



# KAJARIA CERAMICS LIMITED

Investor Update – Q3 FY16 / 9M FY16

Jan 27, 2016

**Kajaria**  
TRANSFORM YOUR WORLD

- Chairman's Message
- Financial Performance - Q3 FY16 / 9M FY16
- Balance sheet perspective
- Joint Venture / Subsidiaries
- Income Statement
- Shareholding Pattern

*"If everyone is thinking alike, then someone isn't thinking" – General George Patton.*

What distinguishes Kajaria from the rest – is our single minded commitment to create an exceptional experience for our customers. This philosophy is reflected in our continuously creating innovative products that match consumer aspirations, progressively leveraging our distribution networks to reach our consumers – from metros to tier II & III cities, to revolutionizing tile displays through our world class showrooms and the use of latest technological advancements to give our customers a 'real-time' experience. This undying flame has led to Kajaria reporting business and profitability growth for successive quarters despite economic and business environment challenges.

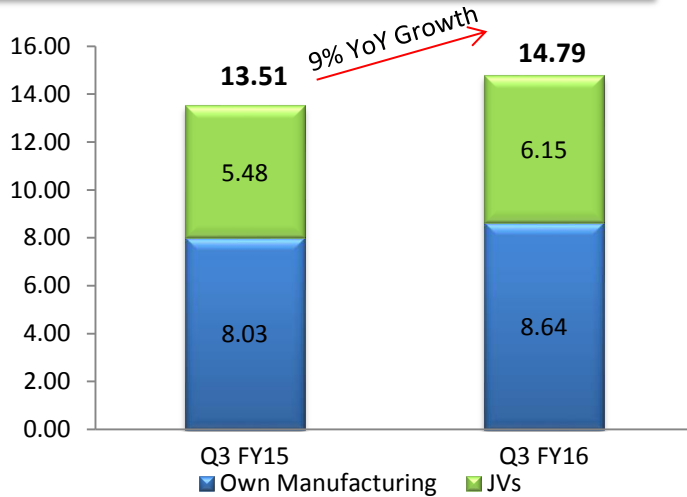
In Q3 2015-16 the revenue grew by 8% over the corresponding period in the previous year. EBIDTA and Net Profit grew by 36% and 28% respectively during the same period.

Renegotiation of Ras Gas contract by Petronet is a welcome step that would result in significant reduction in fuel cost, going forward.

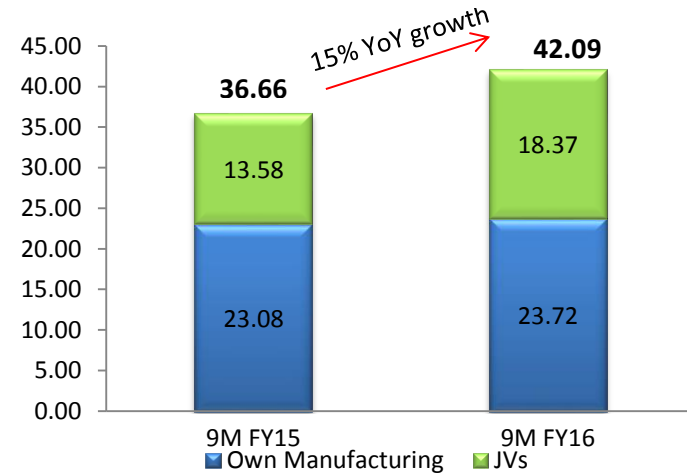
The 6.50 MSM polished vitrified tiles greenfield facility at Malootana (Rajasthan) has commenced operation on 15<sup>th</sup> January 2016.

Kajaria, which has always been in the forefront of changing the 'façade' of the Indian tile landscape, is optimistic of the future and is committed to its philosophy of '*looking forward*' whilst staying true to our core principal of complete customer satisfaction.

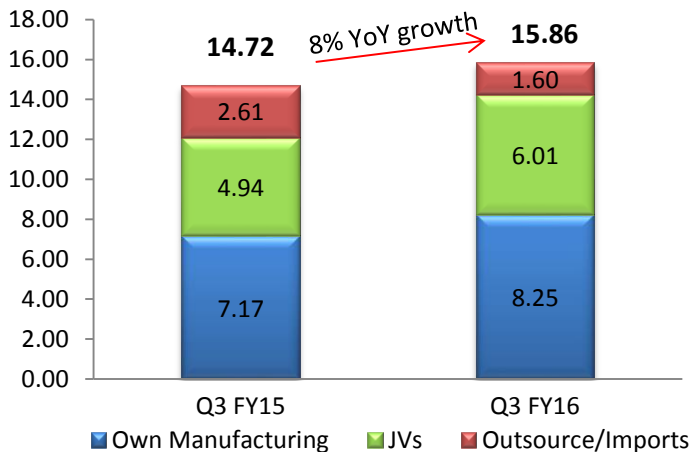
### Production Growth (MSM) - Q3 FY16



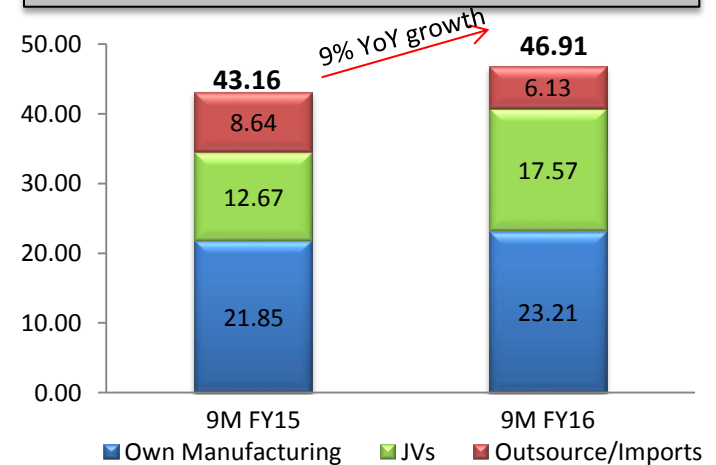
### Production Growth (MSM) - 9M FY16



### Sales Growth (MSM) – Q3 FY16

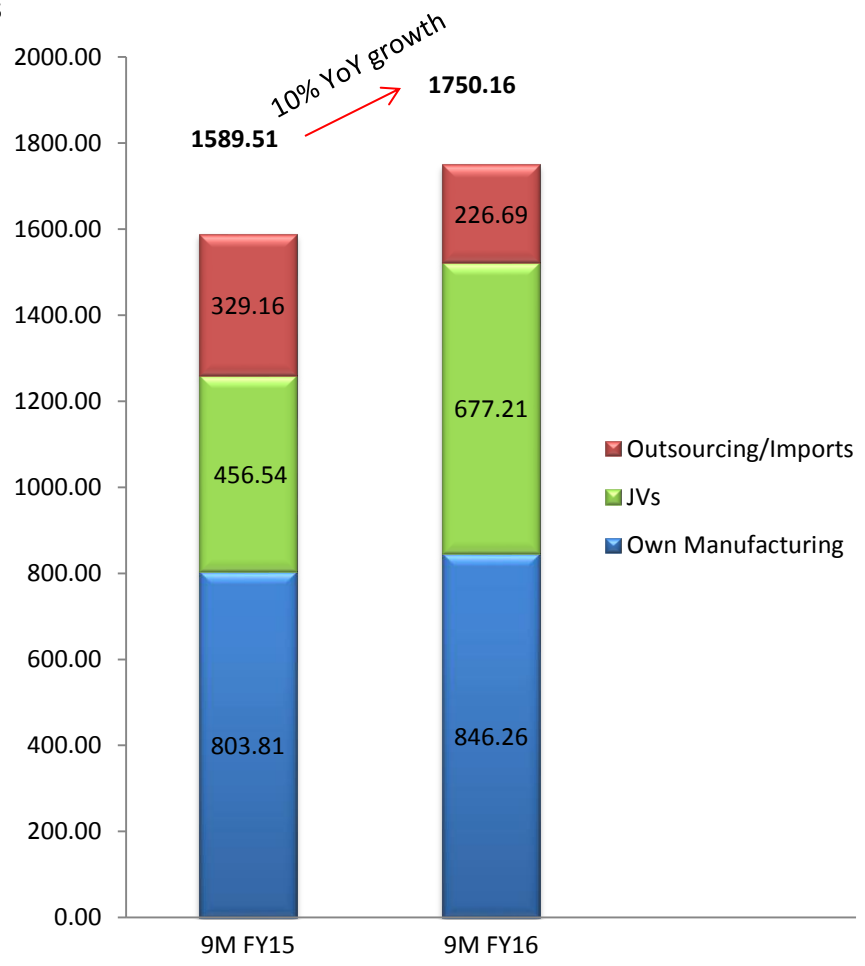
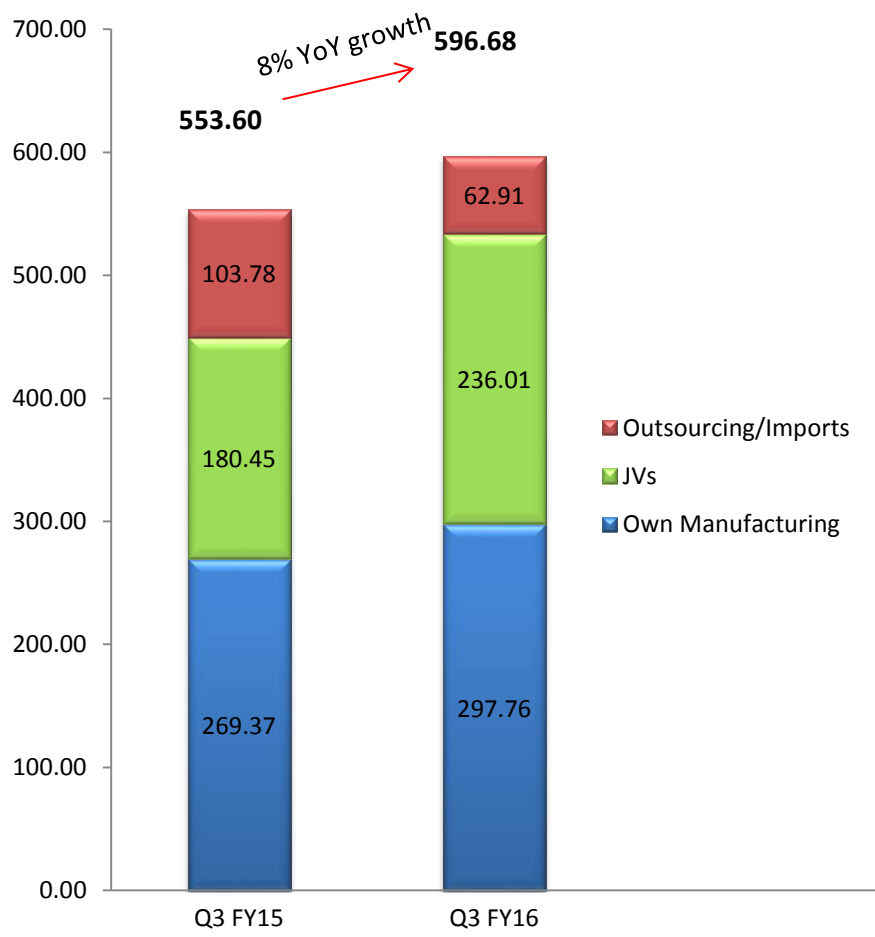


### Sales Growth (MSM) – 9M FY16

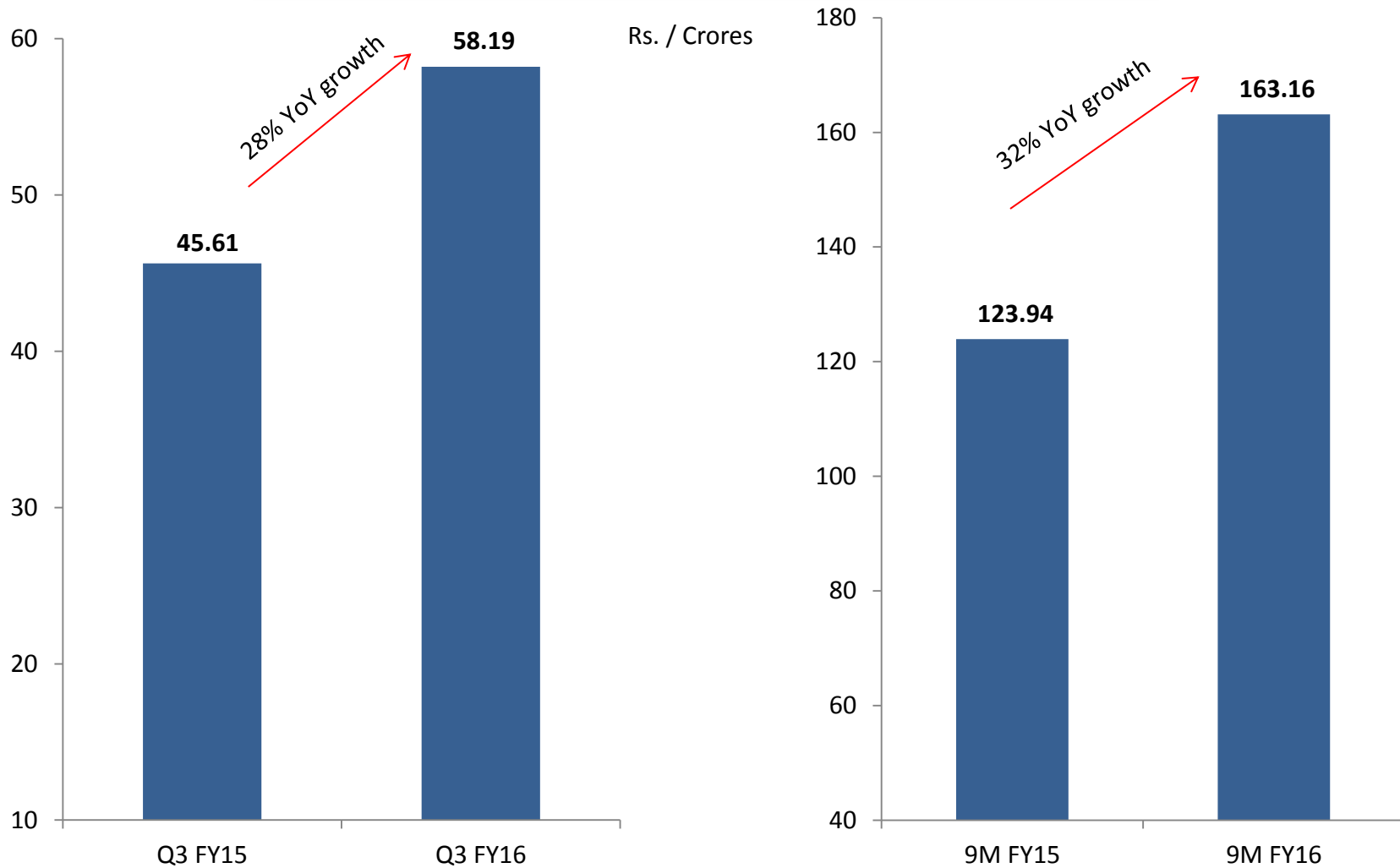


## Revenue Growth - Consolidated

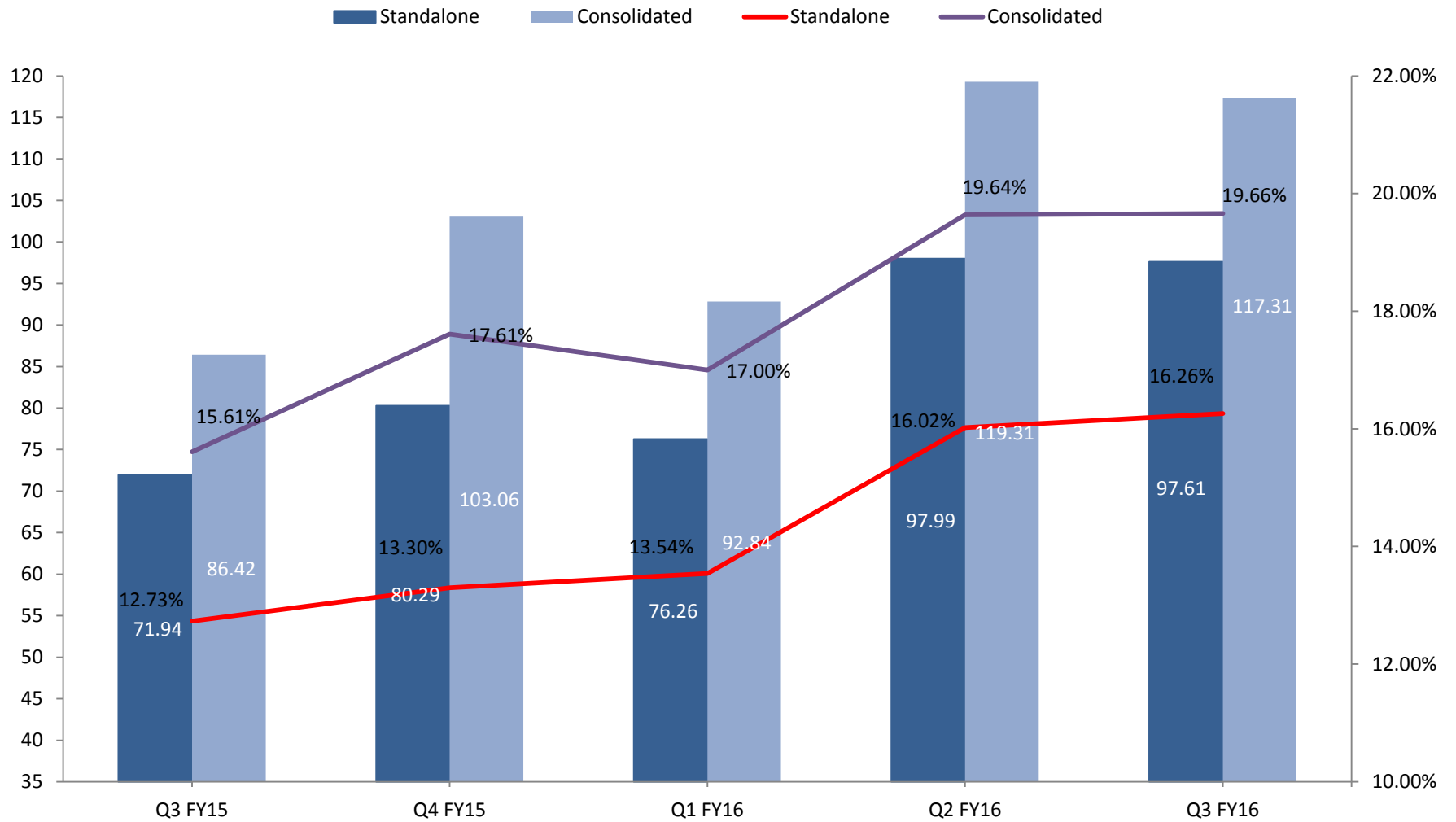
Rs. / Crores



## PAT Growth - Consolidated

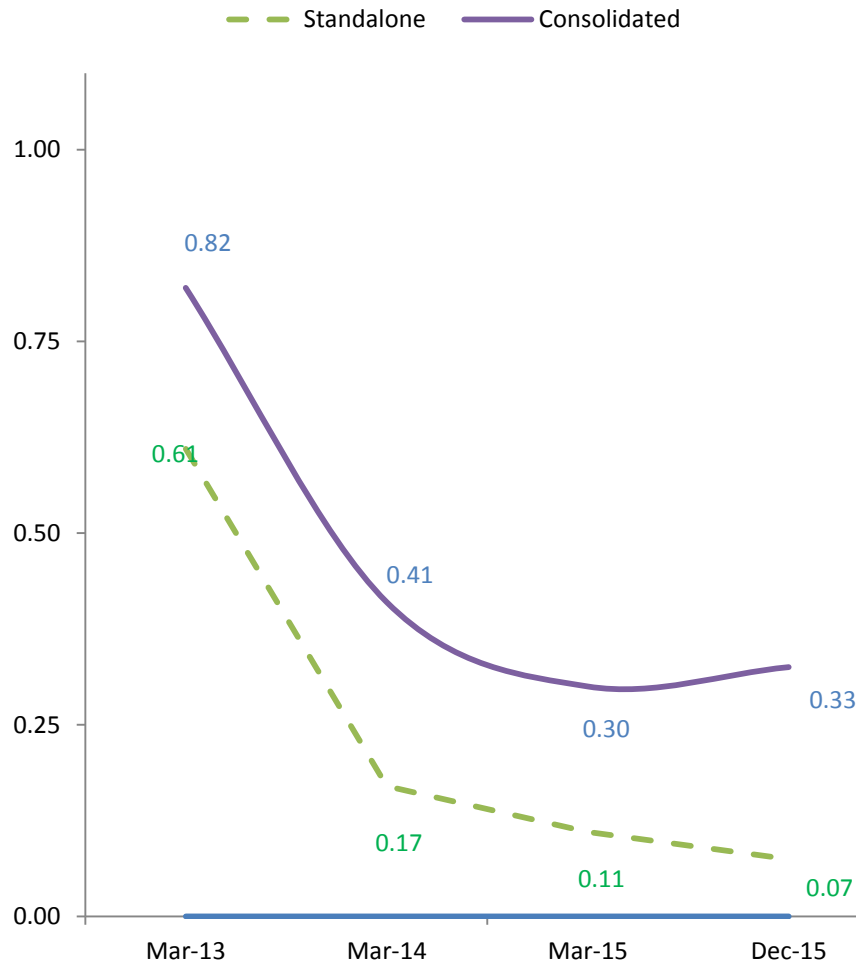


Rs./ Crores

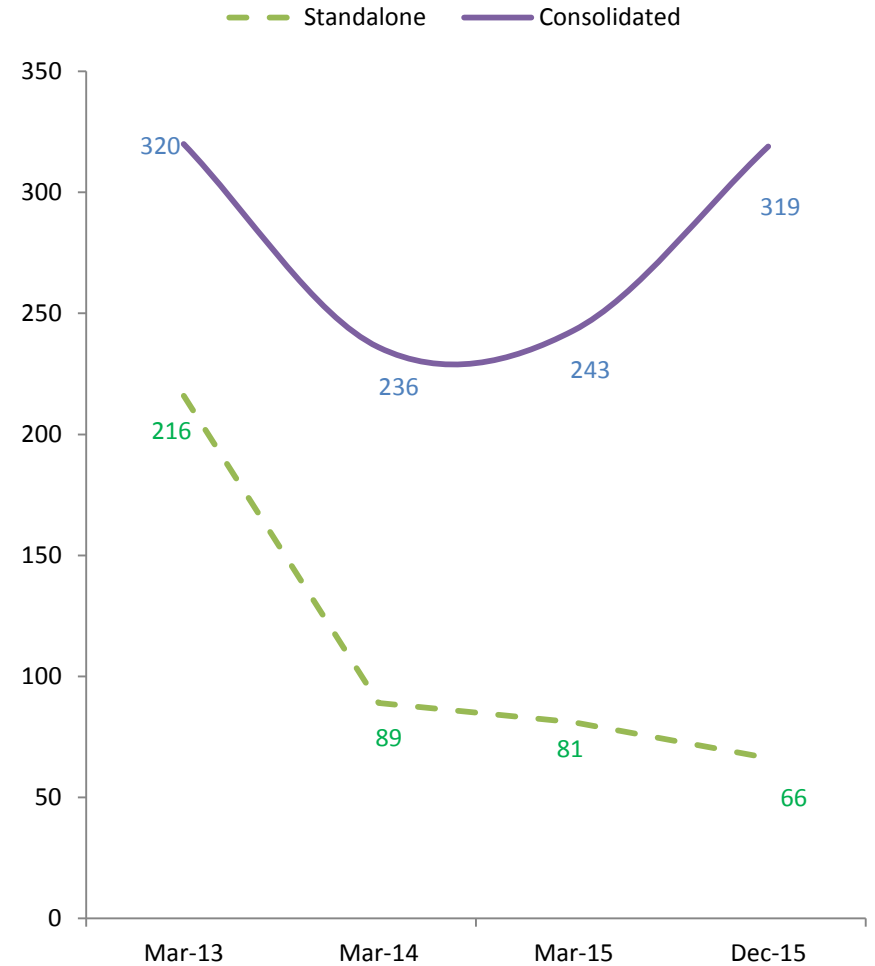


Note: Other Income not considered while calculating EBIDTA Margin.

## Debt Equity (X)

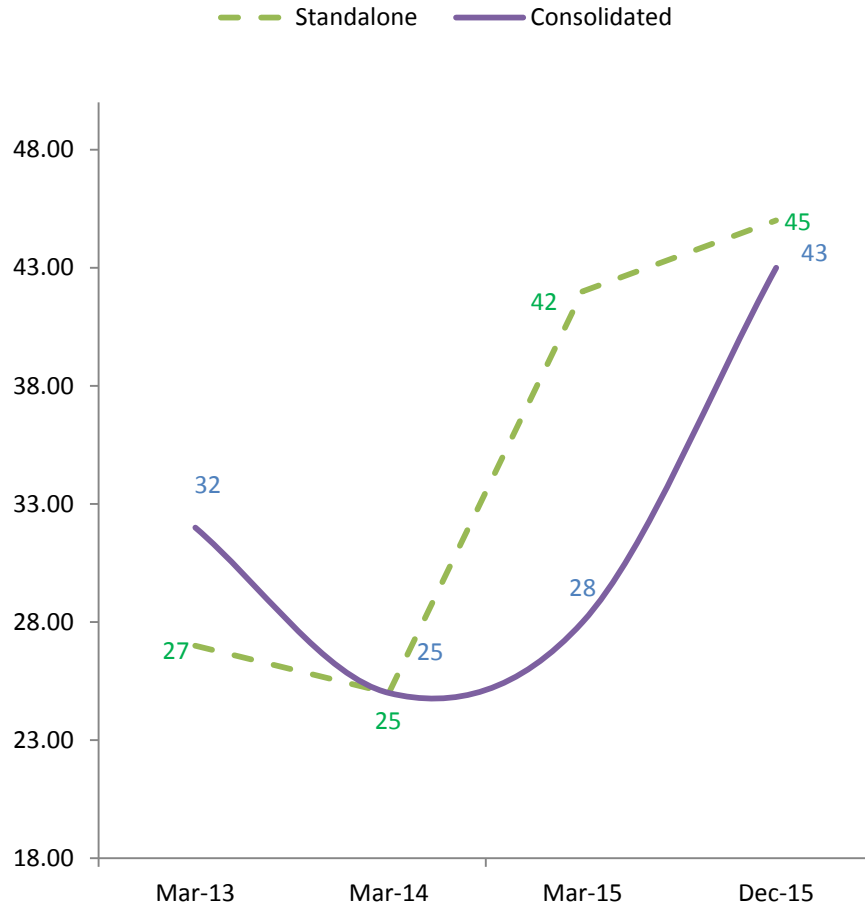


## Debt (Rs. / Crore)

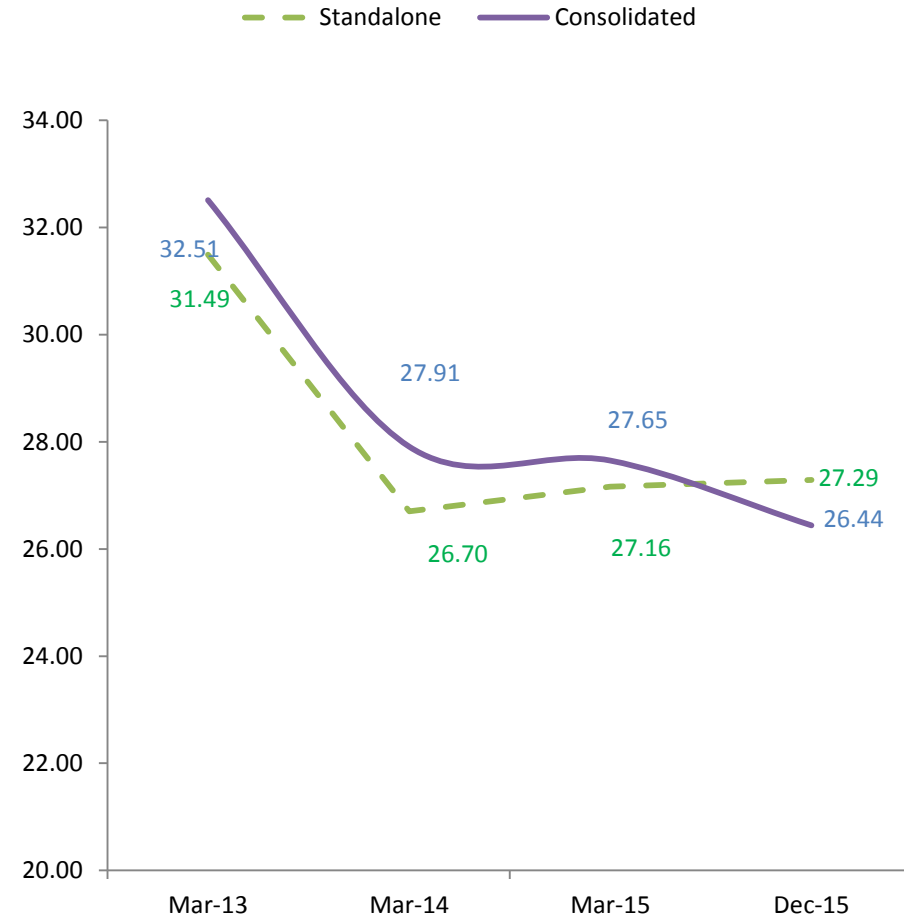




## Working Capital Cycle (days)



## Return on Equity (Avg.)



# Capex creditors not considered in working capital cycle.

\* ROE as on 31<sup>st</sup> Dec. 15 taken at average of net worth as on 31<sup>st</sup> Mar. 15 & 31<sup>st</sup> Dec. 15 and 9M FY16 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 in March 2012. Soriso has operated at full capacity in Q2 FY16, However has operated at sub-optimum capacity in Q3 FY16 due to maintenance shutdown. We hope Soriso to run at full capacity in Q4 FY16.

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. Further expansion of 4.50 MSM polished vitrified tile has increased Jaxx capacity to 10.20 MSM. The old plant of Jaxx having 3.10 MSM capacity remained shut for 2 months in Q3 FY16 due to replacement of kiln, so Jaxx could operate at 82% in Q3 FY16.

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 Q3 FY16.

D. COSA CERAMICS

Acquired 51% stake in Cosa Ceramics Pvt. Ltd., based in Morbi, Gujarat – on 16<sup>th</sup> Oct.'12, with an annual production capacity of 2.70 MSM of polished vitrified tiles and further increased to 5.70 MSM in Sep. 2014. Cosa has operated at full capacity in Q3 FY16.

E. TAURUS TILES

The Company has entered into another JV, Taurus Tiles Pvt. Ltd., which has put up 5 MSM polished vitrified tile capacity at Morbi (Gujarat). Kajaria owns 51% equity in Taurus. The commercial Production has commenced on 27 June 2015. The Plant has operated at 94% utilisation in Q3 FY16.

F. FLOERA CERAMICS

The Company has acquired 51% stake in Floera Ceramics Pvt. Ltd, which is putting up a manufacturing facility of polished vitrified tiles with a capacity of 5.70 MSM p.a. in Andhra Pradesh. The land has already been acquired. We hope the plant to be commissioned by end of FY17.

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

a) Sanitaryware: Kajaria Sanitaryware (P) Ltd., in which KBL was holding 64% shares (82% Now), has started the production of sanitaryware in April 2014.

b) Faucet: The 1.00 million pieces faucet facility at Gailpur (Rajasthan) commenced commercial production in July 2015. The product quality has come out well.

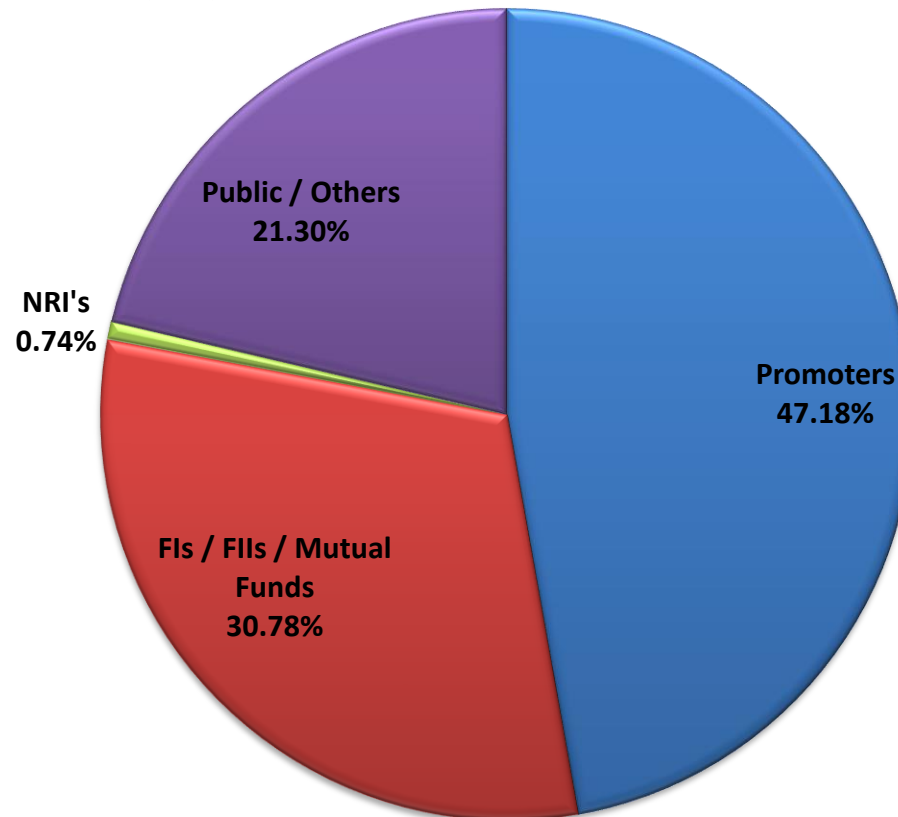
## Financial highlights

(Rs / Crore)

	Q3 FY16		Q3 FY15		Growth		9M FY16		9M FY15		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Sales	641.81	668.42	601.26	612.56	7%	9%	1893.82	1955.35	1728.64	1753.26	10%	12%
Net Sales	600.16	596.68	565.20	553.60	6%	8%	1775.06	1750.16	1620.86	1589.51	10%	10%
EBIDTA	97.61	117.31	71.94	86.42	36%	36%	271.86	329.46	205.76	251.07	32%	31%
EBIDTA MARGIN	16.26%	19.66%	12.73%	15.61%			15.32%	18.82%	12.69%	15.80%		
Depreciation	11.59	18.42	9.67	14.38	20%	28%	34.04	52.69	29.80	40.59	14%	30%
Other Income	3.96	0.08	2.04	1.30	94%	-94%	13.37	2.14	4.24	0.82	215%	161%
Interest	1.52	8.98	0.20	5.57	660%	61%	5.53	25.94	5.01	21.54	10%	20%
Exceptional Items												
Profit Before Tax	88.46	89.99	64.11	67.77	38%	33%	245.66	252.97	175.19	189.76	40%	33%
Tax	30.00	31.11	18.82	20.69	59%	50%	81.00	84.94	54.34	60.48	49%	40%
Minority Interest		0.69		1.47				4.87		5.34		
Cash Profit	70.05	76.61	54.96	59.99	27%	28%	198.70	215.85	150.65	164.53	32%	31%
Profit After Tax	58.46	58.19	45.29	45.61	29%	28%	164.66	163.16	120.85	123.94	36%	32%
Equity	15.89	15.89	15.89	15.89			15.89	15.89	15.89	15.89		
EPS (Basic) (Rs)	7.36	7.32	5.78	5.82	27%	26%	20.72	20.53	15.79	16.20	31%	27%

**As on 31<sup>st</sup> December 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 68.60 mn. sq. meters presently, distributed across nine plants - one in Sikandrabad (UP), one in Gailpur (Rajasthan), One in Malootana (Rajasthan), five in Morbi (Gujarat) and one in Vijaywada (AP).

Adjudged as the “Best Managed Company” in the small-cap category for the year 2014 by Asia Money, a financial Institutional Investor Group.

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

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