

3<sup>rd</sup> November 2025

To, BSE Limited PJ Towes, Dalal Street Mumbai – 400 001 Scrip Code: 526521 To, National Stock Exchange of India Limited Exchange Plaza, Bandra - Kurla Complex, Bandra (E), Mumbai – 400 051. NSE Symbol: SANGHIIND

Sub.: <u>Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015</u>

Dear Sir/ Madam,

In continuation of our letter dated 15<sup>th</sup> October 2025 regarding Analyst/Institutional call scheduled on 3<sup>rd</sup> November 2025, we are enclosing herewith Presentation titled 'Operational & Financial Highlights' for the quarter and half year ended 30<sup>th</sup> September 2025.

The above information shall also be made available on the Company's website at www.sanghicement.com.

Kindly take the above on your record.

Thanking you,

Yours faithfully, For Sanghi Industries Limited

Pranjali Dubey
Company Secretary & Compliance Officer

Encl.: as above

Sanghi Industries Limited Registered Office: Adani Corporate House, Shantigram, Nr. Vaishnodevi Circle, S. G. Highway, Khodiyar, Ahmedabad – 382421 Gujarat, India Ph +91 79-2656 5555

www.sanghicement.com

CIN: L18209GJ1985PLC157787



DRIVEN BY PURPOSE DEFINED BY PROGRESS

# Hum Karke Dikhate Hain

**Ambuja Cements** 

**Investor Presentation | Q2 & H1 FY'26** 



### Ambuja Cements achieves robust Q2 FY'26 Performance

### Q2 FY'26

### CEMENT VOLUME (MnT)

Highest ever in Q2 series

16.6



+20%

YoY

### EBITDA (Rs/PMT)

### PAT (Rs Cr)

### H1 FY'26

CEMENT VOLUME (MnT)

35.0 +20%

EBITDA (Rs/PMT)

PAT (Rs Cr)

<sup>\*</sup> Existing assets (Ambuja+ACC) delivered EBITDA of ~Rs. 1,189 PMT in Q2 FY'26

Net worth at Rs. 69,493 Cr | Company Remains Debt Free | Healthy Cash Flows to sustain the Capex Program |

### **Consolidated Highlights**



### FY'28 target capacity upped by 15 MTPA from earlier 140 MTPA to now 155 MTPA

### Financial Highlights

- Quarterly revenue at Rs 9,174 Cr. highest ever in Q2 series, up by 21% YoY, volume growth ~5x industry average
- > Cost leadership journey has resulted in lower cost of sales YoY by 5%, enabled existing assets to deliver EBITDA of ~Rs. 1,189 PMT, and an overall EBITDA of Rs.1,060 PMT

### Operational Highlights

- FY'28 target capacity upped by 15 MTPA from earlier 140 MTPA to now 155 MTPA (i.e., 10% of originally planned capacity of 140 MTPA). This incremental 15 MTPA capacity will be achieved by debottlenecking at a much lower capex of \$48/MT
- > The company is also installing 13 blenders at various plants over a period of 12 months which will optimize the product mix and increase higher share of premium cement, thereby improving realisation
- In addition, Plant logistics infrastructure debottlenecking will help existing capacity (107 MTPA) utilisation up by 3% over 24 months
- > Trial run has started for a 4 MTPA new kiln line at Bhatapara (Chhattisgarh).
- > 2 MTPA Krishnapatnam GU operationalised, additional 7 MTPA will be operational at other 3 locations in Q3
- Commissioned 200 MW solar power taking RE capacity to 673 MW, expected to reach 900 MW by the end of this year, and 1,122 MW by FY27

### Strategic initiatives

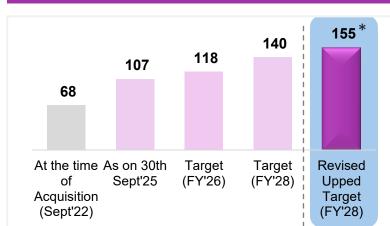
- > CiNOC (Cement Intelligent Network Operations Centre) launched to infuse in operations & businesses Al layer deep into our enterprise fabric, will facilitate paradigm shift in operations
- > 7 vessels of total 65,800 DWT (Deadweight Tonnage) capacity ordered, share of sea logistics to reach 5%

The Company remains optimistic to deliver double digit revenue growth and four digits PMT EBITDA

### **Growth Trajectory**

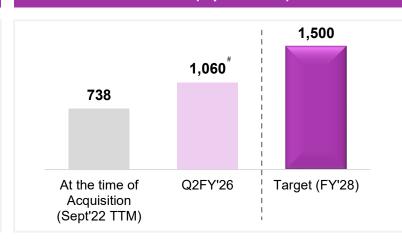






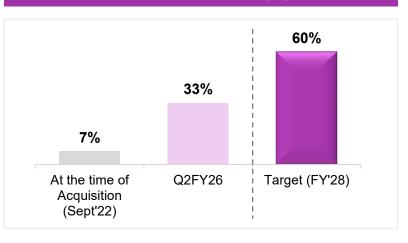
\* Additional 15 MTPA capacity will be achieved by debottlenecking at a much lower capex of \$48/MT

#### EBITDA (₹ per tonne)

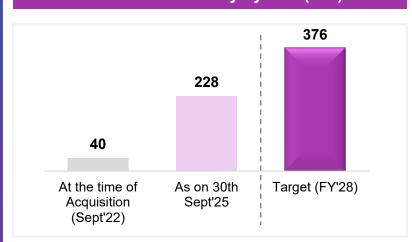


# Existing assets delivered (Ambuja+ACC) EBITDA of ~Rs. 1,189 PMT, and an overall EBITDA of Rs. 1,060 PMT

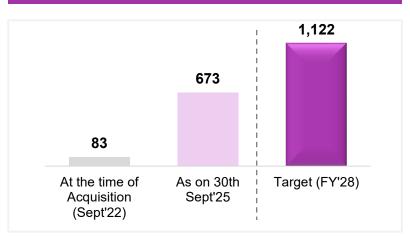
#### **Green Power Share (%)**



#### Waste Heat Recovery System (MW)



#### Renewable Power (MW)



- Ambuja Cement is strategically embedded in India's growth story, and backed by Adani's infra engine
- Cost leadership to help achieve an EBITDA of Rs 1,500. This will be enabled by improved operating leverage, brand strengths and synergies within the Adani ecosystem





Particulars	Details
Adani Cementation	Completed
Sanghi Industries	<ul> <li>In Progress</li> <li>Board approval received on 17th Dec 2024 for merger with Ambuja</li> <li>Both the Companies have filed the Joint Company Applications before NCLT, Ahmedabad Bench</li> <li>Expected to be completed by end of FY'26</li> </ul>
Penna Cement	<ul> <li>In Progress</li> <li>Board approval received on 17th Dec 2024 for merger with Ambuja</li> <li>Both the Companies have filed Joint Company Applications before NCLT, Ahmedabad Bench on 16th October 2025</li> <li>Expected to be completed by end of FY'26</li> </ul>

### **Builders of Progress in India**









### Development

#### **Capacity Roadmap**

- Trial run has started for a **4 MTPA new kiln** line at **Bhatapara** (Chhattisgarh)
- 2 MTPA Krishnapatnam GU operationalised, additional 7 MTPA will be operational at other 3 locations in Q3FY'26
- FY'28 target capacity upped by 15 MTPA to now 155 MTPA from earlier 140 MTPA

#### Cost Leadership

- Ongoing Capex and Opex efficiency initiatives will help achieve the cost target of Rs 3,650 PMT by FY'28
- Green power share uptick with every passing quarter, improved by 14.3 pp to 32.9%, target to reach 60% by FY'28

#### Market Leadership

- Backed by stronger brands equity, the Company has successfully gained its market share by 1 pp to now 16.6%
- GST 2.0 reforms helped aspiring customers to prefer Adani Cement's Premium products with reduced prices

### Operations

#### **Asset Footprint**

- Orient, Penna, Sanghi have moved 100% into Adani Cement (Ambuja/ACC) Brands with positive response from dealers, other supply chain partners and end customers.
- Existing assets delivered a PMT EBITDA of ~Rs. 1,189
   PMT, overall EBITDA of Rs.1,060 PMT in Q2 FY'26

#### **CINOC**

• CiNOC (Cement Intelligent Network Operations Centre) launched to infuse in operations & businesses Al layer deep into our enterprise fabric, will facilitate paradigm shift in operations

#### Sales & Marketing Excellence

- Higher share of premium products as a % of trade sales @ 35% (volume up 28% YoY)
- A comprehensive focus on market share gain and R&D led premium cement offerings has enabled differentiated performance both in volume growth and improved realizations.

### Value Creation

#### **Stakeholders**

- Net worth at Rs. 69,493 Cr, Company remains debt free & continues to maintain highest rating Crisil AAA (stable) / Crisil A1+
- Healthy cash flows to sustain the Capex program

#### Societal

 5.7 Million people benefited under community development projects till FY'25

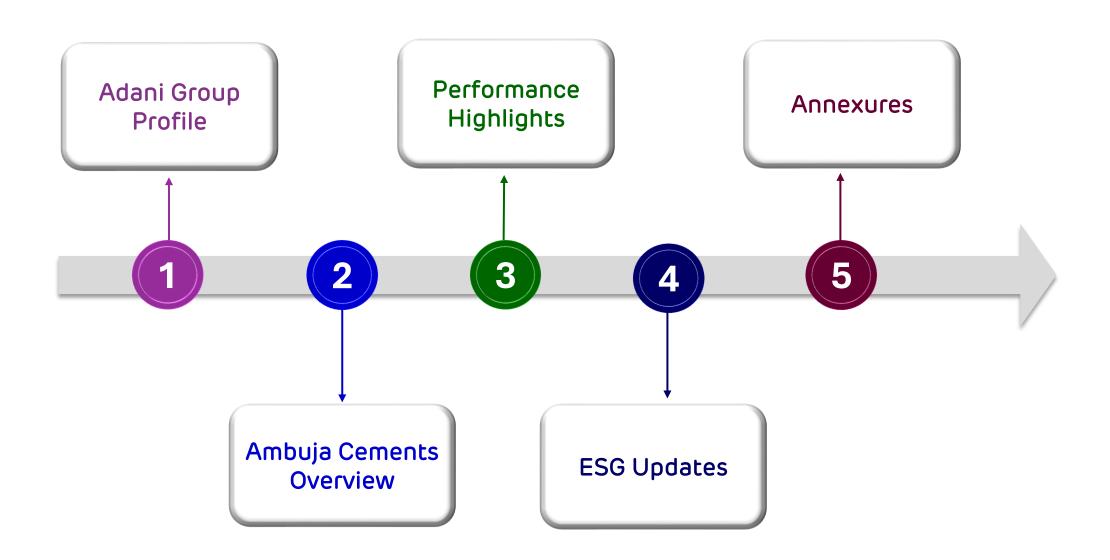
#### Environmental

- Planted 7.1 million trees till H1 FY'26 as part of its commitment to plant 8.3 million trees by 2030, aligned with Adani Group's pledge to grow 100 million trees
- Water positive annualised 12x (in Q2 due to monsoon, it became 29.6X at Ambuja standalone level), Zero Liquid Discharge (ZLD) maintained across all manufacturing sites. 100% of waste generated is treated onsite and recycled for dust suppression and cooling purpose

GST on cement reduced from 28% to 18% under GST 2.0 reforms; entire benefit has been passed on to the customers



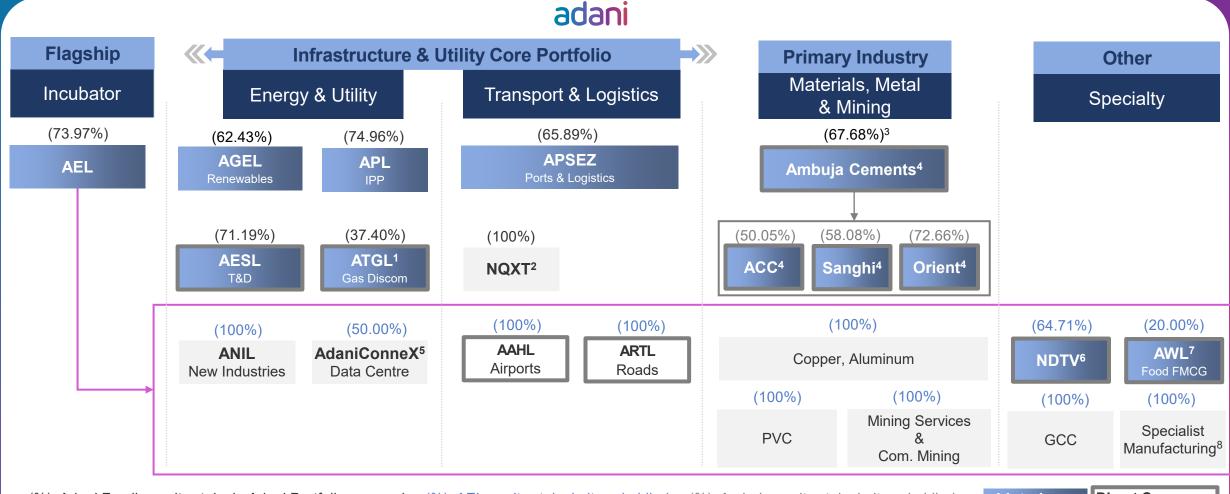






### Adani Portfolio: A world class infrastructure and utility portfolio





(%): Adani Family equity stake in Adani Portfolio companies (%): AEL equity stake in its subsidiaries (%): Ambuja equity stake in its subsidiaries

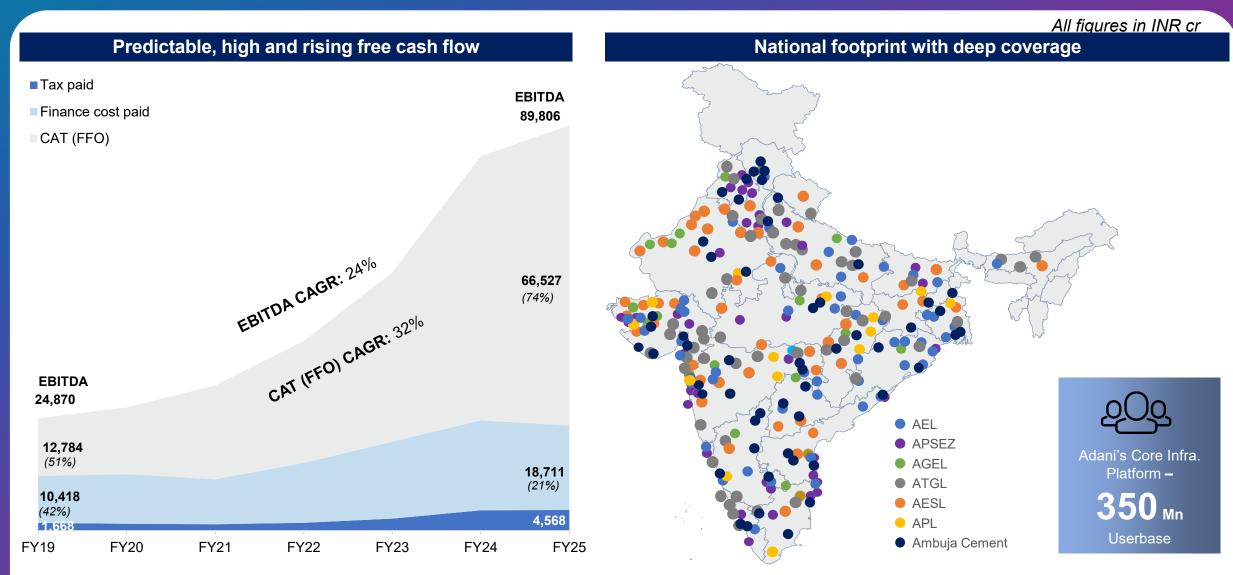
Listed cos Direct Consumer

### A multi-decade story of high growth centered around infrastructure & utility core

<sup>1.</sup> ATGL: Adani Total Gas Ltd, JV with Total Energies | 2. NQXT: North Queensland Export Terminal. On 17th Apr'25, Board of Directors have approved the acquisition of NQXT by APSEZ, transaction will be concluded post pending regulatory approval. | 3. Ambuja Cement's shareholding does not include Global Depository Receipt of 0.04% but includes AEL shareholding of 0.35% received as part of the consideration against transfer of Adani Cementation Limited as per NCLT order dated 18th July'25 | 4. Cement includes 67.64% (67.68% on Voting Rights basis) stake in Ambuja Cements Ltd. as on 30th Sep'25 which in turn owns 50.05% in ACC Limited. Adani directly owns 6.64% stake in ACC Limited. | 5. Data center, JV with EdgeConnex | 6. Promoter holding in NDTV has increased to 69.02% post completion of right issue in the month of Oct'25 | 7. AWL Agri Business Ltd.: AEL to exit Wilmar JV, agreement signed for residual 20% stake dilution. | 8. Includes the manufacturing of Defense and Aerospace Equipment | AEL: Adani Enterprises Limited | APSEZ: Adani Ports and Special Economic Zone Limited | AESL: Adani Energy Solutions Limited | T&D: Transmission & Distribution | APL: Adani Power Limited | AGEL: Adani Green Energy Limited | AHL: Adani Airport Holdings Limited | ARTL: Adani Roads Transport Limited | ANIL: Adani New Industries Limited | IPP: Independent Power Producer | NDTV: New Delhi Television Ltd | PVC: Polyvinyl Chloride | GCC: Global Capability Centre | Promoter's holdings are as on 30th September, 2025.

### Adani Portfolio: Best-in class growth with national footprint





### Adani Portfolio: Repeatable, robust & proven transformative model of investment



#### **DEVELOPMENT<sup>1</sup>**

#### Adani Infra (India) Limited | Cemindia Projects Ltd. | PSP Projects Ltd.

#### Origination

- · Analysis & market intelligence
- Viability analysis

#### Site Development

- · Site acquisition
- · Concessions & regulatory agreements

#### Construction

- Engineering & design
- Sourcing & quality
- · Project Management Consultancy (PMC)

#### **OPERATIONS**

### Operations (AIMSL)

#### Operation

- Life cycle O&M planning
- Asset Management plan

#### **CONSUMERS**

#### New C.E.O. **Consumer | Employees | Other Stakeholders**

#### **Inspired Purpose & Value Creation**

- · Delivering exceptional products & services for elevated engagement
- Differentiated and many P&Ls



India's Largest **Commercial Port** (at Mundra)

Strategic value

Mapping



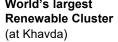
**Longest Private HVDC** Line in Asia (Mundra - Mohindergarh)

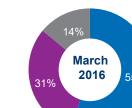
Investment Case

Development

World's largest

Growth Capital – Platform Infrastructure Financing



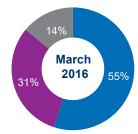


**Cement Intelligent Network Operations Centre (CiNOC)** 



Policy, Strategy & Risk **Framework** 

**Duration** Risk Matching Risk Management - Rate & Currency Governance & Assurance **Diversified Source of Capital** 







- PSU Banks
- Pvt. Banks
- USD Bonds
- NBFCs & FIs
- DII
- Global Int. Banks Capex LC

Continued Focus & Investment



**Human Capital Development** 

Leadership Development Initiatives

Framework

Investment in Human Capital

#### **Al enabled Digital Transformation**

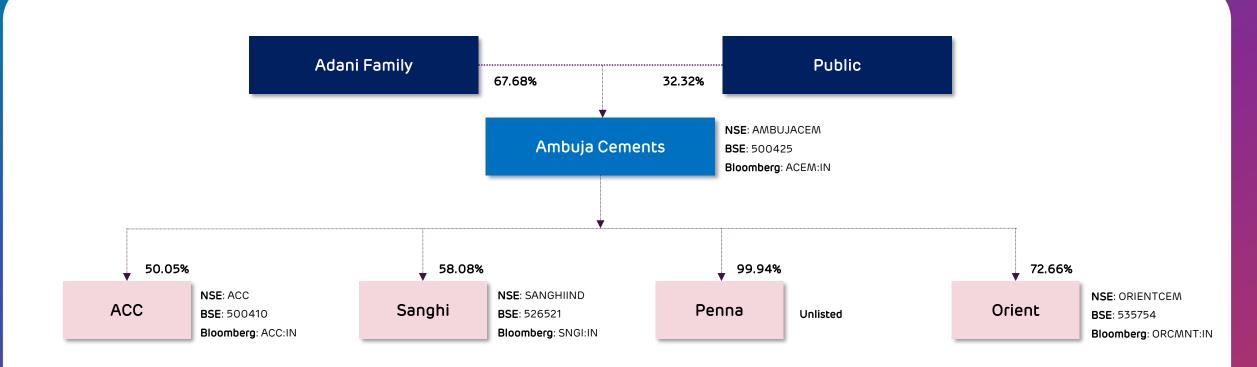
- Power Utility Business ENOC
- City Gas Distribution SOUL
- Transportation Business AOCC

ENABL

Note: 1. Cemindia Projects Ltd. (formerly known as ITD Cementation India Ltd.): the total shareholding stands at 34.41%. | 2. Adani Environmental Resource Management Services Ltd. (additional company is being proposed) | O&M: Operations & Maintenance | HVDC: High voltage direct current | PSU: Public Sector Undertaking (Public Banks in India) | GMTN: Global Medium-Term Notes | SLB: Sustainability Linked Bonds | AEML: Adani Electricity Mumbai Ltd. | AIMSL: Adani Infra Mqt Services Pvt Ltd | IG: Investment Grade | LC: Letter of Credit | DII: Domestic Institutional Investors | COP26: 2021 United Nations Climate Change Conference | AGEL: Adami Green Energy Ltd. | NBFC: Non-Banking Financial Company | AIIL: Adami Infra (India) Ltd. | 11 **AOCC**: Airport Operations Control Center







### Ambuja in Global Context

### 01

Ambuja, with 107 MTPA, is the 9<sup>th</sup> largest Building Materials & Solutions company globally

### 02

World's first cement company to join the Alliance for Industry Decarbonization (AFID), under the International Renewable Energy Agency (IRENA).

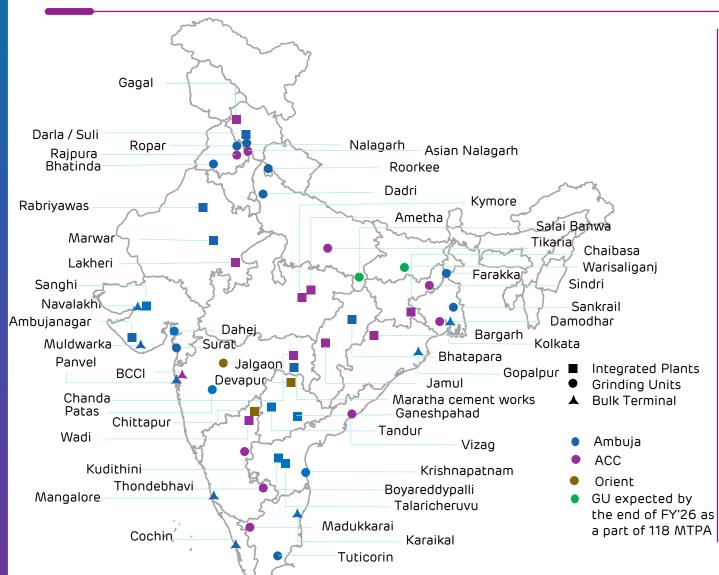
### 03

Ambuja, along with it's subsidiary ACC, are India's leading and globally one of the four large scale cement companies with science-based net-zero targets validated by the SBTi for near term 2030 and long term 2050

### **PAN India Presence**



### Presence in 31 states & union territories and 665+ districts



### For the Quarter Ended September 30, 2025

107 MTPA\*

**Cement Capacity** 

24

**Integrated Units** 

77%

Share of Blended Cement

10

**Bulk Cement Terminals** 

6.0%

Thermal Substitution Rate

67.0%

Clinker factor

22

**Grinding Units** 

116

Ready-Mix Concrete plants

11

**Captive Ships** 

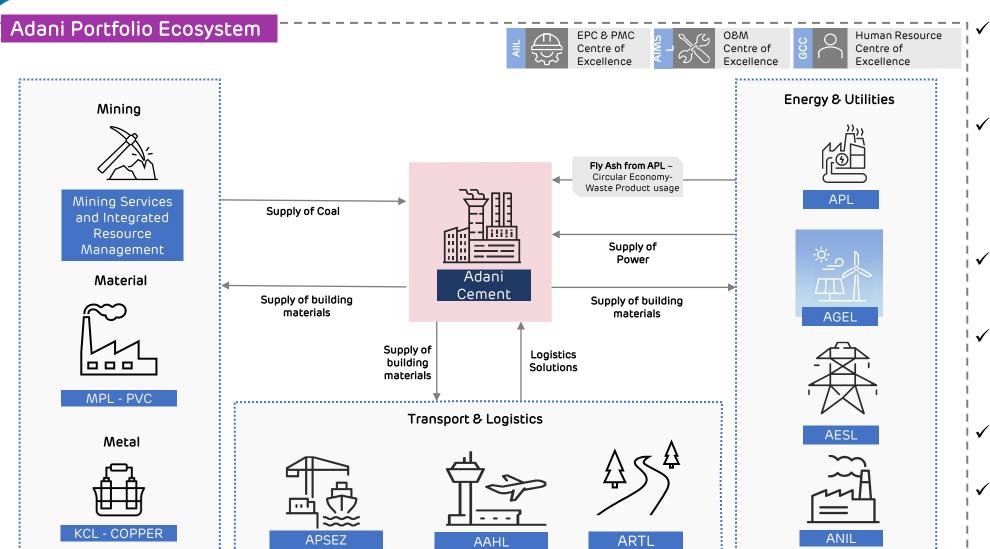
1,20,000+

Channel partners across India

<sup>\*</sup> Expected to reach 118 MTPA by end of FY'26

### **Adani Group Synergies**





- Synergy benefits between entities providing assurance on Supply chain and off take.
- ✓ Further bringing in linkage through Centre of Excellences which provides the assurance on execution of projects within budget and time.
- Demonstrated Support and arm's length synergy benefits in the past.
- Collaborating with Adani Foundation on community development initiatives
- ✓ Supply of building materials to Adani Realty
- ✓ Brand partnerships with Adani Media Networks on key events





Iconic brands with cumulative 120+ years history that shaped the industry



#### Strength

Pioneered brand building & technical services Market leaders with Virat Compressive Strength



#### Heritage

India's 1st Cement Company, Inter-generational legacy pioneered product development

High Patronage



**IHB** 



Contractors



**Professionals** 



Dealers



Strategic Partnership {e.g. CREDAI, Academia (FutureX initiative) CONCOR, etc.} Higher contribution from Trade segment

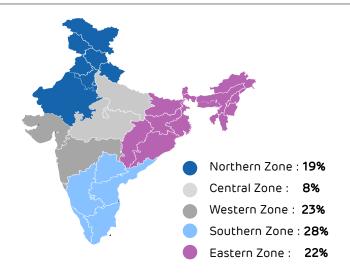
Trade Cement Share<sup>1</sup> Ambuja + ACC

68%

Share of Premium Products

35%

of Trade Volume (28% vol growth YoY) Ambuja Cements Geographical Spread (Capacity Share)



1. Q2 FY'26

### Product Portfolio (1/2)



### Ambuja Cement



#### **ACC Cement**







**Giant Compressive Strength** 



High on "STRENGTH"







High on "HERITAGE" & "DURABILITY"

India's Most Trusted Cement Brand 2025' by TRA Research in its Brand Trust Report 2025



Ambuja Kawach Strength to withstand water



Ambuja Plus Stronger denser concrete



Ambuja Compocem Strength with brightness



**ACC Gold** Water Shield Cement Paani Seh Kare Shield



**ACC Concrete Plus** Xtra Strona Cement Plus Ka Dum Hardum



ACC F2R \* Superfast Cement Fast Setting, Lambi Inning



**ACC Super** Super Strong homes that last Super Long

#### **Gold Range**

\* Foundation to Roof



Super Premium to Premium range

Ambuja Cement Giant compressive strength

Base



ACC Suraksha Power Badhti Mazbooti Ka Power



ACC Suraksha Power + Badhti Mazbooti Ka Power



ACC HPC (High Performance) Super Strong, Lasts Long



ACC Super Shaktimaan Shaktimaan Cement

Silver Range





### Comprehensive Building Materials & Concrete Solutions

### Ready Mix Concrete



### Aggregates



### Alccofine



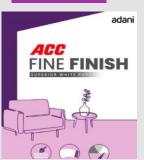
### DmX (Dry Mortars)



### AAC Blocks



Wall Putty



### LmX



**Grinding Aids** 





## Iconic Structures and Buildings (1/2)



Reinforcing a legacy of landmark projects, the Company continues to play a pivotal role in India's infrastructure and realty landscape



**Chenab River Arch Bridge** 



**Mumbai Coastal Road** 



**Atal Setu** 



Kolkata's Underwater East West
Metro Tunnel



Samruddhi Mahamarg



World One, Worli - Mumbai





Adani Cement Creates a World Record for the Largest Raft Foundation for Religious Infrastructure

504 ft tall

Twice the size of Qutub Minar



- Supplied concrete for raft foundation of world's tallest Umiya Temple in Ahmedabad, setting a new world record (24,100 cubic meter within uninterrupted 54 hours)
- ECOMaxX low carbon concrete has enabled the structure to reduce its carbon emissions by 60%, underscoring the commitment to sustainability and excellence

### **Ready Mix Concrete**



### Market Presence of Adani Concrete









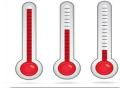


























Wide variety of RMX solutions for everyone's need

No of Plants 116 (28 up YoY) Volume (Mn m<sup>3</sup>)\*

0.90 (49% up YoY)

No of Cities

45

\*Q2 FY'26

### Strategic MoU with Container Corporation of India Limited (CONCOR)



MoU to further help Adani Cement journey to optimise logistics costs & commitment to net zero emissions



- The MoU (signed on October 24, 2025) focuses on the rail-based transportation of bulk cement using specialized tank containers, marking the one more large-scale initiative of its kind in the country
- CONCOR will deploy dedicated container rakes to facilitate the seamless movement of bulk cement across key identified rail corridors. These collaboration leverages Indian Railways' vast network and CONCOR's expertise in multimodal logistics to drive a modal shift from road to rail, promoting efficiency, reliability, and environmental sustainability in cement supply chains
- This MoU will further help Adani Cement journey to lowest cost producer & commitment to net zero emissions by 2050. This will also support Indian Govt COP26 initiative. This Green Logistics aim at Decarbonization in Supply Chains

The partnership opens pathway for setting up Bulk Cement Terminals (BCTs) which will be announced in due course







### Economy and Industry to benefit from several favourable developments



#### Macro Economic Factors

- Economy to benefit from several favourable developments including GST 2.0 reforms, the Carbon Credit Trading Scheme (CCTS), and the withdrawal of coal cess.
- GDP for Q2 FY'26 to grow by  $\sim$ 7.0% and projected to grow by  $\sim$ 6.8% for FY'26
- Inflation outlook for FY'26 revised down to 3.7% from 4.0%
- · Strong demand and low inflation to boost economic growth



#### **Policy Tailwinds**

- The GST reduction from 28% to 18% to boost affordability and stimulate construction. GST rationalization is accelerating the move toward higher quality cement.
- The removal of the INR400/tonne coal compensation cess will positively impact our bottom-line
- Simplification in lime-stone mining will support cement industry.



#### Cement Demand Drivers

- Rural & urban infra and housing projects poised for rebound post monsoon
- 'PMAY-2.0' aiming to provide additional housing support to urban poor & middle class will aid cement growth
- Liquidity from REITs, surging data-center developments, & sustained private sector capex (INR 6.6 lakh Cr) will boost sector growth
- Major multi tracking rail projects (worth over INR 24634 Cr.) approved by Cabinet along with ongoing/new 'High-Speed rail projects like Mumbai-Ahmedabad, Delhi-Varanasi to increase cement consumption
- Government capital outlay of USD 135.1 bn in FY26, paired with Smart City Mission's USD 18.1 bn project pipeline will continue to lift demand
- Commercial construction market is projected to grow at CAGR of 5.8% by 2030

Segment wise Cement Demand					
29%-31% 13%-15%	32%-34%				

22%-24%

Industrial & Commercial

Urban Housing						
Segment	FY'26E Growth					
Housing	6.0% to 7.0%					
Infrastructure	7.5% to 8.5%					
Industrial/Comm	5.5% to 6.5%					

Infrastructure

Rural Housing

### **Industry Outlook**



### Cement Demand – Growth expected from rising infra spend and housing needs

#### Cement Industry

- Q2 FY'26 growth for cement industry stood at ~ 4%, due to early monsoon resulting in weak rural demand
- India's per capita cement consumption at ~300 kg (world avg. of 540kg), translates into significant growth opportunity)
- FY'28 target capacity upped by 15 MTPA from earlier 140 MTPA to now 155 MTPA. This incremental 15 MTPA capacity will be achieved by debottlenecking at a much lower capex of USD 48/ MT

#### Cement Demand

- Cement sector expected to return to 10 years average profitability levels in FY'26 buoyed by improved demand
- Sector to benefit from improved rural demand and large infra projects
- Demand expected to expand by 7%-8% during FY'26

#### Consolidation

- Cement sector has witnessed increased M&A activities leading to market consolidation, Top 5 players market share is expected to reach
   55% by the end of FY'26
- ~200 MnT capacity exchanged hands during last 10 year



### Ambuja Consolidated

		Quarter Ended					Half Year Ended		
Particulars	UoM	Sept'25	Sept'24	YoY Change	Jun'25	QoQ Change	H1 FY'26	H1 FY'25	YoY Change
Volume <sup>1</sup>	MnT	16.6	13.8	20%	18.4	(9%)	35.0	29.2	20%
Revenue from Operations <sup>182</sup>	₹Cr	9,174	7,552	21%	10,289	(11%)	19,464	15,945	22%
EBITDA	₹Cr	1,761	1,111	58%	1,961	(10%)	3,722	2,391	56%
EBITDA Margin	%	19.2%	14.7%	4.5pp	19.1%	0.1рр	19.1%	15.0%	4.1pp
EBITDA (PMT)	₹/Ton	1,060 <sup>3</sup>	803	32%	1,069	(1%)	1,064	820	30%
Other Income	₹Cr	257	374	(31%)	256	0%	513	729	(30%)
PBT	₹Cr	838	744	13%	1,396	(40%)	2,233	1,838	21%
PAT <sup>4</sup>	₹Cr	2,302	496	364%	1,017	126%	3,319	1,280	159%
EPS (diluted)	₹	7.15	1.95	267%	3.39	111%	10.55	4.57	131%

<sup>1</sup> Net of MSA sales for Ambuja consolidated

In Sept'25 Q, Government grant is lower mainly on account of lower accrual in Sankrail, Chanda, Ametha, Marwar, Tikaria. On a sustainable basis, accruals of incentives are expected to increase substantially with the incremental assets (including IU&GU) in the coming quarters

<sup>3</sup> EBITDA for existing assets (Ambuja +ACC) stands at Rs 1,184/ton

<sup>4</sup> Includes income tax provision reversal of Rs 1,697 Cr for Q2 FY'26 and H1FY'26



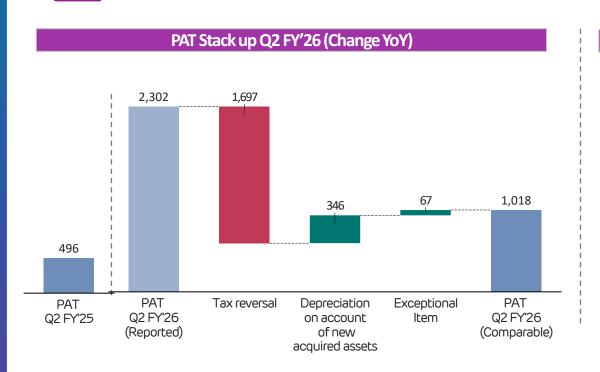
### Ambuja Standalone

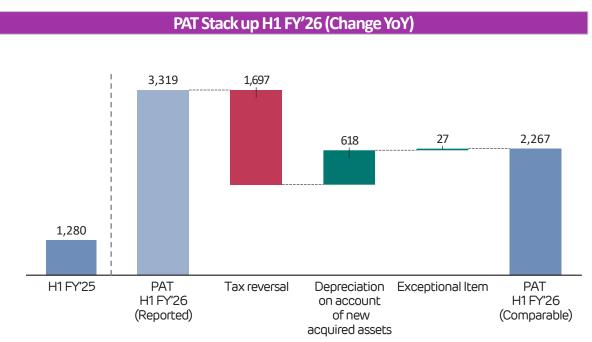
		Quarter Ended					Half Year Ended		
Particulars	UoM	Sept'25	Sept'24	YoY Change	Jun'25	QoQ Change	H1 FY'26	H1 FY'25	YoY Change
Volume	MnT	9.9	8.2	21%	10.5	(6%)	20.5	17.3	19%
Revenue from Operations	₹Cr	5,149	4,229	22%	5,515	(7%)	10,663	8,781	21%
EBITDA	₹Cr	704	681	4%	872	(19%)	1,576	1,327	19%
EBITDA Margin	%	13.7%	16.1%	(2.4pp)	15.8%	(2.1pp)	14.8%	15.1%	(O.3pp)
EBITDA (PMT)	₹/Ton	708	828	(14%)	827	(14%)	769	768	0%
Other Income	₹Cr	113	265	(57%)	454	(75%)	567	685	(17%)
PBT	₹Cr	285	673	(58%)	1,066	(73%)	1,350	1,437	(6%)
PAT	₹Cr	1,388	501	177%	855	62%	2,243	1,068	110%
EPS (diluted)	₹	5.63	2.03	177%	3.47	62%	9.10	4.36	109%





### Movement of Profit After Tax (Ambuja Consolidated)





- 1. Tax reversal: Reversal of liabilities and provisions carried in books based on favorable High Court decisions (Note 8 of the Consolidated Financial Results). Cash refund Rs 746 Cr received in Oct'25 and rest amount received earlier.
- 2. Depreciation: Majorly on account of depreciation of newly acquired assets (Orient, Penna) which were not there in previous year
- 3. Exceptional items: a) Government Grants provided b) Provision towards pending litigation and disputed matters C) Vendor dispute claim etc. (Note 14 & 15 of the Consolidated Financial Results)



### Sales Volumes

Ambuja Consolidated

Particulars	UoM	Sept'24 Q	Jun'25 Q	Sept'25 Q	vs YoY	vs QoQ
Cement Sales Volume	MnT	13.8	18.4	16.6	20%	(9%)
Clinker Sales Volume	MnT	0.4	0.5	0.2	(39)%	(48%)
CLC Sales Volume	MnT	14.2	18.8	16.9	18%	(10%)
PMT EBITDA (Cement volume basis)	Rs/ton	803	1,069	1,060	32%	(1%)

Ambuja Standalone

Particulars	UoM	Sept'24 Q	Jun'25 Q	Sept'25 Q	vs YoY	vs QoQ
Cement Sales Volume	MnT	8.2	10.5	9.9	21%	(6%)
Clinker Sales Volume	MnT	0.5	0.4	0.4	(4%)	5%
CLC Sales Volume	MnT	8.7	11.0	10.4	20%	(5%)
PMT EBITDA (Cement volume basis)	Rs/ton	828	827	708	(14%)	(14%)

Rounded off to the nearest decimal

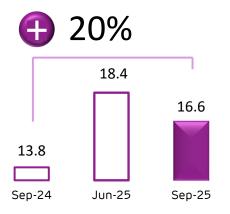
Beginning Q1 FY'26, in accordance with the industry practice, we are providing PMT EBITDA on cement basis (on a comparable basis with the corresponding prior quarter or YTD as applicable). Additionally, details regarding CLC volume are also disclosed

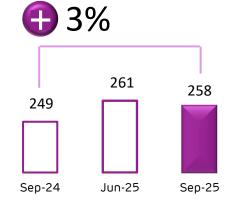


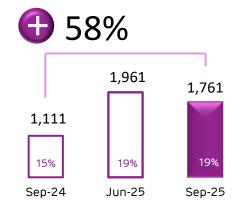
Ambuja Cement (Consolidated) Cement Business (% Change YoY)

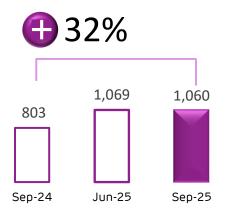
SALES VOLUME – Cement (MnT)

NSP (₹/bag Cement) EBITDA (₹ Cr & Margin) (Incl. RMX) EBITDA (₹ /ton) (Incl. RMX)









Adani has achieved the **highest volume growth in the industry**, surpassing **5x the industry average**, driven by a series of strategic initiatives that strengthened market presence and improved realizations.

Key actions include:

- Expanding premium product share
- Intensifying branding and activation campaigns to enhance visibility
- Strengthening influencer engagement through technical support teams
- Delivering value-added solutions tailored to regional customer needs
- Upgrading physical infrastructure for operational efficiency

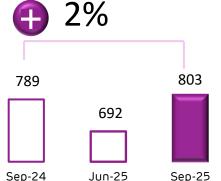
Looking ahead, Adani's continued emphasis on premium and solution-focused offerings is expected to further enhance realizations and drive sustained profitability.

Adani is maintaining a strong strategic focus on volume expansion, premiumization, and pricing power, complemented by cost optimization and operational excellence initiatives. Additionally, synergies between the Cement business and the broader Group ecosystem are expected to unlock significant efficiencies. These combined efforts position the company to deliver improved profitability in the upcoming quarters



### Ambuja Cement (Consolidated) Cement Business (% Change YoY)



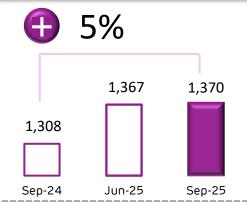


Higher purchased clinker consumption (beneficial on TCO basis) and higher Clinker production (+43%) vs sales volumes up 20%, excess stock lying in closing stock and benefit of this will flow in Q3 FY'26. On LFL basis this is maintained at PY level. However, these will be reducing further with the initiatives,

- Longterm arrangement for major raw materials
- Infrastructure developments for raw material handling viz. BCFC projects
- Maximization of cheaper raw material, replacing costlier raw materials viz. activated gypsum etc.

(19% of total cost)

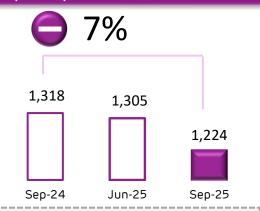
# POWER AND FUEL (₹/ton)



In current quarter Clinker production up 43% vs sales volumes up 20% and excess stock lying in closing inventory and benefit of this will flow in Q3 FY'26. On Like for like basis power & fuel cost is lower by 5% YoY & 6% QoQ, led by following actions

- Green power share, up 14.3PP @32.9%
- Improving Captive coal share & Fuel flexibility so that low-cost fuel consumption can be maximized resulting in Kiln fuel lower by 3 Ps @160p/'000 kCal (excl. AFR) , lowest amongst peers
- Maximization of cheaper AFR material (32% of total cost)

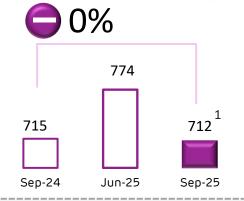
# FREIGHT & FORWARDING (₹/ton)



Costs are on downward trends quarter on quarter and ongoing logistics excellency journey is going to bring down these costs further, to name a few of these initiatives

- Modal shift of transport mode, Increasing share of waterway mode (to reach ~5% by FY'28)
- Automation and Digitization
- Wheeler alignment to optimize trucking size & optimize freight costs
- Improve Direct dispatches
- Footprint optimization & new GUs
- Longterm contract with CONCOR
- Negotiations of freight & handling rate
   (29% of total cost)

# OTHER EXPENSES (₹ /ton)



There is decrease in other expenses aligned with the ongoing integration of recently acquired assets. As integration progresses successfully and efficiencies are realized, these costs are expected to reduce further in the coming quarters (19% of total cost)

Adani group synergies have started giving results wherein total cost reduced by 5% YoY



### Cost Reduction Journey

Aim to achieve total cost ~ Rs. 4,000 PMT by Mar'26 exit. It will set pace for further 5% reduction each year over next two years, putting trajectory to achieve Rs. 3,650 PMT by end of FY 28

Particulars	Rs PMT		
Exit Mar'26	~4,000		
Raw materials	~50		
Power & Fuel	~200		
Logistics	~100		
Other overheads	~50		
Exit Mar'28	~3,600 - 3,650		

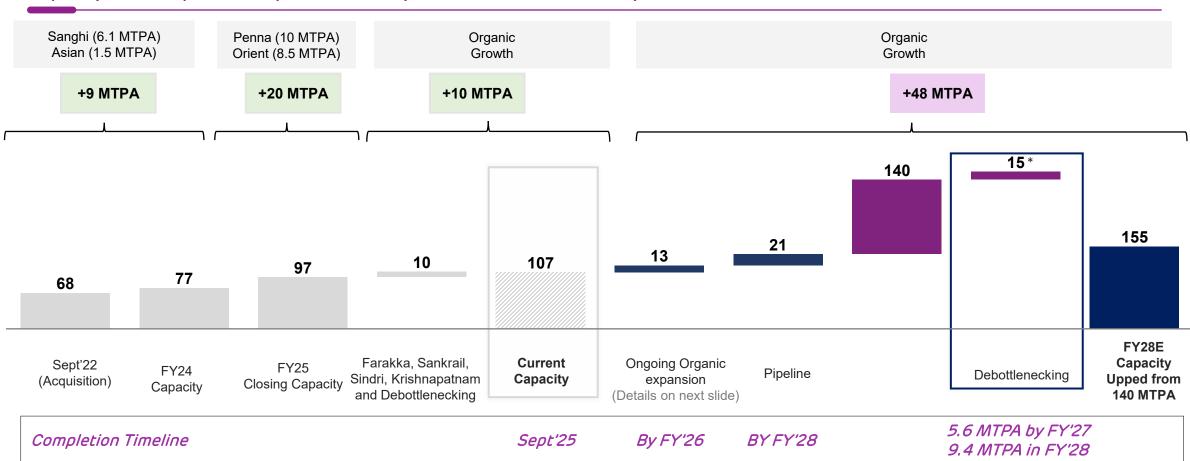
- Higher share of coal consumption (reduced petcoke) supported with group synergies, benefit of withdrawal of coal cess
- Latest technology of new capacities of IU/GU providing improved operational efficiencies (heat /power consumption)
  (average age of Plants will come down by at least 40% further)
- Lead distance expected to come down by 50 Km with the revised 155 MTPA capacity, sea logistics share to reach 5%
- 60% Green power share to reduce power to Rs. 4.5 per kwh (current power cost of Rs. 6.0 per kwh)
- Long term tie-ups of Fly Ash & Slag to ensure supplies at sustainable costs, reduce clinker factor by 1%



### **Capacity Roadmap**







<sup>\*</sup> At a much lower capex cost of ~ \$48/ton





### Capacity Roadmap: Incremental capacity of 12.6 MTPA to be completed by end of FY'26

Projects under	Unit	State	Capacit	Expected	
execution	Onit	Offit State		Cement	Completion
Bhatapara Line 3	CU	Chhattisgarh	4.0	-	Q3 FY26
Salai Banwa	GU	Uttar Pradesh	-	2.4	Q3 FY26
Marwar	GU	Rajasthan	-	2.4	Q3 FY26
Dahej Line-2	GU	Gujarat	-	1.2	Q3 FY26
Kalamboli	GU	Maharashtra	-	1.0	Q3 FY26
Bathinda	GU	Punjab	-	1.2	Q4 FY26
Jodhpur - Penna	IU	Rajasthan	3.0	2.0	Q4 FY26
Warisaliganj	GU	Bihar	-	2.4	Q4 FY26
Maratha Line 2	CU	Maharashtra	4.0	-	Q1 FY27
Total Capacity			11.0	12.6	

Particulars	Capacity (MTPA)
Existing Capacity	107
Incremental Capacity	12.6
Less: Capacity with higher operating cost used selectively (Jamul & Sindri)	(1.6)
Total available capacity by FY'26	118





## Capacity Roadmap: ~Debottlenecking of 15 MTPA by FY'28

Debottlenecking (FY'27)	Additional Capacity
Jamul	0.3
Chanda	0.3
Sindri	0.3
Nalagarh	0.3
Ropar	1.1
Roorkee	1.1
Maratha	2.2
Total FY'27	5.6

Debottlenecking (FY'28)	Additional Capacity
Boyareddypalli	1.1
Rabriyawas	1.1
Tandur	1.1
Bhatapara	1.2
Wadi	2.2
Tikaria	2.7
Total FY'28	9.4
Total Debottlenecking	15

- Debottlenecking to add  $\sim$ 15 MTPA capacity by FY'28 at a much lower capex cost of  $\sim$  \$48/ton, taking total capacity to  $\sim$  155 MTPA (i.e., 10% of originally planned capacity of 140 MTPA)
- The debottlenecking and ongoing expansions will add 5.6 MTPA in FY 27 and 9.4 MTPA in FY 28
- In addition to above, 13 blenders will be installed at plants over a period of 12 months which will improve product mix and give higher share of premium cement, in turn improve realizations





## Ambuja Cement (consolidated): Cash & Cash Equivalents position

### Synopsis of the movements in Cash & Cash Equivalent

Particulars	<b>₹</b> Crs
Opening balance as on 1st Apr 2025	10,125 <sup>1</sup>
(+) Cash flow from operating activities	1,444
(+) Cash flow from Investing activities	(8,658)
(+) Cash flow from Financing activities	(1,098)
Free Cash (other than lien marked )- as on 30 <sup>th</sup> Sept 2025	1,490
(+) Lien marked cash for CCI and other ongoing matters	323
Total Cash & Cash Equivalents as on 30 <sup>th</sup> September 2025	1,813*

<sup>\*</sup> Subsequent to quarter ended September 30 2025, Income tax refund Rs 746 Cr received in Oct'25

### **Cash & Cash Equivalent**



Net worth increased by ₹ 3,057 Crs during Q2FY'26 and now stands at ₹ 69,493 Crs.

Company continues to remain Debt Free Crisil AAA (stable) / Crisil A1+ ratings maintained

1. Includes Lien marked Cash of 313 Cr





## ESG Framework I Adani Group Vision & ESG Framework

## Vision

To be a world class leader in businesses that enrich lives and contribute to nations in building infrastructure through sustainable value creation.



### **Our ESG Ambition**

- Net Zero
- Waste to Resource
- Water Positive
- **Biodiversity Positive**
- Zero Harm
- **Engaged Communities**
- Zero Non-Compliance

### **ESG Guiding Framework**



**TCFD** 





























**ESG Rating Agencies** 











## Impressive ESG credentials and resilient credit ratings

Rating A	Agencies	Ambuja	ACC	
S&P Global	DJSI (CSA)	60	64	
	CDP – Climate Change	В	В	
<b>TCDP</b>	CDP – Water Security	В	В	
	CDP – Supplier Engagement Assessment	Α-	A-	
SUSTAINALYTICS	Sustainalytics	25.6 (19/119) - Medium Risk	20.3 (5/119) - Medium Risk	
MSCI 🌐	MSCI	ВВ	_	
CRISIL  An S&P Global Company	CRISIL	56 (Adequate)	57 (Adequate)	
	NSE	63 62		
Care GGE ESG RATINGS Audodory of CARE Batrops Limited	Care Edge	Under process		

Ambuja along with it's subsidiary ACC are India's leading and globally one of the four large scale cement companies with science-based net-zero targets validated by the SBTi for near term 2030 and long term 2050





# ESG Dashboard

Material topic	Aml	buja	A	CC	UN SDGs
Climate & Energy	2030 TARGETS	STATUS Q2 FY 26	2030 TARGETS	STATUS Q2 FY 26	3 GOOD HEALTH 6 CLEAN WATER AND SANITATION
(Gross specific CO <sub>2</sub> emissions - Kg/T)	442*	553	421 <sup>*</sup>	538	-₩ <b>,</b>
Climate & Energy (Green Power)	60.0%	36.1%	60.0%	30.3%	8 DECENT WORK AND ECONOMIC GROWTH 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
Circular Economy  (Use of waste derived resources in MnT)	21.0	1.9	30.0	2.5	7 AFFORDABLE AND CLEAN ENERGY
Water & Nature (Water Positive)	10.0x	29.6x	5.0x	5.6x	13 CLIMATE 15 LIFE ON LAND
Water & Nature (Trees Planted - Million)	2.4	1.5 till FY25	5.9	5.1 till FY25	16 PEACE. JUSTICE AND STRONG INSTITUTIONS  12 RESPONSIBLE CONSUMPTION AND PRODUCTION AND PRODUCTION
People & Community (beneficiaries - million)	5.0	3.6 till FY25	3.5	2.1 till FY25	

<sup>\*</sup> As per SBTi validated target







## Corporate Social Responsibility



Water Resource Management

Activity	Achievement
Building RRWHS	50
Ponds Renovated	12
Awareness Camps	134
Micro-Irrigation coverage	546 hectares



Agriculture

Activity	Achievement
Trainings on Agriculture Activities	17,684
Biomass supplied to Ambuja Cements	6,488 tonnes





## Corporate Social Responsibility







# Sustainable Livelihood Development

Activity	Achievement
Newly SHGs formed	53
Truckers & Allied Population reached through health activities	39,496
Beneficiaries screened under NCD	6,940

Activity	Achievement
Awareness sessions on WASH	629
Youth Trained	1,903



### **Board & Committee Structure**

	100% IDs	Chaired by IDs
Statutory Committees		
- Audit	$\checkmark$	
- Nomination & Remunerations	$\checkmark$	
- Stakeholder Relationship		$\checkmark$
- Corporate Social Responsibility		$\checkmark$
- Risk Management		$\checkmark$
Non-statutory Committees		
- IT & Data Security		$\overline{\checkmark}$
- Corporate Responsibility	$\checkmark$	
- Mergers and Acquisition		$\checkmark$
- Legal, Regulatory & Tax		$\checkmark$
- Reputation Risk		$\checkmark$
- Public Consumer	V	
- Commodity Price Risk		$\checkmark$

**Pathway to strengthen Corporate Governance** • Tenure of IDs - upto 3 years for max. 2 terms • Gender Diversity – Min. 30% female directors

#### 40%

Comprised of only Independent Directors

**100%** of

Statutory Committees Chaired by Independent Directors

Additional Business specific committees

29%

Fully comprised of Independent Directors

100%

Chaired by Independent Directors

## **Board of Directors**

#### **Independent Directors**



**Purvi Sheth** 



40+ Yrs of Experience Skill & Expertise

- Human Resource Management
- Leadership Management



**Ameet Desai** 

#### **30+** Yrs of Experience Skill & Expertise

- · Business strategy & Policies
- Finance
- · Regulatory Compliance



Rajnish Kumar



#### 40+ Yrs of Experience Skill & Expertise

- Banking
- Corporate credit & project finance



Maheshwar Sahu

40+ Yrs of Experience

· Strategic Management

· Corporate Governance

Skill & Expertise



**Praveen Garg** 

- Skill & Expertise Corporate Strategy
- Finance
- ESG & Climate Change

#### Non-Independent Directors



**Gautam Adani** Chairman

Skill & Expertise

- · Entrepreneurial Vision
- Business Leadership



Karan Adani Director

### 10+ Yrs of Experience

- Skill & Expertise
- Industry expert Strategic development
- Operational efficiency



**Ajay Kapur** Managing Director

#### 30+ Yrs of Experience Skill & Expertise

- Industry expertise
- Corporate Strategy
- · Business leadership



**Vinod Bahety** WTD and CEO

#### 25+ Yrs of Experience Skill & Expertise

- Banking & Finance
- Manufacturing
- Professional Entrepreneur
- Business Strategies & Policies



certification

to have share ownership



Training & Education – Min. 4 sessions in a year for education of IDs

Related Party Transactions - Independent 3rd party review &

**Management Ownership –** CEO and member of executive committees





# Historical Financial Performance | Consolidated Profit & Loss



Particulars	Unit	FY23 (15 M)	FY24	FY25	H1FY26
Revenue from Operations	₹Cr	38,937	33,160	35,045	19,464
Other Income	₹Cr	738	1,166	2,654	513
Total Income	₹Cr	39,675	34,326	37,699	19,977
Raw Material Cost	₹Cr	5,111	5,526	6,527	2,833
Employee Benefit Cost	₹Cr	1,857	1,353	1,403	823
Power and Fuel Cost	₹Cr	11,762	8,086	8,348	4,793
Freight and Forwarding Cost	₹Cr	9,524	8,001	8,301	4,486
Other Expenses	₹Cr	5,562	3,795	4,494	2,807
Total Operating Expenses	₹Cr	33,815	26,760	29,074	15,742
Operating EBITDA <sup>1</sup>	₹Cr	5,122	6,400	5,971	3,722
Depreciation and Amortization	₹Cr	1,645	1,628	2,478	1,684
Finance Costs	₹Cr	195	276	216	144
Taxes	₹Cr	705	1,161	764	(1,086)
Exceptional Items - Expense/ (Income)	₹Cr	319	(212)	21	183
Sub-total	₹Cr	2,864	2,854	3,480	924
Add: Share of Profit from Associates/ JVs	₹Cr	29	23	13	9
PAT	₹Cr	3,025	4,735	5,158	3,319

# H1FY'26 Insights

**35 MTPA** 

Volume

₹ 19,464 Cr

Revenue from Operations

₹ 3,722 Cr

EBITDA<sup>1</sup>

₹ 1,064/ Tonne\*

47

EBITDA/ Tonne

19.1%

**EBITDA Margin** 

1 – does not include other income

<sup>\*</sup> H1 FY'26 EBITDA for existing assets (Ambuja +ACC) stands at Rs 1,150/ton

# Historical Financial Performance | Consolidated Balance Sheet



Particulars	Unit	As on 31-Mar-23	As on 31-Mar-24	As on 31-Mar-25	As on 30-Sep-25
Assets					
Non-Current Assets					
Property, Plant and Equipments	₹Cr	14,729	19,987	24,656	31,933
Right of Use Assets	₹Cr	588	758	1,465	1,593
Capital Work-in-Progress	₹Cr	2,526	2,658	9,820	10,473
Goodwill	₹Cr	7,870	8,803	10,856	12,862
Other Intangible Assets	₹Cr	364	2,647	5,666	10,151
Other Non-Current Assets	₹Cr	6,397	6,285	8,772	7,041
Total Non-Current Assets	₹Cr	32,474	41,137	61,235	74,054
Current Assets					
Cash and Cash Equivalents	₹Cr	11,530	15,999	10,125	1,813
Inventories	₹Cr	3,273	3,609	4,248	5,397
Trade Receivables	₹Cr	1,154	1,190	1,590	1,858
Other Assets	₹Cr	3,290	3,169	3,747	5,588
Total Current Assets	₹Cr	19,247	23,966	19,710	14,656
Total Assets	₹Cr	51,721	65,104	80,945	88,710
Liabilities					
Equity					
Equity Share Capital	₹Cr	397	440	493	494
Other Equity	₹Cr	31,301	41,012	52,951	55,752
Non-Controlling Interest	₹Cr	7,058	9,391	10,368	13,247
Total Equity	₹Cr	38,757	50,843	63,811	69,493
Liabilities					
Borrowings	₹Cr	48	37	27	332
Trade Payables	₹Cr	2,774	2,964	2,759	3,742
Tax Liabilities	₹Cr	2,498	4,013	5,129	5,353
Other Liabilities	₹Cr	7,646	7,247	9,219	9,790
Total Liabilities	₹ Cr	12,965	14,261	17,134	19,217
Total Equity and Liabilities	₹Cr	51,721	65,104	80,945	88,710

## **Sept'25 Insights**

₹ 88,710 Cr Total Assets Base

₹ 1,813 Cr
Cash and Cash Equivalents

₹ 69,493 Cr

Net-worth

## **Debt Free**

AAA (stable)/ A1+
Ratings maintained by CRISIL



**Dhanvarsha** initiative recognised performance across the value chain through transparent, technology led rewards involving dealers, retailers, contractors, logistics partners, safety champions and their families. On 16th October, this event was participated by almost 175,000 partner members (online and offline)



**CEO Club** initiative launched to recognise top performing dealers, retailers, influencers, supply chain partners



Adani Cement **FutureX** launched as the industry's largest academia partnership with 400 academia encompassing 4 Lacs students to build human capital for Viksit Bharat 2047



NirmAAAnotsav – exclusive partnership programme in association with CREDAI progressing well with multi-city activation and events



First edition of **SamvAAAd** launched for our valued B2B partners from the cement and ready-mix concrete (RMX) segments - a collaboration to mutually shape the future of India's infrastructure and construction landscape

## **Accolades & Awards**











Adani Cement plants bag 10 awards including 'National Energy Leader' at 26th CII National Award for Excellence in Energy Management 2025

India's Most Trusted Cement Brand 2025' by TRA Research in its Brand Trust Report 2025; consecutively for 4th year in a row.

Recognised with the 'Best CX and Influencer Mastery' award at 12th Digital Customer Experience Confex & Awards 2025

Honoured with Safety Excellence Awards at the 7th Indian Chamber of Commerce National Occupational Health & Safety Awards





	AEL	Adani Enterprises Limited	NQXT	North Queensland Export Terminal	ENOC	Energy Network Operation Centre
	ATGL	Adani Total Gas Ltd	MnT.	MillionTonne	FI	Financial Institution
	APSEZ	Adani Ports and Special Economic Zone Limited	CLC	Clinker and Cement	RMX	Ready- Mix Concrete
	AESL	Adani Energy Solutions Limited	PLI	Production Linked Incentive	BCCI	Bulk Container Corporation of India
	APL	Adani Power Limited	TCO	Total Cost Basis	PMT	Per Metric Tonne
	AGEL	Adani Green Energy Limited	AFR	Alternate Fuels and Raw Material	CONCOR	Container Corporation of India Limited
	AAHL	Adani Airport Holdings Limited	WHRS	Waste Heat Recovery System	FPC	Farmer Producing Company
	ARTL	Adani Roads Transport Limited	MTPA	Million Tonne Per Annum	GCC	Global Capability Centre
	ANIL	Adani New Industries Limited	ВСТ	Bulk Cement Terminal	EPC	Engineering, Procurement and Construction
	AWL	Adani Wilmar Limited	IHB	Individual Home Builder	CU	Clinkerization Unit
	ADL	Adani Digital Limited	GU	Grinding Unit	DJSI	Dow Jones Sustainability Index
	NDTV	New Delhi Television Ltd	EC	Environment Clearance	CDP-CC	CDP Climate Change
	AIMSL	Adani Infra Mgt Services Pvt Ltd	O&M	Operations & Maintenance	CDP-WS	CDP Water Security
	OCL	Orient Cement Limited	PSU	Public Sector Undertaking	UNSDG	United Nations Sustainable Development Goals
	GDP	Gross Domestic Product	NBFC	Non-Banking Financial Company	BCFC	Bottom Discharge Wagon
	MSCI	Morgan Stanley Capital International	GCCA	Global Cement Concrete Association	WASH	Water, Sanitation & Hygiene
	NABARD	National Bank For Agriculture And Rural Development	ESG	Environmental, Social & Governance	ABS	Association of Brest Surgeons
	LC	Letter of Credit	B2C	Business to Consumer	ABSI	Association of Breast Surgery, India
	RRWHS	Rainwater Harvesting System	SEDI	Skill and Entrepreneurship Development Institute	NRC	Nomination and Renumeration Committee
	SBTi	Science Based Targets initiatives	SHG	Self Help Group	NRC	Nomination and Renumeration Committee
	SD	Sustainable Development	TSR	Thermal Substitution Rate	DWT	Deadweight Tonnage
	CSR	Corporate Social Responsibility	OPC	Ordinary Portland Cement	CREDAI	Confederation of Real Estate Developers' Associations of
ICC	ICC	Indian Chamber of Commerce	NCD	Non-Communicable Diseases	CREDAI	India
						E1





## **Management Representation**

- Mr. Vinod Bahety Chief Executive Officer
- Mr. Rakesh Tiwary Chief Financial Officer

### Details of the conference call

Time: 4:00 PM IST on Monday, November 03, 2025

Conference dial-in:				
Universal	+91 22 6280 1552			
	+91 22 7115 8370			
Hong Kong	800 964 448			
Singapore	800 101 2045			
Australia	0 080 014 243444			
UK	0 808 101 1573			

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### For further info, please contact:

### CA Deepak Balwani

Head, Investor Relations deepak.balwani@adani.com

#### Ambuja Cements Limited

Registered office: Adani Corporate House, Shantigram, Near Vaishno Devi Circle, S.G. Highway, Ahmedabad – 382421. Ph: +91 79265 65555; www.ambujacement.com; CIN: L26942GJ1981PLC004717