

**HeidelbergCement India Limited**

CIN: L26942HR1958FLC042301

Registered Office

2<sup>nd</sup> Floor, Plot No. 68, Sector-44,

Gurugram, Haryana 122002, India

Phone +91-124-4503700

Fax +91-124-4147698

Website: www.mycemco.com

HCIL: SECTL:SE:2022-23

18 October 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 17 October 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](http://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

## Sep'22Q Investor Presentation

18 Oct 2022



Sep'22Q Key messages

Environmental, Social and Governance

Operational and financial performance

Awards and Accolades

Outlook

Digital Extract of Annual Report FY 2021-22



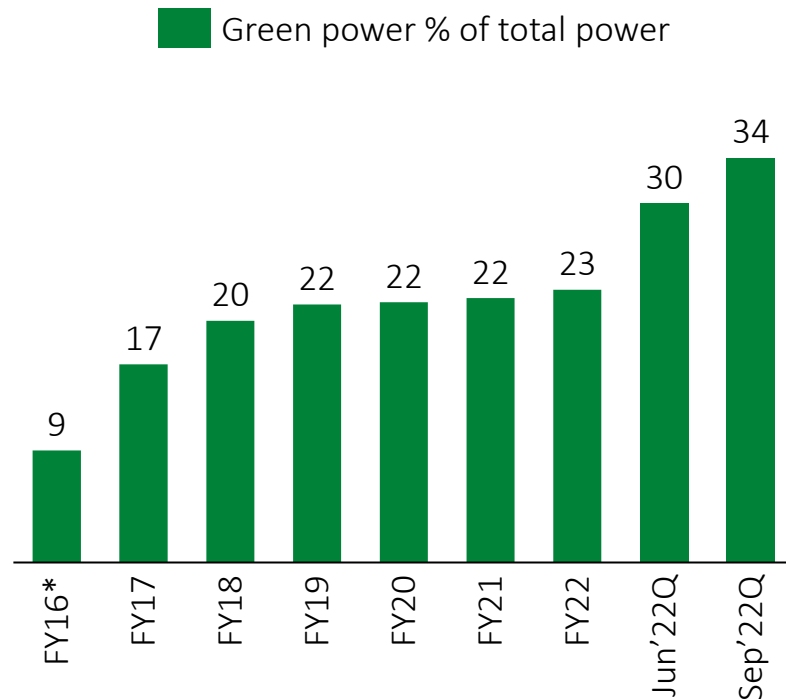
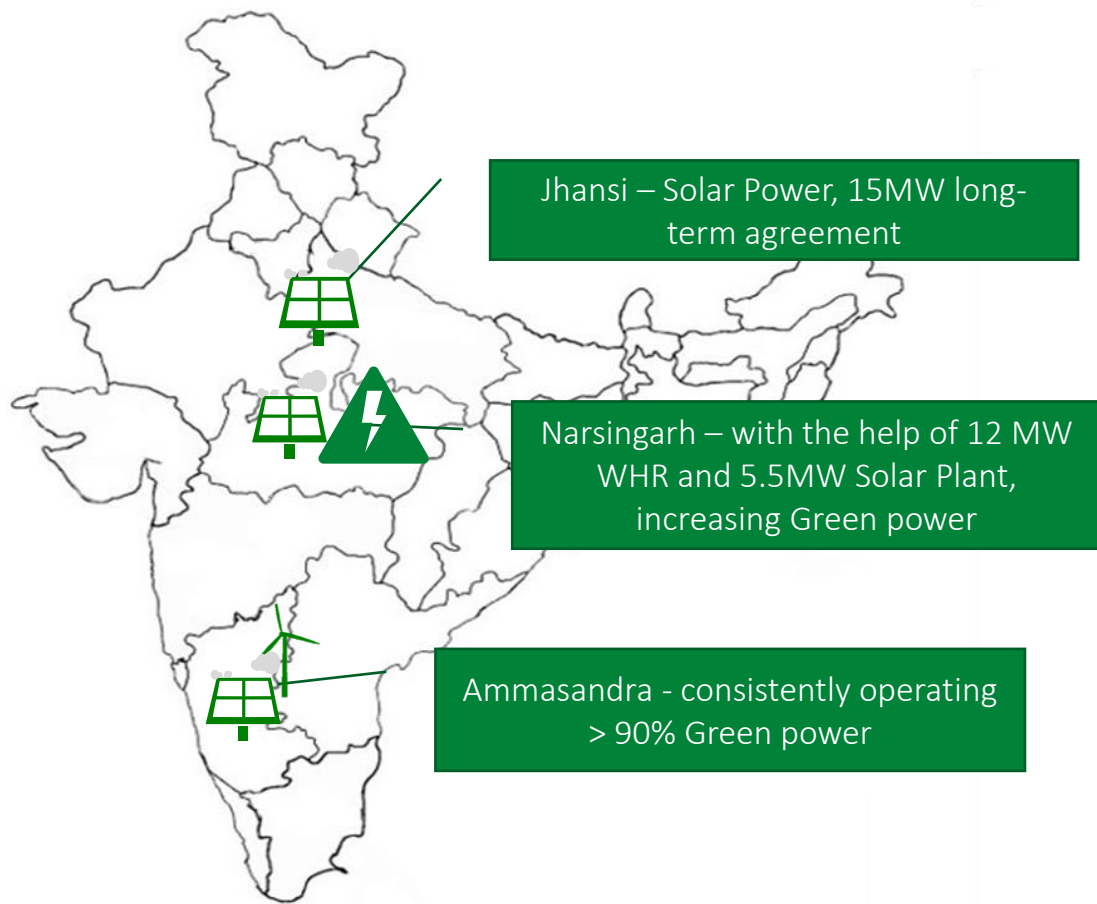
## Sep'22Q Key messages

- ✓ Increased green power consumption across all plants, share of green power increased to > 34%
- ✓ Continues to produce 100% blended cement
- ✓ Volume decreased by 19% y/y, 10% q/q in a seasonally weak quarter
- ✓ Prices increased by 8% y/y, down by 4.6% q/q
- ✓ Significant increase in fuel cost
- ✓ EBITDA of ₹ 476 per tonne, c. -50% y/y
- ✓ FY22 dividend ₹ 9 per share distributed
- ✓ Continue to operate on negative net operating working capital
- ✓ Net debt at c. ₹ 109 million

HEIDELBERGCEMENT



## Increasing green power share consistently

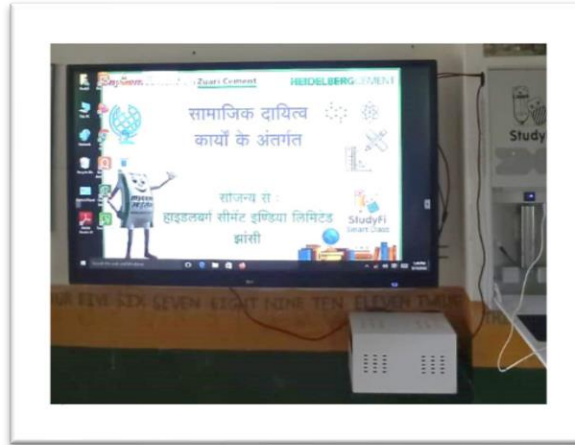


\*Damoh WHRS was commissioned in Mar'16Q

## Corporate Social Responsibility initiatives



**Narsingarh -  
Development of  
Aganwadi Centres**



**Jhansi - Digital  
Classroom in Govt.  
Schools**



**Narsingarh - Cattle  
Breed Improvement  
Project**

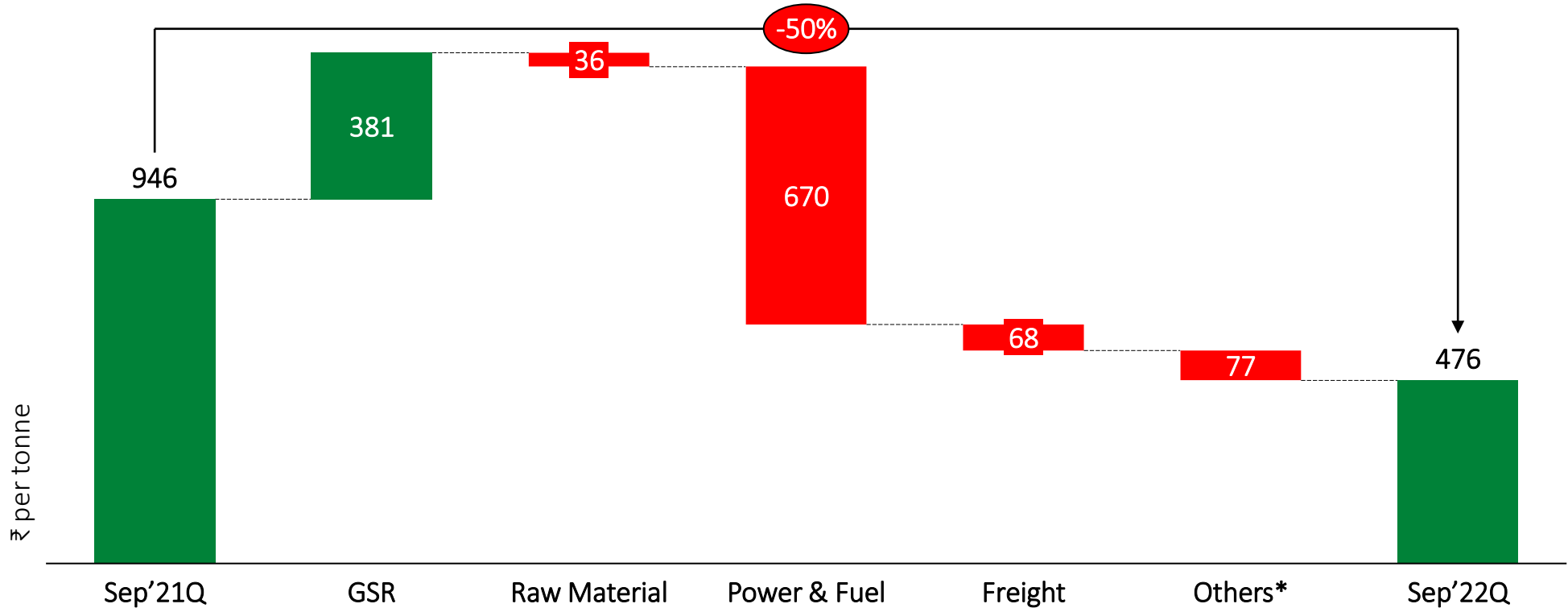
## Subdued profitability due to a significant increase in fuel costs

Mio ₹

Particulars	Quarter ended		Change	6 months ended		Change
	30-Sep-22	30-Sep-21		30-Sep-22	30-Sep-21	
<b>Revenue</b>	<b>5,060</b>	<b>5,765</b>	<b>-12.2%</b>	<b>10,959</b>	<b>11,324</b>	<b>-3.2%</b>
Operating Expenses	4,585	4,600	-0.3%	9,533	8,849	7.7%
<b>EBITDA</b>	<b>476</b>	<b>1,165</b>	<b>-59.2%</b>	<b>1,426</b>	<b>2,476</b>	<b>-42.4%</b>
Depreciation/amortization	281	282	-0.2%	561	558	0.6%
Other income	110	139	-20.6%	213	244	-12.7%
<b>EBIT</b>	<b>305</b>	<b>1,021</b>	<b>-70.2%</b>	<b>1,078</b>	<b>2,162</b>	<b>-50.1%</b>
Interest and financial charges*	207	112	84.3%	287	214	34.0%
<b>Profit Before Tax</b>	<b>98</b>	<b>909</b>	<b>-89.2%</b>	<b>791</b>	<b>1,948</b>	<b>-59.4%</b>
Tax Expenses	28	314	-91.1%	205	666	-69.2%
<b>Profit After Tax</b>	<b>70</b>	<b>596</b>	<b>-88.2%</b>	<b>586</b>	<b>1,282</b>	<b>-54.3%</b>
<b>KPIs</b>						
Sales volume (Mio T)	1.00	1.23	-18.8%	2.11	2.42	-12.6%
Gross realisation (INR/t)	5,063	4,683	8.1%	5,191	4,689	10.7%
Total cost (INR/t)	4,587	3,737	22.8%	4,515	3,664	23.2%
EBITDA (INR/t)	476	946	-49.7%	676	1,025	-34.1%
EBITDA% of revenue	9.4%	20.2%	-1080 bps	13.0%	21.9%	-885 bps
PAT% of revenue	1.4%	10.3%	-895 bps	5.3%	11.3%	-597 bps

Note: Interest and financial charges for the quarter and six months ended 30 September 2022 include a provision for interest amounting to MINR 94.7 in respect of litigation.

## Decrease in Sep'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.

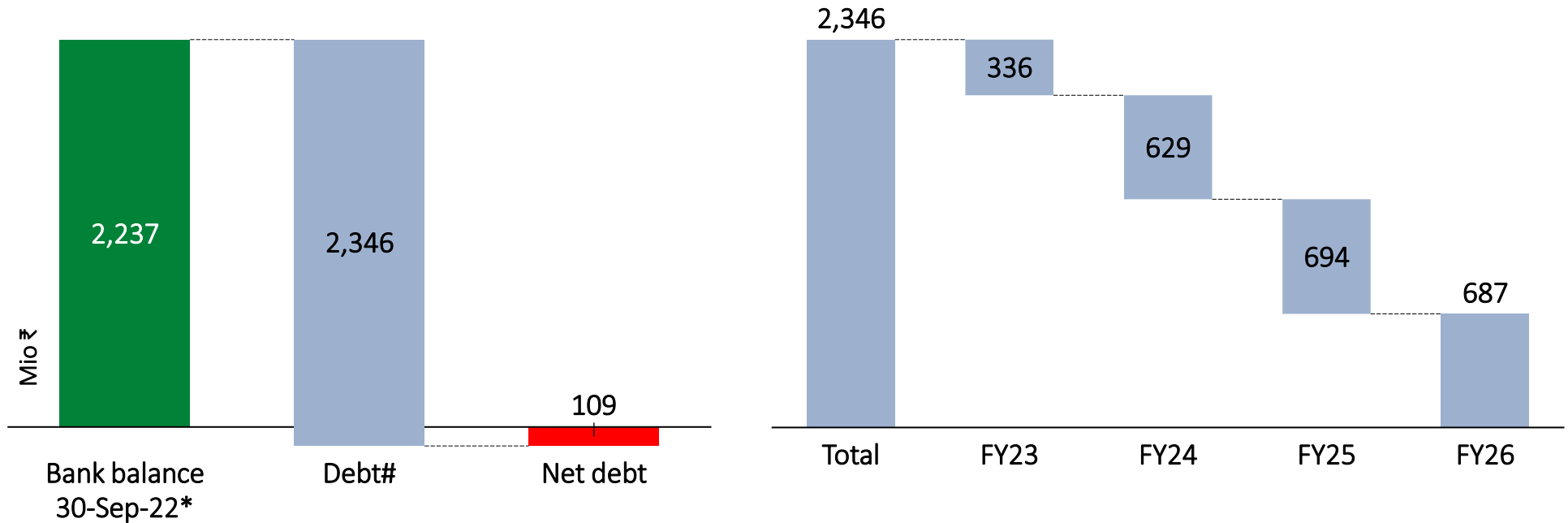


# Operating on negative working capital of > 2 Bio INR

Particulars	30 Sep 2022	31 Mar 2022	Particulars	30 Sep 2022	31 Mar 2022
	Mio ₹	Mio ₹		Mio ₹	Mio ₹
<b>Assets</b>			<b>Equity and liabilities</b>		
<b>Non-current assets</b>			<b>Equity</b>		
a) Property, plant and equipment	15,152.3	15,533.5	a) Equity share capital	2,266.2	2,266.2
b) Right of use of asset	66.6	81.3	b) Other equity	11,932.9	13,386.2
c) Capital work-in-progress	199.9	270.0		<b>14,199.1</b>	<b>15,652.4</b>
d) Intangible assets	3.3	3.4	<b>Non-current liabilities</b>		
e) Financial assets			a) Financial liabilities		
(i) Investments	48.0	48.0	(i) Borrowings	1,652.1	1,566.4
(ii) Other financial assets	335.5	287.8	(ii) Lease Liabilities	44.1	56.4
f) Other non-current assets	227.9	172.2	(iii) Other financial liabilities	51.0	40.4
	<b>16,033.5</b>	<b>16,396.2</b>	c) Provisions	121.7	166.9
<b>Current assets</b>			d) Government grants	151.9	214.1
a) Inventories	2,052.0	1,730.5	e) Deferred tax liabilities (net)	2,151.1	2,175.3
b) Financial assets				<b>4,171.9</b>	<b>4,219.5</b>
(i) Loans	1,500.0	1,500.0	<b>Current liabilities</b>		
(ii) Trade receivables	401.4	399.9	a) Financial liabilities		
(iii) Cash and cash equivalents	2,236.5	3,689.5	(i) Borrowings	335.8	335.8
(iv) Other Bank Balances	141.7	131.8	(ii) Lease Liabilities	28.1	28.9
(v) Other financial assets	1,151.1	1,295.3	(iii) Trade payables		
c) Other current assets	3,121.5	3,095.1	-Dues of micro and small enterprises	4.1	15.6
	<b>10,604.2</b>	<b>11,842.1</b>	-Dues of creditors other than MSME	2,365.5	2,628.9
<b>Total assets</b>	<b>26,637.7</b>	<b>28,238.3</b>	(iv) Other financial liabilities	2,107.4	2,152.0
			b) Other current liabilities	913.7	823.6
			c) Government grants	135.0	145.3
			d) Provisions	2,377.1	2,236.3
				<b>8,266.7</b>	<b>8,366.4</b>
			<b>Total liabilities</b>	<b>12,438.6</b>	<b>12,585.9</b>
			<b>Total equity and liabilities</b>	<b>26,637.7</b>	<b>28,238.3</b>

# Cash and Bank balances

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



\*Bank balance excluding loan of ₹ 1,500 Million to be received back from Zuari Cement Limited during H2FY23.

#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.

SHARE OF VOLUME

Sep'22Q share of volume



50% road  
volume,  
+466 bps y/y



31% coal,  
-3920bps  
y/y



Premium  
product  
share 55%  
of trade  
volume,  
+114% y/y



83% trade  
sales,  
-298 bps y/y

Continuously increasing premiumization and optimizing towards the appropriate mix

## 5 Star rating to Patharia Mines



**5 Star Rating Category of Sustainable Development by Hon. Shri Pralhad Joshi, Union Cabinet Minister**

# Jhansi Plant - 2<sup>nd</sup> Consecutive Apex India Safety Award-2022



## Cautious outlook amid inflationary environment

---

- India's FY23 GDP growth rate is forecasted downwards at 6.8% by IMF; India remains one of the fastest-growing markets.
- Rising inflation leading to hardening interest rates policy, and a decrease in consumer sentiments, may reduce/defer discretionary spending.
- Recession fears are expected to further increase the repo rates; fuel is expected to soften gradually.
- Cement demand from Govt. projects decreased, however, expected to increase in 2023 i.e. pre-election spending before Lok Sabha elections in 2024.
- Uneven rainfall affected the Kharif crop.
- Depreciating rupee leading to declining forex reserves.
- Post Diwali cement demand is expected to improve.

## Digital Extract of Annual Report FY 2021-22

---



<https://www.youtube.com/watch?v=5fMZ3Dg41Lo>

## Contact information

---

**Amit Angra, Vice President – Finance**

 HeidelbergCement India, 2<sup>nd</sup> 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](mailto:amit.angra@heidelbergcement.in)



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