

Ambuja Cement

ACL:SEC:

October 18, 2019

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 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 " <ost@bourse.lu

Dear Sir,

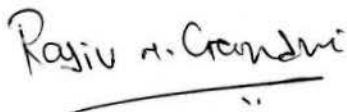
Sub: Investor Presentation on the Financial Results for the quarter ended September 30, 2019

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 September 30, 2019.

Kindly take the same on record.

Thanking you,

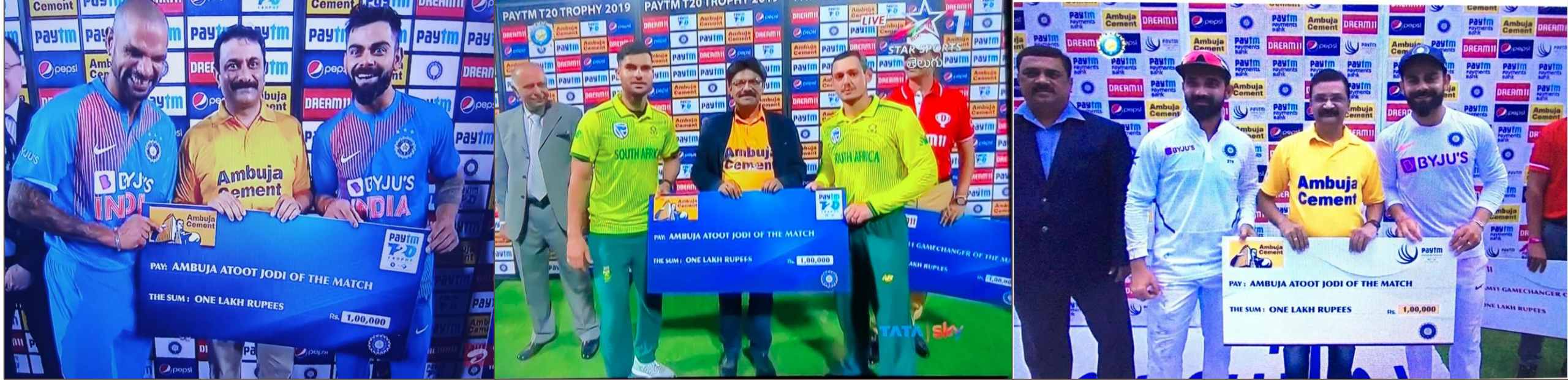
Yours faithfully,
For Ambuja Cements Limited



Rajiv Gandhi
Company Secretary
Membership No. A11263

AMBUJA CEMENTS LIMITED

Elegant Business Park, MIDC Cross Road 'B', Off Andheri Kurla Road, Andheri (E), Mumbai 400059.
Tel.: 022- 4066 7000 / 6616 7000, Fax: 022 - 6616 7711 / 4066 7711. Website: www.ambujacement.com
Regd. Off. : P. O. Ambujanagar, Taluka - Kodinar, Dist. Gir Somnath, Gujarat.
CIN: L26942GJ1981PLC004717



Third quarter results - 2019

October, 2019



01 PERFORMANCE HIGHLIGHTS AND KEY DEVELOPMENTS

Q3 2019 HIGHLIGHTS



- Net Sales up 1.3% YoY
- Cement realisations up 5% YoY
- Higher mix of Premium Products, 17% growth YoY
- EBITDA up 23% YoY
- EBITDA Margin at 17.2%, up from 14.2% YoY
- PAT up 31% YoY
- EPS up 31% YoY
- Ambuja Cement ranked 4th in the global Dow Jones Sustainability Index -2019
- Ambuja Cement Foundation awarded the National Water Mission Awards for work on Water Resource Management in Gujarat and Rajasthan

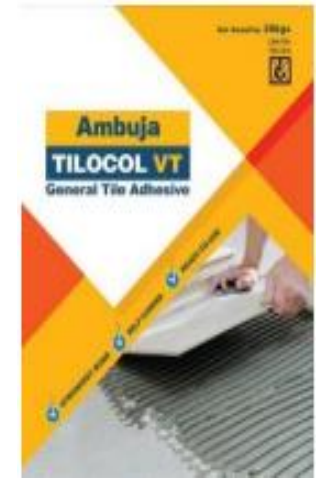
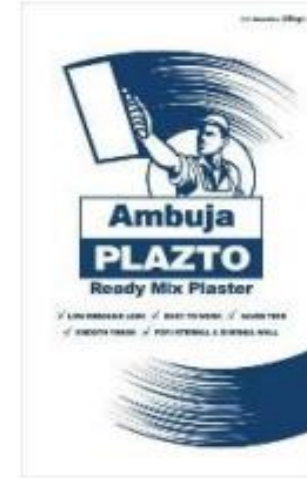
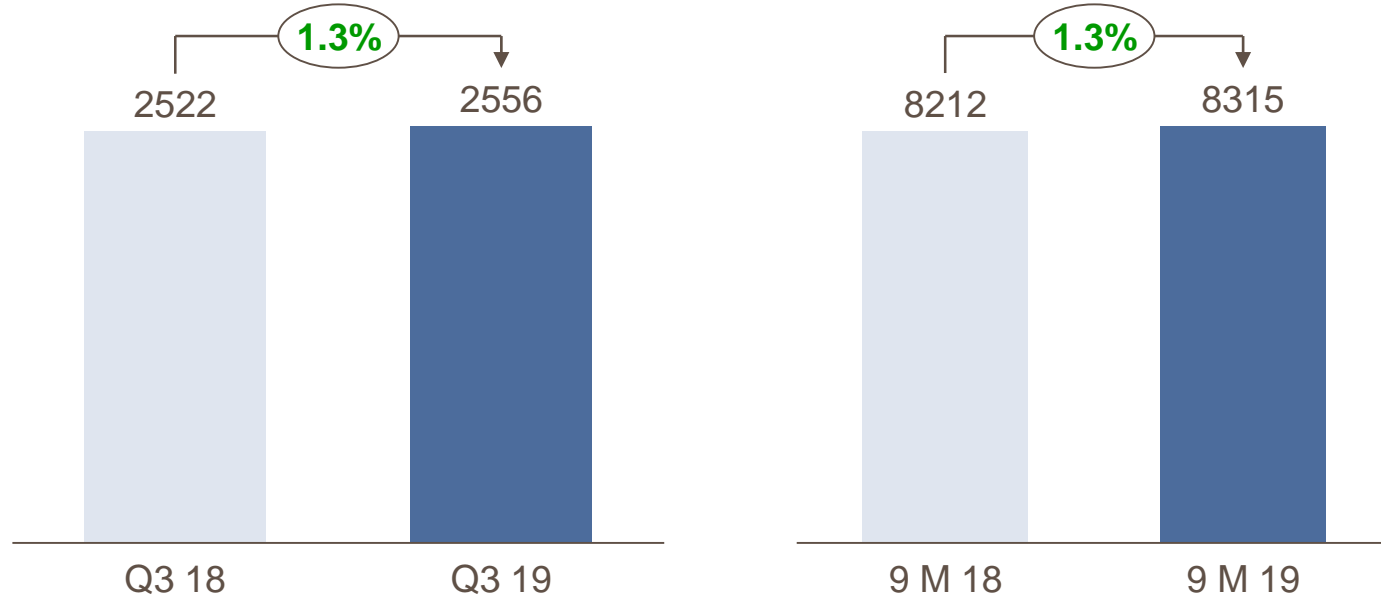
'Zero Harm'



02 PERFORMANCE ANALYSIS

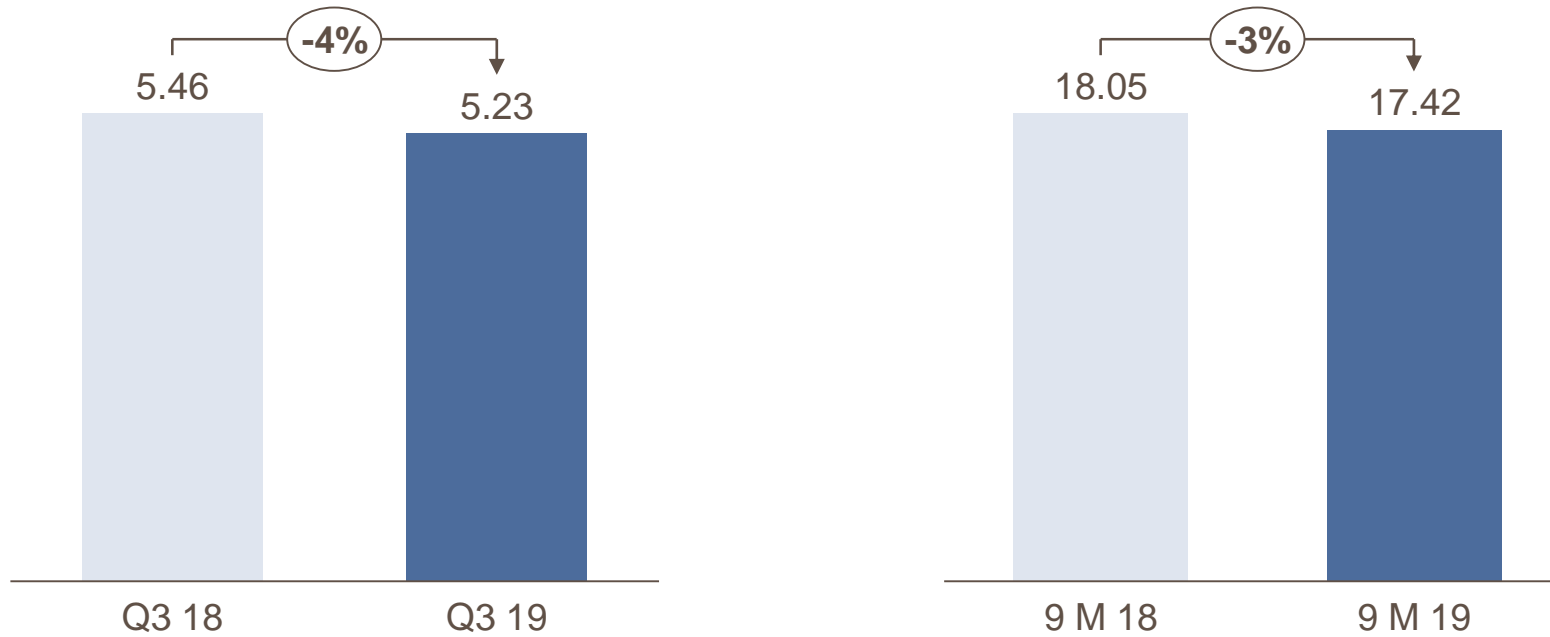
Net Sales sees growth YoY, launch of newer value added products to accelerate growth of top line in the coming quarters

₹ Cr



Sales Volumes

Mn Tonnes

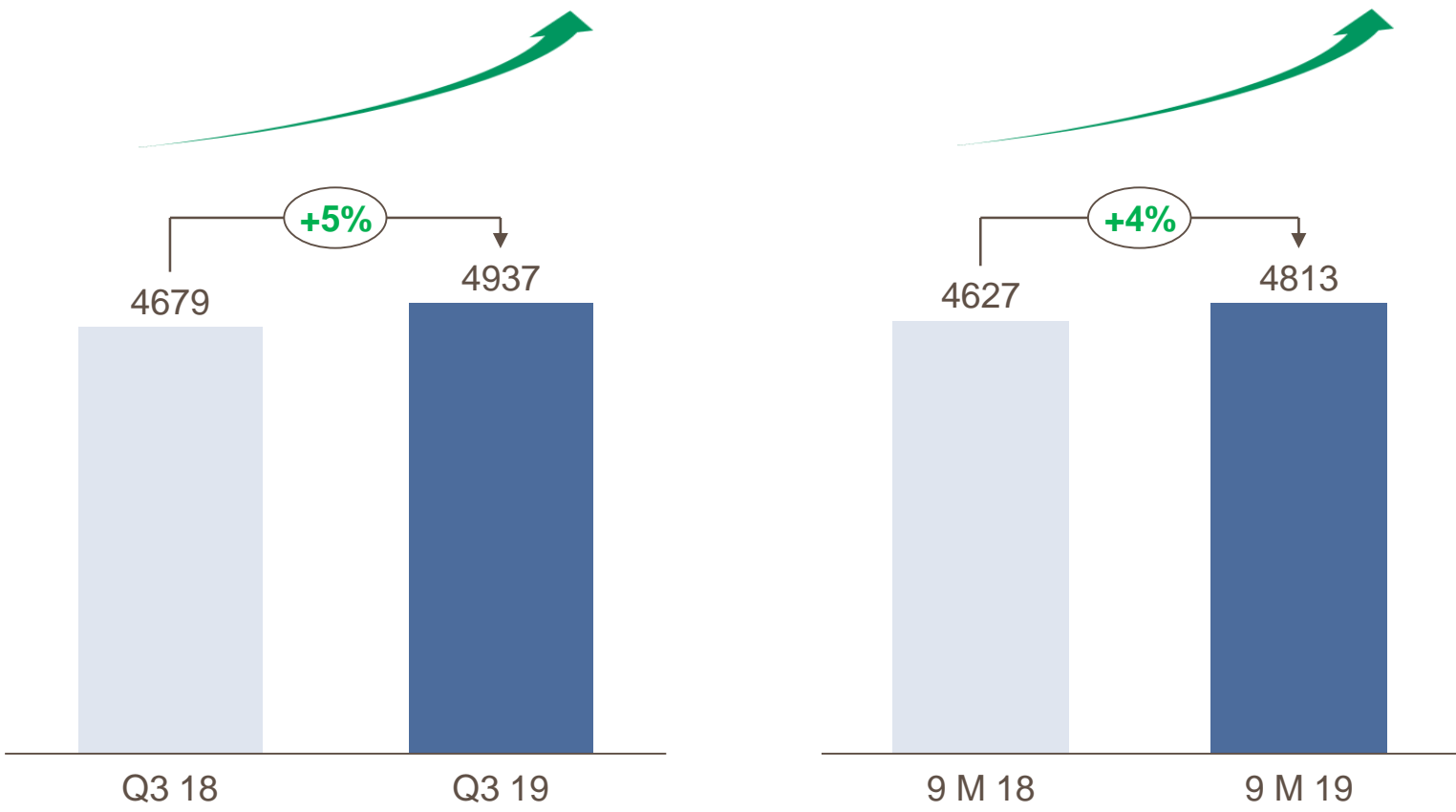


Volumes declined YoY on account of heavy rains and floods in States of UP, Bihar, Maharashtra and Gujarat

Realisations

Quarter 5% growth and 9 months 4%

₹ Cr

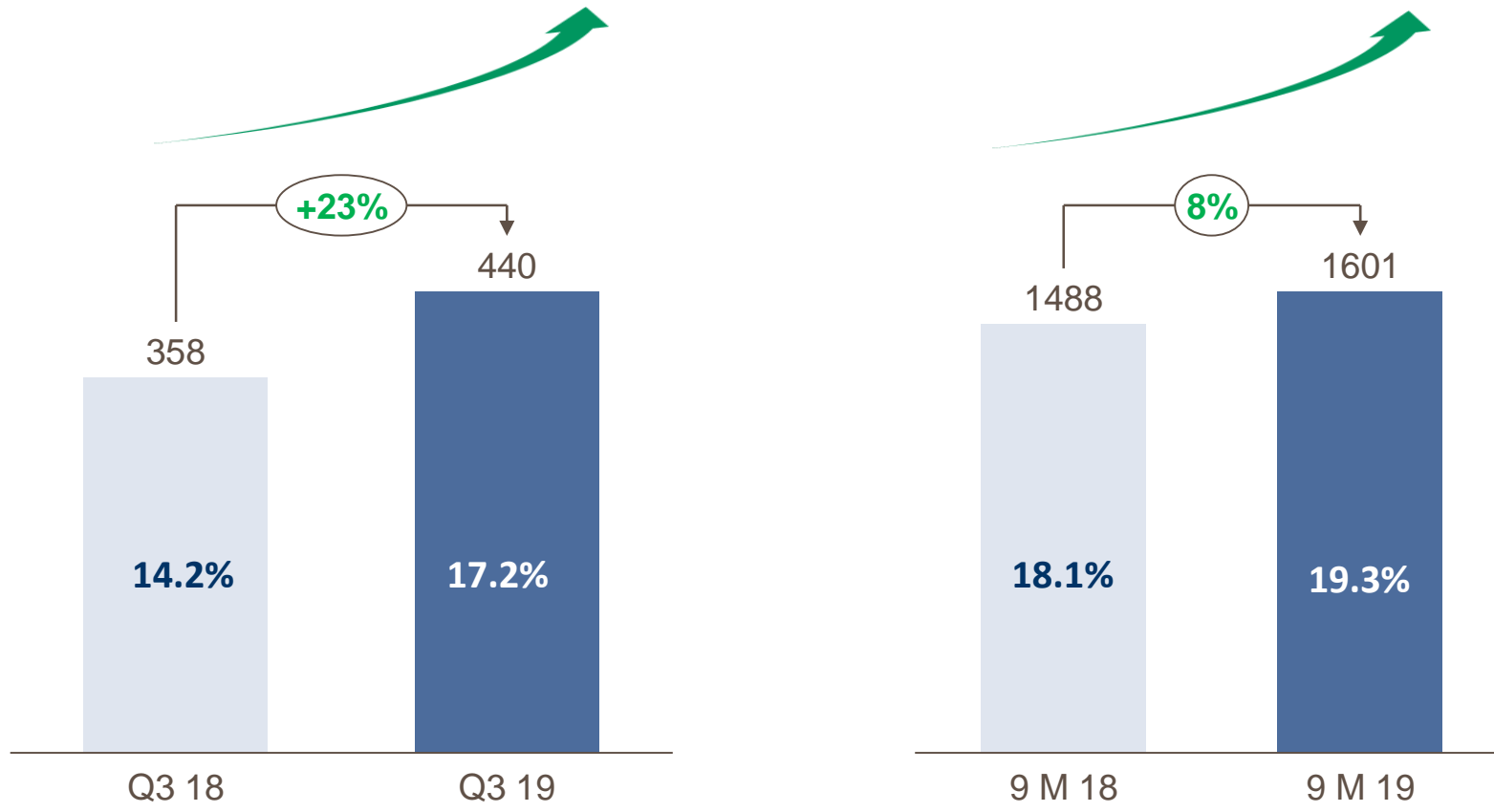


Realisation improved YoY

EBITDA registers growth YoY

Quarter 23% growth and 9 months 8%

₹ Cr

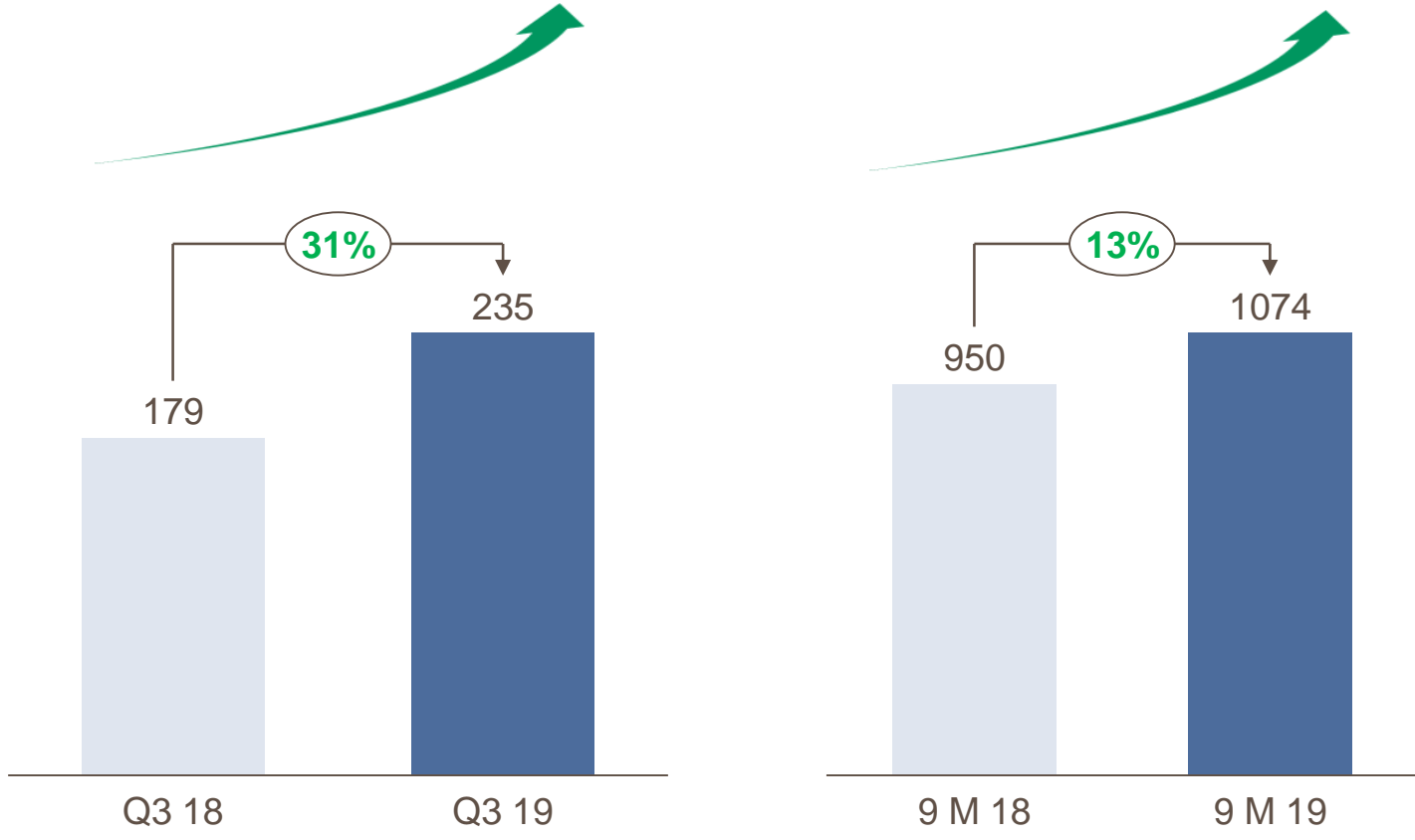


Robust financial performance backed by higher mix of premium products, higher realisations and reduction in logistics costs

PAT registers a good growth

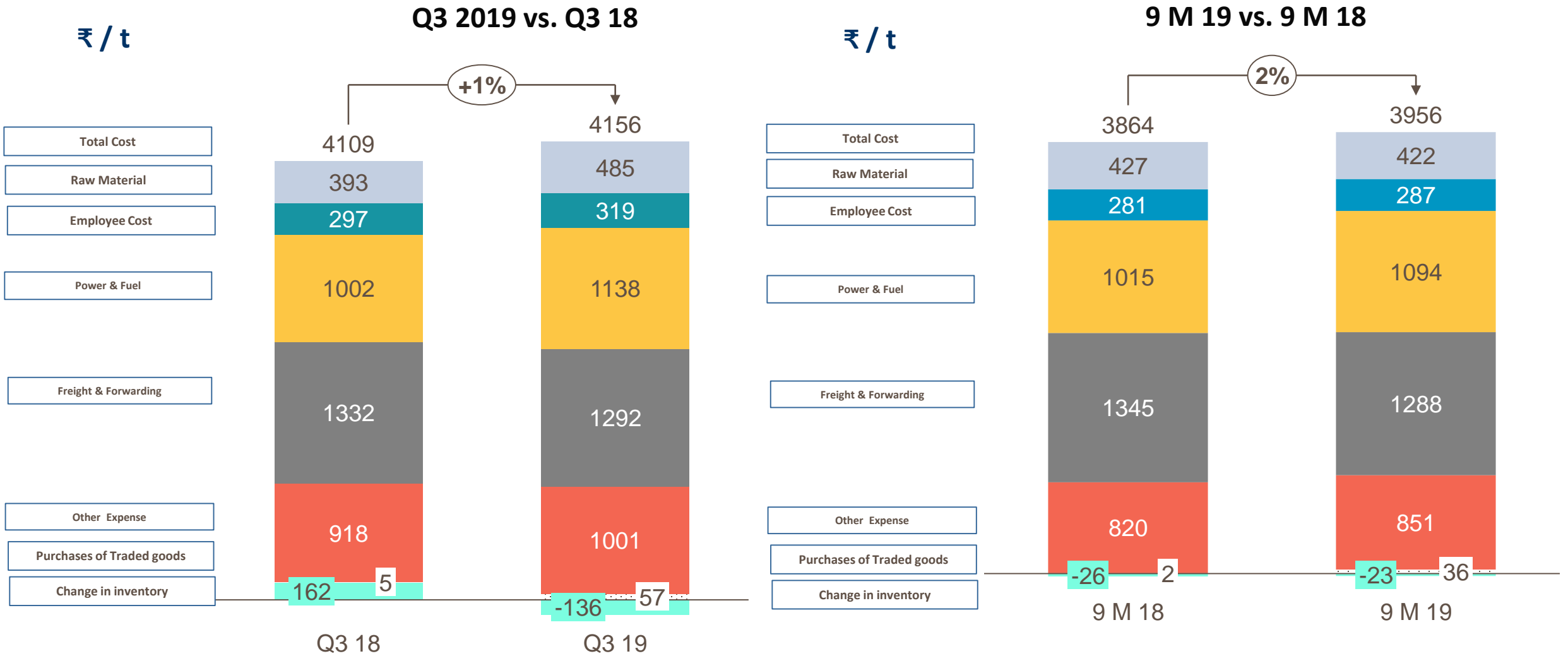
Quarter 31% growth and 9 months 13%

₹ Cr



PAT records a growth of 31% YoY on account of higher realisations

Costs largely flat YoY basis i.e. Q3 19 vs Q3 18 as well as 9 M 19 vs 9 M 18



Raw Material Employee cost Power & Fuel Freight Other expenses Purchase of Traded goods Change in Inventory



Muldwarka

03 STANDALONE AND CONSOLIDATED RESULTS

Standalone Results

₹ Cr

Particulars	Q3 2018	Q3 2019	Δ %	9M 2018	9M 2019	Δ %
Sales Volume MnT	5.46	5.23	-4.2%	18.05	17.42	-3.5%
Price ₹ per bag	234	247	5.4%	232	241	4.0%
Price ₹ ton	4,679	4,937	5.4%	4,627	4,813	4.0%
Revenue from operation	2,614	2,626	0.5%	8,493	8,532	0.5%
Other income	48	63	30.2%	290	361	24.4%
Total Income	2,662	2,689	1.0%	8,783	8,893	1.2%
Operating Expenses	2,256	2,186	-3.1%	7,005	6,931	-1.1%
Operating Expenses ₹ ton	4,109	4,156	1.1%	3,864	3,956	2.4%
EBITDA	358	440	22.9%	1,488	1,601	7.6%
EBITDA margin %	14.2%	17.2%	3.0 pp	18.1%	19.3%	1.2 pp
EBITDA ₹ per tonne	652	837	28.4%	821	914	11.4%
Finance cost	19	22	12.3%	64	60	-6.7%
Depreciation	135	133	-2.2%	412	395	-4.0%
Profit before Tax	252	348	38.6%	1,302	1,508	15.8%
Tax expenses	73	113	56.3%	352	434	23.1%
Profit after Tax (PAT)	179	235	31.4%	950	1,074	13.1%
EPS ₹	0.90	1.18	31.1%	4.78	5.41	13.2%

- Q3 EBITDA
 - Margin up by 300 bps
 - Per ton higher by 28%
- Q3 Profit After Tax up by 31%
 - Topline Growth driven by higher realisation and focus on premium products
 - Reduction in Logistics cost
 - Increase in Treasury Income on surplus cash

Consolidated Results

Particulars	₹ Cr					
	Q3 2018	Q3 2019	Δ %	9M 2018	9M 2019	Δ %
Cement Volume (MnT)	12.01	11.63	-3.2%	38.95	38.52	-1.1%
Sales	5,877	5,957	1.4%	18,874	19,576	3.7%
EBITDA	806	999	23.9%	3,102	3,480	12.2%
EBITDA margin (%)	13.7%	16.8%	3.1 pp	16.4%	17.8%	1.4 pp
Depreciation	287	286	-0.9%	861	844	-2.2%
Other Income	80	113	40.7%	248	486	95.5%
Finance Cost	39	38	-3.4%	130	117	-9.9%
Exceptional Item	3	-	-	47	-	-
Share in profit of associates / JV	3	5	58.6%	9	14	50.4%
Profit Before Tax	560	793	41.7%	2,321	3,019	30.1%
Tax Expenses	164	260	58.1%	726	959	31.9%
Profit Before Non Controlling Interest	396	533	34.8%	1,595	2,060	29.2%
Non Controlling Interest	108	148	37.3%	392	557	42.3%
Profit After Tax	288	385	33.9%	1,203	1,503	25.0%
EPS ₹ per share	1.45	1.94	33.8%	6.06	7.57	24.9%

- Q3 EBITDA margin up by 310 bps
- Q3 Profit After Tax up by 34%
- Topline Growth driven by higher realisation and focus cost

Other Key Highlights in the Quarter

At the first ever National Water Mission Awards held at New Delhi, **Ambuja Cement Foundation (ACF)** was felicitated for its work in water resource management in Rajasthan and Gujarat by Sri. Gajendra Singh Shekhawat, the Honourable Union Minister, Ministry of Jal Shakti. The award has been received for the category 'Focused attention to vulnerable areas including over-exploited areas' which is one of the major goals of the National Water Mission. ACF's entry for the awards focused on drinking water, water harvesting & water use efficiency interventions in the Gir Somnath district of Gujarat and Pali & Nagaur district of Rajasthan.



Ambuja Cement has strengthened the Indian Cricket Team as the 'Official Partner' for the six-match tournament against South Africa.



Ambuja Cement's Nalagarh plant in Himachal Pradesh has been conferred with the prestigious CII National Award in the category '**Energy Efficient Unit**' at the 20th National Award for Excellence in Energy Management 2019



Ambuja Product Portfolio



Buildcem



Powercem 53



Powercem 43

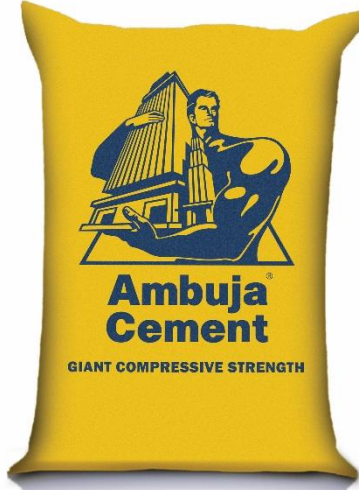


Railcem

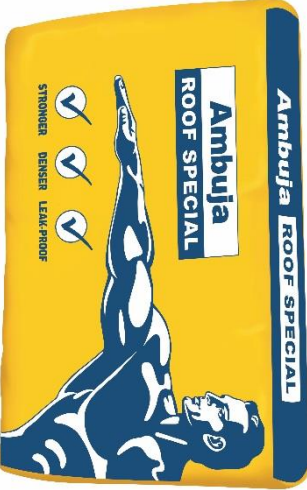
Ambuja COOL WALLS



Ambuja Cool Walls



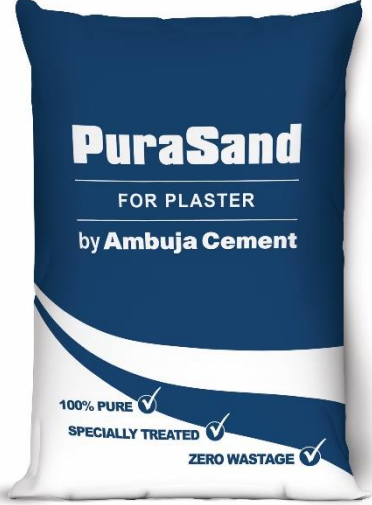
Ambuja PPC



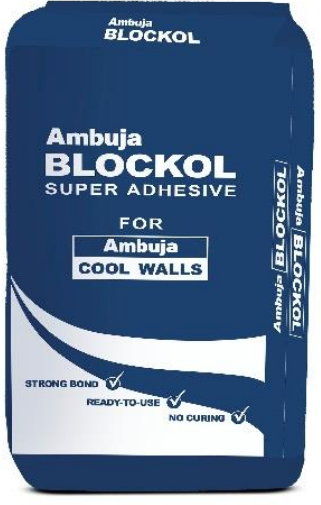
Ambuja Roof Special



Ambuja Compozem



PuraSand



Ambuja Blockol

Ambuja Cement

Sustainability

The essence of our existence



Ambuja Cements Ltd aims to improve its economic, environmental and social performance with a focus on circular economy in the entire value chain of the business.



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