



CSL/2023-24/41  
10<sup>th</sup> May 2023

To, BSE Limited Corporate Relationship Department 1 <sup>st</sup> 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 10.05.2023, in which Standalone and Consolidated Audited Financial Results for the quarter and year ended 31.03.2023 were considered and approved. The results have also been submitted to Stock Exchanges.

Kindly take the same on your records.

Thanking you,  
For Cera Sanitaryware Limited,

Hemal Sadiwala  
Company Secretary  
Encl: As above

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**Cera Sanitaryware Limited**

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CIN No. : L26910GJ1998PLC034400



# CERA

## Q4 & 12M FY23 Investor Communication

### CERA Sanitaryware announces Q4 & 12M FY23 Results:

**Q4 FY23 Revenue of Rs. 5,304 million**

**EBITDA for the quarter amounted to Rs. 981 million**

**PAT for Q4 of FY23 stood at Rs. 629 million**

**Ahmedabad, May 10<sup>th</sup>, 2023:** Cera Sanitaryware Limited (CERA), India's premier sanitaryware, faucetware, and wellness Company, today announced its standalone and consolidated financial results for the quarter and financial year ended March 31, 2023.

### Financial Highlights – Q4 FY23

Particulars	Q4 FY23	Q4 FY22	Growth	12M FY23	12M FY22	Growth
Standalone in INR million except EPS <b>Revenue from Operations (Net of Taxes)</b>	5,304	4,387	20.9%	17,962	14,418	24.6%
<b>EBITDA (Excluding Other Income)</b>	851	824	3.3%	2,851	2,212	28.9%
<i>% of sale</i>	16.0%	18.8%	-280bps	15.9%	15.3%	60 bps
<b>PAT</b>	629	521	20.7%	2,097	1,494	40.4%
<i>% of sale</i>	11.9%	11.9%	0 bps	11.7%	10.4%	130 bps
<b>EPS Diluted</b>	48.39	40.04	20.7%	161.20	114.84	40.4%

### CMD's Message

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

*"We are pleased to report our best ever quarterly performance in Q4 FY23 with revenues of Rs. 530 crore and PAT of Rs. 63 crore. For FY23 the topline was Rs. 1796 crores an increase of 24.6% over FY22's topline of Rs. 1442 crores. EBITDA for FY 23 was Rs. 323 crore an increase of 32% over FY22's EBITDA of Rs. 244 crore. Profit after tax for FY23 was Rs. 210 crore an increase of 41% over FY22 at 149 crore. ROCE has increased from 19.64% to 23.13% as increase of 18%. This has been achieved even though Rs. 687 cr has been parked in safe instruments yielding lower returns. Our*

*sanitaryware and faucetware divisions, which made up 53% and 35% of our Q4FY23 revenue respectively, registered 18% and 29% revenue growth respectively, on a y-o-y basis.*

*We have focused on driving an improved product mix with new products comprising products launched over the last 3 years represent 34% of the turnover in Q4FY23. Efforts to improve productivity at our plants combined with cost optimization measures have elevated our EBITDA margin in a sustainable manner.*

*Further, we have made considerable progress on initiatives to further solidify our business performance. Our retailer loyalty program has made considerable progress with over 1.46 lakh invoices uploaded by over 14,600 retailers providing CERA with rich data and insights into end consumer buying patterns. Cash and cash equivalents were 687 crore as of March 31, 2023.*

*As earnings have grown, the Board of Directors has recommended an increased dividend of Rs. 50 per share which equates to 1000% of face value. This is higher than the combined Dividend of Rs. 35 per share, equating to 700% of face value distributed in FY2021-22.*

*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.*

*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. Progress was made in the due diligence for a suitable land parcel for the new Sanitaryware facility.”*

**- ENDS -**

### **For further information, please contact**

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