



Q1'17 Results



Investor Presentation
April 21, 2017



Contents

1	Economy & Cement Industry Update
2	Q1'17 Volume Growth
3	Launch of New Products
4	Performance Analysis



Economy & Cement Industry Update

Economy

- ✓ GDP growth pegged @ 7.2%* in 2017 & @ 7.7%* in 2018
- ✓ Strong fundamentals and robust foreign inflow
- ✓ Spending by middle class population driving growth
- ✓ Diversified economy providing various investment opportunities
- ✓ “GST” – could usher in significant efficiencies and benefits in logistics
- ✓ Benign inflation, softer interest rates and currency strengthening
- ✓ Rising investments in infrastructure and developments projects

- ✓ Infrastructure construction (viz. roads) driving cement demand
- ✓ Eastern India witnessing sizeable spurt in cement demand aided by government’s “Housing for All” scheme
- ✓ Wagon shortage due to coal movement and shortage of locomotives mainly in East region
- ✓ Availability of flyash and slag not matching with overall cement growth
- ✓ Increasing trend in petcoke prices
- ✓ New environmental regulations effective 1st April’17

Cement Industry

* Source: RBI
ACC Limited / India



Contents

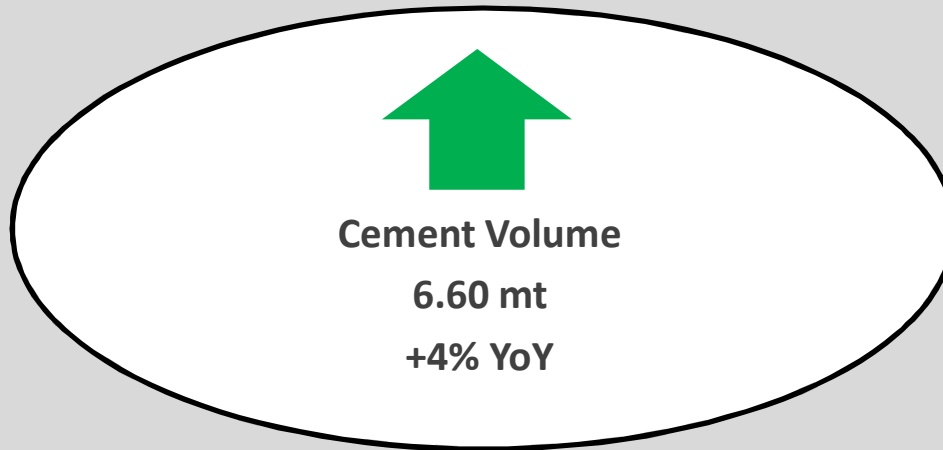
1 Economy & Cement Industry Update

2 Q1'17 Volume Growth

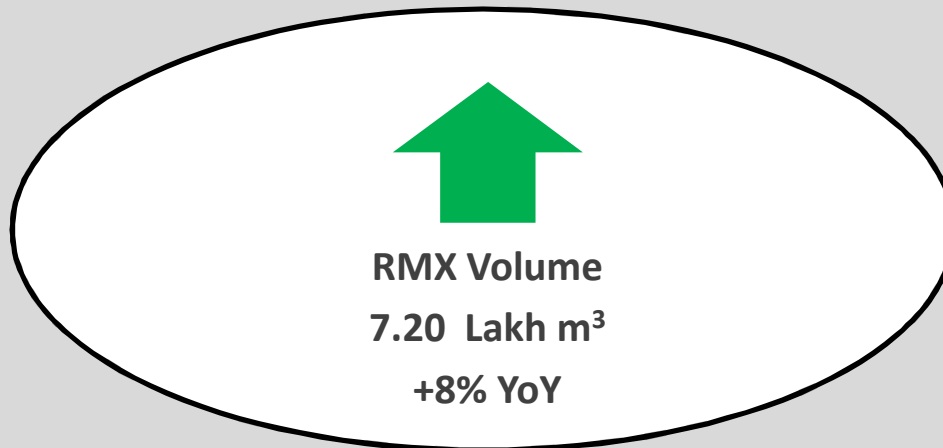
3 Launch of New Products

4 Performance Analysis

Q1'17 Volume Growth



... supplemented by additional volume sold from expanded capacity at Jamul & Sindri



... driven by higher productivity & increased participation in infrastructure projects



Contents

1	Economy & Cement Industry Update
2	Q1'17 Volume Growth
3	Launch of New Products
4	Performance Analysis



Launch of New Products

ACC Suraksha - a world class offering that provides high strength, impermeable concrete, for longer lasting structures



ACC HPC (High Performance Cement) - a specially engineered slag cement ideal for dense, corrosion-free and crack-resistant concrete.





Contents

1	Economy & Cement Industry Update
2	Q1'17 Volume Growth
3	Launch of New Products
4	Performance Analysis



Financial Result - Consolidated

Particulars	UoM	Q1'16	Q1'17
Sales (Net of excise duty)	Rs Cr	2884	3108
Op. EBITDA	Rs Cr	442	417
Op EBITDA Margin	%	15.3	13.4
Depreciation	Rs Cr	144	166*
Other income	Rs Cr	43	32
Finance cost	Rs Cr	18	24
Profit Before Tax (PBT)	Rs Cr	326	261
Tax Expenses	Rs Cr	94	50
Net Profit after Tax	Rs Cr	232	211
EPS	Rs/share	12.3	11.2

Adoption of Indian Accounting Standards (Ind AS) with effect from Jan 1, 2017. The figures for the quarter ended Mar 31, 2016 have also been restated as per Ind AS

* Includes additional depreciation during the current quarter on account of commissioning of Jamul & Sindri projects in H2'16



Financial Position

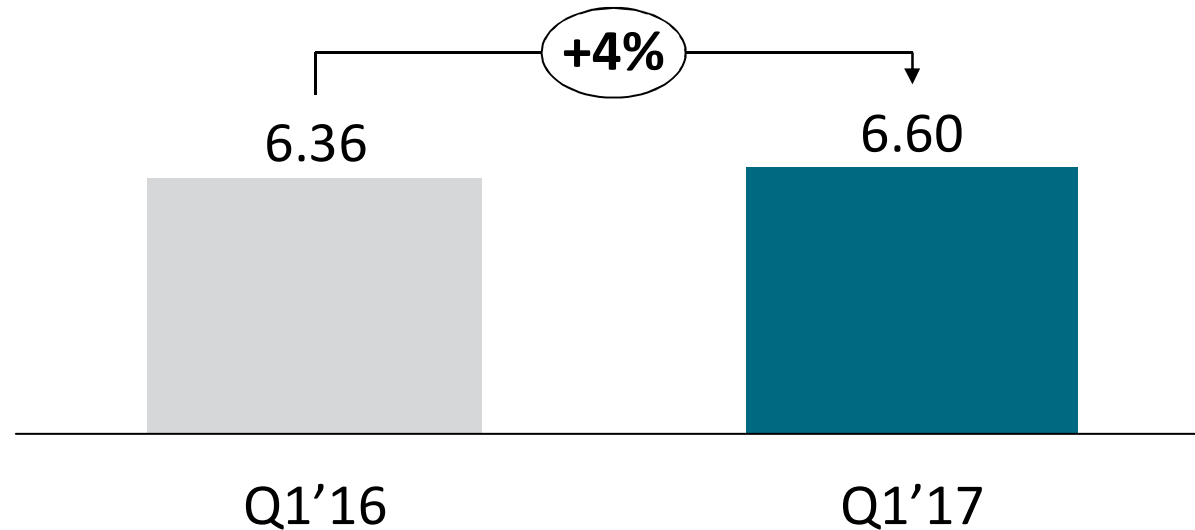
Rs Cr

Particulars	Standalone	
	31.12.16	31.03.17
Shareholders Funds	8832	8910
Non current Liabilities	589	658
Current Liabilities	4019	3895
Equity & Liabilities	13440	13463
Fixed Assets	7798	7680
Non current investment	259	230
Long term loan and advances	488	550
Other non current assets	836	828
Current Assets	4059	4175
Assets	13440	13463



Cement Sales Volume

[MioT]



Volume growth Q1'17 YoY by 4%

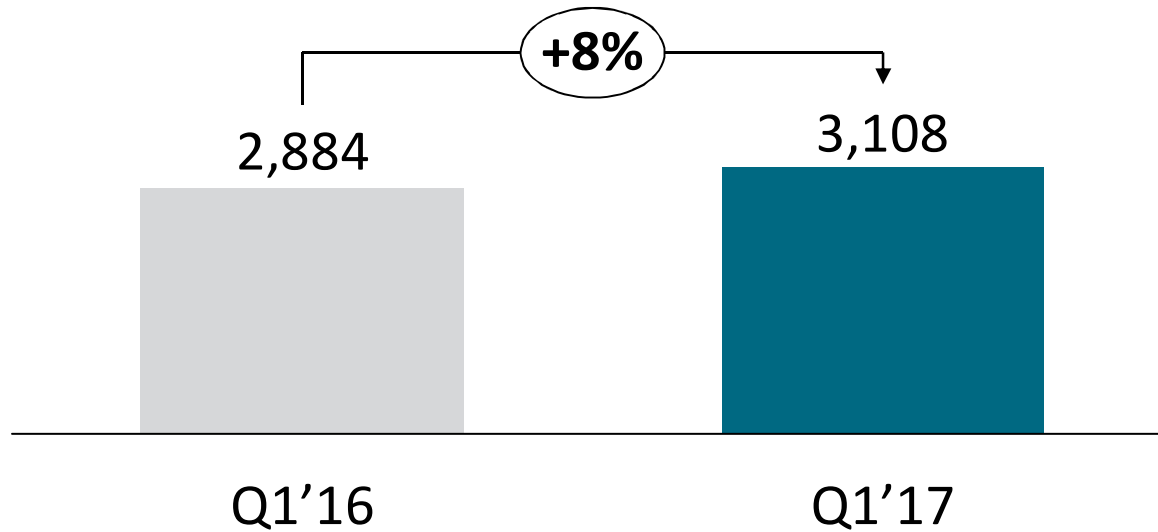
Premium products volume growth @ 16% YoY

Capacity utilisation @ 81% in Q1'17



Consolidated Sales (Net of excise duty)

[Rs Cr]



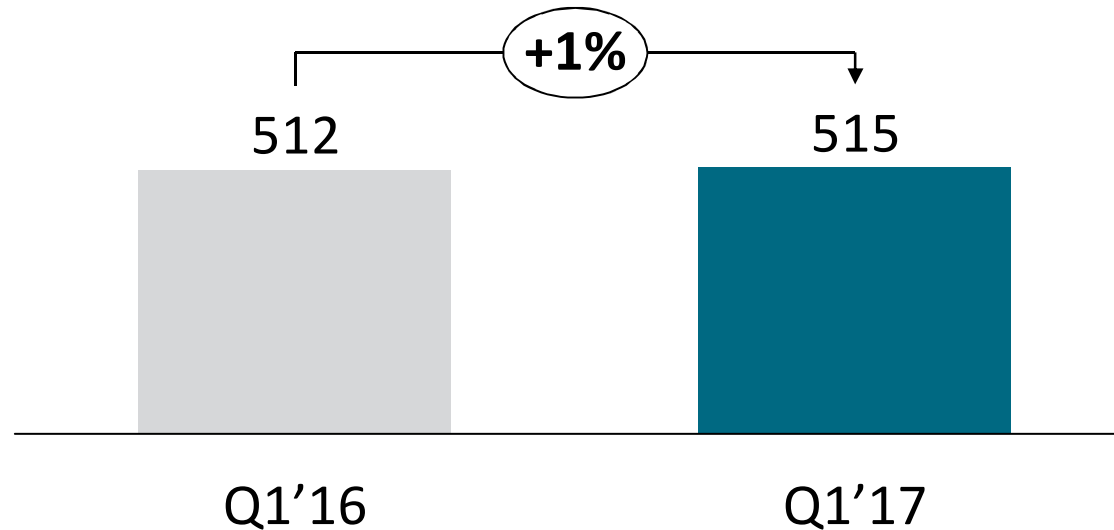
Cement Business sales gone up by 8%

RMX Business gone up by 11 %



Cost of Material Consumed

[Rs/t Cement]



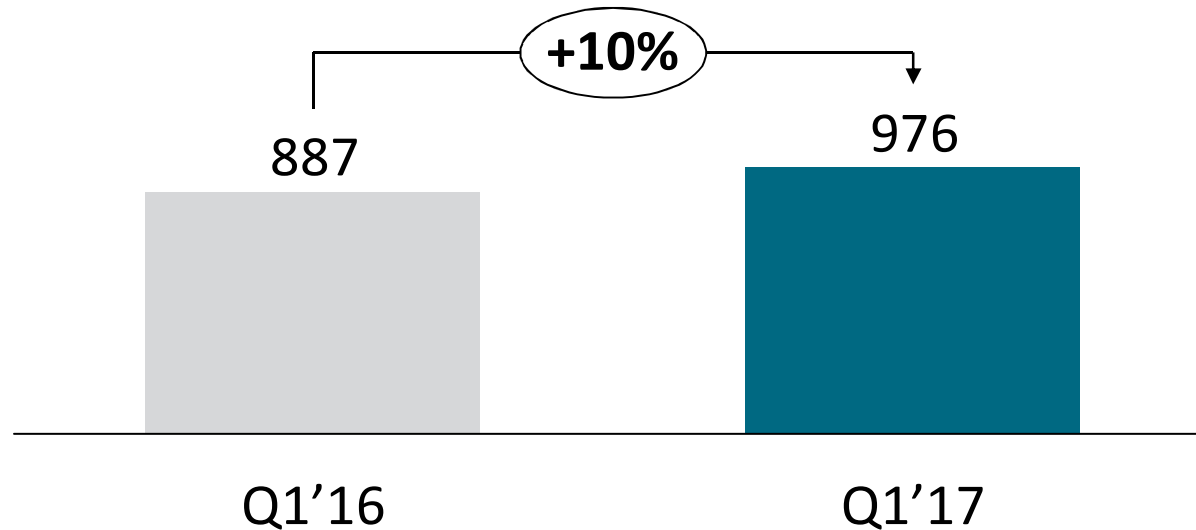
Shortfall in regular availability of flyash, part of which was met through procurement over longer leads entailing higher transportation costs.

Gypsum & raw mix optimization minimized the cost increase



Power & Fuel

[Rs/t Cement]



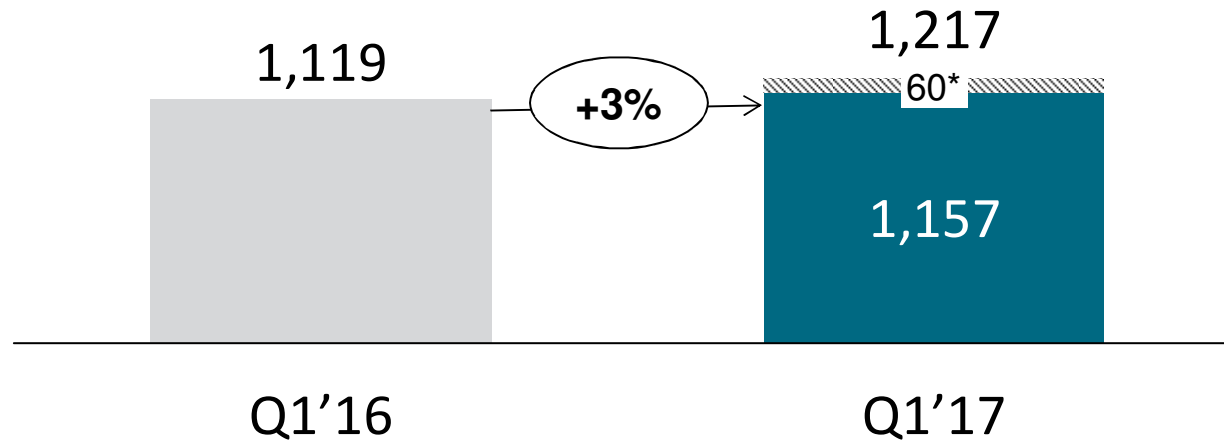
Petcoke usage increased to 65% from 48%

Fuel flexibility

Higher usage of Alternate fuels

Improvement in energy efficiency

Petcoke prices doubled resulted in higher cost



Reduction in rail freight - lead reduction, plant & market mix optimization

Hike in diesel price by ~25% - road freight up

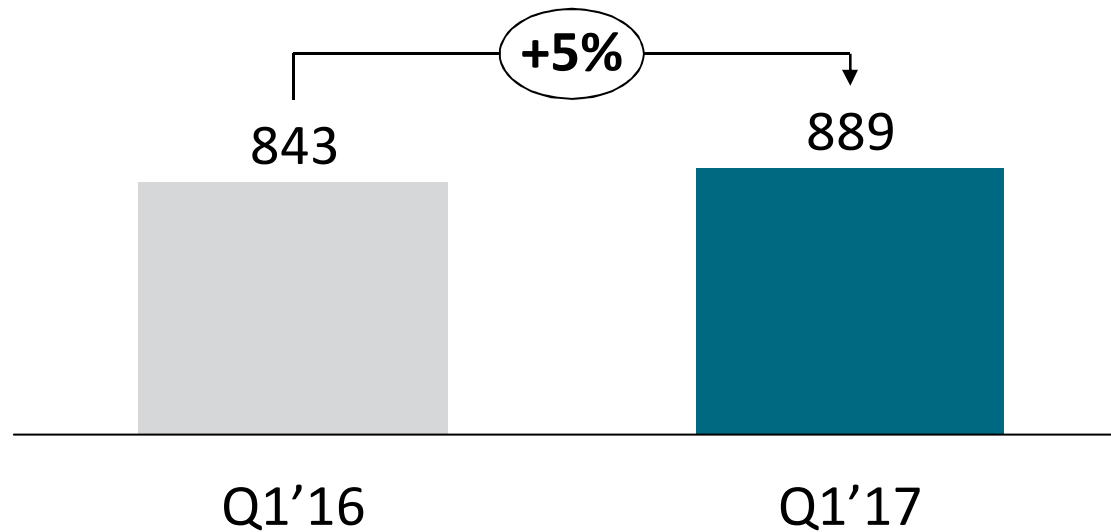
Higher freight for clinker

* impact of change in commercial terms (Ex to FOR delivered) during Q1'17



Other Expenses

[Rs/t Cement]



Maintenance cost increased due to kiln shutdown

Higher packing material cost due to increase in price of PP granules

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.