# **Systematix**

### **Institutional Equities**

## **Indian Cement Sector**

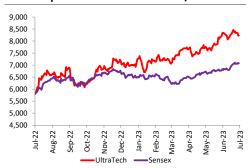
14 July 2023

### **1QFY24 RESULT PREVIEW**

Industry

Cement

### Relative performance: UltraTech v/s Sensex



Source: Systematix Institutional Research

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### Lower EBITDA growth despite robust volume growth

Revenue growth within our coverage universe is expected to continue the growth momentum with 12.9% YoY growth largely led by higher volumes. Volume is expected to grow at a healthy 16.3% YoY. Though lower prices are expected to keep a muted growth at the EBITDA level as net realization is estimated to drop 3% YoY (-0.7%% QoQ). Power and fuel expenses are expected to come down by 11% YoY/2.7% QoQ which is likely to come down further in a couple of quarters due to the lag effect. Though the EBITDA of our coverage universe increases by 6.2%, propelled by higher volumes. EBITDA/t declines 8.8% YoY to Rs951/mt as lower fuel costs would be more than offset by higher RM cost. Except for Ambuja and ACC, other cement companies under our coverage universe are expected to report double-digit volume growth where maximum growth is expected to come from Ramco Cement. Stringent competition and huge capacity built-up amid weak pricing power may negate the positive impact of lower energy prices in the near term.

**Volume growth to remain strong in Q1:** Ultratech has already declared a volume growth of 20% YoY for Q1FY24. Shree Cement and Dalmia Bharat are also likely to follow the step with 17% growth while Ramco is expected to report a strong 36% growth led by capacity addition and market share gains. Ambuja and ACC both are expected to report a muted volume growth of 6% and 8% YoY, respectively.

**Realisation to remain flattish QoQ, down 3% YoY:** Despite strong volume growth, price hikes in early Q1FY24 were very weak primarily in western region. Overall, both trade and non-trade prices were flattish QoQ, which was lower by 3% YoY. Overall, the North and Eastern regions was stronger than the western and southern regions.

**EBITDA/t** remained weak YoY but flattish QoQ: Lower prices and lower RM cost in the same quarter the previous year are expected to negate the impact of lower fuel costs which are expected to dip around 11% YoY. Despite 16.4% YoY growth in volume, EBITDA is expected to be up by just 6% as EBITDA/t is estimated to fall by 8.8% YoY to our coverage universe. Ambuja, ACC, and Dalmia Bharat are expected to report a growth of 3.5%-8.7% in EBITDA/t while rest are forecasted to report a YoY decline of 4-34% during Q1FY24.

**Exhibit 1: Q1FY24E Financial Summary** 

	1QFY24E		Change in Revenue		Change in EBITDA		Change in PAT		
Company	Revenue	EBITDA	PAT	YoY	QoQ	YoY	QoQ	YoY	QoQ
	(Rs bn)	(Rs bn)	(Rs bn)	%	%	%	%	%	%
UltraTech Cement	176.1	31.2	15.8	16.1	(5.7)	0.7	(6.2)	(0.4)	(5.6)
Shree Cement	47.2	8.6	3.5	12.3	(1.4)	5.1	(3.5)	10.8	(35.9)
Ambuja Cement	41.1	7.9	4.9	3.0	(3.4)	14.7	(0.3)	(53.4)	(16.3)
ACC	45.9	4.8	2.7	2.8	(4.1)	12.2	2.4	23.4	(9.6)
Dalmia Bharat	38.0	7.3	2.7	15.1	(2.9)	24.7	3.9	42.6	20.2
JK Cement	23.0	3.4	1.5	6.3	(3.5)	(15.6)	(6.7)	(18.4)	(7.7)
Ramco Cements	24.5	3.9	1.4	38.4	(4.5)	30.7	(4.8)	20.4	(11.3)
Coverage Universe (Total)	395.9	67.0	32.4						
Coverage Universe (Average)				12.9	(4.3)	6.2	(3.5)	(11.2)	(11.0)

**Exhibit 2: 1QFY24E Key Performance Indicators** 

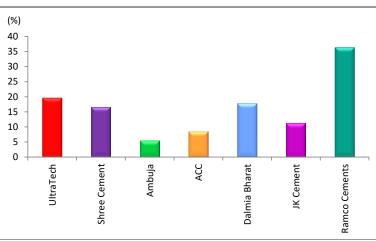
	1QFY24E		Change in Volume		Change in Realization		Change in EBITDA/tn		
Company	Volume	Realization	EBITDA/tn	YoY	QoQ	YoY	QoQ	YoY	QoQ
	(mt)	(Rs/tn)	(Rs/tn)	%	%	%	%	%	%
UltraTech Cement	30.0	5,876	1,040	19.6	(5.2)	(3.0)	(0.5)	(15.9)	(1.1)
Shree Cement	8.8	5,393	984	16.7	(0.9)	(3.7)	(0.5)	(9.9)	(2.6)
Ambuja Cement	7.8	5,272	1,008	5.5	(3.7)	(2.4)	0.3	8.7	3.6
ACC	8.2	5,601	582	8.5	(3.5)	(5.2)	(0.6)	3.5	6.1
Dalmia Bharat	7.3	5,205	1,006	17.7	(1.4)	(2.3)	(1.5)	5.9	5.3
JK Cement	4.0	5,813	852	11.2	(0.3)	(4.5)	(3.2)	(24.2)	(6.5)
Ramco Cements	4.5	5,439	871	36.3	(4.0)	1.6	(0.5)	(4.1)	(0.8)
Coverage Universe ( Total)	70.5								
Coverage Universe (Average)		5,616	951	16.4	(3.6)	(3.0)	(0.7)	(8.8)	0.1

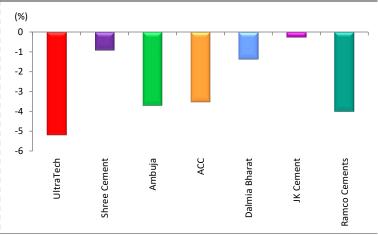
Ultratech (Consolidated)	1QFY24E	1QFY23	4QFY23	YoY (%)	QoQ (%)
Volumes (mt)	30	25	31.6	19.6	-5.2
Net Sales (Rs bn)	176.1	151.6	186.6	16.1	-5.7
EBITDA (Rs bn)	31.2	31	33.2	0.7	-6.2
EBITDA Margin (%)	17.7%	20.4%	17.8%	(271)bps	(10)bps
Adj. PAT (Rs bn)	15.8	15.8	16.7	-0.4	-5.6
EPS (Rs/share)	54.4	54.6	57.6	-0.4	-5.6
Shree Cement (Standalone)	1QFY24E	1QFY23	4QFY23	YoY (%)	QoQ (%)
Volumes (mt)	8.8	7.5	8.8	16.7	-0.9
Net Sales (Rs bn)	47.2	42	47.9	12.3	-1.4
EBITDA (Rs bn)	8.6	8.2	8.9	5.1	-3.5
EBITDA Margin (%)	18.2%	19.5%	18.6%	(124)bps	(40)bps
Adj. PAT (Rs bn)	3.5	3.2	5.5	10.8	-35.9
EPS (Rs/share)	96.9	87.5	151.4	10.7	-36
Ambuja Cement (Standalone)	1QFY24E	1QFY23	4QFY23	YoY (%)	QoQ (%)
Volumes (mt)	7.8	7.4	8.1	5.5	-3.7
Net Sales (Rs bn)	41.1	39.9	42.6	3	-3.4
EBITDA (Rs bn)	7.9	6.9	7.9	14.7	-0.3
EBITDA Margin (%)	19.1%	17.2%	18.5%	196bps	60bps
Adj. PAT (Rs bn)	4.9	10.5	5.8	-53.4	-16.3
EPS (Rs/share)	3.2	6.9	3.8	-53.4	-16.2
ACC (Standalone)	1QFY24E	1QFY23	4QFY23	YoY (%)	QoQ (%)
Volumes (mt)	8.2	7.6	8.5	8.5	-3.5
Net Sales (Rs bn)	45.9	44.7	47.9	2.8	-4.1
EBITDA (Rs bn)	4.8	4.3	4.7	12.2	2.4
EBITDA Margin (%)	10.4%	9.5%	9.7%	87bps	66bps
Adj. PAT (Rs bn)	2.7	2.2	3	23.4	-9.6
EPS (Rs/share)	14.6	11.8	16.1	23.7	-9.3

Dalmia Bharat (Consolidated)	1QFY24E	1QFY23	4QFY23	YoY (%)	QoQ (%)
Volumes (mt)	7.3	6.2	7.4	17.7	(1.4)
Net Sales (Rs bn)	38.0	33.0	39.1	15.1	(2.9)
EBITDA (Rs bn)	7.3	5.9	7.1	24.7	3.9
EBITDA Margin (%)	19.3%	17.8%	18.1%	149bps	126bps
Adj. PAT (Rs bn)	2.7	1.9	2.2	42.6	20.2
EPS (Rs/share)	14.5	10.2	12.1	42.6	20.2
J.K. Cement (Standalone)	1QFY24E	1QFY23	4QFY23	YoY (%)	QoQ (%)
Volumes (mt)	4.0	3.6	4.0	11.2	(0.3)
Net Sales (Rs bn)	23.0	21.7	23.8	6.3	(3.5)
EBITDA (Rs bn)	3.4	4.0	3.6	(15.6)	(6.7)
EBITDA Margin (%)	14.7%	18.5%	15.2%	(381)bps	(51)bps
Adj. PAT (Rs bn)	1.5	1.8	1.6	(18.4)	(7.7)
EPS (Rs/share)	19.1	23.4	20.7	(18.4)	(7.7)
Ramco Cements (Standalone)	1QFY24E	1QFY23	4QFY23	YoY (%)	QoQ (%)
Volumes (mt)	4.5	3.3	4.7	36.3	(4.0)
Net Sales (Rs bn)	24.5	17.7	25.7	38.4	(4.5)
EBITDA (Rs bn)	3.9	3.0	4.1	30.7	(4.8)
EBITDA Margin (%)	16.0%	17.0%	16.1%	(95)bps	(5)bps
Adj. PAT (Rs bn)	1.4	1.1	1.5	20.4	(11.3)
EPS (Rs/share)	5.7	4.8	6.5	20.4	(11.3)

Exhibit 4: ~16.4% YoY avg. volume growth for our cement coverage

Exhibit 5: Avg. volume growth decline ~3.6% QoQ for our cement coverage

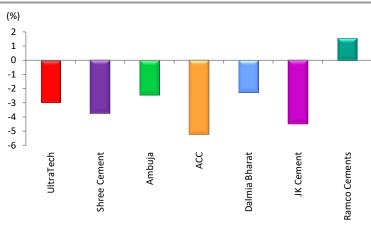


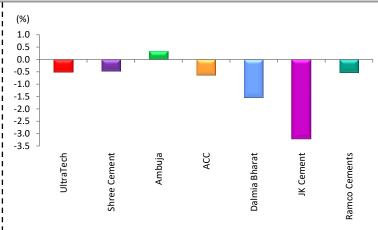


Source: Company, Systematix Institutional Research

Exhibit 6: Coverage NSR decline by ~3.0% YoY

Exhibit 7: Coverage NSR remained flattish QoQ



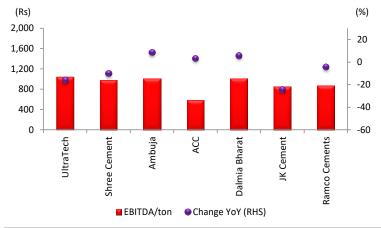


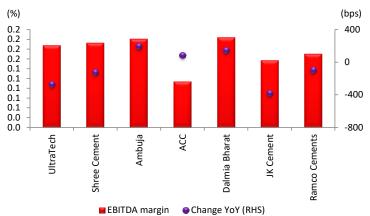
Source: Company, Systematix Institutional Research

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Exhibit 8: Avg. EBITDA/tn estimated at Rs 951 in 1QFY24E

# Exhibit 9: Avg EBITDA margin at 16.9% in Q1FY24E





Source: Company, Systematix Institutional Research

Exhibit 10: EBITDA/tn to decline by 8.8%

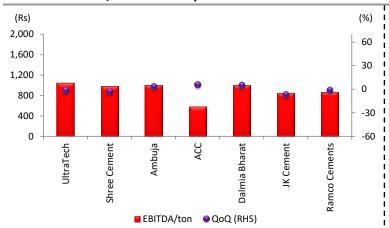
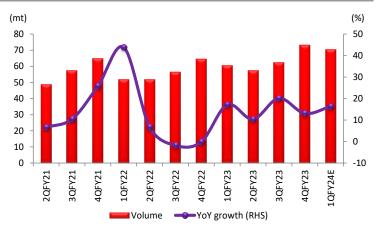
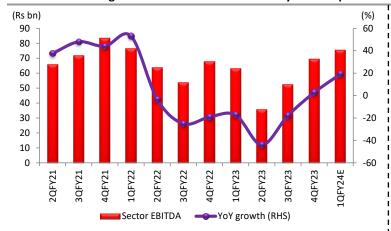


Exhibit 11: Coverage volumes to increase 16.4% YoY



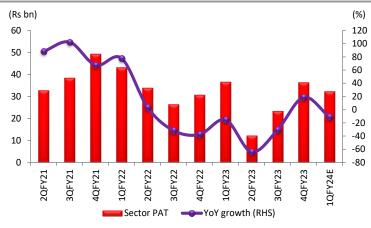
Source: Company, Systematix Institutional Research

Exhibit 12: Coverage EBITDA to recover 6.2% led by lower Opex



Source: Company, Systematix Institutional Research

Exhibit 13: Coverage PAT to decline 11.2% YoY



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Name Vipul Sanghvi Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh	Sales Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer	+91-22-6704 8062 +91-22-6704 8090 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8074 +91-22-6704 8051 +91-22-6704 8097 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8087	vipulsanghvi@systematixgroup.in sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in
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Name Vipul Sanghvi Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Pearl Pillay Production	Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer	+91-22-6704 8062 +91-22-6704 8090 +91-22-6704 8033 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8047	vipulsanghvi@systematixgroup.in sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in
Name Vipul Sanghvi Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access	Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Sr. Associate	+91-22-6704 8062 +91-22-6704 8090 +91-22-6704 8033 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8054	vipulsanghvi@systematixgroup.in sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in
Name Vipul Sanghvi Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Pearl Pillay Production Madhu Narayanan	Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Editor	+91-22-6704 8062 +91-22-6704 8090 +91-22-6704 8033 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8053 +91-22-6704 8047 +91-22-6704 8054 +91-22-6704 8054	vipulsanghvi@systematixgroup.in sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in  pearlpillay@systematixgroup.in  madhunarayanan@systematixgroup.in mrunalip@systematixgroup.in
Name Vipul Sanghvi Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Pearl Pillay Production Madhu Narayanan Mrunali Pagdhare Vijayendra Achrekar	Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Dealer Editor Production	+91-22-6704 8062 +91-22-6704 8090 +91-22-6704 8033 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8054 +91-22-6704 8054	vipulsanghvi@systematixgroup.in sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in  pearlpillay@systematixgroup.in  madhunarayanan@systematixgroup.in mrunalip@systematixgroup.in
Name Vipul Sanghvi Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Pearl Pillay Production Madhu Narayanan Mrunali Pagdhare	Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer Dealer Editor Production	+91-22-6704 8062 +91-22-6704 8090 +91-22-6704 8033 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8054 +91-22-6704 8054	vipulsanghvi@systematixgroup.in sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in  pearlpillay@systematixgroup.in  madhunarayanan@systematixgroup.in mrunalip@systematixgroup.in
Name Vipul Sanghvi Sidharth Agrawal Rahul Khandelwal Chintan Shah Pawan Sharma Mukesh Chaturvedi Vinod Bhuwad Rashmi Solanki Karan Damani Vipul Chheda Paras Shah Rahul Singh Corporate Access Pearl Pillay Production Madhu Narayanan Mrunali Pagdhare Vijayendra Achrekar Operations	Sales Sales Director and Head - Sales Trading Vice President and Co Head - Sales Trading Sales Trading Sales Trading Sales Trading Dealer Dealer Dealer Dealer  Dealer  Belitor Production Production	+91-22-6704 8062 +91-22-6704 8090 +91-22-6704 8033 +91-22-6704 8061 +91-22-6704 8067 +91-22-6704 8051 +91-22-6704 8053 +91-22-6704 8087 +91-22-6704 8047 +91-22-6704 8054 +91-22-6704 8088 +91-22-6704 8071 +91-22-6704 8057 +91-22-6704 8057 +91-22-6704 8089	vipulsanghvi@systematixgroup.in sidharthagrawal@systematixgroup.in rahul@systematixgroup.in chintanshah@systematixgroup.in pawansharma@systematixgroup.in mukeshchaturvedi@systematixgroup.in vinodbhuwad@systematixgroup.in rashmisolanki@systematixgroup.in karandamani@systematixgroup.in vipulchheda@systematixgroup.in parasshah@systematixgroup.in rahulsingh@systematixgroup.in madhunarayanan@systematixgroup.in mrunalip@systematixgroup.in vijayendraachrekar@systematixgroup.in

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