

New Delhi, 12th February, 2014

Press Release – Quarter and Nine Months ended December, 2013

Sales Volume - Q3'14 - 1.56 MnT
Total Income From Operations - Q3'14 – Rs.707 crore
EBITDA Per Tonne – Q3'14 – Rs. 708

Dalmia Bharat Limited today announced its unaudited results for quarter and nine months ended 31st December, 2013.

Quarterly Performance

Particulars (Rs. Crore)	Q3 FY14	Q2 FY14	Q3 FY13
Volume (MnT)	1.56	1.64	1.47
Total Income From Operations	707	740	694
Total Expenses	579	638	550
EBITDA	128	102	144
EBITDA margin %	18%	14%	21%
PBT	(6)	(27)	21
PAT	(12)	(26)	18

Total Income from operations was **Rs. 707 crore** for the quarter under review as against Rs. 694 crore for the corresponding period previous year, an increase of **2%**. **Volumes** were up by **6%** for the quarter on YoY basis, benefits accruing from the same were partly offset by decrease of **(4%)** in **net sales realization per tonne**.

EBITDA for the quarter under review was **Rs. 128 cr** as compared to Rs. 102 crore in Q2 FY14, **up 25%**. Increase in EBITDA on QoQ basis was primarily on account of reduction in variable cost per tonne by 4% and fixed cost by 7% on QoQ basis. Per Tonne EBITDA for the quarter at Rs. 708 for consolidated cement operations was up by around **40%** on QoQ basis. Similarly the south operations achieved EBITDA Per Tonne of Rs. 868, up **46%** on QoQ basis.

The Company's focused initiatives has resulted in reduced costs, primarily on account of power & fuel cost. On per tonne basis, the costs are lower by more than **10% on YoY basis**. **Petcoke consumption** during the quarter under review for South operations has increased to around **50%** which was less than 10% in Q3FY13. Also, **lignite** consumption in Southern power plants has increased to **80%** during Q3'14 as compared to 48% in corresponding quarter of previous year. North East operations have also achieved significant decline in fuel costs.

Nine Months Performance

Sales Volume – 9M'14 - 4.79 MnT
Total Income From Operations – 9M'14 - Rs. 2,183 crore
EBITDA Per Tonne – 9M'14 – Rs.644

Particulars (Rs. Crore)	9M FY14	9M FY13
Volume (MnT)	4.79	4.33
Total Income From Operations	2,183	2,028
Total Expenses	1,824	1,527
EBITDA	359	501
EBITDA margin %	16%	25%
PBT	(3)	222
PAT	(3)	160

Total Income from operations was **Rs. 2,183 crore** for the period under review as against Rs. 2,028 crore for the corresponding nine months ended December 31,2012, an increase of **8%**, mainly driven by increase in sales volume by 11%.

EBITDA was lower at **Rs. 359 crore** for 9M FY14 as compared to Rs. 501 crore for the corresponding period last year. The contraction in EBITDA was mainly on account of drop in sales realization by **3%**, increased freight cost due to rise in diesel prices and higher marketing costs in our North East markets.

Our continuous drive on enhancing cost efficiencies has resulted in reduction of **Variable cost per tonne** for our South and North East operations by **2% and 11%** on YoY basis respectively. This has been primarily on account of optimizing fuel mix at our southern plants, petcoke usage increased to 25% & alternate fuel to 3% in our kilns. Lignite consumption in Captive Power Plants was around 75%.

Addition of North East assets through acquisition increased the interest and depreciation costs for the period under review as compared to corresponding period of the previous year, thereby impacting the bottom line for the quarter.

OCL India limited - Financial Performance

Particulars (Rs. Crore)	Q3 FY14	Q3 FY13	9M FY14	9M FY13
Volume (MnT)	0.78	0.84	2.39	2.45
Total Income From Operations	417	439	1,317	1,331
Total Expenses	395	375	1,212	1,107
EBITDA	54	99	199	327
EBITDA margin %	13%	23%	15%	25%
PBT	13	47	79	181
PAT	10	31	56	125

Cement Outlook

We expect All India average cement demand for FY14 to end at around 4% while Southern region would continue to witness declining trend for the year. The company expects to grow ahead of the market demand.

For Dalmia Bharat Limited



Jayesh Doshi
Executive Director – Finance & Strategy