

18th May, 2022

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

Sub: Investor Update for the Q4/ FY22.

Dear Sir,

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

This is for your information and record.

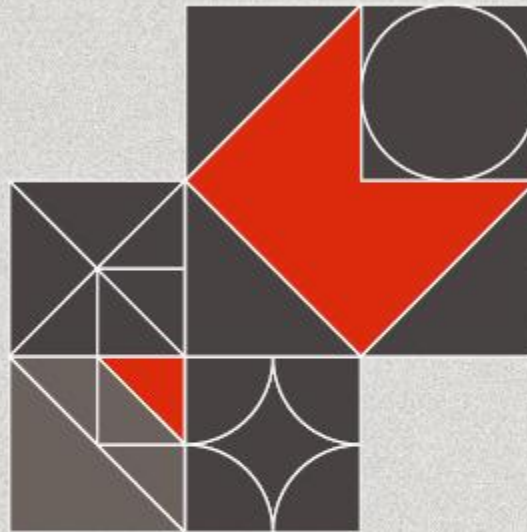
Thanking you,

Yours faithfully,
For Somany Ceramics Limited


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

Encl: as above





SHIFTING GEARS

SOMANY CERAMICS LIMITED

Investor Update – Q4'Fy22/FY22

May 18, 2022

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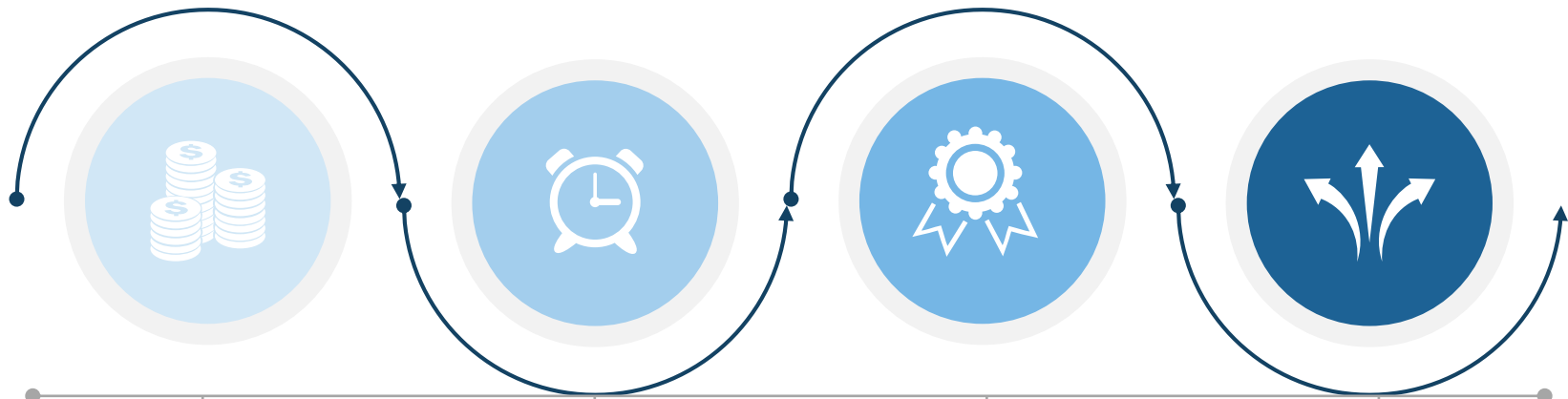
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks 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.

During the quarter, overall economic activity witnessed moderate growth due to extreme uncertainties. Impact of global uncertainties affected Indian Economy too in the form of rising input costs & inflationary outlook. This resulted in contraction of margins across the industry.

We have reported a growth of 9% as compared to the corresponding quarter last year. We have further improved our credit discipline that augmented our working capital efficiency. Operating margin during the quarter was under pressure on account of continuous increase in input costs such as gas pricing, freight etc. and market constrains to fully pass on the cost escalation.

Out of the three ongoing expansion projects; our Northern plant has successfully been commissioned and the other two are likely to be commissioned within this month. This will hugely enhance our go to market capability with the addition of ~11 million square meters capacity per annum which will support our growth plans for FY23 and beyond.

Though we have been experiencing some turbulence in the short term, we are optimistic of a strong recovery which is based on robust industry outlook and coupled by the strong fundamentals of our economy .



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 12.83 msm in Q4 from Own plant (6.26 msm) and JVs (6.57 msm)
- Capacity Utilisation in Q4 at: 85% in tiles
53% in sanitaryware
110% in faucets

Sales Mix

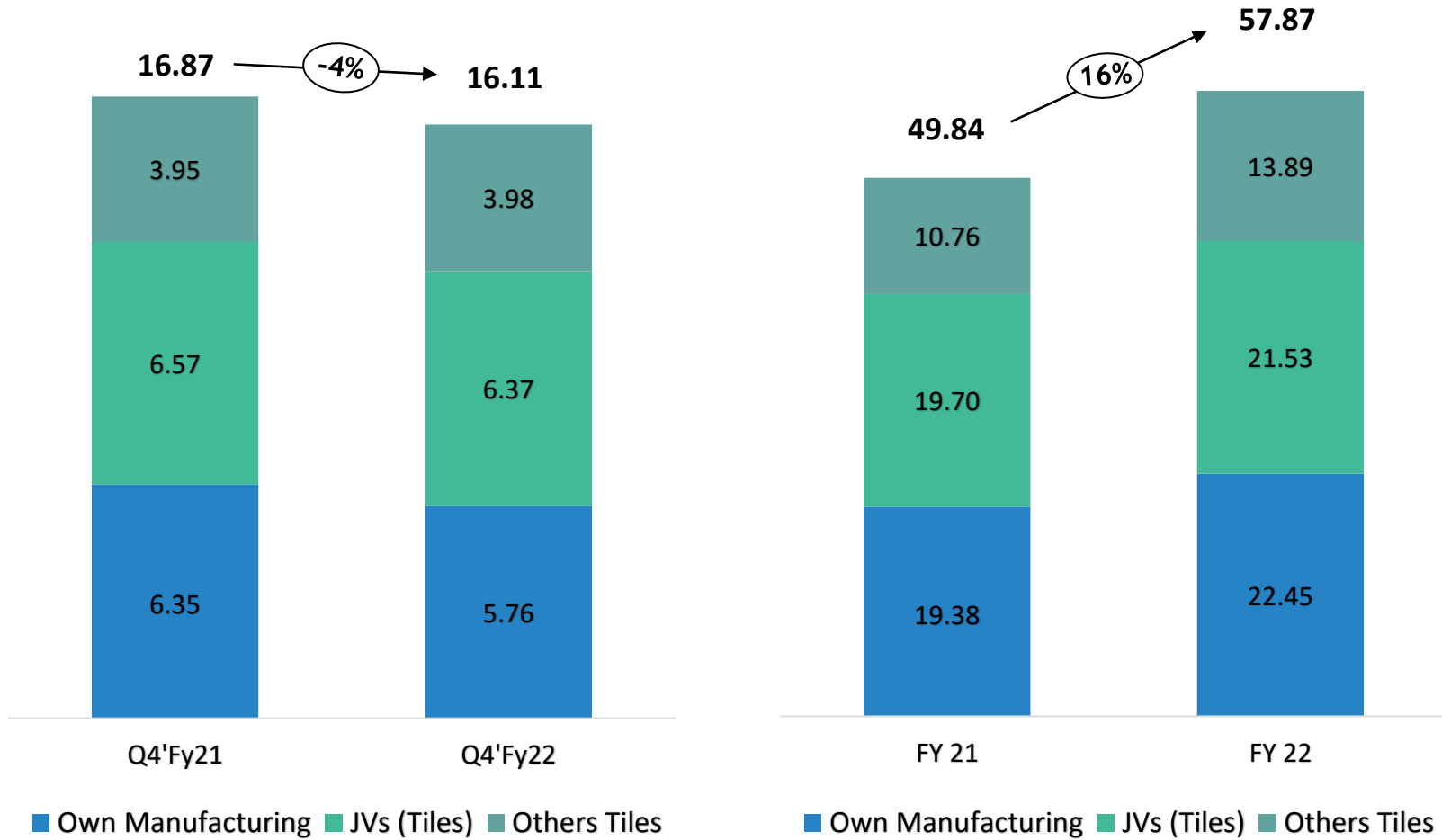
- Own manufacturing (36%), JVs (39%) & Others (25%)

Financial Snapshot (Standalone)

- Sales growth of 9% to ₹ 604 crores
- PBT and PAT stood at ₹ 22 and ₹ 16 crores respectively

Sales Volume (Tiles)

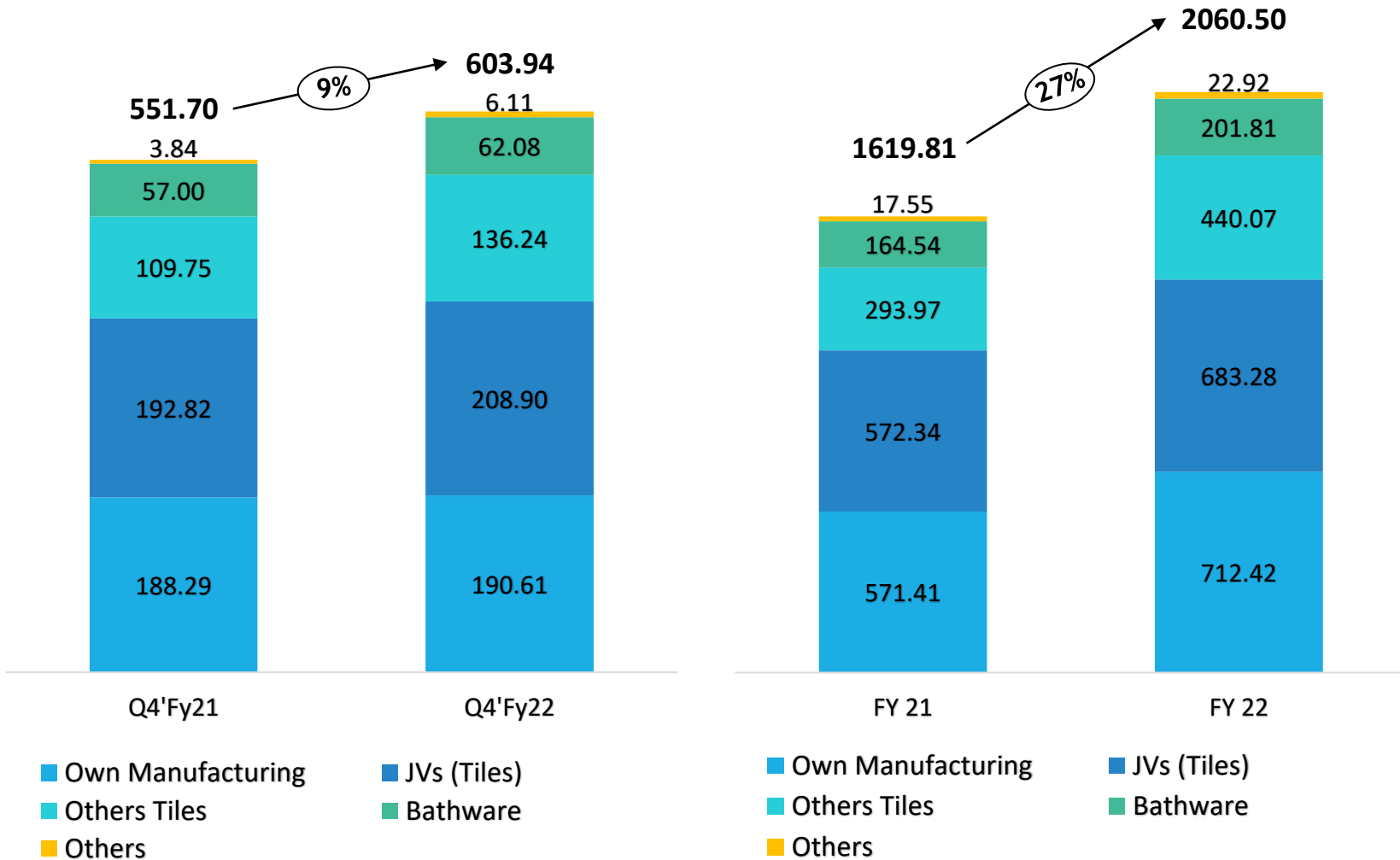
Tiles Volume (msm)



Based on Standalone figures

Sales Value

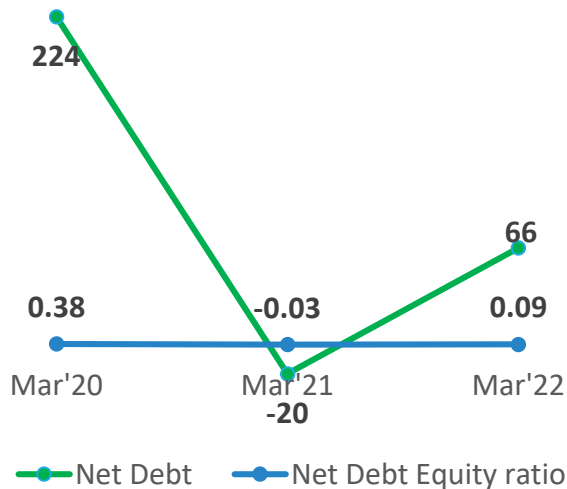
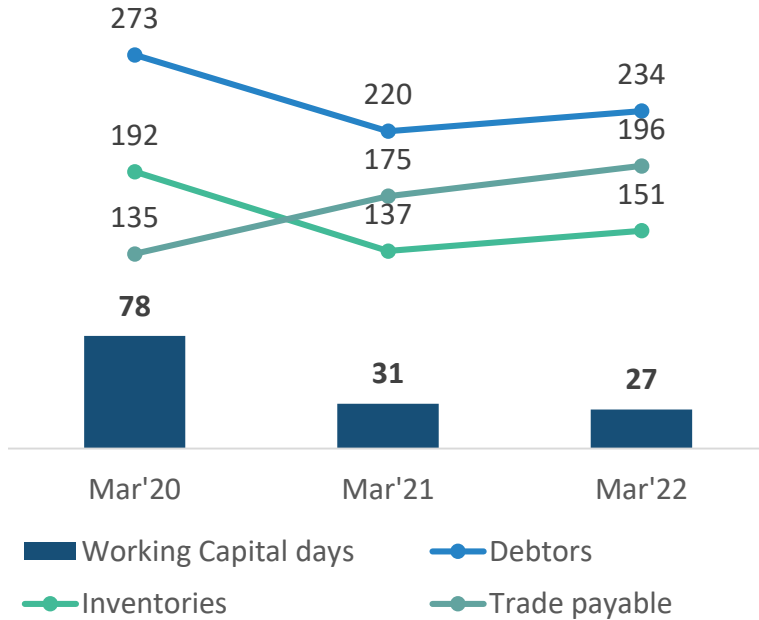
₹ in crores



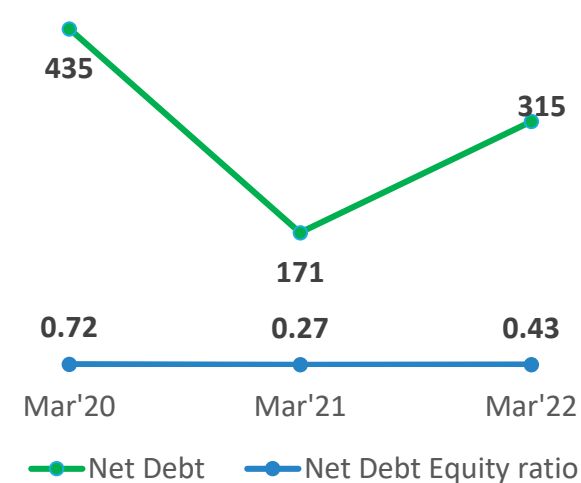
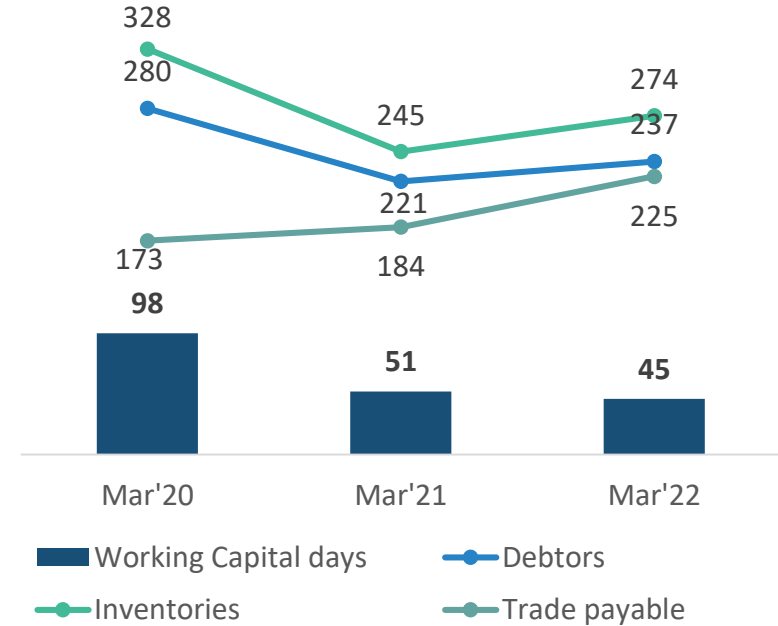
Based on Standalone figures

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)

Particulars	Q4'Fy22	Q4'Fy21	Growth	FY 22	FY 21	Growth
Sales	604	552	9.5%	2061	1620	27.2%
EBIDTA	33	67	-50.4%	150	138	9.0%
<i>EBIDTA margin</i>	5.5%	12.1%	-	7.3%	8.5%	-
Profit Before Tax	22	56	-60.8%	117	94	24.4%
<i>PBT margin</i>	3.6%	10.2%	-	5.7%	5.8%	-
Exceptional Item	0	18	-	0	18	-
PBT after Exceptional Item	22	38	-41.7%	117	76	54.7%
Tax expenses	6	11	-48.3%	29	20	43.2%
Profit after tax	16	27	-39.1%	88	55	59.0%
EPS (Rs.)	3.87	6.35	-39.1%	20.67	13.00	59.0%

Figures in ₹ crores

Profit & Loss (Consolidated)

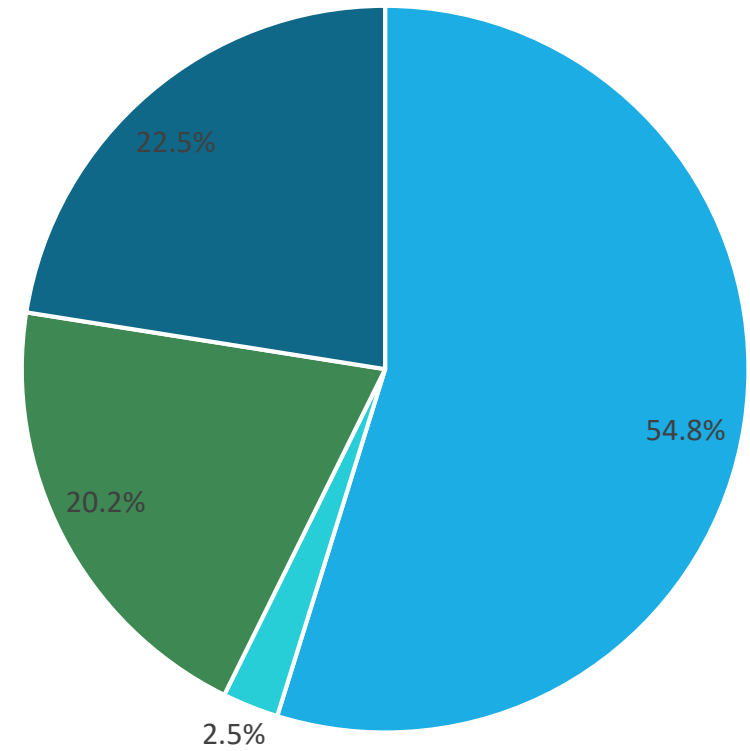
SOMANY

Particulars	Q4'Fy22	Q4'Fy21	Growth	FY 22	FY 21	Growth
Sales	612	561	9.0%	2083	1641	26.9%
EBIDTA	51	89	-43.4%	207	190	8.6%
<i>EBIDTA margin</i>	8.3%	15.9%	-	9.9%	11.6%	-
Profit Before Tax	29	67	-57.3%	126	101	24.9%
<i>PBT margin</i>	4.7%	12.0%	-	6.1%	6.2%	-
Exceptional Item	0	18	-	0	18	-
PBT after Exceptional Item	29	49	-41.1%	126	83	52.7%
Tax expenses	8	14	-40.6%	33	22	48.6%
Profit after tax	21	35	-41.3%	93	61	54.2%
PAT - Controlling Interest	17	31	-44.2%	89	57	55.6%
EPS (Rs.)	4.04	7.24	-44.2%	20.88	13.42	55.6%

Figures in ₹ crores

Shareholding as on 31st Mar'22

Particulars	31 st Mar'22	31 st Dec'21
Promoters	54.8%	54.8%
FII	2.5%	2.5%
DII	20.2%	20.0%
Others	22.5%	22.7%
Equity Shares	42,379,426	42,379,426



Equity shares of ₹ 2/- each

■ Promoters ■ FII ■ DII ■ Others

For further information, please contact:

Mr. Kumar Sunit - AGM (Finance)
kumar.sunit@somanyceramics.com

www.somanyceramics.com



CIN - L40200WB1968PLC224116
