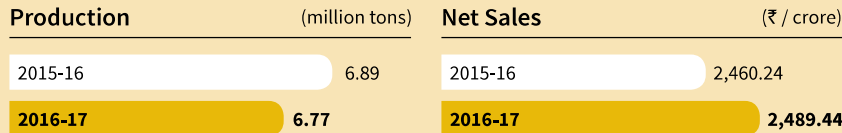




Grey Cement

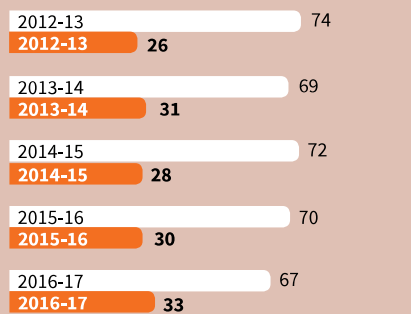


White Cement and Wall Putty



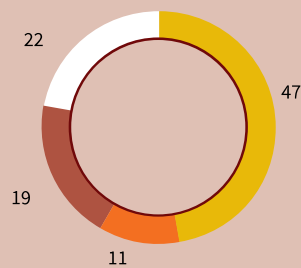
Rising share from North and Central India with stable market in South India and decline in Western India during FY 2016-17 resulted in to improved realisation of Grey Cement

Increasing share of White Cement in revenues (%)



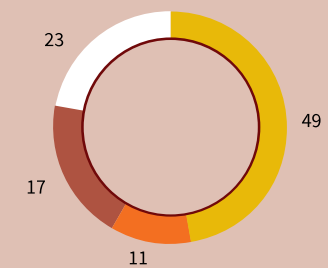
Grey Cement White Cement (incl. Wall Putty)

2015-16 (%)



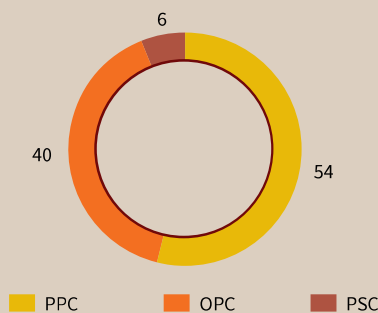
North South West Central

2016-17 (%)



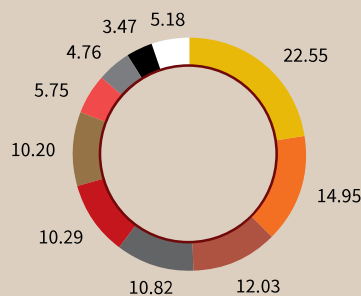
North South West Central

Product Mix – Grey Cement in 2016-17 (%)



PPC OPC PSC

Market mix- Grey Cement (%)



Rajasthan Haryana Maharashtra Western Uttar Pradesh Madhya Pradesh Karnataka Delhi Punjab Gujarat Others