

EXXARO TILES LIMITED

(Formerly known as Ricasil Ceramic Industries Pvt. Ltd.)
CIN:U26914GJ2008PLC052518

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. Dabhaha,
Tal. Padara, Dist. Vadodara - 391440, Gujarat, India.



Dated: 27th January 2022

To,
The Listing Department,
BSE Ltd,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400 001
Security Code: 543327

To,
The Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza,
Plot No. C/1, G-block,
Bandra-Kurla Complex
Bandra (E), Mumbai 400 051
Symbol: EXXARO

Dear Sir/Madam,

**Sub: INVESTOR PRESENTATION FOR THE QUARTER AND NINE MONTHS ENDED
31.12.2021.**

Please find enclosed herewith Investor Presentation of Exxaro Tiles Limited highlighting the performance of the Company during the quarter and nine months ended on 31st December, 2021.

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

Enclose: As above.





EXXARO TILES LIMITED

Investor Update – Q3 FY22

January 27, 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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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 degrowth of international market in Q3 FY22 our sales volumes upped by 1% (YoY) while revenue increased by 8% (YoY) and in Q3 FY22 our EBITDA and Net Profit marginally stood at 15% and 6.75% respectively.
- In recent economy major macro developments are under progress this will further boost up the domestic demand which will help in robust growth in ceramic Industry and hope that pandemic will be over.
- The company will continue to focus and to strengthen our Brand EXXARO by increasing channel partners and digital media presentation for higher visibility to enhance recall value of the Brand.



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

Flat Glazed Vitrified Tile 1200x600 / 600x600



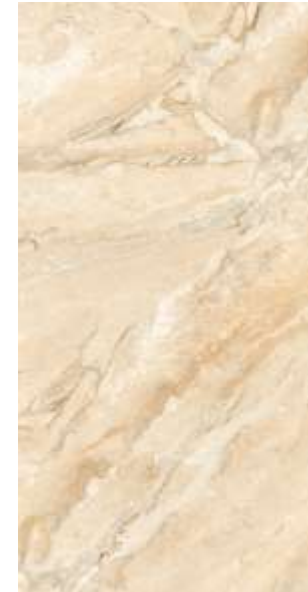
Blotch Beige Decore



Lorent Gris



Misra Gold



Othelo Beige

Flat Glazed Vitrified Tile 1600x800

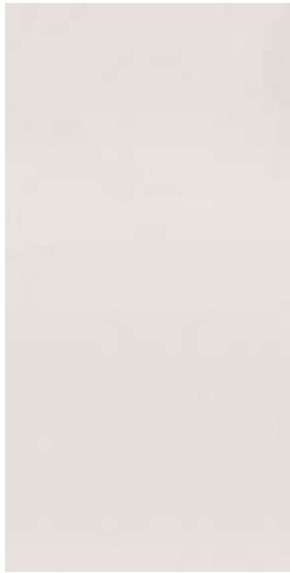


Devan Shell



Netra Brown

Flat Glazed Vitrified Tile 1200x600 / 600x600



Antico Gris



Antico Smoke



Dynamik Crema



Dynamik Brown

Flat Glazed Vitrified Tile 1600x800



Netra Beige



Netra Grey

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



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



Quality Certifications



Our Clientele

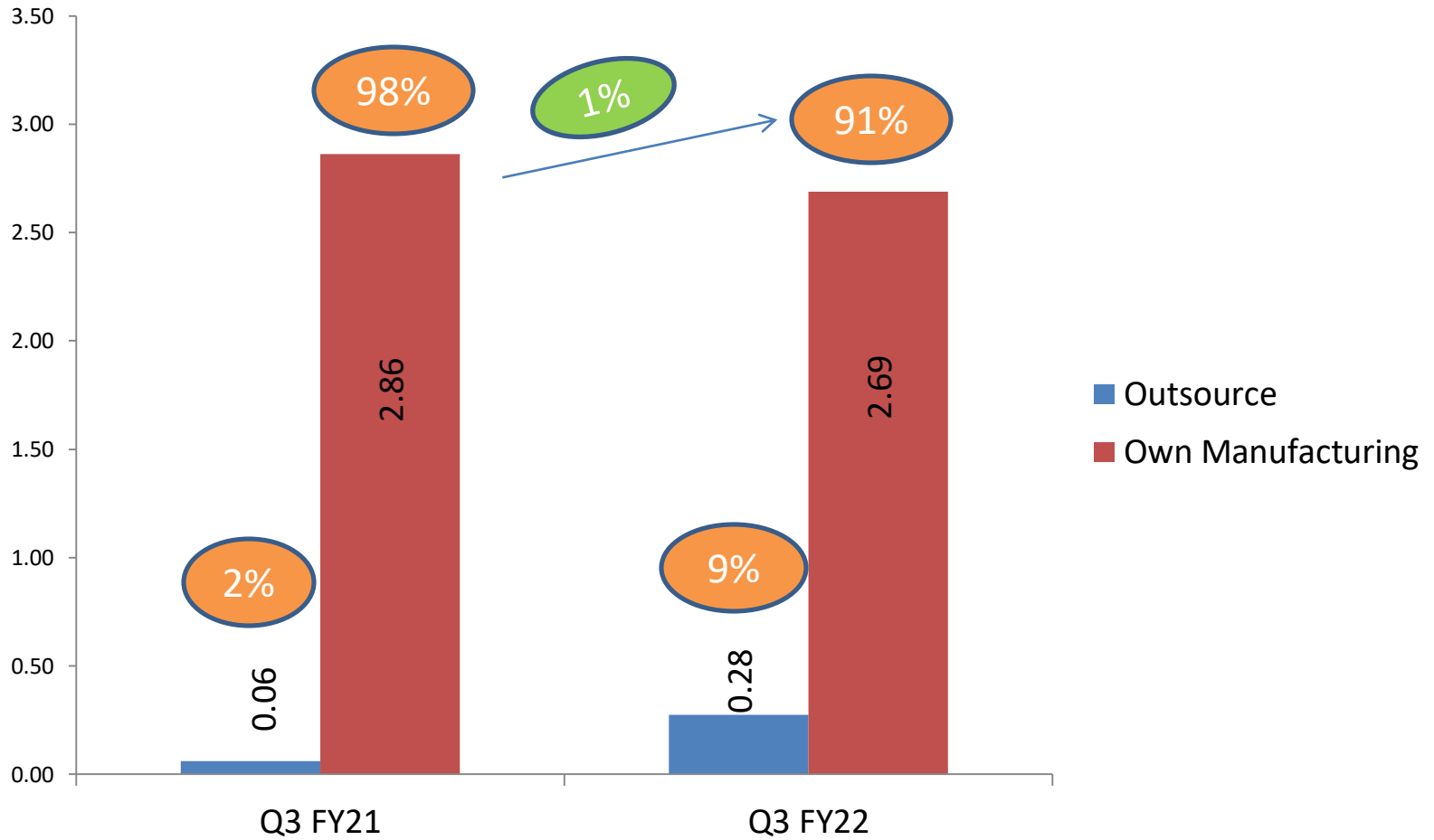




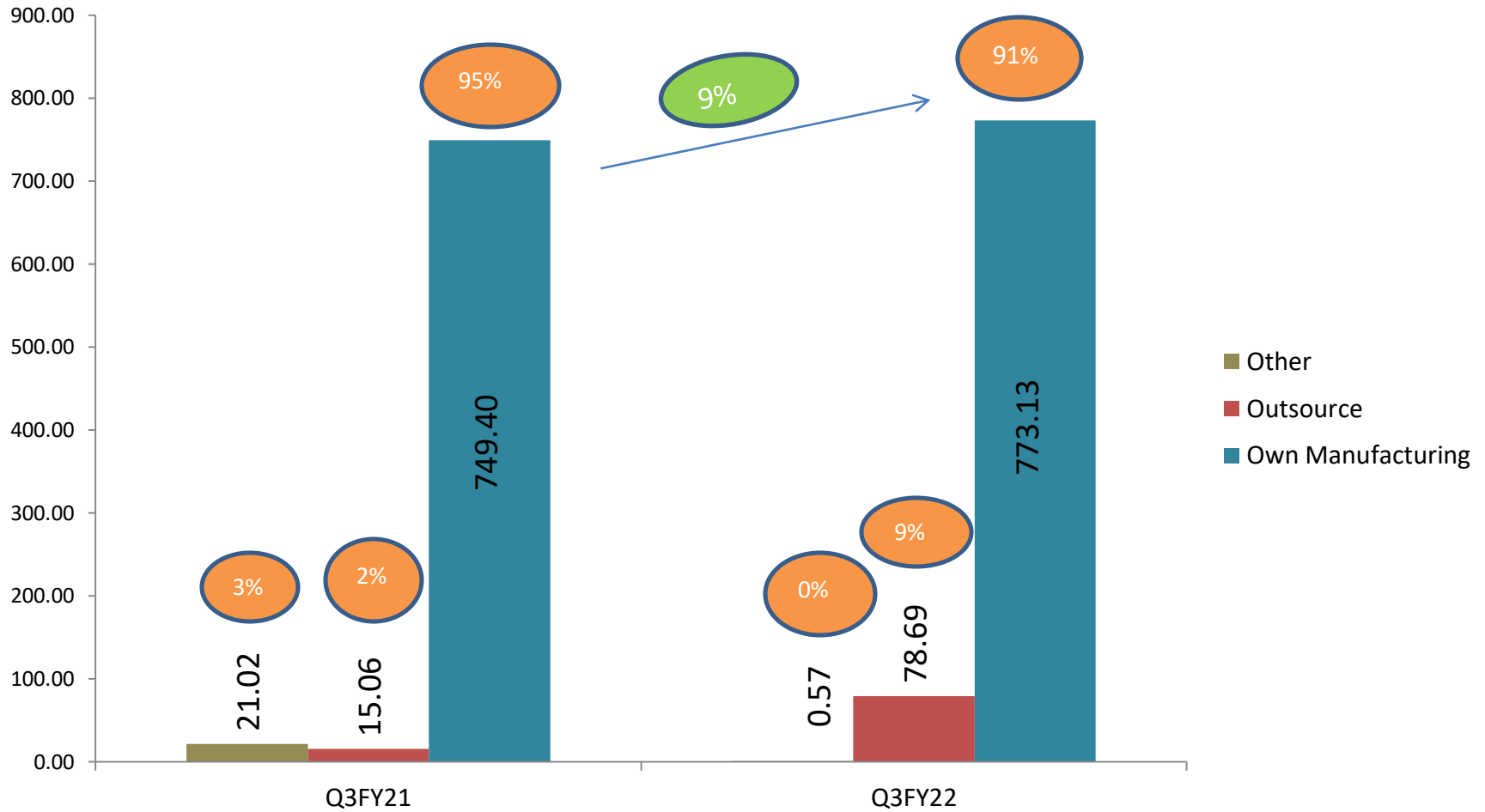
Section 3 | FINANCIAL OVERVIEW- Q3 FY22

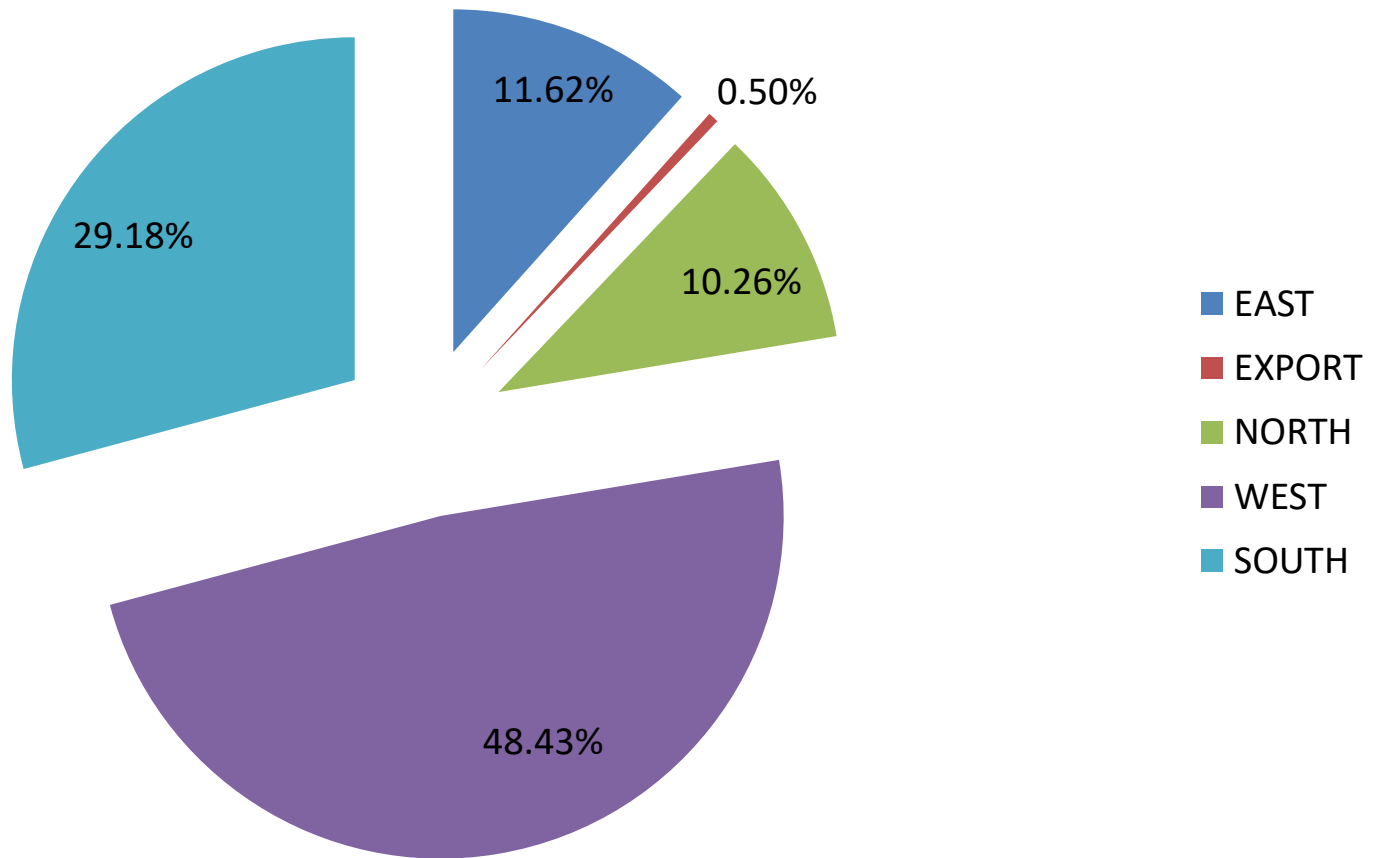


Y-o-Y Tiles Volume Growth in MSM

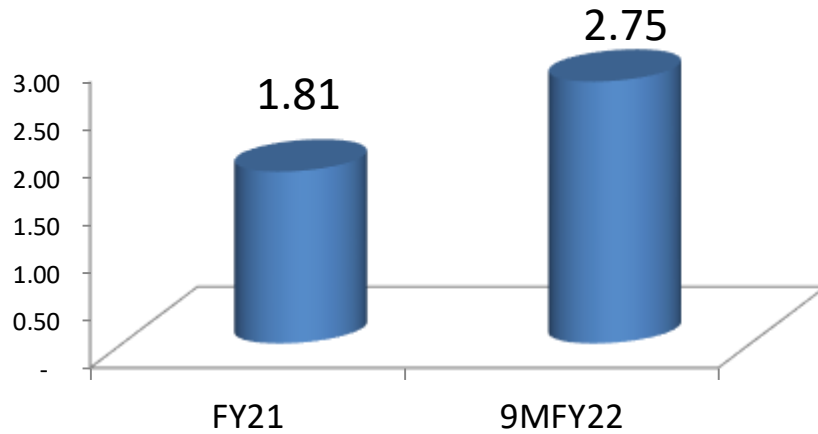


Y-o-Y Revenue Growth in Millions

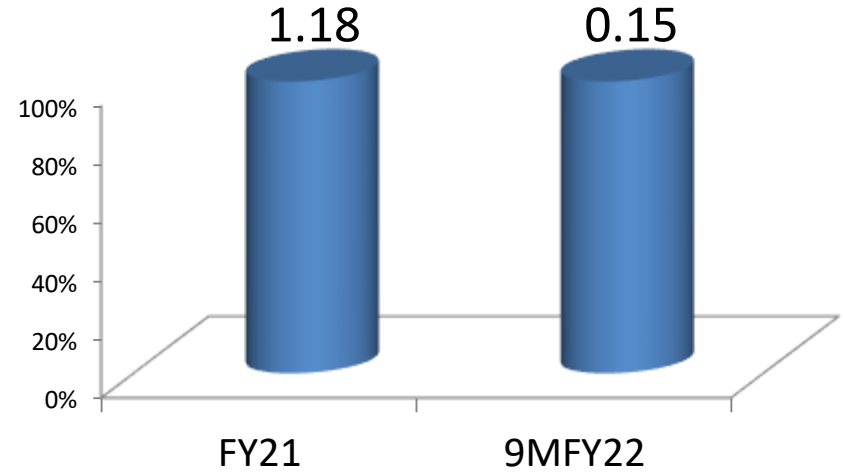




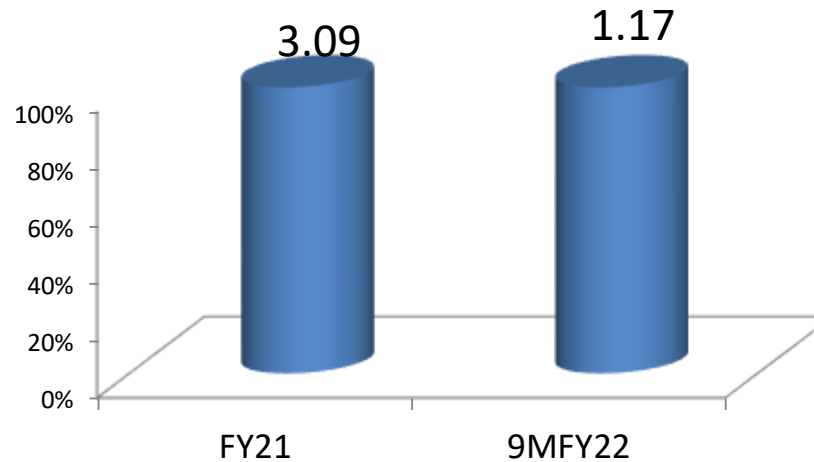
Interest Coverage Ratio



Debt/Equity



Debt/EBIDTA





Section 4 | INCOME STATEMENT



Y-o-Y Quarterly Income Statement In Millions

Particulars	Q3 FY22	Q3 FY21	Y-o-Y
Revenue from Operations	852.39	791.39	8%
Other Income	4.20	9.41	
Cost of Goods Sold	301.77	310.77	
Employee benefit expense	67.72	51.38	
Other Expenses	358.27	277.51	
Total Operating Expenses	727.76	639.66	
EBIDTA	128.83	161.14	
EBIDTA %	15.1%	20.3%	
Depreciation	34.38	30.26	
EBIT	94.45	130.88	
EBIT %	11.0%	16.5%	
Finance Costs	9.89	55.79	-82%
PBT	84.57	75.09	13%
Tax Expense	27.06	4.09	
PAT	57.50	71.00	-19%
PAT MARGIN	6.8%	8.9%	
Other Comprehensive Income	0.19	0.04	
Total Comprehensive Income for the period	57.69	71.04	-19%
Paid-up Equity Share Capital (Face Value Rs. 10 Each)	447.41	335.55	
EPS	1.41	2.12	

RATING BY BRICKWORK RATING INDIA PVT. LTD. AS ON 24th SEPTEMBER 2021

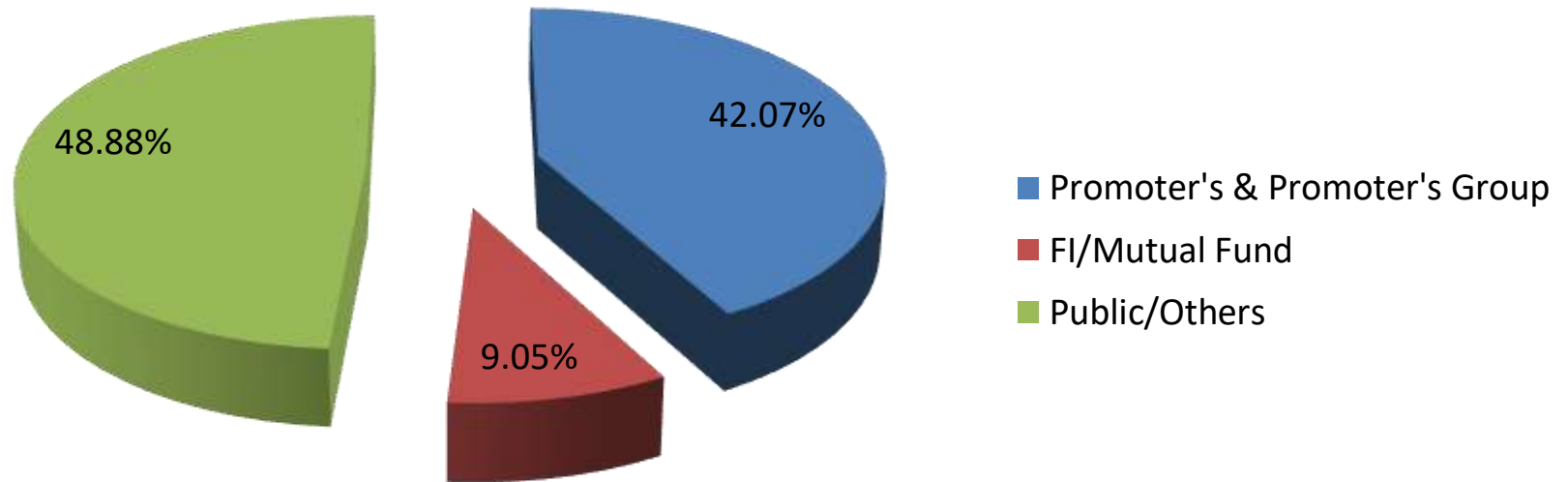
Facility	Previous	Present	Remarks
Long Term	BWR BBB+/Stable Reaffirmation	BWR BBB+/Positive Réaffirmation	Outlook Upgraded from "Stable" to "Positive"
Short Term	BWR A3+ Reaffirmation	BWR A2 Upgrade	Upgraded from "A3+" to "A2"



Section 5 | SHAREHOLDING PATTERN



Shareholding Patter as on 31st December 2021



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 or contact:

Mr. Himanshu Shah (CFO)

+02772 350555

Email: cfo@exxarotiles.com

Disclaimer: Certain Statements in this document may be forward-looking within the meaning of applicable laws and regulations. And actual results might differ substantially from those expressed or implied. Such statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors could cause our actual results to differ. Exxaro Tiles Limited will not be in any way responsible for any action taken based on such statements.



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

Thank You!