

28th April, 2025

BSE Limited The National Stock Exchange of India Limited Corporate Relationship Department Listing Department

Scrip Code: 532538 Scrip Code: ULTRACEMCO

Sub: Investor Presentation for the quarter and year ended 31st March, 2025

Dear Sirs,

Attached is an investor's presentation on the performance of the Company for the quarter and year ended 31st March, 2025.

The same is for your information please.

Yours faithfully, For UltraTech Cement Limited

Sanjeeb Kumar Chatterjee Company Secretary and Compliance Officer

Encl: a/a

Luxembourg Stock Exchange BP 165 / L - 2011 Luxembourg

Scrip Code:

US90403E1038 and US90403E2028

Singapore Exchange 11 North Buona Vista Drive, #06-07 The Metropolis Tower 2.

Singapore 138589

ISIN Code: US90403YAA73 and USY9048BAA18





Stock code: BSE: 532538 | NSE: ULTRACEMCO | Reuters: UTCL.NS | Bloomberg: UTCEM IS/UTCEM LX







Macro Indicators





RBI estimates real
GDP growth at
6.5% for FY26;
20 bps lower than
earlier estimates
reflecting the
effects of global
trade
uncertainties.



IIP growth stood at 4.0% in the fourth quarter till February, compared to 4.1% in Q3.



March CPI softened further to 3.3% yoy (lowest since Aug-19). CPI averaged 4.6% yoy in FY25, vs. 5.4% in FY24.



Infrastructure
development remains
key demand driver.
Housing segment will
also boost demand,
with budgetary
support to PMAY;
predictions for a good
monsoon; softening
interest rates.

Sectoral Update Q4 FY25



Zone	ı	С	н	R	Key drivers
North	•	•	•	•	 ✓ Housing segment registered growth in both rural and urban areas ✓ Infrastructure segment registered degrowth on account of GRAP IV restrictions in January-February, completion of major projects and lack of announcement of new projects as well as intermittent labour shortage due to festivals ✓ Commercial segment registered overall growth
Central	•	•			 ✓ Housing segment demand was stable except in Prayag due to vehicle movement restriction owing to Maha Kumbh ✓ Infrastructure and commercial segment registered degrowth due to vehicle movement restrictions as well as non-availability of labour on account of Maha Kumbh
East	=	•	•	•	 ✓ Housing segment registered growth in both rural and urban areas ✓ Infrastructure segment demand was stable ✓ Commercial segment registered overall growth
West	=	•	•	•	 ✓ Maharashtra: Infrastructure demand was supported by projects like Mumbai metro, Mumbai-Delhi Expressway, Nagpur metro extension, High Speed Rail corridor, various NHAI projects etc. ✓ Housing demand registered growth across regions ✓ Commercial segment registered strong growth across all regions ✓ Gujarat: Housing segment registered growth with strong demand led by rural areas ✓ Infrastructure segment registered degrowth on account lack of new project announcements and non-availability of labour due to festivals ✓ Commercial segment demand was muted
South	•	•	•	•	 ✓ Housing demand registered growth in both urban and rural areas ✓ Infrastructure demand was lower on account of lack of new project announcements as well as scarcity of funds with state governments ✓ Commercial segment demand was strong



UltraTech: One of the largest cement supplier for the Z-Morh Tunnel in Sonmarg, Jammu and Kashmir.

Highlights: Q4



- Overall sales volume grew 17% yoy (Including Kesoram and India Cements).
- Grey cement realisations improved by 1.6% qoq.
- Domestic operating EBITDA/Mt of ₹ 1270, higher by ₹ 84/Mt yoy and ₹ 305/Mt qoq.
- Trade volumes grew 7.2% yoy.
- Green Power Mix of 35.7%; reached 1.02 GW of renewable power capacity and 342 MW of WHRS power.
- Premium product mix of 30.8%, up 29% yoy.
- UBS outlets increased to 4,615 contributing 21.3% of domestic grey sales volume.

Note: Excluding Kesoram and India Cements

India Cements: Q4 Highlights



- Domestic sales volume grew 9% yoy and 28% qoq.
- Average capacity utilization at 73% for the quarter. Continuous ramp-up month on month.
- Operating EBITDA breakeven in the month of March-25.
- Interest rate dropped by 3.76% post acquisition.
- Rolled-out SAP systems suite for business management.

India Cements: Key initiatives planned





Conversion of 4/5 stage preheaters to 6 stage preheaters; cooler upgradation; process optimization (to reduce heat consumption).



21.8 MW of WHRS (to reduce cost of power and increase green power).



Multiple productivity,
energy efficiency
related capex for
reducing power
consumption.
Reliability
improvement through
digitisation.



Implementation of safety standards, safety practices.

Total capex plan of ₹ 1,500 Crores over next 2 years. Efficiency gain to start reflecting from Q4 FY27

Transaction update: Kesoram





Scheme has become effective from 1st

March 2025.

consolidation with
UltraTech is wef 1st
April 2024.

Financial



Cement capacity of 10.75 Mtpa and Clinker capacity of 6.30 mtpa.



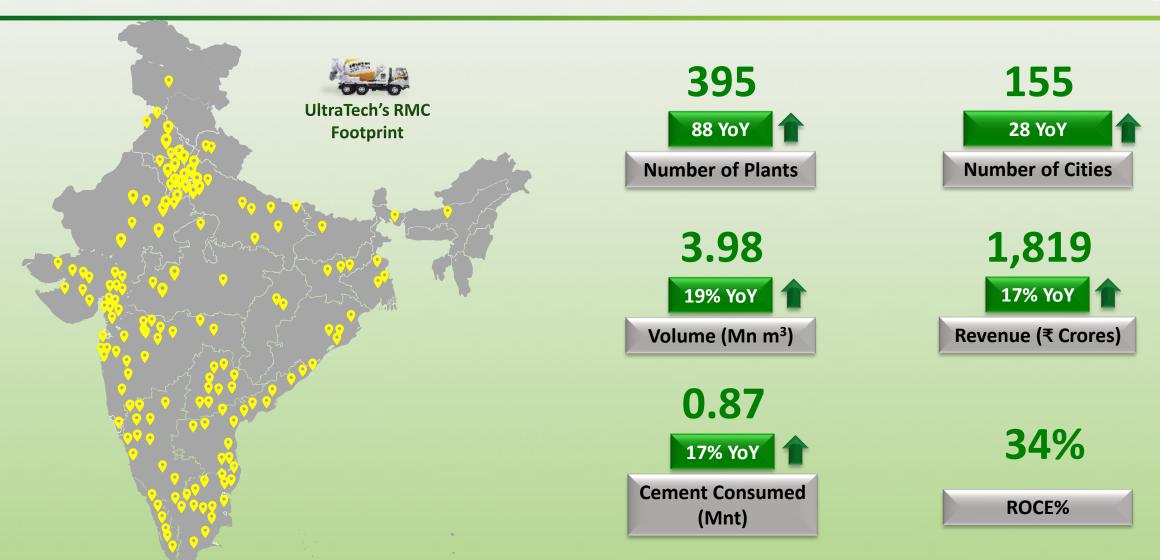
UltraTech issued
59,74,301 equity shares
to existing shareholders
of Kesoram and
taken over gross debt
of Rs 2,101 Crores
(Including preference
shares).



Incremental
Investment plans in
WHRS of 24.3 MW;
Renewable energy
80 MW.

ReadyMix Concrete (RMC): Q4 FY25





Note: Excluding Kesoram and India Cements

Sales Performance Overview: Q4 FY25

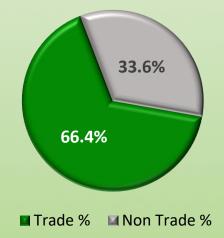


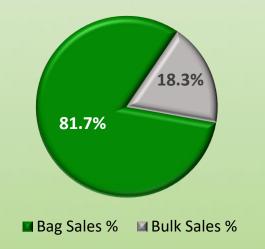
















Domestic operations excluding Kesoram and India Cements

Capacity Utilisation and Sales Volume



Volume in Million tons









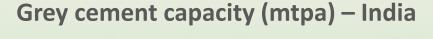


Particulars	Q4 FY25	Growth % (YoY)
Grey Cement Capacity Utilisation	89%	
Grey Cement – Domestic	36.46	10%
Cement Export	0. <mark>15</mark>	-10%
White Cement	0.56	6%
Overseas	1.71	30%
India Cements	2.64	
Consolidated Sales Volume*	41.02	17%

FY25	Growth % (YoY)
78%	
125.06	11%
0.75	30%
1.95	6%
6.36	29%
2.82*	
135.83	14%

UltraTech: marching ahead







Grey Cement Capacity in India (mtpa)							
Zones	Mar-24	FY25					
		Organic	Inorganic	Mar-25	FY26	FY27	Mar-27
North	33.3	0.4	1.5	35.2	3.0	2.7	40.9
Central	28.4	2.7		31.1	1.8		32.9
East	27.6	5.7		33.3	2.5	6.6	42.4
West	31.1	1.2	1.1	33.4	1.8		35.2
South	20.5	6.3	23.7	50.5	3.3	5.4	59.2
All India	140.8	16.3	26.3	183.4	12.4	14.7	210.5
Overseas	5.4			5.4			5.4
Overall	146.2			188.8			215.9

Spread over 82 locations across the country by FY27

Organic growth plans on track



Particulars	Unit	Project	Cement Capacity (Mtpa)
Capacity as at March-24			140.8
Karur, Tamil Nadu	GU	G	3.3
Kukurdih, Chhattisgarh	IU	G	3.3
Jharsuguda, Odisha (Debottlenecking)	GU	В	0.4
APCW, Andhra Pradesh	IU	В	1.8
Arakkonam, Tamil Nadu	GU	В	1.2
Sonar Bangla, West Bengal	GU	В	0.6
Durgapur, West Bengal	GU	В	0.6
Hirmi, Chhattisgarh (Debottlenecking)	IU	В	0.8
Roorkee, Uttarakhand (Debottlenecking)	GU	В	0.4
Maihar, Madhya Pradesh (Phase I)	IU	В	2.7
Dhule, Maharashtra (Phase I)	GU	В	1.2
Lucknow, Uttar Pradesh	ВТ	G	1.8
Capacity addition in FY25 (Excl. BT)			16.3

Particulars	Unit	Project	Cement Capacity (Mtpa)					
To be commissioned in FY26								
Patratu, Jharkhand	GU	В	2.5					
Maihar, Madhya Pradesh (Phase II)	IU	В	1.8					
Shahjahanpur, Uttar Pradesh	GU	G	1.8					
Nathdwara, Rajasthan	IU	В	1.2					
Dhule, Maharashtra (Phase II)	GU	В	0.6					
Visakhapatnam, Andhra Pradesh	GU	G	3.3					
Parli, Maharashtra	GU	В	1.2					
Panvel, Maharashtra	BT	В	1.0					
To be commission	oned in F	Y27						
Aligarh, Uttar Pradesh	GU	В	2.7					
Bihar	GU	G	3.3					
West Bengal	GU	G	3.3					
APCW, Andhra Pradesh	IU	В	2.7					
Andhra Pradesh	IU	G	2.7					
Gujarat	BT	G	1.2					
Karnataka	BT	G	1.2					
Assam	BT	G	1.2					
Tamil Nadu	BT	G	1.8					
Capacity addition in FY26 and FY27	(Excl. BT)		27.1					



Sustainability Highlights









CO₂ Emission [kg CO₂/t cement]

FY32 Target- 462

-2%

545

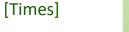


Alternative
Raw Material
and Fuel





Water Positive



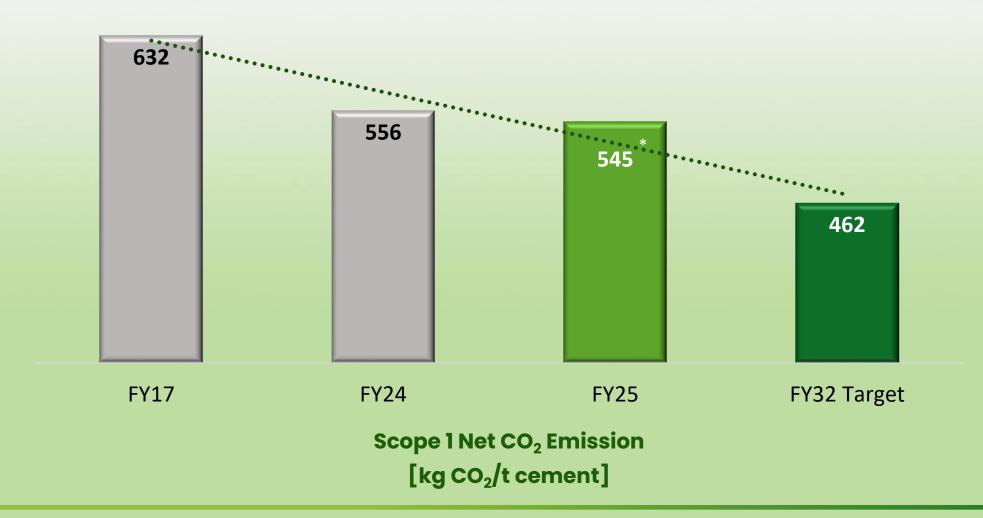






CO₂ Emission Trend

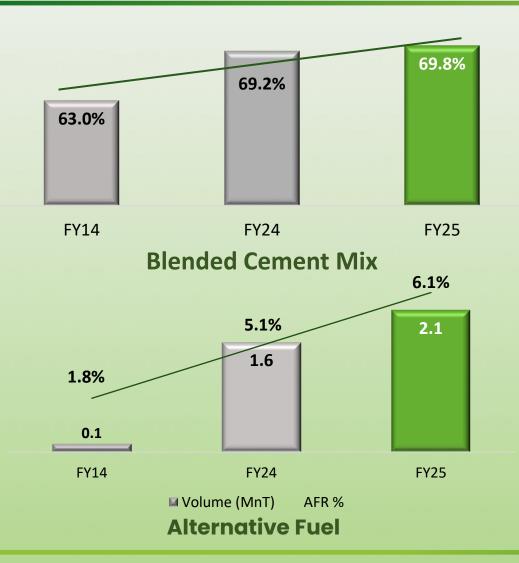


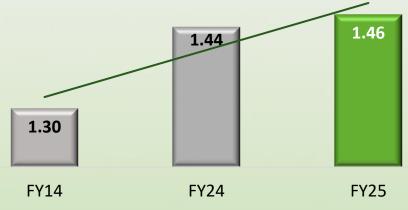


*Unaudited Note: Excluding Kesoram and India Cements 18

ESG: Key trends







Clinker to Cement Conversion Factor

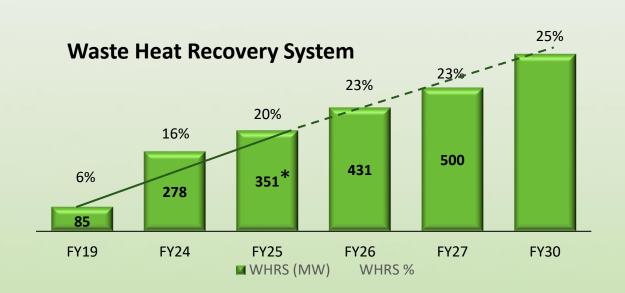


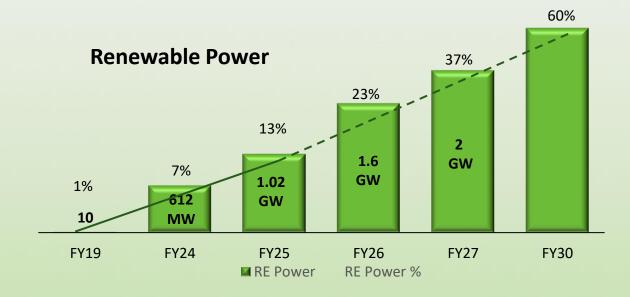
Alternative Raw Material (Mnt)

Note: Excluding Kesoram and India Cements

ESG: Green Power Roadmap







UltraTech is among the first companies in India, in the industrial category, to have commissioned more than 1 Gigawatt of Renewable Energy capacity for captive usage

*Including 9 MW WHRS of India Cements 20

ESG: UltraTech's Sustainability Goals





Decarbonization

Net Zero emissions by 2050



RE 100 initiative

85% green power in total mix by 2030 and 100% RE by 2050

Biodiversity and Land use

'No net loss' approach



Circular Economy



A sustainable solution towards urban, industrial and agricultural waste management

ESG: Boosting Circular Economy



Sustainable plastic waste management

UltraTech deployed sanitation workers and waste plastic collection bins across high-footfall locations in Prayagraj and Maha Kumbh's designated sectors. The initiative emphasized community engagement and awareness, educating citizens on plastic segregation and encouraging household participation.

UltraTech processed over 400 metric tons of plastic waste as an alternative fuel. This approach reduced consumption of conventional fossil fuels for cement manufacturing and alleviated the societal burden of landfills. Additionally, it minimized the environmental risk of plastic waste leaching into soil and water bodies.



Ongoing CSR initiatives





Education out-reach to **24,269** students



26,497 people benefited through different social reform programs.



54,384 people benefitted from various healthcare initiatives conducted



8,919 people gained skills at various plant locations; to boost employability and entrepreneurship

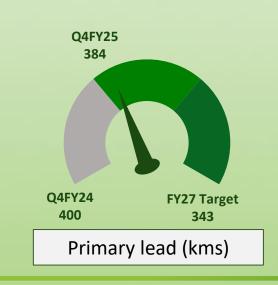
Progress on Sustainable Cost improvement Initiatives











Efficiency gains in FY25								
Particulars	иом	FY24	FY25	Cost Saving ₹/Mt				
WHRS Capacity	MW	278	342	19				
Renewable Power	MW	612	1,021	12				
Clinker Conversion	times	1.44	1.46	9				
Alternative Fuel Mix	%	5.1%	6.1%	4				
Primary lead	kms	402	384	44				
			Total	86				



Revenues



<u>UltraTech</u>











Particulars	Q4 FY25	Growth % (YoY)
Grey Cement - Domestic	18,347	7%
Cement Export	54	-12%
White Cement	697	-3%
ReadyMix Concrete (RMC)	1,819	17%
Building Products	290	19%
Overseas	933	38%
India Cements	1,197	
Consolidated Revenues*	22,788	14%

₹ Crores

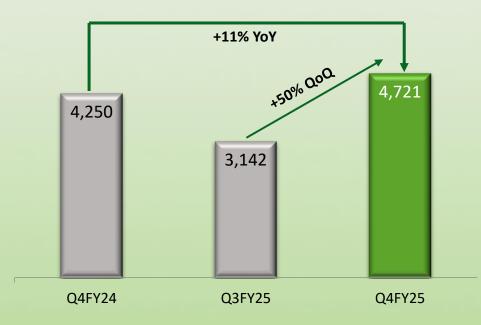
FY25	Growth % (YoY)
62,507	4%
277	22%
2,450	-4%
6,170	18%
921	21%
3,250	31%
1,278	
74,936	7%

* After elimination of inter-company sales

Profitability







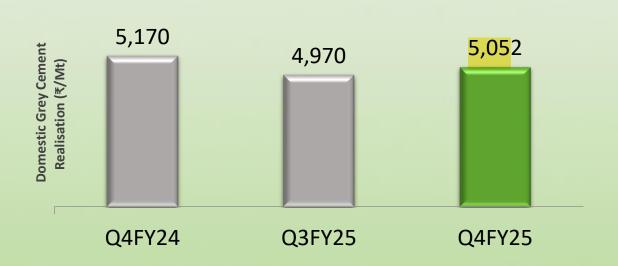
PAT (₹ Crores)



Q3FY25 numbers has been restated for Kesoram

Sales Realisation (Grey Cement)





Realisation

➤ Realisation declined 2.3% yoy and improved 1.6% qoq.

Key Cost Indicators (Grey Cement): Q4 FY25





% of total costs

₹/Mt

1,167

32%

5% decline yoy and 0.5% increase qoq



Fuel

22%

864

16% decline yoy and 2% qoq



Power

9%

354

10% decline yoy and 12% qoq



Raw Materials

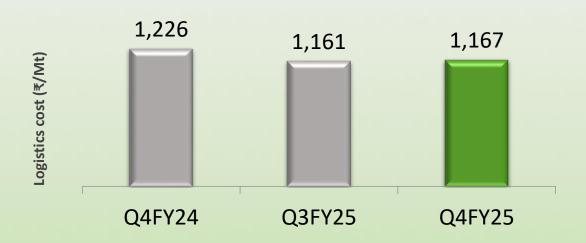
16%

626

4% increase yoy and 1% decline qoq

Logistics Cost (Grey Cement)

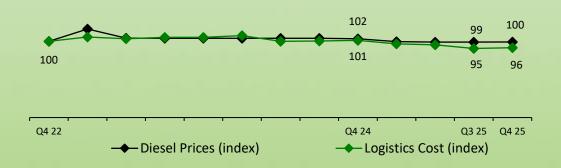




yoy costs decrease: 5%

- Primary lead distance reduced to 384 kms in Q4FY25 vs. 400 kms in Q4FY24
- Sustainable improvement in operating efficiencies and new capacities gain

Logistics cost v/s Diesel price index



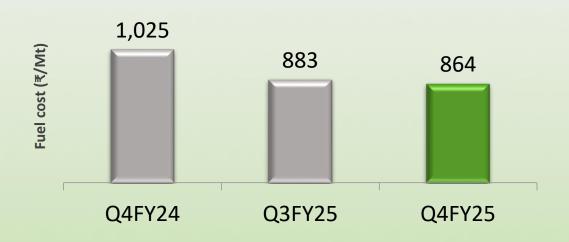
qoq costs increase: 0.5%

Primary lead distance increased to 384 kms in Q4FY25
 vs. 377 kms in Q3FY25

Domestic Operations excluding Kesoram and India Cements

Fuel Cost (Grey Cement)





qoq cost decrease: 2% and yoy cost decrease: 16%

➤ Blended imported fuel consumption (CV: 7500) at \$ 122/t; 3% lower gog and 20% lower yoy

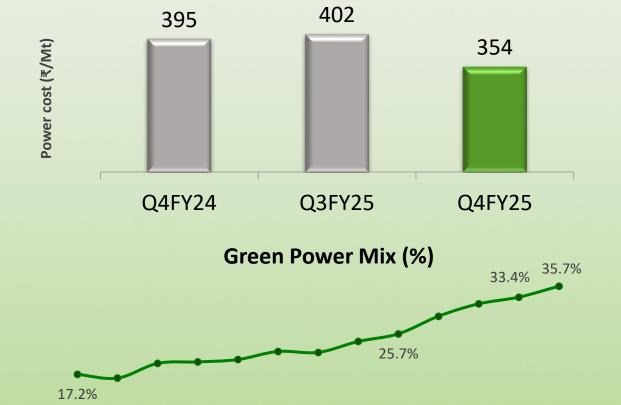




Power Cost (Grey Cement)



32



Q4 22

yoy cost decrease: 10%

- ➤ Green Power Mix has increased to 35.7% vs. 25.7% in Q4FY24
- Efficiency improvement

qoq cost decrease: 12%

- Green Power Mix increased to 35.7% vs. 33.4% in Q3FY25
- One time fuel surcharge in Q3 FY25

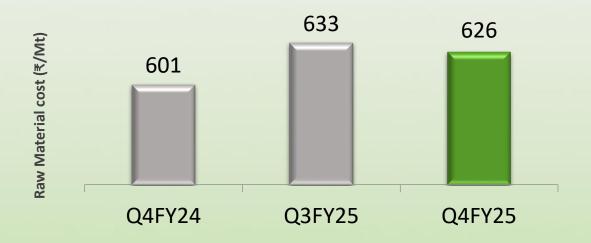
Domestic Operations excluding Kesoram and India Cements

Q3 25 Q4 25

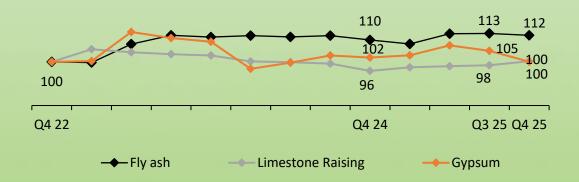
Q4 24

Raw Material Cost (Grey Cement)





Raw Material Cost index



qoq cost decrease: 1% and yoy cost increase: 4%

- ➤ Improvement in clinker conversion 1.47 vs. 1.44 in Q4 FY24
- Increase in share of composite cement

Domestic Operations excluding Kesoram and India Cements

Other Costs







qoq cost decrease: 16% and yoy cost increase: 2%

- Operating leverage benefit on qoq
- Annual inflation impact

Domestic Operations excluding Kesoram and India Cements

Operational Performance: Q4 FY25



₹ Crores

Q4I	FY24	Doutionland	Q4I	Q4FY25		
Standalone	Consolidated*	Particulars	Standalone	Consolidated*		
19,452	20,069	Net Sales	20,856	22,788		
354	350	Operating Income	279	275		
154	136	Other Income	115	102		
19,960	20,555	Total Income	21,250	23,165		
		Expenses:				
2,663	2,839	Raw Materials Consumed	3,024	3,530		
485	498	Purchase of Traded Goods	709	583		
469	472	Changes in Inventory	213	236		
720	749	Employee Costs	831	982		
4,663	4,839	Power and Fuel	4,542	5,224		
4,588	4,647	Logistics Cost	4,880	5,176		
2,199	2,260	Other Expenses	2,325	2,715		
15,786	16,305	Total Expenses	16,525	18,445		
4,174	4,250	EBITDA	4,725	4,721		
1,185	1,173	Operating EBITDA/T (excl Kesoram and India Cements)	1,270	1,225		

*After elimination of inter company transactions

Financial Statement: Q4 FY25



₹ Crores

Q4FY24			Q4FY25		
Standalone	Consolidated*	Particulars	Standalone	Consolidated*	
19,452	20,069	Net Sales	20,856	22,788	
4,174	4,250	EBITDA	4,725	4,721	
227	261	Finance Costs	400	475	
786	815	Depreciation and Amortization	991	1,125	
72	72	Exceptional Expense		9	
838	852	Tax expenses	652	626	
-	9	Share of Profit/(Loss) from JVs & Associates	-	-11	
-	0.5	Minority interest	-	-7	
2,252	2,258	PAT	2,682	2,482	
	243	EPS (₹) (basis trailing 12 months)		205	

*After elimination of inter company transactions

Operational Performance: FY25



₹ Crores

F	/24	Doublesdaye	FY	FY25		
Standalone	Consolidated*	Particulars	Standalone	Consolidated*		
67,536	69,810	Net Sales	70,857	74,936		
1,105	1,099	Operating Income	1,038	1,019		
662	617	Other Income	693	744		
69,303	71,525	Total Income	72,588	76,699		
		Expenses:				
9,543	10,252	Raw Materials Consumed	10,589	11,822		
1,701	1,734	Purchase of Traded Goods	2,000	1,870		
-57	-83	Changes in Inventory	-22	12		
2,910	3,038	Employee Costs	3,299	3,605		
17,602	18,283	Power and Fuel	17,156	18,419		
15,715	15,881	Logistics Cost	17,023	17,460		
8,605	8,835	Other Expenses	9,554	10,210		
56,021	57,940	Total Expenses	59,599	63,398		
13,282	13,586	EBITDA	12,990	13,302		
1,101	1,089	Operating EBITDA/T (excl Kesoram and India Cements)	1,004	988		

Financial Statement: FY25



₹ Crores

FY24			FY25	
Standalone	Consolidated*	Particulars	Standalone	Consolidated*
67,536	69,810	Net Sales	70,857	74,936
13,282	13,586	EBITDA	12,990	13,302
867	968	Finance Costs	1,465	1,651
3,027	3,145	Depreciation and Amortization	3,739	4,015
72	72	Exceptional Expense	88	97
2,411	2,418	Tax expenses	1,504	1,488
-	22	Share of Profit/(Loss) from JVs & Associates	-	-11
-	-1	Minority interest	-	1
6,905	7,005	PAT	6,193	6,039
	243	EPS (₹) (basis trailing 12 months)		205

Financial Position



₹ Crores

Standalone		Particulars	Consolidated	
Mar-24	Mar-25		Mar-24	Mar-25
68,458	82,881	Net Fixed Assets^	71,284	1,02,268
2,221	12,999	Non-Current Investments	1,231	1,651
(4,588)	(2,997)	Net Working Capital	(3,010)	(2,847)
66,091	92,883	Application of funds	69,506	1,01,073
59,095	69,677	Shareholders Fund (Incl. Minority Interest)	60,283	73,890
8,087	19,460	Gross Debt	10,298	23,031
7,516	4,452	Less: Treasury Surplus	7,519	5,362
571	15,008	Net Debt	2,779	17,669
6,425	8,198	Deferred Tax Liability	6,443	9,514
66,091	92,883	Sources of funds	69,506	1,01,073

^Includes goodwill and asset held for sale

Cash flow

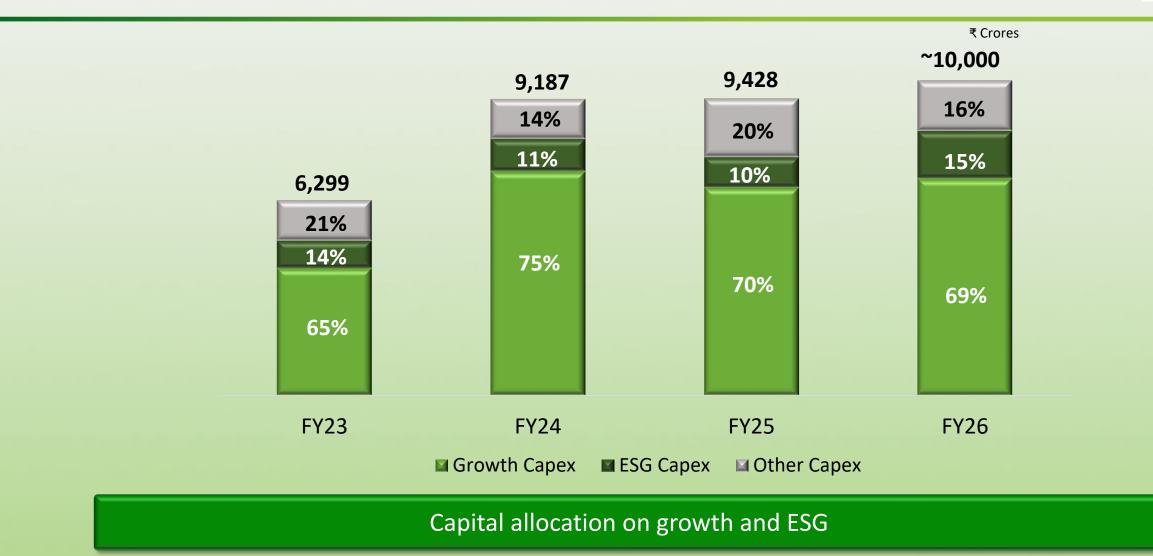


₹ Crores

Particulars	FY25
EBITDA	13,302
Less: Interest & lease payments	-1,705
Less : Tax paid	-1,301
Less: Increase in working capital	-858
Operating Cash Flow	9,439
Less : Capex spend	-9,428
Less: Strategic Investments	-10,806
Free Cash Flow to Firm	-10,796

Increasing Investments for Growth and Sustainability





India Cements: P&L



		₹ Crores
Q4FY24	Particulars	Q4FY25
1,236	Net Sales	1,197
20	Other Income	26
1,256	Total Income	1,224
	Expenses:	
226	Raw Materials Consumed	252
0.4	Purchase of Traded Goods	1
-0.1	Changes in Inventory	-26
95	Employee Costs	90
449	Power and Fuel	475
252	Logistics Cost	243
176	Other Expenses	165
1,199	Total Expenses	1,200
57	EBITDA	23
64	Interest	38
57	Depreciation	75
-16	Exceptional Items (Gain)/ Loss	-90
1	Tax	-24
-49	PAT from continuing operations	25

India Cements: Financial Position



₹ Crores

Particulars	Mar-25
Net Fixed Assets^	11,933
Non-Current Investments	119
Net Working Capital	-105
Application of funds	11,947
Shareholders Fund (Incl. Minority Interest)	10,196
Net Debt	1,158
Deferred Tax Liability	593
Sources of funds	11,947

^Includes goodwill and asset held for sale 43

India Cements: Cash flow



₹ Crores

Particulars	Q4FY25
EBITDA	23
Less: Interest & lease payments	-38
Less : Tax paid	-72
Less: Increase in working capital	-228
Operating Cash Flow	-314
Add: Realisation from Asset Held for Sale	40
Free Cash Flow	-275





UltraTech wins at the first RECEIC global symposium organized by FICCI

UltraTech has been recognized as the winner in the "Circular Business Model -Matured category" within the Indian cement industry at the first-ever Global Symposium and Awards on Resource Efficiency and Circular Economy. Hosted by FICCI on March 24-25, 2025, in New Delhi the theme of the global symposium was "Scaling Resource Efficiency & Circular Economy: Pathway for Global Sustainability."



UltraTech shines at the Advertising Club EMVIES 2025

UltraTech secured 16 trophies, including three gold and seven silver trophies, for its campaigns 'Banega Toh Badhega India', 'Yashaswi Pradhan', 'Baat Ghar Ki', and 'Ghar Ek Mauka Ek'.

These wins take our tally of awards to over 60 in FY25, the highest ever in a fiscal year.

A FORCE FOR GOOD

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UltraTech Cement Limited

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