



KAJARIA CERAMICS LIMITED

Investor Update – Q3 FY15 / 9M FY15

JAN 14, 2015

Kajaria
TRANSFORM YOUR WORLD

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- Chairman's Message
- Financial Performance - Q3 FY15 / 9M FY15
- Balance sheet perspective
- Joint Venture / Subsidiaries
- Income Statement
- Shareholding Pattern

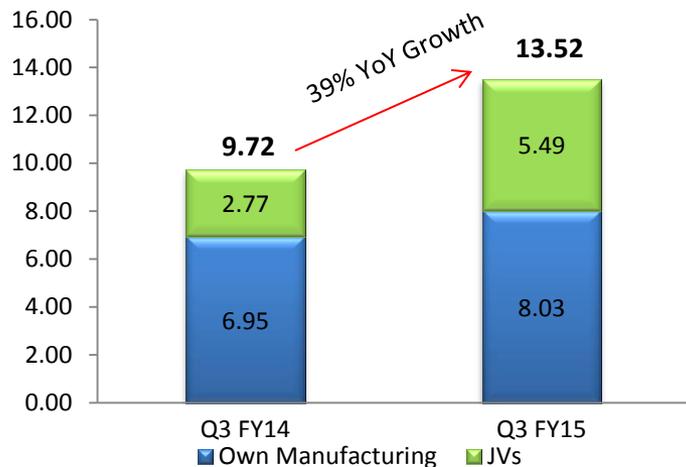
Increasing trust in Kajaria brand resulted in Company achieving the highest quarterly revenue .

The turnover has increased 30% in Q3FY15 over the corresponding previous quarter. The EBIDTA and profit grew by 29% and 55% respectively during Q3FY15 over the corresponding previous period. In addition to improving business profitability, we reduced reliance on external debt, strengthening our financial statements.

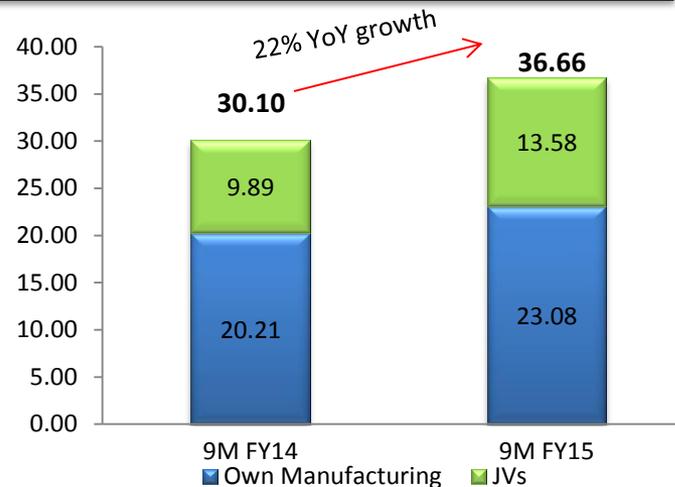
And are on track to commission 8.00 MSM tile capacity by March 15 taking our operational capacity to 62.10 MSM by the end of this fiscal.

The renewed optimism in the country is expected to result in good demand for tiles. The entire Kajaria team is working relentlessly to entrench our presence in every demand pocket.

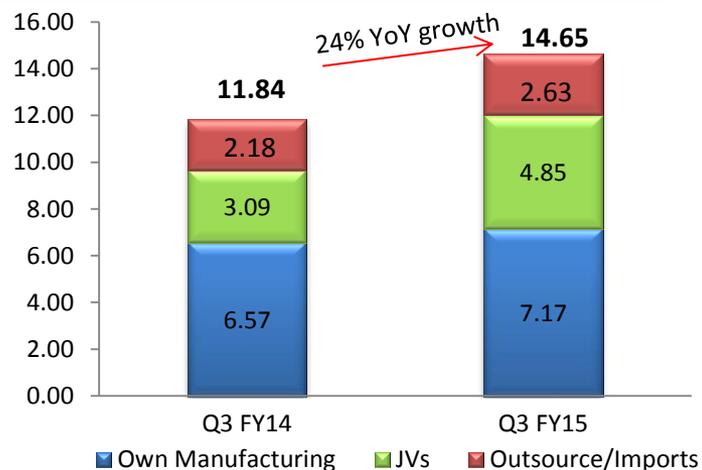
Production Growth (MSM) - Q3 FY15



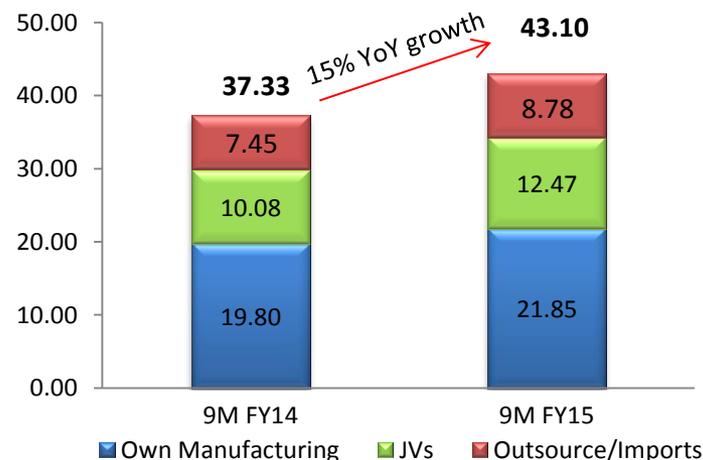
Production Growth (MSM) - 9M FY15



Sales Growth (MSM) – Q3 FY15

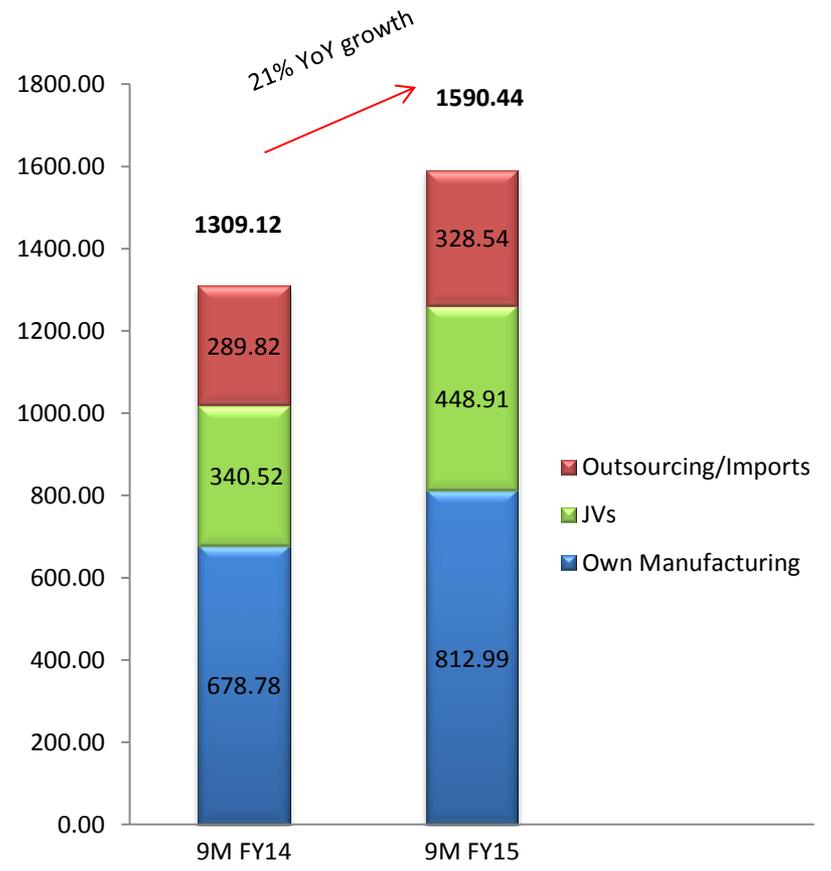
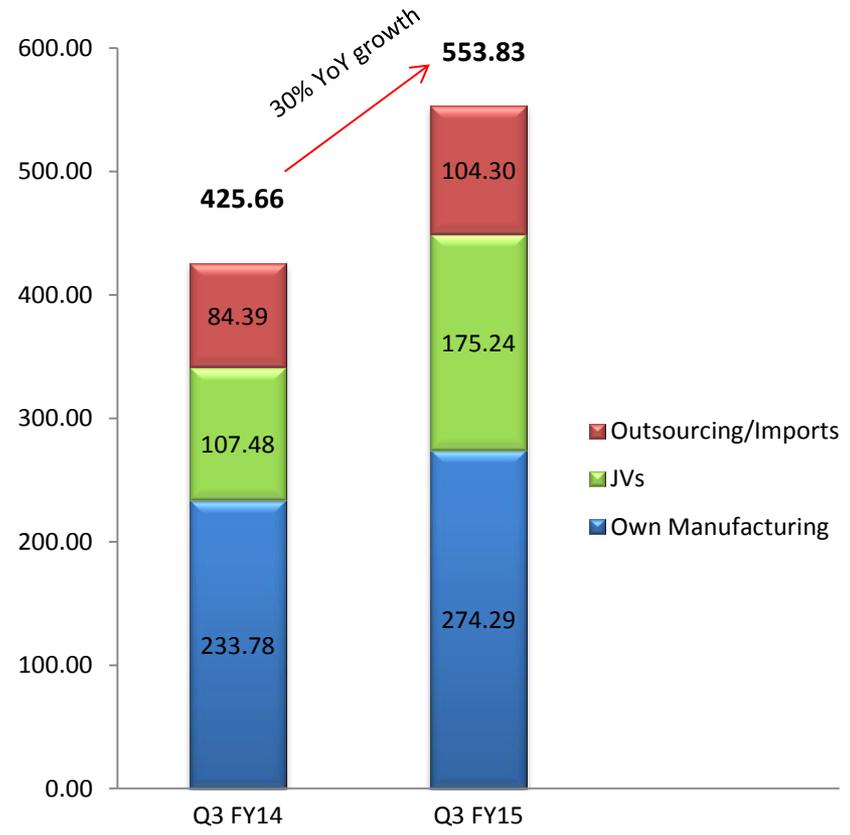


Sales Growth (MSM) – 9M FY15



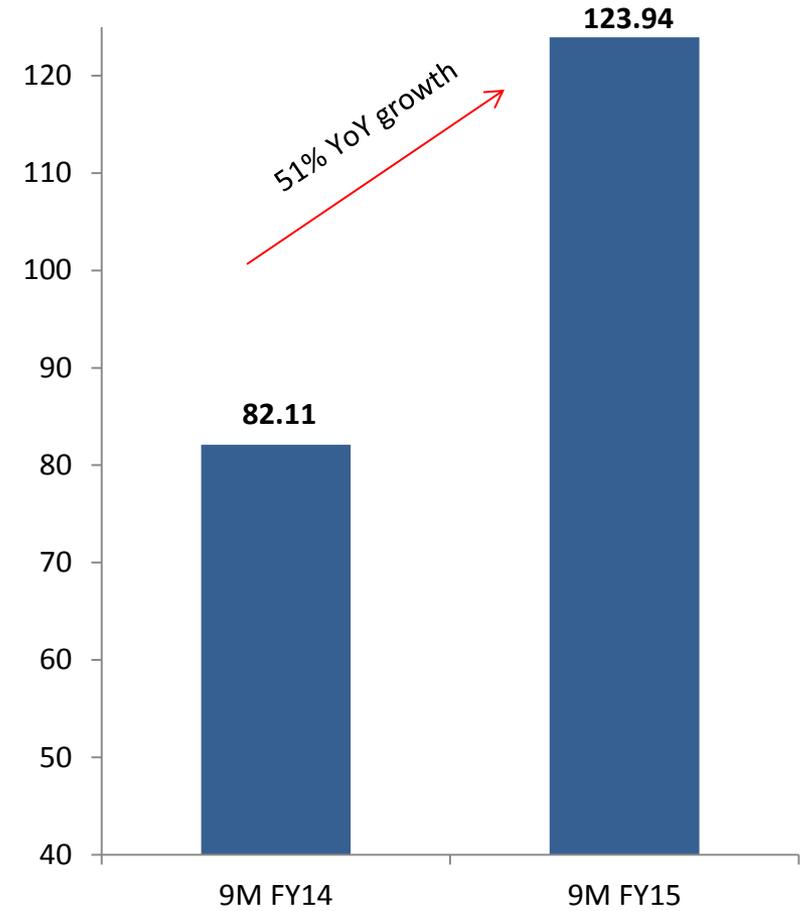
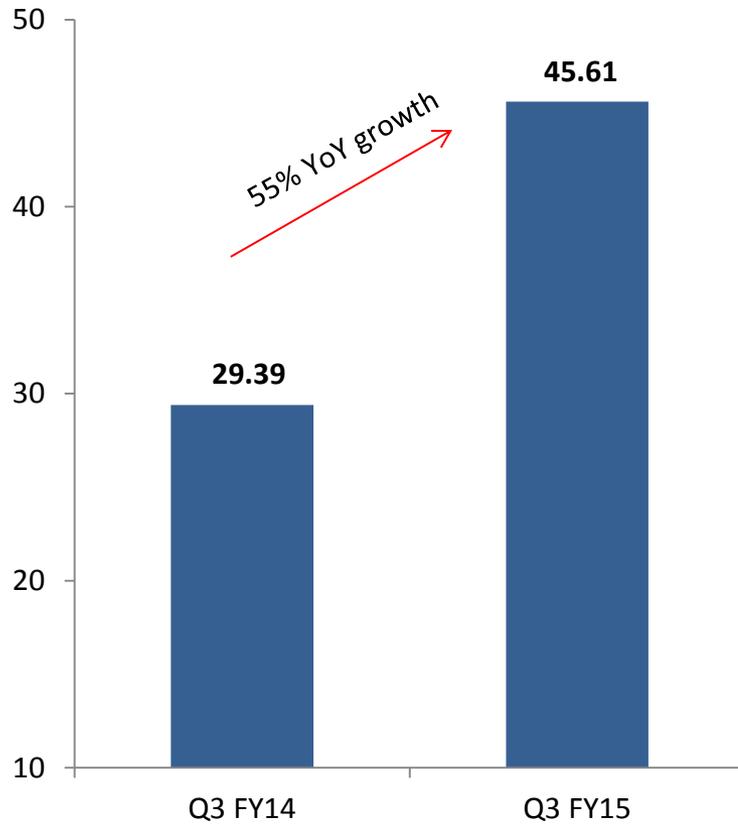
Revenue Growth - Consolidated

Rs. / Crores

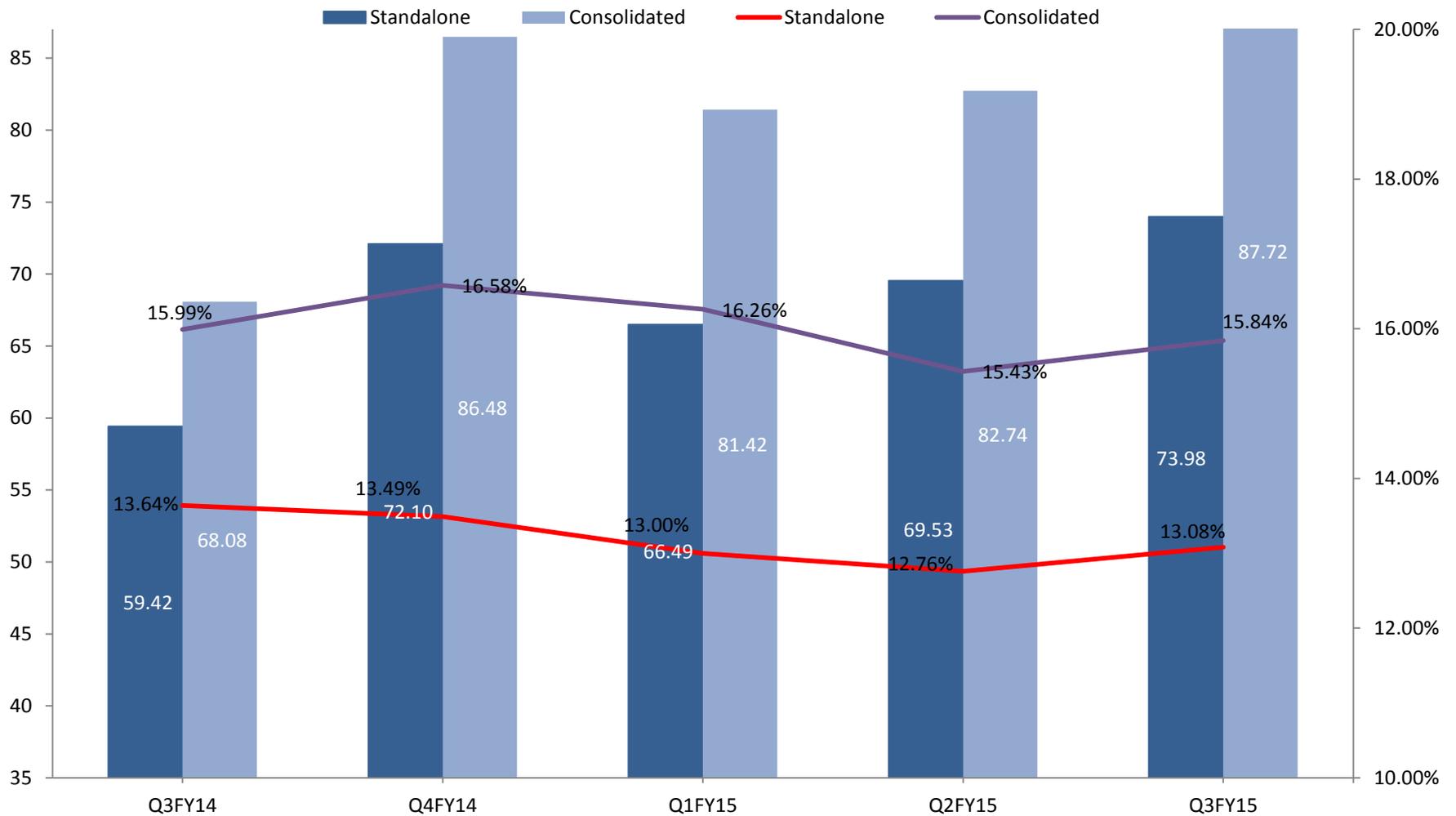


PAT Growth - Consolidated

Rs. / Crores



Rs./ Crores



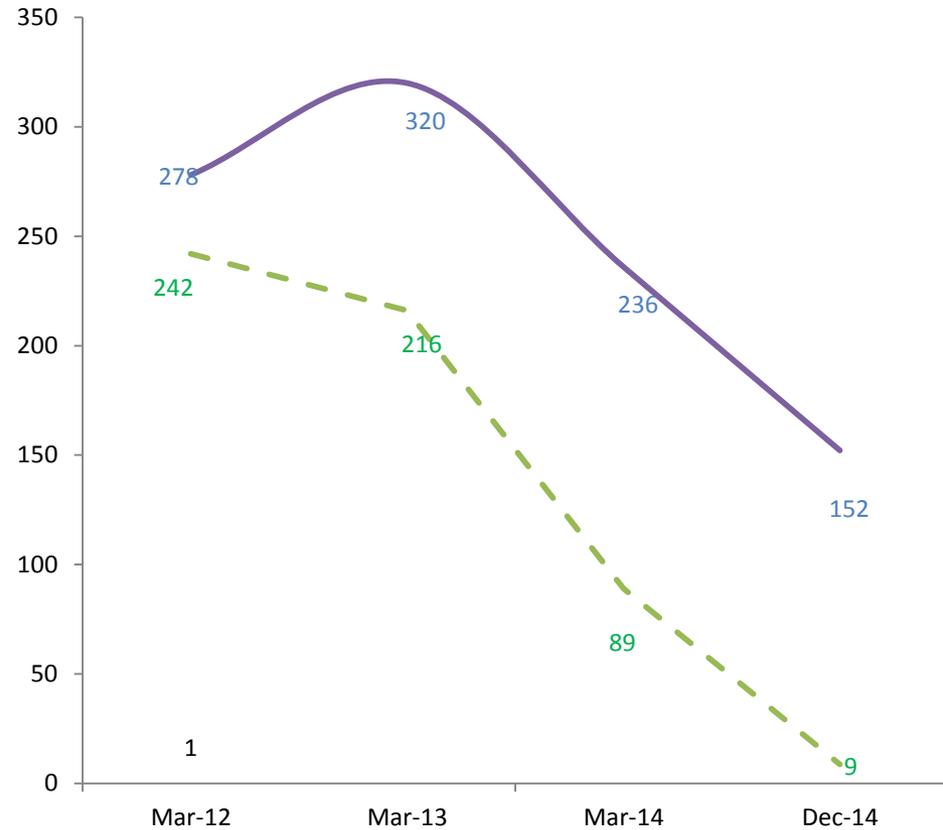
Debt Equity (X)

Standalone Consolidated

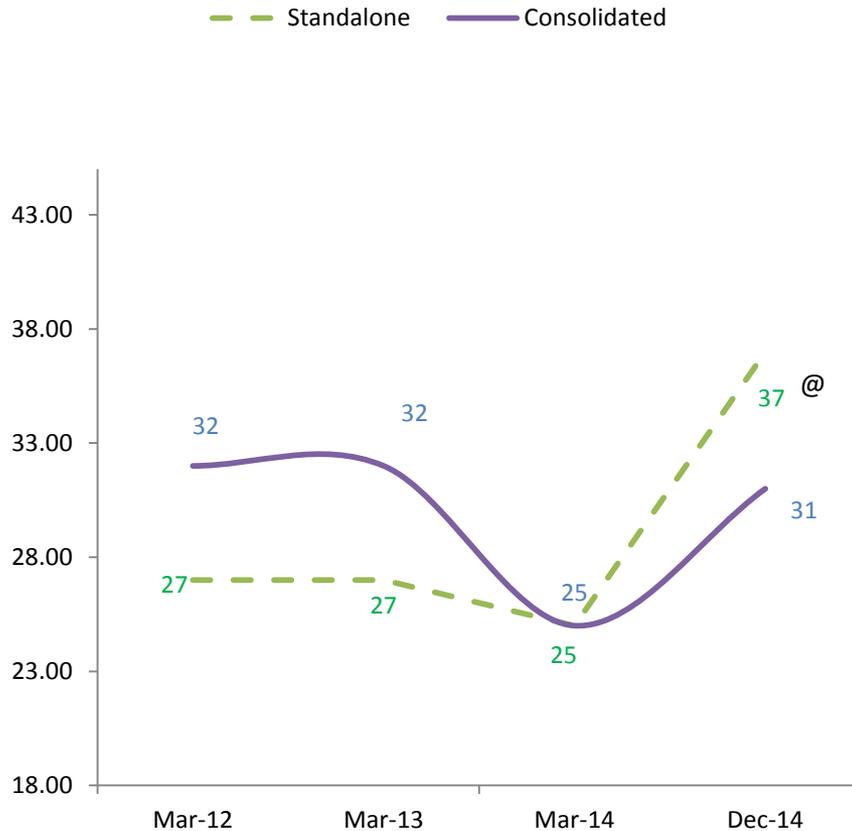


Debt (Rs. Crore)

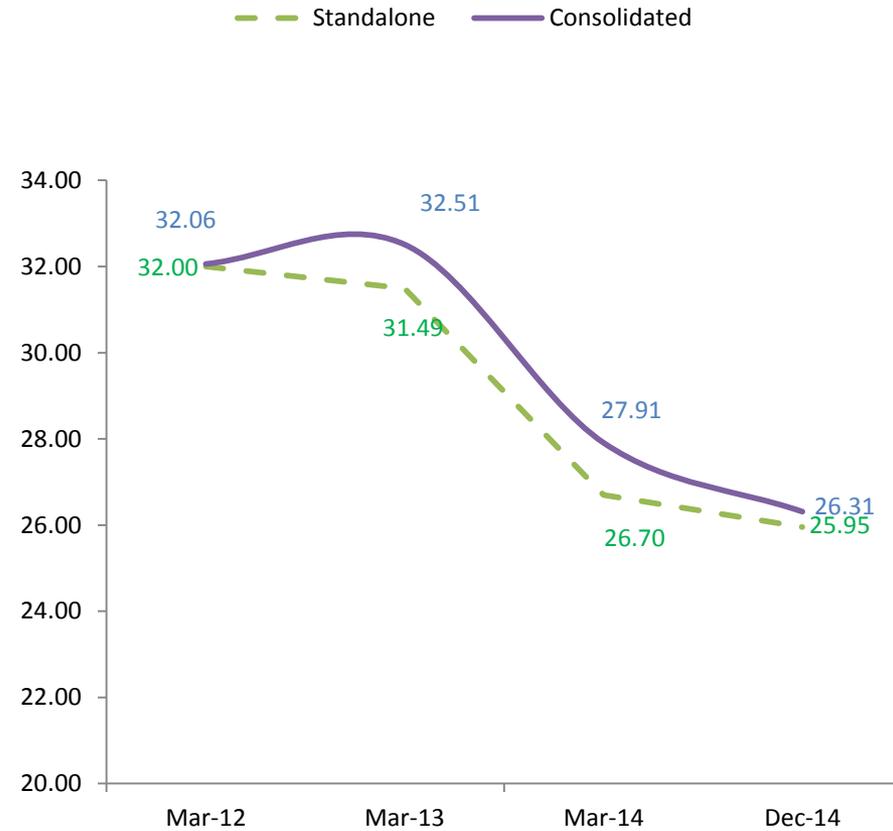
Standalone Consolidated



Working Capital Cycle (days)



Return on Equity (Avg.) *



Capex creditors not considered in working capital cycle.

@ Working capital cycle as on 31 Dec. 14 (on standalone basis) has gone up mainly due to increase in loans given to the subsidiaries.

* ROE as on 31st Dec. 14 taken at average net worth as on 31st Mar. 14 and 31st Dec. 14 and 9M FY15 PAT.

A. Greenfield Project (Rajasthan)

In the Board Meeting dated 7th May 2014 the company decided to put up 5 MSM annual capacity of polished vitrified tiles at a new location in Rajasthan. The project is expected to be completed by August 2015.

B. Brownfield Project (Rajasthan)

Also, the company, in the Board Meeting dated 1st August 2014 decided to put a brownfield facility at its existing location in Rajasthan for production of 3 MSM Capacity of ceramic wall tiles. The production is expected to commence by March 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 85% capacity in Q3FY15.

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 has 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 Q3FY15. The commercial production in respect of brown field expansion of 4.50 MSM polished vitrified tile capacity has commenced production on 6th Sep. 2014. which has operated at 60% capacity in Q3FY15. 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 1st July, 2012. Vennar has operated at Full capacity in Q3FY15.

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 has operated at full capacity in Q3FY15. The commercial production in respect of brown field expansion of 3.00 MSM polished vitrified tile capacity has commenced production on 29th Sep. 2014 which has also operated at full capacity in Q3FY15.

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 March 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 6th April 2014. However, the production has started momentum in October 2014. We expect to achieve full production in FY 15-16.

b) Faucet:The Company had planned to put up a faucet plant of 1.50 million pieces facility at Gailpur (Rajasthan) at a cost of Rs. 50 crore. The Company has scaled down the project to 1.00 million pieces per annum, to start with, at a cost of Rs. 40 crore. The civil work is in progress. The project is expected to commence operation in March / April 2015.

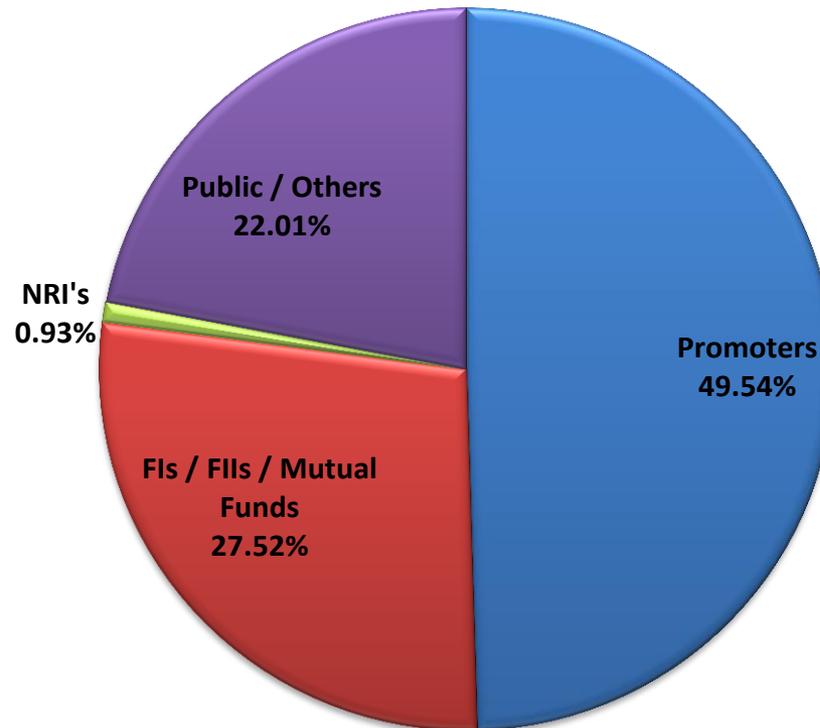
Financial highlights

(Rs in Crore)

	Q3FY15		Q3FY14		Growth		9MFY15		9MFY14		Growth	
	Standalone	Consolidated										
Gross Sales	601.49	612.79	467.44	470.46	29%	30%	1729.57	1754.19	1432.09	1441.08	21%	22%
Net Sales	565.43	553.83	435.67	425.66	30%	30%	1621.79	1590.44	1342.23	1309.12	21%	21%
EBIDTA	73.98	87.72	59.42	68.08	25%	29%	210.00	251.89	167.45	200.52	25%	26%
EBIDTA MARGIN	13.08%	15.84%	13.64%	15.99%			12.95%	15.84%	12.48%	15.32%		
Interest	0.20	5.57	7.12	10.98	-97%	-49%	5.01	21.54	23.33	34.12	-79%	-37%
Depreciation	9.67	14.38	9.18	11.85	5%	21%	29.80	40.59	27.26	35.08	9%	16%
Exceptional Items												
Profit Before Tax	64.11	67.77	43.12	45.25	49%	50%	175.19	189.76	116.86	131.32	50%	45%
Tax	18.82	20.69	14.56	15.22	29%	36%	54.34	60.48	39.73	44.63	37%	36%
Minority Interest	-	1.47	-	0.64	-	-	-	5.34	-	4.58	-	-
Cash Profit	54.96	59.99	37.74	41.24	46%	45%	150.65	164.53	104.39	117.19	44%	40%
Profit After Tax	45.29	45.61	28.56	29.39	59%	55%	120.85	123.94	77.13	82.11	57%	51%
Equity	15.89	15.89	15.12	15.12			15.89	15.89	15.12	15.12		
EPS (Basic) (Rs)	5.78	5.82	3.82	3.93	51%	48%	15.79	16.20	10.43	11.11	51%	46%

As on 31st Dec 2014

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 or contact:

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