

# Ambuja Cement

ACL:SEC:

27<sup>th</sup> April, 2020

Bombay Stock Exchange Limited Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai – 400 023	National Stock Exchange of India Ltd., Plot No.C/1 'G' Block Bandra – Kurla Complex Bandra East, Mumbai 400 051
Deutsche Bank Trust Company Americas Winchester House 1 Great Winchester Street London EC2N 2DB, Ctas 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 Sirs,

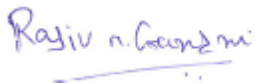
**Sub: Investor Presentation on Financial Results for the first quarter ended 31<sup>st</sup> March 2020**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed the Investor Presentation on financial results for the year first quarter ended 31<sup>st</sup> March 2020.

Kindly take the same on record.

Thanking you,

Yours faithfully,  
For AMBUJA CEMENTS LIMITED



RAJIV GANDHI  
COMPANY SECRETARY  
**Membership No A11263**

**Ambuja Cement Foundation has been driving health and food campaigns with health awareness that have reached over 500,000 people.**



## **First quarter results - 2020**

**27<sup>th</sup> April 2020**

- **Performance Highlights**
- Performance Analysis
- Standalone and Consolidated results
- Products Portfolio
- Ambuja Cement Foundation – Community outreach measures to prepare for COVID-19

# Q1 2020 PERFORMANCE HIGHLIGHTS



## Q1 2020

- EBITDA Margin at 21.9% up by 560 bps YoY
- EBITDA up 30% YoY
- Profit after tax at ₹ 399 crore up 35% YoY
- Net Sales de-grew 3% YoY, however till February Ambuja had recorded a good growth
- Cement realisations up 6% YoY
- Higher growth in Premium Products, 3% growth YoY
- Total Operating expenses, ₹ PMT is at same level YoY

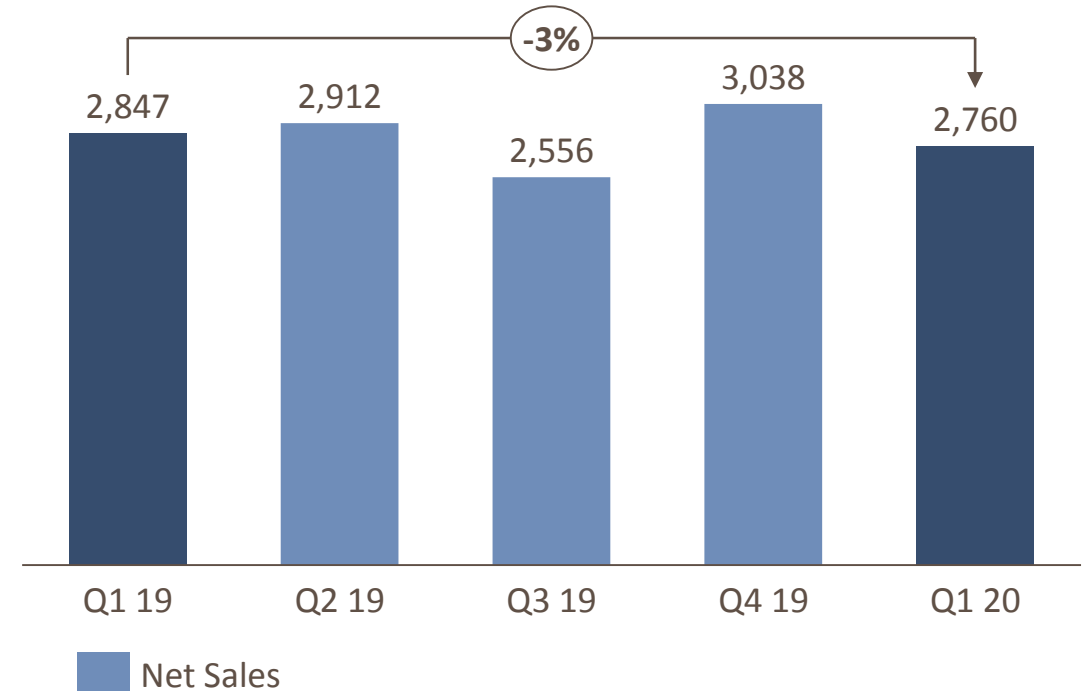
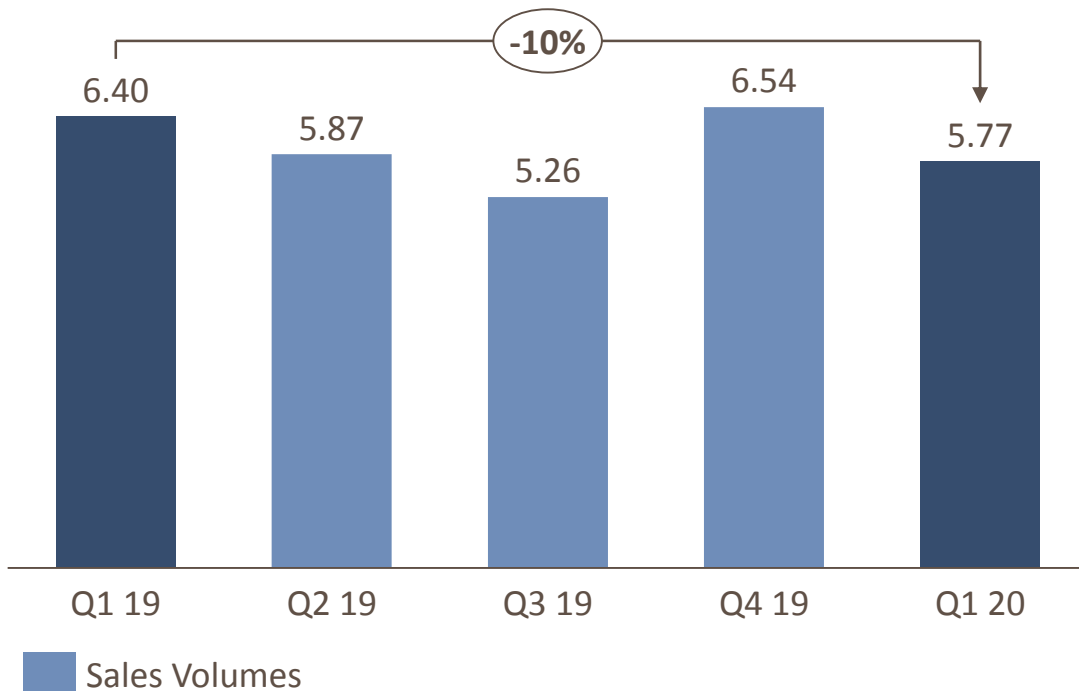
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# Q1 2020 PERFORMANCE ANALYSIS

## Sales Volumes and Net Sales

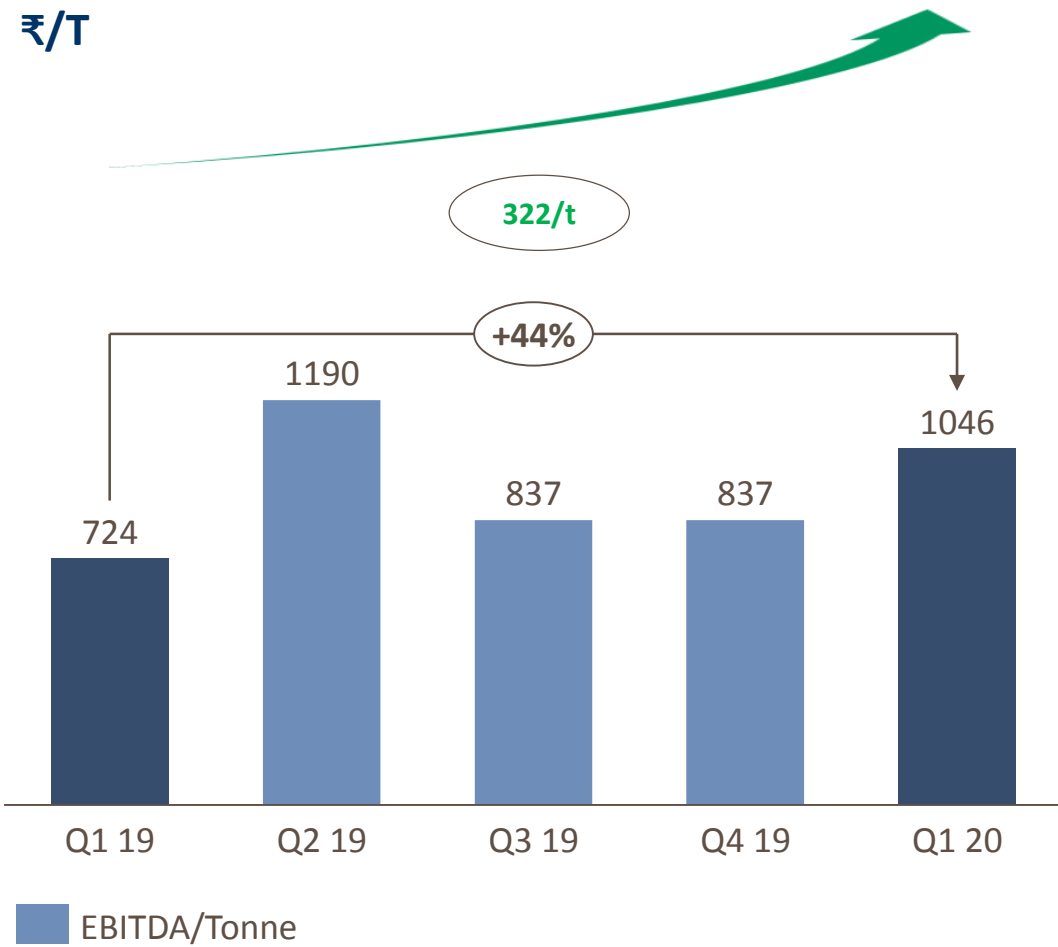
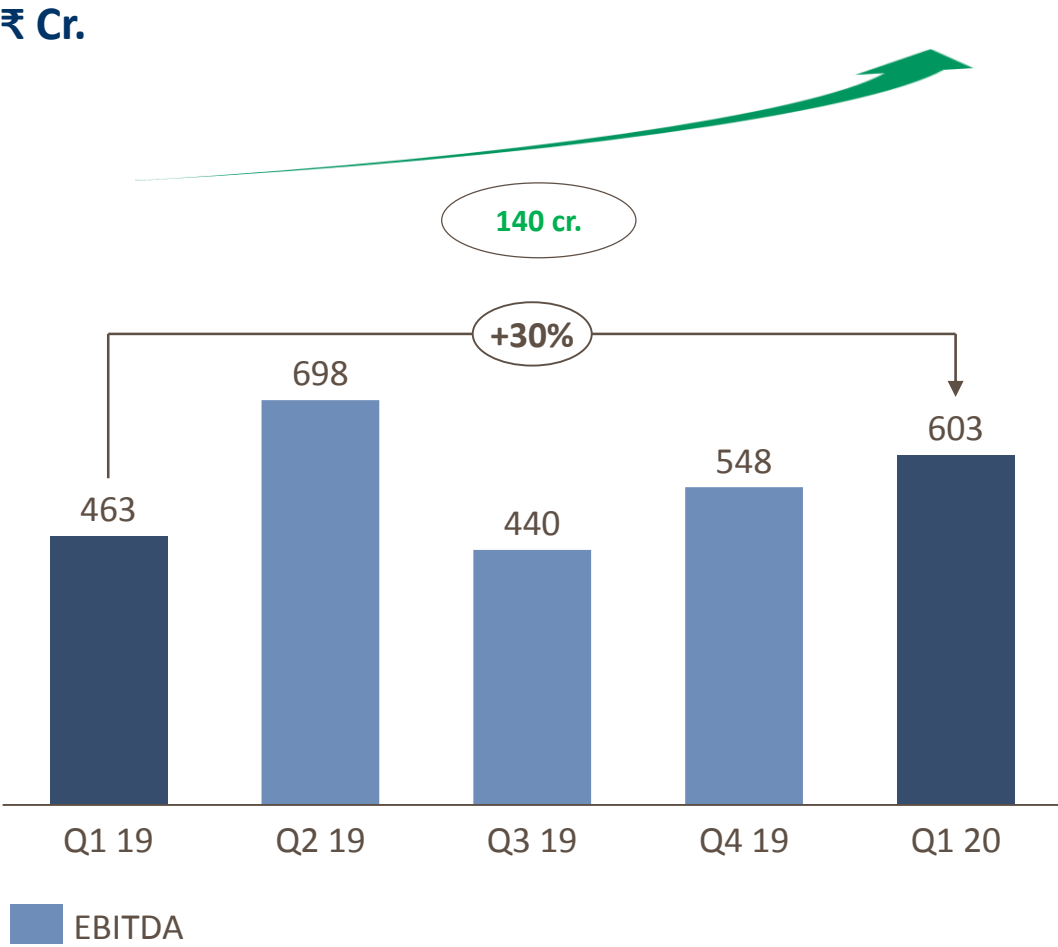
Million Tonnes – Cement & Clinker

₹ Cr.



**Volume de-grew by 10%, however till February Ambuja had recorded a healthy volume growth, which was impacted in March 2020 due to the nationwide lockdown.**

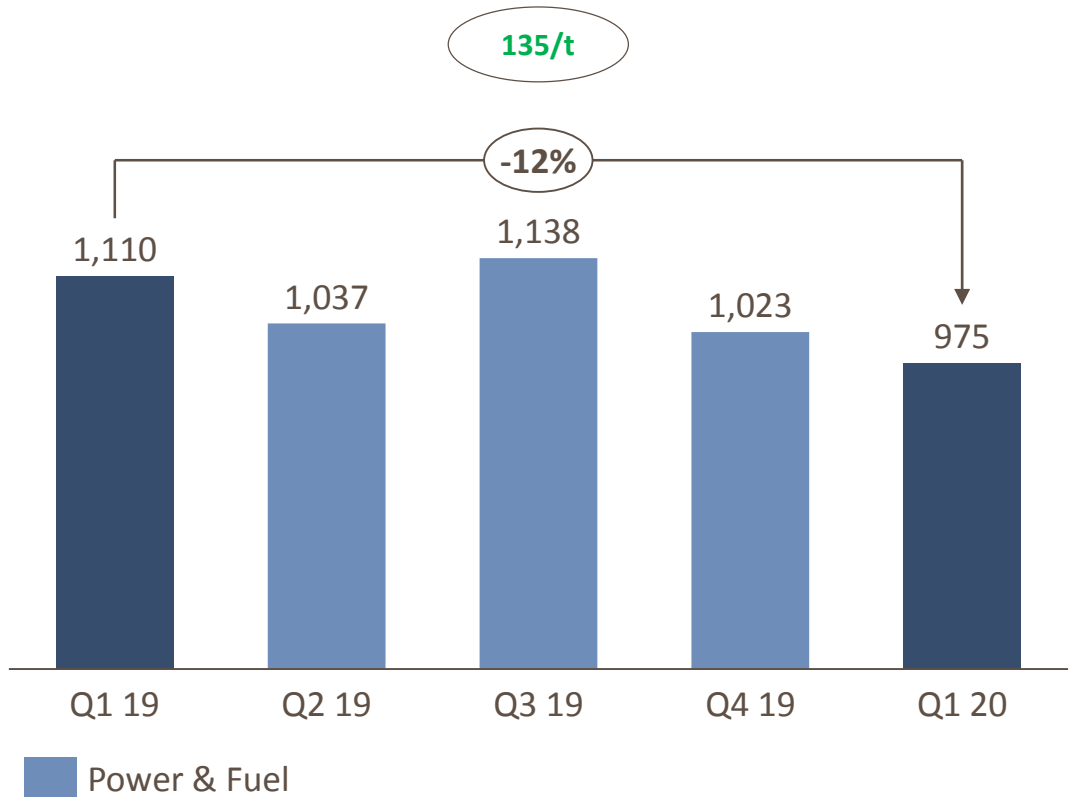
# EBITDA ₹ Cr and EBITDA / Tonne trend



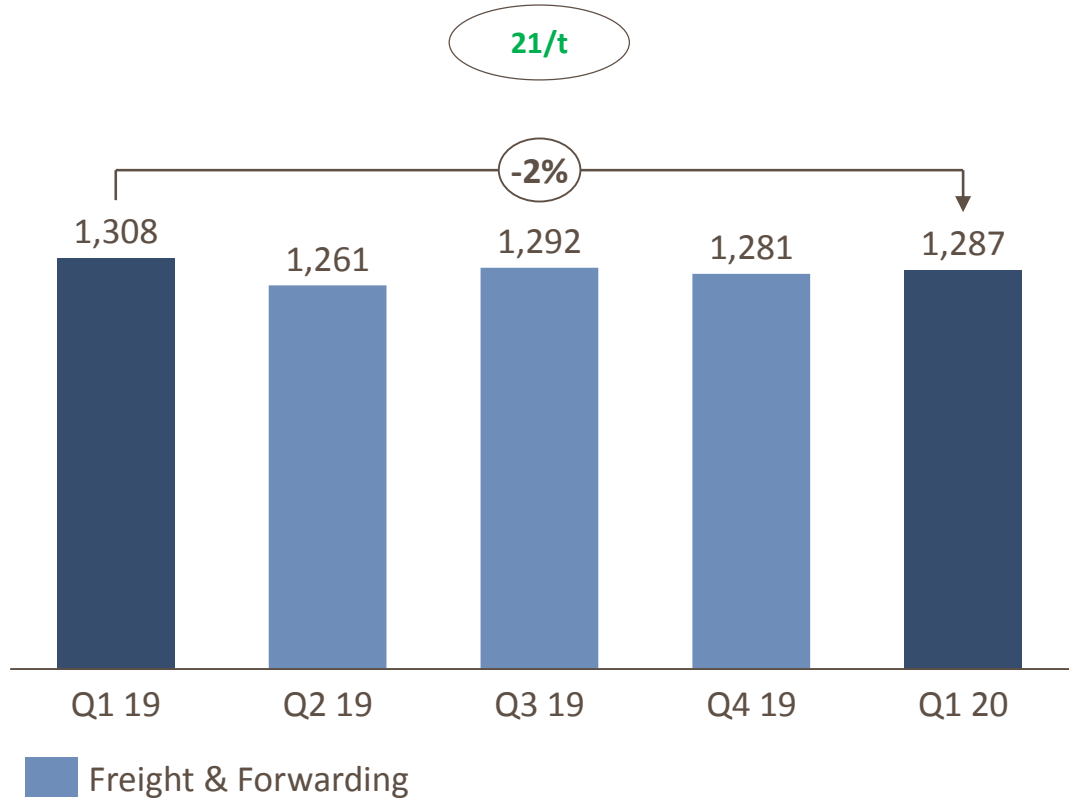
**Operating EBITDA increased by 30% for the quarter on account of higher realisations, growth in premium products and lower fuel costs**

# Key Costs - Power & Fuel and Freight & Forwarding Costs trend

₹/T



₹/T



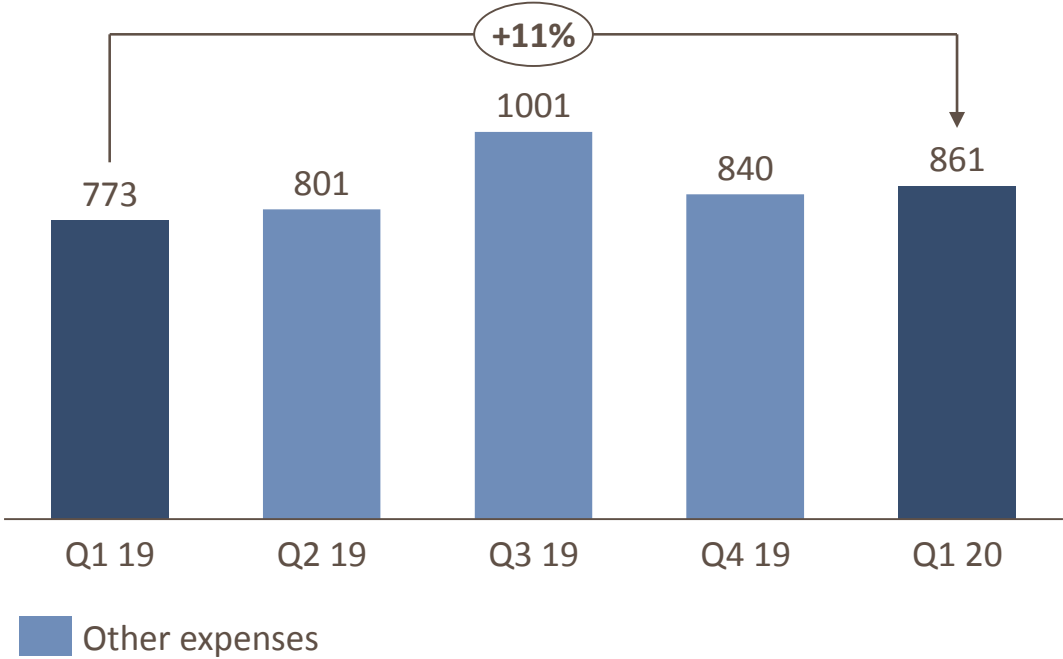
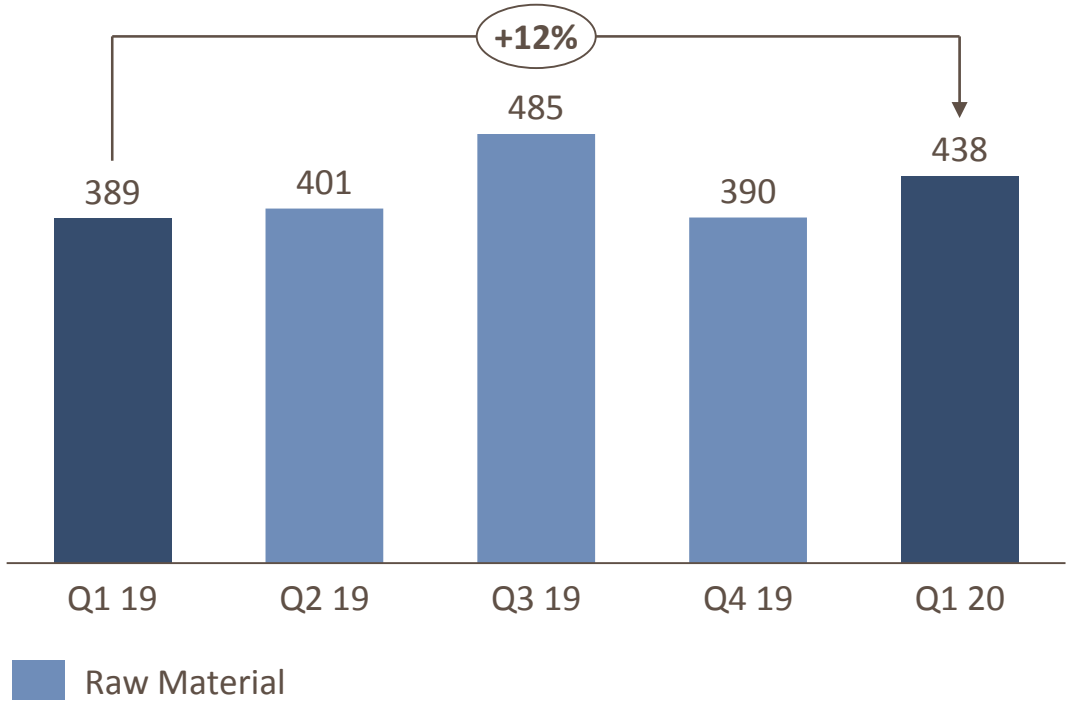
**Power & fuel and logistics cost see reduction on account of low cost of fuel coupled with plant efficiency and optimisation in supply chain**



# Key Costs - Raw Material Costs and Other Expenses trend

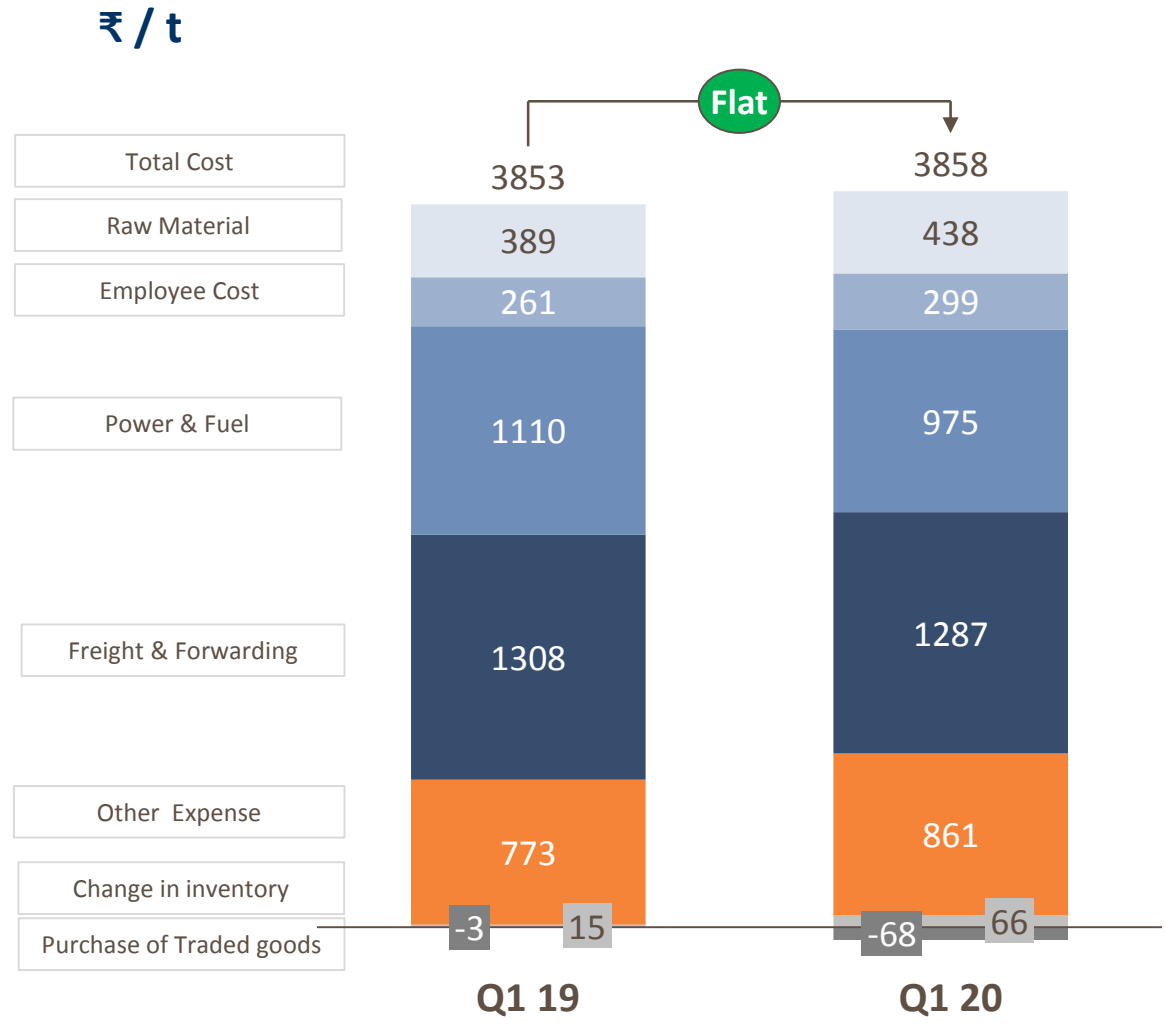
₹/T

₹/T



**Raw Material cost increased mainly due to increase in Flyash cost (mainly in North)**  
**Other expense in absolute terms sees a marginal increase of 0.4% YoY i.e. from ₹ 494 cr. to ₹ 496 cr.**

# Total cost flat YoY basis i.e. Q1 20 vs Q1 19



Costs lower backed by saving in fuel cost and logistics cost in Q1'20

- Performance Highlights
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- **Standalone and Consolidated results**
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# Standalone Results: Jan-Mar 2020

Particulars	UoM	Jan-Mar 2019	Jan-Mar 2020	Δ %
Sales Volume	MnT	6.37	5.76	-9.6%
Price (Cement)	₹/bag	226	240	6.1%
Sales	₹ Cr	2,847	2,760	-3.1%
Other Operating Income	₹ Cr	80	67	-16.4%
Revenue from operation	₹ Cr	2,928	2,828	-3.4%
Revenue from Operation	₹ per ton	4,578	4,904	7.1%
Other non operating income	₹ Cr	240	88	-63.3%
Total Income	₹ Cr	3,168	2,916	-8.0%
Operating Expenses	₹ Cr	2,464	2,224	-9.7%
Operating Expenses	₹ per ton	3,853	3,858	0.1%
EBITDA	₹ Cr	463	603	30.2%
EBITDA Margin	%	16.3%	21.9%	5.6 pp
EBITDA	₹ per ton	724	1,046	44.4%
Finance cost	₹ Cr	17	23	31.9%
Depreciation	₹ Cr	131	138	5.0%
Profit before tax	₹ Cr	555	530	-4.4%
Tax expenses	₹ Cr	128	131	2.9%
Profit after Tax	₹ Cr	427	399	-6.5%
Profit after Tax without ACC Dividend	₹ Cr	295	399	35.1%
Earning per Share	₹	2.15	2.01	-6.5%

▪ EBITDA Margin up from 16.3% to 21.9%

# Consolidated Results: Jan-Mar 2020

Particulars	UoM	Jan-Mar 2019	Jan-Mar 2020	Δ %
Cement Volume	MnT	13.84	<b>12.19</b>	-11.9%
Sales	₹ Cr	6,694	<b>6,129</b>	-8.4%
Other Operating Income	₹ Cr	137	<b>121</b>	-11.7%
Revenue from operations	₹ Cr	6,831	<b>6,250</b>	-8.5%
Other Non Operating Income	₹ Cr	263	<b>142</b>	-46.0%
Total Income	₹ Cr	7,093	<b>6,391</b>	-9.9%
Operating Expenses	₹ Cr	5,834	<b>5,058</b>	-13.3%
EBITDA	₹ Cr	997	<b>1,191</b>	19.5%
EBITDA margin	%	14.9%	<b>19.4%</b>	4.5 pp
Finance Cost	₹ Cr	38	<b>34</b>	-12.2%
Depreciation	₹ Cr	280	<b>296</b>	6.0%
Share in profit of joint venture	₹ Cr	5	<b>4</b>	-22.6%
Profit Before Tax	₹ Cr	946	<b>1,007</b>	6.4%
Tax Expenses	₹ Cr	251	<b>264</b>	5.2%
Profit Before Non Controlling Interest	₹ Cr	695	<b>743</b>	6.8%
Non Controlling Interest	₹ Cr	200	<b>188</b>	-5.8%
Profit After Non Controlling Interest	₹ Cr	495	<b>554</b>	11.9%
EPS	₹	2.50	<b>2.79</b>	11.6%

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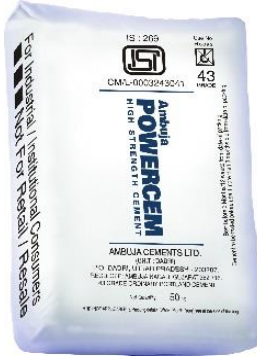
# Ambuja Product Portfolio



**Buildem**



**Powercem 53**



**Powercem 43**



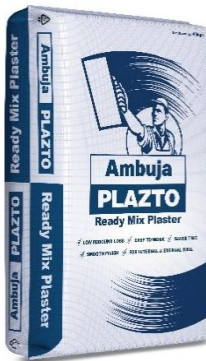
**Railcem**



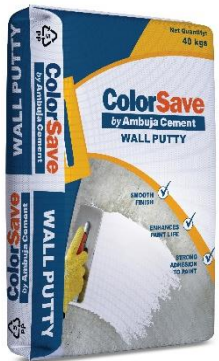
**RMC**



**Seelan Seal**



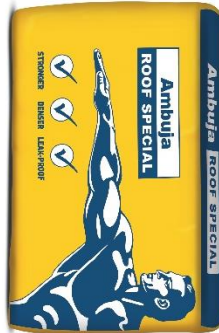
**Plazto**



**ColorSave**



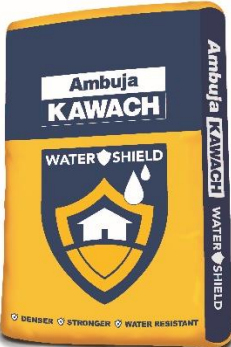
**PPC**



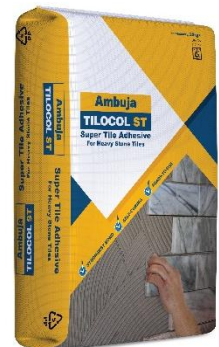
**Roof Special**



**Compocem**



**Kawach**



**Tilocol ST**



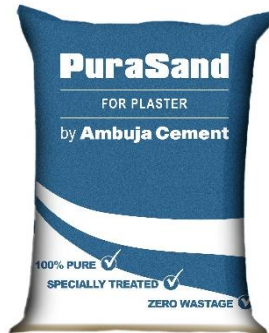
**Tilocol VT**



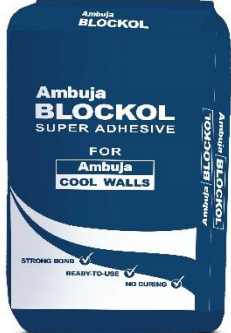
**Tilocol MT**



**PuraSand**



**PuraSand**



**Blockol**



**Cool Wall**

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# Community Outreach through Ambuja Foundation

## Quick response by Ambuja Cement Foundation to help communities prepare for COVID 19 (1 of 2)

### ▪ Creation of SPOCs

Selected individuals from the community to be a **Single Point of Contact (SPOCs)** between the community and ACF.

**3953 SPOCs** created till date in 2000 villages

- A SPOC can be a lead farmer, field facilitator, SHG women, Sakhi, Village Volunteer
- The SPOCs works alongside health authorities
- Messages like social distancing, helpline numbers, emergency numbers are shared by the SPOCs

### ▪ Self Health Group (SHG) women make face masks

Looking at an economic opportunity for our women during this lockdown to start their own micro-enterprise, ACF approached the women to help local authorities with face masks



*SHG women making face masks*



*Social distancing circles marked in community areas*

Empowered women from **9 locations** have created more than **54,000 face masks** and distributed across locations.

Currently servicing orders from all Ambuja plants for staff and workers

# Community Outreach through Ambuja Foundation

## Quick response by Ambuja Cement Foundation to help communities prepare for COVID 19 (2 of 2)

- **Dissemination of Mobile Messages**

Since the team was restricted from reaching villages due to lockdown, they used mobile messaging systems to send daily messages/images about the virus to beneficiaries.



*Farmer and SPOC listening to mobile message*



*Farmers taking precautions in the fields*

**Reached over 5 lakh population** of farmers and beneficiaries on with educative awareness images & messages through mobile messaging systems pushed out by the SPOCs

- **Creation and Distribution of Ration Kits**

Critical Need for Ration Kits led to supporting **7068 families** in Chandrapur, Dadri, Roorkee, Ropar, Bhatinda, Marwa Mundwa and Ambujanagar. Support provided to trainees held-up in towns/cities outside villages.



*Distribution at the office area*



*Distribution by women federation*



*Distribution in the community*

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