



DCM Shriram Ltd.

Q2 2023 - Results Presentation

October 19, 2022

Safe Harbour

Certain statements in this document may be forward-looking. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. DCM Shriram Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Note: All figures/ ratios mentioned in the presentation are consolidated unless otherwise mentioned.

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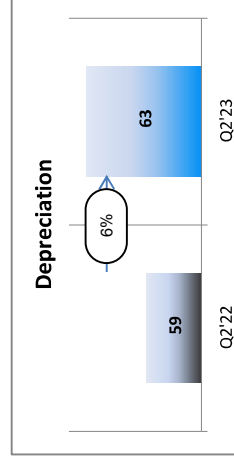
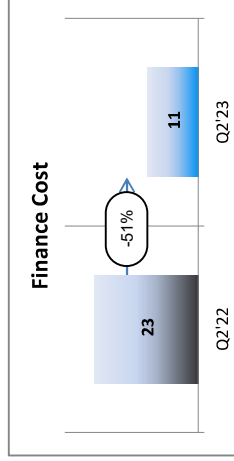
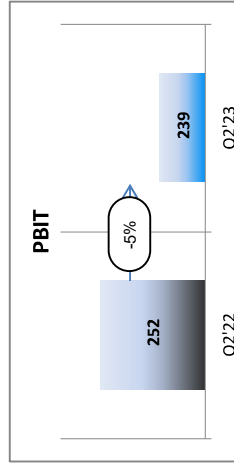
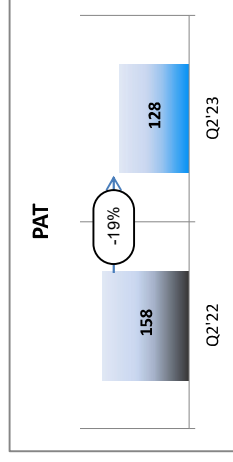
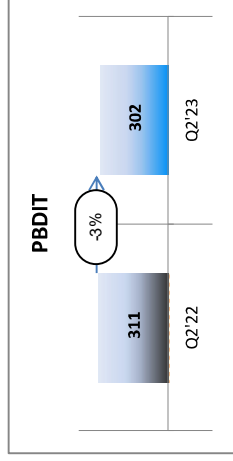
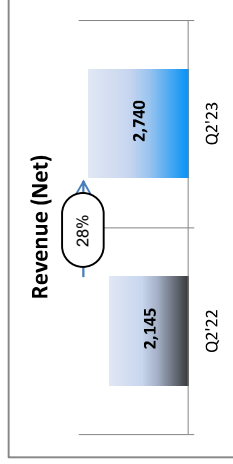
Q2 FY23

YTD FY23

Management Message & Segments

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Financial Snapshot – Q2 FY23



- **Surplus net of Debt** as on 30th September, 2022 is Rs. 35 crs vs net debt of Rs 4 crs as on 31st March, 2022.
- **ROCE #** for the period came in at 36.0% vs 26.1% for LY.
- **Final Dividend** recommended by the Board at 230% amounting to Rs 71.73 crs.

* Net revenue includes operating income. Net of excise duty of Rs 136 crs (LY 33) on country liquor sales.

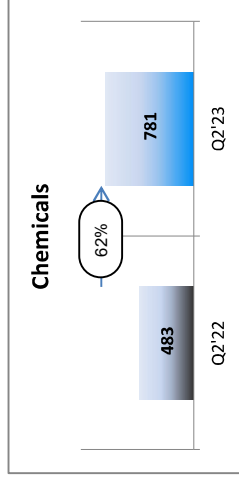
** This is Gross finance cost. Finance cost net of Interest / Dividend income and Interest subsidy/grants for Q2 FY23 at –ve Rs 13.5 crs. (LY 3.6)

*** Tax cash outflow is limited MAT (17.47%).

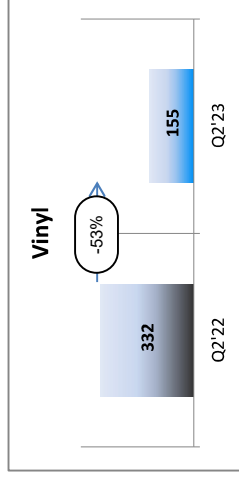
ROCE calculated on average of capital employed at end of the quarters & trailing 12 month PBIT. Capital Employed excludes CWIP and Liquid Investments

Note: All figures in Rs. Crs

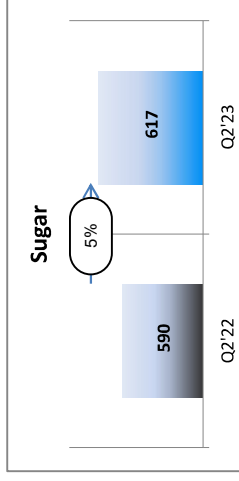
Revenue Drivers – Q2 FY23



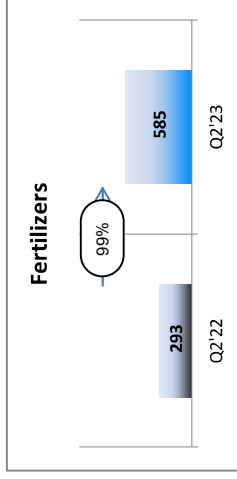
- ECU prices up 74% YoY.
- Volumes were stable



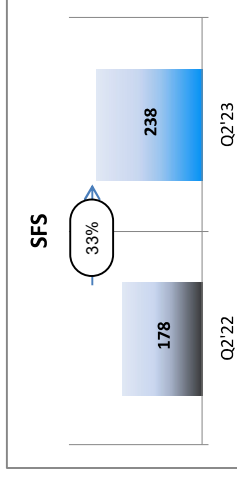
- PVC Volumes lower by 45% and prices by 32%
- Carbide prices declined by 9%



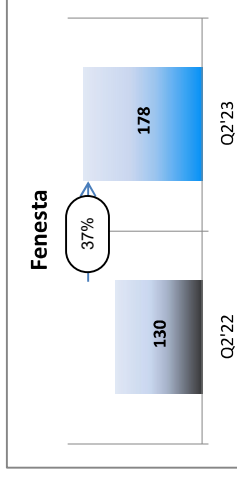
- Sugar & Ethanol prices were higher YOY
- Sugar volumes inline with last year



- Revenue growth led by higher gas prices which is a pass through.
- Volumes up 8% YoY



- Price and volume growth across most product categories

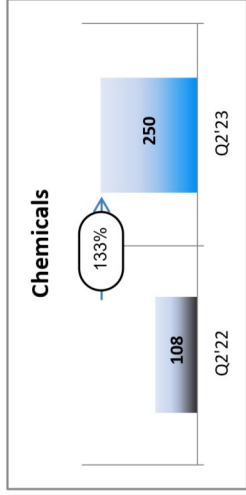


- Revenues led by volumes in Project segment and higher prices
- Order Book is up 6% YoY

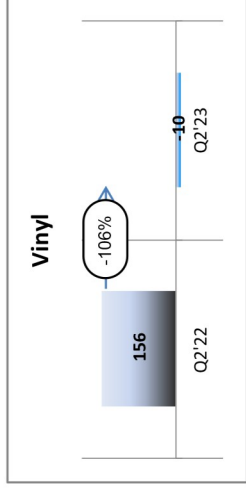
Net revenue includes operating income. Net of excise duty of Rs 136 crs (LY 33) on country liquor sales.

Note: All figures in Rs. Crs

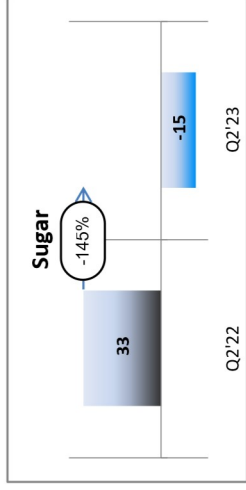
PBDIT Drivers – Q2 FY23



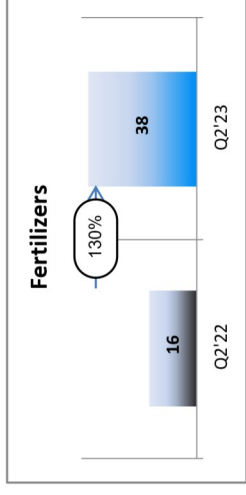
- Led by higher ECU prices
- Energy prices continue to be high



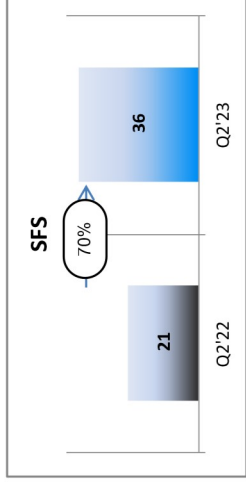
- PVC negative at EBITDA level, with lower prices and high energy costs.
- PVC Volumes were lower
- Carbide volumes stable, prices lower by 9%



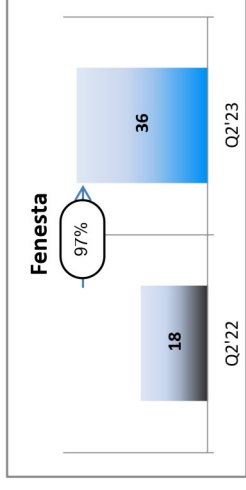
- Higher domestic sugar and ethanol prices contributed to the earnings though could not compensate for the higher input costs of last season
- Previous period impact of about (-ve) Rs.15 crs



- Led by better energy efficiency and energy saving rate
- Volumes up 8% YoY.



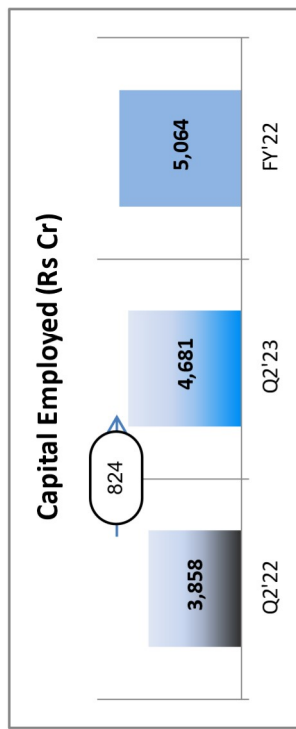
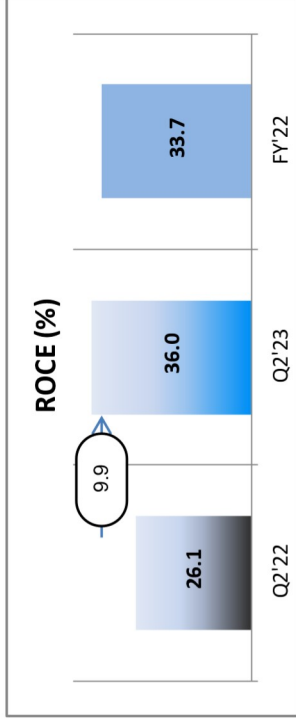
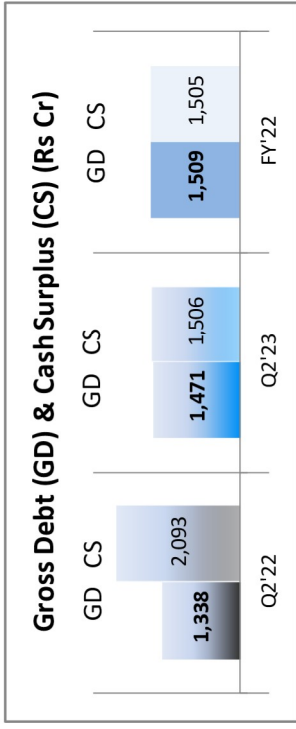
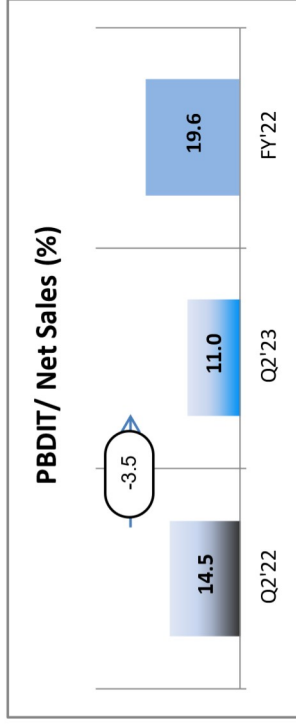
- Margin improvement primarily in Specialty nutrition products



- Higher volumes in project segment
- Better margins in retail and projects segment.

Note: All figures in Rs. crs

Returns & Leverage



Note: All nos / ratios are on consolidated basis.

Net Debt/ PBDIT ratios are calculated on trailing 12 months PBDIT

ROCE calculated on average of capital employed at end of the quarters & trailing 12 months PBIT. Capital Employed excludes CWIP and Liquid Investments.

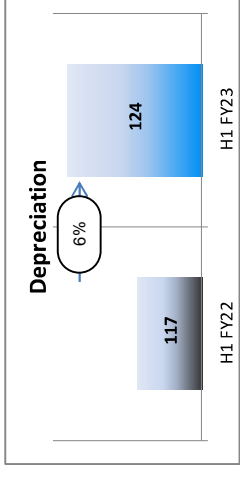
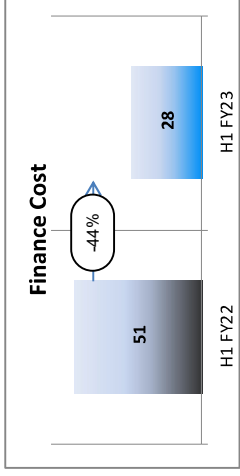
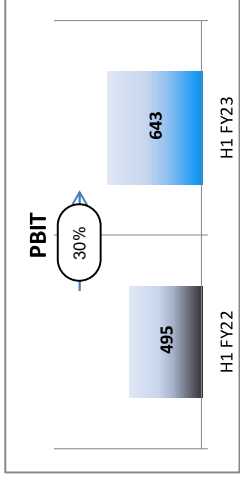
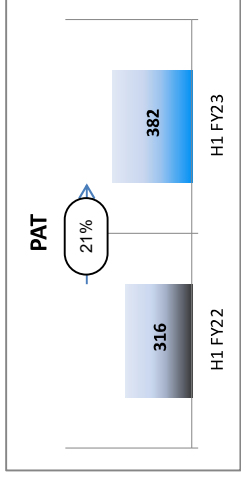
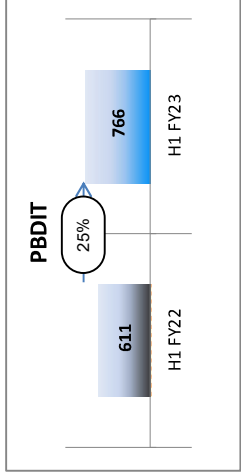
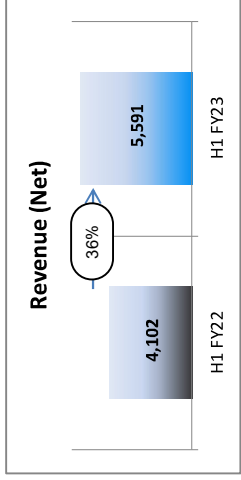
Segment Performance – Q2 FY23

Segments	Revenues			YoY % Change	PBIT			YoY % Change	PBIT Margins %	
	Q2'23	Q2'22	YoY % Change		Q2'23	Q2'22	YoY % Change		Q2'23	Q2'22
	Chloro-Vinyl	936	814		15	214	238		-10	23
Sugar	617	590	5	-35	14	-	-	2		
SFS	238	178	33	36	21	69	15	12		
Bioseed	88	77	13	-3	-16	-	-	-		
Fertilizer	585	293	99	35	14	152	6	5		
Others	300	209	43	19	10	85	6	5		
-Fenesta	178	130	37	31	15	109	17	11		
-Cement	39	45	-14	-14	-4	-	-	-		
-Polytech & Hariyali	84	34	145	2	-1	-	2	-		
Total	2,764	2,163	28	265	281	-6	10	13		
Less: Intersegment Revenue	24	18	35							
Less: Unallocable Exp. (Net)				26	29	-12				
Total	2,740	2,145	28	239	252	-5	9	12		

* Net of excise duty of Rs 136 crs (L Y 33) on country liquor sales.

Note: Net revenue includes operating income

Financial Snapshot – HY FY23



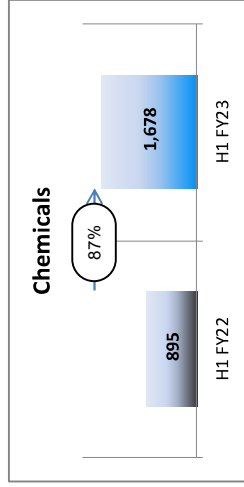
* Net revenue includes operating income. Net of excise duty of Rs 256 crs (LY 84) on country liquor sales.

** This is Gross finance cost. Finance cost net of Interest / Dividend income and Interest subsidy/grants for H1 FY23 at –ve Rs 14.8 crs. (LY 14.3)

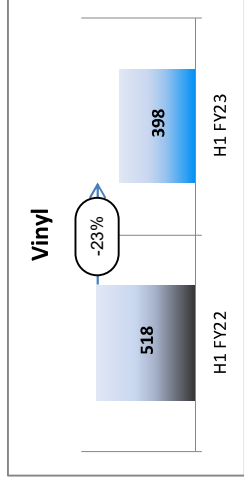
*** **Tax cash outflow is limited MAT (17.47%)**

Note: All figures in Rs. Crs

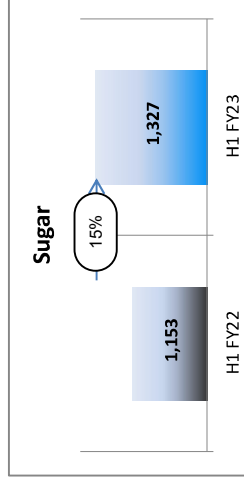
Revenue Drivers – HY F23



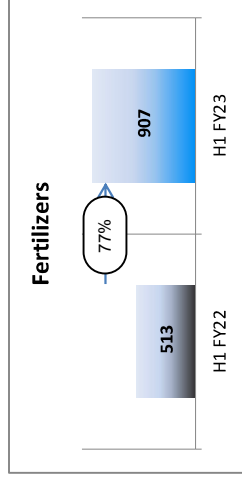
- ECU prices up 89% YoY. Product prices across categories were also up YoY.
- Caustic volumes were up 5% YoY



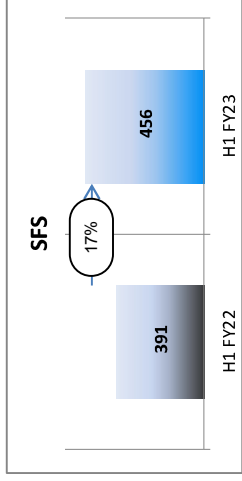
- PVC volumes lower by 22% and prices lower by ~14% on an average
- Carbide volumes up 43% YoY. Prices were at LY levels



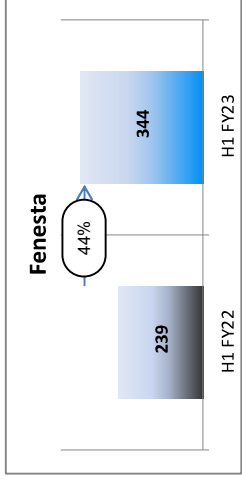
- Sugar volumes up 10% YoY.
- Prices were higher for Ethanol and Sugar



- Revenue growth led by higher gas prices which is a pass through. Volumes down 2% YoY



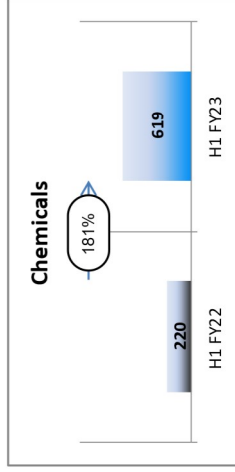
- Revenues driven by growth across product categories



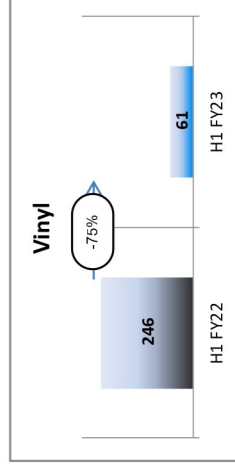
- Revenues led by volumes in project segment and better margins across segments
- Order Book is up 39% YoY.

Net revenue includes operating income. Net of excise duty of Rs 256 crs (LY 84) on country liquor sales.
Note: All figures in Rs. Crs

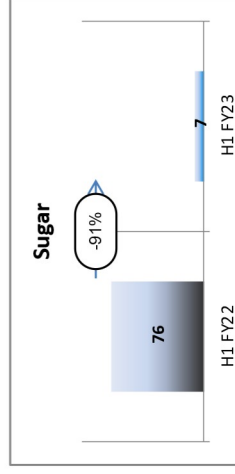
PBDIT Drivers – HY FY23



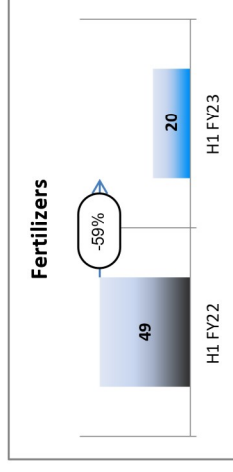
- Led by higher ECU prices
- Power & Salt costs continue to be high



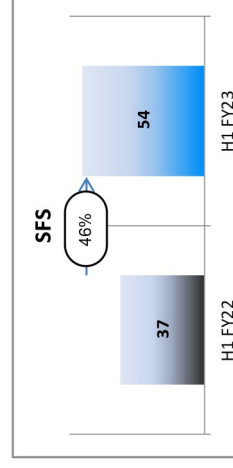
- PVC marginally positive at PBDIT level, with lower prices and high energy costs
- PVC Volumes were lower
- Carbide volumes and prices were stable but energy costs are up YoY



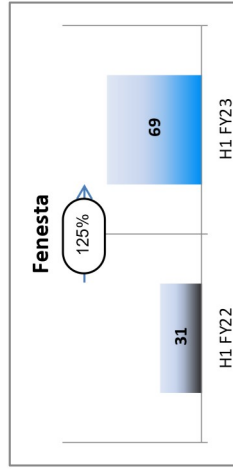
- Higher domestic sugar and ethanol prices contributed to the earnings but could not compensate for higher input costs.



- LY received arrears of Rs 33 cr.
- Led by better energy efficiency and energy saving rate. Volumes down 2% YoY



- Driven by better margins across product categories



- Higher volumes & margins in project segment.
- Better margins in retail segment

Segment Performance – HY FY23

Segments	Revenues			YoY % Change	PBIT			YoY % Change	PBIT Margins %	
	H1 FY23	H1 FY22	H1 FY22		H1 FY23	H1 FY22	H1 FY22		H1 FY23	H1 FY22
Chloro-Vinyl	2,076	1,413	47	627	416	51	30	29		
Sugar	1,327	1,153	15	-33	38	-	-	3		
SFS	456	391	17	53	37	45	12	9		
Bioseed	293	266	10	15	9	68	5	3		
Fertilizer	907	513	77	15	44	-67	2	9		
Others	599	413	45	31	17	81	5	4		
-Fenesta	344	239	44	59	23	150	17	10		
-Cement	82	91	-11	-33	-5	-	-	-		
-Polytech & Hariyali	173	83	108	5	-2	-	3	-		
Total	5,657	4,149	36	708	560	26	13	14		
Less: Intersegment Revenue	66	47	40	65	65	-1				
Less: Unallocable Exp. (Net)										
Total	5,591	4,102	36	643	495	30	11	12		

* Net of excise duty of Rs 256 crs (LY 84) on country liquor sales.

Note: Net revenue includes operating income

Management's Message

Commenting on the performance for the quarter and period ending September 2022, in a joint statement, Mr. Ajay Shriram, Chairman & Senior Managing Director, and Mr. Vikram Shriram, Vice Chairman & Managing Director, said:

We are glad to report a good overall performance during the quarter. The businesses continue to operate in a very volatile economic environment given the geo political uncertainties, climate change, monetary tightening and fears of recession around the corner. India is better placed with strong GDP growth but is not immune to above factors. Our Company also gets impacted by these factors but has inherent strength in its business model and financials to manage the tough operating environment.

Our Chemical business has performed well with reasonably firm product prices, a result of global supply chain imbalance. Vinyl business is facing headwinds of lower product prices with global decline in demand and higher sourcing from China. The major concern today for Chloro-Vinyl business is high energy prices which continue to be firm given the geo political instability. We are taking steps to reduce our energy costs by setting up additional 120 MW energy efficient captive coal based power plant and tying up for 50MW renewable power. We plan to take more such steps to reduce our costs as well as increase our green footprint.

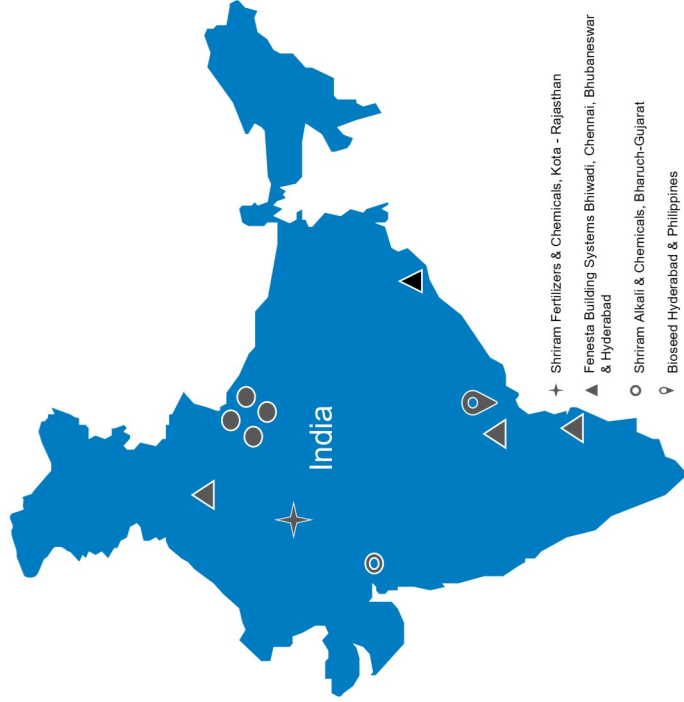
Sugar industry is poised for growth with favorable dynamics with respect to Ethanol as well as Sugar. For the state of UP there is a need for better policy support to push exports as well as cane juice based Ethanol. The Company is exploring opportunities to build multiple revenue streams beyond Sugar and Ethanol through Circular economy.

Agri Input business of Shriram Farm Solutions witnessed growth despite unfavorable monsoons

Fenesta business continues its growth trajectory with strong operating performance. It is now entering into business of Facades.

Our Investment projects of around Rs. 3,500 crs across businesses are under progress as per schedule. Given the health of our balance sheet and operating cash-flow, we will look forward to more growth avenues and enhance our scale, integration and cost efficiencies.

Our Businesses



Chloro-Vinyl Businesses

Caustic Soda (1,845 TPD)
Aluminum Chloride (75 TPD)
PVC Resins (220 TPD)
Calcium carbide (112,000 TPA)

Agri Businesses

Sugar (38,000 TCD)
Co-Gen (155 MW)
Distillery (350 KLD)*
Shriram Farm Solutions
Bioseeds
Fertilizers (379,500 TPA)

Other Businesses

Fenesta Building Systems (8,600 TPA)
Cement (400,000 TPA)
Polymer Compounds
Hariyali Kisaan Bazaar

The business is supported by 263 MW coal based power plant and 155 MW Co-Gen (Co-Gen included above).
 *On C Heavy Molasses

Chloro Vinyl Business

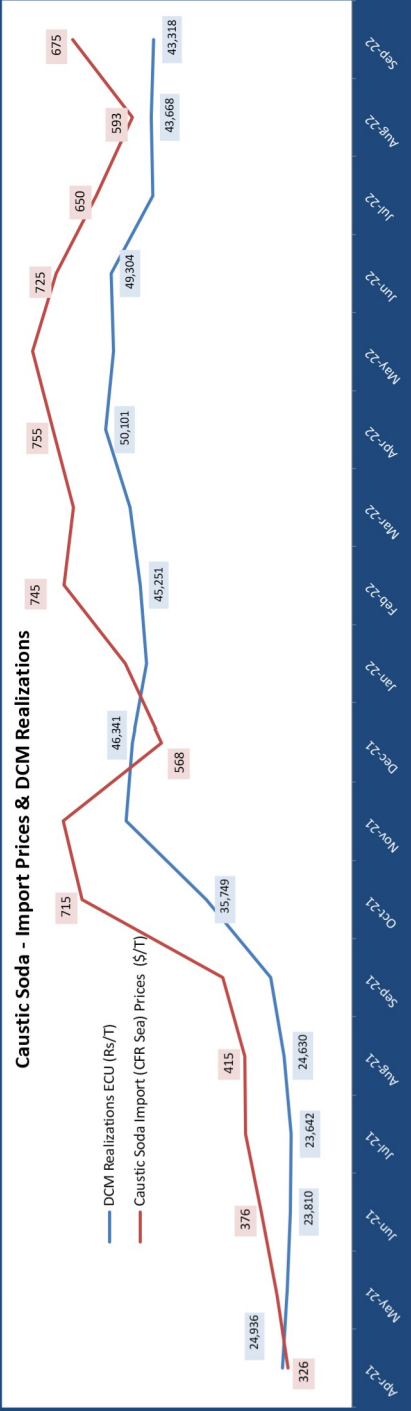
Particulars	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	Cap. Employed (Rs. Cr.)
Q2 FY23	936.2	214.2	2,531.0
Q2 FY22	814.3	238.2	1,682.4
% Shift	15.0	(10.1)	50.4
H1 FY23	2,075.8	626.9	2,531.0
H1 FY22	1,412.7	416.1	1,682.4
% Shift	46.9	50.7	50.4

Capital employed includes CWIP of Rs 923 crs at 30th September, 2022 vs Rs 538 crs at 31st March, 2022.

The Chloro-Vinyl business of the Company has highly integrated operations with multiple revenue streams and 225 MW captive power generation facilities. Chemicals operations are at two locations (Kota – Rajasthan and Bharuch – Gujarat), while Vinyl is at Kota only. Products includes Caustic (liquid and flakes), Chlorine, Hydrogen, Aluminum Chloride, PVC, Carbide, Stable Bleaching Powder.

Chemicals

Particulars	Operational		Financial		
	Caustic Sales (MT)	ECU Realisations	Revenues (Rs Cr.)	PBIT (Rs. Cr.)	PBIT Margin %
Q2 FY23	1,46,801	43,463	781.4	227.9	29.2
Q2 FY22	1,48,986	24,924	482.6	85.9	17.8
% Shift	(1.5)	74.4	61.9	165.3	63.9
H1 FY23	2,98,508	46,518	1,677.6	574.4	34.2
H1 FY22	2,83,593	24,628	894.9	178.1	19.9
% Shift	5.3	88.9	87.5	222.5	72.0



Chemicals

Industry Overview

- Supply constraints due to underutilization of capacities globally led by high energy costs and slow down in construction activities
- Exports up – Q2 FY23 at 1.27 vs 0.71 lac MT LY. Indian Imports down – Q2 FY23 at 0.41 vs 0.54 lac MT LY. H1 FY23 at 1.92 vs 1.20 lac MT LY. Indian Imports down – Q2 FY23 at 0.53 vs 1.07 lac MT LY.

Performance Overview

- Capacity utilization for Q2 FY23 at 87 % (LY 90%) (H1 FY23 at 89% vs 87% LY)
- Revenues up for Q2 FY23 62% YoY (H1 FY23 up 87% vs LY)
 - ECU prices for Q2 up 74% (H1 FY23 up 89%, QoQ down 12%). Higher prices had an impact of Rs 290 crs. Caustic prices continue to remain firm.
 - Caustic volumes for Q2 were down 1% (H1 FY23 up 5%, QoQ down 3%)
 - Exports were 25,500MT i.e. 17% of total sales in Q2 FY23 & 36,660MT i.e. 12% of total sales in H1 FY23
- PBIT up for Q2 FY23 165% YoY, (H1 FY23 up 222%)
 - Earnings driven by higher margins
 - Coal and Salt prices have put pressure on costs and continue to be firm.
- Projects: All projects on schedule and expected commissioning by Q4 FY 23 / Q1 FY 24.

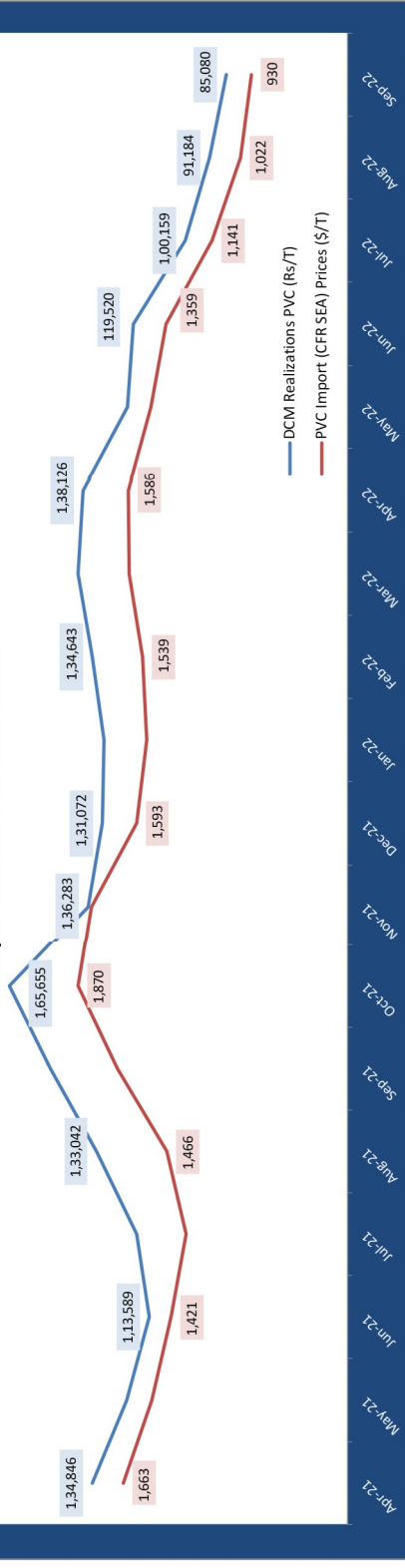
Outlook

- Cost pressures likely to continue and product prices expected to support costs, margins expected to be reasonable

Vinyl

Particulars	Operational			Financial			
	PVC Sales (MT)	PVC XWR Realisations	Carbide Sales (MT)	Carbide XWR Realisations	Revenues (Rs Cr.)	PBIT (Rs. Cr.)	PBIT Margin %
Q2 FY23	11,523	89,964	5,183	87,929	154.9	-13.7	-8.9
Q2 FY22	20,771	1,32,023	4,901	96,923	331.7	152.3	45.9
% Shift	(44.5)	(31.9)	5.7	(9.3)	(53.3)	-	-
H1 FY23	26,229	1,11,710	9,754	94,312	398.2	52.5	13.2
H1 FY22	33,731	1,29,243	6,843	93,760	577.8	237.9	46.0
% Shift	(22.2)	(13.6)	42.5	0.6	(23.1)	(77.9)	(71.3)

PVC - Import Prices & DCM Realizations



Vinyl

Industry Overview

Performance Overview

- Fall in construction activities globally & recession worries continue to impact PVC demand & the same has been reflected in global prices.
- Capacity utilization for Q2 FY23 at 66% vs 92% LY.
 - Lower power availability due to breakdown in captive power plant at Kota, now restored, and maintenance shut down in one of the carbide furnace
- Revenue for Q2 FY23 down 53% YoY (H1 FY23 down 23%)
 - Q2 FY23 PVC volumes down 45% YoY (H1 FY23 down 22%). Carbide sales volumes up 6% YoY (H1 FY23 up 43%). Carbide volumes were better due to better returns in Carbide vs PVC.
 - Q2 FY23 carbide prices down 9% YoY (H1 FY23 up 1%; QoQ down 13%) and PVC prices down 32% YoY (H1 FY23 down 14%; QoQ down 30%)
- PBIT for Q2 FY23 at –ve Rs 14 cr vs Rs 152 cr LY (H1 FY23 at Rs 52 cr vs Rs 238 cr LY)
 - Quarter had lower margins impacted by lower PVC prices and higher fuel & power costs vs LY.

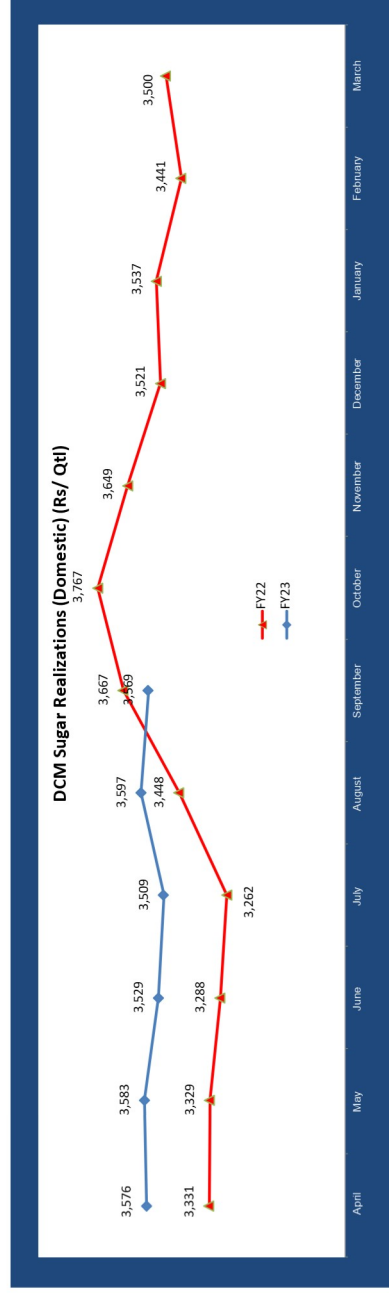
Outlook

- Higher carbon and coal prices may continue to put pressures on margins.

Sugar

Particulars	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	PBIT Margin %	Cap. Employed (Rs. Cr.)
Q2 FY23	617.1	-34.8	-5.6	2,406.5
Q2 FY22	589.9	14.2	2.4	1,800.1
% Shift	4.6	-	-	33.7
H1 FY23	1,326.9	-32.8	-2.5	2,406.5
H1 FY22	1,153.4	37.5	3.3	1,800.1
% Shift	15.0	-	-	33.7

* Net of excise duty on country liquor sales amounting to Rs 136 crs vs Rs 33 crs for Q2 FY23 and Rs 266 crs vs Rs 64 crs for H1 FY23 respectively..
 Capital employed includes CWIP of Rs 507 crs at 30th September, 2022 vs Rs 139 crs at 31st March, 2022.



Sugar

Particulars	Sugar			Operational			Distillery XWR - Distillery XWR - Distillery XWR -		
	Production (Lac Qtls)	Sugar Sales (Domestic) (Lac Qtls)	Sugar (Domestic) XWR (Rs/Qtl)	Power Sales (Lac Units)	Power XWR (Rs/ unit) (Lac Units)	Distillery Sales (Lac Ltrs)	Cane Juice (Rs/Ltrs)	B Heavy (Rs/Ltrs)	C Heavy (Rs/Ltrs)
Q2 FY23	0.0	11.9	3,558	32	2.9	255.6	0.0	59.5	52.0
Q2 FY22	0.0	12.2	3,452	21	2.3	283.6	-	56.2	44.3
% Shift	-	(2.0)	3.1	48.2	28.5	(9.9)	-	6.0	17.5
H1 FY23	2.7	23.9	3,561	279	3.6	605.1	62.6	58.9	50.3
H1 FY22	4.4	22.7	3,390	309	3.3	594.5	-	56.3	44.3
% Shift	(37.2)	5.6	5.0	(9.7)	7.7	1.8	-	4.7	13.6

*Distillery sales from C-heavy and B-heavy molasses at 14 lac ltrs and 191 lac ltrs respectively for Q2 FY 23. Corresponding period last year sales were 88 and 162 lac ltrs respectively.

Industry Overview

- Closing inventory expected ~6 mmt vs 8.2 mmt last season, this factors into all time high exports of >11 mmt & 3.5 mmt diversion of sugar for ethanol. Production estimated at ~35 mmt for upcoming SS .
- Sugarcane cost increased by Rs 15/ qtl – FRP for SS 2022-23.
- Ethanol blending rate at ~10%, details as below:

No	Particulars	UOM	SY 19-20	SY 20-21	SY 21-22
1	Total Requirement by OMCs	Cr. Ltrs.	511	458	454
2	Total Qty Contracted	"	195	354	452
3	Total Lifting	"	182	296	346*

* As on 18/09/2022

Sugar

Performance Overview

- Revenues for Q2 FY23 up 5% YoY (H1 FY23 up 15%)
 - Domestic prices for Q2 FY23 up at Rs/ qtl 3,558 vs 3,452 LY and for H1 FY23 up at Rs/ qtl 3,561 vs 3,390 LY.
 - Sugar volumes for Q2 at 12.5 vs 12.4 lac qtl ; H1 FY23 at 25.3 lac qtl vs 23.1 lac qtl
 - Ethanol volumes were lower during the quarter at 205 vs 260 lac ltr; for H1 the volumes were marginally lower at 549 vs 562 lac ltr
- PBIT for Q2 FY23 lower at –ve Rs 35 cr vs Rs 14 cr LY YoY (H1 FY23 at –ve Rs 33 cr vs Rs 38 cr LY)
 - PBIT lower due to increased CoGS which was not commensurate with increase in prices, for both Sugar and Ethanol.
 - Lower availability of purchased molasses at reasonable prices impacted distillery earnings
 - There was additional cost primarily related to previous periods amounting to Rs 15 cr on account revision in wages w.e.f. Oct. ' 2018 as well as increase in molasses quota from 18% to 20% for SS 21-22
- Sugar inventory as on 30th September, 2022 at 14.7 lac qtl vs 12.6 lac qtl LY
- Projects moving as per plan & expected commissioning in the upcoming quarter

Outlook

- Sugar crushing is likely from 1st week of November, 2023 in Central UP and crop is looking better than last year although climate has been erratic.

Shriram Farm Solutions

Particulars	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	PBIT Margin %	Cap. Employed (Rs. Cr.)
Q2 FY23	237.9	35.6	15.0	-31.1
Q2 FY22	178.3	21.1	11.8	-56.2
% Shift	33.4	69.1	26.8	-
H1 FY23	455.8	53.4	11.7	-31.1
H1 FY22	390.7	36.9	9.4	-56.2
% Shift	16.7	44.9	24.2	-

The products includes Seeds, Pesticides, Soluble Fertilizer, Micro-nutrients etc. This business is seasonal in nature and the results in the quarter are not representative of annual performance

Performance Overview

- Revenues for Q2 FY23 up 33% YoY (H1 FY23 up 17%).
- PBIT
 - Q2 FY23 at Rs 36 cr vs Rs 21 crs during LY. Overall product margins came in higher.
 - H1 FY23 up 45% YoY at Rs 53 crs. Growth in the segment was driven by better prices

Outlook

- Expect good growth in value added inputs with enhanced focus on research based product portfolio.

Bioseed

Particulars	Revenues (Rs. Cr.)		Total	PBIT (Rs. Cr.)	PBIT Margin %	Cap. Employed (Rs. Cr.)
	India	International				
Q2 FY23	59.5	28.0	87.5	(3.1)	(3.5)	517.9
Q2 FY22	55.1	22.3	77.4	(16.1)	(20.7)	498.0
% Shift	7.9	25.7	13.0	-	-	4.0
H1 FY23	237.4	55.6	293.0	15.2	5.2	517.9
H1 FY22	191.0	74.8	265.9	9.0	3.4	498.0
% Shift	24.2	(25.7)	10.2	68.1	52.6	4.0

Bioseed business is intensely research based and is diversified across key crops (Cotton, Corn, Paddy, Bajra and Vegetables). India is the key market with presence across all above crops. International presence is in Philippines wherein the key crop is Corn. The performance of the business has seasonality, with Kharif being the major season in India.

Performance Overview

- This is an off season for this business
- Q2 FY 23 total revenues up 13%. H1 FY23 revenues up 10%, led by volumes
- Q2 FY 23 PBIT losses down to Rs 3.1 cr vs Rs 16.1 cr loss LY. H1 FY 23 PBIT up at Rs. 15.2 crs vs 9 crs LY. The improvement is led by volumes and higher Inventory provisioning / write-off last year.

Outlook

- Strong pipeline across portfolio including cotton will lead to good growth in medium term.

Fertilizers (Urea)

Particulars	Operational		Financial			
	Sales (MT)	Realisations (Rs./MT)	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	PBIT Margin %	Cap. Employed (Rs. Cr.)
Q2 FY23	1,10,450	51,609	585.3	34.8	5.9	712.9
Q2 FY22	1,02,296	27,396	293.5	13.8	4.7	289.7
% Shift	8.0	88.4	99.4	152.4	26.6	146.1
H1 FY23	1,74,398	50,333	906.7	14.6	1.6	712.9
H1 FY22	1,77,937	25,664	513.0	44.0	8.6	289.7
% Shift	(2.0)	96.1	76.7	(66.8)	(81.2)	146.1

Performance Overview

- Revenues for Q2 FY23 up 99% YoY (H1 FY23 up 77%)
 - Prices for Q2 FY23 up 88% YoY (H1 FY23 up 96%), due to higher energy prices, a pass through. Volumes up 8% YoY (H1 FY23 lower 2%). Plant operated at lower capacity due to partial break down during Q1.
 - One time item in current FY includes amount of Rs 33 crs received in Q1 FY22 for price revisions relating to previous years.
- PBIT
 - Q2 FY23 up due to higher volumes and higher energy efficiency along with better saving rate
 - H1 FY23 lower on account of one time income due to arrears in LY as stated above. Higher energy saving rate positively impacted the earnings. Lower volumes during the period impacted the earnings.
- Subsidy outstanding as at 30th Sep., 2022 is Rs 683 crs vs Rs 266 crs LY and Rs 435 crs as at 31st March, 2022.

Outlook

- Business continues to work towards improving levels of energy consumption.

Other Businesses

- The 'Others' Segment in the financial results, includes Cement, Fenesta Building Systems, Vinyl compounding business and Hariyali Kisaan Bazaar.
- Revenues under 'Others' stood at Rs 300 crs in Q2 FY23 from Rs. 209 crs in LY. PBIT for the quarter stood at Rs. 19 crs vs. Rs. 10 crs in LY.

Fenesta Building Systems

Particulars	Operational			Financial		
	Retail	Order Book (Rs Crores)	Total	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	PBIT Margin %
Q2 FY23	102.6	103.0	205.6	177.6	30.9	17.4
Q2 FY22	98.7	94.8	193.4	130.1	14.7	11.3
% Shift	4.0	8.7	6.3	36.5	109.5	53.4
H1 FY23	197.9	192.5	390.5	344.2	58.6	17.0
H1 FY22	155.2	124.9	280.1	238.6	23.4	9.8
% Shift	27.6	54.1	39.4	44.3	149.9	73.2

Fenesta a pan India brand has become synonymous with UPVC windows. Includes Retail and Project Segment

Performance Overview

- Revenues for Q2 FY23 up 37% YoY (H1 FY23 up 44%,)
 - Quarter revenues primarily driven by project segment volumes and prices in both segments.
 - Order booking up 6% YoY for Q2 FY23 driven by Projects at Rs 206crs.
- PBIT earnings for Q2 FY23 up 109% YoY (H1 FY23 up 150%)
 - Earnings driven by higher volumes in project segment & better margins in both segments.

Outlook

- Entering the Façade business. The fabrication unit is being set up in Hyderabad
- Fenesta has been continuously focusing on improving geographical presence and also improving product offerings in both uPVC and System Aluminum segment and enhancing customer service.

Cement

Particulars	Operational		Financial		
	Sales (MT)	Realisations (Rs./MT)	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	PBIT Margin %
Q2 FY23	75,295	3,917	38.5	(14.0)	(36.4)
Q2 FY22	1,01,232	3,640	44.9	(4.0)	(9.0)
% Shift	(25.6)	7.6	(14.3)	-	-
H1 FY23	1,59,156	4,093	81.7	(33.4)	(40.8)
H1 FY22	2,08,814	3,631	91.5	(5.0)	(5.5)
% Shift	(23.8)	12.7	(10.7)	-	-

The Cement business is small, since its capacity is driven by the waste generated from carbide plant. The Company markets its cement under the 'Shriram' brand

Performance Overview

- Revenues for Q2 FY23 down 14% YoY (H1 FY23 down 11%) YoY
 - Prices for the Qtr higher by 8% YoY (H1 FY 23 up 13%). Volumes for the Qtr lower by 26% YoY (H1 FY23 down 24%).
- PBIT for Q2 FY23 at -ve Rs 14 crs vs -ve Rs 4 during the same period last year (H1 FY23 at -ve Rs 34 cr vs -ve Rs 5 crs).
 - Earnings were under pressure due to higher fuel rate and energy costs.

Outlook

- Business working on enhancing efficiencies further and optimizing costs.

About Us & Investor Contacts

DCM Shriram Ltd. is an integrated business entity, with extensive and growing presence across the entire Agri value chain and Chloro-Vinyl industry. The Company has added innovative value-added businesses in these domains primarily Bioseed and Fenesta. Access to captive power at all key manufacturing units enables the businesses to optimize competitive edge.

For more information on the Company, its products and services please log on to www.dcmshriram.com or contact:

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