



KRITI INDUSTRIES (INDIA) LIMITED

EARNINGS PRESENTATION | Q3/9M-FY22



Company Overview



Kriti Industries (India) Ltd. (KIIL) was incorporated in 1990 and got listed on BSE in 1994

The company is headquartered out of Indore, Madhya Pradesh, and the manufacturing facility is located at Pithampur, Madhya Pradesh

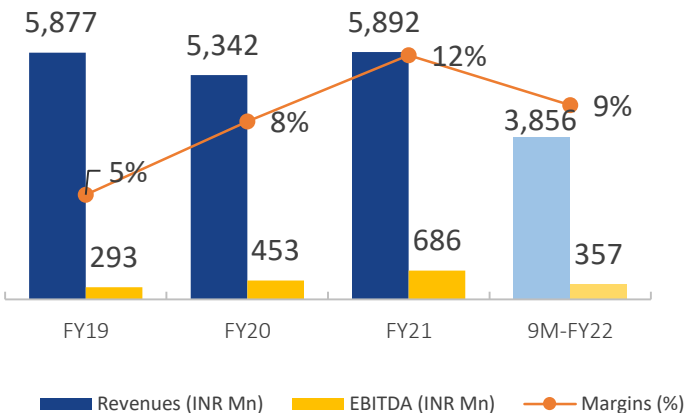
Kriti manufactures premium quality piping products and solutions, accessories, gas pipes, telecom ducts, submersible pipes and casing pipes which are used in applications of potable water supply, irrigation, building construction and infrastructure

The company’s products are sold under the “Kasta” brand, which is well known in Central India for consistency, quality and service

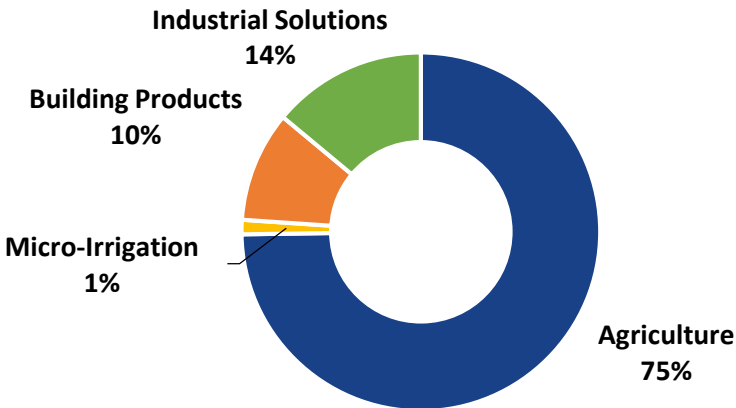
A strong distribution network with over 400+ dealers spread across 16 of the high growth states in India

Strategic manufacturing location at Central India near Indore as it is equidistance from large consumer markets like Maharashtra, Gujarat, Rajasthan, Telangana, and Andhra Pradesh

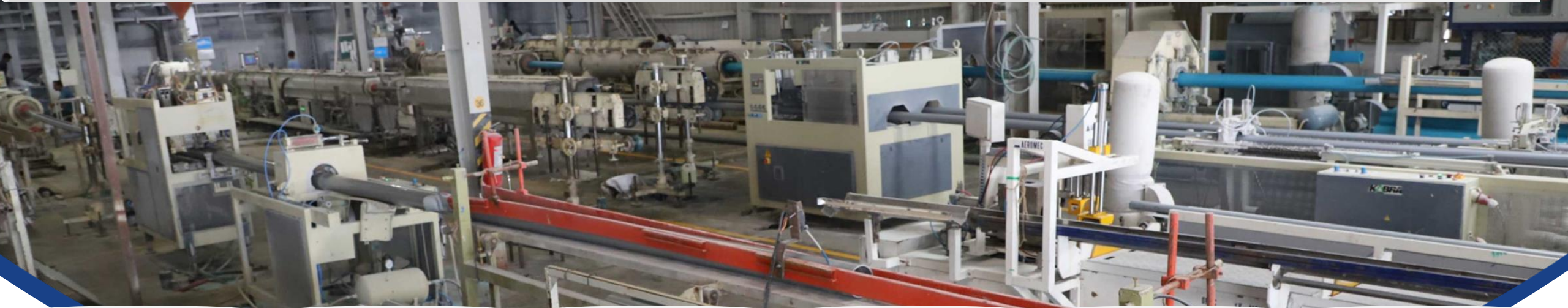
Financial Highlights



Segmental Revenue Breakup (9M-FY22)



Manufacturing Facility



KIIL has state-of-the-art facilities with 21 extrusion lines for PVC pipes, 14 extrusion lines for HDPE & Drip, 25 Injection moulding machines

The plant is the largest single-location polymer pipe manufacturing plants in India with a total capacity of 125,000 TPA

Sector wise capacities:

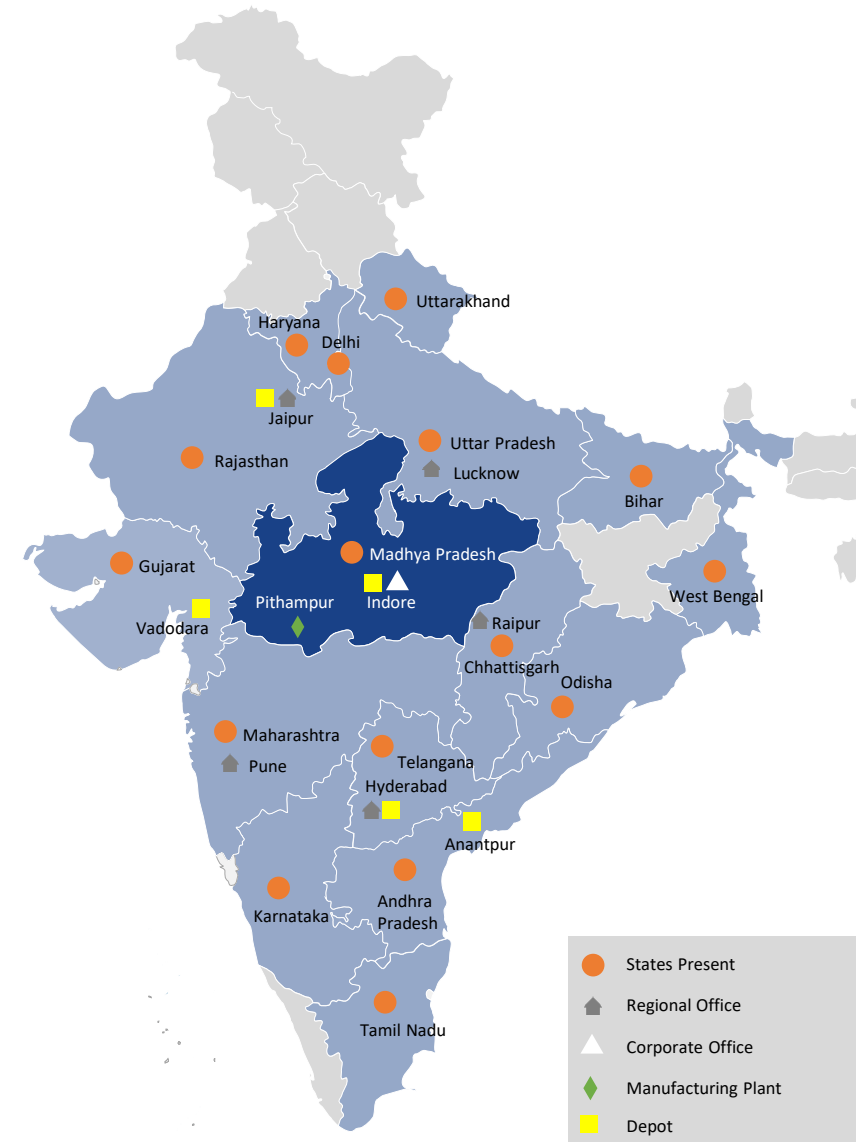
- Agriculture 92,300 MTPA
- Industrial Solutions 24,000 MTPA
- Building Products 6,000 MTPA
- Micro Irrigation 2,700 MTPA

Superior technology in Extrusion & Injection Moulding, form a solid base to provide the best quality products to its customers.

The plant has various certifications including ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018 and over 17 Bureau of Indian Standards (BIS) licenses for different product categories

Automated Material compounding system is established for the production of PVC pipes with International Standards QMS and product compatibility

Distribution Model



The “Kasta” brand enjoys around 65% market share in Madhya Pradesh, around 45% in Rajasthan and around 10% in Maharashtra

Kriti has 438 dealers for its distribution of Agriculture and micro-irrigation products and 70 dealers for building products

The company also sells customized products to large public and private industrial clients

The retail sales account for over 75% of revenues



Key Strengths





- Increase capacity utilizations to enhance economies of scales and subsequently margins
- Network expansion within the existing states and entry into new states
- Increase sale of Value-Added products
- Reduction of Long-Term Debt
- Enhance presence in Industrial pipes

Product Portfolio

KIIL has transformed from a single screw extruder, for manufacturing polymer pipes and fittings company in a small shed, to a Largest Single location integrated fluid transmission products company both to retail and institutional business players



Agriculture

- RPVC Pipes & Fittings
- Column Pipes & Fittings
- Bore well Casing Pipes & Fittings
- HDPE Pipes & Fittings
- Suction Pipes & Fittings
- Elastomeric Pipes & Fittings



Industrial Solutions

- Fiber Duct
- Fiber Fly
- Fiberi Track
- Fiber Ways
- Fiber F8
- Fiber Main
- Gas Pipes
- Multi Duct



Building Products

- CPVC Pipes
- UPVC Pipes
- SWR/ Drainage RPVC
- Garden Pipes
- Protech CPVC Solvent Cement
- Water Tank



Micro-Irrigation

- Sprinkler
- In-Line Drip Irrigation System
- On-Line Drip Irrigation System



KEY FINANCIAL HIGHLIGHTS



9M/Q3-FY22 Key Financial Highlights

Q3-FY22 Consolidated Financial Performance

Total Revenue **INR 1,189 Mn**

EBITDA **INR 98 Mn**

EBITDA Margin **8.24%**

Net Profit **INR 41 Mn**

PAT Margin **3.45%**

Diluted EPS **INR 0.82 Per share**

9M-FY22 Consolidated Financial Performance

Total Revenue **INR 3,856 Mn**

EBITDA **INR 357 Mn**

EBITDA Margin **9.26%**

Net Profit **INR 219 Mn**

PAT Margin **5.68%**

Diluted EPS **INR 4.42 Per share**

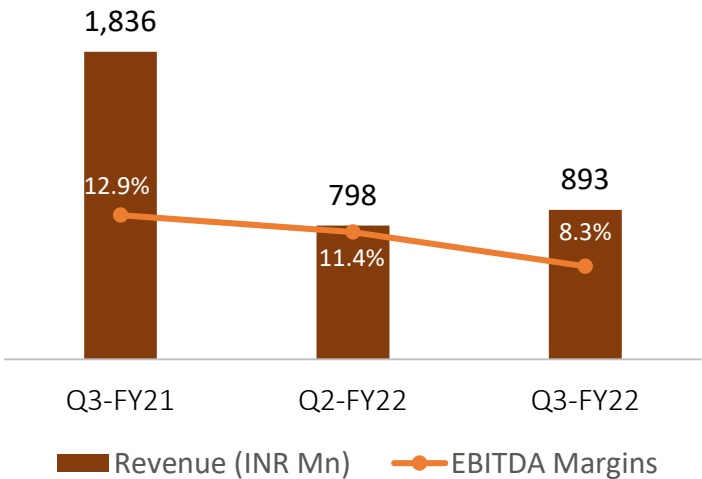
9M/Q3-FY22 Key Operational Highlights



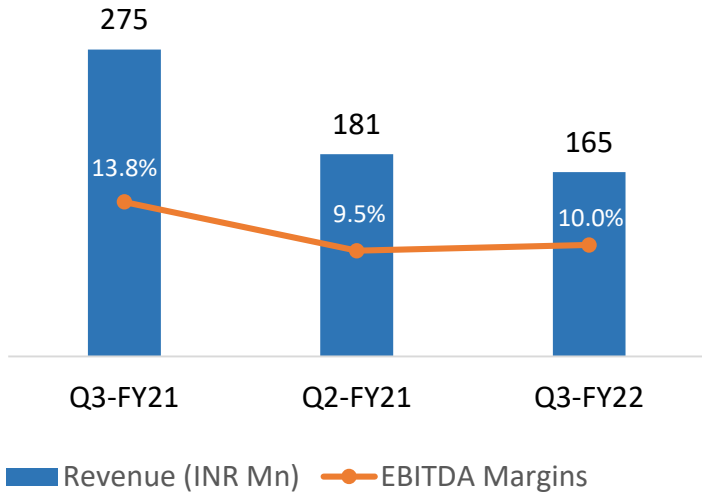
- The PVC prices continued to gain strength until October '21 to Rs 160/-kg levels, which started declining and have come down to Rs 130/- kg levels.
- YoY decline in turnover was primarily driven by the steep volatility in PVC prices which adversely impacted demand of PVC products and also the unprecedented rains throughout Q3-FY22 in Madhya Pradesh and Rajasthan, where the company has a leadership position.
- Despite the Agri sector's poor performance, the building products, micro irrigation products, and industrial solutions products have shown marginal improvement.
- KIIL has already undertaken capex of Rs 30 crores approx. for new capacities and a new product range that will be commercialise in Q1-FY23.
- The company has completed the full range of products in the Building Products and the Column pipe segment as it intends to grow this segment due to the non-cyclical nature of demand.
- Going forward, the company also plans to expand in the markets where the company has already made a successful entry.

Quarterly Segmental Highlights

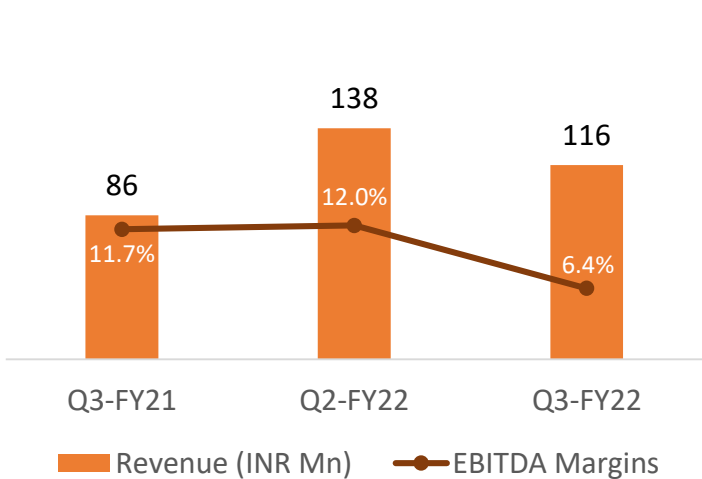
Agricultural Products



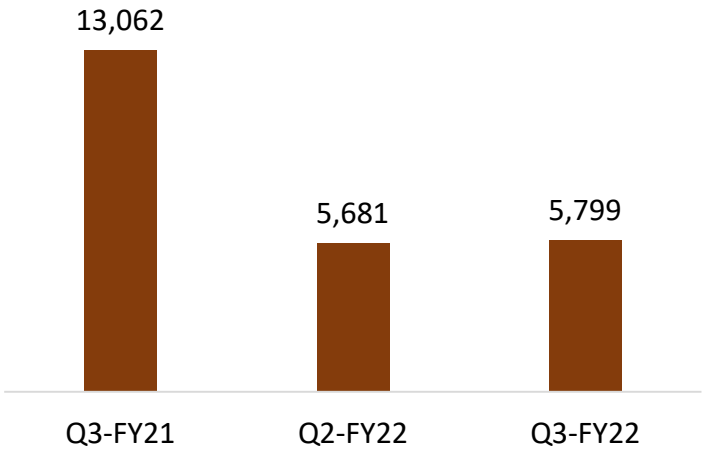
Industrial Solutions



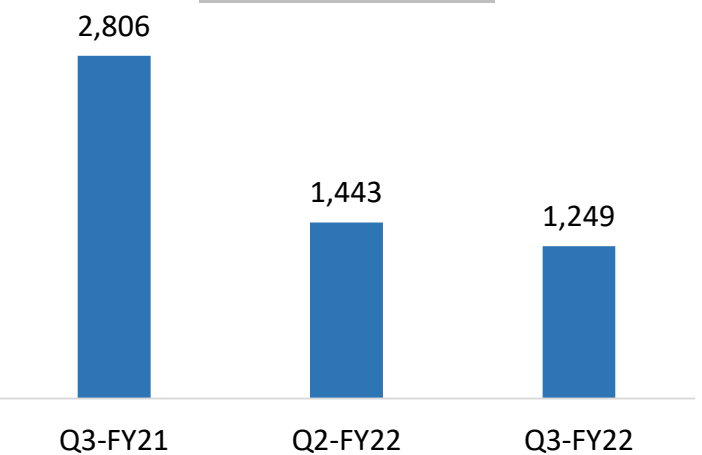
Building Products



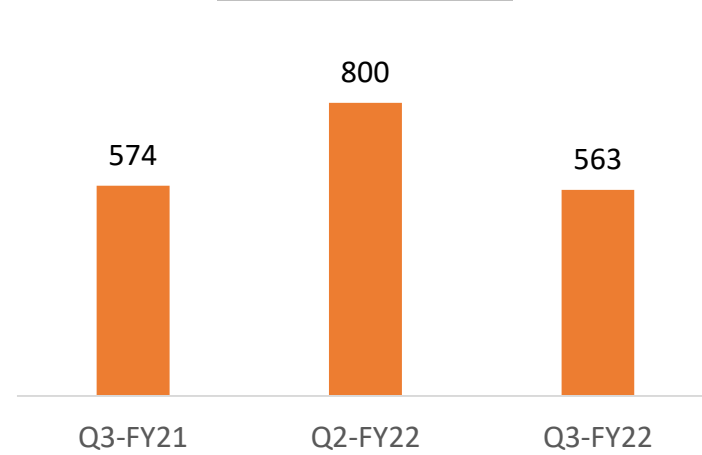
Agricultural Products
Sales Volume (in MT)



Industrial Solutions
Sales Volume (in MT)



Building Products
Sales Volume (in MT)



Consolidated Quarterly Financial Performance

Particulars (In Mn)	Q3-FY22	Q3-FY21	Y-o-Y	Q2-FY22	Q-o-Q
Operational Income	1,189	2,209	(46.2)%	1,127	5.5%
Total Expenses	1,091	1,925	(43.3)%	1,004	8.7%
EBITDA	98	284	(65.5)%	123	(20.3)%
EBITDA Margin (%)	8.24%	12.86%	(462)Bps	10.91%	(267)bps
Other Income	3	1	NA	3	-
Depreciation	20	19	5.2%	19	5.2%
Finance Cost	36	29	24.1.%	32	12.5%
Exceptional Item	0	-	NA	-	NA
Profit Before Tax	45	237	(81.0)%	75	(40.0)%
Tax	4	60	(93.3)%	20	(80.0)%
Net Profit/ (Loss) for the Period	41	177	(76.8)%	55	(25.5)%
PAT Margin (%)	3.45%	8.01%	(456)Bps	4.88%	(143)bps
Other Comprehensive Income	--	-	NA	-	NA
Total Comprehensive Income	41	177	(76.8)%	55	(25.5)%
Diluted EPS (INR)	0.82	3.58	(77.1)%	1.1	(25.5)%

Consolidated YTD Financial Performance

Particulars (In Mn)	9M-FY22	9M-FY21	Y-o-Y
Operational Income	3,856	4,663	(17.3)%
Total Expenses	3,499	4,128	(15.2)%
EBITDA	357	535	(33.3)%
EBITDA Margin (%)	9.26%	11.47%	(221)bps
Other Income	8	8	-
Depreciation	59	58	1.7%
Finance Cost	102	82	24.4%
Exceptional Item	-	-	NA
Profit Before Tax	204	403	(49.4)%
Tax	44	102	(56.9)%
Profit After Tax from Continuing Operations	160	301	(46.8)%
Profit/ (Loss) Before Tax from Discontinuing Operations	58	-	NA
Tax	(1)	-	NA
Profit/ (Loss) After Tax from Discontinuing Operations	59	-	NA
Net Profit/ (Loss) for the Period	219	301	(27.2)%
PAT Margin (%)	5.68%	6.46%	(78)bps
Other Comprehensive Income	1	-	NA
Total Comprehensive Income	220	301	(26.9)%
Diluted EPS (INR)	4.42	6.07	(27.2)%

Historical Consolidated Income Statement (IndAS)

Particulars (In Mn)	FY19	FY20	FY21	9M-FY22
Operational Income	5,877	5,342	5,892	3,856
Total Expenses	5,584	4,889	5,206	3,499
EBITDA	293	453	686	357
EBITDA Margin (%)	4.99%	8.48%	11.64%	9.26%
Other Income	21	17	9	8
Depreciation	62	71	75	59
Finance Cost	152	173	110	102
Exceptional Item	-	12	-	-
Profit Before Tax	100	214	510	204
Tax	40	23	130	44
Profit After Tax from Continuing Operations	60	191	380	160
Profit/ (Loss) Before Tax from Discontinuing Operations	-	(6)	(23)	58
Tax	-	-	4	(1)
Profit/ (Loss) After Tax from Discontinuing Operations	-	(6)	(19)	59
Net Profit/ (Loss) for the Period	60	185	361	219
PAT Margin (%)	1.02%	3.46%	6.13%	5.68%
Other Comprehensive Income	-	2	-	1
Total Comprehensive Income	60	187	361	220
Diluted EPS (INR)	1.21	3.73	7.27	4.42

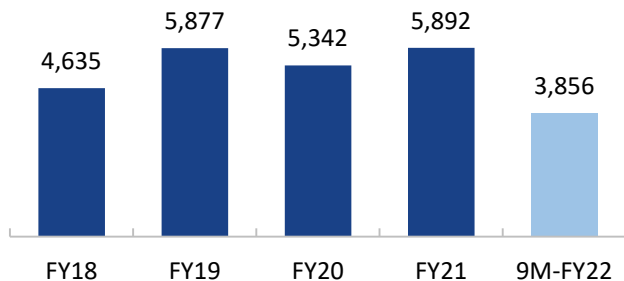
Historical Consolidated Balance Sheet (IndAS)

Particulars (INR Mn)	FY20	FY21	H1-FY22
EQUITIES & LIABILITIES			
<u>Equity</u>			
Equity Share Capital	50	50	50
Other Equity	941	1,294	1,477
Total Equity	991	1,344	1,527
<u>Non Current Liabilities</u>			
<u>Financial Liabilities</u>			
Borrowings	153	160	127
Deferred Tax Liabilities (Net)	105	104	103
Other Non Current Liabilities	107	128	128
Lease Liability	32	31	30
Sub Total of Non Current Liabilities	397	423	388
<u>Current Liabilities</u>			
<u>Financial Liabilities</u>			
Borrowings	512	447	617
Trade Payables	1,480	1,042	1,544
Other Financial Liabilities	77	72	2
Other Current Liabilities	50	83	60
Provisions	22	26	26
Current Tax Liabilities (Net)	1	6	10
Sub Total of Current Liabilities	2,142	1,676	2,259
Other Advances received against assets held for sale	-	68	-
TOTAL EQUITIES & LIABILITIES	3,530	3,511	4,174

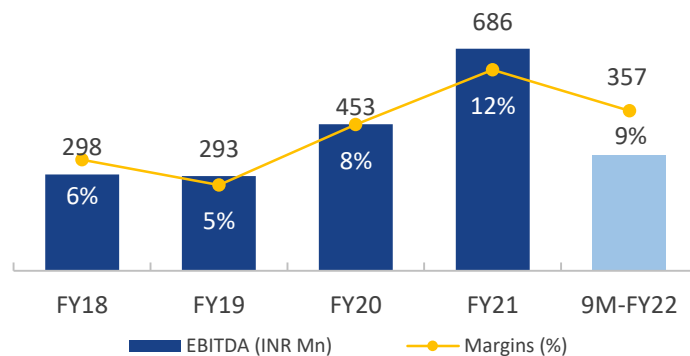
Particulars (INR Mn)	FY20	FY21	H1-FY22
ASSETS			
<u>Non Current Assets</u>			
Property, Plant & Equipment	1,061	1,003	967
Capital Work-in-Progress	10	81	137
Other Intangible Assets	2	1	1
<u>Financial Assets</u>			
Investments	-	-	-
Loans	24	26	-
Other Financial Assets	-	6	30
Other Non-Current Assets	-	-	-
Sub Total of Non-Current Assets	1,097	1,117	1,135
<u>Current Assets</u>			
Inventories	1,356	1,617	1907
<u>Financial Assets</u>			
Trade Receivables	729	321	409
Cash & Bank Balance	140	220	229
Loans	196	206	480
Other Current Assets	12	11	14
Sub Total of Current Assets	2,433	2,375	3,039
Property, Plant & Equipment held for Sale	-	19	-
TOTAL ASSETS	3,530	3,511	4,174

Consolidated Financial Highlights

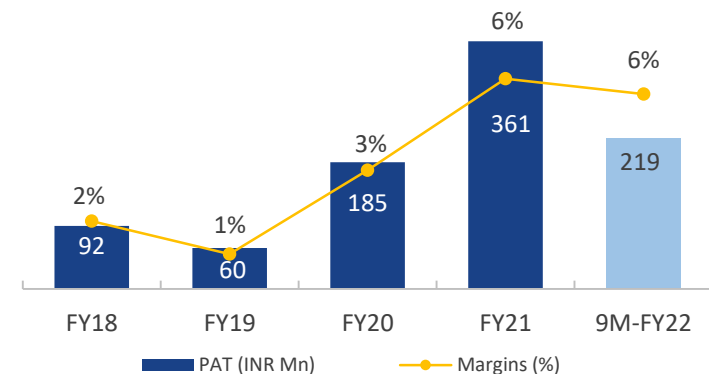
Revenue From Operations (INR Mn)



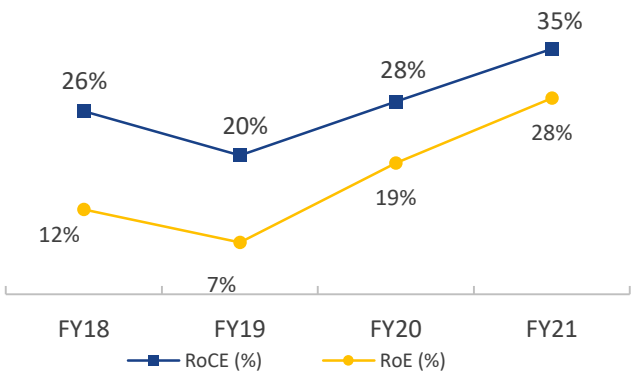
EBITDA (In INR Mn) & EBITDA Margins (%)



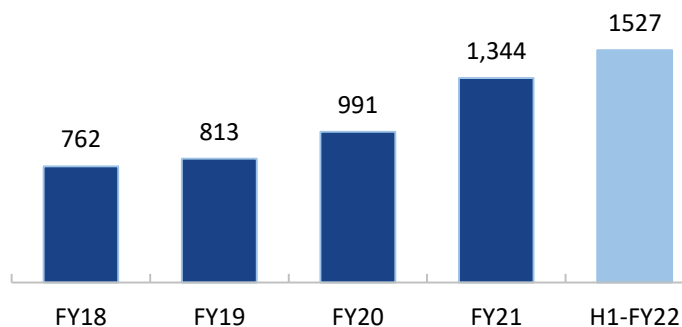
Net Profit (In INR Mn) & PAT Margins (%)



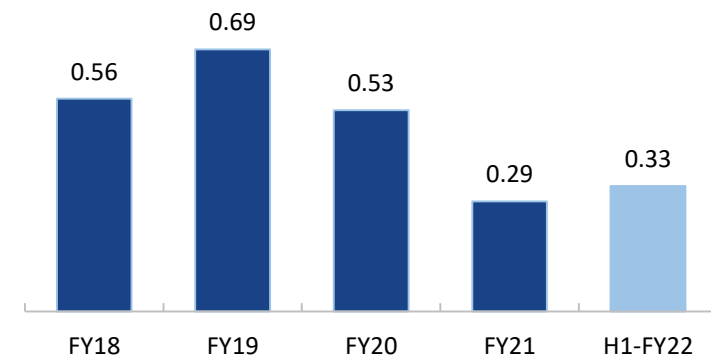
ROCE (%) and ROE (%)



Net Worth (INR Mn)

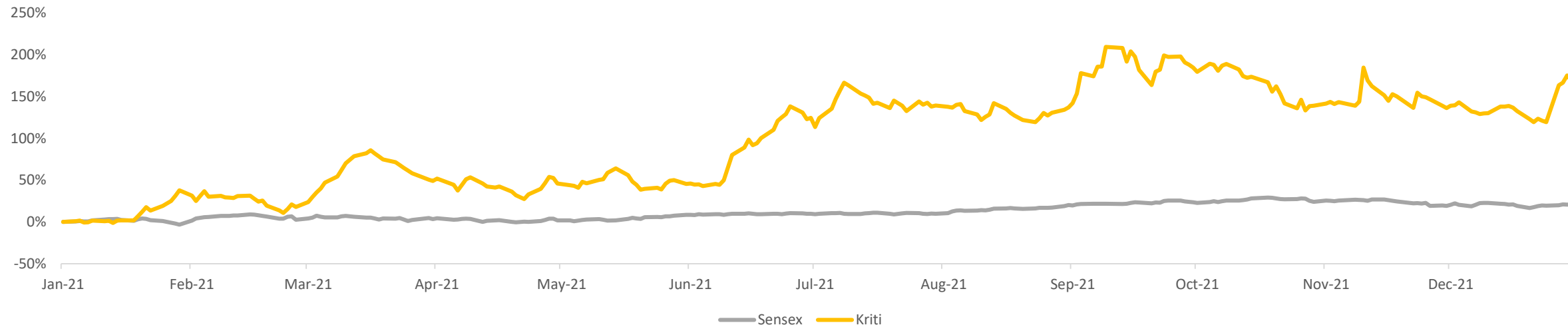


Net Debt to Equity (x)



Capital Market Information

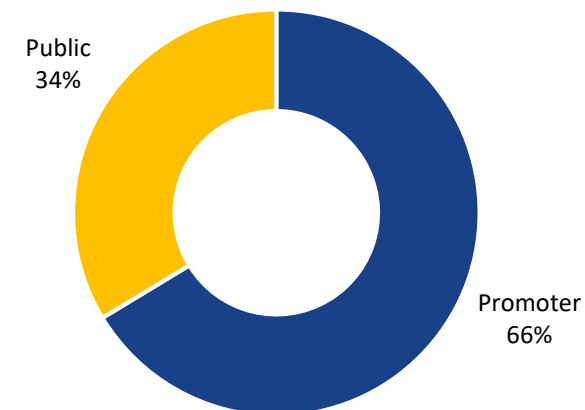
Stock Performance upto 31st December 2021



Price Data as on 31st December 2021

Face Value (INR)	1.00
Market Price (INR)	130.5
52 Week High / Low	158/47
Market Cap (INR Mn)	6,473.2
Equity Shares Outstanding (Mn)	49.6
1 Year Avg. Trading volume ('000)	53.43

Shareholding Pattern as on 31st December 2021



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Kriti Industries (India) Limited

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