HEIDELBERGCEMENT

HeidelbergCement India Limited
CIN: L26942HR1958FLC042301
Registered Office
9th Floor, Infinity Tower "C",
DLF Cyber City, Phase-II,
Gurugram, Haryana 122002, India
Phone +91-124-4503700
Fax +91-124-4147698
Website: www.mycemco.com

HCIL:SECTL:SE:2018-19

31st May 2018

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

Scrip Code:500292

National Stock Exchange of India Ltd
Listing Department,
Exchange Plaza, C/1, Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051

Trading Symbol: Heidelberg

Dear Sir,

Sub: Intimation of Institutional Investors Meeting - Regulation 30(6)

In compliance with Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that the Company's representatives namely, Mr. Jamshed Naval Cooper, Managing Director; Mr. Anil Sharma, CFO and Mr. Amit Angra, Sr. GM - Finance will be meeting the representatives of various institutional investors/fund houses at meetings organised by PhilipCapital (India) Pvt. Ltd. on 1st June 2018 at Mumbai. In this connection please find attached the following:

1. List of institutional investors/fund houses; and
2. A presentation to be made to the institutional investors/fund houses at the aforesaid meeting(s).

The schedule may undergo change due to exigencies on part of Investors/Company.

This is for your information and record.

Thanking you,

Yours faithfully,
For HeidelbergCement India Ltd.

Rajesh Relan
Legal Head & Company Secretary

Encl.: a.a

PhillipCapital

Conference Event for 1/6/2018-1/6/2018

Friday 1 June 2018

Venue: Sofitel, Bandra Kurla Complex, Mumbai

Corp Wise Schedule

HeidelbergCement India

Volunteer:

Deorukhkar, Ganesh	M: 91 9892906369	gdeorukhkar@phillipcapital.in
Mokashe,Akshay	M: 9920018264	amokashe@phillipcapital.in
Ferns, Rosie		rferns@phillipcapital.in

Friday, 1 June 2018

Time	Fund Name	Client Name	Sales	Type	Room
11:00AM - 12:00PM	HNI Client	Rikin Dalal		Group Meeting	
	Reliance Treasury	Janani Natarajan	Patil, Ashvin		
	Sundaram AMC	Dhaval Joshi	Shah, Bhavin		
	Unit Trust Of India	Amit Premchandani	Tiwari, Kinshuk		
	Birla Sun Life Insurance	Bhaumik Bhatia	Binwal, Kishor		
	Principal PNB AMC	Dheemant Shah	Tiwari, Kinshuk		
12:00PM - 1:00PM	India First Life Insurance	Hetal Panchal	Gulati,Ashka	Group Meeting	
	Max Life Insurance Co. Ltd	Amol Kotak	Tiwari, Kinshuk		
	Mirae Asset Management	Sudhir Kedia	Patil, Ashvin		
	DSP Black Rock	Atul Bhole	Shah, Bhavin		
2:00PM - 3:00PM	ENAM Holdings	Sridhar Sivaram	Vyas,Archan	Group Meeting	
	Argonaut Private Equity	Falgun Shah	Tiwari, Kinshuk		
	IIFL AMC	Rohit Vaidyanathan	Shah, Bhavin		
	ICICI Prudential Mutual Fund	Antariksha Banerjee	Vyas,Archan		
3:00PM - 4:00PM	HDFC Mutual Fund	Rakesh Vyas	Tiwari, Kinshuk	1*1	
4:00PM - 5:00PM	Bajaj Allianz Life Insurance Co. Ltd.	Navin Matta	Gulati,Ashka	Group Meeting	
	Reliance Capital	Pratibh Agarwal	Vyas,Archan		

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HeidelbergCement India Limited (HCIL)

Q4 and FY18 Investor Presentation

May 2018

Overland Belt Conveyor

Waste Heat Recovery System

Water Reservoir in Damoh

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Cautionary Statement

- Statements in this presentation, which describe the Company's objectives, projections, estimates, expectations or predictions, may be considered to be "forward-looking statements" within the meaning of applicable Securities Laws and Regulations. These statements are based on certain assumptions and expectations of future events. Actual results could however materially differ from those expressed or implied.
- Important factors that could make a difference to the Company's operations include global and Indian political, economic and demand-supply conditions, finished goods prices, raw materials cost and availability, cyclical demand and pricing in the Company's principal markets, changes in Government regulations, Policies, tax regimes, economic developments within India besides other factors such as litigation and industrial relations as well as the ability to implement strategies.
- The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent development, information or events or otherwise.

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2. FY18 – HCIL's major highlights
3. Q4FY18 and FY18 – Income statement
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8. Sustainability – Greenery development, flora and fauna
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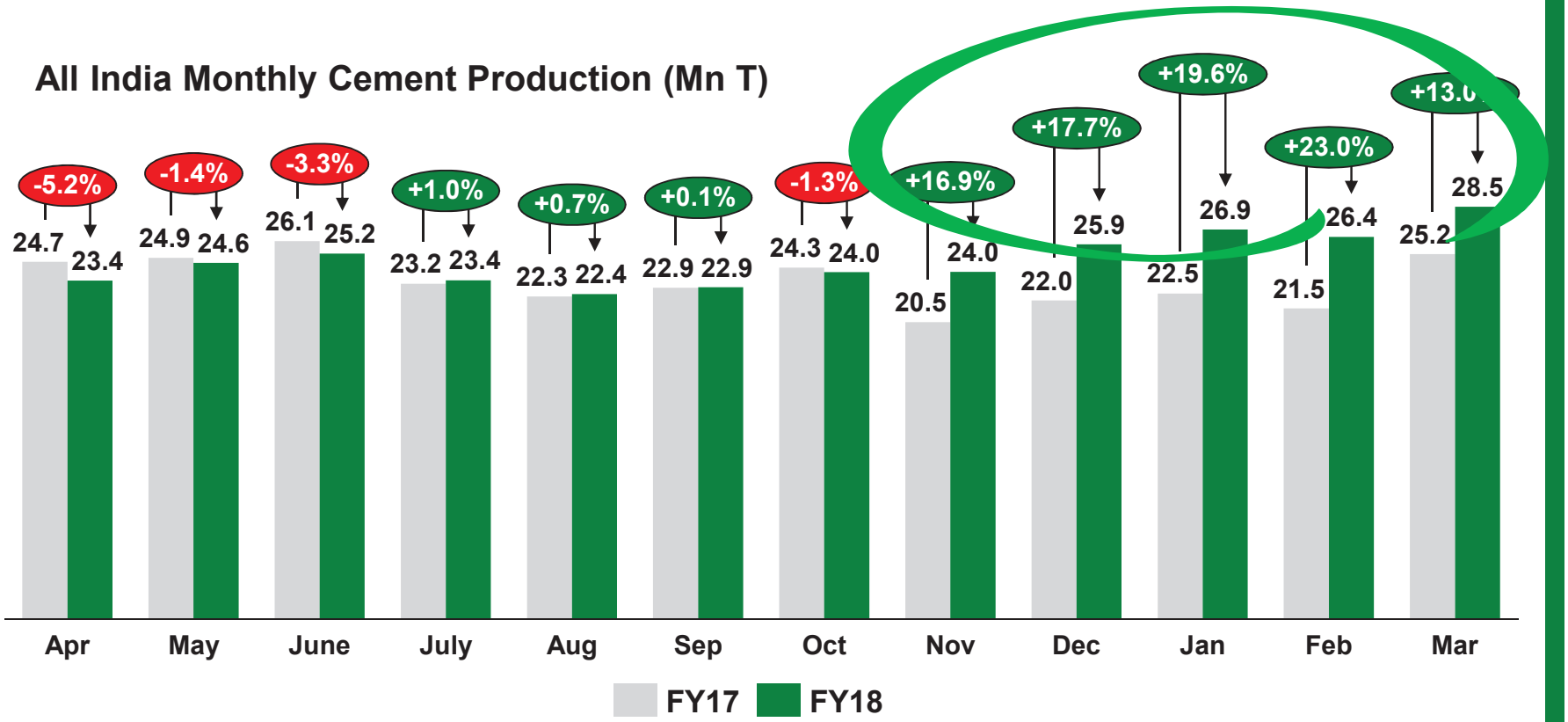
1 FY18 – Indian Cement Industry

- All India installed cement capacity of ~465 Mn T as at 31-Mar-18.
- After a decline of c. 1% in H1FY18; Industry reported production volume growth of c. 14% in H2FY18. For FY18, cement production increased by c. 6% Y/y; growth was also driven by low base due to demonetization in FY17. During the same time, HCIL's sales volume increased by c. 4%.
- HCIL reported cement capacity utilization of c. 85% against industry average of c. 65%.

All India Monthly Cement Production (Mn T)



Source: Cement Section, Department of Industrial Policy & Promotion – Cement Production

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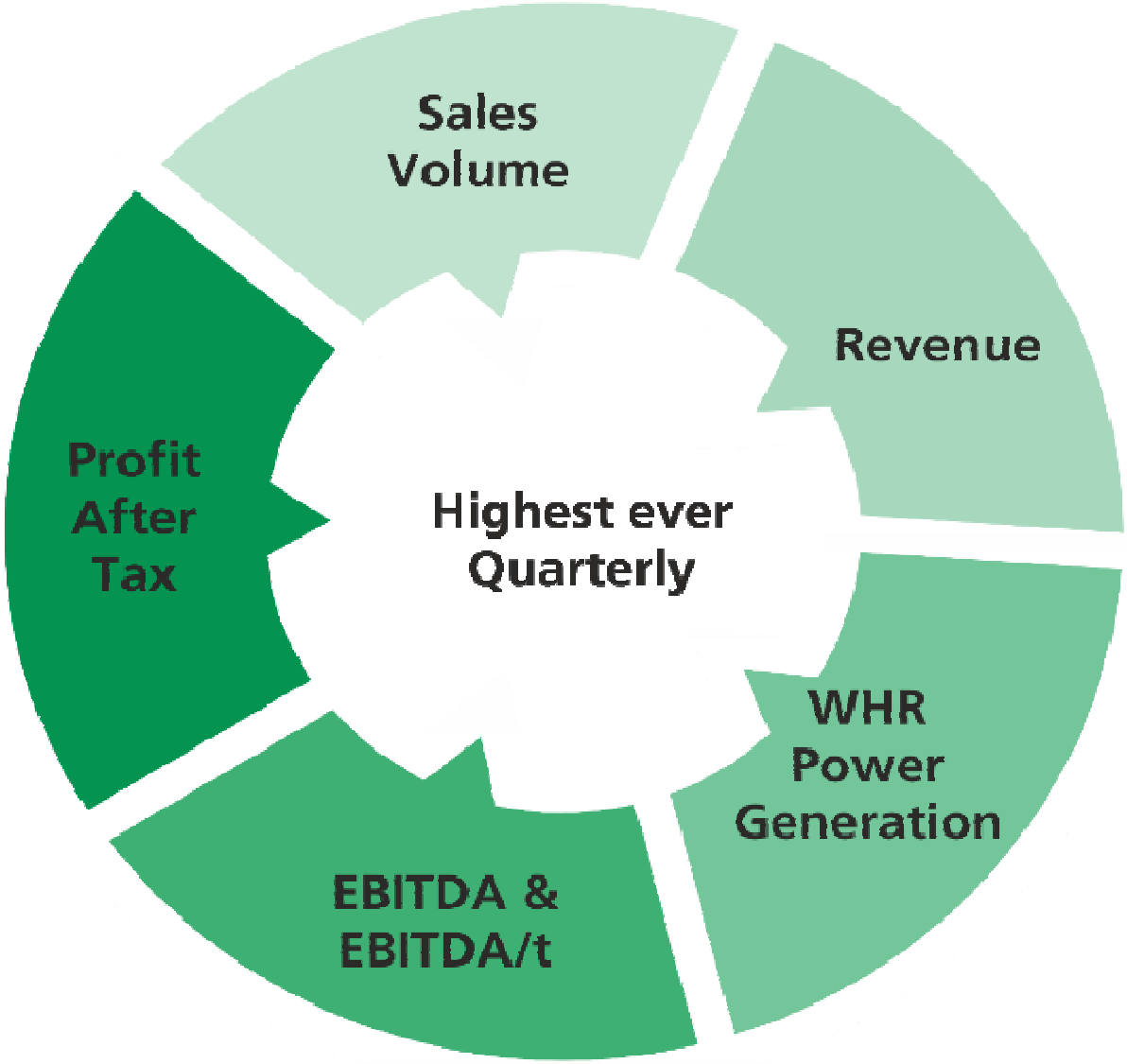
② FY18 – HCIL's major highlights

- Highest ever Sales volume, Revenue, EBITDA & EBITDA per tonne
- Premium product volume increased to 2.5x of FY17, share of business increased to c. 9%; lead distance reduced to 355 Kms
- Entire ECB of MUSD 125 repaid; Net debt reduced to MINR 4,683; Net Debt to EBITDA at 1.29x; further improvement in working capital
- Board recommended dividend of ₹ 2.50 per share (25%) as against ₹ 2.00 (20%) in FY17
- Highest ever WHR net power generation of 69.5 million units
  Achieved 6.37x Net water positive for FY17

③ Q4FY18 financial and operational highlights



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3 Q4FY18 and FY18 – Income statement

MINR

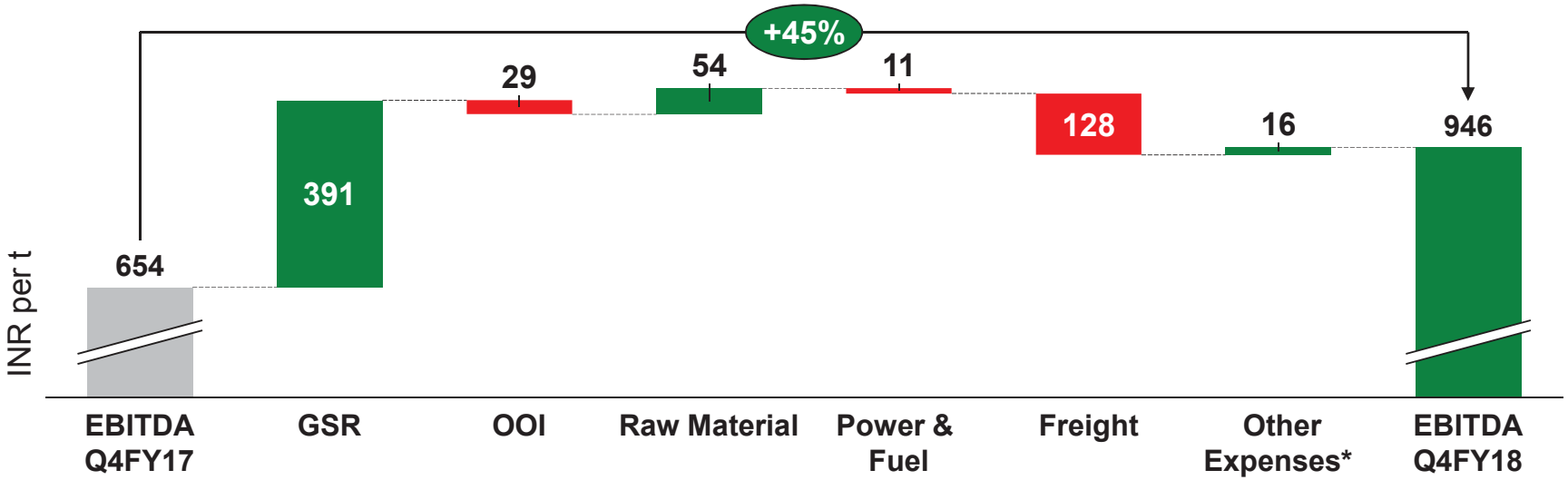
Particulars	Quarter ended		Change	Financial Year ended		Change
	Mar 2018	Mar 2017		Mar 2018	Mar 2017	
Total Income (net of taxes)	**5,313**	**4,629**	**15%**	**18,895**	**17,175**	**10%**
Operating expenses	4,112	3,836	7%	15,261	14,386	6%
EBITDA	**1,202**	**793**	**52%**	**3,634**	**2,789**	**30%**
Depreciation / amortization	254	249	2%	1,012	992	2%
Other Income	58	37	55%	199	237	-16%
EBIT	**1,005**	**581**	**73%**	**2,821**	**2,034**	**39%**
Financial expenses	172	195	-12%	745	898	-17%
Exceptional Items	-	151	-100%	-	-	n/a
Profit Before Tax	**833**	**536**	**55%**	**2,077**	**1,136**	**83%**
Tax Expenses	312	166	88%	745	374	99%
Profit After Tax	**521**	**370**	**41%**	**1,332**	**762**	**75%**

KPIs

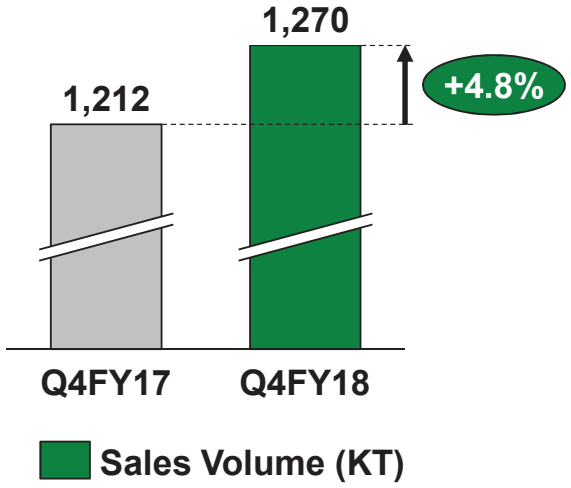
Sales Volume (KT)	1,270	1,212	4.8%	4,653	4,474	4.0%
Gross realization (INR/t)	4,136	3,745	10.5%	3,999	3,772	6.0%
Total cost (INR/t)	3,236	3,166	2.2%	3,280	3,215	2.0%
EBITDA (INR/t)	946	654	44.6%	781	623	25.3%
EBITDA% of revenue	22.9%	17.5%	540 bps	19.5%	16.5%	300 bps
PAT% of revenue	9.9%	8.2%	175 bps	7.2%	4.5%	264 bps

Improvement across all key performance indicators

3 EBITDA per tonne bridge: Q4FY17 to Q4FY18



Note: Change in inventory has been apportioned on Raw Material and Power & Fuel expenses.
*Other expenses include employee cost and miscellaneous expenses.



- Increase in volume and realization driven primarily by recovery in Uttar Pradesh.
- Increase in realization and freight cost due to change in commercial terms post GST. Freight cost increase also driven by increase in road freight due to higher diesel cost.
- Hardening of Petcoke price was partially offset by higher power generation from WHR System.
- Lower Fly ash and Gypsum cost partially offset by increase in packing cost.
- Other operating income is lower due to reduction in tax incentive in Madhya Pradesh.

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4 Balance sheet

Particulars	31 March 2018 MINR	31 March 2017 MINR
Equity and liabilities		
Equity		
Equity share capital	2,266.2	2,266.2
Other equity	8,197.8	7,403.3
	10,464.0	**9,669.5**
Non-current liabilities		
Financial liabilities		
Borrowings	4,692.3	5,751.9
Other financial liabilities	53.8	62.0
Provisions	196.0	217.1
Government grants	511.8	328.1
Deferred tax liabilities (net)	835.0	530.0
	6,288.9	**6,889.1**
Current liabilities		
Financial liabilities		
Trade payables	2,266.3	1,914.1
Other current financial liabilities	3,121.6	2,820.0
Other current liabilities	896.0	562.8
Government grants	102.8	59.8
Provisions	2,188.6	2,161.1
	8,575.3	**7,517.8**
Total liabilities	**14,864.2**	**14,406.9**
Total equity and liabilities	**25,328.2**	**24,076.4**

Particulars	31 March 2018 MINR	31 March 2017 MINR
Assets		
Non-current assets		
Property, plant and equipment	18,043.8	18,744.2
Capital work-in-progress	80.7	62.9
Intangible assets	16.5	26.5
Financial assets		
Security deposits	284.9	273.0
Derivative instruments	-	-
Other non-current assets	294.1	311.0
	18,720.0	**19,417.6**
Current assets		
Inventories	1,268.9	1,396.4
Financial assets		
Security deposits	106.9	101.6
Derivative instruments	-	186.5
Trade receivables	188.0	125.6
Cash and bank balances	2,124.1	142.0
Other financial assets	19.1	7.7
Other current assets	2,901.2	2,699.0
	6,608.2	**4,658.8**
Total assets	**25,328.2**	**24,076.4**

Entire ECB of MUSD 125 repaid during FY18; As at Mar'18, Net debt reduced to MINR 4,683, Net Debt to EBITDA at 1.29x and cash conversion cycle improved to 1.1 days

5 Credit rating

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India Ratings*

has affirmed credit ratings of

IND AA+

stable outlook to

HeidelbergCement India Ltd.

*India Ratings, Fitch

6 Premium product – mycem power

During FY18, mycem power volume increased to 2.5x of FY17 and mycem power's share of business increased to c. 9% of trade sales

HCIL sells 100% blended cement

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7 Safety – our foremost priority

Safety stars, meets and themes across all plants

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8 Sustainability – Greenery development, flora and fauna

Greenery development : +38% green area in Damoh plants

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9 HCIL certified as 6.37x net water positive by TÜV SÜD

During FY17, HCIL plants withdrew 10.9 lakh kilo litres of water and harvested 69.6 lakh kilo litres

SUSTAINABILITY COMMITMENTS 2030

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10 Awards and accolades

Patharia LS Mines - certificate in recognition for 'Swachh Bharat Mission 2018' from Indian Bureau of Mines

Jhansi Plant received the 'Energy Efficient Unit' award in the cement sector from CII

Patharia LS Mines accredited with 5 Star Rating from the Ministry of Mines

Ammasandra Plant - Utthama Suraksha Puraskara for safety performance from Karnataka Chapter of National Safety Council

Yerekatte LS Mines – 1st Prize in 'Mineral Beneficiation' and 'Environmental Monitoring' and 2nd Prize for 'Overall Performance' from Indian Bureau of Mines

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11 Outlook

Positives:

- **Cement demand** is likely grow ~7% in FY19; with availability of sand and aggregates, demand expected to grow in rural and urban housing.
- **Boost in government spending** (reiterated in Budget FY19) on infrastructure to drive growth: Affordable housing and Infrastructure development – concrete roads, railways, irrigation, mega Industrial and freight corridors etc.
- **Upcoming state elections** in major states like Madhya Pradesh, Rajasthan and Chhattisgarh.
- **Monsoon:** India Meteorological Department forecasts normal and early onset of monsoon this year – 97% of long period average.

Concerns:

- **Increase in crude prices:** negative for the economy and Cement Industry – imported fuel prices, diesel cost, bags costs etc.
- **Depreciation** of Indian Rupee against US Dollar.
- Assessment of **Ban on Petcoke usage** by the Govt.; import of Petcoke may also not be permitted.
- **Hardening of compliance norms:** GST, E-way Bill, Real Estate (Regulation and Development) Act, SOx and NOx.

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for better building

Safety is our foremost priority