

6th November. 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
(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 Q2/ H1'FY20.

Dear Sir,

Please find enclosed herewith Investor update of Somany Ceramics Ltd. highlighting the performance of the Company during the quarter and six months ended on 30th September, 2019.

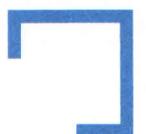
You are requested to take this information on your record.

Thanking you,

Yours faithfully,
For Somany Ceramics Limited


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

Encl: as above



A collage of various decorative textures and patterns. The top row includes a grey stone-like surface, 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 grey and brown geometric tile pattern, and a dark blue and brown textured surface.

LUXURY
LIVING BY
SOMANY

SOMANY CERAMICS LTD.
Investor Update – Q2/H1'Fy20

November 6, 2019

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Our sales grew by 7% during the quarter as compared to corresponding quarter of last year. Operating margin (EBIDTA) increased to 10.7% during the quarter and at the same time our consistent effort on credit control resulted into a further reduction in receivables.

We set ourselves to achieve a double digit growth for second quarter but fell short due to various challenges like overall downturn in economic environment specifically related to liquidity, large part of the country affected by flood, shut down in J&K etc. translated into a tougher quarter gone by.

We have been relentlessly focusing to enrich our product offering. In order to provide a one stop solution to consumer for all their bathware needs, we launched '***Somany Water Heater***'.

We at Somany maintain our optimism specially in view of the various initiatives being taken by the Government to boost the economic sentiment including reduction in corporate tax rate and look forward a better half of the fiscal.

Launched Somany Water Heater

SOMANY

SOMANY
Bathware

Be winter ready

Presenting
The Hottest
Addition

WIDEST RANGE OF WATER HEATERS

The advertisement features actor Salman Khan in a red sweater and blue jeans, standing on the left. The background is a teal color with a hexagonal pattern and steam icons. In the center, there are several models of Somany water heaters, including a tall white tankless unit, a smaller white tankless unit, and two white tanked units with digital displays labeled 'Elise'. A yellow banner at the bottom reads 'WIDEST RANGE OF WATER HEATERS'. The Somany Bathware logo is in the top right corner.

Our New TVC

SOMANY
Tiles | Bathware

SOMANY
Tiles | Bathware

ZAMEEN SE JUDEY

Watch our brand new TVC
with the Superstar

From 31st August, on:



DNA **NEWS** & Sau Baat ki Ek Baat **NEWS**

Co-powered by

SOMANY
Tiles | Bathware



SOMANY
Tiles | Bathware

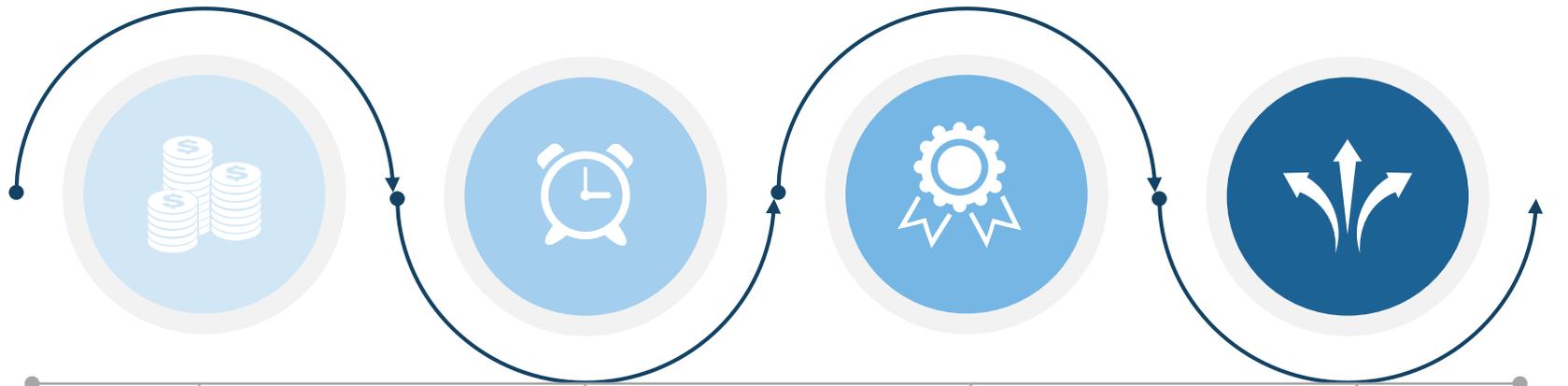
ZAMEEN SE JUDEY

Come let's renovate our new house with
Somany tiles!



TVC Live Now!





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 10.49 msm in Q2 from Own plant (4.61 msm) and JVs (5.88 msm)
- Overall capacity utilisation in Q2 @ 80%

Sales Mix

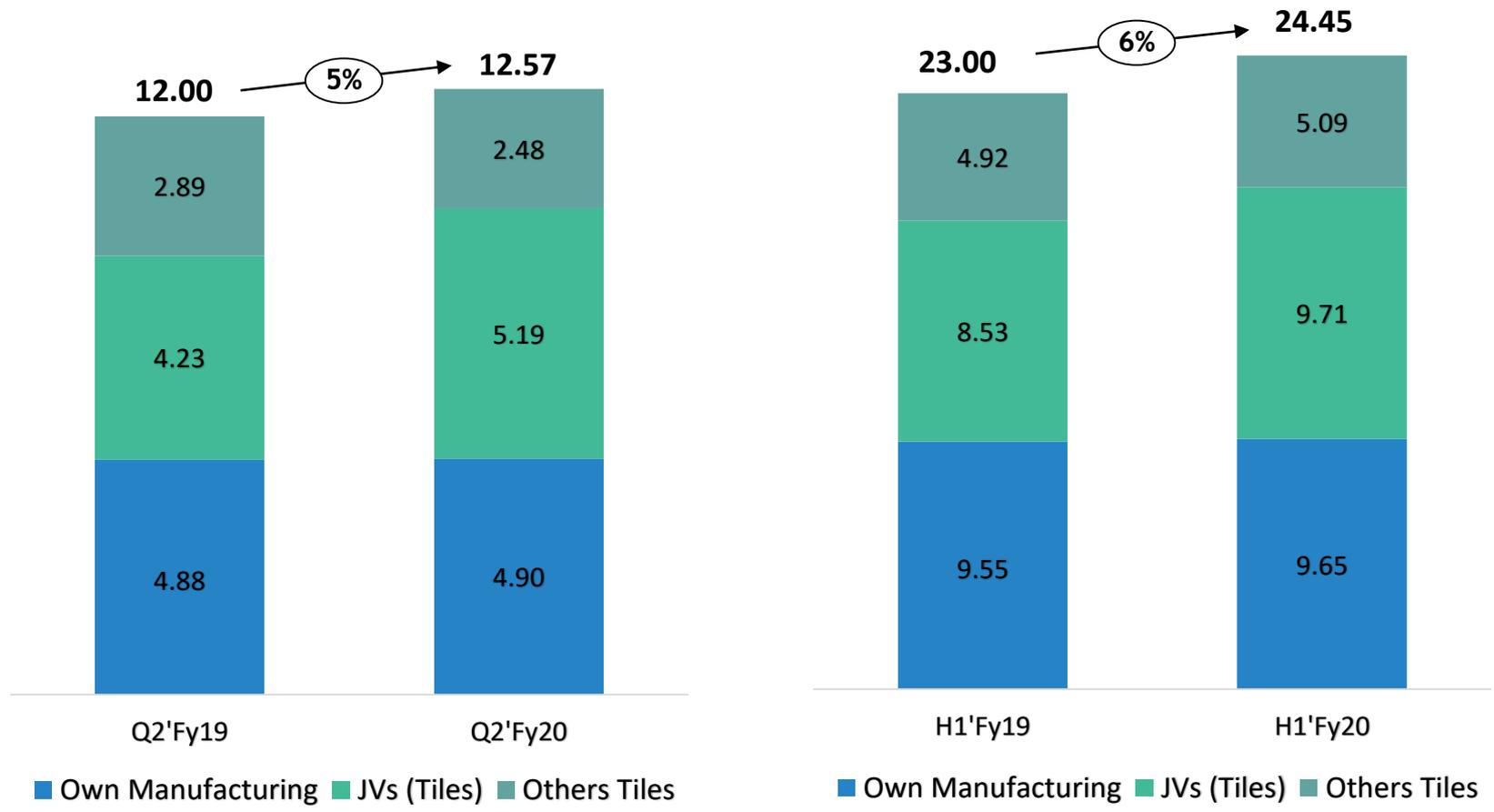
- Q2'Fy20 - Own manufacturing (35%), JVs (43%) & Others (22%)

Financial Snapshot (Standalone)

- Sales of ₹ 418 cr. in Q2'Fy20
- PBT & PAT stood at ₹ 14 cr. and 5 cr. respectively

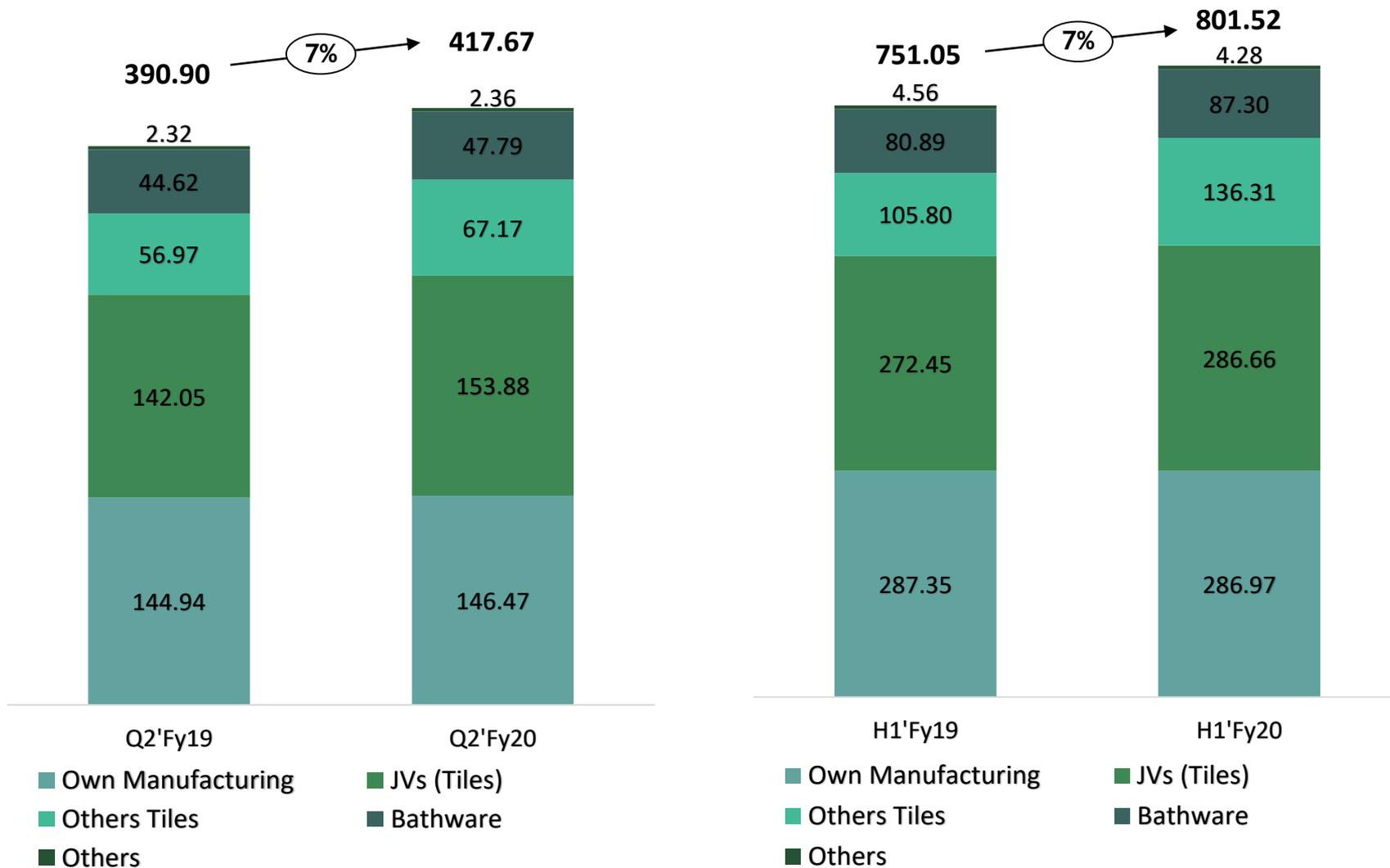
Sales Volume (Tiles)

Volume in msm



Sales Value

₹ in crores



Profit & Loss (Standalone)

SOMANY

Particulars	Q2'FY20	Q2'FY19	Growth	H1'FY20	H1'FY19	Growth
Sales	418	391	6.8%	802	751	6.7%
EBIDTA	28	16	70.2%	51	38	34.1%
<i>EBIDTA margin</i>	6.7%	4.2%	-	6.4%	5.1%	-
Profit Before Tax	14	7	82.5%	27	20	32.6%
<i>PBT margin</i>	3.2%	1.9%	-	3.4%	2.7%	-
Exceptional Item	26	0	-	26	0	-
PBT after Exceptional Item	-13	7	-270.9%	1	20	-95.3%
Tax expenses	-17	3	-714.8%	-13	8	-267.5%
Profit after tax	5	5	5.0%	14	13	4.6%
EPS (Rs.)	1.13	1.08	4.6%	3.19	3.05	4.6%

Figures in ₹ crores

Profit & Loss (Consolidated)

SOMANY

Particulars	Q2'FY20	Q2'FY19	Growth	H1'FY20	Q2'FY19	Growth
Sales	419	390	7.4%	812	769	5.6%
EBIDTA	45	26	69.1%	77	58	33.6%
<i>EBIDTA margin</i>	10.7%	6.8%	-	9.5%	7.5%	-
Profit Before Tax	18	9	108.7%	30	22	33.2%
<i>PBT margin</i>	4.4%	2.3%	-	3.7%	2.9%	-
Exceptional Item	26	0	-	26	0	-
PBT after Exceptional Item	-8	9	-186.8%	4	22	-83.6%
Tax expenses	-17	3	-592.0%	-12	8	-249.9%
Profit after tax	9	5	60.7%	16	14	12.5%
Consolidated Profit after tax	6	5	41.7%	14	13	6.4%
EPS (Rs.)	1.52	1.08	40.7%	3.28	3.08	6.5%

Figures in ₹ crores

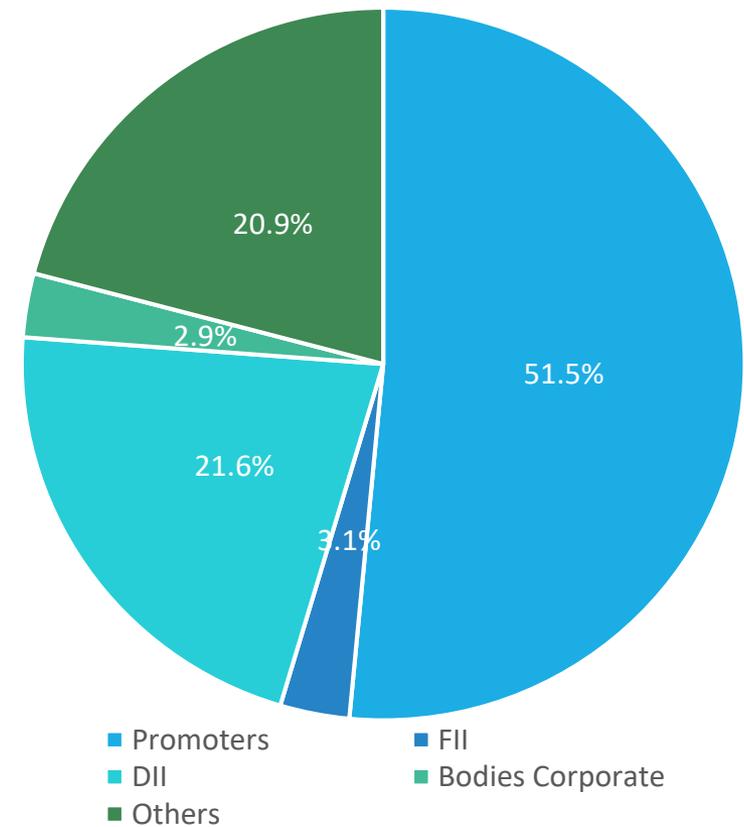
Balance Sheet (Abstract)

Particulars	Standalone		Consolidated	
	H1'FY20	FY 19	H1'FY20	FY 19
Net Worth	595	592	616	613
Non-Controlling Interest	-	-	92	87
Total Debt	316	284	546	573
Debtors	344	410	360	418
Inventories	179	162	299	255
Trade Payable	149	258	190	199
Net Current Assets	447	445	546	600

Figures in ₹ crores

Shareholding as on 30th Sep'2019

Particulars	30 th Sep'2019	30 th Jun'2019
Promoters	51.5%	51.5%
FII	3.1%	3.2%
DII	21.6%	22.6%
Bodies Corporate	2.9%	4.9%
Others	20.9%	17.8%
Equity Shares	42,379,426	42,379,426



For further information, please contact:

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www.somanyceramics.com



CIN - L40200WB1968PLC224116
