

Ref. No.: Sec/114/2021-22

November 10, 2021

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

Dear Sir/Madam,

Sub: Investor and Analyst Conference Call presentation for the quarter ended September 30, 2021

In furtherance of our letter no. Sec/104/2021-22 dated October 21, 2021 and Sec/112/2021-22 dated November 10, 2021 giving intimation of the Investor and Analyst Conference Call, please find enclosed the investor presentation on the performance of the Company for the quarter ended September 30, 2021, to be made to Investor and Analyst on Thursday, November 11, 2021.

The presentation is also being made available on the Company's website at www.nuvoco.com.

We request you to take the above on record.

Thanking you,

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


Shruta Sanghavi
SVP and Company Secretary



Encl: a/a

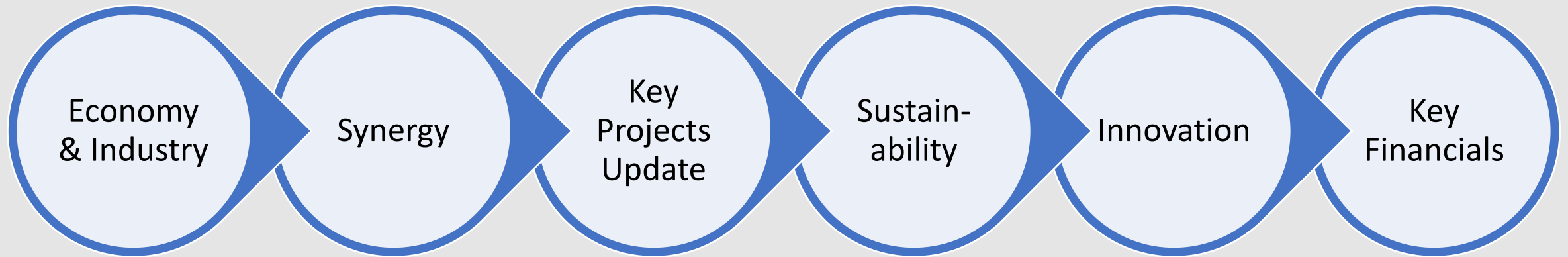


INVESTOR PRESENTATION

Q2 FY 2022



Content Flow



GLOSSARY : Mn T – Million Ton ; MTPA–Million Tons Per Annum; MW–Mega Watts; Q2- July to September; FY – Financial Year (April- March)

Economy & Industry



Economy

- Economy witnessed V shaped recovery post FY20 (Q1 FY22 GDP – 20%, FY22 expected ~9-10%)
- Q2 FY 22 marked by
 - Lowering of CPI (~5% in Q2)
 - Improved Production (IIP increased by ~12% in Aug Y-o-Y)
 - Sequential Improvement in PMI (Manufacturing) – (~54 in Q2)
 - Steady Rupee (~1% Gain)
- Q2 FY22 GDP - ~8% *
- Steep fuel inflation ^ (Petcoke - ~180 USD/T (~40+%); Imported Coal - ~135 USD/T (35+%)
- FY 22 GDP (E) - ~9-10% growth - Strong global recovery & rural demand*

* Source: RBI estimates

^ Source: Figures as on Sept 2021 and % change from Sept -21 to June 21

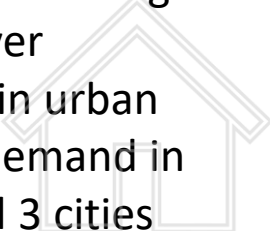
Setting pace for H2 – Increased Vaccination + Eased Restrictions + Good Monsoons

Industry

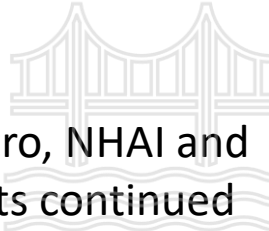
- All India Demand improved in Q2 FY 22 on Y-o-Y basis
- East - Only region to have witnessed demand decline, Largely led by extraneous factors like:
 - Sand unavailability in Bihar
 - Transporter’s strike in Chhattisgarh
 - Heavy monsoon in West Bengal & Cyclone impact in Odisha
 - Coal Crisis

Segments Outlook


Housing

- Affordable Housing – Major Driver
 - Recovery in urban housing demand in Tier 2 and 3 cities
- 

Infrastructure

- Key projects (WDFC, Expressways)
 - Irrigation, Metro, NHAI and PMGSY projects continued
- 

Industrial & Commercial

- Gradual Ramp up with pick up of deferred capex
- 

Cement demand to be driven largely by housing & infrastructure

Synergy



Unlocking Value for Nuvoco



Project SPRINT – Current run rate ahead of the planned target

- ✓ Logistics Synergy – Delivering as per plan ; Combating the diesel price hike
- ✓ Clinker Rerouting – Aiding in lower clinker freight cost
- ✓ Manufacturing Synergy - Mitigating the input price hike
- ✓ Procurement Synergy – Sourcing efficiency in place, contributing towards addressing the rising costs
- ✓ PCC Ramp Up in East – Manufacturing capability enhanced to meet market opportunity
- ✓ Double Bull North – Ramp up as per plan, Sourcing from all North plants

Project SPRINT – Delivering as per plans

Key Projects Update



Clinker Debottlenecking Updates

Risda - Clinker debottlenecking

- ✓ Clinker Debottlenecking touching 11,000 TPD
- ✓ Achieved 50% completion in Q2 FY22 itself during shutdown



Nimbol - Clinker debottlenecking

- ✓ Nimbol clinker debottlenecking kickstarted
- ✓ Capacity enhancement of 1000 TPD



Cement Expansion

Enhancing East grinding capability



Brownfield expansion Jojobera - 1.5 MTPA

CPP Projects

Increasing share of captive Power

CPPs at :

- ✓ Arasmeta (Commissioned)
- ✓ Jojobera (Under trial commissioning)



Captive Power Plant at Arasmeta

Other Projects Update

PCC Ramp Up faster than Plans

- ✓ PCC Roll out from Jojobera
- ✓ Opportunity for 100% conversion from PPC to PCC at Jajpur completed
- ✓ Panagarh already kickstarted
- ✓ System primed to achieve PCC volume plans

Double Bull in North

- ✓ Ramp up at Sales and Manufacturing end
- ✓ Manufacturing from all 3 plants in North



Capex incurred in Q2 FY 22 – ~Rs. 120 Cr (Q1 FY 22 - ~Rs. 113 Cr)

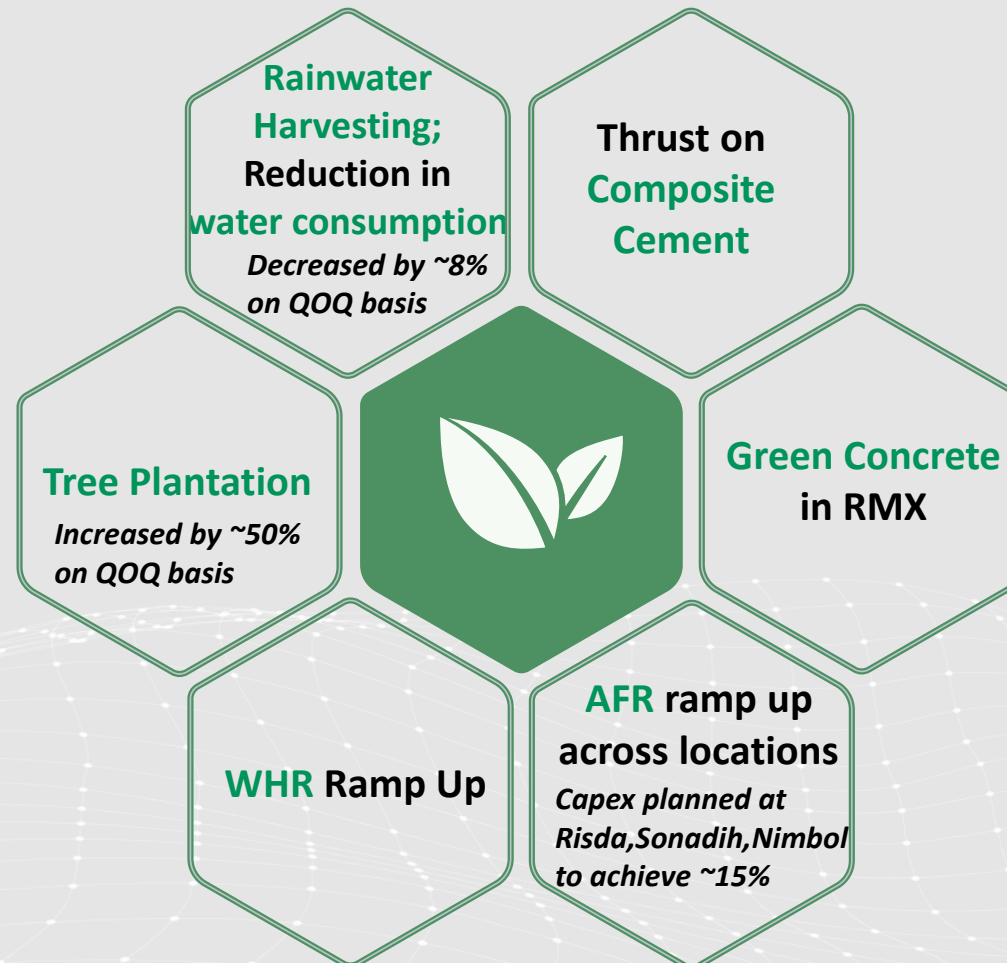
Sustainability



Sustainability – Key Thrust Area

Carbon footprint baseline under validation from external agency (CII)

Key Projects:



CSR Activities in Q2 FY 22



Shikshit Bharat

- Support to meritorious students – Education scholarship to 11 Class X students at Bhiwani plant.
- Installed water purifiers in 15 schools around Arasmeta plant benefitting 3000+ students.



Swastha Bharat

- Medical equipment, O2 cylinders, concentrators provided by Sonadih and Chittor plant to authorities.
- Regular health check-ups with Project Angan, an initiative to promote preventive health check-ups.



Saksham Bharat

- Project Samriddhi at Mejia formed Sanchari Women Farmer Producer Company with 400 women.
- Skill development project at Sonadih, Project Daksh has started 5th batch with 30 students.



Sanrachit Bharat

- Nimbol carried out pond distilling work in nearby villages to enhance water harvesting capacity.
- Clean Energy – 3 schools installed with 5KVA Solar Rooftop Panels on World Environment Day.



Innovation & Awards



Innovation Focused.....

Zero M Watershield 2K

- ✓ Acrylic Cementitious Waterproofing Coating



- ✓ Ideal for roof slabs, bathrooms, kitchen sinks and chajjas
- ✓ Launched in Northern markets

Zero M Speedex Tile Grout

- ✓ Ready-to-use unsanded tile grout



- ✓ Recommended for vitrified, non-vitrified, ceramic and stone tiles.
- ✓ Available in Eastern & Northern markets

Zero M GermiCheck

- ✓ Anti- Microbial wall putty



- ✓ Certified for protection against 10 different bacteria for safe and fortified homes
- ✓ Ramped up in Eastern & Northern markets

Awards



Mr. Prasadi Lal Meena, Industries Minister, Rajasthan felicitating Team Nuvoco at the event.



- Nuvoco's DGMF (Cement with MicroFiber) received Excellence Award under Product Innovation in Cement category at Times of India - Rajasthan Industrial Icons 2021.
- **Nuvoco is the only cement company in India to have cement with MicroFiber.**

Key Financials



Key Highlights – Q2 FY 22 – QoQ basis

Market	Cost Pressure	Profitability
--------	---------------	---------------

Extraneous Factors – Impacted Operational performance in Q2

<ul style="list-style-type: none"> • East Region – Most Impacted <li style="margin-left: 20px;">• Demand Declined ~15+% <li style="margin-left: 20px;">• Prices decreased by ~4-5% 	<ul style="list-style-type: none"> • Coal crises <ul style="list-style-type: none"> • Domestic Petcoke - ~29%* • Imported Petcoke - ~42%* • Imported Coal -~70%* • Linkage Coal supply concern • CPP savings dampened 	<ul style="list-style-type: none"> • Seasonally weak quarter • Inability to pass on the Cost escalation
---	--	---

Strong Rebound from October onwards

<ul style="list-style-type: none"> • Robust demand drivers • Poised to exploit the growth 	<ul style="list-style-type: none"> • Grid/CPP interchangeability • Linkage Coal supply improving 	<ul style="list-style-type: none"> • Cost pass-on – October Price hike • Softening of fuel prices • Higher incentive from Jojobera volumes • WHR output
---	--	---

Note : *Price Change wrt to April 2021

Key Highlights – Q2 FY 22 – YoY basis

Key Updates for Q2 FY 22

- ✓ Volumes at par despite weak demand in East
- ✓ Price acceleration Program improved revenue
 - ✓ Premium product share increased by ~3%*
- ✓ Synergies plans (Project SPRINT) on track
- ✓ Higher incentive from Jojobera expansion
- ✓ CPP and WHR Savings – Mitigating the significant rise in fuel prices
- ✓ Shutdowns largely completed in the quarter
- ✓ RMX and MBM businesses on track

Key Indicators - Consolidated

For the period Q2 FY 2022

3.8

**Total Volume
(Million T)**

2020

**Total Revenue
(INR Cr)**

338

**Total EBITDA
(INR Cr)**

17%

**EBITDA Margin
(%)**

877

**EBITDA
(INR/T)**

Income Statement

(All amount in INR Cr)	Consolidated		
	H1 FY21 [^]	H1 FY22	% Change
Revenue from Operations	3240	4223	30%
EBITDA	614	858	40%
EBITDA Margin	18.9%	20.3%	1.4pps
Finance costs	420	297	(29)%
Depreciation and Amortisation expense	318	442	39%
Profit/(Loss) before Tax	(178)	118	
Tax expense	(50)	30	
Profit/(Loss) after Tax	(128)	89	

[^]H1 FY 21 Figures include NVL Financials for like to like comparison as NVL acquisition was done in July 2020

PAT turnaround on H1 basis

Key Cement Cost Elements – INR/T

Raw Material Cost

551

Increased ~2% YOY

Hike in input prices -
Moderated by
raw mix optimization

Power & Fuel Cost

1008

Increased ~14% YOY

Steep rise in fuel prices -
Moderated by captive power
savings

Distribution Cost

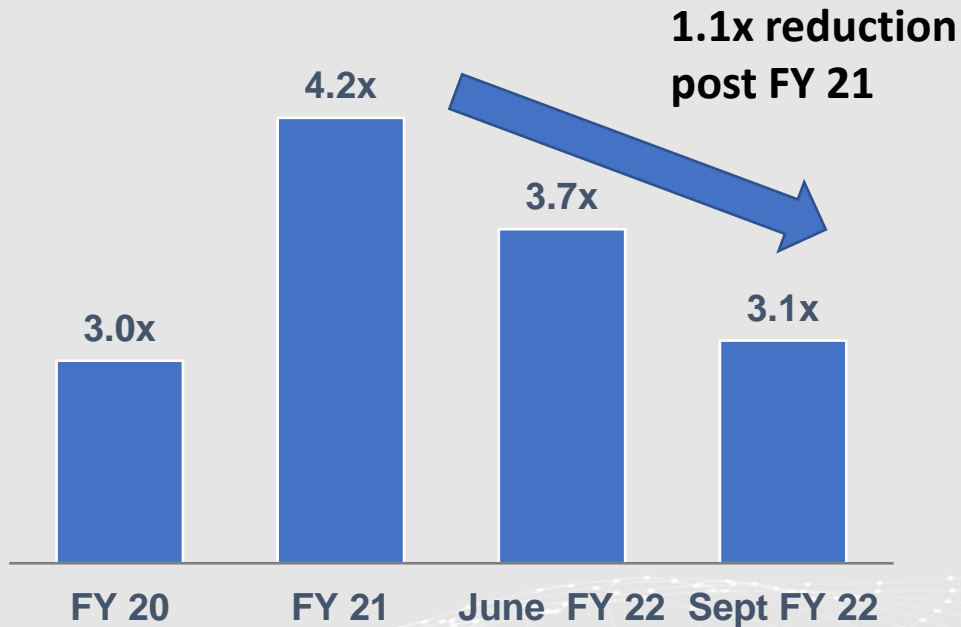
1298

Increased ~2% YOY

Diesel price hike ~20% -
Moderated by Synergy and
negotiation benefits

Deleveraging

Net debt/EBITDA (x)



Note: TTM EBITDA for Q2 FY 22

✓ 0.6x reduction in last 3 months

Key Updates

✓ IPO proceeds deployed – Rs. 605 Cr in Q2

✓ Substantial reduction in interest rate from Mar-21 to Sept, 21. Full impact of it will be seen in FY 23.

✓ Working Capital increased with hike in fuel prices and inventory build up

✓ Credit Rating Upgradation to AA/Stable (CRISIL)

Disclaimer

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.

Nuvoco Vistas Corporation Limited

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 ; **E-mail:** investor.relations@nuvoco.com

CDR India

Gavin Desa – 09820637649; Email : gavin@cdr-india.com

Rishab Barar – 07777035061; Email : rishab@cdr-india.com