

KAKA INDUSTRIES LIMITED

(Formerly Known as 'KAKA INDUSTRIES PRIVATE LIMITED')

Date: 20th June, 2024

To,

BSE Limited,

Floor 25, P.J. Towers,

Dalal Street, Mumbai - 400001

Scrip Code: 543939

Sub: Investor Presentation under Regulation 30 of SEBI (LODR) Regulations, 2015

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015, as amended from time to time, please find the enclosed Investor Presentation.

Thanking You.

Yours Faithfully, For, Kaka Industries Limited

Bhavin Gondaliya Whole Time Director

DIN: 07965097







CIN : L25209GJ2019PLC108782

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Kaka Industries Ltd

Investor presentation – June 2024



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सस्ता कभी श्रेष्ठ नहीं होता।



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About us



About Us



Kaka Industries Ltd. manufacturers Polymer-based Profiles & fabrication of factorymade PVC & Solid PVC doors.



1200 skus



3 Manufacturing Units in Gujarat



3 Depo



300+ Dealers



Integrated Manufacturing Unit in Gujarat



20 States & Union Territories ~ Presence

























Kaka Industries is a house of brands. It has various brands to cater to the requirements of the customers in different categories and prices.



House of Brands



Premium quality & affordable High Volume Low Speed (HVLS) fans



High range product in hollow PVC profile with premium quality



Low range hollow PVC
Profile - Affordable product



High brand product in UPVC window with premium quality



Low range UPVC window, Affordable product



The ultimate PVC roofing solution for humid and coastal environments



Tailored for perfect compatibility with PVC sheets

Chairman / Managing Director





Mr. Rajesh Gondaliya

With 22+ years of experience, has steadfastly led Kaka Industries Ltd to achieve record production levels while maintaining core values.

His commitment to growth and stability in dynamic market conditions has solidified KAKA as a prominent brand in the PVC & UPVC industry.

His leadership has been marked by a strong commitment to both growth and stability, effectively navigating through various market fluctuations & challenges.

Through strategic vision and tactical management, Mr. Rajesh Gondaliya has created a phenomenal growth path for the distinct manufacturing and distribution operations of exceptional PVC, uPVC, and WPC solutions for domestic and commercial applications.

Key Management





Mr. Bhavin Gondaliya

Executive & Whole Time Director

- Bhavin Gondaliya is the youngest yet potentially prominent representative of the Kaka Industries Limited and is dedicated to the companys' growth.
- He has hands-on experience on the factory floor and complete knowledge of the production processes.
- With a background in commerce, he has made his fair share of contributions to cost minimization and revenue enhancement.



Mr. Chintan Bodar

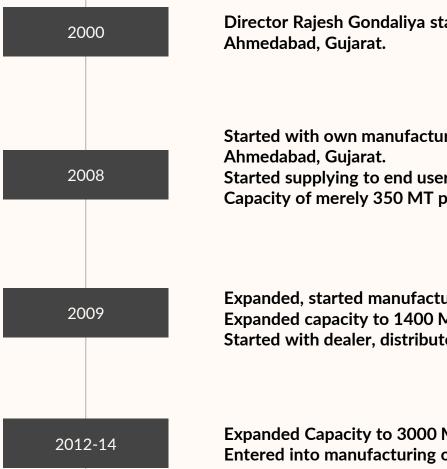
Chief Financial Officer

- Mr. Chintan Bodar is a highly experienced CFO with a commerce background and boasts 13+ years of experience in financial management.
- He is a CA by profession and plays a central role in driving cost minimization, revenue enhancement & the overall financial performance underpinning Kaka Industries Ltd.'s success.
- He is not just the financial backbone of the company but also involved in handling investor relations and was instrumental in leading the company to a successful IPO.









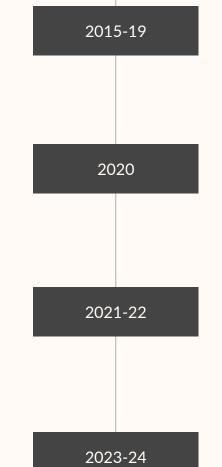
Director Rajesh Gondaliya started with trading of PVC profile sheets in Started with own manufacturing facility in Odhav Industrial Estate, Started supplying to end users directly under brand name KAKA. Capacity of merely 350 MT per annum. Expanded, started manufacturing facility at Zak GIDC, Gandhinagar. Expanded capacity to 1400 MT per annum. Started with dealer, distributor model for PVC segment. **Expanded Capacity to 3000 MT per annum.**

Entered into manufacturing of UPVC Window









Entered into manufacturing of WPC Solid Sheet (Solid foam-board Sheet) Incorporated Kaka Industries Limited and shifted business from proprietorship concern to company.

Started with Depot at Gagilapur, Hyderabad to cater demand in South India. Acquired the profile sheet machinery setup of our Group Company, Kaka Engineering Private Limited and started manufacturing profile sheets in the same year itself.

Started Depot in Surat & Ghaziabad, Uttar Pradesh. Kaka formed a partnership firm, namely, Shri Rang Energy Efficient which has been considered as a Joint Venture.

Increased capacity of PVC Profile to 30,689 MT from 15,425 MT in the new Lasundra Plant.

Added new products in the portfolio – SPC Flooring, HVLS Fans & more.

Business Overview





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Product Segmentation

PVC Profile



Polyvinyl chloride (PVC) Profile is used in end-products such as furniture, Wall panel, Ceiling Panel, Decorative Product, Doors, Partition etc.

WPC Solid Profile & Sheet



Wood plastic composite (WPC) Solid Profile is used mainly for making doors, door frames and furniture.

UPVC Door & Window Profile



Unplasticized Polyvinyl Chloride (UPVC), is a low conductor of heat & an energy efficient product. It has low maintenance & is known for its' durability & customizable options.

59%

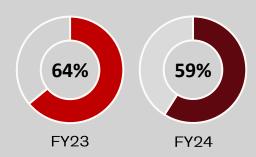
21%

8%

Product Profile (1/3)

Product Category: PVC Profile

% of Total Revenue



- With over 15+ years of experience in this industry, KAKA products are known for **their high-grade quality** and craftsmanship.
- Provides the highest quality products at competitive prices.
- Offers a wide range of alternatives to meet the customer needs, from contemporary to traditional designs, from modern colors to classic looks.



Long Lasting Waterproof



Highly Durable Non-Rust Material



Eco Friendly Made from Recycled material

Applications:

- Furniture
- Wall Panel
- Ceiling Panel

- Doors
- Partitions
- Sections

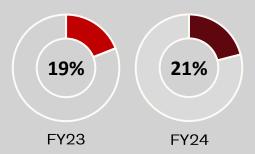
- Decorative Product
- Kitchen Furniture



Product Profile (2/3)

Product Category: WPC Solid Profile

% of Total Revenue



- Established as one of the top WPC door frame manufacturer in the country.
- Kakas' doors and cabinets are made with high-grade materials, making them durable and long-lasting.
- High quality products with affordable prices



Long Lasting Waterproof



Highly Durable Non-Rust Material



Eco Friendly Made from Recycled material

Applications:

- Doors
- Wardrobe
- Ply

- Wall Panels
- Kitchen Cabinets
- Door Frames

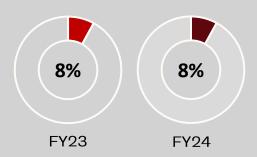
Furniture



Product Profile (3/3)

Product Category: UPVC Profile

% of Total Revenue



- Leading UPVC doors and window manufacturer in India with decades of experience in the field.
- High quality UPVC Profile designed using advanced technologies and customized to suit customers' requirements.
- Each product is manufactured with utmost precision and delivered on time.



Sound Proof



Reduces Noise Pollution



Ventilation

Applications:

• Doors

Windows





Product Portfolio (1/2)

PVC Profile



PVC Doors



UPVC Doors and Window Profile



Wall Cladding



WPC Frame & Sheet



PVC Ceiling





Product Portfolio (2/2)

PVC Laminate



WPC Louvers



UPVC Roofing Sheet



HVLS Fans



Charcoal Panels



Adhesive



Installed Manufacturing Capacity









3 Different Units



Lasundra, Kheda District, Gujarat

(Fully Integrated Unit - w.e.f 1st April, 2024)

Existing Manufacturing Capacity

PVC Profile:

Capacity: 15,425 MT p.a.

WPC Solid Profile & Sheet:

Capacity: 2,995 MT p.a.

uPVC Door & Window Profile:

Capacity: 2,022 MT p.a.

Expanded Manufacturing Capacity*

PVC Profile:

Capacity: 30,689 MT p.a.

WPC Solid Profile & Sheet:

Capacity: 11,681 MT p.a.

uPVC Door & Window Profile:

Capacity: 4,147 MT p.a.

(*Maximum Capacity Utilisation = 80%)

New Products / Backward Integration#

#Compounding:

Capacity: 14,515 MT p.a.

Roofing:

Capacity: 4,493 MT p.a.

Cladding & Decking:

Capacity: 1,244 MT p.a.

Ceiling:

Capacity: 2,074 MT p.a.

Unit Transition

Multiple Units -> One Integrated Plant:

Advantages:

O1 Integrated operations in one place.

O2 Smooth Flow of operations

O3 Automation

04 Reduction in spillage & wastage

Opportunity in pre engineered solution

06 Margin Efficiency



Manufacturing Process

UPVC Window & Door Profile

- O Formation of the resin compound
- O Dry Blending
- O Extrusion and Die-casting
- O Cooling & Sizing
- Water Tank & Tank Plate
- O Puller / Haul Off
- Sawing and Cutting
- Quality Check
- O Packaging, Storage and Dispatch Department

PVC & WPC Profile

- O Formation of the resin compound
- O Dry Blending
- O Extrusion and Die-casting
- O Cooling & Sizing
- O Puller / Haul Off
- O Sawing and Cutting
- O Printing and Coating Process
- O Quality Check
- O Packaging, Storage and Dispatch Department



KAKA PVC PROFILE

Going Green With PVC



DESIGN FLEXIBILITY

PVC allows for a wide range of design possibilities, which can lead to innovative and space-saving furniture designs, further enhancing resource efficiency.





REDUCED DEFORESTATION

PVC furniture eliminates the need for cutting down trees to produce wooden furniture. This helps in the conservation of forests, which play avital maintain in biodiversity and climate change.

RESISTANCE TO PESTS & DECAY

PVC furniture is not susceptible to pests, rot, or decay, eliminating the need for chemical treatments or preservatives often used in wooden furniture.



RESOURCE CONSERVATION

PVC is a synthetic material made from readily available raw materials. Its production consumes fewer natural resources compared to the logging and processing of wood.



LONGEVITY

PVC furniture is often more durable and weather-resistant than wooden furniture. This longevity means less frequent replacement, reducing overall consumption and waste.

REDUCED CARBON FOOTPRINT

PVC production can have a lower carbon
footprint compared to use of processing and

footprint compared to wood processing and transportation, especially when wood comes from distant sources.



RECYCLABILITY

PVC can be recycled, and some manufacturers offer recycled PVC options. Recycling PVC reduces the demand for new PVC production and minimizes waste in landfills.

The use of PVC (polyvinyl chloride)
furniture as a replacement for wooden
furniture can indeed contribute to
sustainability & environmental protection
in several ways:



KAKA PVC PROFILE

Why Kaka Industries?



Extensive network of dealers covering major parts of India

300+

Dealers

20 States & Union Territories in India

3 Depots -> Telangana, Uttar Pradesh & Gujarat

Wide Range of Products

1200+

Stringent quality control mechanism ensuring standardized product quality

In-house
Manufacturing Capabilities

Synergy of young & experienced management team with a committed employee base

Empaneled as "Approved Vendor" with Gujarat State Police Housing Nigam Ltd & military engineering services (Lucknow & Ahmedabad).

EXTENSIVE DISTRIBUTION NETWORK For Maximum Product Reach Himachal Pradesh - 01 Uttar Pradesh - 15 Delhi - 06 Ghaziabad - 01 Harvana - 07 -Bihar - 07 Rajasthan - 31 — Manipur - 0 Madhya Pradesh - 24 West Bengal - 04 Surat - 01 Gujarat - 111 Jharkhand - 05 Chhattisgarh - 08 Odhisha - 08 Maharashtra - 29 -Telangana - 10 Gagillapur - 01 Goa - 06 -Andhra Pradesh - 05 300 - Dealers Andaman & Karnataka - 12 -3 - C&F Nicobar Island - 01 Kerala - 01 Tamil Nadu - 07





Depots





Delhi

Depot majorly works on UPVC

(North has more acceptance of UPVC)

Surat

Caters to the high demand in Gujarat

(Due to shortage of quality dealers)

Hyderabad

Caters to the high demand of WPC in this region

(Helps cater to the South market)

Clientele









































Industry Overview



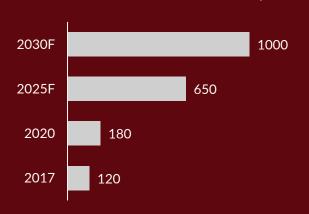


Key Drivers

INVESTOR PRESENTATION

- Rapid Urbanisation
- Growth in Population
- Rise in the number of nuclear families
- Easy availability of finance
- Repatriation of NRIs & HNIs
- Rise in Disposable Income

Indian Real Estate Market Size (US\$ Billion)





USD 1 Trillion

India Real Estate Sector by 2030. (expected)

675.5

Million

Indians living in Urban areas by 2035. (expected)

USD 1.3 Trillion

Expected investment from the 'Housing for All' initiative.

100%

FDIs

Allowed by the government for townships & settlements development projects.





Furniture Market in India













Growing Urbanization

Inclination towards modern / premium designs, features, comfort Increasing number of hotels and offices

Growing trend of online shopping

Inclination to experiment with design, textures, and adolescent color combinations

Material	Туре	Distribution Channel
Wood	Home	Supermarkets / Hypermarkets
Metal	Office	Speciality Stores
Plastic	Hospitality	Online
Others	-	Other Channels

Way Forward







Panels

- · Anti Bacterial
- Easy Installation
- · All Weather Proof
- Water Resistant

Roofing Solutions

- Heat & Sound Insulation
- Highly Durable & Flexible
- · Water Resistance
- Cost Effective
- Easy Installation & Maintenance

Charcoal Panels

- Noise Cancellation
- Improves Indoor Air Quality
- Provides Thermal Insulation

PVC Laminates

- 90 Degree Bend
- Eco Friendly
- Fire Retardant
- Water Resistant
- Non Toxic

WPC LOUVERS

• Anti Termite & Anti-Borer







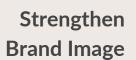
- Maintenance Free
- Termite Free
- Water Proof
- Environment Friendly
- Fast Installation
- Fire Retardant



INVESTOR PRESENTATION CONTROL OF THE PROPERTY OF THE PROPERTY

Way Forward







- Undertake marketing initiatives to increase the visibility in the market & create a strong brand recall.
- Hire additional sales & marketing team focused primarily on penetrating the untapped market.





- Gradually shift existing manufacturing operations (phase-wise) from the existing three facilities to the new 49,000 sq. meters. facility.
- New Plant & Machinery will be more automated to reduce human intervention and decrease the scope of human error leading to higher efficiency and production output.

Expand domestic presence in existing & new markets



- Focus on current markets in increase the customer base.
- Tap new market to increase geographical reach.

Ramping up production of new products

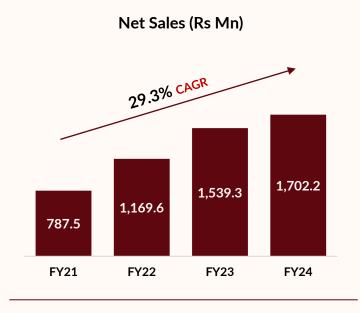


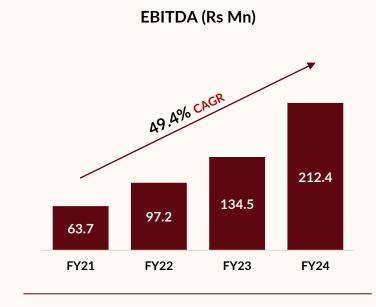
- PVC Laminates
- Roofing Solutions
- Panels
- WPC Louvers
- · Charcoal Panels

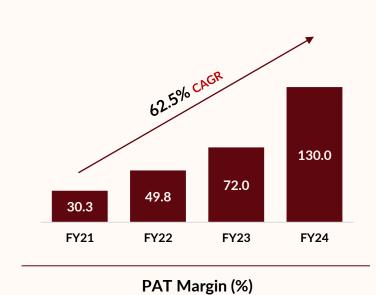
Financial Highlights



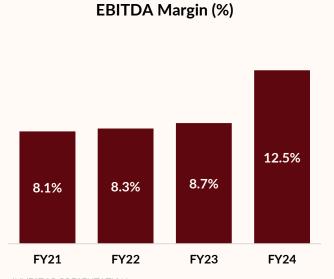
Key Charts

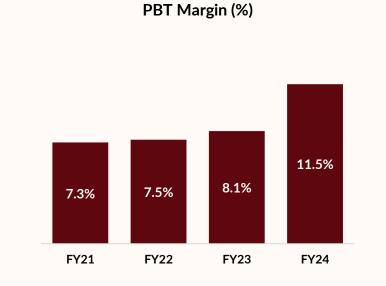


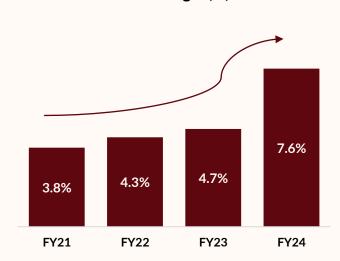




Profit After Tax (Rs Mn)









Half Yearly Income Statement

Particulars (INR Mn)	H2FY24	H1FY24	H2FY23	YoY%	НоН%	FY24	FY23	YoY%
Net Sales	826.4	875.7	793.3	4.2	- 5.6	1,702.2	1,539.3	10.6
Total Expenditure	708.3	781.5	687.9	3.0	- 9.4	1,489.8	1,404.9	6.0
EBITDA	118.2	94.2	105.4	12.1	25.4	212.4	134.5	57.9
EBITDA Margin (%)	14.3%	10.8%	13.3%	+ 102 bps	+ 354 bps	12.5%	8.7%	+ 374 bps
Other Income	-1.0	2.8	3.8	- 124.8	- 133.6	1.9	4.1	- 54.4
Depreciation	8.4	9.3	7.1	18.1	- 9.6	17.6	13.6	30.1
Profit Before Interest & Tax	108.8	87.8	102.1	6.6	24.0	196.6	125.0	57.3
Interest	12.8	10.2	14.0	- 8.3	25.4	23.1	24.8	- 6.9
Profit Before Tax	96.0	77.5	88.1	9.0	23.8	173.5	100.2	73.1
Tax	31.0	12.6	23.3	32.9	146.0	43.6	28.2	54.5
Profit After Tax	65.0	64.9	64.8	0.4	0.1	130.0	72.0	80.4
PAT Margin (%)	7.9%	7.4%	8.2%	- 30 bps	+ 45 bps	7.6%	4.7%	+ 296 bps
EPS (Reported) (Rs.)	5.17	5.17	6.48	- 20.2	-	10.34	7.20	43.5



Annual Income Statement

Particulars (INR Mn)	FY21	FY22	FY23	FY24
Net Sales	787.5	1,169.6	1,539.3	1,702.2
Total Expenditure	723.80	1,072.4	1,404.9	1,489.8
EBITDA	63.7	97.2	134.5	212.4
EBITDA Margin (%)	8.1%	8.3%	8.7%	12.5%
Other Income	0.4	1.4	4.1	1.9
Depreciation	6.7	10.7	13.6	17.6
Profit Before Interest & Tax	57.4	88.0	125.0	196.6
Interest	15.7	21.3	24.8	23.1
Profit Before Tax	41.7	66.6	100.2	173.5
Tax	11.4	16.9	28.2	43.6
Profit After Tax	30.3	49.8	72.0	130.0
PAT Margin (%)	3.8%	4.3%	4.7%	7.6%
EPS (Reported) (Rs.)	12.10	19.91	7.2	10.34



Annual Balance Sheet

Particulars (INR Mn)	FY22	FY23	FY24
Equity & Liabilities			
Equity			
Equity Share Capital	25.0	100.0	136.6
Reserves and Surplus	99.1	96.1	378.2
Total Equity	124.1	196.1	514.8
Non-Current Liabilities			
Long term Borrowings	123.2	225.8	235.2
Deferred Tax Liability	1.7	1.8	7.0
Long-term Provisions	1.8	2.5	4.1
Total Non-Current Liabilities	126.7	230.0	246.3
Current Liabilities			
Short-term Borrowings	150.3	171.5	211.3
Trade Payables	45.5	35.8	71.5
Other Current Liabilities	14.0	17.7	18.9
Short-term Provisions	0.8	13.7	21.7
Total Current Liabilities	210.6	238.7	323.4
Total Equity & Liabilities	461.5	664.8	1084.5

Particulars (INR Mn)	FY22	FY23	FY24
Non-Current Assets			
Property Plant & Equipment	94.8	111.3	522.7
Intangible Assets	0.8	1.9	2.3
Capital Work in Progress	-	79.9	57.8
Non Current Investments	20.1	25.2	6.4
Long Term Loans & Advances	-	-	29.4
Other Non-Current Assets	-	-	18.4
Total Non-Current Assets	115.7	218.3	637.0
Current Assets			
Current Investments	-	3.4	-
Inventories	184.9	147.8	234.0
Trade Receivables	140.8	177.0	178.8
Cash & Cash Equivalents	1.0	70.0	17.4
Other Current Assets	19.0	48.3	17.2
Total Current Assets	345.7	446.5	447.5
Total Assets	461.5	664.8	1,084.5

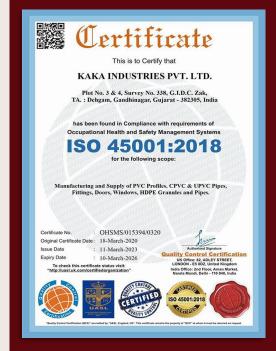
Annexure



Certifications, Awards and Accolades













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Thank you!