



CSL/2022-23/467
2nd February, 2023

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 today i.e., 02.02.2023, in which Standalone and Consolidated Unaudited Financial Results for the quarter and nine months ended 31.12.2022 were considered and approved. The results have also been submitted to Stock Exchanges.

Please take the same on your records.

Thanking you,
For Cera Sanitaryware Limited,

Hemal Sadiwala
Company Secretary
Encl: As Above

Cera Sanitaryware Limited

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CIN: L26910GJ1998PLC034400



CERA

Q3 FY23 Investor Communication

CERA Sanitaryware announces Q3 FY23 Results:

Q3 FY23 Revenue stood at Rs. 4558 million

EBITDA for the quarter amounted to Rs. 866 million

PAT stood at Rs. 564 million

Ahmedabad, February 2nd, 2023: 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, 2022.

Financial Highlights – Q3 FY23

Particulars	Q3 FY23	Q3 FY22	Growth	9M FY23	9M FY22	Growth
Standalone in INR million except EPS Revenue from Operations (Net of Taxes)	4,558	3,870	17.8%	12,658	10,031	26.2%
EBITDA (Excluding Other Income)	729	611	19.3%	2,001	1,388	44.2%
<i>% of sale</i>	16.0%	15.8%	20 bps	15.8%	13.8%	200 bps
PAT	564	423	33.3%	1,467	973	50.8%
<i>% of sale</i>	12.4%	10.9%	150 bps	11.6%	9.7%	190 bps
EPS Diluted	43.34	32.50	33.3%	112.81	74.80	50.8%

CMD's Message

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

"We are pleased to report continued momentum in our performance in Q3 FY23 with revenues higher by 18% and PAT higher by 33% on a y-o-y basis. Our sanitaryware and faucetware divisions, which made up 54% and 33% of our Q3FY23 revenue respectively, registered a 19% and 12% year-over-year increase.

Our overall performance has been positively impacted by the sustained interest from customers to improve and upgrade their homes. During the quarter gone by, we were able to achieve the optimal level of inventory days that we have been working towards for several quarters. Additionally, during Q3FY23, Cera did not have any lost sales for the seventh consecutive quarter.

We are also pleased to report that the Company made notable progress in expanding the production capabilities of its faucetware division. We are confident that our faucetware capacity expansion project will be completed well on schedule. Furthermore, progress was made in selecting a suitable piece of land in the State of Gujarat for the construction of our new Sanitaryware facility.

The trend of premiumization across our new-age and high-margin products remains strong, and customers are clearly demonstrating a preference for items with improved features, sleek design, and a growing technological presence. Our new Lustre Series products, which include Rose Gold, French Gold, and Platinum sanitaryware and faucetware options, have been well-received by customers. The response to our recent ad campaign, featuring new brand ambassadors and our increased investment in advertising and publicity, has been overwhelmingly positive.

Looking ahead, we are confident that our diverse product offerings, extensive distribution network, well-established brand recognition, strong financial standing, and expansion plans will enable us to achieve sustained growth in our key business segments. By focusing heavily on retail sales, we are well suited to capitalize on the brand promise that Cera has built over the last four decades.”

- ENDS -

For further information, please contact

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