

HCIL:SECTL:SE:2016-17

28<sup>th</sup> July 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: Intimation of Conference Call – 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 29<sup>th</sup> July 2016 at 2.30 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 1<sup>st</sup> quarter ended 30<sup>th</sup> June 2016. In this connection please find attached the following:

1. Conference call invite of PhilipCapital (India) Pvt. Ltd.; and
2. A presentation to be made to analysts and the institutional investors at the conference call scheduled on 29<sup>th</sup> July 2016.

After the conference call, a transcript of the discussion shall also be posted on the website of the Company, [www.mycemco.com](http://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



## Conference Call Invitation

Quarterly Call



PhillipCapital

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

# HeidelbergCement India Limited

# HEIM IN

Q1FY17 Conference Call

Speaker

Mr. Jamshed Naval Cooper – CEO & Managing Director

Mr. Anil Sharma – Chief Financial Officer

Call Leader

Vaibhav Agarwal, PhillipCapital India

Friday – 29<sup>th</sup> July 2016

@ 02:30pm IST / 05:00pm Singapore & Hong Kong /

10:00am UK

### Dial-In-Numbers

**Primary Number:** +91 22 3938 1073 / **Secondary Number:** +91 22 6746 8358

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

**Local Access Number:** 6000 1221 (Accessible from all major carriers except BSNL/MTNL.); 3940 3977

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



# HeidelbergCement India Ltd. (HCIL)

## Investors' Presentation

Q1 FY 2016-17

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## **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.*

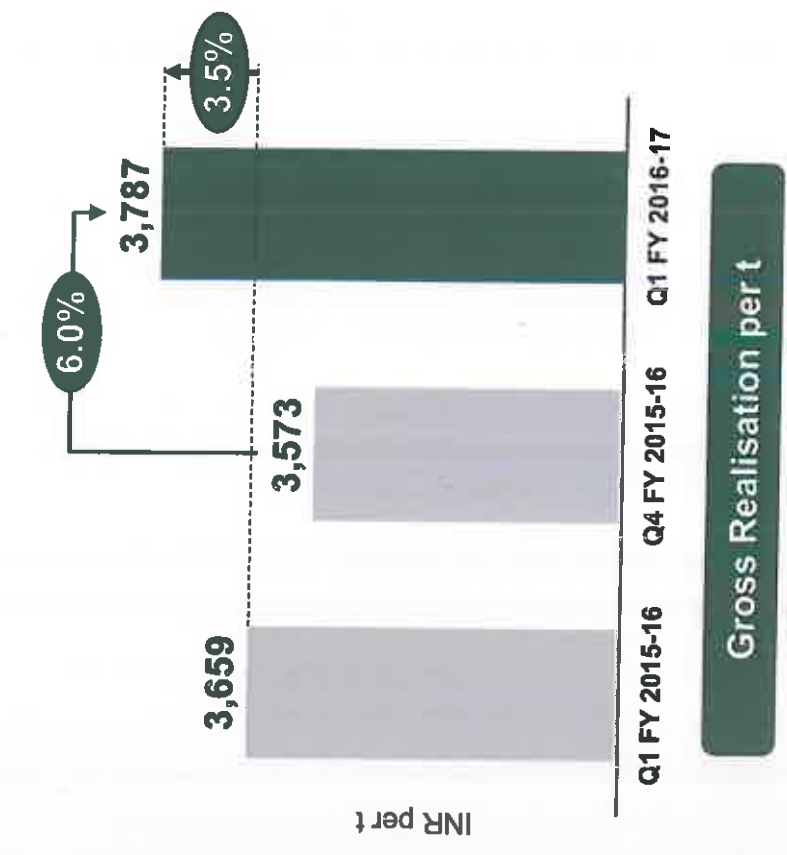
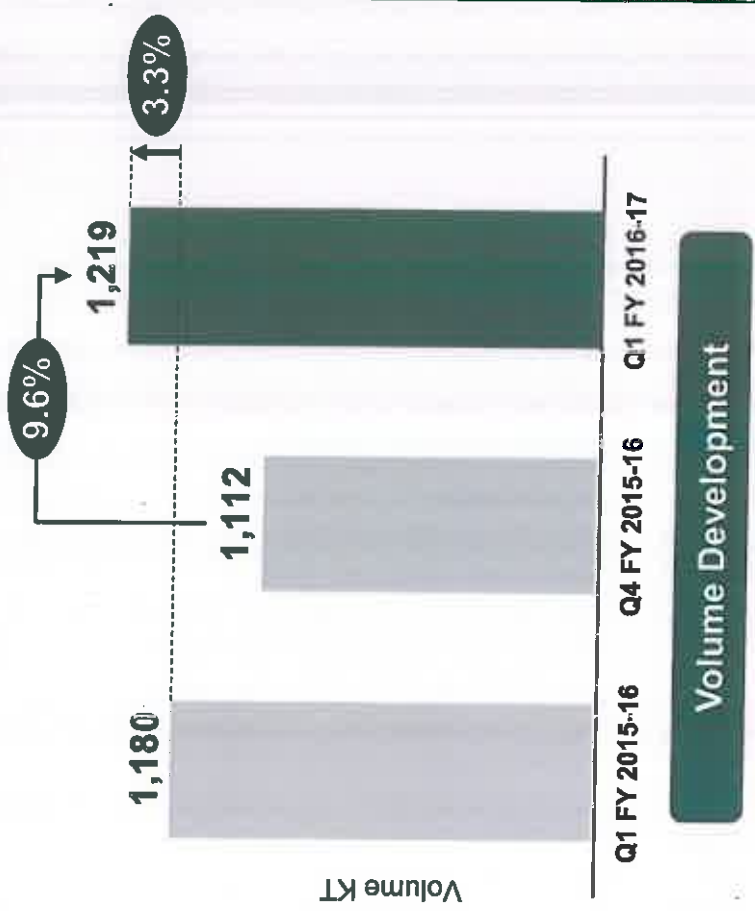
*HCIL assumes no obligation or responsibility to publicly update or alter forward-looking statements whether as a result of new information, development, future events or otherwise.*

## ■ Key Highlights – Q1 FY 2016-17 vs. Q1 FY 2015-16



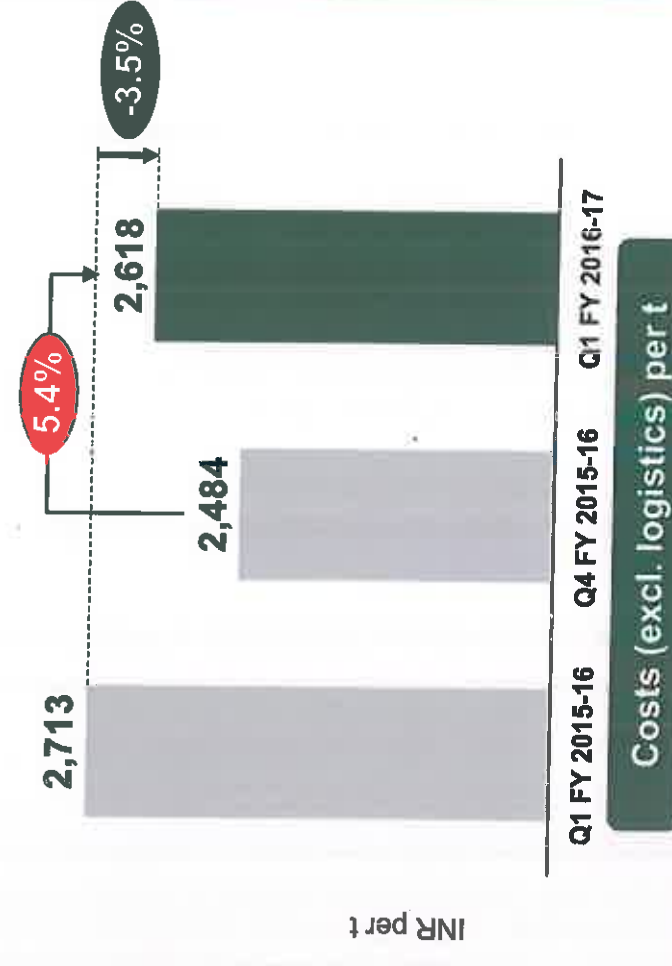
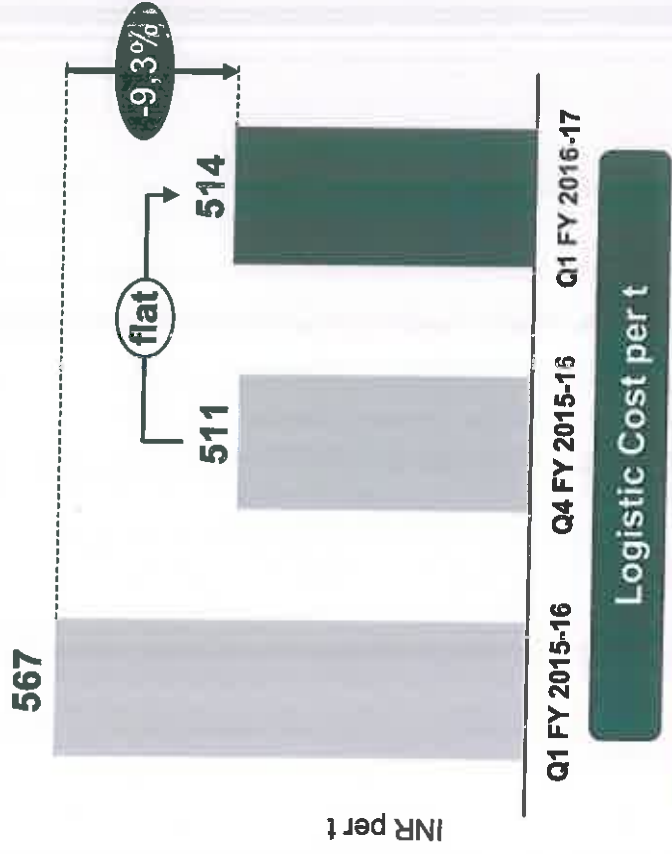
*Results for Q1 FY 2015-16 adjusted to make the figures Ind AS compliant*

# Volumes and Price Development



- Volume offtake and pricing improved in Central India markets during Q1 FY 2016-17
- Capacity Utilization for Q1 FY 2016-17 ~85%
- Trade : Non Trade Mix ~ 80:20 for Central India .

# Costs Development

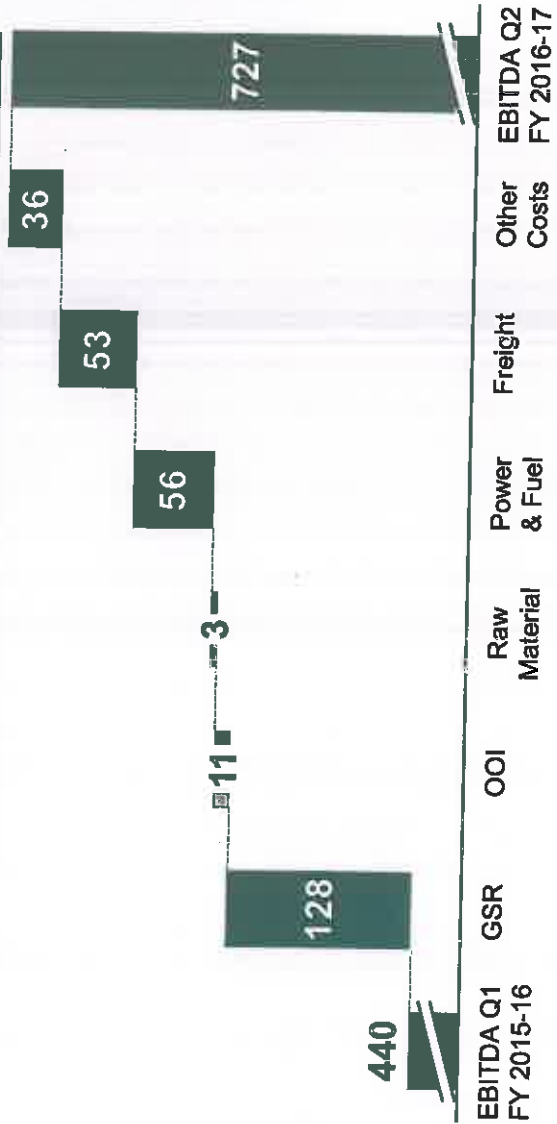


- Lower costs on y-o-y basis primarily due to:
  - Lower costs of Petcoke and Bags- already hardened sequentially
  - Increased usage of petcoke ; Q1 FY 2016-17 > 70% of fuel mix
  - Withdrawal of busy season surcharge for May & June 2016 by Railways on cement
  - Savings from generation of power from Waste Heat Recovery based Power Generation Plant (WHRP) at Narsingarh
- Power tariff increased in MP and Karnataka.
- Rail : Road Mix ~ 50:50
- Avg. Lead Distance < 400 Kms

# Financial Performance and EBITDA per t Bridge Q1 FY 2016-17

Caption	MINR		YoY Change%
	June Qtr -16	June Qtr -15	
Volumes (KT)	1,219	1,180	3.34%
Net sales	4,618	4,318	6.9%
Other operating income	87	71	22.4%
Total income	4,705	4,389	7.2%
Total Expenses	3,819	3,871	-1.3%
EBITDA	886	519	70.8%
Other income	10	39	-74.0%
Depreciation	247	234	5.6%
EBIT	650	325	100.2%
Finance costs	246	271	-8.9%
EBT	403	54	646.7%
Tax	141	20	617.3%
PAT	263	34	663.4%
EBITDA% of net sales	19.2%	12.0%	7.2%

- EBITDA/t improved to INR 727 during Q1 FY 2016-17.
- Improvement in pricing apart from savings in power costs due to commissioning of WHRP, lower fuel costs and lower cost for bags were the prime drivers for the increase in EBITDA.





■ Thank You

***mycem***  
for better building

**Safety is our  
foremost priority**

