



# KAJARIA CERAMICS LIMITED

Investor Update – Q4 FY14 / FY14

May 7, 2014

***Kajaria***  
TRANSFORM YOUR WORLD

Certain Statements in this document may be forward-looking within the meaning of applicable laws and regulations. And actual results might differ substantially from those expressed or implied. Such statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors could cause our actual results to differ. Kajaria Ceramics Limited will not be in any way responsible for any action taken based on such statements.

- Chairman's Message
- Financial Performance - Q4 FY14 / FY14
- Balance sheet perspective
- Income Statement
- Shareholding Pattern

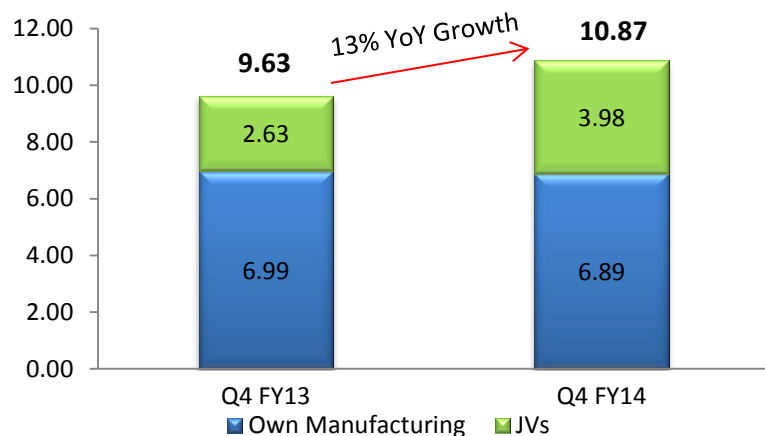
Attaining leadership position is one thing. Retaining that spot is quite the other.

FY2013-14 will hold a special significance in Kajaria journey as the fiscal in which the Company has taken the big leap toward attaining a dominant position in the Indian tile industry. And this dream when achieved will be dedicated to the entire Kajaria team – past and present -- whose undying passion and untiring efforts only emboldened our dreams.

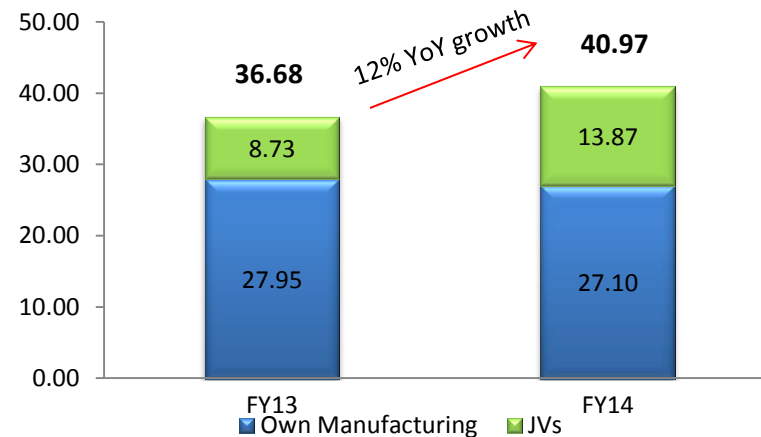
In 2013-14, your Company's gross sales touched Rs 2024 crore a growth of 17% over 2012-13. EBIDTA and net profit increased 16% and 19% respectively over the previous year. A satisfying performance considering the persisting business challenges.

And the journey becomes more exciting. We plan to add 50% of our existing capacity (as on March 31, 2014) in the next 24 months. And there is more to come. Having initiated the creation of the sanitaryware vertical, we are analyzing the prospects of a faucets unit – to emerge as a holistic bathroom solution provider. We believe that these initiatives will facilitate in retaining our industry position. At Kajaria, the energy and enthusiasm is palpable.

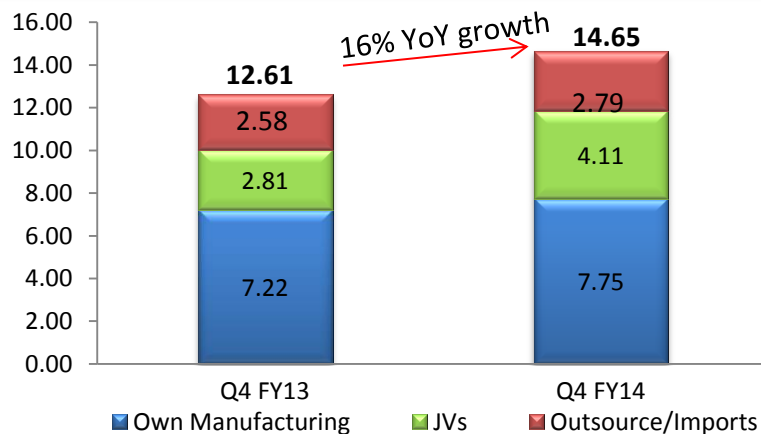
## Production Growth – Q4 FY14 (MSM)



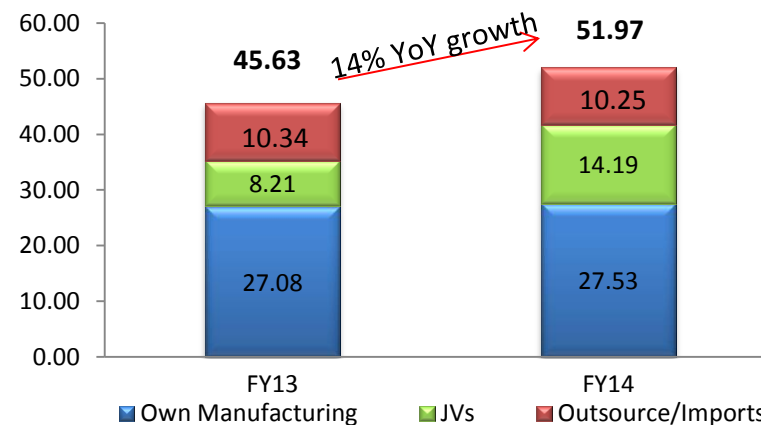
## Production Growth – FY14 (MSM)



## Sales Growth – Q4 FY14 (MSM)

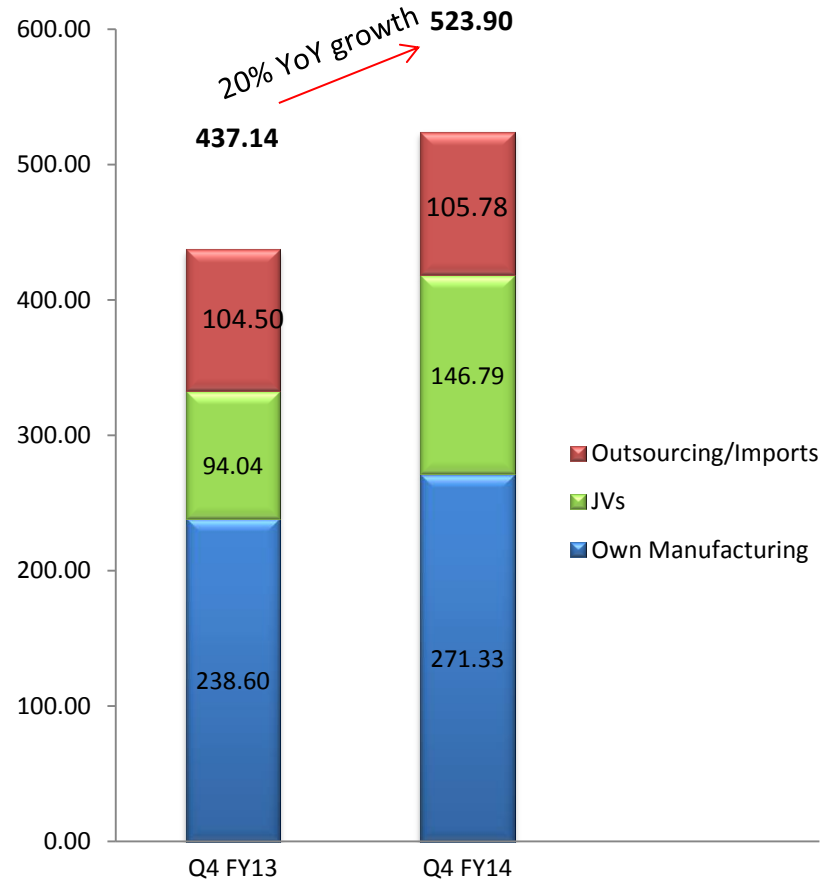


## Sales Growth – FY14 (MSM)

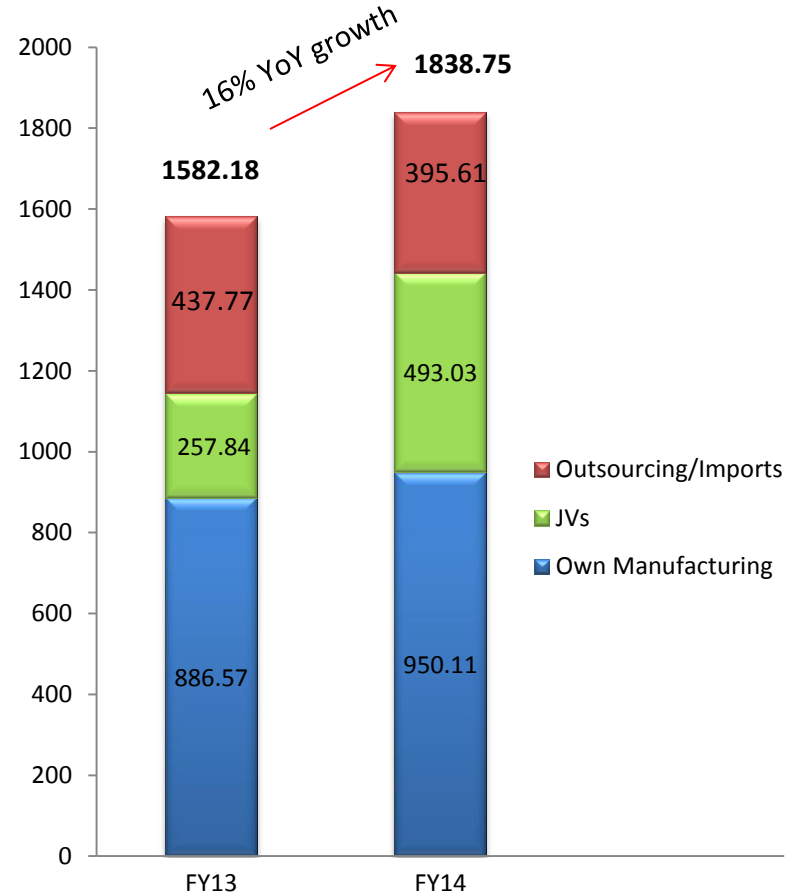


## Revenue Growth - Consolidated

Rs. / Crores

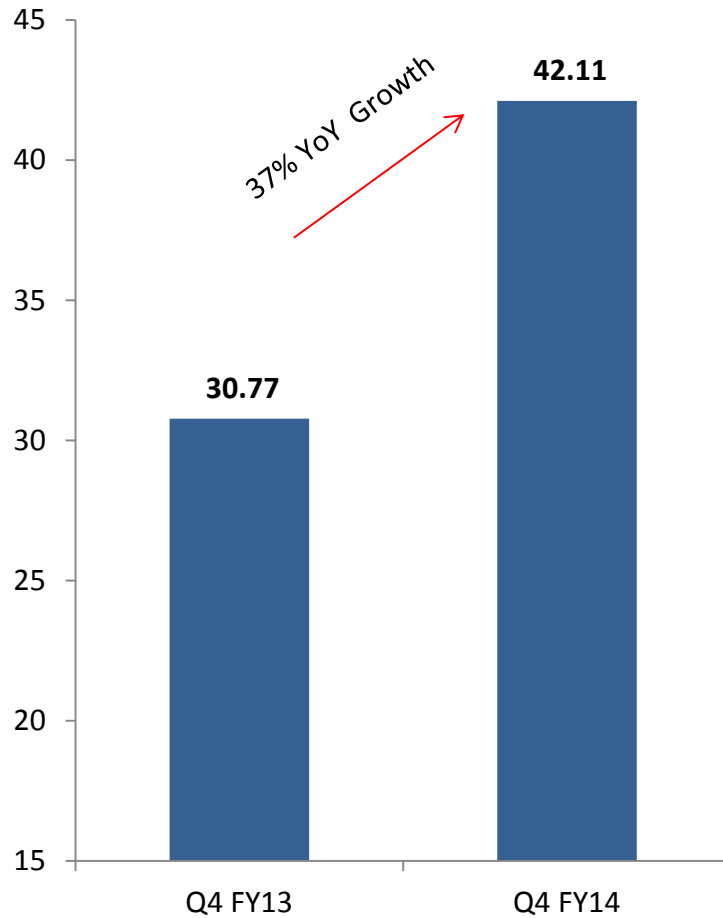


Rs. / Crores

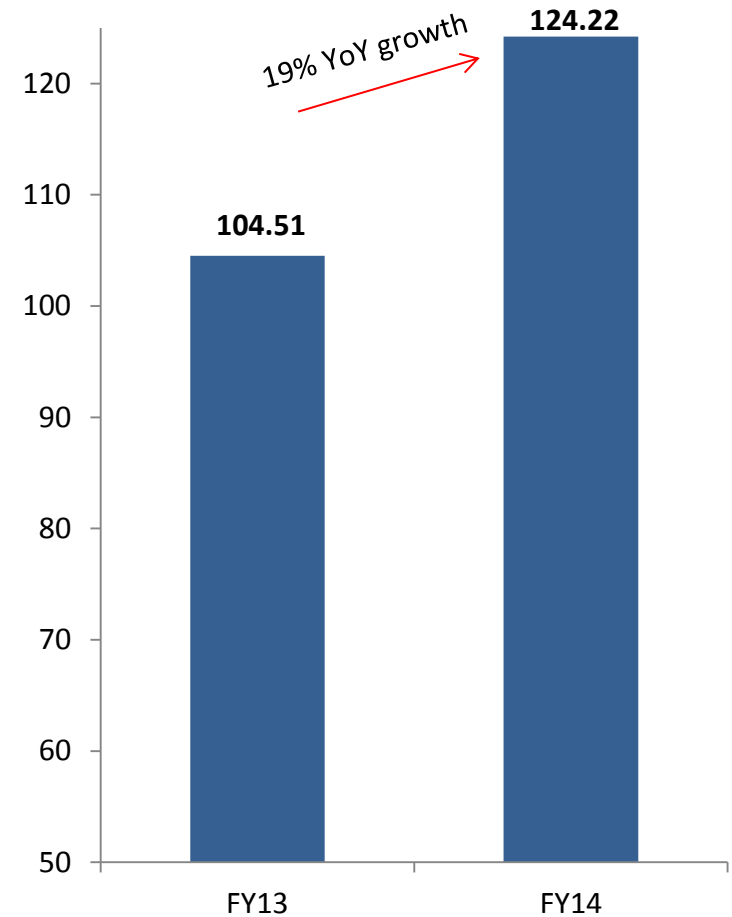


## PAT Growth - Consolidated

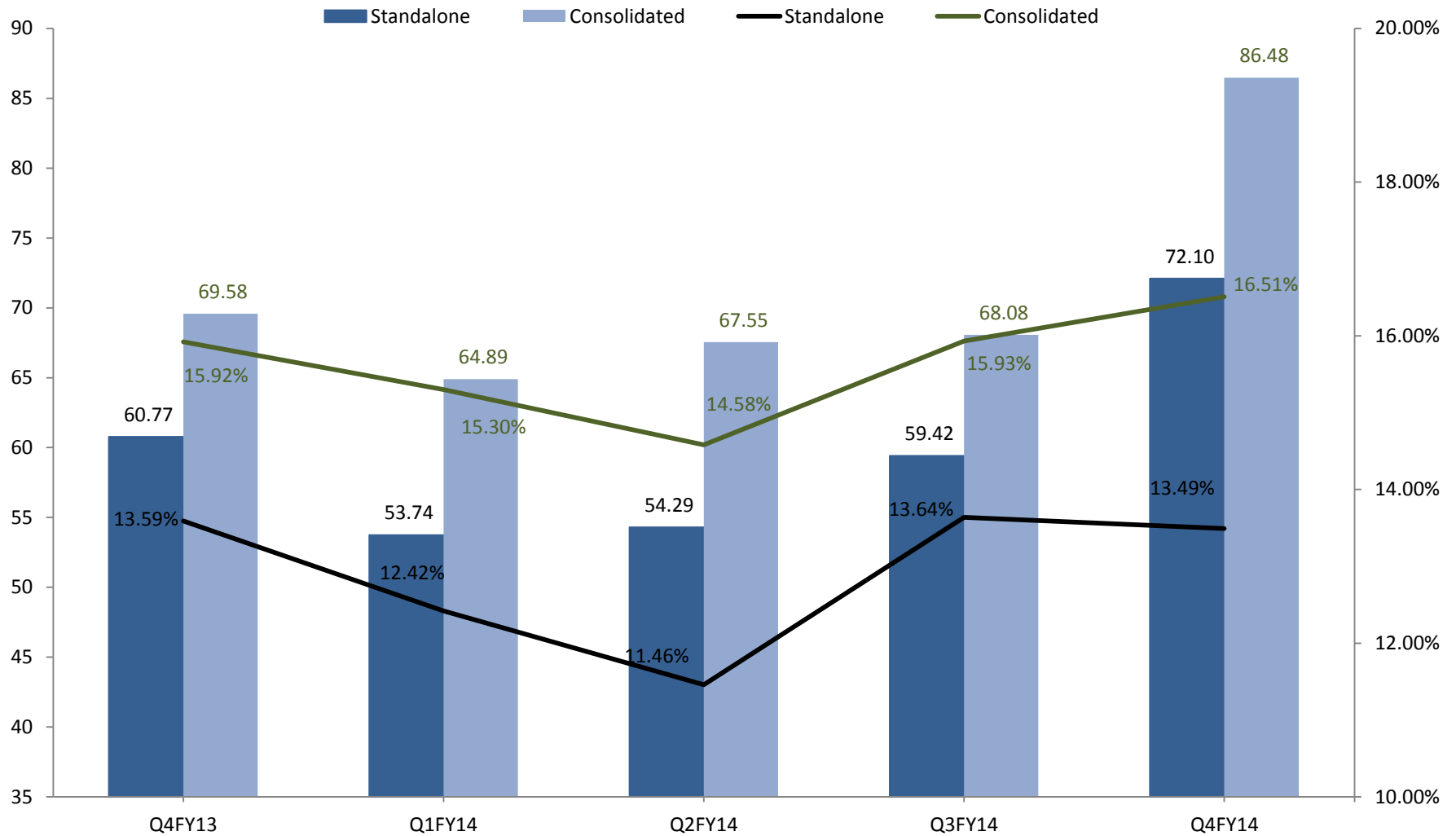
Rs. / Crores



Rs. / Crores



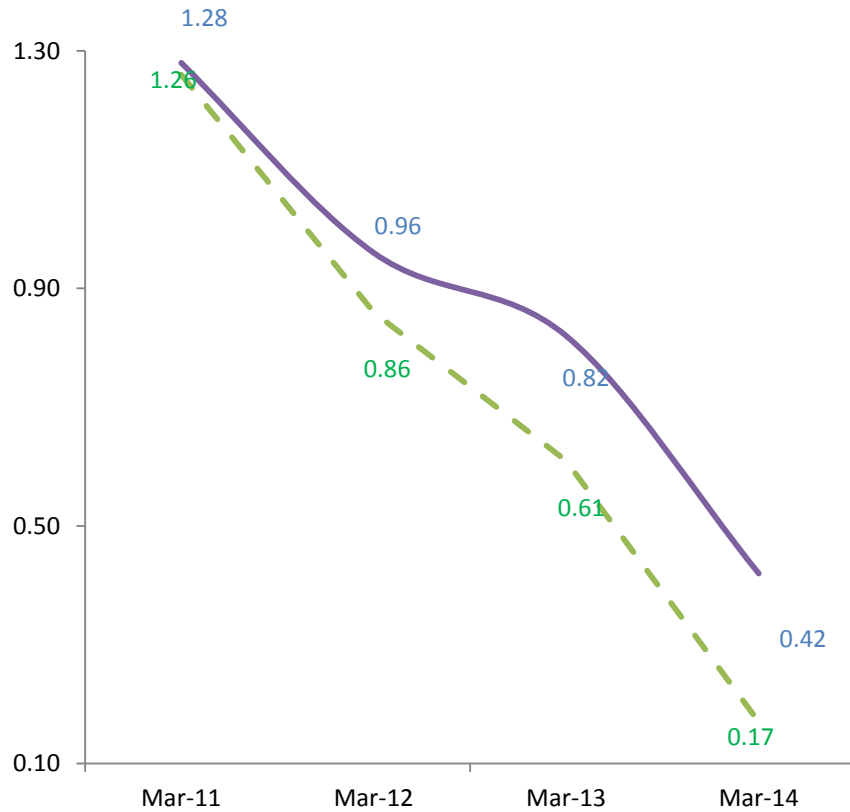
*Rs./ Crores*





## Debt Equity (X)

Standalone Consolidated

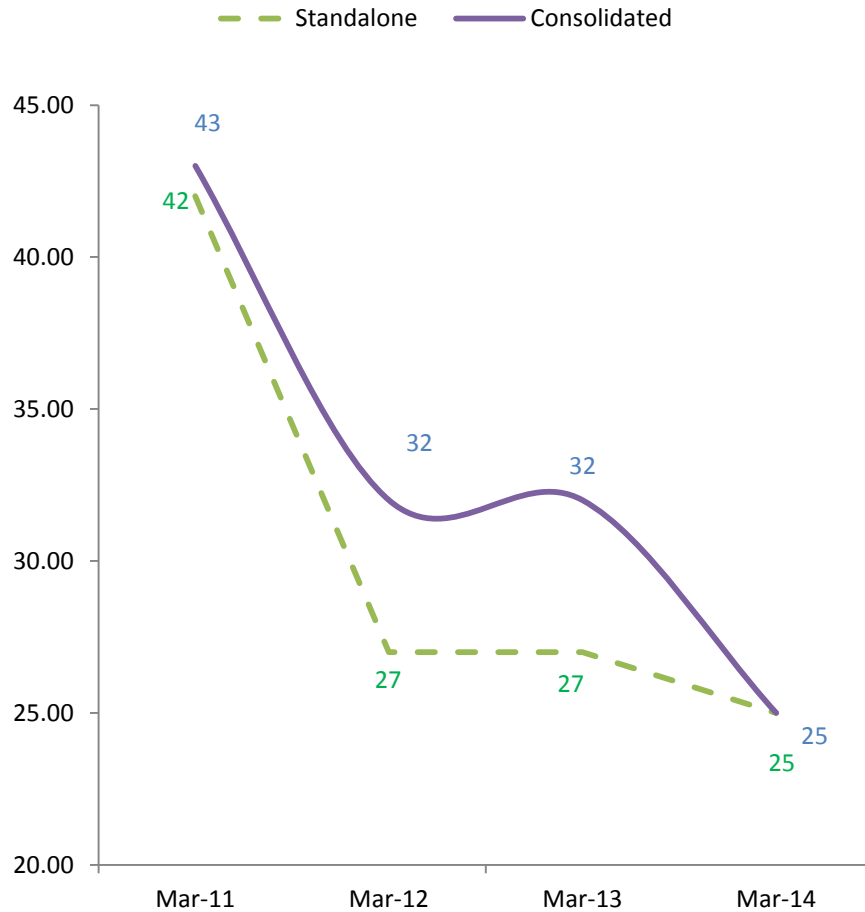


## Debt (Rs. Crore)

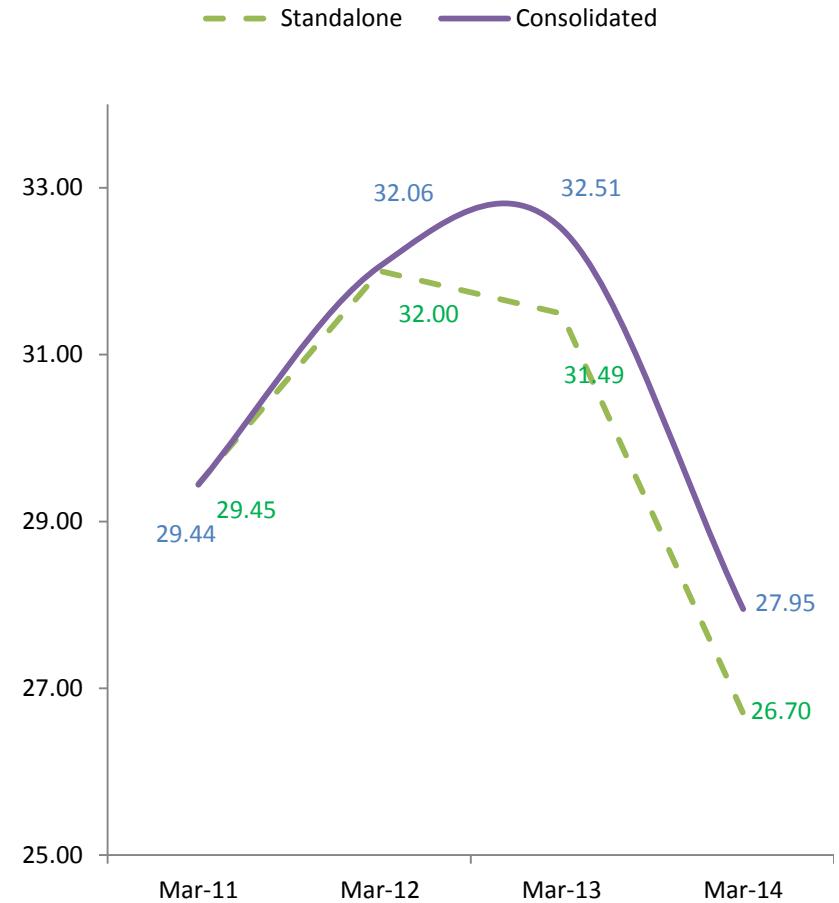
Standalone Consolidated



## Working Capital Cycle (days)



## Return on Equity (Avg.)



# Capex creditors not considered in working capital cycle.

\* ROE for as on 31<sup>st</sup> Mar. 14 taken at average net worth as on 31<sup>st</sup> Mar. 13 and 31<sup>st</sup> Mar. 14 and FY14 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. Soriso has operated at 80% in FY14.

B. JAXX VITRIFIED

Acquired 51% stake 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 2.6 MSM annual capacity of polished vitrified tile in April 2013 in Morbi making the total capacity of Jaxx to 5.70 MSM per annum. Jaxx has operated at 92% in FY14. Jaxx is in the process of putting up brown field expansion of high end polished vitrified tiles for a capacity of 4.50 MSM p.a. The production is expected to commence in August 2014.

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 has operated at 97% in FY14.

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. COSA has operated at full capacity during the year. Cosa is in the process of putting 3 MSM p.a. capacity of polished vitrified tiles. The production is expected to commence in August 2014.

## KAJARIA BATHWARE (P) LIMITED:

The Company is initiating putting up a faucet plant of 1.50 million pieces facility at Gailpur (Rajasthan) at a cost of Rs. 50 crore. A new company *Kajaria Bathware (P) Limited*, a wholly owned subsidiary has been formed for this purpose.

To have marketing and accounting synergies, it is also decided that *Kajaria Bathware (P) Limited* to purchase 64% stake in *Kajaria Sanitaryware (P) Ltd.*, Morbi from Kajaria Ceramics Limited, as the same marketing team shall be selling both the products.

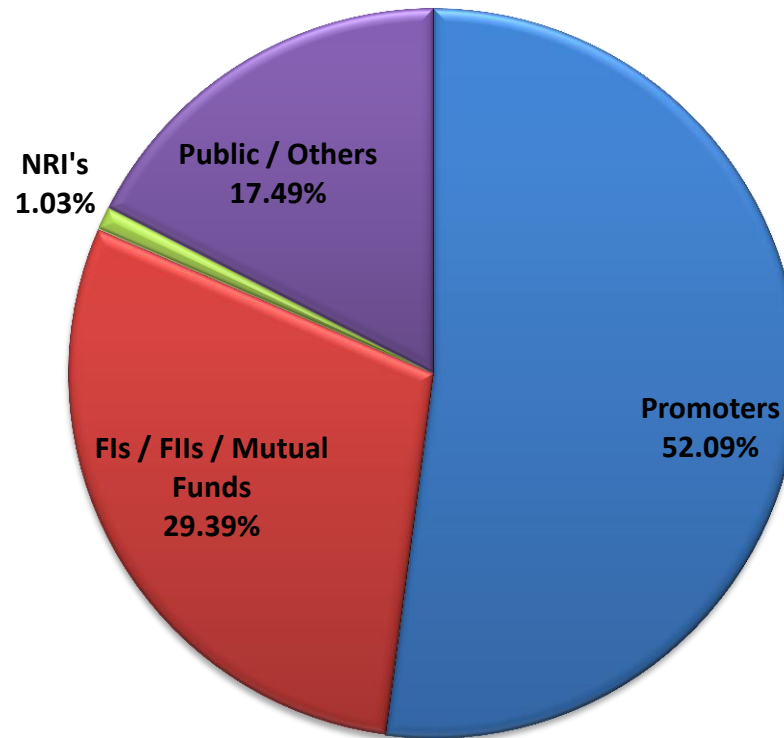
## Financial highlights

(Rs in Crore)

	Q4FY14		Q4FY13		Growth		FY14		FY13		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Sales	570.08	577.48	476.96	479.80	20%	20%	2002.17	2024.30	1706.17	1733.58	17%	17%
Net Sales	534.38	523.90	447.02	437.14	20%	20%	1876.61	1838.75	1587.11	1582.18	18%	16%
EBIDTA	72.10	86.48	60.77	69.58	19%	24%	239.55	287	224.90	247.68	7%	16%
EBIDTA MARGIN	13.49%	16.51%	13.59%	15.92%			12.77%	15.61%	14.17%	15.65%		
Interest	2.94	6.70	7.70	10.22	-62%	-34%	26.27	40.82	35.48	45.35	-26%	-10%
Depreciation	9.22	11.92	8.98	10.34	3%	15%	36.48	47.00	38.36	44.62	-5%	5%
Exceptional Items	-		3.03						3.03			
Profit Before Tax	59.94	67.86	41.06	49.02	46%	38%	176.80	199.18	148.03	157.71	19%	26%
Tax	20.33	23.20	14.10	15.63	44%	48%	60.06	67.83	47.49	49.88	26%	36%
Minority Interest	-	2.55	-	2.62	-	-	-	7.13	-	3.32	-	-
Cash Profit	48.83	54.03	35.94	41.11	36%	31%	153.22	171.22	138.90	149.13	10%	15%
Profit After Tax	39.61	42.11	26.96	30.77	47%	37%	116.74	124.22	100.54	104.51	16%	19%
Equity	15.12	15.12	14.72	14.72			15.12	15.12	14.72	14.72		
EPS (Basic) (Rs)	5.24	5.57	3.66	4.18	43%	33%	15.70	16.71	13.66	14.20	15%	18%

*Dividend:* The Board has recommended a Dividend of 175% i.e. Re. 3.50/- per equity share for the financial year ended 31.03.2014 on the equity shares subject to the approval of the shareholders in the Annual General Meeting.

As on 31<sup>st</sup> Mar. 2014



*Equity Shares Outstanding – 75.58 millions*

Kajaria Ceramics is the largest manufacturer of ceramic/vitrified tiles in India. It has an annual capacity of 46.60 mn. sq. meters, distributed across seven plants - one in Sikandrabad (UP), one in Gailpur (Raj.), four in Morbi (Guj.) and one in Vijaywada (AP).

Kajaria is the most certified ceramic tile company in the world and the only Indian ceramic tile company awarded 'Superbrand' status for sixth consecutive time.

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

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