



# SAGAR CEMENTS LIMITED

SCL:SEC:NSE:BSE:2019-20

6th November 2019

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**

Dear Sirs

**Sub: Updated Corporate Presentation**

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We are forwarding herewith our Corporate Presentation updated as on 30<sup>th</sup> November, 2019 which is being uploaded on our website and will be shared with analysts as and when required.

Thanking you

Yours faithfully  
For Sagar Cements Limited

  
R. Soundararajan  
Company Secretary

Encl: a.a.



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# Sagar Cements Limited

Corporate Presentation



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# Corporate Overview

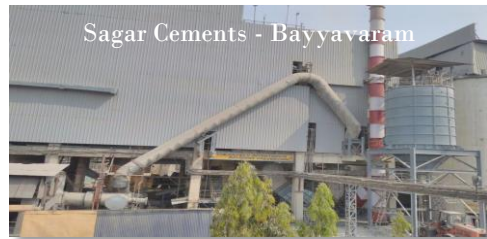
## Sagar Cement has created a niche in Southern markets and in making inroads in to Eastern markets



Sagar Cements - Mattampally



SC (R) - Gudipadu

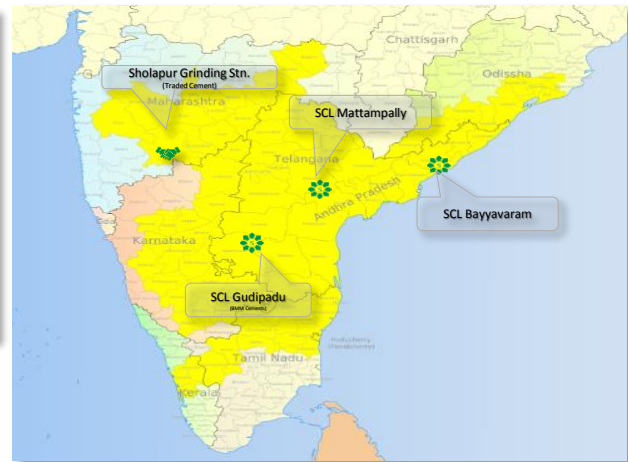


Sagar Cements - Bayyavaram



SC (R) Power Plant

- Established in 1985, Sagar Cement Limited (“SCL”) with its current capacity of 5.75 MTPA tones (including 1.25 mn tones post acquisition of Sagar Cements (R) Ltd, (SC ( R) ( Previously BMM Cements Ltd) is a dominant cement player in South India
  - Strong presence across all the five key states – AP, Telangana, Tamil Nadu, Kerala and Karnataka
  - Expanding geographic presence in Maharashtra and Odisha
- Primarily manufactures the OPC, PPC, PSC & SRC variety of cement from its plants situated in the Suryapet district of Telangana & at Bayyavaram, Vizag District of Andhra Pradesh and from its subsidiary’s Plant SC ( R) located at Gudipadu, Tadipatri, Ananthapur Dist. Andhra Pradesh.
- Company has built a strong brand “Sagar Cement” over a period of last 3 decades



### Facilities at a glance

Cement			
Location	Clinker MTPA	Cement MTPA	
Sagar Cements –Mattampally, Suryapet, Telangana	2.80	3.00	
SC (R) – Gudipadu, Anantapur, Andhra Pradesh	1.00	1.25	
Sagar Cements –Bayyavaram, Vizag, Andhra Pradesh	-	1.50	
<b>Total</b>	<b>3.80</b>	<b>5.75</b>	



### Captive Power Plants

Facility	Capacity in MW
Sagar Cements – Waste Heat Recovery Power Plant	8.80
Sagar Cements – Thermal Power Plant (Commissioned in August 2019)	18.00
Sagar Cements – Solar Power Plant	1.25
SC (R) – Thermal Power Plant	25.00
Sagar Cements - Hydro Power Plant (4.3 MW at Guntur & 4 MW at Kurnool in Andhra Pradesh, India)	8.30
<b>Total</b>	<b>61.35</b>

- Fully integrated & automated facilities
- Distribution – Strong network of ~2,150 dealers
- Channel Mix: Trade 70% : Non Trade 30%
- Track Record of consistent profits, inorganic and organic expansions
- Strong Financials Performance

Sagar Cements Limited, Mattampally	Capacity	3.0 MTPA
Location	Mattampally, Telangana	
Markets Catered	AP, Telangana, Odisha, Maharashtra	
Limestone Reserves	> 600 mn Tonnes	

Sagar Cements (R) Limited, Gudipadu	Capacity	1.25 MTPA
Location	Gudipadu, AP	
Markets Catered	AP, Karantaka, TN	
Limestone	174.7 mn Tonnes (20 Yrs Lease)	
Captive Power Plant	25 MW	

Sagar Cements Limited, Bayyavaram	Capacity (Grinding)	1.5 MTPA
Location	Vizag, AP	
Markets Catered	Visakhapatnam, Vizag, Srikakulam and parts of Odisha	

## Fully Automated and Integrated Cement Plants



Mattampally Clinker Plant



Mattampally Grinding Unit



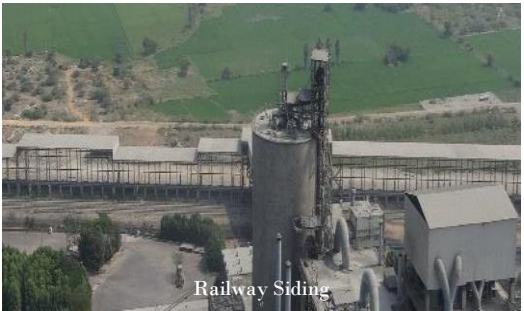
8.8 MW – Waste Heat Recovery Power Plant



Robotic Lab for consistent quality



Surface Mining – Zero Overburden



Railway Siding

## Satguru Cement Private Limited Project Site Photos



### Key Updates

Capacity	1 MTPA
Acquired on	8 <sup>th</sup> May 2019
SCL Stake	65%
Project Cost (Rs.in Crores)	488
Financial Closure	Indus Ind Bank
Tenure of the Loan	12 Year
Approvals	In Place
Status of Orders	Completed

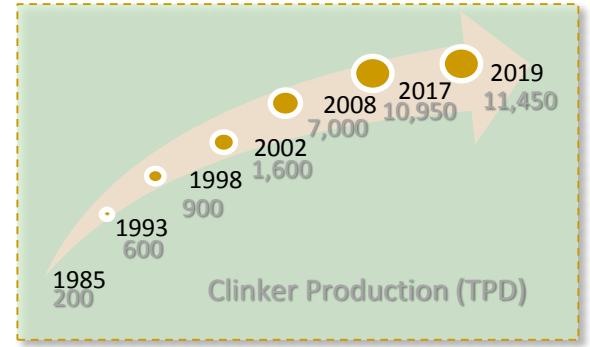
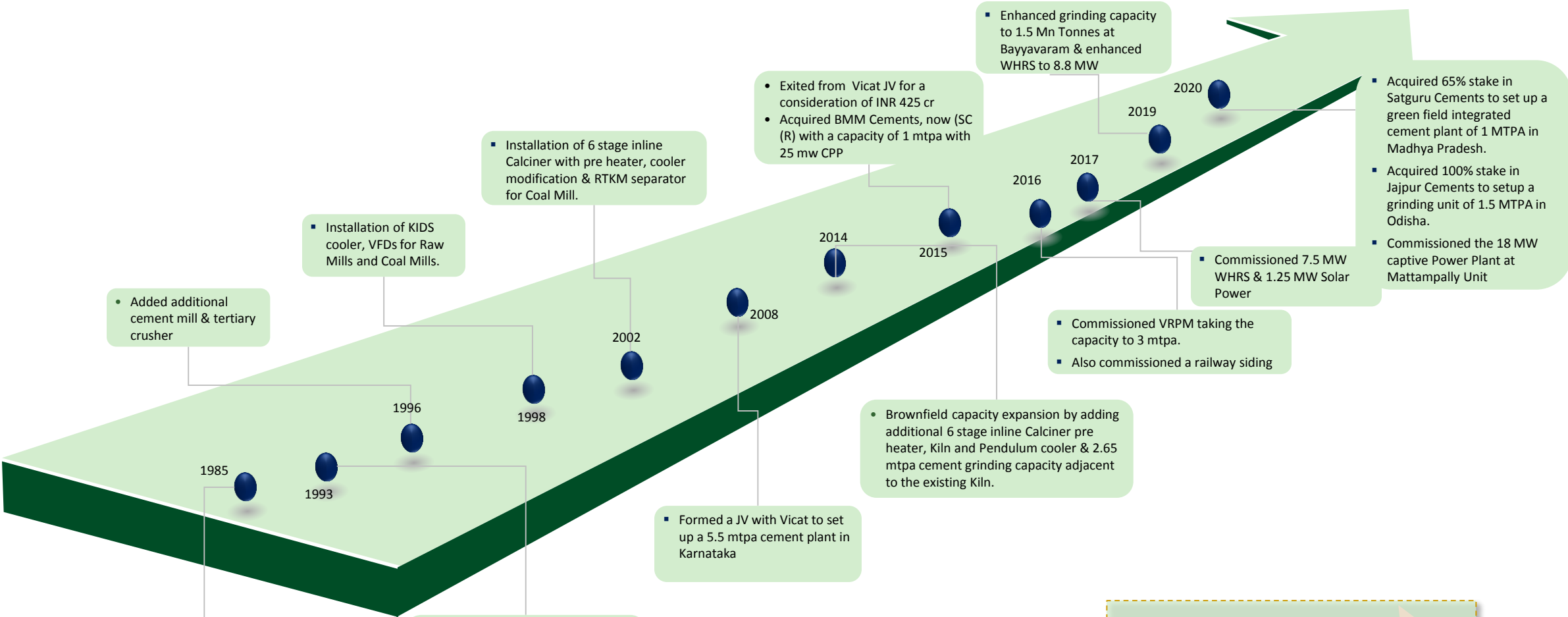
## Jajpur Cements Private Limited Project Site Photos



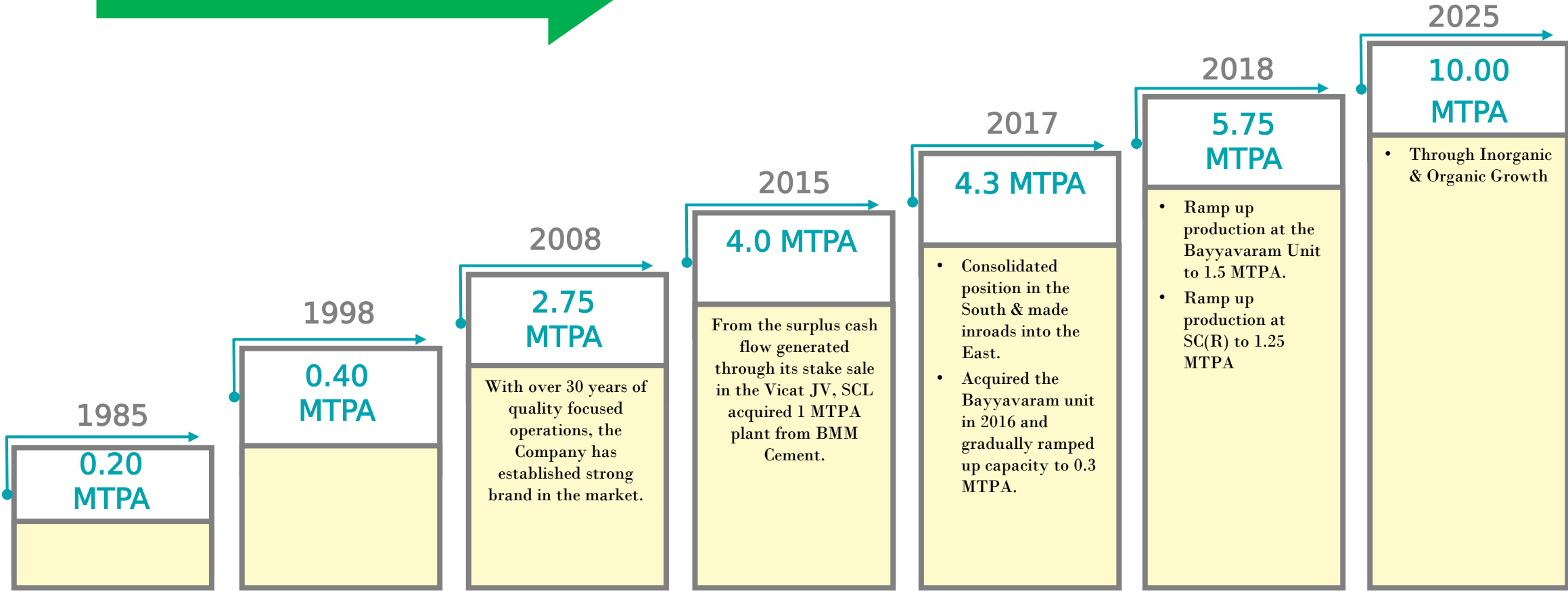
### Key Updates

Capacity	1.5 MTPA (Cement Grinding)
Acquired on	2 <sup>nd</sup> May 2019
SCL Stake	100%
Project Cost (Rs.in Crores)	312
Financial Closure	Axis Bank
Tenure of the Loan	12 Year
Approvals	In Place
Status of Orders	Completed





Vision to double the Capacity every 10 years



## Distribution Network – Focused on South

Distribution & Consignment Agents	# 60
Dealers	# 2150



## Strong Brand Equity & Recall



- Resources**
- Part of Nalgonda & Yerraguntla Cement Cluster
  - Strong limestone reserves:
  - Over 600 mn tons at Mattampally
  - Over 174 mn tons at Anantapur (SC(R))
  - Geographic location with proximity to coal mines (Major Fuel) and ports (less than 150 kms from the plant)
  - Packing Material primarily sourced from a promoter entity

*Access to resources*

*Growing market*

- Market**
- Plants located in close proximity to major markets in the South and select markets in Maharashtra and Odisha
    - Avg lead distance below 300 kms
    - Strong sales network – 2,150 dealers
  - Acquisition of SC(R) and Bayyavaram plants to increase market reach and depth
  - SC(R) – Better margins and reach into the Southern markets
  - Bayyavaram – Capture north AP and South Odisha markets



**Well positioned to accelerate growth**

- State-of-the-art plants**
- Fully automated 3.00 MTPA plant in Mattampally
  - Highly advanced 1.25 MTPA plant in Anantapur
  - 1.50 MTPA unit in Bayyavaram,
  - Group captive power generation of ~61.35 MW.

*Advanced plants*

*Strong financials*

- Financials**
- Net worth increased over 10x in the last 7 years
  - Long term debt rating of A- (India ratings)
  - Consistent profits
  - Consistent track record of dividends

**Dr.S.Anand Reddy**  
*Managing Director*

- Inducted on the Board in 1991, and later appointed as a Whole-time Director (Marketing and Projects) in 1992 and as Managing Director in 2018.

**Mr S. Sreekanth Reddy**  
*Joint Managing Director*

- After having gained industrial experience of over 15 years, he joined Sagar Cements as its Technical Consultant in 2002 and later was inducted in the Board as a Whole-time Director and appointed as Joint Managing Director in 2018.
- B.E. (I&P)
- Holds PG Dip in Cement Technology

**Mr K Ganesh**  
*Group President*

- Has more than 30 years of experience in Project execution and Operations of Cement Plants.
- Holds B.E (Mechanical)
- Served as Senior Engineer in Bhagawati Priya consulting Engineers Limited, Mumbai

**Mr K Prasad**  
*CFO*

- Has more than 20 years of experience.
- Heading the Finance & Accounts function of the Group.
- Holds M.Com., ACA
- He served as Senior Manager in Sagarsoft (India) Limited

**Mr.P.S.Prasad**  
*President - Marketing*

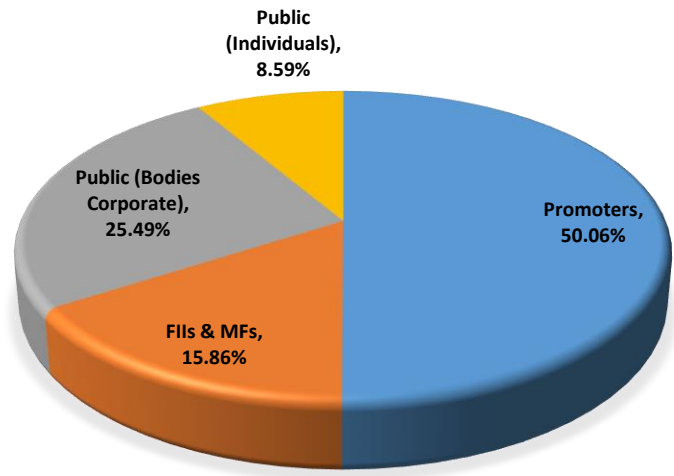
- Has 35 years of experience in Marketing
- Holds Bachelor Degree in Arts
- Worked in various organisations in different levels
- Had served as General Manager – (Marketing) in Sri Vishnu Cements Limited

**R. Soundararajan**  
*Company Secretary,  
Compliance Officer*

- Has more than 40 years of experience.
- Holds FCS, ACMA and a Law degree.
- Heading the Secretarial & Compliance functions of the Group.

	<p><b>Mr O. Swaminatha Reddy</b> Chairman &amp; Independent Director</p>	<ul style="list-style-type: none"> <li>A Financial and Management consultant, known for his acumen in corporate finance. He has been associated with the Board since 1983. Earlier he had served as Chairman of Andhra Bank and AP State Finance Corporation. He is also on the Board of several reputed companies. B.Com.(Hons) ACA</li> </ul>
Executive Directors	<p><b>Dr. S. Anand Reddy</b> <i>Managing Director</i></p>	<ul style="list-style-type: none"> <li>Inducted on the Board on 23rd November 1991, was later appointed as a Whole-time Director (Marketing and Projects) in 1992 and as Managing Director in 2018. He has been instrumental for promoting erstwhile the subsidiary company, Sagar Power Limited, of which he is presently the Managing Director.</li> </ul>
	<p><b>Mr S. Sreekanth Reddy</b> <i>Joint Managing Director</i></p>	<ul style="list-style-type: none"> <li>After having gained industrial experience of over 15 years, he joined Sagar Cements as its Technical Consultant in 2002 and was inducted in the Board as a Whole-time Director and as Joint Managing Director in 2018.</li> <li>B.E. (I &amp; P)</li> <li>PG Dip in Cement Technology</li> </ul>
Non-executive Directors	<p><b>Mr K. Thanu Pillai</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>Appointed as Director on 27<sup>th</sup> February 1997. He has more than 30 years of experience in Banking and retired as Managing Director of State Bank of Hyderabad. He is also on the Board of several companies.</li> <li>M.B.A. , CAIIB</li> </ul>
	<p><b>Mr John-Eric Bertrand</b> <i>Director</i></p>	<ul style="list-style-type: none"> <li>Investment Manager at Ackermans &amp; van Haaren NV. Before joining AVH, he worked as Senior Consultant at Roland Berger Strategy Consultants.</li> <li>Commercial Engineer &amp; MBA</li> </ul>
	<p><b>Mr V.H. Ramakrishnan</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>Extensive experience for more than 35 years in both Domestic and International Banking during his career with Bank of India. Retired as its General Manager (International) in April, 2001</li> <li>BSC, ACA, ACMA</li> </ul>
	<p><b>Smt. S. Rachana</b> <i>Director</i></p>	<ul style="list-style-type: none"> <li>is Executive Director in Panchavati Poly Fibre Limited</li> <li>Holds Bachelor Degree in Science</li> </ul>
	<p><b>Mr T.Nagesh Reddy</b> <i>Nominee Director</i></p>	<ul style="list-style-type: none"> <li>Nominee Director of APIDC</li> </ul>

## Shareholding Pattern (As on September 30, 2019)



## Select Public Investors

SN	Shareholders	% Holding
1	AVH Resources India Pvt Limited	19.86
2	Mutual Funds	11.31
3	Twinvest Financial Services	3.71

## Capital Structure

Particulars	Nominal Amount (Rs.)
Authorised Share Capital (2,35,00,000 equity Shares of Rs.10/- each)	23,50,00,000
Issued, Subscribed and Paid up Share Capital (2,19,50,000 equity Shares of Rs.10/- each)	21,95,00,000



## RV Consulting Services Pvt. Ltd.

- Reputed Turn Key Solutions provider (Design, Engineering & Project Management) to Cement Industry & Small Hydro Power Projects
- **Select Customers include:**
  - Bharathi Cement Corporation Limited, Vicat Sagar Cement Private Limited, Maruthi Cements Limited, Nepal, Keerthi Industries Limited, Hyderabad, Super Hydro Electric Private Limited, Syrian Cement Co., Aleppo, Alchaba Cement, Syria, Trotus Cement, Syria, Amrit Cement, Meghalaya



## Sagarsoft (India) Limited

- Incorporated in 1996, engaged in providing software development and consultancy services in India and the United States
- Primarily offerings include mobility, enterprise solutions, as well as research and data mining, social media engagement, financial analytic and business intelligence, testing and quality assurance, and technology related solutions across sectors
- Sagarsoft provides its services using onsite, offsite, offshore and hybrid delivery models
- Listed on BSE Limited



## Sagar Power Limited

- Engaged in operating hydroelectric power generation. The company was incorporated in 1994
- **Projects:**
  - Wind Power : 1.65 MW capacity on June 2nd 2009 at Theni Dist., Tamil Nadu and expected PLF is 32%
  - Owns 100% stake in Super Hydro Electric Pvt Ltd., which is implementing Hydro Power Generation Plants of combined capacity of 28.3 MW in Uttarakhand



## Panchvati Polyfibers Limited

- Incorporated in 1984, Engaged in manufacturing PP Fabric / Woven Sacks for Cement Industries
- **Capacity:** Manufacturing of Woven Sacks with a capacity of 58.50 Million sacks with 90 Looms
- **Select Customers include:**
  - Sagar Cements, My Home Cements, Penna Cements and other Cement Industries in Andhra Pradesh



# Key Investment Highlights

Strategic Expansion Plan – Rightly Timed and Well Thought-out

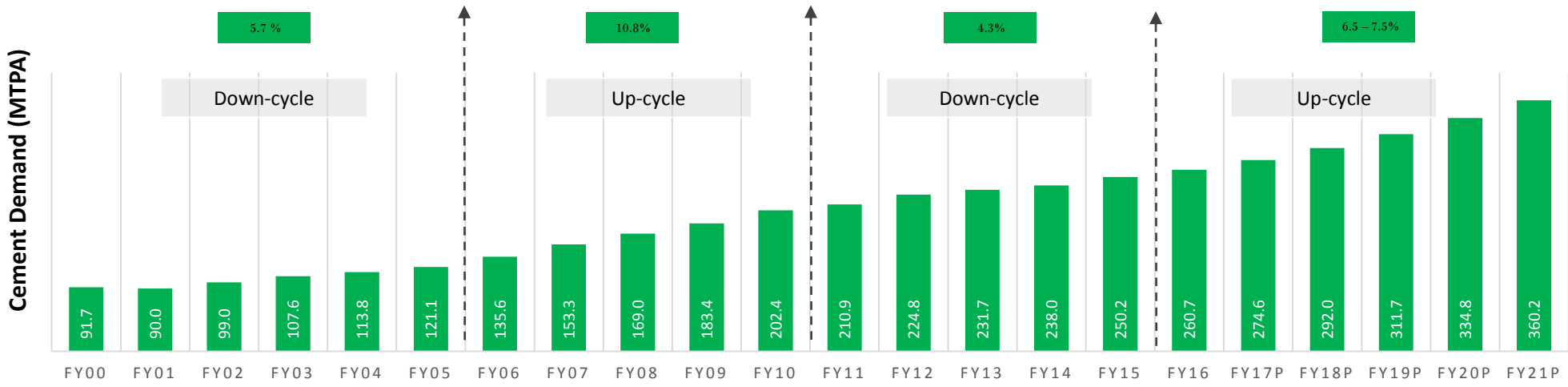
Well Positioned to Capture the Demand Revival in South

Acquisition Synergies to Derive Multiple Benefits

Strong Financials

Professional Management with Strong Execution Track Record

Sagar Cement, with SCRL & Bayyavaram grinding unit acquisitions at current capacity of 5.75MTPA is strongly positioned to derive full benefit in the Cement Up cycle



**Strategic Expansion Plan**

- Capturing up-cycle in South Markets**
  - SCRL Strategic acquisition providing superior access and short lead distance to increase profitability
- Expand market reach in Eastern Markets**
  - Coastal Slag Market – Leveraging lead time with grinding unit at Vizag with minimal capex
  - Bayyavaram grinding unit’s strategic location with slag availability and clinker from mother plant
  - Expansion to 1.5 MTPA

**Cost Optimisation & Energy Efficiency**

- Improving operation efficiencies in fuel & freight**
  - A Captive power plant with all units ensuring power security at reasonable prices
    - 25MW Captive plant at SCRL
    - 8.8 MW Waste Heat Recovery plant
    - 1.25 MW Solar Power Plant
    - 8.3 MW Hydro Power
    - 18 MW Thermal Power Captive plant at Mattampally
  - Railway Siding for logistics advantage

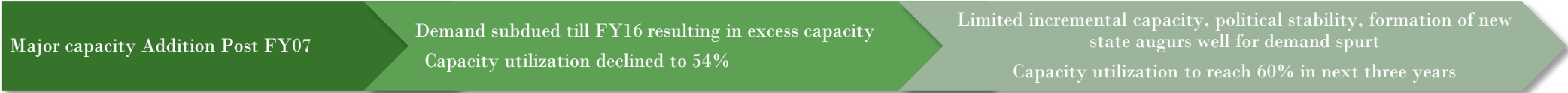
**Financial Prudence**

- Expansion not at the expense of Financial Strength
- Minimal leveraging & intent to keep capex cost escalation below inflation

**Future Expansion**

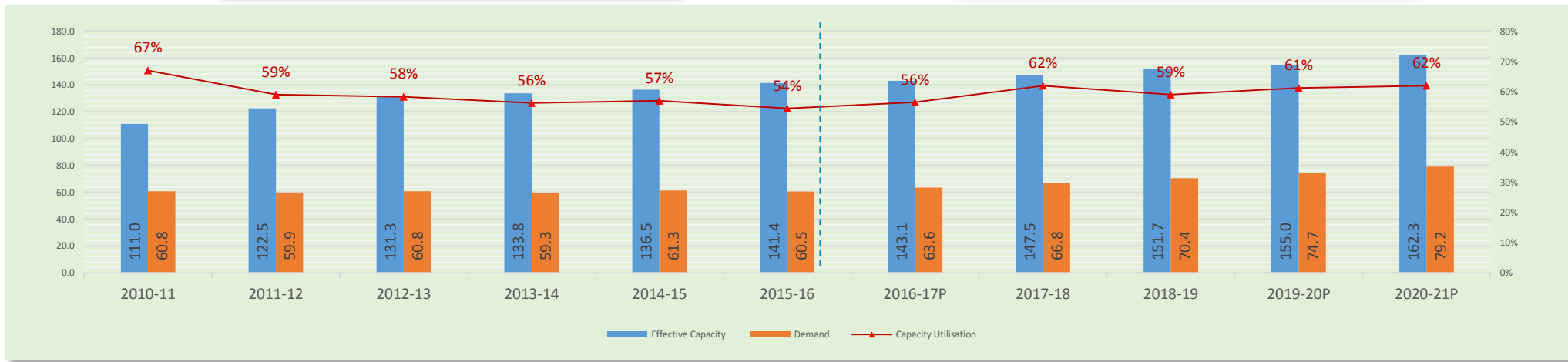
- To Double the existing capacity at every 10 Years in targeted markets through
  - Debottlenecking – Up gradation
  - Organic & Inorganic expansion

Source: Crisil Research Annual Review November 2016



- Capacity Addition CAGR (FY11-16) – 5.0%
- Demand CAGR (FY11-16) – (0.1 – 0.0) %
- Average Utilization – 57%

- Capacity Addition CAGR (FY16-21E) – 2.8%
- Demand CAGR (FY16-21E) – 5.0- 6.0%
- Average Utilization – 59%

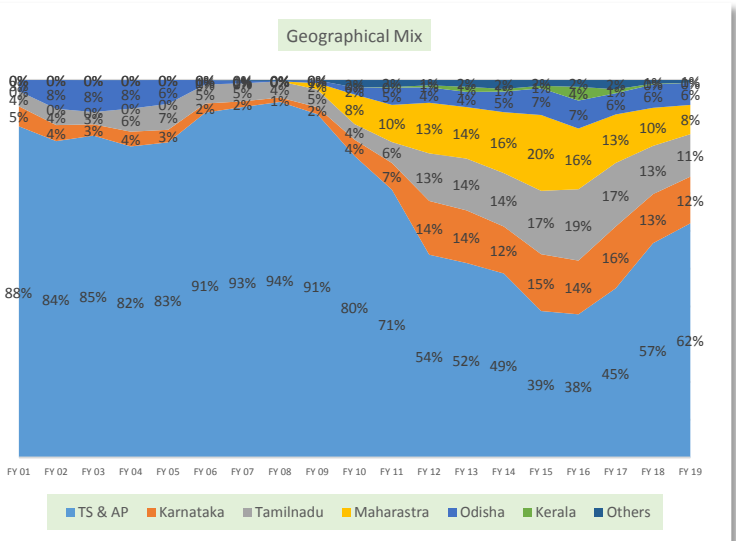
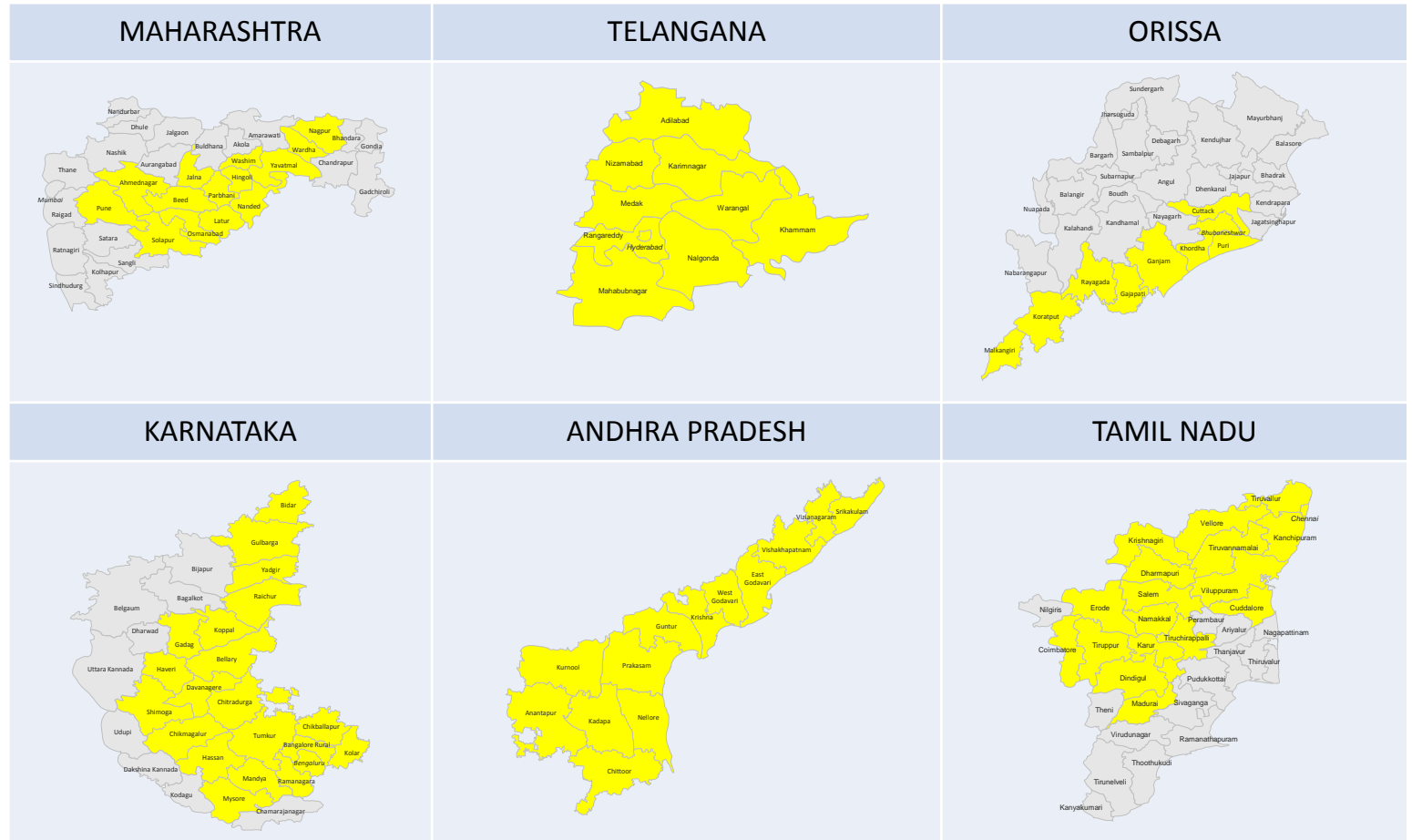
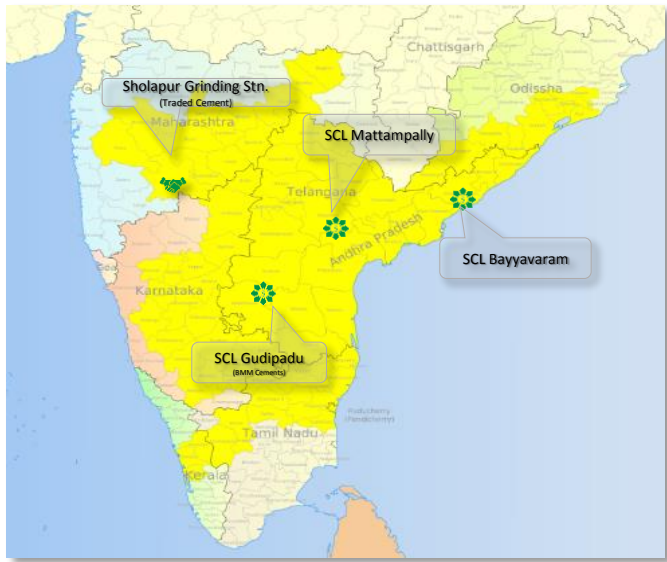


“Key Growth Drivers”

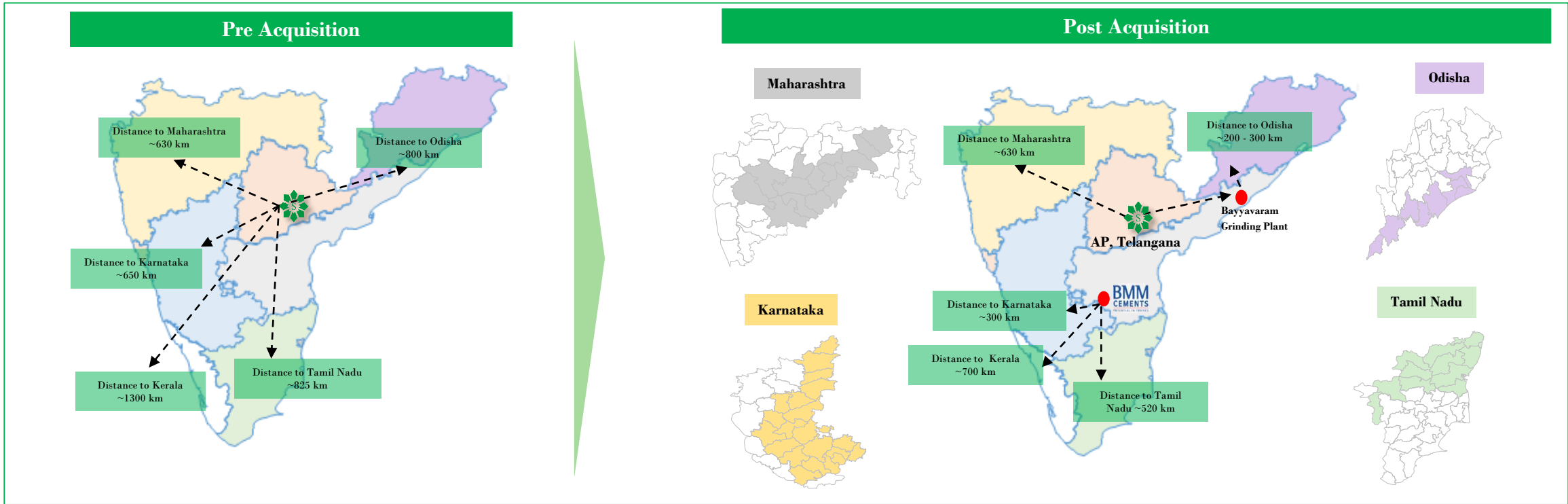
- Growth Recovery in Cement Demand Post Formation of Telangana – Driven by 2-BHK housing scheme and demand from Infra projects especially road and irrigation projects
- Double Digit Growth in Andhra Pradesh driven by development of commercial and government infrastructure in Amaravati Capital
- States with muted growth in past such as Tamil Nadu and Karnataka are expected to witness some upward bias on back of growth in some pockets such as North Karnataka
- Key infrastructure projects in South include Kakatiya and Bhagiratha mission, Low Cost Housing / Smart Cities, Metro Rail Projects, Large NHAI projects amongst others

Limited capacity additions and an anticipated pick-up in construction and irrigation projects going forward is expected to drive demand in southern markets

Source: Crisil Research Annual Review November 2016, Industry Articles



- Sagar has built a strong presence across key southern markets as it diversified its base from AP&T (> 5.5 MTPA)
- Presence across all five key states in the southern region – AP, Telangana, Tamil Nadu, Karnataka and Kerala
  - Proximity of SCL’s plants to key markets, particularly in AP & T
  - Superior reach with shorter lead distances post acquisition across select markets (TN, Karnataka, Kerala)
- Strong brand presence built over years, backed by deep distribution network in South ~ 2,150 dealers
- Average Lead Distance across key markets ~ 300 - 500 Km



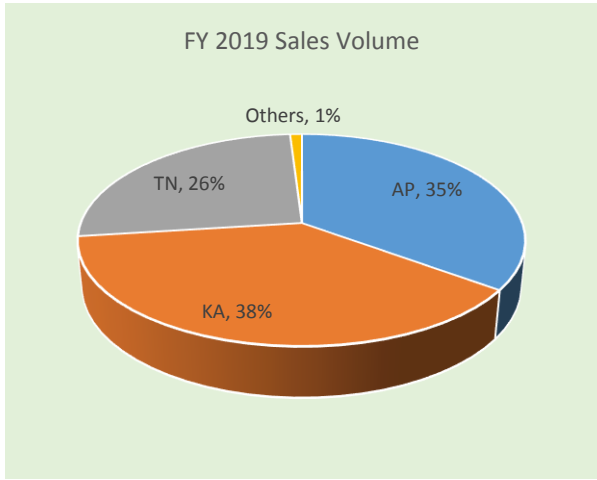
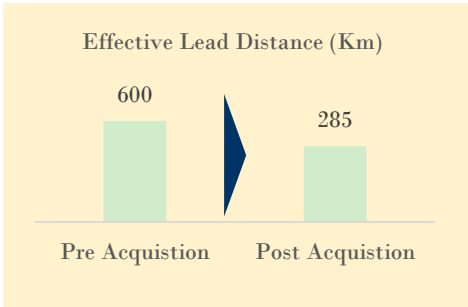
Q2 FY 16	SC (R) (Formerly BMM Cements)	BMM Acquisition leading to better access & significant costs synergies will act as the key catalyst for Sagar to emerge as a strong force in southern markets with superior lead distance
Q3 FY 17	SCL, Bayyavaram	The Acquisition to act as vehicle for eastern access starting with Southern Odisha market. With clinker from mother plant at Mattampally, capacity utilization at mother plant to significantly improve and provide operational synergies

## Asset Details

<b>Capacity</b>	<b>1.25 MTPA</b>
Location	Karnataka & AP Border
Power	25 MW CPP
Limestone	174.7 mn Tonnes
Revenue (FY17)	INR 343 Cr

## Locational Advantage - Reduced Lead Distance

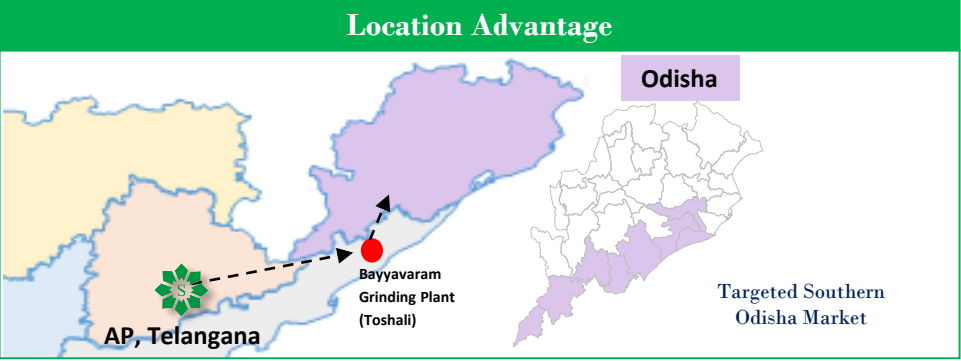
Key Mkt	Lead Distance (Approx.)	
Tamil Nadu	From 825 km	To 520 km
Karnataka	From 650 km	To 300 km
Kerala	From 1300 km	To 700 km



## Synergies

Market Reach	<ul style="list-style-type: none"> <li>Post BMM acquisition– Tamil Nadu, Karnataka &amp; Kerala markets can now be serviced through a shorter lead distance</li> </ul>
Freight Cost Improvement	<ul style="list-style-type: none"> <li>Freight /tonne is expected to reduce from ~INR 1200/tonne for these markets, company expects a total freight saving of ~INR 140-150/tonne on a blended basis</li> </ul>
Reduction in Power Cost	<ul style="list-style-type: none"> <li>Reduction in power cost – Excess capacity in SC ( R ) power generating plant (25MW) to be supplied to Mattampally plant and remaining to be sold to third parties to generate additional revenue</li> </ul>
Future Expansion	<ul style="list-style-type: none"> <li>Limestone reserves adequate to support any expansions for SC ( R ) - blended raw material costs to further reduce going forward</li> </ul>

Asset Details	
Capacity	0.2 MTPA Grinding unit
Location	Bayyavaram, Vizag, AP
Product	Portland Slag Cement
Key markets	Vizag, Vizianagaram, Srikakulam, South of Odisha
Cost (INR cr)	60



Asset Road Map	<ul style="list-style-type: none"> <li>Phase I (Q4 FY17) – Expansion to 0.3 MTPA with some additional investment and by optimizing the equipment already available at the grinding unit as well as through sourcing spare equipment from the company’s plant at Mattampally</li> </ul>
	<ul style="list-style-type: none"> <li>Phase II – Expansion to 1.5 MTPA with a capital expenditure of INR 168 Cr</li> </ul>

## Synergies

Market Reach	<ul style="list-style-type: none"> <li>Bayyavaram unit will enable deeper reach in North Eastern coastal AP Districts &amp; Southern districts of Odisha markets can now be serviced through a shorter lead distance. In addition the acquisition will act as a vehicle for further penetration in the eastern market</li> </ul>
	<ul style="list-style-type: none"> <li>Cement demand in the east to outpace most other regions at 9-10% CAGR, from 2016-21 against 6.5-7.0% CAGR in 2011-16. States such as West Bengal (rural roads) &amp; Odisha ( Biju Pacca Ghar scheme) are expected to maintain healthy growth, leading to regional growth of 8.5-9.5% in FY17</li> </ul>
Portland Slag Cement	<ul style="list-style-type: none"> <li>Product – Introduction of popular Slag Cement for the coastal markets. Slag is available in ample quantity. Clinker to be supplied by the mother plant at Mattampally, Suryapet Dist.</li> </ul>

Grinding plant acquisition to act as vehicle for eastern access starting with Southern Odisha market. With clinker from Mattampally plant, capacity utilization at the mother plant to significantly improve and provide operational synergies

Source: Crisil Research Annual Review November 2016



<b>Dr.S.Anand Reddy</b> <i>Managing Director</i>	<b>Mr S. Sreekanth Reddy</b> <i>Joint Managing Director</i>
<b>Mr K Ganesh</b> Group President	<b>Mr K Prasad</b> CFO
<b>Mr.P.S.Prasad</b> President Marketing	<b>R. Soundararajan</b> Company Secretary, Compliance Officer

Professional Management with over 3 decades of experience & in-depth understanding of Market and Customer behaviour

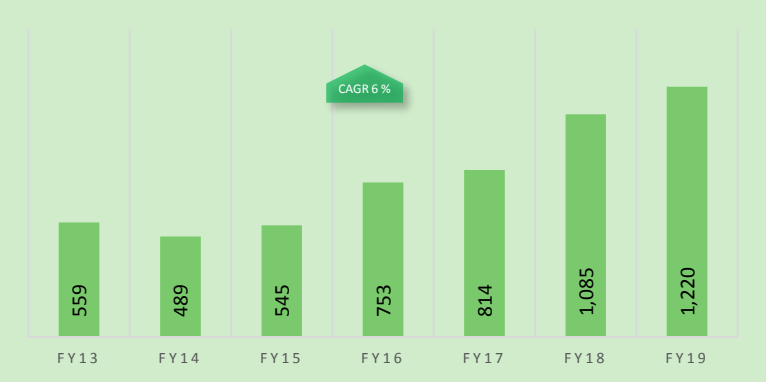
Proven track record of setting-up Greenfield plants (e.g. Joint Venture with Vicat )

Ability to acquire and integrate plants and processes

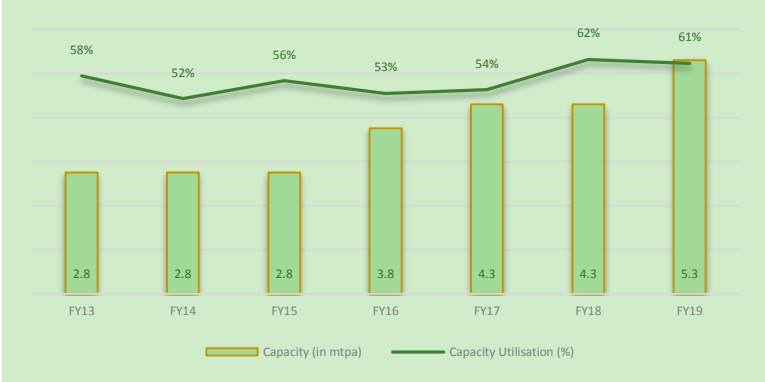
Most of the Senior Management personnel have been with the Company for more than a decade

# Financial Summary

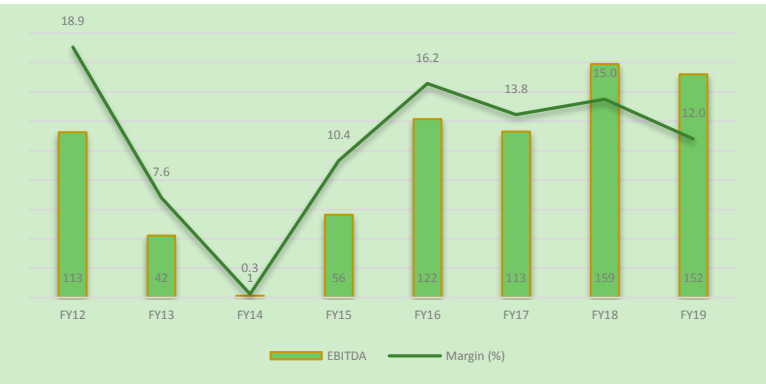
## Net Revenue



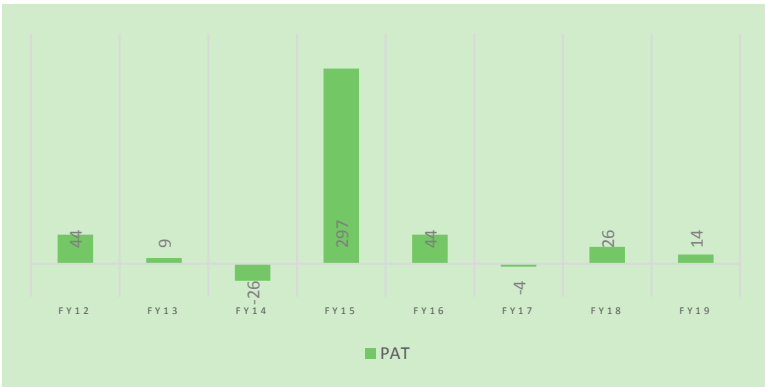
## Capacity & Capacity Utilization



## EBITDA



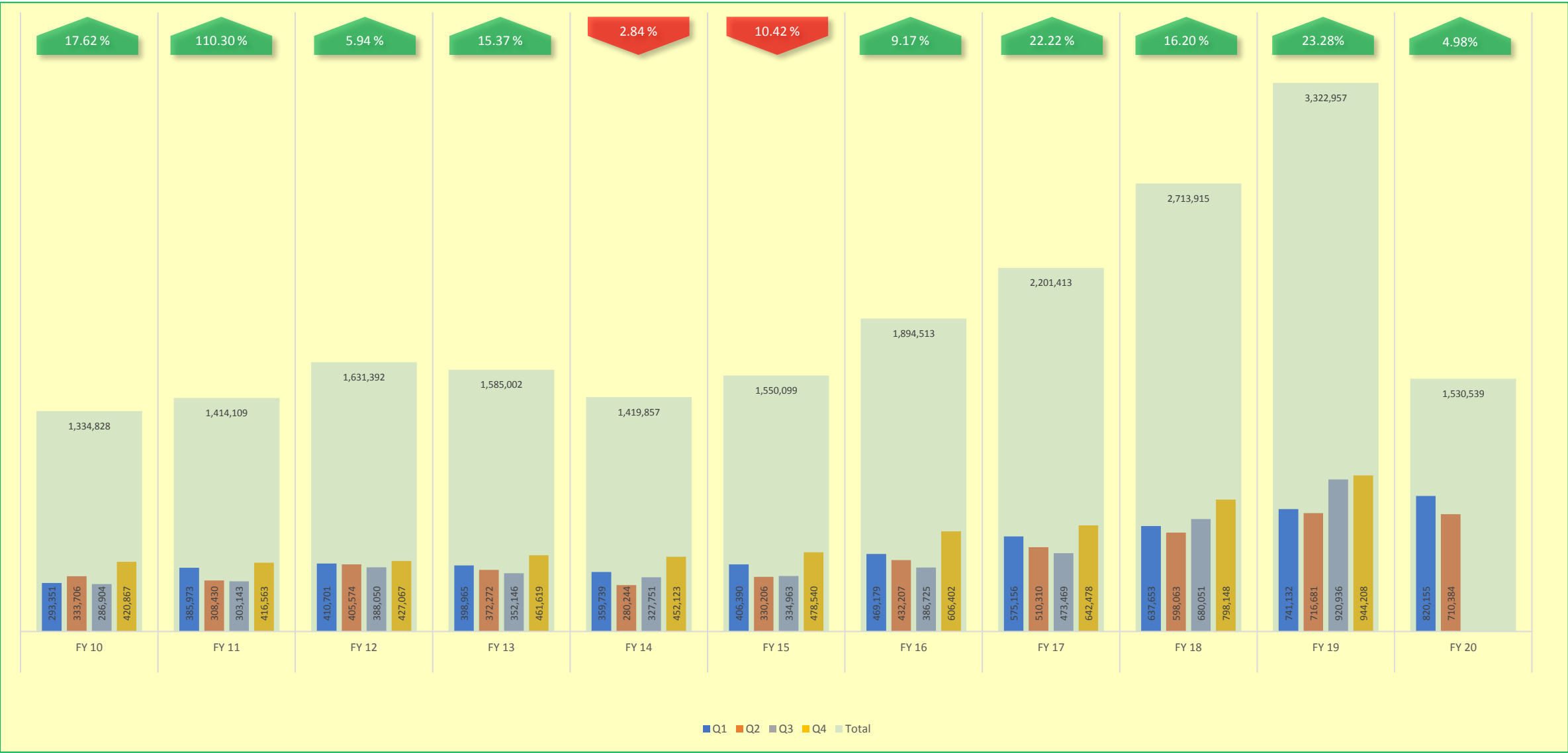
## PAT



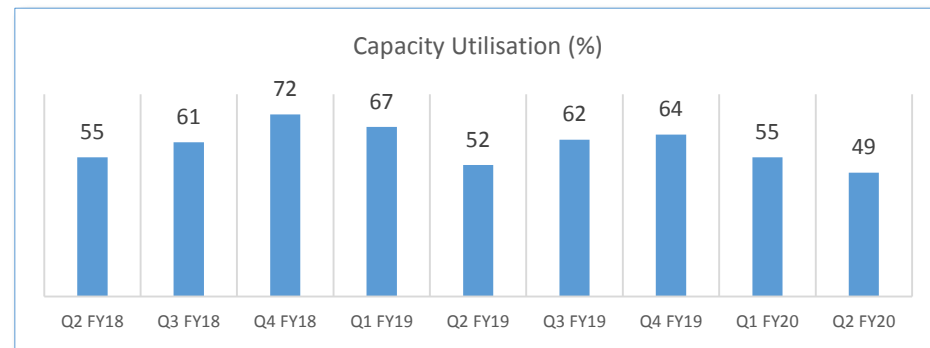
Revenue on an upward trend driven by volume growth, coupled with margin improvement

Note: FY15, PAT includes INR 280.52 crores on account of sale of investments in the JV. All figures in INR Crore

# Sales Volume Performance – On An Upward Trajectory



Sagar Cements Limited (Consolidated)							
Particulars	Q2 FY20	Q2 FY19	Growth %	H1FY20	H1FY19	Growth %	FY 2019
<i>Sales Volume</i> (MT)	710,384	716,681	▼ 1%	1,530,539	1,457,812	▲ 5%	3,322,957
<i>Sales</i> (in Rs.Lakhs)	26,509	25,834	▲ 3%	61,074	53,379	▲ 14%	122,043
<i>EBITDA</i> (in Rs.Lakhs)	4,218	2,172	▲ 94%	12,225	5,872	▲ 108%	15,229
<i>EBITDA/MT</i> (in Rs.)	594	303	▲ 96%	799	403	▲ 98%	458
<i>PAT</i> (in Rs.Lakhs)	492	-802	-	3,443	-219	-	1,359



## Historical Financial Performance

Particulars (INR cr)	FY14	FY15	FY16	FY17	FY18	FY19
<b>INCOME STATEMENT</b>						
Net Sales	489	548	753	814	1,078	1,218
Other Income	18	363	4	4	7	3
Total Income	507	911	758	817	1,085	1,220
Total Expenses	488	488	630	703	926	1,068
EBITDA	19	423	127	114	159	152
Interest	30	23	42	62	59	63
Depreciation	27	22	35	48	54	66
PBT	-37	378	51	4	46	23
Tax	-12	81	6	8	19	10
PAT	-26	297	44	-4	26	14
<b>BALANCE SHEET</b>						
Equity Share Capital	17	17	17	20	20	20
Reserves	224	504	532	743	759	823
Long Term Loans	111	121	295	350	330	306
Non Current Liabilities	100	107	95	81	97	105
Short Term Borrowings	66	88	87	96	115	139
Other Current Liabilities	149	159	241	244	249	367
Non Current Assets	507	520	1,052	1,125	1,279	1,422
Cash & Cash Eq.	5	219	3	162	41	18
Inventories	42	62	91	110	95	145
Other Current Assets	114	195	123	136	156	176

S.no	Year	Production	Net worth	Turnover	PBID	NPAT	Dividend %	D/E Ratio	Book Value Per Share (INR)
1	Dec-85	75,919	375	941	243	88	10	1.54	12.78
2	Dec-86	111,389	545	1,307	338	167	10	1.06	18.79
3	Dec-87	111,890	584	1,276	322	47	12	1.01	20.21
4	Mar-89	150,813	594	1,626	282	33	10	1.20	20.59
5	1989-90	122,074	597	1,340	254	31	10	0.97	20.72
6	1990-91	120,633	698	1,605	393	144	15	0.60	24.31
7	1991-92	130,407	754	1,829	388	102	16	0.34	26.31
8	1992-93	154,878	1,834	2,488	543	151	16	0.60	21.81
9	1993-94	180,973	1,786	2,827	251	-85	-	0.77	21.31
10	1994-95	256,901	1,951	4,202	706	154	-	0.91	23.43
11	1995-96	256,691	2,350	6,260	1,189	551	20	0.63	28.39
12	1996-97	278,827	2,669	7,079	1,111	455	16	0.53	32.38
13	1997-98	305,541	2,898	7,381	916	297	16	0.48	35.25
14	1998-99	296,109	3,016	6,766	708	124	-	0.42	36.77
15	1999-00	340,107	3,371	7,575	543	50	-	0.65	37.77
16	2000-01	393,509	3,624	9,553	1,154	347	12	0.52	32.18
17	2001-02	386,545	3,868	10,074	1,074	223	0	0.51	34.68
18	2002-03	312,887	3,007	8,120	-17	-727	0	0.74	26.96
19	2003-04	355,004	3,019	11,134	950	65	0	0.73	27.07
20	2004-05	341,118	3,170	12,378	1,089	172	10	0.19	28.43
21	2005-06	279,500	3,299	15,443	848	283	10	0.04	29.58
22	2006-07	276,400	8,211	24,802	4,384	2,767	25	0.17	59.63
23	2007-08	282,242	11,683	27,561	5,759	3,096	25	1.80	84.15
24	2008-09	431,250	21,243	33,511	5,986	1,646	20	1.00	141.60
25	2009-10	1,120,351	23,746	52,979	8,646	1,912	25	0.73	158.28
26	2010-11	1,490,662	22,165	55,395	8,139	1,741	20	0.72	148.16
27	2011-12	1,625,336	25,970	75,469	12,469	4,412	30	0.44	149.36
28	2012-13	1,587,419	26,645	72,120	6,822	878	10	0.54	153.24
29	2013-14	1,419,943	24,087	63,071	1,913	-2,558	0	0.51	138.52
30	2014-15	1,551,598	52,133	63,180	42,266	29,665	75	0.27	299.82
31	2015-16 *	1,834,837	54,907	86,242	12,720	4,427	50	0.63	315.77
32	2016-17	2,190,907	76,296	94,159	11,389	-392	15.00	0.51	373.99
33	2017-18	2,645,677	77,920	108,502	15,858	2,626	40	0.47	403.83
34	2018-19	3,254,038	84,383	1,22,043	15,229	1,359	25	0.43	413.64

\* Consolidated from FY 2015-16 onwards

In Rs. Lakh (except Dividend, D/E Ratio, EPS, Book Value per Share)

## Awards & Accolades

- Best Employer Award from Telangana State Government for the Year 2015 and 2017
- State Level award for overall performance during Mines Safety week from Director General of Mines



Mines Environment & Mineral Conservation week 2016-17, Overall 1st Prize



The company has received Green Co Gold Certificate Award from Confederation of Indian Industries (CII) for its best practices at its Mattampally Plant. The company has also received Green Pro award for Blended Cement Products, for all its manufacturing facilities.



## Certifications

- ISO 9001 : 2000 QMS
- ISO 50001 : 2018 EMS
- OHSAS 18001 : 2005
- RMF & ICD for SOX Compliance
- NABL accreditation for our Mattampally Lab

➤ Cement & Coal Testing Laboratory is Accredited to ISO/IEC 17025 by NABL since June-2015.

➤ Accreditation brings enhanced competency in testing, raises customer confidence in MTC issued by the laboratory with universal acceptability in the open market which provides greater access for the products.

➤ Sagar Cements Ltd., Mattampally unit is IMS certified since 13<sup>th</sup> June 2014 includes;

- Quality Management System : ISO 9001 - 2015
- Environmental Management System : ISO 14001 - 2015
- Occupational Health & Safety : OHSAS 18001 - 2007

➤ IMS allows the management team to create one system that can help to effectively and efficiently deliver organizational goals.