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SOMANY CERAMICS LTD.
Investor Update: Q3/9M'FY19

February 11, 2019

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Reported sales growth of 12.5% to ₹ 424 crores in Q3'FY19 as compared to ₹ 377 crores in Q3'FY18. Profit After Tax (PAT) remained flattish at ₹ 14 crores Q3'FY19.

Bathware segment continues to grow faster at 26% in Q3'FY19 contributing 11% to overall sales. Sales for the segment was ₹ 46 crores and ₹ 127 crores for Q3'FY19 and 9M'FY19 respectively.

Recently launched Exquisite French Collection Range of Bath Fittings. With this innovative collection, Somany Ceramics further cements its position as a formidable player in the Bathware industry amidst the established players, offering contemporary trendy designs, superior technology and flawless performance.

Recent fall in natural gas price augur well for Industry which will favourably impact margins going forward.

Commissioning of south plant at advance stage and likely to commence in time.

The Recent announcements by Government of India will boost Housing sector and Infrastructure creation giving a fresh impetus to consumption and Building Material sector.

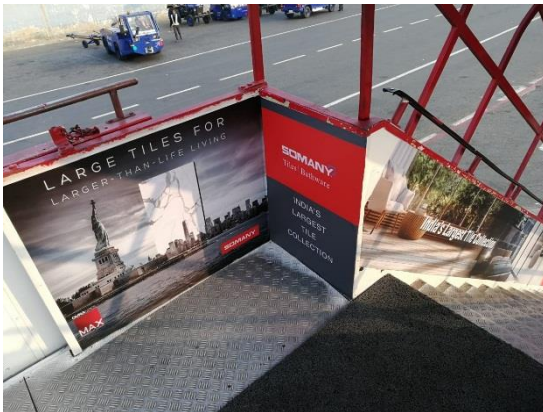
As always, we maintain our optimism and look forward a better year ahead !!!

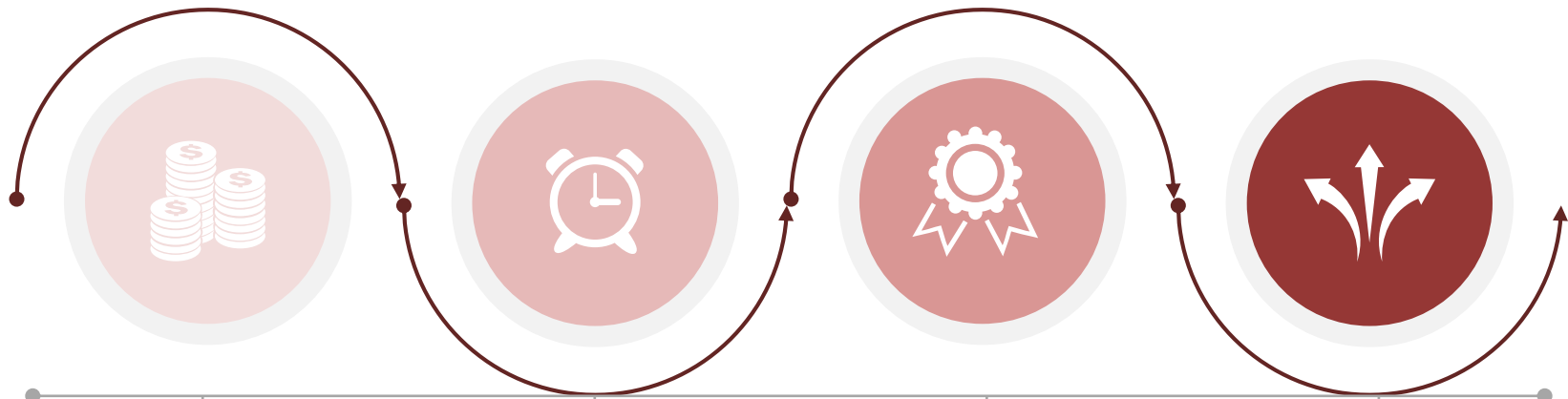
French Collection range in Bath Fittings

SOMANY



Inflight & Airport Marketing Initiatives





Capacity

- Tiles capacity at ~49 msm p.a. (excluding outsourcing tie ups)
- Sanitaryware capacity of 1.15 mn pcs p.a.
- Bath fittings capacity at 0.65 mn pcs p.a.

Production

- Tiles Production of 10.21 msm in Q3 from Own plant (5.58 msm) and JVs (4.63 msm)
- Tiles Production of 31.05 msm in 9M from Own plant (15.55 msm) and JVs (15.50 msm)
- Capacity utilisation in Q3'FY19 at: 83% in tiles; 60% in Sanitaryware; 93% in Faucets

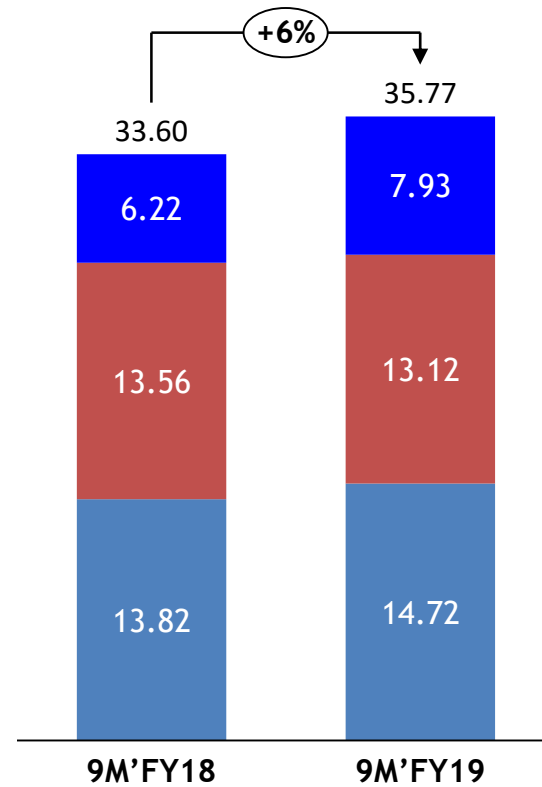
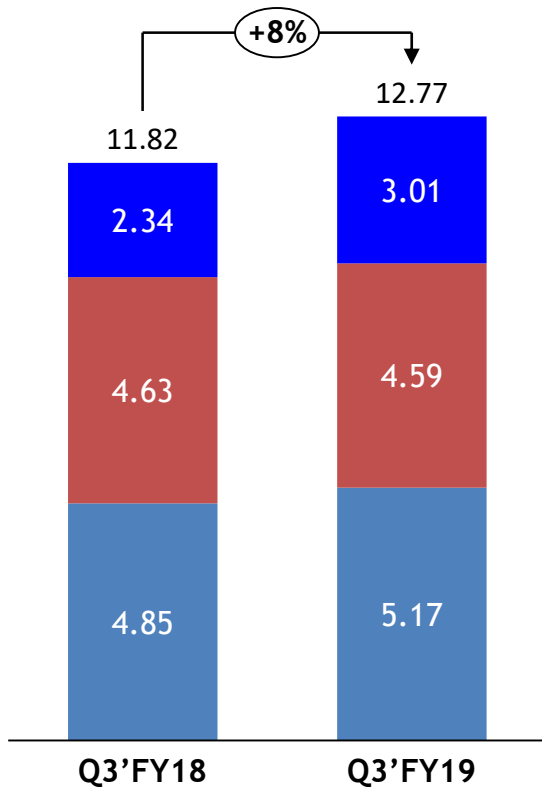
Sales Mix

- Q3'FY19 - Own manufacturing (37%), JVs (38%) & Others (25%)
- 9M'FY19 - Own manufacturing (38%), JVs (40%) & Others (22%)

Financial Snapshot (Standalone)

- Sales of Rs. 424 cr. in Q3'FY19 and Rs. 1175 cr. in 9M'FY19
- PAT stood at Rs. 14 cr. and 27 cr for Q3'FY19 and 9M'FY19 respectively

Tiles Sales Performance by Volume

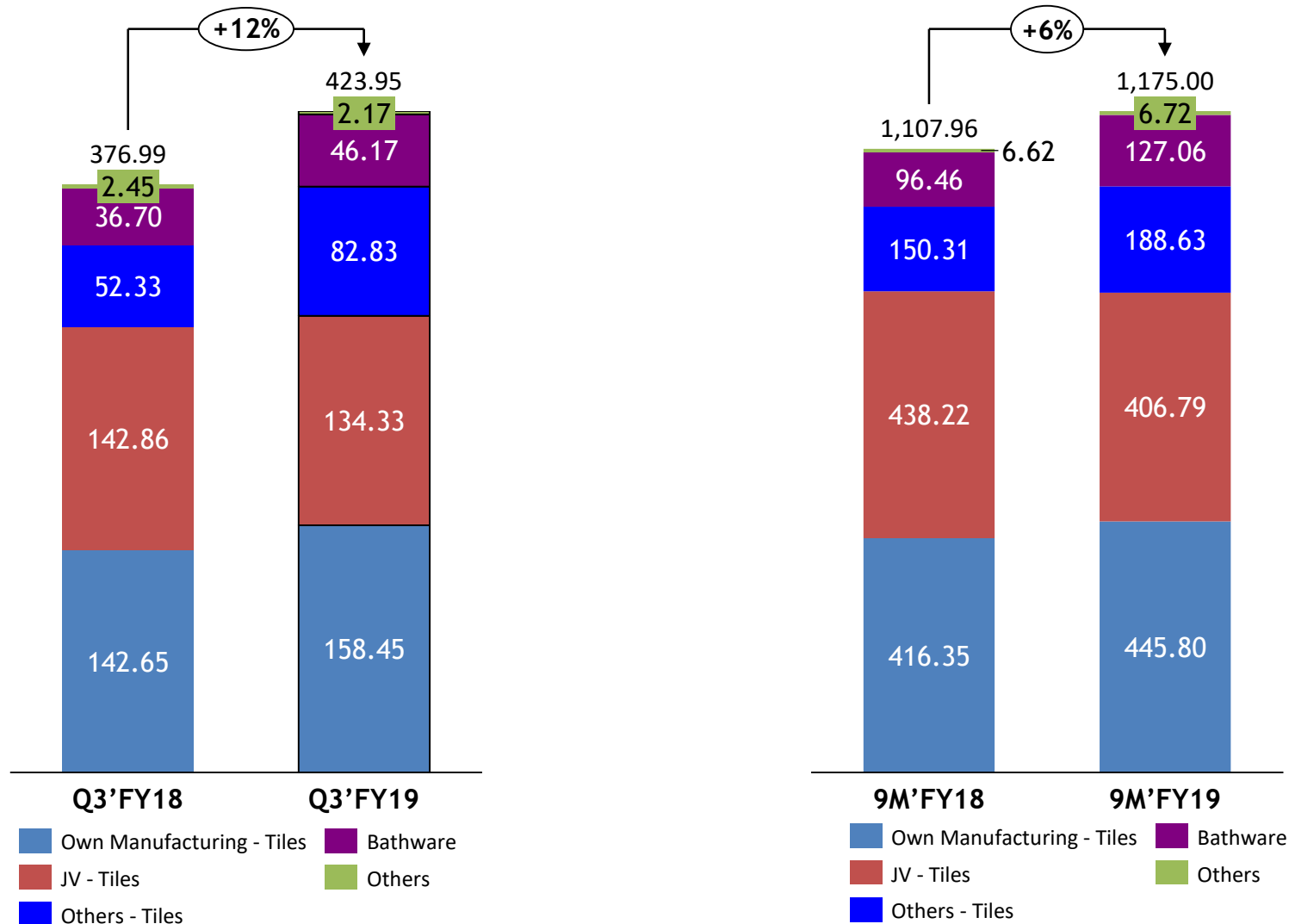


Own Manufacturing JV Others Tiles

Own Manufacturing JV Others Tiles

Volume Figures in MSM

Sales Performance by Value*



*Value Figures in ₹ crores

*Sales figure of 9M'FY18 is recomputed on account of GST for like to like comparison

Profit & Loss - Q3/9M'FY19 (Standalone)

Particulars	Q3'FY19	Q3'FY18	Growth	9M'FY19	9M'FY18	Growth
Net Sales (Recomputed)*	423.95	376.99	12.5%	1175.00	1107.95	6.1%
Net Sales (as published)**	423.95	376.99	12.5%	1175.00	1129.91	4.0%
EBIDTA	29.30	32.97	-11.1%	77.62	98.69	-21.3%
Depreciation	7.87	6.76	16.4%	23.09	18.77	23.0%
Finance cost	6.61	4.69	40.9%	19.24	13.22	45.5%
Profit Before Tax	14.82	21.52	-31.1%	35.29	66.70	-47.1%
Exceptional Item	-5.32	-0.65	-	-5.32	2.46	-
PBT after Exceptional Item	20.14	22.17	-9.2%	40.61	64.24	-36.8%
Tax expenses	6.55	7.84	-16.5%	14.06	22.65	-37.9%
Profit after tax	13.59	14.33	-5.2%	26.55	41.59	-36.2%
EPS (Rs.)	3.21	3.38	-5.0%	6.26	9.81	-36.2%

* Figure of 9M'FY18 recomputed on account of GST adjustment for like to like comparison

** Net off Excise duty in 9M'FY18

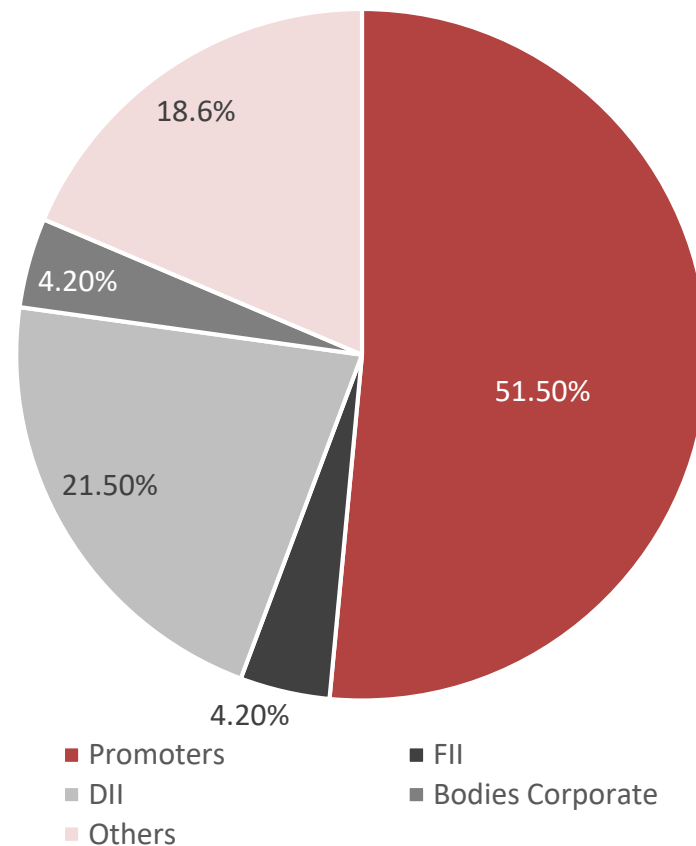
Profit & Loss - Q3/9M'FY19(Consolidated)

Particulars	Q3'FY19	Q3'FY18	Growth	9M'FY19	9M'FY18	Growth
Net Sales (as published)*	424.59	396.72	7.0%	1193.56	1168.99	2.1%
EBIDTA	39.50	50.24	-21.4%	106.44	136.91	-22.3%
Depreciation	11.02	10.65	3.5%	32.80	29.64	10.7%
Finance cost	11.51	10.68	7.8%	34.25	29.93	14.4%
Profit Before Tax	16.97	28.91	-41.3%	39.39	77.34	-49.1%
Exceptional Item	-0.49	-0.65	-	-0.49	2.46	-
PBT after Exceptional Item	17.46	29.56	-40.9%	39.88	74.88	-46.7%
Tax expenses	7.31	9.51	-23.1%	15.52	24.80	-37.4%
Profit after tax	10.15	20.05	-49.4%	24.36	50.08	-51.4%
Non-Controlling Interest	0.99	3.45	-71.3%	2.12	5.56	-61.9%
Profit after tax- Controlling Interest	9.16	16.60	-44.8%	22.24	44.52	-50.0%
EPS (Rs.)	2.16	3.92	-44.9%	5.25	10.50	-50.0%

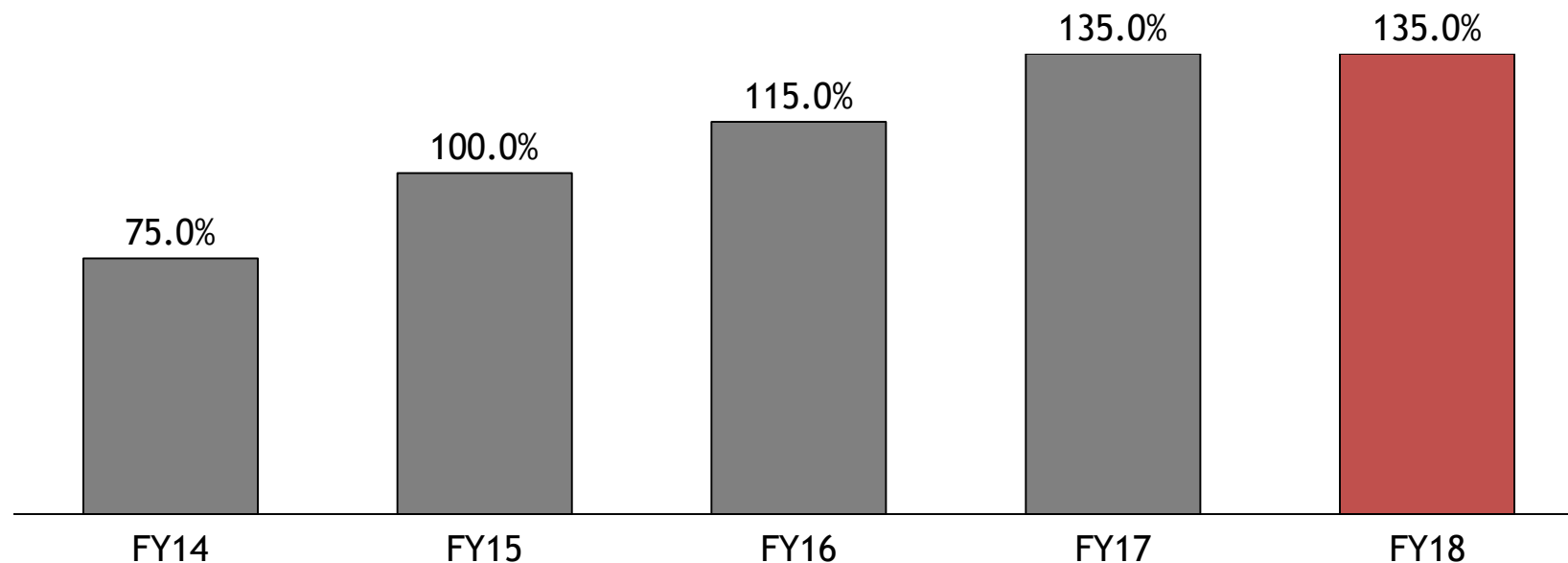
* Net off Excise duty in 9M'FY18

Shareholding as on 31st December 2018

Particulars	31 st Dec'2018	30 th Sept'2018
Promoters	51.5%	51.5%
FII	4.2%	4.7%
DII	21.5%	20.6%
Bodies Corporate	4.2%	5.8%
Others	18.6%	17.4%
Equity Shares	42,379,426	42,379,426



Dividend Track Record



Particulars (Rs.)	Mar'14	Mar'15	Mar'16	Mar'17	Mar'18
Consolidated Book Value Per Share	57.53	66.42	99.11	123.69	137.02
Consolidated Earning Per Share	8.25	11.94	16.25	23.15	16.62
Dividend Per Share	1.50	2.00	2.30	2.70	2.70

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