



BSE Limited Phiroze JeeJeeBhoy Towers, Dalal Street, <u>Mumbai - 400 001</u>	National Stock Exchange of India Ltd., "Exchange Plaza", 5 th Floor, Plot No. C-1, G Block, Bandra-Kurla Complex, Bandra (E) <u>Mumbai – 400 051</u>
SCRIP CODE : 523367	SCRIP CODE : DCMSHRIRAM

Kind Attn: Department of Corporate Communications/Head – Listing Department

Sub: Update on the outcome of Board Meeting

Dear Sirs,

This is in continuation to our letter dated 20.07.2021, please find attached a copy of Result Presentation on Unaudited Financial Results for the quarter ended 30.06.2021.

You are requested to kindly take the above information on your records and disseminate the same including at your website.

Thanking You,

Yours faithfully,
For DCM Shriram Ltd.

(Sameet Gambhir)
Company Secretary

Dated : 20.07.2021

Encl. : as above

DCM SHRIRAM LTD.

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CIN No. L74899DL1989PLC034923



DCM Shriram Ltd.

Q1 FY22 - Results Presentation

July 20, 2021



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.

All figures are consolidated unless otherwise mentioned.

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1. Net Revenues (net of excise duty*) stood at Rs.1,957 crs for Q1 FY'22 vs Rs. 1,912 crs in Q1 FY'21:

□ The Revenues were positively impacted by:

- Revenue for Chemicals business is up by 76% at Rs 412 crs and for Fenesta up by 168% at Rs 108 crs:
 - Higher volumes in Chemicals and Fenesta businesses lead to higher revenue. In the corresponding quarter last year, demand as well as production was impacted due the Covid-19 pandemic and related nationwide stringent lockdowns. As regards sequential quarter the volumes are largely in line.
 - ECU prices witnessed 11% increase at Rs. 24,309/MT vs Q1 FY 21. QoQ ECU is up 16%.
- Vinyl business revenues were at Rs 186 crs vs Rs 82 crs during Q1 FY21 crs driven by higher prices of PVC which were up 86% at Rs. 125,003 / MT and Carbide up 55% at Rs. 85,777/MT. QoQ prices were stable. Volumes of PVC were higher by 26%, however, QoQ they were lower by 34% impacted by low demand as a result of 2nd wave of Covid-19. Volumes are coming back to normal now.
- Fertilizer revenues up 8% at Rs 220 crs resulting from price revisions relating to previous years amounting of Rs 33 crs and higher gas prices (impact +ve Rs. 24 crs) which is a pass through. Volumes however were lower ~20% YoY as well as QoQ, since the plant operated at 75% capacity utilization (Impact –ve Rs. 41 crs) due to a partial breakdown. The plant is now operating at full capacity.

□ The Revenues were negatively impact by:

- Overall Sugar business revenues (net of excise duty on country liquor sales amounting to Rs 50.8 crs) are down 36% YoY at Rs 563 crs primarily impacted by volumes of Sugar and Power, which resulted in a -ve impact of Rs 361 crs, partly offset by increase in distillery volumes Rs 22 crs and higher prices of Sugar and Ethanol of Rs 26 crs, resulting in a net impact of Rs 314 crs.
 - Domestic sales volumes were lower at 10.5 lac qtls vs 16.3 lac qtls in Q1 FY 21, on account of lower quota released by the government which is a direct result of lower available inventory. Exports quota for SY 21 was largely fulfilled by Q4 FY21, hence exports during Q1 FY22 were at 0.2 lac qtls vs 5.0 lac qtls in Q1 FY21. Total export quota allocated for SY20 was 22 lac qtls vs 12.5 lac qtls for SY21.
 - Power volumes for Q1FY22 lower at 294 lac units vs 634 lac units for Q1FY21, due to shorter Sugar season.
 - Ethanol volumes stood at 311 lac ltrs vs 286 lac ltrs in Q1 FY 21.
 - Country liquor started sales this quarter - 18.5 lac ltrs, Rs. 5.1 crs (* Net of excise duty of Rs 50.8 crs).

- The 1st wave of Covid'19 lead to decline in revenue in Q1 FY '21 by ~ Rs. 300 crs. because of lower volumes in Chloro-Vinyl and Fenesta Businesses.

2. PBDIT for Q1 FY22 up 56% YoY at Rs 300 crs.

□ PBDIT was positively impacted by:

- Vinyl (Plastics) PBDIT at Rs 90 crs vs Rs 7 crs during same period last year led by higher prices.
- Chemicals PBDIT Rs 113 crs vs Rs 61 crs during Q1 FY21 led by volumes and higher ECU prices.
- Fenesta PBDIT at Rs 12 crs vs -ve Rs 6 crs during Q1 FY21 due to lower volumes in Q1 FY21.
- Fertilizer PBDIT at Rs 33 crs vs Rs 9 crs during Q1 FY21. The major reason was the additional income of Rs. 33 crs on account of price revision related to earlier periods. Excluding this income PBDIT was lower YoY primarily because of lower volumes.

□ PBDIT was negatively impacted by:

- Sugar Business PBDIT stood at Rs 42 crs vs Rs 90 crs during same period last year, primarily due to lower Sugar volumes at 10.7 lac qtls vs 21.3 lac qtls. Higher Sugar and Ethanol prices had a positive impact on the earnings.
- Bioseed PBDIT at Rs 27 crs vs Rs 50 crs for Q1 FY21 impacted by lower volumes in India operations primarily in institutional segment and impact of Covid 19.
- Input Costs have risen over the same period last year, in Chloro-Vinyl and Fenesta Businesses.

3. PAT for Q1 FY22 at Rs 158 crs vs Rs 69 crs during Q1 FY21.

4. **Net Debt** at 30th June, 2021 stood at Rs 122 crs vs Rs 1,167 crs at 30th June, 2020 and Rs. 180 crs. on 31st March 2021. The reduction in debt over June 2020, resulted from lower sugar inventory and significantly lower fertilizer subsidy outstanding. Our prudent approach to Capex and working capital management across businesses also led to lower net debt.

5. **Long Term credit rating** upgraded to AA+ (from AA) by ICRA during the quarter and Short term rating of A1+ was reaffirmed. CRISIL rating is A1+ on short term rating scale.

6. **ROCE** came in at 20.8% in Q1 FY22 vs 18.0% in FY 21.

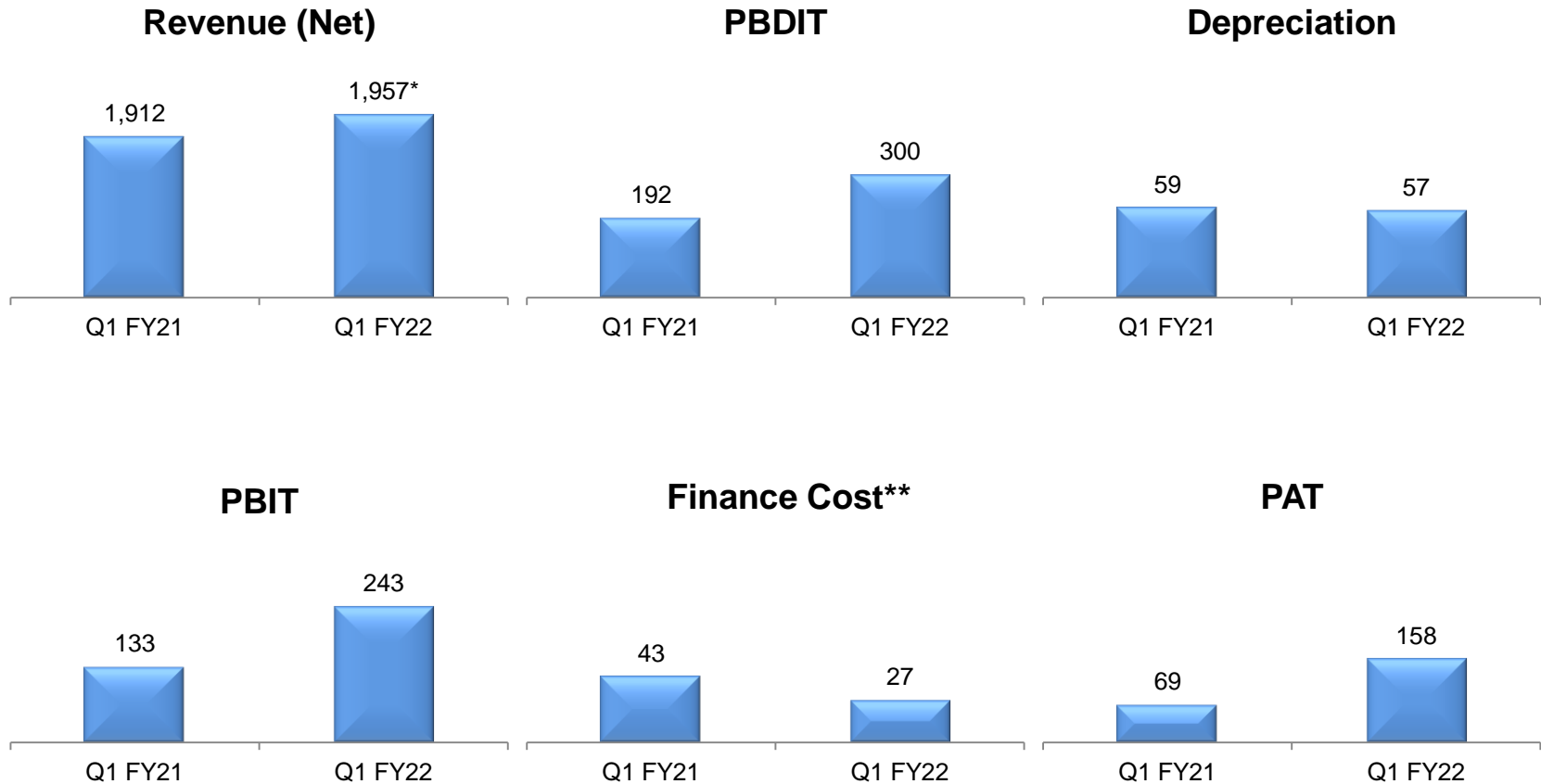
1. Under implementation at a investment of ~ Rs. 2,100 crs at Bharuch Chemical Complex:

- ❑ 120 MW new coal based power plant expected to be commissioned by end of Q1 FY23.
- ❑ Other projects are progressing as per schedule:
 - ❑ Epichlorohydrine (ECH) with a capacity of 51,000 TPA along with Glycerin purification facility, Hydrogen peroxide (H₂O₂) at a capacity of 52,500 TPA, Expansion of Anhydrous Aluminum Chloride with a capacity of 32,850 TPA and Multipurpose Product Research & Development Center.
- ❑ The Company will now start the implementation of chlor-alkali capacity expansion of 700 TPD along with 500 TPD flaker expansion which is expected to be commissioned by Q4 FY'23.

2. New Investment approved by the Board:

- ❑ Grain based Distillery at Ajbapur Sugar unit, with a capacity of 120 KLD at a Capital expenditure of Rs 145 crs, expected to be commissioned by Q2 FY23.
- ❑ Additional steam generation for commercial sale upto 90 TPH at Bharuch at an investment of Rs. 31 crs, expected to be commissioned by end of Q1 FY23.
- ❑ Replacement of 3 electrolyzers with a capacity of ~160 TPD, with latest and efficient technology at Kota Chemicals unit at an investment of Rs 44 crores, expected to be commissioned by Q4 FY 22.

Q1 FY22 - Financial Snapshot



* Net of excise duty on country liquor sales amounting to Rs 50.8 crs. Including excise duty, total revenue is Rs 2,008 crs.

**Net Finance cost for Q1 FY22 at Rs 10.7 crs, for Q1 FY21 at Rs 23.4 crs.

Note: All figures in Rs. crs

Net revenue includes operating income

Q1 FY22 - Segment Performance

Rs crs

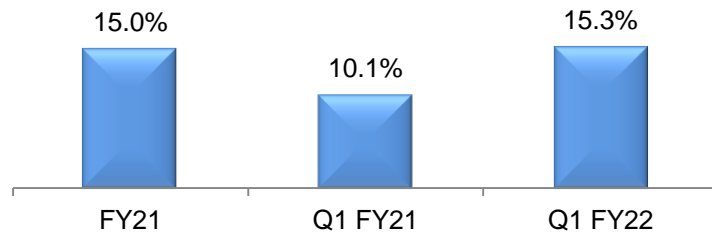
Segments	Revenues (Net)			PBIT			PBIT Margins %	
	Q1 FY22	Q1 FY21	YoY % Change	Q1 FY22	Q1 FY21	YoY % Change	Q1 FY22	Q1 FY21
Chloro-Vinyl	598.4	315.6	89.6	177.9	43.4	310.2	29.7	13.7
Sugar	563.5*	877.4	(35.8)	23.4	71.8	(67.5)	4.1	8.2
SFS	212.4	209.5	1.4	15.8	17.5	(9.3)	7.4	8.3
Bioseed	188.5	200.2	(5.9)	25.1	47.8	(47.5)	13.3	23.9
Fertilizer	219.6	203.2	8.1	30.2	5.8	425.7	13.8	2.8
Others	203.8	126.6	61.0	6.7	(6.8)	-	3.3	(5.3)
-Fenesta	108.5	40.4	168.2	8.7	(9.5)	-	8.0	(23.5)
-Cement	46.6	31.3	48.8	(1.0)	2.5	-	(2.0)	8.0
-Hariyali Kisaan Bazaar & others	48.8	54.9	(11.1)	(1.1)	0.2	-	(2.2)	0.5
Total	1,986.1	1,932.4	2.8	279.0	179.3	55.6	14.0	9.3
Less: Intersegment Revenue	29.0	20.5	41.9					
Less: Unallocable expenditure (Net)				36.0	46.3	(22.3)		
Total	1,957.1*	1,912.0	2.4	243.1	133.1	82.7	12.4	7.0

* Net of excise duty on country liquor sales amounting to Rs 50.8 crs. Including excise duty, total revenue is Rs 2,008 crs.

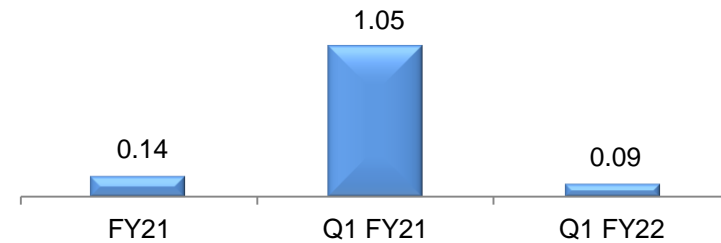
Note: Net revenue includes operating income

Q1 FY22 - Returns & Leverage

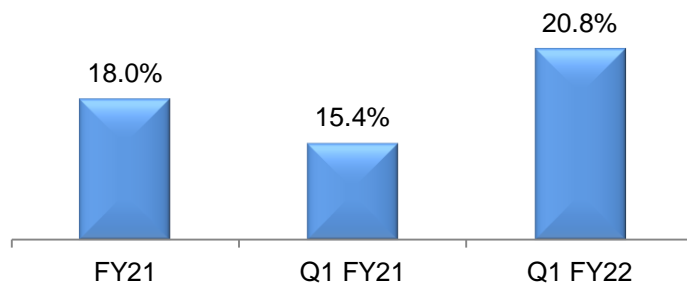
PBDIT to Net Sales



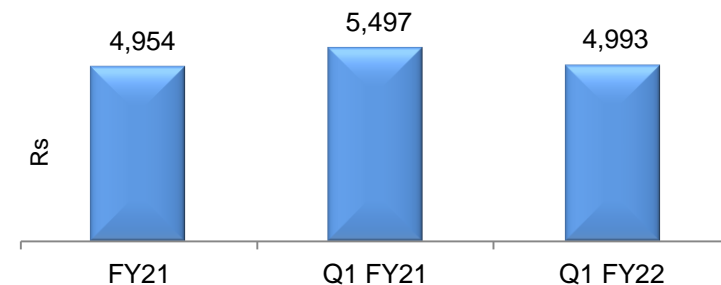
Net Debt/ EBITDA



ROCE



Capital Employed



Note :

ROCE and Net Debt/ EBITDA Calculated on TTM basis

ROCE calculated on average of the capital employed at end of the quarters.

Capital Employed excludes CWIP and Liquid Investments.

Commenting on the performance for the quarter ending June 2021, in a joint statement, Mr. Ajay Shriram, Chairman & Senior Managing Director, and Mr. Vikram Shriram, Vice Chairman & Managing Director, said:

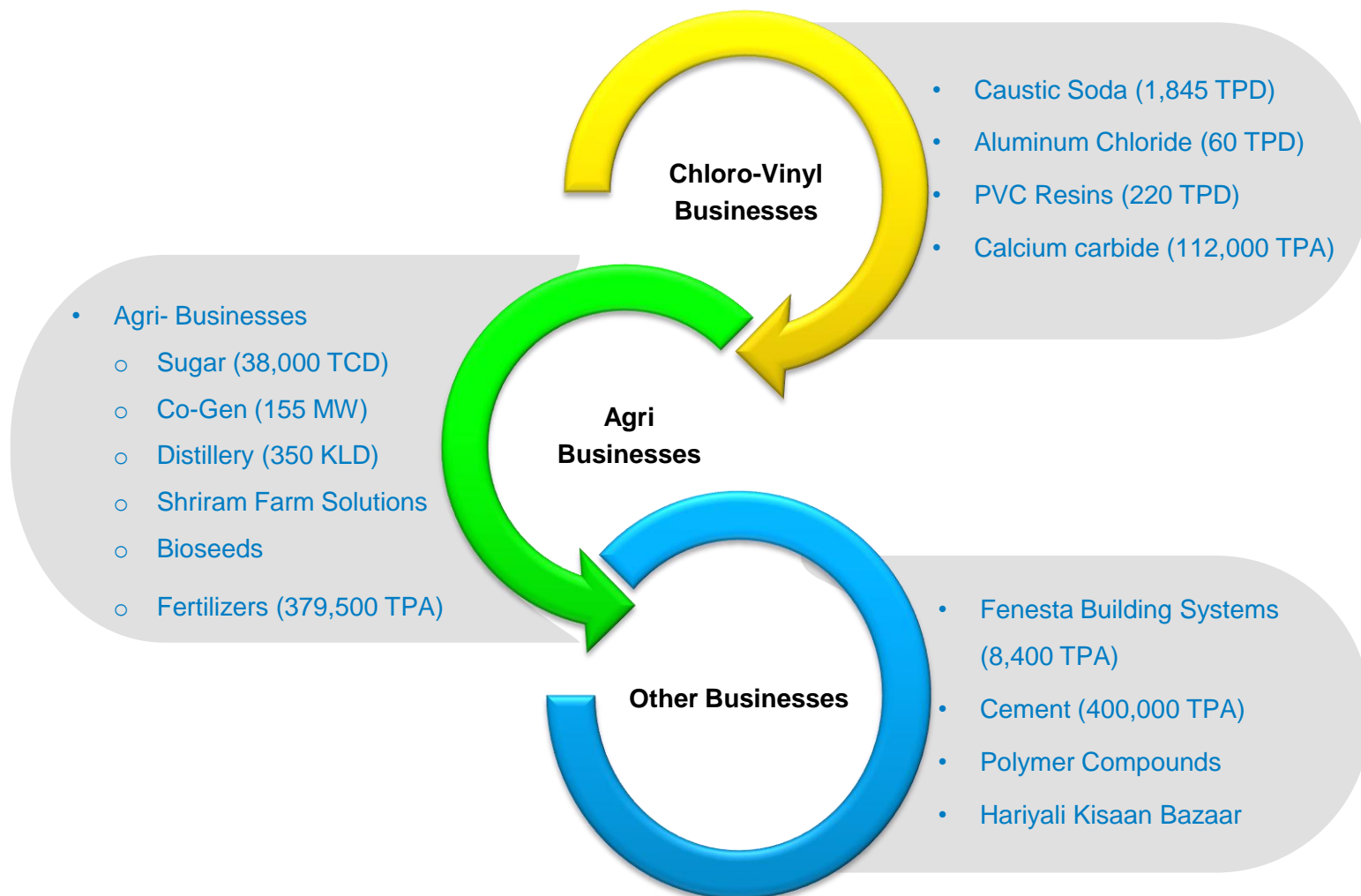
The performance during the quarter was robust despite the challenges of second wave of Covid-19 pandemic. Our businesses have shown resilience to the disruptions caused by pandemic and have continued to operate at normal levels. The overall economic activity in the Country was significantly better than the same period last year, enabling better performance.

In line with our strategy to grow the scale, integration and cost efficiencies of our businesses, we have taken further steps in the direction. We are expanding our Ethanol capacity with a new 120 KLD Grain based Distillery at our Ajbapur Sugar unit. We have now decided to initiate the expansion of 700 TPD Chlor-alkali capacity along with 500 TPD flaker plant at the Bharuch complex that was put on hold because of uncertainties caused by Covid-19 pandemic. We are optimizing the configuration from our under construction 120 MW power plant at Bharuch to sell up to 90 TPH steam. We are also replacing three electrolyzers at Kota Chemical unit which will be more efficient and are on latest NCZ technology, to reduce power consumption and marginally increase capacity. All these steps will further strengthen our businesses.

Chloro-Vinyl and Fenesta businesses are facing cost pressures given the rise in Input prices, the Company continues to take active steps to improve cost structures and sustain reasonable margins.

Our Chlor-Alkali business has witnessed modest improvement in demand and prices. In Vinyl and Sugar prices, continue to be stable. Shriram Farm Solution and Fenesta business are enlarging their product portfolio and are witnessing good demand. Bioseed India business has faced headwinds in the current season, however, we feel it will grow well over the medium term.

Balance Sheet and Cash flow position continues to be strong, we will be able to fund most of the capex announced, from our internal accruals.



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

Chloro Vinyl Business

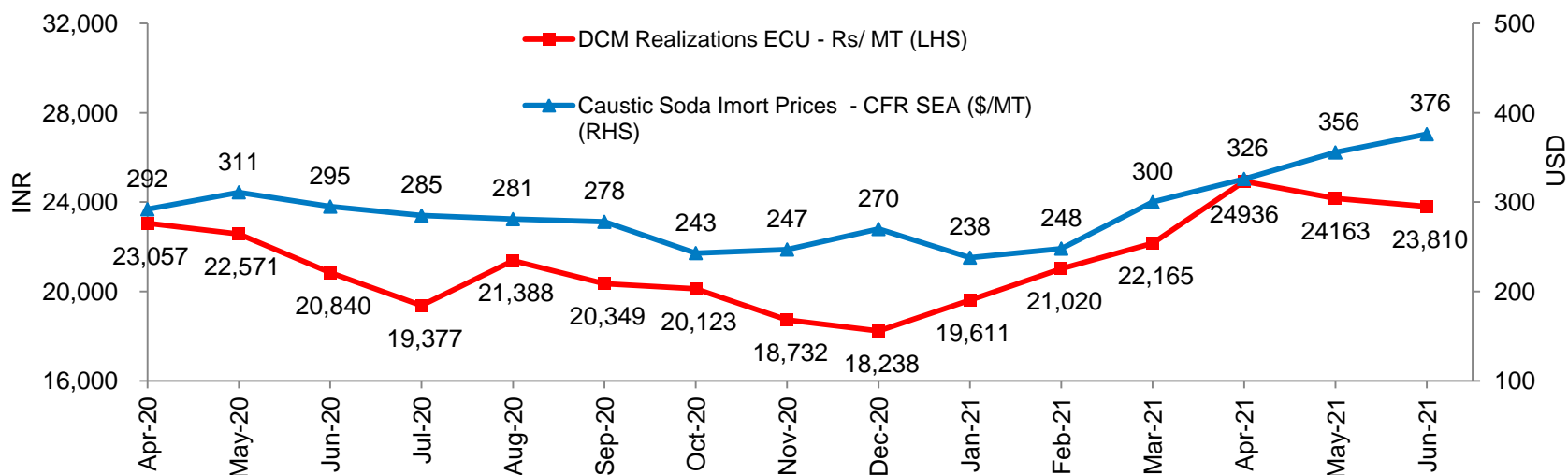
Particulars	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	Cap. Employed (Rs. Cr.)
Q1 FY22	598.4	177.9	1,689.4
<i>Q1 FY21</i>	<i>315.6</i>	<i>43.4</i>	<i>1,496.4</i>
<i>% Shift</i>	<i>89.6</i>	<i>310.2</i>	<i>12.9</i>

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.

Capital employed includes CWIP of Rs 191 crs at 30th June, 2021 vs Rs 53 crs at 30th June, 2020.

Particulars	Operational		Financial		
	Caustic Sales (MT)	ECU Realizations (Rs./MT)	Revenues (Rs Cr.)	PBIT (Rs. Cr.)	PBIT Margin %
Q1 FY22	134,606	24,309	412.3	92.2	22.4
Q1 FY21	82,059	21,838	233.8	40.2	17.2
% Shift	64.0	11.3	76.3	129.2	30.0

Import Caustic and DCM ECU Prices



Industry Overview

- Domestic demand lost during Covid-19 recovered by Mar - Apr 2021. Downstream demand from textiles, pulp and paper and other chlor alkali consumers recovered near to pre-covid levels. However, second wave of Covid in Q1 FY21 led to drop in demand again which is expected to recover as situation normalizes.
- For Q1 FY22, imports in India were 0.52 lac MT compared to 0.89 lac MT in Q1 FY21.
- For Q1 FY22, exports in India were 0.62 lac MT compared to 0.43 lac MT in Q1 FY21.
- Industry focusing on exports to improve capacity utilization.

Performance Overview

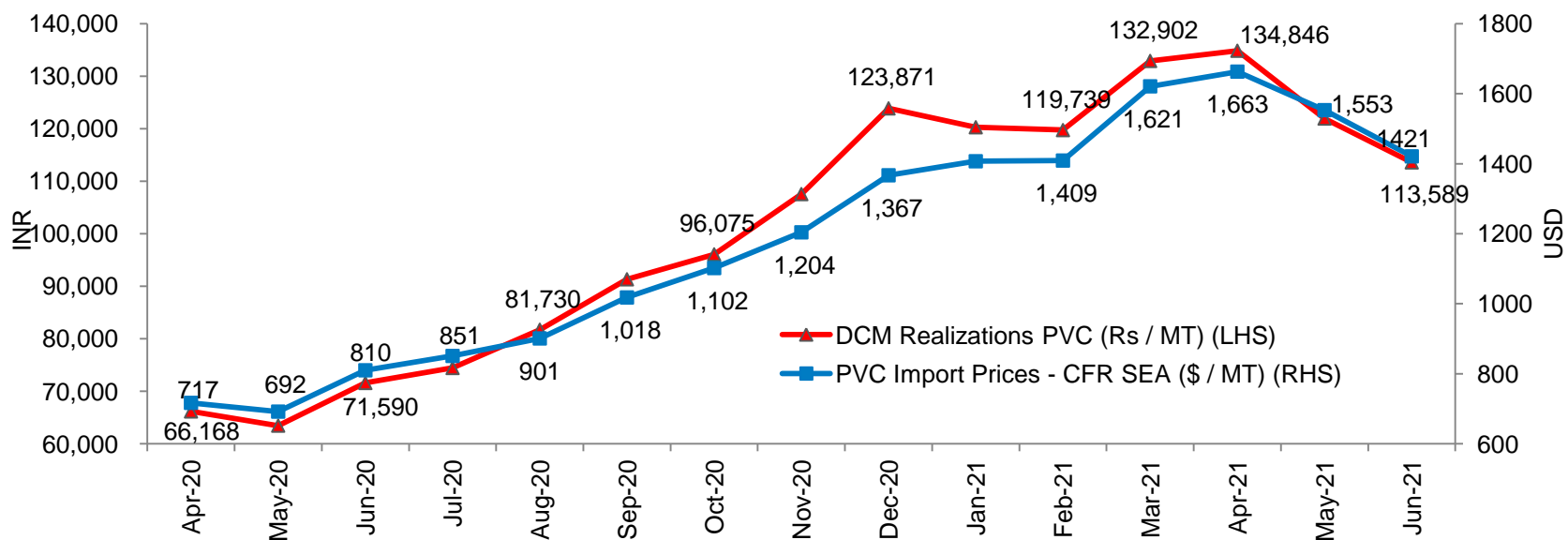
- Revenues for Q1 FY22 at Rs 412 crs vs Rs 234 crs during Q1 FY21.
 - Caustic volumes up 64% YoY. Q1 FY21 was impacted by lockdown due to Covid-19. Plant restarted during April'20 after lockdown in last week of March'20, resulting in loss of production leading to lower sales. Demand was slow to pick up during FY'21. Plant operations have reached pre-covid levels. Capacity utilization during Q1 FY22 is ~85% vs ~80% in Q4 FY 21
 - ECU prices up 11% YoY. ECU prices had shown sign of improvement from Jan'21 onwards. Chlorine continues to remain positive.
 - Hydrogen and aluminum chloride had a positive impact on revenues. Although Aluminum Chloride has faced significant cost and price pressure.
 - Sequentially, revenues up 16% driven by both ECU prices and volumes. ECU prices up 16% QoQ and volumes up 5% QoQ.
- PBIT for Q1 FY22 at Rs 92 crs vs Rs 40 crs during Q1 FY21 led by volumes and higher ECU prices. Volumes during Q1 FY21 impacted by Covid 19 related lockdowns. Higher input and salt prices were more than offset by impact of higher volumes and ECU prices.

Outlook

- The demand is expected to grow over near to medium term.
- The various projects announced are progressing well despite impact of second wave of Covid 19.
- The expansion of 700 TPD Chloro-alkali and 500 TPD Flaker is now being initiated.
- The 120 MW power plant which is under construction is being optimized to be able to sell Steam up to 90 TPH.

Particulars	Operational				Financial		
	PVC Sales (MT)	PVC XWR Realizations (Rs./MT)	Carbide Sales (MT)	Carbide XWR Realizations (Rs./MT)	Revenues (Rs Cr.)	PBIT (Rs. Cr.)	PBIT Margin %
Q1 FY22	12,960	125,003	1,942	85,777	186.1	85.6	46.0
Q1 FY21	10,289	67,050	1,835	55,366	81.8	3.1	3.8
% Shift	26.0	86.4	5.8	54.9	127.6	2,644.2	1,105.9

Import PVC and DCM PVC Prices



Performance Overview

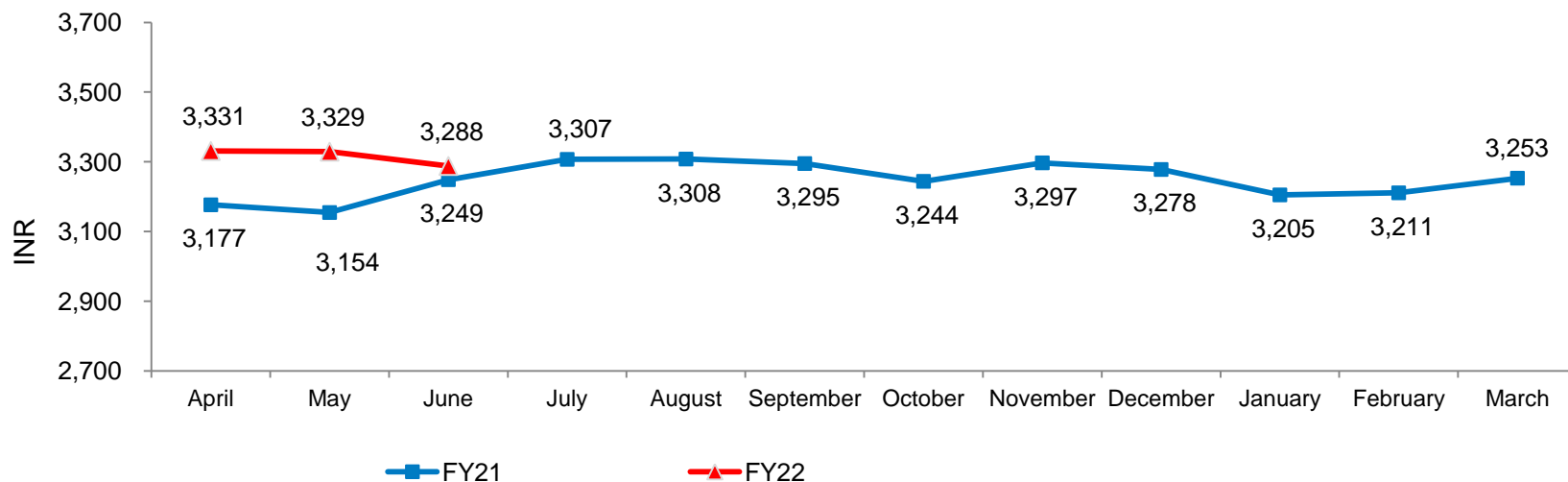
- Revenue for Q1 FY22 up 128% YoY at Rs 186 crs, however, lower 32% QoQ.
 - PVC prices up 86% YoY and carbide prices up 55% YoY. Domestic PVC prices moving in line with international prices and are still very attractive. Volumes were higher YoY during Q1 FY22 as during Q1 FY 21, plant restarted operations in mid May'20 due to lockdown affected in last week of March'20 due to Covid-19 pandemic.
 - Sequentially, PVC volumes down 34% and carbide volumes down 24% due to lower demand due to Covid 19 second wave in Q1 FY22. This has an adverse impact on revenue to the extent of Rs. 89 crores. Avg prices during the quarter remained stable vs Q4 FY21.
 - The capacity utilization in Q1 FY'22 was at 93%.
 - PBIT for Q1 FY22 at Rs 86 crs vs Rs 3 crs during same period last year led by higher prices. PBIT was impacted due to higher input costs YoY, however, this was more than offset by impact of higher prices.
- Despite low sales (QoQ) during quarter, production was largely in line with Q4 FY'21, hence it is expected that the sale volume shortfall of Q1 FY 22, will be made up in the coming quarters.
- Domestic prices continues to move with international prices.

Outlook

Particulars	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	PBIT Margin %	Cap. Employed (Rs. Cr.)
Q1 FY22	563.5*	23.4	4.1	2,383.3
Q1 FY21	877.4	71.8	8.2	2,400.4
% Shift	(35.8)	(67.5)	(49.3)	(0.7)

Capital employed includes CWIP of Rs 17 crs at 30th June, 2021 vs Rs 19 crs at 30th June, 2020.

DCM Sugar Realizations (Domestic) (Rs/ Qtl)



* Net of excise duty on country liquor sales amounting to Rs 50.8 crs. Including excise duty, total revenue for the segment is Rs 614 crs.

Particulars	Sugar Production (Lac Qtls)	Sugar Sales (Domestic) (Lac Qtls)	Sugar (Domestic) Realizations (Rs/Qtl)	Power Sales (Lac Units)	Power Realizations (Rs/ unit) (Lac Units)	Distillery Sales (Lac Ltrs)	Distillery Realizations - B Heavy (Rs/ Ltrs)	Distillery Realizations - C Heavy (Rs/ Ltrs)
Q1 FY22	4.4	10.5	3,315	294	3.5	310.9	56.4	44.8
Q1 FY21	12.4	16.3	3,194	634	3.6	285.9	52.2	42.6
% Shift	(64.7)	(35.7)	3.8	(53.7)	(5.1)	8.8	8.0	5.2

*Distillery sales for B-heavy molasses is 294 lac ltrs for Q1 FY 22 and 209 lac ltrs for Q1 FY21.

Industry Overview

- Total exports contracted for SY21 till June'21 at 5.8 Mn Tonnes against quota of 6 Mn Tonnes.
- Ethanol Supply

S. No.	Particulars	UOM	SY 18-19	SY 19-20	SY 20-21
1	Total Requirement by OMCs	Cr. Ltrs.	329	511	458
2	Total Qty Contracted	"	245	195	333
3	Total Lifting	"	188	182	183*

*till 5th July'21.

- Average blending reached ~5% for SY 20. The present ethanol supply year 2020-21 has seen this rate reaching ~7.8%.

Performance Overview

- Q1 FY22 overall sugar revenues down 36% YoY at Rs 563 crs (net of excise duty on country liquor sales amounting to Rs 50.8 crs) primarily impacted by sugar and power sales volumes.
 - Domestic sales volumes at 10.5 lac qtls lower 36% YoY due to lower sales quota release from the government. Monthly sales quota is being allocated by government for domestic sugar sales based on inventory level, which was significantly low at 25 lac qtls vs 34.5 lac qtls in June 2020. Domestic sugar prices up 4% YoY.
 - Exports volumes lower during Q1 FY22 at 0.2 lac qtls vs same period last year at 5.0 lac qtls. Additional quota was allocated in between the season SY20 which was partly contracted in Q1 FY21. Total export quota allocated for SY20 was 22 lac qtls vs 12.5 lac qtls for SY21.
 - Power volumes for Q1 FY22 lower at 294 lac units vs 634 lac units for Q1 FY21. Sugar season 2021 ended early (last mill closed on 25th April, 2021) vs sugar season 2020 (last mill closed on 16th May, 2020).
 - Higher Distillery volumes by 9% YoY. B- Heavy mix at 94% of sales volumes vs 73% during Q1 FY21. Distillery realizations higher for current ethanol season. B- Heavy realizations higher 8% YoY and C- Heavy by 5% YoY.
 - Country liquor plant commissioned in March'21 and started sales this quarter with sales of 18.5 lac ltrs, Rs. 5.1 crs (Net of excise duty amounting to Rs 50.8 crs).
- Overall PBIT for the quarter up at Rs 23 crs vs Rs 72 crs for Q1 FY21.
 - Impact of higher domestic sugar realizations (up 4% YoY) were offset by lower domestic volumes (down 36% YoY). Lower export volumes, due to lower exports quota allocated by government, impacted the earnings.
 - Lower power volumes, due to earlier closure of mills, also impacted the quarter earnings.
 - Higher off season expenses charged in current quarter due to early closure of mills vs Q1 FY21.
 - Higher ethanol prices had positive impact on the earnings.
- Company continuous focus on sugar exports and ethanol production through B-Heavy molasses has contributed significantly in inventory reduction.

Outlook

- With the continued support of government policies, company will focus on Ethanol and higher exports as well as optimize use of B Heavy molasses in distillery.
- The Board has approved investment in Grain based Distillery at Ajbapur with a capacity of 120 KLD at a capital Expenditure of Rs 145 crs, to be completed by Q2 FY23.

Particulars	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	PBIT Margin %	Cap. Employed (Rs. Cr.)
Q1 FY22	212.4	15.8	7.4	35.7
<i>Q1 FY21</i>	<i>209.5</i>	<i>17.5</i>	<i>8.3</i>	<i>87.1</i>
<i>% Shift</i>	<i>1.4</i>	<i>(9.3)</i>	<i>(10.6)</i>	<i>(59.0)</i>

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

- Q1 FY22 revenues marginally up 1% YoY at Rs 212 crs. All product categories had stable revenues.
- PBIT for Q1 FY22 down 9% YoY at Rs 16 crs. PBIT impacted by slightly higher fixed expenses during the quarter.
- Capital employed reduction is partly attributed to reduction in capital employed in bulk segment.

Outlook

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

Particulars	Revenues (Rs. Cr.)			PBIT (Rs. Cr.)	PBIT Margin %	Cap. Employed (Rs. Cr.)
	India	International	Total			
Q1 FY22	135.9	52.6	188.5	25.1	13.3	505.7
Q1 FY21	167.3	32.9	200.2	47.8	23.9	440.6
% Shift	(18.8)	59.8	(5.9)	(47.5)	(44.2)	14.8

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

- Q1 FY22 revenues lower 6% YoY.
 - Revenue from India operations lower 19% YoY due to lower volumes in Corn and Paddy primarily in Institutional segment. Second wave of Covid 19 also impacted the volumes. Acreages also have been lower.
 - Revenue from international operations at Philippines were driven by Corn & Paddy.
- Q1 FY22 PBIT lower 47% YoY at Rs 25 crs due to lower earnings from India operations. India operations saw higher overheads YoY.

Outlook

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

Fertilizers (Urea)

Particulars	Operational			Financial		
	Sales (MT)	Realizations (Rs./MT)	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	PBIT Margin %	Cap. Employed (Rs. Cr.)
Q1 FY22	75,641	23,322	219.6	30.2	13.8	292.9
Q1 FY21	95,053	20,195	203.2	5.8	2.8	723.1
% Shift	(20.4)	15.5	8.1	425.7	386.4	(59.5)

Performance Overview

- Q1 FY22 revenues up 8% YoY at Rs 220 crs.
 - Higher prices (up 15% YoY) are reflection of higher gas prices (a pass through). Higher gas prices had an impact of +ve Rs. 24 crs. Volumes lower 20% YoY as well as QoQ, since the plant operated at 75% capacity utilization (Impact –ve Rs. 41 crs) due to a partial breakdown. The plant is now operating at full capacity.
 - Revenues includes amount of Rs 33 crs received for price revisions relating to previous years.
- Q1 FY22 PBIT at Rs 30 crs vs Rs 6 crs during same period last year. PBIT higher on account of additional income of Rs 33 crs, as elaborated above, received during the quarter. Excluding this income, there was a loss during the quarter because of lower volumes.
- Subsidy outstanding as at 30th June, 2021 is Rs 222 crs vs Rs 650 crs as at 30th June, 2020. Reduction in subsidy is a positive momentum for the business. In March 2021 the outstanding was Rs. 153 crs.

Outlook

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

The 'Others' Segment in the financial results, includes Cement, Fenesta Building Systems and Hariyali Kisaan Bazaar.

Revenues under 'Others' stood at Rs 204 crs in Q1 FY22 from Rs. 127 crs in Q1 FY21. PBIT for the quarter stood at Rs. 7 crs vis-à-vis -ve Rs. 7 crs in Q1 FY21.

Particulars	Operational			Financial		
	Order Book (Rs Crs)			Revenues Total	PBIT	PBIT Margin %
	Retail	Projects	Total			
Q1 FY22	56.5	30.2	86.7	108.5	8.7	8.0
<i>Q1 FY21</i>	<i>34.5</i>	<i>11.9</i>	<i>46.4</i>	<i>40.4</i>	<i>(9.5)</i>	<i>(23.5)</i>
<i>% Shift</i>	<i>63.9</i>	<i>153.6</i>	<i>86.9</i>	<i>168.2</i>	<i>-</i>	<i>-</i>

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

Performance Overview

- Q1 FY22 revenues at Rs 108 crs vs Rs 40 crs during Q1 FY21. However, revenues down 8% QoQ. Business was affected severely by lockdown due to Covid 19 during Q1 FY21. During H2 FY21, business had recovered to pre-covid levels. However, during Q1 FY22, business was marginally affected due to second wave of Covid 19 resulting in lower executions in the month of May'21.
- Order booking up 87% YoY. Order booking down 45% sequentially due to second wave of Covid 19 where new orders were impacted due to nature of the business.
- PBIT earnings for Q1 FY22 stood at Rs 9 crs vs –Rs 10 crs during Q1 FY21.
- Average capacity utilization increased from 37% in Q1 to 97% in Q4 FY21. Q1 FY22 capacity utilization stood at 76%. Business is now back to normal.

Outlook

- 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.

Particulars	Operational		Financial		
	Sales (MT)	Realizations (Rs./MT)	Revenues (Rs. Cr.)	PBIT (Rs. Cr.)	PBIT Margin %
Q1 FY22	107,581	3,622	46.6	(1.0)	(2.0)
Q1 FY21	69,646	3,832	31.3	2.5	8.0
% Shift	54.5	(5.5)	48.8	-	-

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

- Q1 FY22 revenues up 49% YoY at Rs 47 crs due to higher volumes. Volumes up 54% YoY. Prices lower 5% YoY. Cement plant started operation during mid May'20 affected by Covid 19 restrictions during Q1 FY21 resulting in lower volumes.
- PBIT for Q1 FY22 lower due to higher fuel rate during present quarter vs Q1 FY21.

Outlook

- Business working on enhancing efficiencies further and optimizing costs.

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 optimise competitive edge.

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