

## Highest purging duration with India-made Purge Plugs



RHI Magnesita Refractory Services team in collaboration with the Sales and Technical Services team has been able to successfully achieve the highest purging duration of 47 hours 20 minutes (2840 minutes) at JSPL Raigarh with heat shrink 410 mm Purge Plugs made in our Bhiwadi plant. The record exceeds an average of about 2000 minutes of purging duration otherwise achieved from regular plugs. The team has been able to take 32 heats with our purge plug against the average of 22 heats.

The newly set-up Purge Plug making unit at Bhiwadi plant which was developed as part of a technology transfer arrangement with our Urmitz plant (Germany) in August last year has been crucial in the execution of our Local-for-Local strategy while also delivering performance at par with the global products.

Read more about the commissioning of the unit [here](#).

With the mindset of innovation and continuous improvement, our customer site teams continue to deliver record-breaking performances. Some of the latest performance highlights are compiled in the video. [Watch now!](#)



### 37% increase in revenue with on-track integration synergies



RHI Magnesita India Limited, the leading manufacturer and supplier of high-grade refractory products, systems and solutions, has reported consolidated financial results for the period ended March 31, 2023. The company ended the FY 2022-23 with consolidated income of Rs. 2,741 crores, as compared to Rs 2,005 crores for the FY 2021-22. Adjusted EBITDA before one time and exceptional item stood at Rs 439 crores at 16% against Rs. 393 crores in the

previous financial year.

Commenting on the results, **Parmod Sagar** — MD & CEO of RHI Magnesita India said, “In FY23, we remained committed to the Indian market and ramped up our capacity with the acquisition of Dalmia OCL and Hi-Tech Chemicals. These acquisitions aim to help us serve our customers with a local for local approach and evolve India as a hub to serve other regions. We are well on track to achieve our integration synergy targets through these acquisitions, and we are excited for the future.

#### Consolidated Quarter to Quarter Comparison

The total income for the quarter ending March 31, 2023, stood at Rs. 881 crores, 49% growth Q-o-Q as against Rs. 592 crores in the quarter of March 2022. Adjusted EBITDA before one time and exceptional item stood at Rs 118 crores at 13.4% Vs Rs. 140 crores in the same quarter in the previous year.

The Board of Directors have proposed a dividend of Rs. 2.50 per share (250% on equity share of par value of Re 1) in the meeting held on May 30, 2023, which is subject to approval of the members of the Company in the Annual General Meeting.

### Insightful discussions on customer service priorities



RHI Magnesita hosted the second edition of its annual **India Regional Business Conference** from May 30 to June 1 at Gurugram. As we continue to integrate the three leading Indian refractory makers, the conference provided us an opportunity to collaborate and align ourselves with the common goal of taking our customer services to the next level.



We were joined by the **Chairman Dr. Vijay Sharma, Independent, Non-Executive Directors Mr. Nazim Sheikh and Mrs. Sonu Chadha** from the Board of the Indian legal entity - RHI Magnesita India Ltd. for the opening ceremony of the conference.

During the two-and-a-half-day conference, we had in-depth and open discussions on the current challenges and opportunities to improve our customer service effectiveness under the guidance of our CCO **Gustavo Franco** and Regional President **Parmod Sagar**. The Sales and Site Leaders from the India, West Asia and Africa region together with Marketing & Solutions, Operations, R&D, SCM, Finance and other functional leaders deliberated upon the current level of performance and identified key action points to work on for the year ahead.

We also hosted the second edition of our much-revered **Business Excellence Awards** wherein we recognized and awarded the efforts of our colleagues who had excelled in delivering great value to the company in last one year. A total of 32 individual / teams won in 7 award categories from across all the functions.





### Improving customer delivery performance with record heats



At RHI Magnesita, we live the most innovative, performance driven and customer focused culture. We believe that by being closer to our customers we can not only be responsive to their needs but also listen to them better — understand their concerns, cultures and ways of working. Our teams deployed at various customer sites work with a creative mindset and continuous improvement approach that helps them

deliver ever better advice, service and solutions.

Our Refractory Services team at one of our customer sites in West Asia region has recently been able to set a new record life of 1123 heats in EAF lining, breaking its own previous record of 1087 heats early this year. RHI Magnesita has been in a strong partnership with this customer from the past 20 years and strives to further innovate and create value for our customers.

### Giving back to our communities with 11 major projects under CSR



RHI Magnesita strongly believes in the upliftment of the communities we live and work with. We are committed to support vulnerable and underprivileged communities with focus on their inclusive growth and empowerment. We operate a comprehensive community investment program in all of our key operational areas with each project aimed at bringing long-lasting social improvements.

As a market leader in the refractory industry, we have set a benchmark by achieving 100% utilization of Corporate Social Responsibility budget. We took up 11 major community development projects, positively impacting the lives of more than 100,000 underprivileged people. The activities were focused in the vicinity of our operations, particularly in regions like Visakhapatnam, Cuttack and Bhiwadi to promote healthcare, education, infrastructure development and women empowerment. About 51% of our CSR spend last year was dedicated for the implementation in the priority focus area of Education and Health Care.

At a village near Visakhapatnam, we support a local trust in running a health-care centre providing free services to more than 500 patients every month.



Near Cuttack, we are building a 1.8 km cemented road that connects Damaka village with the National Highway benefitting 400 rural families along with the neighboring villages.

700 families are getting safe drinking water supply every day from the two RO water plants at Venkatapuram and Bharinikam villages near Visakhapatnam.



We are funding the construction of a hostel building at LV Prasad Eye Institute in Visakhapatnam to house eye-care trainees who service the underprivileged communities.

For women and child safety, we have been running awareness campaigns in Alwar district covering more than 70,000 women and children so far.





We have regularly been providing free study materials to underprivileged students and supporting the rural schools with quality infrastructure at Venkatapuram Govt. School and T Sirasapalli Anganwadi near Visakhapatnam.

In Cuttack, we have built two new classrooms in a rural high school benefitting 350 children from nearby villages including Uchapada, Bainchua, Popada, Rajakana, Kadei, etc.



We are supporting National Association for the Blind (NAB) in conducting breast cancer detection trainings for 5000 blind women from the slums of Delhi NCR.

A public bus stand in Bhiwadi, that was in a dilapidated condition, has been renovated. It is also being used now for promoting girl child education.



Continuing with our commitment towards bringing positive changes in our communities, we **RISE Together!**

## Celebrating World Environment Day 2023



Sustainability and carbon footprint reduction is one of our key priorities. We, at RHI Magnesita, stay committed to raise awareness and encourage individual actions for the protection of our planet and promote cleaner, greener and sustainable living.

Along with the rest of the world, our colleagues across plants and customer sites celebrated the World Environment Day on June 5 and encouraged people to adopt lifestyle practices that can help

combat plastic pollution in our environment. A series of workshops and activities were organized as a part of the celebration. With the resolve to #BeatPlasticPollution, awareness workshops, distribution of jute bags, plantation drives, and poster making competitions were organized. Our Visakhapatnam plant also launched Mission LiFE — an India-led global mass movement to push individual and community actions to protect and preserve the environment.

