

4<sup>th</sup> February, 2021

The General Manager,  
Corporate Relationship Dept.,  
BSE limited,  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building,  
P.J. Towers, Dalal Street, Fort,  
Mumbai-400 001  
**(Stock Code: 531548)**

The Secretary,  
National Stock Exchange of India Ltd.,  
Exchange Plaza, 5<sup>th</sup> Floor,  
Bandra-Kurla Complex,  
Bandra (E), Mumbai-400 051  
**(Stock Code: SOMANYCERA)**

**Sub: Investor Update for the Q3/ 9M'FY21.**

Dear Sir,

Please find enclosed herewith Investor update of Somany Ceramics Limited highlighting the performance of the Company during the quarter and nine months ended on 31<sup>st</sup> December, 2020.

You are requested to take this information on your record.

Thanking you,

Yours faithfully,  
For **Somany Ceramics Limited**

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

Encl: as above





**SOMANY CERAMICS LIMITED**

**Investor Update – Q3/9M'Fy21**

***February 4, 2021***

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We have been witnessing a robust rebound in economic environment as well as overall consumer sentiment, which have certainly helped us to accelerate our growth momentum. Coupled with the domestic momentum, there is a significant upsurge for exports in our industry.

Our plants operated at full capacity on a consistent basis during the quarter, which is also a milestone in the recent history of the Company. Sanitaryware plant post Diwali continues to operate at full capacity.

Reported a volume growth of 12% during the quarter as compared to corresponding quarter of last year. Operating margin (EBIDTA) increased to 12.9% during the quarter, which helped us to bolster our working capital further.

The Union Budget augurs well for the Indian economy in general and manufacturing sector in particular. The focus of the government to spend considerably on infrastructure projects (including housing) will certainly boost the ceramic industry.

We maintain our optimism and look forward to the exciting opportunities ahead!!!

# Associate Sponsorship of Big Boss 14

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During Big Boss from 27<sup>th</sup> Nov'2020

**SOMANY**<sup>®</sup>  
Tiles | Bathware

**Associate Sponsor**

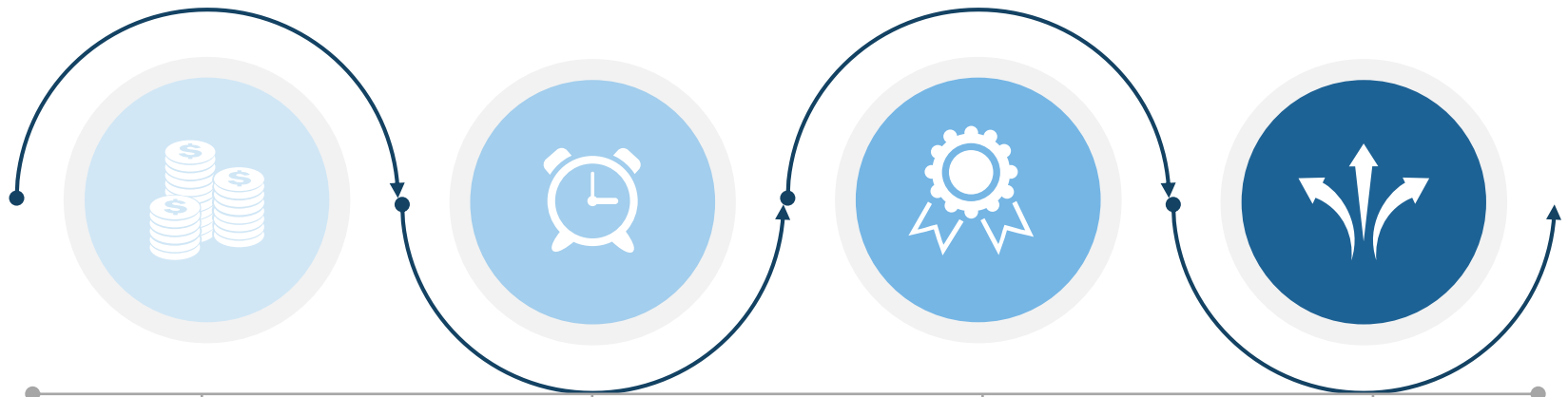
**BIGG BOSS 14**

on

colors<sup>HD</sup> colors<sup>SD</sup>



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## Capacity

- Tiles capacity of ~63 msm p.a. (including dedicated outsource tie ups)
- Sanitaryware capacity of 1.15 mn pcs p.a. (excluding outsource tie ups)
- Bath fittings capacity at 0.65 mn pcs p.a. (excluding outsource tie ups)

## Production

- Tiles Production of 12.79 msm in Q3 from Own plant (6.44 msm) and JVs (6.35 msm)
- Capacity Utilisation in Q3 at: 97% in tiles; 57% in sanitaryware; 99% in faucets

## Sales Mix

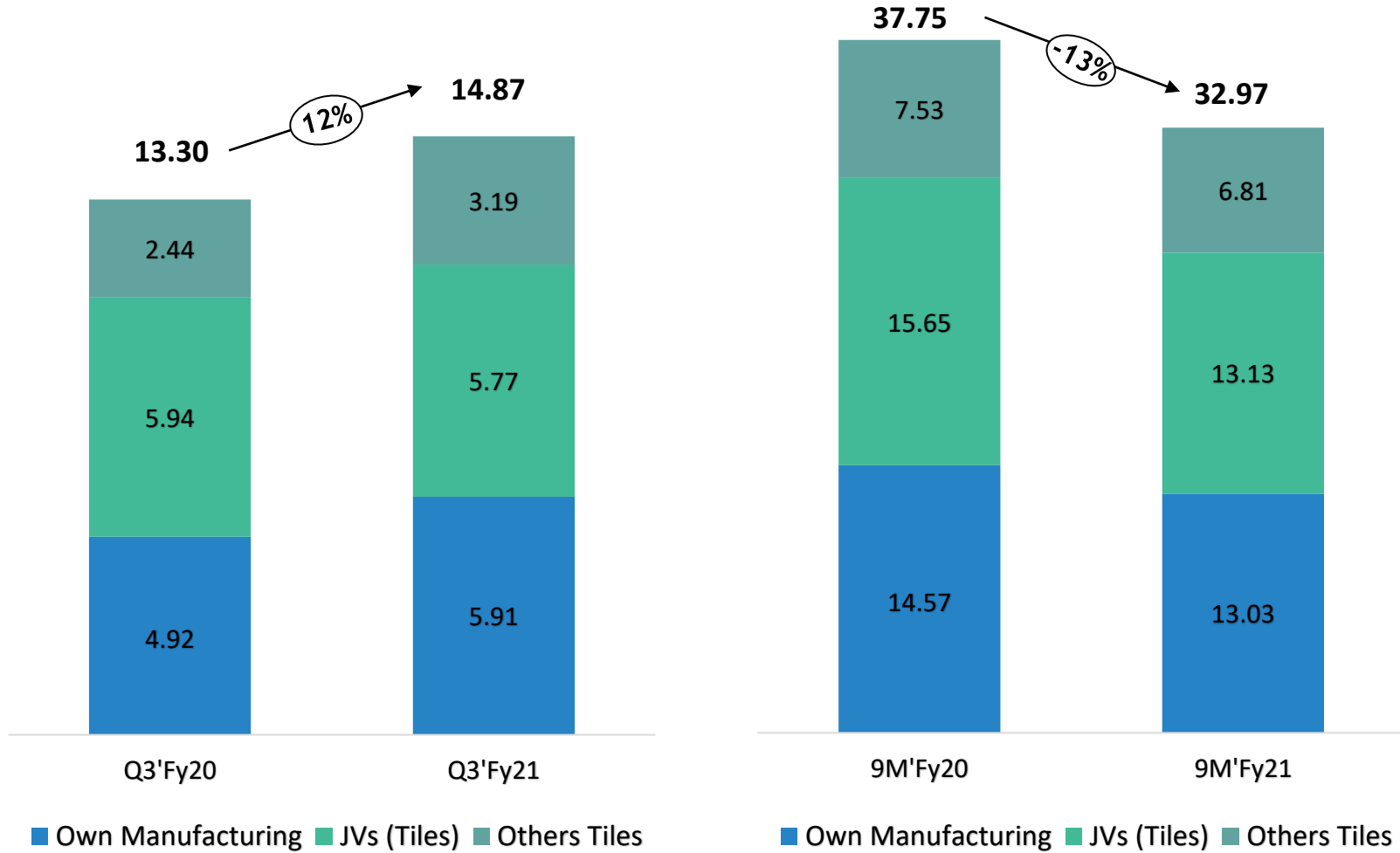
- Own manufacturing (36%), JVs (41%) & Others (23%)

## Financial Snapshot (Standalone)

- Sales stood at ₹ 483 cr. in Q3
- PBT grew by ~3x from 12 cr. to 34 cr. in Q3
- PAT also grew by ~3x from 9 cr. to 26 cr. in Q3

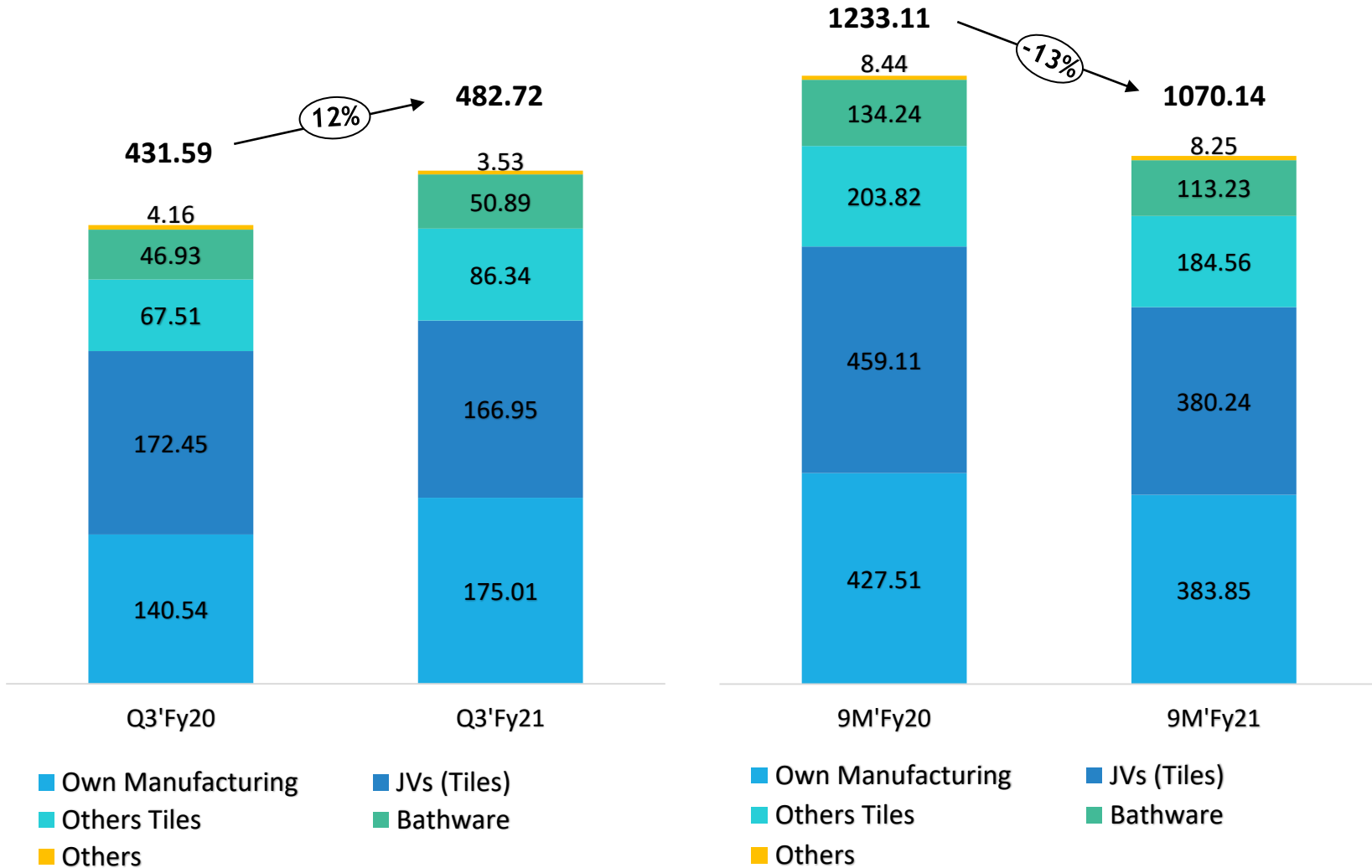
# Sales Volume (Tiles)

## Tiles Volume (msm)



# Sales Value

₹ in crores





# Profit & Loss (Standalone)

Particulars	Q3'Fy21	Q3'Fy20	Growth	9M'Fy21	9M'Fy20	Growth
Sales	483	432	11.8%	1070	1233	-13.2%
EBIDTA	44	23	93.0%	71	74	-3.5%
<i>EBIDTA margin</i>	9.1%	5.3%	-	6.7%	6.0%	-
Profit Before Tax	34	12	195.0%	39	39	-0.8%
<i>PBT margin</i>	7.1%	2.7%	-	3.6%	3.1%	-
Exceptional Item	0	0	-	0	26	-
PBT after Exceptional Item	34	12	195.0%	39	13	205.1%
Tax expenses	9	3	194.6%	10	-10	-201.9%
Profit after tax	26	9	195.2%	29	22	29.0%
EPS (Rs.)	6.06	2.05	195.6%	6.77	5.24	29.2%

Figures in ₹ crores

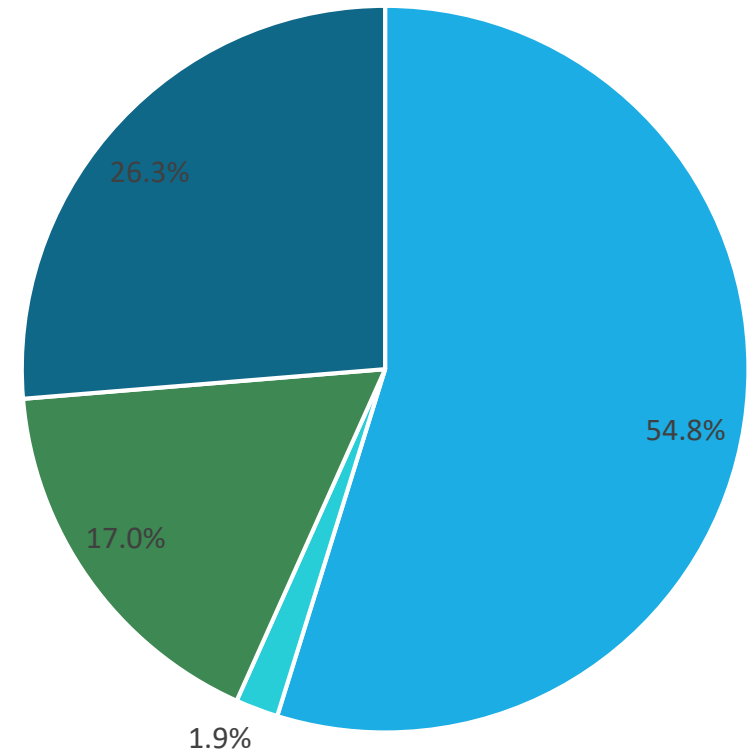
# Profit & Loss (Consolidated)

Particulars	Q3'Fy21	Q3'Fy20	Growth	9M'Fy21	9M'Fy20	Growth
Sales	490	435	12.8%	1082	1247	-13.2%
EBIDTA	63	40	57.3%	101	118	-13.9%
<i>EBIDTA margin</i>	12.9%	9.3%	-	9.3%	9.4%	-
Profit Before Tax	42	17	151.0%	35	47	-25.4%
<i>PBT margin</i>	8.5%	3.8%	-	3.2%	3.7%	-
Exceptional Item	0	0	-	0	26	-
PBT after Exceptional Item	42	17	151.0%	35	20	70.6%
Tax expenses	11	4	158.9%	9	-8	-206.1%
Profit after tax	31	13	148.3%	26	29	-8.7%
PAT - Controlling Interest	28	10	170.8%	27	24	9.9%
EPS (Rs.)	6.66	2.46	170.7%	6.31	5.74	9.9%

Figures in ₹ crores

# Shareholding as on 31<sup>st</sup> Dec'20

Particulars	31 <sup>st</sup> Dec'20	30 <sup>th</sup> Sep'20
Promoters	54.8%	54.7%
FII	1.9%	1.6%
DII	17.0%	16.7%
Others	26.3%	27.0%
Equity Shares	42,379,426	42,379,426



■ Promoters ■ FII ■ DII ■ Others

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For further information, please contact:

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