

India

ADD (no change)

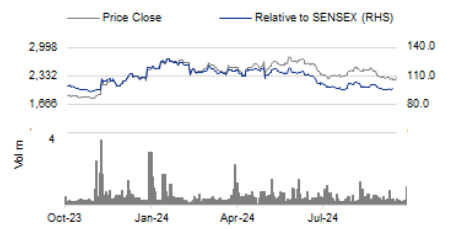
Consensus ratings*: Buy 23 Hold 9 Sell 7

Current price:	Rs2,289
Target price:	Rs2,760
Previous target:	Rs2,960
Up/downside:	20.6%
InCred Research / Consensus:	0.3%
Reuters:	ACC.NS
Bloomberg:	ACC IN
Market cap:	US\$5,919m
	Rs429,789m
Average daily turnover:	US\$16.9m
	Rs1225.2m
Current shares o/s:	188.0m
Free float:	41.4%

*Source: Bloomberg

Key changes in this note

- EBITDA cut by ~8-9% for FY26F-27F.
- Retain ADD with a lower TP of Rs2,760.
- Roll forward TP to Mar 2026F from Sep 2025F.




Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	(7.8)	(12.4)	21.9
Relative (%)	(1.4)	(11.0)	(2.8)

Major shareholders	% held
Promoter & Promoter Group	56.7
Life Insurance Corporation of India	6.4
HDFC MF	3.3

Research Analyst(s)



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ACC Ltd

In-line EBITDA; higher growth led by MSA

- Consolidated 2Q EBITDA was broadly in line with our estimate at ~Rs4.4bn, down ~21% yoy. Volume grew ~15% yoy, reflecting higher inter-group volume.
- We expect the EBITDA/t improvement for 2HFY25F to be largely driven by the improvement in bottomed-out prices along with cost-savings measures.
- We cut our EBITDA estimates by ~8-9% for FY26F-27F to reflect weak 2Q performance. Retain ADD rating with a lower target price of Rs2,760.

Volume surge in 2Q on increased volume-swaps under MSA

Cement sales volume of ACC grew by ~15% yoy and ~10% above our estimate, including via MSA with Ambuja Cements or ACEM (~3.7mt at ACEM consol. level), and was better than industry peers at 9.3mt in 2QFY25 (highest in the last five years for 2Q). Sanghi Industries' operations remained affected in 2Q due to high rainfall in the region while its volume still grew significantly yoy and is expected to achieve full production level by 4QFY25F. Blended realization fell by ~2% qoq to Rs4,680/t (~0.5% below our estimate) due to bottomed-out cement prices as demand remains weaker than expected in 1H due to slowdown post general elections, and higher-than-expected rainfall in 2H. ACC highlighted that demand has started improving post-monsoon and expects the industry to grow by 4-5% (earlier guidance of 7-9%) in FY25F. Cement prices to recover, post-monsoon, with the onset of the festive season. For the RMC segment, revenue fell by 6% yoy to Rs2.9bn, with the volume down ~5% yoy and ~10% qoq at ~0.6mcbm.

Unit EBITDA nosedives to Rs470; cost reduction to follow

Blended costs/t declined by ~6% yoy and were up 2% qoq where (a) Power and fuel costs were down by ~23% yoy and up by 14% qoq (on Kcal basis, fuel costs declined on qoq basis at Rs1.57 vs. Rs1.71 qoq and Rs1.85 yoy). Thermal value reduced from 768kCal to 735kCal, with further improvement expected in coming quarters. b) Logistics costs declined by 6% qoq, with improvement in direct dispatches by ~10%. c) Fixed expenses were up by ~15% qoq. The RMC division reported EBIT-level profit of Rs44m vs. Rs230m qoq and Rs33m yoy. Subsequently, blended EBITDA/t declined by ~Rs197 qoq and Rs209 yoy to Rs469. The WHRS mix in power consumption was up 1.2% yoy at 10%, while the thermal substitution rate was at 10.2% (FY28F target: 27%) and green energy usage was at 14.1%.

Capex remains intact; cash position improves qoq

Cash & cash equivalents were at Rs29.2bn vs. Rs27.5bn qoq. In 1HFY25, it incurred capex of Rs7bn and expects to incur a capex of Rs10bn in 2HFY25F. Expansion capex at Sindri and Salai Banwa plants to be operational by 4QFY25F and 1QFY26F, respectively.

Retain ADD rating with a lower target price of Rs2,760

ACC trades at FY26F/27F EV/EBITDA of 11x/9.5x, respectively. Retain ADD rating on it as we roll forward to Mar 2026F (Sep 2025F earlier) target price of Rs2,760 on 12x EV/EBITDA. Downside risks: Pressure on cement prices, project delay & a rise in costs.

Financial Summary

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue (Rsm)	222,102	199,589	207,464	227,220	243,269
Operating EBITDA (Rsm)	19,249	30,617	27,402	34,913	39,974
Net Profit (Rsm)	8,852	23,365	15,481	20,412	23,557
Core EPS (Rs)	53.4	113.9	82.3	108.6	125.3
Core EPS Growth	(47.2%)	113.3%	(27.7%)	31.9%	15.4%
FD Core P/E (x)	48.60	18.41	27.79	21.08	18.26
DPS (Rs)	9.3	7.5	7.4	9.8	11.3
Dividend Yield	0.53%	0.45%	0.32%	0.43%	0.49%
EV/EBITDA (x)	22.14	13.20	14.52	11.21	9.50
P/FCFE (x)	(8.75)	22.99	55.70	50.85	32.40
Net Gearing	(2.9%)	(16.1%)	(18.3%)	(19.9%)	(23.2%)
P/BV (x)	3.04	2.64	2.43	2.20	1.98
ROE	7.1%	14.1%	9.1%	10.9%	11.4%
% Change In Core EPS Estimates			(0.38%)	(0.33%)	(0.31%)
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

In-line EBITDA; higher growth led by MSA

2QFY25 results review

Quick snapshot of ACC's results ►

- **Volume:** During 2QFY25, cement volume stood at 9.3mt (~10% above our estimate), up by ~15% yoy, the highest-ever during 2Q in the last five years, with rising trade volume and higher premium product volume.
- **Realization:** Cement realization was down by ~2% qoq at ~Rs4,680/t (~0.5% below our estimate).
- **Costs:** Overall blended costs/t were down by 6% yoy and up 2% qoq on account of: a) Power and fuel costs down by ~23% yoy and up by 14% qoq (on Kcal basis, fuel cost declined on a qoq basis to Rs1.57 vs. Rs1.71 qoq and Rs1.85 yoy). Kiln fuel costs reduced, driven by optimization of fuel mix and higher consumption of alternative fuels. Thermal value reduced from 768Kcal to 735Kcal, with further improvement expected in future quarters. b) Logistics costs/t were down 14% yoy and 6% qoq to Rs1,002, while other expenses were up 13% qoq and down 15% yoy.
- **EBITDA:** EBITDA for the quarter came in at ~Rs4.4bn vs. our expectation of ~Rs4.4bn and down by ~36% qoq and ~21% yoy. Cement EBITDA/t stood at Rs469 during the quarter (Incred estimate: Rs514) vs. Rs666 qoq and Rs678 yoy.
- **RMC division:** Ready-mix concrete or RMC revenue stood at ~Rs2.9bn, down by ~12% qoq and ~6% yoy. The company reported EBIT profit of Rs44m for the quarter vs. Rs230m qoq and Rs33m yoy.
- **ACC reported a PAT of Rs2.4bn**, which was above our expectation of ~Rs2bn (due to higher other income), down 39% yoy and 34% qoq.
- Cash and cash equivalents stood at Rs29.2bn in Sep 2024 vs. Rs27.47bn in Jun 2024.
- **During the quarter**, ACC reclassified the cost of royalty on minerals as the cost of raw materials consumed was earlier showed in other expenses.
- Management remains positive on the industry due to progressive government policies. For FY25F, it expects industry to grow by 4-5% vs. its earlier guidance of 7-9%.

Figure 1: Consolidated quarterly performance (2QFY25)

Particulars (Rs m)	2QFY25	2QFY25F	1QFY25	2QFY24	% Change		
					2QFY25F	1QFY25	2QFY24
Net Sales	46,135	42,573	51,549	44,347	8%	-11%	4%
Raw Materials Consumed	17,914	14,485	17,509	13,567	24%	2%	32%
Freight and Forwarding Expenses	9,318	9,014	10,854	9,479	3%	-14%	-2%
Power and Fuel Costs	7,832	8,529	10,002	8,866	-8%	-22%	-12%
Employee Costs	1,810	1,597	1,641	1,948	13%	10%	-7%
Other Expenses	4,898	4,596	4,753	4,996	7%	3%	-2%
Total Expenditure	41,772	38,220	44,758	38,855	9%	-7%	8%
EBITDA	4,364	4,353	6,791	5,493	0.2%	-36%	-21%
Depreciation	2,423	2,229	2,345	2,128	9%	3%	14%
EBIT	1,941	2,124	4,445	3,365	-9%	-56%	-42%
Interest	333	301	331	289	11%	0%	15%
Other Income	1,586	840	717	2,101	89%	121%	-24%
PBT	3,194	2,663	4,831	5,177	20%	-34%	-38%
Tax	843	666	1,243	1,315	27%	-32%	-36%
PAT before MI & Associates	2350	1998	3588	3862	18%	-34%	-39%
Minority Interest	0	0	0	0			
Profit from Associates	0	0	9	17			
Recurring PAT	2,350	1,998	3,597	3,879	18%	-35%	-39%
Extraordinary Items	-350	0	0	0			
Reported PAT	2,000	1,998	3,597	3,879	0%	-44%	-48%
EPS (Rs)	10.6	10.6	19.1	20.6	0%	-44%	-48%
Margins (%)	2QFY25	2QFY25	1QFY25	2QFY24			
Gross Margin	24%	25%	26%	28%	-77bp	-158bp	-404bp
EBITDA Margin	9.5%	10.2%	13.2%	12.4%	-77bp	-372bp	-293bp
EBIT Margin	4%	5%	9%	8%	-78bp	-442bp	-338bp
PBT Margin	7%	6%	9%	12%	67bp	-245bp	-475bp
PAT Margin	4%	5%	7%	9%	-36bp	-264bp	-441bp
Tax Rate	26%	25%	26%	25%	141bp	67bp	100bp
Cost items as % of Sales							
Raw Material Costs	39%	34%	34%	31%	481bp	486bp	824bp
Freight Costs	20%	21%	21%	21%	-98bp	-86bp	-118bp
P&F Costs	17%	20%	19%	20%	-306bp	-243bp	-301bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

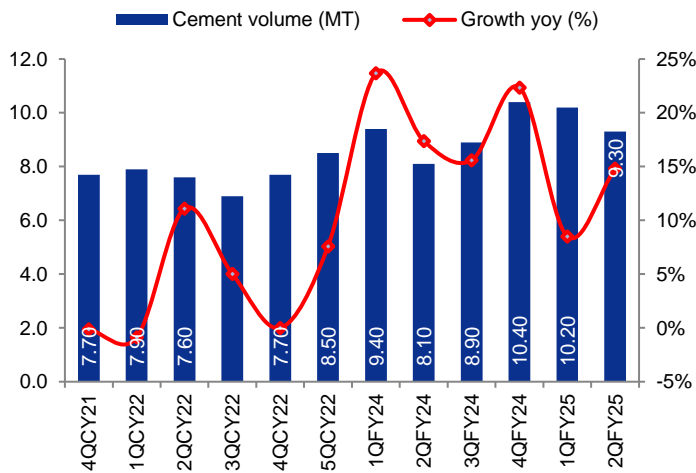
Figure 2: 2QFY25 results - per tonne analysis

Per tonne analysis	2QFY25	2QFY25F	1QFY25	2QFY24	% Change		
					2QFY25F	1QFY25	2QFY24
Sales Volume	9.30	8.46	10.20	8.10	10%	-9%	15%
Realization	4,680	4,705	4,757	5,125	-0.5%	-1.6%	-8.7%
EBITDA/t	469	514	666	678	-8.8%	-29.5%	-30.8%
Raw Material Costs/t	1,926	1,712	1,717	1,675	13%	12%	15%
P&F Costs/t	842	1008	981	1095	-16%	-14%	-23%
Freight Costs/t	1,002	1,065	1,064	1,170	-6%	-6%	-14%
Employee Costs/t	195	189	161	240	3%	21%	-19%
Other Expenses/t	527	543	466	617	-3%	13%	-15%
Total Cost/t	4,492	4,517	4,388	4,797	-1%	2%	-6%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

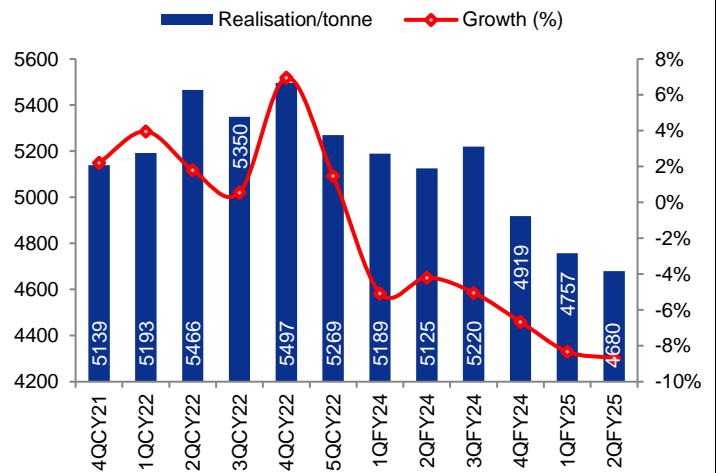
Key charts >

Figure 3: Cement sales volume up by ~15% yoy



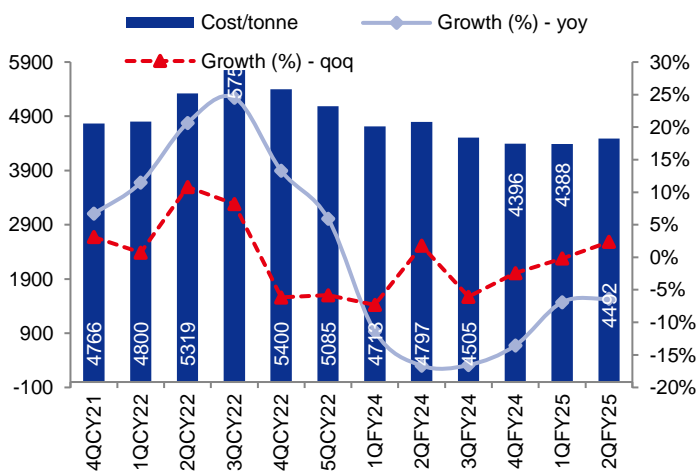
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Cement realization down by ~9% qoq



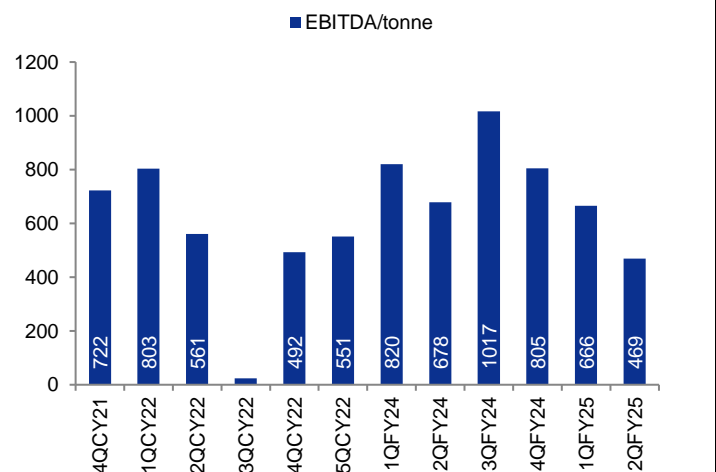
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Cost/t decreased by 2% yoy and was up by 2% qoq



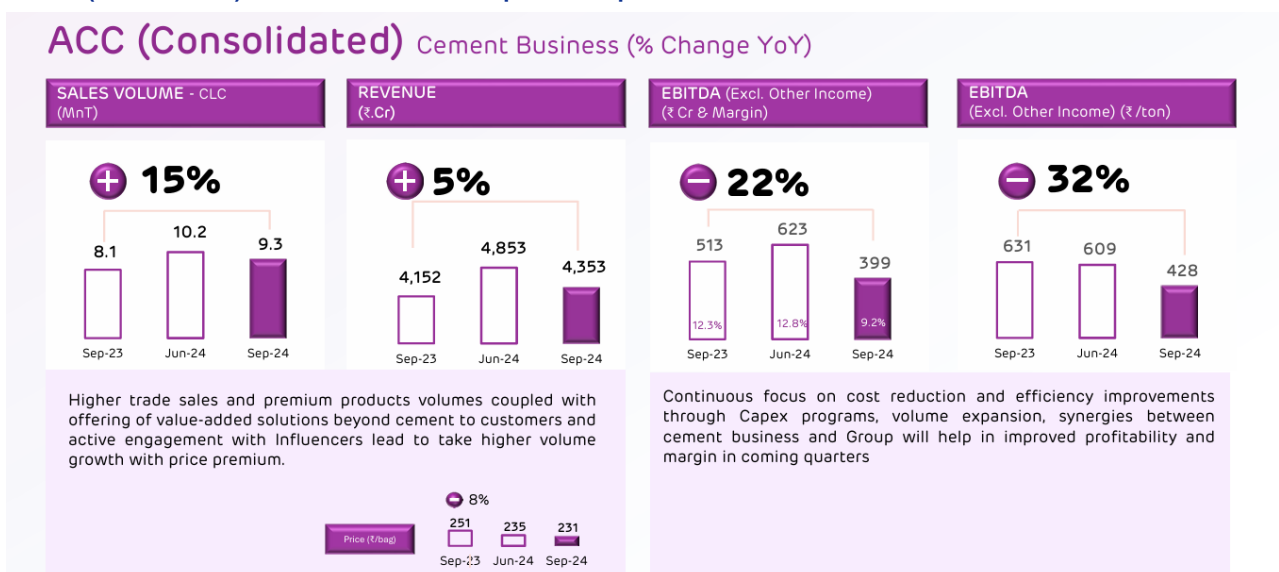
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 6: Unit EBITDA declined to Rs469/t for the quarter



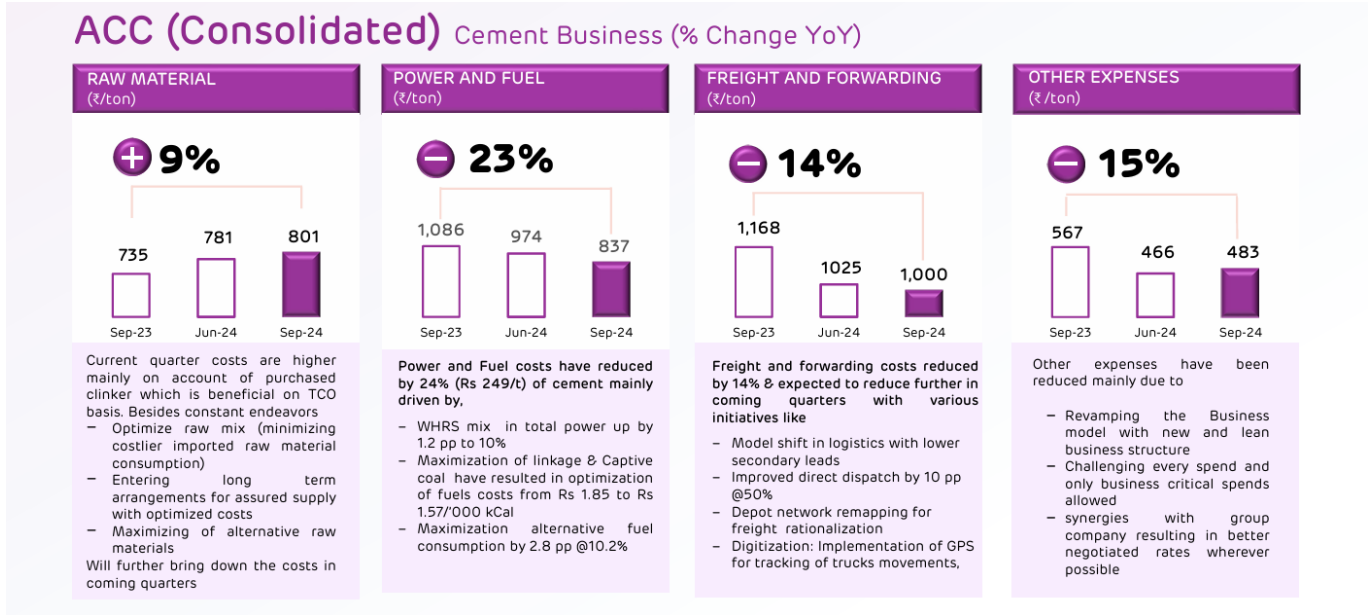
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 7: ACC (consolidated) cement business - 2Q operational performance overview



SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY25 INVESTOR PRESENTATION

Figure 8: ACC (consolidated) cement business - 2Q cost performance



SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY25 INVESTOR PRESENTATION

Figure 9: Sustainability goal – ACEM-ACC’s strategy is led by Sustainable Development (SD) 2030 Plan; Ambuja Cements/ACC are confident of achieving the 2030F target much ahead of time

Material topic	Ambuja		ACC		UN SDGs
	2030 TARGETS	STATUS Q2 FY 25*	2030 TARGETS	STATUS Q2 FY 25*	
Climate & Energy (Net specific CO ₂ emissions - Kg/T, without CPP)	453	529	400	458	3 GOOD HEALTH AND WELL BEING, 6 CLEAN WATER AND SANITATION
Circular Economy (Use of waste derived resources MnT/yr)	21	2.1	30	2.9	8 DECENT WORK AND ECONOMIC GROWTH, 9 INDUSTRY INNOVATION AND INFRASTRUCTURE
Water & Nature	10x Water positive	19x Water positive	5x Water positive	0.56x Water positive	13 CLIMATE ACTION, 7 AFFORDABLE AND CLEAN ENERGY
People & Community (Number of beneficiaries – million)	3.5	3.27	3.5	1.45	16 PEACE, JUSTICE AND STRONG INSTITUTIONS, 15 LIFE ON LAND, 14 LIFE BELOW WATER, 12 RESPONSIBLE CONSUMPTION AND PRODUCTION

Management confident of achieving ESG targets ahead of schedule time

SOURCE: INCRED RESEARCH, ACC-ACEM 1QFY25 INVESTOR PRESENTATION
NOTE: ACTUAL NUMBERS ARE FOR ACHIEVEMENT DURING QFY25, WHRS-WASTE HEAT RECOVERY SYSTEM; MW-MEGA WATT

Figure 10: Adani Cement on industry outlook

Infrastructure and Housing sectors to fuel Cement Demand Growth



Housing

Housing remains as the healthy recipient of Capex

- Government continues to reinforce its commitment to achieve "Housing For All"
- New phase of PMAY scheme launched
- Additional 3 Cr houses to be constructed under PMAY (Urban and Rural)



Infrastructure

Rapid Infrastructure is the key driver of Indian economy

- Steps to advance India's infrastructure have taken shape in the form of
 - PM Gati Shakti National Master Plan
 - National Logistics Policy
 - Smart Cities Mission
- Substantial Budget allocation (~Rs.11 lakh Cr.) for infrastructure development
- Phase IV of PMGSY to be launched to offer all weather road connectivity
- Industrial parks to be developed in around 100 cities
- Government focuses on to augment capacity and modernize Indian railways to drive the growth. The metro network, including regional rapid transit systems (RRTS) is proposed, to be expanded to 1,700 kms across 27 cities by 2025 and subsequently to 50 cities. The operational metro line to be doubled in the next 4-5 years

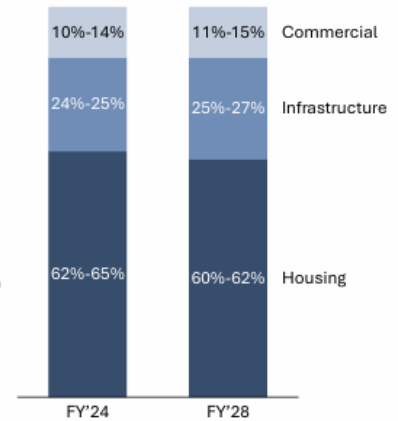


Commercial

Demand for Commercial Sector Surged

- Rising demand for office spaces to boost commercial construction
- Government to continue focus on industrial capital expenditure
- PLI scheme to enhance manufacturing capabilities and associated utilities

Cement Demand Segments (% share)



SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY25 INVESTOR PRESENTATION

Figure 11: Adani Cement - presence in 30 states and 625+ districts (~75%) in India

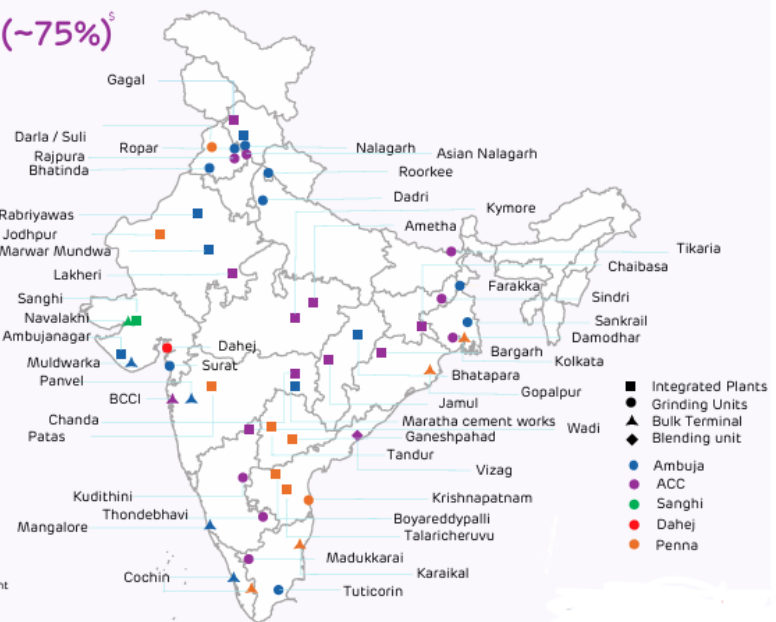
Presence in 31 states & union territories and 625+ districts (~75%)^S

For the Quarter Ended September 30, 2024

89 MTPA Cement Capacity	63.5% Clinker Factor
22 Integrated Units	11 Captive Ships
84% Share of Blended Cement	88+ Ready-Mix Concrete plants
9.5% Thermal Substitution Rate	10 Bulk Cement Terminals
1,05,000+ Channel partners across India	21 Grinding Units

Note:
1. With acquisition of Orient cements (8.5 MTPA) capacity will go up to 97 MTPA
2. Projects under advance stages of execution for 11 MTPA Clinker and 21 MTPA Cement

^S National presence (%age coverage of total districts in India) as on 30.09.2024



SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY25 INVESTOR PRESENTATION

AS OF SEP 2024, ORDER PLACED FOR CAPACITY EXPANSION OF 21MTPA CEMENT INCL. 11MTPA CLINKER (BHATAPARA, MARATHA & JODHPUR), UNDER IMPLEMENTATION

Key changes ➤

Figure 12: Our revised earnings estimates

Rs. m	New			Old			Change (%)		
	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F
Sales	2,07,464	2,27,220	2,43,269	2,12,992	2,30,820	2,45,961	-3%	-2%	-1%
EBITDA	27,402	34,913	39,974	34,256	38,575	43,297	-20%	-9%	-8%
PAT	15,481	20,412	23,557	20,677	23,333	26,274	-25%	-13%	-10%
EPS (Rs.)	81.6	107.7	124.3	109.2	123.2	138.8	-25%	-13%	-10%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 13: Changes in our estimates vs. Bloomberg consensus estimates

Rs. m	Incred			Consensus			Change (%)		
	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F
Sales	2,07,464	2,27,220	2,43,269	2,07,678	2,28,566	2,43,732	0%	-1%	0%
EBITDA	27,402	34,913	39,974	31,429	38,899	44,118	-13%	-10%	-9%
PAT	15,481	20,412	23,557	18,747	23,446	26,664	-17%	-13%	-12%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS, BLOOMBERG

Figure 14: Key assumptions

	FY23F (15M)*	FY24F	FY25F	FY26F	FY27F
Volume (in mtpa)	39	37	41	44	46
Yoy	34%	-4%	10%	7%	6%
Realization (per t)	5,276	5,059	4,781	4,886	4,940
Yoy	5%	-4%	-6%	2%	1%
Cost (per t)	5,257	4,579	4,420	4,395	4,383
Yoy	15%	-13%	-3%	-1%	0%
EBITDA (per t)	499	830	673	798	862
Yoy	-52%	66%	-19%	19%	8%
EBITDA (Rs m)	19,249	30,617	27,402	34,913	39,974
Yoy	-36%	59%	-11%	27%	14%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS
*NOTE: FY23 FINANCIAL YEAR IS FOR 15 MONTHS; YEAR-END CHANGES FROM DEC-MAR

Figure 15: Maintain ADD rating with a Mar 2026F target price of Rs2,760, set at 12x EV/EBITDA

Valuation	TP
Target EV/EBITDA (x)	12.0
Target EV (Rs m)	4,79,692
Net debt / (cash) (Rs m)	(39,088)
No. of shares (m)	188
Fair value per share (Rs)	2,760

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 16: ACC's shareholding pattern (as of Sep 2024-end)

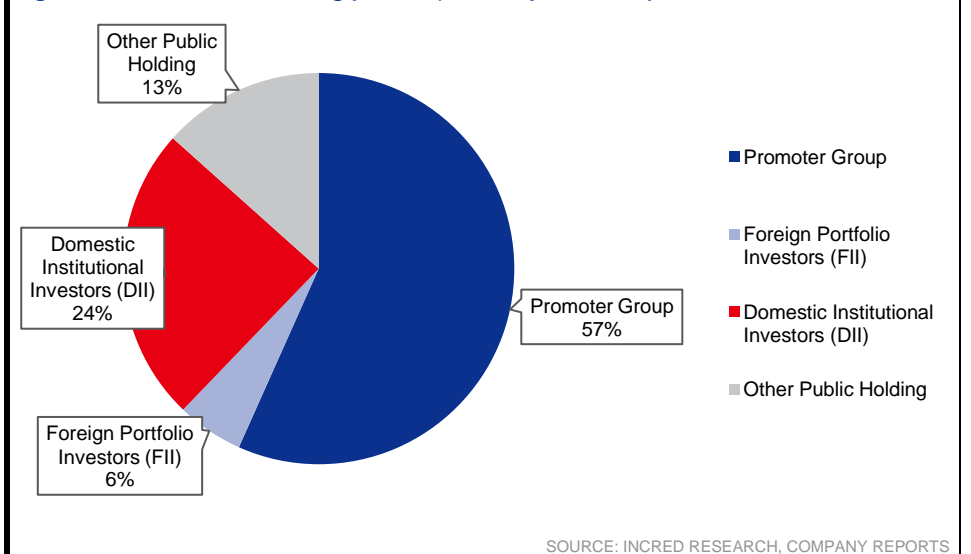
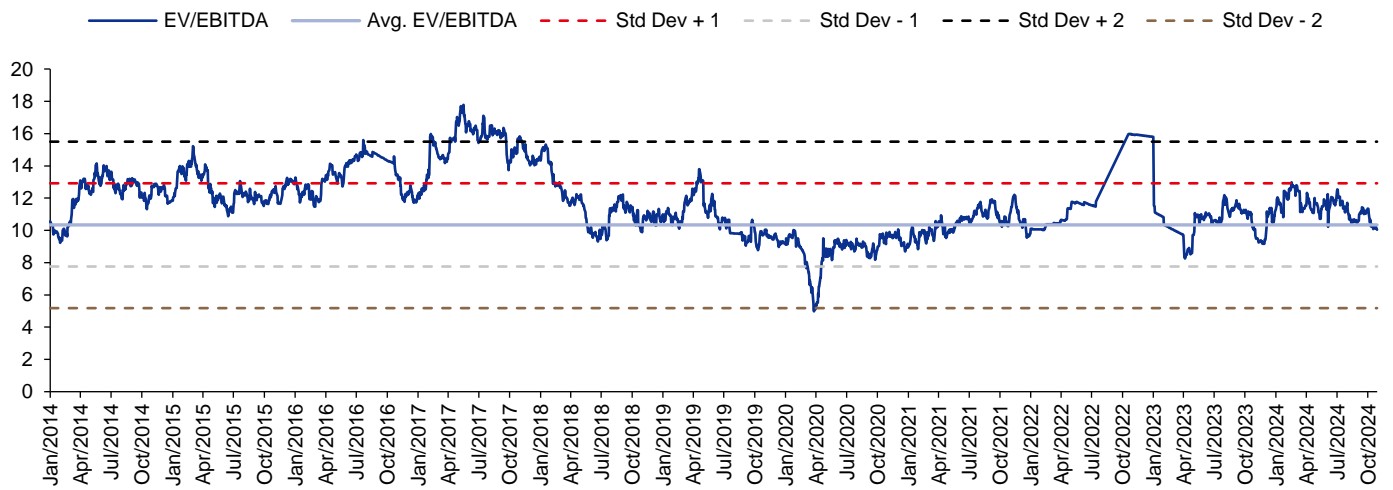
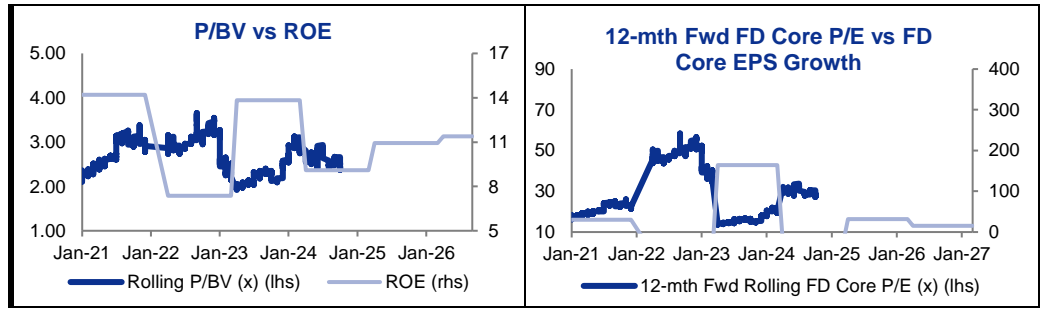


Figure 17: ACC's one-year forward EV/EBITDA trades close to the average level



SOURCE: INCRED RESEARCH, BLOOMBERG

BY THE NUMBERS



Profit & Loss

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Net Revenues	222,102	199,589	207,464	227,220	243,269
Gross Profit	222,102	199,589	207,464	227,220	243,269
Operating EBITDA	19,249	30,617	27,402	34,913	39,974
Depreciation And Amortisation	(8,413)	(8,831)	(9,626)	(10,203)	(10,816)
Operating EBIT	10,836	21,786	17,776	24,709	29,159
Financial Income/(Expense)	(773)	(1,546)	(1,391)	(1,461)	(1,534)
Pretax Income/(Loss) from Assoc.	162	129	149	169	189
Non-Operating Income/(Expense)	3,419	4,929	4,140	3,850	3,658
Profit Before Tax (pre-EI)	13,644	25,297	20,674	27,268	31,472
Exceptional Items	(1,618)	2,296			
Pre-tax Profit	12,026	27,593	20,674	27,268	31,472
Taxation	(3,174)	(4,228)	(5,193)	(6,856)	(7,914)
Exceptional Income - post-tax					
Profit After Tax	8,852	23,365	15,481	20,412	23,557
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	8,852	23,365	15,481	20,412	23,557
Recurring Net Profit	10,043	21,421	15,481	20,412	23,557
Fully Diluted Recurring Net Profit	10,043	21,421	15,481	20,412	23,557

Cash Flow

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
EBITDA	19,249	30,617	27,402	34,913	39,974
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(26,708)	1,331	(2,685)	(4,485)	(4,406)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	3,419	4,929	4,140	3,850	3,658
Other Operating Cashflow	(2,043)	(5,985)			
Net Interest (Paid)/Received	(773)	(1,546)	(1,391)	(1,461)	(1,534)
Tax Paid	4,039	1,819	(5,193)	(6,856)	(7,914)
Cashflow From Operations	(2,816)	31,165	22,273	25,961	29,778
Capex	(19,810)	(13,490)	(17,000)	(16,000)	(15,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(26,563)	1,039	2,451	(1,500)	(1,500)
Cash Flow From Investing	(46,373)	(12,451)	(14,549)	(17,500)	(16,500)
Debt Raised/(repaid)					
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(1,739)	(1,410)	(1,393)	(1,837)	(2,120)
Preferred Dividends					
Other Financing Cashflow	(10,638)	(3,022)	(51)	(31)	189
Cash Flow From Financing	(12,377)	(4,432)	(1,444)	(1,868)	(1,931)
Total Cash Generated	(61,566)	14,282	6,280	6,593	11,347
Free Cashflow To Equity	(49,189)	18,714	7,724	8,461	13,278
Free Cashflow To Firm	(48,416)	20,259	9,115	9,921	14,812

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS...cont'd

Balance Sheet					
(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Cash And Equivalents	4,147	26,216	32,495	39,088	50,435
Total Debtors	8,692	8,275	10,231	10,583	10,664
Inventories	16,242	18,686	19,325	21,166	22,661
Total Other Current Assets	53,470	44,085	43,567	51,125	58,384
Total Current Assets	82,552	97,261	105,619	121,961	142,144
Fixed Assets	72,465	91,661	99,035	104,832	109,016
Total Investments	1,633	519	519	519	519
Intangible Assets	16,878	13,820	15,320	16,820	18,320
Total Other Non-Current Assets	31,910	30,417	26,466	26,466	26,466
Total Non-current Assets	122,886	136,416	141,340	148,636	154,320
Short-term Debt					
Current Portion of Long-Term Debt					
Total Creditors	14,934	19,249	18,869	20,182	21,403
Other Current Liabilities	41,476	41,720	41,493	45,444	48,654
Total Current Liabilities	56,410	60,968	60,362	65,626	70,056
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	7,608	9,390	9,190	8,990	8,990
Total Non-current Liabilities	7,608	9,390	9,190	8,990	8,990
Total Provisions					
Total Liabilities	64,018	70,359	69,553	74,616	79,047
Shareholders Equity	141,385	163,282	177,370	195,945	217,382
Minority Interests	35	36	36	36	36
Total Equity	141,420	163,319	177,406	195,981	217,418

Key Ratios					
	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue Growth	37.5%	(10.1%)	3.9%	9.5%	7.1%
Operating EBITDA Growth	(35.8%)	59.1%	(10.5%)	27.4%	14.5%
Operating EBITDA Margin	8.7%	15.3%	13.2%	15.4%	16.4%
Net Cash Per Share (Rs)	22.06	139.45	172.86	207.93	268.29
BVPS (Rs)	752.09	868.57	943.51	1,042.31	1,156.35
Gross Interest Cover	14.02	14.09	12.78	16.92	19.01
Effective Tax Rate	26.4%	15.3%	25.1%	25.1%	25.1%
Net Dividend Payout Ratio	21.8%	9.3%	9.0%	9.0%	9.0%
Accounts Receivables Days	11.16	15.51	16.28	16.72	15.94
Inventory Days	23.81	31.94	33.44	32.52	32.88
Accounts Payables Days	30.57	36.92	38.63	37.06	37.33
ROIC (%)	7.6%	14.9%	11.6%	14.9%	16.6%
ROCE (%)	7.6%	14.3%	10.4%	13.2%	14.1%
Return On Average Assets	5.4%	10.3%	7.0%	8.5%	8.8%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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- Hold** The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
- Reduce** The stock's total return is expected to fall below 0% or more over the next 12 months.

The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.

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Definition:

- Overweight** An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
- Neutral** A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
- Underweight** An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

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Definition:

- Overweight** An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
- Neutral** A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
- Underweight** An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.