



CERA

Q3 & 9M FY19 Investor Communication

CERA Sanitaryware reports strong all-round growth in Q3FY19:

Revenue up by 10% & EBITDA up 13%

Ahmedabad, January 29, 2019: Cera Sanitaryware Limited (CERA), India's premier home solutions brand, today announced its standalone financial results for the quarter and nine months ended on December 31, 2018.

Financial Highlights – Q3 & 9M FY19

Particulars	Q3 FY19	Q3 FY18	Growth	9M FY19	9M FY18	Growth
Standalone in INR million except EPS						
Revenue from Operations	3,188	2,909	9.6%	9,305	8,212	13.3%
EBITDA	460	406	13.2%	1,268	1,198	5.9%
<i>% of sale</i>	14.4%	14.0%	40 bps	13.6%	14.6%	(100 bps)
PAT	284	231	22.9%	770	696	10.6%
<i>% of sale</i>	8.9%	7.9%	100 bps	8.3%	8.5%	(20 bps)
EPS Diluted	21.8	17.8	22.9%	59.2	53.6	10.6%

CMD's Message

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

"We have delivered a steady operational and financial performance during the quarter in an environment that continues to be challenging for the housing segment. The focus on credit controls, inventory management and new design innovation has positively impacted the product mix, enabling us to deliver 23% growth in profitability."

"Our product mix is well distributed among different segments, and all of them are showing a healthy growth rate. We will continue to enhance our offerings in the market with increased capacities, newer product launches, distribution channel expansion, and premiumisation."

The outlook for the sector is improving with multiple macro level developments taking place. As one of the organized sanitaryware players in India, we believe we are well-positioned to sustainably grow in the years to come. Cera continues to have a robust balance sheet, comfortable liquidity position, and prudent financial management.”

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For further information, please contact

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