

21st May, 2019

The General Manager,
Corporate Relationship Dept.,
BSE limited,
1st 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, 5th Floor,
Bandra-Kurla Complex,
Bandra (E), Mumbai-400 051
(**Stock Code:** SOMANYCERA)

Sub: Investor update for the Q4'FY19/FY19.

Dear Sir,

Please find enclosed herewith Investor update of Somany Ceramics Ltd. highlighting the performance of the Company during the quarter and year ended on 31st March, 2019.

This is for your information and record.

Thanking you,

Yours faithfully,
For Somany Ceramics Limited

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

Encl: as above





IT'S NOT
ONLY
ABOUT
THE TILE

SOMANY CERAMICS LTD.
Investor Update: Q4'Fy19/FY19

May 21, 2019

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We concluded fiscal 2019 on a positive note particularly in bringing the financial discipline in place. Also our south plant commenced production on March 27, 2019, well in time.

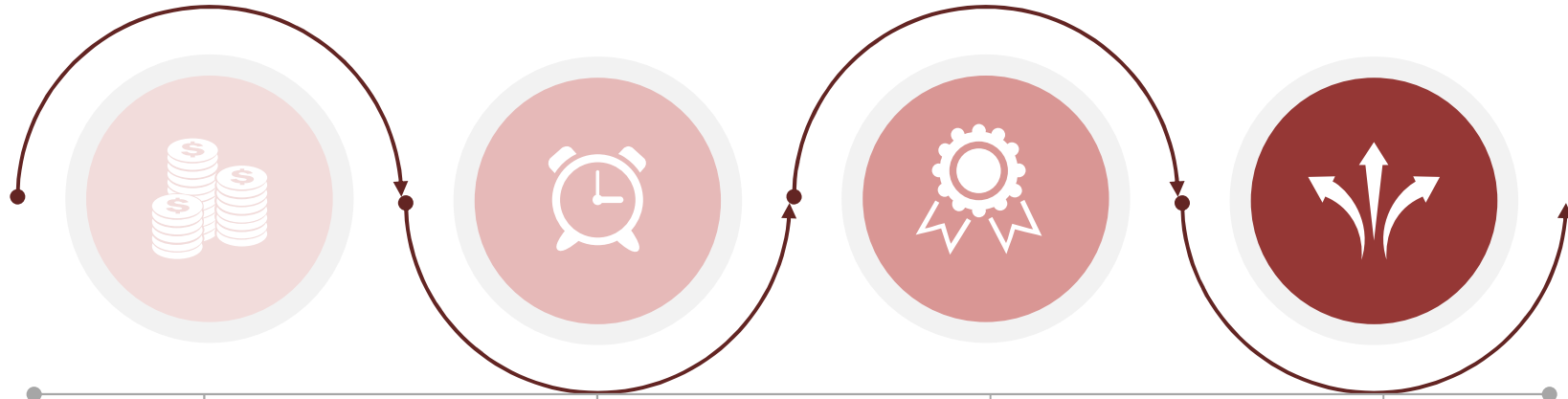
Reported volume growth of 3% in FY19 however Q4 was remained under pressure on y-o-y basis due to the base effect of conscious credit monitoring. In Q4'FY19 sales stood at ₹ 510 crores and Profit After Tax (PAT) at ₹ 20 crores (after the exceptional item of ₹ 13 crores).

Bathware segment continues to grow faster and clocked to ₹ 188 crores during the year, contributing 11% to overall sales.

We are relentlessly working to create more deeper distribution network and further strengthen of brand SOMANY. Taking this effort to another level we have tied up with 'Salman Khan' to make him brand ambassador.

Our optimism on growth outlook gets reinforced in view of the recent developments in our industry like ban on use of coal gasifier and stricter action against the unfair practices. It would bring some level play between the branded and unbranded players which will benefit the entire industry in general and branded players in particular.

Performance Snapshot



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 10.87 msm in Q4 from Own plant (5.79 msm) and JVs (5.08 msm)
- Tiles Production of 41.92 msm in FY19 from Own plant (21.34 msm) and JVs (20.58 msm)
- Capacity utilisation in FY19 at: 83% in tiles; 61% in Sanitaryware; 82% in Faucets

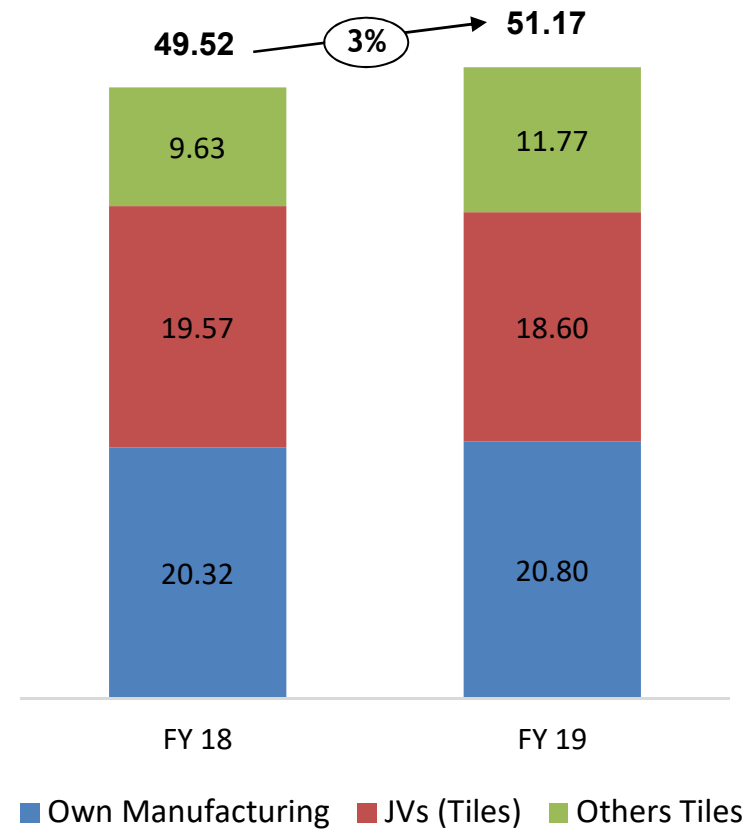
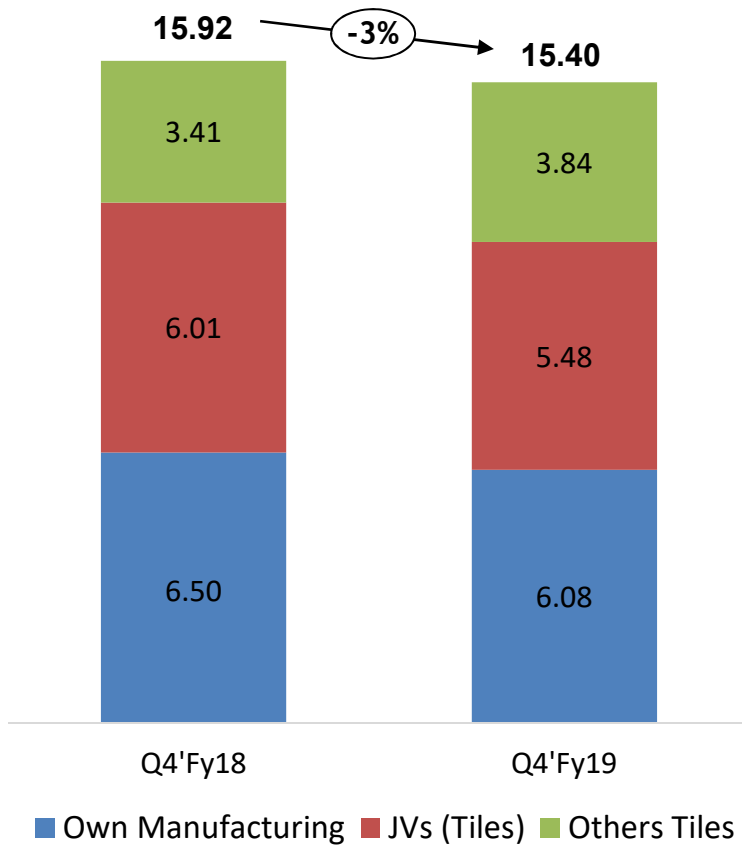
Sales Mix

- Q4'FY19 - Own manufacturing (36%), JVs (38%) & Others (26%)
- FY19 - Own manufacturing (37%), JVs (39%) & Others (24%)

Financial Snapshot (Standalone)

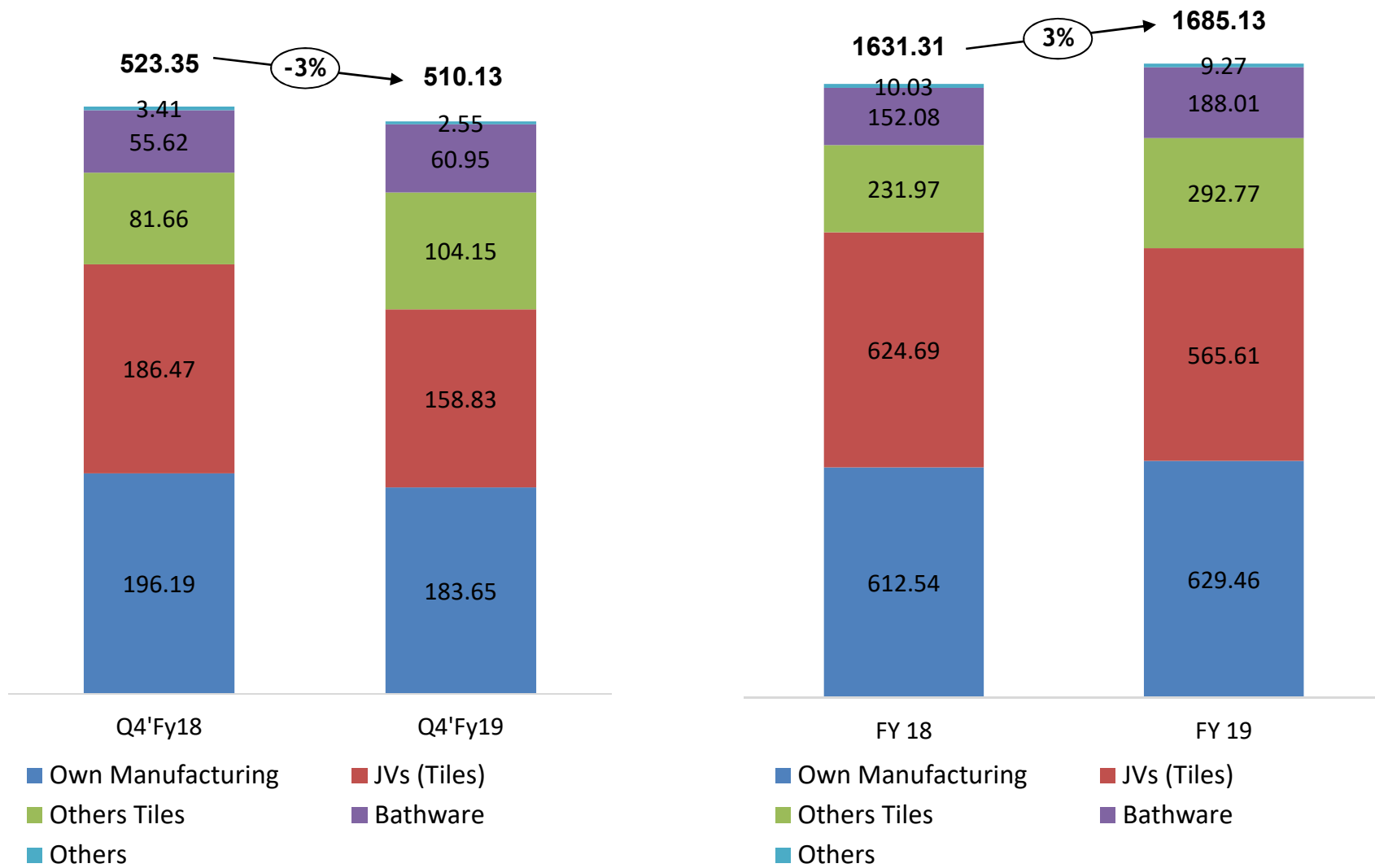
- Sales of ₹ 510 cr. in Q4'FY19 and ₹ 1685 cr. in FY19
- PAT stood at Rs. 20 cr. and 46 cr for Q4'FY19 and FY19 respectively

Tiles Sales Performance by Volume



Volume Figures in MSM

Sales Performance by Value*



*Value Figures in ₹ crores

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

Profit & Loss – Q4’Fy19/FY19 (Standalone)

Particulars	Q4’Fy19	Q4’Fy18	Growth	FY 19	FY 18	Growth
Net Sales (Recomputed)*	510.13	523.35	-3%	1685.13	1631.30	3.3%
Net Sales (as published)**	510.13	523.35	-3%	1685.13	1653.26	1.9%
EBIDTA	58.78	51.53	14%	136.40	150.22	-9.2%
Depreciation	7.91	8.27	-4%	31.00	27.04	14.6%
Finance cost	6.88	4.44	55%	26.12	17.66	47.9%
Profit Before Tax	43.99	38.82	13%	79.28	105.52	-24.9%
Exceptional Item	12.73	1.94	-	7.41	4.40	-
PBT after Exceptional Item	31.26	36.88	-15%	71.87	101.12	-28.9%
Tax expenses	11.49	13.37	-14%	25.55	36.02	-29.1%
Profit after tax	19.77	23.51	-16%	46.32	65.10	-28.8%
EPS (Rs.)	4.66	5.55	-16%	10.93	15.36	-28.8%

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

** Net off Excise duty in FY18

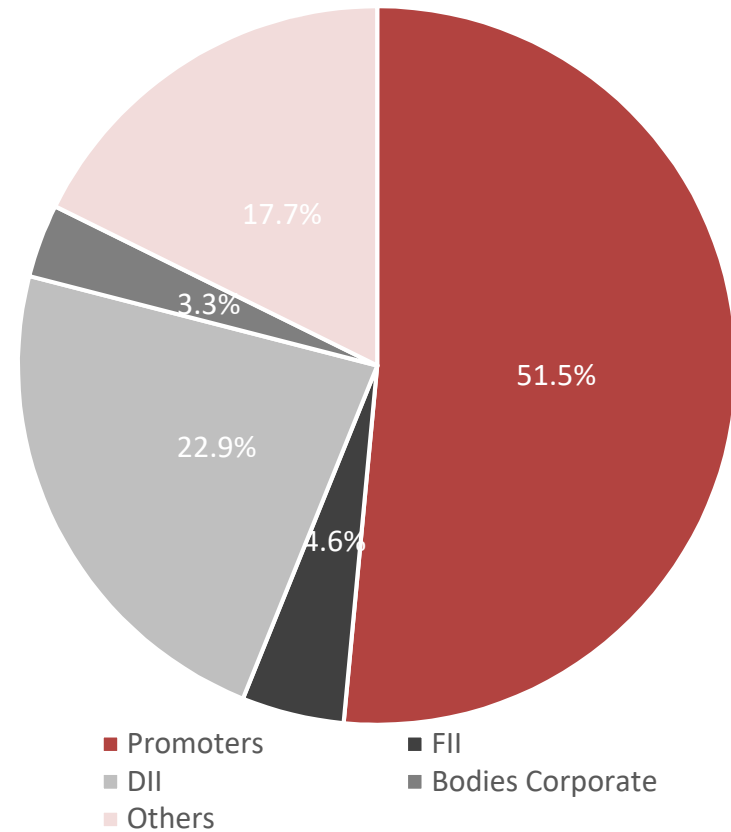
Profit & Loss – Q4'FY19/FY19(Consolidated)

Particulars	Q4'FY19	Q4'FY18	Growth	FY 19	FY 18	Growth
Net Sales (as published)*	514.77	539.22	-4.5%	1708.33	1708.21	0.0%
EBIDTA	76.09	67.05	13.5%	182.53	203.96	-10.5%
Depreciation	11.45	11.64	-1.6%	44.25	41.28	7.2%
Finance cost	11.67	9.99	16.8%	45.92	39.92	15.0%
Profit Before Tax	52.97	45.42	16.6%	92.36	122.76	-24.8%
Exceptional Item	12.73	1.94	-	12.24	4.40	-
PBT after Exceptional Item	40.24	43.48	-7.5%	80.12	118.36	-32.3%
Tax expenses	11.32	14.46	-21.7%	26.84	39.26	-31.6%
Profit after tax	28.92	29.02	-0.3%	53.28	79.10	-32.6%
Non-Controlling Interest	4.82	3.10	55.5%	6.94	8.66	-19.9%
Profit after tax- Controlling Interest	24.10	25.92	-7.0%	46.34	70.44	-34.2%
EPS (Rs.)	5.68	6.12	-7.2%	10.93	16.62	-34.2%

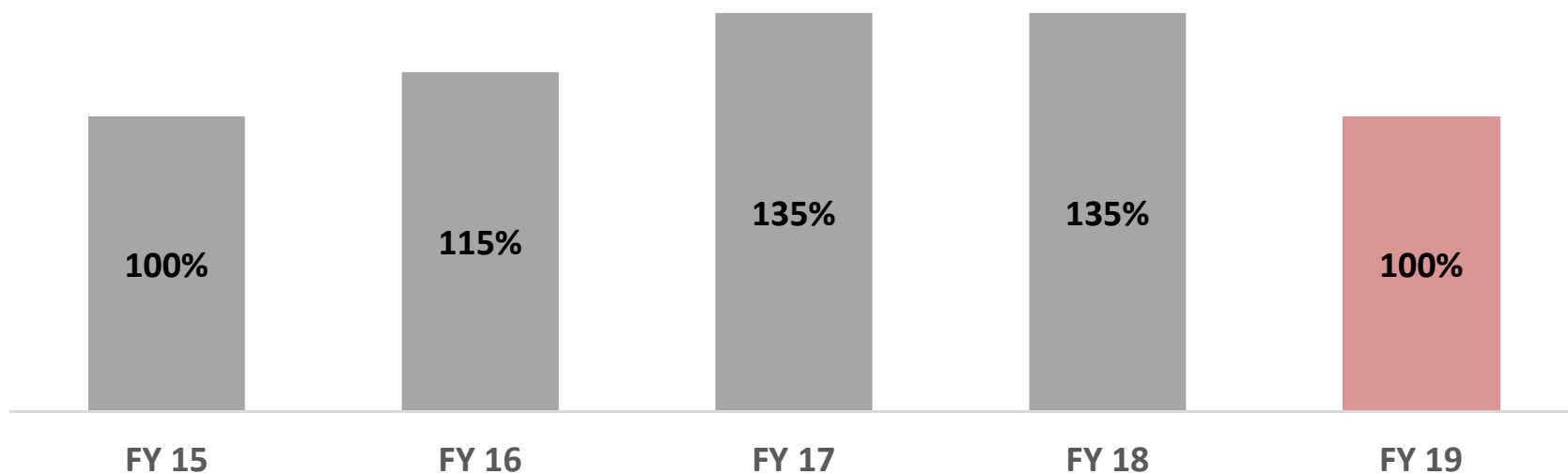
* Net off Excise duty in FY18

Shareholding as on 31st March 2019

Particulars	31 st Mar'2019	31 st Dec'2018
Promoters	51.5%	51.5%
FII	4.6%	4.2%
DII	22.9%	21.5%
Bodies Corporate	3.3%	4.2%
Others	17.7%	18.6%
Equity Shares	42,379,426	42,379,426



Dividend Track Record



Particulars (Rs.)	Mar'15	Mar'16	Mar'17	Mar'18	Mar'19
Consolidated Book Value Per Share	66.42	99.11	123.69	137.02	144.65
Consolidated Earning Per Share	11.94	16.25	23.15	16.62	10.93
Dividend Per Share	2.00	2.30	2.70	2.70	2.00

For further information, please contact:

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www.somanyceramics.com



SOMANY

CIN - L40200WB1968PLC224116