

Date: 19th June, 2023

| То | То |
|--|---------------------------|
| The Listing Department, | BSE Limited |
| National Stock Exchange of India Limited | Phiroze Jeejeebhoy Towers |
| Exchange Plaza, C-1, Block-G | Dalal Street |
| Bandra Kurla complex, Bandra-East | Mumbai-400 001 |
| Mumbai-400 051 | Stock code: 540575 |
| Stock code: STARCEMENT | |
| | |

Dear Sir,

Subject: Investor Presentation for the Quarter and Year ended 31st March, 2023

Pursuant to the Regulation 30 of Securities and Exchange Board of India (Listing obligations and Disclosures Requirements) Regulation, 2015, an Investor Presentation for the quarter and year ended 31st March, 2023 has been prepared and the same has been disseminated on the Company's website at <u>https://www.starcement.co.in/investor/investors-presentation</u>. We are enclosing herewith a copy of the Presentation for your information and record.

Request you to kindly take this communication on record.

Thanking you,

Yours faithfully, For Star Cement Limited



Debabrata Thakurta (Company Secretary)

DEBABRATA Digitally signed by DEBABRATA THAKURTA THAKURTA Date: 2023.06.19 16:10:53 +05'30'

Encl. as stated



Century House, P-15/1 CPT Colony, Taratala Road, Kolkata -700088. Email: kolkata@starcement.co.in Registered Office & Works: Village & PO – Lumshnong, P.S. Khliehriat, District – East Jaintia Hills, Meghalaya – 793210. Phone: 03655-278215/16/18. Fax Number: 03655-278217. Email: lumshnong@starcement.co.in. Website: www.starcement.co.in

ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 CERTIFIED COMPANY.

CIN: L26942ML2001PLC006663



CREATING A BETTER TOMORROW

STAR CEMENT LIMITED AN INTEGRATED CEMENT COMPANY

NSE Ticker: STARCEMENT | BSE Ticker: 540575 | Bloomberg Ticker: STRCEM:IN

Q4 Presentation | MARCH 2023

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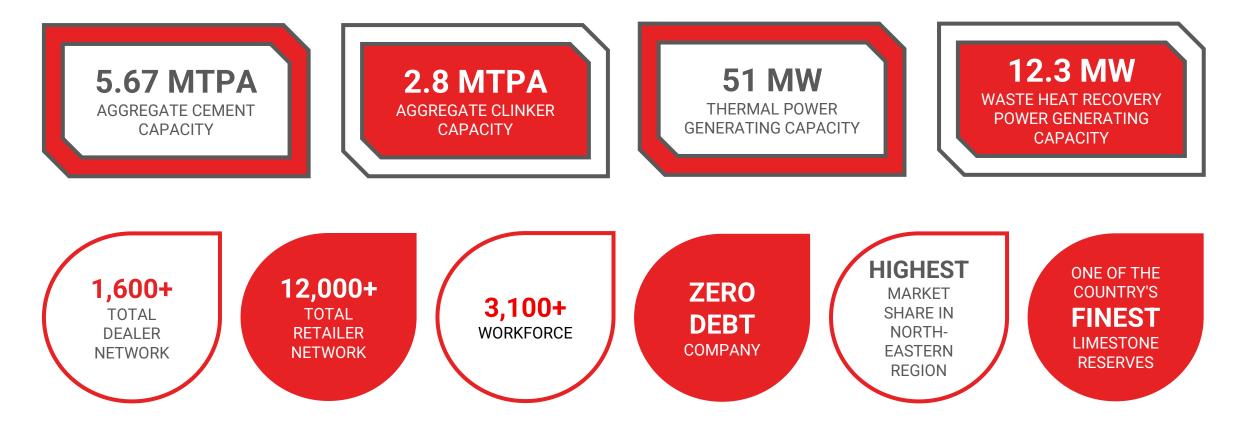
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KNOW US BETTER CORPORATE OVERVIEW

AT A GLANCE

Star Cement Limited is one of the leading names among eastern India's cement manufacturers. The organisation has created a strong brand recall with its endeavor to maintain superior quality product, comprehensive supply chain ecosystem, and unmatched efforts to uplift the community as a whole. The organisation caters to significant cement markets across the eastern India region and functions across its manufacturing units.



CEMENT

OUR FOOTPRINT



LUMSHNONG, MEGHALAYA

- ☆ 2.8 MTPA CLINKER UNIT



SONAPUR, GUWAHATI, ASSAM



MOHITNAGAR, SILIGURI, WEST BENGAL

OUR STAR PRODUCTS

ORDINARY PORTLAND CEMENT (OPC)

> STAR CEMENT Solid Setting

OPC 43:

Suitable for construction where the grade of concrete is upto M-30.

OPC 53:

Provides high strength and durability to structures with optimum particle size distribution and superior crystallized structure.

PORTLAND POZZOLANA CEMENT (PPC)

CEMENT Solid Setting

PPC:

Ideal for:

- Masonry mortars and plastering

It is resistant to chemical attacks, more durable, improves strength and viscosity, has lower permeability, is water-resistant, and has better cohesiveness.



PREMIUM

STAR

ARC:

A highlight of Star Cement's innovative product line and a robust R&D, ARC imparts anti-rust and anti-corrosive properties in the reinforcing bars for higher durability and service life of the structure.

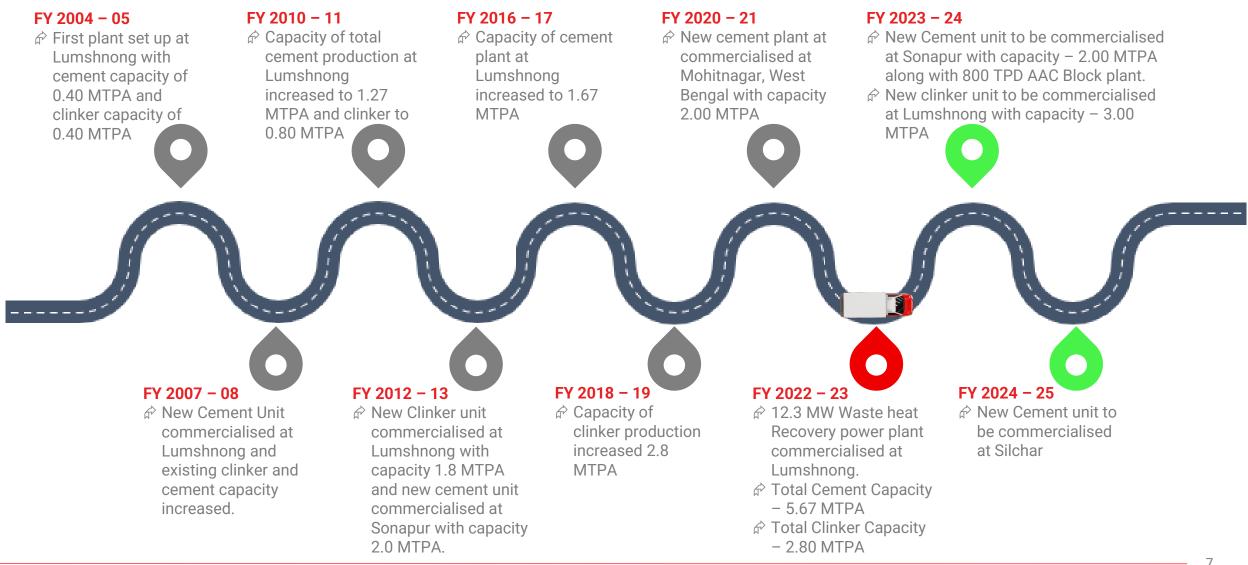
PORTLAND COMPOSITE CEMENT (PCC)



PCC:

Portland Composite Cement is a recent addition produced with carefully selected premium ingredients by intimately blending Clinker and Fly Ash with ground granulated blast furnace slag. PCC requires less natural resources such as fossil fuels and clinker and less utilization of energy (in comparison to OPC) for its production resulting lower in environmental footprint.

A JOURNEY THAT SPEAKS OF EXPANSION



CEMENT

BETTER PROSPECTS AND POSSIBILITIES INDIAN CEMENT INDUSTRY

INDUSTRY SCENARIO



- According to the estimate of the National Council for Cement and Building Materials (NCCBM), India's cement industry is expected to add ~80 million tons capacity by 2025. The market size of the India's cement industry was 3,644.5 million tons in 2022. The industry hopes to reach 4,832.6 million tons by 2028 at a compound annual growth rate (CAGR) of 4.94 percent during 2023-2028.
- A Production And A Production A Productin A Production A Production A Production A Produ
- ☆ India's cement industry has strong linkages with other sectors, such as, infrastructure, construction, housing, transportation, coal, power, steel, etc. It has a significant role in implementing various Government flagship schemes and visions like housing for all, smart cities, concrete highways, dedicated freight corridors (DFC), clean India mission, ultra-mega power projects, waterways, etc.

INDIAN CEMENT

INDUSTRY

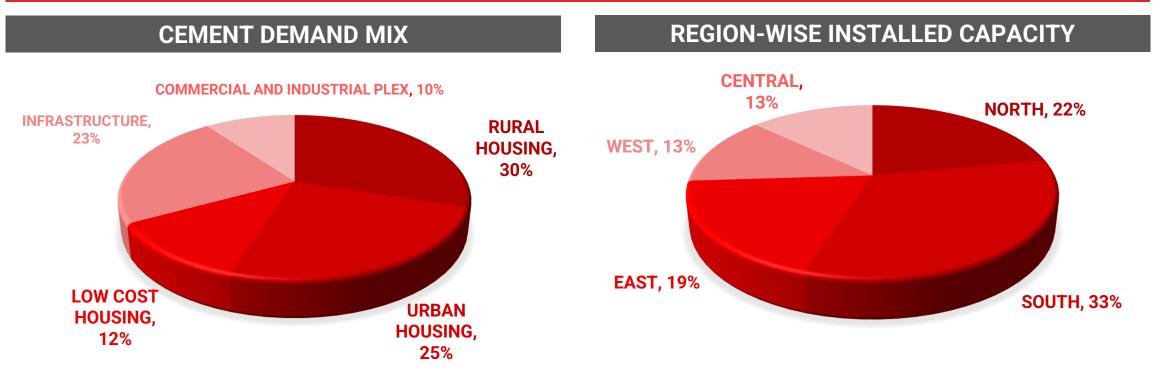
- ☆ In 2022, the size of the global cement market reached US\$ 363.4 billion, and it is expected to grow at a CAGR of 5.4 per cent during 2023 2028 to reach US\$ 498.23 billion by 2028
- ☆ The Russia-Ukraine conflict, sticky inflation, and high energy prices continue to hurt logistics and production costs, which have negatively impacted the global economy and the construction industry

Source: Industry Outlook : Cement Industries of India – Infomerics Valuation and Rating Private Limited

INSTALLED CAPACITY AND UTILISATION



Being the second largest cement producer in the world after China, India contributes over 8 per cent to the global installed capacity in cement production. India has potentially rich deposits of limestones in different regions of the country essentially required for cement production.



The Indian cement industry is one of the technologically advanced industries in the country with state-of-the-art plants for the production. Keeping pace with the global advancement, the Indian cement industry has brought about modifications and upgradation in technology, particularly on the energy conservation front.

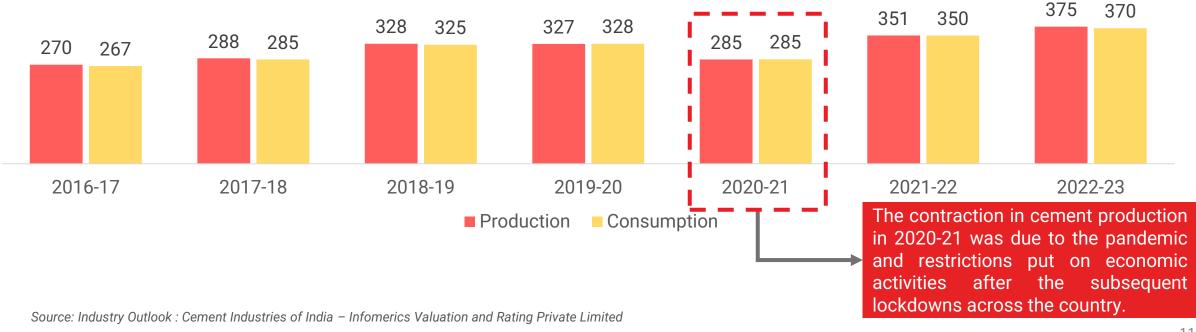
Source: Industry Outlook : Cement Industries of India - Infomerics Valuation and Rating Private Limited

PRODUCTION AND CONSUMPTION



| PRODUCTION | Arr The production of cement stood at ~375 million tons in FY2023, up from 351 million tons in FY2022. Arr The domestic production with 7 per cent y-o-y growth has surpassed the pre-covid levels |
|-------------|---|
| CONSUMPTION | Arrow India's total cement consumption was ~370 million tons in FY2023. Arrow Domestic consumption was likely to grow by 6.3 per cent over the preceding year. |

PRODUCTION AND CONSUMPTION (MILLION TONS)



KEY GOVERNMENT INFRASTRUCTURE INITIATIVES



- The Ministry of Railways in a recent announcement is planning to develop dedicated corridors in different parts of the country to meet the requirements of the cement sector. These corridors will be created specifically in areas, where the concentration of cement factories is higher, and those corridors would be interlinked with the source of raw materials, such as, clinker, limestone, and fly-ash. This will help the cement industry significantly to reduce logistic, and operational costs. The effort will be put in place for the next 10 years until the FY 2033.
- In the Union Budget 2023-24, the Government allocated US\$ 1.8 billion for the creation of safe housing, clean drinking water, sanitation, and increasing road and telecom connectivity, among other initiatives. It also allocated US\$ 9.6 billion to address urban housing shortages.
- It is anticipated that India's infrastructure will expand at 7 percent between the years 2022 and 2027; however, 42 percent of the projects in the National Infrastructure Pipeline (NIP) are already under implementation. Construction work picked up as a direct result of the Government's investment of US\$ 1.4 trillion in infrastructure projects between 2019 and 2023. Additionally, it is anticipated that over 40 percent of India's population will migrate to cities by the year 2030, which will create a need for 25 million new dwellings.
- The cement manufacturers reported a seven-fold increase in demand, which culminated in a two-fold increase in production. In terms of mergers, the cement industry evoked considerable discussion in 2022. In September, Asia's richest man Gautam Adani's Adani Group bought the cement business of Swiss building materials major Holcim, which included Ambuja Cement and ACC, for \$6.4 billion.
- The PM Gati-Shakti plan was unveiled in October 2021, which had an outlay of INR 100 lakh crores. This Plan attempted to incorporate the infrastructure programs of several Ministries and State Governments, such as, Bharat Mala, Sagar Mala, inland waterways, dry/land ports, and UDAN, etc. Further, economic zones, such as, textile clusters, pharmaceutical clusters, defense corridors, electronic parks, industrial corridors, fisheries clusters, and agricultural zones would be included in the coverage in order to boost connectivity and make Indian enterprises more competitive.
- In March 2023, 156 critical infrastructure gaps from ports to movement of bulk commodities, such as, coal, cement, fertilizers and food grains, were identified for intervention under the plan. As per the latest estimates of ongoing and proposed projects, mega projects worth INR 110 trillion in the National Infra Pipeline will be monitored under the PM Gati-Shakti.

WHAT MAKES US STRONGER STRENGTHS AND STRATEGIES

PRODUCTION STRENGTH



5.7 MTPA CEMENT PRODUCTION CAPACITY

2.8 MTPA CLINKER PRODUCTION CAPACITY

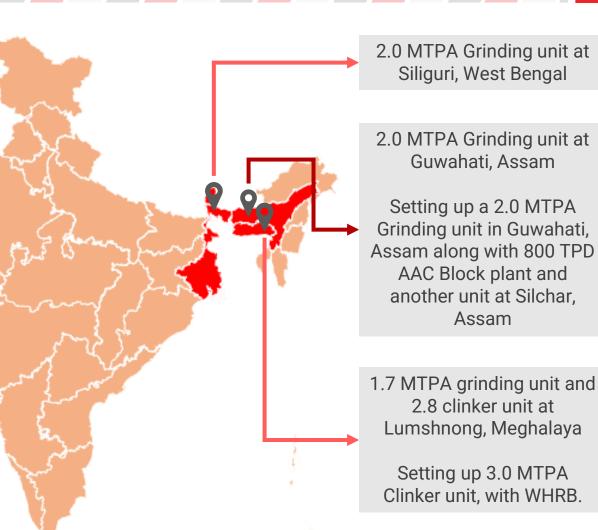
51 MW THERMAL POWER CAPACITY



LARGEST MANUFACTURER OF CEMENT IN NORTH- EAST INDIA

OUR EXPANSION PLANS

- ☆ Setting up a 3 MT clinker unit with WHRB at Lumshnong: INR 1,300 Crores

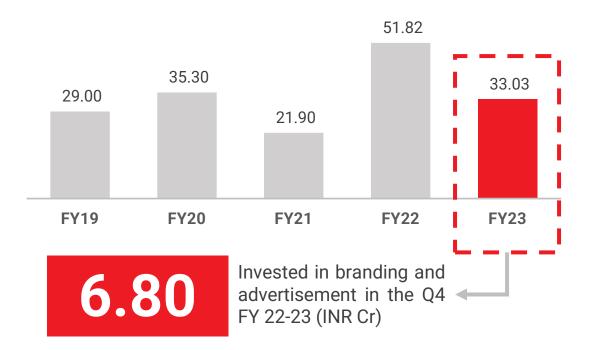


ENDORSING A BETTER FUTURE



ANNUAL ADVERTISING & BRAND PROMOTION INVESTMENT (INR CR)

AKSHAY KUMAR, AS OUR BRAND AMBASSADOR, BOOSTED OUR BRAND VISIBILITY



<image><text>

In Q3 and Q4, the company organized a digital campaign called "**Happy Pic Lucky Pic Contest**" for its Facebook and Instagram users. The campaign achieved a total engagement of more than 2 lakh users and has helped to increase the company's Facebook likes by 17% and Instagram followers by 2700%.

As part of its outreach program, the company has associated with **Akshay Kumar**, one of the biggest stars of the Indian Film Industry, as the brand ambassador of the company. Association with Akshay Kumar has uplifted the brand perception created a positive impact on the saliency of Star Cement as a brand.

ADVANCING WITH TECHNOLOGY





STAR LOTUS APP (2700+ USERS):

Assisting contractors with classification, site verification, gift distribution, and journey, for bettering their experience with Star Cement.



Facilitating loyalty program for civil engineers and providing login facility to Technical Employees and Civil Engineers for a better performance at work.



STAR

CEMENT

STAR

STELLAR

BUSINESS WHATSAPP:

Star Cement official business WhatsApp number is a medium where all queries faced by customers, channel partners etc. are resolved within 48 hours, and also serves as the most preferred method of communication between the company and its stakeholders.

CUSTOMER WEB-PORTAL:

Aiding dealers in generation of ledgers, invoices, debit note/credit notes through OTP authentication.

STAR SAATHI APP FOR DEALERS (1800+ USERS):

Strengthening the channels of distribution, the app facilitated flexibility in placement tracking and payment, providing ease of service to our dealers

SALESFORCE AUTOMATION APP:

Helping us to track attendance, and various other activities taking place (including field visits by our Sales, Branding and Technical Teams.



IMPLEMENTED ENTERPRISE RESOURCE MANAGEMENT SAP:

Leading to higher operational efficiency and an overall enhanced performance (includes management of inventory and sales).

REACHING FAR AND WIDE

ST CEN solid

STRONG SUPPLY CHAIN & DISTRIBUTION NETWORK

We emphasize on strengthening being among the first one to identify the disparity in demand and supply forces, through a strong supply chain & distribution network:

EASY AVAILABILITY OF RAW MATERIAL:

Easy access and proximate location to limestone mines within 2-3 km of our plants in Integrated vehicle logistics system.

RIGHT MIX OF DISPATCH MODES:

Availability of different modes of transportation, including roadways and railways for uninterrupted supply

IMPROVING RAIL TRANSPORT CONNECTIVITY:

Raw Material Inward & Cement outward dispatches from Siliguri siding ensured alternate mode availability for enhanced serviceability and Cost Efficiency.

ENHANCING PRODUCTIVITY THROUGH OWN FLEET:

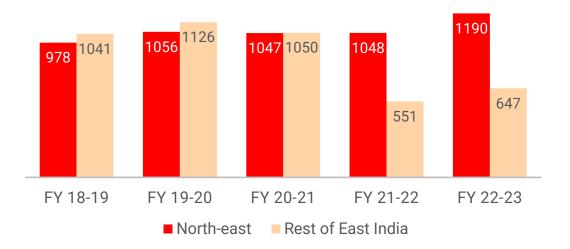
Optimum utilization of owned fleet of 190+ trucks through digitization enabled the organization to increase the overall efficiency & productivity

ESTABLISHED DEALER-DISTRIBUTOR NETWORK:

Our extensive distribution network helps deepen penetration in the Eastern region

DISTRIBUTION NETWORK SPREAD ACROSS 10 STATES, LEADING TO AN EDGE OVER PEERS

DEALER NETWORK

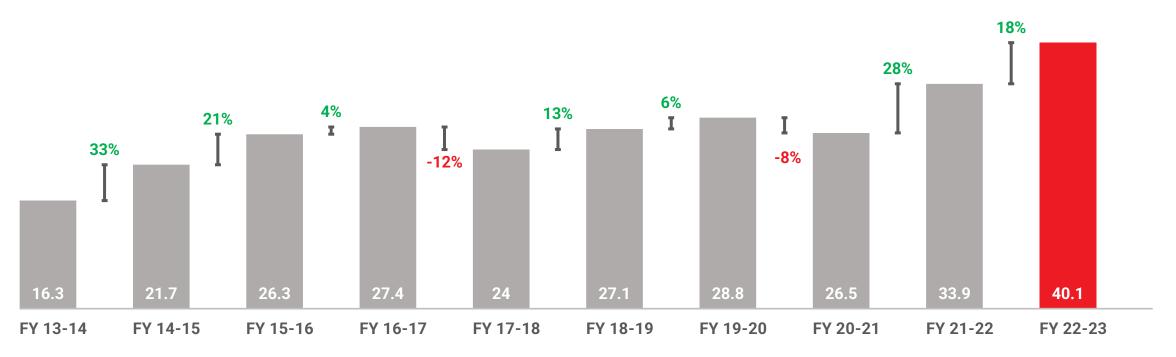


THE STAR SHINING BRIGHT AND STRONG



- \Rightarrow Enjoys a leadership position in the North East with market share of more than 23%
- \Rightarrow Gradually increasing share in the Eastern region through concerted efforts
- ☆ Strong dealer and distributor network built over the years, steering year-on-year growth, enabling leadership position in market

SALES THROUGH THE YEARS – VOLUME (LAKH TONS)





PROMISING A BETTER TOMORROW ENVIRONMENT, SOCIAL AND GOVERNANACE

SHARING THE RESPONSIBILITY TOWARDS THE COMMUNITY





Health and Sanitation



Livelihood Development

- TB patients of Sonapur district Hospital supported with food items.
- Blood donation camp organized at Star Club on 08th Dec.
- Food Security for 73 specially abled persons of Mohitnagar has been initiated and the same will continue throughout the current financial year.
- Medical camp organized at Lumshnong village on 22nd Dec, where patients received free health check-up and medicine.
- Establishment of STAR JALADHARA Project - 24 x 7 running potable water system is at the end of completion at 11 educational institute and 2 social institution of GGU and SGU plant peripheral area.
- Renovation of Institutional Toilets in 5 LP schools of Mohitnagar is almost completed.

- STAR Usha Tailoring School in all three locations are going on as per schedule.
- Beautician and wellness training courses have been started in Mohitnagar with 60 native girls.
- Biofloc fish farming is ongoing at Guwahati and Mohitnagar plant peripherals.
- Regular production in Agarbatt unit and sanitary napkin production unit at SRIJANI is going on flawlessly.
- Awareness camp on Menstrual Hygiene is going on monthly basis in different tea gardens of Mohitnagar. Women are accepting this positively and their habit is changing gradually.
- A livelihood hub is under construction at Lumshnong
- 58 pig farmers had been shortlisted for Pig Rearing Project from 5 villages of Elaka Narpuh for FY- 2022-23.



Education

- Infrastructural development including construction of boundary wall, class room, floor, guard wall, desk bench support, class room kits support are underway at several educational institutions in Assam and Meghalaya.
- Renovation of school building with the construction of mid day meal area have been initiated in Mohitnagar.
- School bus services are being provided in Lumshnong.
- Computer Education on wheels a new initiative has been started in fresh manner at Guwahati plant peripheral area.
- Student Support Programme i.e. distribution of class room kits and sports items in 25 LP & SSK Schools in and around Mohitnagar are in pipe line.



Rural Development

- Construction of 350 mt. RCC road of Dongwalarung locality of Lumshnong Village and Community Hall office room is going on.
- Construction of additional room at Gandhi Nagar Anchalik Kalakrishti Vikash Kendra is going on.
- Construction of public utility area of Maa Kali Mandir at Sonapur & repairing of Prayer hall at Lakhi Mandir are under way.
- Construction of market place at Gouri Hat and Maa Kali Mandir at Madhya Kumar Para have been initiated in Mohitnagar.
- Repair works at 8.5 km connecting road of Sakri and Lumstongseng village had been completed.
- Around 250 solar lights have been in Guwahati and Mohitnagar. A solar home lighting system was established in Meghalaya.

LEADING FROM THE FRONT OUR MANAGEMENT TEAM

GOOD GOVERNANCE PROMISING A BETTER TOMORROW



OUR PROMOTERS TEAM



Mr. Sajjan Bhajanka Chairman & Managing Director

Experience: 50 years' experience in plywood, laminates, ferro alloys and cement industry



Mr. Rajendra Chamaria Vice Chairman & Managing Director

Experience: 36 years' experience in cement and concrete sleepers industry with excellent project execution skill and production knowledge



Mr. Sanjay Agarwal Managing Director Experience: 36 years' industry experience



Mr. Prem Kumar Bhajanka Managing Director Experience: 43 years of industry experience



Mr. Tushar Bhajanka
Executive Director
Qualification: MPhil in Economics from the University of Cambridge
Experience: 4 years' industry experience

GOOD GOVERNANCE PROMISING A BETTER TOMORROW



OUR MANAGEMENT TEAM



Mr. Vineet Tiwari

Chief Executive Officer

Qualification:

MBA in Marketing **Experience:** Over three decades experience across a multitude of industries having spent a large part career in the cement Industry

Manoj Mr. Agarwal Chief Financial Officer **Oualification:** LL.B, Chartered Accountant, Company Secretary **Experience:** Over 27 vears' experience, including 15 years in the cement industry



Mr. Pankaj Kejriwal Executive Director Qualification: Chemical Engineer Experience: 22 years' overall experience

Mr. Pradeep **Purohit** Chief Strategy Officer **Oualification:** B. Com, Graduate Dip. IIMM Experience: 34+ in the years and cement engineering industry



Mr. Sundaram Srinivasan Chief Manufacturing Officer **Oualification:** Mechanical Engineer **Experience:** More than 3 decades in the cement industry including companies like Gujarat Ambuja Cement & Zuari Cement.



Samar Mr. Banerjee Chief Human **Resource Officer** Qualification: BA(Eco), PGPM&IR **Experience:** Over 27 vears' experience, including 14 years in the cement and Building Material Industries.



Kanak Mr. **Kumar** Chhangani Chief Mineral **Resource Officer Oualification: B.E** (Mining) Experience: Over 25 years of work experience Cement and related industries across geographies.

NUMBERS THAT SPEAK FOR US FINANCIAL HIGHLIGHTS

OPERATIONAL AND FINANCIAL UPDATES

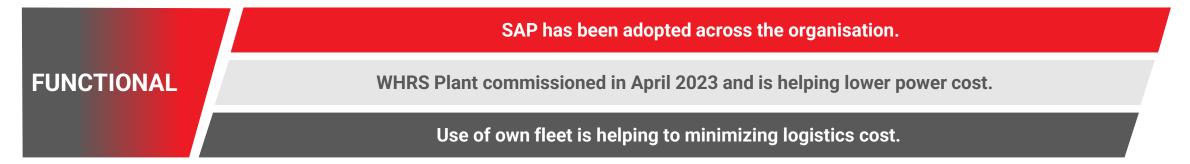


 Production in Q4 FY23 was 9,21,814 MT vs 8,57,173 MT in Q4 FY22, a YoY growth of 8%.

 OPERATIONAL
 Plant optimization has helped reduce power consumption per MT of Cement.

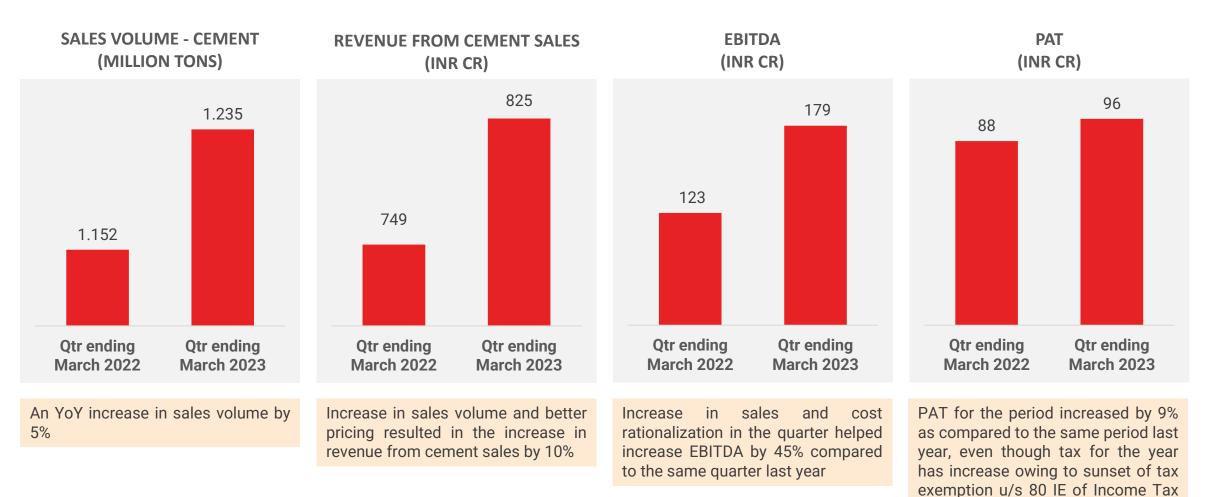
 Purchase of conditioned fly-ash through rakes is helping reduce flyash cost.

| | Cement sales in Q4 FY23 was up by 10% YoY to INR 820 Cr. |
|-----------|--|
| FINANCIAL | EBITDA for the quarter stood at INR 179 Cr, a YoY increase of 45%. |
| | Profit After Tax for the quarter stood at INR 96 Cr. |



QUARTERLY HIGHLIGHTS THAT MATTER





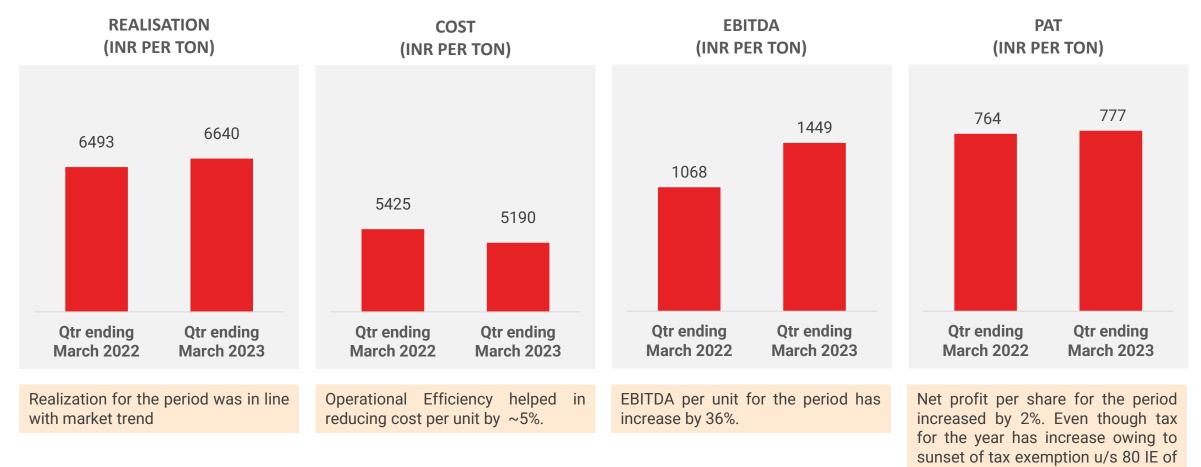
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Act,. 1961. However, cash outflow

will remain the same.

QUARTERLY HIGHLIGHTS THAT MATTER





Income Tax Act,. 1961, cash outflow will remain the same.

APPENDIX

STANDALONE FINANCIAL HIGHLIGHTS



| PARTICULARS | | Q4 FY23 | Q4 FY22 | FY23 | FY22 |
|------------------------------------|--------|---------|---------|--------|--------|
| Equity Share Capital | INR Cr | 40 | 40 | 40 | 40 |
| Reserves & Surplus | INR Cr | 1,423 | 1,259 | 1,423 | 1,259 |
| Net Worth | INR Cr | 1,463 | 1,299 | 1,463 | 1,299 |
| | | | | | |
| Revenue | INR Cr | 831 | 742 | 2,731 | 2,219 |
| EBIDTA | INR Cr | 123 | 93 | 339 | 255 |
| PBT | INR Cr | 100 | 69 | 249 | 170 |
| Tax Expenses | INR Cr | 31 | (6) | 85 | (6) |
| PAT | INR Cr | 69 | 75 | 164 | 176 |
| | | | | | |
| Return on Equity (Annualised) | % | 18.82% | 23.20% | 11.21% | 13.57% |
| Earning Per Share (Not Annualised) | INR | 1.70 | 1.86 | 4.06 | 4.32 |

¹The tax holiday period enjoyed by the company's Guwahati Grinding Unit u/s 80 IE of Income Tax Act, 1961 has ended after the financial year 2021-2022 leading to an overall increase in its tax expenditure.

CONSOLIDATED FINANCIAL HIGHLIGHTS



| PARTICULARS | | Q4 FY23 | Q4 FY22 | FY23 | FY22 |
|------------------------------------|--------|---------|---------|--------|--------|
| Equity Share Capital | INR Cr | 40 | 40 | 40 | 40 |
| Reserves & Surplus | INR Cr | 2,376 | 2,128 | 2,376 | 2,128 |
| Net Worth | INR Cr | 2,416 | 2,168 | 2,416 | 2,168 |
| | | | | | |
| Revenue | INR Cr | 825 | 749 | 2,705 | 2,255 |
| EBIDTA | INR Cr | 179 | 123 | 520 | 379 |
| PBT | INR Cr | 143 | 85 | 380 | 244 |
| Tax Expenses | INR Cr | 47 | (3) | 132 | (3) |
| PAT | INR Cr | 96 | 88 | 248 | 247 |
| | | | | | |
| Return on Equity (Annualised) | % | 15.91% | 16.31% | 10.25% | 11.38% |
| Earning Per Share (Not Annualised) | INR | 2.38 | 2.19 | 6.13 | 6.11 |

¹The tax holiday period enjoyed by the company's Guwahati Grinding Unit and its subsidiary, Star Cement Meghalaya Limited (SCML) u/s 80 IE of Income Tax Act, 1961 has ended after the financial year 2021-2022 leading to an overall increase in the Group's tax expenditure.

SAFE HARBOUR



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THANK YOU



MR. MANOJ AGARWAL

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