

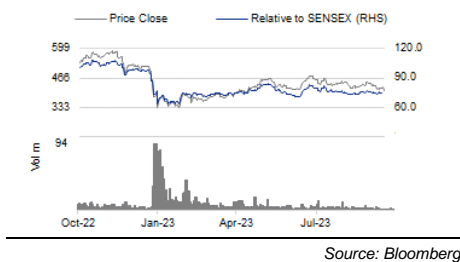
India

ADD (no change)

Consensus ratings*: Buy 26 Hold 9 Sell 9	
Current price:	Rs407
Target price:	Rs490
Previous target:	Rs515
Up/downside:	20.4%
InCred Research / Consensus:	4.2%
Reuters:	ABUJ.NS
Bloomberg:	ACEM IN
Market cap:	US\$9,695m
	Rs807,463m
Average daily turnover:	US\$22.6m
	Rs1883.2m
Current shares o/s:	1,985.7m
Free float:	30.6%
*Source: Bloomberg	

Key changes in this note

- EBITDA cut by 3-4% for FY24F-25F.
- Target price cut to Rs490 from Rs515.
- We are yet to factor in Sanghi Cement numbers in our estimates.



Price performance	1M	3M	12M
Absolute (%)	(4.3)	(11.8)	(25.4)
Relative (%)	(0.9)	(8.7)	(28.5)

Major shareholders	% held
Promoter & Promoter Group	63.2
Life Insurance Corporation of India	6.3
GQG Partners	1.8

Analyst(s)



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Ambuja Cements Ltd

Broadly in-line 2Q; reiterates growth plans

- Standalone 2Q EBITDA was broadly in line with our/consensus estimates and stood at Rs7.7bn, with unit EBITDA at Rs1,018, in line with our estimate.
- Consol. volume grew only by ~2% yoy, which signifies lack of surplus capacity. Cost-savings synergies and progress in capacity addition are the key factors.
- We cut our EBITDA estimates by 3-4% for FY24F-25F. Retain ADD rating on the stock with a lower TP of Rs490, also factoring in the cut in ACC's TP.

Volume growth disappoints; progress on the expansion front is key

Ambuja Cements or ACEM's standalone 2QFY24 sales volume (incl. clinker) grew by ~8% yoy to 7.6mt, including the inter-company cement/clinker sales under MSA (1.2mtpa and largely comprised cement sales), which get nullified in the consol. numbers. At the consol. level, volume grew by only 2% (well below industry level) due to a difficult Jul 2023 in North India, fall in demand in the eastern region and heavy monsoon in the central region. ACEM witnessed a strong recovery in volume, growing in double digits, in Oct 2023 and expects its cement sales volume to grow in line with the industry (by 10-12%) over the medium term. Cement realization was flattish qoq. Management has unveiled more details (timeline) of its expansion plans which, we feel, are more back-ended (largely in FY26F). Management retained its plan to double the capacity to 140mt by 2028F via brownfield and greenfield expansions (70mtpa of grinding capacity at 35 units), with the addition of 40mt clinker capacity (10 lines). Fig.9 in this report shows the timeline on where most of the capacity additions will come on stream in FY26F. Further, grinding units of 2mtpa each in Jalgaon and Amravati have also been planned, which will come online in the next 24 months. The Sanghi Cement acquisition is likely to be completed in 3QFY24 and further details on its expansion will be provided over the next three-to-six months (limestone reserves of ~1bn tonne to be used to expand capacities on the country's western coast).

Reiterates cost reduction target of Rs400/t through various initiatives

The standalone unit EBITDA was down only by Rs25/t qoq to Rs1,018/t while consol. unit EBITDA was lower by Rs90/t qoq at ~Rs995/t, and the same was the highest in our coverage universe in the 2QFY24 results announced so far. Management continues to target cost cut of Rs400/t via reduction in energy and transportation costs (Rs100-150/t) and other costs. ACEM expects its WHRS capacity at 170MW by Mar 2025F vs. 90MW currently. Besides, 200MW of renewable power generation is expected in Gujarat by Mar 2024F. The target is to achieve cost leadership by leveraging group adjacencies in areas like energy cost, supply chain & infrastructure going ahead.

Retain ADD with a slightly lower target price of Rs490 (Rs515 earlier)

We retain ADD rating on ACEM with a Sep 2024F lower target price of Rs490, set at a one-year forward EV/EBITDA of 16x (unchanged). The company continues to focus on cost-saving strategies, although the execution of its growth plan needs to be closely monitored. On the balance sheet, ACEM ended 2QFY24 with a cash balance of Rs117.2bn (Rs118.8bn in 1QFY24), of which Rs3.1bn is provisioned. We are yet to factor in Sanghi Cement estimates in our numbers. Downside risks: Pricing pressure, delay in projects, rise in input cost & dismal demand growth.

Financial Summary	Dec-21A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Revenue (Rsm)	139,650	199,854	179,828	198,757	222,826
Operating EBITDA (Rsm)	32,075	32,204	37,536	45,482	52,258
Net Profit (Rsm)	20,805	25,535	25,593	31,102	35,342
Core EPS (Rs)	10.7	13.5	12.9	14.0	14.3
Core EPS Growth	19.0%	26.1%	(4.7%)	8.5%	2.6%
FD Core P/E (x)	38.81	31.62	31.55	29.08	28.34
DPS (Rs)	6.3	2.5	3.2	4.4	5.0
Dividend Yield	1.55%	0.61%	0.79%	1.09%	1.23%
EV/EBITDA (x)	23.89	24.30	15.93	15.45	15.39
P/FCFE (x)	50.96	(11.03)	(1,420.24)	(594.08)	317.73
Net Gearing	(18.6%)	(8.7%)	(46.2%)	(42.5%)	(39.6%)
P/BV (x)	3.64	2.83	1.78	2.11	2.01
ROE	10.0%	10.6%	6.9%	6.7%	7.3%
% Change In Core EPS Estimates			(0.27%)	(0.17%)	(0.24%)
InCred Research/Consensus EPS (x)					

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

Broadly in-line 2Q; reiterates growth plans

2QFY24 results review

Figure 1: Standalone quarterly performance

Particulars (Rs m)	2QFY24	2QFY24F	1QFY24	2QFY23	% Change		
					2QFY24F	1QFY24	2QFY23
Net Sales	39,698	41,087	47,297	36,756	-3%	-16%	8%
Raw Materials Consumed	7,268	7,650	8,827	2,953	-5%	-18%	146%
Freight and Forwarding Expenses	8,525	9,051	10,465	8,401	-6%	-19%	1%
Power and Fuel Costs	9,653	10,183	11,715	14,154	-5%	-18%	-32%
Employee Costs	1,490	1,340	1,309	1,542	11%	14%	-3%
Other Expenses	5,028	4,971	5,495	6,647	1%	-9%	-24%
Total Expenditure	31,964	33,195	37,812	33,696	-4%	-15%	-5%
EBITDA	7,734	7,892	9,486	3,060	-2%	-18%	153%
Depreciation	2,286	2,472	2,319	1,572	-8%	-1%	45%
EBIT	5,449	5,420	7,167	1,488	1%	-24%	266%
Interest	435	430	396	228	1%	10%	91%
Other Income	3,781	1,505	1,895	465	151%	100%	713%
PBT	8,795	6,494	8,665	1,573	35%	1%	459%
Tax	2,357	1,688	2,216	184	40%	6%	1180%
Recurring PAT	6,438	4,806	6,449	1,389	34%	0%	363%
Extraordinary Items	0	0	0	152			
Reported PAT	6,438	4,806	6,449	1,541	34%	0%	318%
EPS (Rs)	3.2	2.4	3.2	0.7	34%	0%	363%
Margins (%)	2QFY24	2QFY24F	1QFY24	2QFY23			
Gross Margin	31%	29%	30%	26%	122 bp	71 bp	444 bp
EBITDA Margin	19%	19%	20%	8%	27 bp	-57 bp	1116 bp
EBIT Margin	14%	13%	15%	4%	53 bp	-143 bp	968 bp
PBT Margin	22%	16%	18%	4%	635 bp	383 bp	1,787 bp
PAT Margin	16%	12%	14%	4%	452 bp	258 bp	1,203 bp
Tax Rate	27%	26%	26%	12%	79 bp	122 bp	1,509 bp
Cost Items as % of Sales							
RM + Freight + P&F Costs	64%	65%	66%	69%	-133 bp	-146 bp	-530 bp
Employee Costs	4%	3%	3%	4%	49 bp	98 bp	-44 bp
Other Expenses	13%	12%	12%	18%	57 bp	105 bp	-542 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

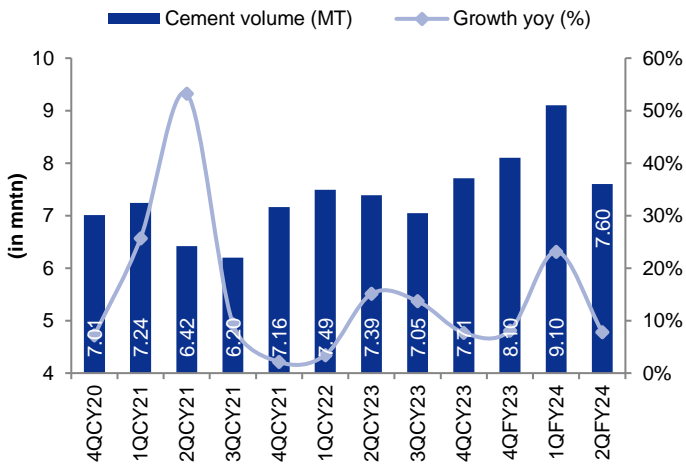
Figure 2: 2QFY24 results: Per tonne analysis

Per tonne analysis	2QFY24	2QFY24F	1QFY24	2QFY23	% Change		
					2QFY24F	1QFY24	2QFY23
Sales volume (Cement)	7.60	7.93	9.10	7.05	-4.1%	-16.5%	7.8%
Realization	5,223	5,182	5,197	5,214	0.8%	0.5%	0.2%
EBITDA/t	1,018	995	1,042	434	2%	-2%	134%
RM Costs/t	956	965	970	419	-1%	-1%	128%
P&F Costs/t	1,270	1,284	1,287	2,008	-1%	-1%	-37%
Freight Costs/t	1,122	1,141	1,150	1,192	-2%	-2%	-6%
Employee Costs/t	196	169	144	219	16%	36%	-10%
Other Expenses/t	662	627	604	943	6%	10%	-30%
Total Costs/t	4,206	4,187	4,155	4,780	0%	1%	-12%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

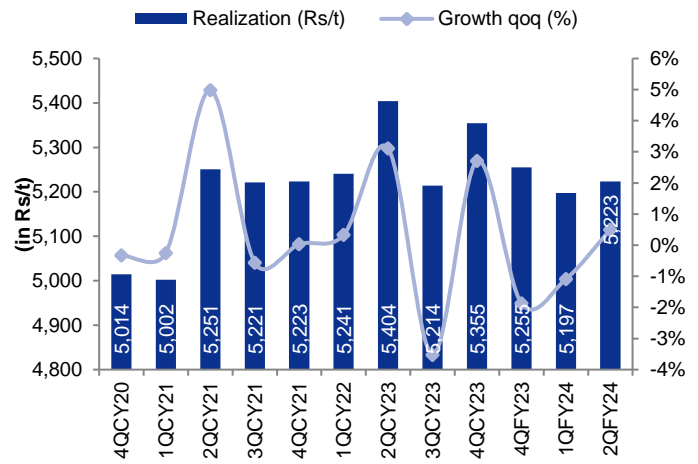
Key charts ➤

Figure 3: Cement sales volume, including clinker, up 7% yoy



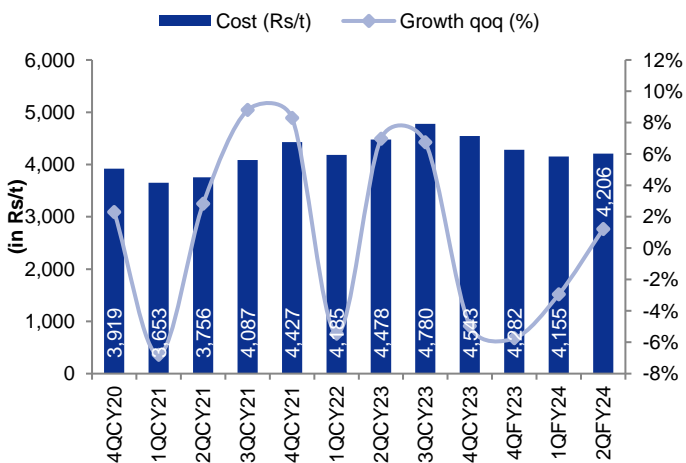
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Realization increased by 0.5% qoq during the quarter



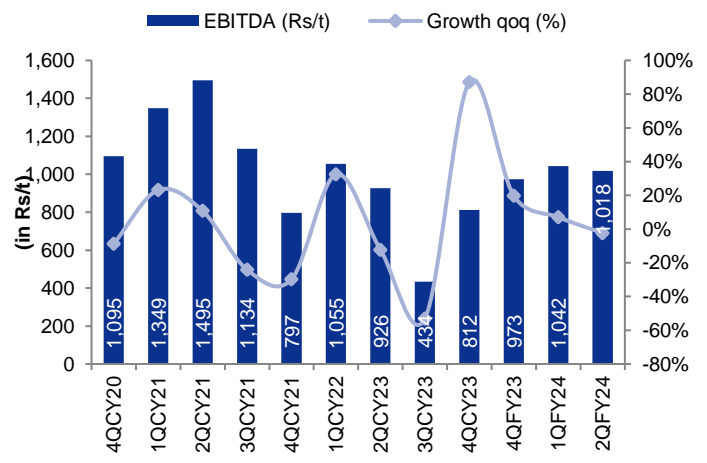
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Total operating cost/t increased by 1% qoq (while down 12% yoy)



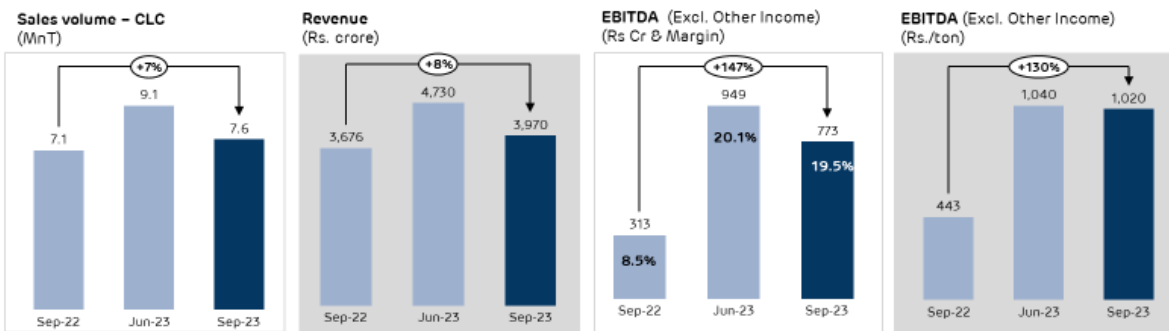
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 6: Unit EBITDA declined by Rs25/t qoq to Rs1,018/t during the quarter



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 7: ACEM (standalone) cement business - 2QFY24 operational performance overview



Sales volume growth of 7% mainly driven by

- Micro market management
- Expansion of dealer network - 520
- Improving efficiency parameters
- Push on expansion of new markets

8% higher revenue driven by

- Strong focus on enhancing brand visibility by renewed marketing campaign
- Premium product positioning in IHB segment helping in realizing higher premiums in price

Volume expansion coupled with various initiatives on Cost reduction and efficiency improvements are contributing to

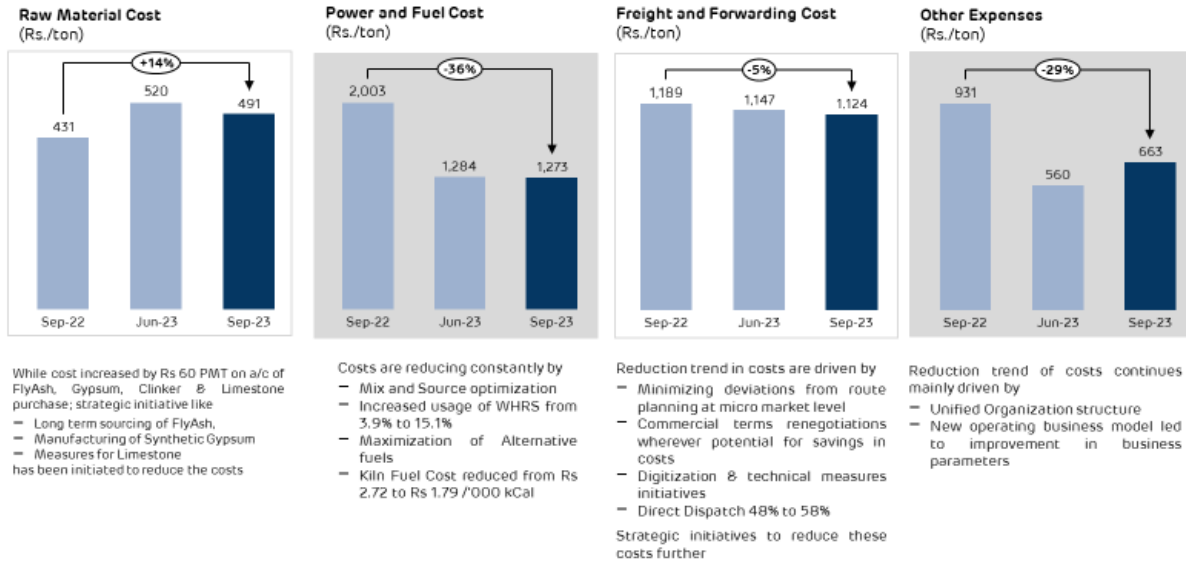
- EBITDA up by Rs 460 Cr
- Higher margin by 11.0 pp (from 8.5% to 19.5%)

EBITDA PMT up 130% YoY backed by

- Cost excellence journeys
- Efficiency improvement initiatives
- Long term supply arrangements
- Improved synergies within cement business

SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY24 INVESTOR PRESENTATION

Figure 8: ACEM (standalone) cement business - 2QFY24 cost performance



SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY24 INVESTOR PRESENTATION

Figure 9: Adani Cement (ACC+Ambuja Cements) – some priority projects (expansion) planned in FY25F and beyond

Debottlenecking and Efficiency Improvement

Project Description	Expected timelines for completion	Project Cost	Capex incurred till date
Waste Heat Recovery System (67 MW)	Maratha - Q4 FY24 Ambujanagar - Q1 FY25 Wadi - Q2 FY25 Chanda - Q1 FY25	1,068	404
Mechanisation (various Initiatives)	FY 25	1,055	127
Geo Clean (AFR)	FY 25	157	9
BCFC Rakes	FY 25	845	38
BCFC unloading & Rail Infrastructure (14 locations)	FY 25	711	44

Capacity Expansion Projects

	Clinker (MTPA)	Cement (MTPA)	Expected timelines for completion
Debottlenecking			
Bhatinda	-	1.3	Q3 FY25
Brownfield			
Bhatapara Line 3 (CU)	4.0	-	Q2 FY26
Maratha Line 2 (CU)	4.0	-	Q4 FY26
Sankrall (GU)	-	2.3	Q3 FY25
Mundra (GU)	-	4.6	Q2 FY26 (1st Line) Q3 FY26 (2nd Line)
Manwar (GU)	-	2.4	Q4 FY25
Sindri (GU)	-	1.6	Q2 FY25
Greenfield			
Salal Banwa (GU)	-	2.4	Q1 FY26
Farakka (GU)	-	4.6	Q3 FY25
Total Expansion Projects	8.0	19.2	

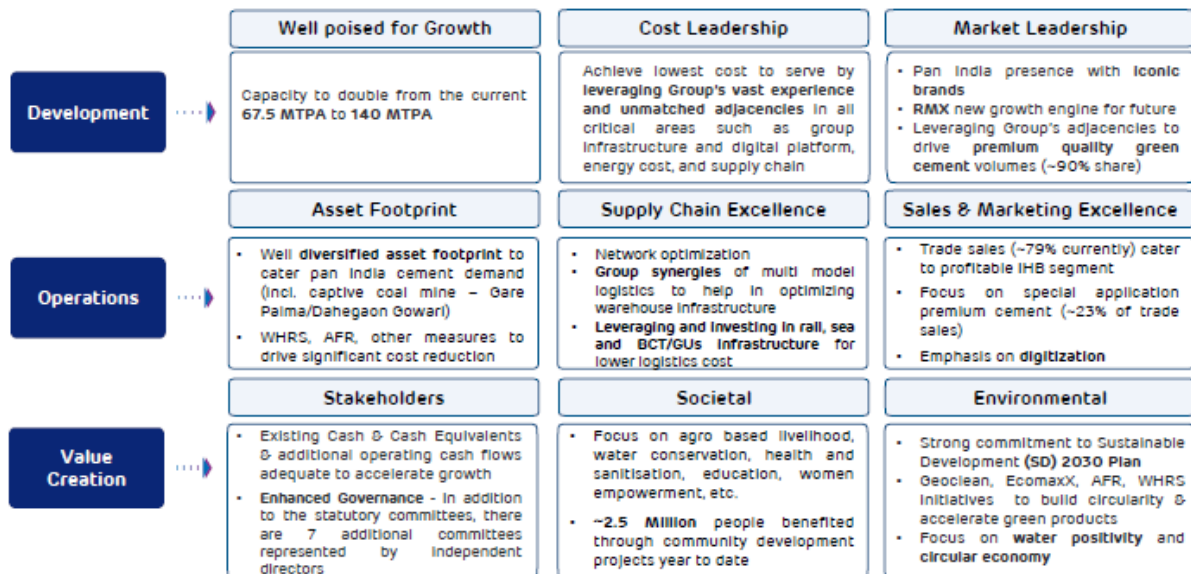
SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY24 INVESTOR PRESENTATION

Figure 10: Sustainability goal – ACEM-ACC’s strategy is led by Sustainable Development (SD) 2030 Plan; ACEM/ACC are confident of achieving the 2030F target much ahead of timeline

Material Topic	AMBUJA		ACC	
	2030 Targets	Status Q2 FY 24	2030 Targets	Status Q2 FY 24
 Climate & Energy (Net specific CO ₂ emissions - Kg/T)	453	520	400	475
 Circular Economy (Use of waste derived resources MnT/yr)	21	2.0	30	2.9
 Water & Nature (Fresh water consumption L / T of Cementitious material)	62	40	5x Water positive	3x Water positive
 People & Community (Number of beneficiaries - million)	3.5	2.5	3.5	1.16

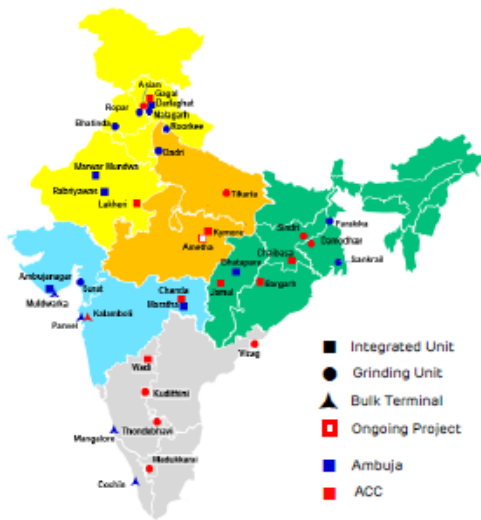
SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY24 INVESTOR PRESENTATION
NOTE: ACTUAL NUMBERS ARE FOR ACHIEVEMENT DURING 2QFY24, WHRS-WASTE HEAT RECOVERY SYSTEM; MW-MEGA WATT

Figure 11: Adani Group’s cement (ACC+ACEM) growth strategy



SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY24 INVESTOR PRESENTATION
*AFR: ALTERNATE FUELS AND RAW MATERIAL; BCT: BULK CEMENT TERMINAL; WHRS: WASTE HEAT RECOVERY SYSTEM; HOME BUILDER; GU: GRINDING UNIT

Figure 12: Adani Cement - presence in 30 states and 566+ districts (~74%)*



67.5' MTPA
Cement Capacity

1,03,000
Channel partners across India

17
Integrated Units

14'
Grinding Units

83+
Ready-Mix Concrete plants

10
Captive Ships

5
Bulk Cement Terminals

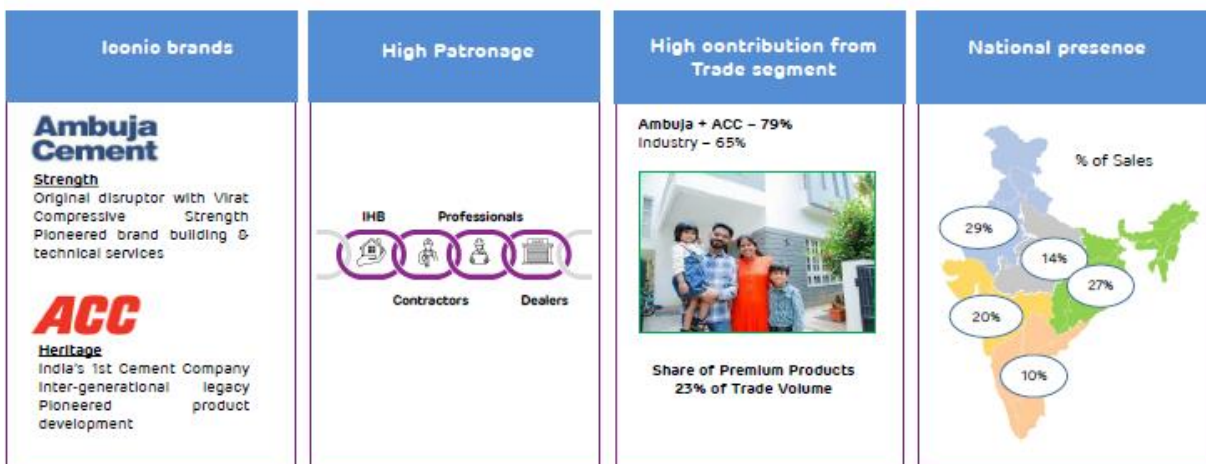
89%
Share of Blended Cement

7.0%
Thermal Substitution Rate

60.5%
Clinker Factor

SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY24 INVESTOR PRESENTATION
*AS OF SEP 2023, # 1 MTPA GU IN AMETHA EXPECTED TO BE COMMISSIONED IN 3QFY'24; IN ADDITION, EQUIPMENT ORDER PLACED FOR CAPACITY EXPANSION OF 14MTPA CEMENT, INCL. 8MTPA CLINKER (BHATAPARA & MARATHA), UNDER IMPLEMENTATION

Figure 13: Adani Cement – ACC and Ambuja Cements brands



SOURCE: INCRED RESEARCH, ACC-ACEM 2QFY24 INVESTOR PRESENTATION
NOTE: IHB STANDS FOR INDIVIDUAL HOME BUILDER

Figure 14: Synergies with Adani Group companies



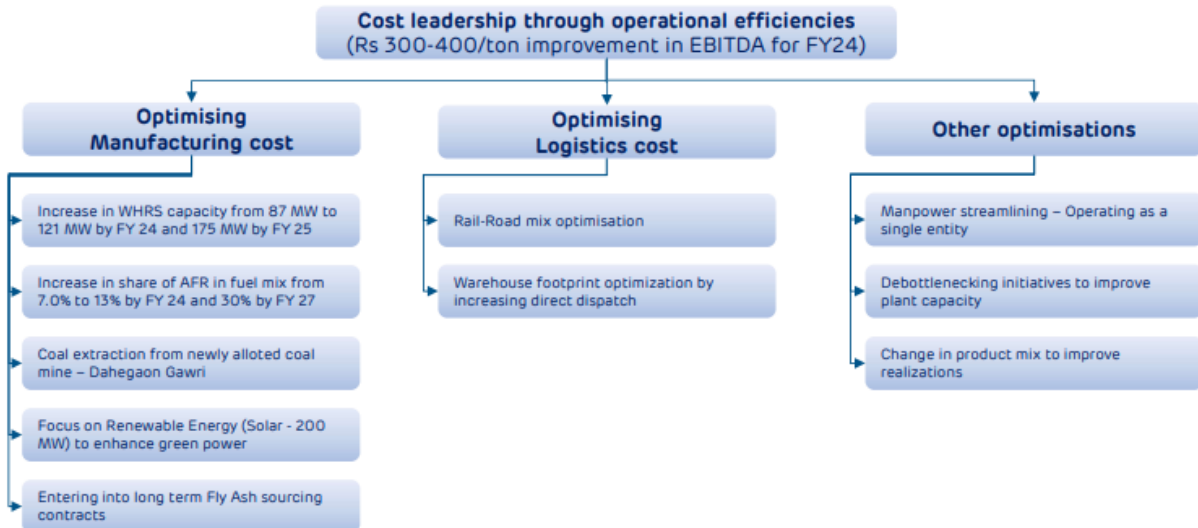
SOURCE: INCRED RESEARCH, ACC-ACEM 1QFY24 INVESTOR PRESENTATION
NOTE: APL STANDS FOR ADANI POWER LIMITED; APSEZ STANDS FOR ADANI PORTS & SEZ LIMITED; AEL STANDS FOR ADANI ENTERPRISES LIMITED; ANR STANDS FOR ADANI NATURAL RESOURCES

Figure 15: Adani Cement – sales and marketing strategy



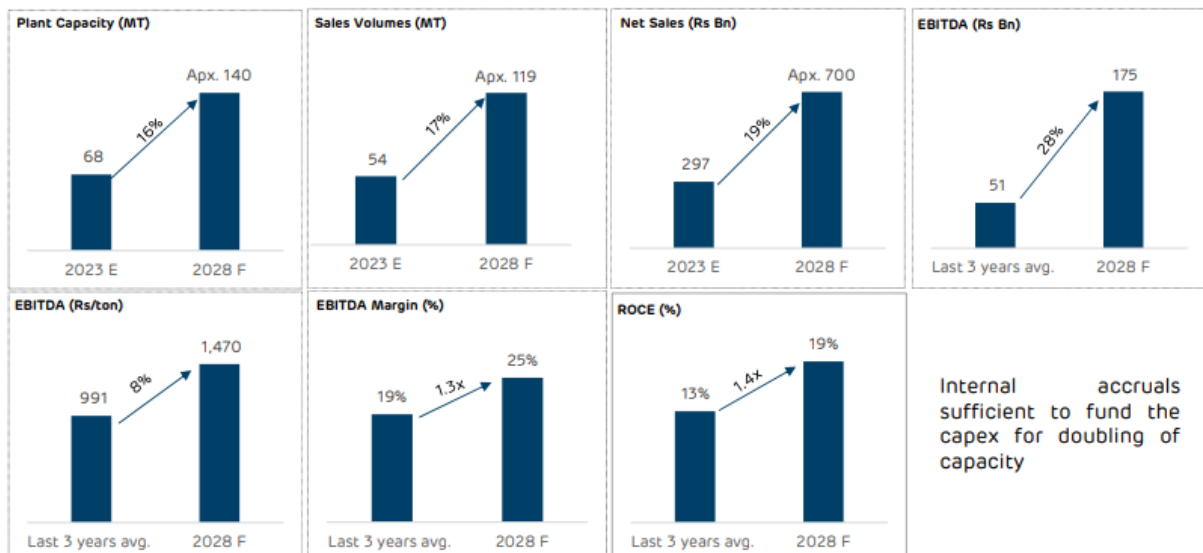
SOURCE: INCRED RESEARCH, ACC-ACEM 1QFY24 INVESTOR PRESENTATION

Figure 16: Adani Cement: ~Rs300-400/t EBITDA improvement initiatives for FY24F



SOURCE: INCRED RESEARCH, ACC-ACEM 1QFY24 INVESTOR PRESENTATION

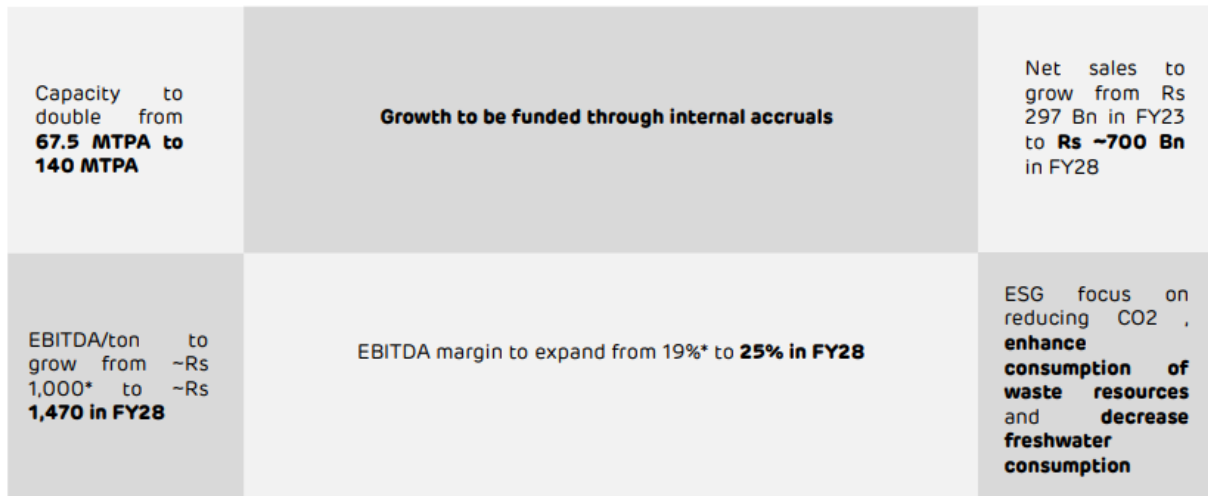
Figure 17: Adani Cement (ACC+Ambuja Cements) transformational roadmap (growth + earnings) till FY28F - A



SOURCE: INCRED RESEARCH, ACC-ACEM 4QFY23 INVESTOR PRESENTATION

NOTE: 2028 INDICATES FINANCIAL YEAR; LAST 3 YEARS' AVG. INDICATES CY 2020-22; % INDICATES CAGR

Figure 18: Adani Cement (ACC+Ambuja Cements) transformational roadmap (growth + earnings) till FY28F - B



SOURCE: INCRED RESEARCH, ACC-ACEM 4QFY23 INVESTOR PRESENTATION
NOTE: * INDICATES LAST 3 YEARS' AVG. (CY 2020-2022);

Figure 19: Ambuja Cements (consolidated) - cash and cash equivalents for the last five quarters

Particulars (Rs m)	ACEM (Consol.)	Remarks
Dec 2021 – Year-end	1,13,580	Under Holcim
June 2022 quarter	81,420	
As on closing of 15 Sep 2022	74,880	
Opening balance as on 16 Sep 2022 when the new promoter took over	74,880	Under Adani
Sep 2022 quarter	72,670	
Dec 2022 quarter	94,540	
March 2023 – Year-end	1,15,300	
June 2023 quarter	1,18,860	
Sep 2023 quarter	1,17,210	

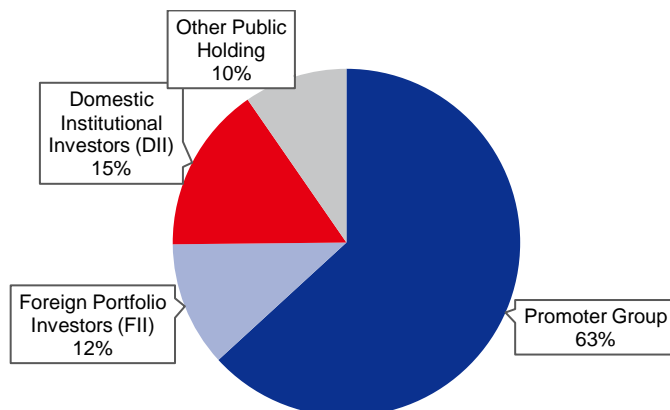
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 20: Synopsis of the change in cash and cash equivalents

Particulars (Rs m)	ACEM (Consol.)
Cash balance (as on 1st Apr 2023)	11,530
Add: Cash flows from operations before WC	27,820
Add: Interest cost (net of treasury income) and lease liability	-1,680
Less: Changes in working capital	-3,110
Less: Income-tax paid	-4,170
Less: Dividend paid (net of receipts)	-5,590
Less: Capex (incl. advance) net & inter-corporate deposits paid	-14,610
Closing balance as on 30th Sep 2023	1,13,970
Add: Cash balance provided as margin for certain legal cases	3,240
Adjusted balance	1,17,210

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 21: ACEM's shareholding pattern (as of end-Sep 2023)



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 22: Our revised earnings estimates

Rs. m	New		Change (%)		Old	
	FY24F	FY25F	FY24F	FY25F	FY24F	FY25F
Sales	1,79,828	1,98,757	0%	-1%	1,80,189	2,00,784
EBITDA	37,536	45,481	-3%	-4%	38,666	47,388
Recurring PAT	25,593	31,101	1%	-6%	25,265	33,014
EPS (Rs.)	12.9	12.6	1%	-6%	13	13

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 23: Changes in our estimates vs. Bloomberg consensus estimates

Rs. m	Incred		Consensus		Change (%)	
	FY24F	FY25F	FY24F	FY25F	FY24F	FY25F
Sales	1,79,828	1,98,757	1,70,790	1,88,535	5%	5%
EBITDA	37,536	45,481	37,372	44,703	0%	2%
PAT	25,593	31,101	26,145	31,689	-2%	-2%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS, BLOOMBERG

Figure 24: Key assumptions

	CY21A	FY23F (15M)*	FY24F	FY25F	FY26F
Volume (in mtpa)	27	38	34	37	41
yoy	19%	40%	-10%	9%	11%
Realization (per t)	5,105	5,287	5,298	5,372	5,426
yoy	4%	4%	0%	1%	1%
Cost (per t)	3,981	4,435	4,192	4,143	4,153
yoy	3%	11%	-5%	-1%	0%
EBITDA (per t)	1,187	852	1,106	1,229	1,272
yoy	2%	-28%	30%	11%	4%
EBITDA (Rs m)	32,075	32,204	37,536	45,481	52,257
yoy	21%	0%	17%	21%	15%

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

Figure 25: Maintain ADD rating on Ambuja Cements because of attractive valuation with a Sep 2024F target price of Rs490, set at one-year forward EV/EBITDA of 16x (unchanged)

Particulars	Unit	Valuation
Standalone FY25F EBITDA	Rs m	52,257
One-year forward multiple	x	16
End FY24F EV	Rs m	8,36,107
End FY24F net debt	Rs m	(2,02,013)
End FY24F equity value	Rs m	10,38,120
ACC's equity value at our target price	Rs m	4,40,066
ACEM's share in ACC	%	50
ACEM's share in ACC market cap	Rs m	2,20,077
End-FY24F equity value	Rs m	12,58,197
End-FY24F equity value	Rs/share	490
One-year forward target price	Rs/share	490

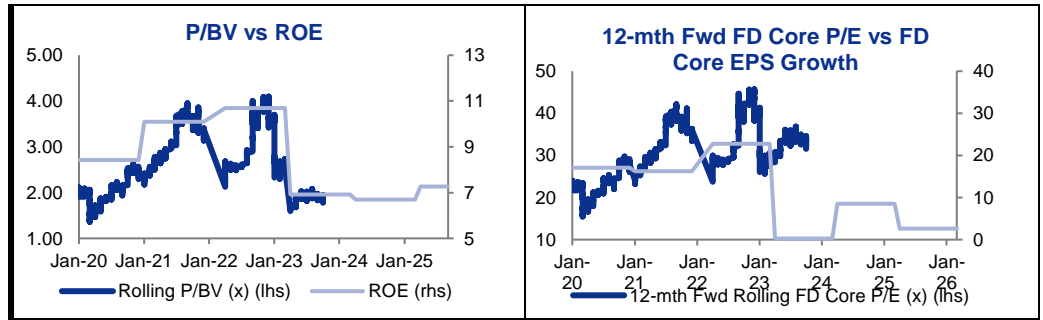
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 26: Maintain ADD rating on ACC because of attractive valuation with a Sep 2024F target price of Rs2,200, set at a one-year forward EV/EBITDA of 10.5x (unchanged)

Valuation	TP
Target EV/EBITDA (x)	10.5
Target EV (Rs m)	3,94,507
Net debt / (cash) (Rs m)	(45,559)
No. of shares (m)	188
Fair value per share (Rs)	2,200

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rs mn)	Dec-21A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Total Net Revenues	139,650	199,854	179,828	198,757	222,826
Gross Profit	139,650	199,854	179,828	198,757	222,826
Operating EBITDA	32,075	32,204	37,536	45,482	52,258
Depreciation And Amortisation	(5,512)	(8,324)	(9,323)	(10,162)	(11,382)
Operating EBIT	26,562	23,880	28,213	35,320	40,876
Financial Income/(Expense)	(909)	(1,280)	(1,715)	(1,749)	(1,784)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	2,856	9,523	7,809	8,121	8,283
Profit Before Tax (pre-EI)	28,509	32,123	34,307	41,692	47,376
Exceptional Items	(657)	(1,573)			
Pre-tax Profit	27,853	30,551	34,307	41,692	47,376
Taxation	(7,047)	(5,016)	(8,714)	(10,589)	(12,033)
Exceptional Income - post-tax					
Profit After Tax	20,805	25,535	25,593	31,102	35,342
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	20,805	25,535	25,593	31,102	35,342
Recurring Net Profit	21,296	26,849	25,593	31,102	35,342
Fully Diluted Recurring Net Profit	21,296	26,849	25,593	31,102	35,342

Cash Flow

(Rs mn)	Dec-21A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
EBITDA	32,075	32,204	37,536	45,482	52,258
Cash Flow from Invt. & Assoc.					
Change In Working Capital	2,951	50,455	47,306	3,004	3,219
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	2,856	9,523	7,809	8,121	8,283
Other Operating Cashflow	(5,263)	(65,791)	(40,791)	(2,791)	(3,791)
Net Interest (Paid)/Received	(909)	(1,280)	(1,715)	(1,749)	(1,784)
Tax Paid	(7,047)	(5,016)	(8,714)	(10,589)	(12,033)
Cashflow From Operations	24,663	20,096	41,431	41,477	46,152
Capex	(11,425)	(21,116)	(42,000)	(43,000)	(43,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	2,607	(72,156)			
Cash Flow From Investing	(8,818)	(93,272)	(42,000)	(43,000)	(43,000)
Debt Raised/(repaid)					
Proceeds From Issue Of Shares		50,000	150,000	954	(1)
Shares Repurchased					
Dividends Paid	(12,510)	(4,964)	(6,398)	(10,885)	(12,369)
Preferred Dividends					
Other Financing Cashflow	9,341	(8,921)	41,791	3,791	4,791
Cash Flow From Financing	(3,168)	36,115	185,392	(6,141)	(7,580)
Total Cash Generated	12,677	(37,060)	184,824	(7,664)	(4,428)
Free Cashflow To Equity	15,845	(73,176)	(569)	(1,523)	3,152
Free Cashflow To Firm	16,755	(71,896)	1,146	227	4,936

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS...cont'd

Balance Sheet					
(Rs mn)	Dec-21A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Total Cash And Equivalents	41,692	25,331	210,154	202,490	198,062
Total Debtors	2,947	5,649	5,419	5,445	6,105
Inventories	14,641	16,394	14,780	15,247	17,094
Total Other Current Assets	8,551	65,091	12,768	14,907	16,712
Total Current Assets	67,832	112,465	243,121	238,089	237,973
Fixed Assets	73,276	77,958	121,874	156,712	190,331
Total Investments	117,739	117,759	117,759	117,759	117,759
Intangible Assets	9,514	8,419	8,419	8,419	8,419
Total Other Non-Current Assets	13,495	42,441	31,201	29,201	27,201
Total Non-current Assets	214,023	246,576	279,253	312,091	343,709
Short-term Debt	34	135	135	135	135
Current Portion of Long-Term Debt					
Total Creditors	11,457	15,711	14,080	15,173	16,926
Other Current Liabilities	42,102	48,389	43,159	47,702	53,478
Total Current Liabilities	53,594	64,235	57,374	63,009	70,539
Total Long-term Debt	435	342	342	342	342
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	5,777	9,409	10,409	11,409	12,409
Total Non-current Liabilities	6,212	9,751	10,751	11,751	12,751
Total Provisions					
Total Liabilities	59,806	73,986	68,125	74,760	83,290
Shareholders Equity	222,049	285,055	454,250	475,420	498,392
Minority Interests					
Total Equity	222,049	285,055	454,250	475,420	498,392

Key Ratios					
	Dec-21A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Revenue Growth	22.8%	43.1%	(10.0%)	10.5%	12.1%
Operating EBITDA Growth	21.2%	0.4%	16.6%	21.2%	14.9%
Operating EBITDA Margin	23.0%	16.1%	20.9%	22.9%	23.5%
Net Cash Per Share (Rs)	20.76	12.52	105.60	82.02	80.22
BVPS (Rs)	111.83	143.56	228.77	193.02	202.35
Gross Interest Cover	29.21	18.66	16.45	20.19	22.91
Effective Tax Rate	25.3%	16.4%	25.4%	25.4%	25.4%
Net Dividend Payout Ratio	58.3%	18.3%	25.0%	35.0%	35.0%
Accounts Receivables Days	6.35	7.85	11.23	9.98	9.46
Inventory Days	28.89	28.34	31.64	27.57	26.49
Accounts Payables Days	34.38	29.57	38.21	34.83	34.34
ROIC (%)	38.6%	15.7%	20.6%	21.1%	20.9%
ROCE (%)	12.5%	9.4%	7.6%	7.6%	8.4%
Return On Average Assets	8.3%	8.9%	6.2%	6.1%	6.6%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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