

HeidelbergCement India Limited

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HCIL:SECTL:SE:2015-16

9th February 2016

BSE Ltd.
Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai - 400001

Listing Department,
National Stock Exchange of India Ltd
Exchange Plaza, C/1, Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051

Scrip Code:500292

Trading Symbol: Heidelberg

Dear Sir,

Sub: Presentation for Conference Call – Regulation 30(6)

This has reference to our letter dated 9th February 2016 sent earlier informing about conference call being organised by PhilipCapital (India) Pvt. Ltd. Further to our aforesaid letter please find attached a presentation to be made to analysts and the institutional investors at the conference call scheduled tomorrow.

After the conference call, a transcript of the discussion shall also be posted on the website of the Company, www.mycemco.com for information of the investors.

Thanking you,

Yours faithfully,
For HeidelbergCement India Ltd.

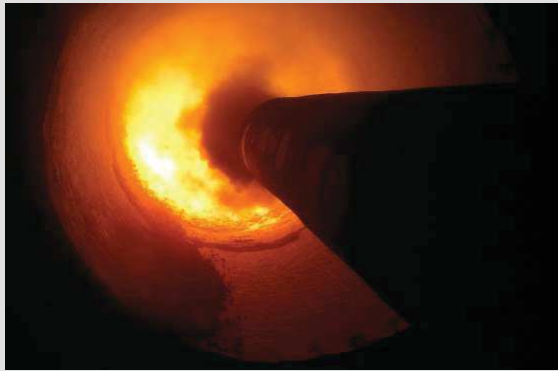

Rajesh Relan
Legal Head & Company Secretary

Encl.: a.a

HeidelbergCement India Ltd.

Investors' Presentation – Quarter ended December 31, 2015.

February 10, 2016



Cautionary Statement

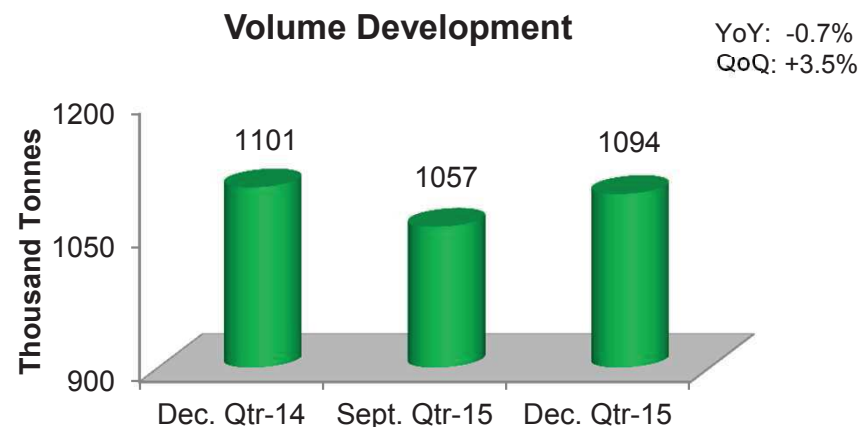
This presentation may contain certain forward-looking statements relating to the Company's future business, developments and economic performance.

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.

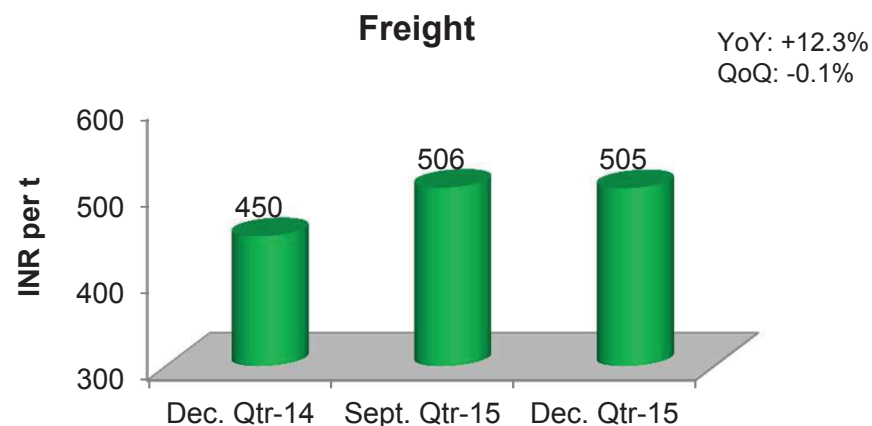
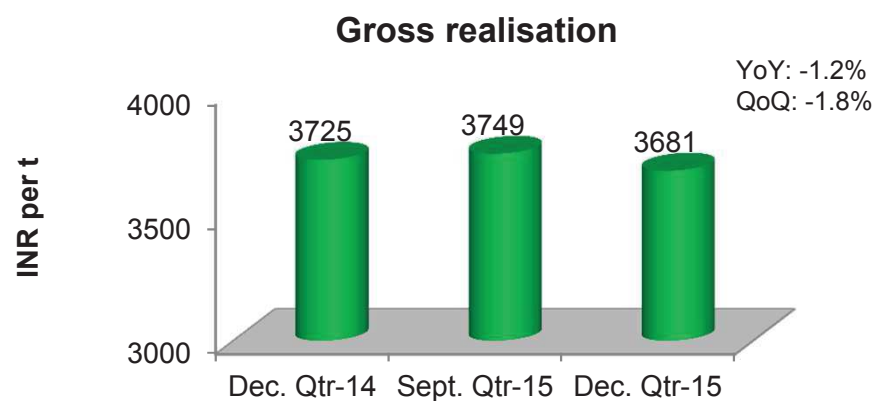
HCIL assumes no obligation or responsibility to publicly update or alter forward-looking statements whether as a result of new information, development, future events or otherwise.

Market Development

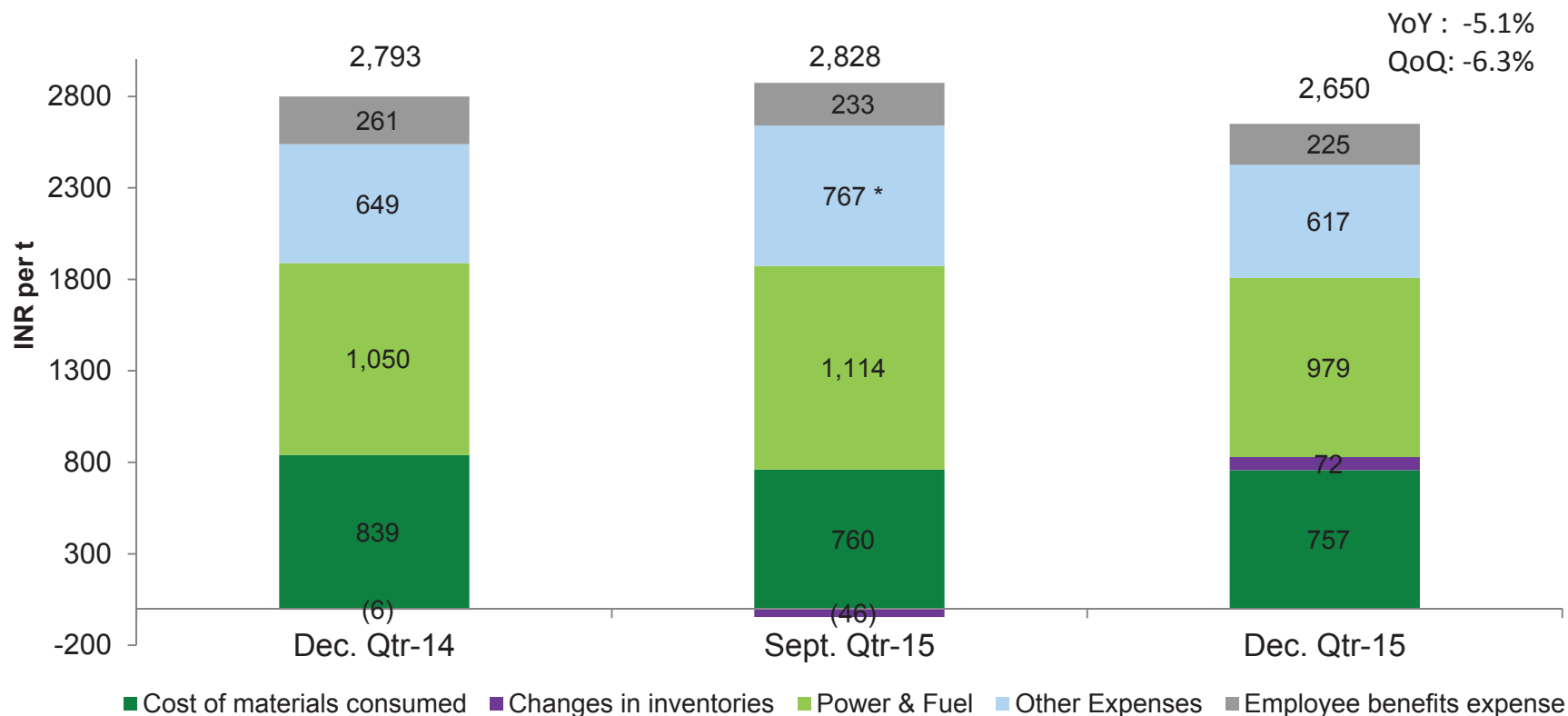
Quarterly volume of 1.09 Mn Tonnes; improved sequentially but almost flat on y-o-y basis .



Prices continued to remain subdued due to weak market conditions.
Freight cost per t stable sequentially; last year's freight was lower due to receipt of higher railway freight incentive.



Costs Development



**includes provision of DMF from 12th Jan 2015 to 30th Sept 2015*

Concerted efforts ensured lower overall costs – helps offset the impact of decrease in realization.

Financial Performance Q3 FY 2015-16

Caption	MINR		YoY		QoQ
	Dec Qtr-15	Sept Qtr-15	Dec Qtr-14	Change%	Change%
Volumes (KT)	1,094	1,057	1,101	-0.7%	3.5%
Net sales	4,027	3,964	4,103	-1.8%	1.6%
Other operating income	53	63	81	-35.0%	-15.4%
Total income	4,080	4,027	4,184	-2.5%	1.3%
EBITDA	629	502	612	2.8%	25.2%
Other income	36	35	32	11.2%	1.4%
Depreciation	232	229	286	-18.8%	1.3%
Finance costs	275	275	288	-4.6%	0.1%
EBT	157	34	70	125.8%	365.7%
Tax	68	13	169	-59.4%	434.4%
PAT	89	21	-99	n/a	323.8%
<i>EBITDA% of net sales</i>	<i>15.6%</i>	<i>12.7%</i>	<i>14.9%</i>	<i>0.7%</i>	<i>2.9%</i>

EBITDA margin 15.6% , higher by 70bps on a y-o-y basis and 290bps on q-o-q basis.
Net Profit increased to MINR 89 against a loss of MINR 99 in December quarter of last year.

■ Projects update

- **Narsingarh : Waste Heat Power Generation (WHPG) Project**
 - Trials underway .
- **Imlai : Flyash Silo Project**
 - Silo cone construction is completed and roof erection has started.
 - Structural and mechanical erection is going on in full swing for silo and material handling areas..

■ Thank You

mycem
for better building

**Safety is our
foremost priority**

