



CSL/2022-23/357  
7<sup>th</sup> November 2022

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

**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 07.11.2022, in which Standalone and Consolidated Unaudited Financial Results for the quarter and half year ended 30.09.2022 were considered and approved. The results have also been submitted to Stock Exchanges.

Thanking you,  
For Cera Sanitaryware Limited,

Hemal Sadiwala  
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

## Q2 FY23 Investor Communication

### CERA Sanitaryware announces Q2 FY23 Results:

**Q2 FY23 Revenues at Rs. 4143 million**

**EBITDA for the quarter amounted to Rs. 770 million**

**PAT of Rs. 507 million**

**Ahmedabad, November 7<sup>th</sup>, 2022:** Cera Sanitaryware Limited (CERA), India's premier sanitaryware, faucetware, and wellness Company, today announced its standalone and consolidated financial results for the quarter and half ended September 30, 2022.

### Financial Highlights – Q2 FY23

Particulars	Q2 FY23	Q2 FY22	Growth	H1 FY23	H1 FY22	Growth
Standalone in INR million except EPS <b>Revenue from Operations (Net of Taxes)</b>	4,143	3,932	5.4%	8,100	6,161	31.5%
<b>EBITDA (Excluding Other Income)</b>	660	579	14.0%	1,272	777	63.7%
<i>% of sale</i>	15.9%	14.7%	120 bps	15.7%	12.6%	310 bps
<b>PAT</b>	507	421	20.4%	903	550	64.2%
<i>% of sale</i>	12.2%	10.7%	150 bps	11.1%	8.9%	220 bps
<b>EPS Diluted</b>	38.99	32.36	20.4%	69.47	42.30	64.2%

### CMD's Message

Commenting on the performance, **Mr. Vikram Somany, Chairman & Managing Director**, said,

*"We are delighted to report strong growth during the second quarter of FY23 with revenues higher by 5.4% y-o-y at Rs. 4143 million and PAT higher by 20.4% y-o-y at Rs. 507 million. This has been driven by the sustained demand for home upgradation and home improvement from customers. Our strong focus towards retail sales positions us very strongly to benefit from Cera's brand promise created over 4 decades.*

*Our sanitaryware and faucetware business segments which comprised 54% and 34% of our total Q2FY23 revenues respectively, registered 10% and 7% y-o-y growth.*

*In the backdrop of continued volatility in input prices, the Company has managed its costs basket efficiently. As a result, we continue to witness favorable margin performance accompanied by EBITDA (excluding other income) growth of 14.0% y-o-y. Improved efficiency and product mix enhancement has resulted in margin expansion of 120 bps at the EBITDA level and 150 bps at PAT level.*

*The Company has made considerable progress on the capacity expansion in the faucetware business.*

*The momentum of premiumization across our new-age and high margin offerings remains strong and we can clearly see customers gravitating towards products with enhanced features, sophisticated design, and an increasing technology footprint. In order to better showcase our vibrant offerings, we have augmented our marketing spend with the addition of new brand ambassadors and by stepping up investments in advertisements and publicity.*

*Going ahead, we believe that our comprehensive product offerings, wide network, strong brand salience, robust financial position, and plans towards scaling up the capacities; - positions us well to deliver long-term consistent growth across our key business segments.”*

**- ENDS -**

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

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