

HeidelbergCement India Limited

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Registered Office

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Gurugram, Haryana 122002, India

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Website: www.mycemco.com

HCIL: SECTL:SE:2023-24

20 July 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 Earnings Call – Regulation 30(6)

This has reference to our letter dated 17 July 2023 informing about earnings 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 earnings call scheduled today.

Thanking you,

Yours faithfully,
For HeidelbergCement India Ltd.

Rajesh Relan
Sr. Vice President- Corporate Affairs &
Company Secretary

Encl.: a.a





HeidelbergCement India Limited

Investor Presentation

Jun'23Q

20 July 2023

Jun'23Q Key messages

Environmental, Social and Governance

Operational and financial performance

Outlook



Jun'23Q Key messages

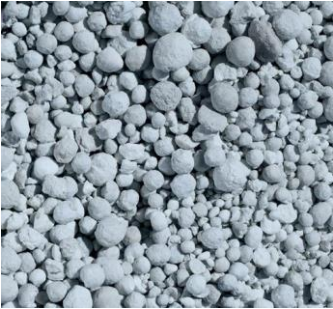
- ✓ Volume growth of c. 8%
- ✓ Cement capacity utilization of c. 75%
- ✓ Continues to produce 100% blended cement
- ✓ Share of green power increased to 33%
- ✓ Share of Alternate fuel at 6%
- ✓ EBITDA of ₹ 772 per tonne, -10% y/y, -3% L-f-L
- ✓ Net cash and bank balance at c. ₹ 4 billion
- ✓ Continue to operate on negative net operating working capital.

HEIDELBERGCEMENT



ESG Overview

Blended Cement



100%

CO₂ Footprint



504 Kg/t cement

Water
Positivity Index



6.9x

CSR



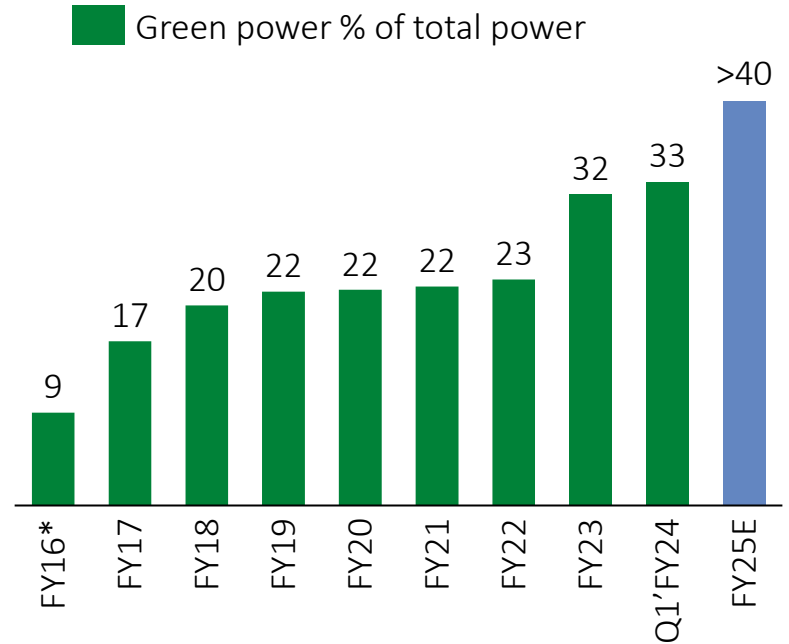
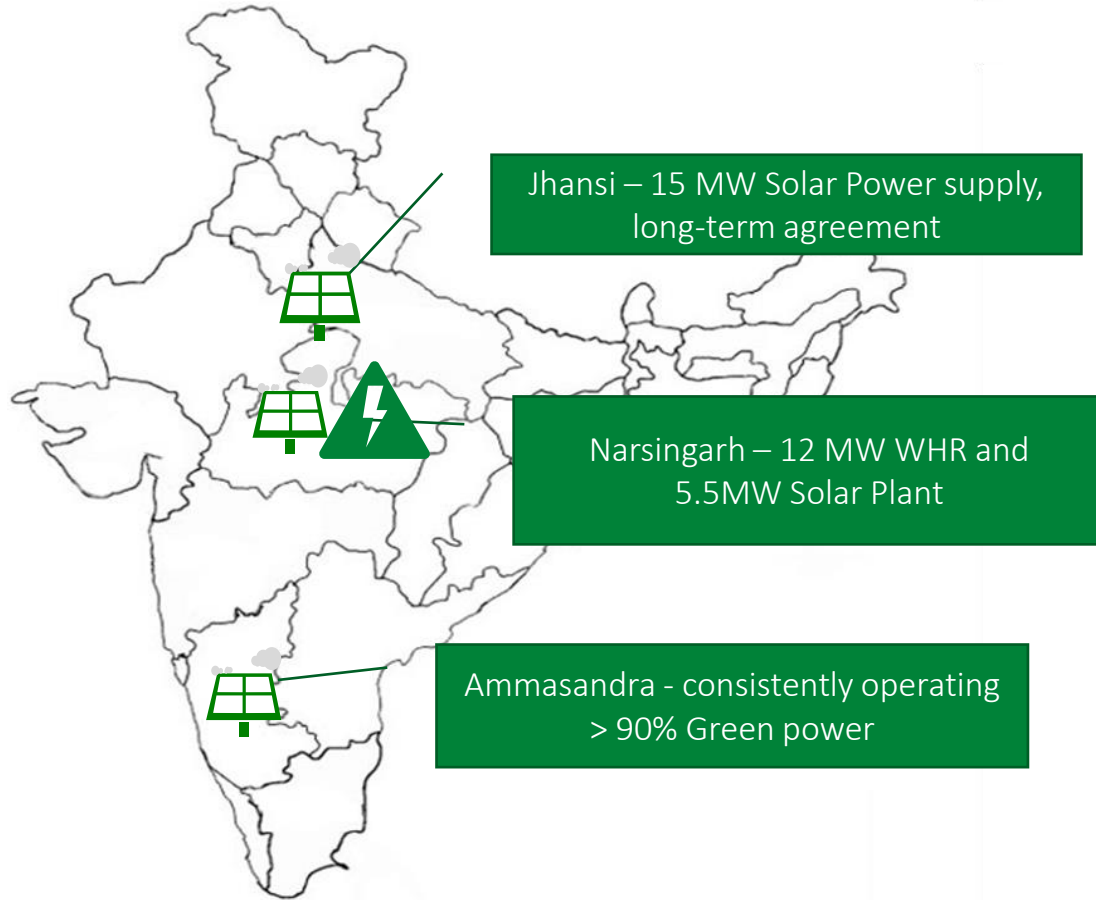
25000+
Lives Improved

Green Power



> 30%

Increasing ESG footprint – Green power development



*Damoh WHRS was commissioned in Mar'16Q

CSR Initiatives



Educational kits distribution to Govt. School Students



AIR Purifier to District Government Hospital

CSR Initiatives



Renovation of Govt Primary School, Pali Pahadi



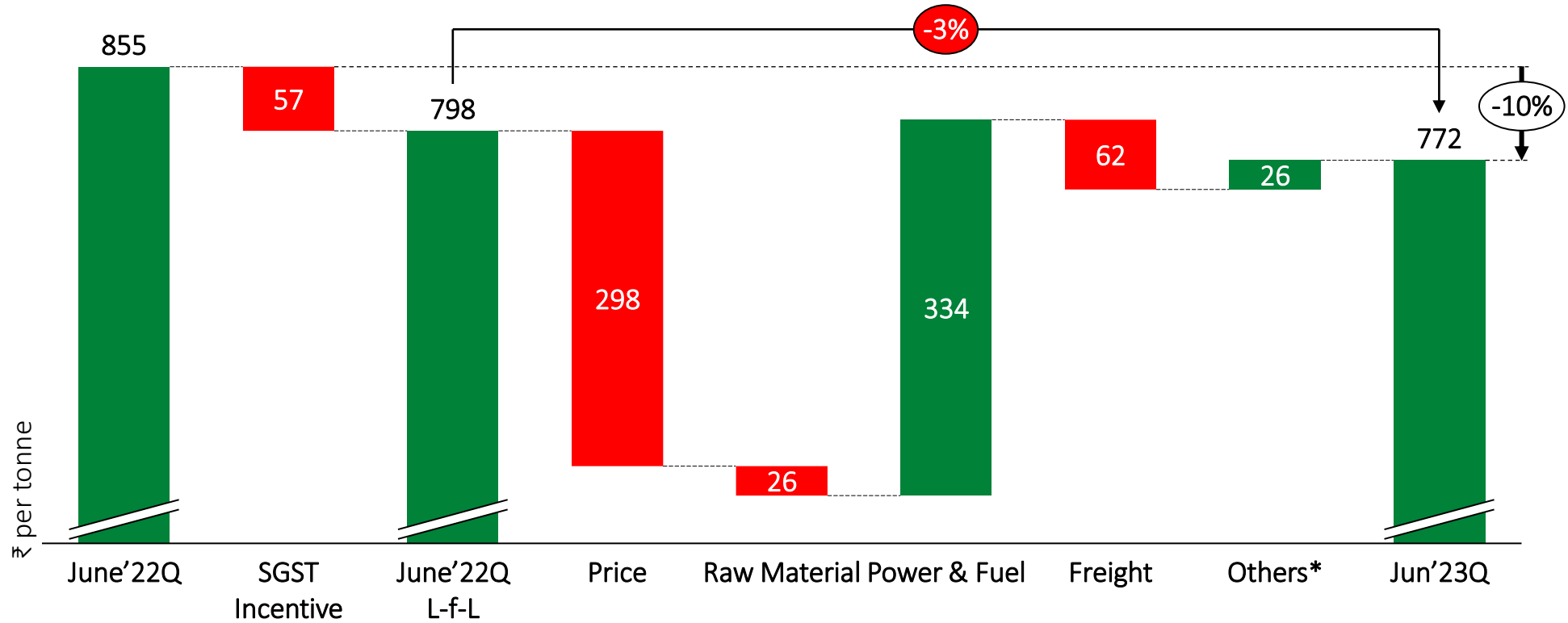
Skill development training

Decrease in operating cost offset by decrease in prices

Mio ₹

Particulars	Quarter ended		Change
	30-Jun-23	30-Jun-22	
Revenue	5,956	5,899	1.0%
Operating Expenses	5,028	4,948	1.6%
EBITDA	929	951	-2.3%
Depreciation/amortization	270	280	-3.5%
Other income	134	103	30.4%
EBIT	793	773	2.5%
Interest and financial charges	91	80	14.3%
Profit Before Tax	701	693	1.2%
Tax Expenses	178	177	0.6%
Profit After Tax	523	516	1.4%
KPIs			
Sales volume (KT)	1,203	1,112	8.2%
Gross realisation (INR/t)	4,951	5,305	-6.7%
Total cost (INR/t)	4,178	4,450	-6.1%
EBITDA (INR/t)	772	855	-9.7%
<i>EBITDA% of revenue</i>	<i>15.6%</i>	<i>16.1%</i>	<i>-52 bps</i>
<i>PAT% of revenue</i>	<i>8.8%</i>	<i>8.7%</i>	<i>3 bps</i>

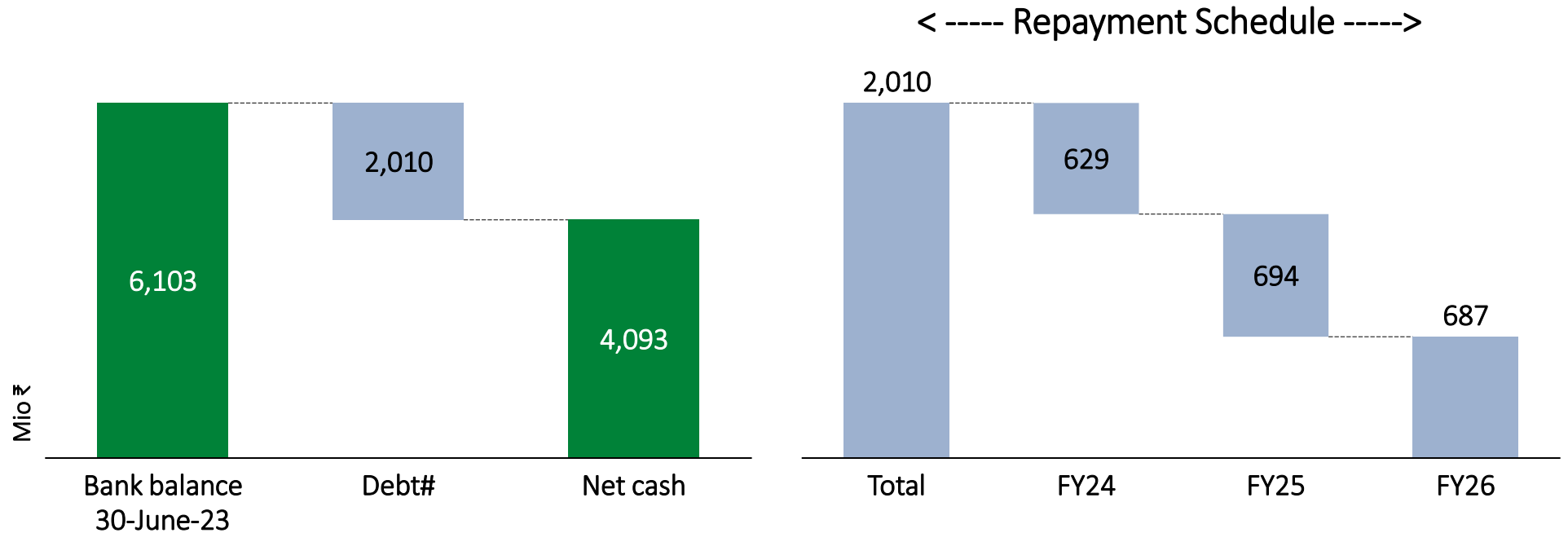
Jun'23Q L-f-L EBITDA/t



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

*Other expenses include employee cost and miscellaneous expenses.

Cash and Bank balances exceed borrowings



#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.

Jun'23Q share of volume



45% road
volume,
flattish



6% AFR,
+3% y/y



30%* of trade
volume,
+8% y/y



82%* trade
sales,
-1% y/y

Increasing premiumization and optimizing towards the appropriate mix

Note: *Based on adjusted definition

Outlook


- Lok Sabha elections in 2024 – rapid execution of infrastructure projects.
- Strong traction in real estate and rural affordable housing segments.
- Cement industry competition intensifying with new capacities.
- Softening Fuel prices trend may continue.
- Inflation getting under control, elevated interest cost at the same time.
- Rabi crop had a good start albeit unseasonal rains may lead to lower output.

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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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

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.