

Results Update

01st Feb. 2024

Ambuja Cements Limited

Cement



EBITDA miss on plant shutdown; New Capacity to Drive Growth

Est. Vs. Actual for Q3FY24: Revenue – BEAT; EBITDA Margin – MISS; PAT – MISS Change in Estimates post Q3FY24 (Abs.)

FY24E/FY25E - Revenue: -1%/1%; EBITDA: -4%/0%; PAT: -3%/-1%

Recommendation Rationale

- EBITDA margins to improve to 22%-23% in FY25E-26E: The various synergies resulted in a cost reduction of 4% on a per-tonne basis on a YoY basis. More cost optimization is expected which will aid the company in further margin enhancement. Business initiatives are expected to bring down the company's operating costs even more along with reducing the clinker factor and logistics costs, improving the sale of blended cement and, expanding the EBITDA margin of the business. We foresee the company's EBITDA margins to improve to 22%-23% in FY25E-26E from 16% in FY23.
- Aims to create a capacity of 140 mtpa (Ambuja, ACC & Sanghi combined) by FY28: The company is expanding its capacity from the current 32 mtpa to 46 mtpa and the existing expansion is expected to be completed in phases over FY25-FY26. It has also announced new capacity of 12 mtpa to be commissioned in FY27.Furthermore, the company is pursuing growth opportunities and it aims to create a capacity of 140 mtpa (Ambuja and ACC combined) by FY28. This will help the company in continuing its growth momentum moving ahead. We expect the company to grow its volume/Revenue at CAGR of 11%/12% respectively over FY23-FY26E.
- Overall industry to grow in the healthy range of 8%-9% in FY23-FY26E: Cement demand
 in the country is likely to remain robust on account of higher government thrust on creating
 infrastructure and developing low-cost and affordable housing. Private Capex is also expected
 to drive the cement demand moving forward along with robust real estate demand. We expect
 the overall industry to grow in the range of 8%-9% in FY23-FY26E.

Sector Outlook: Positive

Company Outlook & Guidance: Cement Industry is expected to have a demand growth between 7% and 8% because of investments in infrastructure and real estate projects. India's per capita consumption of 272 Kg as compared to the global average of ~ 550 kg provides a sizeable potential for expansion of the cement industry. Demand growth is expected to remain positive, facilitating higher capacity utilization. Moreover, cost reduction initiatives are to further enhance margins.

Current Valuation: 18x FY26 EV/EBITDA (Earlier Valuation: 16x FY25 EV/EBITDA)

Current TP: Rs 535/share (Earlier TP: Rs 455/share)

Recommendation: We roll forward our estimate to FY26 and change our rating from **BUY to HOLD** on the recent appreciation in the stock price.

Alternative BUY Ideas from our Sector Coverage: UltraTech Cement Ltd (TP-11,110/share), JK Cements Ltd (TP-4400/share), Dalmia Bharat (TP-2,470/share), ACC (2,750/share).

Financial Performance

ACL reported Volume/Revenue growth of 6%/8% YoY(above expectations) and EBITDA/PAT growth of 36%/39% (below expectation). The company reported a profit of Rs 514 Cr up 39% YoY owing to better operating performance. Operational excellence initiatives are aiding in the reduction of operating costs, logistics costs, and expansion of EBITDA margins YoY.

The company recorded an EBITDA margin of 19.2% (expectation of 21.9%) against 15.2% YoY. The quarter's volume stood at 8.2 mtpa tonnes per annum (mntpa), up 6%/8% YoY/QoQ. ACL's EBITDA/tonne stood at Rs 1,038 higher by 28% YoY and it reported blended realization/tonne of Rs 5,414 against Rs 5,362 YoY, up 1%/4% YoY/QoQ. The company's cost/tonne declined by 4% YoY to Rs 4,376 on account of lower power/fuel and other expenses while it was higher by 4% QoQ owing to higher purchase of stock in trade, plant shutdown during the quarter.

Outlook: Given the company's superior positioning in key markets of North, West, and East India regions along with cost-saving initiatives it has undertaken and synergies with other group companies of Adani, growth momentum is expected to continue moving ahead. Furthermore, factoring in the government's keen focus on developing infrastructure and low-cost affordable housing, revival in rural demand and increasing private capex, we expect ACL to improve its performance going forward. We expect the company to grow its Volume/Revenue/EBITDA/APAT at a CAGR of 11%/12%/28%/15% over FY23-FY26E.

Valuation & Recommendation

The stock is currently trading at 20x and 18x FY25E/FY26E EV/EBITDA. We change our rating from **BUY** to **HOLD** on the stock with a TP of Rs 535/share, (incl. Ambuja stake in ACC), implying a downside of 4% from the CMP.

Key Financials (Standalone)

(Rs Cr)	Q3FY24	QoQ (%)	YoY (%)	Axis Est.	Variance
Net Sales	4,440	12	8	4,350	2%
EBITDA	851	10	36	951	-10%
EBITDA Margin	19.2%	(30bps)	400bps	21.9%	(270bps)
Net Profit	514	-20	39	553	-7%
EPS (Rs)	2.6	-20	39	2.8	-7%

Source: Company, Axis Research

(CMP as of	31 st Jan, 2024)
CMP (Rs)	559
Upside /Downside (%)	(4)
High/Low (Rs)	586/315
Market cap (Cr)	1,11.334
Avg. daily vol. (6m)Shrs.(Mn)	3849
No. of shares (Cr)	198.6

Shareholding (%)

	June-23	Sep-23	Dec-23
Promoter	63.2	63.2	63.2
FIIs	12.4	11.7	11.9
MFs / UTI	5.6	6.5	6.6
Banks / Fls	0.1	0.0	0.0
Others	18.7	18.7	18.3

Financial & Valuations

Y/E Mar (Rs Cr)	FY24E	FY2EE	FY26E
Net Sales	17,891	19,870	21,808
EBITDA	3,646	4,438	5,043
Net Profit	2,456	2,821	3,116
EPS (Rs)	16.2	17.5	15.8
PER (x)	45	49	44
P/BV (x)	3.6	2.9	2.7
EV/EBITDA (x)	21	21	18
ROE (%)	8	7	6

Change in Estimates (%)

Y/E Mar	FY24E	FY25E	
Sales	-1%	1%	
EBITDA	-4%	0%	
PAT	-3%	-1%	

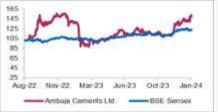
FSG disclosure Score**

Loo disclosure ocore	
Environmental Disclosure	77
Social Disclosure Score	52
Governance Disclosure Score	92
Total ESG Disclosure Score	74
Sector Average	49

Source: Bloomberg, Scale: 0.1-100

**Note: This score measures the amount of ESG data a company reports publicly and does not measure the company's performance on any data point. All scores are based on 2021 disclosures

Relative performance



Source: Ace Equity, Axis Securities

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Key Concall Highlights

- Expanding consolidated capacity: The company aims to expand its current consolidated capacity from 77 mtpa to 140 mtpa by 2028 and existing expansion is expected to complete by FY26. The company plans to set up 10 clinker lines of 40 mtpa along with corresponding Grinding units to meet the target of 140 mtpa. At present, it's setting up 4 mtpa for each clinker line in Bhatapara, CG, and Chandrapur (Maharashtra) with 14 mtpa of Grinding units attached to these Clinker lines, which are expected to get commissioned in phases over FY25-FY26. Both these facilities will have a WHRS capacity of 42 MW in totality along with provision for utilising 50% alternate fuel.
- Planning to reach the capacity of 140 mtpa: The company plans to set up 35 grinding units to reach the capacity of 140 mtpa and it is setting up 14 mtpa grinding units to achieve the same at different locations, namely Amravati, Jalgaon, attached to Chandrapur clinker line and grinding units at Shankrail, Farakka, and Kharagpur attached to Bhatapara clinker unit and one grinding unit in Bhatinda. This would take its total grinding capacity to 83 mtpa on a consolidated basis. The company is also setting up a grinding unit at Salai Banwa (UP) of 2.4 mtpa, which is to be commissioned in Q1FY26. The company also announced setting up of 12 mtpa Grinding Unit at 5 location (Hoshiarpur, Amravati, Jalgaon, Warisaliganj and Pune) with 2.4 mtpa at each place to be commissioned in FY27.Land acquisition for these recently announced projects is under progress.
- Volume: During the quarter, the company registered a volume growth of 6% YoY (Clinker plus Cement) and the trade and non-trade mix stood at 75%:25% YoY. Premium cement formed 22% of the overall trade sales during the quarter. Blended cement sales stood at 87% during the quarter.
- Pricing: During the quarter, blended realization improved by 4% YoY to Rs 5,414/tonne.
- Power/Fuel: Change in fuel basket and group synergies resulted in savings in fuel cost by 33%/18% on a tonne basis YoY/QoQ..
 Kiln fuel cost reduced by 25% from Rs 2. 45 per kCal to Rs 1.84 per kCal. Fuel cost is to be further optimised in future through mix optimization and opportunistic buy of pet coke to further reduce fuel cost.
- Green Power: The company aims to build the sizable portfolio of Green power and total green power including WHRS, Solar and Wind to reach 417 mw by FY24 and 1466 MW by FY28 entailing investment of Rs 6,000 cr and total green power share to 60%.
- Freight: On a tonne basis, freight cost was lower by 1% QoQ at Rs 1,114/tonne. Warehouse infrastructure is also optimized. The company aims to reduce the average lead distance to 100 km from the existing 165 km.
- Other Expenses: Other expenses costs reduced by 5% to Rs 673/tonne owing to a unified organization structure that has helped to bring synergies and reduce/sustain costs.

Key Risks to our Estimates and TP

- Lower realization and demand in its key market and delay in capacity expansion.
- Higher input costs may impact margins.

Change in Estimates

	Ne	New		Old		ange
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Sales	17,891	19870	18026	19677	-1%	1%
EBITDA	3,646	4438	3806	4417	-4%	0%
PAT	2,456	2821	2528	2842	-3%	-1%



Result Review Q3FY24

(Pa Cr)		Qı	uarterly Perform	nance	
(Rs Cr)	3QFY24	2QFY24	3QFY23	% Chg QoQ	% Chg YoY
Net sales	4440	3970	4129	12%	8%
Expenditure	3588	3196	3502	12%	2%
EBITDA	851	774	626	10%	36%
Other income	108	378	89	-71%	22%
Interest	45	43	25	4%	80%
Depreciation	233	229	165	2%	42%
PBT	680	880	464	-23%	47%
Tax	167	236	95	-29%	76%
Adjusted PAT	514	644	369	-20%	39%
EBITDA margin (%)	19.2%	19.5%	15.2%	(30bps)	400bps
EPS (Rs)	2.59	3.24	0.69	-20%	273%

Source: Company, Axis Securities

Volume/ Realization / Cost Analyses

(Do Co)	Quarterly Performance					
(Rs Cr)	3QFY24	2QFY24	3QFY23	% Chg QoQ	% Chg YoY	
Volume/mnt	8.20	7.60	7.70	8%	6%	
Realisation/tonne (Rs)	5414	5223	5362	4%	1%	
Cost/tonne (Rs)	4376	4206	4549	4%	-4%	
Raw material/tonne (Rs)	1375	956	971	44%	42%	
Staff Cost/tonne (Rs)	167	196	207	-15%	-19%	
Power & Fuel/tonne (Rs)	1047	1270	1573	-18%	-33%	
Freight/tonne (Rs)	1114	1122	1086	-1%	3%	
Other Expenses /tonne (Rs)	673	661	711	2%	-5%	
EBITDA/tonne (Rs)	1038	1018	813	2%	28%	



Financials (Standalone)

Profit & Loss (Rs Cr)

Y/E March	FY23	FY24E	FY25E	FY26E
Net sales	19974	17891	19870	21808
Other operating income	0	0	0	0
Total income	19974	17891	19870	21808
Raw Material	2766	3763	4083	4430
Power & Fuel	6011	3913	4226	4586
Freight & Forwarding	4381	3808	4131	4483
Employee benefit expenses	797	576	611	672
Other Expenses	2824	2184	2381	2595
EBITDA	3194	3646	4438	5043
Other income	979	742	497	545
PBIDT	4173	4388	4934	5588
Depreciation	832	919	978	1159
Interest & Fin Chg.	128	176	195	218
E/o income / (Expense)	0	0	0	0
Pre-tax profit	3213	3293	3761	4211
Tax provision	503	836	940	1095
RPAT	2710	2456	2821	3116
Minority Interests	0	0	0	0
Associates	0	0	0	0
APAT after EO item	2710	2456	2821	3116

Source: Company, Axis Securities; *FY23 Figures are for 15 months

Balance Sheet (Rs Cr)

Y/E March	FY23	FY24E	FY25E	FY26E
Total assets	35904	37777	55220	57971
Net Block	8398	11952	16593	20665
CWIP	842	842	842	842
Investments	0	0	0	0
Wkg. cap. (excl cash)	633	522	578	634
Cash / Bank balance	2533	2050	14681	13176
Misc. Assets	23498	22411	22526	22654
Capital employed	35904	37777	55220	57971
Equity capital	397	397	397	397
Reserves	28108	30168	47496	50119
Minority Interests	0	0	0	0
Borrowings	34	34	34	34
DefTax Liabilities	218	218	218	218
Other Liabilities and Provision	7146	6959	7075	7202



Cash Flow (Rs Cr)

Y/E March	FY23	FY24E	FY25E	FY26E
Profit before tax	3055	3293	3761	4211
Depreciation	832	919	978	1159
Interest Expenses	124	176	195	218
Non-operating/ EO item	-931	-742	-497	-545
Change in W/C	-785	1012	-57	-56
Income Tax	335	836	940	1095
Operating Cash Flow	1960	3821	3440	3892
Capital Expenditure	-2154	-4473	-5619	-5231
Investments	-8023	600	0	0
Others	852	742	497	545
Investing Cash Flow	-9325	-3130	-5122	-4686
Borrowings	-4	0	0	0
Interest Expenses	-68	-176	-195	-218
Dividend paid	-1251	-397	-493	-493
Others	0	0	15000	0
Financing Cash Flow	-1322	-573	14312	-711
Change in Cash	-3706	118	12630	-1505
Opening Cash	3991	284	402	13032
Closing Cash	284	402	13032	11528

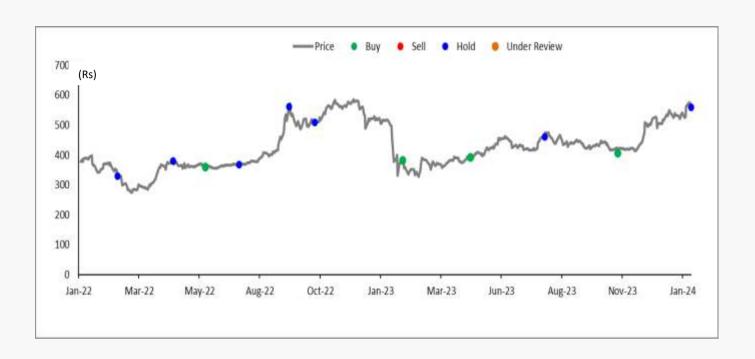


Ratio Analysis (%)

Y/E March	FY23	FY24E	FY25E	FY26E
Operational Ratios				
Sales growth	43%	-10%	11%	10%
OPM	16.0%	20.4%	22.3%	23.1%
Op. profit growth	0%	14%	22%	14%
COGS / Net sales	66%	64%	63%	62%
Overheads/Net sales	18%	15%	15%	15%
Depreciation / G. block	7.0%	5.6%	4.5%	4.3%
Efficiency Ratios				
Total Asset Turnover (x)	1.72	1.11	0.91	0.81
Sales/Gross block (x)	1.69	1.10	0.91	0.80
Sales/Net block(x)	2.32	1.47	1.18	1.04
Working capital/Sales (x)	0.23	0.16	0.15	0.14
Valuation Ratios				
PER	42	45	49	44
P/BV (x)	3.73	3.63	2.87	2.73
EV/Ebitda (x)	24.8	21.2	20.6	18.4
EV/Sales (x)	3.96	4.33	4.60	4.26
EV/Tonne \$ (x)	307	300	265	255
Return Ratios				
ROE	9.4	8.3	7.2	6.3
ROCE	12.8	11.4	9.8	8.8
ROIC	14.1	16.2	21.4	14.8
Leverage Ratios				
Debt / equity (x)	0.00	0.00	0.00	0.00
Net debt/ Equity (x)	-0.07	-0.27	-0.44	-0.39
Net debt/Ebitda	-0.59	-2.30	-4.74	-3.87
Interest Coverage ratio (x)	26.10	19.71	20.25	20.31
Cash Flow Ratios				
OCF/Sales	0.12	0.26	0.22	0.23
OCF/Ebitda	0.73	1.28	0.99	0.99
OCF/Capital Employed	0.09	0.15	0.11	0.10
FCF/Sales	0.04	-0.04	-0.08	-0.03
Payout ratio (Div/NP)	49.0	16.2	17.5	15.8
AEPS (Rs.)	17.0	17.0	15.4	17.4
AEPS Growth	18.9	2.6	-7.4	10.5
CEPS (Rs.)	17	17	15	17
DPS (Rs.)	6	2	2	2



Ambuja Cement Price Chart and Recommendation History



Date	Reco	TP	Research
21-Feb-22	HOLD	365	Result Update
28-Apr-22	HOLD	370	Result Update
16-May-22	BUY	405	Sector Update
07-Jun-22	BUY	405	AAA
19-Jul-22	HOLD	365	Result Update
20-Sep-22	HOLD	570	Company Update
21-Oct-22	HOLD	555	Result Update
08-Feb-23	BUY	460	Result Update
03-May-23	BUY	436	Result Update
03-Aug-23	HOLD	455	Result Update
02-Nov-23	BUY	455	Result Update
01-Feb-24	HOLD	535	Result Update

Source: Axis Securities



About the analyst



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Sector: Cement/Infra

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