

## EXXARO TILES LIMITED

CIN:L26914GJ2008PLC052518

### Regd. Office & Unit-2:

Survey No. 169 & 170, Vavdi Harsol Road,  
At & Po.: Mahelav, Taluka: Talod,  
Sabar Kantha - 383 305, Gujarat, India.

### Unit:1

Block No. 204/205, Opp. Hanuman Temple,  
Nr. Mahuvad Turning, At & Po. Dabhasa,  
Tal. Padara, Dist. Vadodara - 391440, Gujarat, India.



**Dated: 09<sup>th</sup> August 2022**

<b>To,</b> <b>BSE Limited</b> Corporate Relations Department PhirozeJeejeebhoy Towers, Dalal Street, Mumbai - 400 001 <b>Security Code: 543327</b>	<b>To,</b> <b>National Stock Exchange of India Ltd.</b> Corporate Relations Department Exchange Plaza, Block G,C/1, Bandra Kurla Complex, Bandra (E), Mumbai -400 051 <b>Symbol: EXXARO</b>
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Dear Sir/Madam,

**Sub: INVESTOR PRESENTATION FOR THE QUARTER 30.06.2022.**

Please find enclosed herewith Investor Presentation of Exxaro Tiles Limited highlighting the performance of the Company during the quarter ended on 30<sup>th</sup> June, 2022.

We are requested to kindly take the same on record.

Thanking You

Yours Faithfully

**For Exxaro Tiles Limited** **Exxaro Tiles Limited**

**Company Secretary**

**Mr. Paras Shah**  
**Company Secretary & Compliance Officer**  
**Mem No: ACS50733**

Enclose: As above.





# EXXARO TILES LIMITED

Investor Update – Q1 FY23

**August 09, 2022**

This presentation may contain certain forward-looking statements relating to Exxaro Tiles Ltd. and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be.

Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual development and results to differ materially from the statements made in this presentation.

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A modern bathroom interior featuring a white bathtub with a black vanity unit. The wall is covered in large, light-colored marble tiles. A large potted plant with broad green leaves is on the left, and a smaller potted plant is on the right. A small shelf with toiletries is mounted on the wall above the tub. The floor is made of large, light-colored tiles.

# **Contents**

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## **Section 1 | CHAIRMAN'S MESSAGE**



- We will continue to create value and maintain exxaro's excellence-centric mindset to achieve even stronger and better results in the coming years.
- Despite Fuel cost increase substantially and other factors in de-growth of international market our sales volumes upped by 11% (YoY) while revenue increased by 32% (YoY) and in Q1 FY23 our EBITDA and Net Profit marginally stood at 10% and 1.6% respectively.
- The company has developed distinct vertical V1 & V2 for its products Double charge vitrified Tiles and Glazed Vitrified Tiles to focus more on exponential growth. Further, to cater the strong demand from its markets, the company resorts to outsourcing from Morbi to gain market share from the unorganized players.
- To promote its brand EXXARO across geographies, the company has recently signed Indian Bollywood actor Ajay Devgn as its brand Ambassador to endorse its tiles products. The Idea of roping in Ajay Devgn to promote the Tiles products is a part of Company's four-fold expansion plan in GVT Slabs in the Ceramic Industry. Strong emphasis has been placed on brand building and expanding the assortment of tiles in its basket.



- Your Company is constantly introducing new variations with revised designs across all product categories. It is well positioned in the market by leveraging on its internal design research and development. The Company has planned for CAPEX out of internal cash accruals of R300 million for Manufacturing of GVT Big size Slab production in existing plant capacity. This product is a highly latest technology premium product replacing Marble, Granite and Quartz product segment. Your Company has a fully integrated business model which is focused on expanding its product line and putting more of an emphasis on developing a strong brand and providing customers with quality services.
- To achieve high revenue growth in the future, the company will keep working to align its product mix with the actual demand and extend its distribution network. The business keeps making investments in innovation to meet the needs of our clients' modern lifestyles and infrastructure. We are ready to use technology to our advantage and to increase organizational competence at all levels so that we can benefit our customers. In the medium term, the Company will also keep up its initiatives to attain cost-competitiveness and generate solid profit margins.



## **Section 2 | BUSINESS OVERVIEW**





➤ **Integrated Business Model:-**

Our is a Integrated Business Model leading cost competitiveness and premium product manufacturing within own manufacturing plants.

➤ **In House R & D Facilities:-**

Well-equipped in house production facilities and laboratories. Strict quality compliance and continuous investment in R&D.

➤ **Strong and Experienced Management Team:-**

Long term association of our Senior Management Team enables the Company to meet its strategic goals with their extensive knowledge and experience.

➤ **Strong Relations with Marquee Clients:-**

Strict quality criteria have made us a long term business association for many clients across the globe.

➤ **Low Cost Gas Supply:-**

We have Contract with ONGC for Gas Supply at our Vadodara Plant of 10000 SCM per day.



**2008**

Incorporation of the Company as  
**Ricasil Ceramic Industries Pvt. Ltd.**



**2013**

Strong foothold of **Exxaro**  
brand in the Industry



**2015**

Crossed annual sales of  
**INR 1,000+ Million**



**2017**

Product Portfolio expansion –  
**Launched PGVT, GVT tiles and full  
colour body collection**



**2018**

Crossed annual sales of  
**INR 2,000+ Million**



**2022**

Crossed annual sales of  
**INR 3,000+ Million**



**Ancona Shell**



**Dallas Bianco**

Investor Update Q1 FY 23

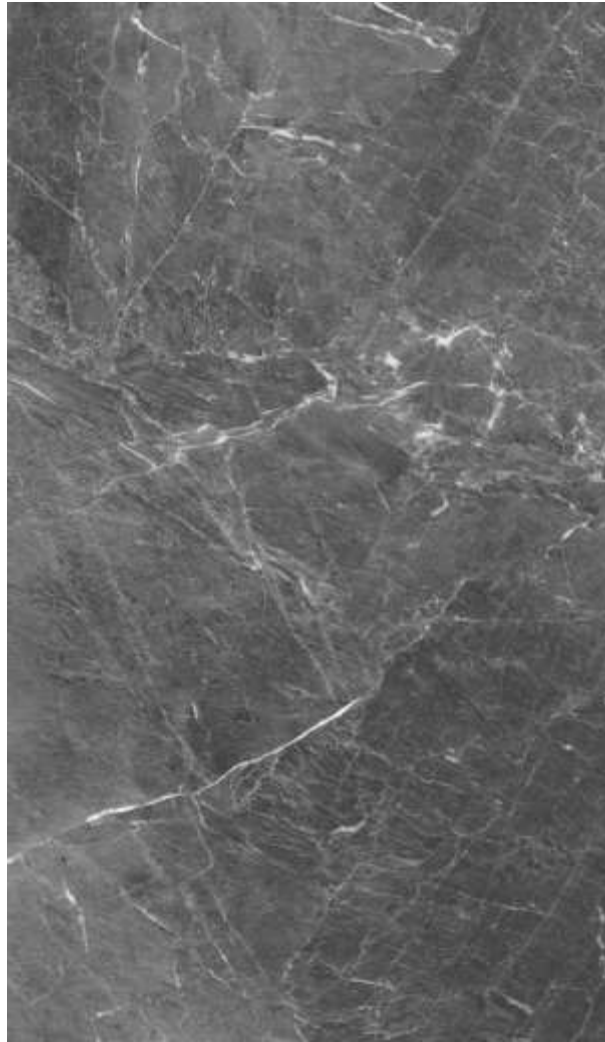


**Parrino Silver**





**Dave Grey**



**Dave Nero**



**Adorf Crema**

# New Product Basket 1200x600 MM Size Spanzia Collection



**Reven Arena**



**Reven Crema**



**Reven Gris**

# New Product Basket 1200x600 MM Size Rocker Finish & Spanizia Collection



**Maureen Grey**



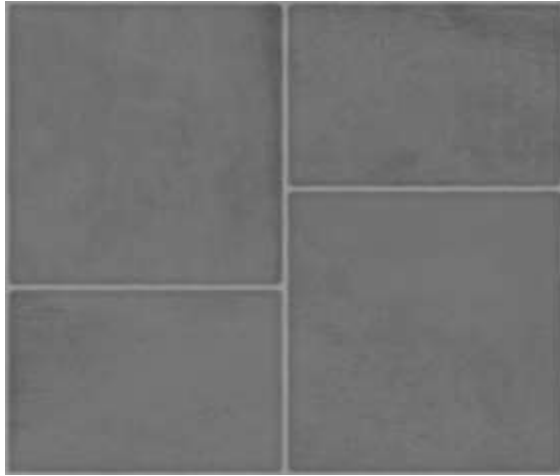
**Dynamik Grey**



**Maureen Ivory**



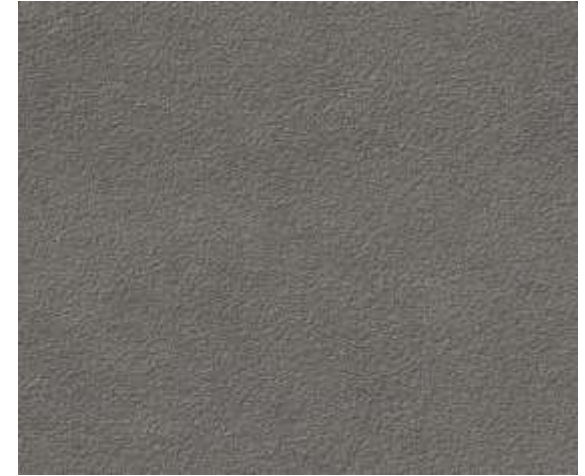
# New Product Basket 600x600 MM Size-12 Thick Parking Tile



**Scab Grey**



**Square stone Olive**



**Nuton Nero**



**Volte Crema**



**Volte Brown**



**Nuton Grey**

Tile Categories	Sizes In MM	Surface Pattern
<ul style="list-style-type: none"> <li>•Double Charged Vitrified Tiles (DCVT)</li> <li>•Full Body Vitrified Tiles</li> <li>•Glazed Vitrified Tiles (GVT)</li> <li>•Wall Tiles</li> <li>•Parking Tiles</li> </ul>	<ul style="list-style-type: none"> <li>•800 X 1600</li> <li>•600 X 1200</li> <li>•800 X 800</li> <li>•600 X 600</li> <li>•300 X 300</li> <li>•300 X 450</li> <li>•300 X 600</li> </ul>	<ul style="list-style-type: none"> <li>• High gloss</li> <li>•Rocker finish</li> <li>•Butter finish</li> <li>•Matt finish</li> <li>•Sugar finish</li> <li>•Book match</li> <li>•Glossy finish</li> <li>•3D series</li> </ul>



Facilities	Area	Production Capacity
Facility-1 at Block No-204/205, Opp. Hanuman Temple, Nr. Mahuvad Turning, At & Po. Dabhasa, Tal. Padra, Dist. Vadodara-391440	37,460 Sq Mt	36,00,000 Sq Mt
Facility-2 at Survey No-169 & 170, Vavdi Harsol Road, At & Po. Mahelav, Tal. Talod, Dist. Sabarkantha-383305	1,23,504 Sq Mt	96,00,000 Sq Mt



# Awards & Recognitions





## Our Clientele



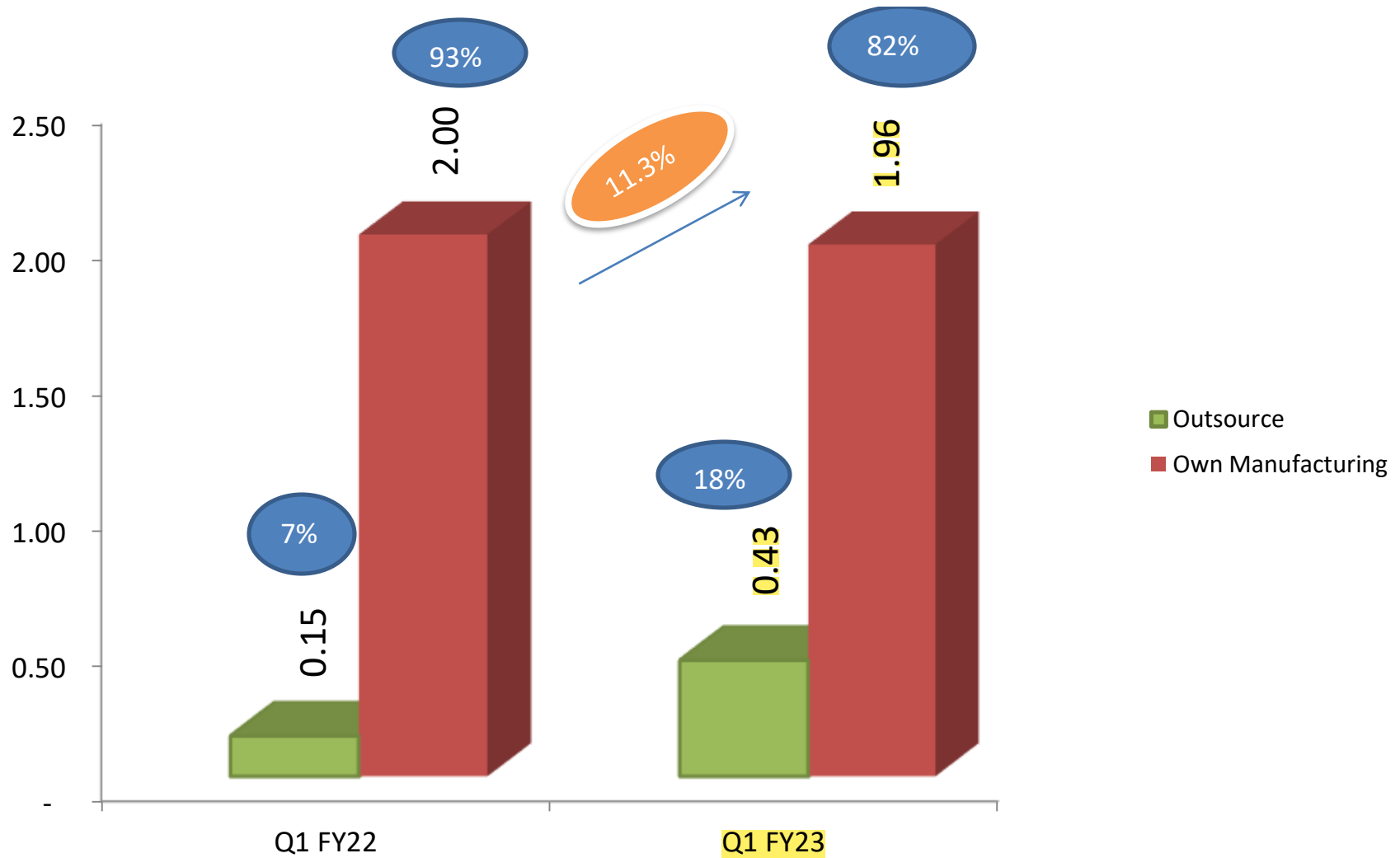




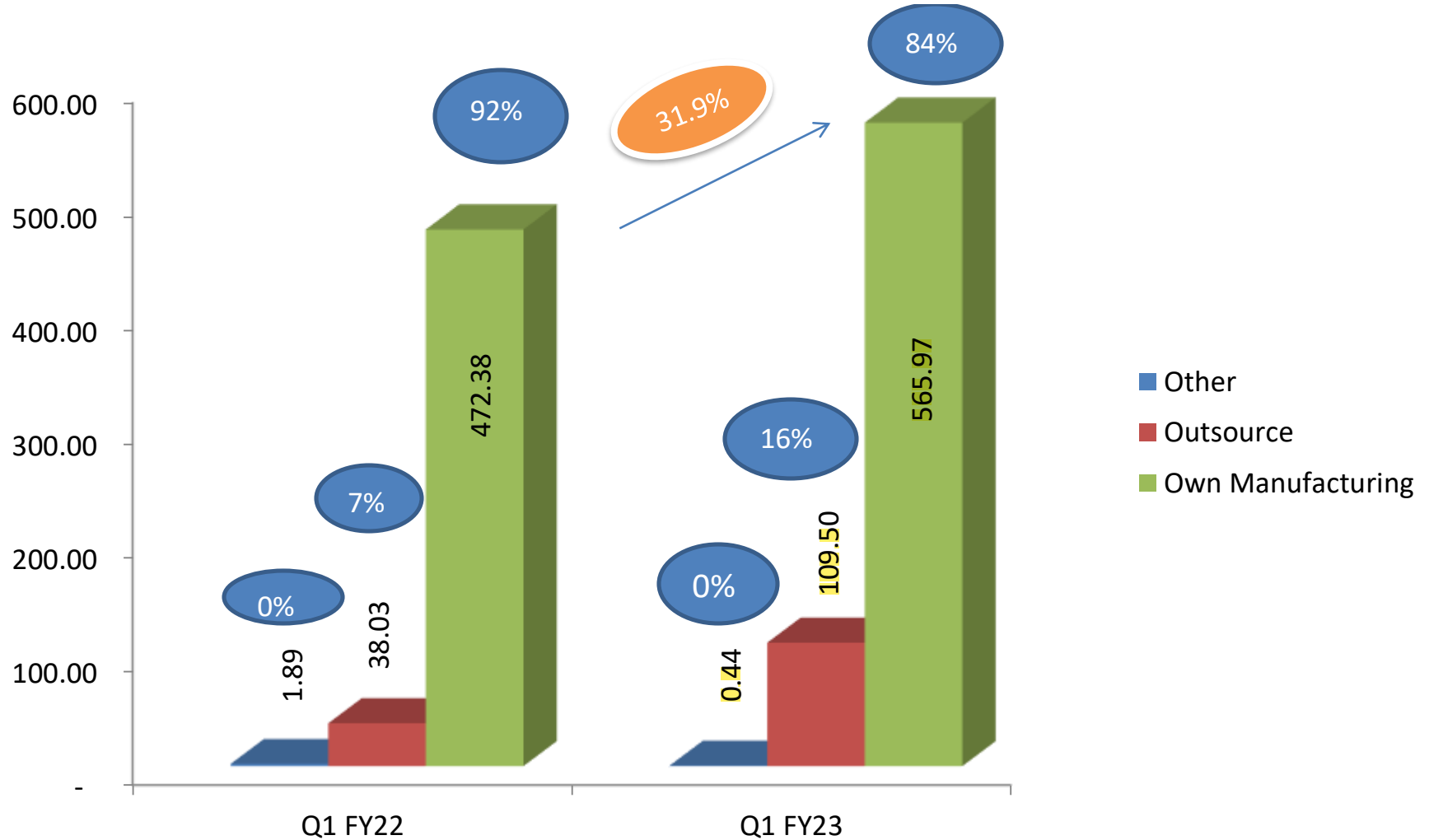
## **Section 3 | FINANCIAL OVERVIEW- Q1 FY23**

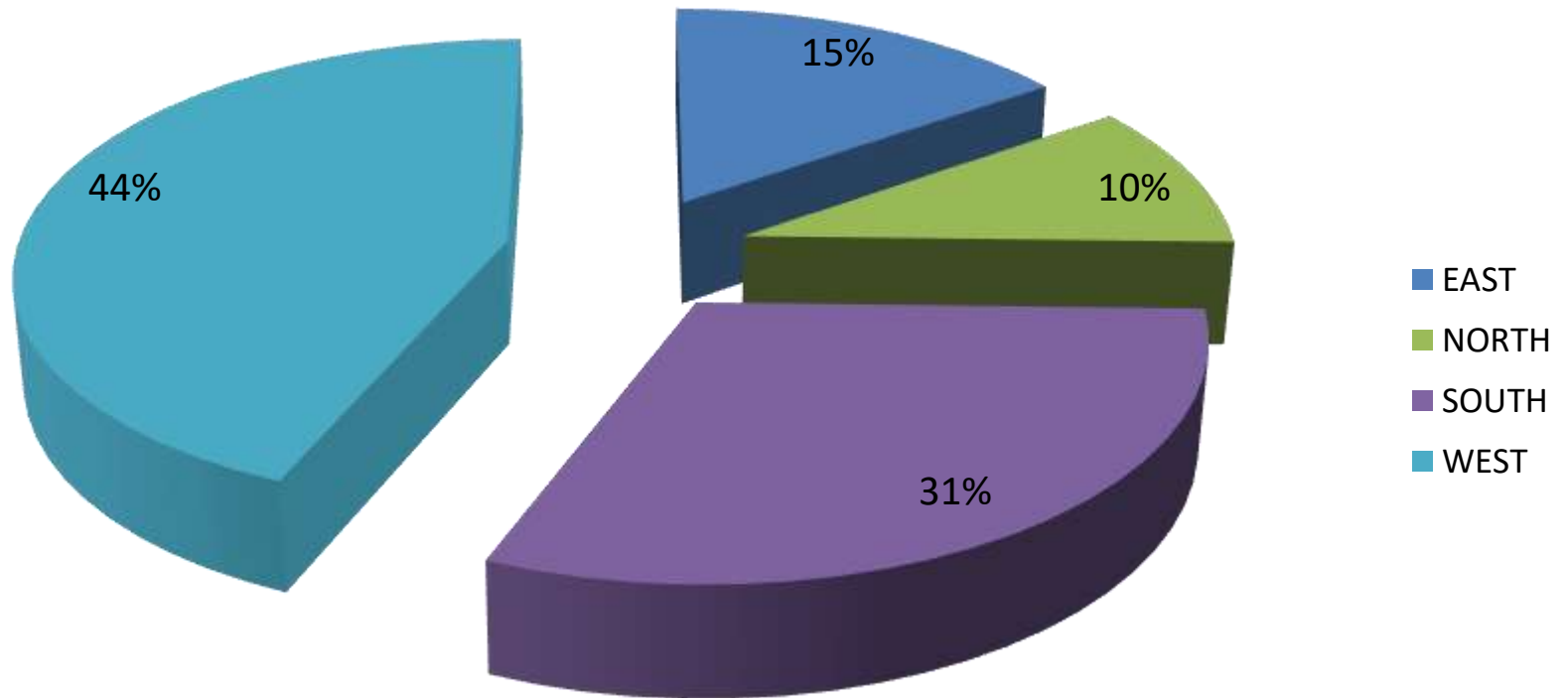


# Y-o-Y Tiles Volume Growth in MSM



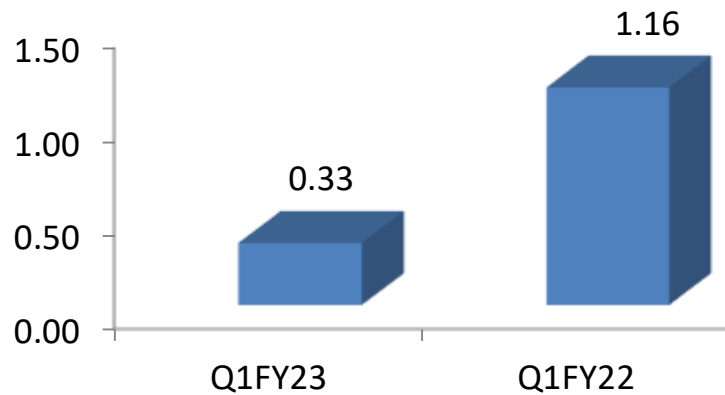
# Y-o-Y Revenue Growth in Millions



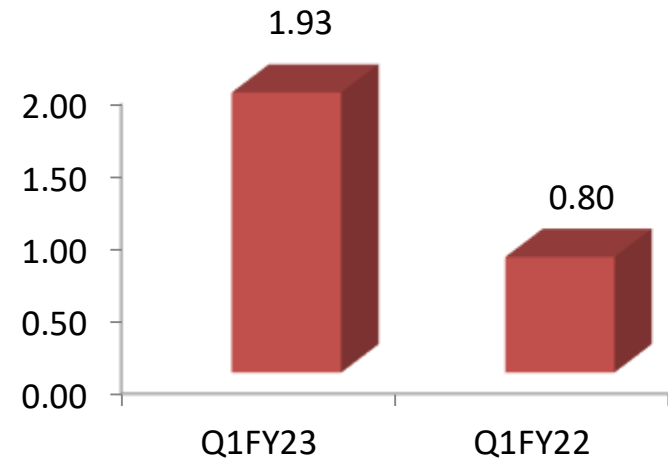




## Debt/Equity



## Interest Coverage Ratio





## **Section 4 | INCOME STATEMENT**



# Y-o-Y Quarterly Consolidated Income Statement In Millions

Particulars	Q1 FY23	Q1 FY22	Y-o-Y
<b>Revenue from Operations</b>	<b>675.91</b>	<b>512.31</b>	<b>31.9%</b>
Other Income	2.72	4.67	
Cost of Goods Sold	216.82	175.78	
Employee benefit expense	62.43	48.36	
Other Expenses	330.37	223.99	
<b>Total Operating Expenses</b>	<b>609.62</b>	<b>448.13</b>	
<b>EBIDTA</b>	<b>69.01</b>	<b>68.85</b>	
<b>EBIDTA %</b>	<b>10.2%</b>	<b>13.4%</b>	
Depreciation	34.71	33.86	
<b>EBIT</b>	<b>34.30</b>	<b>34.99</b>	
<b>EBIT %</b>	<b>5.1%</b>	<b>6.8%</b>	
Finance Costs	17.73	43.83	-59.5%
<b>PBT</b>	<b>16.57</b>	<b>-8.84</b>	<b>287.4%</b>
Tax Expense	5.75	-1.20	
<b>PAT</b>	<b>10.82</b>	<b>-7.64</b>	<b>241.6%</b>
<b>PAT MARGIN</b>	<b>1.6%</b>	<b>-1.5%</b>	
Other Comprehensive Income	-0.04	0.19	
<b>Total Comprehensive Income for the period</b>	<b>10.78</b>	<b>-7.45</b>	<b>244.7%</b>
Paid-up Equity Share Capital (Face Value Rs. 10 Each)	447.41	335.55	
<b>EPS</b>	<b>0.24</b>	<b>-0.23</b>	

## RATING BY BRICKWORK RATING INDIA PVT. LTD. AS ON 24<sup>th</sup> SEPTEMBER 2021

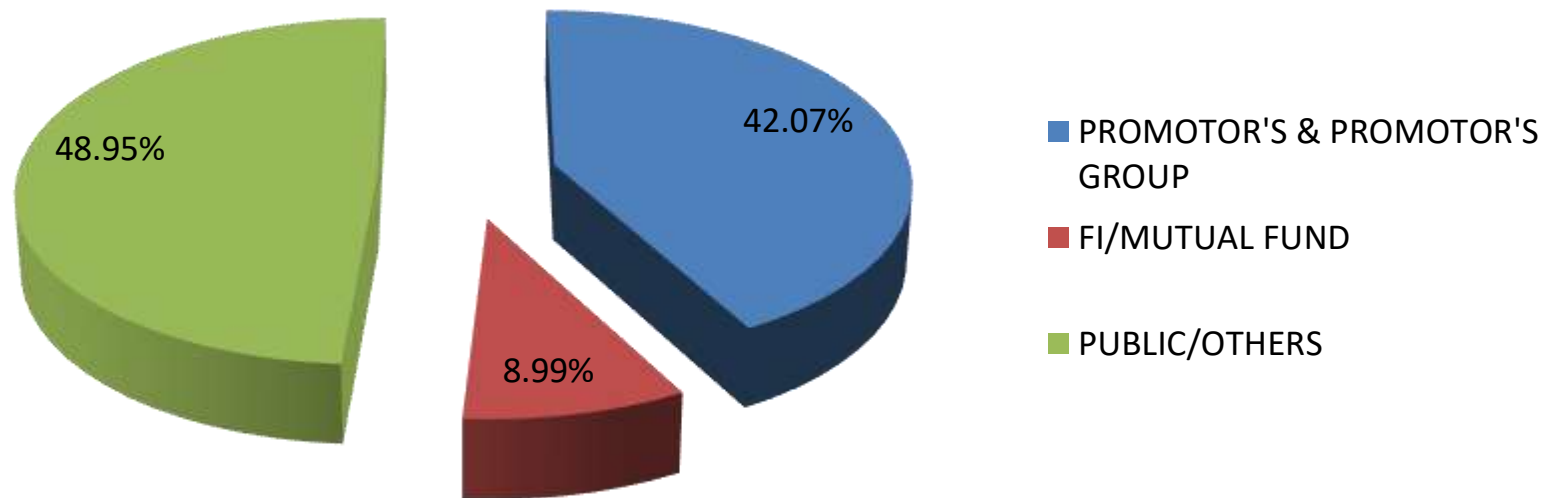
Facility	Previous	Present	Remarks
Long Term	BWR BBB+/Stable Reaffirmation	BWR BBB+/Positive Réaffirmation	Outlook Upgraded from "Stable" to "Positive"
Short Term	BWR A3+ Reaffirmation	BWR A2 Upgrade	Upgraded from "A3+" to "A2"





## Section 5 | SHAREHOLDING PATTERN





Exxaro Tiles is the one of the growing manufacturing Company of Vitrified Tiles in India. It has present annual capacity of 13.20 MSM across two plants - one at Talod, Sabarkantha, Gujarat one of the biggest manufacturing plant of GVT in India and, one at Padra, Vadodara, Gujarat.

For further information, Please visit [www.exxarotiles.com](http://www.exxarotiles.com) or contact:

Mr. Himanshu Shah (CFO)  
+02772 350555  
Email: [cfo@exxarotiles.com](mailto:cfo@exxarotiles.com)

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**exxaro**<sup>®</sup>  
TILES

**Registered Office**

Survey No. 169 & 170, Vavdi Harsol Road, Po.: Mahelav,  
Taluka: Talod,  
Sabarkantha - 383 305, Gujarat, India

**Thank You!**