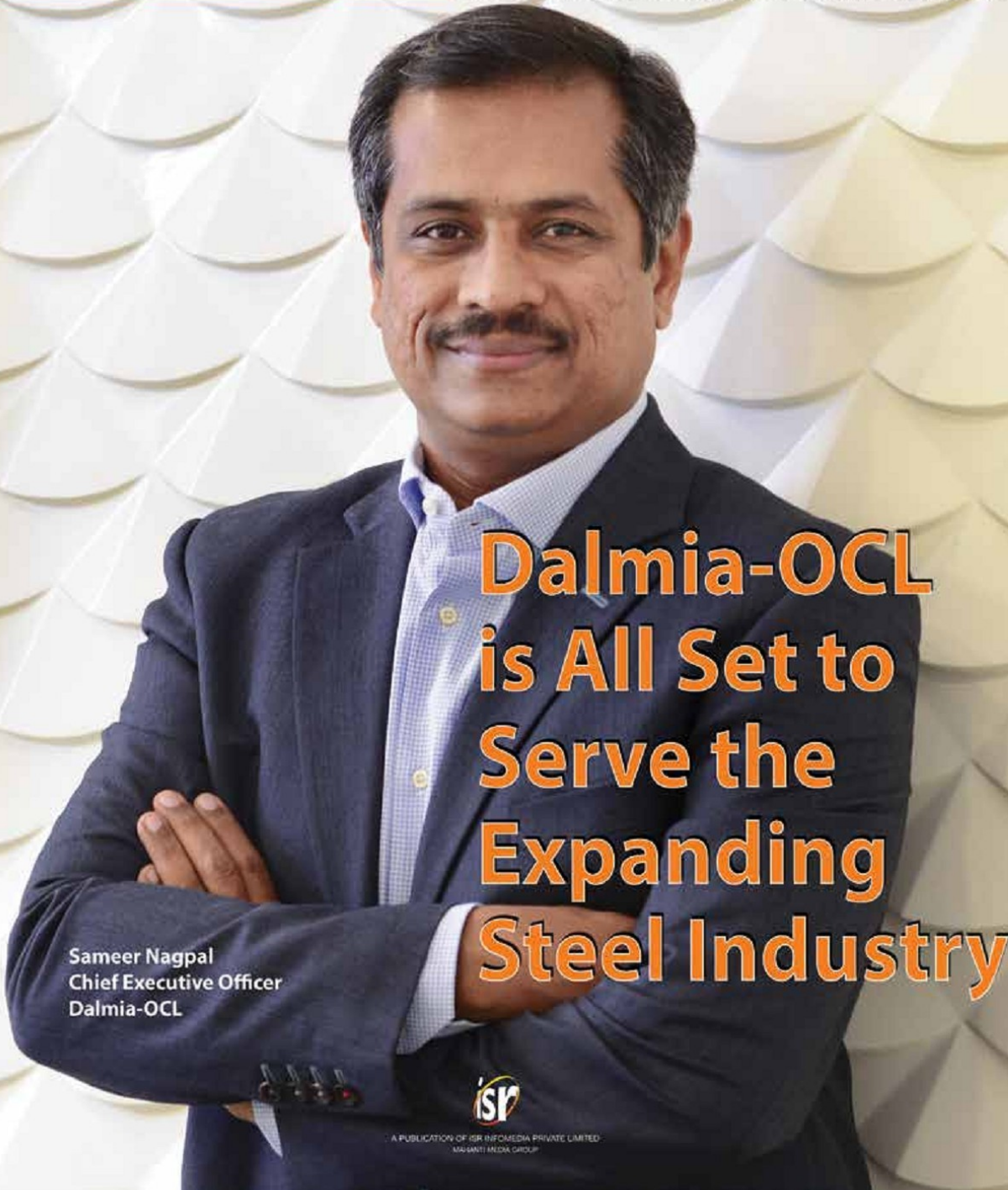


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IRON & STEEL REVIEW

A GLOBAL PUBLICATION ON STEEL & HEAVY ENGINEERING



Sameer Nagpal
Chief Executive Officer
Dalmia-OCL

**Dalmia-OCL
is All Set to
Serve the
Expanding
Steel Industry**



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Dalmia-OCL is well positioned to serve the expanding steel industry in India and Europe



Sameer Nagpal, Chief Executive Officer of Dalmia-OCL

The recent merger of India's leading refractory producer Dalmia-OCL with Germany's GSB Group has a good number of possibilities in store for India as well as Europe in terms of business expansion, technology and customer satisfaction. Sameer Nagpal, Chief Executive Officer of Dalmia-OCL, tells us about this merger and how the Company is moving ahead with its state-of-the-art facilities and expansion plans to serve the nation.

How do you see the merger of Dalmia-OCL and GSB in Europe and India?

GSB Group is Germany's leading producer of Lances and Snorkels and has access to large number of steel plants. This allows Dalmia-OCL, which makes a very vast variety of products for the steel industry, to further develop GSB by expanding its offerings in Europe. At the same time we will bring GSB technology in Lances and Snorkels to India, benefitting the Indian steel producers.

In the recently concluded METEC exhibition in Düsseldorf, we showcased this capability and received an encouraging response from customers. We are confident that Dalmia-OCL's acquisition of GSB will bring benefits to both the companies and customers in Europe as well as in India.

A couple of months back, a new production line at your Katni plant was commissioned to manufacture monolithics. We would like to know about this new production line.

The manufacturing facility at Katni, MP is India's first technologically advanced Monolithic production line. It features high level of automation which enables precision dosing of several raw materials with minimum human intervention for efficient production of high-grade refractory. The line also allows for faster production cycles allowing us to be more responsive to customers' requirements.

Along with this comes the latest know-how and application practices from Europe.

The addition of this capability, which complements our shaped refractory manufacturing capability, positions us even more strongly in the Indian market.

With the present merger with GSB, Dalmia-OCL now has a strong footprint in Europe. What are your future plans in terms of expanding it?

We have already strengthened GSB Group's sales team and started offering India-made products in Europe. We are receiving very positive response as European customers are looking for quality suppliers after recent consolidation in the refractory industry. Simultaneously

we continue to explore further opportunities for M&A in Europe.

Is Dalmia-OCL planning to invest in the existing plant at Rajgangpur, Odisha?

We are running a planned CAPEX program at our largest refractory plant in India at Rajgangpur, Odisha. This includes a new Snorkel line, enhancing monolithic capacity, expanding MgO-based bricks capacity, modernisation of presses and various automation projects, all aimed at improving our capability to serve the expanding steel industry.

As the Indian steel industry is growing, what kind of product portfolio are you planning to meet the rising demand of the steel industry in terms of high-quality refractories?

Steel producers are moving towards higher grade steel and that calls for higher quality and different kind of refractory products. Our new snorkel line at Rajgangpur and monolithic line at Katni allow us to meet these demands.

There are quite a bit of foreign players who have come to India seeing it's a big market. How would you like to maintain your market share?

Dalmia-OCL is built on strong partnerships with our customers and proven ability to solve their problems. With the best manufacturing infrastructure consisting of five geographically spread plants and strong customer service team of more than 100 people at steel plants, Dalmia-

OCL is well positioned to take advantage of growing demand of refractory in steel and other segments.

As the CEO of Dalmia-OCL, what are your future goals to make your Company the No. 1 player in this sector in India?

We are supplementing all the existing infrastructural advantages we have, with technologies either through acquisition of international talent, technology licensing or joint ventures and acquisitions. These steps will take us closer to becoming the No. 1 refractory supplier in India and a leading supplier internationally. As we do this, we will maintain our customer orientation, humility, agility and our

Values which have held us in place so far.

We are confident that Dalmia-OCL's acquisition of GSB will bring benefits to both the companies and customers in Europe as well as in India

The manufacturing facility at Katni, MP is India's first technologically advanced Monolithic production line

We will maintain our customer orientation, humility, agility and our Values which have held us in place so far