IS:15622:2006

CM/L 9829610

SOMANY

26.10.2016

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 Q2/H1' FY17.

Dear Sir,

Please find enclosed herewith Investor update of Somany Ceramics Ltd. highlighting the performance of the Company during the quarter ended on 30th September, 2016.

You are requested to take this information on your record.

Thanking you,

Yours faithfully,
For Somany Ceramics Limited

Ambrish Julka
DGM (Legal) and Company Secretary
FCS No.: 4484

Encl: as above

SOMANY CERAMICS LTD.

Investor Update - Q2/H1'FY17

26th October, 2016

Safe Harbor

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Key Message

Reported Sales growth of 10.8% in Q2'FY17 and 8.0% H1'FY17 on YoY basis. PBT grew by 113.6% in Q2'FY17 and 92.2% H1'FY17

PBT margins improved to 7.9% and 7.3% for Q2'FY17 and H1'FY17 respectively; PAT margins improved to 5.2% and 4.8% for Q2'FY17 and H1'FY17 respectively

Investing in Branding & Marketing activities to create an un-parallel Brand experience for our stakeholders; launched Design Studio on Wheels

Organized Brands that focus on Design and Dealer Network development shall remain ahead of the curve

Macro economic factors of Indian economy remain positive and likely to benefit the tile industry in medium to long term; Execution of Government plans towards Housing, Sanitation and Infrastructure creation will lead to increased opportunities for the Buildings Material Sector

Somany Design Studio on Wheels

*The 1st of its kind Design Studio on Wheels aims to expand the reach of '**Brand Somany**' with a plan to travel over 13,000 kms covering 80 cities across India in the next 1 year*

Performance Snapshot

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Sales Volume 01

- ✓ Q2'FY17 – 11.94 MSM with a growth of 10.8% YoY
- ✓ H1'FY17 – 23.02 MSM with a growth of 7.1% YoY

Sales Mix 02

- ✓ Q2/H1'FY17 - Own manufacturing (39%), JV (46%) and Others (15%)

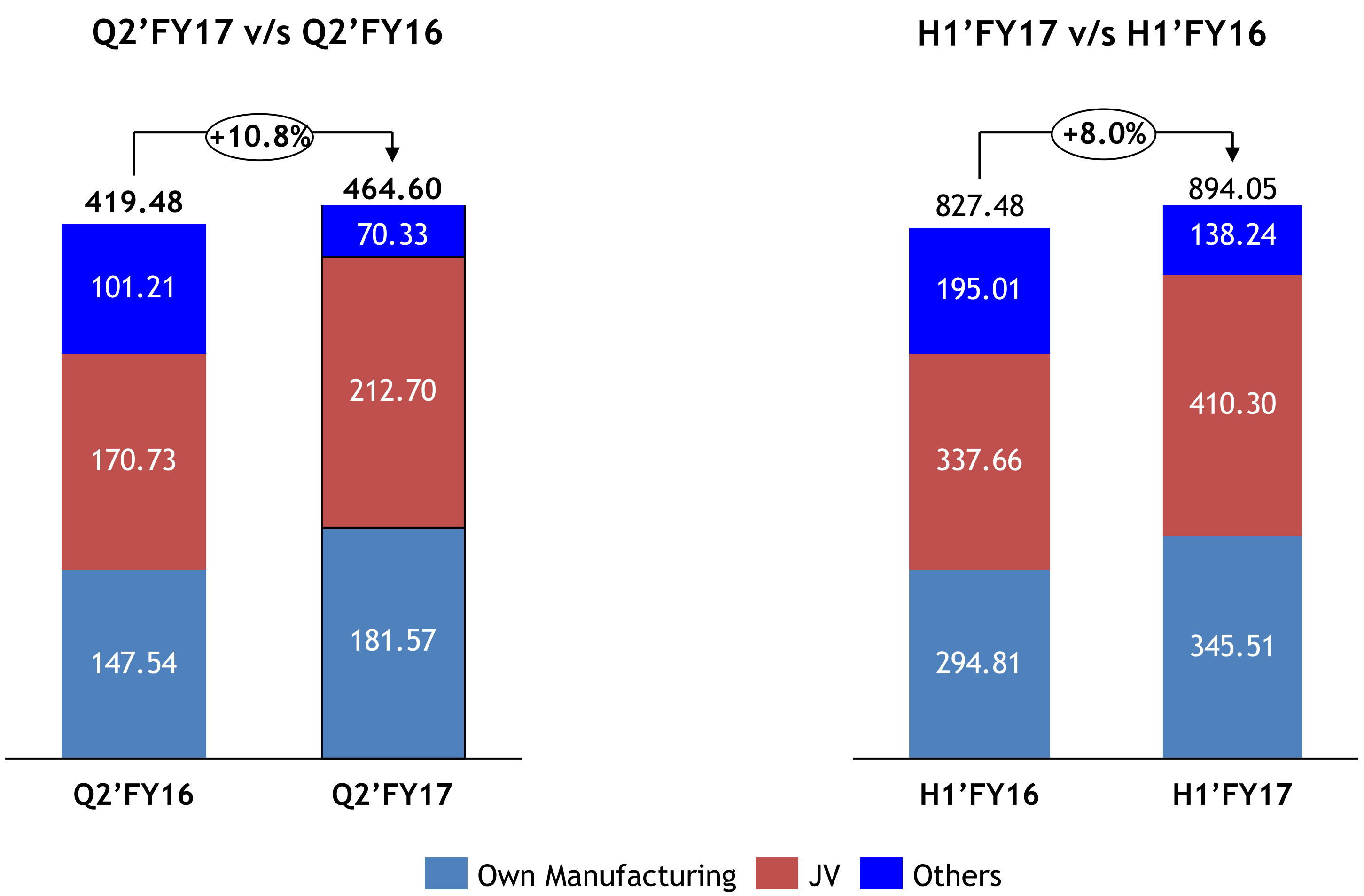
Financial Snapshot 03

- ✓ Q2'FY17 - Sales growth – 10.8% YoY to Rs. 464.60 cr with PBT margin of 7.9%
- ✓ H1'FY17 - Sales growth - 8.0% YoY to Rs. 894.05 cr with PBT margin of 7.3%
- ✓ PAT – Q2'FY17 at Rs. 23.01 cr with a growth of 116.1% YoY and H1'FY17 at Rs. 40.91 cr with a growth of 93.5% YoY

Capacity 04

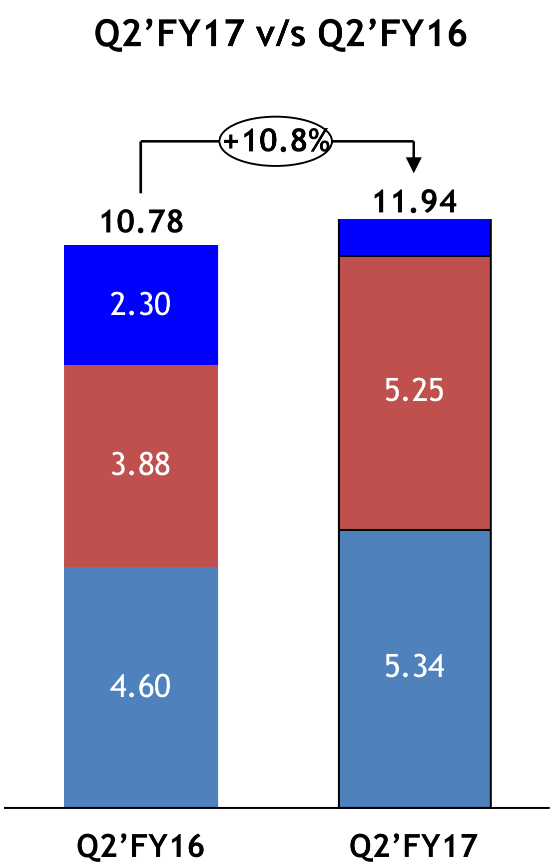
- ✓ Current Access to capacity at ~60 msm p.a.
- ✓ Expanding Capacity in Sanitaryware to 9 lac pcs p.a.

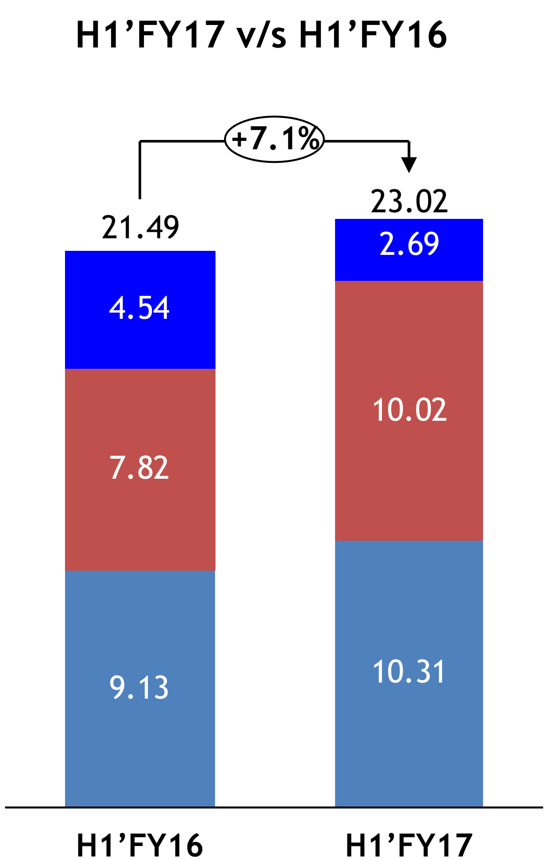
Sales Performance (Gross)



Figures in Rs.cr

Volume Performance - Tiles





Own Manufacturing JV Others

Figures in million square metres

Access to Capacity

Own Plants (Tiles)	Location	Capacity (MSM p.a.)	Capacity Utilization in H1'FY17
Kassar	Haryana	17.13	89%
Kadi	Gujarat	8.42	77%
Subsidiary / Associates Plants (Tiles)	**Equity Stake**	**Capacity (MSM p.a.)**	**Capacity Utilization in H1'FY17**
Amora Tiles Pvt. Ltd.	51%	4.58	71%
Somany Fine Vitrified Pvt. Ltd.	51%	4.29	105%
Vintage Tiles Pvt. Ltd.	50%	2.99	94%
Acer Granito Pvt. Ltd.	26%	5.10	85%
Commander Vitrified Pvt. Ltd.	26%	4.76	82%
Vicon Ceramic Pvt. Ltd.	26%	3.98	74%
Outsourced capacity with no equity stake ~9.00 MSM			
Subsidiary Plant (Sanitaryware)	**Equity Stake**	**Capacity (pcs p.a.)**	**Capacity Utilization in H1'FY17**
Somany Sanitary Ware Pvt. Ltd.	51%	303000	92%

Owned capacity of 25.55 MSM p.a.

Associates'/ Subsidiary's plants current capacity at 25.70 MSM p.a.

Outsourced capacity of ~9.00 MSM p.a.

Current capacity of 303000 pcs p.a.

MSM – million square metres

Profit & Loss – Q2/H1'FY17

Particulars	Q2'FY17	Q2'FY16	*Growth*	H1'FY17	H1'FY16	*Growth*
Gross Sales	**464.60**	**419.48**	***10.8%***	**894.05**	**827.48**	***8.0%***
Net Sales	**444.33**	**403.33**	***10.2%***	**828.44**	**794.79**	***7.7%***
EBIDTA	**44.76**	**29.60**	***51.2%***	**82.21**	**54.88**	***49.8%***
Depreciation	5.84	4.81	*21.4%*	11.58	9.64	*20.1%*
Finance cost	3.78	4.51	*-16.2%*	8.12	8.88	*-8.6%*
PBT Before Exceptional Item	**35.14**	**20.28**	***73.3%***	**62.51**	**36.36**	***71.9%***
Exceptional Item	0.00	3.83	-	0.00	3.83	-
Profit Before Tax	**35.14**	**16.45**	***113.6%***	**62.51**	**32.53**	***92.2%***
Tax expenses	12.13	5.80	*109.1%*	21.60	11.39	*89.6%*
Profit after tax	**23.01**	**10.65**	***116.1%***	**40.91**	**21.14**	***93.5%***
EPS (Rs.)	**5.43**	**2.74**	***98.2%***	**9.65**	**5.44**	***77.4%***

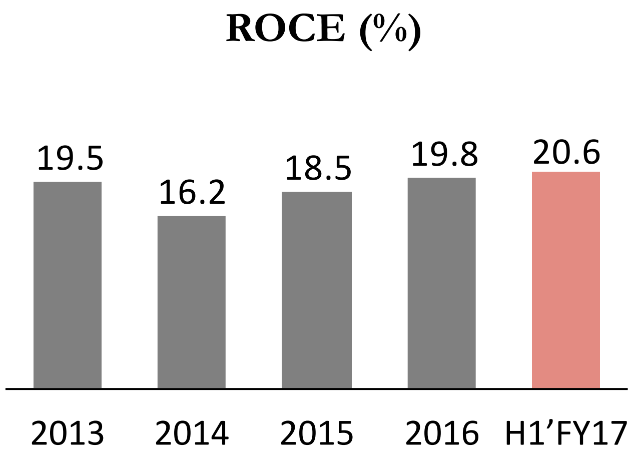
Standalone figures in Rs.cr

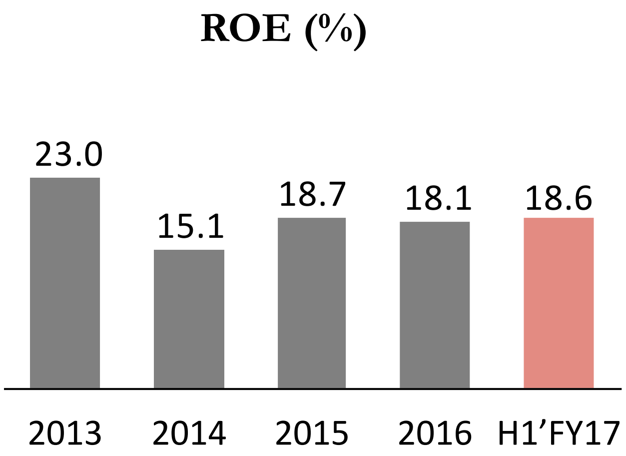
Balance Sheet (Abstract)

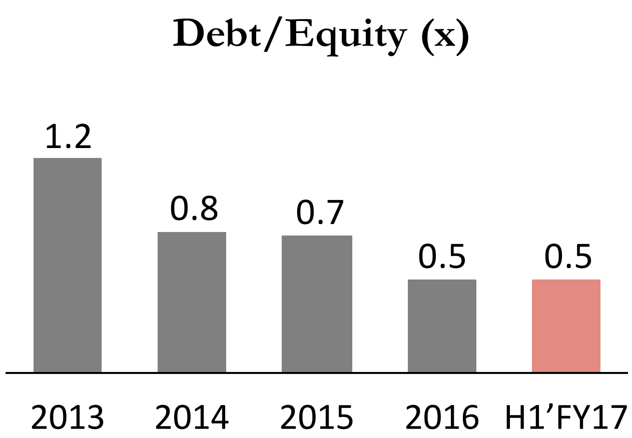
Particulars	Sept'16	Mar'16
Equity Share Capital	8.48	8.48
Reserves & Surplus	452.18	411.27
Net Worth	460.66	419.75
Total Debt	218.76	209.30
Net Block	318.49	312.20
Investments	47.68	36.11
Net Current Assets	326.55	291.99

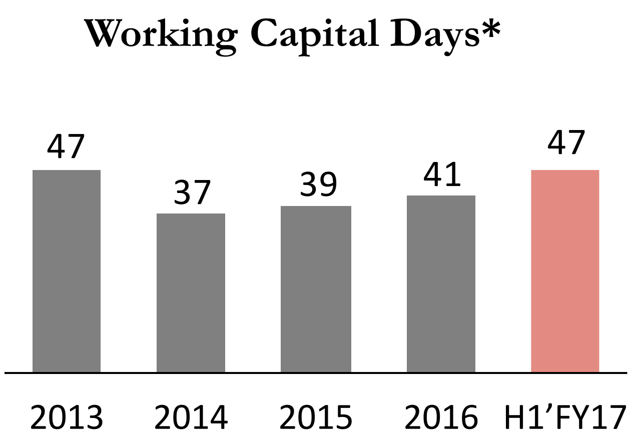
Standalone figures in Rs.cr

Financial Snapshot





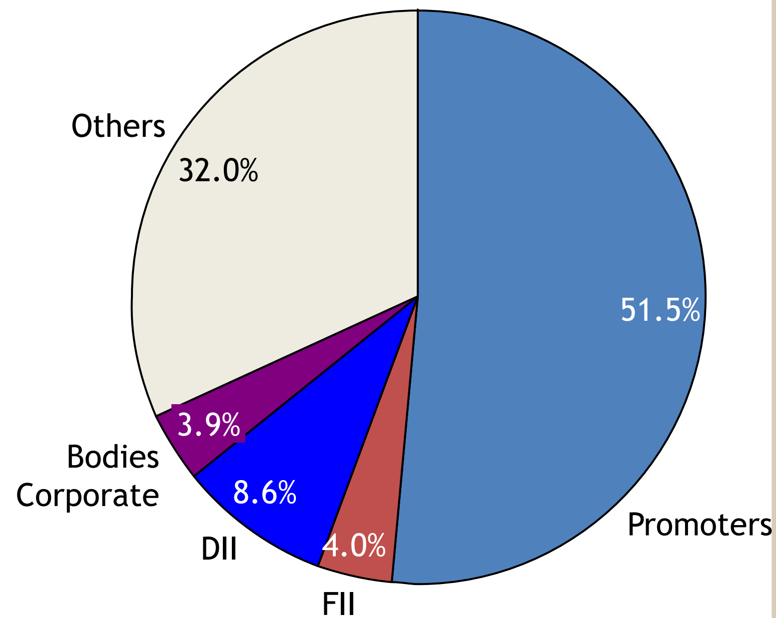




**excludes Current Investment*
Standalone Figures

Shareholding as on 30th September 2016

Particulars	30th Sep'2016	30th Jun'2016
Promoters	51.5%	51.5%
FII	4.0%	5.2%
DII	8.6%	8.0%
Bodies Corporate	3.9%	3.4%
Others	32.0%	31.9%
Equity Shares	**42,379,426**	**42,379,426**



5 Year P&L - Standalone

Particulars	FY'12	FY'13	FY'14	FY'15	FY'16
Net Sales	870	1,046	1,256	1,531	1,721
EBIDTA	75	87	84	104	132
Depreciation	18	20	22	22	21
Finance cost	21	20	18	16	16
Profit before tax	36	47	44	66	91*
Tax expenses	11	15	16	22	30
Profit after tax	25	32	28	44	61
Cash profits	43	53	51	67	86
EPS (Rs.)	7.187	9.16	8.01	11.43	15.33

Figures in Rs. crores
**after exceptional item*

5 Year Balance Sheet - Standalone

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Particulars	Mar'12	Mar'13	Mar'14	Mar'15	Mar'16
Equity Share Capital	7	7	8	8	8
Reserves & Surplus	117	144	213	246	412
Net Worth	124	151	221	254	420
Total Debt	181	176	170	188	209
Net Block	194	209	219	237	312
Investments	6	9	22	24	36
Net Current Assets	128	133	165	188	292

Figures in Rs. crores

5 Year P&L - Consolidated

Particulars	FY'12	FY'13	FY'14	FY'15	FY'16
Net Sales	876	1,050	1,261	1,535	1,710
EBIDTA	75	88	84	115	152
Depreciation	18	20	21	26	28
Finance cost	21	20	19	21	22
Profit before tax	36	48	44	68	97*
Tax expenses	11	16	15	22	31
Profit after tax	25	32	29	46	66
Cash Profit	43	53	53	74	97
EPS (Rs.)	7.28	9.28	8.25	11.94	16.25

Figures in Rs. crores
**after exceptional item*

5 Year Balance Sheet - Consolidated

SOMANY

Particulars	Mar'12	Mar'13	Mar'14	Mar'15	Mar'16
Equity Share Capital	7	7	8	8	8
Reserves & Surplus	121	146	215	250	420
Net Worth	126	153	223	258	428
Minority Interest	-	-	4	5	20
Total Debt	181	177	189	210	264
Net Block	194	209	243	265	387
Investments	5	9	18	20	20
Net Current Assets	130	136	171	201	321

Figures in Rs. crores

For further information, please contact:

Company :	Investor Relations Advisors :
Somany Ceramics Ltd. CIN - L40200DL1968PLC005169 Mr. R. K. Lakhotia, VP – Finance fin@somanytiles.co.in www.somanyceramics.com	Strategic Growth Advisors Pvt. Ltd. CIN - U74140MH2010PTC204285 Ms. Payal Dave /Mr. Shogun Jain dpayal@sgapl.net / jshogun@sgapl.net +91 9819916314 / +91 7738377756 www.sgapl.net