



**PRISM**<sup>®</sup>  
CEMENT  
दूर की सोच







**JOHNSON**<sup>®</sup>  
Not just tiles, Lifestyles.

**PRISM**  
**RMC**  
Complete Concrete Solutions

Amongst India's Leading  
**Integrated**  
Building Materials Companies

**PRISM JOHNSON LIMITED**  
COMPANY PRESENTATION

May 10, 2023

	 <b>CAPACITY</b>	 <b>PRODUCTS</b>	 <b>PRESENCE</b>
	5.6 MTPA at Satna, Madhya Pradesh	<ul style="list-style-type: none"> <li>○ Ordinary Portland Cement</li> <li>○ Portland Pozzalana Cement (PPC)</li> <li>○ Premium PPC Products</li> </ul>	Regional presence catering to Eastern & Central Uttar Pradesh, Madhya Pradesh and Bihar
	~61 million m <sup>2</sup> per annum of own and joint venture capacity across 10 plants	<ul style="list-style-type: none"> <li>○ Tiles: Ceramic, Vitrified and Industrial</li> <li>○ Sanitary-ware &amp; Bath-fittings</li> <li>○ Engineered Marble &amp; Quartz</li> </ul>	Pan India presence, catering to the residential, commercial and industrial sectors
	~11 million m <sup>3</sup> per annum; 91 plants at 44 cities / towns (including franchisee plants) and 3 quarries	<ul style="list-style-type: none"> <li>○ Ready-Mixed Concrete</li> <li>○ Plaster</li> <li>○ Aggregates</li> <li>○ Construction Chemicals</li> </ul>	Pan India presence, catering mainly to urban real estate and infrastructure sectors

## Vision



Creating sustainable value by meeting the construction and lifestyle needs of our customers through innovative building materials and services

## Values



1 TASC

**1: One Team**



**T: Transparency**



**A: Accountability**



**S: Speed**



**C: Changing with Time**







**1 Cement Plant, 2 Units, 5.6 MTPA**  
**10 Tiles Plants, ~61 mn m<sup>2</sup>**  
**2 Faucet Plants, 3.6 mn pcs**  
**91 RMC Plants\*, ~11 mn m<sup>3</sup>**  
**3 Aggregate Quarries, 85,800 MTPA**

This map is a generalized illustration only for the ease of the reader to understand the locations, and is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features/states do not necessarily reflect the actual position. The Company or any of its directors, officers or employees, cannot be held responsible for any misuse or misinterpretation of any information or design thereof. The Company does not warrant or represent any kind of connection to its accuracy or completeness.



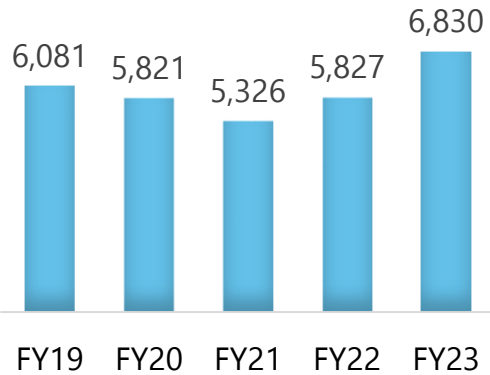
# Prism Johnson: Our Journey



# Executive Summary

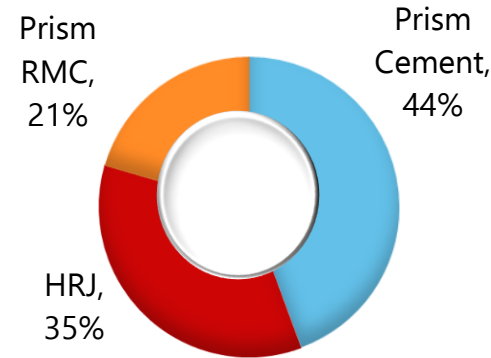
Consolidated (Ex. RQBE) FY23 Financial Performance Snapshot (1/2)

## Revenue (₹ Crores)



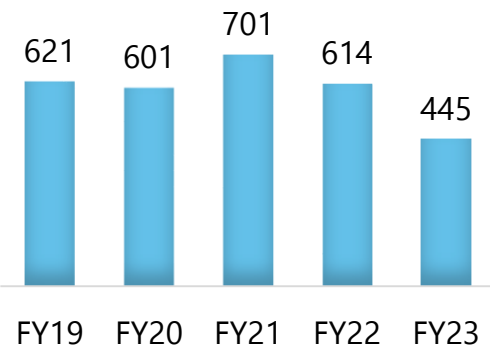
FY23 revenue grew by 17.2% led by strong double digit revenue growth in Prism Cement (+25.9%) and Prism RMC (+17.0%); HRJ revenues grew by 8.0%, led by 5.2% growth in tiles sales volume (domestic tiles sales volume grew 11.3%)

## Revenue Mix



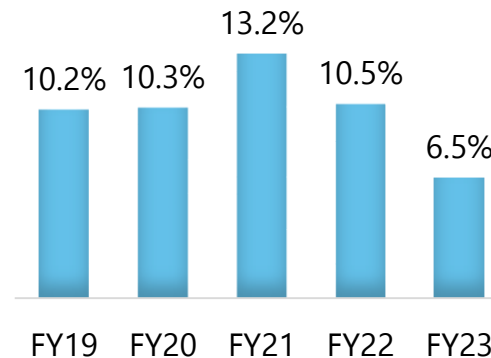
Prism Cement constituted 44% of FY23 revenues; HRJ constituted 35% and Prism RMC constituted 21%

## EBITDA (₹ Crores)



FY23 EBITDA declined by 27.6%; Prism Cement EBITDA / ton declined from ₹ 709 in FY22 to ₹ 445 due to sharp increase in costs, especially fuel; HRJ EBITDA declined by 25.0% to ₹ 176 Crores in FY23

## EBITDA Margin (%)

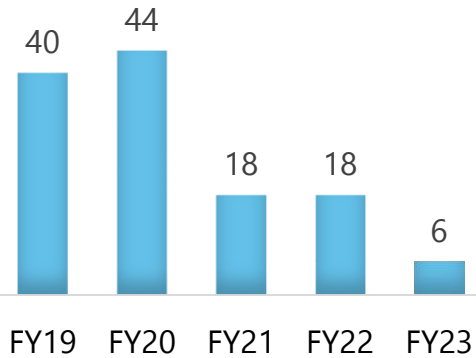


400 bps decline in EBITDA margin due to cost pressures across all divisions; HRJ reported EBITDA margin of 7.3%; Prism RMC EBITDA margin declined by 30 bps to 0.4%

# Executive Summary

Consolidated (Ex. RQBE) FY23 Financial Performance Snapshot (2/2)

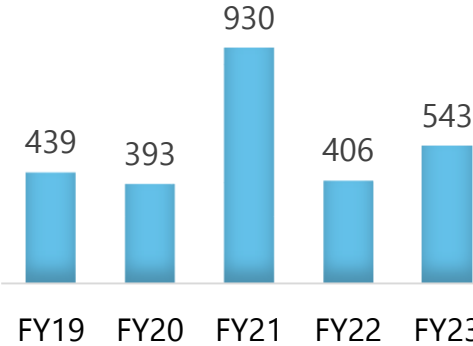
## Working Capital (Days)



Efficient management of Working Capital; Significant reduction in inventory days led to a decline in Working Capital Days from 18 days in FY22 to 6 days in FY23

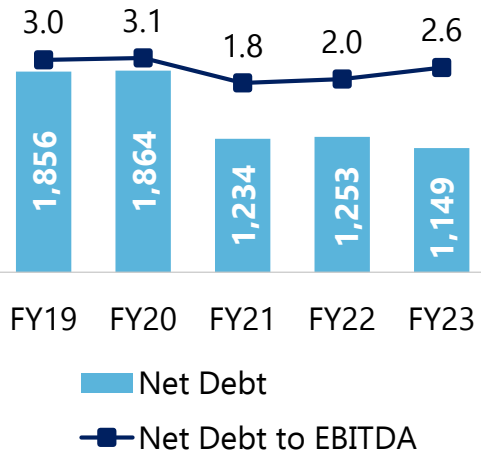
## Cash Conversion Cycle\*

## Operating Free Cash Flows (₹ Crores)



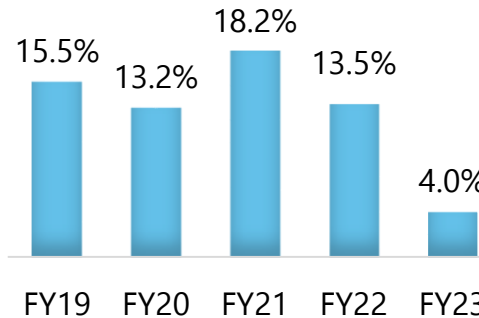
Operating Free Cash Flow (FCF) (pre-capex and investments) grew by 33.7% to ₹ 543 Crores in FY23

## Net Debt (₹ Crores)



Net Debt to EBITDA at 2.6x as on March 31, 2023; Net Debt / Equity stood at 0.8x as of March 31, 2023; Out of the total debt repayment obligation of ₹ 409 Crores for FY24, ₹ 35 Crores has been prepaid till date

## ROCE (%)






Sharp decline in EBITDA Margin led to ROCE# contraction from 13.5% in FY22 to 4.0% in FY23; Capital Employed decreased by 8.2% to ₹ 2,376 Crores in FY23

\* Cash Conversion Cycle = Inventory Days + Debtor Days – Creditor Days

# EBIT includes Other Income and is annualised for ROCE calculation



	SALES VOLUME	REVENUE	EBITDA & EBITDA MARGIN
 <p><b>PRISM</b> CEMENT दूर की सोच®</p>	<p>Cement &amp; clinker sales volume grew 28.6% YoY to 1.82 million tons in Q4 FY23; Share of premium cement increased from 30.2% in Q4 FY22 to 31.3% in Q4 FY23</p>	<p>Prism Cement's Q4 FY23 revenues grew 37.9% YoY from ₹ 680 Crores in Q4 FY22 to ₹ 938 Crores in Q4 FY23</p>	<p>EBITDA per ton improved by 15.0% YoY from ₹ 408 in Q4 FY22 to ₹ 470; High power &amp; fuel costs at ₹ 1,516 per ton continued to impact EBITDA per ton</p>
 <p><b>JOHNSON</b> Not just tiles, Lifestyles.</p>	<p>Tiles sales volume (consolidated) grew 1.5% YoY in Q4 FY23 to 16.0 million m<sup>2</sup>; Domestic tiles sales volume grew 5.0% YoY</p>	<p>HRJ's consolidated revenues declined by 4.5% YoY from ₹ 689 Crores in Q4 FY22 to ₹ 658 Crores in Q4 FY23</p>	<p>Q4 FY23 consolidated EBITDA margin declined by 420 bps YoY to 8.2% primarily due to increase in input costs, especially gas prices</p>
 <p><b>PRISM</b> RMC Complete Concrete Solutions</p>	<p>Ready-mixed concrete sales volume grew 1.0% YoY during Q4 FY23</p>	<p>Prism RMC revenues grew 4.8% YoY from ₹ 353 Crores in Q4 FY22 to ₹ 370 Crores in Q4 FY23</p>	<p>EBITDA margin improved by 20 bps YoY to 2.9% in Q4 FY23 due to operational efficiencies</p>



**PRISM<sup>®</sup>**  
**CEMENT**  
दूर की सोच<sup>™</sup>

## Capacity

Prominent cement company in the Satna cluster with an installed cement capacity of 5.6 MTPA; Supply agreements with three grinding units, situated in Uttar Pradesh & Bihar, for an aggregate capacity of 0.82 MTPA

## Product Mix

Superior product mix; Share of premium products (Champion Plus, Duratech and Champion All Weather) in total cement volume increased from 15% in FY18 to 31% in FY23; Launched Champion All Weather Cement during December 2022

## Stable Demand Outlook

Strong medium-term outlook for cement demand in India led by demand from housing and infrastructure sectors; Recent / upcoming capacity additions in Central India by other cement companies to intensify competition subject to healthy demand growth

## Distribution Network

Wide distribution network of around 3,300 dealers and over 5,300 retailers

## Capital Employed & ROCE

Capital Employed at around US\$ 29 per ton of cement as of March 31, 2023; FY23 ROCE at 4.8% as compared to 13.4% in FY22

## Sustainability Focus

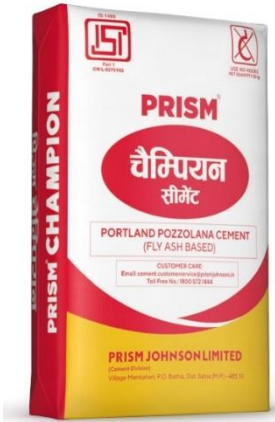
WHRS Capacity of 22.4 MW and Solar Capacity of 22.5 MW at Satna; Investment will be made in 24 MW of captive wind power during FY24; GHG Emissions intensity at 626 kg CO<sub>2</sub> per ton of cementitious material in FY23 (vs. 650 kg CO<sub>2</sub> in FY22)



Prism Cement's Plant at Satna, Madhya Pradesh

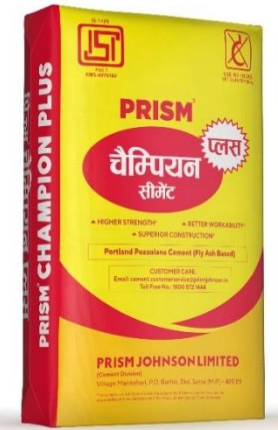


## Champion



Excellent durability that provides long-term strength & gain, and is suitable for any type of structural application; Wide range of application, including housing, roads, wells, dams, masonry and plastering works

## Champion Plus



A premium product, known for its high strength, high performance and consistent quality; Helps in making the concrete stronger, denser and leak proof, resulting in strengthening of the structure; Assures superior quality with high strength, suited for general construction

## Champion Duratech



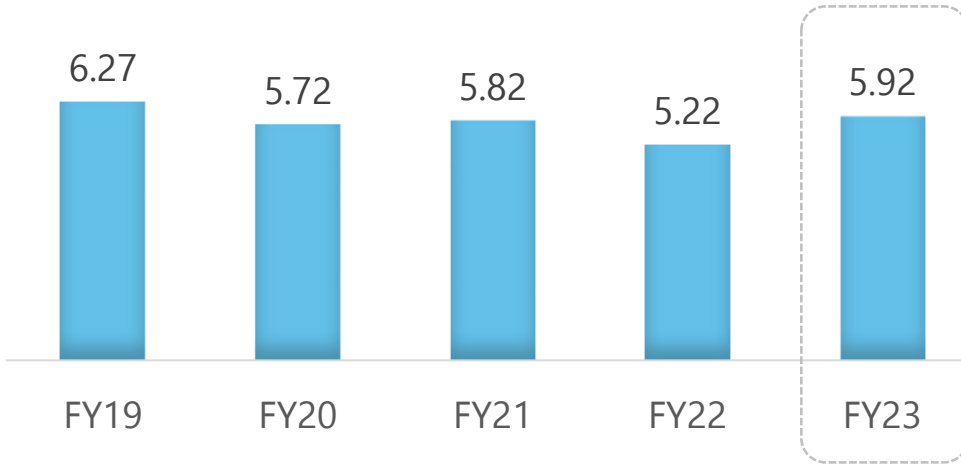
Prism Cement's premium product, and an all-purpose cement that serves various customer needs, including building terraces, beams, columns, foundation, roof slab, and in all kinds of RCC and precast jobs

## Champion All Weather

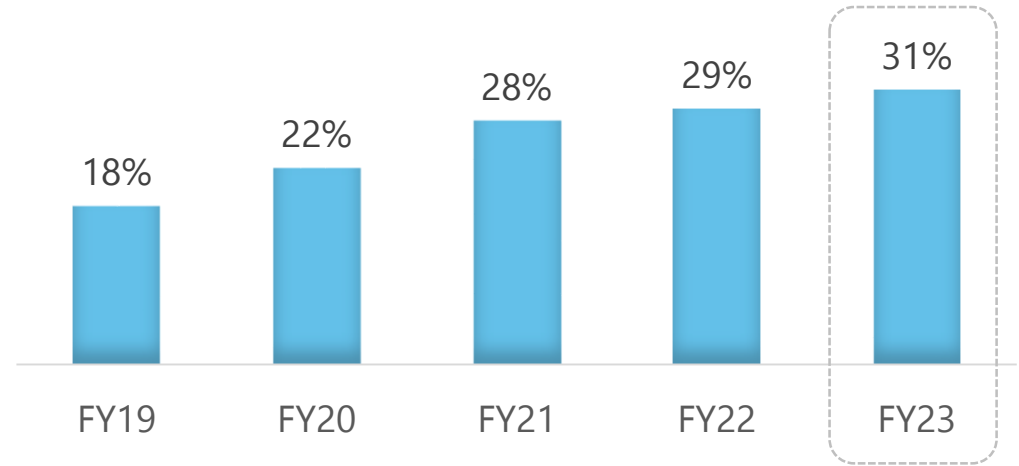


Prism Cement's premium product that stops water ingress and makes the construction moisture and dampness resistant; a water repellent cement with high strength and provides resistance to seepage, cracks and rusting

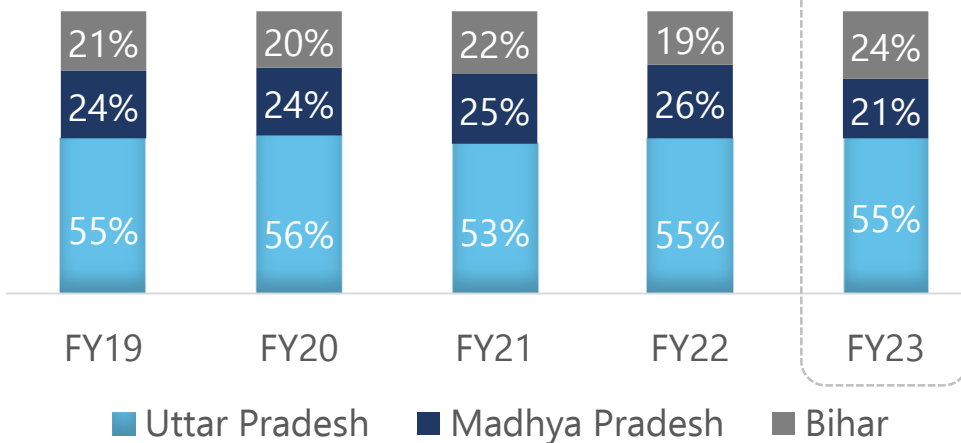
### Cement & Clinker Sales Volume (mn tons)



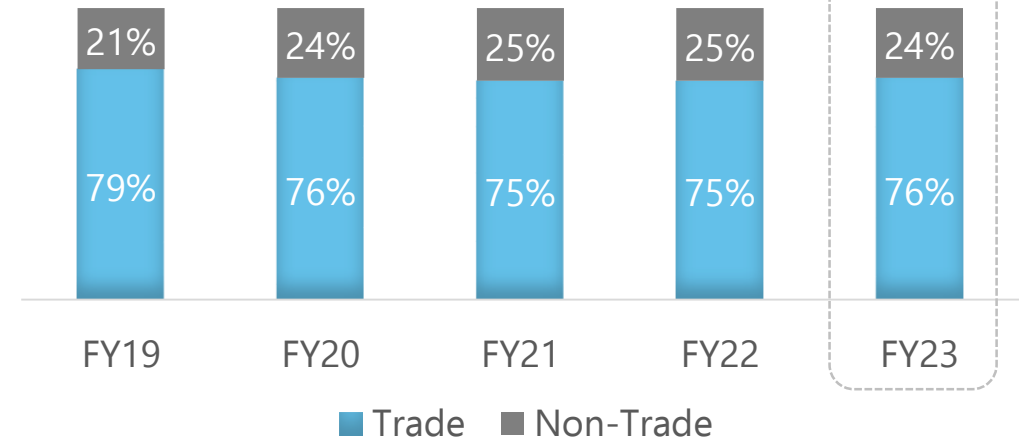
### Premium Products %



### FY23 Regional Sales Breakup



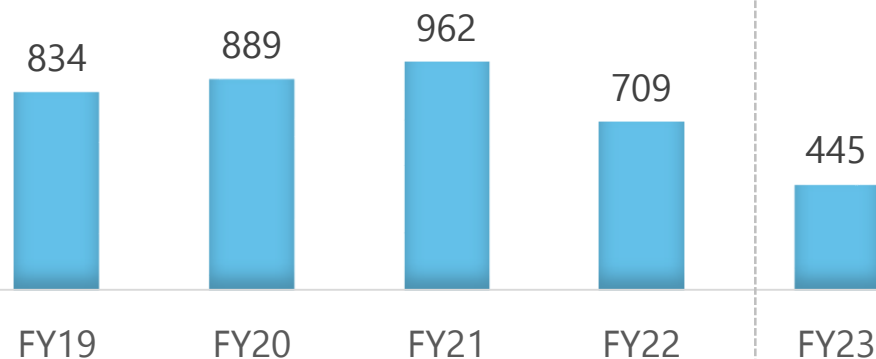
### FY23 Sales: Trade vs. Non Trade



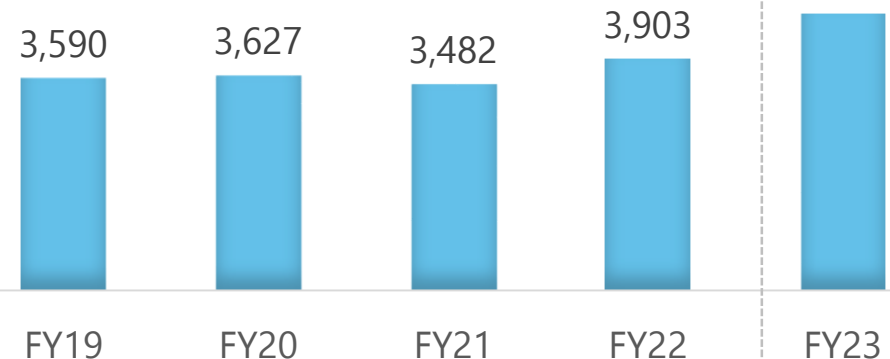


# Prism Cement: Significant Increase in Power & Fuel Costs Impacted EBITDA Per Ton in FY23

## EBITDA per ton (₹)



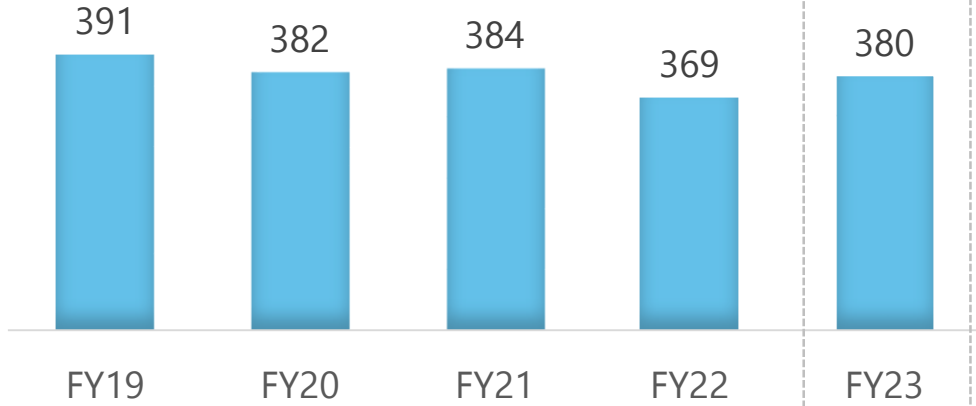
## Cost per ton (₹)



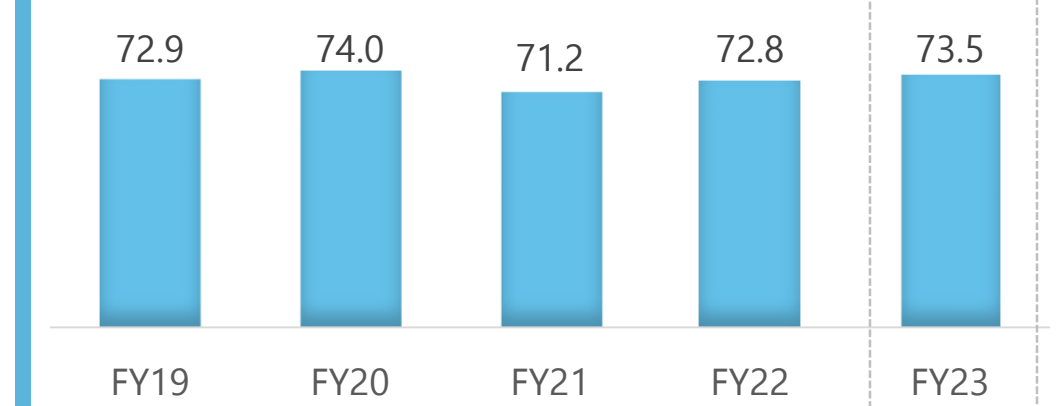
## Cost per ton (₹)

	FY19	FY20	FY21	FY22	FY23	% YoY
Power & Fuel	1,314	1,227	1,108	1,405	1,834	30.6%
Freight & Forwarding	1,002	976	894	931	997	7.0%
Raw Material	577	581	541	669	636	(5.0%)
Employee Cost	244	278	270	334	315	(5.4%)
Other Costs	551	615	519	692	796	15.0%
Change in Inventory & Stock in Trade	(98)	(50)	150	(128)	91	n/m
<b>Total</b>	<b>3,590</b>	<b>3,627</b>	<b>3,482</b>	<b>3,903</b>	<b>4,669</b>	<b>19.6%</b>

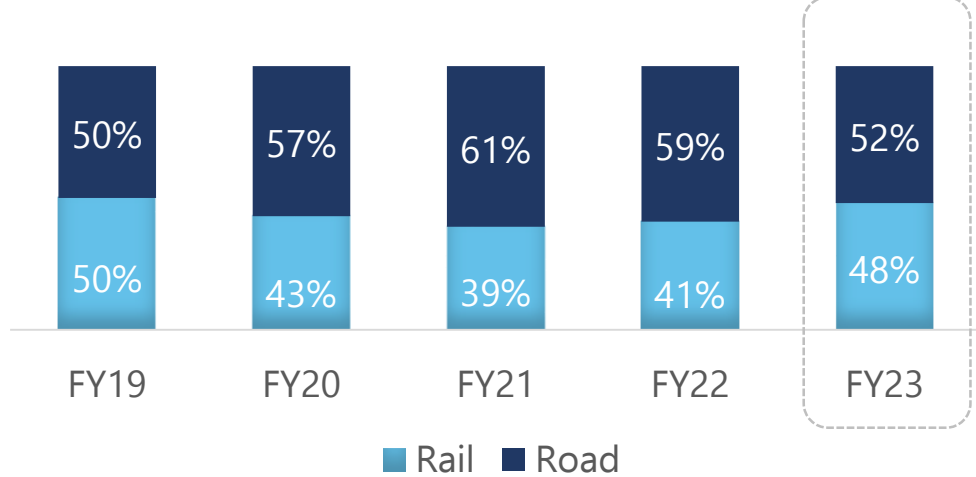
### Lead Distance (Kilometers)



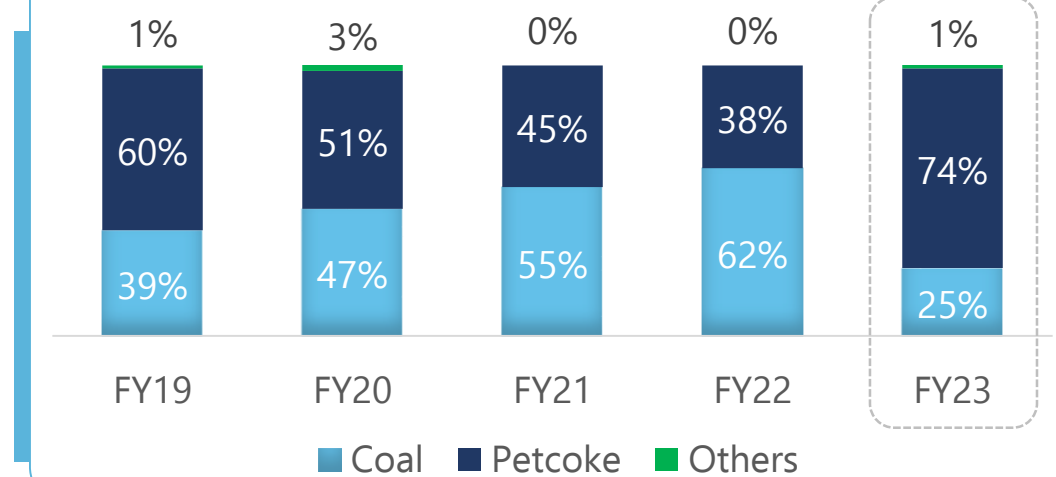
### Power Consumption (Kwh / Ton of Cement)



### Rail-Road Mix



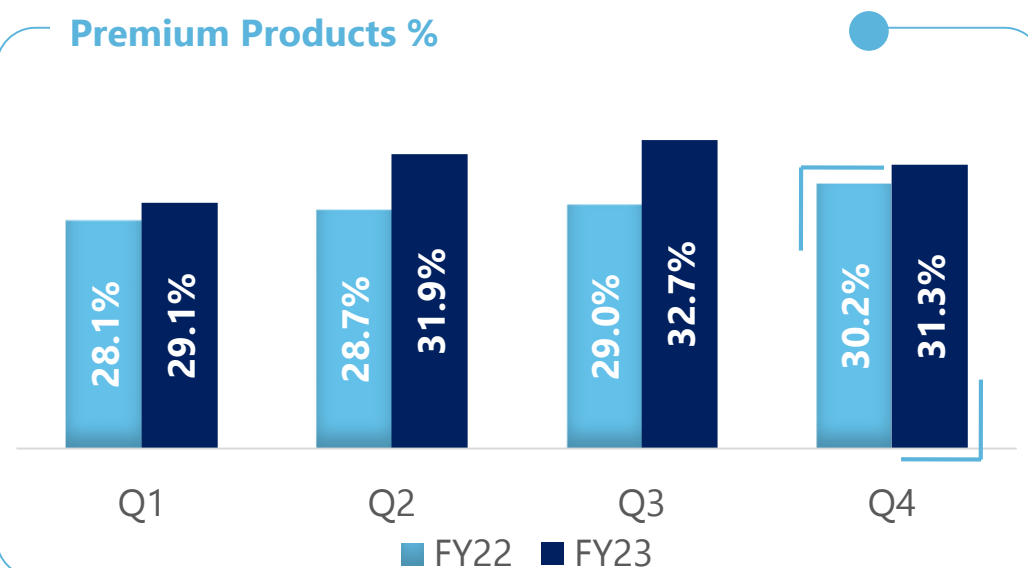
### Dynamic Fuel Mix



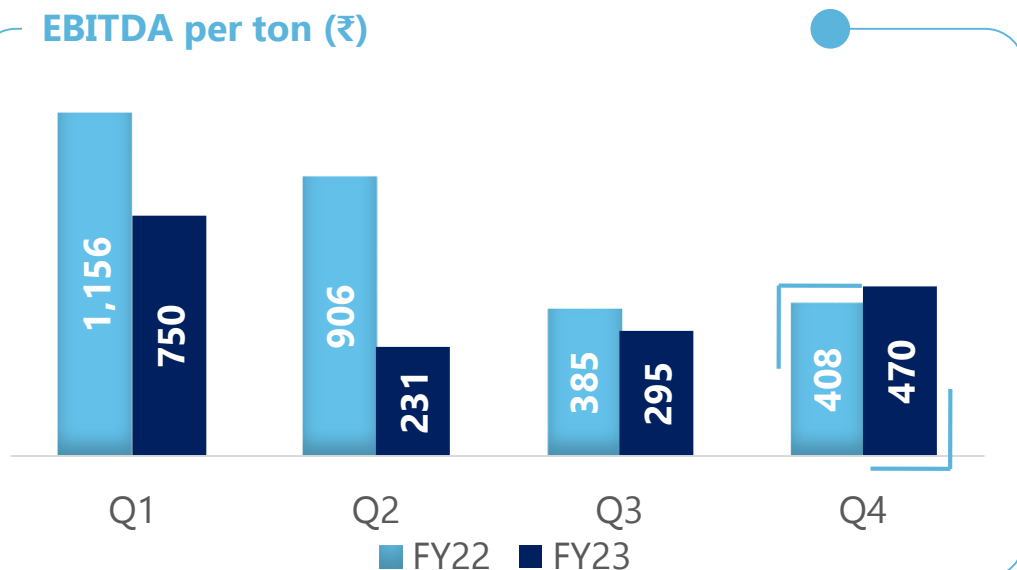
## Cement & Clinker Sales Volume (mn tons)



## Premium Products %



## EBITDA per ton (₹)



## Costs per ton (₹)

	Q4 FY22	Q3 FY23	Q4 FY23	% QoQ	% YoY
Power & Fuel	1,869	1,788	1,516	(15.2%)	(18.9%)
Freight & Forwarding	981	1,021	1,066	4.4%	8.6%
Raw Material	740	636	607	(4.6%)	(18.0%)
Employee Cost	327	353	263	(25.5%)	(19.5%)
Other Costs	722	904	676	(25.2%)	(6.3%)
Change in Inventory & Stock in Trade	(244)	123	553		
<b>Total</b>	<b>4,394</b>	<b>4,825</b>	<b>4,682</b>	<b>(3.0%)</b>	<b>6.5%</b>





**JOHNSON  
BATHROOMS**  
FIND CLARITY

 **JOHNSON**<sup>®</sup>  
*Not just tiles, Lifestyles.*<sup>®</sup>

GRAND  
LEGACY OF  
**65**  
YEARS

**H & R JOHNSON  
INDIA (HRJ)**

## Strong Brand & Wide Product Range

Strong brand with a long standing history of tile manufacturing in India, operating since 1958; Wide product range: Tiles, Sanitary-ware & Bath-fittings, Quartz & Engineered Marbles

## Distribution Network

Wide Distribution Network with around 1,300 dealers and around 8,000 to 10,000 retail outlets; 20 large format Experience Centres displaying HRJ's product range

## Manufacturing Capacity

10 tile manufacturing plants (including joint ventures) with total capacity of around 61 million m<sup>2</sup> p.a. and 2 faucet manufacturing plants with total capacity of 3.6 million pieces p.a.

## Sustainability Focus

Solar Capacity of 4.5 MW across HRJ plants; Plan to increase share of rain water harvesting to 15% of total water consumption by FY25; Target to improve energy efficiency by 10% in FY25, from the baseline year FY22

## Expansion Plans

Completed tile capacity expansion of 1.2 million m<sup>2</sup> at Morbi, Gujarat by one of the joint ventures in February 2023; Greenfield tile capacity addition of 5.5 million m<sup>2</sup> planned at Panagarh, West Bengal by June 2023 on track

## Capital Employed & ROCE

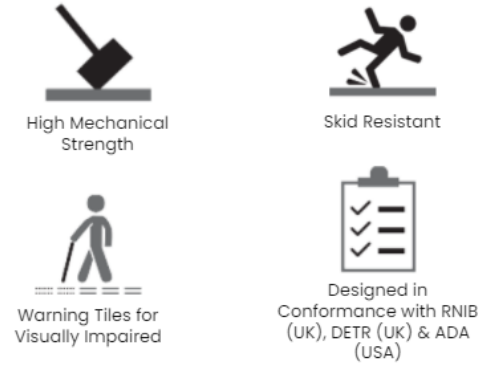
Significant improvement in ROCE from 5.0% in FY21 to 17.2% in FY22; Sharp increase in gas prices impacted profitability & led to a decline in ROCE to 6.4% in FY23; FY23 Capital Employed at ₹ 893 Crores



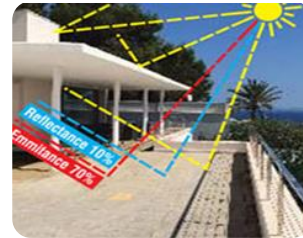
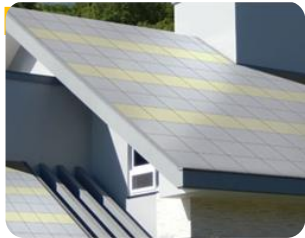
## Innovations That Differentiate HRJ



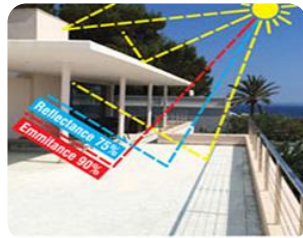
## Tac Tiles



## Cool Roof SRI (Solar)



Ordinary Roof



Roof having Endura Cool Roof SRI

## Germ-Free Product Range



NOT JUST A BATHROOM BUT  
**YOUR GERM FREE COMFORT ZONE.**  
PRESENTING GERM FREE SANITARYWARE FROM JOHNSON.



Come home to comfort  
& **warmth. Not Germs.**  
Presenting germ free tiles from Johnson.



**JOHNSON TILES**  
NOT JUST TILES, LIFESTYLES.



**JOHNSON BATHROOMS**  
FIND CLARITY



**JOHNSON MARBLE & QUARTZ**  
NATURE, REINVENTED



**JOHNSON PORSELANO**  
GLAZED VITRIFIED TILES



**JOHNSON MARBONITE**  
PREFERRED OVER ITALIAN MARBLE



**JOHNSON ENDURA**  
INDUSTRIAL TILING SOLUTIONS





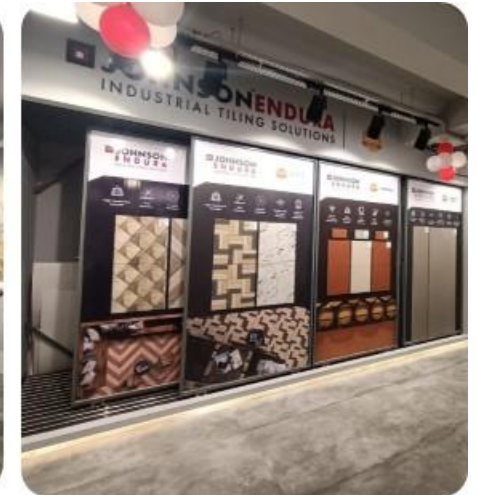
## List of Experience Centres

	City	State
1	Ahmedabad	Gujarat
2	Bengaluru	Karnataka
3	Bhubaneshwar	Odisha
4	Calicut	Kerala
5	Chandigarh	Chandigarh
6	Chennai	Tamil Nadu
7	Coimbatore	Tamil Nadu
8	Delhi	Delhi
9	Ernakulum	Kerala
10	Guwahati	Assam
11	Indore	Madhya Pradesh
12	Kolkata	West Bengal
13	Lucknow	Uttar Pradesh
14	Mumbai	Maharashtra
15	Patna	Bihar
16	Pune	Maharashtra
17	Raipur	Chhattisgarh
18	Thane	Maharashtra
19	Thiruvananthapuram	Kerala
20	Varanasi	Uttar Pradesh

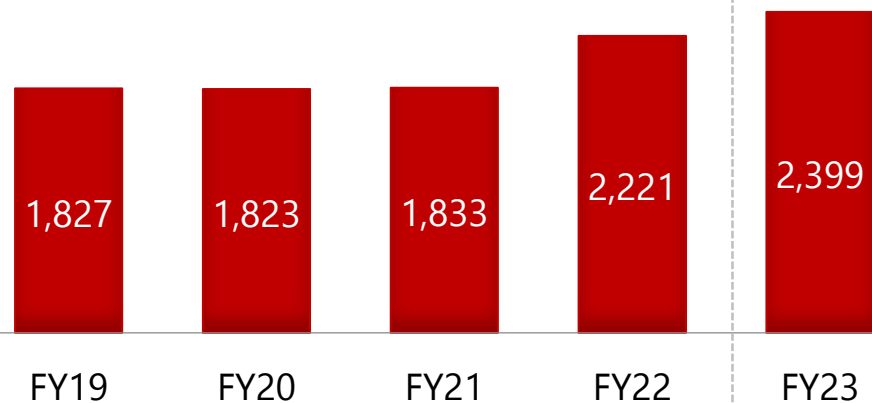
## Experience Centre - Bengaluru



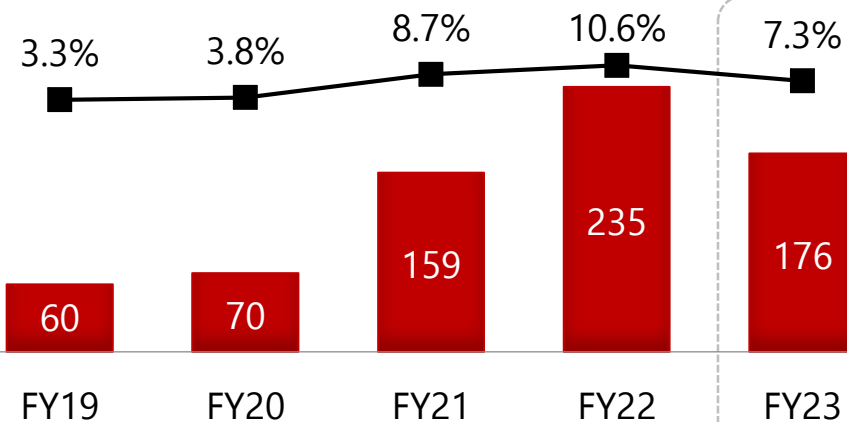
## Experience Showroom - Patna



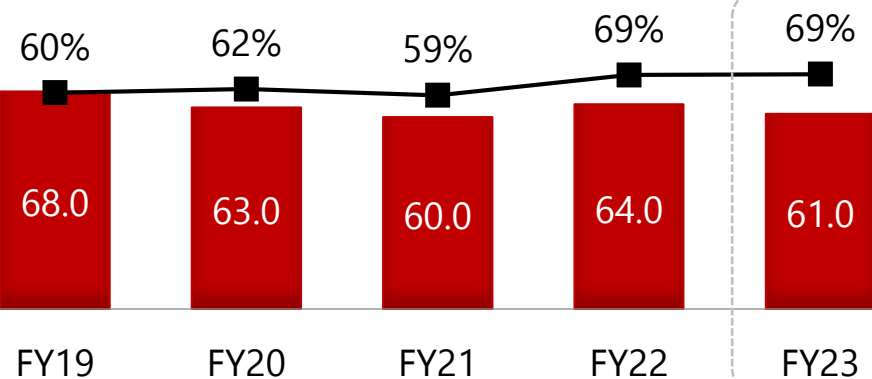
## Revenue (₹ Crores)



## EBITDA (₹ Crores) & EBITDA Margin (%)

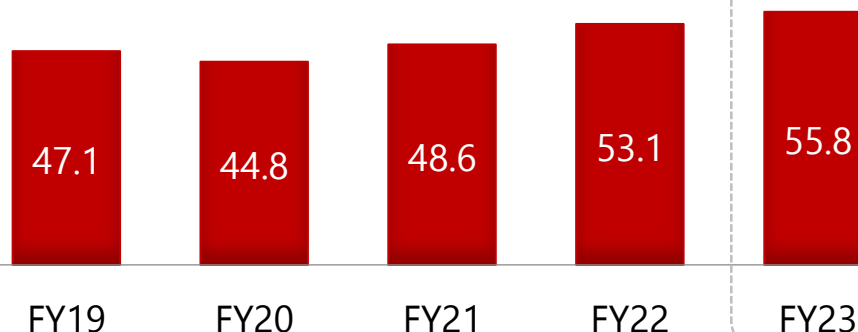


## Tile Manufacturing Capacity (mn m<sup>2</sup>)



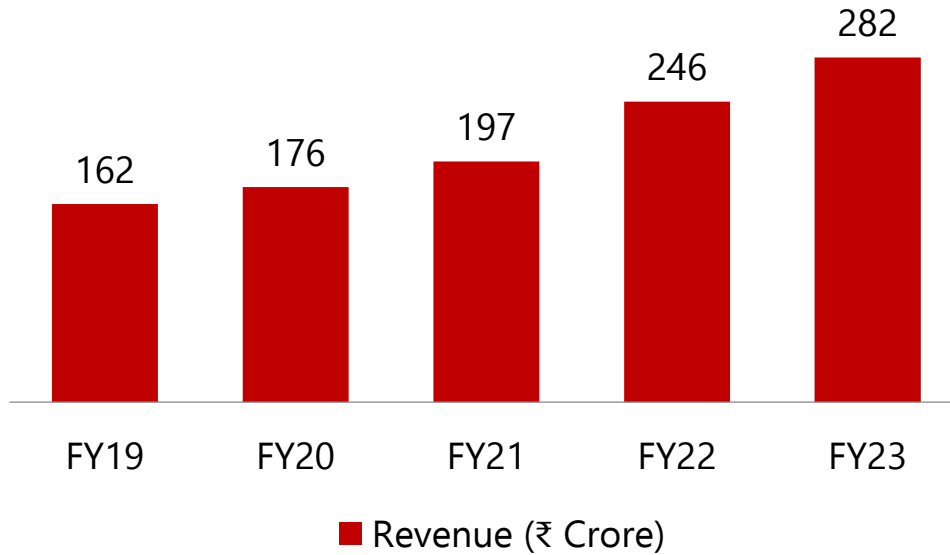
■ Tile Capacity (Own + Joint Ventures)  
 —■— Capacity Utilisation

## Tile Sales Volume (mn m<sup>2</sup>)



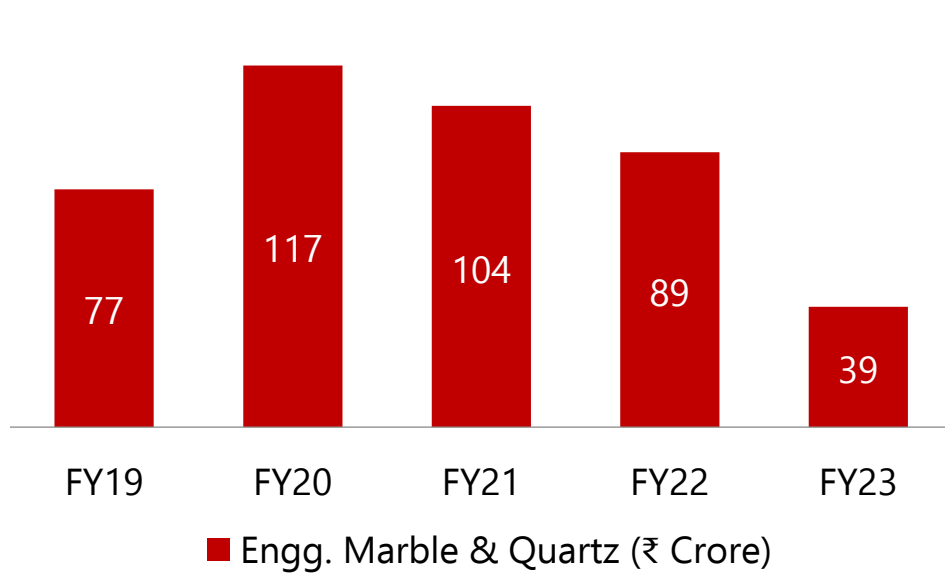
■ Tile Sales Volume

## Johnson Bath Division

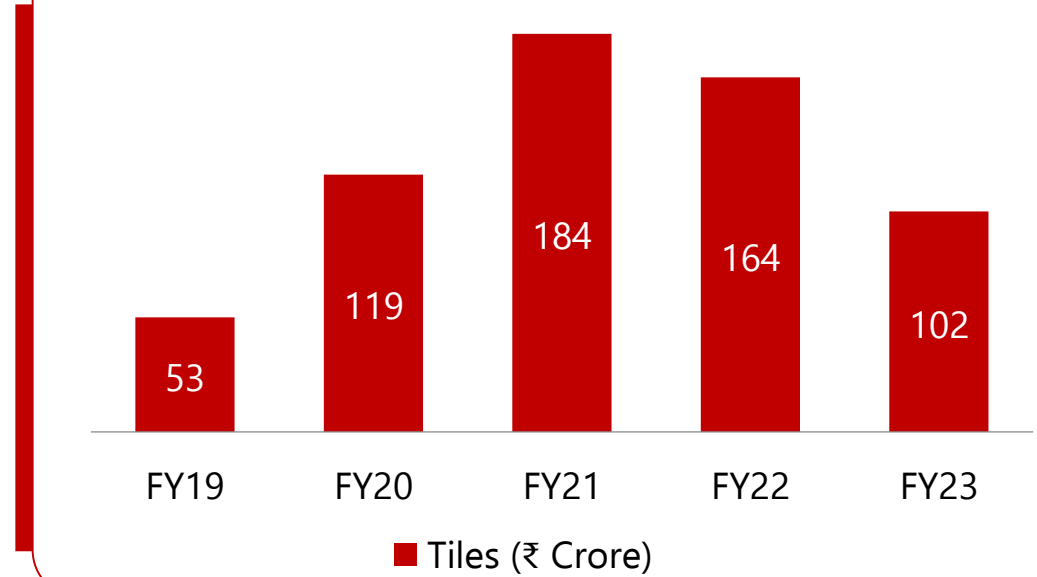


- Key Products: Sanitaryware, faucets and bath fittings
- Production Capacity: Two faucet manufacturing plants located at Baddi, Himachal Pradesh and Samba (Jammu & Kashmir) with a production capacity of 3.6 million pieces per annum
- Strong growth potential in the medium term
- Channel expansion, secondary demand generation and plumber connect programs to drive demand in future

## Marble & Quartz Exports Revenue



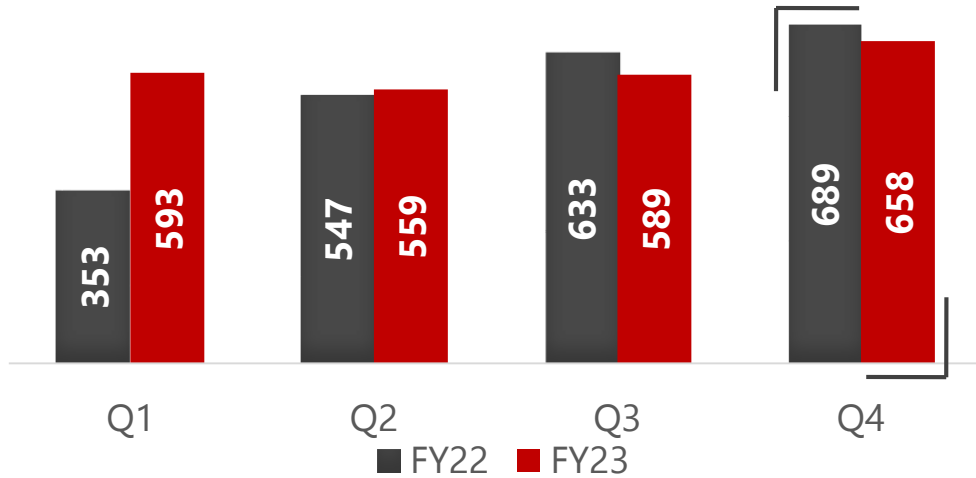
## Tiles Exports Revenue



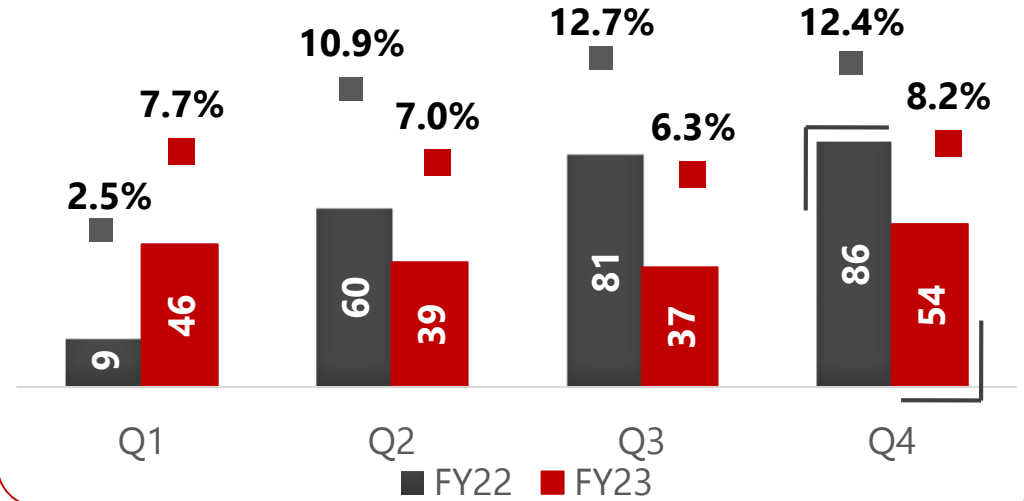
- Environment friendly alternative to marble
- Largely exports driven business; Near term sales pressure due to implementation of anti-dumping duty for exports to USA

- Export businesses affected in FY22 and FY23 due to supply chain issues
- Solid medium-term growth potential as many countries implemented anti-dumping duty for exports from China; Export opportunities to open up especially to USA

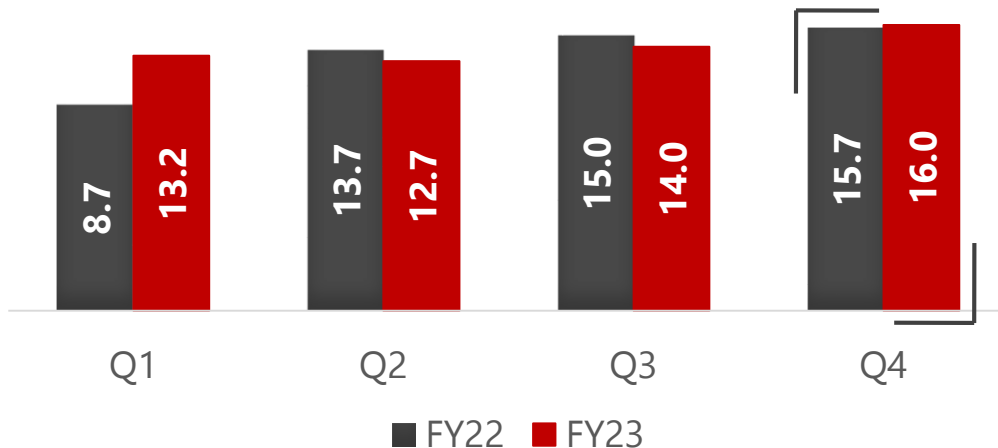
## Revenue (₹ Crores)



## EBITDA (₹ Crores) & EBITDA Margin (%)



## Tile Sales Volume (million m<sup>2</sup>)



- Domestic tiles sales volume grew by 5.0% YoY while exports sales volume declined by 41.7% YoY
- Capacity utilisation increased from 75.1% in Q4 FY22 to 76.1% in Q4 FY23
- Q4 FY23 consolidated EBITDA margin declined 420 bps YoY to 8.2% due to higher input costs, especially due to significant increase in gas prices across many plants





**Complete Concrete Solutions**

## Pan India Presence

Amongst top three players in the RMC sector with pan India presence: Operates 91 plants (including franchisee plants) at 44 cities / towns and 3 quarries; Three technical labs that are certified by National Accreditation Board for Testing and Calibration Laboratories to ensure adherence to quality

## Key Focus Areas

- ❖ Increase plant utilisation levels and optimise fleet and pump efficiency
- ❖ Increase share of environment-friendly and value added products
- ❖ Focus on individual home builder segment

## Strong Growth Potential

Beneficiary of demand recovery from real estate and infrastructure segments; Good traction in Mega business driven by several infrastructure projects; Strong ROCE potential for existing business with improvement in plant capacity utilisation levels; Capital Employed at ₹ 149 Crores as of March 31, 2023

## Commercial Concrete



Core business catering to the concrete requirements of metro cities and semi-urban areas; serves as a steadfast contributor to the prolific development of urban India

## Mega Projects



Meets the growing demand of high quality ready-mixed concrete in infrastructure sub-sectors, such as Highways, Power Plants, Refineries, Ports and Jetties

## Aggregates



Aggregates occupy 65-75% of the concrete volume; Backward integration: Three quarries (Aggregates & Manufactured sand)

OUR BUSINESS VERTICALS



## Aquaresistcrete



Integral Waterproofing Solution

## Coastcrete



Structures built for Generations

## Dycrete



Colour your Imagination

## Easycrete



Flowable Concrete,  
Solution to Congestion of Steel

## FRCcrete



Freedom from Rapid Wear & Tear

## Highdensecrete



Acts as a Silent Guardian

## Megacrete



Breaking the Height Barrier

## Perviouscrete



Instant Water Logging Solution

## Prism Plast



Plastering Made Easy

## Elitecrete



Lightweight & Thermal Insulation Solution

## Enviocrete



grey outside green inside

## Foundationcrete



Makes the Structure Highly Durable

## Repaircrete



Strengthening Solution for Extra Life

## Portacrete



Ready to Deliver

## Thermocrete



Thermal Cracking Solution

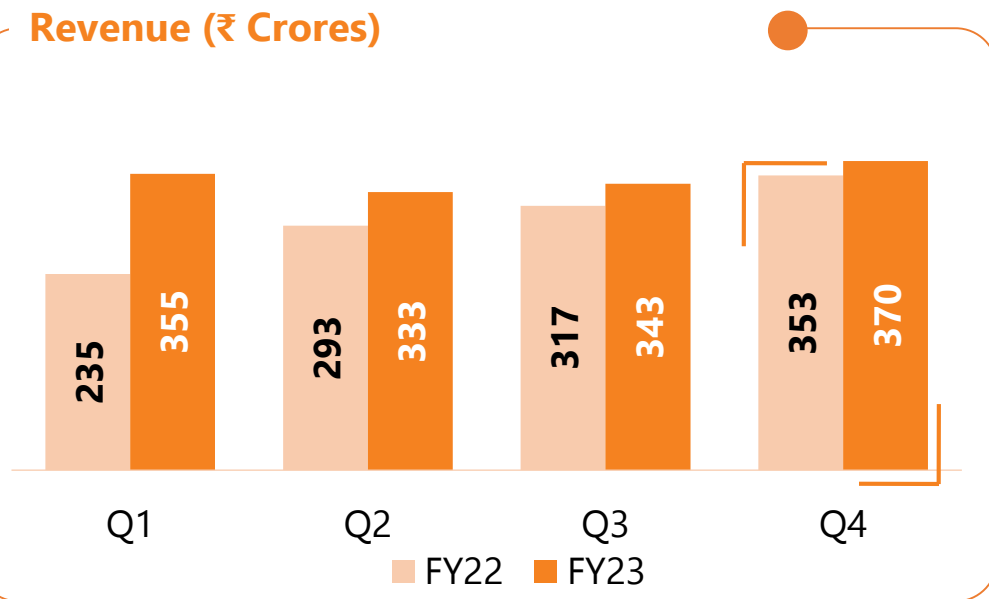
## Xpresscrete



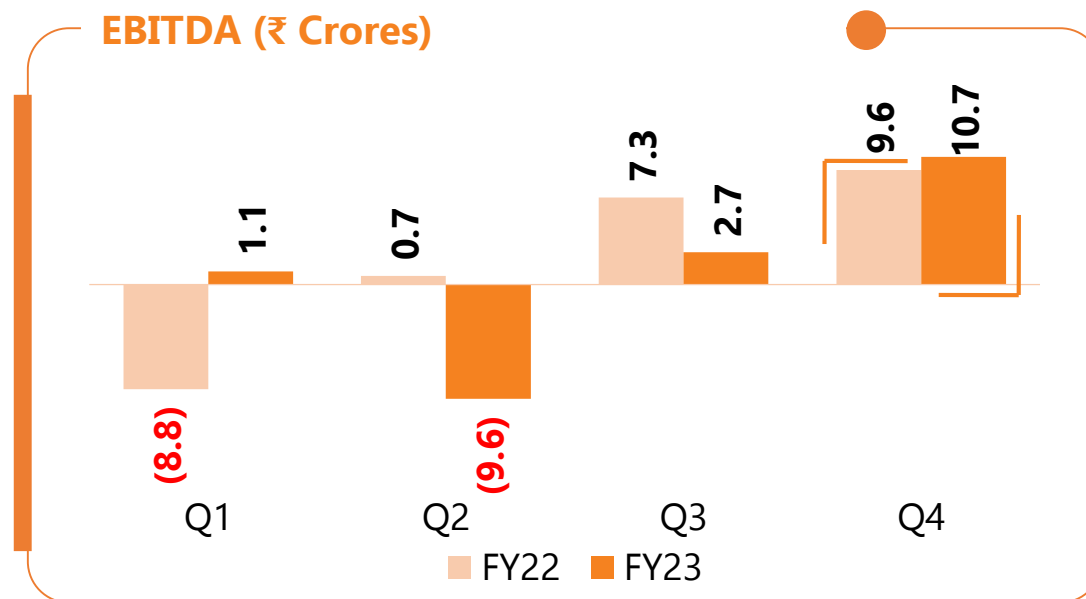
Instant Water Logging Solution



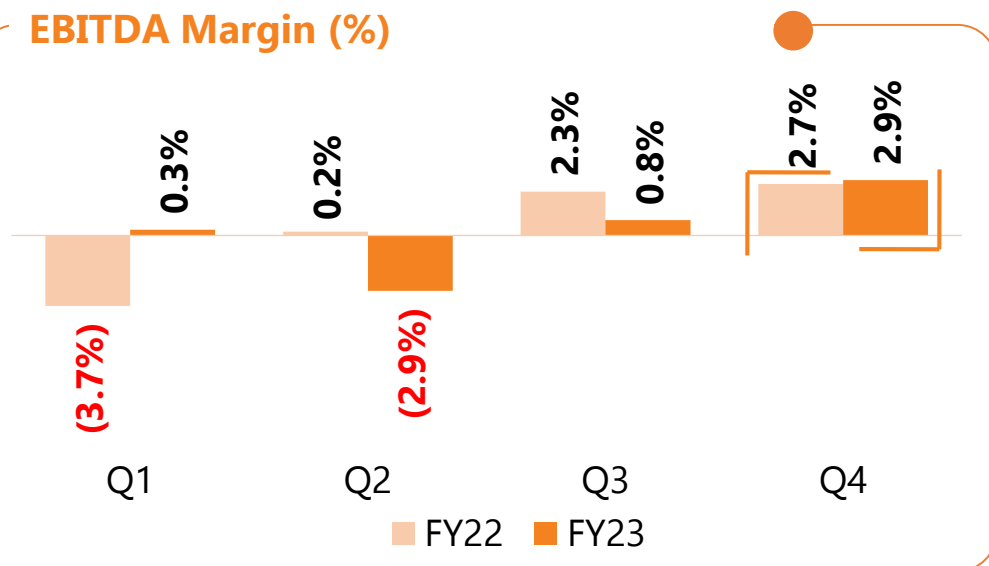
## Revenue (₹ Crores)



## EBITDA (₹ Crores)



## EBITDA Margin (%)

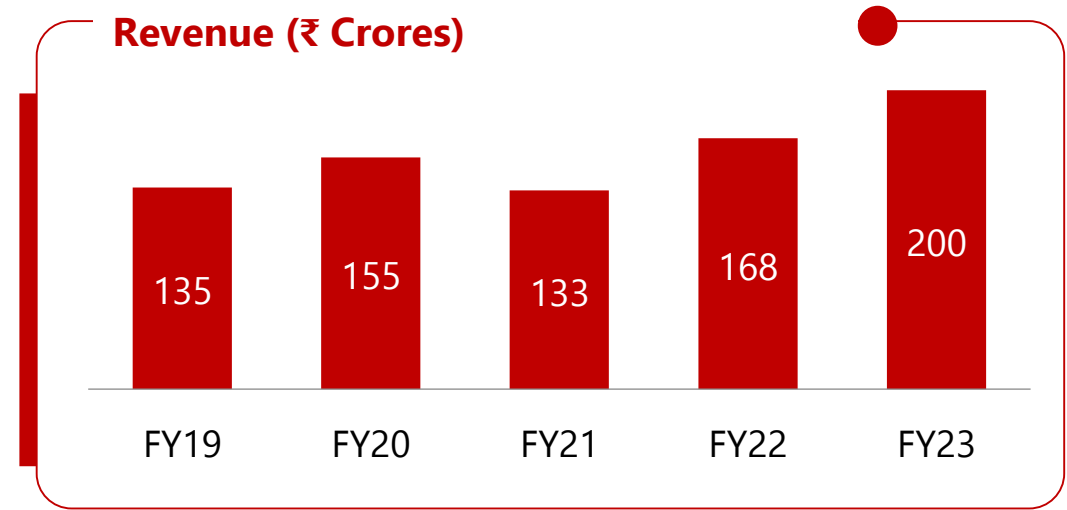


	FY19	FY20	FY21	FY22	FY23
Number of Plants	97	99	96	97	91
Volume (mn m <sup>3</sup> )	3.9	3.6	3.1	3.2	3.8
Capacity Utilisation	37%	32%	23%	29%	34%
Revenue	1,481	1,414	908	1,197	1,401
EBITDA	38.5	22.9	(17.9)	8.7	5.0
EBITDA Margin %	2.6%	1.6%	(2.0%)	0.7%	0.4%

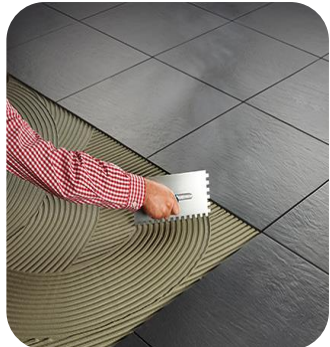


- Prism Johnson's Joint Venture with Ardex, Germany with a 50% Stake
- R&D driven business
- Pan India presence with plants in Bengaluru, Vadodara, Durgapur, Pune, Nellore and Bhiwadi

## Revenue (₹ Crores)



## Product Portfolio



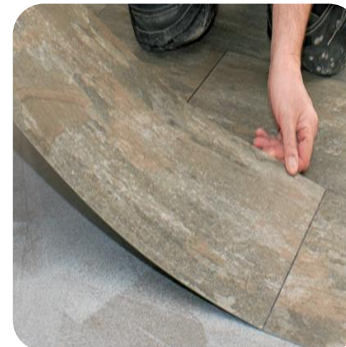
**Tile & Stone Installations**



**Waterproofing Systems**



**Flooring Solutions**



**Flooring Adhesives**

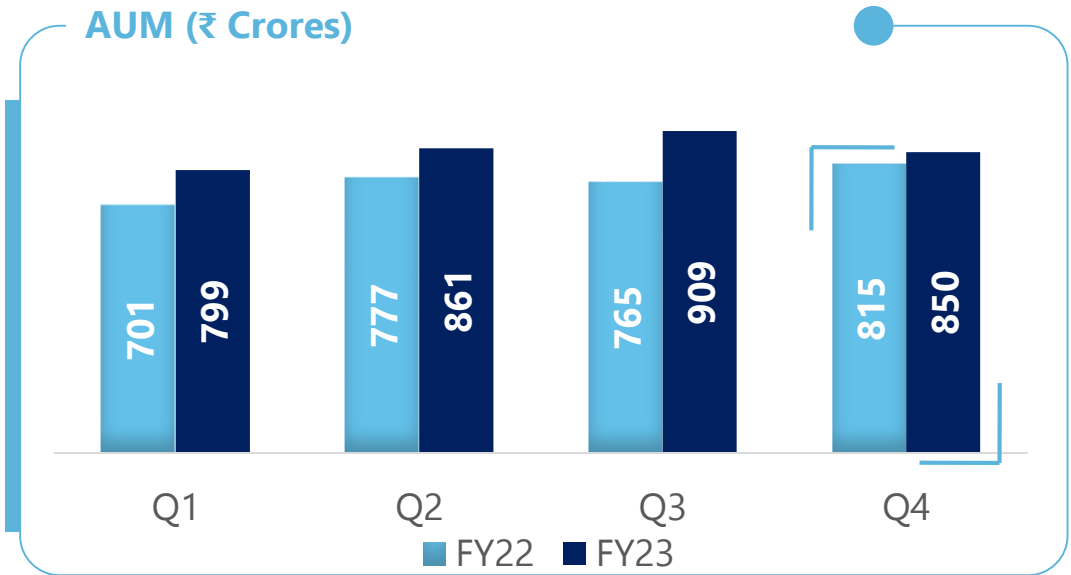
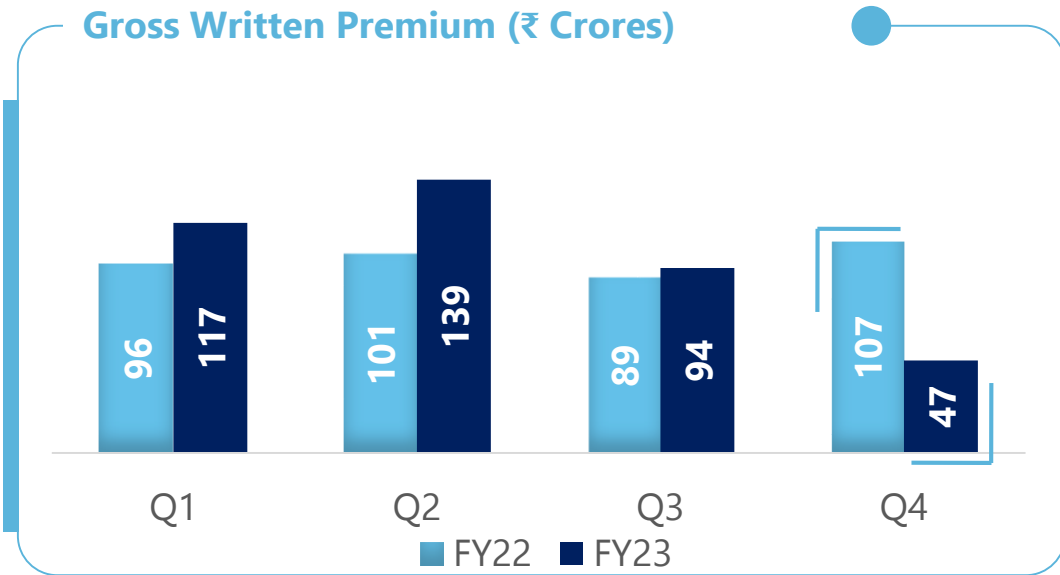


**Concrete Repair, Anchors & Grouts**



**Decorative Finishes**

Note: Interest in Ardex Endura India Private Limited (Joint Venture) is accounted for using the equity method



RQBE added 27 partners during Q4 FY23 taking the count of total partners to 3,350 including Agents, Brokers, POSP, IMF, MISP, Web Aggregators and OEM

#### Q4 FY23 Financial Highlights:

- Gross Written Premium declined by 56% YoY to ₹ 47 Crores
- Profit / (Loss) After Tax: ₹ (5) Crores vs. ₹ (18) Crores in Q4 FY22

#### FY23 Financial Highlights:

- Gross Written Premium: ₹ 396 Crores, growth of 1% over FY22
- Profit / (Loss) After Tax: ₹ (91) Crores vs. ₹ (96) Crores in FY22
- Combined Ratio stands at 146% vs. 141% in FY22
- Well capitalized with solvency ratio of 2.03x against regulatory minimum of 1.50x





# **SUSTAINABILITY**





## Green Energy



Around **32%** of Prism Cement's total power requirement met through **green & renewable sources** during FY23; Announced plan to set up 24MW captive wind power by September 2024

## Health & Safety



Lost Time Injury Frequency Rate (LTIFR): **0.21 in FY23**

## Water Consumption



Over 21 Lakh m<sup>3</sup> ground water recharged by Prism Cement during FY23; Prism Cement was **3.4x** water positive in FY23

## GHG Emissions



Emissions Intensity at **626 kg CO<sub>2</sub> per ton of cementitious material** in FY23 vs. 650 kg CO<sub>2</sub> in FY22

## CSR



CSR spend of **₹ 2.85 Crores** in FY23 (vs. ₹ 3.94 Crores in FY22)

## Bio Diversity



Nearly 7,50,000 saplings planted by Prism Cement in the past six years (including around **1,70,000 saplings planted in FY23**)



# CSR Activities Categorised into 7 Large Focus Areas



Health & Hygiene



Environment & Water Conservation



Empowerment & Skill Development



Social Welfare



Rural Infrastructure Development



Promotion of Education



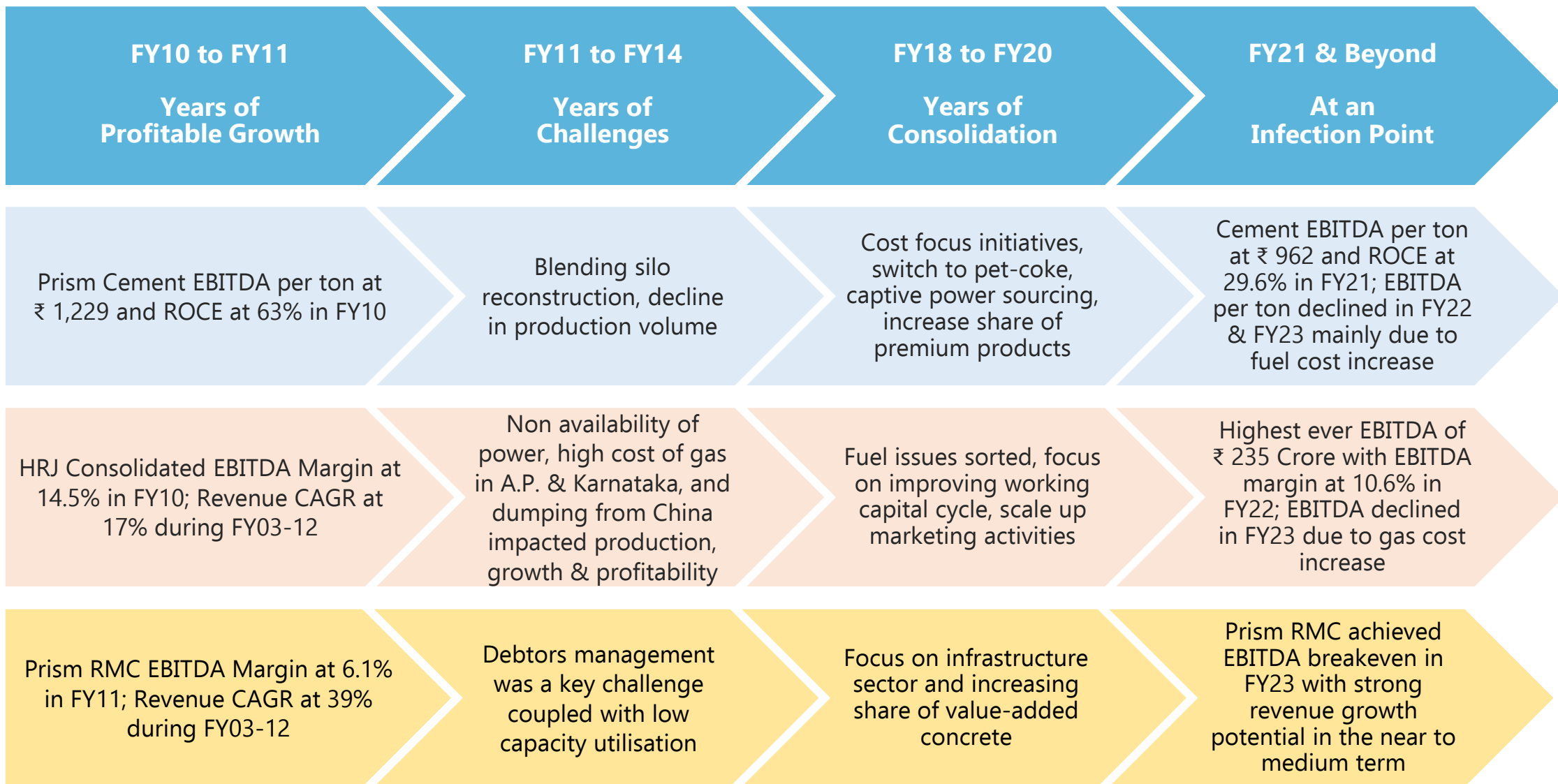
Providing Potable Drinking Water



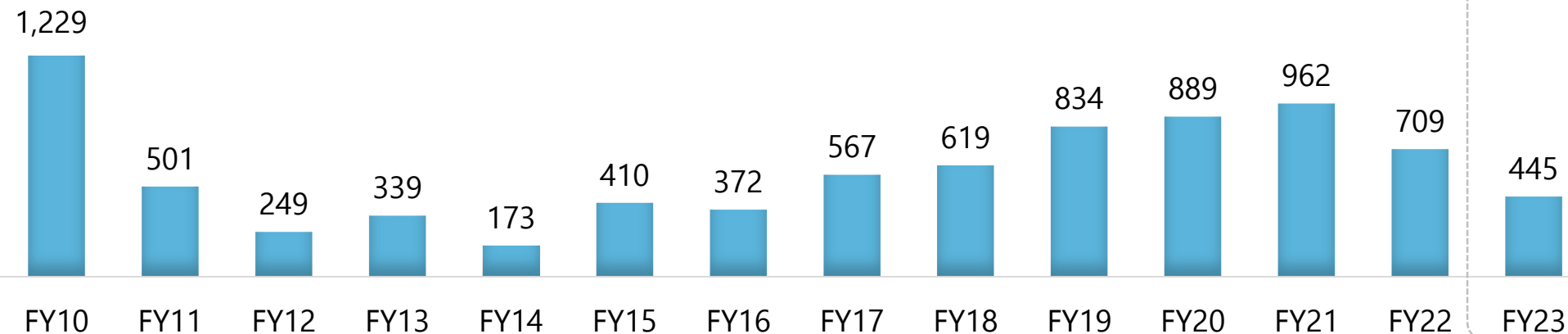




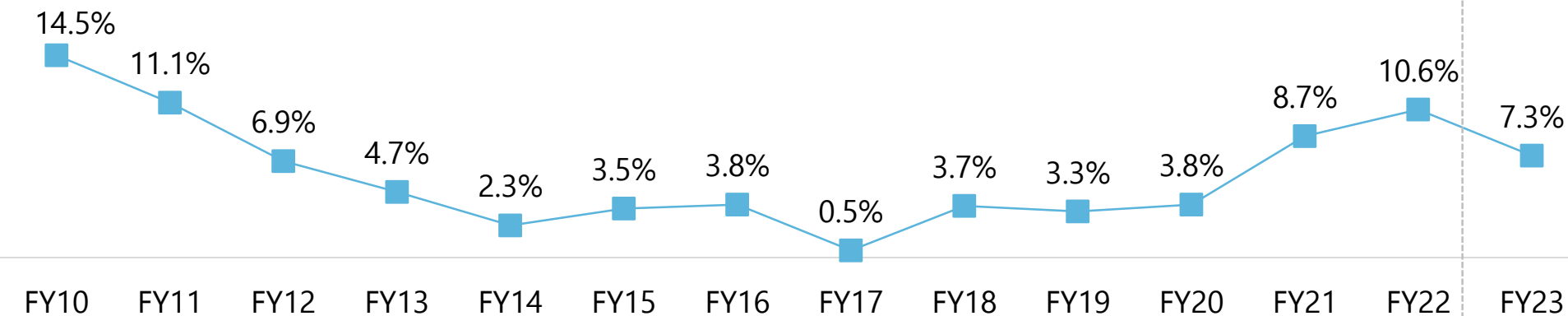
# **FINANCIAL PERFORMANCE & GOVERNANCE**



**Prism Cement EBITDA / Ton (₹)**



**HRJ Consolidated EBITDA Margin (%)**

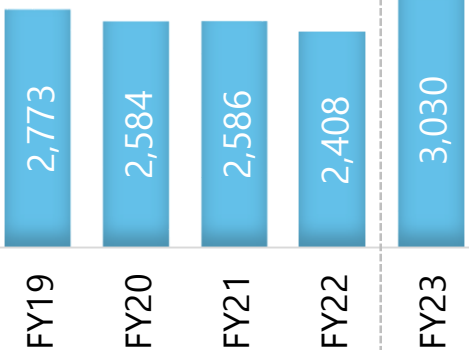


Note: Financial data for the periods starting from FY10 to FY15 is as per IGAAP



# Prism Johnson: Division Wise Five Year Financial Performance

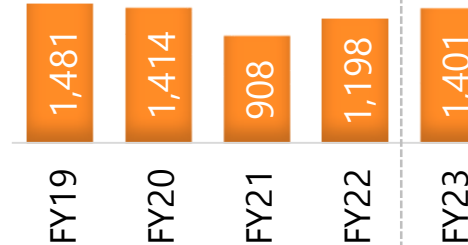
## Revenue (₹ Crores)



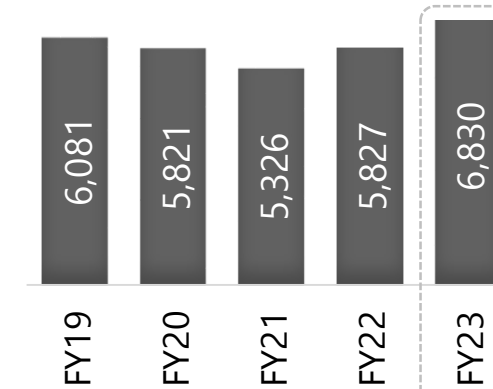
Prism Cement



HRJ

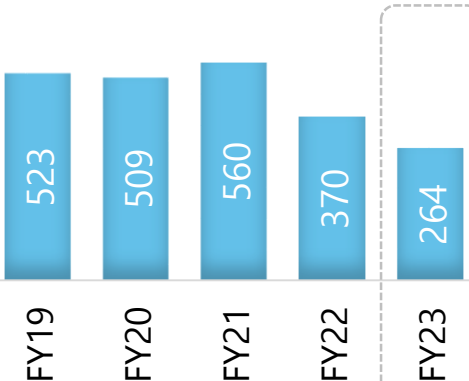


Prism RMC



Consolidated  
(Ex RQBE)

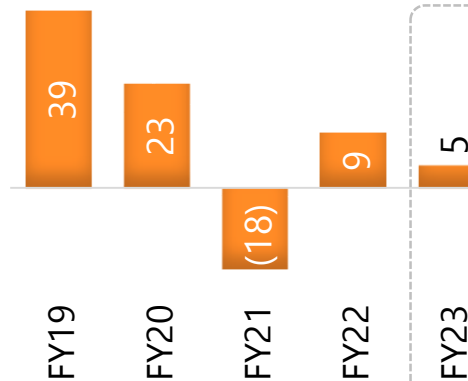
## EBITDA (₹ Crores)



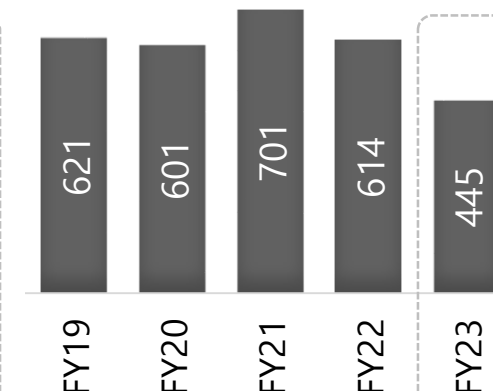
Prism Cement



HRJ



Prism RMC

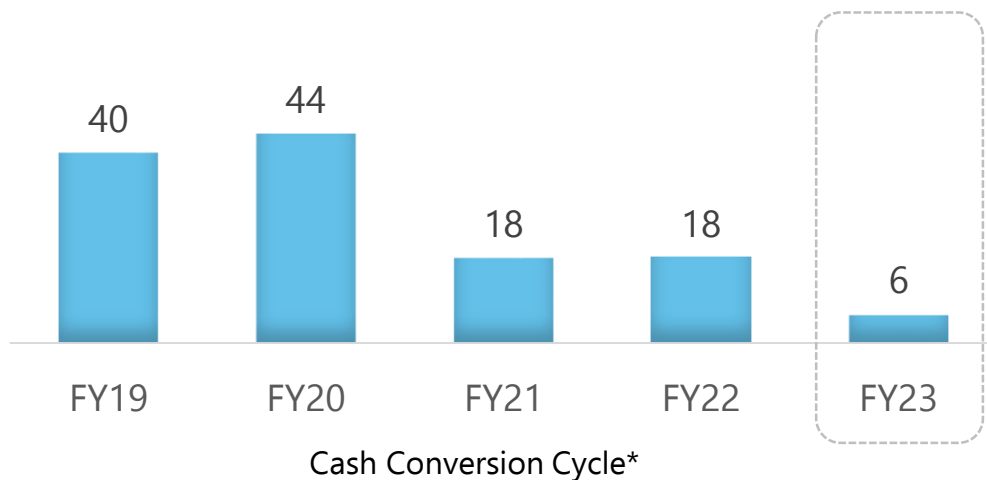


Consolidated  
(Ex RQBE)

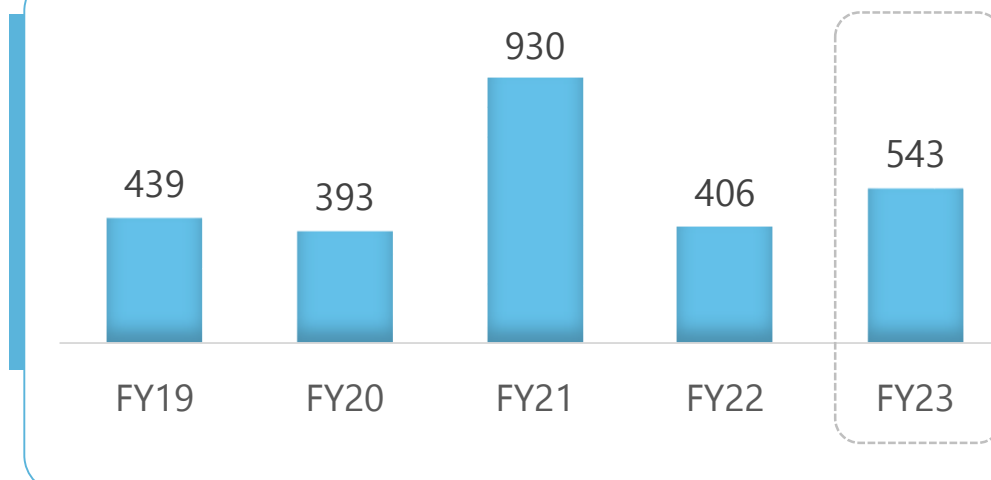
# Five Year Financial Performance Snapshot: Strengthening Balance Sheet

Consolidated (Ex. RQBE)

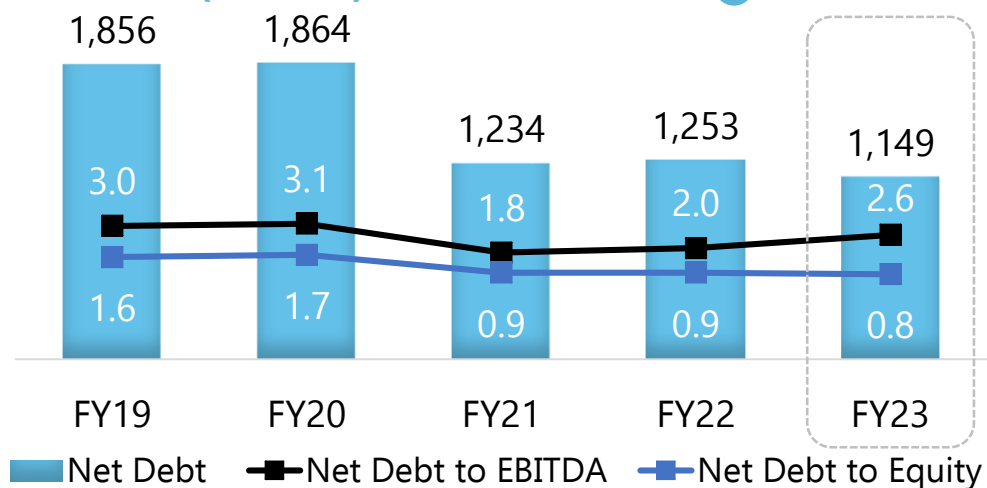
## Working Capital (Days)



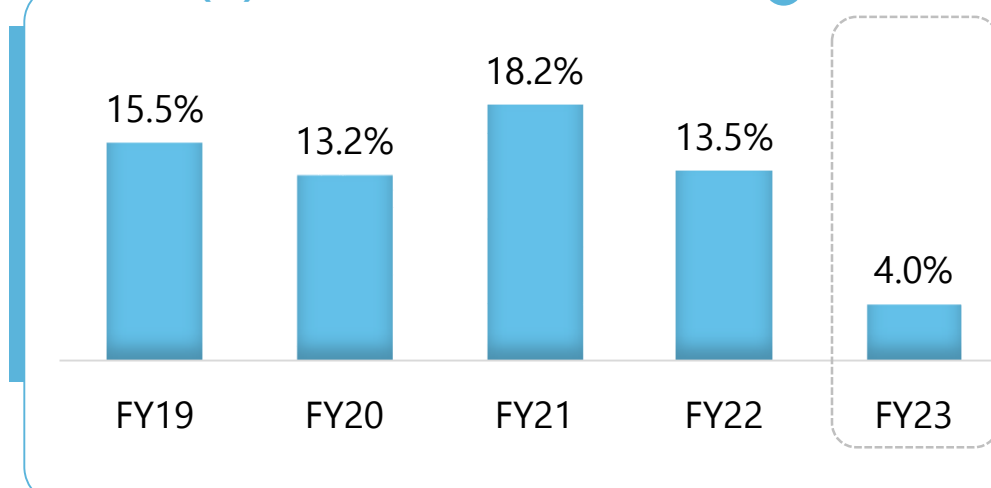
## Operating Free Cash Flows (₹ Crores)^



## Net Debt (₹ Crores)



## ROCE# (%)



\* Cash Conversion Cycle = Inventory Days + Debtor Days – Creditor Days

^Operating Free Cash Flows Pre-Capex and Pre-Investments

# EBIT includes Other Income for ROCE calculation

# Consolidated (Ex RQBE) Financials Summary

Particulars (₹ Crores)	Q4 FY22	Q3 FY23	Q4 FY23	% QoQ	% YoY	FY19	FY20	FY21	FY22	FY23	% YoY
<b>Revenue from Operations</b>	<b>1,722</b>	<b>1,633</b>	<b>1,966</b>	<b>20.4%</b>	<b>14.2%</b>	<b>6,081</b>	<b>5,820</b>	<b>5,326</b>	<b>5,827</b>	<b>6,830</b>	<b>17.2%</b>
- Prism Cement	680	700	938	33.9%	37.9%	2,773	2,584	2,586	2,408	3,030	25.9%
- HRJ	689	589	657	11.6%	(4.5%)	1,827	1,823	1,833	2,221	2,399	8.0%
- Prism RMC	353	343	370	7.8%	4.8%	1,481	1,414	908	1,198	1,401	17.0%
<b>EBITDA</b>	<b>153</b>	<b>80</b>	<b>150</b>	<b>86.9%</b>	<b>(2.0%)</b>	<b>621</b>	<b>601</b>	<b>701</b>	<b>614</b>	<b>445</b>	<b>(27.6%)</b>
<b>EBITDA Margin %</b>	<b>8.9%</b>	<b>4.9%</b>	<b>7.6%</b>			<b>10.2%</b>	<b>10.3%</b>	<b>13.2%</b>	<b>10.5%</b>	<b>6.5%</b>	
Depreciation & Amortisation	93	100	103	3.1%	10.7%	199	248	289	305	384	25.7%
Other Income	13	11	10	(11.2%)	(22.3%)	26	28	39	39	33	(15.2%)
<b>EBIT (Incl. Other Income)</b>	<b>73</b>	<b>(8)</b>	<b>57</b>	<b>n/m</b>	<b>(21.7%)</b>	<b>449</b>	<b>381</b>	<b>451</b>	<b>348</b>	<b>95</b>	<b>(72.8%)</b>
Finance Cost	43	49	49	0.5%	15.0%	220	250	210	185	185	0.2%
<b>Net Profit*</b>	<b>36</b>	<b>(43)</b>	<b>10</b>	<b>n/m</b>	<b>(72.9%)</b>	<b>139</b>	<b>50</b>	<b>224</b>	<b>139</b>	<b>(68)</b>	<b>n/m</b>
Net Profit Margin %	2.1%	(2.6%)	0.5%			2.3%	0.9%	4.2%	2.4%	(1.0%)	
<b>Net Debt</b>	<b>1,253</b>	<b>1,486</b>	<b>1,149</b>	<b>(22.6%)</b>	<b>(8.3%)</b>	<b>1,856</b>	<b>1,864</b>	<b>1,234</b>	<b>1,253</b>	<b>1,149</b>	<b>(8.3%)</b>
<b>FCF (Pre-Capex &amp; Investments)</b>	<b>285</b>	<b>(22)</b>	<b>518</b>	<b>n/m</b>	<b>81.9%</b>	<b>439</b>	<b>393</b>	<b>930</b>	<b>406</b>	<b>543</b>	<b>33.7%</b>

# Standalone Financials Summary

Particulars (₹ Crores)	Q4 FY22	Q3 FY23	Q4 FY23	% QoQ	% YoY	FY19	FY20	FY21	FY22	FY23	% YoY
<b>Revenue from Operations</b>	<b>1,660</b>	<b>1,611</b>	<b>1,948</b>	<b>20.9%</b>	<b>17.3%</b>	<b>5,964</b>	<b>5,579</b>	<b>5,035</b>	<b>5,569</b>	<b>6,712</b>	<b>20.5%</b>
- Prism Cement	680	700	938	33.9%	37.9%	2,733	2,584	2,586	2,408	3,030	25.9%
- HRJ	634	570	644	12.9%	1.5%	1,749	1,634	1,573	1,987	2,290	15.2%
- Prism RMC	353	343	370	7.8%	4.8%	1,481	1,414	908	1,198	1,401	17.0%
- Inter segment revenue	(7)	(2)	(4)			(39)	(53)	(32)	(23)	(9)	
<b>EBITDA</b>	<b>148</b>	<b>63</b>	<b>129</b>	<b>103.0%</b>	<b>(12.6%)</b>	<b>560</b>	<b>519</b>	<b>616</b>	<b>576</b>	<b>394</b>	<b>(31.5%)</b>
<b>EBITDA Margin %</b>	<b>8.9%</b>	<b>3.9%</b>	<b>6.6%</b>			<b>9.4%</b>	<b>9.3%</b>	<b>12.2%</b>	<b>10.3%</b>	<b>5.9%</b>	
Depreciation & Amortisation	85	90	93	2.8%	9.1%	171	214	253	275	338	22.8%
Other Income	10	11	10	(11.2%)	(1.3%)	21	27	36	35	33	(4.4%)
<b>EBIT (Incl. Other Income)</b>	<b>72</b>	<b>(16)</b>	<b>46</b>	<b>n/m</b>	<b>(36.5%)</b>	<b>410</b>	<b>333</b>	<b>400</b>	<b>335</b>	<b>90</b>	<b>(73.3%)</b>
Finance Cost	39	44	45	2.7%	15.3%	198	229	191	170	167	(1.9%)
Exceptional Items	(11)	0	0			11	10	5	(9)	7	
<b>Profit Before Tax</b>	<b>44</b>	<b>(60)</b>	<b>1</b>	<b>n/m</b>	<b>(98.7%)</b>	<b>201</b>	<b>93</b>	<b>204</b>	<b>174</b>	<b>(84)</b>	<b>n/m</b>
<b>Net Profit</b>	<b>36</b>	<b>(45)</b>	<b>5</b>	<b>n/m</b>	<b>(87.2%)</b>	<b>127</b>	<b>25</b>	<b>200</b>	<b>133</b>	<b>(59)</b>	<b>n/m</b>
Net Profit Margin %	2.1%	(2.8%)	0.2%			2.1%	0.5%	4.0%	2.4%	(0.9%)	
<b>Net Debt</b>	<b>1,042</b>	<b>1,269</b>	<b>950</b>	<b>(25.1%)</b>	<b>(8.8%)</b>	<b>1,631</b>	<b>1,675</b>	<b>1,040</b>	<b>1,042</b>	<b>950</b>	<b>(8.8%)</b>



	Name	Designation	Status
1	Mr. Shobhan M. Thakore	Chairman	Independent, Non-executive
2	Mr. Rajan Raheja	Director	Non-independent, Non-executive
3	Mr. Akshay Raheja	Director	Non-independent, Non-executive
4	Mr. Vijay Aggarwal	Managing Director	Non-independent, Executive
5	Mr. Vivek K Agnihotri	Executive Director & CEO (Cement)	Non-independent, Executive
6	Mr. Sarat Chandak	Executive Director & CEO (HRJ)	Non-independent, Executive
7	Ms. Ameeta Parpia	Director	Independent, Non-executive
8	Dr. Raveendra Chittoor	Director	Independent, Non-executive

## Mr. Vijay Aggarwal

Managing Director



**Educational Background:** B. Tech (Elec.) from IIT, Delhi and PGDM from IIM, Ahmedabad

**Tenure in Company:** ~29 years

**Past Experience:** SBI Capital Markets

**Other Board Memberships:** Aptech Limited, Raheja QBE General Insurance Company Limited, Ardex Endura (India) Private Limited, The Indian Council of Ceramic Tiles and Sanitaryware



## Vivek K. Agnihotri

Executive Director & CEO – Cement

MBA from FMS, University of Delhi

Tenure in Company: ~8 years

Past Experience: Ambuja Cements Limited, ACC Limited



## Sarat Chandak

Executive Director & CEO – HRJ

B.SC (Hons.), and MBA from University of Pune

Tenure in Company: ~4 years

Past Experience: Kajaria Ceramics Limited, RAK Ceramics India Private Limited



## Anil Kulkarni

CEO – Prism RMC

B.E. (Civil Engineering), PGDM

Tenure in Company: Joined in August 2022

Past experience: ACC Limited, UltraTech Cement Limited, Infra.Market



**Shailesh Dholakia**  
Company Secretary &  
Compliance Officer

B. Com, Associate  
Company Secretary,  
LLB

Tenure in Company:  
Joined in January 2023

Past experience:  
Reliance Industrial  
Infrastructure Limited,  
Allcargo Logistics  
Limited, Zee  
Entertainment  
Enterprises Limited



**Rajnish Sacheti**  
Chief Legal Officer

Company Secretary

Tenure in Company:  
~25 years

Past experience:  
Grasim Industries  
Limited



**Manish Bhatia**  
Chief Financial  
Officer

Chartered  
Accountant

Tenure in Company:  
~6 years

Past experience:  
Apollo Tyres  
Limited, Essar Steel  
Limited



**Sanjeeva**  
Chief Commercial  
Officer

Mining Engineering from  
IIT (ISM) Dhanbad, MBA  
from S P Jain Institute of  
Management & Research,  
Mumbai and LL.B from  
Nagpur University

Tenure in Company:  
~9 years

Past experience: Coal  
India Limited, Dow  
Chemical, Reliance Energy  
Limited



**Prabir Ray**  
Chief Human  
Resources Officer

Mechanical Engineer  
from Delhi College of  
Engineering and MBA  
from FMS, Delhi

Tenure in Company:  
~7 years

Past experience:  
UltraTech Cement  
Limited, ACC Limited



Prism Cement:  
Apex India  
Occupational  
Health & Safety  
Award 2022 –  
Gold Award



Prism Johnson  
Limited: Masters of  
Risk Management  
Award for Capital  
Projects and  
Infrastructure, Large  
Cap Category - CNBC  
TV18 & ICICI Lombard  
India Risk  
Management Award



Prism RMC:  
Sarvashreshtha  
Suraksha Puraskar  
from National Safety  
Council of India,  
Safety Awards 2022  
(MSME Sector) to a  
Mega Projects Plant  
in Mumbai,  
Maharashtra



Prism Cement:  
Apex India Green  
Leaf Award 2022  
For Environment  
Excellence –  
Platinum Award



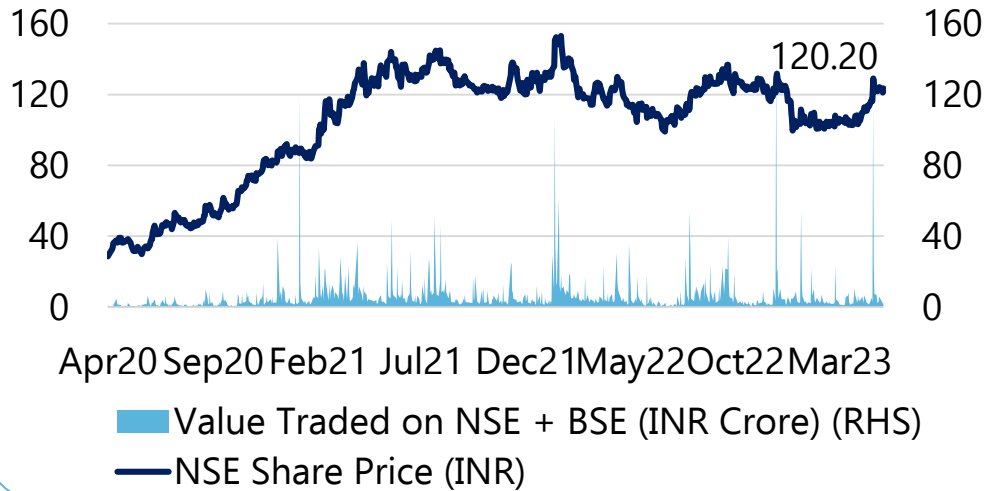
HRJ: Superbrands India  
2023 Award to Johnson  
Smart Tiles, as well as  
Johnson Marble & Quartz  
(Consumer Superbrand)  
and to  
Johnson Endura (Business  
Superbrand)



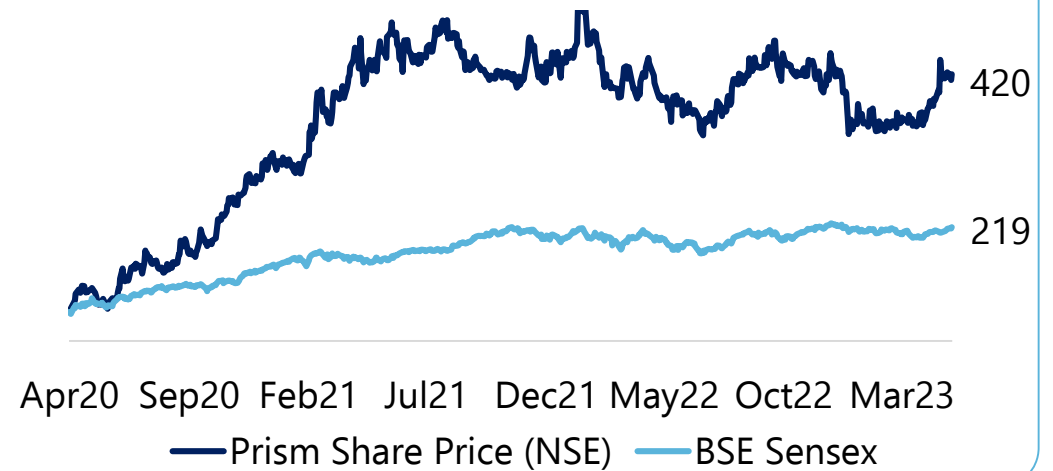
Prism RMC: Suraksha  
Puraskar from  
National Safety  
Council of India,  
Safety Awards 2022  
(MSME Sector) to a  
Mega Projects Plant  
in Bhilwara,  
Rajasthan



## Absolute Share Price Performance



## Share Price Performance vs. BSE Sensex \*

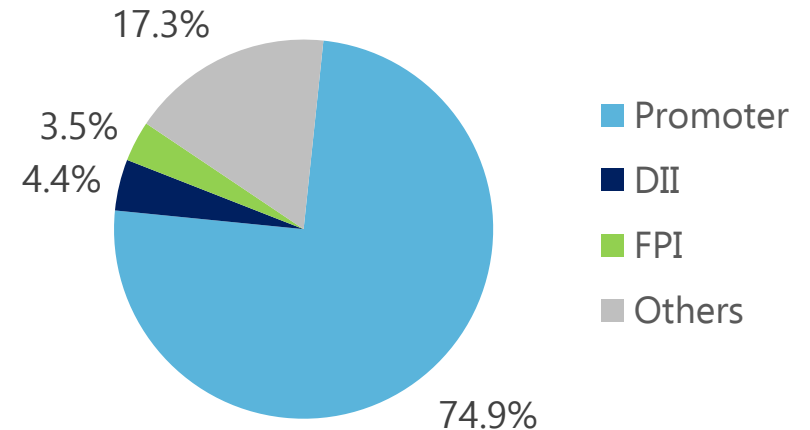


## Particulars

9-May-2023

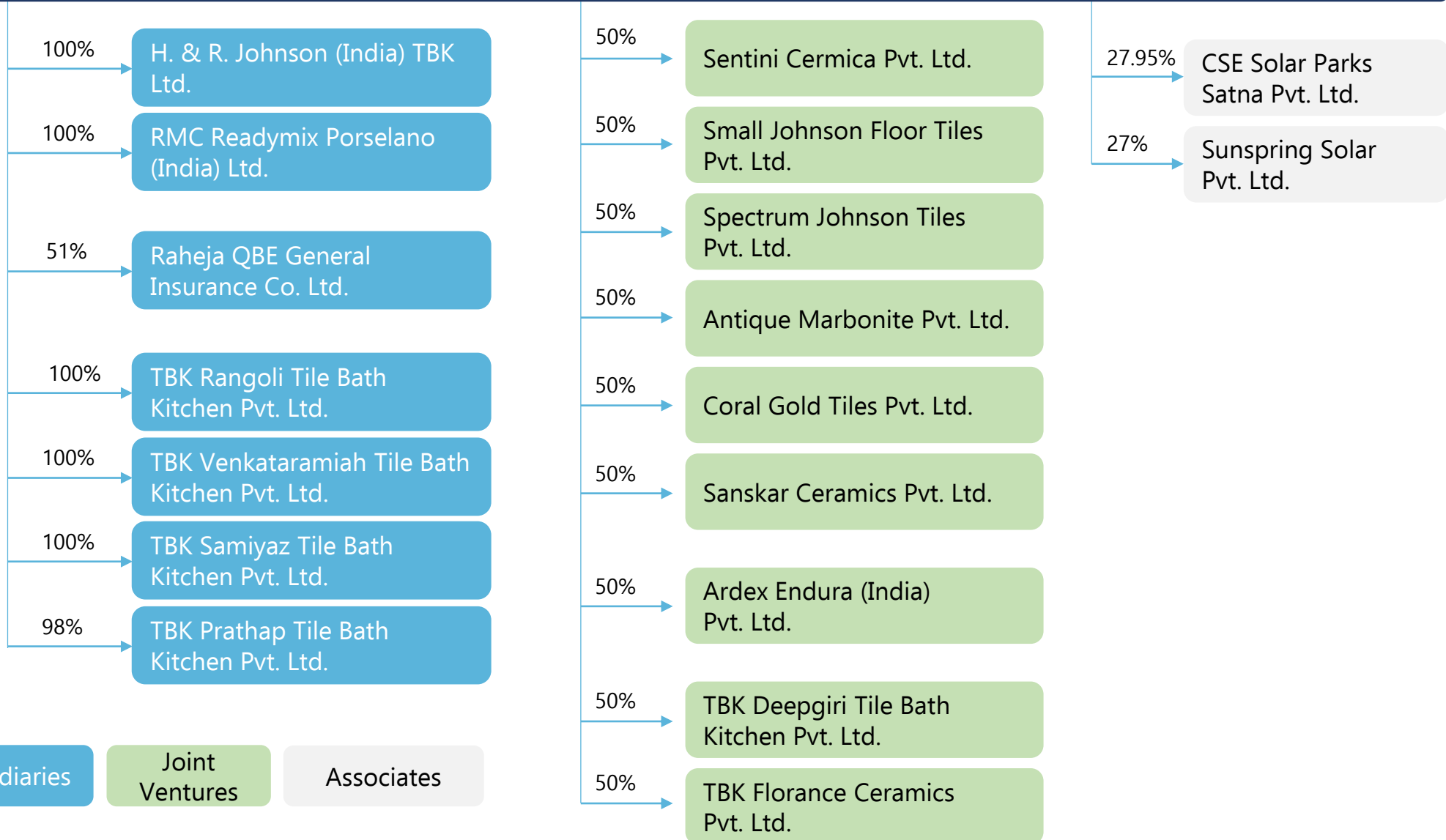
NSE Ticker	PRSMJOHNSN
Share Price (₹)	120.20
52 Week Low – High	96.65 – 143.70
Market Cap (₹ Crore)	6,050
3-Month Avg. Value Traded (₹ Crore)	5.8
Indices Prism Johnson is a member of	NIFTY 500, NIFTY MIDCAP250

## Shareholding Pattern – March 31, 2023



\* 1 April 2020 prices rebased to 100

## Prism Johnson Limited



Subsidiaries

Joint Ventures

Associates

**PRISM JOHNSON LIMITED** is one of India's leading integrated building materials' companies, with a wide range of products from cement and ready-mixed concrete to tiles and bathroom products.

## **Prism Cement**

Prism Cement manufactures Cement with the brand name 'Champion' and premium quality grade of cement under brand names 'Champion Plus', 'Duratech' and 'Champion All Weather'. It caters mainly to markets of Central and Eastern Uttar Pradesh, Madhya Pradesh and Bihar, with an average lead distance of 380 kilometers in FY23 from its plant at Satna, Madhya Pradesh. Prism Cement has a wide distribution network of around 3,300 dealers serviced from 162 stock points.

## **H & R Johnson (India)**

Established in 1958, H & R Johnson (India) is one of the leading ceramic tiles companies in India. H & R Johnson (India) offers end-to-end solutions of tiles, sanitary ware, bath-fittings and engineered marble & quartz. Its products are sold under several strong brands, viz. Johnson Tiles, Johnson Marbonite, Johnson Porselano, Johnson Endura, Johnson International and Johnson Marble & Quartz. H & R Johnson (India) along with its Joint Ventures currently have a tile manufacturing capacity of around 61 million m<sup>2</sup> per annum spread across 10 manufacturing plants across the country.

## **Prism RMC**

Prism RMC is the amongst the top three players in the ready-mixed concrete sector, with a pan-India presence as it operates 91 plants (including franchisee plants) at 44 cities / towns. Prism RMC also mines aggregates and operates 3 quarries. Further, it has three technical labs that are certified by National Accreditation Board for Testing and Calibration Laboratories and ensures strict adherence to the quality of concrete manufactured at Prism RMC plants.



**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.

## **PRISM JOHNSON LIMITED**

For additional information, please contact:

**Nupur Agarwal | Chief Investor Relations Officer**

Tel: +91-98198-52256 | +91-22-6675 4142-46

Email: [nupur.agarwal@prismjohnson.in](mailto:nupur.agarwal@prismjohnson.in) | Website: [www.prismjohnson.in](http://www.prismjohnson.in)

Address:

"Rahejas", Main Avenue, V. P. Road, Santacruz (W), Mumbai—400 054



### **Safe Harbour**

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.