

A large, stylized graphic composed of numerous triangles in various shades of red and pink, arranged in a complex, symmetrical pattern that resembles a diamond or a large arrow pointing to the right.

SOMANY CERAMICS LIMITED

Investor Update – Q4'FY16/FY16

21st May, 2016

Business momentum continues; reported Net Sales growth of 12.7% in Q4'FY16 and 12.4% for FY16 on YoY basis. PBT margins before exceptional item at 7.3% for Q4'FY16 and 5.5% for FY16.

Expansion of Kassar plant (Haryana) for 4 MSM of Glazed Vitrified Tiles (GVT) was successfully completed and commercial production was commenced from March 28, 2016. With this total access to tiles manufacturing capacity increases to ~60 MSM.

Correction in gas prices and Anti Dumping duty on Chinese vitrified tiles have increased competitive edge for tiles manufacturers especially the branded tiles players.

Implementation of Government policies remain the single largest catalyst to boost sentiment and demand across categories of buyers.

Investing in branding activities to be continued to create a stronger brand recall amongst buyers.



Growth Drivers to Accelerate Business Momentum

SOMANY



Housing For All



Swachh Bharat Abhiyan



Real Estate Bill



Smart Cities

Growth Drivers



Gas Prices



ADD on China



7th CPC, Monsoons & Macro Factors



Investing in Strengthening Brand

SOMANY

Increased Branding activities to create a powerful connect with Consumers



Let us pledge that we will not slip from our moral responsibilities

SOMANY
SLIP SHIELD TILES

#NahiPhislenge

#NahiPhislenge

SOMANY

The advertisement features a photograph of three men in a cricket field. One man on the right is wearing sunglasses and a striped shirt, holding a long-handled tool. Two other men are in the center, one holding a cricket bat. A large red play button is overlaid on the photo. The background is a red banner with white text and a black silhouette of a person slipping.

[Click here to view AD](#)



Financial Overview

- ✓ Q4'FY16 - 13.82 MSM
- ✓ Growth of 9.9% YoY
- ✓ FY16 volume growth 9.4% to 46.35 MSM

- ✓ Net Sales growth - 12.7% to Rs. 514 cr in Q4'FY16 and 12.4% to Rs. 1721 cr in FY16
- ✓ PBT growth - 85.7% YoY to Rs. 37 cr in Q4'FY16 and 38.7% to Rs. 91 cr in FY16
- ✓ Q4'FY16 PAT growth at 76.1% to Rs. 26 cr & 37.6% to Rs. 61 cr in FY16

Sales Volume 01

Sales Mix 02

Financial Snapshot 03

Capacity 04

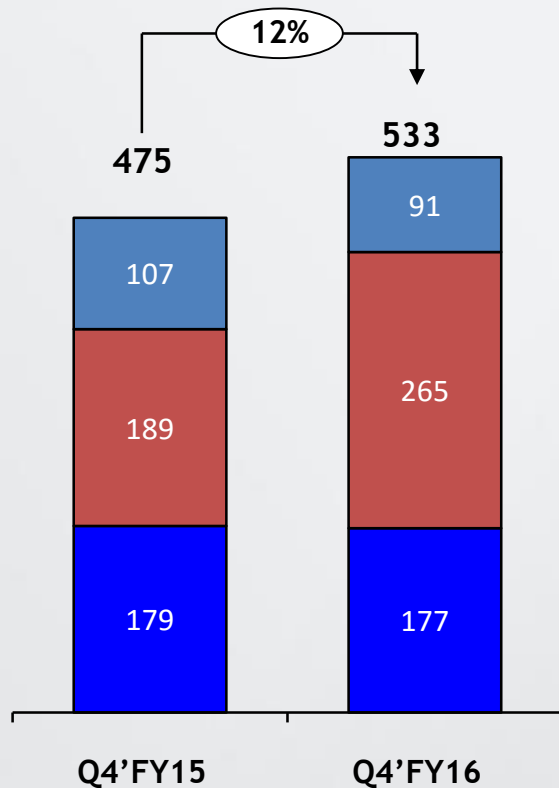
- ✓ Q4'FY16 - Own manufacturing (33%), JV (50%) and Others (17%)
- ✓ FY16 - Own manufacturing (35%), JV (45%) and Others (20%)

- ✓ Current Access to capacity at ~60 msm p.a.
- ✓ Expansion for 4.0 msm p.a. of Glazed Vitrified Tiles at Kassar Plant at Haryana is completed

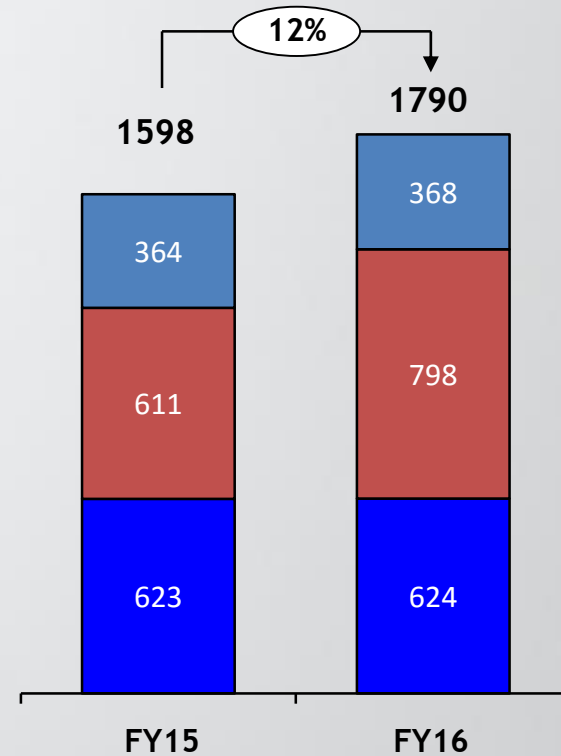


Sales Performance (Gross)

Q4'FY16 v/s Q4'FY15



FY16 v/s FY15

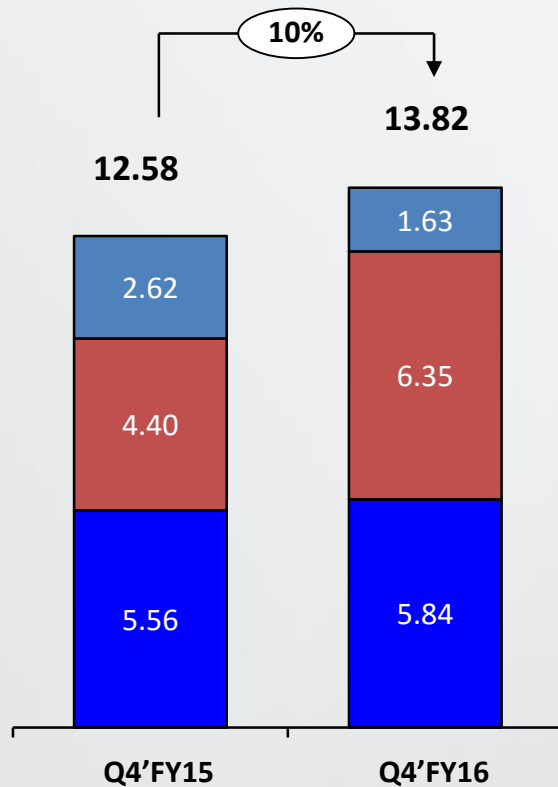


Figures in Rs.cr

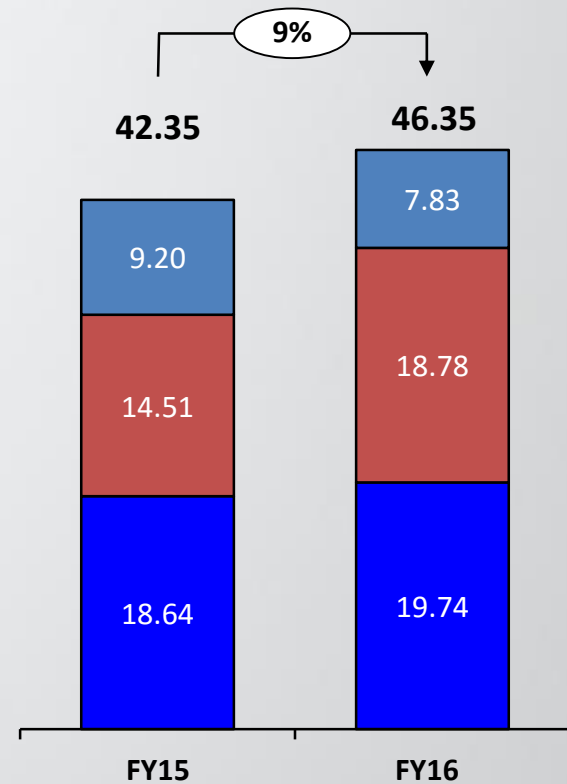
Own Manufacturing JV Others

Volume Performance - Tiles

Q4'FY16 v/s Q4'FY15



FY16 v/s FY15



Figures in mn sq mtr

Own Manufacturing JV Others

Access to Capacity at ~60 MSM



Own Plants (Tiles)	Location	Capacity (MSM p.a.)	Capacity Utilization in FY16	
Kassar	Haryana	17.13	97%	Owned capacity of 25.55 MSM p.a.
Kadi	Gujarat	8.42	85%	
Associates/ Subsidiary Plants (Tiles)	Equity Stake	Capacity (MSM p.a.)	Capacity Utilization in FY16	
Vintage Tiles Pvt. Ltd.	26%	2.99	94%	Associates' / Subsidiary's plants current capacity at 25.70 MSM p.a.
Commander Vitrified Pvt. Ltd.	26%	4.76	87%	
Vicon Ceramic Pvt. Ltd.	26%	3.98	93%	
Amora Tiles Pvt. Ltd.	51%	4.58	69%	
Acer Granito Pvt. Ltd.	26%	5.10	82%	
Somany Fine Vitrified Pvt. Ltd.	51%	4.29	100%	
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 FY16	
Somany Sanitary Ware Pvt. Ltd.	51%	303000	90%	Current capacity of 303000 pcs p.a.

Q4'FY16 / FY16 Profit & Loss

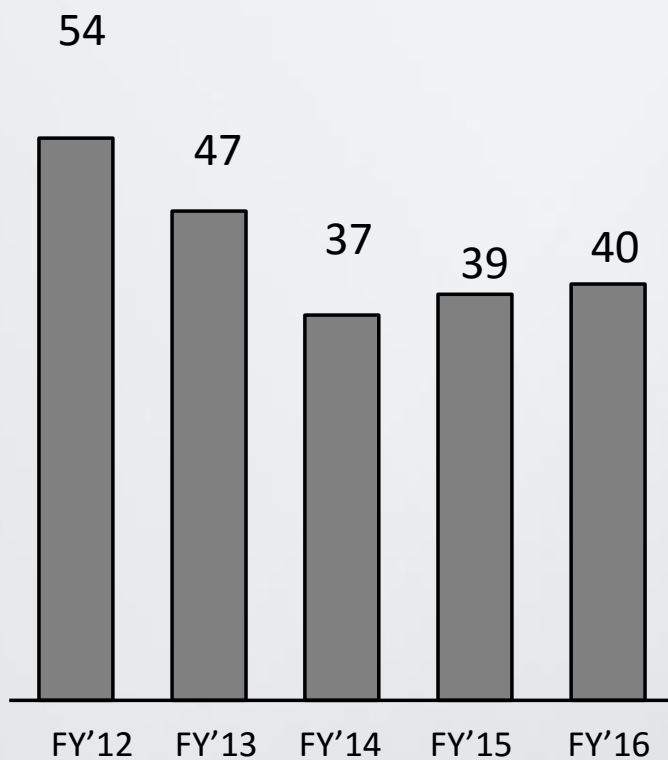
Particulars	Q4'FY16	Q4'FY15	Change	FY16	FY15	Change
Net Sales	514	456	12.7%	1721	1531	12.4%
EBIDTA	46	31	50.7%	132	104	27.0%
Depreciation	6	6	-4.7%	21	22	-7.6%
Finance cost	3	5	-38.9%	16	16	0.1%
Profit before tax before Exceptional Item	38	20	88.7%	95	66	45.5%
<i>PBT before Exceptional Item Margin</i>	<i>7.3%</i>	<i>4.4%</i>		<i>5.5%</i>	<i>4.3%</i>	
Exceptional Item	1	0	-	4	0	-
Profit before Tax	37	20	85.7%	91	66	38.7%
<i>PBT Margin</i>	<i>7.2%</i>	<i>4.4%</i>		<i>5.3%</i>	<i>4.3%</i>	
Tax expenses	11	5	113.0%	30	21	41.1%
Profit after tax	26	15	76.1%	61	44	37.6%
<i>PAT Margin</i>	<i>5.1%</i>	<i>3.2%</i>		<i>3.5%</i>	<i>2.9%</i>	
EPS (Rs.)	6.15	3.80	61.8%	15.33	11.43	34.1%



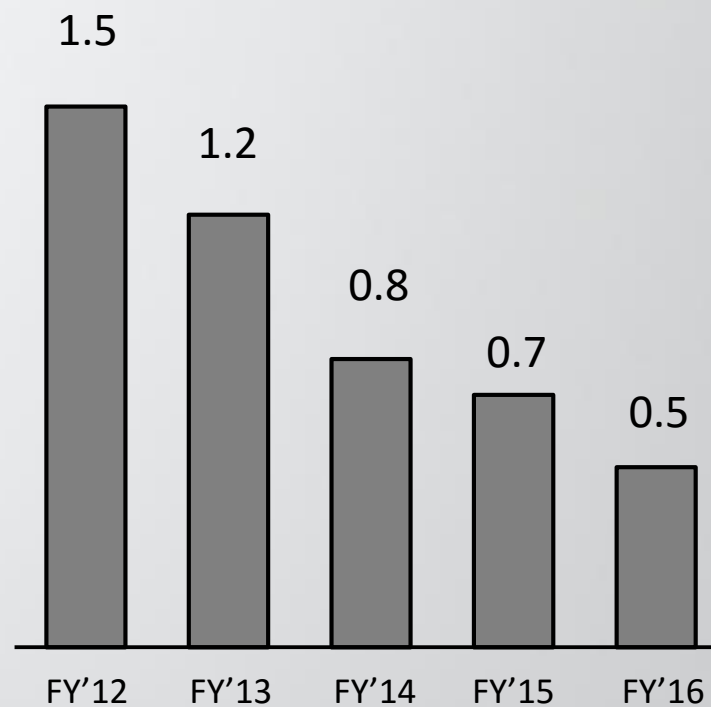
Standalone Figures in Rs. crores

Working Capital & Debt Management

Working Capital Days*



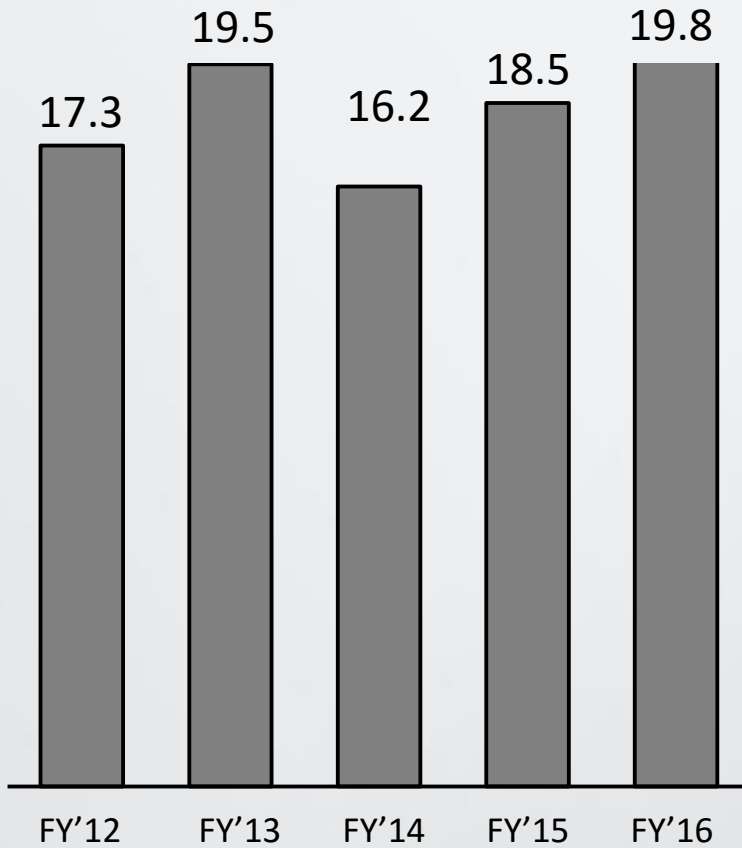
Leverage Ratio



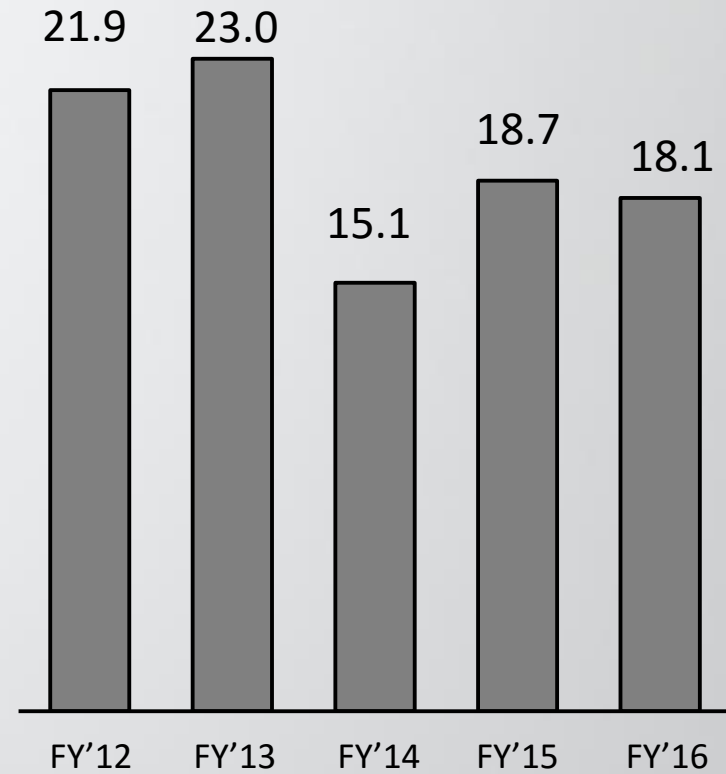
**excludes Current Investment Standalone Figures*

Return Ratios

ROCE%



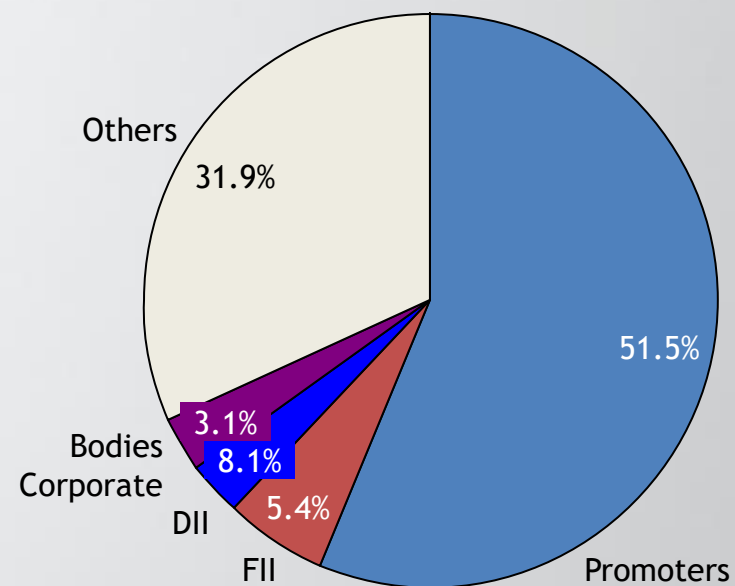
ROE%



Standalone Figures

Shareholding as on 31st March 2016

Particulars	31 st Mar'2016	31 st Dec'2015
Promoters	51.5%	51.5%
FII	5.4%	4.9%
DII	8.1%	9.1%
Bodies Corporate	3.1%	3.2%
Others	31.9%	31.3%
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	128
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

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

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

Disclaimer

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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