KDDL Limited

Kamla Centre, SCO 88-89, Sector 8-C, Chandigarh - 160 009, INDIA. Tel: +91 172 2548223/24, 2544378/79
Fax: +91 172 2548302, Website:www.kddl.com CIN-L33302HP1981PLC008123

Ref : KDDL/CS/2022-23/37

Date : 3rd August, 2022

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra,
Mumbai - 400 051

BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001

Trading Symbol : KDDL

Scrip Code : 532054

Subject: Investor Presentation

Dear Sir/ Madam,

Please find enclosed Investor Presentation for Q1 FY23.

Kindly take the same on record.

Thanking you,

Yours truly

For KDDL Limited

KDDL LIMITED

Brahm Prakash Kumar
Company Secretary

KDDL Limited

Investor Presentation

August 2022

Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which has been prepared by KDDL Ltd, (the "Company"), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but 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.

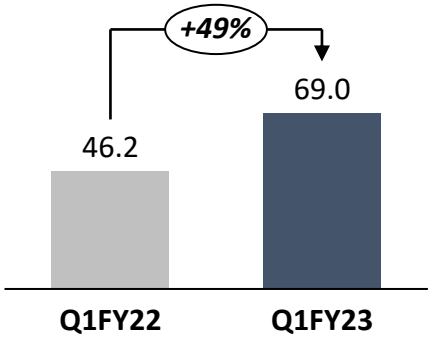
Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. 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.

Q1FY23 Performance Overview

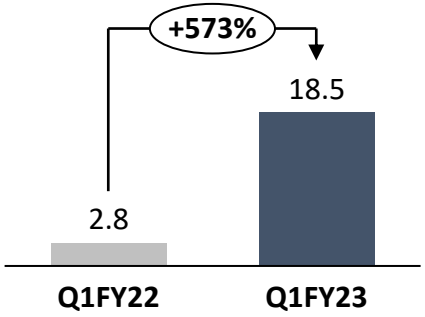
Q1FY23 Performance

KDDL Standalone Performance (Rs. Crs.)

Revenue

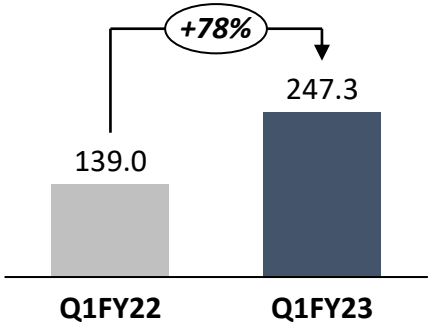


PAT

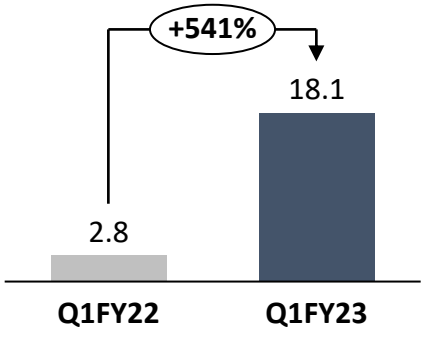


KDDL Consolidated Performance (Rs. Crs.)

Revenue



PAT



Standalone Profit & Loss

Profit & Loss (Rs. Crs.)	Q1FY23	Q1FY22	YoY%	FY22	FY21	YoY%
Revenue	**69.0**	**46.2**	**49%**	**218.0**	**146.9**	**48%**
Cost of Goods Sold	17.2	12.0		57.2	37.7	
Gross Profit	**51.8**	**34.2**	**51%**	**160.8**	**109.2**	**47%**
Employee Expenses	19.0	15.5		64.9	49.7	
Other Expenses	17.6	11.4		55.6	35.7	
EBITDA	**15.2**	**7.4**	**106%**	**40.3**	**23.9**	**69%**
Margin (%)	**22.0%**	**15.9%**		**18.5%**	**16.2%**	
Other Income	12.3	1.3		5.5	2.5	
Interest	1.8	1.9		7.6	9.3	
Depreciation	3.1	2.9		11.7	12.0	
PBT	**22.6**	**3.9**	**479%**	**26.5**	**5.1**	**415%**
Tax	4.1	1.2		**5.9**	1.8	
PAT	**18.5**	**2.8**	**573%**	**20.6**	**3.4**	**508%**

Consolidated Profit & Loss

Profit & Loss (Rs. Crs.)	Q1FY23	Q1FY22	YoY%	FY22	FY21	YoY%
Revenue	**247.3**	**139.0**	**78%**	**816.2**	**548.8**	**49%**
Cost of Goods Sold	137.0	76.0		471.8	323.5	
Gross Profit	**110.3**	**63.0**	**75%**	**344.4**	**225.3**	**53%**
Employee Expenses	36.3	26.6		120.4	86.3	
Other Expenses	34.0	21.5		116.9	74.0	
EBITDA	**40.1**	**14.9**	**169%**	**107.1**	**65.0**	**65%**
Margin (%)	**16.2%**	**10.7%**		**13.1%**	**11.8%**	
Other Income	3.2	5.7		15.3	18.4	
Interest	6.2	5.9		24.8	26.8	
Depreciation	11.7	10.4		45.4	46.0	
Share of Profit / (Loss) of equity accounted investees	0.2	-0.1		0.0	0.1	
PBT	**25.5**	**4.2**	**503%**	**52.3**	**10.6**	**393%**
Tax	7.4	1.4		15.1	3.6	
PAT	**18.1**	**2.8**	**541%**	**37.1**	**7.0**	**434%**

Consolidated Profit & Loss |Without IND AS 116

Profit & Loss (Rs. Crs.)	Q1FY23	Q1FY22	YoY%	FY22	FY21	YoY%
Revenue	**247.3**	**139.0**	**78%**	**816.2**	**548.8**	**49%**
Cost of Goods Sold	137.0	76.0		471.8	323.5	
Gross Profit	**110.3**	**63.0**	**75%**	**344.4**	**225.3**	**53%**
Employee Expenses	36.3	26.6		120.4	86.3	
Other Expenses	42.5	21.5		150.9	106.7	
Normalized EBITDA	**31.5**	**14.9**	**112%**	**73.1**	**32.2**	**127%**
Normalized EBITDA Margin (%)	**12.7%**	**10.7%**		**9.0%**	**5.9%**	
Other Income	3.2	5.7		15.3	18.4	
Interest	3.2	5.9		13.9	15.3	
Depreciation	4.9	10.4		18.5	18.7	
Share of Profit / (Loss) of equity accounted investees	0.2	-0.1		0.0	0.1	
Normalized PBT	**26.7**	**4.2**	**532%**	**56.0**	**16.8**	**234%**

New Capex to drive growth

Dials Factory

- Expansion of Dials factory situated at Derabassi, Punjab
- The expansion will enhance the capacity of the unit by 0.5 million pcs. per annum, especially to cater for exports to the medium-high watch segment of Swiss Watches
- The expansion will involve capex of Rs. 16 crores and will be executed in phases over two years period (in FY23 and FY24)

Steel Bracelets

- Setting up of a new plant for manufacturing of top quality steel bracelets for watches around Bangalore (Karnataka)
- The plant will cater exclusively to mid and high-end Swiss and European watches market
- The expansion will involve a capital expenditure of Rs. 25 crores to be executed over next two years (in FY23 and FY24)
- The plant is intended to be setup with a capacity of 100k steel bracelets p.a.

Manufacturing Business Overview

Introduction - Watch Dials and Hands Business

Watch Dials

- Commercial operations began in 1983
- Leading Global supplier of Watch Dial serving many well-known brands all over the world
- Manufacturing facilities located at Parwanoo & Derabassi, near Chandigarh in India
- Capability to manufacture dials with high & complex features

Watch Hands

- Commercial operations began in 1996
- Only supplier in India and one of 5 independent manufacturers globally; facilities located at Bengaluru
- Acquired Estima AG in Switzerland; to enhance presence in mid-priced segment European Brands

Value Proposition

- Deep Understanding of the Global Watch Industry
- Established relationships with Swiss Watch makers as well as Indian Watch makers
- Consistent Manufacturing meeting International Quality norms

Precision Engineering Business

Value Proposition

Eigen offers a full package of services, ranging from design and development to full scale production, providing customers with optimized supply chain solutions

Capabilities

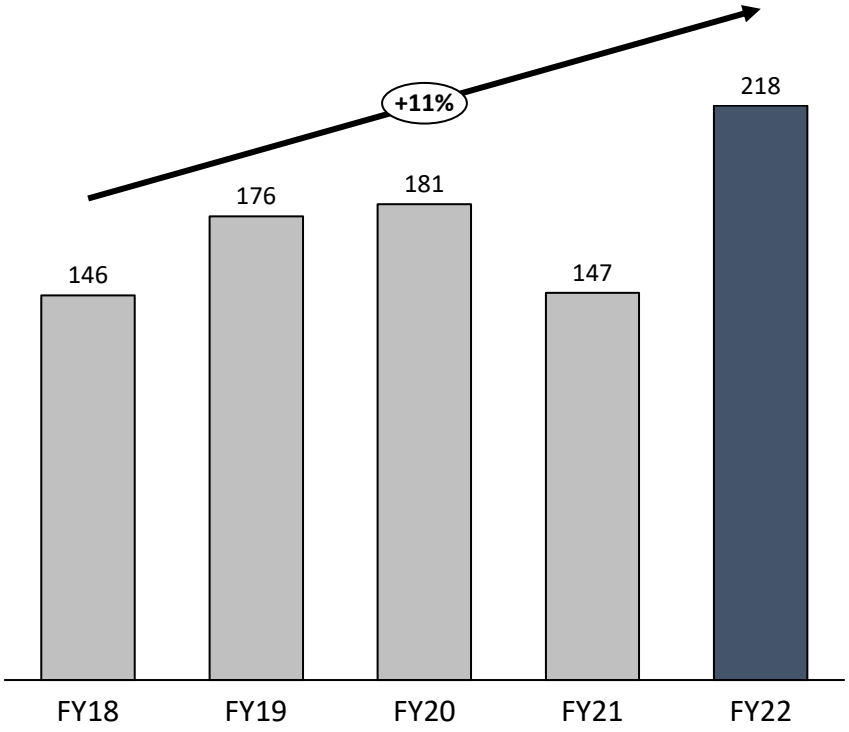
We address various segments such as Electrical, Electronics, Automobile, Telecommunications, medical equipment, Aerospace, Consumer Durables etc

Customers

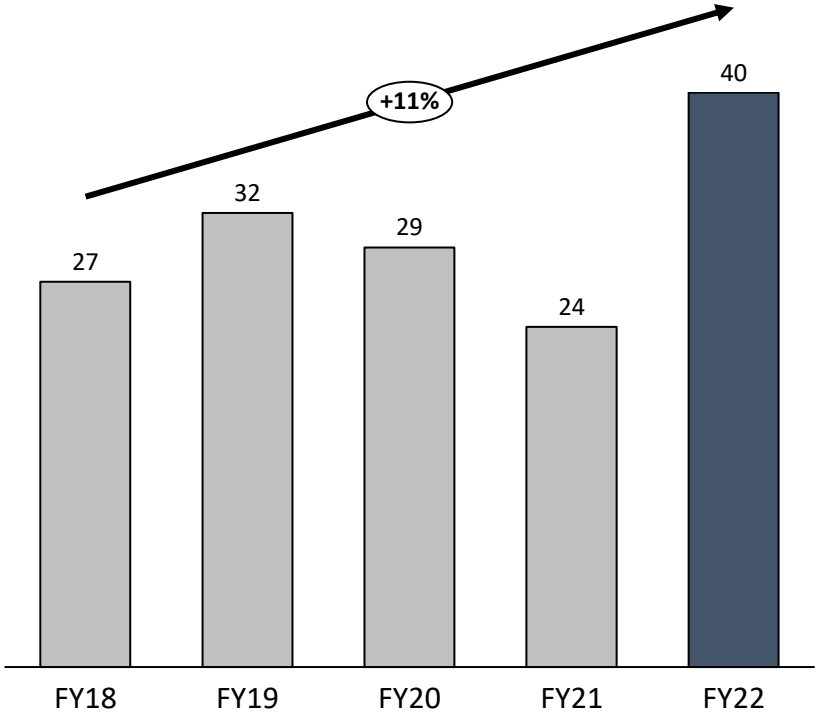
Enabling our customers to meet their design and production needs for over 12 years. We have some of the most well-known names in their industry as our esteemed customers

Manufacturing Performance*

Revenue (Rs. Crs.)



EBITDA (Rs. Crs.)



The results for FY21 were adversely affected by the COVID-19 pandemic and may not be strictly comparable with previous periods

*Excludes the Financial Performance of Estima AG, Switzerland

Ethos - Consolidated Profit & Loss

Profit and Loss (in Rs. Crs)	Q1FY23	Q1FY22	YoY	FY22	FY21	YoY
Revenue from Operations	**173.6**	**88.9**	**95%**	**577.3**	**386.6**	**49%**
Other Income	**2.2**	**5.1**		**12.8**	**16.4**	
Total Income	**175.8**	**94.1**		**590.1**	**403.0**	
Cost of Goods Sold	118.9	63.6		411.1	281.7	
Gross Profit (Revenue - COGS)	**54.7**	**25.3**	**116%**	**166.2**	**104.9**	**58%**
Gross Profit Margin	**31.5%**	**28.5%**		**28.8%**	**27.1%**	
Employee Cost	12.4	8.5		42.4	29.2	
Other Expenses	15.2	10.1		56.9	36.0	
EBITDA	**29.3**	**11.8**	**148%**	**79.7**	**56.1**	**42%**
EBITDA Margin	**16.6%**	**12.6%**		**13.5%**	**13.9%**	
Depreciation	8.1	7.0		31.5	32.5	
EBIT	**21.1**	**4.8**	**336%**	**48.2**	**23.6**	**104%**
Finance Cost	4.2	3.7		16.7	17.0	
Share in Profit/(loss) in JV and Associates	0.2	-0.1		0.0	0.1	
Profit before Tax	**17.1**	**1.1**	**-**	**31.5**	**6.7**	**369%**
Tax	4.3	0.3		8.1	2.0	
Profit After Tax	**12.8**	**0.8**	**-**	**23.4**	**4.8**	**392%**
Profit After Tax Margin	**7.3%**	**0.9%**		**4.0%**	**1.2%**	

For Ethos updates – Please refer to the presentation uploaded to stock exchanges by Ethos Limited

For further information, please contact:

Company :	**Investor Relations Advisors :**
KDDL Limited CIN : L33302HP1981PLC008123 Mr. Sanjeev Masown, CFO – KDDL sanjeev.masown@kddl.com www.kddl.com	CIN : U74140MH2010PTC204285 Mr. Shogun Jain/ Mr. Shrenik Shah +91 77383 77756 / +91 9664 764465 shogun.jain@sgapl.net / Shrenik.shah@sgapl.net www.sgapl.net