

File No: 1010/1

May 09, 2022

BSE Limited
P J Towers, Dalal Street,
Fort Mumbai - 400001
Scrip Code: 542216

National Stock Exchange of India Limited
"Exchange Plaza", Plot No. C-1, Block G
Bandra - Kurla Complex, Bandra (East),
Mumbai - 400 051
Symbol: DALBHARAT

Subject: Investor Presentation – Q4FY22 & FY22

Ref : Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Please find enclosed herewith Investor Presentation – Q4FY22 & FY22, which is proposed to be shared with Analysts / Investors.

We request you to please take the same on record.

Thanking you,

Yours faithfully,
For Dalmia Bharat Limited



Dr. Sanjeev Gemawat
Group General Counsel &
Company Secretary
Membership No. F3669

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



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.

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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 15th 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 Chandiook & 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

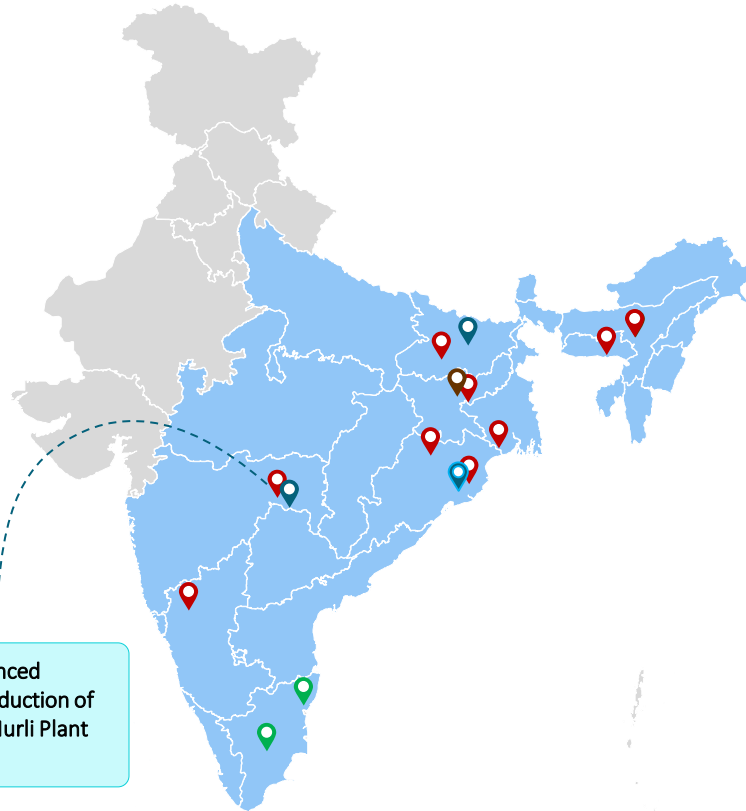
EXPANSION AND CAPEX UPDATE

Capacity Update

Capacity Overview

Present Capacity	35.9
Ongoing Projects	2.5
Greenfield	3.0
Brownfield	1.7
Upgradation	5.3
Total Capacity	48.5

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

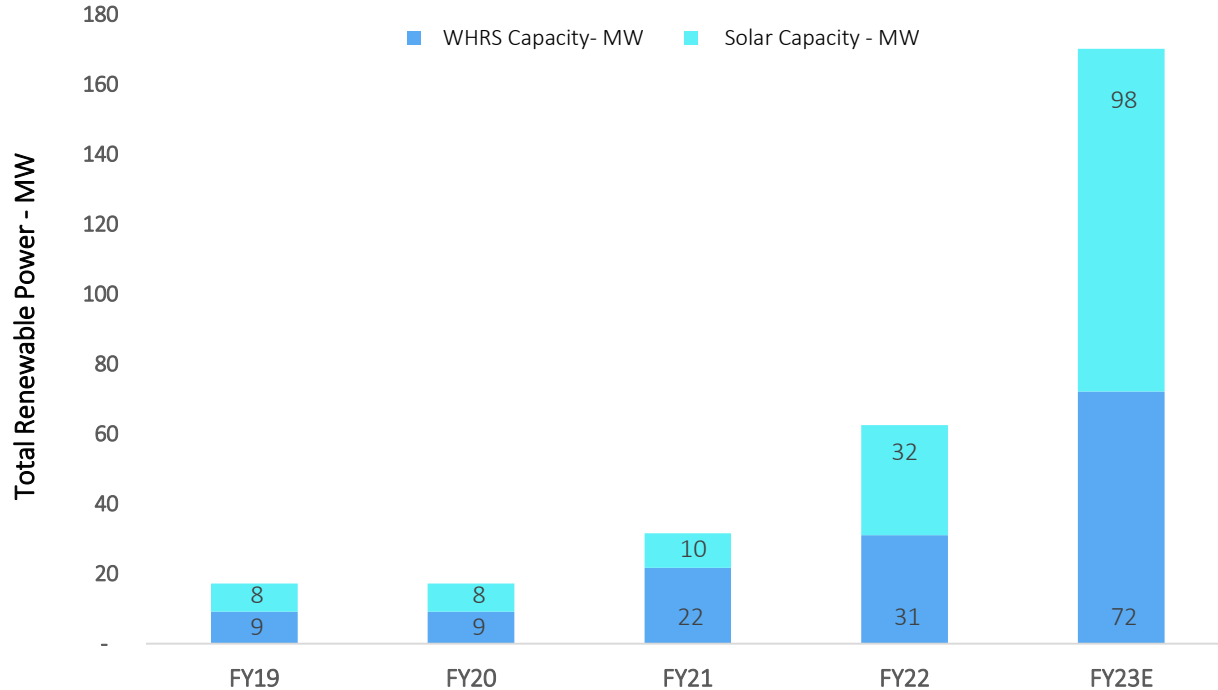


Others

- **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



SECTION

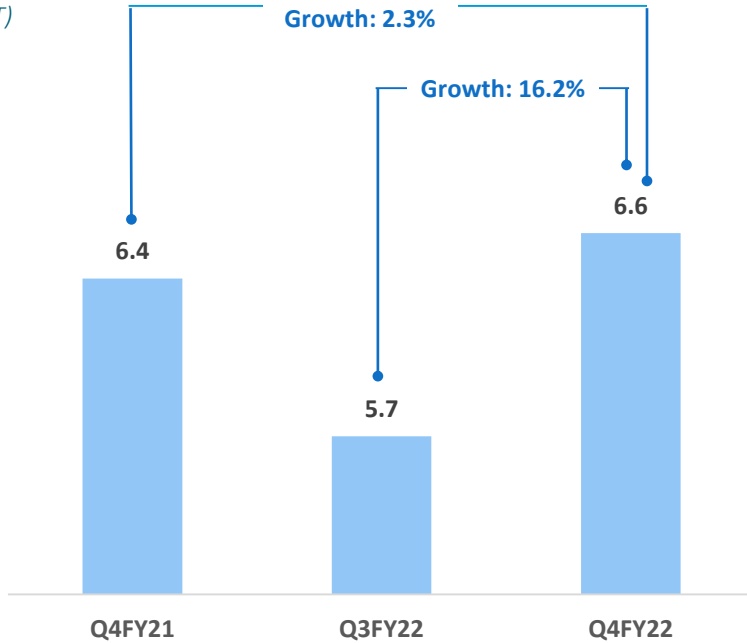
03

Q4 & FY22 PERFORMANCE

Financial Performance

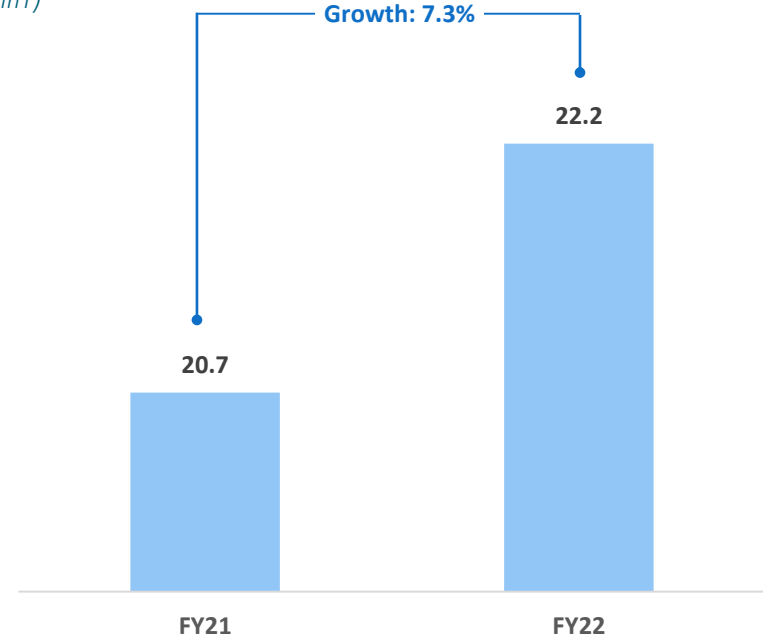
Quarterly Sales Volume

(MnT)



FY22 Sales Volume

(MnT)

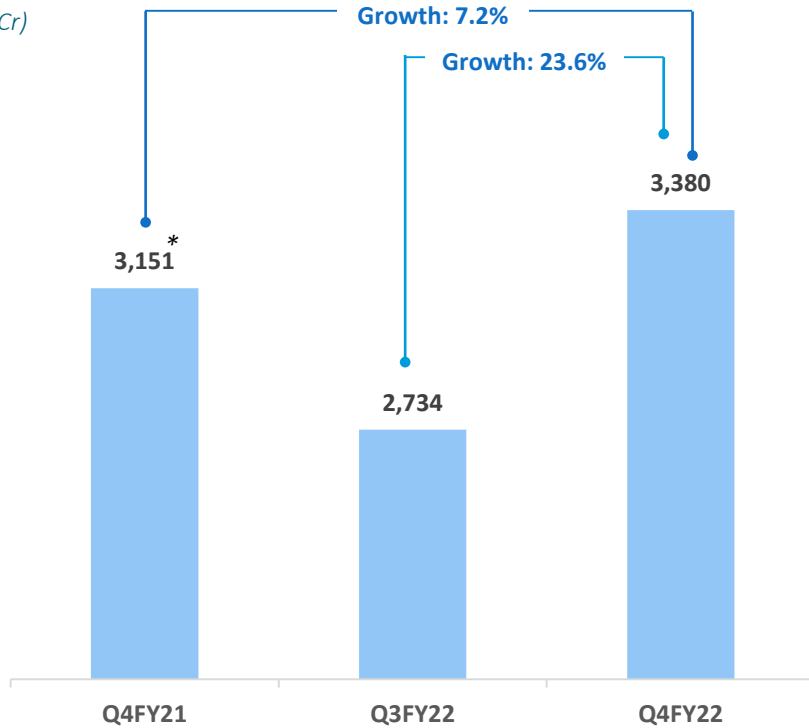


➤ Despite the challenges witnessed in Q3, our resiliency enables us to generate volume growth in-line with the Industry

Financial Performance

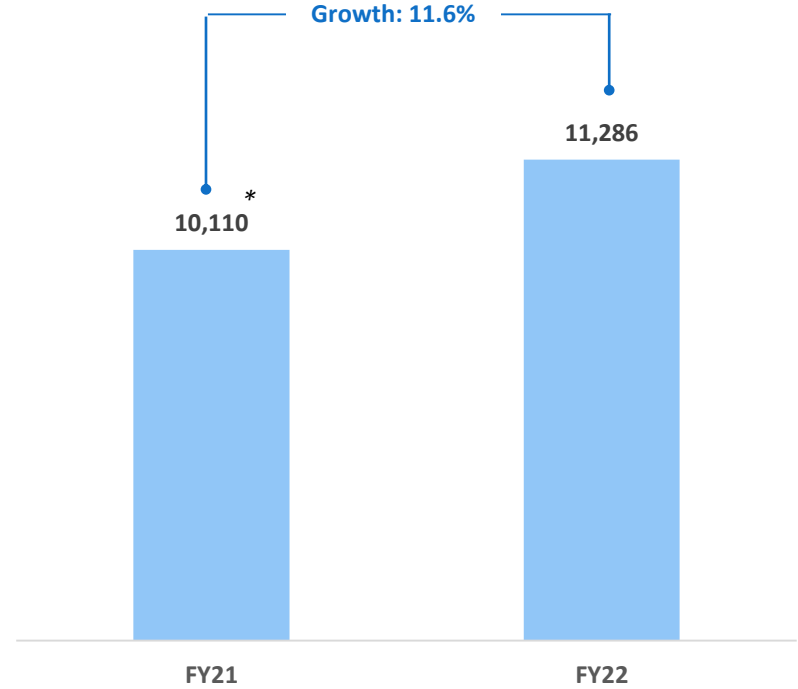
Quarterly Sales Revenue

(Rs Cr)



FY22 Sales Revenue

(Rs Cr)

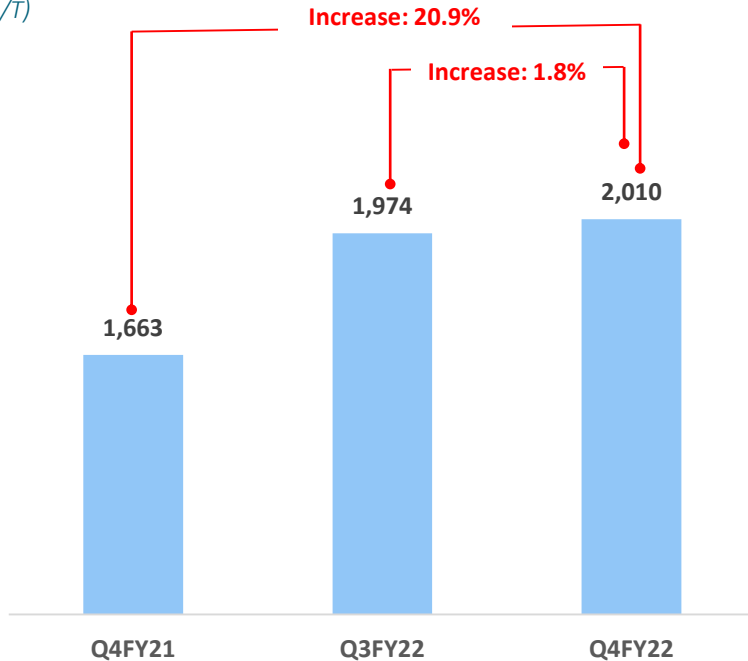


* Based on restated financials which accounts refractory business as part of discontinued operations

Operational Performance

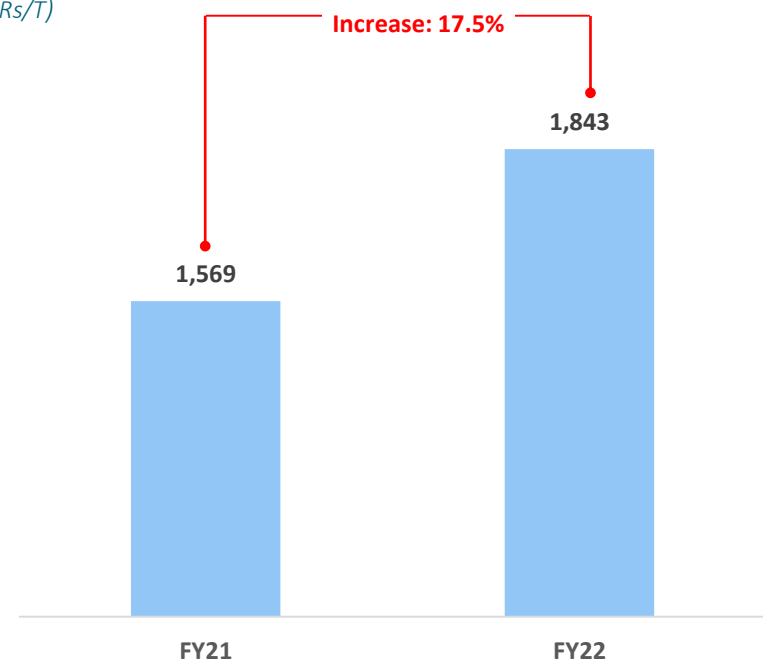
Quarterly Total Variable Cost*

(Rs/T)



FY22 Total Variable Cost*

(Rs/T)

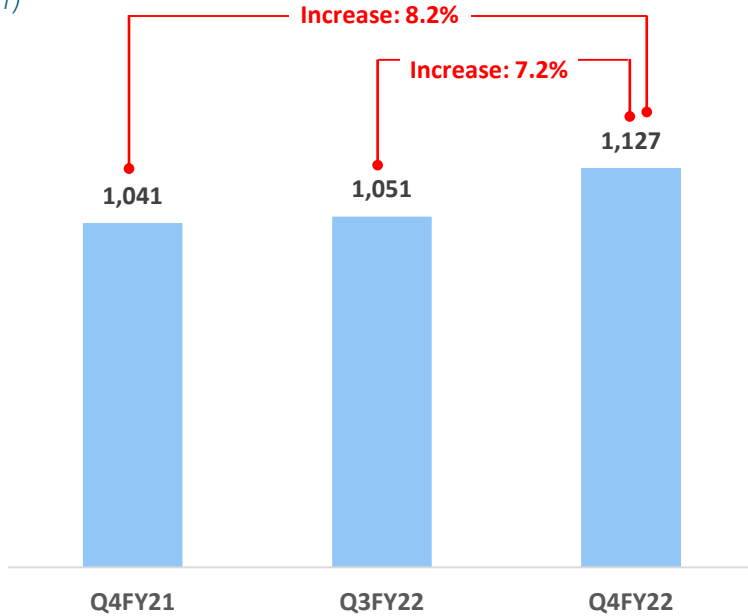


➤ Witnessed significant inflationary pressure as our Fuel Consumption Cost increased by 81% during FY22

Operational Performance

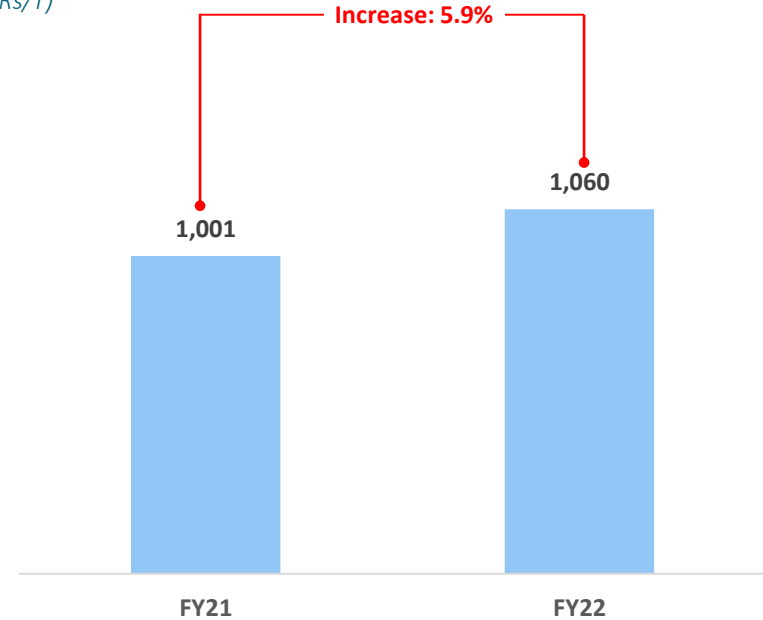
Quarterly Logistics Cost

(Rs/T)



FY22 Logistics Cost

(Rs/T)



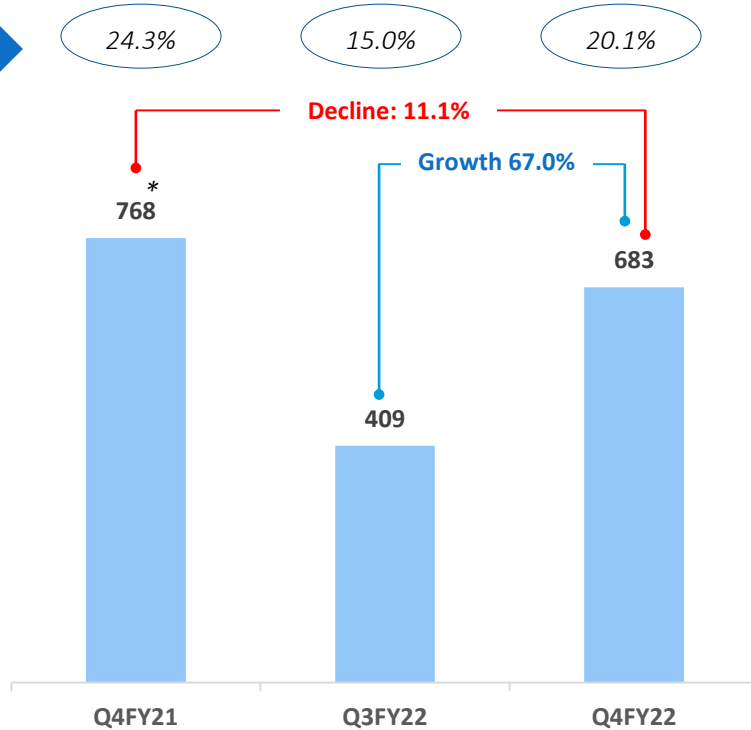
➤ Diesel prices on average increased by 20% in FY22

Financial Performance

Quarterly EBITDA

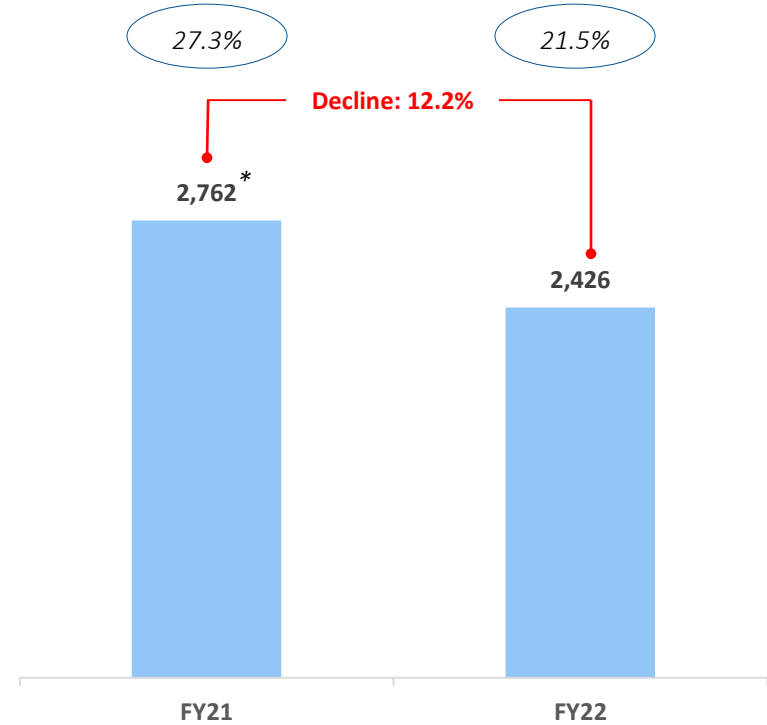
(Rs Cr)

Margins



FY22 EBITDA

(Rs Cr)



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

Financial Performance

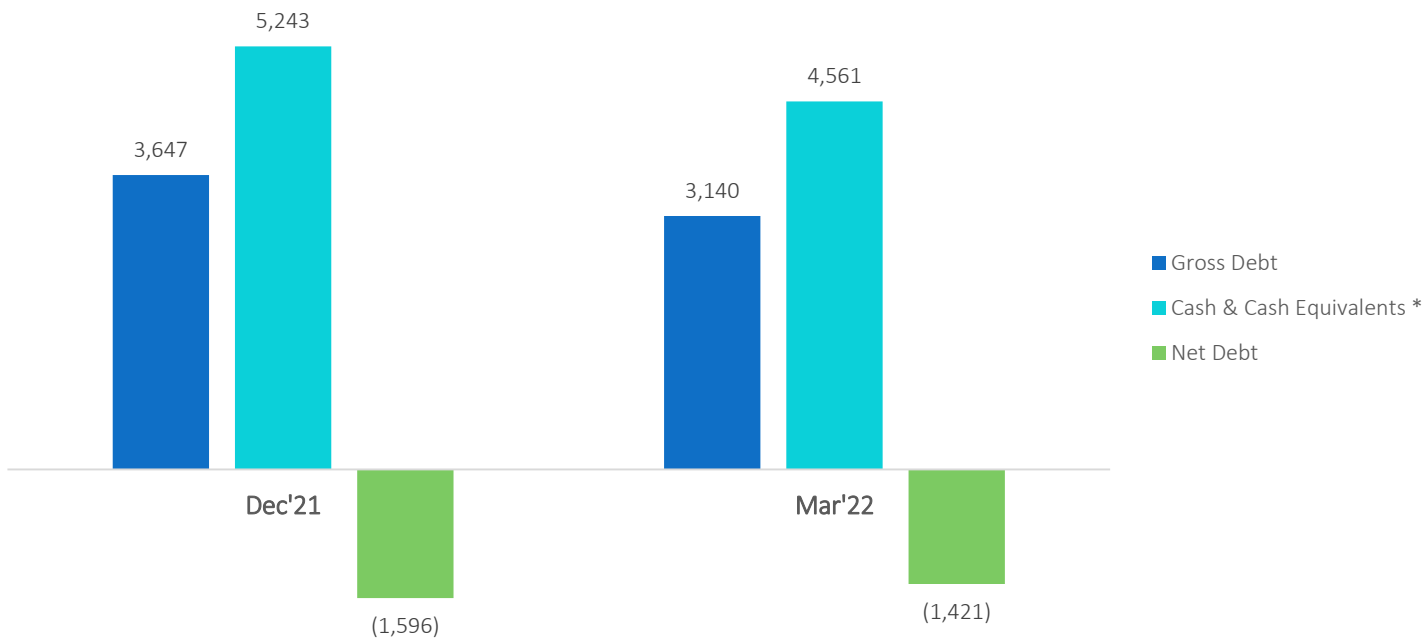
Debt Position

Net Debt / EBITDA

(0.64x)

(0.59x)

(Rs Cr)

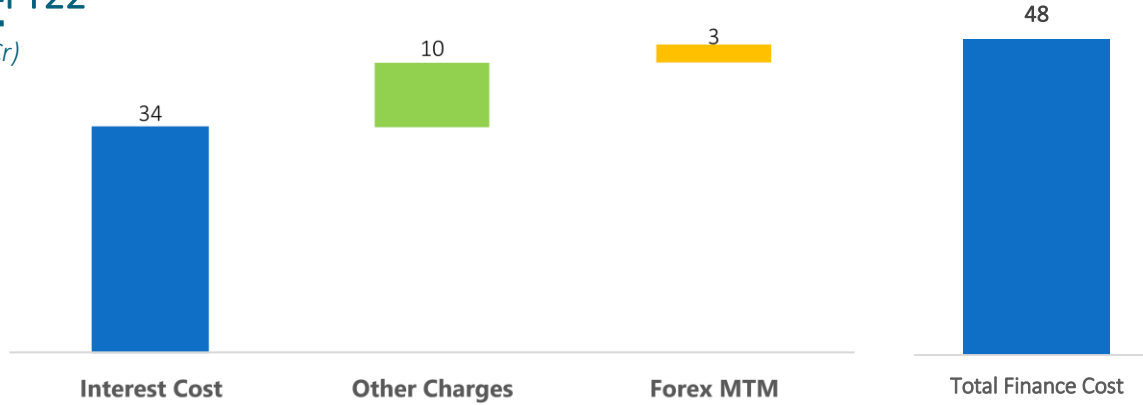


* Includes MTM value of IEX Investment (Q3FY22: Rs 3,365 cr; Q4FY22: Rs 2,991 cr)

Finance Cost

Q4FY22

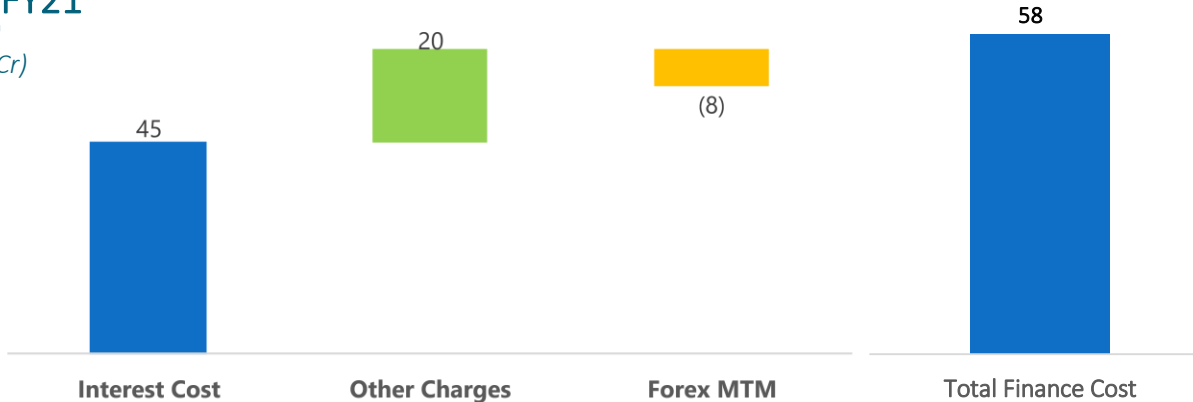
(Rs Cr)



Cost of Borrowing 5.7%

Q4FY21

(Rs Cr)



Cost of Borrowing 5.3%



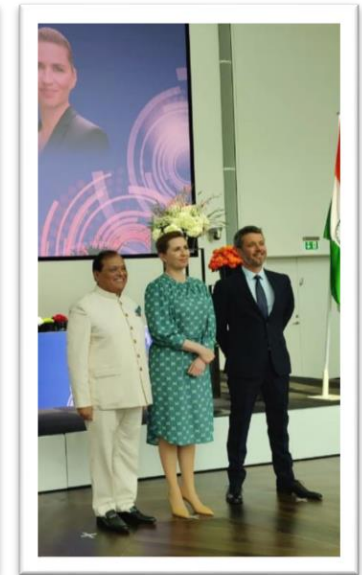
SECTION

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

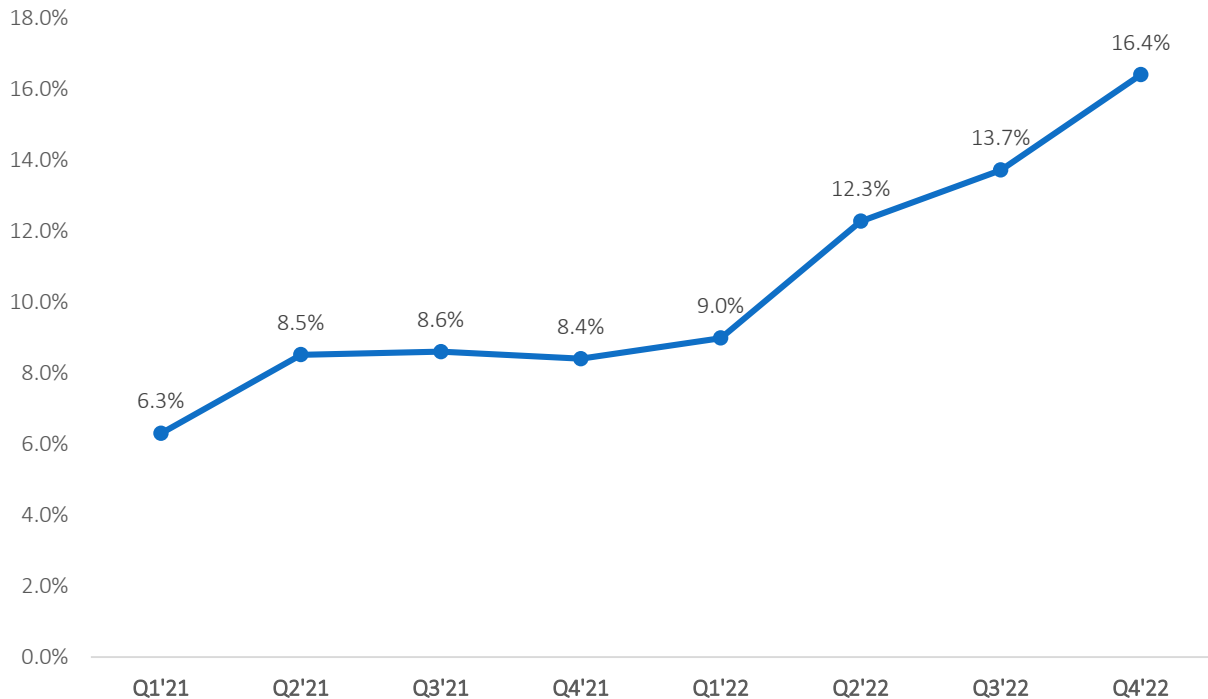
MoU with FLSmidth, Denmark



- 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 3rd 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 20th 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 4th 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 11th 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 1st 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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