

CERA

CSL/2021-22/446
24th January 2022

To, BSE Limited Corporate Relationship Department 1 st 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 24.01.2022, in which Standalone and Consolidated Unaudited Financial Results for the quarter and nine months ended on 31.12.2021 were considered and approved. The results have also been submitted to Stock Exchanges.

We hope you will find the above in order.

Thanking you.

For Cera Sanitaryware Limited,

Hemal Sadiwala
Company Secretary
Encl: as above



Cera Sanitaryware Limited

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CIN: L26910GJ1998PLC034400



CERA

Q3 FY22 Investor Communication

CERA Sanitaryware announces Q3 FY22 Results:

Q3 FY22 Revenue at Rs. 3,870 million

EBITDA for the quarter amounted to Rs. 653 million

PAT stood at Rs. 423 million

Ahmedabad, January 24th, 2022: Cera Sanitaryware Limited (CERA), India's premier sanitaryware, faucetware, and wellness Company, today announced its standalone and consolidated financial results for the quarter ended December 31, 2021.

Financial Highlights – Q3 FY22

Particulars	Q3 FY22	Q3 FY21	Growth	9M FY22	9M FY21	Growth
Standalone in INR million except EPS						
Revenue from Operations (Net of Taxes)	3,870	3,098	24.9%	10,031	7,703	30.2%
EBITDA (Excluding Other Income)	611	397	53.9%	1388	868	59.9%
<i>% of sale</i>	15.8%	12.8%	300 bps	13.8%	11.3%	250 bps
PAT	423	291	45.4%	973	583	66.9%
<i>% of sale</i>	10.9%	9.4%	150 bps	9.7%	7.6%	210 bps
EPS Diluted	32.50	22.37	45.3%	74.80	44.82	66.9%

CMD's Message

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

"We are pleased to report a strong performance in the third quarter with PAT and Earnings Per Shares growing 45% on a year-on-year basis. Demand remains buoyant as customers undertake home upgradation and home improvement, given changing needs and trends. The combination of benign interest rates, Government incentives and improving sales velocity has reinvigorated the real estate sector resulting in increased activity. The focus at CERA has been to optimise current manufacturing facilities and the vendor ecosystem to serve this demand. Investments in

recent years towards manufacturing plant de-bottlenecking, capacity rightsizing and automation has enabled us to drive efficiencies and manufacture high value, innovative and complex products at scale. The demand environment has seen a surge after many years and we have all the requisite ingredients for a multi-year demand upcycle.

The increase in costs of certain raw materials, inputs costs including freight and logistics have been material. We have responded by implementing price hikes across key products / verticals as well as by focusing on efficiencies and cost optimisation measures across our operations, the effect of which are visible in this and ensuing quarters.

The key pillars of our business of robust in-house manufacturing and R&D capabilities, product and design leadership, brand salience, extensive product portfolio and wide distribution network and a robust financial position continue to serve us well.”

- ENDS -

For further information, please contact

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