

The SOMANY logo is located in the top right corner. It consists of the word "SOMANY" in a bold, white, sans-serif font, followed by a small square icon containing a stylized 'S' shape. The logo is set against a red rectangular background.


SOMANY

The SOMANY version 2.0 logo is centered on the page. It features the word "SOMANY" in a bold, white, sans-serif font, followed by a small square icon containing a stylized 'S' shape. Below "SOMANY" is the text "version 2.0" in a smaller, white, sans-serif font. The entire logo is set against a dark, textured background.

SOMANY
version 2.0

The main title of the presentation is centered on the page. It consists of the text "SOMANY CERAMICS LTD." in a large, bold, white, sans-serif font, followed by "Investor Update - Q4'FY18/FY18" in a slightly smaller, bold, white, sans-serif font. The text is set against a dark, textured background.

SOMANY CERAMICS LTD.
Investor Update - Q4'FY18/FY18

The date of the presentation is centered on the page. It consists of the text "May 24, 2018" in a white, sans-serif font. The text is set against a dark, textured background.

May 24, 2018

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Reported Sales of INR 523.35 crores in Q4'FY18 up by 2.3% on like to like basis; Profit After Tax (PAT) stood at INR 23.51 crores as compared to INR 25.34 crores in the corresponding quarter last year.

Board of Directors have recommended a Dividend of Rs. 2.70 per equity share.

Increasing trend of gas price and continuous pressure on pricing due to lack of enforcement post GST implementation impacted overall performance in general and bottom line in particular.

Recently associated with Royal Challengers Bangalore which will give a 360° reach and will entail a series of marketing activations and advertising campaigns across all touch points like outdoor, digital, social, radio and print. The company will be exclusively promoting its BATHWARE range of sanitary ware & bath fittings through this association.

Acquired 51% equity stake in a Faucet plant having capacity of 6.50 lakhs pieces per annum and looking forward to treble the capacity in phased manner.

One of our subsidiary commenced commercial production at its greenfield plant to produce 3.30 MSM p.a. of ceramic wall tiles. Further, we increased stake in Sudha Somany Ceramics Private Limited from 51% to 60%.

Implementation of e-way bill from April 1, 2018 should curb the non compliances over the period which would benefit the industry. Looking forward a better year ahead !!!

Official Partner of RCB in IPL

SOMANY

SOMANY
BATHWARE
THE OFFICIAL PARTNER



- Somany Bathware is an official partner at the Indian Premier League through partnership with Royal Challengers Bangalore
- This association will provide significant platform to enhance visibility for our brand
- It will further help in brand outreach to prospective customers and through this association shall also be able to target younger audience
- Somany will have all image rights for all the players and the team logo, entitling them to create co-branded merchandise and assist in the brand's BTL communication

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Entered into faucet manufacturing by acquiring 51% stake in a Faucet plant

Added faucet manufacturing capacity by 6.50 lac pieces p.a. located in North India

Looking forward to treble the capacity in phased manner

Will help in increasing shelf space with Dealers and enable cross sell opportunities

Sales Volume

Q4'FY18 tiles volume stood at 15.92 MSM against 15.56 MSM in Q4'FY17

FY18 tiles volume stood at 49.52 MSM against 49.74 MSM in FY17

Sales Mix

Q4'FY18 - Own manufacturing (38%), JV (39%) & Others (23%)

FY18 - Own manufacturing (38%), JV (41%) & Others (21%)

Sanitaryware & Bath fittings sales were INR 152 Crs in FY18

Financial Snapshot

In Q4'FY18:
Sales stood at INR 523.35 Crores

EBIDTA stood at INR 51.53 Crores

PBT & PAT stood at INR 36.88 Crores & INR 23.51 Crores respectively

Capacity

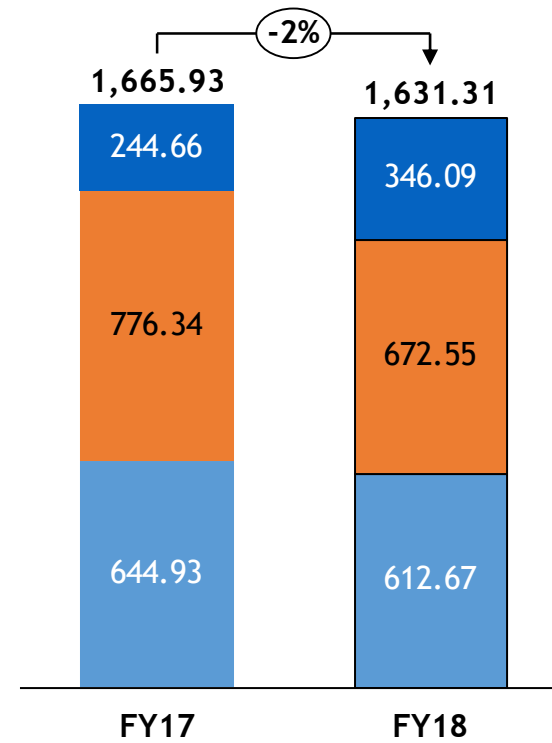
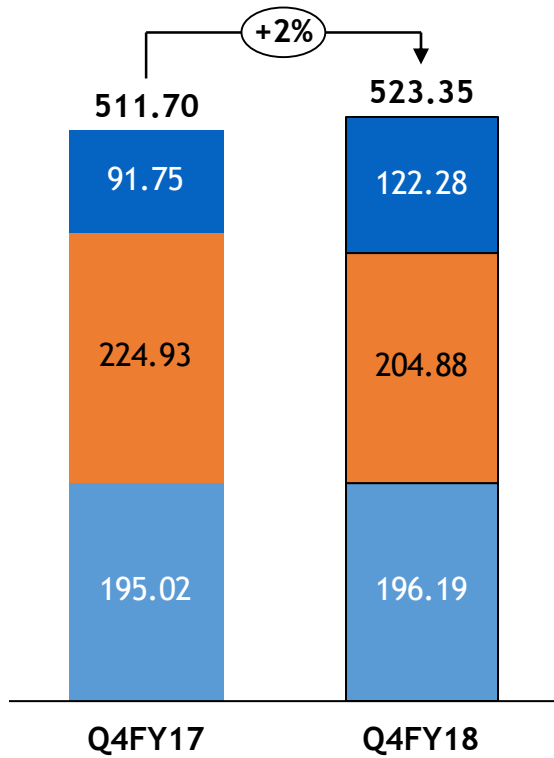
Entered into faucet manufacturing by adding 6.50 lakhs pieces p.a. capacity

Started commercial production at new tile plant having capacity of 3.30 msm p.a.

Current Access to capacity at ~64 msm p.a.

Sales Mix Q4 & FY18

INR. In Crores



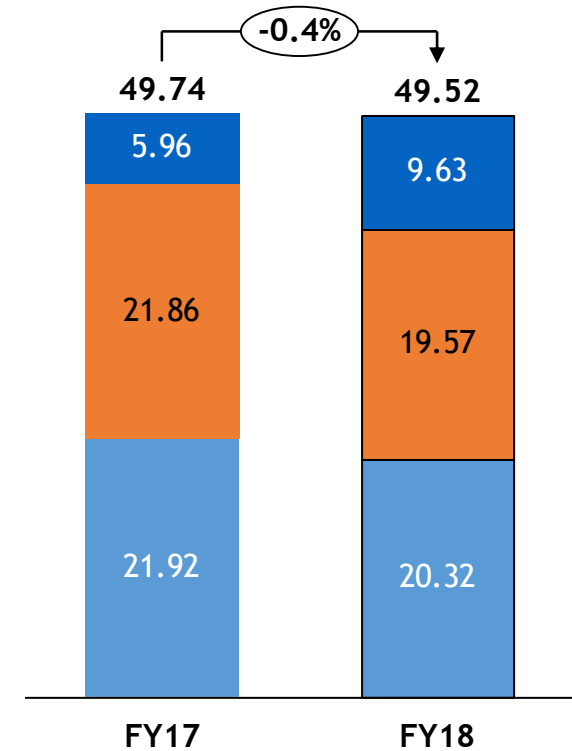
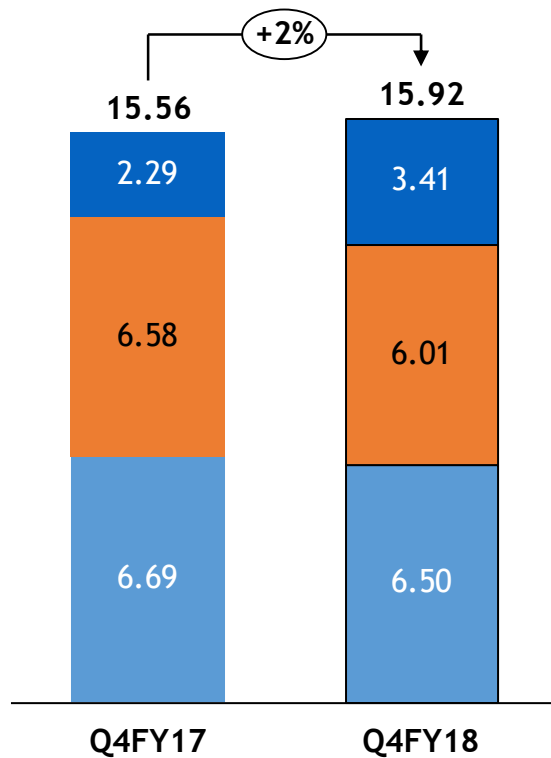
Own Manufacturing JV Other

Own Manufacturing JV Others

* Sales figure of Q4'FY17, FY18 and FY17 are recomputed on account of GST adjustment for like to like comparison

Sales Mix Q4 & FY18

Tiles Volume (in msm)



Own Manufacturing JV Tile's Outsourcing

Own Manufacturing JV Tile's Outsourcing

Access to Capacity

Own Plants (Tiles)	Location	Capacity (MSM p.a.)	Capacity Utilization in FY18	
Kassar	Haryana	19.63	82%	Owned capacity of 26.28 MSM p.a.
Kadi	Gujarat	6.65	92%	
Subsidiary / Associates Plants (Tiles)	Equity Stake	Capacity (MSM p.a.)	Capacity Utilization in FY18	
Amora Tiles Pvt. Ltd.	51%	4.58	88%	Associates' / Subsidiary's plants capacity of 25.71 MSM p.a.
Somany Fine Vitrified Pvt. Ltd.	51%	4.29	105%	
Vintage Tiles Pvt. Ltd.	50%	4.80	82%	
Acer Granito Pvt. Ltd.	26%	3.30	73%	
Commander Vitrified Pvt. Ltd.	26%	4.76	76%	
Vicon Ceramic Pvt. Ltd.	26%	3.98	90%	
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 FY18	
Somany Sanitary Ware Pvt. Ltd.	51%	1.15	60%	Sanitaryware capacity of 1.15 mn pcs p.a.

MSM - million square metres

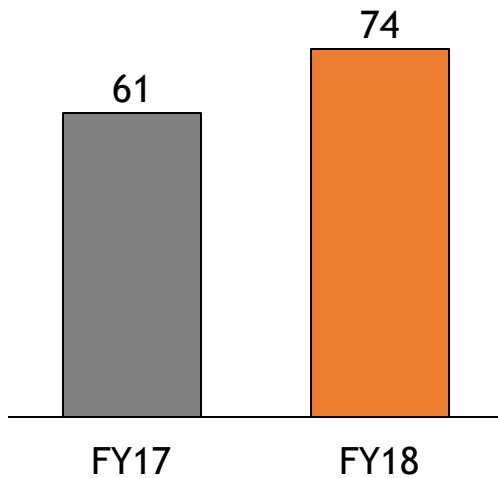
Standalone Profit & Loss – Q4/FY18

Particulars	Q4'FY18	Q4'FY17	Growth	FY18	FY17	Growth
Sales (Recomputed)*	523.35	511.70	2.3%	1631.30	1665.92	-2.1%
Net Sales (as published)	523.35	550.77	-5.0%	1653.26	1791.97	-7.7%
EBIDTA	51.53	54.25	-5.0%	150.22	178.12	-15.7%
Depreciation	8.27	6.32	30.9%	27.04	21.71	24.6%
Finance cost	4.44	4.00	11.0%	17.66	16.52	6.9%
Profit Before Tax	38.82	43.93	-11.6%	105.52	139.89	-24.6%
Exceptional Item	1.94	4.06	-	4.40	4.06	-
PBT after Exceptional Item	36.88	39.87	-7.5%	101.12	135.83	-25.6%
Tax expenses	13.37	14.53	-8.0%	36.02	48.13	-25.2%
Profit after tax	23.51	25.34	-7.2%	65.10	87.70	-25.8%
EPS (Rs.)	5.55	5.98	-7.2%	15.36	20.70	-25.8%

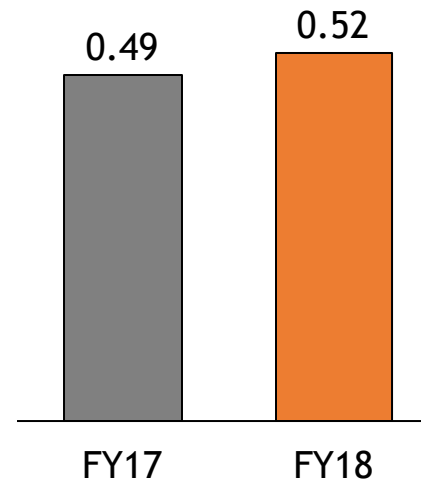
* On account of GST adjustment for like to like comparison
 Figures in INR crores

Standalone Ratios

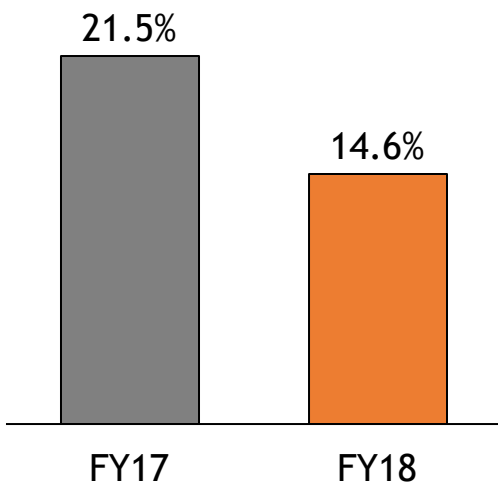
Working Capital Days*



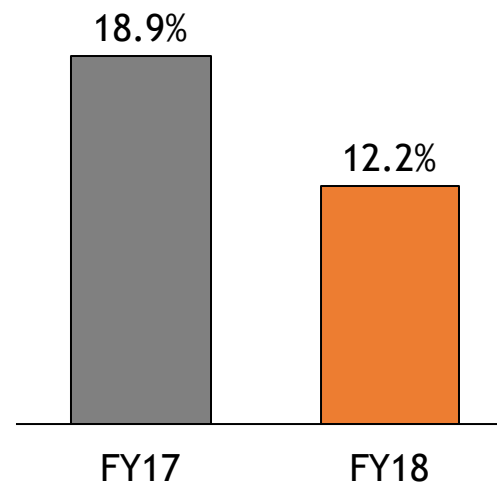
Leverage Ratio



ROCE



ROE



*excludes Current Investment

Consolidated Profit & Loss – FY18

Particulars INR Crores	FY18	FY17	Growth
Net Sales (as published)	1708.21	1727.81	-1.1%
EBIDTA	203.96	250.85	-18.7%
Depreciation	41.28	31.28	32.0%
Finance cost	39.92	38.97	2.4%
Profit Before Tax	122.76	180.60	-32.0%
Exceptional Item	4.40	4.06	-
PBT after Exceptional Item	118.36	176.54	-33.0%
Tax expenses	39.26	61.50	-36.2%
Profit after tax	79.10	115.04	-31.2%
Non-Controlling Interest	8.66	16.88	-48.7%
Profit after tax-Adjusted	70.44	98.16	-28.2%
EPS (Rs.)	16.62	23.15	-28.2%

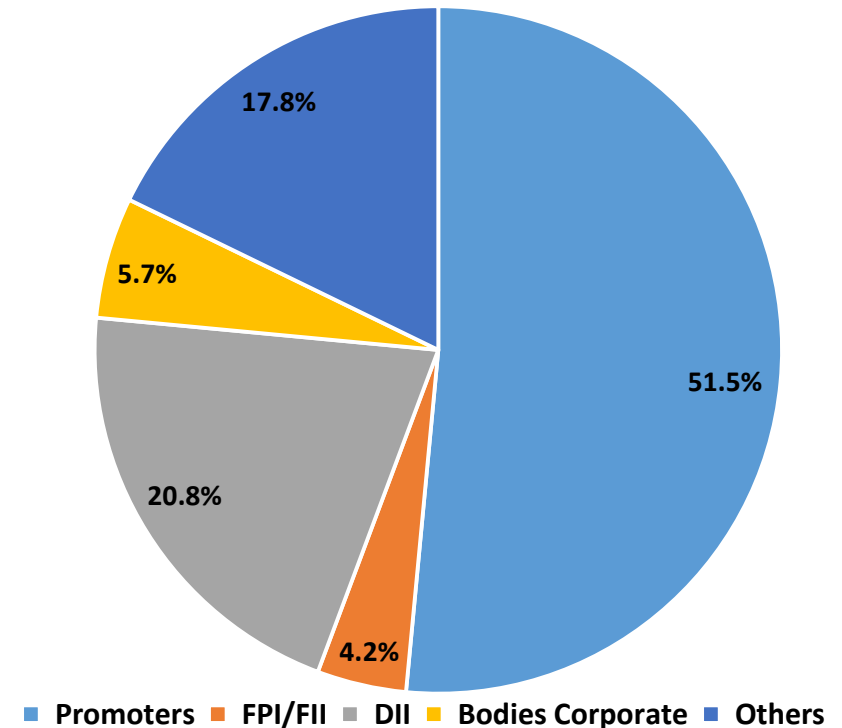
Figures in INR crores

Balance Sheet Extract

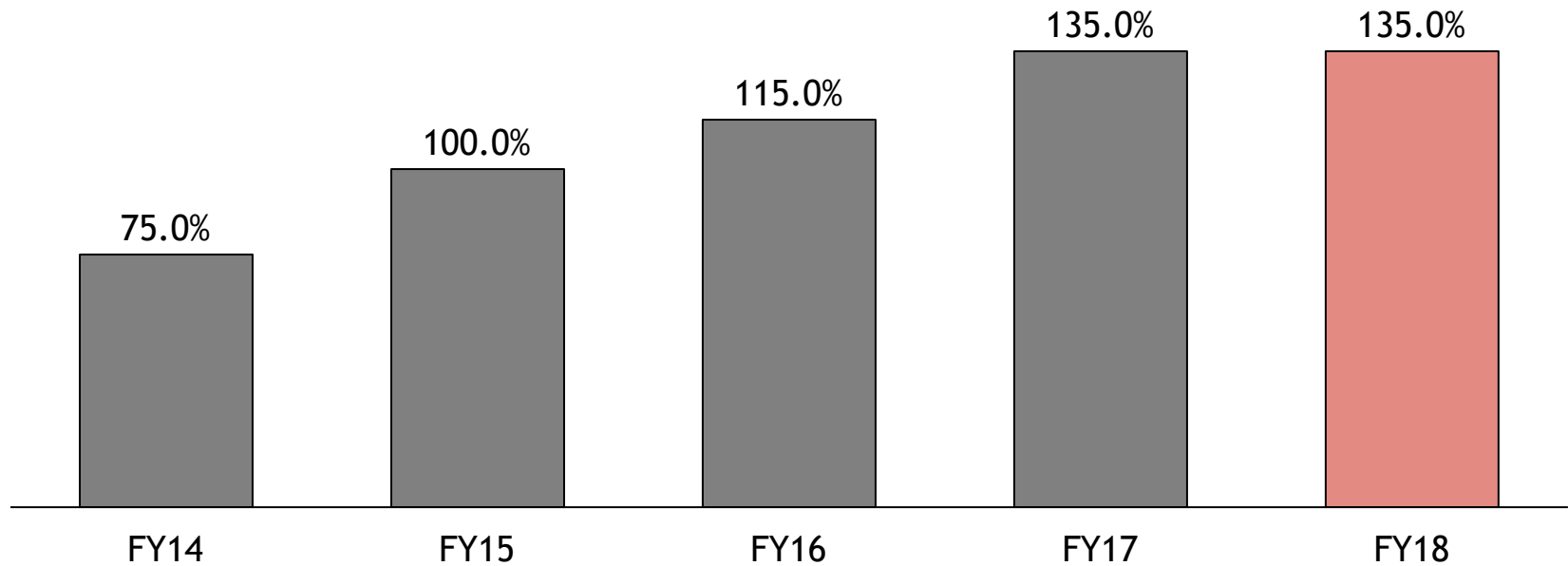
Particulars INR Crores	Standalone	Consolidated
	Mar'18	Mar'18
Equity Share Capital	8.48	8.48
Reserves & Surplus	551.25	572.21
Net Worth	559.73	580.69
Total Debt	288.66	539.64
Net Block	386.92	671.70
Investments	50.63	-
Net Current Assets	447.80	607.75

Shareholding as on 31st Mar'2018

Particulars	31 st Mar'2018	31 st Dec'2017
Promoters	51.5%	51.5%
FPI/FII	4.2%	3.7%
DII	20.8%	20.6%
Bodies Corporate	5.7%	5.8%
Others	17.8%	18.4%
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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