

UltraTech Cement Limited

Taking concrete actions for a sustainable future

Results: Q4 FY22

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Key
Highlights
and update

02

ESG
update

03

Financial
Performance

G L O S S A R Y

MNT – Million Metric Tons, **LMT** – Lakh Metric Tons, **MTPA** – Million Tons Per Annum,
MW – Mega Watts, **Q1** – April-June, **Q2** – July-September, **Q3** – October-December, **Q4** – January-March,
CY – Current Year period, **LY** – Corresponding period Last Year, **FY** – Financial Year (April-March)

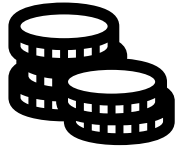
01

Key Highlights and update



Sewagram Cement Works, Gujarat

Macro indicators



GDP growth forecast for FY22 ~ 8.9%, lowered due to slow down in H2 FY22



CPI inflation at ~6.95% in Mar-22 led by higher food and fuel inflation, likely to increase further in Q1 FY23 amidst elevated global commodity prices



Manufacturing PMI marginally lower at 54.0 (vs 54.9 in Feb-22) on account of uncertain demand condition due to continued commodity price inflation

Sectoral Update Q4 FY22

State/Region wise performance						
Region	Volume Growth	I	R	H	C	Key drivers
North	=	●	●	●	●	✓ Urban housing demand slowed due to assembly elections, untimely rains and cold weather. Commercial demand grew in all the states ✓ Rural housing registered growth in Haryana and Rajasthan. Infrastructure supported demand from February onwards
Central	↑	●	●	●	●	✓ Rural housing registered growth in the region, Infrastructure de-grew ✓ Urban housing saw de-growth due to elections ✓ Government and Commercial projects supported institutional demand
East	↓	●	●	●	●	✓ Urban housing witnessed de-growth. Rural housing registered growth in Bihar Jharkhand and North-East States ✓ Infrastructure degrowth on account of local elections and unexpected rains in Odisha
West	↓	●	●	●	●	✓ Maharashtra: Housing witnessed de-growth. Infrastructure saw marginal growth. ✓ Gujarat: Rural housing witnessed growth and Infrastructure saw robust growth
South	↑	●	●	●	●	✓ Housing grew almost in all the States ✓ Infrastructure witnessed growth in Andhra Pradesh, Tamil Nadu and marginal growth in Kerala

Q4 Highlights



Capacity Utilization - 90%

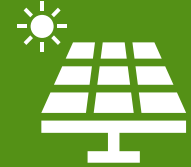


Blended Mix - 69%



Trade Mix – 66%

Solar Capacity addition
48 MW



WHRs Capacity addition
11 MW



Green Power Mix - 19.7%



FY22 Highlights



Volume grew 8.8%
93.99 MnT



Net Sales up 16.9%
Rs 51,708 Crs

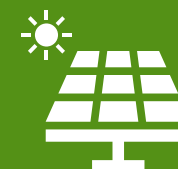


Operating Costs/Mt
up 17%

Operating EBITDA
Rs 1266/Mt; lower by 7.8%



Green Power Capacity added
121 MW Solar and
42 MW WHRS



Cement Capacity Addition
3.2 MTPA



02

ESG Update



At UltraTech, we endeavour to integrate sustainability into our business conduct. Over the years, we have made conscious investments towards building a sustainable future and remain committed to Invest in our Planet.

Progressing towards our sustainability targets

	Climate and Energy 	Circular Economy 	Environment 	Green Energy 
ESG Metric	CO₂ Reduced [kg CO ₂ /t cement]	WASTE Recycled [MnT]	WATER Positive [Times]	Green Power Capacity [MW]
FY22 Performance*	585 	23.6 	4.2x 	WHRS : 167 Renewable : 269 

*Unaudited numbers and % changes are with respect to YoY comparison

CSR Update



Coverage and Spend:

- ✓ **Geographical Reach** : 16 States, 24 Districts, 39 Blocks, 507 Villages
- ✓ **People benefited** : 1.4 million
- ✓ **Education for** : 1.3 lacs students
- ✓ **CSR Spend** : Rs 96 Crores

Activities during the quarter:

- ✓ Continuous education support through 31 Company run schools and Pre-school education support
- ✓ Rural Mobile Health Camps organized benefiting ~7k people
- ✓ Agriculture training programs - 72 sessions and 2417 farmers
- ✓ Animal vaccination services and training programs

Women Empowerment

India's first 'all-women' operated Ready-Mix Concrete unit



Ms. Laxmi Dhavane and her team at
UltraTech's all-women operated RMC plant near Pune.

Smt. Gamit Ramilaben Raysingbhai was recently awarded the Padma Shri for her exemplary work in making villages in Gujarat open-defecation free. She has leveraged the masonry skills gained as a member of UltraTech's Kutumb programme to form an all-women team for constructing toilets in rural Gujarat.



Sustaining Ecosystems and Building Livelihoods



A watershed project by Andhra Pradesh Cement Works, Andhra Pradesh

Enhances rural livelihoods through water conservation in Andhra Pradesh's Kurnool and Anantapur districts:

- Constructed seven rainwater harvesting structures in 2 villages which has led to increase groundwater level by 2 to 4 meters
- Created a water storage capacity of around 27,000 cubic metres (M³)
- Over 2000 people have been benefited

Safety First

4.5

lakh hours of
safety training

0.19

Lost time injury
frequency rate of

91%

of our sites
witnessed zero
lost time injury



03

Financial Performance

Building
Stronger
and
Faster
City infrastructure

ALL metro projects across
the country under
construction using
UltraTech Cement



Sales: Q4 FY22

	Grey Cement (India)	RMC	White Cement	Export and Others	Grey Cement (Overseas)	Consolidated [^]
 Volume (Mnt)	25.95	177 <i>no. of plants</i>	0.40	0.20	1.35	27.69
Growth (YoY)	-	45 <i>nos</i>	-5%	-11%	-5%	-0.3%
Growth (QoQ)	21%	26 <i>Nos</i>	-2%	29%	8%	20%
 Revenue (₹ Crores)	13,103	851	545	420	701	15,557
Growth (YoY)	8%	27%	-2%	22%	32%	9%
Growth (QoQ)	23%	27%	0.5%	33%	18%	22%






[^]After elimination of inter company sales

Sales: FY22

	Grey Cement (India)	RMC	White Cement	Export and Others	Grey Cement (Overseas)	Consolidated [^]
 Volume (Mnt)	87.23	177 no. of plants	1.46	0.79	4.93	93.99
Growth (YoY)	9%	45 nos	11%	-25%	0.6%	9%
 Revenue (₹ Crores)	43,656	2,641	1,955	1,363	2,232	51,708
Growth (YoY)	15%	50%	10%	15%	14%	17%



Performance Highlights : Q4 FY22

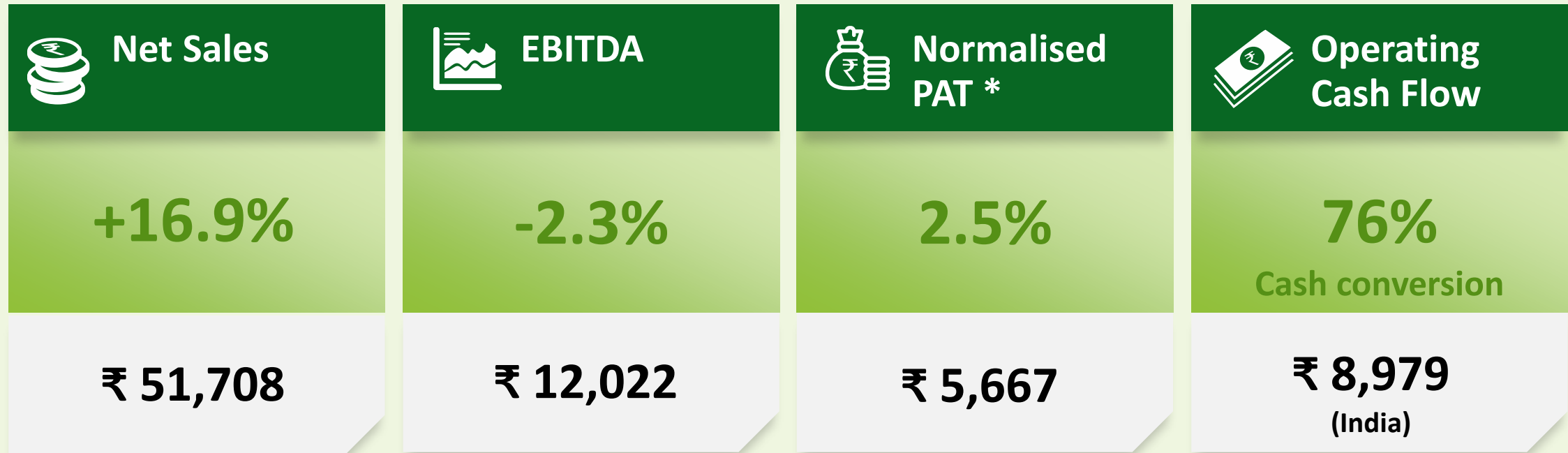
₹ Crores

	 Net Sales	 EBITDA	 Normalised PAT *	 Net Debt / EBITDA
YoY	+9.3%	-15.6%	-18.5%	
QoQ	+22.4%	+27.1%	+26.0%	0.32x
	₹ 15,557	₹ 3,165	₹ 1,478	₹ 3,751 (India)

* Excluding (1) reversal of provision of Income Tax of ₹ 983 crs pursuant to completion of prior year tax assessments (2) Gain on sale of asset held for disposal - Rs 160 crs

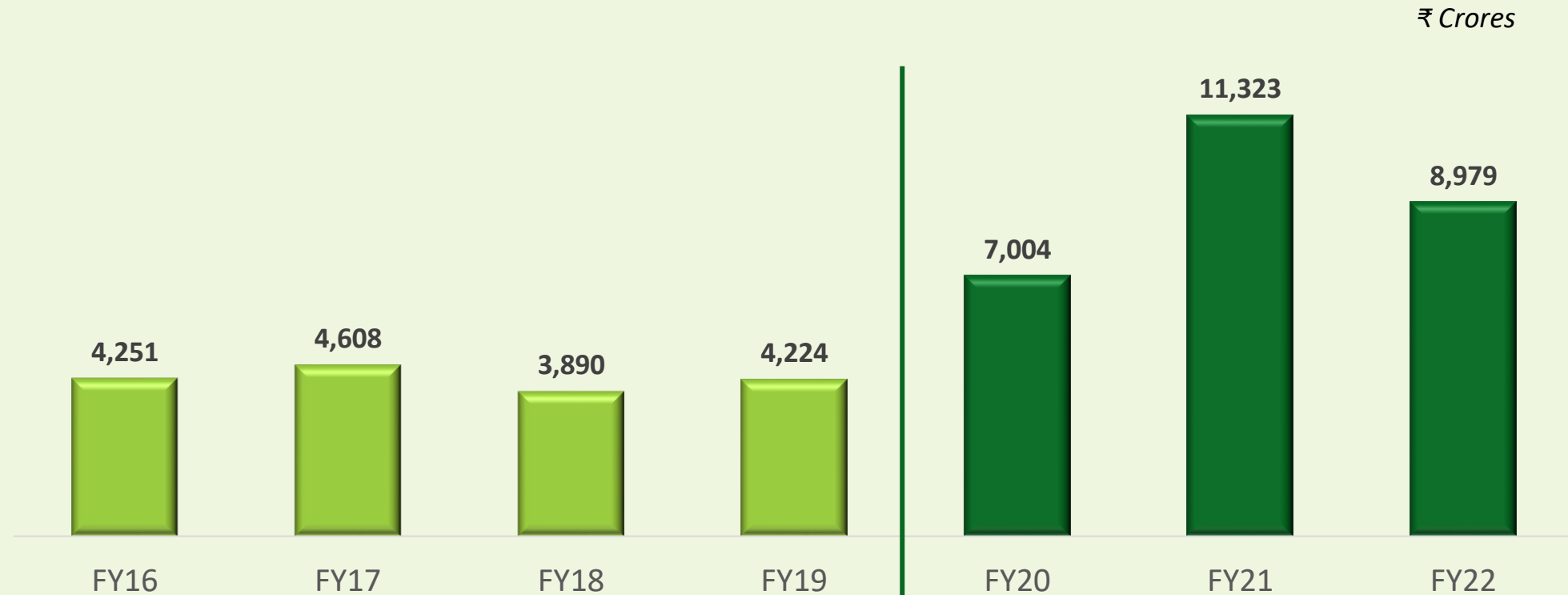
Performance Highlights : FY22

₹ Crores



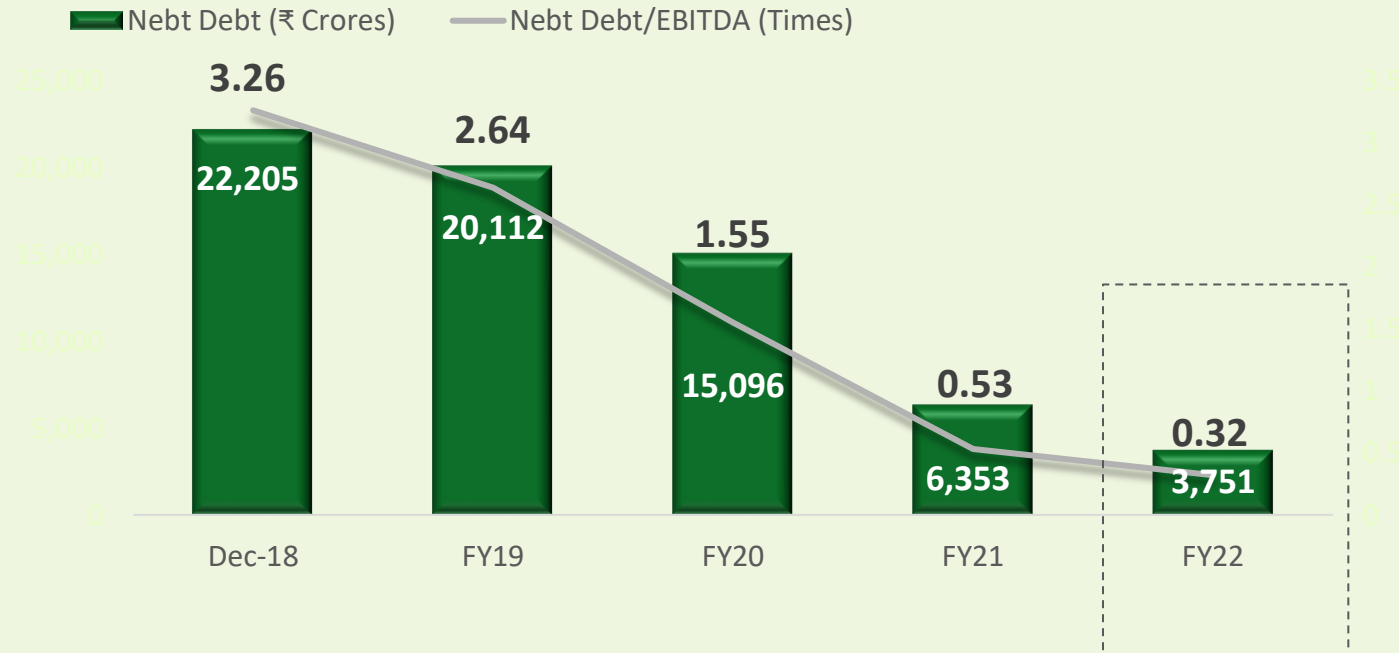
* Excluding (1) reversal of provision of Income Tax of ₹ 1518 crs pursuant to completion of prior year tax assessments (2) Gain on sale of asset held for disposal - Rs 160 crs

Operating Cash Flow Trend (India Business)



Acquired assets started generating cash flow and synergy benefits

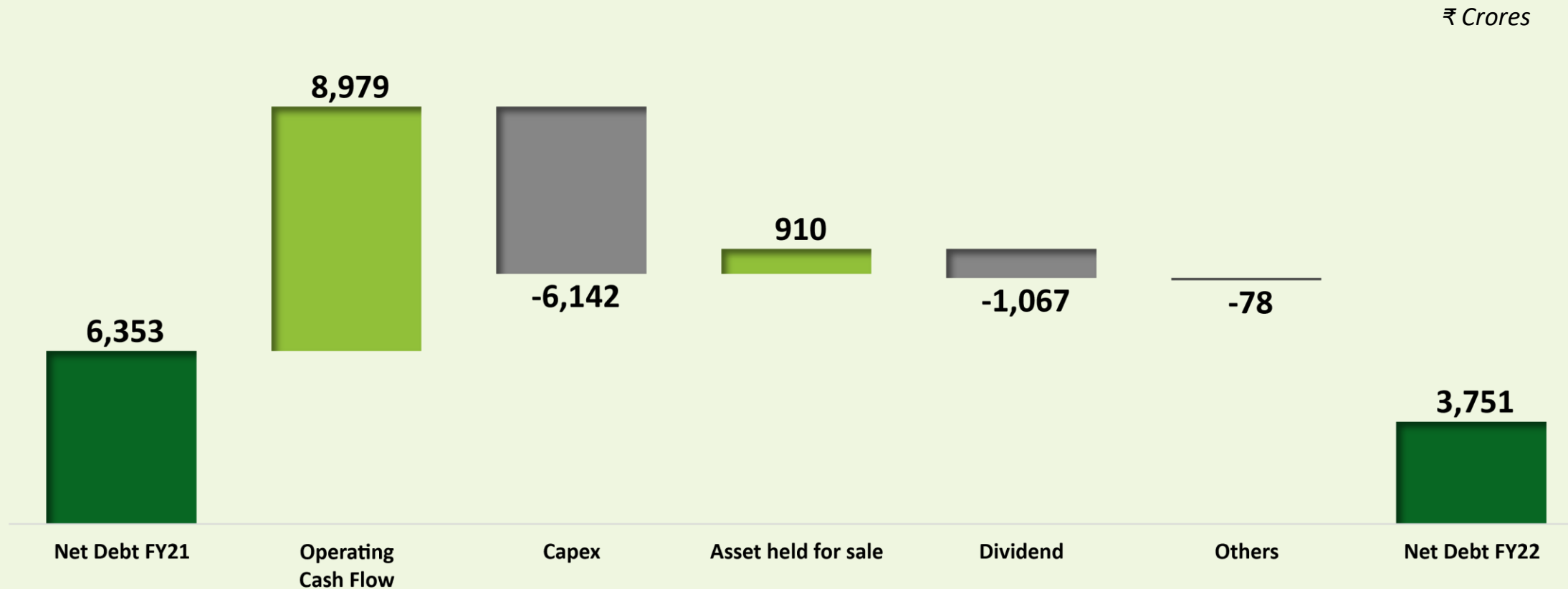
Net Debt trend



Net Debt reduction
From the peak
₹ 18,454 Crores

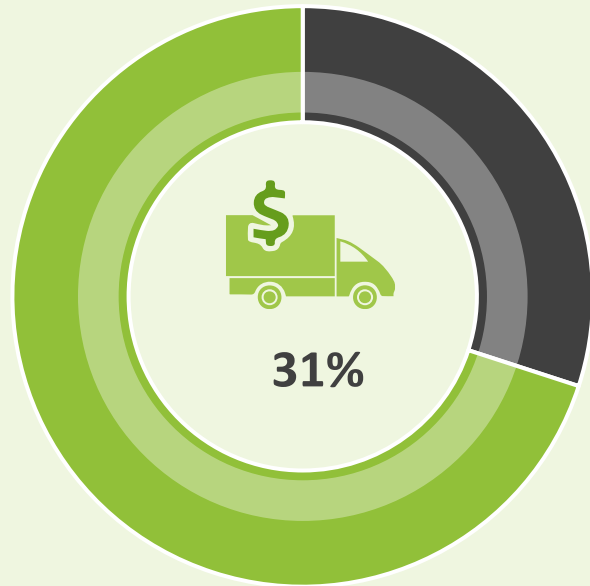
**Consolidated Net Debt/EBITDA
as on March-22 : 0.32x**

Net Debt Bridge FY22 (India Business)



Key Cost Indicators: Q4 FY22

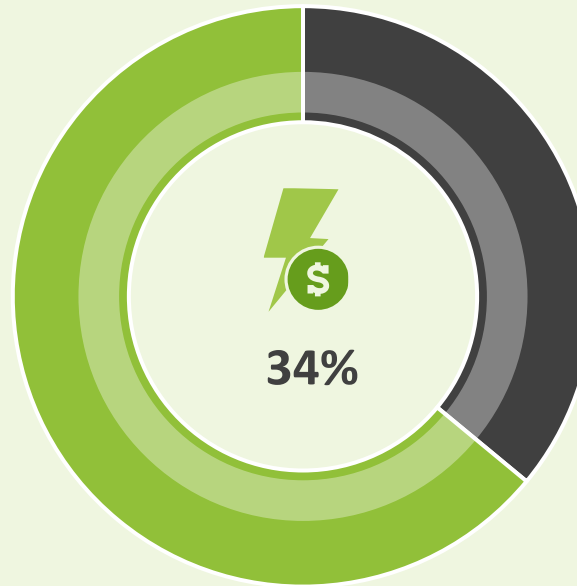
Logistics Cost



Increased 4% YoY to Rs. 1218/t

Diesel prices higher by ~11%

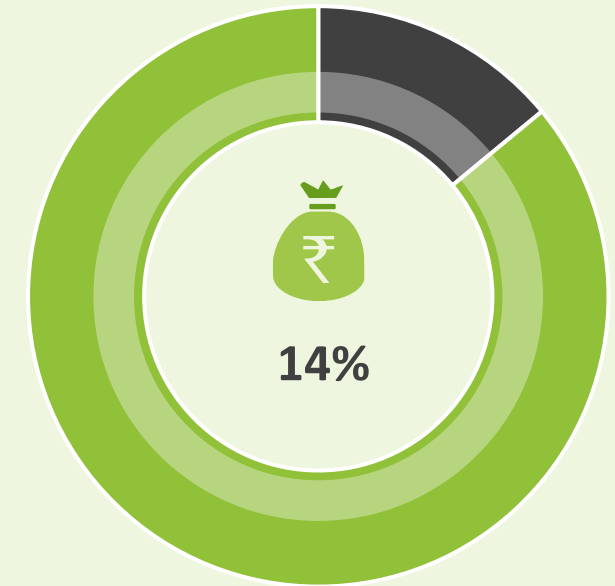
Energy Cost



Increased 48% YoY to Rs. 1450/t

Increase in fuel prices

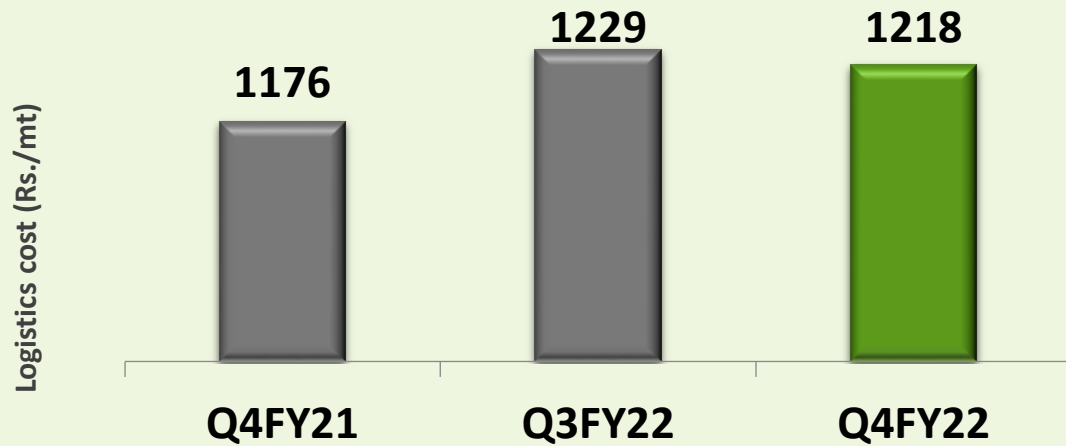
Raw Material Cost



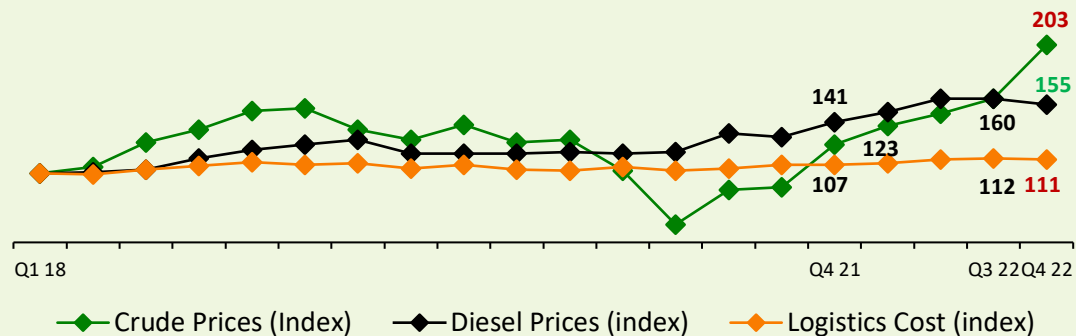
Increased 7% YoY to Rs. 554/t

Increase in input cost and diesel prices

Logistics Cost Trend



Logistics cost v/s Diesel Price Index



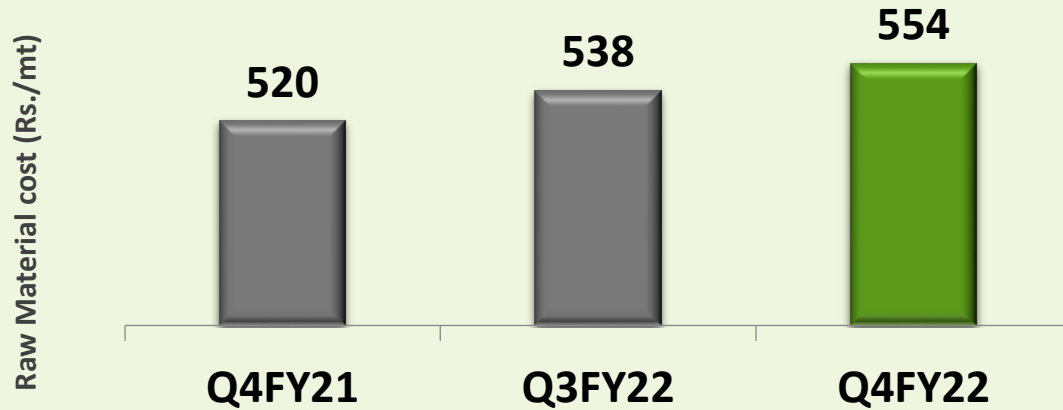
YoY cost increase : 4%

- ✓ Diesel price higher by ~11%
- ✓ Inflationary increase in cost partially mitigated by improved efficiency
- ✓ Road mix higher by 2%

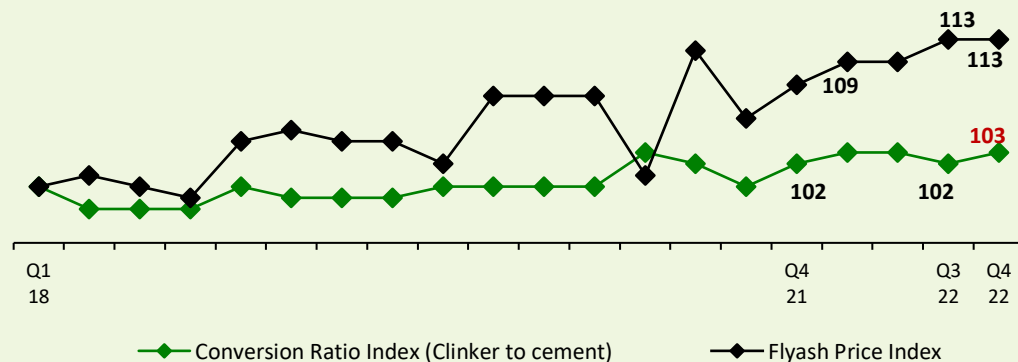
QoQ cost decrease : 1%

- ✓ Average diesel prices are lower by 3% on QoQ basis

Raw Material Cost Trend



Conversion Ratio and Flyash Price Index



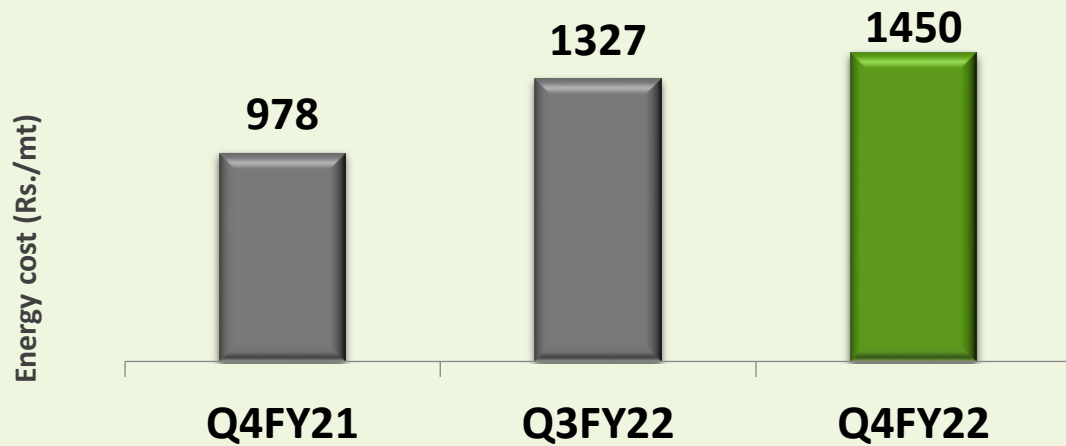
YoY cost increase : 7%

- ✓ Increase in flyash, gypsum and diesel prices
- ✓ Improved clinker to cement conversion by ~ 1%

QoQ cost increase : 3%

- ✓ Increase in cost of gypsum, other grinding aid

Energy Cost Trend



Energy cost v/s Petcoke Price Index



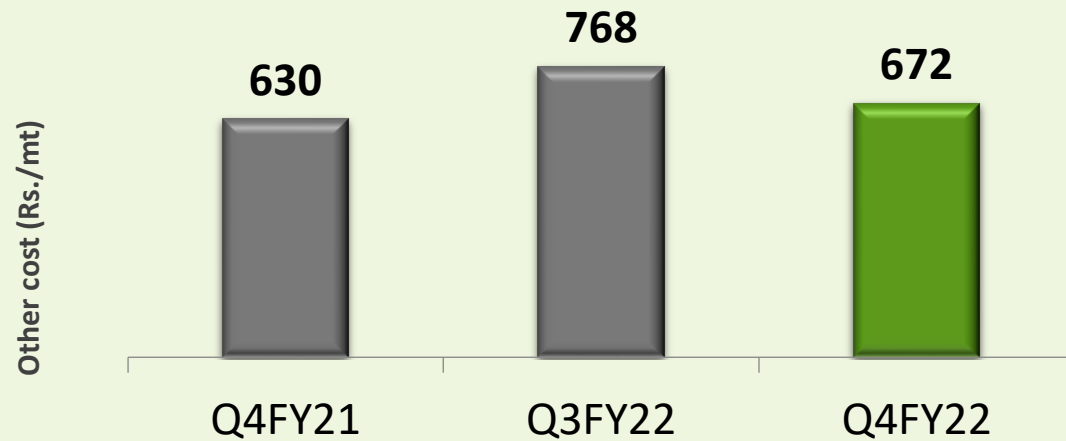
YoY cost increase : 48%

- ✓ Blended petcoke/coal cost for the quarter USD 164/Mt; increased by 69%
- ✓ Green Power Mix : 19.7%

QoQ cost increase : 9%

- ✓ Power consumption ~ 73.29 Kwh/Mt; lower by 1.7%
- ✓ Blended petcoke/coal cost increased by ~8.5%

Other Cost Trend



YoY cost increase : 7%

- ✓ Increase in packing material cost ~ 6%
- ✓ Increase in other fixed costs

QoQ cost decrease : 12%

- ✓ Benefit of operating leverage due to higher volume in the quarter
- ✓ Plant maintenance in Q4 LY

Q4 FY22 Financial Performance

₹ Crores

Consolidated		Particulars	India Operations	
CY	LY		CY	LY
15,557	14,232	Net Sales ^	14,919	13,757
211	174	Operating Income	231	190
92	60	Other Income	105	82
15,860	14,466	Total Income	15,255	14,029
Expenses :				
2,099	1,933	Raw Materials Consumed	1,985	1,774
461	280	Purchase of Traded Goods	329	262
163	199	Changes in Inventory	154	181
627	614	Employee Costs	602	590
3,968	2,704	Power and Fuel	3,822	2,592
3,479	3,888	Logistics Cost	3,452	3,268
1,896	1,698	Other Expenses	1,785	1,675
3,165	3,751	EBITDA	3,126	3,687

FY22 Financial Performance

₹ Crores

Consolidated		Particulars	India Operations	
CY	LY		CY	LY
51,708	44,239	Net Sales ^	49,615	42,578
891	486	Operating Income	955	537
508	734	Other Income	522	746
53,107	45,460	Total Income	51,092	43,860
Expenses :				
7,096	5,794	Raw Materials Consumed	6,477	5,290
1,252	842	Purchase of Traded Goods	1,025	757
(383)	450	Changes in Inventory	(382)	436
2,535	2,353	Employee Costs	2,421	2,241
12,137	8,331	Power and Fuel	11,613	7,935
11,712	10,043	Logistics Cost	11,609	9,977
6,735	5,345	Other Expenses	6,480	5,170
12,022	12,302	EBITDA	11,849	12,055

^After elimination of inter company sales

Income Statement: Q4 FY22

₹ Crores

Consolidated			Particulars	India Operations		
CY	LY	%		CY	LY	%
15,557	14,232	9	Net Sales ^	14,919	13,757	8
3,165	3,751	(16)	EBITDA	3,126	3,687	(15)
206	377	45	Finance costs	175	367	52
703	698	(0.8)	Depreciation and Amortization	680	671	(1)
785	865		Tax expenses	804	865	7
(6.7)	(1)		Minority interest	-	-	
1,478	1,814	(19)	Normalised PAT *	1,468	1,783	(18)
2,620	1,775	48	Reported PAT	2,610	1,748	49
196	192	2	EPS (Rs.) (basis trailing 12 months and before exceptional items)	194	188	34

^After elimination of inter company sales

* Excluding (1) reversal of provision of Income Tax of ₹ 983 Crs pursuant to completion of prior year tax assessments in CY (2) Gain on sale of asset held for disposal – Rs 160 Crs in CY (3) and before impairment loss in LY

Income Statement: FY22

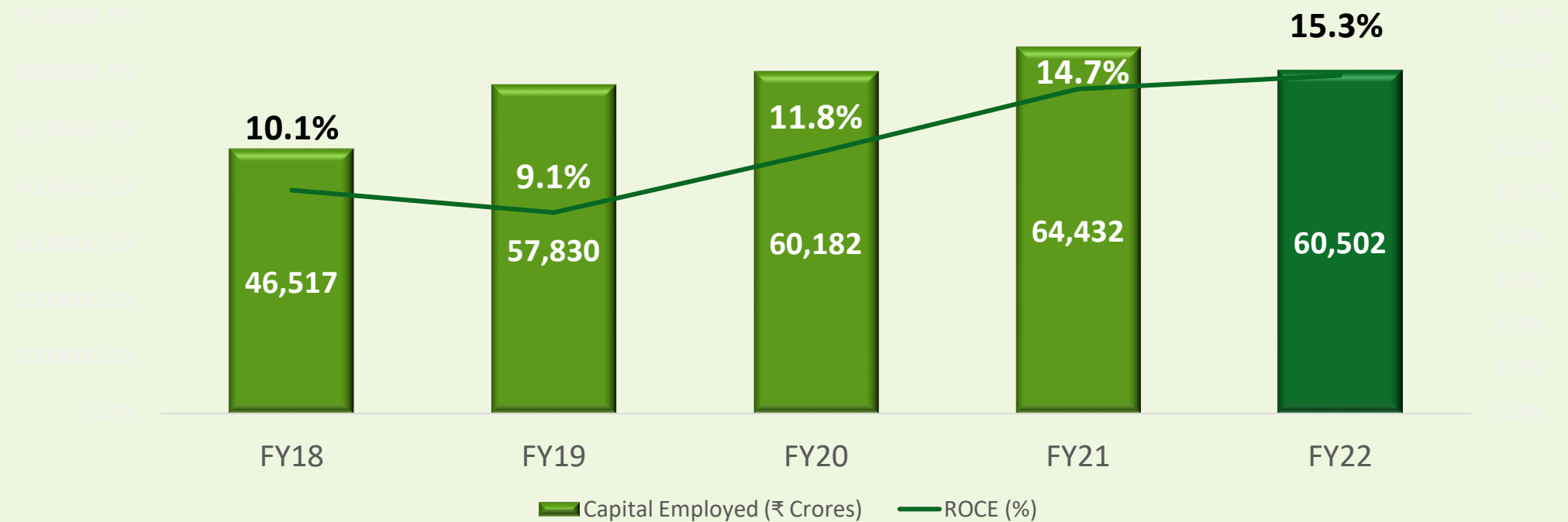
₹ Crores

Consolidated			Particulars	India Operations		
CY	LY	%		CY	LY	%
51,708	44,239	17	Net Sales ^	49,615	42,578	17
12,022	12,302	(2)	EBITDA	11,849	12,055	(2)
945	1,486	36	Finance costs	898	1,443	38
2,715	2,700	(0.5)	Depreciation and Amortization	2,606	2,573	(1)
2,708	2,539		Tax expenses	2,744	2,554	
(10)	(1)		Minority interest			
5,667	5,530	2	Normalised PAT *	5,601	5,433	3
7,344	5,463	34	Reported PAT	7,279	5,370	36
196	192	2	EPS (Rs.) (basis trailing 12 months and before exceptional items)	194	188	34

^After elimination of inter company sales

* Excluding (1) reversal of provision of Income Tax of ₹ 1518 Crs pursuant to completion of prior year tax assessments in CY (2) Gain on sale of asset held for disposal – Rs 160 Crs in CY (3) and before impairment loss in LY

Return on Capital Employed (India Business)



Disclaimer

Statements in this ‘presentation’ describing the Company’s objectives, estimates, expectations or predictions may be “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make difference to the Company’s operations include global and Indian demand supply conditions, finished goods prices, feedstock availability and prices, cyclical demand and pricing in the Company’s principal markets, changes in governmental regulations, tax regimes, economic developments within India and the countries within which the Company conducts business and other factors such as litigation and labour 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.

UltraTech Cement Limited

Regd. Office: Ahura Centre, Mahakali Caves Road, Andheri (E), Mumbai – 400 093
[Corporate Identity Number L26940MH2000PLC128420]

www.ultratechcement.com or www.adityabirla.com
investorrelations.utcl@adityabirla.com

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