

HeidelbergCement India Ltd. (HCIL)

Investors' Presentation

Q3 FY 2017-18



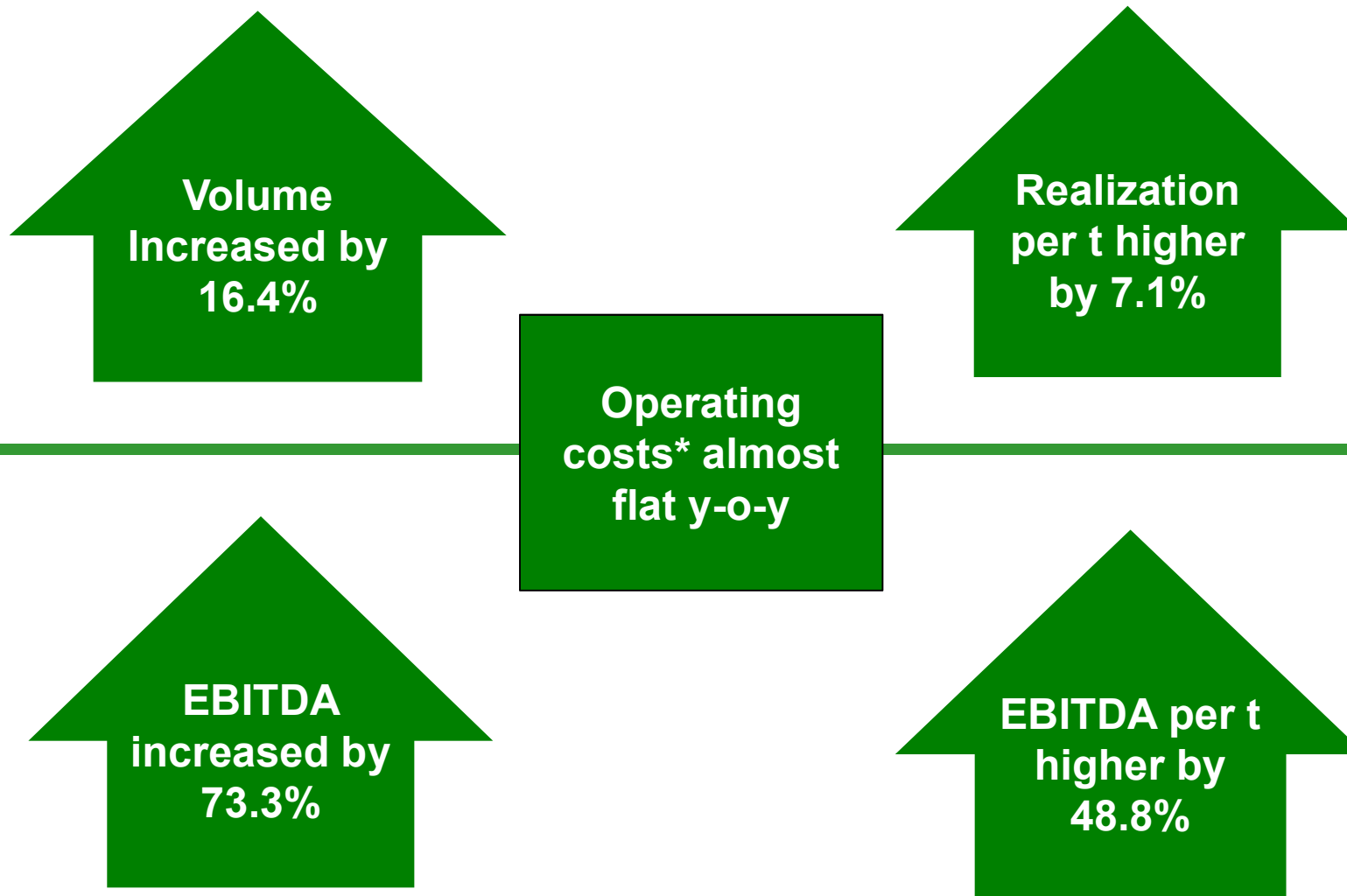
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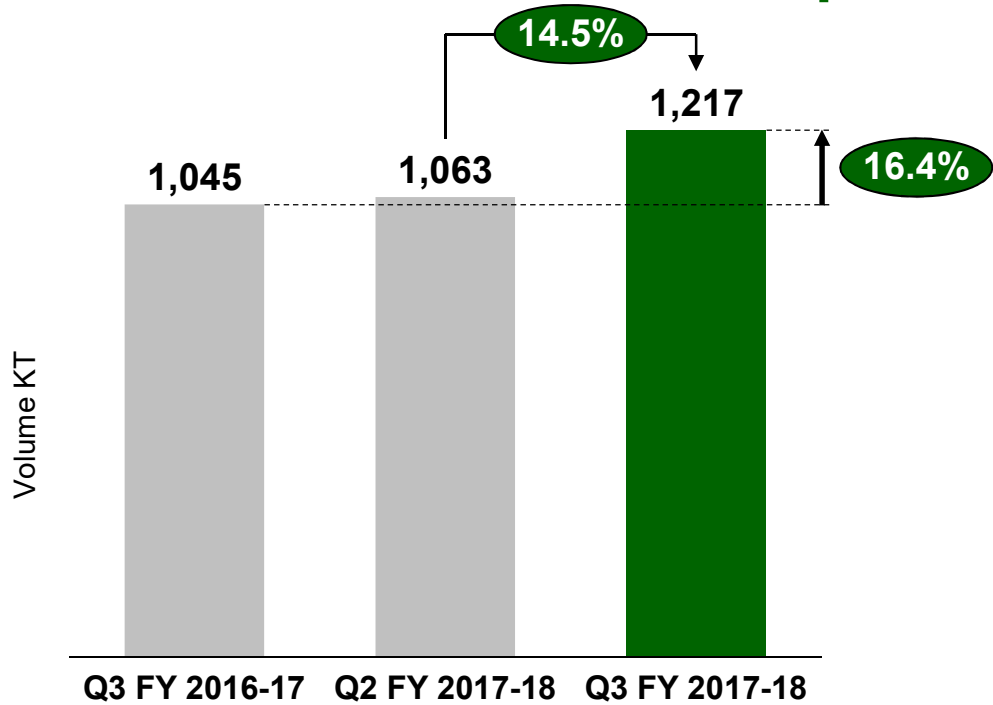
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HCIL Highlights – Q3 FY 2017-18 vs. Q3 FY 2016-17

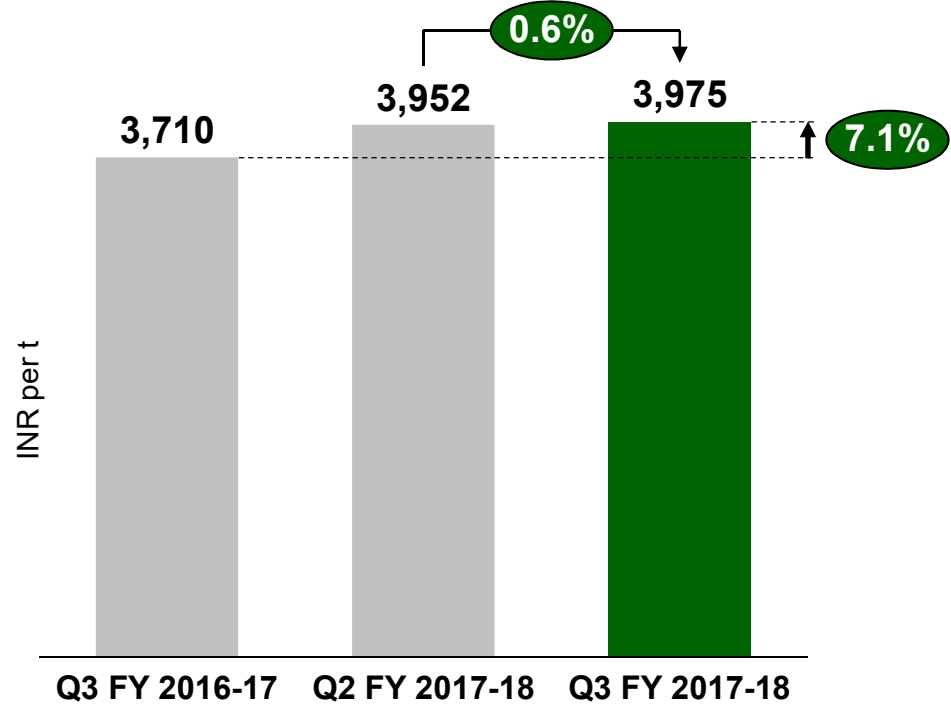


** Operating Costs including logistics*

Volumes and Price Development



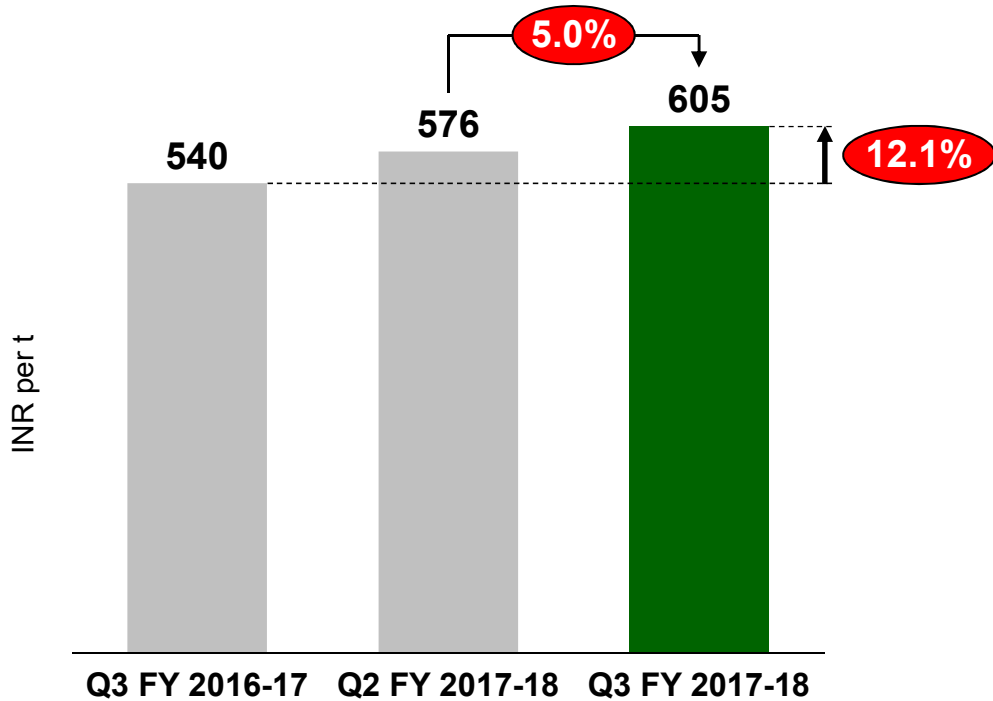
Volume Development



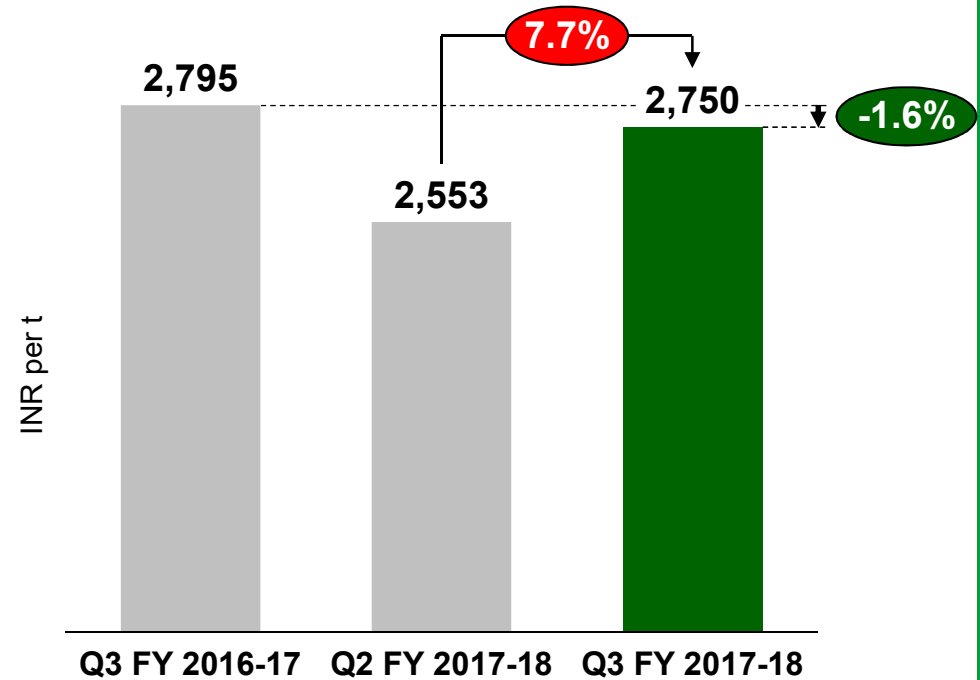
Gross Realisation per t

- Construction activities picked up as availability of sand/aggregates improved in most parts of Central India during Q3 FY 2017-18.
- Affordable housing and infrastructure spending picked up as well supporting volume offtake in our key markets while some improvement versus last year can also be attributed to the base effect.
- Capacity Utilization for Q3 FY 2017-18 >85%
- Trade : Non Trade Mix ~ 80:20 for Central India

Costs Development



Logistic Cost per t

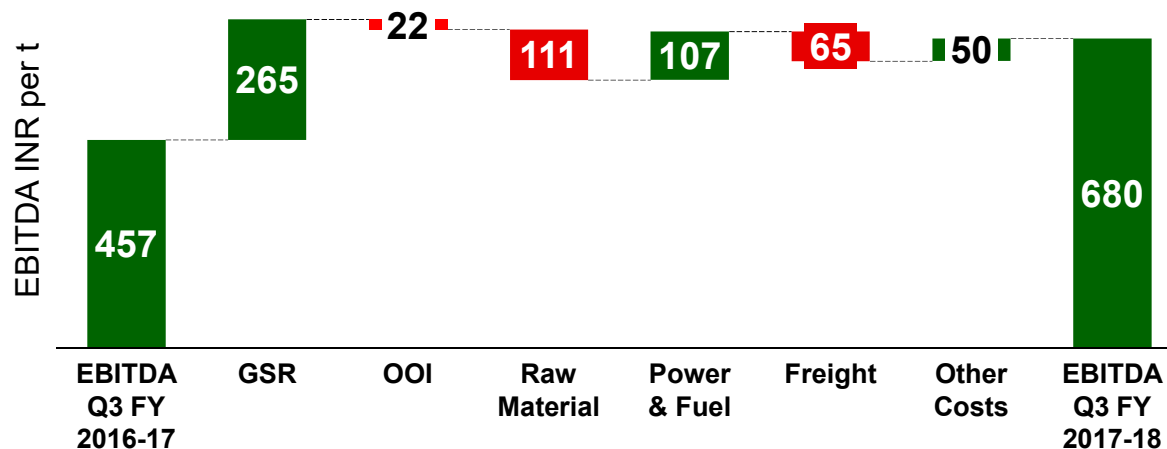


Costs (excl. logistics) per t

- *Challenging cost environment - particularly fuel costs (diesel and petcoke) continued to rise but concerted efforts on consumption parameters ensured that overall operating costs (including logistics) remain flat on a y-o-y basis.*
- *Rail : Road Mix ~ 50:50, Avg. Lead Distance remains < 400 Kms*

Financial Performance and EBITDA per t Bridge Q3 FY 2017-18

Caption	MINR		YoY
	Dec Qtr -17	Dec Qtr -16	Change%
Volumes (KT)	1,217	1,045	16.4%
Sales (net of excise)	4,839	3,878	24.8%
Other operating income	74	87	-14.8%
Total income	4,912	3,965	23.9%
Total Expenses	4,084	3,487	17.1%
EBITDA	828	478	73.3%
Other income	94	87	7.6%
Depreciation	253	246	2.8%
EBIT	669	319	109.8%
Finance costs	186	222	-16.0%
EBT	483	97	396.6%
Exceptional Items	-	151	n/a
Tax	165	-18	n/a
PAT	318	-36	n/a
<i>EBITDA% of net sales</i>	<i>17.11%</i>	<i>12.32%</i>	<i>4.79%</i>



- *Markets were supportive while costs too remained flat due to concerted efforts leading to overall improvement in EBITDA margins.*
- *ECB repaid during Q3 FY 2017-18 ~ MUSD 10.*
- *Third tranche of interest free loan from State Government of Uttar Pradesh received during the quarter ~ MINR 694*

■ Thank You

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for better building

**Safety is our
foremost priority**

