



KAJARIA CERAMICS LIMITED

Investor Update – Q1 FY16

July 20, 2015

Kajaria
TRANSFORM YOUR WORLD

Certain Statements in this document may be forward-looking within the meaning of applicable laws and regulations. And actual results might differ substantially from those expressed or implied. Such statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors could cause our actual results to differ. Kajaria Ceramics Limited will not be in any way responsible for any action taken based on such statements.

- Chairman's Message
- Financial Performance - Q1 FY16
- Balance sheet perspective
- Joint Venture / Subsidiaries
- Income Statement
- Shareholding Pattern

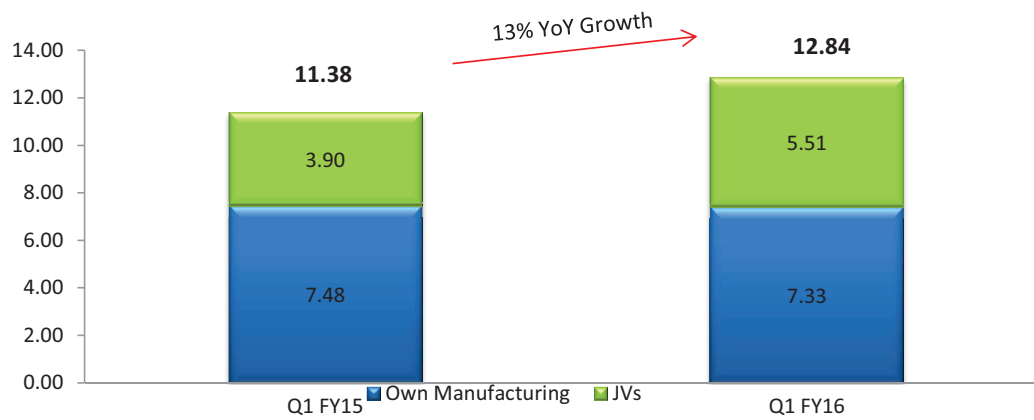
Kajaria's registered a reasonably good growth despite the dismal performance of the housing sector.

Revenue in the first quarter grew by 9% over the corresponding period in the previous year while profit after tax increased by 20% over the same period – a heartening outcome of the team's efforts in delivering shareholder value.

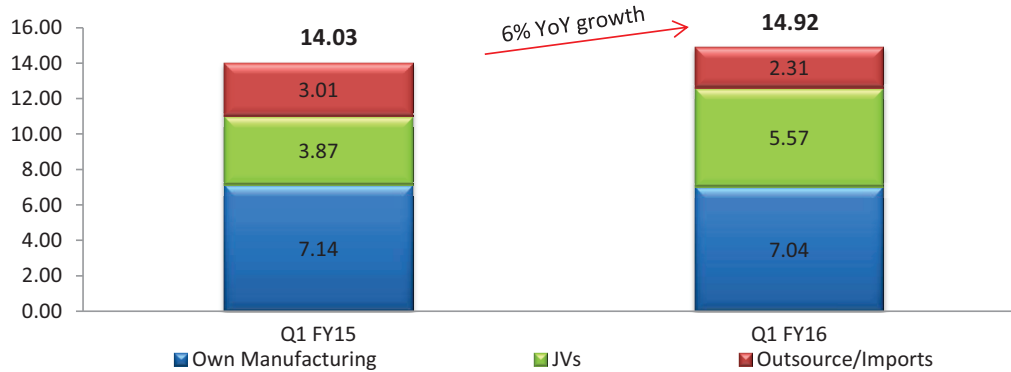
Our faucet unit commenced operations on July 17, 2015 which completes the product basket and transforms the Company from a tile manufacturer to a holistic bathroom solution provider.

Going forward, we remain optimistic of potential of the Indian tile industry as investing-inducing policies by the Central Government namely Housing for All , Swachh Bharat Abhiyaan and Smart City Mission transform into on-ground realities over coming years.

Production Growth (MSM) - Q1 FY16



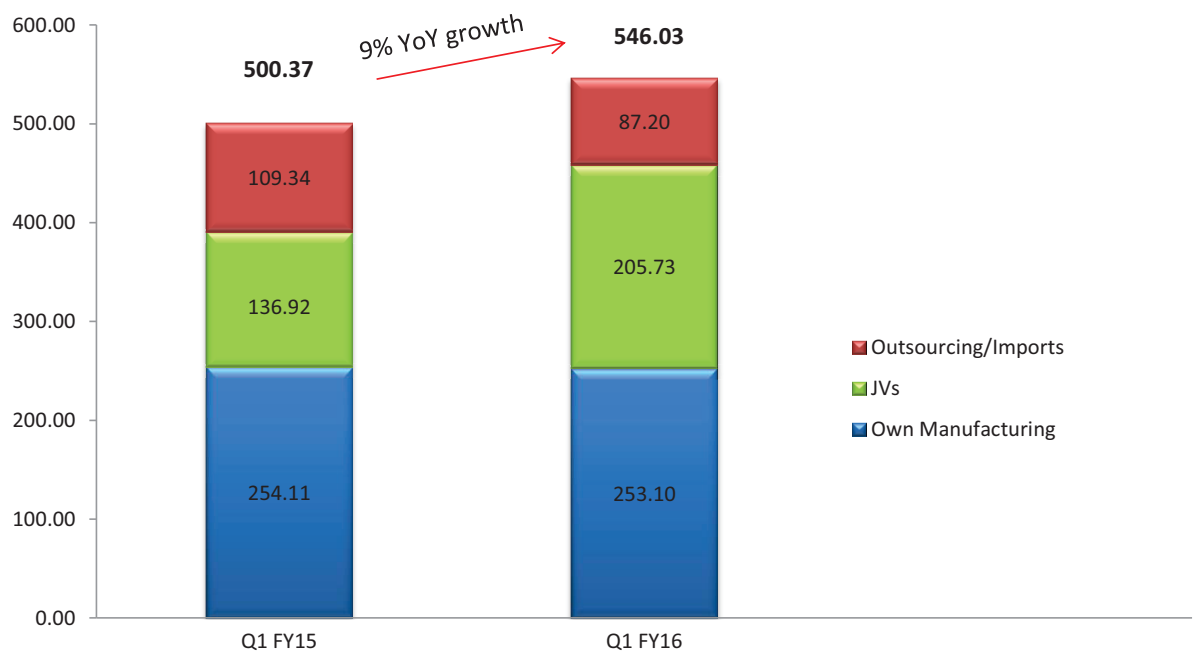
Sales Growth (MSM) – Q1 FY16



Revenue Growth

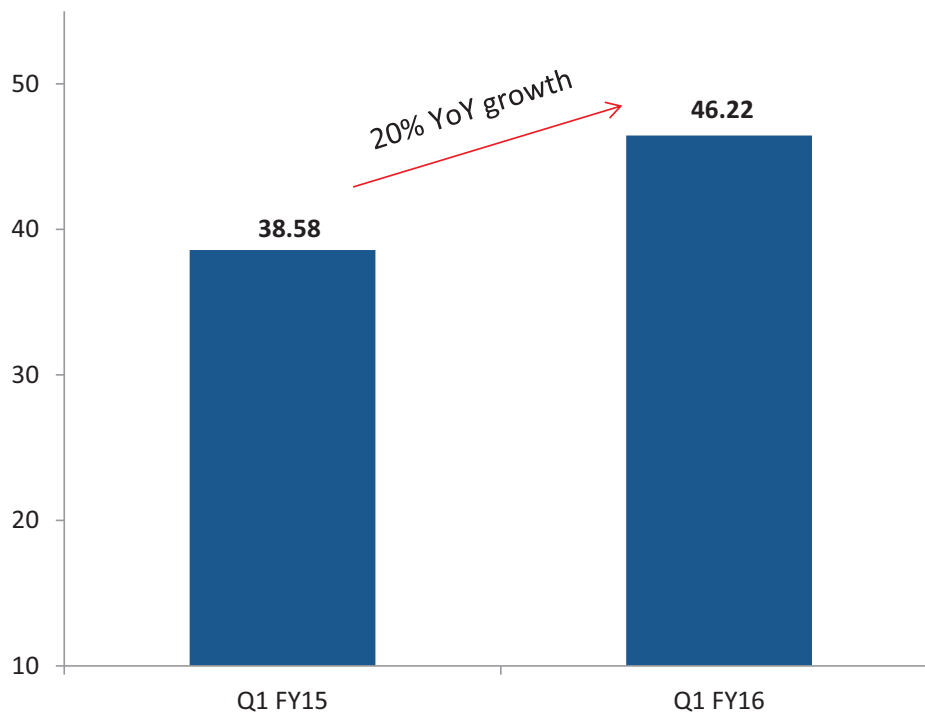
Revenue Growth - Consolidated

Rs. / Crores



PAT Growth - Consolidated

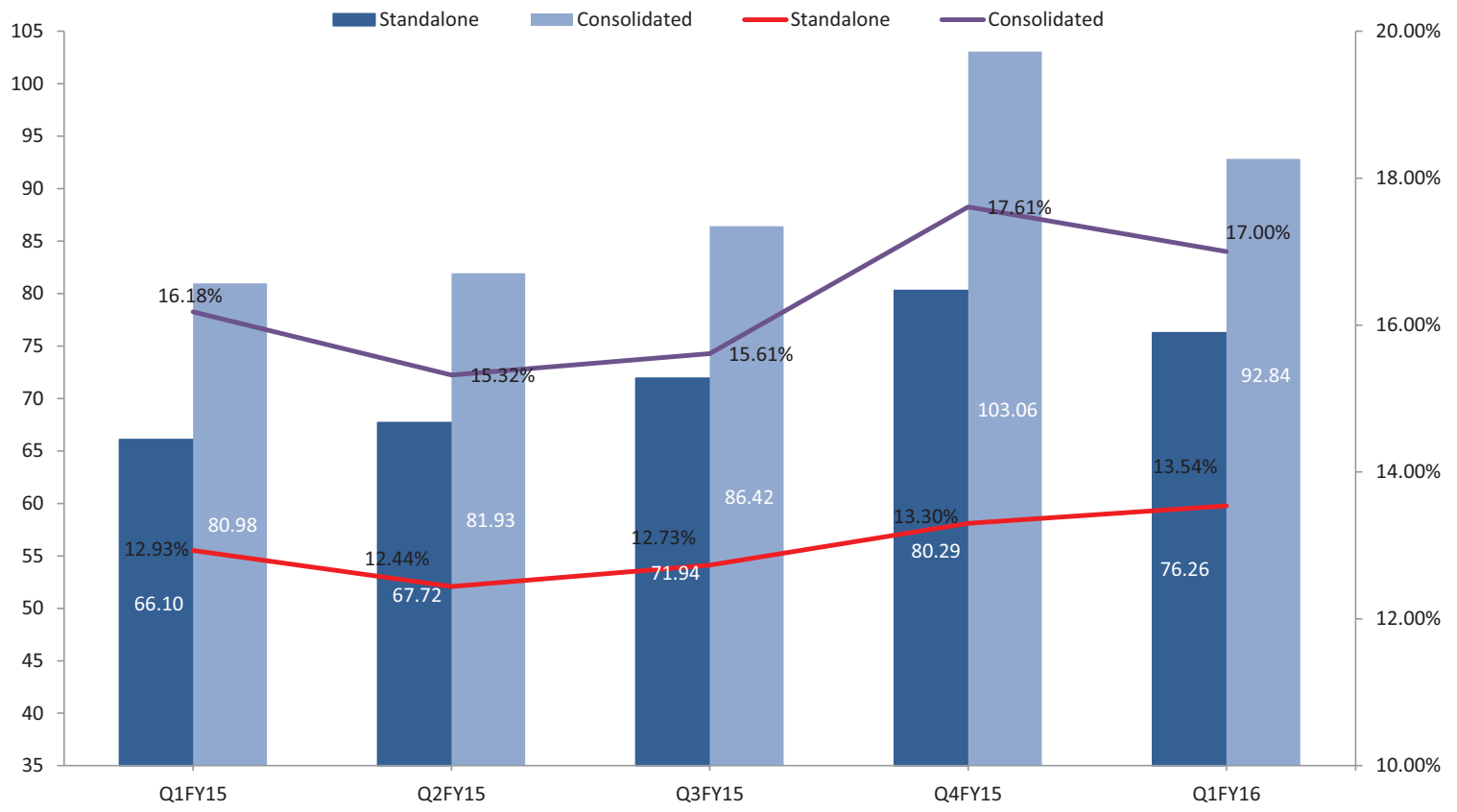
Rs. / Crores



EBIDTA / EBIDTA Margin – quarterly progression



Rs./ Crores



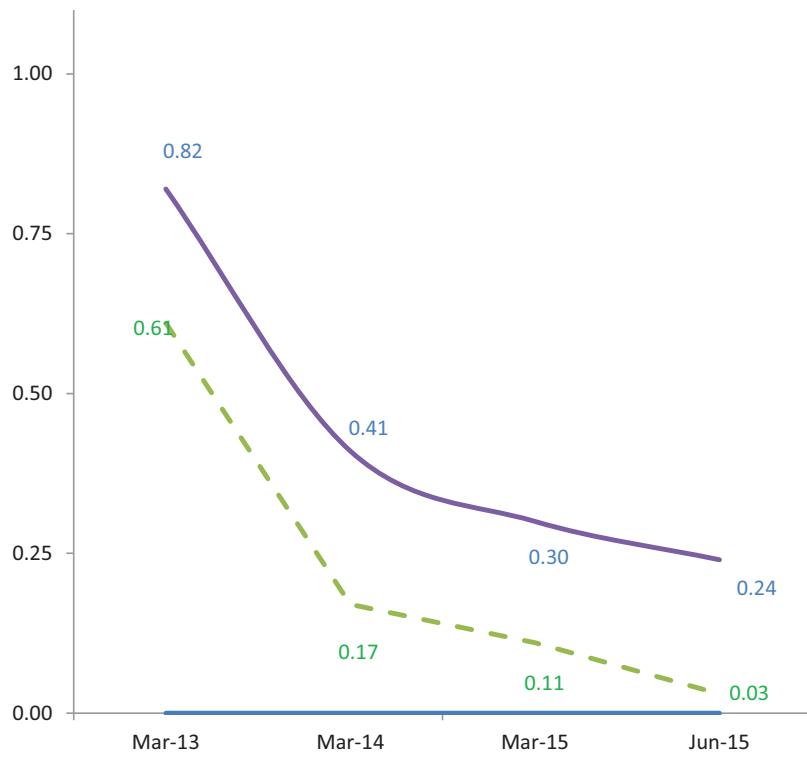
Note: Other Income has not been considered while calculating EBIDTA Margin.

Key Ratios.....



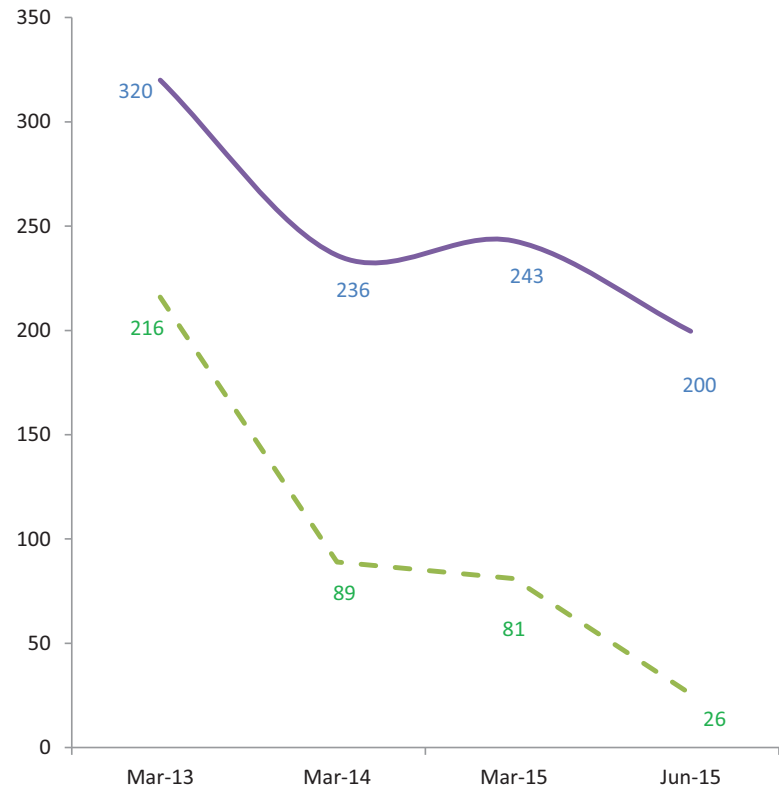
Debt Equity (X)

— Standalone — Consolidated

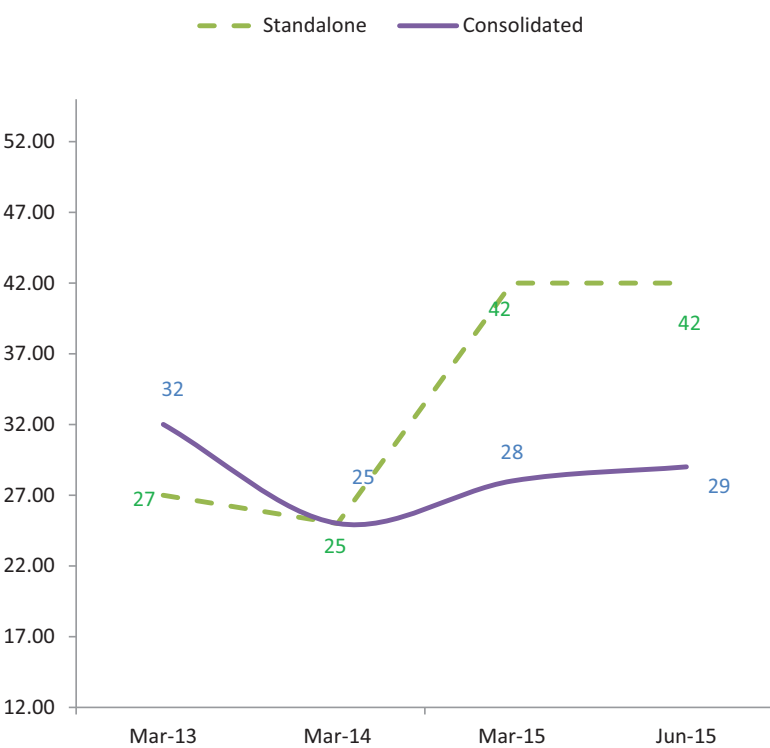


Debt (Rs. Crore)

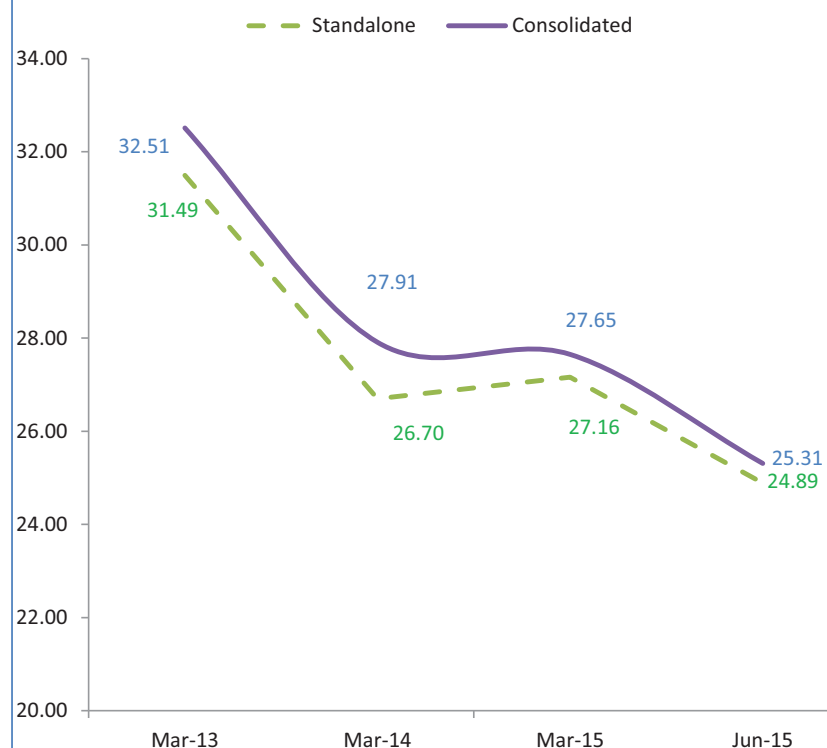
— Standalone — Consolidated



Working Capital Cycle (days)



Return on Equity (Avg.)



Capex creditors not considered in working capital cycle.

@ Working capital cycle as on 31 Mar 15 & 30 Jun 15 (on standalone basis) has gone up mainly due to increase in loans given to the subsidiaries.

* ROE as on 30th Jun. 15 taken at average of net worth as on 31st Mar. 15 & 30st Jun. 15 and Q1FY16 PAT.

Ongoing Expansion (Standalone)



A. Greenfield Project (Rajasthan)

The Company had decided to put up 5 msm Greenfield facility of polished vitrified tiles at a new location at Malutana, Distt. Thana Gazi (Rajasthan). The Board in its meeting dated 20th July has approved to increase the capacity to 6.50 MSM per annum. The project is expected to commence operations in Q416.

B. Brownfield Project (Rajasthan)

The facility at its existing location in Rajasthan for production of 3 MSM Capacity of ceramic floor tiles is complete. The full production is expected to commence by September 2015.

Joint Ventures / Subsidiaries



A. SORISO CERAMICS

Acquired 51% stake in Soriso Ceramic Pvt Ltd. based in Morbi, Gujarat in February 2011 with an annual capacity of 2.30 MSM of ceramic floor tiles. Further expanded the capacity to 4.60 MSM in March 2012. Soriso has operated at 90% capacity in Q1FY16.

B. JAXX VITRIFIED

Acquired 51% stake (now 61%) 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 which has operated at optimum capacity in Q1FY16. The brownfield expansion of 4.50 MSM polished vitrified tile plant has operated at 57% capacity in Q1FY16. We expect capacity utilisation of this plant to improve substantially during Q2 FY16.

C. 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. Vennar operated at Full capacity in Q1FY16.

D. COSA CERAMICS

Acquired 51% stake in Cosa Ceramics Pvt. Ltd., based in Morbi, Gujarat – on 16th Oct.'12, with an annual production capacity of 2.70 MSM of polished vitrified tiles. COSA operated at full capacity in Q1FY16. The commercial production in respect of brownfield expansion of 3.00 MSM polished vitrified tile capacity has commenced production on 29th Sep. 2014 which also operated at full capacity in Q1FY16.

E. TAURUS TILES

The Company has entered into another JV, Taurus Tiles Pvt. Ltd., which is putting up an 5 MSM polished vitrified tile capacity at Morbi (Gujarat). Kajaria owns 51% equity in Taurus. The commercial production has commenced on 27 June 2015.

F. FLOERA CERAMICS

The Board has approved to acquire 51% stake in Floera Ceramics Pvt. Ltd.. Floera Ceramics plans to put up a manufacturing facility of polished vitrified tiles with a capacity of 5.70 MSM p.a. in Andhra Pradesh.

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

a) Sanitaryware: Kajaria Sanitaryware (P) Ltd., in which KBL was holding 64% shares (82% Now), has started the production of sanitaryware on 6th April 2014. However, the production will achieve optimum level during the year.

b) Faucet: The 1.00 million pieces faucet facility at Gailpur (Rajasthan) commenced commercial production on 17th July 2015.

Income Statement



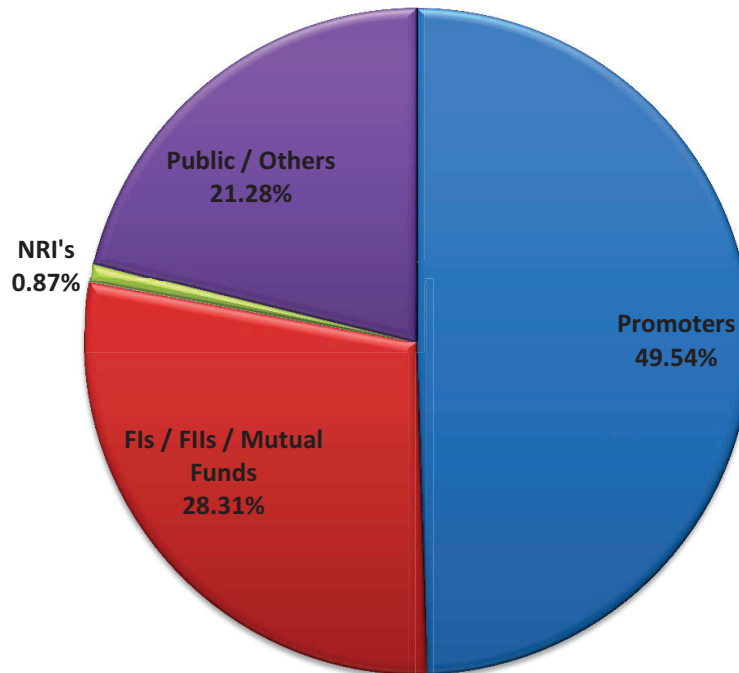
Financial highlights

(Rs in Crore)

	Q1FY16		Q1FY15		Growth		FY15		FY14		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Sales	600.11	609.59	545.43	551.46	10%	11%	2369.40	2404.08	2001.03	2015.00	18%	19%
Net Sales	563.06	546.03	511.28	500.37	10%	9%	2224.34	2174.59	1875.47	1829.45	19%	19%
EBIDTA	76.26	92.84	66.10	80.98	15%	15%	286.05	354.13	237.49	285.12	20%	24%
EBIDTA MARGIN	13.54%	17.00%	12.93%	16.18%			12.86%	16.28%	12.66%	15.59%		
Depreciation	11.11	16.47	9.86	12.67	13%	30%	39.38	55.88	36.49	47.00	8%	19%
Other Income	4.32	1.21	0.39	0.45	1008%		8.49	7.22	2.07	1.87	310%	286%
Interest	2.27	7.36	2.39	7.56	-5%	-3%	5.97	29.39	26.27	40.82	-77%	-28%
Exceptional Items							5.75	5.75				
Profit Before Tax	67.20	70.22	54.24	61.20	24%	15%	243.44	270.33	176.80	199.17	38%	36%
Tax	20.83	21.87	17.90	20.50	16%	7%	75.08	85.43	60.06	67.82	25%	26%
Minority Interest		2.13		2.12				9.30		7.13		
Cash Profit	57.48	62.69	46.20	51.25	24%	22%	207.74	231.48	153.23	171.22	36%	35%
Profit After Tax	46.37	46.22	36.34	38.58	28%	20%	168.36	175.60	116.74	124.22	44%	41%
Equity	15.89	15.89	15.12	15.12			15.89	15.89	15.12	15.12		
EPS (Basic) (Rs)	5.83	5.82	4.81	5.10	21%	14%	21.80	22.74	15.70	16.71	39%	36%

As on 30th JUNE 2015

Equity Shares Outstanding – 79.47 millions



Kajaria Ceramics is the largest manufacturer of ceramic/vitrified tiles in India. It has an annual capacity of 59.10 mn. sq. meters presently, distributed across eight plants - one in Sikandrabad (UP), one in Gailpur (Raj.), five in Morbi (Guj.) and one in Vijaywada (AP).

Kajaria is the only Indian ceramic tile company awarded with 'Superbrand' status for eighth consecutive time.

For further information, please visit www.kajariaceramics.com or contact:

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