

# Media Release

## Highlights

Profit before tax rose by 36% in 2019 year-on-year; 20% in Quarter 4 2019 year-on-year

Operating EBITDA higher by 18% in 2019 year-on-year; 11% in Quarter 4 2019 year-on-year

## Consolidated Financial Results for Quarter 4 and Year Ended December 31, 2019

		Quarter Oct-Dec 2019	Quarter Oct-Dec 2018	Change (%)	Year Jan-Dec 2019	Year Jan-Dec 2018	Change (%)
Sales Volume – Cement	Million Tonnes	7.76	7.47	4%	28.89	28.37	2%
Sales Volume – Ready Mix Concrete	Million Cubic metres	0.93	0.86	8%	3.53	3.16	12%
Net Sales	₹Crore	3,970	3,789	5%	15,343	14,477	6%
Operating EBITDA <sup>#</sup>	₹Crore	541	488	11%	2,413	2,048	18%
Profit before Tax <sup>#</sup>	₹Crore	413	343	20%	2,053	1,510	36%
Profit after Tax	₹Crore	273	232 <sup>\$</sup>	18%	1,378	1,020 <sup>\$</sup>	35%

<sup>#</sup> Includes employee separation cost of ₹23 Cr for Q4'18 & ₹70 Cr for the full year 2018  
<sup>\$</sup> Excludes write-back of ₹501 Cr relating to tax provisions of earlier years

"We continue on our strong growth trajectory and have delivered a robust performance. Expansion in EBITDA has been supported by growth in premium products, higher value added services in our Ready Mix Concrete business and efficiencies in manufacturing, supply chain and support functions.

Our expansion projects are well on track. We welcome the Government's National Infrastructure Pipeline which will boost economy and the cement demand." **said Neeraj Akhoury, Managing Director & CEO**

## Performance

In a softer market environment, Net Sales during the quarter increased by 5% to ₹3,970 Crore compared to ₹3,789 Crore for the same quarter last year supported by sales and marketing initiatives. Operating EBITDA for the quarter registered a growth of 11% to ₹541 Crore as against ₹488 Crore during the previous year's quarter on the back of internal efficiencies.

Input cost optimized through better material source mix optimization and supply chain management. Freight & Forwarding cost reduced year-on-year due to improvement in logistics efficiency.

## Ready Mix Concrete

The company's ready mix concrete business continued to register robust growth of 12%. Value Added Products & Services (VAPS) showed a strong growth @52% year-on-year.

Fifteen new plants were commissioned bringing ACC's operating ready mix plants in India to 90 which contributed to the volume growth.



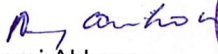
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### Dividend

The Board of Directors has recommended payment of dividend at ₹ 14/- per share of ₹ 10/- aggregating to ₹ 262.90 Crore.

### Outlook

The Government's major announcement to grant full tax exemption for sovereign wealth funds for investments in infrastructure projects along with abolition of Dividend Distribution Tax will be positive for new investments in the sector and help in revival of Cement demand. The recently announced ₹102 lakh Crore of infrastructure projects, under the National Infrastructure Pipeline (NIP) that will be implemented in the next five years is also expected to drive cement demand.

  
Neeraj Akhoury  
Managing Director & CEO  
February 7, 2020



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### **About ACC**

ACC Limited, a member of the LafargeHolcim Group, is one of India's leading producers of cement and ready mix concrete. It has over 6,600 employees, 17 cement manufacturing sites, 90 concrete plants and a nationwide network of over 50,000 retail outlets to serve its customers. With a world-class R&D centre in Mumbai, the quality of ACC's products and services, as well as its commitment to technological development, make it a preferred brand in building materials. Established in 1936, ACC is counted among the country's 'Most Sustainable Companies' and is recognised for its best practices in environment management and corporate citizenship.