

EXXARO TILES LIMITED

CIN:L26914GJ2008PLC052518

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



Dated: 27th May 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: EXXA:O

Dear Sir/Madam,

Sub: INVESTOR PRESENTATION FOR THE QUARTER AND YEAR ENDED 31.03.2022.

Please find enclosed herewith Investor Presentation of Exxaro Tiles Limited highlighting the performance of the Company during the quarter and year ended on 31st March, 2022.

We are requested to kindly take the same on record.

Thanking You

Yours Faithfully

Exxaro Tiles Limited
For Exxaro Tiles Limited

Company Secretary

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

Enclose: As above.





EXXARO TILES LIMITED

Investor Update – Q4 FY22

May 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.

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.

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A modern bathroom interior featuring a white bathtub with a black vanity unit. The wall is covered in large, light-colored marble tiles. A large potted plant with broad green leaves is on the left, and a smaller potted plant is in the foreground. A dark shelf with some items is mounted on the wall above the tub. The floor is made of large, light-colored tiles.

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Section 1 | CHAIRMAN'S MESSAGE



- In spite of unprecedented high Gas price during last couple of quarters the company has posted good sales growth in Quarter-4 FY22 in terms of high-sales volume growth (22.45% Y-o-Y) with Yearly record revenue of Rs.325Cr (Growth of 28% Y-o-Y) in the history of Exxaro.
- We strongly believe that domestic market demand will further improve due to healthy Real Estate Growth and rapid urbanisation so the company will do remarkable growth in the coming financial year also.
- Exxaro as a new product innovation and continue its growth journey in coming years are doing expansion in Manufacturing of Glaze Tiles Big Size Slabs in our existing Highly modern technology advantageous plant at Talod, Sabarkantha District, North Gujarat.
- Along with new product innovation and expanding the domestic market in untapped areas in Tier-III and Tier-IV cities more, the company is also focusing on its Strong Brand Building and as a result towards this move the company has recently appointed Mr. Ajay Devgan as a Brand Ambassador of the Company.



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



2022

Crossed annual sales of
INR 3,000+ Million

Flat Glazed Vitrified Tile 1200x600 / 600x600



Blotch Beige Decore



Lorent Gris



Misra Gold



Othelo Beige

Flat Glazed Vitrified Tile 1600x800

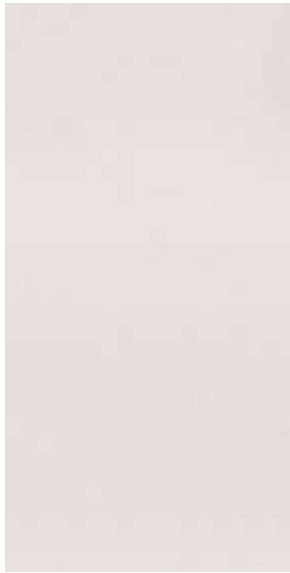


Devan Shell



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

Awards & Recognitions



Quality Certifications



Our Clientele

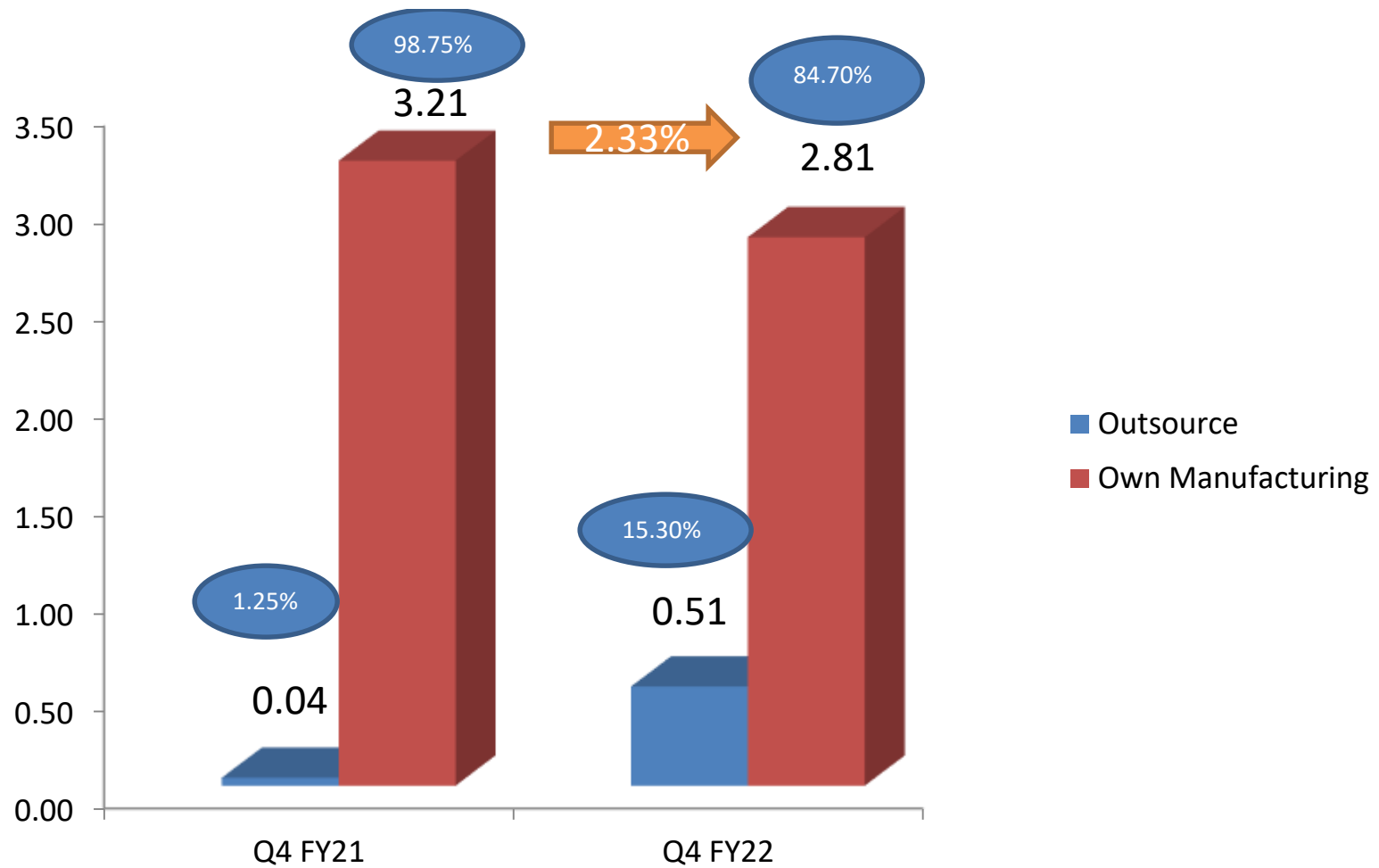




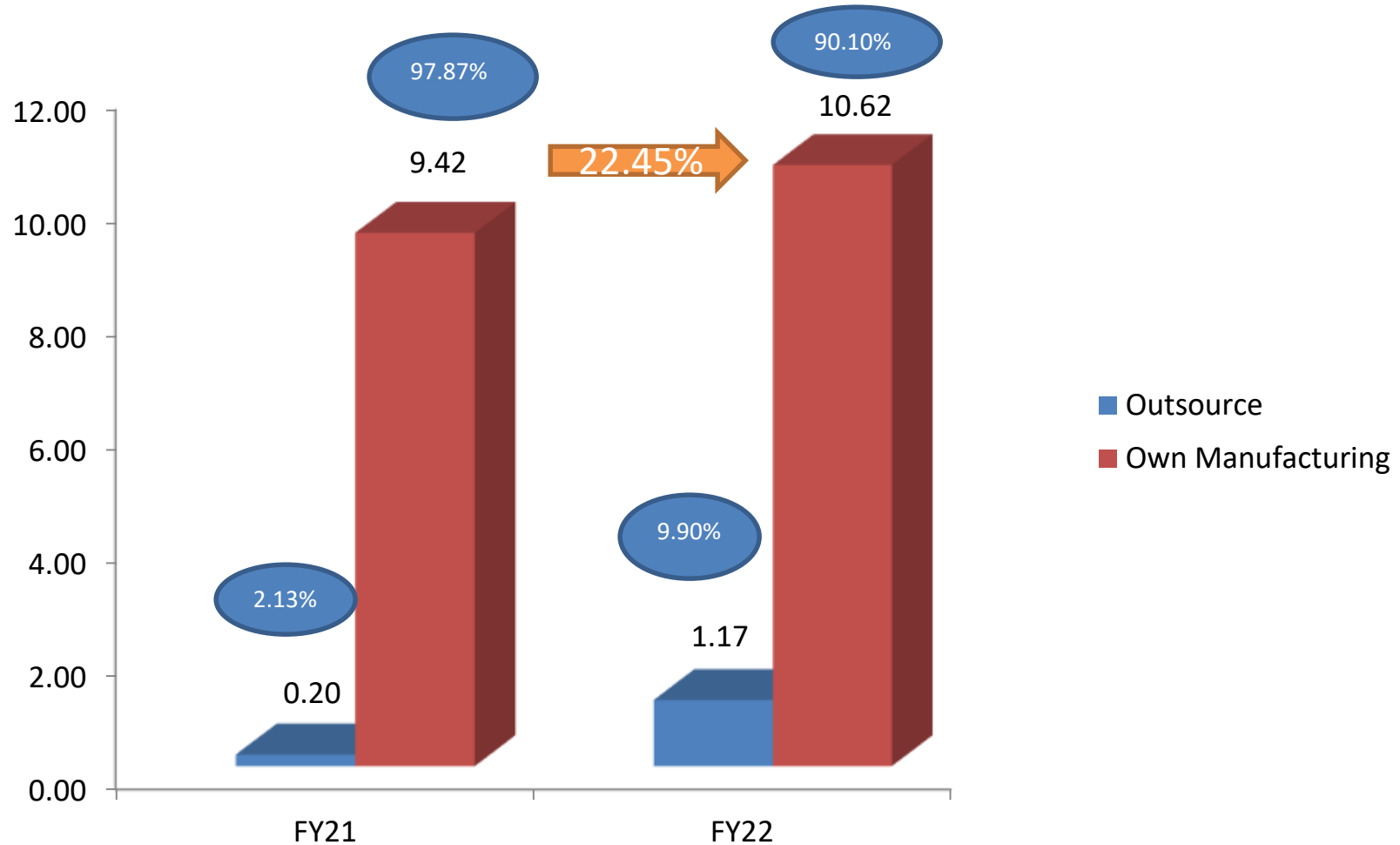
Section 3 | FINANCIAL OVERVIEW- Q4 FY22



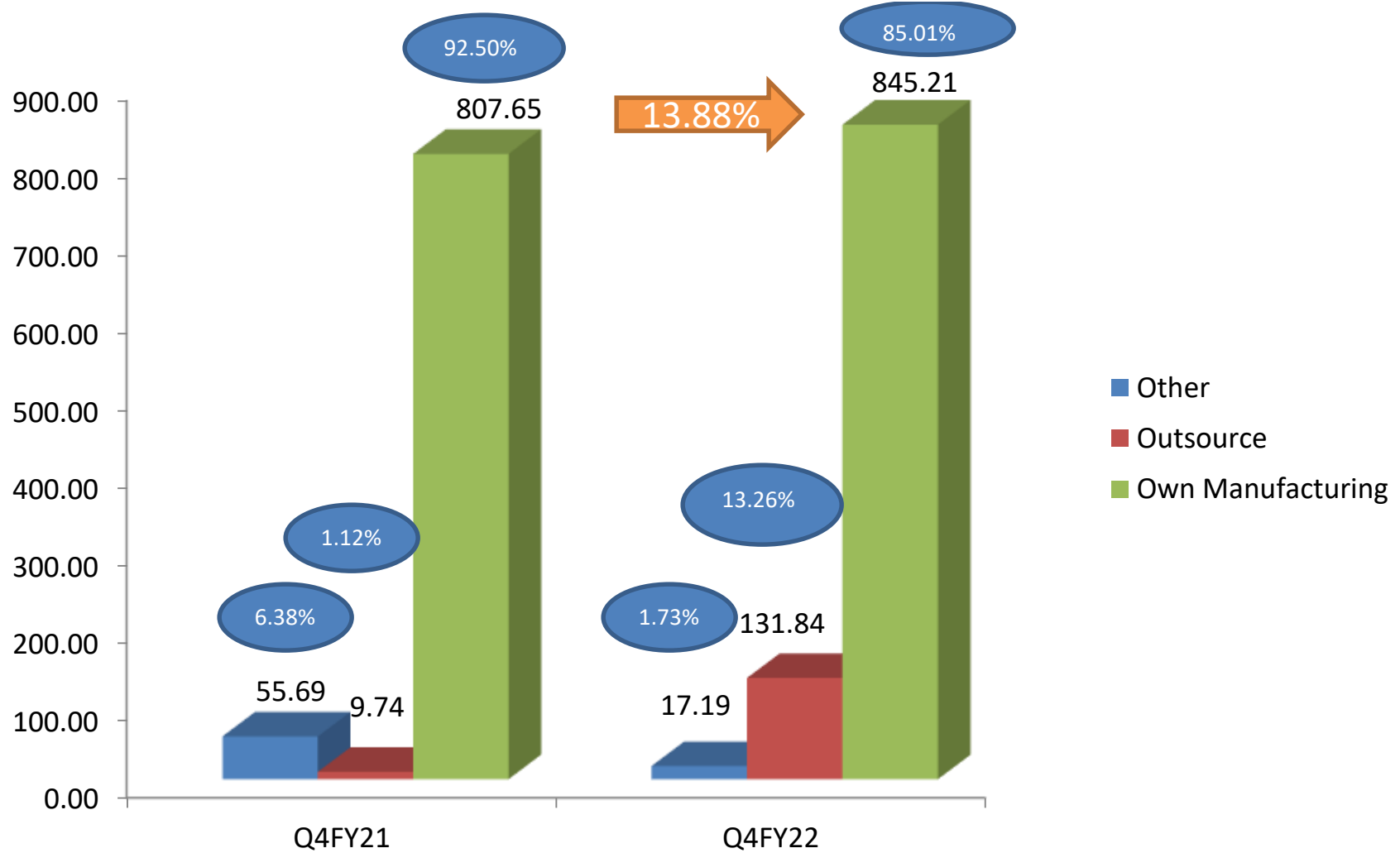
Y-o-Y Tiles Volume Growth in MSM



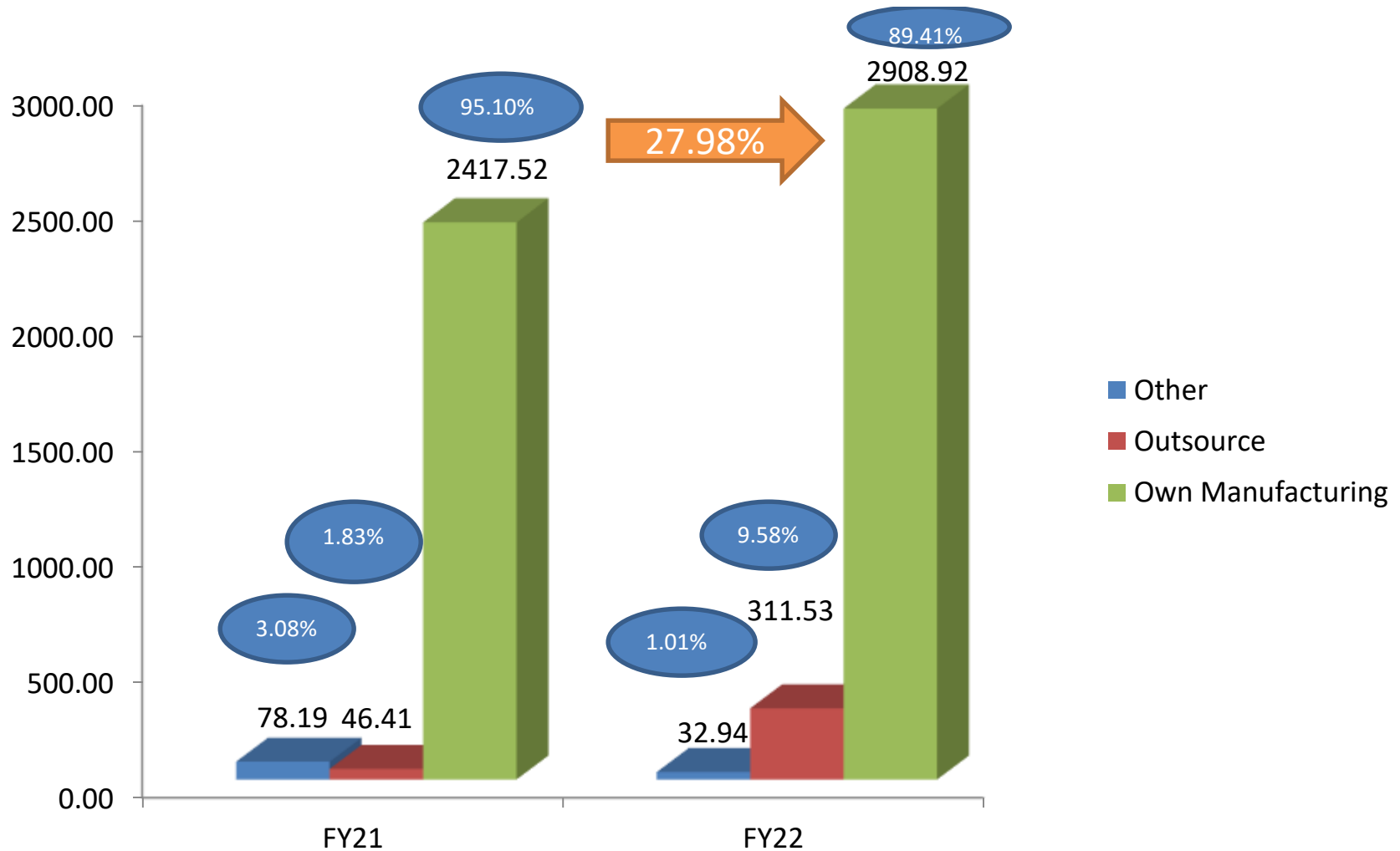
Annual Tiles Volume Growth in MSM

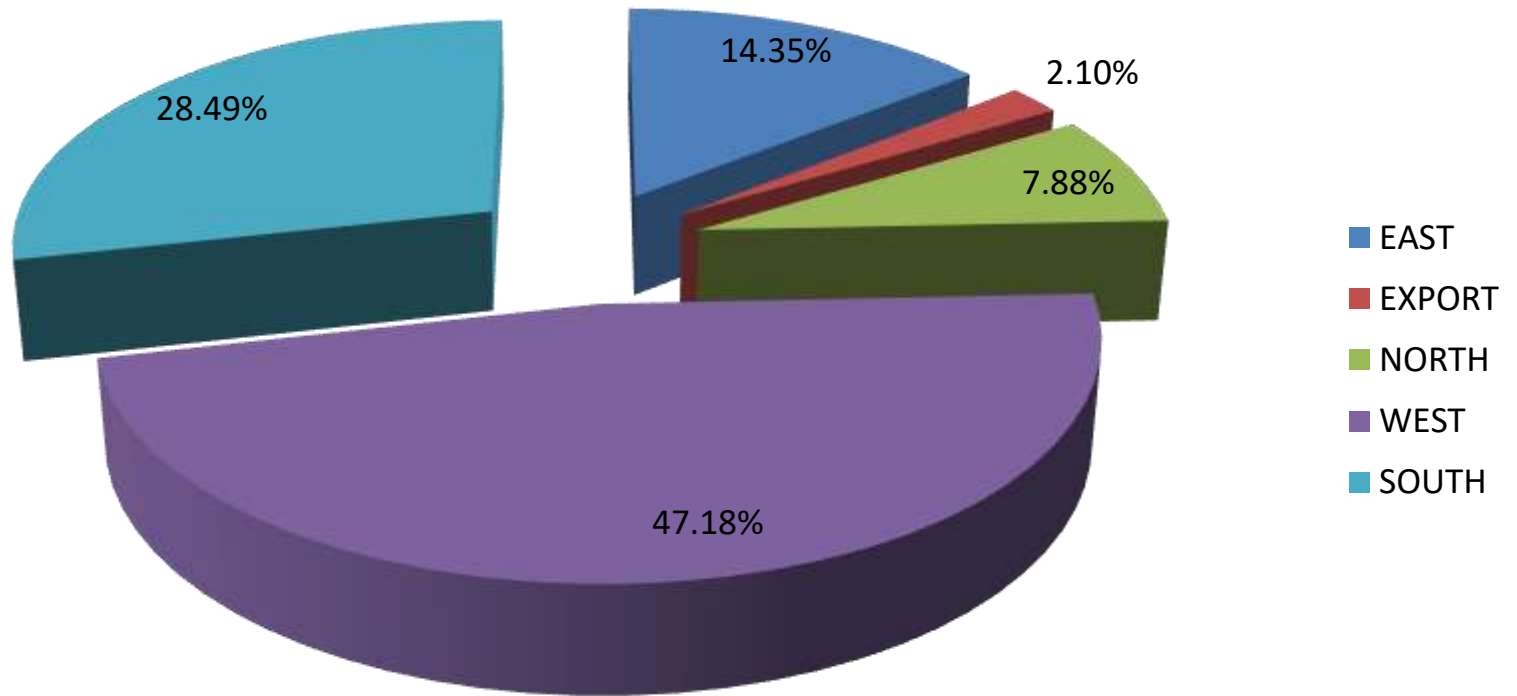


Y-o-Y Revenue Growth in Millions

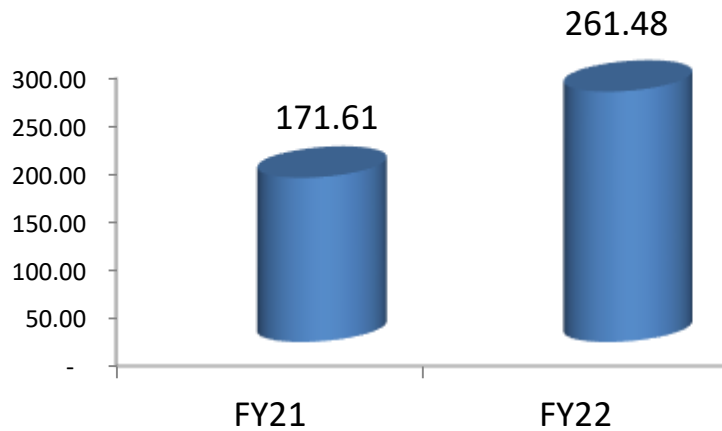


Annual Revenue Growth in Millions

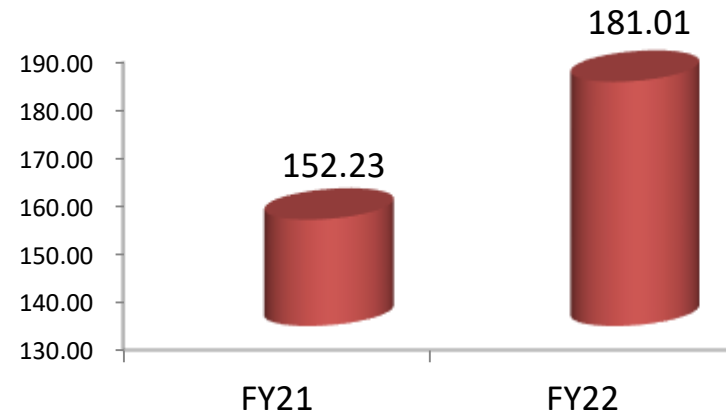




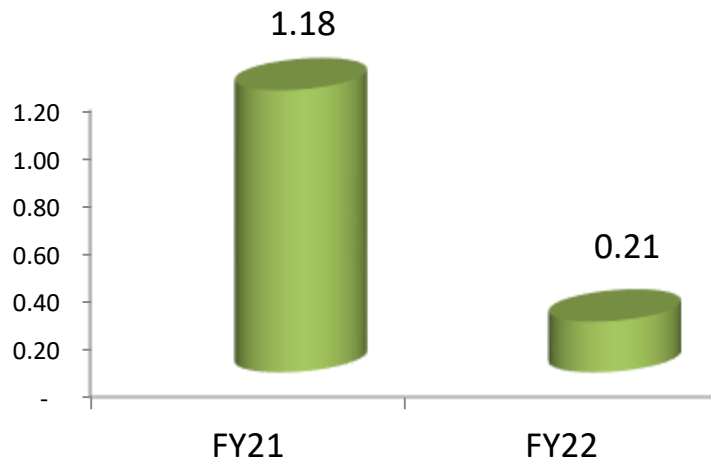
PBT



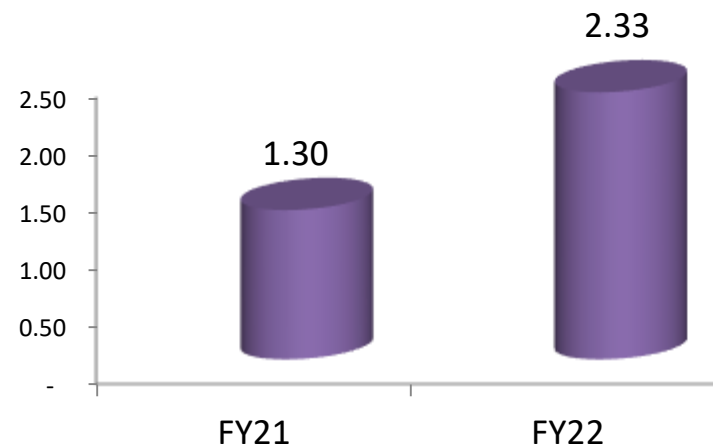
PAT



DEBT TO EQUITY



CURRENT RATIO





Section 4 | INCOME STATEMENT



Consolidated Income Statement In Millions

Particulars	Q4FY22	Q4FY21	GROWTH	FY22	FY21	GROWTH
Revenue from Operations	994.23	873.08	13.9%	3,253.38	2,551.45	27.5%
Other Income	(4.83)	13.55		13.25	47.08	
Cost of Goods Sold	371.31	324.12		1,168.45	844.08	
Employee Benefit Expense	63.85	60.74		240.67	192.55	
Other Expenses	399.63	346.97		1,359.88	1,041.36	
Total Operating Expense	834.79	731.83	14.1%	2,769.01	2,077.99	33.3%
EBIDTA	154.61	154.81	-0.1%	497.62	520.55	-4.4%
EBIDTA %	15.6%	17.7%		15.3%	20.4%	
Depreciation	33.80	45.98	-26.5%	136.37	136.34	0.0%
EBIT	120.81	108.83		361.25	384.20	
EBIT %	12.2%	12.5%		11.1%	15.1%	
Finance Cost	12.47	50.33	-75.2%	99.77	212.60	-53.1%
PBT	108.34	58.50	85.2%	261.48	171.61	52.4%
Tax Expenses	33.38	14.78	125.9%	80.47	19.37	315.4%
PAT	74.96	43.72	71.5%	181.01	152.23	18.9%
PAT Margin	7.5%	5.0%		5.6%	6.0%	
Other Comprehensive Income	(0.71)	0.72		(0.14)	0.76	
Total Comprehensive Income for the period	74.25	44.44	67.1%	180.87	152.99	18.2%
Paid up Equity Share Capital	447.41	335.55		447.41	335.55	
EPS	1.84	1.30	41.5%	4.45	4.54	-1.9%

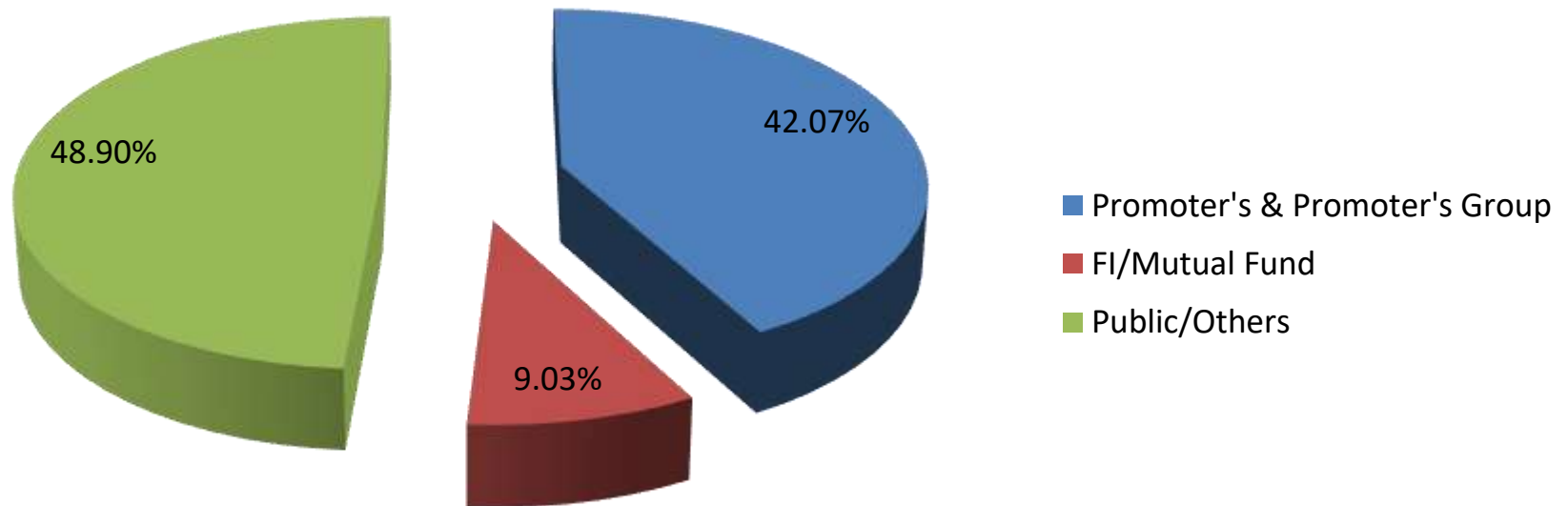
RATING BY BRICKWORK RATING INDIA PVT. LTD. AS ON 24th SEPTEMBER 2021

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





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:

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+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.



exaro[®]
TILES

Registered Office

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

Thank You!