

161 Crores' Initial Public Offering of Exxaro Tiles Ltd Oversubscribes ~23x, Garnering INR 3,600+ Crores; IPO Solely Lead Managed by Pantomath Capital

- Exxaro Tiles IPO of INR 161 Crores was oversubscribed by ~23x times, garnering INR 3,600+ Crores; Stock locked at upper circuit on debut, clocking 10% premium over IPO price
- Gujarat based, vitrified tiles manufacturer was the first ceramic tiles manufacturer to launch an IPO after a decade
- Exxaro sells over 1,000 designs across sizes under its own brand "Exxaro" with a wide 2,000+ dealers network
- Exxaro has combined capacity of 132 lacs sq. mtr. p.a, backed by 2 manufacturing facilities, one of which is the single largest facility under one roof in India
- Exxaro has clocked INR 2,598 Mn Total Revenues in FY21 with an EBITDA Margin of 20.0%; consistent track-record of high margins

Mumbai, August 16, 2021

The INR 161 crores of Exxaro Tiles which was sole managed by Pantomath Capital Advisors Pvt. Ltd, opened on 4th Aug was oversubscribed within 60 minutes and got an overwhelming response from investors across categories getting oversubscribed by ~23x times. Exxaro Tiles got listed on 16th Aug in main bourses of BSE and NSE, closed its first day of trading with over 10% gains to close at INR 132.3 in NSE, being locked at upper circuit.



The IPO got strong response from all categories of investors where Retail portion was subscribed by 40x times. The Issue was further taken positively by Institutional investors, which saw QIB portion getting subscribed by 17.67 times and NII portion witnessed 5.36 times subscription. Notably, Exxaro also saw oversubscription in Anchor book raising ~INR 23 crores from two Anchor investors, namely, Quant Mutual Fund and AG Dynamics, which is an FPI. Quant Mutual Fund is one of the best performing mutual fund in recent times.

Exxaro Tiles Ltd, engaged in manufacturing of vitrified tiles has two state-of-the-art manufacturing facilities which are located at Padra and Talod respectively in Gujarat with a combined installed production capacity of 132,00,000 sq. mt. p.a. Notably, Talod Unit is one of the single largest plant for manufacturing glazed vitrified tiles under one roof in India. Its products, which are sold under its own brand "Exxaro" are used majorly for flooring solutions, has two broad product categories, (i) Double Charge Vitrified Tiles and (ii) Glazed Vitrified Tiles are supplied in 1,000+ designs.

Exxaro Tiles has presence in 13 countries and PAN India with large retail network of 2,000+ dealers. It also has 6 display centers in 6 cities and 2 marketing offices at Delhi and Morbi to complement growth strategies. Exxaro Tiles is promoted by management having considerable industry expertise in ceramics tiles and has created an integrated model has allowed them to develop insights across the entire value chain right from product design, process development, and manufacturing to marketing.

Ceramic industry which is pegged at INR 35,000 crores, has clocked highest returns for investors for last 2 years and has been growing exponentially during last couple of years as the industry changes gears including continuous shift to organisation, shift in product focus Glazed Vitrified Tiles (GVT) and Polished Glazed Vitrified Tiles (PGVT), growing global penetration of large slabs, implementation of best in class technology and innovation to manufacture products suitable for global markets. Notably, India is now 2nd highest in exports by exporting 445 Mn Sqm of ceramic tiles in 170 countries globally for 2020. India now contributes 10% of the global ceramic output.

Notably, global investors and corporates are looking at Indian ceramic market actively. Recently, Caesarstone Ltd. (a publicly traded company at NASDAQ) acquired majority stake in a Morbi-based ceramic company, viz. Lioli Ceramica Pvt Ltd. Pantomath Capital was the sole investment banker for the transaction.

Exxaro Tiles has been generating higher margins consistently and its margins are even better than some of the industry peers owing to its distinct model of owned manufacturing. For FY21, Exxaro has clocked revenue of INR 2,598 Mn with an EBITDA margin of 20.0% and higher return on equity at 11.9%.

“Our experience in building materials industry has enabled us to pick performing companies which are on growth track. We have been working with Exxaro Tiles for quite some period and were impressed by sheer dedication of entire team and focus on bringing quality and latest products to the consumers through its wide retail network. With this IPO, Exxaro will have wider brand visibility and will strive to travel its growth trajectory to tap potentially huge infrastructure and construction industry growth over next few years” said Mr. Mahavir Lunawat, Founder & Managing Director, Pantomath Capital.

Pantomath Capital Advisors Private Limited was the sole book running lead manager to the IPO.

About Pantomath Group: Pantomath Group has an impeccable track record of completing equity raise and M&A transactions, supporting ambitious entrepreneurial businesses. Notably, Pantomath Group has completed over 100 transactions in last 5 years. Pantomath Capital Advisors (P) Ltd, is a SEBI-registered investment banker, providing a broad array of financial services. With one of the largest investment banking teams in India, Pantomath management is led by a professionally qualified and versatile think-tank. Drawing on this experience, Pantomath teams assist clients with raising equity capital through IPOs / private equity / strategic investments, mergers & acquisitions, valuations & fairness opinions, buy-backs, public offers and strategic growth advisory. Pantomath has to its credit several prestigious awards and accolades.

For further details, contact:

Mr. Mahavir Lunawat

Founder, Pantomath Group

+91 90049 46789

info@pantomathgroup.com

www.pantomathgroup.com

Disclaimer

Exxaro Tiles Limited is listed on NSE and BSE. The Prospectus are available on the website of the SEBI at www.sebi.gov.in as well as on the websites of Pantomath Capital Advisors Private Limited at www.pantomathgroup.com. Investors should note that investment in equity shares involves a high degree of risk and for details relating to such risks, see "Risk Factors" of the Prospectus. All information related to Exxaro Tiles Ltd have been sourced from the Prospectus. The Subscription figures mentioned in this release for the IPO are before rejections. Figure mentioned in this release are approximate. No representation or warranty expressed or implied is made nor is any responsibility of any kind is accepted with respect to the completeness or accuracy of any information in this release by Pantomath. The information contained in this release is not to be taken as any recommendation made by Pantomath to enter into any agreement with regard to any investment.