

9M 2020 PERFORMANCE HIGHLIGHTS

9 M 2020

- EBITDA Margin at 24.4% up by 510 bps
- EBITDA of ₹ 1,879 crore ahead of 2019 by 17%
- EBITDA PMT increased by 31% to ₹ 1,203
- Profit after tax at ₹ 1,293 crore up by 20%
- Net Sales de-grew 7% due to Covid-19 situation
- Cement realisations up 3% YoY
- Total Operating expenses declines by ₹ 132 PMT, 3% YoY

CONTENTS

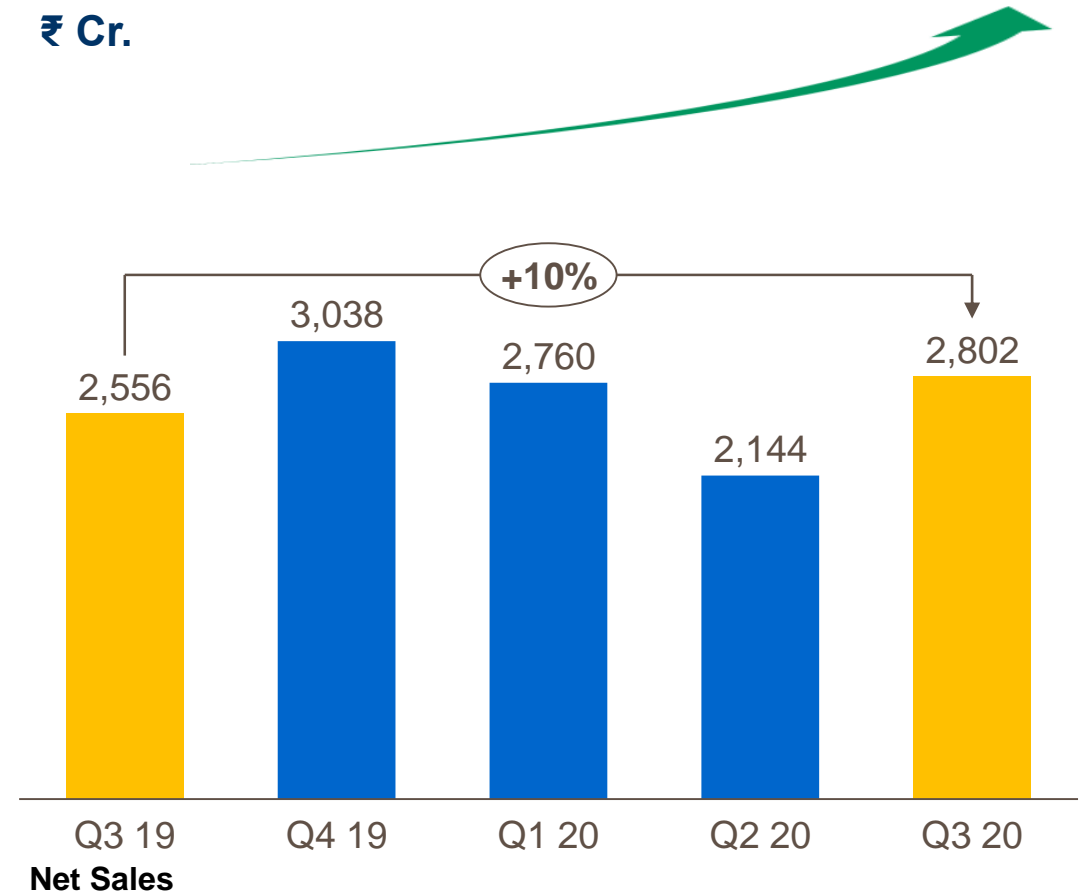
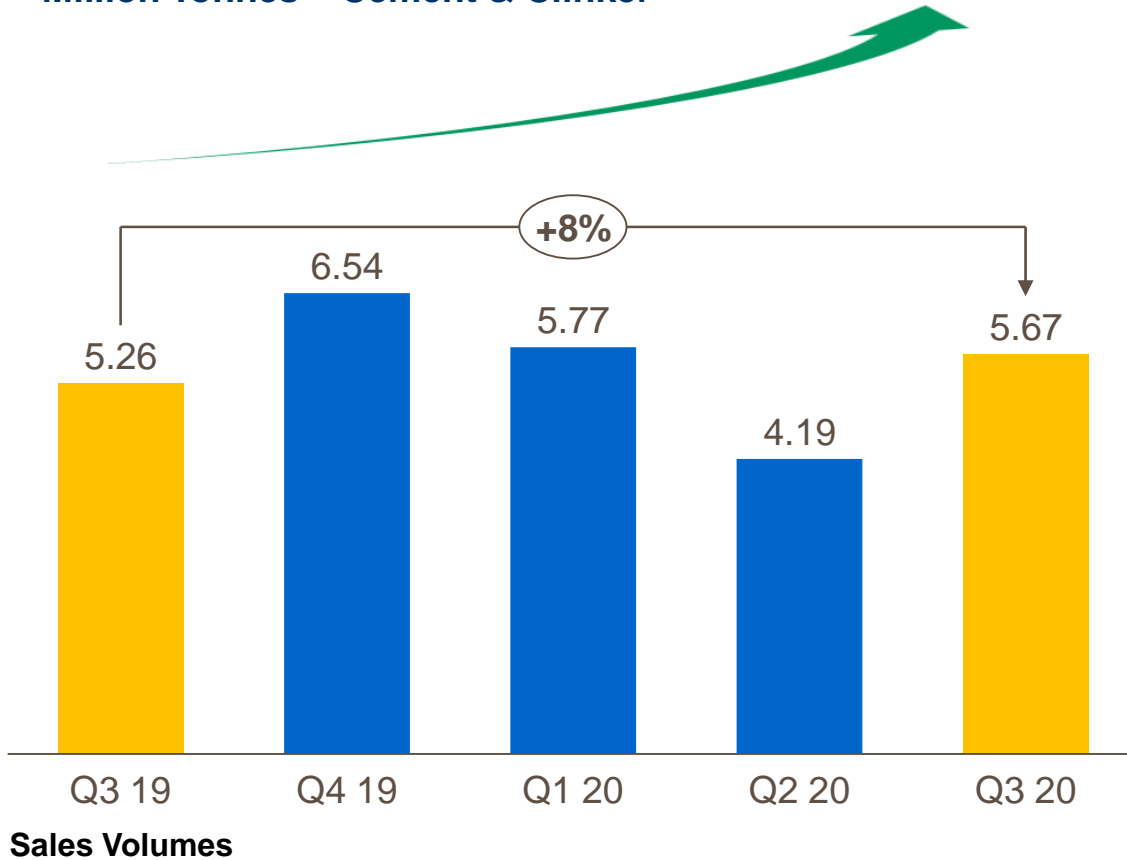
- Performance Highlights
- **Performance Analysis**
- Standalone and Consolidated results
- Products Portfolio
- Ambuja Cement Foundation – Community outreach measures

Q3 2020 PERFORMANCE ANALYSIS

Sales Volumes and Net Sales

Million Tonnes – Cement & Clinker

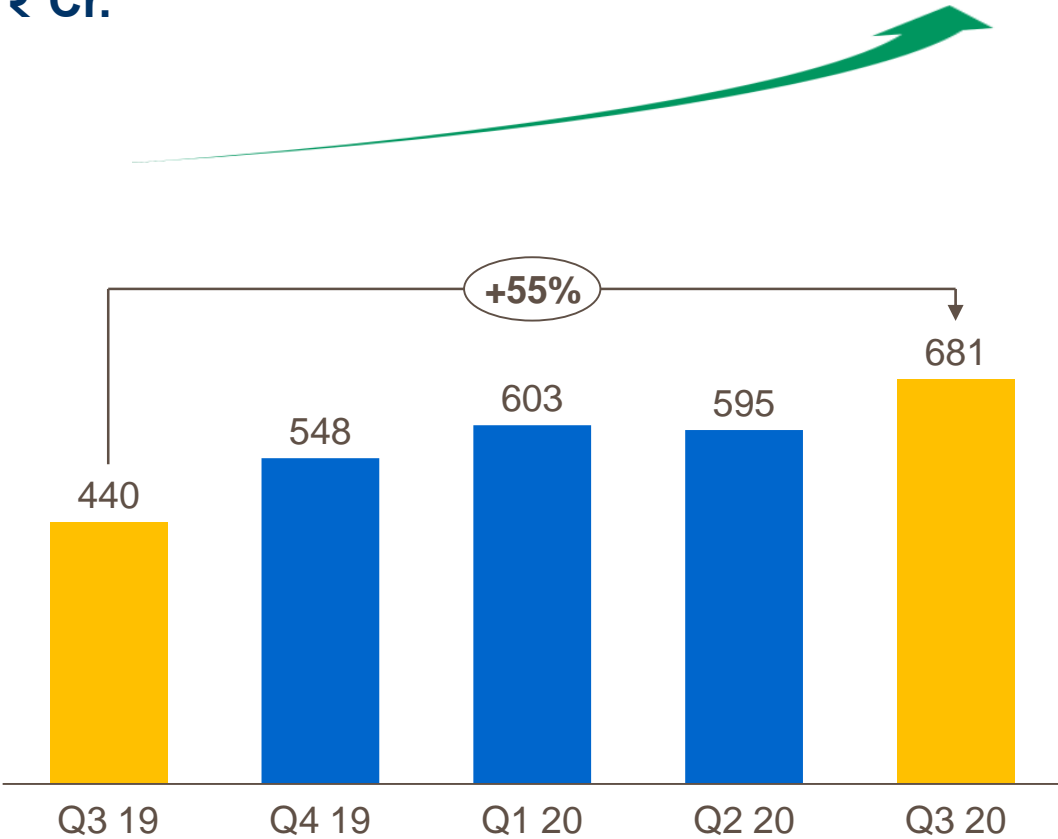
₹ Cr.



Strong volume growth of +8% supported by positive price resulting in 10% growth in net sales

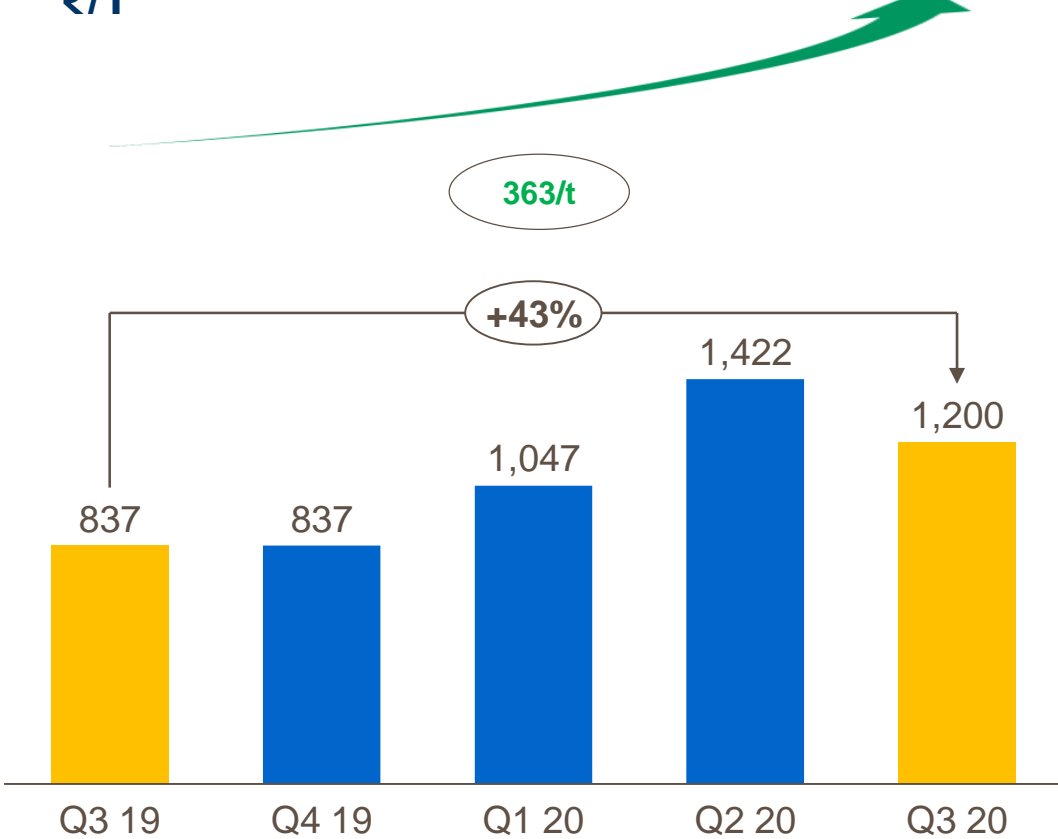
EBITDA ₹ Cr and EBITDA / Tonne trend

₹ Cr.



EBITDA

₹/T

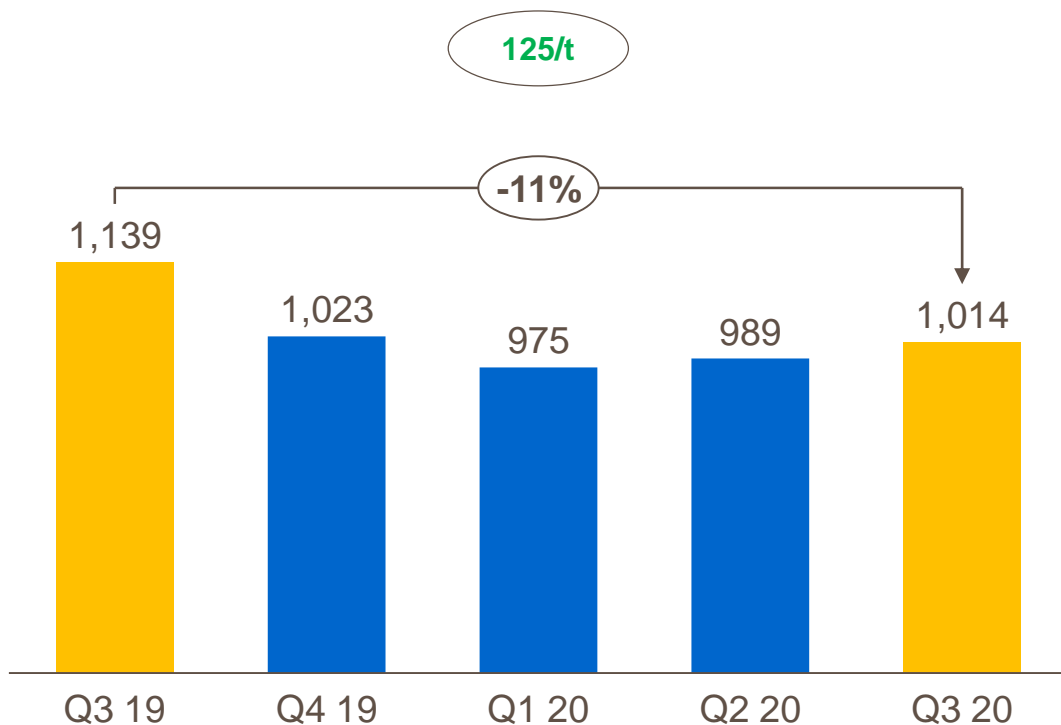


EBITDA PMT

**Absolute EBITDA recorded a solid growth of 55% to ₹ 681 Crore with a margin expansion of 710 bps
EBITDA PMT increased by ₹ 363/t**

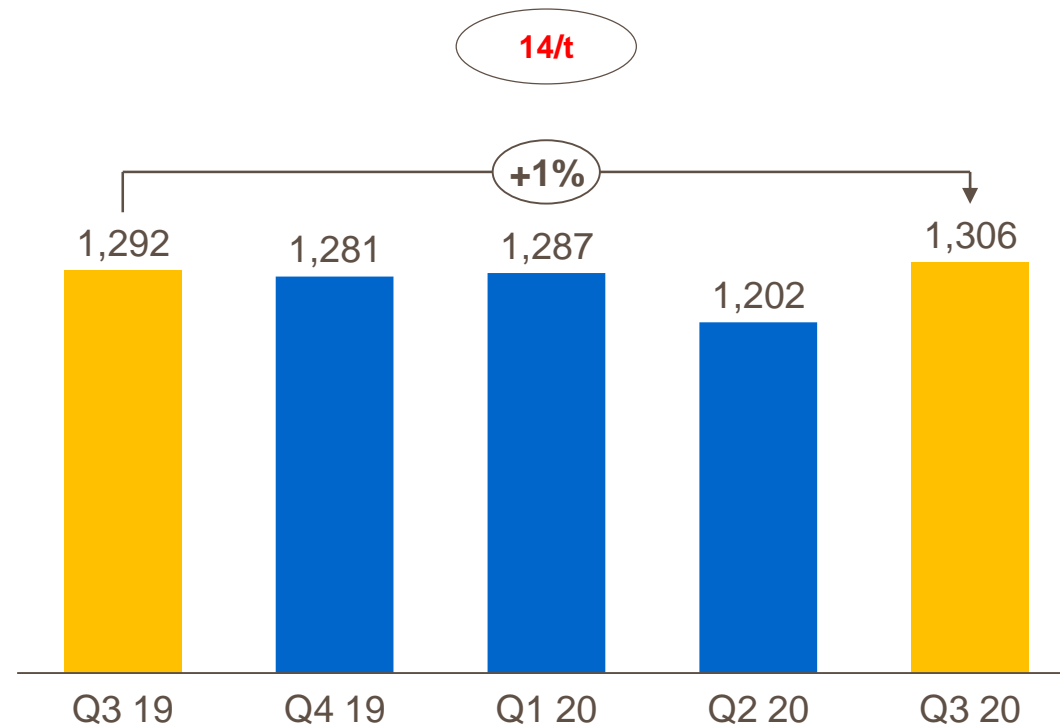
Key Costs - Power & Fuel and Freight & Forwarding Costs trend

₹/T



Power & Fuel

₹/T



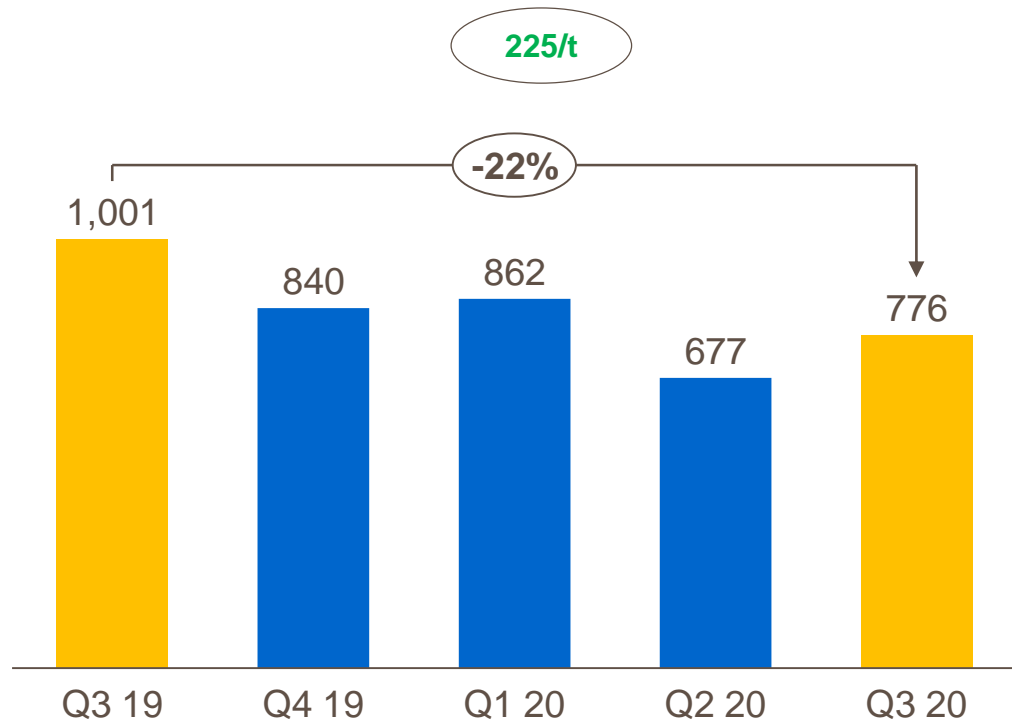
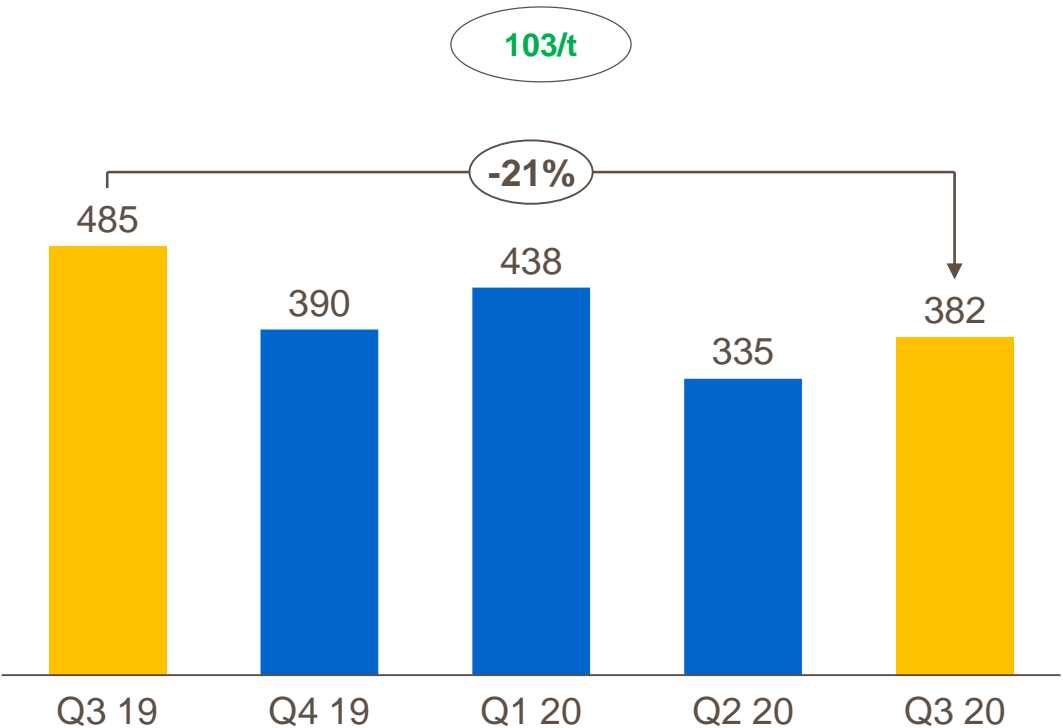
Freight & Forwarding

- **Power & Fuel costs lower by ₹ 125/t YoY on account of lower input costs,**
- **Re-negotiation of contracts and logistic efficiencies mitigated diesel price increase**
- **Network optimization has gained momentum due to acceleration of Master Supply Agreement (MSA) with ACC**

Key Costs - Raw Material Costs and Other Expenses trend

₹/T

₹/T

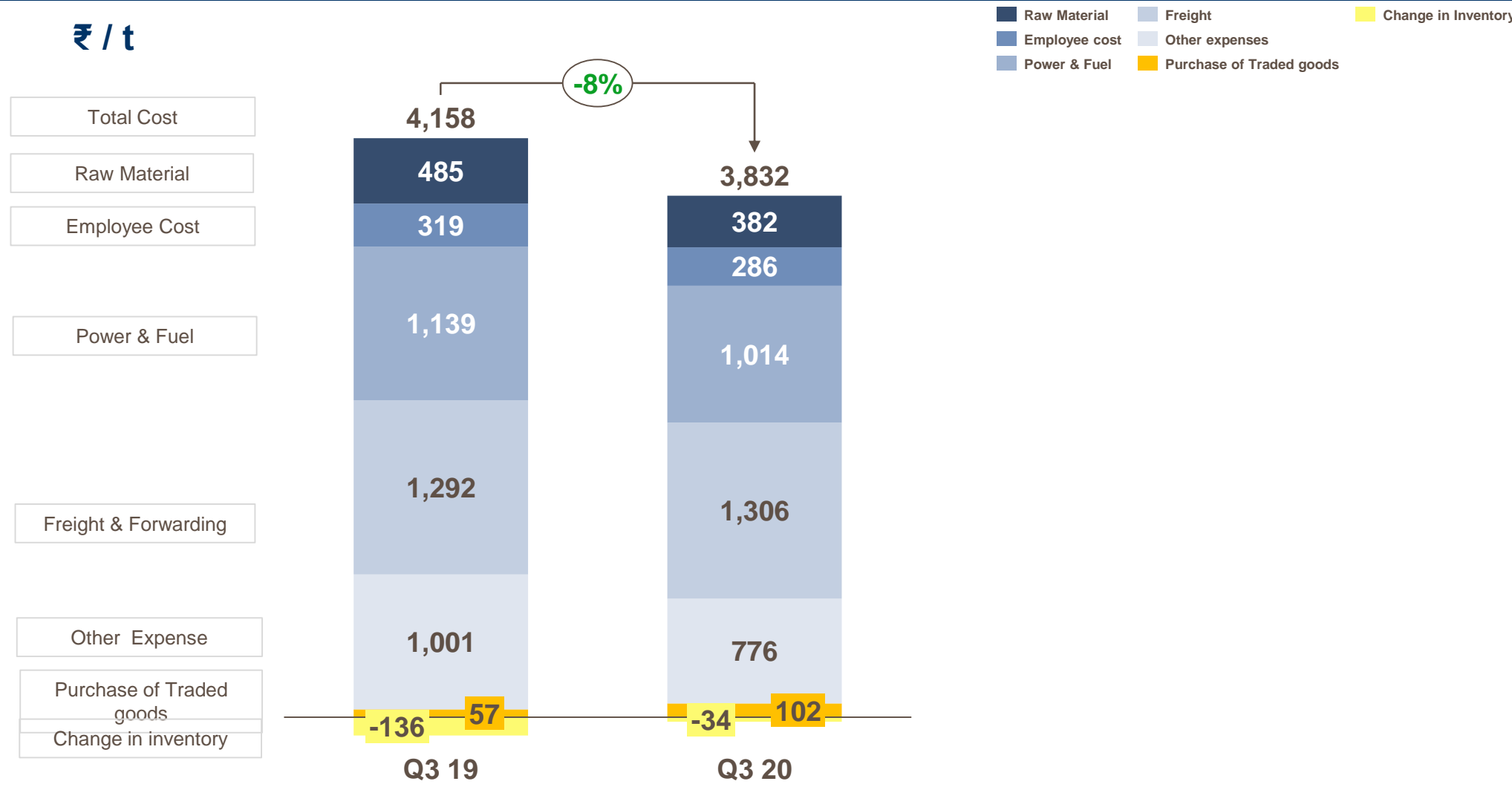


Raw Material

Other expense

- *Raw Material costs decreased YoY mainly due to reduction in rate of Fly & Gypsum through new usage norms (wet fly ash) and negotiations*
- *Other expenses/tonne saw a sharp reduction YoY due to reduction in other fixed costs coupled with various cost optimisation initiatives*

Total cost sees a reduction of 8% YoY i.e. Q3 2020 vs Q3 2019



Total costs have declined on a year on year basis by 8% on account of lower input costs and result of our efficiency and cost control programs

Total cost sees a reduction of 3% YoY i.e. 9M 2020 vs 9M 2019



Total costs have declined on a year on year basis by 3% on account of lower input costs and result of our efficiency and cost control programs

CONTENTS

- Performance Highlights
- Performance Analysis
- **Standalone and Consolidated results**
- Products Portfolio
- Ambuja Cement Foundation – Community outreach measures

Standalone Results: July-September 2020

Increase in EBITDA by 55% vs top line growth of 9.7%

Particulars	UOM	Jul – Sep 2019	Jul – Sep 2020	Δ %	Jan –Sep 2019	Jan –Sep 2020	Δ %
Sales volume	Mnt	5.23	5.67	8.4%	17.42	15.62	-10.4%
Price (Cement)	₹ per Bag	247	247	-0.1%	241	248	2.7%
Sales	₹ crore	2,556	2,802	9.7%	8,315	7,707	-7.3%
Other Operating Income	₹ crore	70	50	-28.6%	222	149	-32.7%
Revenue from operation	₹ crore	2,626	2,852	8.6%	8,537	7,857	-8.0%
Revenue from Operation (CLC)	₹ PMT	4,995	5,033	0.8%	4,873	5,030	3.2%
Operating expenses	₹ crore	2,186	2,171	-0.7%	6,936	5,978	-13.8%
Operating expenses (CLC)	₹ PMT	4,158	3,832	-7.8%	3,959	3,827	-3.3%
EBITDA	₹ crore	440	681	54.9%	1,601	1,879	17.3%
EBITDA Margin	%	17.2%	24.3%	7.1 pp	19.3%	24.4%	5.1 pp
EBITDA	₹ PMT	837	1,200	43.5%	914	1,203	31.6%
Depreciation	₹ crore	133	129	-3.2%	395	395	0.1%
EBIT	₹ crore	307	551	79.4%	1,206	1,483	23.0%
EBIT Margin	%	12.0%	19.6%	7.6 pp	14.5%	19.2%	4.7 pp
Finance Cost	₹ crore	22	18	-14.5%	60	60	-0.2%
Other non operating Income	₹ crore	63	52	-16.7%	361	333	-7.9%
Profit Before Tax	₹ crore	348	585	68.2%	1,507	1,756	16.5%
Tax Expenses	₹ crore	113	145	27.7%	434	463	6.8%
Profit After Tax	₹ crore	235	441	87.8%	1,074	1,293	20.4%
Earning Per Share	₹	1.18	2.22	88.1%	5.41	6.51	20.3%

Q3 19 vs Q3 20

Increase in volume by 8% and decrease in ₹ PMT cost by 8% resulted in margin expansion by 7.1 pp

YTD Sep 19 vs YTD Sep 20

Despite lockdown impact EBITDA is higher by 17% due to various cost initiatives

Consolidated Results: July-September 2020

Particulars	UoM	Jul-Sep 2019	Jul-Sep 2020	Δ %	Jan-Sep 2019	Jan-Sep 2020	Δ %
Sales	₹ Cr	5,957	6,071	1.9%	19,576	16,744	-14.5%
Revenue from operations	₹ Cr	6,077	6,169	1.5%	19,982	17,063	-14.6%
Operating Expenses	₹ Cr	5,078	4,820	-5.1%	16,502	13,400	-18.8%
EBITDA	₹ Cr	999	1,349	35.1%	3,480	3,663	5.3%
EBITDA margin	%	16.8%	22.2%	5.4 pp	17.8%	21.9%	4.1 pp
Depreciation	₹ Cr	285	290	1.8%	843	879	4.3%
EBIT	₹ Cr	714	1,059	48.4%	2,637	2,785	5.6%
EBIT margin	%	12.0%	17.4%	5.4 pp	13.5%	16.6%	3.1 pp
Finance Cost	₹ Cr	38	34	-8.9%	117	99	-14.9%
Share in profit of joint venture	₹ Cr	5	3	-41.9%	14	8	-38.6%
Non Operating Income	₹ Cr	113	97	-13.7%	486	350	-28.0%
Profit Before Tax	₹ Cr	793	1,125	41.7%	3,019	3,043	0.8%
Tax Expenses	₹ Cr	260	321	23.5%	959	905	-5.6%
Profit Before Non Controlling Interest	₹ Cr	534	804	50.6%	2,061	2,139	3.8%
Non Controlling Interest	₹ Cr	149	182	22.1%	557	505	-9.3%
Profit After Non Controlling Interest	₹ Cr	385	622	61.6%	1,503	1,633	8.6%
EPS	₹	1.94	3.13	61.3%	7.57	8.23	8.7%

Comments

- Quarter July to Sep 2020 Despite Industry de-growth of -2 to -5%, we achieved growth by +1%
- Operating efficiency has resulted in saving in cost

CONTENTS

- Performance Highlights
- Performance Analysis
- Standalone and Consolidated results
- **Products Portfolio**
- Ambuja Cement Foundation – Community outreach measures

AMBUJA PRODUCT PROTFOLIO

STRENGTH FOR THE CORE



STRENGTH THAT LASTS



STRONG LEAK-PROOF SLAB



BRIGHTNESS GETS AMBUJA'S STRENGTH



STRENGTH TO WITHSTAND WATER

STRENGTH FOR THE DÉCOR



STRENGTH THAT LASTS



PERFECT PARTNER FOR STRENGTH & FINISH



STRENGTH THAT HOLDS BEAUTY



SMOOTHER FINISH CRACK-FREE WALLS



COLOUR THAT LASTS



THE SCIENCE OF MAKING STRONGER HOMES

You build your home only once, and to build it stronger you need the right materials, the right techniques and the right people. Ambuja through its Ambuja Certified Technology brings the techniques used in high-rise construction, now available for your home:

- 🏠 IMP (Instant Mix Proportion): Computer aided mix designs
- 🏠 MCS (Modular Curing Sheet): Hassle-free curing
- 🏠 PAD (Planning and Architecture Design): Space-optimizing designs

For the best guidance on building a strong home, call Ambuja: 1800 22 30 10 or Email: consumer.care@ambujacement.com



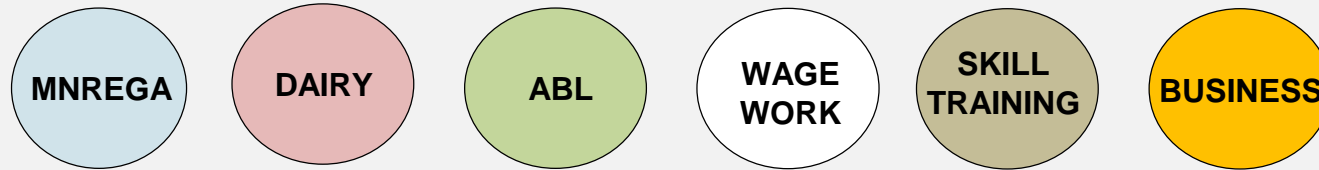
CONTENTS

- Performance Highlights
- Performance Analysis
- Standalone and Consolidated results
- Products Portfolio
- **Ambuja Cement Foundation – Community outreach measures**

CSR Initiatives

Community outreach through Ambuja Cement Foundation (ACF)

- SEDIs have trained 2,100 rural youth and placed 1,706 trainees in July–September 2020 through online skilling training programs. Renting tablets through SHGs or women federations have also been made available for trainees
- **Explored Livelihood Opportunities for returning migrants**
ACF field teams outlined a few local livelihood opportunities for returning migrants as per the potential of the area. Options like:



- **Provision of Medical Equipment**
Based on Gap Analysis and need for oxygen therapy in isolation centres around our plants, Ambuja recently provided 14 oxygen concentrators to isolation centres in 6 locations



Joint Webinar with Harvard T H Chan School of Public Health – IRC on Multi-Stakeholder Engagement in Addressing NCDs in Rural India

MNREGA Mahatma Gandhi National Rural Employment Guarantee Act, ABL Agro Based Livelihood, IRC – Indian Research Centre, NCDs - Non Communicable Disease

Disclaimer

Cautionary statement regarding forward-looking statements

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. These risks and uncertainties include, but are 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 development and results to differ materially from the statements made in this presentation. 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.

This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this presentation. This presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this presentation is expressly excluded.

This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person.

Ambuja Cement