

New Delhi, 18th May, 2018

Consistent Good Performance

Dalmia Bharat Limited today announced its audited consolidated financial results for the Quarter and year ended March 31, 2018.

Particulars (Rs. In Cr.)	Q4FY17	Q4FY18	Variance	FY17	FY18	Variance
Sales Volume (in MnT)	4.55	5.18	14%	15.30	16.96	11%
Total Income from Operations	2,181	2,638	21%	7,424	8,609	16%
EBITDA	549	589	7%	1,894	2,042	8%
Cash Profit	423	501	18%	1,311	1,615	23%
Profit Before Tax	242	315	30%	585	911	56%
Profit After Tax	214	209	(3%)	342	644	88%

EBITDA (Rs./Tonne)	1,266	1,137	(10%)	1,261	1,201	(5%)
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EBITDA Margin	25.17%	22.33%	(284 bps)	25.51%	23.71%	(179 bps)
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Key Highlights:

- Corporate restructuring is in final stages, expected to be completed shortly. Dividend to be considered post implementation of amalgamation/merger schemes.
- The Company's Gross Debt as on March 31, 2018 stood at Rs. 7,275 crore; repaid **Rs. 775 crore** during the year.
- The Net Debt as on March 31, 2018 stood at Rs. 3,513 crore, reduced by Rs. 1,720 crore during the year. Net Debt to EBITDA reduced to **1.72x** from 2.76x (YoY)

Operational Performance:

The Company delivered strong performance amidst challenging market conditions. Sales volume for the year was up 11% YoY. The EBITDA was up 8% at Rs. 2,042 crore. During the year there was considerable pressure on costs; petcoke prices were risen 29% (YoY) and slag costs were up 57% (YoY). Our focused efforts on branding, logistics management and operating leverage due to improved volumes helped us to mitigate the challenges.

Dalmia Bharat Limited

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 Registered Office : Dalmiapuram, Dist. Tiruchirapalli, Tamil Nadu - 621 651, India
 A **Dalmia Bharat Group** company, www.dalmiabharat.com

newthink! cement! sugar! refractories! power!

The Company is committed to further optimize cost on continued basis through adopting environmental friendly processes. During Q4 FY18, we have commissioned Waste Heat Recovery System (WHRS) of **9.2 MW** at Rajgangpur, Odisha. The benefits of the same will be visible in near future. The Company intends to set up WHRS of **16 MW** at other locations as well. This would take our **renewable power capacity** (Solar + WHRS) to over **33 MW** which would account for **16%** of the total power capacity. The Company is a strong proponent of alternate fuel. In future, we intend to increase by 2x. We are also geared to optimize product mix further to improve profitability.

Key Updates:

Kalyanpur Cement, Bihar – Our resolution plan was approved by NCLT on 31st January, 2018. We have initiated the process for revival of the plant. We plan to commence plant operations by Sep'18.

Murli Cement, Maharashtra – NCLT approval is awaited. We expect to take charge of the plant in next couple of months.

The Board of Directors has approved capital expenditure for a new cement plant of 7.8 MnT in the Eastern region.

Outlook

We are witnessing good progress on various Government projects (roads, irrigation, metro railways, affordable housing etc.) which led to improved cement demand growth of 6% YoY in FY18. We expect momentum to further pick up and expect cement demand growth of 8% in coming years.

Our strategy of strengthening the brand and continuously improvising on efficiency parameters has created opportunities. Our goal is to continuously improve our operations and performance.

For Dalmia Bharat Limited



Himmi Gupta

Investor Relations

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