DCM Shriram Ltd.

Q4 & FY15 - Results Presentation

Safe Harbour

Certain statements in this document may be forward-looking statements. 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

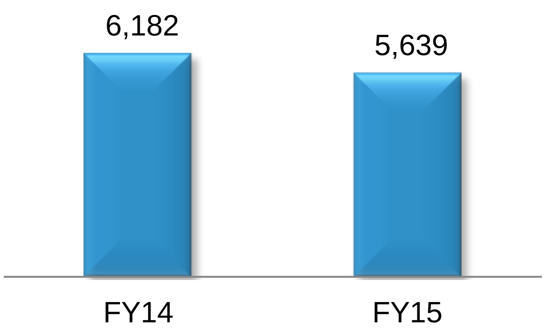
Table of Content

FY15 – Key Highlights

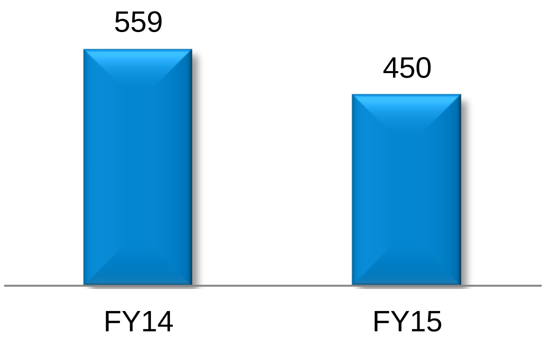
1. **Net Revenues** lower by 8.8% to Rs. 5,639.2 crore primarily on account of lower sales of Sugar and Bulk fertilisers
2. **PBDIT** at Rs. 450.3 crore vis-à-vis Rs. 558.9 crore last year:
   a. Sharp drop in prices of products viz. Chlor-Alkali, PVC, Cement and Sugar adversely affected profits
   b. Sugar Business had –ve PBDIT of Rs. 31.5 crore (LY: +ve Rs. 40.6 crore) due to inventory write down of Rs 98 crore as prices are significantly lower than Cost of production.
   c. Chloro Vinyl had a Rs. 77.2 crore drop in PBDIT due to lower prices of Chlor-Alkali and higher coal and salt costs.
3. Following businesses recorded improvement in PBDIT:
   a. Overall performance of Bioseed improved with robust performance of BT cotton in Kharif ’14 in India. International operations recovering slowly. Business PBDIT up by Rs. 29 crore to Rs. 37 crore
   b. Fertiliser’s and Shriram Farm Solutions’ PBDIT increased by Rs. 12 crore and Rs. 6 crore, respectively, vs. last year
   c. Fenesta business turned positive
4. **Finance charges** down by 24.8% y-o-y to Rs. 111.8 crore
5. **PBT** stood at Rs. 228.4 crore vs. Rs. 272.4 crore
6. **PAT** at Rs. 210.8 crore vs. Rs. 242.4 crore.
7. **Net Debt** as on March 31, 2015 stood at Rs. 688 crore vs. Rs. 683 crore in Mar 31, 2014
8. **The Board of Directors** have recommended Final Dividend of 20% - Total Dividend in FY15 at 110% including 90% Interim Dividend (FY14 Dividend stood at 100%)

FY15 – Financial Snapshot

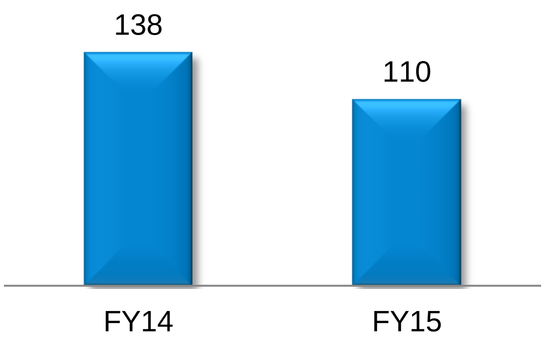
Revenues



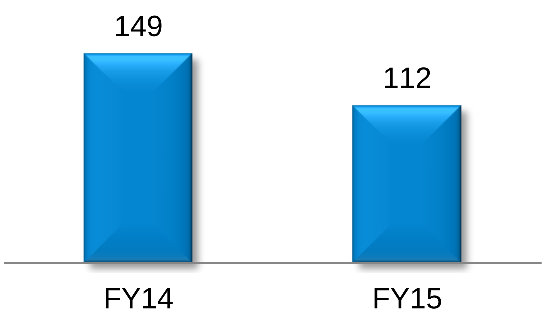
EBITDA



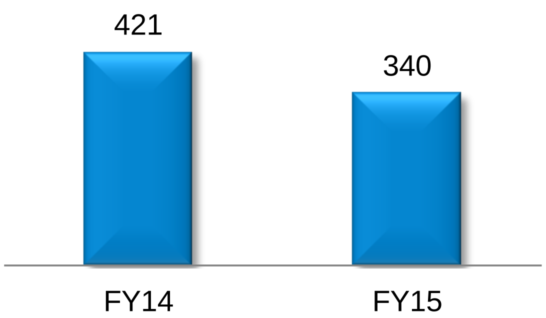
Depreciation



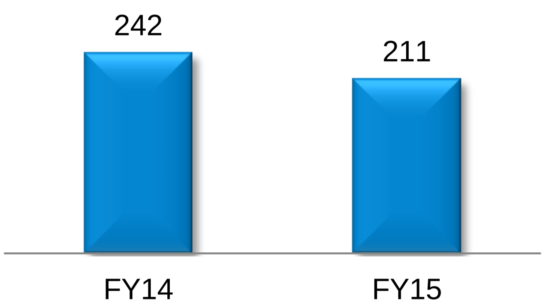
Finance Costs



PBIT



PAT



1. All figures in Rs. crore
2. PBIT is before exceptional items; PAT is after exceptional items

FY15 - Segment Performance

Rs. crore

	Revenues			PBIT			PBIT Margins %	
Segments	**FY14**	**FY15**	**%**	**FY14**	**FY15**	**%**	**FY14**	**FY15**
Agri Input	**2862.6**	**2713.1**	***(5.2)***	**108.4**	**156.7**	***44.5***	***3.8***	***5.8***
- Fertilisers	625.4	726.2	*16.1*	23.2	37.4	*61.1*	*3.7*	*5.1*
- Shriram Farm Soln.	1779.4	1416.7	*(20.4)*	81.0	87.2	*7.6*	*4.6*	*6.2*
- Bioseed	457.7	570.3	*24.6*	4.2	32.1	***667.0***	*0.9*	*5.6*
Sugar	**1500.2**	**1037.1**	***(30.9)***	**(5.4)**	**(68.5)**	**-**	***(0.4)***	***(6.6)***
Chloro Vinyl	**1220.6**	**1242.3**	***1.8***	**374.3**	**317.1**	***(15.3)***	***30.7***	***25.5***
Cement	**130.6**	**137.1**	***5.0***	**(0.3)**	**(5.1)**	**-**	***(0.3)***	***(3.7)***
Hariyali Kisaan Bazaar	**429.1**	**465.5**	***8.5***	**8.2**	**4.8**	***(42.4)***	***1.9***	***1.0***
Others	**300.7**	**263.8**	***(12.3)***	**(9.2)**	**(3.3)**	**-**	***(3.0)***	***(1.2)***
Total	**6443.8**	**5859.0**	***(9.1)***	**476.0**	**401.6**	***(15.6)***	***7.4***	***6.9***
Less: Intersegment Revenue	**261.6**	**219.8**	***(16.0)***					
Less: Unallocable expenditure				**55.0**	**61.5**	***11.8***		
Total	**6182.2**	**5639.2**	***(8.8)***	**421.0**	**340.1**	***(19.2)***	***6.8***	***6.0***

Balance Sheet Abstract

(Rs. in Crores)

	PARTICULARS	As at 31.03.2015 Audited	As at 31.03.2014 Audited
A.	**EQUITY AND LIABILITIES**		
1	**Shareholders' funds**		
	(a) Share Capital	32.6	32.8
	(b) Reserves and Surplus	1,825.9	1,653.9
		1,858.5	**1,686.6**
2	**Minority interest**	**1.0**	**0.9**
3	**Non-current liabilities**		
	(a) Long-term borrowings	301.2	588.3
	(b) Deferred tax liabilities (net)	122.0	135.2
	(c) Other long-term liabilities	36.5	35.5
	(d) Long-term provisions	148.3	130.3
		608.0	**889.3**
4	**Current liabilities**		
	(a) Short-term borrowings	338.9	430.9
	(b) Trade payables	1,120.0	1,310.9
	(c) Other current liabilities	453.5	483.0
	(d) Short-term provisions	36.7	50.7
		1,949.1	**2,275.5**
	Total	**4,416.7**	**4,852.3**
B.	**ASSETS**		
1	**Non-current assets**		
	(a) Fixed assets (net)	1,436.9	1,498.7
	(b) Goodwill on consolidation	68.2	65.7
	(c) Non-current investments	5.8	5.9
	(d) Long-term loans and advances	188.6	145.9
	(e) Other non-current assets	10.7	13.2
		1,710.3	**1,729.4**
2	**Current assets**		
	(a) Current investments	0.0	196.9
	(b) Inventories	1,132.1	1,152.3
	(c) Trade receivables	1,070.9	1,041.4
	(d) Cash and bank balances	95.4	295.9
	(e) Short-term loans and advances	213.8	183.3
	(f) Other current assets	194.1	253.1
		2,706.4	**3,123.0**
	Total	**4,416.7**	**4,852.3**

Net Worth increased from Rs. 1,687 crore to Rs. 1,859 crore as on March 31, 2015

FY 15 Net debt at Rs. 688 crore (LY: Rs 683 crore). Gross Debt at Rs. 760 crore (LY: Rs. 1,178 crore)

Debt to Equity at 0.4x as on March 31, 2015 from 0.7x last year

Q4 FY15 – Key Highlights

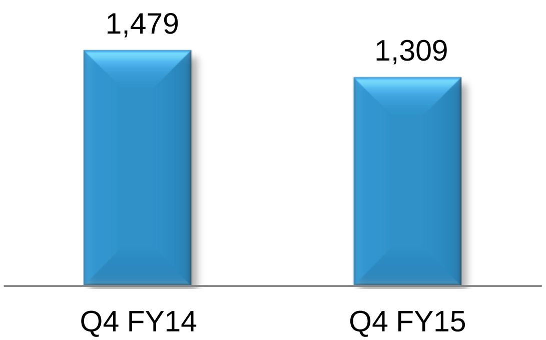
1. **Net Revenues** lower by 11.5**%** y-o-y to Rs. 1,309.3 crore on account of:
   a. Lower Sugar volumes as well as decline in realizations during the quarter
   b. Sales of BT Cotton seed during the month of March'15 was impacted due to delay in receipt of licenses from the State Governments in North India. Will be made up in the current Kharif season in Q1 FY 16
   c. Lower volumes of bulk fertilizers in Shriram Farm Solutions business

2. **PBDIT** at Rs. 33.1 crore vs. Rs. 162.4 crore last year due to:
   a. Steep fall in sugar realizations leading to negative margins and writing down of inventory.
   b. Lower realizations and higher input costs in Chloro-vinyl businesses leading to lower margins
   c. Earnings of Bioseed India were lower as sale of BT Cotton seeds could not be made due to delay in receipt of licenses in Northern states.
   d. Fertiliser business had a maintenance shutdown of 21 days from 22nd March to 11th April 2015. Plant has since been commissioned and stabilised.

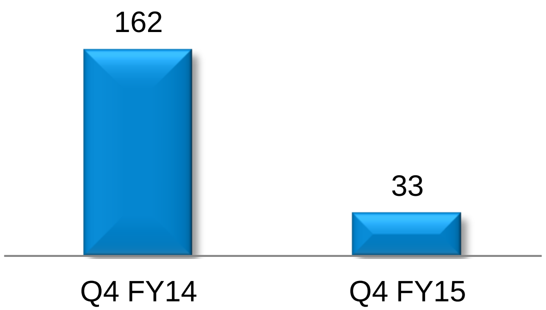
3. **PAT** stood at –ve Rs. 40.2 crore compared to Rs. 82.8 crore in Q4 FY 14; PAT adversely impacted by Rs 21.6 crore on account of charge of MAT credit related to previous years

Q4 FY15 – Financial Snapshot

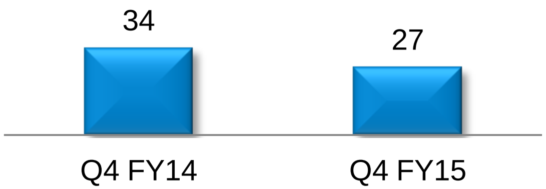
Revenues



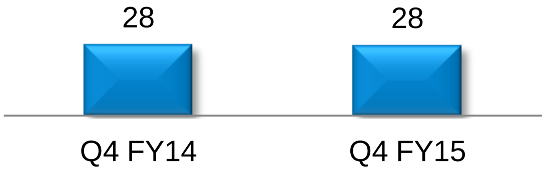
EBITDA



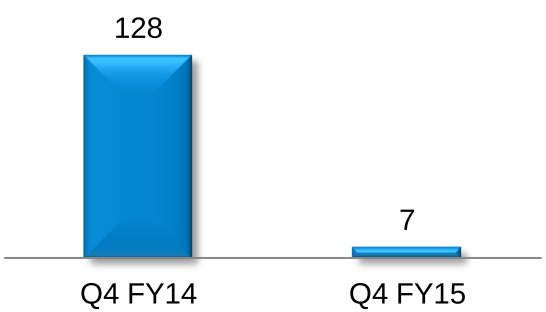
Depreciation



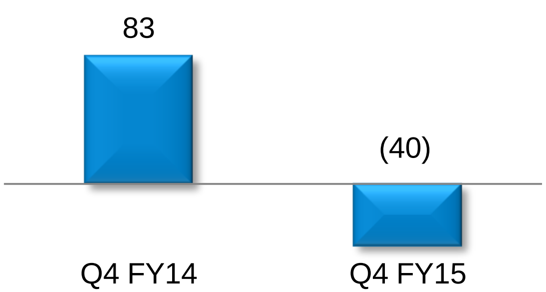
Finance Costs



PBIT



PAT



1. All figures in Rs. Crore
2. PBIT is before exceptional items; PAT is after exceptional items

Q4 FY15 - Segment Performance

Rs. crore

	Revenues			PBIT			PBIT Margins %	
Segments	**Q4 FY14**	**Q4 FY15**	**%**	**Q4 FY14**	**Q4 FY15**	**%**	**Q4 FY14**	**Q4 FY15**
Agri Input	**549.9**	**495.4**	***(9.9)***	**(6.0)**	**7.9**	**-**	***(1.1)***	***1.6***
- Fertilisers	166.8	170.1	*2.0*	8.2	2.3	*(71.7)*	*4.9*	*1.4*
- Shriram Farm Soln.	313.0	247.6	*(20.9)*	15.0	16.4	*9.2*	*4.8*	*6.6*
- Bioseed	70.2	77.8	*10.9*	(29.2)	(10.8)	-	*(41.6)*	*(13.9)*
Sugar	**445.6**	**326.8**	***(26.7)***	**50.1**	**(56.0)**	**-**	***11.3***	***(17.1)***
Chloro Vinyl	**319.1**	**308.3**	***(3.4)***	**97.5**	**72.2**	***(26.0)***	***30.6***	***23.4***
Cement	**41.0**	**34.2**	***(16.6)***	**3.1**	**(1.2)**	**-**	***7.7***	***(3.4)***
Hariyali Kisaan Bazaar	**101.5**	**97.3**	***(4.1)***	**5.6**	**0.9**	***(84.0)***	***5.5***	***0.9***
Others	**71.6**	**66.0**	***(7.9)***	**(7.8)**	**1.2**	**-**	***(11.0)***	***1.8***
Total	**1528.7**	**1328.0**	***(13.1)***	**142.6**	**25.0**	***(82.5)***	***9.3***	***1.9***
Less: Intersegment Revenue	**49.5**	**18.7**	***(62.2)***					
Less: Unallocable expenditure				**14.4**	**18.4**	***28.3***		
Total	**1479.2**	**1309.3**	***(11.5)***	**128.2**	**6.6**	***(94.9)***	***8.7***	***0.5***

1. PBIT is before exceptional items

Q4 & FY15 - Performance Overview & Outlook

Fertilisers

- Scheduled maintenance shutdown in March/April 2015 impacted performance vis-a-vis Q4 FY14
- Higher revenue on account of higher gas prices , which is a pass through
- Improved profitability in FY 15 due to increase in reimbursement towards conversion costs after 10 years
- As at year end Subsidy receivables unrealized since Aug ’14. Received part subsidy in April’ 15

Outlook

- Plant commissioned after shutdown, has stabilised.

Shriram Farm Solutions

- Volumes of DAP/MOP lower in FY 15 - in line with market conditions
- Q4 revenues were lower in Bulk fertilisers and in ‘Value Added’ due to delay in receipt of licenses for sale of BT Cotton seed from State Governments in North India
- Performance of ‘Value Added’ inputs vertical was stable despite weak monsoons and erratic weather.
- Operating profits higher due to better margins in the Bulk Fertilisers

Outlook

- Focus on aggressive marketing and growing distribution network and product portfolio to drive growth over medium term for ‘Value Added’ business vertical
- High subsidy outstanding in bulk fertilisers continues to result in higher working capital requirements
- Weather will play a crucial role in improving performance going forward

Q4 & FY15 - Performance Overview & Outlook

Bioseed	▪ Bioseed's domestic business' performance was strong during the year on account of
	  ▪ BT Cotton volumes up 63% for Kharif 2014 season, led by Yuva and Bindaas which received good response in the south and central India. In Q4 the sales in north was restricted due to delay in receipt of licenses from State Governments
	  ▪ Lower sales of hybrid Corn seeds due to adverse weather in Kharif 2014
	▪ International operations recovering slowly from reverses in FY 2014.
	
	Outlook
	▪ Domestic business expected to continue to grow at a healthy pace across all verticals.
	▪ Augmenting product portfolio and marketing efforts to drive growth in international operations – expected to take couple of years
	▪ Medium to long term outlook buoyant given continuing focus on research and pipeline of products

Sugar	▪ Revenues down primarily on account of lower sales volumes during the year, a result of lower production in sugar season 13-14. ▪ Continuous and sharp decline in prices from Sep 2014 onwards, adversely impacted business. PBIT Margins have declined to –ve Rs. 528 / qtl. Sugar inventory valued at Rs. 2,575 / Qtl, impact –ve Rs. 98 crore. In FY 14 inventory write-down was nil. ▪ Crushing has ended in all 4 factories, Sugar production ~ 7% lower than last season. ▪ Not accounted for any cash cane subsidy for SY 2014-15, pending notifications by state govt. **Outlook** ▪ Sugar industry going through negative margins for several years. Requires rational policies, particularly linkage of cane prices with Sugar prices. ▪ Expect UP Govt. to fully implement its sugar cane policy for SY2014-15 and disburse the cash subsidy immediately as it will help timely payments to farmers. ▪ Sugar co-gen expansion project is undergoing environmental approvals

Q4 & FY15 - Performance Overview & Outlook

Chloro-Vinyl	▪ Chloro-vinyl prices witnessed sharp decline in realizations from Sept 2014 onwards ▪ Higher inputs prices (Salt, Coal) further created margin pressures **Outlook** ▪ Prices expected to follow global commodity price trends, have seen firming up. ▪ Imposition of Electricity Duty on captive power in Rajasthan, Green cess on coal and increase in coal freight will increase input costs further. Salt prices have softened . ▪ Chlor-alkali expansion project progressing as per plan; currently awaiting environmental approvals
Cement	▪ Volumes up by 6% y-o-y in line with higher production during the year ▪ Realisations under pressure ▪ Higher input costs during the year led to increase in losses vis-à-vis last year
Hariyali Kisaan Bazaar	▪ Revenues from fuel sales only ▪ Focus on sale of properties progressing slowly, expected to take about 2-3 years

Others	▪ Fenesta business' revenue up 11.0% y-o-y to Rs 181.9 crore
	  ▪ Improved performance driven by a 28.7% y-o-y increase in retail sales revenue. Project sales declined in FY 15
	  ▪ The business is positive at PBIT level in Q4 FY15
	  ▪ Project orders witnessing improved traction from Q4 FY15 onwards
	▪ JV with Axiall Corporation for PVC compounding business is progressing as per plan
	▪ Company exited Textile business in Q1 FY 15

Management's Message

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

"Business environment has been challenging during the second half of the year, with sharp decline in most of our product prices in line with global trend. Increase in input costs (Coal, Salt etc.) further worsened the position.

Sugar scenario has worsened with sharp decline in realisations due to excess production and delayed response by Central Govt. in announcing export subsidies. Further effective measures by government are needed to support Sugar prices. UP Govt announced a more positive cane pricing policy for 2014-15. Quick implementation of the same will help in part mitigation of the tough financial situation.

Chloro-Vinyl businesses are going through margin pressures due to falling product prices and rising inputs costs. Govt. of Rajasthan has imposed electricity duty on captive power and Central Govt. has imposed green cess on coal during the last budget putting cost pressures at such challenging times. We are confident of riding through this phase with our cost control efforts.

The Bioseed, Shriram Farm solutions and Fenesta businesses are going though good growth and we are confident to continue to record high growth in medium term as we develop strong market position in all three businesses.

The expansion of Chlor-Alkali capacity at Bharuch and Power co-gen capacity at sugar will provide growth from 2nd half of FY 2017 .

Our debt levels have been contained at almost the same levels as last year, despite large subsidy outstandings. Our strong Balance sheet and reasonable cash generation has ensured that capital expenditure programs are on track and will add value to the businesses going forward."

Segmental Overview

Agri Businesses

- Agri- Inputs
  - Fertilisers
  - Shriram Farm Solutions
  - Bioseeds
- Sugar

Chloro-Vinyl Businesses

- Chlor – Alkali
- PVC Resins
- Calcium carbide
- Power

Other Businesses

- Fenesta Building Systems
- Cement
- Polymer Compounds
- Hariyali Kisaan Bazaar

Agri- Input Businesses

The Agri input business contributed to 48% of the total quarterly revenues of the Company. The Company continues to focus on these businesses given the huge opportunity in this area where the Company can capitalize on its long standing understanding of varied Agri businesses and the rural consumer; its established infrastructure; services & product portfolio; and a deep rural presence. The Agri Input Business includes:

- Fertiliser (Urea)
- Shriram Farm Solutions
- Bioseed

Fertilisers (Urea)

	Operational		Financial		
Particulars	**Sales (MT)**	**Realisations (Rs./MT)**	**Revenues (Rs. cr.)**	**PBIT (Rs. cr.)**	**Cap. Employed (Rs. cr.)**
Q4 FY15	**92,036**	**17,943**	**170.1**	**2.3**	**441.8**
Q4 FY14	101,039	16,277	166.8	8.2	389.8
% Shift	*(8.9)*	*10.2*	*2.0*	*(71.7)*	*13.3*
FY15	**397,589**	**18,067**	**726.2**	**37.4**	**441.8**
FY14	403,608	15,419	625.4	23.2	389.8
% Shift	*(1.5)*	*17.2*	*16.1*	*61.1*	*13.3*

Performance Overview

- Operating performance stable during the year
- Scheduled maintenance shutdown of 21 days spread over 11 days in March 2015 and rest in April 2015, impacted volumes and efficiencies leading to lower earnings in Q4 FY15
- Higher revenue on account of increase in gas prices which is a pass through
- Improved profitability in FY 15 due to higher reimbursement towards conversion costs and energy savings during the year
    - Reimbursement towards conversion costs went up by Rs. 500/MT under NPS III w.e.f. April 1 2014 Although it still does not adequately reimburses for the overall cost increases
- As at year end Subsidy unrealized since Aug ’14. Received part subsidy in April’ 15

Outlook

- Plant has commissioned and stabilised after the scheduled maintenance shutdown
- Business would continue to face cost pressures until the Govt. adequately increases the retention prices to compensate for cost increases
- High Subsidy outstanding is an area of concern

Shriram Farm Solutions

Particulars	Revenues (Rs. cr.)	PBIT (Rs. cr.)	Cap. Employed (Rs. cr.)
Q4 FY15	**247.6**	**16.4**	**155.0**
Q4 FY14	313.0	15.0	186.4
% Shift	*(20.9)*	*9.2*	*(16.8)*
FY15	**1,416.7**	**87.2**	**155.0**
FY14	1,779.4	81.0	186.4
% Shift	*(20.4)*	*7.6*	*(16.8)*

The portfolio comprises Value-added products such as Seeds, Pesticides, Soluble Fertiliser, Micro-nutrients etc. along with Bulk Fertilisers (DAP, MOP, SSP). This business is seasonal in nature and the results in the quarter are not representative of annual performance

Performance Overview

- Volumes of DAP/MOP lower in FY 15 - in line with market conditions
- Q4 revenues were lower in Bulk fertilisers and in ‘Value Added’ due to delay in receipt of licenses for sale of BT Cotton seed from State governments in North
- Performance of ‘Value Added’ inputs vertical was stable despite weak monsoons and erratic weather.
- Operating profits higher due to better margins in the Bulk Fertilisers

Outlook

- Focus on aggressive marketing initiatives along-with growing our distribution network and product portfolio to drive growth over the medium term for ‘Value Added’ business vertical
- High subsidy outstanding in bulk fertilisers continues to result in higher working capital requirements
- Weather will play a crucial role in improving performance going forward

Bioseed

Particulars	Revenues (Rs. cr.)	PBIT (Rs. cr.)	Cap. Employed (Rs. cr.)
Q4 FY15	**77.8**	**(10.8)**	**380.0**
Q4 FY14	70.2	(29.2)	370.0
% Shift	*10.9*	-	*2.7*
FY15	**570.3**	**32.1**	**380.0**
FY14	457.7	4.2	370.0
% Shift	*24.6*	*667.0*	*2.7*

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 Vietnam , Philippines and Indonesia wherein the key crop is Corn. The performance of the business has seasonality, with Kharif being the major season in India.

Performance Overview

- Bioseed's domestic business' performance was strong during the year on account of
  - BT Cotton volumes up 63% for Kharif 2014 season, led by Yuva and Bindaas which received good response in the south and central India. In Q4 the sales in north was restricted due to delay in receipt of licenses from State Governments. Will be made up in the Khariff ' 15 season
  - Lower sales of hybrid Corn seeds however impacted domestic business' performance
  - Revenue of paddy and vegetable improved
- International operations recovering slowly from reverses in FY 2014.

Outlook

- Bioseed India to sustain growth – expected to grow at a healthy pace across all verticals
- Focus on stabilizing international operations by enhancing product portfolio and marketing efforts . Business expected to take a couple of years to normalize and contribute to the business growth
- Medium to long term outlook buoyant given continuing focus on research and pipeline of products

Sugar

Particulars	Operational: Sales (Lac Qtls)	Operational: Realisations (Rs./Qtl)	Financial: Revenues (Rs. cr.)	Financial: PBIT (Rs. cr.)	Financial: Cap. Employed (Rs. cr.)
Q4 FY15	**8.9**	**2,665**	**326.8**	**(56.0)**	**784.9**
Q4 FY14	11.7	2,877	445.6	50.1	550.3
% Shift	*(24.2)*	*(7.4)*	*(26.7)*	-	*42.6*
FY15	**29.2**	**2,967**	**1,037.1**	**(68.5)**	**784.9**
FY14	42.8	3,006	1,500.2	(5.4)	550.3
% Shift	*(31.9)*	*(1.3)*	*(30.9)*	-	*42.6*

Performance Overview

- Revenues down primarily on account of lower sales volumes during the year, a result of lower production in sugar season 13-14
- Sharp decline in prices from Sep 2014 onwards, adversely impacted business. PBIT Margins have declined to –ve Rs. 528 / qtl. Sugar inventory valued at Rs. 2,575 / Qtl, impact –ve Rs. 98 crore. In FY 14 inventory write-down was nil.
- Losses partly mitigated by Co-gen Power sales and sale of Renewable Energy Certificates
- Crushing has ended in all 4 factories, Sugar production this season ~7% lower than last season.
- Not accounted for cash subsidy on sugar cane announced by UP Govt, pending issue of the Notification
- Higher Capital employed is a function of higher Sugar Inventory and lower cane dues vs. last year

Outlook

- Sugar industry working with negative margins for last few years; urgent policy intervention required to support sugar prices and to improve industry viability, especially linking cane prices and sugar prices
- Expect UP Govt. to fully implement its sugar cane policy for SY2014-15 and disburse the cash subsidy immediately as it will help timely payments to farmers.
- Sugar co-gen capex plan underway as per the plan; currently awaiting environmental approvals

Hariyali Kisaan Bazaar

Particulars	Revenues (Rs. cr.)	PBIT (Rs. cr.)	Cap. Employed (Rs. cr.)
Q4 FY15	**97.3**	**0.9**	**165.2**
Q4 FY14	101.5	5.6	200.2
% Shift	*(4.1)*	*(84.0)*	*(17.5)*
FY15	**465.5**	**4.8**	**165.2**
FY14	429.1	8.2	200.2
% Shift	*8.5*	*(42.4)*	*(17.5)*

Performance Overview

- Revenues from fuel retailing only
- Focus on sale of properties; expected to take about 2-3 years
- Decline in Capital in capital employed primarily led by sale of properties

Chloro Vinyl Business

Particulars	Revenues (Rs. cr.)	PBIT (Rs. cr.)	Cap. Employed (Rs. cr.)
Q4 FY15	**308.3**	**72.2**	**495.0**
Q4 FY14	319.1	97.5	565.9
% Shift	*(3.4)*	*(26.0)*	*(12.5)*
FY15	**1,242.3**	**317.1**	**495.0**
FY14	1,220.6	374.3	565.9
% Shift	*1.8*	*(15.3)*	*(12.5)*

The Chloro-Vinyl business of the Company has highly integrated operations with multiple revenue streams and 143 MW captive power generation facilities. Chlor-Alkali operations are at two locations (Kota – Rajasthan and Bharuch – Gujarat). The multiple revenue streams enable the Company to optimize operations in a manner to maximize the contribution per unit of power .

Chlor-Alkali

	Operational		Financial	
Particulars	**Sales (MT)**	**Realisations (Rs./MT)**	**Revenues (Rs. cr.)**	**PBIT (Rs. cr.)**
Q4 FY15	**67,724**	**22,571**	**172.0**	**46.4**
Q4 FY14	64,793	27,855	194.9	68.7
% Shift	*4.5*	*(19.0)*	*(11.8)*	*(32.5)*
FY15	**260,803**	**23,681**	**683.4**	**178.2**
FY14	256,249	25,376	707.1	233.5
% Shift	*1.8*	*(6.7)*	*(3.4)*	*(23.7)*

Performance Overview

- Revenues were impacted by realisations which have been on a declining trend in the first three quarters with steep decline in Q3. Realization have improved in Q4 but are lower than last year.
- Lower realizations and higher inputs prices (Salt, Coal) created margin pressures

Outlook

- Prices expected to follow global commodity price trends, have seen firming up.
- Imposition of Electricity Duty on captive power in Rajasthan, Green cess on coal and increase in coal freight will increase input costs further. Salt prices have softened .
- Enhanced focus on improving cost structures
- Capital expansion project at Bharuch facility is progressing as per plan; currently awaiting environmental approvals

Plastics

	Operational				Financial	
Particulars	**PVC Sales (MT)**	**PVC XWR Realisations (Rs./MT)**	**Carbide Sales (MT)**	**Carbide XWR Realisations (Rs./MT)**	**Revenues (Rs. cr.)**	**PBIT (Rs. cr.)**
Q4 FY15	**16,212**	**64,068**	**6,179**	**42,331**	**136.3**	**25.7**
Q4 FY14	11,258	74,585	8,813	42,502	124.2	28.8
% Shift	*44.0*	*(14.1)*	*(29.9)*	*(0.4)*	*9.7*	*(10.5)*
FY15	**62,789**	**70,460**	**22,431**	**42,580**	**558.8**	**138.9**
FY14	53,301	69,853	29,850	41,957	513.5	140.8
% Shift	*17.8*	*0.9*	*(24.9)*	*1.5*	*8.8*	*(1.4)*

Performance Overview

- Increase in revenue primarily on account of higher sales of PVC Resins during the year; steep fall in the second half limited potential upside to revenue
- Lower realization has put pressure on margins
- Realization have improved in Q4
- Input costs have increased with recent statutory increases in Coal freight, electricity duty and Green cess on coal

Outlook

- Realisations will follow the global price trends especially Crude
- Company is focused on improving its cost structures

Cement

	Operational		Financial		
Particulars	**Sales (MT)**	**Realisations (Rs./MT)**	**Revenues (Rs. cr.)**	**PBIT (Rs. cr.)**	**Cap. Employed (Rs. cr.)**
Q4 FY15	**105,097**	**2,647**	**34.2**	**(1.2)**	**9.6**
Q4 FY14	109,093	2,972	41.0	3.1	14.4
% Shift	*(3.7)*	*(10.9)*	*(16.6)*	-	*(33.4)*
FY15	**390,316**	**2,860**	**137.1**	**(5.1)**	**9.6**
FY14	367,535	2,791	130.6	(0.3)	14.4
% Shift	*6.2*	*2.5*	*5.0*	-	*(33.4)*

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

- Volumes up by 6% y-o-y in line with higher production during the year
- Realisations under pressure
- Higher input costs during the year led to increase in losses vis-à-vis last year

Outlook

- Improving economic scenario expected to result in higher demand and support realisations in the medium term

Other Businesses

DCM Shriram’s other operations, reported as ‘Others’ in the financial results, include its businesses of Polymer Compounding (now under 50:50 JV) and Fenesta Building Systems. Till last year it included the Textile operations also which has been sold in June 14.

Revenues under ‘Others’ stood at Rs. 263.8 crore in the quarter under review compared to Rs. 300.7 crore last year. PBIT for the year stood at Rs. (3.3) crore vis-à-vis PBIT of Rs. (9.2) crore in FY14.

Fenesta Building Systems

	Operational	Financial
Particulars	**Order Book (Rs cr.)**	**Revenues (Rs. cr.)**
Q4 FY15	**67.0**	**48.5**
Q4 FY14	40.6	36.8
% Shift	*65.0%*	*31.9*
FY15	**224.3**	**181.9**
FY14	190.7	**163.9**
% Shift	*17.6*	*11.0*

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

Performance Overview

- Revenue up by 11.0% y-o-y to Rs. 181.9 crore
  - Improved performance driven by increase in retail sales by 28.7%. Project sales declined in FY 15
- Retail segment's contribution to net sales increased to 72% up from 60% in last year
- Project orders witnessing improved traction from Q4 FY15 onwards
- Operations are positive at PBIT level in Q4

Outlook

- Focus is on growing the 'Retail' segment along with revival of 'Project' sales to provide profitable volume growth
- Improving economic scenario and accompanying growth in the real estate sector will accelerate growth.

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. With a large base of captive power produced at a competitive cost, the Company aims at maximizing value creation in its Chloro-Vinyl businesses.

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

Amit Agarwal
DCM Shriram Ltd.
Tel: +91 11 4210 0200
Fax: +91 11 2372 0325
Email: amitagarwal@dcmshriram.com

Siddharth Rangnekar / Urvashi Butani
CDR India
Tel: +91 22 6645 1209/19
Fax: 91 22 6645 1213
Email: siddharth@cdr-india.com /
urvashi@cdr-india.com