



January 31, 2018

**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')**

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 1.00 p.m. and concluded at 1.45 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, 2017.

The Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter/nine months ended December 31, 2017 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.

We have also uploaded the above results 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. Approved re-appointment of Mr. Chetan Kajaria and Mr. Rishi Kajaria as the Joint Managing Directors of the Company for a further period of 3 years effective from April 1, 2018. The said re-appointment of Mr. Chetan Kajaria and Mr. Rishi Kajaria will be subject to approval of the shareholders of the Company. Details pursuant to Regulation 30 of the Listing Regulations are given in Annexure-A.
3. Approved expansion of capacity of manufacturing polished vitrified tiles at the existing facility at Malutana, Rajasthan by 5.60 msm per annum making total polished vitrified tiles capacity to 12.10 msm per annum. Details pursuant to Regulation 30 of the Listing Regulations are given in Annexure-B.
4. Investors' Release dated January 31, 2018 specifying the summary of financial performance and other developments for the quarter/nine months ended December 31, 2017 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

**Corporate Office :** J1/B1 (Extn.), Mohan Co - op Industrial Estate, Mathura Road, New Delhi - 110044, Ph.: +91-11-26946409 | Fax: +91-11- 26946407  
**Regd Office:** SF-11 Second Floor, JMD Regent Plaza Mehrauli Gurgaon Road, Village Sikanderpur Ghosi, Gurgaon-122001, Haryana, Ph.: +91-124-4081281  
**CIN No. :** L26924HR1985PLC056150 **E-mail:** [info@kajariaceramics.com](mailto:info@kajariaceramics.com) | **Web:** [www.kajariaceramics.com](http://www.kajariaceramics.com)



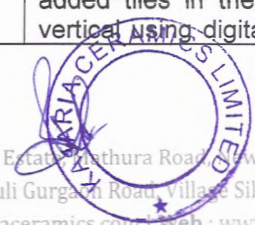
## Annexure-A

### Details regarding re-appointment of Mr. Chetan Kajaria and Mr. Rishi Kajaria as Joint Managing Directors of the Company

Sr. No.	Particulars	Mr. Chetan Kajaria	Mr. Rishi Kajaria
1.	Reason for change viz. appointment, resignation, removal, death or otherwise	Mr. Chetan Kajaria has been re-appointed as Joint Managing Director, in view of his contribution towards the excellent growth of Company. (Please refer Point 3 below)	Mr. Rishi Kajaria has been re-appointed as Joint Managing Director, in view of his contribution towards the excellent growth of the Company. (Please refer Point 3 below)
2.	Date of appointment / cessation (as applicable) & term of appointment	The Board of Directors of the Company has re-appointed Mr. Chetan Kajaria as the Joint Managing Director of the Company for a further period of 3 years effective from April 1, 2018.  The re-appointment of Mr. Chetan Kajaria will be subject to approval of the shareholders of the Company.	The Board of Directors of the Company has re-appointed Mr. Rishi Kajaria as the Joint Managing Director of the Company for a further period of 3 years effective from April 1, 2018.  The re-appointment of Mr. Rishi Kajaria will be subject to approval of the shareholders of the Company.
3.	Brief Profile (in case of appointment)	Mr. Chetan Kajaria is a Bachelor in Petrochemical Engineering (B.E.) from Pune University and holds an MBA from Boston College, U.S.A. He started his journey at Kajaria Ceramics Limited in the year 2000 and has been instrumental in giving a new dimension to the Company by opening international standard tile showrooms across the country which has today become an industry trend.  He is spearheading the ceramic tile vertical. He is responsible for the first ever acquisition in the Company's history-acquiring a ceramic tile plant in Gujarat for feeding the Western and Southern markets in February 2011.  He spread the concept of value added tiles in the ceramic tile vertical using digital technology	Mr. Rishi Kajaria holds a B.Sc. in Business Administration from Boston University, U.S.A. He joined Kajaria Ceramics Limited in the year 2003 and spearheads the vitrified tile vertical. Initially, he opted for trading vitrified tiles rather than joining the race of setting up capacities. After importing for 5 years, he decided to manufacture them. The first production unit for vitrified tile was started in Sikandrabad in 2010. Subsequently, Kajaria Ceramics Limited commissioned a huge expansion of vitrified tiles at Gailpur in 2011.  He has also launched high-end showrooms dedicated to showcase glazed vitrified tiles imported from Europe and China targeted at the HNI community in India – seeding the market and living up to the

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		<p>from Spain by displaying at dealers' showroom across the country. He had also led the acquisition of a ceramic tile plant in Vijayawada, Andhra Pradesh in April 2012, marking the Company's entry into the growing markets of South India.</p> <p>He has played a key role in making Kajaria Ceramics Limited a leading manufacturer of ceramic wall &amp; floor tiles in India.</p>	<p>repute of Kajaria brand of marketing aspiration.</p> <p>He commissioned a unit at Gailpur to manufacture glazed vitrified tiles matching the globally- sourced variants and offered it to the Indian customers at considerably lower prices.</p> <p>He was instrumental in acquiring three tile companies in Morbi, Gujarat and one in Rajahmundry, Andhra Pradesh. With this strategy, he added capacity without any gestation period and acquired reach (West and South) which was critical to capitalise on the various pan-India opportunities. This resulted in additional sales volumes and profit acceleration for the Company. He is also responsible for spearheading the lateral shift of the Company into Sanitaryware and faucets in keeping with the overall growth master plan.</p>
4.	<b>Disclosure of relationships between Directors (in case of appointment of a Director)</b>	<p>Mr. Ashok Kajaria, Chairman &amp; Managing Director is father of Mr. Chetan Kajaria and Mr. Rishi Kajaria.</p> <p>Mr. Chetan Kajaria is brother of Mr. Rishi Kajaria.</p>	<p>Mr. Ashok Kajaria, Chairman &amp; Managing Director is father of Mr. Chetan Kajaria and Mr. Rishi Kajaria.</p> <p>Mr. Rishi Kajaria is brother of Mr. Chetan Kajaria.</p>



## Kajaria Ceramics Limited





## Annexure-B

### Details regarding proposed expansion of manufacturing capacity of polished vitrified tiles at Malutana, Rajasthan Plant of the Company

Sr. No.	Particulars	Details
1.	Existing capacity	6.50 MSM per annum
2.	Existing capacity utilisation	86%
3.	Proposed capacity addition	5.60 MSM per annum
4.	Period within which the proposed capacity is to be completed	Expected to be completed in F.Y. 2018-19
5.	Investment required	Rs. 80 crores
6.	Mode of financing	Debt / Internal accruals
7.	Rationale	To meet the future demand of Polished Vitrified Tiles



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# Walker Chandiook & Co LLP

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New Delhi 110001  
India

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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 2017 and the year to date results for the period 1 April 2017 to 31 December 2017, 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, 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.



Chartered Accountants

Offices in Bengaluru, Chandigarh, Chennai, Gurgaon, Hyderabad, Kolkata, Mumbai, New Delhi, Noida and Pune

Walker Chandiook & Co LLP is registered with limited liability with identification number AAC-2085 and its registered office at L-41 Connaught Circus, New Delhi, 110001, India

# Walker Chandiook & Co LLP

## 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 (cont'd)

4. The unaudited financial results for the quarter ended 31 December 2016 and the year to date results for the period 1 April 2016 to 31 December 2016, included in the Statement were reviewed by the predecessor auditors, O. P. Bagla & Co., Chartered Accountants, who have issued unmodified review report dated 24 January 2017 on such financial results. Further, the financial results for the year ended 31 March 2017 included in the Statement were audited by the predecessor auditors who have expressed an unmodified opinion vide their audit report dated 15 May 2017 on such financial results.

*Walker Chandiook & Co LLP*

For Walker Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

*Neeraj*

per Neeraj Sharma

Partner

Membership No. 502103

Place : New Delhi

Date : 31 January 2018



**STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS  
FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2017**

(₹ in crores, except per share data)

PARTICULARS	Quarter ended			Nine months ended		Year ended
	31 December 2017	30 September 2017	31 December 2016	31 December 2017	31 December 2016	31 March 2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1. INCOME</b>						
a) Revenue from operations	624.05	633.84	645.40	1,926.89	1,961.93	2,720.11
b) Other income	5.16	4.12	5.86	14.60	17.98	25.34
<b>Total income (1)</b>	<b>629.21</b>	<b>637.96</b>	<b>651.26</b>	<b>1,941.49</b>	<b>1,979.91</b>	<b>2,745.45</b>
<b>2. EXPENSES</b>						
a) Cost of materials consumed	115.96	128.20	90.94	359.56	298.78	403.95
b) Purchases of stock-in-trade	186.19	188.27	222.16	598.25	677.05	932.86
c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	0.37	10.88	4.81	(14.24)	(24.33)	(12.87)
d) Excise duty	-	-	44.34	47.57	138.16	192.15
e) Employee benefits expense	62.34	64.23	55.92	184.98	167.45	220.52
f) Finance costs	1.12	1.54	0.72	3.64	2.91	3.54
g) Depreciation and amortisation expense	15.76	15.12	13.41	45.61	39.58	53.20
h) Power and fuel	81.88	79.76	63.04	236.27	187.30	266.04
i) Other expenses	75.14	37.20	66.08	192.98	193.17	278.80
<b>Total expenses (2)</b>	<b>538.76</b>	<b>525.20</b>	<b>561.42</b>	<b>1,654.62</b>	<b>1,680.07</b>	<b>2,338.19</b>
<b>3. Profit before exceptional items and tax (1-2)</b>	<b>90.45</b>	<b>112.76</b>	<b>89.84</b>	<b>286.87</b>	<b>299.84</b>	<b>407.26</b>
4. Exceptional items	-	-	-	(3.61)	-	-
<b>5. Profit before tax (3-4)</b>	<b>90.45</b>	<b>112.76</b>	<b>89.84</b>	<b>283.26</b>	<b>299.84</b>	<b>407.26</b>
6. Tax expense:						
a) Current tax	29.53	35.52	25.75	92.06	91.50	122.17
b) Deferred tax	1.34	2.32	3.58	4.56	8.57	14.93
<b>7. Profit for the period (5-6)</b>	<b>59.58</b>	<b>74.92</b>	<b>60.51</b>	<b>186.64</b>	<b>199.77</b>	<b>270.16</b>
<b>8. Other comprehensive income</b>						
A i) Items that will not be reclassified to profit or loss	(0.38)	(0.74)	-	(1.60)	-	(0.67)
ii) Income-tax relating to items that will not be reclassified to profit or loss	-	-	-	-	-	-
B i) Items that will be reclassified to profit or loss	-	-	-	-	-	-
ii) Income-tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
<b>9. Total comprehensive income for the period (comprising profit and other comprehensive income for the period) (7+8)</b>	<b>59.20</b>	<b>74.18</b>	<b>60.51</b>	<b>185.04</b>	<b>199.77</b>	<b>269.49</b>
<b>10. Paid up equity share capital (face value : ₹ 1 per share)</b>	<b>15.89</b>	<b>15.89</b>	<b>15.89</b>	<b>15.89</b>	<b>15.89</b>	<b>15.89</b>
<b>11. Other equity</b>						<b>1,163.80</b>
12. Earnings per equity share:						
i) Basic	3.75	4.71	3.81	11.74	12.57	17.00
ii) Diluted	3.74	4.70	3.80	11.71	12.53	16.95



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IDENTIFICATION  
PURPOSE**


**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 31 January 2018 and have undergone 'Limited Review' by the statutory auditors of the Company.
- 2 The above results have been prepared in accordance with the Indian Accounting Standards ('Ind-AS') as notified under the Companies (Indian Accounting Standards) Rules, 2015, amended by the Companies (Indian Accounting Standards) Amendment Rules, 2016, specified under section 133 of the Companies Act, 2013.
- 3 During the quarter ended 31 December 2017, the company has acquired an additional 21.37% of the equity shares of Jaxx Vitriified Private Limited (subsidiary company) and subsequently controls 82.37% of the said entity.
- 4 Post the applicability of Goods and Services 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 quarter ended and nine months ended 31 December 2017 are not comparable with the corresponding previous quarter/nine months presented in the financial results which are reported inclusive of Excise Duty.
- 5 The Company's business primarily falls within a single business segment in terms of the Indian Accounting Standards 108 'Operating Segments' and hence no additional disclosures are being furnished.

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IDENTIFICATION  
PURPOSES**



For and on behalf of the Board



**Ashok Kajaria**  
Chairman & Managing Director

Place: New Delhi  
Date: 31 January 2018

**KAJARIA CERAMICS LIMITED**

Regd Office: SF-11, Second Floor, JMD Regent Plaza, Mehrauli-Gurgaon Road, Village Sikanderpur Ghosi,  
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CIN: L26924HR1985PLC056150, E-mail: [investors@kajariaceramics.com](mailto:investors@kajariaceramics.com) Website: [www.kajariaceramics.com](http://www.kajariaceramics.com)



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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 2017 and the consolidated year to date results for the period 01 April 2017 to 31 December 2017, 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 ChandioK & 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 seven subsidiaries included in the Statement whose financial results reflect total revenues of ₹ 152.84 crores and ₹ 479.64 crores for the quarter and period ended 31 December 2017 respectively and net loss (including other comprehensive income) of ₹ 6.62 crores and ₹ 32.85 crores for the quarter and period ended 31 December 2017 respectively. 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.

5. The unaudited consolidated financial results for the quarter ended 31 December 2016 and the year to date results for the period 1 April 2016 to 31 December 2016, included in the Statement were reviewed by the predecessor auditors, O. P. Bagla & Co., Chartered Accountants, who have issued unmodified review report dated 24 January 2017 on such consolidated financial results. Further, the consolidated financial results for the year ended 31 March 2017 included in the Statement were audited by the predecessor auditors who have expressed an unmodified opinion vide their audit report dated 15 May 2017 on such consolidated financial results.

*Walker ChandioK & Co LLP*

**For Walker ChandioK & Co LLP**

Chartered Accountants

Firm Registration No: 001076N/N500013

*Neeraj*

per **Neeraj Sharma**

Partner

Membership No. 502103



Place : New Delhi

Date : 31 January 2018

**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. Soriso Ceramic Private Limited;
2. Jaxx Vitified Private Limited;
3. Vennar Ceramics Limited;
4. Floera Ceramics Private Limited;
5. Cosa Ceramics Private Limited; and
6. Kajaria Bathware Private Limited
7. Taurus Tiles Private Limited (till 29 June 2017)



**STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS  
FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2017**

(₹ in crores, except per share data)

PARTICULARS	Quarter ended			Nine months ended		Year ended
	31 December 2017	30 September 2017	31 December 2016	31 December 2017	31 December 2016	31 March 2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1. INCOME</b>						
a) Revenue from operations	661.16	671.23	677.08	2,032.51	2,050.24	2,854.51
b) Other income	1.77	1.13	2.10	5.70	7.61	15.36
<b>Total income (1)</b>	<b>662.93</b>	<b>672.36</b>	<b>679.18</b>	<b>2,038.21</b>	<b>2,057.85</b>	<b>2,869.87</b>
<b>2. EXPENSES</b>						
a) Cost of materials consumed	167.27	183.99	146.29	540.50	497.14	677.13
b) Purchases of stock-in-trade	80.93	86.05	55.17	245.60	150.16	229.67
c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	7.63	21.63	24.66	(16.82)	(4.02)	12.63
d) Excise duty	-	-	70.40	71.95	221.34	304.88
e) Employee benefits expenses	78.97	81.41	71.98	236.95	218.00	288.71
f) Finance costs	5.22	6.39	8.27	19.41	26.18	34.00
g) Depreciation and amortisation expense	22.26	21.57	20.62	65.67	60.90	81.39
h) Power and fuel	120.92	119.82	100.91	367.31	318.07	448.02
i) Other expenses	95.48	56.31	95.03	250.73	284.02	397.14
<b>Total expenses (2)</b>	<b>578.68</b>	<b>577.17</b>	<b>593.33</b>	<b>1,781.30</b>	<b>1,771.79</b>	<b>2,473.57</b>
<b>3. Profit before exceptional items and tax (1-2)</b>	<b>84.25</b>	<b>95.19</b>	<b>85.85</b>	<b>256.91</b>	<b>286.06</b>	<b>396.30</b>
4. Exceptional items	-	-	-	0.75	-	-
<b>5. Profit before tax (3-4)</b>	<b>84.25</b>	<b>95.19</b>	<b>85.85</b>	<b>257.66</b>	<b>286.06</b>	<b>396.30</b>
6. Tax expense:						
a) Current tax	29.83	35.91	26.76	94.15	94.21	126.41
b) Deferred tax	1.31	2.33	4.13	4.54	10.21	16.08
<b>7. Profit for the period (5-6)</b>	<b>53.11</b>	<b>56.95</b>	<b>54.96</b>	<b>158.97</b>	<b>181.64</b>	<b>253.81</b>
<b>8. Profit from continuing operations for the period attributable to:</b>						
a) Owners of the Company	54.31	63.70	55.11	168.99	182.14	252.84
b) Non controlling interests	(1.20)	(6.75)	(0.15)	(10.02)	(0.50)	0.97
<b>9. Other comprehensive income</b>						
A i) Items that will not be reclassified to profit or loss	(0.38)	(0.74)	-	(1.60)	-	(0.72)
ii) Income-tax relating to items that will not be reclassified to profit or loss	-	-	-	-	-	-
B i) Items that will be reclassified to profit or loss	-	-	-	-	-	-
ii) Income-tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
<b>10. Total comprehensive income for the period (comprising profit and other comprehensive income for the period) (8+9)</b>	<b>53.93</b>	<b>62.96</b>	<b>55.11</b>	<b>167.39</b>	<b>182.14</b>	<b>252.12</b>
<b>11. Paid up equity share capital (face value : ₹ 1 per share)</b>	<b>15.89</b>	<b>15.89</b>	<b>15.89</b>	<b>15.89</b>	<b>15.89</b>	<b>15.89</b>
<b>12. Other equity</b>						<b>1,159.23</b>
13. Earnings per equity share:						
i) Basic	3.42	4.01	3.47	10.99	11.46	15.91
ii) Diluted	3.41	4.00	3.46	10.99	11.43	15.87



**SIGNED FOR  
IDENTIFICATION  
PURPOSES**



**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 31 January 2018 and have undergone 'Limited Review' by the statutory auditors of the Company.
- 2 The above results have been prepared in accordance with the Indian Accounting Standards ('Ind-AS') as notified under the Companies (Indian Accounting Standards) Rules, 2015, amended by the Companies (Indian Accounting Standards) Amendment Rules, 2016, specified under section 133 of the Companies Act, 2013.
- 3 During the quarter ended 31 December 2017, the company has acquired an additional 21.37% of the equity shares of Jaxx Vitriified Private Limited (subsidiary company) and subsequently controls 82.37% of the said entity
- 4 Post the applicability of Goods and Services 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 quarter ended and nine months ended 31 December 2017 are not comparable with the corresponding previous quarter/nine months presented in the financial results which are reported inclusive of Excise Duty.
- 5 The Company's business primarily falls within a single business segment in terms of the Indian Accounting Standards 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: 31 January 2018

**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

## EXTRACT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2017

(₹ in crores, except per share data)

Sr No	Particulars	Quarter ended	Nine months ended	Quarter ended
		31 December 2017	31 December 2017	31 December 2016
		(Unaudited)	(Unaudited)	(Unaudited)
1	<b>Income</b>			
	a) Revenue from operations	661.16	2032.51	677.08
	b) Other income	1.77	5.70	2.10
2	Net Profit for the period (before Tax, Exceptional and/or Extraordinary items)	84.25	256.91	85.85
3	Net Profit for the period before Tax (after Exceptional and/or Extraordinary items)	84.25	257.66	85.85
4	Net Profit for the period after Tax, (after Exceptional and/or Extraordinary items and after minority interest)	54.31	168.99	55.11
5	Total comprehensive income for the period [Comprising Profit for the period (after tax) and other comprehensive income (after tax)]	53.93	167.39	55.11
6	Equity share capital (Face value of Re 1/- per share)	15.89	15.89	15.89
7	Reserves (excluding revaluation reserve) as shown in the audited balance sheet of the previous year.	1159.23 (as on 31 Mar 17)	1159.23 (as on 31 Mar 17)	956.01 (as on 31 Mar 16)
8	Earnings per share (of Re 1/- each) (for continuing and discontinued operations)			
	a) Basic:	3.42	10.63	3.47
	b) Diluted:	3.41	10.60	3.46

**Notes:**

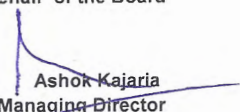
- 1 The above financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 31 January 2018 and have undergone 'Limited Review' by the statutory auditors of the Company.
- 2 The above results have been prepared in accordance with the Indian Accounting Standards ('Ind-AS') as notified under the Companies (Indian Accounting Standards) Rules, 2015, amended by the Companies (Indian Accounting Standard) Amendment Rules, 2016, specified under section 133 of the Companies Act, 2013.
- 3 **Additional information on standalone financial results is as follows:**

₹ In crores

Sr No	Particulars	Quarter ended	Nine months ended	Quarter ended
		31 December 2017	31 December 2017	31 December 2016
		(Unaudited)	(Unaudited)	(Unaudited)
1	<b>Income</b>			
	a) Revenue from operations	624.05	1926.89	645.40
	b) Other income	5.16	14.60	5.86
2	Net Profit before tax	90.45	283.26	89.84
3	Net Profit after tax	59.58	186.64	60.51
4	Total comprehensive income for the period	59.20	185.04	60.51

- 4 Post the applicability of Goods and Services 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 quarter ended and nine months ended 31 December 2017 are not comparable with the corresponding previous quarter/nine months presented in the financial results which are reported inclusive of Excise Duty.
- 5 The above is an extract of the detailed format of Financial Results for the quarter and nine months ended 31 December 2017 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: 31 January 2018

### 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  
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 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 FY18 / 9M FY18

Jan 31, 2018

**Kajaria**  
TRANSFORM YOUR WORLD

- Chairman's Message
- Financial Performance – Q3 FY18 / 9M FY18
- Balance sheet perspective
- Joint Venture / Subsidiaries Income
- Statement
- Shareholding Pattern



From 15<sup>th</sup> November, the Government reduced the GST rate on tiles from 28% to 18% which was much needed and a step in right direction. The retail customer, was uncomfortable in paying 28% GST as compared to 12-14% VAT he was paying earlier.

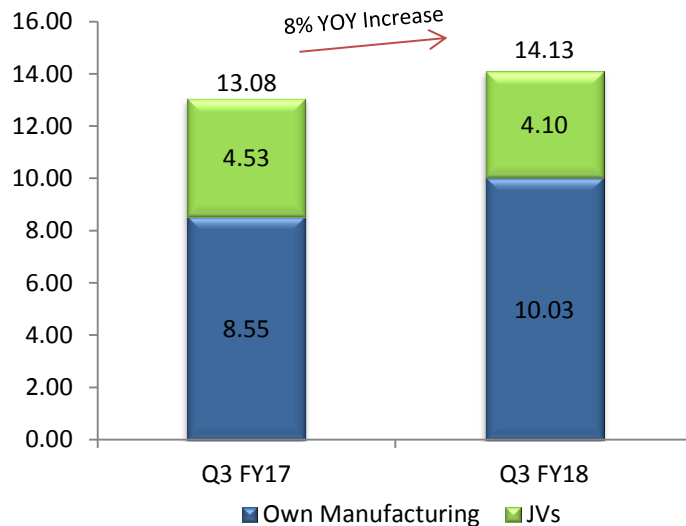
This, would not only help in the growth of the industry but also move customer and dealers towards branded tiles due to the marginalized price differential with unbranded variants - thereby increasing the proportion of the organized segment within the overall industry pie.

Aligning with the Government's mindset, we passed on the benefit of this duty reduction to our customers which should help in enlarging the offtake of tiles in the country.

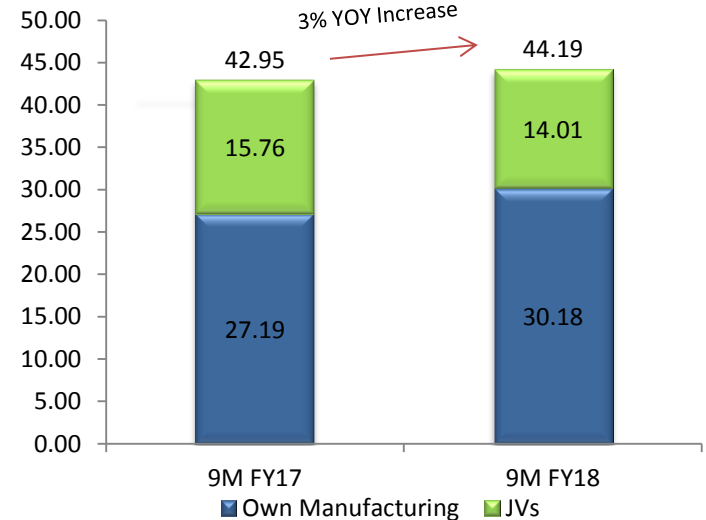
Revenue increased by about 9% in Q3/2017-18 over the corresponding period of the previous year, largely mirroring the growth in sales volumes (10%) over the same period. However the Net Profit declined marginally by 1% in Q3/2017-18 over the corresponding period of the previous year primarily due to an uptick in gas prices and manufacturing capacities operating at sub optimum level.

Going forward, we sense a positive sentiment should emerge in the housing sector after a prolonged lackadaisical environment – which would also augur well for tiles offtake..

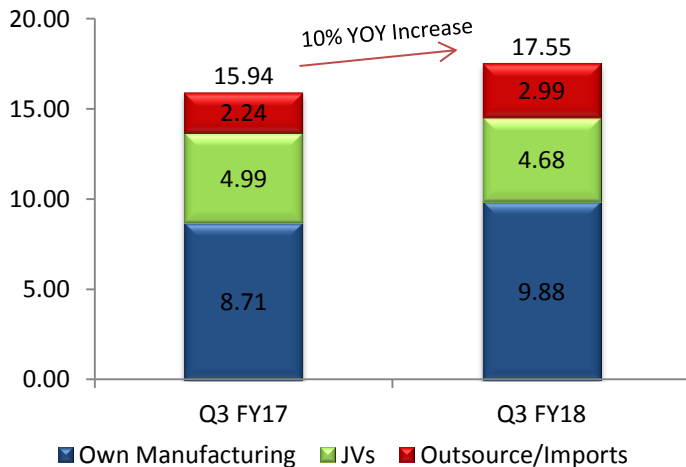
### Production Growth (MSM) - Q3 FY18



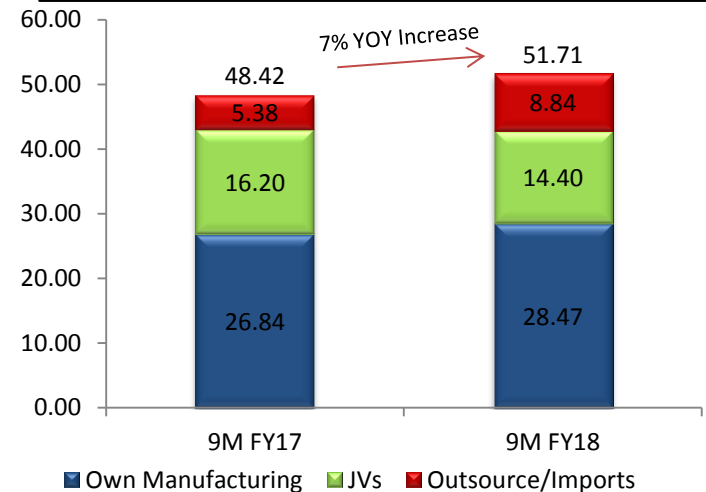
### Production Growth (MSM) - 9M FY18



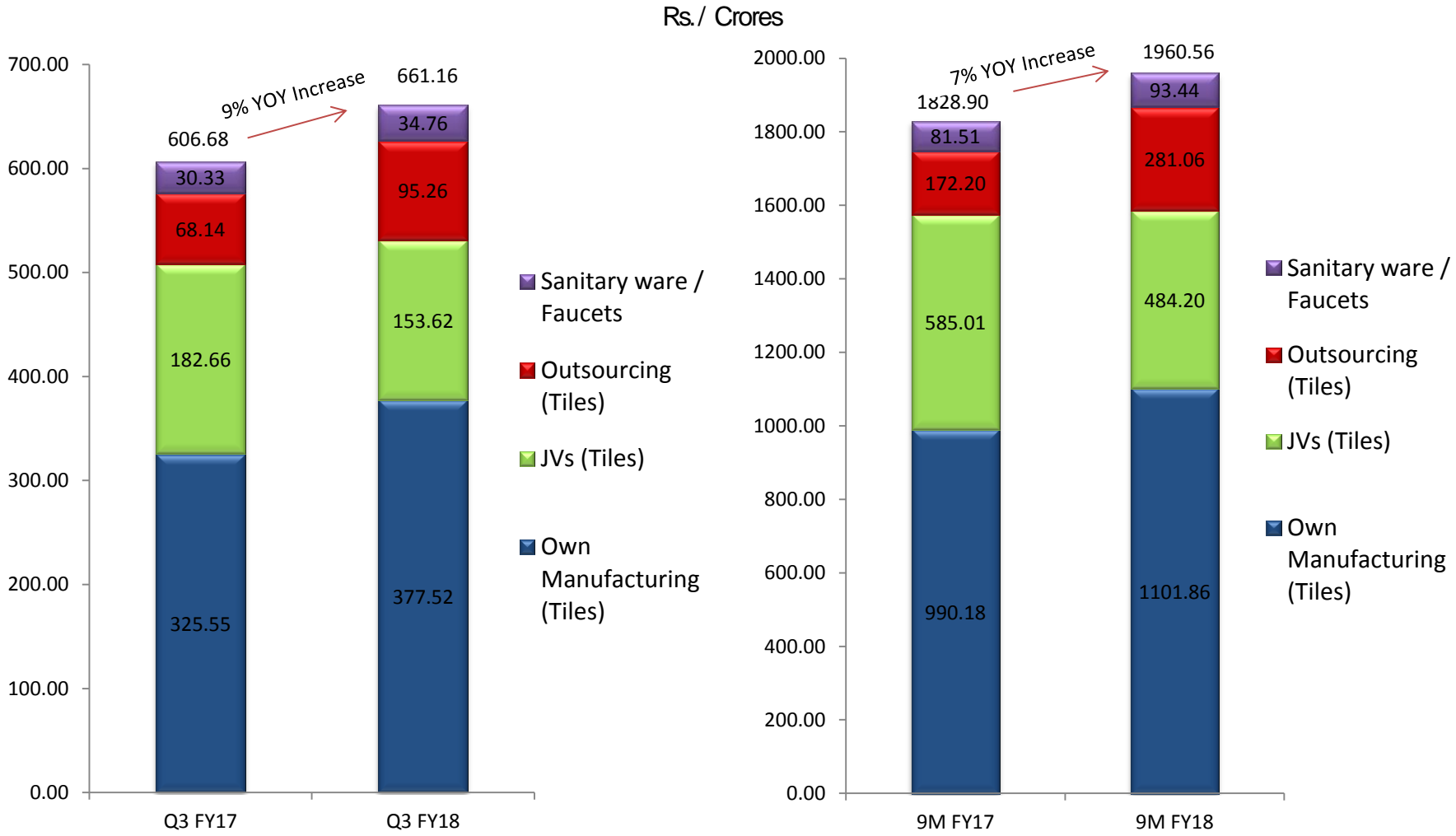
### Sales Growth (MSM) - Q3 FY18



### Sales Growth (MSM) - 9M FY18

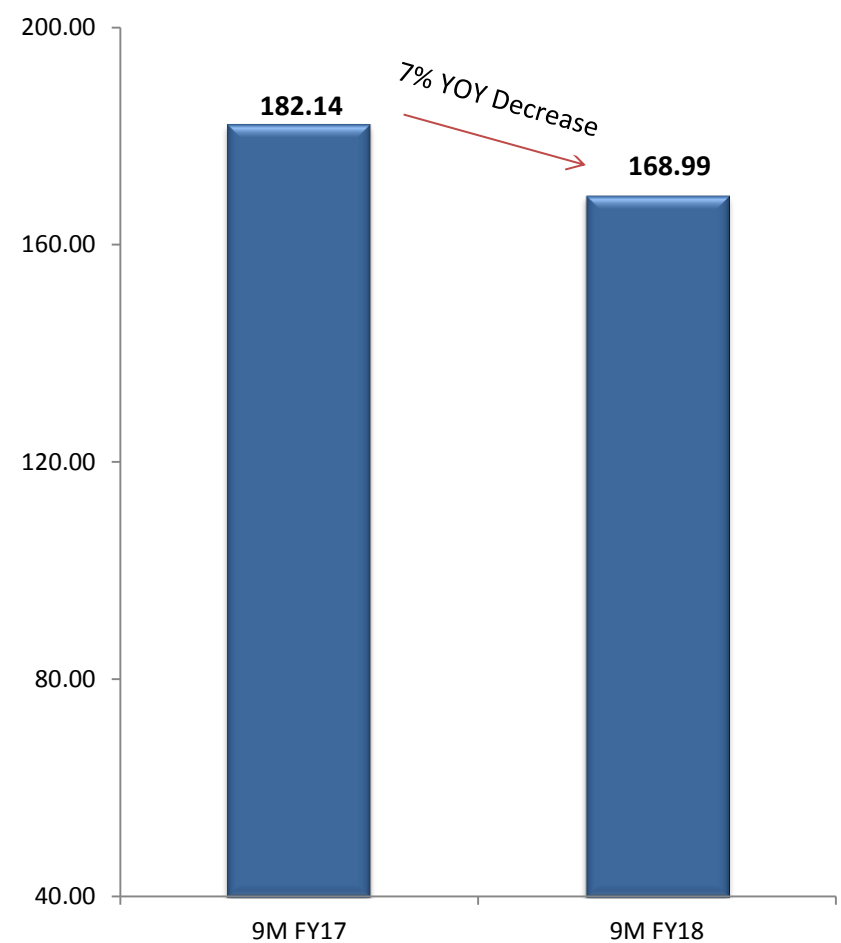
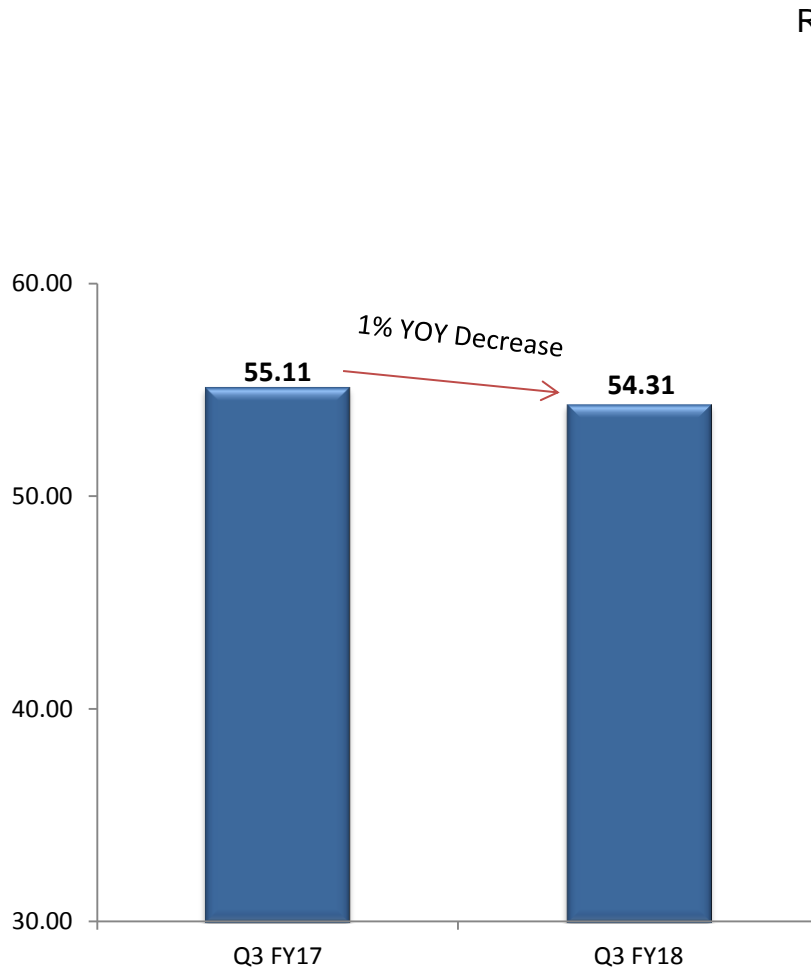


## Revenue Growth - Consolidated



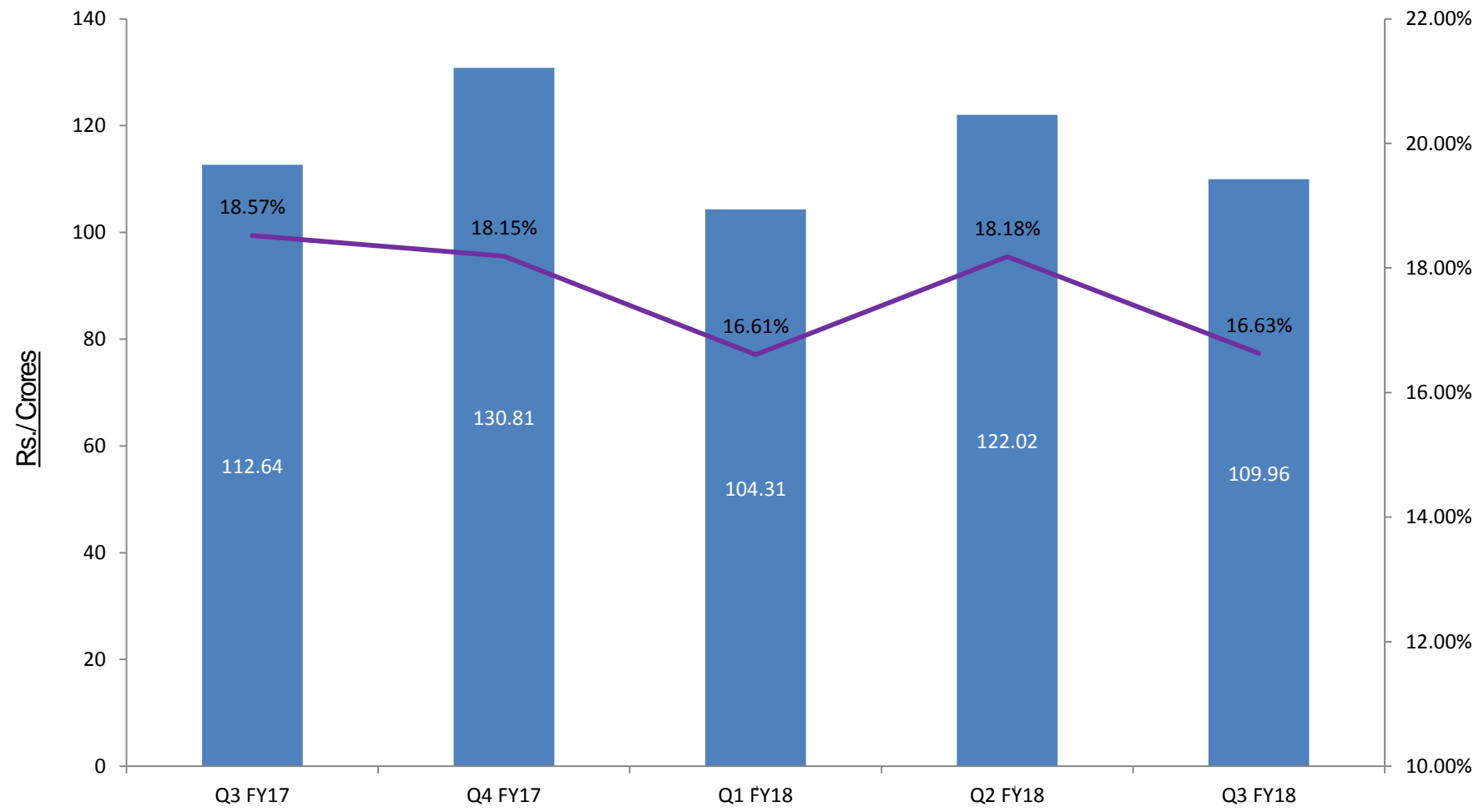
Refer Slide 13 for detailed Income Statement

## PAT Growth - Consolidated



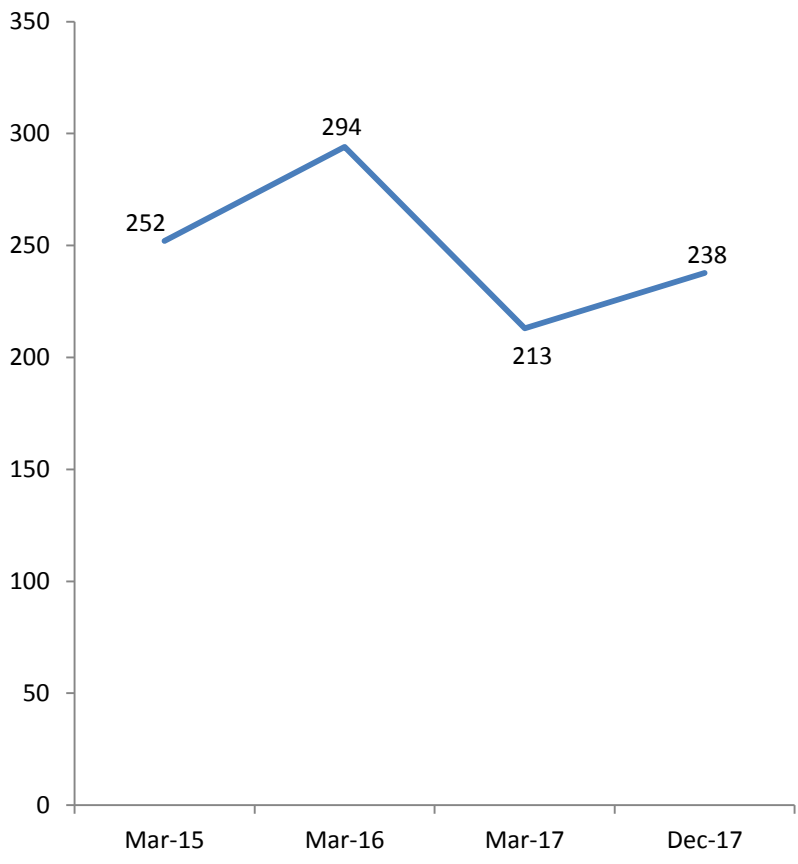
Refer Slide 13 for detailed Income Statement



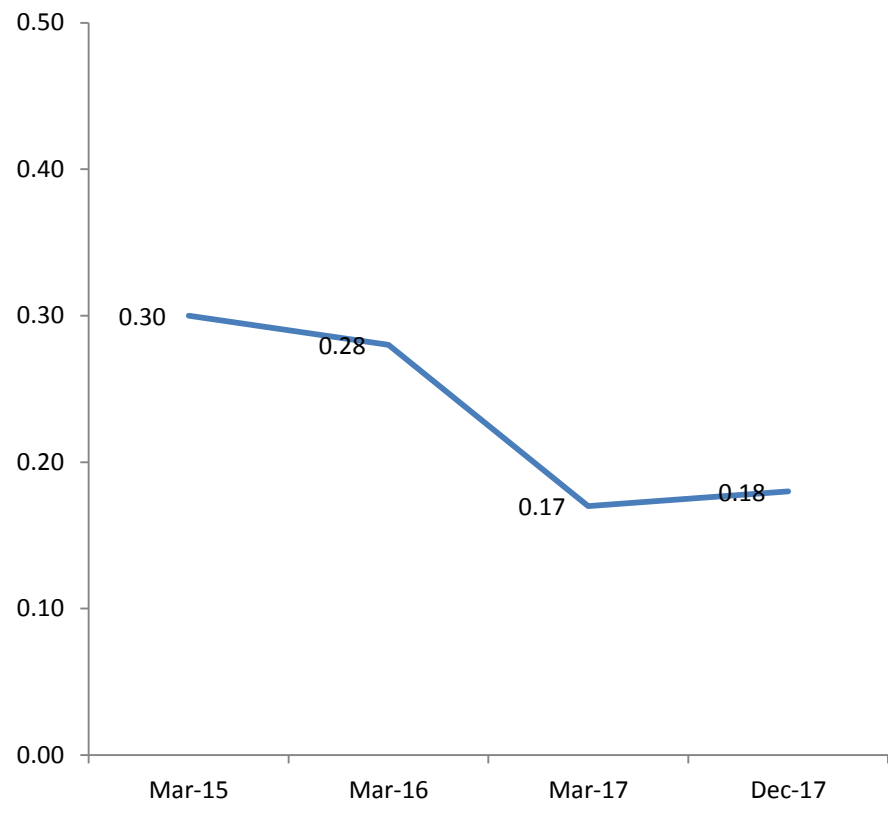


\* Recomputed as per IND - AS

### Debt (Rs. Crore)

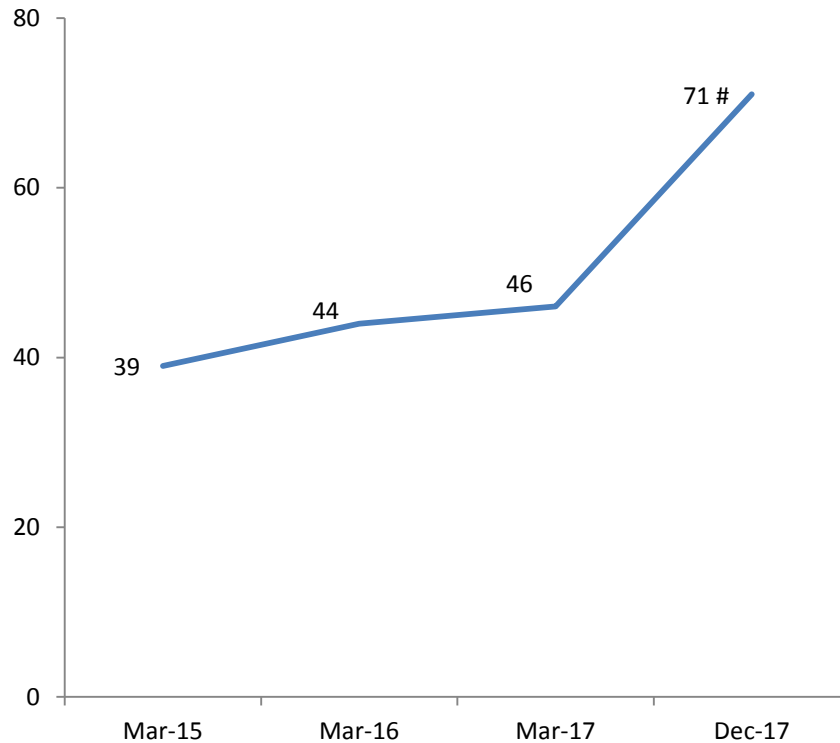


### Debt Equity (X)

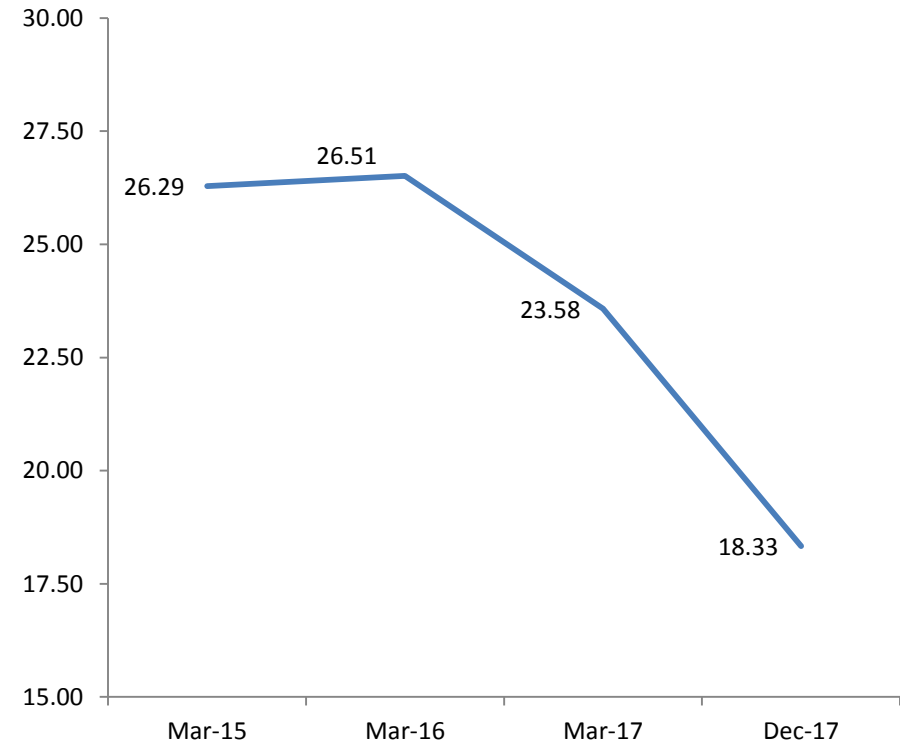


\*Recomputed as per IND - AS

## Working Capital Cycle (days)



## Return on Equity (Avg.) \*



\*Recomputed as per IND - AS

# 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. 17 taken at average of net worth as on 31<sup>st</sup> Mar 17 & 31<sup>st</sup> Dec. 17 and Q3 FY18 PAT.

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. The revised capacity of Soriso works out to 3.67 MSM per annum due to change in product profile.

B. 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. Further expansion of 4.50 MSM polished vitrified tile has increased Jaxx capacity to 10.20 MSM.

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 1<sup>st</sup> July, 2012. The revised capacity of Vennar works out to 2.90 MSM per annum due to change in product profile.

D. 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.

E. FLOERA CERAMICS

The Company has acquired 51% stake (increased to 70%) in Kajaria Floera Ceramics Pvt. Ltd, which is putting up a manufacturing facility of glazed vitrified tiles with a capacity of 5.00 MSM p.a. (earlier planned 5.70 msm p.a. of polished vitrified tiles) in Andhra Pradesh. The land has already been acquired. The plant is expected to be commissioned in 2<sup>nd</sup> half of FY 2018-19.

F. 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 in April 2014. KBL is in the process of increasing the capacity at the existing location from 5.40 lac pcs p.a. to 7.20 pcs p.a.. The same will be completed by March 2018.

b)Faucet: The 1.00 million pieces faucet facility at Gailpur (Rajasthan) commenced commercial production in July 2015. The product quality has come out well.

The Board has approved expansion of capacity of polished vitrified tiles at existing location at Malutana, Rajasthan by 5.60 msm per annum making total to 12.10 msm per annum. The plant is expected to be commissioned in FY 2018-19.



## Financial highlights

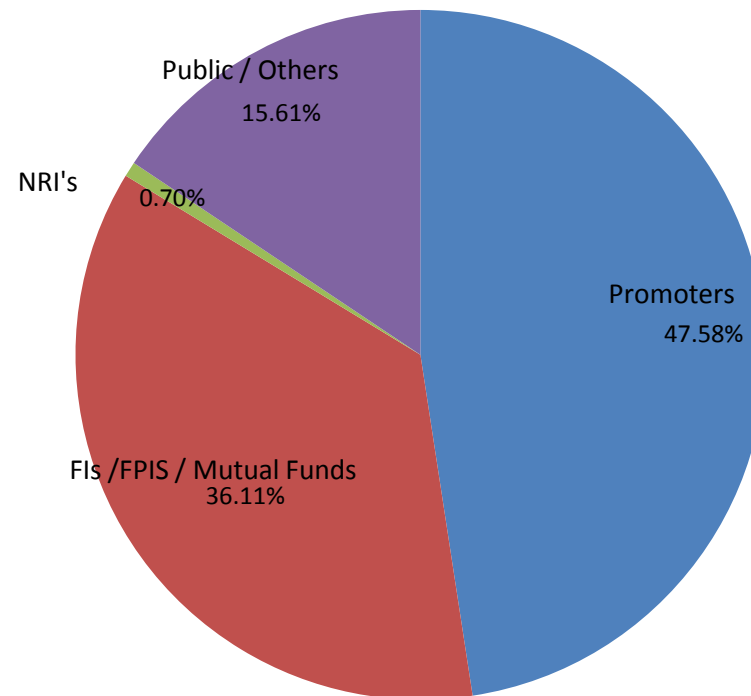
(Rs / Crores)

	Q3 FY18		Q3 FY17		Growth		9M FY18		9M FY17		Growth	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Net Sales	624.05	661.16	601.06	606.68	4%	9%	1879.32	1960.56	1823.77	1828.90	3%	7%
EBIDTA	102.17	109.96	98.11	112.64	4%	-2%	321.52	336.29	324.35	365.53	-1%	-8%
EBIDTA MARGIN	16.37%	16.63%	16.32%	18.57%			17.11%	17.15%	17.78%	19.99%		
Depreciation	15.76	22.26	13.41	20.62	18%	8%	45.61	65.67	39.58	60.90	15%	8%
Other Income	5.16	1.77	5.86	2.10	-12%	-16%	14.60	5.70	17.98	7.61	-19%	-25%
Interest	1.12	5.22	0.72	8.27	56%	-37%	3.64	19.41	2.91	26.18	25%	-26%
Exceptional Items							3.61	-0.75				
Profit Before Tax	90.45	84.25	89.84	85.85	1%	-2%	283.26	257.66	299.84	286.06	-6%	-10%
Tax Expense	30.87	31.14	29.33	30.89	5%	1%	96.62	98.69	100.07	104.42	-3%	-5%
Minority Interest		-1.20		-0.15				-10.02		-0.50		
Cash Profit	75.34	76.57	73.92	75.73	2%	1%	232.25	234.66	239.35	243.04	-3%	-3%
Profit After Tax	59.58	54.31	60.51	55.11	-2%	-1%	186.64	168.99	199.77	182.14	-7%	-7%
Equity Share Capital	15.89	15.89	15.89	15.89			15.89	15.89	15.89	15.89		
EPS (Basic) (Rs.)	3.75	3.42	3.81	3.47	-2%	-1%	11.74	10.63	12.57	11.46	-7%	-7%

**Ason 31<sup>st</sup> Dec 2017**

*Equity Shares Outstanding - 158.94 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 68.37 mn. sq. meters presently, distributed across eight plants - one in Sikandrabad (UP), one in Gailpur (Rajasthan), One in Malutana (Rajasthan), four in Morbi (Gujarat) and one in Vijaywada (AP).

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

**Mr. Sanjeev Agarwal**

CFO

+91 11 26946409 (Board), +91 11 41064110 (Direct)

Email: [sanjeev@kajariaceramics.com](mailto:sanjeev@kajariaceramics.com)

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