

HeidelbergCement India Limited

CIN: L26942HR1958FLC042301

Registered Office

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Gurugram, Haryana 122002, India

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Website: www.mycemco.com

HCIL: SECTL:SE:2021-22

10 February 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 07 February 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 Dec'21Q Investor Presentation

10 Feb 2022



Dec'21Q Key messages

Environmental, Social and Governance

Operational and financial performance

Awards and recognitions

Outlook

Key messages

- ✓ Dec'21Q volume decrease of 11% esp. driven by low demand in the festive season, cost increase by c. 13% partially offset by 2% price increase
- ✓ ESG Projects – Alternate fuels project commissioned in January 2022
- ✓ 5.5 MW Solar Project in Narsingarh and 15 MW Solar Power in Jhansi in final stages
- ✓ Share of green power at c. 20%
- ✓ Continues to produce 100% blended cement
- ✓ Cement capacity utilization of c. 73%
- ✓ Continue to operate on negative net operating working capital
- ✓ Net cash and bank balance at c. ₹ 1,811 million

HEIDELBERGCEMENT



Increasing ESG footprint in every possible way

AFR Project commissioned in January 2022



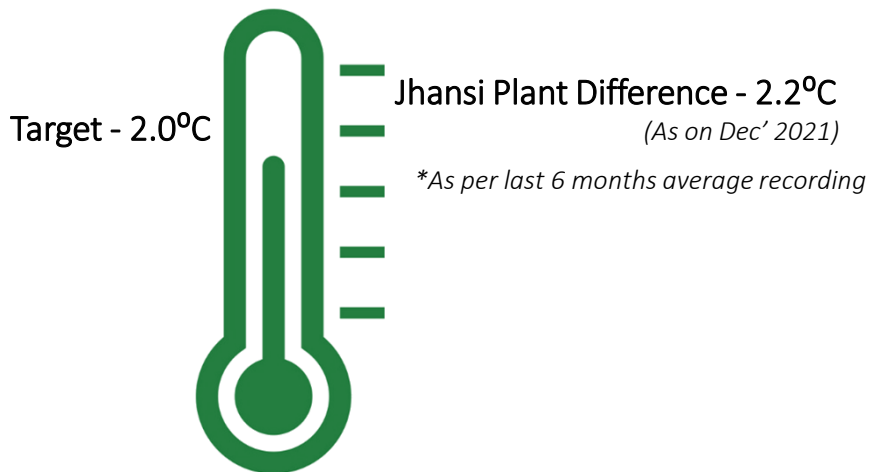
5.5 MW Solar Project ready



Target to reach ≤ 500 Kgs/t CO₂ emission by 2025

Reducing Environment Warming

Jhansi Plant achieved 2.2 degree
lower temperature in the plant
compared to 1 Km away



HEIDELBERGCEMENT
INDIA

“WHAT GETS MEASURED,
GETS ACHIEVED”

We, at HeidelbergCement India have a target to achieve 2°C lower ambient temperature within our plants compared to 1 Km away.

Our consistent efforts to increase our green cover followed by weekly temperature monitoring have made our Jhansi Grinding Unit achieve a difference of 2.2°C and become the 2nd unit to surpass the target.

JHANSI GRINDING UNIT

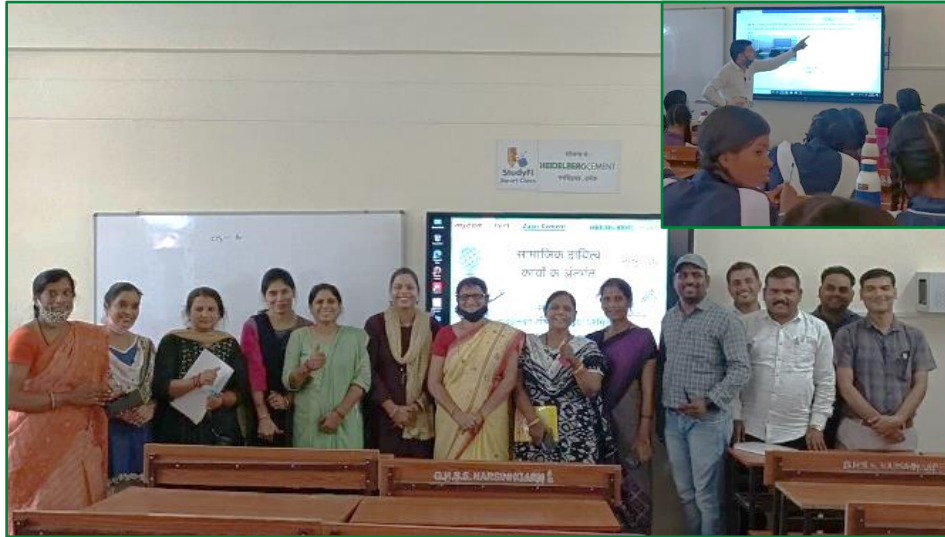
Sunil Kumar
Plant Head - Jhansi Unit

mycem
cement

Twitter, LinkedIn, Facebook icons

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

CSR Initiatives in the area of Education



**5 Classrooms converted to Smart Classrooms
at Damoh**



Distribution of Educational Kits at Amsa Plant

CSR Initiatives in the area of Health

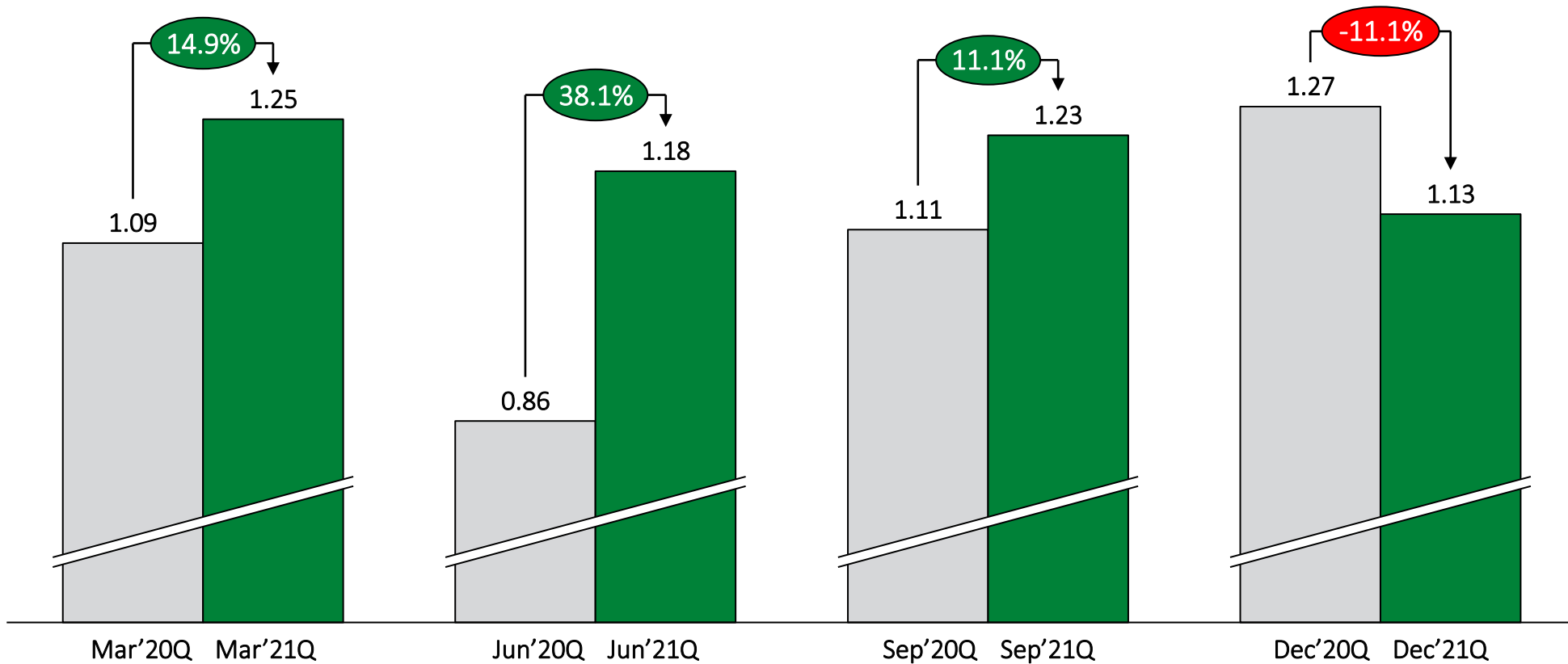


Foundation Stone Ceremony - OPD Construction for Dist. Hospital at Damoh



Rural Health Check up, Free medicine distribution and Blood Donations Camps at Jhansi

10.9% volume growth in trailing twelve months



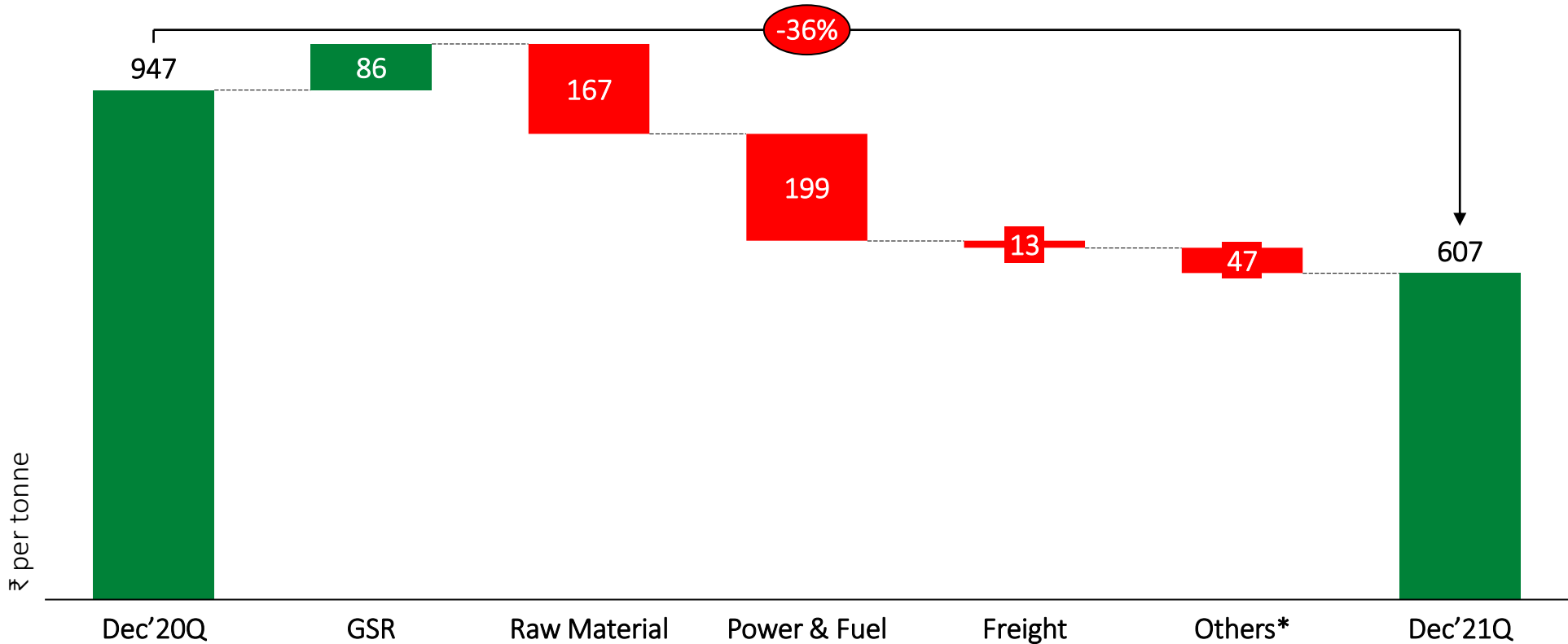
Note: Lower volume in Jun'20Q due to nationwide COVID-19 lockdown.

Decrease in profitability due to increase in input costs

Mio ₹

Particulars	Quarter ended		Change	9 months ended		Change
	31-Dec-21	31-Dec-20		31-Dec-21	31-Dec-20	
Total income (net of taxes)	5,445	5,953	-8.5%	16,769	15,167	10.6%
Operating Expenses	4,761	4,751	0.2%	13,609	11,622	17.1%
EBITDA	684	1,202	-43.1%	3,160	3,545	-10.9%
Depreciation/amortization	283	278	1.8%	841	836	0.6%
Other income	123	118	4.3%	367	317	15.7%
EBIT	524	1,042	-49.7%	2,686	3,026	-11.3%
Interest and financial charges	99	124	-20.2%	313	417	-25.0%
Profit Before Tax	425	918	-53.7%	2,373	2,609	-9.1%
Tax Expenses	121	282	-57.1%	786	860	-8.5%
Profit After Tax	304	636	-52.2%	1,587	1,750	-9.3%
KPIs						
Sales volume (KT)	1,128	1,269	-11.1%	3,543	3,234	9.6%
Gross realisation (INR/t)	4,755	4,669	1.8%	4,674	4,674	0.0%
Total cost (INR/t)	4,221	3,744	12.7%	3,841	3,594	6.9%
EBITDA (INR/t)	607	947	-35.9%	892	1,096	-18.6%
EBITDA% of revenue	12.8%	20.3%	-753 bps	19.1%	23.5%	-437 bps
PAT% of revenue	5.7%	10.7%	-506 bps	9.6%	11.6%	-200 bps

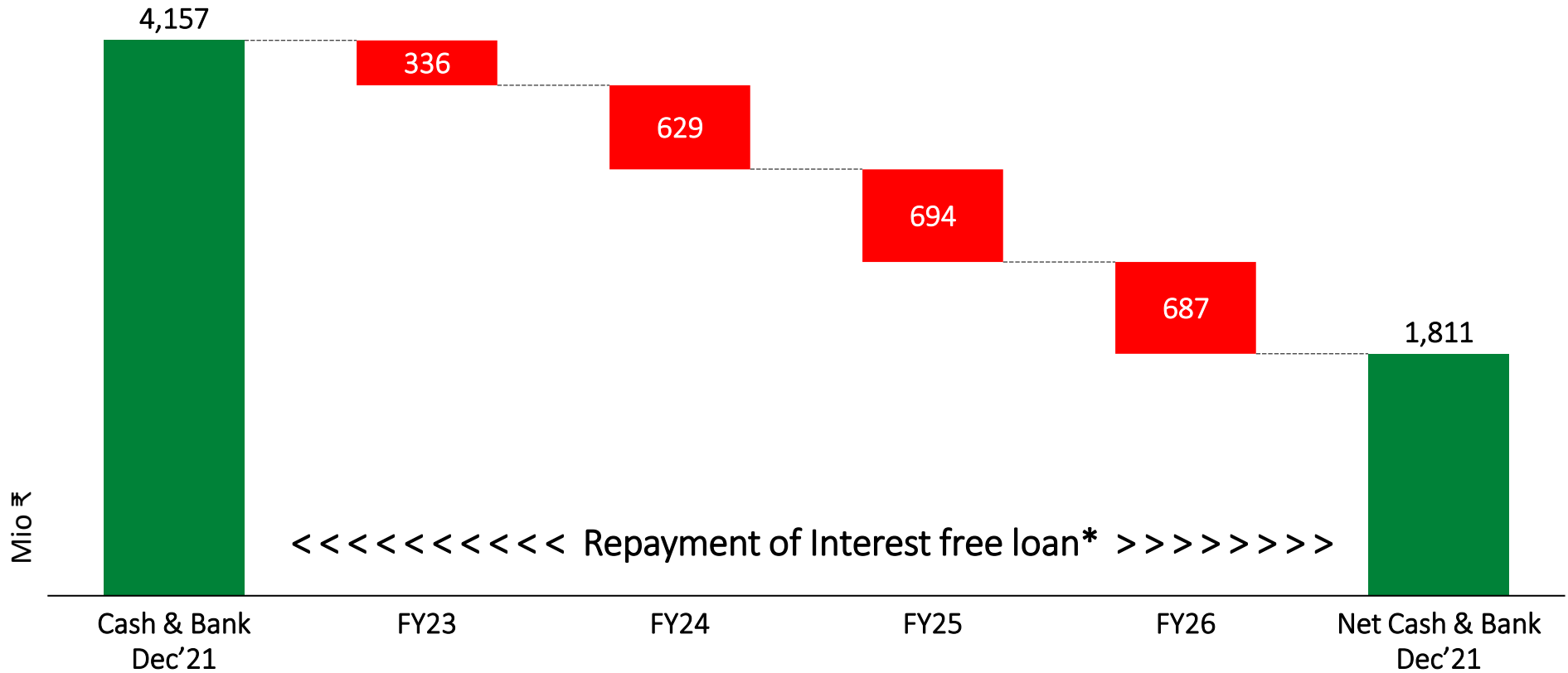
Decrease in Dec'21Q EBITDA/t mainly due to increase in input prices



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.

Interest-bearing loan has been paid off



*Loan amounts represent actual amounts to be paid. As the loan is interest-free in nature, we have to follow Ind-AS 109 for accounting purposes.

SHARE OF VOLUME

Dec'21Q share of volume



45% road
volume,
+25 bps y/y



69% coal,
+1948bps
y/y



22% of trade
volume,
+52bps y/y



77% trade
sales,
-219 bps y/y

Continuously increasing premiumization and optimizing towards the appropriate mix

Indian Cement Review and CSR Times awarded HeidelbergCement India Limited



3rd Fastest Growing Cement Company in Medium Category by Indian Cement Review



Silver Category 8th CSR Times Award for Rural Development & Infrastructure

5 Star Award to our Patharia Mines



**Five Star Award for Sustainability Development
By Hon. Mines Minister Mr. Pralhad Joshi**

AWARDS AND RECOGNITIONS

Jhansi plant bagged energy award for 6th consecutive year

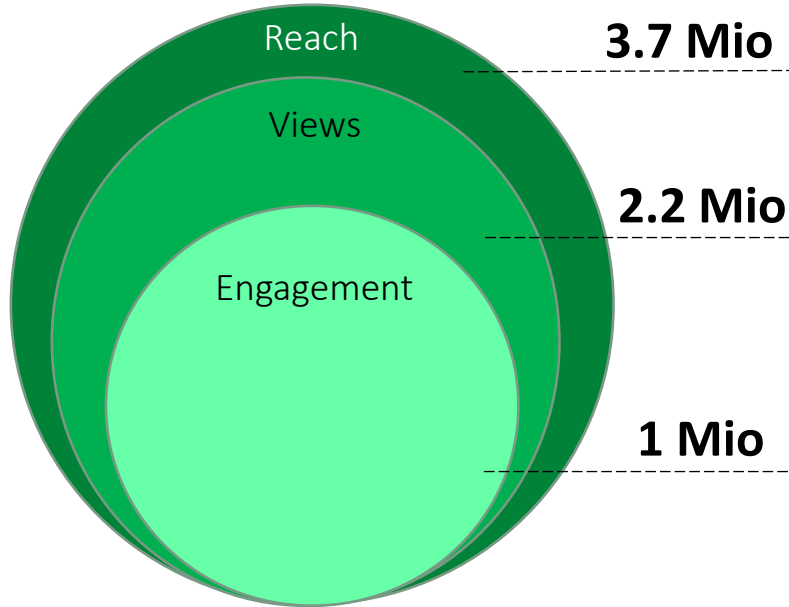


Demand Situation likely to improve, input costs to be on higher side

- Capital outlay in FY23 Budget will push infrastructure growth and drive cement consumption
- FY23 GDP likely to grow in the range of 9 – 9.5%
- Impact of 3rd wave subsiding - with the milder impact of Omicron and a large section of the population vaccinated, consumption sentiments likely to improve.
- Fuel cost almost doubled in 2021, likely to remain range-bound in the near term.
- Power Distribution companies are likely to increase grid prices in the next review.
- Input raw materials may have to be sourced from longer leads.
- With cost pressures, cement prices are likely to increase.

Digital Media, Advertising and Revamped Website

Social media Key Metrics – Dec'21Q



Key Initiatives



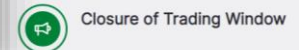
Development of 2 TV Commercials for mycem brand



Advertising mycem TV Commercial on News channels of UP & MP



Corporate Announcements



Revamped www.mycemco.com with completely new look & feel

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.

 +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



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.