

# HeidelbergCement India Ltd.

Investors' Presentation – Quarter ended June 30, 2015.

July 30, 2015



## Cautionary Statement

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

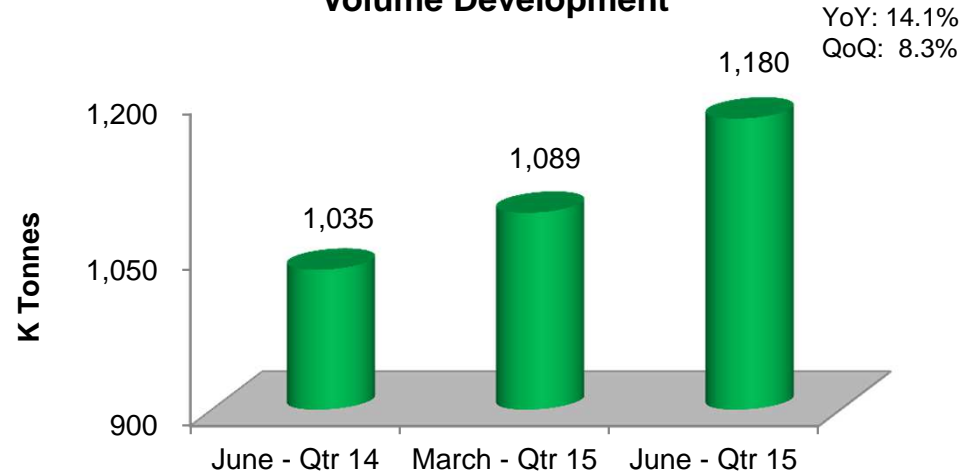
Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (1) demand supply conditions (2) raw material and finished goods prices; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations 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

Achieved highest ever sales volumes

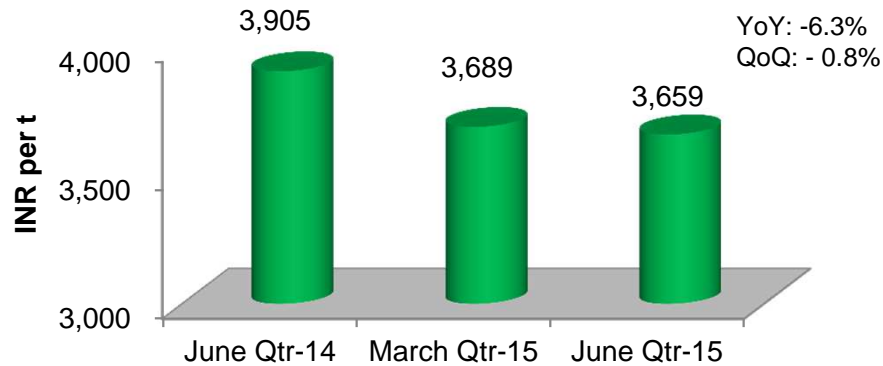
Volume Development



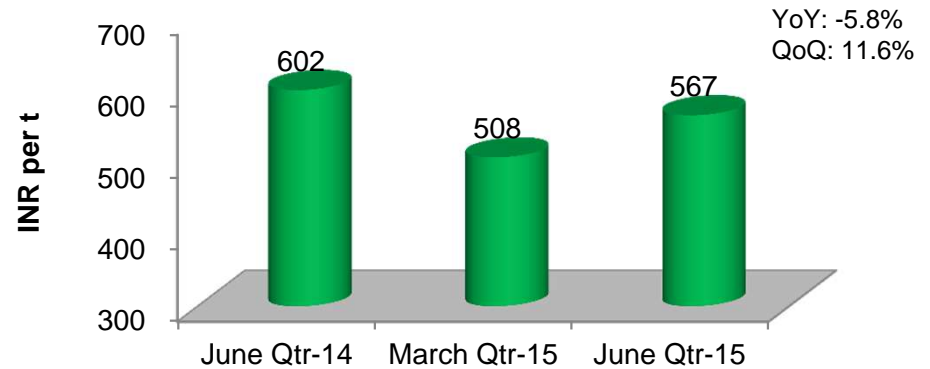
Sluggish market conditions however continued to persist

Freight cost was lower on a y-o-y basis despite inflationary trends

Gross Sales Realisation ( GSR )

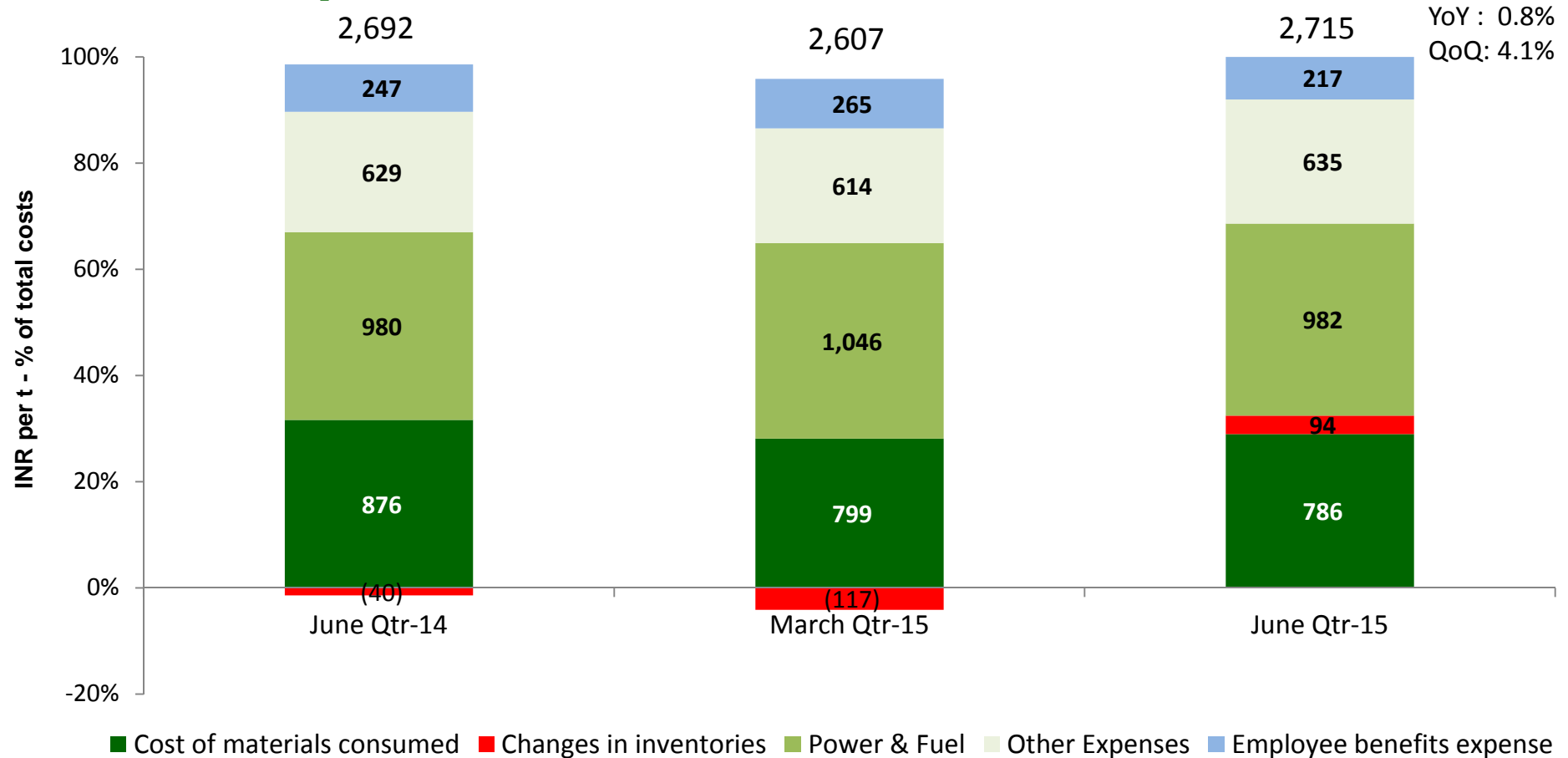


Freight



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



Total Costs per ton remained flat on a y-o-y basis but increased sequentially due to planned shutdown of kiln in Q1 FY 2015-16 and increase in railway freight . Petcoke usage maintained at > 60% at Narsingarh.

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## Financial Performance Q1FY 15-16

Caption	MINR		YoY		QoQ
	June Qtr-14	March Qtr-15	June Qtr-15	Change%	Change%
<b>Volumes (KT)</b>	<b>1,035</b>	<b>1,089</b>	<b>1,180</b>	<b>14.1%</b>	<b>8.3%</b>
Net sales	4,041	4,019	4,318	6.9%	7.5%
Other operating income	64	44	71	10.1%	61.5%
<b>Total income</b>	<b>4,105</b>	<b>4,063</b>	<b>4,389</b>	<b>6.9%</b>	<b>8.0%</b>
<b>Total Expenses</b>	<b>3,408</b>	<b>3,393</b>	<b>3,872</b>	<b>13.6%</b>	<b>14.1%</b>
<b>EBITDA</b>	<b>698</b>	<b>670</b>	<b>517</b>	<b>-25.8%</b>	<b>-22.8%</b>
Other income	19	39	39	104.7%	-0.3%
Depreciation	261	286	234	-10.3%	-18.2%
Finance costs	273	270	270	-1.0%	0.1%
<b>EBT</b>	<b>183</b>	<b>153</b>	<b>53</b>	<b>-71.3%</b>	<b>-65.7%</b>
Tax	65	72	19	-70.4%	-73.4%
<b>PAT</b>	<b>119</b>	<b>82</b>	<b>34</b>	<b>-71.7%</b>	<b>-58.9%</b>

Despite higher volumes , lower prices impacted profitability ( EBITDA per t INR 438 ) while total costs on a per ton basis remained flat on a y-o-y basis .

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## Projects update

- **Narsingarh : Waste Heat Power Generation (WHPG) Project**
  - Main civil construction completed.
  - Mechanical / electrical erection is ongoing at full swing.
  - Hydrotest for 3 boilers of Line 3 is completed.
- **Imlai : Flyash Silo Project**
  - Silo slip forming has been completed
  - Ordering of main supply and service packages is done.
  - Next activity: silo cone construction.

Thank You

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foremost priority**

