



# KAJARIA CERAMICS LIMITED

Investor Update – Q4 FY15 / FY15

April 29, 2015

***Kajaria***  
TRANSFORM YOUR WORLD

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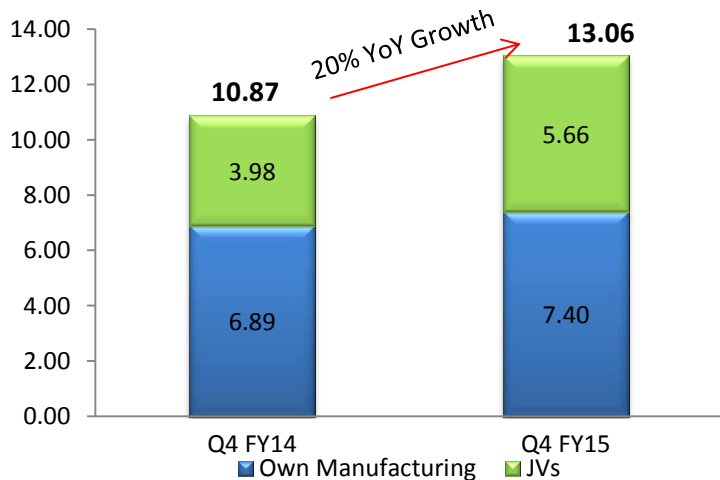
- Chairman's Message
- Financial Performance - Q4 FY15 / FY15
- Balance sheet perspective
- Joint Venture / Subsidiaries
- Income Statement
- Shareholding Pattern

We are looking forward to better growth opportunities in the coming years as favourable regulatory policies cascade into on-ground realities. But before we step into the future, it would be pertinent to pause and reflect on what we achieved in the quarter and year gone by.

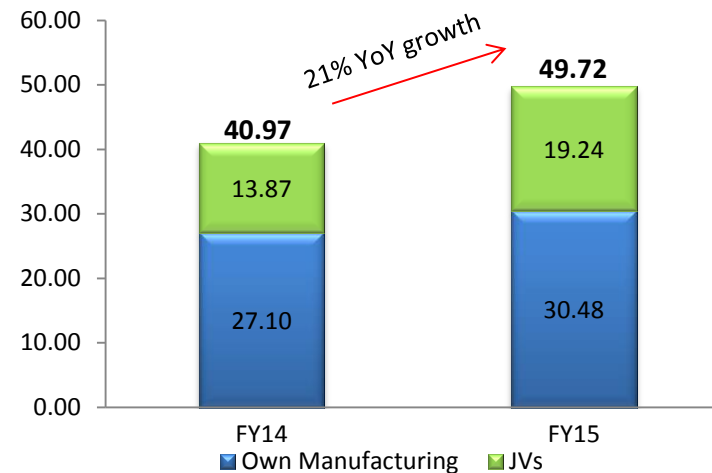
Revenue in Q4/2014-15 grew by 12% over the corresponding period in the previous year. EBIDTA and Net Profit grew by 29% and 23% respectively during the same period. For fiscal 2014-15, revenue grew by 19% over 2013-14, while EBIDTA and Profit for the Year increased by 24% and 41% respectively over 2013-14.

What lies ahead is the commissioning of the already announced 13 MSM tile capacity in the current year. Our faucet unit is also scheduled to commence operations in July 2015. These initiatives, we are confident, will make a meaningful contribution in sustaining our industry-leading profitable business growth in the current year.

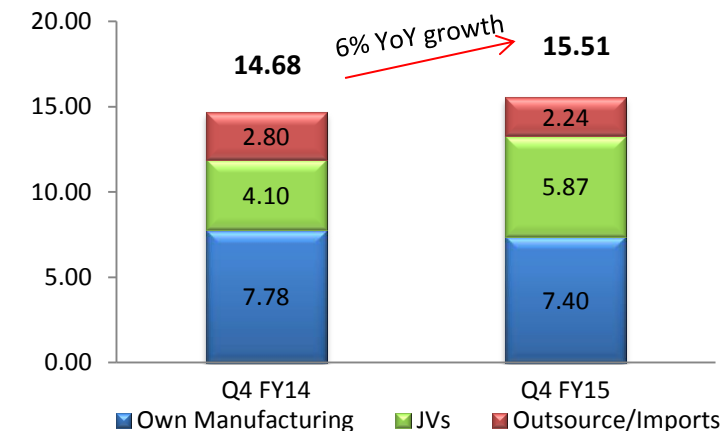
### Production Growth (MSM) - Q4 FY15



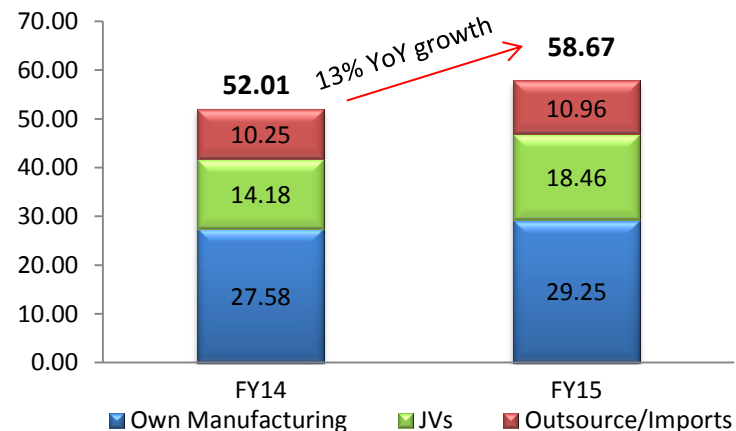
### Production Growth (MSM) - FY15



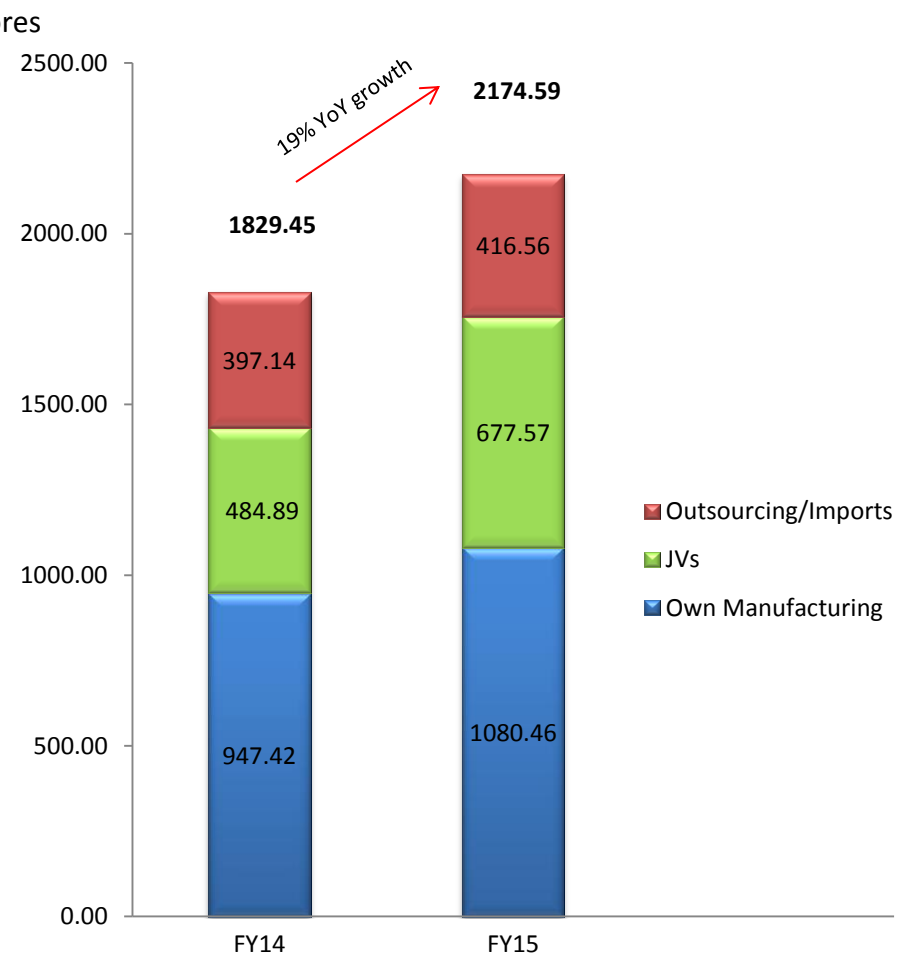
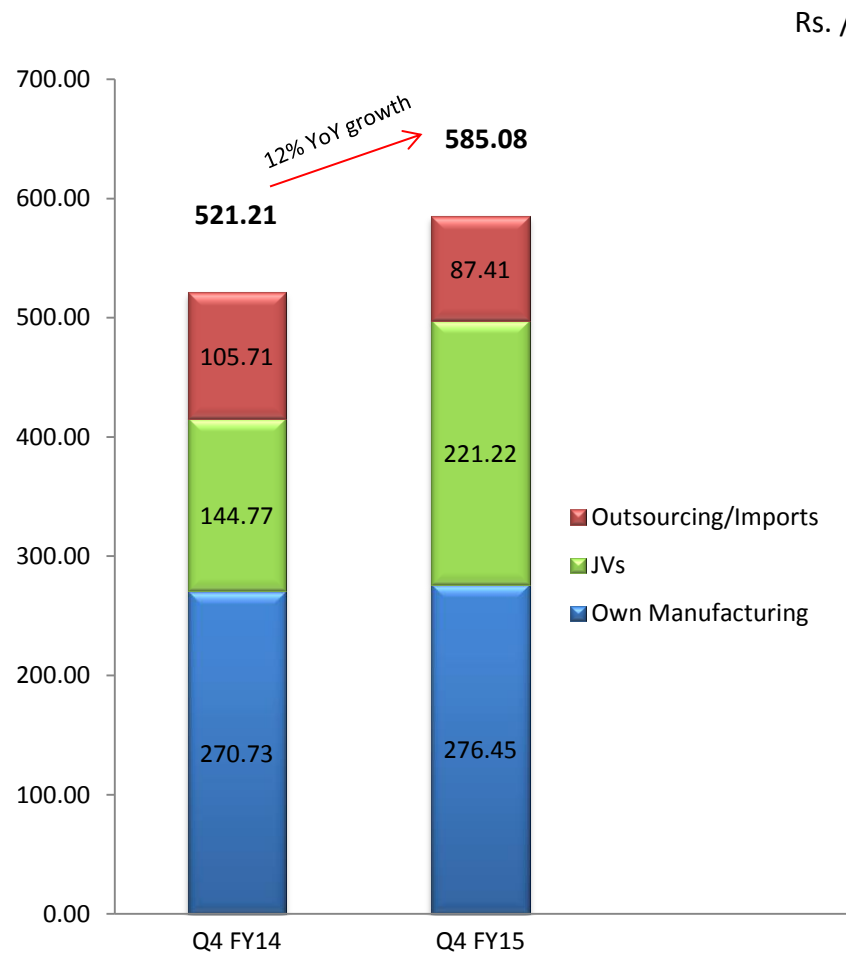
### Sales Growth (MSM) - Q4 FY15



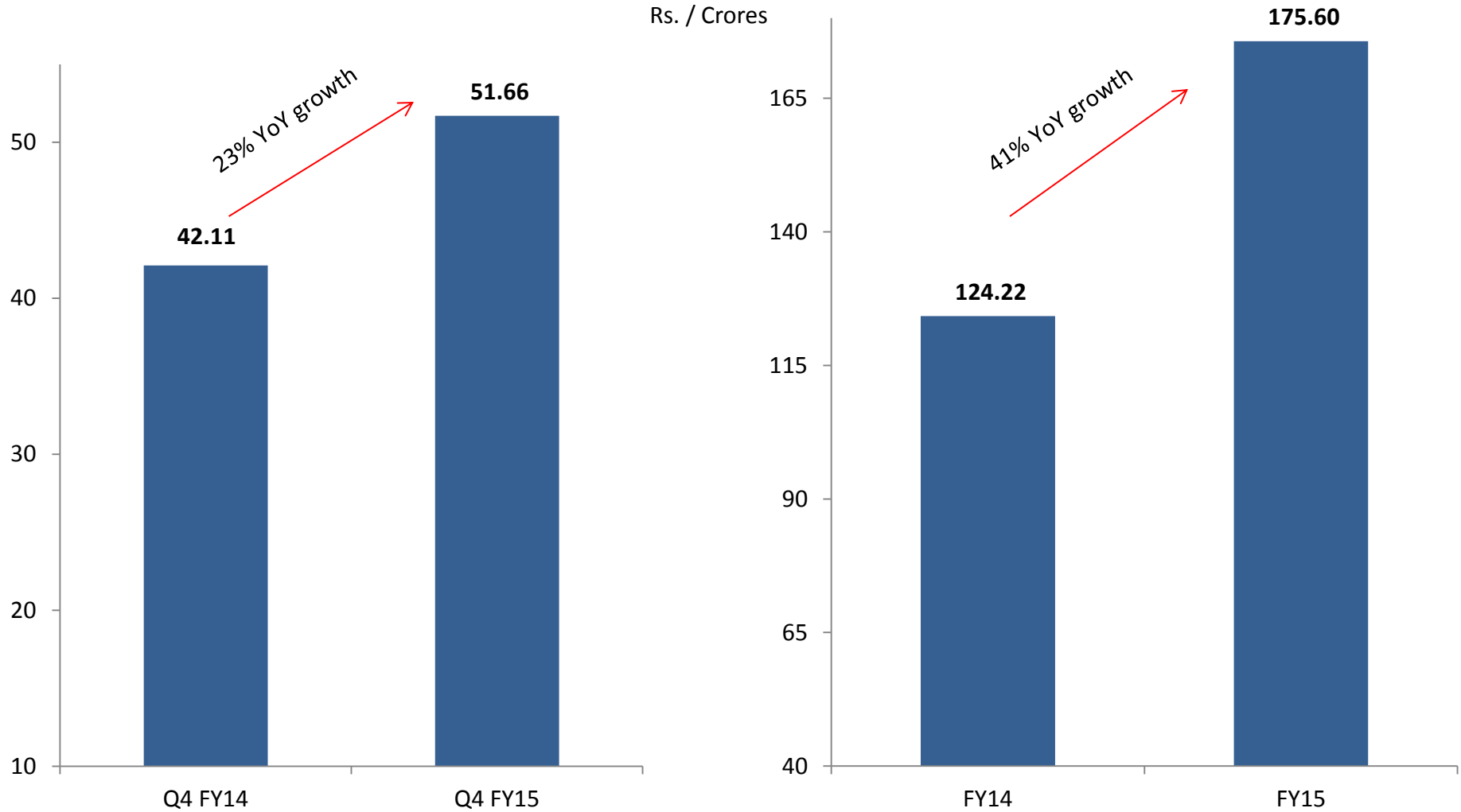
### Sales Growth (MSM) - FY15



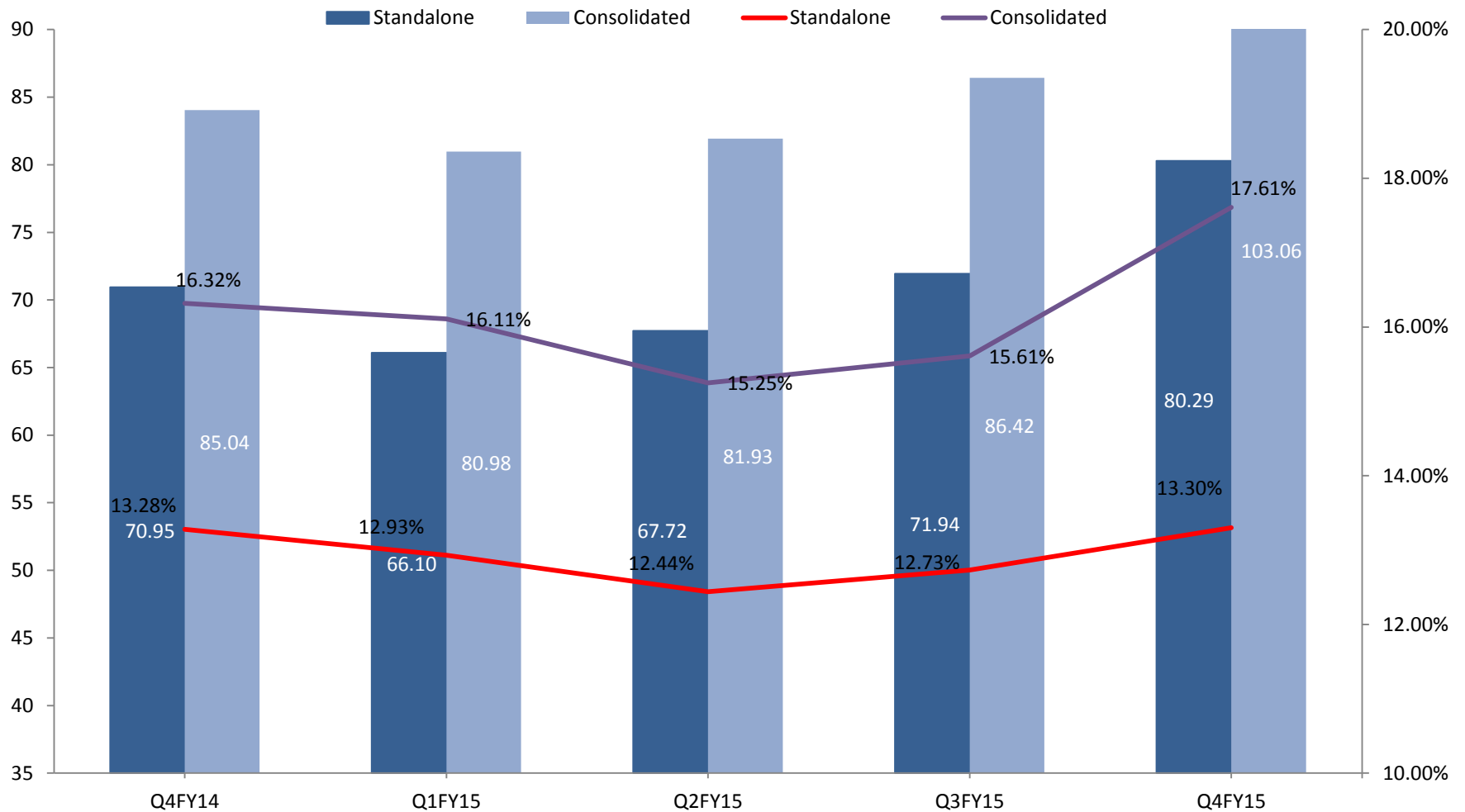
## Revenue Growth - Consolidated



## PAT Growth - Consolidated



*Rs./ Crores*

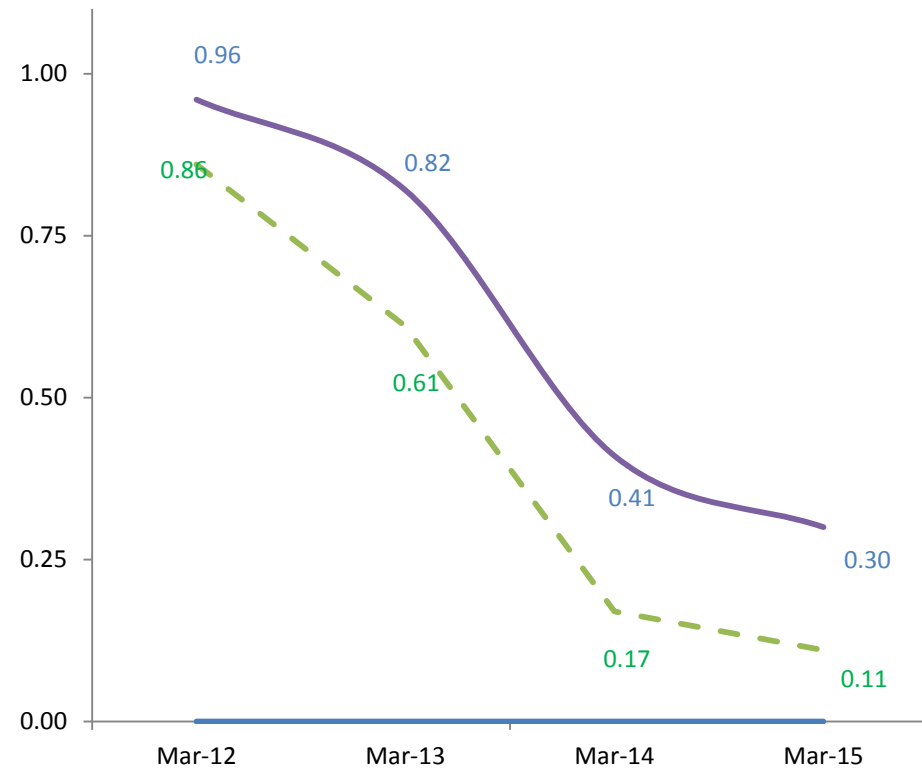


Note: Other Income has not been considered while calculating EBIDTA Margin.



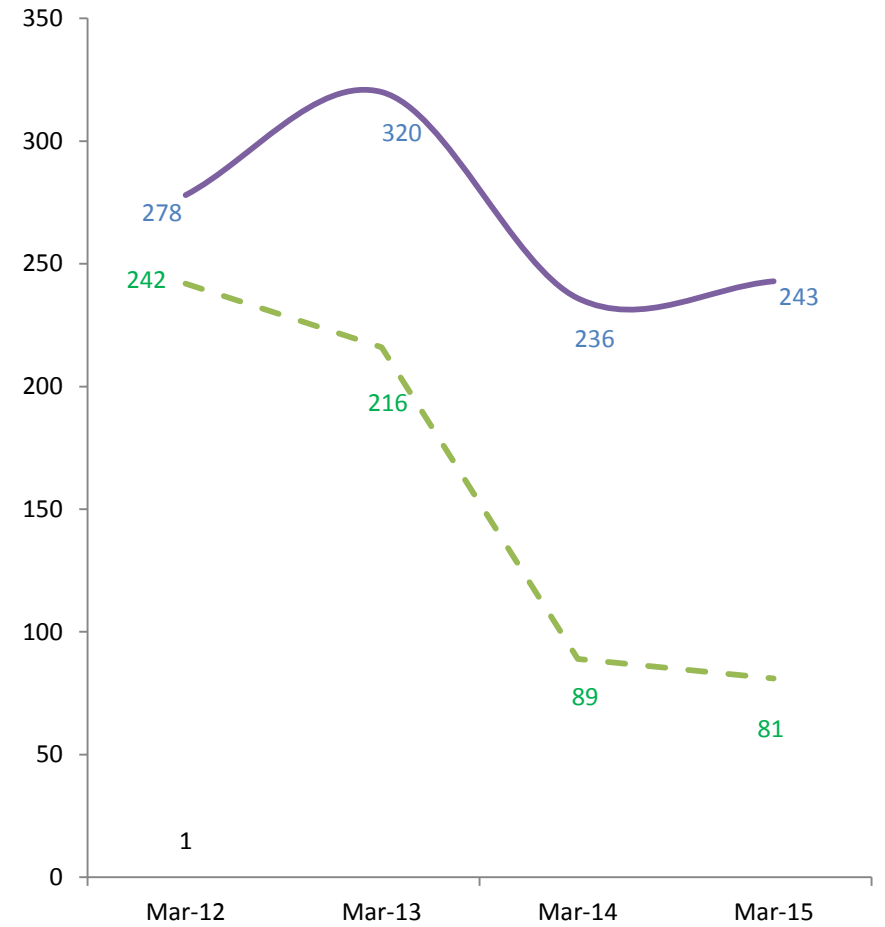
## Debt Equity (X)

Standalone Consolidated



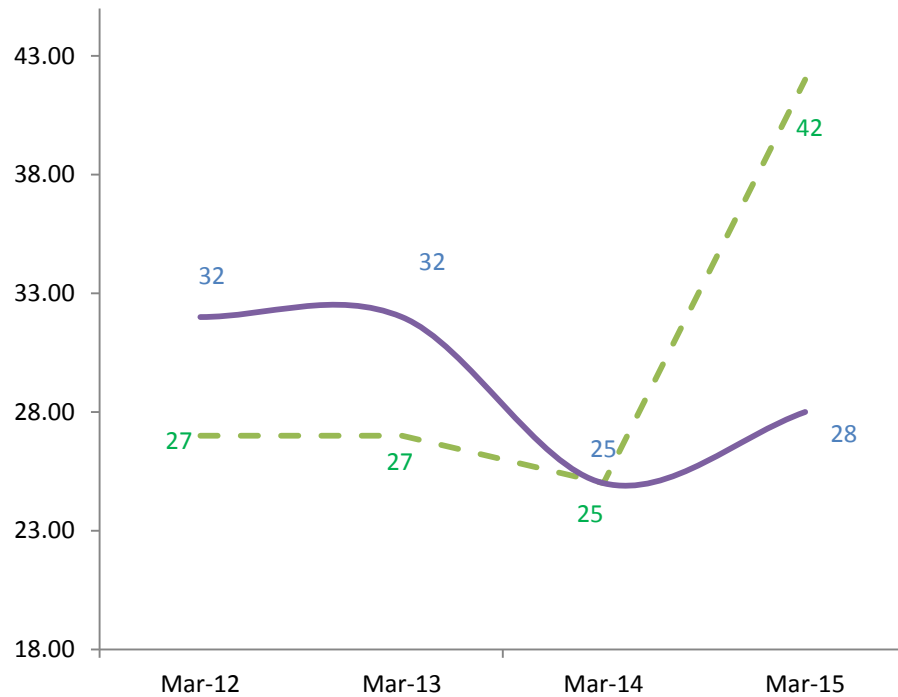
## Debt (Rs. Crore)

Standalone Consolidated



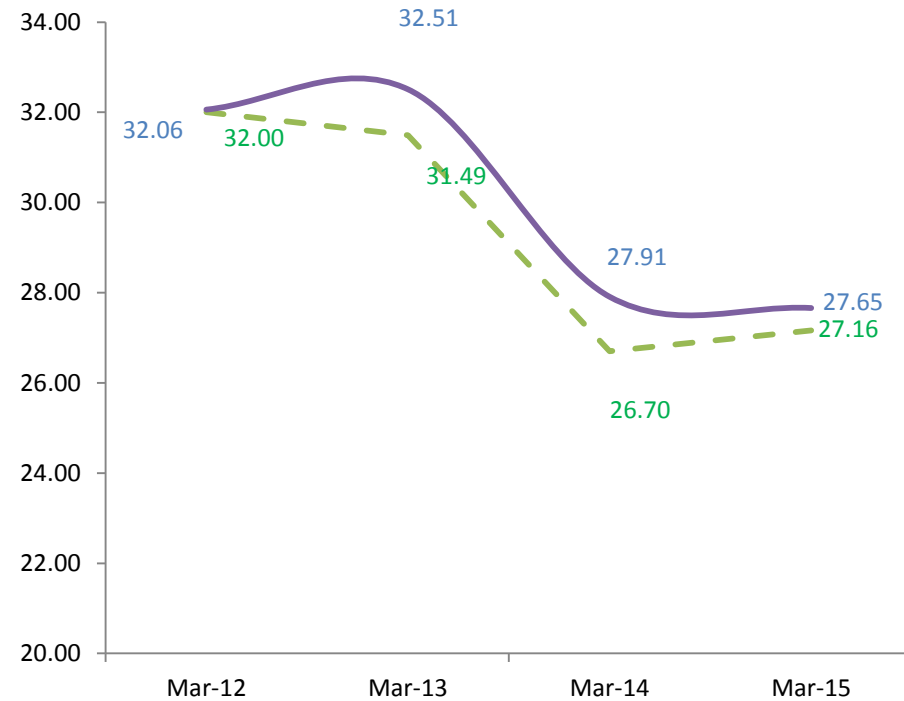
## Working Capital Cycle (days)

— Standalone — Consolidated



## Return on Equity (Avg.)

— Standalone — Consolidated



# Capex creditors not considered in working capital cycle.

@ Working capital cycle as on 31 Mar 15 (on standalone basis) has gone up mainly due to increase in loans given to the subsidiaries.

\* ROE as on 31<sup>st</sup> Mar. 15 taken at average net worth as on 31<sup>st</sup> Mar. 14 and 31<sup>st</sup> Mar. 15 and FY15 PAT.

A. Greenfield Project (Rajasthan)

The Company had decided to put up 5 msm Greenfield facility of polished vitrified tiles at a new location at Malutana, Distt. Thana Gazi (Rajasthan). There was a delay in acquiring the land. The civil work has started and the project is expected to commence operations in Q416.

B. Brownfield Project (Rajasthan)

The facility at its existing location in Rajasthan for production of 3 MSM Capacity of ceramic wall tiles is nearing completion. The production is expected to commence by June 2015.

A. SORISO CERAMICS

Acquired 51% stake in Soriso Ceramic Pvt Ltd. based in Morbi, Gujarat in February 2011 with an annual capacity of 2.30 MSM of ceramic floor tiles. Further expanded the capacity to 4.60 MSM in March 2012. Soriso has operated at 94% capacity in FY15.

B. JAXX VITRIFIED

Acquired 51% stake (now 61%) in Jaxx Vitrified Pvt Ltd, based in Morbi, Gujarat in February 2012, with an annual capacity of 3.10 MSM. Production commenced in March 2012. Jaxx has acquired another plant with a 2.60 MSM annual capacity of polished vitrified tile in April 2013 in Morbi making the total capacity of Jaxx to 5.70 MSM per annum which has operated at full capacity in FY15. The commercial production in respect of brownfield expansion of 4.50 MSM polished vitrified tile capacity has commenced production on 6<sup>th</sup> Sep. 2014. This plant has operated at 61% capacity in the second half of FY15. The Plant is under stabilisation. We expect this plant to attain full capacity utilisation during the next quarter.

C. VENNAR CERAMICS

Acquired 51% stake in Vennar Ceramics Ltd, based in Vijayawada, Andhra Pradesh in April 2012, with an annual capacity of 2.30 MSM of high end ceramic wall tiles. Production has commenced on the 1<sup>st</sup> July, 2012. Vennar operated at Full capacity in FY15.

D. COSA CERAMICS

Acquired 51% stake in Cosa Ceramics Pvt. Ltd., based in Morbi, Gujarat – on 16th Oct.'12, with an annual production capacity of 2.70 MSM of polished vitrified tiles. COSA operated at full capacity in Q3FY15. The commercial production in respect of brownfield expansion of 3.00 MSM polished vitrified tile capacity has commenced production on 29<sup>th</sup> Sep. 2014 which also operated at full capacity in the second half of FY15.

E. TAURUS TILES

The Company has entered into another JV, Taurus Tiles Pvt. Ltd., which is putting up an 5 MSM polished vitrified tile capacity at Morbi (Gujarat). Kajaria owns 51% equity in Taurus. The production is expected to commence by June 2015.

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

a) Sanitaryware: Kajaria Sanitaryware (P) Ltd., in which KBL holds majority shares, has started the production of sanitaryware on 6<sup>th</sup> April 2014. However, the production gained momentum in October 2014 but to achieve optimum capacity in FY 15-16.

b) Faucet: The 1.00 million pieces faucet facility at Gailpur (Rajasthan) commenced trial run in April 2015 and expected to start commercial production in July 2015.

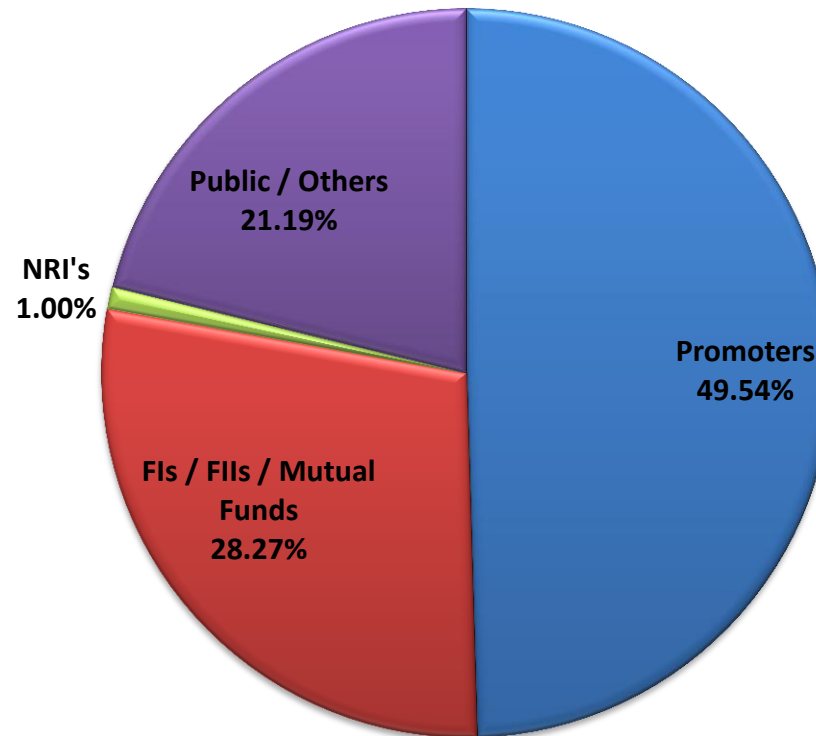
## Financial highlights

(Rs in Crore)

	Q4FY15		Q4FY14		Growth		FY15		FY14		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Sales	640.76	650.82	569.79	574.79	12%	13%	2369.40	2404.08	2001.03	2015.00	18%	19%
Net Sales	603.48	585.08	534.09	521.21	13%	12%	2224.34	2174.59	1875.47	1829.45	19%	19%
EBIDTA	80.29	103.06	70.95	85.04	13%	21%	286.05	354.13	237.49	285.12	20%	24%
EBIDTA MARGIN	13.30%	17.61%	13.28%	16.32%			12.86%	16.28%	12.66%	15.59%		
Depreciation	9.58	15.29	9.22	11.92	4%	28%	39.38	55.88	36.49	47.00	8%	19%
Other Income	4.25	6.40	1.15	1.44	270%		8.49	7.22	2.07	1.87	310%	286%
Interest	0.96	7.85	2.94	6.70	-67%	17%	5.97	29.39	26.27	40.82	-77%	-28%
Exceptional Items	5.75	5.75					5.75	5.75				
Profit Before Tax	68.25	80.57	59.94	67.86	14%	19%	243.44	270.33	176.80	199.17	38%	36%
Tax	20.74	24.95	20.33	23.20	2%	8%	75.08	85.43	60.06	67.82	25%	26%
Minority Interest		3.96		2.55				9.30		7.13		
Cash Profit	57.09	66.95	48.83	54.03	17%	24%	207.74	231.48	153.23	171.22	36%	35%
Profit After Tax	47.51	51.66	39.61	42.11	20%	23%	168.36	175.60	116.74	124.22	44%	41%
Equity	15.89	15.89	15.12	15.12			15.89	15.89	15.12	15.12		
EPS (Basic) (Rs)	5.98	6.50	5.24	5.57	14%	17%	21.80	22.74	15.70	16.71	39%	36%

**As on 31<sup>st</sup> March 2015**

*Equity Shares Outstanding – 79.47 millions*



Kajaria Ceramics is the largest manufacturer of ceramic/vitrified tiles in India. It has an annual capacity of 54.10 mn. sq. meters presently, distributed across seven plants - one in Sikandrabad (UP), one in Gailpur (Raj.), four in Morbi (Guj.) and one in Vijaywada (AP).

Kajaria is the only Indian ceramic tile company awarded with ‘Superbrand’ status for seventh consecutive time.

**For further information, please visit [www.kajariaceramics.com](http://www.kajariaceramics.com) or contact:**

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