



## Media Release

### Consolidated Financial Results for First Quarter (January-March) 2017

		Quarter Jan-Mar 2017	Quarter Jan-Mar 2016
Sales Volume – Cement	Million Tonnes	6.60	6.36
Sales Volume - Concrete	Million Cubic Metres	0.72	0.67
Sales (net of excise duty)	₹Crore	3108	2884
Operating EBITDA	₹Crore	417	442
Profit before Tax	₹Crore	261	326
Net Profit after Tax	₹Crore	211	232

#### Highlights

- Cement sales volume up 4% YoY
- Ready Mix Concrete volume up 8%YoY
- Launch of ACC Suraksha and ACC HPC– two new cement products
- Growth of premium cement products volume up 16%YoY

“With the launch of two new products this quarter, we continue to build our specialized building products segment, while investing in new capacity at our Jamul plant which is now fully commissioned and able to meet customer needs in the Eastern region of the country. As the Indian economy gains momentum, we are well positioned to reap the benefits of tax reform, and investments in infrastructure development and affordable housing”, said Neeraj Akhoury, Managing Director & CEO.

#### Cement Business

Cement volumes during the first quarter showed growth of 4% YoY as the impact of demonetization declined and benefits were delivered from ongoing customer excellence initiatives and higher sales from the expanded capacity at Jamul and Sindri Plant.

Two new products were launched in February 2017 reinforcing our commitment to the specialized product segment - ACC Suraksha, a world-class offering that provides high strength, impermeable concrete, for longer lasting structures and ACC HPC (High Performance Cement), a specially engineered slag cement ideal for dense, corrosion-free and crack-resistant concrete.

#### Ready Mixed Concrete

The Ready Mix Concrete volume grew 8% YoY driven by a steady increase in the sale of value-added products. In addition to residential and commercial markets, the Ready Mix business has contributed to nation-building infrastructure projects including Metro Railways in Mumbai, Delhi, Chennai and Nagpur besides power plants and road projects.

#### Financial Results

Sales (net of excise duty) in the quarter were ₹3108 crore as compared to ₹2884 crore in the same quarter of the previous year up by 8%.



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Cost of petcoke, coal, packing materials and freight hardened. There was a shortfall in regular availability of flyash, a part of which was procured over longer leads entailing higher transportation costs. As a result, Operating EBITDA in Q1 was ₹417 crore against ₹442 crore in the corresponding quarter of last year.

Profit before tax for the first quarter was impacted by a higher depreciation charge compared to the previous year on account of commissioning the Jamul/Sindri project in H2, 2016.

*The Company has adopted Indian Accounting Standards (Ind AS) with effect from January 1, 2017. The figures for the quarter ended March 31, 2016 have also been restated as per Ind AS.*

### Outlook

Increased government spending on infrastructure development, housing, roads, railways, irrigation and other schemes as announced in the Union Budget are expected to reinvigorate the construction sector and boost demand for cement and concrete during 2017.

R Nand Kumar  
Vice President – Corporate Communications

Mumbai. April 21, 2017

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### **About ACC**

ACC Limited, part of the LafargeHolcim Group, is one of India's leading producers of cement and ready mixed concrete. With 7800 employees, 17 cement manufacturing sites, 50 concrete plants, a nationwide network of over 50,000 retail outlets and an 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 it is recognized for its best practices in environment management and corporate citizenship.

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