

2<sup>nd</sup> February, 2022

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  
**(Stock 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  
**(Stock Code: SOMANYCERA)**

**Sub: Investor Update for the Q3/9M' FY22.**

Dear Sir,

Please find enclosed herewith Investor update of Somany Ceramics Limited highlighting the performance of the Company during the quarter and nine months ended on 31<sup>st</sup> December, 2021.

This is for your information and record.

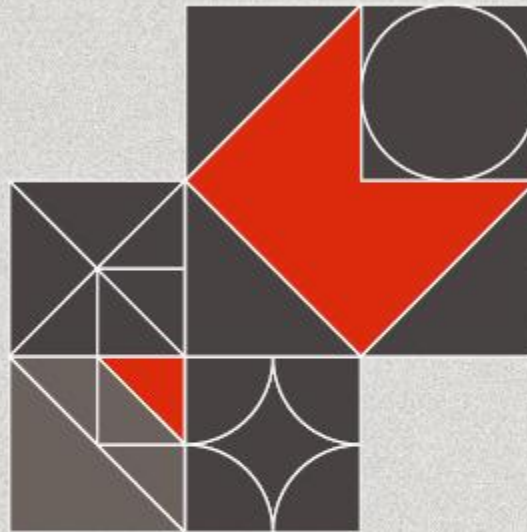
Thanking you,

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 – Q3/9M'Fy22**

***February 2, 2022***

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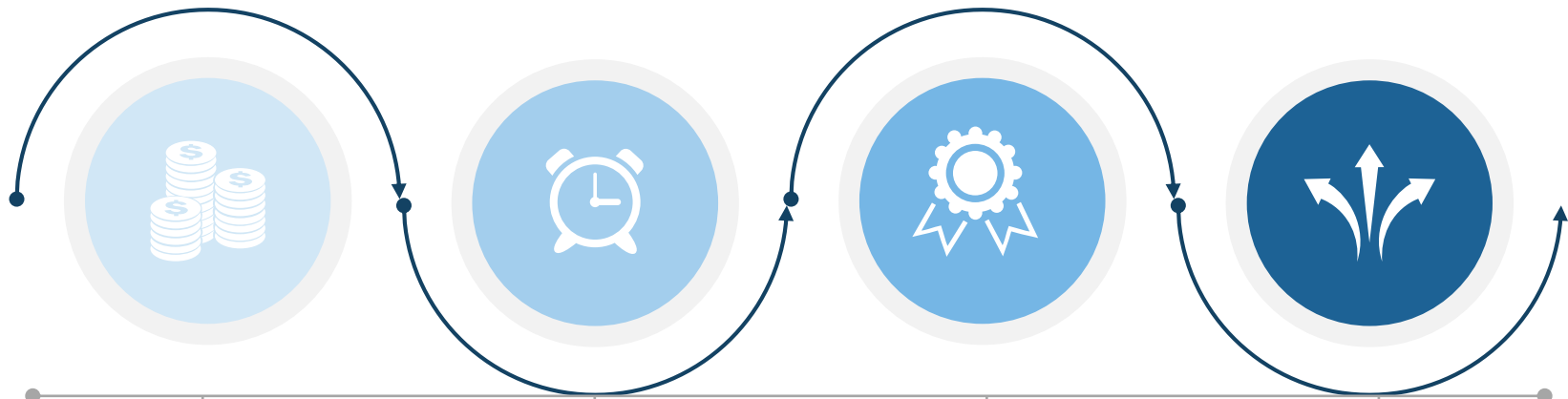
The resilience of Indian economy once again came to the fore as we are anticipating a rebound, in spite of the third wave of pandemic, which has caused a bit of disruption and had a ripple effect on the overall economic activity.

We have reported a growth of 19% as compared to the corresponding quarter last year while maintaining our resolve to credit discipline, which has further improved and has positively affected our working capital. Operating margin during the quarter was under pressure on account of the unprecedented increase in gas price.

Our capacity expansion at all the three locations is at an advanced stage and likely to be completed within this quarter.

We have been relentlessly working on enhancing the visibility of our brand SOMANY and delivering its experience through a 360<sup>o</sup> campaign, which has been our focus area for investment.

Despite the short term abrasions, we maintain our optimism in the backdrop of strong fundamentals of our economy and the promising outlook of the housing sector as elucidated in Union Budget 2022.



## 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 12.50 msm in Q3 from Own plant (6.24 msm) and JVs (6.26 msm)
- Capacity Utilisation in Q3 at: 95% in tiles  
48% in sanitaryware  
102% in faucets

## Sales Mix

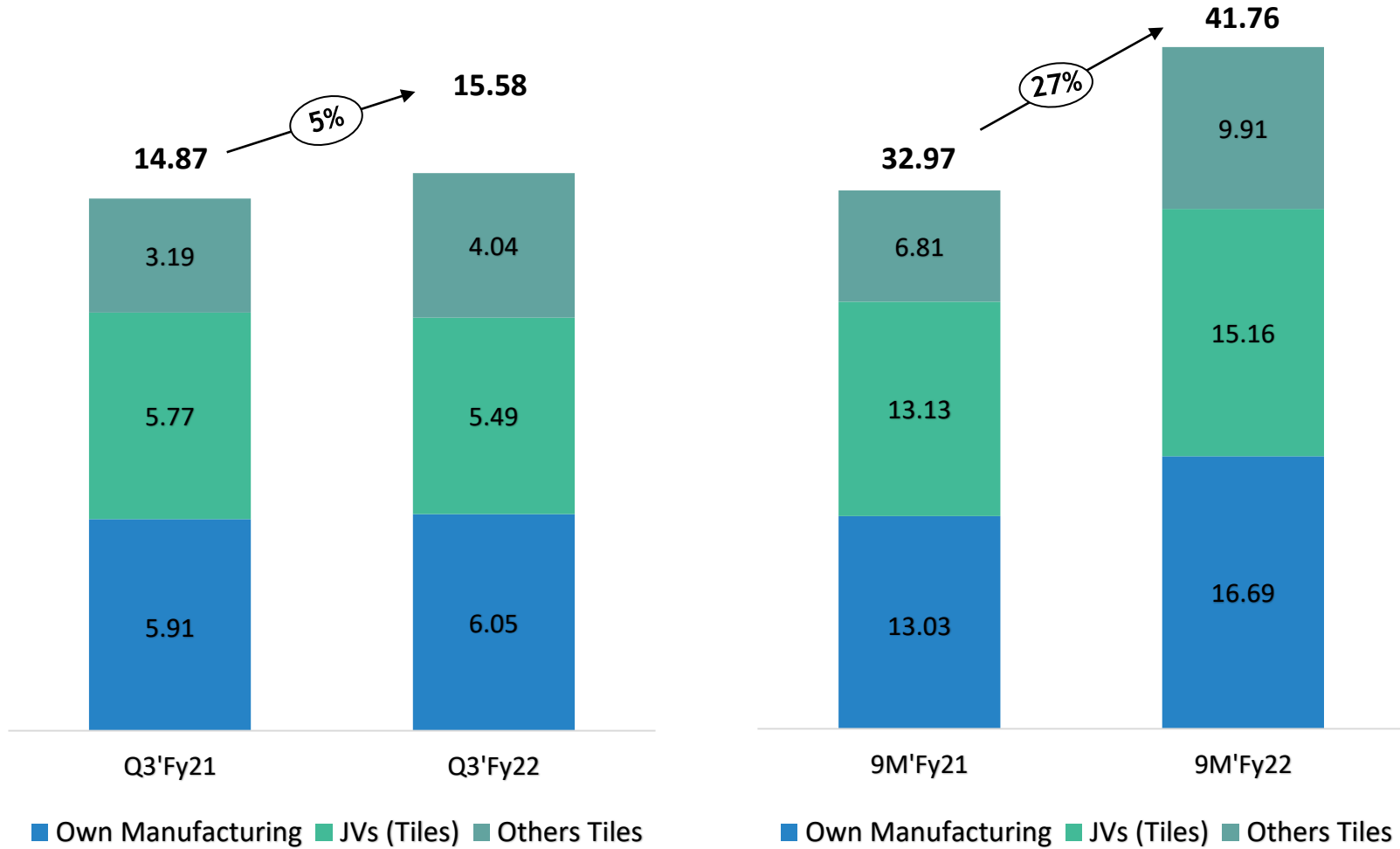
- Own manufacturing (38%), JVs (36%) & Others (26%)

## Financial Snapshot (Standalone)

- Sales growth of 20% to ₹ 578 crores
- PBT increased by 16% to ₹ 40 crores
- PAT increased by 21% to ₹ 31 crores

# Sales Volume (Tiles)

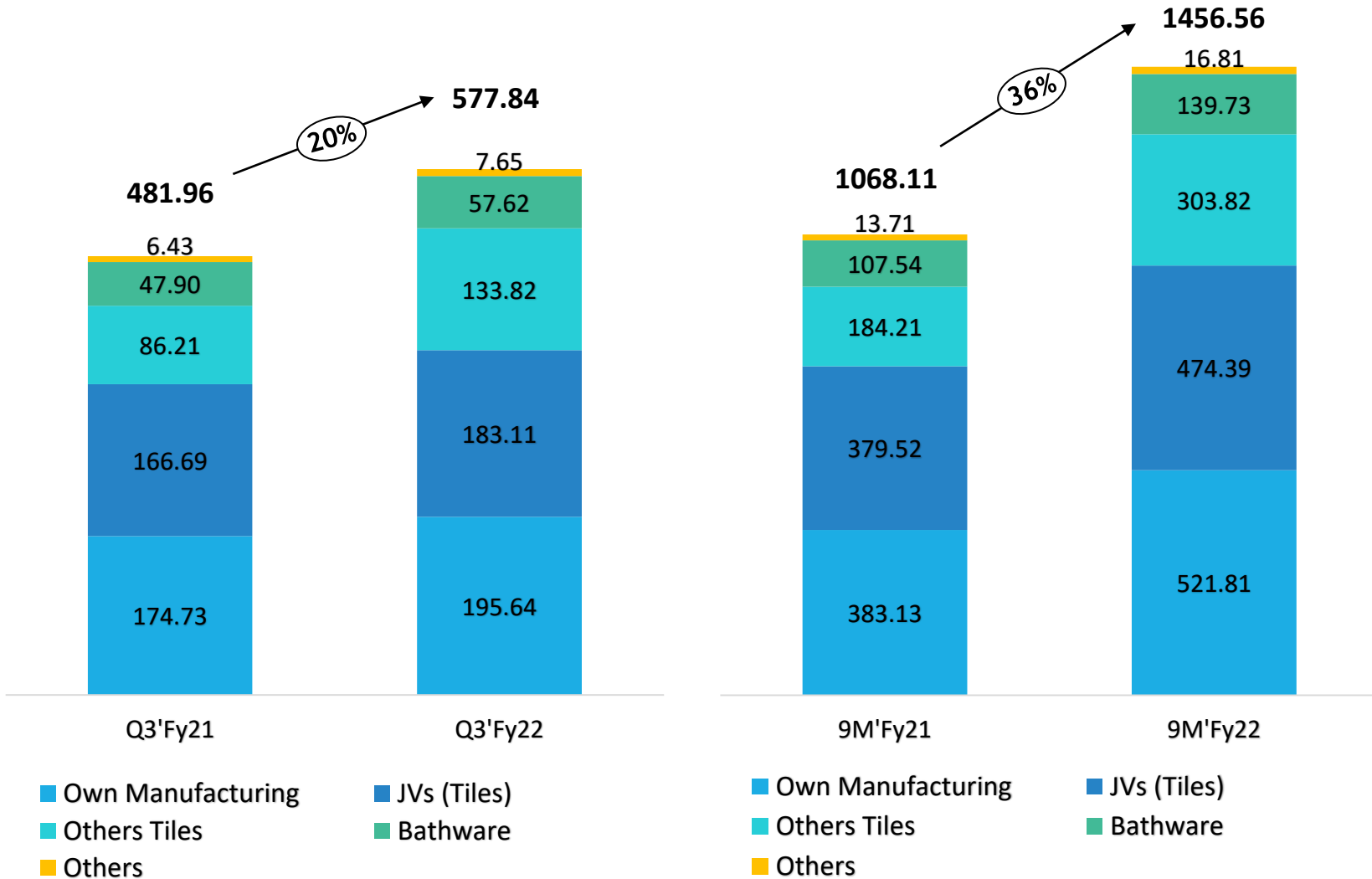
## Tiles Volume (msm)



Based on Standalone figures

# Sales Value

₹ in crores

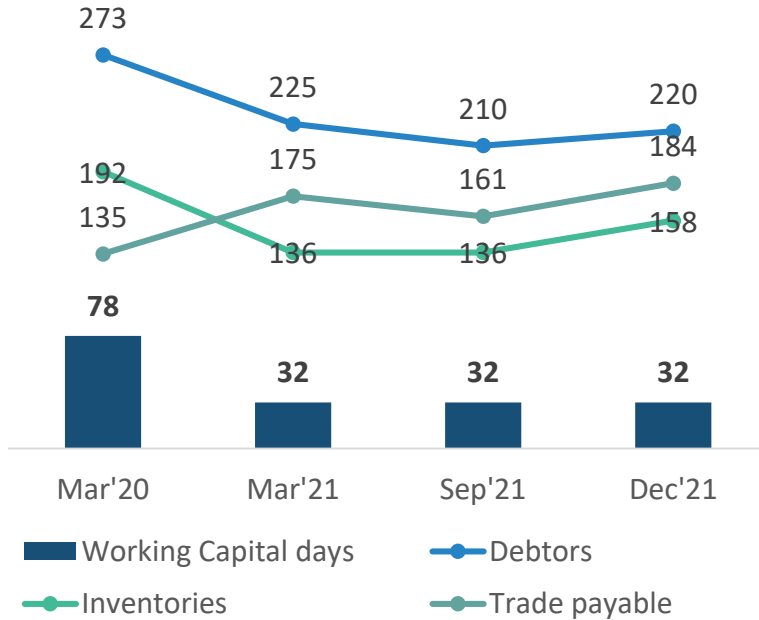


Based on Standalone figures

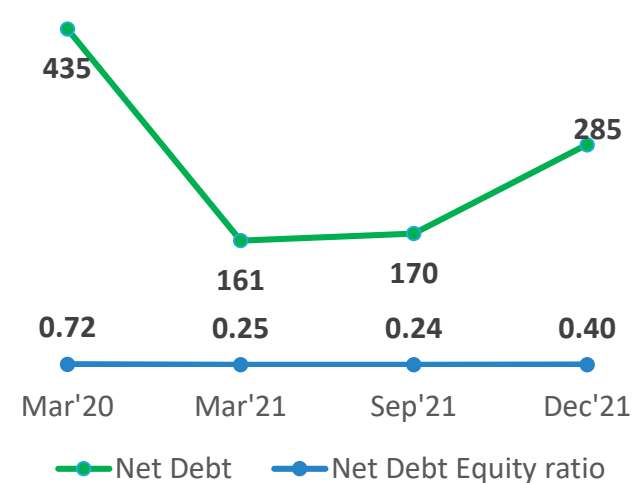
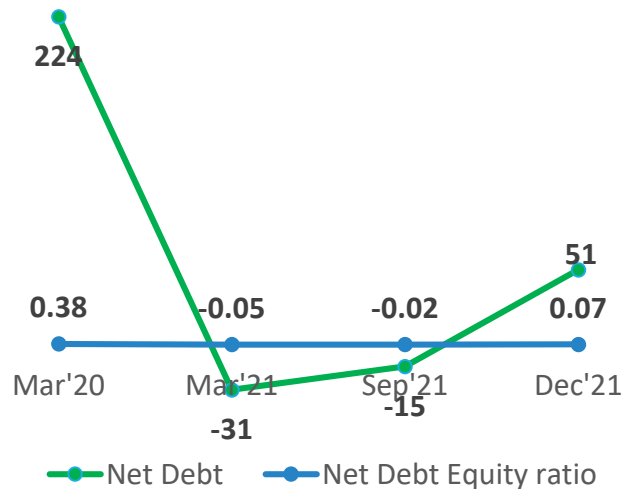
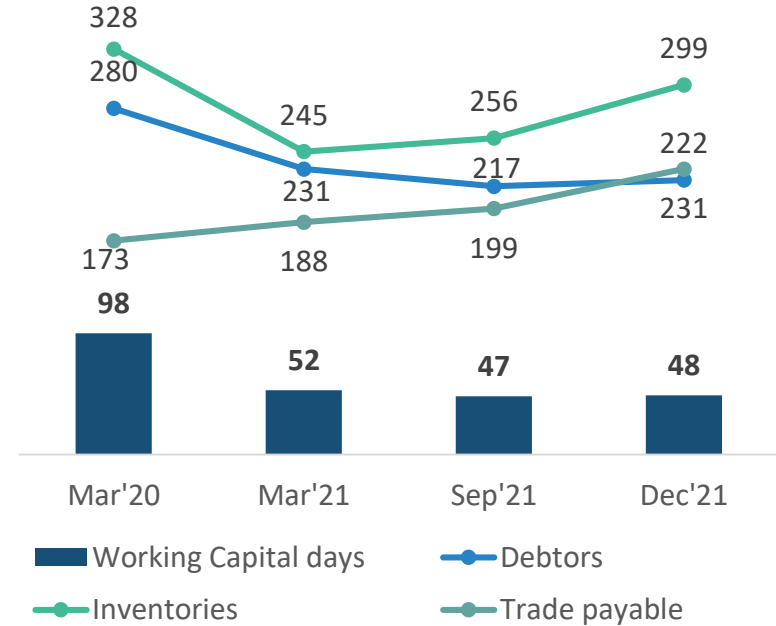


# Working Capital & Net Debt

## Standalone



## Consolidated



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



# Profit & Loss (Standalone)

**SOMANY**

Particulars	Q3'Fy22	Q3'Fy21	Growth	9M'Fy22	9M'Fy21	Growth
Sales	578	482	19.9%	1457	1068	36.4%
EBIDTA	46	44	5.3%	117	71	65.2%
<i>EBIDTA margin</i>	8.0%	9.1%	-	8.0%	6.6%	-
Profit Before Tax	40	34	15.9%	95	38	150.8%
<i>PBT margin</i>	6.8%	7.1%	-	6.5%	3.5%	-
Tax expenses	9	9	1.5%	24	10	145.0%
Profit after tax	31	25	20.7%	71	28	152.8%
EPS (Rs.)	7.24	6.00	20.7%	16.79	6.64	153.0%

Figures in ₹ crores

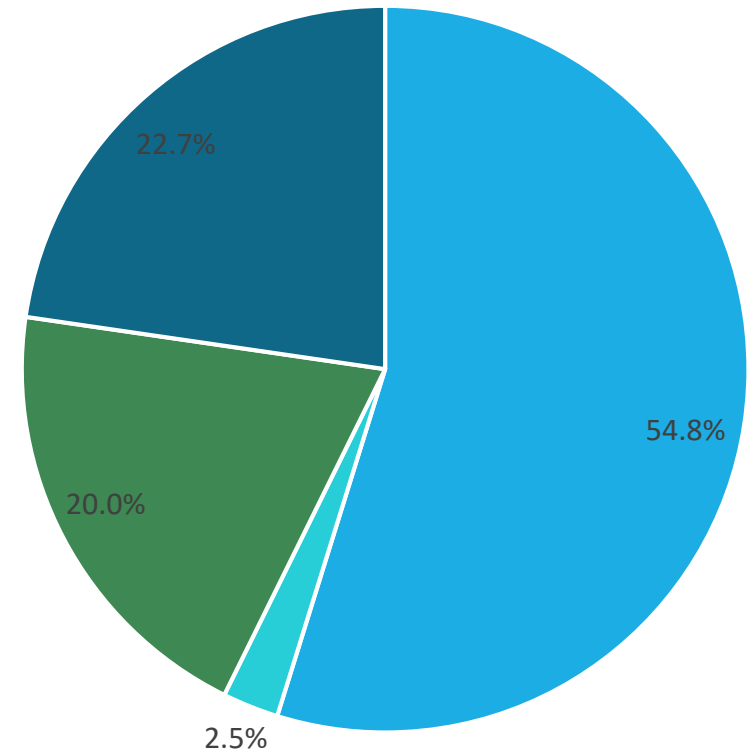
# Profit & Loss (Consolidated)

Particulars	Q3'Fy22	Q3'Fy21	Growth	9M'Fy22	9M'Fy21	Growth
Sales	584	489	19.3%	1471	1080	36.2%
EBIDTA	62	63	-1.2%	154	101	52.5%
<i>EBIDTA margin</i>	10.7%	12.9%	-	10.4%	9.3%	-
Profit Before Tax	44	42	6.5%	98	34	187.0%
<i>PBT margin</i>	7.6%	8.5%	-	6.6%	3.2%	-
Tax expenses	10	11	-5.4%	25	9	191.9%
Profit after tax	34	31	10.6%	73	26	185.4%
PAT - Controlling Interest	32	28	14.9%	72	26	172.4%
EPS (Rs.)	7.57	6.59	14.9%	16.84	6.18	172.5%

Figures in ₹ crores

# Shareholding as on 31<sup>st</sup> Dec'21

Particulars	31 <sup>st</sup> Dec'21	30 <sup>th</sup> Sep'21
Promoters	54.8%	54.8%
FII	2.5%	2.9%
DII	20.0%	19.8%
Others	22.7%	22.5%
Equity Shares	42,379,426	42,379,426



*Equity shares of ₹ 2/- each*

■ Promoters ■ FII ■ DII ■ Others

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For further information, please contact:

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