

New Delhi, 7<sup>th</sup> February, 2018

**Consistently growing ahead of the industry**

Dalmia Bharat Limited today announced its unaudited consolidated financial results for the Quarter and nine months ended December 31, 2017.

Particulars (Rs. In Cr.)	Q3FY17	Q3FY18	Variance	9MFY17	9MFY18	Variance
Sales Volume (in MnT)	3.56	4.15	16%	10.75	11.79	10%
Total Income from Operations	1,722	2,091	21%	5,202	6,217	20%
EBITDA	415	455	10%	1,345	1,452	8%
Cash Profit	272	363	34%	888	1,114	26%
Profit Before Tax	83	186	124%	348	602	73%
Profit After Tax	40	118	196%	114	353	209%

EBITDA (Rs./Tonne)	1,179	1,076	(9%)	1,257	1,229	(2%)
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EBITDA Margin	24.1%	21.7%	(233 bps)	25.8%	24.3%	(152 bps)
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**Strategic Highlights:**

- Scheme of Arrangement and Amalgamation of DBL and OCL has been approved with 100% votes casted in favour of the proposal.
- We have been looking at few strategic acquisitions being referred to NCLT under Insolvency and Bankruptcy Code. Following are the assets wherein the acquisition process is on:
  - Committee of Creditors has recommended our resolution plan for revival of Murli Industries Limited, Maharashtra (3 MnT) to National Company Law Tribunal (NCLT).
  - NCLT, Kolkata has approved our resolution plan for revival of Kalyanpur Cements Limited, Bihar of 1.1 MnT of cement capacity.
  - Proposed acquisitions would help us to consolidate our market presence in Maharashtra and Bihar.
- The Company has paid down debt of **Rs. 228 crore** during the quarter and **Rs. 737 crore** for nine months ended 31<sup>st</sup> December, 2017. Consequently, Net Debt to EBITDA reduced from 2.2x to **2.0x** 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:

Our focused marketing efforts have been helping us to gain market share in our serving markets. During the quarter, our volumes grew by 16% on YoY basis and 14% on QoQ basis. Variable cost on per ton basis was up 21% on YoY basis due to increased petcoke and slag costs. The same has been partly offset by absorption of fixed costs due to improved sales volume. Our fixed cost on per ton basis have declined by 12% on YoY basis.

Also, our freight costs have remained flat on YoY basis despite rising diesel costs. This has been made possible on account of benefits arising from focused attention towards digitization and GST implementation, leading to reduced number of depots.

### **Outlook**

We are optimistic from medium and long term view on cement demand. Improved macro indicators for the economy, significant growth in public spending coupled with focused execution plans supports our view. Structural changes initiated by the Central Government and plans outlaid by development focused state governments are expected to spur cement demand growth. Thrust on affordable housing and infrastructure creation expects to now witness faster execution through higher budgetary allocation granted by the Government.

We are committed to create value for all our stakeholders through transparent governance policies, cost optimization and brand equity.

**For Dalmia Bharat Limited**



**Himmi Gupta**

**Investor Relations**

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