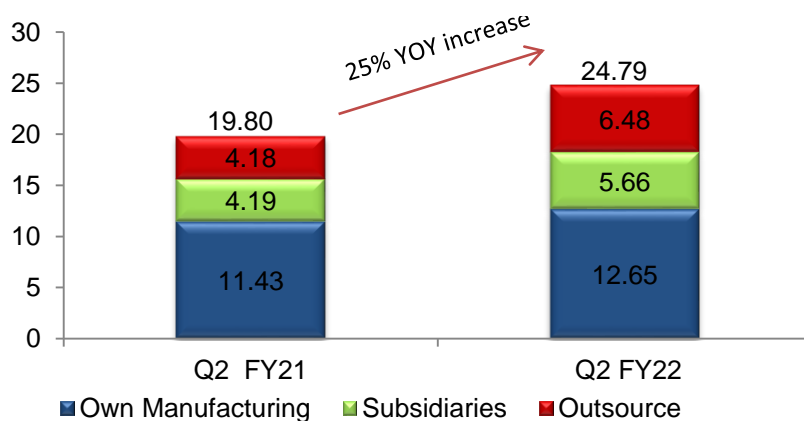
Production Growth (MSM) - Q2 FY22



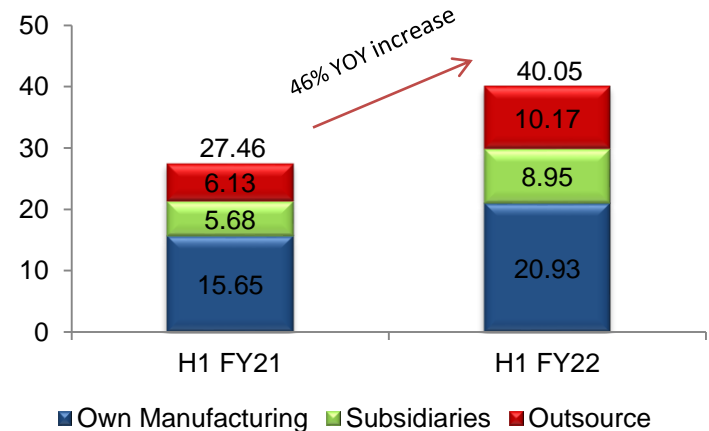
Production Growth (MSM) - H1 FY22

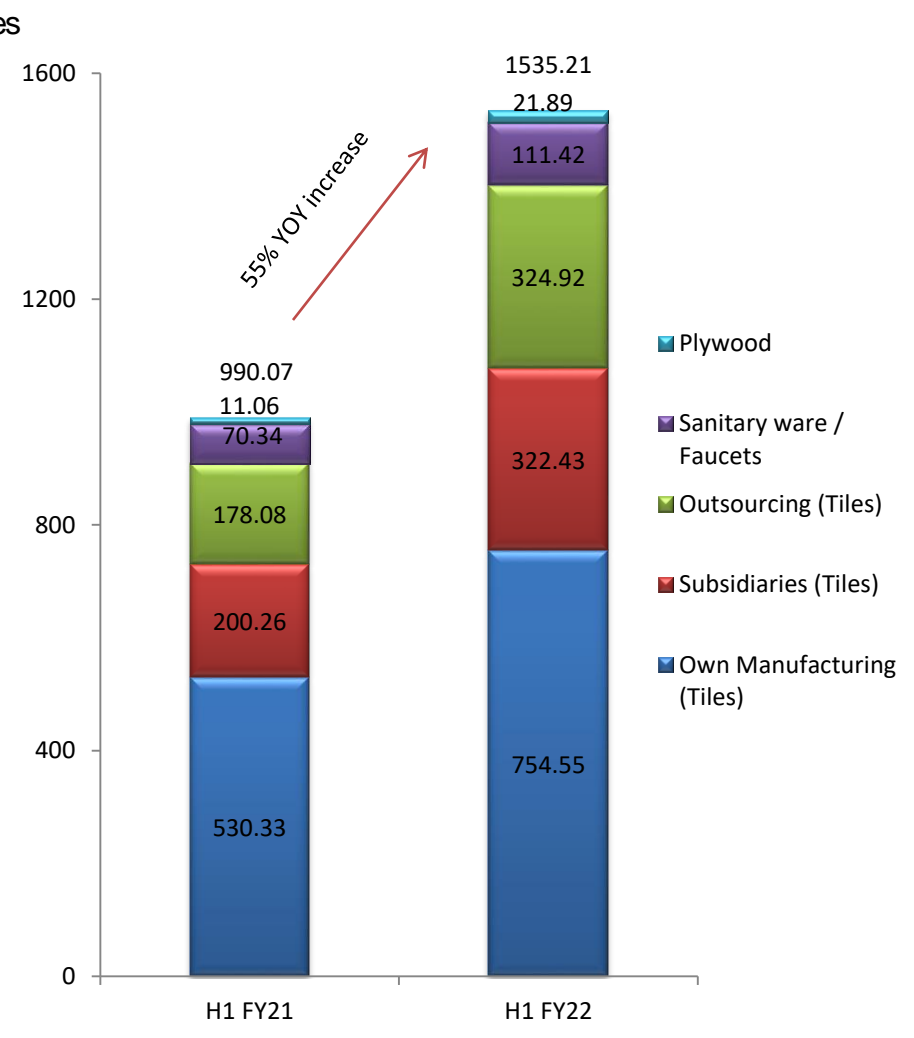
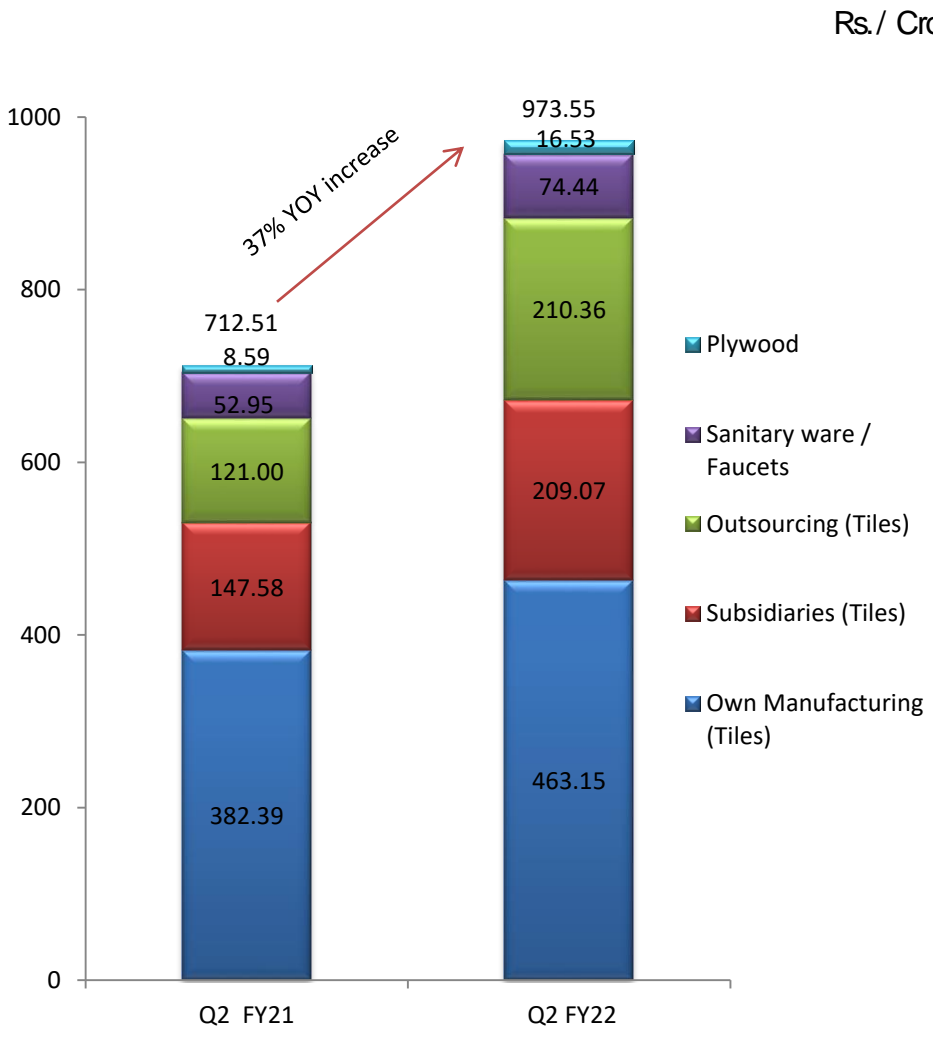


Sales Growth (MSM) - Q2 FY22



Sales Growth (MSM) - H1 FY22

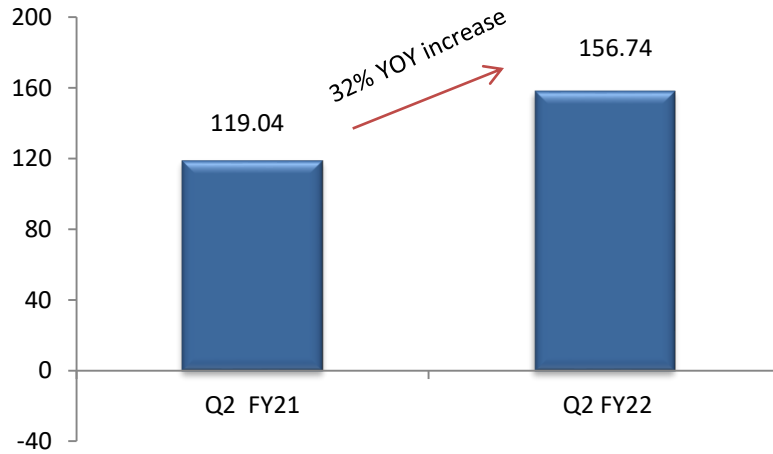




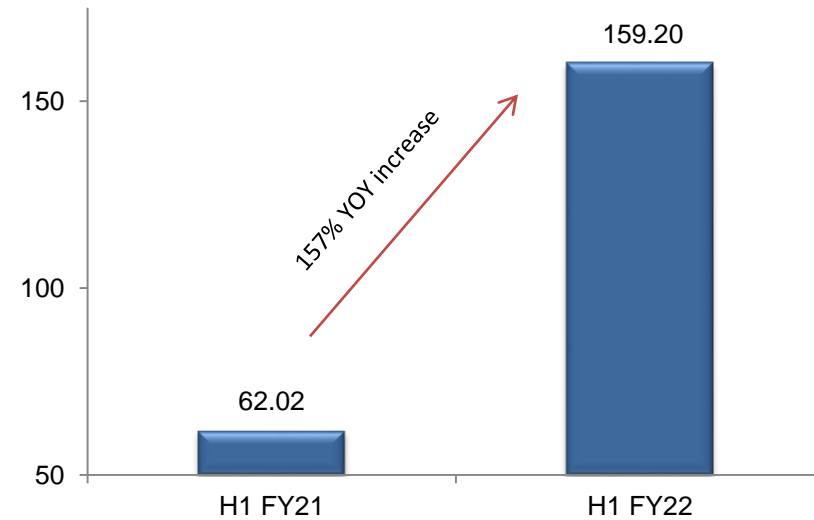
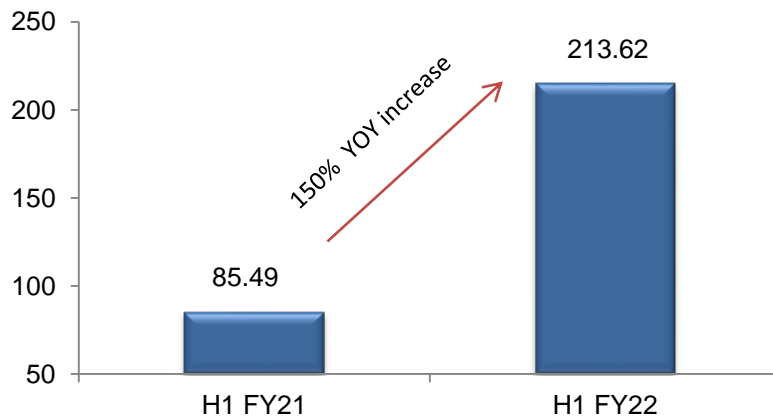
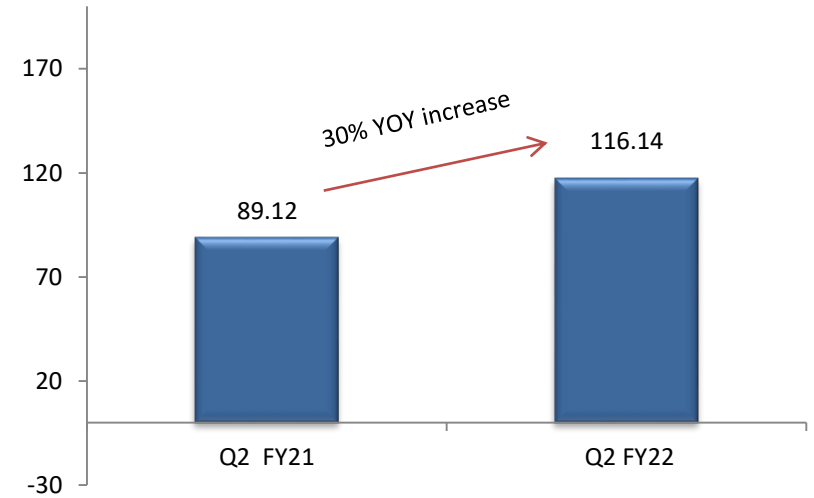
Refer Slide 13 for detailed Income Statement

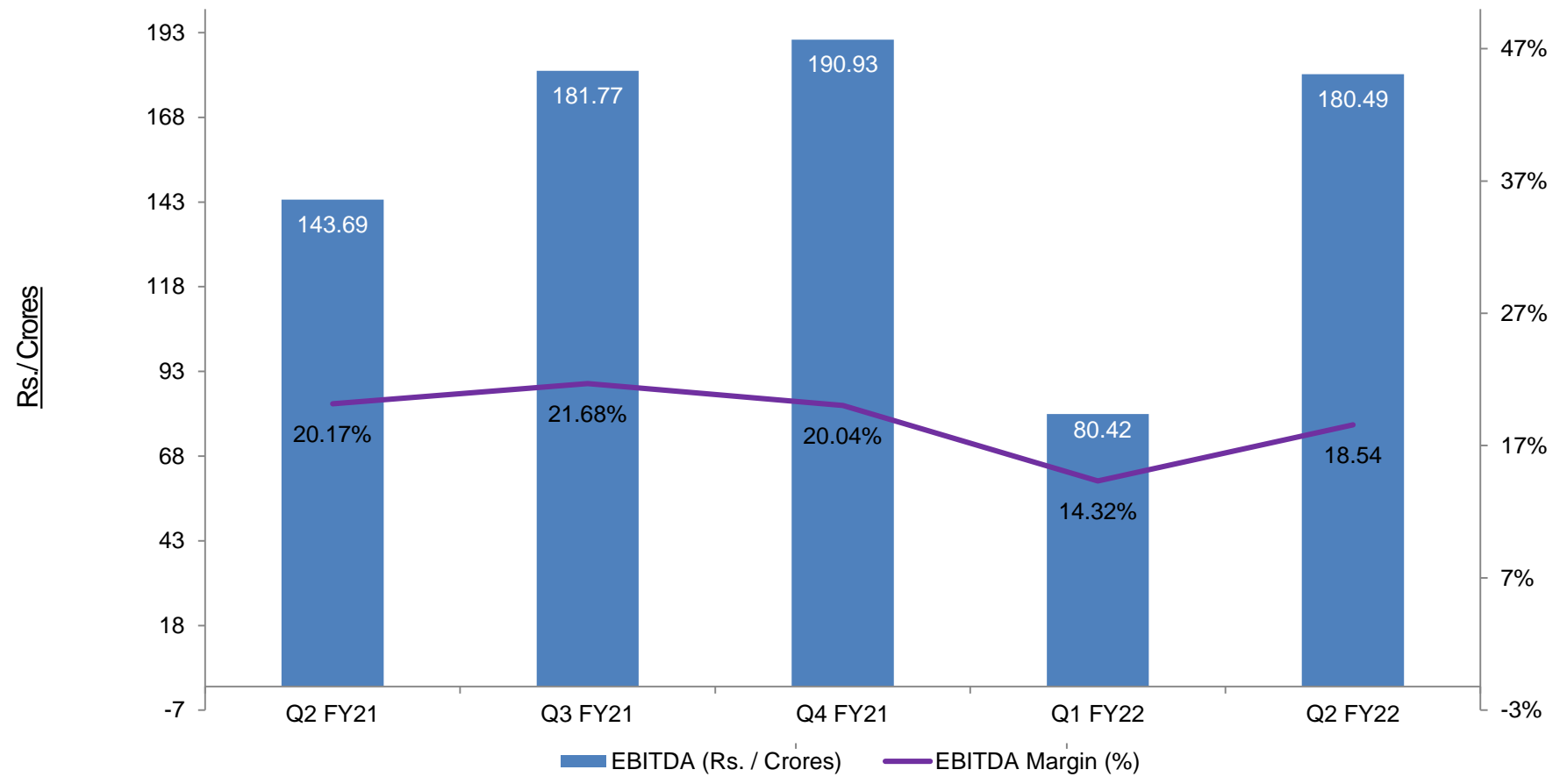
PBT

Rs./ Crores

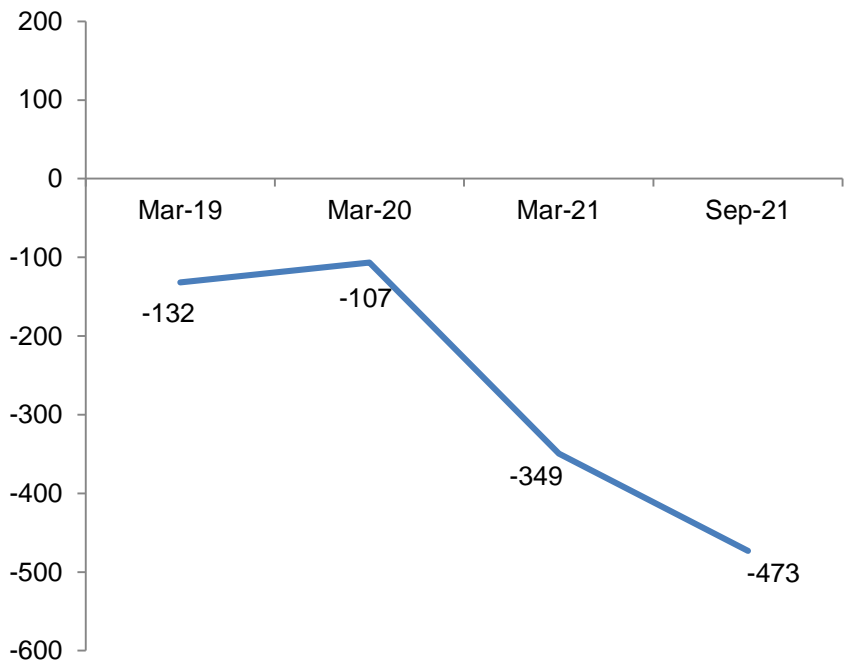


PAT

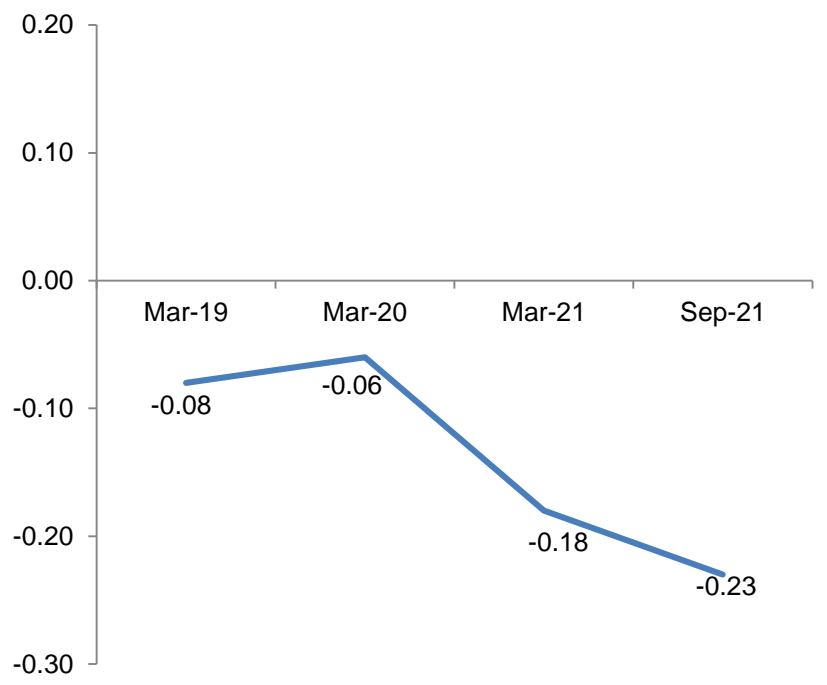




Net Debt (Rs. Crore) *

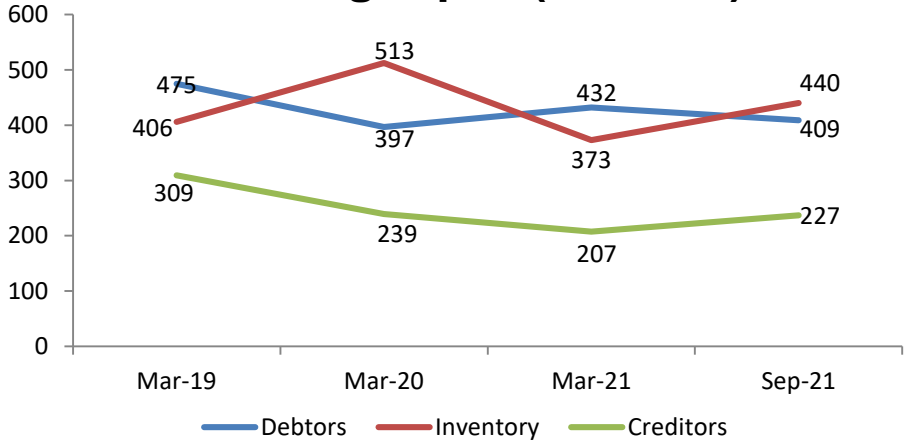


Net Debt Equity (X) *

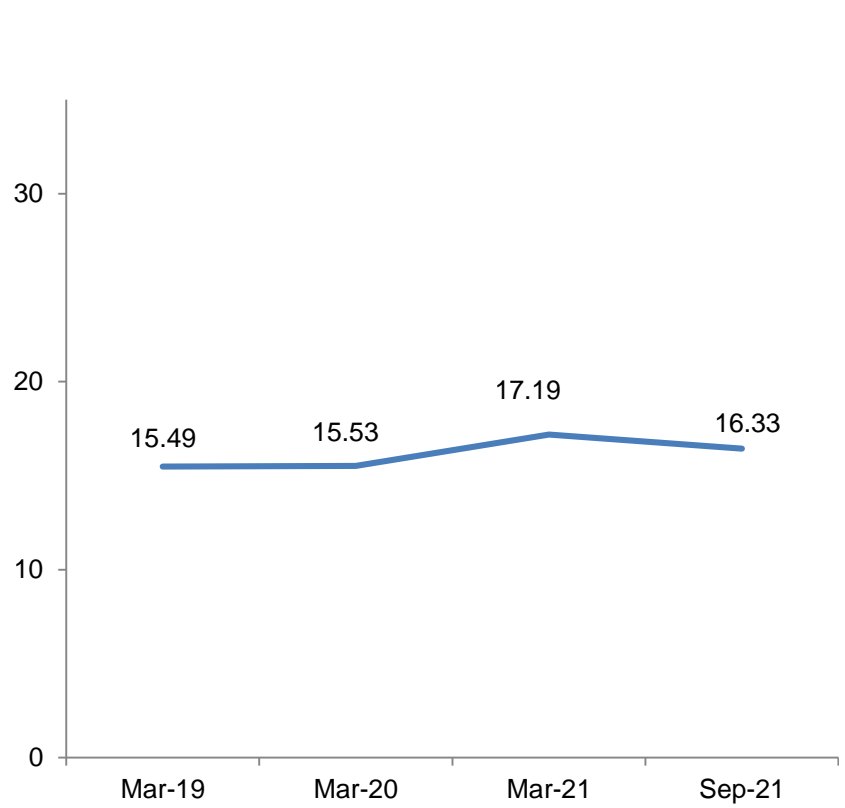


* Net of cash and cash equivalents

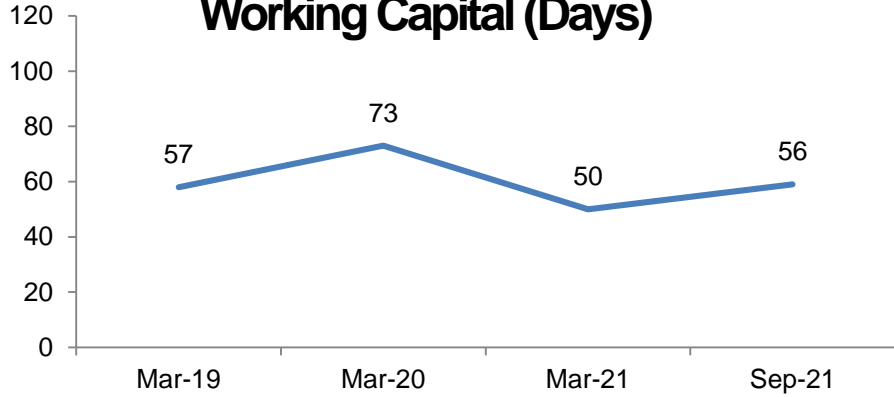
Working Capital (Rs. Crore)



Return on Equity (Avg.)



Working Capital (Days)



- ROE as on 30th Sep 21 taken at average of net worth as on 31st Mar.21 & 30th Sep 21 and on H1 FY22 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. JAXX VITRIFIED

Jaxx Vitrified is based in Morbi (Gujarat). Kajaria has 87.37% stake in the same. Jaxx had combined annual capacity of 7.60 MSM of polished vitrified tiles. Jaxx has operated at optimum capacity during Q2 FY22.

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 optimum capacity during Q2 FY22.

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 / glazed vitrified tiles. Cosa has operated at optimum capacity during Q2 FY22.

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. Plant has operated at 88% capacity in Q2 FY22.

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. Plant has operated at 59% capacity in Q2 FY22.

b) Faucet: This facility is situated at Gailpur (Rajasthan) having 1.00 million pcs p.a. Plant has operated at optimum capacity in Q2 FY22.

A. Gailpur Plant (Rajasthan)

The company would be adding 4.20 msm of ceramic floor tiles capacity at its Gailpur location. The same is expected to be completed by March 2022. Estimated cost for this expansion is Rs. 60 crore approx.

B. Srikalahasti Plant (Andhra Pradesh)

The company's subsidiary KTPL is also adding a capacity of 3.80 msm of value added glazed vitrified tiles at a cost of Rs. 110 crore. This expansion is expected to be completed by March 22.

C. Jaxx Plant, Morbi (Gujarat)

Adding 4.40 msm new capacity of polished vitrified tiles at the same site for an approximate cost of Rs 80 crore. This expansion is expected to be completed by March 22.

Financial highlights

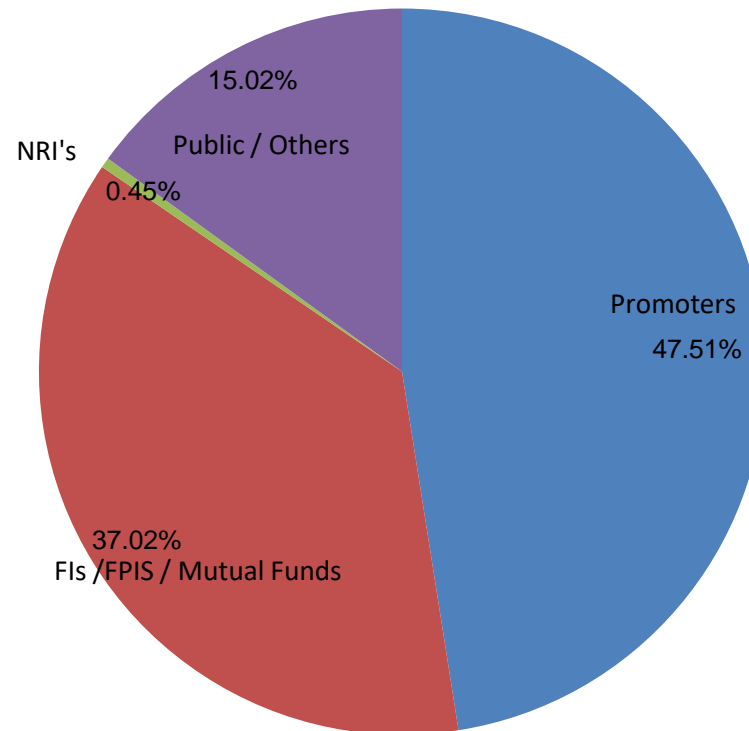
(Rs / Crores)

	Q2 FY22		Q2 FY21		Growth		H1 FY22		H1 FY21		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	862.20	973.55	650.13	712.51	33%	37%	1361.87	1535.21	907.66	990.07	50%	55%
EBITDA	145.96	180.49	121.33	143.69	20%	26%	215.45	260.91	130.74	136.12	65%	92%
EBITDA MARGIN	16.93%	18.54%	18.66%	20.17%			15.82%	17.00%	14.40%	13.75%		
Depreciation	19.65	28.15	19.15	27.36	3%	3%	37.82	54.67	36.17	52.58	5%	4%
Other Income	14.91	7.12	12.33	4.79	21%	49%	27.79	13.12	22.09	7.41	26%	77%
Interest	1.12	2.72	1.18	2.08	-5%	31%	2.46	5.74	2.59	5.46	-5%	5%
Exceptional Items - loss (gain)												
Profit Before Tax	140.10	156.74	113.33	119.04	24%	32%	202.96	213.62	114.07	85.49	78%	150%
Tax Expense	36.14	37.42	29.54	29.40	22%	27%	52.26	52.84	29.73	28.79	76%	84%
Minority Interest		3.18		0.52				1.58		-5.32		
Profit After Tax	103.96	116.14	83.79	89.12	24%	30%	150.70	159.20	84.34	62.02	79%	157%
Cash Profit	123.61	144.29	102.94	116.48	20%	24%	188.52	213.87	120.51	114.60	56%	87%
Equity Share Capital	15.92	15.92	15.90	15.90			15.92	15.92	15.90	15.90		
EPS (Basic) (Rs.)	6.54	7.31	5.27	5.61	24%	30%	9.48	10.02	5.31	3.90	78%	157%

As on 30th Sep. 2021

Equity Shares Outstanding – 159.17 millions

Shareholding



Kajaria Ceramics is the largest manufacturer of ceramic/vitrified tiles in India and the 8th* largest in the world. It has present annual capacity of 70.40 mn. sq. meters presently, distributed across eight plants - one at Sikandrabad in Uttar Pradesh, one at Gailpur and one at Malootana in Rajasthan, three at Morbi in Gujarat and one at Vijayawada and one at 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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* As per Ceramic World Review