

HCIL:SECTL:SE:2017-18

6th November 2017

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 30th October 2017 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. (HCIL)

Investors' Presentation

Q2 FY 2017-18



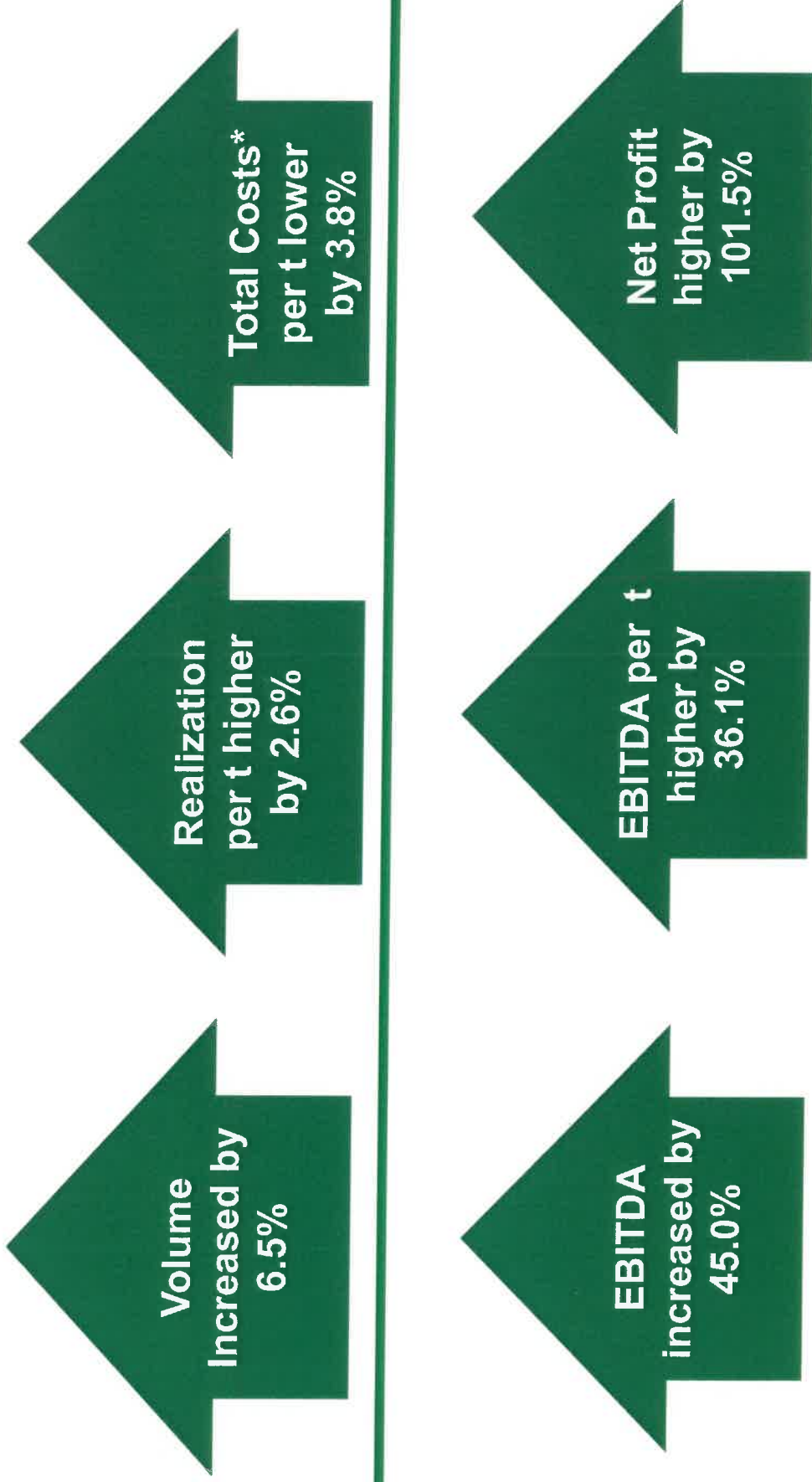
■ Cautionary Statement

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, macro-economic 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.

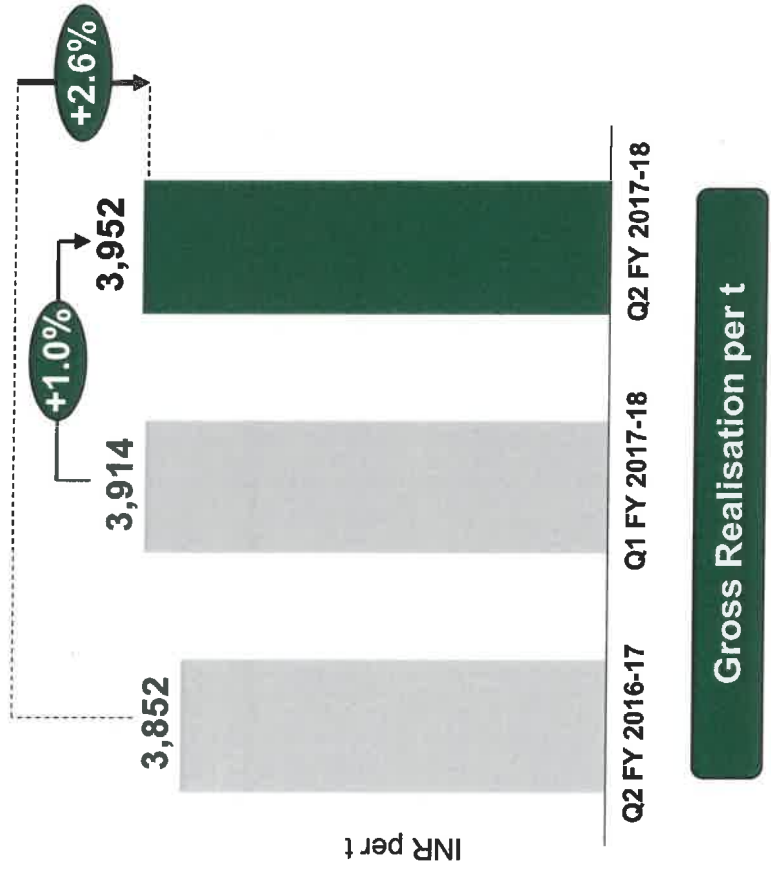
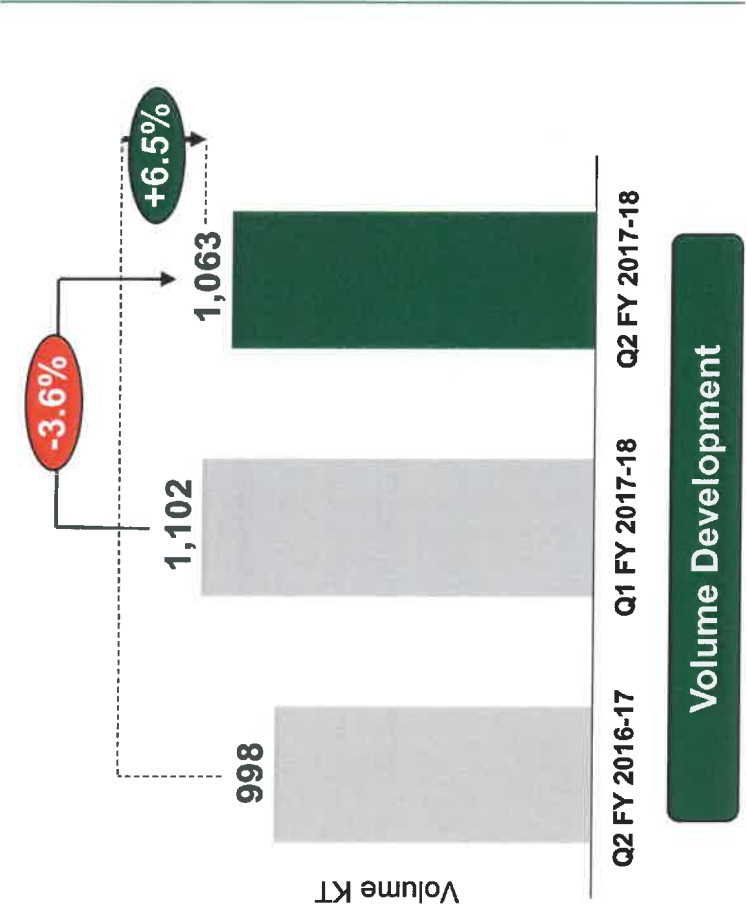
HCIL assumes no obligation or responsibility to publicly update or alter forward-looking statements whether as a result of new information, development, future events or otherwise.

■ HCIL Highlights – Q2 FY 2017-18 vs. Q2 FY 2016-17



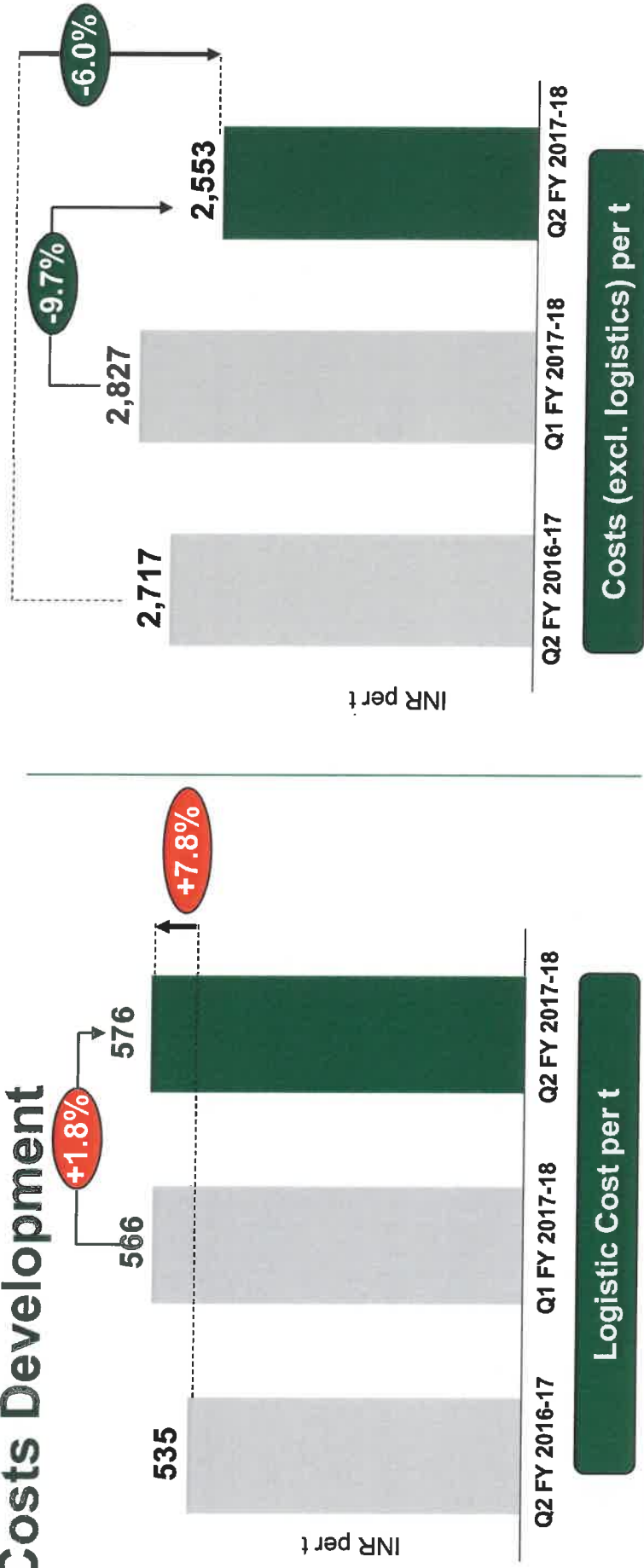
* Operating Costs including logistics

Volumes and Price Development



- Markets continued to remain soft in general, primary factors at play being monsoons and shortage of sand/ aggregates in key markets of Uttar Pradesh.
- Increase in Gross realisation is supported by change in commercial terms from Ex-Works to FOR in some of the markets.
- Capacity Utilization for Q2 FY 2017-18 >80%
- Trade : Non Trade Mix ~ 80:20 for Central India

Costs Development



- Total operating costs (excl. logistics) were lower by 6.0% due to concerted efforts, savings primarily on account of improvement in power and fuel consumption despite hardening of petcoke costs during the quarter, petcoke usage maintained ~70%
- Logistics costs higher y-o-y due to increase in diesel costs and also due to change in commercial terms from Ex-Works to FOR in some of the markets.
- Other expenses were lower due to one-time reversal of provision towards District Mineral Fund for prior period, amount being ~ MINR 57
- Rail : Road Mix ~ 50:50, Avg. Lead Distance < 400 Kms

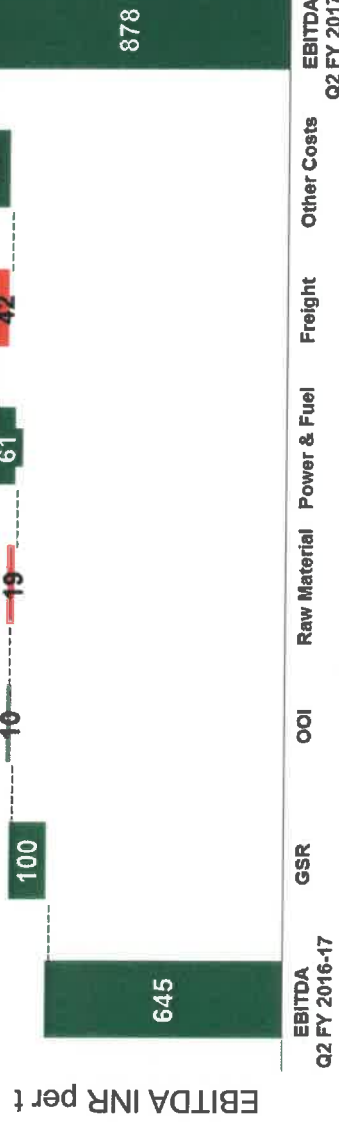
Financial Performance and EBITDA per t Bridge Q2 FY 2017-18

Caption	MINR		YoY Change%
	Sept Qtr -17	Sept Qtr -16	
Volumes (KT)	1,063	998	6.5%
Sales (net of excise)	4,200	3,842	9.3%
Other operating income	59	45	30.5%
Total income	4,259	3,888	9.5%
Total Expenses	3,326	3,244	2.5%
EBITDA	933	644	45.0%
Other income	23	91	-74.3%
Depreciation	255	250	2.2%
EBIT	701	485	44.6%
Finance costs	188	235	-19.8%
EBT	513	250	104.9%
Tax	181	85	111.6%
PAT	333	165	101.5%
EBITDA% of net sales	22.2%	16.8%	5.5%

- Margin improvement led by concerted efforts on both fronts – markets and consumption parameters.

- Financing costs reduced as the company continued to deleverage – gross debt repaid during Q2 FY 2017-18 ~ MUSD 10

- Net Debt* at 30-09-2017 – MINR 6,726



*Net Debt = Gross Long Term Debt + Short Term Borrowings – Cash & Cash Equivalents

Gross Long Term Debt = Long Term Debt (LTD) including current portion of the LTD maturing in the next 1 year but excludes impact of Mark to Market on the USD External Commercial Borrowings (ECB) which were hedged using Cross Currency Swaps. Also full value of Interest Free Loan from State Government considered including portion classified as government grant under "Ind AS".

■ Thank You

mycem

for better building

**Safety is our
foremost priority**

