



# PRISM JOHNSON LIMITED

Ref. : 2024-25/Q-1/IP

August 9, 2024

The National Stock Exchange of India Limited, Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051.	BSE Limited, Corporate Relationship Department, P. J. Towers, Dalal Street, Fort, Mumbai – 400 023.
Code : PRSMJOHNSN	Code : 500338

Dear Sir,

Pursuant to Regulation 30 and 51 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith a copy of the Investor Presentation dated August 9, 2024 on the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 2024.

The said Investor Presentation will also be made available on the website of the Company at [www.prismjohnson.in](http://www.prismjohnson.in).

We request you to kindly bring the above information to the notice of your members.

Thanking you,

Yours faithfully,  
For **PRISM JOHNSON LIMITED**

SHAILESH DHOLAKIA  
Company Secretary &  
Compliance Officer

Encl. : As above



Corporate Office: "Rahejas", Main Avenue, V.P. Road, Santacruz (W), Mumbai- 400 054. India. T: +91-22-61042200 / 66754142 / 43 / 44  
Registered Office: Prism Johnson Limited. 305. Laxmi Niwas Apartments, Ameerpet. Hyderabad - 500 016. India.  
(W): [www.prismjohnson.in](http://www.prismjohnson.in), (E): [info@prismjohnson.in](mailto:info@prismjohnson.in)

CIN: L26942TG1992PLC014033



**PRISM**<sup>®</sup>  
CEMENT  
दूर की सोच

**JOHNSON**<sup>®</sup>  
Not just tiles, Lifestyles.







**PRISM  
RMC**  
Complete Concrete Solutions

Amongst India's Leading  
**Integrated**  
Building Materials Companies

**PRISM JOHNSON LIMITED**

Q1 FY25 INVESTOR PRESENTATION

August 2024

	 <b>CAPACITY</b>	 <b>PRODUCTS</b>	 <b>PRESENCE</b>
	5.6 MTPA at Satna, Madhya Pradesh; Supply agreements with several grinding units for an aggregate capacity of 1.3 MTPA	<ul style="list-style-type: none"> <li>○ Ordinary Portland Cement</li> <li>○ Portland Pozzalana Cement (PPC)</li> <li>○ Premium PPC Products</li> </ul>	Regional presence catering to Eastern & Central Uttar Pradesh, Madhya Pradesh and Bihar
	~67 million m <sup>2</sup> of own and joint venture capacity across 11 plants in India	<ul style="list-style-type: none"> <li>○ Tiles: Ceramic, Vitrified and Industrial</li> <li>○ Sanitary-ware &amp; Bath-fittings</li> <li>○ Engineered Marble &amp; Quartz</li> </ul>	Pan India presence, catering to the residential, commercial and industrial sectors
	12.7 million m <sup>3</sup> ; 108 plants at 49 cities / towns (including franchisee plants)	<ul style="list-style-type: none"> <li>○ Ready-Mixed Concrete</li> <li>○ Plaster</li> <li>○ Construction Chemicals</li> </ul>	Pan India presence, catering mainly to urban real estate and infrastructure sectors

# Vision



Creating sustainable value by meeting the construction and lifestyle needs of our customers through innovative building materials and services

# Values



1 TASC	<b>1: One Team</b>	
	<b>T: Transparency</b>	
	<b>A: Accountability</b>	
	<b>S: Speed</b>	
	<b>C: Changing with Time</b>	



**2 Cement Plants, 1 Location, 5.6 MTPA**

**11 Tiles Plants, ~67 mn m<sup>2</sup>**

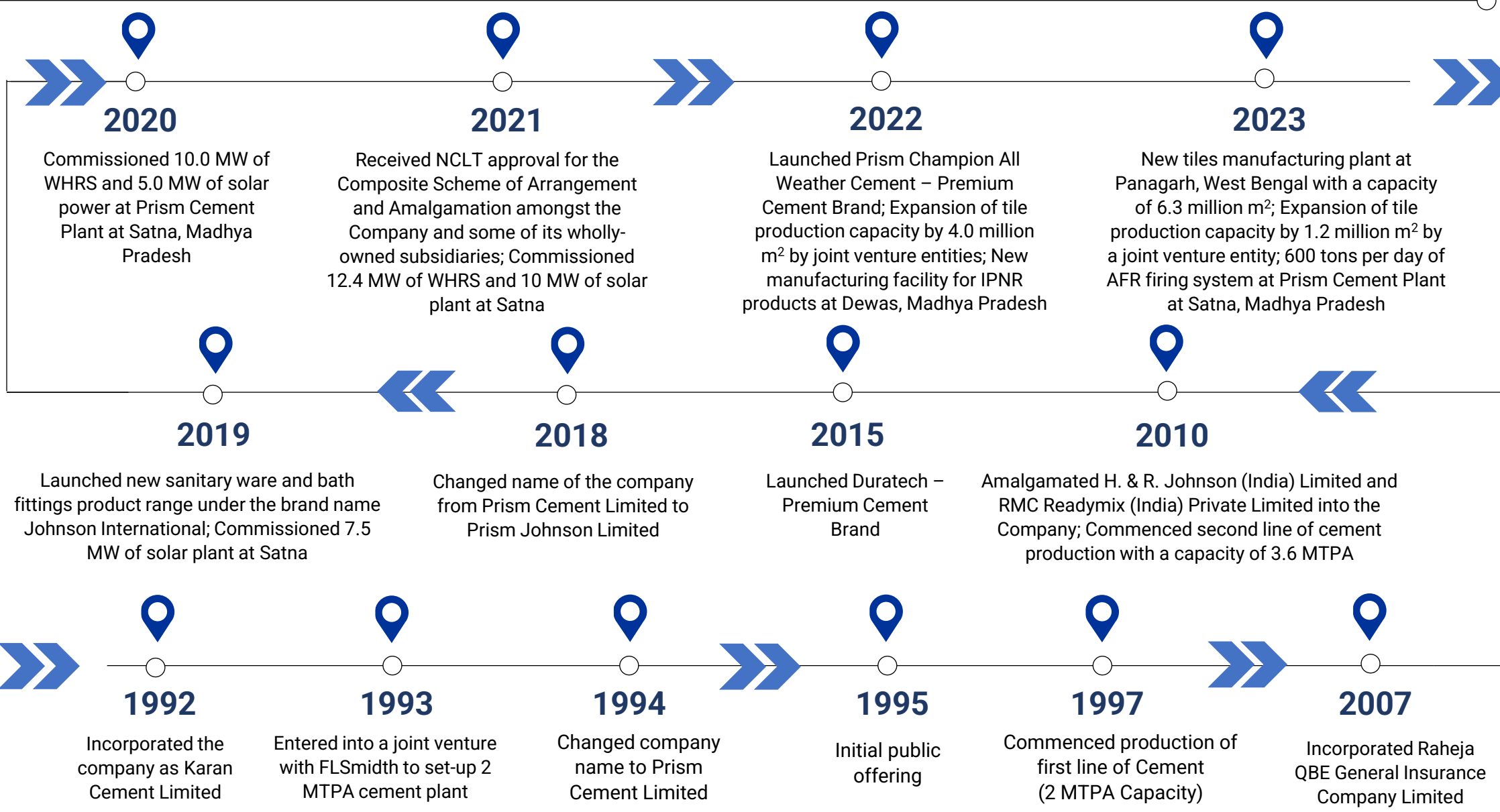
**2 Faucet Plants, 3.6 mn pcs**

**21 Experience Centres (HRJ)**

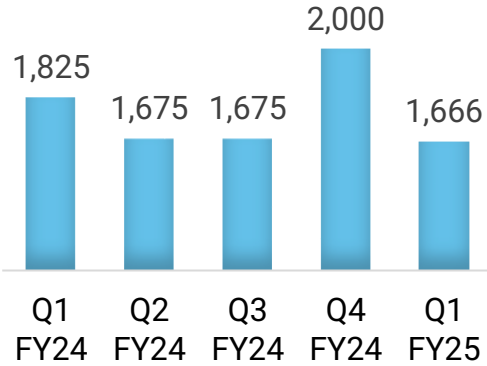
**108 RMC Plants\*, 12.7 mn m<sup>3</sup>**

This map is a generalized illustration only for the ease of the reader to understand the locations, and is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features/states do not necessarily reflect the actual position. The Company or any of its directors, officers or employees, cannot be held responsible for any misuse or misinterpretation of any information or design thereof. The Company does not warrant or represent any kind of connection to its accuracy or completeness.

# Prism Johnson: Our Journey

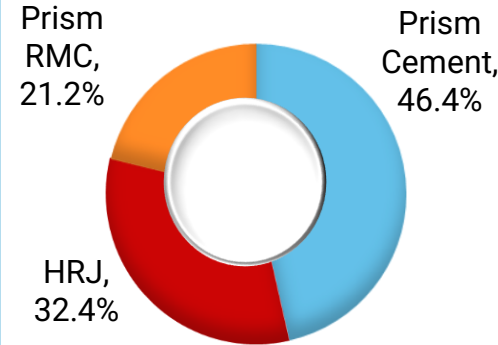


## Revenue (₹ Crores)



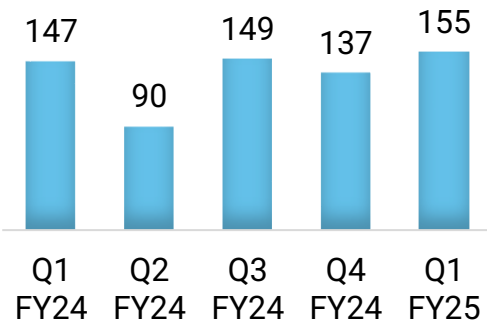
Q1 FY25 revenue declined by 8.7% YoY mainly due to lower revenue across all three business segments: Prism Cement (-15.1% YoY), HRJ (-1.7% YoY) and Prism RMC (-3.5% YoY)

## Q1 FY25 Revenue Mix



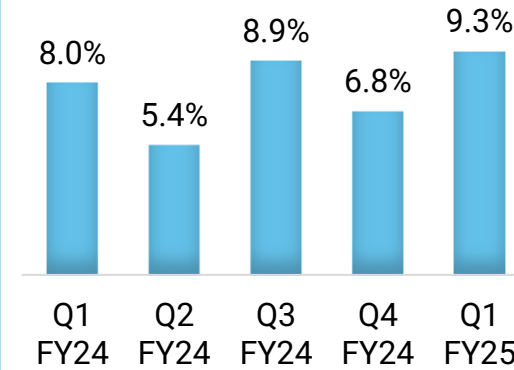
Prism Cement constituted 46.4% of FY24 revenues; HRJ constituted 32.4% and Prism RMC constituted 21.2%

## EBITDA (₹ Crores)



Q1 FY25 EBITDA grew by 5.3% YoY; Prism Cement EBITDA / ton declined from ₹ 673 in Q1 FY24 to ₹ 654 primarily due to lower realizations; HRJ EBITDA declined by 34.5% YoY to ₹ 18 Crores

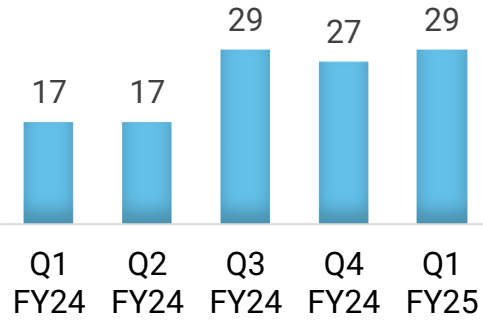
## EBITDA Margin (%)



Q1 FY25 EBITDA margin expanded by 130 bps YoY to 9.3%; HRJ's EBITDA margin declined by 170 YoY basis points to 3.3%; Prism RMC EBITDA margin increased by 750 bps to 8.0%

# Consolidated (Ex. RQBE) Q1 FY25 Financial Performance Snapshot (2/2)

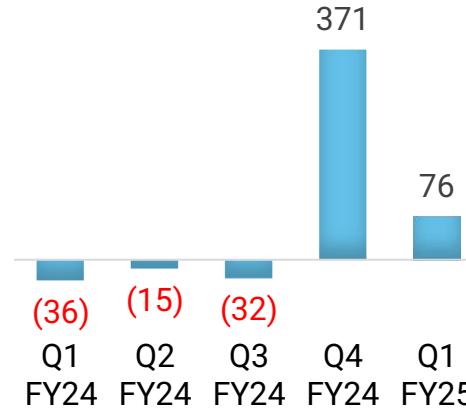
## Working Capital (Days)



### Cash Conversion Cycle\*

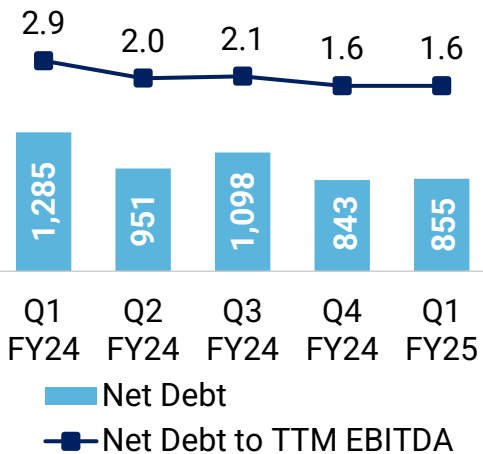
Increase in Working Capital Days is largely attributable to decline in Creditor Days from 60 days in Q1 FY24 to 51 days; Debtors Days remained healthy at 34 days in Q1 FY25

## Free Cash Flows (₹ Crores)



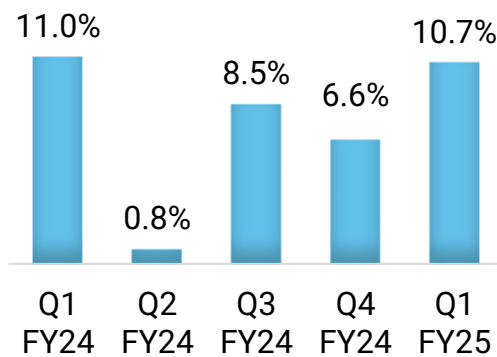
Free Cash Flow (FCF) (pre-capex and investments) stood at ₹ 76 Crores in Q1 FY25

## Net Debt (₹ Crores)



Net Debt to TTM EBITDA at 1.6x as on June 30, 2024; Net Debt / Equity stood at 0.5x as of June 30, 2024; Total debt repayment obligation as of June 30, 2024 is ₹ 123 Crores for FY25 and ₹ 328 Crores for FY26.

## Annualized ROCE (%)






Annualized ROCE declined by 30 basis points YoY from 11.0% in Q1 FY24 to 10.7%; Capital Employed decreased by 12.5% YoY to ₹ 2,206 Crores in Q1 FY25

\* Cash Conversion Cycle = Inventory Days + Debtor Days – Creditor Days

# EBIT includes Other Income and is annualized for ROCE calculation



	SALES VOLUME	REVENUE	EBITDA & EBITDA MARGIN
 <p><b>PRISM</b> CEMENT दूर की सोच®</p>	<p>Cement &amp; clinker sales volume declined by 4.9% YoY to 1.66 million tons in Q1 FY25; Share of premium cement increased from 33.6% of total sales volume in Q1 FY24 to 39.9% in Q1 FY25</p>	<p>Prism Cement's Q1 FY25 revenue declined 15.1% YoY from ₹ 911 Crores in Q1 FY24 to ₹ 773 Crores due to lower sales volume and lower realizations; Realization declined by 10.7% YoY</p>	<p>EBITDA declined marginally from ₹ 673 per ton in Q1 FY24 to ₹ 654 despite steep decline in realizations, primarily due to 11.9% decline in total operating cost; Power and fuel cost declined from ₹ 1,776 per ton in Q1 FY24 to ₹ 1,522</p>
 <p><b>JOHNSON</b> Not just tiles, Lifestyles.</p>	<p>Tiles consolidated sales volume declined by 2.2% YoY in Q1 FY25 to 13.0 million m<sup>2</sup>; Domestic tiles sales volume declined by 4.4% YoY; Exports constituted ~10% of total sales volume</p>	<p>HRJ's consolidated revenues decreased by 1.7% YoY from ₹ 548 Crores in Q1 FY24 to ₹ 539 Crores in Q1 FY25</p>	<p>Q1 FY25 Consolidated EBITDA margin declined by 170 basis points YoY to 3.3% due to lower sales volume, Vijaywada modernization project and higher fixed costs.</p>
 <p><b>PRISM</b> RMC Complete Concrete Solutions</p>	<p>Ready-mixed concrete sales volume grew by 0.4% YoY during Q1 FY25</p>	<p>Prism RMC revenues declined by 3.5% YoY from ₹ 366 Crores in Q1 FY24 to ₹ 353 Crores in Q1 FY25</p>	<p>EBITDA margin improved from 0.5% in Q1FY24 to 8.0% led by several cost rationalization initiatives and change in procurement contractual practices</p>

## Capacity

Prominent cement company in the Satna cluster with an installed cement capacity of 5.6 MTPA; Supply agreements with four grinding units, situated in Uttar Pradesh & Bihar, for an aggregate capacity of 1.3 MTPA

## Product Mix

Superior product mix; Share of premium products (Champion Plus, Duratech and Champion All Weather) in total cement volume increased from ~15% in FY18 to ~40% in Q1 FY25

## Stable Demand Outlook

Strong medium-term outlook for cement demand in India led by demand from housing and infrastructure sectors; Recent / upcoming capacity additions in Central India by other cement companies to intensify competition subject to healthy demand growth

## Distribution Network

Wide distribution network of over 2,500 effective dealers and over 5,100 effective retailers as of June 30, 2024

## Capital Employed & ROCE

Capital Employed at around US\$ 23 per ton of cement as of June 30, 2024; Q1 FY25 ROCE at 21.1% as compared to FY24 ROCE at 10.6% and FY23 ROCE at 4.8%

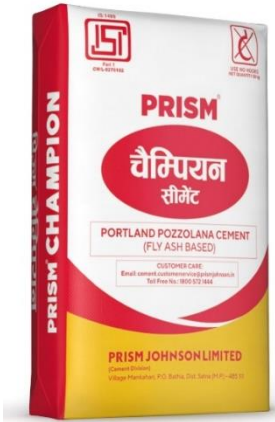
## Sustainability Focus

WHRS Capacity of 22.4 MW and Solar Capacity of 22.5 MW at Satna; Installation of additional 8 MW of solar power completed, now pending regulatory approvals; Investment being made in 24 MW of captive wind power, likely to get commissioned by March 2025; GHG Emissions intensity at 637 kg CO<sub>2</sub> per ton of cementitious material in Q1 FY25

Prism Cement's Plant at Satna, Madhya Pradesh

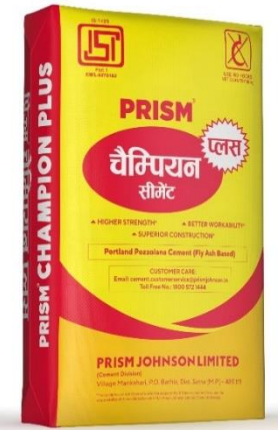


## Champion



Excellent durability that provides long-term strength & gain, and is suitable for any type of structural application; Wide range of application, including housing, roads, wells, dams, masonry and plastering works

## Champion Plus



A premium product, known for its high strength, high performance and consistent quality; Helps in making the concrete stronger, denser and leak proof, resulting in strengthening of the structure; Assures superior quality with high strength, suited for general construction

## Champion Duratech



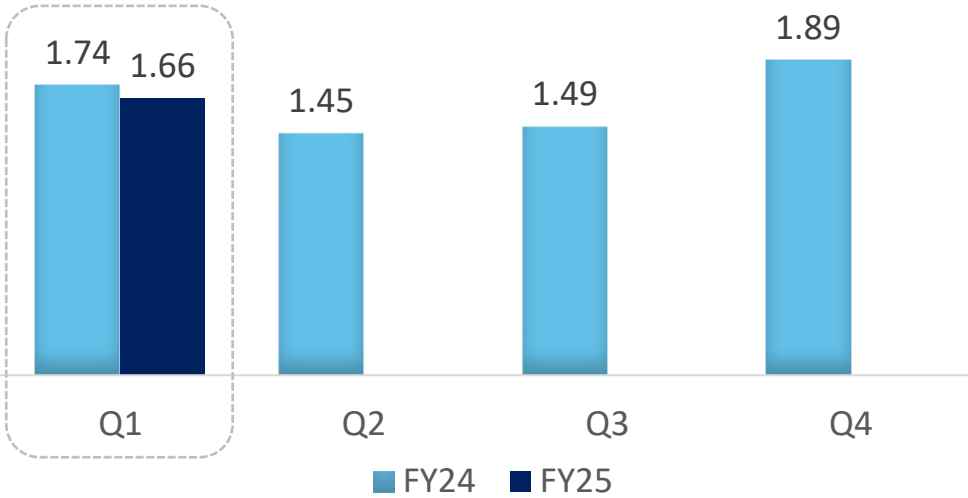
Prism Cement's premium product, and an all-purpose cement that serves various customer needs, including building terraces, beams, columns, foundation, roof slab, and in all kinds of RCC and precast jobs

## Champion All Weather

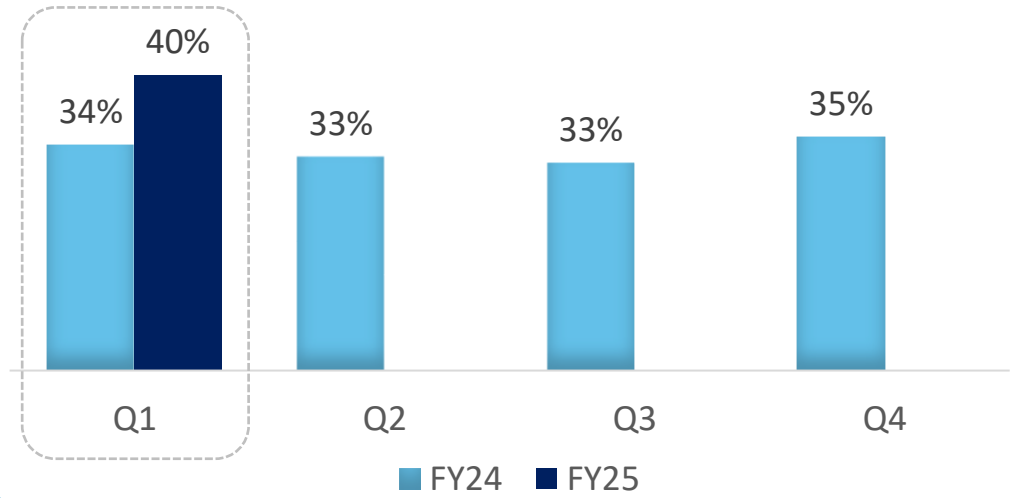


Prism Cement's premium product that prevents water ingress and makes the construction moisture and dampness resistant; a water repellent cement with high strength and provides resistance to seepage, cracks and rusting; Prolongs life of the construction

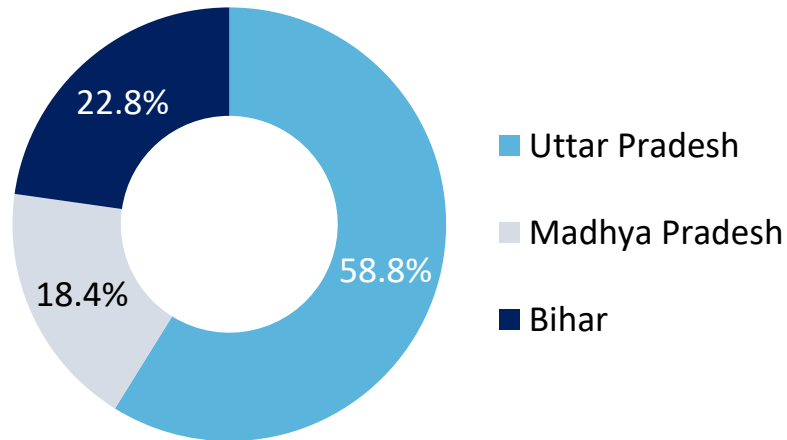
### Cement & Clinker Sales Volume (mn tons)



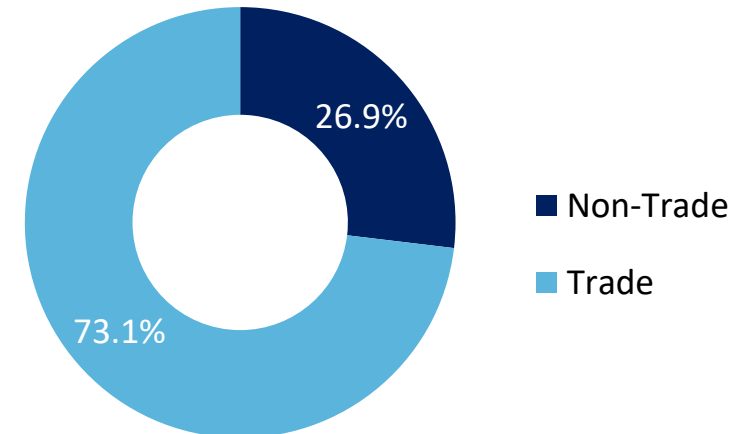
### Premium Products %



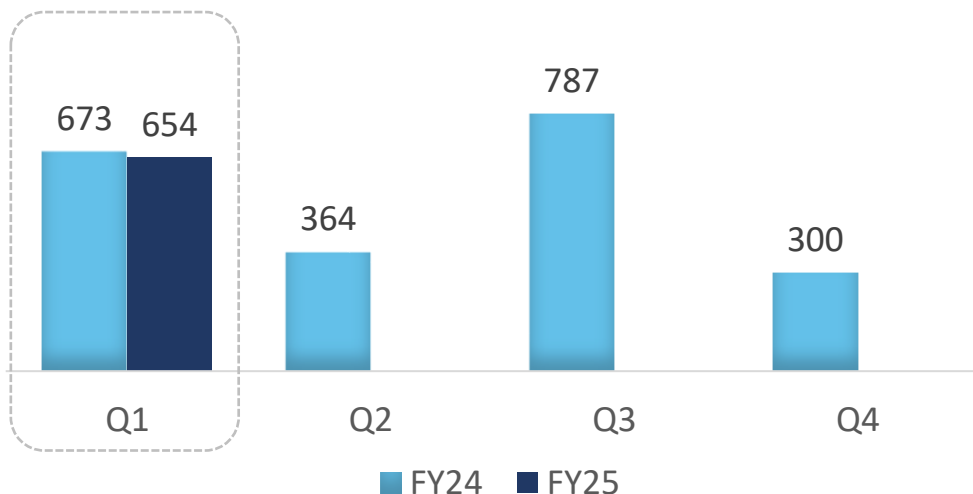
### Q1 FY25 Regional Sales Breakup



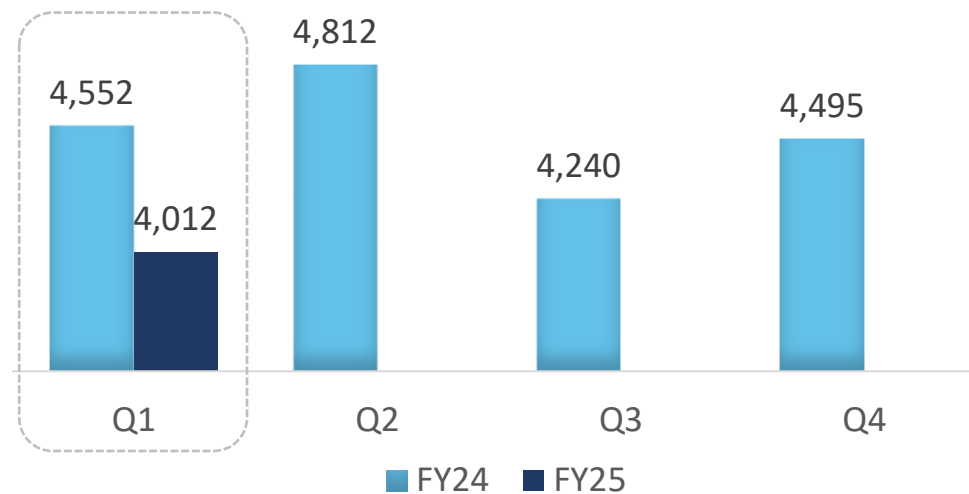
### Q1 FY25 Sales: Trade vs. Non-Trade



## EBITDA per ton (₹)



## Cost per ton (₹)



## Cost per ton (₹)

	Q1 FY24	Q4 FY24	Q1 FY25	% QoQ	% YoY
Power & Fuel	1,776	1,128	1,522	34.9%	(14.3%)
Freight & Forwarding	1,114	1,076	1,125	4.5%	1.0%
Raw Material	608	576	632	9.8%	3.9%
Employee Cost	318	262	310	18.0%	(2.5%)
Other Costs	663	930	916	(1.5%)	38.0%
Change in Inventory & Stock in Trade	73	523	(493)	n/m	n/m
<b>Total Cost</b>	<b>4,552</b>	<b>4,495</b>	<b>4,012</b>	<b>(10.7%)</b>	<b>(11.9%)</b>

- Cement revenue declined by 15.1% YoY to ₹ 773 Crores in Q1 FY25 partly due to decline in realizations; Cement & clinker sales volume declined by 4.9% YoY due to steep decline in April 2024 sales volume; May 2024 and June 2024 were on track with low single digit growth.
- Share of premium cement increased from 34% in Q1 FY24 to 40% in Q1 FY25.
- EBITDA per ton came at ₹ 654 per ton, despite 10.7% YoY decline in revenue per ton, partly due to lower fuel cost. Power & Fuel cost declined by 14.3% YoY to ₹ 1,522 per ton.

## Strong Brand & Wide Product Range

Strong brand with a long-standing history of tile manufacturing in India, operating since 1958; Wide product range: Tiles, Sanitary-ware & Bath-fittings, Quartz & Engineered Marbles

## Manufacturing Capacity

11 tile manufacturing plants (including joint ventures) with total capacity of around 67 million m<sup>2</sup> p.a. and 2 faucet manufacturing plants with total capacity of 3.6 million pieces p.a.; Modernization of the tile plant located at Vijaywada is currently in progress and is expected to commence commercial production by September 2024

## Distribution Network

Wide Distribution Network with around 900 dealers; 21 large format Experience Centres displaying HRJ's product range

## Sustainability Focus

Solar Capacity of 4.5 MW across HRJ own plants; Share of rainwater harvesting at 20% of total water consumption in FY24; Target to improve energy efficiency by 10% in FY25, from the baseline year FY22

## Capital Employed & ROCE (Consolidated)

Sharp increase in gas prices impacted profitability & led to a decline in ROCE from 17.2% in FY22 to 6.4% in FY23 and 4.2% in FY24; Q1 FY25 ROCE (annualized) and Capital Employed stood at 0.2% and ₹ 1,024 Crores respectively.

## Innovations That Differentiate HRJ

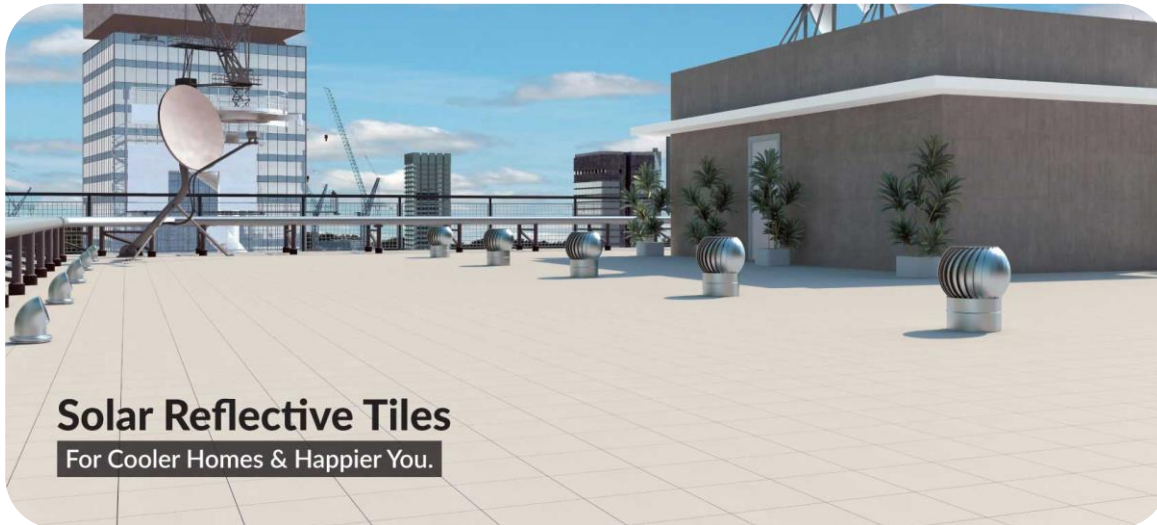


## Germ Free Sanitaryware



NOT JUST A BATHROOM BUT  
YOUR GERM FREE COMFORT  
ZONE.  
PRESENTING GERM FREE SANITARYWARE  
FROM JOHNSON.

## Cool Roof SRI (Solar Reflective Tiles)



**Solar Reflective Tiles**  
For Cooler Homes & Happier You.

## Tac Tiles



High Mechanical  
Strength



Skid Resistant



Guidance Tiles  
for the  
Visually Impaired



Designed in  
Conformance with  
RNIB (UK), DETR (UK)  
& ADA (USA)



**JOHNSON TILES**  
NOT JUST TILES, LIFESTYLES.



**JOHNSON BATHROOMS**  
FIND CLARITY



**JOHNSON MARBLE & QUARTZ**  
NATURE, REINVENTED



**JOHNSON PORSELANO**  
GLAZED VITRIFIED TILES



**JOHNSON MARBONITE**  
PREFERRED OVER ITALIAN MARBLE



**JOHNSON ENDURA**  
INDUSTRIAL TILING SOLUTIONS



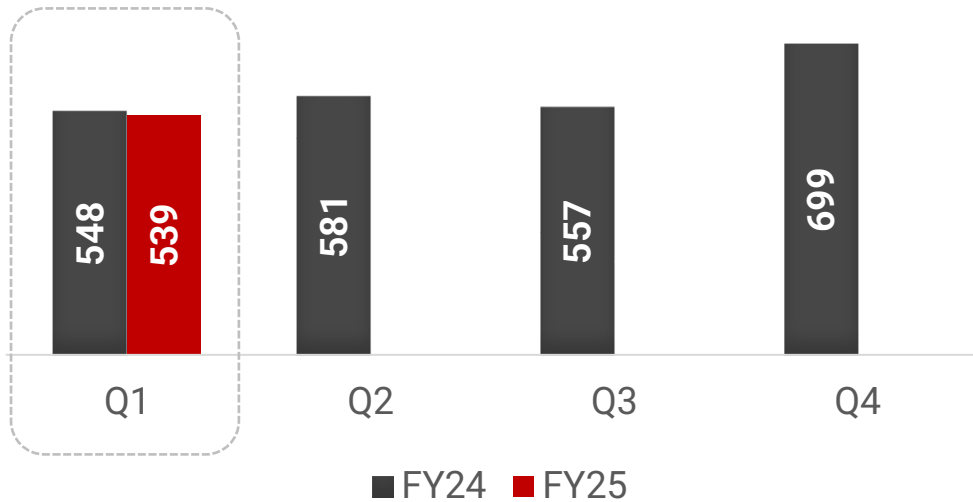
## List of Experience Centres

	City	State
1	Ahmedabad	Gujarat
2	Bengaluru	Karnataka
3	Bhubaneshwar	Odisha
4	Calicut	Kerala
5	Chandigarh	Chandigarh
6	Chennai	Tamil Nadu
7	Coimbatore	Tamil Nadu
8	Delhi	Delhi
9	Ernakulum	Kerala
10	Guwahati	Assam
11	Hyderabad	Telangana
12	Indore	Madhya Pradesh
13	Kolkata	West Bengal
14	Lucknow	Uttar Pradesh
15	Mumbai	Maharashtra
16	Patna	Bihar
17	Pune	Maharashtra
18	Raipur	Chhattisgarh
19	Thane	Maharashtra
20	Thiruvananthapuram	Kerala
21	Varanasi	Uttar Pradesh

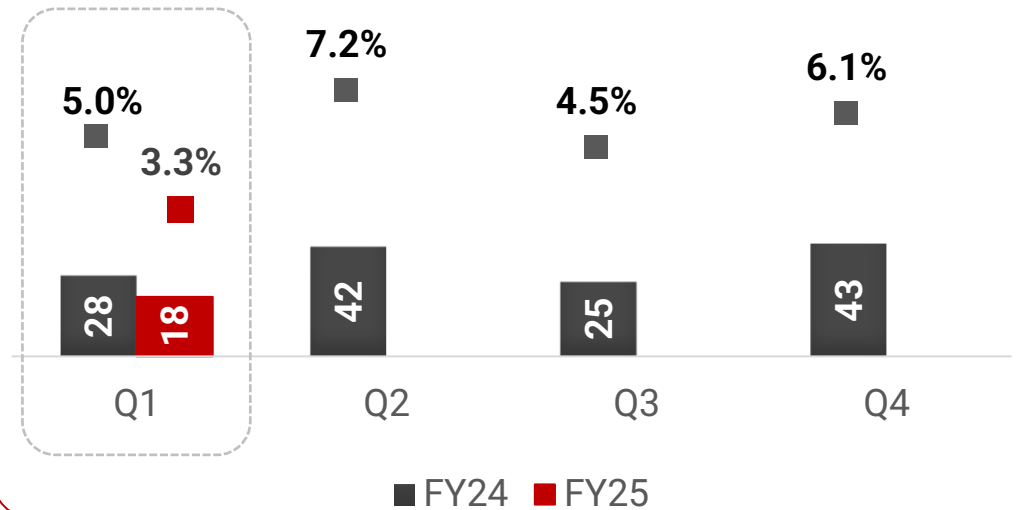
## Experience Centre at Hyderabad



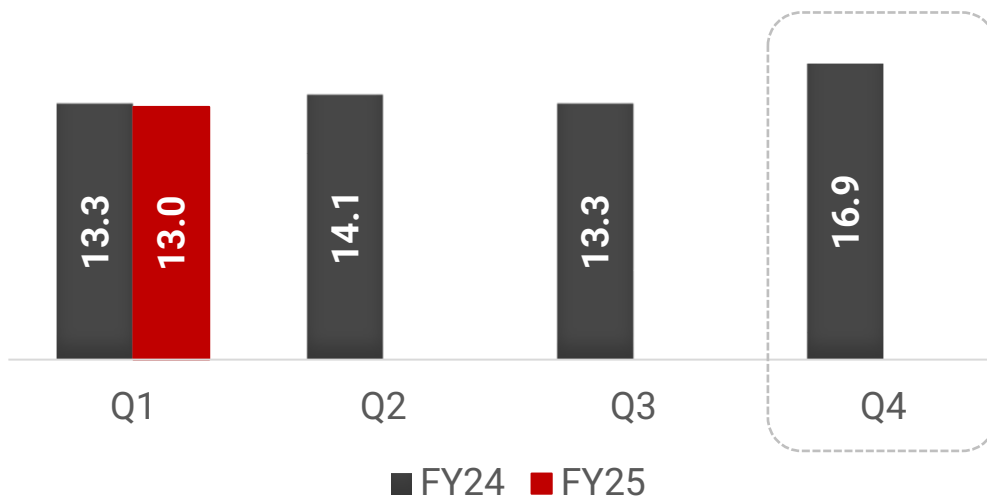
## Revenue (₹ Crores)



## EBITDA (₹ Crores) & EBITDA Margin (%)



## Tile Sales Volume (million m<sup>2</sup>)



- Q1 FY25 revenue declined by 1.7% YoY, primarily due to decline in tile sales volume by 2.2% YoY; Non tiles businesses revenue grew by 6.1% YoY during Q1 FY25.
- Q1 FY25 Domestic tiles sales volume declined by 4.4% YoY while Exports sales volume grew by 24.4% YoY.
- Capacity utilization stood at around 58% in Q1 FY25. During Q1 FY25, HRJ's tile plant at Vijaywada was non-operational as plant modernization project started.
- EBITDA margin declined by 170 basis points YoY due to lower sales volume, Vijaywada modernization project and higher fixed costs.

## Pan India Presence

Amongst top three players in the RMC sector with pan India presence: 108 plants\* at 49 cities / towns; Two technical labs that are certified by National Accreditation Board for Testing and Calibration Laboratories to ensure adherence to quality

## Key Focus Areas

- ❖ Increase plant utilisation levels and optimise fleet and pump efficiency
- ❖ Increase share of environment-friendly and value-added products
- ❖ Focus on individual home builder segment

## Strong Growth Potential

Beneficiary of demand recovery from real estate and infrastructure sectors; Strong ROCE potential for existing business with improvement in plant capacity utilisation levels, apart from favourable impact of franchisee scale-up.

## Commercial Concrete



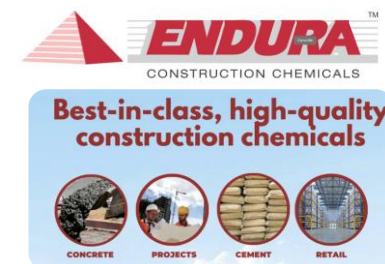
Core business catering to the concrete requirements of metro cities and semi-urban areas; serves as a steadfast contributor to the prolific development of urban India

## Mega Projects



Meets the growing demand of high quality ready-mixed concrete in infrastructure sub-sectors, such as Highways, Bullet Trains, Power Plants, Refineries, Ports and Jetties

## Construction Chemicals



High-quality construction chemicals, blending innovation with expertise; Wide range of products for concrete, cement, projects and retail

KEY BUSINESS VERTICALS



Complete Concrete Solutions

Unveiling **PRISMATIC RANGE** of high quality ready mix concrete products

**PRISMATIC RANGE**

<b>GREEN CONCRETE</b> PRISMATIC RANGE	<b>DIY</b> PRISMATIC RANGE	<b>PRODUCTIVITY</b> PRISMATIC RANGE
<b>PERFORMANCE</b> PRISMATIC RANGE	<b>FLOORS</b> PRISMATIC RANGE	<b>DURABILITY</b> PRISMATIC RANGE




Complete Concrete Solutions

A RANGE OF **GREEN CONCRETE PRODUCTS FOR A SUSTAINABLE LIVING**

**GREEN CONCRETE**  
PRISMATIC RANGE

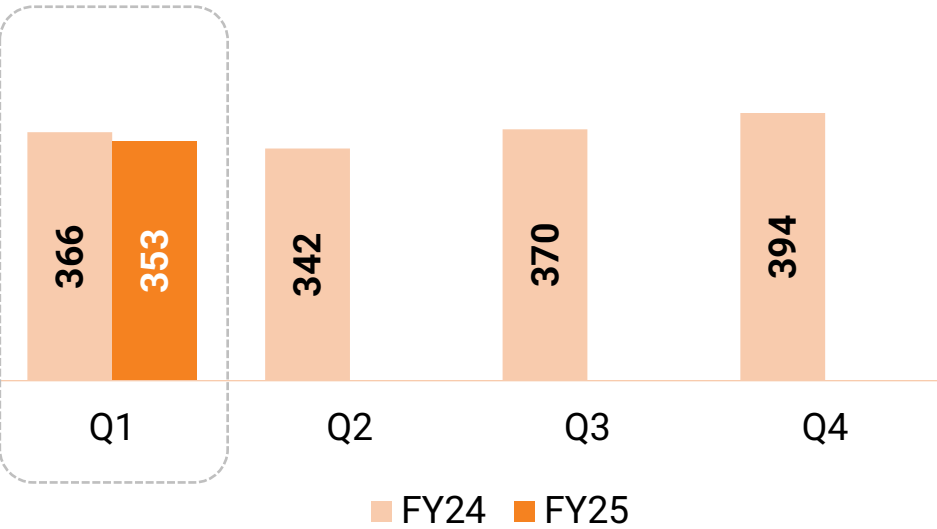
 PrismGreen ECO-FRIENDLY LOW CARBON CONCRETE	 PrismLite ECO-FRIENDLY LIGHTWEIGHT CONCRETE	 PrismPervia ECO-FRIENDLY PERVIOUS CONCRETE
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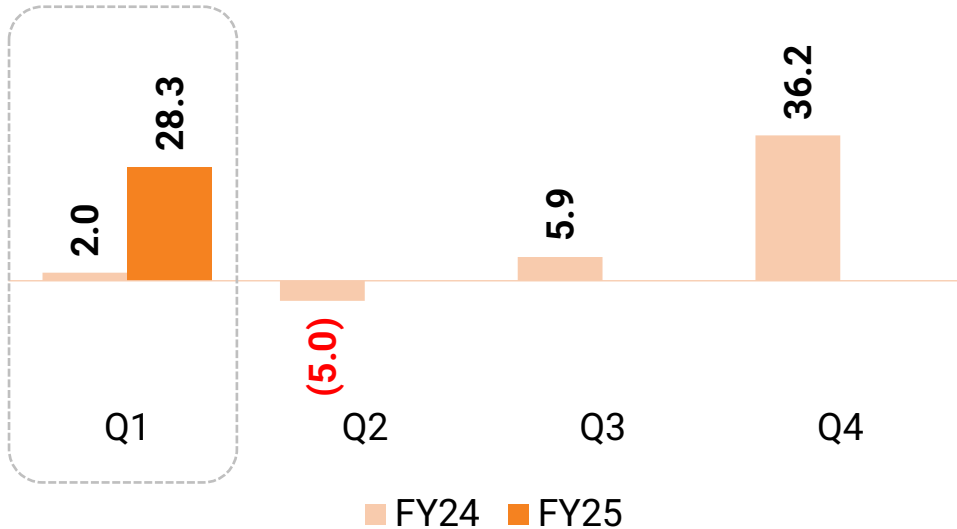
#BeGreenBePro



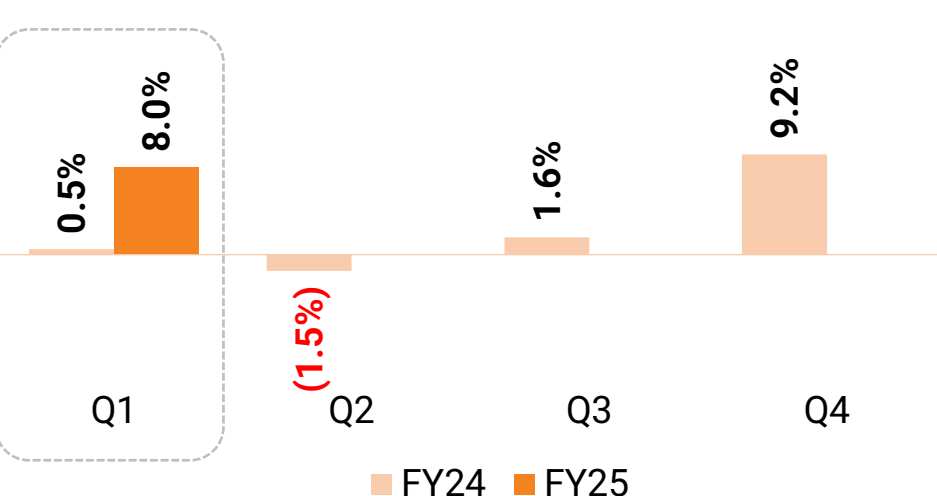
## Revenue (₹ Crores)



## EBITDA (₹ Crores)

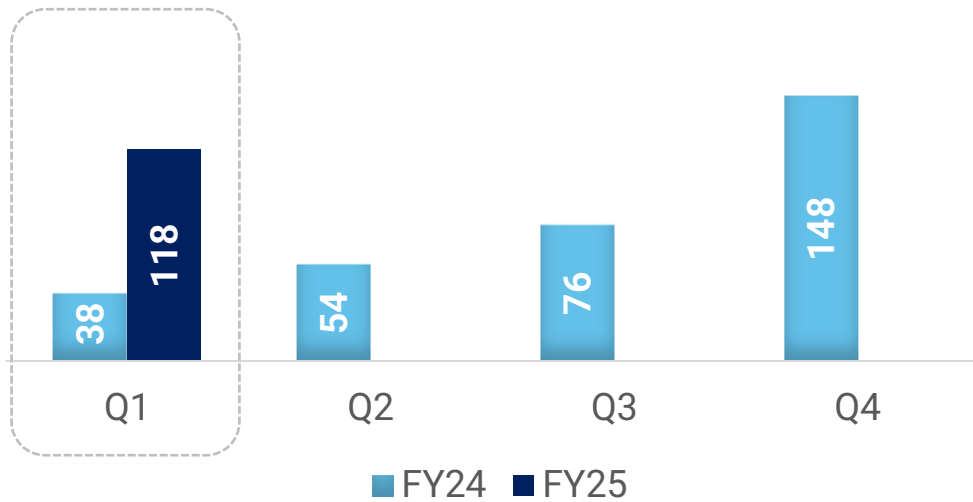


## EBITDA Margin (%)

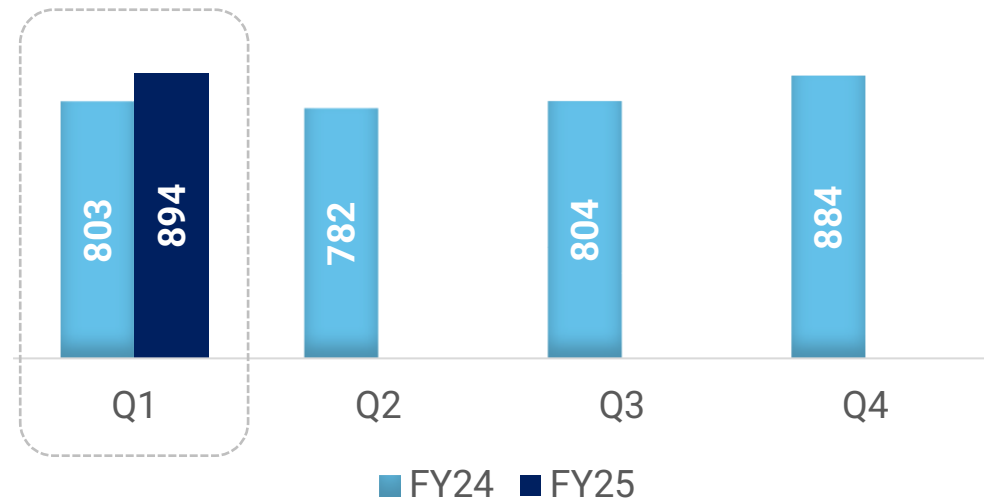


- Revenue declined by 3.5% YoY from ₹ 366 Crores in Q1 FY24 to ₹ 353 Crores. Ready-mixed concrete volumes grew by 0.4% YoY during Q1 FY25.
- EBITDA Margin improved by 750 bps YoY to 8.0% due to several cost saving initiatives taken by the Company and change in procurement contractual practices.
- Q1 FY25 annualised ROCE came in at 8.1% and Capital Employed was ₹ 122 Crores as of June 30, 2024.

### Gross Written Premium (₹ Crores)



### AUM (₹ Crores)



RQBE added 25 new partners during Q1 FY25 taking the count of total partners to 3,556 including Agents, Brokers, POSP, IMF, MISP, Web Aggregators and OEM.

### Q1 FY25 Financial Highlights:

- Gross Written Premium grew by 213% YoY to ₹ 118 Crores
- Profit / (Loss) After Tax of ₹ (24) Crores as compared to a profit of ₹ 4 Crores in Q1 FY24
- Combined Ratio stood at 138% vs. 176% in Q1 FY24
- Well capitalized with Solvency Ratio of 1.96x as against regulatory minimum of 1.50x





## Environment

- Prism Cement's Emissions Intensity at 637 kg CO<sub>2</sub> per ton of cementitious material during Q1 FY25
- 36.0% of Prism Cement's total power requirement met through green power and renewable sources (including WHRS) during Q1 FY25
- Achieved average TSR of 7.0% at Prism Cement during Q1 FY25
- Completed installation of 8 MW of additional solar power at Satna, to be commissioned in the near future subject to regulatory approvals
- 24MW captive wind power expected to get commissioned by March 2025

## CSR Initiatives

- Road development work at Sijhata village
- Provision of drinking water through supply of water tankers for nearby villages
- Distribution of doorstep medical facility by mobile health van for around 220 patients; Free ambulance facilities provided in the nearby villages
- Free Digital Support to register for Government of India's Ayushman Bharat scheme to over 1,800 people in the near by villages
- Survival & maintenance of ~53,000 plants at Khamhariya and ~20,000 plants at Chulhi village

## Health & Safety

- Provided around 70 on-site safety trainings to around 2,000 participants during the quarter at Prism Cement's Satna plant
- Q1 FY25 Lost Time Injury Frequency Rate (LTIFR): Nil for all three Divisions



- 

**Health & Hygiene**
- 

**Environment & Water Conservation**
- 

**Empowerment & Skill Development**
- 

**Social Welfare**
- 

**Rural Infrastructure Development**
- 

**Promotion of Education**
- 

**Providing Potable Drinking Water**



### De-silting of 145-meter waterways channel at Bamhauri



### Survival of existing plantations at Forest Land Khamriya



### Distribution of drinking water through tanker in villages



### Ayushman Health Card Formation Camp in villages





## Prism Johnson's Sustainability Report

The Company's fifth Sustainability Report has been prepared in accordance with the Global Reporting Initiative (GRI) standards. Further, the Company's strategy is aligned with the United Nations Sustainable Development Goals and the United Nations Global Compact principles.



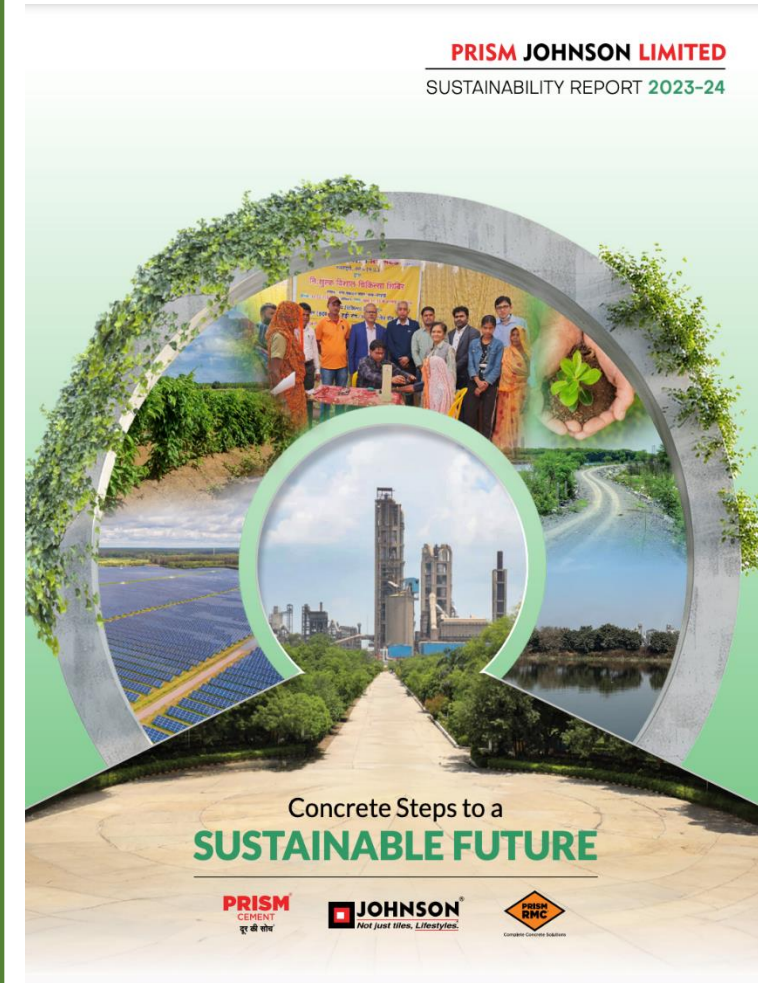
## Assured by Ernst and Young Associates LLP

The Environmental and Social data is externally assured by Ernst and Young Associates LLP, in accordance with the International Standard on Assurance Engagements (ISAE) 3000.



## Sustainability Strategy and Disclosures

This report provides a comprehensive overview of the Company's sustainability strategy, performance and progress. It represents the Company's commitment to transparently communicate how sustainability is being integrated into its business operations.



[Link to Sustainability Report for 2023-24](#)



Prism Cement received the Golden Peacock Award for Energy Efficiency for the year 2024 in Cement Sector



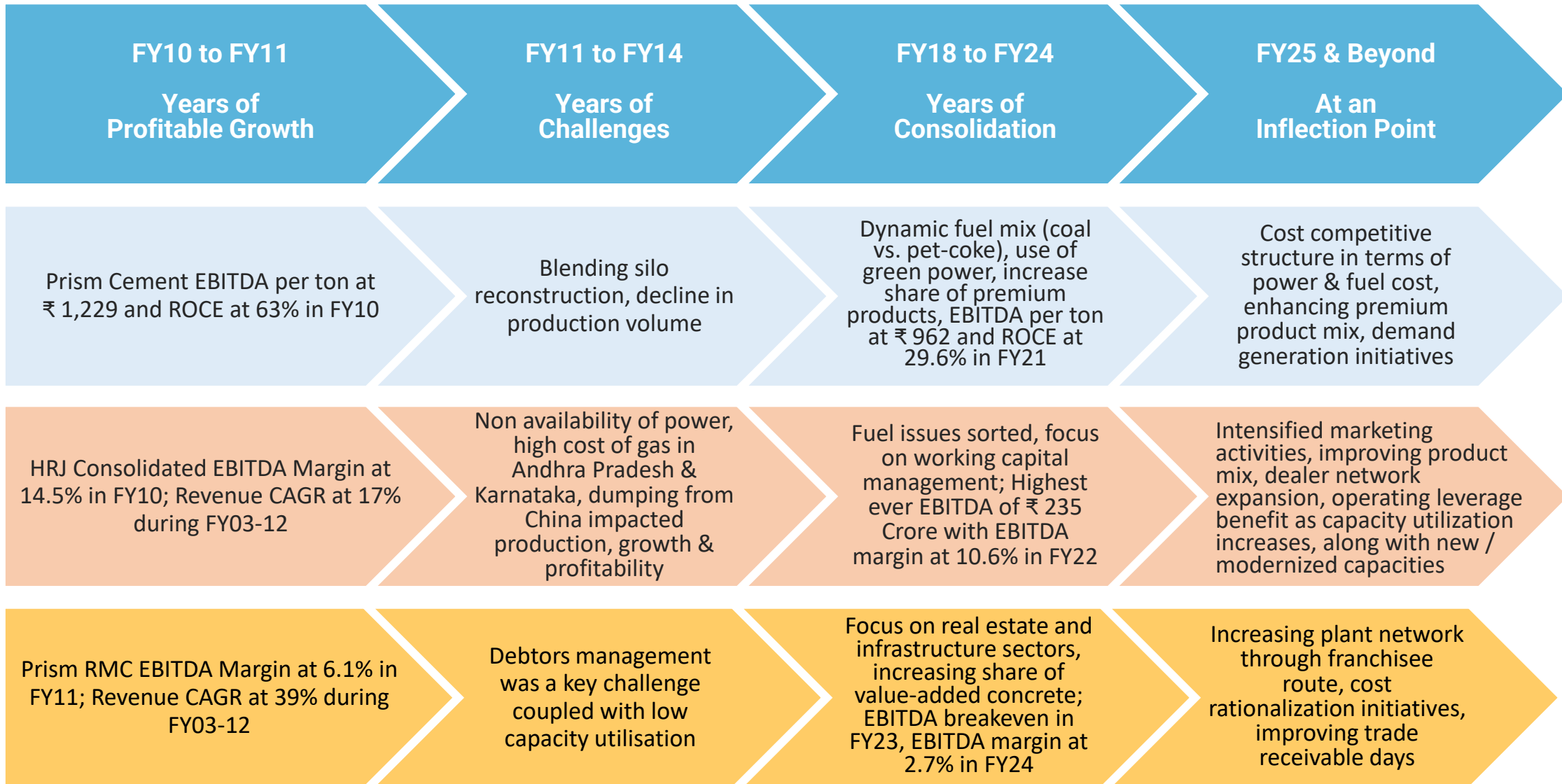
Prism Cement received the PCWR Award by Greentech Foundation



Prism Cement received the Brand Honchos Global CSR Award 2024

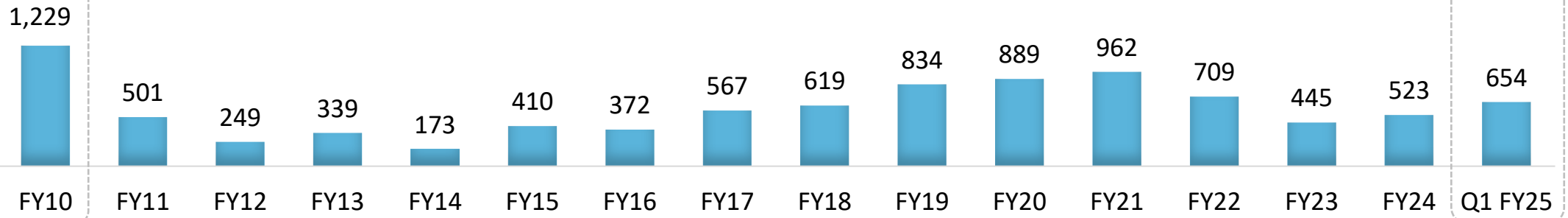


Prism Cement received Appreciation Award for Best Energy Efficient Designated Consumer (Under BEE PAT Scheme) in the 8<sup>th</sup> CII National Energy Efficiency Circle Competition 2024

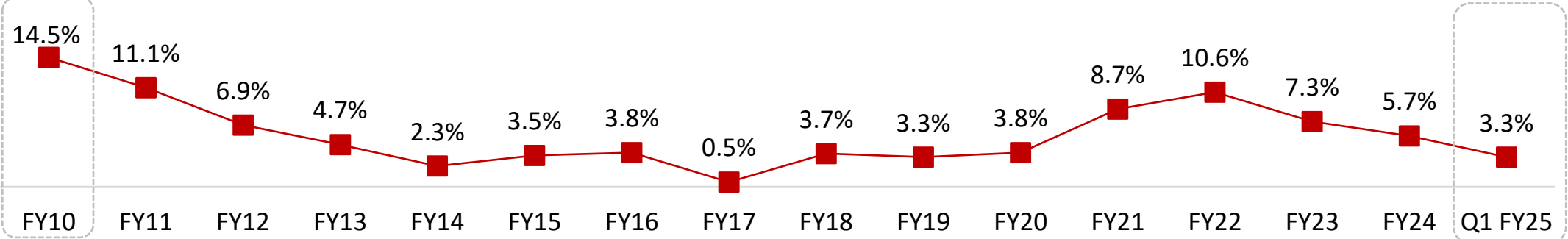


# Prism Johnson: Management Target to Achieve Past Peak Performance in the Medium Term

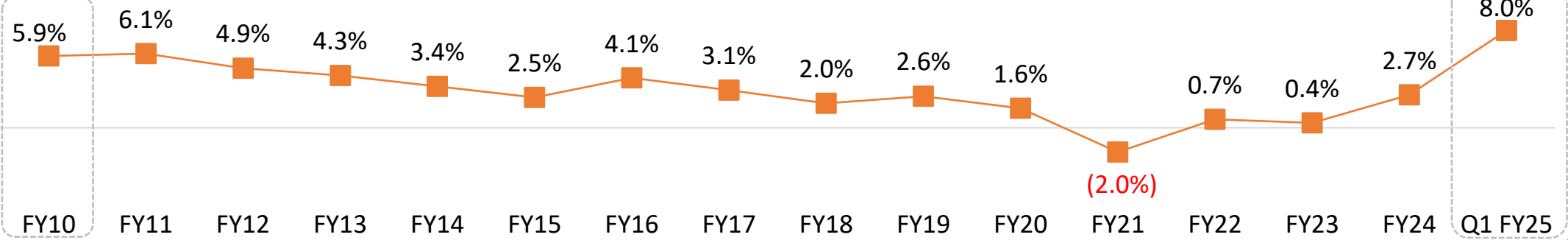
## Prism Cement EBITDA / Ton (₹)



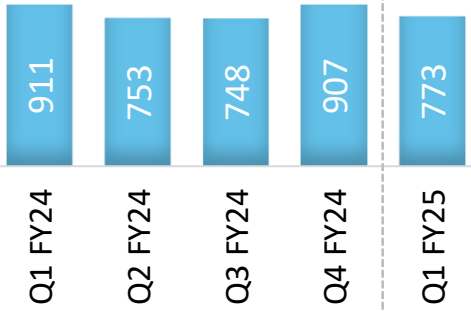
## HRJ Consolidated EBITDA Margin (%)



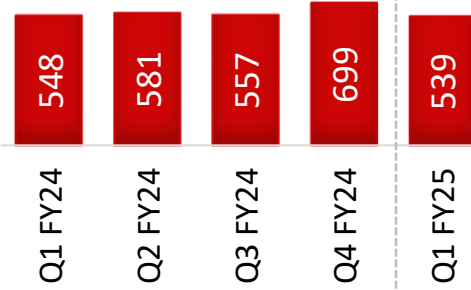
## Prism RMC Consolidated EBITDA Margin (%)



## Revenue (₹ Crores)



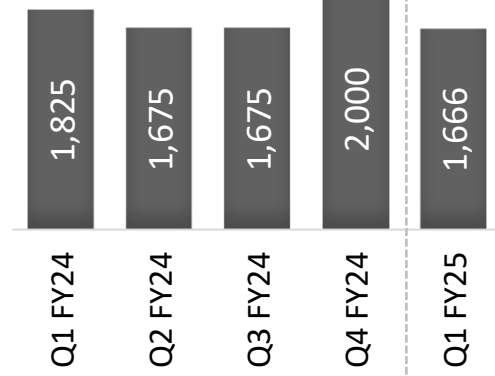
Prism Cement



HRJ

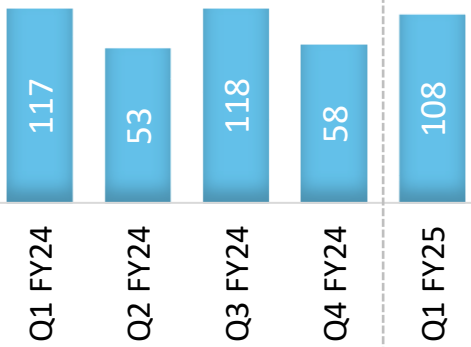


Prism RMC

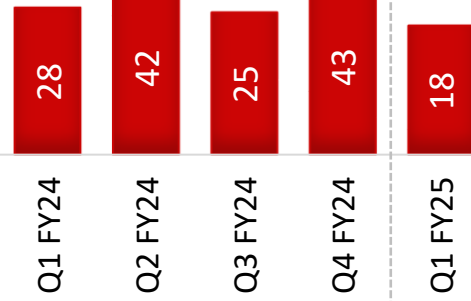


Consolidated (Ex RQBE)

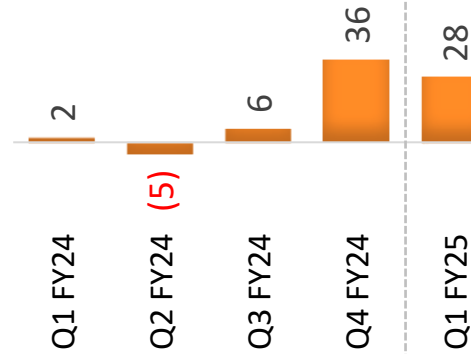
## EBITDA (₹ Crores)



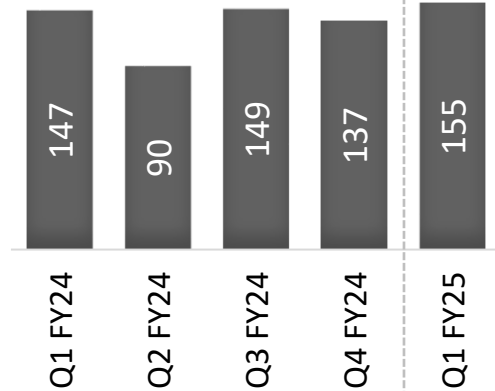
Prism Cement



HRJ



Prism RMC

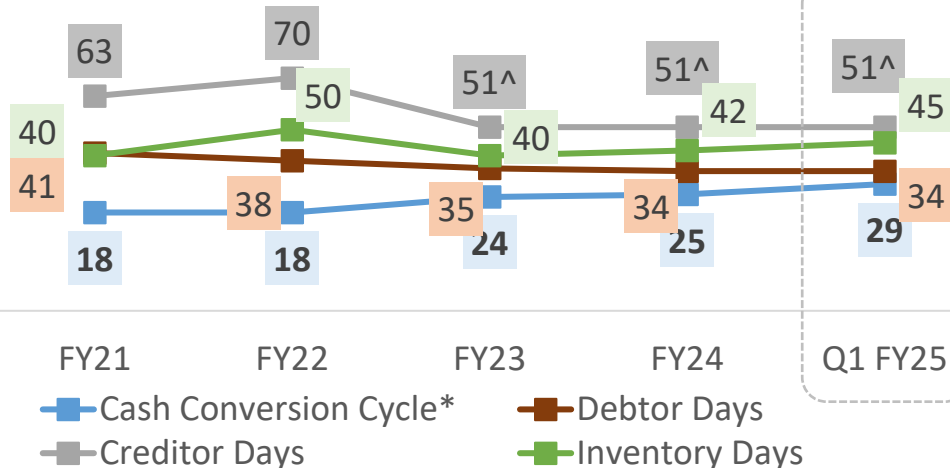


Consolidated (Ex RQBE)

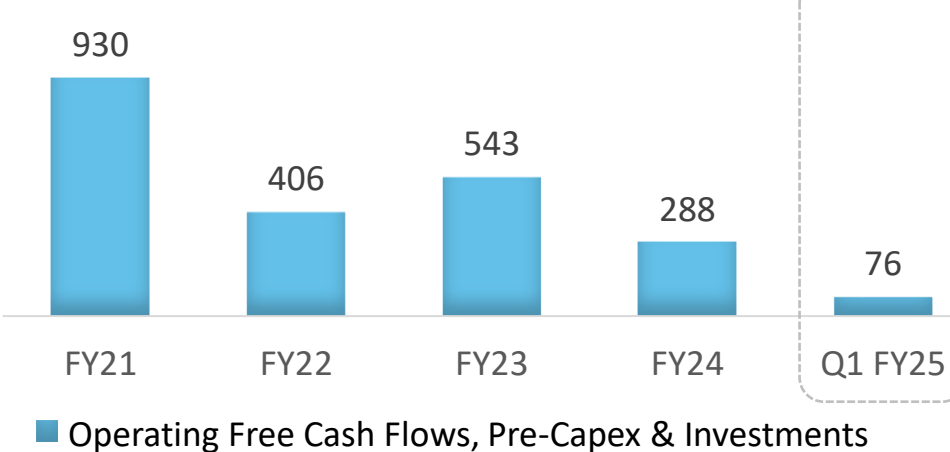
# Five Year Financial Performance Snapshot: Strengthening Balance Sheet

Consolidated (Ex. RQBE)

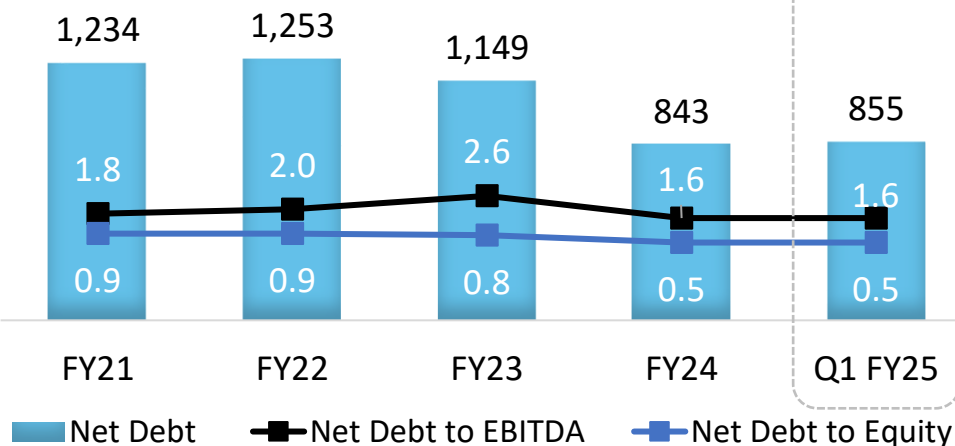
## Working Capital (Days)



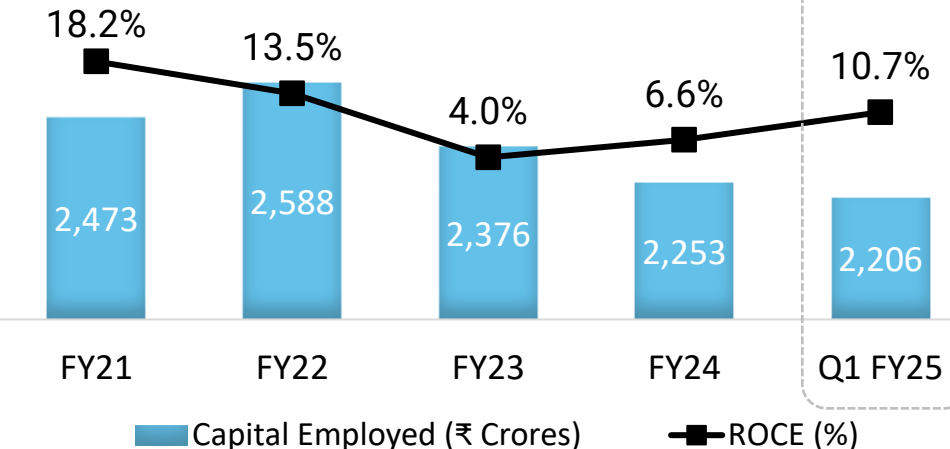
## Operating Free Cash Flows (₹ Crores)



## Net Debt (₹ Crores)



## Capital Employed (₹ Crores) & ROCE# (%)



\* Cash Conversion Cycle = Inventory Days + Debtor Days – Creditor Days

# EBIT includes Other Income for ROCE calculation; Annualised ROCE for Q1 FY25

<sup>^</sup> The decrease in Creditor Days starting FY23 is primarily due to reclassification / re-grouping in trade payables



# Consolidated (Ex RQBE) Financials Summary

Particulars (₹ Crores)	Q1 FY24	Q4 FY24	Q1 FY25	% QoQ	% YoY	FY20	FY21	FY22	FY23	FY24	% YoY
<b>Revenue from Operations</b>	<b>1,825</b>	<b>2,000</b>	<b>1,666</b>	<b>(16.7%)</b>	<b>(8.7%)</b>	<b>5,820</b>	<b>5,326</b>	<b>5,827</b>	<b>6,830</b>	<b>7,175</b>	<b>5.1%</b>
- Prism Cement	911	907	773	(14.7%)	(15.1%)	2,584	2,586	2,408	3,030	3,318	9.5%
- HRJ	548	699	539	(22.9%)	(1.7%)	1,823	1,833	2,221	2,399	2,386	(0.5%)
- Prism RMC	366	394	353	(10.3%)	(3.5%)	1,414	908	1,198	1,401	1,471	5.0%
<b>EBITDA</b>	<b>147</b>	<b>137</b>	<b>155</b>	<b>13.2%</b>	<b>5.3%</b>	<b>601</b>	<b>701</b>	<b>614</b>	<b>445</b>	<b>522</b>	<b>17.3%</b>
<b>EBITDA Margin %</b>	<b>8.0%</b>	<b>6.8%</b>	<b>9.3%</b>			<b>10.3%</b>	<b>13.2%</b>	<b>10.5%</b>	<b>6.5%</b>	<b>7.3%</b>	
Depreciation & Amortisation	91	125	110	(11.8%)	20.4%	248	289	305	384	406	5.9%
Other Income	14	9	14	49.3%	2.9%	28	39	39	33	33	(1.0%)
<b>EBIT (Incl. Other Income)</b>	<b>69</b>	<b>21</b>	<b>59</b>	<b>174.7%</b>	<b>(15.0%)</b>	<b>381</b>	<b>451</b>	<b>348</b>	<b>95</b>	<b>148</b>	<b>56.9%</b>
Finance Cost	48	51	54	6.3%	13.0%	250	210	185	185	192	3.6%
<b>Net Profit*</b>	<b>17</b>	<b>(4)</b>	<b>6</b>	<b>n/m</b>	<b>(64.4%)</b>	<b>50</b>	<b>224</b>	<b>139</b>	<b>(68)</b>	<b>202</b>	<b>n/m</b>
Net Profit Margin %	0.9%	(0.2%)	0.4%			0.9%	4.2%	2.4%	(1.0%)	2.8%	
<b>Net Debt</b>	<b>1,285</b>	<b>843</b>	<b>855</b>	<b>1.4%</b>	<b>(33.5%)</b>	<b>1,864</b>	<b>1,234</b>	<b>1,253</b>	<b>1,149</b>	<b>843</b>	<b>(26.6%)</b>
<b>FCF (Pre-Capex &amp; Investments)</b>	<b>(36)</b>	<b>371</b>	<b>76</b>	<b>(79.4%)</b>	<b>n/m</b>	<b>393</b>	<b>930</b>	<b>406</b>	<b>543</b>	<b>288</b>	<b>(47.0%)</b>

# Standalone Financials Summary

Particulars (₹ Crores)	Q1 FY24	Q4 FY24	Q1 FY25	% QoQ	% YoY	FY20	FY21	FY22	FY23	FY24	% YoY
<b>Revenue from Operations</b>	<b>1,792</b>	<b>1,968</b>	<b>1,632</b>	<b>(17.0%)</b>	<b>(8.9%)</b>	<b>5,579</b>	<b>5,035</b>	<b>5,569</b>	<b>6,712</b>	<b>7,069</b>	<b>5.3%</b>
- Prism Cement	911	907	773	(14.7%)	(15.1%)	2,584	2,586	2,408	3,030	3,318	9.5%
- HRJ	520	677	510	(24.7%)	(1.9%)	1,634	1,573	1,987	2,290	2,306	0.7%
- Prism RMC	366	394	353	(10.3%)	(3.5%)	1,414	908	1,198	1,401	1,471	5.0%
- Inter segment revenue	(4)	(10)	(4)	(56.0%)	0.9%	(53)	(32)	(23)	(9)	(27)	182.7%
<b>EBITDA</b>	<b>126</b>	<b>123</b>	<b>136</b>	<b>10.1%</b>	<b>8.0%</b>	<b>519</b>	<b>616</b>	<b>576</b>	<b>394</b>	<b>455</b>	<b>15.3%</b>
<b>EBITDA Margin %</b>	<b>7.0%</b>	<b>6.3%</b>	<b>8.3%</b>			<b>9.3%</b>	<b>12.2%</b>	<b>10.3%</b>	<b>5.9%</b>	<b>6.4%</b>	
Depreciation & Amortisation	83	113	102	(10.2%)	23.1%	214	253	275	338	371	9.6%
Other Income	14	14	15	1.8%	8.0%	27	36	35	33	39	17.6%
<b>EBIT (Incl. Other Income)</b>	<b>57</b>	<b>24</b>	<b>49</b>	<b>99.5%</b>	<b>(14.1%)</b>	<b>333</b>	<b>400</b>	<b>335</b>	<b>90</b>	<b>123</b>	<b>37.8%</b>
Finance Cost	43	46	49	7.3%	14.8%	229	191	170	167	171	2.2%
- Interest on borrowings	26	23	24	4.3%	(9.1%)	190	149	128	130	96	(26.5%)
- Other finance costs*	17	23	25	10.3%	52.0%	39	42	42	37	75	102.8%
Exceptional Items	0	6	0			10	5	(9)	7	(243)	
<b>Profit Before Tax</b>	<b>14</b>	<b>(27)</b>	<b>(1)</b>	<b>n/m</b>	<b>n/m</b>	<b>93</b>	<b>204</b>	<b>174</b>	<b>(84)</b>	<b>196</b>	<b>n/m</b>
<b>Net Profit</b>	<b>10</b>	<b>(0)</b>	<b>(0)</b>	<b>n/m</b>	<b>n/m</b>	<b>25</b>	<b>200</b>	<b>133</b>	<b>(59)</b>	<b>190</b>	<b>n/m</b>
Net Profit Margin %	0.6%	(0.0%)	(0.0%)			0.5%	4.0%	2.4%	(0.9%)	2.7%	
<b>Net Debt</b>	<b>1,084</b>	<b>662</b>	<b>705</b>	<b>6.4%</b>	<b>(35.0%)</b>	<b>1,675</b>	<b>1,040</b>	<b>1,042</b>	<b>950</b>	<b>662</b>	<b>(30.3%)</b>

	Name	Designation	Status
1	<b>Dr. Raveendra Chittoor</b>	Chairman*	Independent, Non-executive
2	<b>Mr. Rajan Raheja</b>	Director	Non-independent, Non-executive
3	<b>Mr. Akshay Raheja</b>	Director	Non-independent, Non-executive
4	<b>Mr. Vijay Aggarwal</b>	Managing Director	Non-independent, Executive
5	<b>Mr. Vivek K Agnihotri</b>	Executive Director & CEO (Cement)	Non-independent, Executive
6	<b>Mr. Sarat Chandak</b>	Executive Director & CEO (HRJ)	Non-independent, Executive
7	<b>Mr. Anil Kulkarni</b>	Executive Director & CEO (RMC)	Non-independent, Executive
8	<b>Mr. Joseph Conrad Agnelo D'Souza</b>	Director	Independent, Non-executive
9	<b>Ms. Ravina Rajpal</b>	Director	Independent, Non-executive

\* Appointed as Chairman of the Board with effect from August 9, 2024;

Mr. Shobhan Thakore and Ms. Ameeta Parpia cease to be Directors on completion of their second term as Independent Directors of the Company.

## Mr. Vijay Aggarwal

Managing Director



**Educational Background:** B. Tech (Elec.) from IIT, Delhi and PGDM from IIM, Ahmedabad

**Tenure in Company:** ~31 years

**Past Experience:** SBI Capital Markets

**Other Board Memberships:** Raheja QBE General Insurance Company Limited, Ardex Endura (India) Private Limited, The Indian Council of Ceramic Tiles and Sanitaryware



## Vivek K. Agnihotri\*

Executive Director & CEO – Cement

MBA from FMS, University of Delhi

Tenure in Company: ~9 years

Past Experience: Ambuja Cements Limited, ACC Limited



## Sarat Chandak

Executive Director & CEO – HRJ

B.SC (Hons), and MBA from University of Pune

Tenure in Company: ~5 years

Past Experience: Kajaria Ceramics Limited, RAK Ceramics India Private Limited



## Anil Kulkarni

Executive Director & CEO – Prism RMC

B.E. (Civil Engineering), PGDM

Tenure in Company: Joined in 2022

Past experience: ACC Limited, UltraTech Cement Limited, Infra.Market

\* Will cease to be Director of the Company consequent to the expiry of his term as Executive Director & CEO – Cement with effect from August 16, 2024



**Shailesh Dholakia**  
Company Secretary &  
Compliance Officer

B. Com, Company Secretary, LLB

Tenure in Company:  
Joined in January 2023

Past experience:  
Reliance Industrial Infrastructure Limited, Allcargo Logistics Limited, Zee Entertainment Enterprises Limited



**Arun Kumar Agarwal**  
Chief Financial Officer

B. Com, Chartered Accountant

Tenure in Company:  
~7 years

Past Experience:  
H. & R. Johnson (India) Limited, Future Group



**Sanjeeva**  
Chief Commercial Officer

Mining Engineering from IIT (ISM) Dhanbad, MBA from S P Jain Institute of Management & Research, Mumbai and LL.B from Nagpur University

Tenure in Company:  
~10 years

Past experience: Coal India Limited, Dow Chemical, Reliance Energy Limited



**Rajnish Sacheti**  
Chief Legal Officer

Company Secretary

Tenure in Company:  
~26 years

Past experience:  
Grasim Industries Limited



**Raakesh Jain\***  
Chief Operating Officer (Prism Cement)

B. Com, MBA (Marketing)

Tenure in Company:  
~3 years

Past Experience:  
Lafarge India Private Limited, Ultratech Cement Limited, Nuvoco Vistas Corp. Limited



**Prabir K. Ray**  
Chief Human Resources Officer

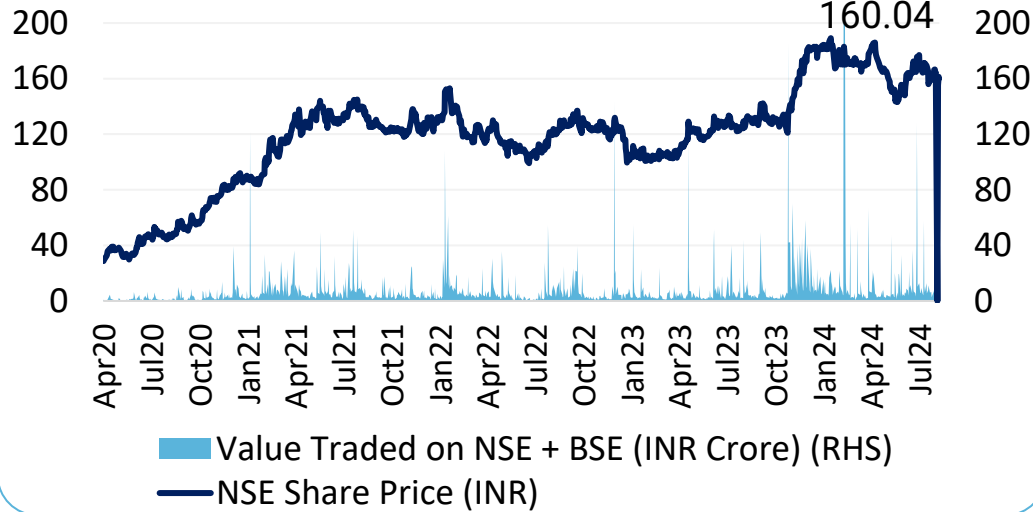
Mechanical Engineer from Delhi College of Engineering and MBA from FMS, Delhi

Tenure in Company:  
~8 years

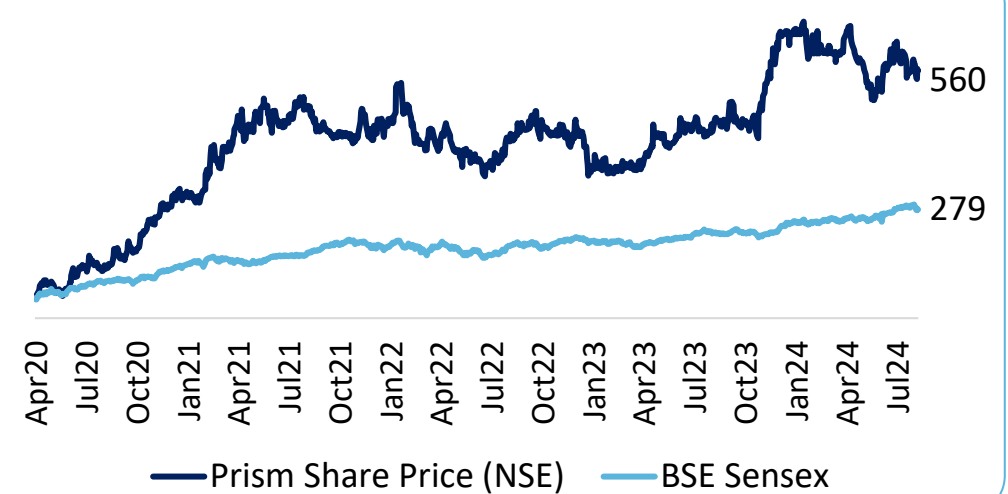
Past experience:  
UltraTech Cement Limited, ACC Limited

\* Appointed as Additional Director in the category of Whole-time Director, designated as Executive Director & CEO (Cement), with effect from August 17, 2024, subject to shareholders approval

## Absolute Share Price Performance



## Share Price Performance vs. BSE Sensex\*

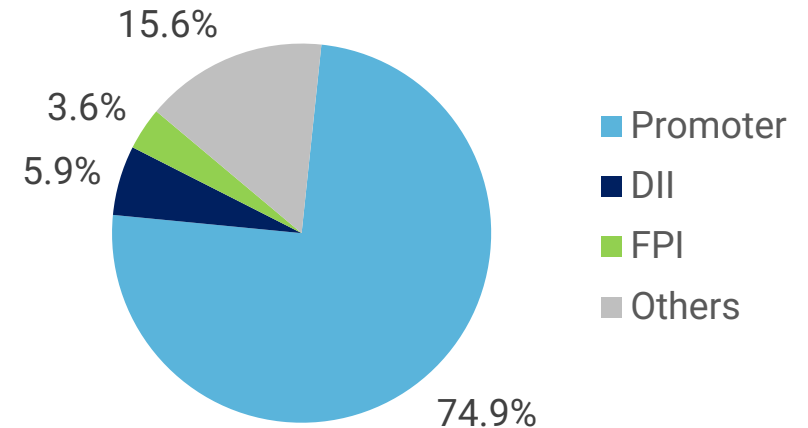


## Particulars

8-Aug-2024

NSE Ticker	PRSMJOHNSN
Share Price (₹)	160.04
52 Week Low – High	120.00-199.00
Market Cap (₹ Crore)	8,056
3-Month Avg. Value Traded (₹ Crore)	12
Indices Prism Johnson is a member of	NIFTY 500, NIFTY MIDCAP250

## Shareholding Pattern – June 30, 2024



\* 1 April 2020 prices rebased to 100

**PRISM JOHNSON LIMITED** is one of India's leading integrated building materials' companies, with a wide range of products from cement and ready-mixed concrete to tiles and bathroom products.

## **Prism Cement**

Prism Cement manufactures Cement with the brand name 'Champion' and premium quality grade of cement under brand names 'Champion Plus', 'Duratech' and 'Champion All Weather'. It caters mainly to markets of Central and Eastern Uttar Pradesh, Madhya Pradesh and Bihar, with an average lead distance of 389 kilometers in Q1 FY25. Prism Cement has a wide distribution network of over 2,500 effective dealers serviced from around 178 stock points.

## **H & R Johnson (India)**

Established in 1958, H & R Johnson (India) is one of the leading ceramic tiles companies in India. H & R Johnson (India) offers end-to-end solutions of tiles, sanitary ware, bath-fittings and engineered marble & quartz. Its products are sold under several strong brands, viz. Johnson Tiles, Johnson Marbonite, Johnson Porselano, Johnson Endura, Johnson International and Johnson Marble & Quartz. H & R Johnson (India) along with its Joint Ventures currently have a tile manufacturing capacity of around 67 million m<sup>2</sup> per annum spread across 11 manufacturing plants across the country.

## **Prism RMC**

Prism RMC is the amongst the top three players in the ready-mixed concrete sector, with a pan-India presence with 108 plants (including franchisees for purchase of ready-mixed concrete) at 49 cities / towns. Further, it has two technical labs that are certified by National Accreditation Board for Testing and Calibration Laboratories and ensures strict adherence to the quality of concrete manufactured at Prism RMC plants.

**PRISM JOHNSON LIMITED** is committed to creating long-term sustainable shareholder value through successful implementation of its growth plans. The company's investor relations mission is to maintain an ongoing awareness of its performance among shareholders and financial community.

## **PRISM JOHNSON LIMITED**

For additional information, please contact:

**Nupur Agarwal | Chief Investor Relations & Strategy Officer**

Tel: +91-98198-52256

Email: [nupur.agarwal@prismjohnson.in](mailto:nupur.agarwal@prismjohnson.in) | Website: [www.prismjohnson.in](http://www.prismjohnson.in)

Address:

"Rahejas", Main Avenue, V. P. Road, Santacruz (W), Mumbai-400 054



### **Safe Harbour**

Certain statements in this release concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.