

10<sup>th</sup> February, 2020

The General Manager,  
Corporate Relationship Dept.,  
BSE limited,  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building,  
P.J. Towers, Dalal Street, Fort,  
Mumbai-400 001  
**(Stock Code: 531548)**

The Secretary,  
National Stock Exchange of India Ltd.,  
Exchange plaza, 5<sup>th</sup> Floor,  
Bandra-Kurla Complex,  
Bandra (E), Mumbai-400 051  
**(Stock Code: SOMANYCERA)**

Sub: Investor Update for the Q3/ 9M'FY20.

Dear Sir,

Please find enclosed herewith Investor update of Somany Ceramics Ltd. highlighting the performance of the Company during the quarter and nine months ended on 31<sup>st</sup> December, 2019.

You are requested to take this information on your record.

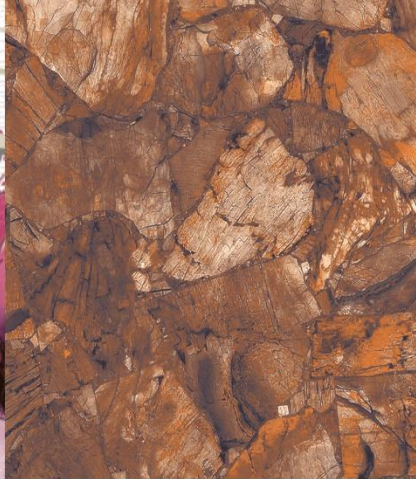
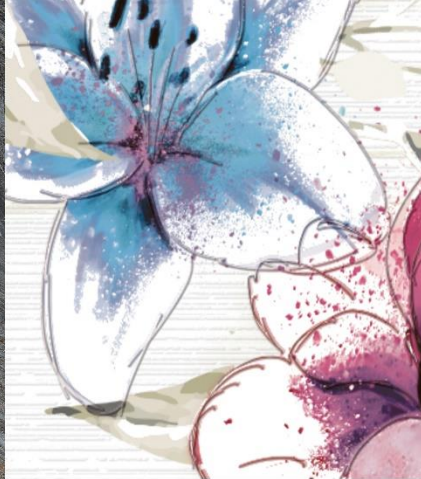
Thanking you,

Yours faithfully,  
For Somany Ceramics Limited

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

Encl: as above





LUXURY  
LIVING BY  
SOMANY



**SOMANY CERAMICS LTD.**  
Investor Update – Q3/9M'Fy20

*February 10, 2020*

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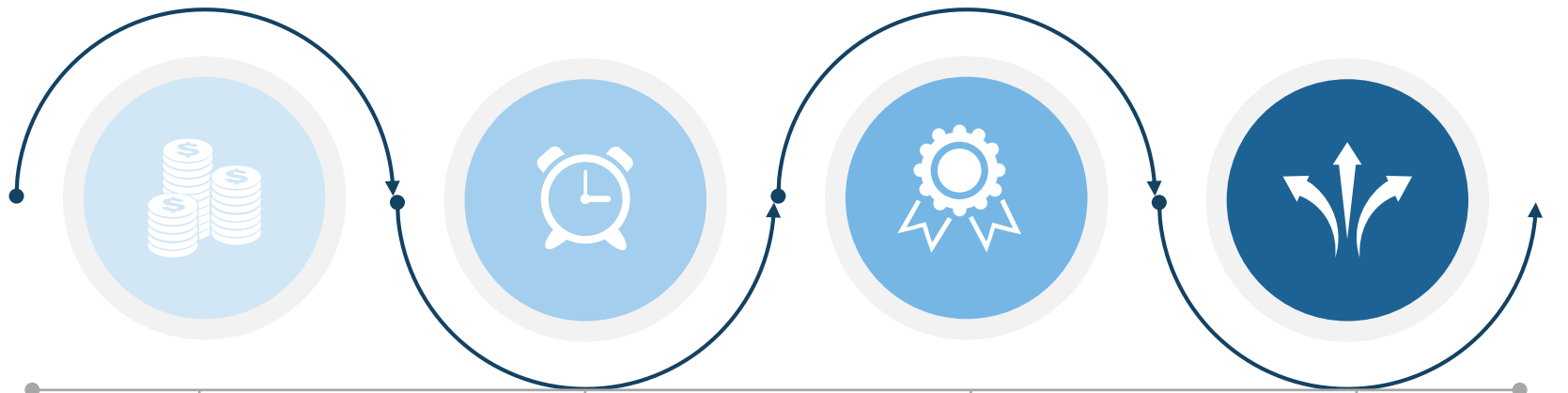
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

External market factors continued to be challenging during this quarter in a row. Low consumer sentiment and overall liquidity crunch in trade channel, amongst others, are impacting the industry growth adversely.

We reported volume growth of 4% during the quarter as compared to corresponding quarter of last year. Overall sales grew by 2% and profitability remained flattish.

In order to enrich our product portfolio further and as a result of continuous focus on product innovation, we have added two new sizes (300x750 mm and 450x900 mm) in wall tile segment - '***King of Wall Tiles***'.

Going forward we expect some uptick in overall industry situation in view of better regulatory compliance through upcoming E-Invoicing. In addition, Government's proposed spend towards infrastructure, real estate, etc. should boost the overall economic sentiment.



## Capacity

- Tiles capacity at ~52 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 10.10 msm in Q3 from Own plant (4.66 msm) and JVs (5.44 msm)
- Overall capacity utilisation in Q3 @ 77%

## Sales Mix

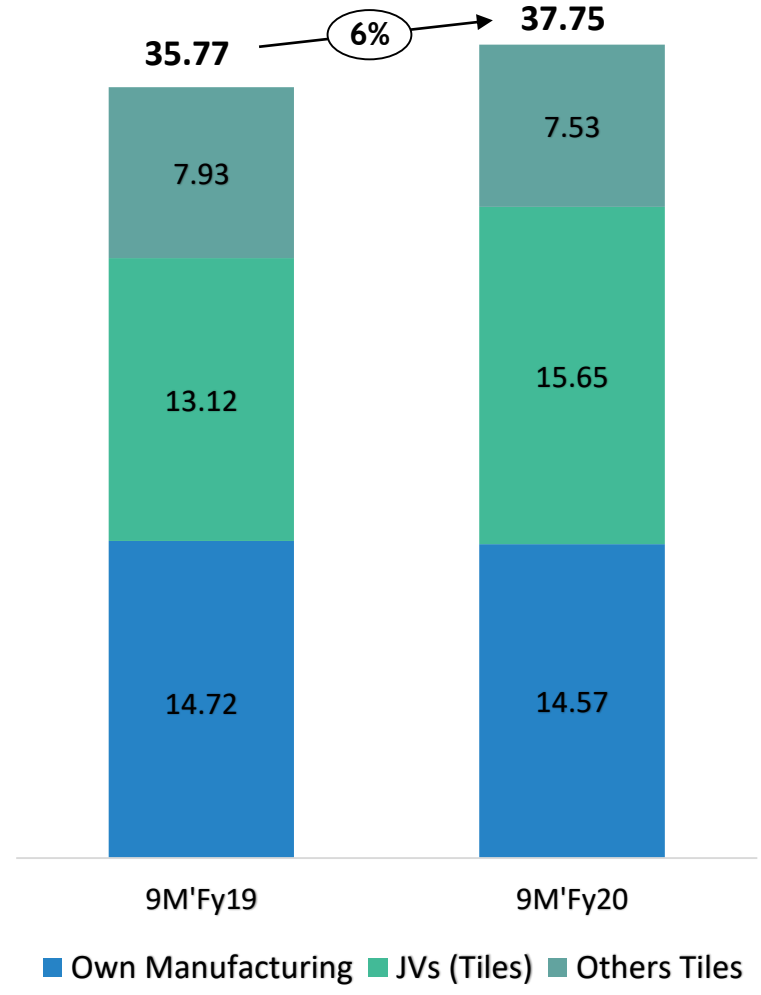
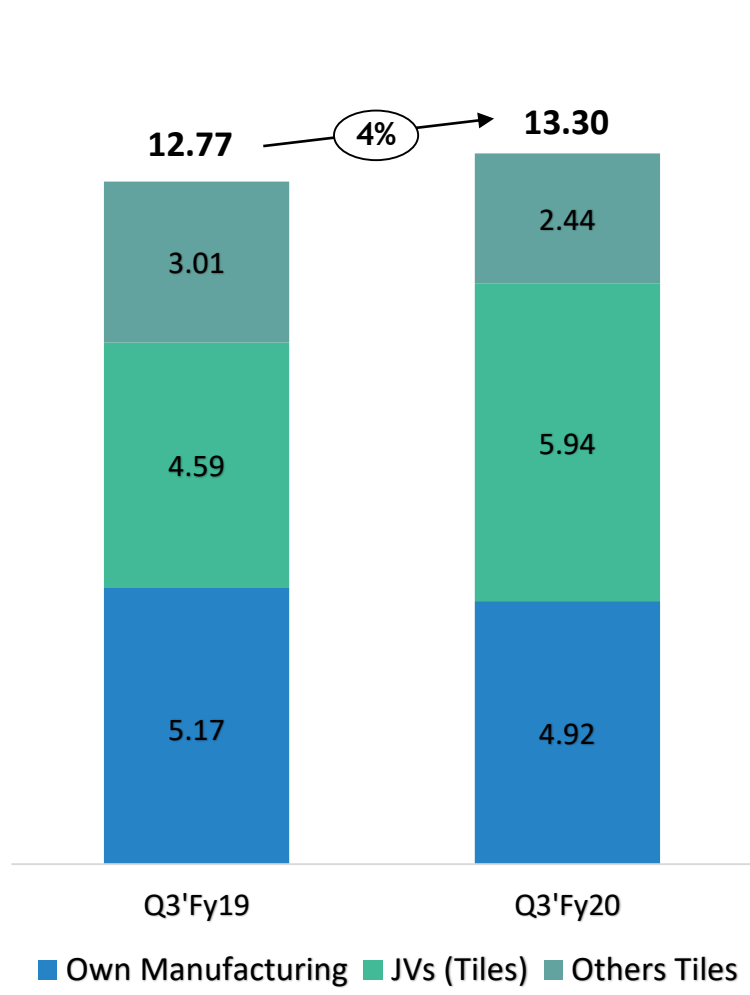
- Q3'Fy20 - Own manufacturing (33%), JVs (40%) & Others (27%)

## Financial Snapshot (Standalone)

- Sales of ₹ 432 cr. in Q3'Fy20
- PBT & PAT stood at ₹ 12 cr. and 9 cr. respectively

# Sales Volume (Tiles)

Volume in msm



# Sales Value

₹ in crores



# Profit & Loss (Standalone)

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Particulars	Q3'FY20	Q3'FY19	Growth	9M'FY20	9M'FY19	Growth
Sales	432	424	1.8%	1233	1175	4.9%
EBIDTA	23	24	-4.9%	74	62	19.0%
<i>EBIDTA margin</i>	5.3%	5.7%	-	6.0%	5.3%	-
Profit Before Tax	12	15	-21.3%	39	35	10.0%
<i>PBT margin</i>	2.7%	3.5%	-	3.1%	3.0%	-
Exceptional Item	0	-5	-	26	-5	-
PBT after Exceptional Item	12	20	-42.1%	13	41	-68.9%
Tax expenses	3	7	-54.8%	-10	14	-168.4%
Profit after tax	9	14	-36.0%	22	27	-16.2%
EPS (Rs.)	2.05	3.21	-36.1%	5.25	6.26	-16.1%

Figures in ₹ crores



# Profit & Loss (Consolidated)

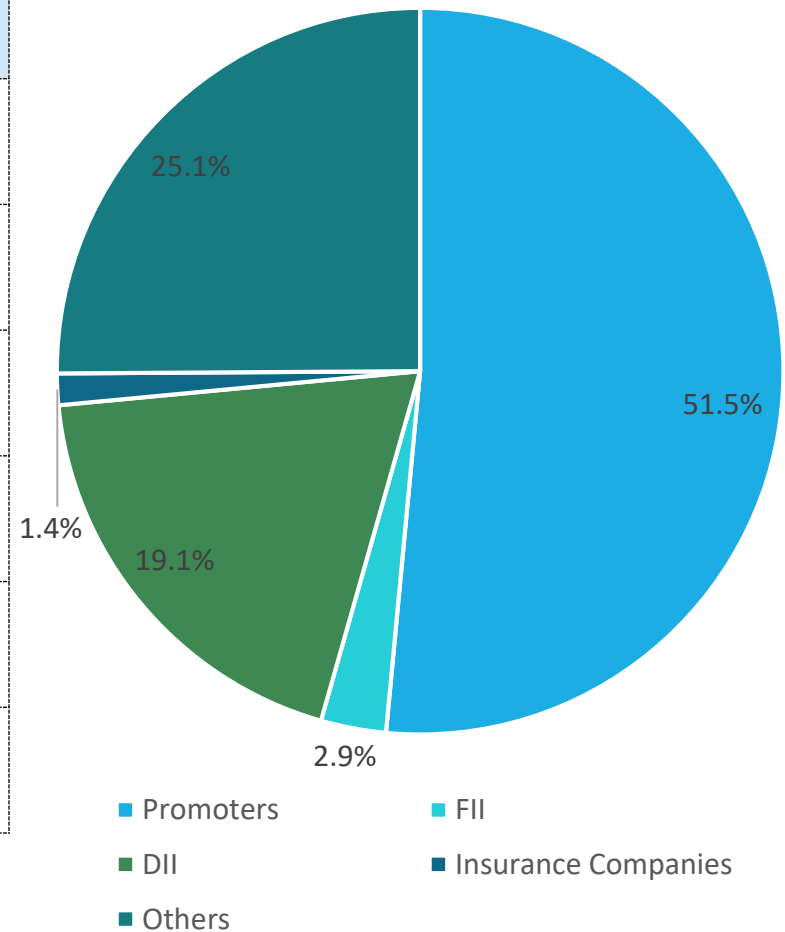
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Particulars	Q3'FY20	Q3'FY19	Growth	9M'FY20	9M'FY19	Growth
Sales	435	425	2.4%	1247	1194	4.4%
EBIDTA	40	35	14.9%	118	93	26.5%
<i>EBIDTA margin</i>	9.3%	8.3%	-	9.4%	7.8%	-
Profit Before Tax	17	17	-1.8%	47	39	18.1%
<i>PBT margin</i>	3.8%	4.0%	-	3.7%	3.3%	-
Exceptional Item	0	0	-	26	0	-
PBT after Exceptional Item	17	17	-4.6%	20	40	-49.0%
Tax expenses	4	7	-43.4%	-8	16	-152.6%
Profit after tax	13	10	23.3%	29	24	17.0%
Consolidated Profit after tax	10	9	13.6%	24	22	9.4%
EPS (Rs.)	2.46	2.16	13.9%	5.74	5.25	9.3%

Figures in ₹ crores

# Shareholding as on 31<sup>st</sup> Dec'2019

Particulars	31 <sup>st</sup> Dec'2019	30 <sup>th</sup> Sep'2019
Promoters	51.5%	51.5%
FII	2.9%	3.1%
DII	19.1%	21.6%
Insurance Companies	1.4%	-
Others	25.1%	23.8%
<b>Equity Shares</b>	<b>42,379,426</b>	<b>42,379,426</b>



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For further information, please contact:

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