

New Delhi, 17<sup>th</sup> August, 2016

### Enhancing our commitment to Sustainability

Dalmia Bharat Limited today announced its unaudited consolidated financial results for the Quarter ended June 30, 2016

Particulars (Rs. Crore)	Q1FY17	Q1FY16	Variance
Volume (in MnT)	3.76	3.09	22%
Total Income from Operations	1,777	1,609	10%
<b>EBITDA</b>	<b>508</b>	<b>396</b>	<b>28%</b>
<b>EBITDA Margin</b>	<b>29%</b>	<b>25%</b>	
Profit Before Tax	210	150	40%
<b>Profit After Tax</b>	<b>92</b>	<b>53</b>	<b>76%</b>
<b>Cement EBITDA (Rs. / Tonne)</b>	<b>1,351</b>	<b>1,286</b>	<b>5%</b>

### Quarterly Performance

The Company has delivered one of the best performances in the industry. This has been led by **cost optimization, focused branding and customer centricity.**

- Sales volume up **22% YoY** - Highest in the industry.
- Logistics cost at **Rs. 837/T** – One of the lowest
- Variable Cost at **Rs. 1252/T** – Amongst the best
- Power Consumption per tonne of cement produced – Benchmark in the industry
- Blended cement at **~ 80%** - Amongst the highest
- Non fossil fuel usage at **83%** - Expanding Sustainable footprint
- EBITDA margin at **29%** and EBITDA/T at **Rs. 1351** – Sustained Growth

Optimizing kiln heat consumption, attaining higher Cement Clinker Ratio, increased usage of non-fossil fuel and reduced power rate has resulted in enhanced efficiencies. We expect the flexibility of multi fuel usage capability in our plants to help us moderate the impact on account of increase in petcoke prices.

The Company also optimized the power procurement rates of non CPP units by exploring power wheeling possibilities within the Group and resorting to open access and power banking which has resulted in reduced power costs.

The Company adopted effective logistics management strategy by optimizing market mix, Rail/Road mix, which has resulted in the costs being lower by **11% YoY and 8 % QoQ**.

Finance costs and depreciation are higher on account of commissioning of two new plants, Belgaum (Karnataka) and Umrangshu (Assam) units.

The Company strengthened product portfolio by launching super-premium cement 'Dalmia DSP' in Eastern region. This is a step further in formation of overarching umbrella branding 'Dalmia'.

### Outlook

We expect cement demand to gain momentum supported by good monsoons, implementation of seventh pay commission recommendations and focused thrust by Government on infrastructure development & housing.

We are well positioned to participate in the expected increase in cement demand with our existing and recently commissioned capacities. The company is confident to maintain market leadership through constant innovations.

**For Dalmia Bharat Limited**



**Himmi Gupta**  
Investor Relations