

HeidelbergCement India Limited

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HCIL:SECTL:SE:2018-19

12th February 2019BSE Ltd.
Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai - 400001National Stock Exchange of India Ltd
Listing Department,
Exchange Plaza, C/1, Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051

Scrip Code:500292

Trading Symbol: Heidelberg

Dear Sir,

Sub: Intimation of Institutional Investors/fund houses Meeting - Regulation 30(6)

In compliance with Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that PhilipCapital (India) Pvt. Ltd. is organising a Conference Call of analysts and institutional investors on 12th February 2019 at 6.00 P.M. with Mr. Jamshed Naval Cooper, Managing Director and Mr. Anil Sharma, Chief Financial Officer of HeidelbergCement India Limited to discuss the unaudited financial results for the quarter ended 31st December 2018.

In this connection please find attached the following:

1. Conference call invite of PhillipCapital (India) Pvt. Ltd.; and
2. A presentation to be made to analysts and the institutional investors at the conference call scheduled on 12th February 2019.

This is for your information and record.

Thanking you,

Yours faithfully,
For HeidelbergCement India Ltd.Rajesh Relan
Legal Head & Company

Conference Call Invitation

Quarterly Call



PhillipCapital (India) Private Limited is hosting & organizing a call with Senior Management of

HeidelbergCement India Limited

HEIM IN

Q3FY19 Call

Speakers

Mr. Jamshed Naval Cooper – Managing Director

Mr. Anil Sharma – Chief Financial Officer

Call Leader

Vaibhav Agarwal, PhillipCapital India

Tuesday – 12th February 2019

**@ 06:00pm IST / 08:30pm Singapore & Hong Kong /
12:30pm UK**

Dial-In-Numbers

Primary Number: +91 22 6280 1143 Secondary Number: +91 22 7115 8044

Local Access: +91 70456 71221

The number listed above are universally accessible from all networks and all countries.

Toll Free Numbers - USA: 1 866 746 2133 / UK: 0 808 101 1573 / Singapore: 800 101 2045 / Hong Kong: 800 964 448

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HeidelbergCement India Limited (HCIL)

Q3FY19 Investor Presentation

February 12, 2019



Renewable Power



Waste Heat Recovery System



GreenCo Gold

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■ Cautionary Statement

- ❑ Statements in this presentation, which describe the Company's objectives, projections, estimates, expectations or predictions, may be considered to be "forward-looking statements" within the meaning of applicable Securities Laws and Regulations. These statements are based on certain assumptions and expectations of future events. Actual results could however materially differ from those expressed or implied.
- ❑ Important factors that could make a difference to the Company's operations include global and Indian political, economic and demand-supply conditions, finished goods prices, raw materials cost and availability, cyclical demand and pricing in the Company's principal markets, changes in Government regulations, Policies, tax regimes, economic developments within India besides other factors such as litigation and industrial relations as well as the ability to implement strategies.
- ❑ The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent development, information or events or otherwise.

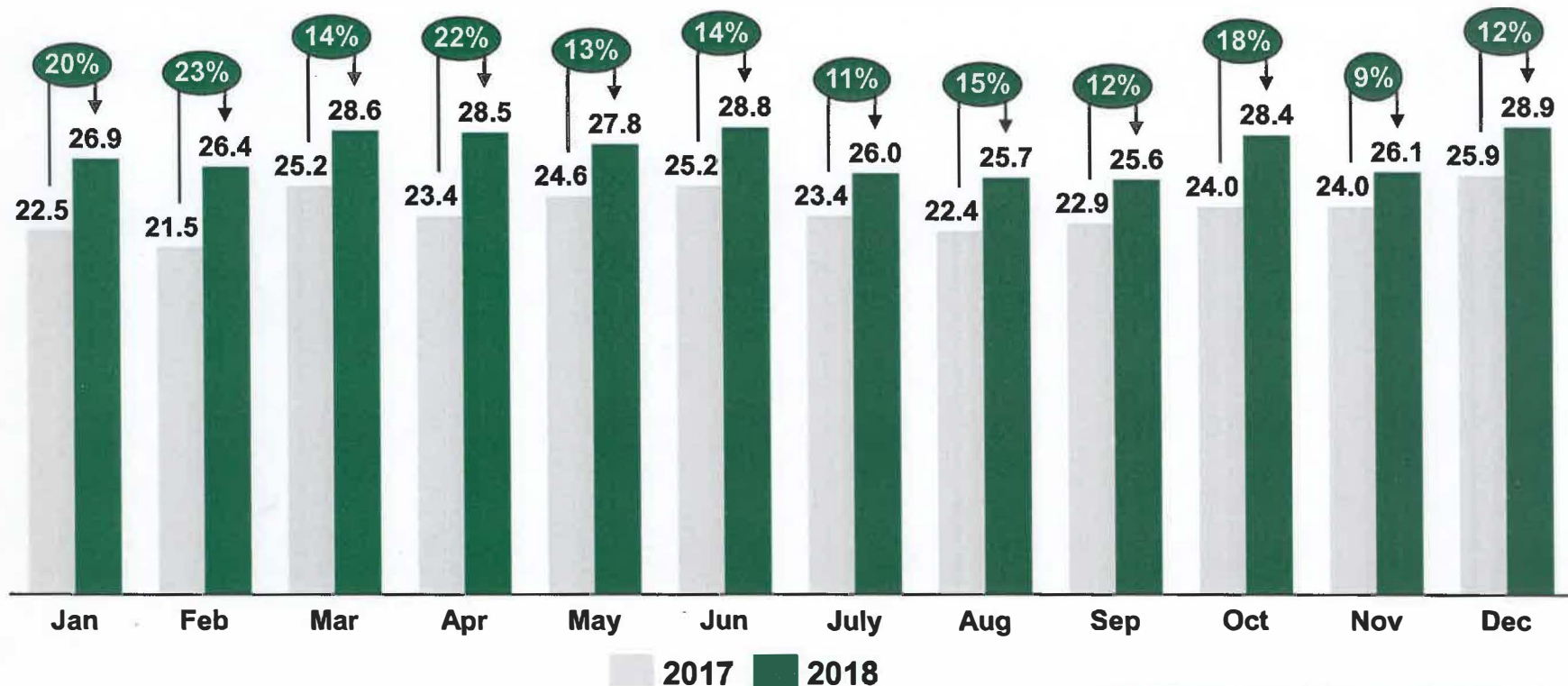
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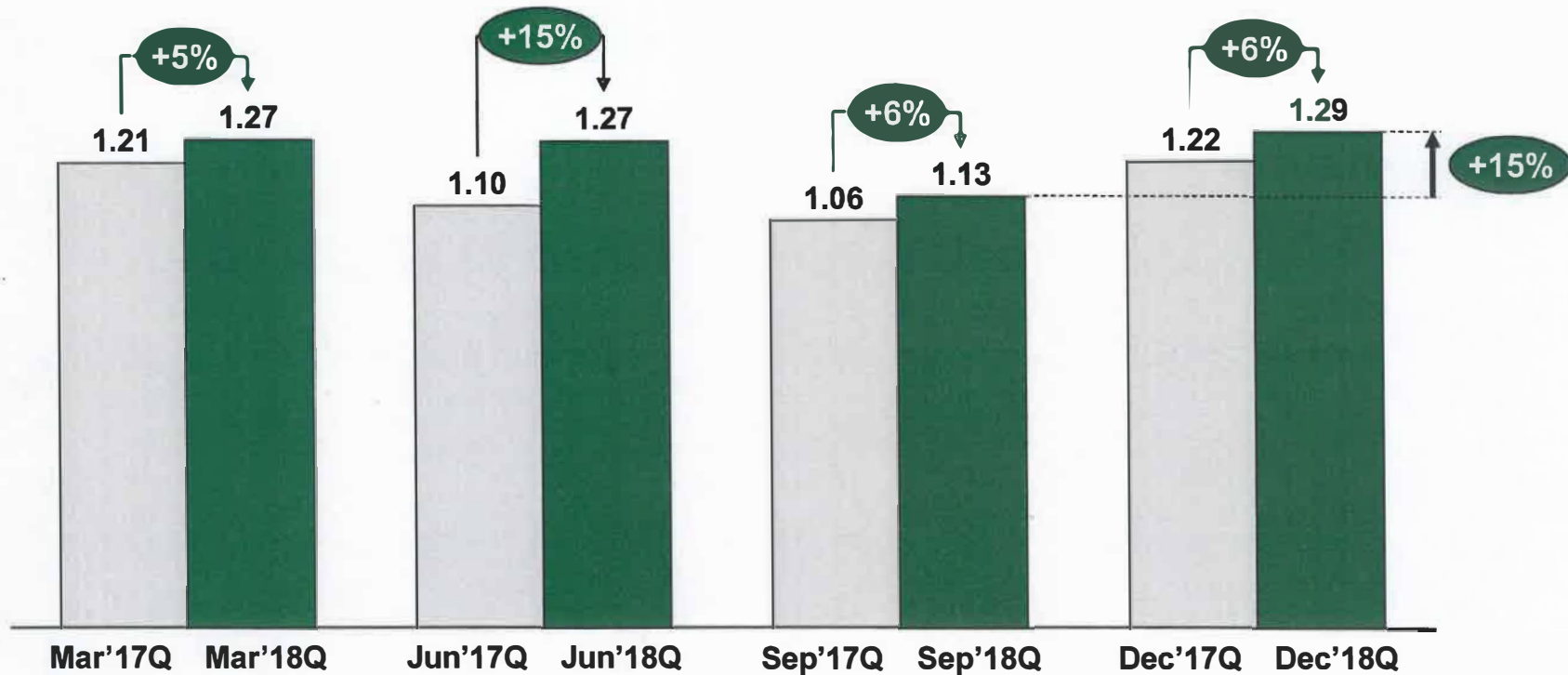
① Indian Cement Industry – trailing twelve months

- ❑ All India installed cement capacity of c. 480 Mn T as at Dec'18.
- ❑ Cement Industry reported production volume growth of 15% in last twelve months driven by growth in infrastructure and rural housing. During the same period, HCIL reported sales volume growth c.8%.
- ❑ HCIL reported cement capacity utilization of c. 90% against industry average of c.70%.

All India Monthly Cement Production (Mn T)



② HCIL Quarterly Volumes – trailing twelve months



c.8% volume growth in trailing twelve months driven by robust cement demand in Central India

③ Q3FY19 – HCIL's major highlights



③ Q3FY19 – HCIL's major highlights

EBITDA of ₹ 947 per tonne
increase of 39% y/y

Capacity utilization @ 93%

HCIL continues to sell 100%
blended cement

mycem power - premium
product vol. increased 4% y/y

Phase 1 of de-bottlenecking
project completed

WHR generation up by 5% y/y

Received interest free loan of
Mio ₹ 687 from UP Govt.

Continue to operate on -ve Net
Working Capital

Net debt at Dec'18 Mio ₹ 2,309

Net Debt to EBITDA at 0.47x

Distributed FY19 Interim dividend
@ 10% Mio ₹ 273 (incl. DDT)

④ Income statement

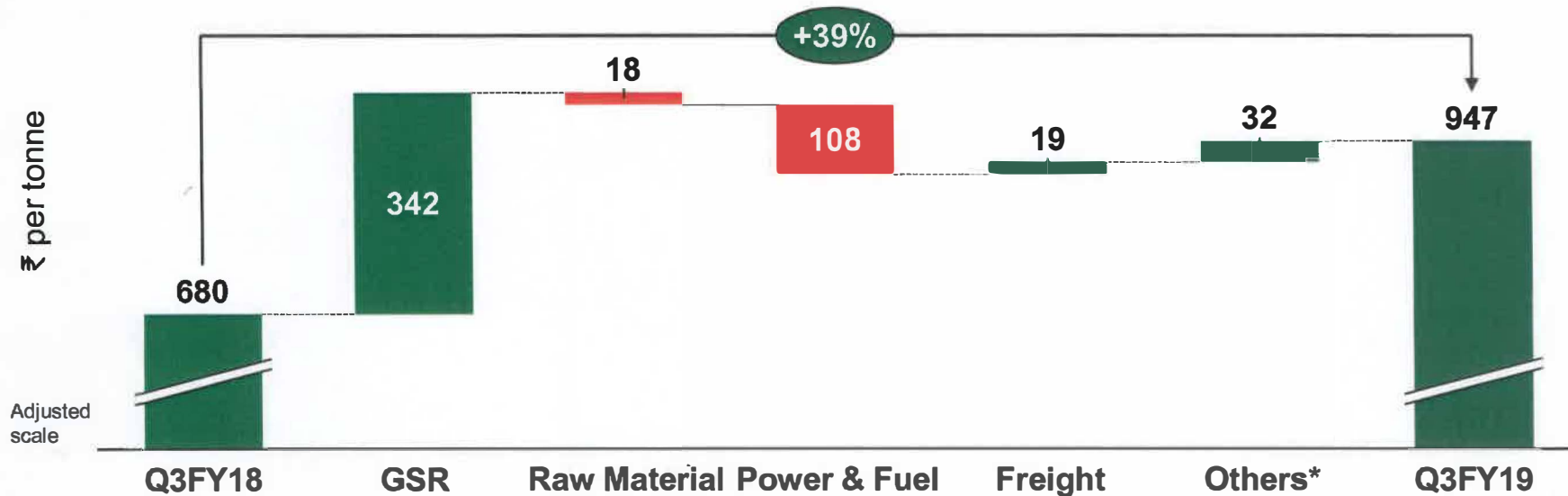
Particulars	Quarter ended		Y/y	9 months ended		Y/y
	Dec'18	Dec'17	Change %	Dec'18	Dec'17	Change %
	Mio ₹					
Total Income	5,639	4,912	15%	15,900	13,581	17%
Total Expenditure	4,414	4,084	8%	12,315	11,150	10%
EBITDA	1,225	828	48%	3,584	2,432	47%
Depreciation/amortization	254	253	0%	763	757	1%
Other Income	102	94	9%	233	142	65%
EBIT	1,074	669	61%	3,054	1,816	68%
Financial expenses	170	186	-9%	588	572	3%
Profit Before Tax	904	483	87%	2,467	1,244	98%
Tax Expenses	319	165	93%	869	433	101%
Profit After Tax	586	318	84%	1,598	811	97%

KPIs

Sales Volume (Mn T)	1,294	1,217	6%	3,686	3,382	9%
Gross realization (₹/t)	4,316	3,975	9%	4,273	3,948	8%
Total cost (₹/t)	3,412	3,355	2%	3,341	3,296	1%
EBITDA (₹/t)	947	680	39%	972	719	35%
EBITDA% of revenue	21.9%	17.1%	482 bps	22.8%	18.2%	455 bps
PAT% of revenue	10.5%	6.6%	392 bps	10.1%	6.1%	407 bps

Improvement across KPIs; fuel cost remained at elevated levels

⑤ EBITDA per tonne bridge: Q3FY18 to Q3FY19



Note: Change in inventory has been apportioned equally on Raw Material and Power and Fuel expenses.
 *Other expenses include other operating income, employee cost and miscellaneous expenses.

- ❑ Increase in Raw material cost was primarily due to increase in packaging cost over last year
- ❑ Power and fuel per tonne increased mainly due to higher fuel prices which is partially off-set by:
 - ❑ Higher power generation from WHR +5% y/y
 - ❑ Economical power sourcing
- ❑ Freight cost reduced due to Railway freight rebate on account of higher volume.

⑥ Q3FY19 – Share of volume



47% road volume, +494 bps y/y



39% Coal, +1438 bps y/y



10% of trade volume, flat y/y



85% Trade sales, +475 bps y/y

⑦ Awards and accolades

Quality Circle Forum
of India (QCFI) -
Hyderabad Chapter

Damoh Plant won
the 1st Prize in
Safety Excellence.



Certificate of
Appreciation in
Energy Management
by Ministry of Power

Jhansi Plant



⑧ Outlook

Positives:



- ❑ **Cement demand** expected to increase by 7% in calendar year 2019; demand expected to be primarily driven by rural and affordable housing and infrastructure.
- ❑ **Boost in government spending** on infrastructure to drive growth: affordable housing and Infrastructure development – concrete roads, railways, metro network, irrigation, mega Industrial and freight corridors etc.

Concerns:



- ❑ **Steep increase in crude prices:** fuel prices, diesel cost, packaging costs etc.
- ❑ **General elections** may delay the speed of infrastructure growth for couple of months.
- ❑ **Hardening of compliance norms:** SOx and Nox.

Bird's-eye view of Damoh clinker plant



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for better building

Safety is our foremost priority