

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

April 21, 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

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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 Q1CY20 Results.

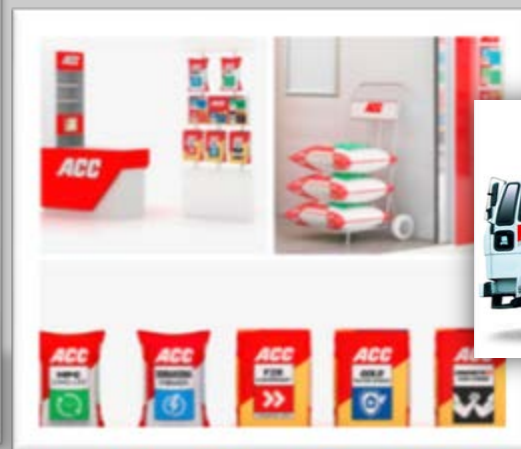
You are requested to take note of the same.

Yours Sincerely
For **ACC Limited**

Rajiv Choubey
Chief Legal Officer & Company Secretary
ACS-13063

Encl.: As Above

ACC



Investor Presentation: Q1CY20 Results

Apr 21, 2020

Economy & Industry Update

Performance Highlights

Performance Analysis

Leadership In Sustainability



Economy & Industry Update



Nation-wide Lockdown

- Covid-19 pandemic has slammed the brakes on economic activity
- National lockdown over Covid-19 pandemic extended till May 3, 2020
- Phased withdrawal of restrictions on economic activity expected from Apr 20, 2020 based on pandemic intensity across districts

Gross Domestic Product

- GDP growth estimates for FY21 has been slashed by various agencies

Inflation

- Downward pressure on inflation due to softening of global crude prices, may be offset later by likely increase in fiscal deficit

Infrastructure

- Industrial /commercial, urban housing and infra to be hit
- In the short term, spend for healthcare and public welfare activities will be a priority
- Workforce remobilization a key challenge - labour shortage due to reverse migration from urban areas

Outlook

- Gradual recovery expected in the later half of FY 21

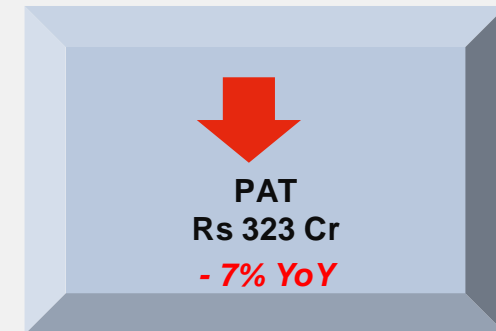
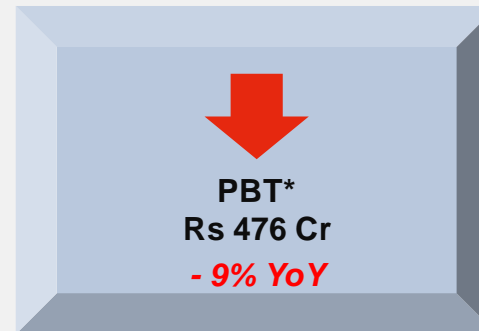
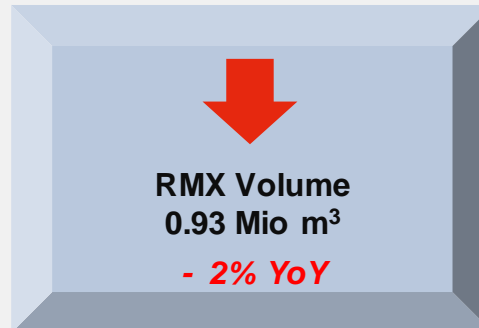
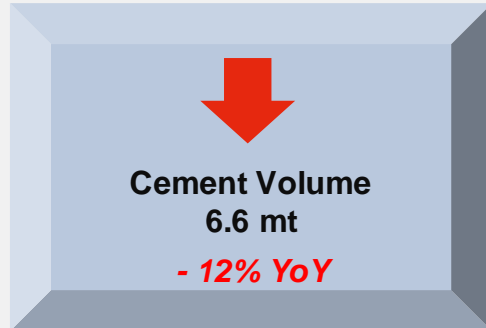
Cement Industry

- India's cement demand to contract sharply in FY21
- While demand in rural housing may witness a quicker recovery, pick-up in urban housing will be more gradual
- Infrastructure development and real estate construction may see revival albeit at a moderate pace



Performance Highlights





- Nationwide lockdown led to volume and revenue decline
- Robust EBITDA performance through strong focus on cost
- PAT impacted due to lower other income

* PBT for Q1 CY'19 includes interest income on income tax of Rs 99 Crs



Financial Results – Consolidated

| Particulars <i>(all amt in Rs. Crs)</i> | Q1'19 | Q1'20 | Change (YoY) |
|---|-------|-------|--------------|
| Net Sales | 3,850 | 3,433 | - 11% |
| EBITDA | 532 | 586 | 10% |
| EBITDA Margin (%) | 13.8 | 17.1 | 3.3pp |
| Profit Before Tax (PBT) | 523* | 476 | - 9% |
| Tax Expenses | 177 | 153 | - 14% |
| Profit After Tax (PAT) | 346 | 323 | - 7% |
| EPS <i>(Rs/share)</i> | 18.4 | 17.2 | - 7% |

* Includes interest income on income tax of Rs 99 Crs



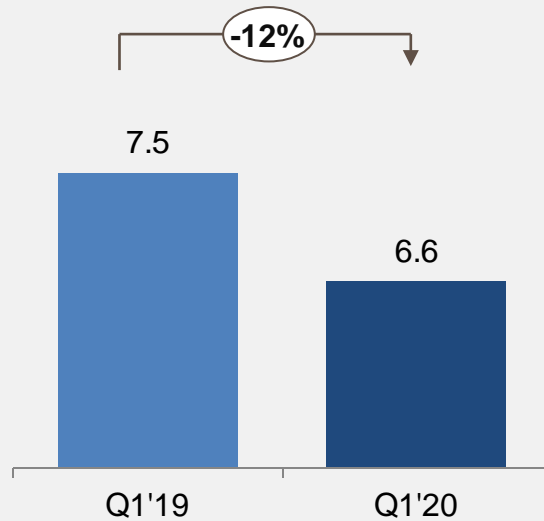
Performance Analysis



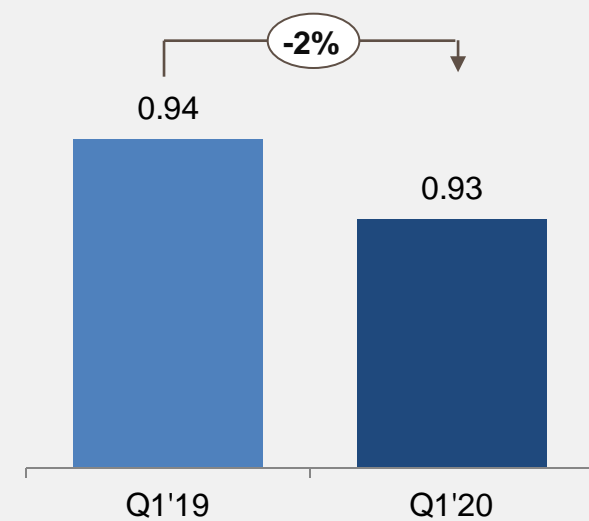
| Particulars | Q1'19 | Q1'20 | Change YoY |
|-----------------------------------|--------------|--------------|-------------|
| Sales Revenue | 4,649 | 4,579 | -70 |
| Other Operating Income | 89 | 100 | 11 |
| Total Operating Income | 4,738 | 4,679 | -59 |
| Expenses | | | |
| Raw Material Consumed | 596 | 502 | -94 |
| Power & Fuel Cost | 1,040 | 1,082 | 42 |
| Logistics Cost | 1,348 | 1,340 | -8 |
| Employee Cost | 243 | 283 | 40 |
| Other Expenses | 770 | 756 | -14 |
| Total Expenses[#] | 4,095 | 3,881 | -214 |
| EBITDA | 643 | 798 | 155 |

[#] includes changes in inventories of finished goods, work-in-progress and stock-in-trade & Purchase of traded Cement

Cement Volume (Mio ton)

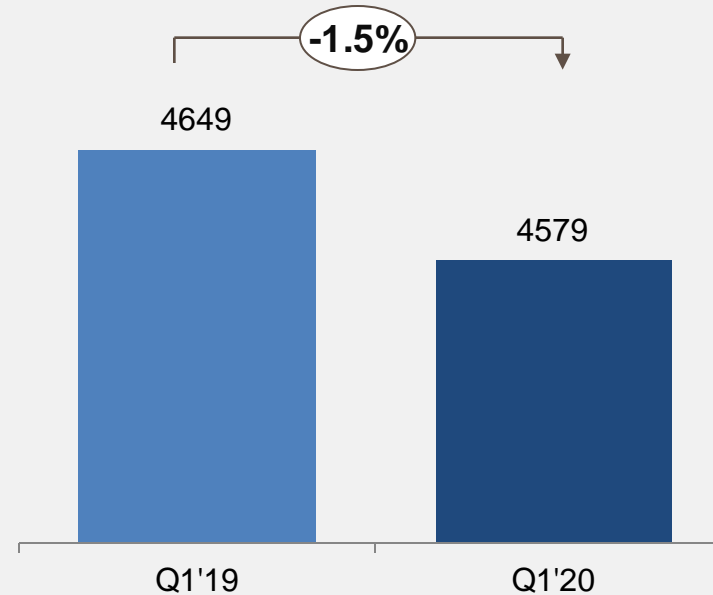


RMX Volume (Mio m³)



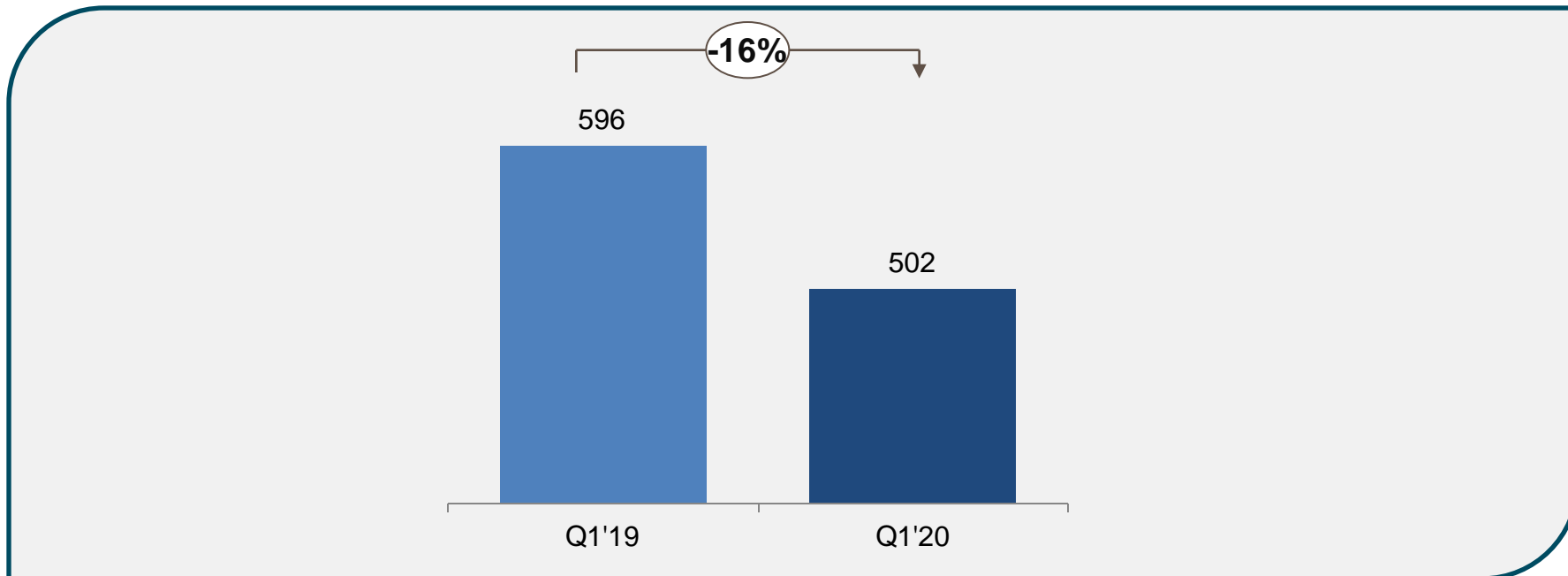
Q1 YoY

Decline in volumes due to impact of COVID-19 which resulted in shutdown of operating activities under governments' directive



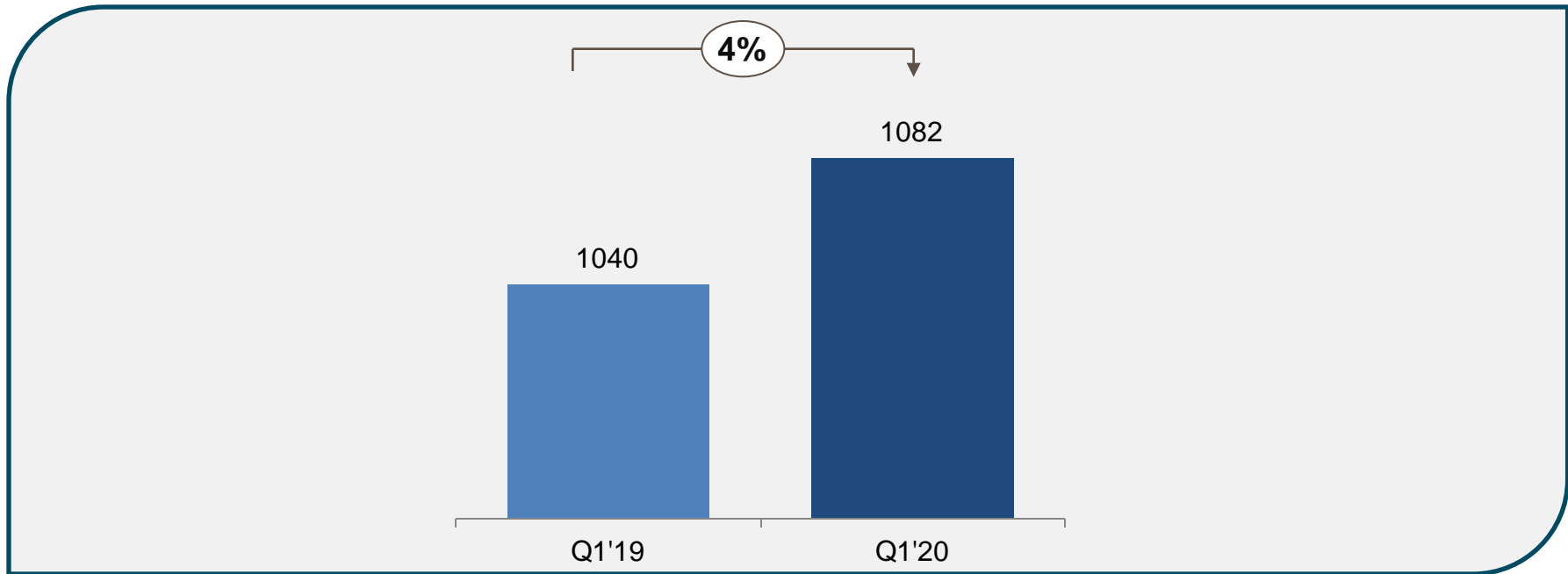
Q1 YoY

Decline in realisation in line with the market trend and regional dynamics, partially offset by focus on product mix optimisation and volume growth of premium products



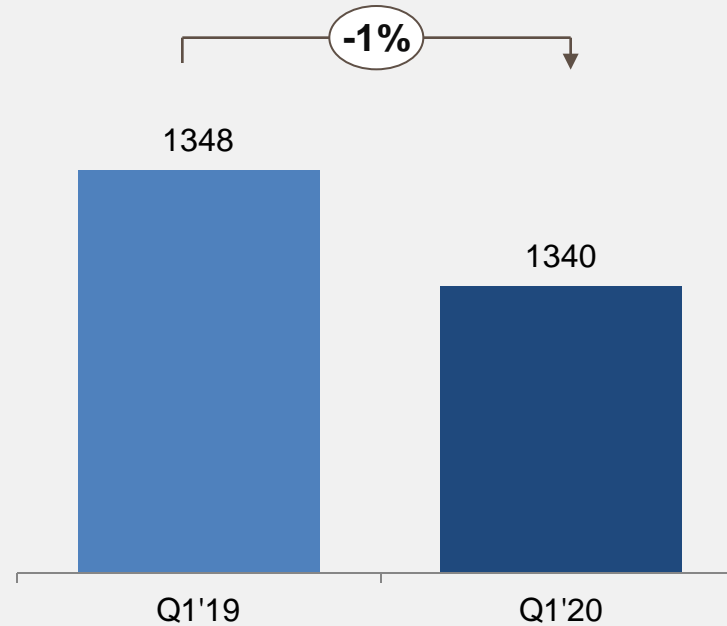
Q1 YoY

- Source mix optimization
- Better supply chain management



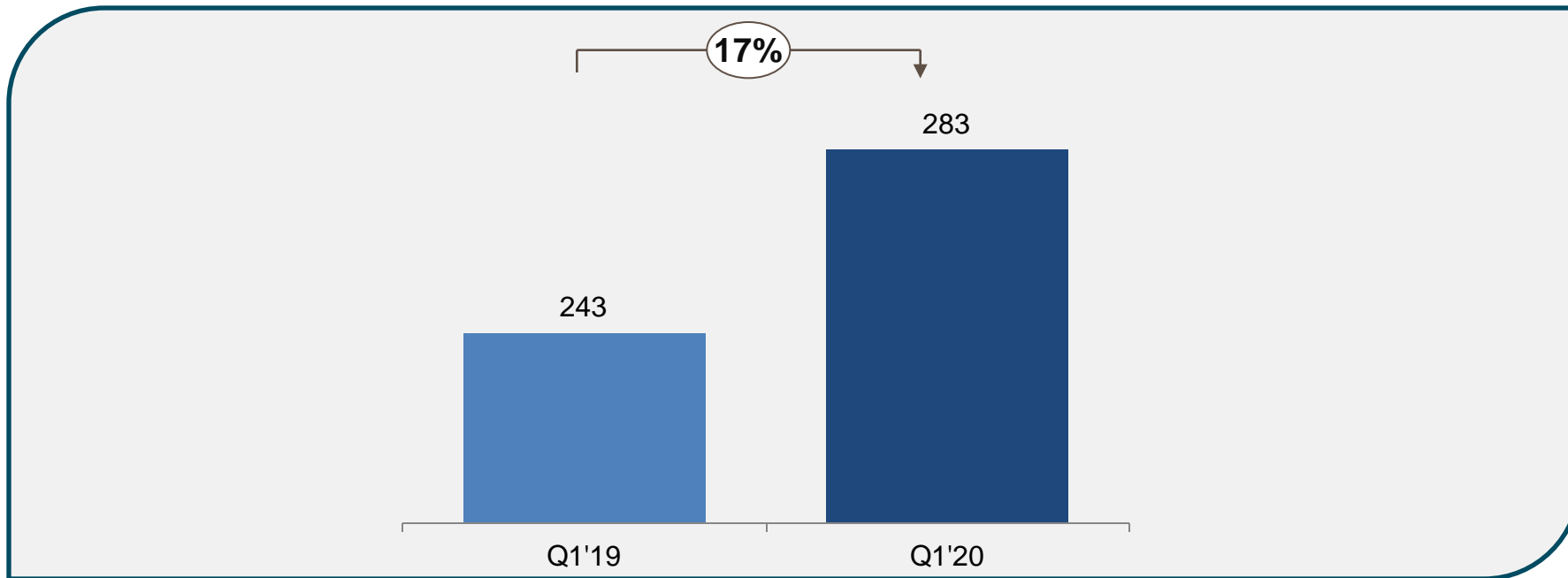
Q1 YoY

Power & Fuel cost increased due to lower sales volume partially offset by fuel flexibility, maximization of consumption of alternative fuels and improvement in energy efficiency



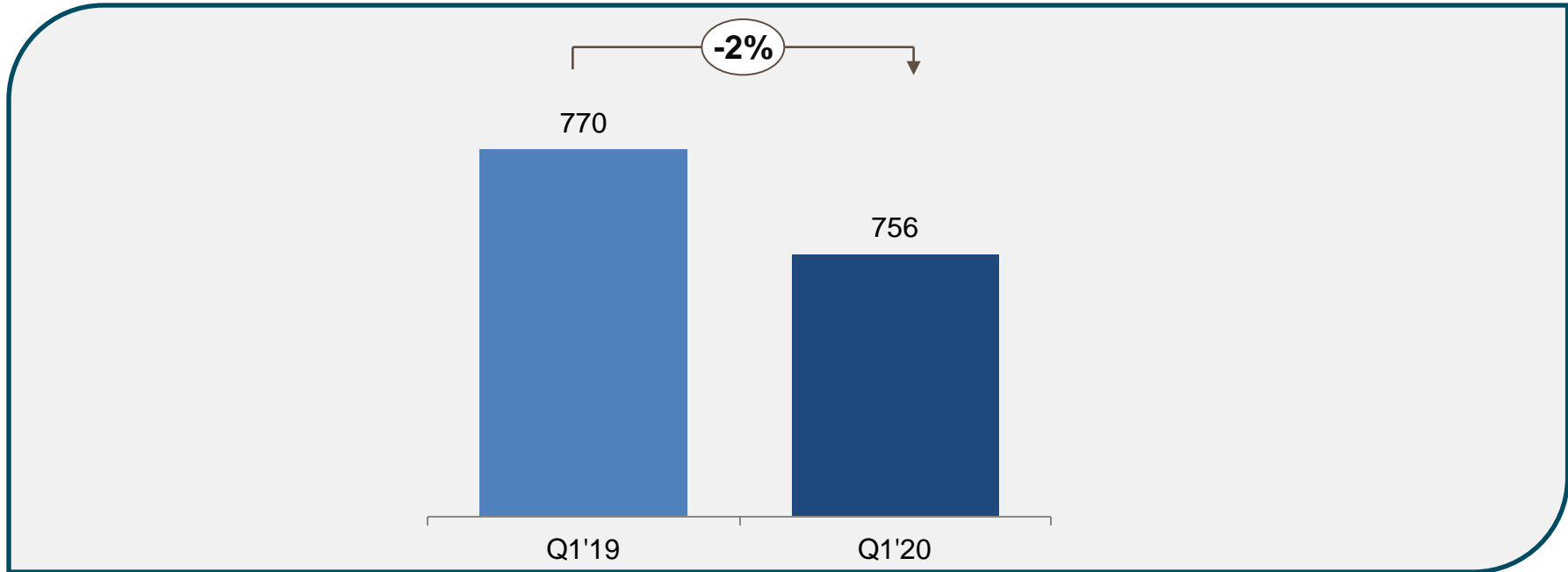
Q1 YoY

- Reduction in primary rail freight through better planning
- Secondary freight & warehousing cost rationalisation
- Lower Sales Volume negatively impacted freight & forwarding cost



Q1 YoY

Employee cost apportioned over lower sales volume



Q1 YoY

Lower Fixed Cost YoY



Leadership in Sustainability



Sustainability initiatives - Q1'20:

- ❑ 23 million units of solar power through Power Purchase agreement
- ❑ Journey towards Water Positive and Carbon Neutrality have been kicked off in plants through regional webinars
- ❑ Project “ANTARPRERANA” - partnership with MIMANSA start-up to create 500 women entrepreneurs
- ❑ “DISHA” an alternate livelihood centre - 951 unemployed youth were trained through “DISHA” centres; New centres established at Ametha & Gagal
- ❑ Malnutrition Eradication project launched - through 326 Anganwadi centres covering 28k mothers and children

Notable Sustainability

Achievements in Q1'20:

- ❑ Integrated report 2019 , externally assured by KPMG for non financial disclosure i.e., environment & social was released
- ❑ ACC scored Band ‘B’ in Carbon Disclosure Project



Covid 19 – Communities - ACC Trust

Working round-the-clock to aid half a million people across 93 villages in 11 states; facilitating 2000+ SHG leaders

Sanitization

Disinfecting & sanitizing village areas using tankers modified to spray disinfectant

Covered 101 villages in 11 municipalities of 15 districts in 11 states impacting **6.6 lakh people**



Masks

Facilitated 138 SHGs & DISHA centers to produce triple-layered face-masks to protect frontline workers battling against Covid-19

Enabled 120 women to produce and dispatch ~ **72,000 masks**. 30,000 ongoing.



Social Distancing

Educating communities and villages on social distancing, hand washing techniques, and respiratory hygiene

10 Municipalities & 101 villages through tele-calling, mobile vans with loud-speakers, posters

Food distribution

Distributing food and provisions of rice, sugar, oil and pulses to migrant labour and needy people.

13,400+ food packets distributed



ACC teams have created awareness across communities under its influence to mitigate the risk of COVID spread
Capability Building in communities around plant to ensure that adequate PPEs are available for everyone
Educated Village Heads to ensure that lockdowns are rigorously followed

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.