

HeidelbergCement India Ltd.

Investors' Presentation – Quarter ended December 31, 2014.

February 11, 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.

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HCIL Highlights – Q4FY13 vs. Q4FY14-15

Published results

Volumes increased by 19%

Revenue increased by 17%

EBITDA increased by 126%

EBITDA% increased by 718 bps

Like for Like*

Volumes increased by 31%

Revenue increased by 33%

EBITDA increased by 137%

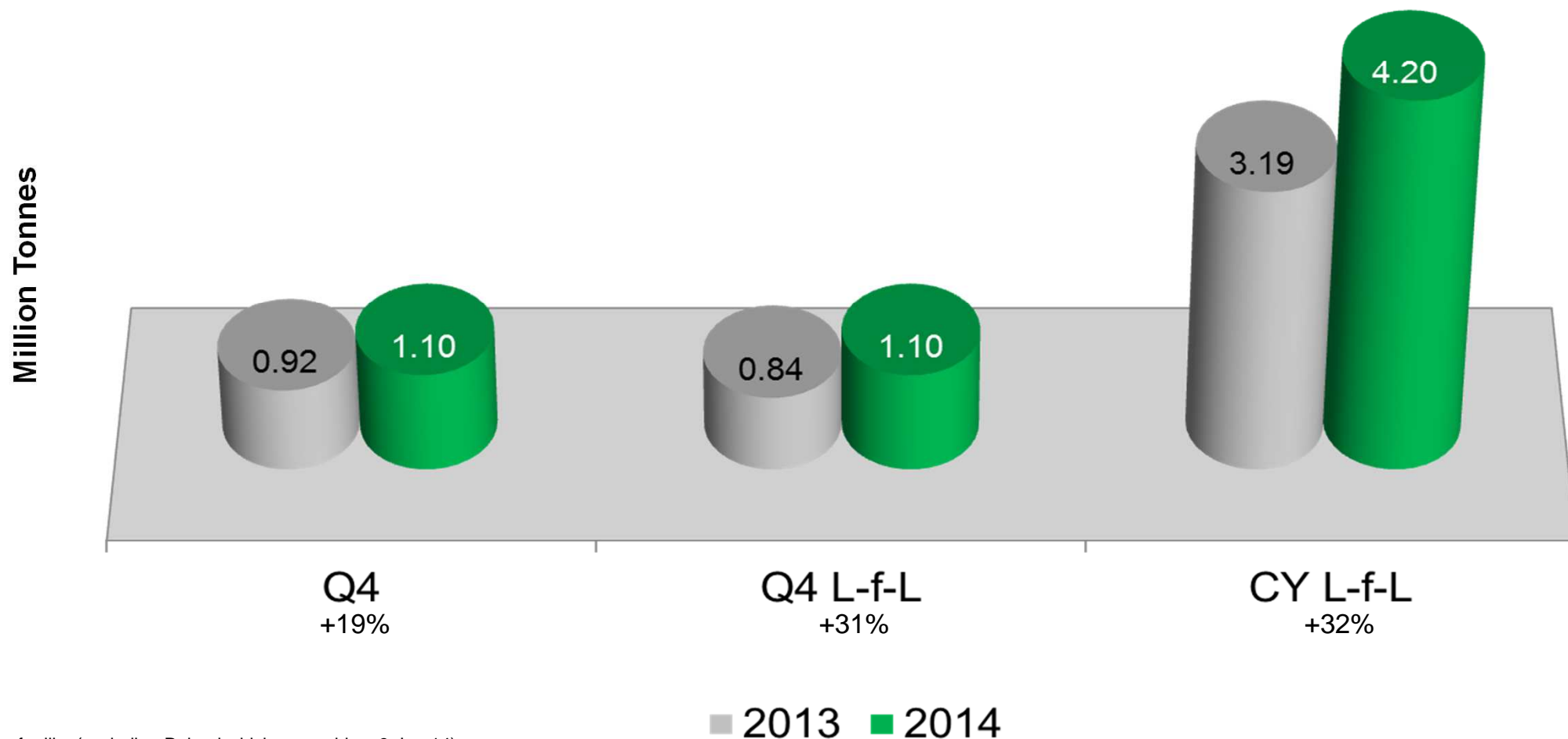
EBITDA% increased by 656 bps

Note: Like for Like* excludes impact of Raigad Plant which was sold on January 3, 2014.

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

Q4 FY14-15 Like for Like volume increased by 31%

Highest ever quarterly sales volume - 1.1 Mn T in Q4 FY14-15



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

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Financial Performance Q4 FY14-15

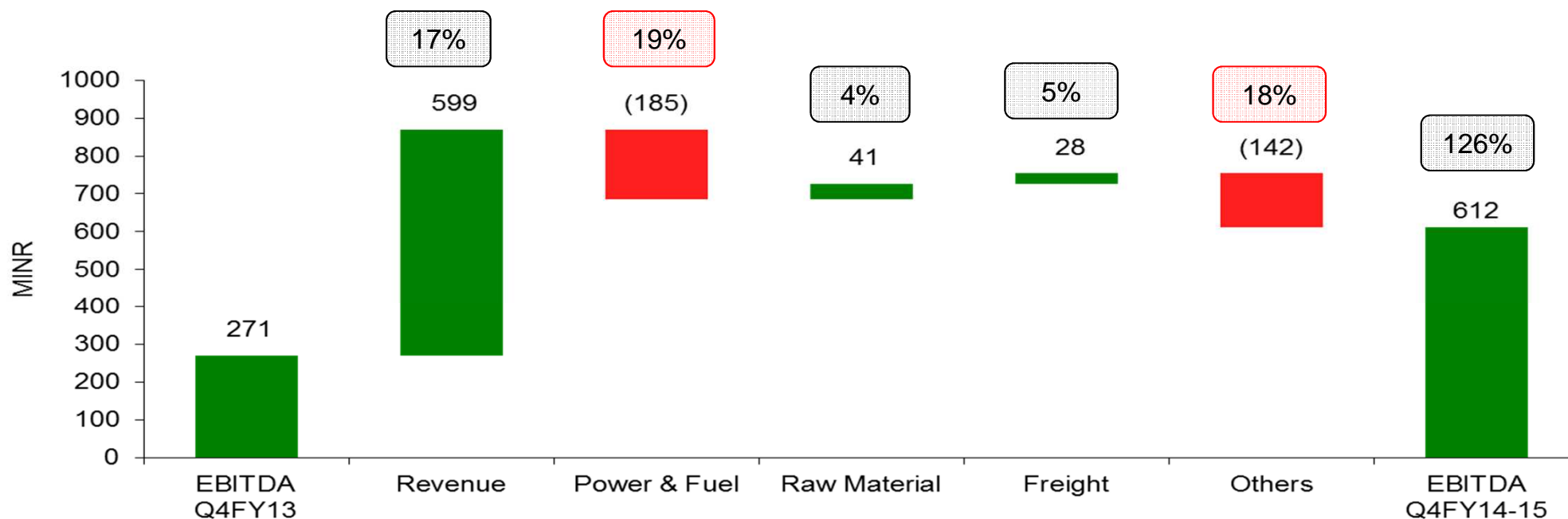
Caption	MINR		YoY	MINR		
	Q4FY13	Q4FY14-15	Change%	12mFY13	12mFY14-15	Change%
Volumes (KT)	923	1,101	19.4%	3,610	4,200	16.3%
Net sales	3,503	4,103	17.1%	13,648	16,093	17.9%
Other operating income	82	81	-1.0%	285	287	0.8%
Total income	3,586	4,184	16.7%	13,932	16,380	17.6%
EBITDA	271	612	125.9%	1,148	2,551	122.2%
Other income	30	32	7.4%	74	99	34.1%
Depreciation	266	286	7.6%	970	1,090	12.3%
Finance costs	359	288	-19.8%	1,059	1,120	5.8%
EBT	-324	70	n/a	-807	441	n/a
Exceptional items	-	-	n/a	-	603	n/a
Tax	-258	169	n/a	-399	531	n/a
PAT	-66	-99	n/a	-407	513	n/a
<i>EBITDA% of net sales</i>	<i>7.7%</i>	<i>14.9%</i>	<i>7.2%</i>	<i>8.4%</i>	<i>15.9%</i>	<i>7.4%</i>

Per tonne analysis	INR		YoY	INR		
	Q4FY13	Q4FY14-15	Change%	12mFY13	12mFY14-15	Change%
Gross realisation	3,798	3,725	-1.9%	3,780	3,832	1.4%
Freight	567	450	-20.7%	580	521	-10.1%
Net realisation	3,231	3,275	1.4%	3,201	3,311	3.4%
Other operating income	89	74	-17.1%	79	68	-13.3%
Total cost	3,027	2,794	-7.7%	2,961	2,772	-6.4%
EBITDA	294	555	89.2%	318	608	91.0%

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EBITDA improvement was largely driven by increase in volumes and reduction in costs

EBITDA Bridge: Q4FY13 vs. Q4FY14-15



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

- HCIL's EBITDA increased from MINR 271 in Q4FY13 to MINR 612 in Q4FY14-15 , increase of 126% .
- EBITDA margin (% of net sales) increased from 7.7% in Q4FY13 to 14.9% in Q4FY14-15.
- EBITDA per tonne increased from INR 294 per tonne in Q4FY13 to INR 555 per tonne in Q4FY14-15, increase of 89%.
- Revenue increase of 17.1% primarily on account of increase in volume from 923KT in Q4FY13 to 1,101 KT in Q4FY14-15 .
- Per tonne basis, costs reduced by 7.7% driven by savings in raw material costs , power and fuel costs and other fixed costs .

Thank You

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for better building

**Safety is our
foremost priority**

