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SOMANY CERAMICS LTD.
Investor Update - Q1'FY19

August 7, 2018

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Reported sales of INR 360 crores in Q1'FY19, a growth of 18% on like to like basis over corresponding quarter last year. Topline growth is driven by volume. PBT and PAT margins stood at 3.6% and 2.3% respectively.

Our strategy of strengthening our Brand in BATHWARE Segment (Sanitaryware and Bath fittings) is showing results on expected lines. This segment grew by 75% during the quarter and contributed 10% to overall sales in Q1'FY19.

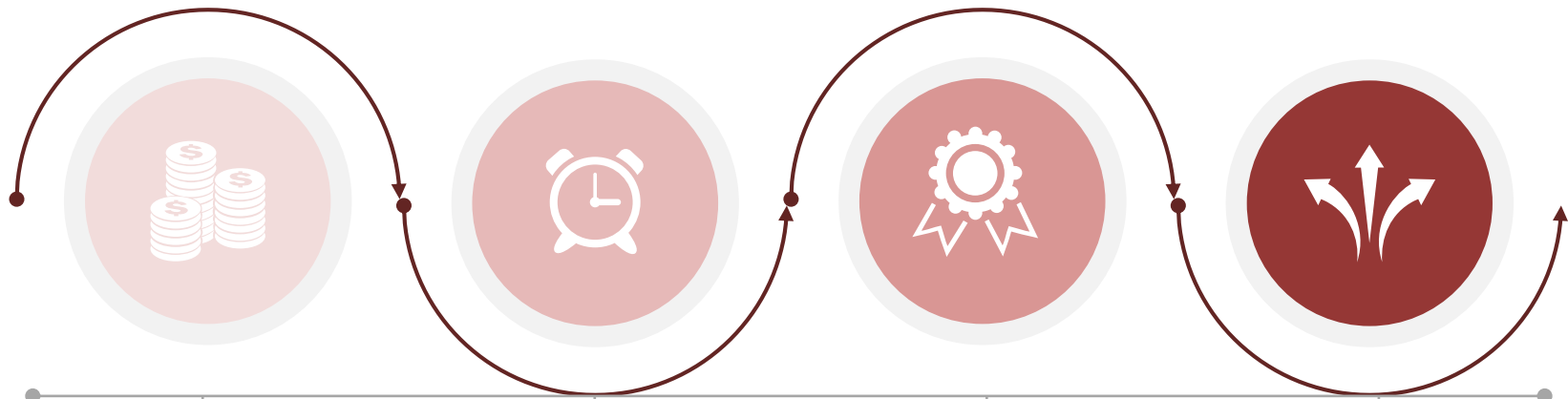
Effective cost control helped to mitigate the increasing gas prices. Haryana government decision to cut VAT rate on natural gas from 13.13% to 6.0% has provided some relief in the twin pressures of increasing gas prices and USD.

Enhanced the glazed vitrified tile (GVT) product portfolio further by launching three new larger sizes (800x2400, 1200x2400 and 1200x1200) in *Duragres Max* series.

Better enforcement of GST and E-Way Bill will be key towards achieving accelerated growth of the Sector thus unleashing its true potential.

Expect growth to be back ended to H2'FY19; stable regulatory regime and increased Government spends should aid growth !!!

Performance Snapshot



Capacity

- Tiles capacity at 55.29 msm p.a. (excluding outsourcing tie ups)
- Sanitaryware capacity of 1.15 mn pcs p.a.
- Bath fittings capacity at 0.65 mn pcs p.a.

Financial Snapshot

- Gross Sales of Rs. 360.15 cr in Q1'FY19
- PBT and PAT stood at Rs. 13.05 cr and 8.38 cr respectively for Q1'FY19

Sales Mix

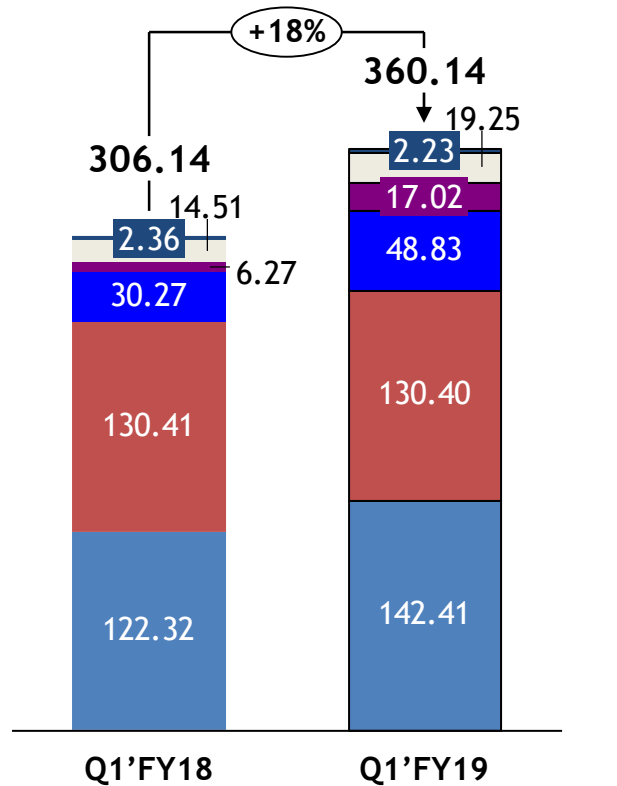
- Q1'FY19 - Own manufacturing (40%), JVs (41%) & Others (19%)

Sales Volume

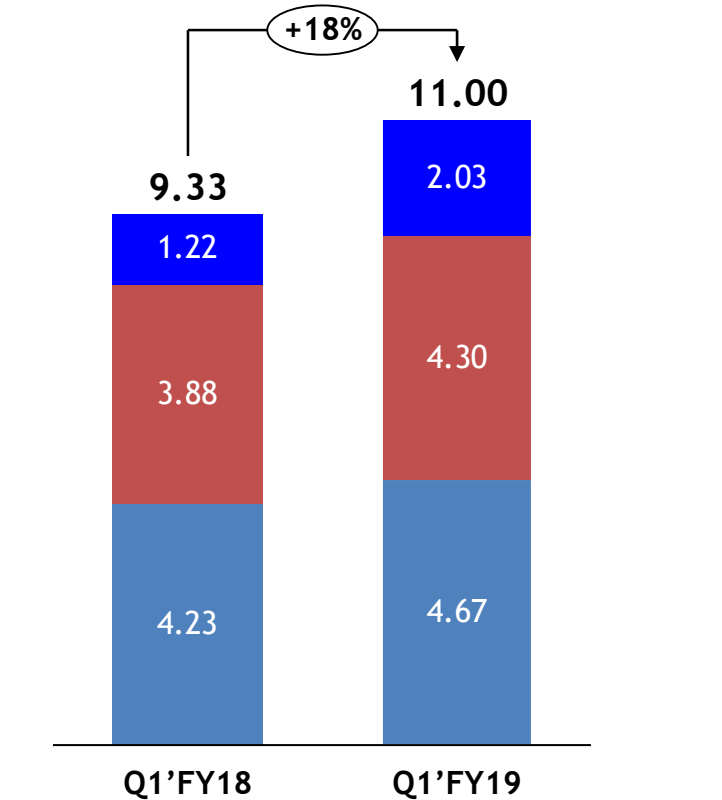
- Q1'FY19 tiles volume stood at 11.00 MSM against 9.33 MSM in Q1'FY18

Sales Performance (Value & Volume)

Value Performance*



Tiles Volume Performance



- Own Manufacturing - Tiles
- JV - Tiles
- Others - Tiles
- JV - Bathware
- Others - Bathware
- Others

Value Figures in Rs.cr and Volume Figures in MSM

*Sales figure of Q1'FY18 is recomputed on account of GST for like to like comparison

Access to Capacity

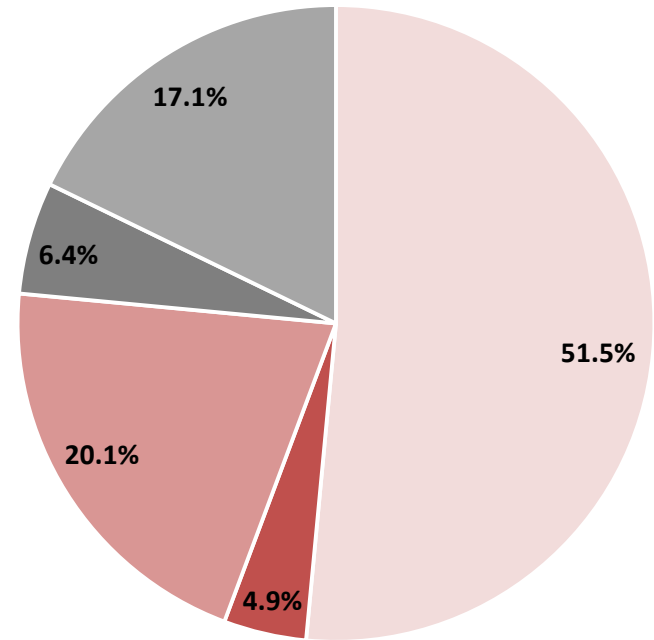
Own Plants (Tiles)	Location	Capacity (MSM p.a.)	Capacity Utilization in Q1'FY19	
Kassar	Haryana	19.63	81%	Own plant tile capacity of 26.28 MSM p.a.
Kadi	Gujarat	6.65	82%	
Subsidiary / Associate Plants (Tiles)	Equity Stake	Capacity (MSM p.a.)	Capacity Utilization in Q1'FY19	
Amora Tiles Pvt. Ltd.	51%	4.58	69%	Associates' / Subsidiaries' plant tile capacity of 29.01 MSM p.a.
Somany Fine Vitrified Pvt. Ltd.	51%	4.29	113%	
Amora Ceramics Pvt. Ltd.	51%	3.30	81%	
Vintage Tiles Pvt. Ltd.	50%	4.80	88%	
Acer Granito Pvt. Ltd.	26%	3.30	88%	
Commander Vitrified Pvt. Ltd.	26%	4.76	71%	
Vicon Ceramic Pvt. Ltd.	26%	3.98	99%	Outsourced capacity of ~9.00 MSM p.a.
Outsourced Tiles capacity with no equity stake ~9.00 MSM				
Subsidiary Plant (Sanitaryware)	Equity Stake	Capacity (mn pcs P.a.)	Capacity Utilization in Q1'FY19	
Somany Sanitary Ware Pvt. Ltd.	51%	1.15	73%	Sanitaryware capacity of 1.15 mn pcs p.a.
Subsidiary Plant (Bath Fitting)	Equity Stake	Capacity (mn pcs P.a.)	Capacity Utilization in Q1'FY19	
Somany Bath Fittings Pvt. Ltd.	51%	0.65	63%	Faucet capacity of 0.65 mn pcs p.a.

Profit & Loss – Q1'FY19

Particulars (Figures in Rs. Crs)	Standalone			Consolidated		
	Q1'FY19	Q1'FY18	Growth	Q1'FY19	Q1'FY18	Growth
Net Sales	360.15	328.11	9.8%	379.98	330.62	14.9%
EBIDTA	26.79	20.60	30.0%	36.16	31.09	16.3%
Depreciation	7.46	5.60	33.2%	11.03	8.72	26.5%
Finance cost	6.28	3.99	57.4%	11.58	9.13	26.8%
PBT Before Exceptional Item	13.05	11.01	18.5%	13.55	13.24	2.3%
Exceptional Items	0.00	1.70	-	0.00	1.70	-
Profit Before Tax	13.05	9.31	40.2%	13.55	11.54	17.4%
Tax expenses	4.67	3.30	41.5%	4.85	3.31	46.5%
Profit After Tax	8.38	6.01	39.4%	8.70	8.23	5.7%
Profit After Tax: Controlling Interest	-	-	-	8.51	6.91	23.2%
EPS (Rs.)	1.98	1.42	39.4%	2.01	1.63	23.2%

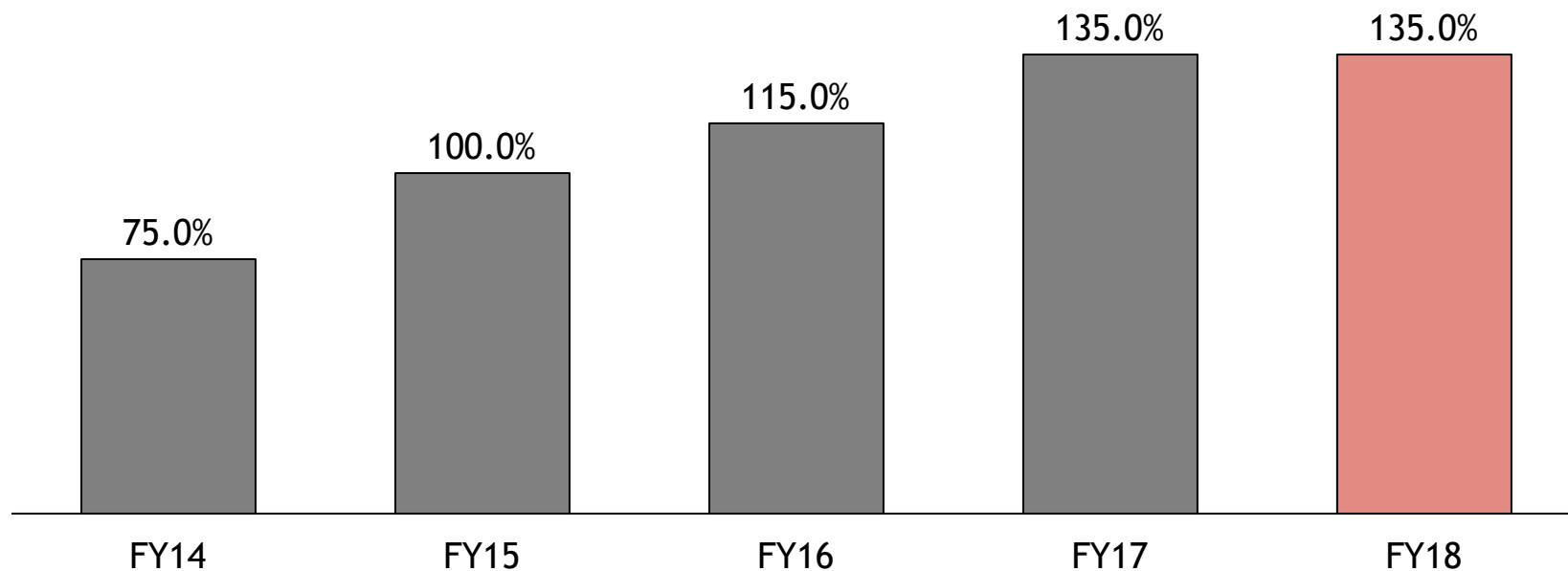
Shareholding as on 30th June 2018

Particulars	30 th June'2018	31 st March'2018
Promoters	51.5%	51.5%
FII	4.9%	4.2%
DII	20.1%	20.8%
Bodies Corporate	6.4%	5.7%
Others	17.1%	17.8%
Equity Shares	42,379,426	42,379,426



- Promoters
- DII
- Bodies Corporate
- Others
- FPI/FII

Dividend Track Record



Particulars (Rs.)	Mar'14	Mar'15	Mar'16	Mar'17	Mar'18
Consolidated Book Value Per Share	57.53	66.42	99.11	123.69	137.02
Consolidated Earning Per Share	8.25	11.94	16.25	23.15	16.62
Dividend Per Share	1.50	2.00	2.30	2.70	2.70

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