

HCIL:SECTL:SE:2016-17

13th February 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 10th February 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

Q3 FY 2016-17



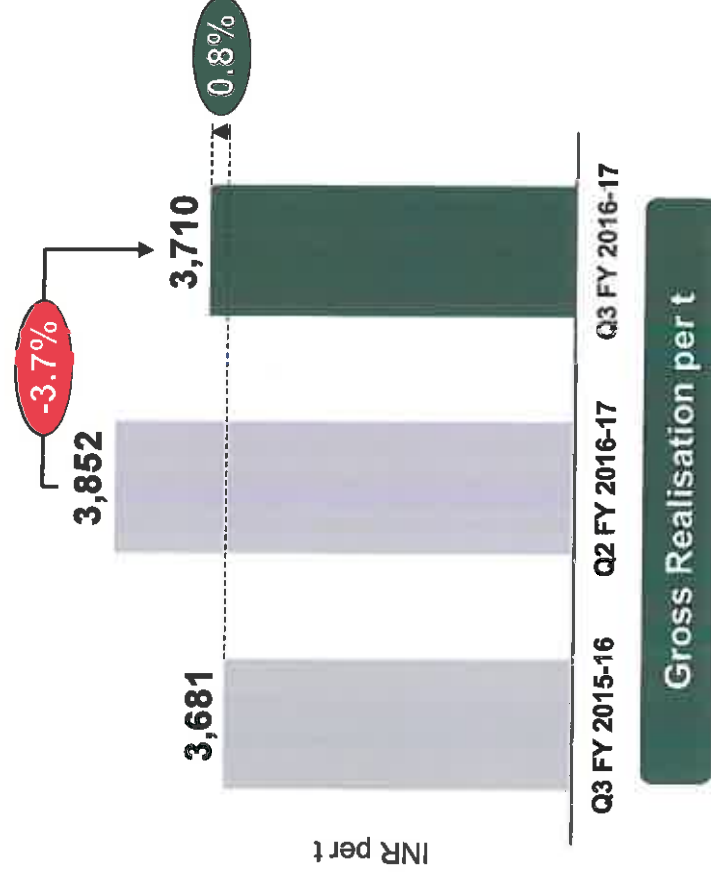
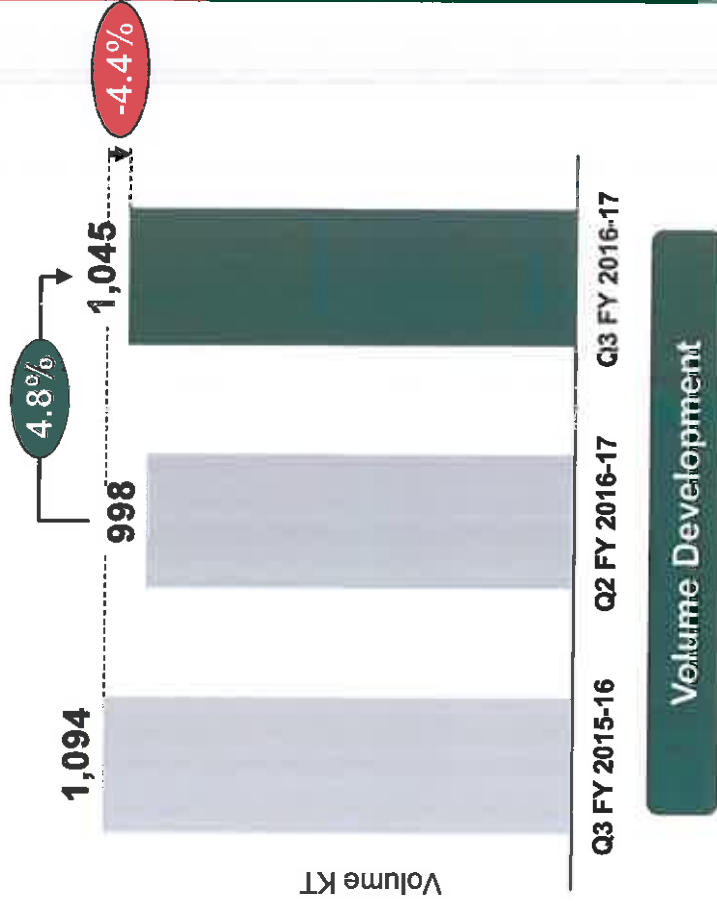
Cautionary Statement

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.

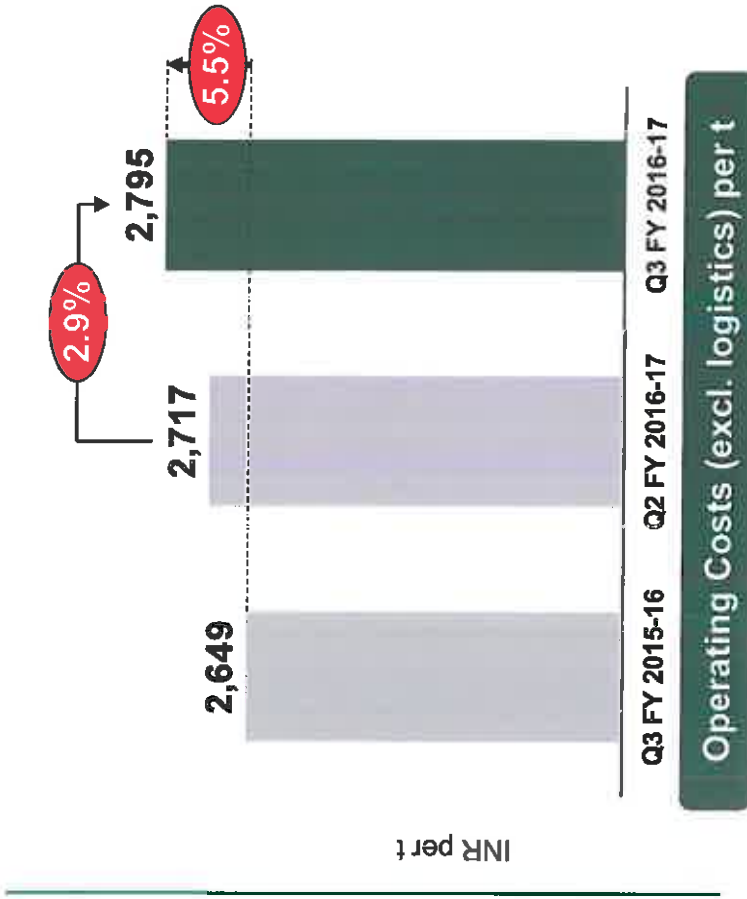
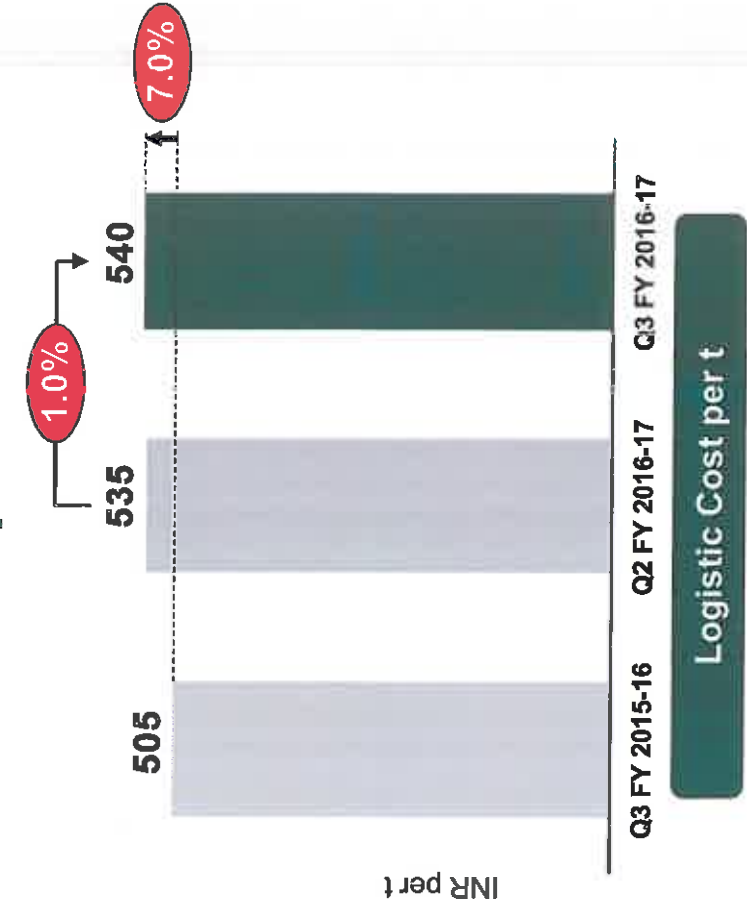
HCIL assumes no obligation or responsibility to publicly update or alter forward-looking statements whether as a result of new information, development, future events or otherwise.

Volumes and Price Development



- 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



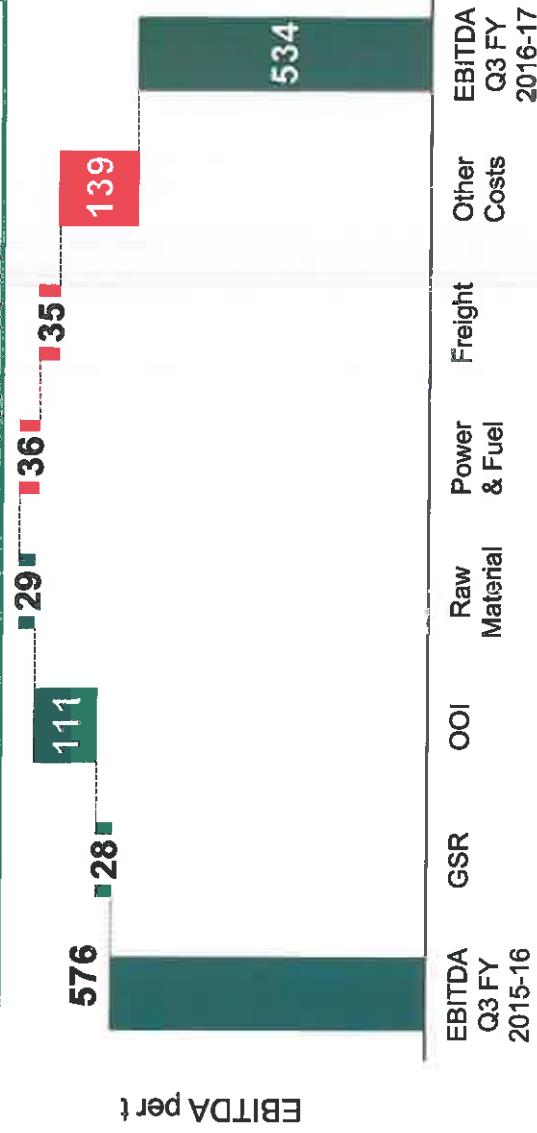
- Despite improvement in consumption parameters, input cost increases impacted margins. Petcoke prices continued to tend higher while Coal prices too firmed up on account of additional clean energy cess and increase in railway freight.
- Rail : Road Mix ~ 50:50
- Avg. Lead Distance < 400 Kms

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

Caption	MINR		YoY Change%
	Dec Qtr -16	Dec Qtr -15	
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%
EBITDA% of net sales	14.4%	15.6%	-1.3%

- 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

mycem

for better building

**Safety is our
foremost priority**

