

# CERA

CSL/2019-20/518  
5<sup>th</sup> February, 2020

|   |   |
|---|---|
| To<br>BSE Limited<br>Corporate Relationship Department<br>1 <sup>st</sup> Floor, New Trading Ring<br>Rotunda Building, P J Towers<br>Dalal Street, Fort, Mumbai - 400001.<br>Scrip Code :532443<br>Scrip ID: CERA | To<br>National Stock Exchange of India Limited<br>Exchange Plaza<br>Bandra Kurla Complex<br>Bandra (East)<br>Mumbai - 400051.<br><br>Scrip Code: CERA |
|---|---|

Dear Sir,

**Sub: Board Meeting Outcome – Investor Communication**

Please find enclosed herewith Investor Communication released after the conclusion of Meeting of the Board of Directors of the Company held on 05.02.2020, in which Standalone and Consolidated Unaudited Financial Results for the quarter and nine months ended 31.12.2019 were considered and approved. The results have also been submitted to Stock Exchanges.

We hope you will find the above in order.

Thanking you.

Yours faithfully,  
For Cera Sanitaryware Limited,



Narendra N. Patel  
President & Company Secretary  
Encl: as above

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## Cera Sanitaryware Limited

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**Registered Office & Works:** 9, GIDC Industrial Estate, Kadi 382715, District Mehsana, North Gujarat

CIN: L26910GJ1998PLC034400



# CERA

## Q3 & 9M FY20 Investor Communication

### CERA Sanitaryware announces Q3 & 9M FY20 Results:

**Q3 FY20 Revenue stood at Rs. 3,213 million**

**EBITDA for the quarter amounted to Rs. 429 million**

**PAT for Q3 of FY20 stood at Rs. 284 million**

**Kolkata, February 5, 2020:** Cera Sanitaryware Limited (CERA), India's premier sanitaryware, faucetware, and wellness Company, today announced its standalone financial results for the quarter and nine months ended December 31, 2019.

### Financial Highlights – Q3 & 9M FY20

| Particulars   | Q3 FY20 | Q3 FY19 | Growth    | 9M FY20 | 9M FY19 | Growth   |
|---|---------|---------|-----------|---------|---------|----------|
| Standalone in INR million except EPS<br><b>Revenue from Operations (Net of Taxes)</b> | 3,213   | 3,188   | 0.8%      | 9,159   | 9,305   | -1.6%    |
| <b>EBITDA (Excluding Other Income)</b>  | 429     | 460     | -6.6%     | 1,197   | 1,268   | -5.6%    |
| <i>% of sale</i>  | 13.4%   | 14.4%   | (100 bps) | 13.1%   | 13.6%   | (50 bps) |
| <b>PAT</b>  | 284     | 284     | 0.0%      | 775     | 770     | 0.6%     |
| <i>% of sale</i>  | 8.8%    | 8.9%    | (10 bps)  | 8.5%    | 8.3%    | 20 bps   |
| <b>EPS Diluted</b>  | 21.8    | 21.8    | 0.0%      | 59.6    | 59.2    | 0.6%     |

### CMD's Message

Commenting on the performance, **Mr. Vikram Somany, Chairman & Managing Director**, said, "We are pleased to report a stable performance this quarter in the backdrop of a subdued demand environment. This has been achieved due to positive outcomes on deeper product and market segmentation, strengthened product offerings, widened distribution network, and sustained marketing activities."

*We have continued to focus on obtaining high-quality revenues by maintaining our conservative credit policy amidst the prevailing macro-challenges. Further, our resilient business model with a significant proportion of variable cost, has enabled the EBITDA margin and overall profitability to hold up even in the current environment of subdued demand.*

*Our robust balance sheet allows for investments in new centers, marketing, R&D and product development to continue unabated. We remain cautiously optimistic in the near-term and believe that the inherent strengths of our business coupled with financial discipline positions us well to benefit from the economic upswing as it unfolds.”*

- ENDS -

### **For further information, please contact**

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