

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/2021-22/99

Date : 29th January, 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 Q3 FY22.

Kindly take the same on record.

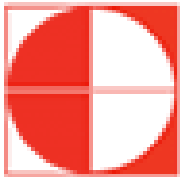
Thanking you,

Yours truly

For KDDL Limited



Brahm Prakash Kumar
Company Secretary



KDDL Limited

**Investor Presentation
January 2022**



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.

Q3FY22 Performance Overview

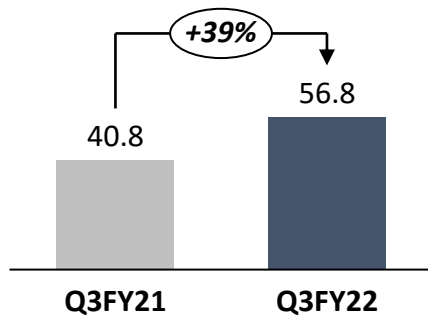


Q3FY22 Performance

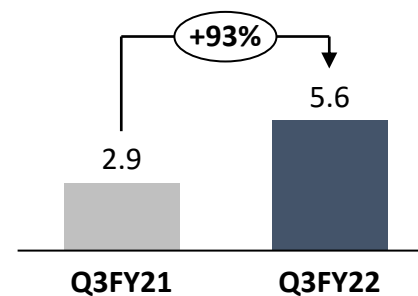


KDDL Standalone Performance (Rs. Crs.)

Revenue

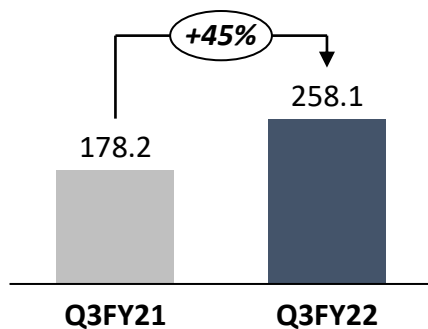


PAT

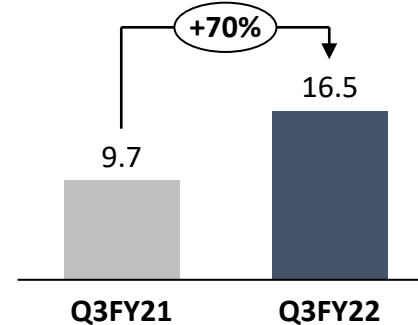


KDDL Consolidated Performance (Rs. Crs.)

Revenue



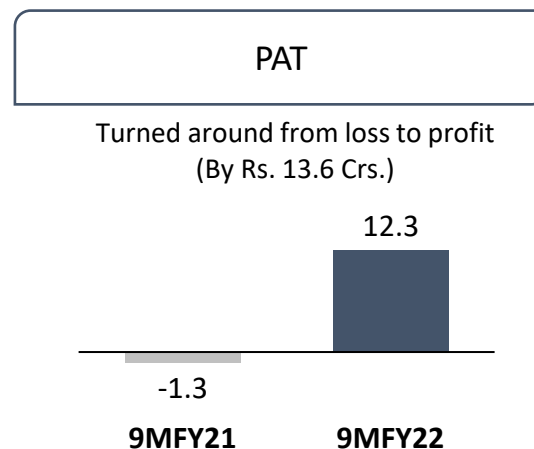
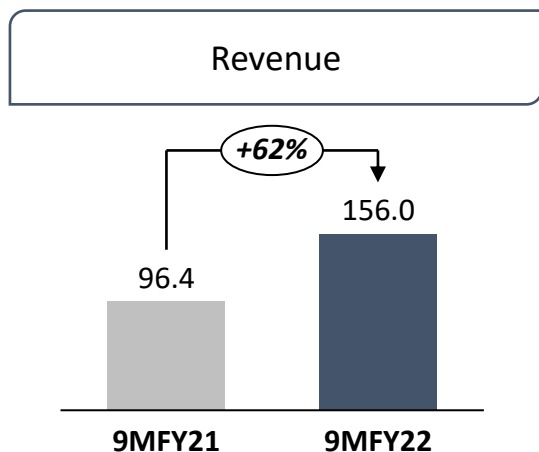
PAT



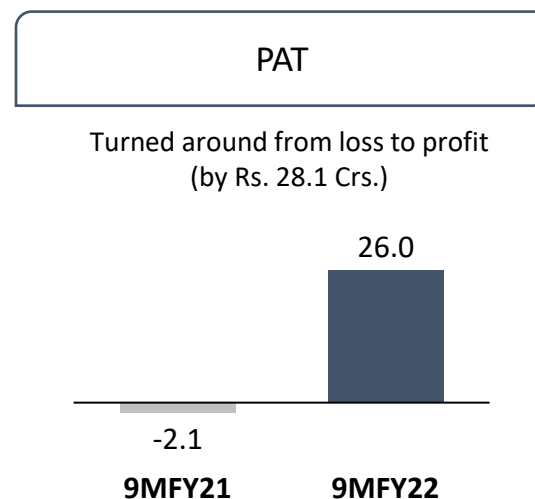
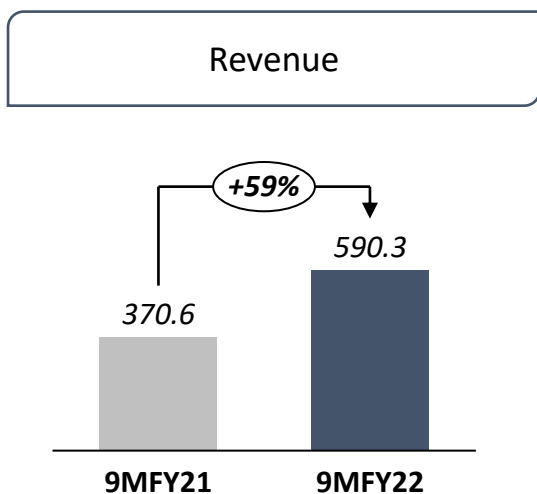
9MFY22 Performance



KDDL Standalone Performance (Rs. Crs.)



KDDL Consolidated Performance (Rs. Crs.)



Standalone Profit & Loss



Profit & Loss (Rs. Crs.)	Q3FY22	Q3FY21	YoY%	9MFY22	9MFY21	YoY%
Revenue	56.8	40.8	39%	156.0	96.4	62%
Cost of Goods Sold	14.3	10.5		40.9	25.6	
Gross Profit	42.5	30.4	40%	115.1	70.8	63%
Employee Expenses	16.2	13.1		47.6	35.1	
Other Expenses	14.8	9.5		39.0	24.0	
EBITDA	11.5	7.7	50%	28.6	11.7	145%
Margin (%)	20.3%	18.9%		18.3%	12.1%	
Other Income	1.3	1.0		3.2	2.7	
Interest	2.0	2.3		5.6	7.1	
Depreciation	2.9	3.0		8.7	9.0	
PBT	7.9	3.5	129%	17.5	-1.7	-
Tax	2.3	0.6		5.1	-0.4	
PAT	5.6	2.9	93%	12.3	-1.3	-

Consolidated Profit & Loss



Profit & Loss (Rs. Crs.)	Q3FY22	Q3FY21	YoY%	9MFY22	9MFY21	YoY%
Revenue	258.1	178.2	45%	590.3	370.6	59%
Cost of Goods Sold	153.4	108.6		343.4	222.2	
Gross Profit	104.7	69.6	50%	246.9	148.4	66%
Employee Expenses	31.9	22.1		87.5	60.4	
Other Expenses	34.6	20.9		83.2	50.4	
EBITDA	38.2	26.6	44%	76.3	37.7	103%
Margin (%)	14.8%	14.9%		12.9%	10.2%	
Other Income	3.4	4.0		12.4	15.7	
Interest	6.5	6.6		18.3	20.4	
Depreciation	12.0	11.0		33.7	35.1	
Share of Profit / (Loss) of equity accounted investees	0.1	0.1		-0.1	-0.1	
PBT	23.2	13.1	76%	36.6	-2.2	-
Tax	6.7	3.4		10.6	-0.1	
PAT	16.5	9.7	70%	26.0	-2.1	-

Consolidated Profit & Loss (IND AS 116 impact)



Profit & Loss (Rs. Crs.)	As Reported		Without IND AS 116	
	Q3FY22	Q3FY21	Q3FY22	Q3FY21
Revenue	258.1	178.2	258.1	178.2
Cost of Goods Sold	153.4	108.6	153.4	108.6
Gross Profit	104.7	69.6	104.7	69.6
Employee Expenses	31.9	22.1	31.9	22.1
Other Expenses	34.6	20.9	43.5	29.7
Normalized EBITDA	38.2	26.6	29.3	17.8
Normalized Margin (%)	14.8%	14.9%	11.4%	10.0%
Other Income	3.4	4.0	3.4	4.0
Interest	3.8	3.7	3.8	3.7
INDAS 116 Interest	2.7	2.9	-	-
Depreciation	4.7	4.2	4.7	4.2
INDAS 116 Depreciation	7.3	6.8	-	-
Share of Profit / (Loss) of equity accounted investees	-0.1	-0.1	-0.1	-0.1
PBT	23.2	13.1	24.3	14.0

Consolidated Profit & Loss (IND AS 116 impact)



Profit & Loss (Rs. Crs.)	As Reported		Without IND AS 116	
	9MFY22	9MFY21	9MFY22	9MFY21
Revenue	590.3	370.6	590.3	370.6
Cost of Goods Sold	343.4	222.2	343.4	222.2
Gross Profit	246.9	148.4	246.9	148.4
Employee Expenses	87.5	60.4	87.5	60.4
Other Expenses	83.2	50.4	108.8	75.2
Normalized EBITDA	76.3	37.7	50.6	12.8
Normalized Margin (%)	12.9%	10.2%	8.6%	3.5%
Other Income	12.4	15.7	12.4	15.7
Interest	10.3	11.7	10.3	11.7
INDAS 116 Interest	8.0	8.7	-	-
Depreciation	13.5	14.3	13.5	14.3
INDAS 116 Depreciation	20.2	20.9	-	-
Share of Profit / (Loss) of equity accounted investees	0.1	0.1	0.1	0.1
PBT	36.6	-2.2	39.2	2.5

Ind AS 116: Impact on Financials



- The adoption of Ind AS 116 has resulted in recognizing a Right-of-Use Assets of **Rs. 91.8 Crores** and equivalent to the lease liability of **Rs. 97.1 Crores** as on 31st Dec 2021
- Overall balance sheet will increase by the amount of asset created for Leases. This will have an impact on Profitability as under:

<i>Profit & Loss Impacts</i>		For 9MFY22 (Rs. Cr.)	For 9MFY21 (Rs. Cr.)	Financial impact
Other expenses (Rent)	Decrease in Rent expense	-25.7	-24.9	This affects other expenses, depreciation and finance cost in the Profit & loss statement & consequently impacts EBITDA and PBT of the company
Finance costs	Increase in Finance cost	8.0	8.7	
Depreciation	Increase in Depreciation	20.2	20.9	
Profit before tax	Decrease in PBT	-2.6	-4.7	

There would be no change in the cash flow of the company due to applicability of INDAS 116

Standalone Balance Sheet



Assets (Rs. Crs.)	Sep-21	Mar-21	Liabilities (Rs. Crs.)	Sep-21	Mar-21
Non-current assets	222.2	216.2	Equity	202.1	173.1
Property, plant and equipment	89.8	90.8	Equity share capital	12.8	11.7
Capital work-in-progress	1.4	1.1	Other equity	189.3	161.3
Right-of-use asset	9.6	10.7			
Investment Property	0.2	0.3	Non-current liabilities	46.9	53.0
Other intangible assets	0.1	0.2	Financial Liabilities		
Financial assets			(i) Borrowings	35.7	40.9
(i) Investments	114.5	107.5	(ii) Lease Liabilities	3.0	4.2
(ii) Loans	0.9	0.8	(iii) Other financial liabilities	1.8	1.6
(iii) Other Financial assets	1.0	1.5	Provisions	0.0	0.4
Income Tax Asset	3.1	2.8	Deferred tax liability (net)	6.3	5.9
Other Non Current Assets	1.6	0.5			
Current assets	99.2	83.5	Current liabilities	72.5	73.7
Inventories	27.3	26.5	Financial Liabilities		
Financial assets			(i) Borrowings	31.0	36.8
(i) Trade receivables	33.2	31.6	(ii) Lease Liabilities	2.2	2.0
(ii) Cash and cash equivalents	22.3	10.6	(iii) Trade payables	19.1	14.7
(iii) Other bank balances	2.8	2.9	(iv) Other financial liabilities	14.1	10.7
(iv) Loans	1.5	1.5	Other current liabilities	2.5	5.6
(v) Other financial assets	3.4	2.6	Provisions	3.3	3.5
Other current assets	8.7	7.8	Current tax liabilities(net)	0.3	0.3
Total Assets	321.4	299.7	Total Liabilities	321.4	299.7

Consolidated Balance Sheet



Assets (Rs. Crs.)	Sep-21	Mar-21	Liabilities (Rs. Crs.)	Sep-21	Mar-21
Non-current assets	277.8	277.8	Equity	253.4	227.3
Property, plant and equipment	153.2	153.7	Equity share capital	12.8	11.7
Capital work-in-progress	4.5	4.9	Other equity	201.0	174.8
Right-of-use asset	87.6	91.7	Non Controlling Interest	39.5	40.7
Intangible assets	0.5	0.6			
Intangible assets under development		0.1	Non-current liabilities	162.6	160.7
Equity accounted investees	1.6	0.9	Financial Liabilities		
Financial assets			(i) Borrowings	81.4	77.4
(i) Investments	0.5	0.5	(ii) Lease Liabilities	71.1	72.9
(ii) Loans	1.0	0.9	(iii) Other financial liabilities	2.4	2.5
(iii) Other financial assets	12.4	10.4	Provisions	1.5	2.0
Income Tax Asset	4.5	4.3	Deferred tax liability (net)	6.3	5.9
Deferred tax assets (net)	9.0	8.2			
Other Non Current Assets	2.8	1.7			
			Current liabilities	241.6	229.5
Current assets	379.8	339.7	Financial Liabilities		
Inventories	239.8	225.4	(i) Borrowings	70.6	78.4
Financial assets			(ii) Lease Liabilities	23.3	20.9
(i) Trade receivables	37.8	40.8	(iii) Trade payables	103.2	87.0
(ii) Cash and cash equivalents	56.6	30.9	(iv) Other financial liabilities	23.0	20.6
(iii) Other bank balances	10.1	5.2	Other current liabilities	13.8	15.1
(iv) Loans	0.8	0.7	Provisions	6.8	6.5
(v) Other financial assets	7.6	11.6	Current tax liabilities(net)	0.9	0.9
Other current assets	27.0	25.0			
Total Assets	657.6	617.5	Total Liabilities	657.6	617.5



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



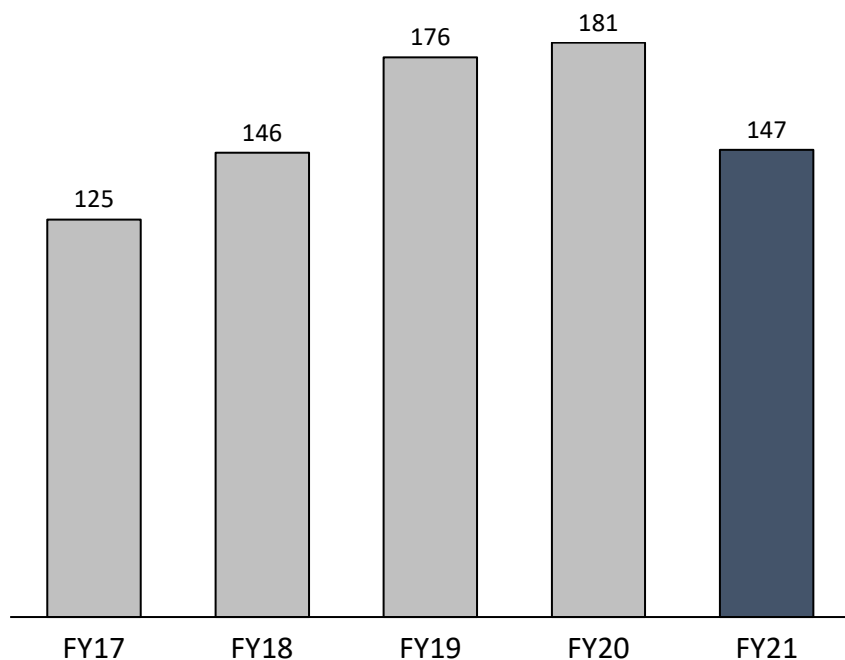
Customers

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

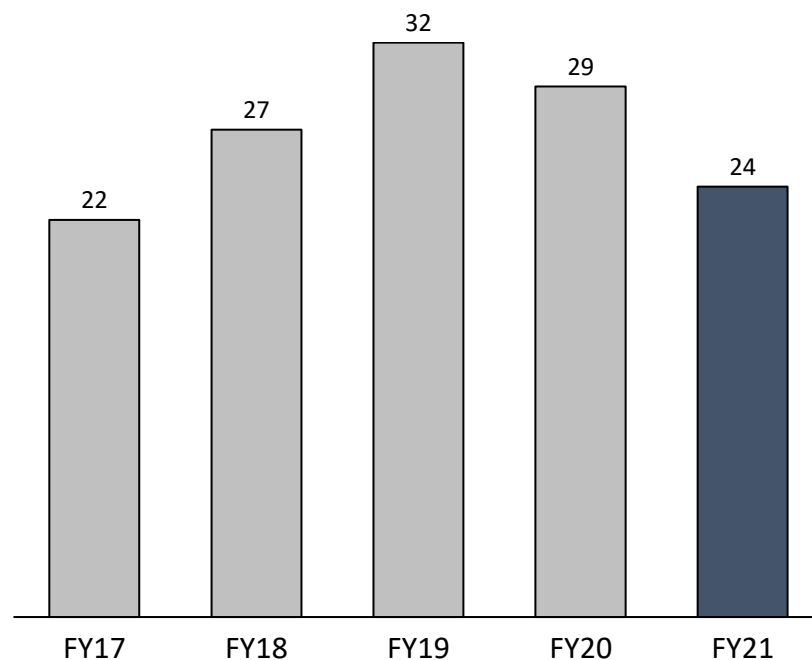
Stable Manufacturing Performance*



Revenue (Rs. Crs.)



EBITDA (Rs. Crs.)



Since the lockdown was in force for a significant part of FY21, the results for FY21 were adversely affected by the COVID-19 pandemic and may not be strictly comparable with previous periods



For further information, please contact:

Company :



KDDL Limited

CIN : L33302HP1981PLC008123

Mr. Sanjeev Masown, CFO – KDDL

sanjeev.masown@kddl.com

www.kddl.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

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