

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:2021-22

23rd July 2021

BSE Ltd.
Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai - 400001
Scrip Code:500292

National Stock Exchange of India Ltd
Listing Department,
Exchange Plaza, C/1, Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051
Trading Symbol: Heidelberg

Dear Sir,

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

This has reference to our letter dated 20th July 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



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HeidelbergCement India Limited

Investor Presentation

Jun'21Q

23 July 2021



Jun'21Q Key messages

Environmental, Social and Governance

Operational and financial performance

Outlook



Jun'21Q Key messages

- ✓ Target to reduce CO₂ emission to 500 Kgs per tonne of cement by 2025 from 511 Kgs in 2020.
- ✓ Progressed on ESG Projects – 5 MW Solar and Alternate fuels and raw materials projects
- ✓ Cement capacity utilization of c. 74% in a difficult quarter
- ✓ Continues to produce 100% blended cement
- ✓ Share of green power at c. 23%
- ✓ EBITDA of ₹ 1,107 per tonne, -12% y/y
- ✓ Net cash and bank balance at c. ₹ 2.3 billion
- ✓ Continue to operate on negative net operating working capital

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We will reduce, recycle, reuse, however difficult it is

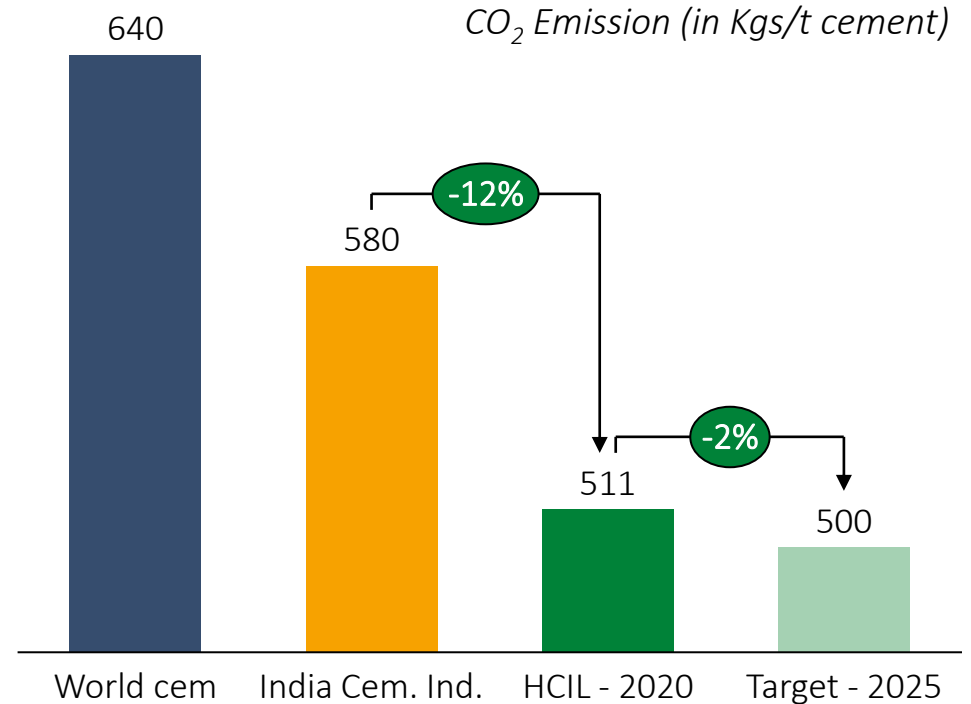
Target to reach 500 Kgs/t CO₂ emission by 2025

- Alternate Fuels and Raw materials (AFR) project likely to start in Sep'21Q

Scope II

- Increased used of renewable Power – Upcoming 5 MW solar power project

Note: Reduction in CO₂ emission is without considering Scope II impact



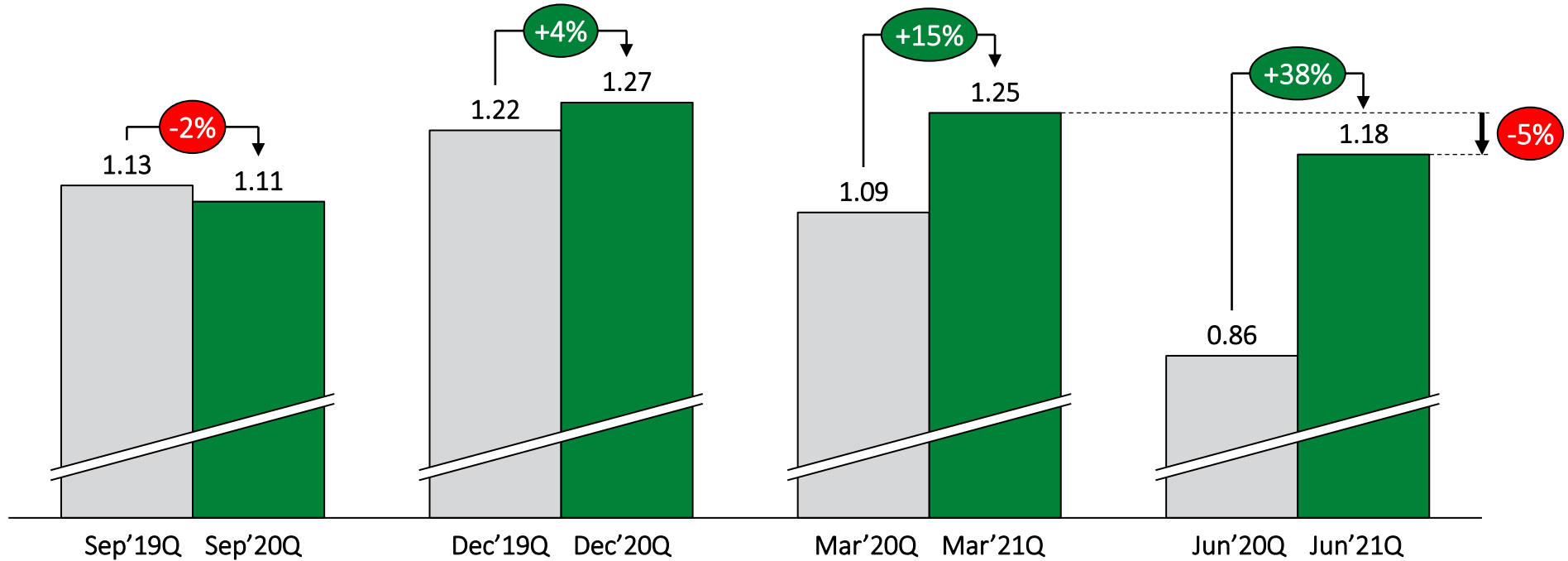
Support during 2nd COVID wave

Support during the 2nd COVID wave

- Supply of Oxygen cylinders to District hospital
- Supported 100 beds at District hospital
- Distribution of sanitizer and masks in local communities at free of cost
- Provided COVID medicines and necessary medical equipment for children to District health department



12% volume growth in trailing twelve months

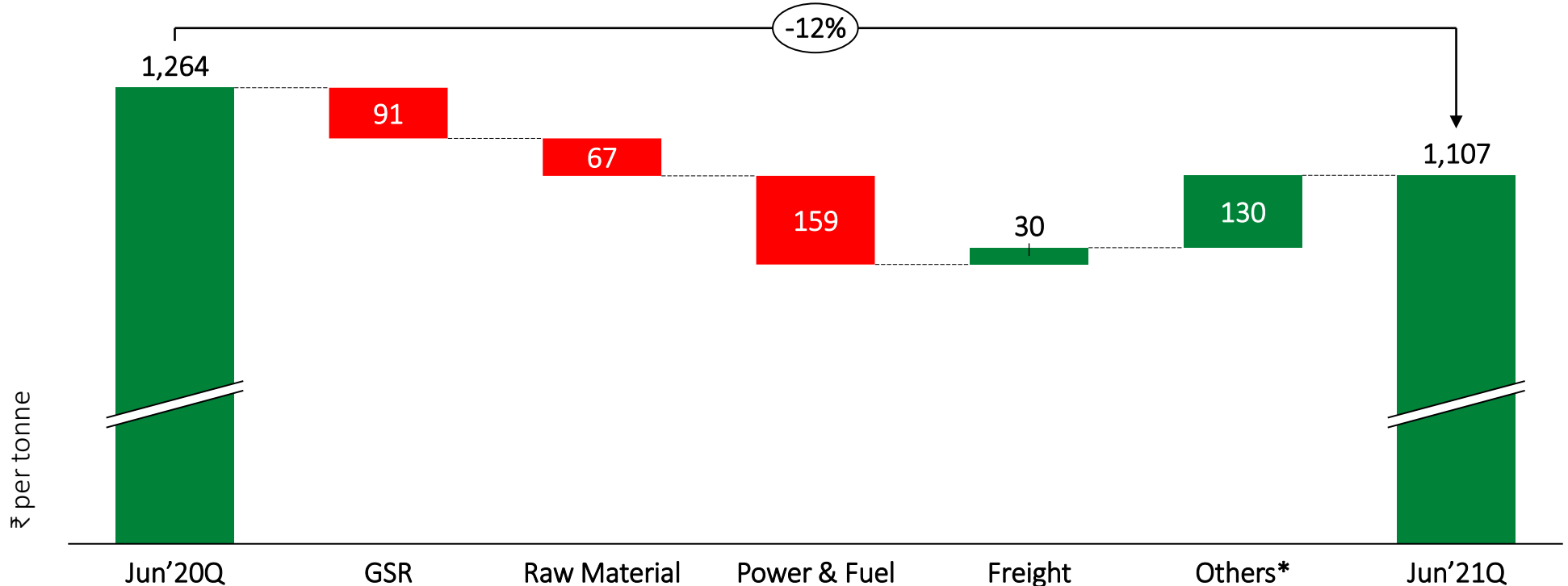


Strong performance across all parameters

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Particulars	Quarter ended		Change
	30-Jun-21	30-Jun-20	
Total income (net of taxes)	5,559	4,077	36.4%
Operating Expenses	4,249	2,994	41.9%
EBITDA	1,311	1,083	21.0%
Depreciation/amortization	276	276	-0.2%
Other income	105	98	7.5%
EBIT	1,140	905	26.0%
Interest and financial charges	102	160	-36.3%
Profit Before Tax	1,039	745	39.4%
Tax Expenses	352	256	37.8%
Profit After Tax	687	489	40.3%
KPIs			
Sales volume (KT)	1,184	857	38.1%
Gross realisation (INR/t)	4,648	4,739	-1.9%
Total cost (INR/t)	3,588	3,492	2.7%
EBITDA (INR/t)	1,107	1,264	-12.4%
<i>EBITDA% of revenue</i>	<i>23.8%</i>	<i>26.7%</i>	<i>-285 bps</i>
<i>PAT% of revenue</i>	<i>12.5%</i>	<i>12.0%</i>	<i>43 bps</i>

Decrease in Jun'21Q 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 other operating income, employee cost and miscellaneous expenses.

SHARE OF VOLUME

Jun'21Q share of volume



45% road
volume,
-628 bps y/y



65% coal,
+2681bps
y/y



20% of trade
volume,
+88% y/y



83% trade
sales,
-628 bps y/y

Continuously increasing premiumization and optimizing towards the appropriate mix

FY22 outlook continues to be uncertain due to COVID-19


- Increase in vaccination program leading to confidence improvement & opening up of the economic activities
- Demand recovery in housing and infrastructure segments fuelled by Govt. capital outlay
- Hardening of international and domestic fuel prices
- Positive rural consumer sentiments along with record tax collections in Jun'21, indicating towards a favorable environment.
- Uttar Pradesh 2022 elections to accelerate infra projects in near term.
- Input raw materials may have to be sourced from longer leads
- Caution amid fear of third wave and rise in cases in select countries

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.