

India

HOLD (no change)

Consensus ratings*: Buy 19 Hold 7 Sell 13

Current price:	Rs844
Target price:	Rs860 ▲
Previous target:	Rs765
Up/downside:	1.9%
InCred Research / Consensus:	14.8%
Reuters:	TRCE.BO
Bloomberg:	TRCL IN
Market cap:	US\$2,746m Rs199,407m
Average daily turnover:	US\$4.2m Rs304.3m
Current shares o/s:	235.6m
Free float:	42.3%

*Source: Bloomberg

Key changes in this note

- Net sales raised by 6-7% for FY24F-25F.
- EBITDA raised by 4-8% for FY24F-25F.
- Roll over target price valuation to FY25F.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	13.6	15.1	22.5
Relative (%)	9.8	11.4	7.8

Major shareholders	% held
Promoter & Promoter Group	42.3
Kotak Equity Hybrid	6.6
LIC of India	8.7

Analyst(s)



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Ramco Cements Ltd

Strong 4Q beat; rich valuation limits upside

- 4QFY23 EBITDA was at Rs4.12bn (our est. Rs3bn), up 40% yoy and 45% qoq, on a very strong volume growth of 45% yoy and efficient cost control measures.
- We increase FY24F-25F EBITDA estimates by 4-8% to factor in higher volume. Net debt fell qoq while the company maintained its capex guidance.
- Retain HOLD rating with a higher target price of Rs860 (Rs765 earlier).

Volume growth surprises positively; guidance of ~20% for FY24F

4QFY23 cement volume of The Ramco Cements (TRCL) grew by ~45% yoy and 29% qoq to 4.7mt (well above our/consensus estimates) on account of ramp-up of new capacity, better demand scenario in the domestic market and necessary infrastructure created to support such demand. Capacity utilization was at 85% in 4Q vs. 70% qoq and 66% yoy. TRCL expects medium-term cement demand to be resilient – government’s infrastructure focus, projection of a normal 2023 monsoon season and upcoming elections in India. TRCL sees FY24F volume growth of ~20%. Blended realization was down by ~1% qoq, in line with our estimate. Management highlighted that cement prices are volatile. In the near term, we feel TRCL will post better volume growth. We factor in FY24F/25F volume growth of 15%/7%, respectively.

Blended EBITDA/t up at ~Rs878; further rise likely by 2QFY24F

Total cost/t declined by 3% qoq, but rose by 5% yoy, to Rs4,589 on account of power and fuel or P&F cost/t falling by 15% qoq, fuel consumption cost at US\$178/t vs. US\$191/t qoq and operating leverage benefits. Blended fuel cost on per kcal basis fell to Rs2.21 vs. Rs2.43 qoq. Spot pet-coke prices softened to US\$125/t and so there will be a small fall in 1QFY24F, while from 2QFY24F the cost reduction will be much higher. Freight cost/t was down by 2% qoq while fixed cost/t fell by 20% qoq and 25% yoy due to improved operating leverage. Going ahead, we feel cost deflation will remain in line with coal/pet-coke prices.

Net debt declines qoq; maintains capex guidance for FY24F

TRCL incurred a capex of ~Rs3.85bn/Rs17.65bn in 4Q/FY23, respectively. TRCL maintained its planned capex of Rs8.5bn for FY24F, although this is subject to a revision if the company undertakes new clinker line capex in Kurnool (Line-2) or greenfield expansion at Karnataka plant. Net debt declined to Rs43.5bn as of end-Mar 2023, driven by working capital release and targets net debt/EBITDA of 2-2.5x (vs 3.6x as of end-Mar 2023). TRCL is planning to sell some non-core assets (land bank) worth Rs3-4bn, which is likely to be completed in the coming quarters. The company plans to increase its grinding capacity in Odisha by 0.9mtpa and expects its commissioning by 3QFY24F.

Retain HOLD rating with a higher TP of Rs860; further upside capped

TRCL trades at EV/EBITDA multiple of 14.5/12.9x for FY24F/25F, respectively. We retain HOLD rating on it. Our new target price of Rs860 (Rs765 earlier) is based on 13x FY25F EV/EBITDA (12.5x Dec 2024F earlier). TRCL trades at EV/t of US\$130 on FY25F, and we believe the current EV/t limits any further upside in the stock. **Downside risks:** Weak demand, pricing pressure, delay in commissioning of capacity and a rise in input cost. **Upside risks:** Better-than-expected demand recovery and pricing growth in South & East India markets, sharp deleveraging, and better-than-expected cost control.

Financial Summary	Mar-21A	Mar-22A	Mar-23A	Mar-24F	Mar-25F
Revenue (Rsm)	52,684	59,800	81,353	93,943	101,261
Operating EBITDA (Rsm)	15,480	12,838	11,820	16,687	18,788
Net Profit (Rsm)	7,611	8,927	3,435	6,201	7,523
Core EPS (Rs)	32.3	37.8	14.5	26.2	31.8
Core EPS Growth	26.6%	17.1%	(61.6%)	80.5%	21.3%
FD Core P/E (x)	26.12	22.31	58.05	32.16	26.51
DPS (Rs)	3.0	3.0	2.0	3.6	4.4
Dividend Yield	0.36%	0.36%	0.24%	0.43%	0.52%
EV/EBITDA (x)	14.76	18.43	20.53	14.48	12.90
P/FCFE (x)	105.01	137.94	514.35	73.38	37.13
Net Gearing	52.6%	57.5%	63.6%	57.8%	54.0%
P/BV (x)	3.53	3.06	2.94	2.73	2.51
ROE	14.4%	14.7%	5.2%	8.8%	9.9%
% Change In Core EPS Estimates				(0.48%)	(0.45%)
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Strong 4Q beat; rich valuation limits upside

4QFY23 results review

Key takeaways from 4QFY23 results, presentation and earnings call ►

Demand, supply and pricing outlook:

- Management highlighted that current demand for cement is strong in the individual housing builder (IHB) as well as the infrastructure segment. Cement demand in the medium term is also encouraging in view of promising factors like the government's focus on infrastructure spending, upcoming elections in India and the forecast of a normal monsoon season this year.
- The government has increased the allocation in the Union Budget 2023 for: (i) the PMAY scheme by 66% to Rs790bn, (ii) investment in infrastructure by 33% to Rs10 lakh crore, (iii) capital outlay for railways of Rs2.4 lakh crore, (iv) Rs100bn for Urban Infrastructure Development Fund, and (v) 100 transport infrastructure projects identified for end-to-end connectivity to ports, coal, steel and fertilizer sectors with an investment of Rs750bn.
- **In South India**, a) B2C and B2B cement demand, particularly for road projects, has picked up. b) weak prices prevailed in all markets, c) the share of premium products in 4Q and FY23 stood at ~28%, d) margins were under pressure, and e) TRCL's volume share in 4Q/FY23 stood at 76%/75%, respectively.
- **In East India**, a) the demand from the B2B (IHB segment) remained flat-demand from B2C (infrastructure/commercial segments) has grown while the overall demand improved in the eastern region, b) the share of premium products in 4Q and FY23 stood at ~16%, c) prices improved in East / North-East regions, and d) TRCL's volume share in 4Q/FY23 stood at 24%/25%, respectively. In the North-East region, TRCL is targeting non-trade volume.
- **In 4QFY23, volume rose by ~46% yoy and 29% qoq to 4.7mt.** Strong volume growth was led by capacity addition, buoyant demand scenario in the domestic market, necessary infrastructure created to support strong demand and the company's strategy of 'right cement for right applications'.
- Demand outlook remains strong for FY24F with IHB and infrastructure sectors driving growth. **For FY24F, the company has an internal target of 20% yoy volume growth.**
- **As regards production and sales volume in FY23**, clinker production stood at 11.87mt (~79% capacity utilization) and cement production at 14.86mt. During 4QFY23 and FY23, dry mortar volume stood at 0.07mt and 0.2mt, respectively.
- **4QFY23 capacity utilization stood at 85%** vs. 70% qoq and 66% yoy. FY23 capacity utilization stood at 73% vs. 57% yoy. Capacity utilization of the clinker plant at Kurnool in Andhra Pradesh stood at 83% in 4QFY23 vs. ~55% in 3QFY23.
- **On the pricing front**, management highlighted that TRCL targets profitable growth with consistent efforts to improve pricing in the domestic market, but pricing would be subject to demand-supply dynamics and hence, no outlook on the same.

Cost guidance:

- Total operating cost/t was down by ~3% qoq while up by 5% yoy to Rs4,589, where P&F cost/t declined by 15% qoq to Rs1,635 mainly on account of relatively low-cost fuel & increased usage of relatively low-priced fuel (blended fuel consumption stood at US\$178/t during the quarter vs. US\$191/t qoq and US\$162/t yoy). Logistics cost/t declined by ~2% qoq to Rs1,302. Fixed cost declined (down 20% qoq and 25% yoy to Rs761/t) on account of improved

- operating leverage. Other costs include contribution to political parties amounting to Rs205m in FY23 vs. nil in FY22.
- **Freight cost:** Average lead distance was 310km vs. 326km yoy and 299km qoq. The rail:road mix was at 12%:88% vs. 15%:85% yoy and 10%:90% qoq. In FY23, average lead distance declined by 8% yoy to 298km, down 8%. The rail:road mix was at 11%:89% vs. 13%:87% in FY22. Levy of busy season surcharge, which was reimposed by Indian Railways from Oct 2022 impacted EBITDA/t by ~Rs 50 for 4QFY23 and 2HFY23.
 - **Fuel consumption:** On a '000kcal basis, fuel cost declined to Rs2.21 in 4QFY23 vs. Rs2.43 qoq and Rs1.88 yoy. In FY23, it stood at Rs2.2 vs. Rs1.52 in FY22. TRCL stated that alternate fuel resource (AFR) cost was almost equal to the cost of coal currently. CIF spot pet-coke prices softened to US\$125/t currently vs. US\$178/t booked in 4QFY23. In 1QFY24F, there would be a small reduction in cost while from 2QFY24F, cost reduction to be much higher, as per management.
 - TRCL is using pet-coke in kilns currently (56% vs. 59% qoq and 52% yoy pet-coke, 31% vs. 32% qoq and 33% yoy imported coal, and 13% vs. 9% qoq and 15% yoy alternative fuel in 4QFY23).
 - Clinker/cement (C:C) production stood at 11.87mtpa/14.86mtpa in FY23, which implies a C:C ratio of 1.25x.
 - Green energy accounted for 23% of the power requirement in 4QFY23 vs. 20% in 3QFY23 and 16% in 4QFY22.
 - Operation of the waste heat recovery system or WHRS increased to 40MW in FY23 and another 4MW is expected in May 2023F. The company increased captive use of wind power capacity to 33MW in FY23 vs. 17MW in FY22, which helped increase the overall green power's share in total power consumption. TRCL targets to increase the green energy's share to 34% by FY24F vs. 23% in 4QFY23.
 - Out of 12MW WHRS in Kolimigundla, 8MW is operational and the remaining 4MW will be commissioned in the current month. TPP of 18MW and railway siding will be commissioned in 2023F-24F. Post expansion, the overall capacity of the company's WHRS will increase to 39.15MW.
 - Premium products accounted for ~25% in 4Q vs. 26% qoq in the sales volume. They may increase their share further to ~30-35% of overall revenue.

Capacity expansion plans:

- FY23-end, TRCL raised its clinker capacity to 14.9mt and cement capacity to ~22mt and have sufficient support of clinker capacity.
- **There is a modernization plan for Ramasamy Raja Nagar plant.** Line-III at this plant with a clinker capacity of 1.04mtpa and cement capacity of 1mtpa commissioned in Mar 2023. TRCL has retained the old line as well at the RR Nagar plant currently (given the strong demand trend). RR Nagar plant's capacity currently stands at 3mtpa while clinker capacity is at 2-2.2mtpa.
- As regards the expansion of capacity for its dry mix products at four locations, commercial production started at two locations in Tamil Nadu and the remaining units in Andhra Pradesh & Odisha will be commissioned during 2023F-24F.
- The company proposes to increase the grinding capacity at its Haridaspur plant in Odisha by 0.9mtpa at a cost of Rs1.3bn (update till 3Q - civil construction has started and other infrastructure is already in place, thereby doubling its capacity to 1.8mtpa). It expects the commissioning of expanded cement grinding capacity by 3QFY24F.
- For FY23, CWIP includes purchase of land for Karnataka plant expansion, limestone beneficiation plant at Kurnool, TPP at Kurnool plant and railway siding at this plant.
- TRCL will prioritize Line-2 expansion at its Kurnool plant in Andhra Pradesh with a clinker capacity of 2.25mtpa and grinding capacity of 2-3mtpa over Karnataka greenfield expansion. Land acquisition approval for the Karnataka

unit has been obtained. Management highlighted that capex required for the second clinker line at Kurnool plant stands at Rs8-9bn.

Capex:

- There is no change in the plan for FY24F and overall capex guidance has been maintained.
- TRCL has incurred a capex of Rs3.85bn in 4QFY23 and Rs17.65bn in FY23 towards Rs6bn for Kurnool plant in Andhra Pradesh and Rs5bn for RR Nagar plant in Tamil Nadu.
- TRCL maintained its capex guidance of Rs8.5bn for FY24F. However, it is subject to revision if the company decides to go for a new clinker line capex in Kurnool (Line-2) and Karnataka plants.
- The company has incurred front-loaded capex over the last five years as a result of which the next phase of expansion is likely to be efficient. Management targets to add brownfield capacity at less than ~US\$60/t (for the next 10mtpa expansion, capex to be less than ~Rs50bn - this was highlighted during the earnings call).
- Further, TRCL has acquired sufficient land in Tamil Nadu that should support future integrated capacity expansions, subject to opening up of limestone mine auctions.

Other updates:

- TRCL has started targeting non-trade customers who would drive volume growth. Market mix as well as product mix have not changed much for TRCL.
- Finance cost and depreciation increased due to commissioning of Jayanthipuram Line-3, integrated plant at Kolimigundla, Line-3 at RR Nagar & dry mortar plants. During FY23, the average interest cost increased to 6.35% vs 5.22% in FY22.
- **Wind power:** In FY23, power generation from the wind plant was down by ~4% yoy. Revenue was down by 19% yoy to Rs595m. EBITDA declined by ~27% yoy to Rs272m. During FY23, 19% of wind power capacity under 'sale to grid' was changed to 'captive use'. TRCL plans to use 100% of wind power for captive consumption in FY24F, which should translate into savings.
- Net debt stood at Rs43.5bn (~Rs4.8bn is short-term loan) as of end-Mar 2023 vs. Rs45.5bn as of end-Dec 2022 and Rs37.86bn as of end-Mar 2022. During FY23, the average interest cost increased to 6.34% vs. 5.22% in FY22.
- The decline in net debt was also supported by release of working capital apart from improved profitability. TRCL expects further Rs 1-2bn working capital to get released, whereas the sale of non-core assets (land bank) worth Rs3-4bn is likely to happen in the coming quarters. This will improve cash flow and enable gradual deleveraging of the balance sheet. TRCL is not entitled to tax incentives from any state.
- TRCL to deliberately prioritize between incremental market share and balance sheet leverage with a comfortable level of net debt/EBITDA ratio of ~2-2.5x (vs 3.65x as of end-Mar 2023).

Quarterly performance

Figure 1: Standalone quarterly performance

Particulars (Rs m)	4QFY23	4QFY23F	3QFY23	4QFY22	% Change		
					4QFY23F	3QFY23	4QFY22
Net Sales	25,697	21,785	20,088	17,091	18%	28%	50%
Raw Materials Consumed	4,183	2,406	1,885	2,080	74%	122%	101%
Freight and Forwarding Expenses	6,121	5,293	4,854	4,120	16%	26%	49%
Power and Fuel Cost	7,686	7,112	7,023	4,668	8%	9%	65%
Employee Cost	1,131	1,310	1,128	943	-14%	0%	20%
Other Expenses	2,448	2,633	2,352	2,330	-7%	4%	5%
Total Expenditure	21,568	18,755	17,241	14,140	15%	25%	53%
EBITDA	4,128	3,029	2,846	2,951	36%	45%	40%
Depreciation	1,406	1,352	1,359	1,075	4%	3%	31%
EBIT	2,722	1,677	1,488	1,876	62%	83%	45%
Interest	772	614	608	334	26%	27%	131%
Other Income	116	92	93	99	26%	25%	17%
PBT	2,067	1,156	972	1,641	79%	113%	26%
Tax	543	277	299	400	96%	82%	36%
Recurring PAT	1,524	878	674	1,241	74%	126%	23%
Extraordinary Items	0	0	0	0			
Reported PAT	1,524	878	674	1,241	74%	126%	23%
EPS (Rs)	6.5	3.7	2.9	5.3	74%	126%	23%
Gross Margin	30.0%	32.0%	31.5%	36.4%	-201 bp	-150 bp	-642 bp
EBITDA Margin	16.1%	13.9%	14.2%	17.3%	216 bp	190 bp	-120 bp
EBIT Margin	10.6%	7.7%	7.4%	11.0%	290 bp	319 bp	-38 bp
PBT Margin	8.0%	5.3%	4.8%	9.6%	274 bp	320 bp	-156 bp
PAT Margin	5.9%	4.0%	3.4%	7.3%	190 bp	258 bp	-133 bp
Tax Rate	26.3%	24.0%	30.7%	24.4%			
Cost items as % of Sales							
Raw Material Cost	70%	68%	69%	64%	202 bp	150 bp	642 bp
Employee Cost	4%	6%	6%	6%	-161 bp	-122 bp	-111 bp
Other Expenses	10%	12%	12%	14%	-256 bp	-218 bp	-410 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

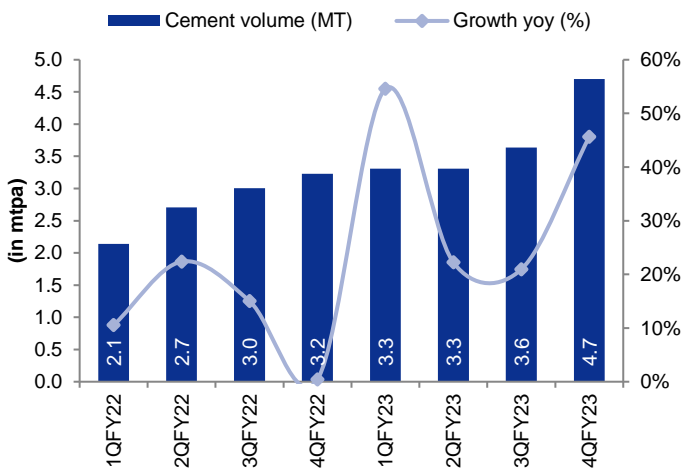
Figure 2: 4QFY23 results on per tonne analysis

Per tonne analysis	4QFY23	4QFY23F	3QFY23	4QFY22	% Change		
					4QFY23F	3QFY23	4QFY22
Sales volume (Cement + Clinker)	4.70	3.95	3.64	3.23	19%	29%	45.6%
Realization	5,467	5,513	5,523	5,296	-1%	-1.0%	3%
EBITDA/t	878	767	783	915	15%	12%	-4%
Raw Material Cost/t	890	609	518	645	46%	72%	38%
Power & Fuel Cost/t	1,635	1,800	1,931	1,446	-9%	-15%	13%
Freight cost/t	1,302	1,340	1,335	1,277	-3%	-2%	2%
Employee Cost/t	241	332	310	292	-27%	-22%	-18%
Other Expenses/t	521	666	647	722	-22%	-19%	-28%
Total Cost/t	4,589	4,747	4,741	4,382	-3%	-3%	5%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

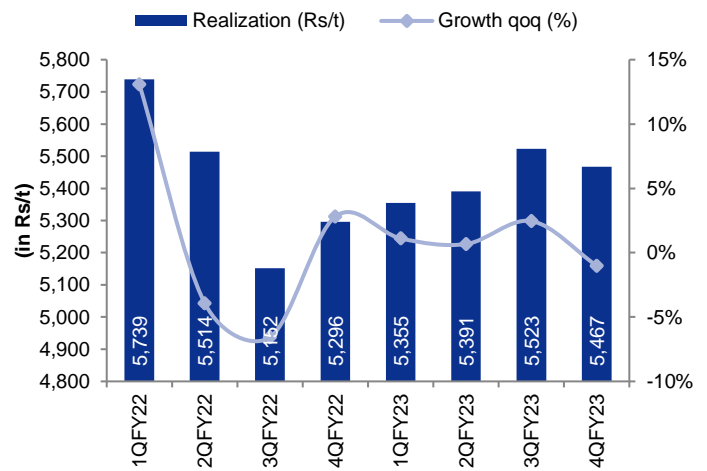
Key charts ➤

Figure 3: Cement sales volume up by ~46% yoy and 29% qoq at 4.7mt



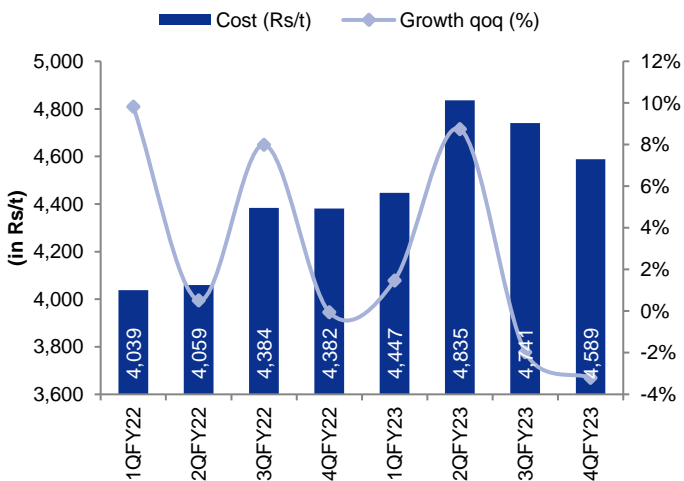
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Blended realization down by ~1% qoq while up by ~3% yoy



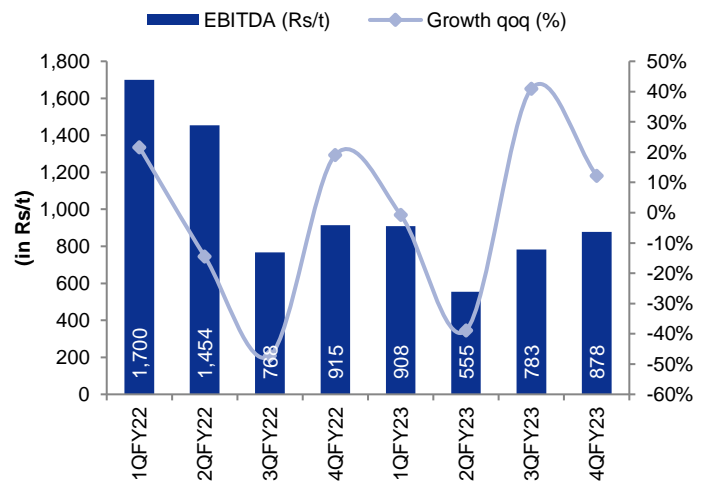
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Cost/t declined by ~3% qoq while it is still up by ~5% yoy mainly due to higher RM + P&F cost



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 6: Unit EBITDA improved by 12% qoq to Rs878/t while, adjusted for one-off other expenses, it remained flat yoy



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 7: Our revised earnings estimates

Rs. m	New		Old		Change (%)	
	FY24F	FY25F	FY24F	FY25F	FY24F	FY25F
Sales	93,943	1,01,261	87,652	94,692	7%	6%
EBITDA	16,687	18,787	15,372	18,033	8%	4%
Recurring PAT	6,201	7,523	5,857	7,180	6%	5%
EPS (Rs.)	26.2	31.8	25	31	6%	3%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 8: Changes in our estimates vs. Bloomberg consensus estimates

Rs. m	Incred		Consensus		Change (%)	
	FY24F	FY25F	FY24F	FY25F	FY24F	FY25F
Sales	93,943	1,01,261	87,021	94,449	8%	7%
EBITDA	16,687	18,787	15,771	18,140	6%	4%
PAT	6,201	7,523	6,085	7,724	2%	-3%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS, BLOOMBERG

Figure 9: Key assumptions

	FY21	FY22	FY23F	FY24F	FY25F
Volume (mtpa)	10	11	15	17	18
yoy	-11%	11%	34%	15%	7%
Realisation (per tonne)	5,281	5,413	5,488	5,460	5,482
yoy	10%	3%	1%	-1%	0%
Cost (per tonne)	3,729	4,251	4,690	4,531	4,504
yoy	-1%	14%	10%	-3%	-1%
EBITDA (per tonne)	1,552	1,162	797	979	1,026
yoy	53%	-25%	-31%	23%	5%
EBITDA (Rs m)	15,480	12,837	11,818	16,687	18,787
yoy	36%	-17%	-8%	41%	13%

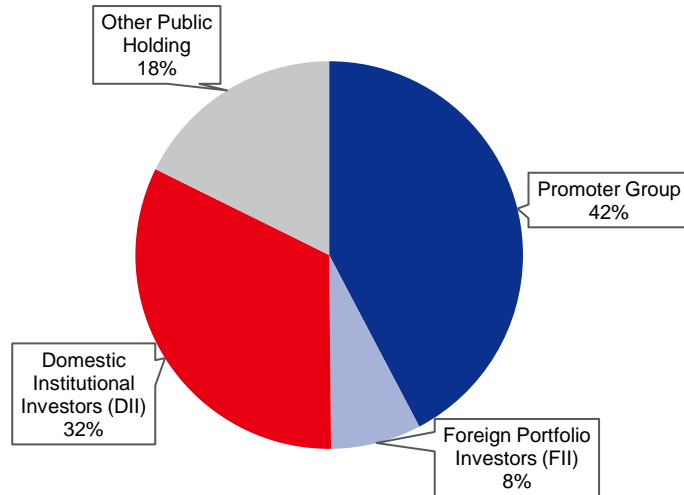
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 10: Our target price of Rs860 is based on 13x (earlier 12.5x) FY25F EV/EBITDA

Valuation	TP
Target EV/EBITDA (x)	13.0
Target EV (Rs m)	2,44,237
Net debt / (cash) (Rs m)	42,243
No. of shares (m)	236
Fair value per share (Rs)	860

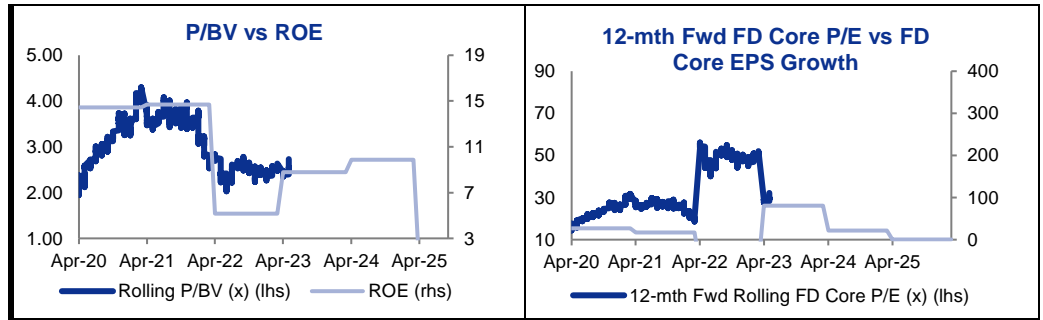
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 11: TRCL's shareholding pattern (as of end-Mar 2023)



SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rs mn)	Mar-21A	Mar-22A	Mar-23A	Mar-24F	Mar-25F
Total Net Revenues	52,684	59,800	81,353	93,943	101,261
Gross Profit	52,684	59,800	81,353	93,943	101,261
Operating EBITDA	15,480	12,838	11,820	16,687	18,788
Depreciation And Amortisation	(3,553)	(4,008)	(5,044)	(5,650)	(6,102)
Operating EBIT	11,927	8,830	6,775	11,038	12,686
Financial Income/(Expense)	(876)	(1,124)	(2,405)	(3,007)	(2,886)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	346	306	367	349	366
Profit Before Tax (pre-EI)	11,397	8,012	4,737	8,380	10,166
Exceptional Items					
Pre-tax Profit	11,397	8,012	4,737	8,380	10,166
Taxation	(3,786)	915	(1,302)	(2,179)	(2,643)
Exceptional Income - post-tax					
Profit After Tax	7,611	8,927	3,435	6,201	7,523
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	7,611	8,927	3,435	6,201	7,523
Recurring Net Profit	7,611	8,927	3,435	6,201	7,523
Fully Diluted Recurring Net Profit	7,611	8,927	3,435	6,201	7,523

Cash Flow

(Rs mn)	Mar-21A	Mar-22A	Mar-23A	Mar-24F	Mar-25F
EBITDA	15,480	12,838	11,820	16,687	18,788
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(5,032)	(84)	3,224	(2,173)	(793)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	346	306	367	349	366
Other Operating Cashflow	12,716	(1,561)	939	2,439	3,939
Net Interest (Paid)/Received	(876)	(1,124)	(2,405)	(3,007)	(2,886)
Tax Paid	(3,786)	915	(1,302)	(2,179)	(2,643)
Cashflow From Operations	18,848	11,291	12,643	12,117	16,771
Capex	(17,652)	(18,095)	(28,308)	(9,200)	(11,700)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(55)	(8)	10,478	1,300	(700)
Cash Flow From Investing	(17,707)	(18,103)	(17,830)	(7,900)	(12,400)
Debt Raised/(repaid)	753	8,256	5,575	(1,500)	1,000
Proceeds From Issue Of Shares	16	23	(747)	(1,033)	(1,253)
Shares Repurchased					
Dividends Paid	(708)	(709)	(473)	(1,033)	(1,253)
Preferred Dividends					
Other Financing Cashflow	(696)	(416)	759	(1,207)	(2,486)
Cash Flow From Financing	(636)	7,154	5,114	(4,772)	(3,992)
Total Cash Generated	504	342	(73)	(555)	379
Free Cashflow To Equity	1,893	1,444	388	2,717	5,371
Free Cashflow To Firm	2,017	(5,689)	(2,782)	7,224	7,257

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS...cont'd

Balance Sheet

(Rs mn)	Mar-21A	Mar-22A	Mar-23A	Mar-24F	Mar-25F
Total Cash And Equivalents	1,419	1,760	1,686	1,131	1,510
Total Debtors	3,752	3,498	4,650	4,890	5,271
Inventories	5,979	8,333	8,823	9,523	10,265
Total Other Current Assets	3,362	3,454	3,715	4,603	5,367
Total Current Assets	14,512	17,046	18,874	20,147	22,412
Fixed Assets	67,206	75,309	99,557	102,907	108,306
Total Investments	4,369	4,220	4,209	4,409	4,609
Intangible Assets	23,552	30,340	19,873	18,373	18,873
Total Other Non-Current Assets	3,819	3,641	2,656	2,856	3,056
Total Non-current Assets	98,946	113,510	126,295	128,545	134,844
Short-term Debt	9,391	10,727	8,653	8,153	8,353
Current Portion of Long-Term Debt					
Total Creditors	3,634	4,892	6,373	5,870	6,226
Other Current Liabilities	11,147	12,165	15,812	15,970	16,708
Total Current Liabilities	24,172	27,784	30,837	29,992	31,286
Total Long-term Debt	21,626	28,573	36,222	35,222	36,022
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	11,391	8,949	10,175	10,375	10,575
Total Non-current Liabilities	33,017	37,522	46,397	45,597	46,597
Total Provisions					
Total Liabilities	57,190	65,307	77,234	75,589	77,883
Shareholders Equity	56,268	65,249	67,935	73,103	79,373
Minority Interests					
Total Equity	56,268	65,249	67,935	73,103	79,373

Key Ratios

	Mar-21A	Mar-22A	Mar-23A	Mar-24F	Mar-25F
Revenue Growth	(1.9%)	13.5%	36.0%	15.5%	7.8%
Operating EBITDA Growth	36.2%	(17.1%)	(7.9%)	41.2%	12.6%
Operating EBITDA Margin	29.4%	21.5%	14.5%	17.8%	18.6%
Net Cash Per Share (Rs)	(125.63)	(158.86)	(182.77)	(178.77)	(181.40)
BVPS (Rs)	238.83	276.13	287.50	309.37	335.90
Gross Interest Cover	13.61	7.86	2.82	3.67	4.40
Effective Tax Rate	33.2%		27.5%	26.0%	26.0%
Net Dividend Payout Ratio	9.3%	7.9%	13.8%	13.8%	13.8%
Accounts Receivables Days	31.25	22.12	18.28	18.53	18.31
Inventory Days	43.06	43.68	38.49	35.64	35.66
Accounts Payables Days	34.58	33.14	29.57	28.92	26.76
ROIC (%)	12.8%	8.2%	5.8%	9.1%	9.9%
ROCE (%)	14.3%	9.2%	6.2%	9.6%	10.6%
Return On Average Assets	7.9%	8.2%	4.2%	6.3%	6.8%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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