

Media Release

Consolidated Financial Results for Third Quarter (July-September) 2018

		Quarter Jul-Sept 2018	Quarter Jul-Sept 2017	Change (%)	Nine months Jan-Sept 2018	Nine months Jan -Sept 2017	Change (%)
Sales Volume – Cement	Million Tonnes	6.55	5.96	10	20.90	19.29	8
Sales Volume - Ready Mix Concrete	Million Cubic Metres	0.73	0.65	12	2.29	1.96	17
Net Sales	₹Crore	3364	3054	10	10689	9492	13
Operating EBITDA	₹Crore	444	416	7	1560	1469	6
Profit before Tax	₹Crore	308	266	16	1167	1009	16
Net Profit after Tax	₹Crore	209	182	15	788	719	10

Highlights of July-September 2018

- Cement Volume growth at 10%
- Ready mix concrete volume growth at 12%
- Net Sales up by 10% to ₹3364 Cr
- Operating EBITDA improved by 7% to ₹ 444 Cr
- Profit Before Tax and Profit After Tax grew by 16% & 15% respectively

"We have delivered healthy volume growth at 10% and revenue growth of 10% year-on-year. Net profit grew 15% demonstrating that our strategy of pursuing profitable growth and productivity improvement is paying off, as is our focus on value-added premium products designed to address specific customer needs. Despite continuing input cost headwinds, ACC has delivered consistent positive financial performance. We are also encouraged by the government's push on infrastructure and affordable housing which is driving growth in cement demand", said Neeraj Akhoury, Managing Director & CEO.

Performance

The company grew cement sales volumes by 10% during the quarter spurred by higher demand. Net sales during the quarter rose by 10% to ₹3364 Crore compared to ₹3054 Crore for the same quarter last year.

The company's Ready Mix concrete sales volumes grew 12% driven by an increase in the sale of value added products and the addition of 8 new plants across the country.

While costs of input materials such as coal, petcoke, diesel and slag continued to increase, they were partly offset by improvements in operating efficiencies and productivity.



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Outlook

ACC will continue to maintain its focus on operating efficiencies to improve performance. Demand drivers including growth in affordable and rural housing segments as well as infrastructure projects will remain healthy. We are optimistic that cement demand growth will strengthen in the coming year.

Neeraj Akhoury
Managing Director & CEO

October 17, 2018
Mumbai

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 7,400 employees, 17 cement manufacturing sites, 62 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.