



22nd July, 2021

BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001.
Tel.: 22721233/4
Fax: 022 2272 2039
Scrip Code: 532538

The Manager
Listing Department
The National Stock Exchange of India Limited
"Exchange Plaza", Bandra-Kurla Complex,
Bandra (East), Mumbai 400 051.
Tel.: 26598236
Fax: 2659 8237 / 38.
Scrip Code: ULTRACEMCO

Dear Sirs

Sub: Investor Presentation for the quarter ended 30th June, 2021.

Attached is an investor's presentation on the performance of the Company for the quarter ended 30th June, 2021.

The same is for your information please.

Yours very truly,

For UltraTech Cement Limited

A handwritten signature in blue ink, appearing to read "Sanjeeb", is placed above the typed name.

Sanjeeb Kumar Chatterjee
Company Secretary

Encl: A/a



UltraTech Cement Limited



INDIA'S LARGEST CEMENT COMPANY

EARNINGS: Q1 FY22



ESG update



Key Highlights



Financial Performance

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ESG update

UltraTech reaffirms commitment to help rejuvenate biodiversity:

- Biodiversity assessment undertaken at 8 of our Integrated units
- Committed to undertake biodiversity assessment and biodiversity management plans for all Integrated Units by 2024
- Our initiatives have helped flora and fauna thrive at our Units

UltraTech ranks amongst the best in the Cement Industry



In its “ESG Way” series,
An Equity Research firm says:

Scores

E: 15.5 / 33

S: 27.9 / 33

G: 29.3 / 34

Overall – 72.7

UltraTech scored on top
within the sector in
1st quartile



In its “ESG Gauge” compendium,
An Indian Credit Rating agency says:

Scores

E: 50 / 100

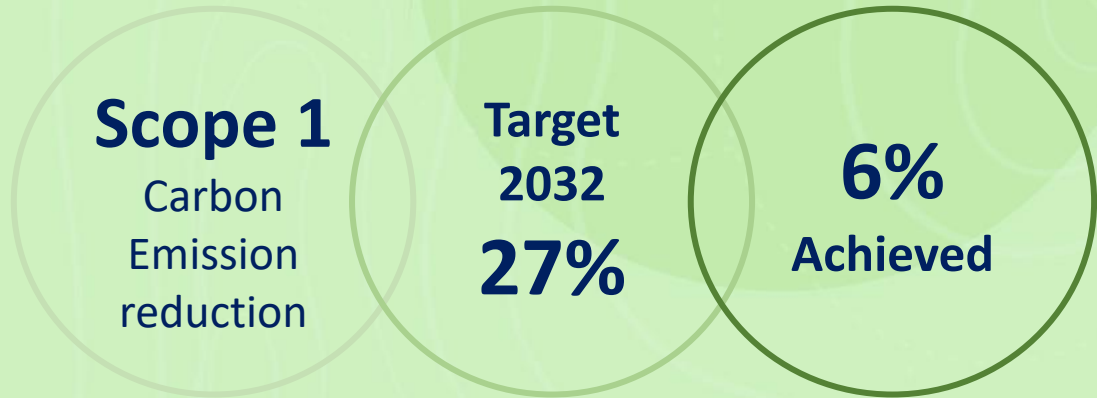
S: 61 / 100

G: 72 / 100

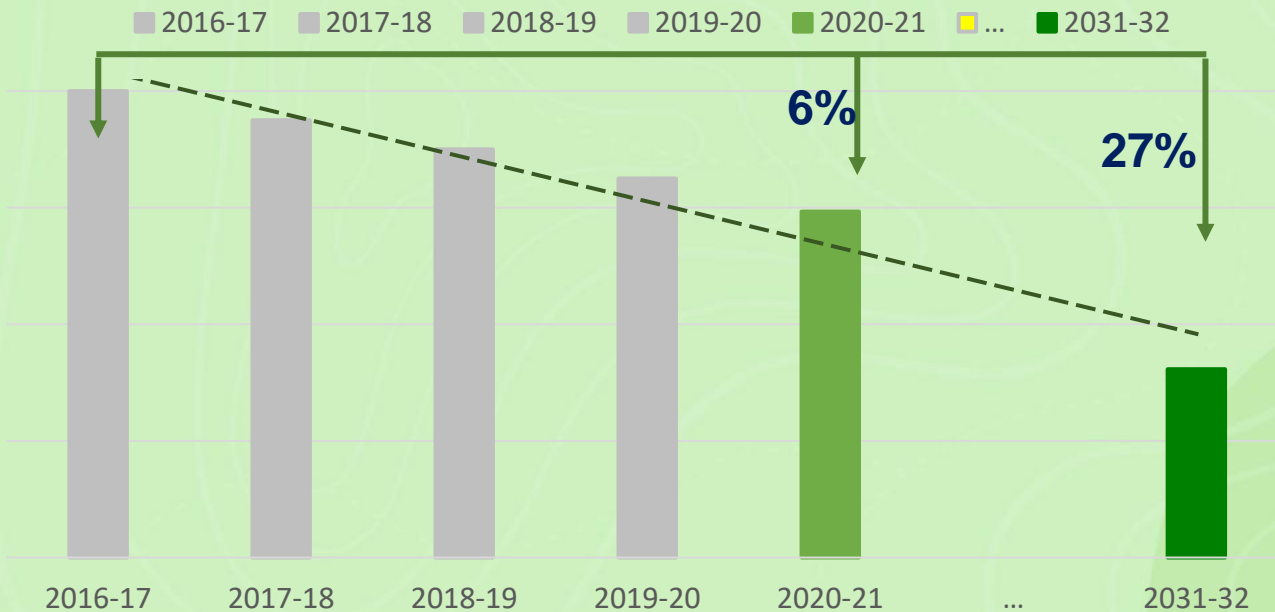
Overall – 61

UltraTech amongst the
top quartile in the
sector

Carbon Emission reduction roadmap



Specific Net Direct GHG emissions



Key Steps leading to reduction in emissions

- Increase in alternative fuel and clean energy
- Adoption of emerging technologies
- Increase in share of blended cement
- Energy productivity (EP100)
- GCCA Climate Ambition 2050
- Adoption of TCFD and Internal carbon price

Adoption of TCFD framework



TCFD | TASK FORCE ON CLIMATE-RELATED
FINANCIAL DISCLOSURES



Detailed study on four step recommendations



Climate related risks & opportunities assessment (transitional & physical risks)



Scenario analysis conducted as per TCFD recommendation



Scientific understanding of climate change & risks it entails

Driving circular economy

UltraTech continues to be >2 times plastic positive



3.5 lacs tons of
alternative fuel used*



20 million tons of
alternative raw
materials used*



Driving circular economy...contd.

- 25% heat consumption from waste materials at Reddipalayam, Tamil Nadu
- Alternative fuels initiative has helped in reduction of landfills, air and soil pollution
- >2,000 tons of CO₂ emissions reduced





CSR Update



Empowering women

Andhra Pradesh Cement Works catalysed self help group *Spoorti Jute Works* to empower rural women through creation of sustainable livelihood. Trained in stitching and supplying uniforms for the Unit, the SHG has now become the proud supplier of uniforms for several local industrial units

COVID-19 support program



Reaching out to local communities

- 628 oxygen cylinders
- 9 COVID treatment centres with 296 beds
- 5 oxygen plants at Unit locations - Dhar, Neemuch, Nathdwara, Dalla, Maihar
- 19,575 COVID fight kits to frontline workers
- 247 awareness campaigns



Protecting employees & stakeholders

- COVID related support for finding medical facility, insurance, immediate support to the family
- 73% employee force vaccinated till 15th July 2021
- WFH for all offices since March 2020
- Company-wide online resource centre

CSR activities



ग्राम पंचायत के सहयोग से अल्ट्राटेक नाथद्वारा सीमेंट लिमिटेड के द्वारा आदिवासी क्षेत्र कोरोना के बचाव हेतु चलाया जनजागृति अभियान

■ **राज्यीय विकास**

पिण्डवाड़ा। सिरोंही कोरोना महामारी की रोकथाम के लिए सरकार एवं विभिन्न संस्थाओं के द्वारा उत्तम प्रयास किए जा रहे हैं। इसमें पिण्डवाड़ा तहसील के गांवों के सरपंच भी अपने तरफ से लोगों को कोरोना महामारी से बचाने के लिए प्रयास कर रहे हैं। वहीं अल्ट्राटेक नाथद्वारा सीमेंट के द्वारा ग्राम पंचायत आमली, ठंडीबेरी मालप, वरली, आमलिया, एवं ग्राम पंचायत ठंडीबेरी (पाली) के सहयोग से गांवों में कोरोना से बचाव के लिए लोगों में जागरूकता लाने के लिए विशेष अभियान चलाया जा रहा है।

इस अभियान के तहत गांव-गांव जाकर प्रचार किया जा रहा है। कि लोगों को मास्क लगाने के लिए, दो गज दूरी बनाए रखने के लिए एवं घर से बिना काम बाहर ना जाए, एवं हाथों को बार-बार पानी से धोने के लिए लोगों से अपील की। कोरोना महामारी से बचाव हेतु जागरूकता फैलाई जा रही है। वहीं लोगों से अपील कर रहे हैं कि को-वैकसीन



टीकाकरण अधिक से अधिक लगावे। इस जागरूकता अभियान को सफल बनाने के लिए सभी गांव के सरपंच एवं अल्ट्राटेक नाथद्वारा सीमेंट के सयुक्त प्रयास से यह कार्य किया जा रहा है। इसी दरमियान कंपनी की ओर से कपूर व अजवाइन की मिनी बैग अंबे मां व आशापुरा स्वयं सहायता समूह ठंडीबेरी की महिलाओं द्वारा तैयार कराई गई। जिसका गांवों में ग्राम पंचायतों द्वारा वितरण किया गया। वहीं ऐसे ही ग्राम पंचायतों के सहयोग से लोगों को इस कोरोना महामारी से लोगों को बचाने के लिए बहुत ही सराहनीय प्रयास किया जा रहा है।

More than 22,000 sachets containing carom seeds and camphor powder (natural disinfectants) were distributed across 15 locations



Nursery development at biodiversity farm and model agriculture farm at Vikram Cement

CSR activities



Generator support to Community Health Centre , Asop , Rajasthan



Disinfectant spray at Hirapur, Maharashtra

Baikunth, Chhattisgarh



Latitude: 21.557735
Longitude: 81.849731
Elevation: 267.22 m



Tadipatri , Andhra Pradesh

Water conservation

- Water security for farmers
- Rejuvenate local biodiversity
- Outreach: 4500 families

Key Highlights Q1 FY22

Macro indicators

- Real GDP growth estimate (RBI) at ~9.5% for FY22
- Composite PMI for June 21 at 43.1
- CPI inflation continued above 6% and it is expected to stay at these levels
- Gradual opening up of the economy and increase in vaccination will lead to normalization

Economy



- The second wave of COVID-19 impacted domestic cement consumption in rural/urban areas alike
- With gradual ease of lockdowns since June 21, the construction activities are trending towards normalcy
- Rural Housing is seeing a gradual recovery supported by the higher MSP for kharif crop, increased procurement by Government agencies and improved food grain production in rabi harvest

Industry



Sectoral Update Q1 FY22

| State/Region wise performance | | | | | | |
|-------------------------------|---------------|---|---|---|---|---|
| State/Region | Volume Growth | I | R | H | C | Key drivers |
| North | ↑ | ● | ● | ● | ● | <ul style="list-style-type: none"> IHB witnessed increase in demand led by rural housing Urban housing also contributed to growth |
| Central | ↑ | ● | ● | ● | ● | <ul style="list-style-type: none"> IHB demand continued led by rural housing |
| East | ↑ | ● | ● | ● | ● | <ul style="list-style-type: none"> Rural, Urban housing and infrastructure segment grew in all the States |
| West | ↑ | ● | ● | ● | ● | <ul style="list-style-type: none"> Maharashtra: Demand across housing and infrastructure segment Gujarat: IHB demand led by strong urban and rural demand |
| South | ↑ | ● | ● | ● | ● | <ul style="list-style-type: none"> Housing saw growth in Andhra Pradesh and Telangana Infrastructure segment registered growth |

Key Performance Drivers: Q1 FY22



Capacity
Utilization



26% YoY



Volume
Growth



47% YoY



Revenue
Growth



56% YoY



Blended
Sales



3% QoQ



Premium
Products Share

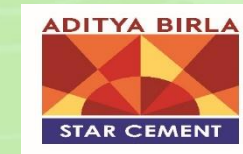


2% YoY

Sales : Q1 FY22



| | Grey Cement | RMC | White Cement | Export and Others | India Operations | Overseas | Consolidated* |
|---------------------|-------------|--|--------------|-------------------|------------------|------------|---------------|
| Volumes (Mnt) | 20.0 | 136 <small>No of RMC plants</small> | 0.28 | 0.25 | 20.53 | 1.16 | 21.53 |
| Growth (yoy) | 48% | 32 <small>No of RMC plants</small> | 49% | 25% | 47% | 25% | 47% |
| Revenues (Rs Crs) | 10,185 | 509 | 362 | 243 | 11,299 | 445 | 11,698 |
| Growth (yoy) | 51% | 291% | 47% | 63% | 56% | 13% | 54% |



Cementing Growth in its DNA

*After elimination of inter company sales

Performance at a glance Q1FY22

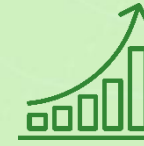
Consolidated



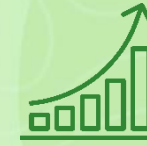
Rs. 11,698 Cr



Rs. 3,512 Cr



Rs. 2,526 Cr



Rs. 1,703 Cr

| Particulars | Revenues | EBITDA | PBT | PAT |
|---|------------|------------|------------|-------------|
| Growth - YoY | 54% | 49% | 93% | 114% |
| Margin% | | 30.0% | 21.6% | 14.6% |
| Earnings per share * (Rs.) <i>(Trailing 12 months)</i> | | | | 219 |

EPS Growth : 93%

Pimpalgaon-Nashik-Gonde Road



Estimated reduction of 6 Million tons of CO₂ emissions over its lifetime.

Signature Delhi bridge



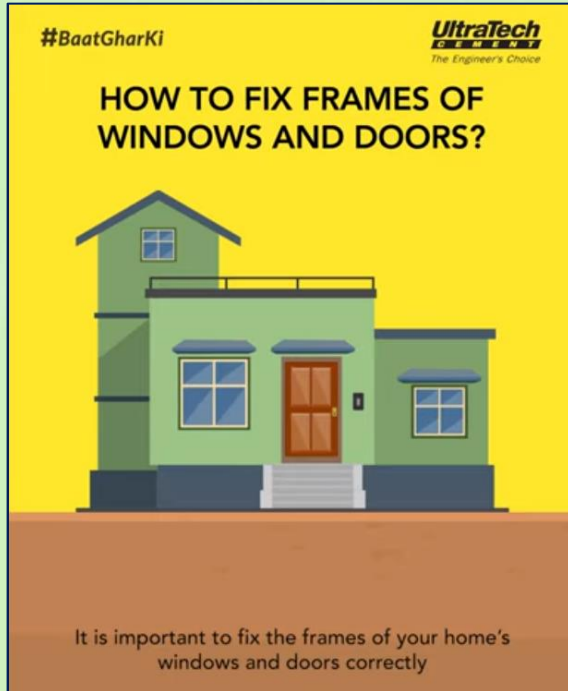
Estimated reduction of 10 Million tons of CO₂ emissions over its life.

UltraTech: Partnering the National Infrastructure Development

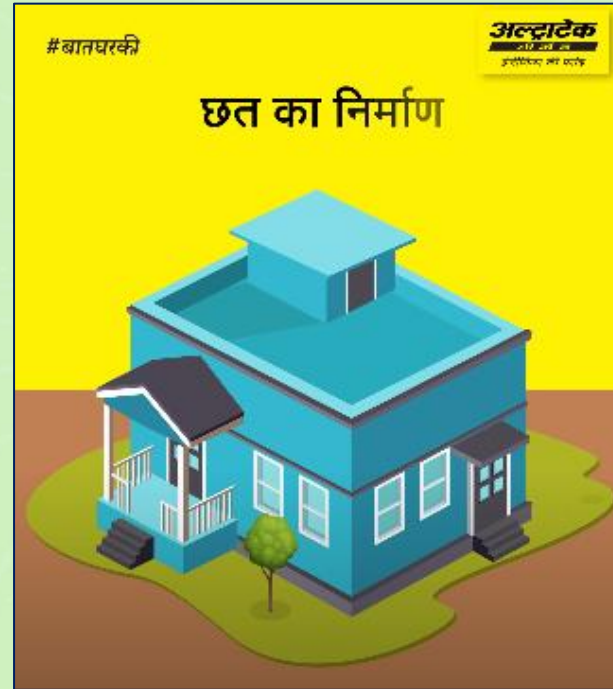
200 Mn views for #BaatGharKi videos

BGK videos are “How-to” videos on various aspects of home building in simple consumer speak in 6 languages

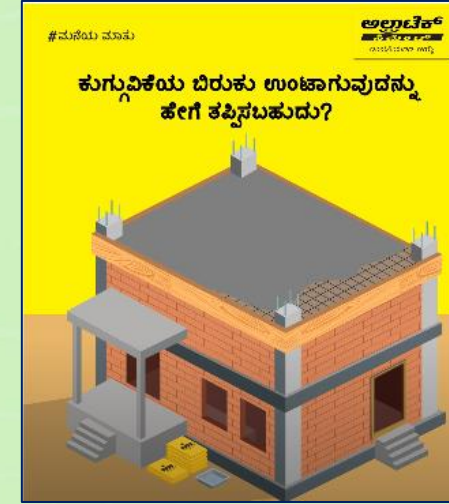
Total 69 original videos and 300 translated videos for “BaatGharKi” (BGK)



English



Hindi



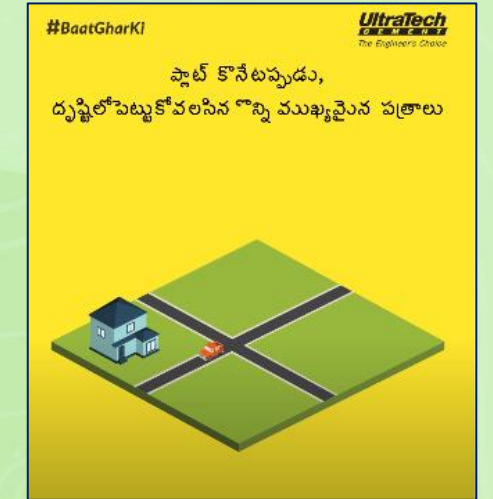
Kannada



Tamil



Malayalam



Telugu

Awards & Accolades

Top honors at E4M Primetime Awards, including coveted title of “Advertiser of the year”



- UltraTech won the excellence award for “Advertiser of the year” + 4 other awards across categories at the prestigious Primetime awards
- Joined the list of Elite and Prestigious league of advertisers by setting industry best standards



UltraTech Smart Factory: Goal-oriented planning & implementation of initiatives well underway



Central Support Organization

Levers:

- AR
- Remote Monitoring
- Analytics

Business Impact:

- Optimize Spend/ Inventory
- Maintenance support
- Guidance through benchmarking

New KPI visibility/estimation

Levers:

- IIOT
- Process modelling

Business Impact:

- Mines fuel & productivity tracking
- Improved cement process stability

Energy & Sustainability

Levers:

- Analytics & AI

Business Impact:

- Energy Optimization
- Improved heat recovery
- Alternative fuel increase

Quality Analytics

Levers:

- Analytics & AI
- Process modelling

Business Impact:

- Improved process optimization
- Quality consistency

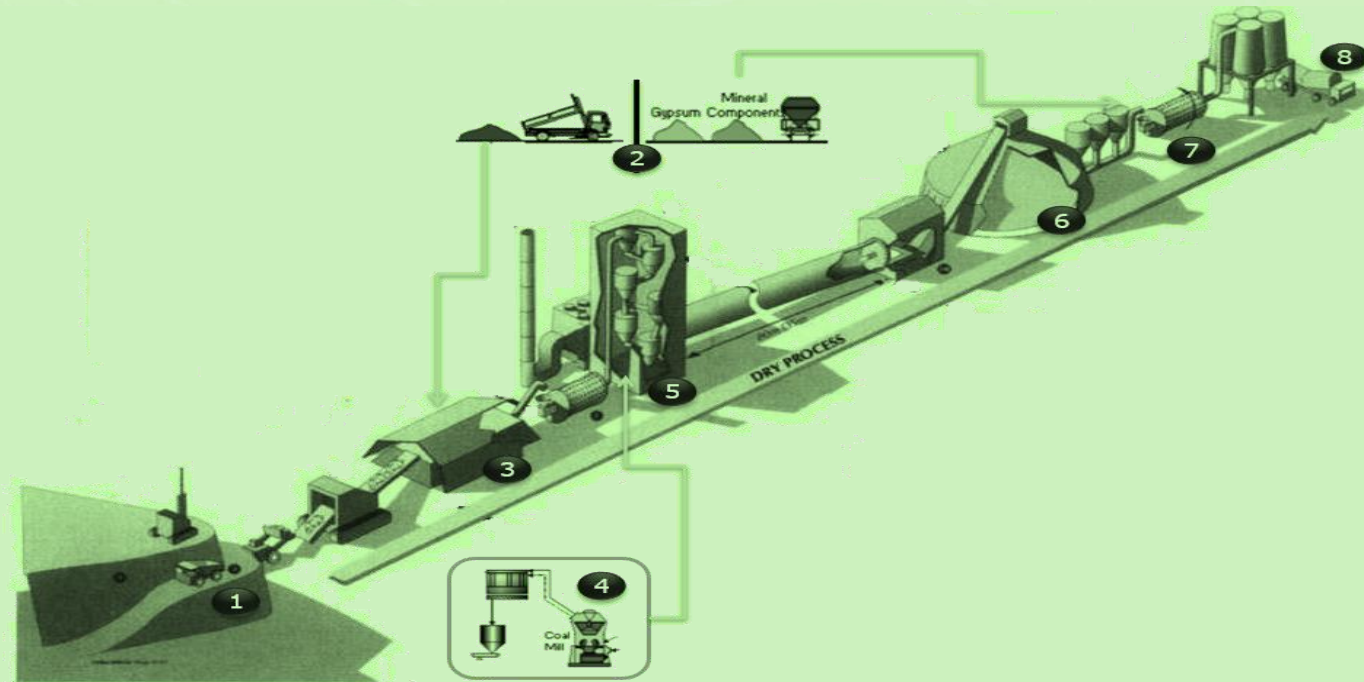
Safety

Levers:

- Robotics
- AI Vision

Business Impact:

- Alerts for asset or human safety
- Reduce or better track human intervention



Maintenance effectiveness

Levers:

- IIOT
- AI / ML modelling
- Drones

Business Impact:

- OEE improvement
- MTBF/MTTR improvement

Enhanced Operator

Levers:

- AR remote support
- Mobile Apps
- Digital Logbooks/checklist
- RPA

Business Impact:

- Frequent Safety audits of process/ assets
- Operator empowerment
- Increased efficiency

The digital solution implemented in the manufacturing process at one of the plants provides multiple benefits:

- Higher output
- Lower fuel consumption in kilns and furnaces
- Better and greater consistency of quality
- Reduced grinding costs due to energy savings

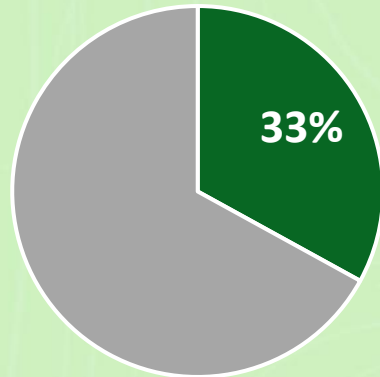


Financial Performance Q1 FY22

Key Cost Indicators: Q1 FY22



LOGISTICS COST

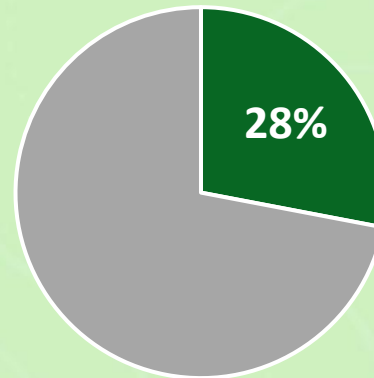


Increased 6% YoY to Rs. 1187/t

- Diesel price hike – 28% YoY



ENERGY COST

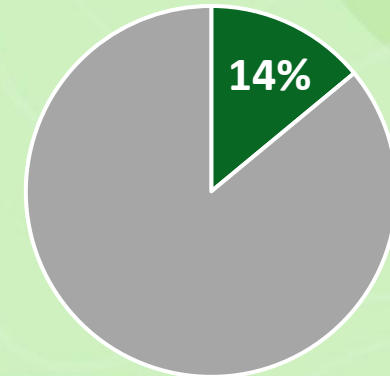


Increased 12% YoY to Rs. 1019/t

- Hike in coal / petcoke price



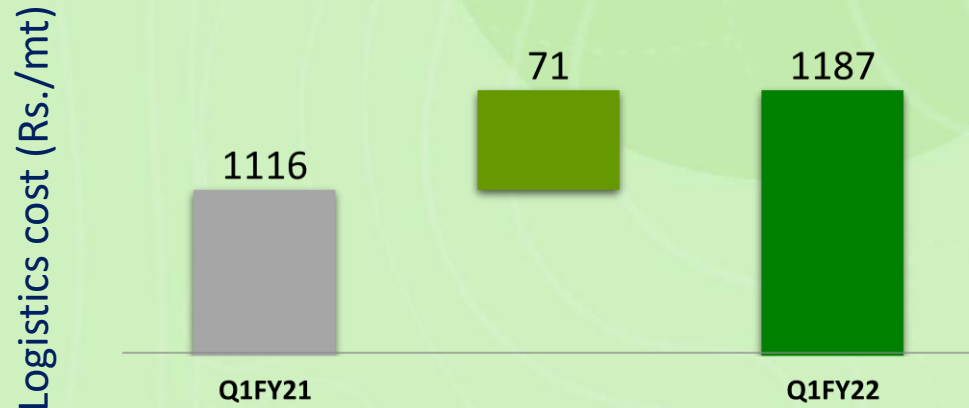
RAW MATERIAL COST



Increased 7% YoY to Rs. 510/t

- Diesel price hike impact on input costs

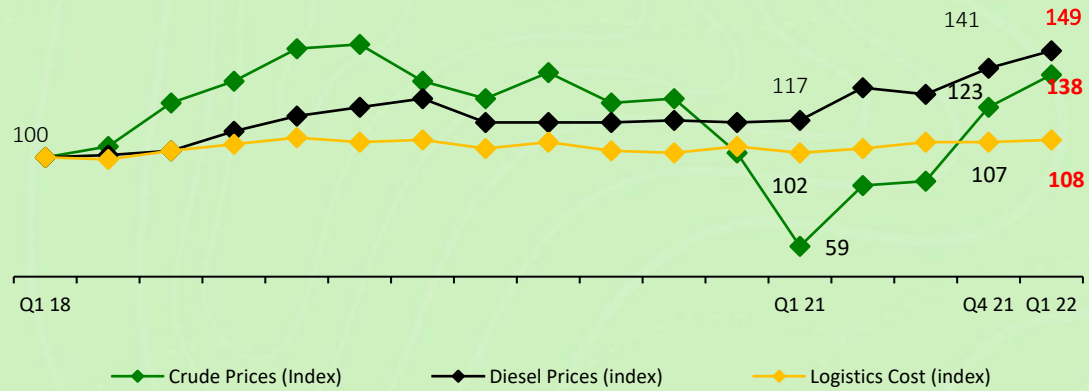
Logistics Cost Trend



YoY cost increase: 6%

- Diesel price higher by ~28%

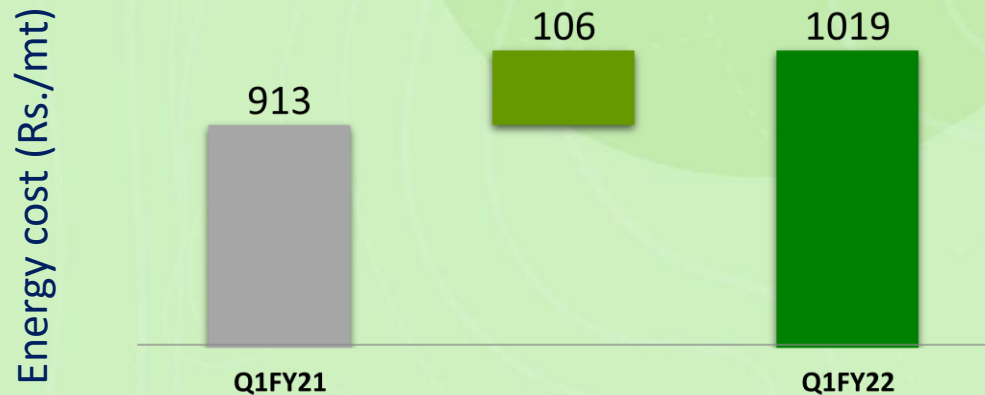
Logistics cost v/s Diesel Price Index



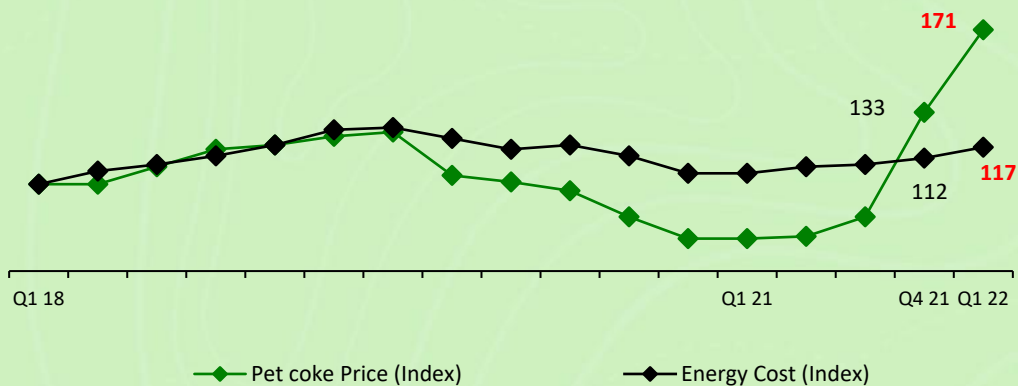
QoQ cost increase: 1%

- Diesel price higher by ~6%

Energy Cost Trend



Energy cost v/s Pet coke Price Index



YoY cost increase: 12%

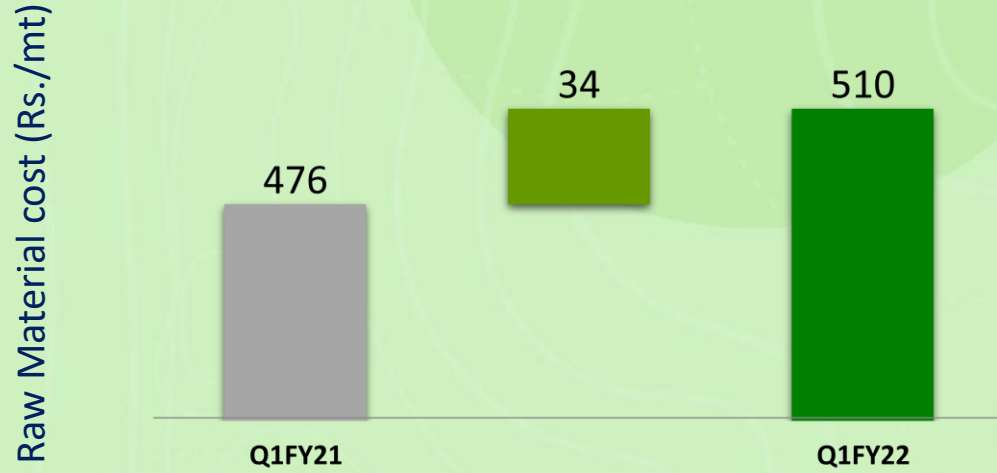
- Green power share in power mix raised to 15.5% (LY: 13.9%)
- Power consumption reduced by 3%
- Increase in Petcoke / Coal prices

QoQ cost increase: 4%

- Increase in Petcoke / Coal prices
- Increase in power consumption due to lower capacity utilization

Effective fuel source management dampened the impact of fuel cost increase

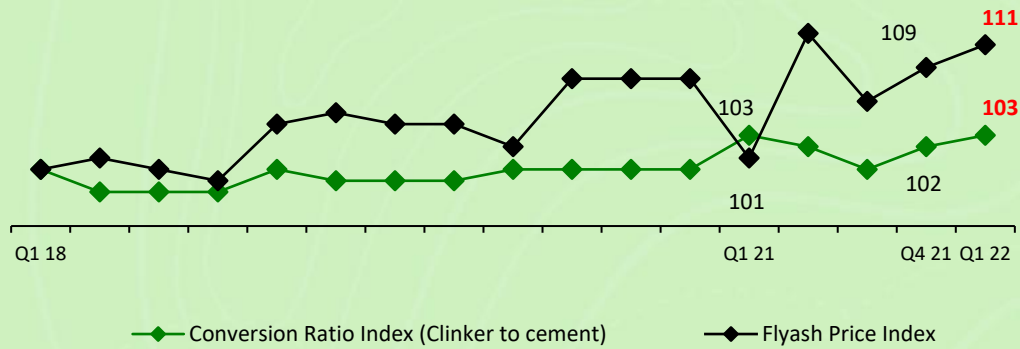
Raw Material Cost Trend



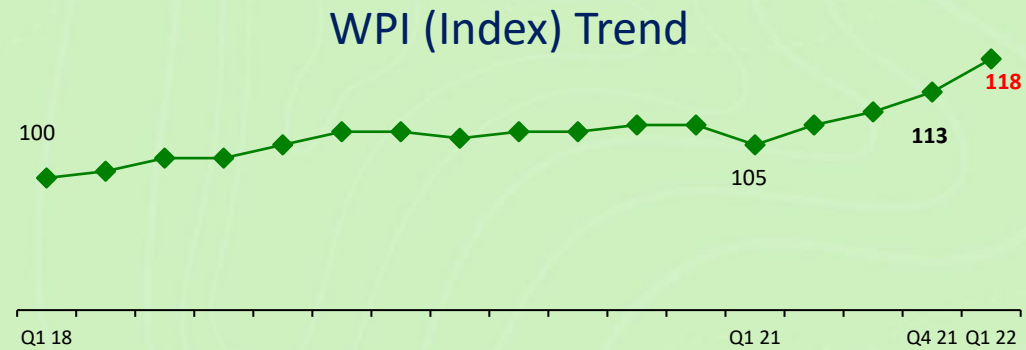
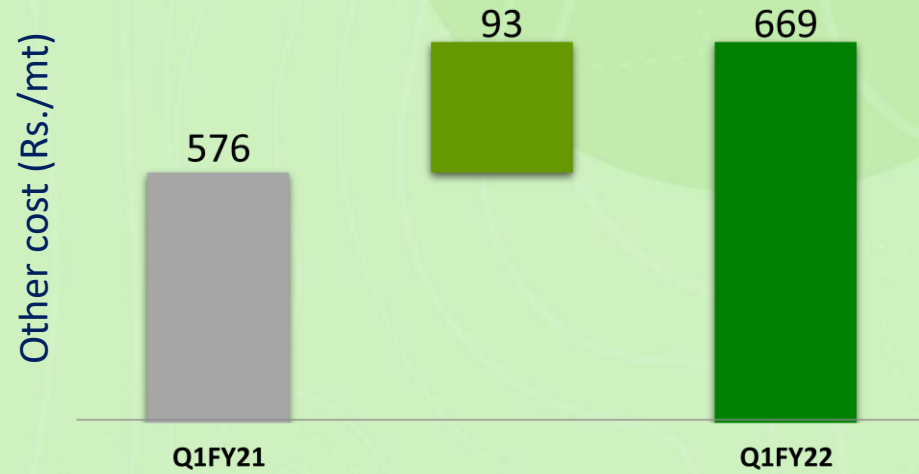
YoY: 7% increase, QoQ : 2% decrease

- Increase in inbound transportation cost due to diesel price hike

Conversion ratio and Fly ash Prices (Index) Trends



Other Cost Trend



YoY cost increase: 16%

- Fixed cost normalization
- Increase in packing cost

QoQ cost increase: 6%

- Increase in packing cost

Q1 FY22 Financial Performance



Rs Crs

| Particulars | UTCL Standalone | | India Operations | |
|---------------------------------|-----------------|--------------|---------------------|--------------------|
| | CY | LY | CY | LY |
| Revenues (Net of Taxes) | 11,327 | 7,290 | 11,299 [^] | 7,262 [^] |
| Operating Income | 150 | 84 | 151 | 84 |
| Other Income | 216 | 296 | 204 | 276 |
| Total Income | 11,693 | 7,670 | 11,654 | 7,621 |
| Expenses : | | | | |
| <i>Raw Materials Consumed</i> | 1,382 | 739 | 1,374 | 749 |
| <i>Purchase of Traded Goods</i> | 523 | 328 | 244 | 121 |
| <i>Changes in Inventory</i> | (290) | 224 | (301) | 238 |
| <i>Employee Costs</i> | 544 | 518 | 558 | 532 |
| <i>Power and Fuel</i> | 2,193 | 1,235 | 2,306 | 1,282 |
| <i>Logistics Cost</i> | 2,623 | 1,590 | 2,631 | 1,594 |
| <i>Other Expenses</i> | 1,330 | 785 | 1,373 | 803 |
| EBITDA | 3,388 | 2,251 | 3,468 | 2,302 |

EBITDA : Rs 1689/mt

[^]After elimination of inter company clinker sales

Income Statement : Q1 FY22



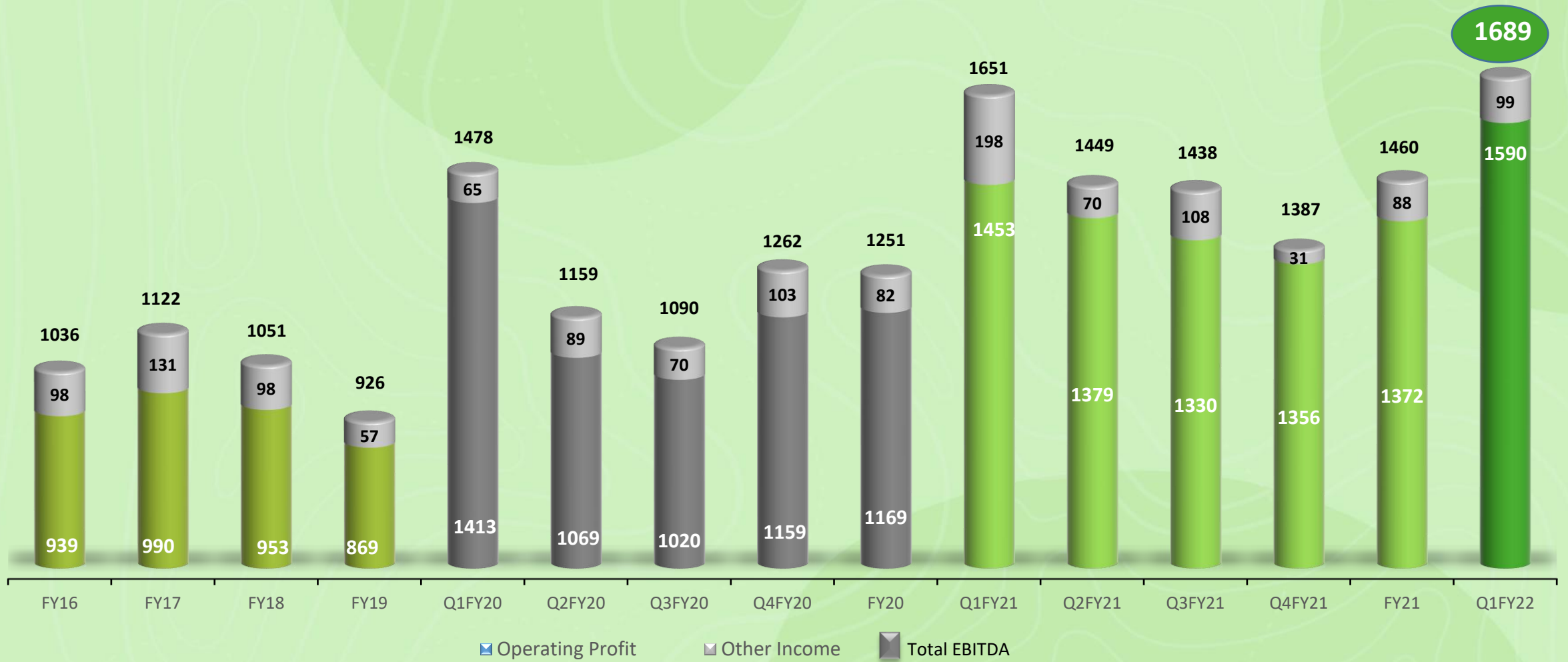
Rs Crs

| Consolidated | | | Particulars | India Operations | | |
|--------------|--------------|------------|--|------------------|--------------|------------|
| CY | LY | ▲% | | CY | LY | ▲% |
| 11698 | 7600 | 54 | Revenues (net of taxes)^ | 11299 | 7262 | 56 |
| 3512 | 2357 | 49 | EBITDA | 3468 | 2302 | 51 |
| 30% | 31% | (1) | Margin (%) | 31% | 32% | (1) |
| 326 | 394 | 17 | Finance costs | 320 | 383 | 16 |
| 660 | 651 | (1) | Depreciation and Amortization | 633 | 619 | (2) |
| 2526 | 1311 | 93 | PBT | 2516 | 1300 | 94 |
| | 157 | | Exceptional Item | | 157 | |
| 827 | 360 | | Tax expenses | 834 | 366 | |
| (3) | (1) | | Minority interest | - | - | |
| 1703 | 794 | 114 | PAT | 1682 | 776 | 117 |
| 219.4 | 113.6 | 93 | EPS (Rs.) (basis trailing 12 months and before exceptional item) | 216.0 | 113.3 | 91 |

PAT up 114%

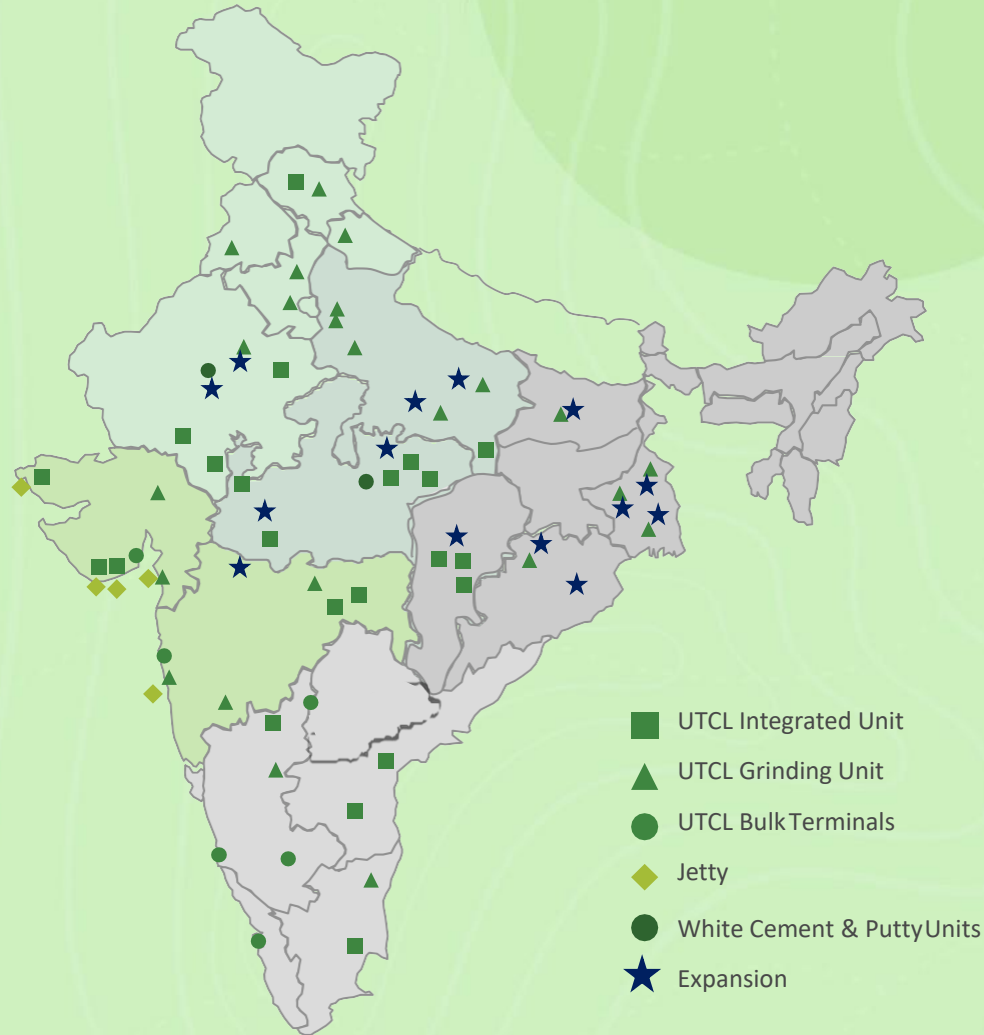
^After elimination of inter company clinker sales

EBITDA PMT Trend

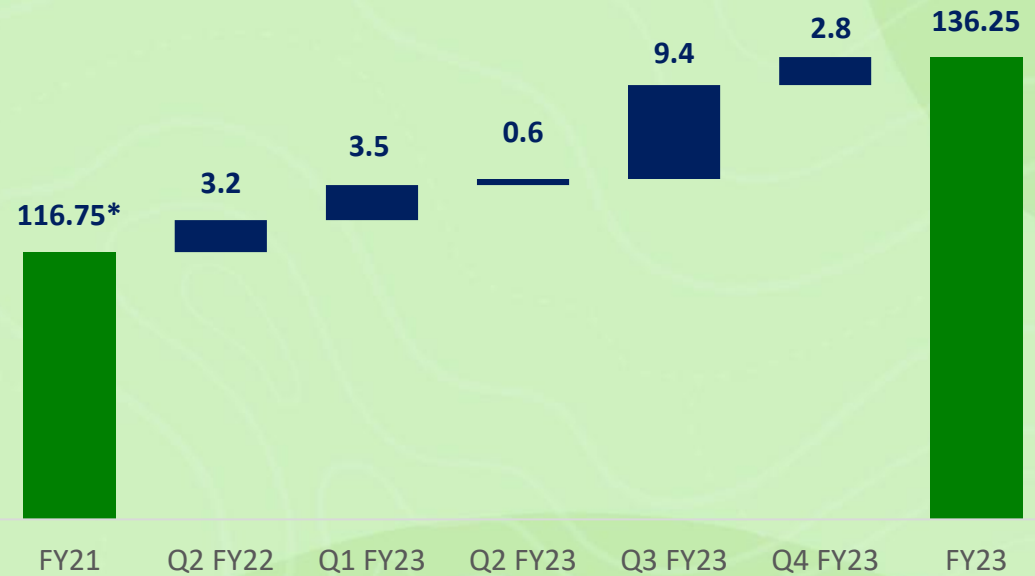


Continuously improving margins

Organic Expansion: Fueling growth



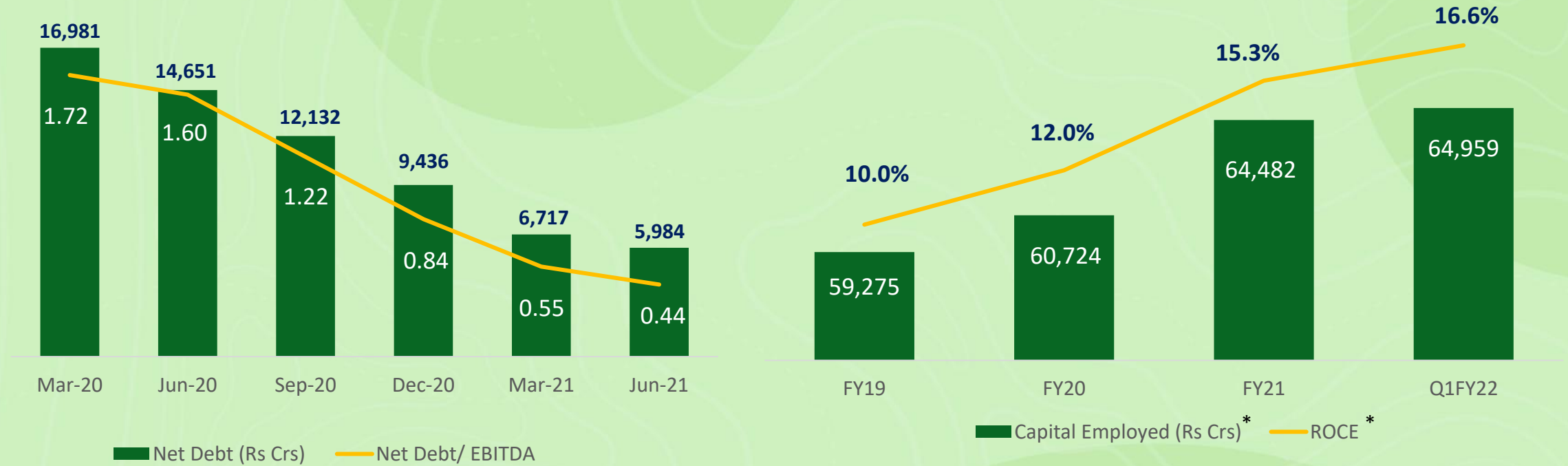
Cement capacity (mtpa)



Expansion of 19.5 mtpa cement capacity is on track

*India : 111.35 mtpa, Overseas : 5.4 mtpa

Value creation for all stakeholders



We deliver what we commit

* Excluding Goodwill

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