



1st February, 2024

BSE Limited
Phiroze Jeejeebhoy
Towers,
Dalal Street, Fort,
Mumbai — 400 001
Scrip Code: 531548

National Stock Exchange of India Ltd.
(NSE)
Exchange Plaza,
Bandra Kurla Complex, Bandra (E),
Mumbai — 400 051
Symbol: SOMANYCERA

Sub: Investor Update for the Q3'FY24.

Dear Sir/Madam,

Please find enclosed herewith Investor update of Somany Ceramics Limited highlighting the performance of the Company during the Quarter and Nine Months ended on 31st December, 2023.

The Investor update may also be accessed on the website of the Company www.somanyceramics.com.

This is for your information & records.

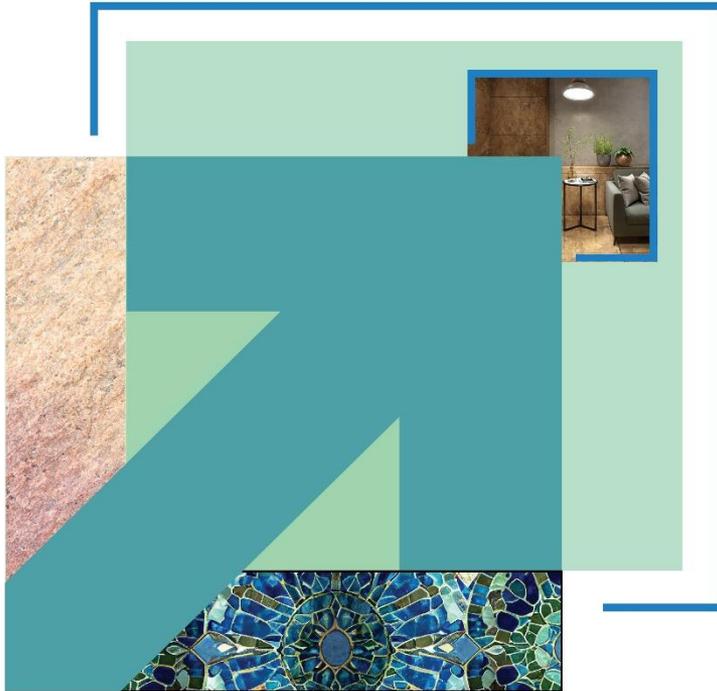
Thanking you,

Yours faithfully,
For **Somany Ceramics Limited**

Amrish Julka
Sr. GM (Legal) and Company Secretary
M No.: F4484

Encl: as above





Ambitious & Resilient

SOMANY CERAMICS LIMITED

Investor Update – Q3'Fy24

February 01, 2024

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Domestic demand continued to be sluggish during Q3. The topline at INR 609 crores remained at an almost similar level. Our capacity utilization was also lower during the quarter.

Despite the lower capacity utilisation, our relentless focus on cost optimization measures has proven effective in sustaining our operating margin. We remain committed to manage our costs prudently and maintain the financial discipline. This will help in further margin improvement once our capacity utilisation improves.

We are pleased to inform that our large format tile/ slab plant was successfully commissioned during Q3 and commenced commercial production in January. This strategic milestone positions us to strengthen our value-added product offering and expand our reach in niche segment.

We are unwavering in our commitment to enhancing brand visibility and expanding our distribution network which will further strengthen the brand “SOMANY”.

Looking ahead, we anticipate a positive shift in the domestic demand landscape next year. This optimism is fueled by the lag effect of new construction, where tiles are typically applied in the finishing stages. Furthermore, we expect the real estate industry to grow at a higher pace in the foreseeable future which will contribute favourably to the domestic market environment. Besides this, exports should continue to augur well benefiting the Indian tile industry.

Our recent Brand campaign

SOMANY®



SOMANY®
MAX
COVERSTONE | 15
think beyond

SOMANY®
Bathware





Capacity

Tiles capacity of ~80 msm p.a. (including dedicated outsource tie ups)

Sanitaryware capacity of 0.78 mn pcs p.a. (excluding outsource tie ups)

Bath fittings capacity at 1.30 mn pcs p.a. (excluding outsource tie ups)



Production

Tiles Production of 11.94 msm; Own plants (6.08 msm) and JVs (5.86 msm)

Capacity Utilisation in Q3 at:

- 83% in tiles
- 60% in sanitaryware
- 79% in faucets



Sales Mix (Standalone)

Own manufacturing (31%), JVs (37%) & Others (32%)



Financial (Standalone)

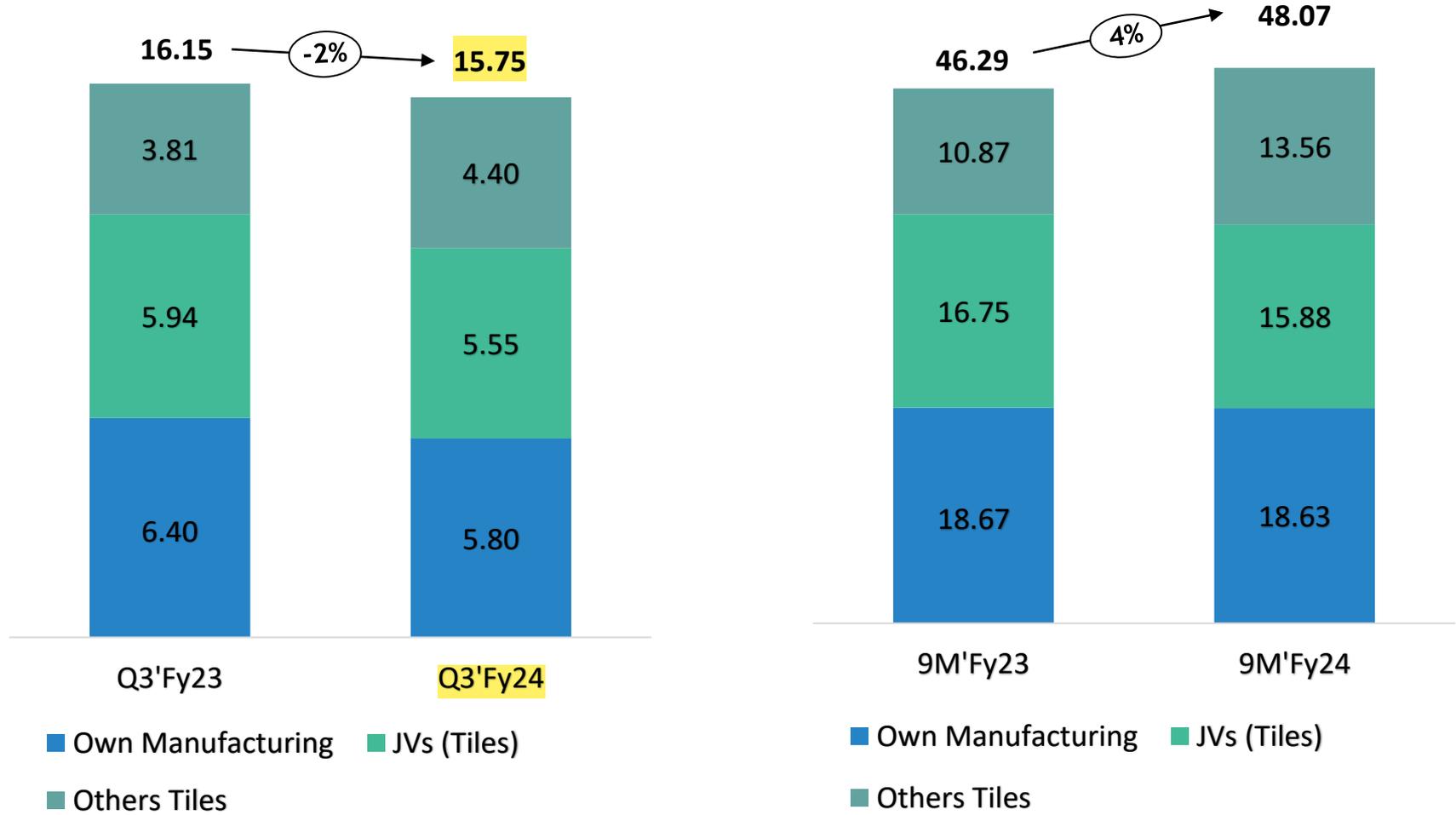
Sales declined by 2% to ₹ 597 crores

PBT and PAT stood at ₹ 28 and ₹ 21 crores respectively

Sales Performance (Volume)



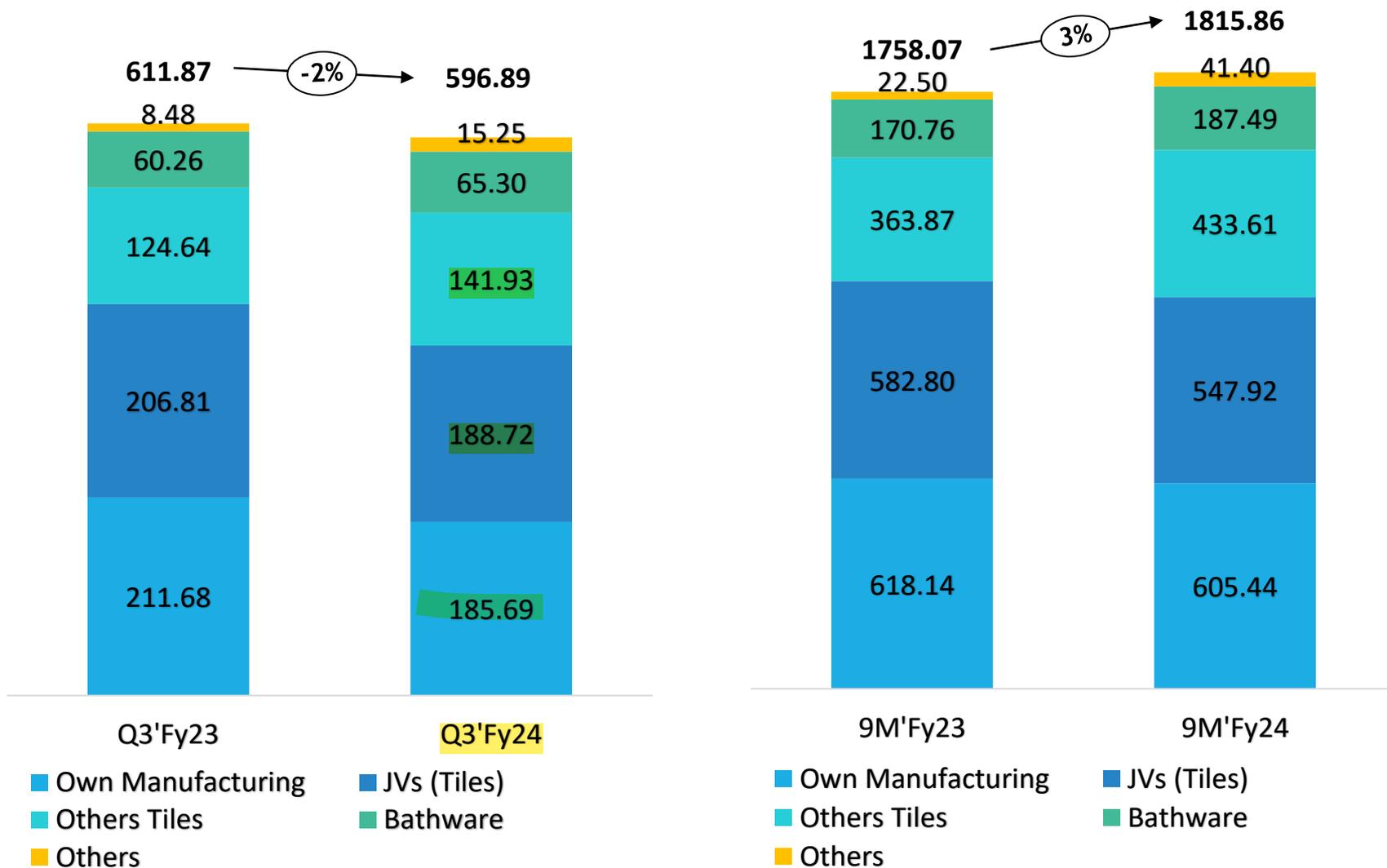
Tiles Volume (msm)



Based on Standalone figures

Sales Performance (Value)

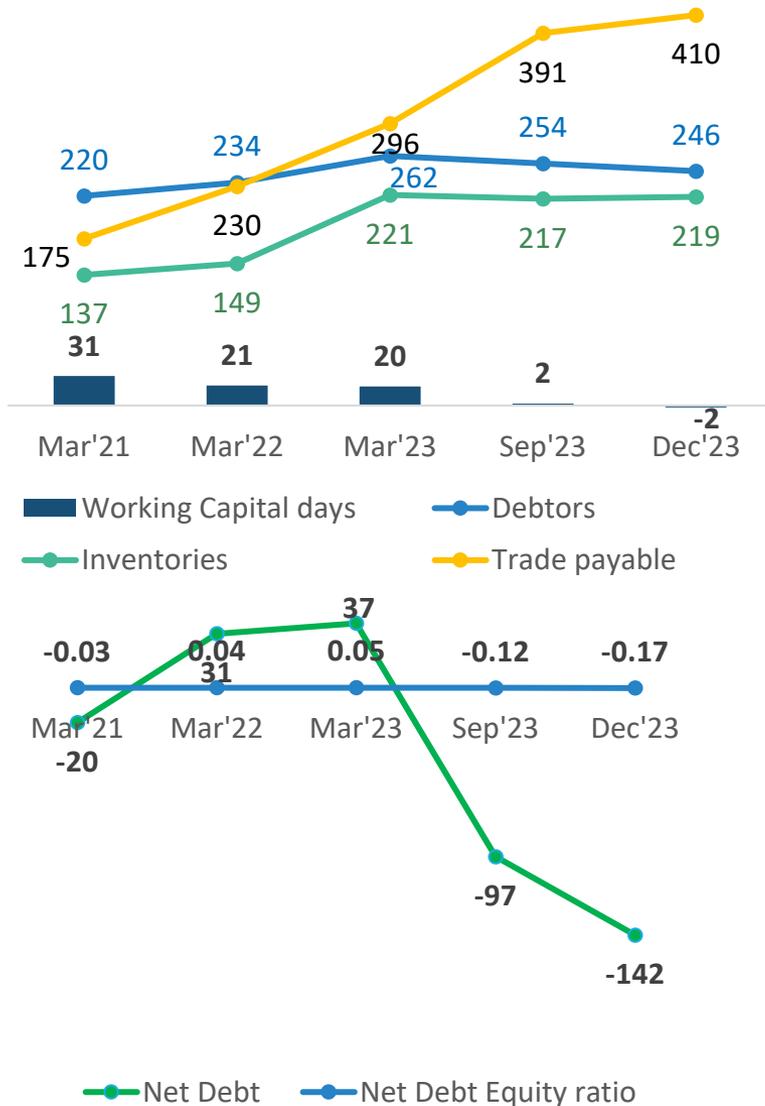
₹ in crores



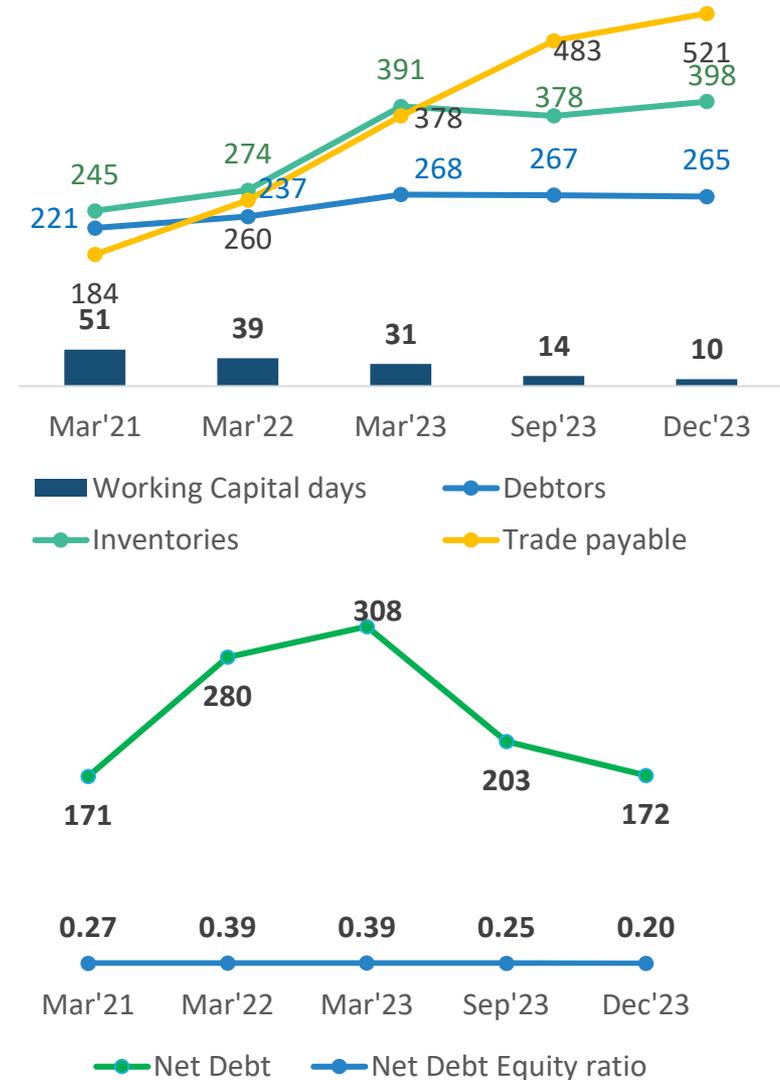
Based on Standalone figures

Working Capital & Net Debt

Standalone



Consolidated



Figures in INR crores; Working Capital days excluding investments & cash balance, short term borrowings, capital creditors

Profit & Loss (Standalone)

SOMANY

Particulars	Q3'Fy24	Q3'Fy23	Growth	9M'Fy24	9M'Fy23	Growth
Sales	597	612	-2.4%	1,816	1,758	3.3%
EBIDTA	36	29	25.9%	120	102	17.8%
<i>EBIDTA margin</i>	<i>6.1%</i>	<i>4.7%</i>	<i>1.4%</i>	<i>6.6%</i>	<i>5.8%</i>	<i>0.8%</i>
Profit Before Tax	28	23	21.2%	102	86	18.8%
<i>PBT margin</i>	<i>4.7%</i>	<i>3.8%</i>	<i>0.9%</i>	<i>5.6%</i>	<i>4.9%</i>	<i>0.7%</i>
Exceptional Item	-1	-	-	2	1	-
PBT after Exceptional Item	30	23	26.8%	100	85	17.8%
Tax expenses	9	6	43.4%	26	22	20.0%
Profit after tax	21	17	21.1%	74	63	17.0%
EPS (Rs.)	4.97	4.10	21.2%	17.47	14.92	17.1%

Figures in ₹ crores

Profit & Loss (Consolidated)

SOMANY

Particulars	Q3'Fy24	Q3'Fy23	Growth	9M'Fy24	9M'Fy23	Growth
Sales	609	618	-1.5%	1,846	1,789	3.1%
EBIDTA	59	41	45.5%	174	128	36.0%
<i>EBIDTA margin</i>	9.7%	6.6%	3.1%	9.4%	7.1%	2.3%
Profit Before Tax	32	16	100.7%	97	61	58.6%
<i>PBT margin</i>	5.3%	2.6%	2.7%	5.2%	3.4%	1.8%
Exceptional Item	-1	-	-	5	2	-
PBT after Exceptional Item	33	16	108.9%	91	59	55.5%
Tax expenses	10	5	121.1%	26	16	59.2%
Profit after tax	23	11	104.0%	66	43	54.0%
PAT - Controlling Interest	22	12	85.7%	66	47	40.0%
EPS (Rs.)	5.22	2.81	85.7%	15.56	11.11	40.0%

Figures in ₹ crores

Pan India Manufacturing Facilities

SOMANY

1.30 mn pcs @ Derabassi, Punjab (Faucet)



23.32 MSM @ Bahadurgarh, Haryana (Tiles)



Tiles Adhesive @ Bahadurgarh, Haryana



10.13 MSM @ Ahmedabad, Gujarat (Tiles)



Tiles Adhesive @ Ahmedabad, Gujarat



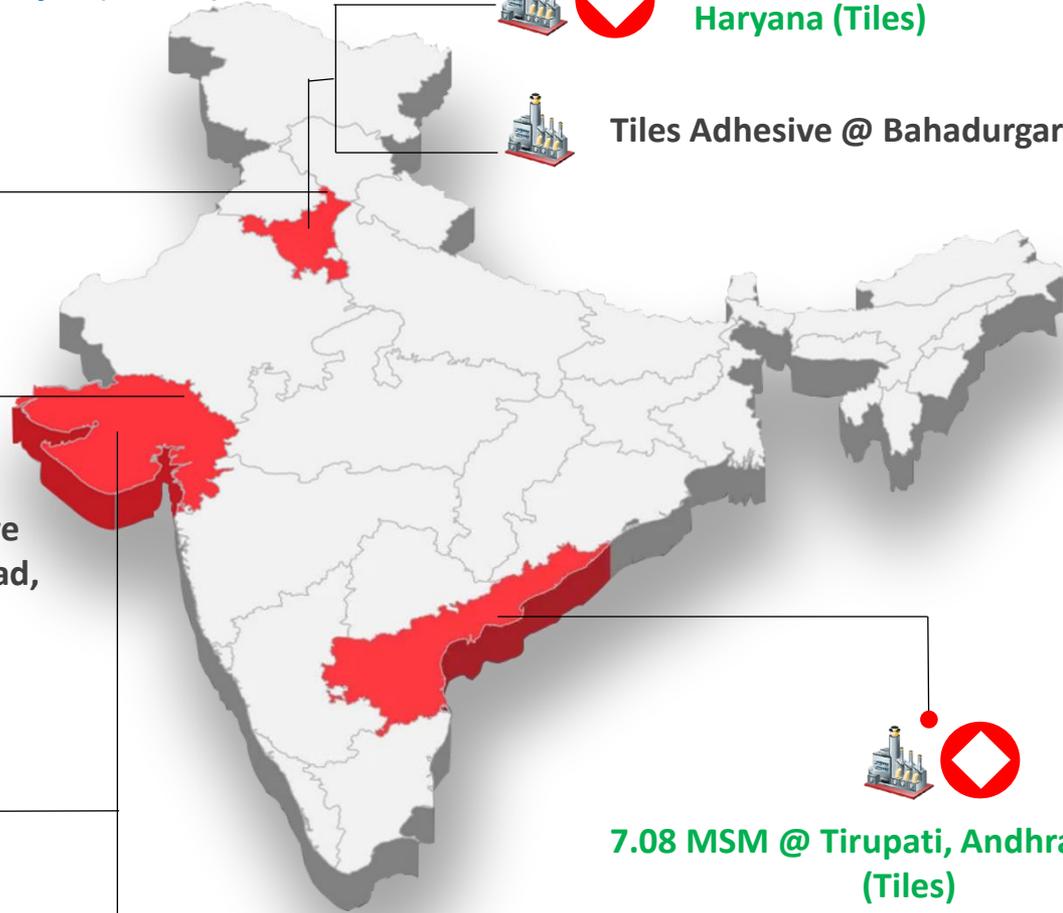
21.04 MSM @ Morbi, Gujarat (Tiles)



7.08 MSM @ Tirupati, Andhra Pradesh (Tiles)

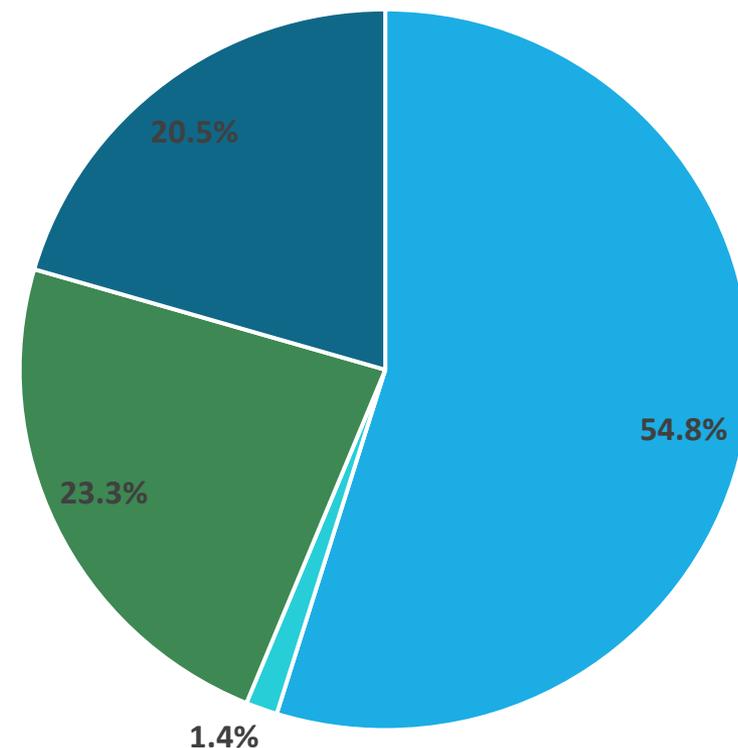


0.78 mn pcs @ Morbi, Gujarat (Sanitaryware)



Shareholding as on 30th Dec'23

Particulars	31 st Dec'23	30 th Sep'23
Promoters	54.8%	54.8%
FII	1.4%	1.5%
DII	23.3%	23.6%
Others	20.5%	20.1%
Equity Shares	4,24,74,208	4,24,74,208



Equity shares of ₹ 2/- each

■ Promoters ■ FII ■ DII ■ Others

For further information, please contact:

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www.somanyceramics.com



CIN - L40200WB1968PLC224116
