

HCIL: SECTL:SE:2022-23

19 July 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 15 July 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

Jun'22Q

19 July 2022

Jun'22Q Key messages

Environmental, Social and Governance

Operational and financial performance

Awards and recognitions

Outlook



Jun'22Q Key messages

- ✓ Cement capacity utilization of c. 72% in a difficult quarter
- ✓ Continues to produce 100% blended cement
- ✓ Started receiving power from 15 MW Solar contract under long-term arrangement
- ✓ Share of green power increase to 30%
- ✓ EBITDA of ₹ 855 per tonne, -23% y/y
- ✓ Migrated to a concessional corporate tax rate of 25.17%
- ✓ Net cash and bank balance at c. ₹ 2.2 billion
- ✓ Continue to operate on negative net operating working capital.

HEIDELBERGCEMENT



ESG Overview

Blended Cement



100%

CO₂ Footprint



511 Kg/t cement

Water
Positivity Index



4.4X

CSR



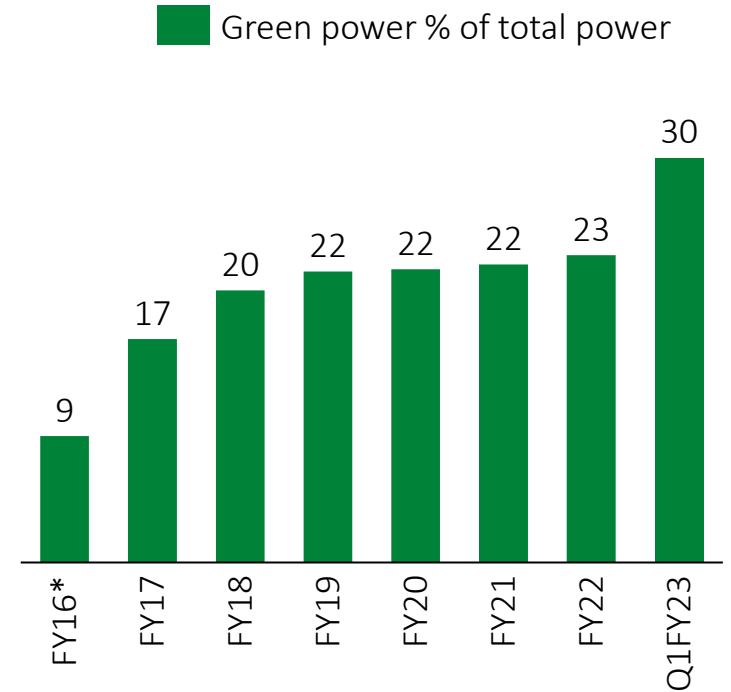
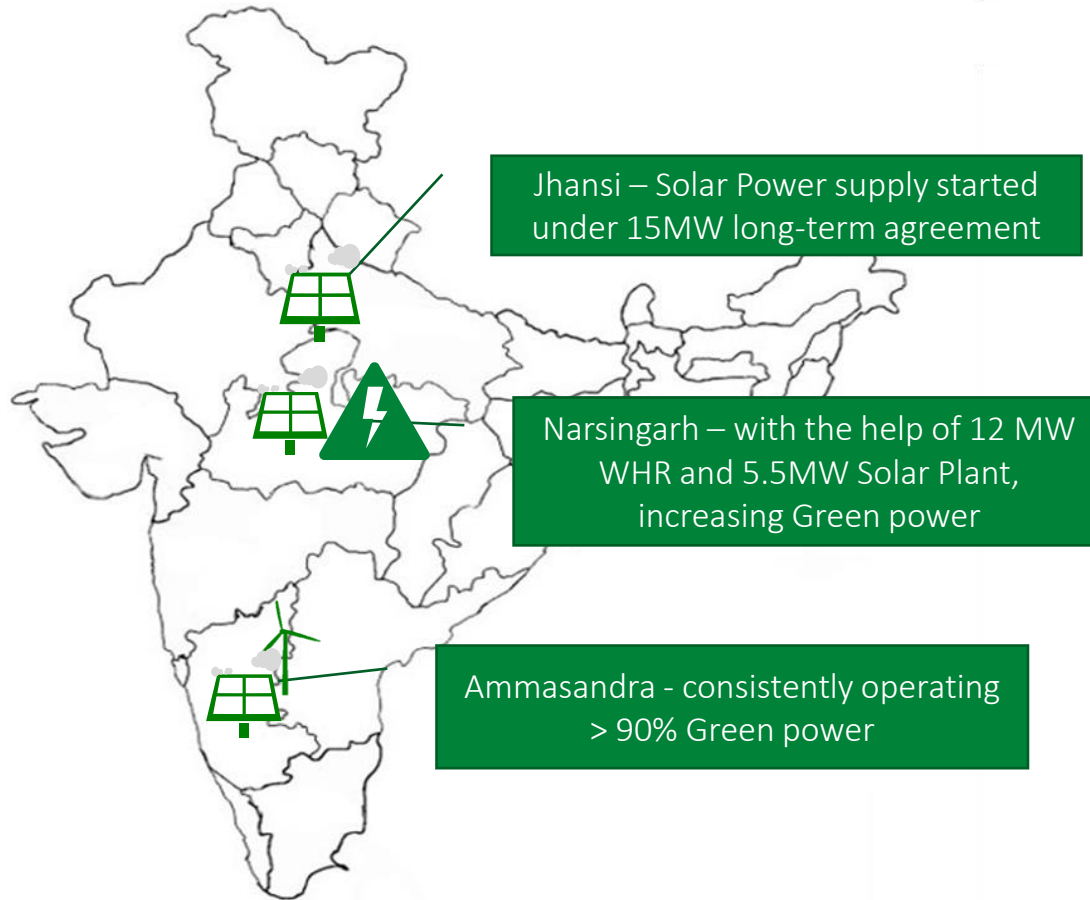
32000+
Lives Improved

Green Power



30%

Increasing ESG footprint – Started Solar Power for Jhansi Plant



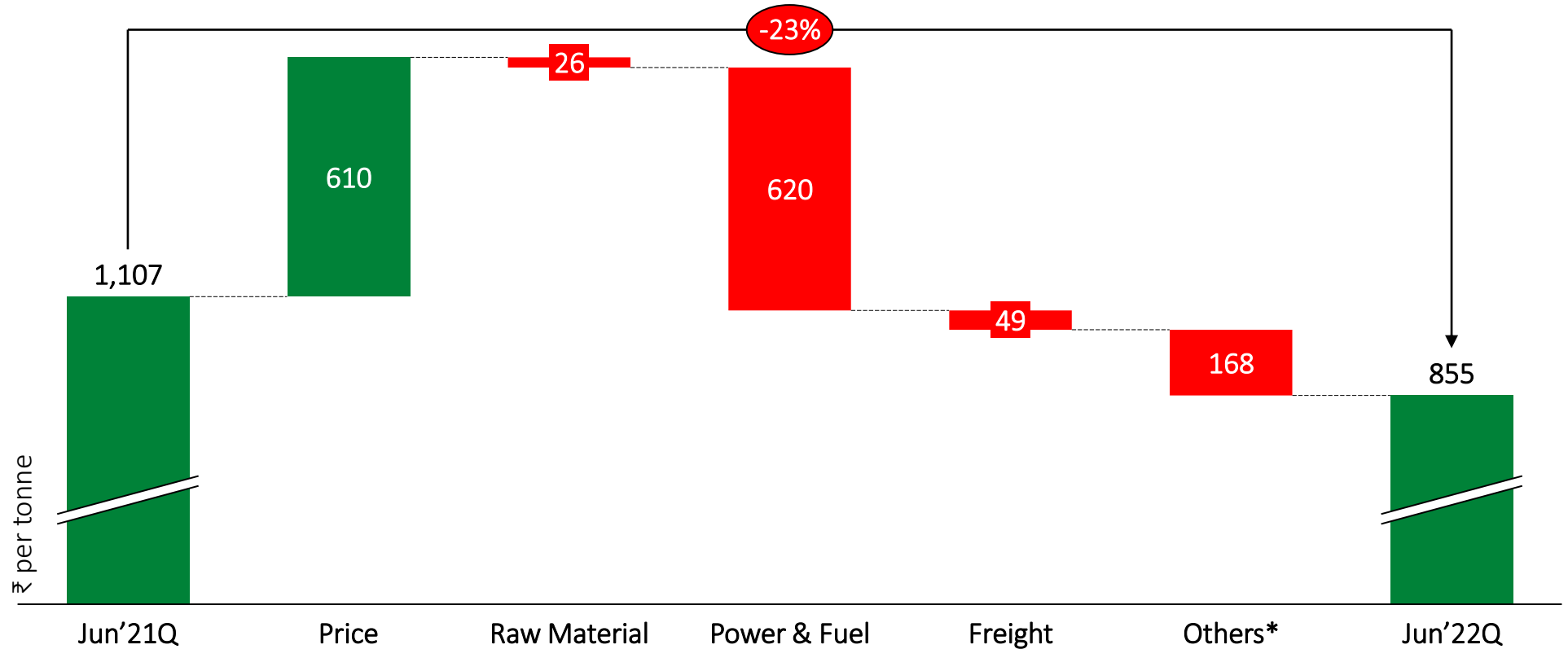
*Damoh WHRS was commissioned in Mar'16Q

Decrease in profitability due to increase in input costs

Mio ₹

| Particulars | Quarter ended | | Change |
|--------------------------------|---------------|--------------|---------------|
| | 30-Jun-22 | 30-Jun-21 | |
| Revenue | 5,899 | 5,559 | 6.1% |
| Operating Expenses | 4,948 | 4,249 | 16.5% |
| EBITDA | 951 | 1,311 | -27.5% |
| Depreciation/amortization | 280 | 276 | 1.6% |
| Other income | 103 | 105 | -2.4% |
| EBIT | 773 | 1,140 | -32.2% |
| Interest and financial charges | 80 | 102 | -21.3% |
| Profit Before Tax | 693 | 1,039 | -33.3% |
| Tax Expenses | 177 | 352 | -49.7% |
| Profit After Tax | 516 | 687 | -24.8% |
| KPIs | | | |
| Sales volume (KT) | 1,112 | 1,184 | -6.1% |
| Gross realisation (INR/t) | 5,305 | 4,695 | 13.0% |
| Total cost (INR/t) | 4,450 | 3,588 | 24.0% |
| EBITDA (INR/t) | 855 | 1,107 | -22.8% |
| EBITDA% of revenue | 16.1% | 23.6% | -747 bps |
| PAT% of revenue | 8.7% | 12.3% | -360 bps |

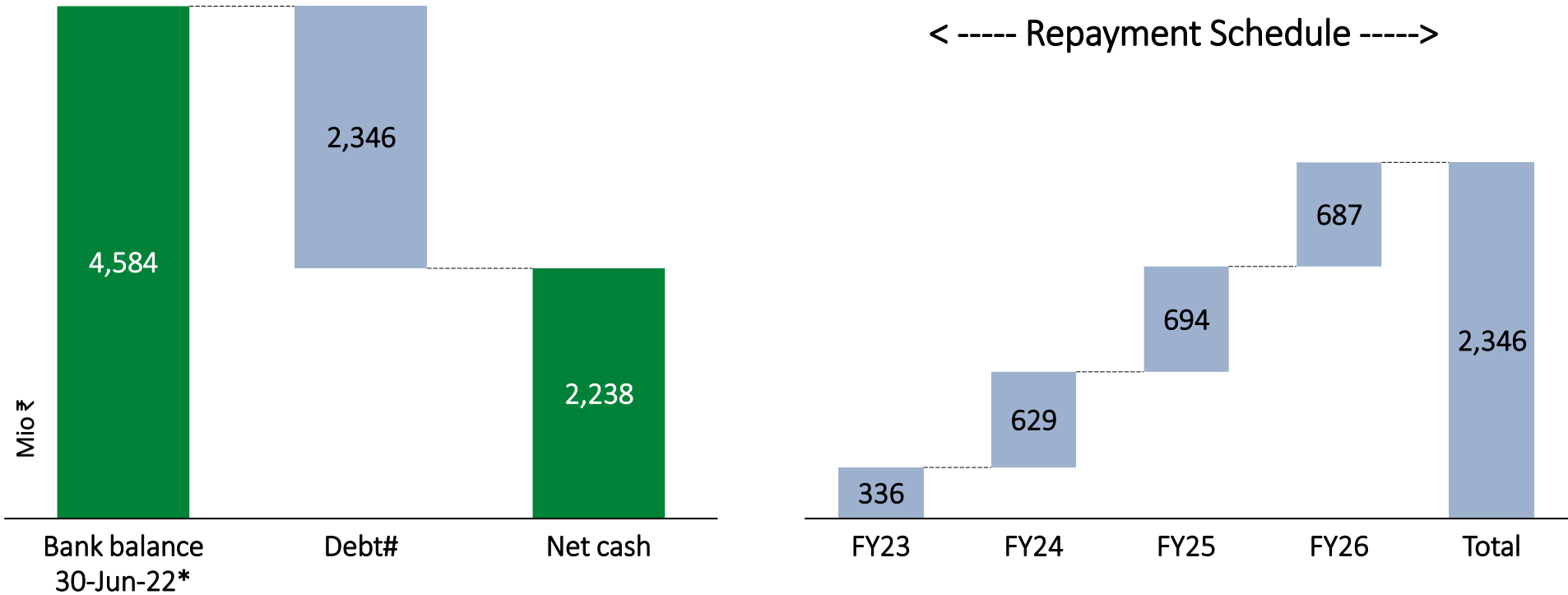
Decrease in Jun'22Q EBITDA/t mainly due to increase in fuel prices and packaging cost



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

*Other expenses include employee cost and miscellaneous expenses.

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.

Jun'22Q share of volume



45% road
volume,
No change



38% coal,
-2633bps
y/y



23% of trade
volume,
+6% y/y



83% trade
sales,
-489 bps y/y

Increasing premiumization and optimizing towards the appropriate mix

Special Marketing Initiative -WhatsApp for Business

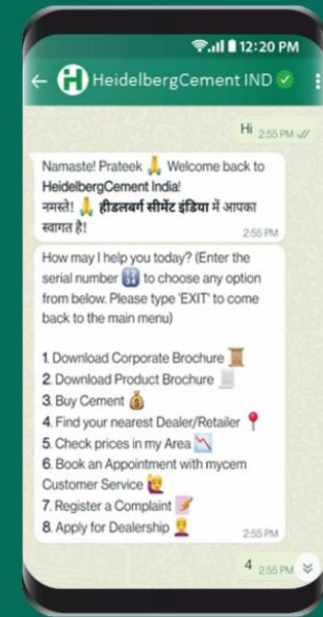
BUYING CEMENT

WhatsApp 'Hi' on
72369 55555

or



Scan and
send Hi



One stop shop for all cement consumers

Patharia Mines – 1st Prize for the environment under the mining category



Awarded by the Honourable Chief Minister – Shri. Shivraj Singh Chouhan

FY23 likely to be a challenging year

- India's FY23 GDP growth rate is forecasted at 7.3% by CRISIL.
- Govt. spending is expected to increase in 2023 i.e. pre-election spending before Lok Sabha elections in 2024.
- Russia-Ukraine situation – Supply chain disruption and skyrocketing fuel prices, likely to remain range-bound in the near term.
- Indian rupee likely to be range bound against US Dollar.
- Increased coal production and imports from Russia are likely to soften fuel prices and reduce cost pressures.
- High inflation may lead to hardening interest rates policy and reduce / defer discretionary spending.
- Liquidity crunch may remain a challenge for the near term.

Contact information

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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

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.