

ANNUAL REPORT
2020-21



Consolidating Strengths. Ready for Future.



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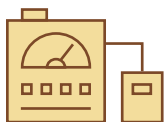
Financial statements

- 125 Separate financial statements
- 203 Consolidated financial statements



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Cement manufacturing facilities



1

R&D centre

**More than 6 decades
of experience**



Read online or download this report at
www.ramcocements.in

GUIDED BY HIS VALUES



Shri. P.A.C. Ramasamy Raja

Founder
1894-1962

BUILT BY HIS VISION



“Gurubakthamani”

Shri. P. R. Ramasubrahmaneya Rajha

Sridharmarakshakar - Former Chairman
1935-2017

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

Consolidating strengths. Ready for future.

We believe that the key to achieving long-term growth and be future-ready remains in our ability to strategically leverage our strengths and seize opportunities.

At Ramco Cements, this is what we have been doing with single-minded and unwavering focus. We have been continually augmenting capacities in new strategic locations with increased emphasis on integration for logistics and cost efficiencies and on sustainability for responsible growth. We are investing in IT and better manufacturing technologies to enhance our operational efficiency and optimise cost. We have intensified research and innovation to enhance portfolio with superior, value-added cements. And, we have created an ecosystem aimed at helping customers choose the right products for right applications to get maximum benefit from our products.

During the financial year (FY) 2020-21, these efforts reaped benefits as we delivered growth in profits and market share gain even amidst unprecedented challenges.

Our scale, integrated and responsible operations, innovation capabilities and network, reinforces our confidence in a growing Indian economy where the rapid infrastructure creation and the reviving real estate demand are bound to unleash mega opportunities. We are well-positioned to conquer the expanding market opportunities, especially in largely underpenetrated markets of eastern India, where a large part of infrastructure creation is happening.



Company overview

A name that resonates dominance

The Ramco Cements Limited is the fifth-largest cement producer in India and the most popular cement brand in South India. In our six-decade experience, our products have found applications in multiple marquee projects as well as won the trust of millions of customers.

About us

Since our commencement of operations in 1961, Ramco Cements has been one of the well-renowned cement manufacturers across the country. Headquartered in Chennai, we manufacture various grades of cement, in addition to ready mix concrete and dry mortar products. Over the years, we have established a widespread dealer and sub-dealer network, and enduring relationships with stakeholders. We are accredited with ISO 9001:2015, ISO 14001:2015 and OHSAS 18001 certification, which validate our quality management system, compliance with stringent environmental norms and occupational health and safety of employees, respectively.

We are listed on both National Stock Exchange of India Limited (NSE) and BSE Limited (BSE) with a market capitalisation that stood at ₹23,650 crores as on March 31, 2021.

Ethos

VISION

- To continuously improve productivity through quality, technology upgradation and customer focussed operations
- To position ourselves in the cement business as a pacesetter and grow in the same and related business
- To seek greenfield location for growth on the basis of developed synergies of the existing operations
- To operate economically, socially and environmentally sustainable manner
- To update management practices on a continuous basis and maintain a culture of professional management
- To conserve, protect and enhance quality of life for our employees and community
- To preserve the credence in our motto "our real resources are the human assets"



VALUES

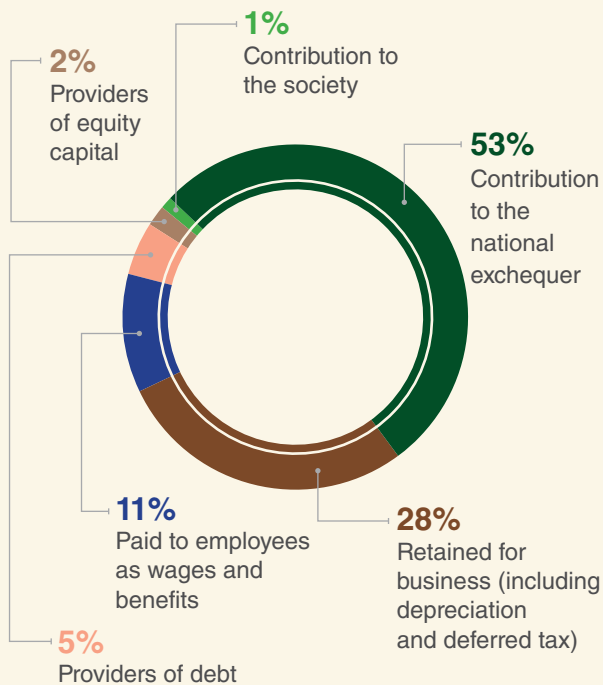


- Customers continued satisfaction and the sensitivity to their needs is our source of strength and security. If there is no customer, there is no business
- We do not look at productivity as a game in numbers. We try to learn from others, be committed to quality and always stay ahead in terms of technology
- Our self-determined ethical governance standards light our path of progress
- We have strong faith in the innate creative abilities and infinite potential of human resources. Freedom to professional managers, open channels of communication, transparency in whatever we do, participative management, involvement of the workers in their leisure time in community and social work are evidences of our faith in human resources
- We believe that when the organisation grows, the society and the community around us should also grow
- Even while continuing to achieve sustained growth through fair, just and ethical means, we strongly believe in respecting others sentiments and values

Value added by business activities

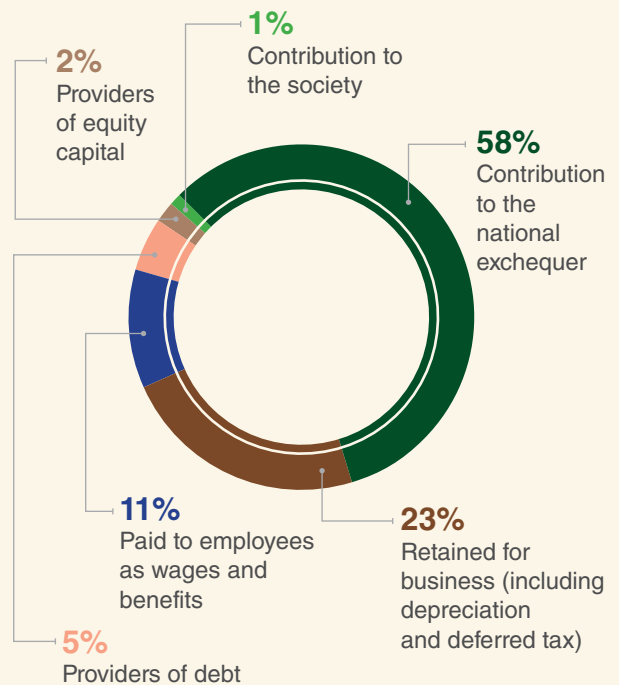
FY 2020-21

₹ 3,762.40 crores



FY 2019-20

₹ 3,393.34 crores



19.40 MTPA

Total cement manufacturing capacity (Integrated cement plants - 12.20 MTPA Satellite grinding units 7.20 MTPA)

3,374

Employee strength as on March 31, 2021

8,285

No. of Dealers

15,385

No. of Sub-Dealers

318.95 MW

Captive power capacity (Thermal Power – 175 MW Waste Heat Recovery System – 18 MW Windfarms – 125.95 MW)

AA+ (stable)

Credit rating by ICRA for long-term borrowings

A1+

Credit rating by both ICRA and CRISIL for short-term borrowings

*MTPA: Million tons per annum

Manufacturing facilities

Our manufacturing excellence

We have state-of-the-art manufacturing units having modern equipment, digital and sustainable technologies, and captive power plants. This enables us to achieve quality, operational excellence and environmentally sustainable manufacturing. We are consistently focussed on becoming leaner and self-sufficient.

Manufacturing excellence

- **Sustainable and cost-effective logistics:** Proximity to raw material sources and end markets as well as seaports and rail routes
- **Sustainable and cost-effective power:** Captive power meets 87% of internal requirement of which 9% is through renewable sources i.e. green power
- **Sustainable and cost-effective raw material:** Use of industrial wastes in manufacturing



Integrated cement plants



Ramasamy Raja Nagar, Virudhunagar,
Tamil Nadu

2.00

Cement capacity (MTPA)

25 MW

Captive power (TPP)



Alathiyur, Ariyalur,
Tamil Nadu

3.05

Cement capacity (MTPA)

42 MW

Captive power (TPP)



Govindapuram Village, Ariyalur,
Tamil Nadu

3.5

Cement capacity (MTPA)

66 MW

Captive power (TPP)



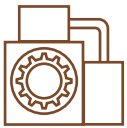
Jayanthipuram, Kumarasamy Raja Nagar,
Andhra Pradesh

3.65

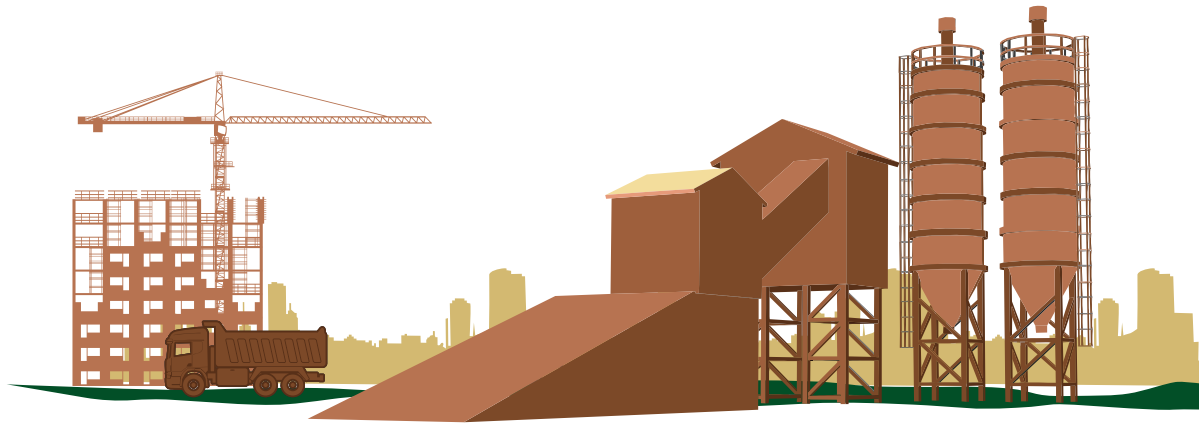
Cement capacity (MTPA)

60 MW

Captive power (WHRS + TPP)



Grinding units



Uthiramerur, Kancheepuram,
Tamil Nadu

0.50

Cement capacity (MTPA)

Uses green power of 4.95 MW from the Company's windfarms



Valapady, Salem,
Tamil Nadu

1.60

Cement capacity (MTPA)

Uses green power of 9.90 MW from the Company's windfarms



Gobburupalam, Vizag,
Andhra Pradesh

2.00

Cement capacity (MTPA)

Uses 3.70 MW of gas power from Andhra Pradesh Gas Power Corporation Limited



Kharagpur, Paschim Medinipur,
West Bengal

0.20

Cement capacity (MTPA)



Kolaghat, Purba Medinipur,
West Bengal

2.00

Cement capacity (MTPA)



Haridaspur, Jajpur District,
Odisha

0.90

Cement capacity (MTPA)

Geographic presence

Extensive and expanding market presence

Leveraging decades of experience, we have emerged as one of the leading manufacturers of cement in India, on the back of a strong distribution network and consistency in expanding our reach across new markets. With our four integrated plants and six grinding units, we have presence across ten states of India. We have a deep presence in the South India markets, and a growing presence in East India markets and in Sri Lanka and Maldives.

Integrated cement plants

1. Ramasamy Raja Nagar, Virudhunagar District, Tamil Nadu
2. Alathiyur, Cement Nagar, Ariyalur District, Tamil Nadu
3. Govindapuram Village, Ariyalur District, Tamil Nadu
4. Jayanthipuram, Kumarasamy Raja Nagar, Krishna District, Andhra Pradesh

Upcoming Integrated cement plant

5. Kalavatala, Kolimigundla Mandal, Kurnool District, Andhra Pradesh

Grinding units

6. Kattuputhur Village, Uthiramerur, Kancheepuram District, Tamil Nadu
7. Singhipuram Village, Valapady, Salem District, Tamil Nadu
8. Kolaghat, Purba Medinipur District, West Bengal
9. Gobburupalam, Amir Sahib Peta Post, Kasimkota Mandal, Vizag, Andhra Pradesh
10. Kharagpur, Paschim Medinipur District, West Bengal
11. Haridaspur, Jajpur District, Odisha

Packing plant

12. Kumarapuram, Kanyakumari District, Tamil Nadu

Readymix concrete plant

13. Chennai, Tamil Nadu

Dry mortar plant

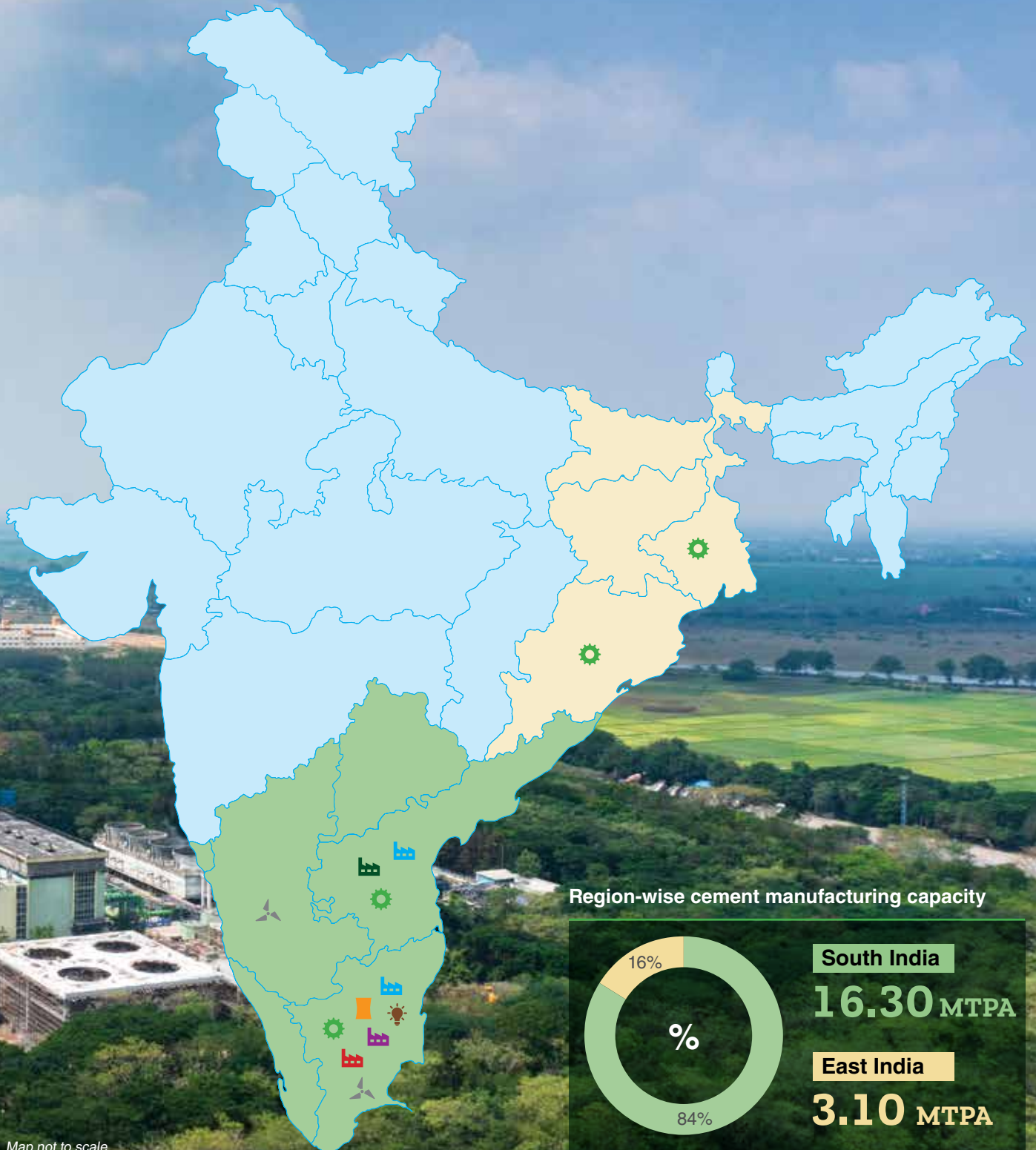
14. Sriperumbudur, Tamil Nadu

R&D centre

15. Chennai, Tamil Nadu

Wind farms

16. Thandayarkulam, Tamil Nadu
17. Veeranam, Tamil Nadu
18. Muthunaickenpatti, Tamil Nadu
19. Pushpathur, Tamil Nadu
20. Udumalpet, Tamil Nadu
21. Vani Vilas Sagar, Karnataka
22. GIM II Hills, Karnataka



Product suite

Right cement for right application

At Ramco Cements, we strive to serve our customers with diverse grades of cements, suited best for specific requirements. Over the years, we have evolved from manufacturing predominantly OPC (Ordinary Portland Cement) grade to multiple grades of blended cement, ready mix concrete and dry mix products. These products serve the diverse needs of institutional customers, individuals, home buyers and infrastructure development.

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Types of cement produced

Cement



Ramco Supergrade

For producing durable concrete with less heat of hydration and lesser lime leaching.



Ramco Supercrete

For producing crack-free concrete on the back of the high strength of cement with low heat of hydration.



Ramco Superfine EFC

For producing highly durable concrete with enhanced impermeability.



Ramco Super Steel

For producing high-grade concrete which can withstand extreme climatic conditions.



OPC 53

For producing high strength concrete.



OPC 43

For producing high strength concrete suited for cement sheet manufacturing and government works.



OPC 53 INFRA

For producing concrete with high slump retention, suited for infrastructure projects such as bridges, flyovers and tunnels, among others.



OPC 43 INFRA

For producing high strength concrete with high slump retention, suited for government projects such as nuclear power plants.