

DALMIA BHARAT ENTERPRISES LTD.

Financial Results

for the quarter ended June 30, 2012



August 13, 2012

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. Forward looking statements are identified, by using the words 'anticipates', 'believes', 'expects', 'intends' and similar expressions in such statements.

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.

Presentation Plan

Corporate Highlights

Financial Results

Cement Business

OCL Financial Results

Contact Us

Presentation Plan

Corporate Highlights

Financial Results

Cement Business

OCL Financial Results

Contact Us

Strategic Initiatives Update

Efficiency improvement and sustainability related capex

- Railway siding at Kadapa got operationalized in last quarter, this will help us to enhance our reach to the distant markets.
- Our Ariyalur plant has been awarded with “Green Award” from the Ministry of Environment, Government of Tamil Nadu for the best environmental practices.
- In OCL, another CPP of 27 MW got commissioned at Rajgangpur.

Strengthening of ‘Values’ within and around the organization

- All the Educational Institutions run by DBEL management in Dalmiapuram, did a commendable job in the recently concluded board exams in terms of Pass percentage, District Ranks etc

Rolling of Railway Engine at Kadapa Plant



Key Highlights

Significant growth in volumes; ahead of the industry

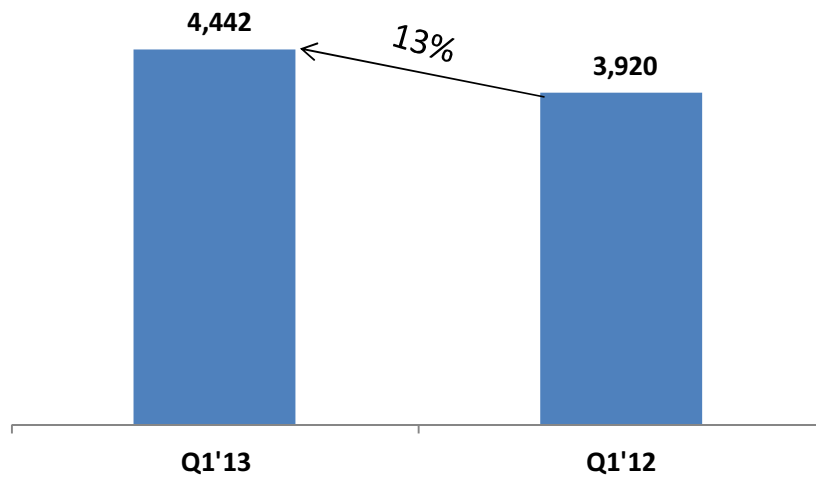
- Sales volume – 1.4 MnT for the quarter
- Up 12% on YoY basis.
- Increased volume primarily contributed by growth in TN by 18% and Kerala by 24% on YoY basis.

Improved EBITDA & margins for the quarter

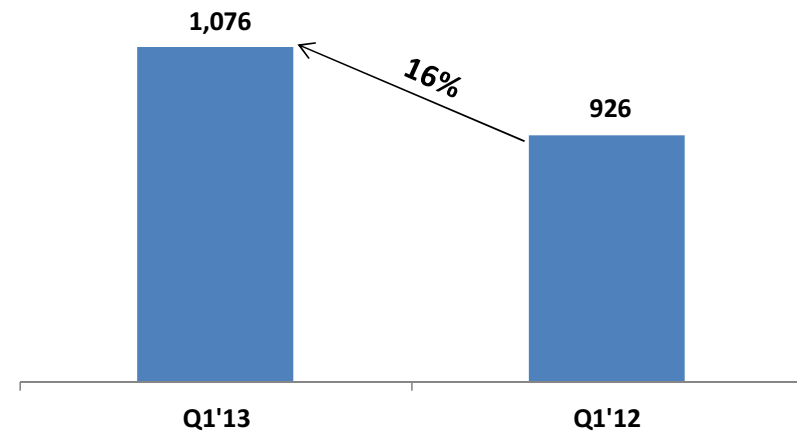
- EBITDA for the quarter up 35% YoY at Rs. 164 cr, EBITDA margins 25%
- Better price realization helped recovering increased input costs

Improved profitability

Net Sales Realization Rs./ton- Q1'13 vs Q1'12



EBITDA Rs./ton- Q1'13 vs Q1'12



Corporate Social Responsibility Initiatives – Q1 FY13

Key developments

- In Ariyalur, 13 angawandi centres served with benches, mats and chairs for children. 6 children brought back into school system.
- A fresh RO water programme completed in Kadapa for Nawabpet village
- Exclusive Skills programme created for 325 beneficiaries in Ariyalur and DPM
- A 25-women batch's training on tailoring completed in Kadapa.
- Candle making livelihood programme launched in Ariyalur.
- Tailoring unit consisting of 18 women linked up with a garment company for making towels.
- At least 650 people benefitted from health programmes in DPM and Ariyalur. Another 80 people benefitted from a diabetic medical camp in Kadapa.
- MoUs for all locations finalised, Belgaum project initiated.

Presentation Plan

Corporate Highlights

Financial Results

Cement Business

OCL Financial Results

Contact Us

Consolidated Result Highlights

Income

Q1 FY13 (YoY%)

Q1 FY12

- Net Sales : Rs. 643cr; ↑ 22% Rs. 525 cr

Profits

Q1 FY13 (YoY%)

Q1 FY12

- EBITDA : Rs. 164 cr; ↑ 35% Rs. 121 cr
- Consol Net Profit : Rs. 72 cr; ↑ 86% Rs. 39 cr

Margins

Q1 FY13

Q1 FY12

- EBITDA : 25% 23%
- PAT : 11% 7%

- Improved profitability on account of better realizations in the key markets.
- Share of profit in OCL as associate accounts for Rs 29.9 cr to the total profits of the company.
- Net Debt-Equity ratio further reduced to 0.35x in Q1 FY13 from 0.39x in Q4 FY12.

Q1 FY13 Results-Businesswise

Period ending (Rs In crores)	Q1 FY13				Q1 FY12			
	Cement	Others	Inter Segment	Total	Cement	Others	Inter Segment	Total
Net Sales	616	58	(31)	643	504	45	(24)	525
Operating Other Income	-	-	-	-	-	-	-	-
Total Income	616	58	(31)	643	504	45	(24)	525
Operating Expenses	467	43	(31)	479	396	32	(24)	404
EBITDA	149	14	-	164	108	13	-	121
EBITDA Margins %	24%	25%	0%	25%	21%	29%	0%	23%
Other Income				15				20
Depreciation				44				44
EBIT				134				98
Interest				43				38
Exceptional Items				-				-
Tax Provision				37				28
Net Profit/(Loss)				54				32
Share of Profit in Associates				30				11
Minority Interest				12				5
Consolidated Net Profit/(Loss)				72				39
PAT Margin %				11%				7%

* Previous period numbers have been reclassified/regrouped as per current period groupings

Consolidated Positional Statement- Q1 FY13

(Rs./Cr.)

Particulars	30-Jun-12	31-Mar-12
Net Worth	2,974	2,891
Minority Interest	439	428
Non-current liabilities	1,782	1,693
Current liabilities	1,683	631
Total	6878	5642
Non-current assets	4326	4521
(a) Fixed assets	3,545	3,571
(b) Other Non-current assets	781	949
Current Assets	1602	1122
Total	5928	5642
Debt to Equity	0.64	0.66
Net Debt to Equity	0.35	0.39

Presentation Plan

Corporate Highlights

Standalone Financial Results

Cement Business

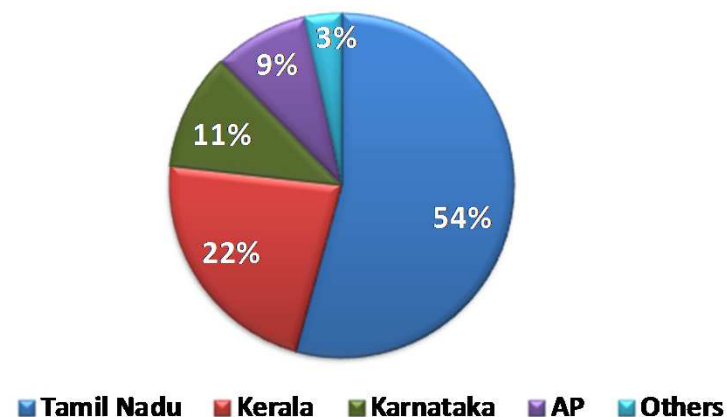
OCL Financial Results

Contact Us

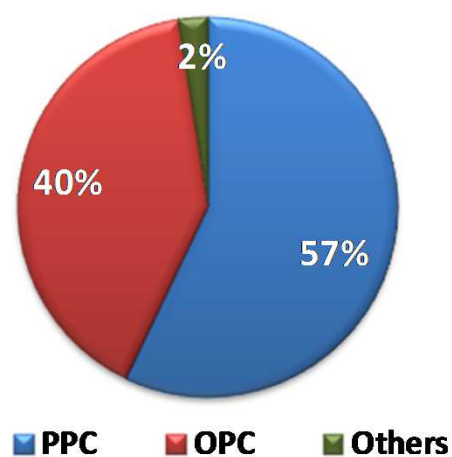
Cement Operating Metrics

Volumes ('000 T)	Q1 FY13	Q1 FY12	YoY%
Production	1,373	1,239	11%
Sales	1,387	1,237	12%

Geographic Mix Q1 FY13



Product Mix Q1 FY13



C:C ratio at 1.28

Per Tonne Analysis (Rs/T)	Q1 FY13	Q1 FY12	YoY%
Net Sales Realization	4,442	3,920	13%
EBITDA	1,076	926	16%

Significant growth in realizations & EBITDA

Capacity Additions & Pricing



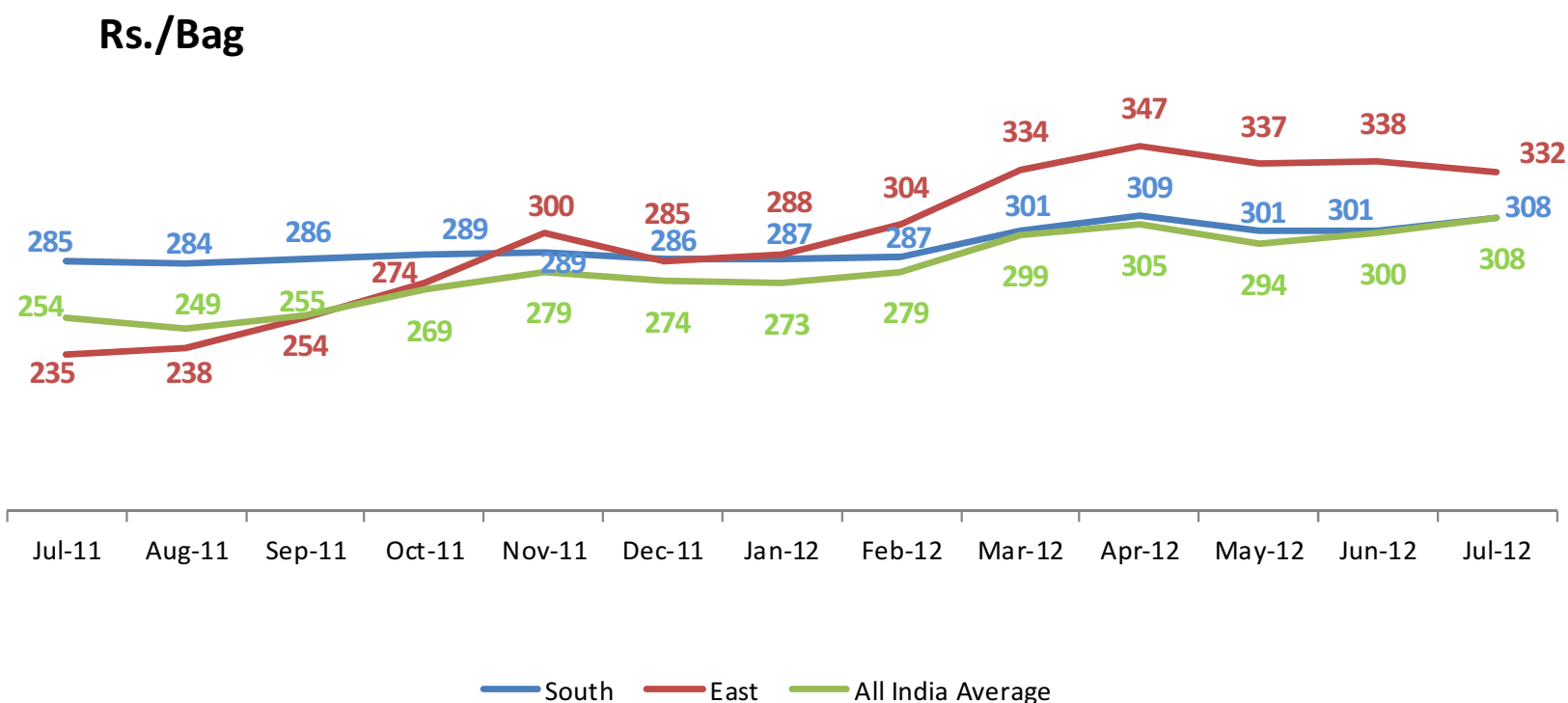
Installed Capacity (MnT)	Q1 FY 13	Commissioned during FY13
• All India	: 344	7.5
• South	: 157	4.5
• East	: 52	0

Total Capacity additions for FY 13 : 7.5 MnT



Pricing (Y-o-Y)	Q1 FY13 (Q-O-Q)	Q1 FY13 (Y-O-Y)
• All India	6% ↑	8% ↑
• South	4% ↑	4% ↑
• East	10% ↑	30% ↑

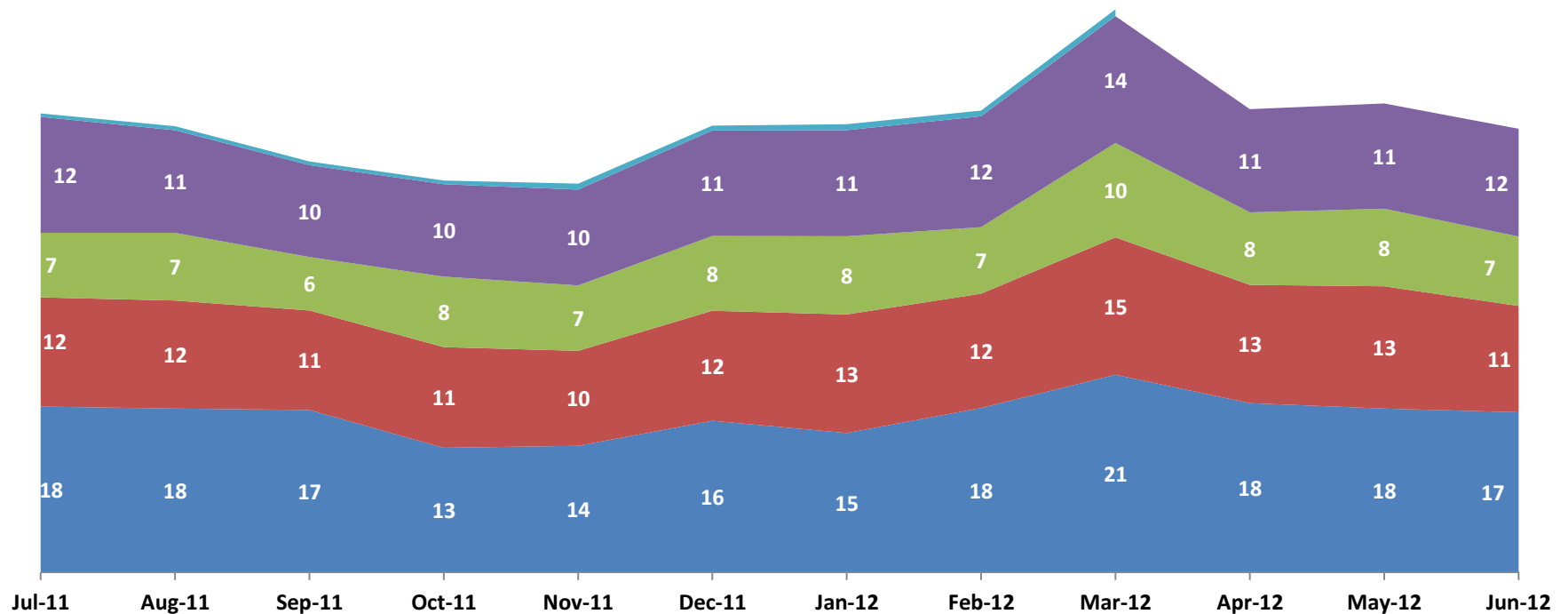
Cement Price Trend- Q1 FY13



- Despite volatility during beginning of financial year, prices in Southern markets recovered and exhibited stability.

Southern Region- Monthly cement demand

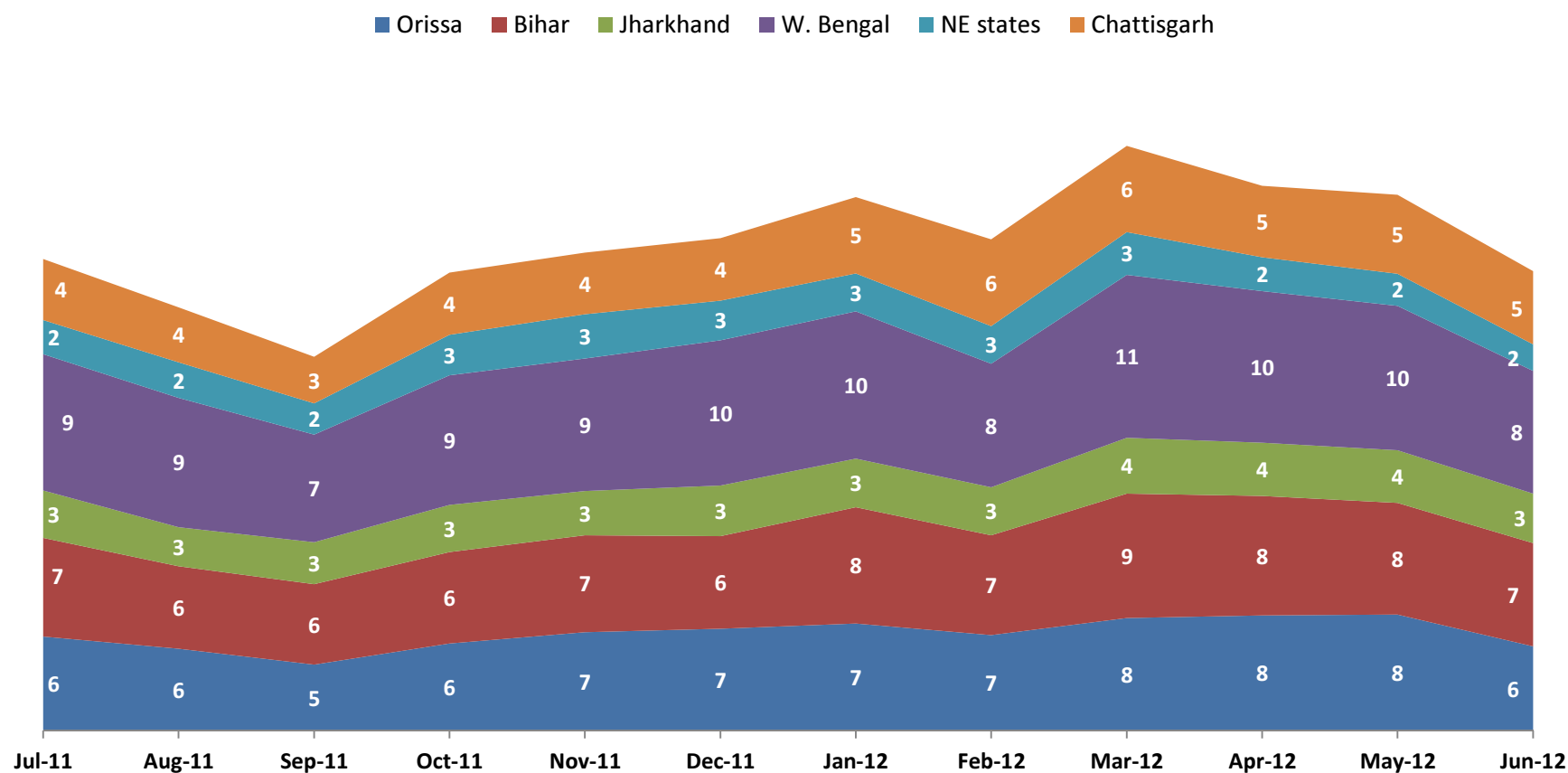
■ T.N (Pondy & A.N) ■ Karnataka ■ Kerala ■ Andhra Pradesh ■ Goa



Source: CMA, Company estimates

Lac Tonne

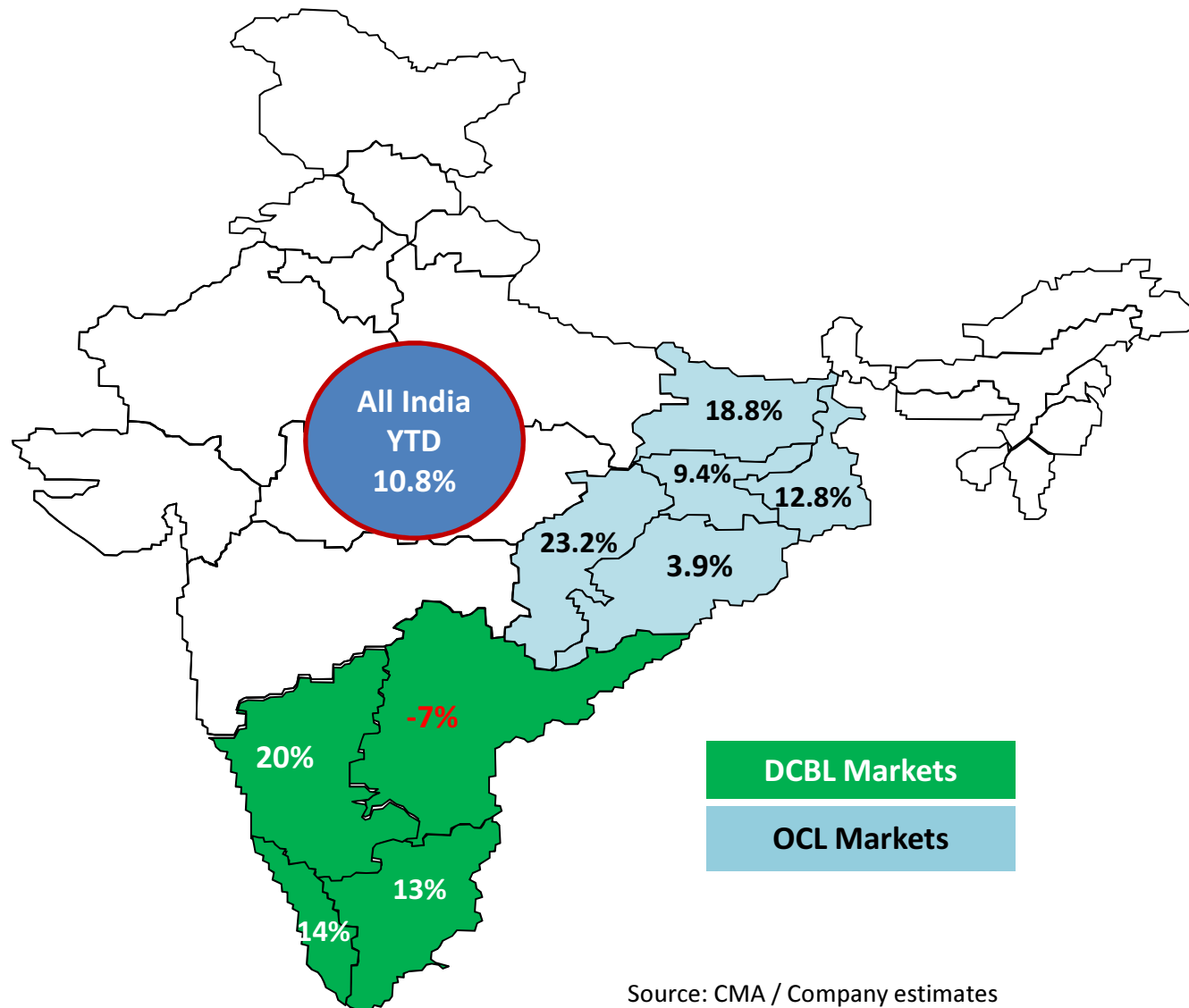
Eastern Region- Monthly cement demand



Source: CMA, Company estimates

Lac Tonne

Demand Scenario in Key South Markets



Source: CMA / Company estimates

Capacity Addition in Key Markets

Capacity Addition during Q1 FY13

States	Opening	Additions	YTD Closing
TN	38.4	-	38.4
Karnataka	20.0	-	20.0
AP	72.4	4.5	76.9
Maharashtra	22.2		22.2
Total South	152.9	4.5	157.4
East	51.5	-	51.5
All India	336.8	7.5	344.3

Capacity Addition- FY'13-FY'15

States	Opening	Additions	Closing	% of Total Additions
TN	38.4	-	38.4	
Karnataka	20.0	15.3	35.3	25%
AP	72.4	4.5	76.9	7%
Maharashtra	22.2	3.0	25.2	
Total South	152.9	22.8	175.7	37%
East	51.5	13.7	65.2	22%
All India	336.8	61.3	398.1	
4.5 MnT of JP Cement capacity already commission in Apr'12 in AP				

Source: Company Estimates

Peer Comparison

	Sales Volumes		
	Q1 FY13	Q1 FY12	YoY %
Chettinad	1,484	1,124	32%
Madras Cement	2,182	1,742	25%
Dalmia	1,373	1,237	11%
Heidelberg Cement	778	711	9%
Ultratech	10,500	9,900	6%
Ambuja	5,600	5,290	6%
ACC	6,080	5,930	3%
OCL	845	835	1%
India Cement	2,330	2,330	0%

Achieved significant volume growth, Outperformed amongst South India players.

Presentation Plan

Corporate Highlights

Standalone Financial Results

Cement Business

OCL Financial Results

Contact Us

OCL Q1 FY13 Results – Business wise

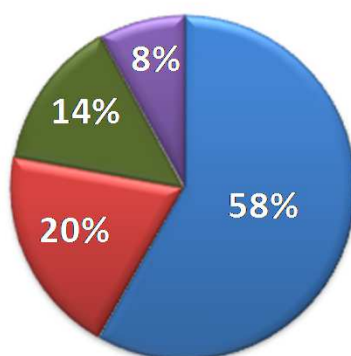
Period ending (Rs In crores)	Q1'13			Q1'12			YoY%		
	Cement	Refractory	Total	Cement	Refractory	Total	Cement	Refractory	Total
Net Sales	414	63	477	298	60	358	39%	5%	33%
Other Operating Income	1	2	2	1	1	2	-20%	161%	45%
Total Income	415	64	479	299	60	359	39%	6%	33%
Operating Expenses	274	61	335	227	61	287	21%	0%	17%
EBITDA	141	4	144	73	(0)	72	94%	-	100%
EBITDA Margins %	34%	6%	30%	24%	0%	20%			
Other Income			5			8			-31%
Depreciation			34			27			25%
EBIT			116			53			120%
Interest			20			17			19%
Tax Provision			30			11			170%
Net Profit/(Loss)			66			25			166%
PAT Margin %			14%			7%			

OCL – Operating Metrics

Volumes ('000 T)	Q1'13	Q1'12	YoY%
Cement			
Production	918	834	10%
Sales	845	834	1%
Refractory			
Production	16	17	-2%
Sales	16	18	-13%

Per Tonne Analysis (Rs./T)	Q1'13	Q1'12	YoY%
Cement			
Sales Realizations	4,902	3,574	37%
EBITDA	1,667	870	92%
Refractory			
Sales Realizations	40,188	33,552	20%
EBITDA	2,322	(88)	-2751%

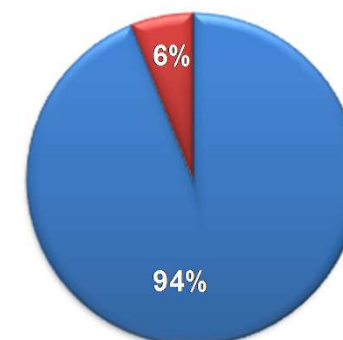
Geographic Mix Q1 FY13



■ Orissa ■ W.Bengal ■ Bihar ■ Jharkhand ■ Others

Q1 FY13 C:C ratio : 2.03

Product Mix Q1 FY13



■ PPS ■ Others

Presentation Plan

Corporate Highlights

Financial Results

Cement Business

OCL Financial Results

Contact Us

Contact Us



For Queries and Comments

Pavleen Taneja

Investor Relations

Tel: +91 11 2346 5265 / 00

taneja.pavleen@dalmiabharat.com

investorquery@dalmiabharat.com