



KRITI INDUSTRIES (INDIA) LIMITED

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CIN : L25206MP1990PLC005732

KIIL/SE/2024-25

06th May, 2024

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 updated earnings presentation as on Q4-FY24/FY24 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-FY24/FY24



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.

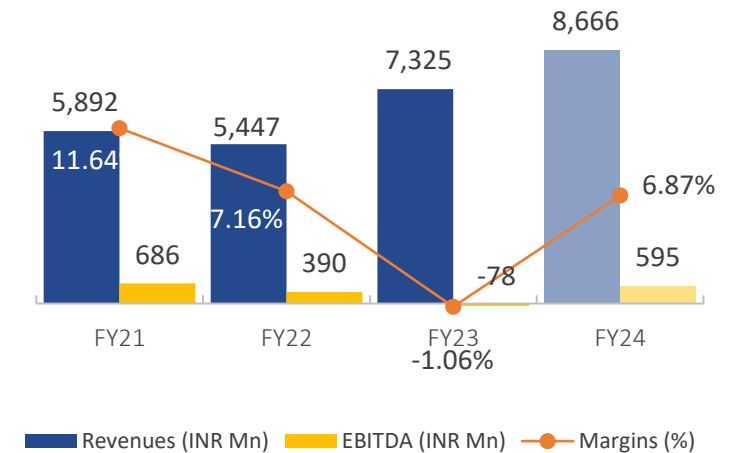
Kriti manufactures premium quality piping products and solutions, accessories, gas pipes, telecom ducts, submersible pipes and casing pipes which are used in applications of potable water supply, irrigation, building construction and infrastructure.

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

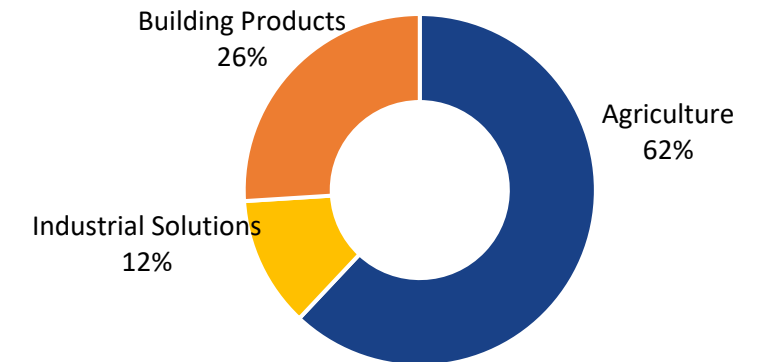
A strong distribution network with over 400+ dealers spread across 16 of the high growth states in India.

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



FY24 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:

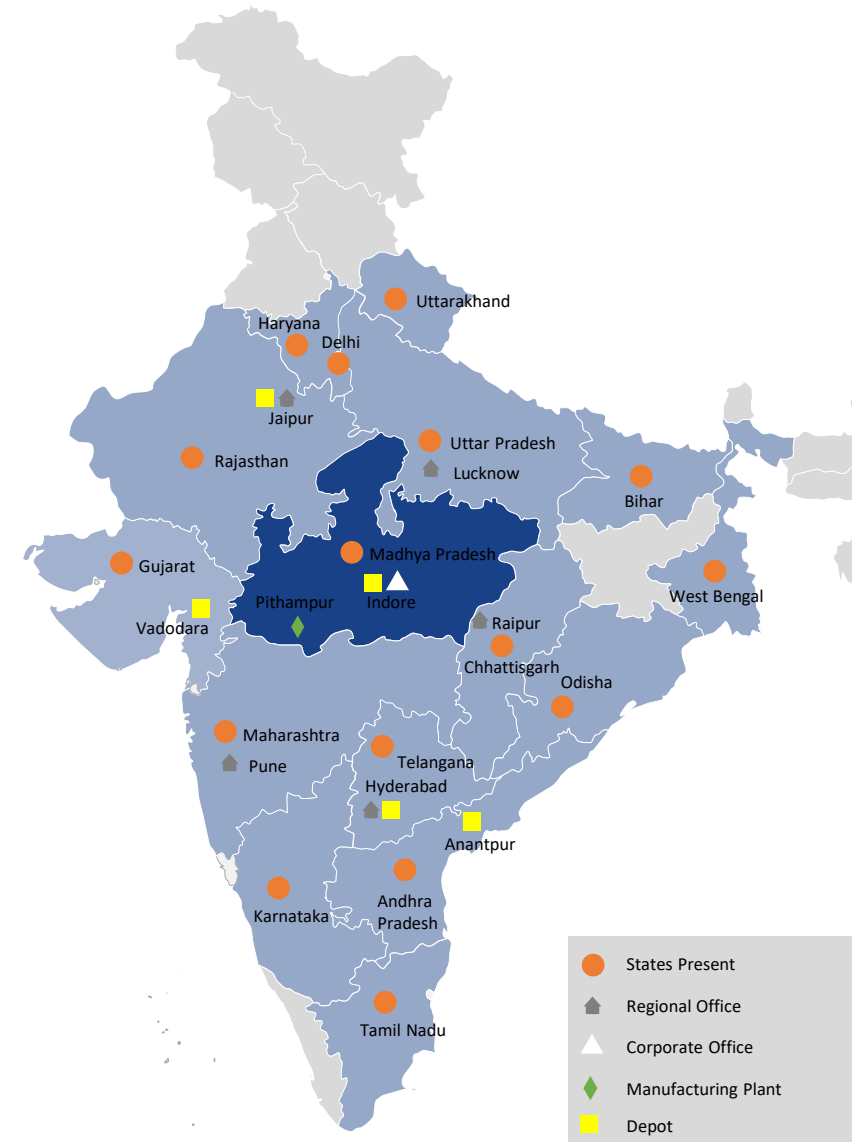
- Agriculture 1,01,960 MTPA
- Industrial Solutions 26,575 MTPA
- Building Products 6,645 MTPA
- Micro Irrigation 2,700 MTPA

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-FY24 Consolidated Financial Highlights

Total Revenue **INR 1,946 Mn**

EBITDA **INR 138 Mn**

EBITDA Margin **7.09 %**

Net Profit **INR 36 Mn**

PAT Margin **1.85%**

Diluted EPS **INR 0.73**

FY24 Consolidated Financial Highlights

Total Revenue **INR 8,666Mn**

EBITDA **INR 595 Mn**

EBITDA Margin **6.87%**

Net Profit **INR 219 Mn**

PAT Margin **2.53%**

Diluted EPS **INR 4.42**



Q4-FY24 Operational Highlights

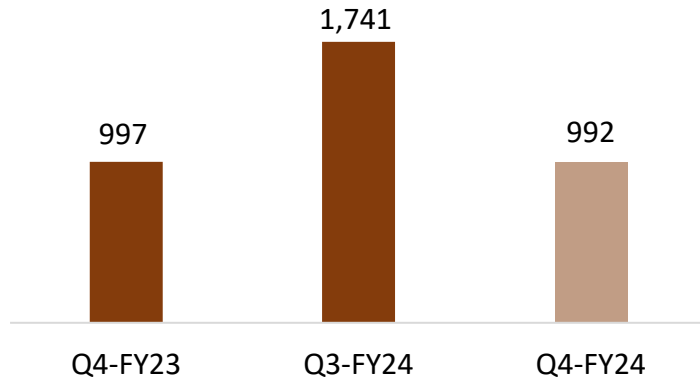
- In Q4-FY24 company registered growth of 52% and 47% in terms of volume and value respectively in Institutional Business on Q-O-Q basis
- With the undertaken capex of approx. INR 20 crore, the company has completed building full range of SKU's related to Building Products and Column Pipe Segment

FY24 Operational Highlights

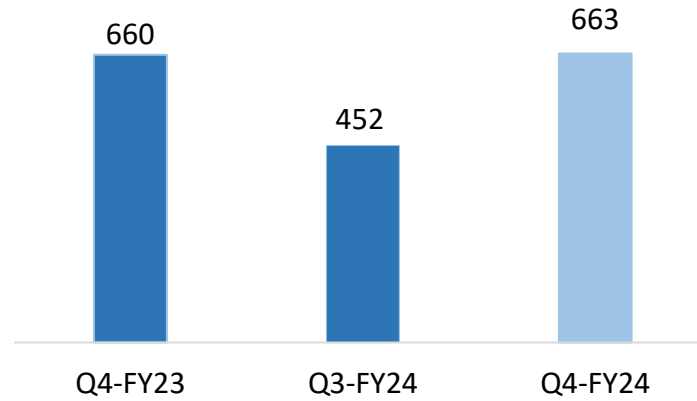
- Registered Y-O-Y growth of 28% and 18% in terms of volume and value respectively. Total sales volume for FY-24 is 75655 MT as against 59148 MT in FY-23
- The company focused more on Institutional and Building Product business in FY-24. The company registered growth of 51% and 38% volume growth in Institutional and Building product business against FY-23
- Company registered EBIDTA of 595 Mn in FY-24

Quarterly Segmental Highlights

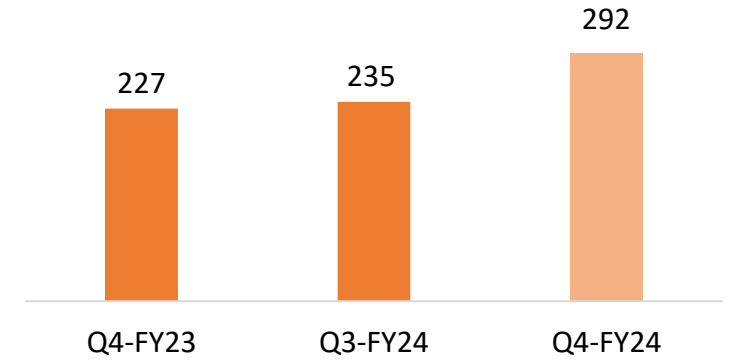
Agricultural Products Revenue (In Mn)



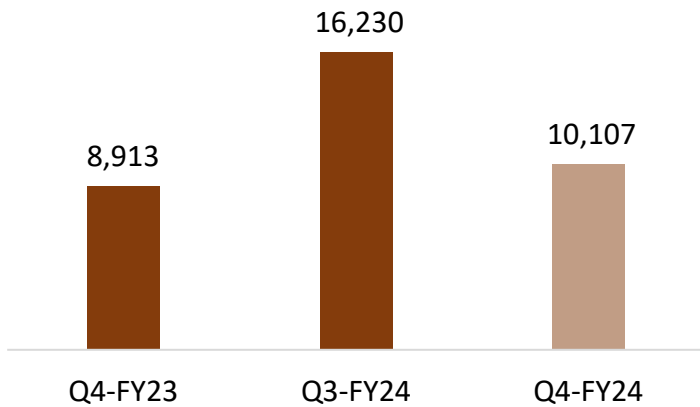
Industrial Solutions Revenue (In Mn)



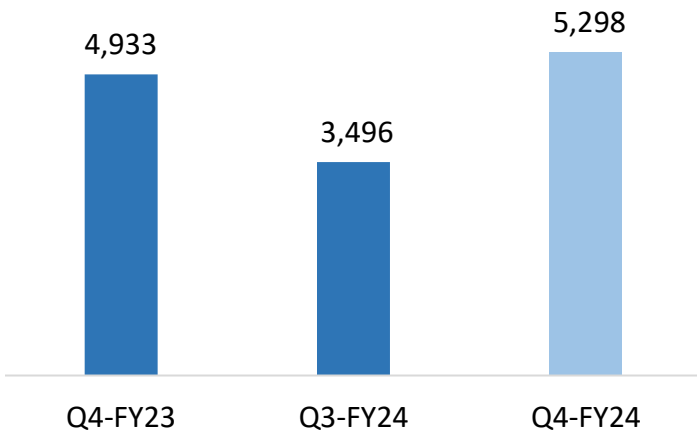
Building Products Revenue (In Mn)



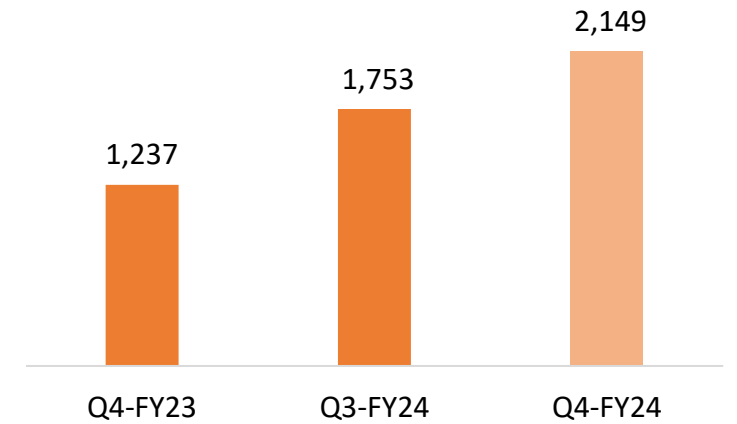
Agricultural Products Sales Volume (in MT)



Industrial Solutions Sales Volume (in MT)

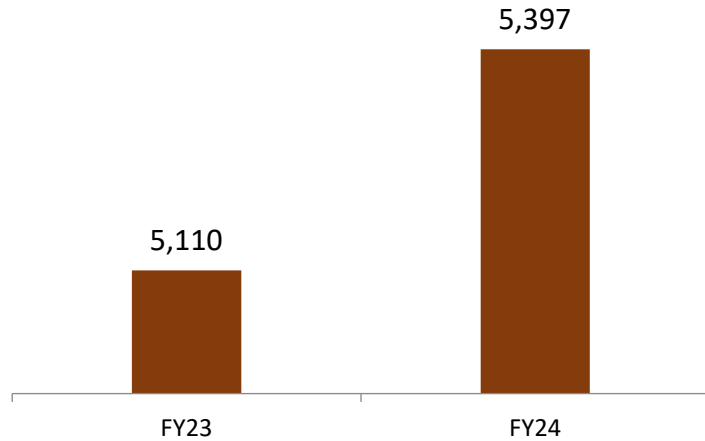


Building Products Sales Volume (in MT)

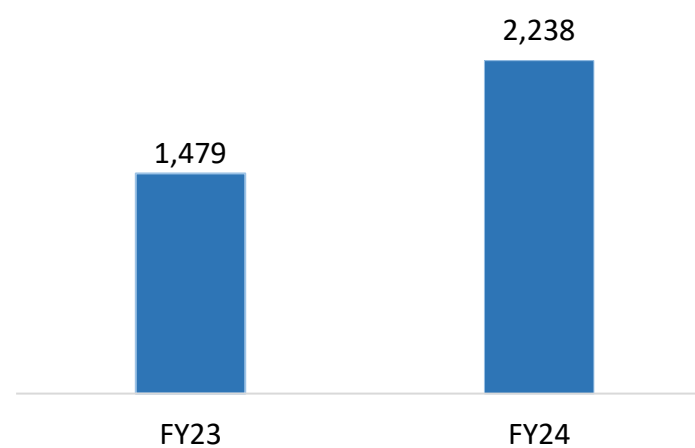


Annual Segmental Highlights

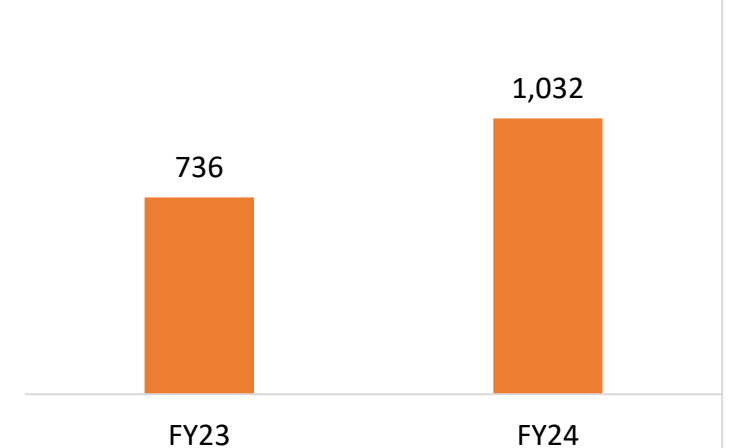
Agricultural Products Revenue (In Mn)



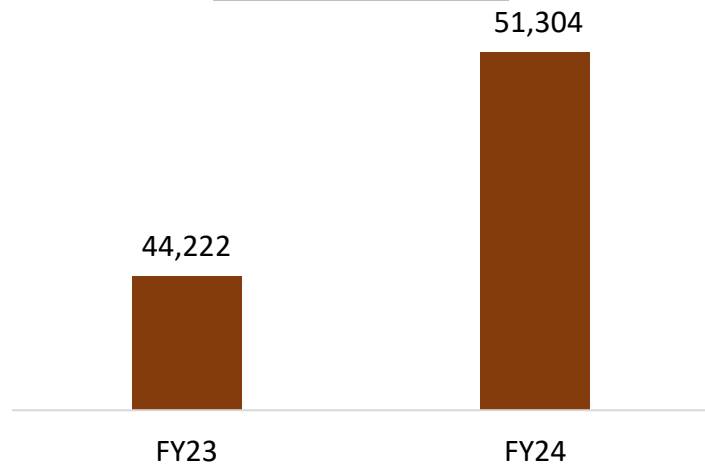
Industrial Solutions Revenue (In Mn)



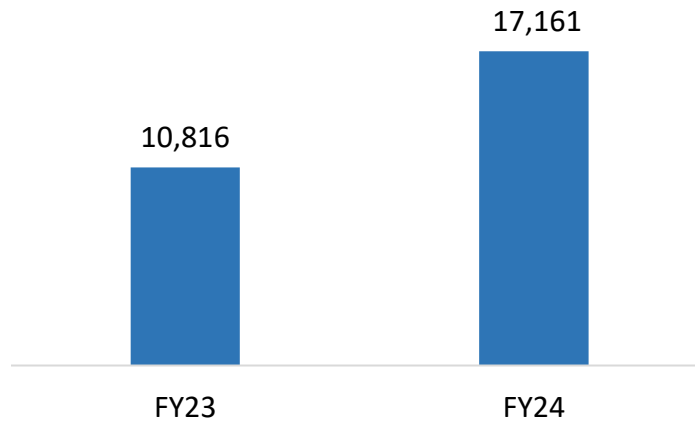
Building Products Revenue (In Mn)



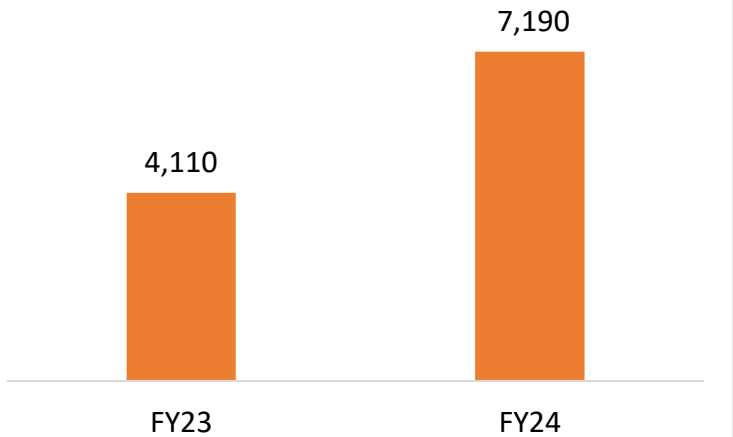
Agricultural Products Sales Volume (in MT)



Industrial Solutions Sales Volume (in MT)



Building Products Sales Volume (in MT)



Quarterly Consolidated Financial Performance

Particulars (In Mn)	Q4-FY24	Q4-FY23	Y-o-Y	Q3-FY24	Q-o-Q
Operational Income	1,946	1,884	3.3%	2,428	(19.9)%
Total Expenses	1,808	1,727	4.7%	2,250	(19.6)%
EBITDA	138	157	(12.1)%	178	(22.5)%
EBITDA Margin (%)	7.09%	8.33%	(124) Bps	7.33%	(24) Bps
Other Income	12	2	NA	12	0.0%
Depreciation	31	23	34.8%	31	0.0%
Finance Cost	58	52	11.5%	52	11.5%
Profit Before Tax from Continuing Operations	61	84	(27.4)%	107	(43.0)%
Tax	25	(77)	NA	27	(7.4)%
Profit After Tax from Continuing Operations	36	161	(77.6)%	80	(55.0)%
Profit/(Loss) Before Tax from Discontinuing Operations	-	(1)	NA	-	NA
Tax	-	0	NA	-	NA
Profit/(Loss) After Tax from Discontinuing Operations	-	(1)	NA	-	NA
Net Profit/(Loss) before shared Profit/(Loss) of Associate	36	160	(77.5)%	80	(55.0)%
Share in Net Profit/(Loss) of Associate	0	0	NA	0	NA
Net Profit/(Loss) for the Period	36	160	(77.5)%	80	(55.0)%
PAT Margin (%)	1.85%	8.49%	(664) Bps	3.29%	(144) Bps
Other Comprehensive Income	(4)	1	NA	0	NA
Total Comprehensive Income	32	161	(80.1)%	80	(60.0)%
Diluted EPS (INR)	0.73	3.22	(77.3)%	1.60	(54.4)%

Annual Consolidated Financial Performance

Particulars (In Mn)	FY24	FY23	Y-o-Y
Operational Income	8,666	7,325	18.3%
Total Expenses	8,071	7,403	9.0%
EBITDA	595	(78)	NA
EBITDA Margin (%)	6.87%	NA	NA
Other Income	34	35	(2.9)%
Depreciation	120	91	31.9%
Finance Cost	204	167	22.2%
Profit Before Tax	305	(301)	NA
Tax	86	(73)	NA
Profit After Tax from Continuing Operations	219	(228)	NA
Profit/ (Loss) Before Tax from Discontinuing Operations	-	(1)	NA
Tax	-	1	NA
Profit/ (Loss) After Tax from Discontinuing Operations	-	(2)	NA
Net Profit/(Loss) before shared Profit/(Loss) of Associate	219	(230)	NA
Share in Net Profit/(Loss) of Associate	0	0	NA
Net Profit/ (Loss) for the Period	219	(230)	NA
PAT Margin (%)	2.53%	NA	NA
Other Comprehensive Income	(4)	0	NA
Total Comprehensive Income	215	(230)	NA
Diluted EPS (INR)	4.42	(4.64)	NA

Historical Consolidated Income Statement (IndAS)

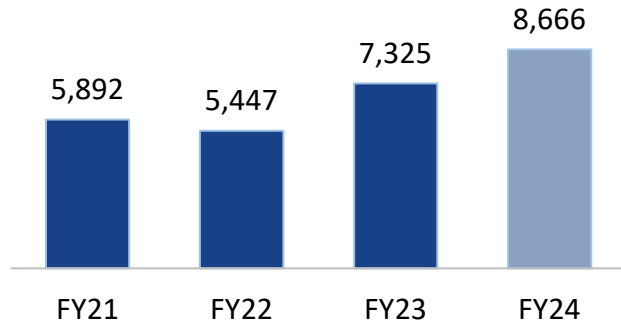
Particulars (In Mn)	FY21	FY22	FY23	FY24
Operational Income	5,892	5,447	7,325	8,666
Total Expenses	5,206	5,057	7,403	8,071
EBITDA	686	390	(78)	595
EBITDA Margin (%)	11.64%	7.16%	NA	6.87%
Other Income	9	13	35	34
Depreciation	75	81	91	120
Finance Cost	110	141	167	204
Exceptional Item	-	(12)	-	-
Profit Before Tax	510	193	(301)	305
Tax	130	50	(73)	86
Profit After Tax from Continuing Operations	380	143	(228)	219
Profit/ (Loss) Before Tax from Discontinuing Operations	(23)	55	(1)	-
Tax	(4)	(1)	1	-
Profit/ (Loss) After Tax from Discontinuing Operations	(19)	56	(2)	-
Net Profit/(Loss) before shared Profit/(Loss) of Associate	361	199	(230)	219
Share in Net Profit/(Loss) of Associate	-	-	-	0
Net Profit/ (Loss) for the Period	361	199	(230)	219
PAT Margin (%)	6.13%	3.65%	NA	2.53%
Other Comprehensive Income	-	(1)	-	(4)
Total Comprehensive Income	361	198	(230)	215
Diluted EPS (INR)	7.27	4.02	(4.64)	4.42

Historical Consolidated Balance Sheet (IndAS)

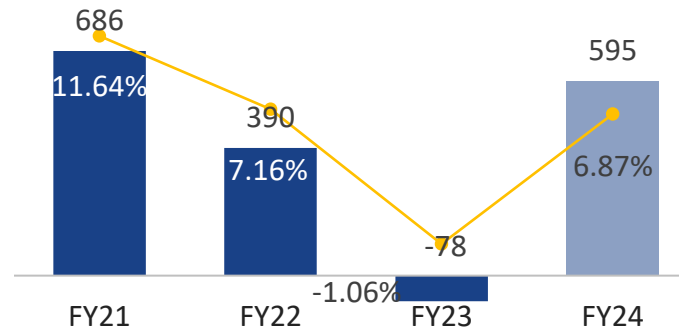
Particulars (INR Mn)	FY22	FY23	FY24	Particulars (INR Mn)	FY22	FY23	FY24
EQUITIES & LIABILITIES				ASSETS			
Equity				Non Current Assets			
Equity Share Capital	50	50	50	Property, Plant & Equipment	1,058	1,235	1,553
Other Equity	1,492	1,251	1,467	Capital Work-in-Progress	137	169	132
Total Equity	1,542	1,301	1,517	Other Intangible Assets	1	0	0
Non Current Liabilities				Financial Assets			
Financial Liabilities				Investments	0	29	43
Borrowings	196	252	492	Loans	-	-	-
Lease Liabilities	29	24	21	Other Financial Assets	23	21	34
Provisions	2	6	11	Other Non-Current Assets	-	-	-
Deferred tax liabilities (Net)	102	29	113	Sub Total of Non-Current Assets	1,219	1,454	1,762
Other Non Current Liabilities	32	43	45	Current Assets			
Sub Total of Non Current Liabilities	361	354	682	Inventories	2,066	1,594	1,558
Current Liabilities				Financial Assets			
Financial Liabilities				i)Trade Receivables	324	534	667
Borrowings	764	919	768	ii)Cash & Cash Equivalentents	1	1	3
Lease Liability	-	3	3	iii)Bank Balance other than (ii) above	139	131	203
Trade Payables	1,272	1,292	1,334	iv)Loans	22	-	-
Other Financial Liabilities	1	1	1	v)Income Tax Assets	11	21	4
Other Current Liabilities	117	224	210	Other Current Assets	308	379	340
Provisions	18	20	22	Sub Total of Current Assets	2,871	2,660	2,775
Current Tax Liabilities (Net)	-	-	-	Property, Plant & Equipment held for Sale	2	-	-
Sub Total of Current Liabilities	2,172	2,459	2,338	TOTAL ASSETS	4,092	4,114	4,537
Other advances received against assets held for sale	17	-	-				
TOTAL EQUITIES & LIABILITIES	4,092	4,114	4,537				

Consolidated Financial Highlights

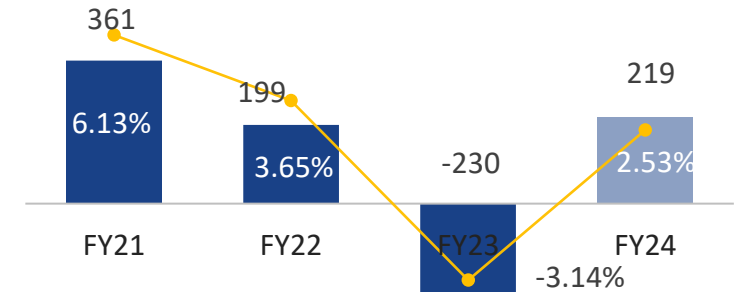
Revenue From Operations (INR Mn)



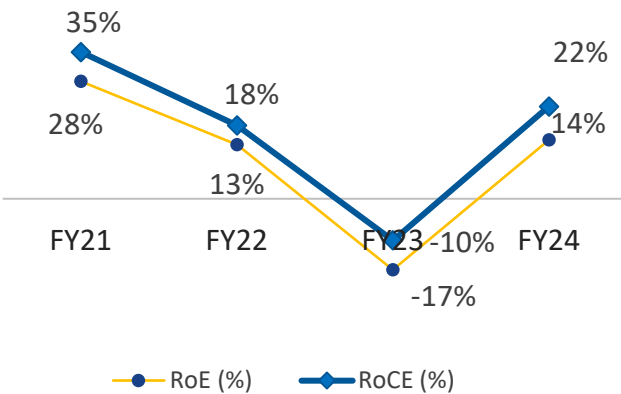
EBITDA (In INR Mn) & EBITDA Margins (%)



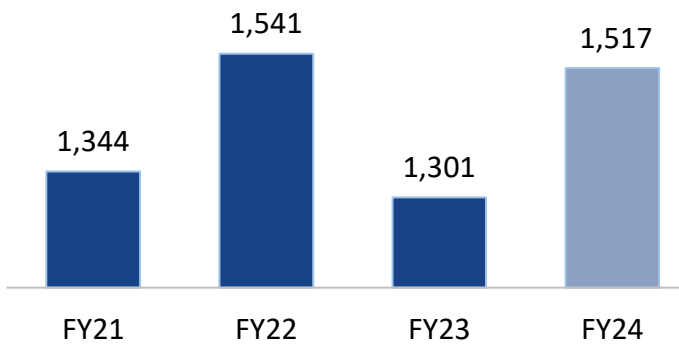
Net Profit (In INR Mn) & PAT Margins (%)



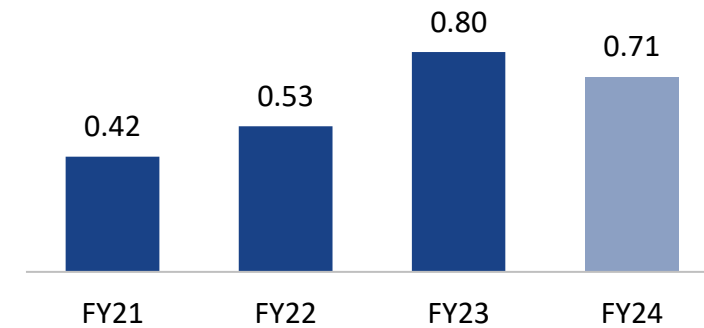
ROCE (%) and ROE (%)



Net Worth (INR Mn)

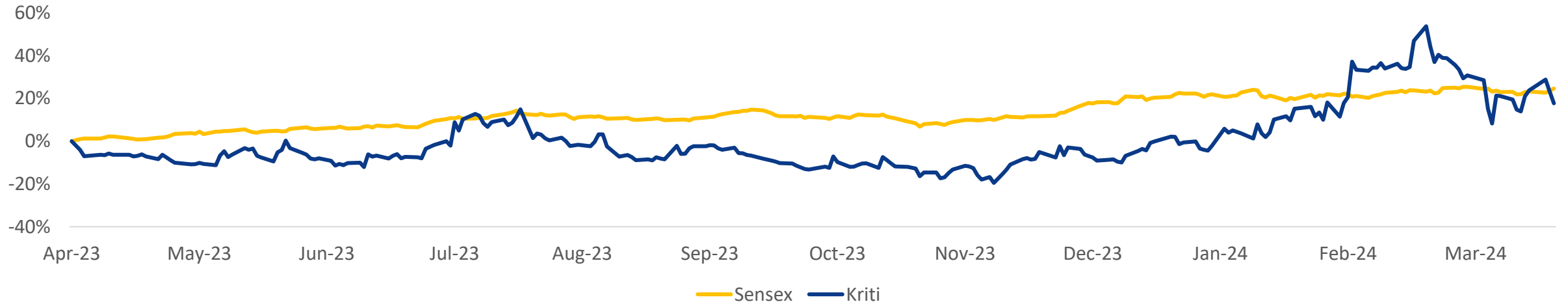


Net Debt to Equity (x)



Capital Market Information

1 Year Stock Performance (upto 31st March, 2024)

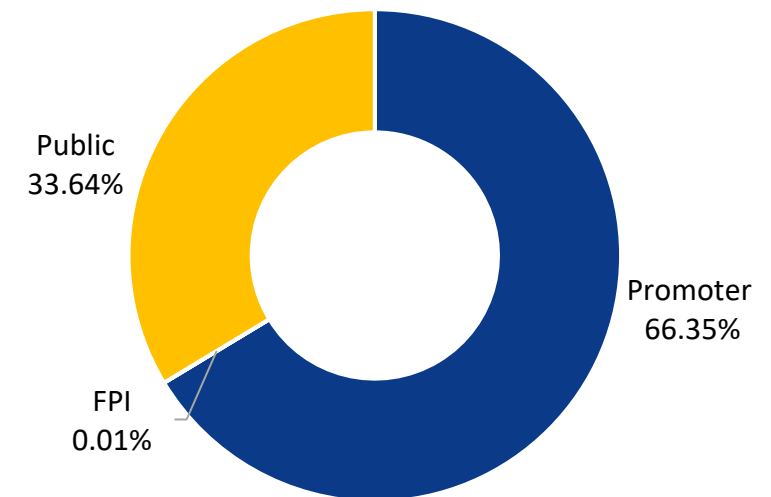


Price Data (as on 31st March, 2024)

INR

Face Value	1.00
Market Price	133.2
52 Week High / Low	181.35/87.95
Market Cap (INR Mn)	6,607.18
Equity Shares Outstanding (Mn)	49.60
1 Year Avg. Trading volume ('000)	163.43

Shareholding Pattern as on 31st March, 2024



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Kriti Industries (India) Limited

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Investor Kit-link: www.valoremadvisors.com/kriti



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THANK YOU



KASTA