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Complete Concrete Solutions

PRISM JOHNSON LIMITED

(Formerly Prism Cement Limited)

AMONGST INDIA'S LEADING INTEGRATED BUILDING MATERIALS COMPANY

Investor Presentation
For the Quarter ended September 2019

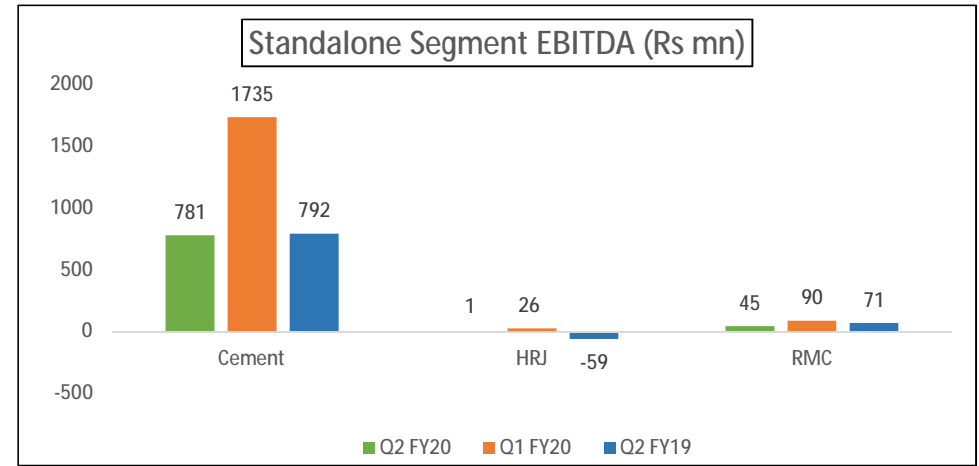
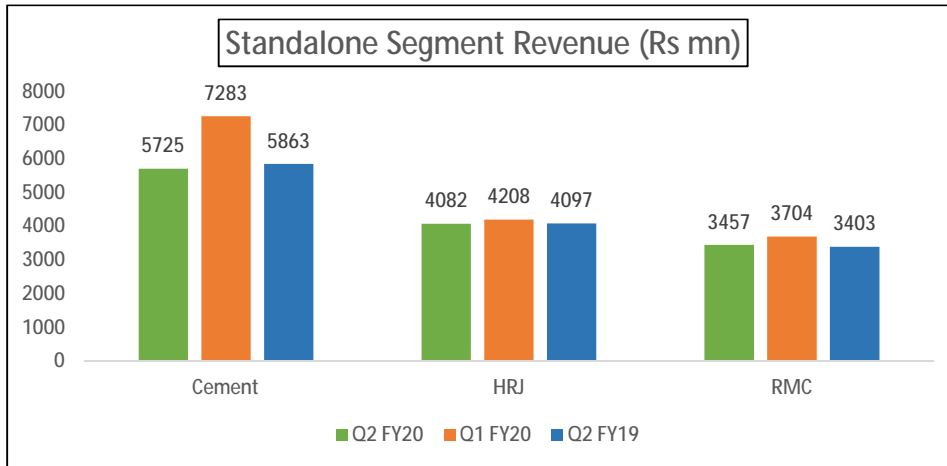
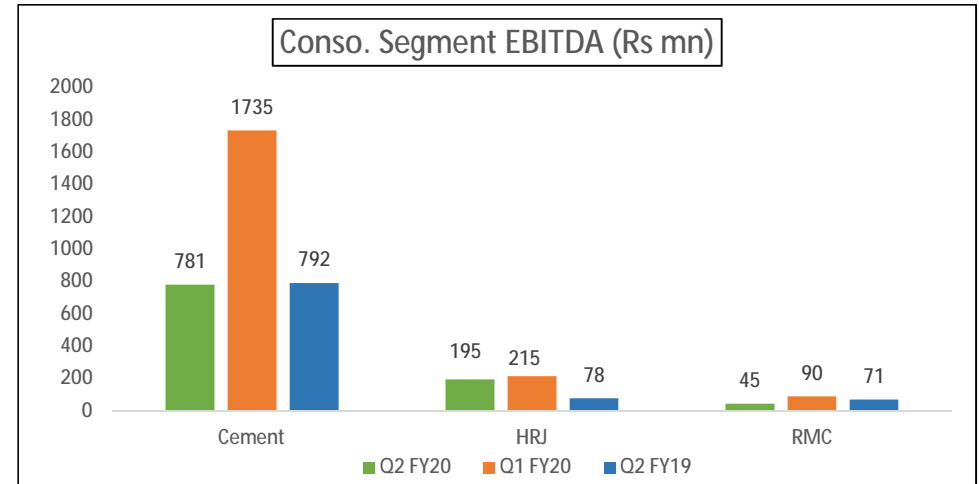
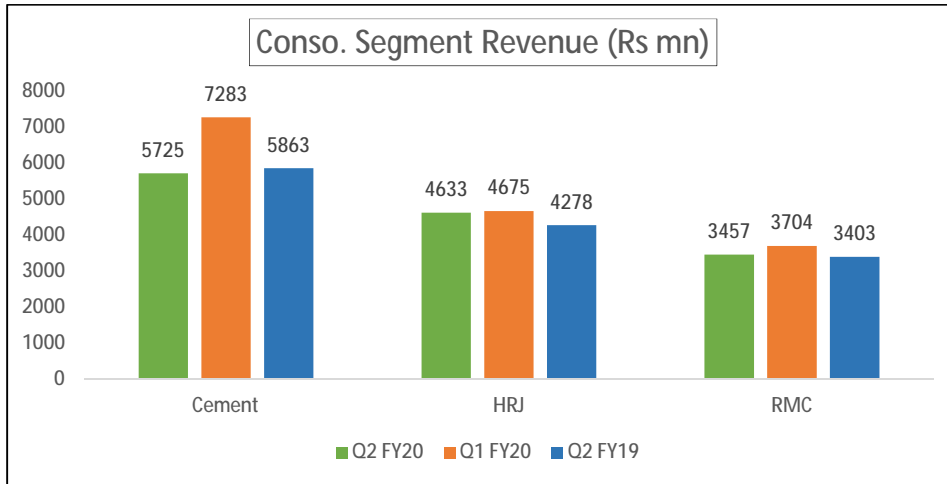
November' 19

Quarter ended September 2019 – Executive Summary

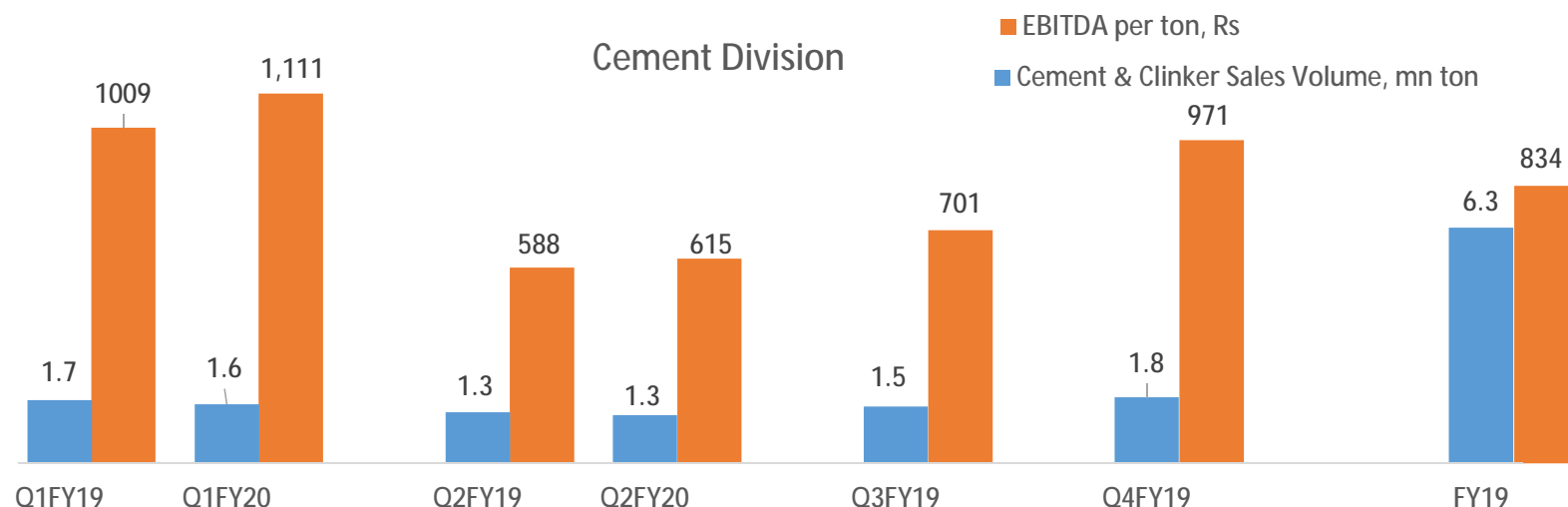


- ❑ Consolidated EBITDA (ex of insurance subsidiary, ROBE) grew marginally by ~9% to ₹ 1021mn amidst overall economic slowdown and heavy monsoons, especially affecting clinker and concrete volumes.
- ❑ Key highlight during the quarter was sustained performance by HRJ division. Consolidated HRJ EBITDA margins was at ~4.2% as compared to ~1.8%, reflecting EBITDA growth at ~151%. Consolidated HRJ revenues increased by ~8% on yoy basis, led by Sanitaryware & faucets revenues increasing by ~14%. Tiles volume grew by ~1%.
- ❑ For H1FY20, Consolidated HRJ EBITDA margins were at ~4.4%. EBITDA nearly doubled to ~₹ 410mn. Consolidated HRJ revenues grew by ~11%.
- ❑ Cement Division's EBITDA per ton improved to ~₹ 889 as against ~₹ 821 reported during the H1FY20. During H1FY20, Cement & clinker volume declined by ~6% as compared corresponding period last year. The decline is attributed to heavy monsoons and sharp fall in clinker volumes.
- ❑ Cement Division's EBITDA per ton improved to ~₹ 615 as against ~₹ 588 reported during quarter ended September 2018. Improvement was mainly on account of higher realizations offsetting overall increase in costs. Cement & clinker volume declined by ~6%. Premium products volumes continued to improve and constituted ~23% of overall cement volumes.
- ❑ Ready Mixed Concrete business performance was impacted due to heavy monsoons and tight liquidity. RMC Division reported a marginal growth of ~2% revenue to ₹ 3457mn. EBITDA declined to ~₹ 45 mn as compared to ~₹ 71 mn reported during the quarter ended September 2018. For H1FY20, EBITDA stood at ~₹ 134 mn
- ❑ Standalone Debt (net of cash) stood at ~ ₹ 15.4 bn as on September 2019. Consolidated Debt (net of cash and ROBE) stood at ~ ₹ 19.4 bn as on September 2019

Quarter ended September 19 – PJI Consolidated (ex RQBE) and Standalone Financials



Prism Cement – EBITDA improvement on the back of higher realizations



- ❑ During Q2FY20, Cement and clinker volume growth declined by ~6% due to heavy monsoons and overall economic slowdown.
- ❑ EBITDA per ton at ₹ 615 was up ₹ 27 on yoy basis. While the overall cost went up, mainly on raw material and other costs, better realizations led to improvement in EBITDA
- ❑ During the first half the Division has commissioned 7.5MW of solar power. It has plans to commission total of 25MW, which is expected to be commissioned during the year
- ❑ Work in progress in case of 22.5MW WHRS is on schedule and commissioning is expected by June 2020

Marketing & Branding Activities and Recognition



Promotion
thru wall /
shop
painting



Boat
branding



Water tank
painting

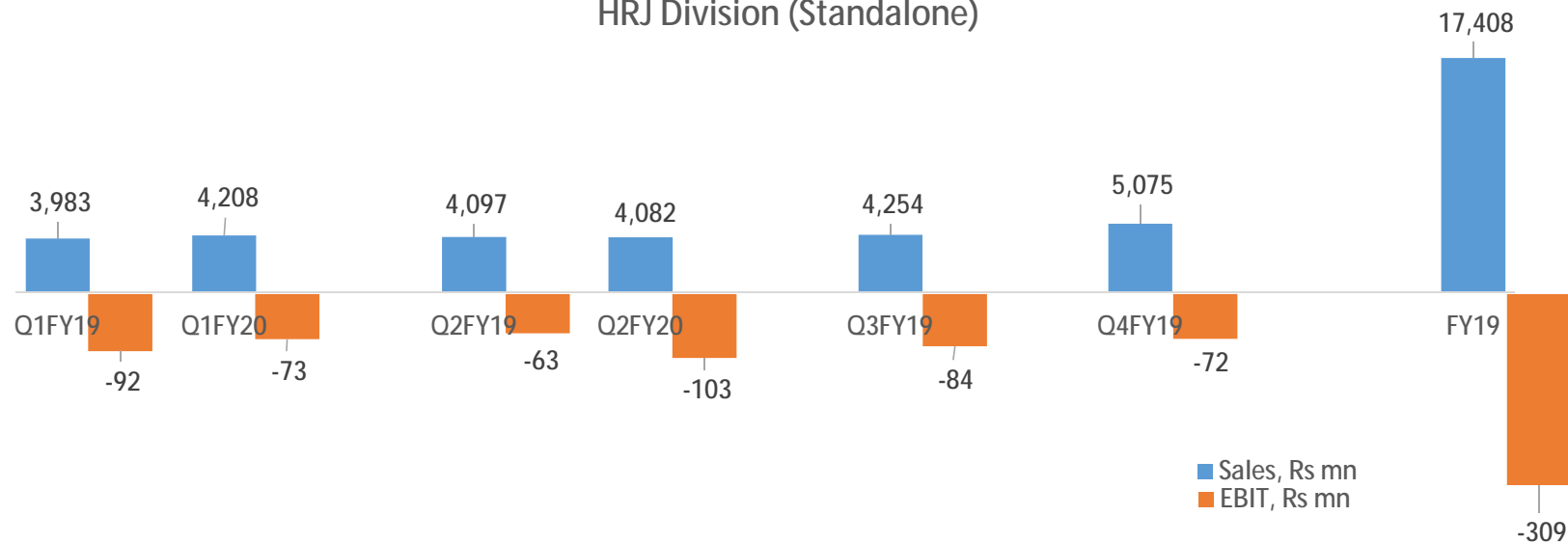


Bus station
branding

HRJ – sustained operating performance



HRJ Division (Standalone)



- q During the quarter tiles volume grew by 1% on yoy basis. Net working capital management continues to remain under control.
- q Consolidated revenues up ~8% yoy to ₹ 4633mn. Sanitaryware & faucets revenues increased by ~14%
- q Consolidated EBITDA margins are at ~4.2% compared to ~1.8% for quarter ended Sept'18. Consolidated EBIT was at ₹ (29mn)
- q Division continues to invest in marketing and distribution activities. Total of 13 Experience Centres in operations
- q To simplify corporate structure, Board has decided to undertake composite scheme of arrangement and amalgamation amongst the Company, H. & R. Johnson (India) TBK Ltd (HRJTBK), Milano Bathroom Fittings Pvt Ltd, Silica Ceramica Pvt Ltd being 100% subsidiaries and TBK Rangoli Tile Bath Kitchen Pvt Ltd, TBK Venkataramiah Tile Bath Kitchen Pvt Ltd, TBK Samiyaz Tile Bath Kitchen Pvt Ltd being wholly owned subsidiaries of HRJ TBK

Marketing collaterals, product launch event and outdoor campaigning

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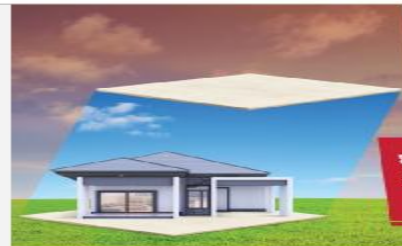
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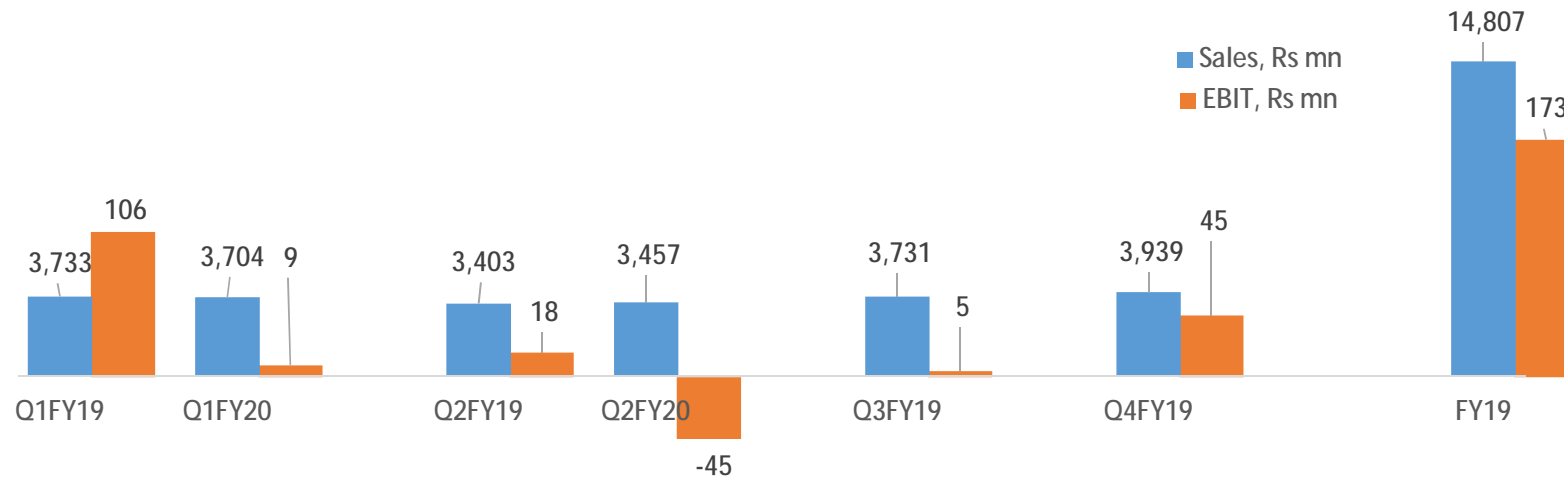


JOHNSON MARBLE&QUARTZ
NATURE, REINVENTED

RMC (India) – Performance impacted due to heavy monsoon and liquidity tightness



RMC Division



- Q During the quarter, revenues rose ~2% to ₹ 3457mn as compared to Q2FY19, despite heavy monsoons and liquidity tightness
- Q EBIT declined during the quarter due to lower utilization levels
- Q Focus continues on improving utilization levels and increase in value added products in the Individual Housing Segment

Note: Q1FY18 revenues are net of excise

RMC (India) – Product display at Innovation Galleries



Cochin

Bangalore

Noida

Indore

Thiruvananthapuram

ESG initiatives – efforts to gain momentum

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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. The Company even has few firsts as outlined below:

- HRJ Division was first company to
 - Install gas turbine and use 100% heat as fuel
 - Get Carbon Credit in India
 - Start LNG by road in association with IOCL amongst others.
- The Company actively looks for opportunity to replace fossil fuels with green / renewable energy. Cement Division has already commissioned 7.5MW Solar Power and plans to commission total of 25MW during the year. It also plans to commission WHRS by June 2020. HRJ Division has plans to commission ~5MW solar power by March 2020
- Consistently in the span of past six years (2011- 2017) RMC is winner amongst Yearly declared Winning Plants. 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.

ESG – Awards & Recognitions



Golden Peacock Awards
A Strategic Tool to Lead the Competition

Excellence in Corporate Governance - 2019



Company's Corporate Governance comprises inter alia:

- Good Board practices
- Board commitment towards compliance
- Improved financial performance
- Transparency in disclosures
- Sustainability



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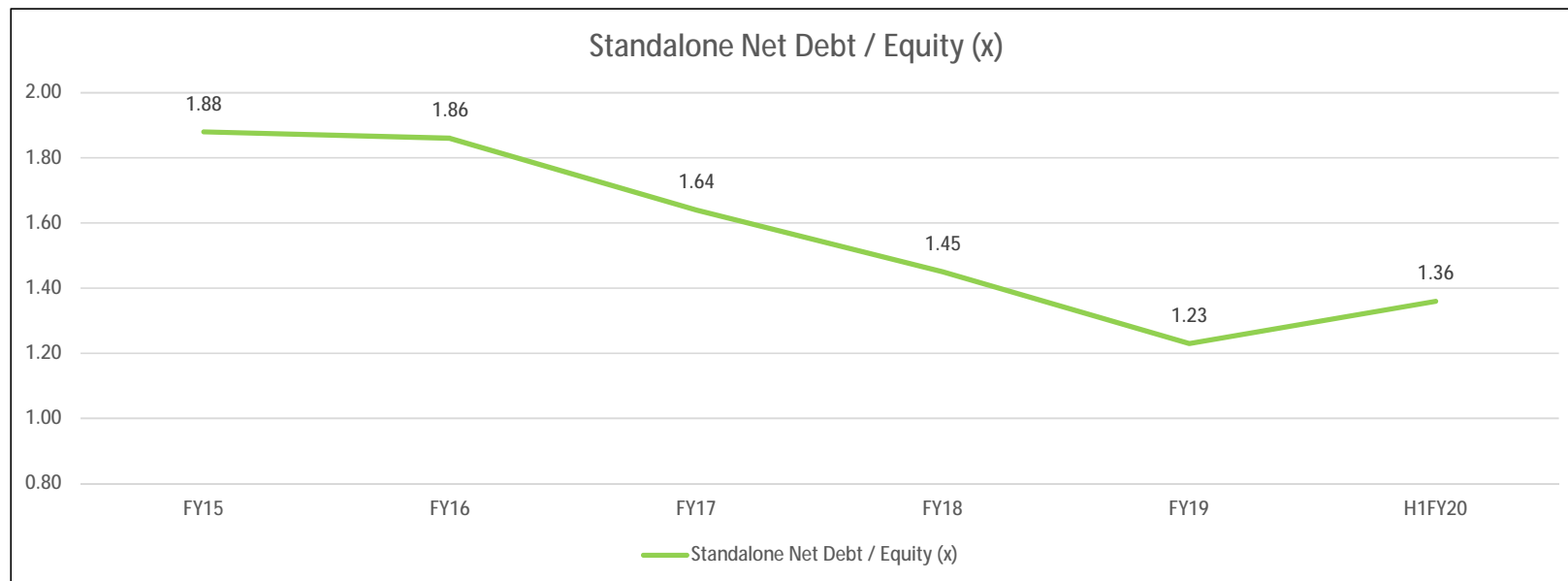


Debt/Equity ratio marginally up in H1FY20

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- Standalone Debt / Equity ratio has gone up marginally in H1FY20 due to seasonality
- The Company has reduced standalone debt (net) for four consecutive years. Improved performance over the last few years resulted in Debt / Equity ratio trending down over the years
- Encouraged by above improved performance, Company has stepped up dividend per share to Rs1 and has undertaken capital expenditures such as WHRS with attractive pay back

Raheja QBE General Insurance (RQBE) – future plans

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- q Joint Venture with QBE group of Australia with Prism Johnson stake at 51%.
 - q General Insurance industry CAGR at 17% in last 18 years continues its upwards trajectory
 - q India is currently the 4th largest non-life insurance market in Asia
- q Raheja QBE till recently had a liability led specialist insurance focus.
- q Raheja QBE's retail aspirations are taking shape with products in various stages of filing in the personal lines space such as motor and health insurance
- q There are ongoing efforts to build and strengthen processes as Raheja QBE gears up to build a resilient business for the future
- q Raheja QBE has initiated development of technological solutions which will help achieve the immediate objectives and growth aspirations
- q Q2FY20 financials:
 - q Gross written premium - ₹ 417.2mn, growth of 38% over Q2FY19
 - q Profit / (Loss) before tax - ₹ (166mn) as compared to - ₹ (16mn) in Q2FY19

About PRISM JOHNSON LIMITED



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 ~368 kms for cement from its plant at Satna, MP. Wide marketing network with ~3,860 dealers serviced from ~190 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 over 68 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 96 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 6 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.

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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.