



19th October, 2022

BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001.
Scrip Code: 532538

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

Dear Sirs

Sub: Investor Presentation for the quarter and half year ended 30th September, 2022.

Attached is an investor's presentation on the performance of the Company for the quarter and half year ended 30th September, 2022.

The same is for your information please.

Yours very truly,

For UltraTech Cement Limited

Sanjeeb Kumar Chatterjee
Company Secretary

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



UltraTech Cement Limited



UltraTech Cement Limited

Results
Q2 FY23

01

Macro and
Sectoral update

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Financial
Performance

GLOSSARY

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

Macro and
Sectoral update



Rawan Cement Works, Chhattisgarh – A five-star rating is given to its Jhipan Limestone Mine which performed best on parameters such as scientific, efficient and sustainable mining, compliance of approved production, land, resettlement and other social impacts. This was awarded for FY21 at the felicitation ceremony held at the 6th National Conclave on Mines & Minerals (NCMM) on 12th July 2022 at New Delhi.

Macro Indicators



FY23 GDP growth forecast revised 20 bps lower to 7% by RBI.



September CPI rose to 7.4%, it should begin to fall October onwards with food inflation normalizes and fall in commodity prices.



Monsoon has been 6.5% above long period average. Rural demand outlook remains promising in FY23 given good rains, commodity prices and fall in MGNREGA demand.



Recent decline in oil prices will help reduce shortfall in India's balance of payments, but capital flows could be impacted by global volatility.

Sectoral Update Q2 FY23



Zone	Volume Gr.	I	R	H	C	Key drivers
North	↑	●	●	●	●	<ul style="list-style-type: none"> ➤ Infrastructure segment registered growth on account of execution of major projects ➤ Commercial demand registered growth in Rajasthan. ➤ Housing segment registered growth in all the regions supported by good monsoon and cash flow from crop harvest except Punjab.
Central	↑	●	●	●	●	<ul style="list-style-type: none"> ➤ Housing segment growth driven by IHB demand. ➤ Infrastructure segment degrowth across all regions (excl. Kashi) due to heavy rains.
East	↑	●	●	●	●	<ul style="list-style-type: none"> ➤ Overall growth driven by housing & rural segments. ➤ Infrastructure segment registered growth in West Bengal, Bihar and Jharkhand, but degrowth in Chhattisgarh and Odisha due to sand mining ban and aggregates availability.
West	=	●	●	●	●	<ul style="list-style-type: none"> ➤ Maharashtra: Infrastructure segment grew in Mumbai led by Metro & Mumbai Trans Harbour Link (MTHL) and degrowth in other regions due to completion of major projects and heavy rains. ➤ Gujarat: Housing and rural segment impacted by heavy rains. Infrastructure segment growth supported by major projects i.e., Bullet Train, Vadodara-Mumbai Expressway and Western Dedicated Freight Corridor etc.
South	↑	●	●	●	●	<ul style="list-style-type: none"> ➤ Housing segment growth led by affordable housing, improved expat income and improved sand availability. ➤ Infrastructure segment growth supported by execution of major projects i.e. Bangalore and Chennai Metro and Central Institutional Projects, Expressway projects etc.

02

Business
update

Q2 Highlights



- Domestic sales volume grew by 10% for the quarter on yoy basis with capacity utilization of 76%.
- Operating margin dropped significantly to 14% mainly on account of higher energy costs (increased by 58% yoy) and decline in realization.
- Commissioned cement capacity of 1.3 mtpa at Dalla Cement Works, Uttar Pradesh in this quarter, taking the total grey cement capacity of the company to 115.85 mtpa in India.
- RMC business registered volume growth of 29% for the quarter on yoy basis.
- Premium products contributed to 18.8% of trade sales volume in Q2 FY23.
- Green power mix increased to 19.5% with WHRS capacity of 191 MW and renewable power capacity of 318 MW.
- Net Debt increased to Rs 8,357 crs from Rs 5,561 crs in Jun-22 primarily on account of increase in working capital and growth capex.

Scaling up digital innovation



Manufacturing

- Adopted Artificial Intelligence (AI) based analytics to improve process performance and reliability, contributing to increase in alternative fuel consumption and WHRS generation.
- Power of IoT sensors and analytics is being harnessed to improve mechanical reliability and asset monitoring.
- Use of AR/VR for training and remote technical support, Drones for inspection, and Robots for automation.
- Advanced algorithms are under evaluation to demonstrate further potential in productivity improvement.



Logistics

- Demand forecasting, Supply planning and network optimization.
- Order visibility, Freight bill generation.
- Safety training on multi-lingual app for better engagement with drivers.
- E-bidding and digital agreements.
- GPS enabled vehicles and GPS based freight invoicing.
- Logistics Control Tower; Real time visibility of OTIF, Pending Orders, Truck availability.
- Fin Services (Ledger, Credit, Balances).
- Auto truck registration in yard and queuing.



Customers

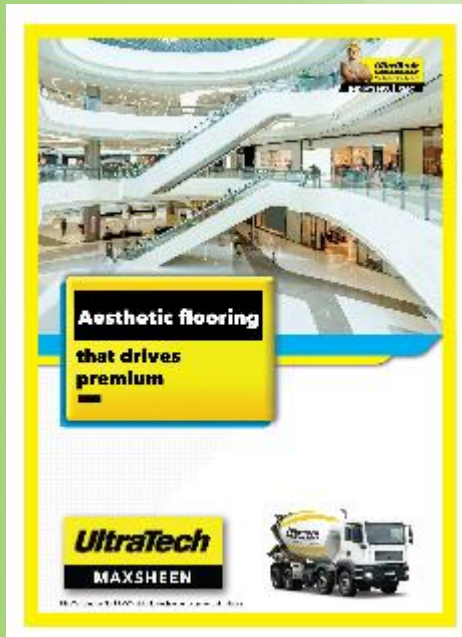
- Fin Services (Ledger, Credit, Balances).
- Online order booking by customers.
- Online dealer on-boarding.
- Alerts, notifications and fleet tracking.
- Delivery acknowledgement.

New Product Launches



UltraTech Maxsheen, an amazing concrete solution that enables building artistic yet durable flooring. Maxsheen offers end-to-end customized flooring solutions – from design to on-site implementation by **UltraTech** experts.

UltraTech Tilefixo, to fill premium tile and marble joints. It not only protects but also enhances the stylish and unique decor.



UltraTech Corroprotect, a concrete built with a patented traversing type corrosion inhibitor (TTCI) providing up to 4X better protection against corrosion.

India's 1st White Cement based Liquid Primer for better **adhesion, whiteness and coverage**



UltraTech continue its winning streak at various platforms with impactful brand presence



E4M's Golden Mikes Awards for excellence in Radio Advertising

4 Golds & 1 Silver



Digital Marketing Awards for excellence in Digital Advertising

1 Gold & 1 Bronze

Marketing Awards & Industry Recognition : 61 awards in FY22, 18 awards till date in FY23 with 7 in Q2 FY23

03

ESG update

Spread over 52 locations in India

16

States

24

Districts

39

Blocks

507

villages

- Population reach 1.6 million
- Education Reach 0.13 million students



“

Our CSR vision is to actively contribute to the social and economic development of the communities in which we operate. In sync with the UN SDGs, our endeavour is to lift the burden of poverty weighing down the underserved and foster inclusive growth. In doing so, build a better, sustainable way of life for the weaker and marginalized sections of society.

Mrs. Rajashree Birla

Chairperson, The Aditya Birla Centre
for Community Initiatives and Rural Development

Environmental Product Declaration granted for four of our key cement products



Four of our key cement products have been granted Environment Product Declaration (EPD). This is a key step in our endeavor to drive sustainability in our business with a life-cycle approach.

We are committed to enabling climate change mitigation through a holistic approach of decarbonizing our operations and by innovating to develop sustainable building products and solutions.

UltraTech's green products portfolio currently includes more than 70 GreenPro certified products

Accelerating Decarbonisation

- Collaboration with other global companies with a focus on Net Zero. The collaboration will provide solutions extending to digitalization, carbon capture and transition to move to 100% renewable power (RE).
- Initiated specific collaboration with Council on Energy, Environment and Water (CEEW) to study transition to 100% renewable power.
- Commissioned 5 MW WHRS and 32 MW RE power in this quarter.
- Blended cement mix increased to 71% which helped improving clinker conversion ratio to 1.41 in this quarter.



Building a sustainable supply chain



Onboarding



Sustainability high risk & critical supplier identification



High risk & critical supplier ESG assessment



Supply chain risk minimization & Sustainability performance

Sustainable Supply chain performance

KPI

Coverage of Tier 1 suppliers through sustainable supply chain awareness Sessions – 25% of Tier 1 supplies are covered as targeted.

Assessment of all the critical suppliers have been completed and corrective action and guidance provided.

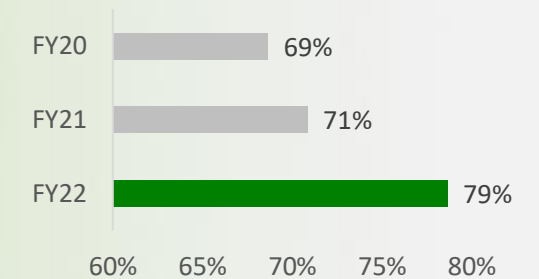
ESG integration into Supply chain



Developing a local supply chain ecosystem

Focus locally, even when operating from some of the remotest areas of the country. Responsible sourcing on our part also creates major gains for the communities around us as it creates employment and business opportunities and contributes locally.

Procurement from local suppliers



11.2%

Contracts are from MSME suppliers

Sustainable Livelihood



Gujarat Cement Works, Gujarat



Andhra Pradesh Cement Works, Andhra Pradesh

- More than 1500 women across all units imparted training in beautician course, tailoring etc and currently working as entrepreneurs.
- More than 800 farmers trained for integrated farming model in an organic approach.
- Use of water in a sustainable way and supported with drip irrigation system to farmers.
- Training for honey-bee cultivation.

Social development



Baikunth Cement Works, Chhatisgarh

~1200 youth improved their skill through various development courses in the areas of electrical, diesel mechanic, welding, fabrication, Solar PV , computer skills etc in villages near the Unit.



Balaji Cement Works, Andhra Pradesh

Village infrastructure strengthened at different unit locations benefitting ~18000 people.



Bela Cement Works, Madhya Pradesh

Supported to make village youth physically stronger so that they could join in Indian Security Forces.



रायपुर हाईवे नैनल

अल्ट्राटेक सीमेंट बैकुंठ क्षेत्र के युवाओं को बना रहा स्वालम्बी

विश्व-नेपा, 28 विद्यार्थी (हाईवे नैनल)। भारतीय विद्यार्थी या अल्ट्राटेक प्रशासनिक प्रशासन के अंतर्गत रायपुर में प्रशिक्षण परीक्षा का आयोजन है। इस विद्यार्थी में अन्य प्रशिक्षण होते हैं, जिन्हें अल्ट्राटेक प्रशासन के अंतर्गत ही पूरा किया जा सकता है। अल्ट्राटेक, यह इन लोगों के लिए एक अच्छा विकल्प है, जिन्हें परंपरागत अल्ट्राटेक के लिए प्रोत्साहन नहीं है।



अल्ट्राटेक सीमेंट लि. द्वारा परामर्शदात्री में आयोजित किए गए ताकत का उद्घाटन करके युवाओं को अतिरिक्त मुक्त विकास अधिकांशी सौर परामर्श, विद्युत् अतिरिक्त अल्ट्राटेक सीमेंट लि. के अंतर्गत रायपुर में प्रशिक्षण के अंतर्गत ही पूरा किया जा सकता है। अल्ट्राटेक, यह इन लोगों के लिए एक अच्छा विकल्प है, जिन्हें परंपरागत अल्ट्राटेक के लिए प्रोत्साहन नहीं है।

परासपानी में कार्याकल्प तालाब का लोकार्पण

मन्मथ गुप्त | राय



समस्या का शीघ्र होगा निराकरण

अल्ट्राटेक सीमेंट लि. द्वारा परामर्शदात्री में आयोजित किए गए ताकत का उद्घाटन करके युवाओं को अतिरिक्त मुक्त विकास अधिकांशी सौर परामर्श, विद्युत् अतिरिक्त अल्ट्राटेक सीमेंट लि. के अंतर्गत रायपुर में प्रशिक्षण के अंतर्गत ही पूरा किया जा सकता है। अल्ट्राटेक, यह इन लोगों के लिए एक अच्छा विकल्प है, जिन्हें परंपरागत अल्ट्राटेक के लिए प्रोत्साहन नहीं है।

रायपुर में आयोजित कार्यक्रम का उद्घाटन करके युवाओं को अतिरिक्त मुक्त विकास अधिकांशी सौर परामर्श, विद्युत् अतिरिक्त अल्ट्राटेक सीमेंट लि. के अंतर्गत रायपुर में प्रशिक्षण के अंतर्गत ही पूरा किया जा सकता है। अल्ट्राटेक, यह इन लोगों के लिए एक अच्छा विकल्प है, जिन्हें परंपरागत अल्ट्राटेक के लिए प्रोत्साहन नहीं है।

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नहा में अल्ट्राटेक सीमेंट प्लांट करवाया गया फागिंग स

उठों को मगाने के लिए की गई दवाओं का छिड़व



अल्ट्राटेक सीमेंट लि. द्वारा परामर्शदात्री में आयोजित किए गए ताकत का उद्घाटन करके युवाओं को अतिरिक्त मुक्त विकास अधिकांशी सौर परामर्श, विद्युत् अतिरिक्त अल्ट्राटेक सीमेंट लि. के अंतर्गत रायपुर में प्रशिक्षण के अंतर्गत ही पूरा किया जा सकता है। अल्ट्राटेक, यह इन लोगों के लिए एक अच्छा विकल्प है, जिन्हें परंपरागत अल्ट्राटेक के लिए प्रोत्साहन नहीं है।

अल्ट्राटेक सीमेंट प्लांट द्वारा करवाया गया प

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देशोन्नती अल्ट्राटेक कम्प्युनिटी वेलफेअर फाऊंडेशन तर्फे सायकल वाटप



देशोन्नती वृत्तसंकलन...
य सायकलचा वापर त्यांना मडावी, नोकरी, ज्योती जेनेकर, तळोधी, शालीनी बोंडे, भोयगाव व पालगाव येथील ग्राम पंचायत सदस्य अनील आजाम उपस्थित होते. युनिट हेड, श्रीराम पी.एस. यांनी बोलतालील म्हटले की, शिक्षणा करिता आम्ही समोवतालील गावना नेहमी मदत करण्यस तत्पर राहू. या कार्यक्रमाचे आयोजन कर्नल दिपक डे यांच्या मार्गदर्शनात सी.एस.आर. प्रमुख सतीश मिश्रा, सचिन गोवारदीप, संजय ठाकरे व देविदास **कारपना :** प्रत्येक व्यक्तीने शाळेत ये-जा करण्याकरता होईल. या कार्यक्रमाला युनीट हेड श्रीराम पी. एस., डीवायएसपी सुशिल कुमार नायक, फंक्शन हेड गौतम शर्मा, सीदीप घोष, संदीप देशमुख, ललित देवपुरा, सुधा श्रीराम, दिव्या शर्मा, पल्लवी घोष, देवपुरा मॅडम तसेच सर्व डिपार्टमेंट हेड आणि ए.बी.पी.एस.स्कूल प्रिन्सिपल, सर्व गावचे सरपंच प्रियांका दिवे, आचार्य सुनीता तुमराम, हिरापूर, मराठवा, नोकरी, ज्योती जेनेकर, तळोधी, शालीनी बोंडे, भोयगाव व पालगाव येथील ग्राम पंचायत सदस्य अनील आजाम उपस्थित होते. युनिट हेड, श्रीराम पी.एस. यांनी बोलतालील म्हटले की, शिक्षणा करिता आम्ही समोवतालील गावना नेहमी मदत करण्यस तत्पर राहू. या कार्यक्रमाचे आयोजन कर्नल दिपक डे यांच्या मार्गदर्शनात सी.एस.आर. प्रमुख सतीश मिश्रा, सचिन गोवारदीप, संजय ठाकरे व देविदास



रायपुर - मध्यांचल भूमि 29 Sep 2022

प्राथमिक स्कूलों में छात्रों को बैग का वितरण किया

जिले में शिक्षा को बढ़ावा देने में जुटा संयंत्र प्रबंधन

अल्ट्राटेक सीमेंट लि. द्वारा परामर्शदात्री में आयोजित किए गए ताकत का उद्घाटन करके युवाओं को अतिरिक्त मुक्त विकास अधिकांशी सौर परामर्श, विद्युत् अतिरिक्त अल्ट्राटेक सीमेंट लि. के अंतर्गत रायपुर में प्रशिक्षण के अंतर्गत ही पूरा किया जा सकता है। अल्ट्राटेक, यह इन लोगों के लिए एक अच्छा विकल्प है, जिन्हें परंपरागत अल्ट्राटेक के लिए प्रोत्साहन नहीं है।



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04

Financial
performance



Deoghar Airport, Jharkhand – UltraTech supplied more than 85% of the cement consumed in the project



Ahmedabad Metro, Gujarat – UltraTech supplied more than 90% of the cement consumed in the project





Sales: Q2 FY23



	Grey Cement (India)	RMC	White Cement	Others	Grey Cement (Overseas)	Consolidated
Volume (Mnt)	21.75	186 <i>no. of plants</i>	0.38		0.97	23.10
Growth (YoY)	10%	38 <i>Nos</i>	-0.2%		-20%	7%
Revenue (₹ Crores)	11,428	883	540	284	460	13,596
Growth (YoY)	14%	44%	7%	109%	-8%	16%

Performance Highlights : Q2 FY23



	Net Sales 	EBITDA 	PAT 	Net Debt 
YoY	+15.8%	-29.5%	-42.5%	₹ 8,357 Crs 0.77x (Net Debt / EBITDA)*
QoQ	-9.4%	-37.2%	-52.3%	
₹ Crs	13,596	2,013	756	

* EBITDA basis trailing 12 months.

Key Cost Indicators: Q2 FY23

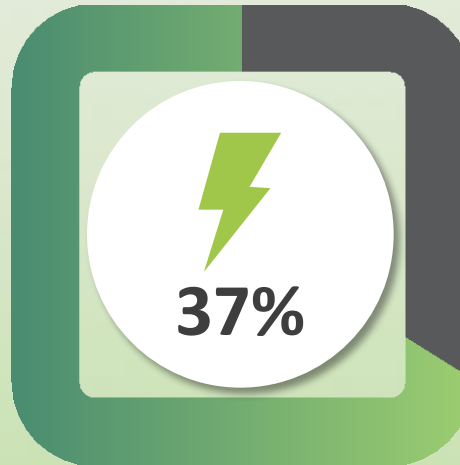
Logistics Cost



₹ 1239/t

- Increased 2% YoY
- Diesel prices lower by ~1% YoY

Energy Cost



₹ 1731/t

- Increased 58% YoY
- Increase in fuel prices

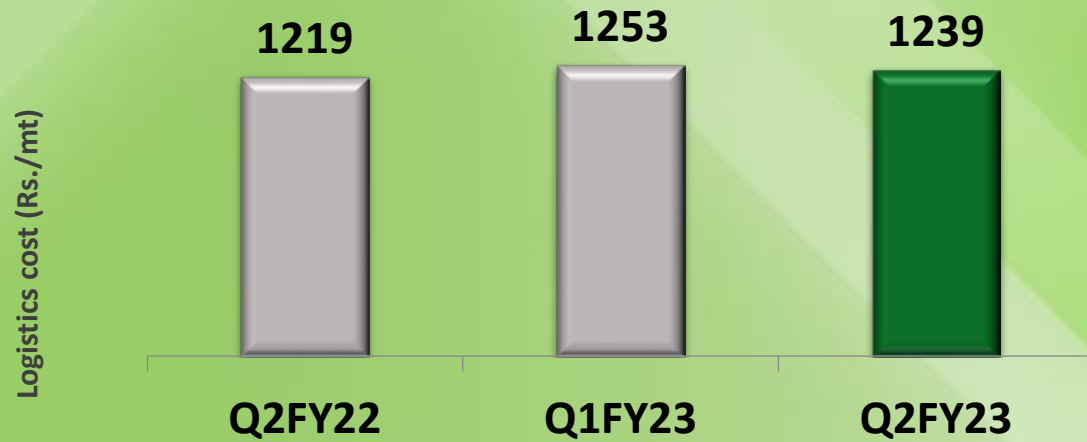
Raw Material Cost



₹ 610/t

- Increased 18% YoY
- Increase in input cost and diesel prices

Logistics Cost Trend

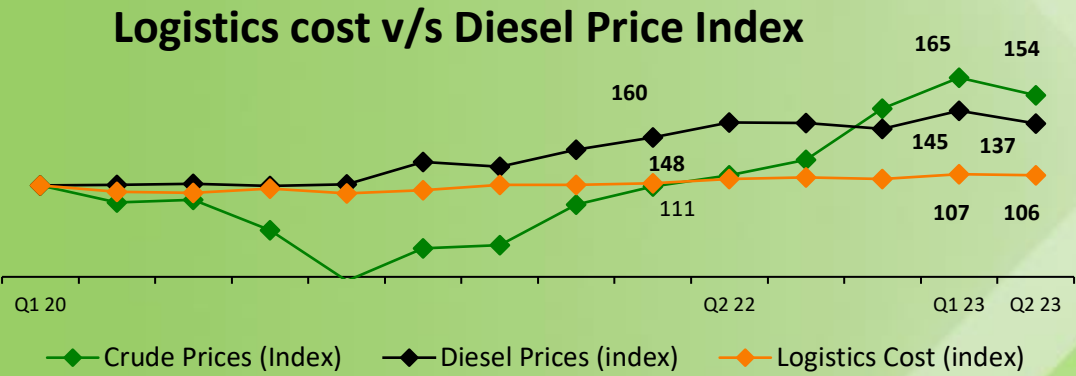


YoY cost increase: 2%

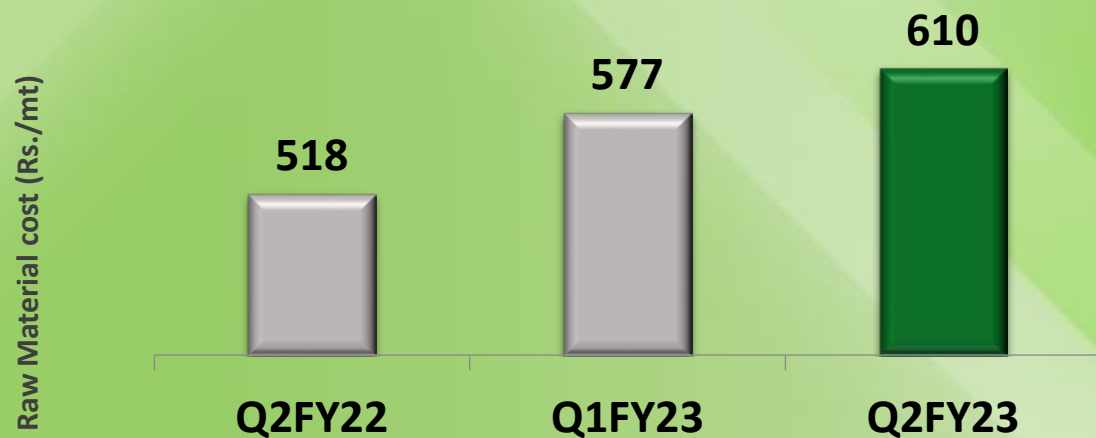
➤ Inflationary increase in cost partially mitigated by improved efficiency

QoQ cost decrease: 1%

➤ Average diesel prices lower by 5% on QoQ basis



Raw Material Cost Trend



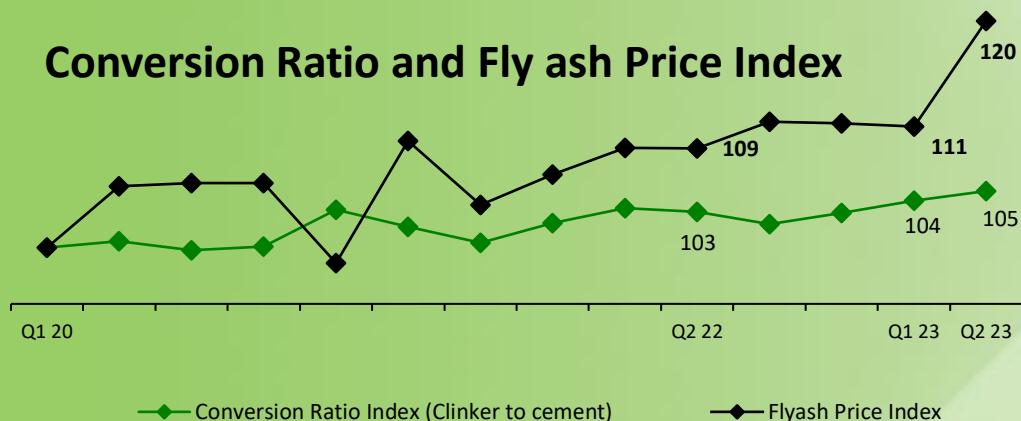
YoY cost increase: 18%

- Increase in cost of raw material; fly ash, slag and gypsum

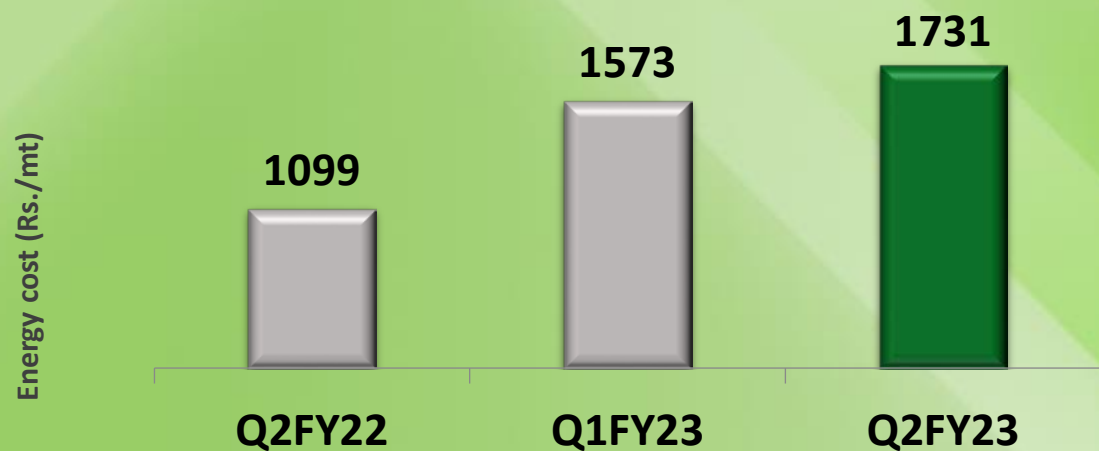
QoQ cost increase: 6%

- Inflationary increase in cost of raw material due to monsoon

Conversion Ratio and Fly ash Price Index



Energy Cost Trend



YoY cost increase: 58%

- Blended fuel prices of USD 200/t compared to USD 120/t in LY Q2
- Petcoke consumption at 40% vs 19% in LY Q2

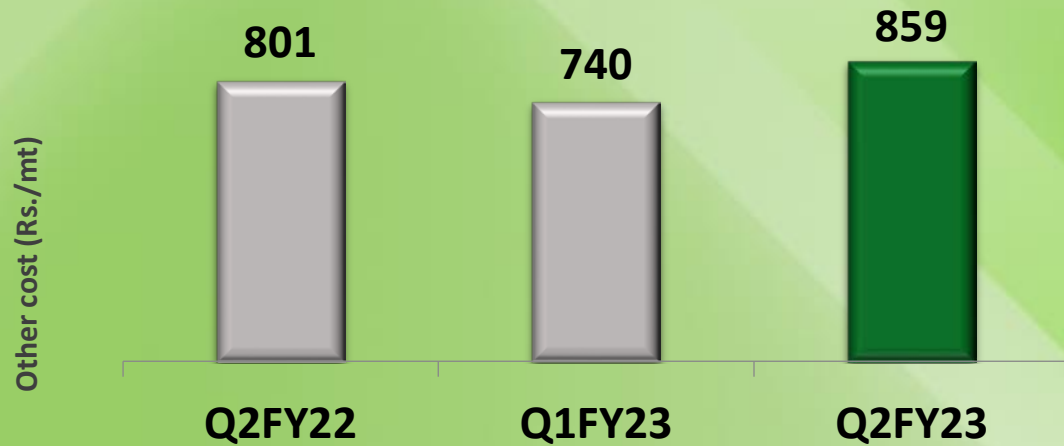
QoQ cost increase: 10%

- Blended fuel prices of USD 200/t compared to USD 184/t in Q1

Energy cost v/s Pet coke Price Index



Other Costs Trend



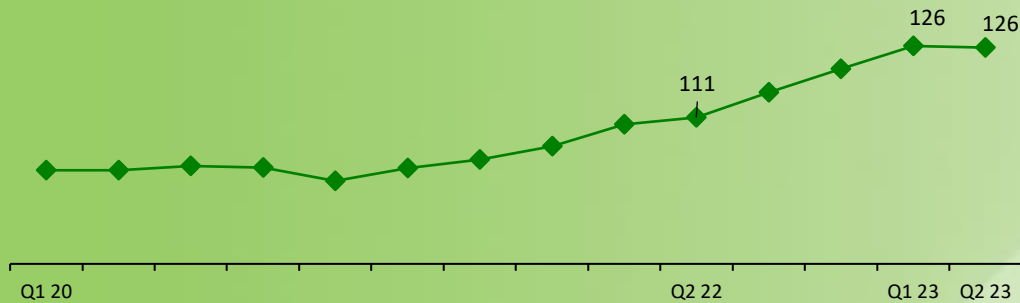
YoY cost increase: 7%

- Inflationary increase in plant maintenance cost
- Preponed shutdown work
- Annual increase in employee cost

QoQ cost increase: 16%

- Lower operating leverage due to lower volume in monsoon period
- Higher plant maintenance in the current quarter
- Normal increase in employee cost wef Q2

WPI Index



Financial Performance : Q2 FY23



₹ Crores

Consolidated		Particulars	India Operations	
Q2 FY23	Q2 FY22		Q2 FY23	Q2 FY22
13,596	11,743	Net Sales ^	13,176	11,242
297	274	Operating Income	271	286
146	140	Other Income	119	142
14,039	12,157	Total Income	13,565	11,670
		Expenses:		
2,004	1,731	Raw Materials Consumed	1,984	1,492
325	215	Purchase of Traded Goods	259	201
(312)	(217)	Changes in Inventory	(288)	(213)
691	680	Employee Costs	660	646
4,296	2,520	Power and Fuel	4,103	2,410
3,044	2,673	Logistics Cost	3,013	2,648
1,977	1,699	Other Expenses	1,910	1,637
2,013	2,855	EBITDA	1,926	2,849
819	1,253	Operating EBITDA per ton	812	1,324

^After elimination of inter company sales

Income Statement : Q2 FY23



₹ Crores

Consolidated		Particulars	India Operations	
Q2 FY23	Q2 FY22		Q2 FY23	Q2 FY22
13,596	11,743	Net Sales [^]	13,176	11,242
2,013	2,855	EBITDA	1,926	2,849
200	230	Finance Costs	187	225
708	677	Depreciation and Amortization	679	649
344	637	Tax expenses	333	646
3	(3)	Minority interest	0	0
756	1,314	PAT	727	1,328
173.1	222.4	EPS (₹) (basis trailing 12 months and before exceptional items)	169.3	219.8

[^]After elimination of inter company sales

Cash Flow Statement India Operations : Q2 FY23



₹ Crores

Particulars	Amount
PBIDT	1,926
Less : Interest & Lease	(197)
Less : Tax	(315)
Less : Increase in Working Capital	(1,156)
Operating Cash Flow	257
Less : Capex	(1,509)
Free Cash Flow to Firm	(1,251)

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