

KDDL Limited

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Ref : KDDL/CS/2023-24/68

Date : 16th November, 2023

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra,
Mumbai - 400 051

BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001

Trading Symbol : KDDL

Scrip Code : 532054

Subject: Investor Presentation

Dear Sir/ Madam,

Please find enclosed Investor Presentation for **Q2 & H1 FY24**.

Kindly take the same on record.

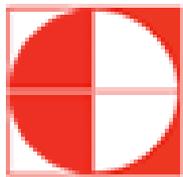
Thanking you,

Yours truly

For KDDL Limited



Brahm Prakash Kumar
Company Secretary



KDDL Limited

Investor Presentation
November 2023

Safe Harbor

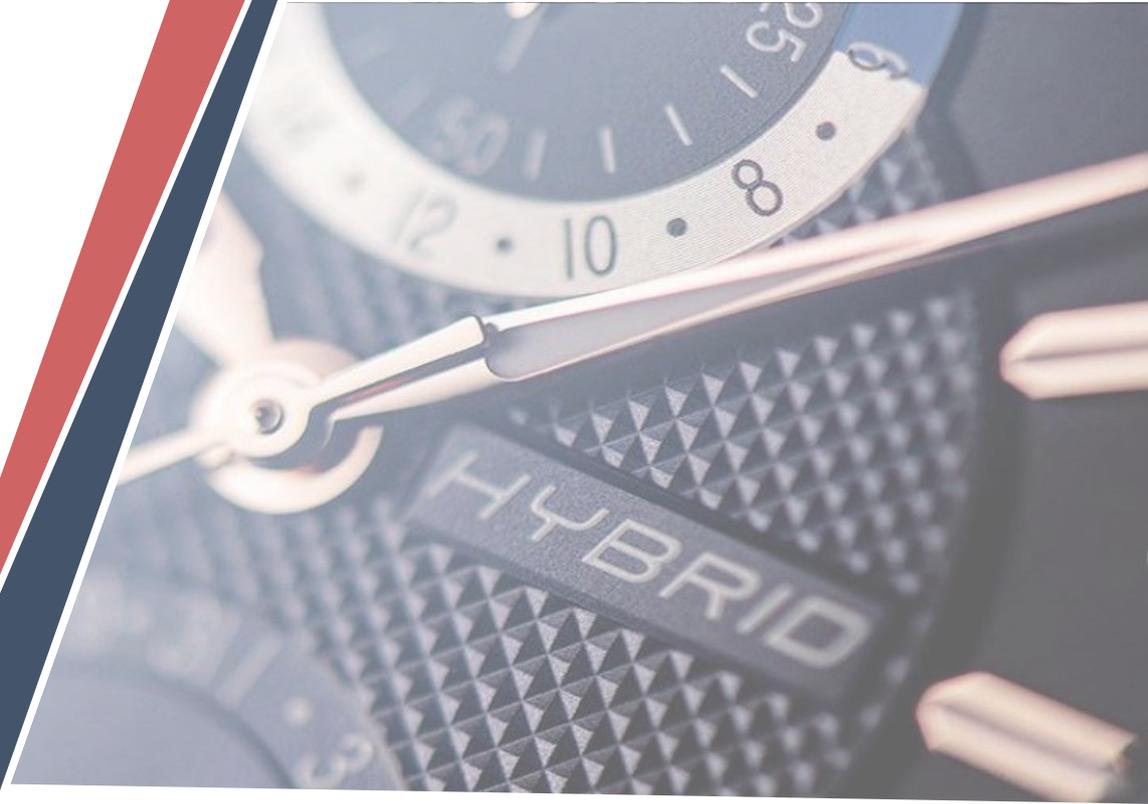


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***Q2 & H1 FY24
Performance
Overview***

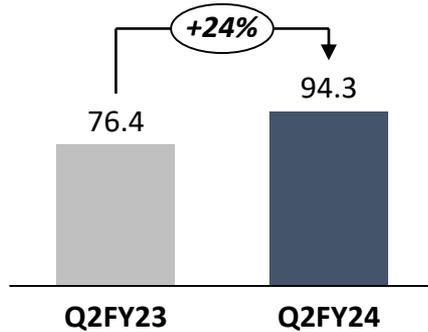


Q2FY24 Performance

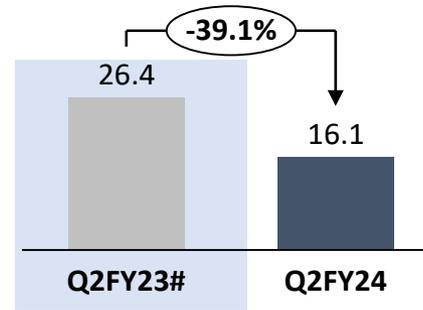


KDDL Standalone Performance (Rs. Crs.)

Total Income*



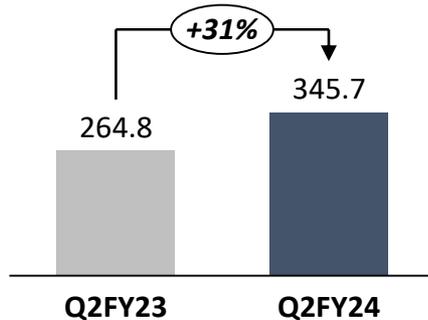
PAT



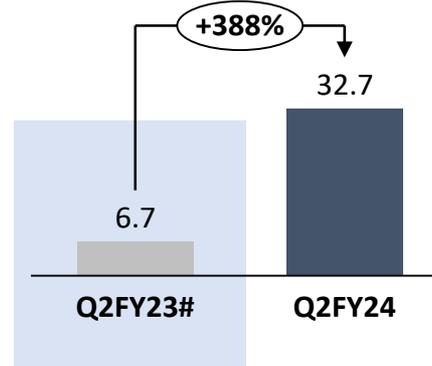
#PAT down due to :Other Income of Rs. 39.1 cr (Exceptional Income)- OFS/Brand Sales and Exceptional Expenses of Rs 19.0 cr includes One time value creation award to Mr. Yasho Vardhan Saboo (Chairman & MD)

KDDL Consolidated Performance (Rs. Crs.)

Total Income*



PAT



#PAT down due to: Exceptional Expenses of Rs. 19 cr include One time value creation award to Mr. Yashovardhan Saboo (Chairman & MD)
Brand sale/OFS gain gets eliminated at Consolidated level

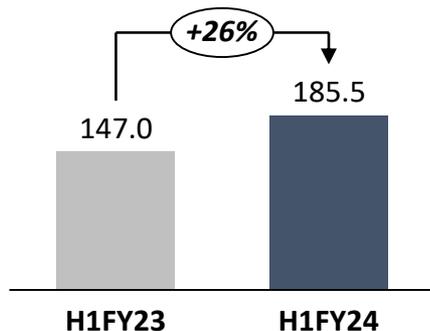
*Includes Other Income

H1FY24 Performance

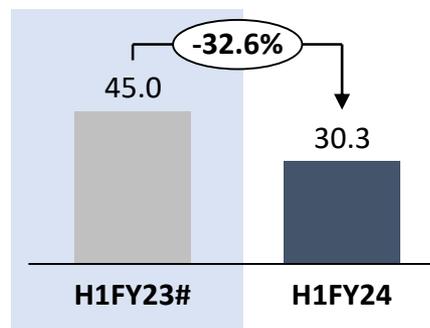


KDDL Standalone Performance (Rs. Crs.)

Total Income*



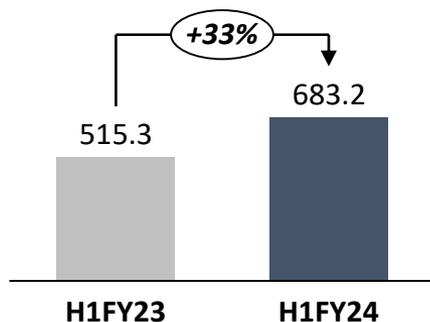
PAT



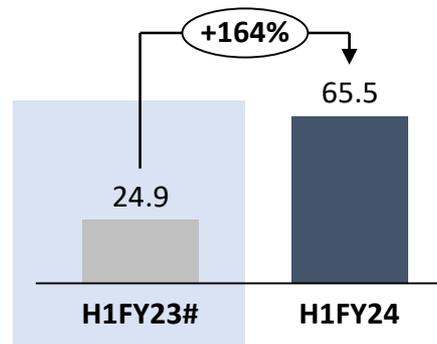
#PAT down due to :Other Income of Rs. 49.8 cr (Exceptional Income)- OFS/Brand Sales and Exceptional Expenses of Rs 19.0 cr includes One time value creation award to Mr. Yasho Vardhan Saboo (Chairman & MD)

KDDL Consolidated Performance (Rs. Crs.)

Total Income*



PAT



#PAT down due to: Exceptional Expenses of Rs. 19 cr include One time value creation award to Mr. Yashovardhan Saboo (Chairman & MD)
Brand sale/OFS gain gets eliminated at Consolidated level

*Includes Other Income

Standalone Profit & Loss



Profit & Loss (Rs. Crs.)	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ%	H1FY24	H1FY23	YoY%
Revenue	92.7	74.9		88.8		181.5	143.9	
Other Income	1.6	1.5		2.4		4.0	3.1	
Total Income	94.3	76.4	24%	91.2	3%	185.5	147.0	26%
Cost of Goods Sold	22.1	19.4		21.1		43.2	36.7	
Gross Profit	72.2	56.9	27%	70.1	3%	142.3	110.4	29%
Employee Expenses	24.7	19.3		23.4		48.0	38.3	
Other Expenses	20.4	18.6		21.8		42.1	36.2	
EBITDA	27.2	19.1	43%	25.0	9%	52.2	35.9	45%
Margin (%)	28.8%	25.4%		27.4%		28.1%	24.4%	
Other Income	0.0	39.1 [^]		0.0		0.0	49.8 [^]	
Exceptional Expense	0.0	19.0 [#]		0.0		0.0	19.0 [#]	
Interest	2.2	1.9		2.5		4.6	3.7	
Depreciation	3.5	3.1		3.4		6.9	6.2	
PBT	21.5	34.2	-37%	19.1	13%	40.6	56.7	-28%
Tax	5.4	7.7		4.8		10.3	11.8	
PAT	16.1	26.4	-39%	14.3	13%	30.3	45.0	-33%

[^]Other Income (Exceptional Income)- OFS/Brand Sales

[#]Exceptional Expenses includes One time value creation award to Mr. Yasho Vardhan Saboo (Chairman & MD)

Consolidated Profit & Loss



Profit & Loss (Rs. Crs.)	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ%	H1FY24	H1FY23	YoY%
Revenue	339.7	260.1		331.5	2%	671.2	507.4	32%
Other Income	6.0	4.7		6.0		12.0	7.9	
Total Income	345.7	264.8	31%	337.5	2%	683.2	515.3	33%
Cost of Goods Sold	189.4	141.9		185.1		374.5	278.9	
Gross Profit	156.4	122.9	27%	152.4	3%	308.7	236.3	31%
Employee Expenses	47.1	36.5		46.7		93.7	72.7	
Other Expenses	41.0	39.6		40.5		81.5	73.5	
EBITDA	68.3	46.9	46%	65.2	5%	133.5	90.1	48%
Margin (%)	19.8%	17.7%		19.3%		19.5%	17.5%	
Exceptional Expense	0.0	19.0 [#]		0.0		0.0	19.0 [#]	
Interest	6.8	5.6		6.8		13.6	11.8	
Depreciation	16.8	11.9		14.7		31.5	23.6	
Share of Profit / (Loss) of equity accounted investees	0.2	0.0		0.2		-0.4	0.2	
PBT	44.9	10.4	331%	44.0	2%	88.9	35.9	147%
Tax	12.3	3.7		11.1		23.4	11.1	
PAT	32.7	6.7	384%	32.9	-1%	65.5	24.9	164%

#Exceptional Expenses includes One time value creation award to Mr. Yashovardhan Saboo (Chairman & MD)
Brand sale/OFS gain gets eliminated at Consolidated level

Standalone Balance Sheet



Assets (Rs. Crs.)	Sep-23	Mar-23	Liabilities (Rs. Crs.)	Sep-23	Mar-23
Non-current assets	306.3	290.3	Equity	280.0	253.2
Property, plant and equipment	102.4	102.9	Equity share capital	12.6	12.6
Capital work-in-progress	20.5	9.4	Other equity	267.3	240.6
Right-of-use asset	10.9	7.8			
Investment Property	0.3	0.0			
Intangible assets	0.2	0.2	Non-current liabilities	40.8	47.0
Intangible assets under development		0.0	Financial Liabilities		
Financial assets			(i) Borrowings	31.7	39.6
(i) Investments	150.1	146.1	(ii) Lease Liabilities	3.7	1.3
(ii) Loans	13.6	13.2	(iii) Other financial liabilities	1.3	1.6
(iii) Other Financial assets	3.7	3.3	Provisions	0.0	0.0
Income Tax Asset	2.7	3.4	Deferred tax liability (net)	4.1	4.5
Other Non Current Assets	1.9	3.9			
Current assets	134.6	123.1	Current liabilities	120.1	113.2
Inventories	44.1	39.1	Financial Liabilities		
Financial assets			(i) Borrowings	36.2	40.2
(i) Trade receivables	57.0	60.0	(ii) Lease Liabilities	2.6	1.8
(ii) Cash and cash equivalents	14.5	5.1	(iii) Trade payables	28.0	26.9
(iii) Other bank balances	6.8	7.1	(iv) Other financial liabilities	20.7	18.7
(iv) Loans	0.8	0.6	Other current liabilities	18.1	17.8
(v) Other financial assets	5.1	3.3	Provisions	10.9	6.8
Other current assets	6.4	8.0	Current tax liabilities(net)	3.6	1.2
Total Assets	440.9	413.4	Total Liabilities	440.9	413.4

Consolidated Balance Sheet



Assets (Rs. Crs.)	Sep-23	Mar-23	Liabilities (Rs. Crs.)	Sep-23	Mar-23
Non-current assets	429.8	387.9	Equity	764.0	702.1
Property, plant and equipment	197.7	187.4	Equity share capital	12.6	12.6
Capital work-in-progress	21.8	13.4	Other equity	491.3	443.7
Right-of-use asset	138.9	115.0	Non Controlling Interest	260.1	245.9
Intangible assets	13.8	0.6			
Intangible assets under development	0.4	0.0			
Investment Property	2.1	2.1	Non-current liabilities	187.7	175.1
Equity accounted investees	2.5	2.1	Financial Liabilities		
Financial assets			(i) Borrowings	64.9	73.3
(i) Investments	1.9	0.5	(ii) Lease Liabilities	114.4	93.3
(ii) Loans	1.0	0.8	(iii) Other financial liabilities	2.0	2.1
(iii) Other financial assets	21.5	27.8	Provisions	2.3	1.9
Income Tax Asset	5.2	5.8	Deferred tax liability (net)	4.1	4.5
Deferred tax assets (net)	18.3	17.8			
Other Non Current Assets	4.7	14.5	Current liabilities	285.3	283.3
Current assets	807.1	772.6	Financial Liabilities		
Inventories	451.9	381.0	(i) Borrowings	44.7	54.2
Financial assets			(ii) Lease Liabilities	29.3	25.6
(i) Trade receivables	75.7	62.4	(iii) Trade payables	122.0	128.1
(ii) Cash and cash equivalents	52.7	58.4	(iv) Other financial liabilities	35.5	29.5
(iii) Other bank balances	154.5	207.9	Other current liabilities	32.2	33.1
(iv) Loans	1.5	1.0	Provisions	15.3	10.7
(v) Other financial assets	21.4	17.4	Current tax liabilities(net)	6.3	2.2
Other current assets	49.4	44.6			
Total Assets	1237.0	1160.5	Total Liabilities	1237.0	1160.5

New Capex to drive growth



Dials Factory

- Expansion of Dials factory situated at Derabassi, Punjab
- The expansion will enhance the capacity of the unit by 0.5 million pcs. per annum, especially to cater for exports to the medium-high watch segment of Swiss Watches
- The expansion will involve capex of Rs. 16 crores and will be executed in phases over two years period (in FY23 and FY24)

Steel Bracelets

- Setting up of a new plant for manufacturing of top quality steel bracelets for watches around Bangalore (Karnataka)
- The plant will cater exclusively to mid and high-end Swiss and European watches market
- The expansion will involve a capital expenditure of Rs. 25 crores to be executed over next two years (in FY23 and FY24)
- The plant is intended to be setup with a capacity of 100k steel bracelets p.a.



Manufacturing Business Overview



Watch Dials

- Commercial operations began in 1983
- Leading Global supplier of Watch Dial serving many well-known brands all over the world
- Manufacturing facilities located at Parwanoo & Derabassi, near Chandigarh in India
- Capability to manufacture dials with high & complex features

Watch Hands

- Commercial operations began in 1996
- Only supplier in India and one of 5 independent manufacturers globally; facilities located at Bengaluru
- Acquired Estima AG in Switzerland; to enhance presence in mid-priced segment European Brands

Value Proposition

- Deep Understanding of the Global Watch Industry
- Established relationships with Swiss Watch makers as well as Indian Watch makers
- Consistent Manufacturing meeting International Quality norms

Precision Engineering Business



Value Proposition

Eigen offers a full package of services, ranging from design and development to full scale production, providing customers with optimized supply chain solutions



Capabilities

We address various segments such as Electrical, Electronics, Automobile, Telecommunications, medical equipment, Aerospace, Consumer Durables etc



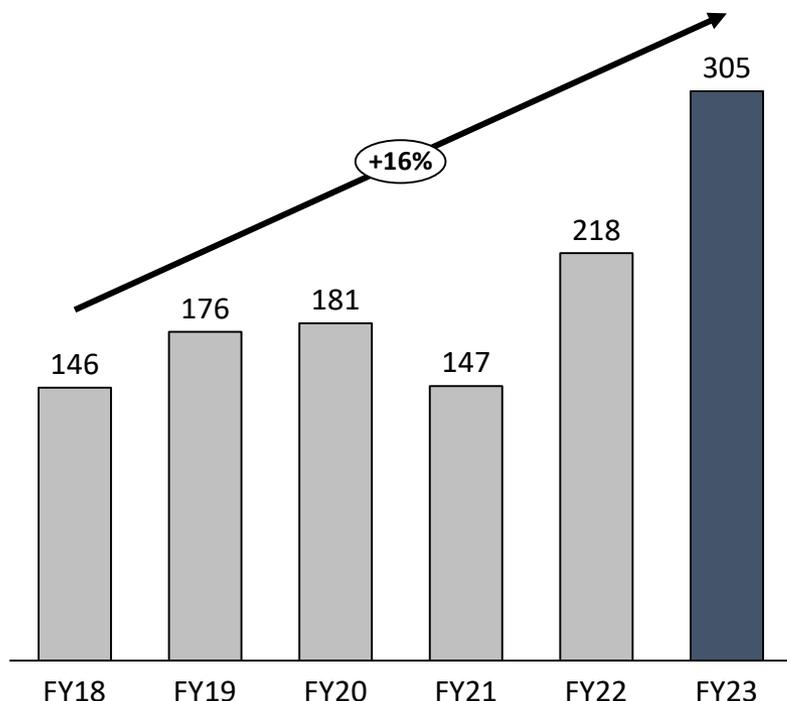
Customers

Enabling our customers to meet their design and production needs for over 12 years. We have some of the most well-known names in their industry as our esteemed customers

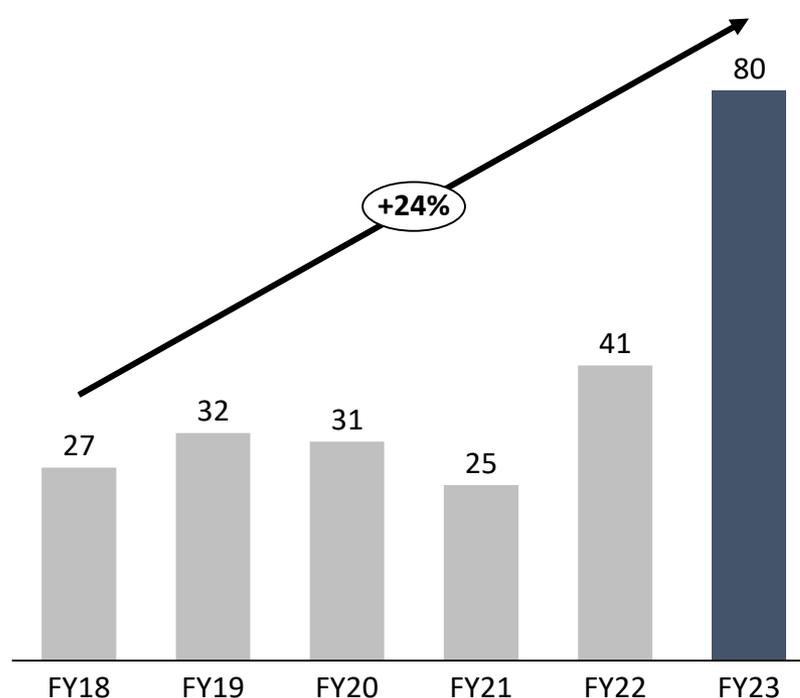
Manufacturing Performance - Standalone



Revenue (Rs. Crs.)



EBITDA (Rs. Crs.)



FY22 Financials are adjusted and includes the impact of merger of Satva Jewellery and Design Limited with KDDL Limited
FY21 Financials were adversely affected by the COVID-19 pandemic and may not be strictly comparable with previous periods

Ethos - Consolidated Profit & Loss



Profit and Loss (in Rs. Crs)	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ	H1FY24	H1FY23	YoY
Revenue from Operations	235.2	177.7	32%	230.0	2%	465.2	351.3	32%
Other Income	4.3	3.7		4.7		9.0	5.9	
Total Income	239.5	181.4		234.7		474.2	357.2	
Cost of Goods Sold	161.8	120.4		160.2		322.0	239.3	
Gross Profit (Revenue - COGS)	73.4	57.3	28%	69.8	5%	143.2	112.0	28%
Gross Profit Margin	31.2%	32.2%		30.4%		30.8%	31.9%	
Employee Cost	17.3	12.2		17.4		34.6	24.6	
Other Expenses	18.9	19.1		18.5		37.4	34.3	
EBITDA	41.5	29.7	40%	38.6	8%	80.1	59.0	36%
EBITDA Margin	17.3%	16.4%		16.4%		16.9%	16.5%	
Depreciation	12.7	8.2		10.7		23.4	16.4	
EBIT	28.8	21.5	34%	27.9	3%	56.7	42.6	33%
EBIT Margin	12.0%	11.8%		11.9%		12.0%	11.9%	
Finance Cost	4.1	3.3		3.8		7.9	7.6	
Exceptional Item Gain / (Loss)	0.0	0.0		0.0		0.0	0.0	
Share in Profit/(loss) in JV and Associates	0.2	0.0		0.2		0.4	0.2	
PBT	24.9	18.2	37%	24.3	3%	49.2	35.2	40%
PBT Margin	10.4%	10.0%		10.4%		10.4%	9.9%	
Tax	6.3	4.6		6.1		12.5	8.9	
PAT	18.6	13.6	37%	18.2	2%	36.7	26.4	39%
PAT Margin	7.8%	7.5%		7.7%		7.7%	7.4%	



For further information, please contact:

Company :

Investor Relations Advisors :



KDDL Limited
CIN : L33302HP1981PLC008123

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SGA Strategic Growth Advisors

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