



# CERA

## Q4 & FY25 Investor Communication

### CERA Sanitaryware announces Q4 & FY25 Results:

**Q4 FY25 Revenue stood at Rs. 5780 million**

**EBITDA for the quarter amounted to Rs. 1213 million**

**PAT for Q4 FY25 stood at Rs. 856 million**

**Ahmedabad, May 9<sup>th</sup>, 2025:** 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, 2025.

### Financial Highlights – Q4 & FY25

(Standalone in INR million except EPS)

Particulars	Q4 FY25	Q4 FY24	Growth	FY25	FY24	Growth
<b>Revenue from Operations</b> (Net of Taxes)	5,780	5,466	5.7%	19,153	18,712	2.4%
<b>EBITDA</b> (Excluding Other Income)	1,056	921	14.7%	2,907	2,943	(1.2%)
% of revenue from operations	18.3%	16.8%	150 bps	15.2%	15.7%	(50 bps)
<b>PAT</b>	856	750	14.1%	2,465	2,392	3.1%
% of revenue from operations	14.8%	13.7%	110 bps	12.9%	12.8%	10 bps
<b>EPS Diluted</b>	66.36	57.69	15.0%	190.40	183.89	3.5%

### CMD's Message

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

*"The overall market environment remained challenging through the quarter, with continued softness in consumer demand. Against this backdrop, I am pleased to report that CERA delivered a satisfactory performance in Q4 FY25, maintaining stable EBITDA margins and improving operational efficiency. Our faucetware segment registered year-on-year growth of 9.6%, while the pace of de-growth in sanitaryware moderated. The sanitaryware and faucetware business segments accounted for 48% and 40% of total revenues, respectively. We continued to focus on cost optimization and productivity enhancement, which helped sustain profitability."*

*While the timeline for demand recovery remains uncertain, the long-term outlook for the sector is promising. Rising income levels, improving standards of living, rapid urbanization, evolving consumer preferences, and sustained investments in real estate and infrastructure are expected to drive consistent demand for branded building material products. These structural trends provide a strong foundation for long-term growth, particularly in premium and value-added categories.*

*CERA is proactively undertaking steps to address these evolving opportunities. In line with this, we are scaling our premium portfolio, including the CERA Luxe and Senator brands. Backed by a clearly defined product roadmap and strong in-house design, manufacturing, and R&D capabilities, we are preparing for a structured scale-up in FY26 and beyond. The initiatives undertaken today lay a solid foundation for CERA to capture emerging opportunities in the premium and luxury segments.*

*In addition, during FY25, the Company undertook several strategic initiatives. We expanded our product range with the launch of approximately 431 new SKUs across CERA, CERA Luxe and Senator. Retailer Loyalty Program continued to see strong participation, which now covers over 24,400 retailers. Our expanded faucetware capacity and growing B2B contribution supported momentum amid a muted retail environment. We also strengthened our market presence with the opening of 342 new stores, 17 Senator stores and 4 company-owned experience centres in FY25.*

*With over four decades of industry expertise, a strong brand, prudent financial management, and robust operational capabilities, CERA is well-positioned to capitalize on emerging opportunities as market conditions improve.”*

**- ENDS –**

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

**Mr. Vikas Kothari (Chief Financial Officer)**

**Mr. Deepak Chaudhary (Vice President- Finance & Investor Relations)**

CERA Sanitaryware Ltd.

Tel: +91 2764 242 329

Email: [vikas.kothari@cera-india.com](mailto:vikas.kothari@cera-india.com)

Email: [deepak.chaudhary@cera-india.com](mailto:deepak.chaudhary@cera-india.com)

**Mayank Vaswani**

**Devrishi Singh**

CDR India

Tel: +91 98209 40953

Tel: +91 98205 30918

Email: [mayank@cdrindia.com](mailto:mayank@cdrindia.com)

[devrishi@cdr-india.com](mailto:devrishi@cdr-india.com)

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