

HeidelbergCement India Limited

CIN: L26942HR1958FLC042301
Registered Office
9th Floor, Infinity Tower "C",
DLF Cyber City, Phase-II,
Gurugram, Haryana 122002, India
Phone +91-124-4503700
Fax +91-124-4147698
Website: www.mycemco.com

HCIL:SECTL:SE:2020-21

11th February 2021

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,

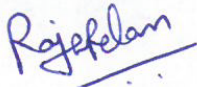
Sub: Presentation for Conference Call – Regulation 30(6)

This has reference to our letter dated 9th February 2021 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



Investor Presentation

Dec'20Q results

February 2021



1. Indian Cement Industry

2. Operational and financial highlights

3. Income statement

4. EBITDA per tonne bridge

5. Share of volume

6. Debt and repayment profile

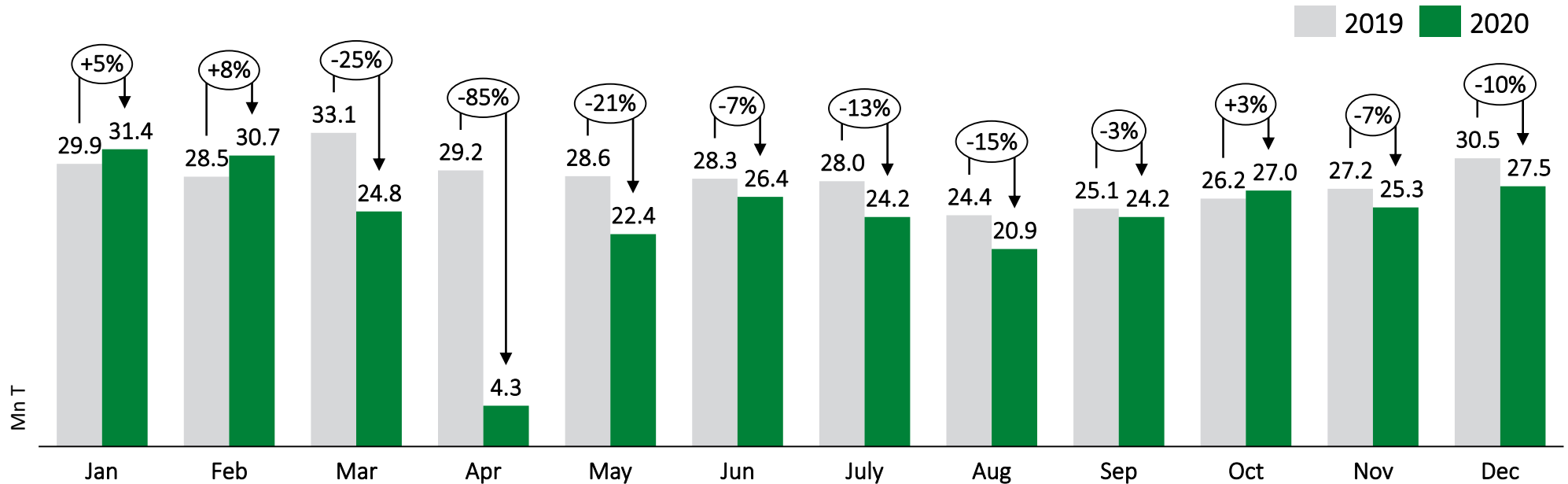
7. Environmental, Social and Governance

8. Outlook



Indian cement industry – volume development in trailing twelve months

- During Calendar Year 2020, Cement Industry reported c. 15% decrease in volume over 2019.
- After the lockdown, there has been a sequential recovery in monthly volumes.



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

Dec'20Q Operational and financial highlights

- Volume and price growth of 3.7% and 4.5% respectively - positive sign of recovery of volumes in most micro-markets
- 100% blended cement
- Dependence on grid power c.66%
- Continue to operate on negative Working Capital
- Repaid MINR 1,250 towards second tranche of outstanding Non-Convertible Debentures
- Net cash balance increased to MINR 2,163
- AFR and Solar projects likely to be commissioned in H1FY22
- One Lost Time Injury (LTI) of a contract employee



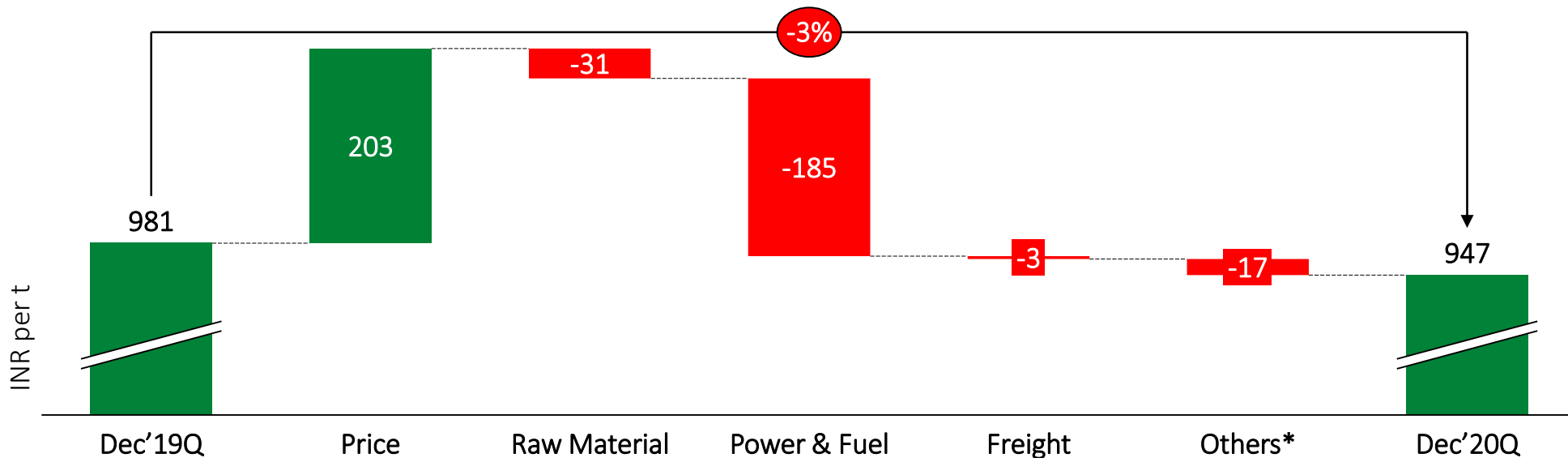
INCOME STATEMENT

Increase in revenue was offset by one-off costs

Mio ₹

Particulars	Quarter ended		Change	9 months ended		Change
	Dec'20	Dec'19		Dec'20	Dec'19	
Total income (net of taxes)	5,953	5,485	8.5%	15,167	16,599	-8.6%
Operating Expenses	4,751	4,285	10.9%	11,622	12,594	-7.7%
EBITDA	1,202	1,200	0.2%	3,545	4,005	-11.5%
Depreciation/amortization	278	268	4.0%	836	811	3.1%
Other income	118	114	3.2%	317	357	-11.3%
EBIT	1,042	1,047	-0.5%	3,026	3,551	-14.8%
Interest and financial charges	124	190	-34.7%	417	576	-27.6%
Profit Before Tax	918	857	7.1%	2,609	2,975	-12.3%
Tax Expenses	282	211	33.5%	860	957	-10.2%
Profit After Tax	636	646	-1.5%	1,750	2,018	-13.3%
KPIs						
Sales volume (KT)	1,269	1,223	3.7%	3,234	3,615	-10.6%
Gross realisation (INR/t)	4,669	4,467	4.5%	4,674	4,559	2.5%
Total cost excl. logistics (INR/t)	3,140	2,901	8.2%	2,987	2,878	3.8%
EBITDA (INR/t)	947	981	-3.4%	1,096	1,108	-1.0%
EBITDA% of revenue	20.3%	22.0%	-167 bps	23.5%	24.3%	-84 bps
PAT% of revenue	10.7%	11.8%	-108 bps	11.6%	12.2%	-66 bps

EBITDA PER TONNE BRIDGE
EBITDA per tonne bridge



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.

Increase in realization was off-set by significant increase in power and fuel cost and longer planned shut down of largest kiln due to one-off replacement of 20 kms belt

SHARE OF VOLUME

Dec'20Q - Share of volume



45% road
volume,
flat y/y



50% coal,
+1258 bps
y/y

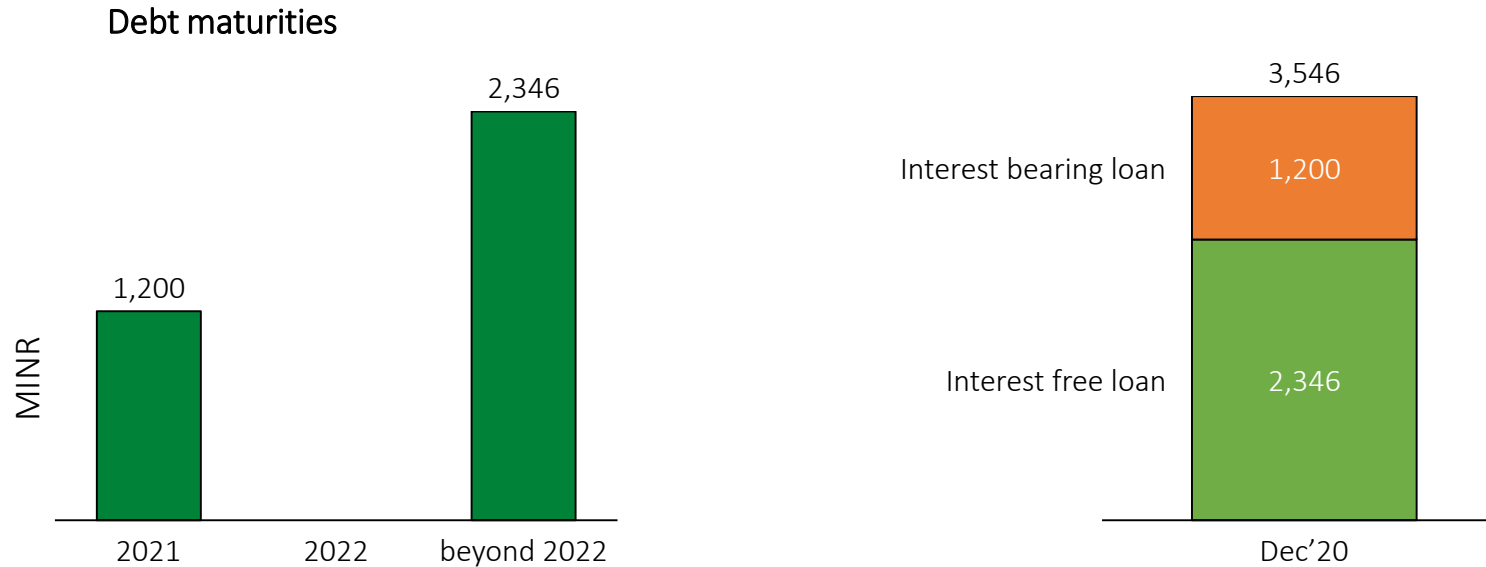


22% of trade
volume,
+33% y/y



80% trade
sales,
-515 bps y/y

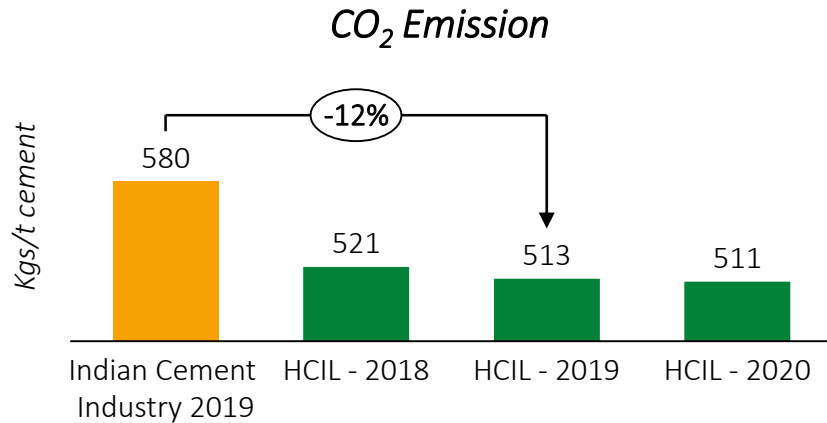
Debt and repayment profile



Note: Second instalment of NCD of MINR 1,250 repaid on 16-Dec-20.

- ❑ Cash and bank balance MINR 5,709 against debt of MINR 3,546 resulting in net cash balance of MINR 2,163.
- ❑ Weighted average interest cost decreased to 3.52% p.a.

ESG footprint



Narsingarh plant

40% - WHRS (Max.)
5.5 MW – Solar (Upcoming)

Ammasandra plant

> 70% - Green Power

Plants 1.2°C cooler than 1 Km away

5.2x Water Positive

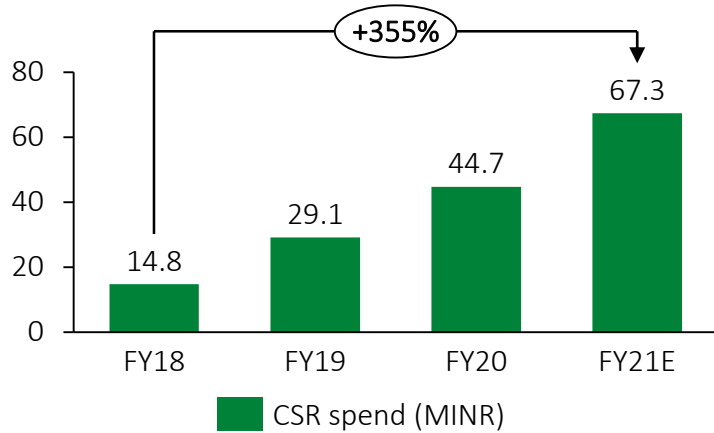
HC mines – a home to 117 bird species

1500+ trees Geo-tagged

Narsingarh plant

AFR Project (upcoming)

Corporate Social Responsibility



Aanganwadi Development



Women Helpdesk Centre



Distribution of tri-cycles



Skill development training to rural youth & ladies

2021 Outlook

- Improvement in macro environment, economic activities and sentiments post COVID
- Demand recovery in housing and infrastructure segments fuelled by Govt. capital outlay
- Hardening of international and domestic fuel prices
- Improvement in liquidity conditions
- Implementation of labour codes
- “Sustainability” is not an option

Contact information

For additional information, please contact:

Amit Angra

amit.angra@heidelbergcement.in

+91-124-4503-700 (B)

HeidelbergCement India, 9th Floor, Infinity Tower C, DLF Cyber City, Phase 2, Gurugram, Haryana 122002, India

Website: www.mycemco.com

Please click the following icons to follow us on Social Media:





MATERIAL
TO BUILD OUR FUTURE

Disclaimer

- Statements in this presentation, which describe the Company's objectives, projections, estimates, expectations or predictions, may be considered to 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, on the basis of any subsequent development, information or events or otherwise.