



New Delhi, 11th August, 2018

Sustained Profitability

Dalmia Bharat Limited today announced its unaudited consolidated financial results for the Quarter ended June 30, 2018.

Particulars (Rs. Cr.)	Q1FY18	Q1FY19
Sales Volume (in MnT)	3.99	4.51
Total Income from Operations	2,044	2,368
EBITDA	557	524
Cash Profit	433	422
Profit Before Tax	244	225
Profit After Tax	136	124

EBITDA (Rs./Tonne)	1,405	1,135
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Key Highlights:

- Enhanced super premium brand portfolio with the launch of Dalmia FBC.
- Improved sales mix with higher trade segment sales.
- The company is undertaking two major initiatives – enhanced usage of alternate fuel & setting up waste heat recovery system. We expect savings to accrue in the ensuing quarters.
- The company is focused on leveraging its ability to use low cost fuel, depending on the cost economics. The company continues to use the most economic fuel which entailed usage of indigenous fuel (lignite & domestic coal) in quarter under review.
- The company's Gross Debt as on June 30, 2018 stood at Rs.7,071 crore; repaid Rs. 203 crore during the quarter and Rs. 657 crore in last one year.

Dalmia Bharat Limited

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 A Dalmia Bharat Group company, www.dalmiabharat.com



- The company's Net Debt as on June 30, 2018 stood at Rs. 3,428 crore, leading to reduction in Net Debt to EBITDA from 2.3x to 1.7x on YoY basis.

Operational Performance

The company registered volume growth of 13% YoY to 4.51 MnT, resulting into increase in capacity utilization to 72% from 64% last year.

Our initiatives (Route optimization & Go Direct strategy) on logistics front helped us to contain cost increase at moderate 4% YoY as compared to diesel cost increase of 21% YoY.

The company is committed to enrich its product portfolio and operations through innovative business practices. The product portfolio is enhanced through introduction of composite cement (PCC) in Eastern region, which is being manufactured by blending both flyash and slag, helping us to offset increase in slag cost. During the quarter PCC contributed 8% to total sales volume; expected to improve further.

Outlook

We have witnessed robust cement demand in Q1FY19 driven by healthy pickup in infrastructure development and affordable housing projects. All the landmark projects initiated by the central and state governments are progressing well.

We expect the momentum to continue further and expect robust cement demand growth.

The strategy of strengthening the brand and continuously improving on efficiency parameters has created opportunities. The company is committed to create value for all stakeholders.

For Dalmia Bharat Limited



Himmi Gupta
Investor Relations

Dalmia Bharat Limited