



Earnings Release for quarter ended June 30, 2016

17th August, 2016

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 Company adopted Indian Accounting Standards ("Ind AS") effective April 1, 2016 (transition date being April 1, 2015) and accordingly, the financial results for the quarter ended June 30, 2016 have been prepared. The results for the quarter ended June 30, 2015 are also Ind AS compliant and have not been subject to limited review or audit. However, the management has exercised necessary due diligence to ensure that the financial results provide a true and fair view.

The past financial figures have been regrouped or reclassified as per the current grouping, where ever necessary.

Enriching Product Portfolio

Launch of super premium brand in Eastern India- 'Dalmia DSP'

Features:

- **Engineered for Special applications**
- Superior fineness
- Unique packaging - water-resistant and tamper-proof

Benefits:

- Ensuring dense tough concrete with defect free construction.
- Lower water requirement
- Better insulation saving electricity costs



“Market leadership through constant innovation.”

Bouquet of brands

Addressing needs of all consumer segments



- Equipped with a team of qualified and dedicated Civil Engineers
- Offers all kinds of pre and post sales services free of cost
- Includes:
 - On-site visits,
 - Testing of raw materials,
 - Testing of concrete and
 - Guidance on best construction practices

“Complete solution for one’s dream home”

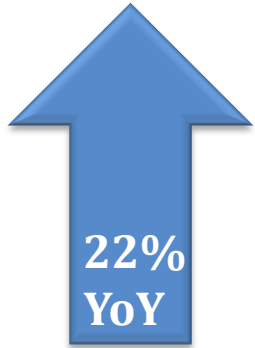
Financial Performance -Q1 FY17

Performance Highlights - Q1FY17

3.76

MnT

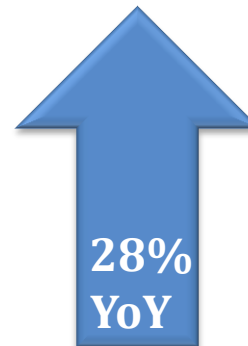
**Sales
Volume**



508

Rs. Crore

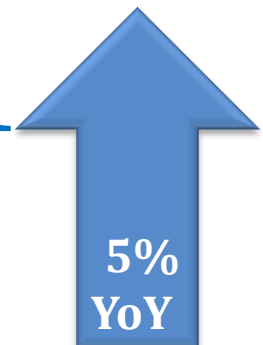
EBITDA



1,351

Rs./ T

EBITDA



Financials for the quarter ended 30 June, 2016

Particulars (Rs. Cr.)	Q1FY17	Q1FY16	YoY
Total Income	1,777	1,609	10%
Operating Expenses	1,269	1,213	5%
EBITDA	508	396	28%
<i>EBITDA Margin %</i>	<i>29%</i>	<i>25%</i>	
Other Income	77	44	73%
Depreciation	134	118	14%
EBIT	451	323	40%
Finance Cost	241	172	40%
Profit Before Tax	210	150	40%
Profit After Tax	92	53	76%
Sales Volume (MnT)	3.76	3.09	22%

Note:

Finance cost is higher on account of commissioning of Belgaum (Karnataka) and Umrangshu (Assam) units.

Optimization Initiatives

Optimizing Market Mix

Higher Capacity Utilisation

Improved Market Share

Penetration into new markets – U.P. & M.P

Improved efficiency parameters

Kiln Heat Rate
Optimized to 746
kcal/kg

CC Ratio improved to
2.05x

Optimization of Power
Cost*

Logistics Cost Optimization

Route & Mode
Optimization

Transport contract
rates renegotiated

Lead Distance
optimization

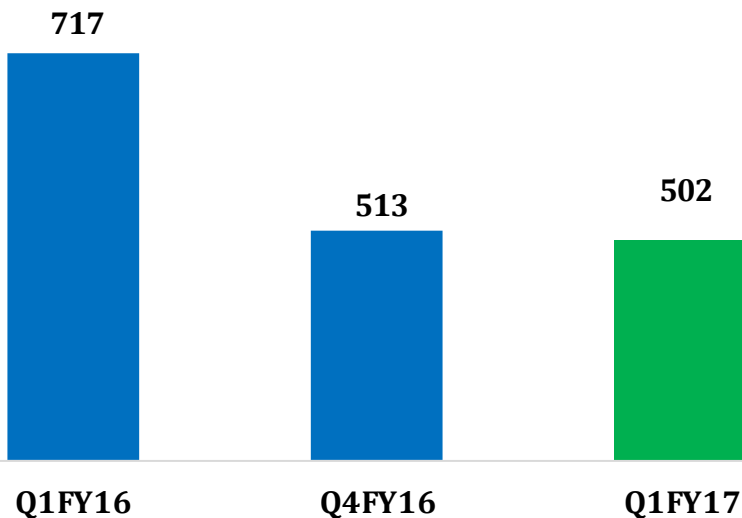
* Power wheeling within the Group

* Resorted to power banking and open access

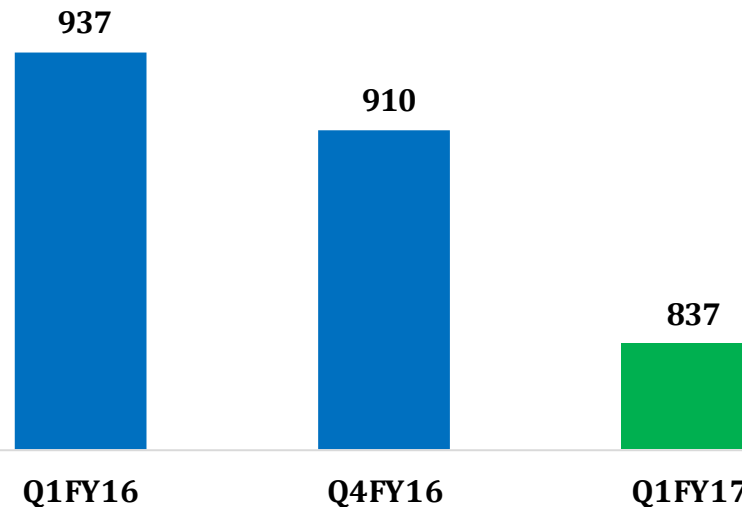
Focused attention driving efficiencies

Quarterly Financial Performance

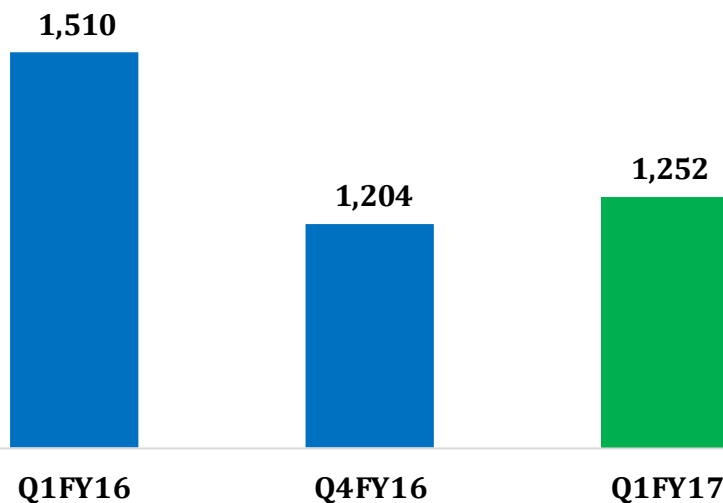
Power & Fuel Cost (Rs./T)



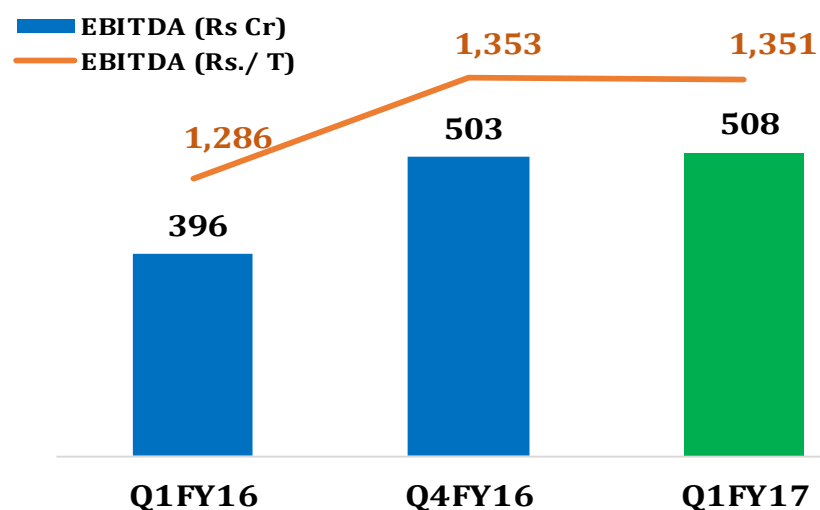
Logistics Cost (Rs./T)



Variable Cost (Rs./ T)

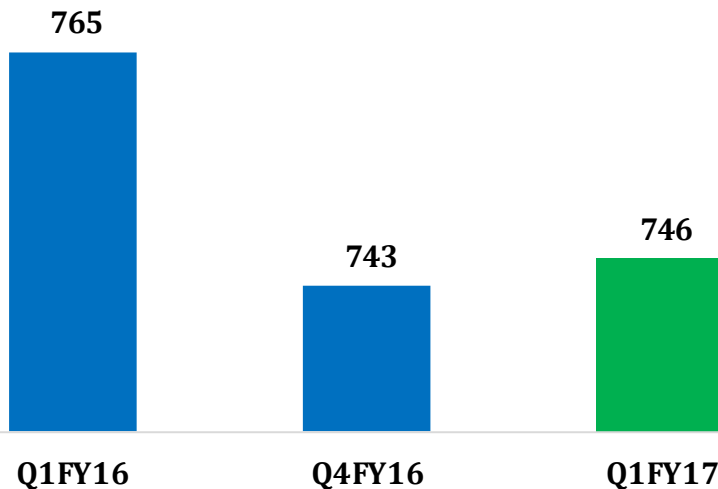


EBITDA & EBITDA/T

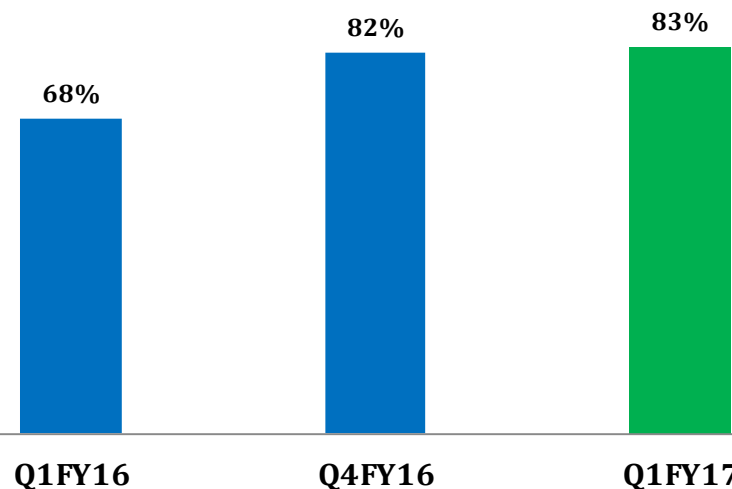


Improved Efficiencies

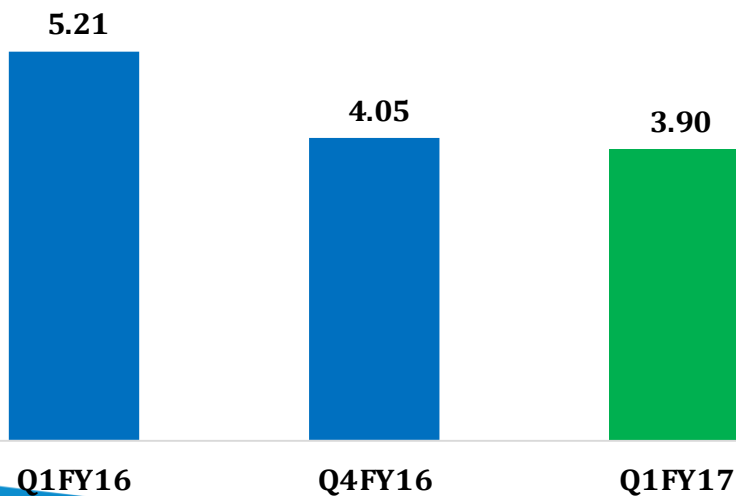
Kiln Heat Rate (Kcal/ Kg)



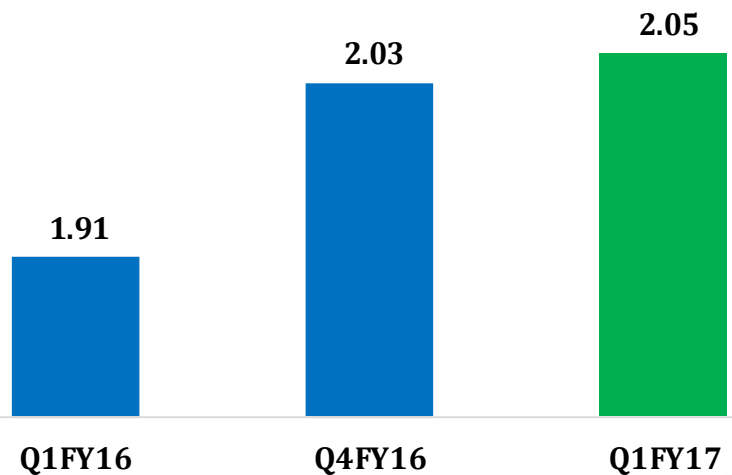
Non-fossil fuel (%)



Power Rate (Rs./ Kwh)



Cement Clinker Ratio (x)



Breakup as % of revenue

Q1FY17



6%
Others



17%
Fixed
Cost



Q4FY16



Q1FY16



Sustainable Development



Ariyalur, T. N.



Dalmia Bharat Foundation and National Skill Development Corporation Partner to Skill India



• 8 Skill Training Centres • 8 States • 17 Trades • 9 Sectors • 60,000 Youth

Mr. Gautam Dalmia, Dalmia Bharat Group signs MoU with Mr. Jayant Krishna, CEO, NSDC to impart skill training



Gaining International Recognitions

– Part of High Level Forum of the Carbon Pricing Leadership Coalition

Invited by French Presidency for
High level business dialogues

Sole participant from India at the
Business & Climate Summit, London

Co-Chairs Cement Sustainability Initiative,
alliance of global cement companies



**Shri Mahendra Singhi, Group CEO,
Cement and President of France –
Hon'able Francois Hollande.**

Partnered with NABARD for Development Interventions

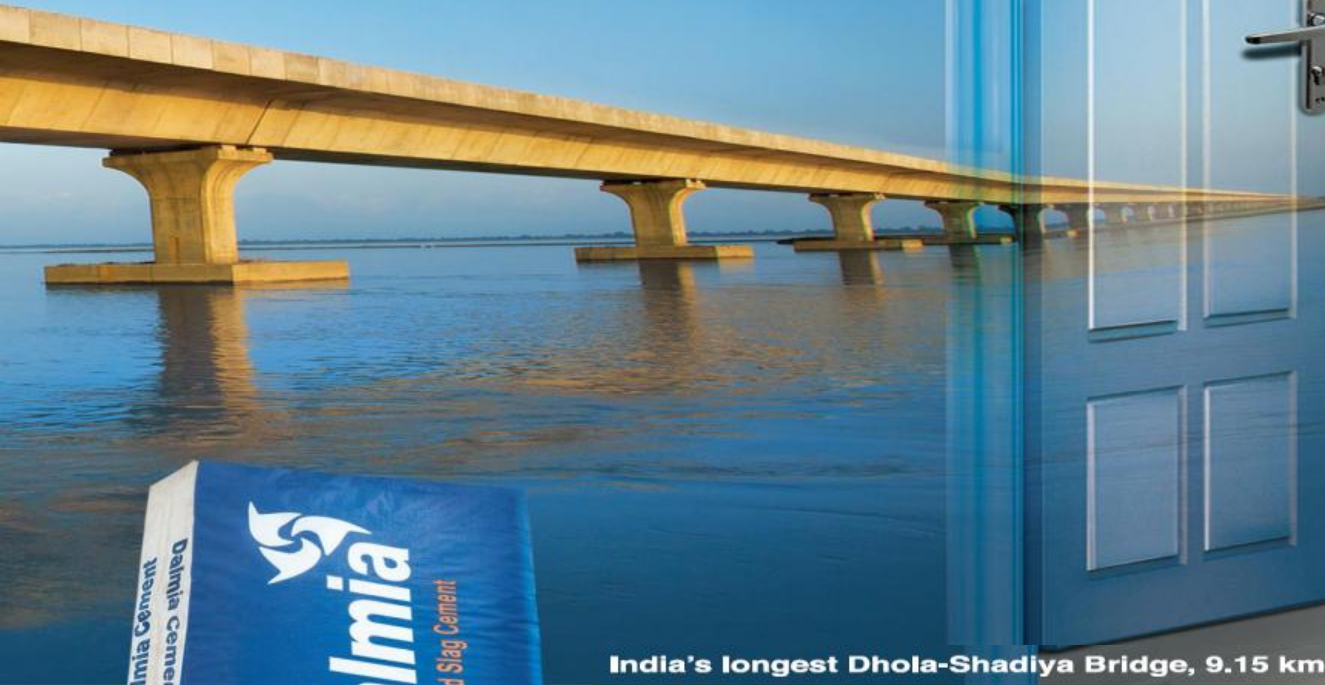


No. of saplings planted – 25,000
Time Taken – 35 minutes
People involved > 800
(including all employees and their family members, local body members and villagers)





**BRING HOME THE EXPERTISE
THAT BUILDS THE NATION**



India's longest Dhola-Shadiya Bridge, 9.15 km, Brahmaputra River

Be it the country's longest Dhola-Shadiya Bridge, the historical Mettur Dam of Tamil Nadu or symbol of modern technology, the Chennai Metro Rail... Dalmia Cement, with its superior quality and expertise, has been strengthening India's foundation for more than 75 years. Now build your dream home with the same expertise that millions trust.

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thankyou