



SOMANY CERAMICS LTD.

Investor Update - Q2/H1'FY17

26th October, 2016



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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

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

- ✓ 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

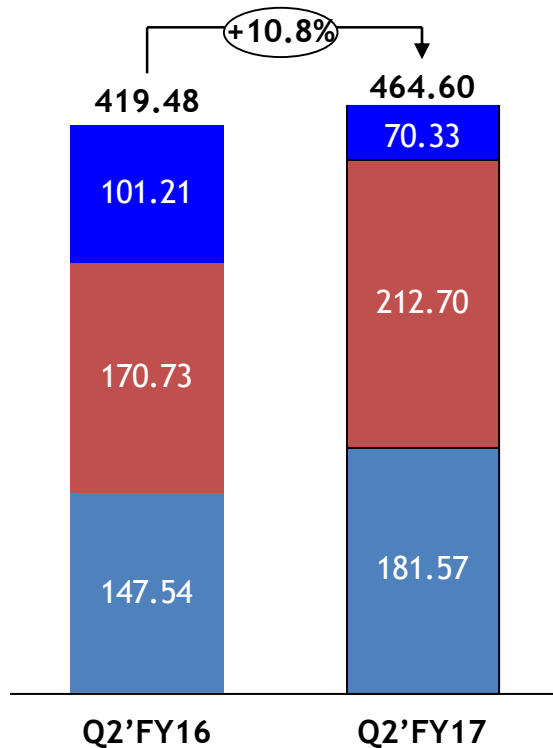


- ✓ Q2/H1'FY17 - Own manufacturing (39%), JV (46%) and Others (15%)

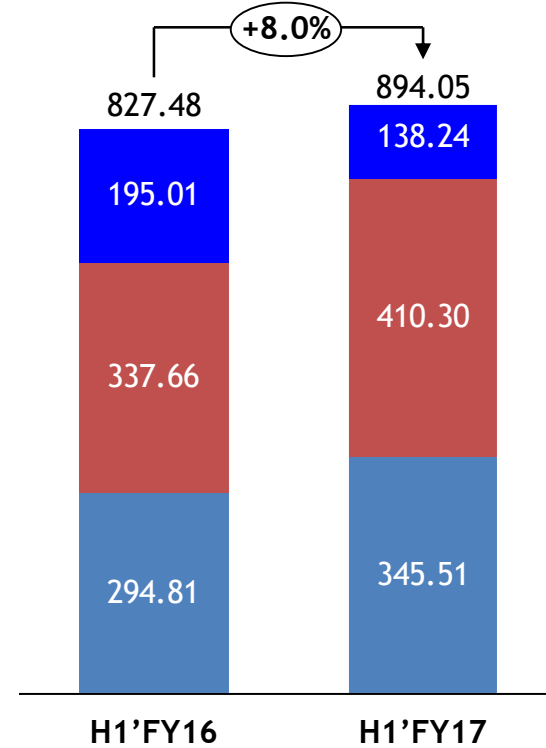
- ✓ Current Access to capacity at ~60 msm p.a.
- ✓ Expanding Capacity in Sanitaryware to 9 lac pcs p.a.

Sales Performance (Gross)

Q2'FY17 v/s Q2'FY16



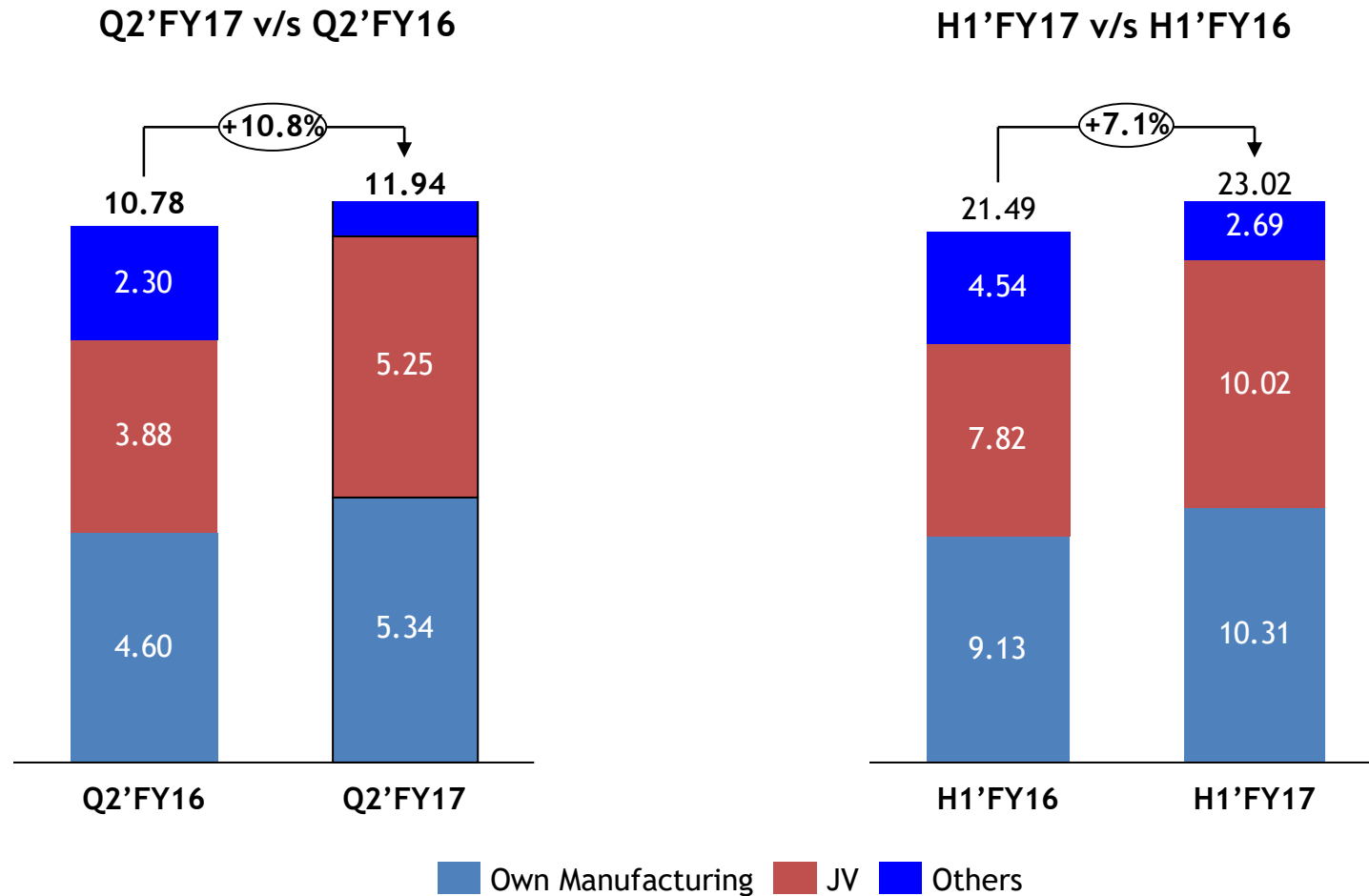
H1'FY17 v/s H1'FY16



Own Manufacturing JV Others

Figures in Rs.cr

Volume Performance - Tiles



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%	Owned capacity of 25.55 MSM p.a.
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%	Associates' / Subsidiary's plants current capacity at 25.70 MSM p.a.
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				Outsourced capacity of ~9.00 MSM p.a.
Subsidiary Plant (Sanitaryware)	Equity Stake	Capacity (pcs p.a.)	Capacity Utilization in H1'FY17	
Somany Sanitary Ware Pvt. Ltd.	51%	303000	92%	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

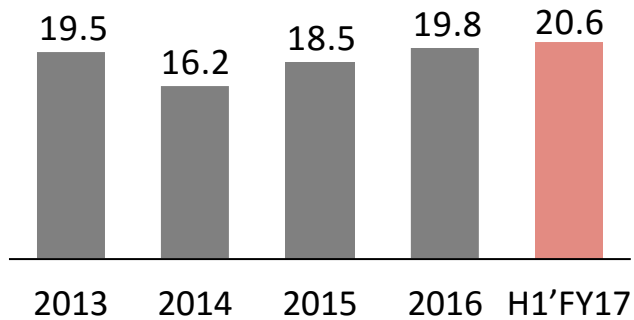
Balance Sheet (Abstract)

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

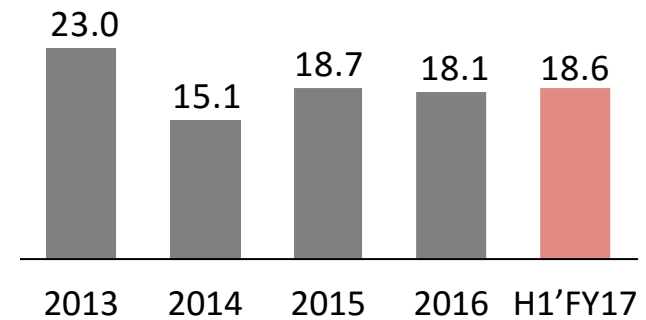
Standalone figures in Rs.cr

Financial Snapshot

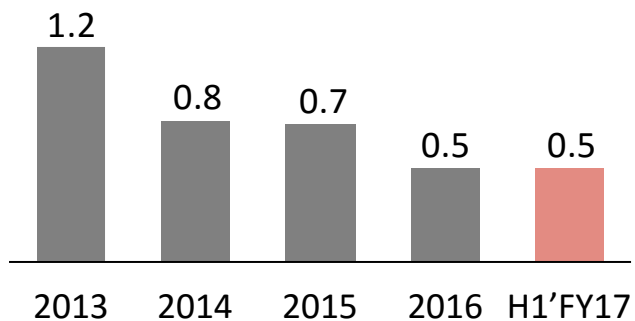
ROCE (%)



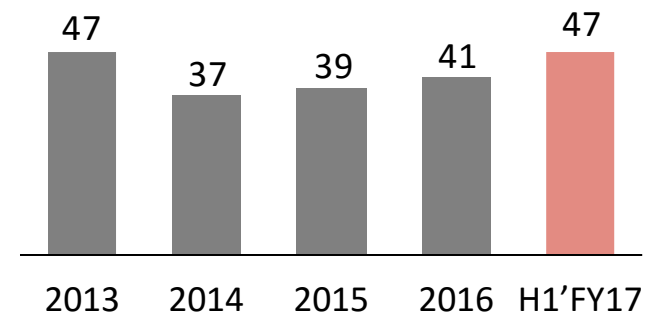
ROE (%)



Debt/Equity (x)



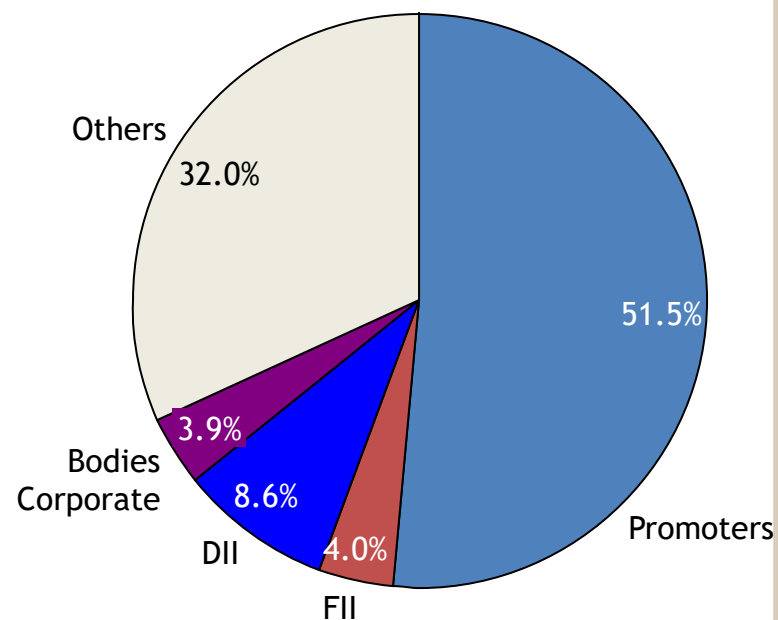
Working Capital Days*



**excludes Current Investment Standalone Figures*

Shareholding as on 30th September 2016

Particulars	30 th Sep'2016	30 th 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

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

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

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