



KRITI INDUSTRIES (INDIA) LIMITED

BRILLIANT SAPPHIRE, 801-804, 8th FLOOR, PLOT NO. 10, SCHEME 78-II, VIJAY NAGAR,
INDORE - 452 010 (M.P.) INDIA. PHONE No.: (+91-731) 2719100.
REGD. OFF.: "MEHTA CHAMBERS", 34, SIYAGANJ, INDORE - 452007 Phone: (+91-731) 2540963
E-mail: info@kritiindia.com Website: <http://www.kritiindia.com>

CIN : L25206MP1990PLC005732

KIIL/BSE/2021-22

17th May, 2021

Online filing at: www.listing.bseindia.com

To,
The Listing Department
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Tower,
Dalal Street, Mumbai (M.H.) 400 001

BSE CODE: 526423

Subject: Intimation under regulation 30 - Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30, the investor presentation on the financial results of our company for the quarter and year ended 31st March, 2021 is attached.

The same has also been placed on the website of the Company.

Kindly take the note of the same in your records.

Thanking you,

Yours faithfully,

For Kriti Industries (India) Limited

Apeksha Baisakhiya
Company Secretary & Compliance Officer

Encl: a/a



KRITI INDUSTRIES (INDIA) LIMITED

EARNINGS PRESENTATION | FY21 / Q4-FY21



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

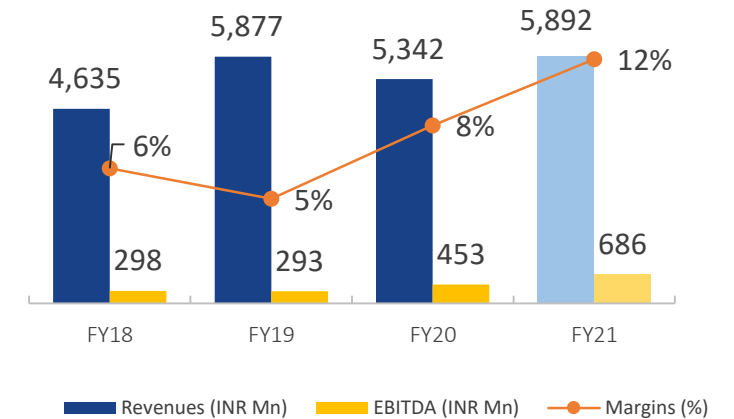
Kriti manufactures premium quality piping products and solutions, accessories, gas pipes, telecom ducts, submersible pipes and casing pipes which are used in applications of potable water supply, irrigation, building construction and infrastructure

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

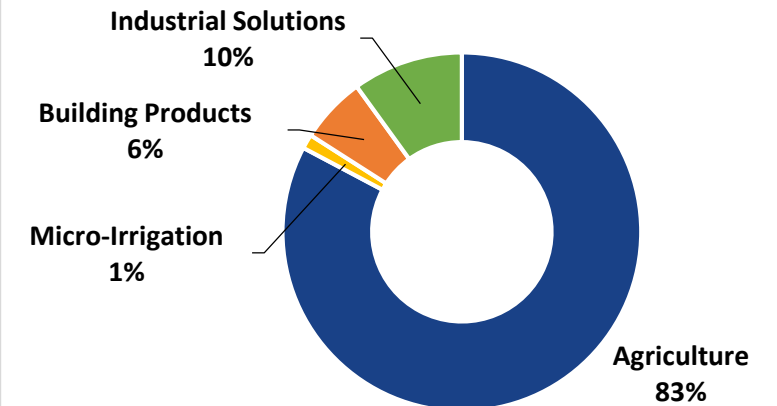
A strong distribution network with over 400+ dealers spread across 16 of the high growth states in India

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 (FY21)



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:

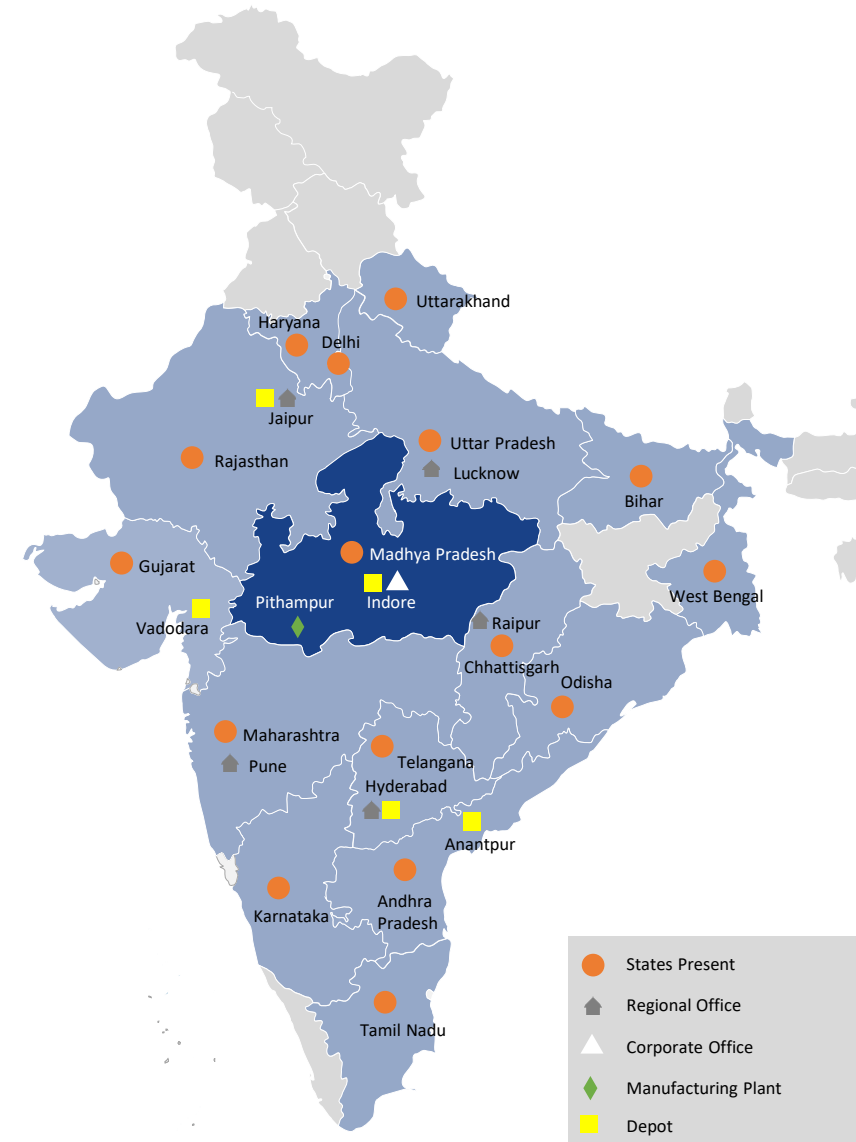
- Agriculture 80,400 MTPA
- Industrial Solutions 18,000 MTPA
- Building Products 6,000 MTPA
- Micro Irrigation 2,400 MTPA

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



Key Financial Highlights

Q4-FY21 Consolidated Financial Performance

Total Revenue **INR 1,258 Mn**

EBITDA **INR 142 Mn**

EBITDA Margin **11.29%**

Net Profit **INR 60 Mn**

PAT Margin **4.77%**

Diluted EPS **INR 1.20 per share**

FY21 Consolidated Financial Performance

Total Revenue **INR 5,892 Mn**

EBITDA **INR 686 Mn**

EBITDA Margin **11.64%**

Net Profit **INR 361 Mn**

PAT Margin **6.13%**

Diluted EPS **INR 7.27 per share**

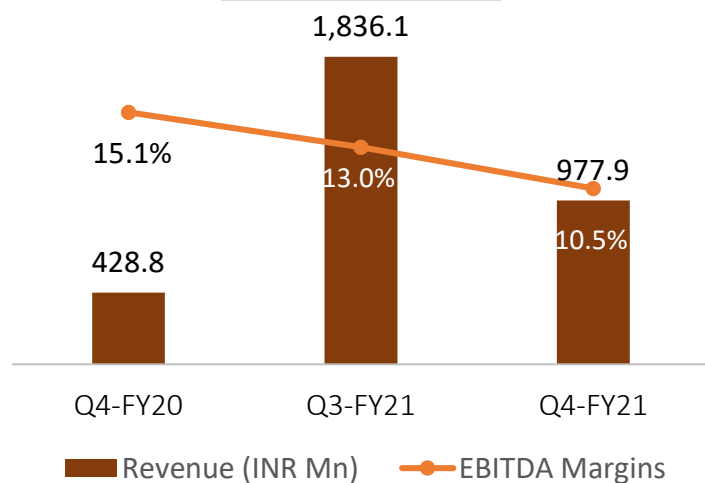
Key Operational Highlights



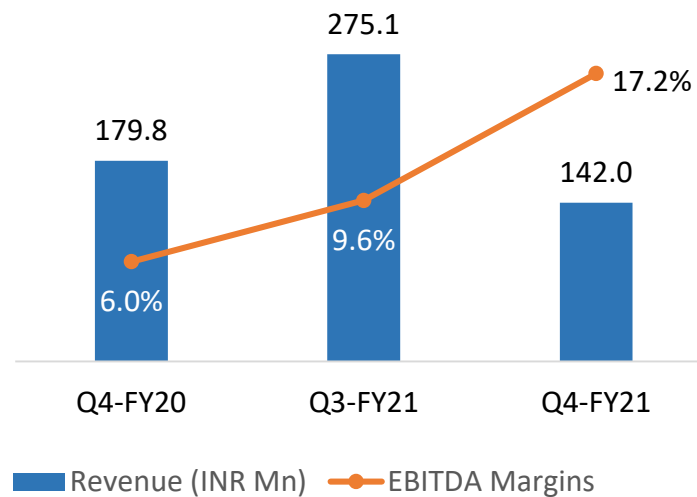
- KIIL has registered its highest ever turnover in FY 21, which was mainly on account of increase in prices and the company has been able to maintain the volumes despite the Covid-19 situation prevailing for last one year.
- The company has achieved a double digit EBIDTA margin for the first time in its annual performance and is confident of maintaining it on a sustained basis.
- The company's efforts made towards cost reduction program and quality/efficiency improvement in FY21 have also helped improved the bottom line.
- The company has also been able to substantially reduce its finance cost in FY21 from 3.22 to 1.86% which also helped in improving the bottom line of the company significantly.
- Momentum of high return ratios continue and have also been able to significantly improve its current ratio and gearing ratio.
- The global PVC prices continued to remain strong during Q4 as well which provided extended opportunity to the industry to gain out on inventories.
- Although, Q4 is generally considered to be a lean period in this industry, we achieved 53% volume growth in Q4 on a YoY basis, which was driven by both agri and non-agri sectors.

Quarterly Segmental Highlights

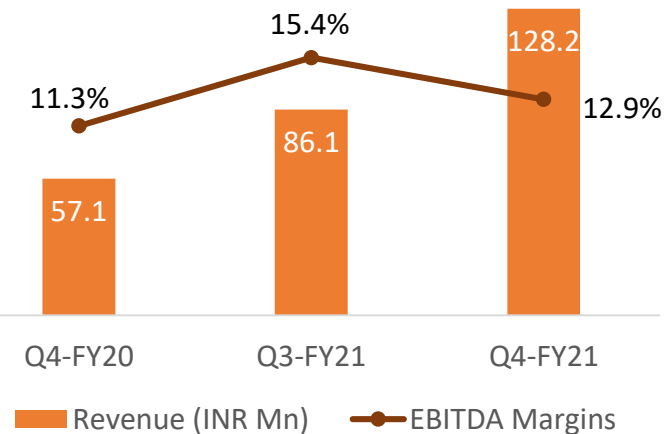
Agricultural Products



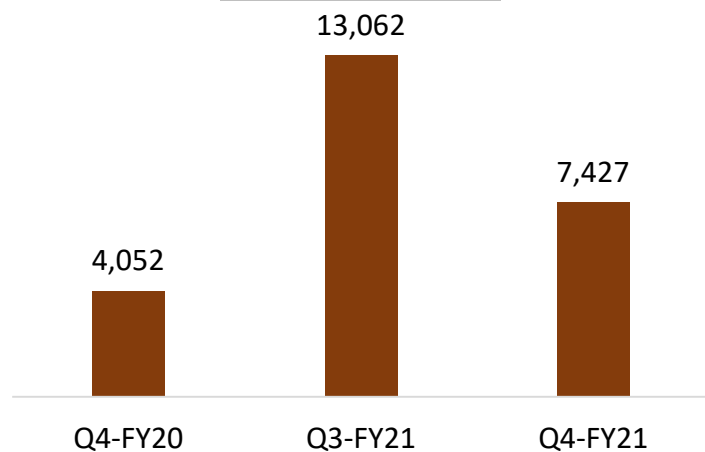
Industrial Solutions



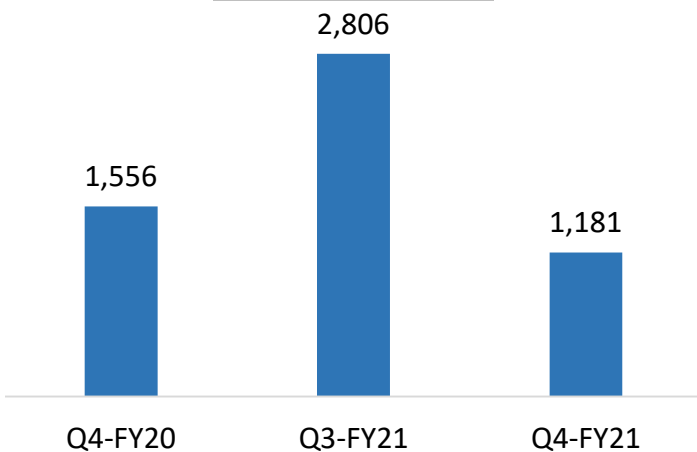
Building Products



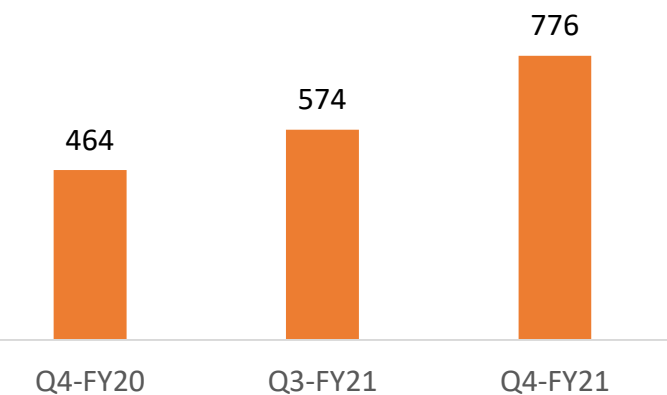
Agricultural Products Sales Volume (in MT)



Industrial Solutions Sales Volume (in MT)



Building Products Sales Volume (in MT)

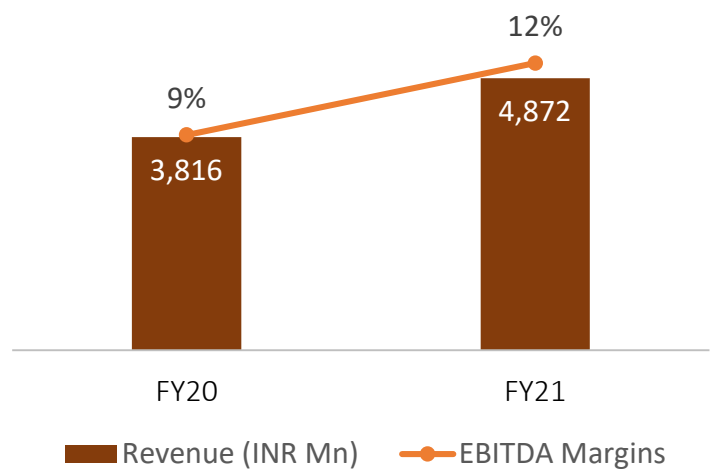


Quarterly Financial Performance

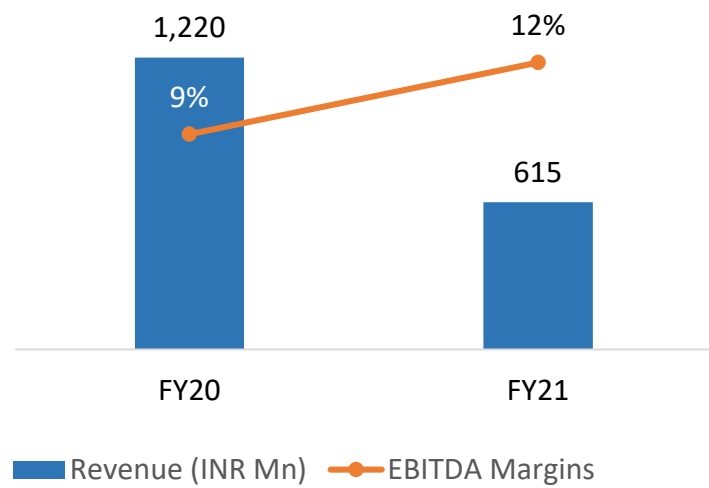
Particulars (In Mn)	Q4-FY21	Q4-FY20	Y-o-Y	Q3-FY21	Q-o-Q
Operational Income	1,258	685	83.6%	2,209	(43.1)%
Total Expenses	1,116	592	88.5%	1,924	(42.0)%
EBITDA	142	93	52.7%	285	(50.2)%
EBITDA Margin (%)	11.29%	13.58%	(229) Bps	12.90%	(161) Bps
Other Income	3	3	NA	1	NA
Depreciation	18	19	(5.3)%	19	(5.3)%
Finance Cost	28	45	(37.8)%	29	(3.4) %
Exceptional Item	-	12	NA	-	NA
Profit Before Tax	99	20	395.0%	238	(58.4)%
Tax	27	(45)	NA	60	(55.0)%
Profit After Tax from Continuing Operations	72	65	10.8%	178	(59.6)%
Profit/ (Loss) Before Tax from Discontinuing Operations	(14)	-	NA	(1)	NA
Tax	(2)	-	NA	-	NA
Profit/ (Loss) After Tax from Discontinuing Operations	(12)	-	NA	(1)	NA
Net Profit/ (Loss) for the Period	60	65	(7.7)%	177	(66.1)%
PAT Margin (%)	4.77%	9.49%	(472) Bps	8.01%	(324) Bps
Other Comprehensive Income	-	2	NA	-	NA
Total Comprehensive Income	60	67	(10.4)%	177	(66.1)%
Diluted EPS (INR)	1.20	1.31	(8.4)%	3.58	(66.5)%

Yearly Segmental Highlights

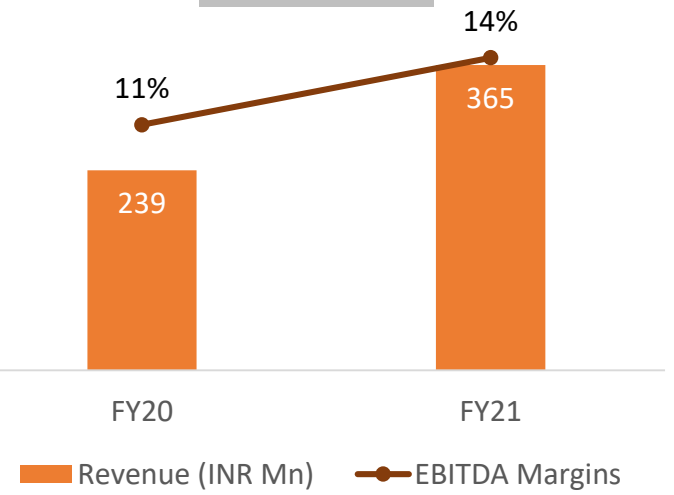
Agricultural Products



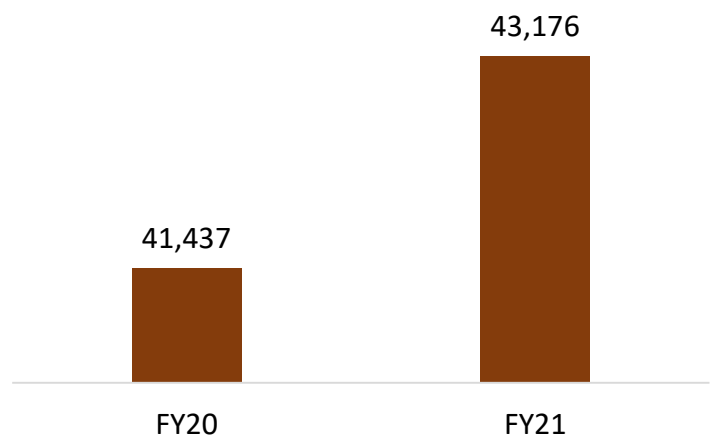
Industrial Solutions



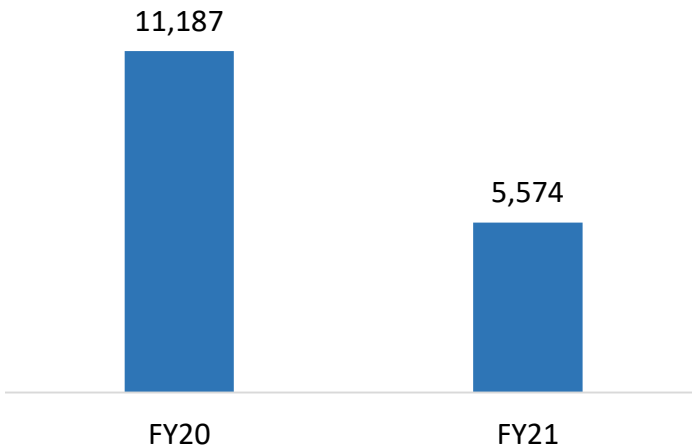
Building Products



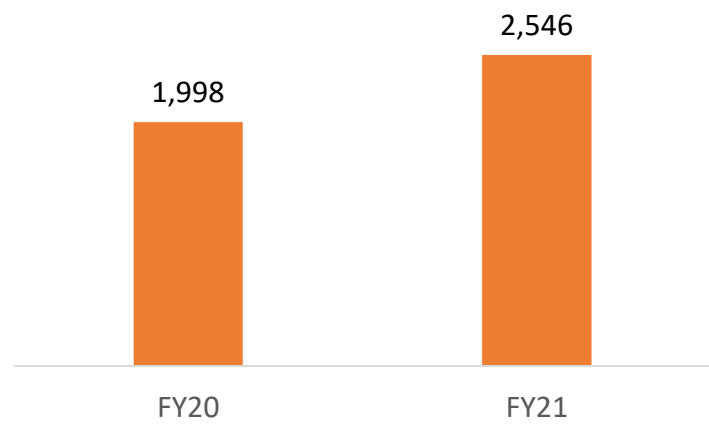
Agricultural Products
Sales Volume (in MT)



Industrial Solutions
Sales Volume (in MT)



Building Products
Sales Volume (in MT)



FY21 Financial Performance

Particulars (In Mn)	FY21	FY20	Y-o-Y
Operational Income	5,892	5,342	10.3%
Total Expenses	5,206	4,889	6.5%
EBITDA	686	453	51.4%
EBITDA Margin (%)	11.64%	8.48%	316 Bps
Other Income	9	17	(47.1)%
Depreciation	75	71	5.6%
Finance Cost	110	173	(36.4)%
Exceptional Item	-	12	NA
Profit Before Tax	510	214	138.3%
Tax	130	23	NA
Profit After Tax from Continuing Operations	380	191	99.0%
Profit/ (Loss) Before Tax from Discontinuing Operations	(23)	(6)	NA
Tax	(4)	-	NA
Profit/ (Loss) After Tax from Discontinuing Operations	(19)	(6)	NA
Net Profit/ (Loss) for the Period	361	185	95.1%
PAT Margin (%)	6.13%	3.46%	267 Bps
Other Comprehensive Income	-	2	NA
Total Comprehensive Income	361	187	93.0%
Diluted EPS (INR)	7.27	3.73	94.9%

Historical Consolidated Income Statement (IndAS)

Particulars (In Mn)	FY19	FY20	FY21
Operational Income	5,877	5,342	5,892
Total Expenses	5,584	4,889	5,206
EBITDA	293	453	686
EBITDA Margin (%)	4.99%	8.48%	11.64%
Other Income	21	17	9
Depreciation	62	71	75
Finance Cost	152	173	110
Exceptional Item	-	12	-
Profit Before Tax	100	214	510
Tax	40	23	130
Profit After Tax from Continuing Operations	60	191	380
Profit/ (Loss) Before Tax from Discontinuing Operations	-	(6)	(23)
Tax	-	-	(4)
Profit/ (Loss) After Tax from Discontinuing Operations	-	(6)	(19)
Net Profit/ (Loss) for the Period	60	185	361
PAT Margin (%)	1.02%	3.46%	6.13%
Other Comprehensive Income	-	2	-
Total Comprehensive Income	61	187	361
Diluted EPS (INR)	1.21	3.73	7.27

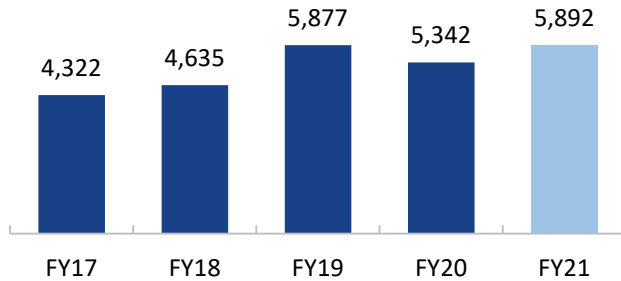
Historical Consolidated Balance Sheet (IndAS)

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

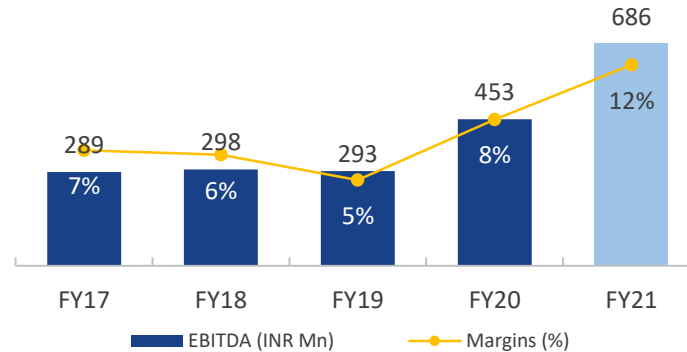
Particulars (INR Mn)	FY20	FY21
ASSETS		
<u>Non Current Assets</u>		
Property, Plant & Equipment	1,061	1,003
Capital Work-in-Progress	10	81
Other Intangible Assets	2	1
<u>Financial Assets</u>		
Investments	-	-
Loans	24	26
Other Financial Assets	-	6
Other Non-Current Assets	-	-
Sub Total of Non-Current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

Consolidated Financial Highlights

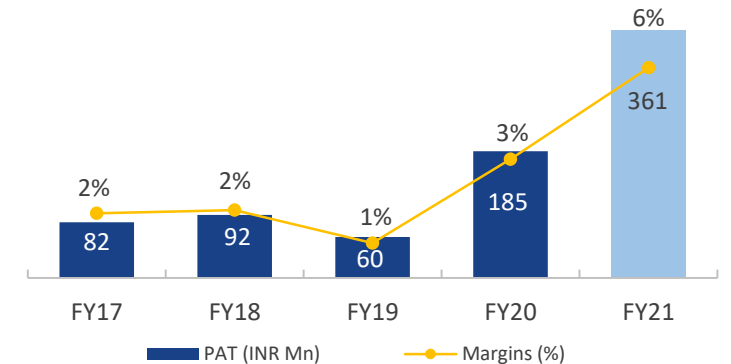
Revenue From Operations (INR Mn)



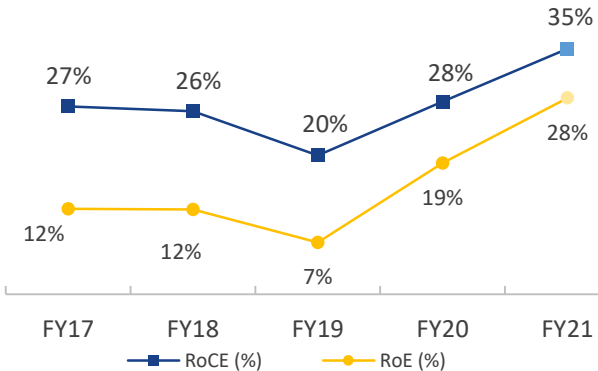
EBITDA (In INR Mn) & EBITDA Margins (%)



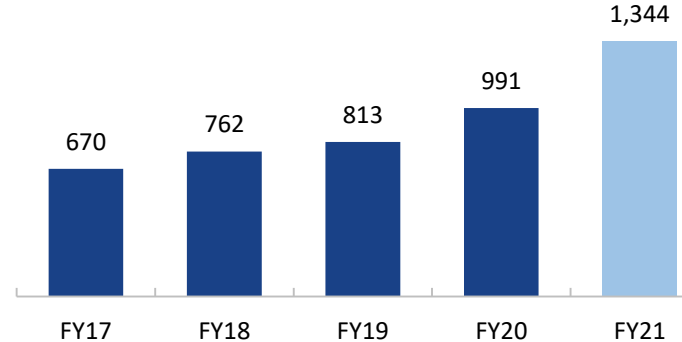
Net Profit (In INR Mn) & PAT Margins (%)



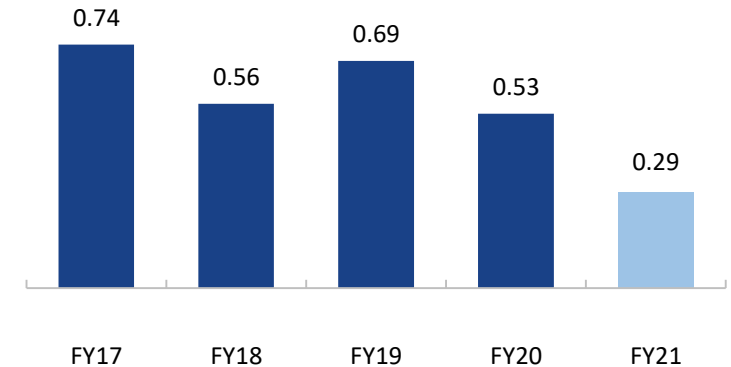
RoCE (%) and RoE (%)



Net Worth (INR Mn)

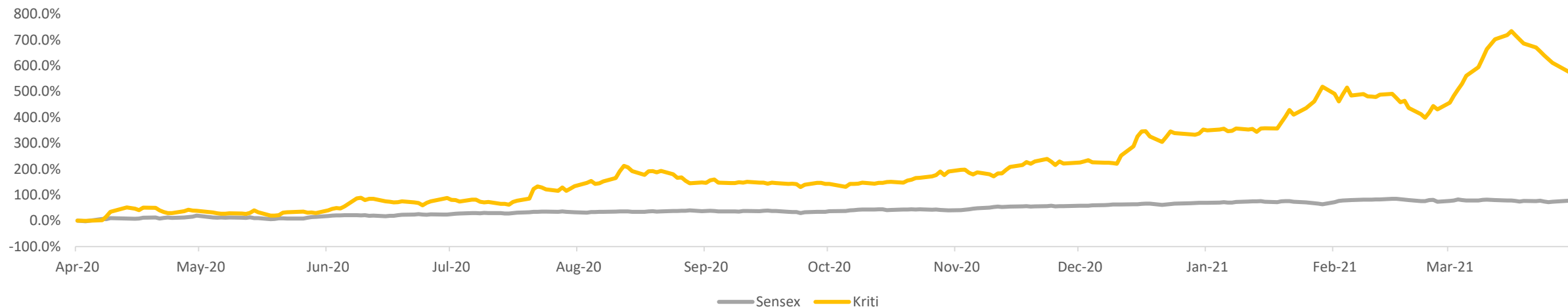


Net Debt to Equity (x times)



Capital Market Information

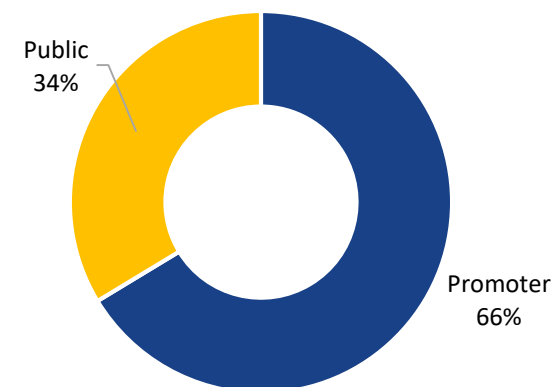
Share Market Price as on 31st March 2021



Price Data as on 31st March 2021

Face Value (INR)	1.00
Market Price (INR)	73.2
52 Week High / Low	92.95/10.20
Market Cap (INR Mn)	3,630.98
Equity Shares Outstanding (Mn)	49.6
1 Year Avg. Trading volume ('000)	42.33

Shareholding Pattern as on 31st March 2021



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Kriti Industries (India) Limited

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Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-49039500
Email: kriti@valoremadvisors.com