

ANNUAL REPORT 2013-14 O DALMIA BHARAT LIMITED



At Dalmia Bharat Limited, we aim to be amongst the top cement producers in India.



Ingenuity is applicable to all facets of life. In relation to our business, ingenuity is a competency that requires us to expand our perspective, set the context of a goal, understand the dynamics of an evolving industry and execute the strategies. We aim to be one of the leading players in India's cement industry.

For the last few years, we have made a focussed progress towards 'Expanding our Horizons'. We widened our presence in the Eastern part of India through acquisitions as well as brownfield and greenfield expansion. These initiatives would help us increase our market share in Eastern India, a region with huge potential.

Andrew Carnegie once said, "Watch the costs and the profits will take care of themselves." We remain focussed on enhancing our operating margins by achieving cost rationalisation and resource optimisation and ensuring operational effectiveness at each facility. We are taking further initiatives to optimise our margins by enhancing sales in the nearby markets and gaining higher realisations.

Moving forward, we continue to build. Our endeavour is constant value creation in the business we operate in, so as to generate a sustainable growth path for the future.

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**GROWTH** WIDENING THE **OPPORTUNITY GAMUT** 



**EFFICIENCY KEY FOCUS** ON COST **RATIONALISATION** 



**SCALE LEADING EFFECTIVE CHANGE** 



**INCLUSION** TOGETHER, WE GROW

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## CORPORATE INFORMATION



#### **BOARD OF DIRECTORS**

**Pradip Kumar Khaitan** 

Chairman

Jai Hari Dalmia

Managing Director

Yadu Hari Dalmia

Managing Director

**Gautam Dalmia** 

**Puneet Yadu Dalmia** 

Asanka Rodrigo\*

N. Gopalaswamy

V. S. Jain

#### **MANAGEMENT TEAM**

**Gautam Dalmia** 

**Puneet Yadu Dalmia** 

T. Venkatesan

Mahendra Singhi

Group CEO-Cement

Jayesh Doshi

Group Finance & Strategy

#### **COMPANY SECRETARY**

Nidhi Bisaria

#### **AUDITORS**

S. S. Kothari Mehta & Co.

#### **MAJOR BANKERS**

State Bank of India Canara Bank Corporation Bank Punjab National Bank Deutsche Bank Axis Bank

#### **REGISTERED OFFICE**

Dalmia Bharat Limited Dalmiapuram - 621651, Dist. Tiruchirapalli, Tamil Nadu.

#### **CORPORATE OFFICE**

Hansalaya Building, 11th & 12th Floor, 15, Barakhamba Road, New Delhi - 110 001.

### **REGISTRAR AND SHARE TRANSFER AGENT**

Karvy Computershare Private Limited Plot Nos. 17 to 24, Vittal Rao Nagar, Madhapur, Hyderabad - 500 081.

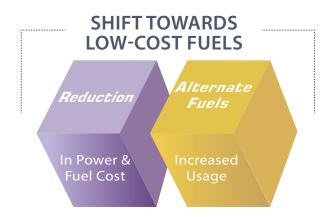


<sup>\*</sup> Resigned w.e.f. 15th May, 2014

# DALMIA BHARAT GROUP INDIA'S LEADING CEMENT PLAYER



\*Including subsidiaries and associate

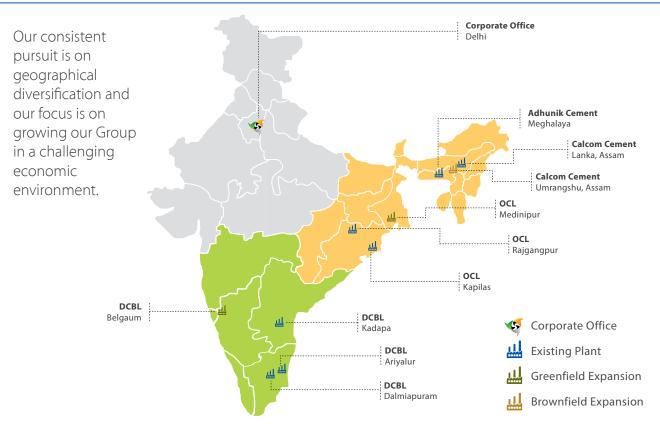


We are one of the leading cement producers of India with an aggregated capacity of over 20 million tonnes (MnT) per annum (including subsidiaries and associate). With a presence in Southern, Eastern and North Eastern parts of India, we are dedicated to manufacture high-quality cement using the advanced technology in our production processes. We are the pioneers in super-specialty cements used for oil wells, railway sleepers and air-strips.

We remain focussed on achieving scale, deepening our product portfolio and widening our presence by way of organic and inorganic growth. Through advanced technology and resource optimisation, we are committed to create sustainable value for our shareholders.

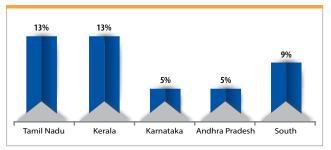
# **PRESENCE**



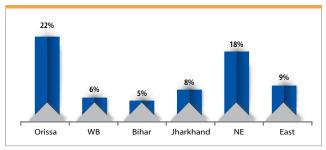


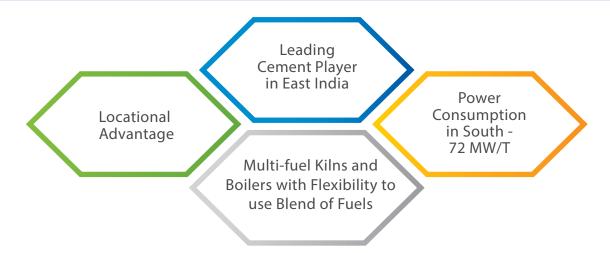
### **OUR MARKET SHARE**

#### SOUTHERN REGION MARKET SHARE IN FY2014



#### EASTERN REGION & NORTH-EAST MARKET SHARE IN FY2014





# OUR VALUES -HELP US GROW

#### **LEARNING**

Fire represents Learning. Fire within is the source of curiosity, which spurs learning. The creative application of learning, in turn, fosters innovation.

Leveraging our key learnings to Strengthen our Operations.



Water is representative of Teamwork. As a natural, free flowing, pleasant solvent, water embodies the qualities of trust, mutual respect and collaboration.

#### **SPEED**

Air denotes Speed. It empowers and evokes passion, nurtures growth.

Teamwork with Speed – our Key to Readiness.

## **EXCELLENCE**

Earth represents Excellence. Its ability to withstand extreme heat and pressure is essential for taking on big challenges.

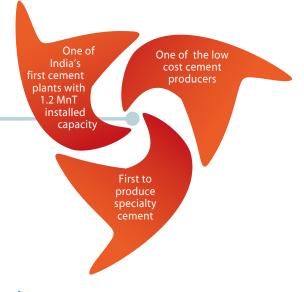
*Innovation and Agility is* the path to Excellence.

# OUR **EVOLUTION**



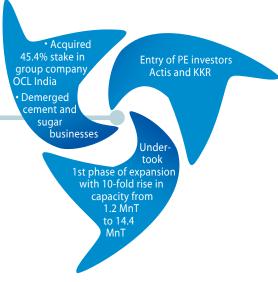
## **TILL 2005**

A STEADY START



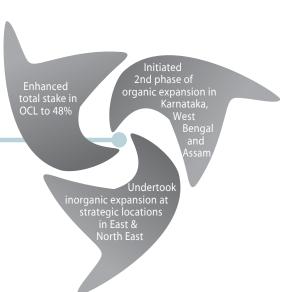
## 2006-2012

BUILT SCALE



## 2013-2014

RENEWED FOCUS ON OPERATIONS



# LETTER TO SHAREHOLDERS



Puneet Dalmia, Director

Gautam Dalmia, Director



Post-completion of all the expansions, our total capacity including all our subsidiaries and our associate will be over 20 MnT