

HeidelbergCement India Ltd.

Investors' Presentation – Quarter ended March 31, 2015.

May 27, 2015



Cautionary Statement

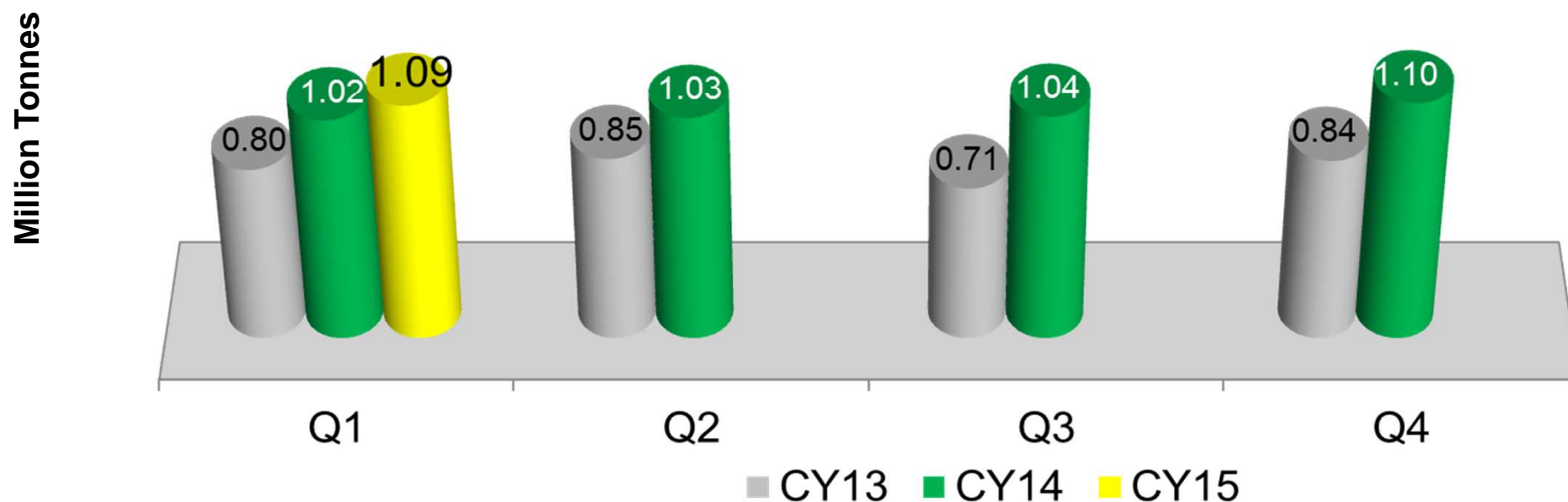
This presentation may contain certain forward-looking statements relating to the Company's future business, developments and economic performance.

Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (1) demand supply conditions (2) raw material and finished goods prices; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general Financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual developments and results to differ materially from the statements made in this presentation.

HCIL assumes no obligation or responsibility to publicly update or alter forward-looking statements whether as a result of new information, development, future events or otherwise.

Sales volume trend

Sales volume marginally higher than previous year- in line with the previous quarter



Like for like (excluding Raigad which was sold on 3-Jan-14)

Note : The financial year of the Company has been changed to comply with the provisions of Section 2(41) of the Companies Act, 2013 which requires that financial year of every company shall end on 31 March every year. Thus the current financial year of the Company is of 15 months from 1 January 2014 to 31 March 2015

Financial Performance Q1CY15/Q5FY15 and for 15 months FY 14-15

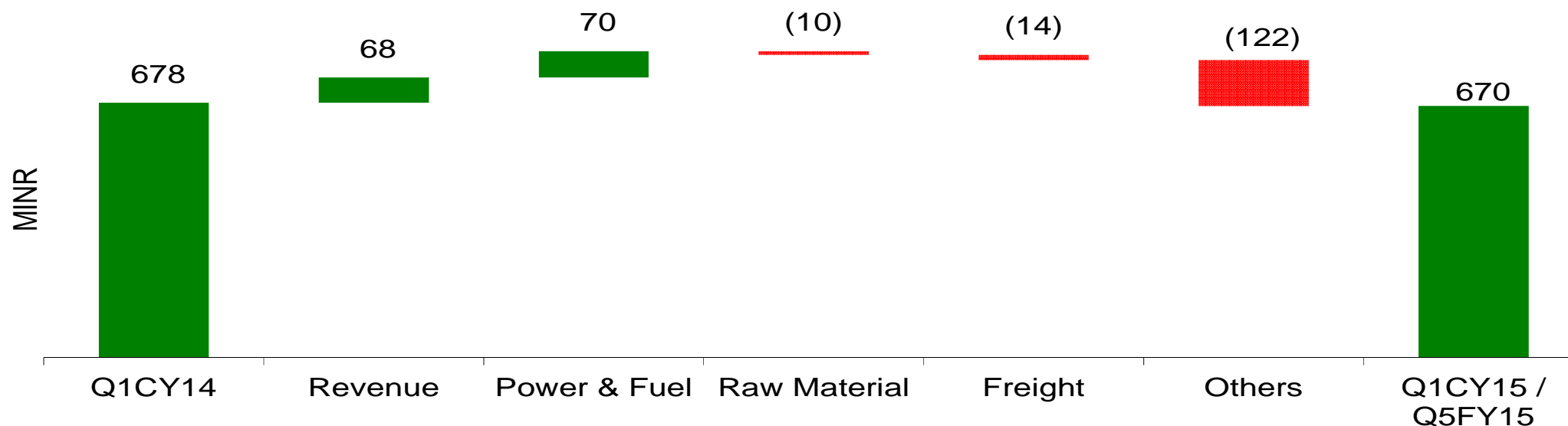
Caption	MINR		YoY	MINR	
	March Qtr-14	March Qtr-15	Change%	12mFY13	15mFY14-15
Volumes (KT)	1,023	1,089	6.5%	3,610	5,289
Net sales	3,951	4,019	1.7%	13,648	20,112
Other operating income	79	44	-44.6%	285	331
Total income	4,030	4,063	0.8%	13,932	20,443
EBITDA	678	670	-1.2%	1,148	3,221
Other income	21	39	84.1%	74	138
Depreciation	265	286	8.0%	970	1,375
Finance costs	271	270	-0.4%	1,059	1,389
EBT	164	153	-6.3%	-807	595
Exceptional items	603	-	-100.0%	-	603
Tax	288	72	-75.1%	-399	603
PAT	479	82	-82.9%	-407	595
<i>EBITDA% of net sales</i>	<i>17.2%</i>	<i>16.7%</i>	<i>-0.5%</i>	<i>8.4%</i>	<i>16.0%</i>

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EBITDA margins almost maintained y-o-y in Q1CY15/Q5FY15, doubled for FY 14-15 vs. CY 13.

No major change to PAT y-o-y on a like for like basis (excluding profit on disposal of Raigad) in Q1CY15/Q5FY15 .

EBITDA Bridge: Q1CY14 vs. Q1CY15/Q5FY15



Note: Change in inventory has been allocated to power & fuel and raw material . Others include other operating income, employee cost and other expenses.

- Revenue increase of 1.7% is on account of 6.5% increase in volumes which was partially off-set by reduction in price (net of freight costs) by 4.6% .
- On a per tonne basis, costs reduced by 5.2% driven primarily by savings in power and fuel costs.
- EBITDA thus remained almost flat at MINR 670 as compared to corresponding period of last year.

Balance Sheet

Particulars	Rs in Millions	
	Audited as at 31.03.2015	Audited as at 31.12.2013
A. EQUITY AND LIABILITIES:		
1. Shareholders' funds:		
(a) Share Capital	2,266.2	2,266.2
(b) Reserves & Surplus	6,449.4	6,067.4
Sub-total- Shareholders' funds	8,715.6	8,333.6
2. Non-current liabilities:		
(a) Long Term borrowings	9,248.9	12,926.2
(b) Deferred Tax liabilities (net)	652.2	49.6
(c) Other Long Term liabilities	29.3	46.8
(d) Long Term Provisions	207.6	150.9
Sub-total- Non-current liabilities	10,138.0	13,173.5
3. Current liabilities:		
(a) Short Term Borrowings	-	642.0
(b) Trade Payables	1,909.9	1,901.1
(c) Other current liabilities	5,525.2	2,022.5
(d) Short Term Provisions	1,908.4	1,513.4
Sub-total- Current liabilities	9,343.5	6,079.0
TOTAL- EQUITY AND LIABILITIES	28,197.1	27,586.1
B. ASSETS		
1. Non-current assets:		
(a) Fixed assets	19,211.9	19,543.0
(b) Long Term Loans and Advances	546.7	301.5
(c) Other Non-Current Assets	1,033.7	1,994.3
Sub-total- Non-current assets	20,792.3	21,838.8
2. Current assets:		
(a) Inventories	1,910.0	1,989.2
(b) Trade Receivables	191.4	306.0
(c) Cash and cash equivalents	1,462.6	1,141.4
(d) Short-term loans and advances	2,966.9	2,306.2
(e) Other Current Assets	873.9	4.5
Sub-total- Current assets	7,404.8	5,747.3
TOTAL- ASSETS	28,197.1	27,586.1

Net debt has reduced to MINR 9,709 as on 31st March'15 from
MINR 10,673 as on 31st Dec'13

■ Projects update

- **Narsingarh : Waste Heat Power Generation (WHPG) Project**
 - Main civil construction is in final stages
 - Mechanical erection has started at most fronts - 5 out of 7 boilers are under erection
 - Electrical erection has started.

- **Imlai : Flyash Silo Project**
 - Foundation work for silo is completed
 - Ordering of other supply and service packages being done as per project schedule.

Thank You

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for better building

**Safety is our
foremost priority**

