HeidelbergCement India Ltd. (HCIL)

Investors‘ Presentation

Q1 FY 2017-18

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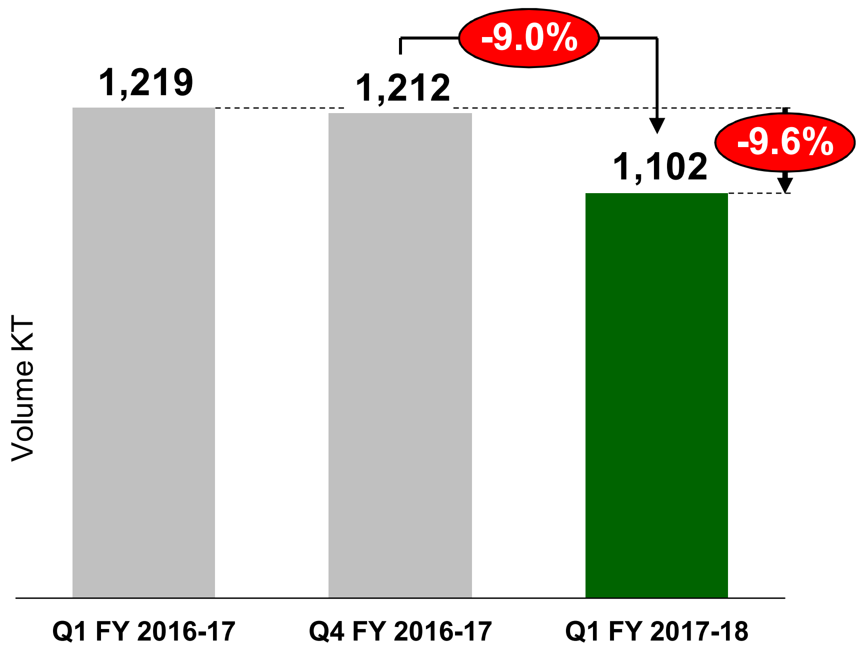
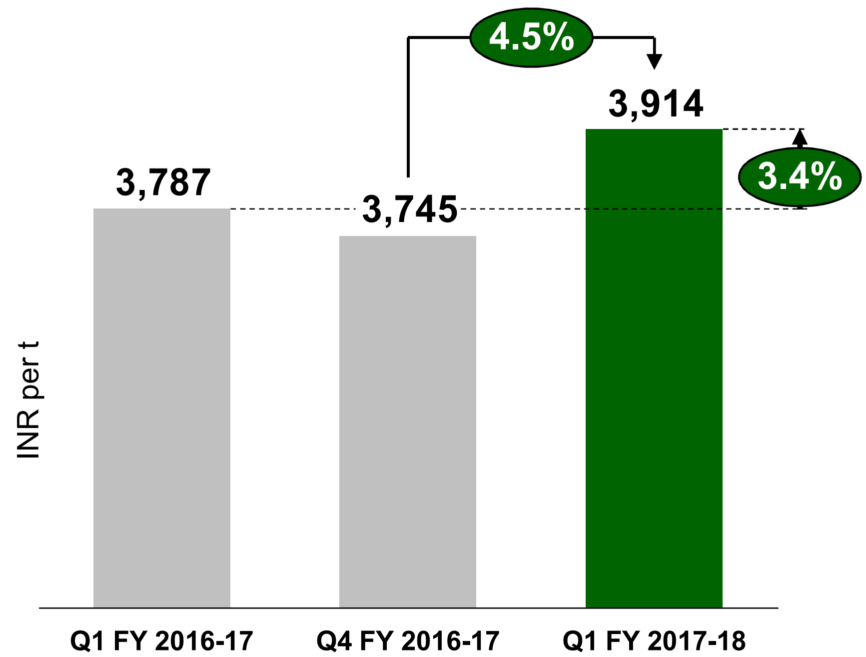
Volumes and Price Development



Volume Development



Gross Realisation per t

- *Shortage of sand and aggregates in Uttar Pradesh impacted construction leading to lower cement sales in Q1 FY 2017-18*
- *Prices however firmed up driven by cost increases on power & fuel*
- *Capacity Utilization for Q1 FY 2017-18 >80%*
- *Trade : Non Trade Mix ~ 80:20 for Central India*

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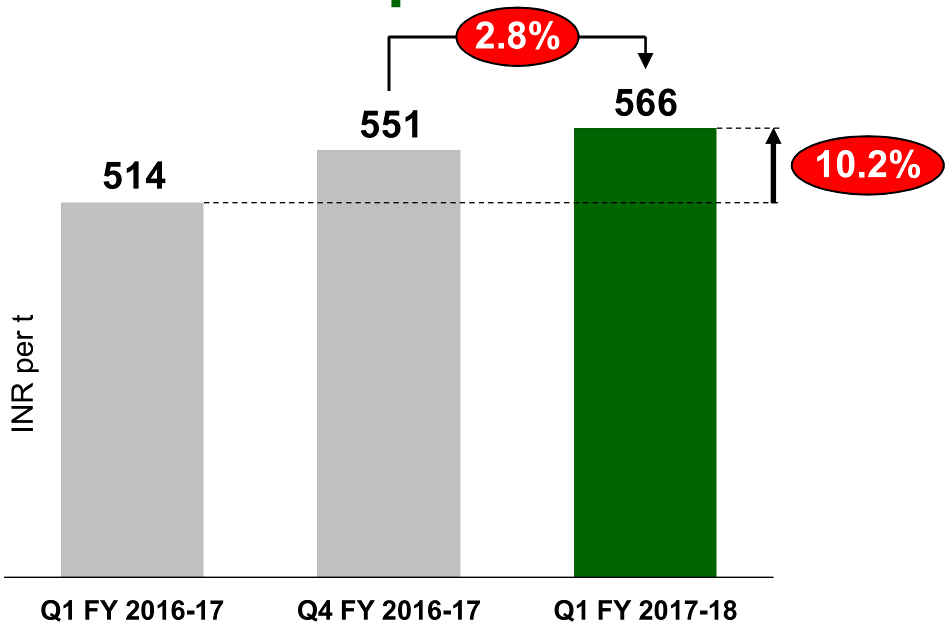
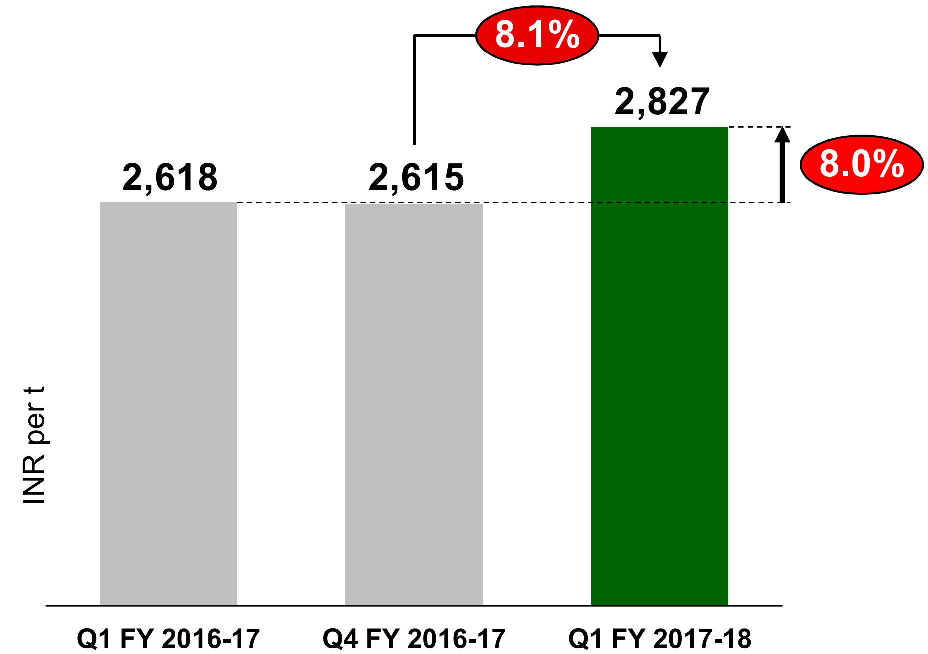
Costs Development



Logistic Cost per t



Costs (excl. logistics) per t

- *Costs firmed up during the quarter led by hardening of petcoke prices, petcoke usage maintained ~70%*
- *Other expenses were also higher due to planned shutdown of line-3*
- *Withdrawal of busy season surcharge for May & June 2016 by railways on cement freight resulted in a lower base last year*
- *Power tariff increased in MP by 6% effective mid April 2017*
- *Rail : Road Mix ~ 50:50, Avg. Lead Distance < 400 Kms*

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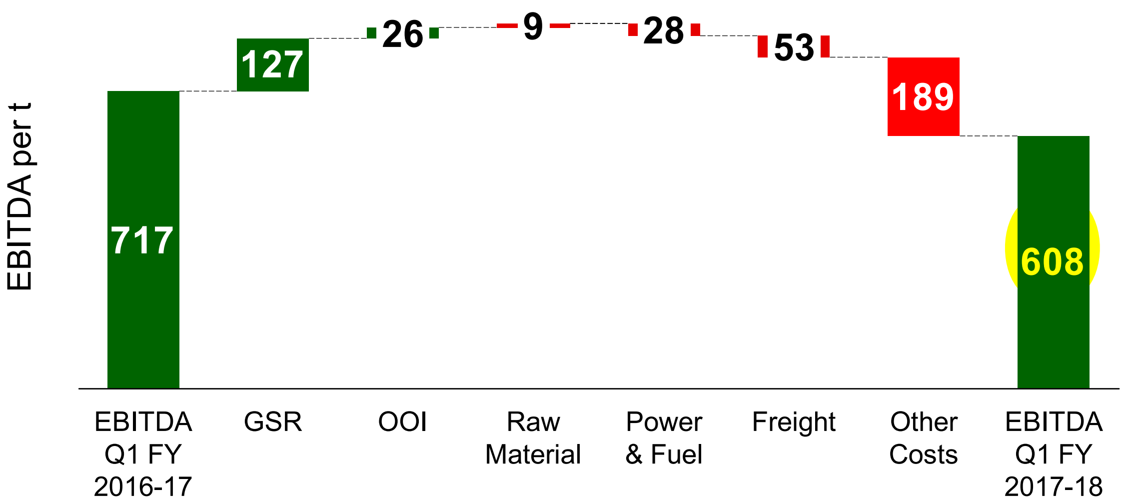
Financial Performance and EBITDA per t Bridge Q1 FY 2017-18

Caption	MINR		YoY
	June Qtr -17	June Qtr -16	Change%
Volumes (KT)	**1,102**	**1,219**	***-9.6%***
Sales (net of excise)	4,314	4,618	*-6.6%*
Other operating income	96	75	*28.3%*
Total income	**4,410**	**4,693**	***-6.0%***
Total Expenses	**3,740**	**3,819**	***-2.1%***
EBITDA	**671**	**874**	***-23.3%***
Other income	25	22	*12.2%*
Depreciation	250	247	*1.2%*
EBIT	**446**	**650**	***-31.4%***
Finance costs	198	246	*-19.7%*
EBT	**248**	**403**	***-38.5%***
Tax	88	141	*-37.7%*
PAT	**160**	**263**	***-38.9%***
EBITDA% of net sales	*15.5%*	*18.9%*	*-3.4%*



- *Increase in price could not compensate the impact of the higher costs leading to lower margins.*
- *Lower volumes also impacted overall profitability during Q1 FY 2017-18*

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Thank You

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for better building

Safety is our foremost priority