

# HeidelbergCement India Ltd.

## Investors' Presentation

July 30, 2014



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## ■ Highlights – Q2CY13 vs. Q2CY14

Volume  
Increased

Realisation  
Increased

Cost  
Decreased

# HCIL Highlights – Q2CY13 vs. Q2CY14

Published results

Volumes  
increased  
by 9%

EBITDA  
increased  
by 79%

EBITDA%  
increased by  
632 bps

Like for Like\*

Volumes  
increased  
by 22%

EBITDA  
increased by  
89%

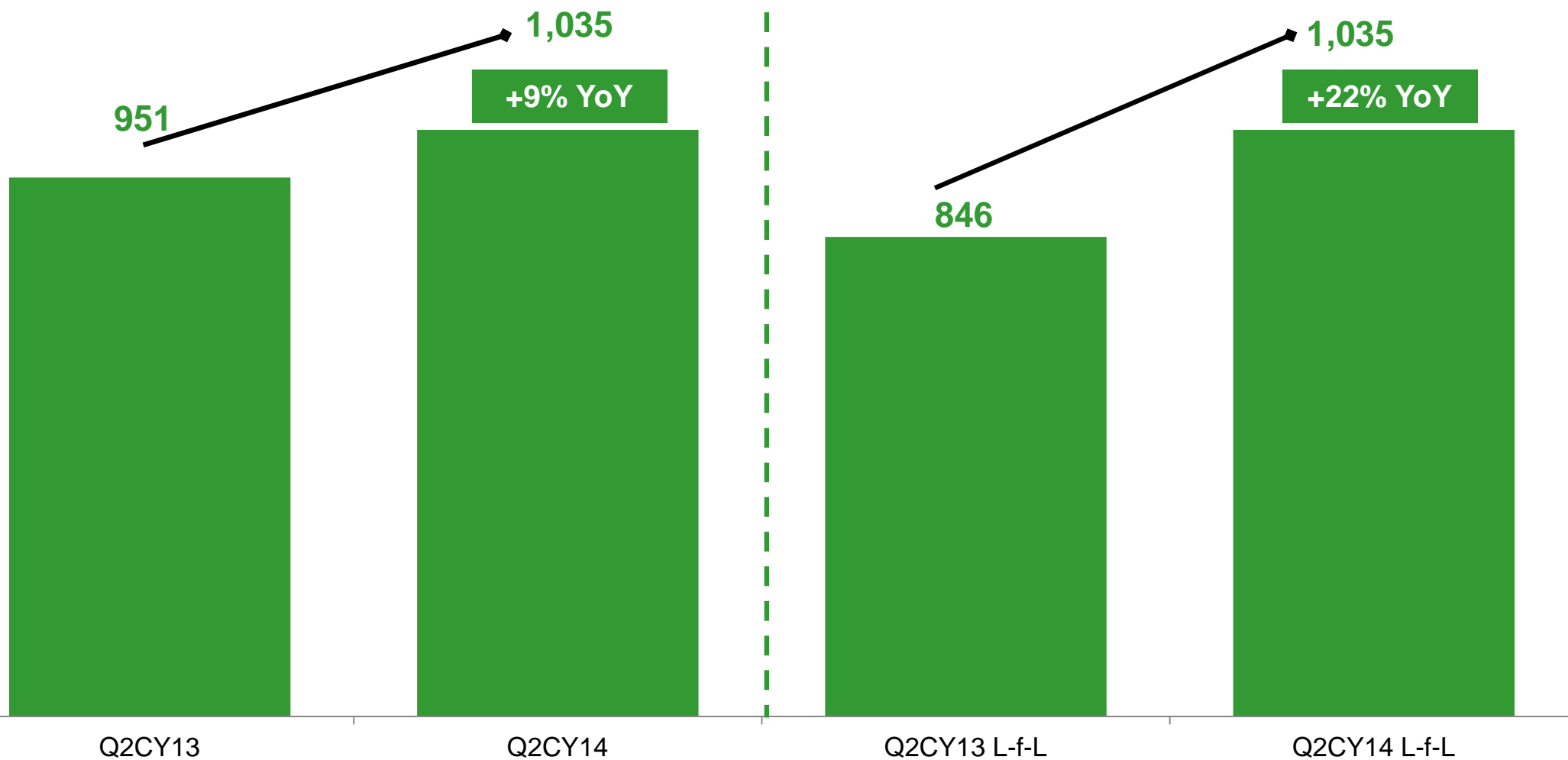
EBITDA%  
increased by  
551 bps

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

## Financial Performance Q2CY14

Caption	MINR			YoY	QoQ
	Q2CY13	Q1CY14	Q2CY14	Change%	Change%
<b>Volumes (KT)</b>	<b>951</b>	<b>1,023</b>	<b>1,035</b>	<b>8.7%</b>	<b>1.1%</b>
Net sales	3,558	3,951	4,041	13.6%	2.3%
Other operating income	100	79	64	-35.5%	-18.8%
<b>Total income</b>	<b>3,658</b>	<b>4,030</b>	<b>4,105</b>	<b>12.2%</b>	<b>1.9%</b>
<b>EBITDA</b>	<b>389</b>	<b>678</b>	<b>698</b>	<b>79.1%</b>	<b>2.9%</b>
Other income	10	21	19	84.6%	-10.3%
Depreciation	261	265	261	0.0%	-1.4%
Finance costs	260	271	273	5.1%	0.7%
<b>EBT</b>	<b>-121</b>	<b>164</b>	<b>183</b>	<b>n/a</b>	<b>11.7%</b>
Exceptional items	-	603	-	n/a	-100.0%
Tax	-41	288	65	n/a	-77.6%
<b>PAT</b>	<b>-80</b>	<b>479</b>	<b>119</b>	<b>n/a</b>	<b>-75.2%</b>
<i>EBITDA% of net sales</i>	<i>10.9%</i>	<i>17.2%</i>	<i>17.3%</i>	<i>632 bps</i>	<i>10 bps</i>

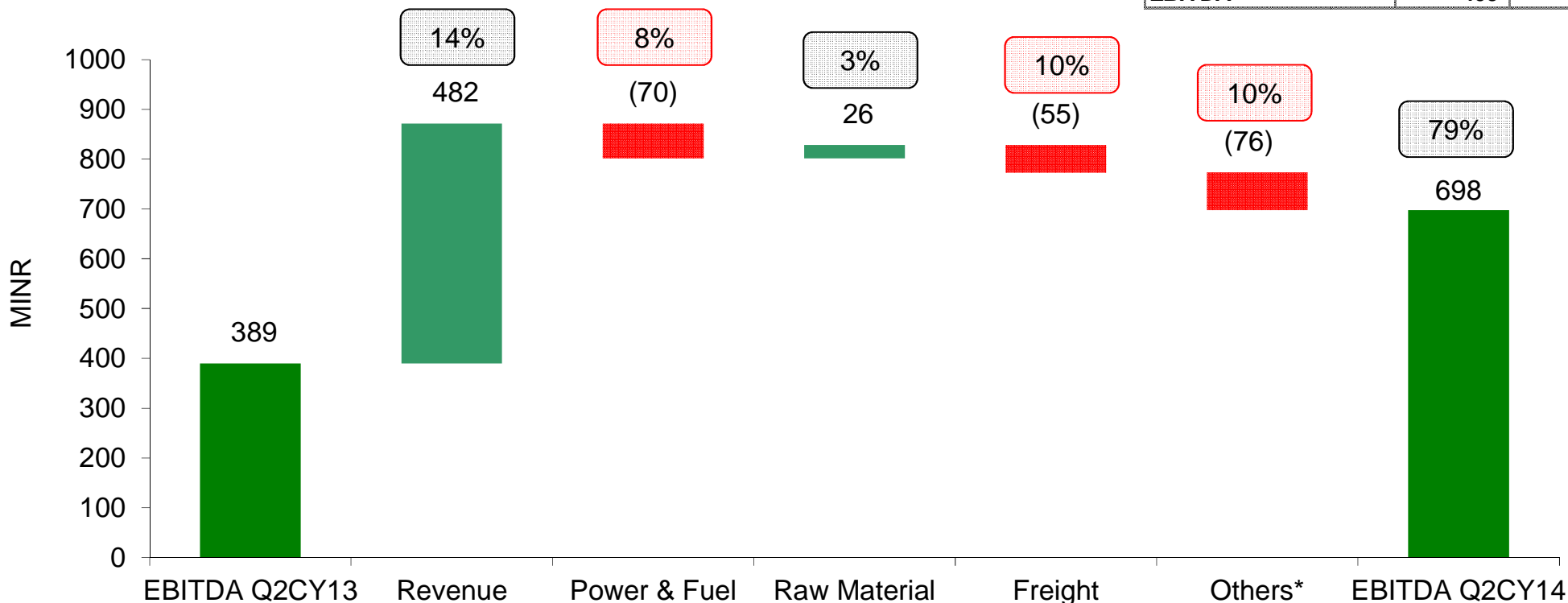
# Q2CY14 Like for Like volume increased by 22%



■ Volumes in KT

# EBITDA Bridge: Q2CY13 vs. Q2CY14

INR per tonne	Q2CY13	Q2CY14	Change %
Gross realisation	3,740	3,905	4.4%
Freight & forwarding	597	602	0.9%
<b>Net realisation</b>	<b>3,144</b>	<b>3,304</b>	<b>5.1%</b>
Other operating income	105	62	-40.7%
Total cost	2,839	2,692	-5.2%
<b>EBITDA</b>	<b>409</b>	<b>674</b>	<b>64.7%</b>



Note: Q1CY14 Change in inventory has been allocated to power & fuel and raw material in the ratio of 50% and 50% respectively. Others include other operating income, employee cost and other expenses.

- HCIL's EBITDA increased from MINR 389 in Q2CY13 to MINR 698 in Q2CY14. EBITDA margin (% of net sales) increased from 10.9% in Q2CY13 to 17.3% in Q2CY14.
- EBITDA per tonne increased from INR 409 per tonne in Q1CY14 to INR 674 per tonne in Q2CY14, increase of 65%.
- Revenue increase of 14% is on account of 8.7% increase in volumes from 951KT in Q2CY13 to 1,035 KT in Q2CY14 and 4.4% increase in realisation.
- Per tonne basis, raw materials and power & fuel decreased by 10.7% and 1.1% respectively; freight and other expenses creased by 1% each.

# Waste Heat Recovery Project – Status Update

- The plant will produce power from available waste heat of pyro-processing system of all three clinker lines at Narsingharh.
- Main machinery package (Boilers, Turbine and Generator) awarded to M/s Sinoma Energy of China
- All other main supply packages ordered - air condenser, water treatment plant and process fans.
- Civil work ongoing at site for Turbine-Generator building and Line 3 Boilers, foundations completed.



Thank You

***mycem***  
for better building

**Safety is our  
foremost priority**

