



Date: 8<sup>th</sup> November, 2023

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

Dear Sir/Madam,

**Subject: Investor Update for the Q2'Fy24.**

Please find enclosed herewith Investor update of Somany Ceramics Limited highlighting the performance of the Company during the Quarter and Half Year ended on 30<sup>th</sup> September, 2023.

The Investor update may also be accessed on the website of the Company [www.somanyceramics.com](http://www.somanyceramics.com).

This is for your information & records.

Thanking you,

Yours Faithfully,  
**For Somany Ceramics Limited**

**Ambrish Julka**  
**Sr. GM (Legal) & Company Secretary**  
**M. No. F4484**





Ambitious & Resilient

**SOMANY CERAMICS LIMITED**

**Investor Update – Q2'Fy24**

***November 08, 2023***

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We reported 6% volume growth in Q2, reaching ~17 million square meters. This is a reasonable performance given the tough market conditions which prevailed on account of weaker domestic demand.

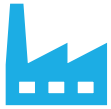
Our consolidated sales grew by 6% to INR 653 crores and operating margin improved by 2.9% to 9.8% in Q2 as compared to the corresponding quarter of the previous year. Furthermore, our Profit After Tax for the quarter grew by 96% to INR 29 crore.

The Company has taken a rewarding step for its shareholders by announcing the maiden share buyback of INR 125 crores, a move that emphasizes our commitment to creating value for our investors.

Looking ahead, we expect better volume performance in the second half of the year on the backdrop of improving domestic demand outlook besides the surge in exports from India. Our continuous thrust on expanding the deeper distribution network across tier-3 & below towns, and product premiumisation will augur well.

It should result in sustained increase in the capacity utilisation; this coupled with various cost optimization measures should continue to contribute positively to our operating margin.

Wishing you all a very Happy & Prosperous Diwali !!!



## Capacity

Tiles capacity of ~75 msm p.a. (including dedicated outsource tie ups)

Sanitaryware capacity of 0.78 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 13.67 msm; Own plants (6.81 msm) and JVs (6.86 msm)

Capacity Utilisation in Q2 at:

- 88% in tiles
- 52% in sanitaryware
- 69% in faucets



## Sales Mix

Own manufacturing (33%), JVs (34%) & Others (33%)

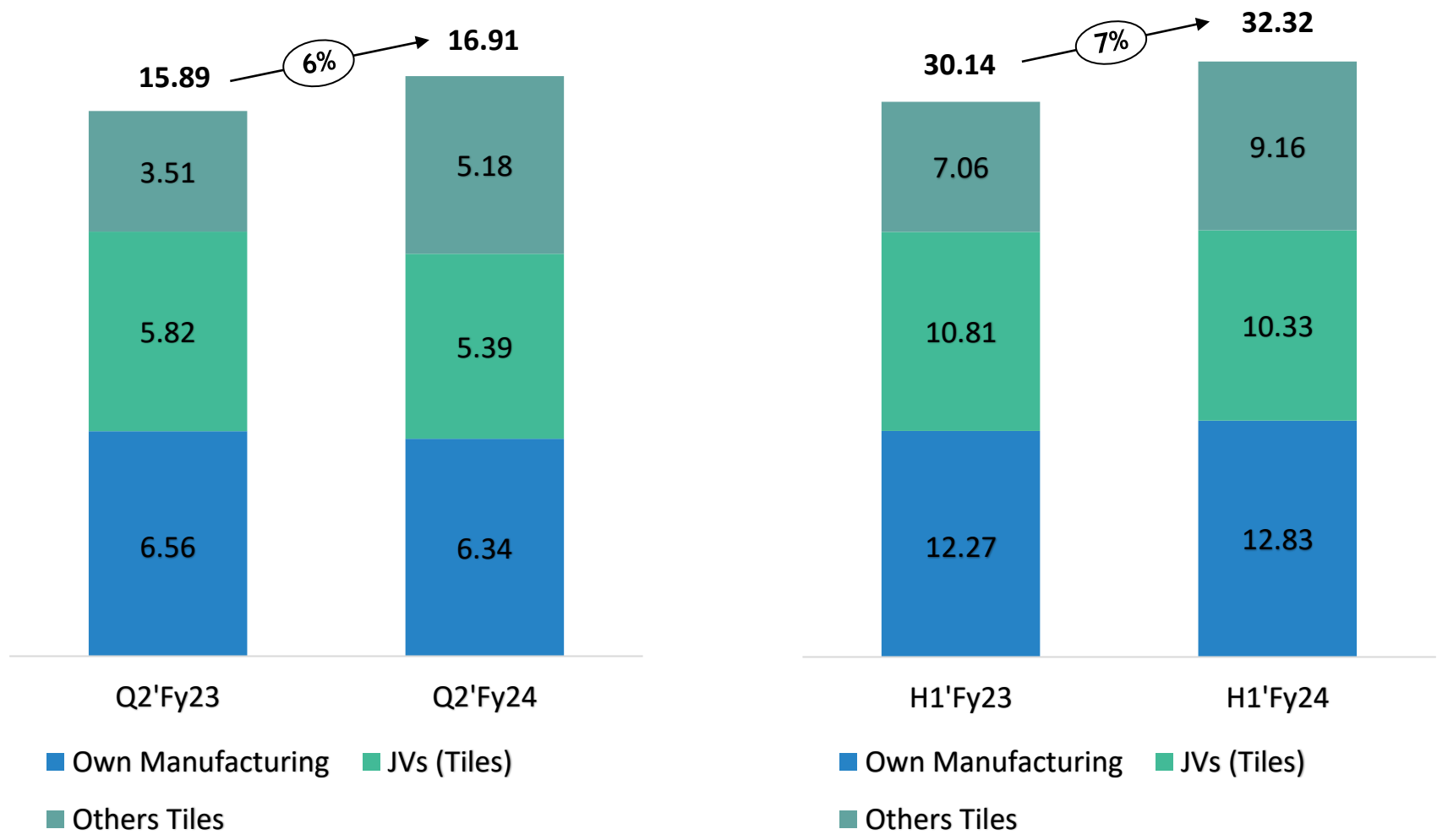


## Financial (Standalone)

Sales growth of 6% to ₹ 642 crores

PBT and PAT stood at ₹ 39 and ₹ 30 crores respectively

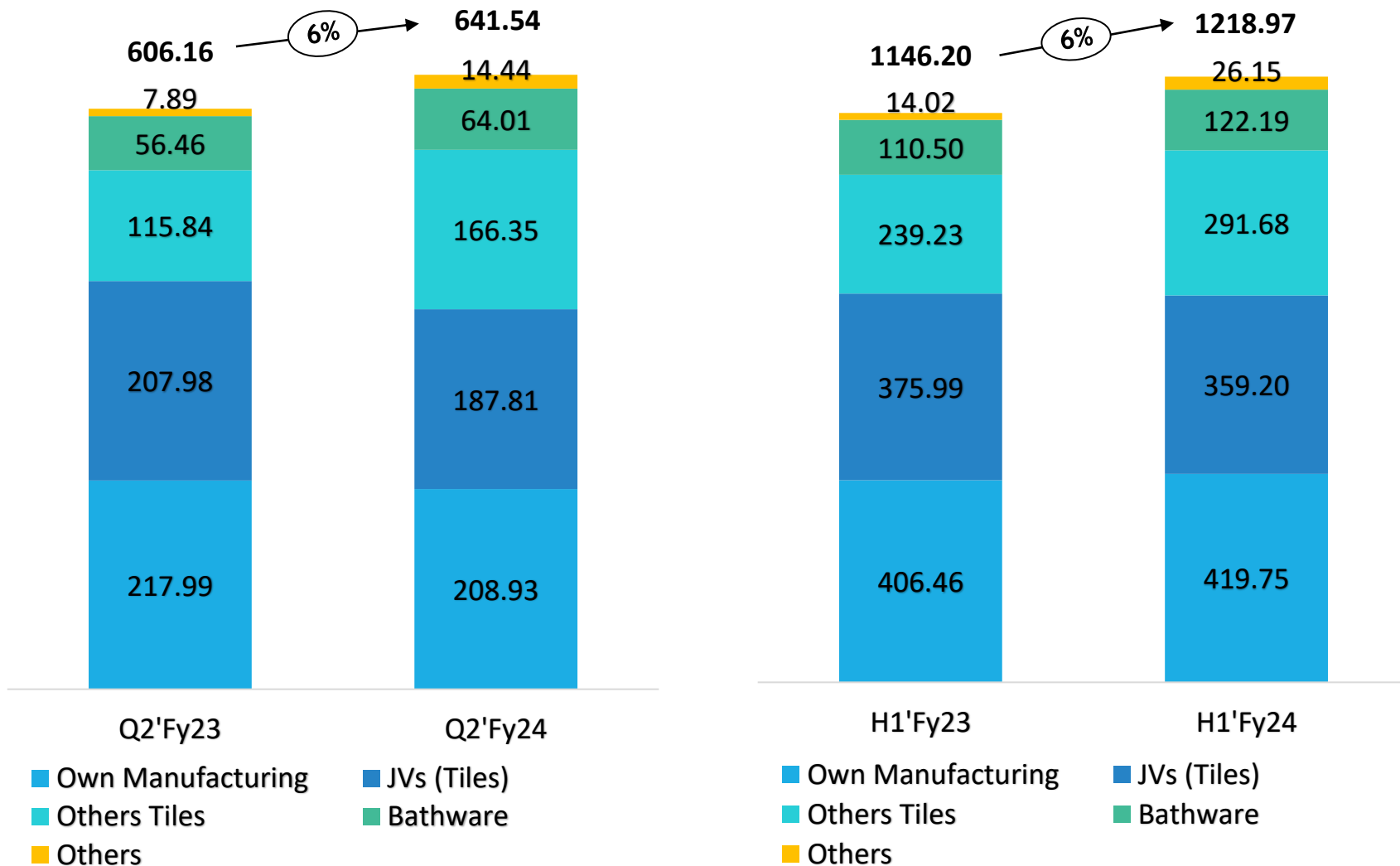
## Tiles Volume (msm)



Based on Standalone figures

# Sales Performance (Value)

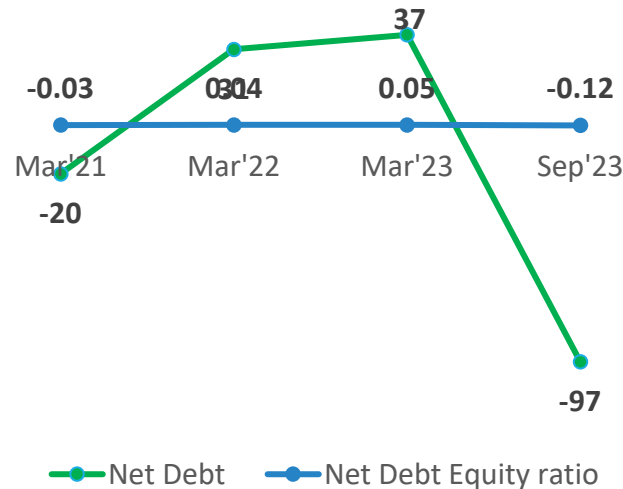
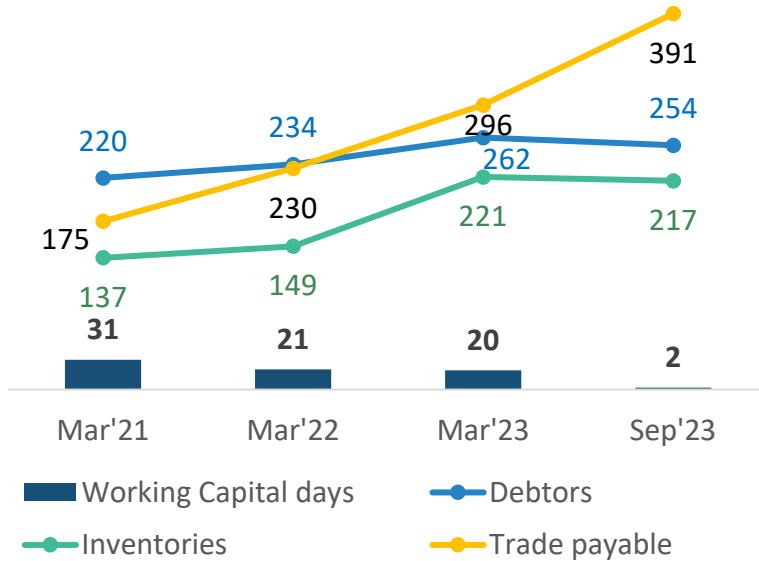
₹ in crores



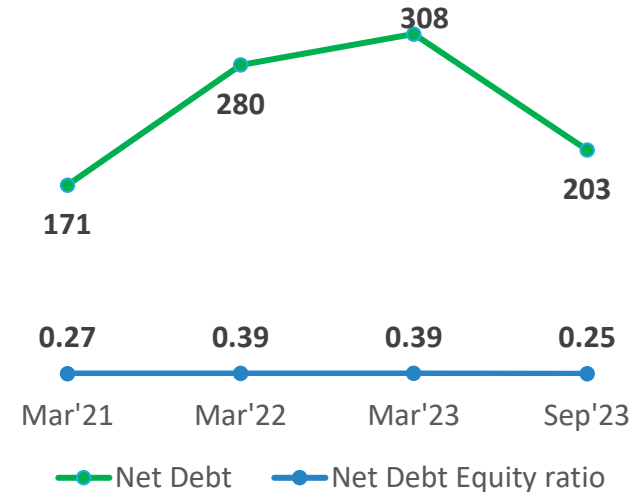
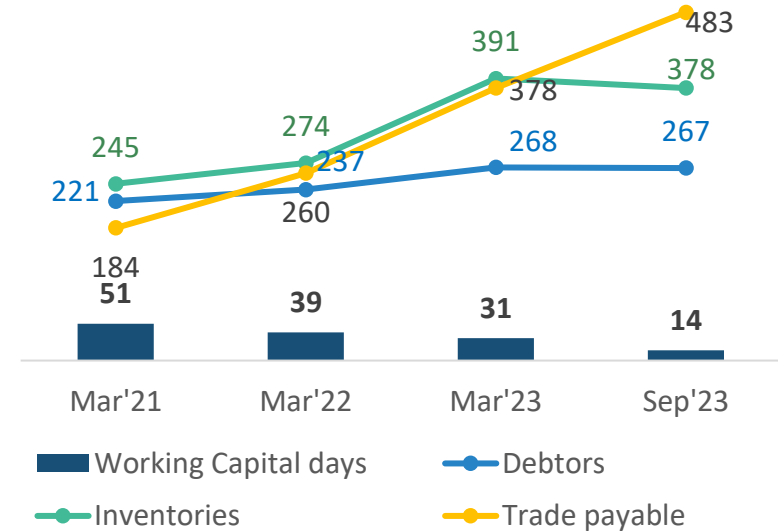
Based on Standalone figures

# Working Capital & Net Debt

## Standalone



## Consolidated



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



# Profit & Loss (Standalone)

**SOMANY**

Particulars	Q2'Fy24	Q2'Fy23	Growth	H1'Fy24	H1'Fy23	Growth
Sales	642	606	5.8%	1,219	1,146	6.3%
EBIDTA	44	36	23.1%	84	73	14.6%
<i>EBIDTA margin</i>	6.9%	5.9%	1.0%	6.9%	6.4%	0.5%
Profit Before Tax	39	30	29.1%	74	63	18.0%
<i>PBT margin</i>	6.1%	5.0%	1.1%	6.1%	5.5%	0.6%
Exceptional Item	-	1	-	3	1	-
PBT after Exceptional Item	39	29	33.4%	70	62	14.4%
Tax expenses	9	7	25.8%	17	16	11.1%
Profit after tax	30	22	36.0%	53	46	15.5%
EPS (Rs.)	6.99	5.14	36.0%	12.50	10.82	15.5%

Figures in ₹ crores

# Profit & Loss (Consolidated)

**SOMANY**

Particulars	Q2'Fy24	Q2'Fy23	Growth	H1'Fy24	H1'Fy23	Growth
Sales	653	616	6.0%	1,237	1,171	5.6%
EBIDTA	64	42	51.9%	115	87	31.6%
<i>EBIDTA margin</i>	9.8%	6.9%	3.0%	9.3%	7.4%	1.8%
Profit Before Tax	39	19	111.8%	64	45	43.6%
<i>PBT margin</i>	6.0%	3.0%	3.0%	5.2%	3.8%	1.4%
Exceptional Item	-	2	-	7	2	-
PBT after Exceptional Item	39	16	140.0%	58	43	35.4%
Tax expenses	10	5	108.7%	16	12	35.0%
Profit after tax	30	12	152.6%	42	31	35.6%
PAT - Controlling Interest	29	15	99.5%	44	35	24.6%
EPS (Rs.)	6.90	3.46	99.5%	10.33	8.29	24.6%

Figures in ₹ crores

Particulars	Standalone		Consolidated	
	H1'Fy24	FY 23	H1'Fy24	FY 23
Fixed Assets (incl. CWIP)	459	462	1,108	1,055
Loans & Investments	349	315	3	3
Other Non-current Assets	14	13	42	54
Current Assets	622	679	826	899
<b>Total Assets</b>	<b>1,444</b>	<b>1,469</b>	<b>1,979</b>	<b>2,011</b>
Net Worth	825	783	820	787
Non-Controlling Interest	-	-	100	108
Total Debt	17	176	328	488
Other Non-current Liabilities	108	106	119	118
Current Liabilities	494	404	612	511
<b>Total Liabilities</b>	<b>1,444</b>	<b>1,469</b>	<b>1,979</b>	<b>2,011</b>

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)



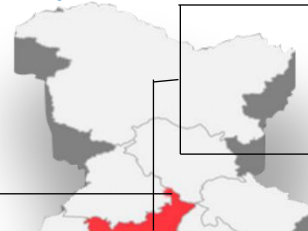
Tiles Adhesive @ Ahmedabad, Gujarat



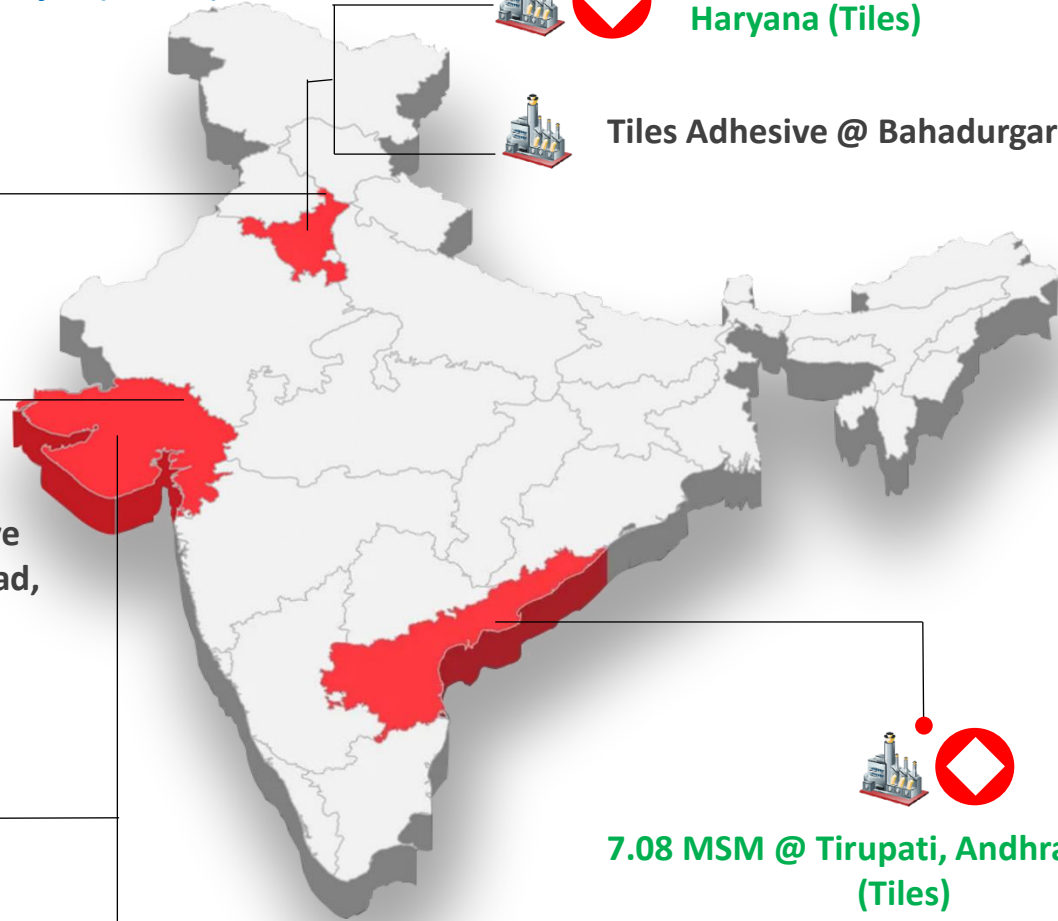
21.04 MSM @ Morbi, Gujarat (Tiles)



0.78 mn pcs @ Morbi, Gujarat (Sanitaryware)



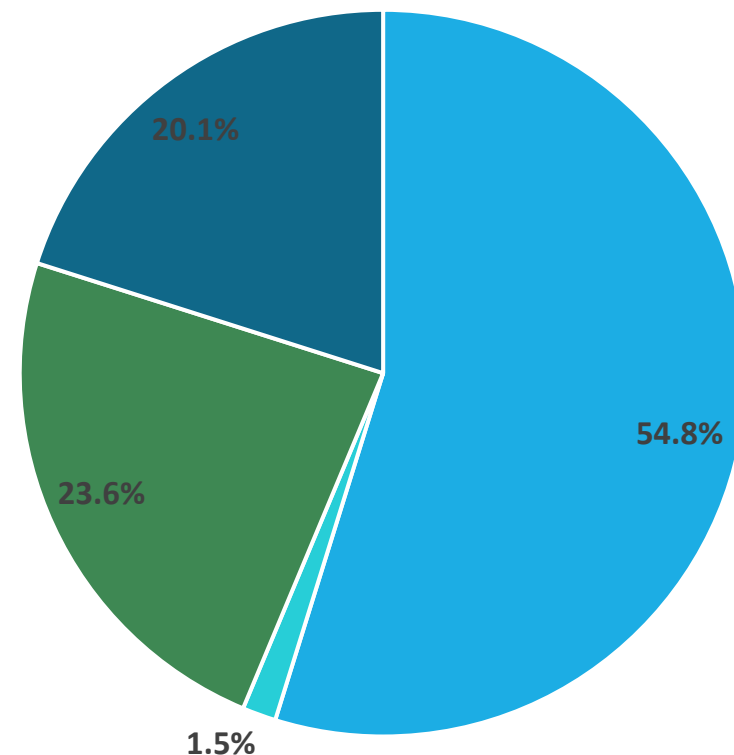
7.08 MSM @ Tirupati, Andhra Pradesh (Tiles)



# Shareholding as on 30<sup>th</sup> Sep'23

**SOMANY**

Particulars	30 <sup>th</sup> Sep'23	30 <sup>th</sup> Jun'23
Promoters	54.8%	54.8%
FII	1.5%	1.6%
DII	23.6%	21.9%
Others	20.1%	21.7%
Equity Shares	4,24,74,208	4,24,74,208



*Equity shares of ₹ 2/- each*

■ Promoters ■ FII ■ DII ■ Others

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For further information, please contact:

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[www.somanyceramics.com](http://www.somanyceramics.com)



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