

New Delhi, 5<sup>th</sup> August, 2017

### Strong performance with Strengthened Balance Sheet

Dalmia Bharat Limited today announced its unaudited consolidated financial results for the Quarter ended June 30, 2017.

| Particulars (Rs. In Cr.)     | Q1FY17 | Q4FY17 | Q1FY18 | YoY       | QoQ    |
|------------------------------|--------|--------|--------|-----------|--------|
| Sales Volume (in MnT)        | 3.76   | 4.55   | 3.99   | 6%        | -12%   |
| Total Income from Operations | 2,020  | 2,433  | 2,306  | 14%       | -5%    |
| EBITDA                       | 508    | 552    | 557    | 9%        | 1%     |
| Cash Profit                  | 344    | 423    | 415    | 21%       | -2%    |
| Profit Before Tax            | 210    | 272    | 262    | 25%       | -4%    |
| Profit After Tax             | 94     | 184    | 164    | 74%       | -11%   |
| EBITDA (Rs./Tonne)           | 1,351  | 1,248  | 1,405  | 4%        | 13%    |
| EBITDA Margin                | 28.65% | 25.25% | 27.04% | (161 bps) | 178bps |

### Key Highlights for the quarter

- The Company earned the highest ever **EBITDA of Rs.557 crore & EBITDA per tonne of Rs.1,405 for the quarter. The EBITDA/tonne is highest among the peers.**
- The Company during the quarter repaid debt of **Rs.329 crore**. Consequently, cost of debt reduced from 8.7% to **8.3%** on QoQ basis.
- Net Debt to EBITDA reduced from 2.8x to **2.4x** on QoQ basis as **Net Debt** reduced to **Rs.4,602 crore**, from Rs.5,241 crore on QoQ basis.

**Dalmia Bharat Limited**

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Registered Office : Dalmiapuram, Dist. Tiruchirapalli, Tamil Nadu - 621 651, India  
A **Dalmia Bharat Group** company, www.dalmiabharat.com

### Financial Performance

The Company delivered a strong performance led by focused brand building and cost optimization despite higher petcoke prices. Our sales volume grew **6%** on YoY basis and market share in our serving regions increased from 8.6% to **9.2%** YoY.

The variable cost was higher on YoY basis on account of increase in petcoke prices. However, on a QoQ basis, the company was able to moderate its variable costs by **6% to Rs.1,396/tonne**. This was led by improving the clinker productivity and optimizing the fuel mix with lowered consumption of imported pet coke from 62% in Q4 FY17 to **55% in Q1FY18**. The Company maintained its power consumption at **69 kwh/T** of cement.

Our corporate restructuring process is underway and we expect to complete it within this financial year.

### 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 utilization, creating value for all our stakeholders.

**For Dalmia Bharat Limited**

*A. Achit*

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Investor Relations

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