

HeidelbergCement India Ltd.

Investors' Presentation – Quarter ended December 31, 2015.

February 10, 2016



Cautionary Statement

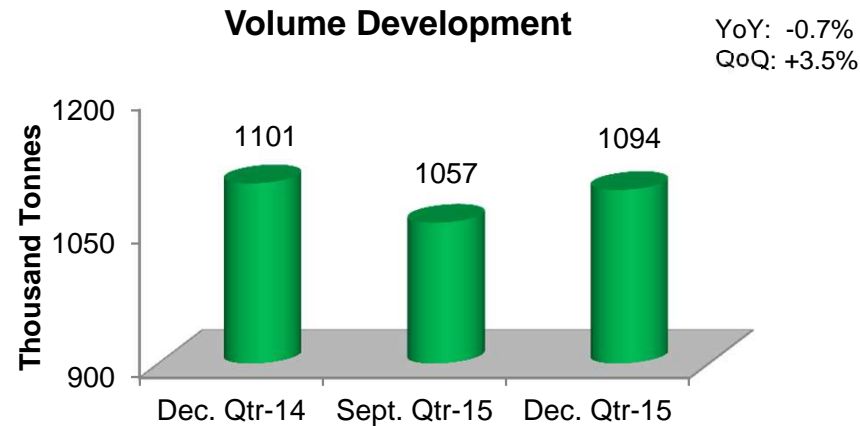
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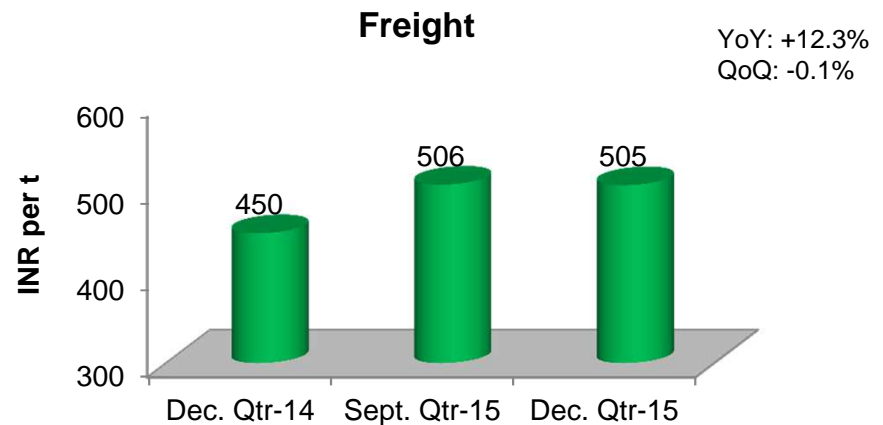
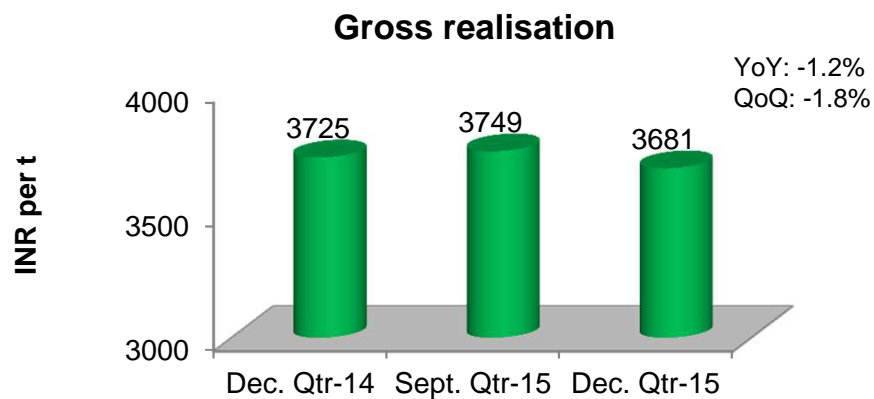
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Market Development

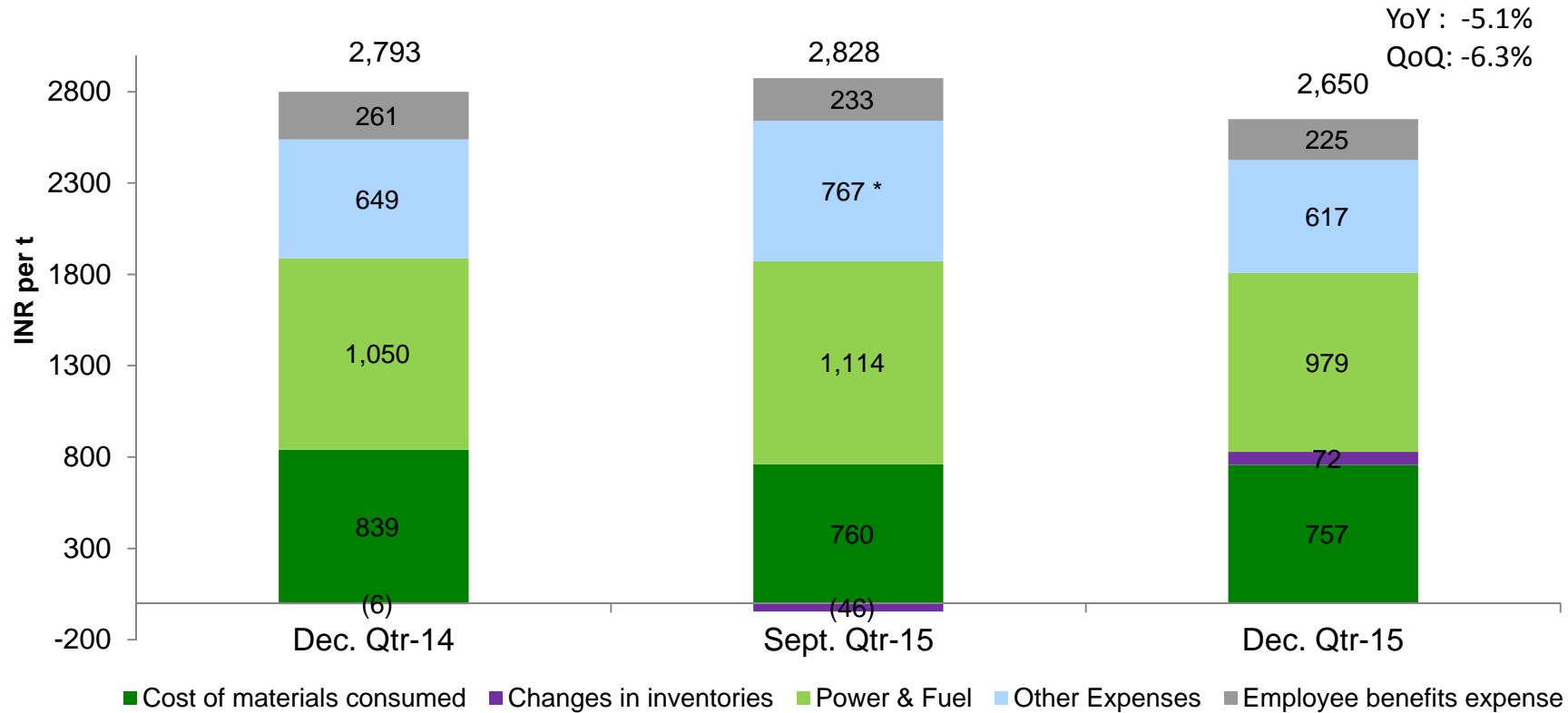
Quarterly volume of 1.09 Mn Tonnes; improved sequentially but almost flat on y-o-y basis .



Prices continued to remain subdued due to weak market conditions.
Freight cost per t stable sequentially; last year's freight was lower due to receipt of higher railway freight incentive.



Costs Development



*includes provision of DMF from 12th Jan 2015 to 30th Sept 2015

Concerted efforts ensured lower overall costs – helps offset the impact of decrease in realization.

Financial Performance Q3 FY 2015-16

Caption	MINR			YoY	QoQ
	Dec Qtr-15	Sept Qtr-15	Dec Qtr-14	Change%	Change%
Volumes (KT)	1,094	1,057	1,101	-0.7%	3.5%
Net sales	4,027	3,964	4,103	-1.8%	1.6%
Other operating income	53	63	81	-35.0%	-15.4%
Total income	4,080	4,027	4,184	-2.5%	1.3%
EBITDA	629	502	612	2.8%	25.2%
Other income	36	35	32	11.2%	1.4%
Depreciation	232	229	286	-18.8%	1.3%
Finance costs	275	275	288	-4.6%	0.1%
EBT	157	34	70	125.8%	365.7%
Tax	68	13	169	-59.4%	434.4%
PAT	89	21	-99	n/a	323.8%
<i>EBITDA% of net sales</i>	<i>15.6%</i>	<i>12.7%</i>	<i>14.9%</i>	<i>0.7%</i>	<i>2.9%</i>

EBITDA margin 15.6% , higher by 70bps on a y-o-y basis and 290bps on q-o-q basis. Net Profit increased to MINR 89 against a loss of MINR 99 in December quarter of last year.

■ Projects update

- **Narsingarh : Waste Heat Power Generation (WHPG) Project**
 - Trials underway .
- **Imlai : Flyash Silo Project**
 - Silo cone construction is completed and roof erection has started.
 - Structural and mechanical erection is going on in full swing for silo and material handling areas..

Thank You

mycem
for better building

**Safety is our
foremost priority**

