

11<sup>th</sup> November, 2021

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/ FY22.**

Dear Sir,

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, 2021.

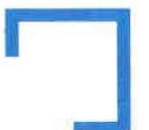
This is for your information and record.

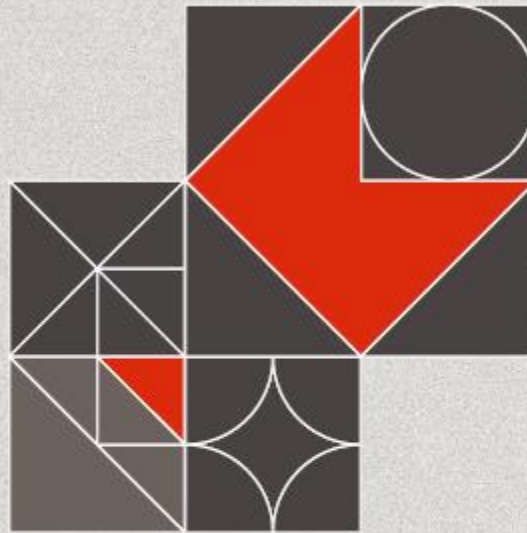
Thanking you,

Yours faithfully,  
For **Somany Ceramics Limited**

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

Encl: as above





SHIFTING GEARS

**SOMANY CERAMICS LIMITED**

**Investor Update – Q2/H1'Fy22**

***November 11, 2021***

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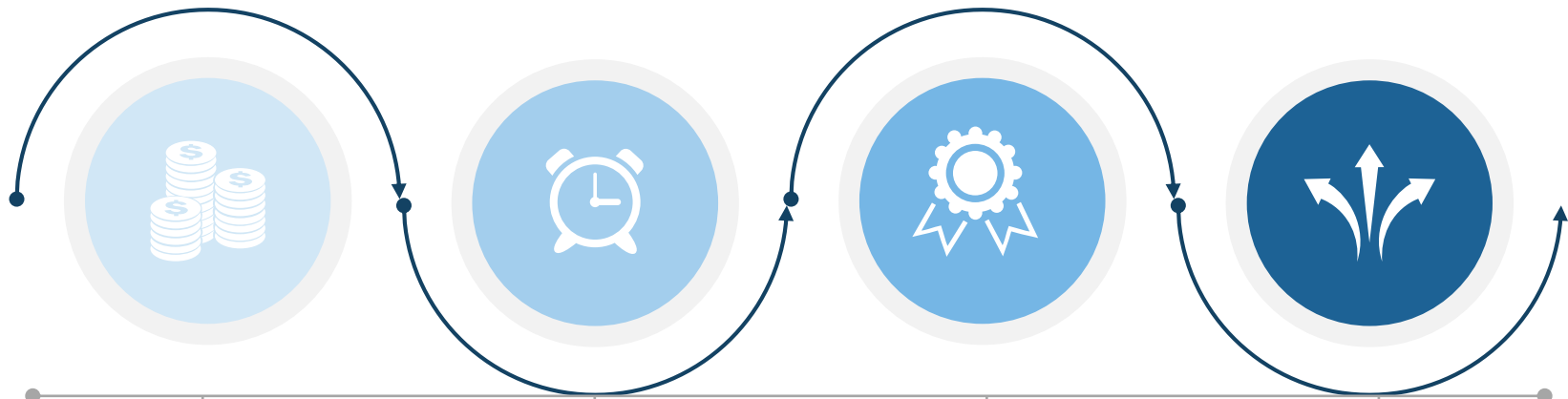
The resilience of Indian Economy was unabated and the growth trajectory sustained in the current quarter. Business sentiments improved which was evident in our sales and realisation numbers. These happened in the backdrop of burgeoning gas prices, freight rates and other input costs; however, we were able to maintain our margins to a large extent.

We have reported a growth of ~33% as compared to corresponding quarter last year and we are confident of maintaining the growth trend in the coming quarters. Our efficiency of managing our working capital discipline has further improved and our resolve to sustain this is inveterate.

Commodity prices including fuel and natural gas has witnessed unprecedented increase and continues to rise, putting pressure on margins.

We continue to focus on strengthening brand SOMANY further by increasing our footprints in newer regions and unwaveringly enriching our product offerings and value addition; increasing shelf space and higher visibility to enhance top of the mind recall.

We repose our faith in the resurgence of Indian economy and look forward exciting time ahead !!!



## 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 12.15 msm in Q2 from Own plant (6.04 msm) and JVs (6.11 msm)
- Capacity Utilisation in Q2 at: 92% in tiles; 38% in sanitaryware; 90% in faucets

## Sales Mix

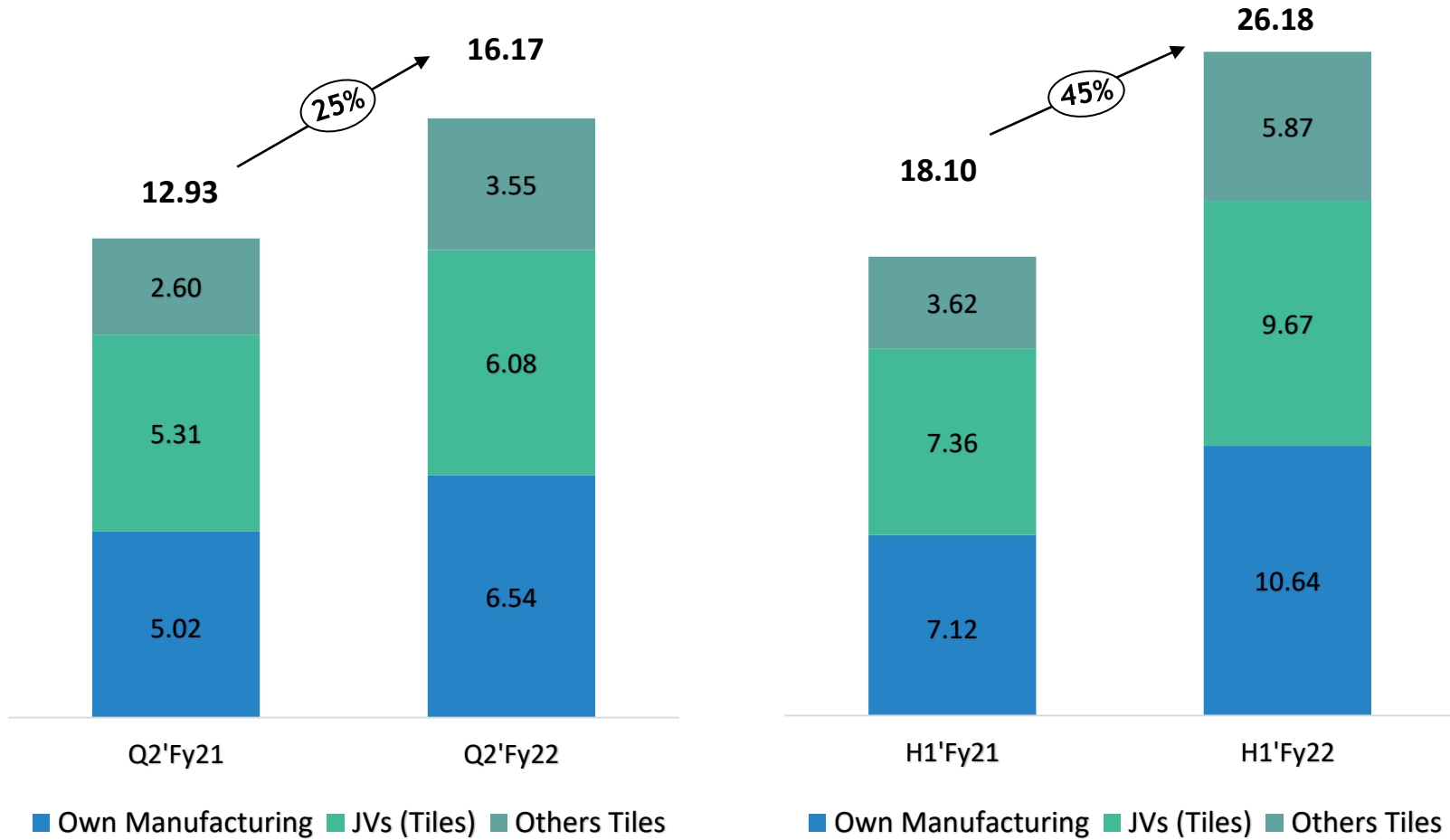
- Own manufacturing (37%), JVs (39%) & Others (24%)

## Financial Snapshot (Standalone)

- Sales growth of 33% to ₹ 555 crores in Q2
- PBT increased by 77% to ₹ 48 crores for Q2
- PAT increased by 74% to ₹ 35 crores for Q2

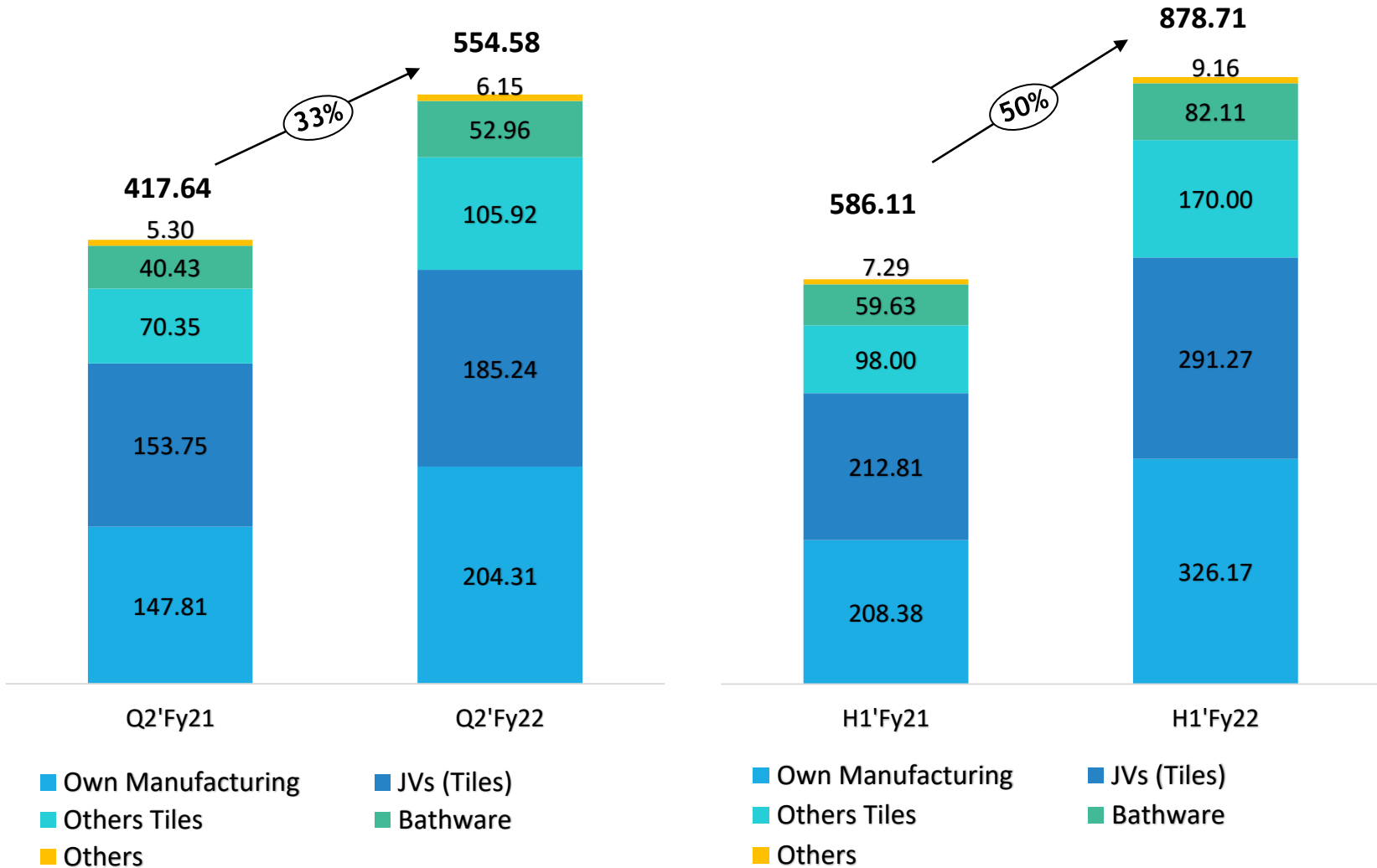
# Sales Volume (Tiles)

## Tiles Volume (msm)



# Sales Value

₹ in crores



# Profit & Loss (Standalone)

Particulars	Q2'Fy22	Q2'Fy21	Growth	H1'Fy22	H1'Fy21	Growth
Sales	555	418	32.8%	879	586	49.9%
EBIDTA	57	37	51.9%	71	27	160.7%
<i>EBIDTA margin</i>	10.2%	8.9%	-	8.1%	4.6%	-
Profit Before Tax	48	27	76.9%	56	4	1257.3%
<i>PBT margin</i>	8.6%	6.5%	-	6.3%	0.7%	-
Tax expenses	13	7	86.7%	15	1	1279.6%
Profit after tax	35	20	73.6%	41	3	1249.3%
EPS (Rs.)	8.25	4.75	73.7%	9.62	0.71	1254.9%

Figures in ₹ crores



# Profit & Loss (Consolidated)

Particulars	Q2'Fy22	Q2'Fy21	Growth	H1'Fy22	H1'Fy21	Growth
Sales	558	422	32.4%	887	590	50.3%
EBIDTA	68	49	38.0%	91	38	141.4%
<i>EBIDTA margin</i>	12.2%	11.7%	-	10.3%	6.4%	-
Profit Before Tax	48	29	68.1%	54	(7)	853.0%
<i>PBT margin</i>	8.6%	6.8%	-	6.1%	(1.2%)	-
Tax expenses	13	7	73.8%	15	(2)	823.4%
Profit after tax	35	21	66.2%	39	(5)	865.0%
PAT - Controlling Interest	35	20	70.9%	40	(1)	2751.7%
EPS (Rs.)	8.26	4.83	71.0%	9.32	(0.35)	2762.9%

Figures in ₹ crores

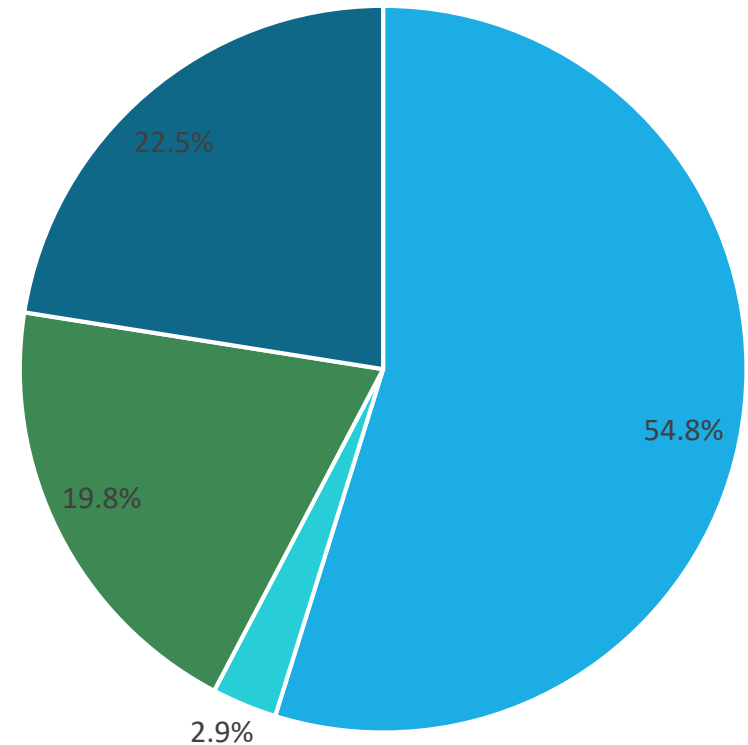
# Balance Sheet

Particulars	Standalone		Consolidated	
	FY 22	FY 21	FY 22	FY 21
Net Worth	672	631	695	655
Non-Controlling Interest	-	-	104	100
Total Debt	205	214	391	412
Debtors	210	225	217	231
Inventories	136	136	256	245
Trade Payable	161	175	199	188
Net Current Assets	373	388	451	487

Figures in ₹ crores

# Shareholding as on 30<sup>th</sup> Sep'21

Particulars	30 <sup>th</sup> Sep'21	30 <sup>th</sup> Jun'21
Promoters	54.8%	54.8%
FII	2.9%	3.5%
DII	19.8%	18.1%
Others	22.5%	23.6%
Equity Shares	42,379,426	42,379,426



■ Promoters ■ FII ■ DII ■ Others

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For further information, please contact:

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