

HEIDELBERGCEMENT

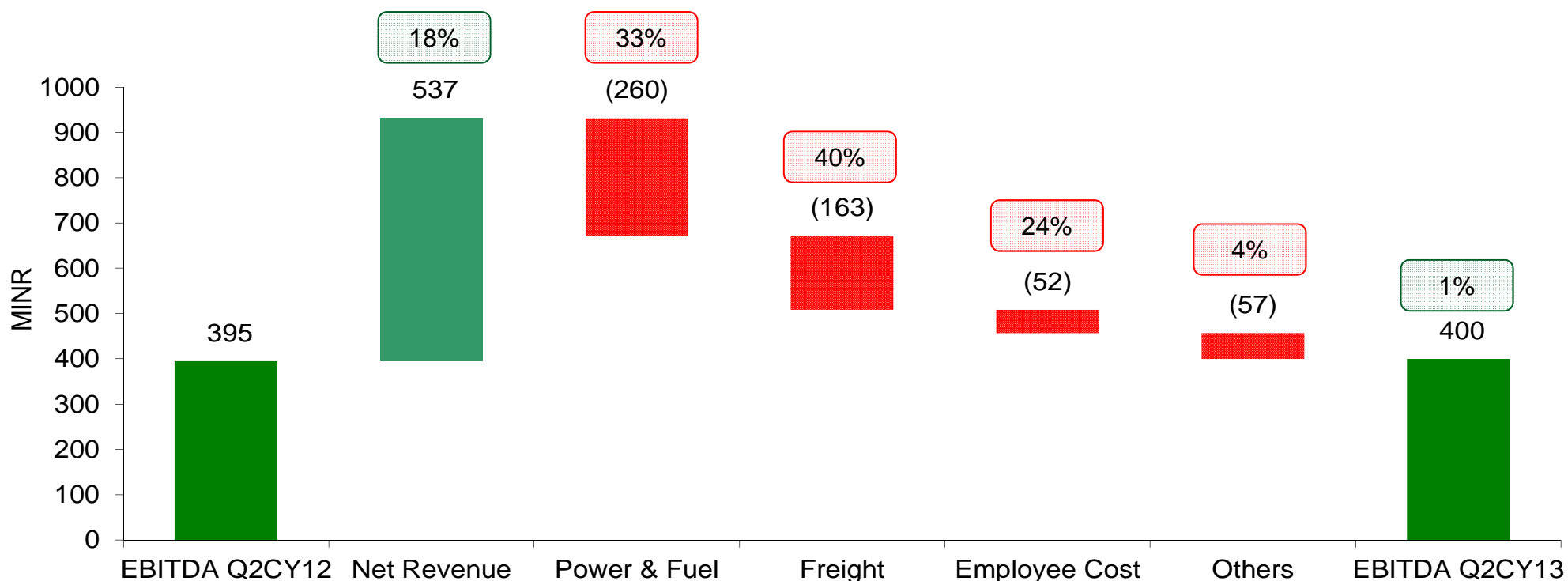
India Presentation

July 31, 2013



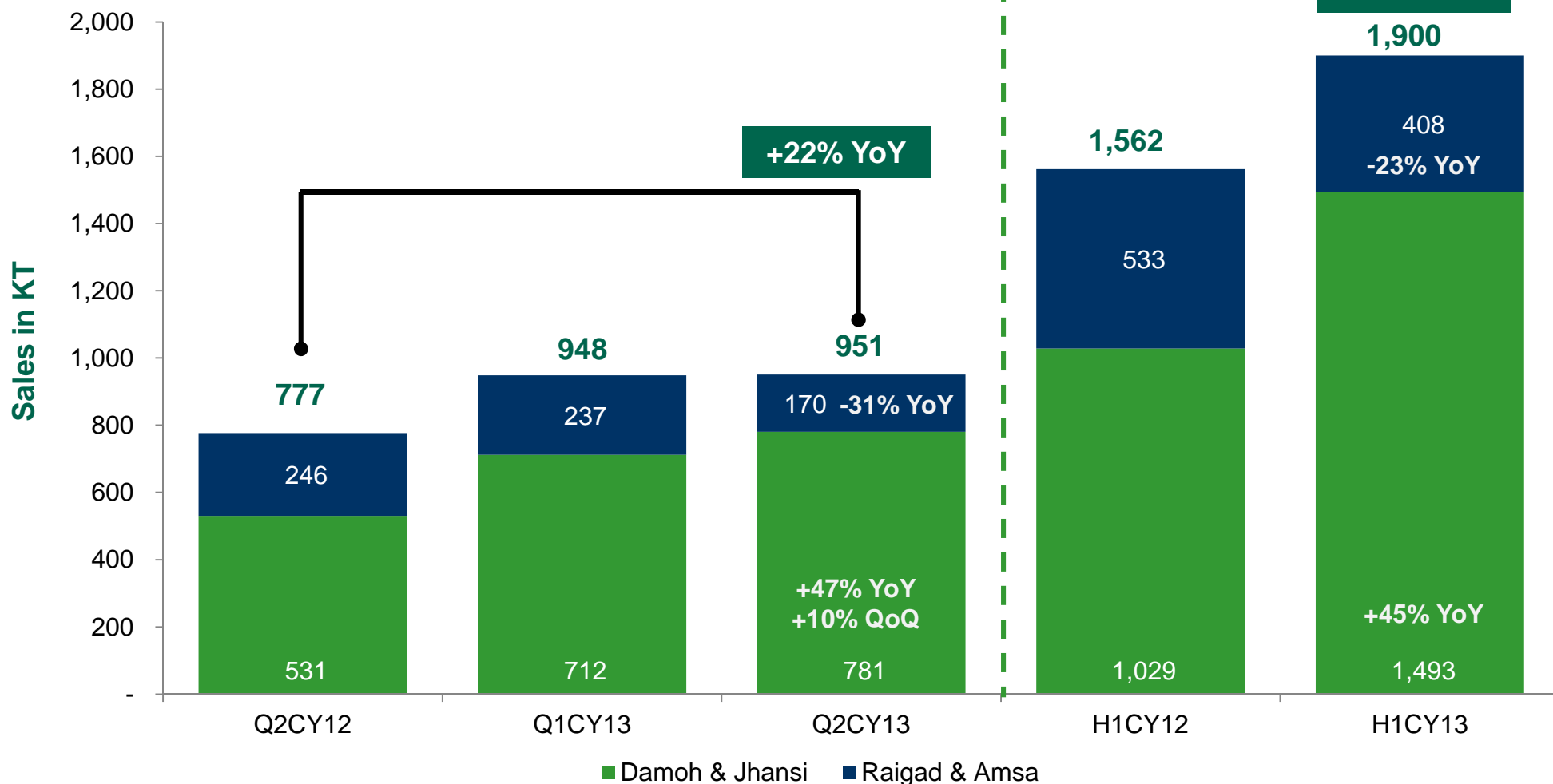
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Operating Performance: Q2CY12 vs. Q2CY13



- HCIL's EBITDA increased from MINR 395 in Q2CY12 to MINR 400 in Q2CY13, an increase of 1.3%. EBITDA margin (% of net sales) decreased from 12.9% in Q2CY12 to 11.1% in Q2CY13.
- EBITDA per tonne decreased from INR 508 per tonne in Q2CY12 to INR 421 per tonne in Q2CY13, decrease of 17%.
- Revenue increased by 18% contributed by 22% increase in volumes from 777KT in Q2CY12 to 951KT in Q2CY13 and partially offset by 6.7% decrease in NSR (net of freight & forwarding charges) from INR 3,402 per tonne to INR 3,173 per tonne. Power and fuel cost increased by 33% and freight cost by 40%.

Growth in Central India volumes partially offset by decrease in other regions...



Share of Central India volumes increased from 66% in H1CY12 to 79% in H1CY13

■ Status Update: Damoh Jhansi Expansion

■ Jhansi

- Best day output of VRM 260 tph (against design of 215 tph).

■ Narsingarh, Damoh

- Best day output for Kiln – 5,025 tpd (against design of 5,000 tpd).
- Stabilisation of OLBC and crusher system underway

■ Imlai, Damoh

- New ball mill : Best day output of ball mill 87 tph (against design of 80 tph)

■ Status Update: Raigad Grinding Unit

- Board of Directors approved the sale of its cement grinding facility in Raigad, Maharashtra, to JSW Group, as a going concern on slump sale basis.
- HC India had been exploring possible ways of improving margins of this grinding unit including the possibility to scale up operations but the same was not feasible due to infrastructural bottlenecks.
- The disposal is in line with HeidelbergCement's philosophy of divesting less strategic assets with lower margins to focus on more strategic and key operations in Central India
- The parties are currently negotiating and finalizing the transaction documents. The transaction is subject to all relevant approvals including that of shareholders.

■ Disclaimer

Cautionary statement regarding forward looking statements

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) competitive pressures; (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 new coverage, which could cause actual developments and results to differ materially from the statements made in this presentation. HCIL assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise

■ Thank you

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