

ANNUAL  
REPORT 2019-20



# SOLID FOUNDATIONS. SUSTAINED EFFORTS.



# CONTENTS

## 1

### Corporate Overview

04	Ramco Cements: Built on a Solid Value-Centric Foundation
06	Extensive Geographical Presence
08	Growing Sustainably Over the Years
12	Message from the Chairman
14	Message from the CEO
16	Responding to the Need of the Nation
18	Augmenting Capacities in Strategic Locations
20	Our Existing Capacities
22	Building on Business Excellence
26	Setting New Benchmarks of Sustainability
28	Innovating across Products and Services for a Superior Customer Experience
31	Aiming Higher with New Opportunities
32	Growing Responsibly
36	Awards and Accolades
38	Board of Directors
40	Leadership Team
42	15-year Highlights
43	Corporate Information

## 2

### Statutory Reports

44	Notice to the Members
50	Board's Report
108	Business Responsibility Report

## 3

### Financial Statements

117	Separate Financial Statements
187	Consolidated Financial Statements



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this report at  
[www.ramcocements.in](http://www.ramcocements.in)



**Shri. P.A.C. Ramasamy Raja**  
Founder  
1894-1962

Guided by his Values



**“Gurubakthamani”**  
**Shri. P. R. Ramasubrahmaneya Rajha**  
Sridharmarakshakar - Former Chairman  
1935-2017

Built by his Vision

“Lives of great men all remind us,  
we can make our lives sublime, and,  
departing, leaves behind us, footprints  
on the sands of time”

# **RAMCO CEMENTS IS A PERFECT CONFLUENCE OF UNCOMPROMISING TRADITIONAL VALUE SYSTEMS AND MODERN, STRATEGY-ORIENTED THINKING.**

On one hand our enduring values form the core on which our solid foundation is built. It symbolises our ethos of forging binding relationships, unflinching commitment to integrity and foresight that determine our lasting success. On the other, our modern, strategic-oriented thinking powers us to a progressive trajectory underpinned by innovation, technology excellence and unrelenting passion to excel in a competitive industry with differentiated products and services.

Together they combine into a powerful and unique business structure that is strong and integrated enabling us to transcend iconic milestones of distinctive achievements and remain sustainable in the long-term.

Powered by our vision to build on our solid foundation, we are undertaking sustained efforts to move aggressively and persistently forward by understanding our customers' needs better. We are creating capacities and capabilities while entering strategic locations with high growth potential. We are reinventing ourselves to become a complete cement solution provider while focussing on premiumisation and differentiation. And we have mapped a strategic growth charter structured to capitalise on our strong foundations and culture of excellence.

At Ramco Cements, we are bolstering our core capabilities to ensure sustainable progress and unleash greater value for our stakeholders.



**RAMCO CEMENTS IS THE COUNTRY'S 5TH LARGEST CEMENT PRODUCER AND THE MOST POPULAR BRAND IN SOUTH INDIA WITH GROWING PRESENCE IN EAST INDIA. WITH OUR HIGH-QUALITY AND WIDE PRODUCT PORTFOLIO FOR DIVERSE APPLICATIONS, WE ARE CATERING TO THE NEEDS OF INSTITUTIONAL CUSTOMERS AND INDIVIDUAL HOME BUILDERS AND CONTRIBUTING TOWARDS THE INFRASTRUCTURE DEVELOPMENT OF THE NATION. WE HAVE FACILITATED EASE OF CUSTOMERS WITH ANYTIME AVAILABILITY AND LAST MILE DELIVERY OF PRODUCTS THROUGH OUR EXTENSIVE DEALER NETWORK.**



**Marquee projects where Ramco Cement has been used**



Thevara Bridge (Kerala)



Sinclairs Tourist Resort  
(Burdwan, West Bengal)



West Bengal Highway Corporation



Irrigation project by L&T  
(Kalahandi, Odisha)



# Ramco Cements: Built on a Solid Value-Centric Foundation

## Profile

Ramco Cements, headquartered in Chennai, commenced operations in 1961. The Company's main product is Portland cement, which is manufactured across its 10 state-of-the-art production facilities, including integrated cement plants and grinding units. We also produce Ready Mix Concrete and Dry Mortar products, alongside operating one of the largest wind farms in the country.

## Our reputation 5<sup>th</sup> largest

Cement manufacturer in the country

## Leading player

in South India

## 6 decades of experience

12

Products

3,327

People employed

## Extensive customer base

## Differentiation rooted in core values




**Legacy of excellence, value delivery and trust**

- Trusted by consumers and business value chain



**Operational excellence and cost efficiencies**

- State-of-the-art Research and Development centre and manufacturing facilities
- Proximity to raw material suppliers, end consumer markets and seaports
- Captive power sufficiency



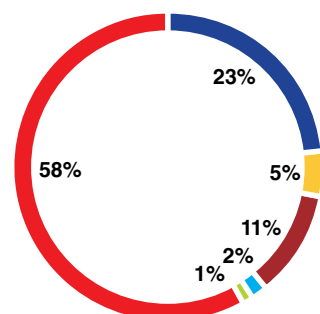
**Large, satisfied customer base**

- Value-added proposition of premium, high quality and value for money products and excellent services
- Providing right products for right application
- Insulates from the risk of being dependent on a single large customer

## Value added by our business activities

FY 2019-20

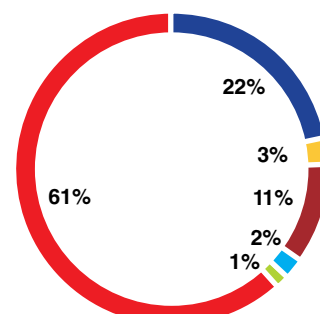
₹ 3,393.34 Crores



- Retained for business (including depreciation and deferred tax)
- Paid to employees as wages and benefits
- Contribution to the society

FY 2018-19

₹ 3,177.93 Crores



- Providers of debt
- Providers of equity capital
- Contribution to the national exchequer



#### **Robust Information Technology platform**

- Centralised control centre
- Hassle-free, real time supply chain management



#### **Integrated operations**

- Presence across value chain – procurement, manufacturing, marketing, logistics and distribution
- Better control on costs, processes, quality and productivity



#### **Inclusive and sustainable progress**

- Community welfare
- Environment-friendly operations, green products and compliance to regulatory requirements




#### **Extensive dealer network**

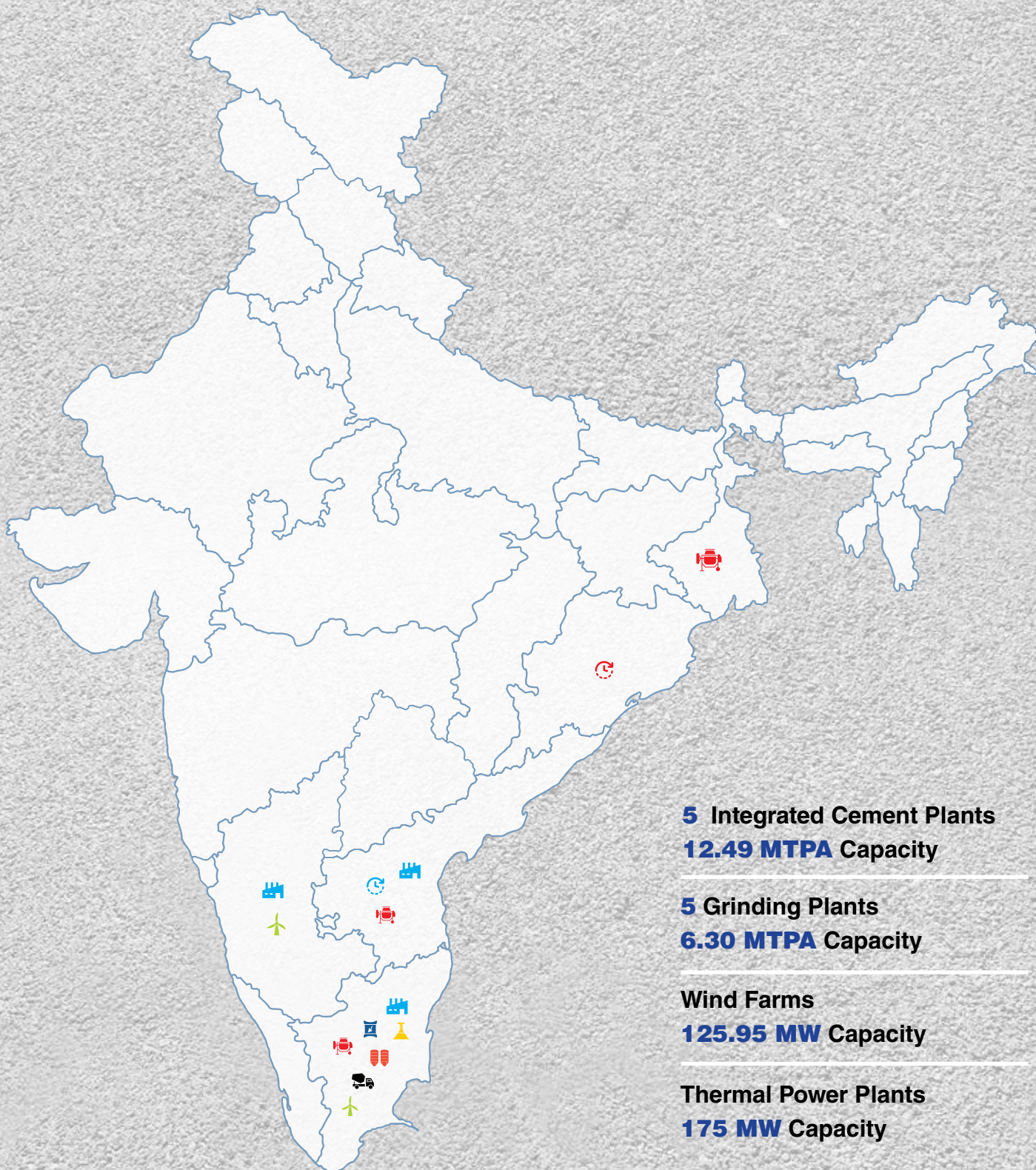
- Direct dealing with many dealers, sub dealers and end users
- Focus on rural side to ensure deeper penetration

## **Delivering value creation for Stakeholders**



 Chairman & Managing Director, Shri.P.R.Venketrama Raja, addressing the gathering at the launch of RAMCO SUPERCRETE

# Extensive Geographical Presence



Map not to scale, for illustration purpose only



#### **Integrated Cement Plants**

Ramasamy Raja Nagar, Virudhunagar District, Tamil Nadu.

Alathiyur, Cement Nagar, Ariyalur District, Tamil Nadu.

Govindapuram Village, Ariyalur District, Tamil Nadu.

Jayanthipuram, Kumarasamy Raja Nagar, Krishna District, Andhra Pradesh.

Methodu, Hosadurga, Chitradurga District, Karnataka.



#### **Upcoming**

Kalavatala, Kurnool District, Andhra Pradesh.



#### **Grinding Units**

Kattuputhur Village, Uthiramerur, Kancheepuram District, Tamil Nadu.

Singhipuram Village, Valapady, Salem District, Tamil Nadu.

Kolaghat, Purba Medinipur District, West Bengal.

Gobburupalam, Amir Sahib Peta Post, Kasimkota Mandal, Vizag, Andhra Pradesh.

Kharagpur, Paschim Medinipur, West Bengal.



#### **Upcoming**

Haridaspur, Jajpur District, Odisha



#### **Packing Plant**

Kumarapuram, Kanyakumari District, Tamil Nadu.



#### **Readymix Concrete Plant**

Chennai, Tamil Nadu.



#### **Dry Mortar Plant**

Sriperumbudur, Tamil Nadu.



#### **Ramco Research & Development Centre**

Chennai, Tamil Nadu.



#### **Wind Farms**

Thandayarkulam, Tamil Nadu

Veeranam, Tamil Nadu

Muthunaickenpatti, Tamil Nadu

Pushpathur, Tamil Nadu

Udumalpet, Tamil Nadu

Vani Vilas Sagar, Karnataka

GIM II Hills, Karnataka



# Growing Sustainably Over the Years

10-year comparison of Key Performance Parameters (FY 2010-11 vs FY 2019-20)

Net revenue from operations growth

**2.04x**

FY 2010-11

₹ 2,644.69 Crores

FY 2019-20

₹ 5,405.64 Crores

EBITDA growth

**1.79x**

FY 2010-11

₹ 657.31 Crores

FY 2019-20

₹ 1,173.82 Crores

Profit after tax growth

**2.85x**

FY 2010-11

₹ 210.98 Crores

FY 2019-20

₹ 601.09 Crores

Market capitalisation growth

**4.98x**

FY 2010-11

₹ 2,427 Crores

FY 2019-20

₹ 12,082 Crores

Net Worth growth

**2.84x**

FY 2010-11

₹ 1,734.51 Crores

FY 2019-20

₹ 4,918.56 Crores

Gross fixed assets growth

**1.96x**

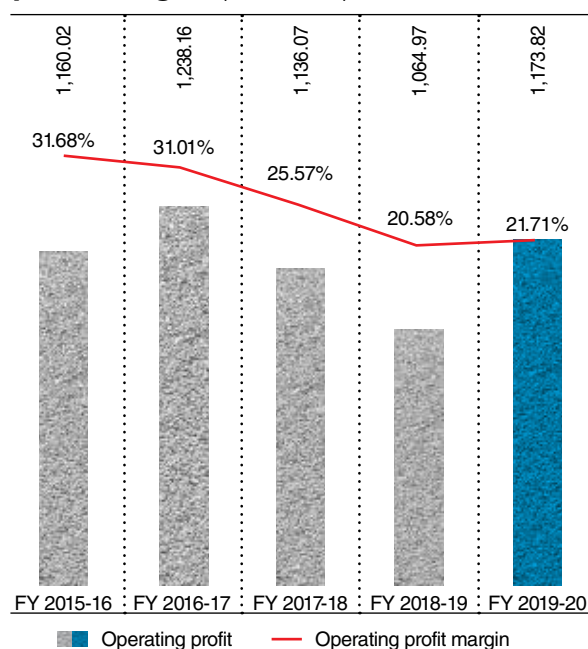
FY 2010-11

₹ 5,836.88 Crores

FY 2019-20

₹ 11,443.15 Crores

Operating profit and operating profit margin (₹ in Crores)



PAT and PAT margin

(₹ in Crores)

