



January 18, 2019

**BSE Limited**  
P.J. Tower  
Dalal Street, Fort  
Mumbai - 400 001

**The National Stock Exchange of India Ltd.**  
Exchange Plaza  
Bandra Kurla Complex  
Bandra (E)  
Mumbai - 400 051

Dear Sir,

**Re.: Outcome of the Board Meeting and announcements pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the 'Listing Regulations')**

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Pursuant to the provisions of the Listing Regulations, we wish to inform you that the Board of Directors of the Company at its meeting held today, commenced at 12.45 p.m. and concluded at 01.30 p.m., has, inter-alia, considered the following:

1. Approved and taken on record the Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter/nine months ended December 31, 2018.

The Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter/nine months ended December 31, 2018 prepared in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 together with Limited Review Reports of the Statutory Auditors are enclosed herewith.

The above mentioned financial results have been uploaded on the Company's website at [www.kajariaceramics.com](http://www.kajariaceramics.com) and on the websites of the Stock Exchanges at [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com)

2. (a) Recommended the continuation of Mr. Raj Kumar Bhargava, who has attained the age of 75 years, as an Independent Director of the Company till the expiry of his current term i.e. upto the conclusion of the 33<sup>rd</sup> Annual General Meeting ('AGM') of the Company to be held in the Calendar Year 2019 and his re-appointment for the second term effective from the conclusion of the 33<sup>rd</sup> AGM of the Company to be held in the Calendar Year 2019 upto the conclusion of the 36<sup>th</sup> AGM of the Company to be held in the Calendar Year 2022, to the members of the Company for their approvals through Postal Ballot.

(b) Recommended the continuation of Mr. Debi Prasad Bagchi, who has attained the age of 75 years, as an Independent Director of the Company till the expiry of his current term i.e. upto the conclusion of the 33<sup>rd</sup> Annual General Meeting ('AGM') of the Company to be held in the Calendar Year 2019 and his re-appointment for the second term effective from the conclusion of the 33<sup>rd</sup> AGM of the Company to be held in the Calendar Year 2019 upto the conclusion of the 36<sup>th</sup> AGM of the Company to be held in the Calendar Year 2022, to the members of the Company for their approvals through Postal Ballot.

Details pursuant to Regulation 30 of the Listing Regulations are given in Annexure-A.



## Kajaria Ceramics Limited



# Kajaria

3. Approved the extension of time for the expansion of capacity of manufacturing polished vitrified tiles at the existing facility at Malutana, Rajasthan from 6.50 MSM per annum to 12.10 MSM per annum and the said expansion is now to be made by March 31, 2020.
4. Investors' Release dated January 18, 2019 specifying the summary of financial performance and other developments for the quarter/nine months ended December 31, 2018 is enclosed herewith.

Kindly take the same on your record.

Thanking you,

Yours faithfully,  
For Kajaria Ceramics Limited

R.C. Rawat  
COO (A&T) & Company Secretary



Encl.: as above

## Kajaria Ceramics Limited

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Regd Office: SF-11, Second Floor, JMD Regent Plaza, Mehrauli Gurgaon Road, Village Sikanderpur Ghosi, Gurgaon-122001, Haryana, Ph.: +91-124-4081281  
CIN.No.: I26924HR1985PLC056150. E-mail: info@kajariaceramics.com | Web: www.kajariaceramics.com

**Annexure-A**

**Details for re-appointments of Mr. Raj Kumar Bhargava and Mr. Debi Prasad Bagchi as an Independent Directors of the Company for second terms**

Sr. No.	Particulars	Mr. Raj Kumar Bhargava	Mr. Debi Prasad Bagchi
1	Reason for change viz. appointment, resignation, removal, death or otherwise	<p>Mr. Raj Kumar Bhargava has been appointed as Independent Director of the Company, at the Annual General Meeting ('AGM') held on August 1, 2014, for a period of five consecutive years upto the conclusion of the 33<sup>rd</sup> AGM to be held in the Calendar Year 2019. Thus, his tenure will expire on the conclusion of the 33<sup>rd</sup> AGM to be held in the calendar year 2019.</p> <p>Pursuant to the provisions of the Listing Regulations read with the SEBI's Notification dated May 9, 2018, he will be eligible to continue/appoint as an Independent Director only on approval of members of the Company by a special resolution as his age will exceed 75 years as on April 1, 2019.</p> <p>In view of the above, the Board of Directors, on recommendation of the Nomination and Remuneration Committee of the Company, has recommended the re-appointment of Mr. Bhargava for the second term effective from the conclusion of the 33<sup>rd</sup> AGM of the Company to be held in the Calendar Year 2019 upto the conclusion of the 36<sup>th</sup> AGM of the Company to be held in the Calendar Year 2022.</p> <p>The said re-appointment (including continuation as an Independent Director on/after April 1, 2019 and till expiry of current tenure) of Mr. Bhargava will be effective on approval of members of the Company.</p>	<p>Mr. Debi Prasad Bagchi has been appointed as Independent Director of the Company, at the Annual General Meeting ('AGM') held on August 1, 2014, for a period of five consecutive years upto the conclusion of the 33<sup>rd</sup> AGM to be held in the Calendar Year 2019. Thus, his tenure will expire on the conclusion of the 33<sup>rd</sup> AGM to be held in the calendar year 2019.</p> <p>Pursuant to the provisions of the Listing Regulations read with the SEBI's Notification dated May 9, 2018, he will be eligible to continue/appoint as an Independent Director only on approval of members of the Company by a special resolution as his age will exceed 75 years as on April 1, 2019.</p> <p>In view of the above, the Board of Directors, on recommendation of the Nomination and Remuneration Committee of the Company, has recommended the re-appointment of Mr. Bagchi for the second term effective from the conclusion of the 33<sup>rd</sup> AGM of the Company to be held in the Calendar Year 2019 upto the conclusion of the 36<sup>th</sup> AGM of the Company to be held in the Calendar Year 2022.</p> <p>The said re-appointment (including continuation as an Independent Director on/after April 1, 2019 and till expiry of current tenure) of Mr. Bagchi will be effective on approval of members of the Company.</p>
2	Date of appointment / cessation (as applicable) & term of appointment	Please refer Point 1 above.	Please refer Point 1 above.



## Kajaria Ceramics Limited

3	<b>Brief profile (in case of appointment)</b>	<p>Mr. Raj Kumar Bhargava, a B.A. (Hon.) and M.A. is a retired IAS officer.</p> <p>He is an Independent Director and joined the Board of the Company on 9<sup>th</sup> November, 1998. He is Chairman of Audit Committee of the Company. He has served as Industry Secretary, Finance Secretary, Irrigation &amp; Power Secretary and Chief Secretary in U.P. He has also served Government of India as Jt. Secretary Petroleum, Jt. Secretary Industries, Secretary Home and Secretary Urban Development. He has wide experience in industry, finance and infrastructure.</p> <p>He also serves on the Boards of several companies.</p>	<p>Mr. Debi Prasad Bagchi, retired as Chief Secretary to the Government of Orissa. He is MA (Economics) and M.Phil in Public Administration.</p> <p>He had served the Government of India as JS, AS and Secretary. He is an Independent Director and joined the Board of the Company on 29<sup>th</sup> June, 2007. He is a Chairman of the Nomination and Remuneration Committee and a member of the Audit Committee of the Company.</p> <p>He has rich experience in General Administration, Management Strategy, Government Industry Relationship and Corporate Governance.</p> <p>He also serves on the Boards of several companies.</p>
4	<b>Disclosure of relationships between Directors (in case of appointment of a director)</b>	Mr. Raj Kumar Bhargava is not related to any Directors of the Company.	Mr. Debi Prasad Bagchi is not related to any Directors of the Company.



## Kajaria Ceramics Limited

# Walker Chandiook & Co LLP

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## **Independent Auditor's Review Report on Standalone Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**To the Board of Directors of Kajaria Ceramics Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results ("Statement") of Kajaria Ceramics Limited (the "Company") for the quarter ended 31 December 2018 and the year to date results for the period 1 April 2018 to 31 December 2018, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.



# Walker Chandiook & Co LLP

## Independent Auditor's Review Report on Standalone Quarterly Financial Results and Year to Date Results of Kajaria Ceramics Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (cont'd)

3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, and other recognised accounting practices and policies has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Walker Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013



Neeraj Sharma

Partner

Membership No. 502103



Place : New Delhi

Date : 18 January 2019

**STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS  
FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2018**

(₹ in crores, except per share data)

PARTICULARS (Refer notes below)	Quarter ended			Nine months ended		Year ended
	31 December 2018	30 September 2018	31 December 2017	31 December 2018	31 December 2017	31 March 2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1. INCOME</b>						
a) Revenue from operations	700.20	677.49	624.05	1,991.80	1,926.89	2,628.25
b) Other income	8.85	8.36	5.16	23.89	14.60	23.51
<b>Total income (1)</b>	<b>709.05</b>	<b>685.85</b>	<b>629.21</b>	<b>2,015.69</b>	<b>1,941.49</b>	<b>2,651.76</b>
<b>2. EXPENSES</b>						
a) Cost of materials consumed	122.12	136.91	115.96	389.88	359.56	483.15
b) Purchases of stock-in-trade	229.10	202.17	186.19	611.52	598.25	819.12
c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	(0.37)	(12.38)	0.37	(40.68)	(14.24)	(6.96)
d) Excise duty	-	-	-	-	47.57	47.57
e) Employee benefits expense	64.59	64.36	62.34	196.71	184.98	247.54
f) Finance costs	0.64	1.48	1.12	3.16	3.64	4.48
g) Depreciation and amortisation expense	15.84	16.08	15.76	47.93	45.61	61.76
h) Power and fuel	101.68	110.49	81.88	316.55	236.27	335.66
i) Other expenses	76.80	78.58	75.14	226.47	192.98	274.28
<b>Total expenses (2)</b>	<b>610.40</b>	<b>597.69</b>	<b>538.76</b>	<b>1,751.54</b>	<b>1,654.62</b>	<b>2,266.60</b>
<b>3. Profit before exceptional items and tax (1-2)</b>	<b>98.65</b>	<b>88.16</b>	<b>90.45</b>	<b>264.15</b>	<b>286.87</b>	<b>385.16</b>
4. Exceptional items	-	4.78	-	4.78	(3.61)	(3.61)
<b>5. Profit before tax (3-4)</b>	<b>98.65</b>	<b>92.94</b>	<b>90.45</b>	<b>268.93</b>	<b>283.26</b>	<b>381.55</b>
6. Tax expense:						
a) Current tax	33.82	31.77	29.53	92.50	92.06	123.78
b) Deferred tax	(0.75)	(0.36)	1.34	(1.15)	4.56	5.45
<b>7. Profit for the period (5-6)</b>	<b>65.58</b>	<b>61.53</b>	<b>59.58</b>	<b>177.58</b>	<b>186.64</b>	<b>252.32</b>
<b>8. Other comprehensive income</b>						
i) Items that will not be reclassified to profit or loss	(1.29)	(0.36)	(0.38)	(1.71)	(1.60)	(0.70)
ii) Income-tax relating to items that will not be reclassified to profit or loss	0.43	0.14	-*	0.57	-*	0.08
<b>9. Total comprehensive income for the period (comprising profit and other comprehensive income for the period) (7+8)</b>	<b>64.72</b>	<b>61.31</b>	<b>59.20</b>	<b>176.44</b>	<b>185.04</b>	<b>251.70</b>
<b>10. Paid up equity share capital (face value: ₹ 1 per share)</b>	<b>15.90</b>	<b>15.90</b>	<b>15.89</b>	<b>15.90</b>	<b>15.89</b>	<b>15.90</b>
<b>11. Other equity</b>						<b>1,360.67</b>
<b>12. Earnings per equity share (EPS): (face value : ₹ 1 per share) (EPS for the quarters and nine months not annualised)</b>						
i) Basic	4.13	3.87	3.75	11.17	11.74	15.88
ii) Diluted	4.12	3.86	3.74	11.15	11.71	15.83

\* Rounded off to nil



**SIGNED FOR  
IDENTIFICATION  
PURPOSES**

# Kajaria

**Notes:**

- 1 The above financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 18 January 2019 and have undergone 'Limited Review' by the statutory auditors of Kajaria Ceramics Limited (the 'Company').
- 2 The above results have been prepared in accordance with the principles and procedures of the Indian Accounting Standards ('Ind AS') as notified under the Companies (Indian Accounting Standards) Rules, 2015 as specified under section 133 of the Companies Act, 2013.
- 3 Post the applicability of Goods and Service Tax (GST) with effect from 1 July 2017, Revenue from Operations are required to be disclosed net of GST in accordance with the requirements of Ind AS. Accordingly, the Revenue from Operations for the nine months ended 31 December 2018 is not comparable with the corresponding nine months ended 31 December 2017 presented in the financial results which is reported inclusive of excise duty.
- 4 The Company's business primarily falls within a single business segment in terms of the Indian Accounting Standard 108, 'Operating Segments' and hence no additional disclosures are being furnished.



SIGNED FOR  
IDENTIFICATION  
PURPOSES

For and on behalf of the Board

Ashok Kajaria

Chairman & Managing Director

Place: New Delhi

Date: 18 January 2019

**KAJARIA CERAMICS LIMITED**

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# Walker Chandiook & Co LLP

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## **Independent Auditor's Review Report on Consolidated Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### **To the Board of Directors of Kajaria Ceramics Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results ("Statement") of Kajaria Ceramics Limited (the "Company") and its subsidiaries (the Company and its subsidiaries together referred to as the "Group"), (Refer Annexure 1 for the list of subsidiaries included in the Statement) for the quarter ended 31 December 2018 and the consolidated year to date results for the period 01 April 2018 to 31 December 2018, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above and upon consideration of the review reports of the other auditors, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, and other recognised accounting practices and policies has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.



# Walker Chandiook & Co LLP


Independent Auditor's Review Report on Consolidated Quarterly Financial Results and Year to Date Results of Kajaria Ceramics Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Cont'd)

4. We did not review the financial results of eight subsidiaries included in the Statement whose financial results reflect total revenues of ₹ 200.69 crores and ₹ 547.01 crores for the quarter and period ended 31 December 2018 respectively, net profit (including other comprehensive income) of ₹ 1.07 crores for the quarter ended 31 December 2018 and net loss (including other comprehensive income) of ₹ 6.11 crores for the period ended 31 December 2018. These financial results have been reviewed by other auditors whose review reports have been furnished to us by the management and our report in respect thereof is based solely on the review reports of such other auditors. Our review report is not modified in respect of this matter.

**For Walker Chandiook & Co LLP**

Chartered Accountants

Firm Registration No: 001076N/N500013

  
**Nceraj Sharma**  
Partner  
Membership No. 502103



Place : New Delhi

Date : 18 January 2019

# Walker Chandiook & Co LLP

Independent Auditor's Review Report on Consolidated Quarterly Financial Results and Year to Date Results of Kajaria Ceramics Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Cont'd)

## Annexure 1

### List of subsidiaries included in the Statement

1. Jaxx Vitrified Private Limited;
2. Vennar Ceramics Limited;
3. Kajaria Floera Ceramics Private Limited;
4. Cosa Ceramics Private Limited; and
5. Soriso Ceramic Private Limited (till 31 July 2018);
6. Kajaria Plywood Private Limited (with effect from 5 June 2018);
7. Kajaria Bathware Private Limited ('KBPL'); and
8. Kajaria Sanitaryware Private Limited (subsidiary of KBPL).

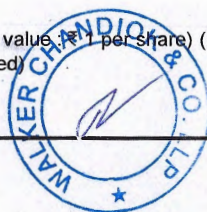


**STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS  
FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2018**

(₹ in crores, except per share data)

PARTICULARS (Refer notes below)	Quarter ended			Nine months ended		Year ended
	31 December 2018	30 September 2018	31 December 2017	31 December 2018	31 December 2017	31 March 2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1. INCOME</b>						
a) Revenue from operations	758.56	725.31	661.16	2,140.89	2,032.51	2,782.55
b) Other income	4.53	4.59	1.77	11.50	5.70	10.84
<b>Total income (1)</b>	<b>763.09</b>	<b>729.90</b>	<b>662.93</b>	<b>2,152.39</b>	<b>2,038.21</b>	<b>2,793.39</b>
<b>2. EXPENSES</b>						
a) Cost of materials consumed	190.74	201.68	167.27	586.13	540.50	729.99
b) Purchases of stock-in-trade	109.48	89.89	80.93	268.27	245.60	343.21
c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	(3.68)	(23.49)	7.63	(62.59)	(16.82)	(12.87)
d) Excise duty	-	-	-	-	71.95	71.95
e) Employee benefits expense	85.73	84.07	78.97	256.69	236.95	317.65
f) Finance costs	3.63	4.52	5.22	12.32	19.41	24.10
g) Depreciation and amortisation expense	22.18	22.53	22.26	67.38	65.67	88.53
h) Power and fuel	154.81	161.72	120.92	470.50	367.31	519.44
i) Other expenses	100.65	102.53	95.48	295.34	250.73	356.82
<b>Total expenses (2)</b>	<b>663.54</b>	<b>643.45</b>	<b>578.68</b>	<b>1,894.04</b>	<b>1,781.30</b>	<b>2,438.82</b>
<b>3. Profit before exceptional items and tax (1-2)</b>	<b>99.55</b>	<b>86.45</b>	<b>84.25</b>	<b>258.35</b>	<b>256.91</b>	<b>354.57</b>
4. Exceptional items	-	(3.41)	-	(3.41)	0.75	0.75
<b>5. Profit before tax (3-4)</b>	<b>99.55</b>	<b>83.04</b>	<b>84.25</b>	<b>254.94</b>	<b>257.66</b>	<b>355.32</b>
6. Tax expense:						
a) Current tax	33.96	32.17	29.83	93.18	94.15	125.94
b) Deferred tax	(0.30)	0.24	1.31	(0.13)	4.54	0.78
<b>7. Profit for the period (5-6)</b>	<b>65.89</b>	<b>50.63</b>	<b>53.11</b>	<b>161.89</b>	<b>158.97</b>	<b>228.60</b>
<b>8. Other comprehensive income</b>						
i) Items that will not be reclassified to profit or loss	(1.29)	(0.40)	(0.38)	(1.71)	(1.60)	(0.67)
ii) Income-tax relating to items that will not be reclassified to profit or loss	0.43	0.14	-*	0.57	-*	0.08
<b>9. Total comprehensive income (7+8)</b>	<b>65.03</b>	<b>50.37</b>	<b>52.73</b>	<b>160.75</b>	<b>157.37</b>	<b>228.01</b>
<b>Profit for the period attributable to:</b>						
a) Owners of the parent	64.80	50.20	54.31	160.57	168.99	234.96
b) Non controlling interests	1.09	0.43	(1.20)	1.32	(10.02)	(6.36)
<b>Other comprehensive income attributable to:</b>						
a) Owners of the parent	(0.86)	(0.24)	(0.38)	(1.14)	(1.60)	(0.54)
b) Non controlling interests	-	(0.02)	-	-	-	(0.05)
<b>Total comprehensive income attributable to:</b>						
a) Owners of the parent	63.94	49.96	53.93	159.43	167.39	234.42
b) Non controlling interests	1.09	0.41	(1.20)	1.32	(10.02)	(6.41)
<b>10. Paid up equity share capital (face value : ₹ 1 per share)</b>	<b>15.90</b>	<b>15.90</b>	<b>15.89</b>	<b>15.90</b>	<b>15.89</b>	<b>15.90</b>
<b>11. Other equity</b>						<b>1,335.12</b>
12. Earnings per equity share (EPS): (face value : ₹ 1 per share) (EPS for the quarters and nine months not annualised)						
i) Basic	4.08	3.16	3.42	10.10	10.63	14.78
ii) Diluted	4.07	3.15	3.41	10.08	10.60	14.75

\* Rounded off to nil



**SIGNED FOR  
IDENTIFICATION  
PURPOSES**

**UNAUDITED CONSOLIDATED SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES  
FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2018**

(₹ in crores)

PARTICULARS	Quarter ended			Nine months ended		Year ended
	31 December 2018	30 September 2018	31 December 2017	31 December 2018	31 December 2017	31 March 2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1. Segment revenue</b>						
a) Tiles	703.43	678.68	626.40	1,999.36	1,939.08	2,641.35
b) Others*	55.13	46.63	34.76	141.53	93.43	141.20
<b>Revenue from operations</b>	<b>758.56</b>	<b>725.31</b>	<b>661.16</b>	<b>2,140.89</b>	<b>2,032.51</b>	<b>2,782.55</b>
<b>2. Segment results</b>						
a) Tiles	99.58	89.10	87.86	262.87	272.96	370.23
b) Others*	(0.93)	(2.72)	(0.16)	(3.70)	(2.34)	(2.40)
<b>Sub Total</b>	<b>98.65</b>	<b>86.38</b>	<b>87.70</b>	<b>259.17</b>	<b>270.62</b>	<b>367.83</b>
Add: Unallocable income	4.53	4.59	1.77	11.50	5.70	10.84
Less: Finance costs	3.63	4.52	5.22	12.32	19.41	24.10
<b>Profit before exceptional items and tax</b>	<b>99.55</b>	<b>86.45</b>	<b>84.25</b>	<b>258.35</b>	<b>256.91</b>	<b>354.57</b>
Exceptional items	-	(3.41)	-	(3.41)	0.75	0.75
<b>Profit before tax</b>	<b>99.55</b>	<b>83.04</b>	<b>84.25</b>	<b>254.94</b>	<b>257.66</b>	<b>355.32</b>
Tax expenses	33.66	32.41	31.14	93.05	98.69	126.72
<b>Net profit for the period/year</b>	<b>65.89</b>	<b>50.63</b>	<b>53.11</b>	<b>161.89</b>	<b>158.97</b>	<b>228.60</b>
<b>3. Segment assets</b>						
a) Tiles	1,882.59	1,861.90	1,920.14	1,882.59	1,920.14	1,893.75
b) Others*	168.09	159.32	153.15	168.09	153.15	159.13
c) Unallocable assets	200.99	171.74	21.89	200.99	21.89	87.41
<b>Total segment assets</b>	<b>2,251.67</b>	<b>2,192.96</b>	<b>2,095.18</b>	<b>2,251.67</b>	<b>2,095.18</b>	<b>2,140.29</b>
<b>4. Segment liabilities</b>						
a) Tiles	404.37	412.03	387.40	404.37	387.40	280.52
b) Others*	31.37	32.40	23.30	31.37	23.30	153.82
c) Unallocable liabilities	243.11	241.11	342.51	243.11	342.51	288.84
<b>Total segment liabilities</b>	<b>678.85</b>	<b>685.54</b>	<b>753.21</b>	<b>678.85</b>	<b>753.21</b>	<b>723.18</b>

\* Other business segment relates to bathware, sanitaryware and plywood business, which is not separately reportable.



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IDENTIFICATION  
PURPOSES

# Kajaria

**Notes:**

- 1 The above financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 18 January 2019 and have undergone 'Limited Review' by the statutory auditors of Kajaria Ceramics Limited (the 'Company').
- 2 The above results have been prepared in accordance with the principles and procedures of the Indian Accounting Standards ('Ind AS') as notified under the Companies (Indian Accounting Standards) Rules, 2015 as specified under section 133 of the Companies Act, 2013.
- 3 Post the applicability of Goods and Service Tax (GST) with effect from 1 July 2017, Revenue from Operations are required to be disclosed net of GST in accordance with the requirements of Ind AS. Accordingly, the Revenue from Operations for the nine months ended 31 December 2018 is not comparable with the corresponding nine months ended 31 December 2017 presented in the financial results which is reported inclusive of excise duty.



SIGNED FOR  
IDENTIFICATION  
PURPOSES

For and on behalf of the Board

  
Ashok Kajaria  
Chairman & Managing Director

Place: New Delhi  
Date: 18 January 2019

**KAJARIA CERAMICS LIMITED**

Regd Office: SF-11, Second Floor, JMD Regent Plaza, Mehrauli-Gurgaon Road, Village Sikanderpur Ghosi,  
Gurgaon -122001 (Haryana), Ph: 0124-4081281  
Corporate Office: J-1/B-1 (Extn), Mohan Co-operative Industrial Estate, Mathura Road  
New Delhi-110044 Ph: 91-11-26946409 Fax: 91-11-26949544, 91-11-26946407  
CIN: L26924HR1985PLC056150, E-mail: investors@kajariaceramics.com Website: www.kajariaceramics.com

# Kajaria

## EXTRACT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2018

(₹ in crores, except per share data)

Sr No	Particulars	Quarter ended	Nine months ended	Quarter ended
		31 December 2018	31 December 2018	31 December 2017
		(Unaudited)	(Unaudited)	(Unaudited)
1	<b>Income</b>			
	a) Revenue from operations	758.56	2140.89	661.16
	b) Other income	4.53	11.50	1.77
2	Net Profit for the period (before Tax, Exceptional and/or Extraordinary items)	99.55	258.35	84.25
3	Net Profit for the period before Tax (after Exceptional and/or Extraordinary items)	99.55	254.94	84.25
4	Net Profit for the period after Tax, (after Exceptional and/or Extraordinary items and after minority interest)	64.80	160.57	54.31
5	Total comprehensive income for the period [Comprising Profit for the period (after tax) and other comprehensive income (after tax)]	63.94	159.43	53.93
6	Equity share capital (Face value of Re 1/- per share)	15.90	15.90	15.89
7	Reserves (excluding revaluation reserve) as shown in the audited balance sheet of the previous year.	1335.12 (as on 31 Mar 18)	1335.12 (as on 31 Mar 18)	1159.23 (as on 31 Mar 17)
8	Earnings per share (of Re 1/- each) (not annualised)			
	a) Basic:	4.08	10.10	3.42
	b) Diluted:	4.07	10.08	3.41

### Notes:

- The above financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 18 January 2019 and have undergone 'Limited Review' by the statutory auditors of the Company.
- The above results have been prepared in accordance with the principles and procedures of the Indian Accounting Standards ('Ind AS') as notified under the Companies (Indian Accounting Standards) Rules, 2015 as specified under section 133 of the Companies Act, 2013.
- Additional information on standalone financial results is as follows:

(₹ in crores)

Sr No	Particulars	Quarter ended	Nine months ended	Quarter ended
		31 December 2018	31 December 2018	31 December 2017
		(Unaudited)	(Unaudited)	(Unaudited)
1	<b>Income</b>			
	a) Revenue from operations	700.20	1991.80	624.05
	b) Other income	8.85	23.89	5.16
2	Net Profit before tax	98.65	268.93	90.45
3	Net Profit after tax	65.58	177.58	59.58
4	Total comprehensive income for the period	64.72	176.44	59.20

- The above is an extract of the detailed format of Financial Results for the quarter/nine months ended 31 December 2018 filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015. The full format of the Standalone and Consolidated Financial Results are available on the website of BSE and NSE at [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com) respectively and on the Company's website at [www.kajariaceramics.com](http://www.kajariaceramics.com).

For and on behalf of the Board

  
Ashok Kajaria  
Chairman & Managing Director

Place: New Delhi  
Date: 18 January 2019

### KAJARIA CERAMICS LIMITED

Regd Office: SF-11, Second Floor, JMD Regent Plaza, Mehrauli-Gurgaon Road, Village Sikanderpur Ghosi, Gurgaon -122001 (Haryana)  
Corporate Office: J-1/B-1 (Extn), Mohan Co-operative Industrial Estate, Mathura Road  
New Delhi-110044 Ph: 91-11-26946409 Fax: 91-11-26949544, 91-11-26946407  
CIN: L26924HR1985PLC056150, E-mail: [investors@kajariaceramics.com](mailto:investors@kajariaceramics.com) Website: [www.kajariaceramics.com](http://www.kajariaceramics.com)



# KAJARIA CERAMICS LIMITED

## Investor Update – Q3 FY19

January 18, 2019

**Kajaria**  
TRANSFORM YOUR WORLD



- Chairman's Message
- Financial Performance – Q3 FY19
- Balance sheet perspective
- Joint Venture / Subsidiaries
- Income Statement
- Shareholding Pattern

This quarter of festivities and celebrations ended on a positive note as business registered healthy growth.

While sales volumes increased by 16% IN Q3 FY19 over the corresponding quarter in the previous year, revenue grew by 15% during the same period.

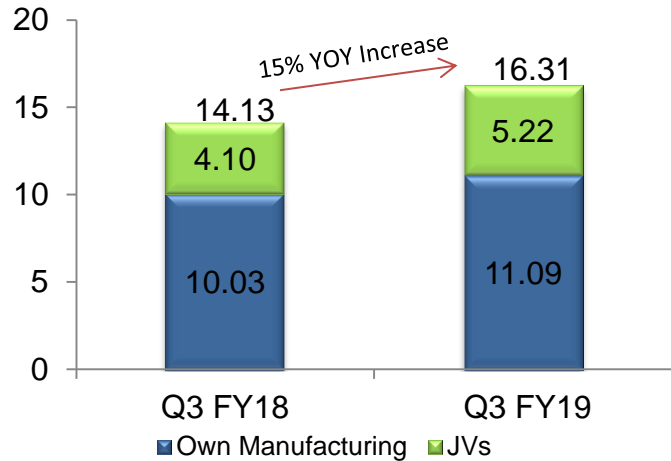
Satisfyingly, profitability gained momentum. While EBITDA and Net Profit moved up by 10% and 19% respectively in Q3 FY19 over the corresponding quarter in the previous year, EBITDA margin for the quarter was at around 16%.

During the quarter, sanitaryware has attained optimum capacity utilisation. The capacity utilisation of faucet plant increased to 73% in Q3 FY19 as compared to 48% in FY 2017-18.

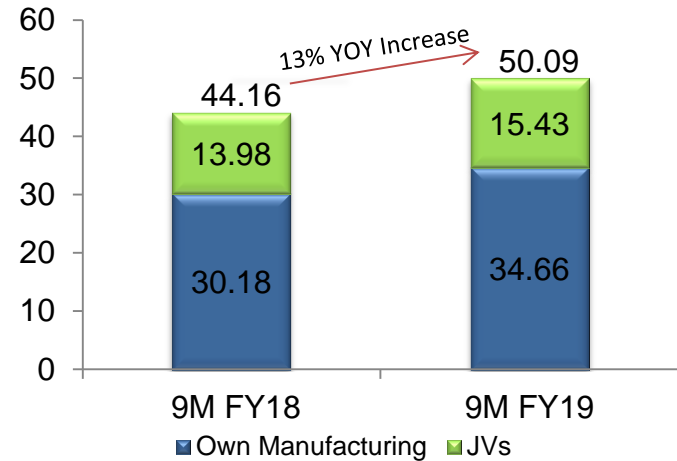
Furthermore, 2019 has started on a brighter note. Decline in crude oil price coupled with Government sops for the MSME sector, a big consuming market for Kajaria, suggest healthy growth in business, going forward.

As I sign off, I wish you and your family a Happy and Healthy 2019.

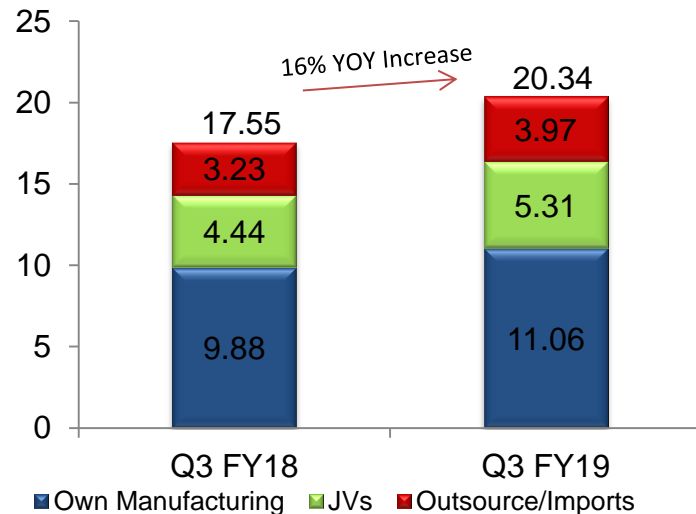
### Production Growth (MSM) - Q3 FY19



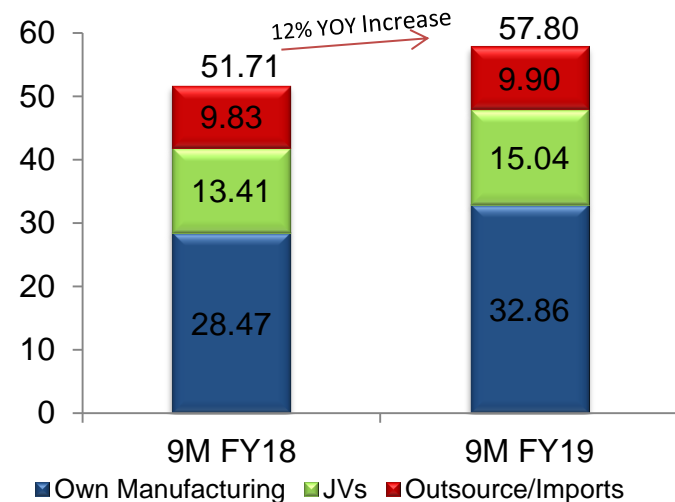
### Production Growth (MSM) - 9M FY19



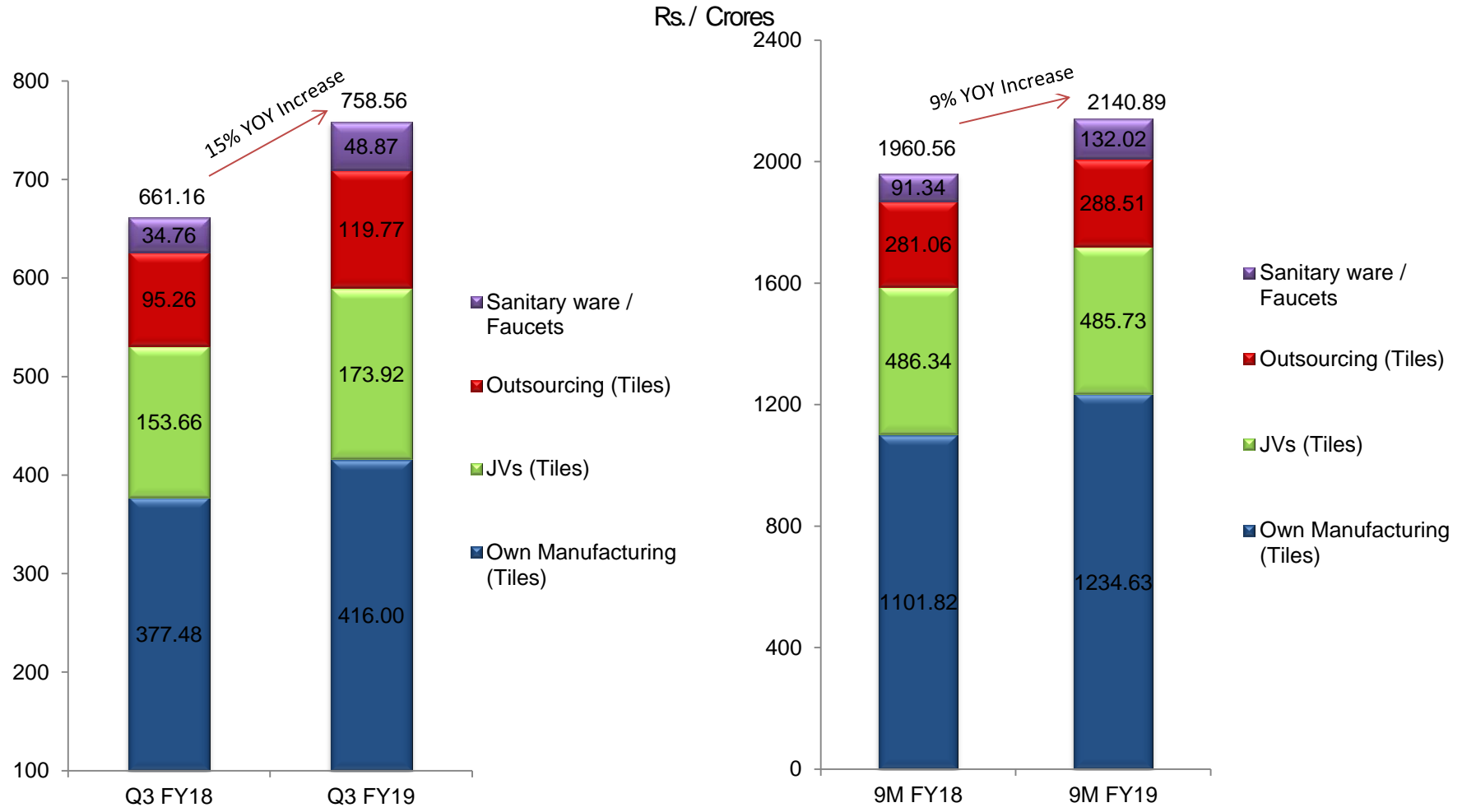
### Sales Growth (MSM) - Q3 FY19



### Sales Growth (MSM) - 9M FY19



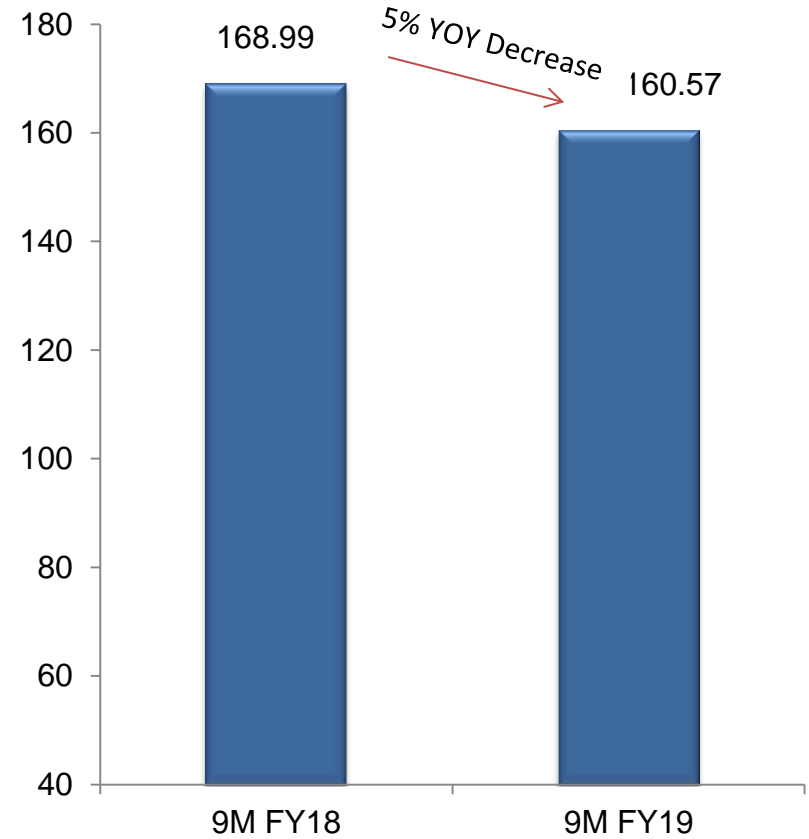
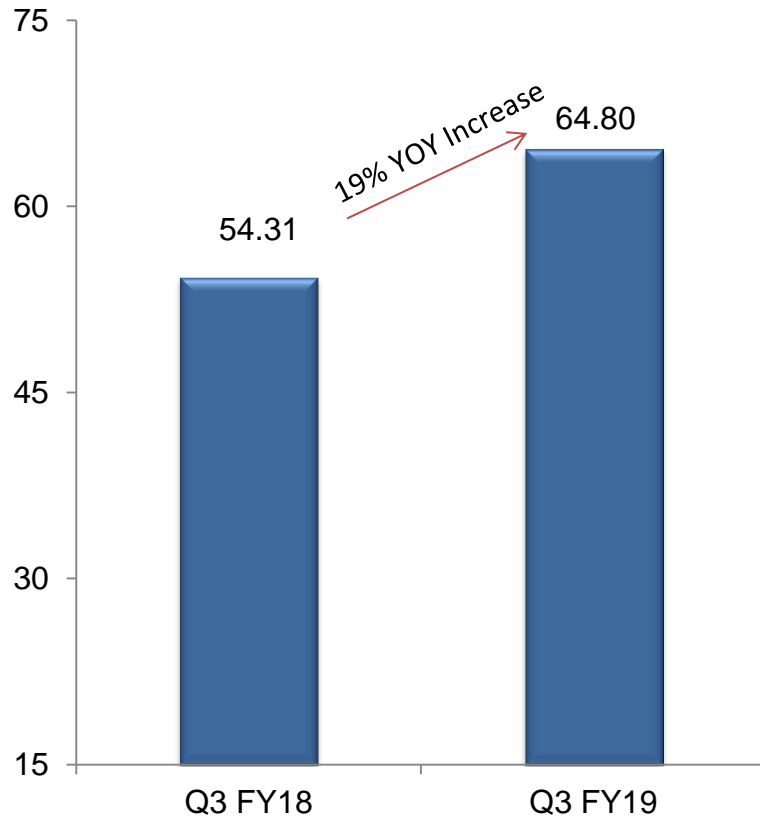
## Revenue Growth - Consolidated



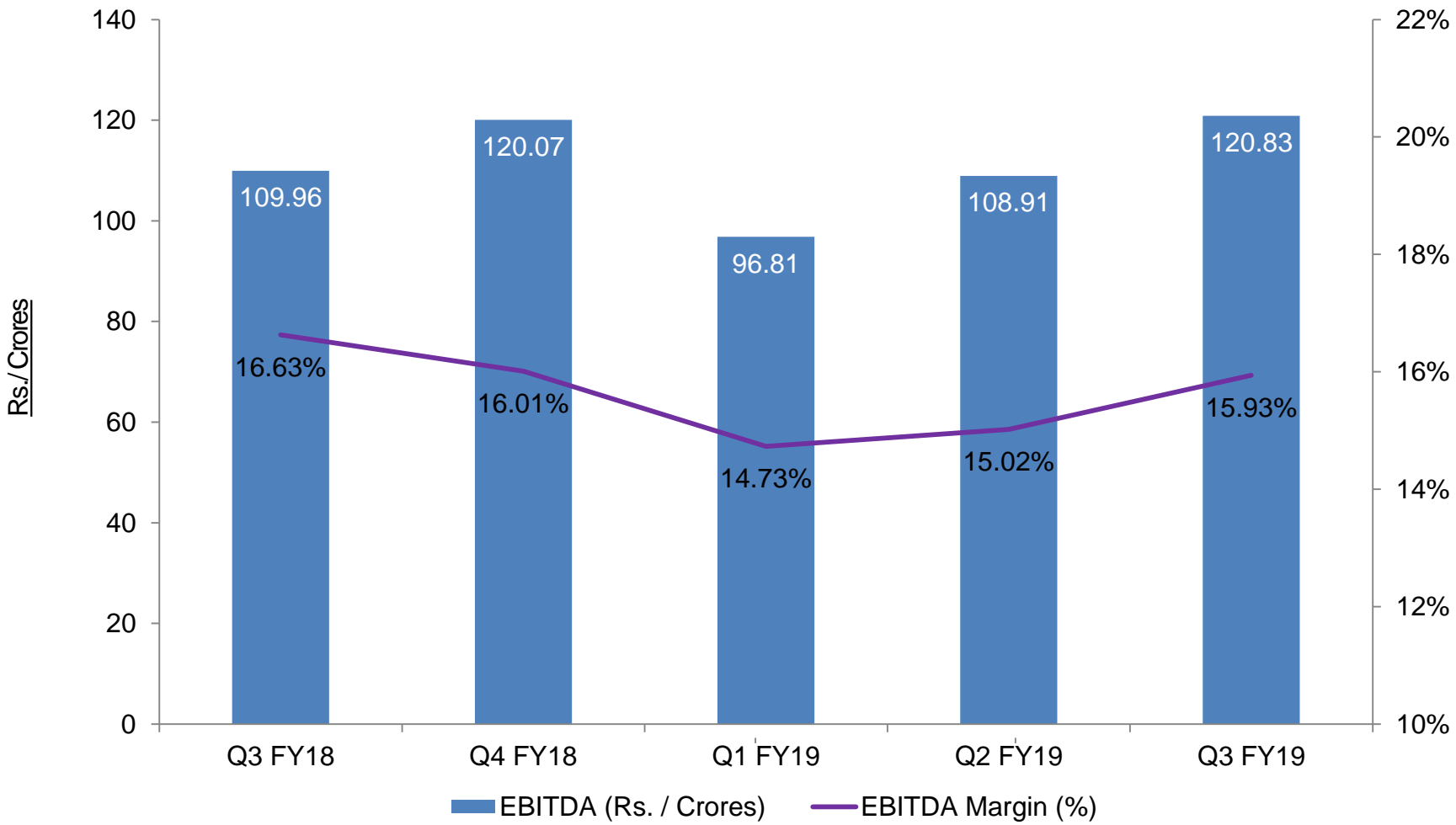
Refer Slide 12 for detailed Income Statement

## PAT Growth - Consolidated

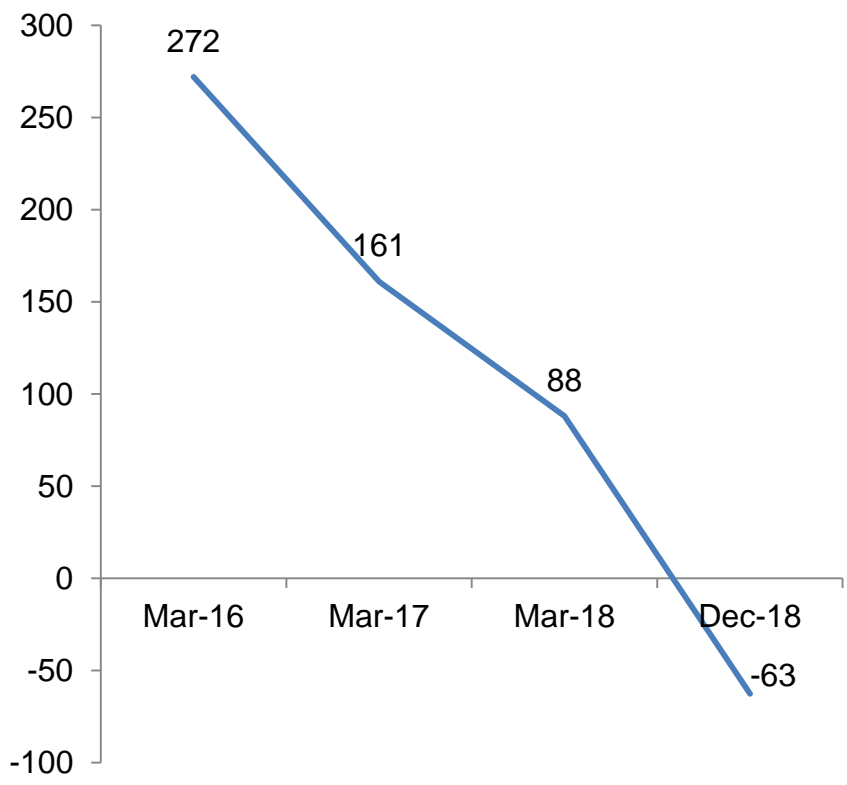
Rs./ Crores



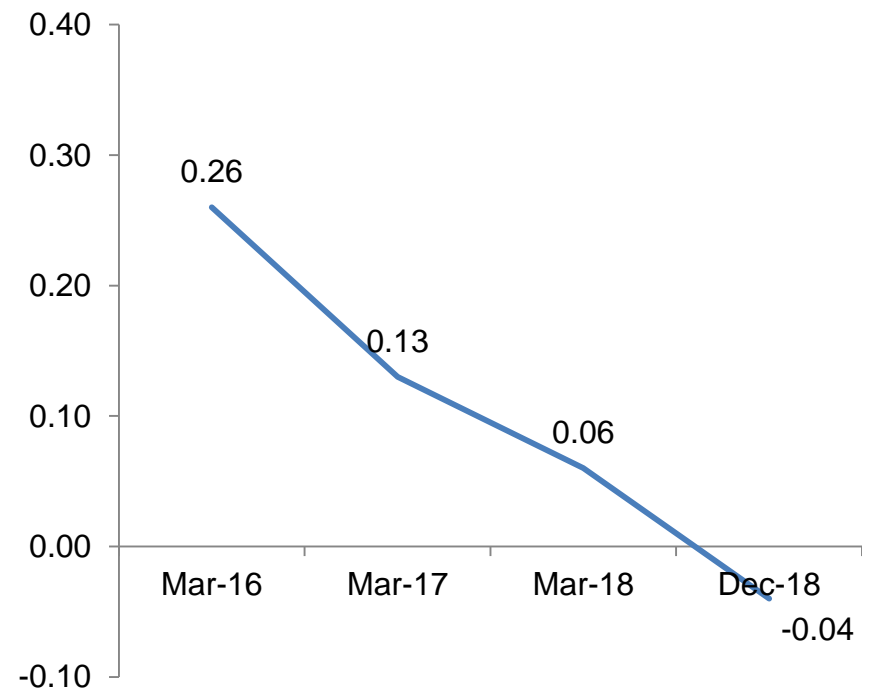
Refer Slide 12 for detailed Income Statement



Net Debt (Rs. Crore) \*

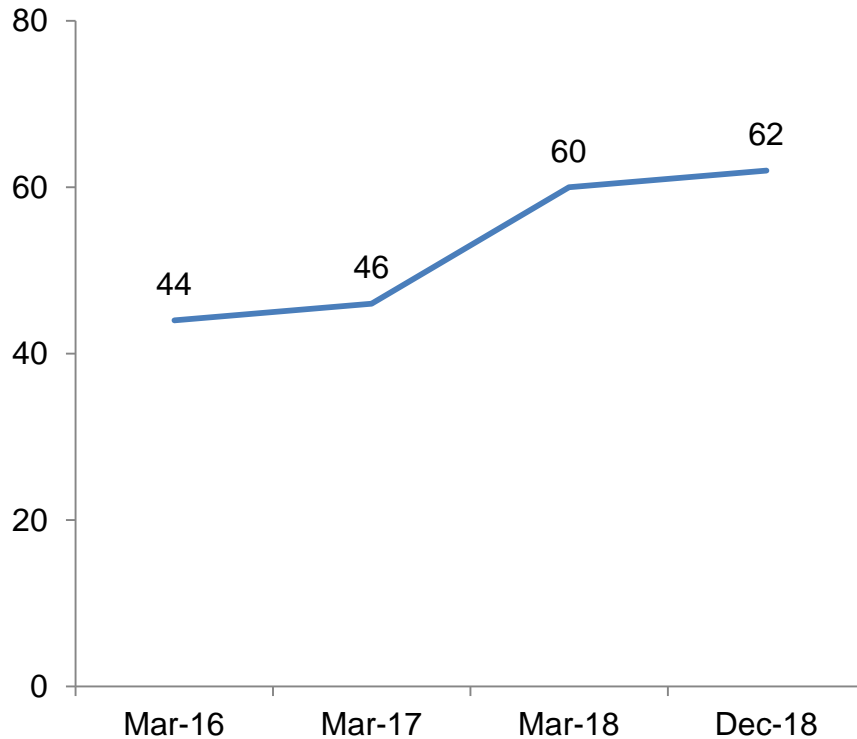


Net Debt Equity (X) \*

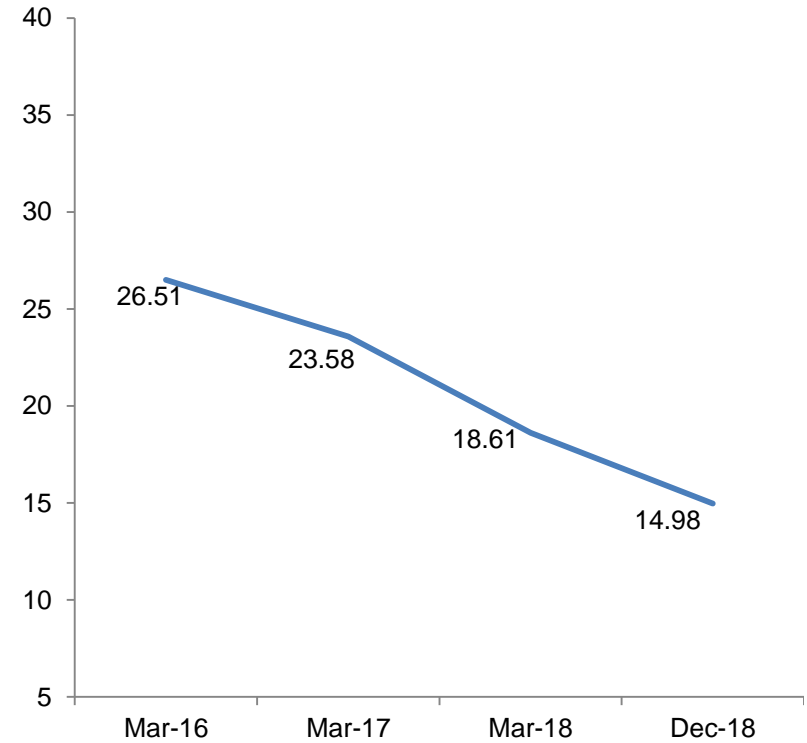


\* Net of cash and cash equivalents

## Working Capital Cycle (days)



## Return on Equity (Avg.)



# Working capital days' excludes capex creditors and cash & Bank balance and not comparable with previous periods due to GST.

## ROE as on 31<sup>st</sup> Dec. 18 taken at average of net worth as on 31<sup>st</sup> Mar 18 & 31<sup>st</sup> Dec. 18 and on 9M FY19 PAT.



## A. JAXX VITRIFIED

Acquired 51% stake (now 82%) 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. Expansion of 4.50 MSM polished vitrified tile in Sep. 2014 has increased Jaxx capacity to 10.20 MSM.

## B. 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. The revised capacity of Vennar works out to 2.90 MSM per annum due to change in product profile.

## C. 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.

D. KAJARIA FLOERA CERAMICS

Kajaria Floera (a wholly owned subsidiary) is putting up a manufacturing facility of glazed vitrified tiles with a capacity of 5.00 MSM p.a. in Andhra Pradesh. The Plant is expected to be commissioned by 1st quarter of FY20.

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

a)Sanitaryware: Kajaria Sanitaryware (P) Ltd. (KSPL), in which KBL holds 82%, has started the production of sanitaryware in April 2014. KSPL has increased the capacity at the existing location from 5.40 lac pcs p.a. to 6.00 lac pcs p.a. (with ability to produce more value added products), which is operational from 25<sup>th</sup> July 2018. The plant has achieved optimum capacity utilisation in Q3 FY19. Further expansion of 1.20 lac pcs p.a. is in process which is expected to be completed in Q1 FY20.

b)Faucet: The 1.00 million pieces faucet facility at Gailpur (Rajasthan) commenced commercial production in July 2015. The plant has operated at 73% of its capacity in Q3 FY19. We hope to achieve optimum capacity utilisation in FY 2019-20.

## Financial highlights

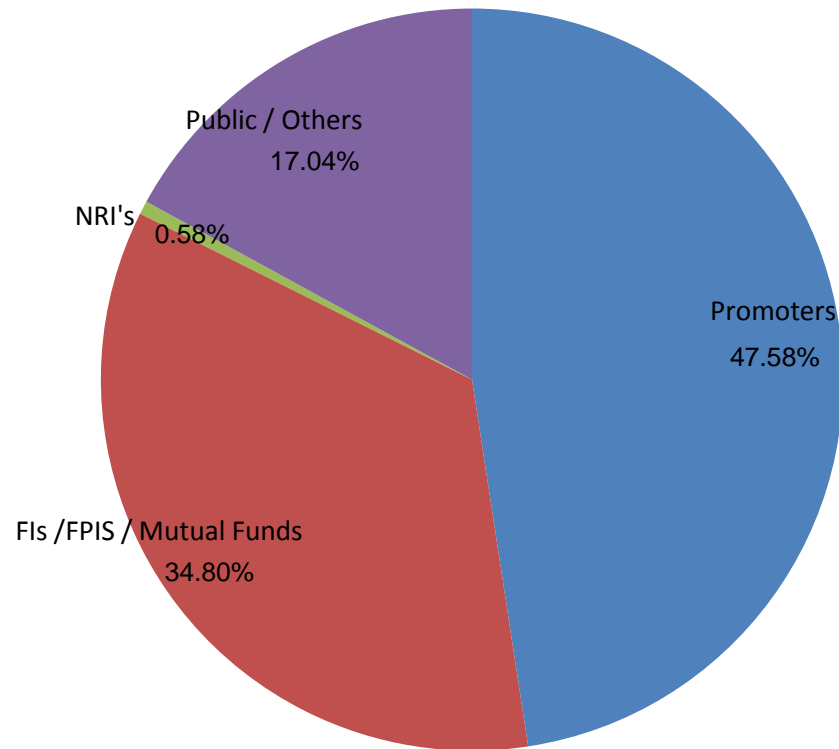
(Rs / Crores)

	Q3 FY19		Q3 FY18		Growth		9MFY19		9MFY18		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	700.20	758.56	624.05	661.16	12%	15%	1991.80	2140.89	1879.32	1960.56	6%	9%
EBITDA	106.28	120.83	102.17	109.96	4%	10%	291.35	326.55	321.52	336.29	-9%	-3%
EBITDA MARGIN	15.18%	15.93%	16.37%	16.63%			14.63%	15.25%	17.11%	17.15%		
Depreciation	15.84	22.18	15.76	22.26	1%	0%	47.93	67.38	45.61	65.67	5%	3%
Other Income	8.85	4.53	5.16	1.77	72%	156%	23.89	11.50	14.60	5.70	64%	102%
Interest	0.64	3.63	1.12	5.22	-43%	-30%	3.16	12.32	3.64	19.41	-13%	-37%
Exceptional Items – loss (gain)							(4.78)	3.41	3.61	(0.75)		
Profit Before Tax	98.65	99.55	90.45	84.25	9%	18%	268.93	254.94	283.26	257.66	-5%	-1%
Tax Expense	33.07	33.66	30.87	31.14	7%	8%	91.35	93.05	96.62	98.69	-5%	-6%
Minority Interest		1.09		-1.20				1.32		-10.02		
Profit After Tax	65.58	64.80	59.58	54.31	10%	19%	177.58	160.57	186.64	168.99	-5%	-5%
Cash Profit	81.42	86.98	75.34	76.57	8%	14%	225.51	227.95	232.25	234.66	-3%	-3%
Equity Share Capital	15.90	15.90	15.89	15.89			15.90	15.90	15.89	15.89		
EPS (Basic) (Rs.)	4.13	4.08	3.75	3.42	10%	19%	11.17	10.10	11.74	10.63	-5%	-5%

**Ason 31<sup>st</sup> Dec. 2018**

*Equity Shares Outstanding – 158.95 millions*

## Shareholding



Kajaria Ceramics is the largest manufacturer of ceramic/vitrified tiles in India and the 9<sup>th</sup> largest in the world. It has an annual capacity of 68.00 mn. sq. meters presently, distributed across seven plants - one in Sikandrabad (UP), one in Gailpur (Rajasthan), One in Malutana (Rajasthan), three in Morbi (Gujarat) and one in Vijaywada (AP).

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

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