



15th May, 2024

BSE Limited
Phiroze Jeejeebhoy
Towers,
Dalal Street, Fort,
Mumbai — 400 001
Scrip Code: 531548

National Stock Exchange of India Ltd.
(NSE)
Exchange Plaza,
Bandra Kurla Complex, Bandra (E),
Mumbai — 400 051
Symbol: SOMANYCERA

Sub: Investor Update for the Q4/FY23-24.

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 31st March, 2024.

The Investor update may also be accessed on the website of the Company www.somanyceramics.com.

This is for your information & records.

Thanking you,

Yours faithfully,
For **Somany Ceramics Limited**

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

Encl: as above





Ambitious & Resilient

SOMANY CERAMICS LIMITED

Investor Update – Q4'Fy24

May 15, 2024

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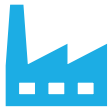
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We have continued to witness a challenging environment primarily driven by softer demand in domestic market and lower exports due to global issues. Despite the odds, we have closed the quarter and the year on a positive note.

We reported a sales growth of 8% to INR 732 crores from 675 crores in the corresponding quarter of last year. Operating margin improved by 190 bps YoY (11% in Q4 compared to 9% in Q4 last year) and 210 bps on annual basis, taking it to 10%. Our PBT and PAT increased by 41% and 27% to INR 48 crores and 31 crores respectively in Q4. This is primarily on account of stable input costs coupled with the continuous efforts on cost optimisation. Further, the operating performance of joint ventures have improved and expected to give better results going forward.

We are optimistic about the future, anticipating a positive shift in the domestic demand landscape in the upcoming years, particularly from the second half of the current fiscal. This optimism is underpinned by several factors such as (i) rebound in domestic demand, driven by the lag effect of new construction projects, where tiles are typically applied during the finishing stages; (ii) expected growth acceleration in the real estate sector, which is poised to contribute significantly to the domestic market environment; (iii) continued momentum in exports, which are expected to provide further support to the Indian tile industry.



Capacity

Tiles capacity of ~80 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 13.41 msm; Own plants (6.24 msm) and JVs (7.17 msm)

Capacity Utilisation in Q4 at:

- 89% in tiles
- 39% in sanitaryware
- 99% in faucets



Sales Mix (Standalone)

Own manufacturing (30%), JVs (37%) & Others (33%)

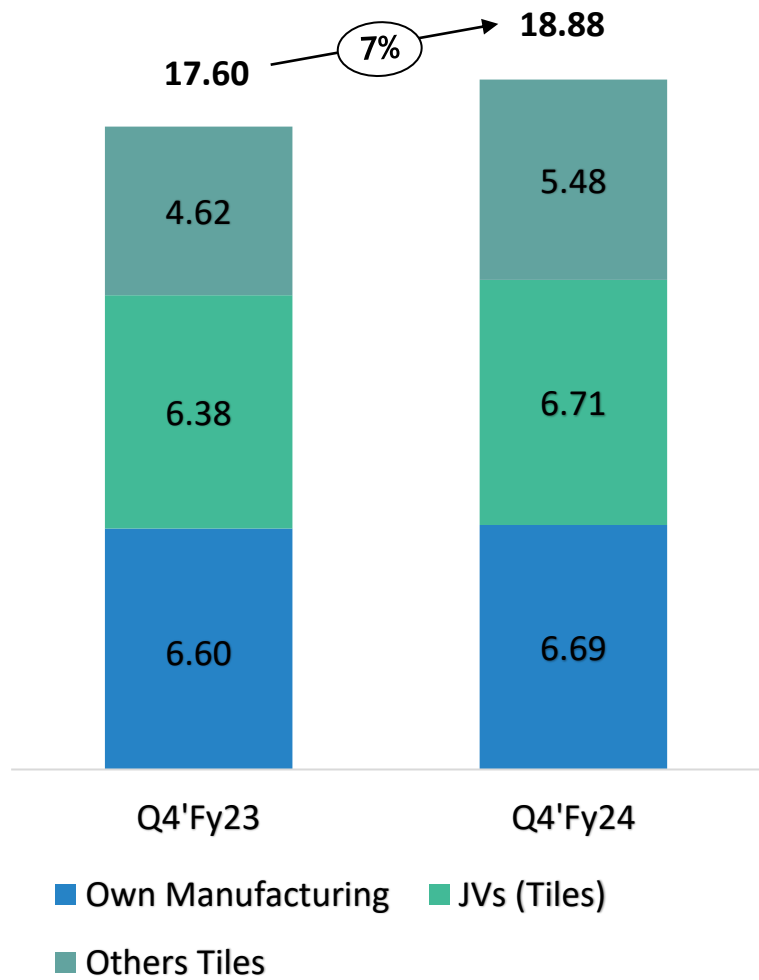


Financial (Standalone)

Sales increased by 6% to ₹ 709 crores

PBT and PAT stood at ₹ 41 and ₹ 30 crores respectively

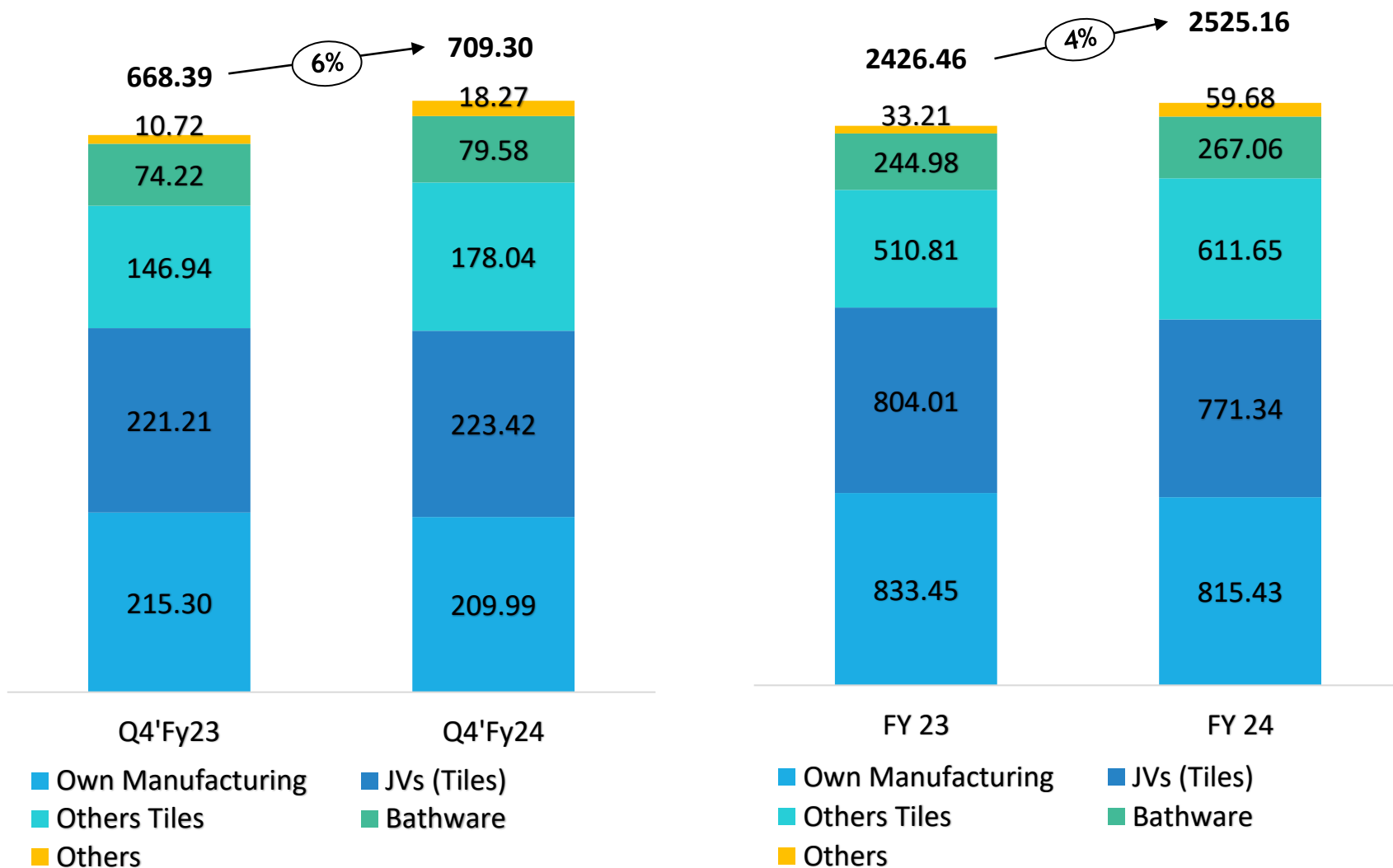
Tiles Volume (msm)



Based on Standalone figures

Sales Performance (Value)

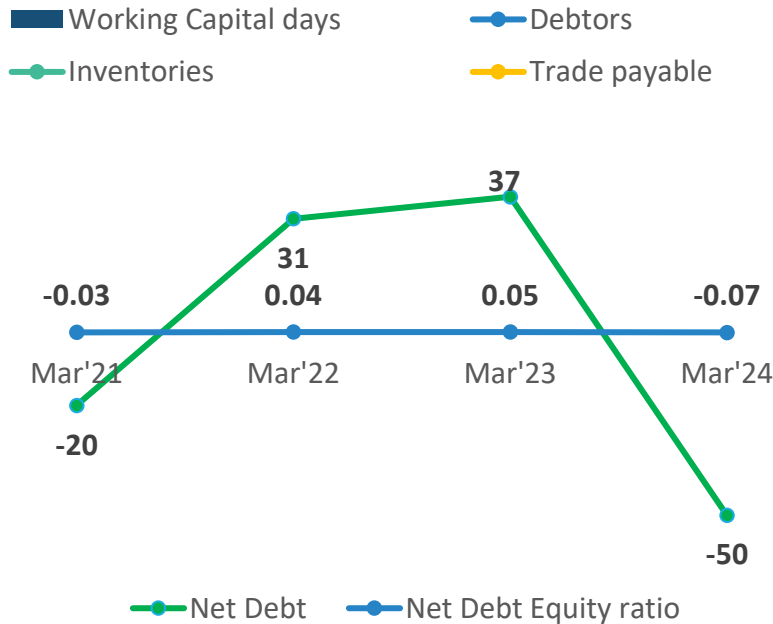
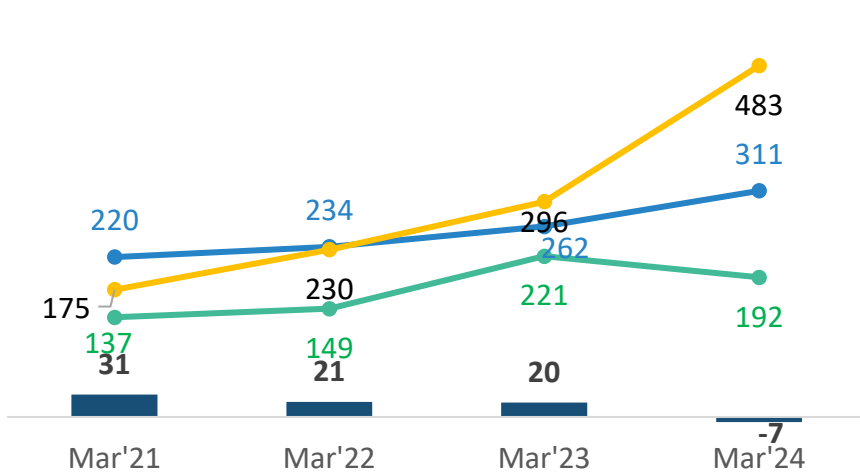
₹ in crores



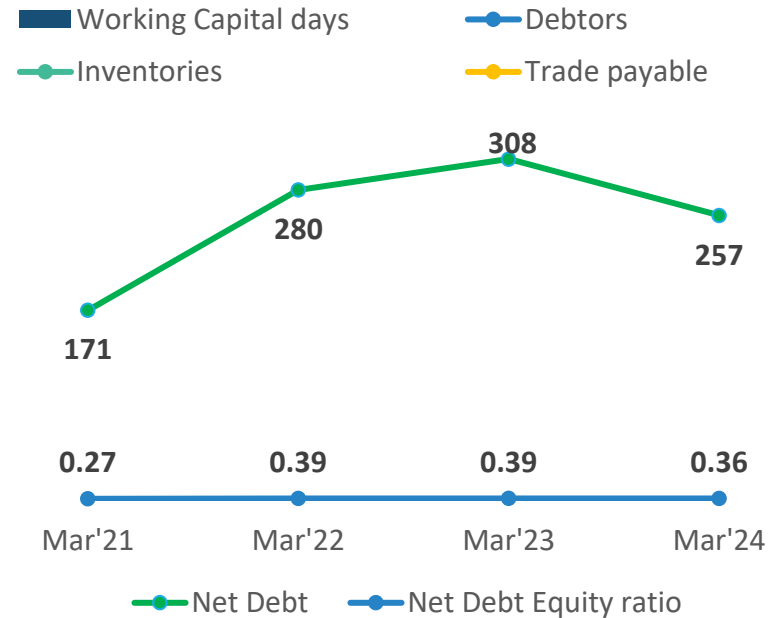
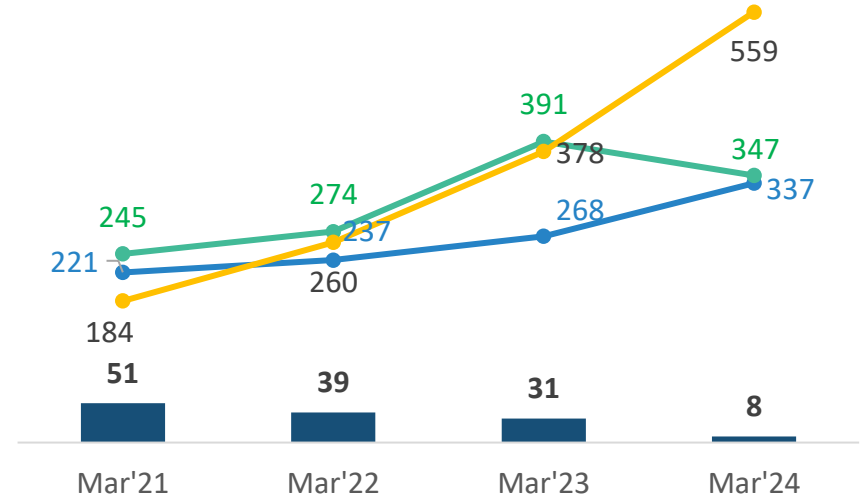
Based on Standalone figures

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)

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Particulars	Q4'Fy24	Q4'Fy23	<i>Growth</i>	FY 24	FY 23	<i>Growth</i>
Sales	709	668	6.1%	2,525	2,426	4.1%
EBIDTA	49	45	9.8%	169	147	15.3%
<i>EBIDTA margin</i>	6.9%	6.7%	0.2%	6.7%	6.0%	0.7%
Profit Before Tax	41	37	10.2%	143	123	16.2%
<i>PBT margin</i>	5.7%	5.5%	0.2%	5.7%	5.1%	0.6%
Exceptional Item	(3)	-	-	(1)	1	-
PBT after Exceptional Item	44	37	19.0%	144	122	18.2%
Tax expenses	14	10	40.3%	40	32	26.5%
Profit after tax	30	27	10.9%	104	90	15.2%
EPS (Rs.)	7.18	6.29	14.1%	24.64	21.21	16.2%

Figures in ₹ crores

Profit & Loss (Consolidated)



Particulars	Q4'Fy24	Q4'Fy23	Growth	FY 24	FY 23	Growth
Sales	732	675	8.3%	2,577	2,465	4.6%
EBIDTA	79	61	30.4%	253	189	34.2%
<i>EBIDTA margin</i>	10.9%	9.0%	1.8%	9.8%	7.7%	2.2%
Profit Before Tax	48	34	41.4%	145	95	52.4%
<i>PBT margin</i>	6.6%	5.1%	1.5%	5.6%	3.9%	1.8%
Exceptional Item	(3)	-	-	2	2	-
PBT after Exceptional Item	52	34	51.0%	143	93	53.8%
Tax expenses	18	10	81.0%	43	26	67.4%
Profit after tax	34	24	38.9%	99	67	48.5%
PAT - Controlling Interest	31	24	26.8%	97	71	35.5%
EPS (Rs.)	7.46	5.73	30.2%	23.02	16.83	36.8%

Figures in ₹ crores

Pan India Manufacturing Facilities

SOMANY

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



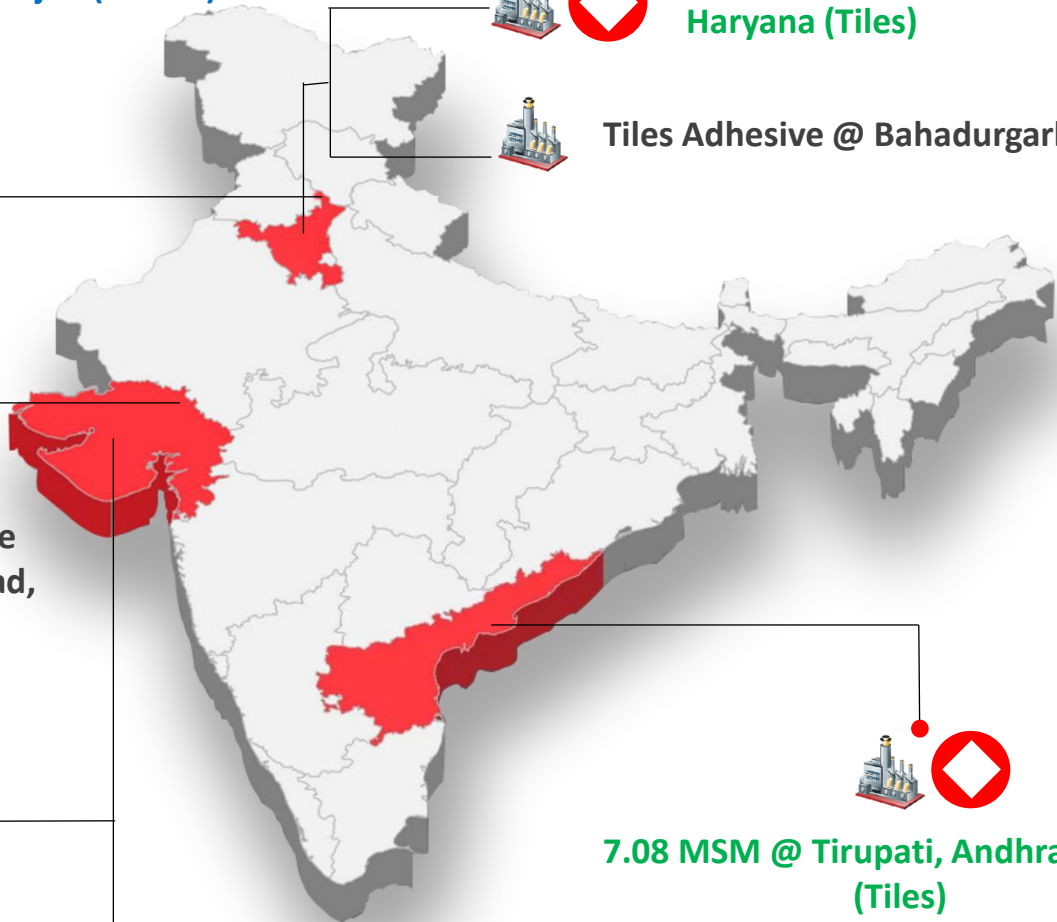
21.04 MSM @ Morbi, Gujarat (Tiles)



7.08 MSM @ Tirupati, Andhra Pradesh (Tiles)

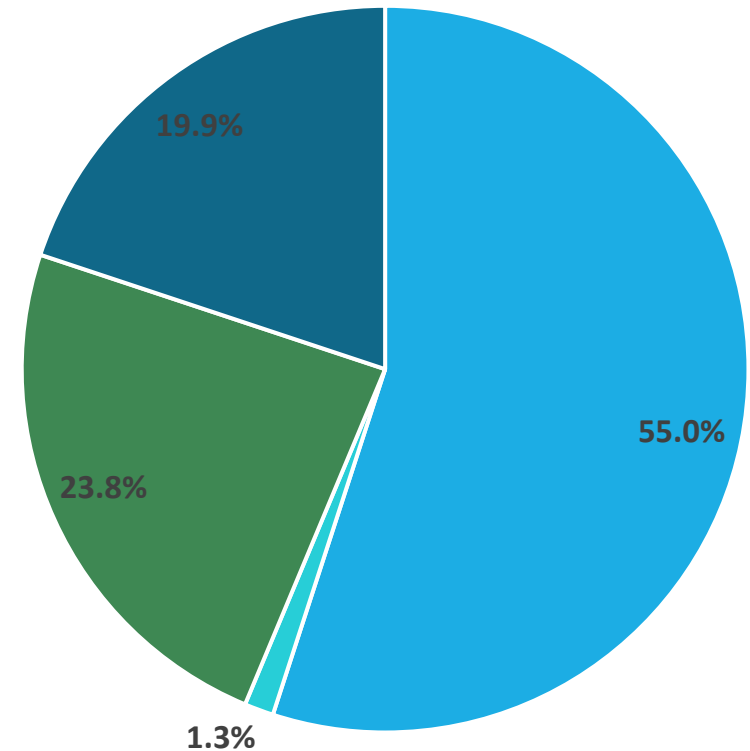


0.78 mn pcs @ Morbi, Gujarat (Sanitaryware)



Shareholding as on 31st Mar'24

Particulars	31 st Mar'24	31 st Dec'23
Promoters	55.0%	54.8%
FII	1.3%	1.4%
DII	23.8%	23.3%
Others	19.9%	20.5%
Equity Shares	4,10,03,620	4,24,74,208



Equity shares of ₹ 2/- each

■ Promoters ■ FII ■ DII ■ Others

For further information, please contact:

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www.somanyceramics.com



CIN - L40200WB1968PLC224116
