Ambuja
Cement
Media Release

1. **Standalone financial results for the quarter ended 31st March, 2016**

Ambuja Cements Limited today announced its unaudited financial results for the quarter ended 31st March, 2016

		Jan-Mar 2016	Jan-Mar 2015	Growth (%)
Sales volume – cement	Million tonnes	**5.86**	5.35	9.5%
Net sales	₹ in crores	**2,418**	2,425	-0.3%
Operating EBITDA	₹ in crores	**450**	510	-11.8%
Net profit before tax	₹ in crores	**420**	426	-1.4%
Net profit after tax	₹ in crores	**304**	318	-4.4%

On the back of good cement demand, volume was up by 9.5% as compared to corresponding quarter of the previous year. The volume was higher by 7% as compared to the preceding quarter ended December 2015.

During the quarter, energy cost was lower by 19% due to low fuel prices and increased usage of pet coke & alternate fuel. Pet coke consumption in kiln for the quarter increased from 40% to 60% against the corresponding quarter of the previous year.

The distribution cost was marginally lower this quarter due to cost optimisation initiatives undertaken by the Company as well as low packing cost, despite increased railway freight.

In spite of lower production & distribution cost, Operating EBITDA and net profit was down by 11.8% and 4.4% respectively, mainly due to lower prices, additional provision towards contribution to District Mineral Foundation and increased advertising & promotion expenses. Compared to preceding quarter ended December 2015, operating EBITDA and net profit after tax were up by 37% and 176% respectively.

The Company's focus on efficient net working capital management has resulted in increased cash flow from operating activities by ₹ 112 crores, for the current quarter as compared to corresponding quarter in previous year.

2. Outlook

Cement demand registered double digit growth during this quarter. Considering favourable announcements in the Union Budget and other initiative by the Government for infrastructure, housing, smart cities, concrete roads, etc., the medium to long term outlook for cement demand remains positive. ACL will continue to focus on improving operational efficiencies.

Ajay Kapur
Managing Director & CEO
Mumbai, 28th April, 2016