

February 7, 2020

**National Stock Exchange  
of India Limited**  
Exchange Plaza, 5th Floor  
Plot No.C/1, G Block,  
Bandra Kurla Complex,  
Bandra (East), Mumbai 400 051  
Tel.: 2659 8235/36 8458  
**Scrip Code: ACC**

**BSE Limited**  
Corporate Relations  
Department  
P.J. Towers, Dalal Street  
Mumbai 400 001  
Tel.: 2272 8013/15/58/8307  
**Scrip Code: 500410**

ACC Limited  
Registered Office  
Cement House  
121, Maharshi Karve Road  
Mumbai - 400 020, India

CIN: L26940MH1936PLC002515

Phone: +91 22 3302 4321  
Fax: +91 22 6631 7458  
[www.acclimited.com](http://www.acclimited.com)

Dear Sirs,

**Sub: Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements)  
Regulations, 2015 - Investor Presentation**

In terms of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable provisions, please find enclosed the Investor Presentation Q4CY19 Results.

You are requested to take note of the same.

Yours Sincerely  
For **ACC Limited**

**Rajiv Choubey**  
Chief Legal Officer & Company Secretary  
ACS-13063

*Encl.: As Above*

# ACC



## Investor Presentation: Q4CY19 Results

Feb 07, 2020

Stock code: BSE: 500410 | NSE: ACC | Reuters: ACC.NS | Bloomberg: ACC:IN



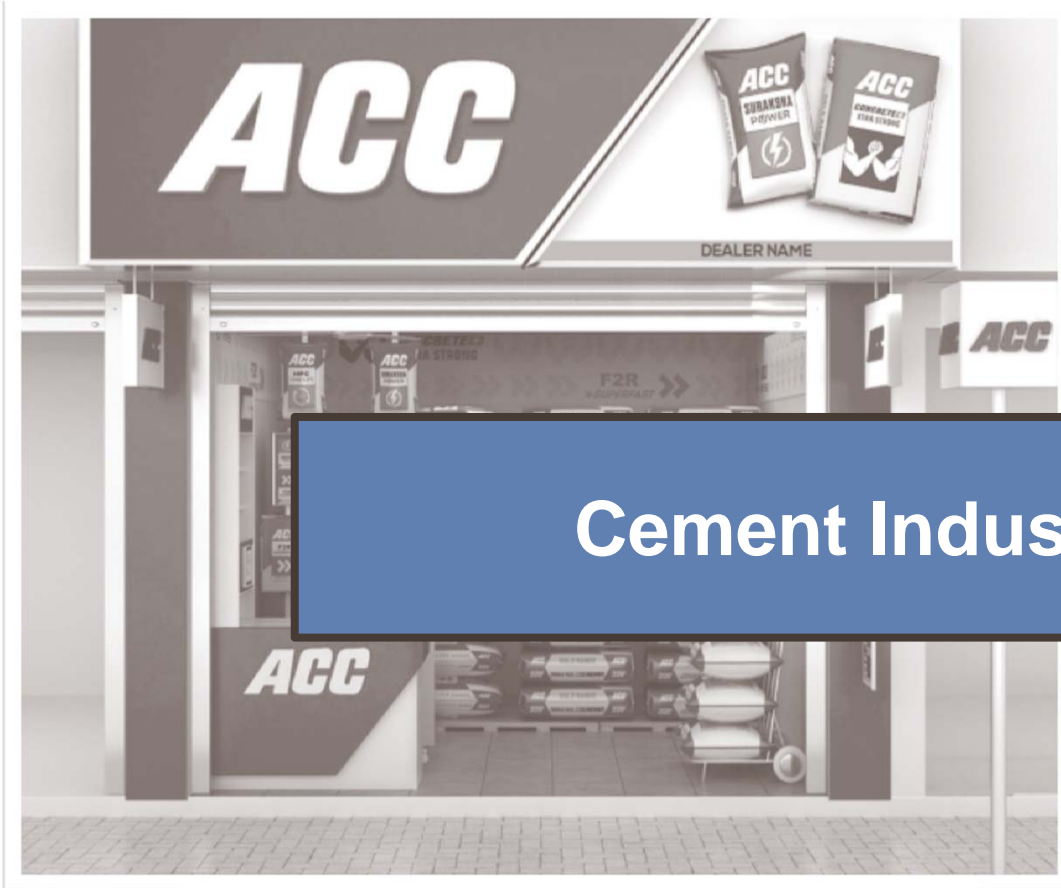
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# Cement Industry Update





## Cement Sector

Housing segment likely to drive cement demand in CY20

Budget allocation of Rs19,500 Cr under Pradhan Mantri Gram Sadak Yojana (PMGSY) for expansion of rural road network - positive for cement sector

Government strongly focused on infrastructure development

National Infra Pipeline of Rs 102 Lakh Cr for infrastructure projects over next five years to drive cement demand

Government plans to spend Rs 5 Lakh Cr on infrastructure development; expected to boost cement demand

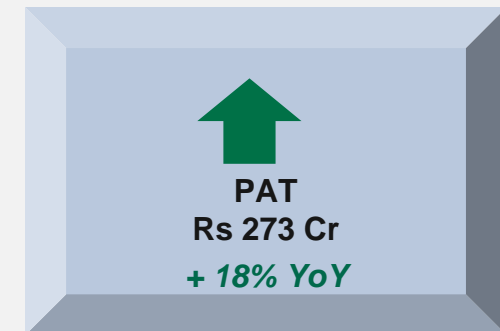
Source: CRISIL Report



# Performance Highlights



## Performance highlights – Q4'19



**Cement business delivered strong operating performance;  
Consistent strong growth in RMX business**



## Financial result – Consolidated

Particulars	UoM	Q4'18	Q4'19	Change
				YoY
Net Sales	Rs Cr	3,789	<b>3,970</b>	5%
<b>EBITDA<sup>#</sup></b>	<b>Rs Cr</b>	<b>488</b>	<b>541</b>	<b>11%</b>
Margin	%	12.9	<b>13.6</b>	0.7 pp
Profit Before Tax (PBT) <sup>#</sup>	Rs Cr	343	<b>413</b>	20%
Tax Expenses	Rs Cr	112 <sup>\$</sup>	<b>140</b>	25%
Profit After Tax (PAT)	Rs Cr	232 <sup>\$</sup>	<b>273</b>	18%
EPS (Normalised)	Rs/share	12	<b>15</b>	18%

<sup>#</sup> Includes employee separation cost during Q4'18 Rs 23 Cr

<sup>\$</sup> excludes Tax write-back of Rs 501 Cr pertaining to earlier years





## Financial result – Consolidated

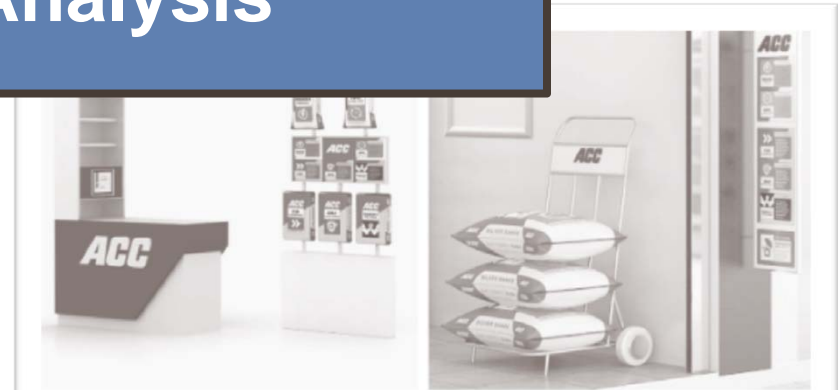
Particulars	UoM	2018	2019	Change YoY
Net Sales	Rs Cr	14,477	15,343	6%
<b>EBITDA<sup>#</sup></b>	<b>Rs Cr</b>	<b>2,048</b>	<b>2,413</b>	<b>18%</b>
Margin	%	14.1	15.7	1.6 pp
Profit Before Tax (PBT) <sup>#</sup>	Rs Cr	1,510	2,053	36%
Tax Expenses	Rs Cr	490 <sup>\$</sup>	675	38%
Profit After Tax (PAT)	Rs Cr	1,020 <sup>\$</sup>	1,378	35%
EPS (Normalised)	Rs/share	54	73	35%

<sup>#</sup> Includes employee separation cost during 2018 Rs 70 Cr

<sup>\$</sup> excludes Tax write-back of Rs 501 Cr pertaining to earlier years



# Performance Analysis





# Income Statement

Rs/ton

Particulars	Q4'18	Q4'19	Change per ton
Revenue	4,602	4,508	-94
Other Operating Income	139	107	-33
<b>Total income from operations (net)</b>	<b>4,741</b>	<b>4,615</b>	<b>-127</b>
<b>Expenses</b>			
Raw Material Consumed	664	426	-238
Power & Fuel Cost	1,010	916	-94
Logistics Cost	1,318	1,184	-135
Employee Cost	265	265	0
Other Expenses	803	708	-95
<b>Total Expenses<sup>#</sup></b>	<b>4,150</b>	<b>4,033</b>	<b>-117</b>
<b>EBITDA</b>	<b>592</b>	<b>582</b>	<b>-10</b>

<sup>#</sup> includes changes in inventories of finished goods, work-in-progress and stock-in-trade & Purchase of traded Cement



# Income Statement

Rs/ton

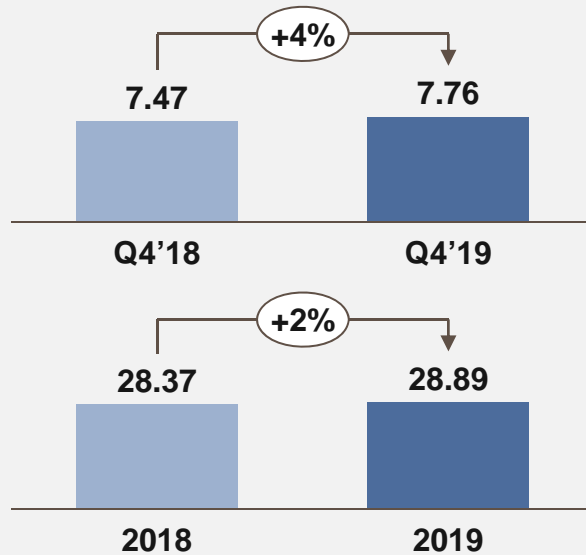
Particulars	2018	2019	Change per ton
Revenue	4,639	4,722	83
Other Operating Income	110	103	-7
<b>Total income from operations (net)</b>	<b>4,749</b>	<b>4,825</b>	<b>76</b>
<b>Expenses</b>			
Raw Material Consumed	613	519	-95
Power & Fuel Cost	1,033	1,046	13
Logistics Cost	1,343	1,307	-36
Employee Cost	284	266	-19
Other Expenses	829	774	-54
<b>Total Expenses<sup>#</sup></b>	<b>4,087</b>	<b>4,067</b>	<b>-20</b>
<b>EBITDA</b>	<b>662</b>	<b>758</b>	<b>96</b>

<sup>#</sup> includes changes in inventories of finished goods, work-in-progress and stock-in-trade & Purchase of traded Cement

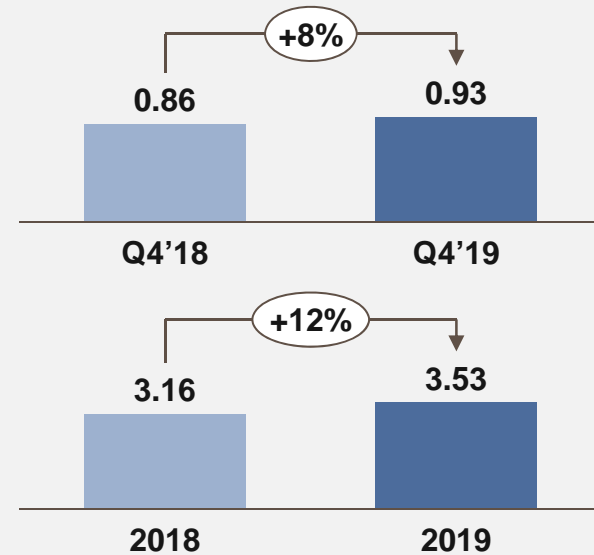


## Sales Volume

### Cement Volume (Mio ton)



### RMX Volume (Mio m<sup>3</sup>)



### Q4 YoY

**Cement volume grew despite ongoing liquidity constraints & slowdown in infra projects**

**Growth in Premium products volume @6%**

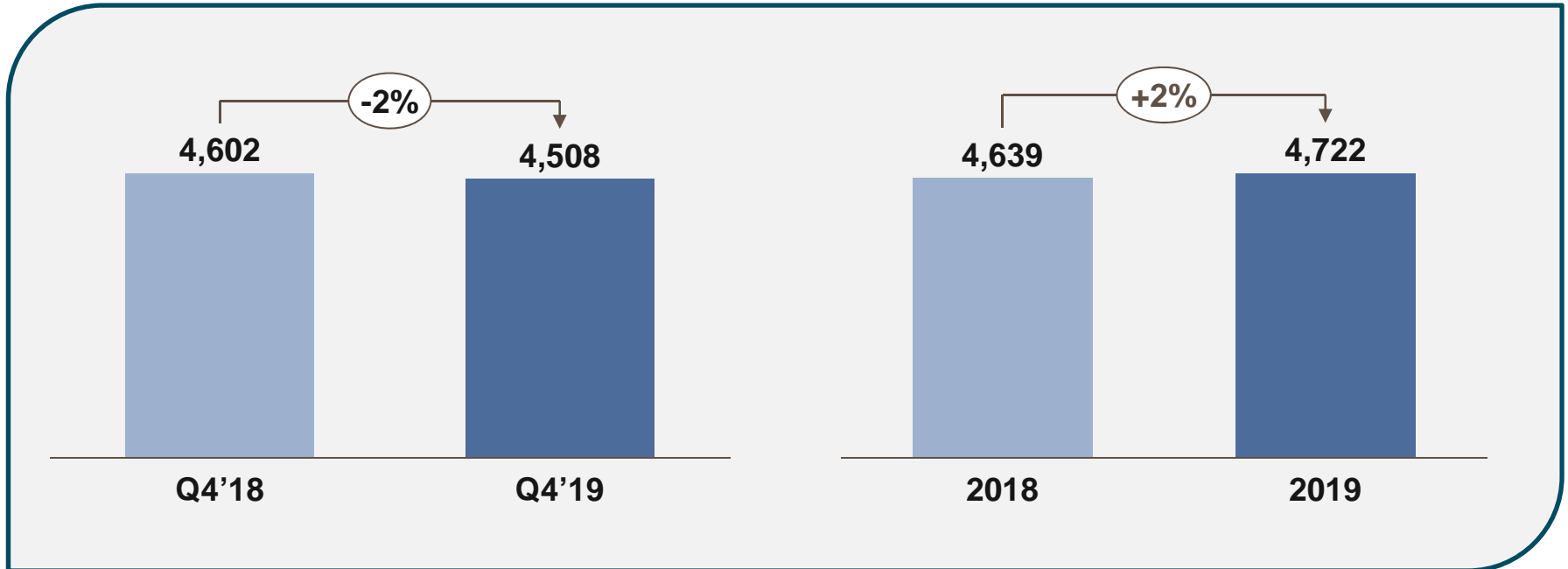
**RMX business – registered growth of 8%; expansion of RMX footprint**

**RMX Value Added Products & Services (VAPS) volume grew significantly**



## Net Selling Price

Rs/ton



### Q4 YoY

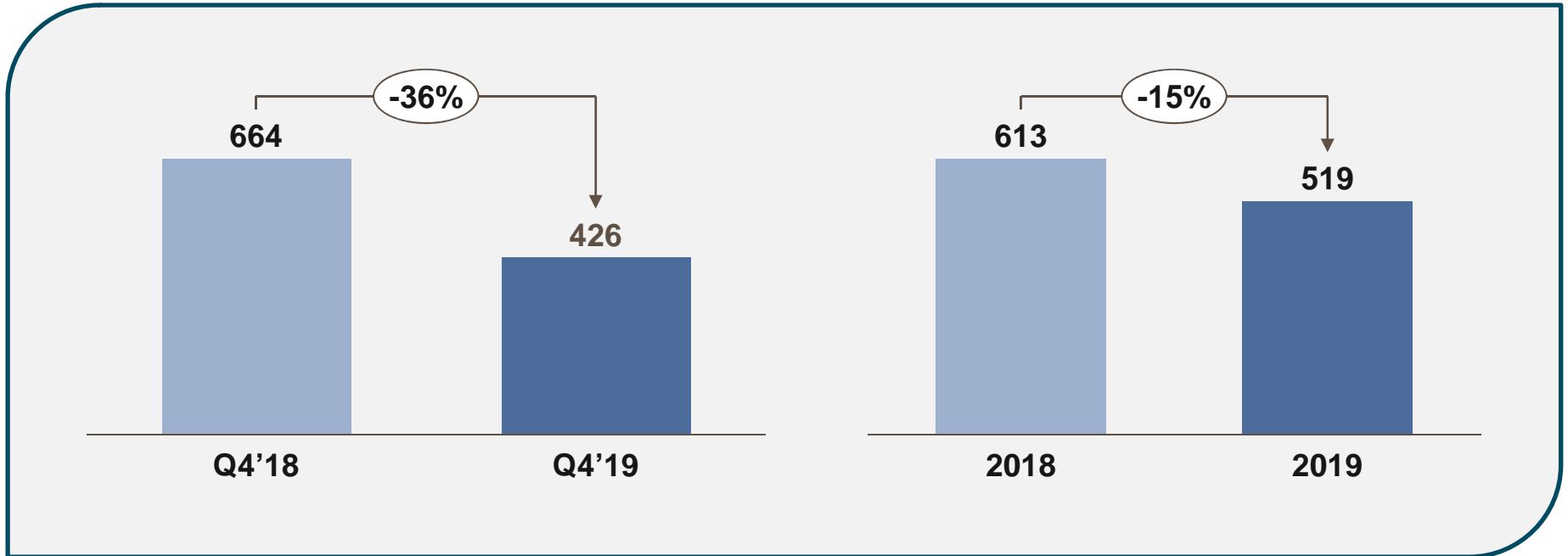
**Focus on delivery of value added products & services**

**Strengthening margin levers**



## Cost of Materials Consumed

Rs/ton



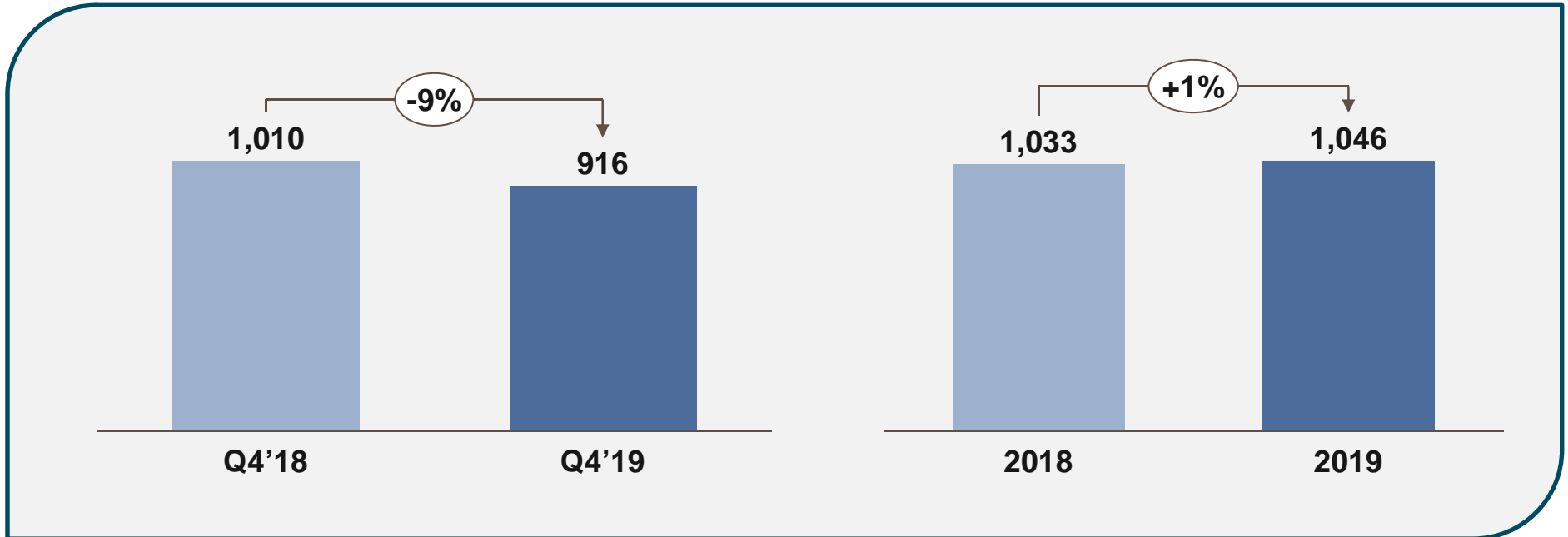
Q4 YoY

**Source mix optimization**  
**Better supply chain management**



## Power & Fuel

Rs/ton



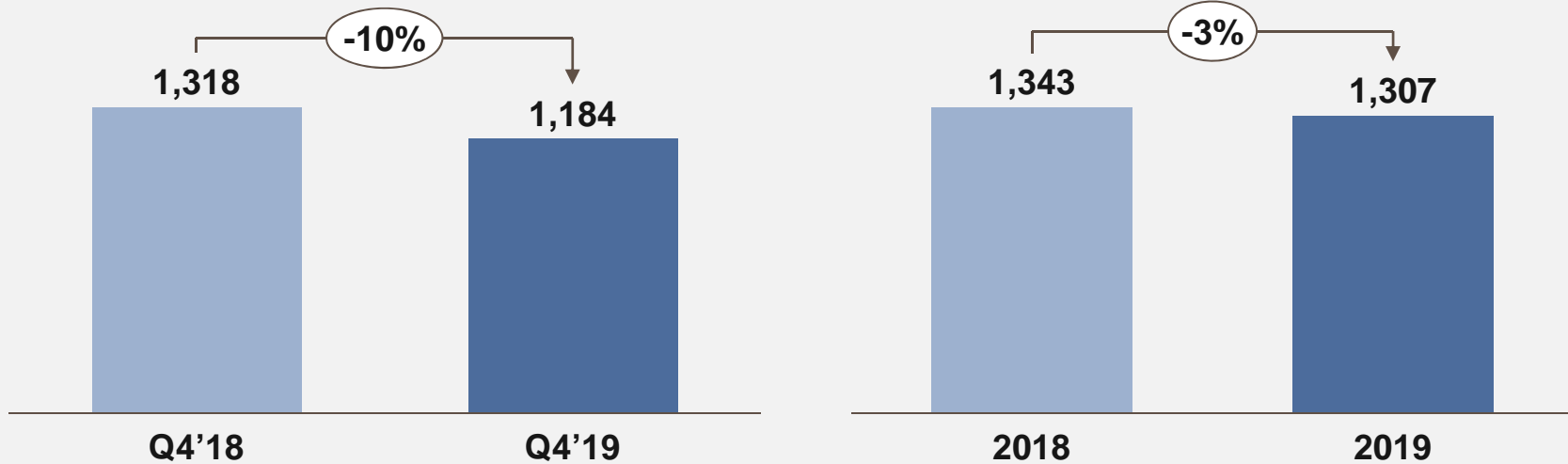
Q4 YoY

**Fuel flexibility**

**Maximization of consumption of alternative fuels**

**Improvement in electrical energy efficiency**



**Q4 YoY**

**Improvement in logistics operating efficiencies**

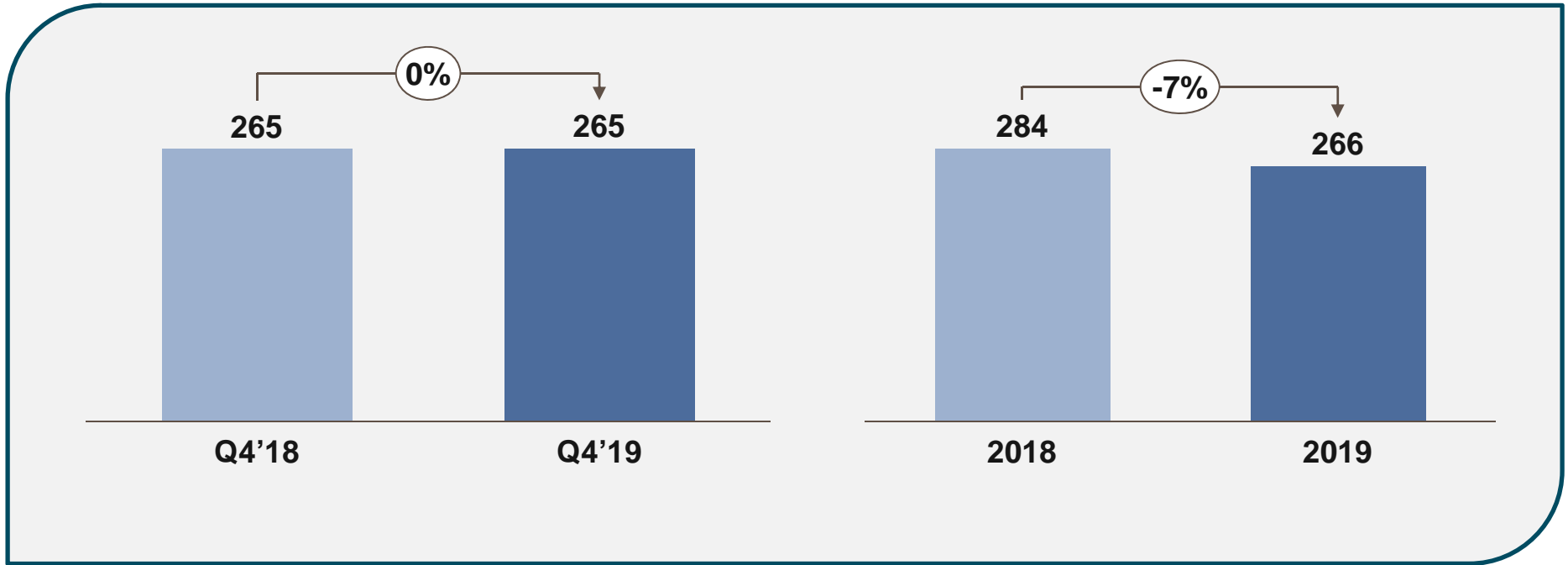
**Focus on road dispatches**

**Road freight reduction**



# Employee Cost

Rs/ton



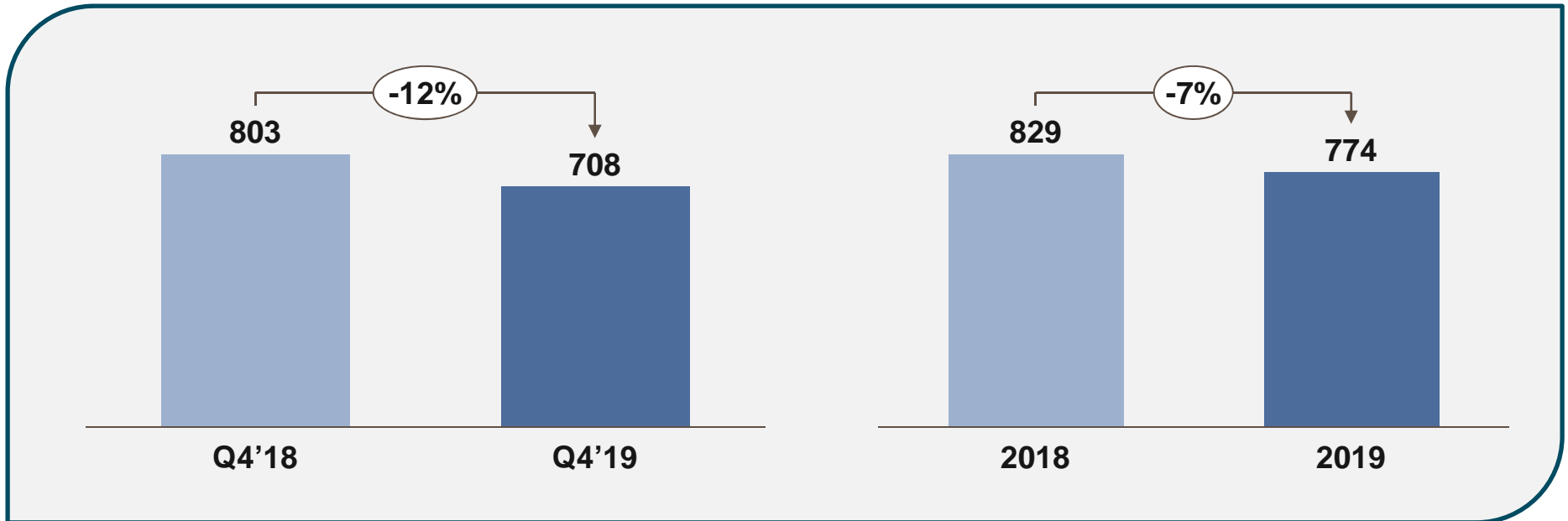
Q4 YoY

People productivity improvement



## Other expenses

Rs/ton



Q4 YoY

**Reduction in support function cost**

**Lower packing material cost**



# Awards & Accolades





## Awards & Accolades:



“**Gold award**” for excellence in financial reporting for its Annual report 2018 from the Institute of Chartered Accountants of India (ICAI)

ACC was named the winner of the Climate Action Programme (CAP) 2.0 “**Resilient Award**” in the Energy, Mining & Heavy Manufacturing Sector by the Confederation of Indian Industries (CII)



ACC Concrete was conferred a “**GreenPro certification**” by the Confederation of Indian Industries (CII) at the Green Building Conference 2019





**THANK YOU**

### 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.