



# EARNINGS RELEASE

Q4FY22 and FY22



# 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, wherever necessary.

SECTION		PAGE NO.
01.	Key Highlights	4
02.	Expansion & Capex Update	6
03.	Q4 & FY22 Performance	10
04.	ESG at Dalmia	18
05.	Awards and Accolades	22
06.	Annexures	26



# TABLE OF CONTENTS



SECTION

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01

# KEY HIGHLIGHTS

# Key Highlights



## Financial Performance

- Sales Volume increased by 7.3% to 22.2 MnT in FY22
- Revenue increased by 11.6% and stood at Rs 11,286 cr
- Net Debt/EBITDA stood at (0.59x)



## Capacity Additions

- Commenced commercial production of 2.9 MnT Murli Cement plant in Maharashtra on 15<sup>th</sup> January, 2022
- Total Cement Capacity increased to 35.9 MnT
- Total Clinker Capacity stood at 18.9 MnT



## ESG

- Co2 emissions brought down further to 489kg/Ton of cement in FY22; Water Positivity at 12.5x\*
- Doubled Renewable power capacity to 62.6 MW
- Signed a MoU with FLSmidth A/S, a leading supplier of technology solutions for cement industry, to develop breakthrough innovations to support sustainability in cement industry



## Others

- Successfully completed restructuring of Refractory business
- The Board has recommended a dividend of Rs 5 per share subject to approval of shareholders in ensuing AGM
- The Board has recommended appointment of Walker Chandio & Co. (member firm of Grant Thornton) as joint statutory auditors of Dalmia Cement (Bharat) Limited and as statutory auditor of Alsthom Industries Limited - Approval for the same from shareholders will be taken in ensuing AGM



SECTION

02

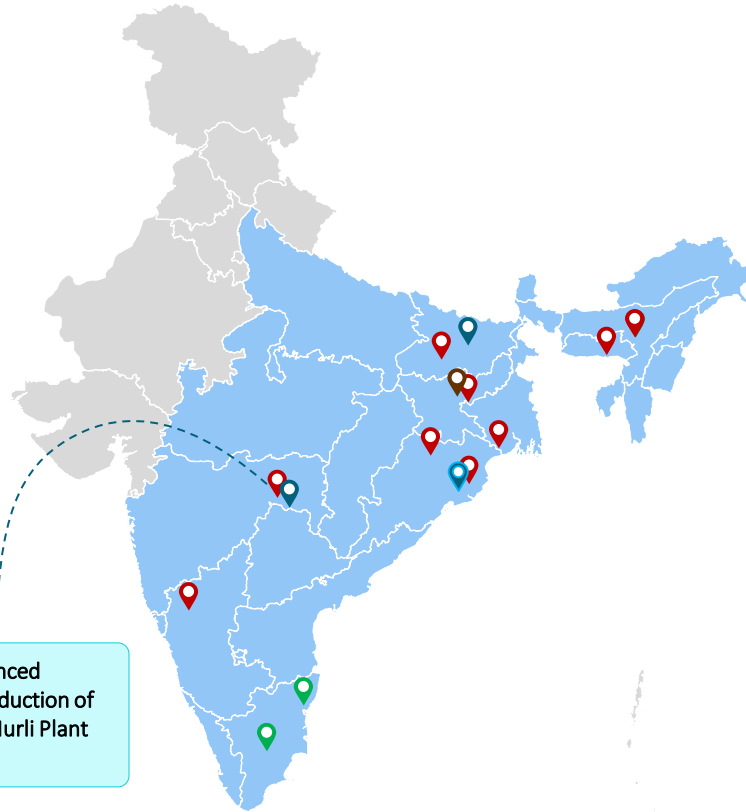
## EXPANSION AND CAPEX UPDATE

# Capacity Update

## Capacity Overview

Present Capacity	35.9
Ongoing Projects	2.5
Greenfield	3.0
Brownfield	1.7
Upgradation	5.3
<b>Total Capacity</b>	<b>48.5</b>

Jan'22: Commenced commercial production of 2.9 MnT at its Murli Plant in Maharashtra



### Phase 1 - Ongoing Projects

- East 2.5

### Greenfield

- South 3.0

### Brownfield

- East 1.7

### Upgradation

- North East 1.2
- West 1.1
- South 0.9
- East 2.1
- 5.3

Estimated Closing Capacity FY23 – ~40 MnT  
 Total Cement Capacity Post Expansion – 48.5 MnT



## Phase 1 -Ongoing Capex

- **Murli Industries:** Commercial Production started for plant with 2.9MnT capacity
- **Bihar Grinding Unit:** Land location finalized and land acquisition near completion



## New capacity

- **Tamil Nadu GUs:** Land Acquisition and registry for Sattur GU (Tuticorin) completed. Padlam (S. Chennai) – Land acquisition process underway
- **Bokaro Unit:** -Commenced Groundwork on the site
- **Machinery Procurement** Orders placed for Cement Mill and Packing plant



## Innovation & Sustainability

- **Solar power:** 21.5 MW commercialized during the year
- **WHRS:** 9.4 MW commercialized during the year



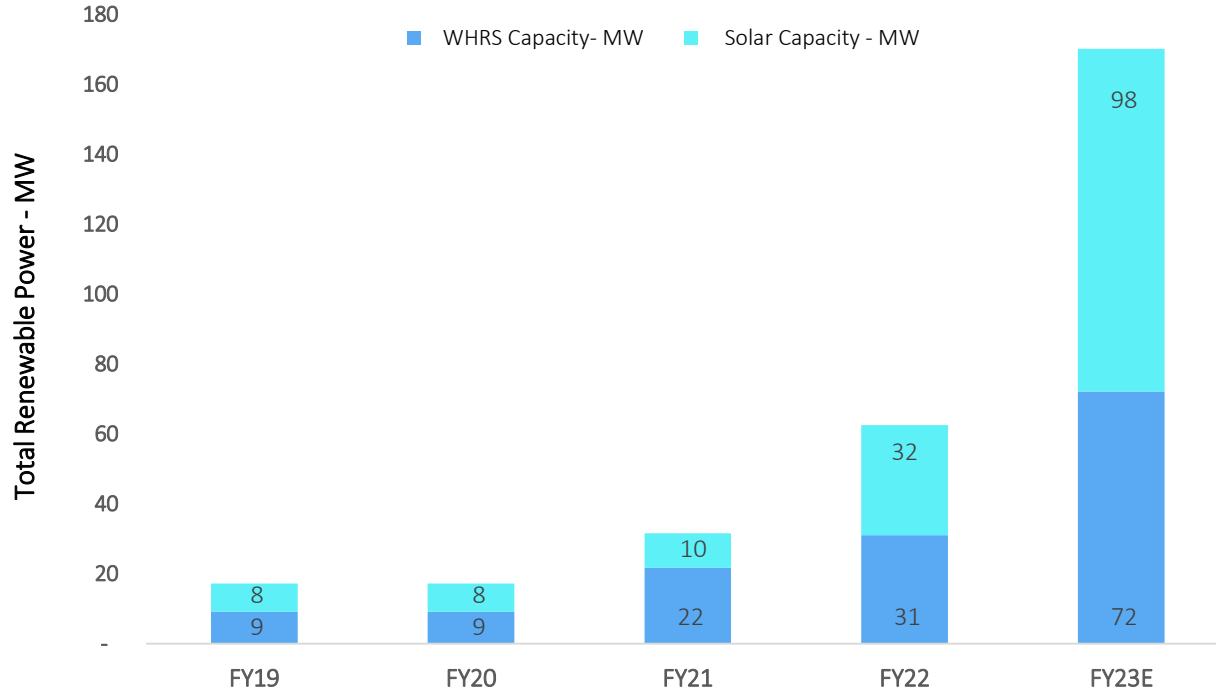
## Others

- **Mining Land:** Acquisition of Land underway in East



# WHRS and Solar Power Update

## Renewable Energy Power (WHRS and Solar)



### WHRS Commercialization

▪ H1FY23E	18.4
▪ H2FY23E	22.4
	<u>40.8</u>

### Solar Commercialization

▪ H1FY23E	55.9
▪ H2FY23E	10.2
	<u>66.1</u>

Investment in Renewable Energy will not only help us minimize our costs but also help us to achieve our sustainability goals



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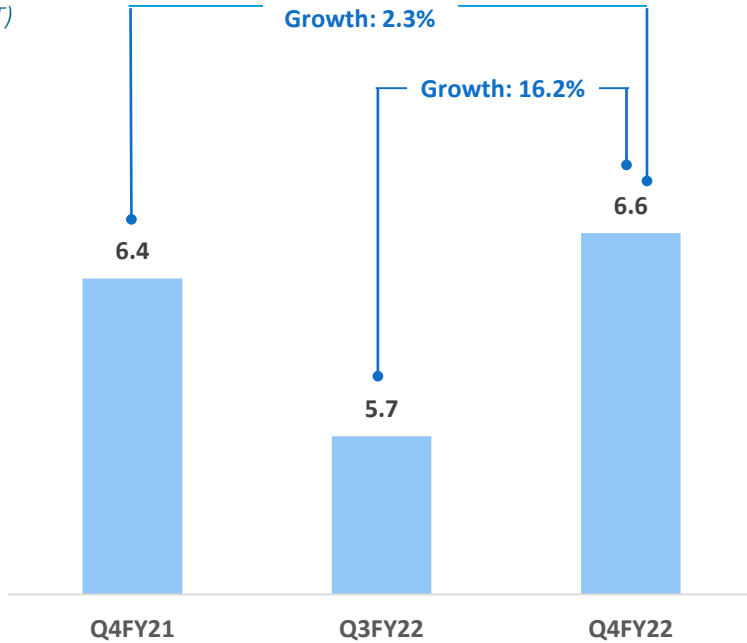
03

# Q4 & FY22 PERFORMANCE

# Financial Performance

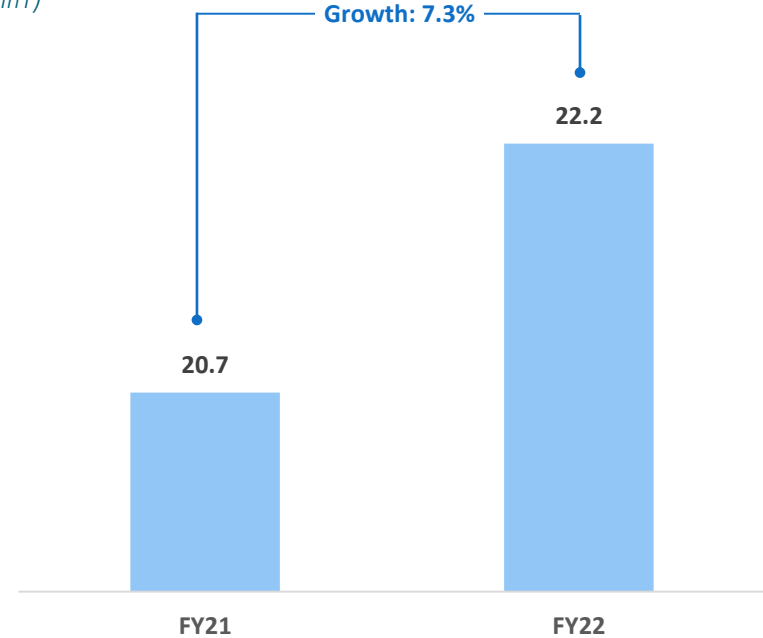
## Quarterly Sales Volume

(MnT)



## FY22 Sales Volume

(MnT)

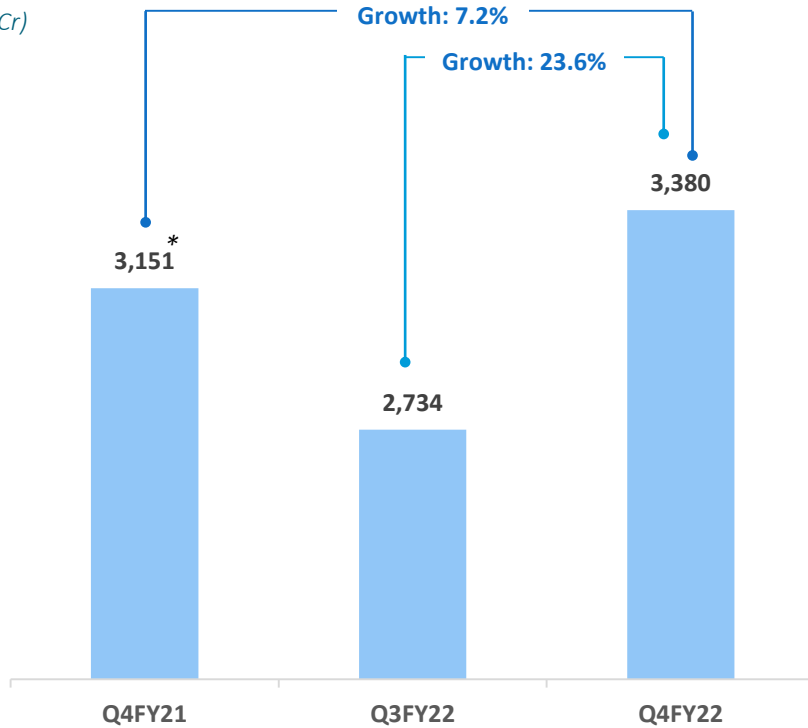


➤ Despite the challenges witnessed in Q3, our resiliency enables us to generate volume growth in-line with the Industry

# Financial Performance

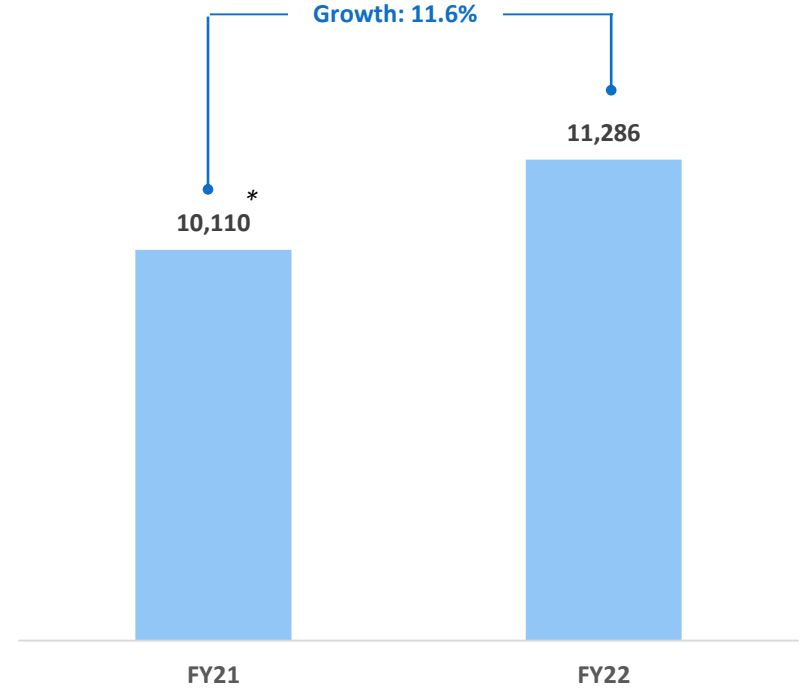
## Quarterly Sales Revenue

(Rs Cr)



## FY22 Sales Revenue

(Rs Cr)

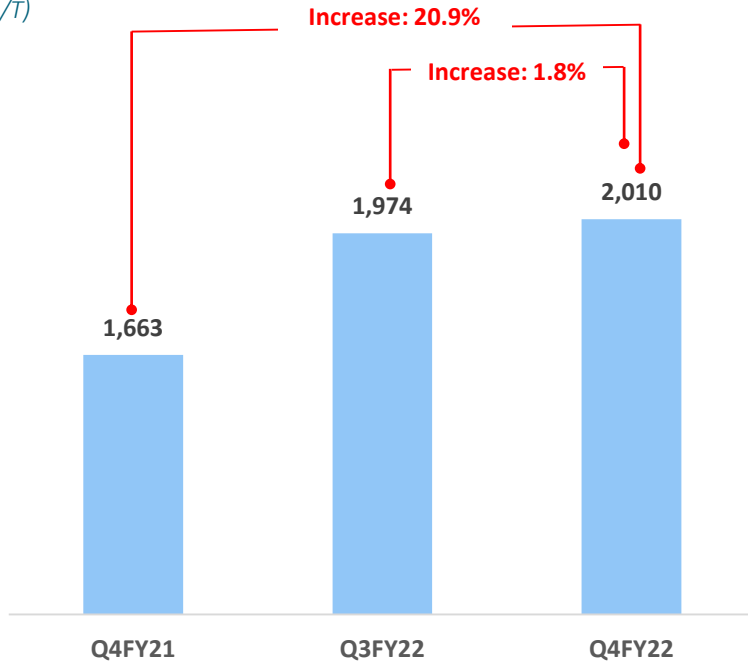


\* Based on restated financials which accounts refractory business as part of discontinued operations

# Operational Performance

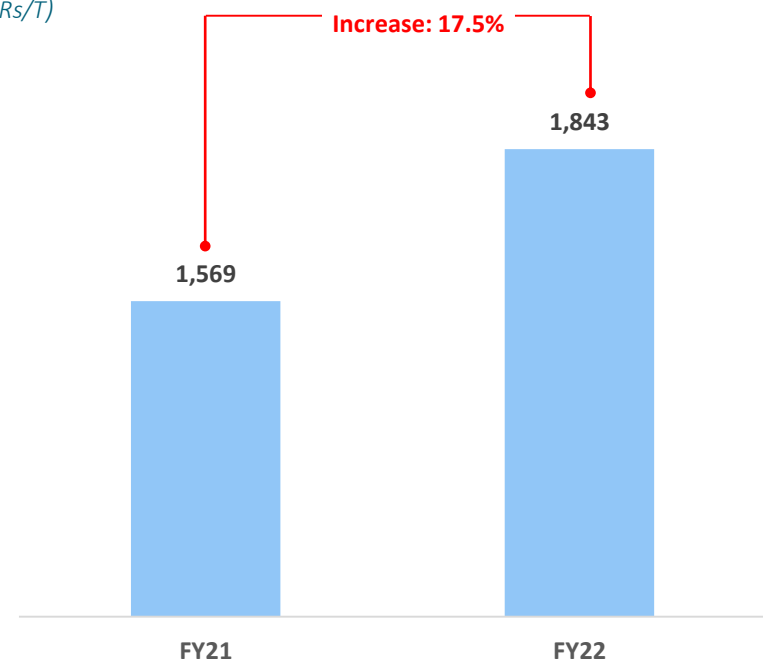
## Quarterly Total Variable Cost\*

(Rs/T)



## FY22 Total Variable Cost\*

(Rs/T)

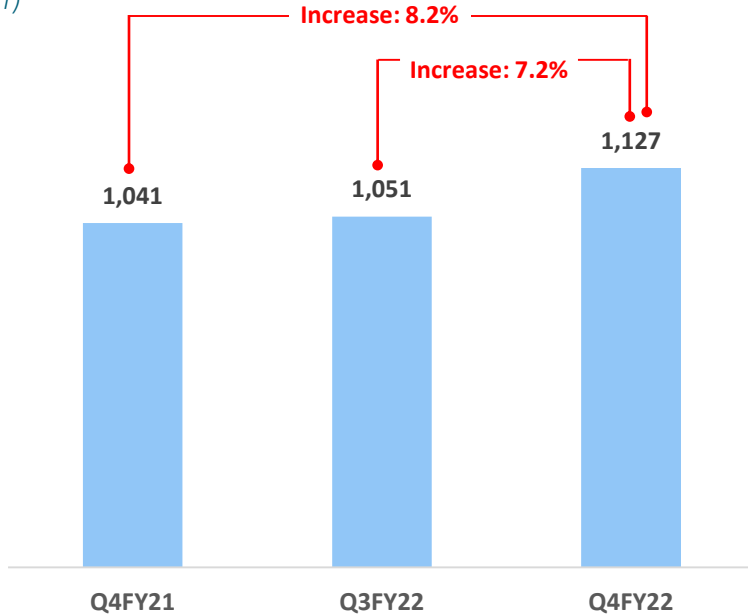


➤ Witnessed significant inflationary pressure as our Fuel Consumption Cost increased by 81% during FY22

# Operational Performance

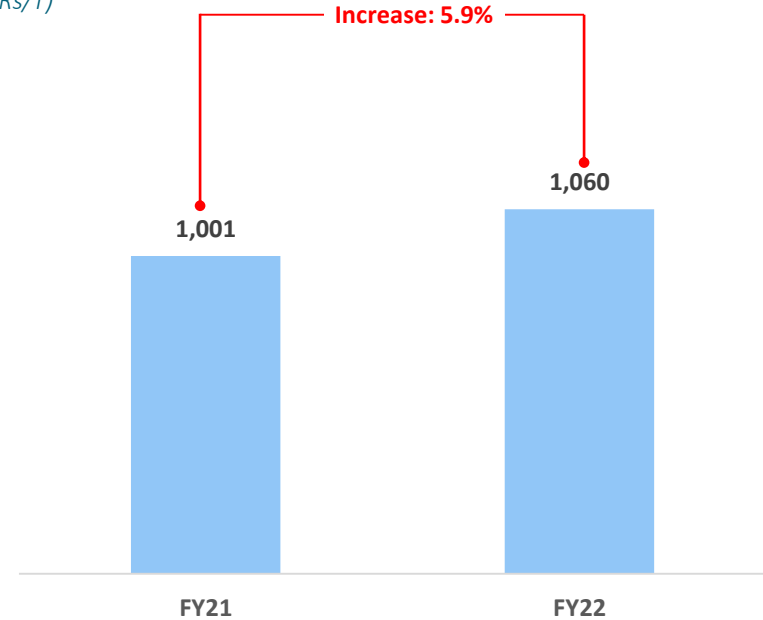
## Quarterly Logistics Cost

(Rs/T)



## FY22 Logistics Cost

(Rs/T)



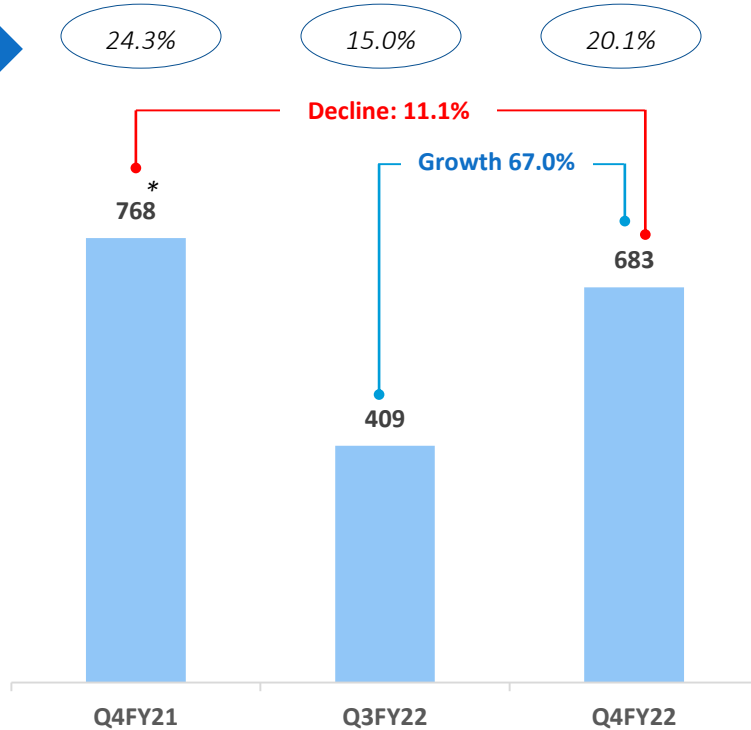
➤ Diesel prices on average increased by 20% in FY22

# Financial Performance

## Quarterly EBITDA

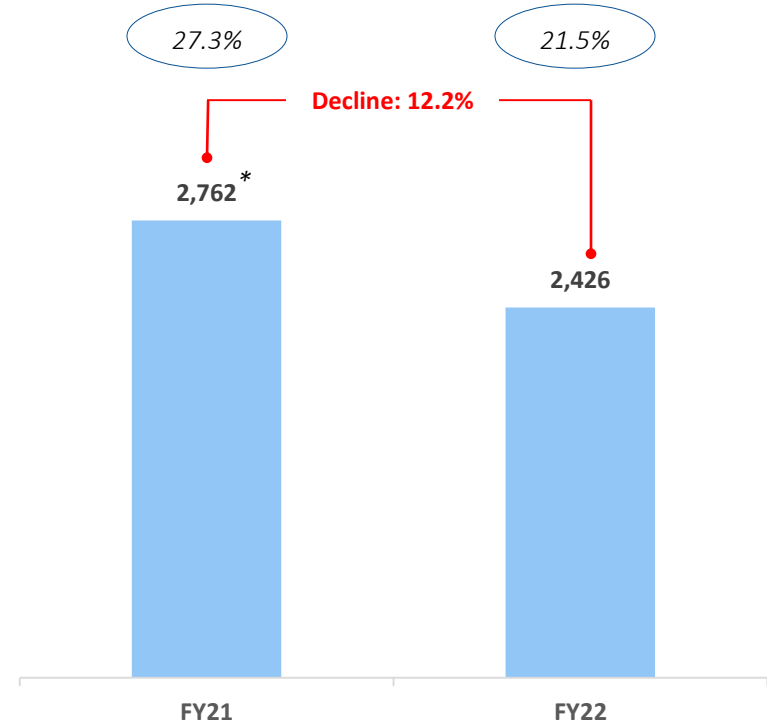
(Rs Cr)

Margins



## FY22 EBITDA

(Rs Cr)



\* Based on restated financials which accounts refractory business as part of discontinued operations

# Financial Performance

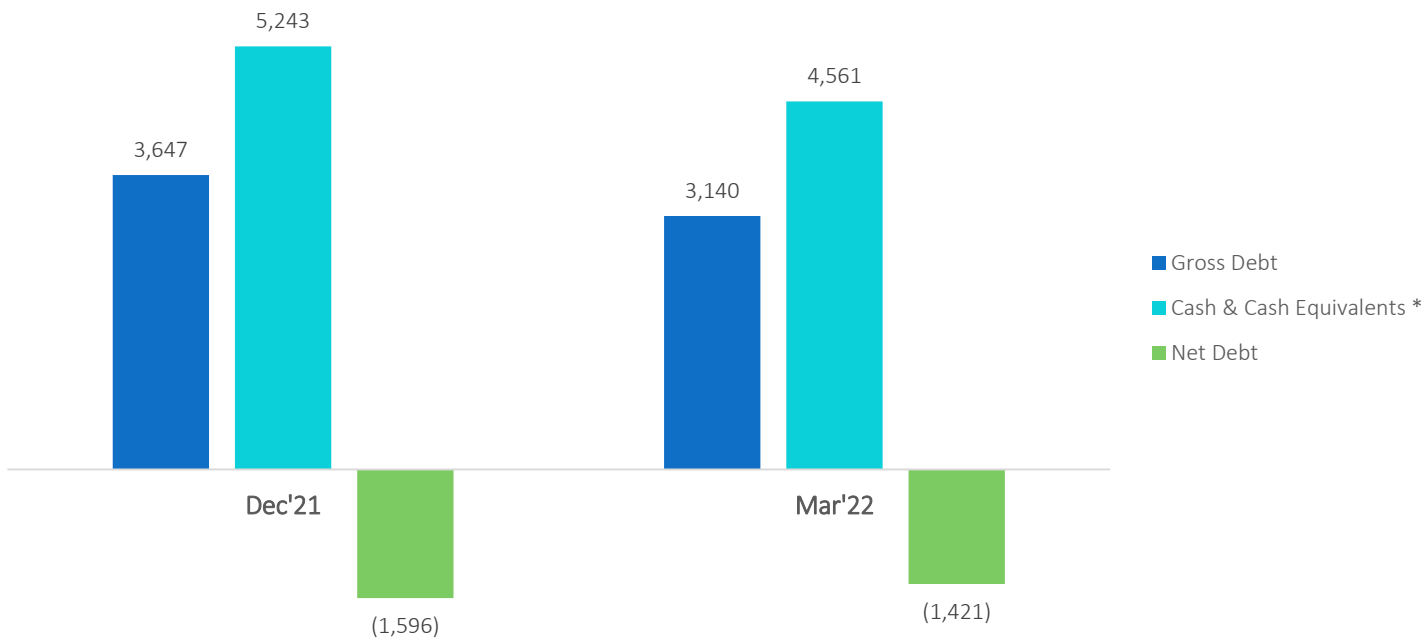
## Debt Position

Net Debt / EBITDA

(0.64x)

(0.59x)

(Rs Cr)



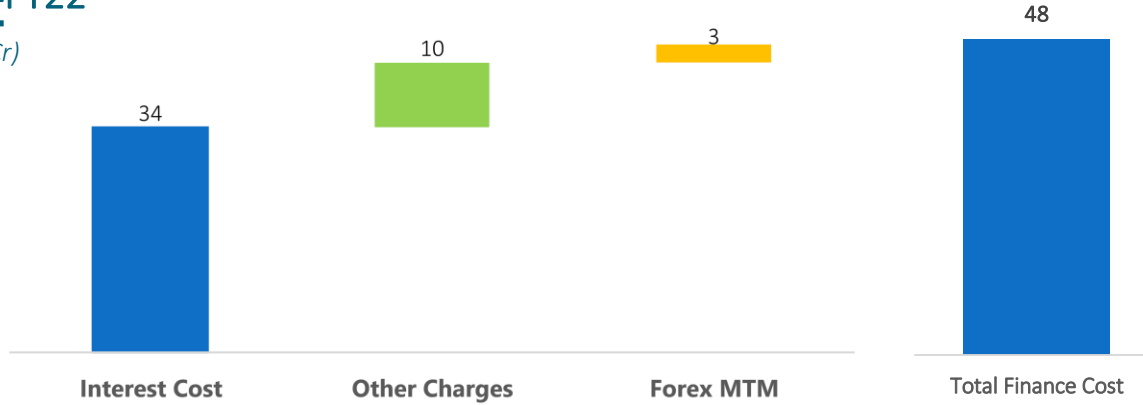
\* Includes MTM value of IEX Investment (Q3FY22: Rs 3,365 cr; Q4FY22: Rs 2,991 cr)



# Finance Cost

## Q4FY22

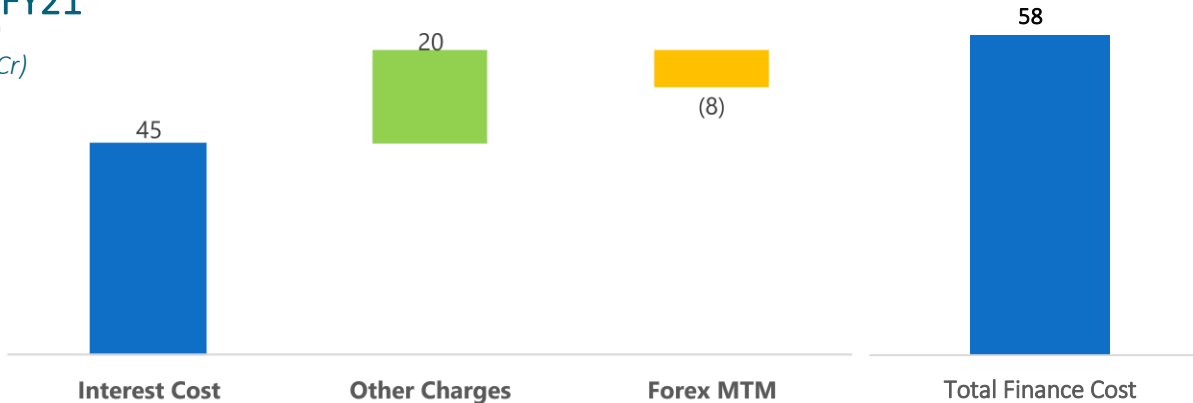
(Rs Cr)



**Cost of Borrowing 5.7%**

## Q4FY21

(Rs Cr)



**Cost of Borrowing 5.3%**



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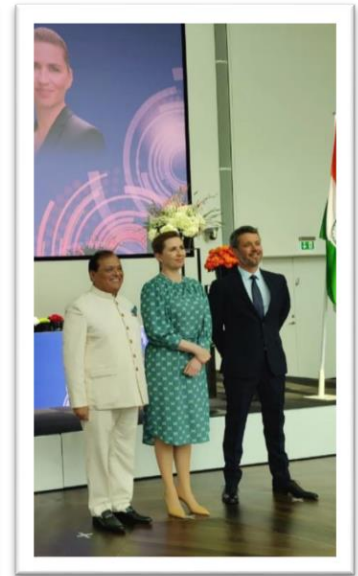
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04

# ESG UPDATE

To Develop Breakthrough Innovations To Support Sustainability In Cement Industry, Dalmia Cement Signs Mou With Flsmidth, Denmark Under Green Strategic Partnership Of India And Denmark Government

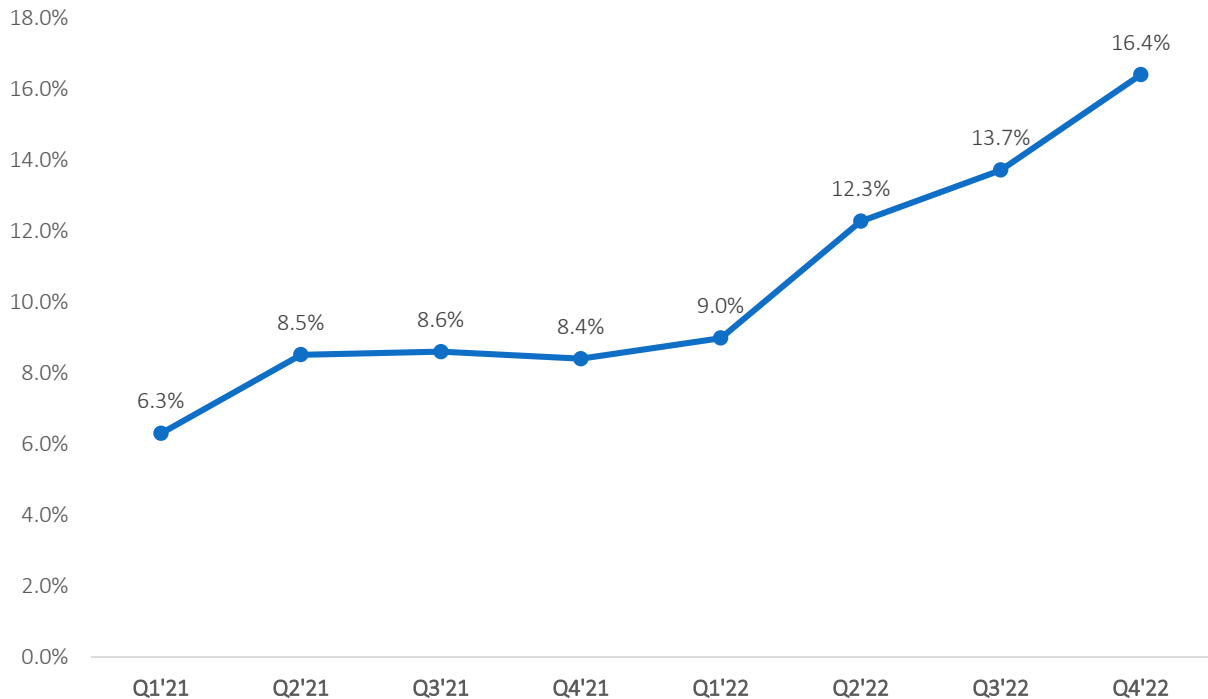
## MoU with FLSmidth, Denmark



- The company has signed a MoU with FLSmidth A/S, a leading supplier of technology solutions and equipment for cement and mining processing industry on 3<sup>rd</sup> May 2022 at Copenhagen in the August presence of Prime Minister of India and Prime Minister of Denmark.
- Both sides commit to contribute ideas, research and development for an industrial scale cement production facility in order to develop breakthrough innovations to significantly accelerate the development of sustainability in cement and construction industry

# Significant Increase in Usage of Green Fuel

Green Fuel%



- Dalmia consistently evaluates opportunities to increase usage of green fuels including **biomass and waste**
- In line with the philosophy of 'Clean and Green is Profitable & Sustainable', increased usage of green fuels has enabled the company to **generate significant savings**
- Long term vision includes enhancing the use of sustainable biomass & alternative fuel **to replace 100% fossil fuels by 2035**

## Major Initiatives

- **Dalmia Institute of Knowledge & Skill Harnessing (DIKSHa)**, a skill training center, actively involved in imparting skill trainings in farm and non-farm sector, building Community based organizations and enabling access to finance
- **Extended livelihood training** - designed a focused group to address the specific needs of tribal communities
- **Climate Action** – Watershed Projects

- 3 new DIKSHa Centers and 2 DIKSHa Extension Centers set-up during this year, bringing the total number of centers to 13
- 1,659 trainees trained and 1,268 trainees offered placement during the year

- 550 women were given training in skills like mushroom cultivation, broom making, home-based chemical products amongst other
- 29 Self Help Group (SHG) members received training on Entrepreneurship Development organized by District Industries Corporation (DIC)

- Additional water harvesting potential of 1843 lakh liters has been added the initiatives undertaken in 3 Watershed projects in Belgaum, Kadapa and Dalmiapuram during the year



SECTION

05

# AWARDS AND ACCOLADES

# Continues to be Recognized for its Focus on Sustainability



## APEX INDIA GREEN LEAF AWARDS 2021

### GROUP LEVEL

- ❑ Apex India Green Leaf Award 2021 for Sustainability “Platinum Award”
- ❑ Apex India Green Leaf Award 2021 for Water Stewardship “Platinum Award”

### ARIYALUR UNIT

- ❑ Apex India Green Leaf Award 2021 for Environment Excellence “Platinum Award”
- ❑ Apex India CSR Excellence Award 2021 “Gold Award”

### DALMIAPURAM

- ❑ Apex India Green Leaf Award 2021 for Environment Excellence “Platinum Award”
- ❑ Apex India Green Leaf Award 2021 for Energy Efficiency “Gold Award”

# Awards and Accolades



## Greentech Environment Awards

Three units of the company i.e. Lanka, Bengal Cement Works and Guwahati Cement Works - won the prestigious 20<sup>th</sup> Annual Greentech Safety India Awards 2021 for outstanding achievement in the “Safety Excellence” category



## Procurement Team of the Year Award

Procurement Team of Dalmia Cement (Bharat) Limited won the “Procurement Team of the Year Award” at 4<sup>th</sup> Procurement India Leadership forum & Awards organised by Institute of Supply Chain Management, Mumbai



## Leader of Sustainable Change

Dalmia Bharat Foundation has been recognized as Leader of Sustainable Change by The Economic Times.



## Green Building Material - Cement Award

Ariyalur Unit of Dalmia Cement (Bharat) Limited has been awarded as a Winner for “Green Building Material – Cement (Southern Region) at the 11<sup>th</sup> edition of Fly ash utilization Award organized by Mission Energy Foundation



# Awards and Accolades



## Smart Operations Category

Ariyalur unit of the Company won certificate of appreciation on "Smart Operations Category" at 1<sup>st</sup> FICCI Industry 4.0 Awards



## Best TDF Award

The Tribal Development Fund Project being implemented in Umrongso, Assam with the grant support of NABARD has been conferred with the Best TDF award by the NABARD Regional Office Assam



SECTION

06

# ANNEXURES

# Impact on PBT due to Goodwill Amortization (Restructuring Related)

(Rs Cr)

	FY22		FY21	
	With Restructuring	Without Restructuring	With Restructuring	Without Restructuring
Income from Operations	11,286	11,286	10,110	10,110
Less:-Operating Expenses	8,860	8,860	7,348	7,348
EBITDA	2,426	2,426	2,762	2,762
Add:- Other Income	155	155	181	181
Less:-Depreciation / Amortization	1,236	1,033	1,250	1,047
Less:- Finance Cost	197	197	295	295
PBT	1,148	1,351	1,398	1,601



# Thank You

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