



KAJARIA CERAMICS LIMITED

Investor Update – Q4 FY22

May 17, 2022

Kajaria
TRANSFORM YOUR WORLD

- Chairman's Message
- Financial Performance – Q4 FY22
- Subsidiaries
- Income Statement
- Shareholding Pattern

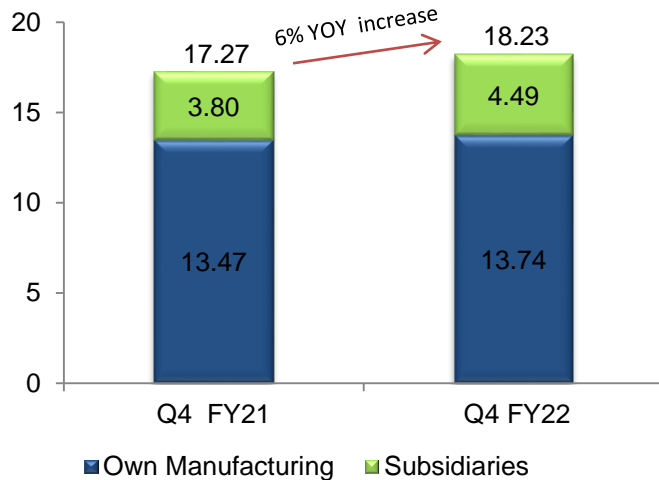
Against a backdrop of geopolitical volatility and high commodity prices, the company has posted highest sales volume of 91.65 MSM (growth of 21% YoY) with record revenues Rs.3,705 cr (growth of 33% YoY) for the financial year ended 2022.

In Q4FY22, our volumes grew by 2% to 25.97 MSM and revenues by 16% to Rs.1,102 cr in spite of lockdowns in several states in the months of January and February. During the quarter, EBITDA margin was 15.06%, affected due to higher gas prices, reduction in gas supply as well as unprecedented all-round inflationary pressure on other raw materials.

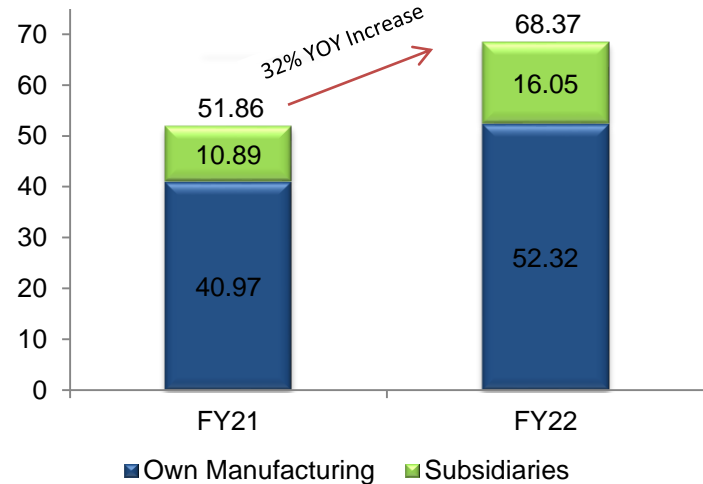
In April 2022, we have commissioned 4.40 MSM of PVT capacity at our plant Kajaria Vitrified Private Limited (formerly known as Jaxx Vitrified Private Limited). The other two projects i.e 4.20 MSM of ceramic floor tiles at Gailpur plant (Rajasthan) and 3.80 MSM of value added glazed vitrified tiles at Srikalahasti Plant (Andhra Pradesh) have also been commissioned in this month.

We believe that demand scenario continues to be healthy given traction in real estate sector, rapid urbanisation, consumer preference shifts and increased application of tiles in replacement and renovation projects.

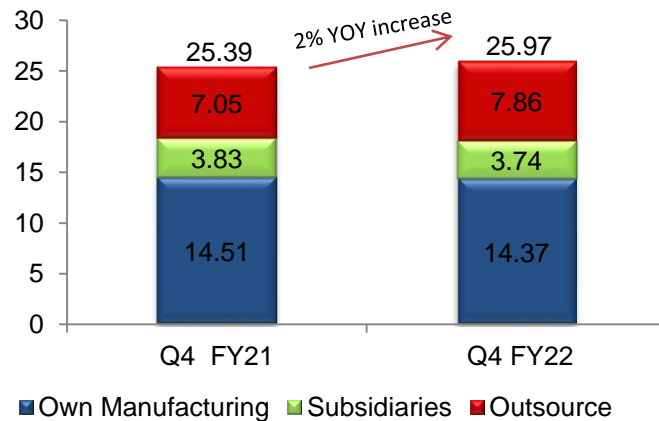
Production Growth (MSM) - Q4 FY22



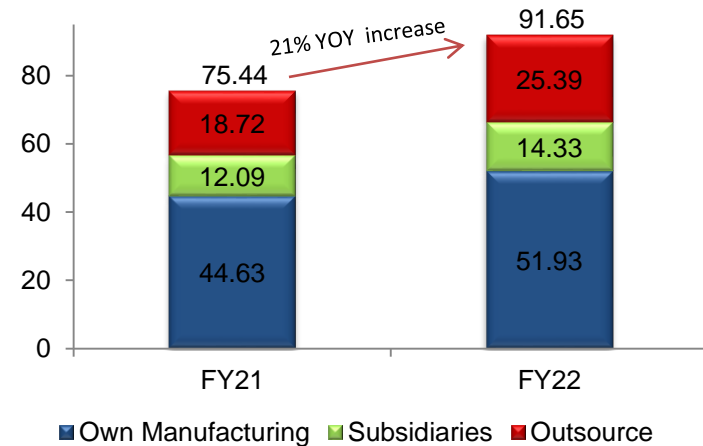
Production Growth (MSM) - FY22



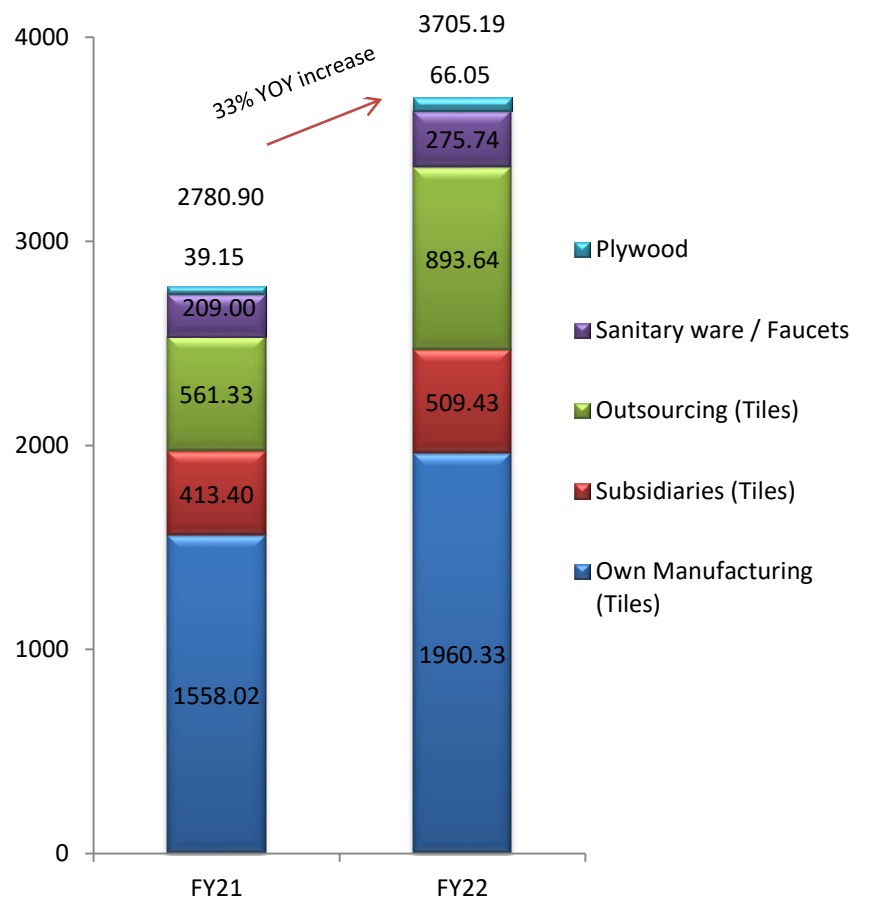
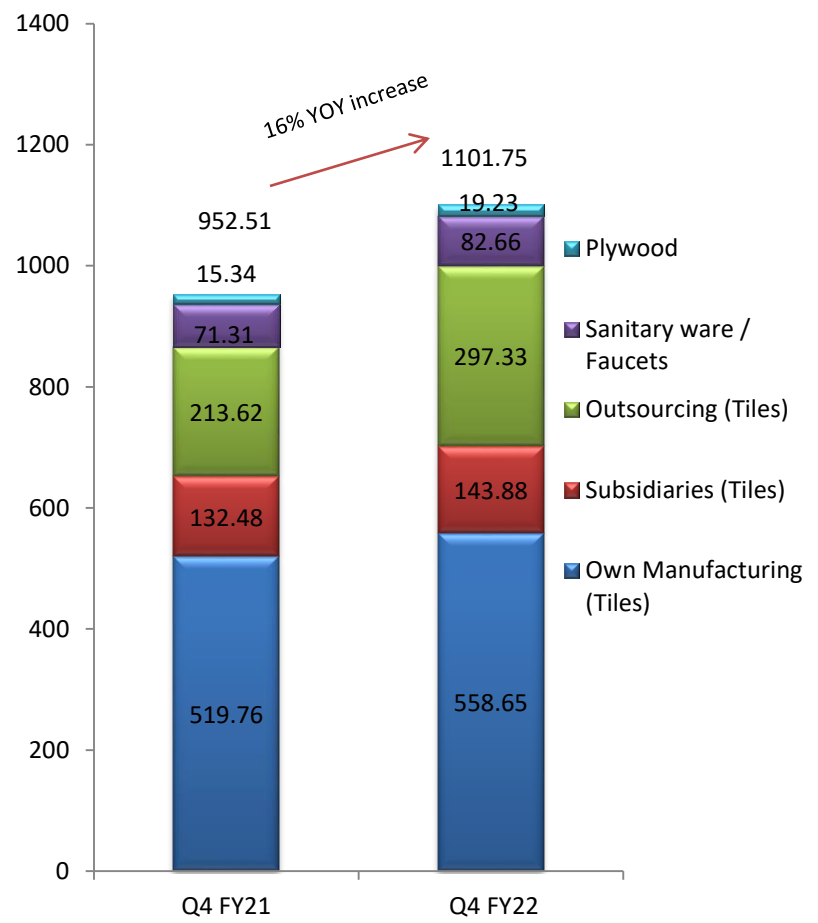
Sales Growth (MSM) - Q4 FY22



Sales Growth (MSM) - FY22



Rs./ Crores

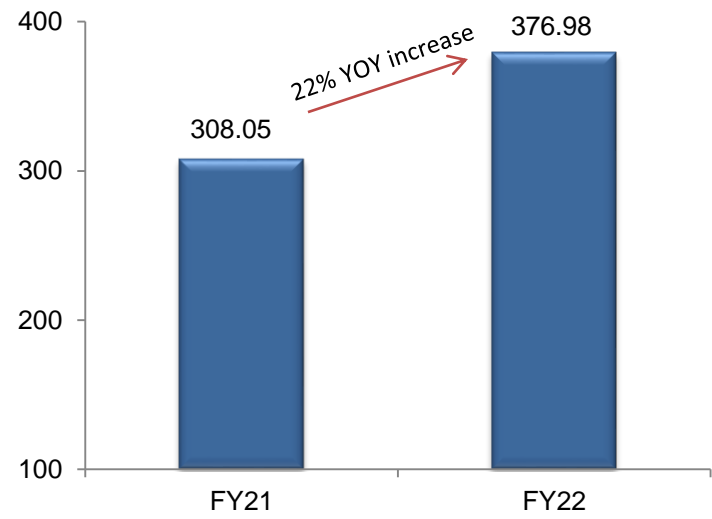
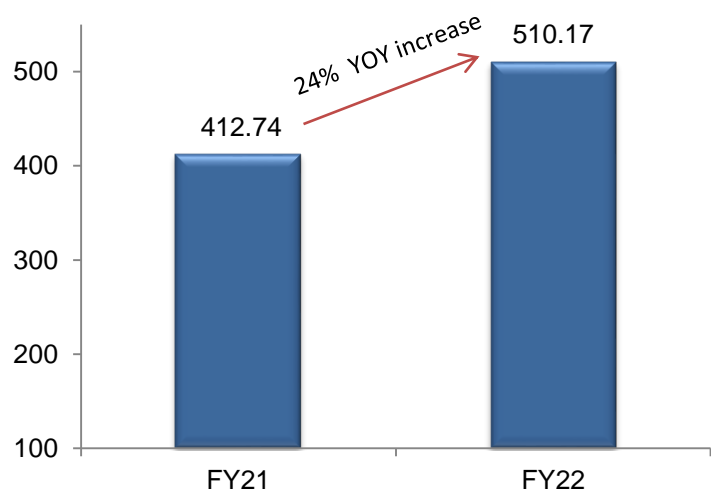
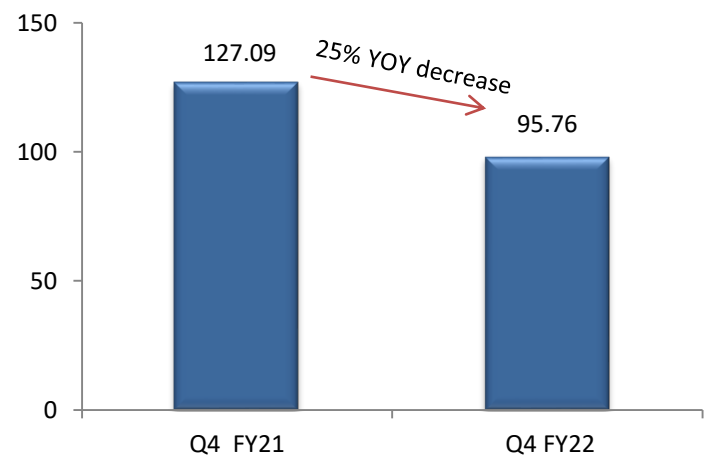
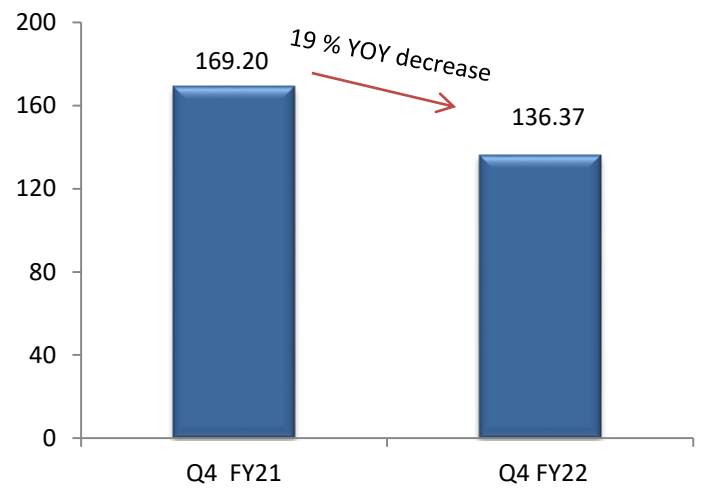


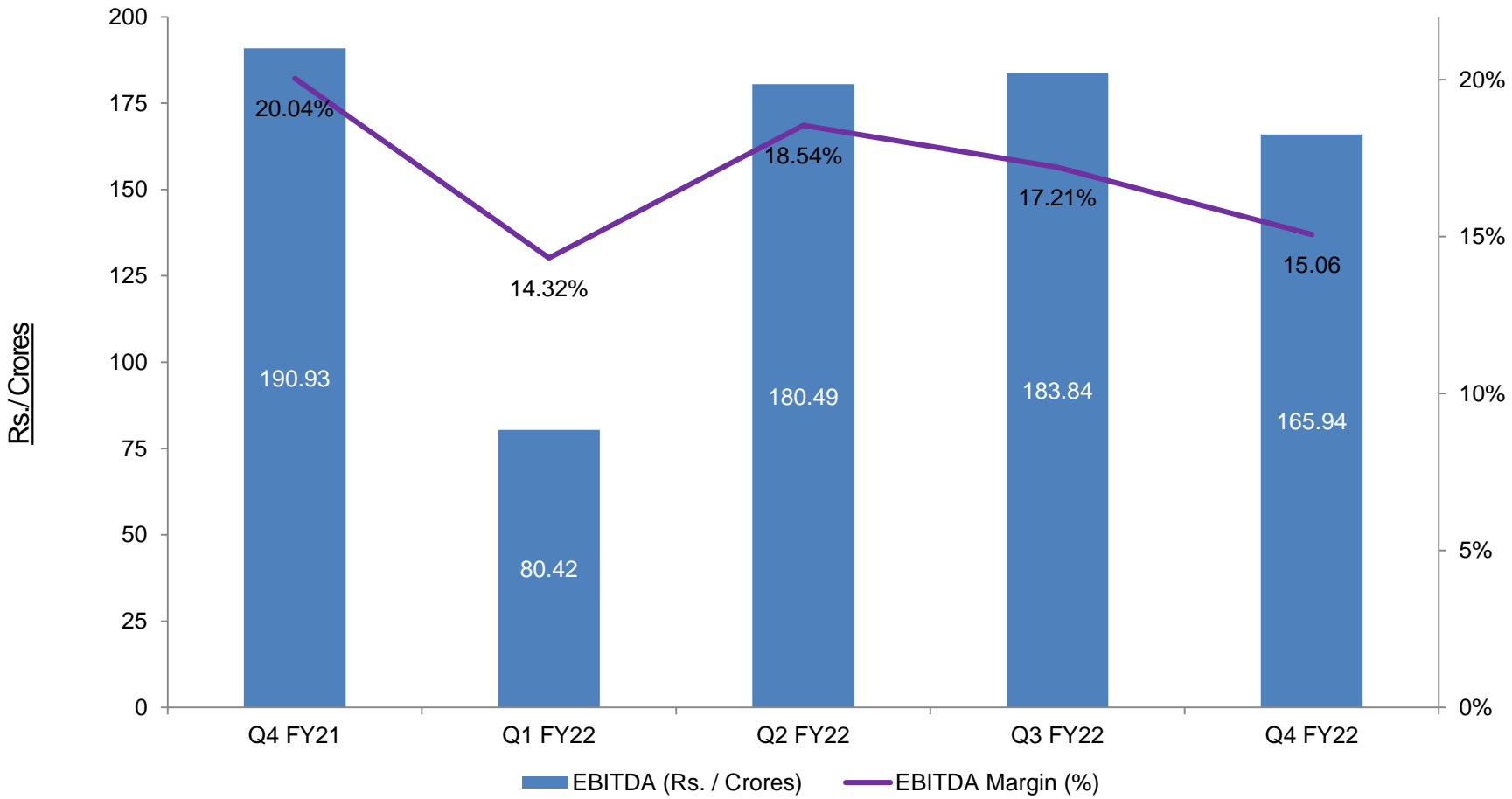
Refer Slide 14 for detailed Income Statement

PBT

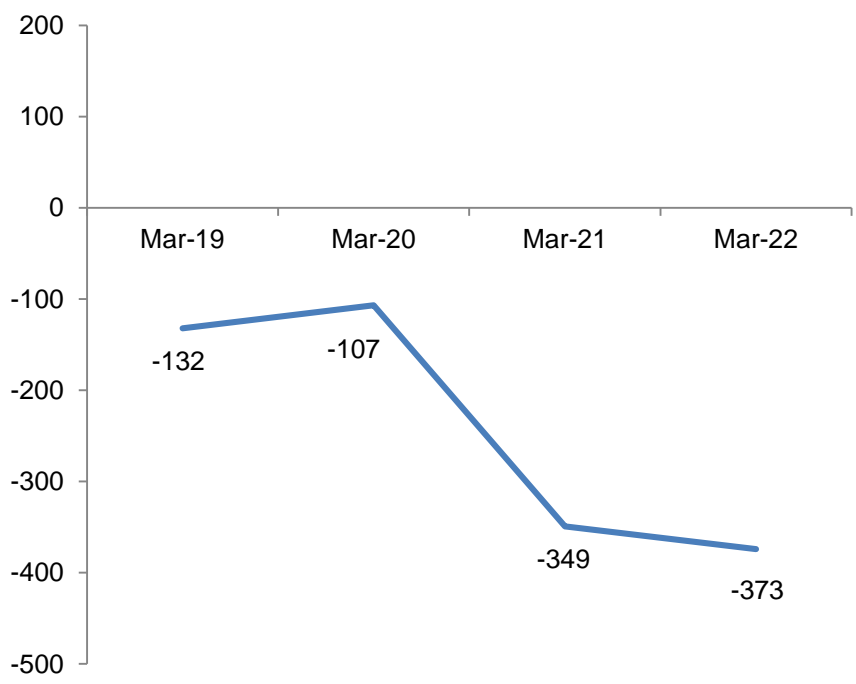
Rs./ Crores

PAT

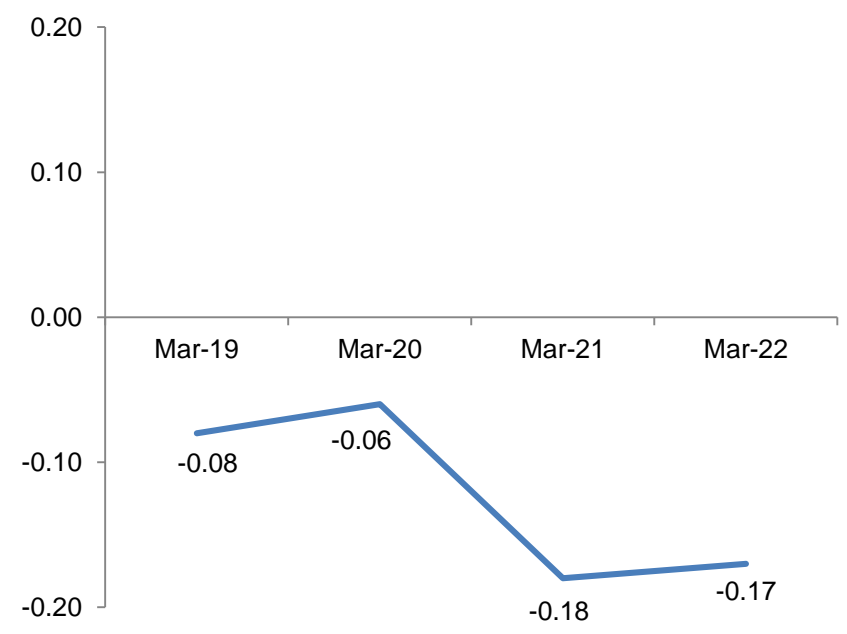




Net Debt (Rs. Crore) *

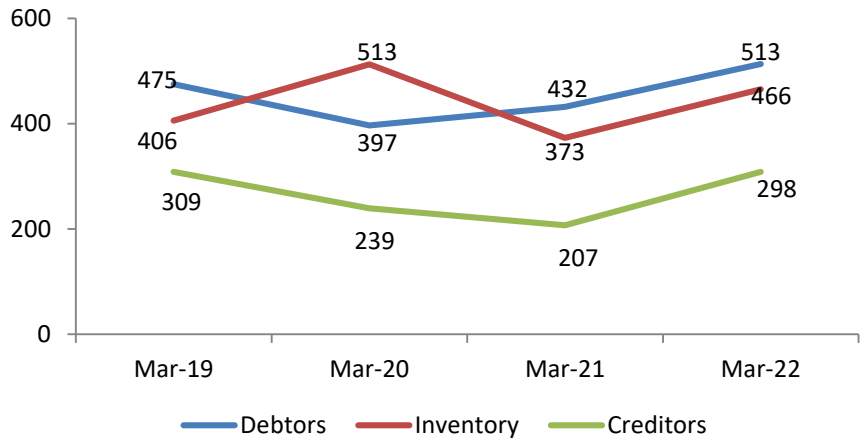


Net Debt Equity (X) *

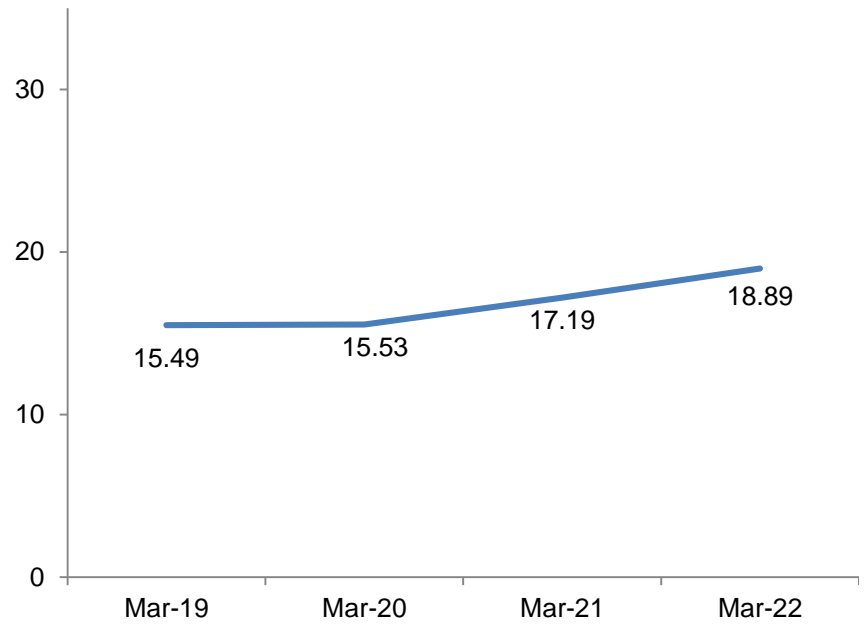


* Net of cash and cash equivalents

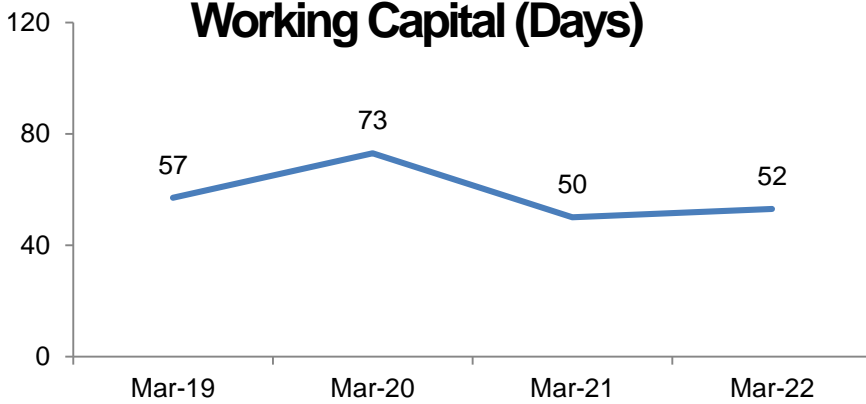
Working Capital (Rs. Crore)



Return on Equity (Avg.)



Working Capital (Days)



- ROE as on 31st Mar. 22 taken at average of net worth as on 31st Mar.21 & 31st Mar. 22 and on FY22 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 Q4 FY22 and FY 22.

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 Q4 FY22 and at 96% in FY 22.

C. COSA CERAMICS

Cosa is based in Morbi (Gujarat). Kajaria had 51.00% stake in the same. The Kajaria board has approved acquisition of further 26% stake in Cosa, out of which 8.67% has been acquired in March 22, making the total stake to 59.67%. Cosa has annual capacity of 5.70 MSM of polished / glazed vitrified tiles. Cosa has operated at optimum capacity during Q4 FY22 and FY 22.

D. KAJARIA TILES PRIVATE LIMITED (KTPL)

Kajaria Tiles (a wholly owned subsidiary) has a manufacturing facility of glazed vitrified tiles with a capacity of 5.00 MSM p.a. in Andhra Pradesh.

KTPL has been merged with Kajaria Ceramics Ltd. vide NCLT order dated 22 December, 2021 (w.e.f. 1st April 2019). Due to this merger, KTPL figures have been regrouped with Kajaria standalone numbers.

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

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 optimum capacity.

b) Faucet: This facility is situated at Gailpur (Rajasthan) having 1.00 million pcs p.a. Plant has operated at 92% in Q4 FY22 and operated at optimum level in FY 22.

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 Shrikalahasti location in the month of May 22.

C. Jaxx Vitrified (Morbi, Gujarat)

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

D. 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 July 2022.

E. Kajaria Ultima Pvt. Ltd. (Gujarat)

In the previous quarter, we had announced the organic expansion of 5 MSM of slab manufacturing capacity in Gujarat with planned investment of Rs.210 crore. Today, the Board has decided to withdraw the proposed investment as project has become less viable due to steep rise in the prices of natural gas and inconsistency in gas supply at Morbi.

F. Kerovit Global Pvt. Ltd. (Gujarat)

The Board 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.

Financial highlights

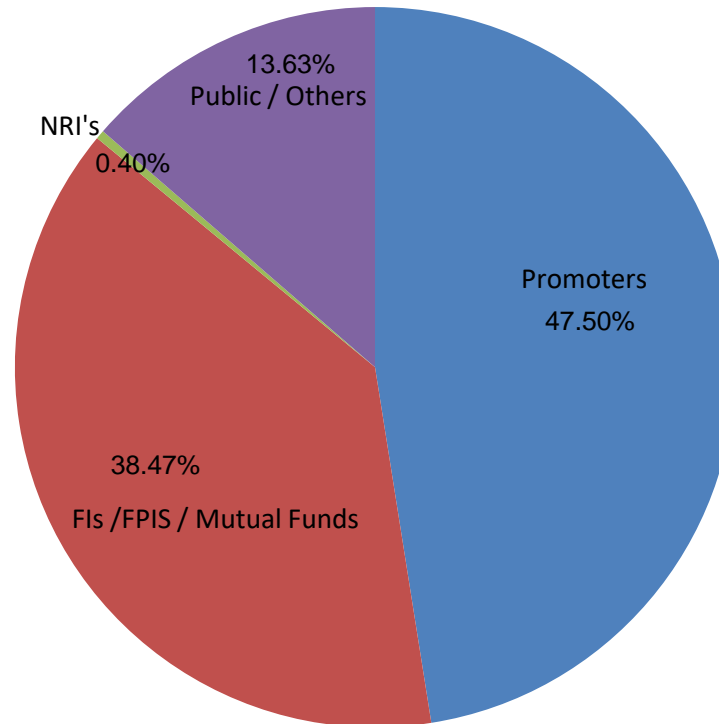
(Rs / Crores)

	Q4 FY22		Q4 FY21		Growth		FY 22		FY 21		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	987.00	1101.75	859.26	952.51	15%	16%	3299.38	3705.19	2523.20	2780.90	31%	33%
EBITDA	144.96	165.94	164.05	190.93	-12%	-13%	531.56	610.69	460.22	508.82	16%	20%
EBITDA MARGIN	14.69%	15.06%	19.09%	20.04%			16.11%	16.48%	18.24%	18.30%		
Depreciation	21.14	32.62	20.31	26.53	4%	23%	84.16	115.36	80.58	106.67	4%	8%
Other Income	11.37	7.03	11.68	7.44	-3%	-6%	43.77	27.57	38.25	21.30	14%	29%
Interest	2.17	3.98	1.34	2.64	62%	51%	6.12	12.73	5.08	10.71	20%	19%
Exceptional Items - loss (gain)												
Profit Before Tax	133.02	136.37	154.08	169.20	-14%	-19%	485.05	510.17	412.81	412.74	17%	24%
Tax Expense	35.35	39.14	38.94	38.03	-9%	3%	122.71	127.43	104.86	103.84	17%	23%
Minority Interest		1.47		4.08				5.76		0.85		
Profit After Tax	97.67	95.76	115.14	127.09	-15%	-25%	362.34	376.98	307.95	308.05	18%	22%
Cash Profit	118.81	128.38	135.45	153.62	-12%	-16%	446.50	492.34	388.53	414.72	15%	19%
Equity Share Capital	15.92	15.92	15.91	15.91			15.92	15.92	15.91	15.91		
EPS (Basic) (Rs.)	6.13	6.02	7.24	7.99	-15%	-25%	22.76	23.69	19.37	19.37	18%	22%

As on 31st Mar. 2022

Equity Shares Outstanding – 159.20 millions

Shareholding



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