



**Earnings Release  
Q3 and 9MFY21**



# Disclaimer

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

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# Key Highlights

## Sales Volume

- Sales Volume Growth for the Quarter **14% YOY**
- Highest ever Quarterly Sales Volume at **5.8 MnT**

## Operational Performance

- EBITDA/T for the quarter **Rs. 1172** and for nine months **Rs. 1397**

## Debt Position

- Repayment of Gross Debt **Rs. 626 cr** during the quarter and **Rs. 1379 cr** for YTD
- Net Debt/EBITDA at **0.56x**

## Capacity Addition

- Installed Capacity increased to 28.5 MnT  
{Debottlenecking (MnT) : Bokaro-1.1, BCW- 0.4, KCW- 0.4, Alsthom- 0.1}
- Commercialisation of clinker line of 3 MnT at RGP (Odisha) in Oct'20
- Trial run Production at BCW (West Bengal) started in Dec'20

# Financial Performance

## Financial Performance- Q3FY21

Particulars	Q3FY21	Q3FY20	YoY
Sales Volume (MnT)	<b>5.80</b>	5.10	14%
Revenue from Operations (Rs. Cr.)	<b>2857</b>	2418	18%
EBITDA (Rs. Cr.)	<b>691</b>	457	51%
EBITDA (Rs./T)	<b>1172</b>	885	32%
Profit Before Tax (Rs. Cr.)	<b>317</b>	25	1168%
Profit After Tax (Rs. Cr.)	<b>183</b>	26	603%

## Financial Performance- 9MFY21

Particulars	9MFY21	9MFY20	YoY
Sales Volume (MnT)	<b>14.26</b>	14.12	1%
Revenue from Operations (Rs. Cr.)	<b>7241</b>	7191	1%
EBITDA (Rs. Cr.)	<b>2007</b>	1598	26%
EBITDA (Rs./T)	<b>1397</b>	1112	26%
Profit Before Tax (Rs. Cr.)	<b>980</b>	292	236%
Profit After Tax (Rs. Cr.)	<b>603</b>	214	182%



## Extract of Quarterly Income Statement

Particulars (Rs. Cr.)	Q3FY21	Q3FY20	YoY
Revenue from Operations	<b>2857</b>	2418	18%
Operating Expenses	<b>2166</b>	1961	10%
EBITDA	<b>691</b>	457	51%
Other Income	<b>46</b>	68	-32%
Depreciation	<b>329</b>	405	-19%
Finance Cost*	<b>91</b>	95	-4%
PBT	<b>317</b>	25	1168%
PAT	<b>183</b>	26	603%
<b>Cash Profit</b>	<b>569</b>	417	36%
<b>EBITDA Margin^ (%)</b>	<b>25%</b>	19%	600 bps

\*including Forex MTM  
^ Excl. Refractory

## Extract of Nine Month Income Statement

Particulars (Rs. Cr.)	9MFY21	9MFY20	YoY
Revenue from Operations	<b>7241</b>	7191	1%
Operating Expenses	<b>5234</b>	5593	-6%
EBITDA	<b>2007</b>	1598	26%
Other Income	<b>142</b>	161	-12%
Depreciation	<b>932</b>	1153	-19%
Finance Cost*	<b>237</b>	314	-25%
PBT	<b>980</b>	292	236%
PAT	<b>603</b>	214	182%
Cash Profit	<b>1699</b>	1361	25%
EBITDA Margin^ (%)	<b>29%</b>	22%	700 bps

\*including Forex MTM  
^ Excl. Refractory

Particulars (Rs. Cr.)	Dec'20	Sept'20	QoQ
Gross Debt	<b>4587</b>	5213	(626)
Cash & Cash Equivalents *	<b>3188</b>	3223	(35)
<b>Net Debt</b>	<b>1399</b>	1990	(589)
<b>Net Debt/EBITDA (x)</b>	<b>0.56</b>	0.87	

**Robust Operating Cash Flow Generation during the year led to Gross Debt Reduction of Rs. 1379 cr YTD.**

\* Includes MTM value of IEX Investment (increase of ~Rs. 119 cr as compared to 30<sup>th</sup> Sept'20)

## Finance Cost - Quarterly

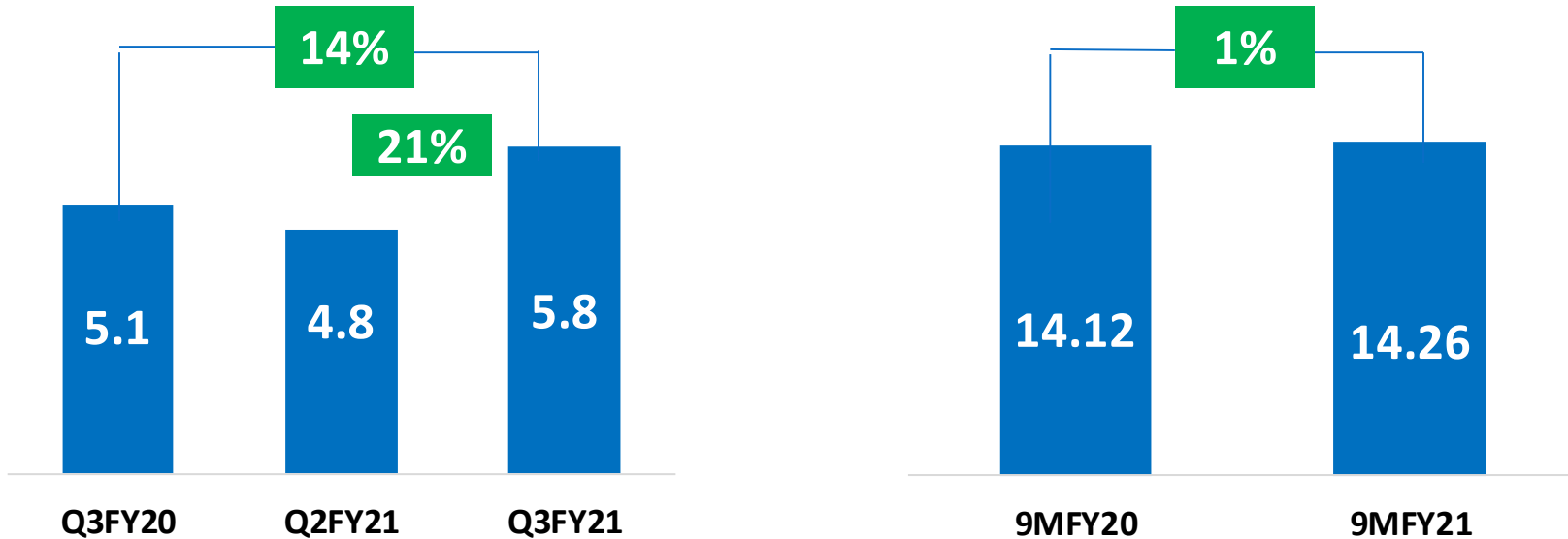
	Particulars (Rs. Cr.)	Q3FY21	Q3FY20	YoY
1	Interest Cost	69	68	1%
2	Other Charges	18	14	29%
	<b>Total</b>	<b>87</b>	<b>82</b>	<b>6%</b>
3	Forex Fluctuation	4	13	(72%)
	<b>Total Finance Cost</b>	<b>91</b>	<b>95</b>	<b>(4%)</b>
	<b>Cost of Borrowing (%)</b>	<b>6.1%</b>	<b>8.0%</b>	

## Finance Cost – Nine Months

	Particulars (Rs. Cr.)	9MFY21	9MFY20	YoY
1	Interest Cost	195	254	(23%)
2	Other Charges	54	35	55%
	<b>Total</b>	<b>249</b>	<b>289</b>	<b>(14%)</b>
3	Forex Fluctuation	(12)	25	-
	<b>Total Finance Cost</b>	<b>237</b>	<b>314</b>	<b>(25%)</b>
	<b>Cost of Borrowing (%)</b>	<b>6.9%</b>	<b>8.1%</b>	

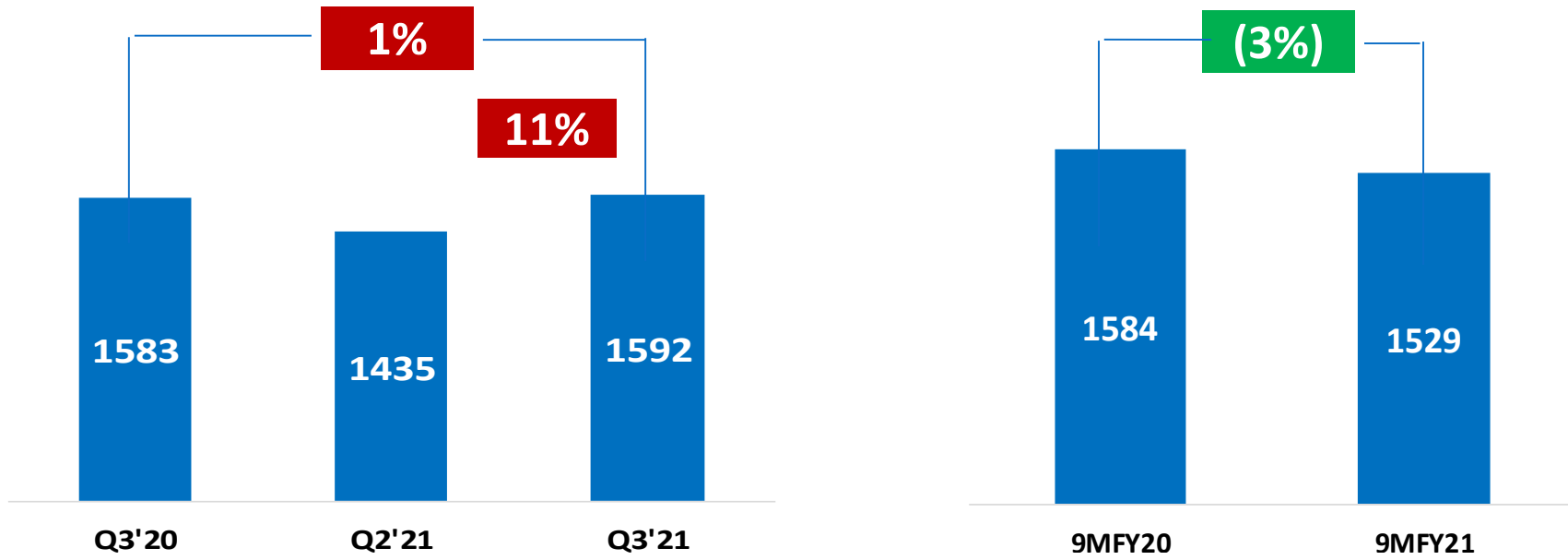
# Operational Performance

## Sales Volume (MnT)



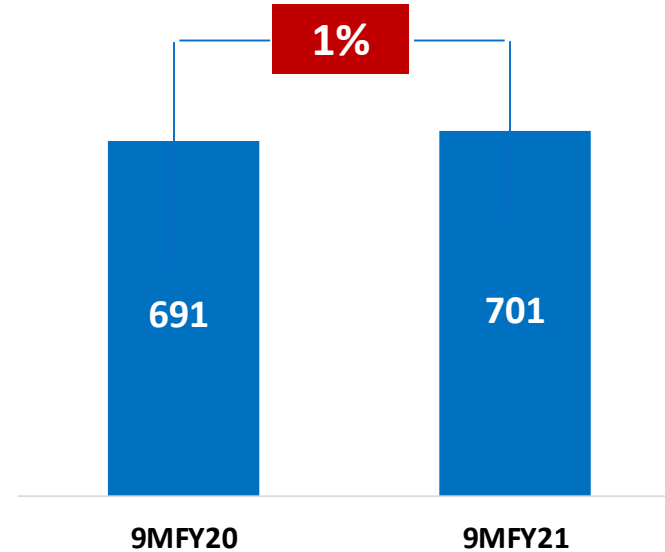
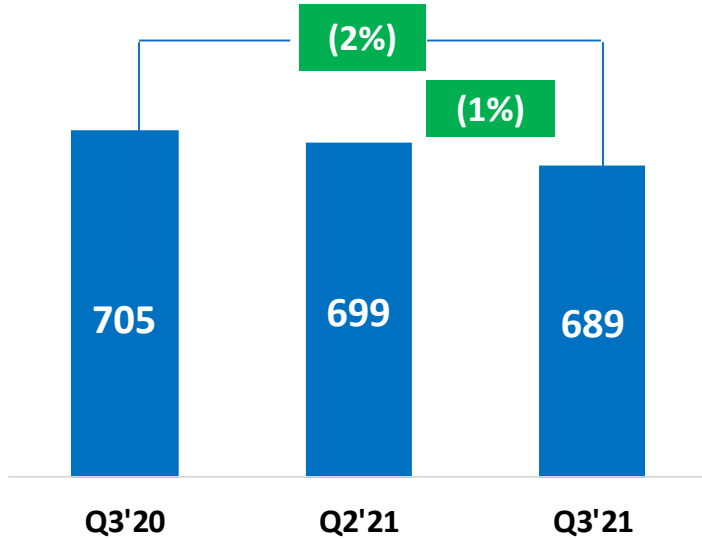
Sales Volume Growth led by strong Demand from Rural segment and Tier-II cities and uptick in Infrastructure spending by government in East and South regions.

# Variable Cost (Rs./T)



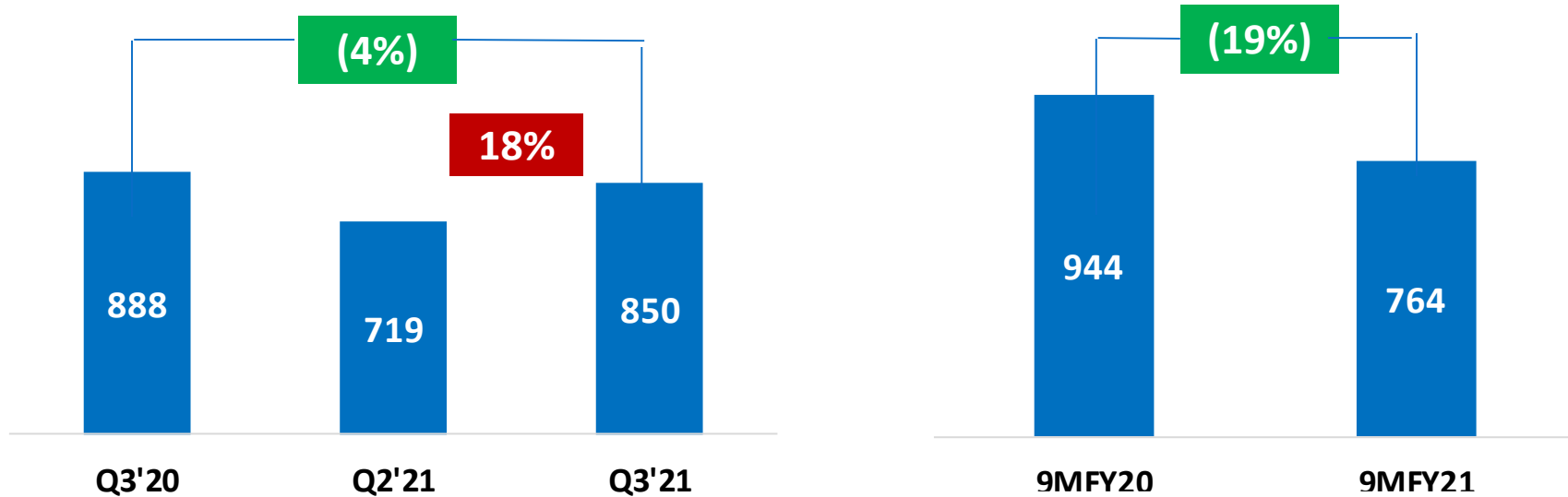


## Raw Material Cost (Rs./T)



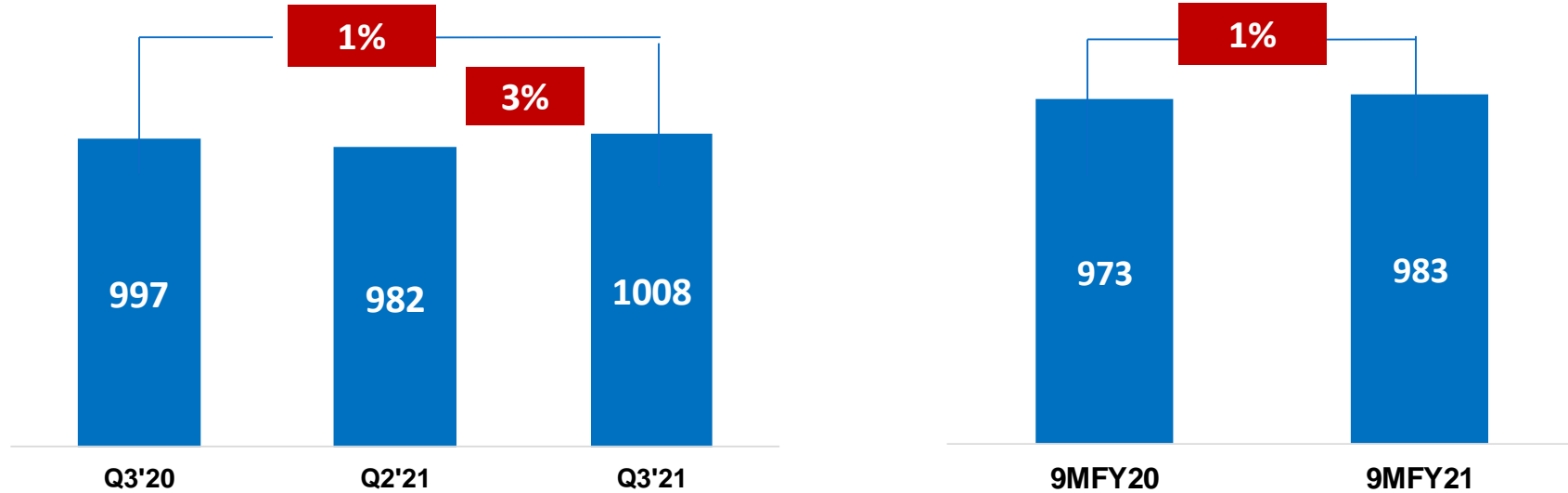
Clinker Production at new State of the Art Rajgangpur Line 3 from Oct'20 onwards helps in lower cost of Clinker production, thus negating hike in Slag prices (10% increase QOQ).

## Power & Fuel Cost (Rs./T)



**Petcoke** – Consumption rate increased to **\$83/T (18% rise QOQ)** during this quarter as against \$70/T in Q2FY21 and \$74/T in Q3FY20.

## Logistics Cost (Rs./T)



- Increase in Lead Distance
- Lower Direct Dispatch as compared to Last Quarter

# Acquisition Update

# Acquisition Update – Dalmia DSP Limited (Kalyanpur Cement)

Capacity Utilization

Improved from 35% in Q1FY20 to 62% in Q3FY21 (Dec'20- 72%)

Profitability

Improved 2.5 times since restart of operations, Now in-line with East profitability

Cost Reduction

25% reduction in Variable Cost since restart of operations

Other Improvements

Planned WHR setup, Alternate Fuel to further lower Production Cost

DDSPL helping in establishing Dalmia brand in rapidly growing Bihar market

## Acquisition Update –Murli Industries Limited

Asset

Cement capacity 3 MnT, Clinker capacity 2 MnT at Chandrapur District, Maharashtra

Structure

MIL is now a wholly owned subsidiary of DCBL.

Mining Lease

Restored by the government

Production Timelines

Commercial Production expected to commence in Q2FY22.

Murli will help strengthen our Footprint in Western region

# New Initiatives



**THE WORLD IS GOING DIGITAL**

Now its our dealers' turn to go digital with Paytm!

Dalmia Cement dealers can now easily sign up as Paytm merchants\* to offer cashless payments to customers.

paytm | **Dalmia cement**  
FUTURE TODAY

Using technology to digitise payment solutions for dealers and retailers



# Dalmia Cement now available on Whatsapp



**Dalmia cement**  
FUTURE TODAY

Building your dream home?  
We are now just a WhatsApp text away!

- ▶ Download Brochures
- ▶ Contact Dalmia Tec Expert
- ▶ Locate Nearest Dealers
- ▶ Register Complaints

  Type Hi and send to 1800 2020



Using technology to help customers understand our products and services easily

# Awards & Accolades



## DCBL at UN Climate Ambition Summit 2020

- Mr. Mahendra Singhi, MD and CEO, DCBL was invited to speak at the **United Nations Secretary General's Climate Ambition Summit 2020**.
- He highlighted DCBL's philosophy of 'Clean and Green is Profitable and Sustainable' and shared company's roadmap for becoming carbon negative by 2040.



## DCBL bags Tamil Nadu Best Employer Brand Award 2020

- DCBL has been honored with the prestigious **Tamil Nadu Best Employer Brand Award 2020** in a virtual Conference on 4<sup>th</sup> December 2020.
- The awards have been instituted by '**The Employer Branding Institute**', a virtual organization of senior leaders in HR with members from across the world.
- The awards are hosted in collaboration with World HRD Congress.



## Workplace Management Award for Umrangso and Lanka Units

- Our Umrangso and Lanka units have received the prestigious **5S-Platinum Award** by the **Quality Circle Forum of India, Chennai Chapter** on 11<sup>th</sup> November '20.
- 5S is a specialized and systematic function for the transformation of workplace through involvement of all employees by understanding good housekeeping and good manufacturing practices.



## Our Bengaluru Office receives Gold Rated Certification

- Our office in Bengaluru has been honored with a Gold rated certification as per the **Indian Green Building Council (IGBC)** at the 18<sup>th</sup> edition of the **Green Building Congress 2020**.
- IGBC Green Factory buildings is the first rating programme developed in India. Based on accepted energy and environmental principles, it strikes a balance between known established practices and emerging concepts.

# Corporate Social Responsibility

## Livelihood



- 761 women organized into 70 SHG's
- 986 villages benefitted from livelihood enhancement programs
- 250 families facilitated to avail Rs. 250 lakh loan for investing in farm based activity
- DIKSHA- 212 youths completed training with 100% job offers, 644 undergoing training as on 31<sup>st</sup> Dec'20

## Climate Action Water



- 5 check dams, 20 farm ponds, 5 village ponds, 73 acres of drip irrigation
- Enabling Harvesting and Conservation Potential of 102 crore liters of water annually
- Annual harvesting and conservation potential created is 1829 crore liters as on 31<sup>st</sup> Dec'20



## Climate Action Energy

- 134 Clean cooking Kitchens, 32 Clean Lighting Solutions, 12600 Saplings Planted
- Ensuring reduction in 755 tons of CO<sub>2</sub> emission annually
- As on 31<sup>st</sup> December 2020, 66205 tons of CO<sub>2</sub> emission evaded annually.



## Social Infrastructure

- 11907 people reached through Health initiatives, 5530 people benefitted through Helpage India health care project in Cuttack location
- 7 anganwadis and 2 schools supported under happy school project benefitting 1255 children
- Foundation stone laid for construction of Rural Haat in Medinipore
- 775 beneficiaries sensitized on digital literacy

# Budget Highlights



## Budget Highlights

- **National Infrastructure Pipeline (NIP)**- Rs. 102 Lakh crore to be spent on **7400 Infra projects** by the Government till 2024.
- **Bharatmala Pariyojana**:- Project Cost **Rs. 5.35 Lakh Cr.** 13,000 km of roads awarded. 8500 km to be awarded by March 2022.
- **Road Economic Corridors**- Projects worth **Rs. 2.5 Lakh Cr** planned in Tamil Nadu, Kerala, West Bengal and Assam.
- **Upcoming Metro Projects**- **1016 km of Metro** under construction in 27 cities like Kochi Metro Phase-II, Chennai Metro Phase-II, Bengaluru Metro Phase 2A & 2B, Nagpur Metro Phase –II, Nashik Metro

## Other Updates:-

- Creation of **Development Financial Institution** with an initial capital of Rs. 20,000 cr to finance the infrastructure sector.
- **Zero Coupon Bonds** issued by Infrastructure Debt Fund (IDF) to be eligible for tax exemption.
- Extension of benefits of **deduction of Rs.1.5 Lakh for interest paid on housing loans** for 1 more year, i.e. till 31st March, 2022.
- Extension of **Tax holiday of profits earned by developers of affordable housing project** for 1 more year, i.e. till 31st March, 2022.

# Annexure

## Working : Impact of Depreciation due to Restructuring

Particulars (Rs. Cr.)	9MFY21	
	As on Date (With Restructuring)	Without impact of Restructuring
Income from Operations	7241	7241
Less:-Operating Expenses	5234	5234
EBITDA	2007	2007
Add:- Other Income	142	142
<b>Less:-Depreciation</b>	<b>932</b>	<b>682</b>
Less:- Finance Cost	237	237
<b>PBT</b>	<b>980</b>	<b>1230</b>

# Thank You

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