



For Immediate Release

DCM Shriram Ltd. announces Q3 & 9M FY23 Financial Results

Revenue for Q3 FY'23 at Rs 3,236 cr, up 19%

PAT for Q3 FY'23 at Rs 342 cr, down 2% YoY

Board Declared Interim dividend of 290% amounting Rs 90.45 cr

- **Net Revenue Q3 FY23 up 19% YoY at Rs 3,236 cr**
 - **Sugar business** up 29% at Rs 728 cr led by higher domestic and export volumes
 - **Shriram Farm Solutions** up 15% at Rs 512 cr led by better prices and product mix
 - **Fenesta** up 31% at Rs 179 cr led by volumes growth in both project & retail
 - **Vinyl** down 33% at Rs 204 cr primarily due to lower output prices
- **PBDIT Q3 FY23 down 4% YoY at Rs 588 cr**
 - **Chemicals** down 24% at Rs 218 cr led by higher input costs
 - **Vinyl** at Rs 19 cr vs Rs 125 cr led by lower product prices
 - **Sugar business** down 23% at Rs 102 cr, since the increase in SAP last year not fully compensated in Sugar and Ethanol prices
 - **Shriram Farm Solution** up 47% led by better margins
 - **Fenesta** up 87% led by better volumes and margins
 - **Fertiliser** had a positive impact of Rs 49 cr relating to earlier periods
- **Projects:** In Sugar the projects worth of Rs 450 cr have commenced operations. In Chemicals the projects worth Rs 2800 cr are on track
- **ROCE** at 34% vs 29% LY

New Delhi, 20th January, 2022: DCM Shriram Ltd. announced its Q3 & 9M FY22 financial results today.

Q3 FY23 Highlights

Particulars	Rs/Cr		
	Q3 FY23	Q3 FY22	Change (%)
Net Revenue from Operations	3,236	2,730	19
PBDIT	588	614	-4
PBIT	522	553	-6
Finance Cost	13	17	-26
PAT	342	350	-2

* Net Revenue is net of excise duty of Rs 148 cr (LY 61) on country liquor sales.

Key Developments – Q3 FY23

1. Net Revenues (net of excise duty) up 19% YoY at Rs.3,236 cr for Q3 FY23.

- Revenue for Chloro-vinyl segment down 8% at Rs 960 cr:
 - **Chemicals** business up 3% YoY at Rs 757 cr driven by prices. ECU realization for Q3 FY23 up 2% YoY. Utilization levels were at 86%. Exports were 14K MT ~10% of total sales. Flakes value add up by ~ Rs/MT 2,000
 - **Vinyl** business down 33% YoY at Rs 204 cr driven by lower prices. PVC prices were down 42% in line with international prices on account of recession fears, presently above Rs/MT 90,000 levels; Carbide prices were also down 32% YoY.
- **Sugar** business up 29% YoY at Rs 728 cr on account of higher domestic releases and exports
- **SFS** up 15% at Rs 512 cr largely driven by better prices & product mix.
- **Fenesta** up 31% YoY at Rs 179 cr due to project segment volumes & prices in both segments. Order booking up 11% YoY for Q3 FY23 driven by projects
- **Fertilizer** up 78% at Rs 652 cr resulting from higher gas prices which is a pass through. Volumes also up by 8%
- **Bioseed** up by 34% at Rs 107 cr led volumes growth across all verticals

2. PBDIT for Q3 FY23 down 4% YoY at Rs 588 cr.

- **Chloro Vinyl segment PBDIT at Rs 237 cr down 42% YOY**

- **Chemicals** at Rs 218 cr vs Rs 286 cr during Q3 FY22 led by higher input cost. ECUs were slightly better. 120MW power plant & green power plant commissioning will bring down energy costs.
- **Vinyl** at Rs 19 cr vs Rs 125 cr during same period last year led by lower product prices partially offset by reduction in cost of energy & chlorine. Power cost was lower due to higher usage of Biomass & domestic coal
- **Sugar** business down 23% at Rs 102 cr, due to marginally lower sugar prices (Rs/qtl 3600 vs Rs/Qtl 3663 LY) and increase in SAP last year not fully compensated by sugar prices.
- **SFS** at Rs 143 cr registered growth of 47% led by better margins mainly in Research Wheat & Speciality fertilizers.
- **Fenesta** at Rs 40 cr registered growth of 87%, led by higher volumes & margins in both project & retail segment.
- **Fertilizer** PBDIT at Rs 92 cr vs. Rs 18 cr last year on account of better efficiencies & higher energy prices and impact of revision in norms for previous periods amounting Rs 49 cr.
- **Bioseed** at Rs 4 cr vs loss of Rs 32 cr led by volumes and higher inventory provisioning/ write offs last year

3. **PAT** for Q3 FY23 down 2% at Rs 342 crs vs Rs 350 crs during Q3 FY22.

4. **Surplus net of debt** at 31st December, 2022 is Rs. 101 cr vs a surplus of Rs 317 cr at 31st December, 2021 and Net debt of Rs. 4 cr on 31st March 2022.

- Sugar projects have commissioned except grain attachment that is expected in Q4' 2023 and All other projects are on track, although are facing headwinds of supply chain disruptions. These are being funded by mix of debt and internal accruals.

5. **Interim Dividend** declared by the Board in this meeting at 290% amounting to Rs 90.45 cr (Total 520% amounting to Rs 162.18 cr).

9M FY 23 Highlights

Rs/Cr

Particulars	9M FY23	9M FY22	Change (%)
Net Revenue from Operations	8,827	6,832	29
PBDIT	1,354	1,225	11
PBIT	1,165	1,048	11
Finance Cost	41	68	-40
PAT	724	666	9

* Net Revenue is net of excise duty of Rs 404 cr (LY 145) on country liquor sales.

Key Developments – 9M FY23

1. Net Revenues (net of excise duty) up 29% YoY at Rs.8,827 cr:

- **Chloro-vinyl** segment revenues up 24% at Rs 3,036 cr:
 - **Chemical** business revenues up 49% YoY at Rs 2434 cr driven by volumes and prices of caustic lye. Chlorine prices are under pressure. Exports were 50K MT i.e. 11% of total sales
 - **Vinyl** business revenues down 27% YoY at Rs 602 cr led by lower prices of PVC & Carbide by 25% & 15% respectively & volumes of PVC lower by 13%.
- **Sugar** business revenues (net of excise duty) up 20% YoY at Rs 2,055 cr led by higher prices of sugar & ethanol and higher sugar volumes (both domestic and exports)
- **Shriram Farm Solutions** revenues were higher 16% YoY at Rs 967 cr driven by better prices and product mix. At overall level volumes are stable.
- **Fenesta** revenues for 9M FY23 higher by 39% YoY at Rs 523 cr led by volumes. Order booking up 29% YoY at Rs 591 cr.
- **Fertilizer** revenues up 77% at Rs 1,559 cr resulting from higher gas prices which is a pass through. Volumes also up by 2%
- **Bioseed** revenues were higher 16% YoY at Rs 400 cr driven by higher volumes.

2. PBDIT for 9M FY23 up 11% YoY at Rs 1,354 cr vs Rs 1,225 cr for 9M FY22.

- **Chloro Vinyl segment PBDIT** at Rs 916 cr up 5% YOY:

- **Chemicals** up 65% at Rs 836 cr led by higher ECU realization. Gains moderated by higher input prices.
- **Vinyl PBDIT** for 9M FY23 at Rs 80 cr vs Rs 371 cr last year led primarily by lower prices. Volumes were down 10% on gross basis. Input costs have increased significantly YOY.
- **Sugar** business lower at Rs 109 cr vs Rs 207 cr last year, primarily due to:
 - Lower sugar margins due to higher SAP & lower recovery in the last sugar season partially mitigated by better realization of sugar & ethanol.
 - There was additional charge related to previous periods amounting to Rs 5.7 cr on account administration charges on captive molasses
- **Shriram Farm Solutions** at Rs 197 cr vs Rs 134 cr largely led by better margins. Research wheat continued to dominate the market with 2 new varieties launched in this season.
- **Fenesta** at Rs 109 cr vs Rs 52 cr due to higher volumes & margins in both projects and retail verticals
- **Fertilizer** up 68% at Rs 112 cr vs Rs 67 cr LY largely on account of norms revisions amounting to Rs 30 cr and higher energy efficiencies and energy rates. Also received Rs 33 cr in last year on account of prices revision.
- **Bioseed** at Rs 23 cr vs Rs (20) cr led by better volumes and write off on account of inventory in last year.

3. **PAT** for 9M FY23 up 9% at Rs 724 cr vs Rs 666 cr during 9M FY22.

Commenting on the performance for the quarter and period ending December 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 another consistent quarter of robust performance with positive / stable outlook across all the businesses. The operating environment is very challenging globally. Russia-Ukraine conflict does not seem to be concluding, Covid fears are back, there are risks of recession, the inflation seems to have peaked however the monetary tightening is expected to continue albeit at a lower pace. India is better placed in terms of the growth story and so are each of our diversified businesses.

The Chloro-vinyl business is delivering reasonable returns although they have come off their all time highs. In Chlor-alkali the product prices are off-their historic peak, the input costs continue to be elevated driven by energy prices. The margins for the Vinyl business were under pressure during the quarter, owing to reduced global demand and increased supply, the scenario is now improving. Captive energy costs continue to be high will improve in the coming quarters with commissioning of efficient 120MW power plant and 50MW green power project for Bharuch. Expansion projects in Chemical Business are on track although the timelines are stiff given the supply side constraints.

Sugar business continues to operate in a favorable policy environment. However, to meet the Ethanol blending program more policy measures are required, especially for the state of UP. Our mills have started crushing in this quarter and is witnessing a better crop. Capacity enhancements in sugar & distillery are commissioned except grain attachment which is likely to be operational in this quarter.

Fenesta & Shriram Farm Solution businesses continued to follow the growth trajectory and have delivered promising results.

Our Company is making conscious efforts towards sustainability through adding green power, circular economy and resource conservation. Some such measures are already underway and more are being planned

Our balance sheet & cash flows continue to be healthy and we are actively looking for more avenues for growth.

Q3 FY23 – Segment Performance

Rs/Cr

Segments	Revenues			PBIT			PBIT Margins %	
	Q3'23	Q3'22	YoY % Change	Q3'23	Q3'22	YoY % Change	Q3'23	Q3'22
Chloro-Vinyl	960	1,042	-8	210	385	-46	22	37
Sugar	728	565	29	81	112	-28	11	20
SFS	512	446	15	142	97	47	28	22
Bioseed	107	79	34	3	-34	-	2	-
Fertilizer	652	367	78	89	16	476	14	4
Others	310	257	21	32	13	147	10	5
-Fenesta	179	137	31	34	17	99	19	13
-Cement	46	40	15	-8	-11	-	-	-
-Polytech & Hariyali	86	81	6	5	6	-15	6	8
Total	3,269	2,758	19	557	589	-5	17	21
Less: Intersegment Revenue	33	28	18					
Less: Unallocable Exp. (Net)				35	35	-2		
Total	3,236	2,730	19	522	553	-6	16	20

* Net Revenue is net of excise duty of Rs 148 cr (LY 61) on country liquor sales.

Note: Net revenue includes operating income

9M FY23 – Segment Performance

Rs/Cr

Segments	Revenues			PBIT			PBIT Margins %	
	9M FY23	9M FY22	YoY % Change	9M FY23	9M FY22	YoY % Change	9M FY23	9M FY22
Chloro-Vinyl	3,036	2,455	24	836	801	4	28	33
Sugar	2,055	1,719	20	48	149	-68	2	9
SFS	967	837	16	195	134	46	20	16
Bioseed	400	345	16	18	-25	-	4	-
Fertilizer	1,559	880	77	104	60	75	7	7
Others	909	670	36	63	30	110	7	4
-Fenesta	523	375	39	93	41	128	18	11
-Cement	128	131	-3	-41	-16	-	-	-
-Polytech & Hariyali	259	163	58	11	5	128	4	3
Total	8,926	6,906	29	1,265	1,149	10	14	17
Less: Intersegment Revenue	99	75	32					
Less: Unallocable Exp. (Net)				100	101	-1		
Total	8,827	6,832	29	1,165	1,048	11	13	15

* Net Revenue is net of excise duty of Rs 404 cr (LY 145) on country liquor sales.

Note: Net revenue includes operating income

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