



**THE RAMCO CEMENTS LIMITED**

**Corporate Office:**

Auras Corporate Centre, V Floor,  
98-A, Dr. Radhakrishnan Salai, Mylapore,  
Chennai - 600 004, India.

Tel: +91 44 2847 8666 Fax: +91 44 2847 8676

Website: www.ramcocements.in

Corporate Identity Number: L26941TN1957PLC003566

11 February 2019

National Stock Exchange of India Limited,  
Exchange Plaza, Bandra-Kurla Complex,  
Bandra (E), Mumbai – 400 051.

Scrip Code:RAMCOCEM

BSE Limited,  
Floor 25, "P.J.Towers",  
Dalal Street,  
Mumbai – 400 001.

Scrip Code:500260

Dear Sirs,

**Sub: Intimation of Investor Meet**

Pursuant to Clause 15 of Schedule III, Part A, Para A read with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that an Investors' meet is scheduled on 12<sup>th</sup>, 14<sup>th</sup> and 15<sup>th</sup> of February 2019 at Mumbai. The schedule for the meeting is given in the annexure.

Pursuant to Regulation 46(2)(o) of LODR, we enclose copy of investor presentation on the Company's performance for the quarter and nine months ended 31<sup>st</sup> December 2018.

Thanking you,

Yours faithfully,

For **THE RAMCO CEMENTS LIMITED,**

*K.S.N. Selvanayagam*

**K.SELVANAYAGAM**  
**SECRETARY**

Encl : As above

*SOA*

# THE RAMCO CEMENTS LIMITED

Venue: Sofitel BKC, Mumbai

Date: 12<sup>th</sup> February 2019

Meeting timing: 10am - 4pm

Slot	Format	Attendees
09:00-10:00	Small Group	N/A
10:00-11:00	Small Group	RMF-Pratibh, BajajLife-Paresh, BajajLife-Navin, StarUnionLife-Adam, MKVentures-Sunny
11:00-12:00	Small Group	EnamHold-Shaurin, MSPE-Prateek, AxisMF-Akhil, EnamInv-Mukul
12:00-13:00	Small Group	AvivaLife-Senthilkumar, QuestInv-Ujwal, WhiteOak-Kamlesh, KarmaCap-Nikhil, EsselMF-Naveen, Kitara-Kush, ITIMF-Pradeep, ITIMF-George, Visaria-Giriraj
13:00-14:00	Small Group	ExideLife-Ronak, RILAI-Manish, ABPE-Sailesh, TCG-Manish, MotiMF-Priyankar, Alfaccurate-Rajesh, HJSec-Mahesh, AUM-Saurabh
14:00-15:00	Small Group	ExideLife-Sumeet, AskInvest-Sujit, AskInvest-Sumit, Bellwether-Navin, Subhkam-Deepak, AVFincorp-Vinod
15:00-16:00	Small Group	IPruMF-Harish, TreeLine-Sitaram, PNBMetlife-Ankur, GeeCee-Abul, DeepFin-Sagar, IIFLMF-Rohit, IBullMF-Milind, ValueQuest-Sameer, KotakPMS-Rukun, Ohm-Mitesh

**Enterprising India**  
**Xth Global Investor Conference**  
 Hotel Trident, BKC, Mumbai



**RAMCO CEMENTS**

S. Vaithyanathan, D. Satish Kumar

14 Feb 2019

**IIFL Shepherd :**

Tejaswini Kumari

+91 70451 13829

<b>Time Slot</b>	<b>Client</b>	<b>Type</b>	<b>Venue</b>
10.00am - 10.55am	Invesco Shelkar Sambhavan	1x1	RR 206
11.00am - 11.55am	[Key Investors] Cavendish, Max Life, Victory Capital.	Restricted Grp Mtg.	RR 206
12.00pm - 12.55pm	Oppenheimer Lun Rao	1x1	RR 206
1.30pm - 2.25pm	Capital International Irfan Fumiturewala	1x1	MR III
2.30pm - 3.25pm	ASK Invst. Mgrs. Bharat Shah	1x1	RR 206
3.30pm - 4.25pm	[Key Investors] AUM Advisors, Birla Life, BOI AXA, Dalton, Edelweiss AMC, and Others	Group Mtg.	RR 206
4.30pm - 5.25pm	Capital World Lawrence Kymala	1x1	MR II
5.30pm - 6.25pm	Reliance MF Manish Gunwani	1x1	RR 206

## Company Schedule

Venue : Grand Hyatt, Mumbai

## Meeting Itinerary

Ramco cement Ltd

Edelweiss Representative	Email	Mobile
Natasha Amin	Natasha.Amin@edelweissfin.com	+91 98208 68648
Roshan Nagpal	Roshan.Nagpal@edelweissfin.com	+91 98204 65551

Date: 15 February, 2019

Time	Fund Name	Detail	Room
10:00AM - 10:50AM	LIC Mutual Fund - Hrishikesh Bhagat	Group Meeting	3160
	Motilal Oswal Asset Management - Priyankar Sarkar		
	L&T Mutual Fund - Alok Ranjan		
	Birla Sun Life Insurance Company Ltd - Bhaumik Bhatia		
	SBI Life Insurance Co.Ltd. - Shivani Furia		
	Canara HSBC Life Insurance - Balwindar Singh		
	Cholamandalam General Insurance Company Ltd - Kishore C		
	Old Bridge Capital Management - Tejas Mehta		
11:00AM - 11:50AM	Abu Dhabi Investment Authority - Ravi Trilochan Bhatia	1*1	3160
12:00PM - 12:50PM	Fidelity Management and Research - Charles Wu	1*1	3160
1:00PM - 1:50PM (Lunch)	DSP Investment Managers - Atul Bhole	Group Meeting	3160
	Bharti AXA Life Insurance Company Ltd. - Ajit Motwani		
	Kotak Mahindra Old Mutual Life Insurance Ltd - Rohit Agarwal		
	Aditya Birla Sun Life Asset Management Company Pte. Ltd. - Atul Penkar		
2:00PM - 2:50PM	Burgundy Asset Management Ltd. - Balkar Sivia	1*1	3160

Lunch will be arranged at Soma and Cellini at the Lobby level.

3:00PM - 3:50PM	Indiabulls Asset Management Company - Milind Bhangale	Group Meeting	3160
	ICICI Lombard General Insurance Co - Boris D'Souza		
	Axis Bank - Mayank Bajaj		
	Reliance Nippon Life Asset Management Limited - Meenakshi Dawar		
	HDFC Life Insurance Company Limited - Mayur Bhurke		
	ICICI Prudential Asset Management Co. Ltd. - Jatin Nayak		
	Goldman Sachs Asset Management - Hiren Dasani		
	Quest Investment Advisors Pvt Ltd - Bharat Sheth		
	White Oak Capital - Trupti Agrawal		
4:00PM - 4:50PM	Future Generali India Life Insurance Co Ltd - Chinmay Gandre	Group Meeting	3160
	ASK Investment Managers - Sumit Jain		
	ASK Investment Managers - Nikunj Gala		
	Axis MF - Akhil Thakker		
	DSP Investment Managers - Kaushal Maroo		
	Baroda Pioneer Mutual Fund - Sanjay Chawla		

Lunch will be arranged at Soma and Cellini at the Lobby level.

	Bajaj Allianz Life Insurance Company Ltd. - Paresh Jain		
	Regal Funds Management Asia Pte Limited - Hiral Patel		
	Abakkus Asset Managers LLP - Rajyavardhan Sonthalia		
	Makrana Capital Management Pte. Ltd. - parikshit shaH		

Lunch will be arranged at Soma and Cellini at the Lobby level.

**THE RAMCO CEMENTS LIMITED**

**PERFORMANCE FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> DECEMBER 2018**

**SALES**

Sale Volume	(In Lac Tonnes)				
	For the quarter ended			For the nine months ended	
	31-12-2018	31-12-2017	30-9-2018	31-12-2018	31-12-2017
Domestic	26.89	22.43	24.16	76.82	64.89
Exports	0.58	0.31	0.53	1.48	0.87
<b>Total</b>	<b>27.47</b>	<b>22.74</b>	<b>24.69</b>	<b>78.30</b>	<b>65.76</b>

**HIGHLIGHTS OF STANDALONE FINANCIAL RESULTS**

Particulars	Rs. in Crores				
	For the quarter ended			For the nine months ended	
	31-12-2018	31-12-2017	30-9-2018	31-12-2018	31-12-2017
Revenue, net of taxes	1216.99	1061.52	1189.45	3631.24	3169.24
Operating Profit (EBITDA)	220.54	240.45	253.06	728.80	844.89
Interest	13.48	16.03	13.12	38.04	48.75
Depreciation	75.57	72.97	72.81	221.84	216.78
Tax Expenses	30.42	28.71	52.66	128.40	132.29
Net Profit after tax	101.07	122.74	114.47	340.52	447.07
Other Comprehensive Income	0.40	0.24	-0.21	0.12	0.83
<b>Total Comprehensive Income</b>	<b>101.47</b>	<b>122.98</b>	<b>114.26</b>	<b>340.64</b>	<b>447.90</b>

**CEMENT**

The sale volume of cement has increased by 19% during the nine months' period ended 31<sup>st</sup> December 2018, compared to the corresponding period of the previous year. Sale volumes have grown both in southern and eastern markets, but the realisation has not improved due to pressure on prices and increase in transportation cost due to diesel price increase.

**COST**

Average diesel price had increased by 22% during the nine months ended 31-12-2018, which had resulted in the increase in transportation cost of both raw materials and finished goods. During the nine months ended 31-12-2018, the power and fuel cost continue to remain at higher levels compared to the previous corresponding period due to higher cost of pet coke and coal. However, during the current quarter, the prices of pet coke and coal have softened and the effect of the same will reflect in operating cost in coming quarters.

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**WIND POWER**

The Windmills have generated 2207 Lac units for the nine months ended 31<sup>st</sup> December 2018 as against 2425 Lac units of the corresponding period of previous year. The Income from wind power for the nine months ended 31-12-2018 was Rs.58.94 Crores as against Rs.65.78 Crores of the corresponding period of the previous year.

**LEGAL**

The Competition Commission of India (CCI) vide its order dated 31-08-2016 had imposed a penalty of Rs. 25863 Lacs on the company towards alleged cartelisation. Our appeal along with the appeals of other cement companies had been dismissed by NCLAT vide its order dated 25-7-2018. Against the order, the company appealed to the Hon'ble Supreme Court, which by its order dated 5-10-2018 admitted the appeal and directed to continue the interim order passed by NCLAT. Accordingly, the company re-deposited Rs.2586 Lacs being 10% of the penalty. The Company backed by legal opinion, believes that it has a good case and hence no provision is made.

**CAPEX**

During the nine months' period ended 31-12-2018, the Company has incurred Rs.767 Crores towards capital expenditure for the ongoing capacity expansion at various locations.

**SUBSIDIARY COMPANY - RAMCO WINDFARMS LIMITED**

For the nine months ended 31<sup>st</sup> December 2018, the Company has generated 334 lakh units, with a monetary value of Rs.13.38 Crores, as against 399 lakh units generated during the corresponding period of the previous year, with a monetary value of Rs.15.98 Crores.

Place : Chennai

Date : 29-01-2019

