Chosen by the Indian Consumer POWER BRAND 2010-2011

IS:15622:2006 ISI CM/L 9829610

Indian Green Building Council MEMBER

SOMANY

21.05.2016

The General Manager,
Corporate Relationship Dept.,
BSE limited,
1st Floor, New Trading Ring,
Rotunda Building,
P.J. Towers, Dalal Street, Fort,
Mumbai-400 001

The Secretary,
National Stock Exchange of India Ltd.
Exchange plaza, 5th Floor,
Bandra-Kurla Complex,
Bandra (E), Mumbai-400 051

Sub: Investor update for the Q4'FY16/FY16

Dear Sir,

Please find enclosed herewith Investor update of Somany Ceramics Ltd. highlighting the performance of the Company during the quarter and year ended on 31st March, 2016.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For Somany Ceramics Limited

Ambrish Julka
DGM (Legal) and Company Secretary

Encl: as above

SOMANY CERAMICS LIMITED

Investor Update – Q4'FY16/FY16

21st May, 2016

www.somanyceramics.com

Key Message

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.

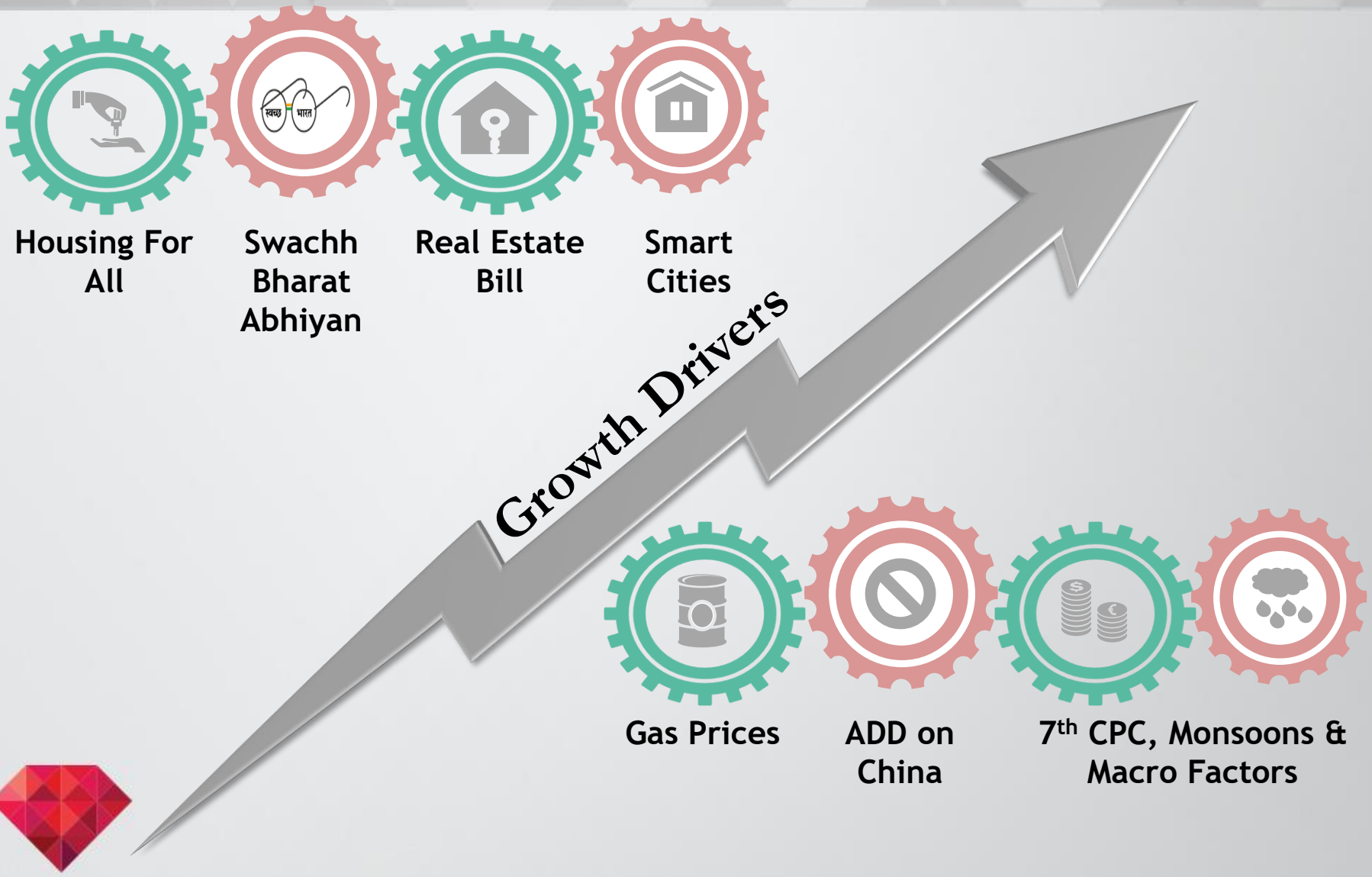
Expansion of Kassar plant (Haryana) for 4 MSM of Glazed Vitrified Tiles (GVT) was successfully completed and commercial production was commenced from March 28, 2016. With this total access to tiles manufacturing capacity increases to ~60 MSM.

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



Investing in Strengthening Brand

Increased Branding activities to create a powerful connect with Consumers



Click here to view AD

Financial Overview

01 Sales Volume

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

02 Sales Mix

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

03 Financial Snapshot

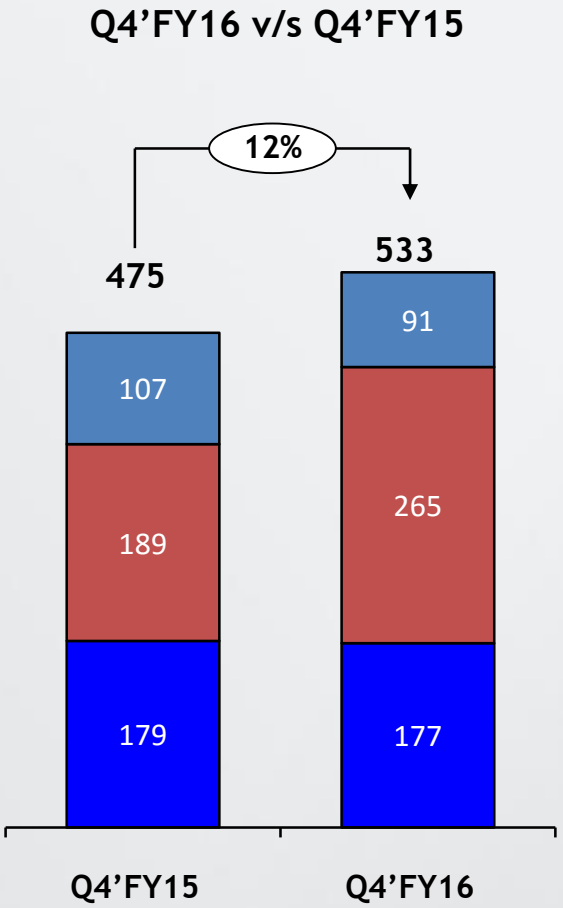
- ✓ Net Sales growth – 12.7% to Rs. 514 cr in Q4'FY16 and 12.4% to Rs. 1721 cr in FY16
- ✓ PBT growth - 85.7% YoY to Rs. 37 cr in Q4'FY16 and 38.7% to Rs. 91 cr in FY16
- ✓ Q4'FY16 PAT growth at 76.1% to Rs. 26 cr & 37.6% to Rs. 61 cr in FY16

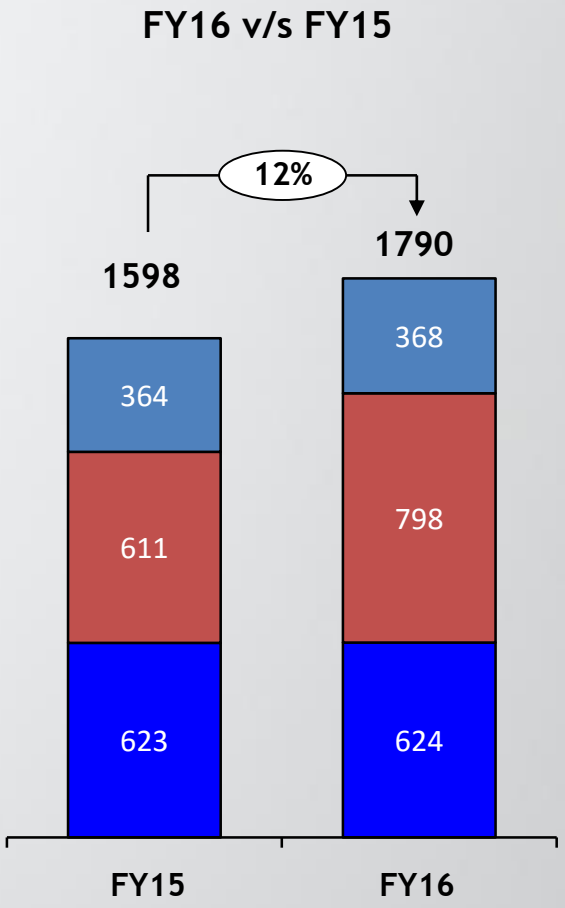
04 Capacity

- ✓ 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)



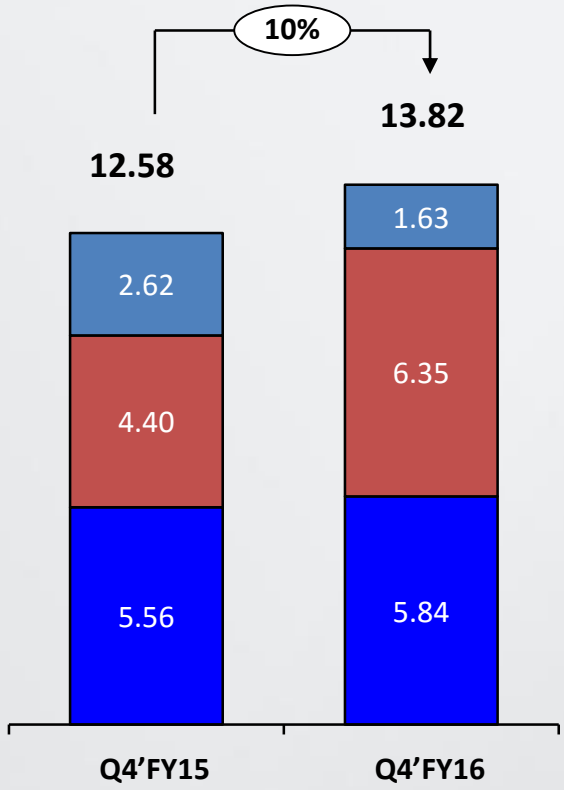


Figures in Rs.cr

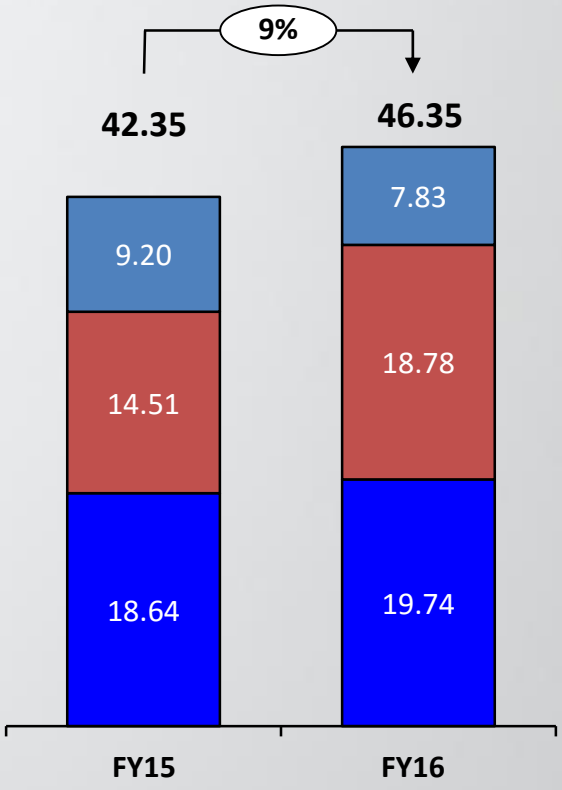
Own Manufacturing JV Others

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%
Kadi	Gujarat	8.42	85%

Owned capacity of 25.55 MSM p.a.

Associates/ Subsidiary Plants (Tiles)	Equity Stake	Capacity (MSM p.a.)	Capacity Utilization in FY16
Vintage Tiles Pvt. Ltd.	26%	2.99	94%
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%

Associates'/ Subsidiary's plants current capacity at 25.70 MSM p.a.

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.

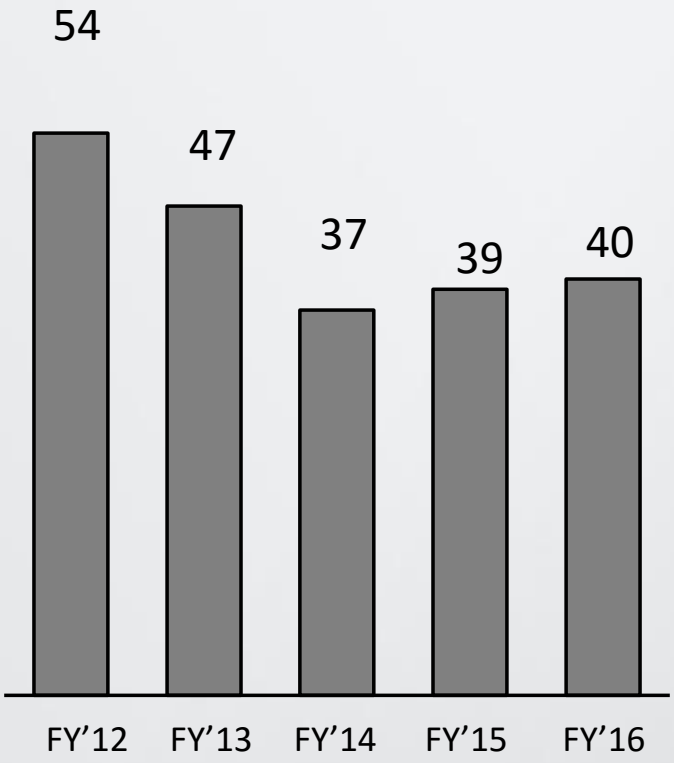
Q4'FY16 / FY16 Profit & Loss

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%
PBT before Exceptional Item Margin	*7.3%*	*4.4%*		*5.5%*	*4.3%*	
Exceptional Item	1	0	-	4	0	-
Profit before Tax	37	20	85.7%	91	66	38.7%
PBT Margin	*7.2%*	*4.4%*		*5.3%*	*4.3%*	
Tax expenses	11	5	113.0%	30	21	41.1%
Profit after tax	26	15	76.1%	61	44	37.6%
PAT Margin	*5.1%*	*3.2%*		*3.5%*	*2.9%*	
EPS (Rs.)	6.15	3.80	61.8%	15.33	11.43	34.1%

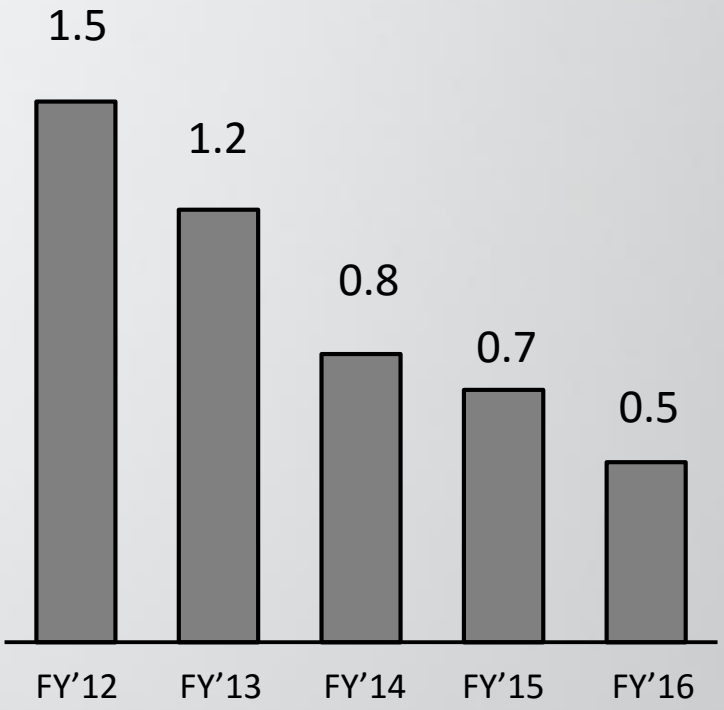
Standalone Figures in Rs. crores

Working Capital & Debt Management

Working Capital Days*

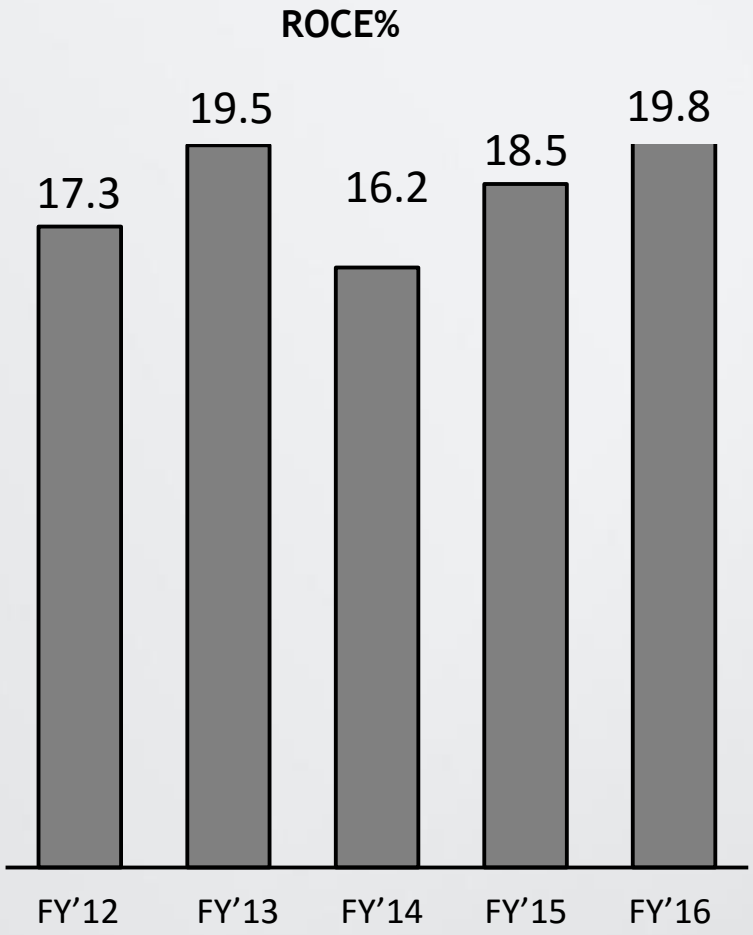


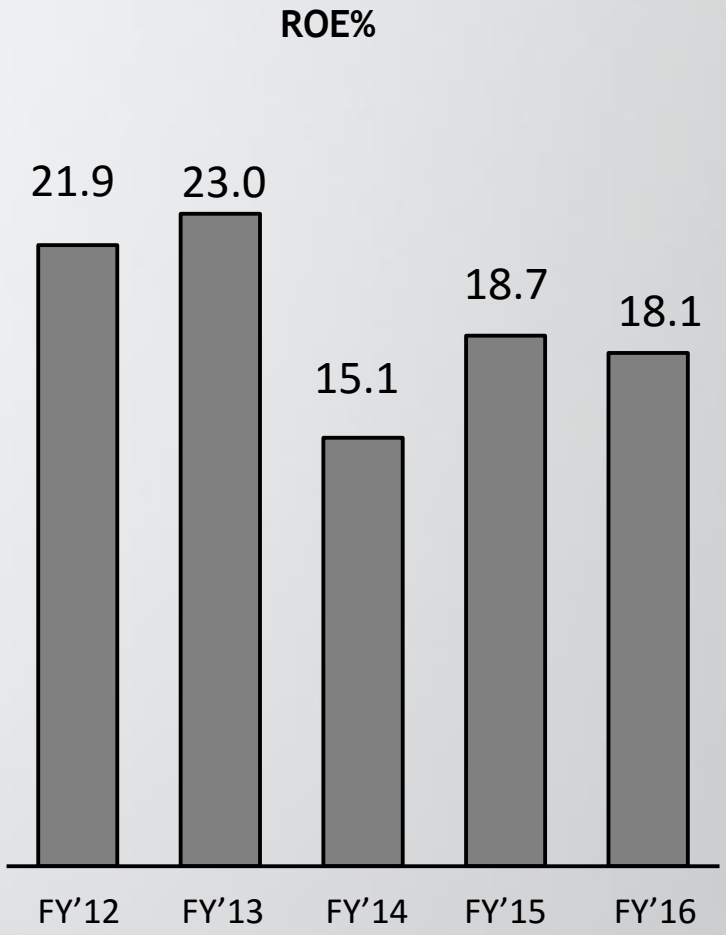
Leverage Ratio



excludes Current Investment
Standalone Figures

Return Ratios

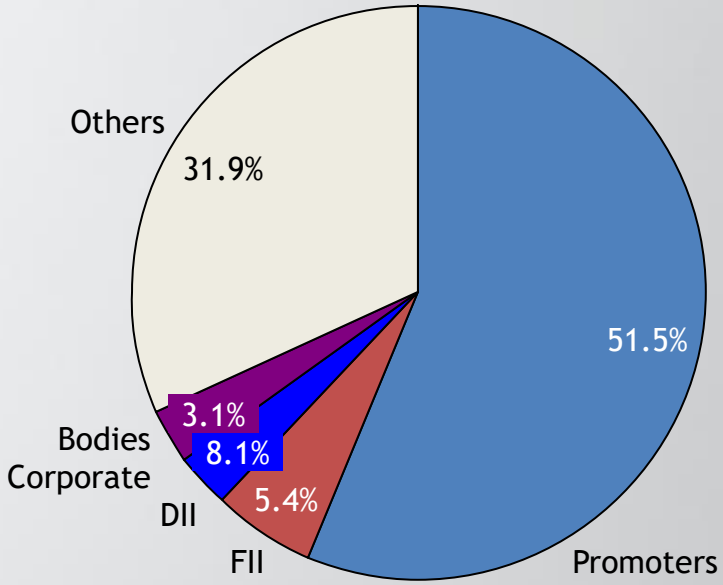




Standalone Figures

Shareholding as on 31st March 2016

Particulars	31st Mar'2016	31st 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.

For further information, please contact:

Company :	Investor Relations Advisors :
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