



CSL/2018-19/726  
January 29, 2019

BSE Limited Corporate Relationship Department 1 <sup>st</sup> Floor, New Trading Ring Rotunda Building, P J Towers Dalal Street, Fort Mumbai - 400 001. Scrip Code :532443 Scrip ID:CERASAN Fax:022-2722039/2061/2041/2037/3121	The National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (East) Mumbai - 400 051  Scrip Code: CERA Fax: 022-26598237/38 or 022-26598347/48
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Dear Sirs,

**Sub: Board Meeting Outcome – Press Release**

Please find enclosed herewith a Press Release to be published in the newspapers, released after the conclusion of Meeting of the Board of Directors of the Company held on 29.01.2019, in which Standalone Unaudited Financial Results for the quarter and nine months ended 31.12.2018 were considered and approved. The results have also been sent to Stock Exchanges.

We hope you will find the above in order.

Thanking you.

Yours faithfully,  
For Cera Sanitaryware Limited,

Narendra N. Patel  
President & Company Secretary  
Encl: as above

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**Cera Sanitaryware Limited**

Registered Office & Works : 9, GIDC Industrial Estate, Kadi 382715. District : Mehsana, North Gujarat, INDIA  
Tele : +91-2764-242329, 243000 Fax : +91-2764-242465 E-Mail : kadi@cera-india.com www.cera-india.com  
CIN No. : L26910GJ1998PLC034400



# 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						
<b>Revenue from Operations</b>	3,188	2,909	9.6%	9,305	8,212	13.3%
<b>EBITDA (Excluding Other Income)</b>	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)
<b>PAT</b>	284	231	22.9%	770	696	10.6%
<i>% of sale</i>	8.9%	7.9%	100 bps	8.3%	8.5%	(20 bps)
<b>EPS Diluted</b>	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.”*

- ENDS -

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

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**Mr. Ayush Bagla (Director)**

CERA Sanitaryware Ltd.

Tel: +91 22 4295 8370 / 3250 8669

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

**Mayank Vaswani/ Devrishi Singh**

CDR, India

Tel: +91 22 6645 1230 / 1222

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