



SOMANY

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version 2.0

SOMANY CERAMICS LTD.

Investor Update - Q1'FY18

17th August, 2017

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The roll out of GST from July 1, 2017 would go down in the annals of independent India as a major economic reform impacting lives of individual, small and large businesses alike. Organized players like SOMANY would be majorly benefited by this bold taxation reform going forward.

The quarter gone by has however, seen most of the businesses getting ready for GST but treading very cautiously in transacting business. The overall business activity therefore suffered in the quarter. Your company was no exception to this phenomenon.

Further more we implemented SAP (S4 HANA) in the month of April to provide a robust IT/ ERP backbone to meet the growing business requirements. As inherent in any large SAP implementation, the new system took time to stabilize. As a result business was adversely impacted during the quarter.

For the above two reasons, Sales at Rs. 346.63 crores during the quarter declined by 18% compared to corresponding quarter last year. Profit after tax for the quarter is Rs. 6.01 crores as compared to Rs. 18.14 crores in the corresponding quarter last year. We see this as short term aberration and remain highly bullish on the medium to long term prospects of our business.

To further strengthen the Duragres (GVT) product portfolio, we upgraded our plant with state of the art Italian technology to manufacture homogeneous colour body glazed vitrified tiles which is the closest replica to the natural elements like stone, marble, wood, metal etc.

We look forward to exciting times ahead !!!

Getting Future Ready...

Sanitaryware
plant trebled

- Sanitaryware plant capacity expanded to 1.15 mn pcs from 0.3 mn pcs per annum on 26th April, 2017; Capacity utilisation will increase in coming quarters

Expansion of
value added
polished
vitrified tile
capacity

- Expanded valued added PVT (Double Charge) from 2.99 msm to 4.80 msm per annum on 10th May, 2017; Capacity utilisation will increase in coming quarters

Enhancement
of value
added
ceramic tile
capacity

- 1st phase of upgradation plan of certain production lines at Kassar & Kadi to produce more value-added products has been completed in the second quarter and the 2nd phase shall be completed in the third quarter

To put up ~5
msm vitrified
tile plant in
Andhra
Pradesh

- Plans finalised to put up ~5 msm per annum vitrified tile plant in Andhra Pradesh by the associate company, Sudha Somany Ceramics Pvt. Ltd.

Sales Volume

- ✓ Q1'FY18 tiles volume stood at 9.33 MSM against 11.08 MSM in Q1'FY17

Sales Mix

- ✓ Q1'FY18 - Own manufacturing (40%), JVs (45%) & Others (15%)

Financial Snapshot

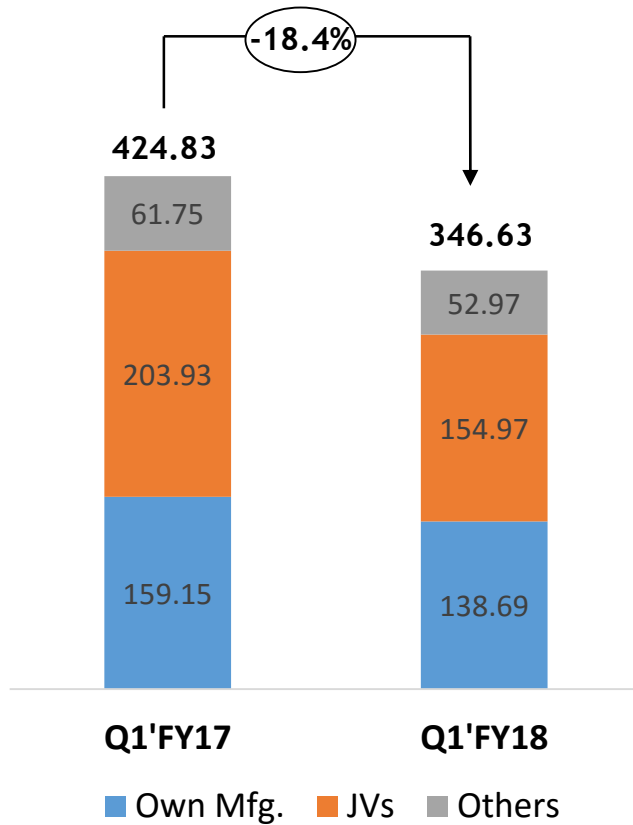
- ✓ Gross Sales of Rs. 346.63 cr in Q1'FY18
- ✓ PBT and PAT stood at Rs. 11.01 cr and 6.01 cr respectively for Q1'FY18

Capacity

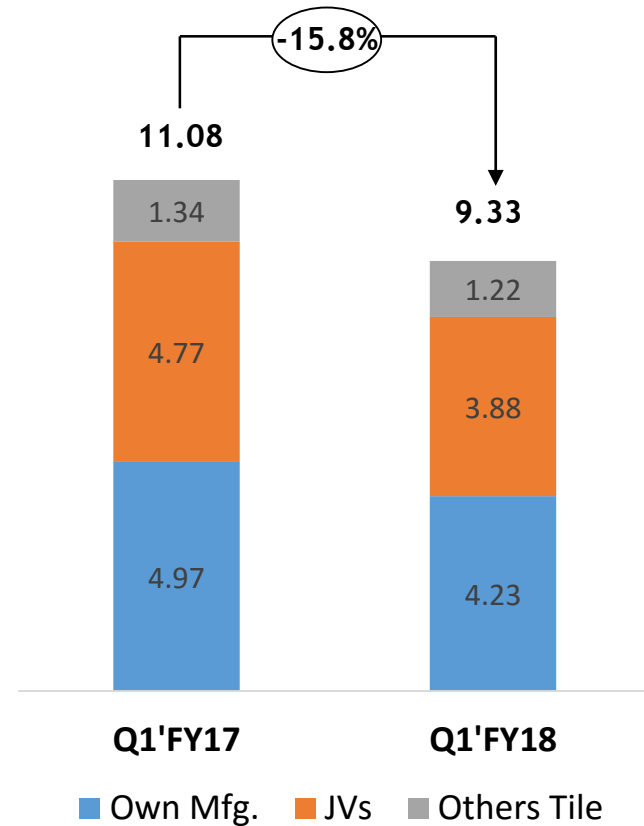
- ✓ Current Access to capacity at ~60 msm p.a.
- ✓ Overall capacity utilisation (own and JV plants) is 83% in Q1'FY18

Sales Mix (Value & Volume)

Sales Value (Rs. in crores)



Tiles Volume (in msm)



Access to Capacity

Own Plants (Tiles)	Location	Capacity (MSM p.a.)	Capacity Utilization in Q1'FY18	
Kassar	Haryana	17.13	79%	Owned capacity of 23.78 MSM p.a.
Kadi	Gujarat	6.65	93%	
Subsidiary / Associates Plants (Tiles)	Equity Stake	Capacity (MSM p.a.)	Capacity Utilization in Q1'FY18	
Amora Tiles Pvt. Ltd.	51%	4.58	88%	Associates' / Subsidiary's plants current capacity at 27.51 MSM p.a.
Somany Fine Vitrified Pvt. Ltd.	51%	4.29	112%	
Vintage Tiles Pvt. Ltd.	50%	4.80	54%	
Acer Granito Pvt. Ltd.	26%	5.10	60%	
Commander Vitrified Pvt. Ltd.	26%	4.76	87%	
Vicon Ceramic Pvt. Ltd.	26%	3.98	98%	
Outsourced capacity with no equity stake ~9.00 MSM				Outsourced capacity of ~9.00 MSM p.a.
Subsidiary Plant (Sanitaryware)	Equity Stake	Capacity (mn pcs p.a.)	Capacity Utilization in Q1'FY18	
Somany Sanitary Ware Pvt. Ltd.	51%	1.15	51%	Sanitaryware capacity of 1.15 mn pcs p.a.

MSM - million square metres

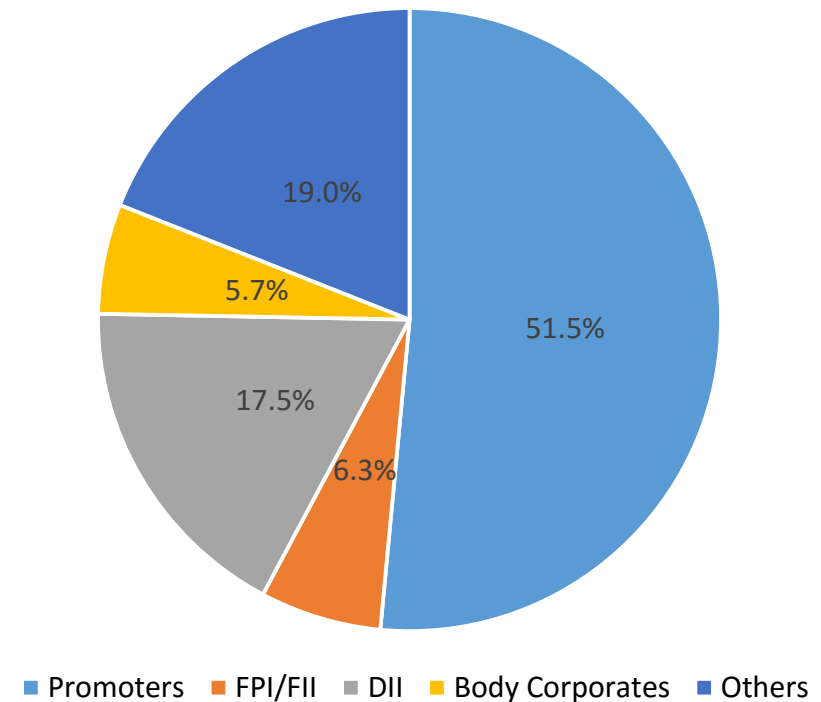
Profit & Loss – Q1'FY17

Particulars	Q1'FY18	Q1'FY17	Growth
Gross Sales	346.63	424.83	-18.4%
Net Sales	330.32	406.78	-18.8%
EBIDTA	20.60	36.89	-44.2%
Depreciation	5.60	4.81	16.4%
Finance cost	3.99	4.34	-8.1%
Profit Before Tax	11.01	27.74	-60.3%
Exceptional Item	1.70	0.00	-
PBT after Exceptional Item	9.31	27.74	-66.4%
Tax expenses	3.30	9.60	-65.6%
Profit after tax	6.01	18.14	-66.9%
EPS (Rs.)	1.42	4.28	-66.8%

Standalone figures in Rs. crores

Shareholding as on 30th June 2017

Particulars	30 th June'2017	31 st March'2017
Promoters	51.5%	51.5%
FPI/FII	6.3%	6.4%
DII	17.5%	9.0%
Bodies Corporate	5.7%	3.7%
Others	19.0%	29.4%
Equity Shares	42,379,426	42,379,426



5 Year P&L - Standalone

Particulars	FY'13	FY'14	FY'15	FY'16	FY'17
Net Sales	1,046	1,256	1,531	1,721	1,828
EBIDTA	87	84	104	132	179
Depreciation	20	22	22	21	25
Finance cost	20	18	16	16	17
Profit before tax	47	44	66	91*	133*
Tax expenses	15	16	22	30	47
Profit after tax	32	28	44	61	86
Cash profits	53	51	67	86	115
EPS (Rs.)	9.16	8.01	11.43	15.33	20.31

Figures in Rs. crores
**after exceptional item*

5 Year Balance Sheet - Standalone

Particulars	Mar'13	Mar'14	Mar'15	Mar'16	Mar'17
Equity Share Capital	7	8	8	8	8
Reserves & Surplus	144	213	246	412	498
Net Worth	151	221	254	420	506
Total Debt	176	170	188	209	234
Net Block	209	219	237	312	319
Investments	9	22	24	36	51
Net Current Assets	133	165	188	292	386

Figures in Rs. crores

5 Year P&L - Consolidated

Particulars	FY'13	FY'14	FY'15	FY'16	FY'17
Net Sales	1,050	1,261	1,535	1,704	1,795
EBIDTA	88	84	115	152	207
Depreciation	20	21	26	28	35
Finance cost	20	19	21	22	34
Profit before tax	48	44	68	97*	144*
Tax expenses	16	15	22	31	50
Profit after tax	32	29	46	65	93
Cash Profit	53	53	74	97	132
EPS (Rs.)	9.28	8.25	11.94	16.25	21.96

Figures in Rs. crores
**after exceptional item*

5 Year Balance Sheet - Consolidated

Particulars	Mar'13	Mar'14	Mar'15	Mar'16	Mar'17
Equity Share Capital	7	8	8	8	8
Reserves & Surplus	146	215	250	420	505
Net Worth	153	223	258	428	513
Minority Interest	-	4	5	20	27
Total Debt	177	189	210	264	291
Net Block	209	243	265	387	411
Investments	9	18	20	20	34
Net Current Assets	136	171	201	321	417

Figures in Rs. crores

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