

DELIVERING EXCELLENCE
SINCE 25 YEARS



PENNA CEMENT INDUSTRIES LIMITED

Annual Report 2018-19

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FY 2018-19 highlights

Revenue from operations

₹ 2,164.03 Crore
+21.84% y-o-y

Sales volume

5.29 Mn MT
+24.76% y-o-y

Our time-tested and trusted organic expansion strategy has enabled us to become a consistent performer with a track record of being profitable, for the past two-and-a-half decades. As we gear up for the next leg of our growth journey by riding the wave of emerging opportunities in India's infrastructure and construction space and become a pan-India player, we renew our commitment to creating long-term value for all our stakeholders.

Mr. P Prathap Reddy
Chairman & Managing Director





We started our journey in a watershed year for India, when the nation's economy was opened up to the world. The wave of economic liberalisation also unshackled the cement industry from the licence regime. Since bringing our first facility with just 0.2 Mn MTPA of installed capacity on stream in 1994, we have successfully navigated business cycles and developed in-house expertise and capabilities across the cement industry value chain to emerge as a market leader in south India.

The Indian government's massive infrastructure and housing push, and its resultant effect on construction activities over the next five years, bodes well for cement demand in India. Keeping this in mind, we had rolled out our Strategy 2021 a year ago, which is well on track to address the incremental demand through increased capacities and improved operational efficiencies and expand our presence in north Indian markets. Today, as we cross a significant milestone and embark on our next leg of growth, we renew our commitment to delivering excellence and continue creating value for our stakeholders.



Our Journey

Delivering growth and resilience

Since the commissioning of our first cement manufacturing unit in 1994 to the recent acquisition of our first packing terminal in Colombo, we have relied on building and developing in-house expertise and capabilities to deliver quality and excellence to our diverse customer base.

1994

Commissioned our first plant with 0.20 Mn MTPA capacity at Talaricheruvu, Andhra Pradesh

2001

Installed the second cement manufacturing line at the Tadipatri plant (Andhra Pradesh), increasing production capacity to 1 Mn MTPA

2002

Commissioned our second plant at Ganeshpahad, Telangana (then Andhra Pradesh) with an initial capacity of 0.80 Mn MTPA and subsequently expanded to 1.20 Mn MTPA

2005

Increased production from 1 Mn MTPA to 1.80 Mn MTPA at the Tadipatri plant

2008

Commenced construction of our fourth cement plant with a capacity of 2.0 Mn MTPA at Tandur in Telangana

Commissioned our third cement plant with a capacity of 2 Mn MTPA at Boyareddypalli, in South West Andhra Pradesh with rail head facility

2009

Commenced construction of our first captive coal-based power plant with 77 MW capacity at Ganeshpahad, Telangana

2010

Commissioned the captive power plant at Ganeshpahad

Commissioned the fourth cement plant with a capacity of 2 MTPA at Tandur, Telangana

2013

Created an expansion blueprint for new units at multiple locations across the country

2018

Commissioned our 1 Mn MTPA grinding unit at Patas (near Pune), Maharashtra

Commissioned our 240 TPH* packing terminal at the Cochin port, Kerala

Commissioned our 2.0 Mn MTPA grinding unit at Krishnapatnam, Andhra Pradesh

Commissioned Penna Suraksha, 25,000 MT self-discharging, dedicated cement carrier

Commissioned our second 240 TPH packing terminal at the Gopalpur port, Odisha

*Tonnes Per Hour

2019

Acquired a packing terminal in Colombo, Sri Lanka

Trial runs commenced at Boyareddypalli-2, a 2.50 Mn MTPA clinker line extension



Corporate Identity

Strengthening market leadership

Penna Cement Industries Limited (Penna Cement) is the flagship of the Penna Group, one of the largest privately held conglomerates in India. Founded in 1991, Penna Cement is a leading cement manufacturer in South India by volumes, with an installed capacity of 10 Mn MTPA, Waste Heat Recovery (WHR) of 17 MW and thermal power of 77 MW. Following the completion of capacity expansions currently underway, our installed cement capacity will reach 16.50 Mn MTPA by FY 2020-21.

Our four integrated manufacturing plants and two grinding units are equipped with state-of-the-art technology, which enabled us to deliver quality products to our diverse customer base – homeowners, real estate developers, government agencies and global construction majors. We produce three types of cement — Ordinary Portland Cement (OPC), Portland Pozzolana Cement (PPC) and Portland Slag Cement (PSC) — which enjoy significant presence and strong brand recall in southern and western India. Our team of more than 1,200 enterprising employees helps us in achieving our growth objectives and drive our mission of creating value for stakeholders.

Our vision

To create sustainable value & growth for all stakeholders

Our mission

To create energised, competitive, innovative and a winning environment for all stakeholders

Our values

- Focus on customer
- Act with integrity
- Nurture employees
- Pursue excellence
- Care for safety
- Care for community



Our plants and capacities



Integrated plants



1 Talaricheruvu,
Andhra Pradesh

Cement **1.80 Mn MTPA**

OPC, PPC and PSC

2 Boyareddypalli,
Andhra Pradesh

Cement **2 Mn MTPA**
WHR **10 MW**

OPC, PPC and PSC

3 Tandur,
Telangana

Cement **2 Mn MTPA**
OPC and PPC

4 Ganeshpahad,
Telangana

Cement **1.20 Mn MTPA**
WHR **7 MW**

Thermal Power **77 MW**
OPC and PPC



Grinding units



Packing Units

1 Patas,
Maharashtra

Cement **1 Mn MTPA**
OPC and PPC

2 Krishnapatnam,
Andhra Pradesh

Cement **2 Mn MTPA**
OPC and PPC

1 Cochin,
Kerala

Packing **240 TPH**
OPC and PPC

2 Gopalpur,
Odisha

Packing **240 TPH**
OPC and PPC

■ Capacity ■ Products manufactured ■ Products packed

Penna Suraksha, 25,000 MT self-discharging,
dedicated cement carrier

