

# CORPORATE PRESENTATION

March 2023

DCM SHRIRAM LTD.

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**DCM SHRIRAM**

Growing with trust

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**DCM SHRIRAM**

Growing with trust

## **OUR VISION**

**VIBRANT GROWTH WITH TRUST, ENERGISED EMPLOYEES & DELIGHTED CUSTOMERS**

## **OUR VALUES**

### **I** **NTEGRITY**

Uphold ethical standards.  
Be socially responsible. Deliver on promises.

### **A** **GILITY**

Act with speed.  
Adapt continuously. Deliver results.

### **O** **PENNESS**

Encourage diverse views.  
Build external orientation

### **C** **USTOMER-CENTRICITY**

Listen to customers.  
Build long lasting relationships.

### **N** **EWNESS**

Be innovative.  
Be Creative.

### **T** **EAM WORK**

Foster collaborative working.  
Promote meritocracy.  
Practice empathy & humility.





# OVERVIEW



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Revenue ₹98.5 bn



Agri Rural (54%)  
(Sugar, SFS & Bioseed)



Chlor-Vinyl (41%)



Value Added (5%)



PBDIT ₹18.9 bn



5 Locations



6700 Employees



8800 Workers



PAT ₹10.7 bn



11X Water Positive



36% Energy is Green

KEY NUMBERS FOR FY 2022-23



**DCM SHRIRAM LTD.**

# SUSTAINED ENTREPRENEURSHIP OF OVER 130 YEARS



**Our Founder - Sir Shri Ram  
(1884-1963)**

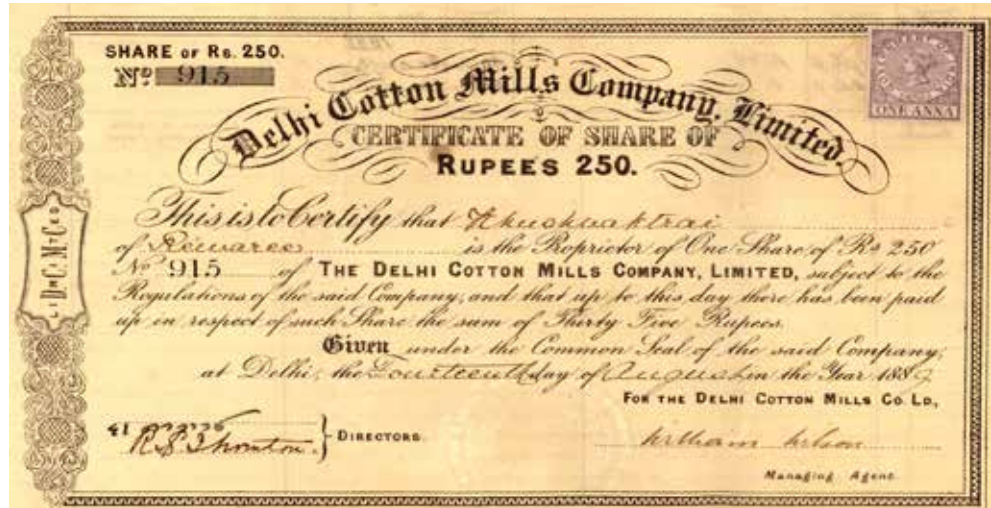
**Sir Shri Ram was an eminent and public-spirited philanthropist, an outstanding industrialist and one of the trend-setting visionary leaders of the Indian business community.**

**He began as a humble worker and went on to set up one of India's largest business houses - the DCM Group.**

**DCM SHRIRAM LTD.**



# SUSTAINED ENTREPRENEURSHIP OF OVER 130 YEARS



Delhi Cloth Mills Share Certificate in 1889



Delhi Cloth Mills aerial view in 1889



Sir Shri Ram with Gandhiji at a FICCI event



Sir Shri Ram at the SRCC inauguration in 1954

# DCM SHRIRAM'S STRONG LEADERSHIP



DCM Shriram Limited is a spin-off from the trifurcation of the erstwhile DCM Group in 1990.

The Company is organized into strategic business units managed by professional managers & led by three promoters.



**Ajay S. Shriram**  
Chairman & Senior Managing Director



**Vikram S. Shriram**  
Vice-Chairman & Managing Director



**Ajit S. Shriram**  
Jt. Managing Director

# CHANGING LANDSCAPE



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## Decade Post Trifurcation 1990 to 2000



- Expanded all businesses in Kota & Bharuch except Fertilizers.
- Acquired Sugar Unit - Rupapur and expanded Sugar Unit - Ajbapur, set up two new Sugar Units (Hariawan & Loni) in the state of UP. 5th largest Sugar producer in country.
- Ventured new businesses of uPVC windows (Fenesta) and Hybrid Seeds (Bioseed), and Rural Retail (Hariyali)

- Kota Complex with Fertilizer Cement & Chlor-Vinyl businesses and Swatantra Bharat Mills (SBM)
- New Caustic Soda (CS) facility in Bharuch
- Acquired Ajbapur Sugar Plant in state of UP
- Closed SBM

## 2001 to 2010 Scale & New Businesses



## Consolidation & Sustainability 2011 to 2020



- Expansion In Bharuch - 2nd largest CS producer in the country
- Two new Ethanol Distilleries were set up in Sugar Mills
- Rationalized Rural Retail, Bioseed International and Bulk fertilizers
- Significant investments in cost optimization
- Strengthened Balance Sheet

- ₹35 bn investments are underway directed towards integration, scale, innovation, resource optimization and sustainability primarily in Chemicals and Sugar
- Strong Balance sheet supporting further investments

## 2021 Onwards Growth & Value Creation





# OUR BUSINESSES



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## Agri-Rural

Sugar (41,000 TCD)

Co-Gen (166 MW)

Distillery (350 KLD)\*  
+ (120 KLD)\*\*

Shriram Farm Solutions

Fertilizers (379,500 TPA)

Bioseed



## Chlor-Vinyl

Caustic Soda (1,845 TPD)

PVC Resins (220 TPD)

Calcium carbide (112,000 TPA)

Aluminum Chloride (75 TPD)

Epichlorohydrine (ECH) (52,000 TPA)\*\*\*

Hydrogen Peroxide (57,000 TPA)\*\*\*



## Value Added

Fenesta Building Systems  
(8,600 TPA)



## Others

Cement (400,000 TPA)

Polymer Compounds

The business is supported by 263 MW coal based power plant and 166 MW Co-Gen.

\*On C Heavy Molasses , \*\* on Multifeed stock, \*\*\* [Under pipeline](#)

# OUR PRESENCE



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# BUSINESS PROFILE



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## Agri-Rural

Revenue	-	<b>51.6</b>
PBIT	-	<b>4.5</b>
Capital Employed	-	<b>38.4</b>

**Agri Output:** 4 Integrated sugar complexes in State of UP (Sugar - 41000 TCD, Power - 166 MW, Distillery - 470 KLD)

**Agri Inputs:** Research based specialty plant nutrition, crop care chemicals, seeds and Urea production

4 lac MT Urea plant in State of Rajasthan

## Chlor-Vinyl

Revenue	-	<b>36.2</b>
PBIT	-	<b>12.5</b>
Capital Employed	-	<b>19.1</b>

**Chlor Alkali:** 2nd Largest Chlor-alkali producer (1845 TPD) in India with operations in States of Gujarat & Rajasthan. Caustic exports at 10%, and growing

**Vinyl:** Only carbide based PVC producer (220 TPD) in India

## Value Added

		<b>Fenesta</b>
Revenue	-	<b>5.3</b>
PBIT	-	<b>0.7</b>
Capital Employed	-	<b>(0.4)</b>

**Fenesta** brand now a synonym to UPVC windows in India. Growing at more than 20% in uPVC windows & system aluminium products.

## Others

Revenue	-	<b>4.4</b>
PBIT	-	<b>(0.1)</b>
Capital Employed	-	<b>1.1</b>

**Cement:** a small facility (0.4 mn tonne) - waste management of vinyl plant

**PVC compounding plant** (33K TPA)

**Hariyali** being rationalized

₹4.3 bn investments in Sugar completed till date and ₹31 bn investments are underway to be completed by Q1 and Q2 FY'24. To increase scale, integrations, revenue streams and cost optimisation

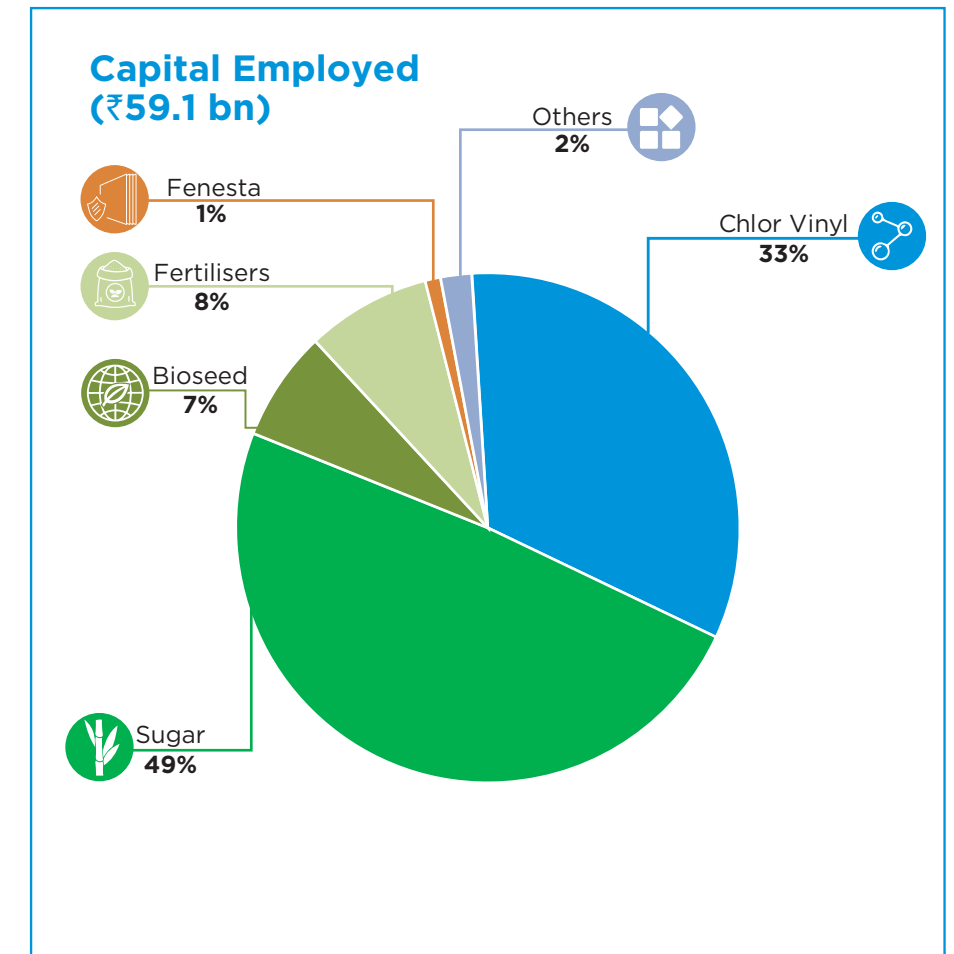
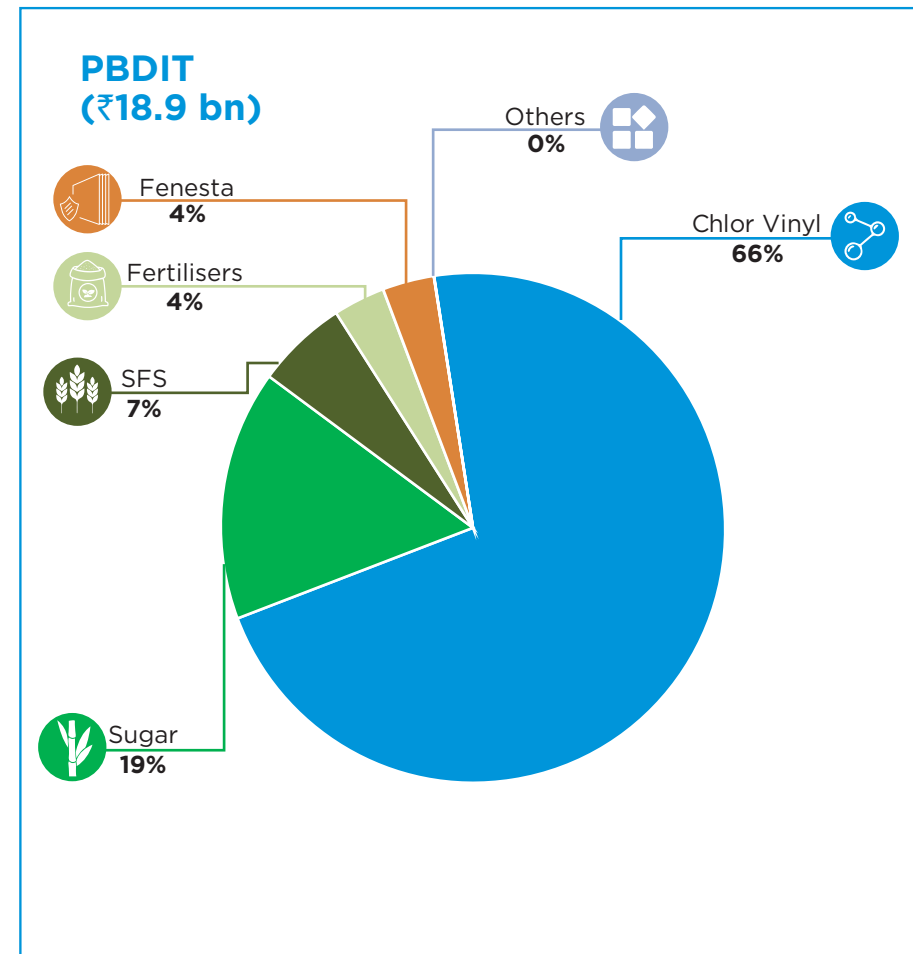
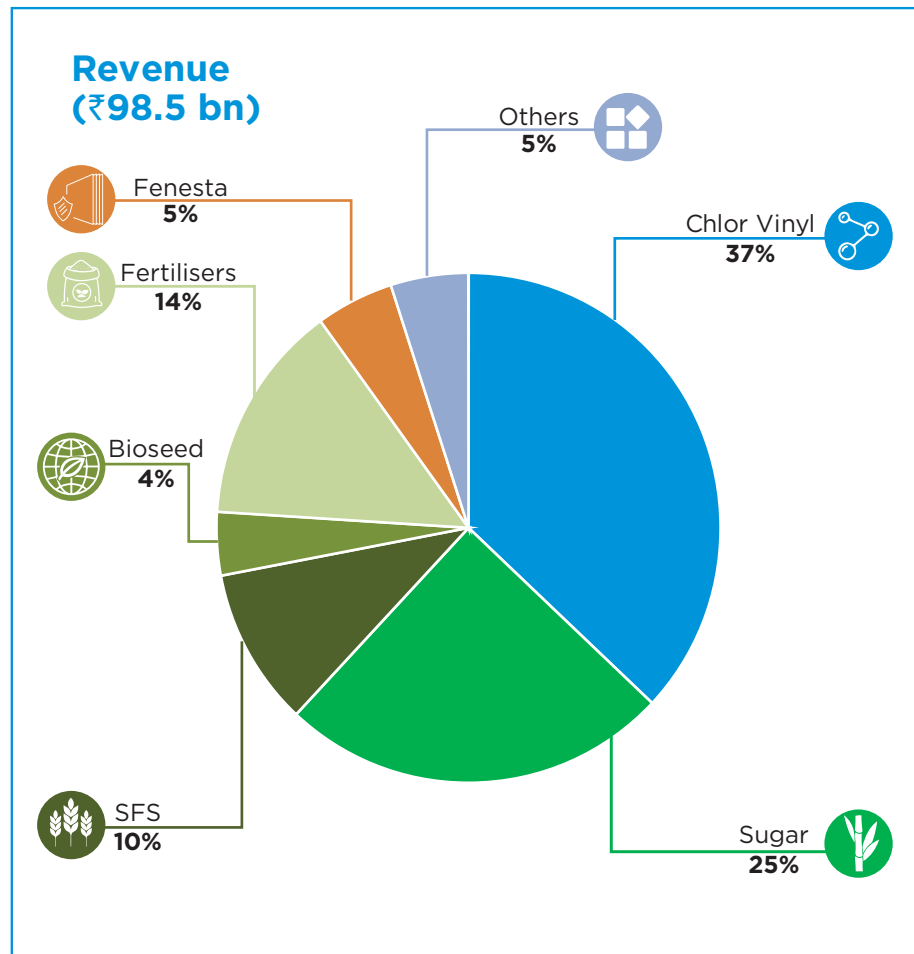
Financials are in ₹/bn for FY 2022.

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# DIVERSIFIED BUSINESS

## Key Data for FY 2022

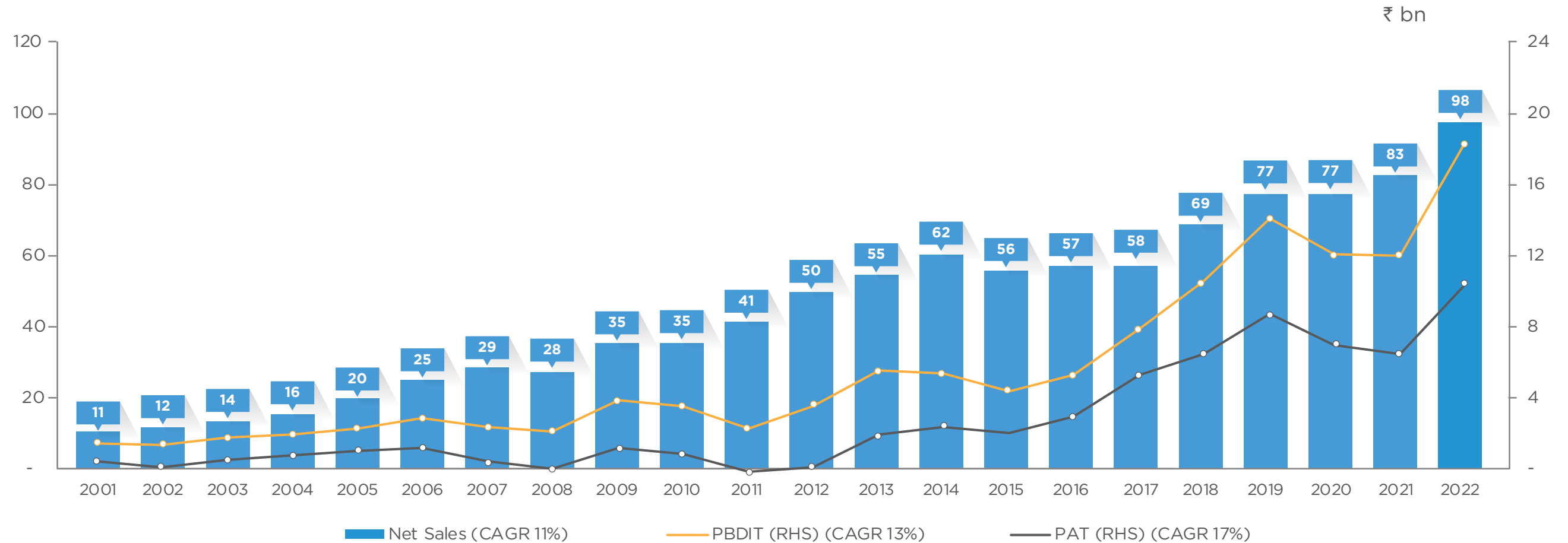


# STRONG FINANCIALS



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Supported by strong balance sheet & investment philosophy

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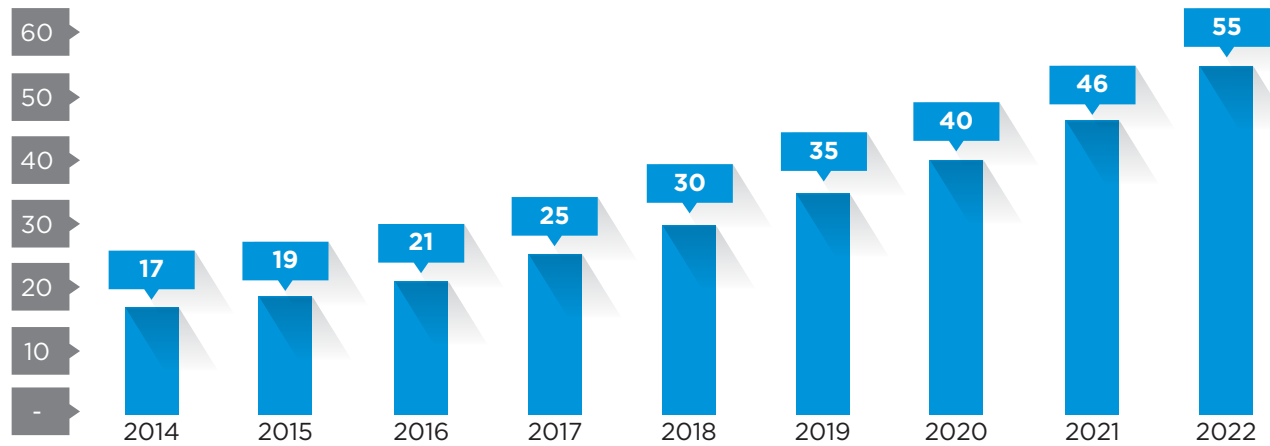
# KEY FINANCIALS



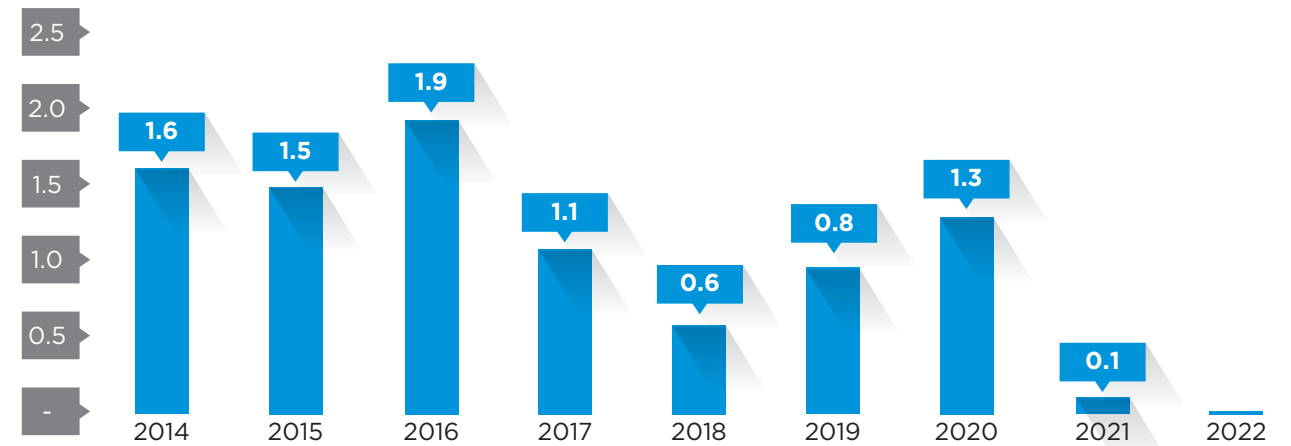
**DCM SHRIRAM**

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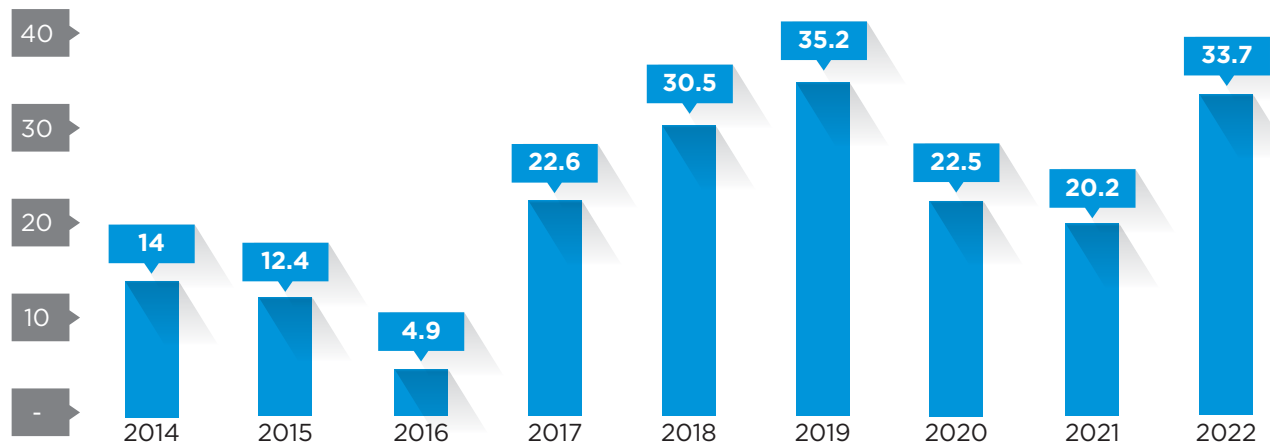
**Net Worth (₹/bn)**



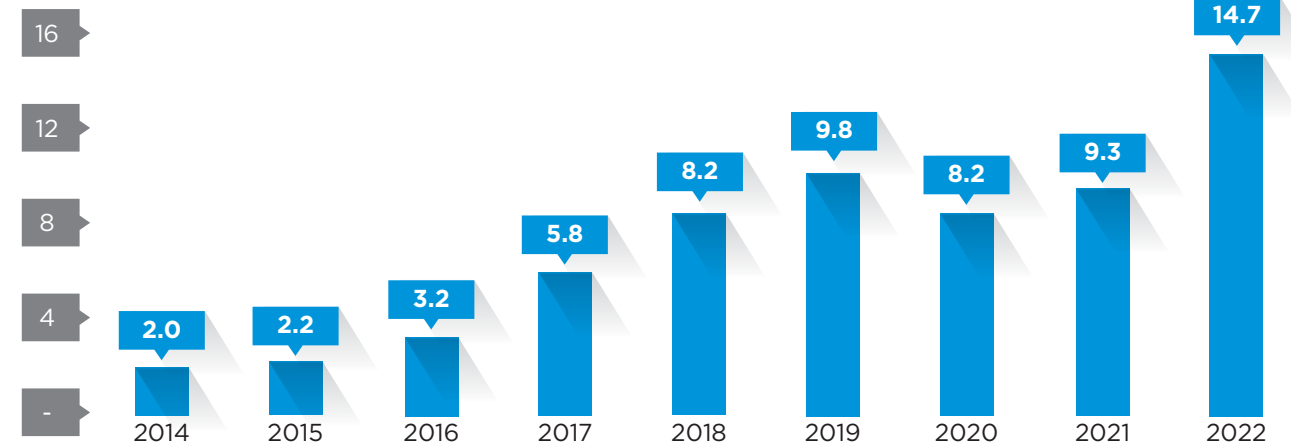
**Net Debt to PBDIT**



**ROCE (%)**



**Dividend Per Share (₹/Share)**



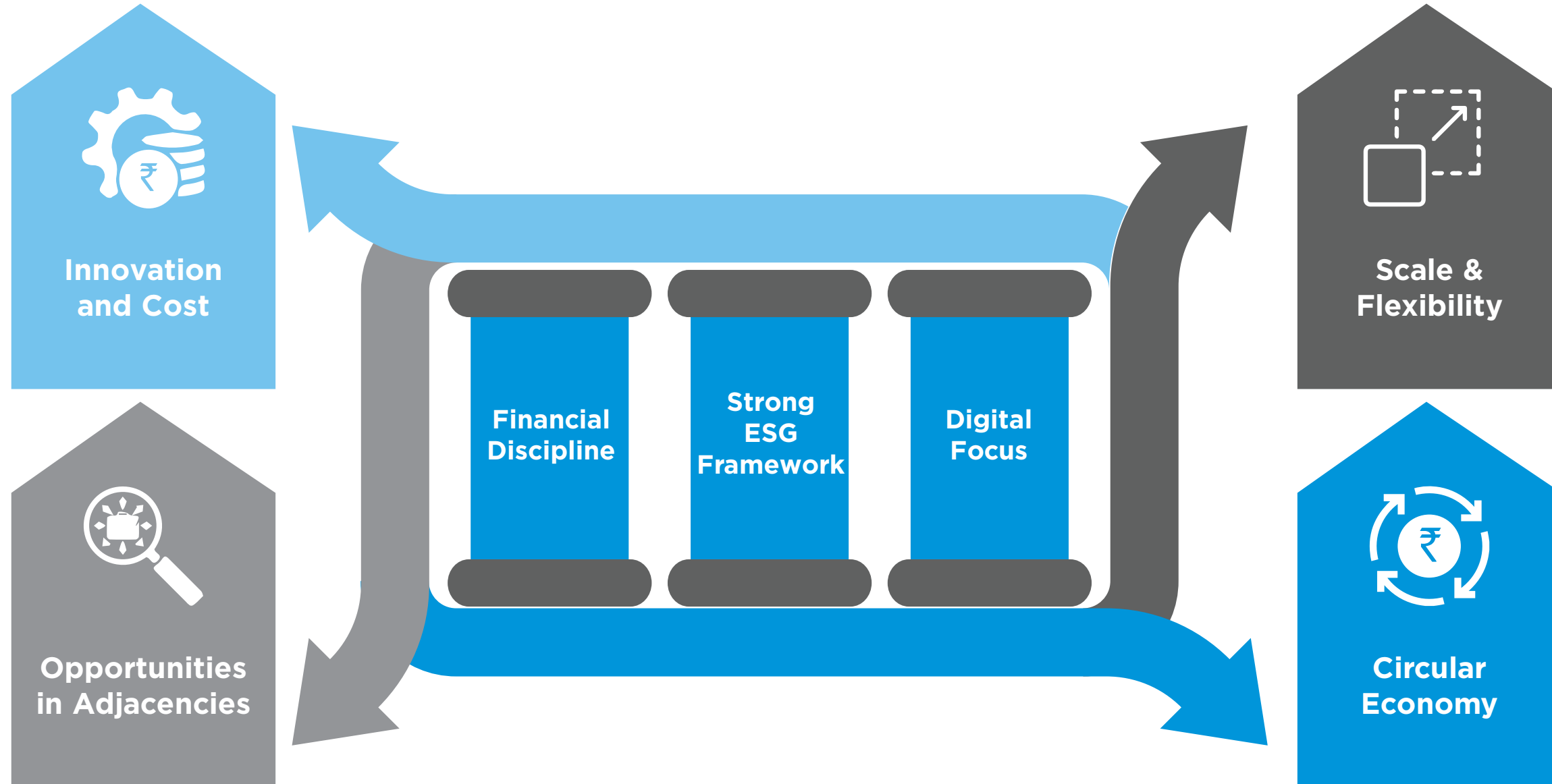


# STRATEGY FRAMEWORK



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# PROJECTS UNDER IMPLEMENTATION



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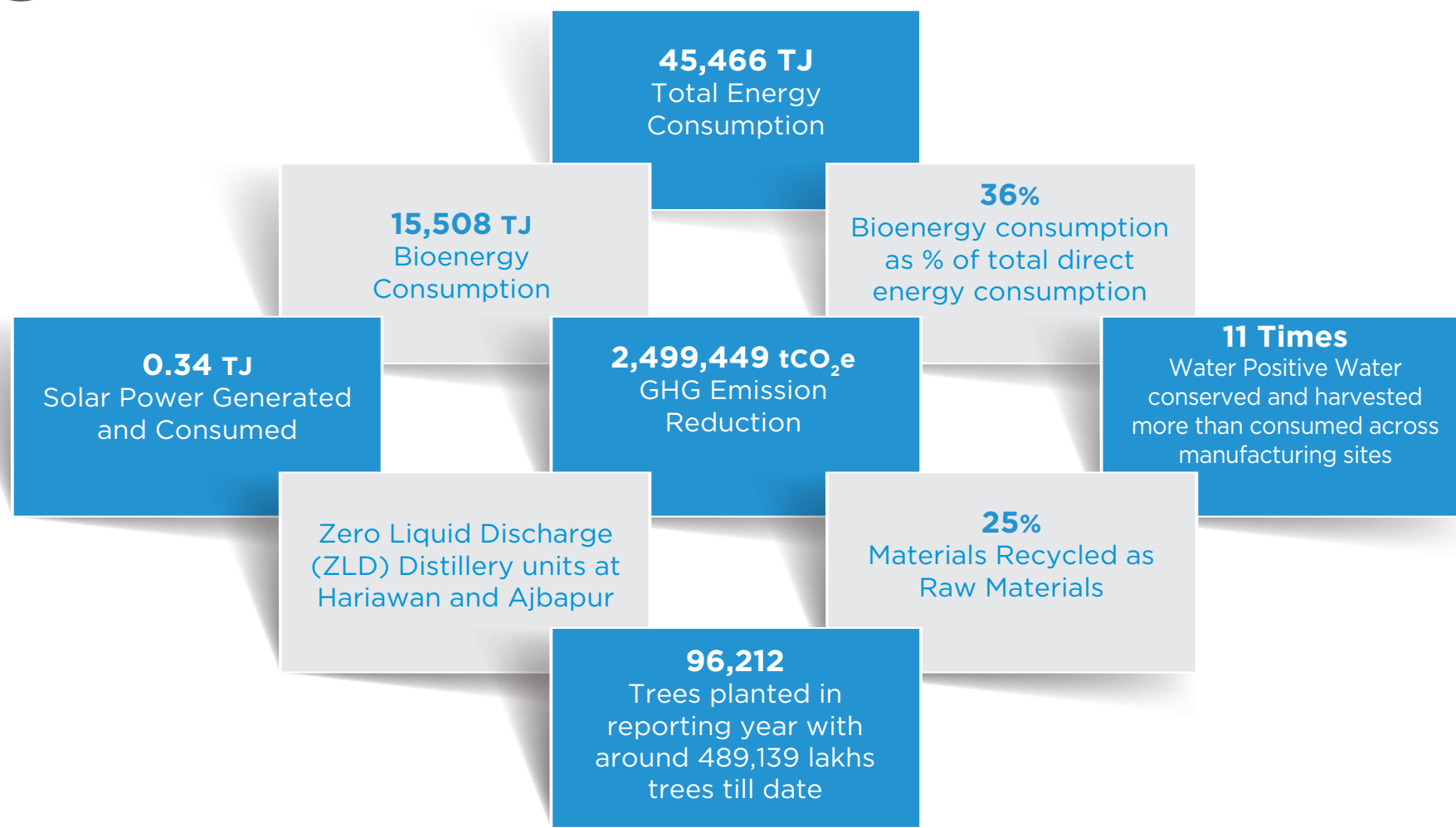
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Business	Key Projects	₹ Bn	Commissioning
 <b>Sugar*</b>	• 260 KLD grain attachment	0.8	Q4, 2023
	• Potassium Sulphate from Distillery Ash	0.5	Q2, 2024
 <b>Chlor-Vinyl</b>	• 120 MW coal based new power plant	5.3	Q3, 2023
	• Expansion of caustic soda capacity by 850 TPD with 600 TPD Flaker	9.4	Q1, 2024
	• 52K TPA Epichlorohydrine (ECH) facility	6.5	-do-
	• 57K TPA Hydrogen Peroxide facility	5.1	-do-
	• 50MW Renewable power	0.8	-do-
	• Others	1.5	-do-
 <b>Fenesta</b>	• Expansion of Extrusion Plant at Kota	0.5	Q2, 2024
 <b>Shriram Farm Solution</b>	• Water Soluble Fertilizers & Bio Products	0.2	Q3, 2024
 <b>Total</b>		<b>30.6</b>	

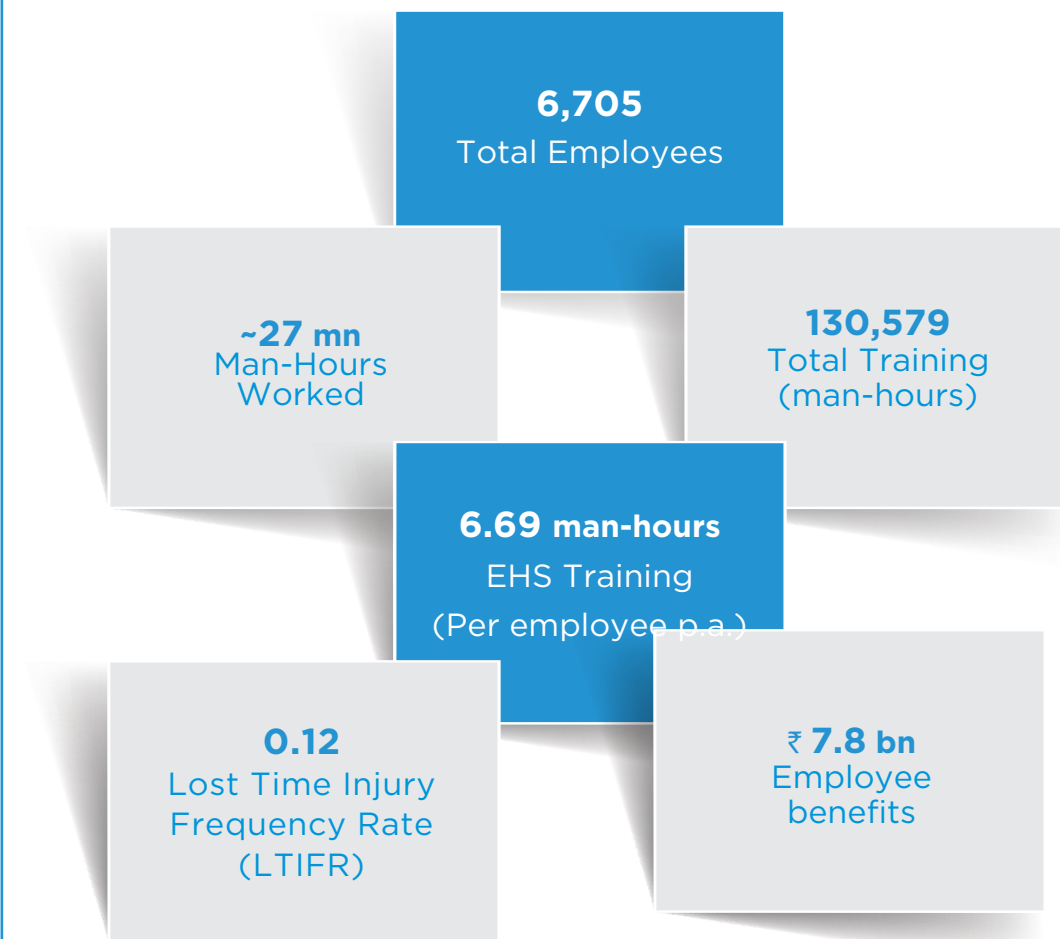
\* Expansion amounting ₹4.3 bn already commissioned pertaining to Ajbapur expansion by 3000 TCD and conversion of sulphitation sugar to refined in Ajbapur & Hariawan and 120 KLD distillery at Ajbapur



## Natural Capital



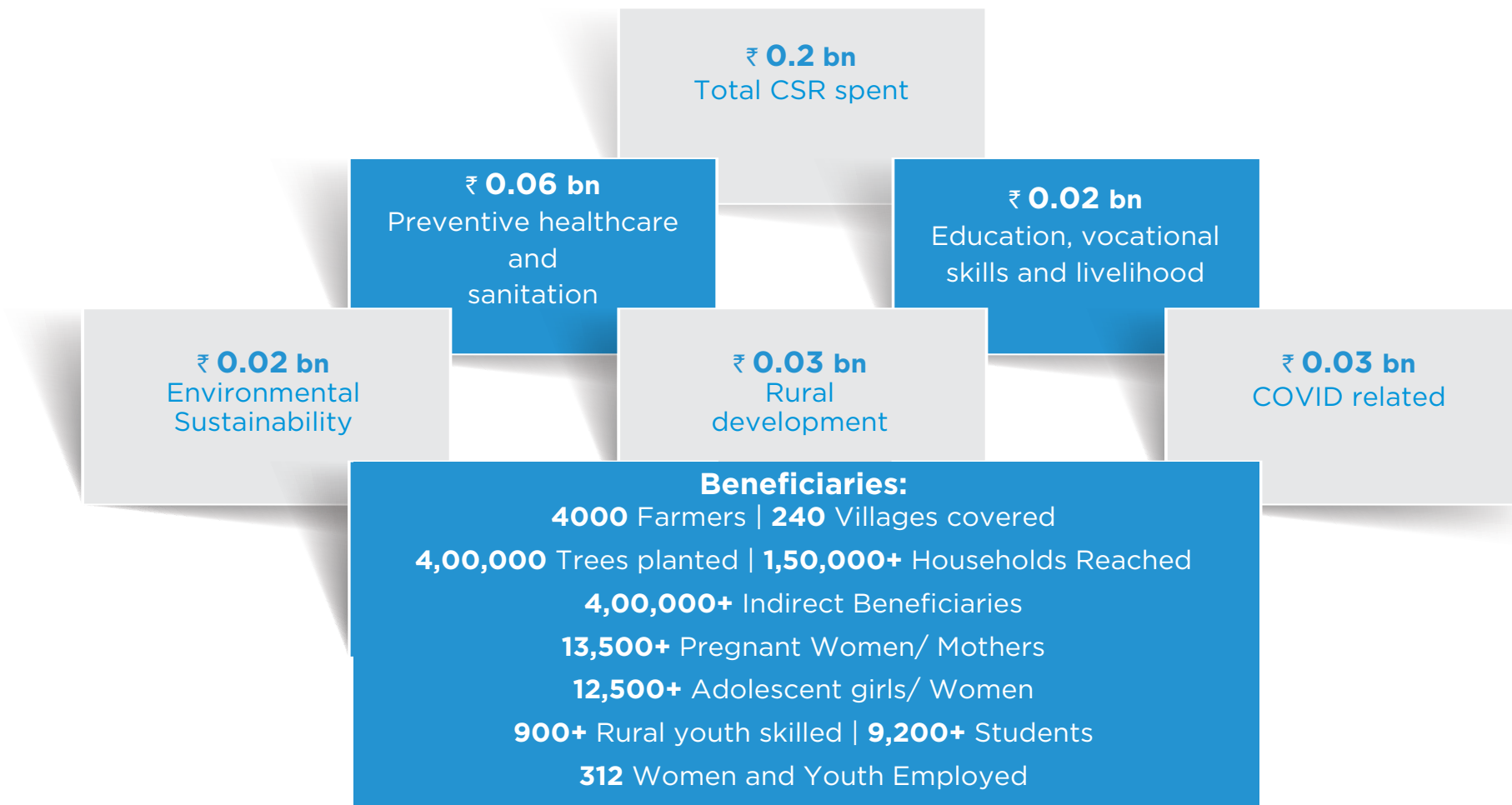
## Human Capital



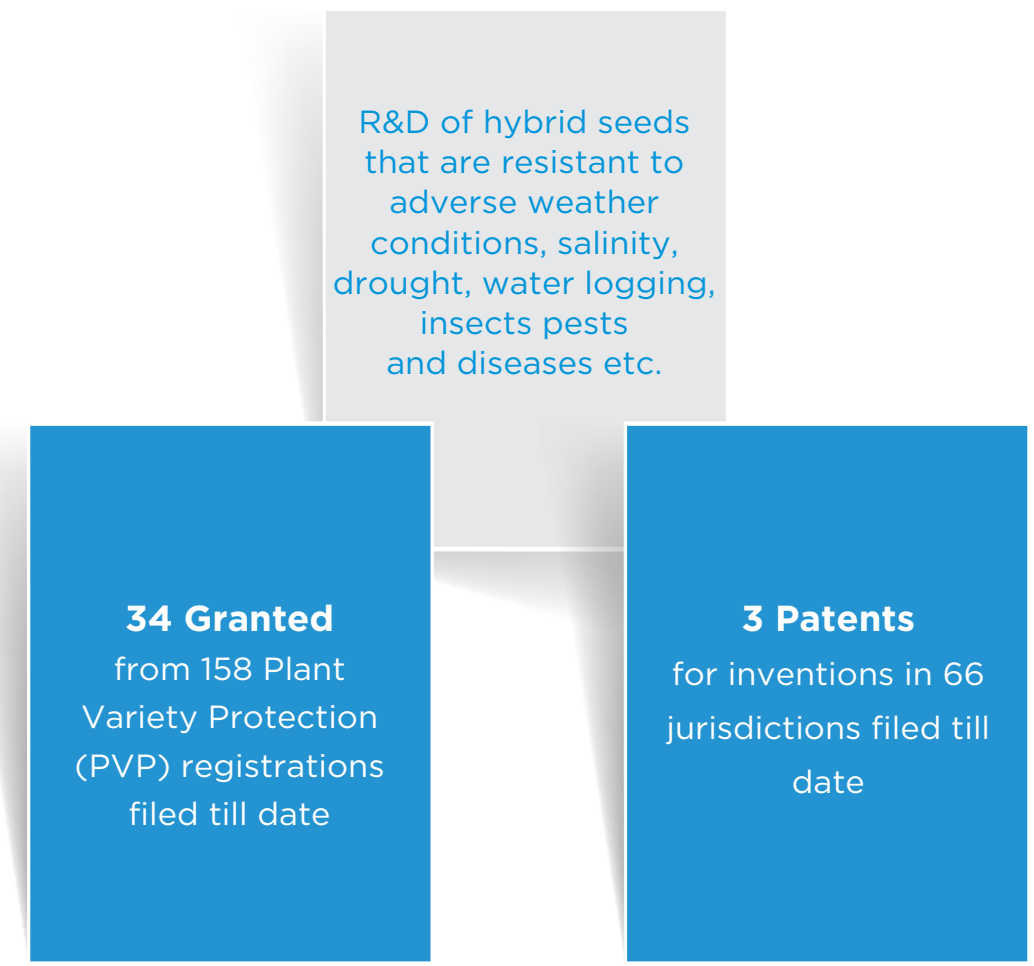




## Social & Relationship Capital



## Intellectual Capital



# CORPORATE SOCIAL RESPONSIBILITY



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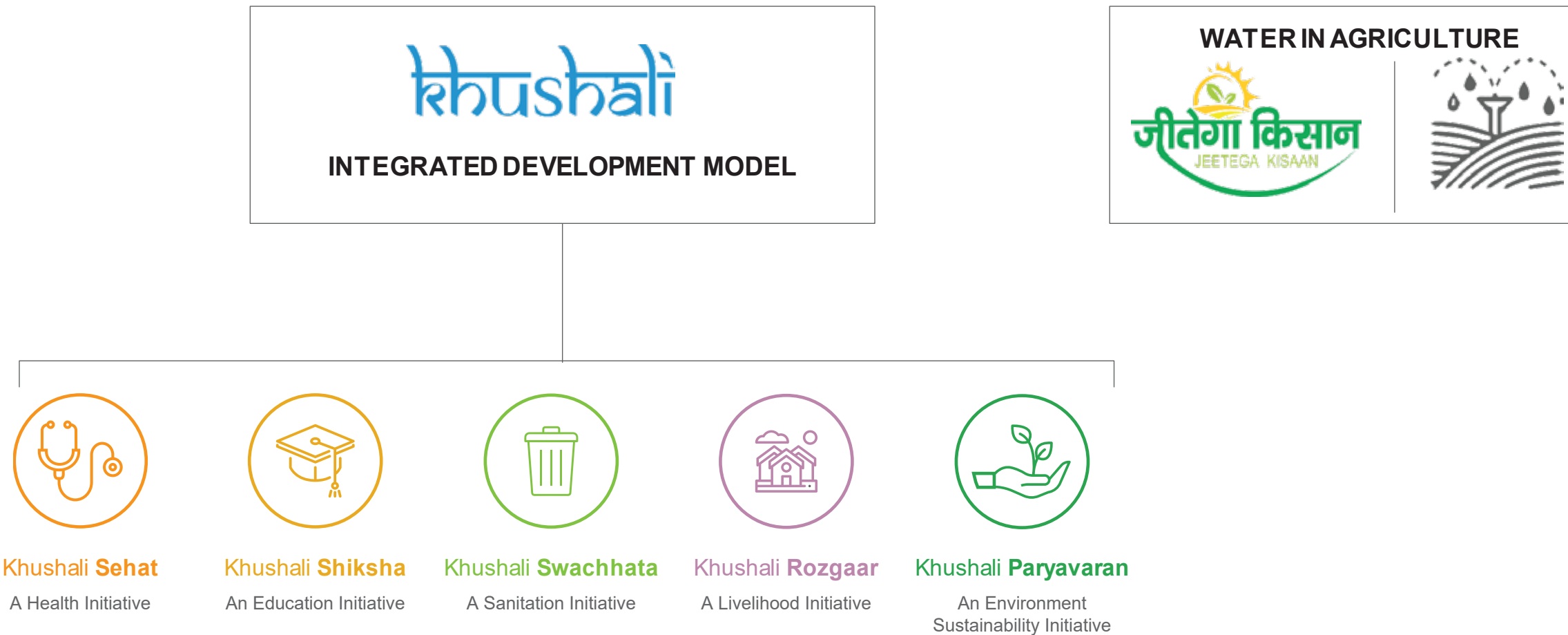


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# CSR PROGRAM APPROACH @ DCM SHRIRAM LTD

DCM Shiram Ltd undertakes its CSR activities through it's Philanthropic arm DCM Shriram Foundation with key focus areas of:



# KHUSHALI PROGRAM

## (INTEGRATED DEVELOPMENT PROGRAM MODEL)

### Khushali Sehat

A Health Initiative

A preventive healthcare program for mothers and children has been running with an objective of reducing Infant Mortality Rate (IMR) and Mothers Mortality Rate (MMR).

**Key areas of Intervention:-**

- Vaccination and Immunization
- Nutrition
- Institutional Deliveries
- Menstrual Hygiene Management
- Identification of High Risk Pregnancies through the Mobile Medical Unit

Health Camps, Awareness Sessions, Eye Camps, Cataract Surgeries, and a Mobile Medical Unit are conducted through this program



### Khushali Shiksha

An Education Initiative

Khushali Shiksha aims to ensure access of quality education for children in the age group of 6 to 14 years.

The focus is on Improvement of foundation literacy and numeracy of children from Grades 1-5 while creating an education - conducive ecosystem that fosters engagement of different stakeholders from the community.

Interventions for this program are carried out through **home-based activities, and school-based activities.**

Additionally, scholarships for higher education are provided in Kota and Bharuch.



### Khushali Swachhata

A Sanitation Initiative

Khushali Swachhata aims to bring sanitation related behaviour change in schools and village communities.

Active targeting ODF, waste disposal and community sanitation are carried out through awareness sessions held in the communities and schools

In collaboration with Municipal corporation of Hardoi, 2 Decentralized Solid Waste Management Units have been launched in wards 5 and 21 of Hardoi City. **Awareness generation on segregation of waste, capacity building of waste handlers, treatment and disposal of collected solid waste** is demonstrated In/Ex situ Decentralised/ Centralised. SWM in its intervention area.



# KHUSHALI PROGRAM

## (INTEGRATED DEVELOPMENT PROGRAM MODEL)

### Khushali Rozgaar

A Livelihood Initiative

This vertical is aimed at providing training for livelihood to disadvantaged sections.

This program provides the following:-

- Silai School
- Mobile and Laptop/Computer Repair Course
- **Project Zardozi:** A livelihood sustenance program striving to develop entrepreneurship qualities in rural artisans through formation of SHGs.
- **Partnership with Haqdarshak:** working with Communities make them aware and get access to Govt. schemes.
- **Cattle Development Program**
- **DCS Operator Course**



### Khushali Paryavaran

An Environment Sustainability Initiative

Khushali Paryavaran is an environment sustainability initiative that aims to maintain the right ecological balance in public places including schools, hospitals, embankments of village ponds and more.

**Key activities of the program:**

- Tree Plantation
- Watershed Management
- Soil Health





# REWARDS & RECOGNITION



## SUSTAINABILITY AWARDS

### Water Conservation

Kota complex received the National Award for Noteworthy efforts in Water Management 2021 by CII



### Ecosystem Restoration

Loni, Uttar Pradesh site received recognition certificate for promising efforts in ecosystem restoration by CII



### Sustainable Agriculture

Sugar Business received 1st position in FICCI Sustainable Agriculture Award for Soil & Water Resource conservation programme



## SAFETY AWARDS

Behaviour Based Safety (BBS) Award for Ajbapur/ Rupapur in Uttar Pradesh by NITIE and Forum of Behavioural Safety



# REWARDS & RECOGNITION



## CORPORATE RECOGNITION

### Heritage Company of India Award

By FICCI India@75; Chemical and Petro  
Chemical Industry Awards



### Best Brand Awards for Fenesta

By Superbrands, Living Media India P Ltd,  
The Economic Times, Realty+inex



### Most Trusted Brand Award for Fenesta

By Marksmen Daily



### World's Best Emerging Brand Award for Fenesta

By WCRC (World Consulting and  
Research Corporation)



## LIFETIME ACHIEVEMENT RECOGNITION

Mr. Ajay S Shriram obtained recognition  
By Indian Chemical Council





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# PERFORMANCE Q3' 2023

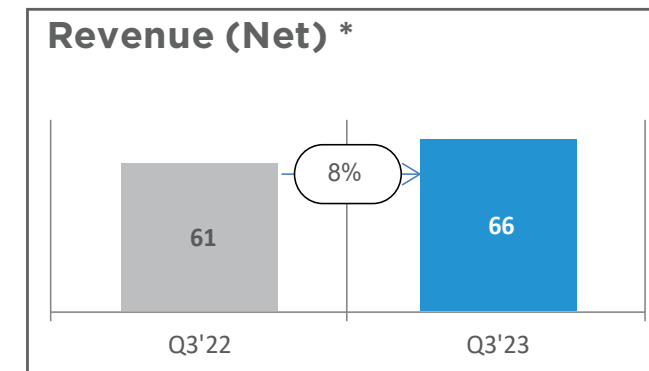
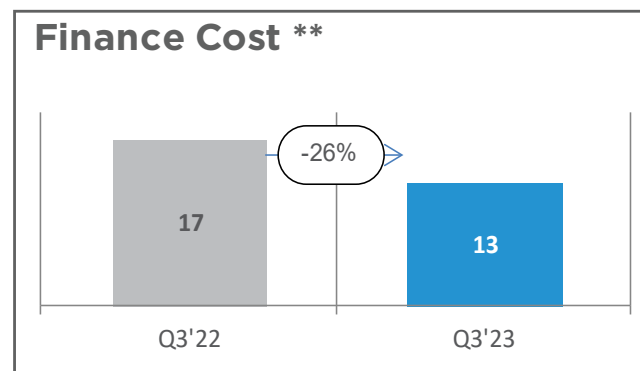
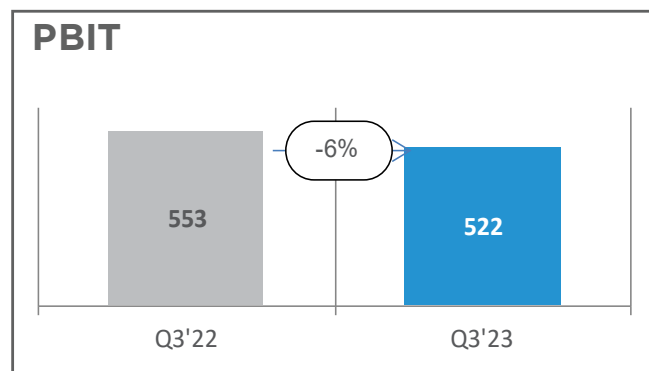
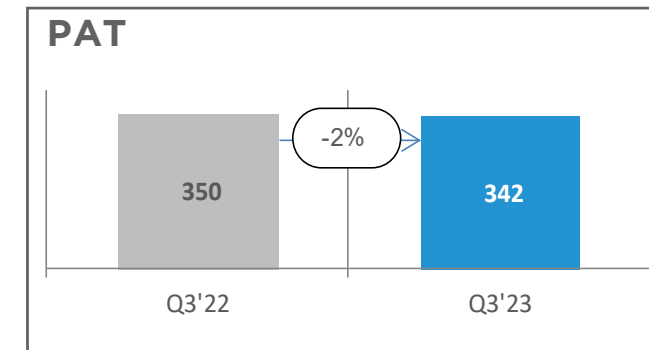
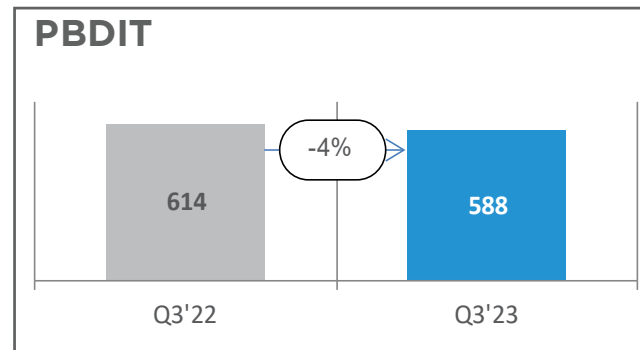
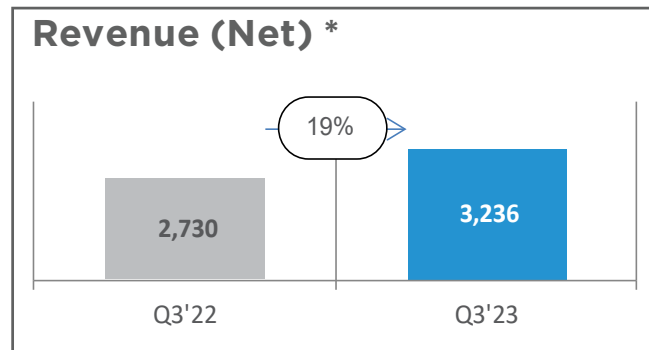
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# FINANCIAL SNAPSHOT

## - Q3 FY23



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**Surplus net of Debt** as on 31st December, 2022 is ₹101 cr vs net debt of ₹4 cr as on 31st March, 2022.

**ROCE#** for the period came in at 34% vs 29% for LY.

**Interim Dividend** recommended by the Board in this board meeting at 290% amounting to ₹90.45 cr (Total 520% amounting to ₹162.18 cr)

\*Net revenue includes operating income. Net of excise duty of ₹ 148 cr (LY 61) on country liquor sales.

\*\* This is Gross finance cost. Finance cost net of Interest / Dividend income and Interest subsidy/grants for Q3 FY23 at -ve ₹ 15 cr (LY -4.5)

\*\*\* Tax cash outflow is approx. 17.5% (MAT)

# 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 ₹/Cr

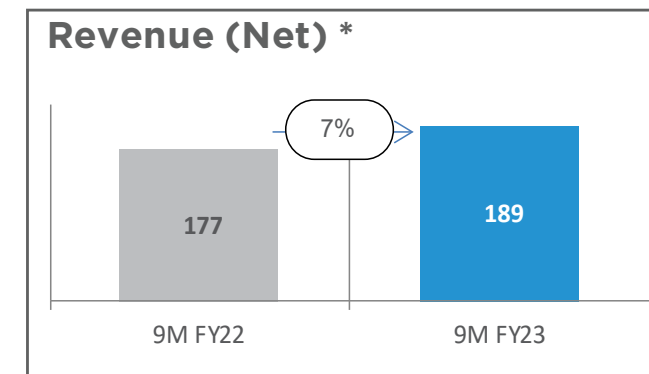
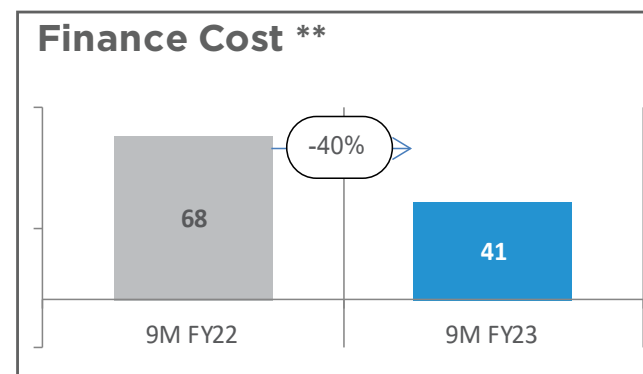
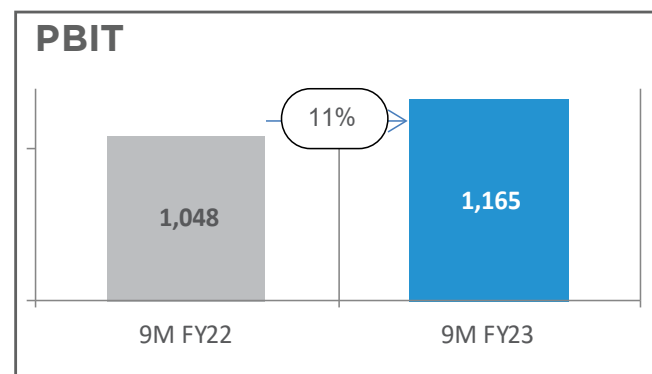
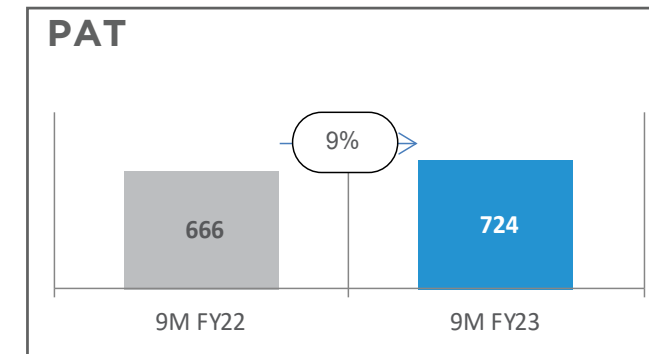
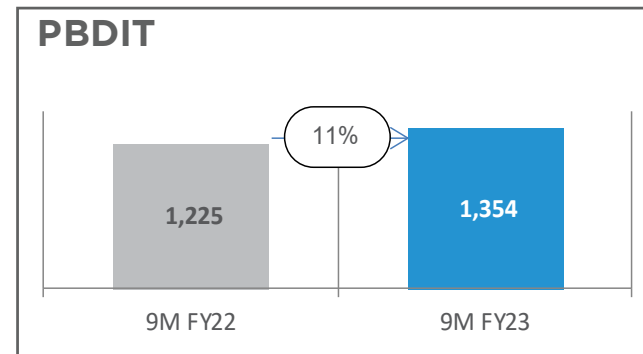
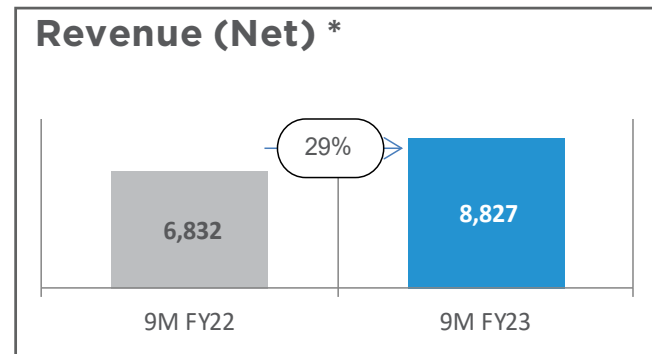
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# FINANCIAL SNAPSHOT

## - Q3 FY23



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\* Net revenue includes operating income. Net of excise duty of ₹404 cr (LY 145) 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 ₹30 cr (LY 10)

\*\*\* Tax cash outflow is approx. 17.5% (MAT)

Note: All figures in ₹/Cr





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**Thank you**

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