

# NUVOCO VISTAS CORP. LTD.



Ref. No.: Sec/214/2025-26

January 15, 2026

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001 Scrip Code: <b>543334</b> Scrip ID: <b>NUVOCO</b>	<b>The National Stock Exchange of India Limited</b> Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 Trading Symbol: <b>NUVOCO</b>
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Dear Sir/Madam,

**Sub: Investor and Analyst Conference Call presentation for the quarter and nine months ended December 31, 2025**

In furtherance of our letter no. Sec/208/2025-26 dated January 7, 2026 giving intimation of the Investor and Analyst Conference Call, please find enclosed the investor presentation on the performance of the Company for the quarter and nine months ended December 31, 2025, to be presented to Investors and Analysts on Friday, January 16, 2026.

The presentation is also being made available on the Company's website at [www.nuvoco.com](http://www.nuvoco.com).

We request you to take the above on record.

Thanking you,

Yours faithfully,  
For **Nuvoco Vistas Corporation Limited**

SHRUTA JATIN  
SANGHAVI

Digitally signed by  
SHRUTA JATIN SANGHAVI  
Date: 2026.01.15 16:09:12  
+05'30'

**Shruta Sanghavi**  
**SVP and Company Secretary**



Encl: a/a

**Nuvoco Vistas Corp. Ltd.**

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# Investor Presentation

Third quarter ended December 31, 2025

January 15, 2026





## Safe harbour clause



Statements in this ‘presentation’ describing the Company’s objectives, estimates, expectations or predictions may be “forward looking statements”. Actual results could differ materially from those expressed or implied. Important factors that could make difference to the Company’s operations include Indian demand supply conditions, finished goods prices, feed stock availability and prices, cyclical demand and pricing in the Company’s principal markets, changes in governmental regulations, tax regimes, economic developments within India and other factors such as litigation and labor negotiations. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statement, due to any subsequent development, information or events, or otherwise.



# Company Overview





# Major player in building materials space



Vision “Building a Safer, Smarter and Sustainable World”

Mission “Trusted Building Materials Company Creating Value for Our Stakeholders”



Cement Capacity<sup>1</sup>

**25** MMTPA  
Operational capacity



**35** MMTPA  
Post Vadraj acquisition and  
planned expansion in East



**RMX**

**58** Plants



**Green Power<sup>2</sup>**

**50** MW



Clinker Capacity<sup>1</sup>

**13.5** MMTPA  
Operational capacity

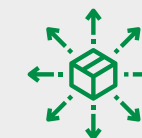


**17** MMTPA  
Post Vadraj acquisition



**Emission<sup>3</sup>**

**454** kg/t



**States Served<sup>4</sup>**

**22**

# Core strengths



## Premium Product Portfolio

Market leading brands: **Concreto** has significant market share in the operating environment; **Duraguard MF** excels with patented fibre-reinforced cement



## Production

**Strategically located production facilities** in close proximity to raw materials and key markets



## Cost leadership

Continuous focus on **operational excellence**; demonstrated industry leading cost parameters. All operational Integrated Units equipped with CPPs and WHRs



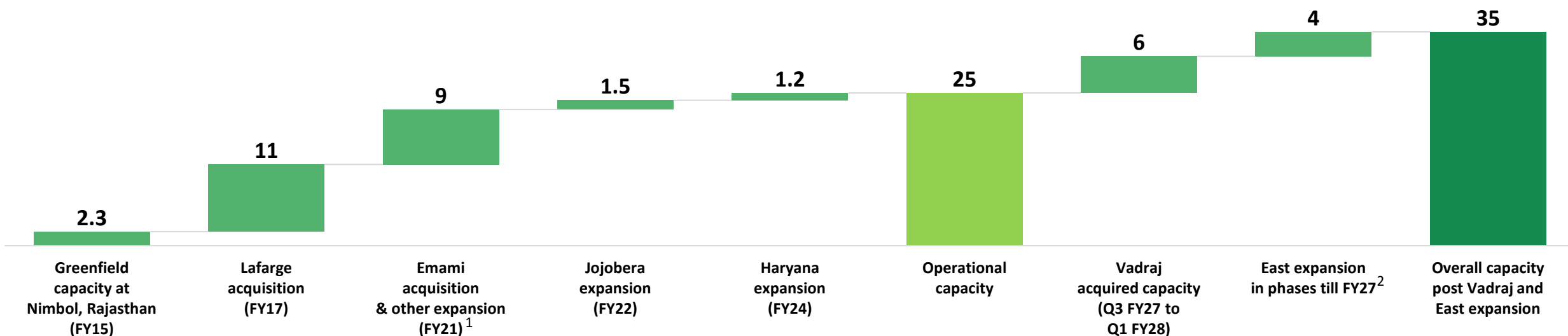
## Robust distribution network

Trade focus with extensive **sales and distribution network** encompassing dealers, sub-dealers, influencers and CFA agents, ensuring widespread reach

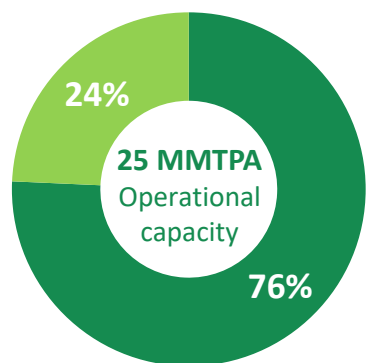
Diversified product portfolio under **Cement, Ready-Mix Concrete and Modern Building Materials**

# Growth trajectory underpinned by leverage discipline

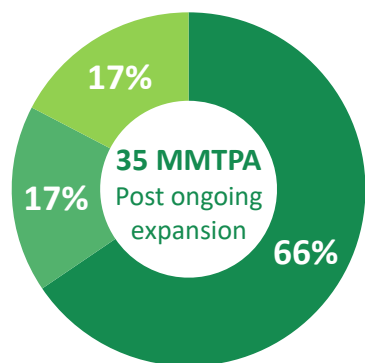
## Capacity expansion (MMTPA)



## Diversifying footprint



■ East ■ North



■ East ■ West ■ North

## Way ahead for medium term growth

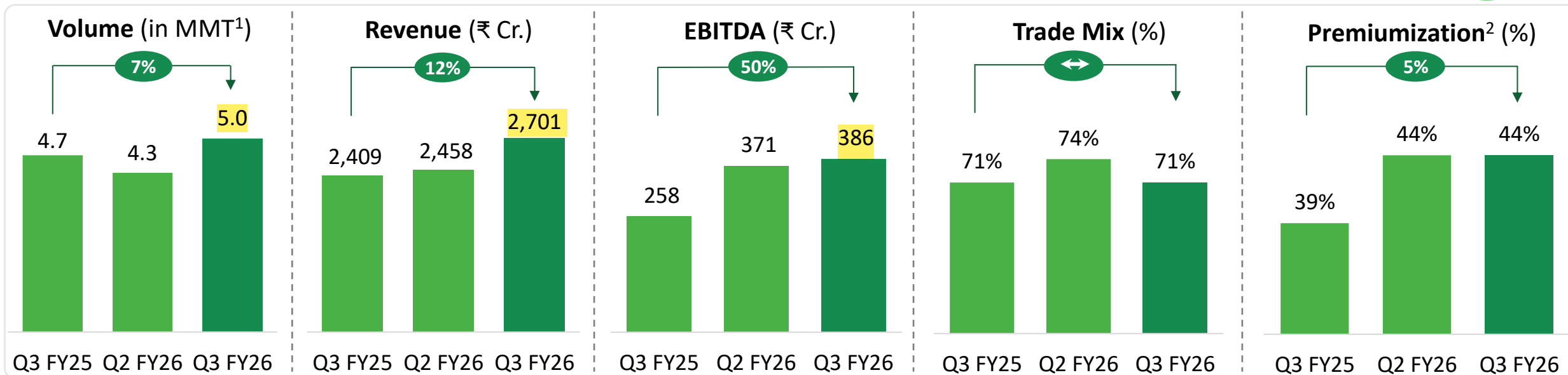
- ❖ Brownfield expansion at Chittorgarh in North
- ❖ Greenfield expansion at Gulbarga with a focus on West and Central regions

## Secured key mines for sustained growth

- ❖ Strengthened reserve base by securing key limestone mine - JMKR2 Jhak Murkasani with resources of ~205 MMT in Rajasthan through auction

**Note:** 1. Emami acquisition 8.3 MMTPA & other expansion 0.7 MMTPA, 2. Through equipment upgrades, process modification and internal debottlenecking

# Resilient performance driving YoY growth and profitability



## Q3 FY26 Highlights

### Delivered improved performance despite initial headwinds

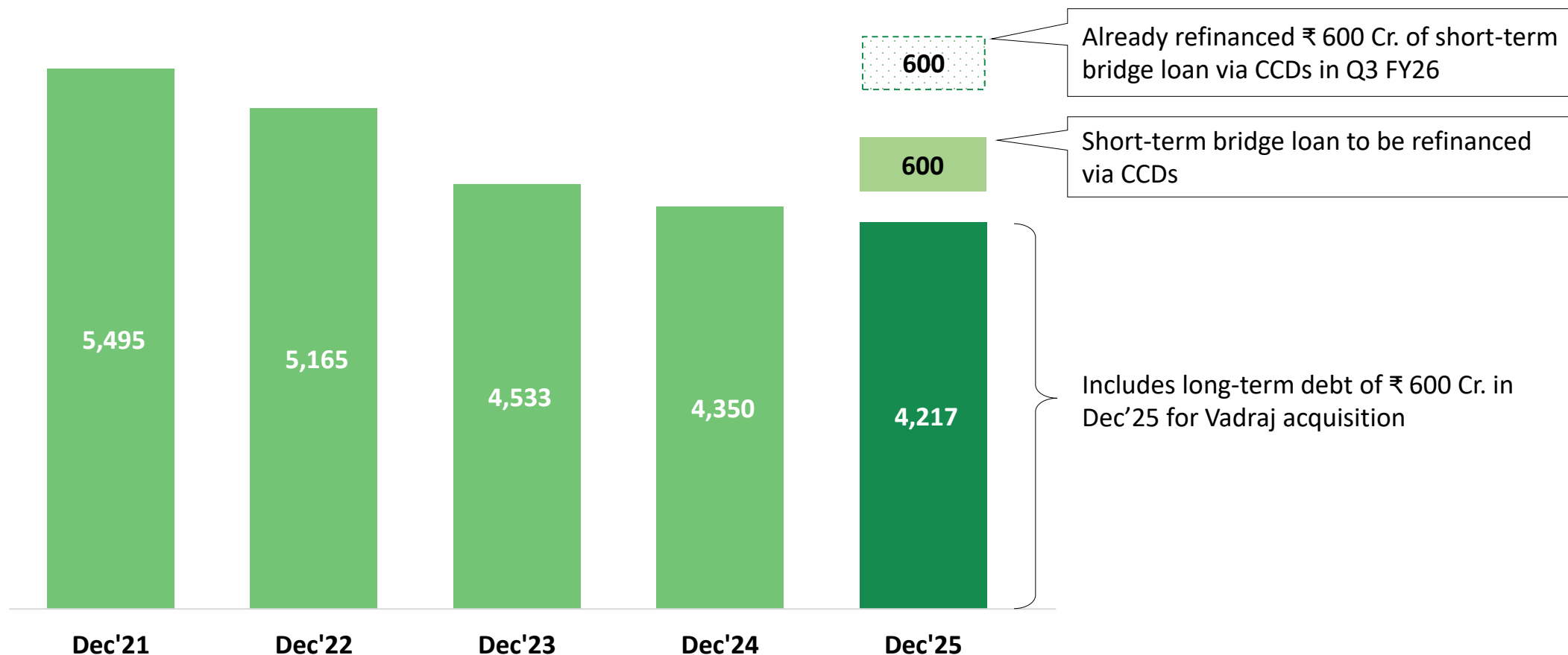
- ✓ Achieved all-time high third-quarter consolidated volume of 5 MMT, up 7% YoY
- ✓ Sustained industry-leading premiumization<sup>2</sup> at 44% for consecutive quarters, with a healthy trade mix at 71%, stable YoY
  - 9M FY26 premiumization<sup>2</sup> of 43% demonstrates continuous uplift, up ~300 bps from FY25 baseline of 40%
- ✓ EBITDA surged 50% YoY, aided by operational excellence





# Effective debt management aligned with growth plans

## Net debt (₹ Cr.)



- ❖ Vadraj acquisition funded with ₹ 600 Cr. long-term debt and ₹ 1,200 Cr. short-term bridge financing, of which ₹ 600 Cr. short-term bridge loan refinanced through CCDs

# Update on Vadraj Acquisition

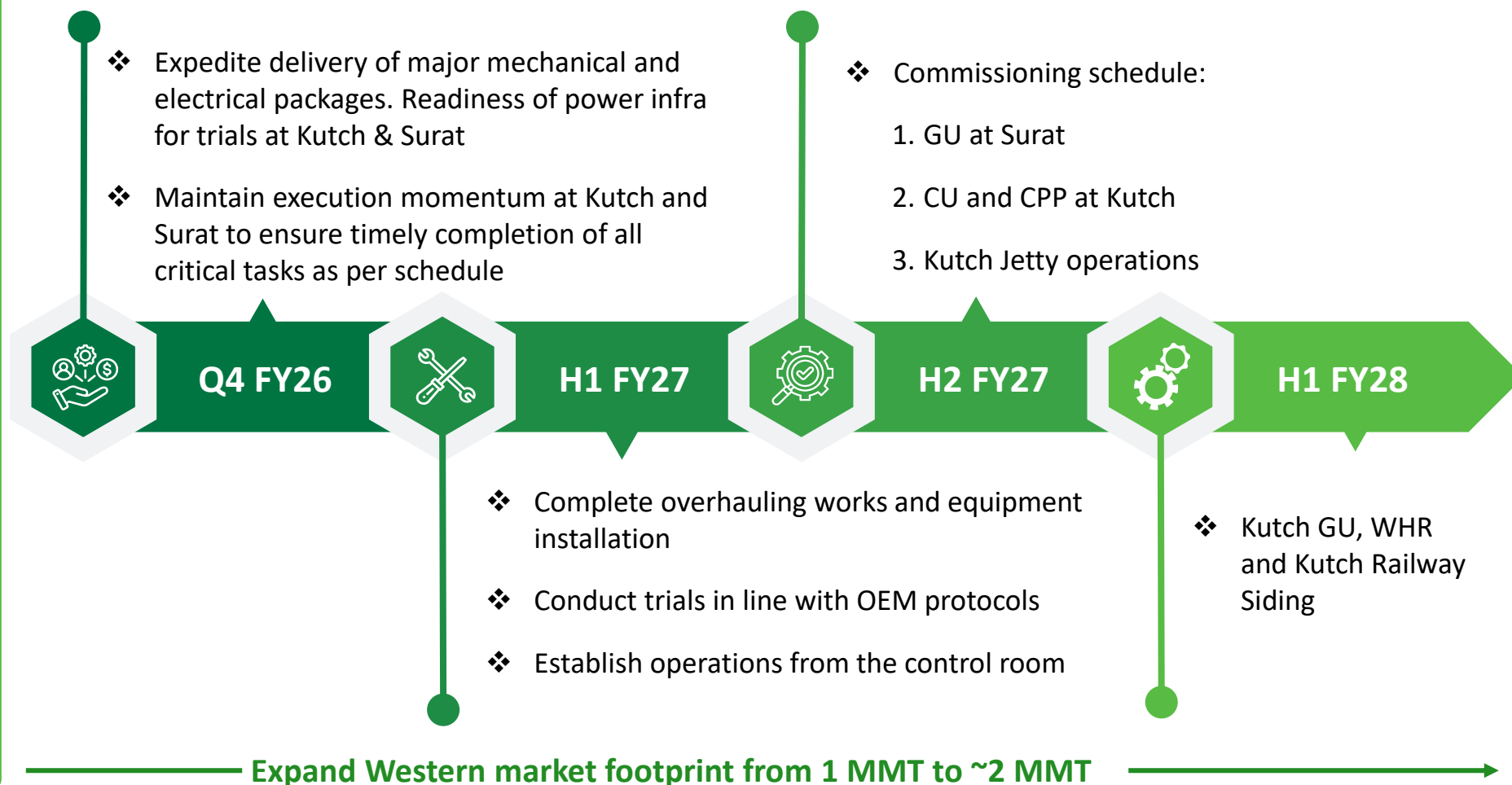


# Clear roadmap to operationalise Vadraj Cement Plant

## Progress achieved till Q3 FY26

- ❖ Execution activities commenced across all sections at Kutch & Surat
- ❖ Key equipment at Kutch and Surat undergoing exhaustive overhaul
- ❖ Engineering, tendering & ordering of all goods & service packages at Surat projects completed and advancing as per schedule for Kutch
- ❖ E&I component deliveries at Kutch and Surat on track. Mechanical deliveries started
- ❖ Necessary permits for operationalizing plants applied as per plan
- ❖ ESP and DPR for Kutch railway line submitted with Indian Railways for approval. Execution order in advanced stage

## Roadmap





# Projects at Vadraj Cement Plant progressing as per schedule

## Kutch Grinding Unit



Casting of cement silo 1 completed



Load center 1<sup>st</sup> slab casting completed

## Kutch Clinker Unit



Raw mill gear box overhauling in progress



Kiln support roller bearing scrapping work in progress

## Surat Grinding Unit



Power transformer installation completed



Packer installation in progress



# **Economy & Industry**





# Macro tailwinds signal sustainable demand momentum ahead

## Significant central and state capex spending still ahead in FY26<sup>1</sup>

~45% of the central capex yet to be spent in FY26

Central capex at  
₹6.2 lakh Cr. till  
November 2025

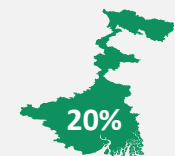


~61% of ₹ 9.8 lakh Cr. capital expenditure of the top 20 states yet to be spent in FY26

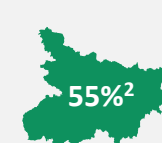


State capex at  
₹3.8 lakh Cr.  
till November 2025<sup>2</sup>

West Bengal



Bihar



Jharkhand



Chhattisgarh



Odisha



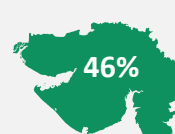
Rajasthan



Punjab

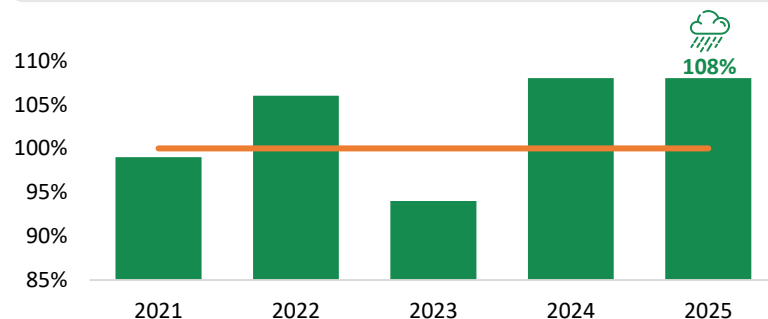


Gujarat

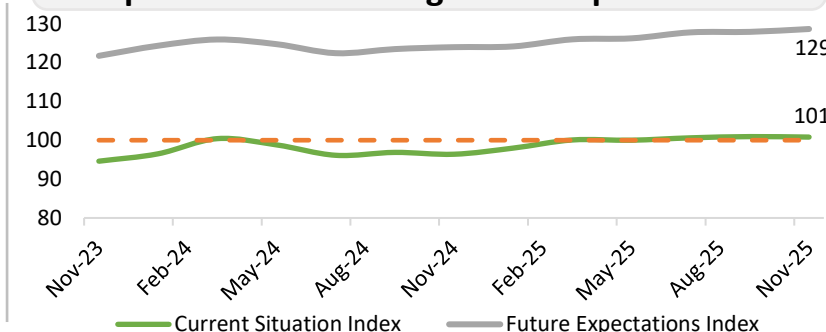


## Positive macro indicators fuels optimism

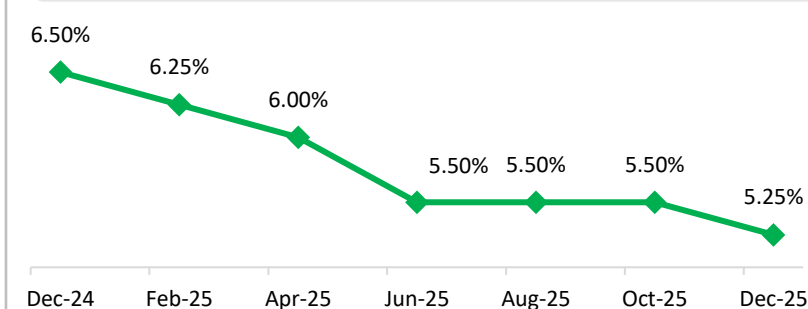
Above normal Monsoon in 2025 (LPA %)



Rural consumer confidence steady and optimistic with strong future expectations



Reached lowest Repo Rate (%) since July 2022



Note: 1. State-wise percentages represents capex outlay till November'25 as a percentage of FY26 target, 2. Considered capex data till October 2025 for Bihar



# Business Update





# Integrated businesses positioned for scalable growth



## Ready-Mix Concrete (RMX)

- ❖ Concrete portfolio is delivering healthy volume traction, indicating rising customer adoption



## Modern Building Materials (MBM)

- ❖ Robust YoY sales growth witnessed across construction chemicals, tile adhesives, block jointing mortar, and cover blocks



# Marketing and engagement activities in Q3 FY26



NUVOCO | DURAGUARD  
CEMENT

क्षेत्रीय सम्मान समारोह



सबसे खास  
सरपंच

“Sabse Khaas Sarpanch” initiative launched in Bilaspur and Raipur, to drive strong brand engagement through interactive on-ground activities for Duraguard by bringing together Sarpanchs and local leaders

NUVOCO  
हर निर्माण, हमारी शान।



“Har Nirmaan Hamari Shaan” brand campaign executed across multiple touchpoints including TV, OTT, digital platforms, theatre branding, and OOH, to drive high-impact brand visibility and recall

Launched **Concreto Tri Shield** under RMX business, delivering three-layer durability protection and ~50% improvement in structural life



Launched **Nuvoco Zero M Unnati App** under MBM business to digitize influencer loyalty, boosting engagement, transparency, efficiency, and data-led channel growth

# Awards and Recognitions



## Customer Experience

**SAP ACE Award in the “Disruptor – Customer Experience Management”** category for **driving large-scale digital transformation** through **NuvoSETU customer portal**, delivering a seamless and customer-centric B2B ecosystem



## Quality Excellence

Arasmeta and Sonadih Cement Plants recognized for **“Forging Quality Together 25+ years of Trusted Partnership with BIS”** for commitment to **maintaining the highest standards in product quality and compliance**



## Energy Excellence

Meija Cement Plant recognized at **“26th National Award for Excellence in Energy Management 2025”** as **Energy Efficiency Unit** by the Confederation of Indian Industry





# Sustainability & CSR





# Sustainability – a key thrust area



Specific CO<sub>2</sub> emissions at **454<sup>1</sup> kg/t** of cementitious materials



~**2.4 lakh** tons of **waste utilized as fuel** in plants under circular economy initiative in 9M FY26

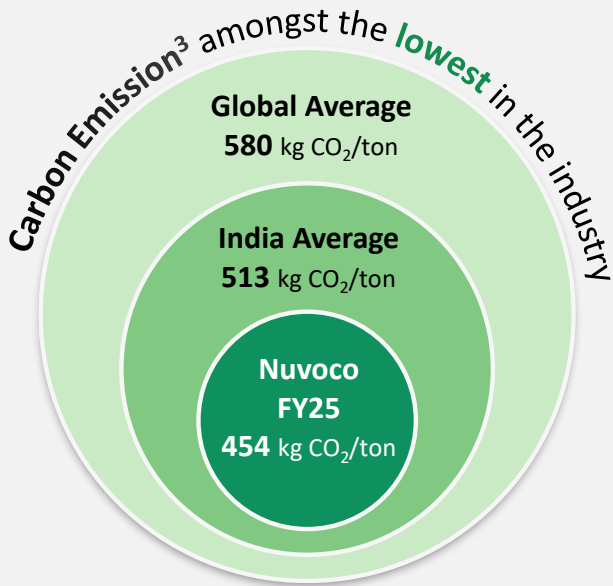


**10% YoY reduction in water intensity** in 9M FY26<sup>2</sup>

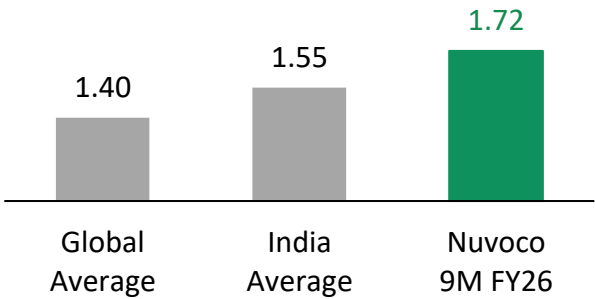


Planted **1.1 lakh+** saplings in 9M FY26

Aligned with United Nations



Cement to clinker ratio<sup>3</sup> (x)



Note: 1. FY25 Audited figure; CO<sub>2</sub> per ton of cementitious materials; reduced from 457 CO<sub>2</sub> per ton in FY24 2. Consumption in litre per ton of cement 3. Global average - IEA (CY22), India average - average of top 4 Indian peer Group



# Social initiatives and community engagements in 9M FY26



~**1.09 lakh** man-hours of training provided under “**Nuvo-Mason**” - a masonry skill development program



Project Aakriti – a women-led livelihood initiative generated ~**INR 44 lakh** in revenue through sales of safety jackets, promotional items, and garments



Health camps & Swachh Bharat initiatives across locations with beneficiaries of more than ~**35,400**



Infra-related activities undertaken across locations benefitting over ~**25,000** villagers

CSR pillars aimed at socially sustainable programs related to skill development & livelihood, health, education, environmental protection and infrastructure by collaborating with pertinent stakeholders



**Sangrahit Bharat**  
Natural Resource Management



**Shikshit Bharat**  
Education



**Swastha Bharat**  
Health



**Saksham Bharat**  
Skill Development & Livelihood



**Sanrachit Bharat**  
Infrastructure Development



# Key Financials



# Demand momentum relies on infra project execution



## Market

### Q3 FY26

- ✓ Cement demand witnessed a turnaround from Dec'25, reflecting improving market dynamics led by progress in infrastructure projects

### Near-term outlook

- ✓ Significant unspent Centre and State capex in FY26 to drive demand
  - Pending capex of ~₹ 5 lakh Cr. for Centre and ~₹ 6 lakh Cr. for State as of Nov'25
- ✓ GST rate cut could improve affordability and can support growth in housing and infrastructure



## Prices

- ✓ Pan-India cement prices eased beyond the full GST rate cut pass-through to customers

- ✓ Nuvoco raised cement prices in Jan'26, leveraging strong demand momentum



## Cost

- ✓ Recent surge in pet coke prices could impact fuel cost
- ✓ Busy Season Surcharge resumption to increase distribution cost QoQ

- ✓ Geo-political situations may have an impact on petcoke cost
- ✓ Rake availability needs to be monitored
- ✓ Players with tie-ups for raw material and fuel supply to remain cost competitive

# Continuous efforts to optimize costs



- ✓ **Fuel cost declined** QoQ to ₹1.41/ Mcal, marking 17-quarter low despite recent uptick in pet coke prices  
Nuvoco continues to drive efficiency through optimization of fuel mix and strategic sourcing



- ✓ **Raw material cost** decreased QoQ  
Nuvoco continues to be better placed on slag supply due to long term contract



- ✓ **Distribution cost** declined QoQ supported by operational efficiency gains





# Consolidated income statement

(₹ Cr.)	Q3 FY25	Q2 FY26	Q3 FY26	9M FY25	9M FY26
<b>Total Income</b>	<b>2,410</b>	<b>2,461</b>	<b>2,704</b>	<b>7,330</b>	<b>8,053</b>
Cost of materials consumed	410	393	410	1,307	1,257
Purchase of stock in trade	71	61	73	193	207
Changes in inventories	(61)	(24)	25	(85)	(34)
Power and fuel	510	454	499	1,478	1,466
Freight and forwarding charges	661	647	719	1,991	2,151
Employee benefits expense	172	178	183	514	540
Other expenses	387	382	410	1,095	1,174
<b>EBITDA</b>	<b>258</b>	<b>371</b>	<b>386</b>	<b>835</b>	<b>1,291</b>

- ✓ On a structural growth trajectory, with Vadraj acquisition and East region expansion driving capacity to 35 MMTPA<sup>1</sup>
  - 4 MMTPA East-region expansion remains on target
- ✓ Track record of successfully integrating and scaling acquired assets; disciplined project governance ensures timely delivery of Vadraj operational milestones
  - Critical procurement orders placed for CU and GU systems
  - Site execution and plant overhauling activities underway
  - Trial operations: H1 FY27 | Commissioning: Q3 FY27 – Q1 FY28
- ✓ Continue to drive key initiatives on premiumization, geo-optimization, and cost optimization
- ✓ Infrastructure and housing-led spending expected to sustain cement demand going forward, thereby supporting prices



Note: 1. Acquired Vadraj Cement Limited (6 MMTPA of GU & 3.5 MMTPA of CU) and capacity to be operational from Q3 FY27 – Q1 FY28. In East, 4 MMTPA expansion planned in phases till Mar'27 through equipment upgrades, process modification and internal debottlenecking. CU- Clinker Unit; GU- Grinding Unit

# Thank you

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## **Nuvoco Vistas Corporation Ltd.**

**Corporate Identity Number:** L26940MH1999PLC118229

**Registered and Corporate Office:** Equinox Business Park, Tower 3, East Wing, 4th Floor, LBS Marg, Kurla (West), Mumbai - 400 070, Maharashtra, India; Website: [www.nuvoco.com](http://www.nuvoco.com)

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