



Q2 & H1 FY20 Investor Communication

CERA Sanitaryware announces Q2 & H1 FY20 Results:

Q2 FY20 Revenue stood at Rs. 3,272 million

EBITDA for the quarter amounted to Rs. 416 million

PAT for Q2 of FY20 stood at Rs. 300 million

Ahmedabad, November 13, 2019: Cera Sanitaryware Limited (CERA), India's premier sanitaryware, faucetware, and wellness company, today announced its standalone financial results for the quarter and half year ended September 30, 2019.

Financial Highlights - Q2 & H1 FY20

| Particulars | Q2 FY20 | Q2 FY19 | Growth | H1 FY20 | H1 FY19 | Growth |
|---|------------|------------|----------|------------|------------|---------|
| Standalone in INR million except EPS Revenue from Operations (Net of Taxes) | 3,272 | 3,310 | -1.1% | 5,946 | 6,117 | -2.8% |
| EBITDA (Excluding Other Income) | 416 | 456 | -8.8% | 768 | 809 | -5.1% |
| % of sale | 12.7% | 13.8% | -110 bps | 12.9% | 13.2% | -30 bps |
| PAT | 300 | 281 | 6.8% | 491 | 487 | 0.8% |
| % of sale | 9.2% | 8.5% | 70 bps | 8.3% | 8.0% | 30 bps |
| | | | , | | | , |
| EPS Diluted | 23.09 | 21.64 | 6.7% | 37.76 | 37.41 | 0.9% |

CMD's Message

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

"We are pleased to report an all-round consistent performance during the quarter, with increased efficacy of our product offerings, adequate credit controls, amidst steady receivable days. This performance is commendable in the backdrop of muted economic growth and subdued consumption trends across the country.



In recent years, Cera has widened its offerings and enhanced its distribution network. In addition, through equal focus on product portfolio expansion and geographical increase of large format customer touchpoints, recently added in Bangalore (Karnataka) and Morbi (Gujarat). The Company continues to generate healthy cash position and established a strong balance sheet. The strategic steps taken in recent years are today providing us the necessary strength and resilience to successfully overcome business cycles and challenges.

We strongly believe that Cera, today, is well poised with high quality products, higher brand recall, and comprehensive product segmentation. Recently established verticals have attained critical mass and are at inflection points. We expect Cera's business momentum to be supported by improving macro-economic situation and due to various initiatives regularly undertaken by the Company."

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For further information, please contact

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