

HeidelbergCement India Ltd. (HCIL)

Investors' Presentation

Q3 FY 2016-17



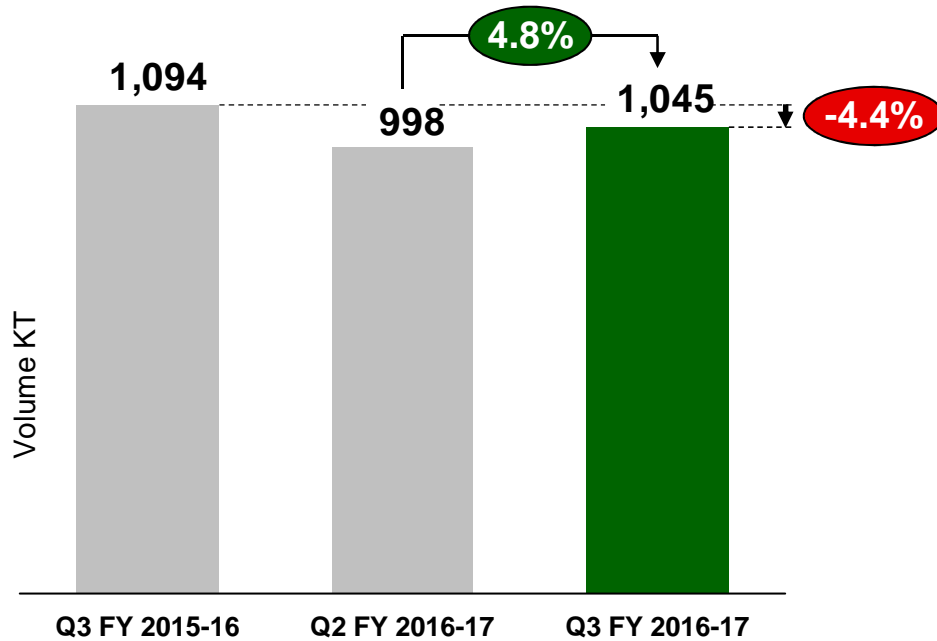
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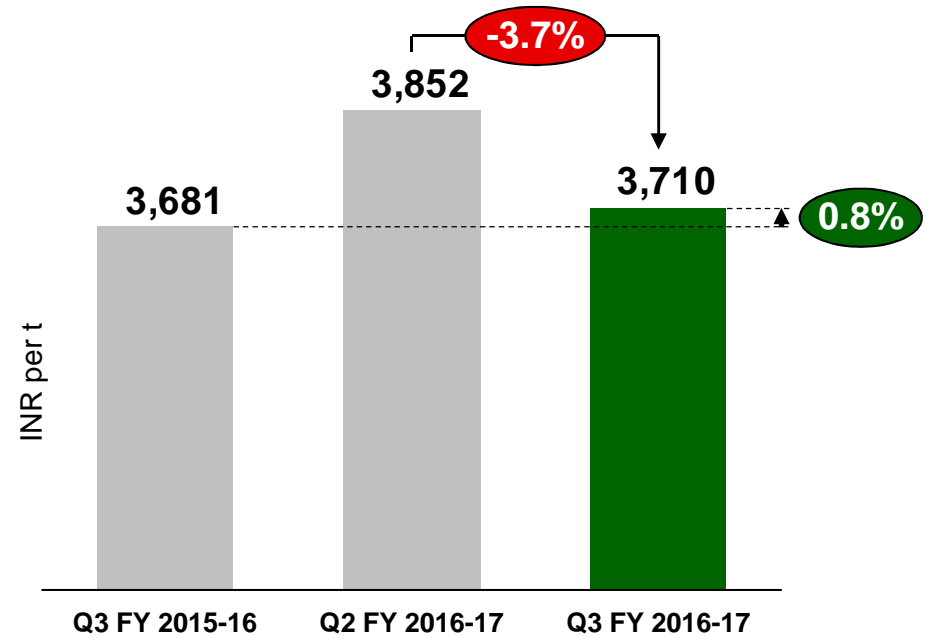
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Volumes and Price Development



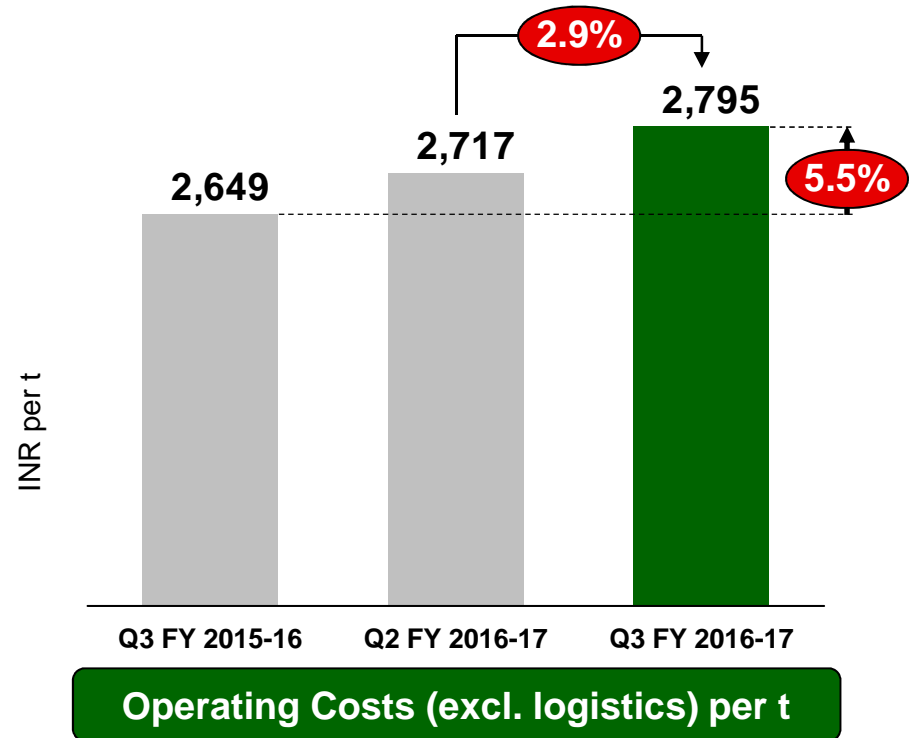
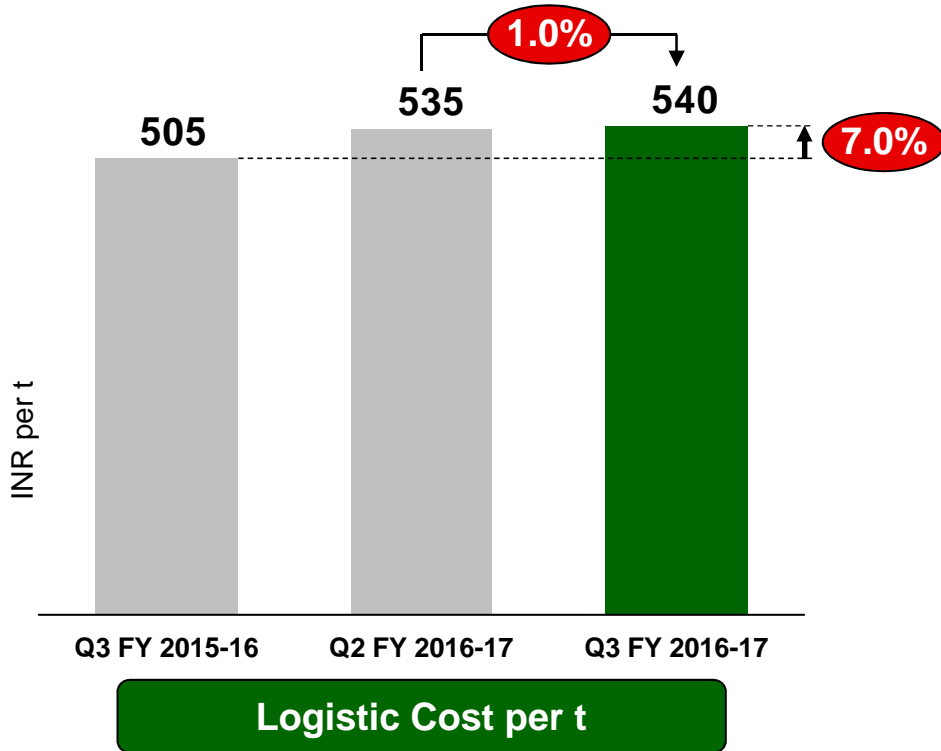
Volume Development



Gross Realisation per t

- Despite cash crunch and weak demand, volumes increased over Q2 FY 2016-17 due to concerted efforts.
- Prices softened sequentially but were marginally better than last year.
- Capacity Utilization for 9 Months FY 2016-17 ~80%
- Trade : Non Trade Mix ~ 80:20 for Central India .

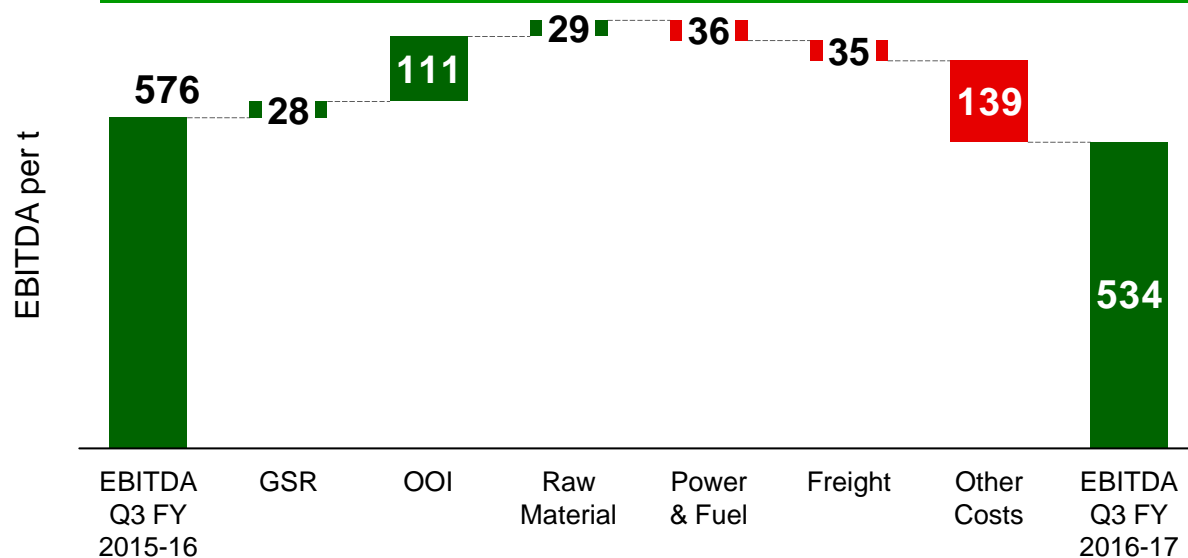
Costs Development



- Despite improvement in consumption parameters, input cost increases impacted margins. Petcoke prices continued to tend higher while Coal prices too firmed up on account of additional clean energy cess and increase in railway freight.
- Rail : Road Mix ~ 50:50
- Avg. Lead Distance < 400 Kms

Financial Performance and EBITDA per t Bridge Q3 FY 2016-17

Caption	MINR		YoY
	Dec Qtr -16	Dec Qtr -15	Change%
Volumes (KT)	1,045	1,094	-4.4%
Net sales	3,878	4,027	-3.7%
Other operating income	167	53	215.3%
Total income	4,045	4,080	-0.9%
Total Expenses	3,487	3,450	1.1%
EBITDA	558	630	-11.4%
Other income	7	36	-81.2%
Depreciation	246	232	6.1%
EBIT	319	434	-26.6%
Finance costs	222	277	-19.9%
EBT	97	157	-38.3%
Exceptional Items	151	-	
Tax	-18	68	-125.7%
PAT	-36	89	-140.2%
<i>EBITDA% of net sales</i>	<i>14.4%</i>	<i>15.6%</i>	<i>-1.3%</i>



- EBITDA / t reduced to INR 534 due to higher costs.
- Net Loss of (-) MINR 36 on account of one off provision for doubtful capital advance which is sub-judice.

■ Thank You

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for better building

**Safety is our
foremost priority**

