



SYMBOL: LEXUS
ISIN: INE500X01013

* Dated: 09.03.2018

To,
The Manager
Listing Department,
The National Stock Exchange of India Limited,
Exchange Plaza, NSE Building,
Bandra Kurla Complex,
Bandra East,
Mumbai – 400 051
Fax: 022-26598237, 022-26598238

Subject: Investor Presentation Update
Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015

Respected Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find enclosed herewith the Investor Presentation. This investor presentation was made available to the analysts and fund managers during New India Conclave 2018 which was held on March 07, 2018 at Trident Hotel, BKC, Mumbai.

Kindly take the same on record and oblige.

Thanking You,

Yours Faithfully,

For **LEXUS GRANITO (INDIA) LIMITED**



Anilkumar Babulal Detroja
Managing Director
DIN: 03078203

LEXUS GRANITO (INDIA) LIMITED

Presentation

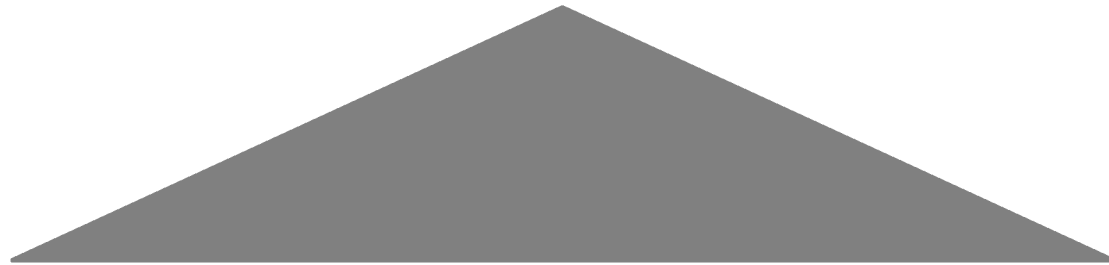


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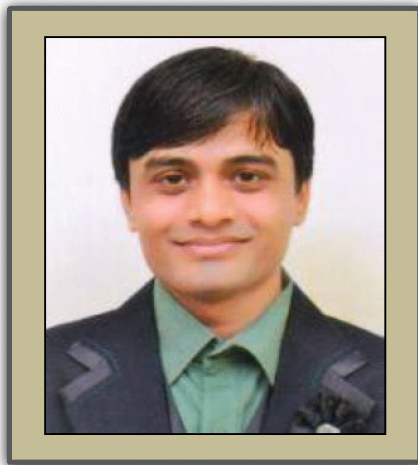
FINANCIAL HIGHLIGHTS

COMPANY OVERVIEW

BUSINESS OVERVIEW

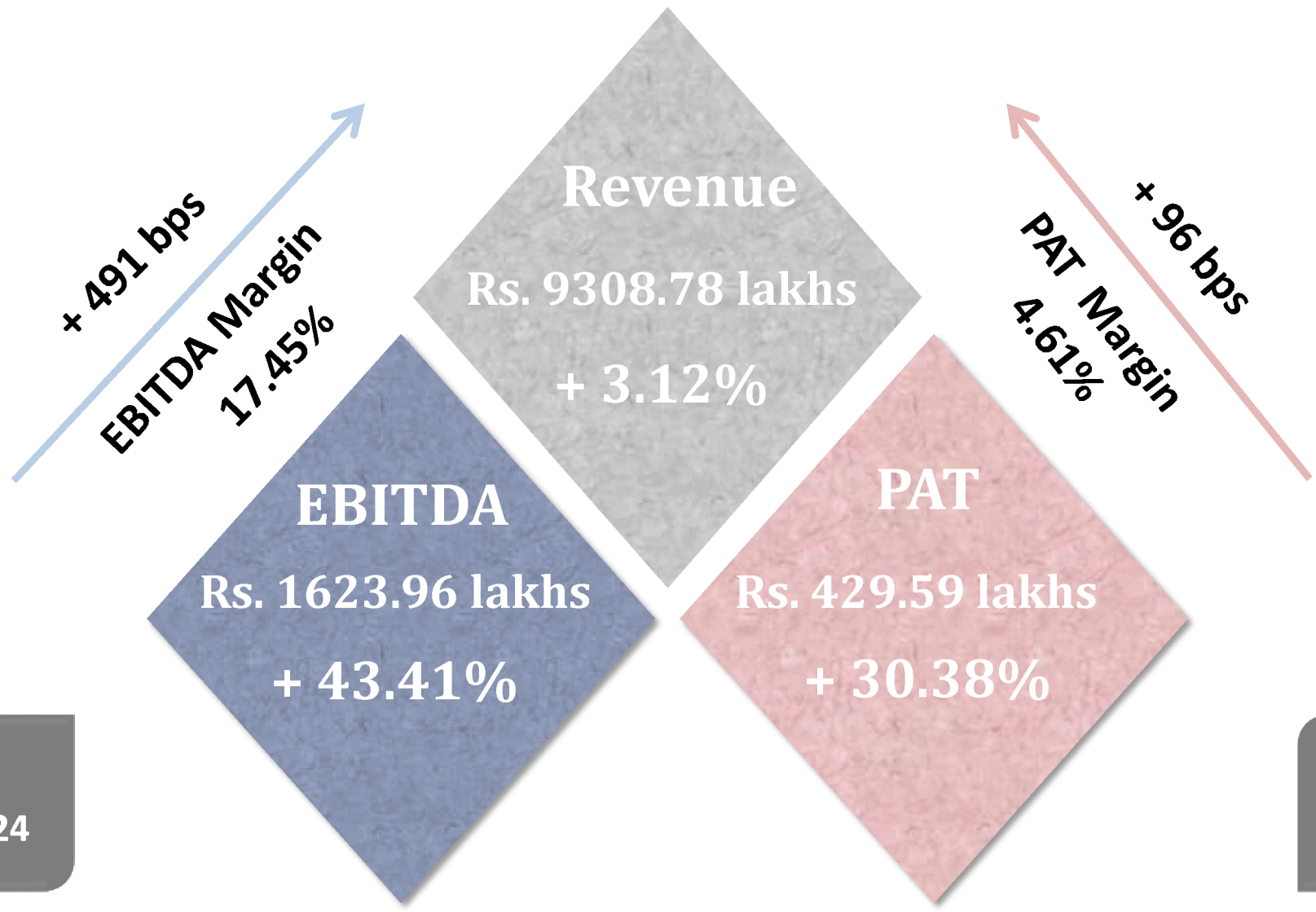
STRATEGIC OUTLOOK

Commenting on Company's performance for H1 FY 18, Mr Anilkumar Detroja, Managing Director said :



"This is our first results post listing and we are glad we could deliver profitable growth. In HYFY18 we strengthened our relationships with different stakeholders and firmly rooted ourselves in the ceramics space. We believe that all steps that we have taken, has helped us achieve a decent results and we expect to grow at a faster pace over the next 2-3 years. We've been focused on growing operating and profitability margins. I thank the entire team of for their constant efforts, sincerity and enthusiasm. Also, I would like to thank our valued Shareholders, who have reposed faith in our Company and supported us along with their critical inputs."

Financial Snapshot- H1 FY18



EPS
Rs. 2.24

P/E Ratio
49.11
times

Profit & Loss A/C - 30th Sept' 17



(Rs. in lakhs)

Particulars	H1 FY 2018	H1 FY 2017	YoY Change (%)
Revenue from Operations	9231.89	8958.81	3.05%
Other Income	76.89	67.94	13.17%
Total Income	9308.78	9026.75	3.12%
Cost of Material Consumed	2926.18	2496.83	17.20%
Purchase of Traded goods	2609.72	2992.46	(12.79%)
Changes in Inventories	(1521.21)	(904.30)	68.22%
Employee Expenses	555.42	297.94	86.42%
Manufacturing & Operating Cost	2531.63	2373.93	6.64%
Other Expenses	583.08	637.49	(8.54%)
Total Expenditure	7684.82	7894.35	(2.65%)
EBITDA	1623.96	1132.40	43.41%
EBITDA Margin	17.45%	12.54%	39.06%
Depreciation	600.94	485.94	23.67%
EBIT	1023.02	646.46	58.25%
Interest / Finance Cost	386.64	234.74	64.71%
Exceptional Item (Gain) / Loss	-	9.49	(100.00%)
PBT	636.38	402.23	58.21%
Tax	206.79	72.75	184.25%
PAT	429.59	329.48	30.38%
PAT Margin	4.61%	3.65%	26.43%
Other comprehensive income	-	-	-
Net Profit	429.59	329.48	30.38%

Balance Sheet as on 30th Sept' 17

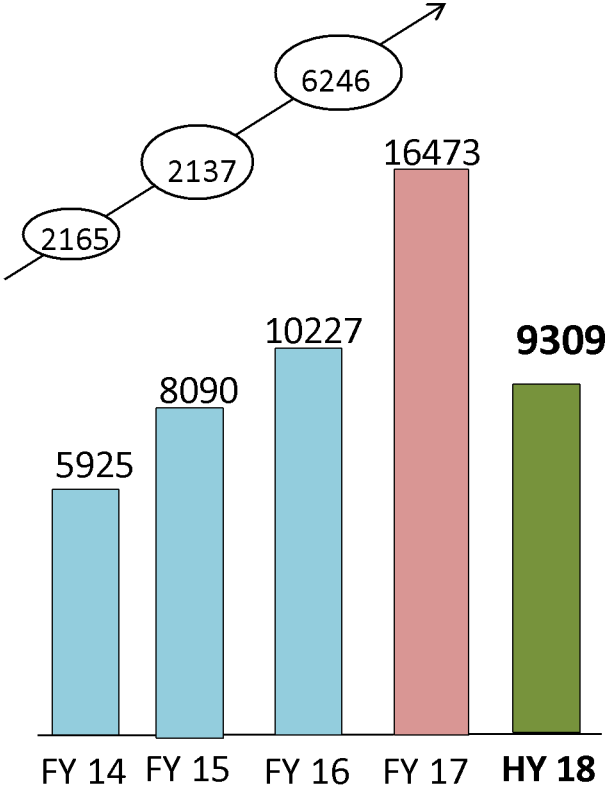
Particulars	As on 30th Sep 2017 (Rs. In Lakhs)
Total Equity	6560.27
Equity Share Capital	1919.07
Reserves	4641.20
Non Current Liabilities	5275.93
Borrowings	5045.97
Deferred Tax	195.93
Provisions	34.03
Current Liabilities	8473.17
Borrowings	2387.17
Trade Payables	5673.82
Provisions	282.92
Other Current Liabilities	129.26
Total Equity & Liabilities	20309.38

Particulars	As on 30th Sep 2017 (Rs. In Lakhs)
Non-Current Assets	8269.81
Tangible Fixed Assets	7570.26
Intangible Fixed Assets	0.58
Capital Work-in-Progress	42.93
Investments	235.85
Loans & Advances	420.19
Current Assets	12039.57
Inventories	5867.42
Trade Receivables	5048.56
Cash & Cash Equivalents	25.59
Loans & Advances	205.78
Other Current Assets	892.22
Total Assets	20309.38

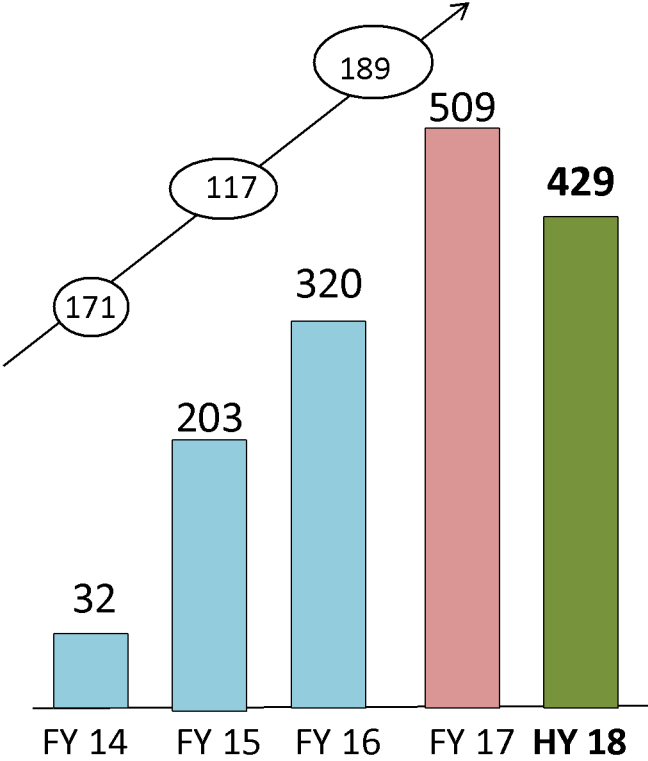
Performance of Lexus Granito



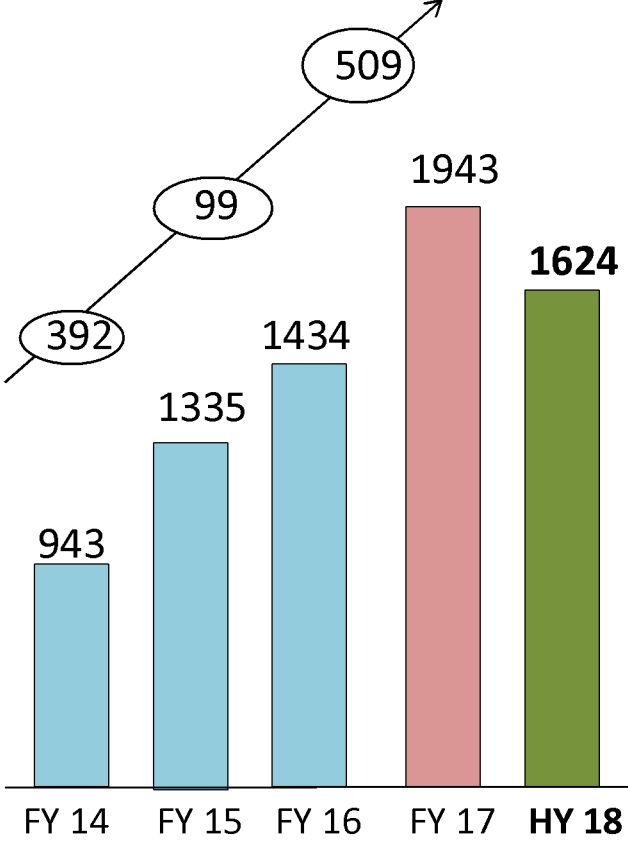
Total Revenue (Rs. in lakhs)

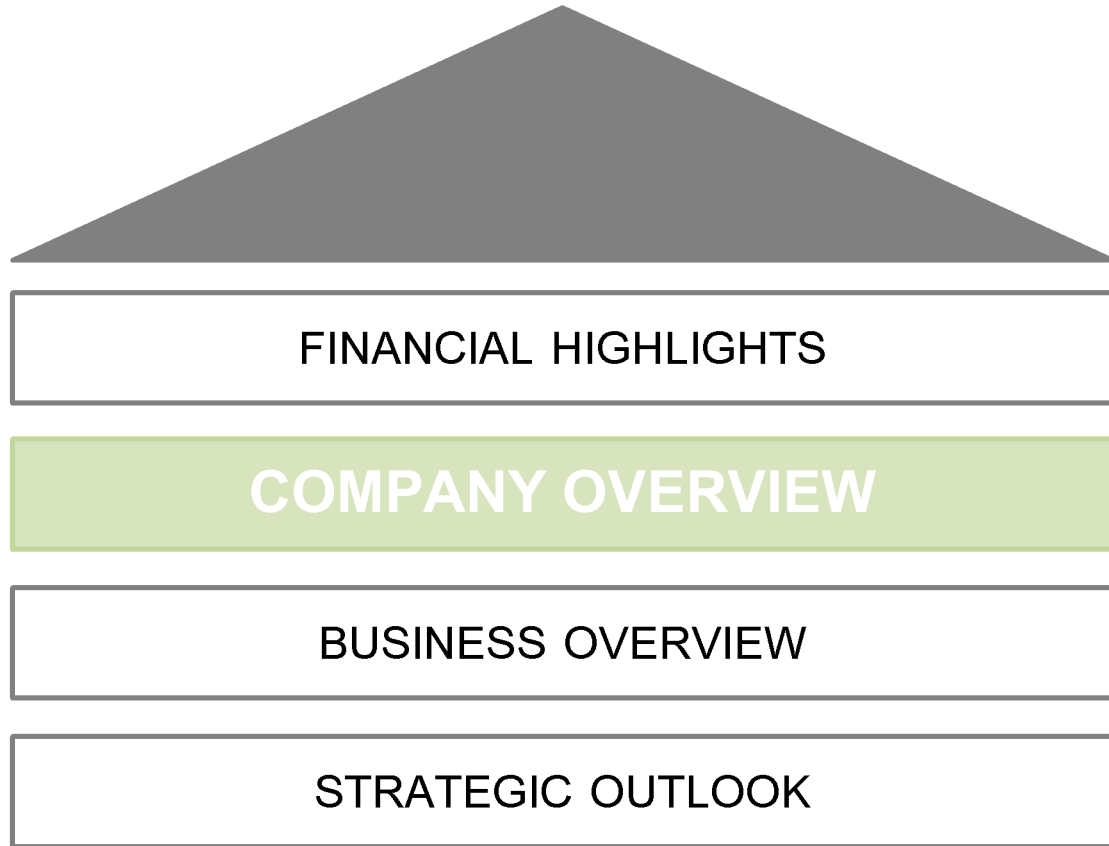


PAT (Rs. in lakhs)



EBITDA (Rs. in lakhs)



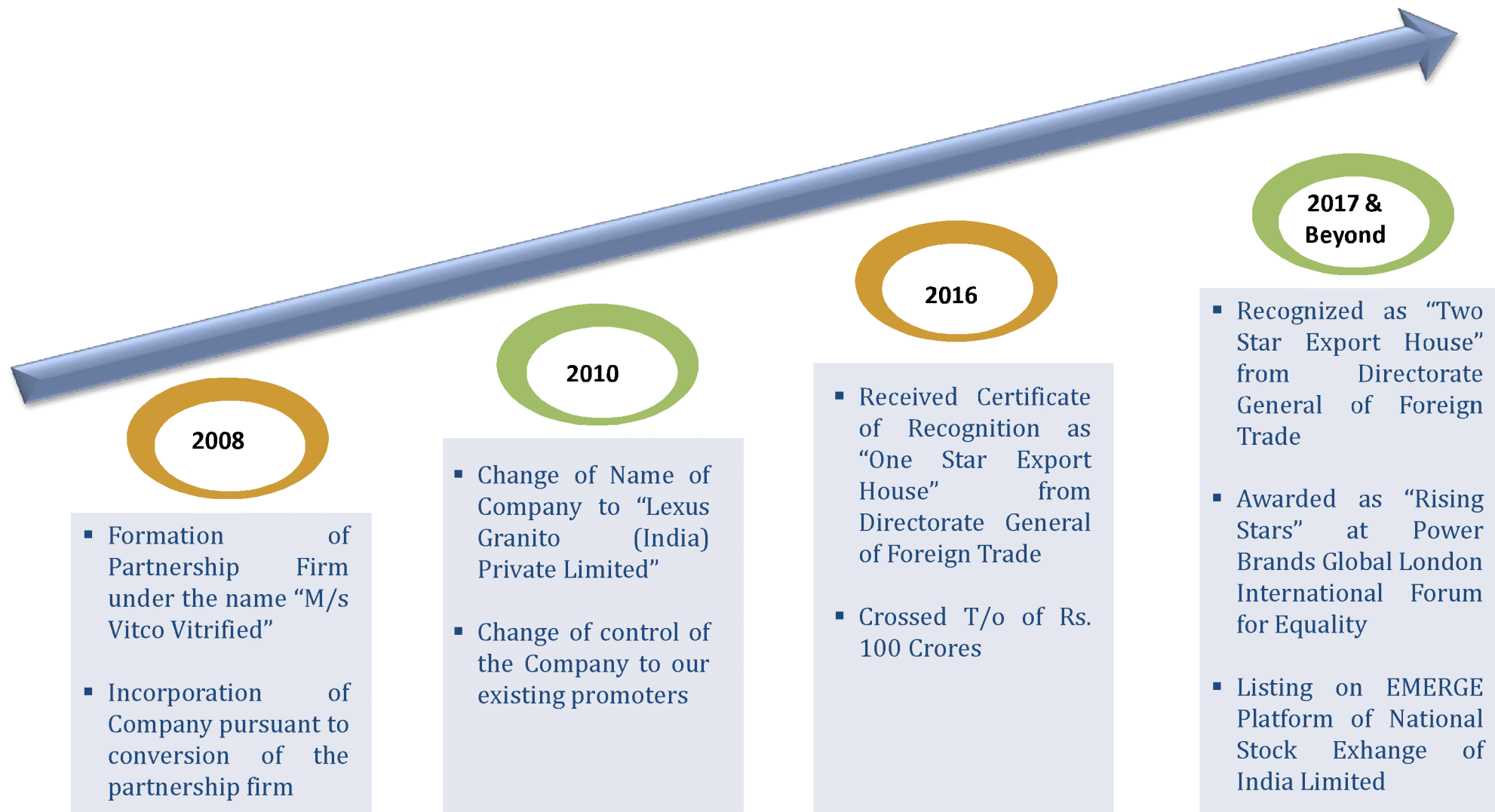


Highlights

- The Company is engaged in manufacturing, dealing and marketing of vitrified ceramic tiles and wall tiles catering domestic and international markets
- It has recently set up its own wall tiles manufacturing unit thereby integrating the operations
- Quality system of manufactured product is ISO 9001:2008 certified
- Recognized as Two Star Export House by the Directorate General of Foreign Trade
- Recently awarded by Rising Stars at Power Brands Global London International Forum for Equality
- Exporting to nearly 20 countries including Australia, Saudi Arabia, Mexico, Kuwait, Oman, U.S.A., U.K., etc.
- Revenue from export operations contributed 64% of total revenue
- The customers are mostly importers, distributors, dealers and project fabricators



Evolution of Lexus Granito



Our Core Management



Babulal Detroja

Babulal Detroja, aged 56 years is the Chairman and Whole Time Director of our Company. He has been designated as Whole Time Director w.e.f. May 04, 2017. He has nearly a decade of experience in the ceramic industry and has thorough knowledge of products of our Company. He looks after the strategic growth of our Company and looks after overall business operations.



Anilkumar Detroja

Anilkumar Detroja, aged 31 years is the Promoter and Managing Director of our Company. He has been designated as Whole Time Director w.e.f. May 04, 2017. He has an experience of more than seven years in this industry and has been key person in formulating and implementation of business strategy for growth & expansion and manages overall business operations. He also looks after financial affairs of the Company.



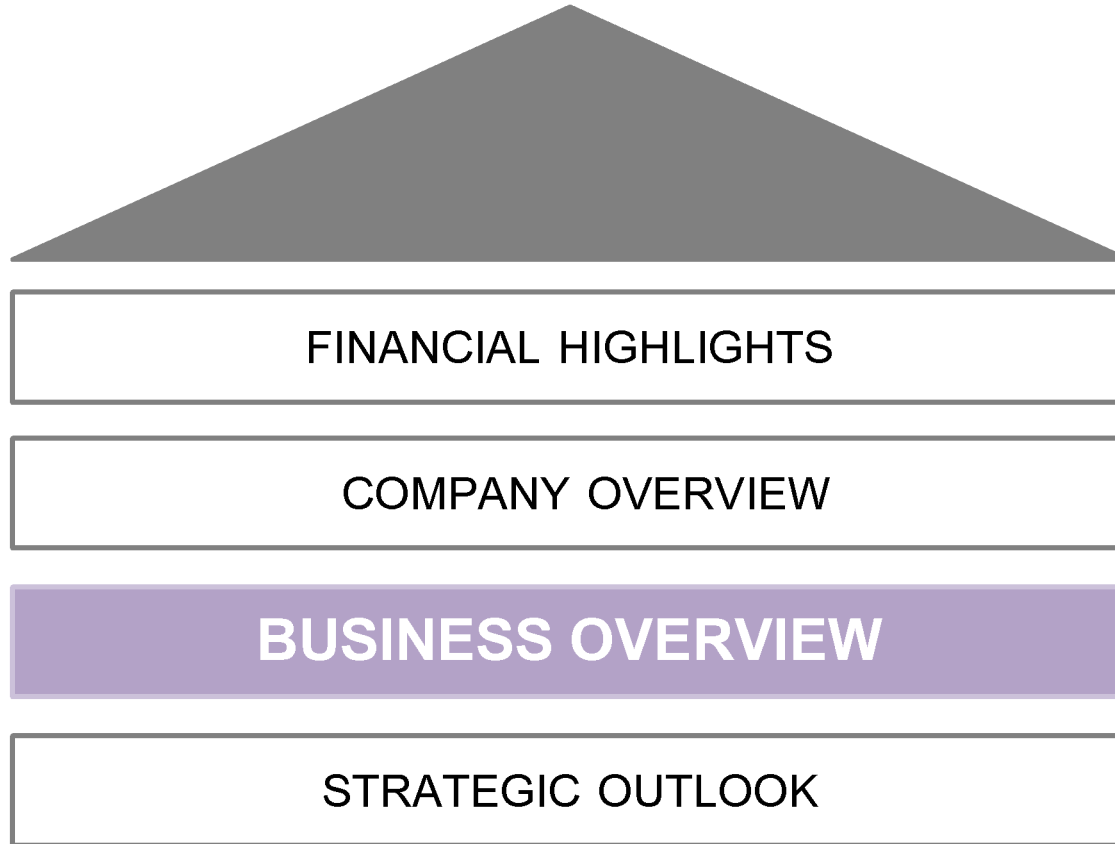
Hitesh Detroja

Hitesh Detroja, aged 29 years is the Promoter and Whole Time Director of our Company. He has an experience of more than seven years in the ceramic industry and is entrusted with the responsibility to look after the marketing and administration department of our Company. He also looks after the export operations of our Company. It is under guidance of Hitesh that our Company has grown over a short span of time which is evidenced by the total income crossing over Rs. 16,400.00 lakhs in FY 2016-17.



Nilesh Detroja

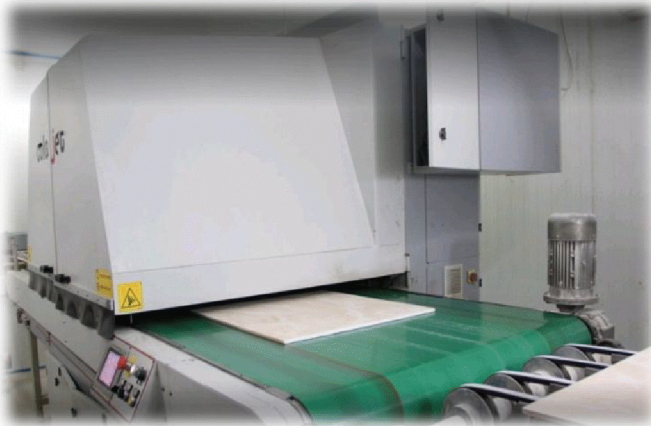
Nilesh Detroja, aged 33 years is the Promoter and Whole Time Director of our Company. He has been designated as Whole Time Director w.e.f. May 04, 2017. He has an experience of more than seven years in the ceramic industry and currently looks after the production and product research & development of our Company. He handles our designing department and keeps the team updated with the latest on-going trends.



Our Manufacturing Facility



- The manufacturing facility is spread over more than 4 hectares
- It is well equipped with requisite plant and machineries and other facilities
- Have an in-house laboratory, enabling the company to develop new colours, besides facilitating conducting of tests and analysis of various products.
- Presently we have 160 employees at our manufacturing facility and registered office
- In-house Effluent Treatment Plant (ETP) which recycles water for self consumption.



WALL TILES



Few Products in our portfolio



FLOOR TILES

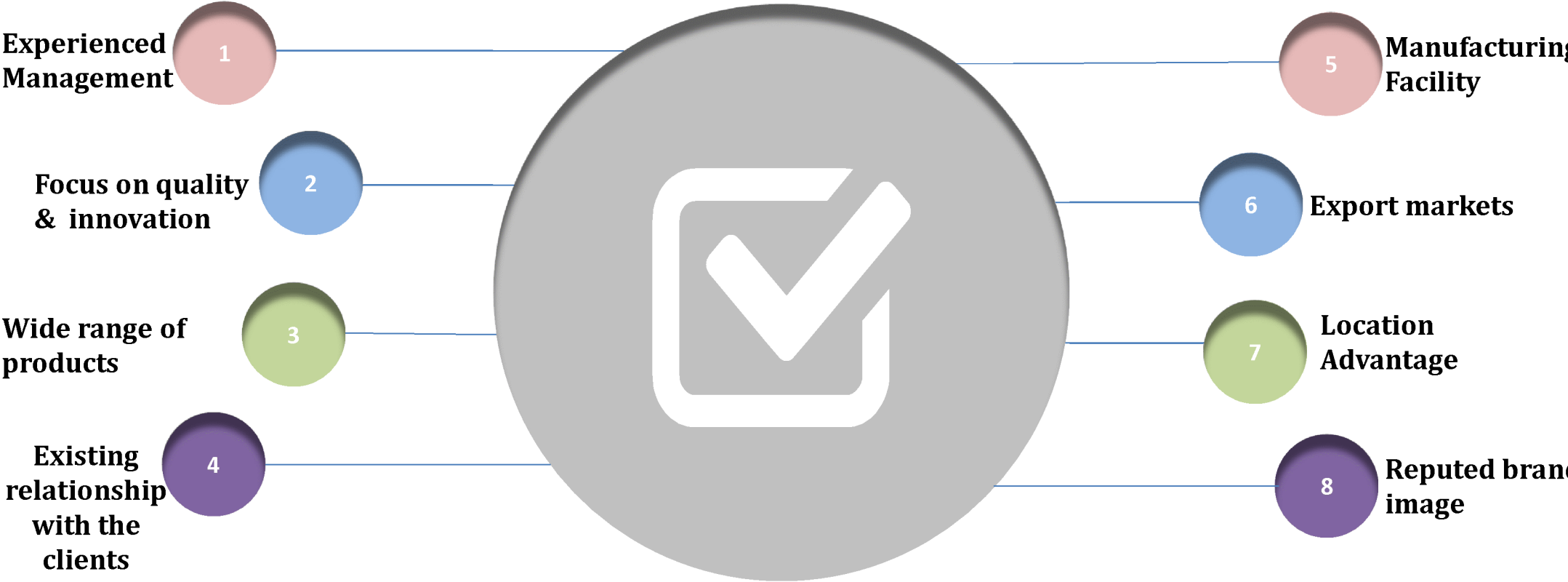


EXPORT SALES

The Company has forayed its Export Activities in following countries.

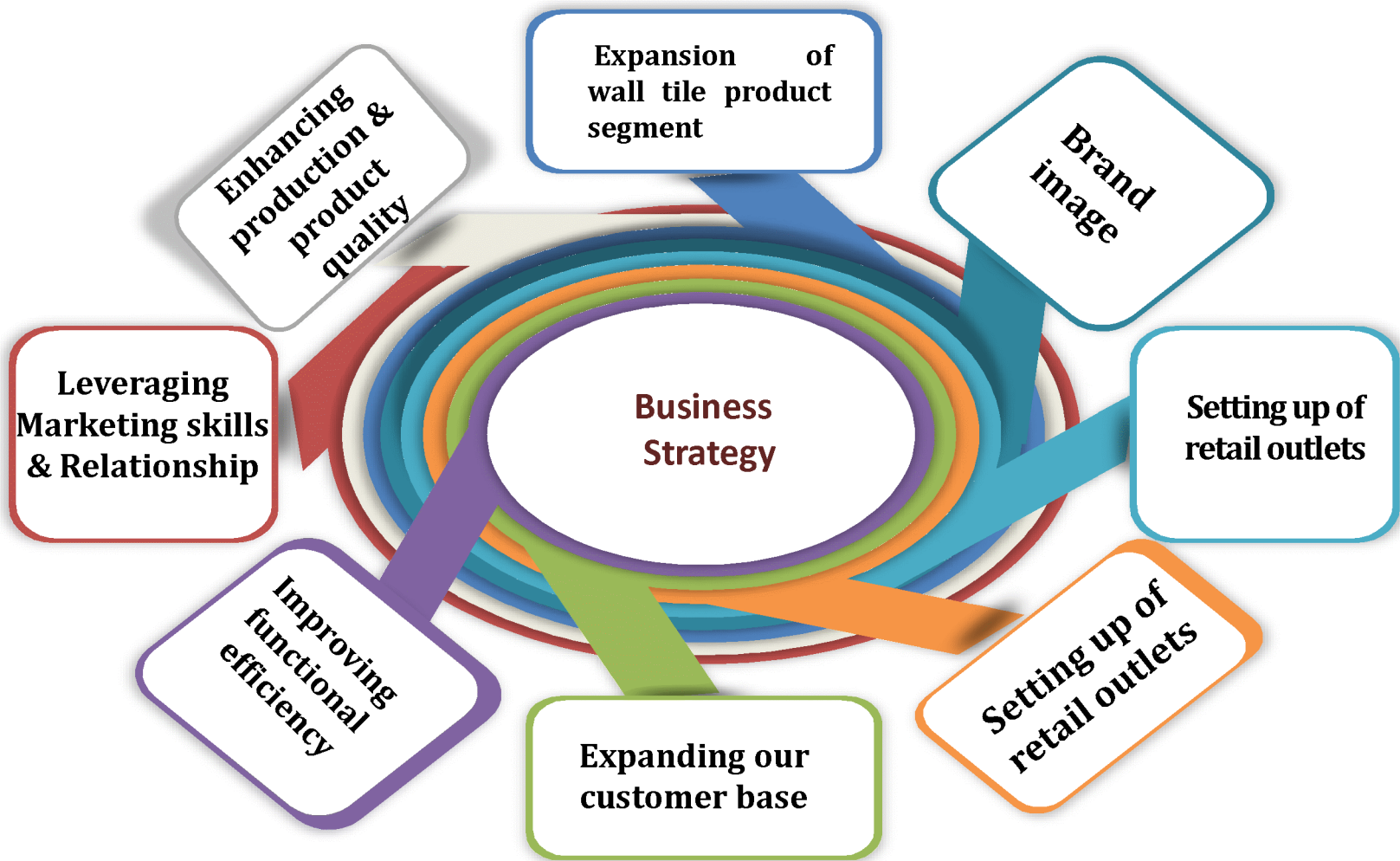


Our Competitive Strengths



- Morbi is one of the three big clusters of Ceramics across the world.
- The industrial area produces Wall tiles, Floor tiles, Vitrified tiles, Polished Glazed Vitrified Tiles, Twin Charged Tiles, Multi - Colour Charged Tiles in various formats starting from 20X40 cm to 120X180 cm in a wide range of designs and colours. It also produces sanitary ware, industrial ceramics and technical ceramic products.
- It consists of 610 units in total with investment of INR15 Cr. to INR150 Cr. In each unit. The cluster uses the latest technologies and equipment's imported from all over the world.
- It emerged as a zone for production of Ceramics in 1994. It has grown rapidly in the last 21 years with 30 units producing 5 millions square meters per annum in 1994 to 610 units producing approximately 1600 million square meter per annum now.
- It provides employment directly to 3.50 lac people in factories and 10100 others in auxiliary and related business & professions.
- 90% of the total production of Ceramic Products in India is catered to, by Morbi alone.
- In the last three years, exports have increased by 80%, 70% and 30% respectively.
- In the last FY, 2015-16, the exports were registered at 30% which is commendable in the times of global recession. In the last FY, 2015-16, the Industrial growth was noted at 20% with a remarkable investment of INR 5000 Cr.
- Morbi is the 2nd highest employment providing city after Surat in Gujarat State.
- It is also the 2nd highest excise duty payer after Surat in the state.
- Morbi has been entitled as '**TOWN OF EXPORT EXCELLENCE**' (TEE) by the Commerce Ministry 01001. There are 3 TEEs in Gujarat, viz. Surat (Diamonds), Ahmedabad (Textiles) and Morbi (Ceramics). Morbi is also one of those six TEES in India wherein the exports cross over INR 1000 Cr.





What makes us different ?

India is the third largest tiles market in the world. While the global tiles production grew at an annualized rate of 6.3% for the period 2006-2013, tiles production in India grew almost double at 12.0% during the same period.

Ceramic tiles that accounts for close to 60% of the total tiles demand in India is expected to grow at a CAGR of 8.7% for the period 2014-2019.

The number of ambitious programmes launched in the last two years by the Centre, like Smart Cities Mission, Swachh Bharat Abhiyaan, Atal Mission for Rejuvenation and Urban Transformation (AMRUT) and Housing for All by 2022 would act as big push in demand for the ceramic industry

The government's decision in March 2016 to impose anti-dumping duty of USD 1.37 per square metre (SQM) on all vitrified tiles imported from China is also expected to provide level playing field to the domestic players



www.lexustile.com

For any Investor Relations query, please contact :

Mr. Anilkumar Detroja

Managing Director

Lexus Granito India Limited

anil@lexustile.com

THANK YOU