

**HeidelbergCement India Limited**

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HCIL:SECTL:SE:2020-21

26 October 2020

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 23 October 2020 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.

A copy of the conference call invite is also attached for perusal.

After the conference call, a transcript of the discussion shall also be posted on the website of the Company, [www.mycemco.com](http://www.mycemco.com) for information of the investors.

Thanking you,

Yours faithfully,  
For HeidelbergCement India Ltd.



Rajesh Relan  
Legal Head & Company Secretary



# Investor Presentation

## Q2FY21 results

October 2020





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1. Indian Cement Industry

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2. Q2FY21 Financial and operational highlights

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3. Income statement

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4. EBITDA per tonne bridge

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5. Share of volume

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6. Balance sheet

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7. Initiatives

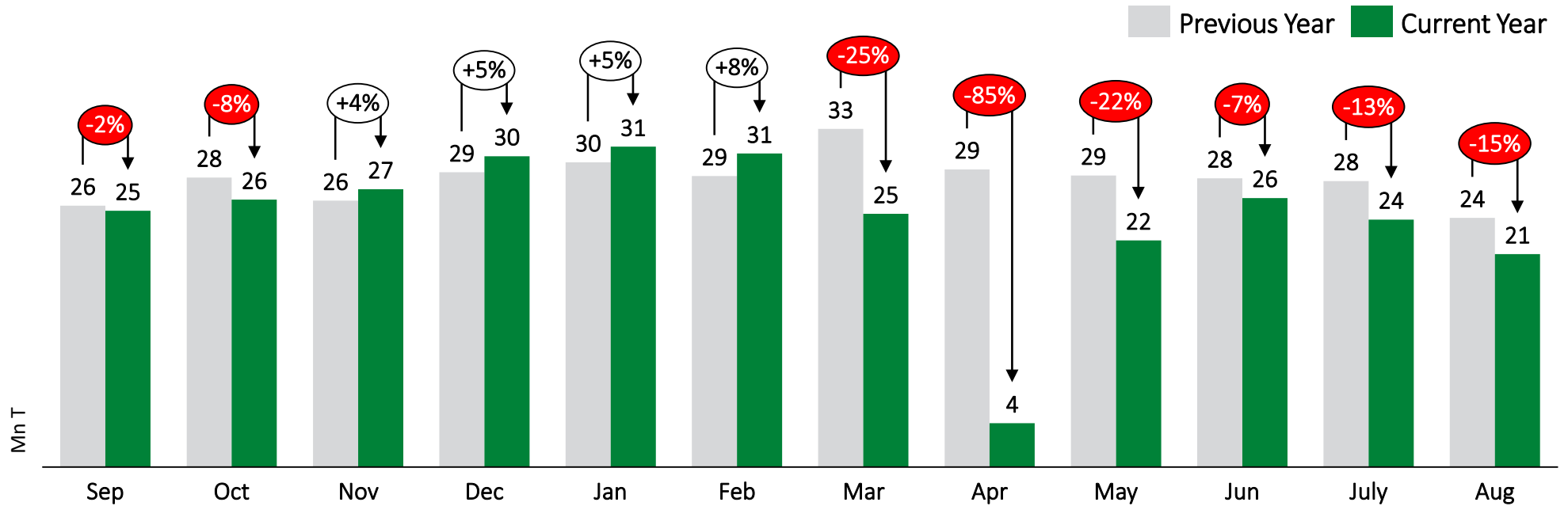
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8. Outlook



# Indian cement industry – volume development in trailing twelve months

□ Cement Industry continues to witness the impact of COVID19 since March 2020, albeit there has been a recovery in volume during Jul-Sep'20 quarter as compared to June'20 quarter.



Source: Cement Section, Department of Industrial Policy & Promotion – Cement Production



## Q2FY21 Financial and operational highlights

- Zero Lost Time Injury (LTI) and Fatality
- Positive sign of recovery of volumes in most micro-markets after loss of volumes in Q1FY21 due to lockdown
- 100% blended cement
- Dependence on grid power c.60%
- EBITDA of ₹ 1,137 per tonne, up 5% y/y
- Final dividend of 60% distributed
- Continue to operate on negative Net Working Capital
- AFR feeding system in Damoh – Project work started



INCOME STATEMENT

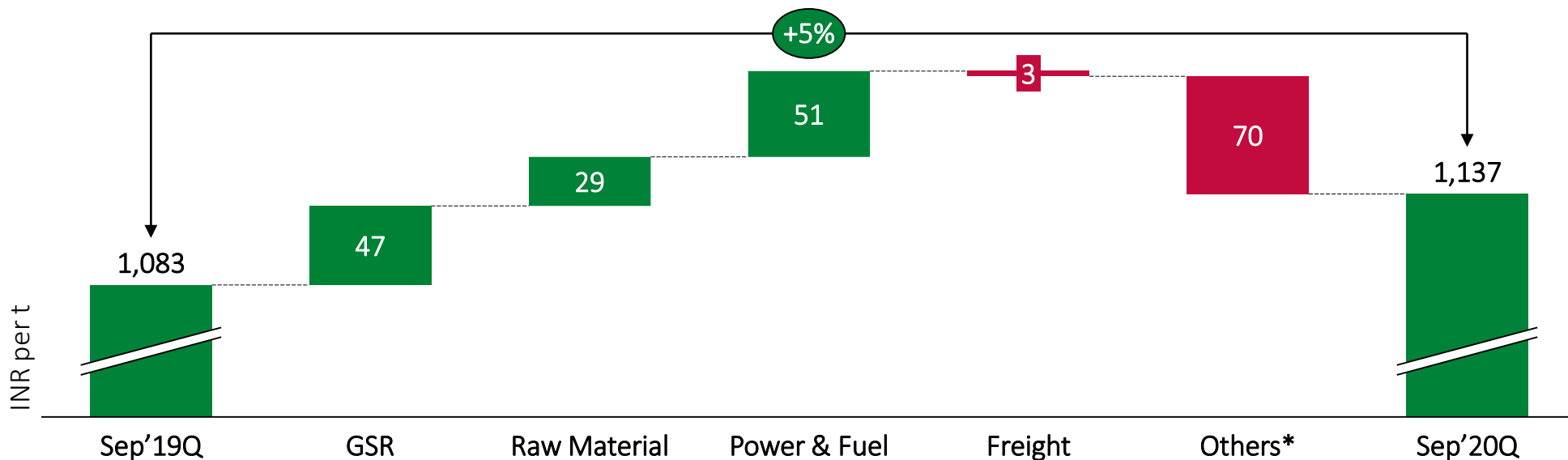
# Improvement in profitability mainly due to better prices

Mio ₹

Particulars	Quarter ended		Change
	Sept'20Q	Sept'19Q	
Total income (net of taxes)	5,138	5,222	-1.6%
Operating Expenses	3,878	3,994	-2.9%
<b>EBITDA</b>	<b>1,260</b>	<b>1,228</b>	<b>2.6%</b>
Depreciation/amortization	281	265	6.2%
Other income	101	125	-18.7%
<b>EBIT</b>	<b>1,080</b>	<b>1,088</b>	<b>-0.8%</b>
Interest and financial charges	133	188	-29.2%
<b>Profit Before Tax</b>	<b>947</b>	<b>900</b>	<b>5.2%</b>
Tax Expenses	323	318	1.3%
<b>Profit After Tax</b>	<b>624</b>	<b>582</b>	<b>7.3%</b>
<b>KPIs</b>			
Sales volume (KT)	1,108	1,134	-2.3%
Gross realisation (INR/t)	4,629	4,582	1.0%
Total Cost (INR/t)	2,920	2,943	-0.8%
EBITDA (INR/t)	1,137	1,083	5.0%
EBITDA% of revenue	24.6%	23.6%	93 bps
PAT% of revenue	12.2%	11.2%	98 bps

EBITDA PER TONNE BRIDGE

## EBITDA per tonne bridge



Despite increase in fuel cost, the total operating cost per tonne remained lower; supported with higher prices helped the Company to improve EBITDA per tonne by 5% y/y.

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.

SHARE OF VOLUME

# Q2FY21 Share of volume



49% road  
volume,  
+485bps y/y



41% coal,  
+137 bps y/y



13% of trade  
volume,  
+20% y/y



85% trade  
sales,  
-225 bps y/y

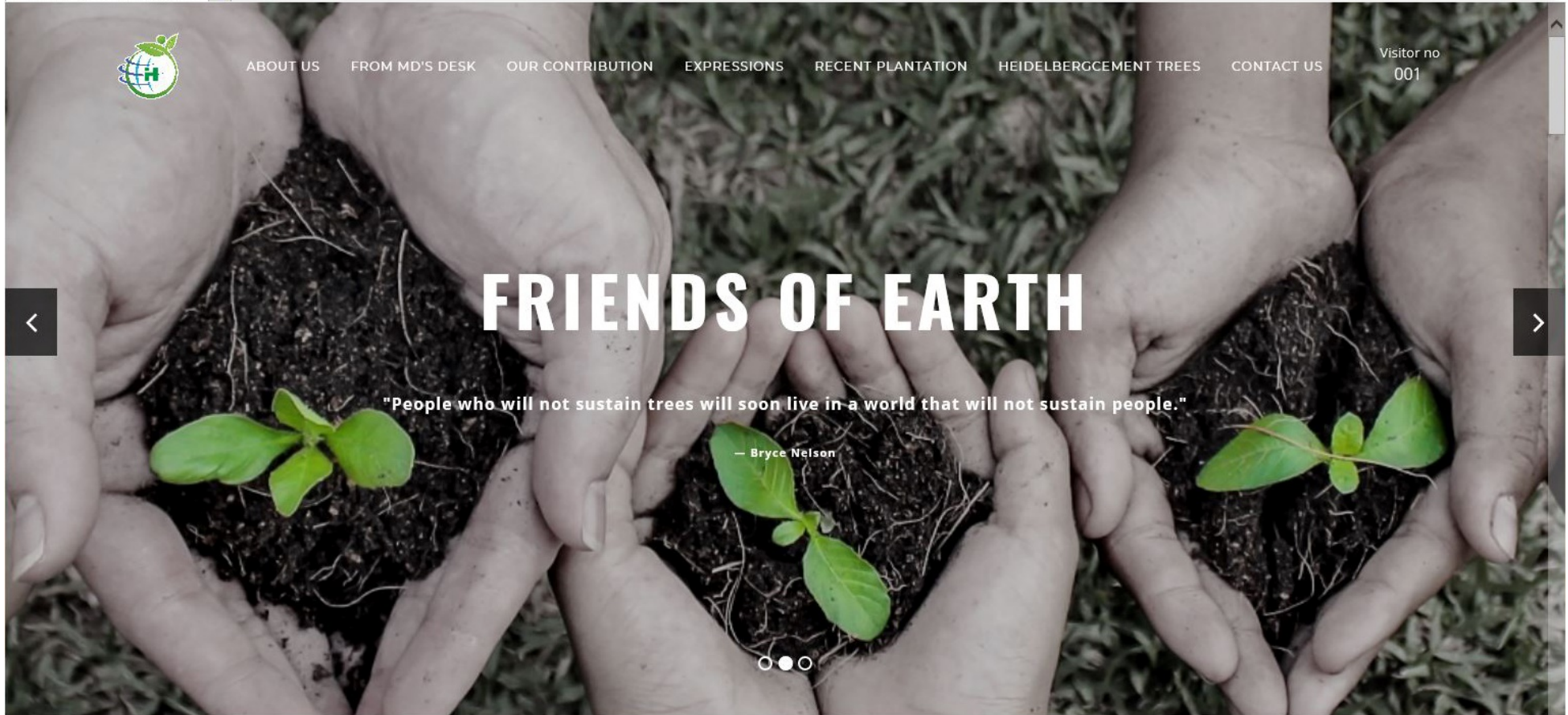


# Continues to enjoy healthy cash position and negative working capital

Particulars	30 Sep 2020 MINR	31 Mar 2020 MINR
<b>Assets</b>		
<b>Non-current assets</b>		
a) Property, plant and equipment	16,343.1	16,808.7
b) Right of use of asset	121.5	119.3
c) Capital work-in-progress	198.8	159.9
d) Intangible assets	2.0	2.3
e) Financial assets		
(i) Security deposits	287.7	287.7
f) Other non-current assets	286.6	309.1
	<b>17,239.7</b>	<b>17,687.0</b>
<b>Current assets</b>		
a) Inventories	1,390.9	1,457.6
b) Financial assets		
(i) Security deposits	136.0	138.1
(ii) Derivative instruments	-	-
(ii) Trade receivables	309.7	256.7
(iii) Cash and cash equivalents	5,720.6	4,697.4
(iv) Bank Balances other than (iii) above	16.5	8.8
(v) Other financial assets	668.7	670.9
c) Other current assets	3,111.9	3,011.7
	<b>11,354.3</b>	<b>10,241.2</b>
<b>Total assets</b>	<b>28,594.0</b>	<b>27,928.2</b>

Particulars	30 Sep 2020 MINR	31 Mar 2020 MINR
<b>Equity</b>		
a) Equity share capital	2,266.2	2,266.2
b) Other equity	10,633.9	10,880.2
	<b>12,900.1</b>	<b>13,146.4</b>
<b>Non-current liabilities</b>		
a) Financial liabilities		
(i) Borrowings	2,872.7	2,800.6
(ii) Other financial liabilities	40.1	39.7
b) Lease Liability	70.6	76.7
c) Provisions	155.8	167.2
d) Government grants	432.0	504.8
e) Deferred tax liabilities (net)	2,184.5	1,902.6
	<b>5,755.7</b>	<b>5,491.5</b>
<b>Current liabilities</b>		
a) Financial liabilities		
(i) Trade payables		
-Dues of micro and small enterprises	1.7	4.2
-Dues of creditors other than MSME	2,918.9	2,580.1
(ii) Other financial liabilities	3,303.4	3,270.2
b) Other current liabilities	827.7	618.7
c) Government grants	145.4	145.2
d) Provisions	2,741.1	2,672.0
	<b>9,938.2</b>	<b>9,290.3</b>
<b>Total liabilities</b>	<b>15,693.9</b>	<b>14,781.8</b>
<b>Total equity and liabilities</b>	<b>28,594.0</b>	<b>27,928.2</b>

# launched [hcfriendsofearth.com](http://hcfriendsofearth.com)



## “annam” – Serving the society

### Glimpse of some CSR Initiatives

#### *annam* – Serving the Society

- Contribution of Re 1 per bag of cement sold towards feeding the under privileged
- 28000+ families already covered

HEIDELBERGCEMENT INDIA

**annam**  
serving the society

Food

mycem  
माइसेम  
HEIDELBERGCEMENT

Every bag of our cement you buy,  
company will contribute ₹1  
towards feeding the under privileged

mycem cement

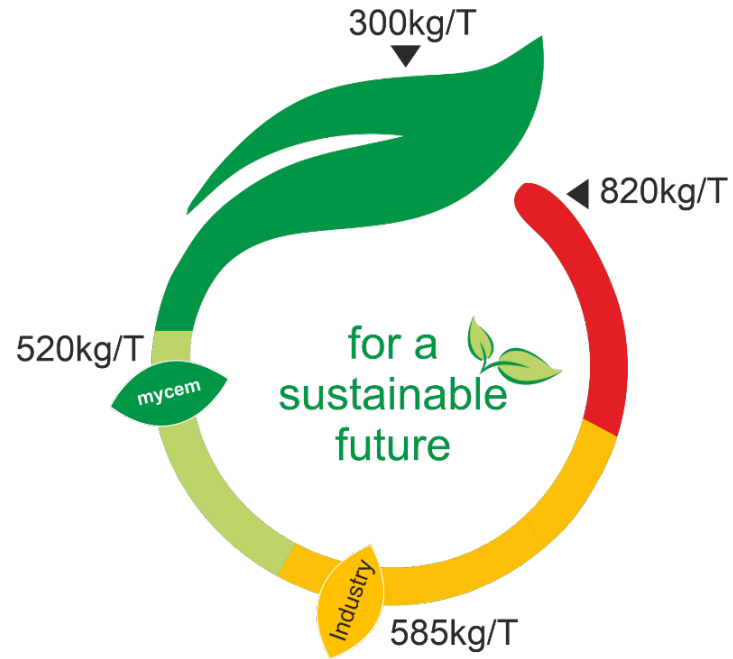
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INITIATIVES

# Driving sustainability – A core objective



## Carbon footprint scale

(Source:GCCA)

## FY21 outlook continues to be subdued due to COVID-19

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- Resumption of businesses led to swift pick in volume especially during Jul-Sep'20Q
- Steady recovery in IHB segment esp. in rural areas, labour returning back to urban areas as well
- Expectation of further improvement around/post the festive seasons
- Working capital – Liquidity crunch in market likely to continue in the near future
- Hardening of energy prices, would depend on demand supply balance
- Input raw materials may have to be sourced from longer leads
- Optimization of the operational and capital resources would be key factor

## Contact information

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For additional information, please contact:

Amit Angra

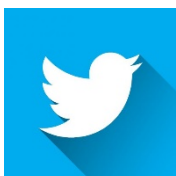
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Website: [www.mycemco.com](http://www.mycemco.com)

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TO BUILD OUR FUTURE

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- 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, on the basis of any subsequent development, information or events or otherwise.

PhillipCapital (India) Private Limited is hosting & organizing a call with Senior Management Team of

# HeidelbergCement India Limited

## HEIM IN

Q2FY21 Call

Speakers

Mr. Jamshed Naval Cooper - Managing Director

Mr. Anil Sharma - Chief Financial Officer

Call Leader

Mr. Vaibhav Agarwal, PhillipCapital India

Monday – 26<sup>th</sup> October 2020

@ 02:30 PM IST / 09:00 AM UK / 10:00 AM CET /  
05:00 PM Singapore & Hong Kong

Pre-register to avoid wait time, join with DiamondPass. Click [here](#) to register

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