



KRITI INDUSTRIES (INDIA) LIMITED

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CIN : L25206MP1990PLC005732

KIIL/SE/2023-24

26th May, 2023

Online filing at: 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 Q4-FY23/FY23 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 | Q4-FY23/FY23



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.

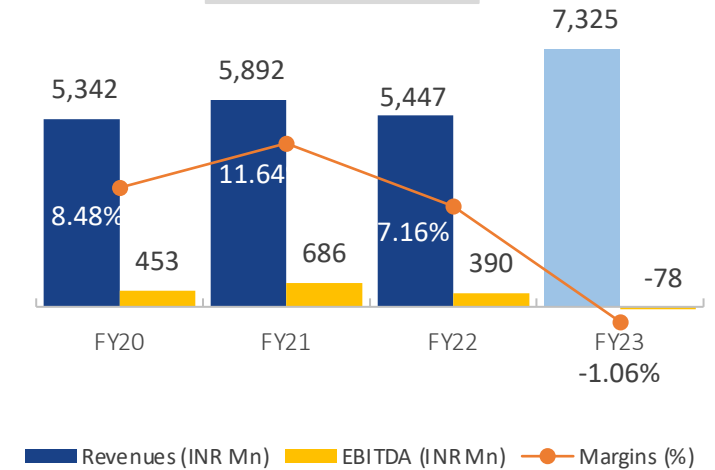
Kriti manufactures premium quality piping products and solutions, accessories, gas pipes, telecom ducts, submersible pipes and casing pipes which are used in applications of potable water supply, irrigation, building construction and infrastructure.

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

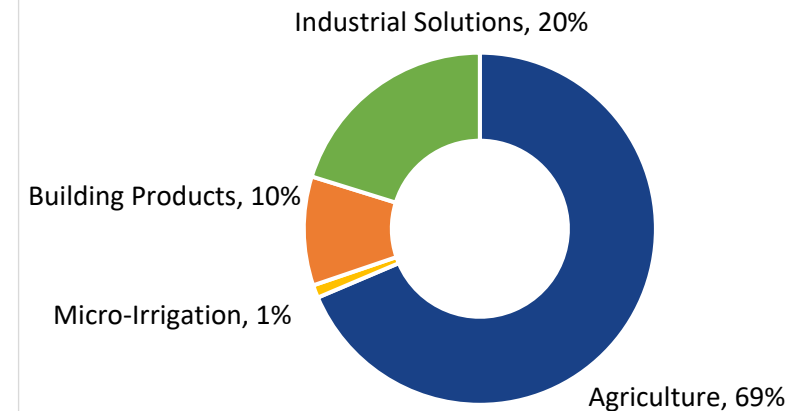
A strong distribution network with over 400+ dealers spread across 16 of the high growth states in India.

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



FY23 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:

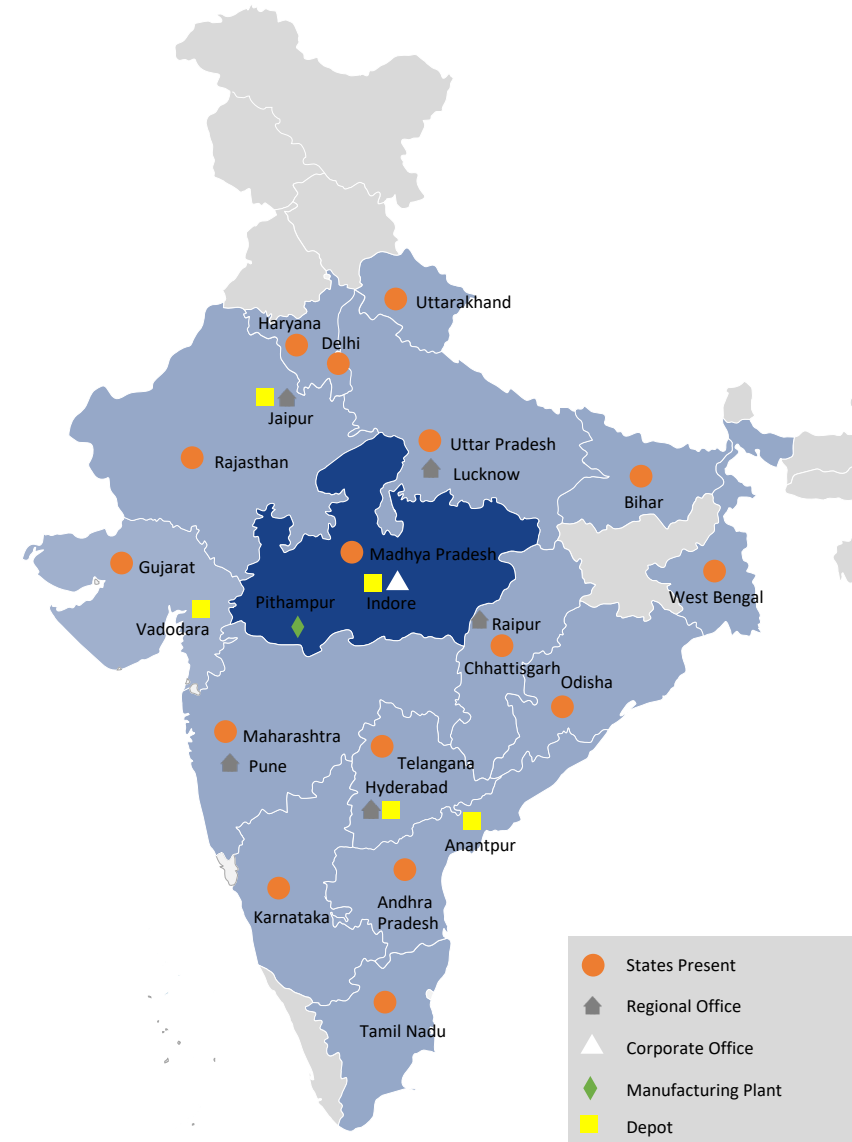
- Agriculture 1,01,960 MTPA
- Industrial Solutions 26,575 MTPA
- Building Products 6,645 MTPA
- Micro Irrigation 2,700 MTPA

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 Highlights

Q4-FY23 Consolidated Financial Highlights

Total Revenue **INR 1,884 Mn**

EBITDA **INR 157 Mn**

EBITDA Margin **8.33%**

Net Profit **INR 160 Mn**

PAT Margin **INR 8.49% Mn**

Diluted EPS **3.22**

FY23 Consolidated Financial Highlights

Total Revenue **INR 7,325 Mn**

EBITDA **INR (78) Mn**

EBITDA Margin **NA**

Net Profit **INR (230) Mn**

PAT Margin **NA**

Diluted EPS **(4.64)**



Q4-FY23 Operational Highlights

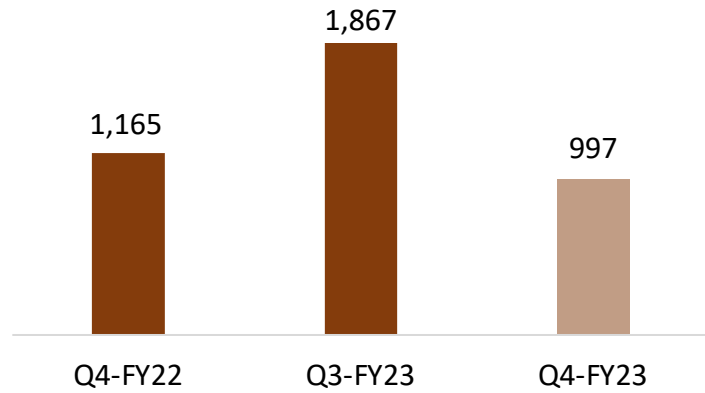
- Company registered a Revenue of INR 1,884 Mn representing a growth of 18% and an EBIDTA of INR 157 Mn representing a growth of 390% year on year
- By better raw material control and planning, company was able to bring down the ratio of raw material consumption to Sales to 78% against 86% in Q3-FY23, resulting in improvement in margins

FY23 Operational Highlights

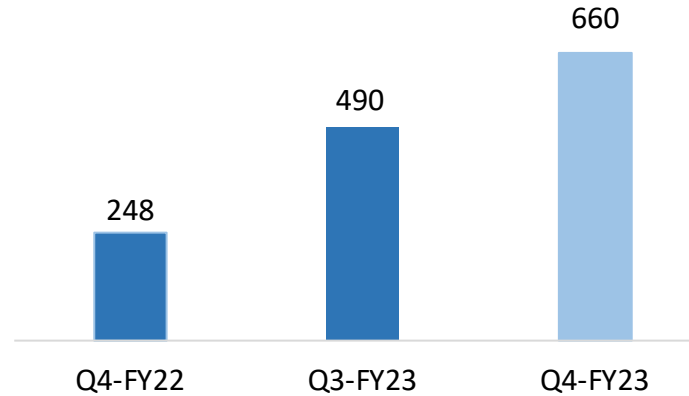
- Despite of Volatility in Raw material prices, company has Registered Y-O-Y growth of 56% and 34% in terms of Volume and Value respectively. Total sales volume for FY23 is 59,148 MT as against 37,969 MT in FY22
- The company continues to focuses more on Institutional and Building Product business
- In FY23 company registered a growth of 102% and 48% volume growth in Institutional Solution and Building product business against FY22
- With the undertaken capex of Approx Inr 300 Mn, the company has completed building full range of SKU's related to Building Products and Column Pipe Segment

Quarterly Segmental Highlights

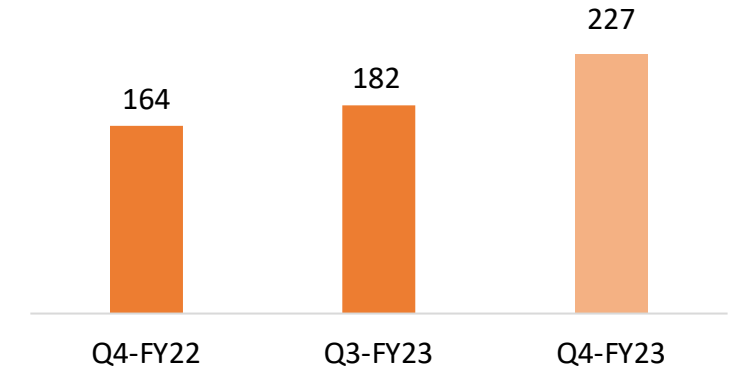
Agricultural Products Revenue (In Mn)



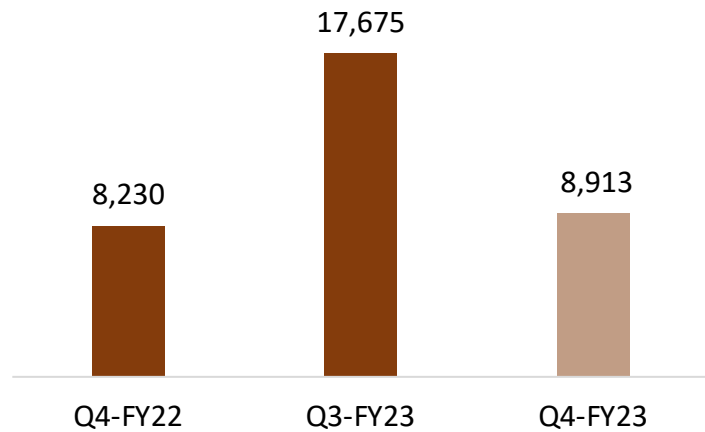
Industrial Solutions Revenue (In Mn)



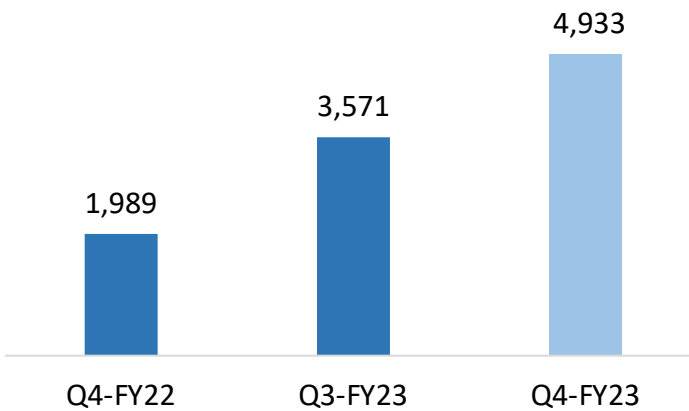
Building Products Revenue (In Mn)



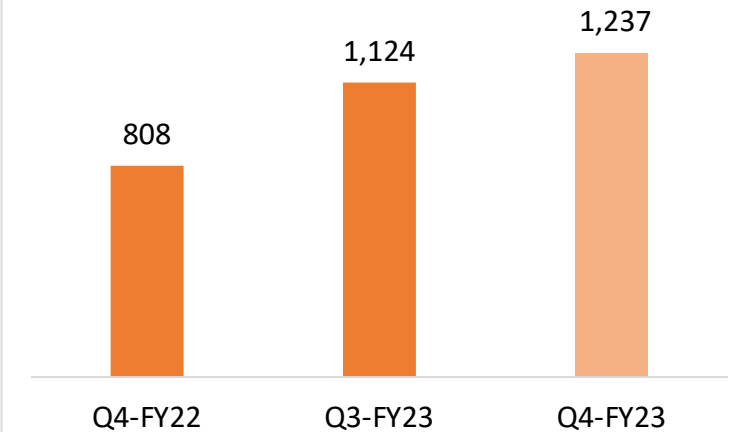
Agricultural Products Sales Volume (in MT)



Industrial Solutions Sales Volume (in MT)

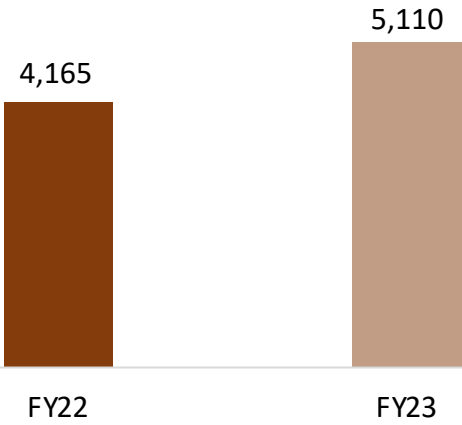


Building Products Sales Volume (in MT)

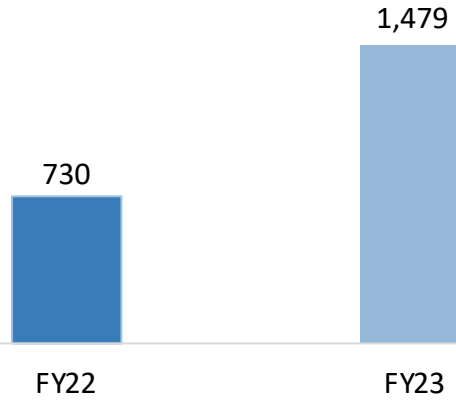


Annual Segmental Highlights

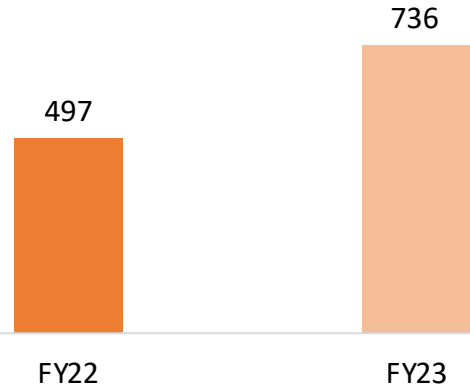
Agricultural Products (In Mn)



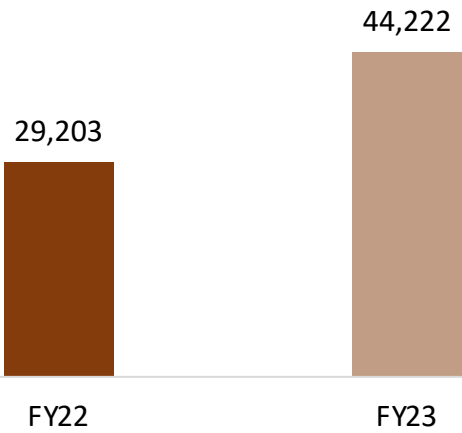
Industrial Solutions (In Mn)



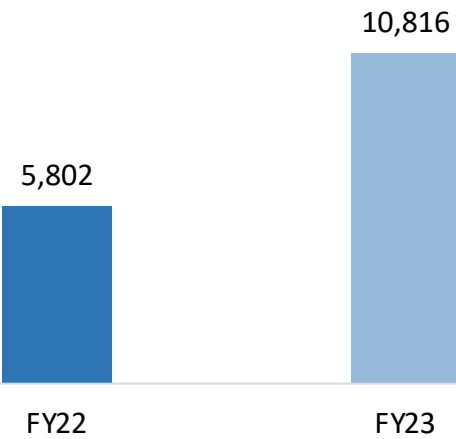
Building Products (In Mn)



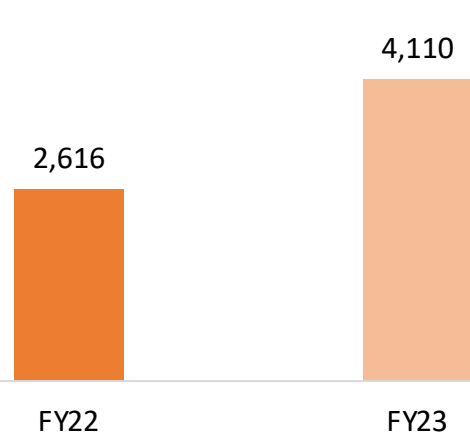
Agricultural Products Sales Volume (in MT)



Industrial Solutions Sales Volume (in MT)



Building Products Sales Volume (in MT)



Quarterly Consolidated Financial Performance

Particulars (In Mn)	Q4-FY23	Q4-FY22	Y-o-Y	Q3-FY23	Q-o-Q
Operational Income	1,884	1,592	18.3%	2,561	(26.4)%
Total Expenses	1,727	1,560	10.7%	2,458	(29.7)%
EBITDA	157	32	NA	103	52.4%
EBITDA Margin (%)	8.33%	2.01%	632 bps	4.02%	431 bps
Other Income	2	6	(66.7)%	0	NA
Depreciation	23	22	4.5%	24	(4.2)%
Finance Cost	52	39	33.3%	38	36.8%
Exceptional Item	-	(12)	NA	-	NA
Profit Before Tax	84	(11)	NA	41	NA
Tax	(77)	6	NA	(6)	NA
Profit After Tax from Continuing Operations	161	(17)	NA	47	NA
Profit/ (Loss) Before Tax from Discontinuing Operations	(1)	(3)	66.7%	0	NA
Tax	0	-	NA	1	NA
Profit/ (Loss) After Tax from Discontinuing Operations	(1)	(3)	66.7%	(1)	0.0%
Net Profit/ (Loss) for the Period	160	(20)	NA	46	NA
PAT Margin (%)	8.49%	NA	NA	1.80%	669 bps
Other Comprehensive Income	1	(2)	NA	(1)	NA
Total Comprehensive Income	161	(22)	NA	45	NA
Diluted EPS (INR)	3.22	(0.4)	NA	0.92	NA

Annual Consolidated Financial Performance

Particulars (In Mn)	FY23	FY22	Y-o-Y
Operational Income	7,325	5,447	34.5%
Total Expenses	7,403	5,057	46.4%
EBITDA	(78)	390	NA
EBITDA Margin (%)	NA	7.16%	NA
Other Income	35	13	NA
Depreciation	91	81	12.3%
Finance Cost	167	141	18.4%
Exceptional Item	-	(12)	NA
Profit Before Tax	(301)	193	NA
Tax	(73)	50	NA
Profit After Tax from Continuing Operations	(228)	143	NA
Profit/ (Loss) Before Tax from Discontinuing Operations	(1)	55	NA
Tax	1	(1)	NA
Profit/ (Loss) After Tax from Discontinuing Operations	(2)	56	NA
Net Profit/ (Loss) for the Period	(230)	199	NA
PAT Margin (%)	NA	3.65%	NA
Other Comprehensive Income	0	(1)	NA
Total Comprehensive Income	(230)	198	NA
Diluted EPS (INR)	(4.64)	4.02	15.4%

Historical Consolidated Income Statement (IndAS)

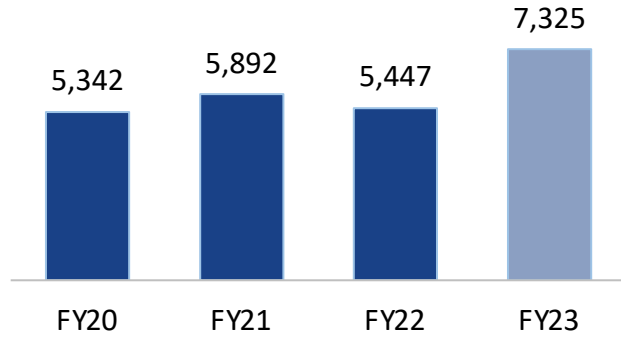
Particulars (In Mn)	FY20	FY21	FY22	FY23
Operational Income	5,342	5,892	5,447	7,325
Total Expenses	4,889	5,206	5,057	7,403
EBITDA	453	686	390	(78)
EBITDA Margin (%)	8.48%	11.64%	7.16%	NA
Other Income	17	9	13	35
Depreciation	71	75	81	91
Finance Cost	173	110	141	167
Exceptional Item	12	-	(12)	-
Profit Before Tax	214	510	193	(301)
Tax	23	130	50	(73)
Profit After Tax from Continuing Operations	191	380	143	(228)
Profit/ (Loss) Before Tax from Discontinuing Operations	(6)	(23)	55	(1)
Tax	-	(4)	(1)	1
Profit/ (Loss) After Tax from Discontinuing Operations	(6)	(19)	56	(2)
Net Profit/ (Loss) for the Period	185	361	199	(230)
PAT Margin (%)	3.46%	6.13%	3.65%	NA
Other Comprehensive Income	2	-	(1)	0
Total Comprehensive Income	187	361	198	(230)
Diluted EPS (INR)	3.73	7.27	4.02	(4.64)

Historical Consolidated Balance Sheet (IndAS)

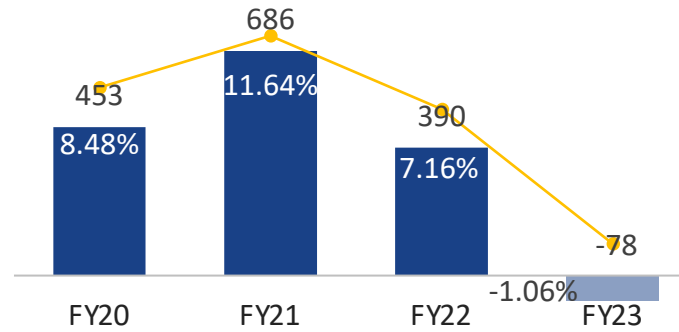
Particulars (INR Mn)	FY21	FY22	FY23	Particulars (INR Mn)	FY21	FY22	FY23
EQUITIES & LIABILITIES				ASSETS			
Equity				Non Current Assets			
Equity Share Capital	50	50	50	Property, Plant & Equipment	1,003	1,058	1,235
Other Equity	1,294	1,492	1,251	Capital Work-in-Progress	81	137	169
Total Equity	1,344	1,542	1,301	Other Intangible Assets	1	1	0
Non Current Liabilities				Financial Assets			
Financial Liabilities				Investments	0	0	29
Borrowings	260	196	252	Loans	-	-	-
Lease Liabilities	30	29	27	Other Financial Assets	32	23	21
Provisions	-	2	6	Other Non-Current Assets	-	-	-
Deferred tax liabilities (Net)	104	102	29	Sub Total of Non-Current Assets	1,117	1,219	1,454
Other Non Current Liabilities	28	32	43	Current Assets			
Sub Total of Non Current Liabilities	422	361	357	Inventories	1,617	2,066	1,594
Current Liabilities				Financial Assets			
Financial Liabilities				Trade Receivables	387	324	534
Borrowings	518	764	919	Cash & Bank Balance	220	139	131
Trade Payables	1,124	1,272	1292	Loans	75	22	15
Other Financial Liabilities	1	1	1	Income Tax Assets	-	11	21
Other Current Liabilities	137	117	224	Other Current Assets	214	309	365
Provisions	28	18	20	Sub Total of Current Assets	2,513	2,871	2,660
Current Tax Liabilities (Net)	6	-	-	Property, Plant & Equipment held for Sale	18	2	-
Sub Total of Current Liabilities	1,814	2,172	2,456	TOTAL ASSETS	3,648	4,092	4114
Other advances received against assets held for sale	68	17	-				
TOTAL EQUITIES & LIABILITIES	3,648	4,092	4,114				

Consolidated Financial Highlights

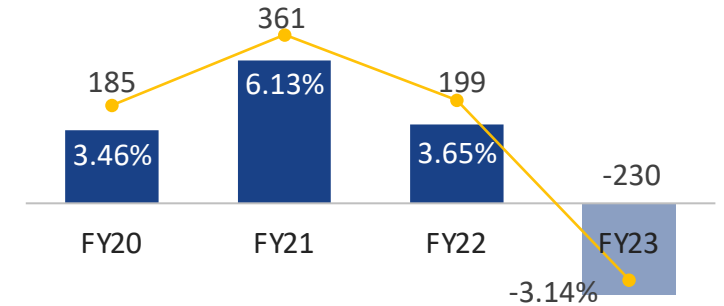
Revenue From Operations (INR Mn)



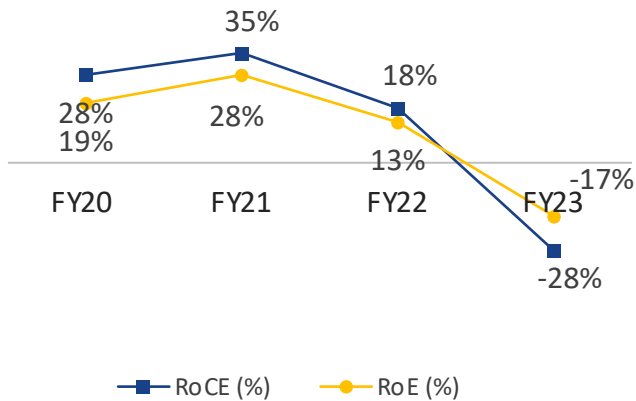
EBITDA (In INR Mn) & EBITDA Margins (%)



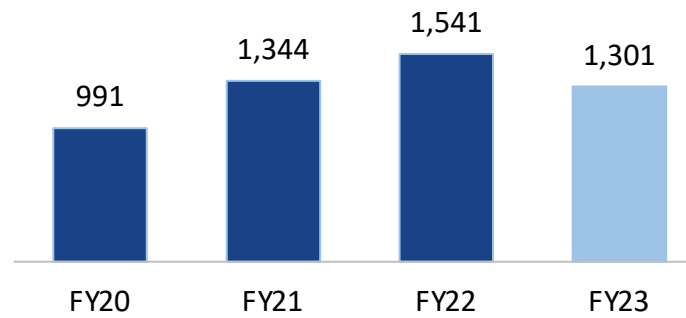
Net Profit (In INR Mn) & PAT Margins (%)



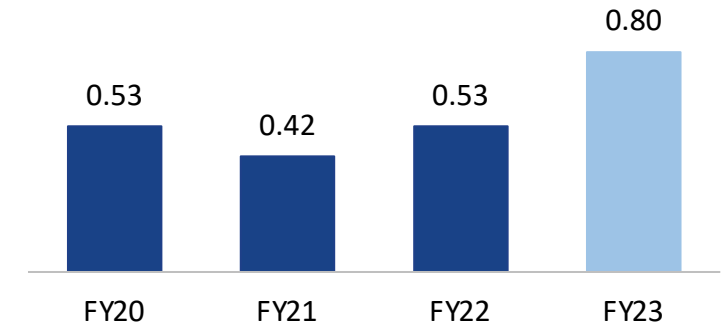
ROCE (%) and ROE (%)



Net Worth (INR Mn)

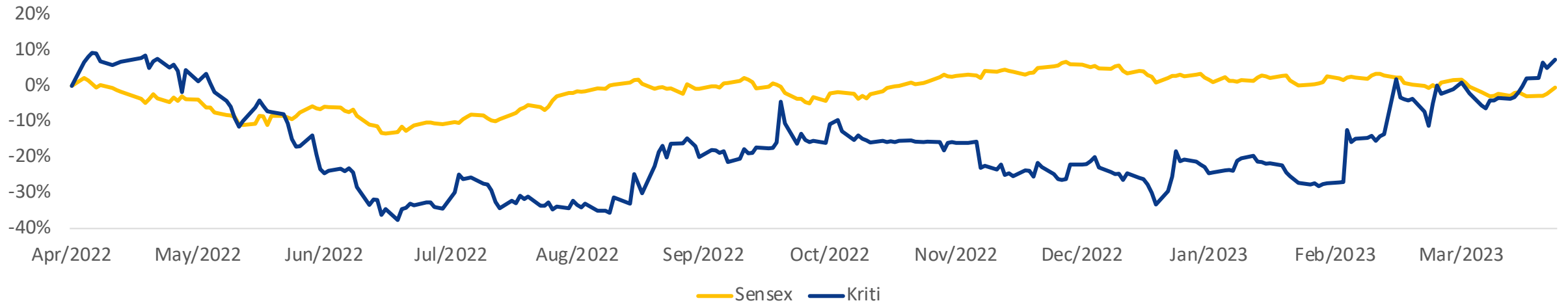


Net Debt to Equity (x)



Capital Market Information

1 Year Stock Performance (upto 31st March, 2023)

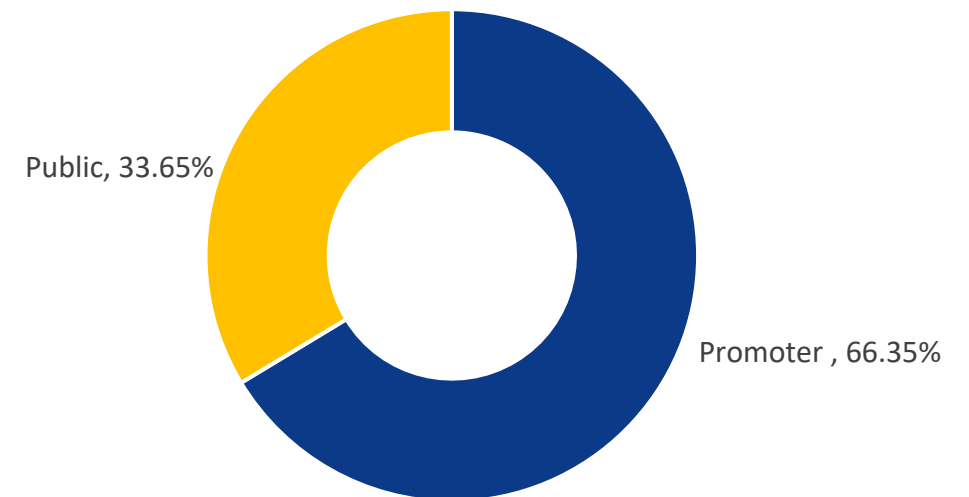


Price Data (as on 31st March, 2023)

INR

Face Value	1.00
Market Price	114.60
52 Week High / Low	122.05/ 63.75
Market Cap (INR Mn)	5,684.56
Equity Shares Outstanding (Mn)	49.60
1 Year Avg. Trading volume ('000)	71.96

Shareholding Pattern as on 31st March, 2023



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Kriti Industries (India) Limited

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THANK YOU



KASTA