

Dated: 10th November 2022

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

Dear Sir/Madam,

Sub: INVESTOR PRESENTATION FOR THE QUARTER AND HALF YEAR ENDED 30.09.2022.

Please find enclosed herewith Investor Presentation of Exxaro Tiles Limited highlighting the performance of the Company during the quarter and half year ended on 30th September, 2022.

We are requested to kindly take the same on record.

Thanking You

Yours Faithfully
For Exxaro Tiles Limited

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

Enclosure: As Above

EXXARO TILES LIMITED

Corporate Office: 1201, D-Block, Ganesh Glory11, Near BSNL Office, S.G Highway, Jagatpur, Ahmedabad - 382470 | 079 3500 5555.

REG. Office & Unit 2: Survey No. 169 & 170, Vavdi Harsol Road, at & Po.: Mahelav, Taluka: Talod, Sabarkantha - 383305, Gujarat, India.

Unit 1: Block No. 204/205, Opp. Hanuman Temple, Near Mahuvad Turning, At & Po. Dabhasa, Tal.Padara, Dist. Vadodara - 391440 Gujarat, India.

☎ www.exxarotiles.com ☎ info@exxarotiles.com ☎ +91 87585 72121 | **CIN:** L26914GJ2008PLC052518



EXXARO TILES LIMITED

Investor Presentation – Q2 FY23

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.

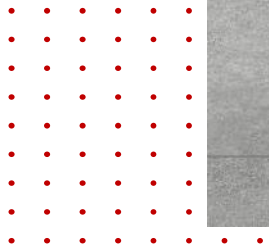
Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to (1) competitive pressures; (2) legislative and regulatory developments; (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.

Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this presentation. This presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this presentation is expressly excluded. This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person.



Q2 & H1 FY23 Result Highlights





Commenting on the results, **Mr. Mukesh Patel, Chairman and Managing Director** said:

"Commissioning Big Slab product line was the highlight for Exxaro in Q2 FY23. The new line has started producing from October and will give us opportunity to grab market share in a high margin, less crowded marketplace. Business conditions were challenging in Q2FY23 owing to higher gas prices, weak demand conditions and heavy monsoons. Our one production line was shut in Q2 FY23 due to installation of the new Big Slab Product Line. This overall led to lower revenue and volumes.

Subdued demand was seen in Western and Southern markets owing to heavy monsoons. Both the markets together constitute about 80% of our total sales. Subdued export demand led to diversion of Export volumes to domestic market. This coupled with weak domestic demand led to oversupply in the domestic market and therefore, industry players have not been able to take price hikes during the September quarter. We are hopeful that recent corrections in input prices should lead to better margins going forward.

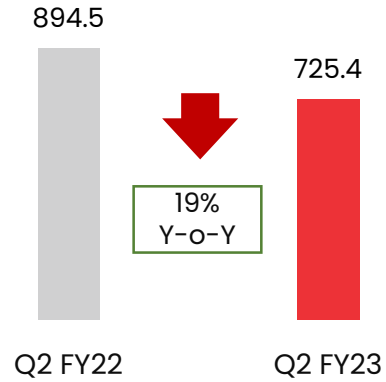
We expect gradual pickup in demand for tiles with fast moving construction and new housing projects. Also, government's push towards affordable housing shall augur well for demand for building material products.

Our Company is focused on creating best designs with integrated technology and deliver products which are visually appealing to our customers. Our company concentrates in investing in innovation and R&D in order to cater to needs of clients' modern lifestyles and infrastructure. With our strong product profile, new line at Talod and strong distribution network, we are well poised to increase our penetration in untapped geographies."

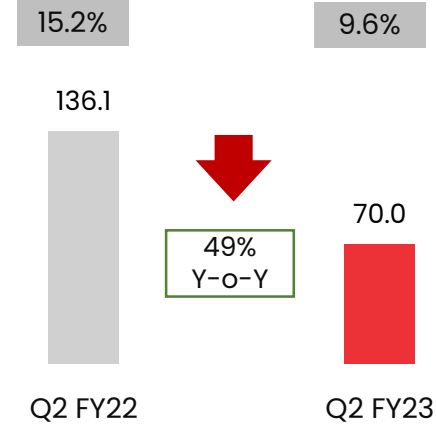
Financial Highlights (1/2)

Margins

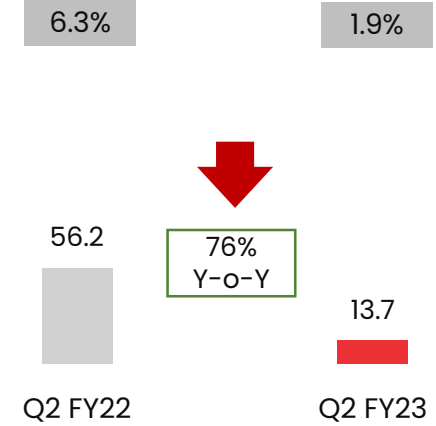
Total Revenue (Rs. In Mn)



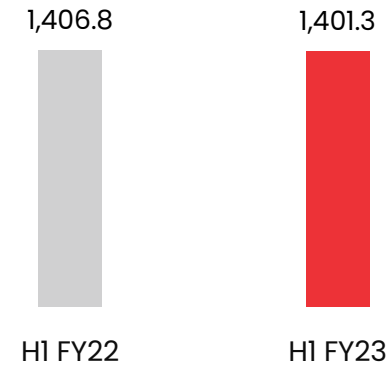
EBITDA (Rs. In Mn)



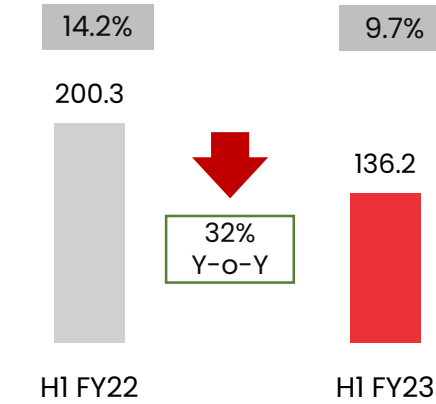
PAT (Rs. In Mn)



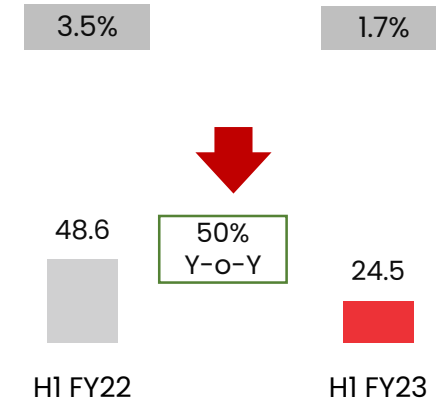
Total Revenue (Rs. In Mn)



EBITDA (Rs. In Mn)



PAT (Rs. In Mn)

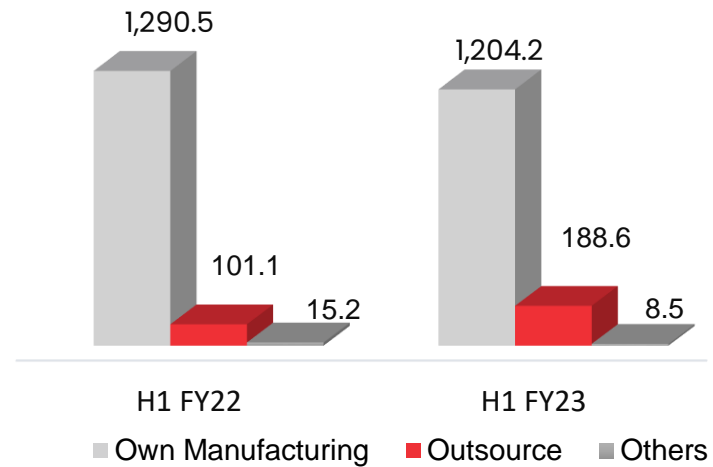
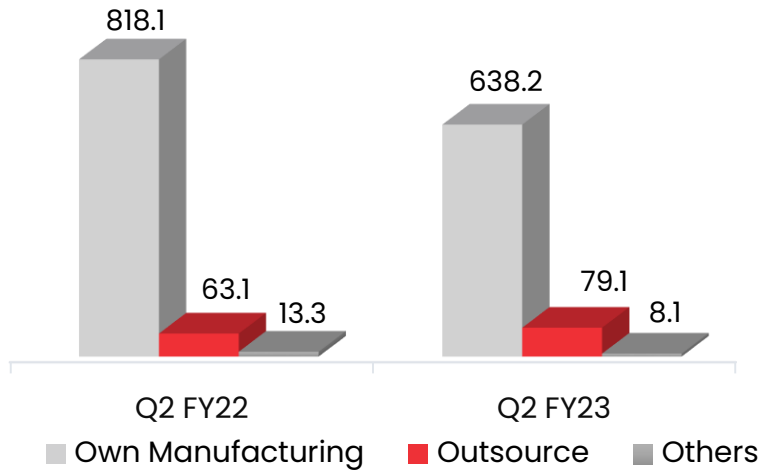


- Heavy monsoons led to lower demand in South and West India markets. This was further exacerbated due to diversion of industry volumes from export market to domestic market, leading to price competition and lower Organized Tiles Industry EBITDA margins
- Higher Gas Prices, increase in branding & advertising expenses of the company led to fall in EBITDA Margins by 560 bps YoY
- Overall profitability impacted due to heavy investment incurred by company on branding and marketing activities to tap T2 & T3 cities through advertising campaign

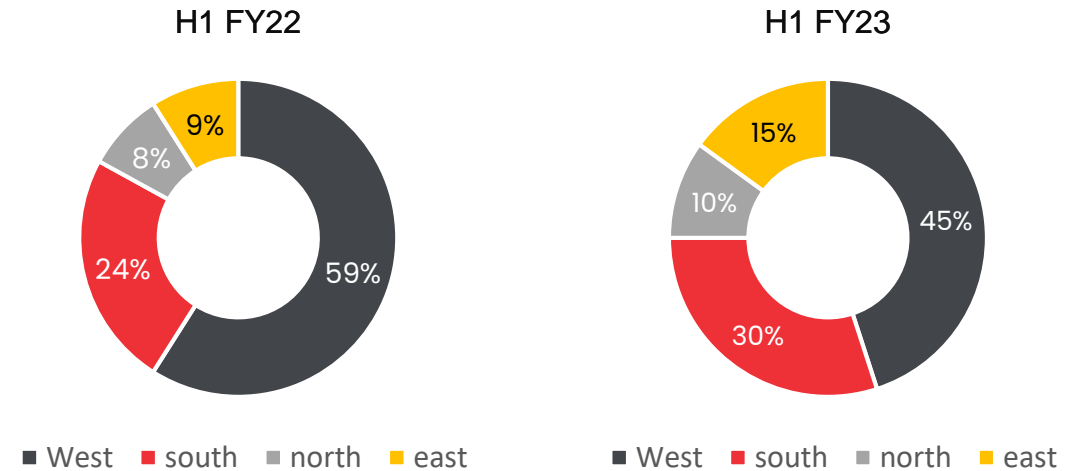
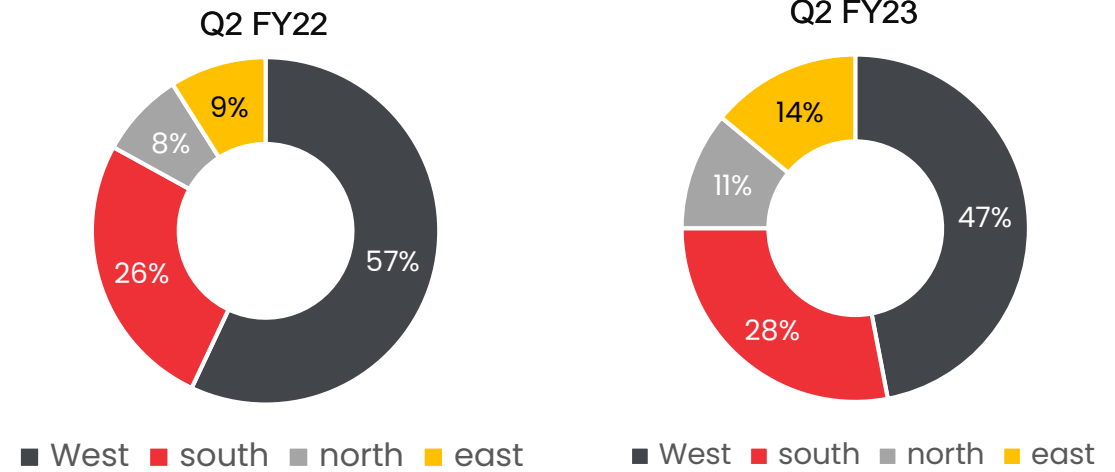
Financial Highlights (2/2)

(Rs. In Mn.)

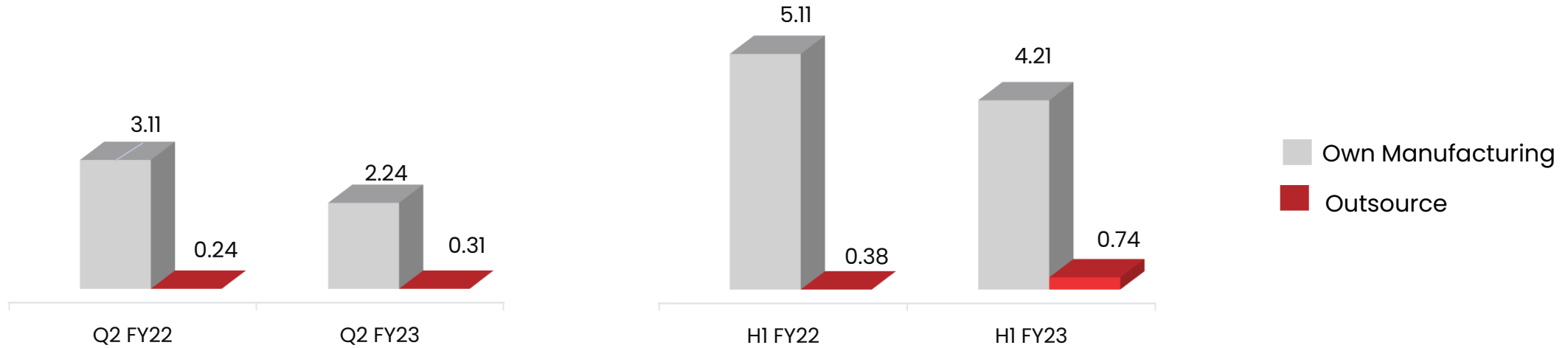
Total Revenue Split



Geographical Revenue Split



Sales Volume (in Msm)



- Sales Volumes fell 24% YoY due to subdued demand from the retail segment attributed by monsoons and slow demand from real estate market.
- Market was oversupplied on account of higher export volumes diverted to domestic market due to high logistic costs and container issues
- In addition to the above, production was impacted as one production line out of two production lines at Talod Plant was shut down for entire quarter owing to conversion to new Big Slab Product Line
- Big Slab Production line was commercialized and started in October, 2022
- Big Slab product line took 4-5 months for setting up, product teams were diverted to this new product line setup
- Big Slab Product Line yields much higher EBITDA margins vs. conventional Vitrified Tiles

Key Development During H1 FY23



Brownfield Expansion (At Talod Plant, Sabarkantha)

- Set up manufacturing facility at existing plant at Talod with capacity of 1.4 million sq. mtrs p.a
- Large format GVT tiles admeasuring 9mm/20mm with thickness in various sizes of 800x2400, 800x3000, 800x3200, 1200x1800 & 1200x2400.
- Capex for setting up the big slab production line was funded out of internal accruals
- Revenue potential of Rs. 250 crores at full capacity
- Commercial production started w.e.f. 18th October, 2022
- Purchased "SACMI CONTINUA" Technology from Italy, admeasuring 1600mm x 3200 mm to manufacture large glazed vitrified tiles/slabs

Profit & Loss Statement – Q2 & H1 FY23 (Standalone)

Particulars (Rs. in millions)	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q	H1 FY23	H1 FY22	Y-o-Y
Net Revenue	725.4	894.5	-19%	675.9	+7%	1,401.3	1,406.8	0%
Cost of materials consumed	183.6	265.5		163.8		347.4	442.4	
Purchase of stock-in-trade	70.3	55.2		96.5		166.7	89.5	
Changes in inventories	16.0	-1.1		-43.4		-27.4	-36.5	
Power & Fuel Expenses	246.2	281.2		276.8		523.0	442.8	
Total Raw Material	516.0	600.8		493.6		1,009.6	938.2	
Gross Profit	209.4	293.7	-29%	182.3	+15%	391.7	468.5	-16%
Gross Profit Margin	28.9%	32.8%		27.0%		27.9%	33.3%	
Employee Cost	64.8	60.7		62.4		127.2	109.1	
Other Expenses	74.6	96.8		53.5		128.2	159.1	
EBITDA	70.0	136.1	-49%	66.3	+6%	136.3	200.3	-32%
EBITDA Margin %	9.6%	15.2%		9.8%		9.7%	14.2%	
Other Income	5.1	9.2		2.7		7.8	13.9	
Depreciation	36.2	34.3		34.7		70.9	68.2	
EBIT	38.9	111.0	-65%	34.3	+13%	73.2	146.0	-50%
EBIT Margin %	5.4%	12.4%		5.1%		5.2%	10.4%	
Finance Cost	20.1	33.6		17.7		37.8	77.4	
PBT	18.8	77.4	-76%	16.6	+13%	35.4	68.6	-48%
PBT Margin %	2.6%	8.7%		2.5%		2.5%	4.9%	
Tax	5.1	21.2		5.8		10.8	20.0	
PAT	13.7	56.2	-76%	10.8	+26%	24.6	48.6	-49%
PAT Margin %	1.9%	6.3%		1.6%		1.8%	3.5%	
Basic EPS	0.31	1.38		0.24		0.55	1.19	

Profit & Loss Statement – Q2 & H1 FY23 (Consolidated)

Particulars (Rs. in millions)	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q	H1 FY23	H1 FY22	Y-o-Y
Net Revenue	725.4	894.5	-19%	675.9	+7%	1,401.3	1,406.8	0%
Cost of materials consumed	183.6	265.5		163.8		347.4	442.4	
Purchase of stock-in-trade	70.3	55.2		96.5		166.7	89.5	
Changes in inventories	16.0	-1.1		-43.4		-27.4	-36.5	
Power & Fuel Expenses	246.2	281.2		276.8		523.0	442.8	
Total Raw Material	516.0	600.8		493.6		1,009.6	938.2	
Gross Profit	209.4	293.7	-29%	182.3	+15%	391.7	468.5	-16%
Gross Profit Margin	28.9%	32.8%		27.0%		27.9%	33.3%	
Employee Cost	64.8	60.7		62.4		127.2	109.1	
Other Expenses	74.6	96.8		53.6		128.2	159.1	
EBITDA	70.0	136.1	-49%	66.3	+6%	136.2	200.3	-32%
EBITDA Margin %	9.6%	15.2%		9.8%		9.7%	14.2%	
Other Income	5.1	9.2		2.7		7.8	13.9	
Depreciation	36.2	34.3		34.7		70.9	68.2	
EBIT	38.9	111.0	-65%	34.3	+13%	73.2	146.0	-50%
EBIT Margin %	5.4%	12.4%		5.1%		5.2%	10.4%	
Finance Cost	20.1	33.6		17.7		37.8	77.4	
Exceptional Item	0.0	0.0		0.0		0.0	0.0	
PBT	18.8	77.4	-76%	16.6	+13%	35.3	68.6	-48%
PBT Margin %	2.6%	8.7%		2.5%		2.5%	4.9%	
Tax	5.1	21.2		5.8		10.8	20.0	
PAT	13.7	56.2	-76%	10.8	+27%	24.5	48.6	-50%
PAT Margin %	1.9%	6.3%		1.6%		1.7%	3.5%	
Basic EPS	0.31	1.38		0.24		0.55	1.19	

Balance Sheet – As on 30th September 2022

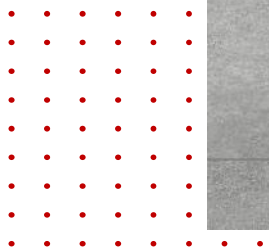
Particulars (Rs. in millions)	Standalone		Consolidated	
	Sep-22	Mar-22	Sep-22	Mar-22
ASSETS				
Non-current assets				
(a) Property, plant and equipment	1,897.8	1,502.7	1,897.8	1,502.7
(b) Financial assets				
(i) Investments	0.1	0.1	-	-
(ii) Loans, Advances & Others	17.5	24.7	17.5	24.7
Total non-current assets	1,915.4	1,527.5	1,915.3	1,527.4
Current assets				
(a) Inventories	1,239.3	1,143.5	1,239.3	1,143.5
(b) Financial assets				
(i) Trade receivables	1,024.4	1,014.6	1,024.4	1,014.6
(ii) Cash and cash equivalents	12.6	162.7	12.7	162.8
(iii) Bank balances other than cash & cash equivalents	27.4	28.4	27.4	28.4
(iv) Loans & Advances	0.5	0.5	0.4	0.5
(c) Other financial assets	143.6	171.3	143.6	171.3
Total current assets	2,447.7	2,521.0	2,447.7	2,521.1
Total Assets	4,363.1	4,048.5	4,363.0	4,048.4

Balance Sheet – As on 30th September 2022

Particulars (Rs. in millions)	Standalone		Consolidated	
	Sep-22	Mar-22	Sep-22	Mar-22
EQUITY AND LIABILITIES				
Equity				
(a) Equity share capital	447.4	447.4	447.4	447.4
(b) Other equity	2,245.1	2,220.6	2,245.0	2,220.5
Total equity	2,692.5	2,668.0	2,692.4	2,667.9
Non-current liabilities				
(a) Financial liabilities				
(i) Long-Term Borrowings	306.7	220.0	306.7	220.0
(ii) Other financial liabilities	3.1	4.4	3.1	4.4
(b) Deferred tax liabilities (net)	68.9	65.1	68.9	65.1
(c) Provisions	12.6	11.1	12.6	11.1
Total non-current liabilities	391.2	300.5	391.2	300.5
Current Liabilities				
(a) Financial liabilities				
(i) Short-Term Borrowings	591.5	348.6	591.5	348.6
(ii) Trade payables	576.7	576.7	576.7	576.7
(iii) Other financial liabilities	46.5	51.4	46.5	51.4
(b) Other current liabilities	31.7	69.7	31.7	69.7
(c) Provisions	33.0	23.8	33.0	23.8
(d) Current tax liabilities (net)	-	9.8	-	9.8
Total current liabilities	1,279.5	1,079.9	1,279.5	1,080.0
Total equity and liabilities	4,363.1	4,048.5	4,363.0	4,048.4



Company overview



Company At Glance

2

Manufacturing Facilities
Located at Padra & Talod

14.6 million sq. m

Production Capacity
Per annum

Single Largest Plant

For manufacturing glazed
vitrified tiles under one roof
in India (Unit 2 at Talod)

1000+

Designs

2000+

Touchpoints serving metro,
Tier I, Tier II & Tier III cities

25 states

Domestic presence

10 countries

Export presence

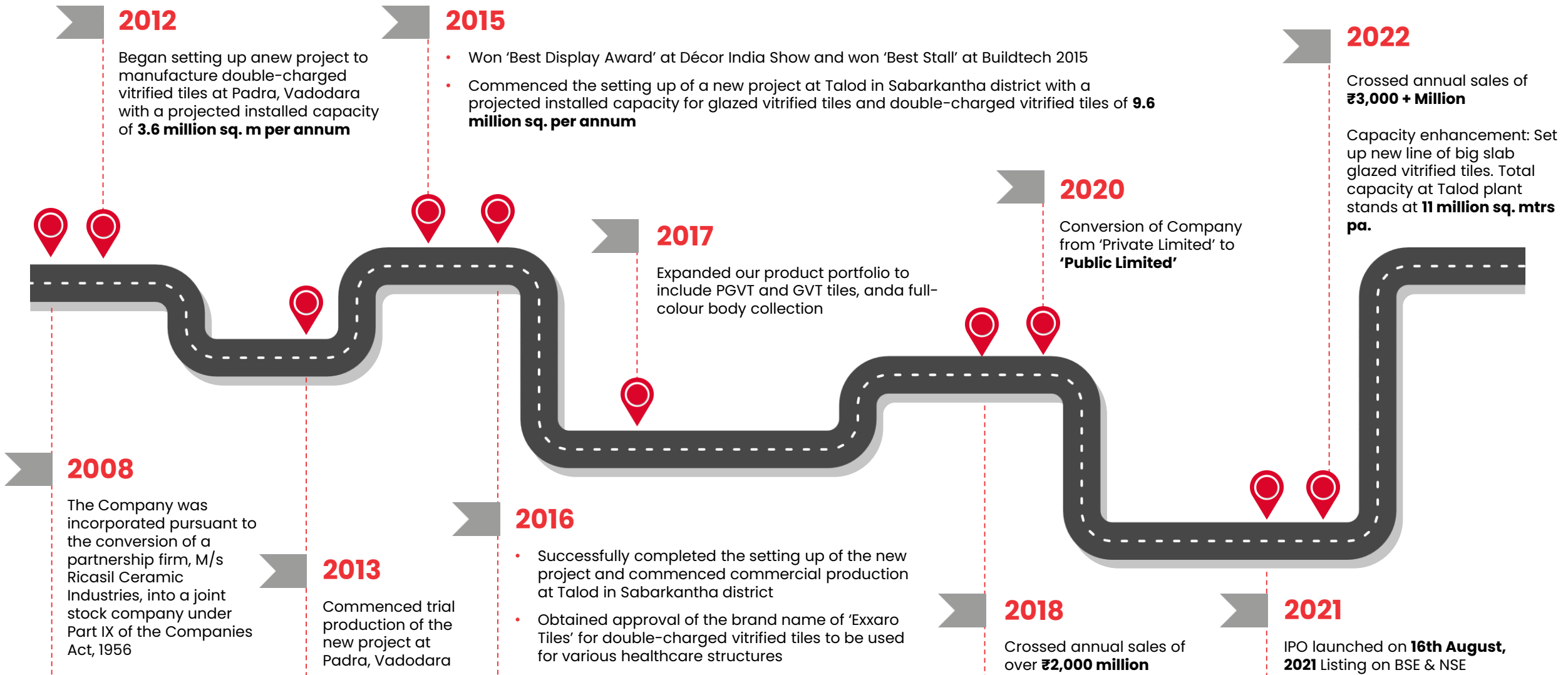
Accreditations

ISO 9001:2015, ISO 14001:2015
and ISO 45001:2018

Rs. 3,253.38 Million

FY22 Consolidated Revenue
5 year CAGR at 10.3%

Key Milestones



Our Unique Proposition



Integrated Business Model

Our is a Integrated Business Model leading to 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.



Low Cost Gas Supply

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



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.

Branding & Promotion Activities

Exxaro Tiles signed **Ajay Devgn** as its brand Ambassador

“Association with Ajay Devgn will strengthen our brand recall and position our unique offering, both to our valued customers and end-users”

Branding activities undertaken:

- Tiles display at each counter
- Branding at all INDIA dealer touchpoints
- Airport branding at Delhi & Mumbai
- POP kit branding





Unit 1 – Padra ,Vadodra

- Area – 37,460 Sq Mt
- Production Capacity – 36,00,000 Sq Mt
- EXXARO Unit 1 based in Vadodara, Gujarat manufacturing Double Charge tiles in 600×600 mm, 800×800 mm



Unit 2 – Talod,Sabarkantha

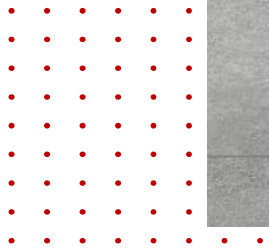
- Area – 1,23,504 Sq Mt
- Production Capacity – 11,00,000 Sq Mt
- Exxaro Unit 2 located at Himmatnagar, Sabarkantha in Gujarat. The largest ever plant currently using 30 acre of land, state of the art machinery and facilities under one roof. Installed Production in FGVT in 600×600 mm,600×1200 mm,800×800 mm and 800×1600 mm
- New line for Big Slab GVT – Sizes available in 800×2400, 800×3000, 800×3200, 1200×1800 & 1200×2400

Our Way forward

Strengthen Brand Value	Expand our dealer network in existing markets and penetrating new markets	Increasing our export presence	Increase our sales by enhancing our manufacturing capacities and procuring materials on an outsourced basis	Improving operational efficiencies through Technological advancement
<ul style="list-style-type: none">• Aggressive spends towards advertisement and sales promotions and other branding initiatives• Participate in domestic trade exhibitions and international trade exhibitions• Recently signed Bollywood actor Ajay Devgan as the Brand Ambassador	<ul style="list-style-type: none">• Expansion of our dealer network in Tier 2 and Tier 3 cities, rural areas• Plan to appoint more dealers in the states of North East and North India	<ul style="list-style-type: none">• Expand Dealer network in International Market• Focus on expanding in Europe, Americas and other strategic locations	<ul style="list-style-type: none">• Brownfield capacity expansion at Talod Plant for Big slab GVT• Keep adding partners for outsourced business who are able to manufacture qualitative products as per our specifications on an outsourced basis	<ul style="list-style-type: none">• Leveraging our technology to maintain stringent quality control and driving product innovation• Continue to invest to develop our in-house technology capabilities to deliver enhanced customer service



Product Profile



> Tile Categories

1. Double Charged Vitrified Tiles (DCVT)
2. Full Body Vitrified Tiles
3. Glazed Vitrified Tiles (GVT)
4. Wall Tiles
5. Parking Tiles

> Sizes In MM

- 800 X 1600
- 600 X 1200
- 800 X 800
- 600 X 600
- 300 X 300
- 300 X 450
- 300 X 600
- 400 X 400

> Surface Pattern

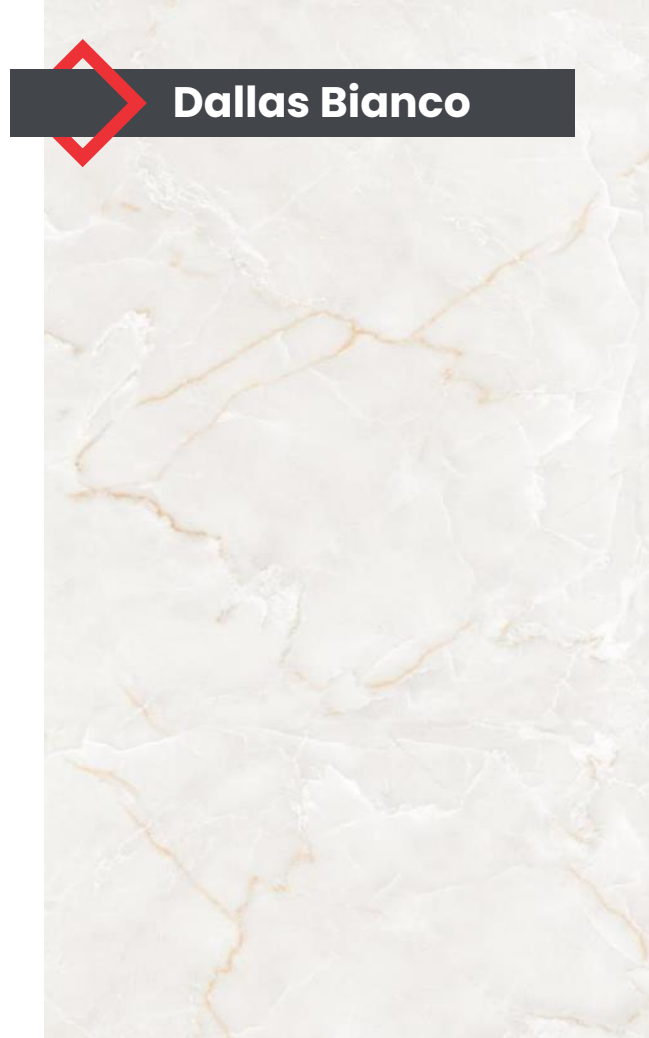
- High gloss
- Rocker finish
- Butter finish
- Matt finish
- Sugar finish
- Book match
- Glossy finish
- 3D series



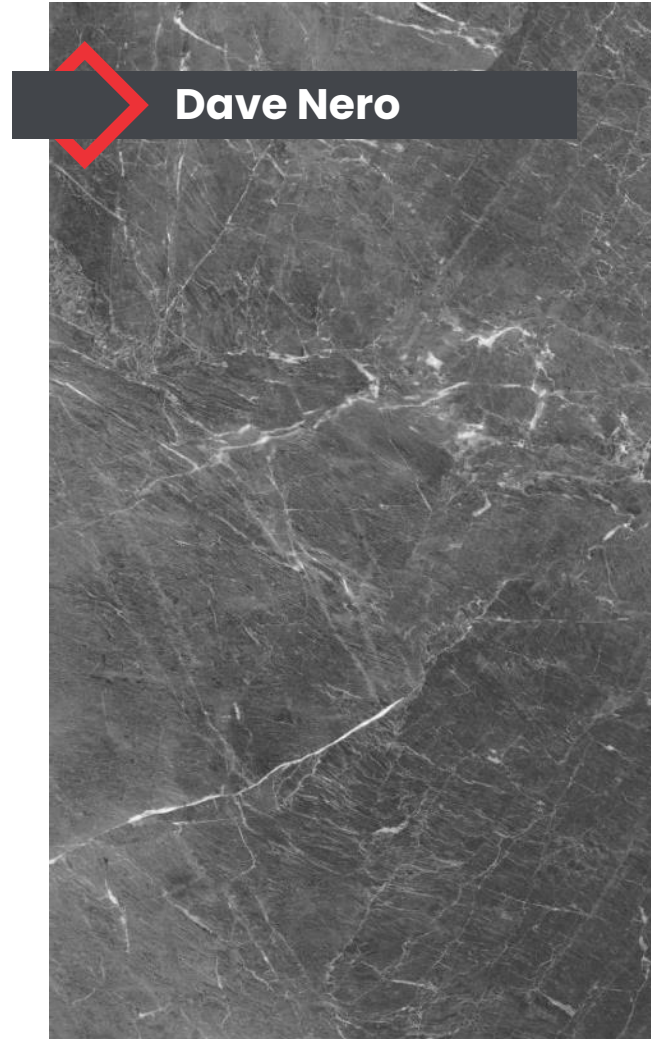
Exxaro has been a frontrunner in manufacturing tiles with:

- 3D effect in Double Charge
- FGVT Tiles
- More than 95% Glossy Tiles
- Full Color Body Vitrified Tiles
- 4 Layer Nano+ Micro Polished Tech
- High Gloss Tiles in GVT

New Product Basket 1600x800 MM Size



New Product Basket 1600x800 MM Size



New Product Basket 1200x600 MM Size Spanizia Collection



Reven Arena

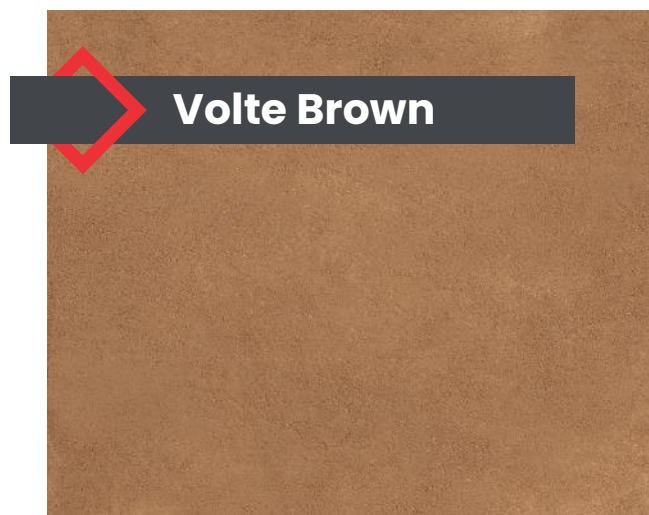


Reven Crema



Reven Gris

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



Our Clientele



PURAVANKARA[®]



Amul



Expressions for a Healthy Life



Raymond

Board of Directors



Mr. Mukeshkumar Patel

Promoter, Chairman and
Managing Director

- Possesses approximately 20+ years of experience in handling and dealing with financial and marketing operations in building material & Ceramic Industry
- He has been instrumental in planning and formulating the overall business and commercial strategy and developing business relations of the Company



Mr. Kirankumar Patel

Promoter & Director
(Sales & Marketing)

- Possesses approximately 15+ years of experience in sales and marketing operations and in the manufacturing industry
- He manages the entire Sales and Distribution process and also leads and monitors the human resources department



Mr. Dineshbhai Patel

Promoter & Director
(Operations)

- Has an experience profile spanning 20+ years covering production activities, streamlining of processes and procedures to facilitate smooth production process & enhanced productivity in the manufacturing industry.
- He manages the entire production and administrative operations at manufacturing facility of the Company at Talod.



Mr. Kamal Dave

Independent Director

- He is a practicing Chartered Accountant and is the sole proprietor of M/s. Kamal Dave and Co. since 2009 till date
- A member of the Institute of Chartered Accountants of India
- An overall work experience of 15+ years in the field of accounts and finance



Mrs. Chitra Kirtivasan

Independent Director

- She holds a degree in Bachelor of Science from Ranchi University and Bachelor of Education from Delhi University.
- She has extensive experience and expertise in the financial services sector and has expertise in the fields of banking, finance, real estate and securities market



Mr. Daxeshkumar Thakkar

Independent Director

- He holds a bachelors' degree in law from North Gujarat University.
- He has over 22+ years of work experience in the legal field as an independent legal tax consultant and provides legal tax consultancy services through his own consulting firm, Daxesh M. Thakkar, Advocate from 1999 till date.

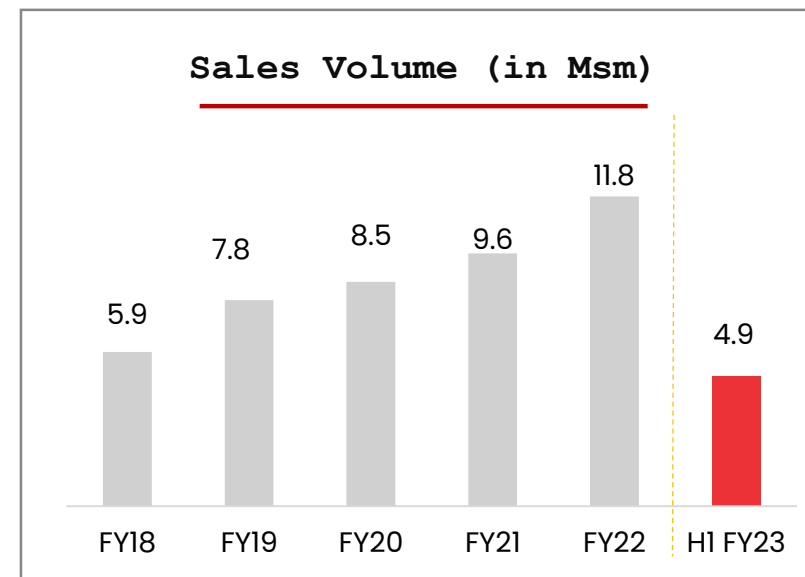
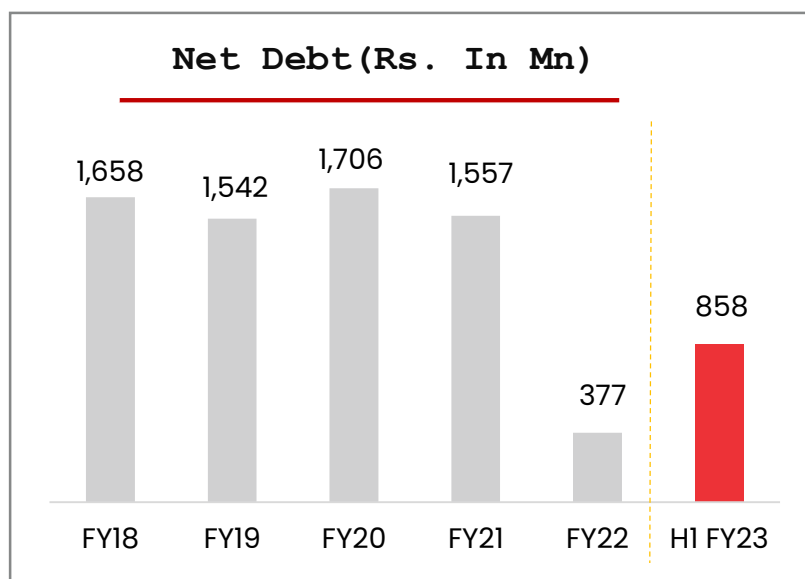
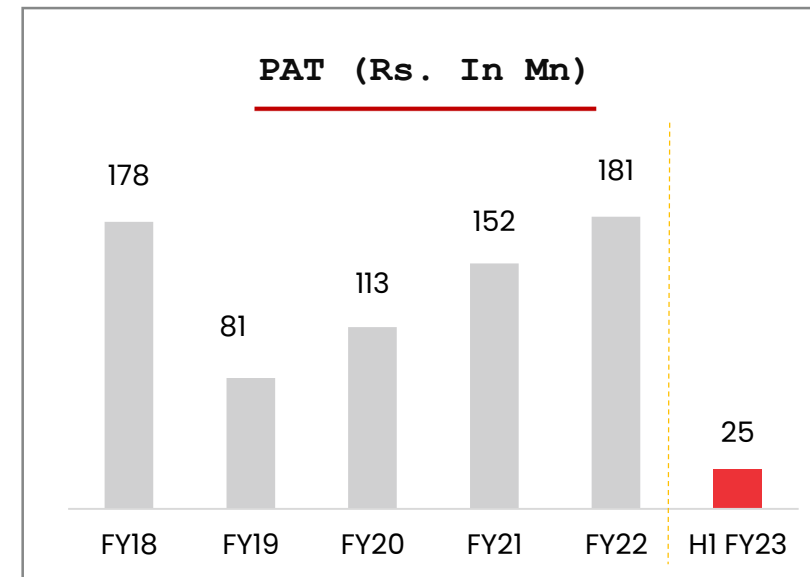
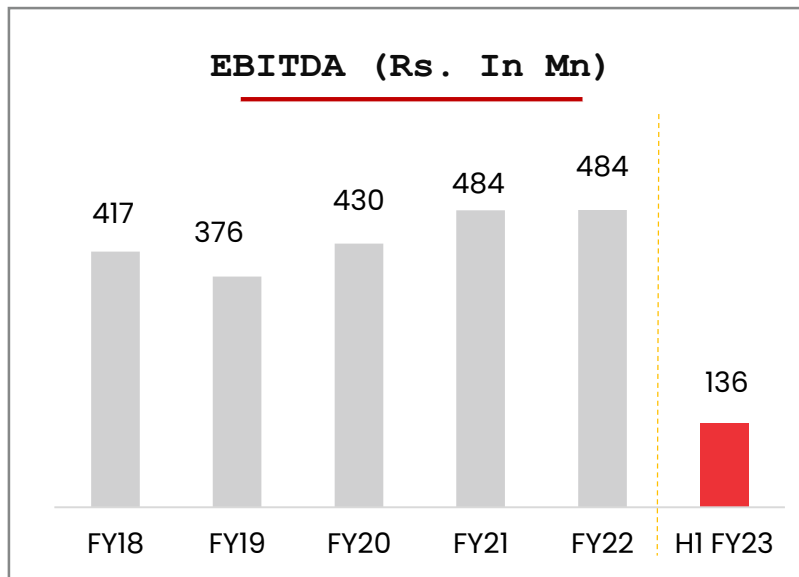
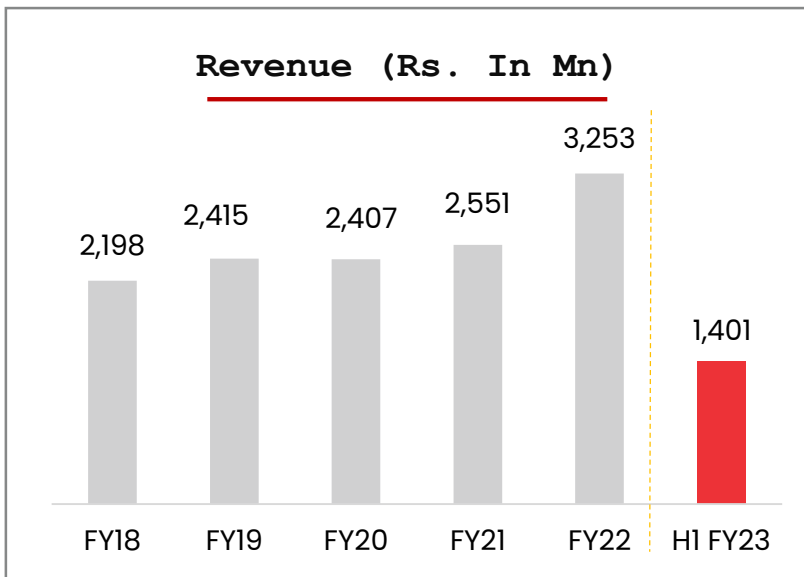
Awards & Recognitions



Quality Certifications



Historical Annual Performance Trends





Thank You



Mr. Himanshu Shah (CFO)
Email: cfo@exxarotiles.com
Tel: 079-30555500

Exxaro Tiles Limited

12th Floor, D-Block, Ganesh Glory11, Nr. BSNL Office,
Jagatput Chenpur Road, S.G. Highway, Ahmedabad-
382470, Gujarat, India.

Contact



Khushbu Shah/ Smit Patel

Email: khushbu@s-ancial.com/smit@s-ancial.com
Tel: +91 9820601181 / +91 98927 72406

S-ancial Technologies Pvt. Ltd. (Investor Relations)

215, Shivshakati Industrial Estate, JR Boricha Marg,
Lower Parel (E) - Mumbai - 400 011