

KDDL Limited

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Ref : KDDL/CS/2022-23/62

Date : 7th November, 2022

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra,
Mumbai - 400 051

BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001

Trading Symbol : KDDL

Scrip Code : 532054

Subject: Investor Presentation

Dear Sir/ Madam,

Please find enclosed Investor Presentation for **Q2 H1 FY23** .

Kindly take the same on record.

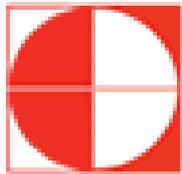
Thanking you,

Yours truly

For KDDL Limited

Brahm Prakash Kumar
Digitally signed by
Brahm Prakash
Kumar

Brahm Prakash Kumar
Company Secretary



KDDL Limited

Investor Presentation
November 2022



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***Q2 & H1 FY23
Performance
Overview***

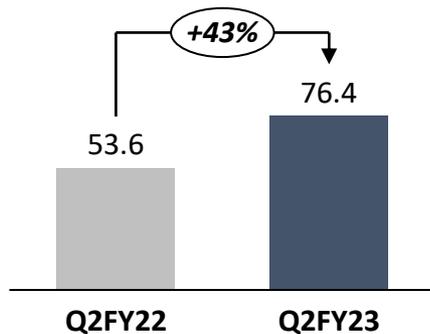


Q2FY23 Performance

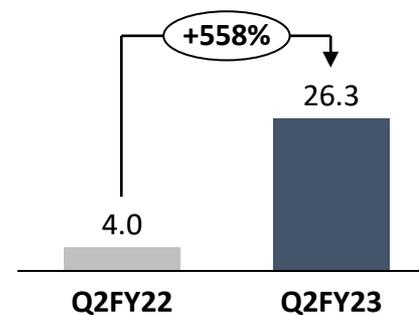


KDDL Standalone Performance (Rs. Crs.)

Total Income*

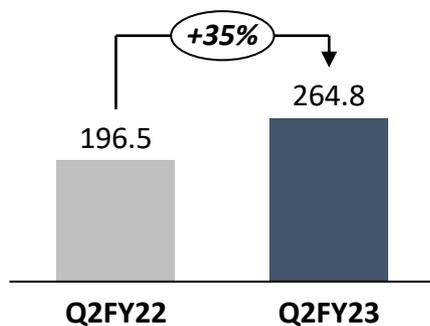


PAT

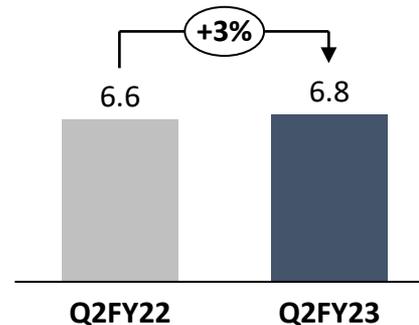


KDDL Consolidated Performance (Rs. Crs.)

Total Income



PAT



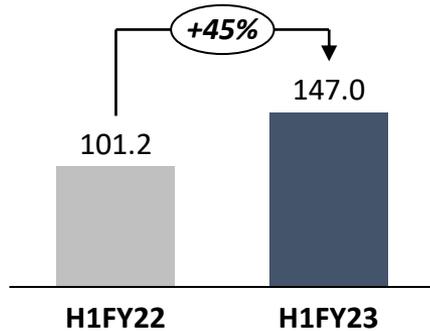
*Excluding other income from OFS/Brand Sale

H1FY23 Performance

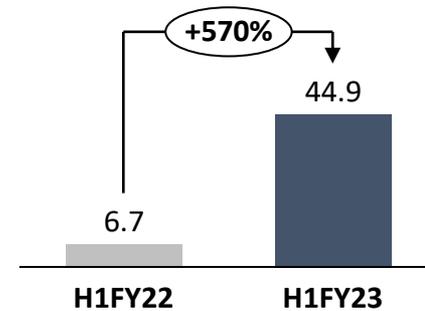


KDDL Standalone Performance (Rs. Crs.)

Total Income*

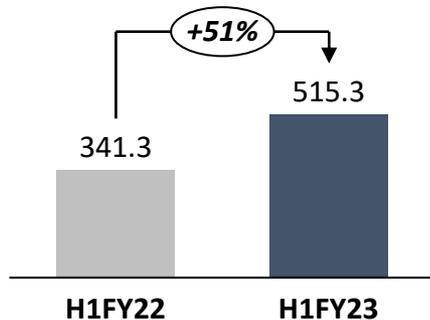


PAT

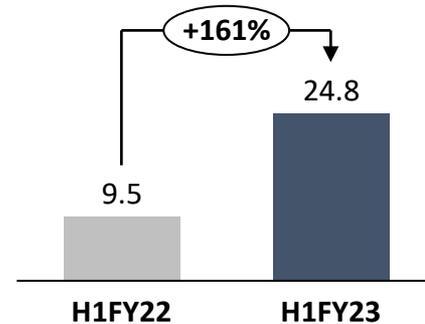


KDDL Consolidated Performance (Rs. Crs.)

Total Income



PAT



*Excluding other income from OFS/Brand Sale

Standalone Profit & Loss



Profit & Loss (Rs. Crs.)	Q2FY23	Q2FY22	YoY%	Q1FY23	QoQ%	H1FY23	H1FY22	YoY%
Revenue	74.9	53.0	41%	69.0	8%	143.9	99.2	45%
Other Income	1.5	0.6		1.6		3.1	1.9	
Total Income	76.4	53.6	43%	70.7	8%	147.0	101.2	45%
Cost of Goods Sold	19.4	14.5		17.2		36.7	26.6	
Gross Profit	56.9	39.0	46%	53.4	7%	110.4	74.6	48%
Employee Expenses	19.3	15.9		19.0		38.3	31.3	
Other Expenses	18.6	12.9		17.6		36.2	24.2	
EBITDA	19.1	10.3	85%	16.8	13%	35.9	19.0	89%
Margin (%)	25.5%	19.5%		24.3%		24.9%	19.1%	
Other Income*	39.1	0.0		10.6		49.8	0.0	
Exceptional Expense#	19.0	0.0		0.0		19.0	0.0	
Interest	1.9	1.8		1.8		3.7	3.7	
Depreciation	3.1	2.9		3.1		6.2	5.8	
PBT	34.2	5.7	505%	22.6	51%	56.7	9.5	494%
Tax	7.8	1.7		4.1		11.9	2.8	
PAT	26.3	4.0	565%	18.5	42%	44.9	6.7	569%

*Other Income includes OFS/Brand Sales

#Exceptional Expenses includes One time value creation award to Mr. Yasho Vardhan Saboo (Chairman & MD)

Consolidated Profit & Loss



Profit & Loss (Rs. Crs.)	Q2FY23	Q2FY22	YoY%	Q1FY23	QoQ%	H1FY23	H1FY22	YoY%
Revenue	260.1	193.3	35%	247.3	5%	507.4	332.3	53%
Other Income	4.7	3.3		3.2		7.9	9.0	
Total Income	264.8	196.5	35%	250.4	6%	515.3	341.3	51%
Cost of Goods Sold	141.9	114.0		137.0		278.9	190.0	
Gross Profit	122.9	82.5	49%	113.4	8%	236.3	151.3	56%
Employee Expenses	36.5	29.0		36.3		72.7	55.6	
Other Expenses	39.6	27.1		34.0		73.5	48.6	
EBITDA	46.9	26.5	77%	43.2	8%	90.1	47.1	91%
Margin (%)	18.0%	13.7%		17.5%		17.8%	14.2%	
Exceptional Expense#	19.0	0.0		0.0		19.0	0.0	
Interest	5.6	5.9		6.2		11.8	11.8	
Depreciation	11.9	11.2		11.7		23.6	21.7	
Share of Profit / (Loss) of equity accounted investees	0.0	0.0		0.2		0.2	-0.1	
PBT	10.4	9.2	13%	25.5	-59%	35.9	13.5	167%
Tax	3.7	2.6		7.4		11.1	4.0	
PAT	6.8	6.7	2%	18.1	-63%	24.8	9.5	162%

#Exceptional Expenses includes One time value creation award to Mr. Yashovardhan Saboo (Chairman & MD)

Consolidated Profit & Loss | Without IND AS 116



Profit & Loss (Rs. Crs.)	Q2FY23	Q2FY22	YoY%	Q1FY23	QoQ%	H1FY23	H1FY22	YoY%
Revenue	260.1	193.3	35%	247.3	5%	507.4	332.3	53%
Other Income	4.7	3.3		3.2		7.9	9.0	
Total Income	264.8	196.5	35%	250.4	6%	515.3	341.3	51%
Cost of Goods Sold	141.9	114.0		137.0		278.9	190.0	
Gross Profit	122.9	82.5	49%	113.4	8%	236.3	151.2	56%
Employee Expenses	36.5	29.0		36.3		72.7	55.6	
Other Expenses	48.0	34.3		42.5		90.6	65.4	
EBITDA	38.4	19.3	99%	34.6	11%	73.0	30.3	141%
Margin (%)	14.8%	10.0%		14.0%		14.4%	9.1%	
Exceptional Expense	19.0	0.0		0.0		19.0	0.0	
Interest	2.7	3.3		3.2		6.0	6.5	
Depreciation	5.1	4.5		4.9		9.9	8.8	
Share of Profit / (Loss) of equity accounted investees	0.0	0.0		0.2		0.2	-0.1	
PBT	11.7	11.4	2%	26.7	-56%	38.3	14.9	158%
Tax	3.7	2.6		0.0		3.7	4.0	
PAT	8.0	8.8	-10%	26.7	-70%	34.7	10.9	219%

#Exceptional Expenses includes One time value creation award to Mr. Yashovardhan Saboo (Chairman & MD)

Standalone Balance Sheet



Assets (Rs. Crs.)	Sep-22	Mar-22	Liabilities (Rs. Crs.)	Sep-22	Mar-22
Non-current assets	277.5	248.1	Equity	255.7	215.9
Property, plant and equipment	95.2	92.6	Equity share capital	12.8	12.8
Capital work-in-progress	1.7	2.3	Other equity	242.9	203.1
Right-of-use asset	8.3	9.4			
Investment Property	0.0	0.1			
Intangible assets	0.1	0.1	Non-current liabilities	50.2	47.5
Intangible assets under development	0.0	0.0	Financial Liabilities		
Financial assets			(i) Borrowings	42.1	39.0
(i) Investments	146.1	137.8	(ii) Lease Liabilities	1.6	2.5
(ii) Loans	12.3	0.8	(iii) Other financial liabilities	1.6	1.0
(iii) Other Financial assets	1.1	0.9	Provisions	0.0	0.0
Income Tax Asset	2.4	2.8	Deferred tax liability (net)	4.8	4.9
Other Non Current Assets	10.4	1.2			
Current assets	143.4	102.9	Current liabilities	115.1	87.7
Inventories	35.2	27.9	Financial Liabilities		
Financial assets	0.0	0.0	(i) Borrowings	25.7	29.4
(i) Trade receivables	42.4	45.1	(ii) Lease Liabilities	2.0	2.4
(ii) Cash and cash equivalents	14.5	13.3	(iii) Trade payables	24.3	20.7
(iii) Other bank balances	10.2	2.9	(iv) Other financial liabilities	39.4	14.4
(iv) Loans	0.7	0.7	Other current liabilities	15.2	16.7
(v) Other financial assets	4.3	3.3	Provisions	3.8	3.7
Other current assets	36.1	9.7	Current tax liabilities(net)	4.8	0.4
Total Assets	421.0	351.1	Total Liabilities	421.0	351.1

Consolidated Balance Sheet



Assets (Rs. Crs.)	Mar-22	Mar-22	Liabilities (Rs. Crs.)	Sep-22	Mar-22
Non-current assets	325.7	300.8	Equity	680.5	309.6
Property, plant and equipment	162.0	159.9	Equity share capital	12.8	12.8
Capital work-in-progress	6.1	2.3	Other equity	433.6	238.8
Right-of-use asset	0.5	104.9	Non-Controlling Interest	234.0	58.0
Intangible assets	0.0	0.6			
Intangible assets under development	96.1	0.0			
Investment Property	1.4	1.4	Non-current liabilities	159.9	170.4
Equity accounted investees	1.8	1.6	Financial Liabilities		
Financial assets			(i) Borrowings	75.0	77.2
(i) Investments	0.5	0.5	(ii) Lease Liabilities	76.3	84.8
(ii) Loans	0.7	0.8	(iii) Other financial liabilities	1.8	1.7
(iii) Other financial assets	21.5	12.0	Provisions	1.9	1.4
Income Tax Asset	4.7	4.7	Deferred tax liability (net)	4.9	5.2
Deferred tax assets (net)	17.6	9.1			
Other Non-Current Assets	12.7	3.0	Current liabilities	267.1	258.5
Current assets	781.8	437.7	Financial Liabilities		
Inventories	350.0	279.5	(i) Borrowings	39.8	77.7
Financial assets			(ii) Lease Liabilities	22.9	25.3
(i) Trade receivables	52.4	45.4	(iii) Trade payables	110.6	105.6
(ii) Cash and cash equivalents	46.5	52.0	(iv) Other financial liabilities	49.3	24.0
(iii) Other bank balances	262.5	5.1	Other current liabilities	30.9	17.4
(iv) Loans	1.0	1.0	Provisions	7.5	7.8
(v) Other financial assets	13.8	9.3	Current tax liabilities(net)	6.0	0.6
Other current assets	55.7	45.4			
Total Assets	1,107.5	738.5	Total Liabilities	1,107.5	738.5

New Capex to drive growth



Dials Factory

- Expansion of Dials factory situated at Derabassi, Punjab
- The expansion will enhance the capacity of the unit by 0.5 million pcs. per annum, especially to cater for exports to the medium-high watch segment of Swiss Watches
- The expansion will involve capex of Rs. 16 crores and will be executed in phases over two years period (in FY23 and FY24)

Steel Bracelets

- Setting up of a new plant for manufacturing of top quality steel bracelets for watches around Bangalore (Karnataka)
- The plant will cater exclusively to mid and high-end Swiss and European watches market
- The expansion will involve a capital expenditure of Rs. 25 crores to be executed over next two years (in FY23 and FY24)
- The plant is intended to be setup with a capacity of 100k steel bracelets p.a.



Manufacturing Business Overview



Watch Dials

- Commercial operations began in 1983
- Leading Global supplier of Watch Dial serving many well-known brands all over the world
- Manufacturing facilities located at Parwanoo & Derabassi, near Chandigarh in India
- Capability to manufacture dials with high & complex features

Watch Hands

- Commercial operations began in 1996
- Only supplier in India and one of 5 independent manufacturers globally; facilities located at Bengaluru
- Acquired Estima AG in Switzerland; to enhance presence in mid-priced segment European Brands

Value Proposition

- Deep Understanding of the Global Watch Industry
- Established relationships with Swiss Watch makers as well as Indian Watch makers
- Consistent Manufacturing meeting International Quality norms

Precision Engineering Business



Value Proposition

Eigen offers a full package of services, ranging from design and development to full scale production, providing customers with optimized supply chain solutions



Capabilities

We address various segments such as Electrical, Electronics, Automobile, Telecommunications, medical equipment, Aerospace, Consumer Durables etc



Customers

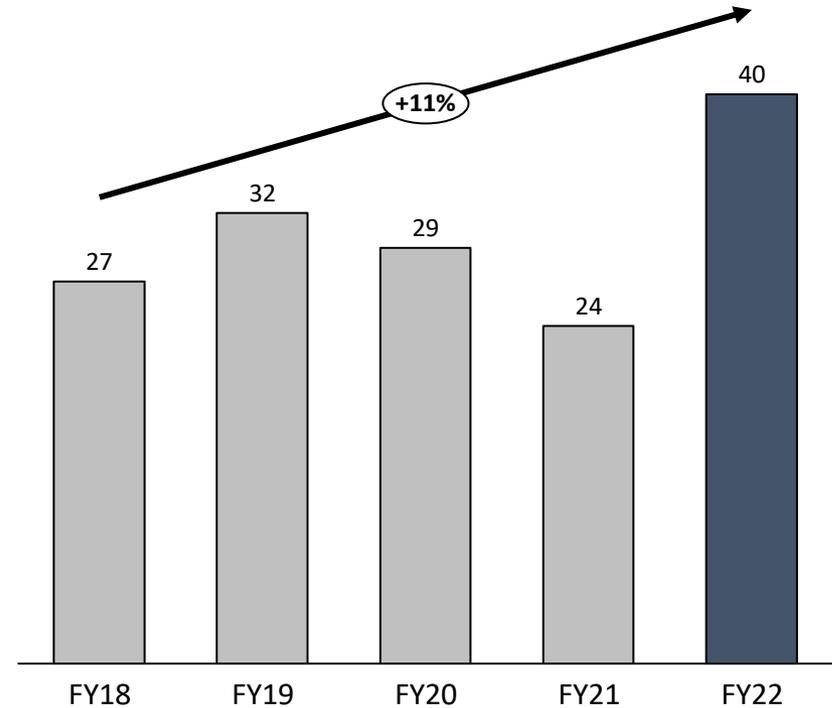
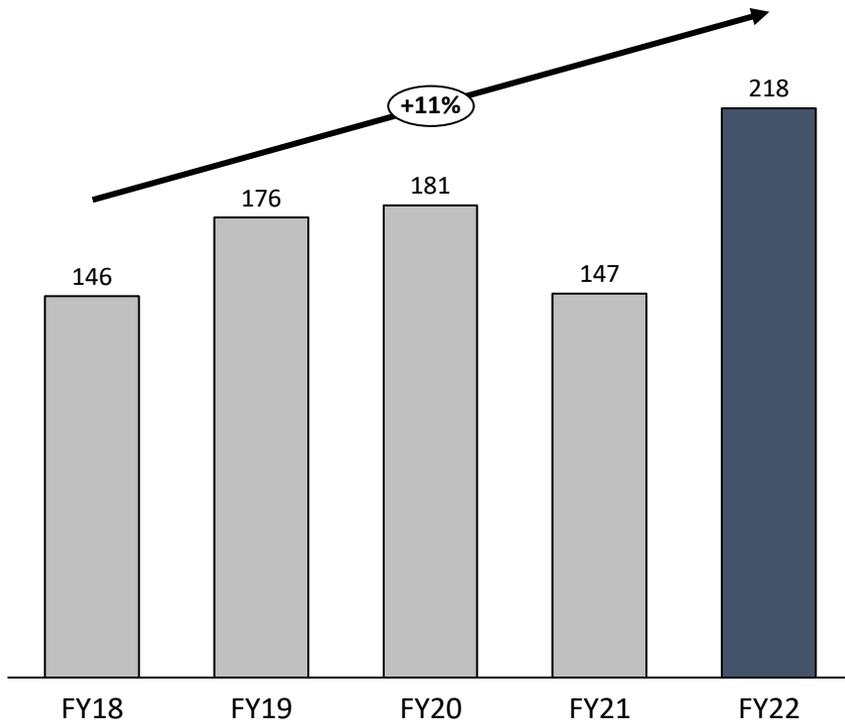
Enabling our customers to meet their design and production needs for over 12 years. We have some of the most well-known names in their industry as our esteemed customers

Manufacturing Performance*



Revenue (Rs. Crs.)

EBITDA (Rs. Crs.)



The results for FY21 were adversely affected by the COVID-19 pandemic and may not be strictly comparable with previous periods

Ethos - Consolidated Profit & Loss



Profit and Loss (in Rs. Crs)	Q2FY23	Q2FY22	YoY	Q1FY23	QoQ	H1FY23	H1FY22	YoY
Revenue from Operations	177.7	134.4	32%	173.6	2%	351.3	223.3	57%
Other Income	3.7	2.5		2.2		5.9	7.7	
Total Income	181.4	136.9		175.8		357.2	231	
Cost of Goods Sold	120.4	98.1		118.9		239.3	161.7	
Gross Profit (Revenue - COGS)	57.3	36.2	58%	54.7	5%	112	61.6	82%
Gross Profit Margin	32.2%	27.0%		31.5%		31.9%	27.6%	
Employee Cost	12.2	10.8		12.4		24.6	19.3	
Other Expenses	19.1	12.6		15.2		34.3	22.8	
EBITDA	29.7	15.4	93%	29.3	1%	59	27.2	117%
EBITDA Margin	16.4%	11.2%		16.7%		16.5%	11.8%	
Depreciation	8.2	7.9		8.2		16.4	14.9	
EBIT	21.5	7.5	187%	21.1	1%	42.6	12.3	246%
EBIT Margin	11.8%	5.5%		12.0%		11.9%	5.3%	
Finance Cost	3.3	3.9		4.2		7.6	7.6	
Share in Profit/(loss) in JV and Associates	0.0	0.0		0.2		0.2	-0.1	
Profit before Tax	18.2	3.6	412%	17.1	6%	35.2	4.6	658%
Profit before Tax Margin	10.0%	2.6%		9.7%		9.9%	2.0%	
Tax	4.6	0.9		4.3		8.9	1.2	
Profit After Tax	13.6	2.7	411%	12.8	5%	26.4	3.5	655%
Profit After Tax Margin	7.5%	1.9%		7.3%		7.4%	1.5%	

For Ethos updates – Please refer to the presentation uploaded to stock exchanges by Ethos Limited



For further information, please contact:

Company :



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