



Earnings Release for the Quarter
and Half Year Ended
September 30, 2017

MOTHER NATURE

Mother Nature has helped us write an impressive growth story ever since we became the greenest cement company in the world with the lowest carbon footprint.

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.

Key Highlights for the Quarter

Sustaining Profitability

- EBITDA at Rs.441 Cr
- EBITDA/T at Rs.1,211

Strengthening Balance Sheet

- **Gross Debt down by:**
 -  **Rs.179 Cr.** (QoQ)
- **Net Debt down by:**
 -  **Rs 326 Cr.** (QoQ)
- Net Debt to EBITDA reduced from **2.4x to 2.2x** (QoQ)

Digital Transformation

- **60%** of our customers are on **Dalmia Digital Platform**
- Received **Digital Transformation Awards 2017** by “**International Data Corporation**” (IDC)

Financial Highlights - Quarterly

Particulars	Q2FY17	Q2FY18	YoY
Sales Volume (MnT)	3.42	3.64	6%
Gross Income (Rs. Cr.)	1,938	1,834*	-5%
EBITDA (Rs. Cr.)	421	441	5%
Cash Profit (Rs.Cr.)	271	336	24%
PAT (Rs. Cr.)	31	104	233%
EBITDA (Rs/T)	1,232	1,211	-2%
EBITDA Margin	24.6%	24.1%	(50) bps

*Gross income is net of GST. Comparable growth YoY is 7%

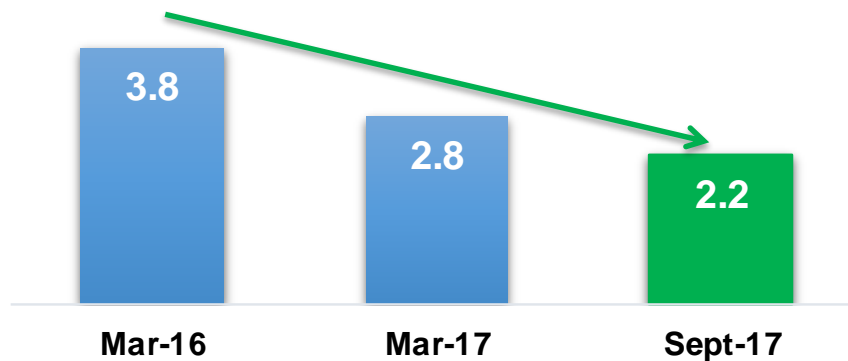
Financial Highlights – Half yearly

Particulars	H1FY17	H1FY18	YoY
Sales Volume (MnT)	7.18	7.64	6%
Gross Income (Rs. Cr.)	3,958	4,127*	4%
EBITDA (Rs. Cr.)	929	998	7%
Cash Profit (Rs.Cr.)	615	751	22%
PAT (Rs. Cr.)	125	268	114%
EBITDA (Rs/T)	1,295	1,312	1%
EBITDA Margin	26.6%	25.7%	(90) bps

*Gross income is net of GST. Comparable growth YoY is 11%

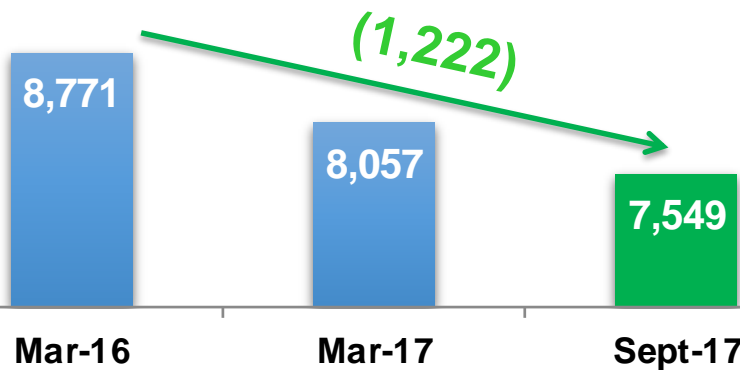
Strengthening Balance Sheet

Net Debt / EBITDA*

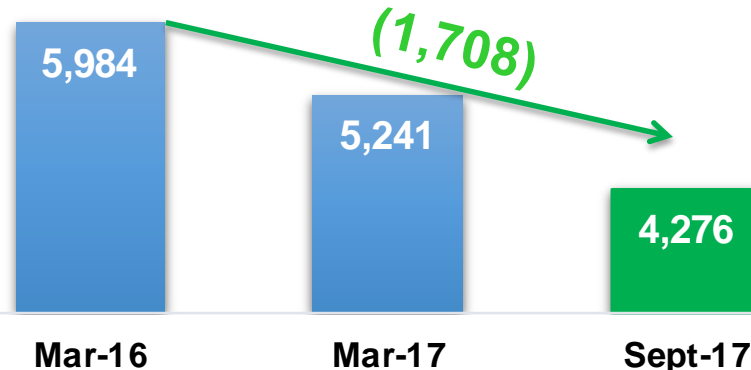


Improved

Gross Debt (Rs.Cr)



Net Debt (Rs.Cr)



* Trailing 12 months EBITDA

Interest cost optimisation

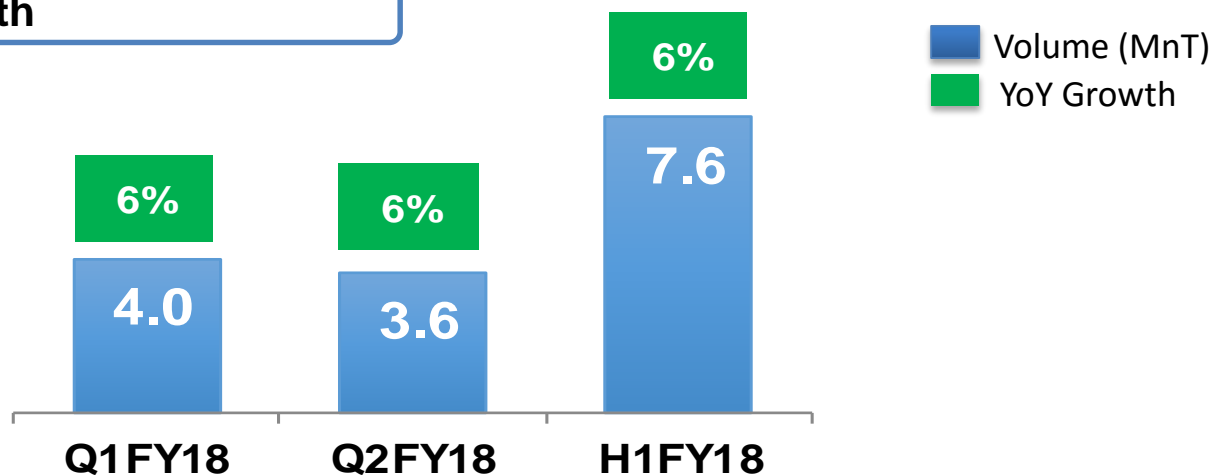
(Rs. Cr.)

Particulars	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18	Q2'18
Interest Cost	219	212	186	187	163	152
Other charges	22	17	17	13	49	45
<i>Non Cash*</i>	9	(2)	(3)	(5)	30	19
Total finance cost	241	229	203	200	212	197
Cost of debt	9.3%	9.4%	9.0%	8.9%	8.3%	8.1%

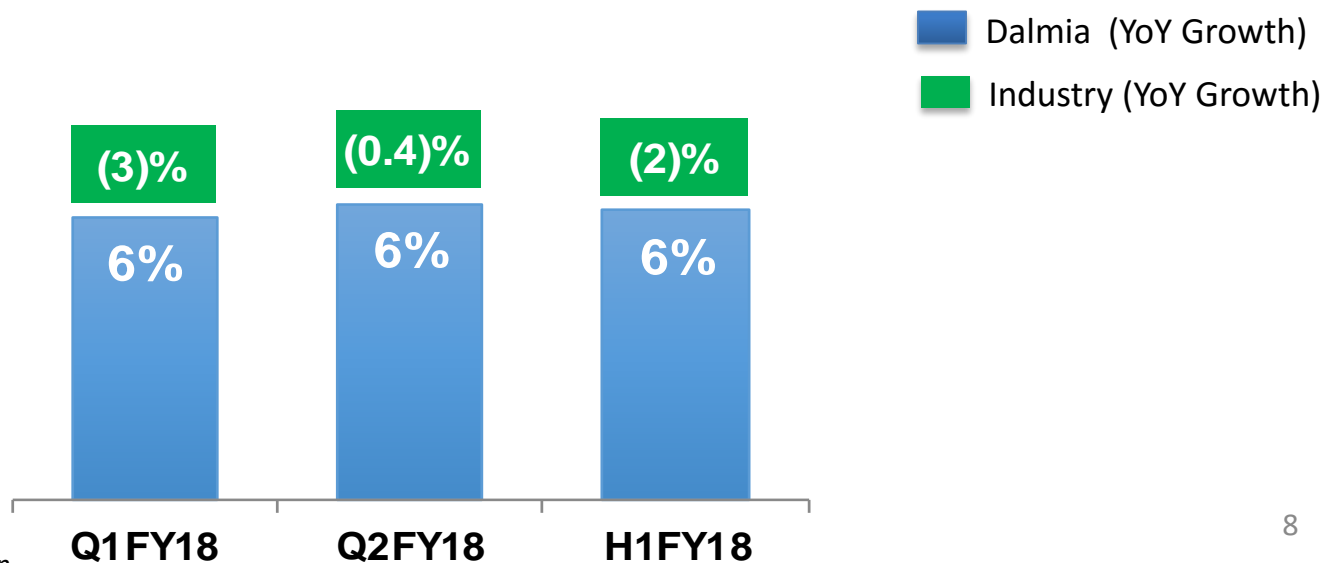
*MTM forex fluctuations

Improved sales volumes

Dalmia's Volume Growth



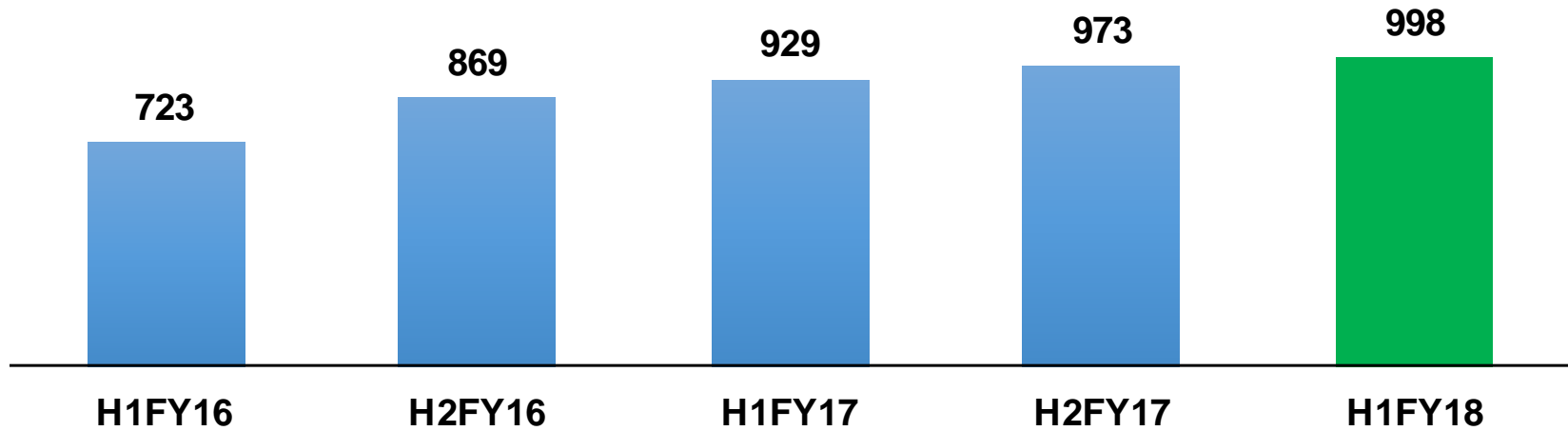
Dalmia's Volume Growth vs. Industry Growth*



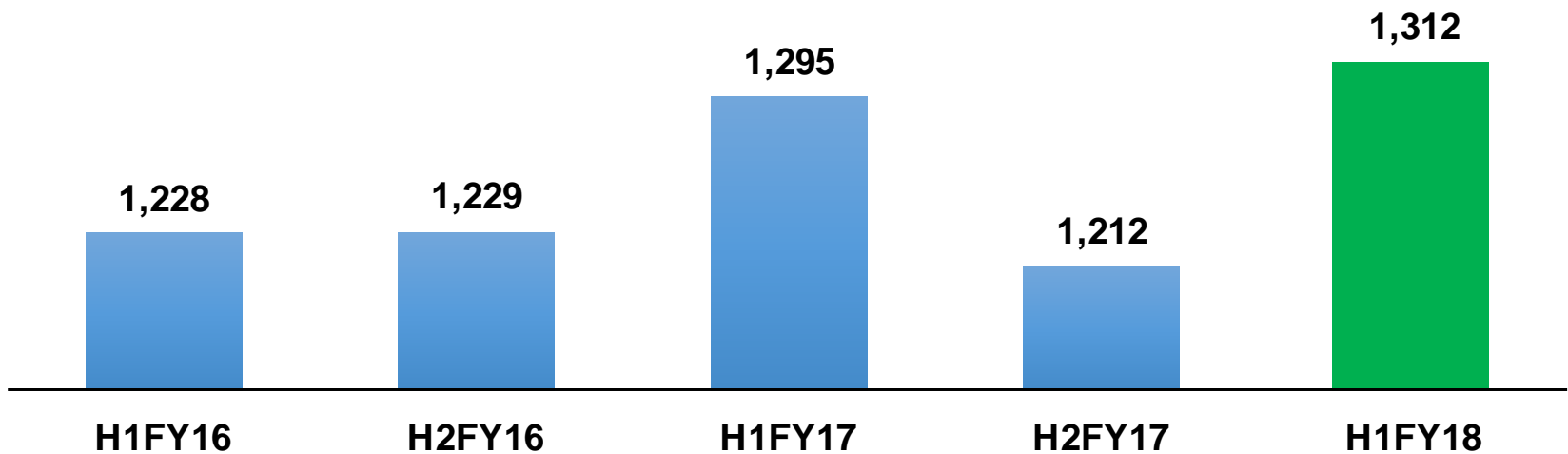
*industry growth source: eaindustry.nic.in

Sustaining Profitability

EBITDA (Rs. Cr.)



EBITDA (Rs./ T)





Mobility

A unified experience for a “Digital Connect” with our Customer and Partners

**Communication
&
Collaboration**

Leveraging technology for Collaboration and Communication with our stake holders and employees

Analytics

Analytics and visualization using Business Intelligence and tools

**Expert
System**

Connecting our customers to an ecosystem of engineers and architects for an “expert advice”

***60% of our customers are using
Dalmia Digital Platform***

Financials for Q2 FY18

Particulars (Rs. Cr.)	Q2FY17	Q2FY18	YoY
Total income from operations	1,938	1,834	-5%
Operating Expenses	1,518	1,392	-8%
EBITDA	421	441	5%
Other Income	80	92	16%
Depreciation	159	155	-3%
EBIT	342	379	11%
Finance Cost	229	197	-14%
Cash Profit	271	336	24%
PBT	112	181	61%
PAT	31	104	233%
Sales Volume (MnT)	3.42	3.64	6%
EBITDA (Rs./T)	1,232	1,211	-2%
EBITDA Margin (%)	24.6%	24.1%	(50) bps

Financials for H1 FY18

Particulars (Rs. Cr.)	H1FY17	H1FY18	YoY
Total income from operations	3,958	4,127	4%
Operating Expenses	3,029	3,129	3%
EBITDA	929	998	7%
Other Income	156	162	4%
Depreciation	293	308	5%
EBIT	793	852	8%
Finance Cost	470	409	-13%
Cash Profit	615	751	22%
PBT	322	443	37%
PAT	125	268	114%
Sales Volume (MnT)	7.18	7.64	6%
EBITDA (Rs./T)	1,295	1,312	1%
EBITDA Margin (%)	26.6%	25.7%	(90) bps

Sustainability Journey



Platinum award from “Indian Green Building Council” (IGBC)

Limestone Mines of Dalmiapuram unit won the Rio Tinto Health & Safety award from “Federation of Indian Mineral Industry” (FIMI)





Digital transformation awards 2017 by “International Data Corporation” (IDC)

Energy Efficiency Award from CII - Dalmiapuram, Kadapa, Bengal Cement Works, Umrangso, Ariyalur and Kapilas



Thank You!