

Media Release

ACC achieves sustainable performance in Q2 FY'25

Volume growth of 15% YoY, at 9.3 MnT, Highest volume in Q2 series in the last 5 years

Highest quarterly revenue of Rs. 4,614 Cr, up 4% YoY

Operating EBITDA at Rs. 436 Cr, 9.5% margin

Cash & Cash Equivalent at Rs. 2,921 Cr

Net worth increased to Rs. 16,725 Cr

EDITOR'S SYNOPSIS

- Operating cost at Rs. 4,486 PMT, improved by Rs. 297 (6%) YoY
- PMT EBITDA at Rs. 469, margin at 9.5%, reduced margin gap compared to peers
- PAT at Rs. 200 Cr
- EPS at Rs. 10.5 for the quarter
- Released Sustainability Report for FY'24,
- ACC has been recognised amongst 'Iconic Brands of India 2024' by The Economic Times

Ahmedabad, 24 October 2024: ACC Ltd., the most trusted legacy cement brand, one of India's largest cement and building materials company and part of the diversified Adani Group today announced sustainable financial performance for Q2 and first half-year (H1) of FY'25 on the back of volume growth, cost optimisation and improved efficiency parameters.

Mr. Ajay Kapur, Whole Time Director & CEO, ACC Ltd, said, "Our performance in Q2 reinforces our standing as a frontrunner in the cement industry. Our financial results this quarter – fuelled by higher volumes, cost optimization, increasing efficiencies, and agility – build the momentum for our growth strategy for FY'25 and beyond. Our growth is being driven by robust demand for high-quality cement products across all markets, as well as our continuous efforts to optimise operations and lead on all ESG parameters. Our leadership status is highlighted in our drive for operational excellence supported by innovation, sustainability, and a customer-centric approach. We continue to deliver strong value for our stakeholders as we aim for sustained profitability through our competitive advantage."

Operational Highlights

Particulars (YoY)	Q2 FY'25	H1 FY'25
Sales Volume (Clinker & Cement)	Growth of 15% YoY, at 9.3 Mn T, highest ever volume in Q2 series in last 5 years	Growth of 11% YoY, at 19.5 Mn T, highest ever volume in H1 series in last 5 years
Kiln Fuel Cost	Reduced by 15% (Rs. 1.85 to Rs. 1.57/'000 kCal)	Reduced by 17% (Rs. 2.00 to Rs.1.66/'000 kCal)
WHRS as a % of total power Consumption	Increased by 1.2 pp to 10.0%	Increased by 1.4 pp to 10.0%
AFR consumption in Kiln	Increased by 2.8 pp to 10.2%	Increased by 2.5 pp to 10.7%

- KPIs like volumes, efficiencies, cost and capex have shown healthy improvements in reinforcing cost leadership journey.
- Volume increased by 15% YoY supported by increase in trade volumes and higher premium product volumes (14% YoY), ensuring market leadership.
- Optimised Fuel Basket, improved linkage and captive coal consumption and synergies with Group companies have resulted in 15% reduction in Kiln fuel cost
- Thermal value reduced from 768 kCal to 735 kCal, expect further improvement in coming quarters.

Financial Highlights

- Highest ever revenue in Q2 series over last 5 years at Rs. 4,614Cr, driven by higher trade sales volume (up by 2%) and premium product as % of trade sales at 36% (up by 3.7 pp YoY)
- Operating EBITDA at Rs. 436 Cr, EBITDA margin at 9.5%.
- Cash & Cash equivalent at Rs. 2,921 Cr, with Net Worth at Rs. 16,725 Cr, up by Rs. 172 Cr during the current quarter
- EPS (Diluted) at Rs. 10.5 during the quarter.

Financial Performance for the Quarter ended September 30, 2024:

Particulars	UoM	Q2 FY'25	Q2 FY'24
Sales Volume (Cement and Clinker)	Million Tonnes	9.3	8.1
Sales Volume Ready Mix Concrete	Million M ³	0.61	0.64
Revenue from Operations	Rs. Cr	4,614	4,435
Operating EBITDA & Margin	Rs. Cr	436	549
	%	9.5	12.4
	Rs. PMT	469	676
Other Income	Rs. Cr	159	210
Profit before Tax	Rs. Cr	284	519
Profit after Tax	Rs. Cr	200	388
EPS (Diluted)	Rs. / Share	10.5	20.6

Financial Performance for the Half-Year ended September 30, 2024:

Particulars	UoM	H1 FY'25	H1 FY'24
Sales Volume (Cement and Clinker)	Million Tonnes	19.5	17.5
Sales Volume Ready Mix Concrete	Million M ³	1.28	1.41
Revenue from Operations	Rs. Cr	9,768	9,636
Operating EBITDA & Margin	Rs. Cr	1,115	1,320
	%	11.4	13.7
	Rs. PMT	571	753
Other Income	Rs. Cr	230	287
Profit before Tax	Rs Cr	768	1,145
Profit after Tax	Rs. Cr	559	854
EPS (Diluted)	Rs. / Share	29.7	45.4

ESG Updates

- ACC has released its Sustainability Report for FY'24, which is now available on the company's website
- The range of innovative products, including ACC ECOMaxX, ACC AEROMaxX, and ACC Coolcrete, continues to expand, adding to the wide array of eco-friendly options
- ACC is committed to achieving Net Zero by 2050. Ambuja and ACC are the only two cement companies in India undergoing Net Zero target validation from SBTi
- ACC achieved a TSR of 10.2% and Green energy usage of 14.1% in Q2 FY'25, significantly higher than the comparable figures in Q2 FY'24
- ACC utilized over 6.4 million tonnes of waste-derived resources in H1 FY'25, embracing the principles of a circular economy
- ACC is committed to planting 5.93 million trees by 2030, in alignment with the Adani Group's plan to plant 100 million trees
- ACC has created societal value for over 1.45 million people up to H1 FY'25 through various activities in education, healthcare, skill development, and sustainable livelihoods

Branding and Technical Services

- ACC launched new Brand Film 'The Bridge of Unity', honouring the glorious diversity of India on 78th Independence Day.
- ACC presents #BharoseKeSaathi, short documentary celebrating the stories of success of contractors associated with ACC over the years.
- Celebrated Engineer's Day by organising various activities during September month, including Concrete Talks, technical lectures, panel and group discussions.
- Conducted 'Skill Building Workshops' across various domains for ~8,900+ Contractors during H1 FY'25.

Digitalisation

- A state-of-the-art in-plant automation covering automated weighbridge operations, vehicle movement control and tracking, vehicle identification, intelligent order allocation, auto truck sequencing, and packing plant automation has been implemented across some plants
- 'Adani Cement Connect'- the Digital Sales platform allows dealers to place orders and check real-time outstanding payments, invoices, credit and debit notes
- 'Adani Rewards Connect' - the Digital Rewards platform – enables contractors, dealers, and retailers to check their loyalty gains and redeem them using the rewards catalogue
- The Company has made significant advancements in its digitalization journey by modernizing its network infrastructure and implementation of SD-WAN, resulting in faster order processing and quicker business transactions.

Outlook

Overall, industry expects improvement in demand in H2 FY 2025, which is likely to be driven by post monsoon pickup in construction and housing activity. Government's continued focus on infrastructure development - roads, highways, railways, and metros – will continue to remain as the key demand driver. Sanction of additional houses under the Pradhan Mantri Awas Yojana (Rural & Urban) along with increase in industrial and commercial capex is expected to meaningfully create future cement demand. We expect cement demand to register growth of 4-5% during FY 2025

Achievements

- ACC has been recognised amongst 'Iconic Brands of India 2024' by The Economic Times for the third year in a row
- ACC's Chanda plant recognised as 'Excellent Energy Efficiency Unit' while 4 other plants received the 'Energy Efficiency Unit' honours at the 25th CII National Awards for Excellence in Energy Management 2024
- ACC plants received Platinum and Gold Awards at the 6th ICC National Occupational Health and Safety Conference & Awards

About ACC Limited

ACC Limited, a subsidiary of Ambuja Cements, is one of India's leading producers of cement and ready-mix concrete. It is a member of the diversified Adani Group - the largest and fastest-growing portfolio of diversified sustainable businesses. ACC has 20 cement manufacturing sites, 89 concrete plants and a nationwide network of channel partners to serve its customers. With a world-class R&D Centre, 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 has been recognised as India's Most Trusted Cement Brand by TRA Research in its Brand Trust Report 2024 and among 'Iconic Brands of India 2024' by The Economic Times for the third consecutive year. ACC is counted among 'India's Top 50 companies contributing to inclusive growth' by SKOCH and has been recognised for its climate change mitigation commitments with a 'Leadership Score' of A- by CDP. With sustainability at the core of its strategy, ACC is the first Indian Cement Company to sign the Net Zero Pledge with Science Based Targets. ACC's innovative products are now enlisted in GRIHA product catalogue.

For media queries, please contact:	For investor relations, please contact:
Roy Paul	Deepak Balwani
Adani Portfolio	ACC Limited
Tel: 91-79-25556628	Tel: 91-79 68253847
roy.paul@adani.com	deepak.balwani@adani.com