



20<sup>th</sup> October, 2025

BSE Limited  
Corporate Relationship Department  
**Scrip Code: 532538**

The National Stock Exchange of India Limited  
Listing Department  
**Scrip Code: ULTRACEMCO**

Dear Sirs,

We refer to our earlier submission of the investor presentation titled "*Investor Presentation for the quarter ended 30<sup>th</sup> September, 2025*", dated 18<sup>th</sup> October 2025, which was submitted to the Exchange for dissemination.

We are submitting a revised version of the presentation incorporating updates on slide numbers 8, 12 and 21, aimed at providing greater clarity to investors.

We confirm that, apart from these updates, there are no other changes to the presentation.

We request you to kindly take the revised presentation on record and replace the earlier version submitted. The updated presentation is also available at:

<https://www.ultratechcement.com/investors/financials>

Yours faithfully,  
For UltraTech Cement Limited

Sanjeeb Kumar Chatterjee  
Company Secretary and Compliance Officer

Encl: As above

Luxembourg Stock Exchange  
BP 165 / L – 2011 Luxembourg  
Scrip Code:  
US90403E1038 and US90403E2028

Singapore Exchange  
11 North Buona Vista Drive,  
#05-07 The Metropolis Tower 2,  
Singapore 138589  
ISIN Code:  
US90403YAA73 and USY9048BAA18



**UltraTech Cement Limited**



# UltraTech Cement Limited

Q2 FY26 Result Presentation

# Agenda



1

Macro  
and  
Sectoral  
update

2

Business  
update

3

ESG  
update

4

Financial  
performance



# Macro and Sectoral Updates

Demand drivers and policy tailwinds

# Macro Indicators



Upward revision of GDP estimate from 6.5% to 6.8% by RBI

CPI slowed further in September, to 1.54% YoY



Reduction in Personal Income Tax rates along with reduction in GST slab rates expected to boost demand



Continuous budgetary support for affordable housing in both Rural and Urban India to boost demand further



Above normal monsoon, better water reservoirs levels, good crop sowing, MSP support is expected to boost rural cash flows and economy

# Sectoral Update Q2 FY26

| Zone    | I                                     | C                                    | H                                    | R                                    | Key Drivers  |
|---------|---------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--|
| North   | <span style="color: red;">■</span>    | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <ul style="list-style-type: none"> <li>❖ Housing registered overall growth. Adverse weather conditions impacted demand in certain regions</li> <li>❖ Infrastructure registered degrowth on account of monsoons in parts of Punjab, Uttarakhand, Himachal Pradesh and Jammu &amp; Kashmir. Completion of major projects and delay in announcement of new projects</li> <li>❖ Commercial registered overall growth</li> </ul>  |
| Central | <span style="color: red;">■</span>    | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <ul style="list-style-type: none"> <li>❖ Housing and rural registered growth across regions</li> <li>❖ Infrastructure registered degrowth due to completion of major projects and delay in announcement of new projects</li> <li>❖ Commercial registered overall growth</li> </ul>   |
| East    | <span style="color: green;">■</span>  | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <ul style="list-style-type: none"> <li>❖ Housing registered growth in both rural and urban areas. In Bihar, high pace of work was on account of upcoming elections in November.</li> <li>❖ In Odisha, sand shortage and delay in fund release in PMAY impacted demand</li> <li>❖ Infra demand was supported by projects like Patna-Kolkata Expressway, Buxar-Bhagalpur Expressway, Kolkata and Patna metro expansion, airport expansion in Kolkata and Bagdogra, etc.</li> <li>❖ Commercial registered growth across regions</li> </ul>  |
| West    | <span style="color: orange;">■</span> | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <ul style="list-style-type: none"> <li>❖ <b>Maharashtra:</b> Housing registered overall growth. Mumbai was impacted due to rains</li> <li>❖ Infrastructure demand was supported by projects like Mumbai metro, Mumbai-Delhi Expressway, Nagpur metro extension, High Speed Rail corridor, various NHAI projects etc.</li> <li>❖ Commercial registered strong growth across all regions</li> <li>❖ <b>Gujarat:</b> Housing registered growth across regions with strong growth coming from rural areas</li> <li>❖ Infrastructure registered degrowth on account of near completion of major projects like High-Speed Rail, delay in commencement of new projects and labour shortage on account of festive season</li> <li>❖ Commercial registered growth across regions</li> </ul> |
| South   | <span style="color: green;">■</span>  | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <span style="color: green;">■</span> | <ul style="list-style-type: none"> <li>❖ Housing registered growth across regions. Urban demand in Karnataka was impacted due to stringent norms for building sanction, sand and laterite shortage</li> <li>❖ Infrastructure registered growth on account of projects like Bangalore metro, NH66 Project in Kerala and Karnataka, Integrated Renewable Energy project in Kurnool, Udangudi port, Bangalore-Vijaywada highway, Bhogapuram airport etc.</li> <li>❖ Commercial registered growth across regions</li> </ul>  |

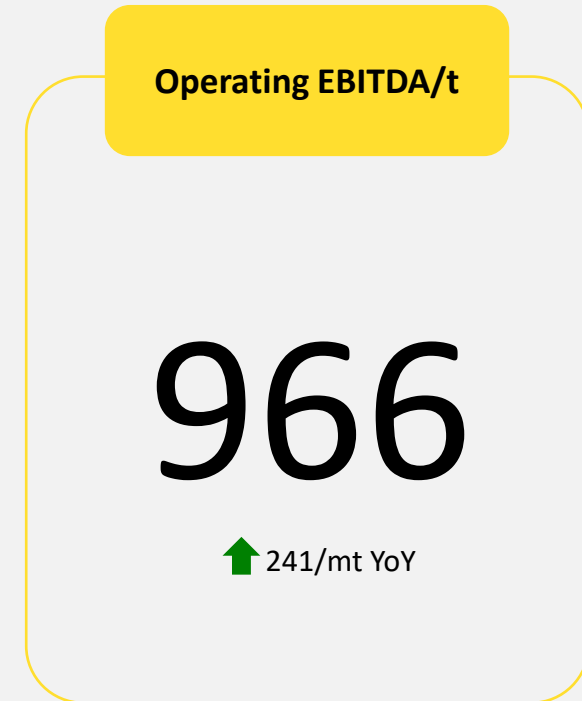
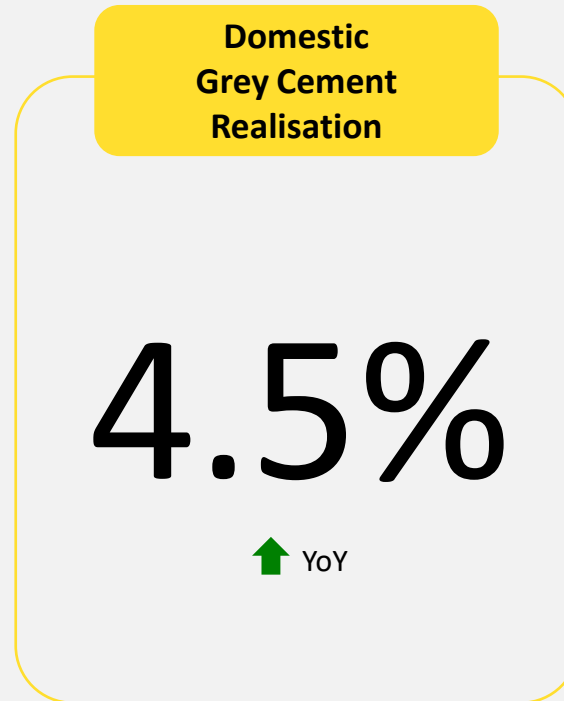
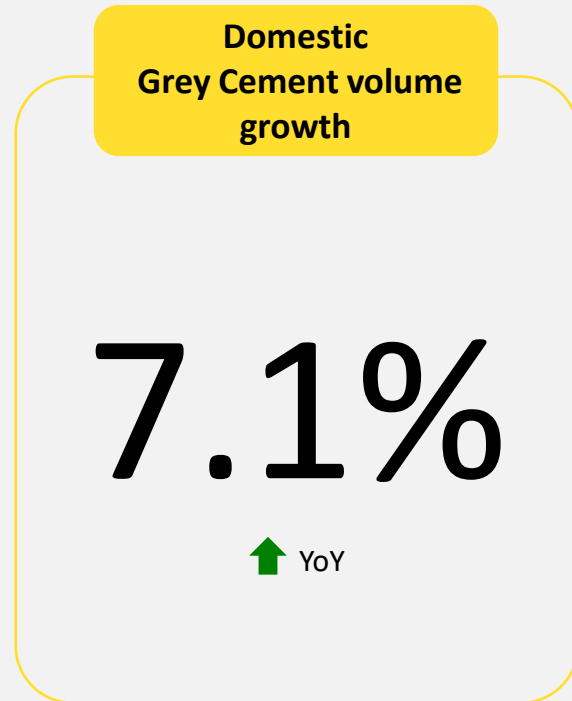


*Creative Visualization*

# Business Update

Delivering growth with precision

# Q2 FY26 Highlights (UltraTech existing assets – 166.76 Mtpa)





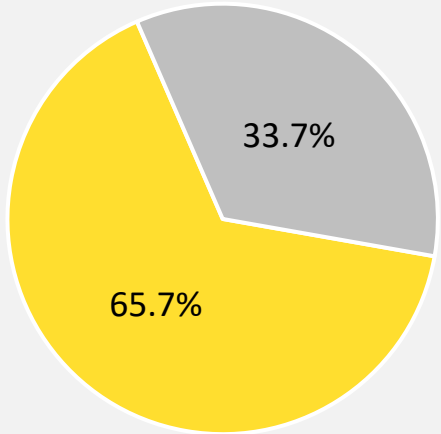
# Sales volumes

| Consolidated Sales volume (mtpa)   |              |                           |
|------------------------------------|--------------|---------------------------|
| Particulars                        | Q2 FY26      | Growth <sup>^</sup> (YoY) |
| <i>UltraTech</i>                   | 29.90        | 9.6%                      |
| <i>India Cements</i>               | 2.44         | 5.9%                      |
| <i>Inter Co. Sales</i>             | - 0.76       | NA                        |
| <b>Grey Cement (Domestic)</b>      | <b>31.58</b> | <b>6.8%</b>               |
| Export and Others                  | 0.17         | - 22.6%                   |
| White Cement                       | 0.51         | 13.0%                     |
| Overseas (Grey + White)            | 1.78         | 7.2%                      |
| <b>Consolidated Sales Volumes*</b> | <b>33.85</b> | <b>6.9%</b>               |

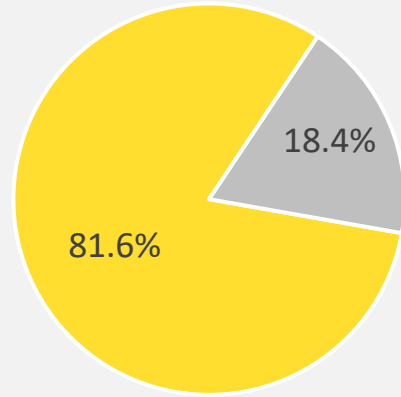
UltraTech brand domestic volume grew: 13.2%

\* After eliminating inter-company sales, ^ Growth % calculated based on restated Q2FY25 for Kesoram and taking India Cements (ICL) volume in base. However, ICL became subsidiary of UTCL w.e.f. 24<sup>th</sup> December 2024.

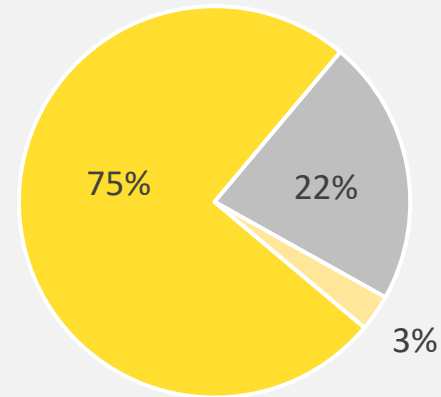
# Q2 FY26 sales performance overview



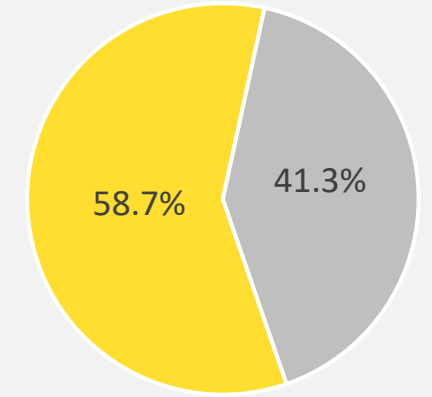
Trade Non Trade



Bag Sales Bulk Sales



Road Rail Sea



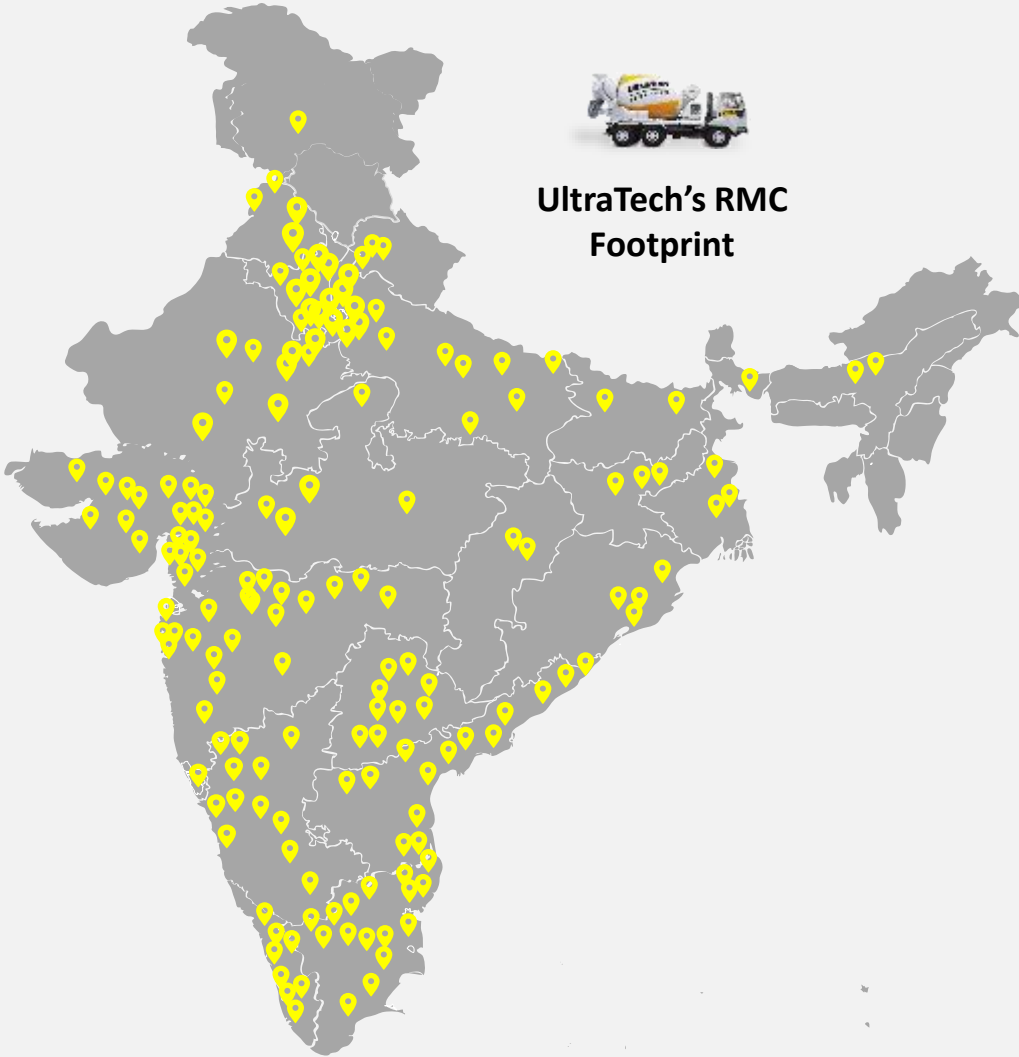
Direct Sales Depot Sales



# Ready Mix Concrete



UltraTech's RMC Footprint



Number of plants

408

↑ 87 YoY

Number of Cities

161

↑ 27 YoY

Volume (Mn m<sup>3</sup>)

3.79

↑ 26% YoY

Revenue (₹ crores)

1,811

↑ 30% YoY

Cement Consumed (Mnt)

1.07

↑ 25% YoY

RoCE

30%

# Q2 FY26 Operational Highlights

Clinker conversion

1.48

↑ v/s 1.45 YoY

Green power mix<sup>^</sup>

41.6%

↑ 38% YoY

Premium product mix

37.4%

↑ 14% YoY

UBS outlets<sup>#</sup>

5,084

↑ 20% YoY

# Organic growth plans on track

## Plan for FY26

| Commissioned till date | Particulars                                 | Unit | Project | Cement Capacity (mtpa) |         |
|------------------------|---|------|---------|------------------------|---------|
|                        |   |      |         | Earlier                | Revised |
|                        | Nagpur, Maharashtra (Debottlenecking)       | GU   | B       | 0.6                    |         |
|                        | Panipat, Haryana (Debottlenecking)          | GU   | B       | 0.4                    |         |
|                        | Jhajjar, Haryana (Debottlenecking)          | GU   | B       | 0.4                    |         |
|                        | Banswara, Rajasthan (Debottlenecking)*      | IU   | B       | 0.3                    |         |
|                        | Maihar, Madhya Pradesh (Phase II)           | IU   | B       | 1.8                    |         |
|                        | Patratu, Jharkhand                          | GU   | B       | 2.5                    |         |
|                        | Shahjahanpur, Uttar Pradesh                 | GU   | G       | 1.8                    |         |
|                        | Nathdwara, Rajasthan                        | IU   | B       | 1.2                    |         |
|                        | Dhule, Maharashtra (Phase II)               | GU   | B       | 0.6                    |         |
|                        | Visakhapatnam, Andhra Pradesh               | GU   | G       | 3.3                    |         |
|                        | Parli, Maharashtra                          | GU   | B       | 1.2                    |         |
|                        | <b>Capacity addition in FY26 (Excl. BT)</b> |      |         | <b>14.1</b>            |         |

## Plan for FY27

| Particulars                                 | Unit | Project | Cement Capacity (mtpa) |             |
|---|------|---------|------------------------|-------------|
|   |      |         | Earlier                | Revised     |
| Aligarh, Uttar Pradesh                      | GU   | B       | 2.7                    | 2.7         |
| Bhagalpur, Bihar                            | GU   | G       | 3.3                    | 3.3         |
| Petnikota, Andhra Pradesh                   | IU   | G       | 2.7                    | 3.6         |
| Jharsuguda, Odisha                          | GU   | B       | -                      | 2.3         |
| Dankuni, West Bengal                        | GU   | B       | -                      | 1.0         |
| Chennai, Tamil Nadu *                       | GU   | B       | -                      | 1.8         |
| Dalavoi, Tamil Nadu *                       | IU   | B       | -                      | 0.4         |
| Kharagpur, West Bengal                      | GU   | G       | 3.3                    | Dropped     |
| APCW, Andhra Pradesh                        | IU   | B       | 2.7                    | Dropped     |
| Chennai, Tamil Nadu                         | BT   | G       | 1.8                    | Dropped     |
| Vapi, Gujarat                               | BT   | G       | 1.2                    | 1.2         |
| Mandya, Karnataka                           | BT   | G       | 1.2                    | 1.2         |
| Guwahati, Assam                             | BT   | G       | 1.2                    | 1.2         |
| Kolkata, West Bengal                        | BT   | G       | 1.0                    | 1.0         |
| Panvel, Maharashtra                         | BT   | B       | 1.0                    | 1.0         |
| <b>Capacity addition in FY27 (Excl. BT)</b> |      |         | <b>14.7</b>            | <b>15.1</b> |

 Change in plant wise capacity expansion as compared to that announced earlier.

# Revolutionizing Cement Logistics

Strategic agreement



## UltraTech and CONCOR Forge Strategic Partnership for Bulk Cement movement in tank containers

- ❖ As part of the collaboration, CONCOR will provide storage and unloading facilities at Dronagiri Rail Terminal, Mumbai. Cement movement to take place on CONCOR rakes in tank containers.
- ❖ This partnership will enable UltraTech in strengthening its services in major market i.e. Mumbai at optimal Logistic cost. This move will also help in UltraTech's commitment towards green logistics.



# ESG Update

Building the future responsibly

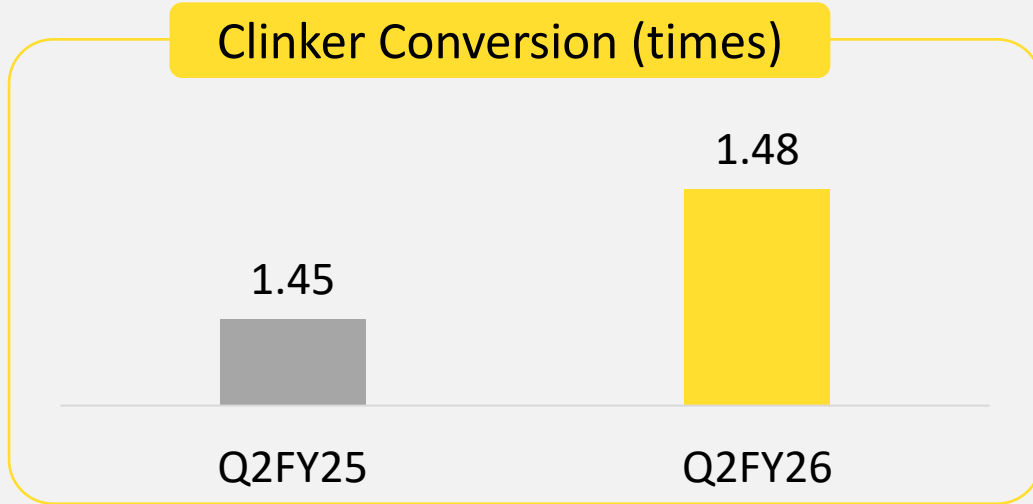
# Marching ahead sustainably



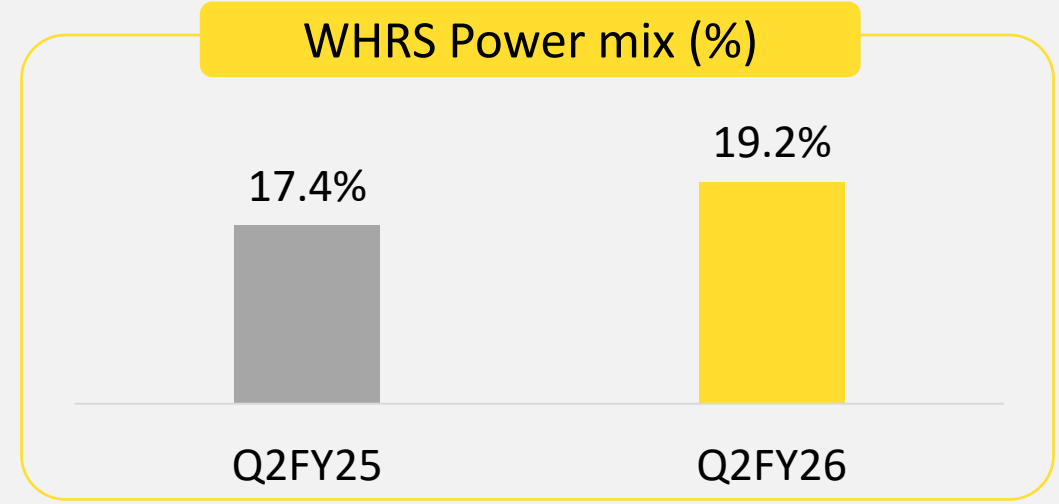


# ESG Scorecard

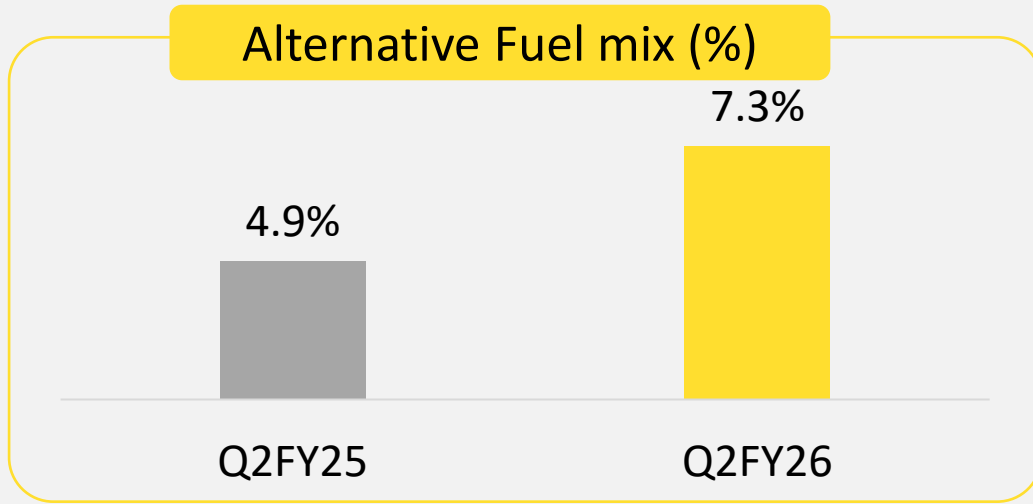
Clinker Conversion (times)



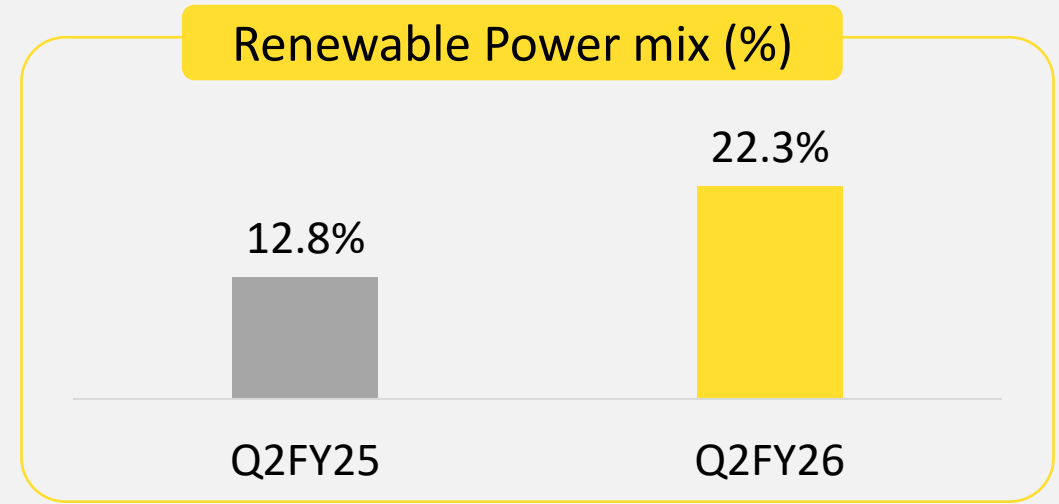
WHRs Power mix (%)



Alternative Fuel mix (%)



Renewable Power mix (%)



# Leading Sustainably

## Key updates

### ❖ UltraTech's community watershed project in Madhya Pradesh revives biodiversity and boosts rural livelihoods

- Our internal biodiversity study in Chitakheda, Neemuch shows striking ecological improvements catalyzed from our watershed management project.
- This resulted in, significant increase of green cover, 20+ bird species returning after several years. Also, diverse aquatic & moisture-loving flora have reappeared.



### ❖ Operationalised India's first of its kind on site hybrid RTC renewable energy project

- Commissioned 7.5MW RTC hybrid renewable energy.
- This innovative solution integrates solar and wind energy alongside battery storage, to provide uninterrupted energy during cement manufacturing process without any reliance on grid power.



# CSR initiatives

## Restored lifeline for community in Karamta, Kutch

- ❖ Karamta, located 130 kms from Bhuj, is a small hamlet, home to 60 families. The region faces an arid, dry climate, and water scarcity has been a pressing challenge.
- ❖ The families relied on a 40-foot-deep well, located outside the vicinity of hamlet. The well had deteriorated with cracked walls, overgrown paths, and the absence of a protective structure made access difficult and dangerous.
- ❖ UltraTech rebuilt and reinforced the well's structure, sanitized the water, installed a secure cover to prevent any accidents, paved surrounding areas for safe access and educated locals on groundwater harvesting techniques.



87,839

beneficiaries' from various  
healthcare initiatives



38,741

beneficiaries' learning  
level improved







9,975

beneficiaries' of skill  
development programs



# ESG Ratings

|   |   |                 |
|---|---|-----------------|
| <b>S&amp;P Dow Jones Indices</b><br><small>A Division of S&amp;P Global</small>   | S&P Global CSA Score (2025)   | 77              |
|   | S&P Global CSA Rank (2025)<br><small>(DJSI, Sector: Construction Materials)</small> | 8 <sup>th</sup> |
|    | Climate (2024)  | B               |
|   | Water (2024)  | B               |
| <br><small>An S&amp;P Global Company</small> | ESG Score (2023)  | 57              |
|    | ESG Rating (2024)   | B               |
|    | NSE Sustainability Ratings & Analytics (2024)                                       | 62              |





# Financial Performance

Strong fundamentals, solid future

# Revenues Mix

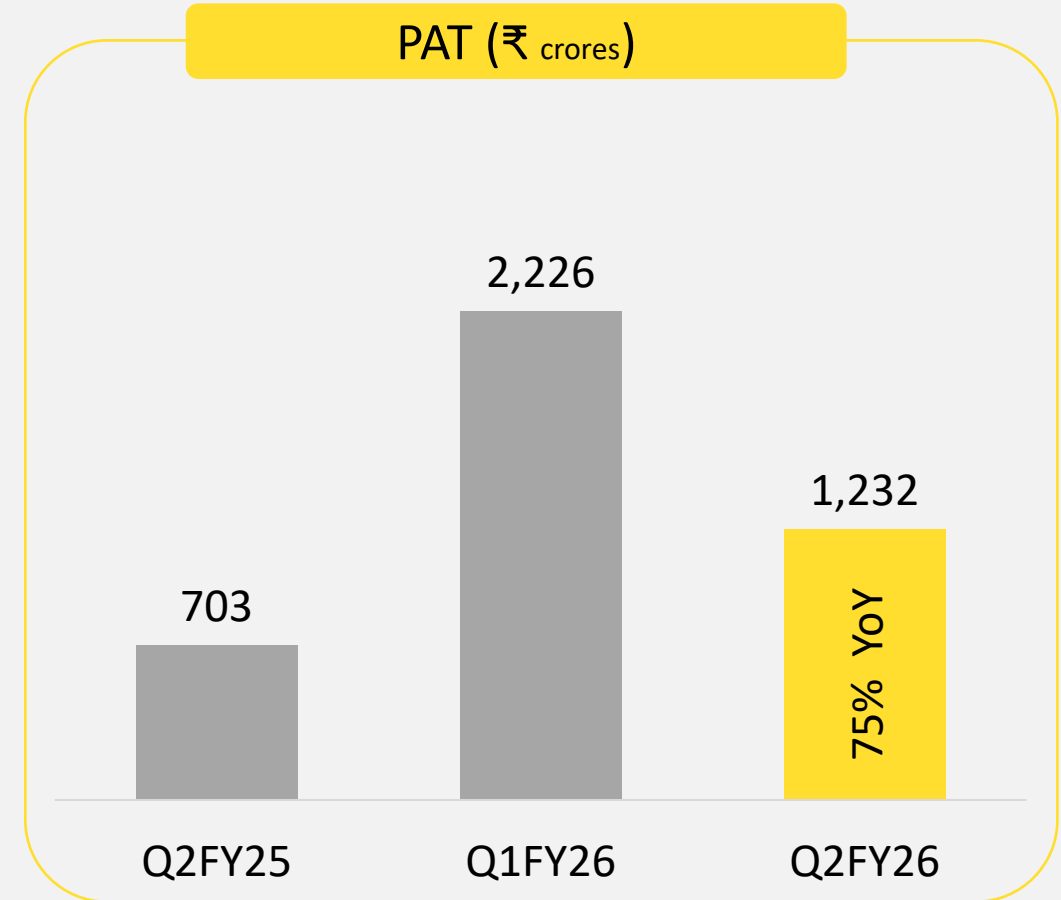
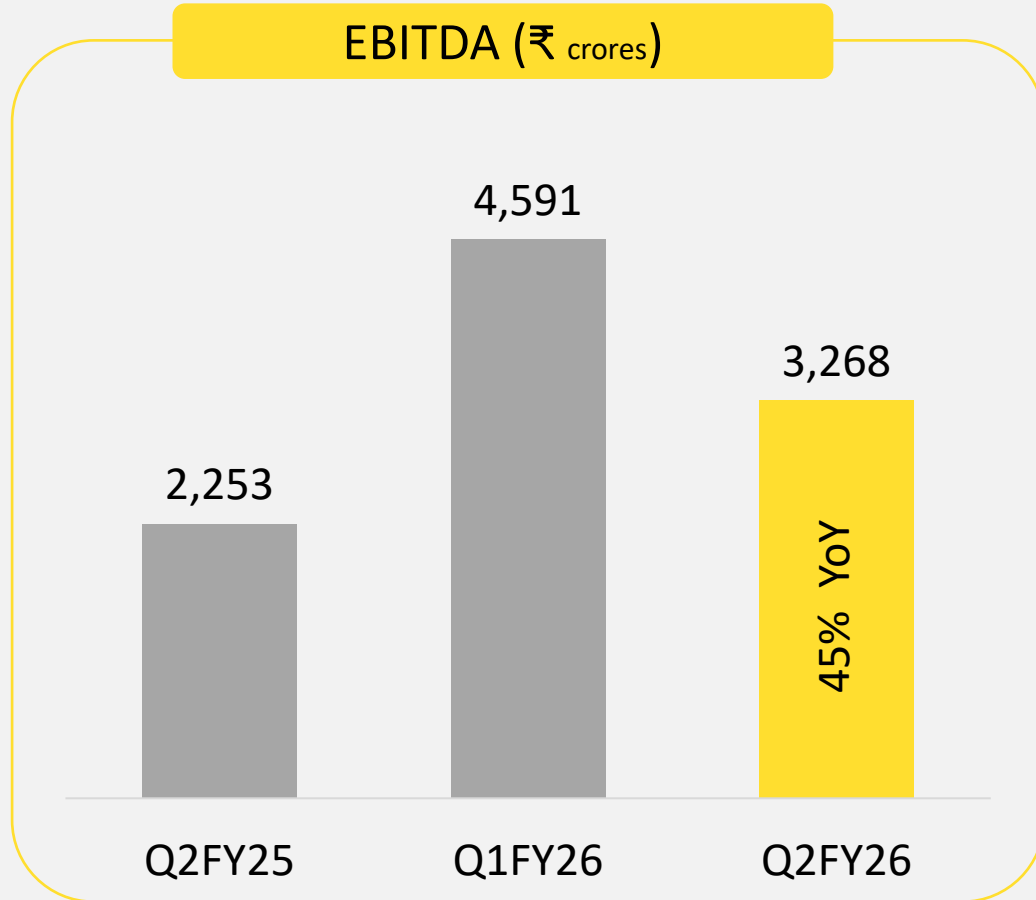
| Consolidated Revenue         |               |                           |
|------------------------------|---------------|---------------------------|
|                              | ₹ Crores      |                           |
| Particulars                  | Q2 FY26       | Growth <sup>^</sup> (YoY) |
| Grey Cement (Domestic)       | 15,217        | 14.6%                     |
| Export & Others              | 99            | -16.0%                    |
| White Cement                 | 617           | 17.5%                     |
| ReadyMix Concrete (RMC)      | 1,811         | 29.6%                     |
| Construction Chemicals       | 283           | 32.2%                     |
| Overseas (Grey + White)      | 1,023         | 23.0%                     |
| India Cements                | 1,115         | -                         |
| <b>Consolidated Revenue*</b> | <b>19,371</b> | <b>21.3%</b>              |

\* After eliminating inter-company sales, ^ Growth % calculated based on restated Q2FY25 for Kesoram

# Operating EBITDA/Mt (UltraTech existing assets – 166.76 Mtpa)

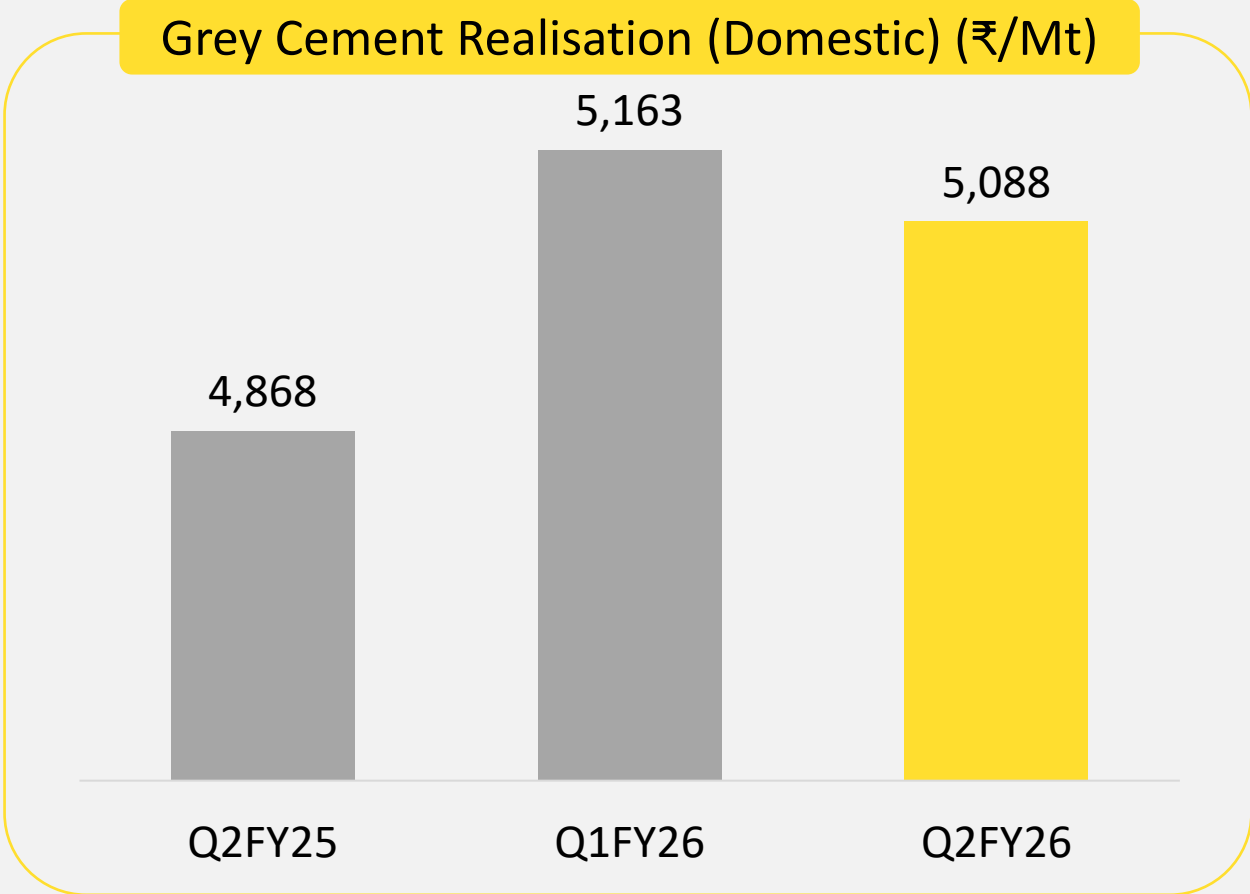
| Particulars                          | Volume (Mnt) | Op. EBITDA (₹ Crores) | Op. EBITDA ₹/Mt |
|--------------------------------------|--------------|-----------------------|-----------------|
| <b>UltraTech Existing Operations</b> | <b>29.71</b> | <b>2,871</b>          | <b>966</b>      |
| India Cements                        | 2.44         | 95                    | 386             |
| Kesoram Cement Assets                | 1.70         | 129                   | 755             |
| <b>UltraTech Consolidated</b>        | <b>33.85</b> | <b>3,094</b>          | <b>914</b>      |

# Profitability



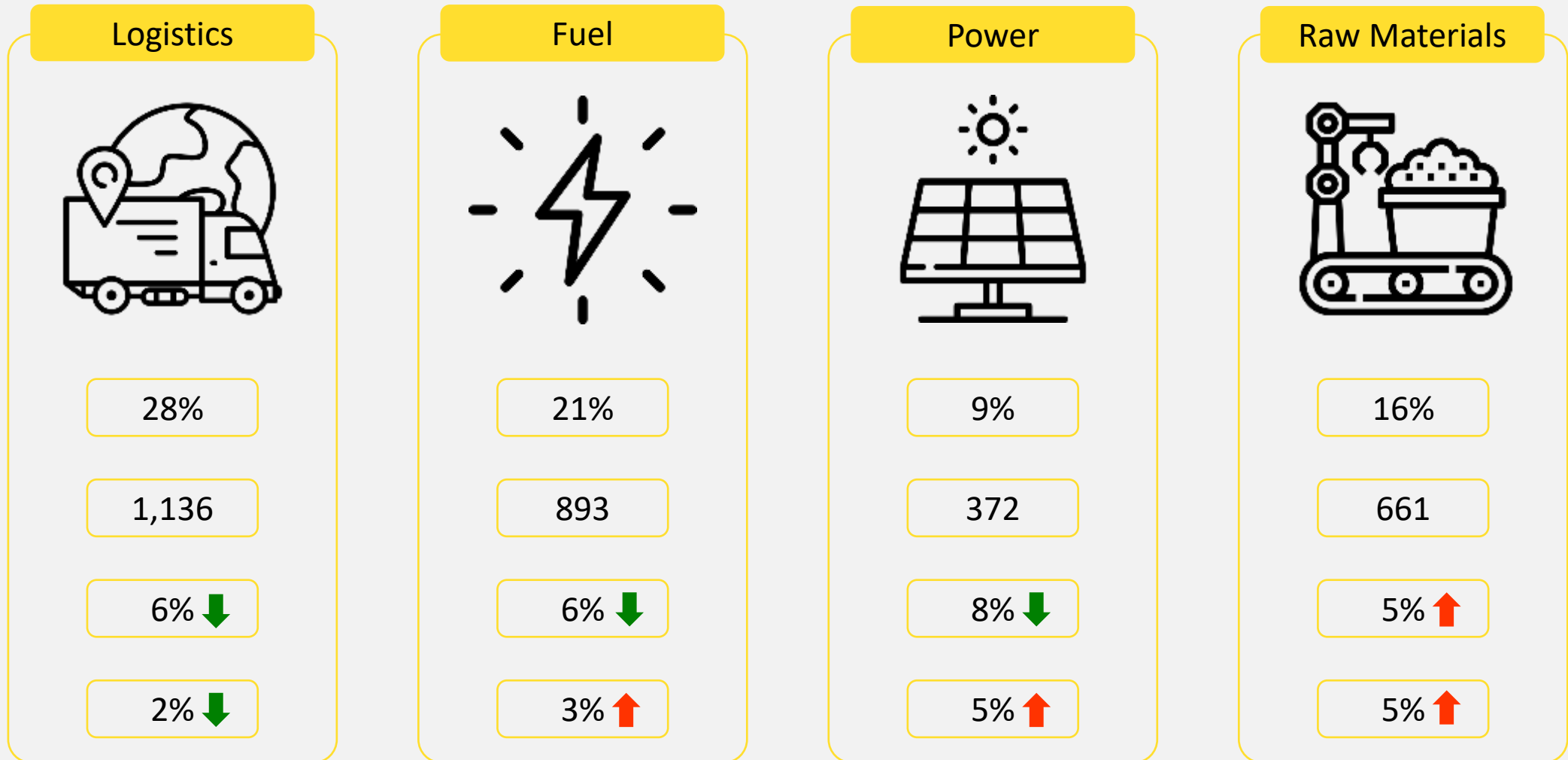


# Sales Realisation

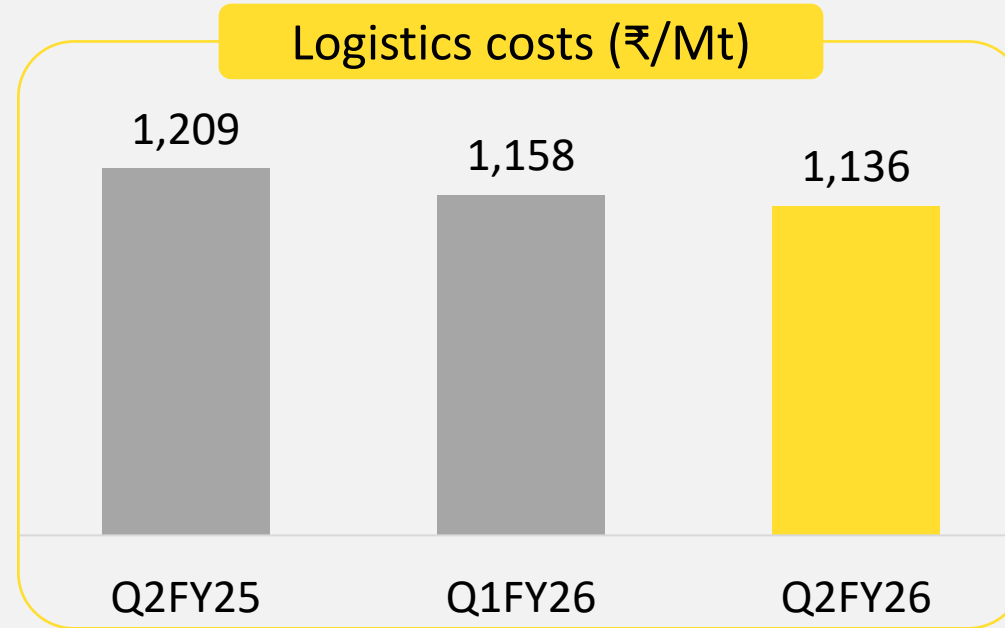


Realisation improved 4.5% YoY and declined 1.4% QoQ

# Key Cost Indicators (Grey Cement): Q2 FY26



# Logistics Cost (Grey Cement)



## 6% cost decrease YoY

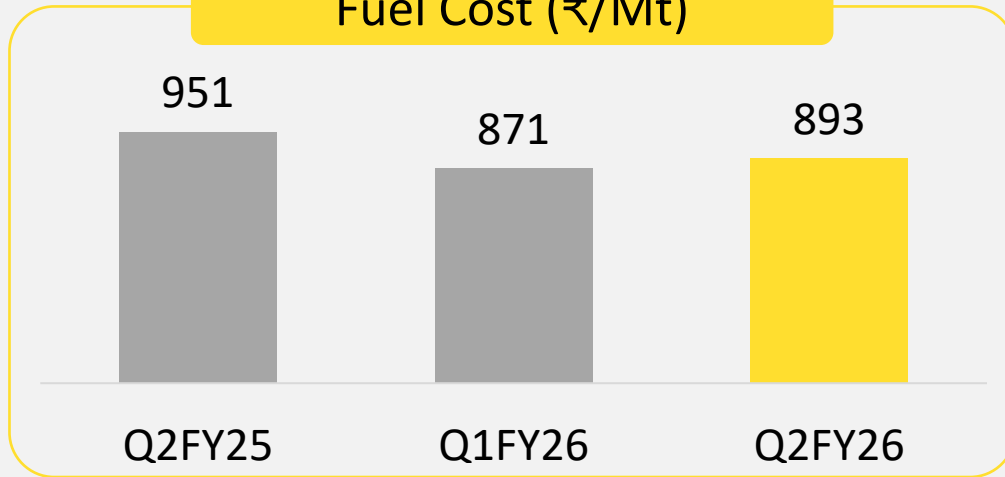
- ❖ Primary lead distance reduced to 366 kms in Q2FY26 v/s 388 kms in Q2FY25
- ❖ Sustainable improvement in logistics efficiencies

## 2% cost decrease QoQ

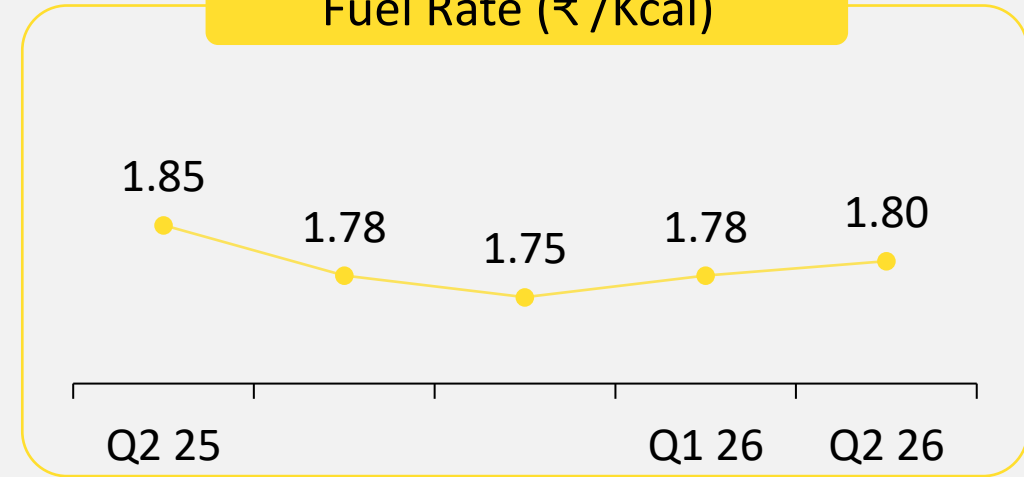
- ❖ Primary lead distance reduced to 366 kms in Q2FY26 v/s 370 kms in Q1FY26

# Fuel Cost (Grey Cement)

Fuel Cost (₹/Mt)



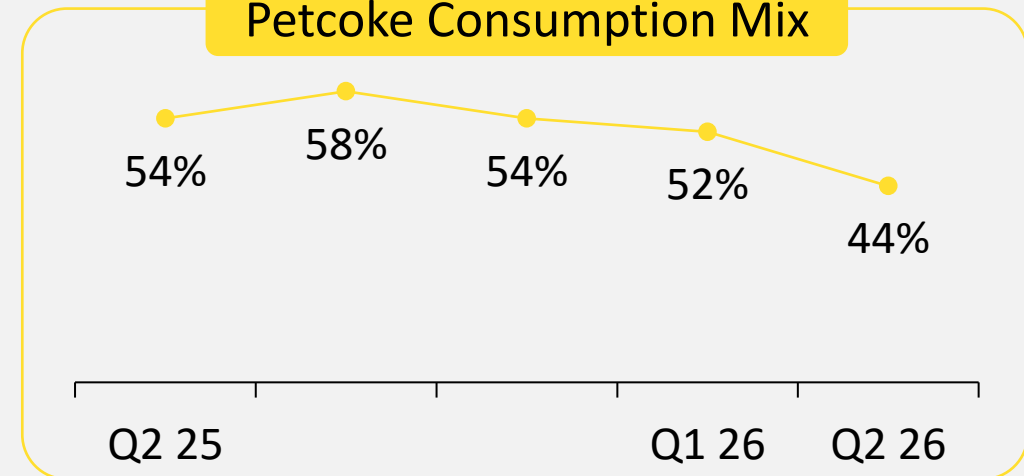
Fuel Rate (₹ /Kcal)\*



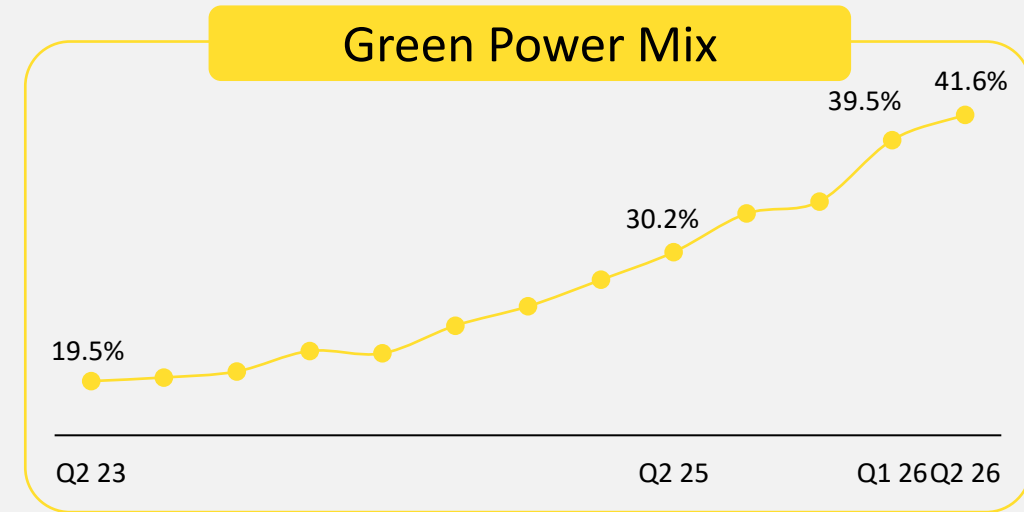
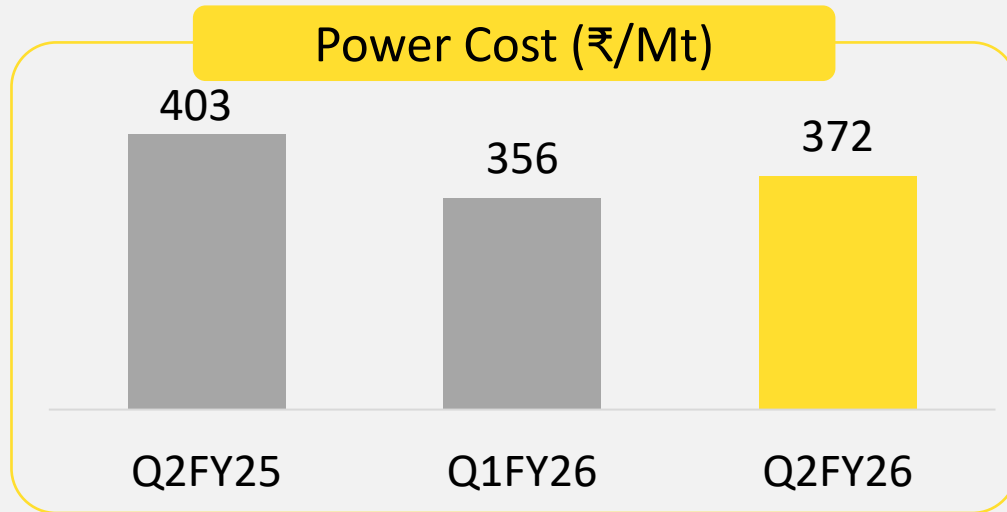
Cost decreased 6% YoY

- ❖ Blended imported fuel consumption (CV: 7500) at \$ 125/t; 5% lower YoY
- ❖ Savings on account of improved clinker conversion to 1.48 v/s 1.45 YoY

Petcoke Consumption Mix



# Power Cost (Grey Cement)



**8% cost decrease YoY**

- ❖ Green Power Mix has increased to 41.6% v/s 30.2% in Q2FY25

**5% cost increased QoQ**

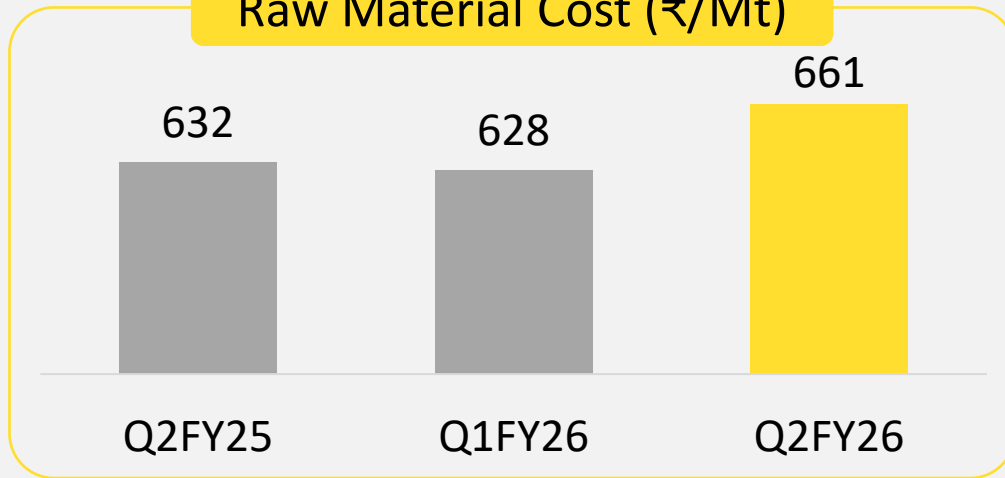
- ❖ Increase in power consumption led by plant maintenance during the quarter

# Sources of Power (Grey Cement)

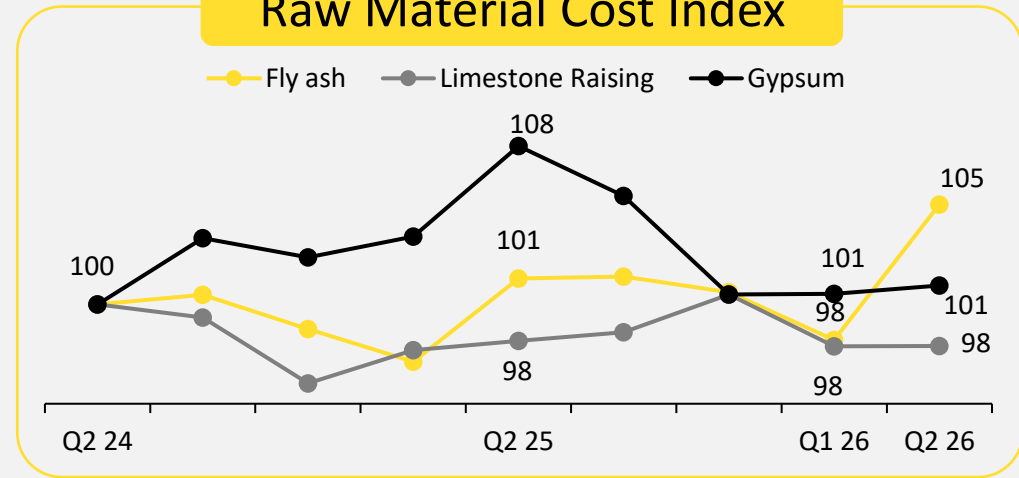
| Particulars                                    | Q2 FY26     |              | Q2 FY25     |              |
|--|-------------|--------------|-------------|--------------|
|  | Power Mix   | Rate (₹/Kwh) | Power Mix   | Rate (₹/Kwh) |
| Captive Thermal Power                          | 38.1%       | 6.9          | 46.1%       | 7.1          |
| State Grid and Others                          | 20.3%       | 7.1          | 23.7%       | 6.7          |
| Renewable Energy                               | 22.3%       | 4.6          | 12.8%       | 4.6          |
| WHRS   | 19.2%       | 0.8          | 17.4%       | 0.7          |
| <b>Power Cost (₹/Kwh)</b>                      | <b>5.3</b>  |              | <b>5.6</b>  |              |
| <b>Total Power Consumed (Kwh/t. of Cement)</b> | <b>70.7</b> |              | <b>72.4</b> |              |

# Raw Material Cost (Grey Cement)

Raw Material Cost (₹/Mt)



Raw Material Cost Index



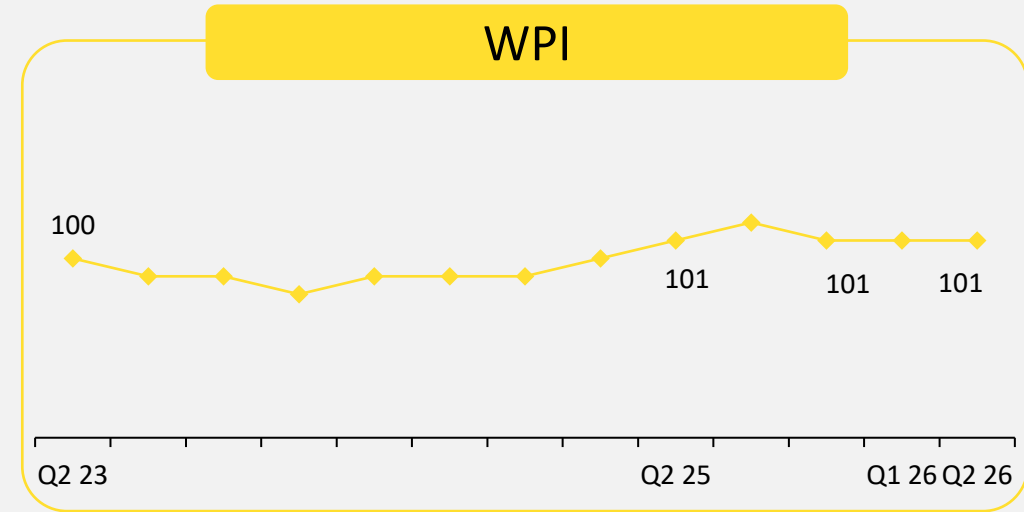
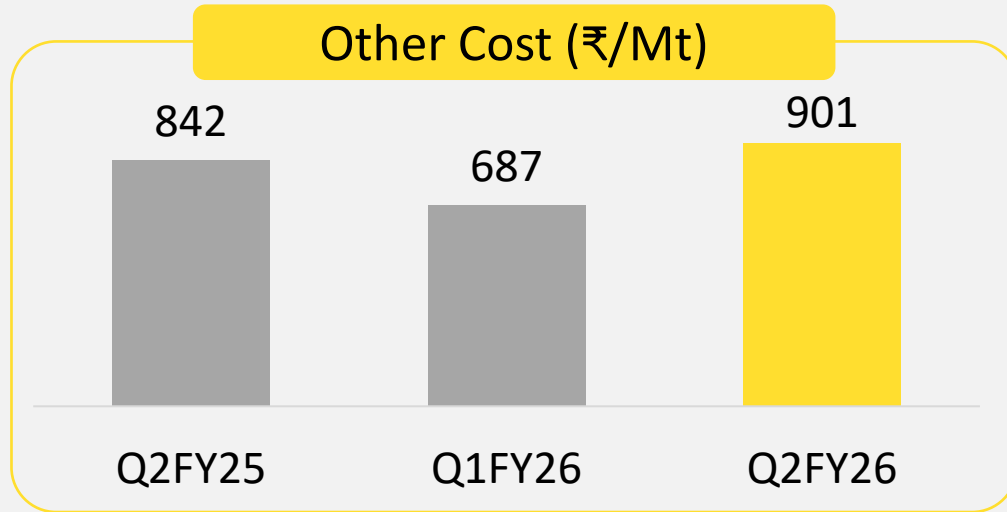
5% cost increased YoY

- ❖ Clinker conversion at 1.48 v/s 1.45 in Q2 FY25

5% cost increased QoQ

- ❖ Increase in cost of raw materials

# Other Costs



## 31% cost increased QoQ

- ❖ Mainly on account of plant maintenance, higher advertising spend during the quarter
- ❖ Impact of operating leverage



# Operational Performance

₹ Crores

| Q2FY25     |              | Particulars              | Q2FY26        |               |
|------------|--------------|--------------------------|---------------|---------------|
| Standalone | Consolidated |                          | Standalone    | Consolidated  |
| 15,233     | 15,967       | Net Sales                | 17,632        | 19,371        |
| 332        | 327          | Other Operating Income   | 232           | 236           |
| 187        | 226          | Other Income             | 73            | 174           |
| 15,752     | 16,521       | <b>Total Income</b>      | <b>17,937</b> | <b>19,781</b> |
|            |              | Expenses:                |               |               |
| 2,394      | 2,635        | Raw Materials Consumed   | 2,780         | 3,384         |
| 418        | 404          | Purchase of Traded Goods | 879           | 579           |
| (148)      | (119)        | Changes in Inventory     | (56)          | (72)          |
| 896        | 954          | Employee Costs           | 941           | 1,064         |
| 3,930      | 4,122        | Power and Fuel           | 3,866         | 4,444         |
| 3,780      | 3,820        | Logistics Cost           | 3,926         | 4,127         |
| 2,354      | 2,452        | Other Expenses           | 2,757         | 2,986         |
| 13,623     | 14,267       | <b>Total Expenses</b>    | <b>15,094</b> | <b>16,513</b> |
| 2,129      | 2,253        | <b>EBITDA</b>            | <b>2,843</b>  | <b>3,268</b>  |

# Financial Statement

₹ Crores

| Q2FY25     |              | Particulars                                  | Q2FY26     |              |
|------------|--------------|--|------------|--------------|
| Standalone | Consolidated |  | Standalone | Consolidated |
| 15,233     | 15,967       | Net Sales                                    | 17,632     | 19,371       |
| 2,129      | 2,253        | EBITDA                                       | 2,843      | 3,268        |
| 358        | 393          | Finance Costs                                | 396        | 459          |
| 926        | 980          | Depreciation and Amortization                | 1,002      | 1,148        |
| 165        | 171          | Tax expenses                                 | 381        | 418          |
| -          | (1)          | Share of Profit/(Loss) from JVs & Associates | -          | (6)          |
| -          | 5            | Minority interest                            | -          | 6            |
| 680        | 703          | PAT  | 1,064      | 1,232        |

# Financial Position

₹ Crores

| Mar-25     |              | Particulars                                 | Sep-25     |              |
|------------|--------------|---|------------|--------------|
| Standalone | Consolidated |   | Standalone | Consolidated |
| 82,881     | 1,02,268     | Net Fixed Assets <sup>^</sup>               | 85,593     | 1,05,133     |
| 12,999     | 1,651        | Non-Current Investments                     | 12,742     | 1,865        |
| (2,997)    | (2,843)      | Net Working Capital                         | (2,087)    | (1,650)      |
| 92,883     | 1,01,076     | Application of funds                        | 96,249     | 1,05,348     |
| 69,678     | 73,893       | Shareholders Fund (Incl. Minority Interest) | 70,752     | 75,967       |
| 19,460     | 23,031       | <i>Gross Debt</i>                           | 20,704     | 24,246       |
| 4,452      | 5,362        | <i>Less: Treasury Surplus</i>               | 3,571      | 4,539        |
| 15,008     | 17,669       | Net Debt                                    | 17,133     | 19,706       |
| 8,198      | 9,514        | Deferred Tax Liability                      | 8,364      | 9,675        |
| 92,883     | 1,01,076     | Sources of funds                            | 96,249     | 1,05,348     |

<sup>^</sup>Includes goodwill and asset held for sale

# Consolidated Cash Flow

₹ Crores

| Particulars  | H1FY26         |
|--|----------------|
| EBITDA   | 7,859          |
| Less: Interest & lease payments                        | (886)          |
| Less: Taxes paid (Net of refunds)                      | (40)           |
| Less: Change in working capital                        | (2,057)        |
| <b>Operating Cash Flow</b>                             | <b>4,875</b>   |
| Less: Capex spends (Incl. Solar Investment)            | (4,880)        |
| Less: Investment in Wonder Wall Care                   | (234)          |
| Add: Sale of shares in Subsidiary/ Asset held for sale | 838            |
| <b>Free Cash Flow to Equity</b>                        | <b>599</b>     |
| Less: Dividend   | (2,264)        |
| Less: Proceeds /(Purchase) of Treasury Shares (net)    | (102)          |
| <b>Free Cash Flow</b>                                  | <b>(1,768)</b> |

# Awards and Accolades

## UltraTech Cement's Units Shine Bright at CII Awards

UltraTech has once again raised the bar in sustainability and energy excellence, bagging prestigious awards at the 26<sup>th</sup> CII National Award for Excellence in Energy Management 2025.

| Sr. No | Unit                                |
|--------|-------------------------------------|
| 1.     | Pali Cement Works, Rajasthan        |
| 2.     | Balaji Cement Works, Andra Pradesh  |
| 3.     | Baga Cement Works, Himachal Pradesh |
| 4.     | Maihar Cement Works, Madhya Pradesh |
| 5.     | Rajashree Cement Works, Karnataka   |
| 6.     | Kotputli Cement Works, Rajasthan    |
| 7.     | Hotgi Cement Works, Maharashtra     |
| 8.     | Ratnagiri Cement Works, Maharashtra |
| 9.     | Patliputra Cement Works, Bihar      |



# 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**

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