



# KRITI INDUSTRIES (INDIA) LIMITED

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CIN : L25206MP1990PLC005732

KIIL/SE/2024-25

05<sup>th</sup> Aug, 2024

Online filing at: [www.listing.bseindia.com](http://www.listing.bseindia.com) and  
<https://neaps.nseindia.com/NEWLISTINGCORP/login.jsp>

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai – 400001(M.H.)  
BSE Script ID: KRITIIND, BSE CODE: 526423

To,  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051(M.H.)  
Symbol: KRITI

**Subject: Regulation 30 – Earning Presentation**

Dear Sir/Madam,

Pursuant to regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 the earnings presentation as on Q1-FY25 of our company is attached herewith. The same is also been placed on the website of the Company.

Request you to kindly take this communication on record.

Thanking you

Yours faithfully

For, **Kriti Industries (India) Limited**

**Tanuj Sethi**  
Company Secretary & Compliance Officer

Encl: As above



KRITI INDUSTRIES (INDIA) LIMITED

EARNINGS PRESENTATION | Q1-FY25



# 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.

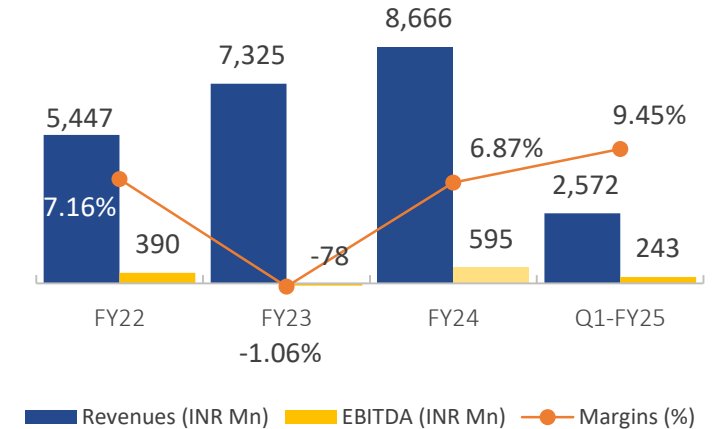
Kriti manufactures premium quality piping products and solutions, accessories, gas pipes, telecom ducts, submersible pipes and casing pipes which are used in applications of potable water supply, irrigation, building construction and infrastructure.

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

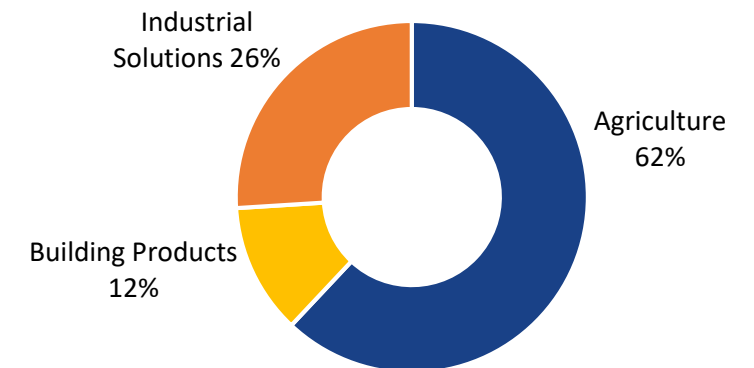
A strong distribution network with over 400+ dealers spread across 16 of the high growth states in India.

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



## FY24 Segmental Revenue Breakup



# Manufacturing Facility



KIIL has state-of-the-art facilities with 22 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 1,37,880 TPA

Sector wise capacities:

Agriculture  
1,01,960 MTPA

Industrial Solutions  
26,575 MTPA

Building Products  
6,645 MTPA

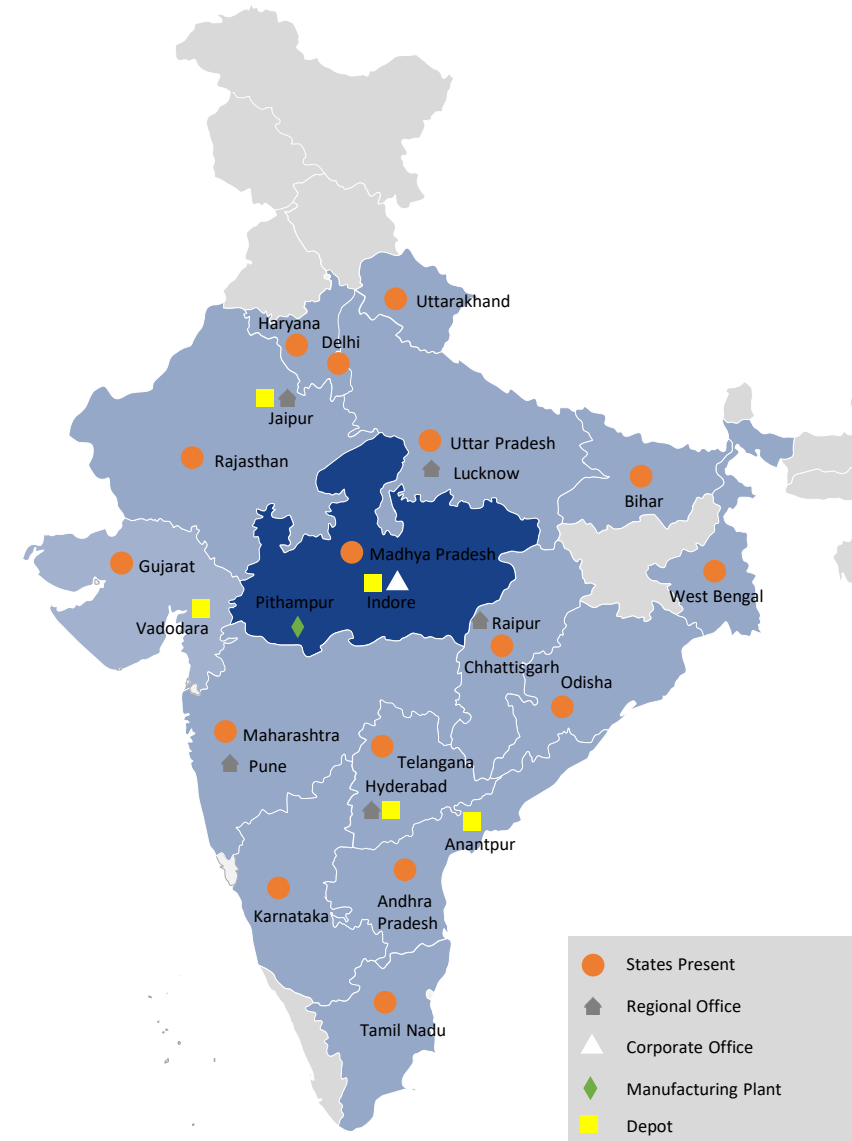
Micro Irrigation  
2,700 MTPA

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 predominant share in Madhya Pradesh and strong presence in Rajasthan and Maharashtra.

Kriti has 490 dealers for its distribution of Agriculture, micro-irrigation products and building products.

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

The retail sales account for over 85% of revenues.

# Key Strengths



# Future Growth Strategy



- 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
- 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





**KRITI**  
GROUP

## KEY FINANCIAL HIGHLIGHTS



# Key Financial and Operational Highlights

## Q1-FY25 Consolidated Financial Highlights

**Total Revenue**      **INR 2,572 Mn**

**EBITDA**              **INR 243 Mn**

**EBITDA Margin**    **9.45%**

**Net Profit**          **INR 138 Mn**

**PAT Margin**        **5.37%**

**Diluted EPS**        **INR 2.79**

## Q1-FY25 Operational & Financial Highlights

### Q1 FY25 Operational Highlights:

- Agri business registered 13% Y-o-Y growth in Q1 FY25 mainly driven by strong 13% volume and value growth respectively
- Building Products registered 50% Y-o-Y growth backed by 24% volume and value growth respectively
- The company's key focus on Building Product business has helped in achieving 2,350 MT of sales in Q1 FY25 as against 1,587 MT in Q1 FY24
- In addition, Agri business was able to scale up to 21,071 MT in sales in Q1 FY25 as against 18,795 MT in Q1 FY24

### Q1 FY25 Financial Highlights

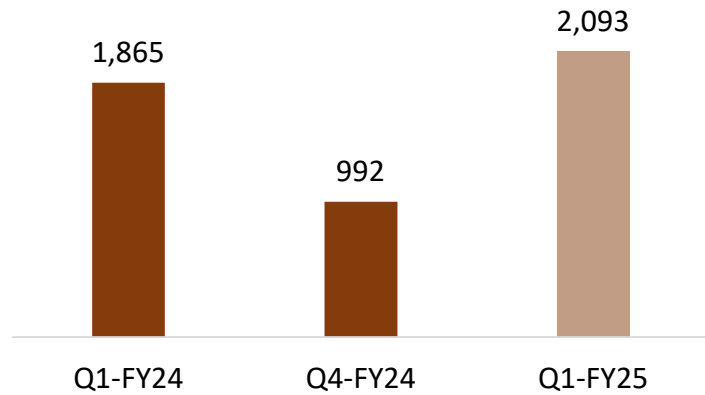
- In Q1 FY25, the company reported EBITDA of 9.45% as compared to 6.22% in Q1 FY24 with a margin expansion of 323 basis points
- In Q1 FY25, the company was able to bring down the ratio of RM consumption to Sales to 76.71% on Q-o-Q basis by better RM control and Planning

### Q1 FY25 Capex

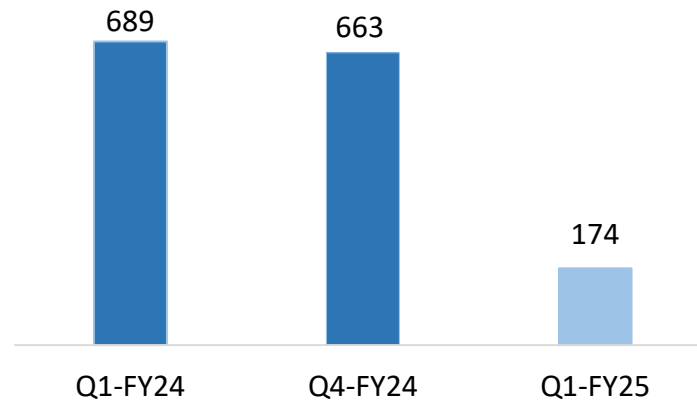
- For FY24, the company has invested INR 400 Mn in capex
- The company has continued its capex journey in Q1 FY25 by further expanding INR 100 Mn in capex.

# Quarterly Segmental Highlights

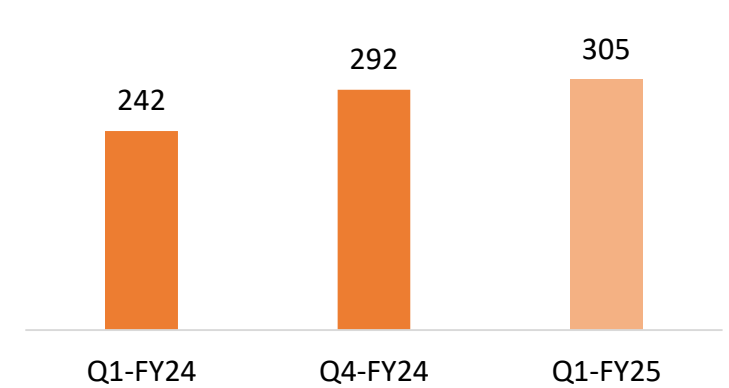
### Agricultural Products Revenue (In Mn)



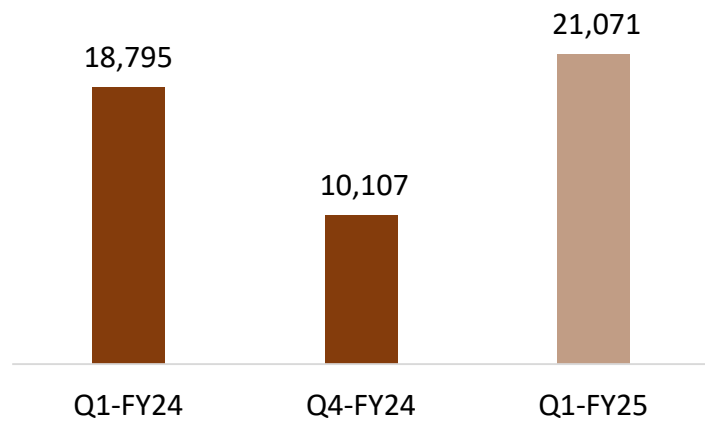
### Industrial Solutions Revenue (In Mn)



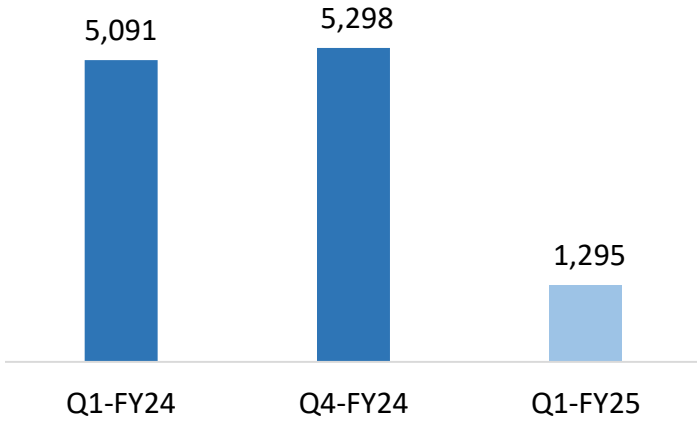
### Building Products Revenue (In Mn)



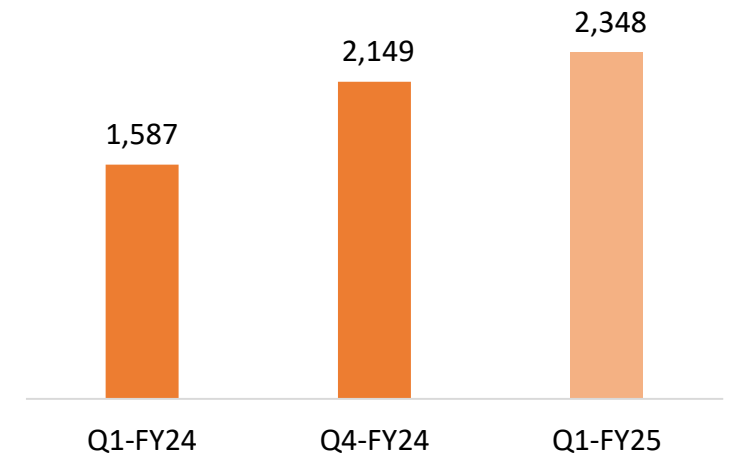
### Agricultural Products Sales Volume (in MT)



### Industrial Solutions Sales Volume (in MT)



### Building Products Sales Volume (in MT)



# Quarterly Consolidated Financial Performance

Particulars (In Mn)	Q1-FY25	Q1-FY24	Y-o-Y	Q4-FY24	Q-o-Q
<b>Operational Income</b>	<b>2,572</b>	<b>2,796</b>	<b>(8.0)%</b>	<b>1,946</b>	<b>32.2%</b>
Total Expenses	2,329	2,622	(11.2)%	1,808	28.8%
<b>EBITDA</b>	<b>243</b>	<b>174</b>	<b>39.7%</b>	<b>138</b>	<b>76.1%</b>
<b>EBITDA Margin (%)</b>	<b>9.45%</b>	<b>6.22%</b>	<b>323 Bps</b>	<b>7.09%</b>	<b>236 Bps</b>
Other Income	9	7	28.6%	12	(25.0)%
Depreciation	34	28	21.4%	31	9.7%
Finance Cost	56	47	19.1%	58	(3.4)%
<b>Profit Before Tax from Continuing Operations</b>	<b>162</b>	<b>106</b>	<b>52.8%</b>	<b>61</b>	<b>NA</b>
Tax	24	28	(14.3)%	25	(4.0)%
<b>Profit After Tax from Continuing Operations</b>	<b>138</b>	<b>78</b>	<b>76.9%</b>	<b>36</b>	<b>NA</b>
<b>Profit/(Loss) Before Tax from Discontinuing Operations</b>	<b>-</b>	<b>-</b>	<b>NA</b>	<b>-</b>	<b>NA</b>
Tax	-	-	NA	-	NA
<b>Profit/(Loss) After Tax from Discontinuing Operations</b>	<b>-</b>	<b>-</b>	<b>NA</b>	<b>-</b>	<b>NA</b>
<b>Net Profit/(Loss) before shared Profit/(Loss) of Associate</b>	<b>138</b>	<b>78</b>	<b>76.9%</b>	<b>36</b>	<b>NA</b>
Share in Net Profit/(Loss) of Associate	0	0	NA	0	NA
<b>Net Profit/(Loss) for the Period</b>	<b>138</b>	<b>78</b>	<b>76.9%</b>	<b>36</b>	<b>NA</b>
<b>PAT Margin (%)</b>	<b>5.37%</b>	<b>2.79%</b>	<b>258 Bps</b>	<b>1.85%</b>	<b>352 Bps</b>
Other Comprehensive Income	(1)	0	NA	(4.0)%	(75.0)%
<b>Total Comprehensive Income</b>	<b>137</b>	<b>78</b>	<b>75.6%</b>	<b>32</b>	<b>NA</b>
Diluted EPS (INR)	2.79	1.58	76.6%	0.73	NA

# Historical Consolidated Income Statement (IndAS)

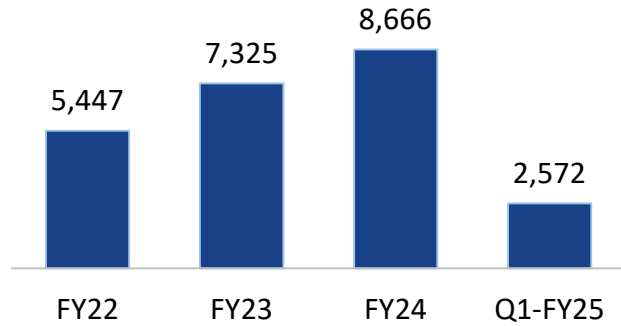
Particulars (In Mn)	FY22	FY23	FY24	Q1-FY25
<b>Operational Income</b>	<b>5,447</b>	<b>7,325</b>	<b>8,666</b>	<b>2,572</b>
Total Expenses	5,057	7,403	8,071	2,329
<b>EBITDA</b>	<b>390</b>	<b>(78)</b>	<b>595</b>	<b>243</b>
<b>EBITDA Margin (%)</b>	<b>7.16%</b>	<b>NA</b>	<b>6.87%</b>	<b>9.45%</b>
Other Income	13	35	34	9
Depreciation	81	91	120	34
Finance Cost	141	167	204	56
Exceptional Item	-12	-	-	-
<b>Profit Before Tax</b>	<b>193</b>	<b>(301)</b>	<b>305</b>	<b>162</b>
Tax	50	-73	86	24
<b>Profit After Tax from Continuing Operations</b>	<b>143</b>	<b>(228)</b>	<b>219</b>	<b>138</b>
<b>Profit/ (Loss) Before Tax from Discontinuing Operations</b>	<b>55</b>	<b>(1)</b>	<b>-</b>	<b>-</b>
Tax	-1	1	-	-
<b>Profit/ (Loss) After Tax from Discontinuing Operations</b>	<b>56</b>	<b>-2</b>	<b>-</b>	<b>-</b>
<b>Net Profit/(Loss) before shared Profit/(Loss) of Associate</b>	<b>199</b>	<b>(230)</b>	<b>219</b>	<b>138</b>
Share in Net Profit/(Loss) of Associate	-	-	-	0
<b>Net Profit/ (Loss) for the Period</b>	<b>199</b>	<b>(230)</b>	<b>219</b>	<b>138</b>
<b>PAT Margin (%)</b>	<b>3.65%</b>	<b>NA</b>	<b>2.53%</b>	<b>5.37%</b>
Other Comprehensive Income	-1	-	-4	-1
<b>Total Comprehensive Income</b>	<b>198</b>	<b>(230)</b>	<b>215</b>	<b>137</b>
Diluted EPS (INR)	4.02	(4.64)	4.42	2.79

# Historical Consolidated Balance Sheet (IndAS)

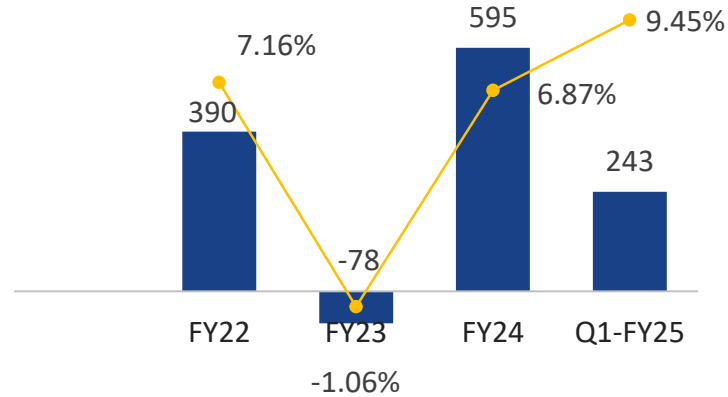
Particulars (INR Mn)	FY22	FY23	FY24	Particulars (INR Mn)	FY22	FY23	FY24
<b>EQUITIES &amp; LIABILITIES</b>				<b>ASSETS</b>			
<b>Equity</b>				<b>Non Current Assets</b>			
Equity Share Capital	50	50	50	Property, Plant & Equipment	1,058	1,235	1,553
Other Equity	1,492	1,251	1,467	Capital Work-in-Progress	137	169	132
<b>Total Equity</b>	<b>1,542</b>	<b>1,301</b>	<b>1,517</b>	Other Intangible Assets	1	0	0
<b>Non Current Liabilities</b>				<b>Financial Assets</b>			
<b>Financial Liabilities</b>				Investments	0	29	43
Borrowings	196	252	492	Loans	-	-	-
Lease Liabilities	29	24	21	Other Financial Assets	23	21	34
Provisions	2	6	11	Other Non-Current Assets	-	-	-
Deferred tax liabilities (Net)	102	29	113	<b>Sub Total of Non-Current Assets</b>	<b>1,219</b>	<b>1,454</b>	<b>1,762</b>
Other Non Current Liabilities	32	43	45	<b>Current Assets</b>			
<b>Sub Total of Non Current Liabilities</b>	<b>361</b>	<b>354</b>	<b>682</b>	Inventories	2,066	1,594	1,558
<b>Current Liabilities</b>				<b>Financial Assets</b>			
<b>Financial Liabilities</b>				i)Trade Receivables	324	534	667
Borrowings	764	919	768	ii)Cash & Cash Equivalentents	1	1	3
Lease Liability	-	3	3	iii)Bank Balance other than (ii) above	139	131	203
Trade Payables	1,272	1,292	1,334	iv)Loans	22	-	-
Other Financial Liabilities	1	1	1	v)Income Tax Assets	11	21	4
Other Current Liabilities	117	224	210	Other Current Assets	308	379	340
Provisions	18	20	22	<b>Sub Total of Current Assets</b>	<b>2,871</b>	<b>2,660</b>	<b>2,775</b>
Current Tax Liabilities (Net)	-	-	-	Property, Plant & Equipment held for Sale	2	-	-
<b>Sub Total of Current Liabilities</b>	<b>2,172</b>	<b>2,459</b>	<b>2,338</b>	<b>TOTAL ASSETS</b>	<b>4,092</b>	<b>4,114</b>	<b>4,537</b>
Other advances received against assets held for sale	17	-	-				
<b>TOTAL EQUITIES &amp; LIABILITIES</b>	<b>4,092</b>	<b>4,114</b>	<b>4,537</b>				

# Consolidated Financial Highlights

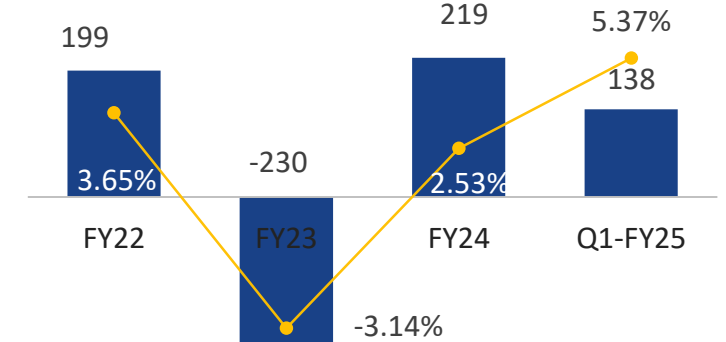
Revenue From Operations (INR Mn)



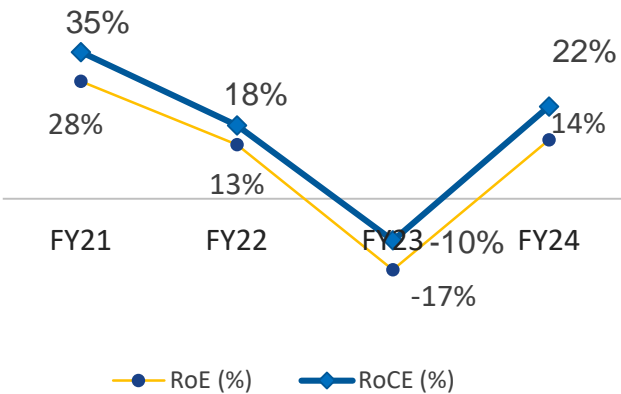
EBITDA (In INR Mn) & EBITDA Margins (%)



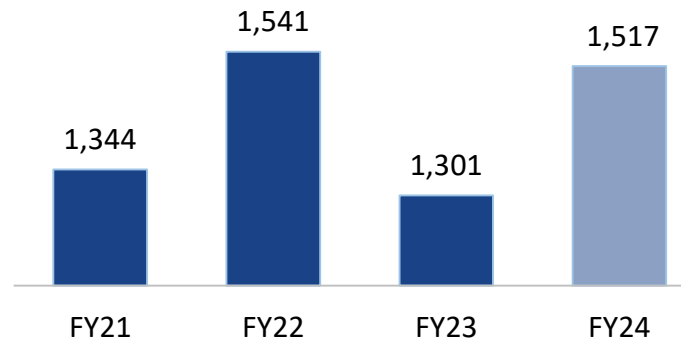
Net Profit (In INR Mn) & PAT Margins (%)



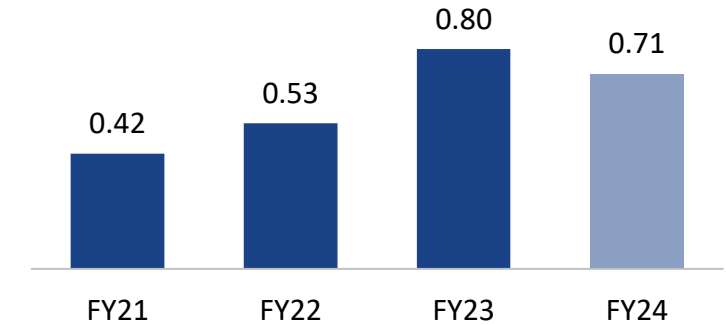
ROCE (%) and ROE (%)



Net Worth (INR Mn)

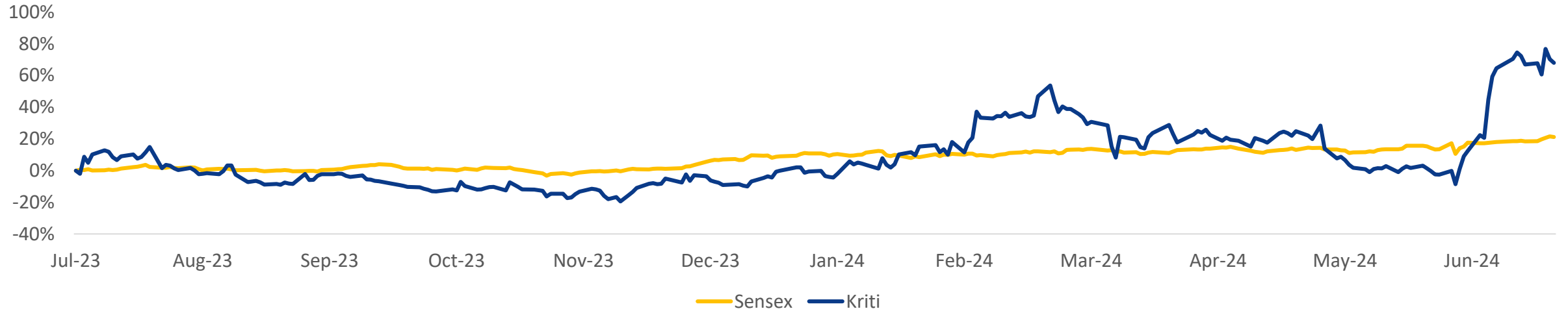


Net Debt to Equity (x)



# Capital Market Information

1 Year Stock Performance (upto 30<sup>th</sup> June, 2024)



## Price Data (as on 30<sup>th</sup> June, 2024)

INR

Face Value	1.00
Market Price	190.10
52 Week High / Low	210.60/87.95
Market Cap (INR Mn)	9429.63
Equity Shares Outstanding (Mn)	49.60
1 Year Avg. Trading volume ('000)	210.10

Shareholding Pattern as on 30<sup>th</sup> June, 2024





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THANK YOU