

2nd August, 2019

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

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


Sub: Investor update for the Q1'FY20.

Dear Sir,
Please find enclosed herewith Investor update of Somany Ceramics Ltd. highlighting the performance of the Company during the quarter ended on 30th June, 2019.

You are requested to take this information on your record.

Thanking you,

Yours faithfully,
For Somany Ceramics Limited


Amrish Julka
GM (Legal) and Company Secretary
M No.: 4484

Encl: as above



A collage of various decorative textures and patterns. The top row includes a grey stone-like texture, a blue and pink floral pattern, and a brown wood grain. The middle row features a pattern of green and blue leaves, a black background with the text "LUXURY LIVING BY SOMANY", and a blue and white wood grain. The bottom row shows a brown and gold marbled pattern, a geometric pattern of grey and brown tiles, and a dark blue and brown textured surface.

LUXURY
LIVING BY
SOMANY

SOMANY CERAMICS LTD.
Investor Update – Q1'Fy20

August 2, 2019

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We passed through another challenging quarter on account of sluggish market situation primarily due to liquidity crisis, where grabbing a growth number with financial discipline is not easy.

Despite the odds, we reported volume growth of 8% during the quarter as compared to corresponding quarter of last year. Overall sales grew by 7% in Q1 on y-o-y basis, however Bathware continues to grow at higher pace. Profit before tax increased marginally to ₹ 14 crores in Q1'Fy20 as compared to ₹ 13 crores in Q1'Fy19.

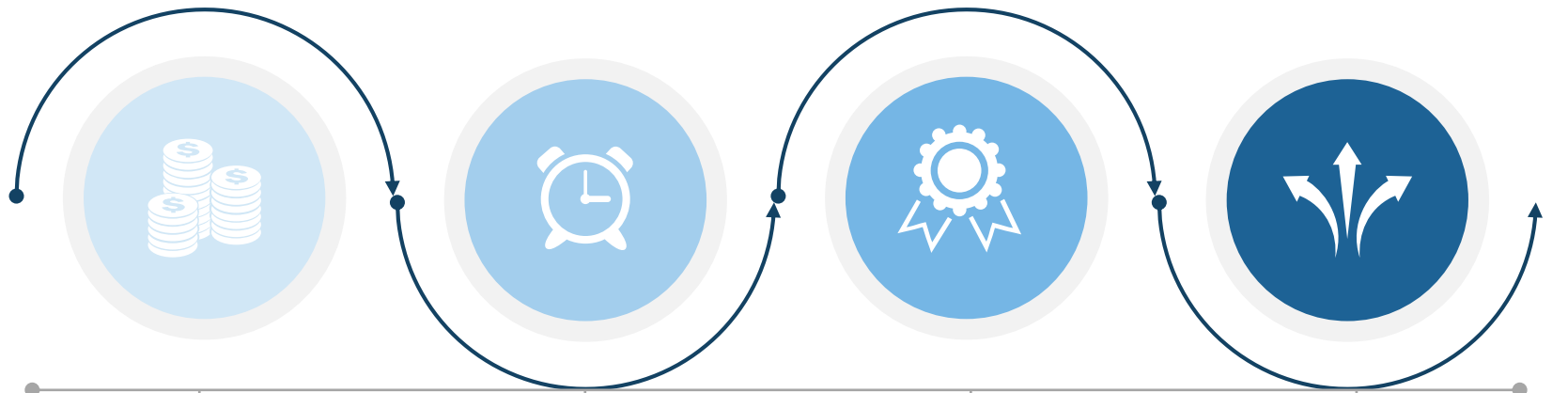
We have been consistently maintaining our momentum to invest in brand and distribution by adding more touchpoints, increasing shelf space, higher visibility etc.

Despite the short term abrasions, we are optimistic on medium to long term outlook of the industry. Also the increasing regulatory compliances for the unorganized players would benefit the organized players.

Brand Ambassador – Salman Khan

SOMANY[®]





Capacity

- Tiles capacity at ~52 msm p.a. (excluding outsourcing tie ups)
- Sanitaryware capacity of 1.15 mn pcs p.a.
- Bath fittings capacity at 0.65 mn pcs p.a.

Production

- Tiles Production of 10.48 msm in Q1 from Own plant (5.16 msm) and JVs (5.32 msm)
- Overall capacity utilisation in Q1 @ 80%

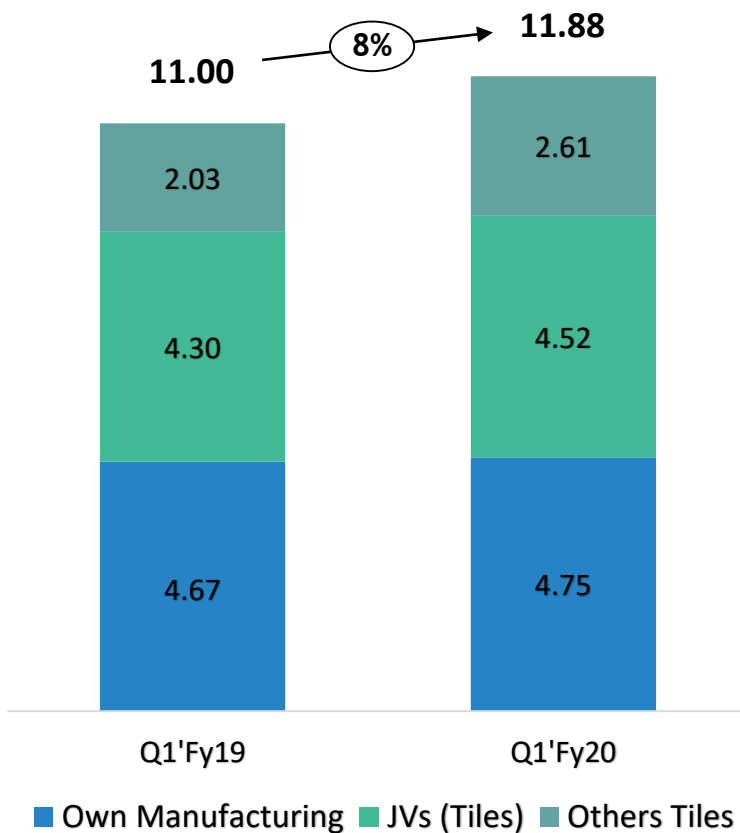
Sales Mix

- Q1'Fy20 - Own manufacturing (37%), JVs (40%) & Others (23%)

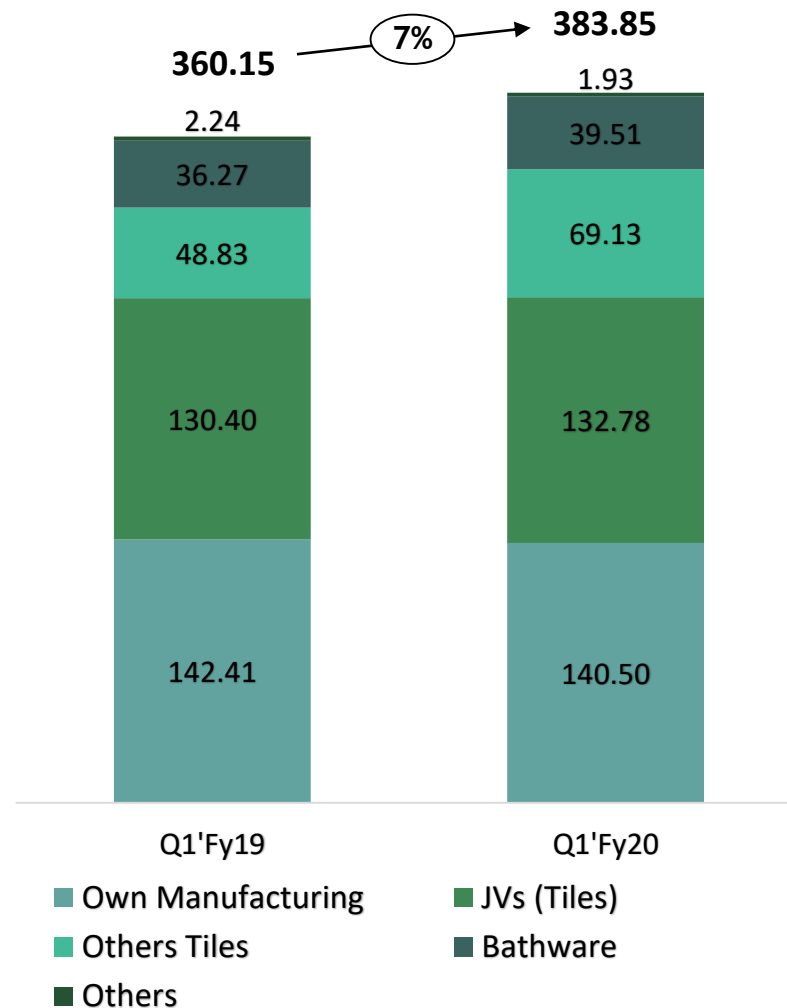
Financial Snapshot (Standalone)

- Sales of ₹ 384 cr. in Q1'Fy20
- PBT & PAT stood at ₹ 14 cr. and 9 cr. respectively

Tiles Volume (msm)



Sales Value (₹ in cr.)



Profit & Loss – Q1'Fy20

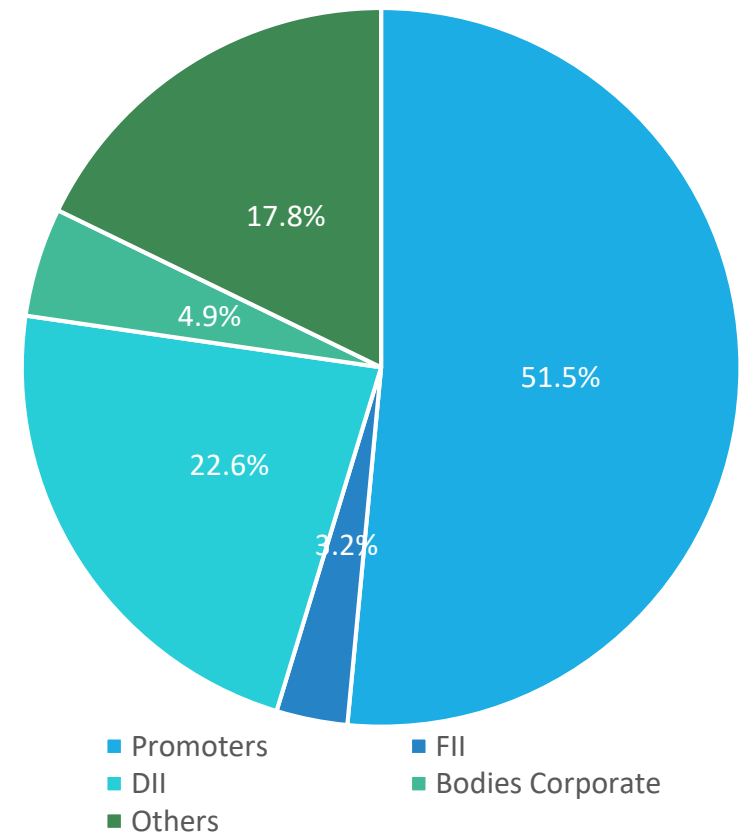


Particulars	Standalone			Consolidated		
	Q1'Fy20	Q1'Fy19	Growth	Q1'Fy20	Q1'Fy19	Growth
Sales	383.85	360.15	6.6%	392.73	379.98	3.4%
EBIDTA	20.89	21.60	-3.3%	30.32	31.36	-3.3%
<i>EBIDTA margin</i>	5.4%	6.0%	-	7.7%	8.3%	-
Profit Before Tax	13.62	13.05	4.4%	11.36	13.55	-16.2%
<i>PBT margin</i>	3.5%	3.6%	-	2.9%	3.6%	-
Exceptional Item	0.00	0.00	-	0.00	0.00	-
PBT after Exceptional Item	13.62	13.05	4.4%	11.36	13.55	-16.2%
Tax expenses	4.88	4.67	4.5%	4.22	4.85	-13.0%
Profit after tax	8.74	8.38	4.3%	7.14	8.70	-17.9%
Consolidated Profit after tax	-	-	-	7.44	8.51	-12.6%
EPS (Rs.)	2.06	1.98	4.0%	1.75	2.01	-12.9%

Figures in ₹ crores

Shareholding as on 30th June 2019

Particulars	30 th Jun'2019	31 st Mar'2019
Promoters	51.5%	51.5%
FII	3.2%	4.6%
DII	22.6%	22.9%
Bodies Corporate	4.9%	3.3%
Others	17.8%	17.7%
Equity Shares	42,379,426	42,379,426



For further information, please contact:

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www.somanyceramics.com



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