

15th November, 2017

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

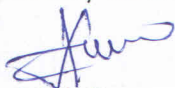
Sub: Investor update for the Q2/ H1'FY18.

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, 2017.

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
M No.: F4484

Encl: as above





SOMANY



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version 2.0

SOMANY CERAMICS LTD.

Investor Update - Q2/H1'FY18

November 15, 2017

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The optimism post GST shared in our last message on Q1 results, started showing in Q2 numbers reflecting top line growth of 5.2% (on like to like basis) compared to de-growth in Q1.

Profit after tax (PAT) remained marginally lower for the quarter at Rs. 21.25 crores (after exceptional expense of Rs. 1.41 crores) as compared to Rs. 23.77 crores in the corresponding quarter last year.

The modernization and upgradation plan of certain production lines as Kassar (Haryana) plant to produce value added ceramic tiles got completed and went on stream today.

We launched ***Ceramic Polished*** range in Ceramic tiles and two new product ranges namely, ***Duragres Tesoro*** and ***Duragres Artista*** in Duragres (GVT) to enrich our offerings further for customers who have penchant for interior decoration, stone work, mosaic, murals and patterns.

Towards rationalizing and providing further fillip to the industry, the GST rates on tile and sanitary wares were pruned to 18% from 28% effective November 15, 2017. This rate reduction backed by adequate enforcement would help narrow price delta between the organised and unorganised players. This would also reduce working capital cycle of the industry. This move was much awaited and Government of India deserves to be applauded for this.

As always, we continue to be very bullish for the future of our industry !!!

Sales Volume

- ✓ Q2'FY18 tiles volume stood at 12.45 MSM against 11.95 MSM in Q2'FY17

Sales Mix

- ✓ Q2'FY18 - Own manufacturing (36%), JVs (41%) & Others (23%)

Financial Snapshot

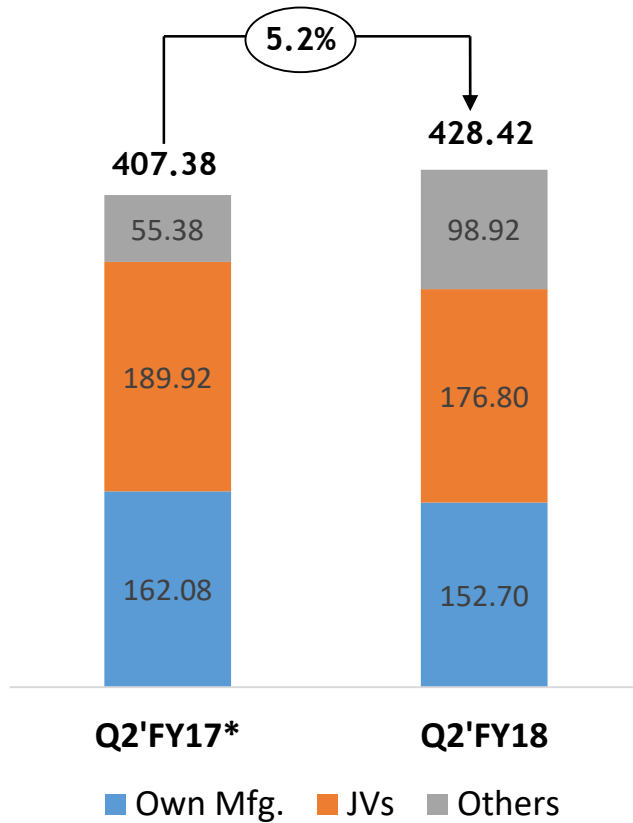
- ✓ Sales of Rs. 428.42 cr in Q2'FY18
- ✓ PBT and PAT stood at Rs. 34.17 cr and 21.25 cr respectively for Q2'FY18

Capacity

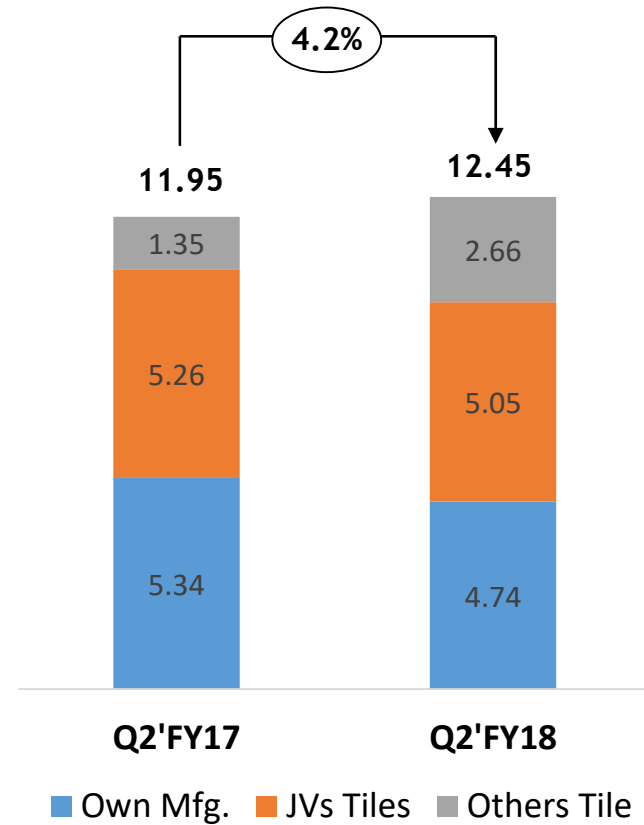
- ✓ Current Access to capacity at ~61 msm p.a.
- ✓ Overall capacity utilisation (own and JV plants) is 87% in Q2'FY18
- ✓ To add 3.8 msm ceramic wall tile capacity under JV

Sales Mix – Q2

Sales Value (Rs. in crores)



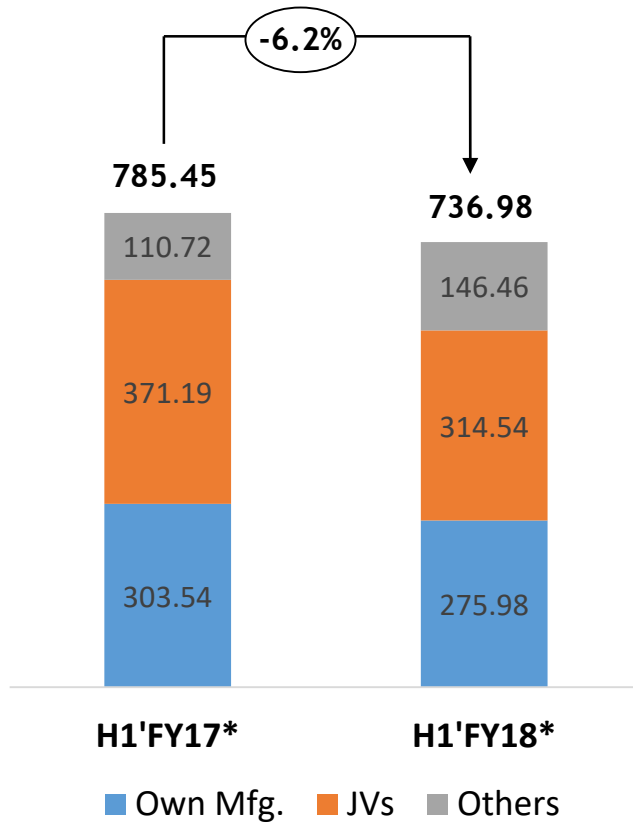
Tiles Volume (in msm)



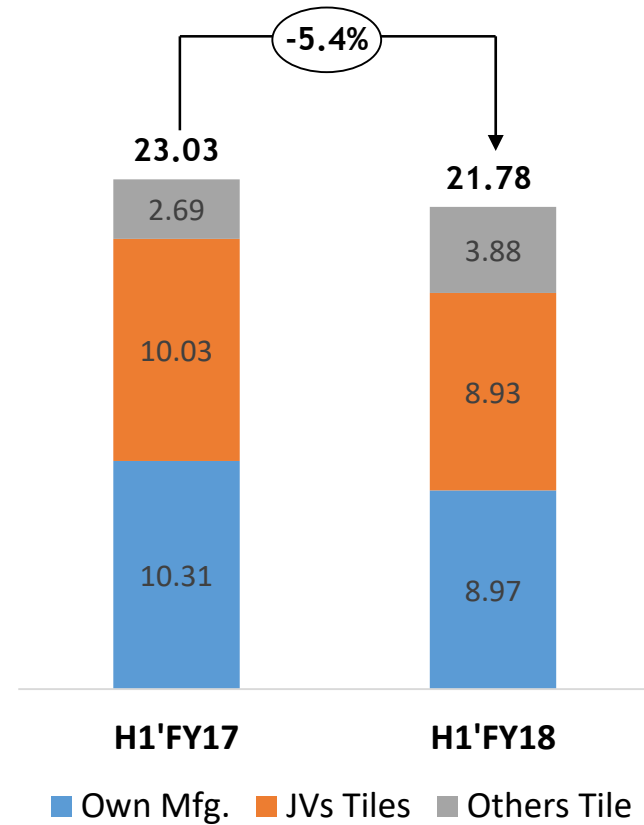
** Recomputed for like to like comparison*

Sales Mix – H1

Sales Value (Rs. in crores)



Tiles Volume (in msm)



** Recomputed for like to like comparison*

Access to Capacity

Own Plants (Tiles)	Location	Capacity (MSM p.a.)	Capacity Utilization in H1'FY18	
Kassar	Haryana	17.13	75%	Owned capacity of 23.78 MSM p.a.
Kadi	Gujarat	6.65	89%	
Subsidiary / Associates Plants (Tiles)	Equity Stake	Capacity (MSM p.a.)	Capacity Utilization in H1'FY18	
Amora Tiles Pvt. Ltd.	51%	4.58	86%	Associates' / Subsidiary's plants current capacity at 25.71 MSM p.a.
Somany Fine Vitrified Pvt. Ltd.	51%	4.29	116%	
Vintage Tiles Pvt. Ltd.	50%	4.80	76%	
Acer Granito Pvt. Ltd.	26%	3.30	85%	
Commander Vitrified Pvt. Ltd.	26%	4.76	79%	
Vicon Ceramic Pvt. Ltd.	26%	3.98	98%	
Outsourced capacity with no equity stake ~9.00 MSM				Outsourced capacity of ~9.00 MSM p.a.
Subsidiary Plant (Sanitaryware)	Equity Stake	Capacity (mn pcs p.a.)	Capacity Utilization in H1'FY18	
Somany Sanitary Ware Pvt. Ltd.	51%	1.15	48%	Sanitaryware capacity of 1.15 mn pcs p.a.

MSM - million square metres

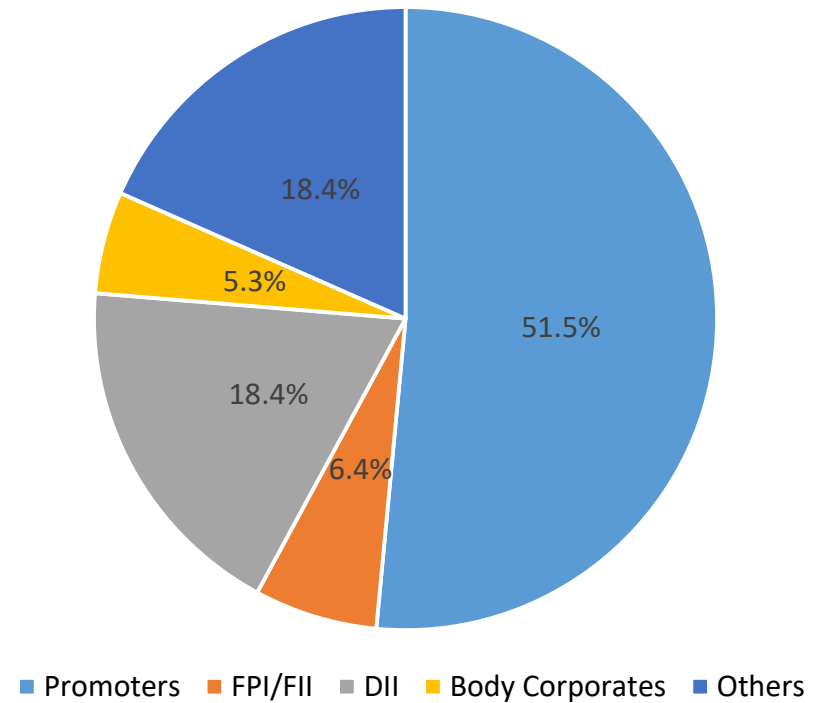
Profit & Loss – Q2/H1'FY17

Particulars	Q2'FY18	Q2'FY17	Growth	H1'FY18	H1'FY17	Growth
Net Sales (as published)	428.42	458.30	-	775.53	883.63	-
Net Sales (Recomputed)*	428.42	407.36	5.2%	736.97	785.43	-6.2%
EBIDTA	45.12	45.35	-0.5%	65.72	82.24	-20.1%
Depreciation	6.41	4.90	30.8%	12.01	9.71	23.7%
Finance cost	4.54	3.78	20.1%	8.53	8.12	5.0%
Profit Before Tax	34.17	36.67	-6.8%	45.18	64.41	-29.9%
Exceptional Item	1.41	0.00	-	3.11	0.00	-
PBT after Exceptional Item	32.76	36.67	-10.7%	42.07	64.41	-34.7%
Tax expenses	11.51	12.90	-10.8%	14.81	22.50	-34.2%
Profit after tax	21.25	23.77	-10.6%	27.26	41.91	-35.0%
EPS (Rs.)	5.01	5.61	-10.7%	6.43	9.88	-34.9%

* On account of GST adjustment for like to like comparison
Standalone figures in Rs. crores

Shareholding as on 30th Sep. 2017

Particulars	30 th Sep'2017	30 th June'2017
Promoters	51.5%	51.5%
FPI/FII	6.4%	6.3%
DII	18.4%	17.5%
Bodies Corporate	5.3%	5.7%
Others	18.4%	19.0%
Equity Shares	42,379,426	42,379,426



5 Year P&L - Standalone

Particulars	FY'13	FY'14	FY'15	FY'16	FY'17
Net Sales	1,046	1,256	1,531	1,721	1,828
EBIDTA	87	84	104	132	179
Depreciation	20	22	22	21	25
Finance cost	20	18	16	16	17
Profit before tax	47	44	66	91*	133*
Tax expenses	15	16	22	30	47
Profit after tax	32	28	44	61	86
Cash profits	53	51	67	86	115
EPS (Rs.)	9.16	8.01	11.43	15.33	20.31

*Figures in Rs. crores
after exceptional item

5 Year Balance Sheet - Standalone

Particulars	Mar'13	Mar'14	Mar'15	Mar'16	Mar'17
Equity Share Capital	7	8	8	8	8
Reserves & Surplus	144	213	246	412	498
Net Worth	151	221	254	420	506
Total Debt	176	170	188	209	234
Net Block	209	219	237	312	319
Investments	9	22	24	36	51
Net Current Assets	133	165	188	292	386

Figures in Rs. crores

5 Year P&L - Consolidated

Particulars	FY'13	FY'14	FY'15	FY'16	FY'17
Net Sales	1,050	1,261	1,535	1,704	1,795
EBIDTA	88	84	115	152	207
Depreciation	20	21	26	28	35
Finance cost	20	19	21	22	34
Profit before tax	48	44	68	97*	144*
Tax expenses	16	15	22	31	50
Profit after tax	32	29	46	65	93
Cash Profit	53	53	74	97	132
EPS (Rs.)	9.28	8.25	11.94	16.25	21.96

Figures in Rs. crores
**after exceptional item*

5 Year Balance Sheet - Consolidated

Particulars	Mar'13	Mar'14	Mar'15	Mar'16	Mar'17
Equity Share Capital	7	8	8	8	8
Reserves & Surplus	146	215	250	420	505
Net Worth	153	223	258	428	513
Minority Interest	-	4	5	20	27
Total Debt	177	189	210	264	291
Net Block	209	243	265	387	411
Investments	9	18	20	20	34
Net Current Assets	136	171	201	321	417

Figures in Rs. crores

For further information, please contact:

Mr. R.K. Lakhotia, Vice President - Finance
fin@somanytiles.co.in

Visit us at: www.somanyceramics.com