



KRITI INDUSTRIES (INDIA) LIMITED

BRILLIANT SAPPHIRE, 801-804, 8th FLOOR, PLOT NO. 10, SCHEME 78-II, VIJAY NAGAR,
INDORE - 452 010 (M.P.) INDIA. PHONE No.: (+91-731) 2719100.
REGD. OFF.: "MEHTA CHAMBERS", 34, SIYAGANJ, INDORE - 452007 Phone: (+91-731) 2540963
E-mail: info@kritiindia.com Website: <http://www.kritiindia.com>

CIN : L25206MP1990PLC005732

KIIL/SE/2023-24

27th January, 2024

Online filing at: www.listing.bseindia.com and
<https://neaps.nseindia.com/NEWLISTINGCORP/login.jsp>

To,
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex, Bandra (E)
Mumbai – 400051
Symbol – KRITI

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai 400001
Scrip Code – 526423

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 earning presentation as on Q3/9M-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 | Q3/9M-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.

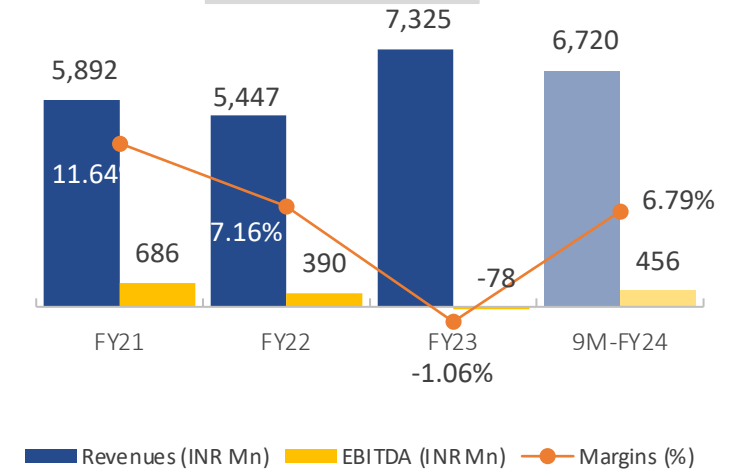
Kriti manufactures premium quality piping products and solutions, accessories, gas pipes, telecom ducts, submersible pipes and casing pipes which are used in applications of potable water supply, irrigation, building construction and infrastructure.

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

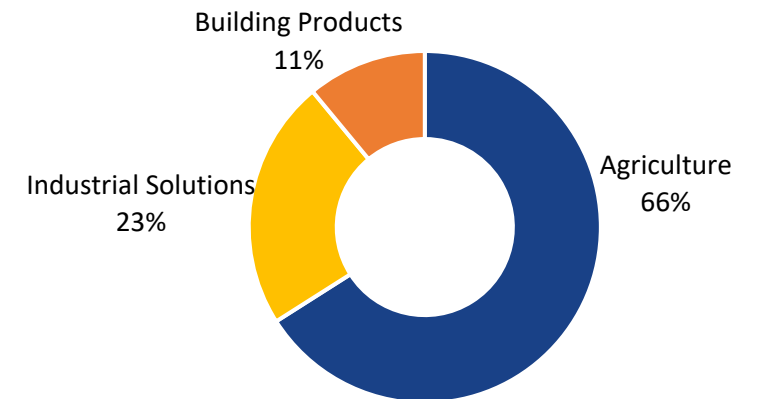
A strong distribution network with over 400+ dealers spread across 16 of the high growth states in India.

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



9M-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:

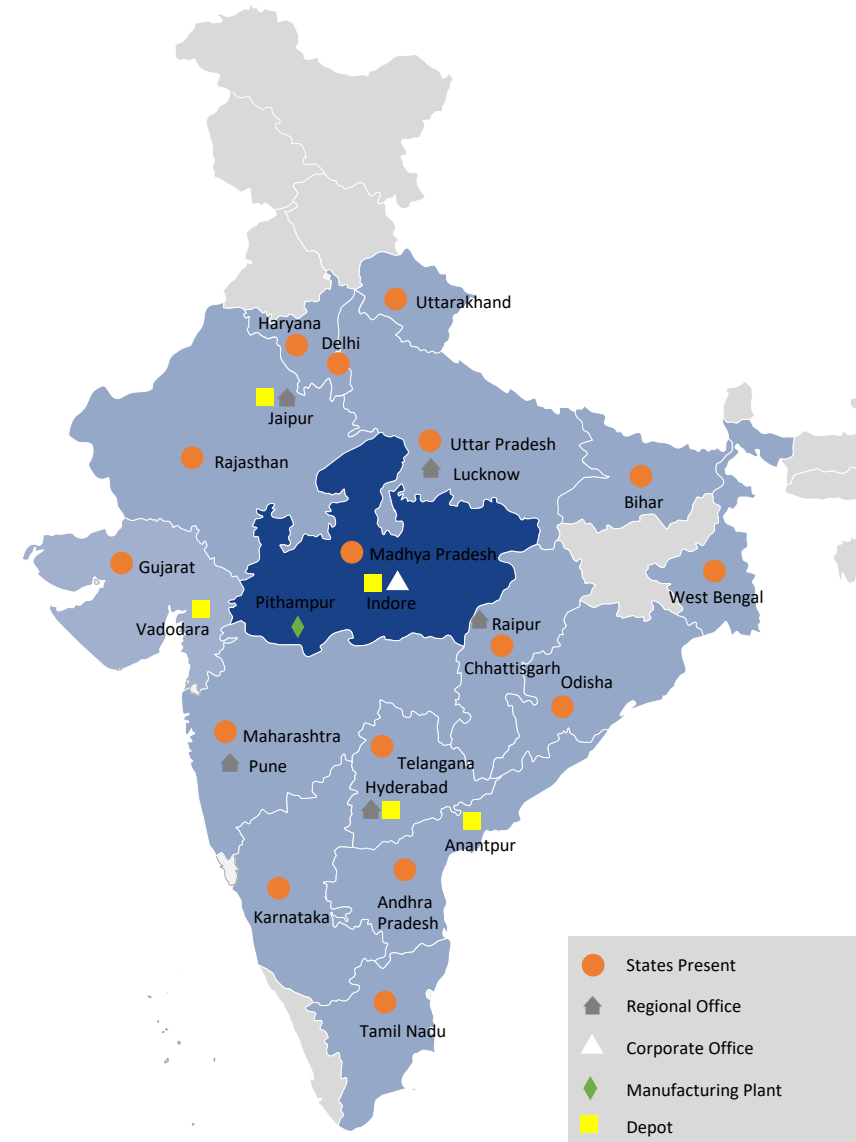
Agriculture	1,01,960 MTPA
Industrial Solutions	26,575 MTPA
Building Products	6,645 MTPA
Micro Irrigation	2,700 MTPA

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



KEY FINANCIAL HIGHLIGHTS



Key Financial Highlights

Q3-FY24 Consolidated Financial Highlights

Total Revenue	INR 2,428 Mn
EBITDA	INR 179 Mn
EBITDA Margin	7.37%
Net Profit	INR 80 Mn
PAT Margin	3.29%
Diluted EPS	INR 1.60

9M-FY24 Consolidated Financial Highlights

Total Revenue	INR 6,720 Mn
EBITDA	INR 456 Mn
EBITDA Margin	6.79%
Net Profit	INR 183 Mn
PAT Margin	2.72%
Diluted EPS	INR 3.70



Q3-FY24 Operational Highlights

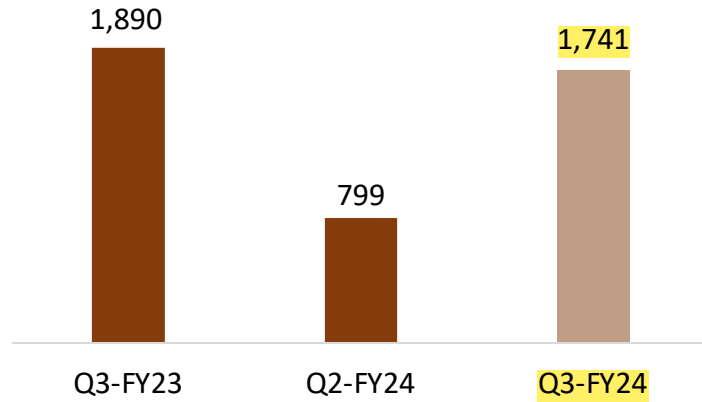
- The company has registered Y-o-Y growth in Building Product Business Q3-FY24 of 56% and 29% against Q3-FY23 in terms of Volume and Value respectively.

9M-FY24 Operational Highlights

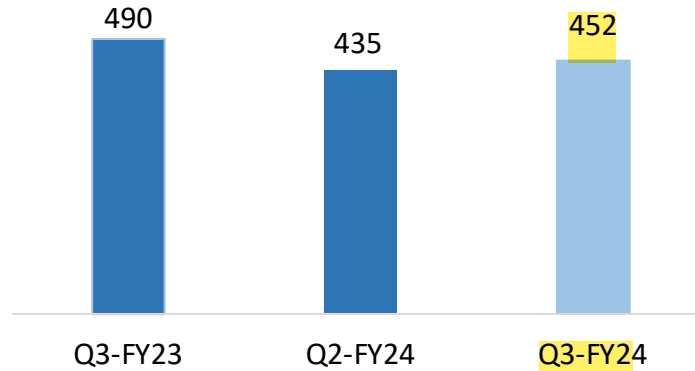
- The Company has registered an overall growth of 32% and 24% in terms of volume and value respectively on Y-o-Y basis with total sales volume 58,101 MT as against sales volume of 44,064 MT.

Quarterly Segmental Highlights

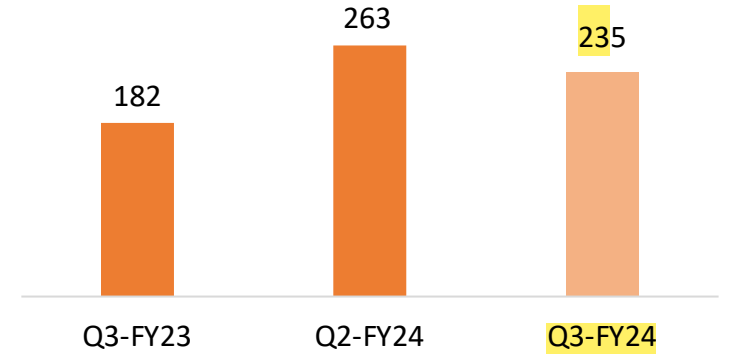
Agricultural Products Revenue (In Mn)



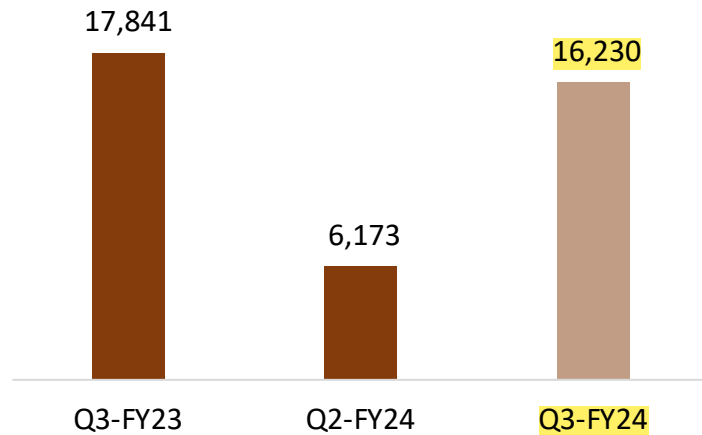
Industrial Solutions Revenue (In Mn)



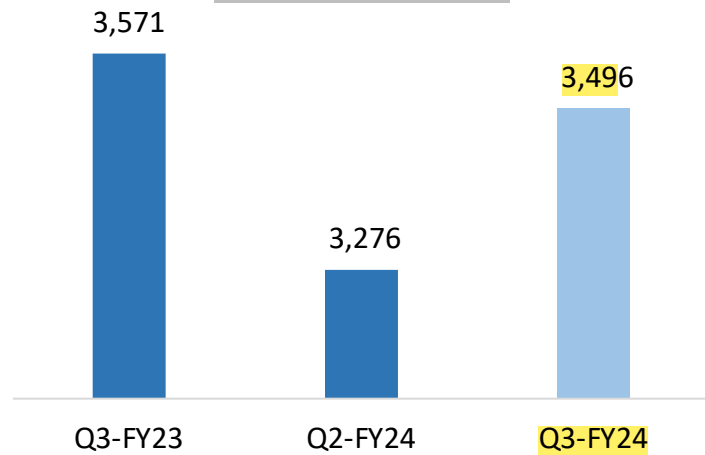
Building Products Revenue (In Mn)



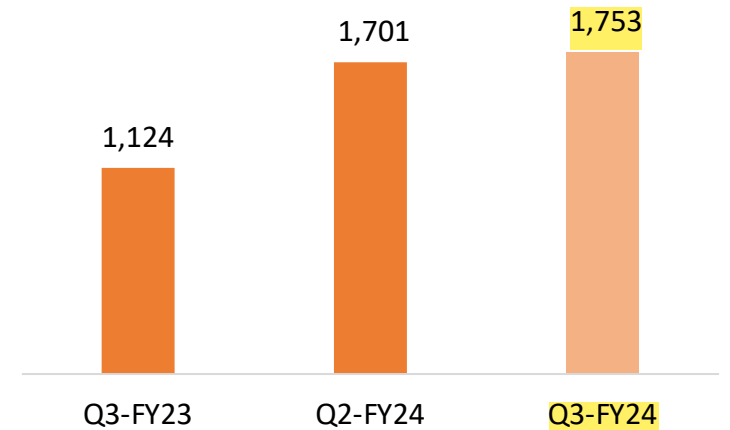
Agricultural Products Sales Volume (in MT)



Industrial Solutions Sales Volume (in MT)

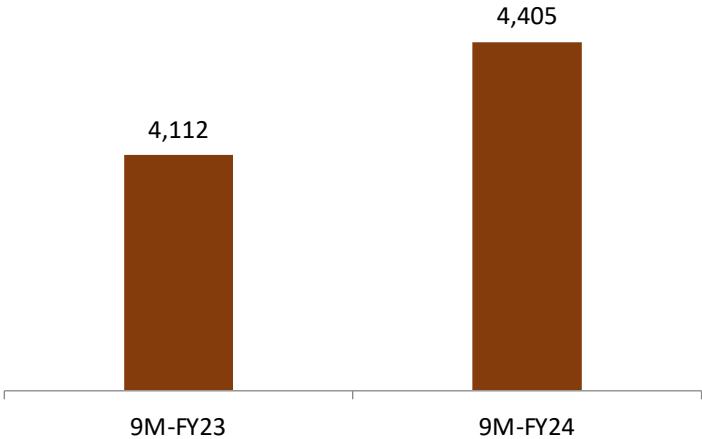


Building Products Sales Volume (in MT)

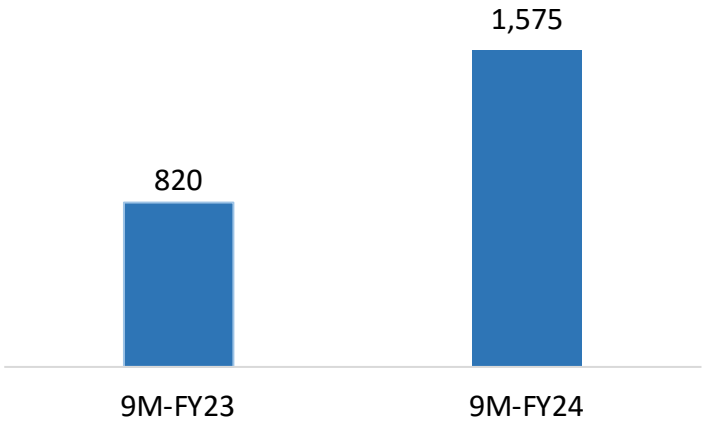


9M-FY24 Segmental Highlights

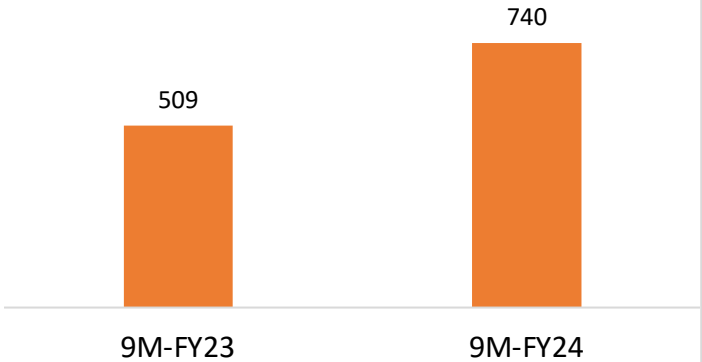
Agricultural Products Revenue (In Mn)



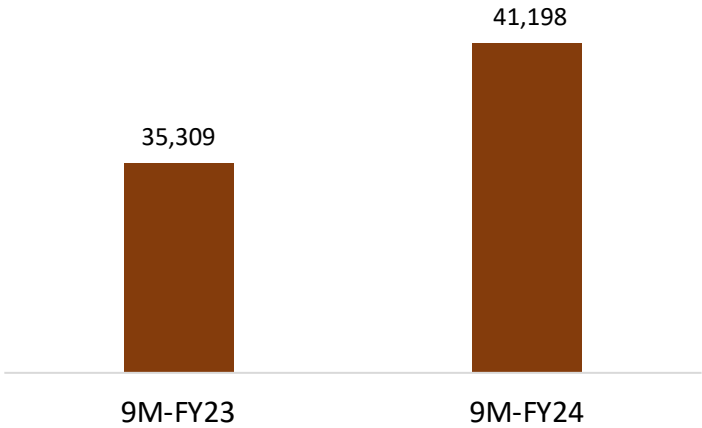
Industrial Solutions Revenue (In Mn)



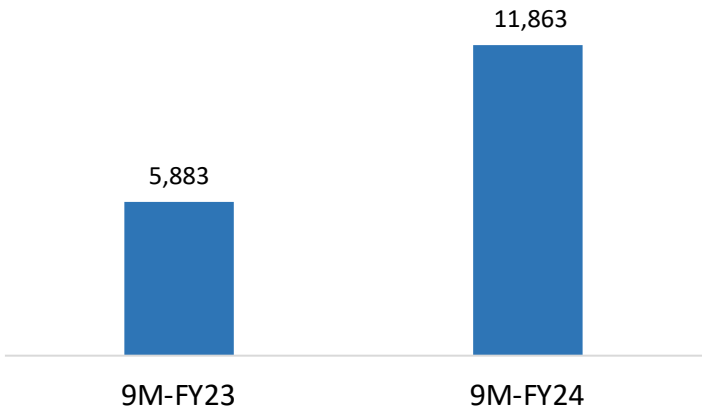
Building Products Revenue (In Mn)



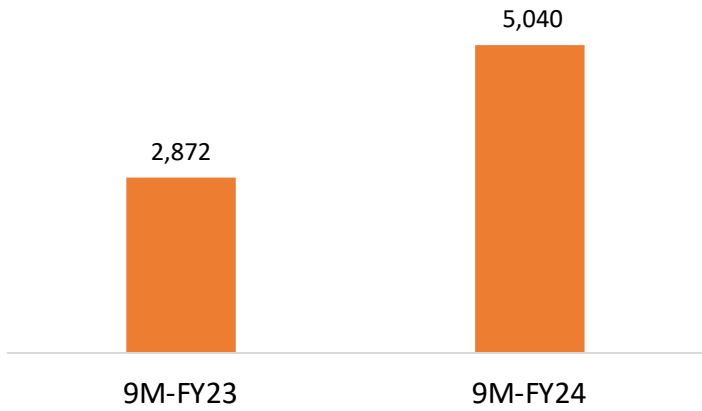
Agricultural Products Sales Volume (in MT)



Industrial Solutions Sales Volume (in MT)



Building Products Sales Volume (in MT)



Quarterly Consolidated Financial Performance

Particulars (In Mn)	Q3-FY24	Q3-FY23	Y-o-Y	Q2-FY24	Q-o-Q
Operational Income	2,428	2,561	(5.2)%	1,497	62.2%
Total Expenses	2,249	2,458	(8.5)%	1,393	61.5%
EBITDA	179	103	73.8%	104	72.1%
EBITDA Margin (%)	7.37%	4.02%	335 Bps	6.95%	42 Bps
Other Income	12	0	NA	3	NA
Depreciation	31	24	29.2%	30	3.3%
Finance Cost	52	38	36.8%	47	10.6%
Profit Before Tax from Continuing Operations	108	41	NA	30	NA
Tax	28	(6)	NA	5	NA
Profit After Tax from Continuing Operations	80	47	70.2%	25	NA
Profit/(Loss) Before Tax from Discontinuing Operations	-	0	NA	-	NA
Tax	-	1	NA	-	NA
Profit/(Loss) After Tax from Discontinuing Operations	-	(1)	NA	-	NA
Net Profit/(Loss) before shared Profit/(Loss) of Associate	80	46	73.9%	25	NA
Share in Net Profit/(Loss) of Associate	0	0	NA	0	NA
Net Profit/(Loss) for the Period	80	46	73.9%	25	NA
PAT Margin (%)	3.29%	1.80%	149 Bps	1.67%	162 Bps
Other Comprehensive Income	0	(1)	NA	0	NA
Total Comprehensive Income	80	45	77.8%	25	NA
Diluted EPS (INR)	1.60	0.92	73.9%	0.51	NA

9M-FY24 Consolidated Financial Performance

Particulars (In Mn)	9M-FY24	9M-FY23	Y-o-Y
Operational Income	6,720	5,441	23.5%
Total Expenses	6,264	5,675	10.4%
EBITDA	456	(234)	NA
EBITDA Margin (%)	6.79%	NA	NA
Other Income	22	33	(33.3)%
Depreciation	89	68	30.9%
Finance Cost	146	116	25.9%
Profit Before Tax	243	(385)	NA
Tax	61	4	NA
Profit After Tax from Continuing Operations	182	(389)	NA
Profit/ (Loss) Before Tax from Discontinuing Operations	0	0	NA
Tax	0	1	NA
Profit/ (Loss) After Tax from Discontinuing Operations	0	(1)	NA
Net Profit/(Loss) before shared Profit/(Loss) of Associate	182	(390)	NA
Share in Net Profit/(Loss) of Associate	1	0	NA
Net Profit/ (Loss) for the Period	183	(390)	NA
PAT Margin (%)	2.72%	NA	NA
Other Comprehensive Income	0	(1)	NA
Total Comprehensive Income	183	(391)	NA
Diluted EPS (INR)	3.70	(7.86)	NA

Historical Consolidated Income Statement (IndAS)

Particulars (In Mn)	FY21	FY22	FY23	9M-FY24
Operational Income	5,892	5,447	7,325	6,720
Total Expenses	5,206	5,057	7,403	6,264
EBITDA	686	390	(78)	456
EBITDA Margin (%)	11.64%	7.16%	NA	6.79%
Other Income	9	13	35	22
Depreciation	75	81	91	89
Finance Cost	110	141	167	146
Exceptional Item	-	(12)	-	-
Profit Before Tax	510	193	(301)	243
Tax	130	50	(73)	61
Profit After Tax from Continuing Operations	380	143	(228)	182
Profit/ (Loss) Before Tax from Discontinuing Operations	(23)	55	(1)	0
Tax	(4)	(1)	1	0
Profit/ (Loss) After Tax from Discontinuing Operations	(19)	56	(2)	0
Net Profit/(Loss) before shared Profit/(Loss) of Associate	361	199	(230)	182
Share in Net Profit/(Loss) of Associate	-	-	-	1
Net Profit/ (Loss) for the Period	361	199	(230)	183
PAT Margin (%)	6.13%	3.65%	NA	2.72%
Other Comprehensive Income	-	(1)	-	0
Total Comprehensive Income	361	198	(230)	183
Diluted EPS (INR)	7.27	4.02	(4.64)	3.70

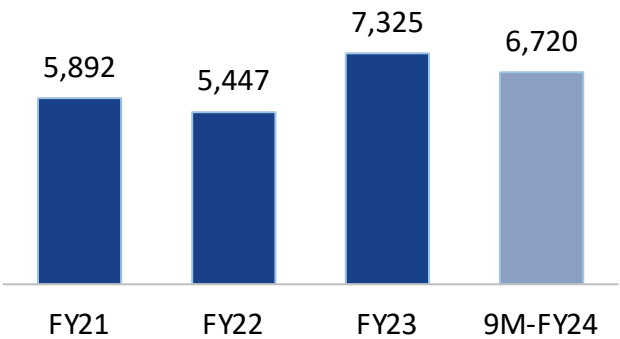
Historical Consolidated Balance Sheet (IndAS)

Particulars (INR Mn)	FY22	FY23	H1-FY24
EQUITIES & LIABILITIES			
<u>Equity</u>			
Equity Share Capital	50	50	50
Other Equity	1,492	1,251	1,355
Total Equity	1,542	1,301	1,405
<u>Non Current Liabilities</u>			
<u>Financial Liabilities</u>			
Borrowings	196	252	267
Lease Liabilities	29	27	25
Provisions	2	6	6
Deferred tax liabilities (Net)	102	29	61
Other Non Current Liabilities	32	43	45
Sub Total of Non Current Liabilities	361	357	404
<u>Current Liabilities</u>			
<u>Financial Liabilities</u>			
Borrowings	764	919	866
Trade Payables	1,272	1,292	1,252
Other Financial Liabilities	1	1	1
Other Current Liabilities	117	224	258
Provisions	18	20	22
Current Tax Liabilities (Net)	-	-	-
Sub Total of Current Liabilities	2,172	2,456	2,399
Other advances received against assets held for sale	17	-	-
TOTAL EQUITIES & LIABILITIES	4,092	4,114	4,208

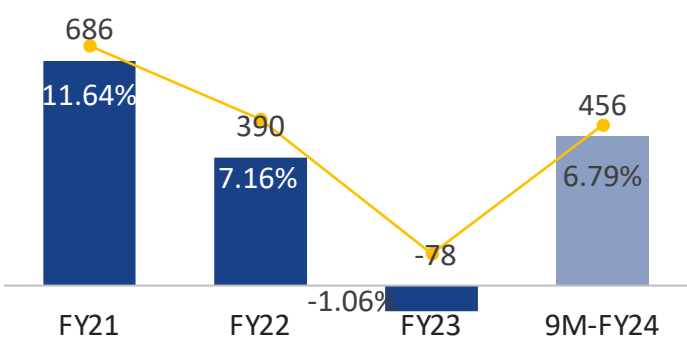
Particulars (INR Mn)	FY22	FY23	H1-FY24
ASSETS			
<u>Non Current Assets</u>			
Property, Plant & Equipment	1,058	1,235	1,359
Capital Work-in-Progress	137	169	125
Other Intangible Assets	1	-	-
<u>Financial Assets</u>			
Investments	-	29	29
Loans	-	-	-
Other Financial Assets	23	21	31
Other Non-Current Assets	-	-	-
Sub Total of Non-Current Assets	1,219	1,454	1,544
<u>Current Assets</u>			
Inventories	2,066	1,594	1,621
<u>Financial Assets</u>			
i)Trade Receivables	324	534	507
ii)Cash & Cash Equivalents	1	1	3
iii)Bank Balance other than (ii) above	139	131	157
iv)Loans	22	15	2
v)Income Tax Assets	11	21	22
Other Current Assets	308	364	352
Sub Total of Current Assets	2,871	2,660	2,664
Property, Plant & Equipment held for Sale	2	-	-
TOTAL ASSETS	4,092	4,114	4,208

Consolidated Financial Highlights

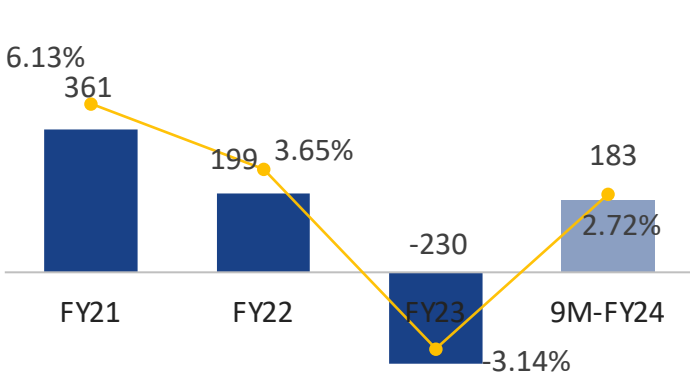
Revenue From Operations (INR Mn)



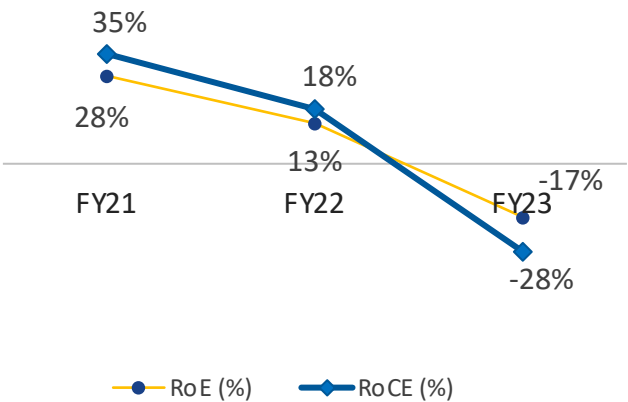
EBITDA (In INR Mn) & EBITDA Margins (%)



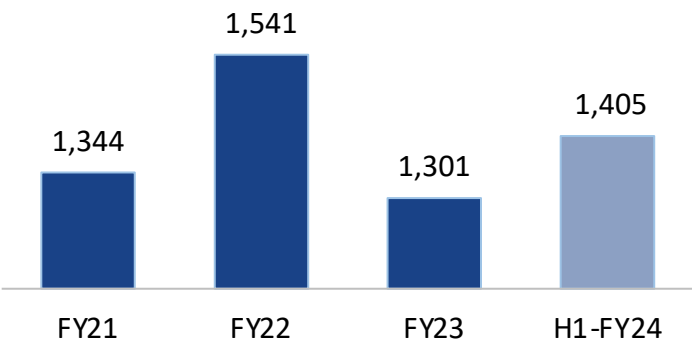
Net Profit (In INR Mn) & PAT Margins (%)



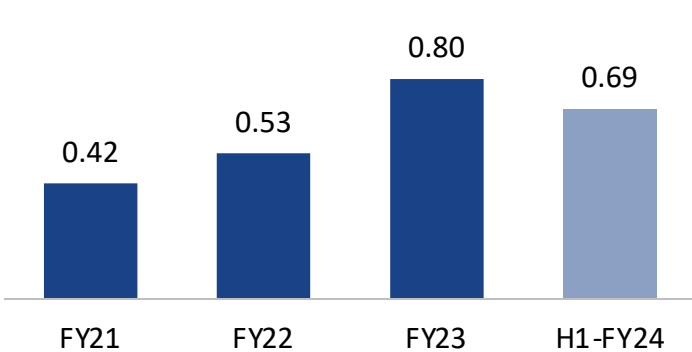
ROCE (%) and ROE (%)



Net Worth (INR Mn)

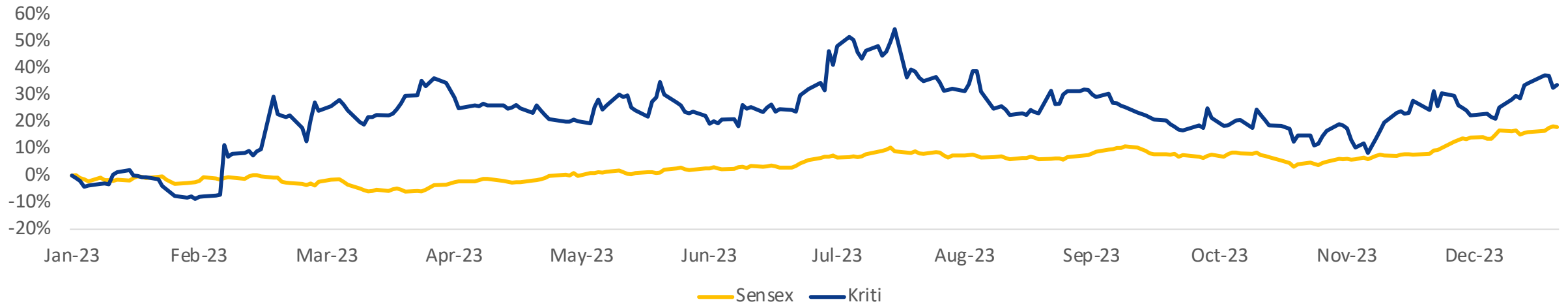


Net Debt to Equity (x)



Capital Market Information

1 Year Stock Performance (upto 31st December, 2023)

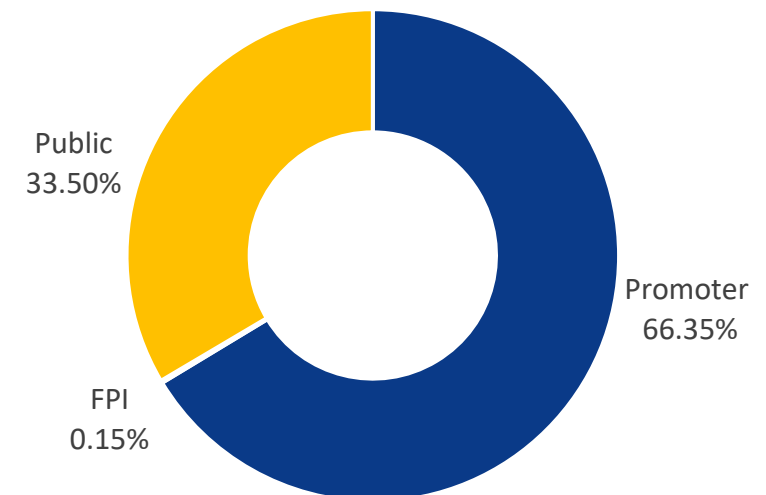


Price Data (as on 31st December, 2023)

INR

Face Value	1.00
Market Price	112.45
52 Week High / Low	140.75 / 72.60
Market Cap (INR Mn)	5,577.92
Equity Shares Outstanding (Mn)	49.60
1 Year Avg. Trading volume ('000)	97.40

Shareholding Pattern as on 31st December, 2023



Disclaimer

Kriti Industries (India) Limited

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Kriti Industries (India) Limited, which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further details, please feel free to contact our Investor Relations Representatives:



Mr. Anuj Sonpal

Valorem Advisors

Tel: +91-22-49039500

Email: kriti@valoremadvisors.com

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



KRITI
GROUP

THANK YOU

