

## Media Release

### Highlights Q2, 2019

- Profit After Tax up by 39%
- Operating EBITDA improved by 25%
- Net sales increased by 8%
- Ready mix business – double digit volume growth

### Consolidated Financial Results for Second Quarter (April-June) 2019

		Quarter Apr-Jun 2019	Quarter Apr-Jun 2018	Change (%)	Half Year Jan -Jun 2019	Half Year Jan -Jun 2018	Change (%)
Sales Volume – Cement	Million Tonnes	7.2	7.2	-	14.7	14.4	2
Sales Volume – Ready mix Concrete	Million Cubic metres	0.85	0.77	11	1.79	1.56	15
Net Sales	₹Crore	4059	3768	8	7909	7325	8
Operating EBITDA	₹Crore	783	625*	25**	1315	1117*	18
Profit before Tax	₹Crore	673	483*	39	1196	859*	39
Profit after Tax	₹Crore	456	329	39	802	579	38

# Post employee separation cost ₹44 Crore

\*\* Like for like 17%

“ACC made significant progress on its goals in the quarter with strong operating performance including good net sales growth. I am pleased that EBITDA improved significantly on account of better realisations, operational efficiencies and supply chain efficiency improvement. Despite subdued cement demand, our strong customer relationships, loyal channel network and range of innovative products have helped us deliver a robust quarter. Our ready mix concrete business grew strongly aided by eight new ready mix concrete plants in this quarter” said **Neeraj Akhoury, Managing Director & CEO**.

### Performance

The cement industry witnessed weak off-take in the quarter due to the slow pace of construction activity. Cement realisation improved year on year.

Net Sales during the quarter went up by 8% to ₹4059 Crore compared to ₹3768 Crore for the same quarter last year. Operating EBITDA for the quarter registered YoY growth of 25% to ₹ 783 Crore.



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Cost increase on account of higher fuel prices year on year, was partly mitigated by lower cost of raw materials, improvement in operating efficiency and lower fixed cost.

### **Ready Mix Concrete**

The company's ready mix concrete business continued to deliver robust sales volume growth of 11% with its focus on value added solutions and strengthened customer network. It also widened its national presence with the addition of eight new plants during the quarter. ACC now has 82 operational ready mix plants in India.

### **Outlook**

Recent developments such as a reduction in interest rates, start of a normal monsoon and Government's concerted efforts to stimulate investment across several sectors are likely to have a favourable impact on improving the overall economic environment in the country. Higher annual budget allocation for infrastructure, affordable housing, upgradation of roads and the Government's strong focus on connectivity will drive cement demand and aid growth going forward.

**Neeraj Akhoury**  
**Managing Director & CEO**

July 18, 2019

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### ***About ACC***

*ACC Limited, a member of the LafargeHolcim Group, is one of India's leading producers of cement and ready mix concrete. It has over 7,400 employees, 17 cement manufacturing sites, 82 concrete plants and a nationwide network of over 50,000 retail outlets to serve its customers. With a world-class 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 is recognised for its best practices in environment management and corporate citizenship.*