



Q1'18 Results



Investor Presentation

April 18, 2018

1	Cement Industry Update
2	Performance Levers
3	Financial Highlights

Cement Industry

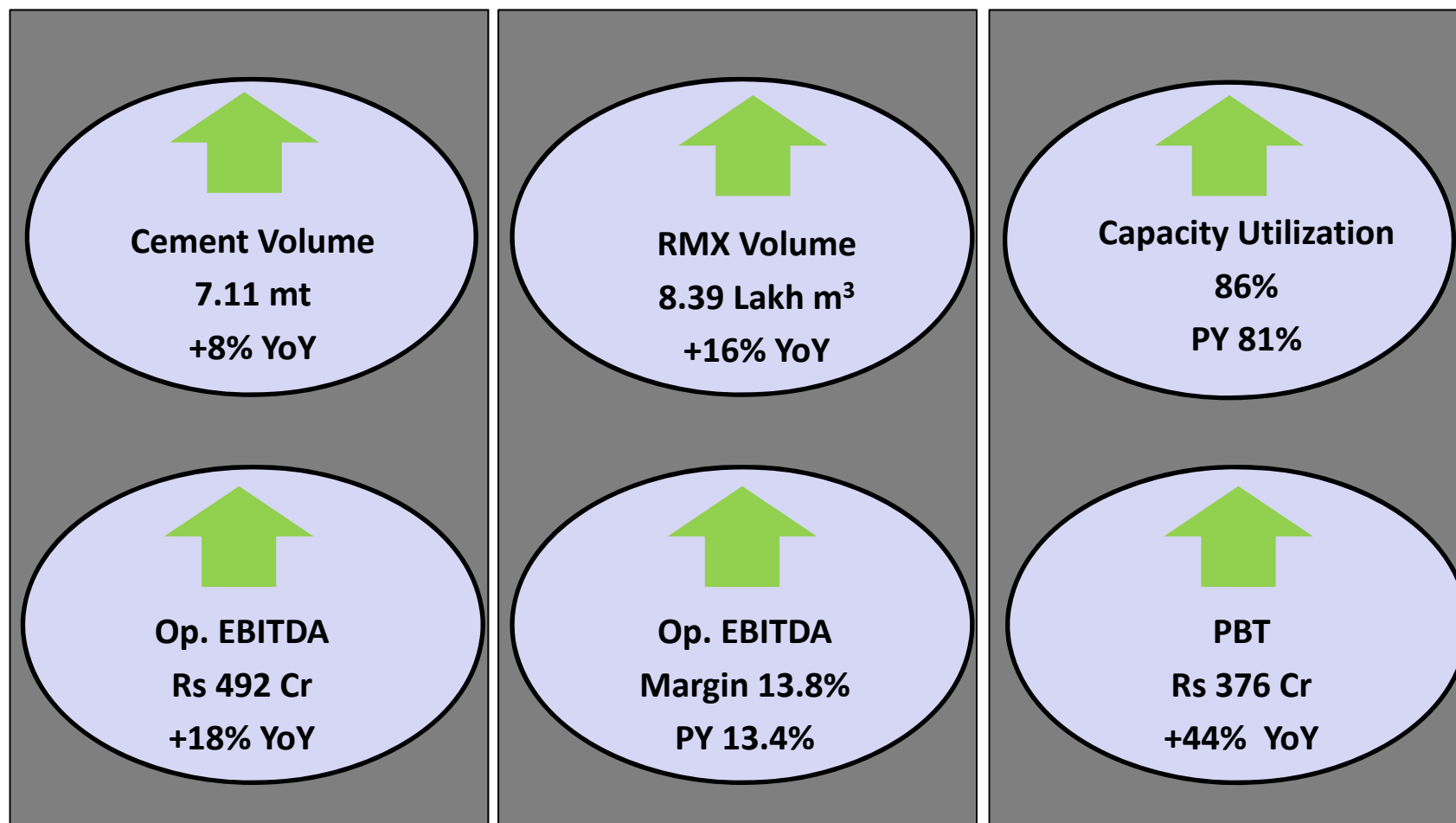
- ❑ **Cost pressure remains elevated** for the industry; **sharp rise** in energy and freight costs due to higher petcoke, coal and diesel prices
- ❑ Sharp **rise in slag prices**
- ❑ **Sand** availability improved
- ❑ Coal **availability impacted** industry **adversely** due to cut in rake availability to non-power sector
- ❑ Coal India **mulling investment** of ~ Rs 20,000 Cr in next 5 years to buy ~ 2000 rakes to address rake availability issues
- ❑ Improving sand availability in impacted states could **help improve demand** in ensuing months
- ❑ Housing demand (60% of overall cement demand) still **remains weak**
- ❑ **Revival** of construction sector could act as a bump up to overall investment demand in the economy
- ❑ Government's **higher outlay** for infrastructure and rural economy expected to boost consumption, production and investments
- ❑ **Overall demand** seeing **visible recovery** driven by execution of 'Housing for All' program, sustained infra spends and some uptick in rural housing



Contents

1	Cement Industry Update
2	Performance Levers
3	Financial Highlights

Performance Levers – Q1'18



Growth sustained
Volumes increased, Op. EBITDA & Margin improved, PBT up



Contents

1	Cement Industry Update
2	Performance Levers
3	Financial Highlights

IND AS Result - Consolidated

Particulars	UoM	Q1'17	Q1'18	Change vs PY
Net Sales	Rs Cr	3108	3557	14%
Op. EBITDA	Rs Cr	417	492	18%
<i>Op EBITDA Margin</i>	<i>%</i>	<i>13.4</i>	<i>13.8</i>	<i>40 bps</i>
Profit Before Tax (PBT)	Rs Cr	261	376	44%
Tax Expenses	Rs Cr	50	125	152%
Profit After Tax (PAT)	Rs Cr	211	250	19%
<i>Earning per Share (EPS)</i>	<i>Rs/share</i>	<i>11.24</i>	<i>13.33</i>	<i>19%</i>

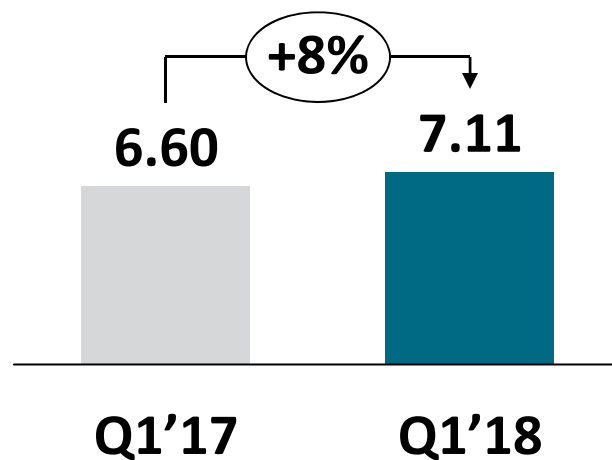
Financial Position

Rs Cr

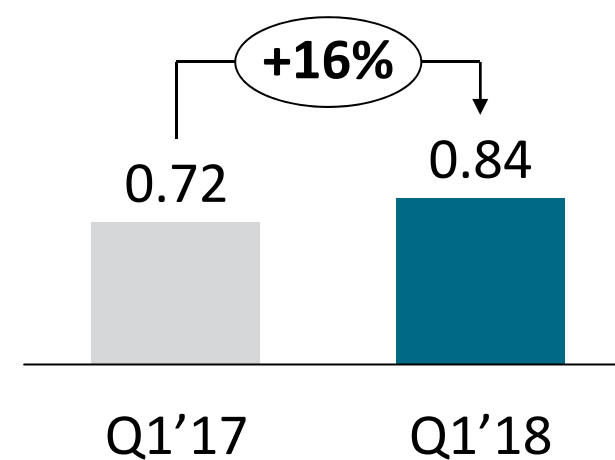
Particulars	Standalone	
	31.12.17	31.03.18
Shareholders Funds	9,365	9,613
Non current Liabilities	683	744
Current Liabilities	4,841	4,484
Equity & Liabilities	14,889	14,841
Fixed Assets	7503	7433
Non current investment	230	230
Non current loan and advances	216	195
Other non current assets	1322	1472
Current Assets	5,618	5,511
Assets	14,889	14,841

Sales Volume

Cement (Mio T)



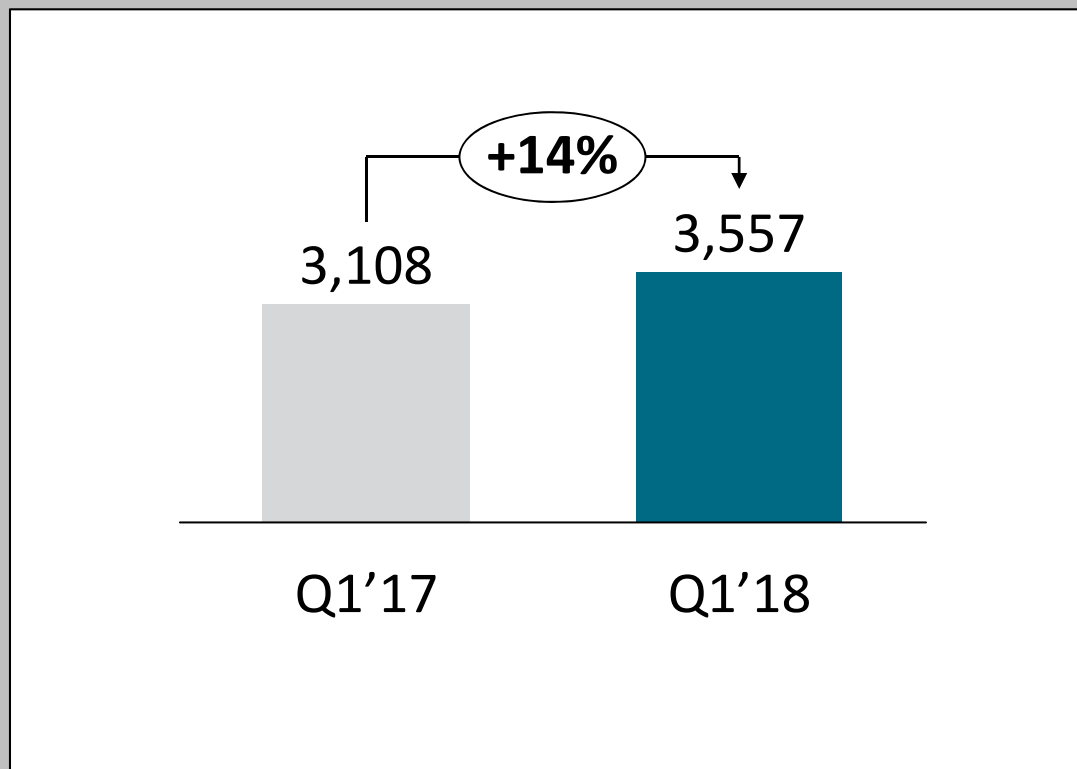
Ready mix (Mio m3)



Volume grown across regions

Higher growth in premium products volume (18%)

Ready mix business double-digit volume growth sustained

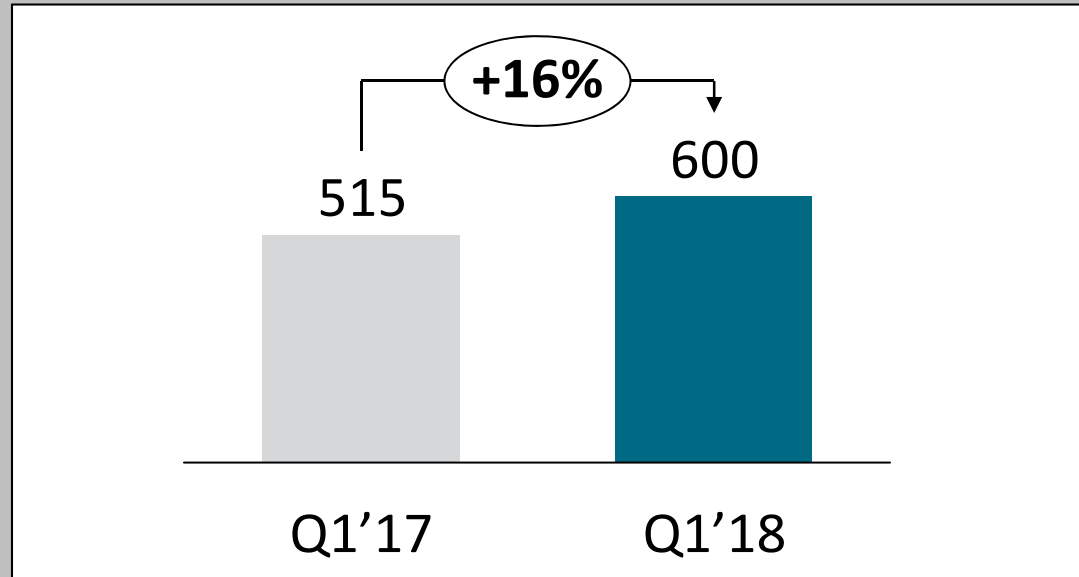


Net sales grew despite market challenges



Cost of Material Consumed

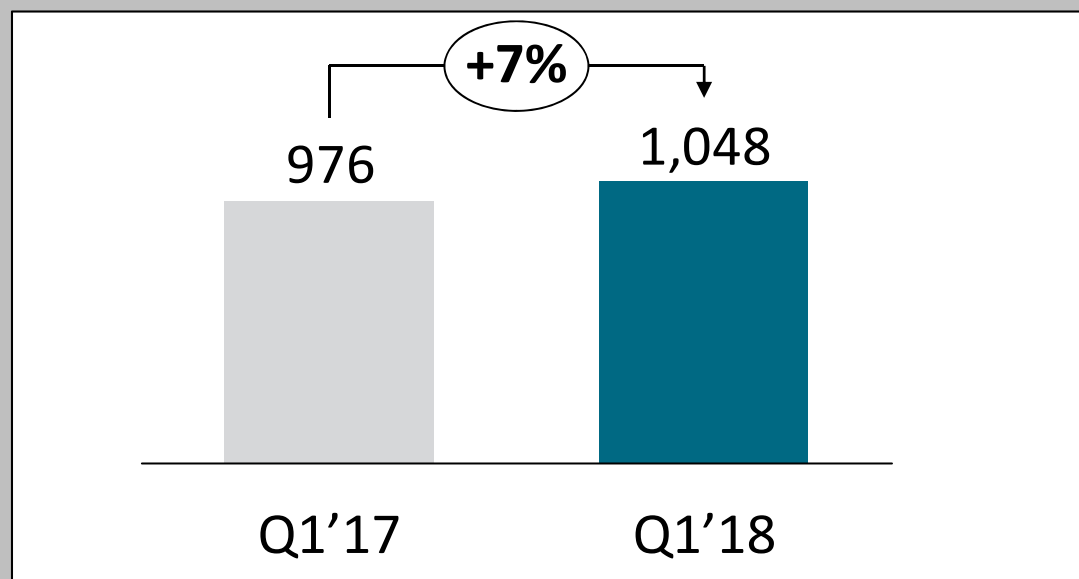
[Rs/t Cement]



65% of the cost increase on account steep rise in slag prices

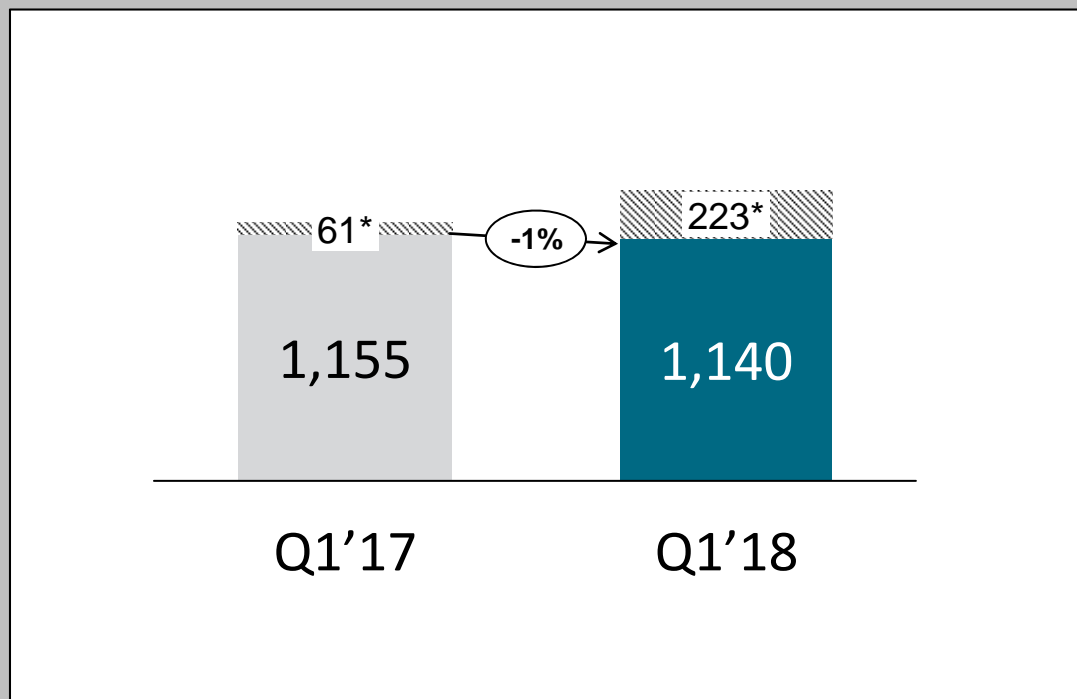
Flyash Cost increased on account of long lead sourcing in order to meet additional requirement

Gypsum - source mix optimization helped lower cost burden



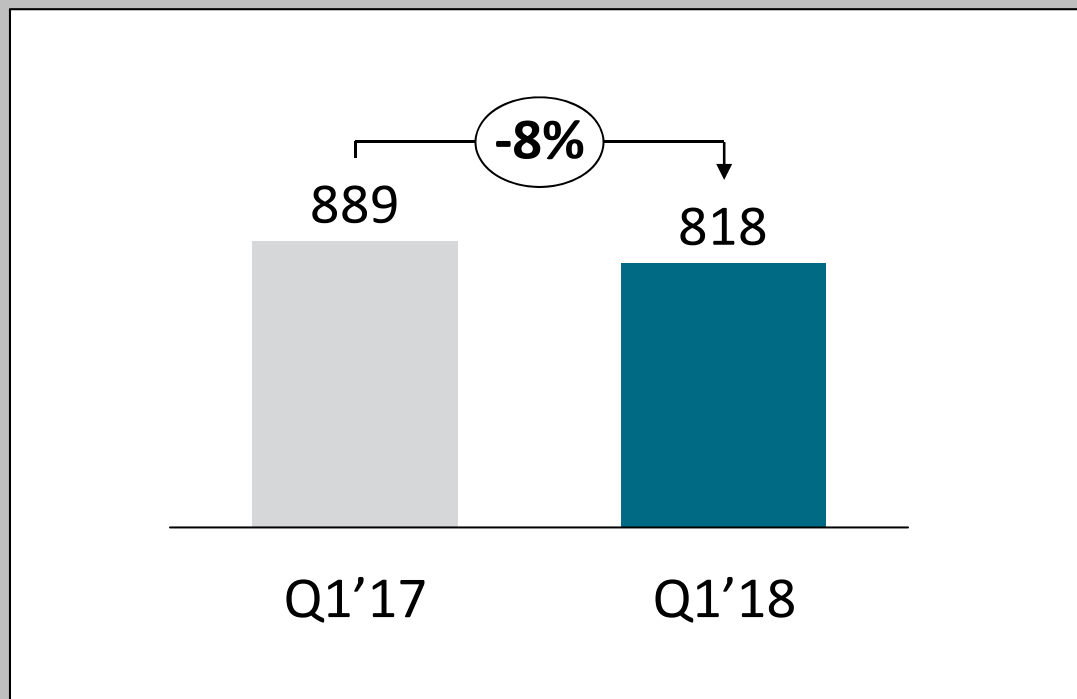
Energy efficiency improved

Soaring coal/petcoke prices and lower availability of FSA linkage coal drove power & fuel cost up



Cost maintained below previous year despite diesel price hike and volume growth

* impact of change in commercial terms (Ex to FOR delivered)



Absolute cost below previous year



Strong Brand - Product and Service Portfolio

Cement

Retail

B2B

80%

20%

Products



Base Range



Premium Range



GBC Bricks



Bulk Cement

Services



On-site services



Construction Ka Doctor & In-store services



Consumer & Dealer Mobile Apps & Digital Services



B2B Services



Strong Brand - Product and Service Portfolio

Across B2B segments – Mid & High Rise, Roads, Commercial Segment, Other Infrastructure

Ready Mix Concrete

Products



Regular RMX (M5 to M60)

ACC Supercrete

ACC Ecocrete

UTWT 24
Integrated . Solid . Firm Solutions

ACC Coolcrete

Fibrecrete

ACC Jet-setcrete

ACC Flowcrete

Value Added Products

ACCOPlast

ACCOFIX

Allied Products

Services


Dedicated Plants

Operation and
Maintenance Projects


Pumping and Lifting
services



ACC – An Extraordinary Journey




ACC - AN EXTRAORDINARY JOURNEY



**CONNECTING
PEOPLE, LIVES.**


The Qazigund-Banihal high-altitude twin tunnel in Jammu & Kashmir, sculpts an 8.5 kms. long path through the mighty Himalayas. A marvel of human endeavour and engineering, it stands on the tough and resilient shoulders of ACC Cement. Ensuring all-weather connectivity and shrinking travel by 70 kms. through harsh mountain terrain, this road will be 'a dream come true' for people in the valley.



Cementing Relationships


www.acclimited.com www.acchelp.in
f/ACCInd You Tube /ACCementOfficial

ACC Limited / India




ACC - AN EXTRAORDINARY JOURNEY

**LIGHTING UP
LIVES. FUTURE.**



ACC is a vital, trusted part of numerous landmark projects in thermal and hydro power, energy, dams and canals. Take the Sainj Hydro-Electric Power Project in Himachal Pradesh. Engineering expertise and seamless teamwork led to pumping of concrete made of ACC cement, to a World Record distance. All so that a little girl in a remote village could study and expand her horizons.



Cementing Relationships

www.acclimited.com www.acchelp.in
f/ACCInd You Tube /ACCementOfficial

17

17



ACC – An Extraordinary Journey



ACC - AN EXTRAORDINARY JOURNEY




**SAFE.
FAST.
AND CONVENIENT.**

Literally flying over the congested roads and traffic jams, mass transportation systems like the Metro Rail, are a boon for urban India. ACC is playing a pivotal role in helping build a robust transport infrastructure that is safe and dependable, convenient and saves valuable time of millions of travellers.


 /ACCInd,  ACCCementOfficial
www.accind.com, www.acc.in

Cementing Relationships **ACC**
cement

ACC Limited / India






ACC - AN EXTRAORDINARY JOURNEY



**MELTING HEARTS IN
FREEZING COLD.**

Sub-zero temperatures, frozen environs, everything white-washed with snow. Amid these hostile circumstances, the first Indian expedition to Antarctica, raised the Indian flag on a pedestal with a special cement-scientifically developed by ACC - that could set under extreme climatic conditions.

 www.acclimited.com www.acchelp.in
 /ACCInd,  /ACCCementOfficial

Cementing Relationships **ACC**
cement

18

18

Cautionary statement regarding forward looking statements

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) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic 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. ACC assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise.