

HeidelbergCement India Limited

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HCIL:SECTL:SE:2021-22

31st May 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 28th May 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



HeidelbergCement India Limited

Investor Presentation

Mar'21Q and FY21

31 May 2021



FY21 Key messages

Mar'21Q and FY21 performance

ESG Projects and initiatives

Digital initiatives

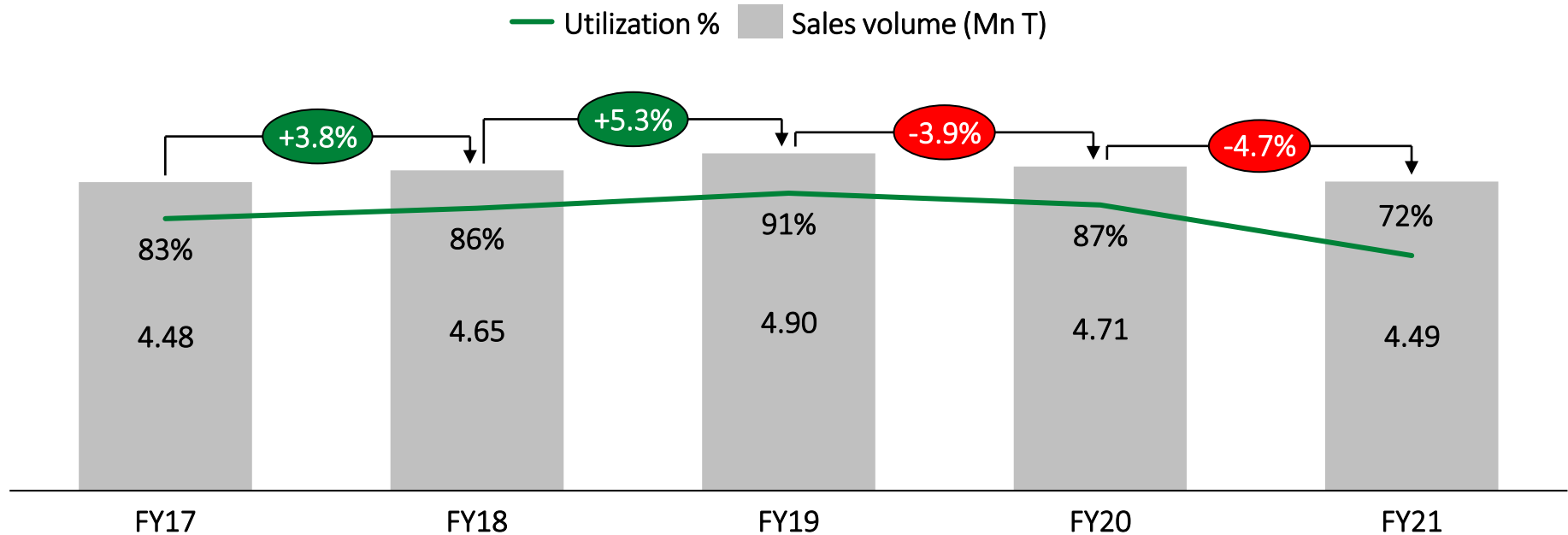
FY21 Key messages

- ✓ Capacity utilization of c. 72% in a difficult year
- ✓ Continues to produce 100% blended cement
- ✓ Dependence on grid power reduced to 63%, share of green power >22%
- ✓ EBITDA of ₹ 1,129 per tonne, +1% y/y
- ✓ Progressed on ESG Projects - Solar Power and Alternate Fuels
- ✓ Repaid 2nd tranche of NCD ₹ 1.25 billion
- ✓ Cash and bank balance exceed borrowings
- ✓ Continue to operate on negative net operating working capital
- ✓ Board recommended Dividend of ₹ 8 per share

HEIDELBERGCEMENT



FY21 volume decreased mainly due to nationwide lockdown in Apr-May'20



Decrease in utilization % due of increase in capacity to **6.26** Million Tonnes in March 2020 and lower volume due to COVID-19

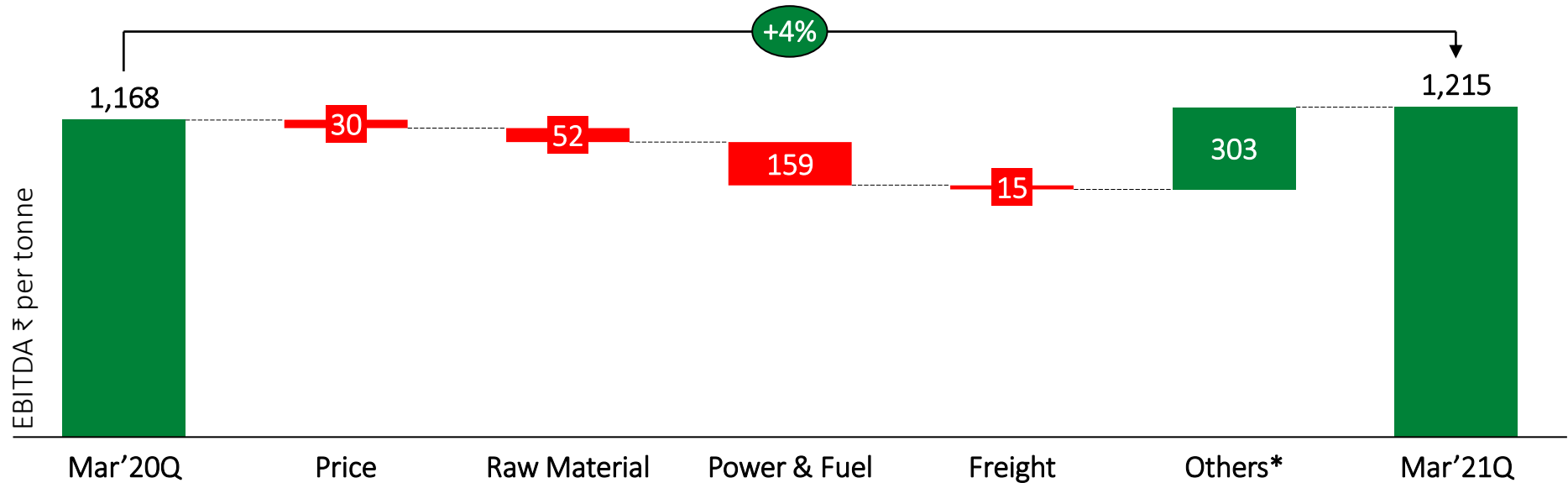
Strong performance despite decrease in volumes

Mio ₹

Particulars	Quarter ended		Change	Fiscal year ended		Change
	31-Mar-21	31-Mar-20		31-Mar-21	31-Mar-20	
Total income (net of taxes)	6,000	5,098	17.7%	21,167	21,696	-2.4%
Operating Expenses	4,478	3,824	17.1%	16,100	16,418	-1.9%
EBITDA	1,522	1,273	19.5%	5,066	5,278	-4.0%
Depreciation/amortization	275	275	-0.2%	1,110	1,086	2.2%
Other income	148	170	-13.2%	465	527	-11.9%
EBIT	1,395	1,168	19.4%	4,421	4,719	-6.3%
Interest and financial charges	92	163	-43.7%	509	739	-31.1%
Profit Before Tax	1,303	1,006	29.5%	3,912	3,981	-1.7%
Tax Expenses	-97	343	-128.3%	763	1,300	-41.3%
Profit After Tax	1,400	663	111.2%	3,150	2,681	17.5%
KPIs						
Sales volume (KT)	1,252	1,090	14.9%	4,486	4,705	-4.7%
Gross realisation (INR/t)	4,643	4,672	-0.6%	4,665	4,585	1.7%
Total cost (INR/t)	3,577	3,509	1.9%	3,589	3,489	2.9%
EBITDA (INR/t)	1,215	1,168	4.0%	1,129	1,122	0.7%
<i>EBITDA% of revenue</i>	26.2%	25.0%	117 bps	24.2%	24.5%	-25 bps
<i>PAT% of revenue</i>	24.1%	13.0%	1107 bps	15.1%	12.4%	263 bps

Note: Reduction in taxes mainly due to reversal of net deferred tax liability by ₹ 541 million in quarter and fiscal year ended 31-Mar-21.

Mar'21Q EBITDA/t supported by increase in other operating income & lower other expenses

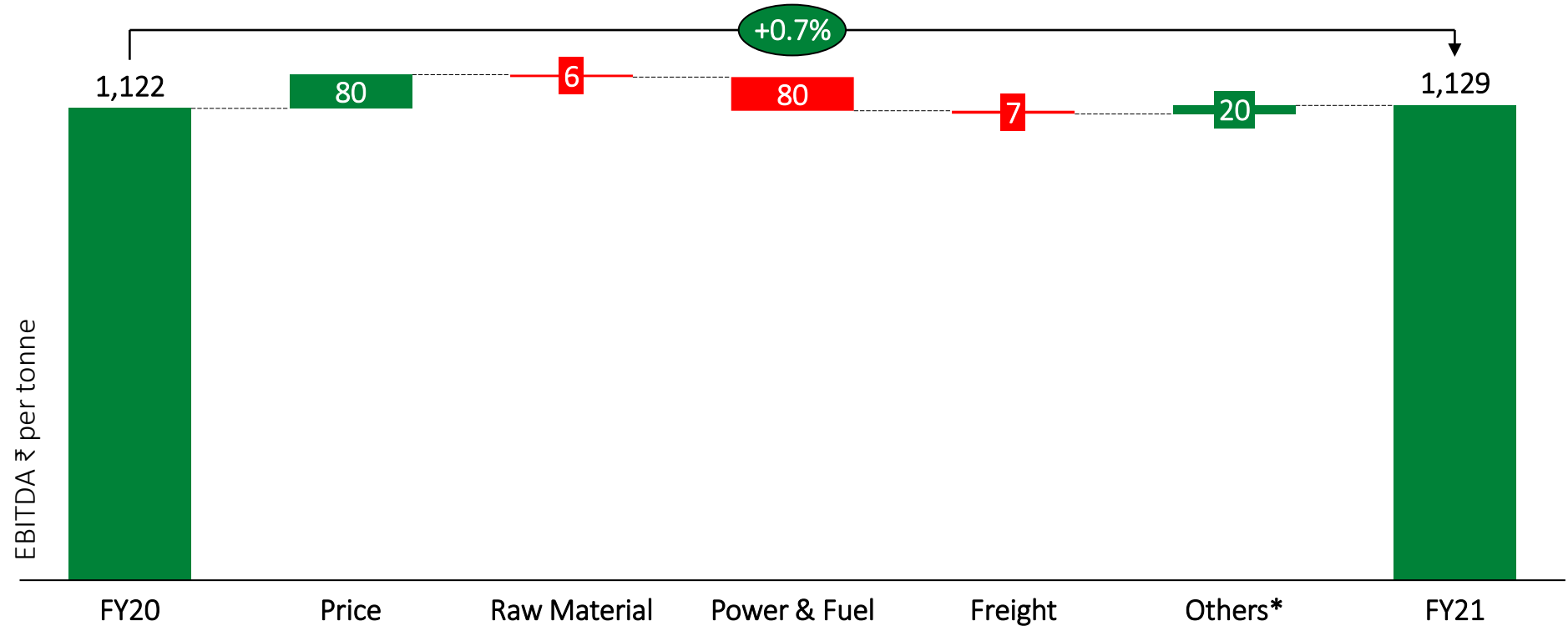


Note: Change in inventory has been apportioned 30:70 between Raw Material and Power and Fuel expenses.

*Others include other operating income, employee cost and miscellaneous expenses.

Increase in other operating income due to recognition of ₹ 148.5 towards SGST incentive from Govt. of Madhya Pradesh and decrease in other expenses partially due to optimization in administrative costs

Apr'20 – Mar'21 : Price increase was offset by hardening of power and fuel cost



Note: Change in inventory has been apportioned 30:70 between Raw Material and Power and Fuel expenses.

*Others include other operating income, employee cost and miscellaneous expenses.

SHARE OF VOLUME

Apr'20 – Mar'21 share of volume



47% road
volume,
+1% y/y



46% coal,
+7% y/y



19% of trade
volume,
+29% y/y



83% trade
sales,
-2% y/y

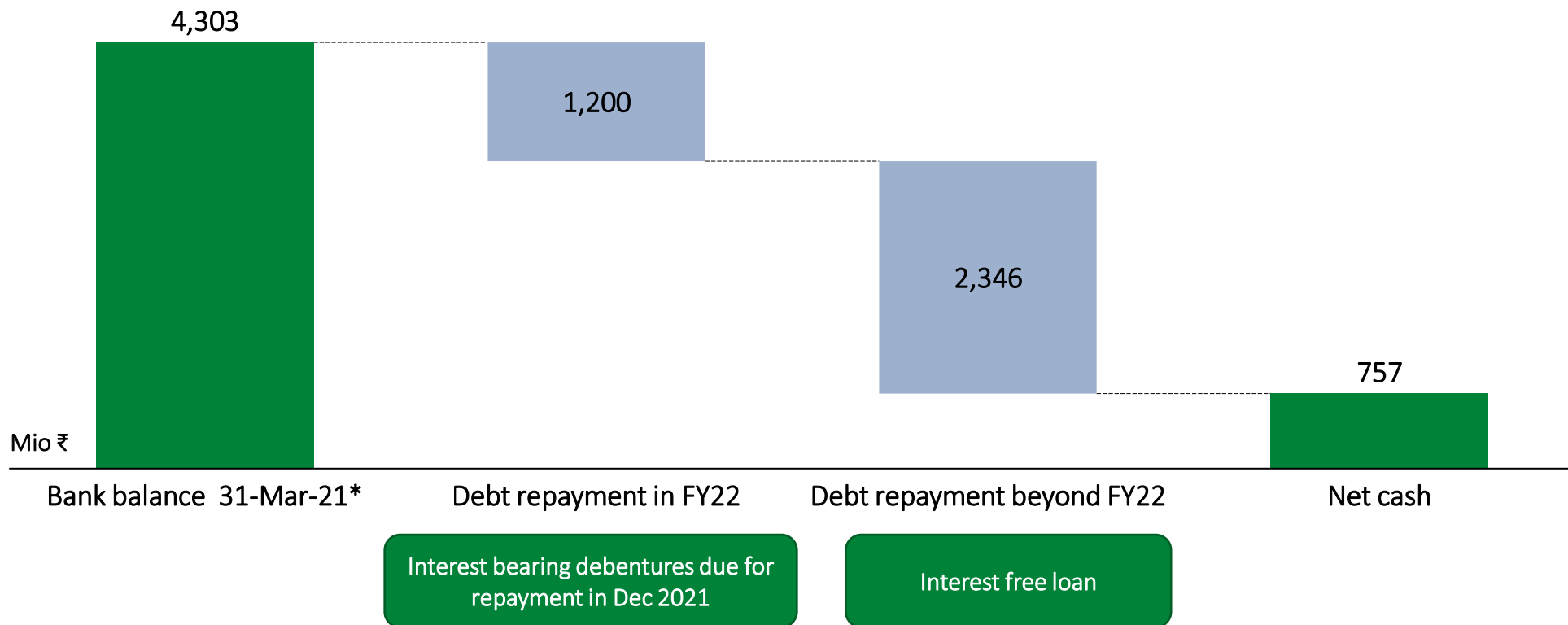
Continuously optimizing towards the appropriate mix

Continue to operate on negative net operating working capital

Particulars	31 Mar 2021 MINR	31 Mar 2020 MINR
Assets		
Non-current assets		
a) Property, plant and equipment	16,068.7	16,808.7
b) Right of use of asset	113.6	119.3
c) Capital work-in-progress	189.1	159.9
d) Intangible assets	2.1	2.3
e) Financial assets		
(i) Security deposits	287.7	287.7
(ii) Loans	1,500.0	-
f) Other non-current assets	331.0	309.1
	18,492.2	17,687.0
Current assets		
a) Inventories	1,607.1	1,457.6
b) Financial assets		
(i) Security deposits	148.9	138.2
(ii) Trade receivables	333.2	256.7
(iii) Cash and cash equivalents	4,302.7	4,697.4
(iv) Bank Balances other than (iii) above	13.8	8.8
(v) Other financial assets	808.8	670.9
c) Other current assets	2,747.5	3,011.7
	9,962.0	10,241.3
Total assets	28,454.2	27,928.3

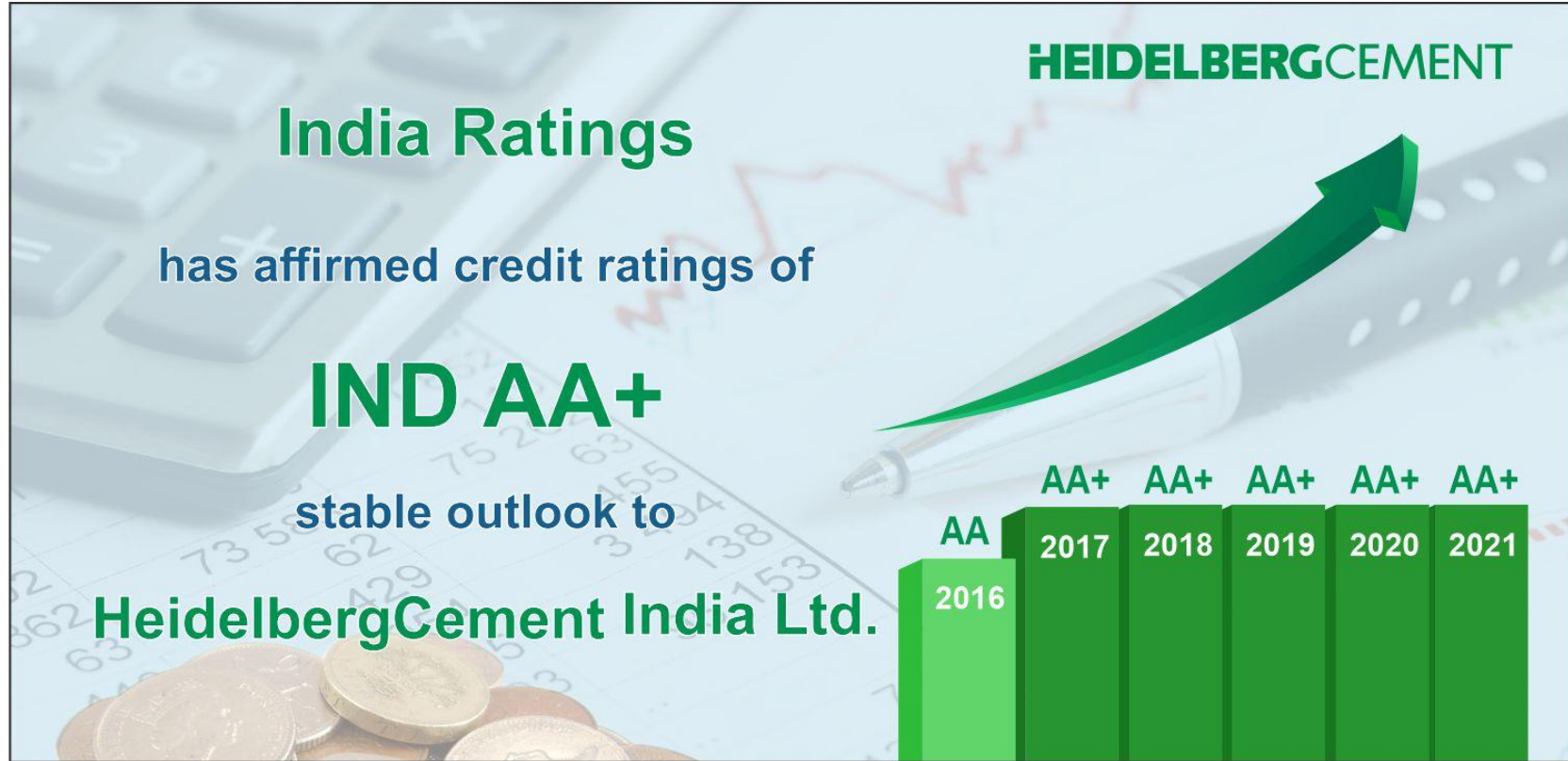
Particulars	31 Mar 2021 MINR	31 Mar 2020 MINR
Equity		
a) Equity share capital	2,266.2	2,266.2
b) Other equity	12,672.7	10,880.2
	14,938.9	13,146.4
Non-current liabilities		
a) Financial liabilities		
(i) Borrowings	1,744.9	2,800.6
(ii) Other financial liabilities	46.8	39.7
b) Lease Liability	74.5	76.7
c) Provisions	172.1	167.2
d) Government grants	359.4	504.7
e) Deferred tax liabilities (net)	1,937.5	1,902.6
	4,335.2	5,491.5
Current liabilities		
a) Financial liabilities		
(i) Trade payables		
-Dues of micro and small enterprises	7.8	4.2
-Dues of creditors other than MSME	2,698.5	2,580.0
(ii) Other financial liabilities	3,253.9	3,270.2
b) Other current liabilities	874.4	618.7
c) Government grants	145.3	145.3
d) Provisions	2,200.2	2,672.0
	9,180.1	9,290.4
Total liabilities	13,515.3	14,781.9
Total equity and liabilities	28,454.2	27,928.3

Cash and Bank balances exceed borrowings



*Bank balance after disbursement of inter company loan of ₹ 1,500 Million

Stable outlook

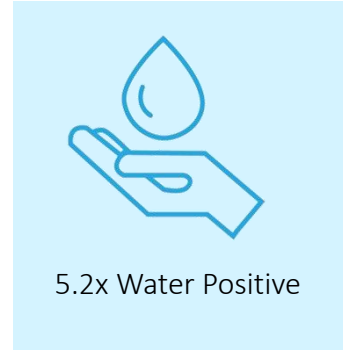
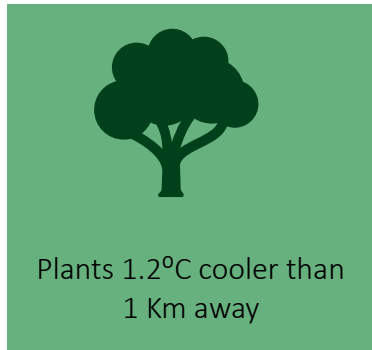
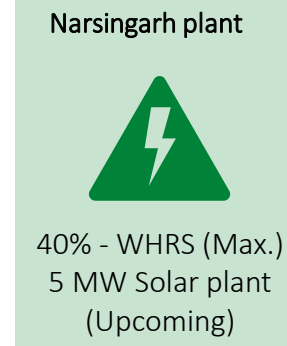
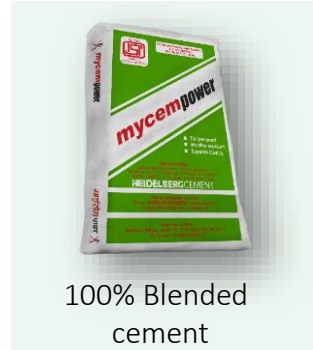
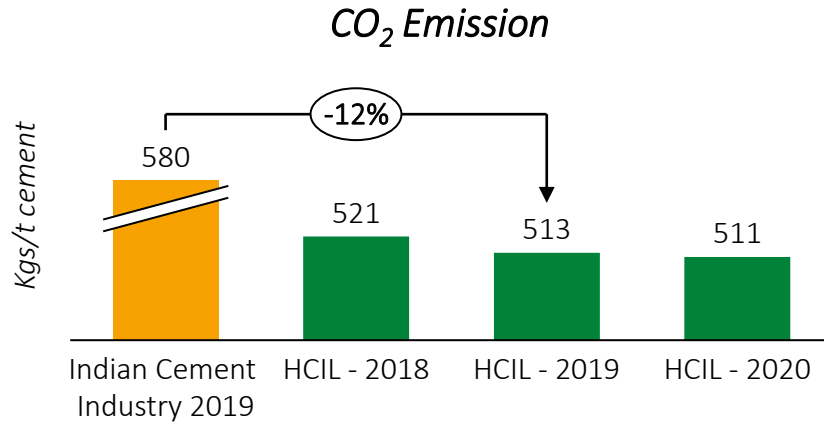


We made progress in ESG Projects – Solar Power and Alternate Fuels at Damoh

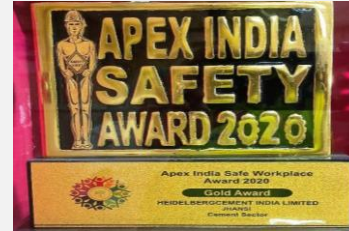
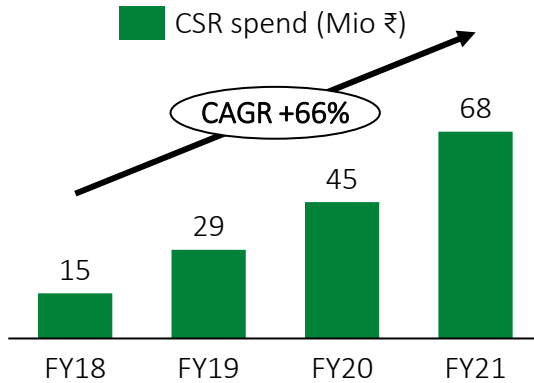


Actual site images

On-going ESG initiatives



Corporate Social Responsibility



Safe Workplace Gold Award to Jhansi Unit



Golden Peacock Award 2020



CSR leadership award 2020 in Infra. Category

Education kits distribution



Silai School



Cement concrete road construction



Continuous support to communities - Hospitals, Masks, Sanitization, Awareness, Oxygen and Vaccination etc.

Three pillars for Digitalization

HConnect



End-to-end experience for our customers

Key levers:

- Realtime information for Customer satisfaction & business development
- Reduced back-office workload
- Additional revenues

HProduce



Real-time insights and advanced analytics optimizers

Key levers:

- Higher production efficiency
- Lower production cost / less Down Time
- Lower maintenance cost

HService



Seamless connection with partners

Key levers:

- Digitalization of repetitive processes
- Increased productivity
- Further automation through Robotic Process Automation

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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 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

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- 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.