



# SAGAR CEMENTS LIMITED

SCL:SEC:NSE:BSE:2024-25

14th May 2024

The National Stock Exchange of India Ltd.,  
"Exchange Plaza", 5<sup>th</sup> Floor  
Bandra – Kurla Complex  
Bandra (East)  
**Mumbai – 400 051**

The Secretary  
BSE Limited  
P J Towers  
Dalal Street  
**Mumbai – 400 001**

**Symbol: SAGCEM**

**Scrip Code: 502090**

**Series: EQ**

**Symbol SAGCEM**  
**Series DEBT**  
**ISIN INE433R07016**

Dear Sirs

Press Release regarding audited Financial Results (Standalone and Consolidated) for the quarter and year ended March 31, 2024

Further to our letter of date, we are sending herewith a copy of the Press Release being issued by us following the announcement of our audited financial results for the quarter and year ended 31<sup>st</sup> March 2024.

Thanking you

Yours faithfully

For Sagar Cements Limited

  
J. Raja Reddy  
Company Secretary  
M.No.A31113



Encl: a.a.



**Registered Office :** Plot No. 111, Road No.10, Jubilee Hills, Hyderabad - 500033, Telangana State, India.

Phone : +91-40-23351571, 23351572 Fax : +91-40-23356573 E-mail : info@sagarcements.in Website : www.sagarcements.in

CIN : L26942TG1981PLC002887 GSTIN : 36AACCS8680H2ZY

**Factories :** Mattampally Village & Mandal, Suryapet District, Telangana State - 508204. Phone : 08683 - 247039 GSTIN : 36AACCS8680H1ZZ  
Bayyavaram Village, Kasimkota Mandal, Anakapally District, Andhra Pradesh State - 531031. Phone : 08924-244550 Fax : 08924-244570 GSTIN : 37AACCS8680H1ZX  
Gudipadu Village, Yadiki Mandal, Ananthapur District, Andhra Pradesh State - 515408. Phone: 08558-200272 GSTIN : 37AACCS8680H1ZX  
Kalinganagar, Industrial Complex, Tahsil-Dangadi, Dist - Jajpur, Odisha. Phone : 08340882288 GSTIN : 21AACCS8680H1ZA



Investors PPT Q4 FY24

# Results Presentation

May, 2024





- 1 Sales & Marketing

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- 2 Consolidated and Standalone Financial results

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**Bayyavaram Grinding Unit, A.P**

# Sales & Marketing - Overview FY24

## Revenue

**₹2,505 Crores**



**FY23**  
₹ 2,230 Crores

The Company's total revenue increased by 12%, year-on-year.

## Sale Volume

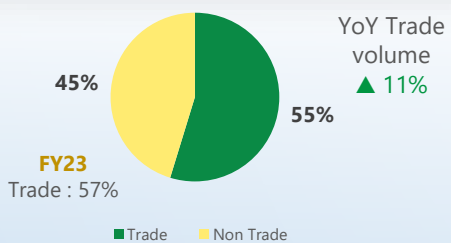
**5.51 MnT**



**FY23**  
4.82 MnT

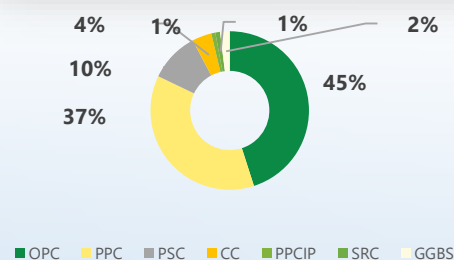
Compared to FY23, there is an increase in sales by 14% in FY24

## Sales Channel



Compared to FY23, there is an increase in trade sale volume by 11% and non-trade sale by 20% in FY24.

## Sales Mix



Compared to FY23, there is an increase in blended sale volume by 25% in FY24 (increase in blended share by 400 bps).

## Avg. Lead distance (Kms)



The average freight per ton during FY24 is ₹ 856, reflecting a 6% (i.e., ₹ 49) year-on-year increase.

## Bulk and Packed Sale



In FY23 and FY24, packed sales accounted for 75% & 72% respectively.



# Sales & Marketing - Overview Q4 FY24

## Revenue

**₹ 709 Crores**



**Q4 FY23**  
₹ 622 Crores

The Company's total revenue increased by 14%, compared to Q4 FY23.

## Sale Volume

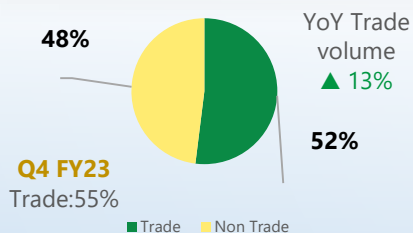
**1.61 MnT**



**Q4 FY23**  
1.36 MnT

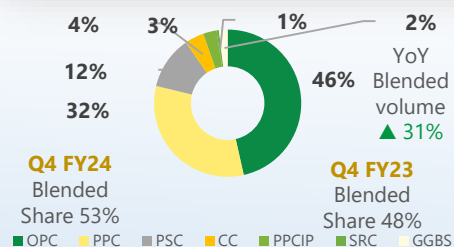
Compared to Q4 FY23, there is an increase in sales by 19% in Q4 FY24.

## Sales Channel



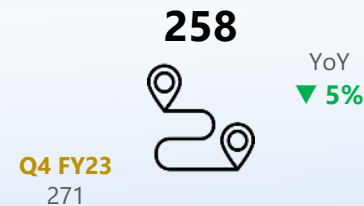
Compared to Q4 FY23, there is an increase in trade sale volume by 13% and non-trade sale by 27% in Q4 FY24.

## Sales Mix



Compared to FY23, there is an increase in blended sale volume by 25% in FY24 (increase in blended share by 500 bps).

## Avg. Lead distance (Kms)



The average freight per ton during FY24 is ₹ 849, reflecting a 2% (i.e., ₹ 15) increase compared to Q4 FY23.

## Bulk and Packed Sale



In Q4 FY23 and Q4 FY24, packed sales accounted for 74% & 70% respectively.



Jajpur Grinding Unit, Odisha

# Financial Performance Q4 & FY24 Consolidated

## Financial Results & Per ton Analysis

### Consolidated Per Ton Analysis

Particulars	Q4 FY24	Q4 FY23	YoY (%)	Q3 FY24	QoQ (%)	FY24	FY23	YoY%
Sales Volume (MT)	16,13,767	13,56,863	▲ 19%	14,07,167	▲ 15%	55,13,120	48,17,676	▲ 14%
Revenue from Operations	70,871	62,154	▲ 14%	66,941	▲ 6%	2,50,461	2,22,954	▲ 12%
Other Income	4,374	18,104	▼ 76%	373	▲ 1,073%	5,412	22,270	▼ 76%
Total Income	75,245	80,258	▼ 6%	67,314	▲ 12%	2,55,873	2,45,224	▲ 4%
Operating expenses	64,058	58,268	▲ 10%	58,235	▲ 10%	2,25,870	2,07,636	▲ 9%
Op. EBITDA	6,813	3,886	▲ 75%	8,706	▼ 22%	24,591	15,318	▲ 61%
Op. EBITDA Margin %	10	6	▲ 54%	13	▼ 26%	10	7	▲ 43%
Op. EBITDA per Ton in ₹	422	286	▲ 47%	619	▼ 32%	446	318	▲ 40%
Finance cost	4,549	5,191	▼ 12%	4,886	▼ 7%	18,483	20,164	▼ 8%
Depreciation	5,609	4,155	▲ 35%	5,653	▼ 1%	21,411	15,577	▲ 37%
(Loss)/ profit before exceptional items and tax	1,029	12,644	▼ 92%	(1,460)	-	(9,891)	1,847	-
Exceptional items	-	-	-	-	-	(1,479)	-	-
(Loss)/ profit before tax	1,029	12,644	▼ 92%	(1,460)	-	(8,412)	1,847	-
Tax expenses	(129)	3,851	▼ 103%	(410)	-	(3,207)	886	-
(Loss)/ profit after tax	1,158	8,793	▼ 87%	(1,050)	-	(5,205)	961	-

Particulars (in Rs)	Q4 FY24	Q4 FY23	YoY%	Q3 FY24	QoQ (%)	FY24	FY23	YoY%
Net Realization / T	4,392	4,581	▼ 4%	4,757	▼ 8%	4,543	4,628	▼ 2%
Total Expenditure / T	3,969	4,294	▼ 8%	4,138	▼ 4%	4,097	4,310	▼ 5%
Raw Material Consumed	798	839	▼ 5%	829	▼ 4%	811	794	▲ 2%
Employee Expenses	188	192	▼ 2%	210	▼ 10%	210	209	▲ 0%
Power & Fuel	1,556	1,817	▼ 14%	1,701	▼ 9%	1,648	1,878	▼ 12%
Freight	849	834	▲ 2%	864	▼ 2%	856	807	▲ 6%
Purchase of stock in Trade	23	35	▼ 36%	18	▲ 24%	32	51	▼ 36%
Other Expenses	557	577	▼ 4%	516	▲ 8%	540	572	▼ 5%
<b>EBITDA/ T</b>	<b>422</b>	<b>286</b>	<b>▲ 47%</b>	<b>619</b>	<b>▼ 32%</b>	<b>446</b>	<b>318</b>	<b>▲ 40%</b>

- Revenue increased by 14% Y-o-Y and volume increased by 19% for Q4 FY24.
- Plants operated at around 60% during the current quarter.
- Operating EBITDA of ₹ 6,813 lakhs for Q4 FY24 as against ₹ 3,886 lakhs during Q4 FY23.
- Operating EBITDA of ₹ 422 per ton during Q4 FY24.
- EBITDA margin increased by 400 bps to 10% for Q4 FY24 (v/s Q4 FY23).
- Profit after tax stood at ₹ 1,158 lakhs for Q4 FY24 v/s Profit of ₹ 8,793 lakhs during Q4 FY23.

# Q4 & FY24 Standalone Financial Results

## Sagar Cements Limited

Particulars	Q4 FY24	Q4 FY23	YoY %	Q3 FY24	QoQ (%)	FY24	FY23	YoY %
Sales Volume (MT)	11,80,294	11,56,236	2%▲	10,67,782	11%▲	42,49,189	42,88,724	1%▼
Revenue from Operations	51,666	52,177	1%▼	50,262	3%▲	1,90,755	1,96,382	3%▼
Other Income	3,838	18,190	79%▼	531	623%▲	5,391	22,658	76%▼
Total Income	55,504	70,367	21%▼	50,793	9%▲	1,96,146	2,19,040	10%▼
Operating expenses	46,329	49,480	6%▼	43,667	6%▲	1,72,485	1,81,533	5%▼
Op. EBITDA	5,337	2,697	98%▲	6,595	19%▼	18,270	14,849	23%▲
Op. EBITDA Margin %	10	5	100%▲	13	21%▼	10	8	27%▲
Op. EBITDA per Ton in ₹	452	233	94%▲	618	27%▼	430	346	24%▲
Finance cost	1,863	3,943	53%▼	1,888	1%▼	7,509	15,972	53%▼
Depreciation	3,078	2,896	6%▲	3,052	1%▲	11,651	11,355	3%▲
Profit before tax	4,234	14,048	70%▼	2,186	94%▲	4,501	10,180	56%▼
Tax expenses	994	4,133	76%▼	652	52%▲	1,384	2,827	51%▼
Profit after tax	3,240	9,915	67%▼	1,534	111%▲	3,117	7,353	58%▼

## Sagar Cements (M) Private Limited

Particulars	Q4 FY24	Q4 FY23	YoY %	Q3 FY24	QoQ (%)	FY24	FY23	YoY %
Sales Volume (MT)	2,10,260	2,00,627	5%▲	1,70,575	23%▲	7,47,528	5,28,952	41%▲
Revenue from Operations	10,820	10,037	8%▲	9,099	19%▲	39,177	26,731	47%▲
Other Income	32	21	52%▲	24	33%▲	98	74	32%▲
Total Income	10,852	10,058	8%▲	9,123	19%▲	39,275	26,805	47%▲
Operating expenses	8,884	8,756	1%▲	7,446	19%▲	32,532	26,170	24%▲
Op. EBITDA	1,936	1,281	51%▲	1,653	17%▲	6,645	561	1,084%▲
Op. EBITDA Margin %	18	13	40%▲	18	2%▼	17	2	708%▲
Op. EBITDA per Ton in ₹	921	638	44%▲	969	5%▼	889	106	738%▲
Finance cost	1,167	1,166	0%▲	1,224	5%▼	4,848	4,465	9%▲
Depreciation	966	1,017	5%▼	968	0%▼	3,826	3,850	1%▼
Profit before tax	(165)	(881)	-	(515)	-	(1,931)	(7,680)	-
Tax expenses	(34)	(211)	-	(124)	-	(463)	(1,870)	-
Profit after tax	(131)	(670)	-	(391)	-	(1,468)	(5,810)	-

## Andhra Cements Limited

Particulars	Q4 FY24	Q4 FY23	YoY %	Q3 FY24	QoQ (%)	FY24
Sales Volume (MT)	2,23,213	-	-	1,68,810	32%▲	5,16,403
Revenue from Operations	9,184	-	-	9,792	6%▼	26,811
Other Income	746	10	-	44	1,595%▲	851
Total Income	9,930	10	-	9,836	1%▲	27,662
Operating expenses	9,644	1,348	-	9,334	3%▲	27,135
Op. EBITDA	(460)	(1,348)	-	458	-	(324)
Op. EBITDA Margin %	(5)	-	-	5	-	(1)
Op. EBITDA per Ton in ₹	(206)	-	-	271	-	(63)
Finance cost	1,761	(10,964)	-	2,000	12%▼	7,054
Depreciation	1,492	1,180	-	1,559	4%▼	5,641
(Loss)/ Profit before exceptional items and tax	(2,967)	8,446	-	(3,057)	-	(12,168)
Exceptional items	-	97,163	-	-	-	1,479
(Loss)/ Profit before tax	(2,967)	1,05,609	-	(3,057)	-	(10,689)
Tax expenses	(1,089)	(6,592)	-	(938)	-	(4,128)
(Loss)/ Profit after tax	(1,878)	1,12,201	-	(2,119)	-	(6,561)

2% YoY increase in volumes during Q4 FY24.

Op. EBITDA of ₹ 5,337 lakhs during Q4 FY24 increased by 98% on a Y-o-Y basis.

Op. EBITDA of ₹ 452 per ton during Q4 FY24 increased by 94% on a Y-o-Y basis.

5% YoY increase in volumes during Q4 FY24.

Op. EBITDA of ₹1,936 lakhs during Q4 FY24 increased by 51% on a Y-o-Y basis.

Op. EBITDA of ₹921 per ton during Q4 FY24 increased by 44% on a Y-o-Y basis.

32% QoQ increase in volumes during Q4 FY24.

Op. EBITDA of ₹ (460) lakhs during Q4 FY24.

Op. EBITDA of ₹ (206) per ton during Q4 FY24.

# Summarized Financial Position

Standalone		Particulars	Consolidated	
March 31, 2023	March 31, 2024		March 31, 2024	March 31, 2023
1,50,730	1,48,802	Property, plant and equipment including CWIP	3,12,865	3,12,485
49,642	48,665	Investments	-	-
723	584	Right of use assets	1,042	1,180
3,938	3,938	Goodwill	4,162	4,162
2,048	1,888	Intangible assets	8,566	8,906
510	1,551	Income tax and Deferred tax assets (net)	15,653	9,972
10,452	6,536	Other Current / Non-current Assets	9,953	15,352
11,303	15,933	Other Current / Non-current Financial Assets	5,642	4,502
22,172	20,703	Inventories	30,754	27,094
14,067	16,361	Trade Receivables	20,772	13,321
13,106	15,583	Cash and Cash equivalents	16,718	17,491
1,988	7,154	Other Bank Balances	9,494	3,557
<b>2,80,679</b>	<b>2,87,698</b>	<b>Total Assets</b>	<b>4,35,621</b>	<b>4,18,022</b>
2,614	2,614	Equity Share Capital	2,614	2,614
1,65,804	1,67,488	Other equity, including NCI	1,99,355	2,03,865
59,101	47,795	Borrowings	1,43,904	1,47,212
247	107	Lease liabilities	220	354
10,355	11,356	Deferred Tax Liabilities, net	10,799	10,355
24,095	36,492	Trade Payables	51,825	30,880
10,061	12,134	Other Current / Non-current Financial Liabilities	13,794	13,182
1,194	2,340	Provisions	2,751	1,471
7,208	7,372	Other Current / Non-current Liabilities	10,359	8,089
<b>2,80,679</b>	<b>2,87,698</b>	<b>Total Equity and Liabilities</b>	<b>4,35,621</b>	<b>4,18,022</b>



# Summarized Cash Flow - Consolidated

(₹. in Lakh)

March 31, 2023	Particulars	March 31, 2024
1,847	Operating Profit	(8,412)
1,974	Changes in working capital	15,365
(1,479)	Direct Tax paid	(964)
15,174	Others	34,051
<b>17,516</b>	<b>Net cash flow from Operating Activities</b>	<b>40,040</b>
45,149	Proceeds from sale of investments	4,885
(32,223)	Acquisition of subsidiary	-
(11,774)	Capital Expenditure	(22,579)
16,701	Interest received	1,256
(857)	Others	(2,313)
<b>16,996</b>	<b>Net cash flow used in Investing Activities</b>	<b>(18,751)</b>
34,288	Issue of Equity shares	-
(51,959)	Repayment of Borrowings (net)	(3,308)
(18,985)	Interest / Dividend payments	(18,754)
<b>(36,656)</b>	<b>Net cash flow from Financing Activities</b>	<b>(22,062)</b>
<b>(2,144)</b>	<b>Net increase / (decrease) in Cash and Cash equivalents</b>	<b>(773)</b>

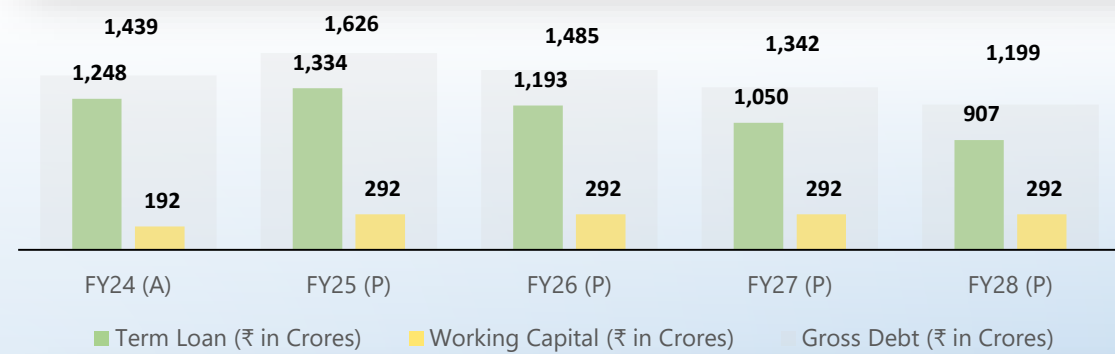
# Key Ratios – Consolidated

Particulars	UOM	Q4 FY24	Q3 FY24	Q4 FY23	FY24	FY23
EBITDA Ratio	%	10%	13%	6%	10%	7%
PBT Ratio	%	1%	(2%)	20%	(3%)	1%
PAT Ratio	%	2%	(2%)	14%	(2%)	0%
EPS, Not Annualized	₹	0.89	(0.80)	6.73	(3.98)	0.74
Debt-Equity Ratio	Multiples	0.71	0.78	0.71	0.71	0.71
Debt Service Cover Ratio	Multiples	1.56	1.05	0.43	1.02	0.44
Interest Service Cover Ratio	Multiples	2.49	1.94	3.84	1.88	1.99
Current Ratio	Multiples	1.32	1.46	1.70	1.32	1.70

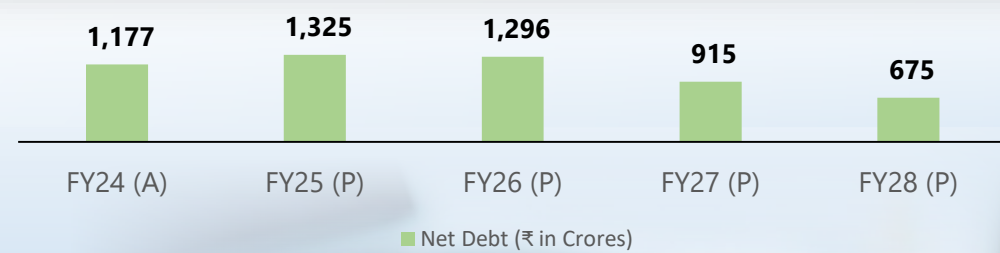
# Debt Profile

March 31, 2023	Particulars (Rs. in Lakh)	March 31, 2024	YoY (%)
1,47,212	Gross Debt	1,43,904	▼ 2%
1,27,665	• Long Term	1,24,754	▼ 2%
19,547	• Working Capital	19,150	▼ 2%
21,048	Cash & Bank Balance	26,212	▲ 25%
<b>1,26,164</b>	<b>Net Debt</b>	<b>1,17,692</b>	▼ 7%
0.62	Long term Debt Equity Ratio (%)	0.62	
<b>2,06,479</b>	<b>Net Worth</b>	<b>2,01,969</b>	▼ 2%
15,318	<b>EBITDA</b>	24,591	▲ 61%
8.24	<b>Net Debt/ EBITDA</b>	4.79	

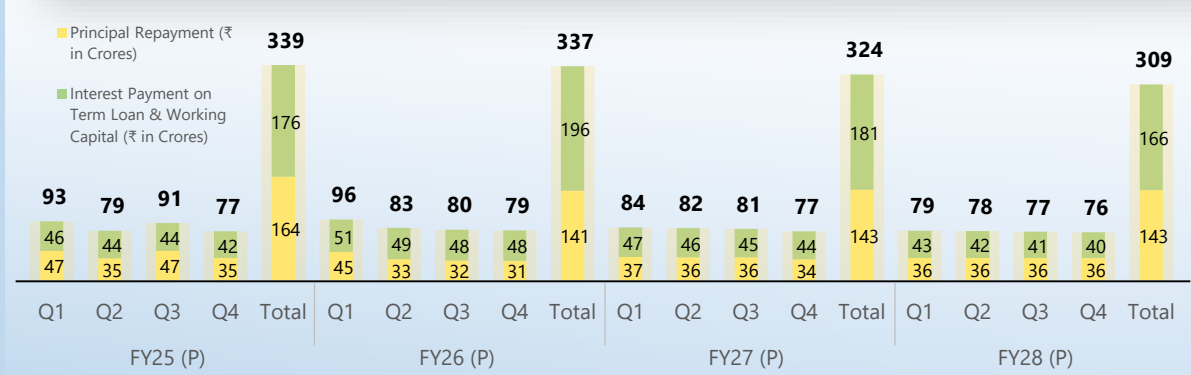
## Gross Debt (₹ in Crores)



## Net Debt (₹ in Crores)



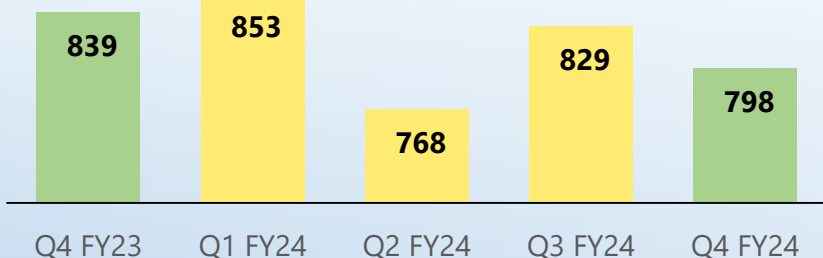
## Interest and Principal Repayment Projections (₹ in Crores)



# Cost per Ton on Consolidated Basis

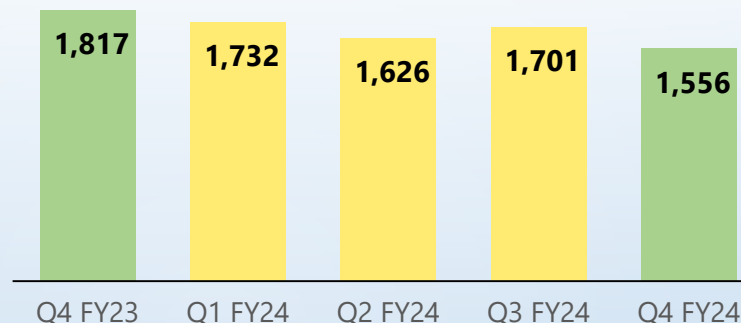
## Raw Material Cost (₹/ T)

▼ 5% on YoY



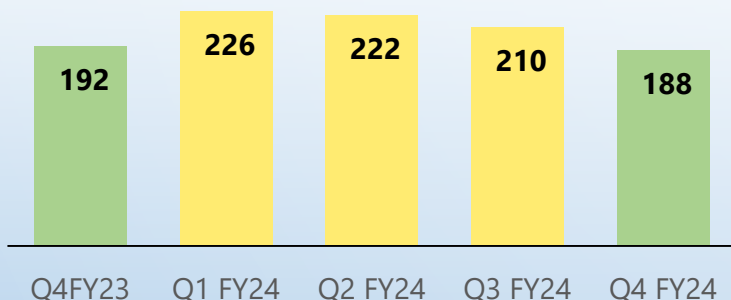
## Power & Fuel Cost (₹/ T)

▼ 14% on YoY



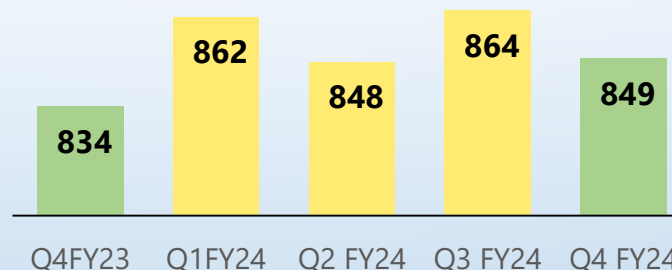
## Employee Cost (₹/ T)

▼ 2% on YoY



## Freight Cost (₹/ T)

▲ 2% on YoY



Raw material cost per ton during Q4 FY24 was ₹ 798 per ton as against ₹ 839 per ton during Q4 FY23.



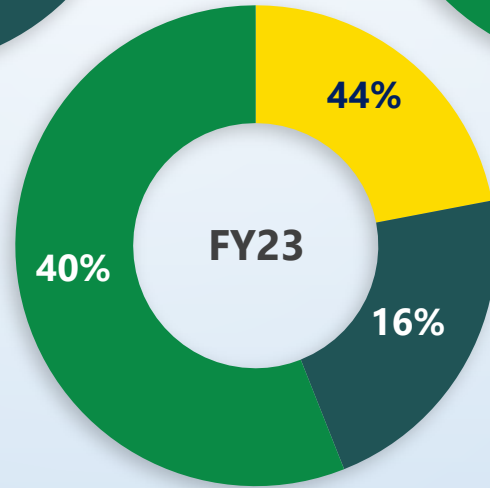
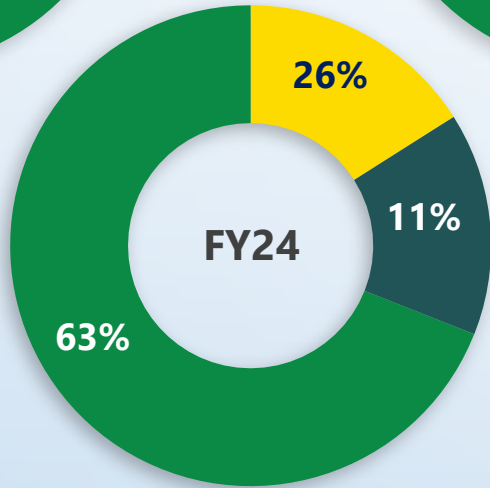
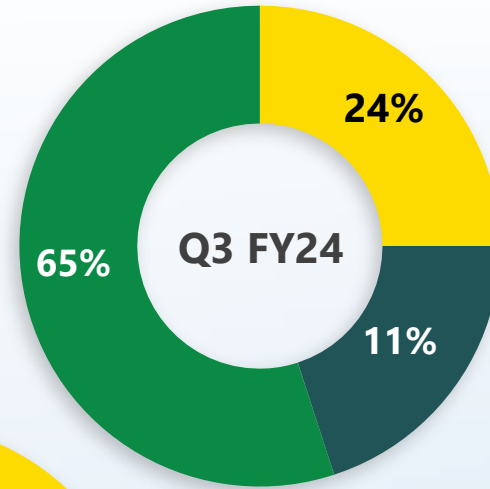
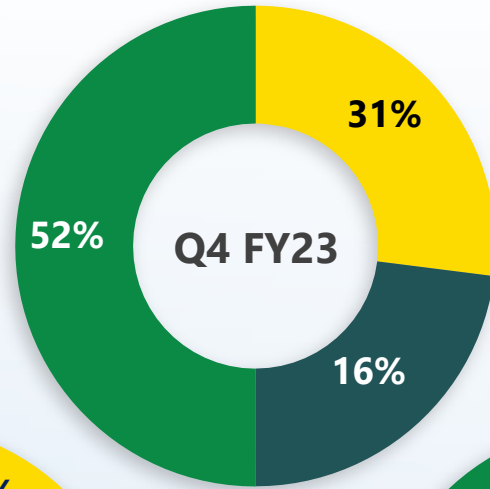
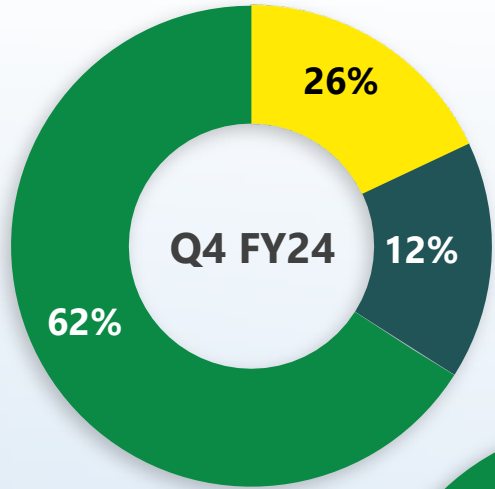
The main reasons for decrease in Power & Fuel cost is due to reduction in the prices of pet coke & coal.



Employee costs during Q4 FY24 amounted to ₹ 188 per ton as against ₹ 192 per ton during Q4 FY23.

# Power Mix

## Focus on Green Power



● Grid power ● Green Power ● Thermal Power



# Thermal Fuel Prices

## Current Fuel Price Trends

### Imported Pet Coke

**12,500**  
(Per Ton (₹))      **1.62**  
Per Kcal (₹)

### Indian Pet Coke

**13,000**  
(Per Ton (₹))      **1.69**  
Per Kcal (₹)

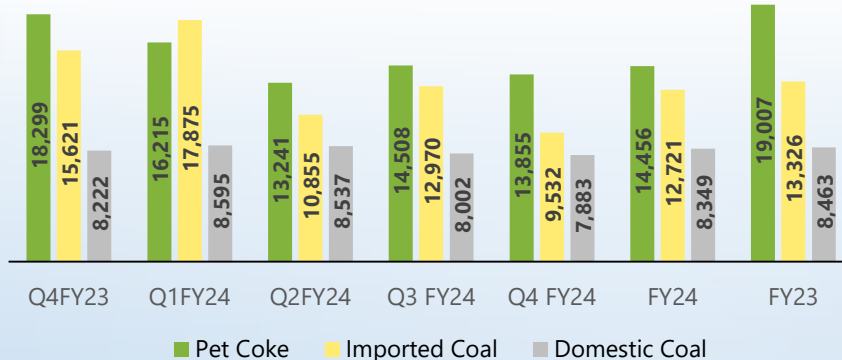
### Imported Coal

**10,200**  
(Per Ton (₹))      **1.85**  
Per Kcal (₹)

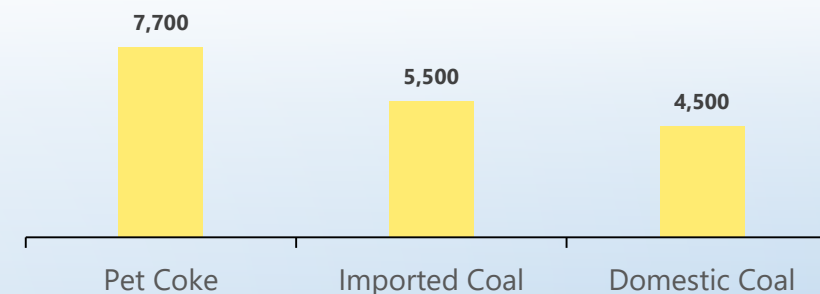
### Domestic Coal

**8,200**  
(Per Ton (₹))      **1.82**  
Per Kcal (₹)

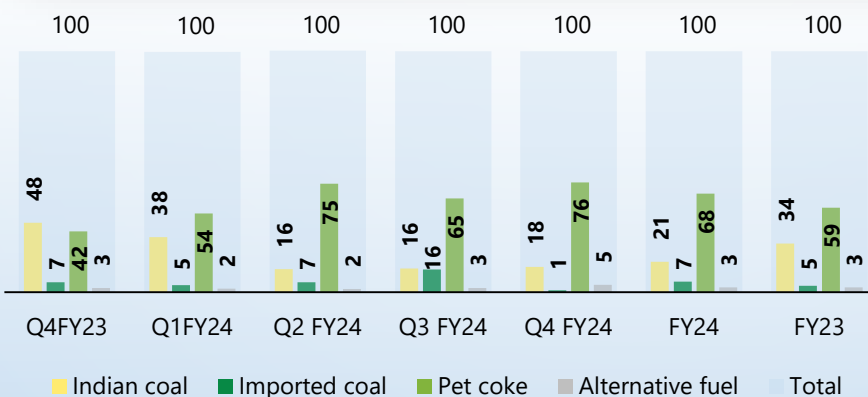
## Thermal Prices(₹ /Mt)



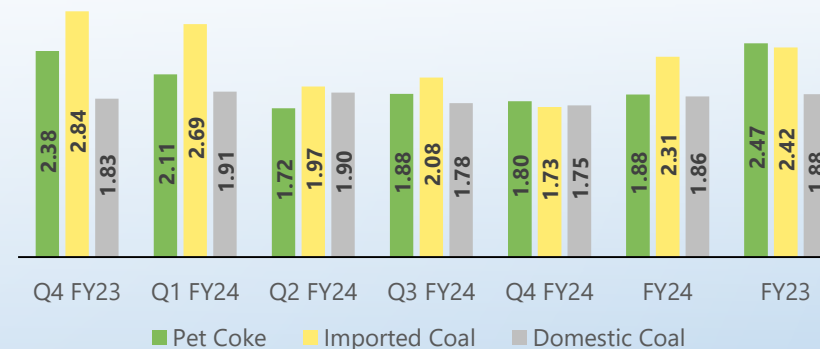
## Kcal on NCV basis



## Group level usage of fuel based on kcal (%)



## ₹ /Kcal



## Commenting on the Performance



**MR. SREEKANTH REDDY**

Jt. Managing Director

“ We have ended the fiscal on a positive note with a volume growth of 19% for the quarter and 14% for the fiscal, respectively. Demand from infrastructure projects and urban real estate remained consistent; however, we observed some weakness in the rural segment. We expect the volume trend to sustain in coming years, as we steadily ramp up the utilization levels across all our units. Despite elevated volumes overall pricing remained relatively benign during the quarter.

In addition to volume growth, we also witnessed improvement in EBITDA and margins during the fiscal. Higher EBITDA/ton was influenced partly by improved cost management and fuel cost savings, as well as operating leverage. We expect the trend to sustain in the near term supported by our investments aimed at increasing the share of green energy and waste heat recovery system (WHRS) capacity in our overall mix, along with the deployment of electric trucks and wheel loaders.

Operationally Andhra Cement, Jeerabad and Jajpur units are progressing as per schedule, and we believe we will be able to achieve volumes of 6.50 MnT during FY25.

To conclude, our extensive geographical presence, evolving product mix, and heightened focus on increasing the proportion of green fuel in our overall energy mix collectively position us well to deliver value for our shareholders.



# Capex Update

**Company proposes to increase the green power capacities. Details are as follows**

Particulars	Capacity (MW)	Timeline	Capex (₹ in lakhs)
Solar - Gudipadu	6.00	FY26	2,700
WHR - Gudipadu	4.50	FY27	7,200
Solar - Mattampally	4.00	FY27	1,800
WHR for Line 1 - Mattampally	2.00	FY28	3,200
Solar - Jeerabad	4.00	FY27	1,800
WHR - Dachepalli	9.00	FY29	14,400
Solar - Dachepalli	6.00	FY27	2,700



**Company proposes to expand the cement capacities of Gudipadu and Jeerabad plants by 0.25 MnT and 0.50 MnT respectively by FY26.**



**Company proposes to expand the Dachepalli plant capacities**

Clinker Capacity from 1.85 MnT to 2.31 MnT

Cement Capacity from 2.25 MnT to 3.00 MnT

The above expansion at Dachepalli plant is expected to be completed by end of FY26

The Proposed Capex for the expansion is ₹ 470 Cr.  
(For FY25: ₹ 255 Cr. and balance will be spent in FY26).



# ESG Performance - Environment



## Energy

Specific Electricity Consumption – **74.71 kWh/MT Cement**  
 Specific Thermal Consumption – **726 kCal/kg Clinker**  
**13.2%** Green Power  
 Digitalization: Installed PXP software's in all plants



## Emissions

Gross Emission Intensity (Scope-1,2 and 3) 677.7 kg CO<sub>2</sub>/MT Cementitious  
 SOX Emission-**232 MT** and NOX Emission – **2,820 MT**  
 In Accordance with Short-Term Science-Based Targets Aligned with 1.5°C Reduction  
 Deployed **2 EV trucks** and **4 EV loaders** into Operation  
 Cultivated Green grass in **20 Hectares** as a pilot project



## Water

**28** Water harvesting structures created  
 Reuse of N-Pit, RO Water, DM Plant reject in Operations  
**2X** Water Positive



## Resources

**54%** Blended Cements  
**18%** of recycled input materials



## Waste management

**3.3%** Thermal Substitution Rate  
**8.28%** of Alternative fuels used by Weight  
 Zero waste to Landfill



## Biodiversity

**36,580** Saplings planted across **44.8** acres

FY24

Targets for FY 25

Targets for FY30

Specific Electricity Consumption – **73 kWh/MT Cement**  
 Specific Thermal Consumption – **720 kCal/kg Clinker**  
**16%** Green Power

Gross Emission Intensity (Scope-1,2) 632 kg CO<sub>2</sub>/MT Cementitious  
 Enhance TSR to 10%

4X Water Positive  
 Reduce freshwater consumption by 4% from 2020.

Reduce clinker factor to 0.715

Specific Electricity Consumption – **65 kWh/MT Cement**  
 Specific Thermal Consumption – **700 kCal/kg Clinker**  
**50%** Green Power

Gross Emission Intensity (Scope-1,2) 563 kg CO<sub>2</sub>/MT Cementitious  
 Targets for FY 30 -near-Term Science-Based Targets Aligned with 1.5°C Reduction  
 Enhance TSR to 25%  
 Deploy Zero Emission transportation by 30%

10X Water Positive  
 Reduce freshwater consumption by 20% from 2020.

Increased use of decarbonated raw materials, i.e., 2.0% by 2030 and 5.0% by 2050s

Use cementitious waste materials and reduce clinker factor

Developing a diversified and native plantation across five hectares per year, with ~10,000 saplings

## Communities

### FY24

2.9 Crores CSR Spent

1,07,865 Lives Impacted

CSR Surveys and implementation to enhance quality of living in Neighborhood communities

### FY30

Strengthen the community health center by 2025

Start a skill development training center by 2030

Offer vocational training programmes for the underprivileged by 2027



ESG  
Performance

Social

## Health and Safety

### FY24

Conducted safety audits in all sites by National Safety Council

217 Near miss Mapping

### FY30

Ensure zero fatalities

Continually improve the safety management system by carrying out regular safety audits



## Employee Engagement

### FY24

28,784 Training Hours

18.43 Training Hours per Employee

### FY30

Undertake effective steps to raise the female employee ratio



## Customers and Partners

### FY24

Meetings held with partners and stakeholders towards promotion of use of blended / low carbon cements

### FY30

Focus on building stronger bonds and relationships with customers and partners



# Planned ESG Activities FY25

Preheater modification at Dachepalli

**Energy efficiency**

Installation 4.5 MW WHRS at Gudipadu

**WHRS**

Pilot Scale Biogas in Vehicles for material transport

**Emissions**

**Solar**

Installation of 6 MW solar power project at Gudipadu

**Energy and Productivity**

Audits to modify preheater, Cooler and Mills at Mattampally

**Quality of Life**

More surveys in alignment with SDGs in neighborhood villages to enhance Quality of Life



# Awards during FY24



**Received 27 awards in QCFI National Cement conclave**



**16 Awards** are achieved in excellence category



**11 Awards** are achieved in efficient category

## QCFI Awards Summary

	MATTAMPALLY	GUDIPADU	BAYYAVARAM	JEERABAD	JAJPUR	TOTAL
<b>Plant</b>						
<b>Participated</b>	09	08	03	04	03	<b>27</b>
<b>Excellent</b>	06	03	03	02	02	<b>16</b>
<b>Efficient</b>	03	05	00	02	01	<b>11</b>

# Awards during FY24



Gudipadu Limestone mine, Dachepalli Limestone mine and Mattampally Limestone mines have been awarded with 1<sup>st</sup> rank, 1<sup>st</sup> rank, and 2<sup>nd</sup> rank respectively during Mines Safety Week Celebrations, 2023.

Gudipadu & Bayyavaram units were felicitated by Bureau of Indian standards (BIS), Andhra Pradesh for the products: OPC, PPC and PSC for Zero failures during the consecutive last three years. This was given on BIS foundation day i.e., January 05, 2024 at Vijayawada.

# Company Snapshot



## Manufactures

Ordinary Portland Cement (OPC)- 53 & 43

Portland Pozzolana Cement (PPC)

Composite Cement (CC)

Sulphate Resistant Cement (SRC)

Portland Slag Cement (PSC)

Ground Granulated Blast – Furnace Slag (GGBS)

### PI Opportunities

Fund – I Scheme II (“PIOF”), an affiliate of Premji Invest, the Private Equity and investment arm of one of India’s largest philanthropic endowments, holds 10.10% equity stake in the Company.

AvH Resources India Pvt. Ltd., a wholly owned subsidiary of Ackermans & Van Haaren NV belonging to AvH Group, a Belgian major holds 19.64% equity stake in the Company.



Promoted by experienced technocrat and entrepreneurs



Listed entity with around 4 decades of successful operations



Plant started operations in 1985 with a capacity of 66,000 TPA



Current group capacity : 10.50 MTPA



Strong presence across all five southern states, along with Madhya Pradesh, Maharashtra and Odisha.



Strong brand built over the last 4 decades – “Sagar Cement”

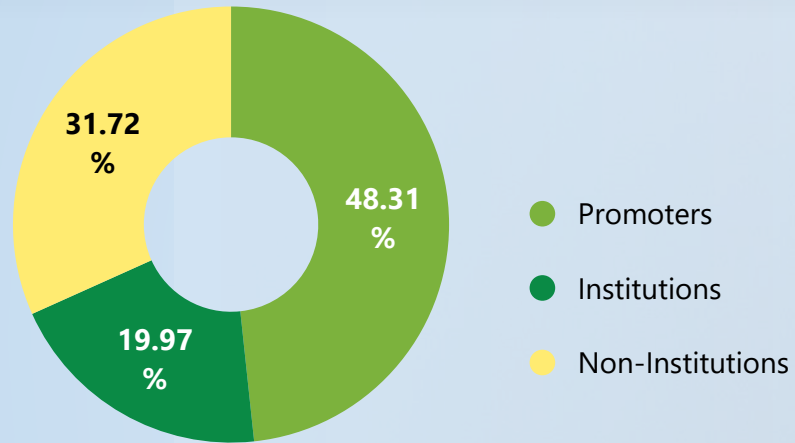


High focus on technology and process efficiencies; High levels of Corporate Governance standards



Captive power capacity of 96.96 MW

## Share Holding Pattern (as on March 31, 2024)



## Capital Market Metrics

Listed on	BSE & NSE
CMP (INR)*	~214
M-Cap (INR mn)	~27,965
52 week high (INR)	~305 (January 03, 2024)
52 week low (INR)	~190 (July 28, 2023)

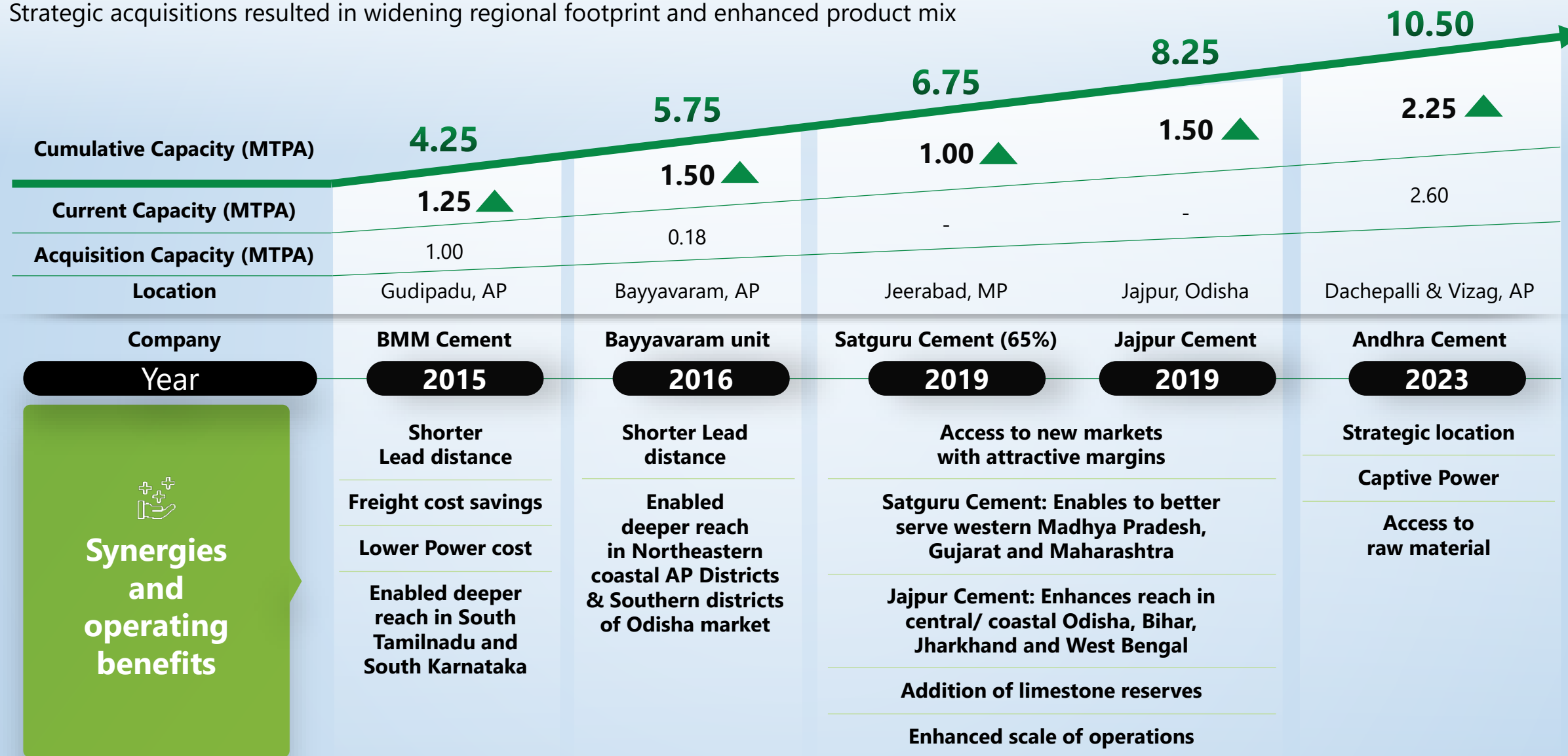
\*Market price at close on May 14, 2024 (NSE)



Mattampally Integrated Plant ,TG

# Proven Track Record of Disciplined M&A since 2015

Strategic acquisitions resulted in widening regional footprint and enhanced product mix



Long history of driving value via accretive M&A



# Equity Thesis

Professional Management with Strong Execution Track Record



Amongst India's most efficient cement producer



Strong Financials



Presence across well established and faster growing markets



Acquisition Synergies to Derive Multiple Benefits

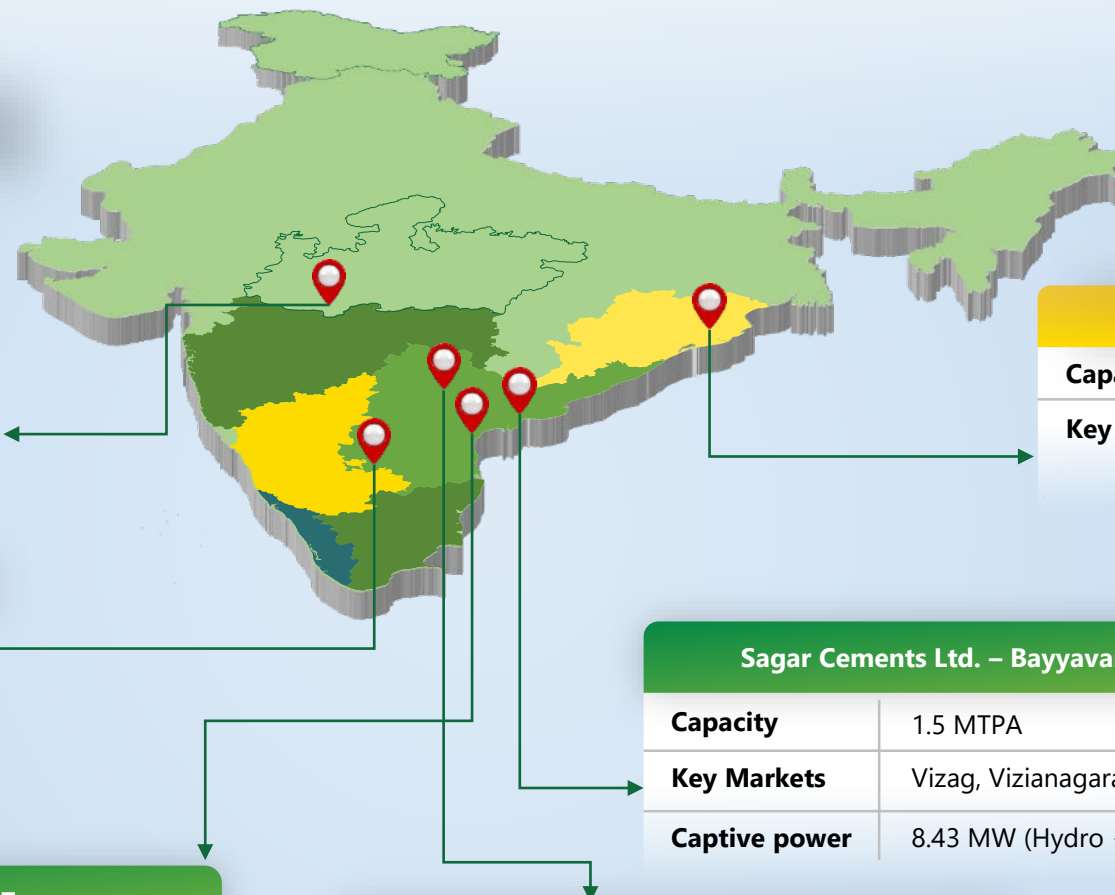


Robust capacity expansion plan in place



# Market Footprint

Strategically located to reap a significant locational advantage



Sagar Cements (M) Pvt. Ltd. – Indore, Madhya Pradesh	
<b>Capacity</b>	1 MTPA
<b>Key Markets</b>	Western Madhya Pradesh Gujarat and Maharashtra (Adjacent to Western Madhya Pradesh)
<b>Captive power</b>	5.3 MW

Sagar Cements Ltd. – Jajpur, Odisha	
<b>Capacity</b>	1.5 MTPA (Cement Grinding)
<b>Key Markets</b>	Central/ Costal Odisha Bihar, Jharkhand, West Bengal

Sagar Cements Ltd. – Gudipadu, AP	
<b>Capacity</b>	1.25 MTPA
<b>Key Markets</b>	Andhra Pradesh, Karnataka, Tamil Nadu
<b>Captive power</b>	25 MW

Sagar Cements Ltd. – Bayyavaram, Andhra Pradesh	
<b>Capacity</b>	1.5 MTPA
<b>Key Markets</b>	Vizag, Vizianagaram, Srikakulam, South Odisha
<b>Captive power</b>	8.43 MW (Hydro + Solar)

Andhra Cements Ltd. (DCW) – Dachepalli, Andhra Pradesh	
<b>Capacity</b>	2.25 MTPA
<b>Key Markets</b>	Andhra Pradesh, Telangana, Tamil Nadu
<b>Captive power</b>	30 MW

Sagar Cements Ltd. – Mattampally, Telangana	
<b>Capacity</b>	3.0 MTPA
<b>Key Markets</b>	Andhra Pradesh, Telangana, Tamil Nadu, Maharashtra, Odisha
<b>Captive power</b>	28.23 MW

# Key Enablers



## Access to resources

- Strong limestone resources:
  - Over 395 MnT at Mattampally
  - Over 165 MnT at Gudipadu
  - Over 68 MnT at Indore (SCMPL)
  - Over 316 MnT at Dachepalli
- Geographic location with proximity to Coal mines (Major Fuel) (less than 150 km from the plant) and ports (around 400 km from the plant)
- Packing Material primarily sourced from a Group entity



## Growing market

- Plants located in close proximity to major markets in the South and select markets in Maharashtra, Odisha and Madhya Pradesh.
- Average lead distance below 300 km
- Strong sales network – 3,055 dealers and 7,420 sub-dealers
- Commissioning of Jeerabad Plant has helped in reaching central & western parts of India.
- Jajpur Plant has helped in better penetration in north & central Odisha and parts of West Bengal.



## Advanced plants

- Fully automated 3.00 MTPA integrated plant in Mattampally, Telangana
- Highly advanced 1.25 MTPA integrated plant in Gudipadu, Andhra Pradesh
- 1.50 MTPA grinding unit in Bayyavaram, Andhra Pradesh
- 1 MTPA integrated plant in Jeerabad, near Indore, Madhya Pradesh
- 1.5 MTPA grinding unit in Jajpur, Orissa
- 2.25 MTPA integrated plant in Dachepalli, Andhra Pradesh
- Group captive power generation of ~96.96 MW



## Strong financials

- Net worth increased over 4x in the last 10 years
- Long term debt rating of IND A/Negative
- Consistent profits
- Consistent track record of dividends

# Contacts

## Safe Harbour

Certain matters discussed in this communication may contain statements regarding the company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian Economy and of the economies of various International markets, the performance of the Cement Industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the company's future levels of growth and expansion, technological implementation, changes and advancements, change in revenue, income or cash flows, the company's market preferences and its exposure to market risks, as well as other risks. The company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this presentation. The Company assumes no obligation to update any forward-looking information contained in this communication. Any forward – looking statements and projections made by third parties included in this communication are not adapted by the company and the company is not responsible for such third party statements and projections

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