



# BULLS-EYE

Information. Intelligence. Insight

## Company Profile Report

<http://www.Bulls-Eye.in>

Data Lab Control Systems (P) Ltd  
C-402, Deepti Greens, Chakala  
Andheri East  
Mumbai 400093, India  
email: info [at] bulls-eye.in  
telephone: 080 30220260

This Company Profile may be used solely for evaluation of the company's business position for sales prospecting, marketing, research or other informational purposes that may suit your business needs.

The document may include selected third party data, information, research and/or reference materials. Bulls-Eye does not warrant the accuracy of the Third Party Information, which is provided "as-is." The inclusion of the Third Party Information does not constitute an endorsement of any vendor's products or services.

The contents of the document may be reproduced, published, disseminated, or otherwise disclosed after providing appropriate credits. For permission to add Bulls-Eye branded content to your marketing assets mix and other information distribution rights, contact [info@bulls-eye.in](mailto:info@bulls-eye.in).

## ACC Limited

Basic Facts and Figures.....	3
Key Products and Offerings .....	3
Company Overview .....	4
Business Units Information.....	5
Financials and Operational Performance.....	9
Latest Earning Highlights .....	10
Key Office Locations .....	11
Major Competitors.....	13
Key Executives.....	16
Key Executives Biographies.....	17
Recent Events of Significance.....	18
Information Technology Highlights.....	22
About BULLS-EYE .....	23



## Basic Facts and Figures

**Industry:** Cement Manufacturing

**Exchange Ticker:** 500410

**Stock Exchange:** Bombay Stock Exchange

**Ownership:** Public Subsidiary

**Financial Year End:** 31-12-2009

**Head Quarters:**

Cement House

121, Maharshi Karve Road

Mumbai 400 020

**Telephone:** 91-022-66654321

**Fax:** 91-022-66317440

**Web site:** <http://www.acclimited.com/>

## Key Products and Offerings

- Blended Cement
- Bulk Cement
- Cement
- Concrete Manufacturing Process
- Consultancy Services
- Plant & Facilities
- Ready Mix Concrete

## Company Overview

ACC Limited is an India-based company engaged in the manufacturing of cement. On January 1, 2008, the Company's subsidiary ACC Concrete Limited completed the acquisition of ready mix concrete (RMX) business of ACC Limited. During the year ended December 31, 2008, the Company produced 20.83 million tons of cement. In October 2008, the Company completed the acquisition of 40% of Alcon Cement Company Limited (Alcon). During the year ended December 31, 2008, the Company also acquired an additional 12.41% share in Bulk Cement Corporation (India) Limited (BCCI). In March 2008, the Company completed the selling of its wholly owned subsidiary ACC Machinery Company Limited. During 2008, BCCI handled 7.6 lakh tons of cement. In January 2010, the Company acquired a 100% equity stake in Encore Cement & Additives Pvt Ltd. For the fiscal year ended 31 December 2009, ACC Limited's revenues increased 9% to RS87.25B. Net income increased 42% to RS15.64B. Revenues reflect an increase in income from Cement operations and a rise in share of earnings of associates. Net income also reflects a significant fall in power & fuel, a decrease in other expenditure and lower employee cost. The Company is engaged in the production and trade of grey cement.

## Business Units Information

<b>Address</b>	Cement Nagar ,PO Bardol 768 038, District Bargarh, Orissa Phone: 91-6646-246191- 93 Fax: 91-6646-246430
<b>Local Name</b>	Bargarh Cement Works
<b>Officers</b>	

<b>Address</b>	P.O. Jhinkpani - 833 215, District (West) Singhbhum, Jharkhand Phone: 91-6589-235300 Fax: 91-6589-235222
<b>Local Name</b>	Chaibasa Cement Works
<b>Officers</b>	

<b>Address</b>	P.O. Cementnagar, Pin - 442 502, Dist Chandrapur, Maharashtra Phone: 91-7172-285026 Fax: 91-7172-285165
<b>Local Name</b>	Chaibasa Cement Works
<b>Officers</b>	

<b>Address</b>	Madhukunda, P.O. Sunuri 723 121, Dist.Purulia (W.B.) Tel: 91-341-2240672 Fax: 91-341-2240671
<b>Local Name</b>	Damodhar Cement Works
<b>Officers</b>	



<b>Address</b>	P.O. Barmana - 174 013, District Bilaspur, Himachal Pradesh Phone: 91-1978-244069/31 Fax: 91-1978-244067
<b>Local Name</b>	Gagal Cement Works
<b>Officers</b>	

<b>Address</b>	P.O. Jamul Cement Works 490 024, District Durg, Chhattisgarh Tel: 91-788-2285 581/4 Fax: 91-788-2382 585
<b>Local Name</b>	Jamul Cement Works
<b>Officers</b>	

<b>Address</b>	P.O. Kymore 483 880, Dist. Katni, Madhya Pradesh Phone: 91-7626-272301 Fax: 91-7626-272303
<b>Local Name</b>	Kymore Cement Works
<b>Officers</b>	

<b>Address</b>	P.O. Lakheri 323 603, Dist Bundi , Rajasthan Phone: 91-7438-261642 Fax: 91-07438-261504
<b>Local Name</b>	Kymore Cement Works
<b>Officers</b>	



<b>Address</b>	P.O. Madukkarai 641 105, District Coimbatore, Tamil Nadu Phone: 91-422-2622282 Fax: 91-422-2622286
<b>Local Name</b>	Madukkarai Cement Works
<b>Officers</b>	

<b>Address</b>	P.O. ACC Colony 828 124, District Dhanbad, Jharkhand Phone: 91-326-2245 054 Fax: 91-326-2251 236
<b>Local Name</b>	Sindri Cement Works
<b>Officers</b>	

<b>Address</b>	P.O. Wadi 585 225, District Gulbarga Karnataka Phone: 91-8476-202406 Fax: 91-8476-202190
<b>Local Name</b>	Wadi Cement Works
<b>Officers</b>	

<b>Address</b>	Madugiri Road, Thondebhavi, Gauribidannur Taluk Dist Chikballapur 561 213, Karnataka Phone: 91-8155-288802 Fax: 91-8155-288682
<b>Local Name</b>	Thondebhavi Cement Works
<b>Officers</b>	



<b>Address</b>	Tikaria Industrial Area, P.O. Tehsil Gauriganj District Sultanpur 227 409, Uttar Pradesh Phone: 91-5368-244279 Fax: 91-5368-244479
<b>Local Name</b>	Tikaria Cement Works
<b>Officers</b>	



## Financials and Operational Performance

Previous Annual Year Audited Results:

Sales Rs Cr	Net Profit Rs Cr	EPS Rs	Return of Net Worth
8190.9	1606.7	85.6	32.6

Last Quarter ended 0912

Quarter Sales Rs Cr	Quarter Net Profit Rs Cr
1983.9	280.7

YTD Performance ended 0912

YTD Sales Rs Cr	YTD Sales Growth YoY	YTD Net Profit Rs Cr	YTD Profit Growth YoY
-	12%	-	-%

Investor Metrics

Market Cap	Book Value	Recent Market Price	Trailing P/E Ratio	Stock Price 52 W H/L
16931	262.5	901.80	10.5	990/510

Debt Equity Ratio	Annual Dividend	Promoter Stake	Institution Stake	Number of Shareholders
0.10	-%	46.19	32.00	134.4

## Latest Earning Highlights

### Latest Earning Highlights

For the nine months ended 30 September 2009, ACC Limited's revenues increased 12% to RS65.93B. Net income increased 53% to RS12.86B. Revenues reflect an increase in income from operations, higher other operating income and a rise in share of earnings of associates. Net income also reflects a significant fall in power & fuel, a decrease in other expenditure and higher gross margin. The Company is engaged in the production and trade of grey cement.



**Data Source:** Reuters

## Key Office Locations

<b>Place</b>	Thane
<b>Address</b>	Lal Bahadur Shastri Marg, Near Teen Haath Naka Thane (West) - 400 604, India
<b>Local Name</b>	ACC Thane Complex

<b>Place</b>	Kolkata
<b>Address</b>	Shrachi Tower, 5th floor, 686 Anandpur, EM Bypass, Kasba, Kolkata - 700 107, India
<b>Local Name</b>	Eastern Region (Kolkata)

<b>Place</b>	New Delhi
<b>Address</b>	Splendor Forum (4th Floor), Jasola District Centre, (Near Apollo Hospital), NEW DELHI 110 044
<b>Local Name</b>	Northern Region (New Delhi)

<b>Place</b>	New Delhi
<b>Address</b>	82-84, Janpath, New Delhi - 110 001, India
<b>Local Name</b>	ACC Delhi Liaison Office



<b>Place</b>	Pune
<b>Address</b>	313, Connaught Place, Third Floor, Bund Garden Road, Pune - 411 001, India
<b>Local Name</b>	Southern & West Region (Pune)



## Major Competitors

### **Ambuja Cements Ltd.**

Ambuja Cements Limited is an India-based company engaged primarily in the manufacture of cement. During the year ended December 31, 2008, the Company's cement production was 17.8 million tons. The Company's subsidiaries include Kakinada Cements Limited, M.G.T Cements Private Limited and Chemical Limes Mundwa Private Limited. During 2008, the Company sold its shareholding in Ceylon Ambuja Cements Private Limited. For the fiscal year ended 31 December 2009, Ambuja Cements Ltd.'s revenues increased 14% to RS.73.33B. Net income decreased 12% to RS12.17B. Revenue reflects an increase in income from operations and higher other operating income. Net income was offset by higher power & fuel expenses, a rise in consumption of raw materials, increased depreciation & amortization expenses, higher other expenditure and an increase in employees costs.

### **UltraTech Cement Ltd.**

UltraTech Cement Limited is an India-based company engaged in the production of cement. UltraTech Cement Limited has an annual capacity of 18.2 million tons. It manufactures and markets ordinary Portland cement, Portland blast furnace slag cement and Portland Pozzalana cement. It also manufactures ready mix concrete (RMC). UltraTech Cement Limited has five integrated plants, six grinding units and three terminals, two in India and one in Sri Lanka. The Company is also an exporter of cement clinker. The export market comprises of countries around the Indian Ocean, Africa, Europe and the Middle East. The Company's subsidiaries include Dakshin Cements Limited and UltraTech Ceylinco (Private) Limited. For the fiscal year ended 31 March 2009, UltraTech Cement Limited's revenues increased 16% to RS66.64B. Net income decreased 3% to RS9.78B. Revenues reflect an increase in demand for Company's products & services. Net was offset by an increase in consumption of raw materials, a rise in employee costs, increased depreciation & amortization expenses, an increase in freight & handling expenses and higher other expenditure.

### **Shree Cement Limited**

Shree Cement Limited is an India-based company. The Company is engaged in the business of cement manufacturing. The Company operates in two business segments: Cement and Power. The Company produced 77,70,000 lac tons cement during the fiscal year ended March 31, 2009. For the nine months ended 31 December 2009, Shree Cement Limited's revenues increased 42% to RS27.59B. Net income totaled RS7.47B, up from RS3.42B. Revenues reflect an increase in income from Cement segment and higher income from Power segment. Net income also reflects a decrease in other expenses, higher gross profit margins and a rise in operating profit margins. The Company is engaged in the business of manufacture of Cement.

### **India Cements Limited**

The India Cements Limited is an India-based company listed on the Luxembourg Stock Exchange and engaged in the cement industry. The Company focuses its activities on the production of cement in South India. It offers such products as ready mix concrete (RMC) and various types of cement, which are used in engineering and construction projects. The Company's plants are located in Tamil Nadu and in Andhra Pradesh, India. As of March 31, 2009, The India Cements Limited (ICL) had six subsidiaries: ICL Securities Ltd, ICL Financial Services Ltd, ICL International Ltd, Industrial Chemicals & Monomers Ltd, Trishul Concrete Products Ltd and PT Coromandel Minerals Resources. It also operates through a number of associate companies. For the fiscal year ended 31 March 2009, India Cements Limited's revenues increased 15% to RS35.52B. Net income decreased 34% to RS4.22B. Revenues reflect increased income from operations and higher other income. Net income was offset by increased manufacturing & other operating expenses, higher salaries, wages & amenities expense, increased administration & other charges, higher selling & distribution and higher interest charges.

### **Birla Corporation Limited**

Birla Corporation Limited is an India-based company. The Company is engaged in the manufacture of cement, jute goods, polyvinyl chloride (PVC) floor covering, as well as auto trims. The cement division, which manufactures a range of cement, has seven plants. The Company's cement is marketed under the brand names of Birla Cement KHAJURAHU, Birla Cement CHETAK and Birla Cement SAMRAT. The jute division manufactures more than 120 tons of jute products in Birla Jute Mill. The vinoleum division has a production capacity of 48.6 million square meters of cushion vinyl flooring and PVC sheet. The autotrim division, which supplies automotive

interiors, has three plants. Its subsidiaries include Birla Jute Supply Company Ltd, Talavadi Cements Ltd., Lok Cements Ltd., Budge Budge Floorcoverings Ltd., Thiruvaiyaru Industries Ltd, Birla Cement (Assam) Ltd and Birla North East Cement Ltd. For the fiscal year ended 31 March 2009, Birla Corporation Limited's revenues increased 6% to RS18.67B. Net income decreased 18% to RS3.24B. Revenues reflect increased income from operations and higher other income. Net income was offset by an increase in power & fuel expenses, transporting & forwarding expenses, rise in other expenses, higher expenses relating to stores & spare parts and an increase in depreciation expenses.



## Key Executives

Name	Current Position
A. Anjeneyan	Company Secretary & Chief Compliance Officer
Anand Shukla	Chief People Officer
Burjor Dorab Nariman	Compliance Officer, Company Secretary
Daljeet Singh Ghai	Chief Executive, Northern Region
Dinesh Kumar Mehrotra	Non-Executive Independent Director
J. DattaGupta	Chief Commercial Officer
Kuldip Kaura	Board Member
M. L. Narula	Non-Executive Director
Markus Akermann	Non-Executive Director
N. S Sekhsaria	Non-Executive Chairman of the Board
Naresh Chandra	Non-Executive Independent Director
Naveen Chadha	Head - Operations Support
Shri Onne Van Der Weijde	Non-Executive Director
Paul Heinz Hugentobler	Non-Executive Deputy Chairman of the Board
R. A. Shah	Non-Executive Independent Director
Ramit Budhraja	Chief Executive, Eastern Region
Ravinder Mohan	Chief Executive, S.W. Region
S. C. Sachdeva	Head - Capex Projects Management
Sam M. Palia	Non-Executive Independent Director
Shailesh V. Haribhakti	Non-Executive Independent Director
Sumit Banerjee	Managing Director, Executive Director
Sunil K. Nayak	Chief Financial Officer
T. N. Tiwari	Head - Central Procurement

## Key Executives Biographies

**M. L Narula** is on the Board of ACC Limited. He has B.Sc. Engineering (Electrical), Graduate from the Punjab University and Fellow, Institute of Engineers. Mr. Narula has been closely associated with the Company for over 45 years in various senior positions in plant and Corporate Office including that of Wholetime Director since April 1996 and was the Managing Director of the Company from December 1, 2002 till his retirement on March 31, 2007. Mr. Narula has vast experience and in depth knowledge of the Cement Industry. He is presently a Non- Executive Director on the Company's Board with effect from April 1, 2007. Mr. Narula is also a Director on the Boards of other Indian and foreign companies and Senior Advisor to Holcim Group Services, Zurich, Switzerland.

**N. S Sekhsaria** joined the Board of ACC Limited in December 1999 and was appointed as Chairman in January 2006. He has a Bachelor's Degree in Chemical Engineering, having passed with Honours and Distinction from the University of Bombay. Mr. N. S. Sekhsaria is a founder-promoter of Ambuja Cements Limited, one of the most efficient and profitable cement companies in India. Mr. Sekhsaria presently is Vice Chairman of Ambuja Cements Limited. His inputs and guidance in the strategies for Company's growth ever since he was taken on the Board have been immensely valuable

**Paul Heinz Hugentobler** obtained a degree in civil engineering from the ETH, Zurich, and a degree in economic science from the University of St. Gallen. He joined Holcim Group Support Limited in 1980 as Project Manager and in 1994 was appointed as Area Manager for Holcim Limited. From 1999 until 2000, he served as CEO of Siam City Cement, Bangkok, Thailand. He has been a Member of the Executive Committee since January 1, 2002 with the responsibility for South Asia and ASEAN excluding Philippines.

**Sumit Banerjee** is Managing Director and Director of ACC Limited. He is B.Tech. (Hons) Mechanical Engineering from IIT Kharagpur and Fellow of the Institute of Engineers. (F.I.E.) Mr. Banerjee was the Managing Director of Tube Investments of India Limited, prior to his joining ACC. Mr. Banerjee has also served with Larsen & Toubro (L&T) Limited during the period 1979 to 1990. Thereafter he has worked in various senior positions with Indal/ Hindalco from 1990 to 2005. As Project Manager he was responsible for implementation of Indal's Power Project at Hirakud. He thereafter took over as Works Manager of Indal's Sheet Rolling Plant at Belur and was responsible for its turnaround. In 2001, he was elevated as Chief Executive of sheet business, Indal's largest strategic business unit. From 2004, as President-Foils & Wheels, Mr Banerjee headed the integrated Foil/Packaging and Wheel Businesses of Hindalco and Indal.

**Sunil K. Nayak** is Chief Financial Officer of ACC Limited. He has B.Com., LLB. degrees and is FCS.,FCA, AICWA. His last employment was with Clariant Chemicals (India) Ltd.

## Recent Events of Significance

<b>Date</b>	25-02-2010
<b>Summary</b>	ACC to sponsor Kings XI Punjab during IPL 2010
<b>Description</b>	ACC Limited, India's largest cement manufacturer, today announced its association with Kings XI Punjab, one of the eight competing teams promoted by the DLF Indian Premier League. ACC will be the Official Team Partner of the Kings XI Punjab team where ACC's brand will be present on the apparel of the team on the "Leading Arm"
<b>Web Link</b>	<a href="http://www.medianewsline.com/news/120/ARTICLE/5786/2010-02-25.html">http://www.medianewsline.com/news/120/ARTICLE/5786/2010-02-25.html</a>

<b>Date</b>	09-02-2010
<b>Summary</b>	Prince Azariah Joins ACC as CIO
<b>Description</b>	Prince Azariah, the erstwhile CIO of MRF Ltd who had quit MRF Tyres after more than three years earlier in the year and had relocated to Mumbai, has joined ACC as the CIO.
<b>Web Link</b>	<a href="http://dqindia.ciol.com/content/top_stories/2010/110020902.asp">http://dqindia.ciol.com/content/top_stories/2010/110020902.asp</a>

<b>Date</b>	05-02-2010
<b>Summary</b>	ACC aggressively looking at expansion and acquisitions
<b>Description</b>	ACC, the second-largest cement player in India, is aggressively looking at expansion and acquisitions, sources close to the company said.  In the last six days it acquired two plants - a grinding unit in Himachal Pradesh and a slag grinding unit in Visakhapatnam. Sources said more acquisitions are on the anvil in the current quarter too, as ACC wants to retain its market share.
<b>Web Link</b>	<a href="http://www.dnaindia.com/money/report_acc-looks-aggressively-at-buyouts_1343421">http://www.dnaindia.com/money/report_acc-looks-aggressively-at-buyouts_1343421</a>

<b>Date</b>	04-02-2010
<b>Summary</b>	ACC buys 45 percent stake in Asian Cement & Concrete. Value not disclosed.
<b>Description</b>	<p>ACC said it had agreed to buy 45 percent stake in Asian Cement &amp; Concrete, which operates a 300,000 tonne cement grinding unit at Himachal Pradesh in north India. The capacity will be increased by 1 million tonnes in future.</p> <p>The company did not disclose the value of the deal, but said the transaction was likely to be completed by the end of March.</p>
<b>Web Link</b>	<a href="http://www.aggregateresearch.com/articles/18347/Indias-ACC-2009-net-up-sees-growth-in-2010.aspx">http://www.aggregateresearch.com/articles/18347/Indias-ACC-2009-net-up-sees-growth-in-2010.aspx</a>

<b>Date</b>	03-02-2010
<b>Summary</b>	Two ACC plants receives notice for violating environment laws
<b>Description</b>	<p>Two of ACC Ltd's cement plants are among six plants that are issued directions for violating environment laws. The two plants are ACC's Jamul Cement Works at Durg, Chattisgarh, and Keymore Cement Works in Keymore, Madhya Pradesh.</p> <p>In an email response, the company said, "We have replied to the authorities on our action plan for the Chhatisgarh plant. Work on upgradation this plant is progressing and will cost us about Rs 10 crore. We have not received any official letter regarding our Kymore plant but are in dialogue with the concerned authorities. The upgrading of pollution control facilities at this plant is on at a cost of about Rs. 52 crore,"</p>
<b>Web Link</b>	<a href="http://www.financialexpress.com/news/Centre-hauls-up-six-cement-plants-over-environment-violation/574660/">http://www.financialexpress.com/news/Centre-hauls-up-six-cement-plants-over-environment-violation/574660/</a>

<b>Date</b>	03-02-2010
<b>Summary</b>	Two ACC plants receives notice for violating environment laws
<b>Description</b>	<p>Two of ACC Ltd's cement plants are among six plants that are issued directions for violating environment laws. The two plants are ACC's Jamul Cement Works at Durg, Chattisgarh, and Keymore Cement Works in Keymore, Madhya Pradesh.</p> <p>In an email response, the company said, "We have replied to the authorities on our action plan for the Chhatisgarh plant. Work on upgradation this plant is progressing and will cost us about Rs 10 crore. We have not received any official letter regarding our Kymore</p>

	plant but are in dialogue with the concerned authorities. The upgrading of pollution control facilities at this plant is on at a cost of about Rs. 52 crore,”
<b>Web Link</b>	<a href="http://www.financialexpress.com/news/Centre-hauls-up-six-cement-plants-over-environment-violation/574660/">http://www.financialexpress.com/news/Centre-hauls-up-six-cement-plants-over-environment-violation/574660/</a>

<b>Date</b>	29-01-2010
<b>Summary</b>	ACC buys Vizag-based Encore Cement and Additives (ECA) for an undisclosed sum
<b>Description</b>	<p>Cement major ACC today said it has acquired Vizag-based Encore Cement and Additives (ECA) for an undisclosed sum.</p> <p>"The acquisition will help the company (ACC) further strengthen its presence in coastal Andhra Pradesh," ACC said in a communique to the Bombay Stock Exchange.</p> <p>Promoted by a few technical and management professionals, ECA has a slag grinding capacity unit of two lakh tonne per annum at Viskhapatnam.</p> <p>Slag is used to make Portland cement and ACC has two such cement plants in Orissa and Chattisgarh.</p> <p>ECA has a long-term agreement with Vizag Steel Plant, which ensures steady supply to the firm.</p> <p>ACC has 16 plants across India manufacturing 26 million tonnes of cement per annum.</p>
<b>Web Link</b>	<a href="http://www.business-standard.com/india/news/acc-acquires-encore-cementadditives/84419/on">http://www.business-standard.com/india/news/acc-acquires-encore-cementadditives/84419/on</a>

<b>Date</b>	04-01-2010
<b>Summary</b>	ACC Inaugurates Kudithini Plant in Bellary. This is its fourth plant in Karnataka
<b>Description</b>	<p>ACC Inaugurates Kudithini Plant in Bellary. This is the company's 4th Cement Plant in Karnataka and sixteenth cement plant in the country. Kudithini is a village 25 kilometres from the district headquarters town of Bellary.</p> <p>This new generation fully automated cement grinding plant has an annual capacity to produce 1.2 million tonnes of Cement of superior quality. The project involved an outlay of about Rs 370 crores. Clinker is supplied by ACC's modern cement plants at Wadi in Gulbarga district and despatched by rail and road. The Kudithini plant has its own railhead and siding with sophisticated unloading and handling facilities.</p>

<b>Web Link</b>	<a href="http://www.business-standard.com/india/news/acc-inaugurates-kudithini-plant-in-bellary-4thcement-plant-in-karnataka/22/44/381610/">http://www.business-standard.com/india/news/acc-inaugurates-kudithini-plant-in-bellary-4thcement-plant-in-karnataka/22/44/381610/</a>
<b>Date</b>	14-12-2009
<b>Summary</b>	ACC has appointed Burjor Dorab Nariman as company secretary & head compliance.
<b>Description</b>	ACC disclosed it has appointed Burjor Dorab Nariman as company secretary & head compliance. The appointment is effective 14 December 2009. Details of his background not available. He studied in Banglore University 1971-74. Sunil Nayak, Chief Financial Officer who was holding additional charge as company secretary and head compliances with effect from 25 July 2009 will continue as chief financial officer. J N Dhondy, Head - Secretarial Services, will continue to be in charge of investors relations for the purpose of National Securities Depository Ltd and Central Depository Services Ltd.
<b>Web Link</b>	<a href="http://www.indiainfoline.com/Markets/News/ACC-appoints-Burjor-Dorab-Nariman-as-company-secretary-and-head-compliance/2805047245">http://www.indiainfoline.com/Markets/News/ACC-appoints-Burjor-Dorab-Nariman-as-company-secretary-and-head-compliance/2805047245</a>

<b>Date</b>	12-12-2009
<b>Summary</b>	ACC opens Rs 350-crore plant plant in Karnataka at Thondebhavi village. This is its second plant in Karnataka
<b>Description</b>	ACC opened its second cement plant in Karnataka at Thondebhavi village, about 50 km from Bangalore. The Rs 350-crore plant has an installed capacity to grind 1.6 million tonnes a year and will produce fly ash-based Portland Pozzolana cement. The Thondebhavi project is part of a larger expansion project being implemented in Karnataka which will enhance the company's capacity in the State by three million tonnes per annum from the existing 5.8 million tones. It is the first major industrial unit to be set up in Chikballapur district; It will employ approx. 1,200 people.
<b>Web Link</b>	<a href="http://www.thehindubusinessline.com/2009/12/13/stories/2009121351660201.htm">http://www.thehindubusinessline.com/2009/12/13/stories/2009121351660201.htm</a>



## Information Technology Highlights

<b>Category</b>	
<b>Summary</b>	
<b>Description</b>	
<b>Date</b>	
<b>IT Details</b>	
<b>Key People</b>	
<b>Vendors</b>	
<b>Source</b>	
<b>Web Link</b>	



## About BULLS-EYE

Bulls-Eye helps enterprise B2B companies with pre-sales account information, intelligence and insight to understand their client organizations better and make sales and marketing more effective.

We deliver comprehensive, accurate and effective Company Profiles, which contain business overview, customer painpoints, technology landscapes, significant developments, IT budgets, and contact information for key decision-makers. Bulls-Eye company profiles also contain well researched and accurate senior level specific contacts by role and function, for appropriate use to communicate campaigns, initiate conversations or in general to use as information to move forward in the complex B2B sales cycle.

We also build simple Industry Reports in an easily digestible format to be used by customer facing executives to quickly understand issues in the industry and have intelligent conversations with their prospects.

In addition, we also keep track of top 500 companies and offer Perspective Briefs and our MarketTrack service to enable you to stay ahead of the competition. Perspective Briefs {coming soon} present a accurate, balanced view on specific business issues of relevance to sales conversation. Our MarketTrack Service keeps you updated on latest happenings that may be triggers for sales initiation or meaningful conversations with prospects or existing customers.

Our Enterprise grade offering Bulls-Eye Insight Center {coming soon}, your online prospecting solution, is an end-to-end online system to search company profiles, contact information and industry insight, as well as setup/manage sales triggers/alerts and manage prospects.

We combine information from a wide variety of sources including the target company's reports and accounts, subscription services, the Internet and Bulls-Eye's own extensive research library.

Bulls-eye Company Intelligence, Industry Insights, Perspective Briefs and MarketTrack Service will help you deploy and align sales people to match opportunity, save sales research time, make informed pitches, therefore accelerating sales cycles and driving new sales revenues faster. Bulls-Eye Insight Center will provide you with an end to end prospect management solution as well as appropriate content and triggers to get in front of the right prospect at the right time in a continuous manner.

In addition to our packaged offerings, Bulls-Eye also works with B2B Marketers to deliver custom solutions to develop campaigns, research markets and help you at various stages of the B2B sales cycle.

Please contact [info@bulls-eye.in](mailto:info@bulls-eye.in) for further information.



# BULLS-EYE

Information. Intelligence. Insight

A graphic illustration showing two silhouettes of people in business attire standing on a reflective surface. In the background, there are several modern skyscrapers and a bright sunburst effect emanating from behind the buildings. The entire scene is set within a rounded rectangular frame.

**Data Lab Control Systems (P) Ltd**  
**C-402, Deepti Greens, Chakala**  
**Andheri East**  
**Mumbai 400093**  
**India**

email: info [at] bulls-eye.in  
telephone: 080 30220260

<http://www.Bulls-Eye.in>