

HeidelbergCement India Limited

CIN: L26942HR1958FLC042301

Registered Office

9th Floor, Infinity Tower "C",

DLF Cyber City, Phase-II,

Gurgaon, Haryana 122002, India

Phone +91-124-4503700

Fax +91-124-4147698

Website: www.mycemco.com

HCIL:SECTL:SE:2017-18

9th 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 12th 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 3rd quarter ended 31st 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 12th February 2018.

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



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 – 12th 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



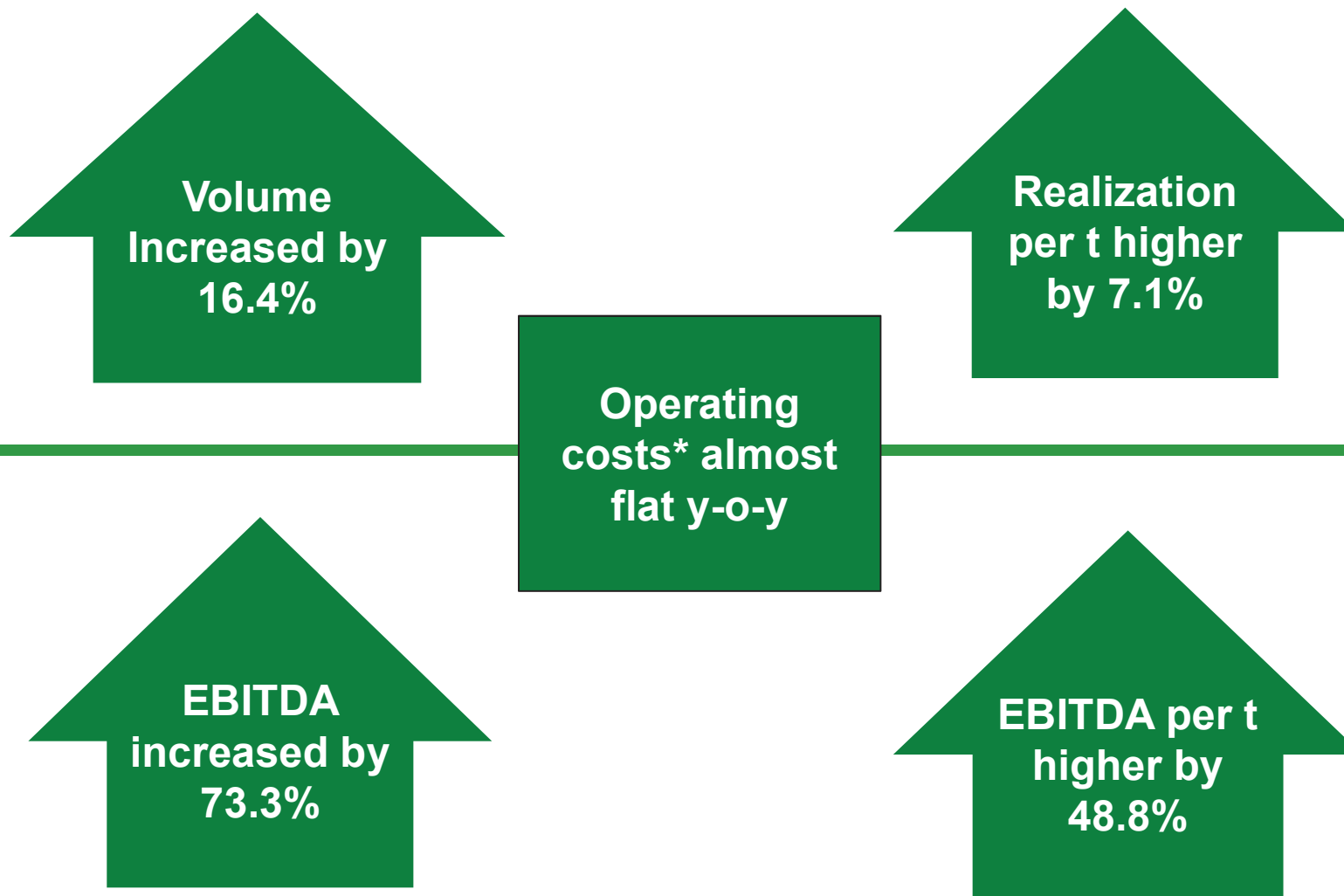
Cautionary Statement

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.

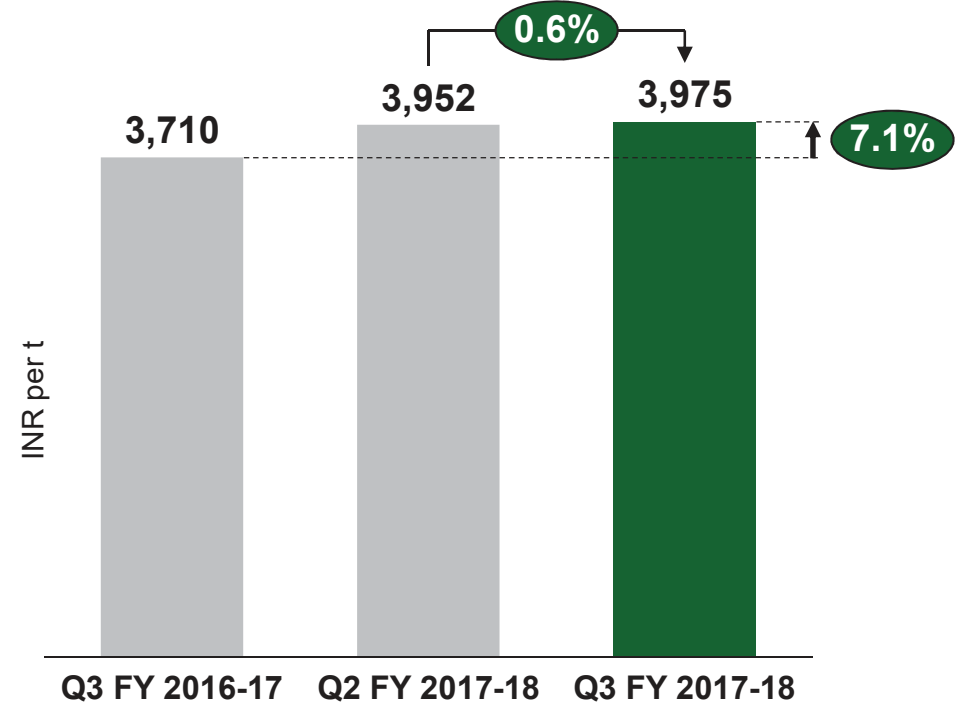
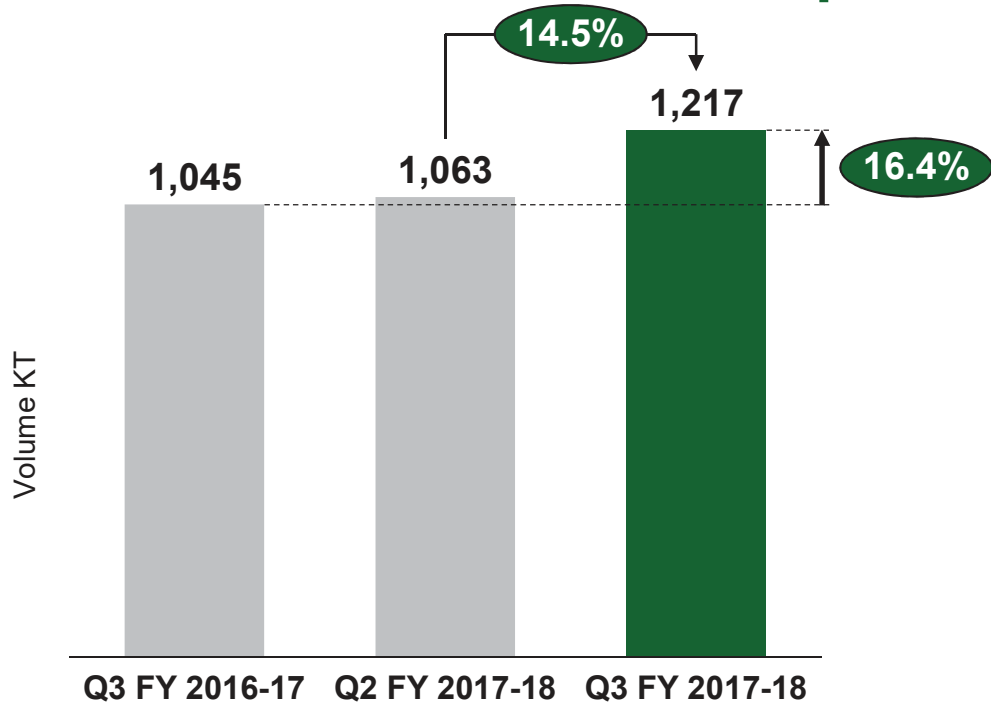
HCIL assumes no obligation or responsibility to publicly update or alter forward-looking statements whether as a result of new information, development, future events or otherwise.

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



** Operating Costs including logistics*

Volumes and Price Development

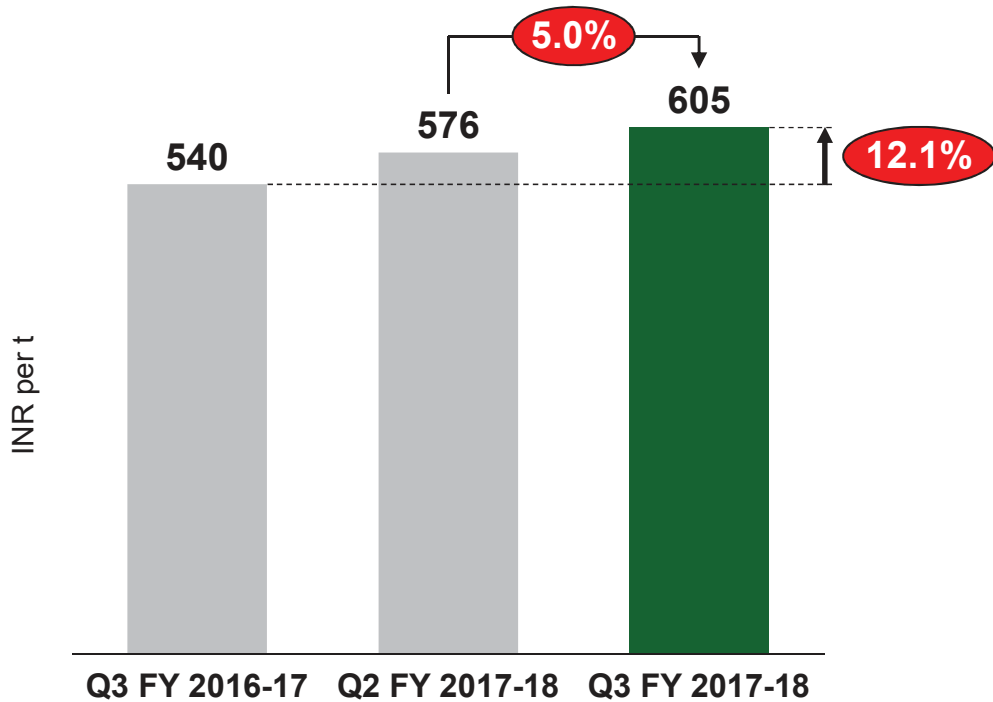


Volume Development

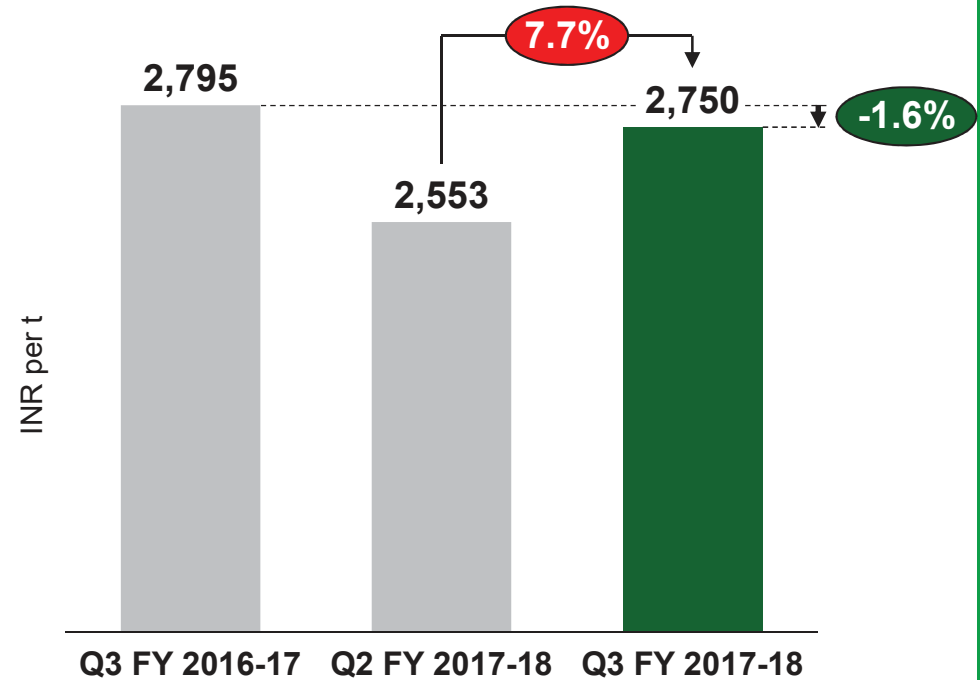
Gross Realisation per t

- 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

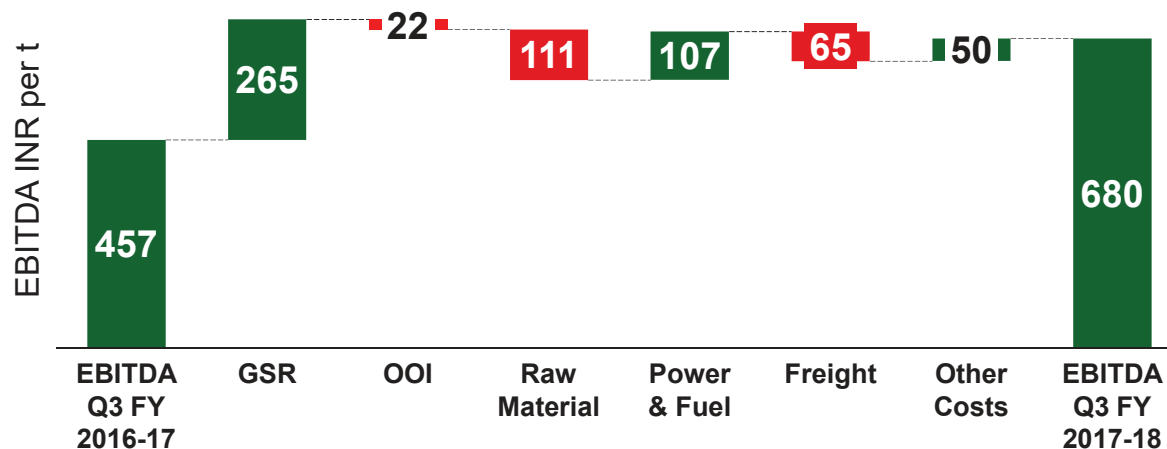


Costs (excl. logistics) per t

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

