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# Media Release

## Consolidated Financial Results for Second Quarter (April-June) 2016

| | | Quarter Apr-Jun 2016 | Quarter Apr-Jun 2015 | Change (%) | Half Year Jan -Jun 2016 | Half Year Jan -Jun 2015 | Change (%) |
|---|---|---|---|---|---|---|---|
| Sales Volume – Cement | Million Tonnes | 6.12 | 6.20 | -1.3 | 12.48 | 12.02 | 3.8 |
| Sales Volume - Concrete | Million cubic metres | 0.64 | 0.58 | 9.3 | 1.30 | 1.17 | 11.4 |
| Sales Turnover | ₹ Crore | 2869.84 | 2961.21 | -3.1 | 5797.22 | 5846.65 | -0.8 |
| Operating EBITDA | ₹ Crore | 457.56 | 335.16 | 36.5 | 891.15 | 944.64 | -5.7 |
| Profit before Tax | ₹ Crore | 318.47 | 175.25 | 81.7 | 632.44 | 485.37 | 30.3 |
| Net Profit after Tax | ₹ Crore | 239.12 | 133.46 | 79.2 | 466.07 | 370.00 | 26.0 |

1. **Financial results:** During the quarter April-June 2016, the Company's consolidated turnover stood at ₹ 2869.84 crore as compared to ₹ 2961.21 crore in the corresponding period of the previous year. Operating EBITDA during the quarter improved 36.5% YoY. Profit after Tax registered an increase of 79% to ₹ 239.12 crore during the quarter as compared to the corresponding quarter of the previous year.

2. **Cement Business**

a) **Volumes and Realization:** Cement volumes declined marginally by 1.3% during the quarter April-June 2016 mainly due to muted demand in some markets. Realization was lower by 3%.

b) **Cost:** Continued focus helped in overall cost reduction by 9%. Optimization of fuel mix through higher usage of petcoke, lower cost of input materials viz. slag, fly ash and gypsum and gypsum-mix optimization helped in lowering production costs. Proactive measures taken to reduce lead distances and road freight also helped in overall logistics cost reduction.

3. **Ready Mixed Concrete (RMX):** Maintaining its consistent trend over the past several quarters, the Company's RMX business registered 9% growth in sales volume during the quarter under review, benefiting from the higher offtake of infrastructure and large housing projects in major metropolitan cities.

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4. **Interim Dividend:** At its meeting today, the Board of Directors approved an interim dividend of ₹ 11/- per equity share of ₹ 10/- each, the same as interim dividend paid in 2015.

5. **Jamul Integrated Project**: Commercial production of clinker from the new 9000 tpd kiln at Jamul commenced from July 19, 2016. The cement grinding units linked to this project located at Jamul and Sindri are scheduled to be commissioned in Q3 2016.

6. **Outlook**: The Company will continue to maintain its focus on reducing costs. We expect that stabilization of the Jamul Integrated Project will help in increasing the Company's presence in the fast growing East markets, as well as the overall profitability. Prospects of a good monsoon, coupled with the impetus from Government's thrust on infrastructure development, housing and other mega projects are also factors that are expected to have a positive impact on the overall momentum of construction activity in the coming quarters.

R Nand Kumar
Vice President – Corporate Communications

Mumbai. July 26, 2016



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