



10<sup>th</sup> August, 2023

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

The Secretary,  
National Stock Exchange of India  
Ltd.,  
Exchange Plaza, 5<sup>th</sup> Floor,  
BandraKurla Complex,  
Bandra (East), Mumbai 400 051  
**Symbol: SOMANYCERA**

**Sub: Investor Update for the Q1/FY23-24.**

Dear Sir/Madam,

Please find enclosed herewith Investor update of Somany Ceramics Limited highlighting the performance of the Company during the quarter ended on 30<sup>th</sup> June, 2023.

This is for your information and record.

Thanking you,

Yours faithfully,  
For **Somany Ceramics Limited**

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

Encl: as above





Ambitious & Resilient

**SOMANY CERAMICS LIMITED**

**Investor Update – Q1'Fy24**

***August 10, 2023***

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Somany Ceramics Ltd (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

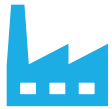
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks 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.

We have achieved volume growth of 8% during Q1, while aiming at a double-digit growth, despite tough market conditions. Capacity utilisation during the quarter was lowest in past many quarters barring pandemic days due to slower than expected demand and high level of inventories coupled with routine maintenance shutdowns.

We reported consolidated revenue of INR 584 crores, a growth of 5% and operating margin improved by 0.6% to 8.7% as compared to corresponding quarter of last year primarily on account of softening in gas price.

We have further strengthened our working capital during the quarter and continue to adhere to robust credit discipline, which we had put in place few years ago.

We expect an improvement in demand outlook, which is already resulting in higher capacity utilisation. The benefit of operational efficiencies, on account of higher capacity utilisation as well as cost optimisation measures taken in recent past, coupled with stable gas price should improve the operating margin going forward.



## Capacity

Tiles capacity of ~75 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 10.80 msm; Own plants (6.06 msm) and JVs (4.74 msm)

Capacity Utilisation in Q1 at:

- 70% in tiles
- 58% in sanitaryware
- 70% in faucets



## Sales Mix

Tiles volume growth of 8% to 15.41 msm

Own manufacturing (37%), JVs (35%) & Others (29%)



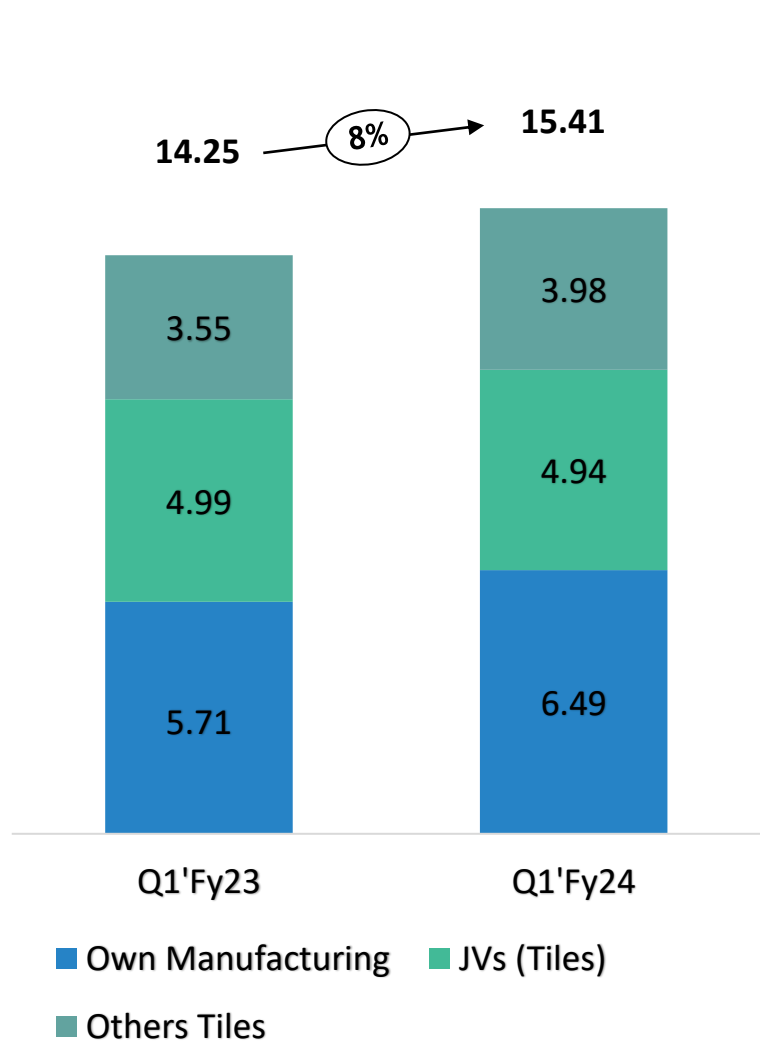
## Financial (Standalone)

Sales growth of 7% to ₹ 577 crores

PBT and PAT stood at ₹ 35 and ₹ 23 crores respectively

Tiles Volume (msm)

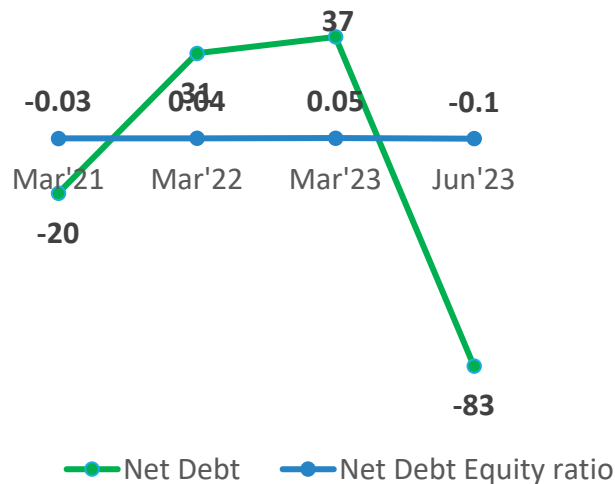
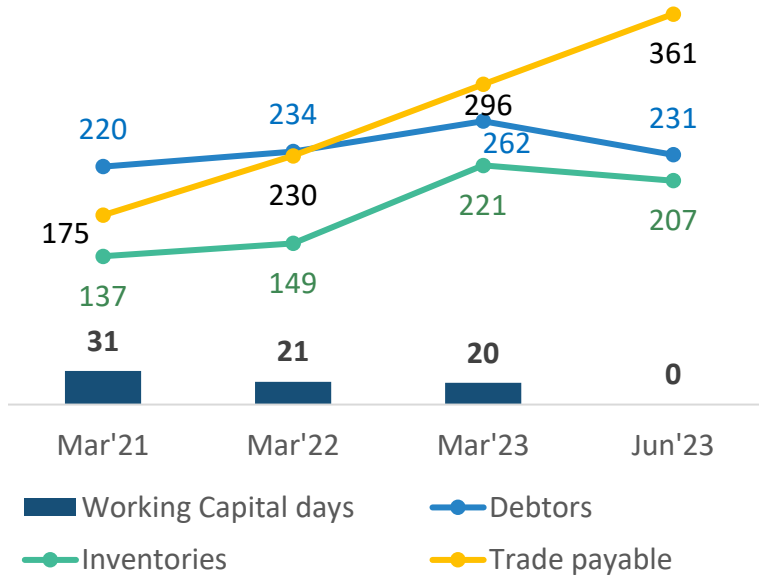
₹ in crores



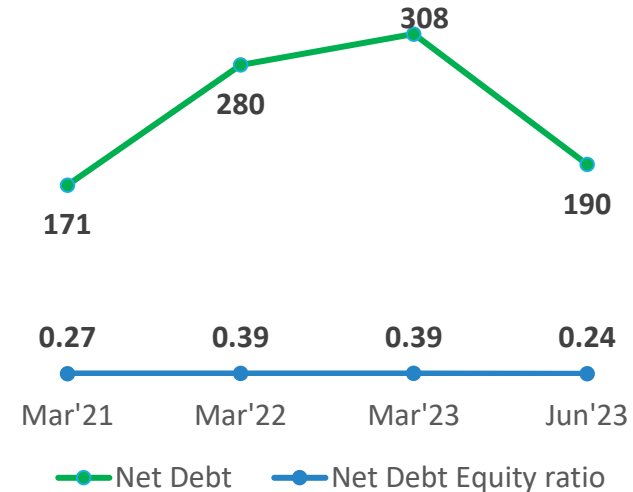
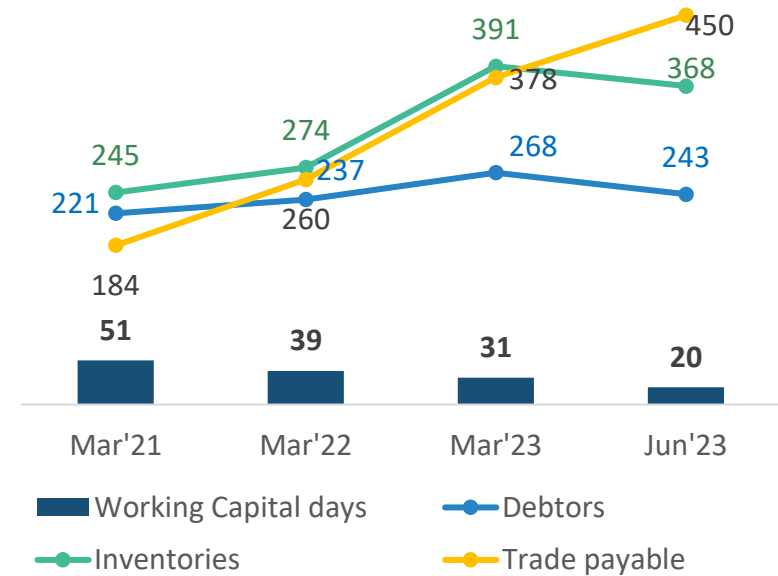
Based on Standalone figures

# 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)

Particulars	Q1'Fy24	Q1'Fy23	Growth	FY 23	FY 22	Growth
Sales	577	540	6.9%	2426	2061	17.8%
EBIDTA	40	37	6.3%	147	150	(2.4%)
<i>EBIDTA margin</i>	6.8%	6.9%	0.0%	6.0%	7.3%	(1.3%)
Profit Before Tax	35	32	7.6%	123	117	5.1%
<i>PBT margin</i>	6.0%	6.0%	0.0%	5.1%	5.7%	(0.6%)
Exceptional Item	3	0	-	1	0	-
PBT after Exceptional Item	31	32	(2.8%)	122	117	4.2%
Tax expenses	8	8	(2.2%)	32	29	9.1%
Profit after tax	23	24	(3.1%)	90	88	2.6%
EPS (Rs.)	5.51	5.68	(3.0%)	21.21	20.67	2.6%

Figures in ₹ crores



# Profit & Loss (Consolidated)

**SOMANY**

Particulars	Q1'Fy24	Q1'Fy23	Growth	FY 23	FY 22	Growth
Sales	584	555	5.2%	2465	2083	18.3%
EBIDTA	51	45	12.6%	189	207	(8.6%)
<i>EBIDTA margin</i>	8.7%	8.1%	0.6%	7.7%	9.9%	(2.2%)
Profit Before Tax	25	26	(4.7%)	95	126	(24.8%)
<i>PBT margin</i>	4.3%	4.7%	(0.4%)	3.9%	6.1%	(2.2%)
Exceptional Item	7	0	-	2	0	-
PBT after Exceptional Item	18	26	(29.9%)	93	126	(26.5%)
Tax expenses	6	7	(15.4%)	26	33	(21.3%)
Profit after tax	13	19	(35.1%)	67	93	(28.4%)
PAT - Controlling Interest	15	21	(29.1%)	71	89	(19.4%)
EPS (Rs.)	3.43	4.84	(29.1%)	16.83	20.88	(19.4%)

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



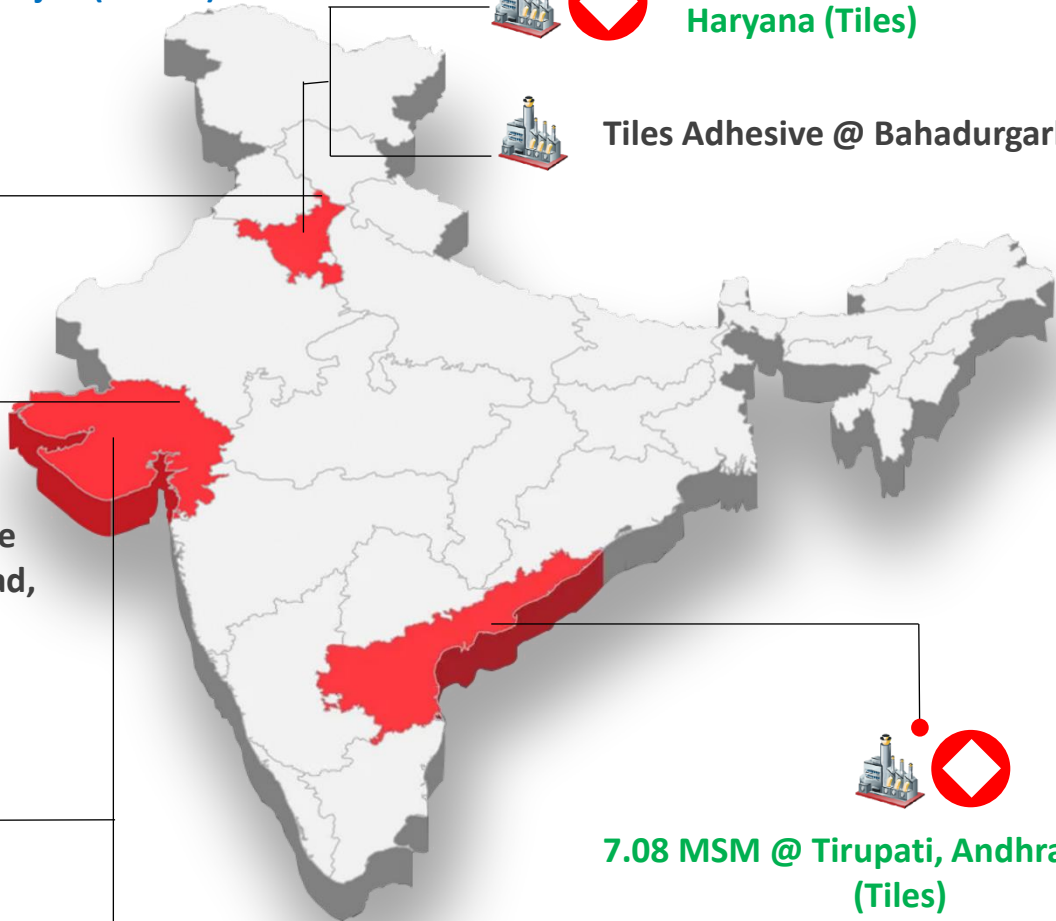
21.33 MSM @ Morbi, Gujarat (Tiles)



7.08 MSM @ Tirupati, Andhra Pradesh (Tiles)

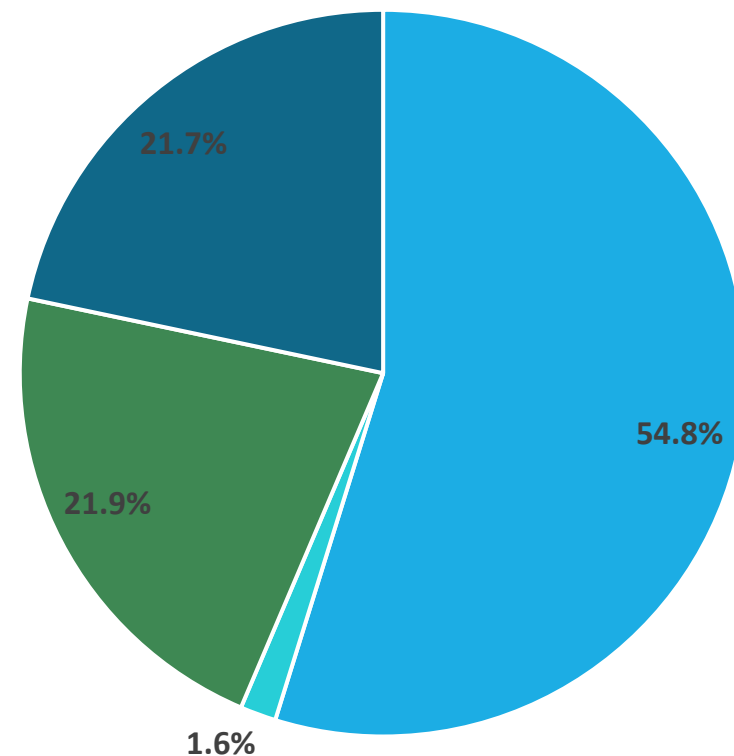


0.78 mn pcs @ Morbi, Gujarat (Sanitaryware)



# Shareholding as on 30<sup>th</sup> Jun'23

Particulars	30 <sup>th</sup> Jun'23	31 <sup>st</sup> Mar'23
Promoters	54.8%	54.8%
FII	1.6%	1.4%
DII	21.9%	22.0%
Others	21.7%	21.8%
Equity Shares	4,24,74,208	4,24,74,208



*Equity shares of ₹ 2/- each*

■ Promoters ■ FII ■ DII ■ Others

---

For further information, please contact:

Mr. Kumar Sunit, Head – Strategy & Investor Relations

[kumar.sunit@somanyceramics.com](mailto:kumar.sunit@somanyceramics.com)

[www.somanyceramics.com](http://www.somanyceramics.com)



CIN - L40200WB1968PLC224116

---