



KAJARIA CERAMICS LIMITED

Investor Update – Q1 FY23

July 21, 2022

- Chairman's Message
- Financial Performance – Q1 FY23
- Subsidiaries
- Income Statement
- Shareholding Pattern

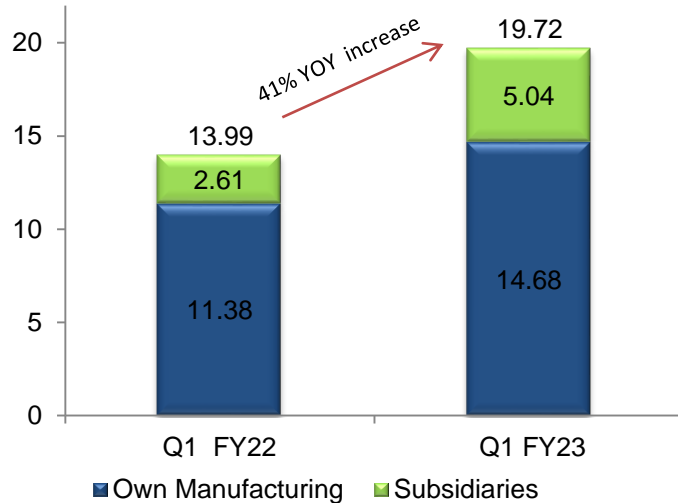
We are very pleased with our first quarter performance, which again demonstrated the power of sustainable business against a backdrop of geopolitical volatility and high commodity prices.

We got off to a great start this fiscal year, generating Rs.1,008 crore in revenue, up 80% year-on-year. Coming off a strong finish to FY22 last quarter, this is now our seventh straight quarter delivering double digit revenue growth.

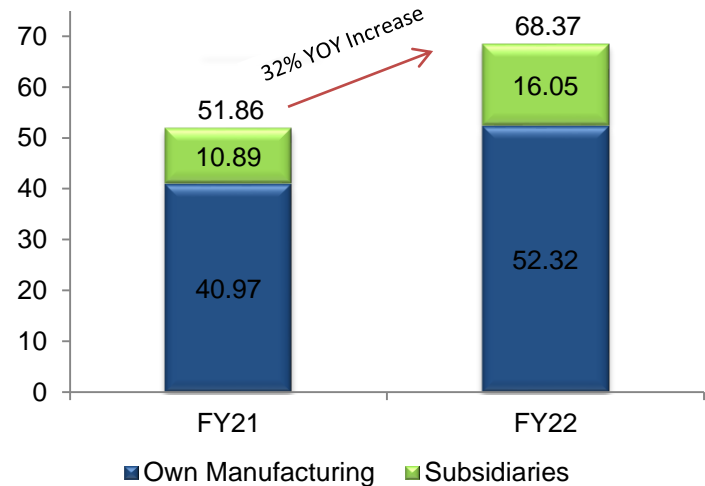
EBITDA margin for the quarter remains same at 15% even with escalating inflation across all inputs and rise in gas costs.

The industry's demand scenario continues to be healthy given traction in the real estate sector despite high input costs and increasing interest rates. At present we are witnessing a greater momentum in the tier II and below markets vs the metros. Also, the recent correction in commodity prices and the forecast of a good monsoon are encouraging.

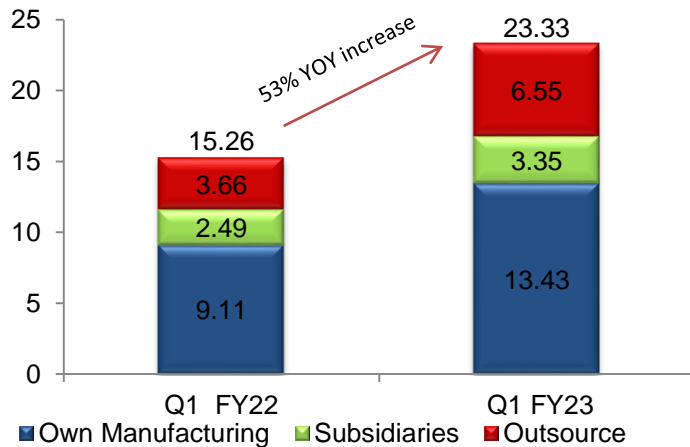
Production Growth (MSM) - Q1 FY23



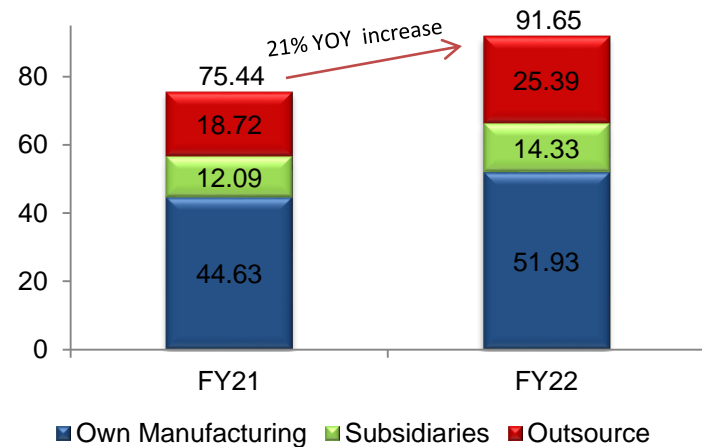
Production Growth (MSM) - FY22



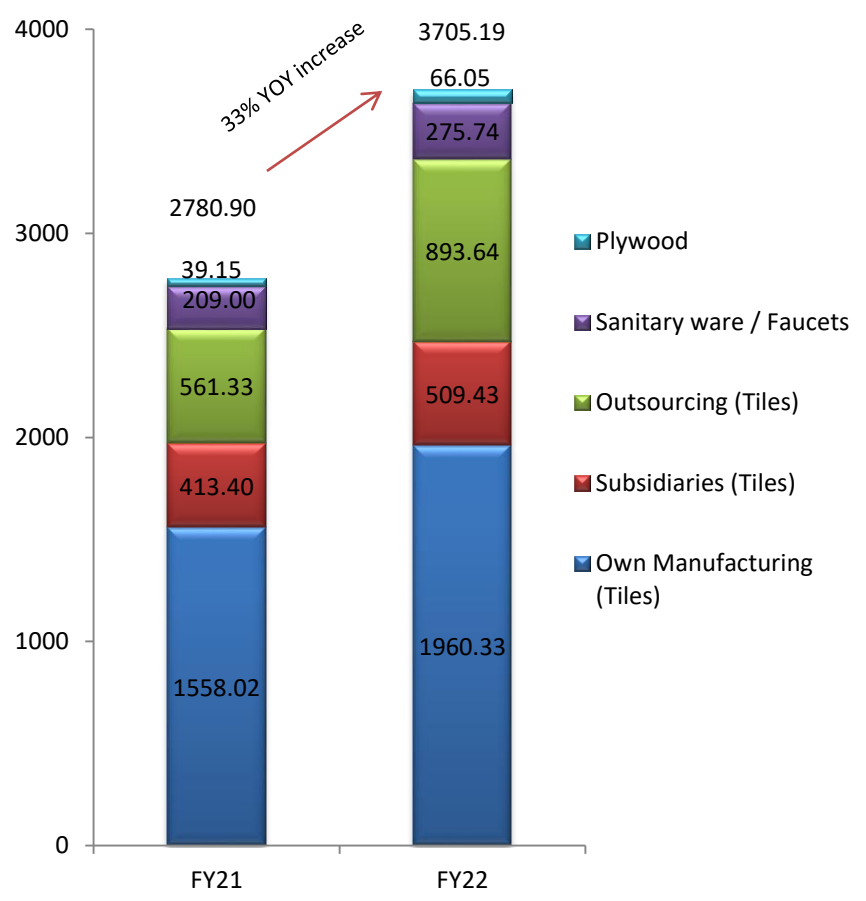
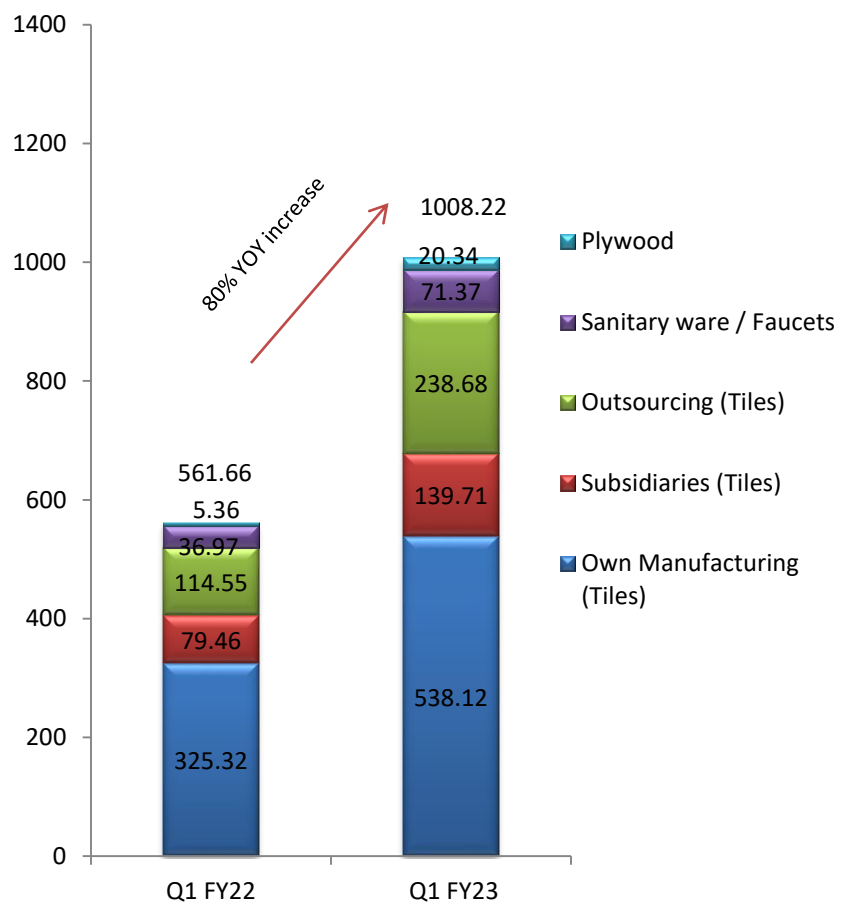
Sales Growth (MSM) - Q1 FY23



Sales Growth (MSM) - FY22

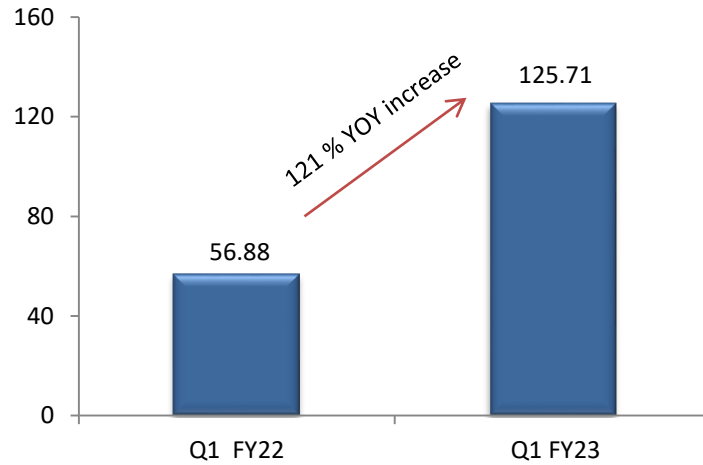


Rs./ Crores



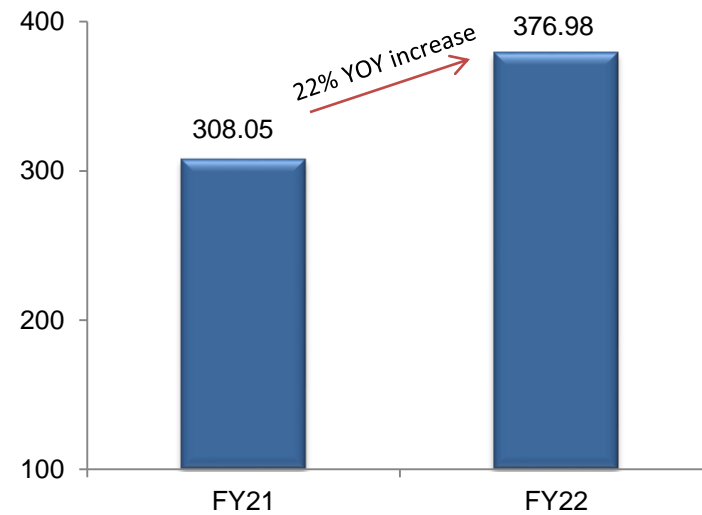
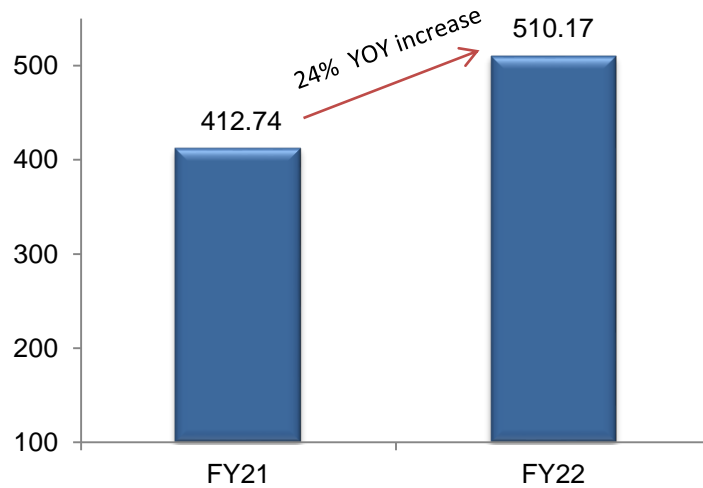
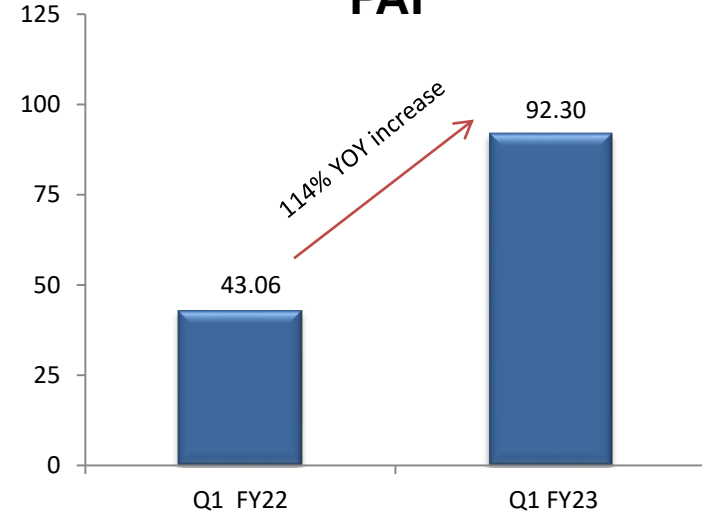
PBT

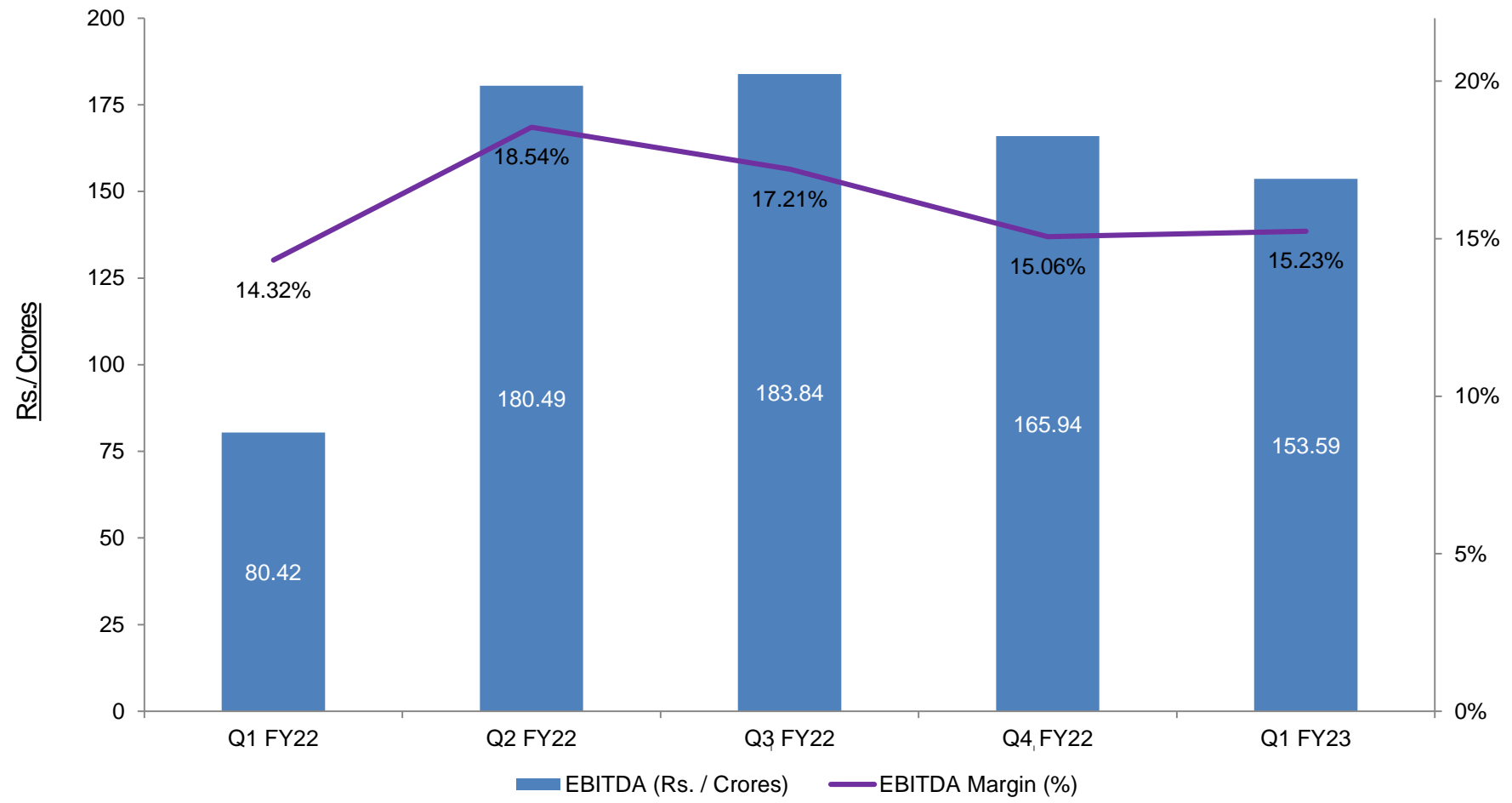
Rs./ Crores



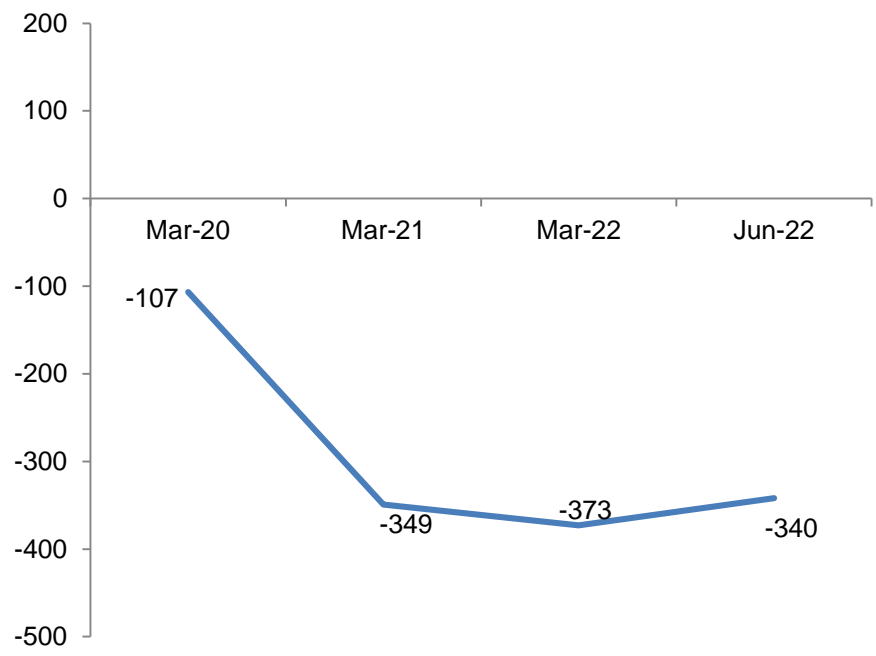
PAT

Rs./ Crores

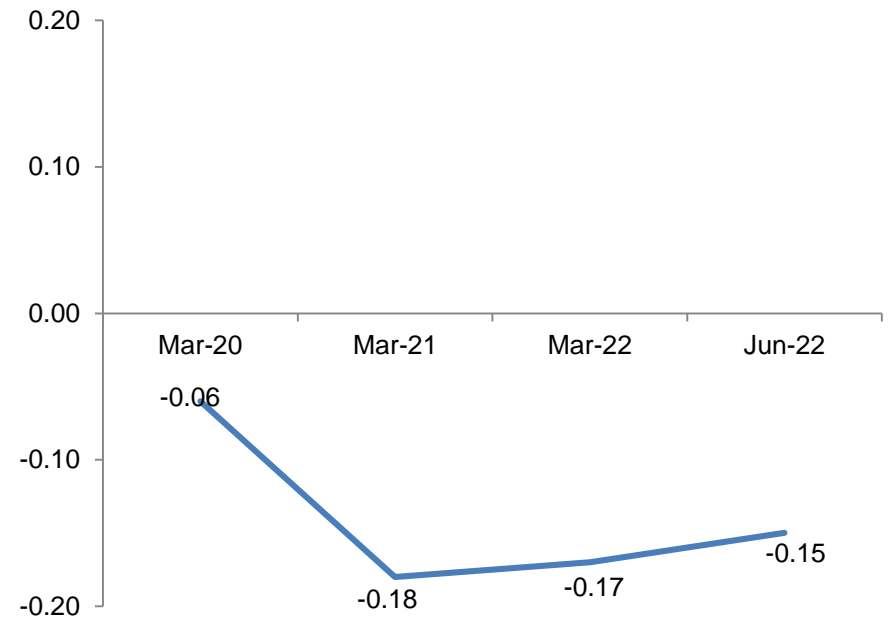




Net Debt (Rs. Crore) *

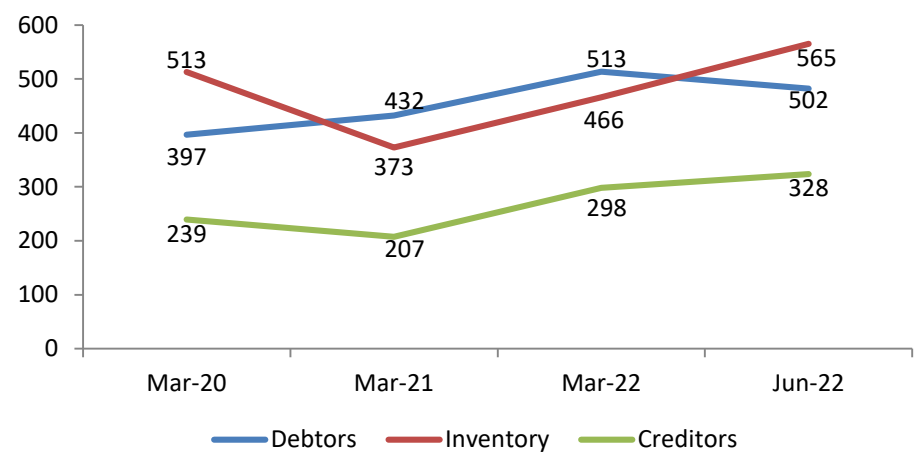


Net Debt Equity (X) *

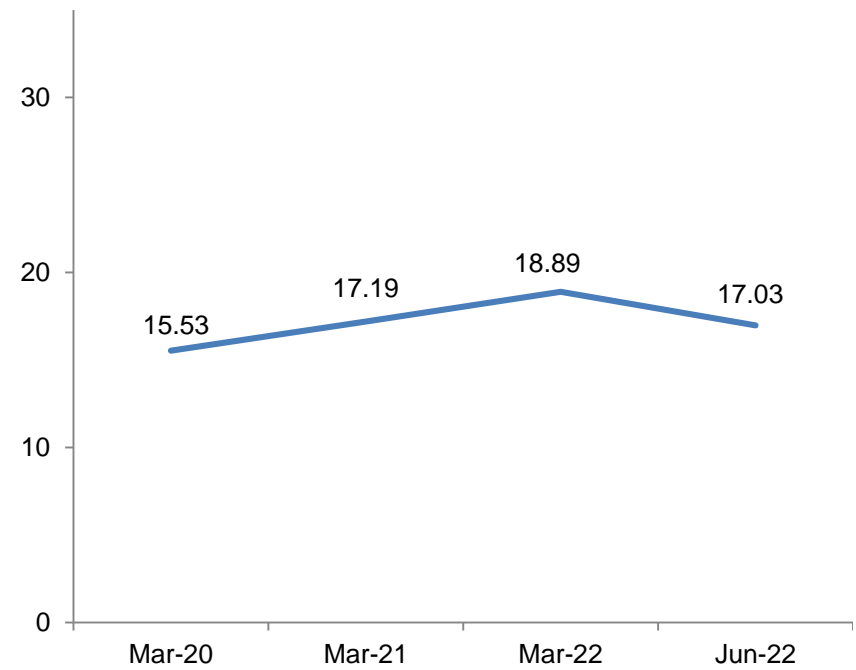


* Net of cash and cash equivalents

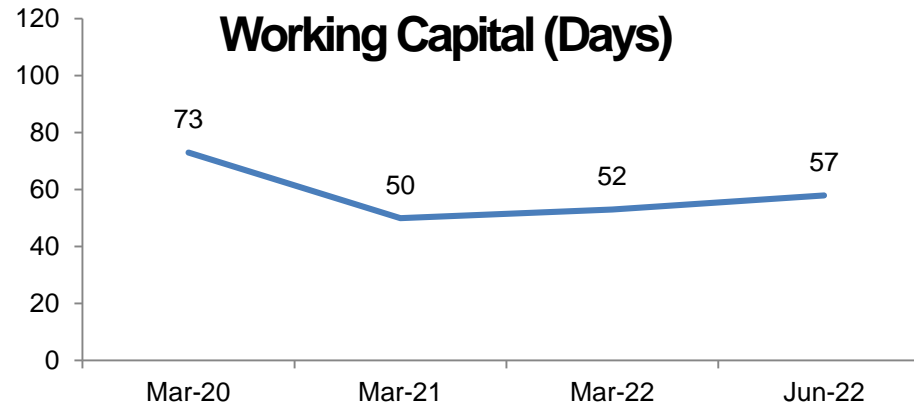
Working Capital (Rs. Crore)



Return on Equity (Avg.)



Working Capital (Days)



- ROE as on 30th Jun. 22 taken at average of net worth as on 31st Mar.22 & 30th Jun. 22 and on Q1 FY23 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 (Formerly known as Jaxx Vitrified Pvt. Ltd.)

Kajaria Vitrified Pvt. Ltd. is based in Morbi (Gujarat). Kajaria has 87.37% stake in the same. The company has commissioned 4.40 MSM new capacity of polished vitrified tiles at the same site in April 2022, which has increased the combined annual capacity to 12.00 MSM. The Company has operated at optimum capacity during Q1 FY23.

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 ceramic wall tiles. Vennar has operated at optimum capacity during Q1 FY23.

C. KAJARIA INFINITY (Formerly known as Cosa Ceramics Pvt. Ltd.)

Kajaria Infinity Pvt. Ltd. is based in Morbi (Gujarat). Kajaria Ceramics had 51% stake in the same. Kajaria Ceramics board has approved acquisition of further 26% stake in Kajaria Infinity, out of which 14.56% has been acquired till June 22, making the total stake to 65.56%. Kajaria Infinity has annual capacity of 5.70 MSM of polished / glazed vitrified tiles and operated at optimum capacity during Q1 FY23.

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: The Sanitaryware plant is situated in Morbi (Gujarat) having production capacity of 7.50 lac pcs p.a. And Plant has been producing more value added products and operated at 77% in Q1 FY23.

b) Faucet: This facility is situated at Gailpur (Rajasthan) having 1.00 million pcs p.a. Plant has operated at optimum capacity in Q1 FY23.

E. KAJARIA PLYWOOD PVT. LTD. (KPPL)

Kajaria Plywood Pvt. Ltd, a subsidiary of Kajaria Ceramics Ltd which was owning 97.89%. Kajaria Ceramics Ltd has further acquired 2.11% shares of KPPL in May 22, making it a wholly owned subsidiary of Kajaria Ceramics Limited. KPPL is offering wood panel products under the brand of KajariaPLY.

F. SOUTH ASIAN CERAMICS TILES PVT. LTD.

The Board has approved acquisition of 51% stake in South Asian Ceramics Tiles Pvt. Ltd., Telangana by making investment of up to Rs. 28.50 crore. The Annual production capacity of South Asian Ceramics is 4.79 MSM ceramic floor tiles.

A. Gailpur Plant (Rajasthan)

The company has commissioned 4.20 MSM of ceramic floor tiles capacity at its Gailpur location in the month of May 22.

B. Srikalahasti Plant (Andhra Pradesh)

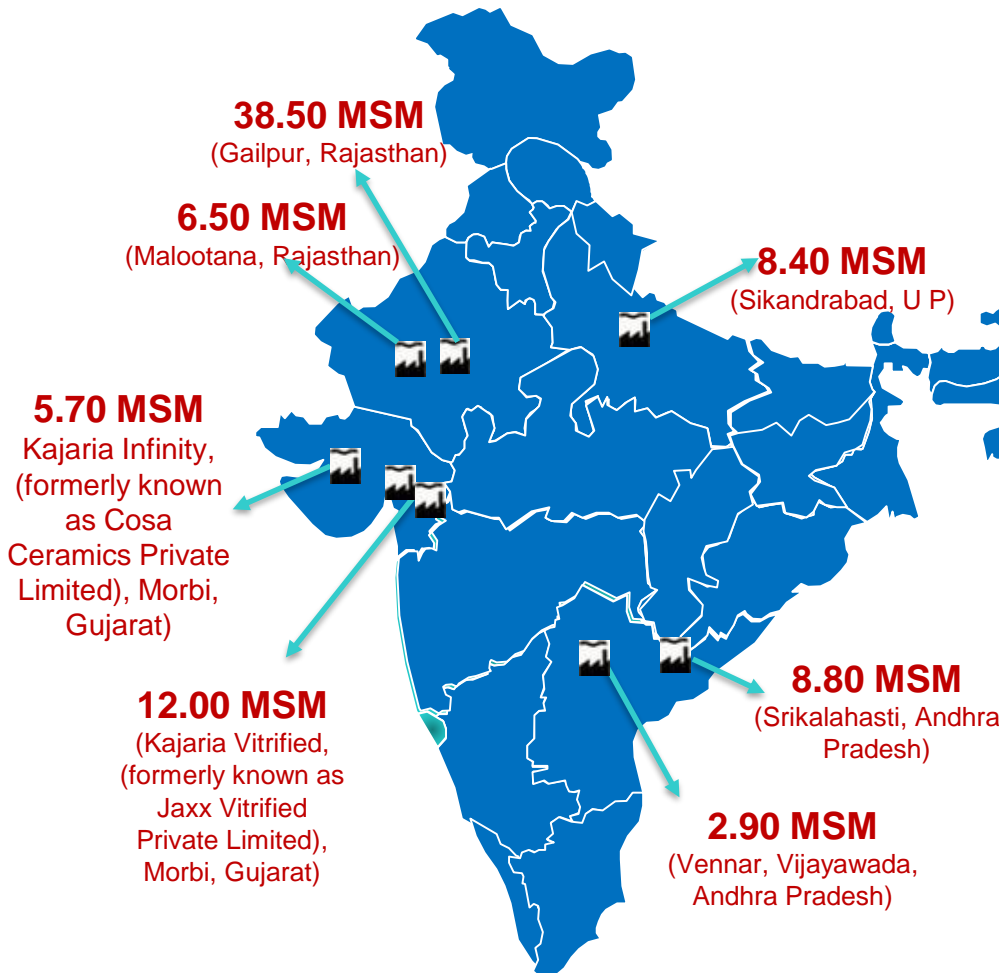
The company has commissioned capacity of 3.80 MSM of value added glazed vitrified tiles at Srikalahasti location in the month of May 22.

C. Kajaria Vitrified (Morbi, Gujarat)

The company has commissioned 4.40 MSM of polished vitrified tiles capacity at Kajaria Vitrified plant at Morbi, Gujarat in the month of April 22.

ASSET OVERVIEW

Total Tile Capacity 82.80 MSM



Plant	Production Capacity (MSM)			
	Ceramic Wall & Floor Tiles	Polished Vitrified Tiles	Glazed Vitrified Tiles	Total
1. Sikandrabad (UP)	-	-	8.40	8.40
2. Gailpur (Rajasthan)	29.40	-	9.10	38.50
3. Malootana (Rajasthan)	-	6.50	-	6.50
4. Morbi (Gujarat)	-	17.70	-	17.70
5. Vijaywada (AP)	2.90	-	-	2.90
6. Srikalahasti (AP)	-	-	8.80	8.80
Total	32.30	24.20	26.30	82.80

A. Kajaria Bathware (Rajasthan)

In our faucet plant at Gailpur, we are adding new capacity of 6 lakh pieces per annum, which will take the total the capacity to 16 lakh pieces per annum. Estimated cost for this expansion is Rs. 5 crore approx. This expansion is expected to be completed by October 2022.

B. Kerrovit Global Pvt. Ltd. (Gujarat)

The Board in its meeting held on 21st January, 2022, had considered that Kajaria Bathware Pvt Ltd (KBPL), wholly owned subsidiary (WoS) to invest upto to Rs 80 crores in Kerovit Global Pvt Ltd (KGPL) to make KGPL as a WoS of KBPL and to set up a sanitaryware manufacturing facility having production capacity of 8 lacs pcs p.a. in the state of Gujarat. This expansion is expected to be completed by December 2023.

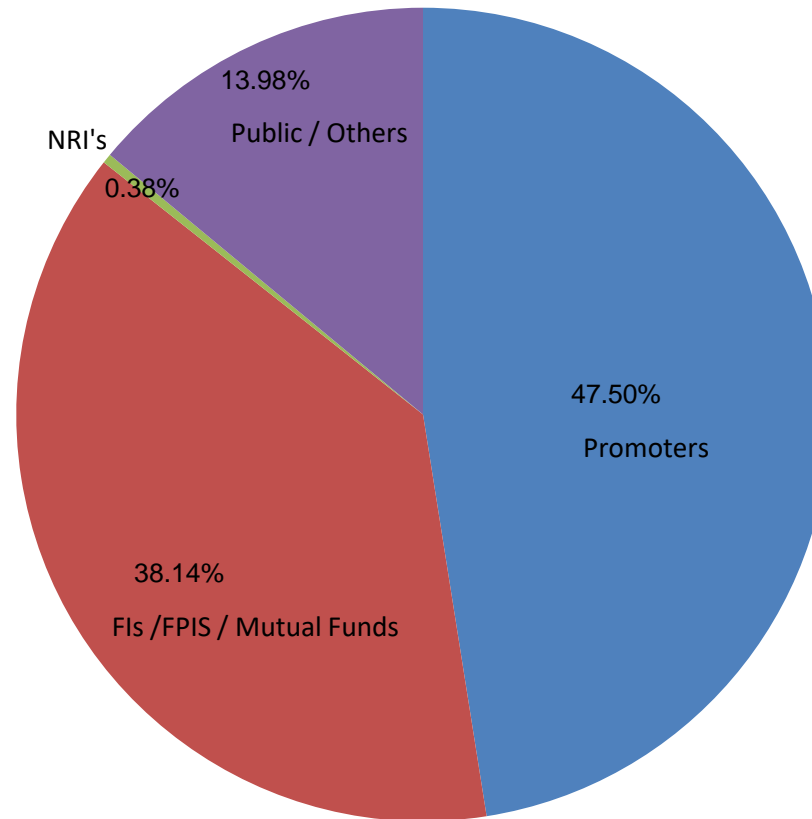
Financial highlights

(Rs / Crores)

	Q1 FY23		Q1 FY22		Growth		FY 22		FY 21		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	913.95	1008.22	499.67	561.66	83%	80%	3299.38	3705.19	2523.20	2780.90	31%	33%
EBITDA	136.79	153.59	73.43	80.42	86%	91%	531.56	610.69	460.22	508.82	16%	20%
EBITDA MARGIN	14.97%	15.23%	14.70%	14.32%			16.11%	16.48%	18.24%	18.30%		
Depreciation	21.50	32.36	20.05	26.52	7%	22%	84.16	115.36	80.58	106.67	4%	8%
Other Income	12.27	8.09	9.52	6.00	29%	35%	43.77	27.57	38.25	21.30	14%	29%
Interest	2.05	3.61	1.35	3.02	52%	20%	6.12	12.73	5.08	10.71	20%	19%
Exceptional Items - loss (gain)												
Profit Before Tax	125.51	125.71	61.55	56.88	104%	121%	485.05	510.17	412.81	412.74	17%	24%
Tax Expense	32.16	32.75	15.68	15.42	105%	112%	122.71	127.43	104.86	103.84	17%	23%
Minority Interest		0.66		-1.60				5.76		0.85		
Profit After Tax	93.35	92.30	45.87	43.06	104%	114%	362.34	376.98	307.95	308.05	18%	22%
Cash Profit	114.85	124.66	65.92	69.58	74%	79%	446.50	492.34	388.53	414.72	15%	19%
Equity Share Capital	15.92	15.92	15.92	15.92			15.92	15.92	15.91	15.91		
EPS (Basic) (Rs.)	5.87	5.80	2.89	2.71	103%	113%	22.76	23.69	19.37	19.37	18%	22%

As on 30th Jun. 2022

Equity Shares Outstanding – 159.20 millions



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 82.80 mn. sq. meters presently, distributed across eight plants - one at Sikandrabad in Uttar Pradesh, one at Gailpur, one at Malootana in Rajasthan, three at Morbi in Gujarat, one at Vijayawada and one at Srikalahasti in Andhra Pradesh.

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* As per Ceramic World Review