

5<sup>th</sup> November. 2020

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

**Sub: Investor Update for the Q2/ H1'FY21.**

Dear Sir,

Please find enclosed herewith Investor update of Somany Ceramics Limited highlighting the performance of the Company during the quarter and six months ended on 30<sup>th</sup> September, 2020.

You are requested to take this information on your record.

Thanking you,

Yours faithfully,  
For **Somany Ceramics Limited**

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

Encl: as above





**SOMANY CERAMICS LIMITED**

**Investor Update – Q2/H1'Fy21**

***November 5, 2020***

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While striding through the pandemic we moved ahead with the belief “*Never let a good crisis go to waste*”. We did introspect and reimagined all possible aspects of business dynamics with complete optimism.

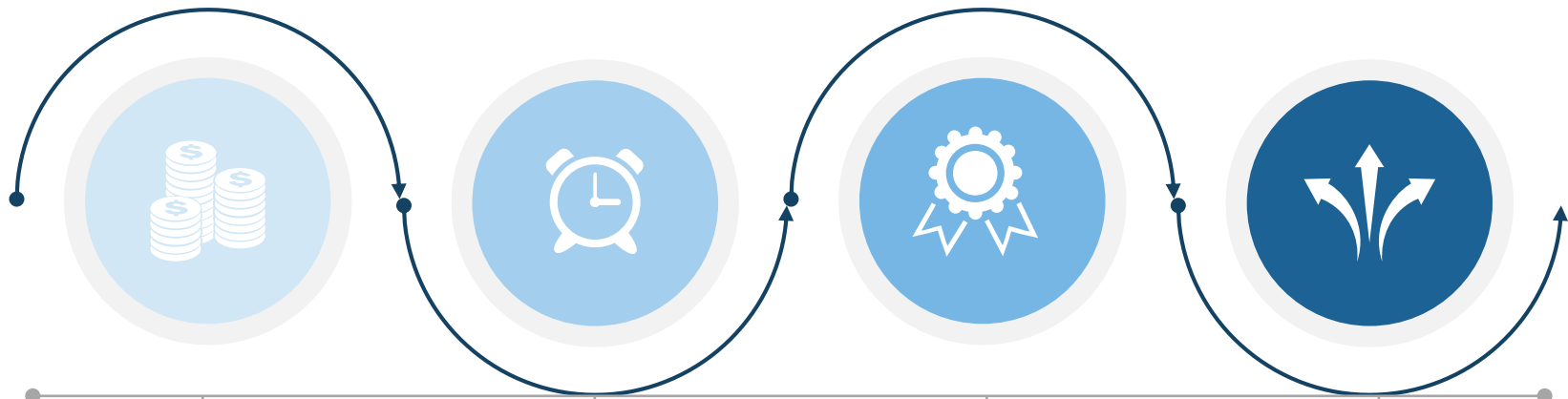
With economic activity on the unveil, there is confidence and a certain spurt in the market place, which has boosted our confidence and the same is reflected in the overall performance of the quarter.

Capacity utilization was ramped up during the quarter and the same has reached full scale with the only exception being sanitaryware, which was constrained due to availability of labour.

We reported volume growth of 3% during the quarter as compared to corresponding quarter of last year. Operating margin (EBIDTA) increased to 11.7% during the quarter and at the same time, our consistent focus on optimizing our working capital has resulted in accretion of sizeable amount of free cash flow.

As always, we maintain our optimism in view of a number of initiatives as well as strengthening economic environment all across and look forward a better performance ahead.

Wish you very Happy and Prosperous Diwali !!!



## Capacity

- Tiles capacity of ~63 msm p.a. (including dedicated outsource tie ups)
- Sanitaryware capacity of 1.15 mn pcs p.a. (excluding outsource tie ups)
- Bath fittings capacity at 0.65 mn pcs p.a. (excluding outsource tie ups)

## Production

- Tiles Production of 10.56 msm in Q2 from Own plant (4.79 msm) and JVs (5.77 msm)
- Capacity Utilisation in Q2 at: 80% in tiles; 21% in sanitaryware; 60% in faucets

## Sales Mix

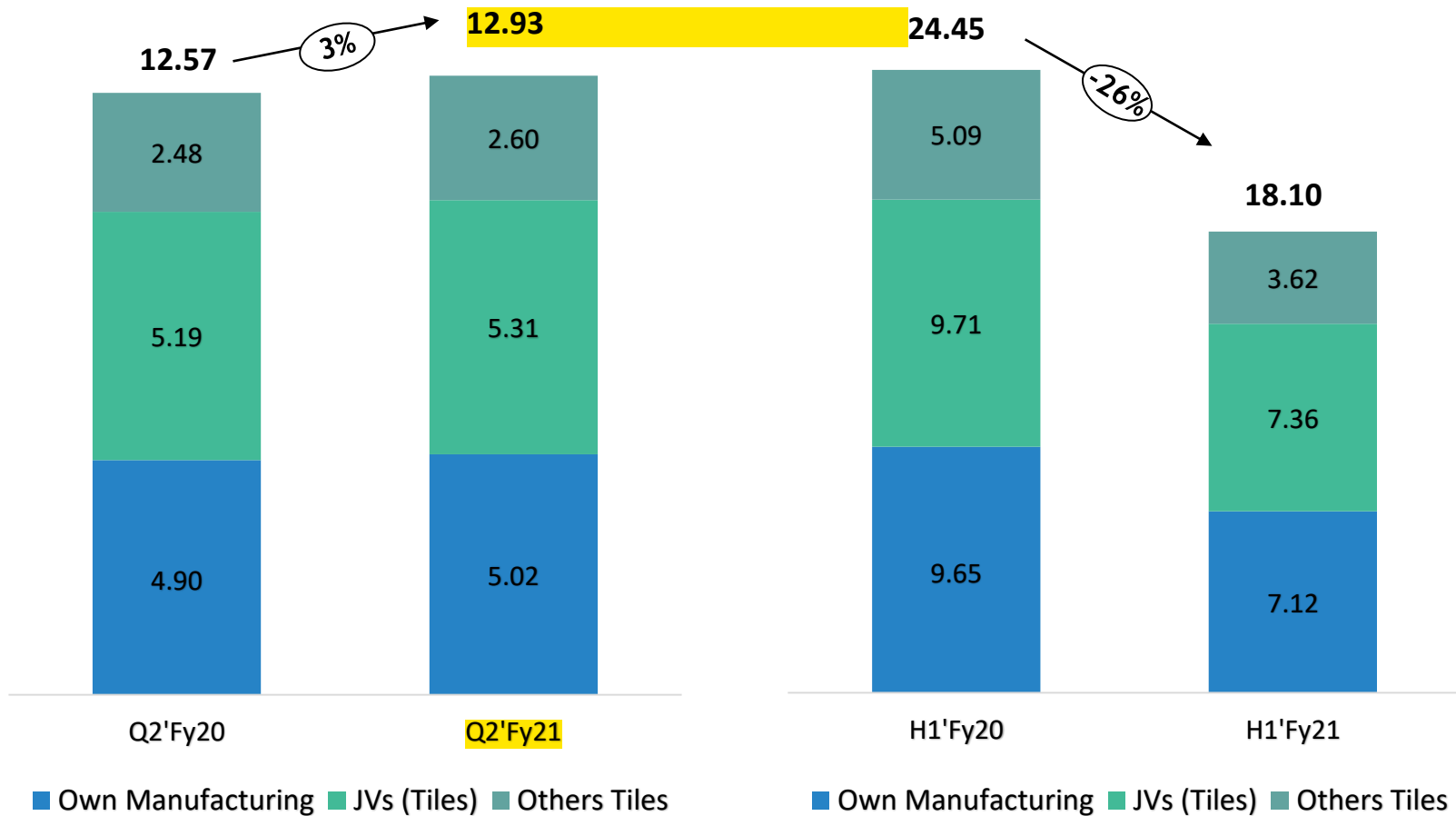
- Own manufacturing (35%), JVs (37%) & Others (28%)

## Financial Snapshot (Standalone)

- Sales stood at ₹ 419 cr. in Q2
- PBT grew by 100% from 14 cr. to 27 cr. in Q2
- PAT grew by 320% from 5 cr. to 20 cr. in Q2

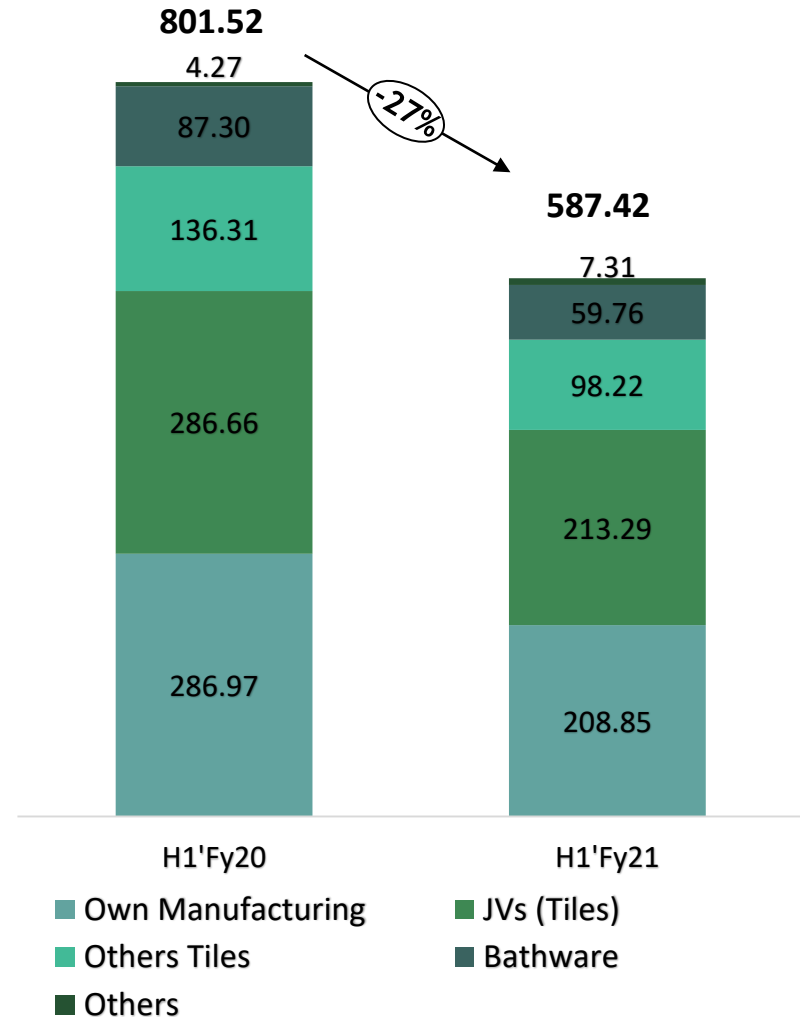
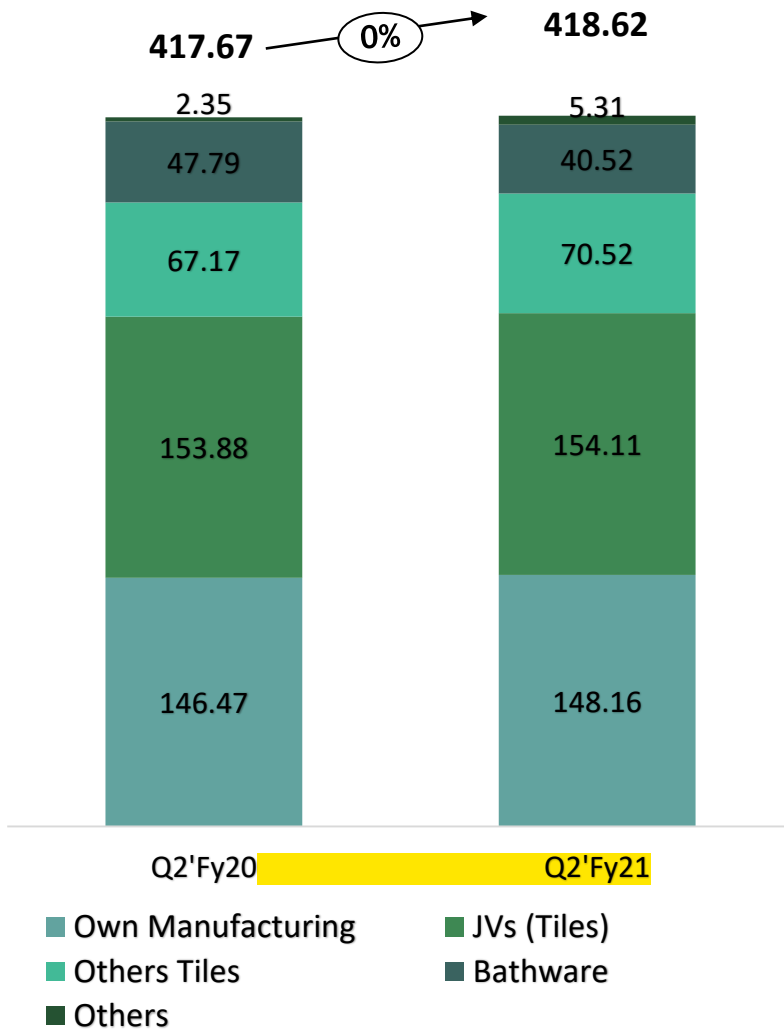
# Sales Volume (Tiles)

## Tiles Volume (msm)



# Sales Value

₹ in crores



# Profit & Loss (Standalone)

Particulars	Q2'Fy21	Q2'Fy20	Growth	H1'Fy21	H1'Fy20	Growth
Sales	419	418	0.2%	587	802	-26.7%
EBIDTA	37	28	33.2%	27	51	-46.6%
<i>EBIDTA margin</i>	8.9%	6.7%	-	4.6%	6.4%	-
Profit Before Tax	27	14	100.1%	4	27	-84.9%
<i>PBT margin</i>	6.5%	3.2%	-	0.7%	3.4%	-
Exceptional Item	0	26	-	0	26	-
PBT after Exceptional Item	27	-13	313.7%	4	1	327.1%
Tax expenses	7	-17	139.6%	1	-13	108.6%
Profit after tax	20	5	319.6%	3	14	-77.7%
EPS (Rs.)	4.75	1.13	320.4%	0.71	3.19	-77.7%

Figures in ₹ crores



# Profit & Loss (Consolidated)

Particulars	Q2'Fy21	Q2'Fy20	Growth	H1'Fy21	H1'Fy20	Growth
Sales	423	419	0.8%	592	812	-27.1%
EBIDTA	49	45	10.4%	38	77	-51.0%
<i>EBIDTA margin</i>	11.7%	10.7%	-	6.4%	9.5%	-
Profit Before Tax	29	18	54.8%	-7	30	-123.9%
<i>PBT margin</i>	6.8%	4.4%	-	-1.2%	3.7%	-
Exceptional Item	0	26	-	0	26	-
PBT after Exceptional Item	29	-8	472.3%	-7	4	-294.3%
Tax expenses	7	-17	144.4%	-2	-12	83.3%
Profit after tax	21	9	140.8%	-5	16	-131.8%
PAT - Controlling Interest	20	6	217.3%	-1	14	-110.7%
EPS (Rs.)	4.83	1.52	217.8%	-0.35	3.28	-110.7%

Figures in ₹ crores

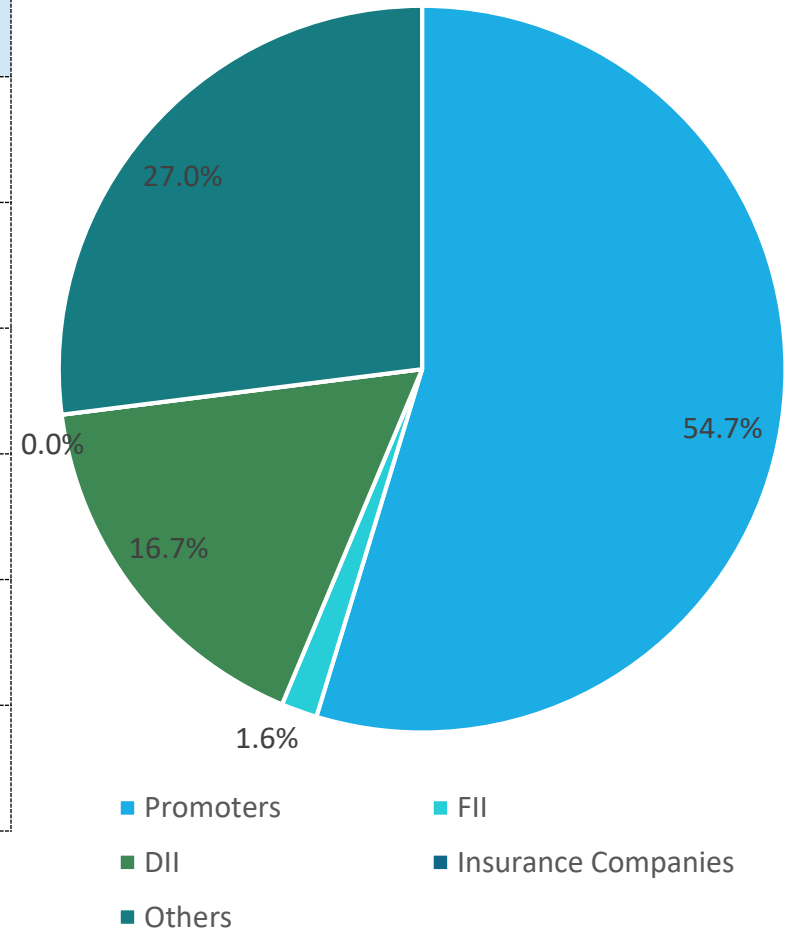
# Balance Sheet

Particulars	Standalone		Consolidated	
	H1'Fy21	FY 20	H1'Fy21	FY 20
Net Worth	587	584	605	606
Non-Controlling Interest	-	-	91	94
Total Debt	172	281	382	498
Debtors	222	273	229	280
Inventories	127	192	232	328
Trade Payable	158	135	183	173
Net Current Assets	300	393	386	494

Figures in ₹ crores

# Shareholding as on 30<sup>th</sup> Sep'20

Particulars	30 <sup>th</sup> Sep'20	30 <sup>th</sup> Jun'20
Promoters	54.7%	51.5%
FII	1.6%	1.8%
DII	16.7%	15.3%
Insurance Companies	-	1.3%
Others	27.0%	30.1%
<b>Equity Shares</b>	<b>42,379,426</b>	<b>42,379,426</b>



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For further information, please contact:

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