

Media Release

Consolidated Financial Results for Third Quarter (July-September) 2017

		Quarter Jul- Sept 2017	Quarter Jul-Sept 2016	Nine Months Jan -Sept 2017	Nine Months Jan-Sept 2016
Sales Volume – Cement	Million Tonnes	5.96	5.07	19.29	17.54
Sales Volume - Concrete	Million Cubic Metres	0.69	0.62	2.08	1.92
Net Sales	₹ Crore	3,054	2,435	9,492	8,147
Operating EBITDA	₹ Crore	416	282	1,469	1,191
Profit before Tax	₹ Crore	266	134	1,009	789
Net Profit after Tax	₹ Crore	182	90	719	568

Highlights of July-September 2017

- **Operating EBITDA improved by 47% to ₹ 416 Cr**
- **Profit Before Tax up by 98% to ₹ 266 Cr**
- **Net Sales up by 25% to ₹ 3054 Cr**

"ACC's results demonstrate our capacity to respond quickly and resolutely to changing market dynamics and execute strategies with focus and determination. Our approach to customers and operational efficiencies is taking shape with a positive impact on results.

ACC has delivered a strong net sales growth of 25%, EBITDA has improved by 47% and Profit Before Tax (PBT) has increased significantly by 98%, demonstrating positive operating leverage. This strong result has been achieved through an increased focus on premium products, improved customer service levels and by relentlessly driving productivity and cost optimization.

ACC is working with the LafargeHolcim group to adopt global best practices on commercial transformation and cost management. As one of India's leading cement companies, we believe that India continues to offer attractive opportunities for us to work with the Government's vision on smart cities and infrastructure" said Neeraj Akhoury, Managing Director & CEO.

ACC Limited, a member of the LafargeHolcim group of companies, is among India's leading manufacturers of cement and ready mixed concrete, with a countrywide network of modern cement plants, sales offices, dealers and retailers. In eight decades of its existence, ACC has been a pioneer and trend-setter in cement, concrete and sustainable development.

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1. Cement Business:

The Company delivered sales volume growth of 18% during the quarter. The stabilization of Jamul and Sindri plant capacities have contributed to this growth. Premium product volumes grew by 18% YoY.

Our productivity and operating efficiencies improved despite rising input costs from higher slag prices and fuel costs. Higher usage of imported and auctioned coal, caused by the limited availability of linkage coal, adversely impacted fuel costs. However, improved raw material mix and fuel mix optimization helped to partially neutralise the adverse cost impact.

2. Ready Mixed Concrete (RMX):

RMX Business maintained a steady growth trend of 11% over the same quarter of the previous year largely through supplies to diversified customer segments.

Two new commercial plants were commissioned at Mumbai and Pune and two dedicated projects were recently commissioned in Jharkhand. RMX now has 57 operational plants in India and concrete is being supplied to diversified customer segments such as High-Mid Rise, Individual Home Buyers (IHB), Metro, Power, Road Projects, industrial segments and more.

3. Outlook:

We expect that demand for cement and related products will stay favourable in the coming quarter spurred by the government's increased spending on infrastructure, particularly roads, highways and affordable housing. India is the second largest producer of cement in the world and we anticipate that the growth of the industry will mirror overall economic growth. We are confident about the structural robustness of the cement industry and maintain a positive outlook.



Sunil Nayak
Chief Financial Officer

Mumbai. October 17, 2017

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