



# Sagar Cements Limited

Corporate Presentation



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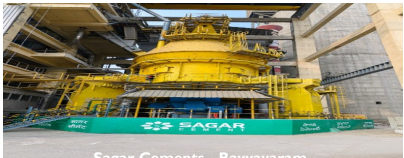
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# Corporate Overview

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



- Established in 1985, Sagar Cements Limited ("SCL") with its current capacity of 10.85 MTPA tones is a dominant cement player in South India
  - Strong presence across all the five key states – AP, Telangana, Tamil Nadu, Karnataka and Kerala
  - Expanding geographic presence in Maharashtra, Odisha and Madhya Pradesh
- Primarily manufactures the OPC, PPC, PSC, CC & SRC variety of cement from its plants situated in the Suryapet district of Telangana & at Bayyavaram, Vizag district of Andhra Pradesh & at Gudipadu Plant, Tadipatri, Anantapur district of Andhra Pradesh & at Jajpur, Odisha & from its subsidiary's plants, SCMPL located at Jeerabad, Indore, Madhya Pradesh and ACL, Dachepalli, Andhra Pradesh.
- Company has built a strong brand "**Sagar Cement**" over a period of last 4 decades

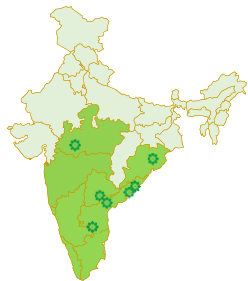
### Facilities at a glance

Cement		
Location	Clinker MTPA	Cement MTPA
Sagar Cements –Mattampally, Suryapet, Telangana	2.75	3.00
Sagar Cements – Gudipadu, Anantapur, Andhra Pradesh	1.00	1.25
Sagar Cements –Bayyavaram, Vizag, Andhra Pradesh	-	1.50
Sagar Cements (M) Pvt. Ltd. ("SCMPL") – Indore, Madhya Pradesh	1.00	1.00
Sagar Cements – Jajpur, Orissa	-	1.50
Andhra Cements Ltd. ("ACL") – Dachepalli, Andhra Pradesh	1.65	1.80
Andhra Cements Ltd. ("ACL") – Vizag, Andhra Pradesh	-	0.80
<b>Total</b>	<b>6.40</b>	<b>10.85</b>

### Captive Power Plants

Facility	Capacity in MW
Sagar Cements, Mattampally – Waste Heat Recovery Power Plant	8.80
Sagar Cements, Mattampally – Thermal Power Plant (Commissioned in August 2019)	18.00
Sagar Cements, Mattampally – Solar Power Plant	1.35
Sagar Cements, Gudipadu – Thermal Power Plant	25.00
Sagar Cements, Hydro Power Plants (4.3 MW at Guntur & 4 MW at Kurnool in Andhra Pradesh, India)	8.30
SCMPL – Waste Heat Recovery Power Plant	5.30
Andhra Cements, Dachepalli – Thermal Power Plant	30.00
Sagar Cements, Bayyavaram – Solar Power Plant	0.13
Sagar Cements, Corporate Office	0.08
<b>Total</b>	<b>96.96</b>

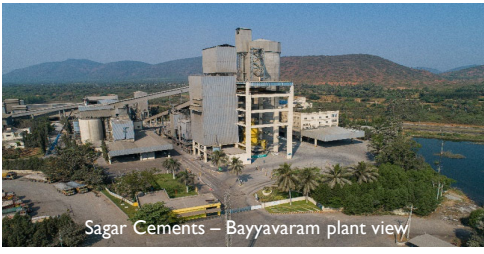
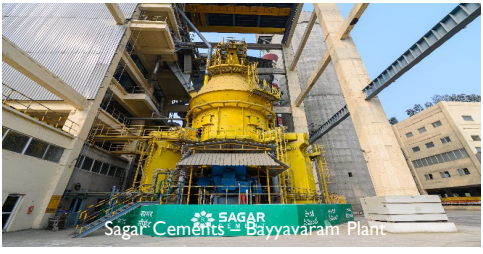
- Fully integrated & automated facilities
- Distribution – Strong network of ~2,909 dealers and 5,895 Sub-dealers
- Channel Mix: Trade - 57% : Non-Trade - 43%
- Track Record of consistent profits, inorganic and organic expansions
- Strong Financials Performance



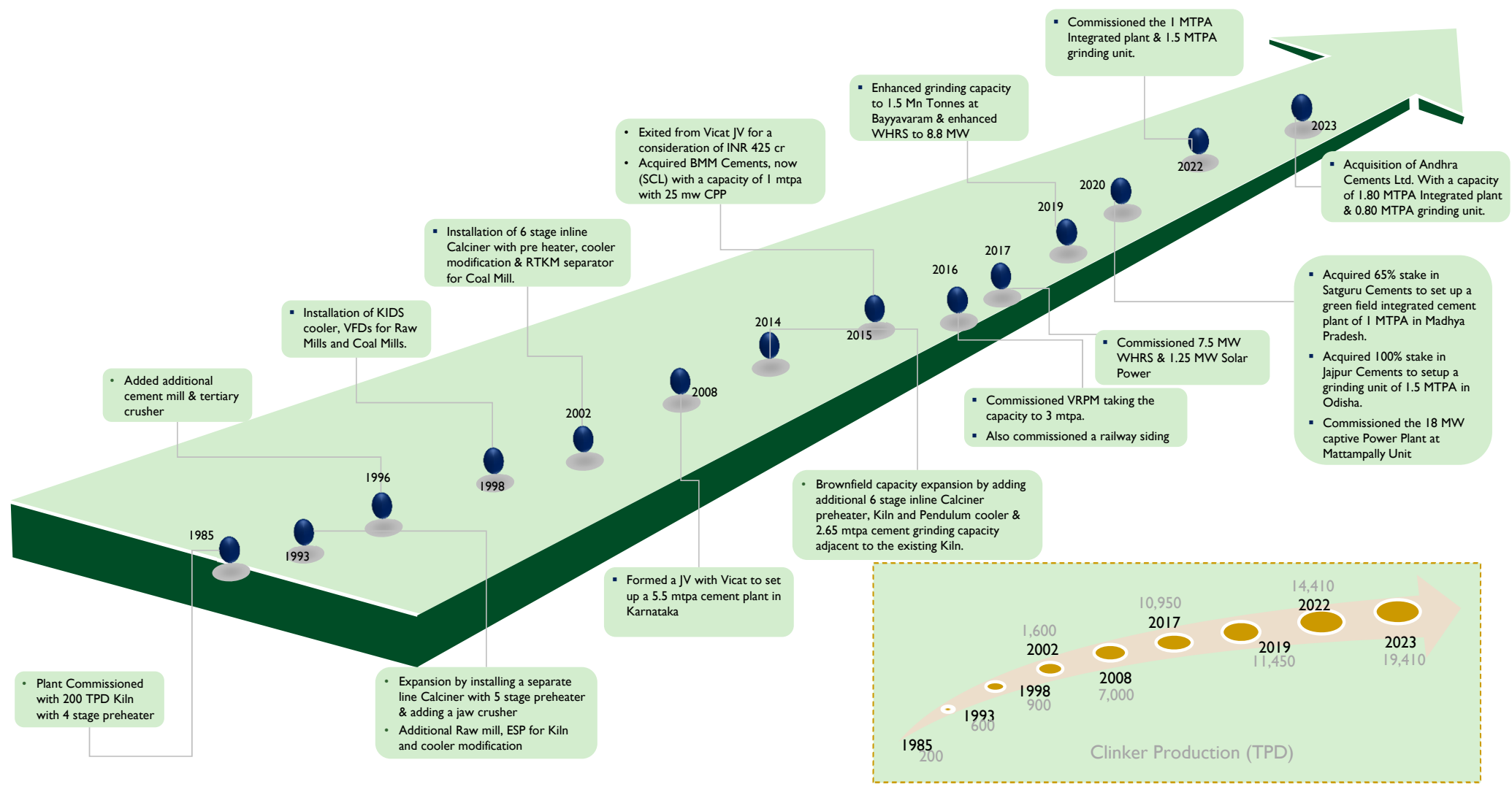
Sagar Cements Limited, Mattampally	<b>Capacity</b>	<b>3.0 MTPA</b>
	Location	Mattampally, Telangana
	Markets Catered	AP, Telangana, Odisha, TN, Maharashtra
Sagar Cements Limited, Gudipadu	<b>Capacity</b>	<b>1.25 MTPA</b>
	Location	Gudipadu, AP
	Markets Catered	AP, Karnataka, TN
Sagar Cements Limited, Bayyavaram	<b>Capacity (Grinding)</b>	<b>1.5 MTPA</b>
	Location	Vizag, AP
	Markets Catered	Visakhapatnam, Vizag, Srikulam and South Odisha
Sagar Cements (M) Pvt. Ltd., Jeerabad	<b>Capacity</b>	<b>1.00 MTPA</b>
	Location	Indore, MP
	Markets Catered	Western Madhya Pradesh, Gujarat and Maharashtra
Sagar Cements Ltd., Jajpur	<b>Capacity (Grinding)</b>	<b>1.5 MTPA</b>
	Location	Jaipur, Odisha
	Markets Catered	Central/ Coastal Odisha, Bihar, Jharkhand and West Bengal.
Andhra Cements Ltd., Dachepalli	<b>Capacity</b>	<b>1.80 MTPA</b>
	Location	Dachepalli, Andhra Pradesh
	Markets Catered	AP, Telangana and Tamilnadu
Andhra Cements Ltd., Vizag	<b>Capacity</b>	<b>0.80 MTPA</b>
	Location	Vizag, Andhra Pradesh
	Markets Catered	AP, Telangana and Tamilnadu

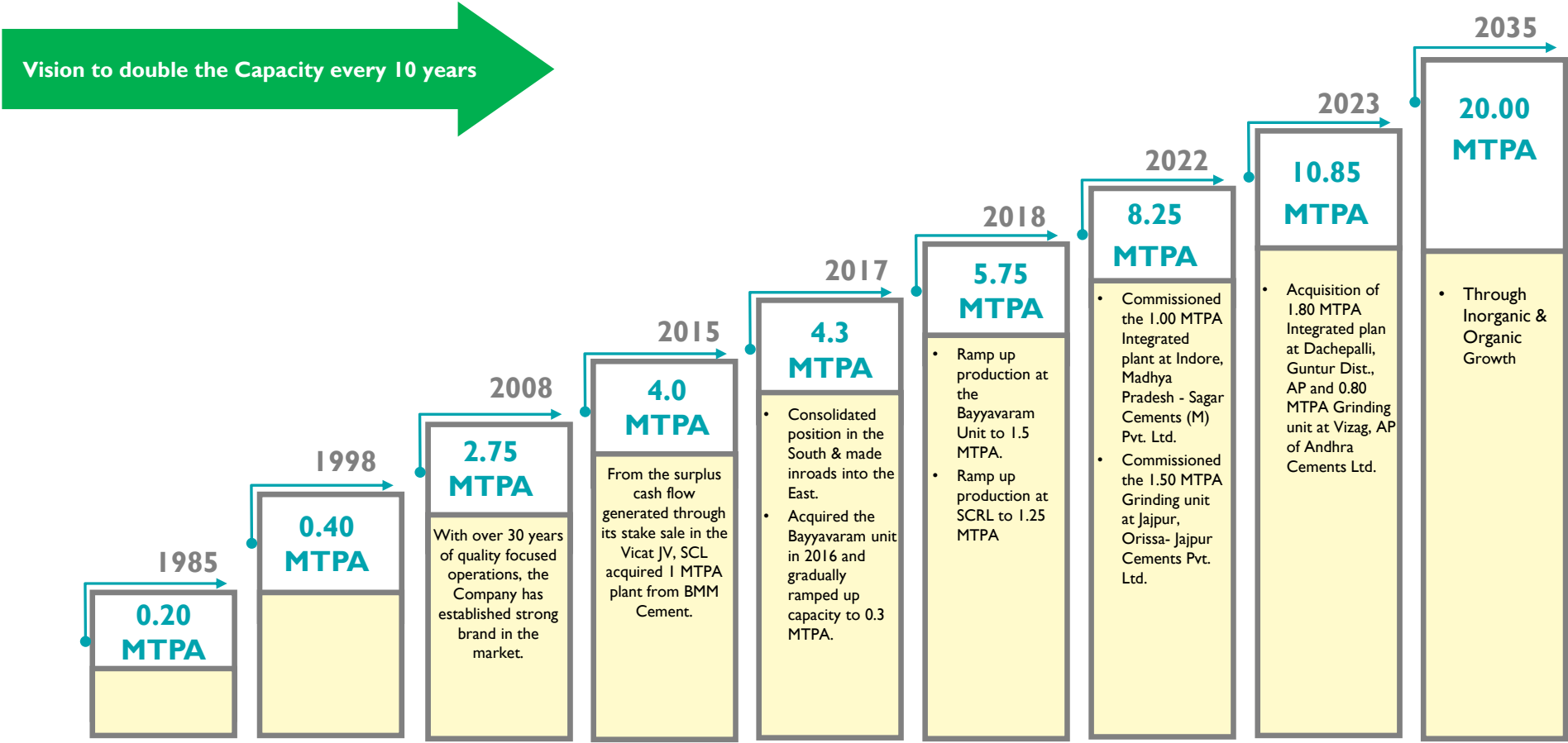


# Facilities at a Glance



# Key Milestones





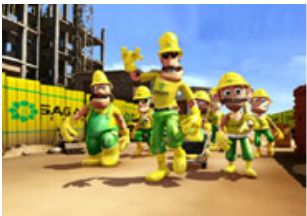


Strong Sales & Distribution Channel



Distribution Network – Focused on South

Dealers	# 2,909
Sub - Dealers	# 5,895



Strong Brand Equity & Recall





# Professional & Experienced Management



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

- Has more than 30 years of experience.
- 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.
- Holds M.B.B.S. degree.

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

- Has more than 27 years of experience.
- 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 37 years of experience in Project execution and Operations of Cement Plants.
- Holds a Diploma in Mechanical Engineering
- Served as Senior Engineer in Bhagawati Priya consulting Engineers Limited, Mumbai

**Mr K Prasad**  
*CFO*

- Has more than 27 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. Rajesh Singh**  
*Chief Marketing Officer*

- Has 30 years of experience in Marketing
- Holds a PG Diploma in Business Management from Osmania University.
- Prior to joining in SCL, He had worked with Suzlon Energy and Orient Cements Limited.

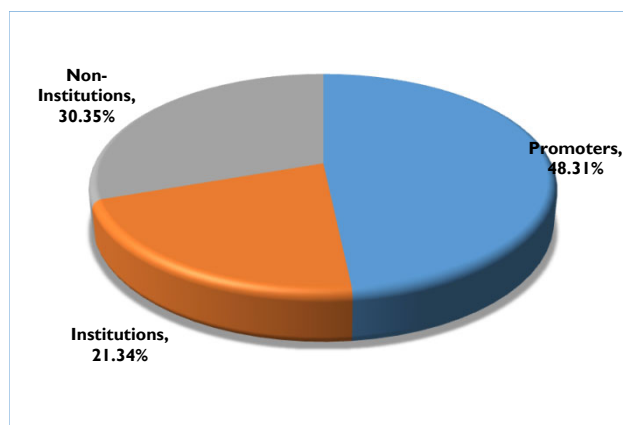
**R. Soundararajan**  
*Company Secretary,  
Compliance Officer*

- Has more than 42 years of experience.
- Holds FCS,ACMA and a Law degree.
- Heading the Secretarial & Compliance functions of the Group.

		<b>Mr K.V.Vishnu Raju</b> Chairman & Independent Director	<ul style="list-style-type: none"> <li>He had been associated with Raasi Cements Limited as Executive Director from 1992 to 1995 and as Managing Director from 1995 to 1998. He was on the Board of Anjani Portland Cement Limited as its Chairman and Managing Director from 1999 to 2014. Presently, he is on the Board of Anjani Vishnu Allied Services Limited as its whole-time director.</li> <li>He holds a Graduate Degree in Chemical Engineering from National Institute of Technology, Tiruchirappalli and a Master Degree in Chemical Engineering from Michigan Technological University, Houghton, MI, USA.</li> </ul>
Executive Directors	<b>Dr. S. Anand Reddy</b> Managing Director		<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>
	<b>Mr S. Sreekanth Reddy</b> Joint Managing Director		<ul style="list-style-type: none"> <li>Has more than 27 years of experience. 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	<b>Mrs. O. Rekha</b> Independent Director		<ul style="list-style-type: none"> <li>Appointed as Director on 30<sup>th</sup> June 2020. She has more than 14 years of experience in Finance. She is also on the Board of several companies.</li> <li>B.Com. (Hons.), MBA, ACA</li> </ul>
	<b>Mr John-Eric Bertrand</b> Director		<ul style="list-style-type: none"> <li>He is co-CEO 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>
	<b>Mr Ravichandran Rajagopal</b> Independent Director		<ul style="list-style-type: none"> <li>He holds a Graduate Degree in Mechanical Engineering from Regional Engineering College, Tiruchirappalli and a Masters Degree in Management from Indian Institute of Management, Calcutta. He had been associated with Vijay Cements as Director from 1992 to 1997 and with Elico Healthcare Limited from 1997 to 2009.</li> </ul>
	<b>Smt. S. Rachana</b> Director		<ul style="list-style-type: none"> <li>Executive Director in Panchavati Polyfibres Limited</li> <li>Holds Bachelor Degree in Science</li> </ul>
	<b>Smt. N. Sudha Rani</b> Nominee Director		<ul style="list-style-type: none"> <li>Nominee Director of APIDC</li> </ul>
	<b>Mr Madhavan Ganesan</b> Nominee Director		<ul style="list-style-type: none"> <li>He holds a B.E. (Hons) Degree from BITS Pilani and MBA from IIM, Kolkata. He is having 35 years of experience in different fields as Business Leader and Strategy Consultant in establishing and incubating new ventures; driving strategic growth and profitability of large business units; group strategic growth planning; managing international partner relationships and financing of ventures.</li> </ul>



## Shareholding Pattern (As on September 30, 2023)



## Select Public Investors

SN	Shareholders	% Holding
1	AVH Resources India Pvt Limited	19.64
2	PI Opportunities Fund – I Scheme II	10.10
3	Mutual Funds	7.16

## Capital Structure

Particulars	Amount (Rs.)
<b>Authorised Share Capital</b>	<b>292,50,00,000</b>
124,75,00,000 equity Shares of Rs.2/- each	249,50,00,000
4,30,00,000 Preference Shares of Rs. 10/- each	43,00,00,000
Issued, Subscribed and Paid-up Share Capital (13,07,07,548 equity Shares of Rs.2/- each)	26,14,15,096

# Companies associated with Promoters



## 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

# Acquisition Rationale



- Further consolidation of SCL's position in southern markets mainly Andhra Pradesh and Telangana
- SCL can leverage its existing network/ brand of "SAGAR," making the Company one of the leading players in the southern markets
- It is proposed to invest INR 400 Cr in ACL to upgrade its capacities. Clinker Capacity from 1.65 MTPA to 2.3 MTPA and Cement Capacity from 1.8 MTPA to 3 MTPA. Upgradation is expected to be completed by second half of FY25
- Current Acquisition cost of ~ 56 USD Per Tonne works to be favourable Vs green field implementation cost of ~ USD 100 Per Tonne.
- Post acquisition and upgradation, Installed Capacity of SCL Group will be 11.25 MnT

Cement		
Location	Clinker MTPA	Cement MTPA
Sagar Cements –Mattampally, Suryapet, Telangana	2.75	3.00
Sagar Cements – Gudipadu, Anantapur, Andhra Pradesh	1.00	1.25
Sagar Cements –Bayyavaram, Vizag, Andhra Pradesh	-	1.50
Sagar Cements (M) Pvt. Ltd. ("SCMPL") – Jeerabad, Indore, Madhya Pradesh	1.00	1.00
Sagar Cements – Jajpur, Orissa	-	1.50
<b>Andhra Cements Ltd. ("ACL") –Guntur, Andhra Pradesh (Post Expansion)</b>	<b>2.30</b>	<b>3.00</b>
<b>Total</b>	<b>7.05</b>	<b>11.25</b>

Captive Power Plants (Capacity in MW)					
Facility	WHRS	Thermal	Solar	Hydro	Total
Mattampally	8.80	18.00	1.35	-	28.15
Gudipadu	-	25.00	-	-	25.00
Bayyavaram	-	-	0.13	-	0.13
Jeerabad	5.30	-	-	-	5.30
GBC - Hydro	-	-	-	4.30	4.30
LIS - Hydro	-	-	-	4.00	4.00
Corporate Office	-	-	0.08	-	0.08
<b>ACL</b>	<b>-</b>	<b>30.00</b>	<b>-</b>	<b>-</b>	<b>30.00</b>
<b>Total</b>	<b>14.10</b>	<b>73.00</b>	<b>1.56</b>	<b>8.30</b>	<b>96.96</b>



## Integrated Operations

- Integrated operations with captive limestone mine for DCW
- Ample Limestone availability to meet full requirement of the plant



## Strategic Location

- Integrated manufacturing facilities at DCW which is positioned at key location in Andhra Pradesh offering good connectivity in terms of road, rail, air & sea.



## Captive Power

- Captive power plant of 30 MW located at DCW, which is well equipped to meet power requirements of DCW.



## Access to raw material

- Established sources of raw materials, availability of coal etc.
- Abundant limestone reserves ~ 198 Mn tons available in the mines, which produces quality clinker.

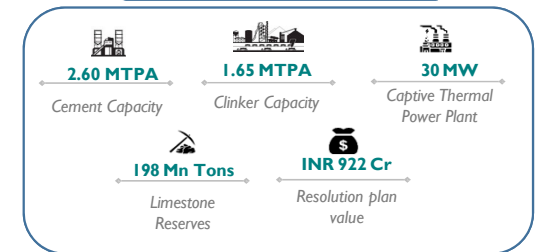
## Transaction Value:

S. No.	Particulars	Amount (INR Cr.)
1	Acquisition Value	762
2	Restart Capex	85
3	Working Capital & Other Costs	75
	<b>Total</b>	<b>922</b>

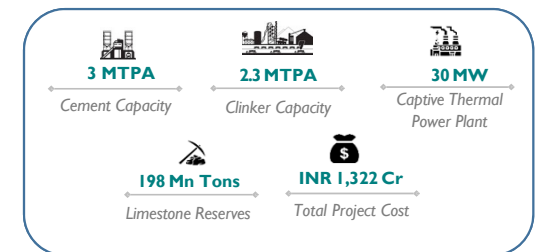
## Funding Proposal:

S. No.	Particulars	Amount (INR Cr.)
1	Debt	600
2	Equity	322
	<b>Total</b>	<b>922</b>

## Facilities at glance



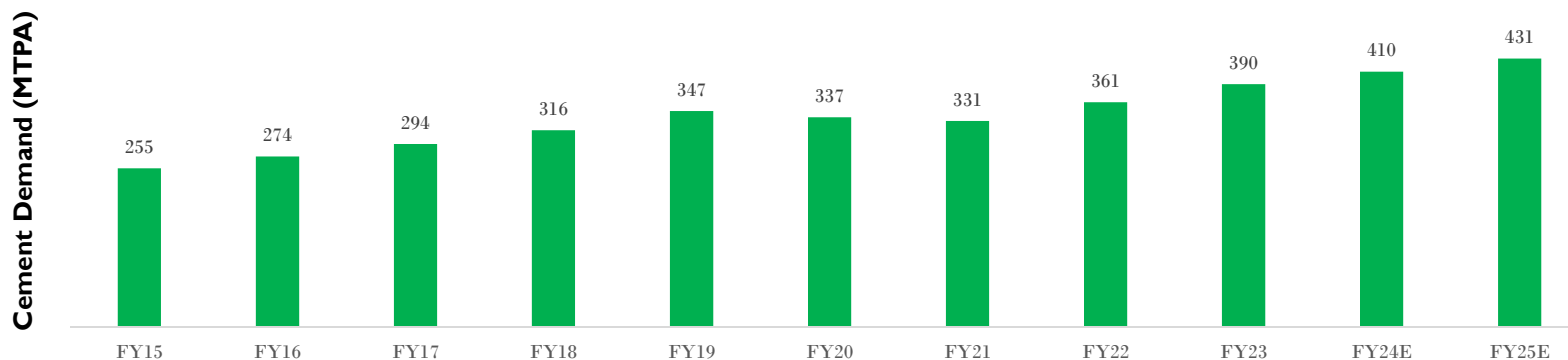
## Post Expansion



## Key Investment Highlights



Sagar Cement with SCMPL, JCPL & ACL having current capacity of 10.85 MTPA 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

- ACL acquisition helps in more penetration into south markets.

### Expand market reach in Eastern & Central Markets

- Bayyaram grinding unit's 1.5 MTPA strategic location with slag availability and clinker from mother plant
- Jajpur grinding unit in Odisha 1.5 MTPA with slag availability and clinker from mother plant.
- Jeerabad 1 MTPA Integrated Plant in Madhya Pradesh will cater Madhya Pradesh, Gujarat and Maharashtra

## Cost Optimisation & Energy Efficiency

### Improving operation efficiencies in fuel & freight

- A Captive power plant with all units ensuring power security at reasonable prices
  - 25 MW Captive plant at Gudipadu Plant
  - 8.8 MW Waste Heat Recovery plant
  - 1.56 MW Solar Power Plant
  - 8.3 MW Hydro Power
  - 18 MW Thermal Power Captive plant at Mattampally
  - 5.3 MW Waste Heat Recovery plant at Jeerabad
  - 30 MW Thermal Power Captive Plant at Dachepalli
- 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 – Upgradation
  - Organic & Inorganic expansion

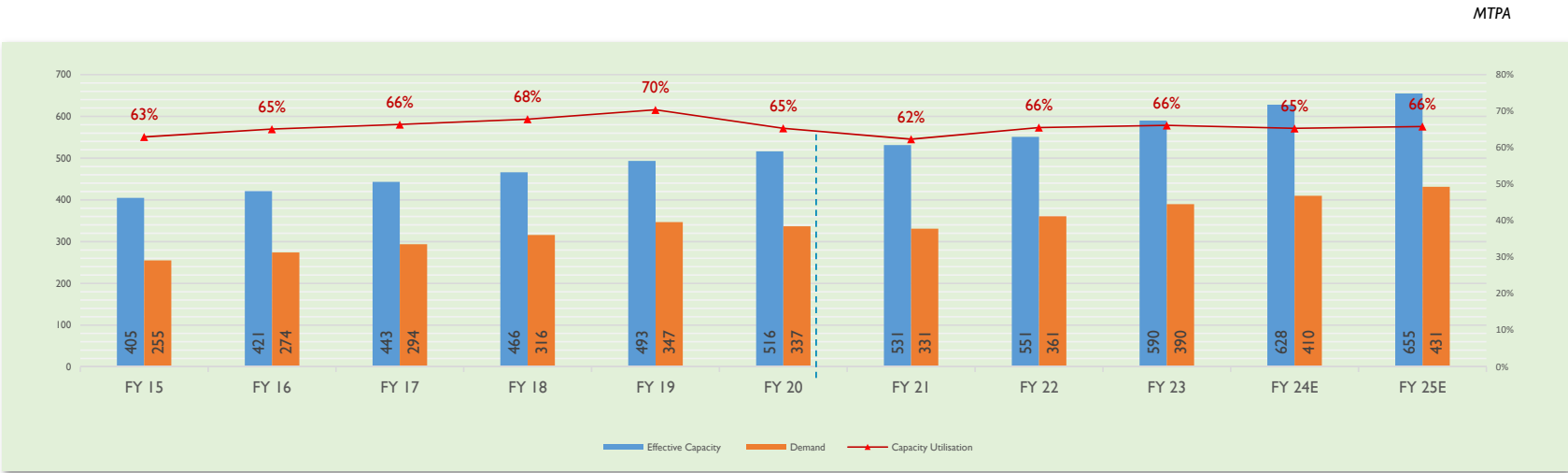
**Well Positioned to Capture South Recovery : “Southern Markets to Witness Demand Revival after Years of Declining to Muted Demand**



Major capacity Addition Post FY07

Demand subdued till FY17 resulting in excess capacity  
Capacity utilization declined to 61%

Limited incremental capacity, political stability, formation of new state  
augurs well for demand spurt  
Capacity utilization to reach 65% in next three years

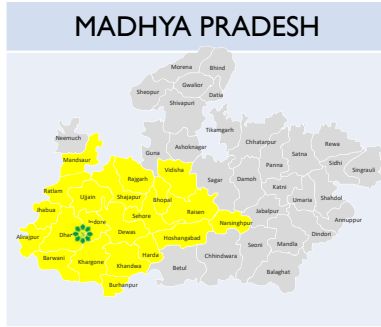
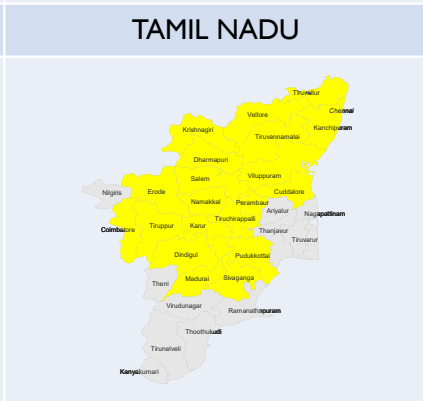
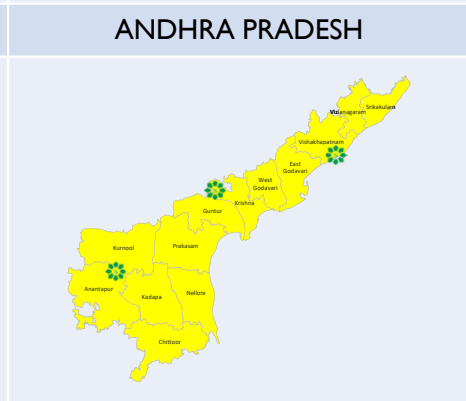
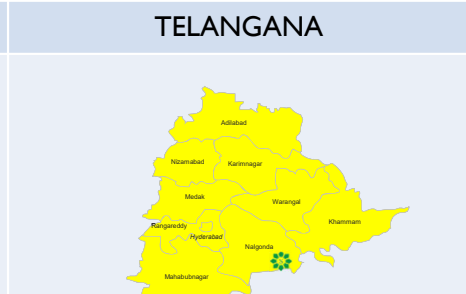
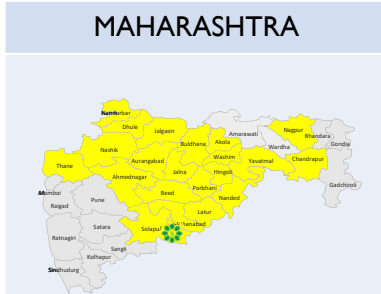
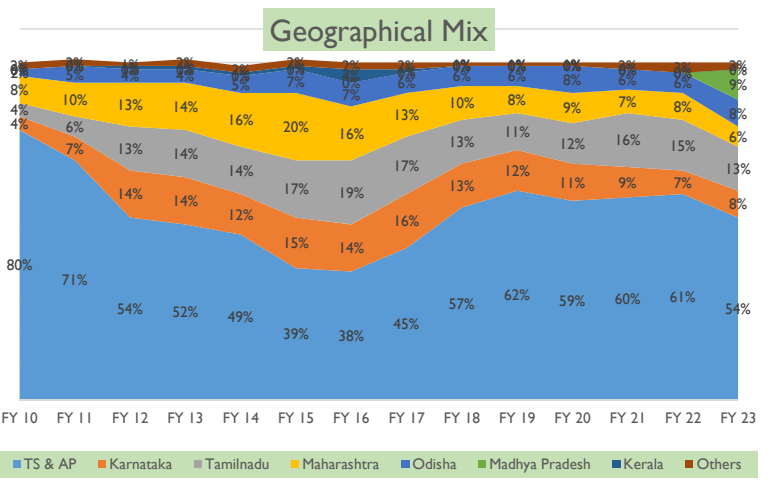
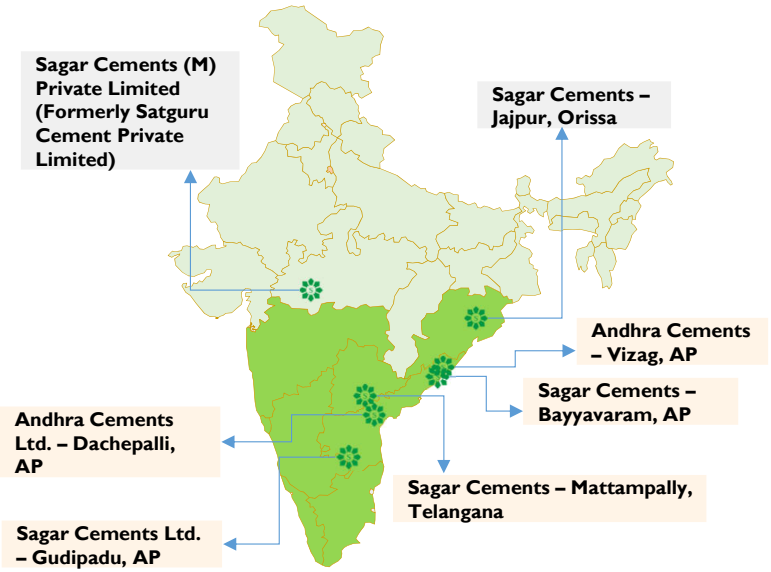


“Key Growth Drivers”

- 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.
- 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 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

Well Positioned to Capture South Recovery :“...Gradually built Proximity to key Markets with Shorter Lead Distances”



- Sagar has built a strong presence across key southern markets as it diversified its base from AP&T (> 8.35 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 & Telangana
  - Superior reach with shorter lead distances post acquisition across select markets (TN, Karnataka, Kerala)
  - Expanding geographic presence in Maharashtra, Odisha and Madhya Pradesh
- Strong brand presence built over years, backed by deep distribution network in South~ 2,909 dealers and 5,895 Sub dealers
- Average Lead Distance across key markets ~ 300 - 500 Km

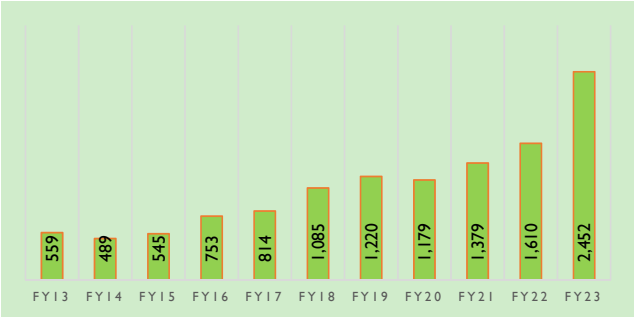
## Financial Summary



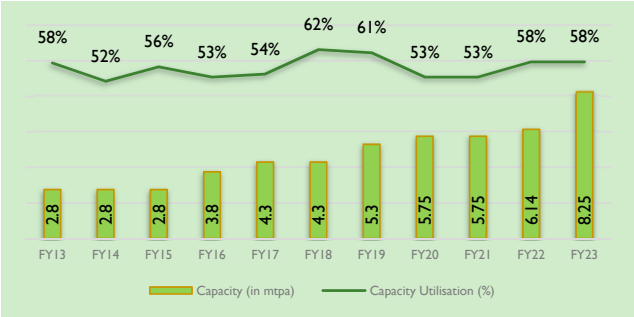
# Financial Performance – On An Upward Trajectory



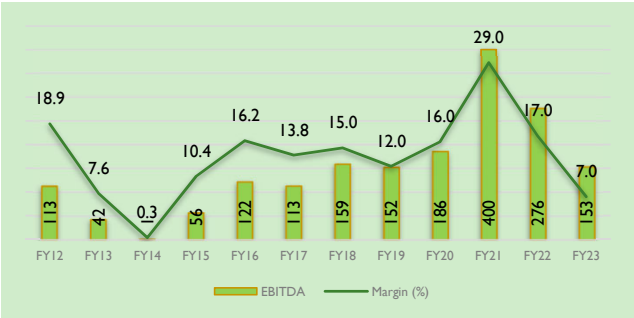
Total Income



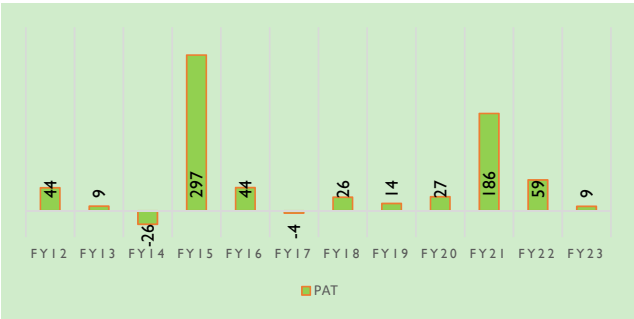
Capacity & Capacity Utilization



EBITDA



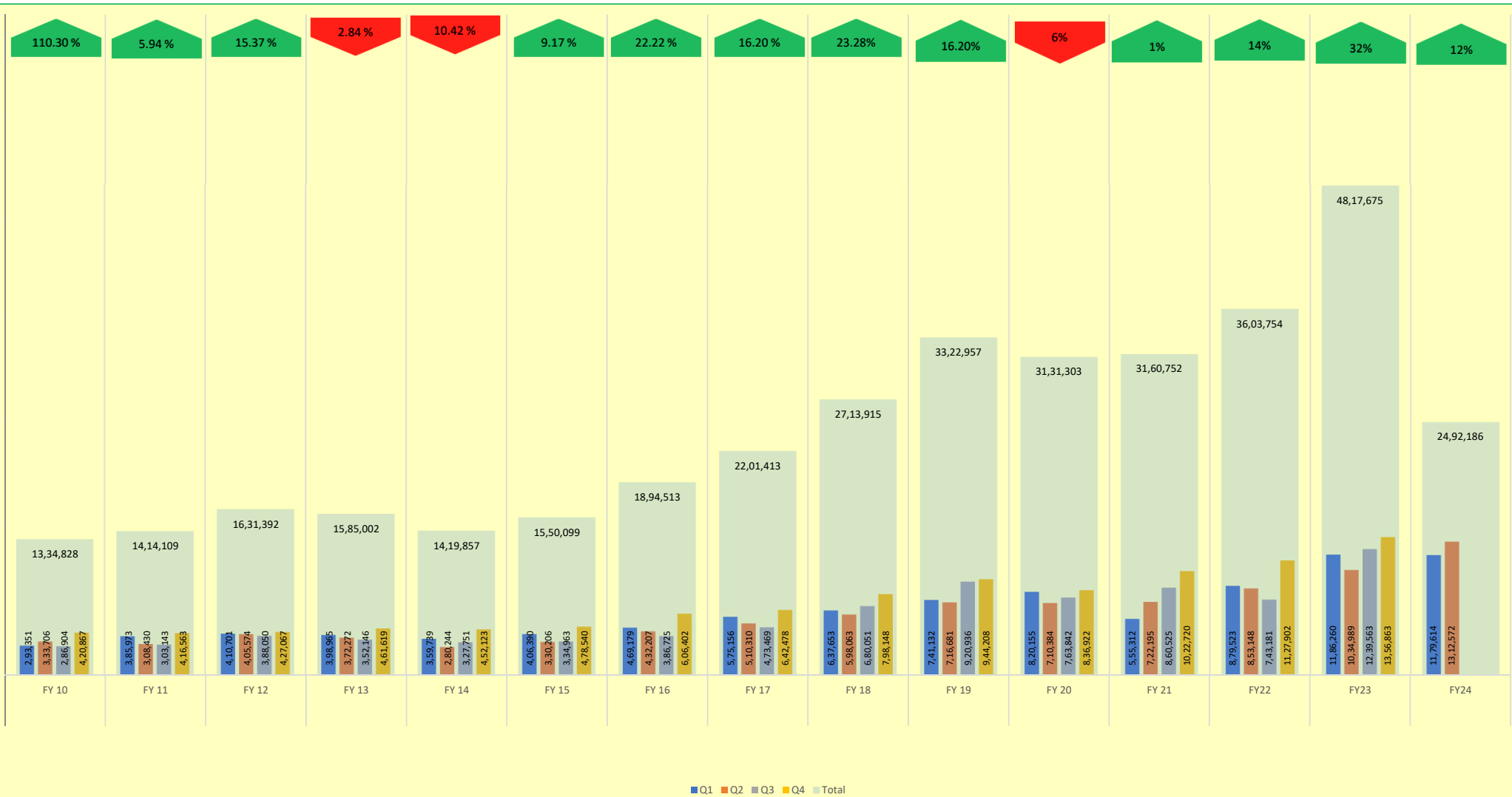
PAT



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

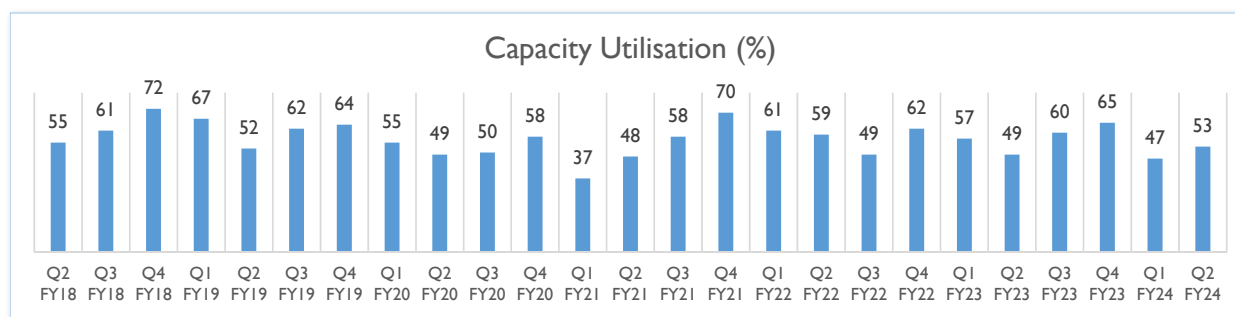


## Performance Highlights - Consolidated Q2 & H1 FY24

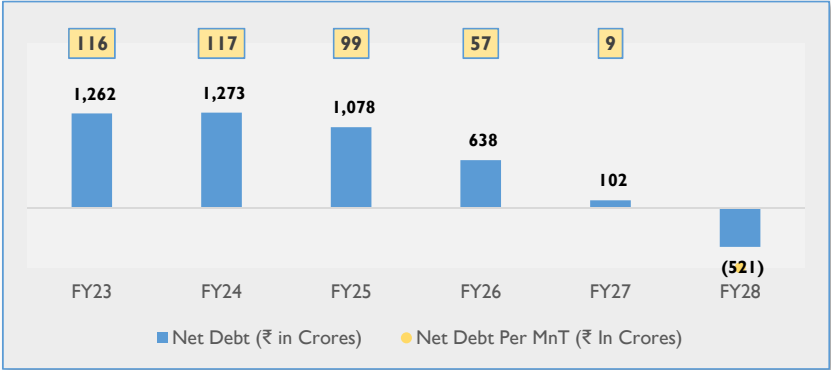
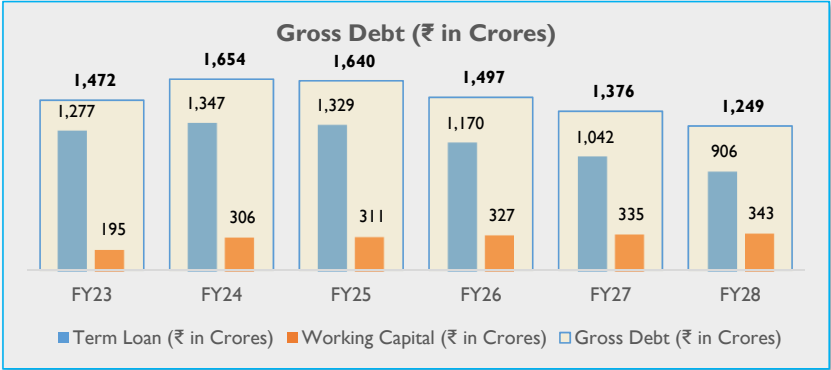
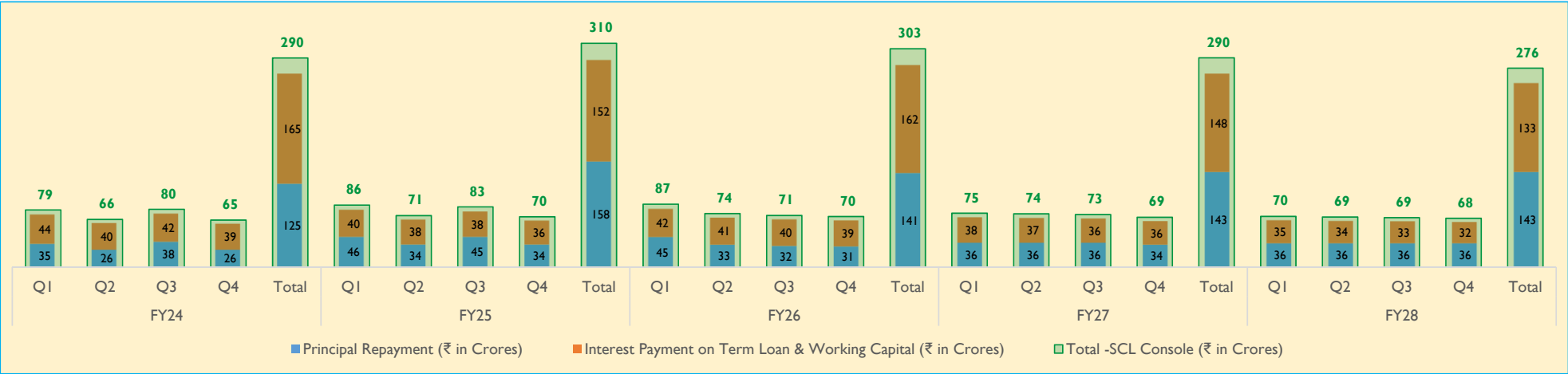


in Rs.Lakhs

Particulars	Q2 FY24	Q2 FY23	YoY (%)	Q1 FY24	QoQ (%)	H1FY24	H1FY23	YoY%
Sales Volume (MT)	13,12,572	10,34,989	▲ 27%	11,79,614	▲ 11%	24,92,186	22,21,249	▲ 12%
Revenue from Operations	58,682	47,455	▲ 24%	53,967	▲ 9%	1,12,649	1,03,227	▲ 9%
Other Income	274	1,493	▼ 82%	391	▼ 30%	665	2,737	▼ 76%
Total Income	58,956	48,948	▲ 20%	54,358	▲ 8%	1,13,314	1,05,964	▲ 7%
Operating expenses	52,660	46,884	▲ 12%	50,917	▲ 3%	1,03,577	96,553	▲ 7%
Op. EBITDA	6,022	571	▲ 955%	3,050	▲ 97%	9,072	6,674	▲ 36%
Op. EBITDA Margin %	10	1	▲ 753%	6	▲ 82%	8	6	▲ 25%
Op. EBITDA per Ton in ₹	459	55	▲ 732%	259	▲ 77%	364	300	▲ 21%
Finance cost	4,681	5,027	▼ 7%	4,367	▲ 7%	9,048	9,835	▼ 8%
Depreciation	5,126	3,793	▲ 35%	4,959	▲ 3%	10,085	7,451	▲ 35%
(Loss)/ profit before exceptional items and tax	(3,511)	(6,756)	-	(5,885)	-	(9,396)	(7,875)	-
Exceptional items	(1,479)	-	-	-	-	(1,479)	-	-
(Loss)/ profit before tax	(2,032)	(6,756)	-	(5,885)	-	(7,917)	(7,875)	-
Tax expenses	(979)	(2,403)	-	(1,689)	-	(2,668)	(2,411)	-
(Loss)/ profit after tax	(1,053)	(4,353)	-	(4,196)	-	(5,249)	(5,464)	-



# Consolidated Projected Debt





# Summary Financial Highlights



## Historical Financial Performance

Particulars (INR cr)	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
<b>INCOME STATEMENT</b>										
Net Sales	505	548	754	814	1,038	1,218	1,175	1,371	1,597	2,229
Other Income	2	363	4	4	7	3	4	8	13	223
Total Income	507	911	758	817	1,045	1,220	1,179	1,379	1,610	2,452
Total Expenses	488	488	630	703	887	1,068	989	971	1,321	2,076
EBITDA	17	60	123	110	151	149	186	400	276	153
Interest	30	23	42	62	59	63	61	47	92	202
Depreciation	27	22	35	48	54	66	79	81	93	156
PBT	(37)	378	51	4	46	23	50	281	104	19
Tax	(12)	81	6	8	19	10	23	95	45	10
PAT	(26)	297	44	(4)	26	14	27	186	59	9
<b>BALANCE SHEET</b>										
Equity Share Capital	17	17	17	20	20	20	22	23	23	26
Reserves	224	510	532	743	759	823	998	1,221	1,286	1,663
Long Term Loans	111	121	295	350	330	306	287	638	1,129	1,152
Non Current Liabilities	101	85	95	81	97	105	129	148	179	213
Short Term Borrowings	66	88	87	96	115	139	141	168	375	320
Other Current Liabilities	149	153	241	244	249	367	362	348	373	450
Non Current Assets	507	497	1,052	1,125	1,279	1,422	1,622	1,953	2,649	3,070
Cash & Cash Eq.	5	217	3	162	41	18	3	225	143	175
Inventories	42	62	91	110	95	145	116	124	209	271
Other Current Assets	113	198	123	136	156	176	199	244	364	307

S.no.	Year	Installed Capacity in MT	Production in MT	Equity Share Capital (₹ in lakhs)	Reserves & Surplus (₹ in lakhs)	Net worth (₹ in lakhs)	Long-term Debt (₹ in lakhs)	D/E Ratio	Total Income (₹ in lakhs)	PBID (₹ in lakhs)	PAT (₹ in lakhs)	Dividend %	Book Value Per Share (INR)	No. of Shares	Market Price per share (₹)	Market Cap. (₹ in lakhs)
1	Dec-85	66,000	75,919	285	79	364	582	1.60	670	243	88	10	12.78	28,50,000	10.00	285
2	Dec-86	99,000	1,11,389	285	250	535	601	1.12	897	338	167	10	18.79	28,50,000	10.00	285
3	Dec-87	99,000	1,11,890	285	291	576	598	1.04	902	322	47	12	20.21	28,50,000	10.00	285
4	Mar-89	99,000	1,50,813	285	302	587	723	1.23	1,147	282	33	10	20.59	28,50,000	10.00	285
5	1989-90	99,000	1,22,074	285	306	591	586	0.99	972	254	31	10	20.72	28,50,400	10.00	285
6	1990-91	99,000	1,20,633	285	408	693	436	0.63	1,273	393	144	15	24.31	28,50,400	40.00	1,140
7	1991-92	1,32,000	1,30,407	285	465	750	307	0.41	1,519	388	102	16	26.31	28,50,400	70.00	1,995
8	1992-93	3,30,000	1,54,878	801	977	1,778	1,200	0.67	1,975	543	151	16	21.81	81,52,300	19.00	1,549
9	1993-94	3,30,000	1,80,973	810	927	1,737	1,792	1.03	2,195	251	(85)	-	21.31	81,52,300	16.00	1,304
10	1994-95	3,30,000	2,56,901	810	1,100	1,910	1,967	1.03	3,101	706	154	-	23.43	81,52,300	24.00	1,957
11	1995-96	3,30,000	2,56,691	810	1,504	2,314	1,777	0.77	4,658	1,189	551	20	28.39	81,52,300	13.50	1,101
12	1996-97	3,96,000	2,78,827	810	1,830	2,640	1,900	0.72	5,277	1,111	455	16	32.38	81,52,300	11.35	925
13	1997-98	3,96,000	3,05,541	810	2,064	2,874	2,150	0.75	5,526	916	297	16	35.25	81,52,300	11.00	897
14	1998-99	3,96,000	2,96,109	810	2,188	2,998	2,251	0.75	4,976	708	124	-	36.77	81,52,300	8.75	713
15	1999-00	5,28,000	3,40,107	1,121	2,238	3,359	3,485	1.04	5,583	543	50	-	41.20	81,52,300	10.25	836
16	2000-01	5,28,000	3,93,509	1,126	2,492	3,618	3,144	0.87	7,077	1,189	347	12	44.38	81,52,300	8.00	652
17	2001-02	5,28,000	3,86,545	1,115	1,826	2,941	3,552	1.21	7,667	1,090	223	-	26.37	1,11,52,300	7.85	875
18	2002-03	5,28,000	3,12,887	1,115	1,100	2,215	3,823	1.73	6,205	64	(727)	-	19.86	1,11,52,300	5.05	563
19	2003-04	5,28,000	3,55,004	1,115	1,164	2,279	2,390	1.05	8,434	950	65	-	20.44	1,11,52,300	6.89	768
20	2004-05	5,28,000	3,41,118	1,115	1,214	2,329	1,768	0.76	9,700	1,156	172	10	20.89	1,11,52,300	17.10	1,907
21	2005-06	4,95,000	2,79,500	1,115	1,371	2,486	992	0.40	11,683	848	283	10	22.29	1,11,52,300	32.60	3,636
22	2006-07	4,95,000	2,76,400	1,377	5,988	7,365	1,547	0.21	19,871	4,384	2,767	25	57.98	1,27,02,300	125.75	15,973
23	2007-08	2,97,000	2,82,242	1,388	9,144	10,532	19,086	1.81	25,475	5,759	3,096	25	78.96	1,33,37,300	383.80	51,189
24	2008-09	6,39,166	4,31,250	1,500	17,722	19,222	19,979	1.04	30,734	5,986	1,646	25	128.13	1,50,02,300	143.80	21,573
25	2009-10	23,50,000	11,20,351	1,500	19,210	20,710	15,529	0.75	48,636	8,646	1,912	25	138.04	1,50,02,300	176.35	26,457
26	2010-11	23,50,000	14,90,662	1,500	20,665	22,165	17,642	0.80	49,615	8,139	1,741	20	127.47	1,73,88,000	138.05	24,004
27	2011-12	26,96,500	16,25,336	1,739	24,231	25,970	13,009	0.50	60,683	12,469	4,412	30	149.36	1,73,88,000	155.80	27,091
28	2012-13	26,96,500	15,87,419	1,739	24,906	26,645	15,577	0.58	58,455	6,822	878	10	153.24	1,73,88,000	233.85	40,662
29	2013-14	26,96,500	14,19,943	1,739	22,348	24,087	13,855	0.58	50,675	1,913	(2,558)	-	138.52	1,73,88,000	165.00	28,690
30	2014-15	30,00,000	15,51,598	1,739	50,992	52,731	15,632	0.30	91,110	42,266	29,665	75	303.26	1,73,88,000	307.65	53,494
31	2015-16 *	39,90,000	18,34,837	1,739	53,168	54,907	34,799	0.63	75,750	12,720	4,427	50	315.78	1,73,88,000	396.50	68,943
32	2016-17	42,90,000	21,90,907	2,040	74,256	76,296	39,128	0.51	81,736	11,389	(392)	15	374.00	2,04,00,000	795.45	1,62,272
33	2017-18	42,90,000	26,45,677	2,040	75,880	77,920	36,366	0.47	1,04,539	15,858	2,626	40	381.96	2,04,00,000	923.00	1,88,292
34	2018-19	53,24,496	32,54,038	2,040	82,343	84,383	37,976	0.45	1,22,043	15,229	1,359	25	413.64	2,04,00,000	647.15	1,32,019
35	2019-20	57,50,000	30,44,236	2,228	99,831	1,02,059	35,906	0.35	1,17,918	18,953	2,653	25	448.61	2,27,50,000	304.50	69,274
36	2020-21	57,50,000	30,67,104	2,350	1,22,086	1,24,436	71,673	0.58	1,37,910	40,822	18,612	65	529.51	2,35,00,000	715.05	1,68,037
37	2021-22	61,39,777	35,61,498	2,350	1,28,594	1,30,944	1,32,645	1.01	1,61,029	28,919	5,915	35	111.44	11,75,00,000	246.35 **	2,89,461
38	2022-23	82,50,000	47,60,281	2,614	1,66,279	1,68,893	1,27,949	0.76	2,45,224	37,588	850	35	129.21	13,07,07,548	189.75	2,48,018

\* Consolidated from FY 2015-16 onwards.

\*\* With effect from August 18, 2021 face value per share was reduced to ₹ 2 per share from ₹ 10 on account of share split

## Environmental, Social, and Governance (“ESG”)

Waste Management

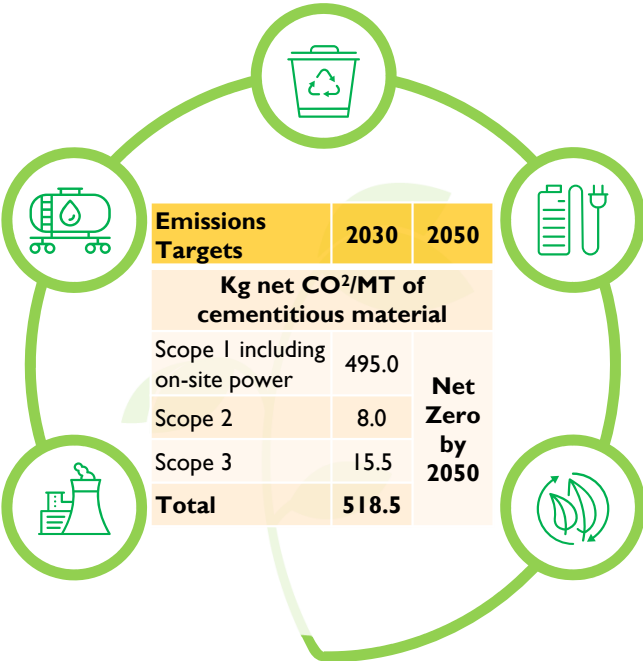
- Strict adherence towards disposal of hazardous and non-hazardous waste as prescribed by the laws
- Disposal of waste such as fly ash, slag, gypsum, oil and metal scrap in a responsible manner with zero hazardous waste sent to landfills

Water Management

- Undertaking conscious efforts to reduce water consumption at all levels; proactively undertaking initiatives towards groundwater recharge
- Gradually reduced water usage over the last decade, and have already reduced dependence on freshwater withdrawals through measures such as rainwater harvesting at our plants, and nearby communities

Emissions

- Successfully reduced emissions over the last five years
- Continue to invest in the latest and advanced technology solutions to bring down overall GHG emission

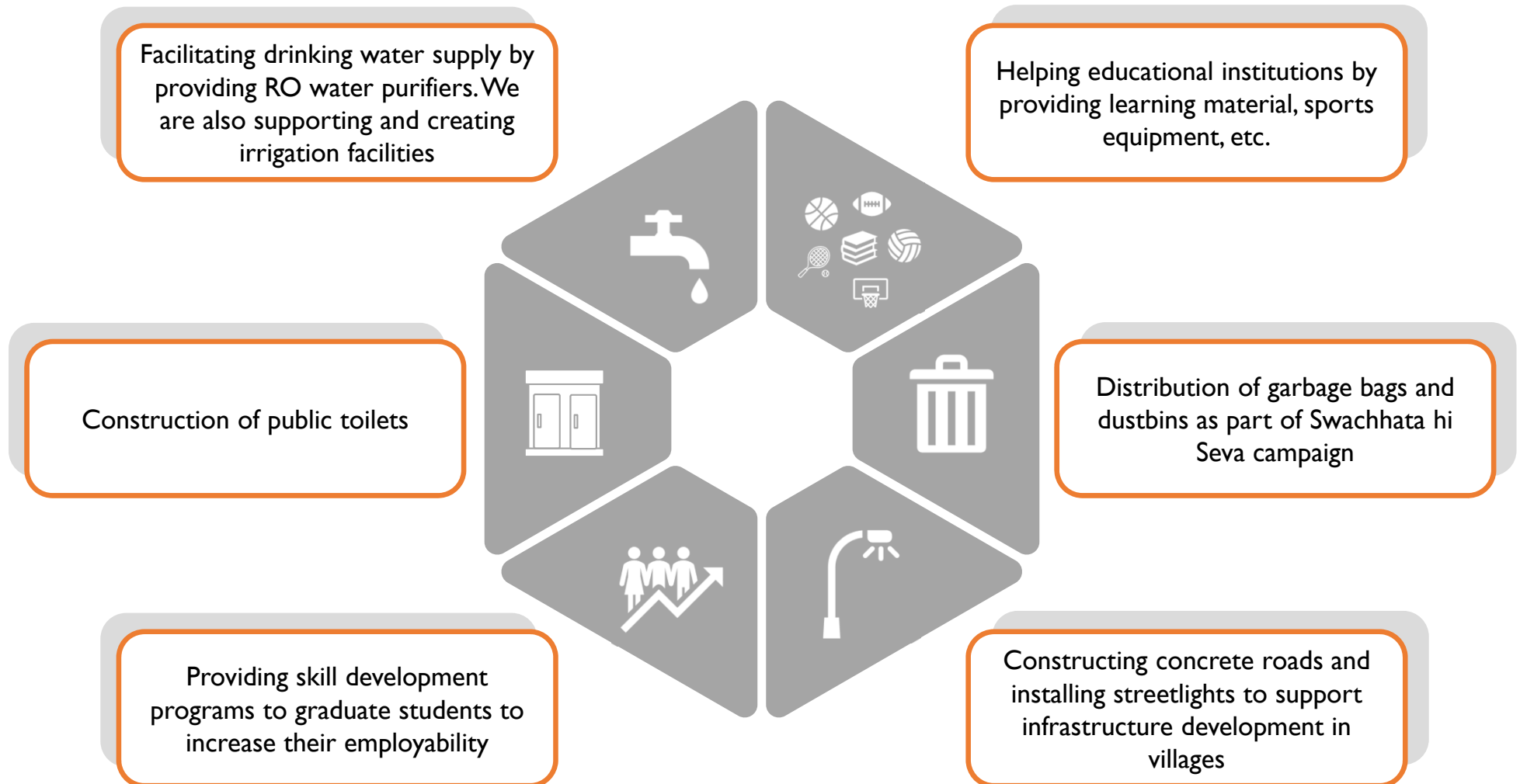


Energy Efficiency

- Reducing dependence on fossil fuels as energy source has been a top priority over the years
- Implemented WHRS and solar-roof panel

Bio-Diversity

- Periodically conduct biodiversity assessment at all our plant locations to gauge the volume of flora and fauna that could get possibly impacted by our operations
- Routinely conduct awareness sessions among local communities about biodiversity conservation



## ESG Initiatives



### Activities to enhance TSR% (Thermal Substitution Rate)

- Initiated a pilot project for biomass cultivation as fuel for cement kiln.
- Approximately 20 hectares of land allocated for biomass growth.
- First harvest covered 12.3 acres, resulting in a yield of 26.72 MT of dry grass.
- Second harvest expanded to 15.14 acres, producing 37.6 MT of dry grass.
- Demonstrated successful growth and harvesting of biomass for sustainable energy use.
- Highlighted potential for increased biomass yield in future cultivation cycles.



Bayyavaram Plant, Vizag, Andhra Pradesh



Dacheppalli Plant, Guntur, Andhra Pradesh

### Zero Emissions for Transport

- Deployed two electric trucks into our operations at Bayyavaram unit. These vehicles are dedicated to the transportation of slag and cement from the plant to Visakhapatnam.
- We have commissioned one E-loader at Dacheppalli Plant of Andhra Cements.

### Green Energy

- At Mattampally Unit, Installation of additional damper in the By pass duct for the better utilization of hot gases and thereby enhancing Green Energy.



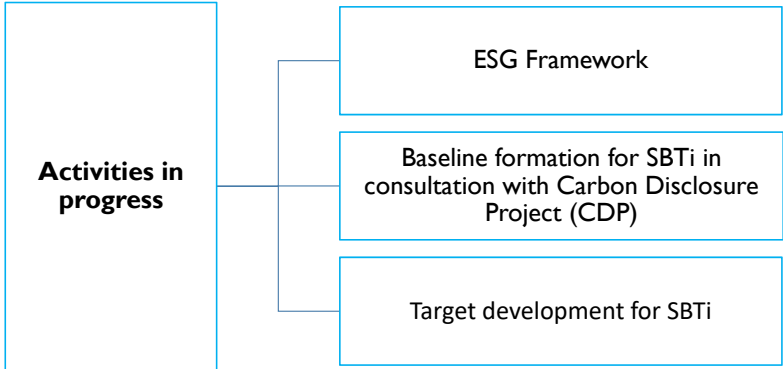
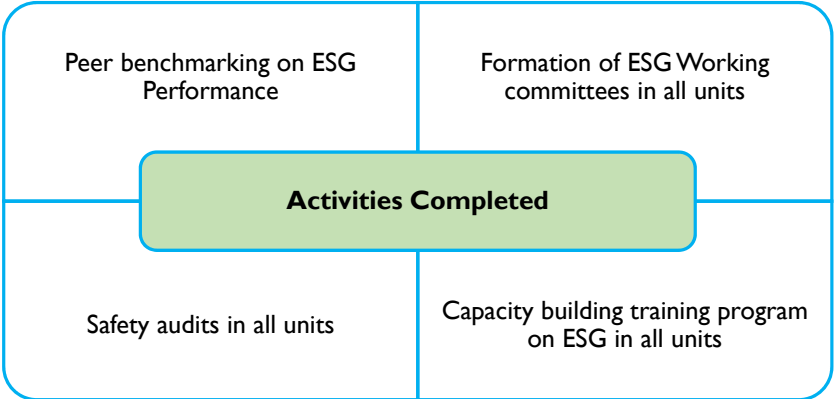
Mattampally Plant, Telangana



Biomass Cultivation at Mattampally Plant, Telangana



ESG Initiatives



Promotion of Blended Cements

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

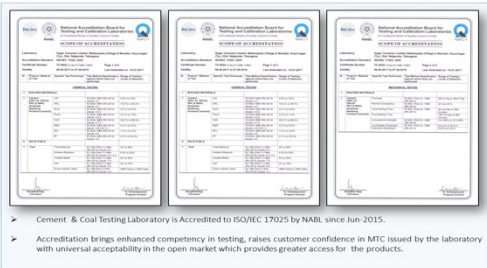


## Certifications, Awards & Accolades



## Certifications

- ISO 9001 : 2015 QMS
- ISO 50001 : 2018 EMS
- ISO 14001 : 2015
- ISO 45001 : 2018
- RMF & ICD for SOX Compliance
- NABL accreditation for our Mattampally and Bayyavaram Lab



## 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
- Best Management Award from Telangana State Government for the Year 2022 & 2023.
- Gudipadu Unit was Awarded with "State Level and Zonal level overall 2nd prize for Mines Safety -2022".
- Mattampally Limestone Mine has been awarded with 5-star rating for exemplary performance in implementation of Sustainable Development Framework during 2021-22 assessed under the Star Rating System by Indian Bureau of Mines, Government of India, Ministry of Mines.



# Certifications, Awards & Accolades



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.

The Bayyavaram Plant has been awarded with Green Co platinum Certificate Award from Confederation of Indian Industry (CII) for its best practices .

The Gudipadu Plant has been awarded with Green Co gold Certificate from Confederation of Indian Industry (CII) for its best practices.



The Bayyavaram Plant had achieved National Award for Excellence in Energy Management 2020 & 2022 by CII & Awarded with “National Energy Conservation Award, Cement Sector -2021 by Government of India, Ministry of Power.

Gudipadu & Bayyavaram Unit were Awarded with “Energy Efficient Unit Award, Cement Sector -2023”, in appreciation of the achievements in energy conversion in the cement sector for the year 2023 by CII.



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Thank You !

