



Ref. : ASK/UD/2020-21/Q-2 IP

November 3, 2020

The National Stock Exchange (India) Ltd., Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051.	BSE Limited, Corporate Relationship Department, P. J. Towers, Dalal Street, Fort, Mumbai – 400 023.
Code : PRSMJOHNSN	Code : 500338

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith a copy of the Investor Presentation November 2020.

Thanking you,

Yours faithfully,

for **PRISM JOHNSON LIMITED**

ANEETA S. KULKARNI
COMPANY SECRETARY

Encl. : As above





PRISM JOHNSON LIMITED

(Formerly Prism Cement Limited)

AMONGST INDIA'S LEADING INTEGRATED BUILDING MATERIALS COMPANY

Investor Presentation
For the Quarter ended September 2020

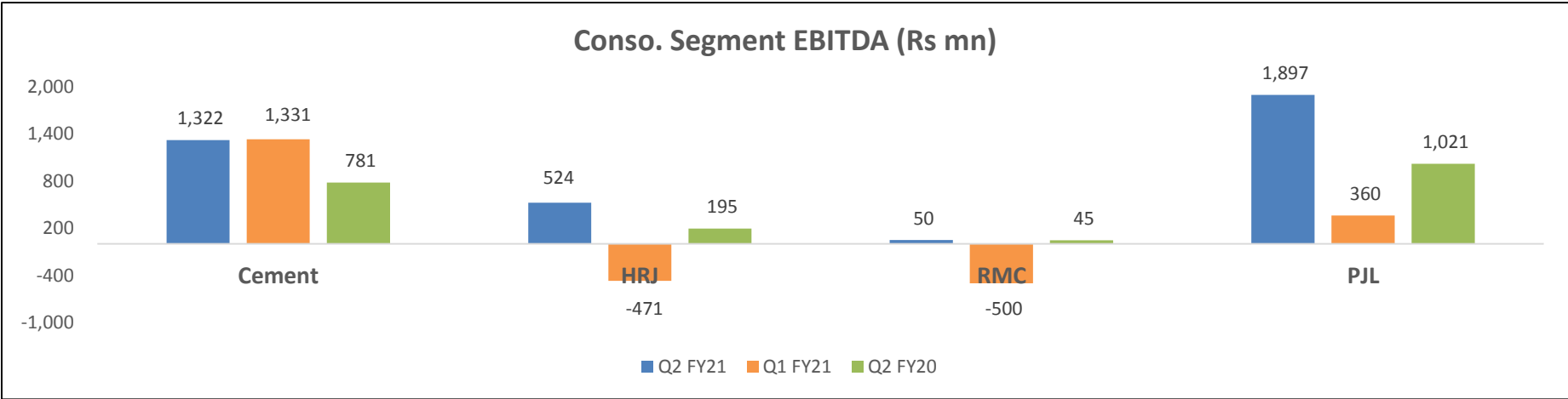
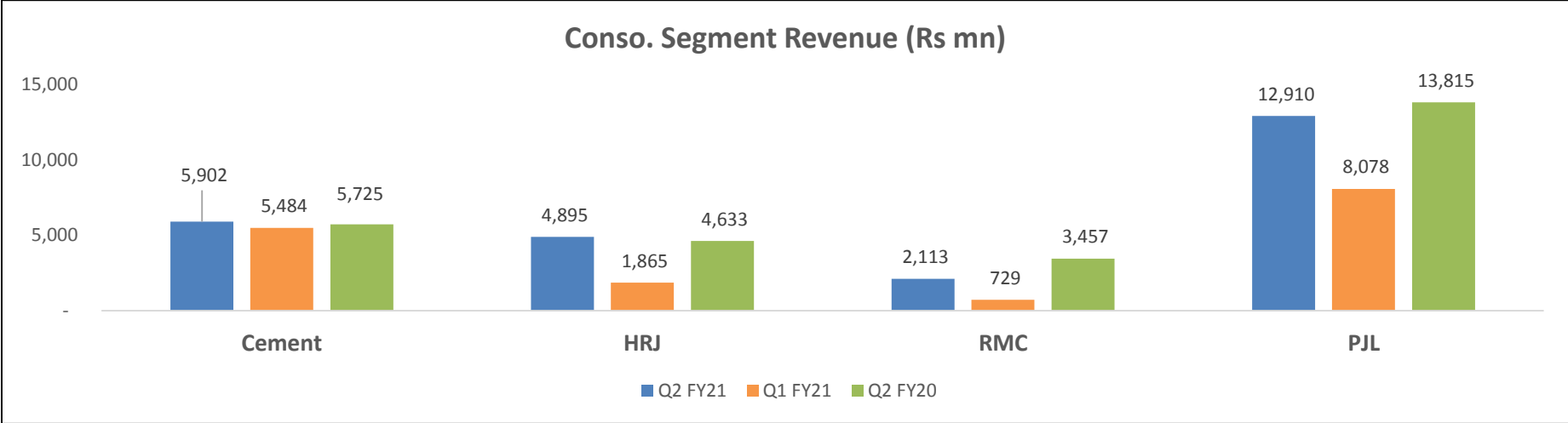
November' 20

- ❑ Consolidated Q2FY21 EBITDA (ex of insurance subsidiary, RQBE) grew by ~85.8% to ₹ 1,897mn over Q2FY20 which was on account of, reduction in fixed cost in all the three divisions, increase in volumes and contribution margins in Cement and HRJ division
- ❑ With economic activity reviving in major part of the country (Excl. metro cities) overall in Q2 the company experienced better demand environment with Cement and HRJ volumes achieving pre COVID level while RMC revenues continued to show an improving trend on monthly basis with economic activities reviving in tier 1 and metro cities
- ❑ In Q2FY21, all the three Divisions' (Cement, HRJ and RMC) significantly improved on the operational parameters. With efficient working capital management, improvement in contribution margins and fixed cost reduction all the three divisions generated free cash flows with increasing profitability trends on month on month basis
- ❑ Over the years, the Company has been proactively managing it's liquidity profile. The company has prepaid/repaid all the due payments for FY 21. As on date the company has ~₹ 1.68 bn payable in FY 22, out of which the company is in the process of prepayment of ₹ 0.51 bn in Q3FY21. For balance the company is proactively considering option to prepay, however the same is subject to mutually agreeable prepayment conditions

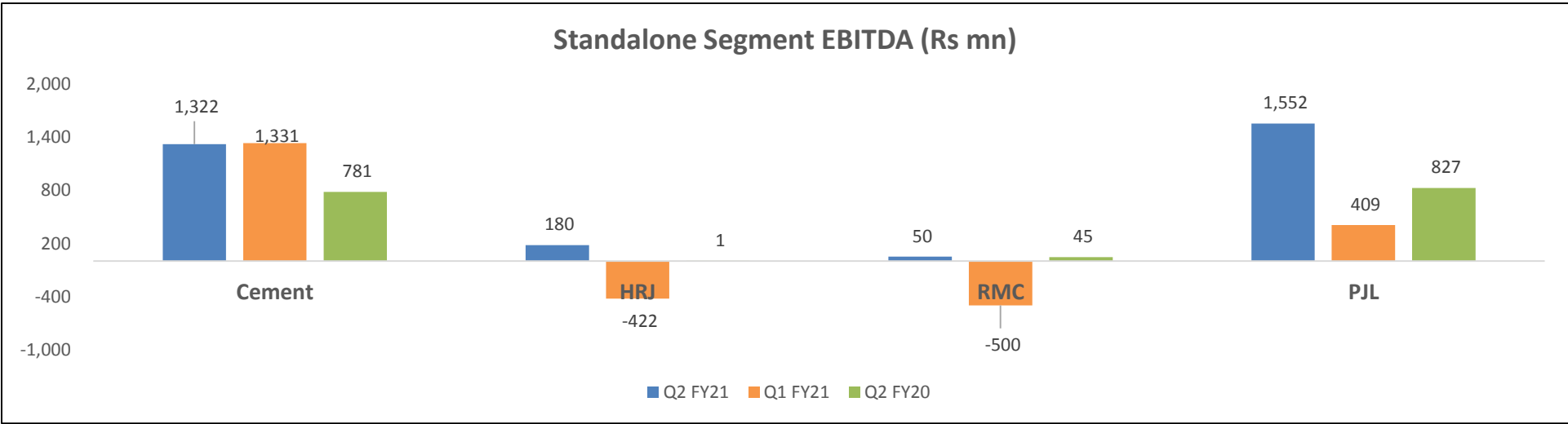
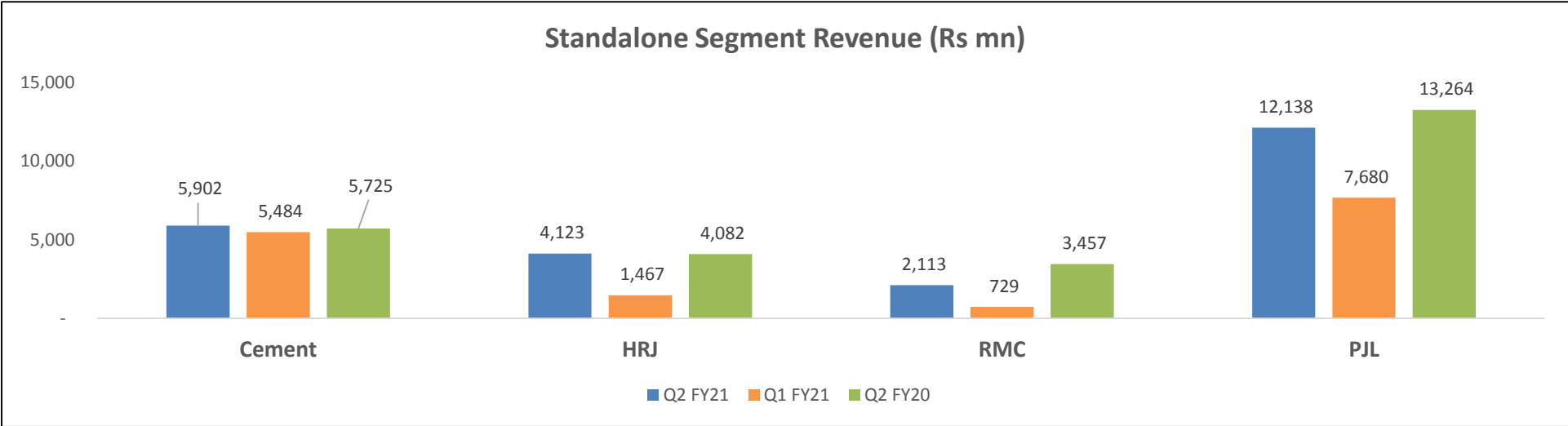
- ❑ Cement Division's Q2FY21 EBITDA per ton improved to ~₹ 1012 as against ~₹ 615 of Q2FY20. Improvement was mainly on account of higher realizations and decrease in costs. During Q2FY21 YOY Cement volume improved from 1.26 to 1.30 mn ton. Premium products volumes continued to improve and constituted ~27% of overall cement volumes
- ❑ Key highlight during the quarter was improved performance by HRJ division. Consolidated HRJ Q2FY21 EBITDA margins was at ~10.7% (₹ 524 mn) as compared to ~4.2% (₹ 195 mn) of Q2FY20, reflecting YOY EBITDA growth of ~62.8%. Consolidated HRJ Q2FY21 revenues increased by ~5.7% YOY.
- ❑ RMC Division Q2FY21 EBITDA increased to ~₹ 50 mn as compared to ~₹ 45 mn reported in Q2FY20, mainly on account of reduction in fixed operating cost. With revival of construction activities the division is continuously showing increase in sales volume on monthly basis however, during Q2FY21 RMC reported YOY decline in revenue of ~38.9% to ₹ 2,113mn from ₹ 3,457mn of Q2FY20
- ❑ With sustainable reduction in fixed costs and improvement in working capital cycles, Prism Johnson expects to emerge as more efficient and stronger organization under new normal

- ❑ Post investment of ₹ 0.51 bn in RQBE and ₹ 0.13 bn in HRJ JV company during the quarter, the standalone net debt of the company marginally increased from ₹ 12.1 bn to ₹ 12.3 bn in September 20 from June 20. On receipt of requisite approvals and completion of transaction (RQBE sale) any further amount invested by PJI (incl. the aforesaid investment) in RQBE, shall be reimbursed by the buyer in addition to agreed purchase consideration of ~₹ 2.9 bn
- ❑ In order to complete the sale, RQBE has applied to IRDAI. The application is under consideration
- ❑ To rationalize the fixed cost further, the Company shall continue to rationalize and review the inefficient and unprofitable operations without hampering the operating performance of the company. On November 2, 2020 one of the JV company has rationalized 3 MSM capacity. Post rationalization the overall capacity of HRJ, along-with its joint ventures and subsidiaries would stand at 60 MSM per annum
- ❑ Prism Johnson is committed towards achievement and maintenance of high standards of Environment, Health and Safety issues at all plants and offices, more so during the current period. Mandatory safety including social distancing and equipment health audit checks are being carried out at facilities and appropriate locations as per requirements

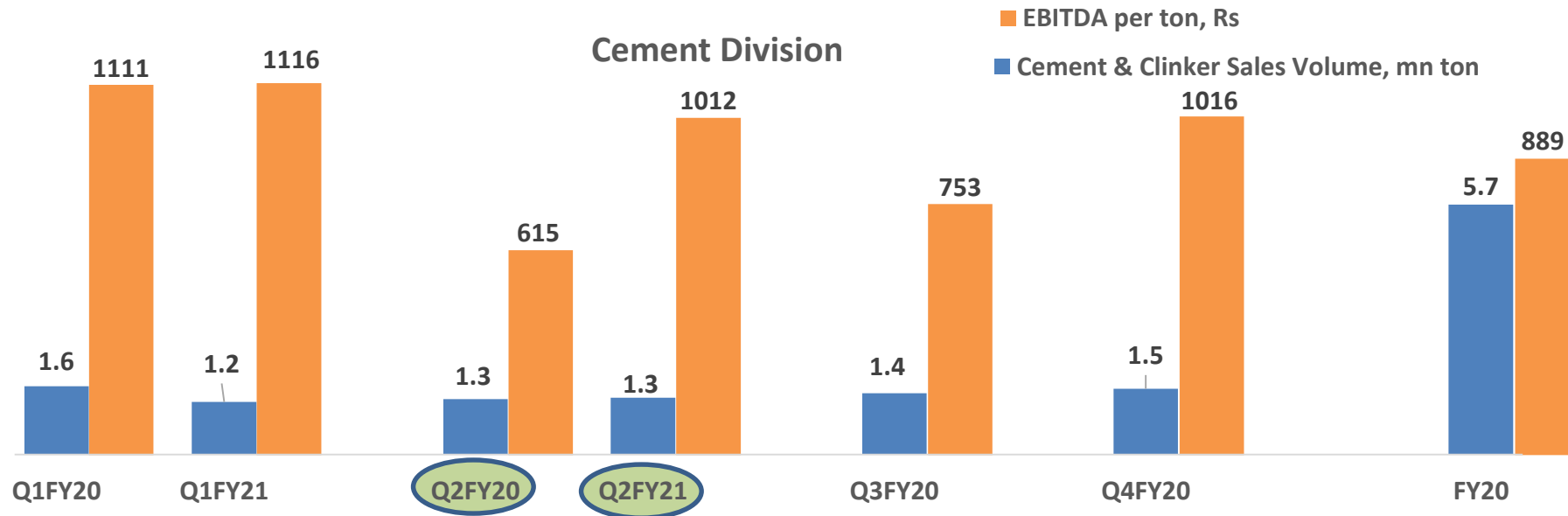
Quarter ended September 20 – PJL Consolidated (ex RQBE)



Quarter ended September 20 – PJL Standalone Financials



Prism Cement – EBITDA improvement on the back of higher realizations and reduction in cost



- EBITDA per ton increased by ₹ 397(64.5%) from ₹ 615 in Q2FY20 to ₹ 1012 in Q2FY21. The overall cost reductions and better realizations led to improvement in EBITDA along with YOY improvement in premium product sale from 23% to 27% in Q2FY21
- After impact of lockdown in Q1FY21, the operations in cement plant normalised in Q2FY21 and volume of cement and clinker improved marginally from 1.27 mn ton in Q2FY20 to 1.31 mn ton in Q2FY21
- Cement Division's H1FY21 YTD EBITDA per ton improved to ~₹ 1061 as against ~₹ 889. During H1FY21, YTD Cement & clinker volume declined by ~11.6% majorly due to lockdown in Q1 on account of COVID -19
- The Division has commissioned 12.5MW of solar power till Q2FY21 and it has plans to commission a total of 25MW, which is expected to be commissioned by the financial year end
- 22.5MW WHRS work is on full swing after temporary disruption on account of lockdown in Q1FY21. The trial run for partial capacity equivalent to 4.5MW are being undertaken. The entire capacity of WHRS is likely to be commissioned by financial year end

WHRS Site Photographs



WHRS Control Room and Steam Turbine Generator



WHRS Control Room



Steam Turbine Generator

Step towards Green Energy - Solar Energy

Site Photograph

PRISM[®]
CEMENT
दूर की सोच[®]

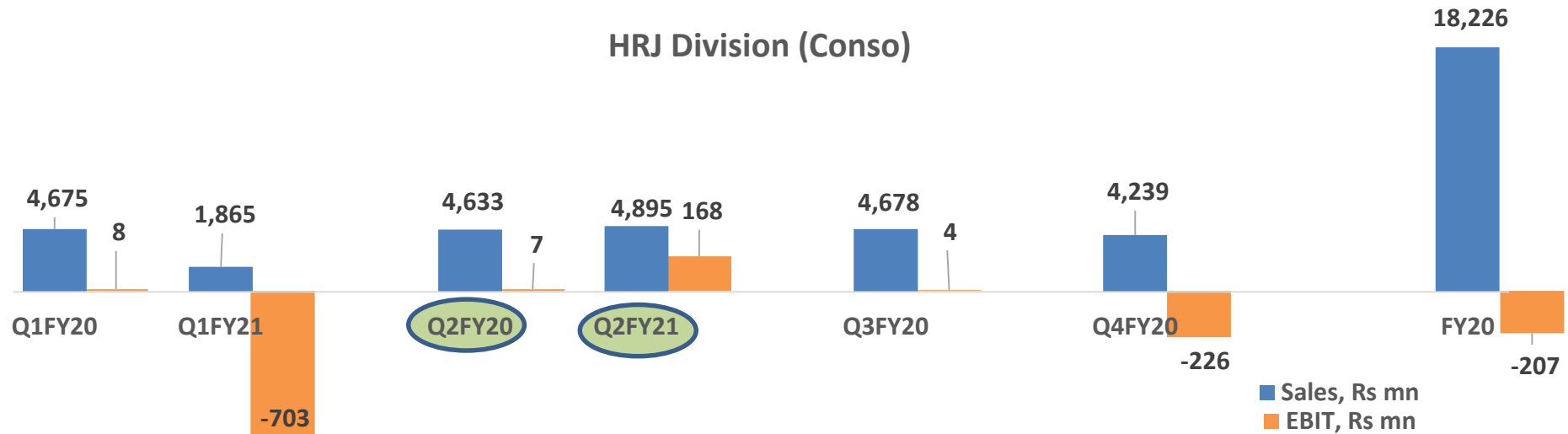
JOHNSON[®]
Not just tiles, Lifestyles.[®]

PRISM
RMC

Complete Concrete Solutions



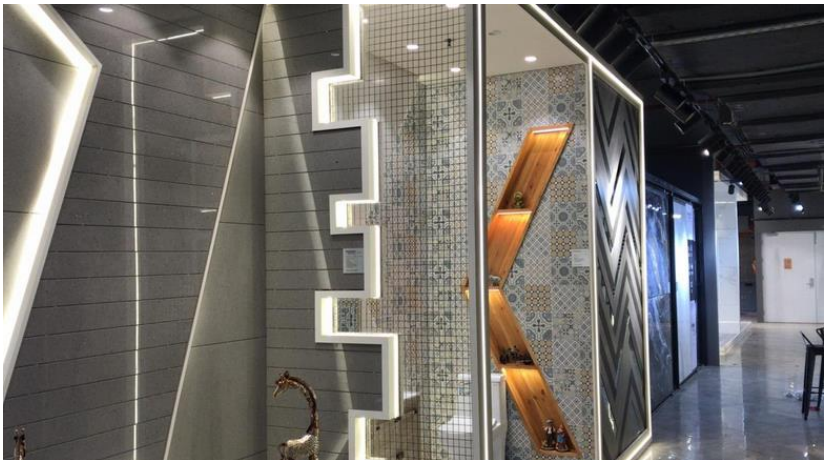
HRJ – Improved performance on account of Increased Volumes, Contribution Margins and Fixed Cost Reductions



- ❑ With Improvement in volumes and reduction in cost consolidated Q2FY21 EBITDA margins showed considerable improvements. Consolidated Q2FY21 YOY EBITDA margins are at ~10.7% (₹ 524 mn) as compared to ~4.2% (₹ 195 mn) in Q2FY20. Consolidated Q2FY21 YOY revenue increased by ~5.7% to ₹ 4,895mn
- ❑ For H1FY21, Consolidated HRJ YTD EBITDA margins are at ~0.8% as against ~4.4% in H1FY20. Consolidated YTD HRJ revenues are at ₹ 6,760 mn as against ₹ 9,308 mn, degrew by ~27.4% mainly on account of slower economic activity in Q1FY21 due to COVID -19
- ❑ Fixed cost and net working capital management continues to remain under control
- ❑ During Sept'20 the Company has rationalised workforce by 67% (112 nos.) at one of its tile manufacturing facilities located at Pen, Maharashtra. The one-time financial impact on account of rationalisation was approximately ₹ 181 mn which has been met out of the internal accruals by the Company
- ❑ With effect from November 2, 2020 one of the Joint Venture of the Company, has decided to close one of its production lines having capacity equivalent to 3 MSM per annum due to an aging unviable plant
- ❑ Improvement in the product mix and expansion of distribution network continues to be focused area for the division

Experience Center and Germ Free Branding

Inauguration of Delhi EC

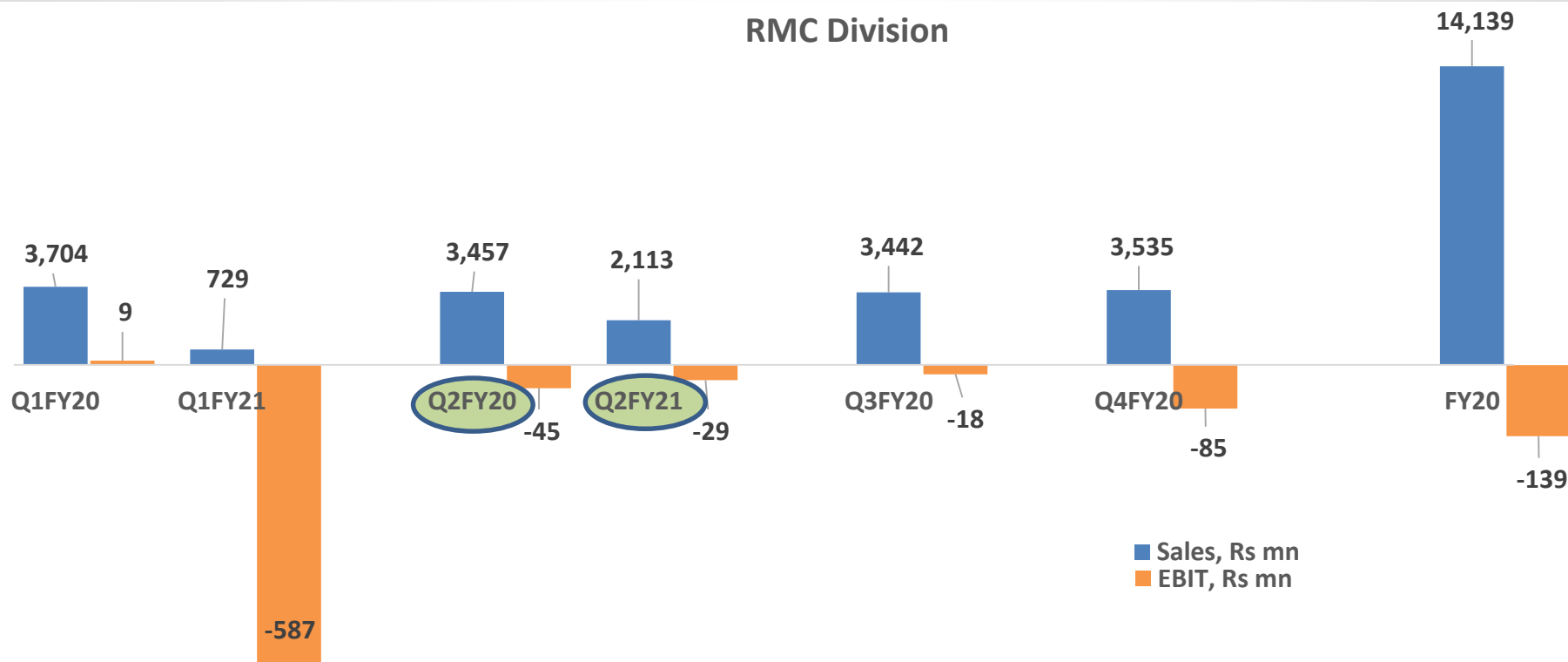


Introduced more products under Germ free product portfolio



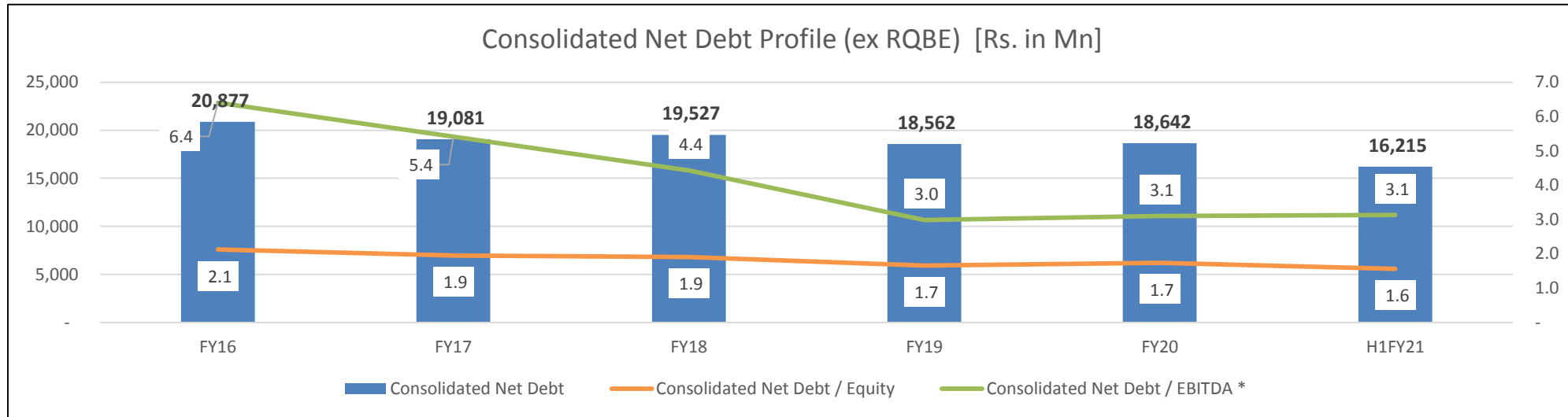
RMC (India) – Improving Performance with increasing trends in volume

RMC Division



- ❑ The division achieved an EIBTDA of ₹ 50 mn in Q2FY21 as compared to ₹ 45 mn in Q2FY20 due to cost rationalisation, in spite of the decline in revenues by ~39% to ₹ 2,113mn as compared to Q2FY20. The decline in revenue is mainly due to slow recovery of construction activities in metro and tier 1 cities and extended monsoons
- ❑ During Q2FY21 the division has continuously showed increase in sales volume on monthly basis with revival of construction activity
- ❑ For H1FY21, YTD RMC EBITDA margins are at ~ -15.8% (₹ -450 mn) as against ~1.9% (₹ 135 mn) and YTD revenues are at ₹ 2,842 mn as against ₹ 7,161 mn, as tier 1 and major metro cities still continues to be impacted by COVID – 19
- ❑ Focus continues on improving plant utilization levels, increase in value added products and IHB segment

Treasury and Liquidity Management – Consolidated (ex RQBE)

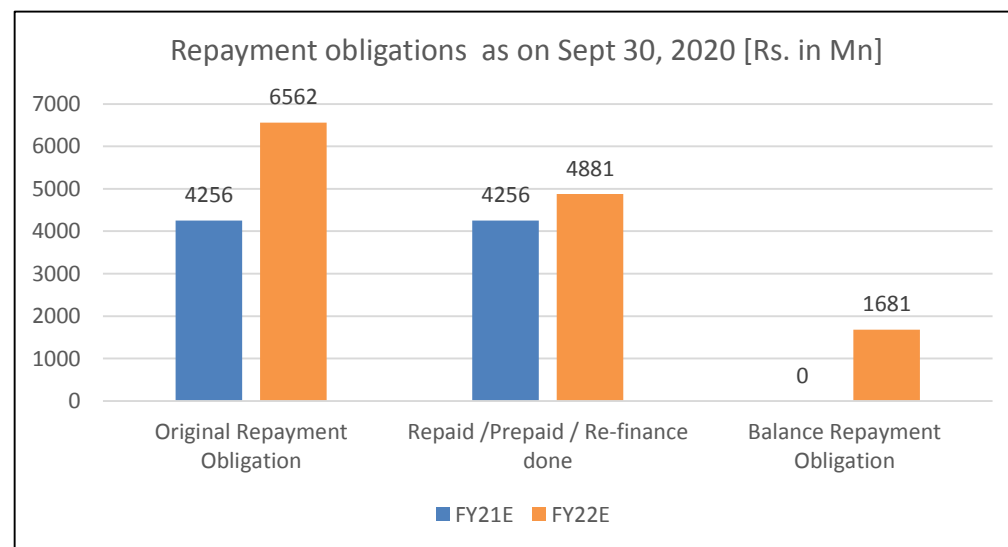
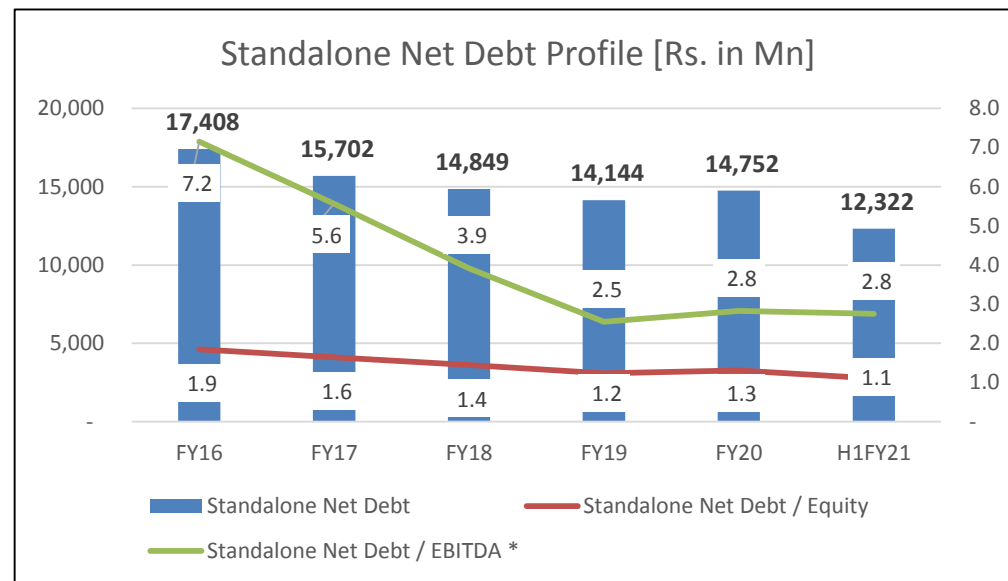


*EBITDA is based on trailing 12 months

- The Company has reduced consolidated Net Debt (ex RQBE) over the last few years from ~₹ 20.9 bn in FY16 to ~₹ 16.21 bn in H1FY21. With improved operational performance over the years, the consolidated Net Debt / Equity ratio has shown consistent improvement from 2.1 times in FY 16 to 1.6 times in H1FY21
- During H1FY21, the consolidated Net Debt (ex RQBE) got significantly reduced from ~₹ 18.64 bn to ~₹ 16.21 bn due to efficient working capital management, however the consolidated Net Debt to EBITDA continued to be at 3.1 times on account of impact on EBITDA due to operational performance of the company which was impacted due to COVID 19 in Q1FY21.

Treasury and Liquidity Management - Standalone

- ❑ The Company has reduced standalone Net Debt over the last few years from ~₹ 17.4 bn in FY 16 to ~₹ 12.3 bn in H1FY21.
- ❑ Standalone Net Debt / Equity ratio has reduced in H1FY21 due to operating performance and efficient working capital management which has resulted in improved Net Debt / Equity ratio
- ❑ As on September 30, 2020 the company had cash & cash equivalent (incl undrawn CC limit) of ~ ₹ 3.4 bn
- ❑ During H1FY21, the Company has repaid / prepaid ~100% and ~74.4% of its loan obligations for FY21 and FY22 respectively. Out of ~₹ 1.68 bn due in FY 22 the company is in the process of repaying ~₹ 0.51 bn in Q3FY21. For the balance amount of ~₹ 1.17 bn the company is proactively considering option to prepay, however the same is subject to mutually agreeable prepayment conditions
- ❑ The above measures would enable Company to optimize interest cost and take care of loan obligations till March 2022



*EBITDA is based on trailing 12 months

ESG initiatives – Continuous efforts for Improved Sustainability



Environment stands out as a key issue in ESG analysis. Prism Johnson is committed towards achievement and maintenance of high standards of Environment, Health and Safety issues at all plants and offices.

HRJ Division

- With rain water harvesting the groundwater levels have increased and bore wells have been recharged. All manmade ponds are filled with water at Dewas and Karaikal
- Wide range of Germ free product introduced in sanitary ware and tiles
- Tree plantation activities at various locations
- The Company actively looks for opportunity to replace fossil fuels with green / renewable energy. Cement Division has commissioned 12.5 MW Solar Power plants and plans to commission additional 12.5 MW during the year. It also plans to commission 22.5 MW WHRS by March 2021
- The cement division commissioned Selective Non-Catalytic Reduction (SNCR) in September'20 in order to meet the new norms
- Prism RMC has altogether won 71 National Safety Awards in the span of ten years (2011 to 2020). Total 58 RMC Plants have received the status of National Recognition by Ministry of Labour and Employment in consultation with National Safety Council of India.

H & R Johnson awarded the most Iconic Brand by Economic Times



H & R Johnson shines at the Golden Peacock Awards for its Made in India Patented Innovative #GermFreeTechnology

H & R Johnson rises to the occasion once again as it receives the acclaimed Brand of the Decade Award 2020



ESG –Awards & Recognitions

Prism Cement (Satna Plant) shines at the Golden Peacock Awards for Environment Management



CSR Award for Ensuring Environmental sustainability and Promotion of Health and Healthcare category



Kunigal Plant of Tiles division and Mahape Plant of RMC division were awarded by the National Safety Council of India - Shreshtha Suraksha Puraskar, (Silver Trophy)



- ❑ Products launched during the quarter: Private Car entire product suite, Pravasi Bharti Bima Yojana, TP only product for all 5 vehicle classes, Two Wheeler Package and Bundled, Group Hospi Cash Product, Corona Kavach Product - Group, GCV Package product, All health products refiled to be compliant with new regulations

- ❑ Following products were filed with the regulator for approval :
 - Workmen Compensation
 - Add on cover- Commercial Vehicle & Two Wheelers
 - Add on cover – Fire

- ❑ Added 241 more partners during Q2 taking total to 1003 partners including Agents, Brokers, POSP and MISP

- ❑ **Financial Highlights:**
 - Gross written premium - ₹581.4 mn, growth of 39% over Q2FY20
 - Profit / (Loss) before tax - ₹ (167.9 mn) as compared to ₹ (167.1 mn) in Q2FY20
 - Combined Ratio stands improved to 158% from 145% in Q2 FY20
 - Capital infusion of ₹ 1 bn in Aug'20 (including share premium)
 - Well capitalized with solvency ratio of 3.94 against regulatory minimum of 1.50

PRISM JOHNSON LIMITED is one of India's leading integrated Building Materials' Company, with a wide range of products from cement, ready-mixed concrete, tiles and bathroom products.

Prism Cement

Prism Cement manufactures Cement with the brand name 'Champion' and premium quality grade of cement under 'Champion Plus' and 'DURATECH' brand. It caters mainly to markets of Eastern UP, MP and Bihar, with an average lead distance of ~369 kms for cement from its plant at Satna, MP. Wide marketing network with more than 4,000 dealers serviced from ~160 stock points.

H & R Johnson (India)

Established in 1958, H & R Johnson (India) is the pioneer of ceramic tiles in India. HRJ offers end-to-end solutions of Tiles, Sanitaryware, Bath Fittings and Engineered Marble & Quartz. All the products are sold under 4 strong brands, viz. Johnson, Johnson Marbonite, Johnson Porselano and Johnson Endura. In ceramic / vitrified tiles, HRJ along with its Joint Ventures and subsidiaries has a capacity of 60 million m² per annum spread across 13 manufacturing plants across the country which is one of the largest in India.

RMC (India)

RMC (India) is one of India's leading ready-mixed concrete manufacturers. RMC currently operates 95 ready-mixed concrete plants in 44 cities/towns across the Country. RMC has ventured into the Aggregates business and operates large Quarries and Crushers. At present, RMC has 7 Quarries across the country. RMC has been at the forefront in setting high standards for plant and machinery, production, safety standards, quality systems and product services in the ready-mixed concrete industry.

About **PRISM JOHNSON LIMITED**



Investor Relations

PRISM JOHNSON LIMITED is committed to creating long-term sustainable shareholder value through successful implementation of its growth plans. The company's investor relations mission is to maintain an ongoing awareness of its performance among shareholders and financial community.

For additional information, please contact:

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Safe Harbor

Certain statements in this release concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.