



01st August, 2024

BSE Limited
Phiroze Jeejeebhoy
Towers,
Dalal Street, Fort,
Mumbai — 400 001
Scrip Code: 531548

National Stock Exchange of India Ltd.
(NSE)
Exchange Plaza,
Bandra Kurla Complex, Bandra (E),
Mumbai — 400 051
Symbol: SOMANYCERA

Sub: Investor Update for the Q1/FY2024-25.

Dear Sir/Madam,

Please find enclosed herewith Investor update of Somany Ceramics Limited regarding performance of the Company during the Quarter ended on 30th June, 2024.

The Investor update may also be accessed on the website of the Company www.somanyceramics.com.

This is for your information & records.

Thanking you,

Yours faithfully,
For Somany Ceramics Limited

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

Encl: as above



SOMANY CERAMICS LIMITED

Investor Update – Q1'Fy25

August 01, 2024

Embracing the

FUTURE

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Our sales volume remained flat during Q1 as compared to corresponding quarter of last year primarily on account of subdued market demand which further got impacted by election in the country. However, we have been maintaining our operating margin at 8.5% on YoY basis primarily on account of our efficient cost management and operational resilience. Further, the financial performance of our joint ventures has been showing improvement and likely to continue going forward.

Our sales declined marginally to INR 576 crores as compared with INR 584 crores in the corresponding quarter of last year; PBT and PAT stood at INR 18 crores and 12 crores respectively in Q1.

We have been continuously expanding our distribution network, increasing our market presence and accessibility, allowing us to better serve our customers and tap newer markets.

The industry outlook remains optimistic, bolstered by recent announcement of additional number of houses under existing as well as new PMAY scheme in the union budget. We are well-positioned to leverage these opportunities and encash the volume gain as soon as market demand improves.



Capacity

Tiles capacity of ~80 msm p.a. (including dedicated outsource tie ups)

Sanitaryware capacity of 0.48 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 12.54 msm; Own plants (6.01 msm) and JVs (6.53 msm)

Capacity Utilisation in Q1 stood at:

- 81% in tiles
- 96% in sanitaryware
- 90% in faucets



Sales Mix

Own manufacturing (30%), JVs (41%) & Others (29%)



Financial

Sales remained flattish at ₹ 576 crores

Operating margin maintained @ 8.5%

PBT and PAT stood at ₹ 18 and ₹ 12 crores respectively

Tiles Volume (msm)

15.69 $\xrightarrow{-1\%}$ 15.55



- Own Manufacturing
- JVs (Tiles)
- Others Tiles

Sale Value (INR crores)

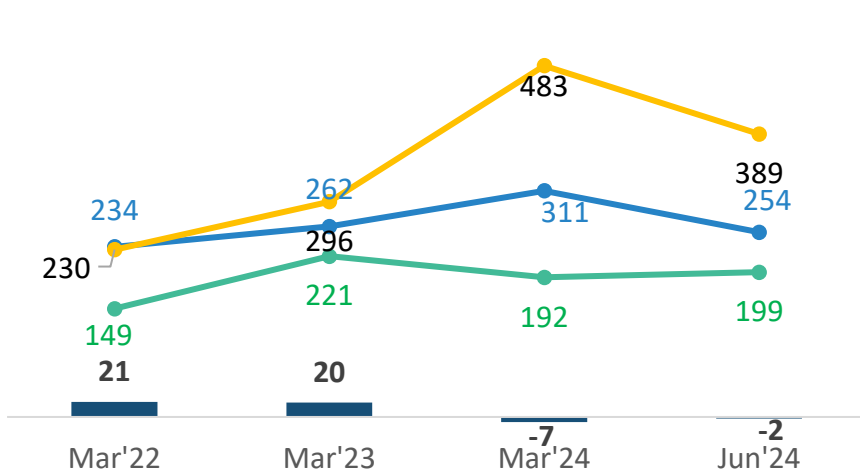
584.11 $\xrightarrow{-1\%}$ 575.86



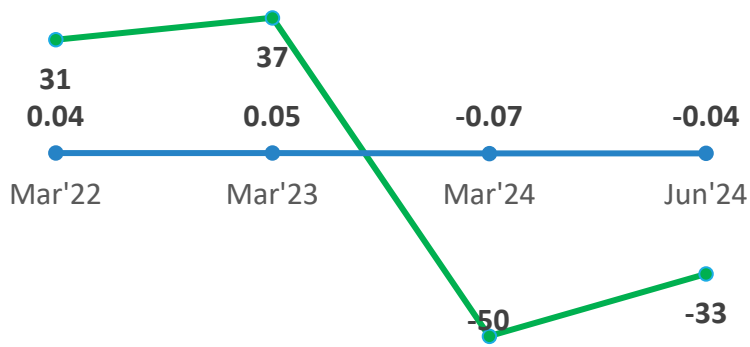
- Own Manufacturing
- JVs (Tiles)
- Others Tiles
- Bathware
- Others

Working Capital & Net Debt

Standalone

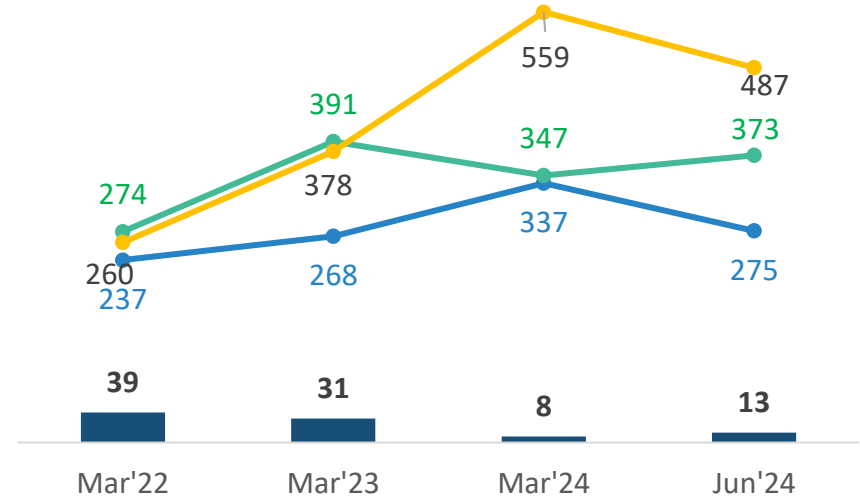


■ Working Capital days ● Debtors
● Inventories ● Trade payable

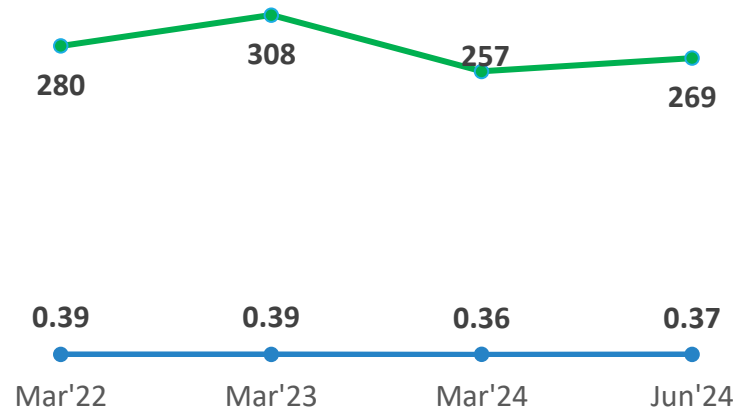


● Net Debt ● Net Debt Equity ratio

Consolidated



■ Working Capital days ● Debtors
● Inventories ● Trade payable



● Net Debt ● Net Debt Equity ratio

Figures in INR crores; Working Capital days excluding investments & cash balance, short term borrowings, capital creditors

Profit & Loss (Standalone)

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Particulars	Q1'Fy25	Q1'Fy24	<i>Growth</i>	FY 24	FY 23	<i>Growth</i>
Sales	559	577	-3.1%	2,525	2,426	4.1%
EBIDTA	29	40	-27.8%	169	147	15.3%
<i>EBIDTA margin</i>	5.1%	6.8%	-1.7%	6.7%	6.0%	0.7%
Profit Before Tax	21	35	-38.6%	143	123	16.2%
<i>PBT margin</i>	3.8%	6.0%	-2.2%	5.7%	5.1%	0.6%
Exceptional Item	-	3	-	(1)	1	-
PBT after Exceptional Item	21	31	-32.0%	144	122	18.2%
Tax expenses	6	8	-31.2%	40	32	26.5%
Profit after tax	16	23	-32.2%	104	90	15.2%
EPS (Rs.)	3.86	5.51	-29.9%	24.64	21.21	16.2%

Figures in ₹ crores

Profit & Loss (Consolidated)



Particulars	Q1'Fy25	Q1'Fy24	Growth	FY 24	FY 23	Growth
Sales	576	584	-1.4%	2,577	2,465	4.6%
EBIDTA	49	51	-3.2%	253	189	34.2%
<i>EBIDTA margin</i>	8.5%	8.7%	-0.2%	9.8%	7.7%	2.2%
Profit Before Tax	18	25	-26.6%	145	95	52.4%
<i>PBT margin</i>	3.2%	4.3%	-1.1%	5.6%	3.9%	1.8%
Exceptional Item	-	7	-	2	2	-
PBT after Exceptional Item	18	18	-0.2%	143	93	53.8%
Tax expenses	6	6	4.8%	43	26	67.4%
Profit after tax	12	13	-2.5%	99	67	48.5%
PAT - Controlling Interest	12	15	-15.7%	97	71	35.5%
EPS (Rs.)	3.00	3.43	-12.5%	23.02	16.83	36.8%

Figures in ₹ crores

Pan India Manufacturing Facilities

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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



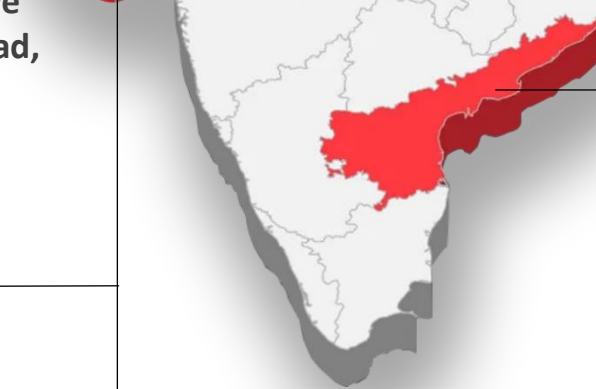
21.04 MSM @ Morbi, Gujarat (Tiles)



0.48 mn pcs @ Morbi, Gujarat (Sanitaryware)*



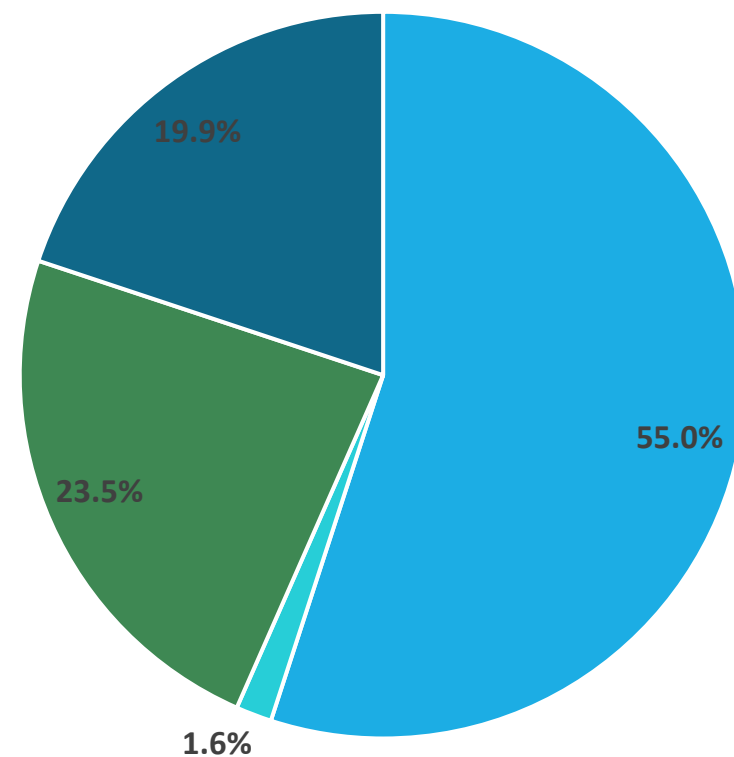
7.08 MSM @ Tirupati, Andhra Pradesh (Tiles)



*Note - Capacity of sanitaryware plant is restated on account of change in product mix

Shareholding as on 30th Jun'24

Particulars	30 th Jun'24	31 st Mar'24
Promoters	55.0%	55.0%
FII	1.6%	1.3%
DII	23.5%	23.8%
Others	19.9%	19.9%
Equity Shares	4,10,03,620	4,10,03,620



Equity shares of ₹ 2/- each

■ Promoters ■ FII ■ DII ■ Others

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CIN - L40200WB1968PLC224116
