



Ref. : 2023-24/Q-4/IP

May 16, 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 May 16, 2024 on Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2024. The said Investor Presentation is also available on the website of the Company at www.prismjohnson.in.

Thanking you,

Yours faithfully,

For **PRISM JOHNSON LIMITED**

SHAILESH DHOLAKIA

Company Secretary &
Compliance Officer

Encl. : As above





PRISM[®]
CEMENT
दूर की सोच







JOHNSON[®]
Not just tiles, Lifestyles.

PRISM
RMC
Complete Concrete Solutions

Amongst India's Leading
Integrated
Building Materials Companies

PRISM JOHNSON LIMITED
FY24 INVESTOR PRESENTATION

May 2024

	 CAPACITY	 PRODUCTS	 PRESENCE
	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"> ○ Ordinary Portland Cement ○ Portland Pozzalana Cement (PPC) ○ Premium PPC Products 	Regional presence catering to Eastern & Central Uttar Pradesh, Madhya Pradesh and Bihar
	~67 million m ² of own and joint venture capacity across 11 plants in India	<ul style="list-style-type: none"> ○ Tiles: Ceramic, Vitrified and Industrial ○ Sanitary-ware & Bath-fittings ○ Engineered Marble & Quartz 	Pan India presence, catering to the residential, commercial and industrial sectors
	12.5 million m ³ ; 102 plants at 47 cities / towns (including franchisee plants)	<ul style="list-style-type: none"> ○ Ready-Mixed Concrete ○ Plaster ○ Construction Chemicals 	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

1: One Team



T: Transparency



A: Accountability



S: Speed



C: Changing with Time





2 Cement Plants, 1 Location, 5.6 MTPA

11 Tiles Plants, ~67 mn m²

2 Faucet Plants, 3.6 mn pcs

21 Experience Centres (HRJ)

102 RMC Plants*, 12.5 mn m³

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.

* Includes franchisee plants

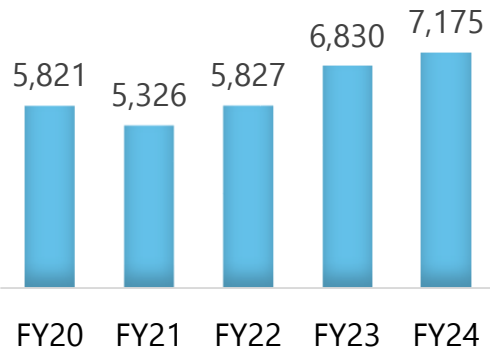




Executive Summary

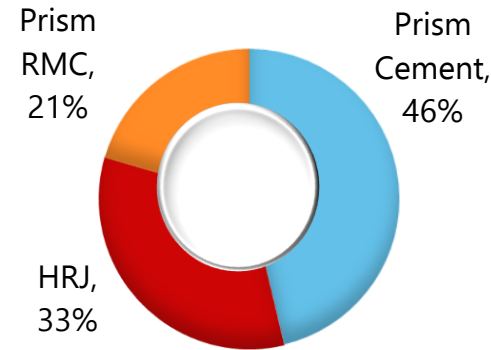
Consolidated (Ex. RQBE) FY24 Financial Performance Snapshot (1/2)

Revenue (₹ Crores)



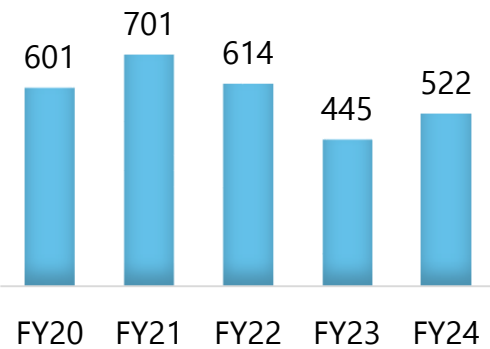
FY24 revenue grew by 5.1% led by revenue growth in Prism Cement (+9.5%) and Prism RMC (+5.0%); HRJ revenues declined by 0.5%, mainly due to lower non-tiles revenue

FY24 Revenue Mix



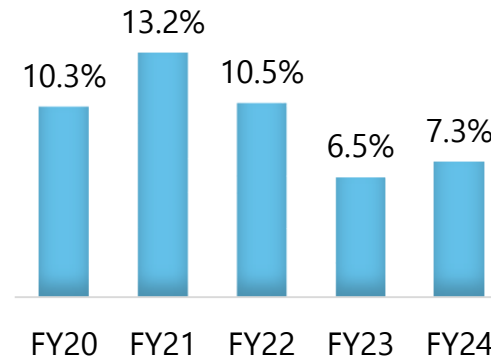
Prism Cement constituted 46% of FY24 revenues; HRJ constituted 33% and Prism RMC constituted 21%

EBITDA (₹ Crores)



FY24 EBITDA grew by 17.3%; Prism Cement EBITDA / ton increased from ₹ 445 in FY23 to ₹ 523 primarily due to lower power & fuel costs; HRJ EBITDA declined by 22.4% to ₹ 137 Crores

EBITDA Margin (%)

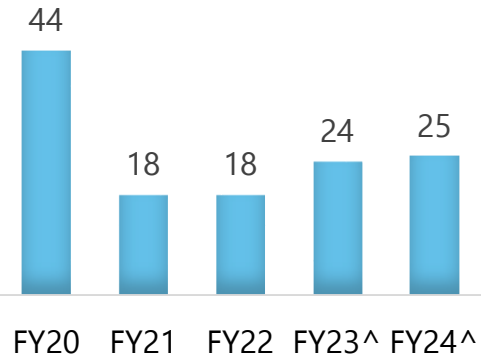


80 bps improvement in EBITDA margin due to improvement in power and fuel costs; HRJ's EBITDA margin declined by 160 basis points to 5.7%; Prism RMC EBITDA margin increased by 230 bps to 2.7%

Executive Summary

Consolidated (Ex. RQBE) FY24 Financial Performance Snapshot (2/2)

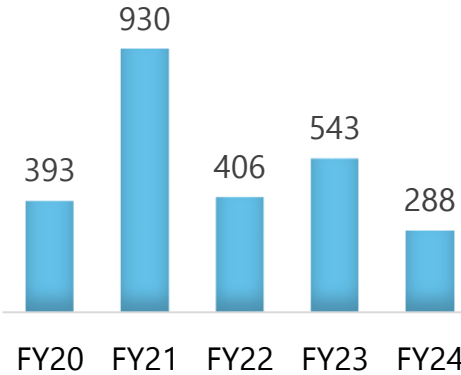
Working Capital (Days)



Better receivables management led to a decline in debtors days from 44 days in FY20 to 34 days in FY24, thereby leading to reduction in working capital cycle in the past 5 years.

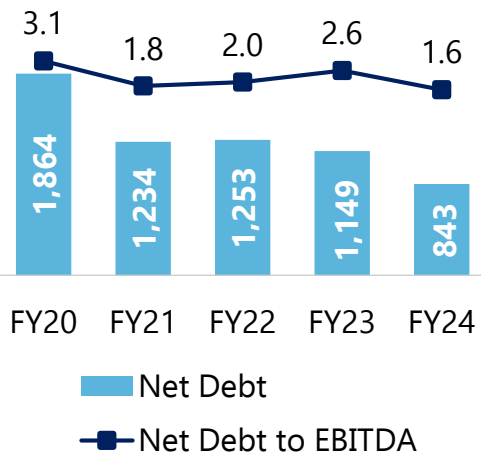
Cash Conversion Cycle*

Operating Free Cash Flows (₹ Crores)



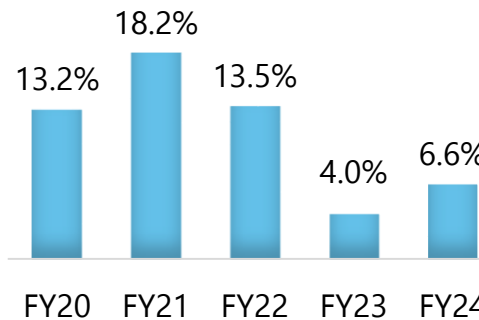
Operating Free Cash Flow (FCF) (pre-capex and investments) stood at ₹ 288 Crores in FY24

Net Debt (₹ Crores)



Net Debt to EBITDA at 1.6x as on March 31, 2024; Net Debt / Equity stood at 0.5x as of March 31, 2024; Total debt repayment obligation for FY25: ₹ 138 Crores




ROCE (%)



ROCE improved by 260 basis points from 4.0% in FY23 to 6.6%; Capital Employed decreased by 5.2% to ₹ 2,253 Crores in FY24

* Cash Conversion Cycle = Inventory Days + Debtor Days – Creditor Days
EBIT includes Other Income for ROCE calculation

[^] The increase in Cash Conversion Cycle in FY23 and FY24 is primarily due to reclassification / re-grouping in trade payables resulting in a decrease in trade payables days.

	SALES VOLUME	REVENUE	EBITDA & EBITDA MARGIN
 <p>PRISM CEMENT दूर की सोच</p>	<p>Cement & clinker sales volume grew by 3.9% YoY to 1.89 million tons in Q4 FY24; Share of premium cement increased from 31.3% in Q4 FY23 to 34.7% in Q4 FY24</p>	<p>Prism Cement's Q4 FY24 revenue declined 3.3% YoY from ₹ 938 Crores in Q4 FY23 to ₹ 907 Crores in Q4 FY24 due to lower realisations; Realisations declined by 6.9% YoY</p>	<p>EBITDA declined from ₹ 470 per ton in Q4 FY23 to ₹ 300, primarily due to lower realizations, higher maintenance costs (shutdown cost of over ₹ 150 per ton during Q4 FY24) and impact of decline in clinker closing stock</p>
 <p>JOHNSON Not just tiles, Lifestyles.</p>	<p>Tiles consolidated sales volume grew by 5.7% YoY in Q4 FY24 to 16.9 million m²; Domestic tiles sales volume grew by 4.5% YoY; Exports constituted ~5% of total sales volume</p>	<p>HRJ's consolidated revenues increased by 6.3% YoY from ₹ 658 Crores in Q4 FY23 to ₹ 699 Crores in Q4 FY24</p>	<p>Q4 FY24 Consolidated EBITDA margin declined by 210 basis points YoY, but improved by 160 basis points QoQ to 6.1% (due to operating leverage as tiles sales volumes grew by 27.3% QoQ)</p>
 <p>PRISM RMC Complete Concrete Solutions</p>	<p>Ready-mixed concrete sales volume grew by 7.7% YoY during Q4 FY24</p>	<p>Prism RMC revenues grew by 6.4% YoY from ₹ 370 Crores in Q4 FY23 to ₹ 394 Crores in Q4 FY24</p>	<p>EBITDA margin improved from 2.9% in Q4FY23 to 9.2% led by higher sales volumes, cost rationalization initiatives, change in procurement contractual practices and contractual claims done at the end of few Mega projects</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 34% in FY24

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 around 2,500 effective dealers and over 5,100 effective retailers as of March 31, 2024

Capital Employed & ROCE

Capital Employed at around US\$ 23 per ton of cement as of March 31, 2024; FY24 ROCE at 10.6% as compared to 4.8% in FY23

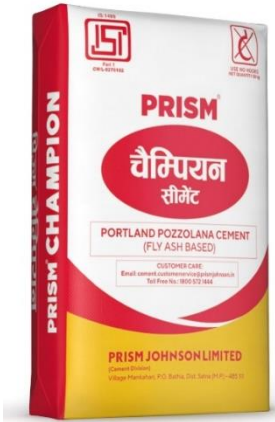
Sustainability Focus

WHRS Capacity of 22.4 MW and Solar Capacity of 22.5 MW at Satna; GHG Emissions intensity at 616 kg CO₂ per ton of cementitious material in FY24; Investment being made in 24 MW of captive wind power and 8 MW of additional solar power

Prism Cement's Plant at Satna, Madhya Pradesh

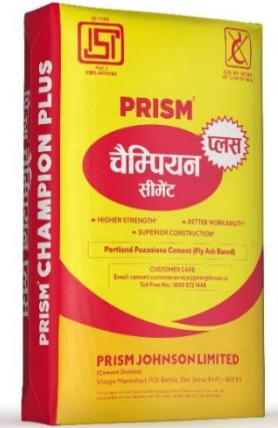


Champion



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



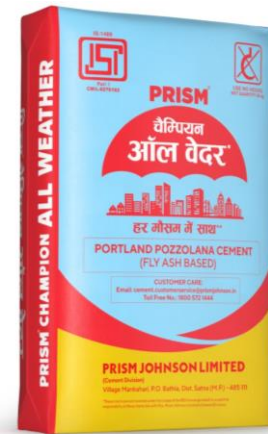
A premium product, known for its high strength, high performance and consistent quality; Helps in making the concrete stronger, denser and leak proof, resulting in strengthening of the structure; Assures superior quality with high strength, suited for general construction

Champion Duratech



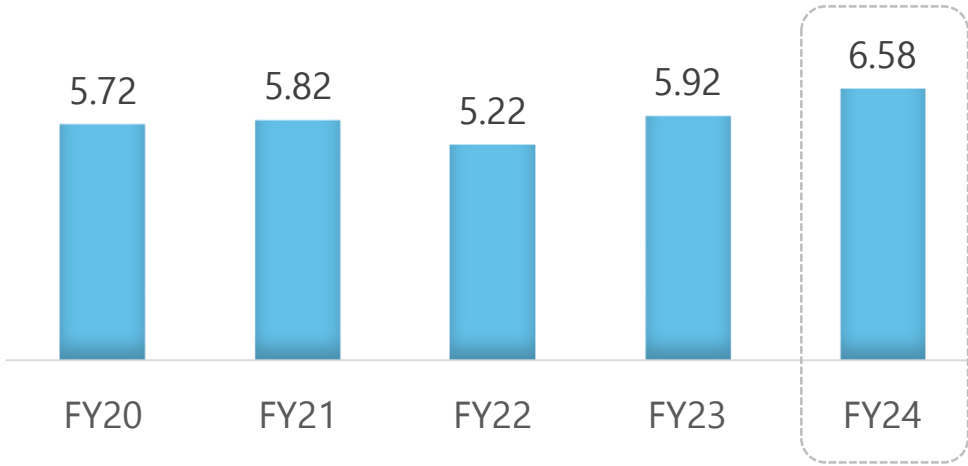
Prism Cement's premium product, and an all-purpose cement that serves various customer needs, including building terraces, beams, columns, foundation, roof slab, and in all kinds of RCC and precast jobs

Champion All Weather

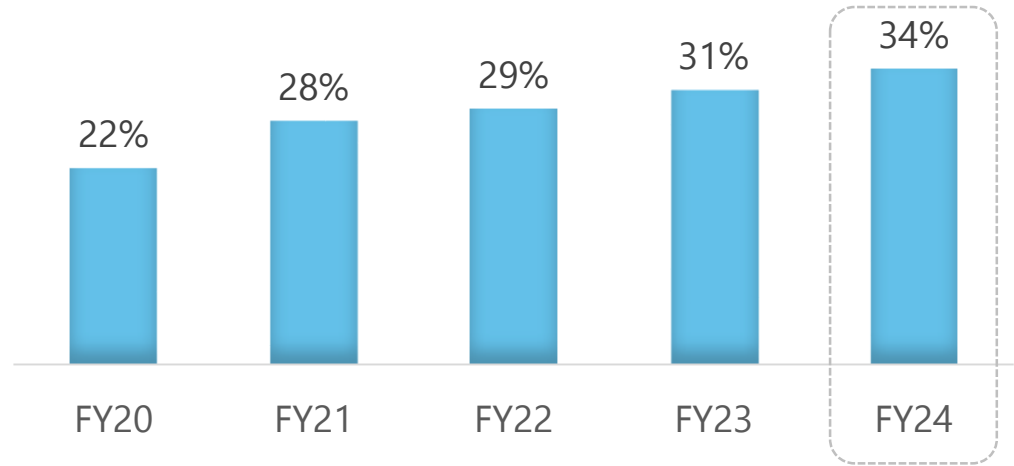


Prism Cement's premium product that prevents water ingress and makes the construction moisture and dampness resistant; a water repellent cement with high strength and provides resistance to seepage, cracks and rusting; Prolongs life of the construction

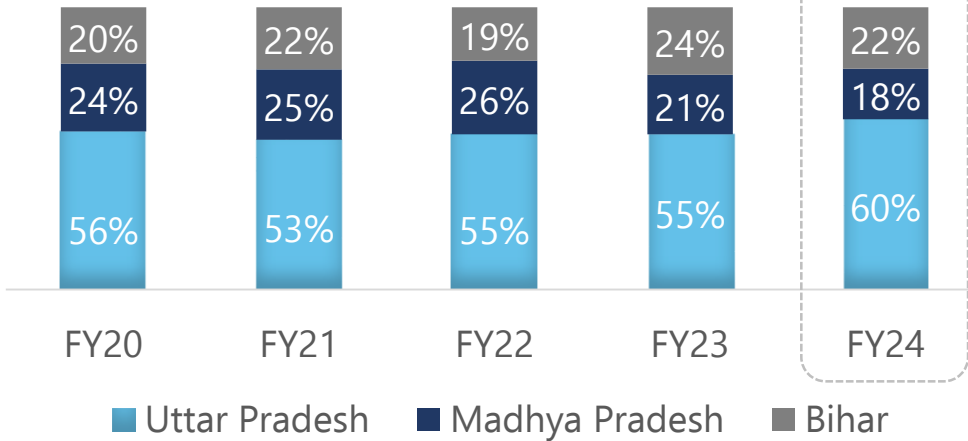
Cement & Clinker Sales Volume (mn tons)



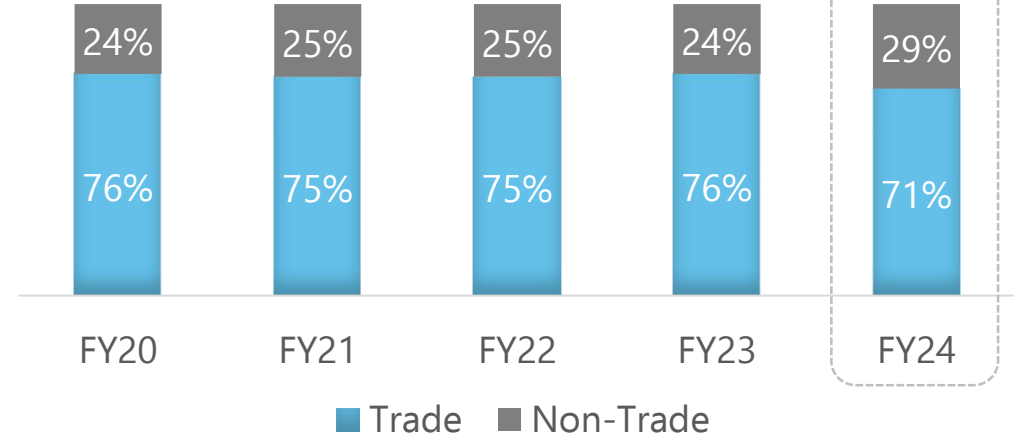
Premium Products %



FY24 Regional Sales Breakup

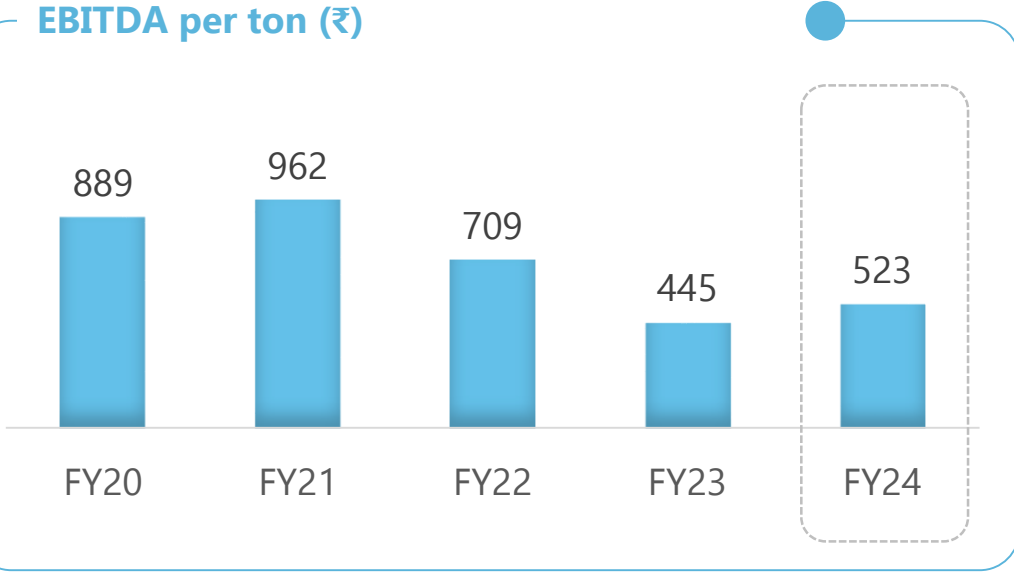


FY24 Sales: Trade vs. Non Trade

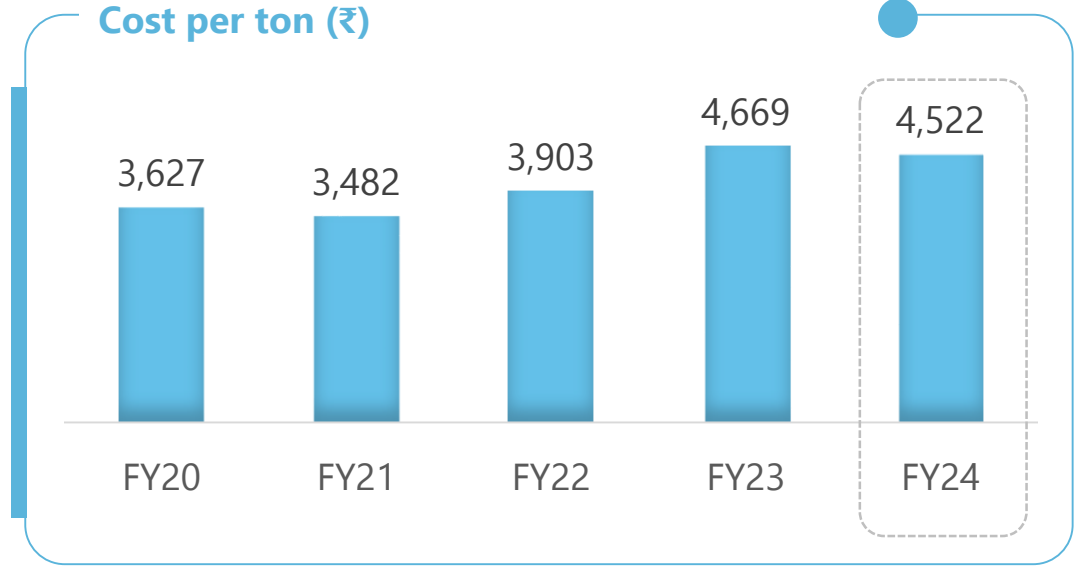


Prism Cement: Decrease in Power & Fuel Costs Improved EBITDA Per Ton in FY24

EBITDA per ton (₹)



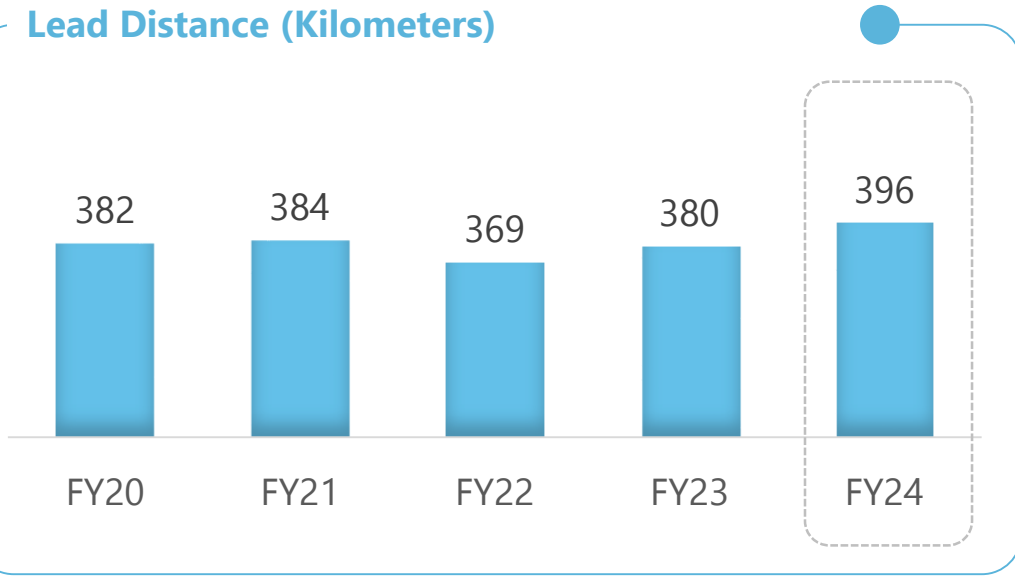
Cost per ton (₹)



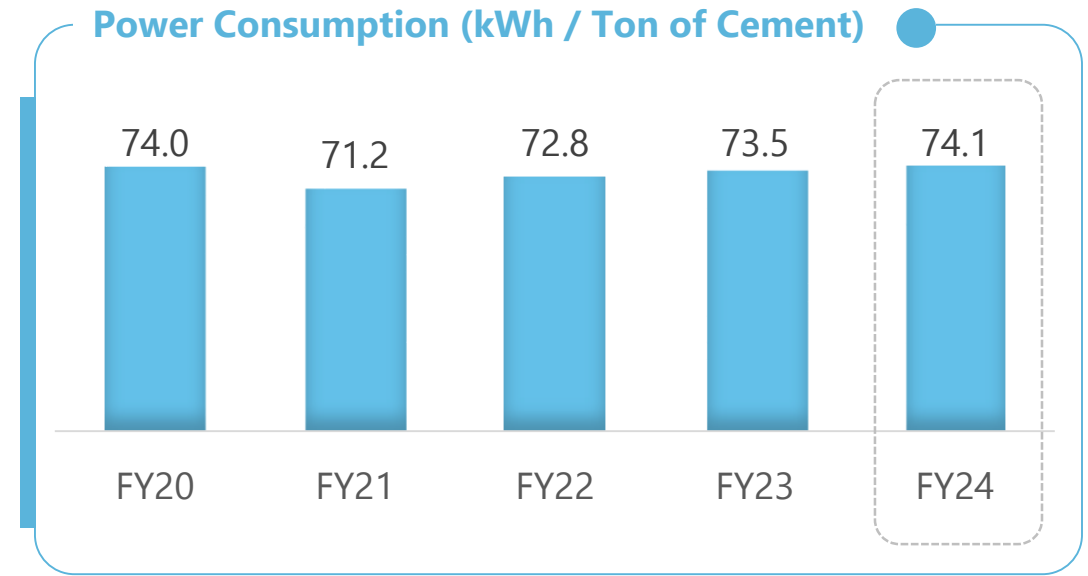
Cost per ton (₹)

	FY20	FY21	FY22	FY23	FY24	% YoY
Power & Fuel	1,227	1,108	1,405	1,834	1,510	(17.7%)
Freight & Forwarding	976	894	931	997	1,092	9.5%
Raw Material	581	541	669	636	595	(6.5%)
Employee Cost	278	270	334	315	308	(2.3%)
Other Costs	615	519	692	796	868	9.0%
Change in Inventory & Stock in Trade	(50)	150	(128)	91	150	65.4%
Total	3,627	3,482	3,903	4,669	4,522	(3.1%)

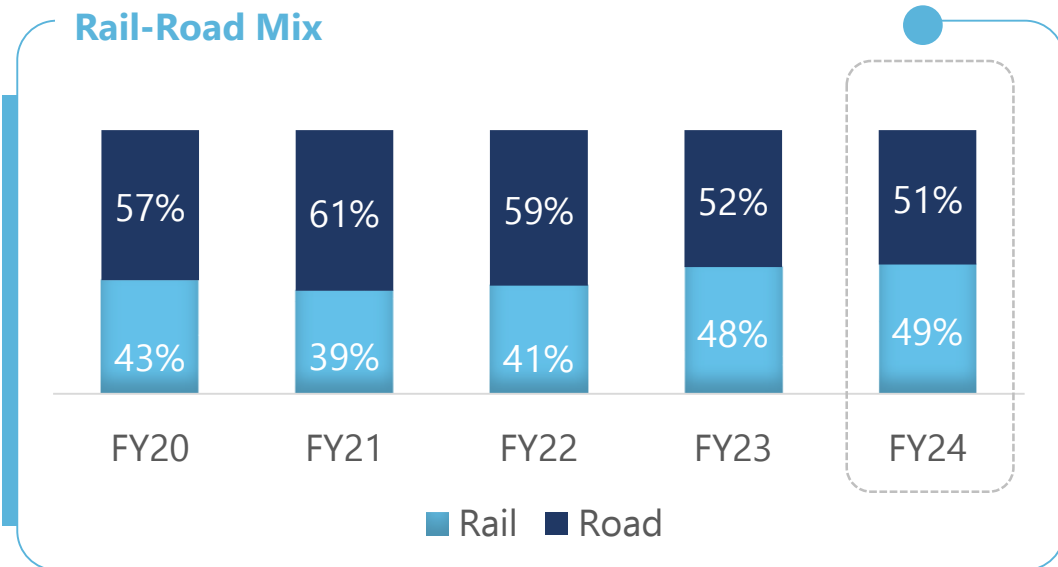
Lead Distance (Kilometers)



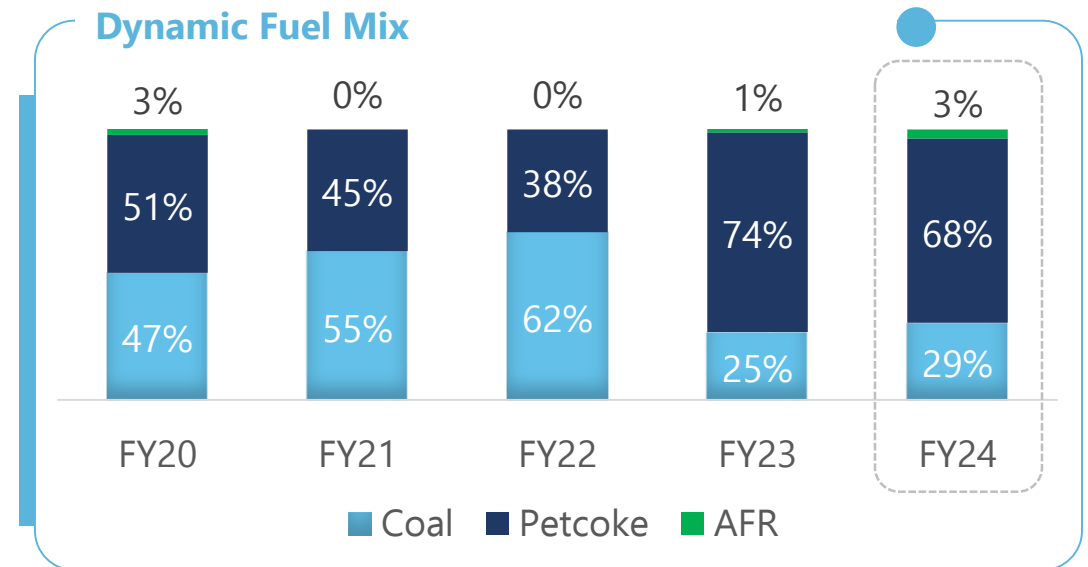
Power Consumption (kWh / Ton of Cement)



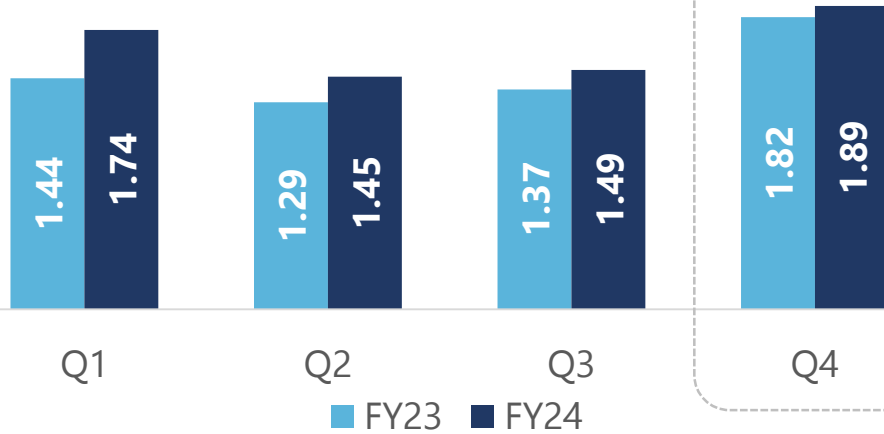
Rail-Road Mix



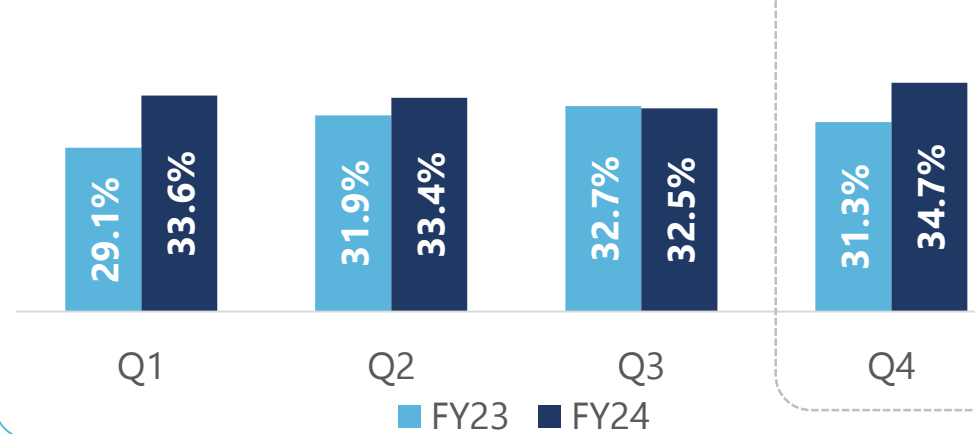
Dynamic Fuel Mix



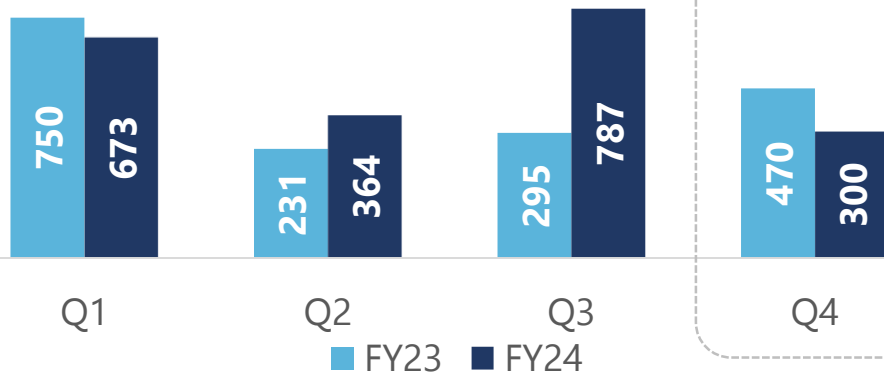
Cement & Clinker Sales Volume (mn tons)



Premium Products %



EBITDA per ton (₹)



Costs per ton (₹)

	Q4 FY23	Q3 FY24	Q4 FY24	% QoQ	% YoY
Power & Fuel	1,516	1,763	1,128	(36.0%)	(25.6%)
Freight & Forwarding	1,066	1,116	1,076	(3.5%)	0.9%
Raw Material	607	608	576	(5.3%)	(5.2%)
Employee Cost	263	320	262	(17.9%)	(0.2%)
Other Costs	676	904	930	2.9%	37.5%
Change in Inventory & Stock in Trade	553	(471)	523	n/m	(5.6%)
Total	4,682	4,240	4,495	6.0%	(4.0%)

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 m² p.a. and 2 faucet manufacturing plants with total capacity of 3.6 million pieces p.a.; Greenfield tile capacity addition of 6.3 million m² at Panagarh, West Bengal completed in October 2023.

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 rain water 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; Capital Employed stood at ₹ 1,042 Crores, as of March 31, 2024.

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



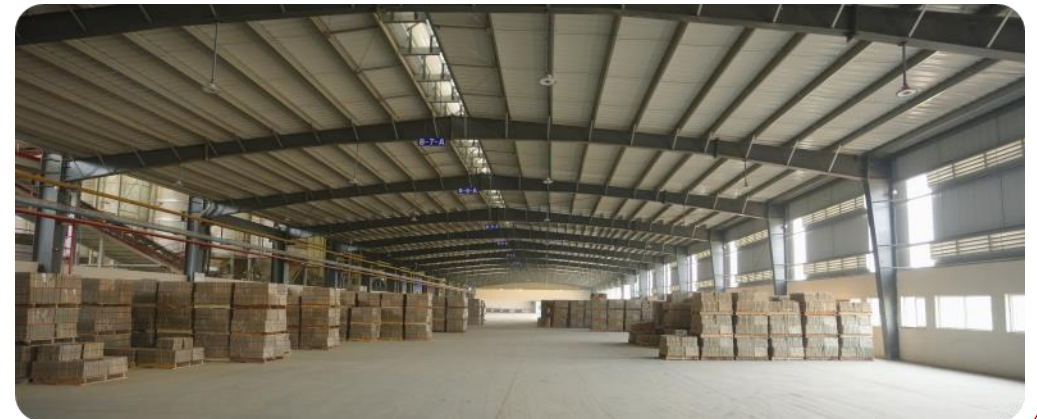
List of Experience Centres

	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

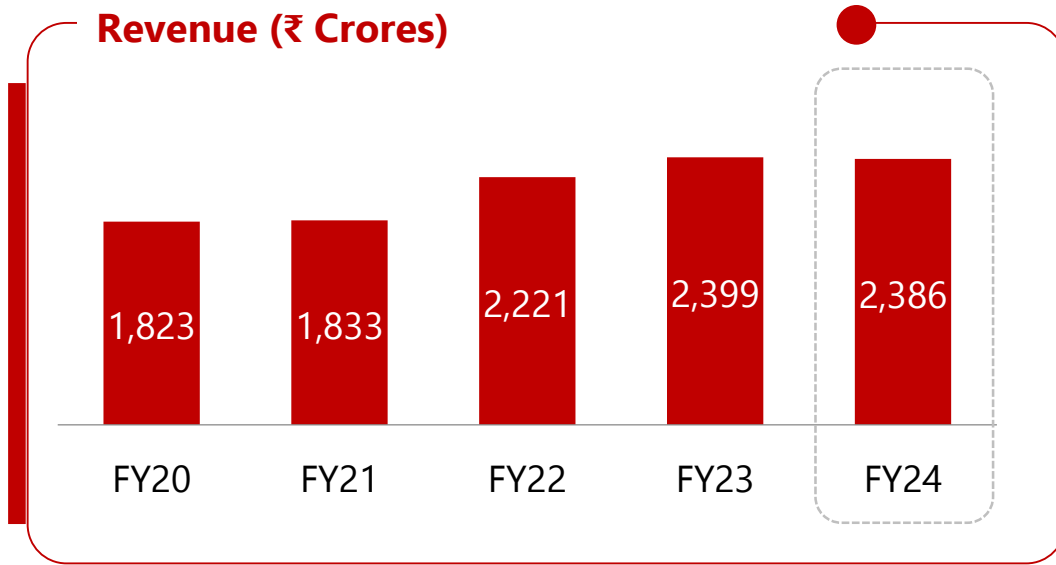
Experience Centre at Hyderabad



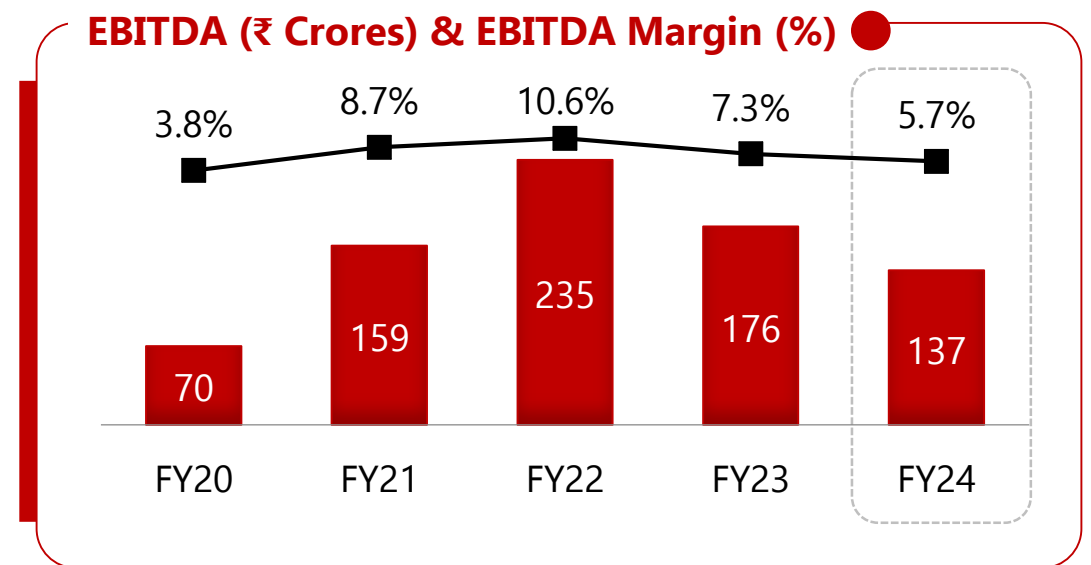
State-of-the-art tile manufacturing plant at Panagarh, West Bengal



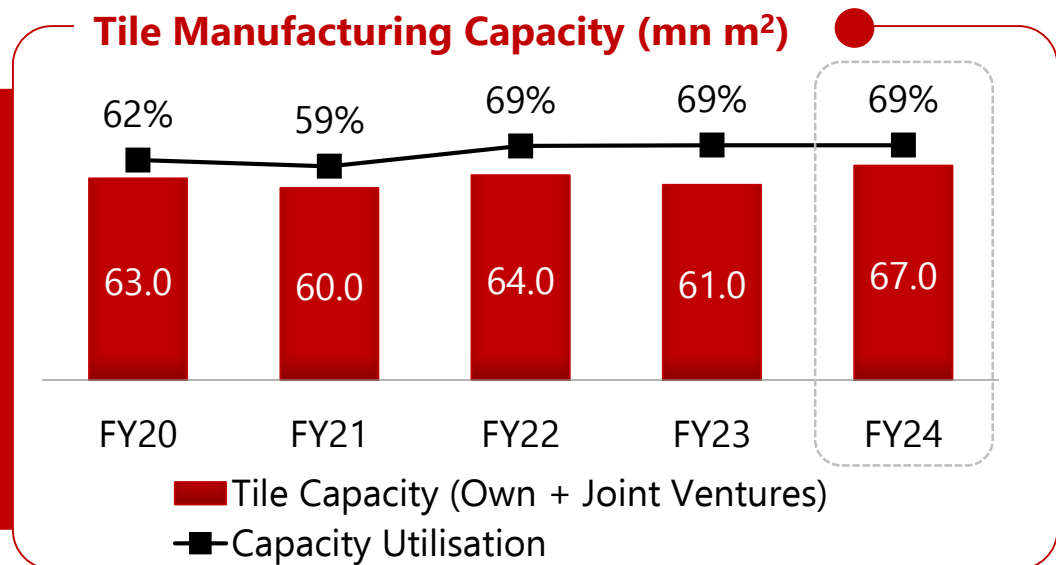
Revenue (₹ Crores)



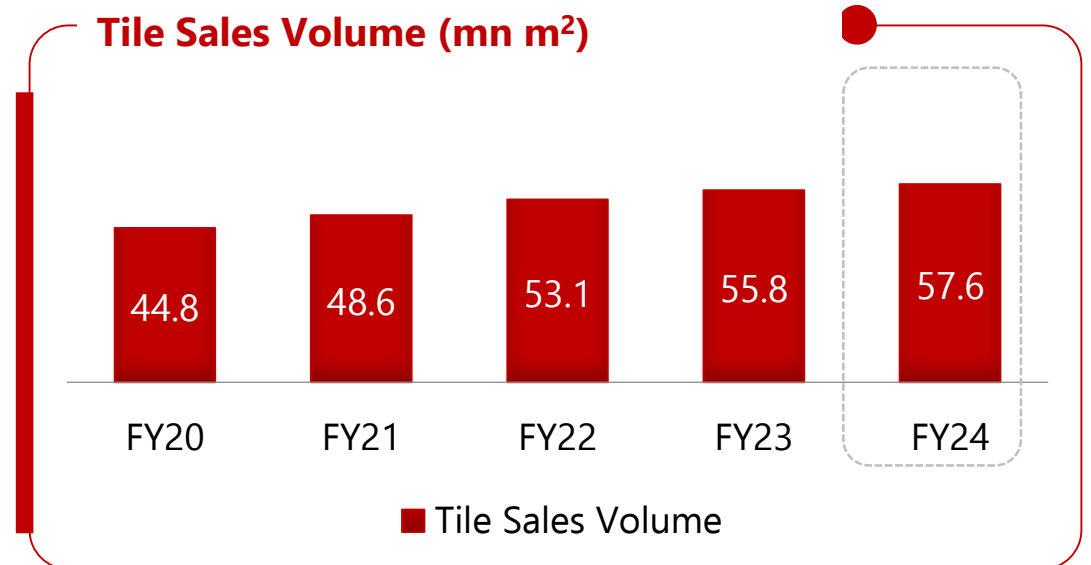
EBITDA (₹ Crores) & EBITDA Margin (%)



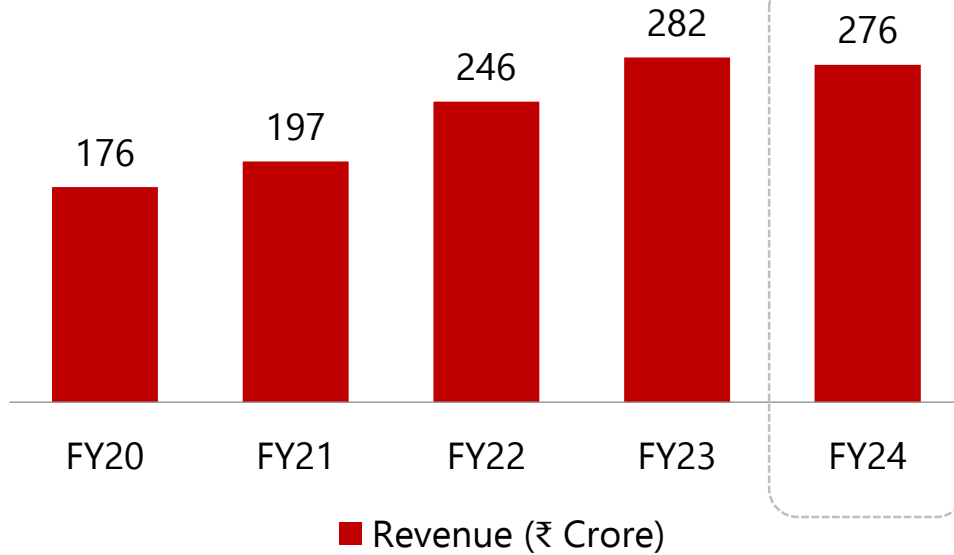
Tile Manufacturing Capacity (mn m²)



Tile Sales Volume (mn m²)

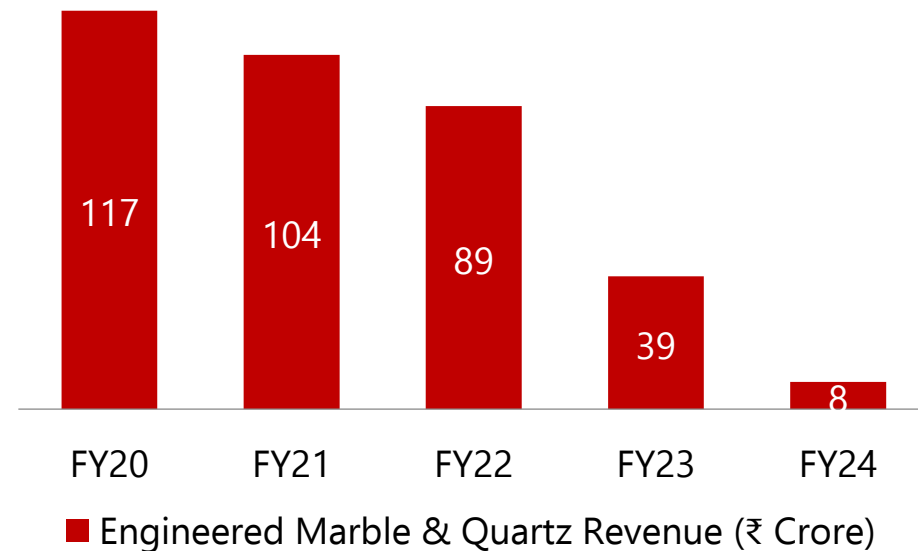


Johnson Bath Division

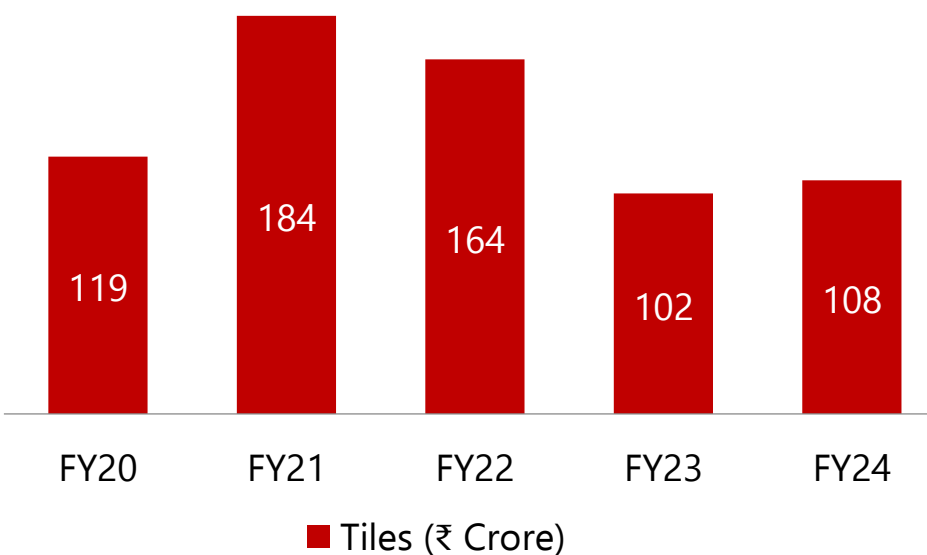


- Key Products: Sanitaryware, faucets and bath fittings
- Production Capacity: Two faucet manufacturing plants located at Baddi, Himachal Pradesh and Samba (Jammu & Kashmir) with a production capacity of 3.6 million pieces per annum
- Strong growth potential in the medium term
- Channel expansion, secondary demand generation and plumber connect programs to drive demand in future

Marble & Quartz Exports Revenue



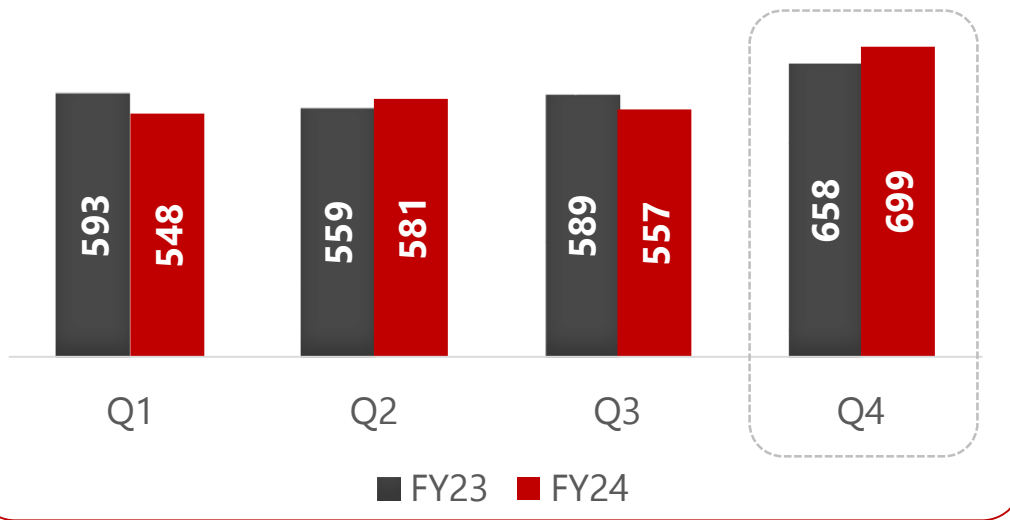
Tiles Exports Revenue



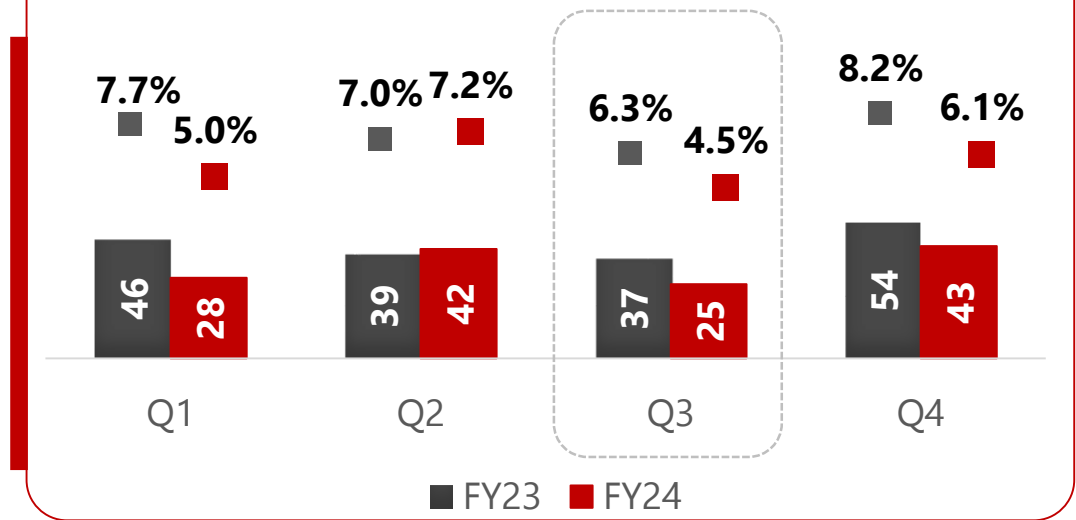
- Environment friendly alternative to marble
- Largely exports driven business; Near term sales came under pressure during FY23 and FY24 due to implementation of anti-dumping duty for exports to USA

- Export businesses affected in FY23 and FY24 due to supply chain issues
- Solid medium-term growth potential as many countries implemented anti-dumping duty for exports from China

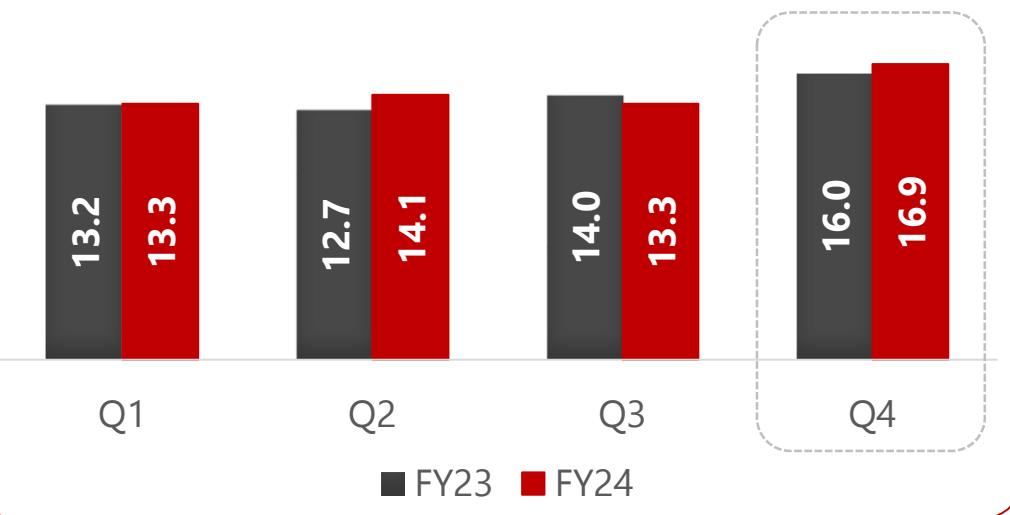
Revenue (₹ Crores)



EBITDA (₹ Crores) & EBITDA Margin (%)



Tile Sales Volume (million m²)



- Q4 FY24 consolidated revenue grew by 6.3% YoY, led by 5.7% YoY volume growth in tiles business; Non tiles businesses revenue grew by 8.4% YoY during Q4 FY24.
- Domestic tiles sales volume grew by 4.5% YoY while exports sales volume grew by 33.9% YoY during Q4 FY24; Capacity utilisation stood at around 67% in Q4 FY24.
- Q4 FY24 consolidated EBITDA margin declined by 210 basis points YoY to 6.1%.

Pan India Presence

Amongst top three players in the RMC sector with pan India presence: 102 plants* at 47 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; FY24 Capital Employed (consolidated) at ₹ 163 Crores as of March 31, 2024

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



DURABILITY



A PRISMATIC RANGE OF X-TRA DURABLE CONCRETES



GREEN CONCRETE



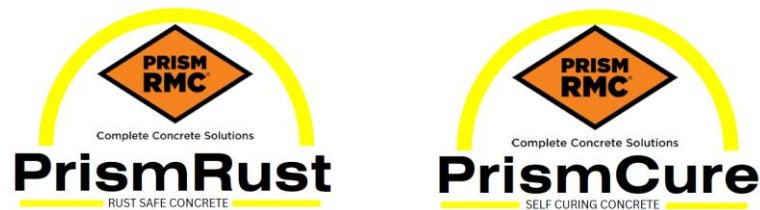
A PRISMATIC RANGE OF GREEN CONCRETES



PERFORMANCE



HIGH-PERFORMANCE CONCRETES FOR SPECIALIZED CONSTRUCTION



PRODUCTIVITY ENHANCEMENT



A PRISMATIC RANGE OF HIGH FLOW CONCRETES



FLOORS



A PRISMATIC FLOORING EXPERIENCE LIKE NEVER BEFORE



PREMIX WALLING SOLUTIONS



A PRISMATIC RANGE OF PREMIX WALLING SOLUTIONS



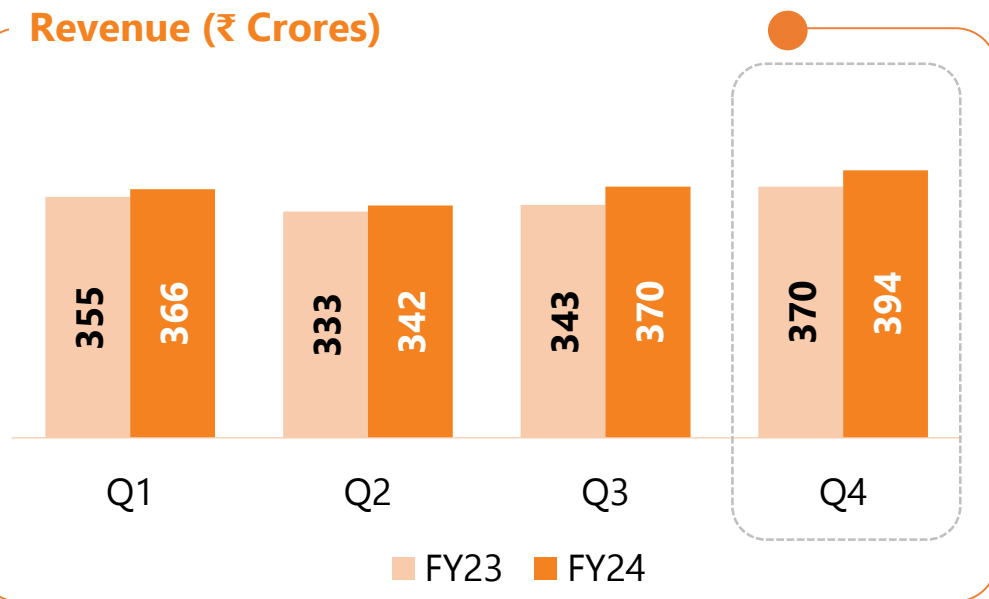
DIY



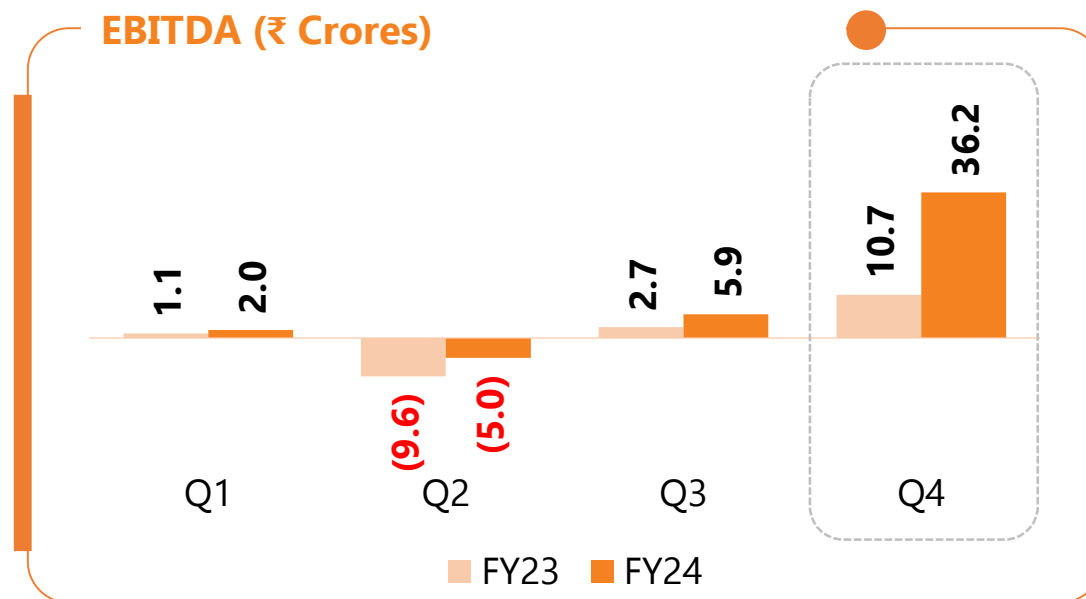
ON THE GO, READY-TO-USE
CONCRETE SOLUTIONS



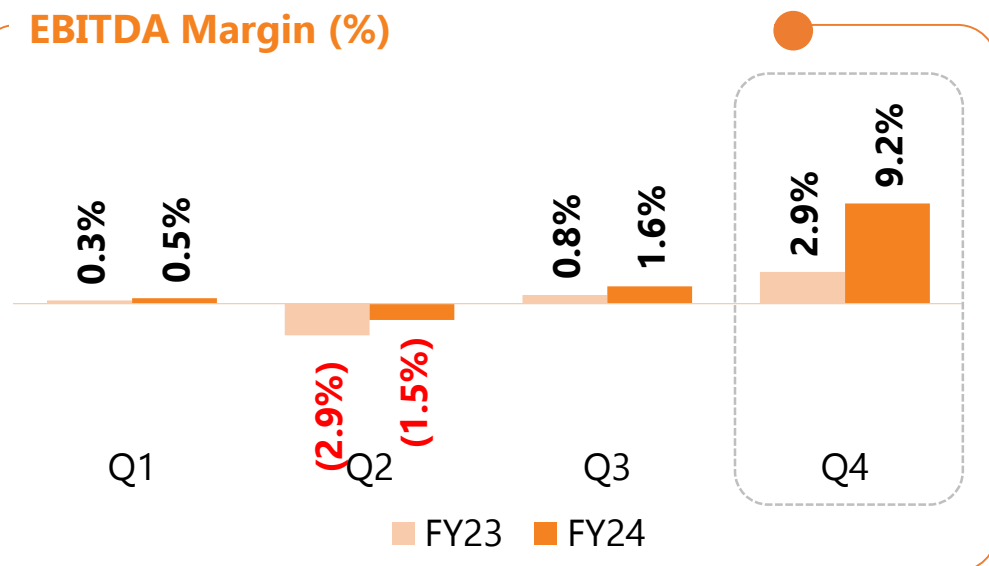
Revenue (₹ Crores)



EBITDA (₹ Crores)



EBITDA Margin (%)

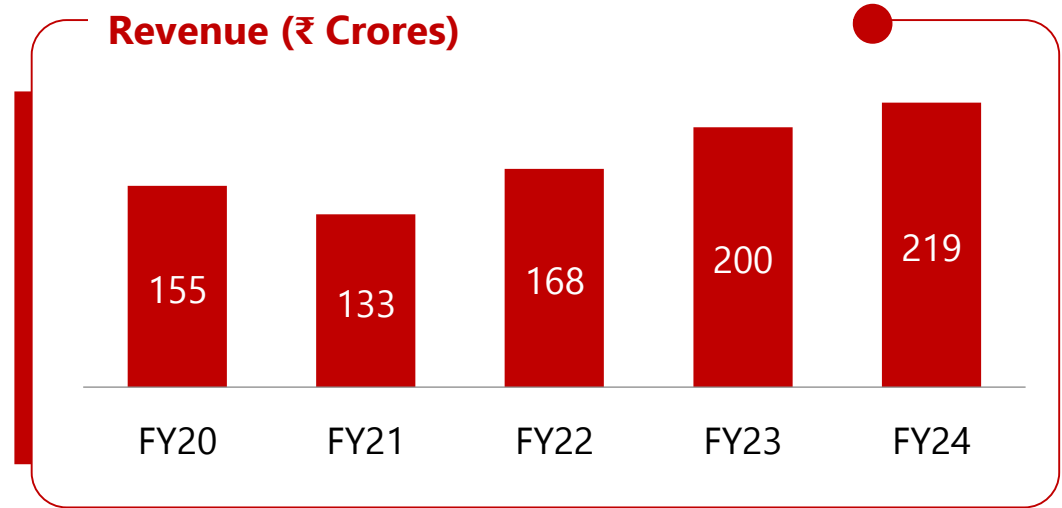


	FY20	FY21	FY22	FY23	FY24
Number of Plants	99	96	97	91	102
Volume (mn m ³)	3.6	3.1	3.2	3.8	4.1
Capacity Utilisation	32%	23%	29%	34%	34%
Revenue	1,414	908	1,197	1,401	1,471
EBITDA	22.9	(17.9)	8.7	5.0	39.0
EBITDA Margin %	1.6%	(2.0%)	0.7%	0.4%	2.7%

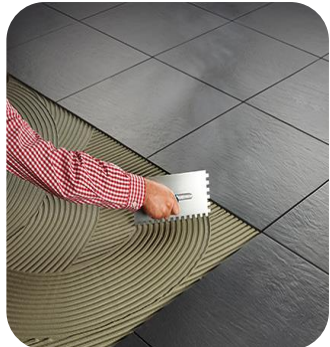


- Prism Johnson's Joint Venture with Ardex, Germany with a 50% Stake
- R&D driven business
- Pan India presence with plants in Bengaluru, Vadodara, Durgapur, Pune, Nellore and Bhiwadi

Revenue (₹ Crores)



Product Portfolio



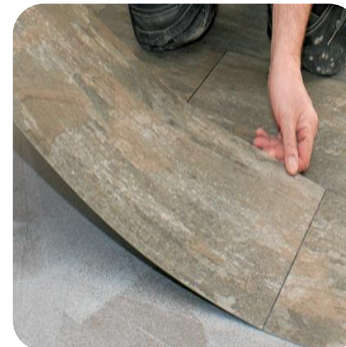
Tile & Stone Installations



Waterproofing Systems



Flooring Solutions



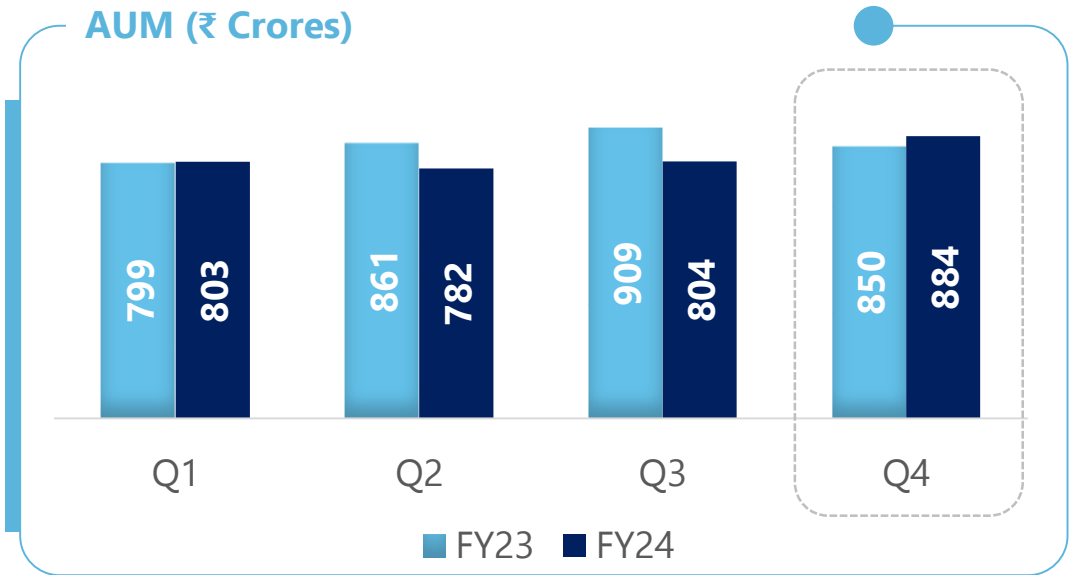
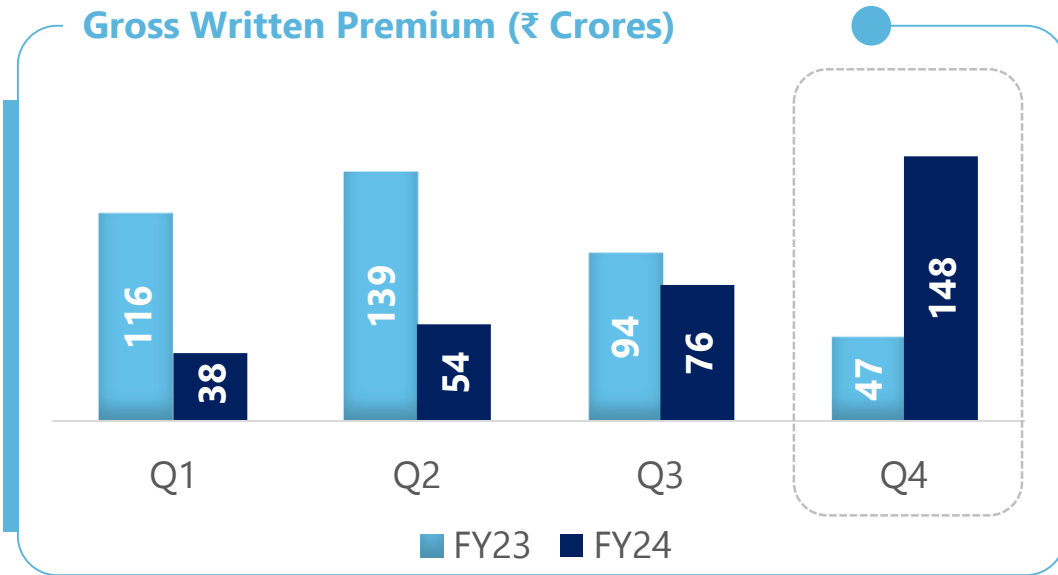
Flooring Adhesives



Concrete Repair, Anchors & Grouts



Decorative Finishes



RQBE added 50 new partners during Q4 FY24 taking the count of total partners to 3,531 including Agents, Brokers, POSP, IMF, MISP, Web Aggregators and OEM.

Q4 FY24 Financial Highlights:

- Gross Written Premium grew by 216% YoY to ₹ 148 Crores
- Profit / (Loss) After Tax of ₹ (28) Crores as compared to ₹ (5) Crores in Q4 FY23
- Combined Ratio stood at 121% as compared to 184% in Q4 FY23
- Well capitalized with Solvency Ratio of 2.01x as against regulatory minimum of 1.50x

FY24 Financial Highlights:

- Gross Written Premium declined by 20% YoY to ₹ 316 Crores due to a change in business model
- Profit / (Loss) After Tax of ₹ (41) Crores as compared to ₹ (91) Crores in FY23
- AUM increased from ₹ 850 Crores as on March 31, 2023 to ₹ 884 Crores



Green Energy



Around **29.2%** of Prism Cement's total power requirement met through **green & renewable sources** during FY24; Plan to set up additional 8MW of solar power by June 2024 and 24MW captive wind power by March 2025

Health & Safety



FY24 Lost Time Injury Frequency Rate (**LTIFR**): **0.46** (Company); Prism Cement: 0.14, HRJ: 0.17, RMC: 0.98

Water Consumption



Over 23 Lakh m³ ground water recharged by Prism Cement during FY24; Prism Cement was **3.4x** water positive in FY24; Share of rain water harvesting at 20% for HRJ in FY24

GHG Emissions



Net Emissions Intensity at **616 kg CO₂ per ton of cementitious material** in FY24 vs. 626 kg CO₂ in FY23; **AFR at 3%** of total fuel consumption in FY24

CSR



CSR spend of ₹ 1.89 Crores in FY24; CSR activities primarily focused on the 18 villages near Prism Cement's plant at Satna, Madhya Pradesh

Bio Diversity



Over 1 million saplings planted by Prism Cement till date (including over **1,60,000 saplings planted in FY24**)



Health & Hygiene



Environment & Water Conservation



Empowerment & Skill Development



Social Welfare



Rural Infrastructure Development



Promotion of Education



Providing Potable Drinking Water



Construction of Drain at Bamhauri



Beautician Training at Rewa



Roadside plantation with tree guards at Satna

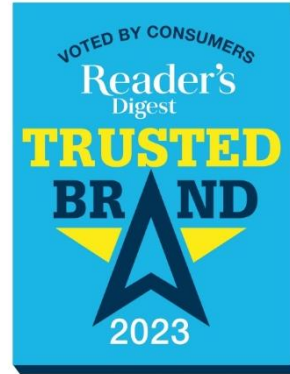


Mega Medical Camp at Baghai





Prism Cement:
Apex India
Occupational
Health & Safety
Award 2023 –
Platinum Award



HRJ: Trusted
Brand for the
year 2023 - in the
the Tiles and
Bath fittings
category



Prism Cement:
National CII Award
for Excellence in
Water
Management
2023



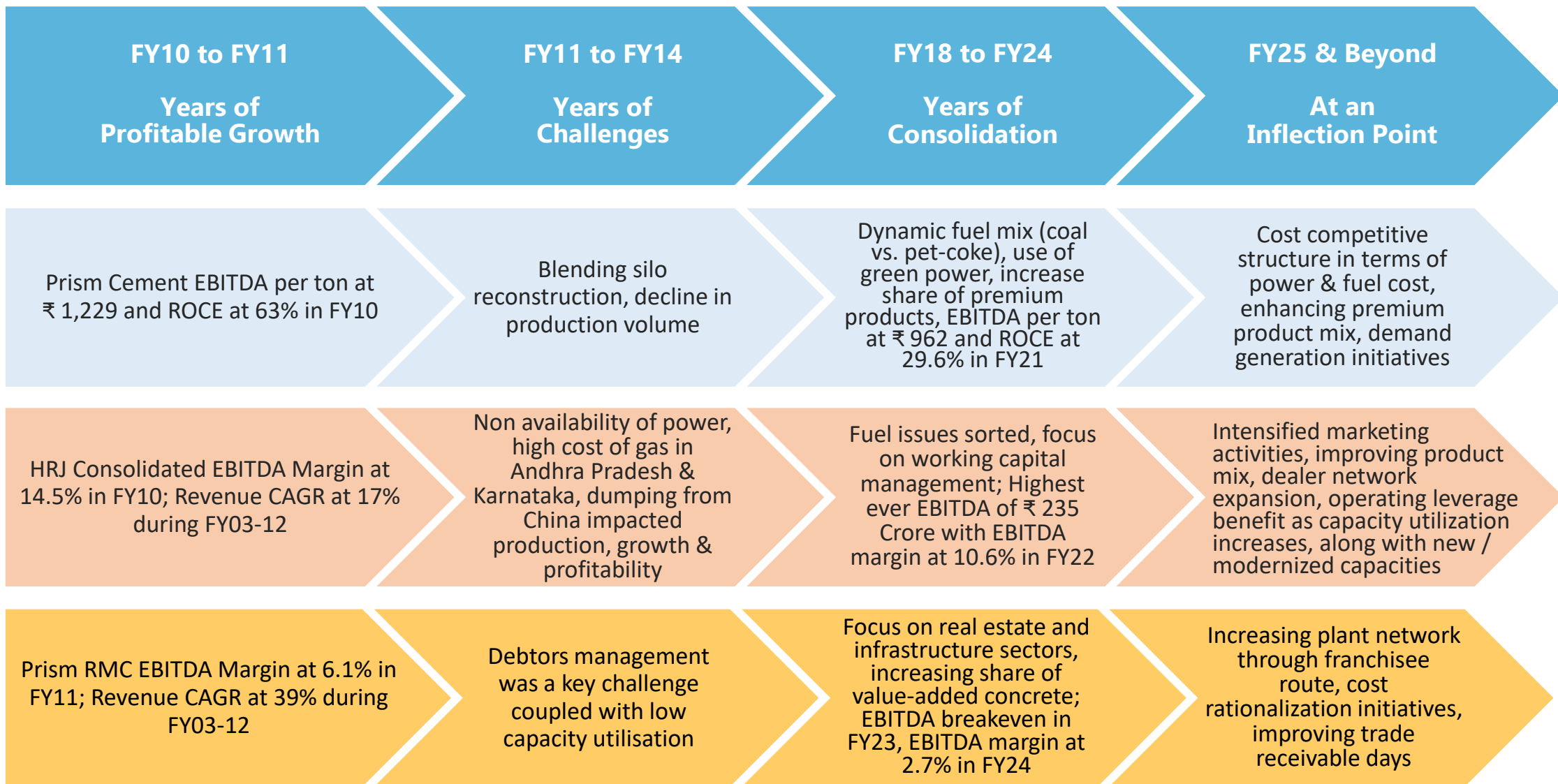
Prism Cement:
Apex India Green
Leaf Award 2023
For Environment
Excellence –
Platinum Award



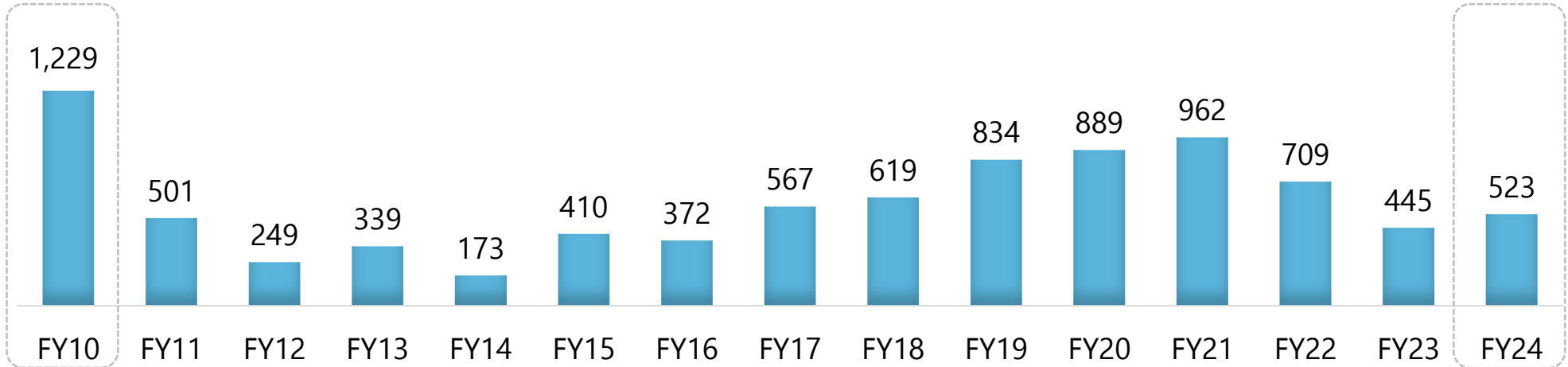
HRJ: Superbrands
India 2023 Award
to Johnson Marble
& Quartz and
Johnson Smart
Tiles



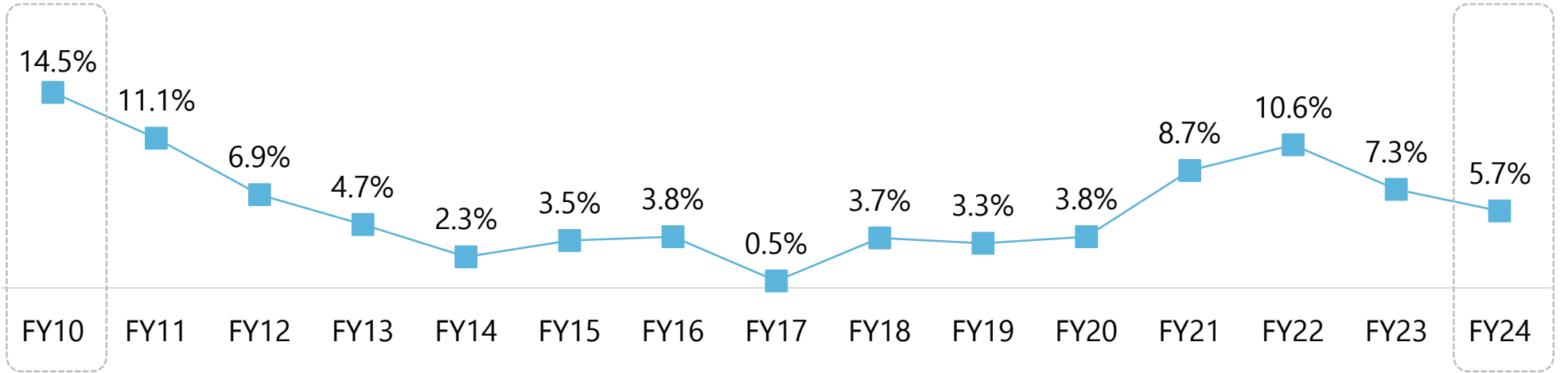
Prism Cement:
Winner of
Happiness &
Wellbeing Award -
2023



Prism Cement EBITDA / Ton (₹)



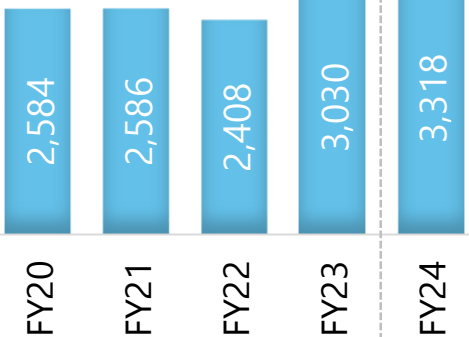
HRJ Consolidated EBITDA Margin (%)



Note: Financial data for the periods starting from FY10 to FY15 is as per IGAAP

Prism Johnson: Division Wise Five Year Financial Performance

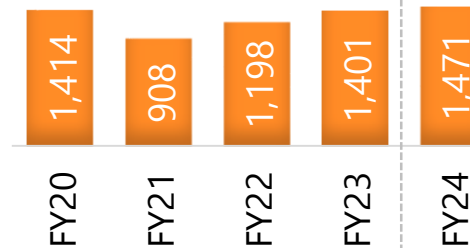
Revenue (₹ Crores)



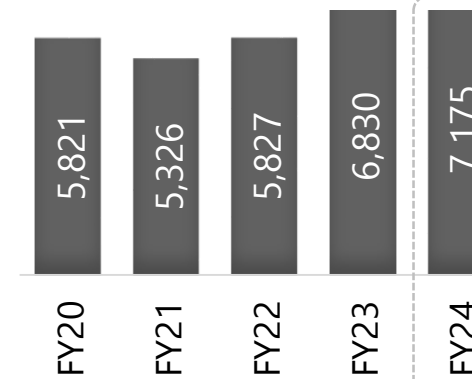
Prism Cement



HRJ

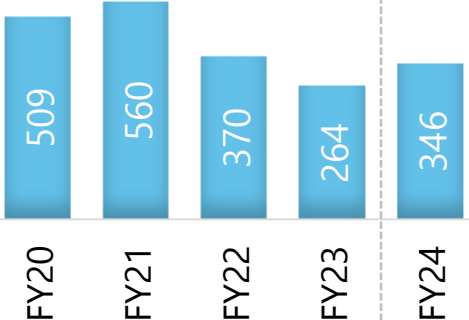


Prism RMC



Consolidated (Ex RQBE)

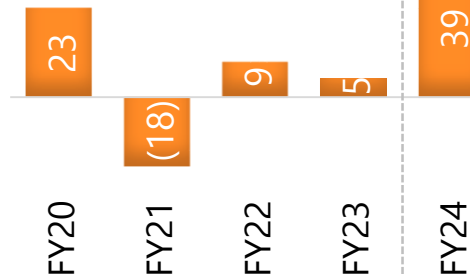
EBITDA (₹ Crores)



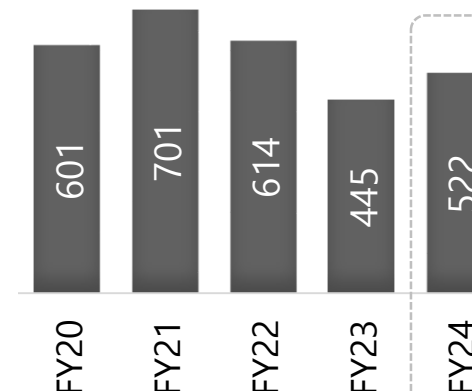
Prism Cement



HRJ



Prism RMC

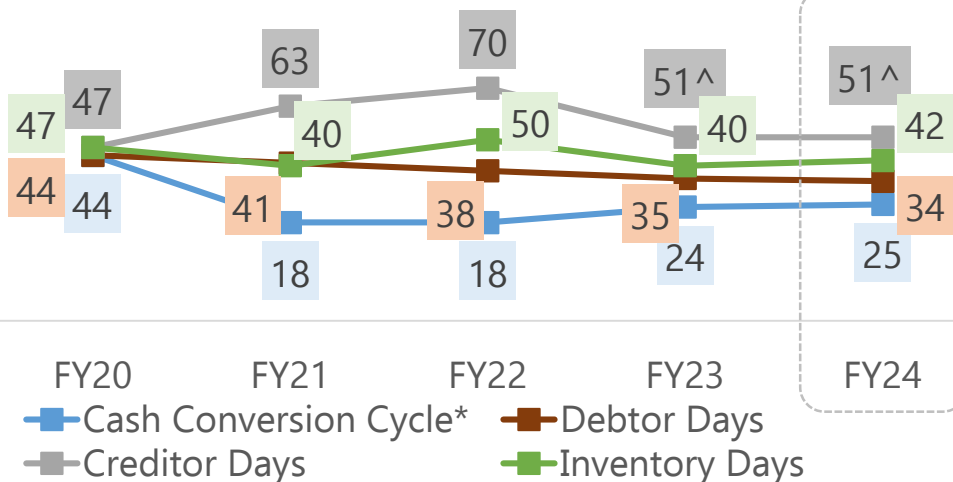


Consolidated (Ex RQBE)

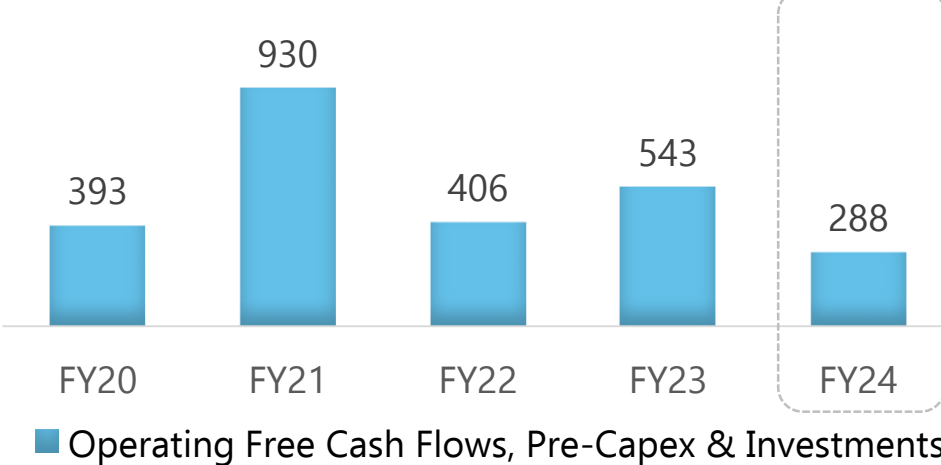
Five Year Financial Performance Snapshot: Strengthening Balance Sheet

Consolidated (Ex. RQBE)

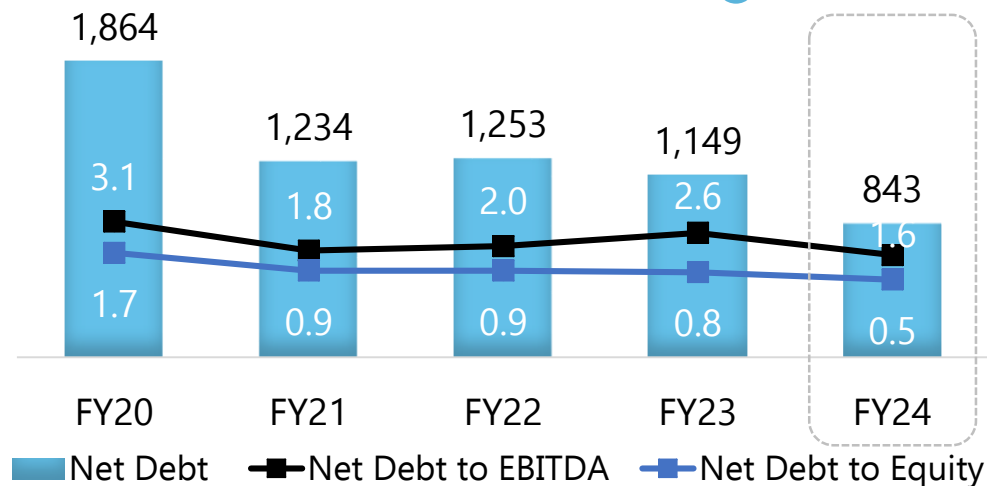
Working Capital (Days)



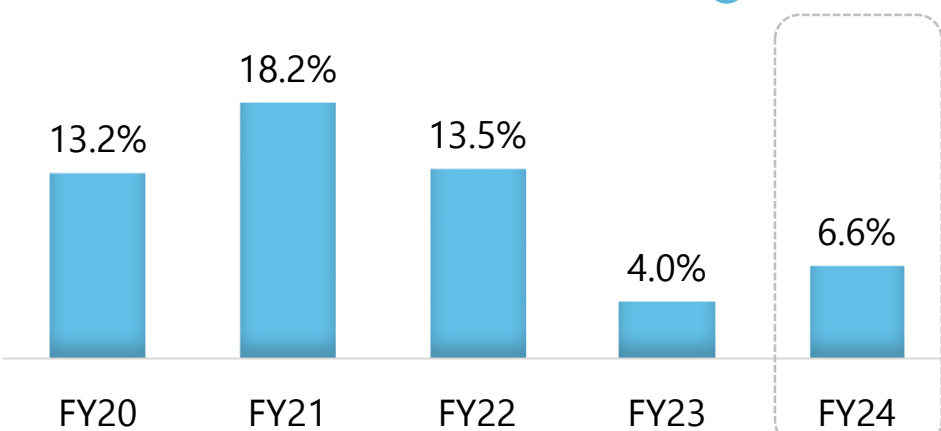
Operating Free Cash Flows (₹ Crores)



Net Debt (₹ Crores)



ROCE# (%)



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

EBIT includes Other Income for ROCE calculation

[^] The decrease in Creditor Days in FY24 and FY25 is primarily due to reclassification / re-grouping in trade payables

Consolidated (Ex RQBE) Financials Summary

Particulars (₹ Crores)	Q4 FY23	Q3 FY24	Q4 FY24	% QoQ	% YoY	FY20	FY21	FY22	FY23	FY24	% YoY
Revenue from Operations	1,966	1,675	2,000	19.4%	1.7%	5,820	5,326	5,827	6,830	7,175	5.1%
- Prism Cement	938	748	907	21.2%	(3.3%)	2,584	2,586	2,408	3,030	3,318	9.5%
- HRJ	657	557	699	25.5%	6.3%	1,823	1,833	2,221	2,399	2,386	(0.5%)
- Prism RMC	370	370	394	6.5%	6.4%	1,414	908	1,198	1,401	1,471	5.0%
EBITDA	150	149	137	(8.1%)	(9.1%)	601	701	614	445	522	17.3%
EBITDA Margin %	7.6%	8.9%	6.8%			10.3%	13.2%	10.5%	6.5%	7.3%	
Depreciation & Amortisation	103	97	125	27.8%	21.1%	248	289	305	384	406	5.9%
Other Income	10	2	9	382.0%	(6.4%)	28	39	39	33	33	(1.0%)
EBIT (Incl. Other Income)	57	53	21	(59.6%)	(62.7%)	381	451	348	95	148	56.9%
Finance Cost	49	49	51	4.5%	3.7%	250	210	185	185	192	3.6%
Net Profit*	10	6	(4)	n/m	n/m	50	224	139	(68)	202	n/m
Net Profit Margin %	0.5%	0.3%	(0.2%)			0.9%	4.2%	2.4%	(1.0%)	2.8%	
Net Debt	1,149	1,098	843	(23.2%)	(26.6%)	1,864	1,234	1,253	1,149	843	(26.6%)
FCF (Pre-Capex & Investments)	518	(32)	371	n/m	(28.3%)	393	930	406	543	288	(47.0%)

Standalone Financials Summary

Particulars (₹ Crores)	Q4 FY23	Q3 FY24	Q4 FY24	% QoQ	% YoY	FY20	FY21	FY22	FY23	FY24	% YoY
Revenue from Operations	1,948	1,657	1,968	18.7%	1.0%	5,579	5,035	5,569	6,712	7,069	5.3%
- Prism Cement	938	748	907	21.2%	(3.3%)	2,584	2,586	2,408	3,030	3,318	9.5%
- HRJ	644	545	677	24.2%	5.2%	1,634	1,573	1,987	2,290	2,306	0.7%
- Prism RMC	370	370	394	6.6%	6.5%	1,414	908	1,198	1,401	1,471	5.0%
- Inter segment revenue	(4)	(5)	(10)	82.0%	150.1%	(53)	(32)	(23)	(9)	(27)	182.7%
EBITDA	129	132	123	(6.9%)	(4.3%)	519	616	576	394	455	15.3%
EBITDA Margin %	6.6%	8.0%	6.3%			9.3%	12.2%	10.3%	5.9%	6.4%	
Depreciation & Amortisation	93	90	113	26.4%	22.0%	214	253	275	338	371	9.6%
Other Income	10	3	14	339.1%	46.7%	27	36	35	33	39	17.6%
EBIT (Incl. Other Income)	46	46	24	(47.2%)	(46.7%)	333	400	335	90	123	37.8%
Finance Cost	45	44	46	5.1%	1.5%	229	191	170	167	171	2.2%
- Interest on borrowings	28	22	23	2.2%	(19.1%)	190	149	128	130	96	(26.5%)
- Other finance costs *	17	21	23	8.1%	35.5%	39	42	42	37	75	102.8%
Exceptional Items	0	0	6	n/m	n/m	10	5	(9)	7	(243)	
Profit Before Tax	1	2	(27)	n/m	n/m	93	204	174	(84)	196	n/m
Net Profit	5	2	(0)	n/m	n/m	25	200	133	(59)	190	n/m
Net Profit Margin %	0.2%	0.1%	(0.0%)			0.5%	4.0%	2.4%	(0.9%)	2.7%	
Net Debt	950	914	662	(27.6%)	(30.3%)	1,675	1,040	1,042	950	662	(30.3%)

Particulars (₹ Crores)	FY24
PAT, Pre-Exceptional Gains	(194)
Cash profit	212
Changes in Working Capital:	
- Increase/(Decrease) in Trade Payables	(89)
- Increase/(Decrease) in Trade Payables (Letter of Credit)	92
- (Increase)/Decrease in Trade Receivables	3
- (Increase)/Decrease in Inventories	(78)
- (Increase)/Decrease in Other Working Capital	148
Net changes in Working Capital	76
Free Cash Flow (FCF)	288
Less: Capex	(486)
Less: Operating Investments	(27)
Add: Net Proceeds from Andhra Pradesh Project	530
Net FCF (Post Capex/Investments)	305
Net Debt (March 31, 2023)	1,148
Net Debt (March 31, 2024)	843

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

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: Aptech Limited, 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



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



Rajnish Sacheti
Chief Legal Officer

Company Secretary
Tenure in Company:
~26 years
Past experience:
Grasim Industries 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



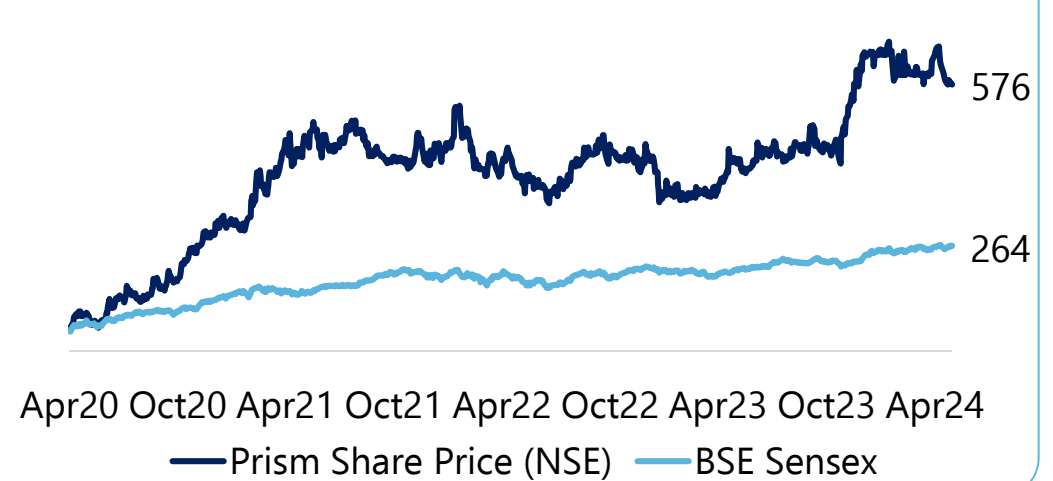
Prabir K. Ray
Chief Human Resources Officer

Mechanical Engineer from Delhi College of Engineering and MBA from FMS, Delhi
Tenure in Company:
~8 years
Past experience:
UltraTech Cement Limited, ACC Limited

Absolute Share Price Performance



Share Price Performance vs. BSE Sensex*

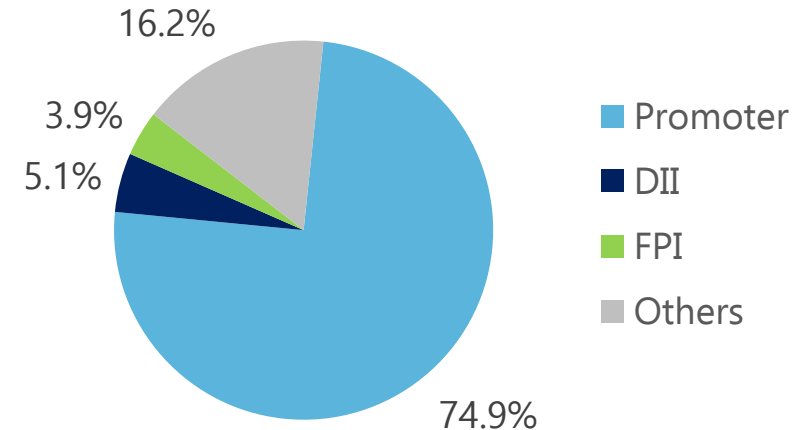


Particulars

31-Mar-2024

NSE Ticker	PRSMJOHNSN
Share Price (₹)	178.60
52 Week Low – High	99.35 – 191.70
Market Cap (₹ Crore)	8,990
3-Month Avg. Value Traded (₹ Crore)	17
Indices Prism Johnson is a member of	NIFTY 500, NIFTY MIDCAP250

Shareholding Pattern – March 31, 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 396 kilometers in FY24. Prism Cement has a wide distribution network of around 2,500 effective dealers serviced from around 166 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 m² 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 102 plants (including franchisees for purchase of ready-mixed concrete) at 47 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 | +91-22-6675 4142-46

Email: nupur.agarwal@prismjohnson.in | Website: 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.