

HeidelbergCement India Ltd.

Investors' Presentation – Quarter ended September 30, 2015.

November 3, 2015



Cautionary Statement

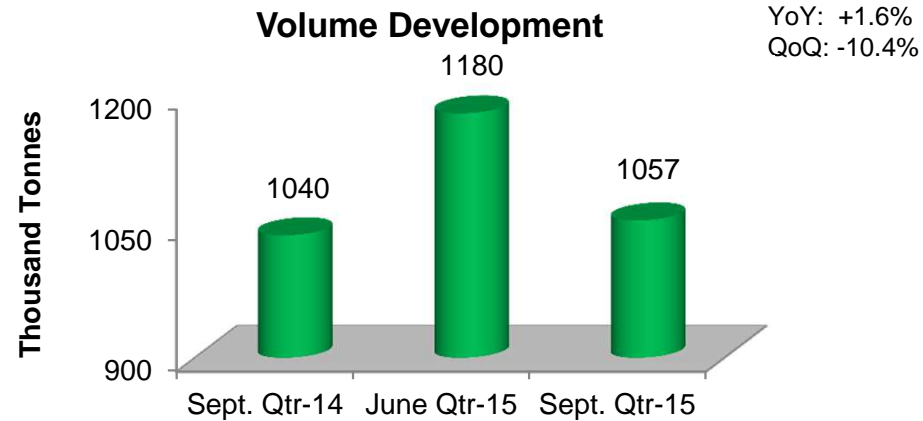
This presentation may contain certain forward-looking statements relating to the Company's future business, developments and economic performance.

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.

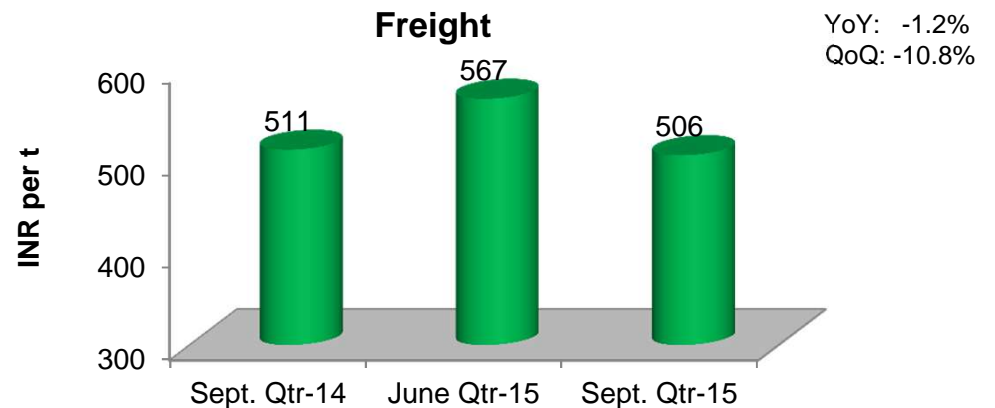
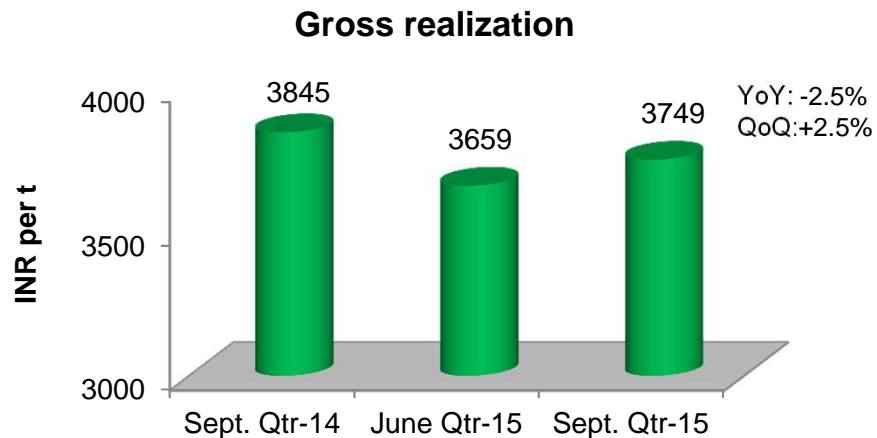
HCIL assumes no obligation or responsibility to publicly update or alter forward-looking statements whether as a result of new information, development, future events or otherwise.

Market Development

Volumes higher on a y-o-y basis though seasonal factors impacted volumes sequentially



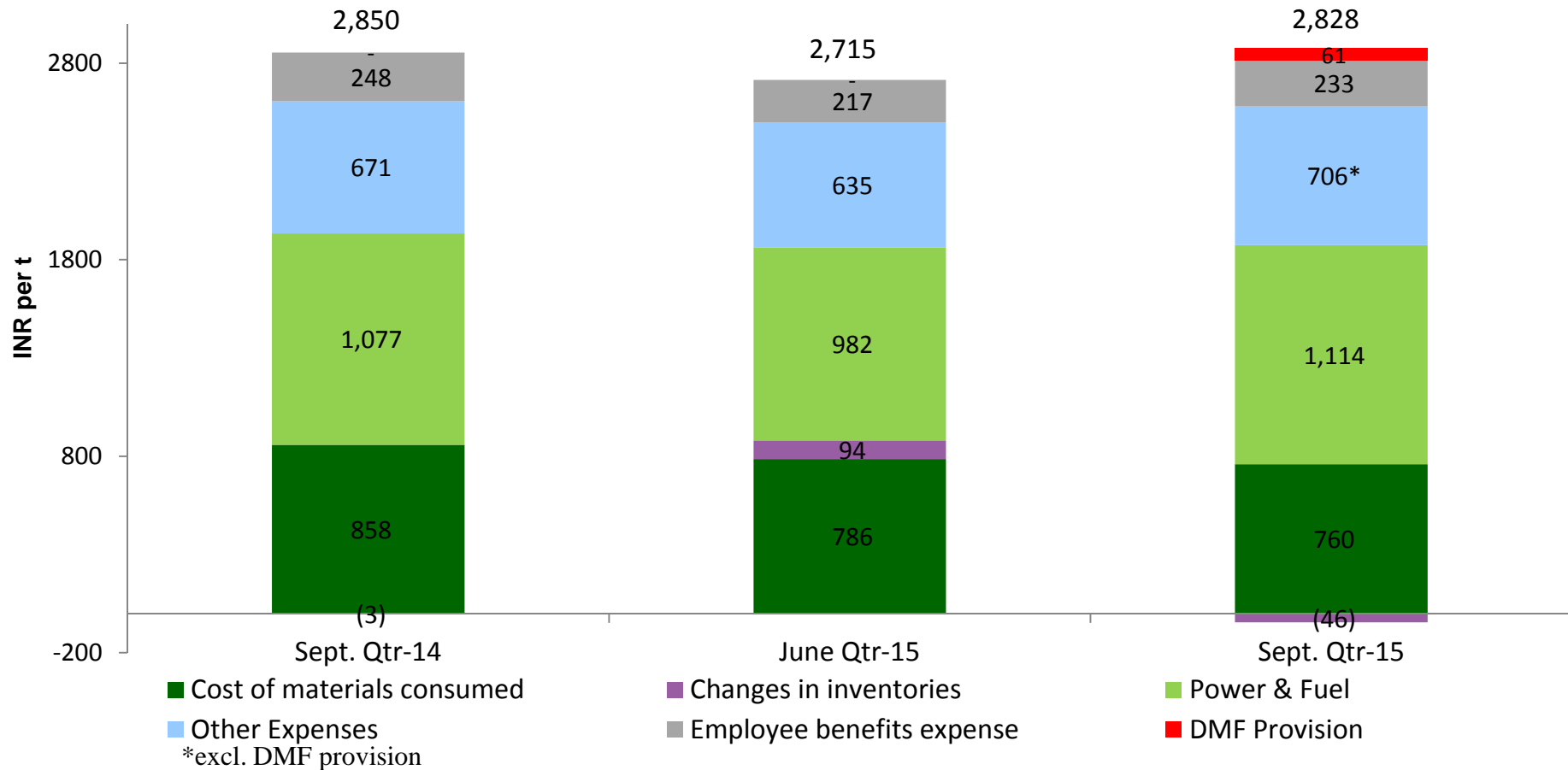
Realization improved sequentially though still lower than last year . Freight cost was also lower due to off -peak season discount .



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.

Costs Development

YoY : -0.8%
QoQ: +4.2%



Control over consumption factors ensured lower overall costs though DMF provision impacted margins.

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Financial Performance Q2 FY 2015-16

Caption	MINR			YoY	QoQ
	Sept Qtr-15	June Qtr-15	Sept Qtr-14	Change%	Change%
Volumes (KT)	1,057	1,180	1,040	1.6%	-10.4%
Net sales	3,964	4,318	4,000	-0.9%	-8.2%
Other operating income	63	71	62	1.1%	-11.8%
Total income	4,027	4,389	4,061	-0.8%	-8.3%
Total Expenses	3,525	3,872	3,497	0.8%	-9.0%
EBITDA	502	517	564	-10.9%	-2.9%
Other income	35	39	26	33.8%	-10.4%
Depreciation	229	234	278	-17.5%	-2.0%
Finance costs	275	270	288	-4.5%	1.7%
EBT	34	53	25	36.3%	-35.7%
Tax	13	19	9	39.1%	-33.0%
PAT	21	34	16	34.6%	-37.3%
<i>EBITDA% of net sales</i>	<i>12.7%</i>	<i>12.0%</i>	<i>14.1%</i>	<i>-1.4%</i>	<i>0.7%</i>

EBITDA margin 12.7% , lower by 1.4% on a y-o-y basis due to additional provision on account of District Mineral Foundation and National Mineral Exploration Trust

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Balance Sheet

Rs in Million		
Particulars	Unaudited as at 30.09.2015	Audited as at 31.03.2015
A. EQUITY AND LIABILITIES:		
1. Shareholders' funds:		
(a) Share Capital	2,266.2	2,266.2
(b) Reserves & Surplus	6,378.6	6,449.4
Sub-total- Shareholders' funds	8,644.8	8,715.6
2. Non-current liabilities:		
(a) Long Term borrowings	8,803.4	9,248.9
(b) Deferred Tax liabilities (net)	663.6	652.2
(c) Other Long Term liabilities	42.1	29.3
(d) Long Term Provisions	169.1	207.6
Sub-total- Non-current liabilities	9,678.2	10,138.0
3. Current liabilities:		
(a) Trade Payables	1,897.6	1,909.9
(b) Other current liabilities	6,689.4	5,525.2
(c) Short Term Provisions	2,065.4	1,908.4
Sub-total- Current liabilities	10,652.4	9,343.5
TOTAL- EQUITY AND LIABILITIES	28,975.4	28,197.1
B. ASSETS		
1. Non-current assets:		
(a) Fixed assets	19,565.8	19,211.9
(b) Long Term Loans and Advances	592.2	546.7
(c) Other Non-Current Assets	965.8	1,033.7
Sub-total- Non-current assets	21,123.8	20,792.3
2. Current assets:		
(a) Inventories	1,832.7	1,910.0
(b) Trade Receivables	191.3	191.4
(c) Cash and cash equivalents	1,784.4	1,462.6
(d) Short-term loans and advances	2,778.7	2,966.9
(e) Other Current Assets	1,264.5	873.9
Sub-total- Current assets	7,851.6	7,404.8
TOTAL- ASSETS	28,975.4	28,197.1

Net debt further reduced to MINR 9,388 as on 30th Sept'15 from MINR 9,709 as on 31st Mar'15

■ Projects update

- **Narsingarh : Waste Heat Power Generation (WHPG) Project**
 - No load trials for Line 3 power generation have started
 - First power generation from Line 3 expected in Q3 FY 2015-16 .
 - Mechanical erection for Line 2 and Line 1 boilers is ongoing.

- **Imlai : Flyash Silo Project**
 - Silo cone construction is in full swing and is expected to be completed in Q3 FY 2015-16 .
 - Structural steel fabrication completed and erection started.

Thank You

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for better building

**Safety is our
foremost priority**

