

HeidelbergCement India Limited

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Registered Office

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HCIL: SECTL:SE:2022-23

15 February 2023

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 14 February 2023 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
Sr. Vice President- Corporate Affairs &
Company Secretary

Encl.: a.a





HeidelbergCement India Ltd.

Dec'22Q Investor Presentation

15 Feb 2023

Dec'22Q Key messages

Environmental, Social and Governance

Operational and financial performance

Awards and Accolades

Outlook



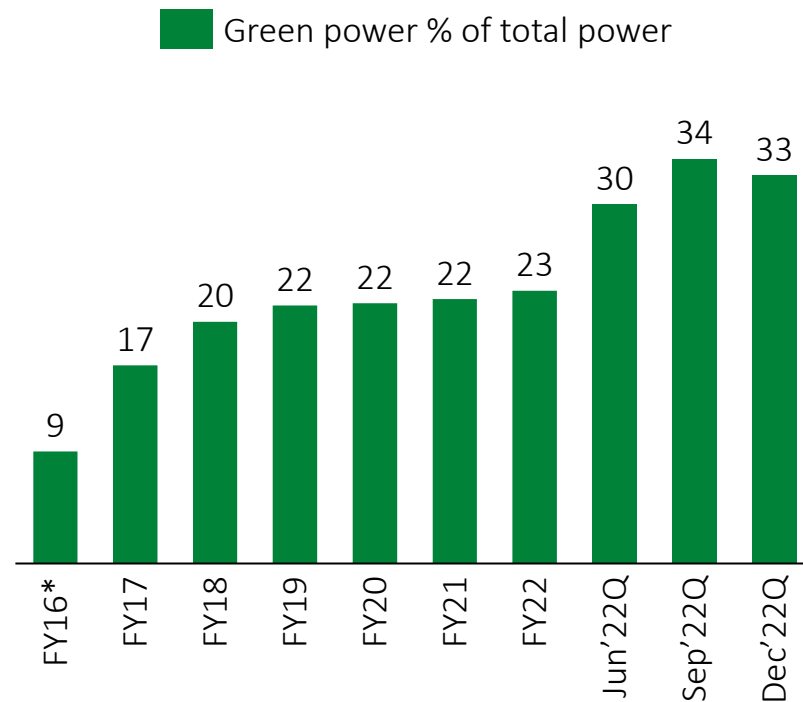
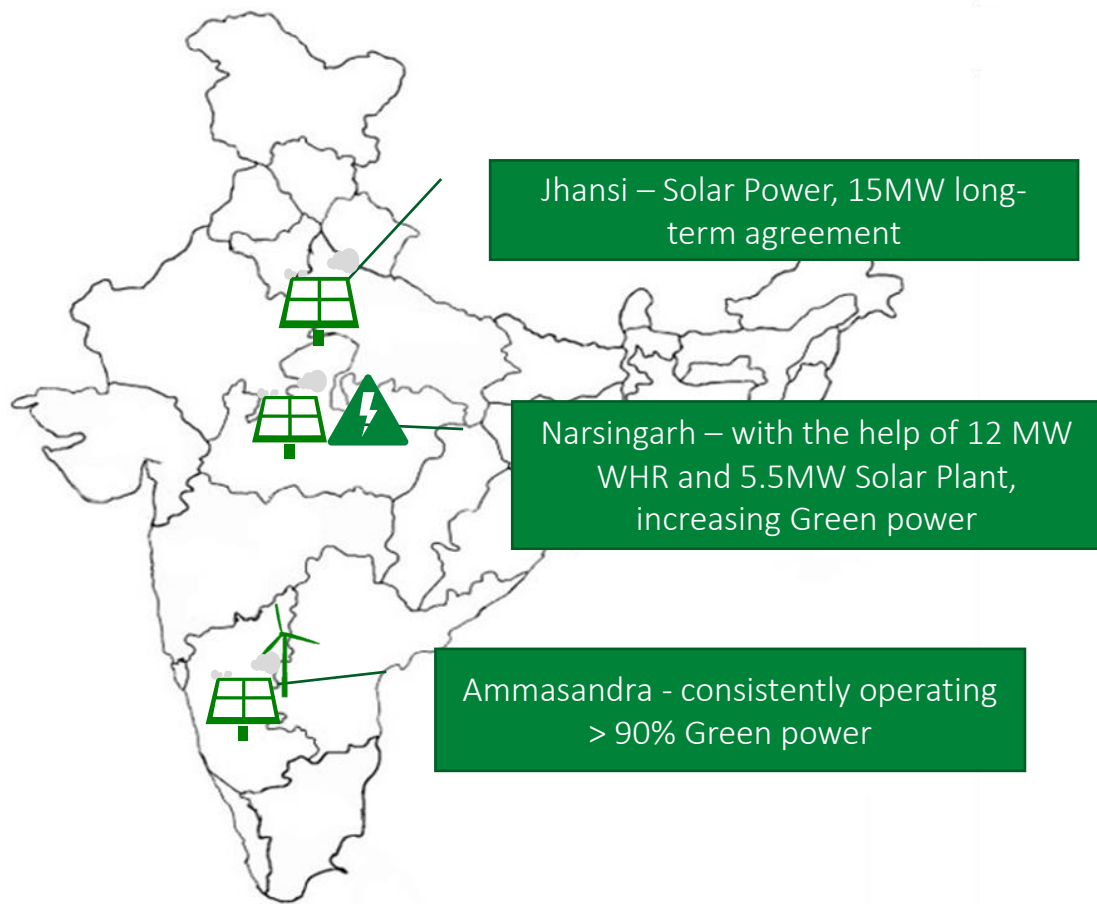
Dec'22Q Key messages

- ✓ Share of green power increased to 33% as against 20% in Dec'21Q
- ✓ Continues to produce 100% blended cement
- ✓ Volume increased by c. 10% q/q
- ✓ Volume decrease of c. 3% y/y driven by low demand during festive season
- ✓ Cost increase by c. 9% partially offset by 2% price increase
- ✓ EBITDA of ₹ 339 per tonne, c. -44% y/y mainly due to increase in fuel prices
- ✓ Continue to operate on negative net operating working capital
- ✓ Net cash at c. ₹ 1.5 billion

HEIDELBERGCEMENT



Increasing green power share



*Damoh WHRS was commissioned in Mar'16Q

Mass Plantation Drive at Damoh plant

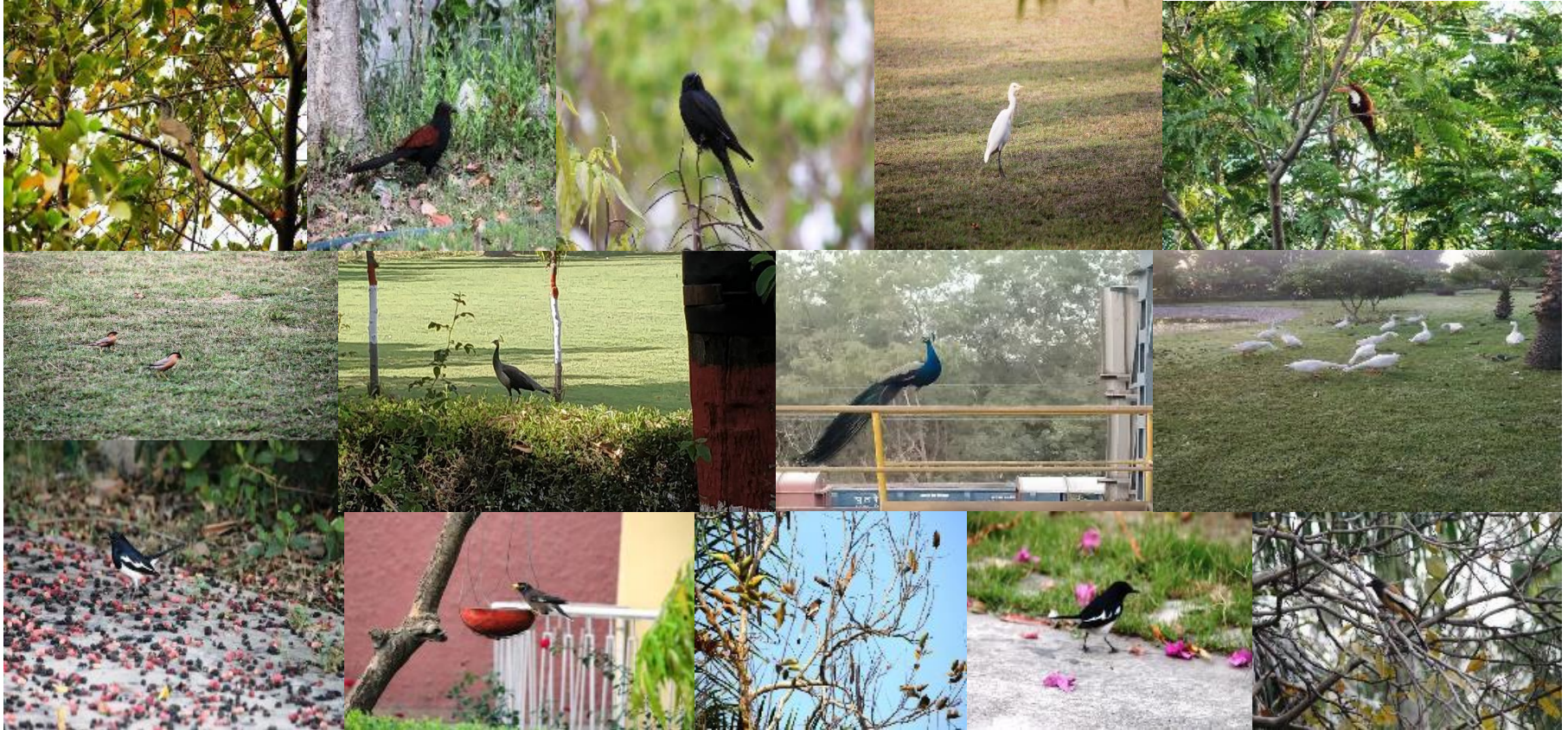


On MP Sthapana Divas



Drip Irrigation System with 900 M pipeline

Biodiversity at Jhansi Plant



CSR Initiatives



Damoh - Renovation of Govt. Primary School



Jhansi - Renovation of Govt. Primary School



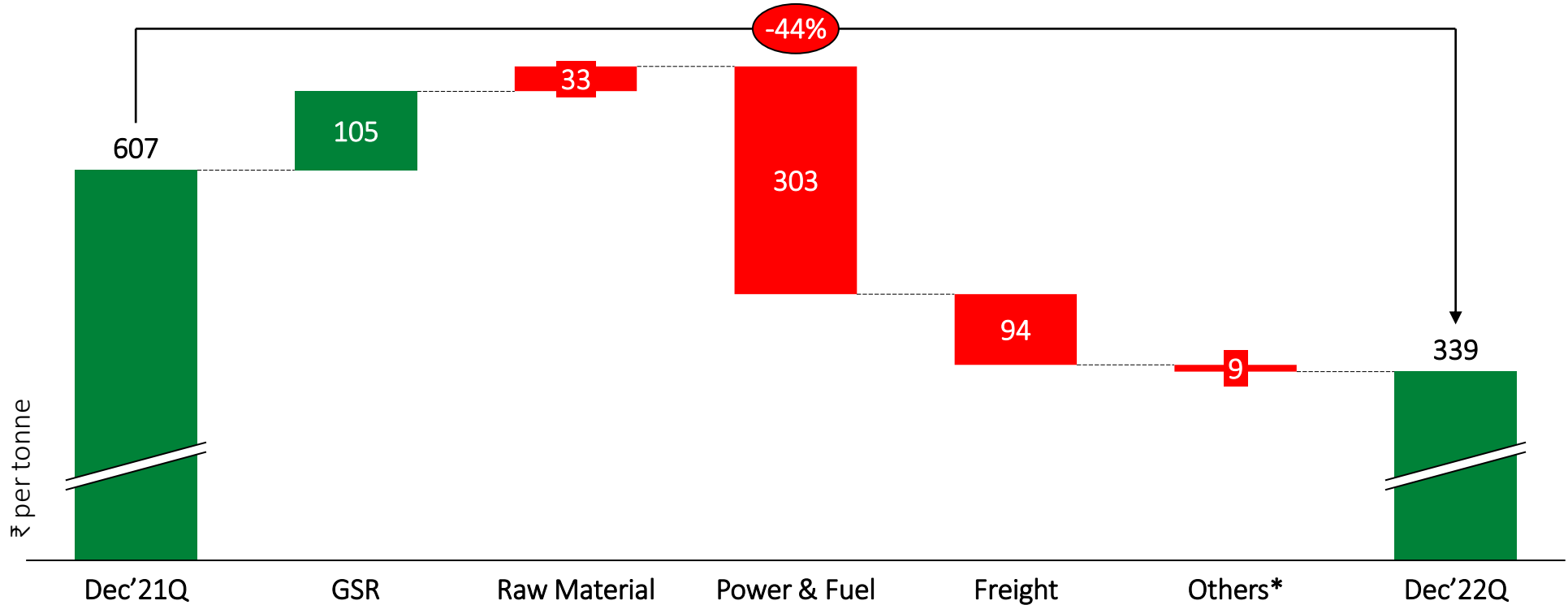
Jhansi – Health Camp

Subdued profitability due to a significant increase in fuel costs

Mio ₹

Particulars	Quarter ended		Change	9 months ended		Change
	31-Dec-22	31-Dec-21		31-Dec-22	31-Dec-21	
Revenue	5,401	5,445	-0.8%	16,361	16,769	-2.4%
Operating Expenses	5,030	4,761	5.7%	14,564	13,609	7.0%
EBITDA	371	684	-45.8%	1,797	3,160	-43.1%
Depreciation/amortization	287	283	1.5%	849	841	0.9%
Other income	106	123	-14.2%	318	367	-13.2%
EBIT	189	524	-64.0%	1,267	2,686	-52.8%
Interest and financial charges	109	99	10.2%	396	313	26.5%
Profit Before Tax	80	425	-81.2%	871	2,373	-63.3%
Tax Expenses	24	121	-80.0%	229	786	-70.9%
Profit After Tax	56	304	-81.7%	642	1,587	-59.5%
KPIs						
Sales volume (Mio T)	1.09	1.13	-2.9%	3.21	3.54	-9.5%
Gross realisation (INR/t)	4,933	4,828	2.2%	5,103	4,733	7.8%
Total cost (INR/t)	4,594	4,221	8.8%	4,542	3,841	18.3%
EBITDA (INR/t)	339	607	-44.2%	561	892	-37.2%
EBITDA% of revenue	6.9%	12.6%	-570 bps	11.0%	18.8%	-786 bps
PAT% of revenue	1.0%	5.6%	-456 bps	3.9%	9.5%	-554 bps

Decrease in Dec'22Q EBITDA/t mainly due to increase in fuel cost

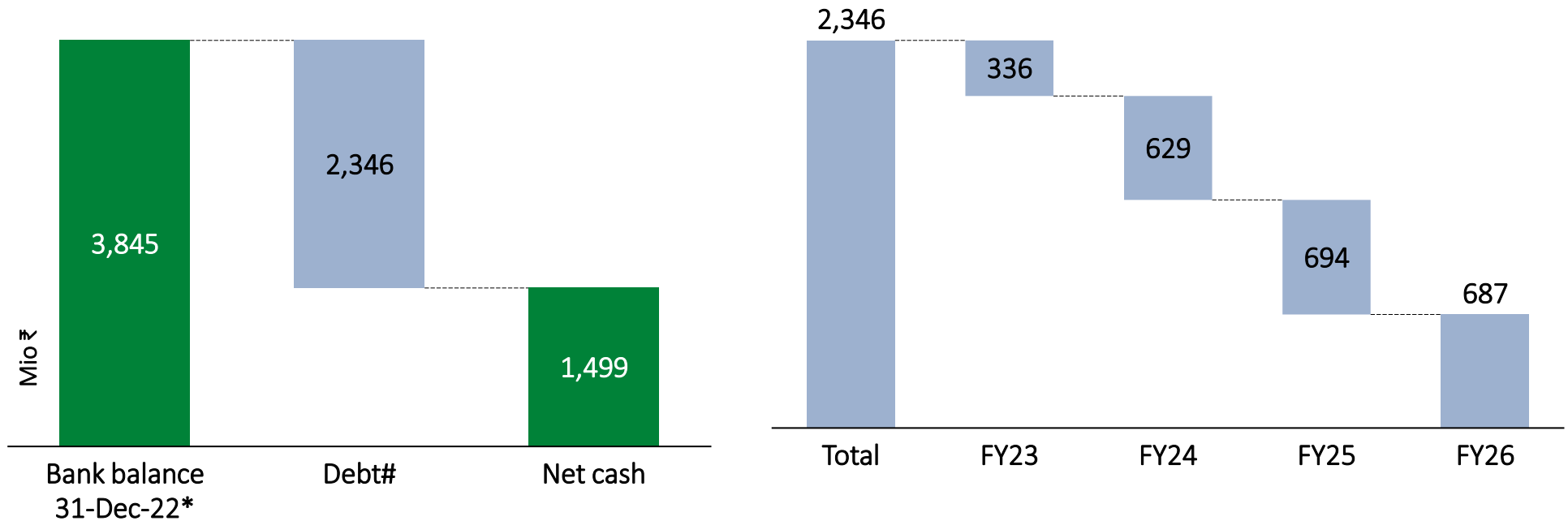


Note: Change in inventory has been apportioned in the ratio of 30:70 between Raw Material and Power and Fuel expenses.

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

Cash and Bank balances

< ----- Repayment Schedule ----- >

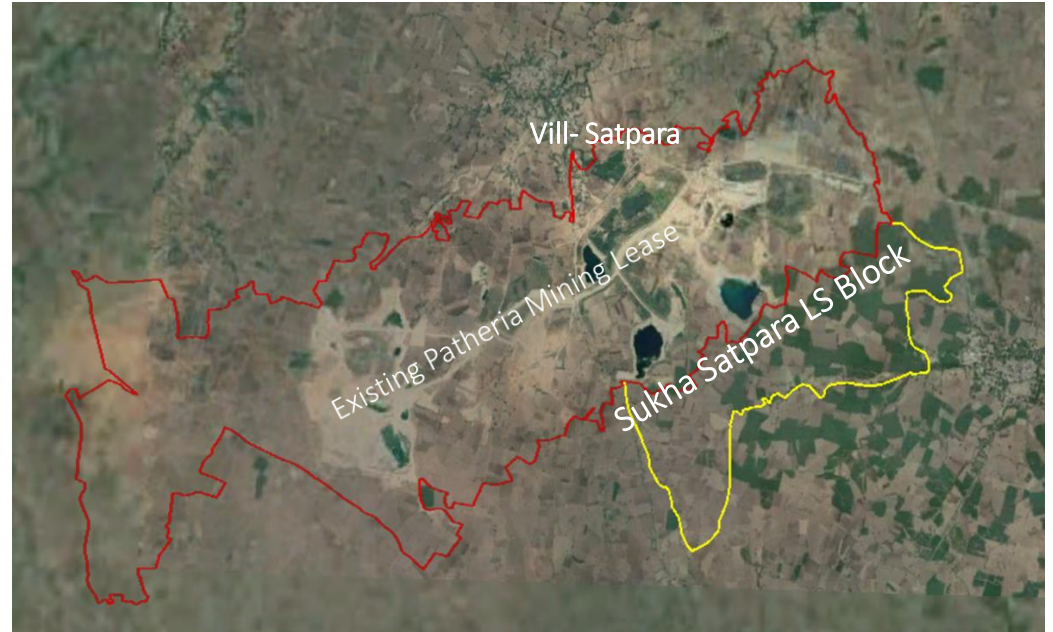


*Bank balance excluding loan to be received back from Zuari Cement Limited during Mar'23Q.

#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.

60 Mn T Limestone Block in Central India - Sukha Satpara

- The Company has been declared as preferred bidder of c. 60 Mn T Limestone Mines block at Sukha Satpara adjoining to its existing Patharia mines in Central India
- Addition of the limestone deposit enhances the useful life of the mines and shall create an opportunity for expansion
- Premium to be paid 100.5% of the limestone value assessed by IBM
- Overall timeline for mining lease execution : 24-30 months



SHARE OF VOLUME

Dec'22Q share of volume



49% road
volume,
+379 bps y/y



34% coal,
-3549bps
y/y



Premium
product
share 40%
of trade
volume,
+70% y/y



76% trade
sales,
-158 bps y/y

Continuously increasing premiumization and optimizing towards the appropriate mix

Jhansi Plant - 2nd Consecutive Apex India Safety Award-2022



Outlook

- India remains one of the fastest-growing economies
- Cement demand from Govt. projects is expected to increase in 2023; 33% increase in infrastructure development capex (₹ 10 Lakh Crores) in a pre-election year argues well for cement consumption
- Hardening of interest rates has led to inflation reduction; may reduce/defer discretionary spending in the near term
- Rabi crop had a good start expected to increase rural spending
- Fuel prices are softening, although at a gradual pace
- Increase in cement capacities to keep the sector utilization levels range-bound
- GST council (fitment committee) may consider revising 28% GST on Cement

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.

 +91-124-4503-700 (Board line)

 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.