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SOMANY CERAMICS LTD.
Investor Update: Q2/H1'FY19

November 1, 2018

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Key Message

Topline growth was under pressure due to conscious credit monitoring resulting in revenue loss of INR 35-40 crores. Reported sales of INR 391 crores in Q2'FY19.

Bathware segment continues to grow faster with 11% contribution to overall sales. Sales for the segment was INR 45 crores and INR 81 crores for Q2'FY19 and H1'FY19 respectively.

To strengthen and widen Bathware product portfolio further, launched four new ranges in sanitaryware and five ranges in bath fittings during the quarter.

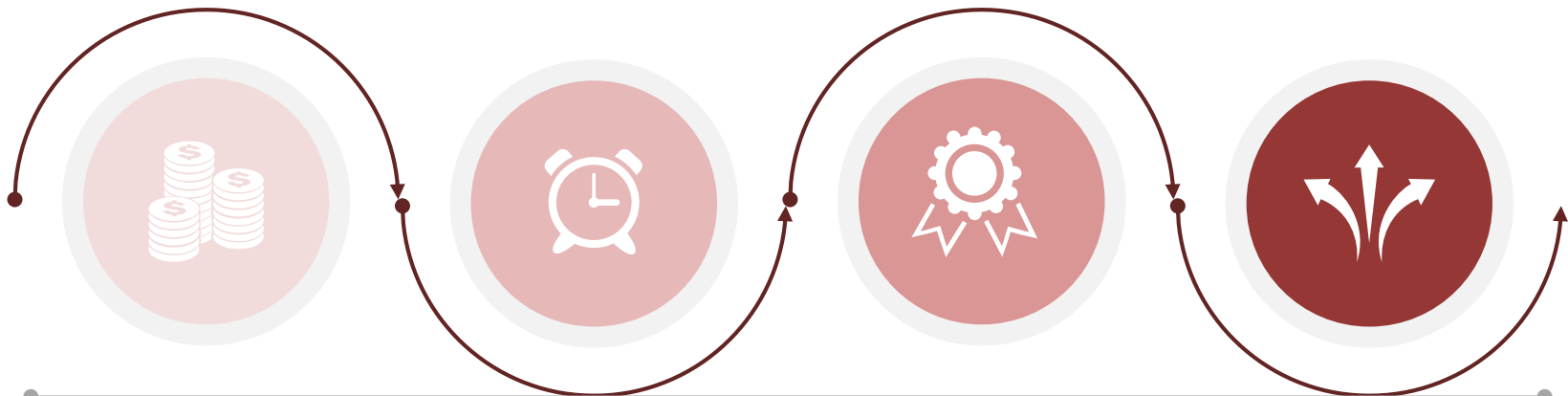
Disruption in gas supply due to routine maintenance of gas pipeline impacted production for a week at our Northern plant. Industry also faced multiple challenges during the quarter. The truckers strike in July and Kerala floods in August impacted sales.

Rising crude prices coupled with currency volatility led to high fuel costs impacting margins and profitability. Organized players are focusing on value added segments to improve profitability.

We expect infrastructure projects across various states to pick up pace benefitting the Building Materials Industry.

Wish you very Happy and Prosperous Diwali !!!

Performance Snapshot



Capacity

- Tiles capacity at ~51 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.

Financial Snapshot (Standalone)

- Sales of Rs. 391 cr in Q2'FY19 and Rs. 751 cr in H1'FY19
- PBT and PAT stood at Rs. 7 cr and 5 cr respectively for Q2'FY19
- PBT and PAT stood at Rs. 20 cr and 13 cr respectively for H1'FY19

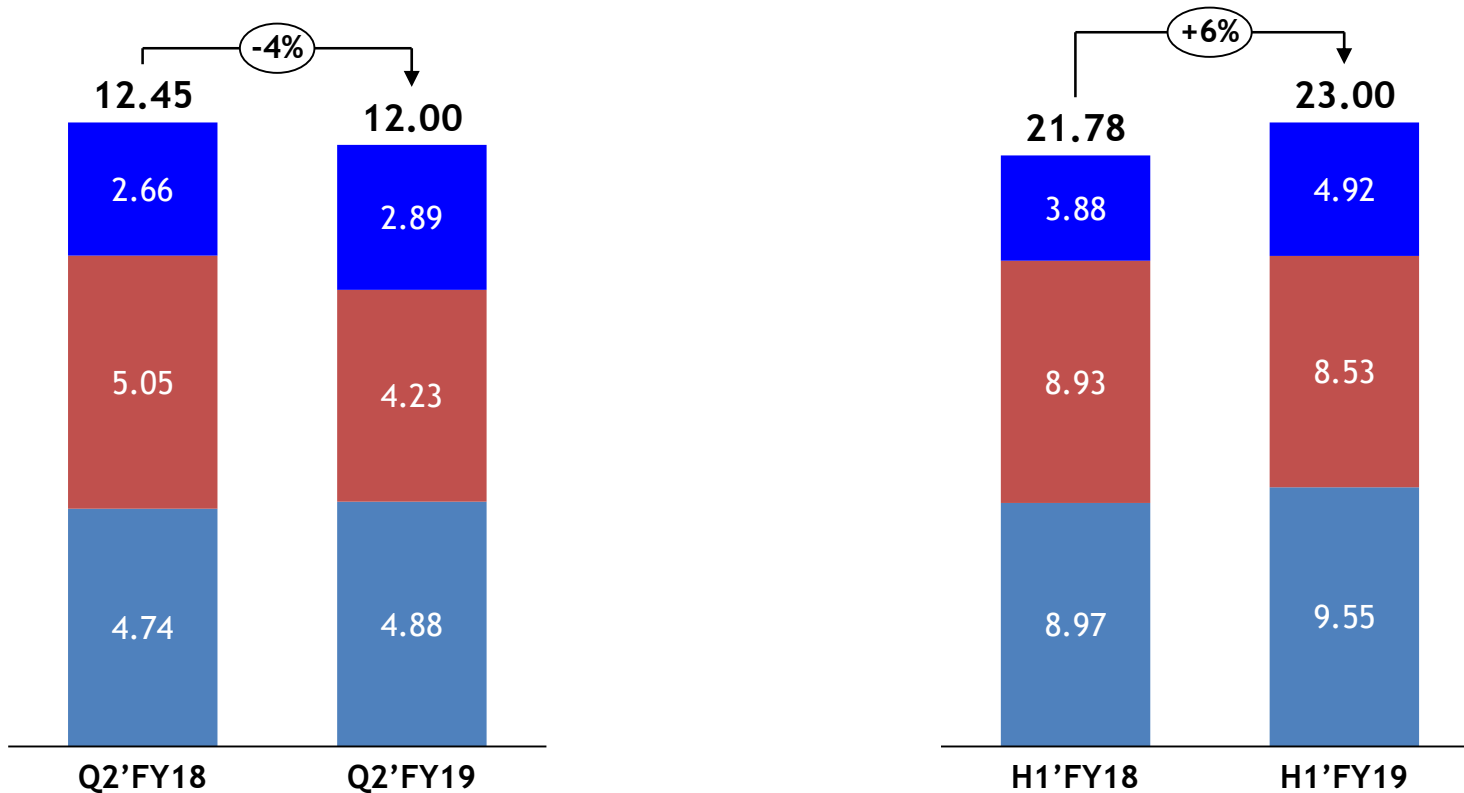
Sales Mix

- Q2'FY19 - Own manufacturing (37%), JVs (41%) & Others (22%)
- H1'FY19 - Own manufacturing (38%), JVs (41%) & Others (21%)

Sales Volume

- Q2'FY19 tiles volume stood at 12.00 MSM against 12.45 MSM in Q2'FY18
- H1'FY19 tiles volume stood at 23.00 MSM against 21.78 MSM in H1'FY18

Tiles Sales Performance by Volume

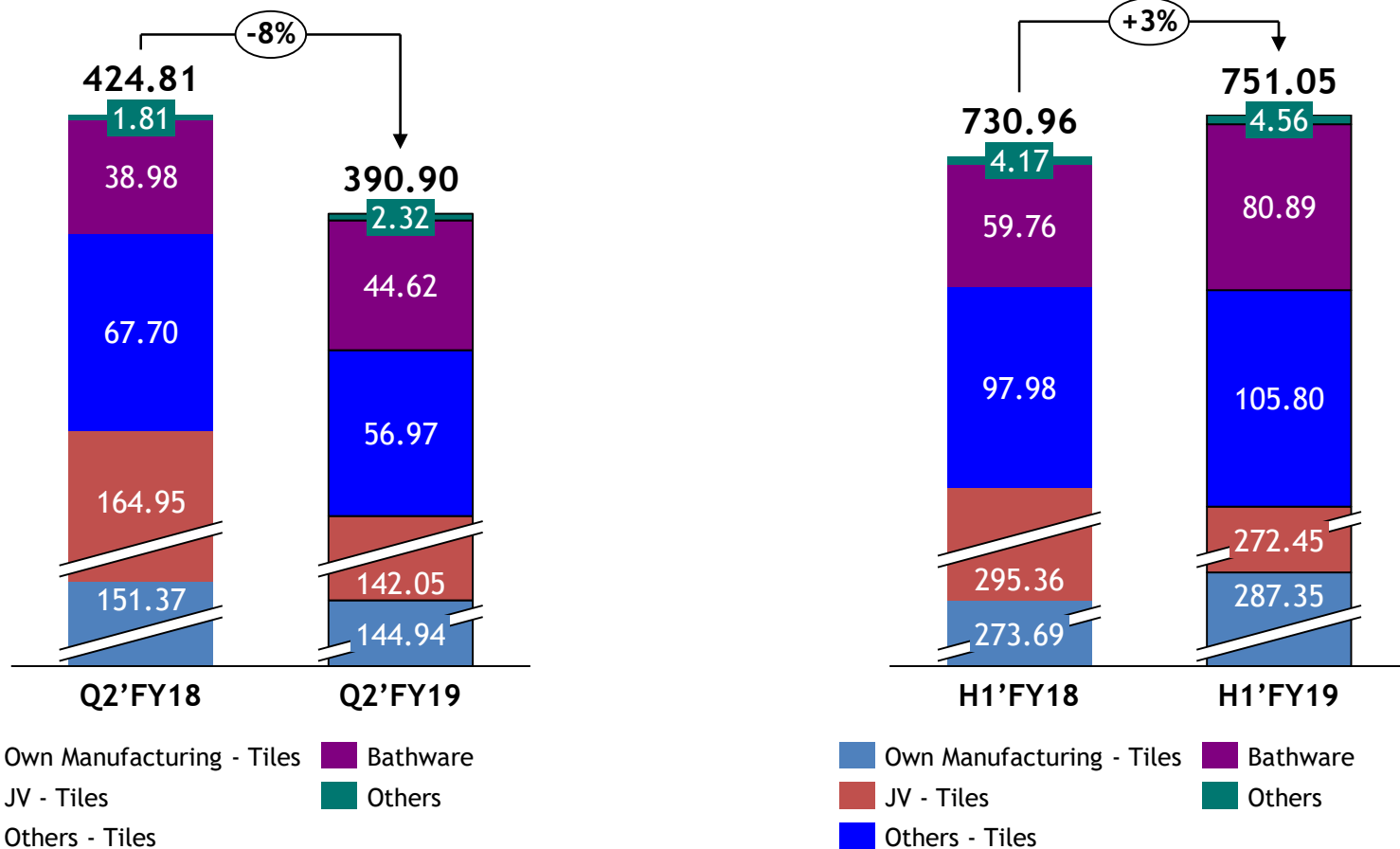


Own Manufacturing JV Others Tiles

Own Manufacturing JV Others Tiles

Volume Figures in MSM

Sales Performance by Value*



*Value Figures in Rs.cr

*Sales figure of H1'FY18 is recomputed on account of GST for like to like comparison

Access to Capacity

Own Plants (Tiles)	Location	Capacity (MSM p.a.)	Capacity Utilization in H1'FY19	
Kassar	Haryana	19.63	75%	Own plant tile capacity of 26.28 MSM p.a.
Kadi	Gujarat	6.65	77%	
Subsidiary / Associate Plants (Tiles)	Equity Stake	Capacity (MSM p.a.)	Capacity Utilization in H1'FY19	
Amora Tiles Pvt. Ltd.	51%	4.58	70%	Associates' / Subsidiaries' plant tile capacity of 24.25 MSM p.a.
Somany Fine Vitrified Pvt. Ltd.	51%	4.29	101%	
Amora Ceramics Pvt. Ltd.	51%	3.30	74%	
Vintage Tiles Pvt. Ltd.	50%	4.80	89%	
Acer Granito Pvt. Ltd.	26%	3.30	92%	
Vicon Ceramic Pvt. Ltd.	26%	3.98	85%	
Outsourced Tiles 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 H1'FY19	
Somany Sanitary Ware Pvt. Ltd.	51%	1.15	66%	Sanitaryware capacity of 1.15 mn pcs p.a.
Subsidiary Plant (Bath Fitting)	Equity Stake	Capacity (mn pcs P.a.)	Capacity Utilization in H1'FY19	
Somany Bath Fittings Pvt. Ltd.	51%	0.65	62%	Faucet capacity of 0.65 mn pcs p.a.

Profit & Loss (Standalone)

Particulars (Figures in Rs. crores)	Q2'FY19	Q2'FY18	Growth	H1'FY19	H1'FY18	Growth
Sales (Recomputed)*	390.90	424.81	-8.0%	751.05	730.96	2.7%
Sales**	390.90	424.81	-8.0%	751.05	752.92	-0.2%
EBIDTA	21.53	45.12	-52.3%	48.32	65.72	-26.5%
Depreciation	7.76	6.41		15.22	12.01	
Finance cost	6.35	4.54		12.63	8.53	
Profit Before Tax	7.42	34.17	-78.3%	20.47	45.18	-54.7%
Exceptional Item	0.00	1.41	-	0.00	3.11	-
PBT after Exceptional Item	7.42	32.76	-77.4%	20.47	42.07	-51.3%
Tax expenses	2.84	11.51		7.51	14.81	
Profit after tax	4.58	21.25	-78.4%	12.96	27.26	-52.5%
EPS (Rs.)	1.08	5.01	-78.4%	3.06	6.43	-52.4%

* Figure of H1'FY18 recomputed on account of GST adjustment for like to like comparison

** Net off Excise duty in H1'FY18

Profit & Loss (Consolidated)

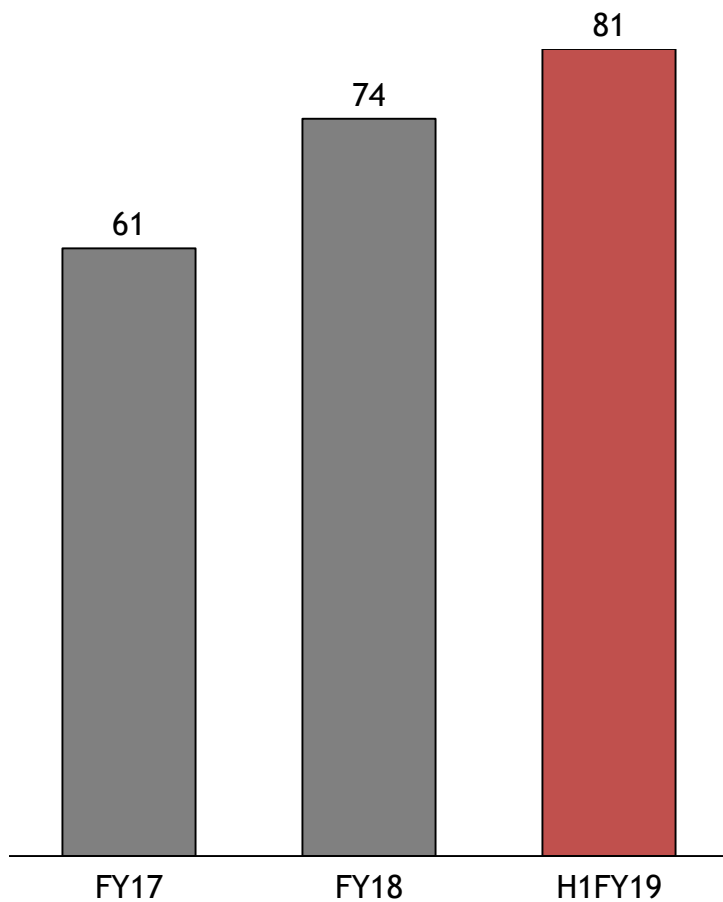
Particulars (Figures in Rs. crores)	Q2'FY19	Q2'FY18	Growth	H1'FY19	H1'FY18	Growth
Net Sales (as published)*	392.42	441.65	-11.1%	772.40	772.27	0.0%
EBIDTA	30.78	55.58	-44.6%	66.94	86.67	-22.8%
Depreciation	10.75	10.27		21.78	18.99	
Finance cost	11.16	10.12		22.74	19.25	
Profit Before Tax	8.87	35.19	-74.8%	22.42	48.43	-53.7%
Exceptional Item	0.00	1.41	-	0.00	3.11	-
PBT after Exceptional Item	8.87	33.78	-73.7%	22.42	45.32	-50.5%
Tax expenses	3.36	11.98		8.21	15.29	
Profit after tax	5.51	21.80		14.21	30.03	
Non-Controlling Interest	0.94	0.79	19.0%	1.13	2.11	-46.4%
Profit after tax: Controlling Interest	4.57	21.01	-78.2%	13.08	27.92	-53.2%
EPS (Rs.)	1.08	4.96	-78.2%	3.08	6.58	-53.2%

* Net off Excise duty in H1'FY18

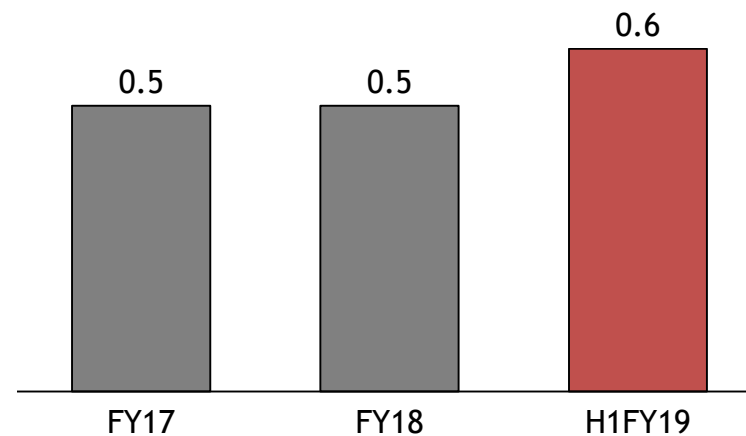
Balance Sheet

Particulars (Figures in Rs. crores)	Standalone		Consolidated	
	Sep'2018	Mar'2018	Sep'2018	Mar'2018
Equity Share Capital	8.48	8.48	8.48	8.48
Reserve & Surplus	550.33	551.25	571.39	572.21
Net Worth	558.81	559.73	579.87	580.69
Minority Interest	-	-	103.90	95.91
Total Debt	330.57	288.66	603.86	539.64
Net Block	391.12	386.92	700.27	671.70
Investments	66.93	50.63	-	-
Net Current Assets	458.64	447.80	641.29	607.75

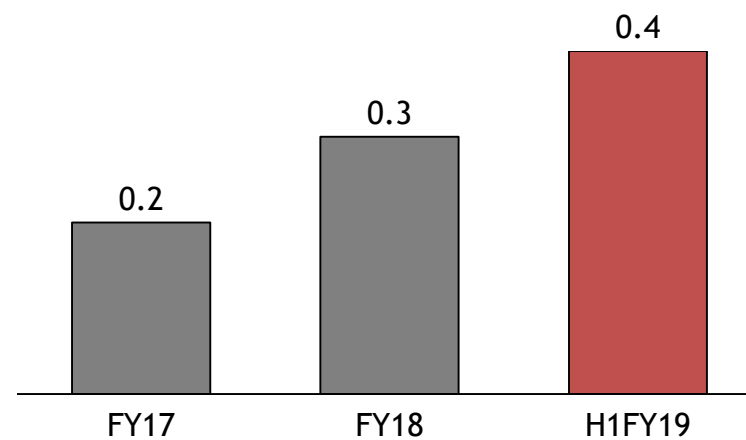
Working Capital Days*



Debt Equity



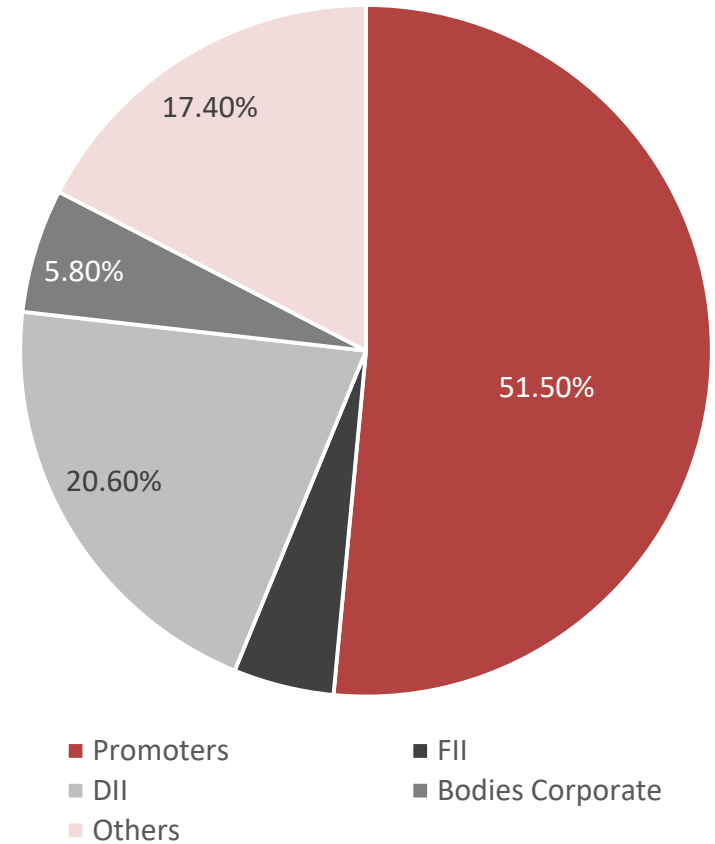
Net Debt Equity



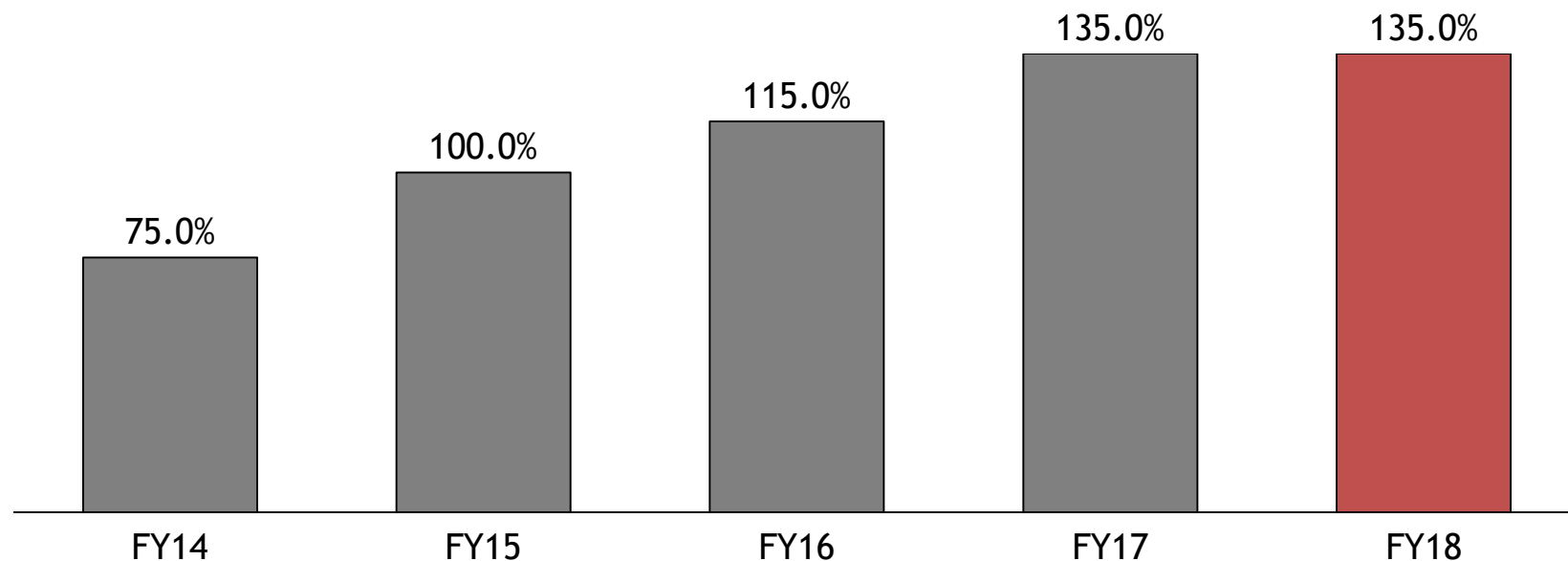
**Excludes current Investments*

Shareholding as on 30th September 2018

Particulars	30 th Sept'2018	30 th Jun'2018
Promoters	51.5%	51.5%
FII	4.7%	4.2%
DII	20.6%	20.8%
Bodies Corporate	5.8%	5.7%
Others	17.4%	17.8%
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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