



7th February, 2023

The General Manager,
Corporate Relationship Dept.,
BSE limited,
1st Floor, New Trading Ring,
Rotunda Building,
P.J. Towers, Dalal Street, Fort,
Mumbai-400 001
(Script Code: 531548)

The Secretary,
National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor,
Bandra-Kurla Complex,
Bandra (E), Mumbai-400 051
(Symbol: SOMANYCERA)

Sub: Investor Update for the Q3/FY22-23.

Dear Sir/Madam,

Please find enclosed herewith Investor update of Somany Ceramics Limited highlighting the performance of the Company during the quarter and nine months ended on 31st December, 2022.

This is for your information and record.

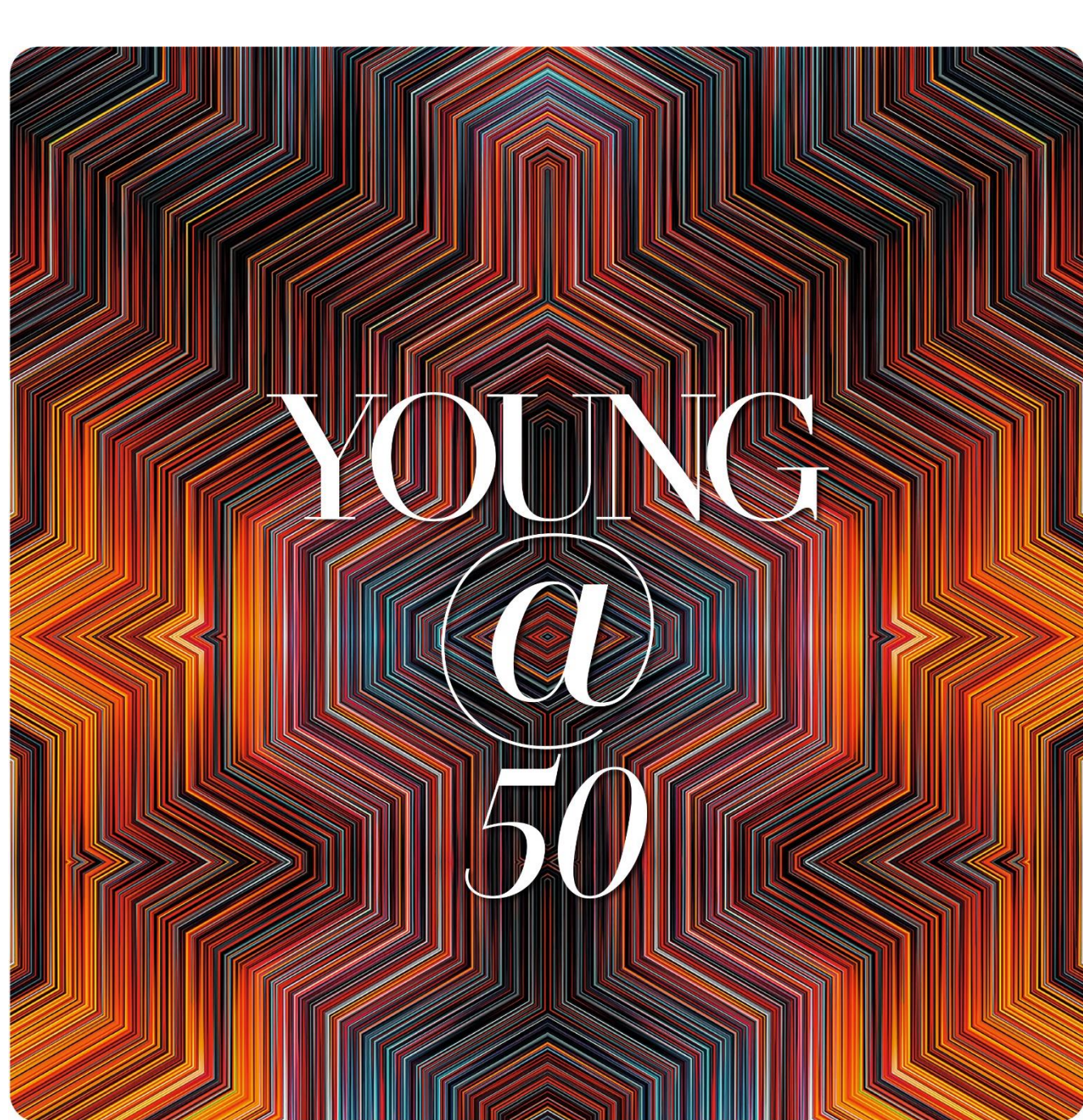
Thanking you,

Yours faithfully,
For **Somany Ceramics Limited**

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

Encl: as above



The background of the slide is a complex, abstract pattern of many thin, concentric, wavy lines in various colors including red, orange, yellow, green, and blue, creating a sense of depth and movement.

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SOMANY CERAMICS LIMITED

Investor Update – Q3/9M'Fy23

February 07, 2023

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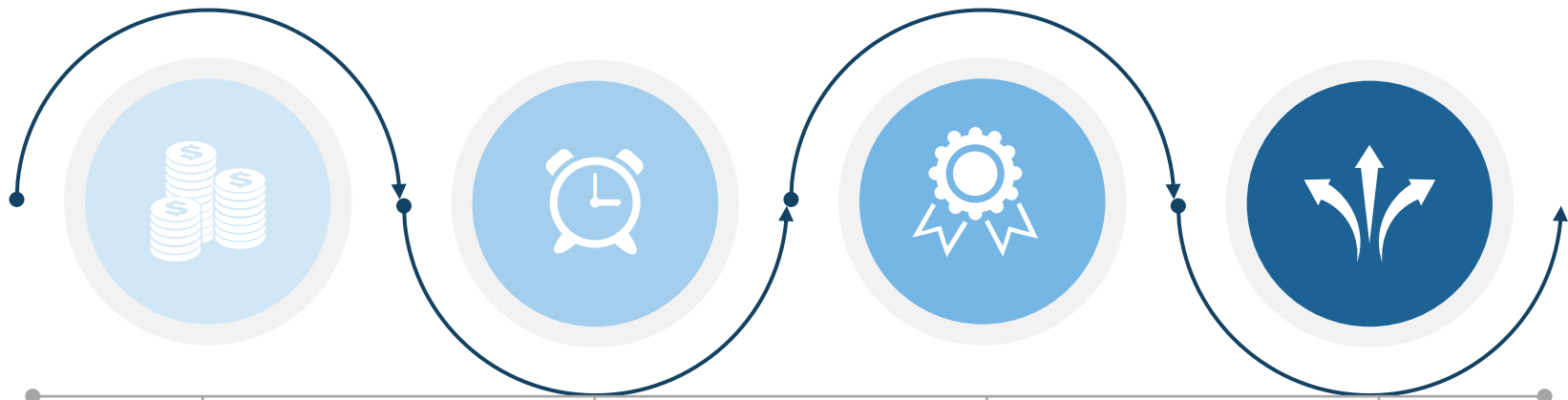
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

The overall industry demand continued to remain muted resulting in pressure on volumes and sales realisation. Further, the rising interest cost, which has reached to a five years old level, coupled with the festivity season resulted in lower volume uptake during the quarter. However, gas prices have started softening and will result in reduced input cost.

We have reported a topline a growth of 6% as compared to the corresponding quarter of the previous year. However, the increase in input costs had led to reduction in operating margin. Our consolidated sales for the quarter was INR 618 crores and profit after tax of INR 12 crores.

Despite a challenging external environment, the Indian economy has shown resilience due to strong macroeconomic fundamentals. The industry in particular will get benefit from the strong government focus on infrastructure spending and softening of gas prices; in addition, lower ocean freight cost will result in boosting exports. The interest rates are also near peak and may not see any sharp increase further.

The company continues to work towards moving up the value chain by way of improved product mix, increase in market share, higher brand visibility and optimisation of cost to bring value of all stakeholders.



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 13.14 msm in Q3; Own plants (6.71 msm) and JVs (6.43 msm)
- Capacity Utilisation in Q3 at: 87% in tiles
67% in sanitaryware
62% in faucets

Sales Mix

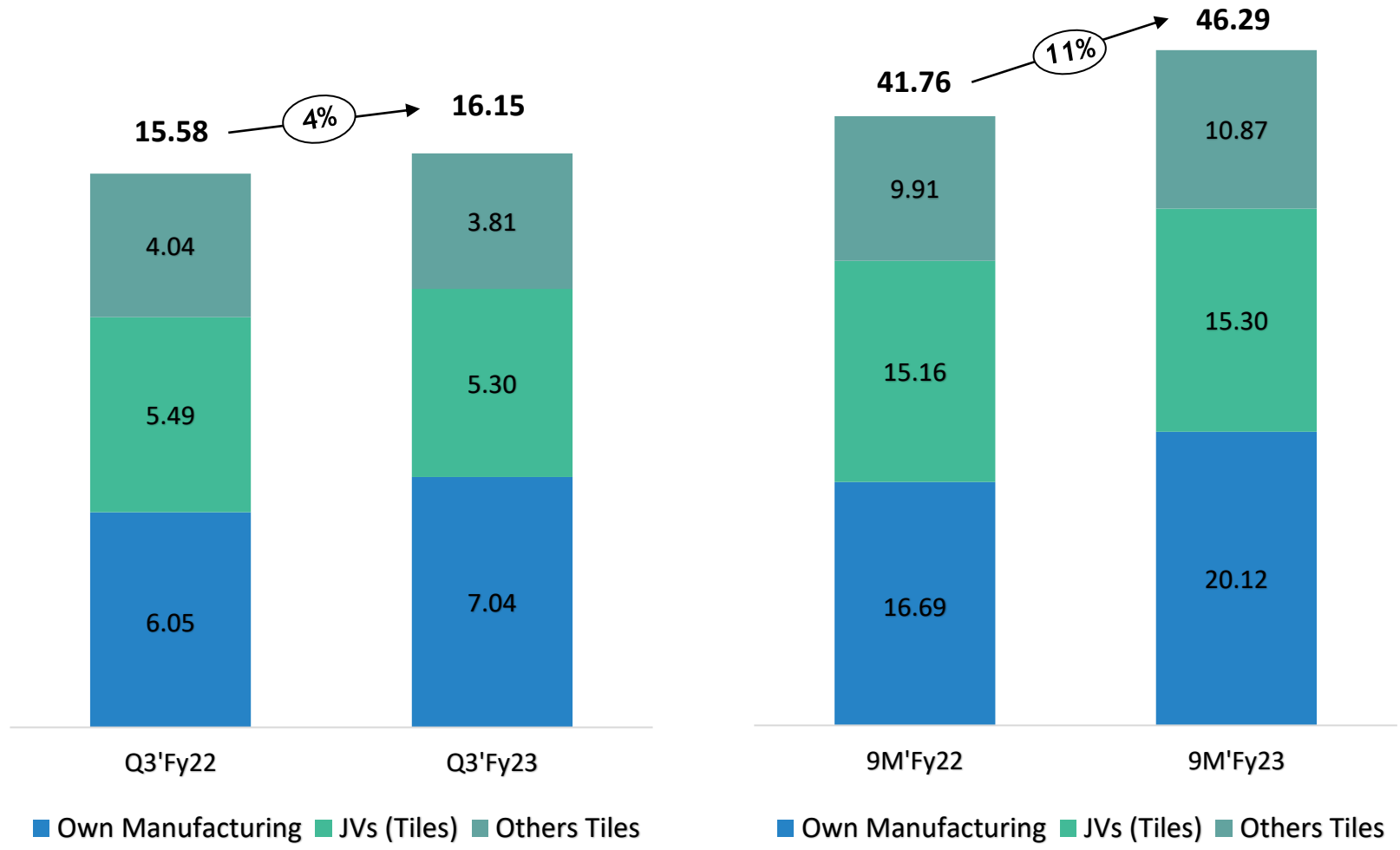
- Own manufacturing (39%), JVs (35%) & Others (26%)

Financial Snapshot (Standalone)

- Sales growth of 6% to ₹ 612 crores
- PBT and PAT stood at ₹ 23 and ₹ 17 crores respectively

Sales Volume (Tiles)

Tiles Volume (msm)

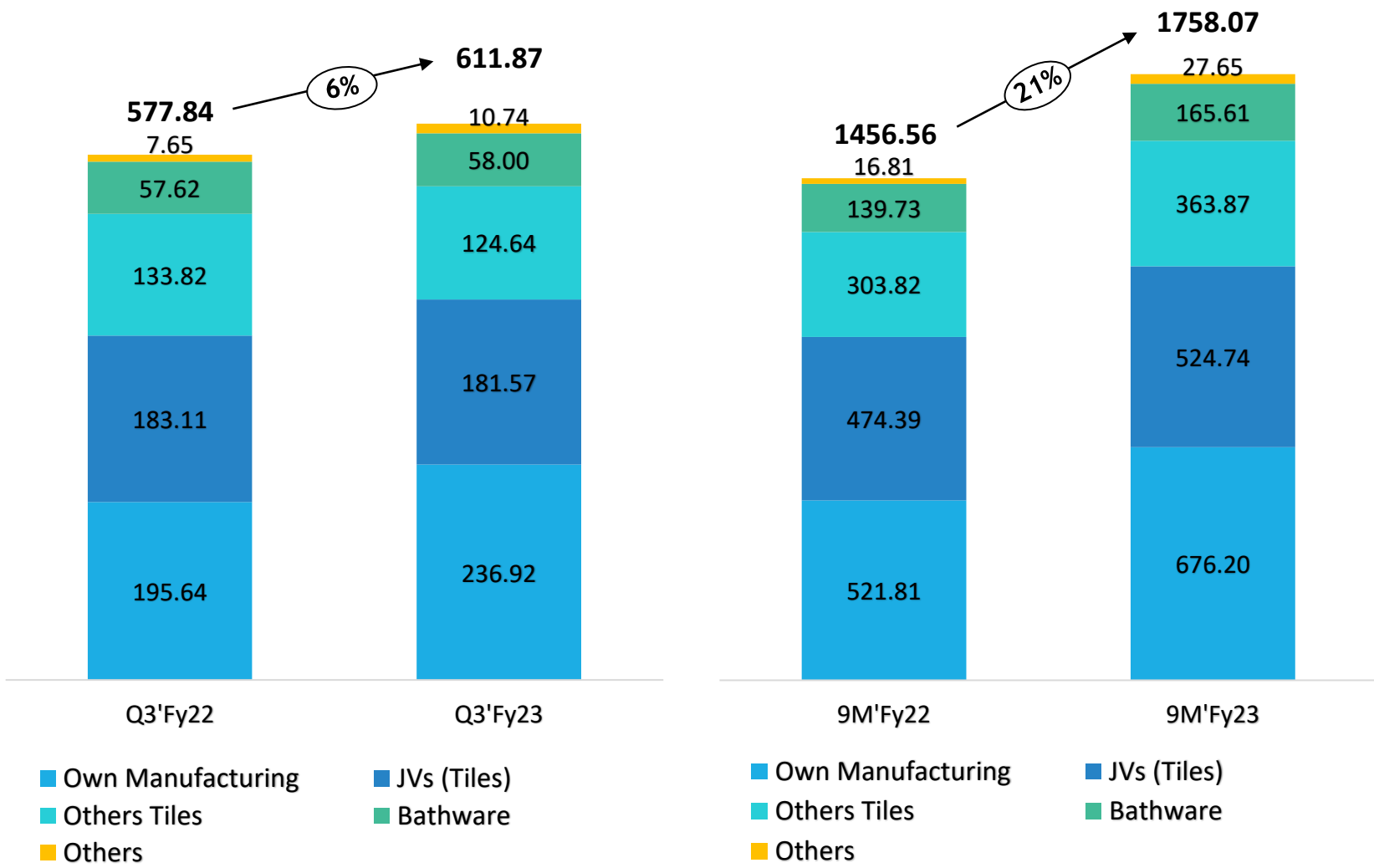


Based on Standalone figures

Sales Value



₹ in crores

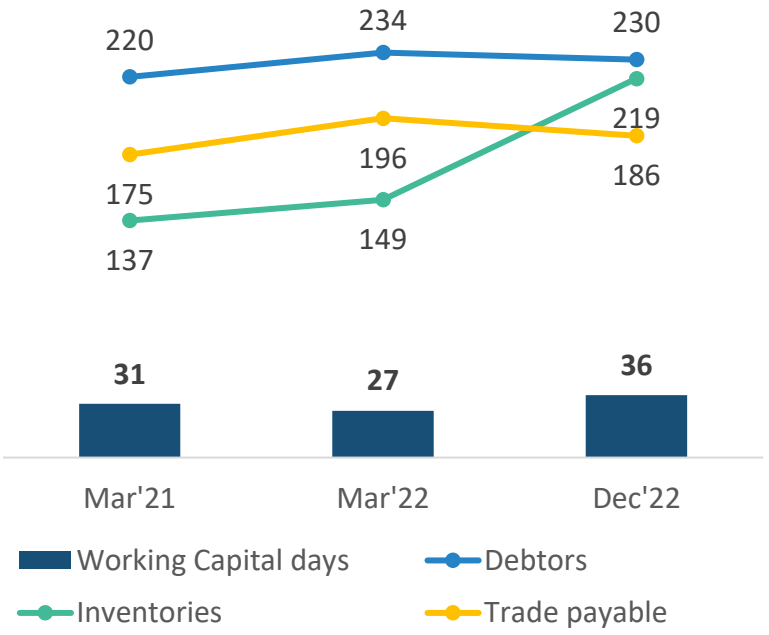


Based on Standalone figures

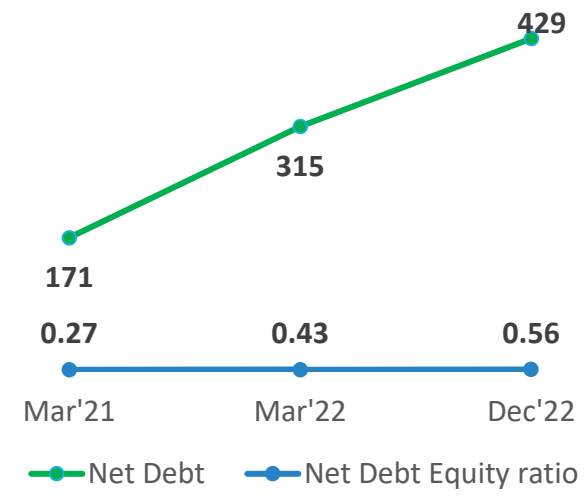
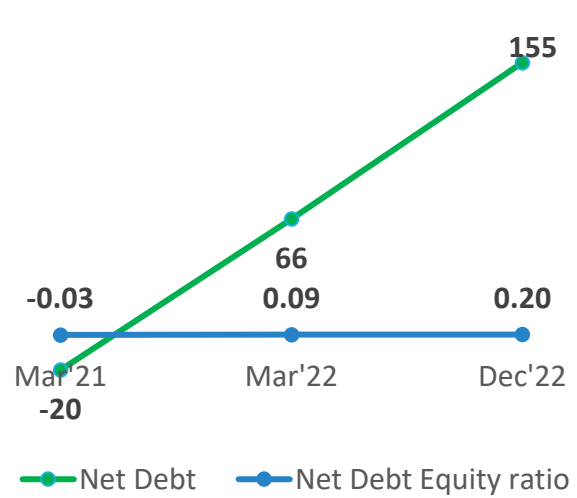
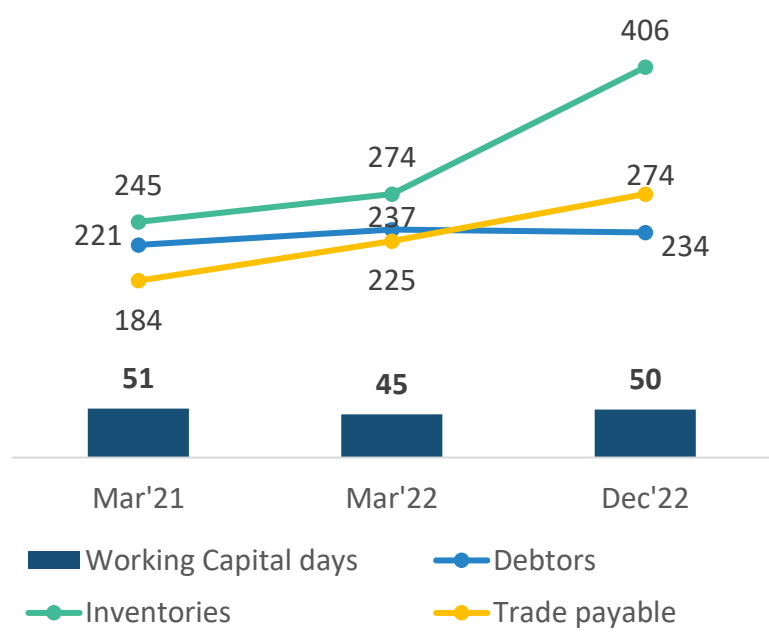
Working Capital & Net Debt



Standalone



Consolidated



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

Profit & Loss (Standalone)

SOMANY

Particulars	Q3'Fy23	Q3'Fy22	Growth	9M'Fy23	9M'Fy22	Growth
Sales	612	578	5.9%	1758	1457	20.7%
EBIDTA	29	46	-37.7%	102	117	-12.9%
<i>EBIDTA margin</i>	4.7%	8.0%	-	5.8%	8.0%	-
Profit Before Tax	23	40	-40.8%	86	95	-9.5%
<i>PBT margin</i>	3.8%	6.8%	-	4.9%	6.5%	-
Exceptional Item	0	0	-	1	0	-
PBT after Exceptional Item	23	40	-40.8%	85	95	-10.5%
Tax expenses	6	9	-32.0%	22	24	-8.5%
Profit after tax	17	31	-43.3%	63	71	-11.1%
EPS (Rs.)	4.10	7.24	-43.4%	14.92	16.80	-11.2%

Figures in ₹ crores

Profit & Loss (Consolidated)

SOMANY

Particulars	Q3'Fy23	Q3'Fy22	Growth	9M'Fy23	9M'Fy22	Growth
Sales	618	584	5.9%	1789	1471	21.6%
EBIDTA	41	65	-37.2%	128	156	-18.1%
<i>EBIDTA margin</i>	<i>6.6%</i>	<i>11.1%</i>	-	<i>7.1%</i>	<i>10.6%</i>	-
Profit Before Tax	16	44	-63.8%	61	98	-37.7%
<i>PBT margin</i>	<i>2.6%</i>	<i>7.6%</i>	-	<i>3.4%</i>	<i>6.6%</i>	-
Exceptional Item	0	0	-	2	0	-
PBT after Exceptional Item	16	44	-63.8%	59	98	-39.9%
Tax expenses	5	10	-54.9%	16	25	-35.0%
Profit after tax	11	34	-66.4%	43	73	-41.6%
PAT - Controlling Interest	12	32	-62.9%	47	72	-34.0%
EPS (Rs.)	2.82	7.57	-62.7%	11.11	16.84	-34.0%

Figures in ₹ crores

Pan India Manufacturing Facilities



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

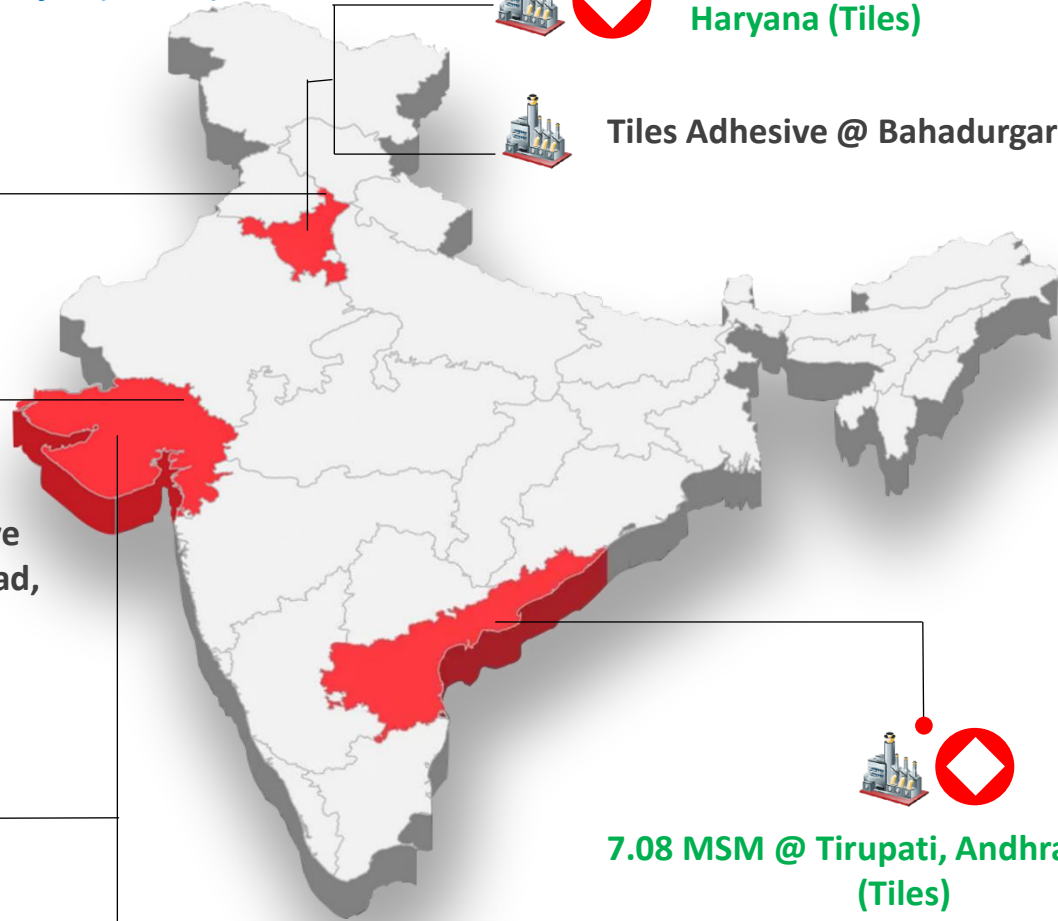
21.33 MSM @ Morbi, Gujarat (Tiles)



7.08 MSM @ Tirupati, Andhra Pradesh (Tiles)



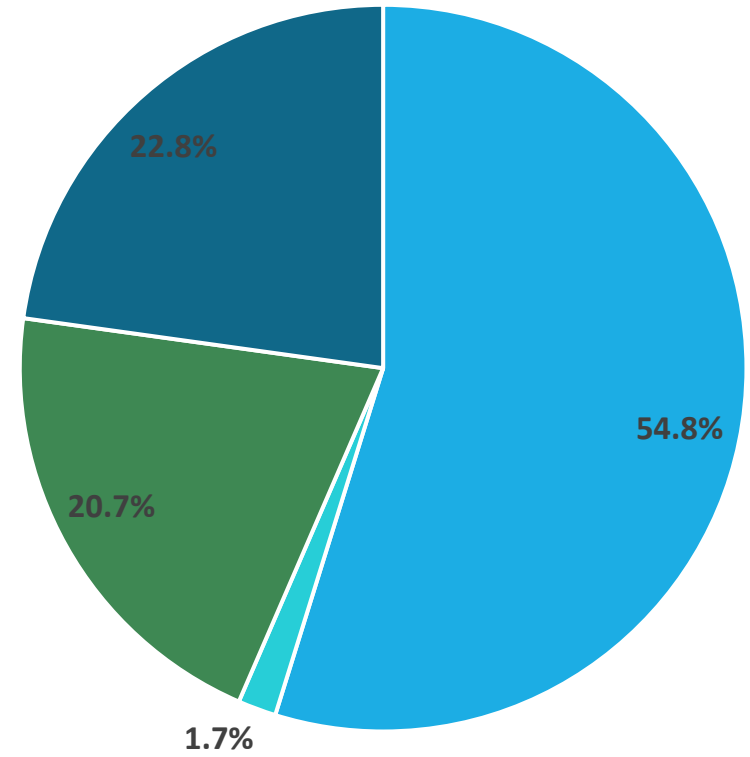
0.78 mn pcs @ Morbi, Gujarat (Sanitaryware)



Shareholding as on 31st Dec'22



Particulars	31 st Dec'22	30 th Sep'22
Promoters	54.8%	54.8%
FII	1.7%	2.3%
DII	20.7%	20.8%
Others	22.8%	22.1%
Equity Shares	4,24,74,208	4,24,74,208



Equity shares of ₹ 2/- each

■ Promoters ■ FII ■ DII ■ Others

For further information, please contact:

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www.somanyceramics.com



CIN - L40200WB1968PLC224116
