



HEG/SECTT/2022

14th February, 2022

1	BSE Limited 25 th Floor, P J Towers Dalal Street MUMBAI - 400 001. Scrip Code : 509631	2	National Stock Exchange of India Limited Exchange Plaza, 5th Floor Plot No.C/1, G Block, Bandra - Kurla Complex Bandra (E), MUMBAI - 400 051. Scrip Code : HEG
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Sub: Investors presentation on the Unaudited Financial Results of the Company for the quarter and nine months period 31st December, 2021.

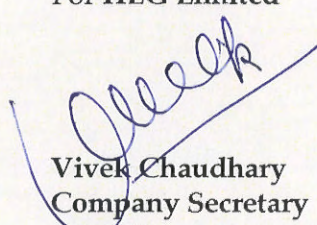
Dear Sirs,

Please find enclosed a copy of Investors Presentation on the Unaudited Financial Results of the Company for the quarter & nine months period ended 31st December, 2021 for your information and record please.

The copy of same is also being uploaded on the website of the Company.

Thanking you,

Yours faithfully,
For HEG Limited


Vivek Chaudhary
Company Secretary
A-13263

heg.investor@lnjbhilwara.com

Encl: As above

HEG LIMITED

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Fax: +91-120-4277841
GSTN No.: 09AAACH6184K2Z6
Website: www.lnjbhilwara.com

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(Madhya Pradesh), India
Tel.: +91-7480-405500, 233524 to 233527
Fax: +91-7480-233522
GSTN No.: 23AAACH6184K1ZH
Website: www.hegltd.com



Corporate Identification No.: L23109MP1972PLC008290





**PROUD TO BE INDIAN
PRIVILEGED TO BE GLOBAL**



HEG LIMITED **Investor Presentation**

Performance Highlights

Q3 of FY 2021-22

HEG is part of LNJ Bhilwara group a diversified, reputed and large Indian business house having more than five decades of industrial experience and presence in



PROUD TO BE INDIAN
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THE FAMILY TREE

IT Enabled Services

Buds flower in our service sector offerings.

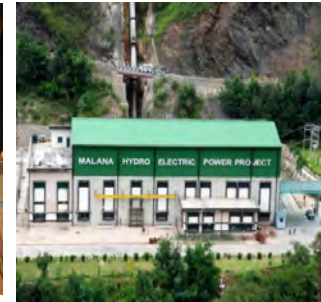
- Bhilwara Infotech Ltd. – IT Software
- Bhilwara Scribe Pvt. Ltd. – Medical transcription



Power Generation & Power Consultancy

The branches spread forth, powered by

- Bhilwara Energy Ltd.
- Malana Power Company Ltd.
- AD Hydro Power Ltd.



Textiles

The roots of our Group heritage

- RSWM Ltd.
- Maral Overseas Ltd.
- BSL Ltd.
- BMD Pvt. Ltd.
- Bhilwara Technical Textiles Ltd.



Graphite Electrodes

Standing tall, the shaft supports the branches

- HEG Limited



HEG Limited – Profile



- HEG Limited is a leading graphite electrode manufacturer & exporter globally.
- Exports approximately 70% of its production to about 30 countries around the world.
- Diversified customers - supplying large portion of production to top 20 steel companies of the world.
- Graphite electrodes manufacturing plant (capacity of 80,000 tons /Year) located at Mandideep in MP, India - is the largest single-site facility in the world. Further expanding to 100,000 tons by end 2022.
- Captive power generation capacity of around 76.5 mw (2 thermal power plants & 1 hydro power plant)

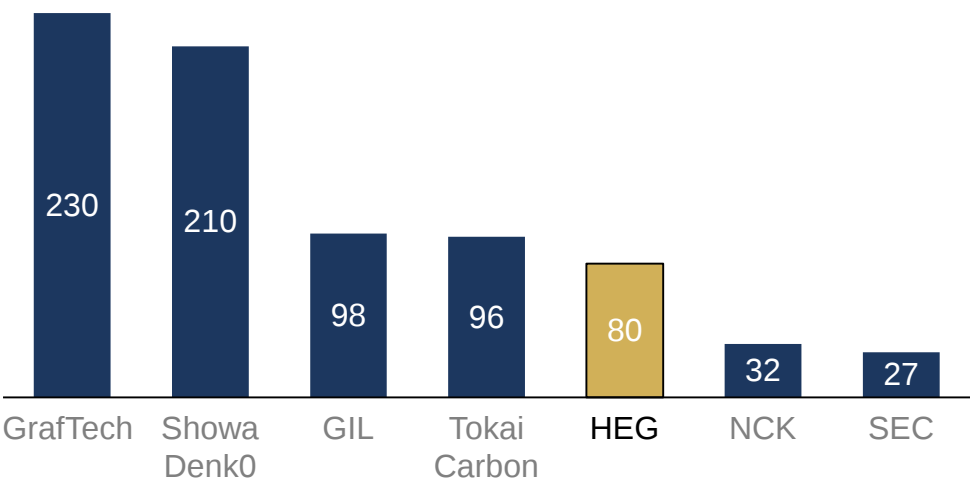


World's Largest Single Site Graphite Electrode Plant

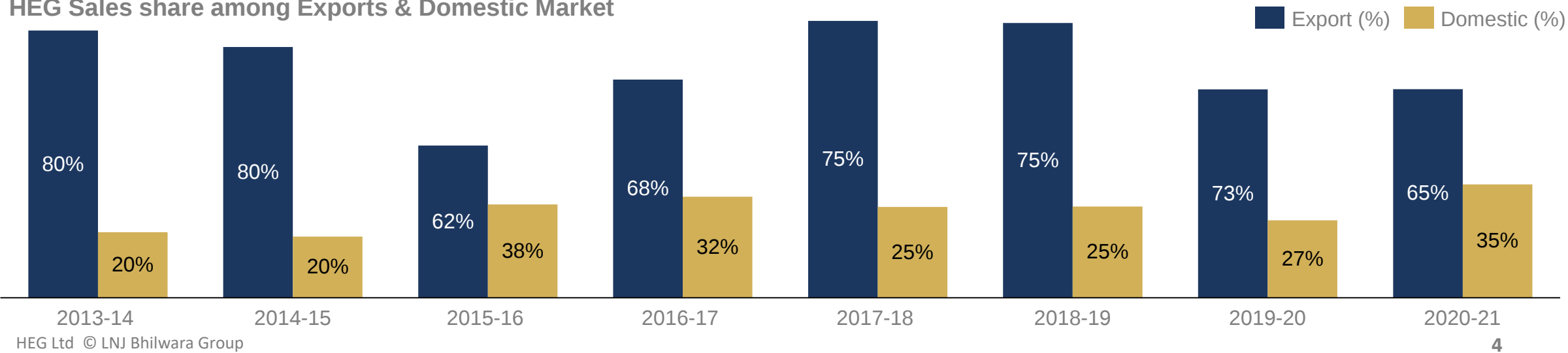


- HEG is among the world’s top five graphite electrode manufacturers
- Steel production levels have improved significantly in last one year in rest of the world excluding China.
- The Steel prices touched record levels recently resulting in record high margins for steel companies globally .
- Electrode prices have improved Q-o-Q & are expected to strengthen further.
- Prices of Needle coke & few other inputs are also increasing Q-o-Q.

Graphite Electrode Capacity (KMT/Year)



HEG Sales share among Exports & Domestic Market





- 1977 - Established in Financial (appx 25% equity) / Technical participation of Pechiney, France
- 1992 - Pechiney sold their Graphite business to SGL, Germany & Indian Promoters bought these shares in HEG
- 1995 / 2011 – Kept expanding from 10,000 mt in small tranches & in 2011 took a quantum leap from 60,000 to 80,000 mt
- Single largest Graphite plant in the world under one roof.
- Consistently exporting appx 65-70% of production to more than 30 countries and to more than 100 customers around the world incl ArcelorMittal, Nucor, Posco, Tata, Sail, Jindals, Sabic, Gerdau, Ferroatlantica, Celsa etc.
- Capacity Expansion to 100,000 mt by end 2022.

R&D Center



- R&D set up to corroborate the Quality & Improvement Drives with small scale production facilities
- The focus is also on development of new product lines
- Development is focused towards Carbon

TOP 10 CRUDE STEEL-PRODUCING COUNTRIES- 2021 vs 2020 (9 months)



Rank	Country	Crude Steel Jan-Sep CY-2021 (MMt)	Crude Steel Jan-Sep CY-2020 (MMt)	Absolute Change	%2021/2020
1	China	805.9	790.1	15.8	2.0%
2	India	87.3	70.8	16.5	23.3%
3	Japan	72.1	61.2	10.9	17.9%
4	United States	64.4	53.7	10.6	19.8%
5	Russia	56.4	53.1	3.3	6.2%
6	South Korea	52.9	49.5	3.4	6.8%
7	Germany	29.9	25.8	4.2	16.2%
8	Turkey	29.9	26.0	3.9	15.0%
9	Brazil	27.2	22.6	4.6	20.2%
10	Iran	19.3	21.1	-1.8	-8.6%
	Subtotal	1,245.3	1,174.0	71.3	2.0%
Source WSA	World	1,461.1	1,354.5	106.6	7.9%
	World ex China	653.4	566.0	87.5	15.5%

TOP 10 CRUDE STEEL-PRODUCING COUNTRIES- Q2 vs Q3'2021 (3 months)



Rank	Country	Crude Steel Apr-Jun CY-2021 (MMt)	Crude Steel Jul-Sep CY-2021 (MMt)	Absolute Change	%Q3/Q2
1	China	292.3	243.8	-48.5	-16.6%
2	India	28.0	29.2	1.2	4.1%
3	Japan	24.3	24.1	-0.3	-1.1%
4	United States	21.7	22.3	0.6	2.9%
5	Russia	19.3	18.3	-1.0	-5.2%
6	South Korea	17.6	17.7	0.1	0.5%
7	Germany	10.4	9.3	-1.2	-11.1%
8	Turkey	9.9	10.2	0.3	2.9%
9	Brazil	9.3	9.2	-0.0	-0.5%
10	Iran	8.1	4.0	-4.0	-49.9%
	Subtotal	440.8	387.9	-51.8	-12.0%
Source WSA	World	517.1	462.6	-54.5	-10.5%
	World ex China	224.8	218.8	-6.0	-2.7%

Financial Snapshot (Standalone)



in Rs. Crore (except EPS)

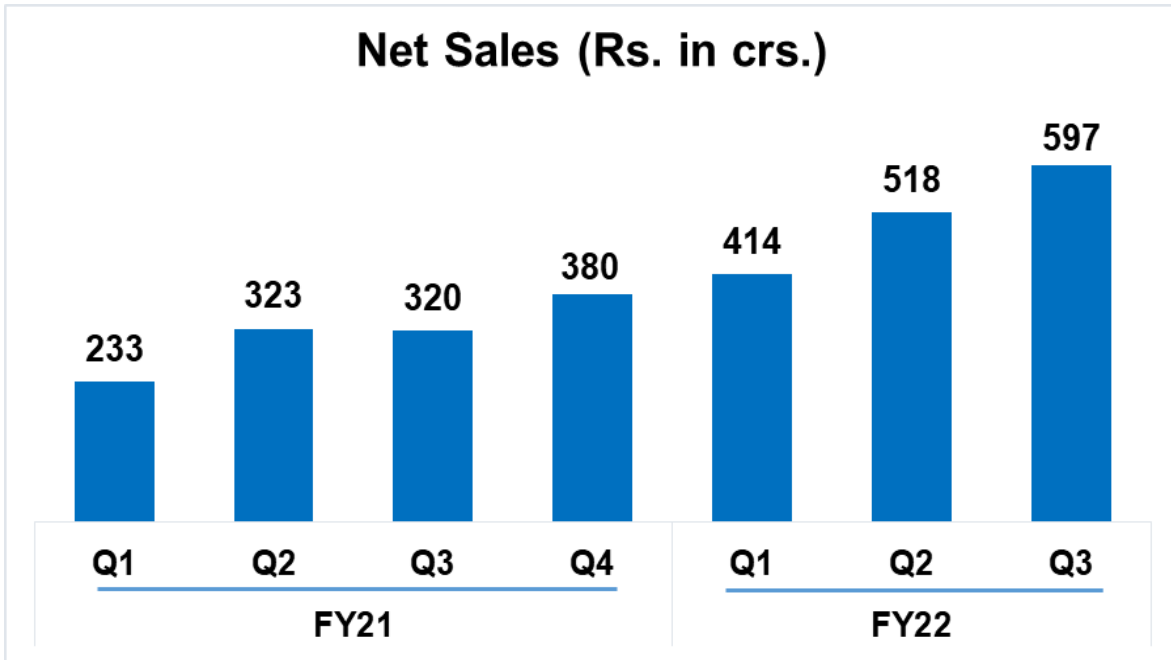
PARTICULARS	Q3 FY 21-22	Q2 FY 21-22	Q1 FY 21-22	FY 20-21	FY 19-20	FY 18-19
REVENUE FROM OPERATIONS	597	518	414	1256	2,149	6,593
EBITDA*	171	167	94	54	138	4,767
EBIT	150	149	76	(19)	66	4,695
PAT	109	113	56	(25)	53	3,050
EPS	28.11	29.28	14.46	(6.56)	13.83	763.60
EBITDA Margin (%)	28%	31%	22%	4%	6%	72%
PAT Margin (%)	18%	21%	13%	(2%)	2%	46%

* EBITDA includes Other Income

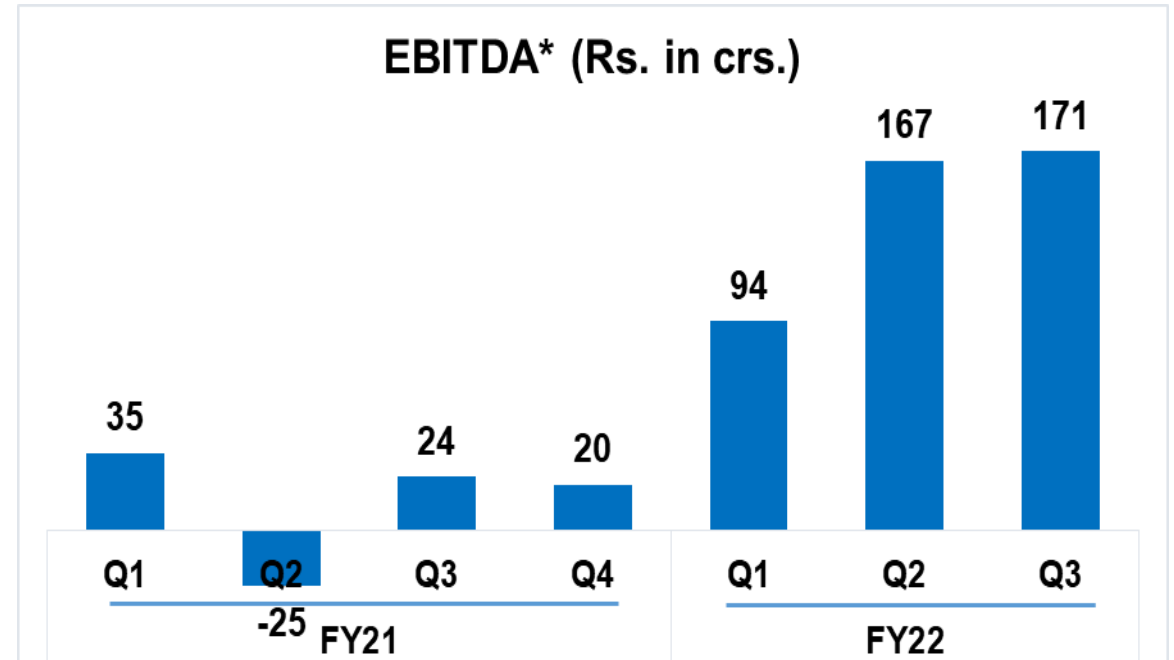
Quarterly Performance Trend (Standalone)



Net Sales (Rs. in crs.)



EBITDA* (Rs. in crs.)

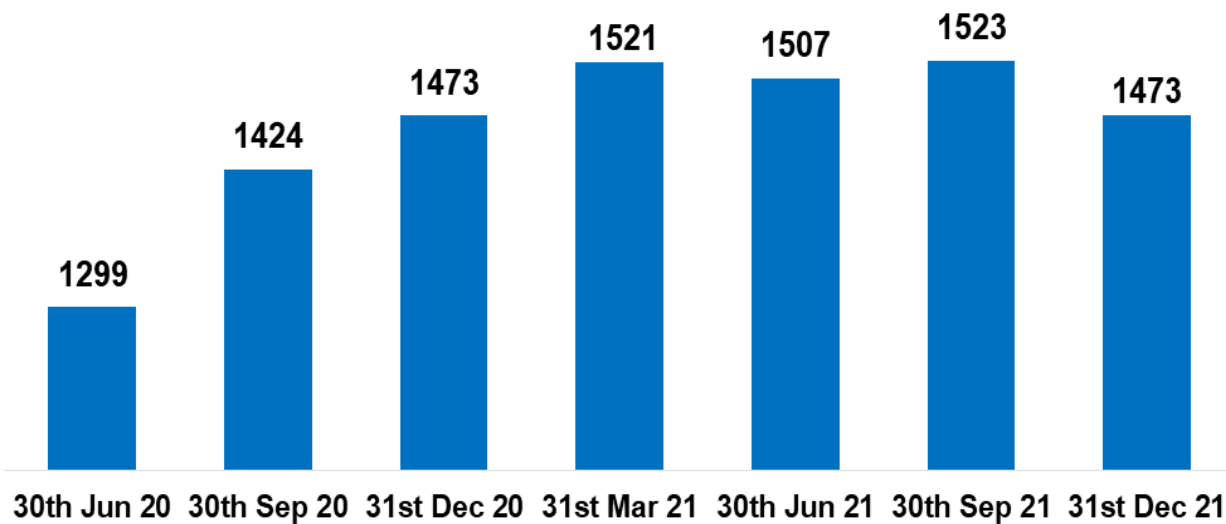


* EBITDA includes Other Income

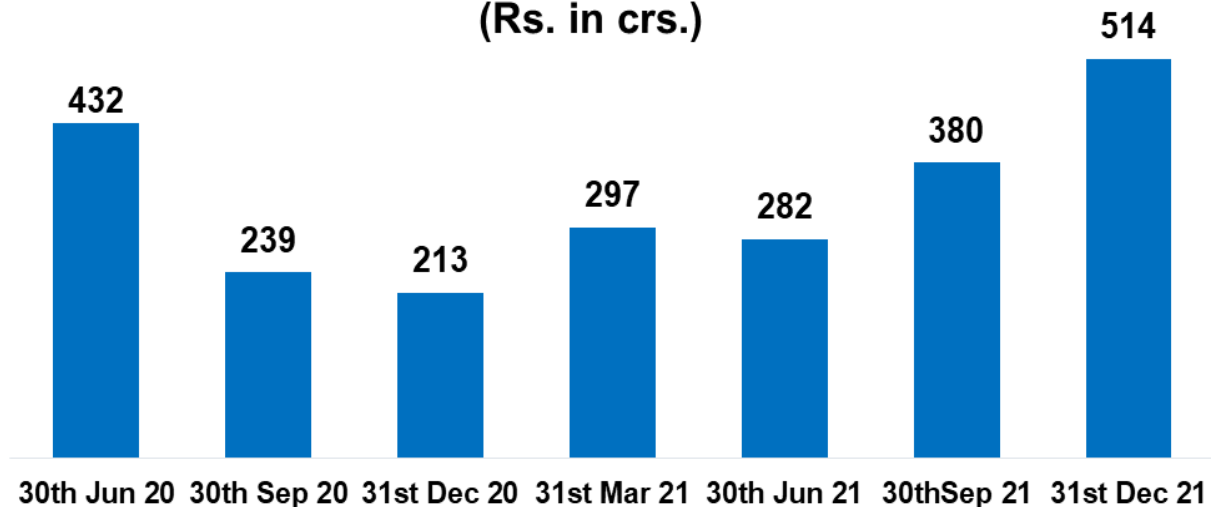
Note:

During the quarter ended September 30, 2021, the rates and other guidelines have been notified under Remission of Duties and Taxes on Exported Products (RoDTEP) scheme vide notification dated August 17, 2021. Accordingly, the Company has accrued the benefits amounting to Rs. 4.85 crores during the quarter ended September 30, 2021 under the aforesaid scheme on the eligible export sales for the period from January 1, 2021 to September 30, 2021, out of which Rs.3.24 crores pertains to eligible export sales for the period from January 1, 2021 to June 30, 2021 and not comparable with figure of quarter ended 31st December 2021 to that extent.

Investments* (Rs. in crs.)



**Short Term Working Capital Borrowings
Outstanding as at the end of the Quarter
(Rs. in crs.)**



* Investments including Cash & Cash equivalents and excluding investment in Associates.

Financial Results for the Quarter ended 31st December 2021 Standalone

(Rs. Cr)



Sl. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-12-2021	30-09-2021	31-12-2020	31-12-2021	31-12-2020	31-03-2021
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
I	Revenue from Operation	597.30	517.56	319.59	1,528.55	875.75	1,256.23
II	Other Income	14.74	25.35	25.35	62.15	87.80	112.91
III	Total Revenue (I+II)	612.04	542.91	344.94	1,590.70	963.55	1369.14
IV	Expenses						
	Cost of materials consumed	274.25	191.26	142.65	626.15	387.47	504.94
	Purchase of stock -in-trade	-	-	-	-	-	-
	Changes in inventories of finished goods, work-in- progress and stock-in-trade	(60.64)	0.11	61.75	(41.16)	220.99	304.15
	Employee benefits expense	21.22	21.35	13.47	60.44	39.75	54.53
	Finance cost	4.17	1.15	1.27	6.49	10.28	11.37
	Depreciation and amortisation expense	21.05	18.12	18.53	57.90	54.64	73.12
	Power and Fuel (Net of Interdivisional Purchases)	76.38	60.96	31.75	193.40	89.85	139.38
	Other Expenses	130.11	101.95	71.24	319.38	192.17	312.41
	Total expenses (IV)	466.54	394.90	340.66	1,222.60	995.15	1399.90
V	Profit/(Loss) before exceptional items and tax (III-IV)	145.50	148.01	4.28	368.10	(31.60)	(30.76)
VI	Exceptional Items	-	-	-	-	-	-
VII	Profit/(Loss) before Tax (V-VI)	145.50	148.01	4.28	368.10	(31.60)	(30.76)

Financial Results for the Quarter ended 31st December 2021 Standalone

(Rs. Cr)



Sl. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-12-2021	30-09-2021	31-12-2020	31-12-2021	31-12-2020	31-03-2021
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
VII	Profit/(Loss) before Tax (V-VI)	145.50	148.01	4.28	368.10	(31.60)	(30.76)
VIII	Tax expense						
	(1) Current Tax	37.30	35.88	-	90.52	0.20	0.20
	(2) Deferred Tax	(0.31)	(0.87)	(0.40)	0.25	(13.31)	(5.66)
IX	Net Profit/(Loss) for the period (VII-VIII)	108.51	113.00	4.68	277.33	(18.50)	(25.30)
X	Other Comprehensive Income (Net of Taxes)						
	A (i) Items that will not be reclassified to profit or loss	-	(0.64)	-	(0.64)	0.91	1.40
	(ii) Income tax relating to items that will not be reclassified to profit or loss	-	0.16	-	0.16	(0.23)	(0.35)
	B (i) Items that will be reclassified to profit or loss	-	-	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
XI	Total Comprehensive Income for the period	108.51	112.52	4.68	276.85	(17.82)	(24.25)
XII	Paid -Up Equity Share Capital (Face Value ₹ 10/- per share)	38.60	38.60	38.60	38.60	38.60	38.60
XIII	Reserves (Excluding Revaluation Reserves)	-	-	-	-	-	3360.04
XIV	Earnings Per Share (₹) (not annalised except for the year endend 31st March,2021)	-	-	-	-	-	-
	- Basic (Rs.)	28.11	29.28	1.21	71.86	(4.79)	(6.56)
	- Diluted (Rs.)	28.11	29.28	1.21	71.86	(4.79)	(6.56)

Financial Results for the Quarter ended 31st December 2021 Consolidated

(Rs. Cr)



Sl. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-12-2021	30-09-2021	31-12-2020	31-12-2021	31-12-2020	31-03-2021
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
I	Revenue from Operations	597.30	517.56	319.59	1,528.55	875.75	1,256.23
II	Other Income	14.74	25.35	25.35	62.15	87.80	112.91
III	Total Revenue (I+II)	612.04	542.91	344.94	1,590.70	963.55	1,369.14
IV	Expenses						
	Cost of materials consumed	274.25	191.26	142.65	626.15	387.47	504.94
	Purchase of stock -in-trade	-	-	-	-	-	-
	Changes in inventories of finished goods, work-in- progress and stock-in-trade	(60.64)	0.11	61.75	(41.16)	220.99	304.15
	Employee benefits expense	21.22	21.35	13.47	60.44	39.75	54.53
	Finance cost	4.17	1.15	1.27	6.49	10.28	11.37
	Depreciation and amortisation expense	21.05	18.12	18.53	57.90	54.64	73.12
	Power and Fuel (Net of Interdivisional Purchases)	76.38	60.96	31.75	193.40	89.85	139.38
	Other Expenses	130.11	101.95	71.24	319.38	192.17	312.41
	Total expenses (IV)	466.54	394.90	340.66	1,222.60	995.15	1,399.90
V	Profit/(Loss) before exceptional items and tax & Share of profit/(loss) of Associates (III-IV)	145.50	148.01	4.28	368.10	(31.60)	(30.76)
VI	Exceptional Items	-	-	-	-	-	-
VII	Profit/(Loss) before Tax & Share of profit/(loss) of Associates (V-VI)	145.50	148.01	4.28	368.10	(31.60)	(30.76)

Financial Results for the Quarter ended 31st December 2021 Consolidated

(Rs.Cr)



Sl. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-12-2021	30-09-2021	31-12-2020	31-12-2021	31-12-2020	31-03-2021
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
VII	Profit/(Loss) before Tax & Share of profit/(loss) of Associates (V-VI)	145.50	148.01	4.28	368.10	(31.60)	(30.76)
VIII	Share of Profit/ (loss) of associates	4.97	18.51	(5.48)	24.45	16.64	7.36
IX	Profit/(Loss) before Tax (VII+VIII)	150.47	166.52	(1.20)	392.55	(14.96)	(23.40)
X	Tax expense						
	(1) Current Tax	37.30	35.88	-	90.52	0.20	0.20
	(2) Deferred Tax	(0.31)	(0.87)	(0.40)	0.25	(13.31)	(5.66)
XI	Net Profit/(Loss) for the period (IX-X)	113.48	131.52	(0.80)	301.78	(1.86)	(17.94)
XII	Other Comprehensive Income (Net of Taxes)						
	A (i) Items that will not be reclassified to profit or loss	-	(0.64)	-	(0.64)	0.91	1.40
	(ii) Income tax relating to items that will not be reclassified to profit or loss	-	0.16	-	0.16	(0.23)	(0.35)
	B (i) Items that will be reclassified to profit or loss	-	-	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
	C. Share of Other comprehensive Income of Associates	0.06	0.02	(0.07)	0.15	(0.16)	0.24
	Total Comprehensive Income for the period	113.54	131.05	(0.87)	301.45	(1.34)	(16.65)
XIII	Paid -Up Equity Share Capital (Face Value ₹ 10/- per share)	38.60	38.60	38.60	38.60	38.60	38.60
XIV	Reserves (Excluding Revaluation Reserves)	-	-	-	-	-	3456.48
XV	Earnings Per Share (₹) (not annualised except for the year endend 31st March, 2021)	-	-	-	-	-	-
XVI	- Basic (₹)	29.40	34.07	(0.21)	78.19	(0.48)	(4.65)
	- Diluted (₹)	29.40	34.07	(0.21)	78.19	(0.48)	(4.65)

Thank You



Mr.Manish Gulati	:	Executive Director
Mr.Om Prakash Ajmera	:	Group CFO
Mr.Gulshan Kr.Sakhuja	:	CFO

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