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# SOMANY CERAMICS LIMITED

Investor Update - Q1'FY17

28<sup>th</sup> July, 2016

# Key Message

Reported Revenue growth of 5.1% in Q1'FY17 on YoY basis. PBT margins at 6.6% for Q1'FY17

Expansion of Kassar plant (Bahadurgarh) for 4 MSM of Glazed Vitrified Tiles (GVT) operated at 74% capacity utilisation in the very first quarter after its commencement and has enhanced Company's value added product mix further

Stronger Brands continue to focus on Design & Supply Chain Management resulting in higher customer traction and thus increased market share

Anti-Dumping duty has benefitted industry as the imports from China have reduced though Imports have not been completely eliminated

Implementation of GST and Better Monsoons in India are likely to boost Demand prospects for the Industry

Witnessing better growth in Tier 2 & 3 towns in the Non-Institutional segment leading us to invest in Somany Brand for a stronger customer connect



# Investing in Strengthening Brand

**SOMANY**

Increased Branding activities to create a powerful connect with Consumers



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# Financial overview

- ✓ Q1'FY17 - 11.08 MSM
- ✓ Growth of 3.5% YoY



- ✓ Q1'FY17 - Own manufacturing (38%), JV (46%) and Others (16%)

- ✓ Net Sales growth - 5.1% YoY to Rs. 411 cr in Q1'FY17
- ✓ Q1'FY17 PBT growth at 68.8% to Rs. 27 cr
- ✓ Q1'FY17 PAT growth at 80.0% to Rs. 18 cr

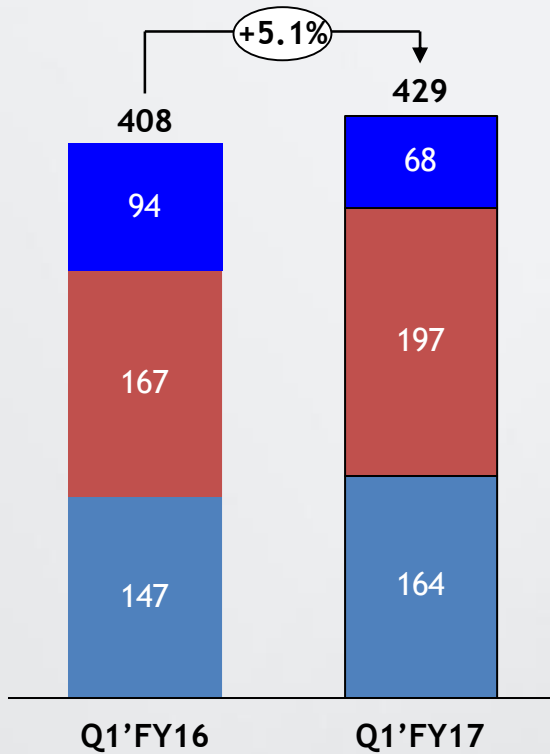


- ✓ Current Access to capacity at ~60 msm p.a.
- ✓ Expanding Capacity in Sanitaryware to 9 lac pcs p.a.

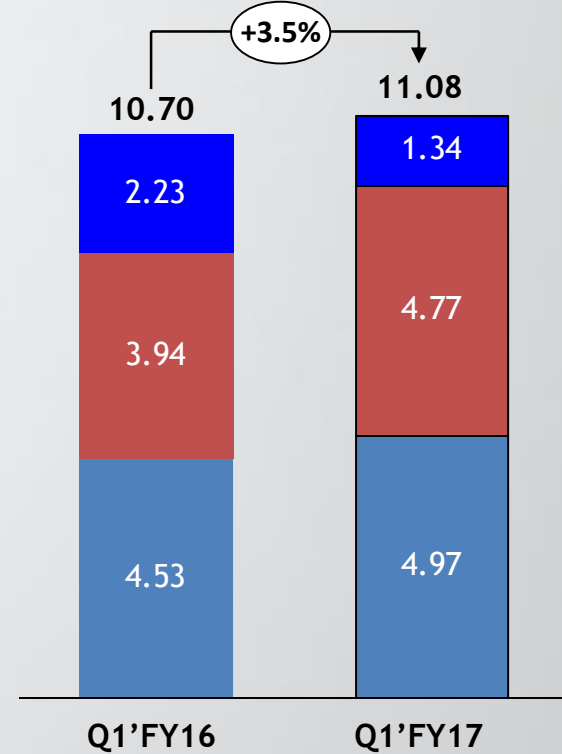


# Sales Value & Volume

### Sales Value (Gross)



### Sales Volume (Tiles)



Own Manufacturing    JV    Others



Figures in Rs.cr

# Access to Capacities

Own Plants (Tiles)	Location	Capacity (MSM p.a.)	Capacity Utilization in Q1'FY17	Owned capacity of 25.55 MSM p.a.
Kassar	Haryana	17.13	86%	
Kadi	Gujarat	8.42	74%	
Associates/ Subsidiary Plants (Tiles)	Equity Stake	Capacity (MSM p.a.)	Capacity Utilization in Q1'FY17	Associates' / Subsidiary's plants current capacity at 25.70 MSM p.a.
Amora Tiles Pvt. Ltd.	51%	4.58	65%	
Somany Fine Vitrified Pvt. Ltd.	51%	4.29	104%	
Acer Granito Pvt. Ltd.	26%	5.10	84%	
Commander Vitrified Pvt. Ltd.	26%	4.76	97%	
Vicon Ceramic Pvt. Ltd.	26%	3.98	87%	
Vintage Tiles Pvt. Ltd.	26%	2.99	84%	
Outsourced capacity with no equity stake ~9.00 MSM				Outsourced capacity of ~9.00 MSM p.a.
Subsidiary Plant (Sanitary ware)	Equity Stake	Capacity (pcs p.a.)	Capacity Utilization in Q1'FY17	Current capacity of 303000 pcs p.a.
Somany Sanitary Ware Pvt. Ltd.	51%	303000	92%	

# Q1'FY17 Profit & Loss

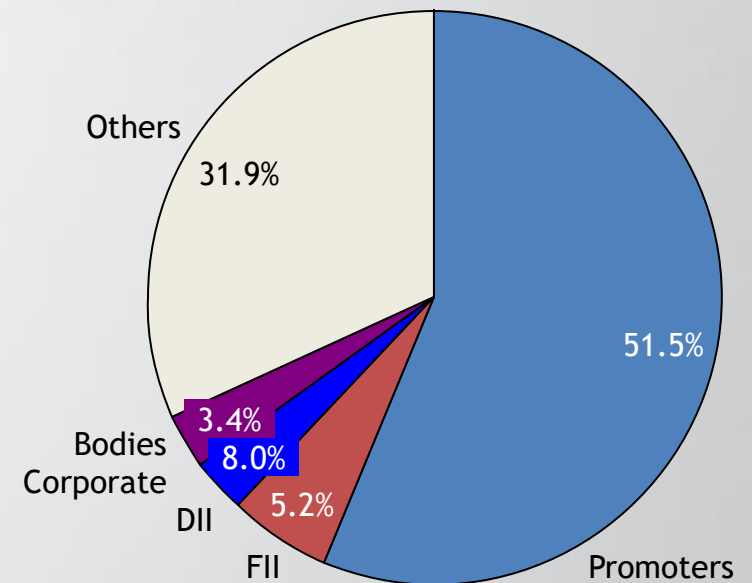
Particulars	Q1'FY17	Q1'FY16	Growth	FY16	FY15	Growth
Net Sales	411	391	5.1%	1721	1531	12.4%
EBIDTA	37	25	48.0%	132	104	27.0%
Depreciation	6	5	20.0%	21	22	-7.6%
Finance cost	4	4	-	16	16	0.1%
PBT before Exceptional Item	27	16	68.8%	95	66	45.5%
<i>PBT Margin (before Exceptional Item)</i>	<i>6.6%</i>	<i>4.1%</i>	-	<i>5.5%</i>	<i>4.3%</i>	-
Exceptional Item	0	0	-	4	0	-
PBT	27	16	68.8%	91	66	38.7%
<i>PBT Margin</i>	<i>6.6%</i>	<i>4.1%</i>	-	<i>5.3%</i>	<i>4.3%</i>	-
Tax expenses	9	6	50.0%	30	21	41.1%
Profit after tax	18	10	80.0%	61	44	37.6%
<i>PAT Margin</i>	<i>4.4%</i>	<i>2.7%</i>	-	<i>3.5%</i>	<i>2.9%</i>	-
EPS (Rs.)	4.22	2.70	56.3%	15.33	11.43	34.1%



Standalone figures in Rs.cr

# Shareholding as on 30<sup>th</sup> June 2016

Particulars	30 <sup>th</sup> Jun'2016	31 <sup>st</sup> Mar'2016
Promoters	51.5%	51.5%
FII	5.2%	5.4%
DII	8.0%	8.1%
Bodies Corporate	3.4%	3.1%
Others	31.9%	31.9%
Equity Shares	42,379,426	42,379,426



*Raised Rs. 120 crores in December, 2015 through QIP  
Marquee Shareholders subscribed to issue*





# 5 Year Profit & Loss - 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

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 Profit & Loss - 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

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*

The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire.

This Information may include certain statements and estimates provided by the Company with respect to the projected future performance of the Company. Such statements, estimates and projections reflect various assumptions by management concerning possible anticipated results, which assumptions may or may not be correct.

Prospective investors will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to investment in the Company.

This presentation may contain statements that are “forward looking statements.” The company’s actual future results may differ materially from those suggested by such statements, depending on various factors for which the company and its management does not take any responsibility.



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