

**HeidelbergCement India Limited**

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Registered Office

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DLF Cyber City, Phase-II,

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Website: [www.mycemco.com](http://www.mycemco.com)

HCIL:SECTL:SE:2017-18

9<sup>th</sup> February 2018

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

National 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 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 12<sup>th</sup> February 2018 at 3.00 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 3<sup>rd</sup> quarter ended 31<sup>st</sup> December 2017. 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 12<sup>th</sup> February 2018.

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

# HeidelbergCement India Limited

## HEIM IN

*Q3FY18 Conference Call*

Speakers

Mr. Jamshed Naval Cooper – Managing Director

Mr. Anil Sharma – Chief Financial Officer

Call Leader

Vaibhav Agarwal, PhillipCapital India

**Monday – 12<sup>th</sup> February 2018**

**@ 03:00pm IST / 05:30pm Singapore & Hong Kong /  
09:30am UK**

### Dial-In-Numbers

**Primary Number:** +91 22 3938 1073 **Local Access Number:** +91 7045671221

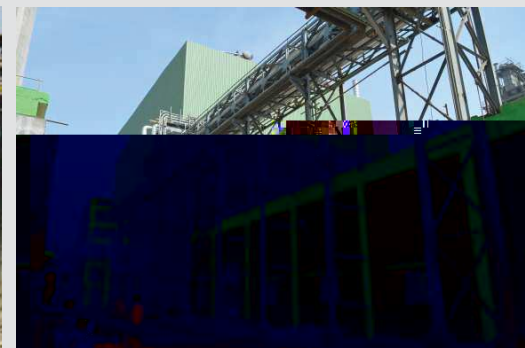
*The number listed above are universally accessible from all networks and all countries.*

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

# HeidelbergCement India Ltd. (HCIL)

## Investors' Presentation

Q3 FY 2017-18



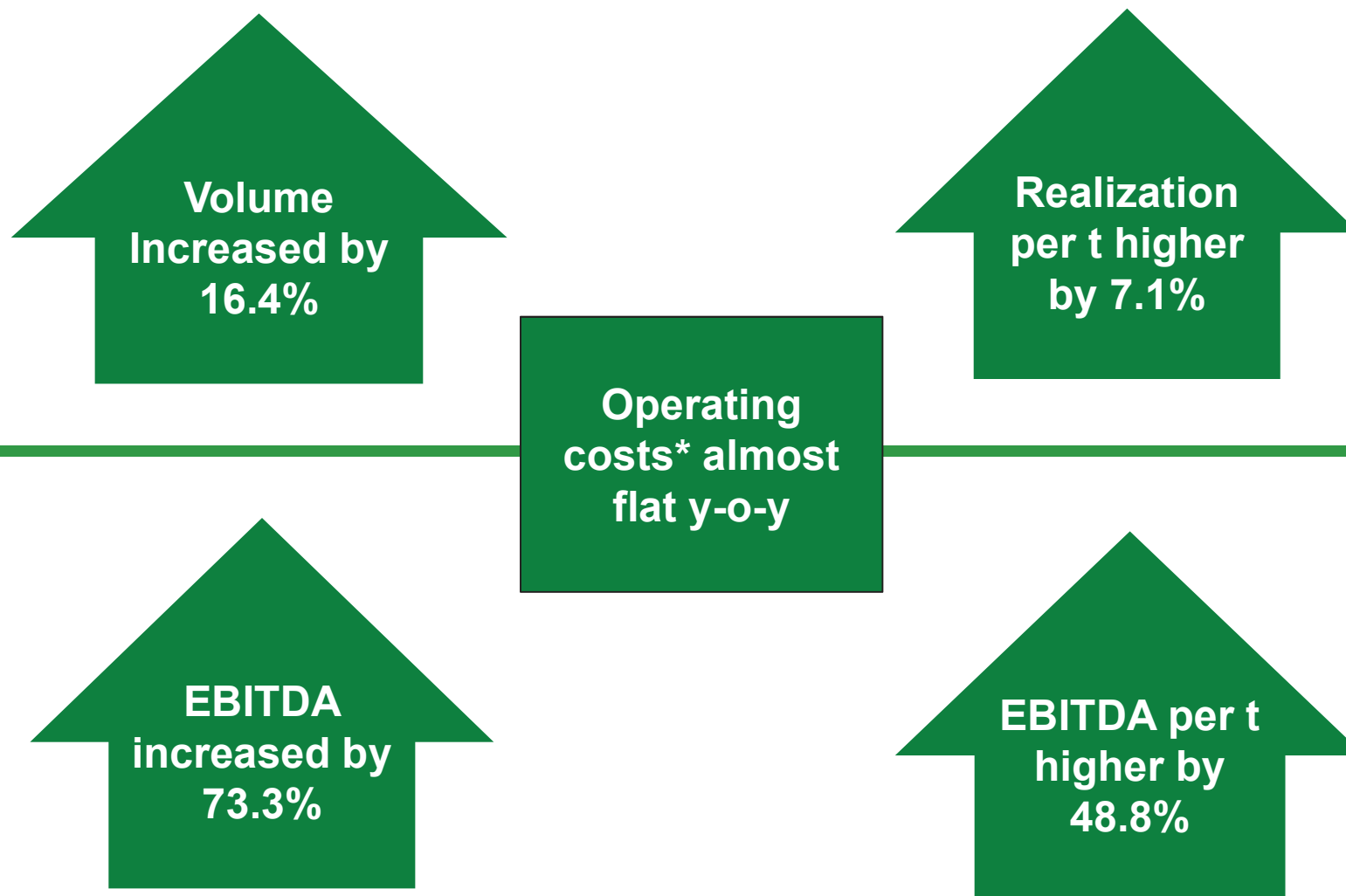
## Cautionary Statement

*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.*

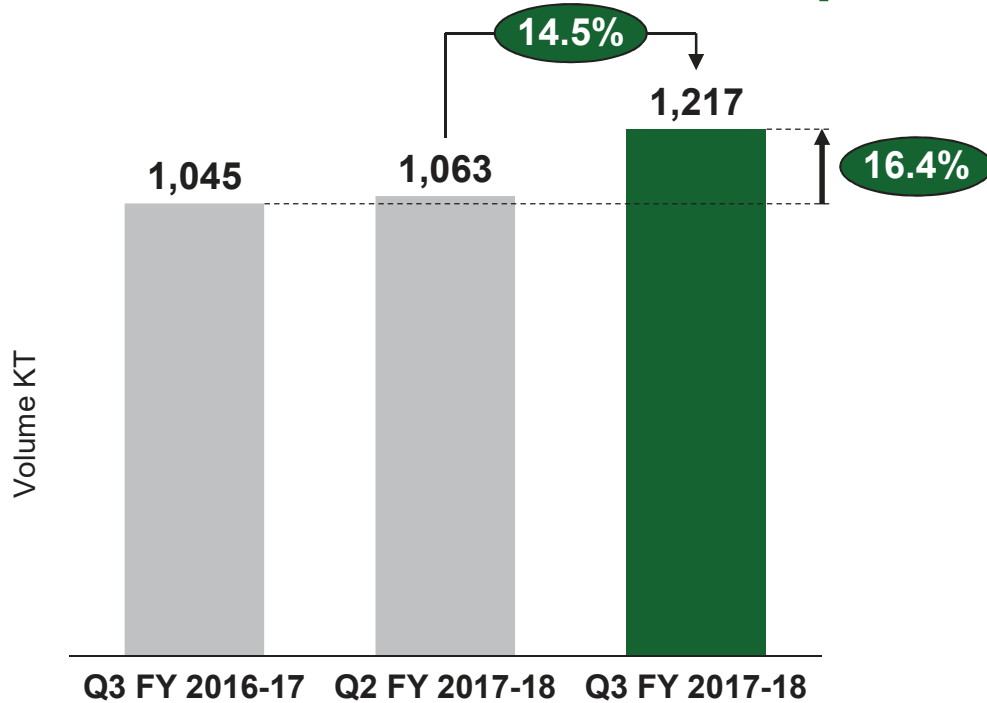
*HCIL assumes no obligation or responsibility to publicly update or alter forward-looking statements whether as a result of new information, development, future events or otherwise.*

## HCIL Highlights – Q3 FY 2017-18 vs. Q3 FY 2016-17

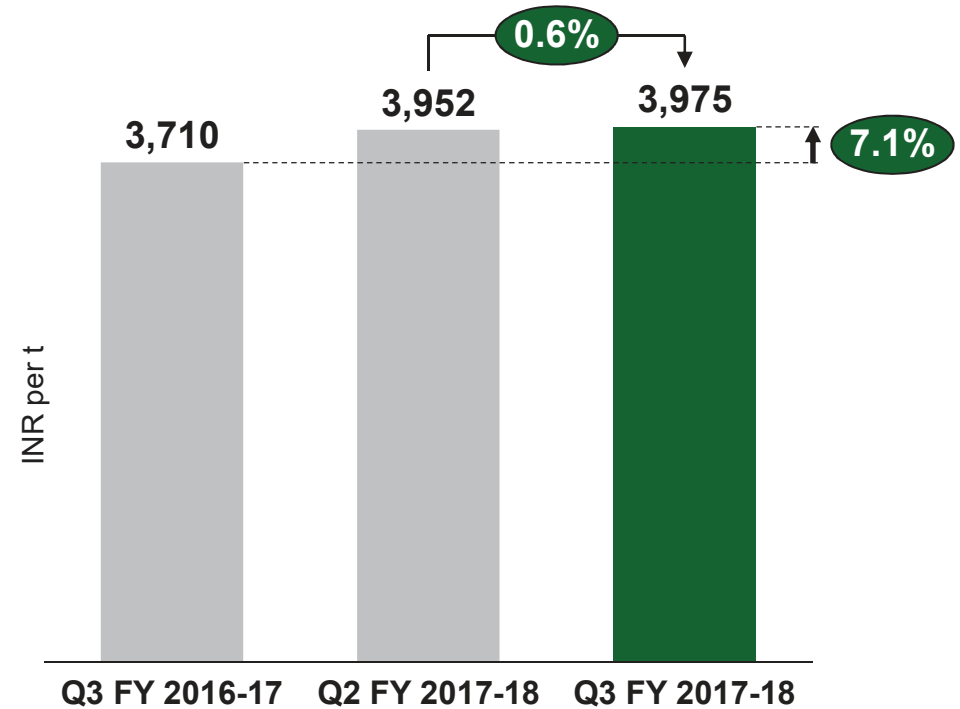


*\* Operating Costs including logistics*

## Volumes and Price Development



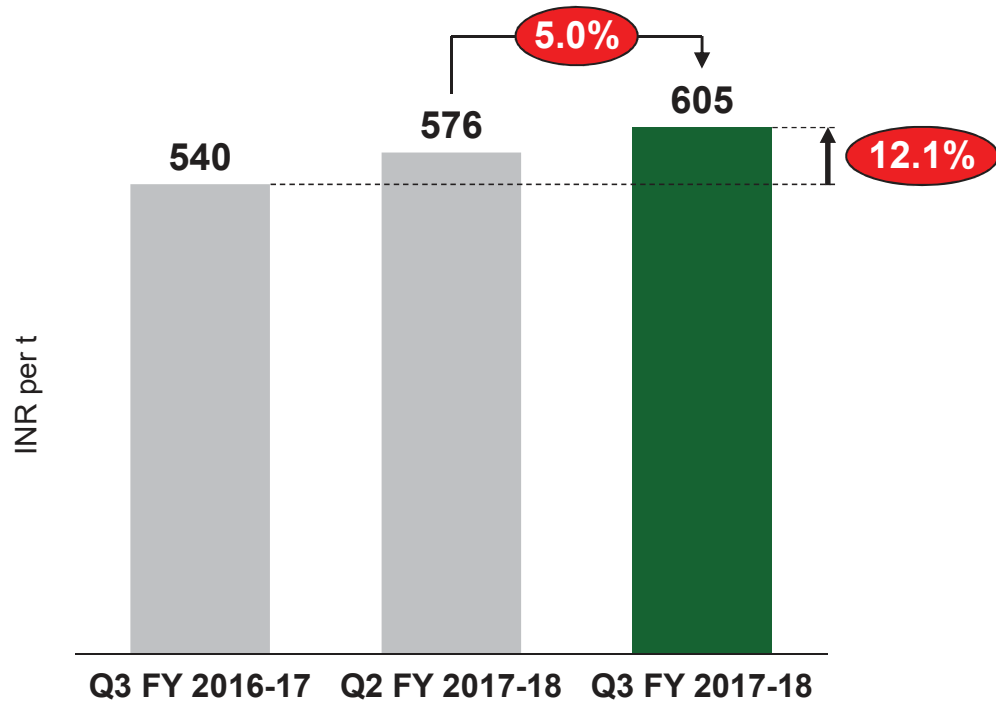
Volume Development



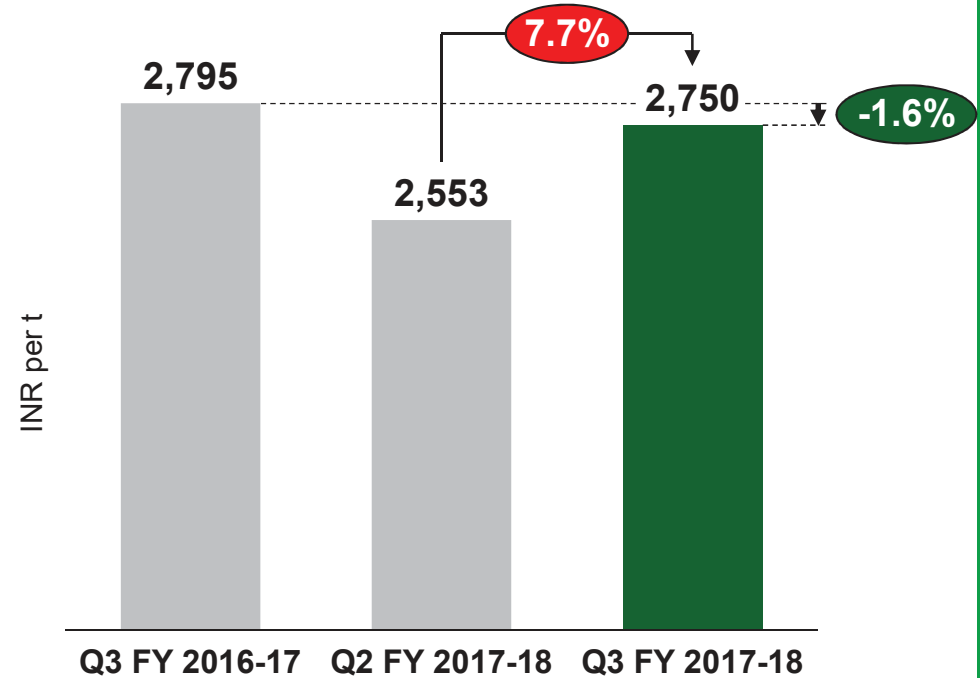
Gross Realisation per t

- Construction activities picked up as availability of sand/aggregates improved in most parts of Central India during Q3 FY 2017-18.
- Affordable housing and infrastructure spending picked up as well supporting volume offtake in our key markets while some improvement versus last year can also be attributed to the base effect.
- Capacity Utilization for Q3 FY 2017-18 >85%
- Trade : Non Trade Mix ~ 80:20 for Central India

## Costs Development



Logistic Cost per t

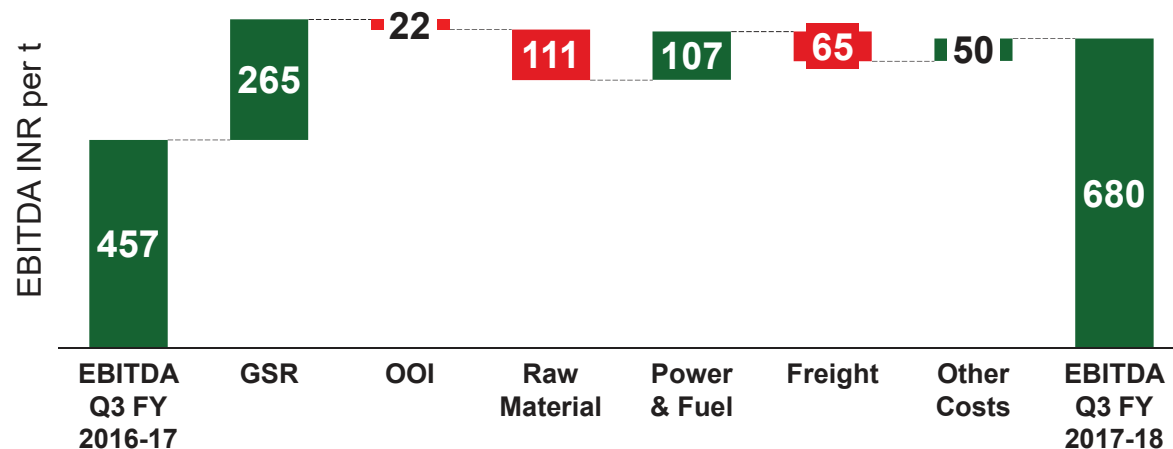


Costs (excl. logistics) per t

- *Challenging cost environment - particularly fuel costs (diesel and petcoke) continued to rise but concerted efforts on consumption parameters ensured that overall operating costs (including logistics) remain flat on a y-o-y basis.*
- *Rail : Road Mix ~ 50:50, Avg. Lead Distance remains < 400 Kms*

# Financial Performance and EBITDA per t Bridge Q3 FY 2017-18

Caption	MINR		YoY
	Dec Qtr -17	Dec Qtr -16	Change%
<b>Volumes (KT)</b>	<b>1,217</b>	<b>1,045</b>	<b>16.4%</b>
Sales (net of excise)	4,839	3,878	24.8%
Other operating income	74	87	-14.8%
<b>Total income</b>	<b>4,912</b>	<b>3,965</b>	<b>23.9%</b>
<b>Total Expenses</b>	<b>4,084</b>	<b>3,487</b>	<b>17.1%</b>
<b>EBITDA</b>	<b>828</b>	<b>478</b>	<b>73.3%</b>
Other income	94	87	7.6%
Depreciation	253	246	2.8%
<b>EBIT</b>	<b>669</b>	<b>319</b>	<b>109.8%</b>
Finance costs	186	222	-16.0%
<b>EBT</b>	<b>483</b>	<b>97</b>	<b>396.6%</b>
<b>Exceptional Items</b>	<b>-</b>	<b>151</b>	<b>n/a</b>
Tax	165	-18	n/a
<b>PAT</b>	<b>318</b>	<b>-36</b>	<b>n/a</b>
<i>EBITDA% of net sales</i>	<i>17.11%</i>	<i>12.32%</i>	<i>4.79%</i>



- *Markets were supportive while costs too remained flat due to concerted efforts leading to overall improvement in EBITDA margins.*
- *ECB repaid during Q3 FY 2017-18 ~ MUSD 10.*
- *Third tranche of interest free loan from State Government of Uttar Pradesh received during the quarter ~ MINR 694*



■ Thank You

***mycem***  
for better building

**Safety is our  
foremost priority**

