



KRITI INDUSTRIES (INDIA) LIMITED

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E-mail: info@kritiindia.com Website: http://www.kritiindia.com

CIN : L25206MP1990PLC005732

KIIL/SE/2022-23

31st May, 2022

To,
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex, Bandra (E)
Mumbai – 400051
Symbol – KRITI

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai 400001
Scrip Code - 526423

Subject: Regulation 30 – Investor Presentation

Dear Sir/Madam,

Pursuant to regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 the investor presentation as on March, 2022 of our company is attached herewith. The same has 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**


Pankaj Baheti
Company Secretary & Compliance Officer

Encl: As above



KRITI INDUSTRIES (INDIA) LIMITED

EARNINGS PRESENTATION | FY22/Q4 – 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.

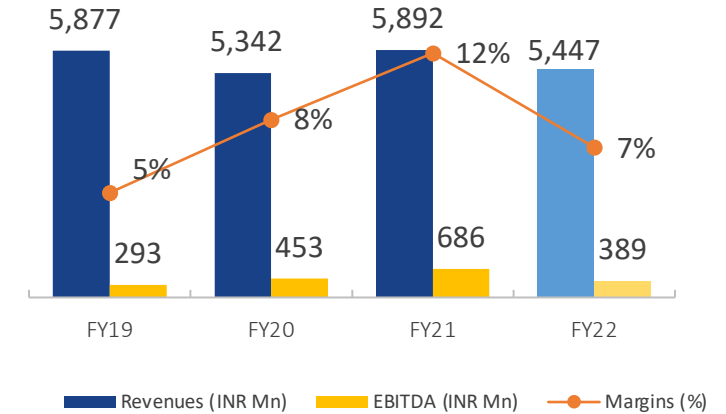
Kriti manufactures premium quality piping products and solutions, accessories, gas pipes, telecom ducts, submersible pipes and casing pipes which are used in applications of potable water supply, irrigation, building construction and infrastructure.

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

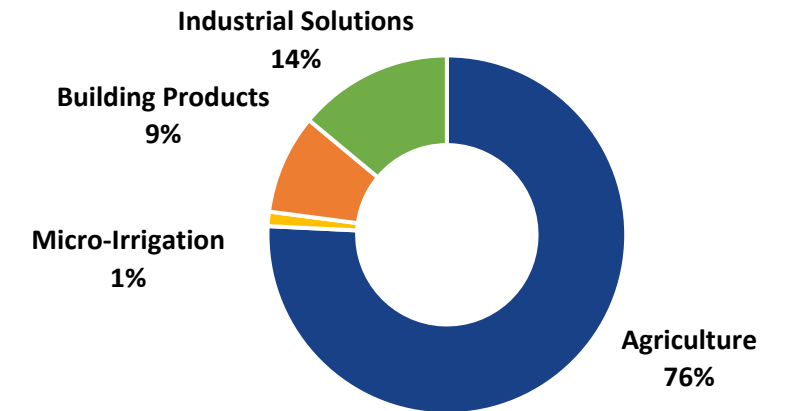
A strong distribution network with over 400+ dealers spread across 16 of the high growth states in India.

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 (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:

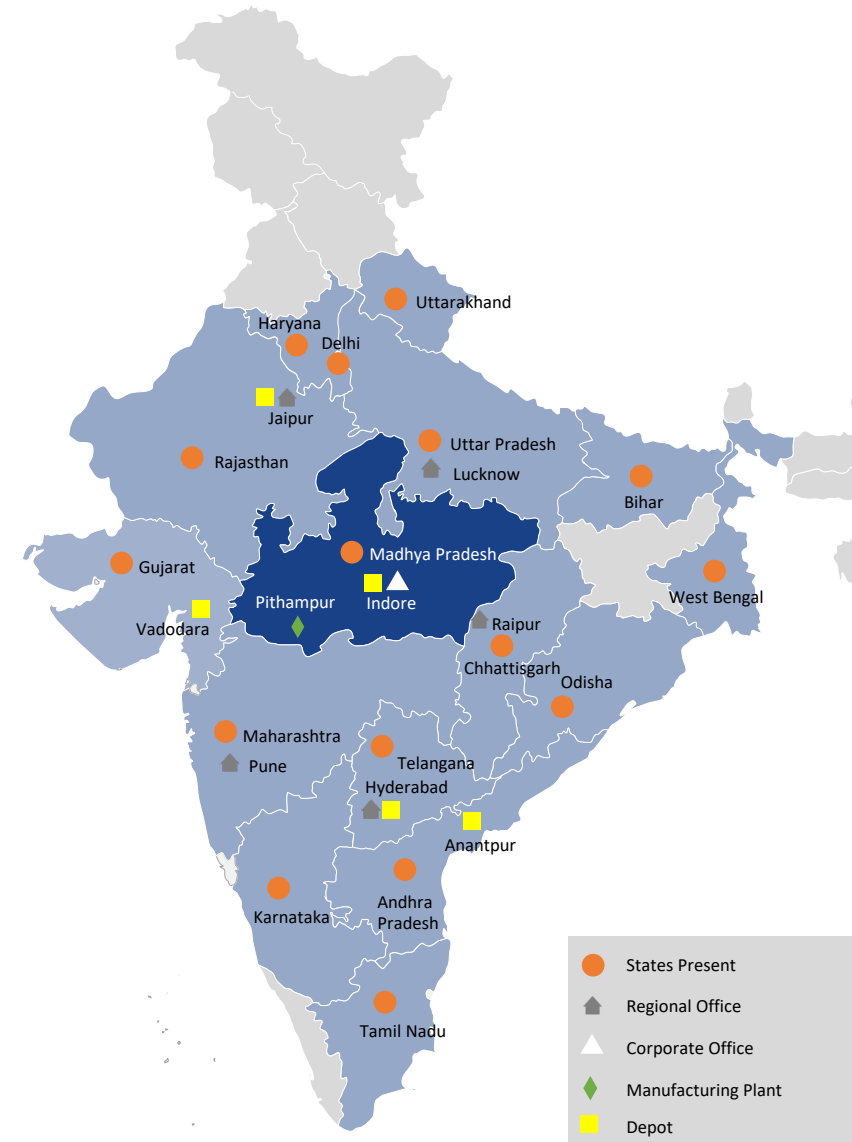
- Agriculture 92,300 MTPA
- Industrial Solutions 24,000 MTPA
- Building Products 6,000 MTPA
- Micro Irrigation 2,700 MTPA

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



KRITI
GROUP

KEY FINANCIAL HIGHLIGHTS



Key Financial Highlights

Q4-FY22 Consolidated Financial Performance

Total Revenue **INR 1,592 Mn**

EBITDA **INR 32 Mn**

EBITDA Margin **2.01 %**

Net Profit **INR (20) Mn**

PAT Margin **(1.26)%**

Diluted EPS **INR (0.40) Per share**

FY22 Consolidated Financial Performance

Total Revenue **INR 5,447 Mn**

EBITDA **INR 389 Mn**

EBITDA Margin **7.14 %**

Net Profit **INR 199 Mn**

PAT Margin **3.65 %**

Diluted EPS **INR 4.02 Per share**

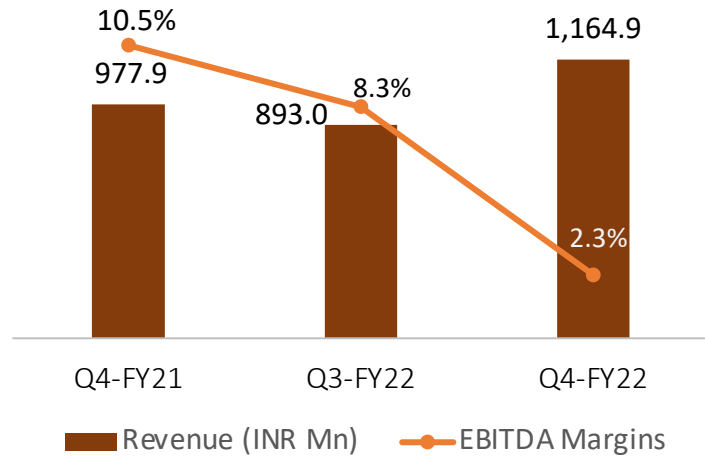
Key Operational Highlights



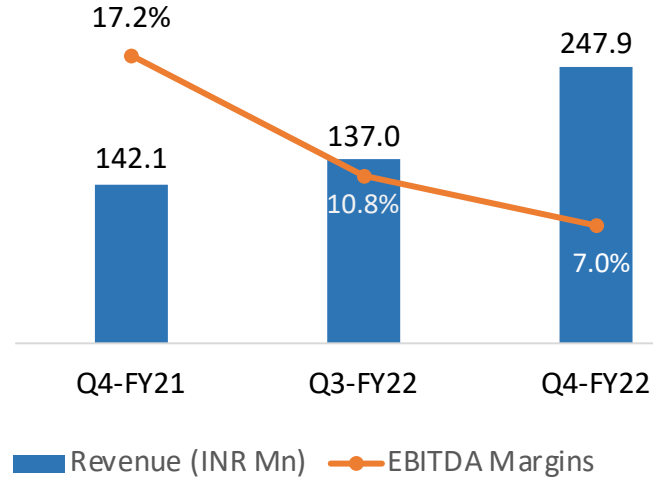
- The PVC prices continued to gain strength until October 2021 to INR 160/-kg levels, which started declining and came down to INR 130/-kg level. The steep volatility in RM prices destroyed the demand for PVC products.
- KIIL has registered a turnover growth of 27% in Q4-FY22 on a YOY basis.
- In Q4-FY22, All business segments registered growth on a YOY and QOQ basis, with total volumes in Q4-FY22 of 11,120 MTs as against 9,464 MTs in Q4-FY21.
- The management has put high focus on cost reduction and quality/efficiency improvement in FY21 and FY22 which will have a positive impact in coming quarters.
- The company has already undertaken capex of INR 30 Cr approx. for new capacities and a new product range which will be introduced in coming quarters.
- The company has completed building a full range of SKUs related to Building Products and Column pipes segment as it plans to focus aggressively in these business segments due to their non-cyclical nature and better value addition.
- Going forward, KIIL has its plans to expand markets geographically in the states where company has already made successful entry.

Quarterly Segmental Highlights

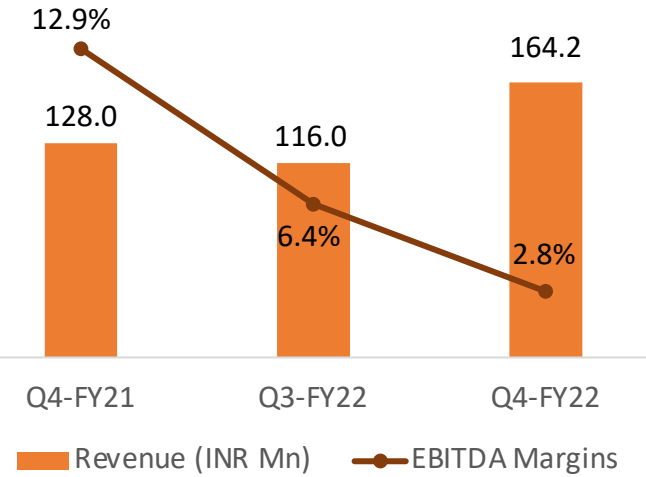
Agricultural Products



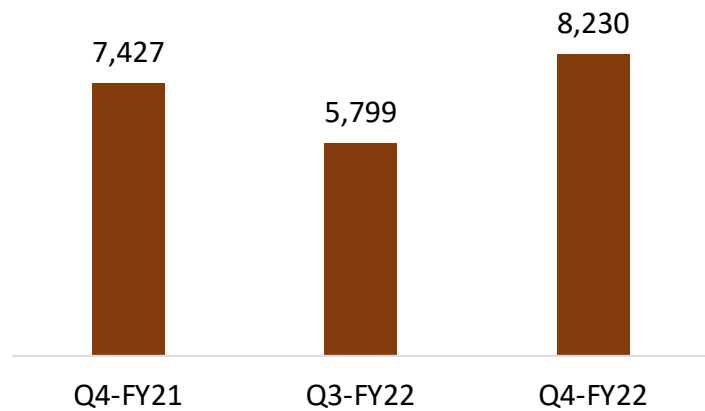
Industrial Solutions



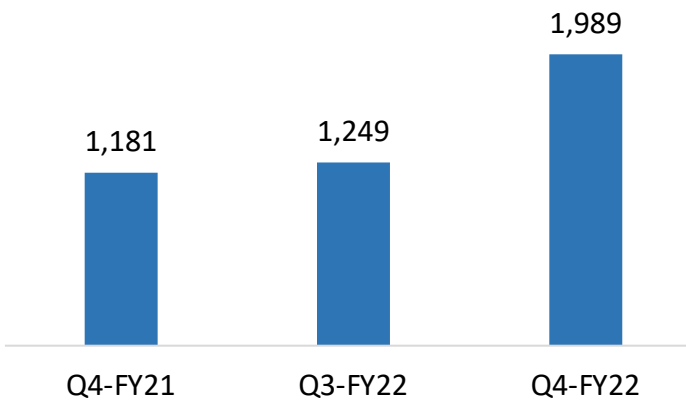
Building Products



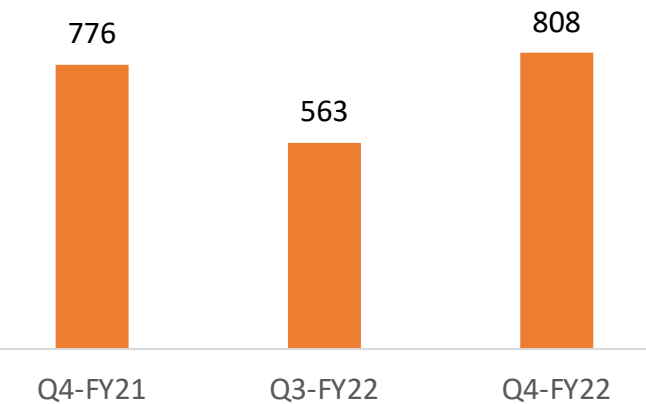
Agricultural Products Sales Volume (in MT)



Industrial Solutions Sales Volume (in MT)

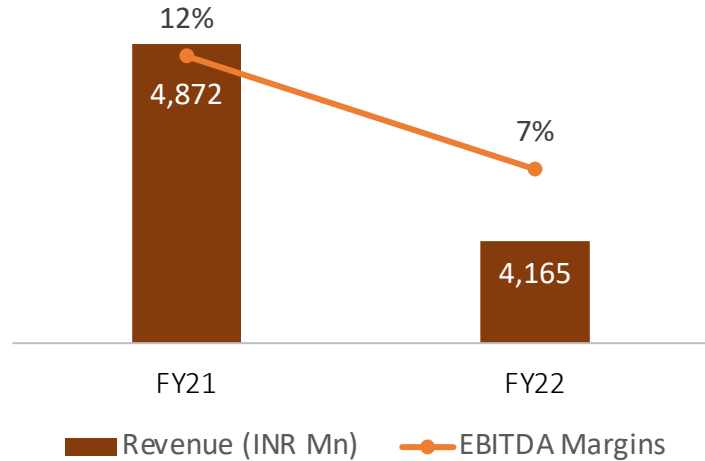


Building Products Sales Volume (in MT)

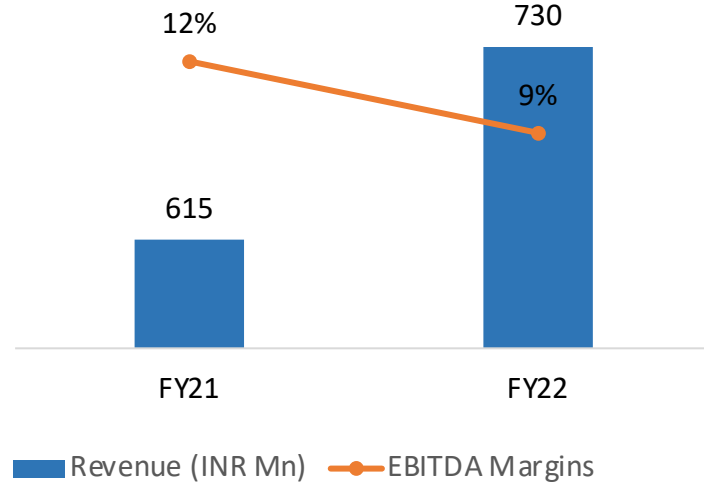


Yearly Segmental Highlights

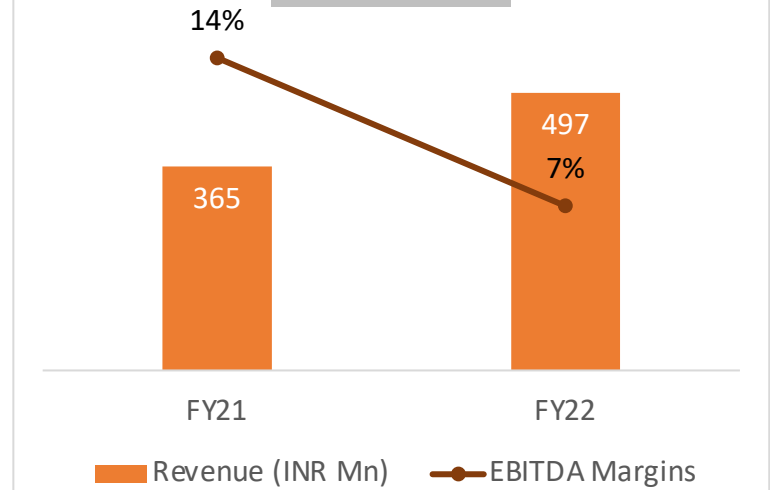
Agricultural Products



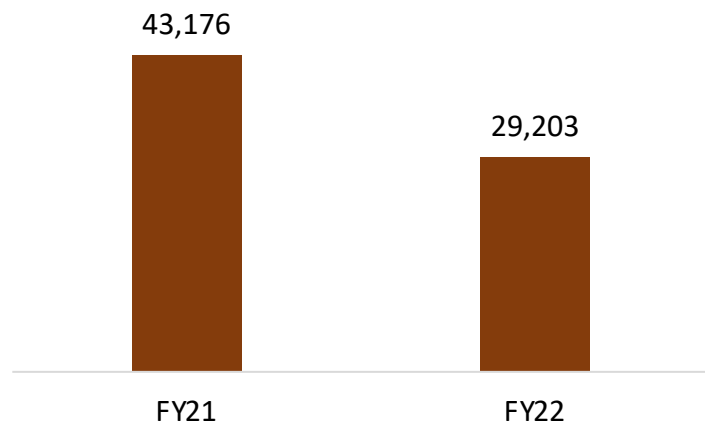
Industrial Solutions



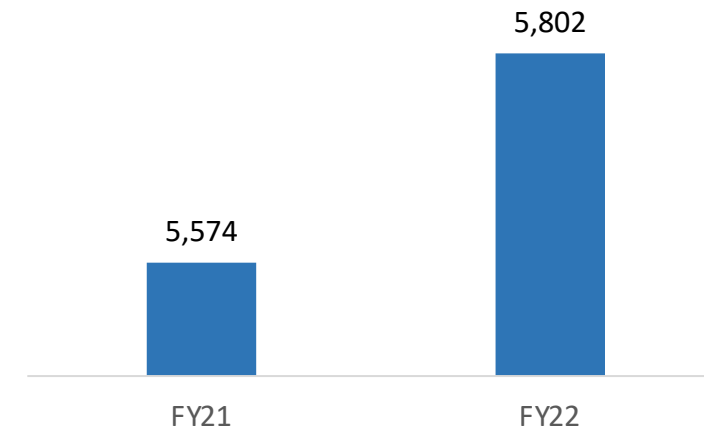
Building Products



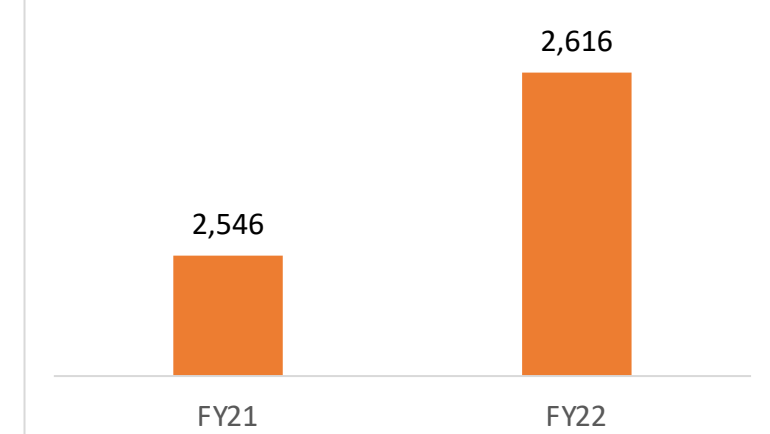
Agricultural Products Sales Volume (in MT)



Industrial Solutions Sales Volume (in MT)



Building Products Sales Volume (in MT)



Consolidated Quarterly Financial Performance

Particulars (In Mn)	Q4-FY22	Q4-FY21	Y-o-Y	Q3-FY22	Q-o-Q
Operational Income	1,592	1,258	26.6%	1,189	33.9%
Total Expenses	1,560	1,116	39.8%	1,091	43.0%
EBITDA	32	142	(77.5)%	98	(67.3)%
EBITDA Margin (%)	2.01%	11.29%	(928) Bps	8.24%	(623)Bps
Other Income	6	3	100.0%	3	100.0%
Depreciation	22	18	22.2%	20	10.0%
Finance Cost	39	28	39.3%	36	8.3%
Exceptional Item	(12)	-	NA	-	NA
Profit Before Tax	(11)	99	NA	45	NA
Tax	6	27	(77.8)%	4	50.0%
Profit After Tax from Continuing Operations	(17)	72	NA	41	NA
Profit/ (Loss) Before Tax from Discontinuing Operations	(3)	(14)	NA	-	NA
Tax	-	(2)	NA	-	NA
Profit/ (Loss) After Tax from Discontinuing Operations	(3)	(12)	NA	-	NA
Net Profit/ (Loss) for the Period	(20)	60	NA	41	NA
PAT Margin (%)	(1.26)%	4.77%	(603)Bps	3.45%	(471)Bps
Other Comprehensive Income	(2)	-	NA	-	NA
Total Comprehensive Income	(22)	60	NA	41	NA
Diluted EPS (INR)	(0.4)	1.20	NA	0.82	NA

Consolidated Financial Performance

Particulars (In Mn)	FY22	FY21	Y-o-Y
Operational Income	5,447	5,892	(7.6)%
Total Expenses	5,058	5,206	(2.8)%
EBITDA	389	686	(43.3)%
EBITDA Margin (%)	7.14%	11.64%	(450) Bps
Other Income	13	9	44.4%
Depreciation	81	75	8.0%
Finance Cost	141	110	28.2%
Exceptional Item	-12	-	NA
Profit Before Tax	192	510	(62.4)%
Tax	49	130	(62.3)%
Profit After Tax from Continuing Operations	143	380	(62.4)%
Profit/ (Loss) Before Tax from Discontinuing Operations	55	(23)	NA
Tax	-1	4	NA
Profit/ (Loss) After Tax from Discontinuing Operations	56	(19)	NA
Net Profit/ (Loss) for the Period	199	361	(44.9)%
PAT Margin (%)	3.65%	6.13%	(248)Bps
Other Comprehensive Income	-1	-	NA
Total Comprehensive Income	198	361	(45.2)%
Diluted EPS (INR)	4.02	7.27	(44.7)%

Historical Consolidated Income Statement (IndAS)

Particulars (In Mn)	FY19	FY20	FY21	FY22
Operational Income	5,877	5,342	5,892	5,447
Total Expenses	5,584	4,889	5,206	5,058
EBITDA	293	453	686	389
EBITDA Margin (%)	4.99%	8.48%	11.64%	7.14%
Other Income	21	17	9	13
Depreciation	62	71	75	81
Finance Cost	152	173	110	141
Exceptional Item	-	12	-	-12
Profit Before Tax	100	214	510	192
Tax	40	23	130	49
Profit After Tax from Continuing Operations	60	191	380	143
Profit/ (Loss) Before Tax from Discontinuing Operations	-	(6)	(23)	55
Tax	-	-	4	-1
Profit/ (Loss) After Tax from Discontinuing Operations	-	(6)	(19)	56
Net Profit/ (Loss) for the Period	60	185	361	199
PAT Margin (%)	1.02%	3.46%	6.13%	3.65%
Other Comprehensive Income	-	2	-	-1
Total Comprehensive Income	60	187	361	198
Diluted EPS (INR)	1.21	3.73	7.27	4.02

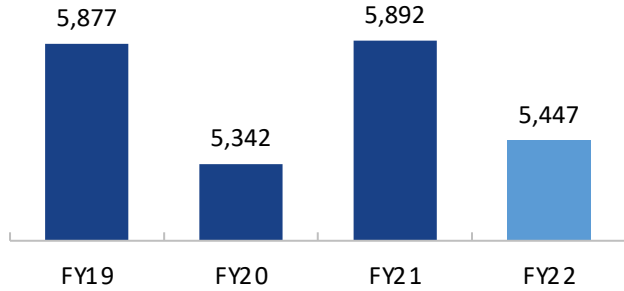
Historical Consolidated Balance Sheet (IndAS)

Particulars (INR Mn)	FY20	FY21	FY22
EQUITIES & LIABILITIES			
Equity			
Equity Share Capital	50	50	50
Other Equity	941	1,294	1,492
Total Equity	991	1,344	1,542
Non Current Liabilities			
Financial Liabilities			
Borrowings	153	160	196
Lease Liability	32	31	29
Provisions	-	-	2
Other Non Current Liabilities	107	128	32
Sub Total of Non Current Liabilities	397	423	361
Current Liabilities			
Financial Liabilities			
Borrowings	512	517	764
Trade Payables	1,480	1,124	1,272
Other Financial Liabilities	77	1	1
Other Current Liabilities	50	137	117
Provisions	22	28	18
Current Tax Liabilities (Net)	1	6	0
Sub Total of Current Liabilities	2,142	1,814	2,172
Other Advances received against assets held for sale	-	68	17
TOTAL EQUITIES & LIABILITIES	3,530	3,649	4,092

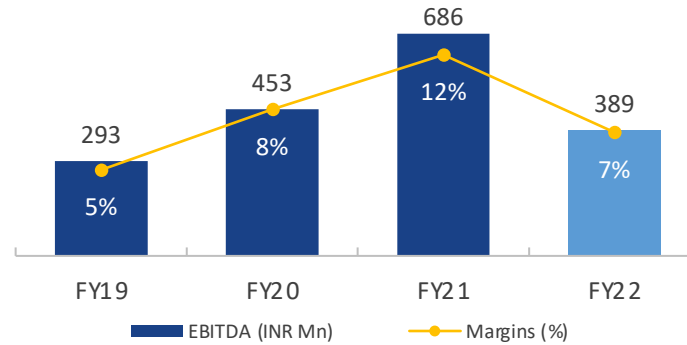
Particulars (INR Mn)	FY20	FY21	FY22
ASSETS			
Non Current Assets			
Property, Plant & Equipment	1,061	1,003	1,058
Capital Work-in-Progress	10	81	137
Other Intangible Assets	2	1	1
Financial Assets			
Investments	-	-	1
Loans	24	-	-
Other Financial Assets	-	32	22
Other Non-Current Assets	-	-	-
Sub Total of Non-Current Assets	1,097	1,117	1,219
Current Assets			
Inventories	1,356	1,617	2,066
Financial Assets			
Trade Receivables	729	387	323
Cash & Bank Balance	140	220	139
Loans	196	75	22
Income Tax Assets	-	-	11
Other Current Assets	12	214	309
Sub Total of Current Assets	2,433	2,513	2,871
Property, Plant & Equipment held for Sale	-	19	3
TOTAL ASSETS	3,530	3,649	4,092

Consolidated Financial Highlights

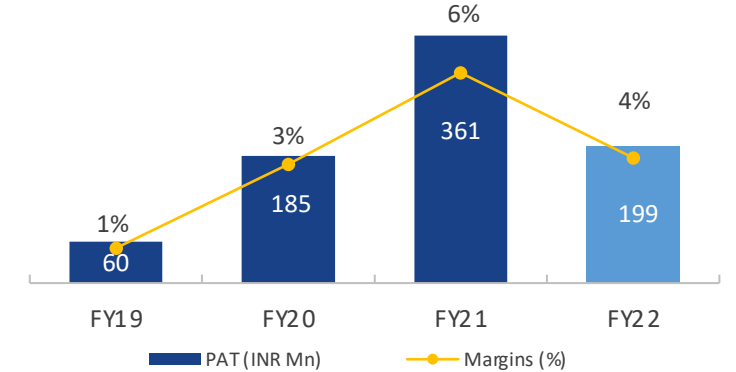
Revenue From Operations (INR Mn)



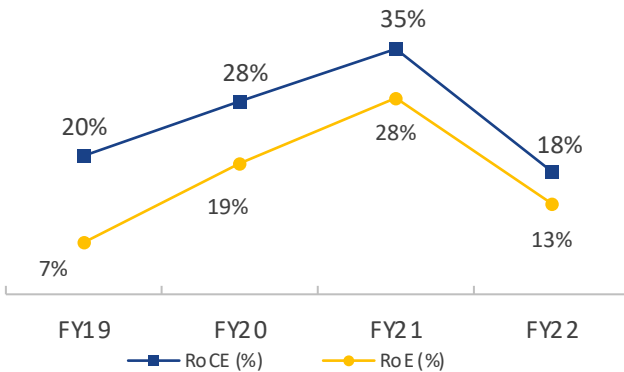
EBITDA (In INR Mn) & EBITDA Margins (%)



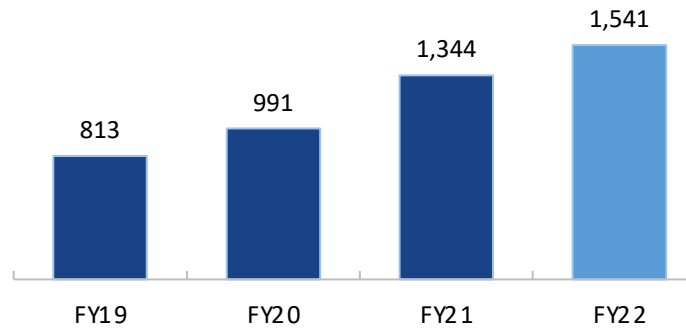
Net Profit (In INR Mn) & PAT Margins (%)



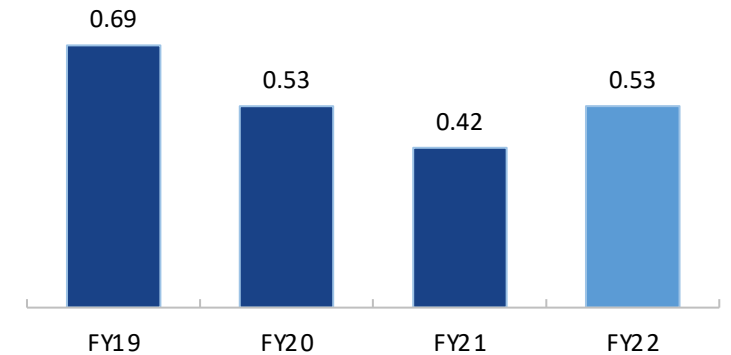
ROCE (%) and ROE (%)



Net Worth (INR Mn)

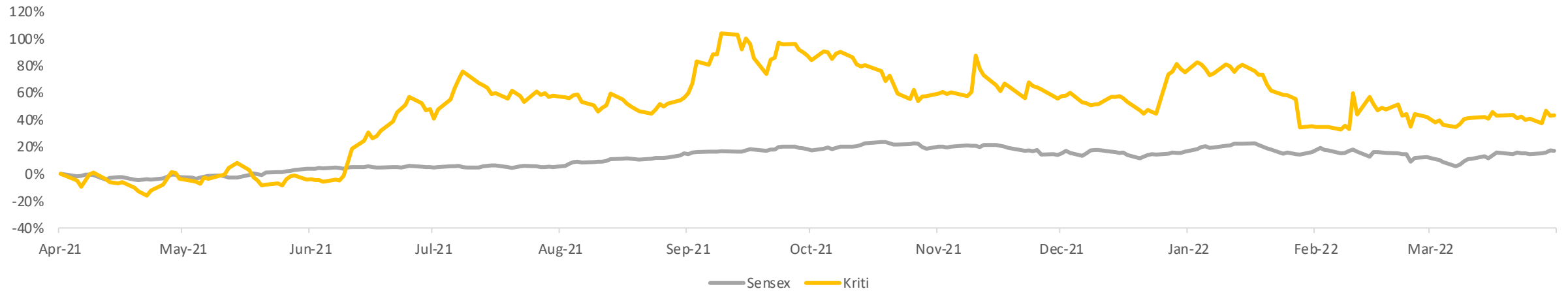


Net Debt to Equity (x)



Capital Market Information

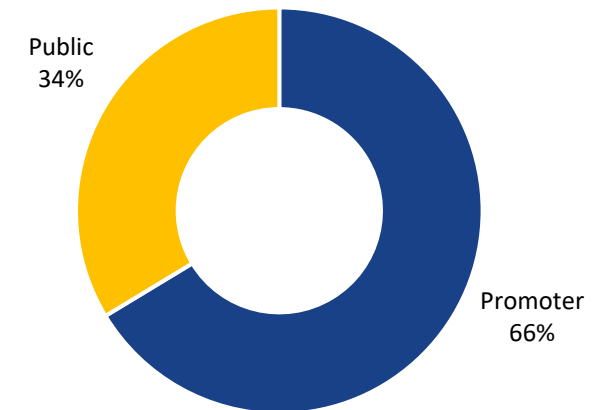
Stock Performance upto 31st March 2022



Price Data as on 31st March 2022

Face Value (INR)	1.00
Market Price (INR)	106.7
52 Week High / Low	158.00/59.45
Market Cap (INR Mn)	5,292.7
Equity Shares Outstanding (Mn)	49.6
1 Year Avg. Trading volume ('000)	113.22

Shareholding Pattern as on 31st March 2022



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Kriti Industries (India) Limited

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