



23<sup>rd</sup> May, 2023

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  
**(Script 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  
**(Symbol: SOMANYCERA)**

**Sub: Investor Update for the Q4/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 financial year ended on 31<sup>st</sup> March, 2023.

This is for your information and record.

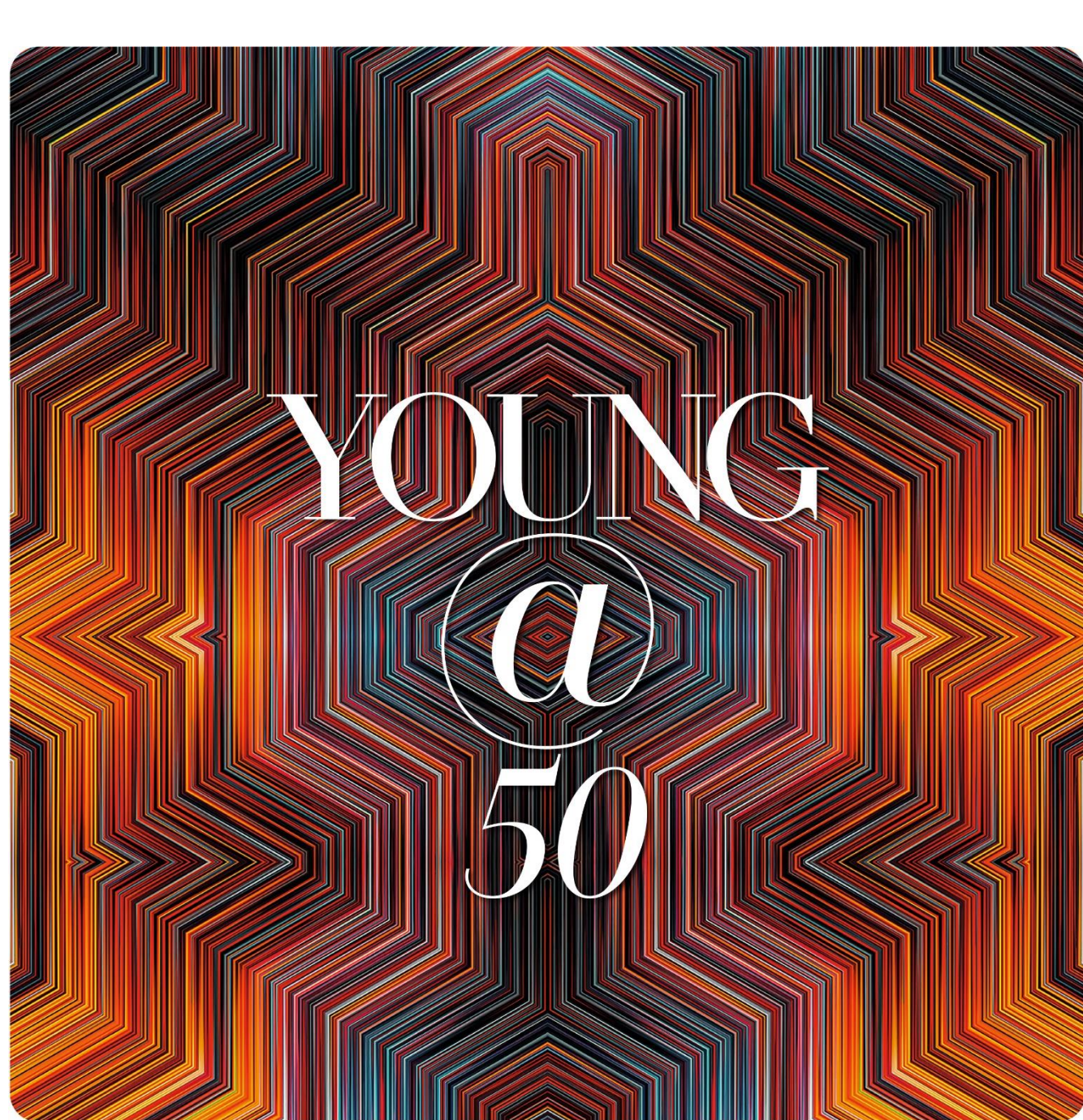
Thanking you,

Yours faithfully,  
For **Somany Ceramics Limited**

**Amrish Julka**  
**Sr. 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. The lines create a sense of depth and movement, resembling a stylized, multi-colored mandala or a topographical map.

# YOUNG @ 50

**SOMANY CERAMICS LIMITED**

**Investor Update – Q4'Fy23/FY23**

*May 23, 2023*

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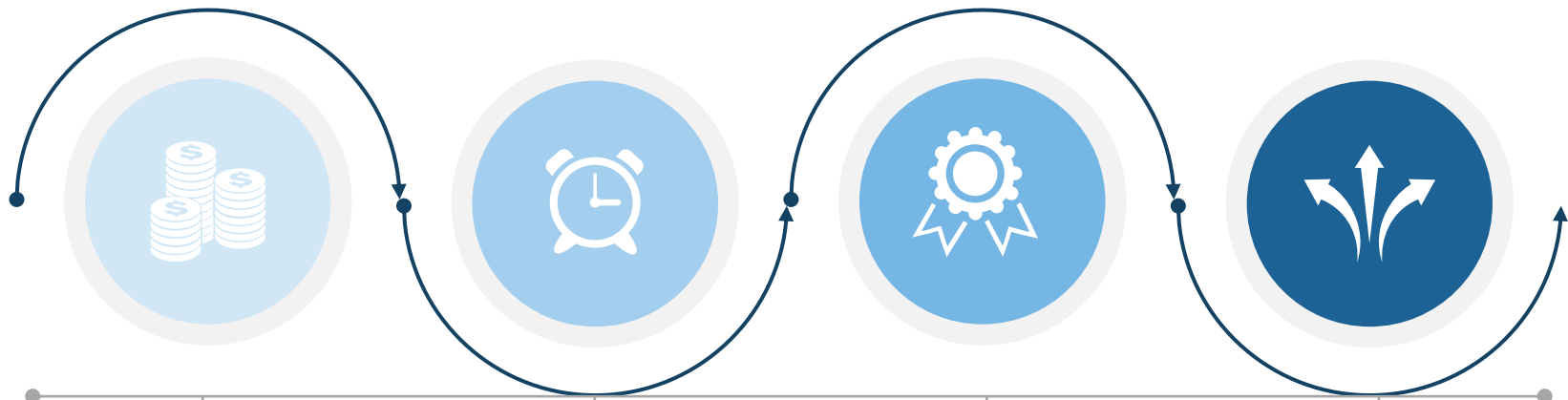
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks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

We witnessed a tough year on account of economic uncertainties all around the world including severe volatility in gas prices. We were able to end the year on a positive note despite all the odds. The volume and value growth of 10% and 18% respectively for FY23 demonstrating the resilience of brand SOMANY.

Q4 continued to witness muted market demand. We reported a topline growth of 10% and 9% YoY and QoQ respectively in Q4. Operating margin improved by 2.4% sequentially on account of decline in input costs including gas price and cost optimisation measures.

We maintain our optimism in the backdrop on overall economic growth in general and increasing application of tiles as a value-added product. We are well equipped to garner the growth opportunities with the demand scenario improving over the coming years.

Further, stability in gas pricing is likely to boost the trade sentiment going forward. Our rigorous cost optimisation measures coupled with the softening of other input costs will enhance the profitability.



## 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 13.54 msm in Q4; Own plants (7.16 msm) and JVs (6.38 msm)
- Capacity Utilisation in Q4 at: 88% in tiles  
55% in sanitaryware  
73% in faucets

## Sales Mix

- Own manufacturing (43%), JVs (32%) & Others (25%)

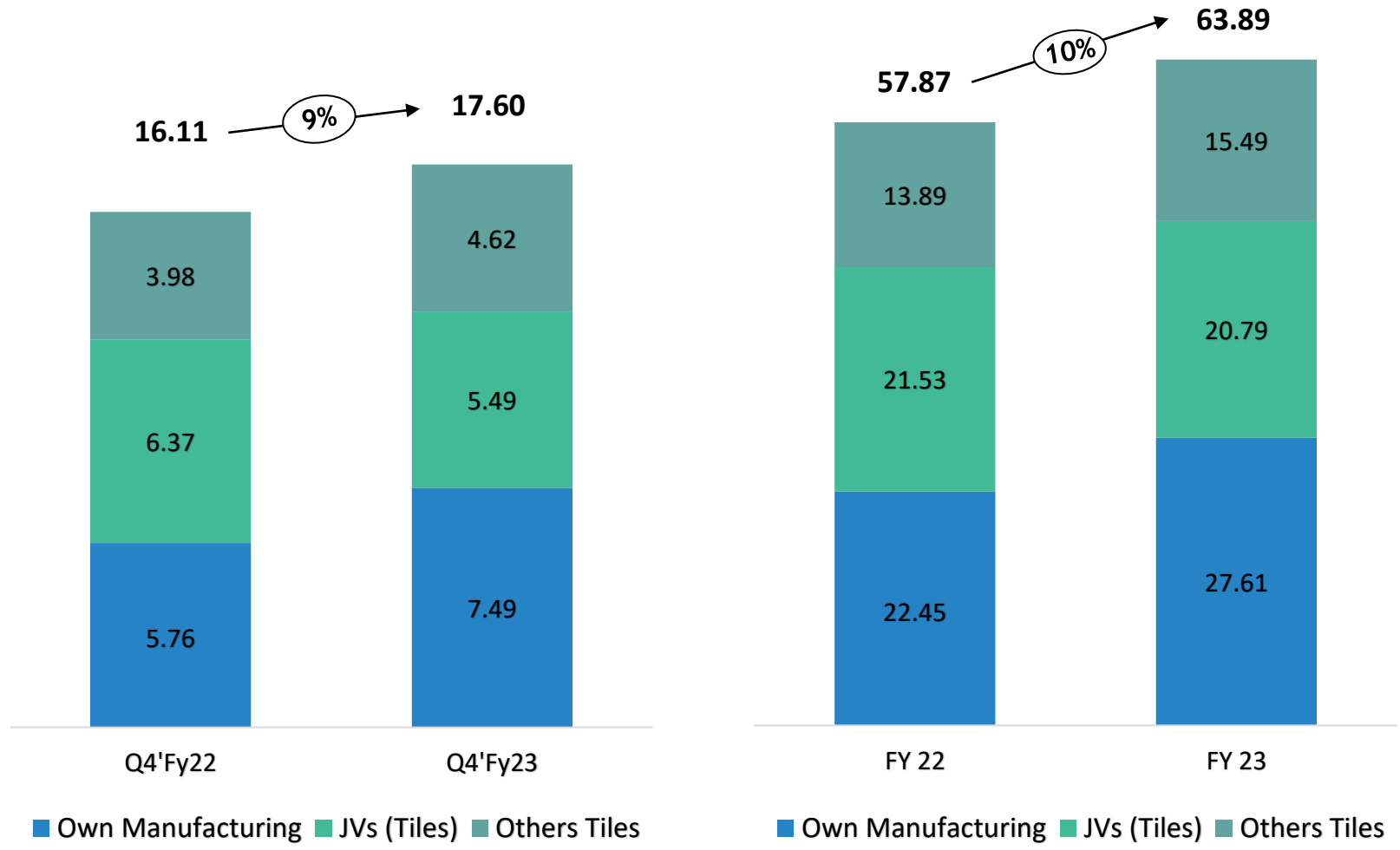
## Financial Snapshot (Standalone)

- Sales growth of 9% to ₹ 668 crores
- PBT and PAT stood at ₹ 37 and ₹ 27 crores respectively

# Sales Volume (Tiles)



## Tiles Volume (msm)



Based on Standalone figures

# Sales Value



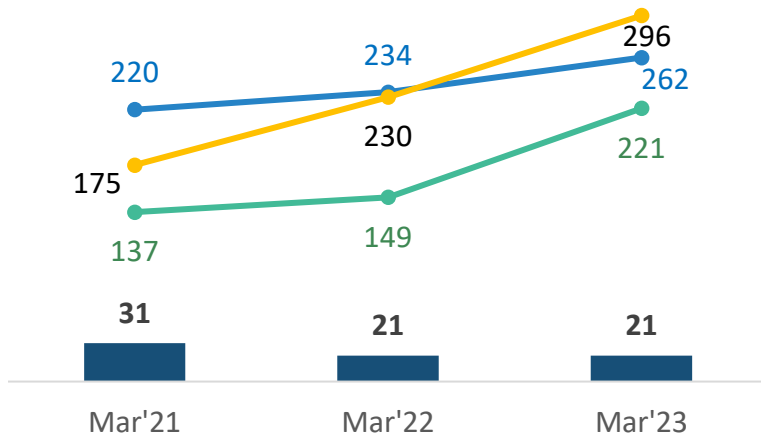
₹ in crores



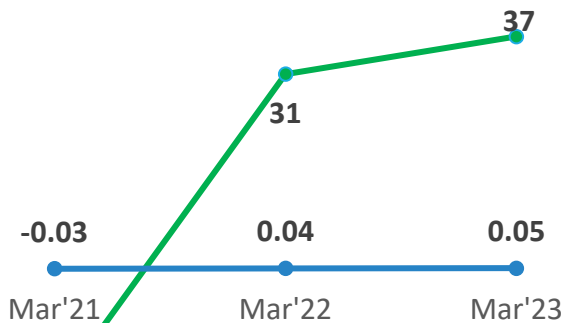
Based on Standalone figures

# Working Capital & Net Debt

## Standalone

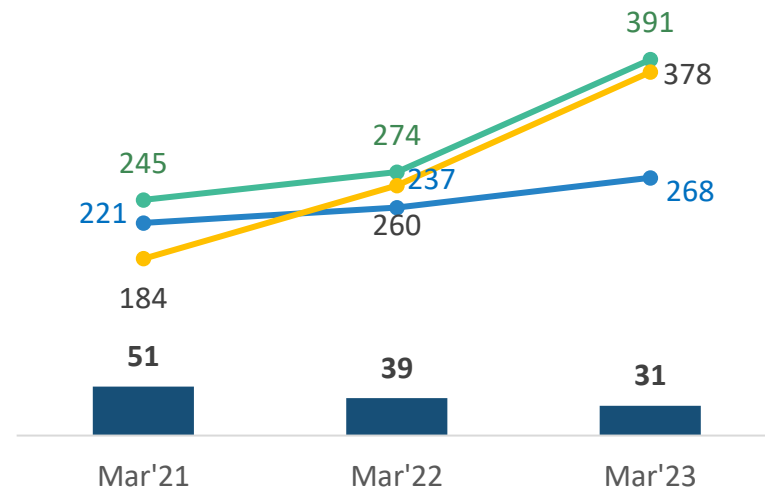


■ Working Capital days     ●— Debtors  
●— Inventories             ●— Trade payable

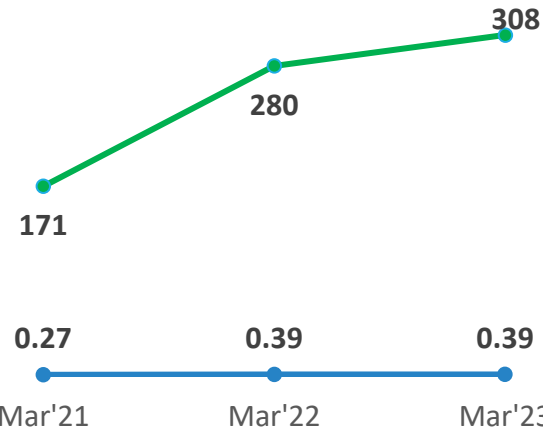


●— Net Debt     ●— Net Debt Equity ratio

## Consolidated



■ Working Capital days     ●— Debtors  
●— Inventories             ●— Trade payable



●— Net Debt     ●— Net Debt Equity ratio

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



# Profit & Loss (Standalone)

**SOMANY**

Particulars	Q4'Fy23	Q4'Fy22	Growth	FY 23	FY 22	Growth
Sales	668	604	10.7%	2426	2061	17.8%
EBIDTA	45	33	34.5%	147	150	(2.4%)
<i>EBIDTA margin</i>	6.7%	5.5%	-	6.0%	7.3%	-
Profit Before Tax	37	22	67.9%	123	117	5.1%
<i>PBT margin</i>	5.5%	3.6%	-	5.1%	5.7%	-
Exceptional Item	0	0	-	1	0	-
PBT after Exceptional Item	37	22	67.9%	122	117	4.2%
Tax expenses	10	6	84.1%	32	29	9.1%
Profit after tax	27	16	62.4%	90	88	2.6%
EPS (Rs.)	6.29	3.87	62.5%	21.21	20.67	2.6%

Figures in ₹ crores

# Profit & Loss (Consolidated)

**SOMANY**

Particulars	Q4'Fy23	Q4'Fy22	Growth	FY 23	FY 22	Growth
Sales	675	612	10.4%	2465	2083	18.3%
EBIDTA	61	51	20.4%	189	207	(8.6%)
<i>EBIDTA margin</i>	9.0%	8.3%	-	7.7%	9.9%	-
Profit Before Tax	34	29	19.3%	95	126	(24.8%)
<i>PBT margin</i>	5.1%	4.7%	-	3.9%	6.1%	-
Exceptional Item	0	0	-	2	0	-
PBT after Exceptional Item	34	29	19.3%	93	126	(26.5%)
Tax expenses	10	8	20.7%	26	33	(21.3%)
Profit after tax	24	21	18.7%	67	93	(28.4%)
PAT - Controlling Interest	24	17	41.6%	71	89	(19.4%)
EPS (Rs.)	5.72	4.04	41.6%	16.83	20.88	(19.4%)

Figures in ₹ crores

# Balance Sheet (Abstract)

SOMANY

Particulars	Standalone		Consolidated	
	FY 23	FY 22	FY 23	FY 22
Fixed Assets (incl. CWIP)	462	459	1,062	979
Loans & Investments	326	251	20	15
Other Non-current Assets	1	2	29	12
Current Assets	679	619	899	786
<b>Total Assets</b>	<b>1,469</b>	<b>1,330</b>	<b>2,011</b>	<b>1,792</b>
Net Worth	783	704	787	726
Non-Controlling Interest	-	-	108	108
Total Debt	176	215	488	477
Other Non-current Liabilities	106	93	118	108
Current Liabilities	404	318	511	374
<b>Total Liabilities</b>	<b>1,469</b>	<b>1,330</b>	<b>2,011</b>	<b>1,792</b>

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

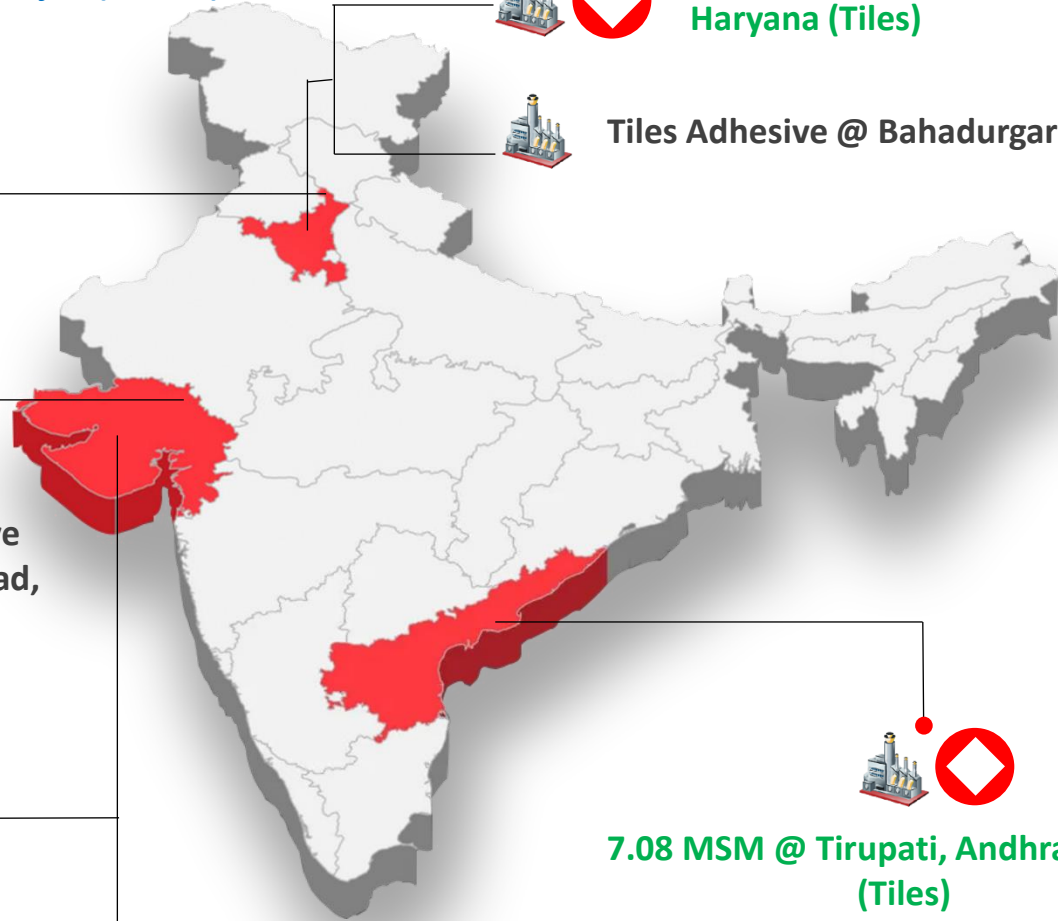
21.33 MSM @ Morbi, Gujarat (Tiles)



7.08 MSM @ Tirupati, Andhra Pradesh (Tiles)



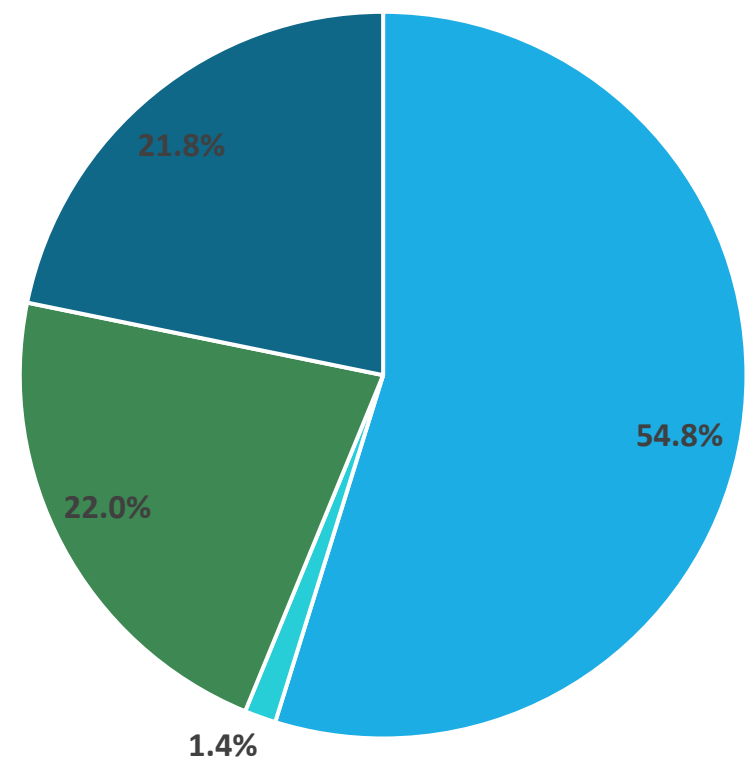
0.78 mn pcs @ Morbi, Gujarat (Sanitaryware)



# Shareholding as on 31<sup>st</sup> Mar'23



Particulars	31 <sup>st</sup> Mar'23	31 <sup>st</sup> Dec'22
Promoters	54.8%	54.8%
FII	1.4%	1.7%
DII	22.0%	20.7%
Others	21.8%	22.8%
Equity Shares	4,24,74,208	4,24,74,208



Equity shares of ₹ 2/- each

■ Promoters ■ FII ■ DII ■ Others

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For further information, please contact:

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[www.somanyceramics.com](http://www.somanyceramics.com)



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