

# HEIDELBERGCEMENT

## Investors' Presentation

May 6, 2014



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## ■ Highlights – Q1CY13 vs. Q1CY14



Volume  
Increased



Realisation  
Increased



Cost  
Decreased

## ■ Highlights – Q1CY13 vs. Q1CY14

Published results

Volumes  
increased  
by 8%

EBITDA  
increased  
by 84%

EBITDA%  
increased by  
713 bps

EBT#  
increased  
by 143%

Like for Like\*

Volumes  
increased  
by 29%

EBITDA  
increased  
by 114%

EBITDA%  
increased by  
675 bps

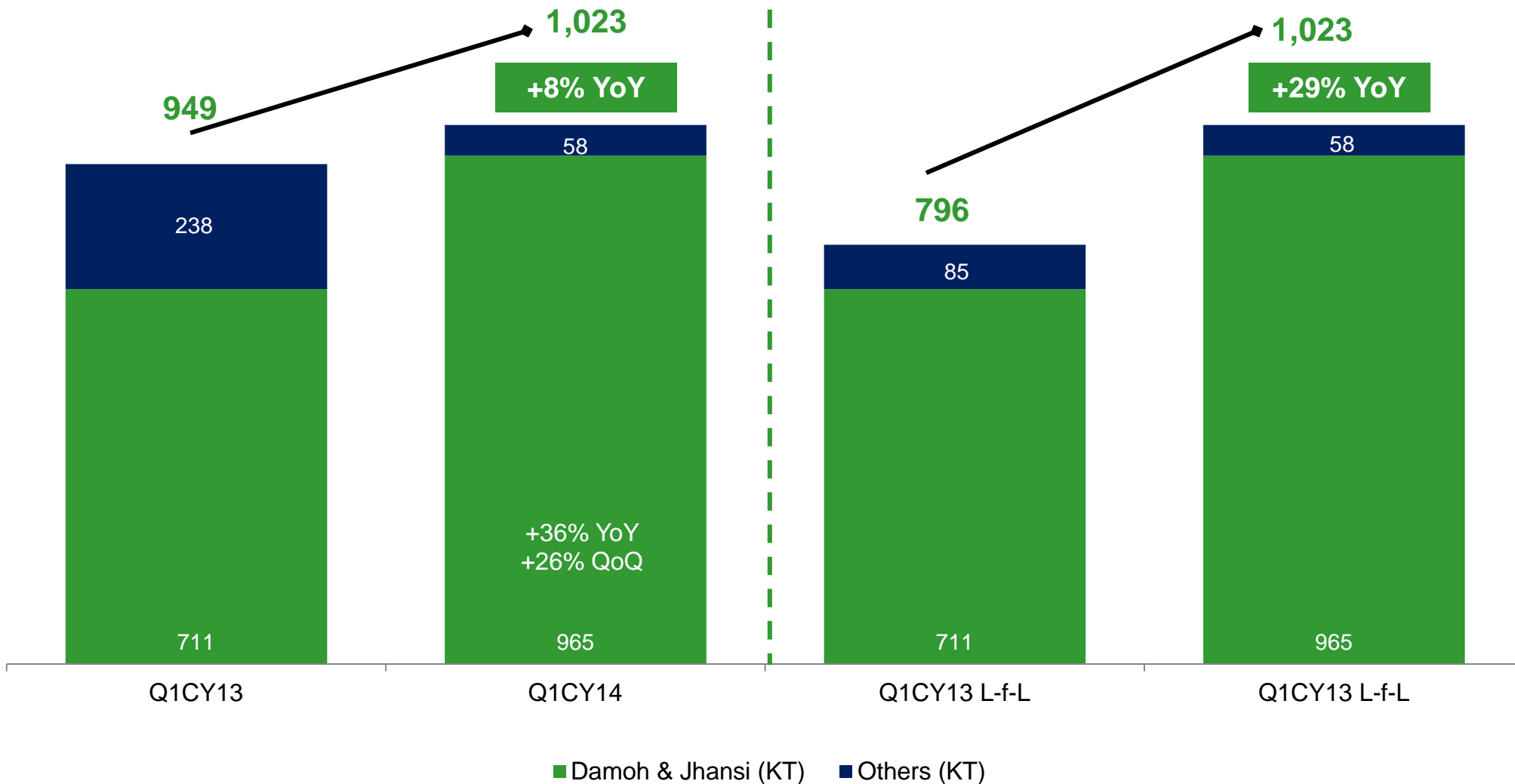
EBT#  
increased  
by 359%

Note: Like for Like\* excludes impact of Raigad disposal. EBT# does not include exceptional gain on sale of Raigad Plant.

## Financial Performance Q1CY14

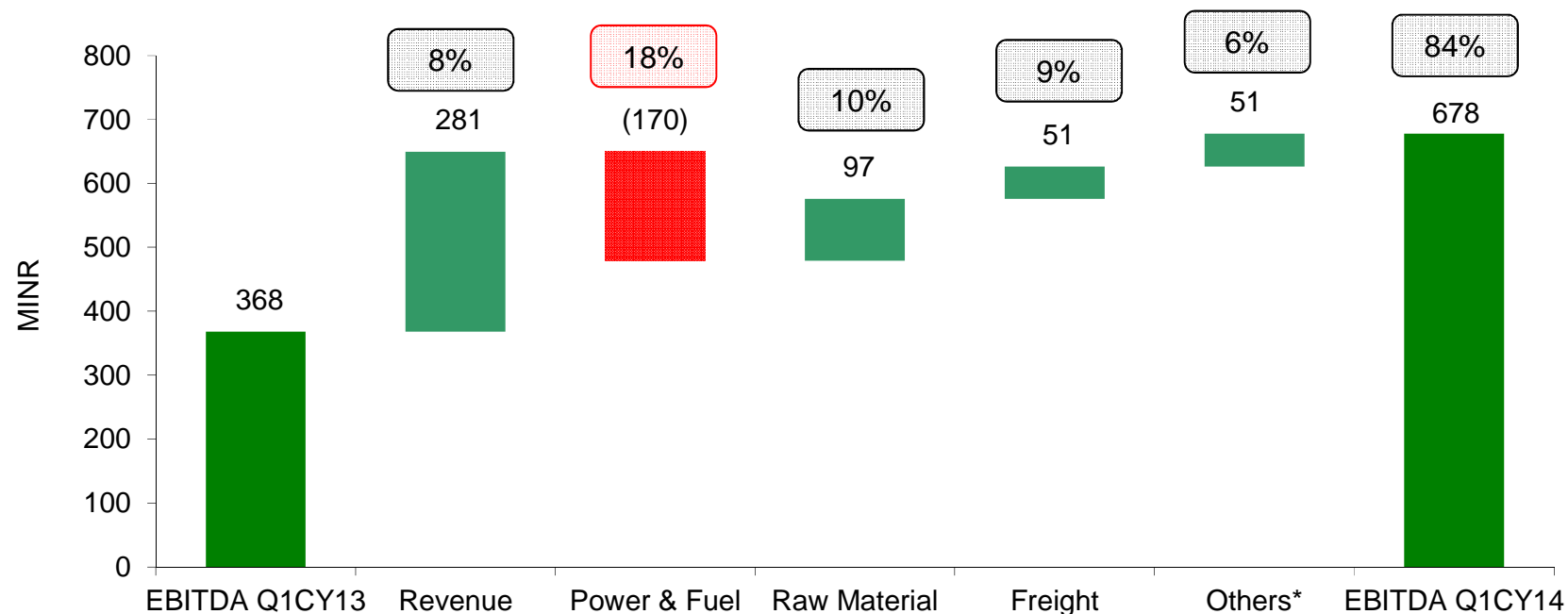
Caption	MINR			YoY	QoQ
	Q4CY13	Q1CY13	Q1CY14	Change%	Change%
<b>Volumes (KT)</b>	<b>923</b>	<b>949</b>	<b>1,023</b>	<b>8%</b>	<b>11%</b>
Net sales	3,503	3,669	3,951	8%	13%
Other operating income	82	29	79	173%	-4%
<b>Total income</b>	<b>3,586</b>	<b>3,698</b>	<b>4,030</b>	<b>9%</b>	<b>12%</b>
<b>EBITDA</b>	<b>271</b>	<b>368</b>	<b>678</b>	<b>84%</b>	<b>150%</b>
Other income	30	6	21	257%	-28%
Depreciation	266	170	265	56%	0%
Finance costs	359	137	271	97%	-25%
<b>EBT</b>	<b>-324</b>	<b>67</b>	<b>164</b>	<b>143%</b>	<b>n/a</b>
Exceptional items	-	-	603	n/a	n/a
Tax	-258	45	288	537%	n/a
<b>PAT</b>	<b>-66</b>	<b>22</b>	<b>479</b>	<b>2075%</b>	<b>n/a</b>
<i>EBITDA% of net sales</i>	<i>7.7%</i>	<i>10.0%</i>	<i>17.2%</i>	<i>713 bps</i>	<i>943 bps</i>

# Q1CY14 Volume increased by 29% Like for Like, Central India's contribution increased to 94%



# EBITDA Bridge: Q1CY13 vs. Q1CY14

INR per tonne	Q1CY13	Q1CY14	Change %
Gross realisation	3,868	3,861	-0.2%
Freight & forwarding	622	527	-15.2%
<b>Net realisation</b>	<b>3,245</b>	<b>3,334</b>	<b>2.7%</b>
Other operating income	31	78	153.5%
Total cost	2,888	2,748	-4.8%
<b>EBITDA</b>	<b>388</b>	<b>663</b>	<b>70.8%</b>



Note: Q1CY14 Change in inventory has been allocated to power & fuel and raw material in the ratio of 90% and 10% respectively. Others include other operating income, employee cost and other expenses.

- HCIL's EBITDA increased from MINR 368 in Q1CY13 to MINR 678 in Q1CY14. EBITDA margin (% of net sales) increased from 10% in Q1CY13 to 17.2% in Q1CY14.
- EBITDA per tonne increased from INR 388 per tonne in Q1CY13 to INR 663 per tonne in Q1CY14.
- Revenue increase of 8% is on account of increase in volumes from 949KT in Q1CY13 to 1,023 KT in Q1CY14; realisation remained flat.
- On per tonne basis, power and fuel cost increased by 9.6%; freight and raw material decreased by 15.2% and 16.9% respectively.

■ Thank You

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for better building

**Safety is our  
foremost priority**

