



**Earnings Release for the period ended December 31, 2015**

**3<sup>rd</sup> February, 2016**

# Disclaimer

Certain statements in this presentation describing the Company's objectives, projections, estimates and expectations may be 'forward looking statements' within the meaning of applicable laws and regulations. Forward looking statements are identified, by using the words 'anticipates', 'believes', 'expects', 'intends' and similar expressions in such statements.

Although our expectations are based on reasonable assumptions, these forward-looking statements may be influenced by numerous risks and uncertainties that could cause actual outcomes and results to be materially different from those expressed or implied. The Company takes no responsibility for any consequence of decisions made based on such statements and holds no obligation to update these in the future.

The past financial figures have been regrouped or reclassified as per the current grouping, where ever necessary.

## **Treatment of OCL India Ltd. in financial statements**

Our subsidiary Dalmia Cement (Bharat) Limited (DCBL) has increased its stake in OCL from 48% held previously to 74.6% on 25 Feb 2015. As a result, OCL becomes a step-down subsidiary of DBL and hence, its results are consolidated on a line to line basis in the consolidated financial statements of DBL from the said date.

However, in order to enhance comparability of operating results and to aid better presentation, we have aggregated OCL India Ltd financials for the full quarter of Q3FY2015 and 9MFY2015

Consequently the pro-forma aggregated figures used in this presentation for Q3FY15 and 9MFY2015 would differ from the accounting results prepared & presented in accordance with the Indian GAAP.

Key Highlights for the Q3FY16 & 9MFY16

Q3FY16 Financial Performance

9MFY16 Financial Performance

Cement Demand Update

Sustainability Initiatives

## Simplification of Structure

- Listed entity, DBL to acquire 100% stake in DCBL

## Projects Update

- Started commercial production at Umrangshu, Assam w.e.f 1<sup>st</sup> Feb, 2016.

## Cost Optimization

- Sustained focus through 'Green Initiatives'

# Performance Highlights

YoY Growth

Q3FY16

Sales Volume (MnT)

2.96

9%

EBITDA (Rs. Cr.)

348

59%

EBITDA (Rs./T)

1,188

51%

Economic Fuel usage

79%

27%

9MFY16

Sales Volume (MnT)

8.92

17%

EBITDA (Rs. Cr.)

1,077

87%

EBITDA (Rs./T)

1,219

69%

Economic Fuel usage

77%

17%

# Financial Performance – Q3FY16

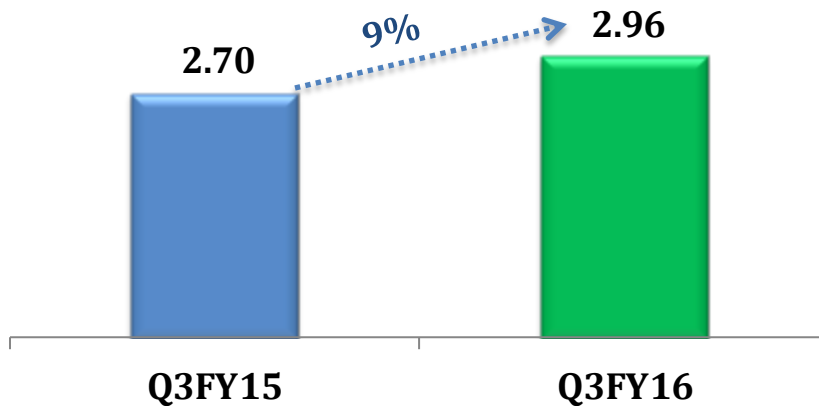
# Financials for Quarter ended December 31, 2015

Particulars (Rs. Cr.)	Q3 FY15	Q3 FY16	YoY
Total Income	1,343	1,474	10%
Operating Expenses	1,124	1,126	0%
<b>EBITDA</b>	<b>219</b>	<b>348</b>	<b>59%</b>
<b><i>EBITDA Margin %</i></b>	<b>16%</b>	<b>24%</b>	
Other Income	44	20	-55%
Depreciation	96	116	21%
<b>EBIT</b>	<b>167</b>	<b>252</b>	<b>51%</b>
Finance Cost	122	171	40%
<b>Profit Before Tax</b>	<b>45</b>	<b>81</b>	<b>80%</b>
<b>Profit After Tax</b>	<b>7</b>	<b>16</b>	<b>136%</b>

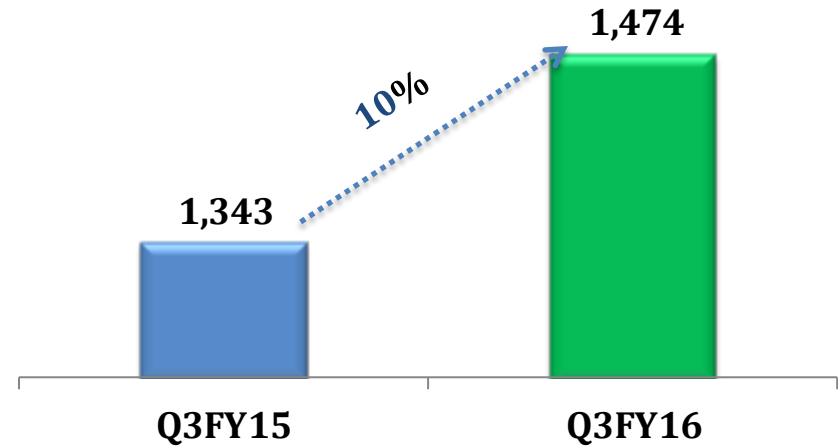


# Financial Performance – Q3 FY16

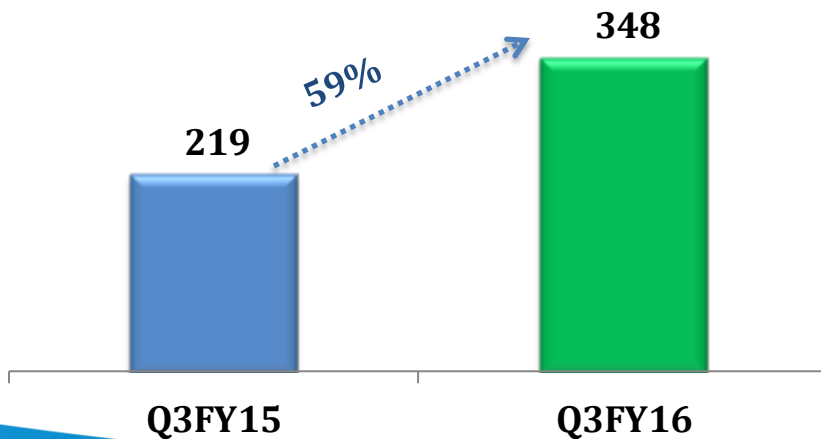
## Sales Volumes (MnT)



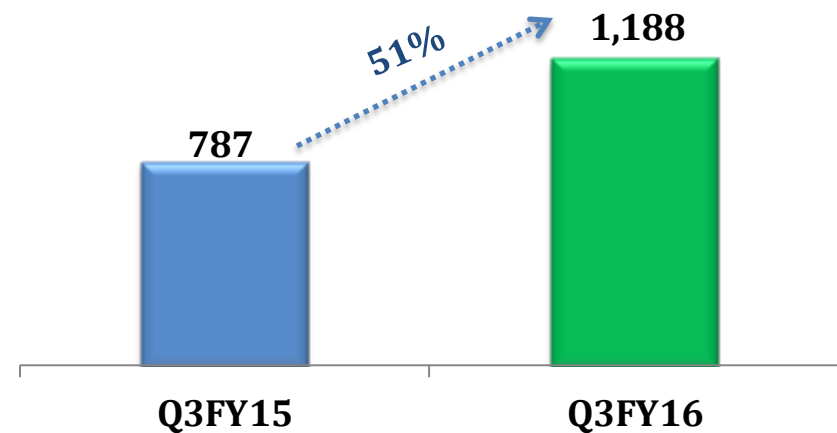
## Total Income (Rs. Cr.)



## EBITDA (Rs. Cr.)

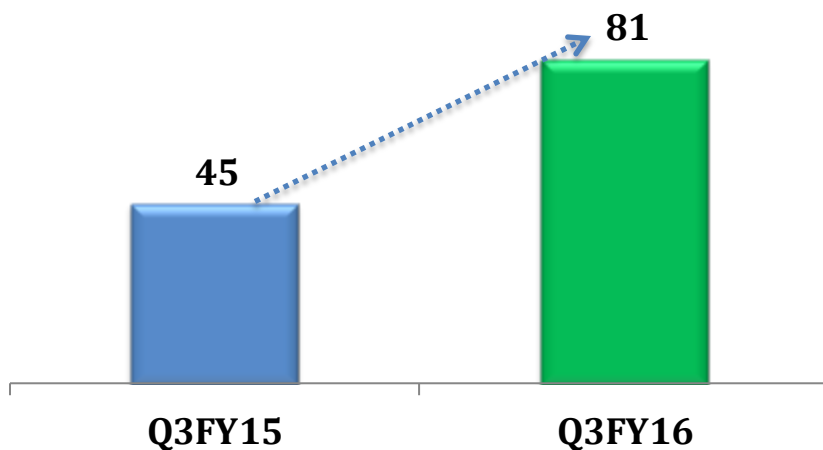


## EBITDA/T (Rs.)

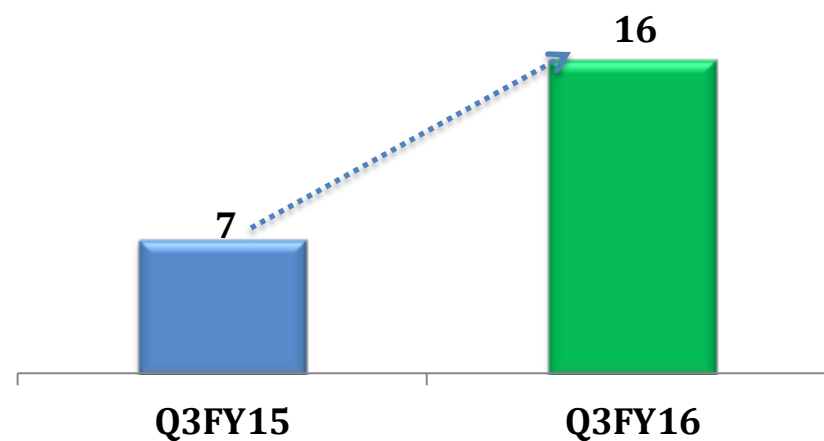


# Improved Profitability – Q3 FY16

## Profit Before Tax (Rs. Cr.)

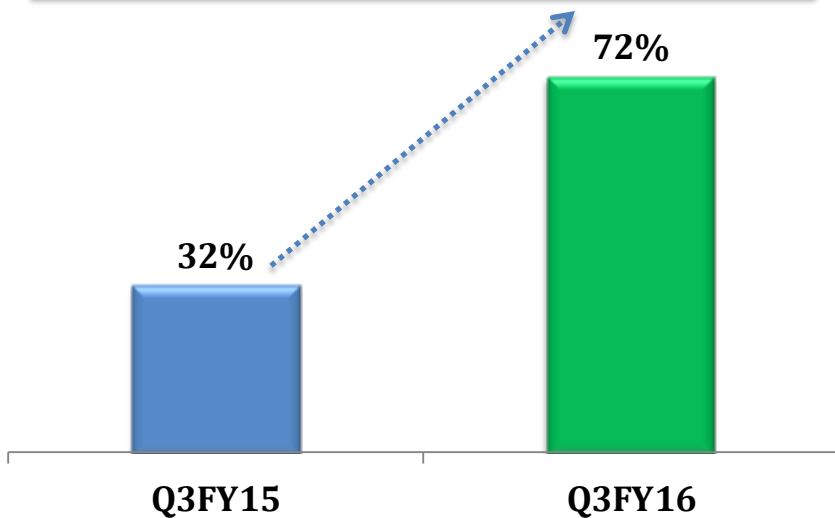


## Profit After Tax (Rs. Cr.)

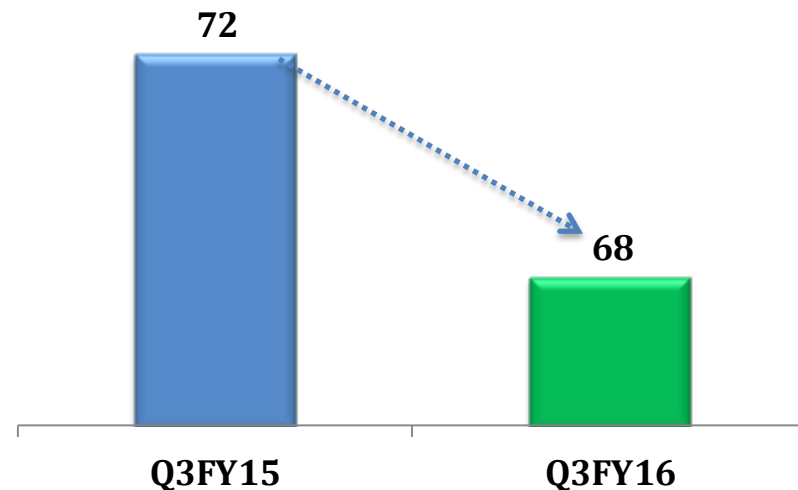


# Improving Efficiencies – Q3 FY16

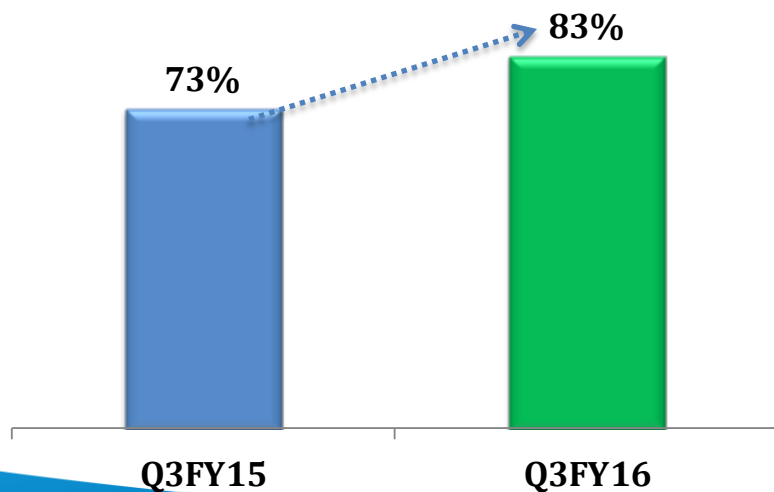
## Pet-coke Consumption



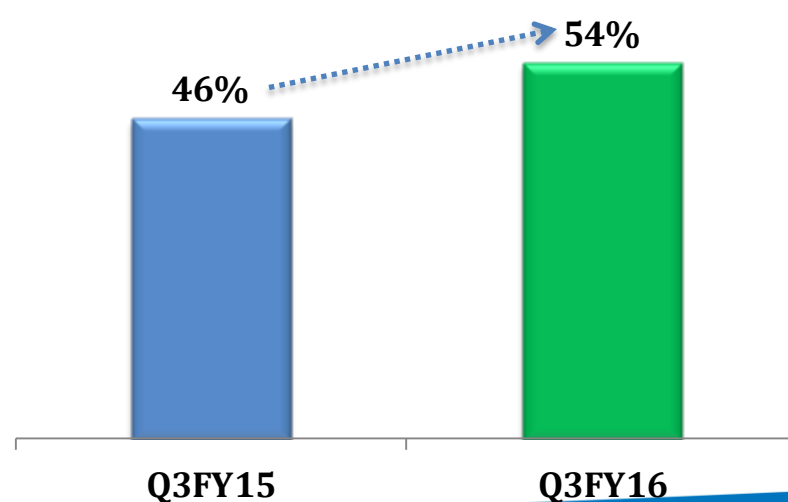
## Power Consumption per ton of cement



## Blended Cement (PPC/PSC) Production

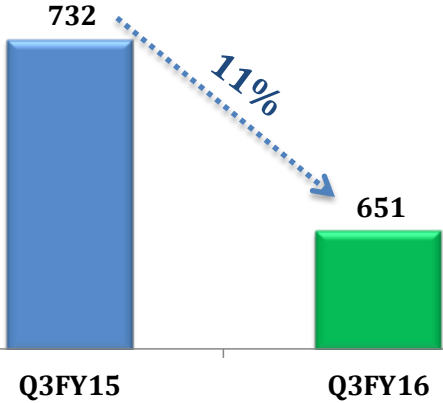


## Additives usage in Blended Cement

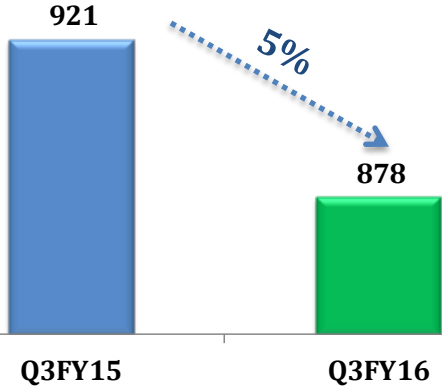


# Improving Efficiencies – Q3 FY16

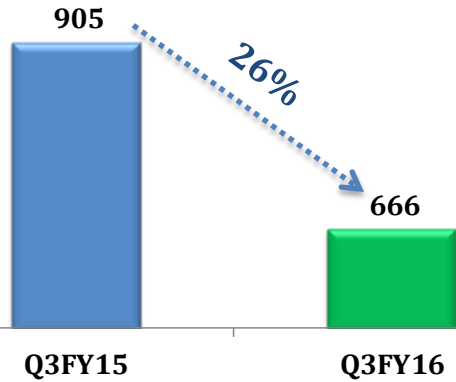
### Raw Material Cost (Rs./ T)



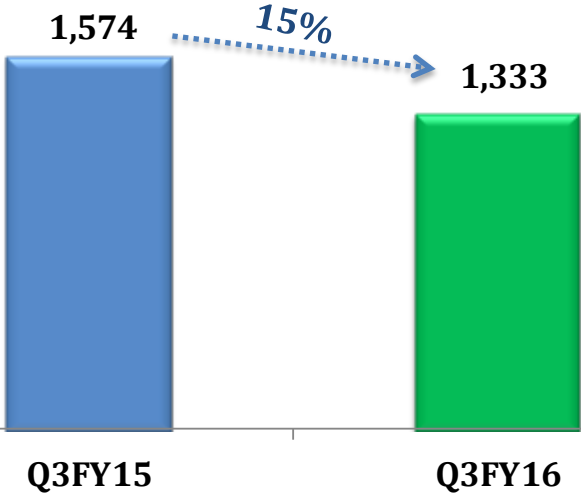
### Freight Cost (Rs./ T)



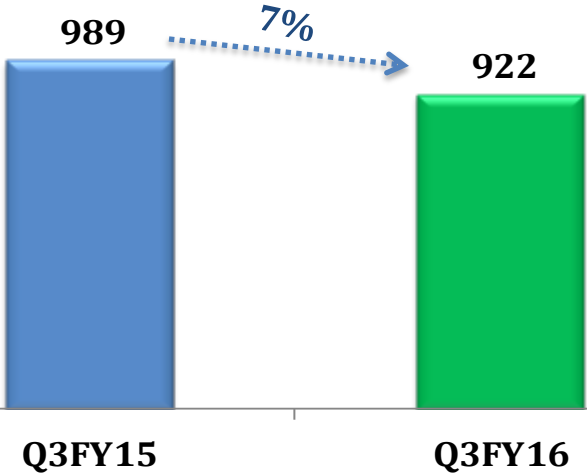
### Power & Fuel Cost (Rs./ T)



### Variable Cost (Rs./ T)



### Fixed Cost (Rs./ T)

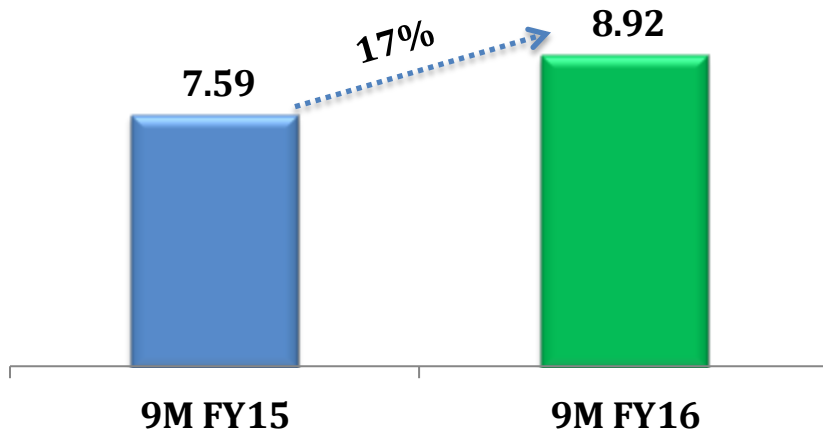


# Financial Performance – 9M FY16

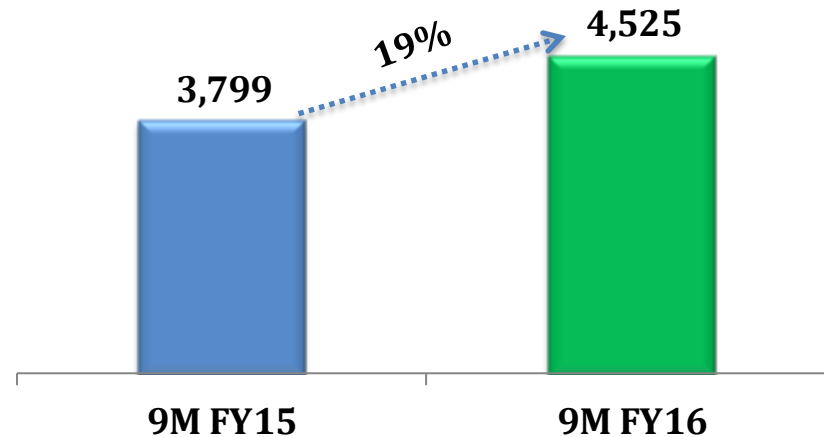
Particulars (Rs. Cr.)	9M FY15	9M FY16	YoY
Total Income	3,799	4,525	19%
Operating Expenses	3,223	3,448	7%
<b>EBITDA</b>	<b>576</b>	<b>1,077</b>	<b>87%</b>
<b><i>EBITDA Margin %</i></b>	<b>15%</b>	<b>24%</b>	
Other Income	93	67	-28%
Depreciation	279	333	19%
<b>EBIT</b>	<b>390</b>	<b>811</b>	<b>108%</b>
Finance Cost	331	518	56%
<b>Profit Before Tax</b>	<b>53</b>	<b>293</b>	<b>456%</b>
<b>Profit After Tax</b>	<b>(27)</b>	<b>76</b>	

# Financial Performance – 9M FY16

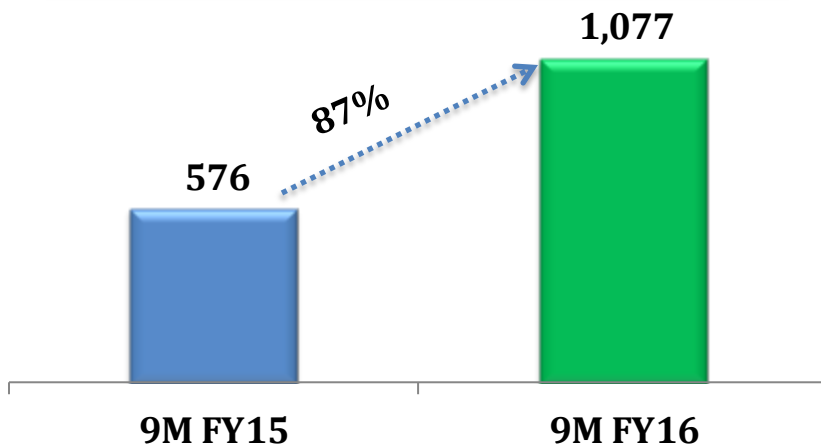
## Sales Volumes (MnT)



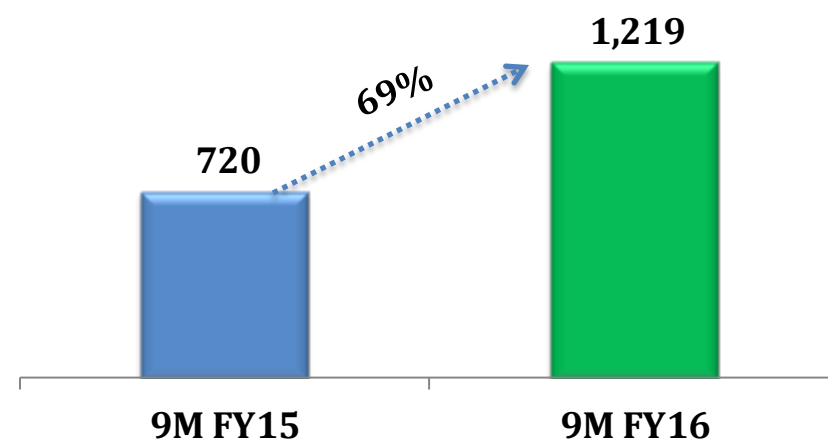
## Total Income (Rs. Cr.)



## EBITDA (Rs. Cr.)

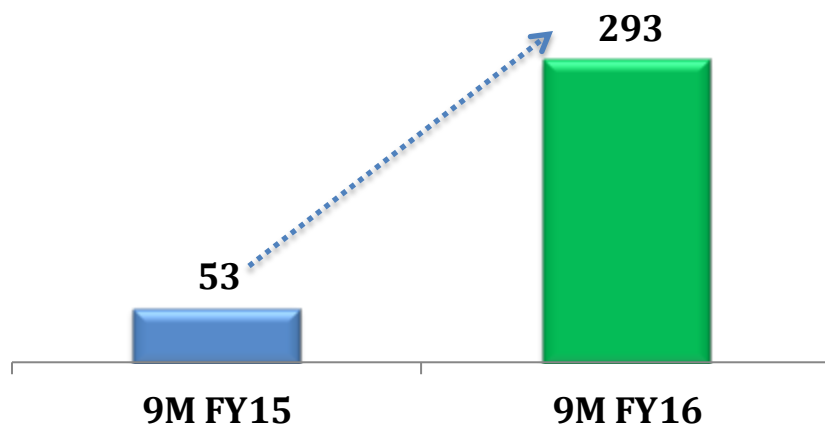


## EBITDA/T (Rs.)

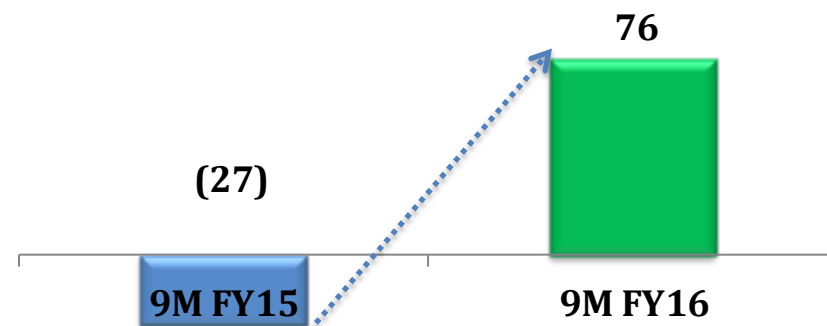


# Improved Profitability – 9M FY16 ....

## Profit Before Tax (Rs. Cr.)

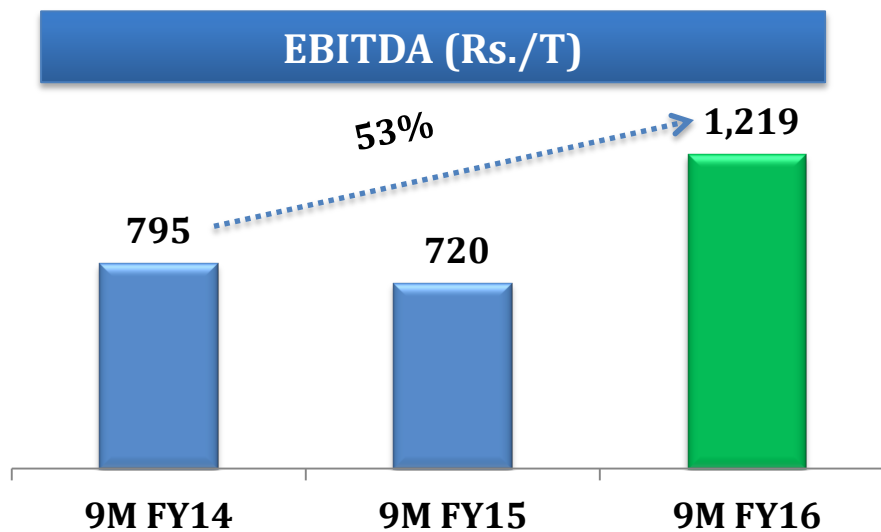
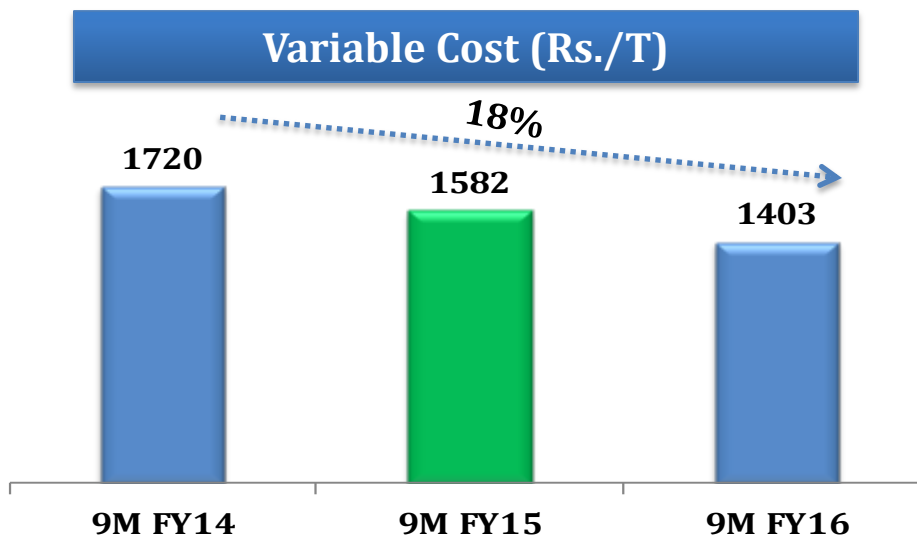


## Profit After Tax (Rs. Cr.)





# Cost efficiencies improving profitability





# Cement Demand

# First phase of Smart Cities



*11 out of 20 are in our served markets*



South

- Weak Demand (-4)%
- Chennai floods in Q3'16
- Industrial activity+ Infra demand expected to pick up

East

- Robust demand (+13%)
- Govt. focus ('Act East Policy')

***Our growth in volumes (+17%) outpaced industry's growth (+3%)***



# Sustainability Initiatives

To manifest sustainability drive Dalmia participated in:

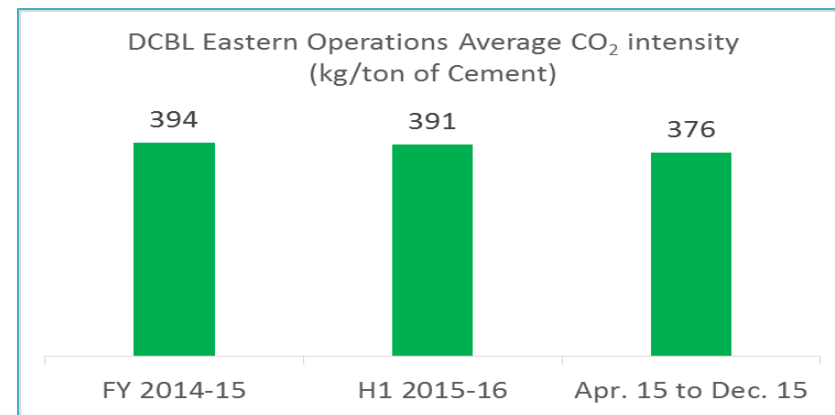
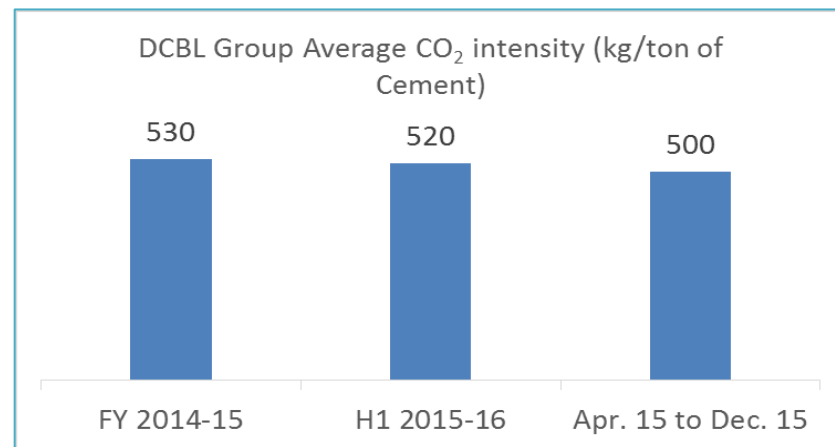
- High level Govt.-Business Dialogue invited by French Presidency
- COP-21 CII Business Delegation from India
- Low Carbon Technology Partnership initiative of World Business Council for Sustainable Development (WBCSD)
- High-Level Meeting of the Caring for Climate Business Forum (United Nations Global Compact) on 8<sup>th</sup> December 2015.
- Events organised by Espace Foundation and The Energy and Resources Institute (TERI)



Caring for Climate



# Reducing Carbon Footprint



**Focus to produce low carbon green Cement**



## **Water Positive:**

The harvested rainwater was more than our annual consumption in year 2014-15 at Kadapa Unit.



New rainwater harvesting capacity developed at Ariyalur Plant





## Inclusive Growth

# *Pragati Mahila Bank at our location - Belgaum, Karnataka*



***Facilitated formation of first Pragati Mahila Bank at Belgaum, Karnataka with a group membership of 890 women***

# *Social Development Programmes*



*81 School Sanitation Blocks / 506 Multi-speciality Health Camps / Functional and Computer Literacy Programmes etc.*

**More than 100 Thousand Beneficiaries**

*Thank you*