

New Delhi, 7th November, 2017

Sustained profitability amidst rising costs

Dalmia Bharat Limited today announced its unaudited consolidated financial results for the quarter and half year ended September 30, 2017.

Particulars (Rs. Cr.)	Q2FY17	Q2FY18	Variance	H1FY17	H1FY18	Variance
Sales Volume (in MnT)	3.42	3.64	6%	7.18	7.64	6%
Total Income from Operations*	1,938	1,834	-5%	3,958	4,127	4%
EBITDA	421	441	5%	929	998	7%
Cash Profit	271	336	24%	615	751	22%
Profit Before Tax	112	181	61%	322	443	37%
Profit After Tax	31	104	233%	125	268	114%

EBITDA (Rs./Tonne)	1,232	1,211	-2%	1,295	1,312	1%
--------------------	-------	-------	-----	-------	-------	----

EBITDA Margin	24.6%	24.1%	(50 bps)	26.6%	25.7%	(90 bps)
---------------	-------	-------	----------	-------	-------	----------

*Income from Operations is net of GST. Comparable growth YoY for Q2FY18 is 7% & for H1FY18 is 11%

Key Highlights:

- The Company earned **EBITDA of Rs. 441 crore (+5% YoY)** & **EBITDA per tonne of Rs. 1,211 for the quarter.**
- The **EBITDA for H1FY18 was Rs. 998 crore (+7% YoY)** & **EBITDA per tonne was at Rs. 1,312.** **PAT** for the same period has nearly doubled to **Rs. 268 crore.**
- The Company paid down debt of **Rs. 179 crore for the quarter and Rs. 508 crore for the half year ended 30th September, 2017.** Consequently, **Net Debt to EBITDA** reduced from 2.4x to **2.2x** on QoQ basis.
- The cost of debt reduced from **8.3% to 8.1%** on QoQ basis. Debt repayment and reduced interest cost led to reduction in interest outflow from Rs. 163 Cr. to **Rs. 152 Cr.** on QoQ basis.

Dalmia Bharat Limited

11th & 12th Floors, Hansalaya Building, 15, Barakhamba Road, New Delhi - 110 001, India
 t 91 11 23465100 f 91 11 23313303, w www.dalmiabharat.com, CIN : L40109TN2006PLC058818
 Registered Office : Dalmiapuram, Dist. Tiruchirapalli, Tamil Nadu - 621 651, India
 A **Dalmia Bharat Group** company, www.dalmiabharat.com



Financial Performance

The Company continues to add value in its operations by enhancing the brand prominence, logistics cost optimization and innovation.

Higher realization (+2% YoY) and lower fixed cost (-17% YoY) were the key reasons for maintaining EBITDA margin at 24% on YoY basis amidst higher variable costs led by increased cost of petcoke and slag.

The Company was able to improve kiln productivity by 9% YoY. Auxiliary power consumption reduced by 1% YoY.

The Company is focused towards enhancing efficiencies through digitization. We have been able to leverage, the technology, to reach out to the customer from the nearest possible source. This has resulted in speedy delivery and improved service levels.

Outlook

We expect cement demand to be strong due to concerted efforts by the Central and State Governments on Infrastructure development and affordable housing.

Dalmia Bharat has invested in building capabilities and is expected to further sweat the assets and improve brand equity, creating value for all our stakeholders.

For Dalmia Bharat Limited



Himmi Gupta

Investor Relations

Dalmia Bharat Limited