



CERA

Q1FY20 Investor Communication

CERA Sanitaryware announces Q1FY20 Results:

Revenue stood at Rs. 2,674 million

EBITDA for the quarter amounted to Rs. 352 million

EBITDA margin improves 60 basis points to 13.2%

Ahmedabad, August 1, 2019: Cera Sanitaryware Limited (CERA), India's premier home solutions brand, today announced its standalone financial results for the quarter ended June 30, 2019.

Financial Highlights – Q1 FY20

Particulars	Q1 FY20	Q1 FY19	Growth
Standalone in INR million except EPS			
Revenue from Operations(Net of Taxes)	2,674	2,807	-4.7%
EBITDA(Excluding Other Income)	352	353	-0.2%
<i>% of sale</i>	13.2%	12.6%	60 bps
PAT	191	205	-6.9%
<i>% of sale</i>	7.1%	7.3%	-20 bps
EPS Diluted	14.67	15.77	-7.0%

CMD's Message

Commenting on the performance, **Mr. Vikram Somany, Chairman & Managing Director**, said, *"In the backdrop of challenging economic conditions across the country, and deferred activity due to general elections, our Q1FY20 performance is on anticipated lines. We are pleased that our business momentum remained fairly resilient and are encouraged by the several positives across our business segments during the quarter.*

We believe, things are moving in the right direction and our strategy to elevate offerings and launch exciting new products are yielding positive results. With inherent strengths like brand salience, deep in-house R&D capabilities, multiple revenue streams driving higher retail sales

contributions, a wide distribution network & comprehensive product portfolio coupled with our prudent financial policies, we are well-placed to drive future performance, and consolidate our pre-eminent position in the industry.

We remain cautiously optimistic about our prospects and look forward to an improved financial and operational performance in the coming quarters.

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For further information, please contact

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