

CEMENT CAN BE GREEN...
A COMMITMENT TO SUSTAINABILITY



GLOBALY RANKED NO. 1 BY CDP (CARBON DISCLOSURE PROJECT)

Our combined efforts have made us the greenest cement company
in the world with the lowest carbon footprint*.



*GNR data of Cement Sustainability Initiative member companies

www.dalmiabharat.com

Earnings Release- Quarter & Year ended March 31, 2018 1

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.

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.



“Monument Mitra for Red Fort”

Key highlights for the year

Operational Performance

- **11%** growth in sales volume (YoY)
- EBITDA up 8% to Rs. **2,042 crore**; EBITDA/Tonne at Rs. **1,201**.
- **Freight cost in check** despite significant increase in diesel prices.

Strengthened Balance sheet

- Gross Debt reduced by **Rs.775 crore (YoY)**
- Net Debt lower by **Rs. 1,720 crore**
- Net Debt to EBITDA at **1.72x**

Restructuring Update

- Restructuring is in final stages. Expected to be completed shortly

Thrust on Sustainability

- Commissioned **9.2 MW Waste Heat Recovery Plant** at Rajgangpur, Odisha.
- The group achieved **water positive status (certified by E&Y)**
- Achieved **1st rank globally in CDP** Low Carbon Transition League Table

Financials for FY18

Particulars (Rs. Cr.)	FY17	FY18	YoY
Total income from operations	7,424	8,609	16%
Operating Expenses	5,530	6,567	19%
EBITDA	1,894	2,042	8%
Other Income	286	278	(3%)
Depreciation	726	704	(3%)
EBIT	1,454	1,616	11%
Finance Cost	869	705	(19%)
Cash Profit	1,311	1,615	23%
PBT	585	911	56%
PAT	342	644	88%
Sales Volume (MnT)	15.30	16.96	11%
EBITDA (Rs./T)	1,261	1,201	(5%)
EBITDA Margin (%)	25.5%	23.7%	(179 bps)

Financials for Q4FY18

Particulars (Rs. Cr.)	Q4FY17	Q4FY18	YoY
Total income from operations	2,181	2,638	21%
Operating Expenses	1,632	2,049	26%
EBITDA	549	589	7%
Other Income	66	65	(1%)
Depreciation	181	186	3%
EBIT	434	468	8%
Finance Cost	192	154	(20%)
Cash Profit	423	501	18%
PBT	242	315	30%
PAT	214	209	(3%)
Sales Volume (MnT)	4.55	5.18	14%
EBITDA (Rs./T)	1,266	1,137	(10%)
EBITDA Margin (%)	25.2%	22.3%	(284 bps)

Interest cost optimisation

Particulars (Rs. Cr.)	Q4'17	Q3'18	Q4'18	FY17	FY18
Interest Cost	182	152	130	813	597
Other charges	10	(10)	24	56	108
Total finance cost	192	142	154	869	705
Cost of debt	8.9%	8.0%	8.0%	9.1%	8.1%
Non Cash*	(6)	(21)	14	(2)	43

*Non cash is a part of other charges

Strengthening Balance Sheet

Particulars (Rs. Cr.)	As on March 31, 2017	As on Dec 31, 2017	As on Mar 31, 2018	Change (YoY)
Gross Debt	8,049	7,321	7,275	(775)
Cash	2,816	3,367	3,762	945
Net Debt	5,233	3,953	3,513	(1,720)
Net Debt / EBITDA (x)	2.76	2.0	1.72	

Future Growth
Strategic Acquisitions

Kalyanpur Cement - Bihar



Market Share



Lead Distance

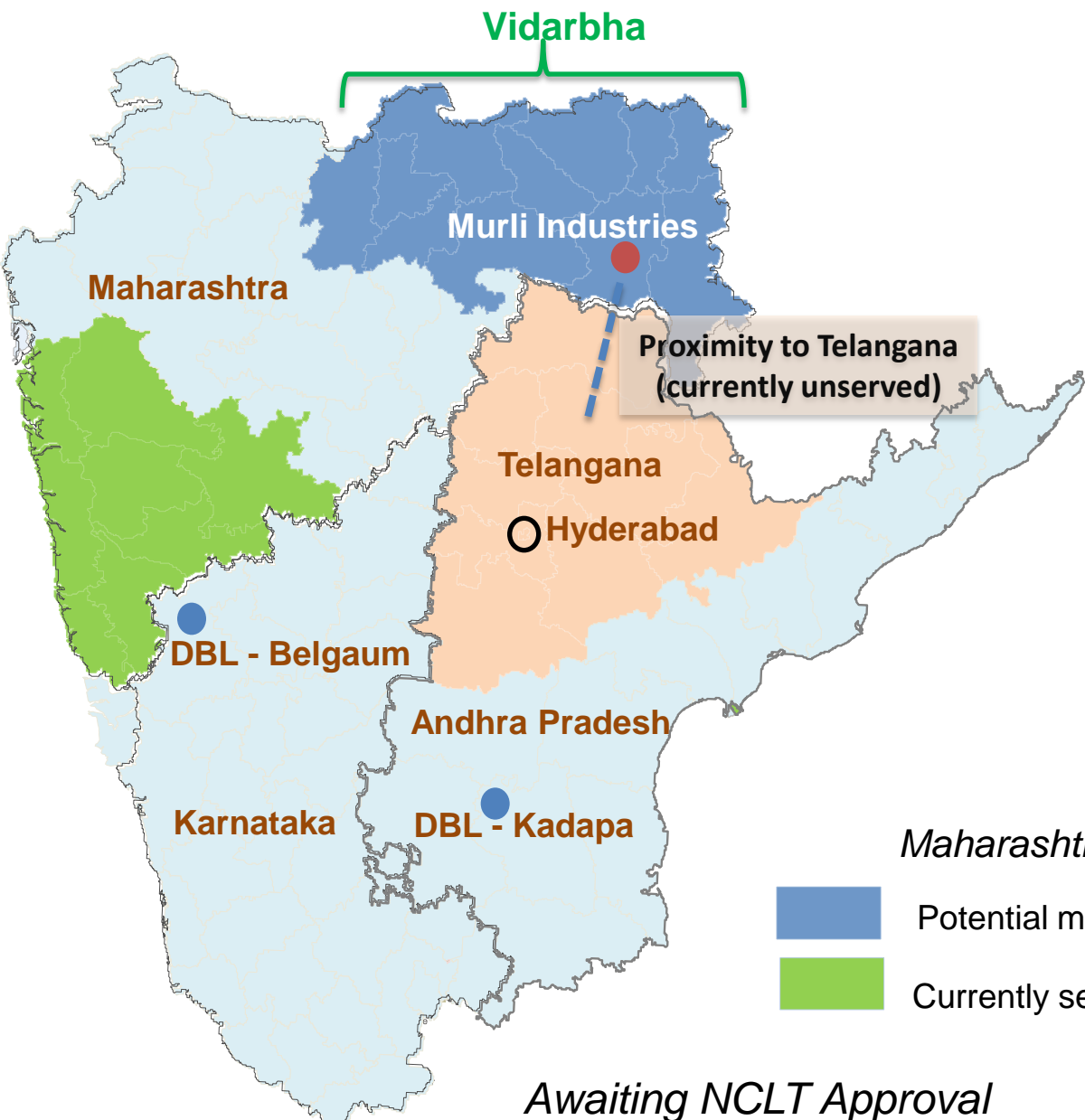


**Export possibility
(if domestic
demand is soft)**



**Clinker capacity
at strategic
location**

Murli Industries - Maharashtra



Growth Potential in Vidarbha

Sector	Future Investment (Rs. Cr.)
Roadways	64,408
Railways	27,809
Irrigation	23,338
Airports	9,000
Real Estate	6,646
Total	1,31,201

Source:- Projects Today

Awaiting NCLT Approval

Future Growth
New additional capacity

New additional capacity in East Region

East Capacity (MnT)		Remarks
Existing	9.3	
Acquired	1.1	Kalyanpur Cement
Additional capacity	7.8	Expected Project cost - \$71/T
Total	18.2	

Our existing capacity share in East

12%

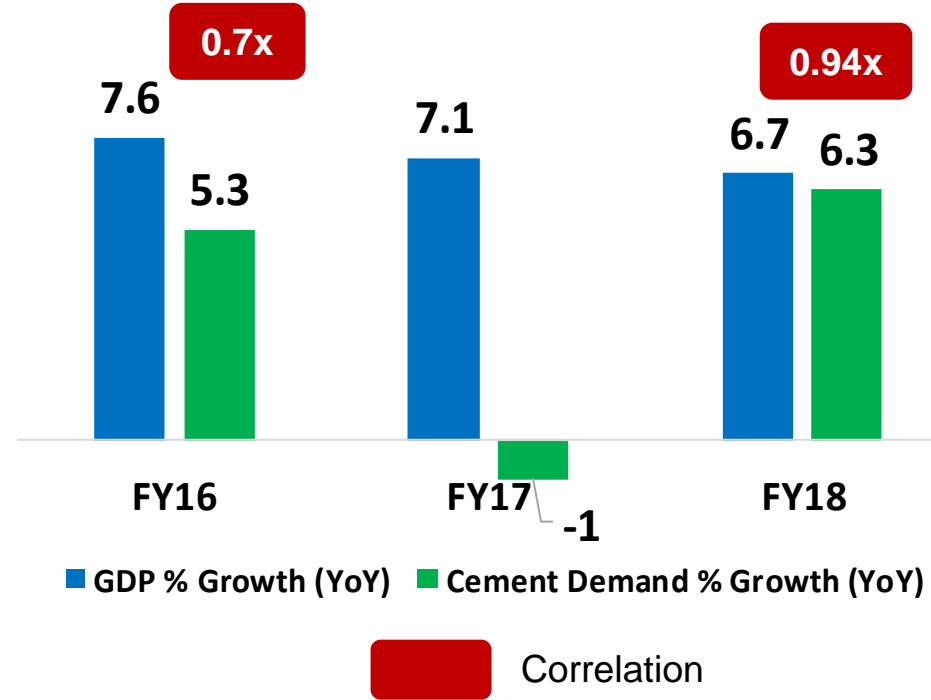
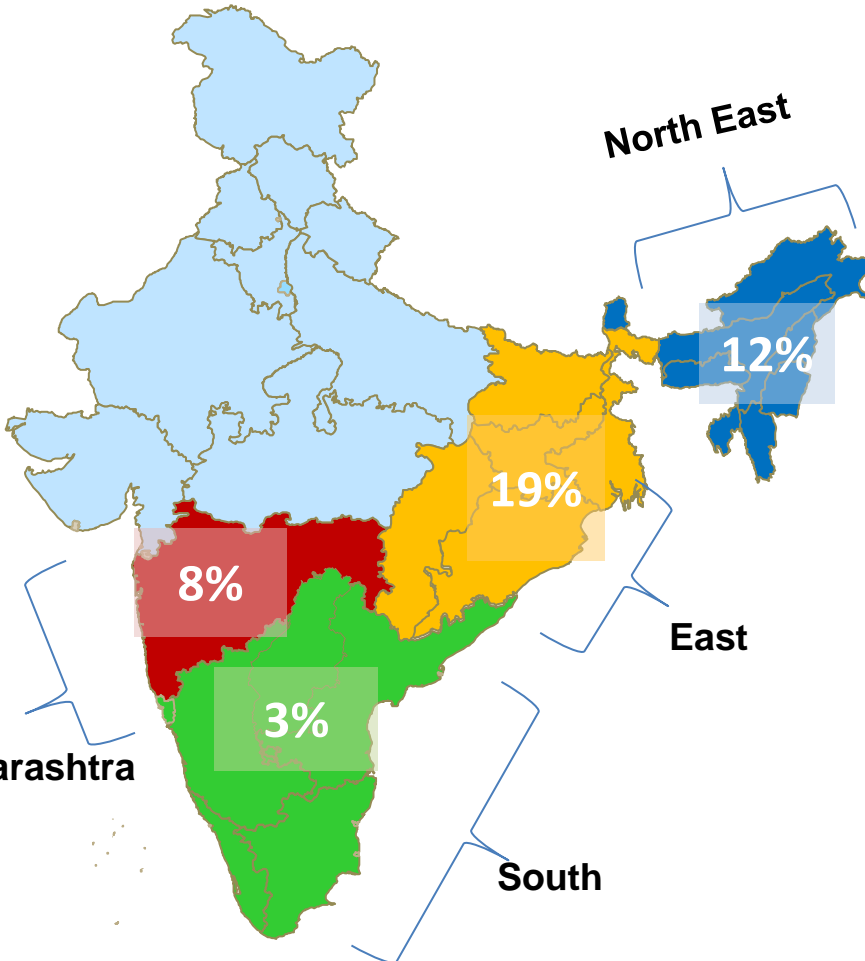
Our expected future capacity share in East

20%

Cement Industry

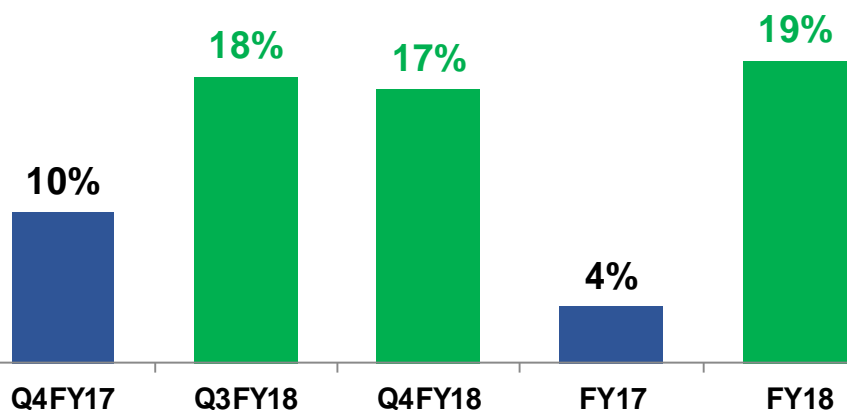
Cement demand growth - evident

Growth in our markets (YoY)

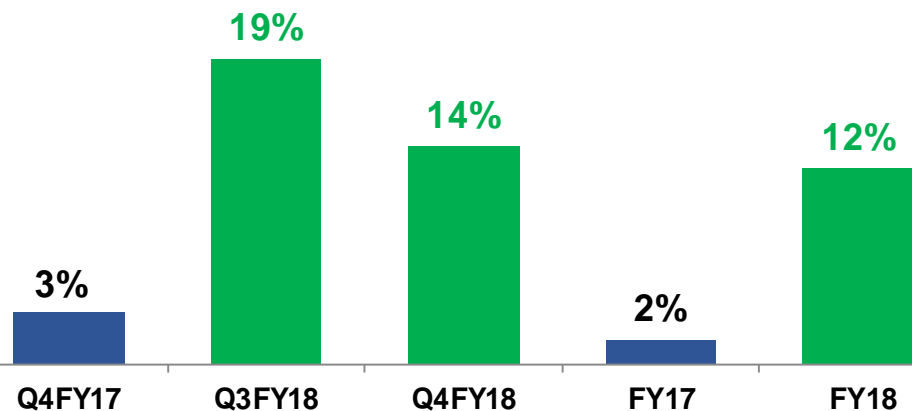


Growing Cement Demand

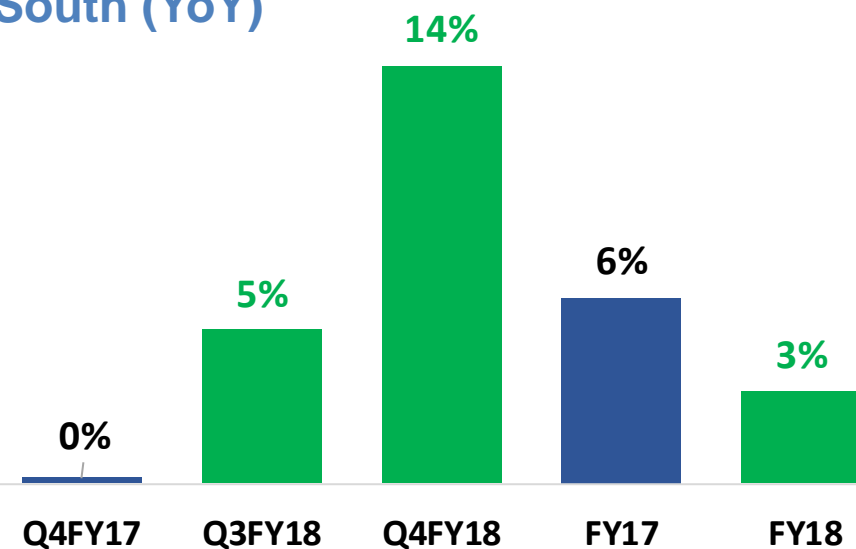
East (YoY)



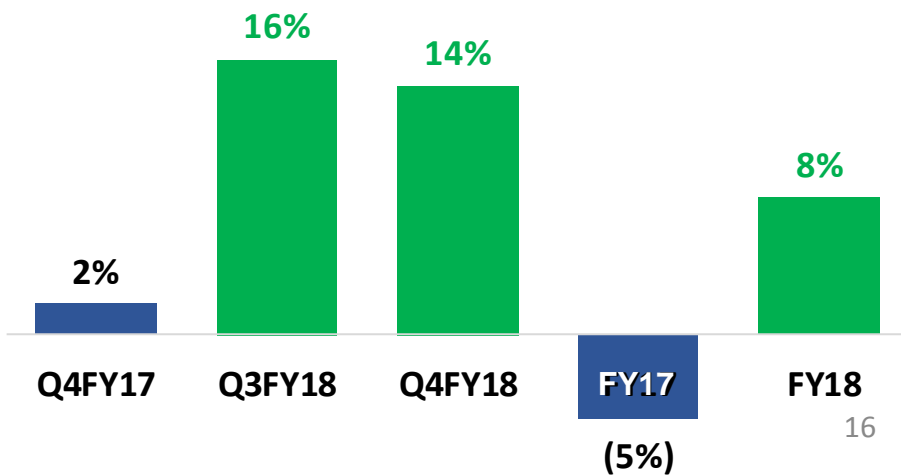
North East (YoY)



South (YoY)



Maharashtra (YoY)



Sustainability

Dalmia Bharat met the pledge of being

‘A Water positive organization’



Ernst & Young provided assurance statement on water positive pledge

League Rank Table	Company	League Table weighted rank
1	Dalmia Bharat	4.64
2	Ambuja Cement	5.62
3	Cementos Argos	5.90
4	Shree Cement	5.91
5	Lafarge Holcim	6.03

The League Table is designed to serve as a proxy for business readiness in an industry which will undergo significant change as governments increase efforts to implement the Paris Agreement.

Supporting International Antarctic Expedition



Creating awareness about climate change

Awards / Recognitions

Social Responsibility Leadership Award- ET Now

THE WATER
WE CONSERVE
IS PRICELESS.
JUST LIKE
THE AWARD
WE HAVE WON.



For transformative work done under Water Conservation Project in Andhra Pradesh
(Kadapa)

NABARD recognizing our Watershed Development drive



Melarasur Watershed Development Project, Dalmiapuram wins NABARD Award

Initiatives undertaken:

- 146 Farm Ponds constructed
- 251 Rain water harvesting tanks constructed
- 539 Acres of Drip irrigation

Recognition to our North East mines

Guwahati Mines



Meghalaya Mines



CSR Initiatives



Helping Rural Communities See Digital Dreams.

Dalmia Bharat Foundation has signed a MoU with HP Inc. (Hewlett Packard) to spread digital literacy among rural communities in Jharkhand and introduce them to net-based services. HP has set up digital vans with fully equipped computer labs for the purpose. These facilities are operational in 5 locations in Jharkhand. The initiative will go a long way in contributing to the Digital India Mission of the Government and bring newer opportunities to our rural folks.

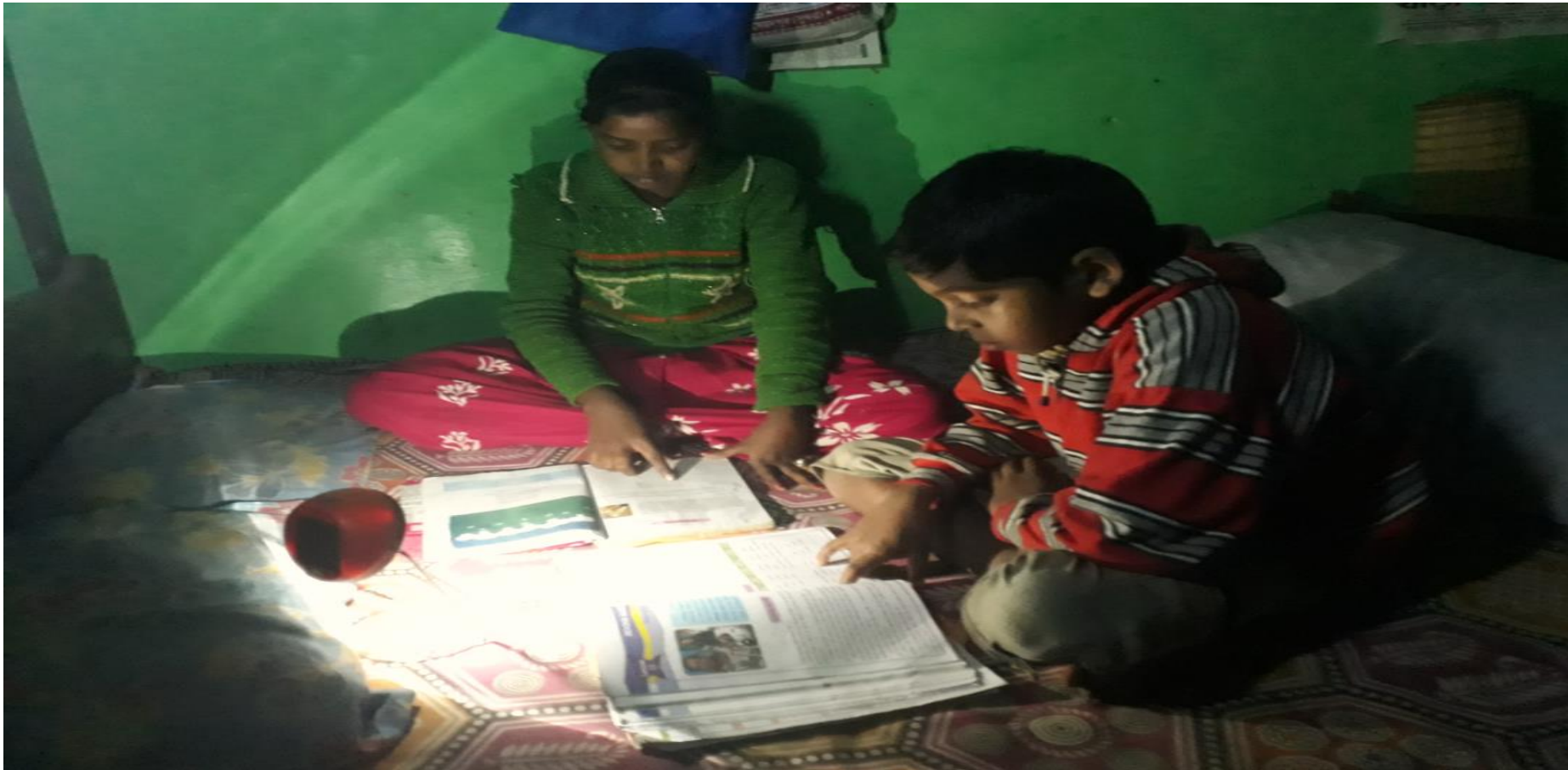


Partnering with Hewlett Packard



- 5 Diksha Skill Training Centres set up
- 3,185 beneficiaries

47 villages converted to Solar Lighting



Beneficiaries : 1 lakh

Manufacturing



Puneet Dalmia is the EY Entrepreneur Of the Year 2017 – Manufacturing

Thank You