

HeidelbergCement India Limited

CIN: L26942HR1958FLC042301

Registered Office

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Gurugram, Haryana 122002, India

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Website: www.mycemco.com

HCIL: SECTL:SE:2022-23

23 May 2022

BSE Ltd.
Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai - 400001

National Stock Exchange of India Ltd
Listing Department,
Exchange Plaza, C/1, Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051

Scrip Code:500292

Trading Symbol: Heidelberg

Dear Sir,

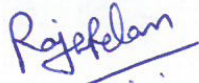
Sub: Presentation for Conference Call – Regulation 30(6)

This has reference to our letter dated 19 May 2022 informing about conference call being organised by PhillipCapital (India) Pvt. Ltd. Further to our aforesaid letter please find attached a presentation to be made to analysts and the institutional investors at the conference call scheduled today.

After the conference call, a transcript of the discussion shall also be posted on the website of the Company, www.mycemco.com for information of the investors.

Thanking you,

Yours faithfully,
For HeidelbergCement India Ltd.



Rajesh Relan
Legal Head & Company Secretary





HeidelbergCement India Limited
Investor Presentation
Mar'22Q and FY22

23 May 2022

FY22 Key messages

Environmental, Social and Governance

Operational and financial performance

Awards and recognitions

Outlook

FY22 Key messages

- ✓ ESG Projects – Alternate fuels project and Solar power plant commissioned
- ✓ Cement Capacity utilization increased to c. 76%
- ✓ Continue to produce 100% blended cement
- ✓ Share of green power increased to 23%
- ✓ EBITDA of ₹ 910 per tonne
- ✓ Repaid 3rd and final tranche of Non Convertible Debentures ₹ 1.2 billion
- ✓ Cash and bank balance exceed borrowings
- ✓ Board recommended a Dividend of ₹ 9 per share
- ✓ Continue to operate on negative net operating working capital

HEIDELBERGCEMENT



ESG Overview

Clinker Factor



61.4%

CO₂ Footprint



511 Kg/t cement

Water
Positivity Index



4.4X

CSR



35000+
Lives Improved

Green Power



23%

Increasing ESG footprint – AFR and Solar Project commissioned

AFR Project

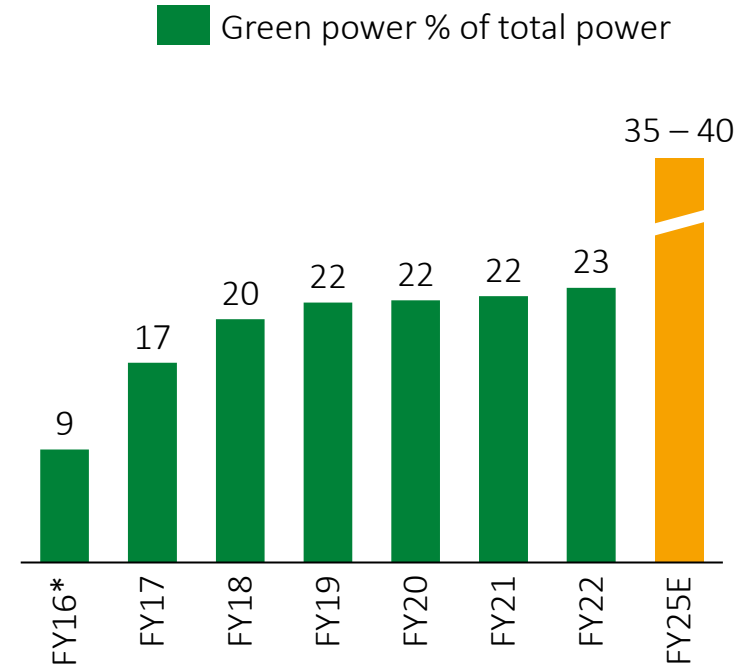
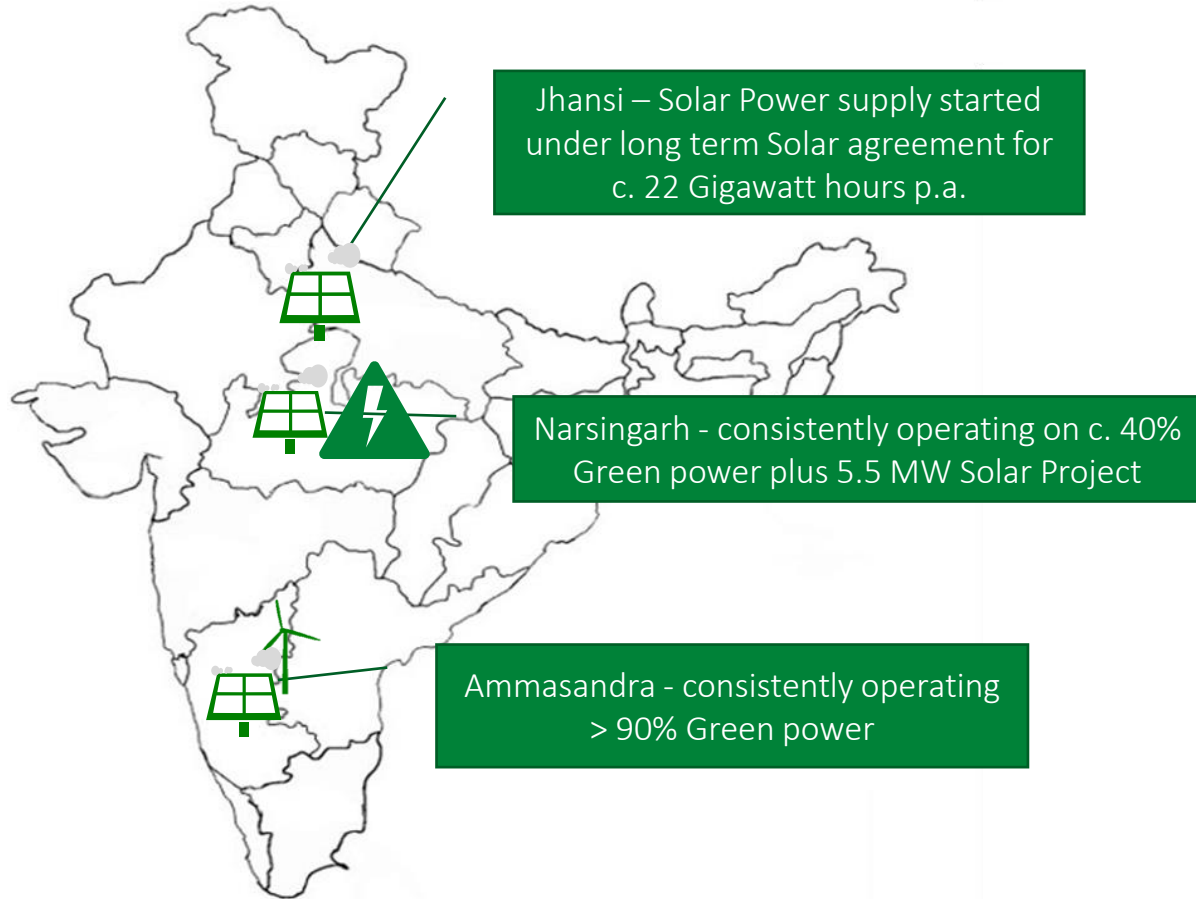


5.5 MW Solar Project



Target to reach ≤ 500 Kgs/t CO₂ emission by 2025

New renewable energy projects will further increase green power share



*Damoh WHRS was commissioned in Mar'16Q



www.hcfriendsofearth.com

Let's Grow Together 

HeidelbergCement India has proudly achieved the milestone of planting

100,000+

Trees* and growing...

Thanks to everyone in the **friends of Earth** community who contributed to achieve this milestone!

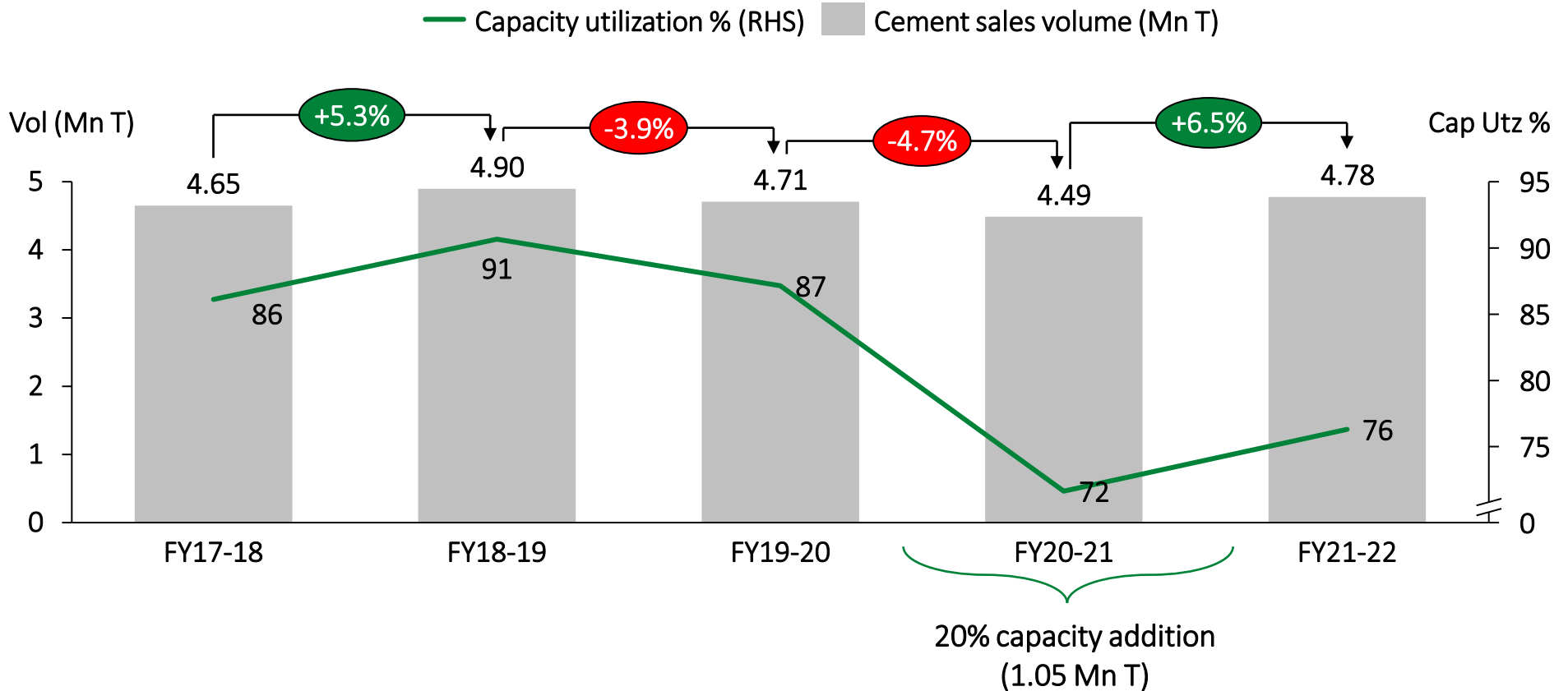


*Counted upto 31/03/22

HEIDELBERGCEMENT
INDIA

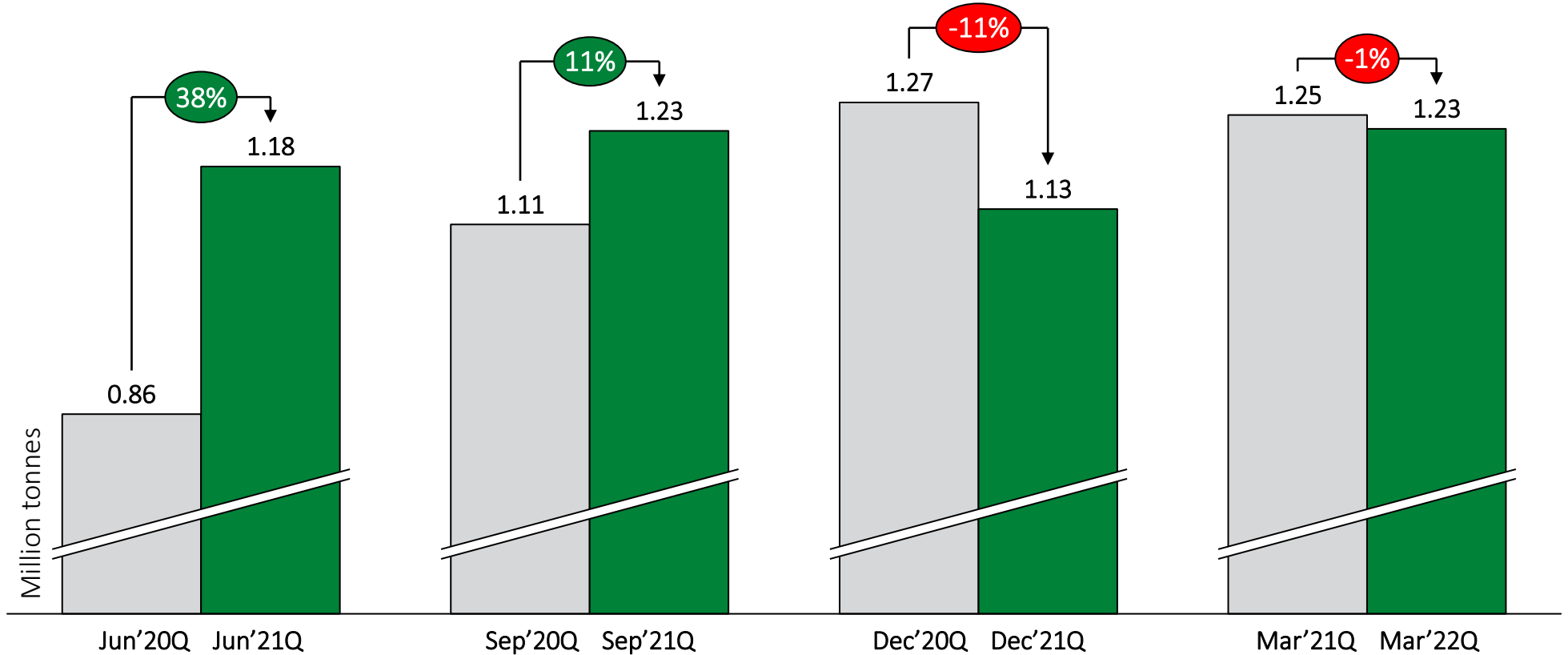


Annual Sales Volumes and Capacity Utilization Trend



Note: Capacity Utilization = Sales Volumes Divided by Cement Capacity
 HeidelbergCement India Limited | Mar'22Q IR Presentation | 23 May 2022

c. 7% volume growth in trailing twelve months



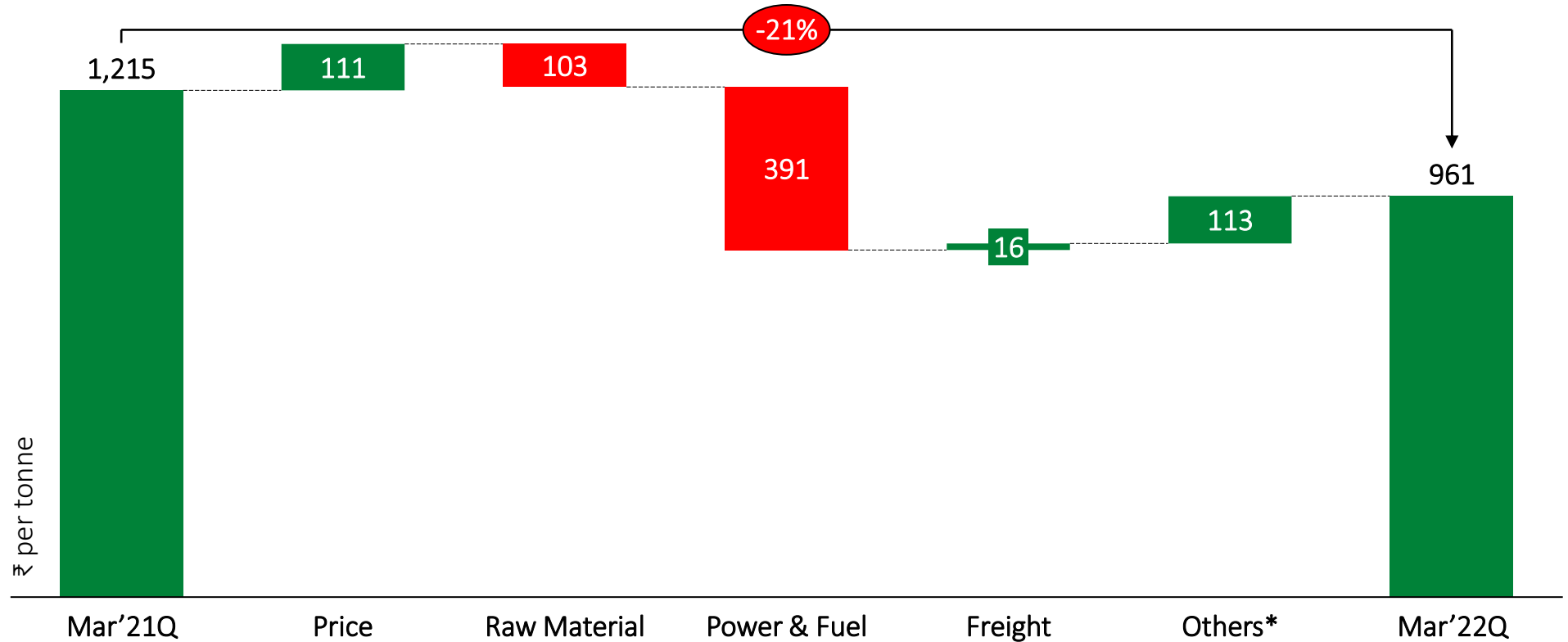
Note: Lower volume in Jun'20Q due to nationwide COVID-19 lockdown.

Decrease in profitability due to increase in input costs

Mio ₹

Particulars	Quarter ended		Change	Fiscal year ended		Change
	31-Mar-22	31-Mar-21		31-Mar-22	31-Mar-21	
Total income (net of taxes)	6,200	6,000	3.3%	22,970	21,167	8.5%
Operating Expenses	5,015	4,478	12.0%	18,624	16,100	15.7%
EBITDA	1,186	1,522	-22.1%	4,346	5,066	-14.2%
Depreciation/amortization	280	275	1.8%	1,121	1,110	0.9%
Other income	124	148	-16.0%	491	465	5.6%
EBIT	1,030	1,395	-26.1%	3,716	4,421	-15.9%
Interest and financial charges	52	92	-43.5%	364	509	-28.3%
Profit Before Tax	978	1,303	-24.9%	3,351	3,912	-14.3%
Tax Expenses	42	-97	n/a	829	763	8.7%
Profit After Tax	936	1,400	-33.1%	2,523	3,150	-19.9%
KPIs						
Sales volume (KT)	1,234	1,252	-1.4%	4,777	4,486	6.5%
Gross realisation (INR/t)	4,753	4,643	2.4%	4,694	4,665	0.6%
Total cost (INR/t)	4,063	3,577	13.6%	3,898	3,589	8.6%
EBITDA (INR/t)	961	1,215	-21.0%	910	1,129	-19.5%
EBITDA% of revenue	20.2%	26.2%	-597 bps	19.4%	24.2%	-483 bps
PAT% of revenue	16.0%	24.1%	-813 bps	11.2%	15.1%	-380 bps

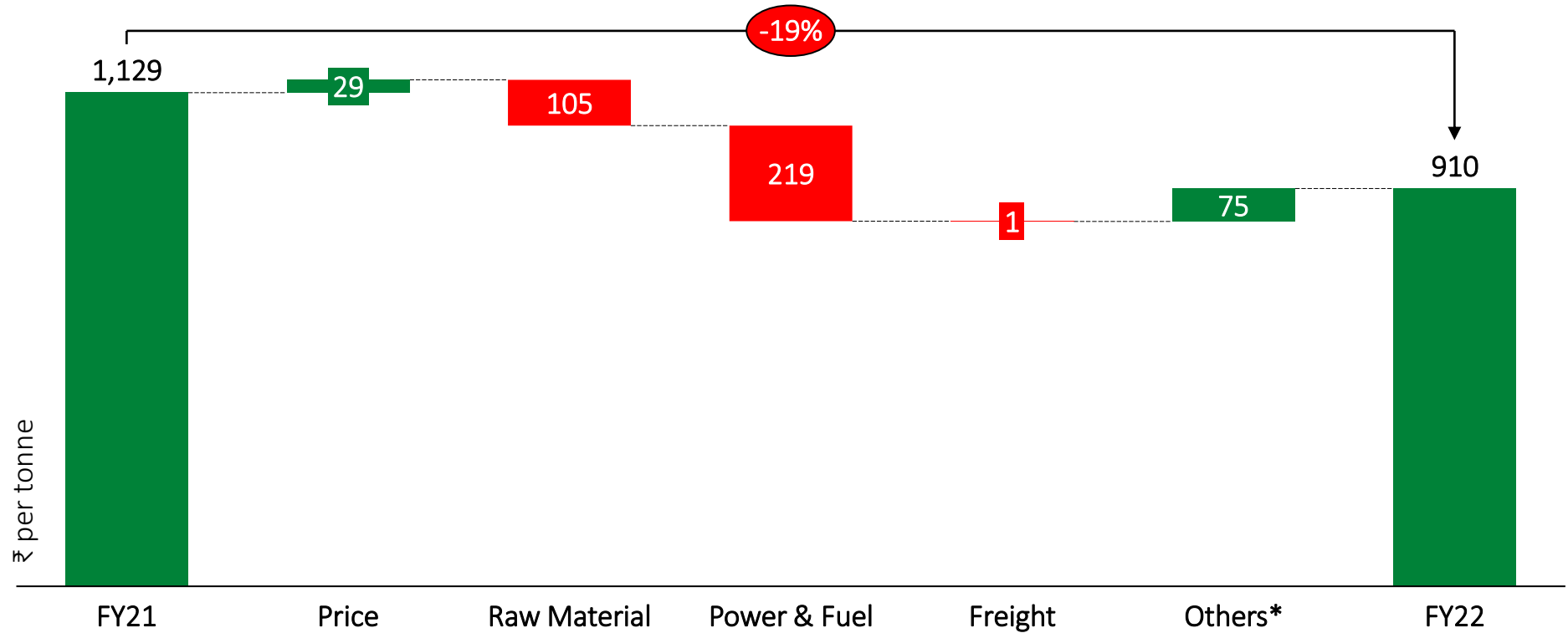
Mar'22Q: Increase in price was off-set by increase in input prices



Note: Change in inventory has been apportioned in the ratio of 30:70 between Raw Material and Power and Fuel expenses.

*Other expenses include other operating income, employee cost and miscellaneous expenses.

Apr'21 – Mar'22 EBITDA decreased due to raw material and power and fuel costs



Note: Change in inventory has been apportioned 30:70 between Raw Material and Power and Fuel expenses.

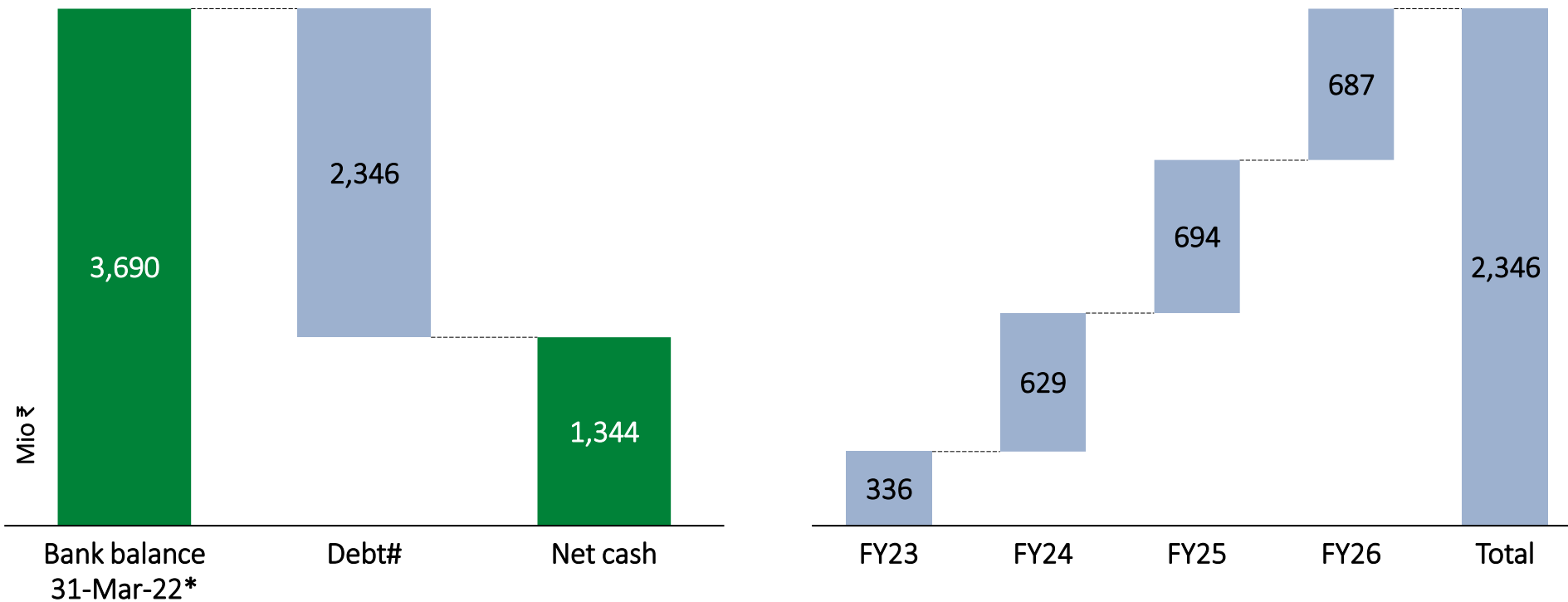
*Others include other operating income, employee cost and miscellaneous expenses.

Continue to operate on negative working capital

Particulars	31 Mar 2022 Mio ₹	31 Mar 2021 Mio ₹
Assets		
Non-current assets		
a) Property, plant and equipment	15,533.5	16,068.7
b) Right of use of asset	81.3	113.6
c) Capital work-in-progress	270.0	189.1
d) Intangible assets	3.4	2.1
e) Financial assets		
(i) Investments	48.0	-
(ii) Loans	-	1,500.0
(iii) Other financial assets	287.8	287.7
f) Other non-current assets	172.2	331.0
	16,396.2	18,492.2
Current assets		
a) Inventories	1,730.5	1,607.1
b) Financial assets		
(i) Loans	1,500.0	
(ii) Trade receivables	399.9	333.2
(iii) Cash and cash equivalents	3,689.5	4,302.7
(iv) Other Bank Balances	131.8	13.8
(v) Other financial assets	1,295.3	957.7
c) Other current assets	3,095.1	2,747.5
	11,842.1	9,962.0
Total assets	28,238.3	28,454.2

Particulars	31 Mar 2022 Mio ₹	31 Mar 2021 Mio ₹
Equity		
a) Equity share capital	2,266.2	2,266.2
b) Other equity	13,386.2	12,672.7
	15,652.4	14,938.9
Non-current liabilities		
a) Financial liabilities		
(i) Borrowings	1,566.4	1,744.9
(ii) Lease Liabilities	56.4	74.5
(iii) Other financial liabilities	40.4	46.8
c) Provisions	166.9	172.1
d) Government grants	214.1	359.4
e) Deferred tax liabilities (net)	2,175.3	1,937.5
	4,219.5	4,335.2
Current liabilities		
a) Financial liabilities		
(i) Borrowings	335.8	1,200.0
(ii) Lease Liabilities	28.9	43.9
(iii) Trade payables		
-Dues of micro and small enterprises	15.6	7.8
-Dues of creditors other than MSME	2,628.9	2,698.5
(iv) Other financial liabilities	2,152.0	2,010.0
b) Other current liabilities	823.6	874.4
c) Government grants	145.3	145.3
d) Provisions	2,236.3	2,200.2
	8,366.4	9,180.1
Total liabilities	12,585.9	13,515.3
Total equity and liabilities	28,238.3	28,454.2

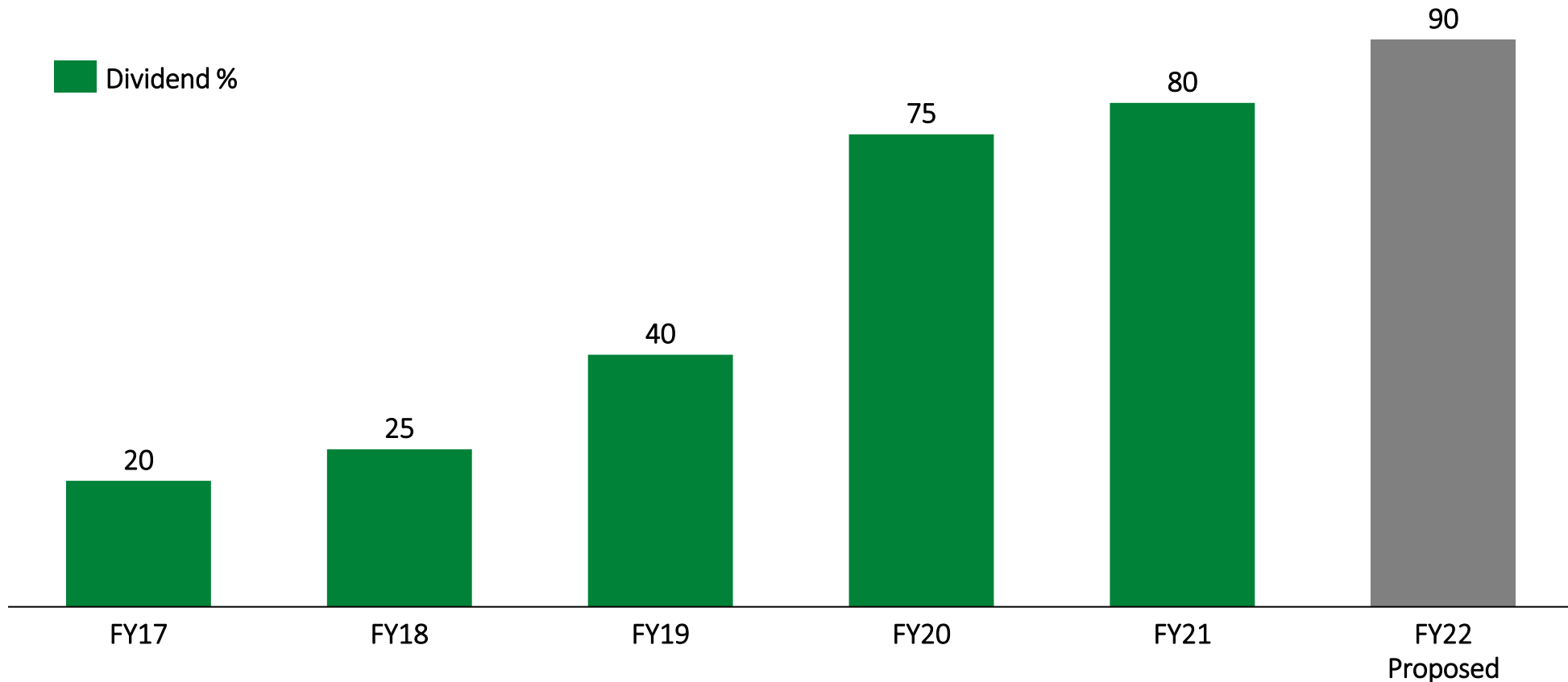
Cash and Bank balances exceed borrowings



*Bank balance excluding loan of ₹ 1,500 Million to be received back from Zuari Cement Limited during FY23.

#Debt represents actual amounts to be paid. As the loan is interest-free in nature, the values for accounting purposes are represented as per Ind-AS 109.

Increase in dividend driven by consistent Cash flow from Operations



Face value = ₹ 10 per share

SHARE OF VOLUME

Apr'21 – Mar'22 share of volume



46% road
volume,
-154 bps y/y



62% coal,
+1606bps
y/y



21% of trade
volume,
+250bps y/y



80% trade
sales,
-296 bps y/y

Continuously increasing premiumization and optimizing towards the appropriate mix

Corporate Social Responsibility Awards



4th ICC Social Impact Awards 2022

Transformation in Rural Education



Global CSR Awards 2022

**Integrated Community
Development Project**

Patharia Mines - “Amrit Puraskar” Award by Indian Bureau of Mines



Demand Situation likely to improve, input costs to be on higher side


- Pandemic to have minimal effect; ~75% of India's population has been vaccinated.
- Russia-Ukraine conflict – Supply chain disruption and skyrocketing fuel prices, likely to remain range-bound in the near term.
- Fuel availability is a challenge; input materials may have to be purchased from alternative sources.
- With cost pressures, cement prices are likely to increase.
- Scorching heat affected the wheat crop, spiralling commodity prices
- Increased steel prices and labour costs forcing a slowdown in construction.
- Liquidity crunch in the market
- Govt. undertaking concerted measures to control inflation.

Contact information

Amit Angra, Vice President – Finance

 HeidelbergCement India, 2nd Floor, Plot No. 68, Sector - 44, Gurugram, Haryana 122002, India

Note: With effect from 1-Apr-21, our Corporate cum Registered office has been relocated to above-mentioned address.

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 amit.angra@heidelbergcement.in



www.mycemco.com

Please click the following icons to follow us on Social Media:



Stock codes – BSE: 500292 | NSE: HEIDELBERG | Reuters: HEID.NS | Bloomberg: HEIM:IN



MATERIAL
TO BUILD OUR FUTURE

Safety is our foremost priority



Disclaimer

- Statements in this presentation, which describe the Company's objectives, projections, estimates, expectations or predictions, may be "forward-looking statements" within the meaning of applicable Securities Laws and Regulations. These statements are based on certain assumptions and expectations of future events. Actual results could however materially differ from those expressed or implied.
- Important factors that could make a difference to the Company's operations include global and Indian political, economic and demand-supply conditions, finished goods prices, raw materials cost and availability, cyclical demand and pricing in the Company's principal markets, changes in Government regulations, Policies, tax regimes, economic developments within India besides other factors such as litigation and industrial relations as well as the ability to implement strategies.
- The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, based on any subsequent development, information or events or otherwise.