



## Media Release

**Net Sales increased by 10%**

**PAT like for like increased by 6%**

**Ambuja Cements Limited today announced its unaudited financial results for the quarter ended 30<sup>th</sup> September, 2018**

		<b>Quarter July- September 2018</b>	Quarter July- September 2017	<b>Year to date January- September 2018</b>	Year to Date January- September 2017
Sales Volume – Cement	Millions tonnes	<b>5.46</b>	5.02	<b>18.05</b>	17.09
Net Sales	₹ in Crore	<b>2,522</b>	2,284	<b>8,212</b>	7,638
Operating EBITDA	₹ in Crore	<b>358</b>	354	<b>1,488</b>	1,400
Net Profit after Tax	₹ in Crore	<b>179</b>	272	<b>950</b>	911

“Our continued focus on growing the topline with our well-defined marketing and commercial strategies focusing on the retail consumer, value added portfolio of products and services and selling more in our core markets helped deliver a good net sales growth of 10.4%. Sharp cost management helped mitigate the impact of headwinds coming from oil/fuel and rupee volatility and enabled us to deliver good results” said Ajay Kapur, MD & CEO, Ambuja Cement.

### Performance

Cement volumes grew ~9% in Q3 2018 backed by a favourable demand trend. Net Sales increased to ₹ 2,522 crore from ₹ 2,284 crore in the same quarter of the previous year.

Operating EBITDA for the quarter was ₹ 358 crore against ₹ 354 crore in the corresponding quarter of the previous year. While the company reported good topline growth, there were pressures on account of rising costs especially for power & fuel, diesel, packing bags (impacted by increase in crude prices) coupled with volatility in the exchange rates. The company has focused on internal cost saving initiatives to contain the cost pressures.

PAT like for like is up by 6%. In the previous year Net Profit after Tax included ACC dividend of ₹ 103 crore. Adjusted for the same PAT stands at ₹ 179 crore against ₹ 169 crore in the corresponding quarter of the previous year.



## Performance of Material Subsidiary – ACC Limited

Cement sales volumes grew by 10% during the quarter spurred by higher demand. Net sales during the quarter rose by 10% to ₹ 3364 crore compared to ₹ 3054 crore in the corresponding quarter of the previous year. The company's Ready Mix concrete sales volumes grew 12% driven by an increase in the sale of value added products and the addition of 8 new plants across the country.

## Consolidated (Ambuja Cement and ACC Limited) Financial Results for the Quarter ended 30<sup>th</sup> September, 2018

**Net Sales increased by 10%**

**PAT increased by 13%**

		Quarter July- September 2018	Quarter July- September 2017	Year to date January- September 2018	Year to Date January- September 2017
Sales Volume – Cement	Million tonnes	<b>12.01</b>	10.98	<b>38.95</b>	36.38
Net Sales	₹ in Crore	<b>5,877</b>	5,328	<b>18,874</b>	17,105
Operating EBITDA	₹ in Crore	<b>803</b>	773	<b>3,055</b>	2,872
Net Profit after Tax	₹ in Crore	<b>396</b>	351	<b>1,595</b>	1,466
Net Profit after Tax and minority interest	₹ in Crore	<b>288</b>	260	<b>1,203</b>	1,107

The combined annual cement capacity of both the companies stands at 63 million tonnes.

## Outlook

GDP growth in the last quarter was encouraging backed by good monsoon. Continued focus on GDP growth and infrastructure projects by the Government and a strong push on Housing for All and affordable housing led to good demand growth in the cement sector. Going forward we expect this to continue and accelerate further.

The Company is well placed to benefit from the above initiatives taken by the Government.

*Rajiv Gandhi*

Rajiv Gandhi  
Company Secretary  
23<sup>rd</sup> October 2018

