



KAJARIA CERAMICS LIMITED

Investor Update – Q1 FY13

July 16, 2012

Kajaria
TRANSFORM YOUR WORLD

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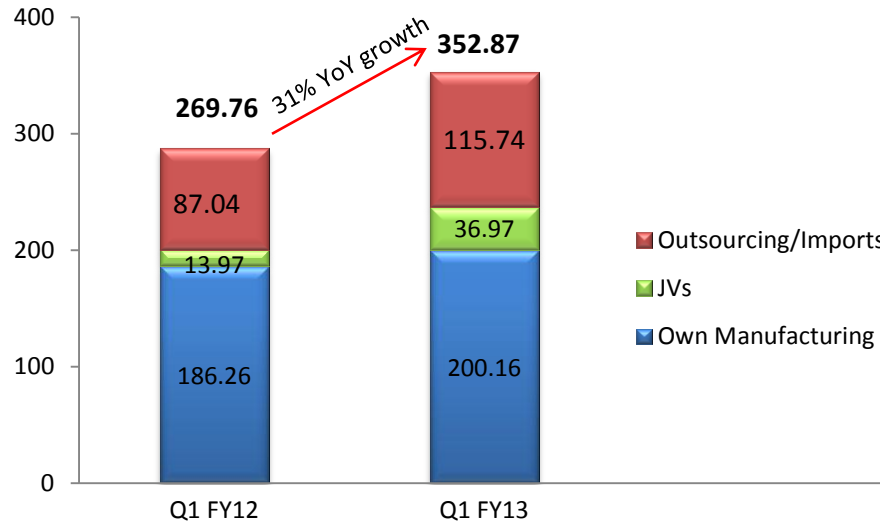
- Chairman's Message
- Financial Performance - Q1 FY13
- Balance sheet perspective
- Income Statement
- Shareholding Pattern

“India’s economic slowdown has not really clipped the wings of the soaring aspirations of the average Indian towards niche lifestyle products. Our strategies dovetailed to this human passion of moving up the lifestyle chain enabling us to sustain our growth momentum.

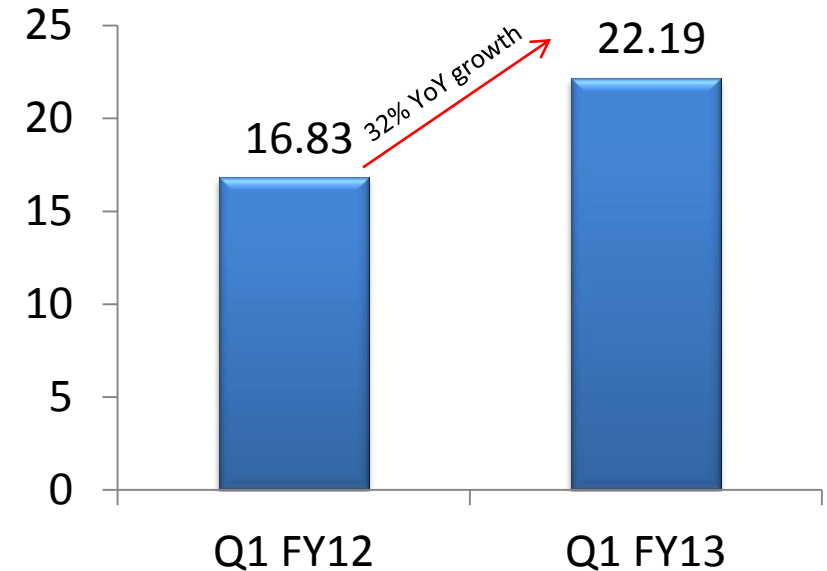
Our vitrified tile line stabilisation at Gailpur and JV’s in Gujarat facilitated in registering a 33% topline growth with matching bottom-line increase.

The start of commercial production of Vennar Ceramics, Vijayawada on 1st July 2012, will enable us to strengthen our position in the Southern markets enabling the company to reduce the transit time for the delivery of goods and savings in transportation cost.”

Revenue Growth



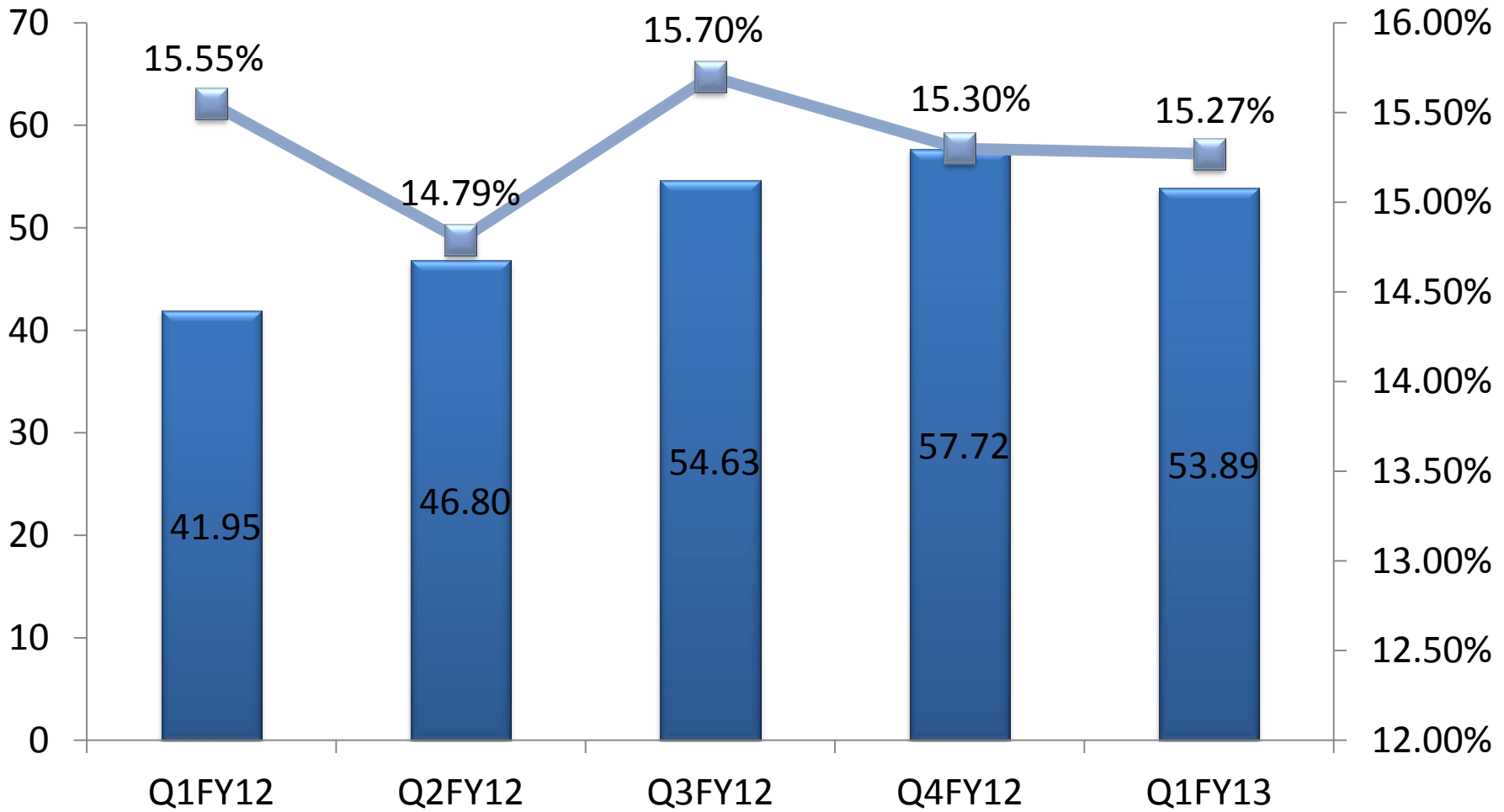
PAT Growth



- Net sales up 31% to Rs. 352.87 crore in Q1 FY13 as compared to Rs. 269.76 crore in Q1 FY12, driven by improved product mix and increased domestic demand.
- PAT increased by 32% in Q1 FY13 to Rs. 22.19 crore as compared to Rs. 16.83 crore in Q1 FY12.
- Consolidated net sales is at Rs 356.04 crore for Q1FY13 as compared to Rs 271.31 crore for Q1FY12.
- Consolidated net profit stood at Rs 22.25 crore in Q1FY13 as compared to Rs. 17.07 crore in Q1FY12.

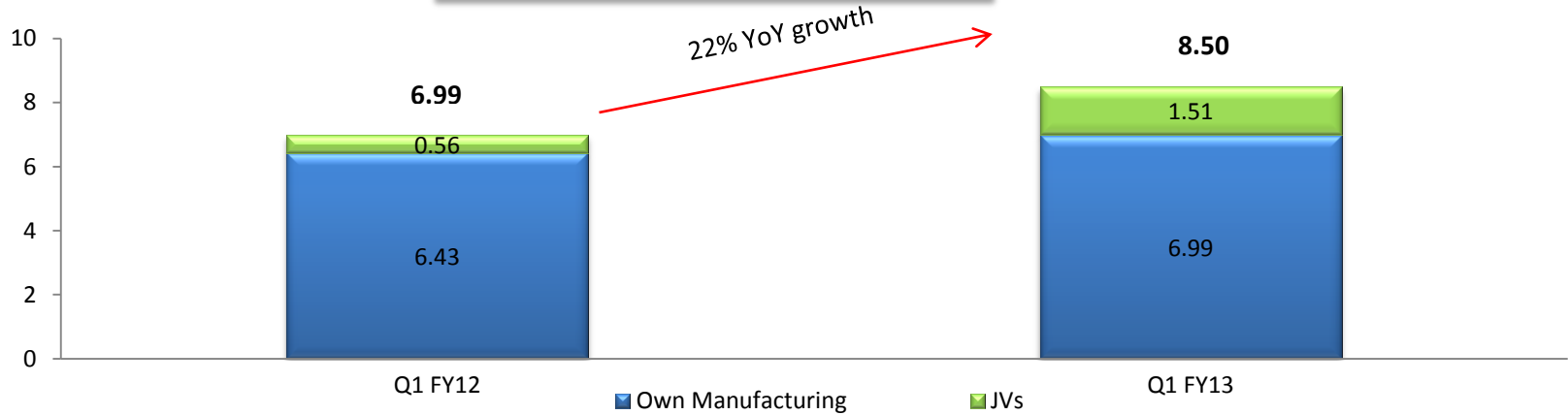
* All figures are on standalone basis and are in Rs crores, unless mentioned

EBITDA Margin – steady quarterly progression

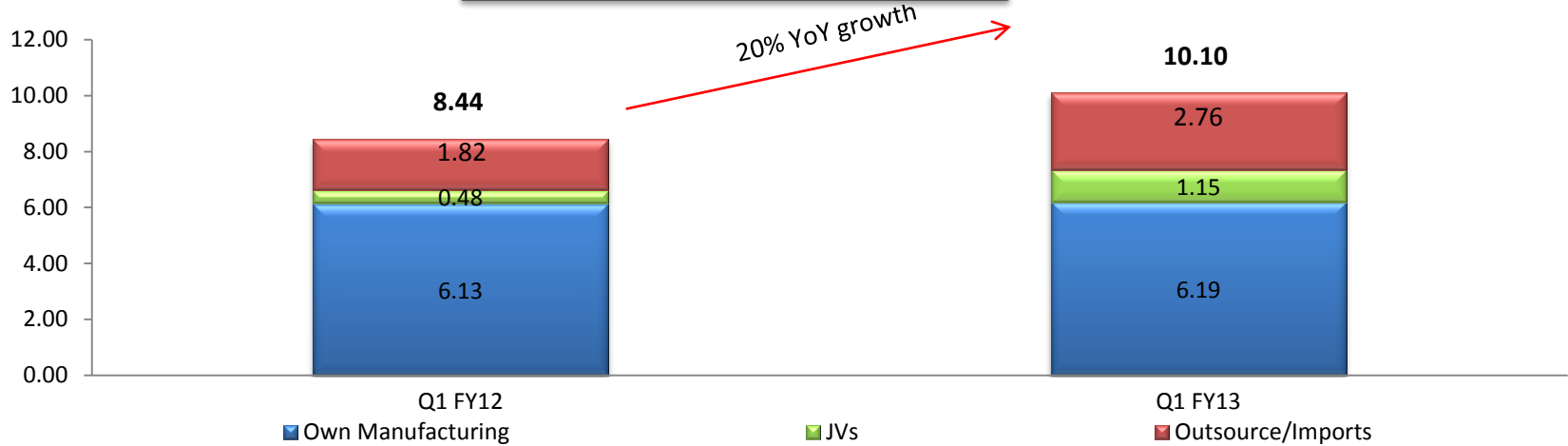


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Production Growth – Q1FY13

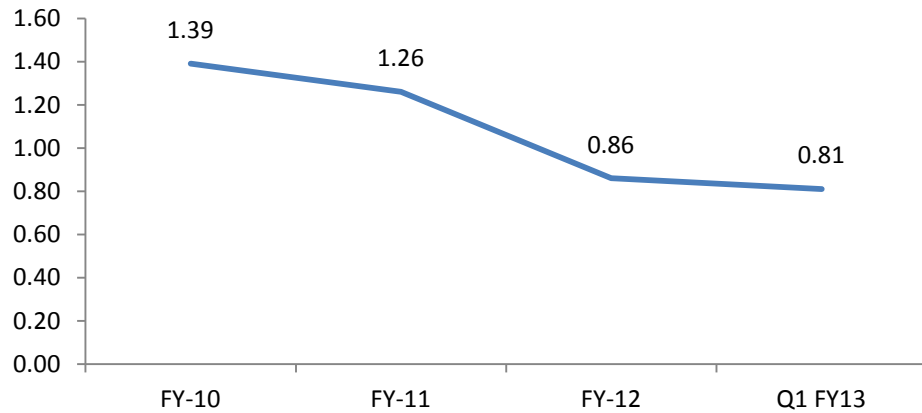


Sales Volume– Q1 FY13

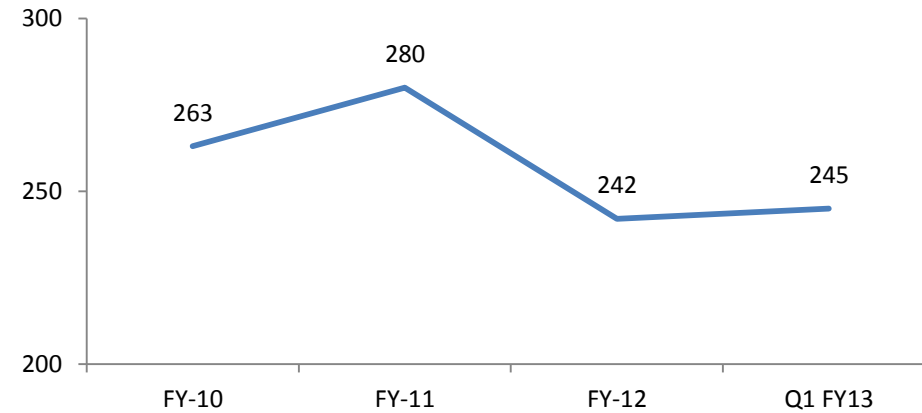


* All figures are on standalone basis and are in million sq. mtr. of tiles, unless mentioned

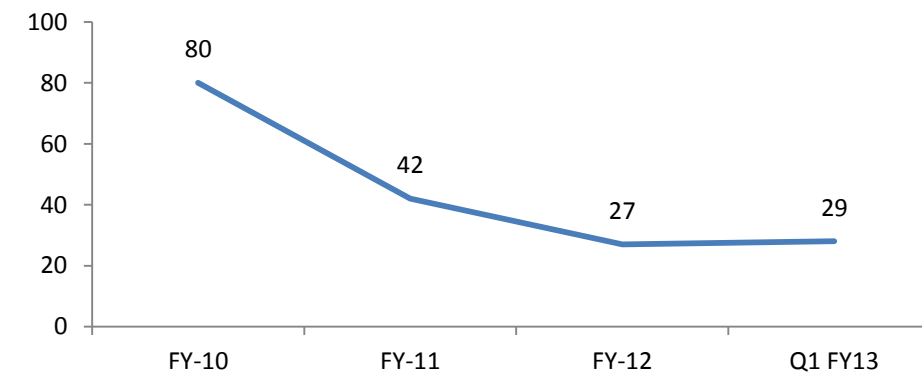
Debt Equity (X)



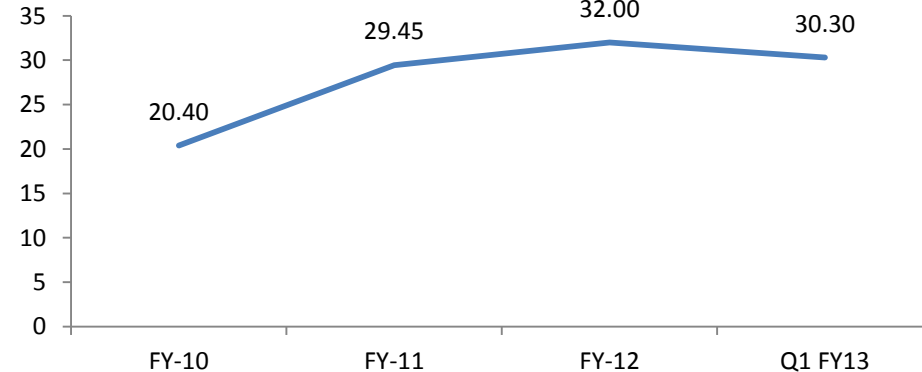
Debt (Rs. Crores)



Working Capital Cycle (days)



Return on Equity (Avg.)



Capex creditors not considered in working capital cycle.

* ROE for 3 months taken at average net worth as on 31st Mar. 12 and 30th June, 12 and annualised Q1 FY13 PAT.

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. Production for enhanced capacity started in March 2012.

B. JAXX VITRIFIED

Acquired 51% stake in Jaxx Vittrified Pvt Ltd, based in Morbi, Gujarat in February 2012, with an annual capacity of 3.10 MSM. Production has commenced in March 2012.

C. VENNAR CERAMICS

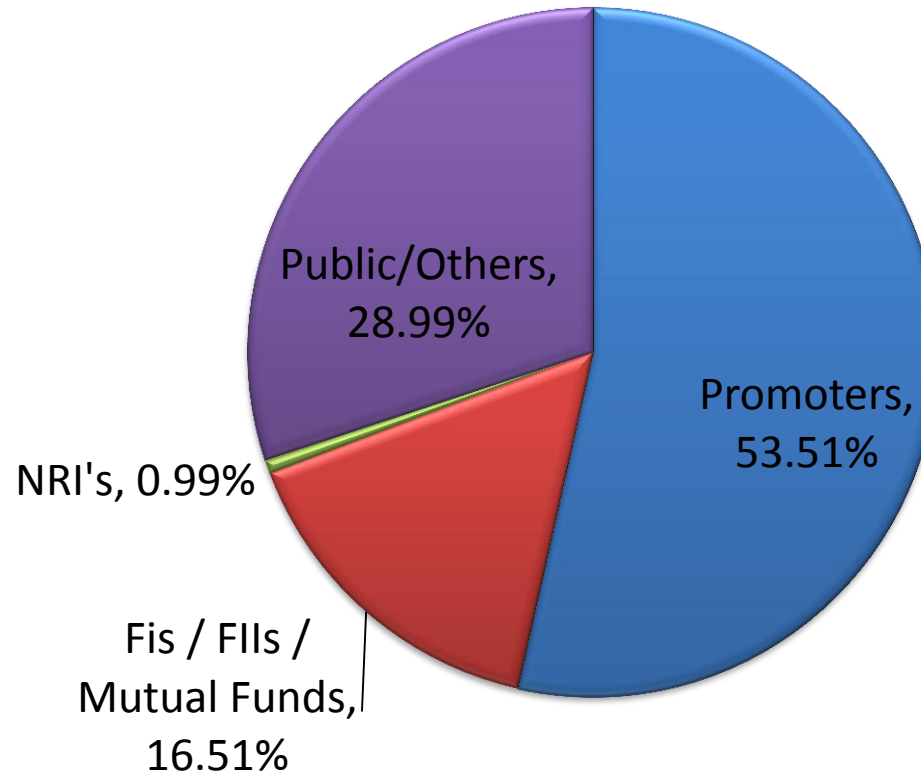
Acquired 51% stake in Vennar Ceramics Ltd, based in Vijayawada, Andhra Pradesh in April 2012, with an annual capacity of 2.30 MSM. Production has commenced on the 1st July, 2012 .

Financial highlights

(Rs in Crore)

	Q1FY13		Q1FY12		Growth		12MFY12		12MFY11		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Sales	381.14	384.72	287.26	289.00	33%	33%	1400.32	1407.21	1004.57	1004.57	39%	40%
Net Sales	352.87	356.04	269.76	271.31	31%	31%	1311.35	1311.53	952.35	951.75	38%	38%
EBIDTA	53.89	56.55	41.95	43.29	28%	31%	201.58	207.67	148.61	148.95	36%	39%
EBIDTA MARGIN	15.27%	16.07%	15.55%	15.96%			15.37%	15.83%	15.60%	15.65%		
Interest	12.06	13.44	8.83	9.09	37%	48%	46.98	48.51	29.93	30.05	57%	61%
Depreciation	9.67	10.69	8.73	9.02	11%	19%	37.08	39.26	29.50	29.68	26%	32%
Profit Before Tax	32.16	32.42	24.39	25.18	32%	29%	117.52	119.90	89.18	89.22	32%	34%
Tax	9.97	10.09	7.56	7.82	32%	29%	36.80	38.05	28.52	28.53	29%	33%
Minority Interest	-	0.08	-	0.29	-	-	-	0.97	-	0.07	-	-
Profit After Tax	22.19	22.25	16.83	17.07	32%	30%	80.72	80.88	60.66	60.62	33%	33%
Equity	14.72	14.72	14.72	14.72			14.72	14.72	14.72	14.72		
EPS (Rs)	3.02	3.02	2.29	2.32	32%	30%	10.97	10.99	8.24	8.24	33%	33%

As on 30th June 2012



Equity Shares Outstanding – 73.58 millions

Kajaria Ceramics is the largest manufacturers of ceramic/vitrified tiles in India. It has an annual capacity of 38.30 mn. sq. meters, distributed across five plants- Sikandrabad in Uttar Pradesh, Gailpur in Rajasthan, Morbi in Gujarat (two) and one in Vijaywada in Andhra Pardesh.

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

For further information, please visit www.kajariaceramics.com or contact:

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