

ACL:SEC:

April 29, 2021

BSE Limited, Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai – 400 023 corp.relations@bseindia.com	National Stock Exchange of India Ltd., Plot No.C/1 'G' Block Bandra – Kurla Complex Bandra East, Mumbai 400 051 cmlist@nse.co.in
Deutsche Bank Trust Company Americas Winchester House 1 Great Winchester Street London EC2N 2DB <a href="mailto:Documents<ctas.documents@db.com">Documents <ctas.documents@db.com	Societe de la Bourse de Luxembourg, Avenue de la Porte Neuve L-2011 Luxembourg, B.P 165 "Luxembourg Stock Ex-Group ID " <a href="mailto:<ost@bourse.lu">ost@bourse.lu

Dear Sir,

Sub: Investor Presentation on the Financial Results for the quarter ended March 31, 2021

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed the Investor presentation on financial results for the quarter ended March 31, 2021.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Ambuja Cements Limited

Rajiv Gandhi
Company Secretary
Membership No. A11263

**Ambuja
Cement**



Investor Presentation

JANUARY - MARCH 2021

Safe-harbour statement

This presentation may contain certain forward-looking statements relating to Ambuja Cements Ltd. (“Ambuja”, or “Company”) and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

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**Ambuja
Cement**

Company Overview



Built on a strong foundation

Our Vision

To be the most sustainable and competitive company in our industry

Our Purpose

To create value for all

- Delighted Customers
- Inspired Employees
- Enlightened Partners
- Energized Society
- Loyal Shareholders
- Healthy Environment

 Operational	 People, partners and community	 Environment
29.65 MTPA Installed cement capacity	~5,000 Employee base	5.1% Thermal Substitution Rate
291 MW Captive power plant capacity	~50,000 Channel partners	~63% Clinker factor
5 Bulk cement terminals	30 Ambuja Knowledge Centres across the country	8x Water positive

Appreciated for our efforts across platforms



Indian Chamber of Commerce Social Impact Awards: Team Sankrail won for Gender Equality and Women Empowerment in Large Category and Team Farakka won for Healthcare in the Small Project Category



Ambuja Kawach, among the first 10 LH solutions (first in India) recognized by Solar Impulse Foundation's efficient solution label, acknowledging world-leading technologies that protect the environment in a profitable way



Ambuja's Contractor Loyalty Program, 'Ambuja Abhimaan' won the Best Mobile Loyalty Program under the Customer Loyalty category at the Customer Fest Leadership Awards 2021



Ambuja Cement awarded the Times Best Cement Brand - East at the Times Business Awards 2021

Performance Highlights



**THE
STRENGTH
TO BUILD A
GREENER
WORLD.**

Robust financial performance backed by strong growth in volumes and efficiency gains

7.24 MT
Sales Volume - CLC



>96%
Capacity utilisation



₹ 3,579 cr.
Net Sales



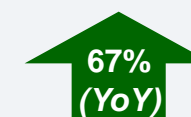
₹ 977 cr.
EBITDA



₹ 851 cr.
EBIT



₹ 665 cr.
Profit After Tax



CLC – Cement + Clinker

Performance driven by



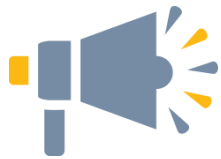
Increased Penetration of
Premium / Special
Cement



I Can program resulting in
operational efficiency



Progress on sustainable
construction -
Cool Wall Blocks and PuraSand



Establishing linkages between
all stakeholder through digital
eco-system



Synergies under Master Supply
Agreement with ACC continues to be
strongly positive for both companies



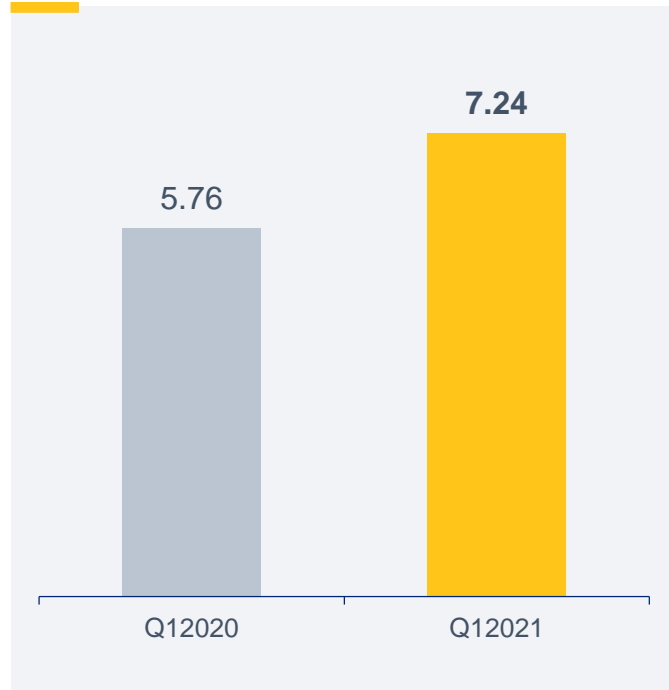
Expansion plan on track to
capture future growth

Financial results – Standalone

Quarter Ended March 2021			
(all amount in ₹ Crore)	Q1 2020	Q1 2021	Change
Net Sales	2,760	3,579	29.7%
EBITDA	603	977	61.9%
EBITDA Margin (%)	21.9%	27.3%	5.4 pp
Operating EBIT	465	851	83.0%
Operating EBIT Margin (%)	16.9%	23.8%	6.9 pp
Profit Before Tax	530	886	67.1%
Tax Expenses	131	222	68.7%
Profit After Tax	399	665	66.5%
Earnings Per Share (₹/share)	2.01	3.35	66.5%

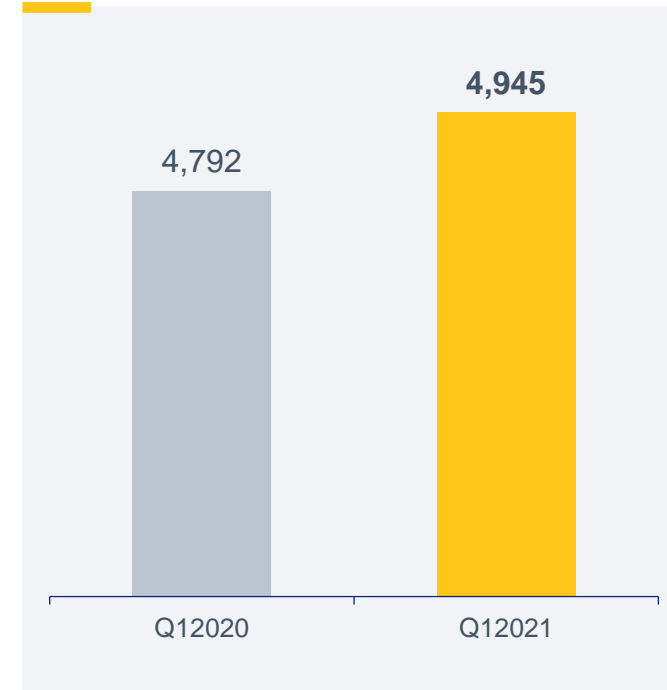
Performance analysis – Sales Volume and Price

Sales volume – Cement + Clinker (million tonnes)



- Sales volumes grew by 25.6% for the quarter, Sales Volumes grew across regions in Q1 2021

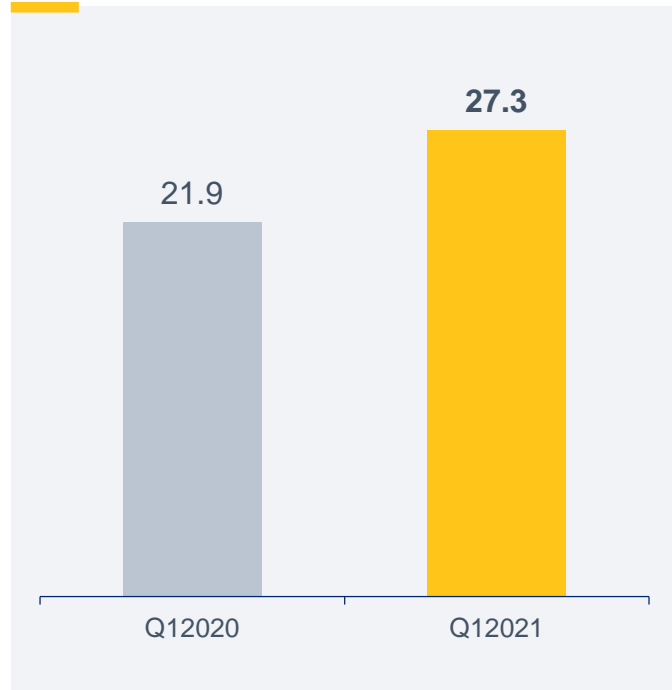
Realisations* (₹/tonne)



- Realisations per tonne grew 3.2% for the quarter supported by good growth in Special / Premium products

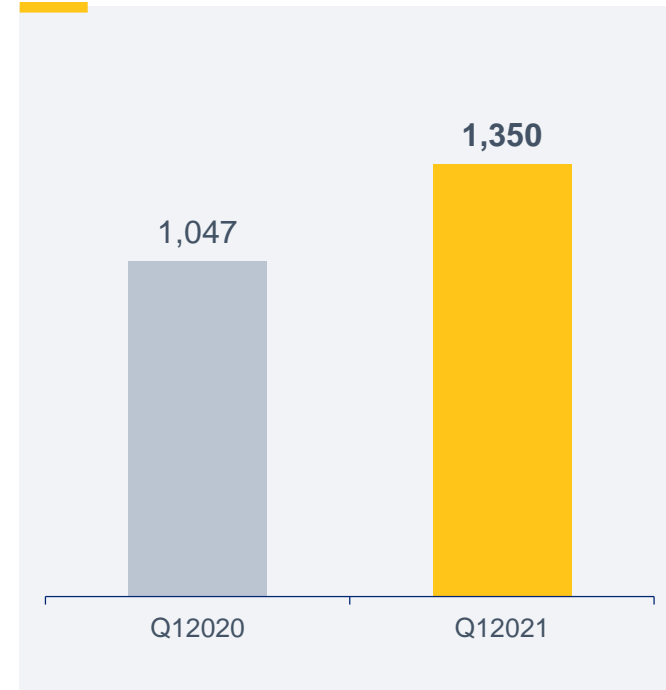
Performance analysis – EBITDA

EBITDA Margin (%)



- EBITDA margins grew by 5.4 pp for the quarter ended March 2021

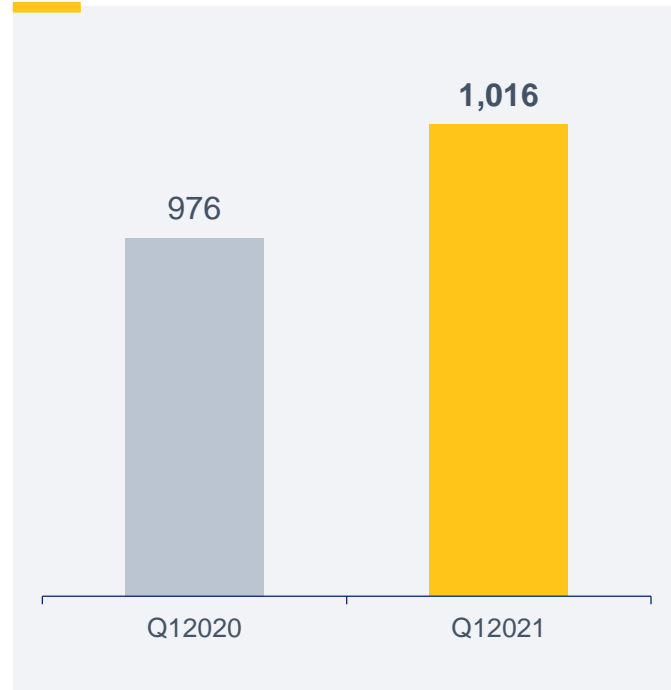
EBITDA (₹/tonne)



- EBITDA per tonne grew by 28.9% supported by growth in volumes including special products and operational and logistics efficiency

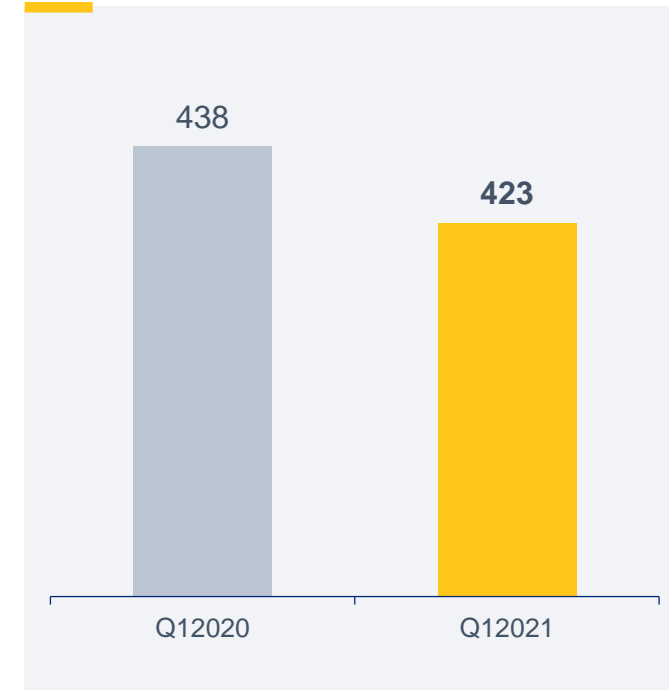
Performance analysis – Costs

Power and fuel Cost (₹/tonne)



- Power and fuel per tonne cost increased by 4.1% for the quarter due to rising input costs such as petcoke and coal

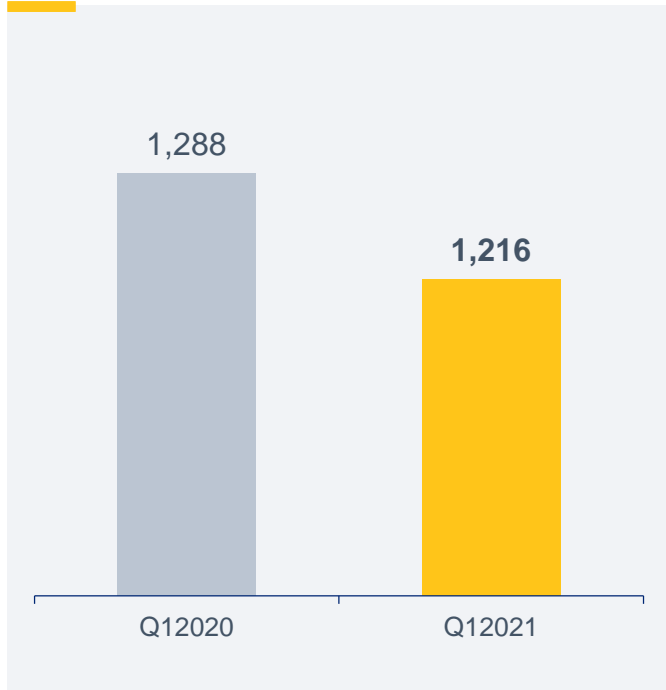
Raw material Cost (₹/tonne)



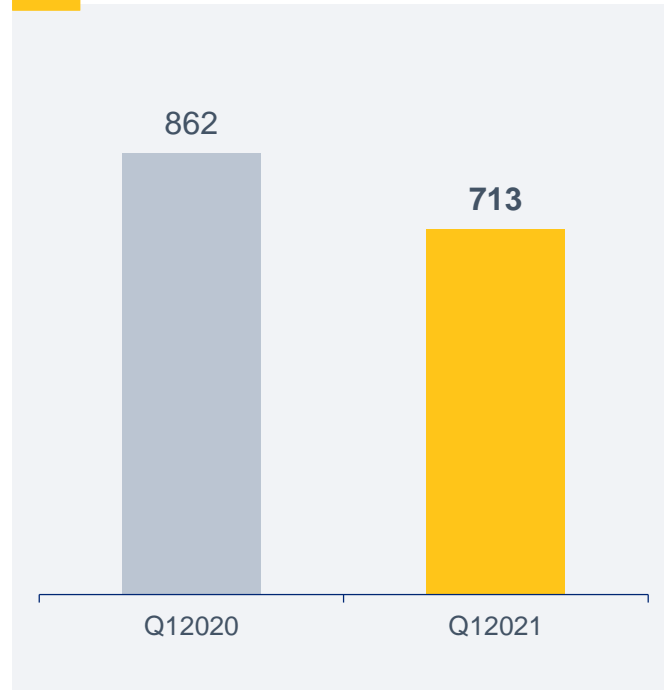
- Raw Material per tonne costs declined 3.4% on account of better raw material mix

Performance analysis – Costs

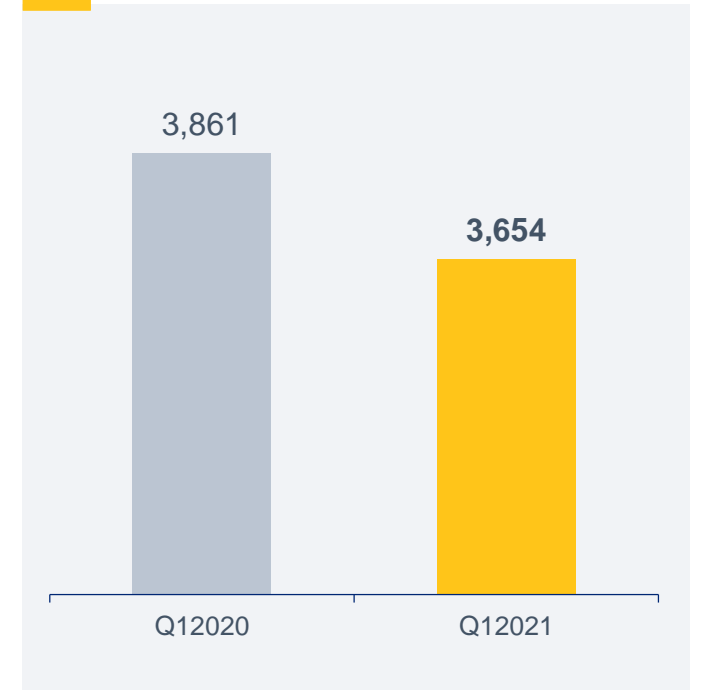
Freight and forwarding Cost (₹/tonne)



Other Expenses (₹/tonne)



Total Cost (₹/tonne)



- Freight and forwarding per tonne costs declined by 5.6% due to continuous improvement in logistics efficiencies in addition to MSA gains, above savings were partly offset by increase in diesel prices

- Other expenses per tonne declined by 17.2% due to continuous focus on fixed cost optimisation and operating leverage

- Total cost per tonne declined by 5.4% on account of lower freight, raw material & other expenses

Financial results – Consolidated

	Quarter Ended March 2021		
(all amount in ₹ Crore)	Q1 2020	Q1 2021	Change
Net Sales	6,129	7,617	24.3%
EBITDA	1,191	1,838	54.3%
EBITDA Margin (%)	19.4%	24.1%	4.7 pp
Operating EBIT	895	1,570	75.4%
Operating EBIT Margin (%)	14.6%	20.6%	6.0 pp
Profit Before Tax	1,007	1,642	63.1%
Tax Expenses	264	413	56.6%
Profit After Tax	743	1,228	65.4%
Profit After Tax and minority	554	947	70.9%
Earnings Per Share (₹/share)	2.79	4.77	70.9%

Strategic Priorities



Growth and Competitiveness

Capacity Expansion



Marwar Mundwa, Nagaur, Rajasthan

- Greenfield integrated plant with 3 MTPA clinkerisation and 1.8 MTPA cement grinding to commence operations in Quarter 3, 2021
- Progressing on our ambition to reach 50 million tons in the mid-term

Special / Premium Products



- Special / premium cement contributed ~12% of the total sales volume in Q1'21
- Ambuja 'Kawach' has been endorsed globally by the "Solar Impulse Efficient Solution" label, recognizing the Company's innovative product that protects the environment in a profitable way. Ambuja 'Kawach' is the first cement brand from India to be awarded this label.

Operational Efficiency



- I CAN Program to reset the cost base in manufacturing and supply chain
- Installing waste heat recovery system and solar power plants across locations
- Effectively generate waste-derived materials for use in the kilns through Geocycle
- Installations of wet flyash dryers, bringing about improvement in raw material cost

Innovation & Digitalization



Production

- Technical Information System (TIS) to help effectively monitor and manage plant productions and quality through real time information access
- Performance and Collaboration Tool (PACT), helping in real time performance capturing and reporting of Operational and Performance KPI
- Special mechanical interventions on systems through use of tool / solutions for predictive maintenance, enhancing plant reliability and availability



Logistics

- Blue Yonder enabling organisation from planning to execution besides network optimisation
- Transport Analytics Centre (TAC) for freight optimisation, distribution safety and customer services across plants



Innovation & New Solutions

- Creating solutions and innovative products with sustainability focus
- Ambuja Certified Technology (ACT), have created a film series to educate our consumers on best construction practices enabling them to build stronger homes. These films are promoted through internal channels to our stakeholders and will be promoted to Individual House Builder (IHB) using social media websites
- Promoted Cool Walls & Ambuja Kawach through digital lead generation campaigns

Sustainability goals

SD 2030 Plan

Aligned with LafargeHolcim's Sustainability Strategy, the Sustainable Development Ambition 2030 provides critical impetus to the company's objective to achieve growth through sustainable operations



Climate and energy



Circular Economy



Water and Nature



People and communities

	CO ₂ Reduced (kg CO ₂ / t cem)	Waste Re-used [Million tonnes]	Water Saved (Fresh water consumption: ltr / t cem)	Value Shared (Million new beneficiaries)
Performance Q1 2021	518.2	2.2	60	0.3 for 2020, on track for 2021
Target 2030	463	13.5	<75	0.8

5.1%

Thermal Substitution Rate
achieved in Q1 2021

~63%

Clinker factor

Zero fatality

Across all plants in Q1 2021

Maintain 'Best in Class' performance through continuing global support

Community outreach through Ambuja Cement Foundation (ACF)



ACF is **energising, involving and enabling communities**

Ambuja Cement Foundation (ACF) – the corporate social responsibility arm of Ambuja Cement – has been pivotal in advancing the company’s objective to be a socially responsible corporate citizen since its establishment in 1993

- ~ 9.9 million cubic meter additional water storage created
- 577 water harvesting structures constructed
- About 385 ha area covered under micro irrigation
- 2,319 students trained by SEDI and 741 placed across locations
- 810 farmers involved in exotic or offseason vegetable cultivation and scaffolding structures in Sankrail
- International Women’s Day celebrated at locations with women leaders receiving awards at local and district level
- Organized a virtual roundtable on gender equality in Manufacturing in association with Global Reporting Initiative, South Asia. The key focus discussion was to ideate and brainstorm strategies to improve gender equity. Representatives from the United Nations and manufacturing industry were key speakers

SEDI - Skill and Entrepreneurship Development Institute

Continuing the fight against COVID-19



COVID-19 drive in ACF villages

- ACF conducted awareness and input session for all ACF staff, health workers and beneficiaries to break all myths and rumours and initiated behavior change communication interventions
 - 22 Information, Education & Communication (IEC) Materials and 2 videos were shared with SPOCs to be disseminated to beneficiaries
 - Under the SAANS project 10 women have made 20,000 face masks which is quality checked by IICT Hyderabad
 - More than 10.9 lakhs beneficiaries vaccinated so far till date
- 5,558 frontline health workers from ACF villages and 210 ACF staff vaccinated
 - ACF assisted local health and government departments during the vaccination drive Phase 1 & 2 to get maximum coverage, mobilized in registration and made arrangements for transportation, seating and drinking water stations
 - Registration of frontline workers and elderly were carried out in phase 1 and comorbid population in phase 2

IICT - Indian Institute of Chemical Technology
SPOC - Single Point of Contact
ACF - Ambuja Cement Foundation

**Ambuja
Cement**

CORPORATE OFFICE

Elegant Business Park
MIDC Cross Road B
Off Andheri-Kurla Road
Andheri (E)
Mumbai – 400 059

REGISTERED OFFICE

PO Ambujanagar
Taluka Kodinar
Gir Somnath district
Gujarat – 362 715