

India

**Overweight** (no change)

**Highlighted Companies**

**UltraTech Cement Ltd**

ADD, TP Rs9500, Rs10016 close

We see UltraTech Cement as a key beneficiary of the healthy capex allocation for FY24F, aided by timely significant addition of new capacity, potential recovery in profitability and the company's strong presence in all markets across India. We also view the company's financial leverage as manageable.

**Dalmia Bharat Ltd**

ADD, TP Rs2570, Rs2391 close

Dalmia Bharat's operations are diversified across regions with a major presence in eastern and southern regions, while its execution capability reflects cost leadership. We expect sustained volume growth outperformance vs. industry in the medium- to long-term driven by the company's aggressive expansion plan.

**Birla Corporation Ltd**

ADD, TP Rs1500, Rs1434 close

Aided by healthy demand and the capacity ramp-up of its Mukutban unit, the company targets ~15% volume growth in FY24F with EBITDA/t of Rs850 on easing fuel costs and cost-optimisation measures.

**Summary Valuation Metrics**

P/E (x)	Mar24-F	Mar25-F	Mar26-F
UltraTech Cement Ltd	37.96	32.28	27.88
Dalmia Bharat Ltd	49.83	41.84	30.28
Birla Corporation Ltd	28.51	19.79	14.58

P/BV (x)	Mar24-F	Mar25-F	Mar26-F
UltraTech Cement Ltd	4.79	4.29	3.83
Dalmia Bharat Ltd	2.72	2.57	2.38
Birla Corporation Ltd	1.76	1.64	1.51

Dividend Yield	Mar24-F	Mar25-F	Mar26-F
UltraTech Cement Ltd	0.47%	0.56%	0%
Dalmia Bharat Ltd	0.2%	0.19%	0.23%
Birla Corporation Ltd	0.72%	1.04%	1.41%

# Cement

## 3Q – Lower volume but pricing to lift EBITDA

- 3Q volume growth for our coverage universe to be in mid-single digit vs. ~13% in 1H due to state polls, festive season and unseasonal rains in South India.
- Avg. EBITDA/t is likely to rise by Rs270/t yoy (on the low base of last year) and by Rs120/t qoq, led by higher pricing and partial benefit of the fall in input costs.
- We continue to remain selective in the cement space and prefer large-caps like UTCEM and ACEM, mid-cap like DALBHARA and small-cap like BCORP.

### Volume growth of 6.6% yoy likely as demand fails to rise in 3QFY24

We expect the aggregate sales volume of our coverage universe to grow by ~6.6% yoy (up by ~3% qoq) as the demand in Oct 2023 turned out to be very strong while multiple factors like assembly elections in key states, festive season (Diwali) holidays and unseasonal rains in South India hit demand in the rest of the quarter. The eastern region continued to witness weak demand. We believe the government-led construction work may slow down for the next few months (as seen in 1HFY20) as general elections in India are due in Apr-May 2024. In our coverage universe, volume growth is expected to be the highest for JKCE, TRCL and BCORP, largely driven by ramp-up in their respective capacity. In 3Q, UTCEM already reported a volume of 27.32mt, up by ~6% yoy. We maintain our expectation that FY24F is likely to be the third consecutive year of strong demand with low double-digit growth.

### Blended realization may improve by 1.6% qoq; pricing outlook stable

After strong pricing in Oct 2023, a falling pricing trend (mom) was witnessed in most markets in Nov-Dec 2023 due to weak demand because of the festive season, assembly elections in select key states, pollution curbs in Delhi/NCR, and unseasonal rains in South India. However, 3Q average cement price is still ~2-2.5% up qoq (by Rs10-12/bag). There is a possibility that cement prices may rise at the end of Jan 2024F by Rs10-20/bag, as per our channel check. However, historical data raises concerns over the industry's ability to sustain sharp price hikes over an extended period. With the general elections phase starting from the next quarter, we don't expect many price hikes across the regions.

### Input cost moderation likely to continue in coming quarters

We expect power & fuel or P&F costs for the sector in 3QFY24F to moderate on account of lower coal/pet-coke inventory costs. The decline in P&F costs and benefits of operating leverage are likely to be offset by slightly higher freight costs, as the levy of busy season surcharge by Indian Railways resumed. Recently, pet-coke prices saw a downtick of US\$15-20/t, touching US\$115/t, thus providing a scope for costs to ease in the coming quarters.

### Average unit EBITDA may improve by Rs270 yoy and by Rs120 qoq

We expect cement companies to post strong yoy (due to normalization of the high-cost base last year) and qoq growth on both absolute EBITDA and EBITDA/t in 3QFY24F on the back of improved realization and lower input costs. We expect cement EBITDA/t to be up by Rs120/t qoq to Rs1,030/t for our coverage universe, although the quantum of margin expansion is divergent across companies because of different regional exposures.

**Research Analyst(s)**



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**Figure 1: 3QFY24F earnings estimates for our coverage universe**

Company	Revenue (Rs m)	% chg (yoy)	% chg (qoq)	EBITDA (Rs m)	% chg (yoy)	% chg (qoq)	PAT (Rs m)	% chg (yoy)	% chg (qoq)
UTCEM - Consol.	1,65,770	7%	4%	29,664	27%	16%	15,556	47%	21%
SRCM	52,519	22%	9%	10,998	51%	24%	5,899	109%	32%
ACC - Consol.	46,163	2%	4%	6,184	63%	13%	3,573	216%	-8%
ACEM - Standalone	40,992	-1%	3%	8,565	37%	11%	5,699	54%	-11%
TRCL	20,868	4%	-10%	3,973	40%	0%	948	41%	-6%
JKCE	28,944	19%	5%	5,382	118%	15%	2,172	457%	22%
BCORP	22,691	13%	-1%	3,281	127%	14%	833	267%	43%
HEIM	5,814	8%	3%	855	131%	23%	442	693%	24%
DALBHARA	34,009	1%	8%	6,954	8%	18%	1,785	-11%	50%
JKLC - Standalone	16,384	10%	13%	2,247	41%	26%	1,127	53%	36%
ORCMNT	7,861	7%	9%	1,157	28%	34%	486	76%	97%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

## 3Q – Lower volume but pricing to lift EBITDA

### India cement sector - 3QFY24F results preview

#### Key assumptions for our coverage companies ►

We expect cement volume growth to soften to 6.6% yoy in 3QFY24F, after a strong 12-13% yoy growth in 1HFY24.

Considering the general elections in India in Apr-May 2024, we expect cement demand to remain moderate for the rest of FY24F.

**Figure 2: We expect aggregate sales volume for our coverage universe to grow by ~6.6% yoy (up by ~3% qoq) as Oct 2023 demand turned out to be very strong while multiple factors like assembly elections in key states, festive season (Diwali) holidays and unseasonal rains in South India hit demand; the eastern region continued to witness weak demand**

Volume	3QFY24F	2QFY24	3QFY23	yoy (%)	qoq (%)
UTCCEM - Consol.	27.3	26.7	25.9	6%	2%
SRCM	8.8	8.2	8.0	9%	7%
ACC - Consol.	8.3	8.1	7.7	8%	2%
ACEM	7.7	7.6	7.7	0%	2%
TRCL	4.0	4.6	3.6	11%	-13%
JKCE	4.7	4.5	4.0	17%	5%
BCORP	4.1	4.2	3.7	10%	-2%
HEIM	1.2	1.2	1.1	7%	1%
DALBHARA – Consol.	6.5	6.2	6.3	4%	6%
JKLC - Standalone	2.8	2.5	2.6	8%	11%
ORCMNT	1.5	1.4	1.4	6%	7%
<b>Coverage Total</b>	<b>77.1</b>	<b>75.2</b>	<b>72.0</b>	<b>6.6%</b>	<b>2.5%</b>

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 3: We expect average blended realization to increase by ~1.6% qoq and remain flat at 0.4% yoy for our coverage universe**

Realization/t	3QFY24F	2QFY24	3QFY23	yoy (%)	qoq (%)
UTCCEM - Consol.	5,984	5,895	5,916	1.1%	1.5%
SRCM	5,977	5,854	5,352	11.7%	2.1%
ACC - Consol.	5,197	5,125	5,497	-5.5%	1.4%
ACEM	5,297	5,223	5,355	-1.1%	1.4%
TRCL	5,174	5,053	5,523	-6.3%	2.4%
JKCE	6,099	6,068	6,023	1.3%	0.5%
BCORP	5,287	5,211	5,177	2.1%	1.5%
HEIM	4,949	4,871	4,933	0.3%	1.6%
DALBHARA – Consol.	5,205	5,113	5,317	-2.1%	1.8%
JKLC - Standalone	5,812	5,737	5,716	1.7%	1.3%
ORCMNT	5,168	5,057	5,121	0.9%	2.2%
<b>Coverage average</b>	<b>5,468</b>	<b>5,383</b>	<b>5,448</b>	<b>0.4%</b>	<b>1.6%</b>

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 4: We expect average cost/t to decline by ~1% qoq and 5% yoy for our coverage universe led by lower P&F cost and marginal benefits of operating leverage**

Cost/t	3QFY24F	2QFY24	3QFY23	yoy (%)	qoq (%)
UTCCEM - Consol.	4,982	5,044	5,099	-2%	-1%
SRCM	4,725	4,773	4,818	-2%	-1%
ACC - Consol.	4,713	4,797	5,400	-13%	-2%
ACEM	4,190	4,206	4,543	-8%	0%
TRCL	4,189	4,188	4,407	-5%	0%
JKCE	4,965	5,039	5,412	-8%	-1%
BCORP	4,727	4,777	4,948	-4%	-1%
HEIM	4,221	4,273	4,594	-8%	-1%
DALBHARA – Consol.	4,141	4,157	4,363	-5%	0%
JKLC - Standalone	5,015	5,032	4,788	5%	0%
ORCMNT	4,407	4,449	4,446	-1%	-1%
<b>Coverage average</b>	<b>4,570</b>	<b>4,612</b>	<b>4,802</b>	<b>-5%</b>	<b>-1%</b>

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Based on our channel check, pan-India cement prices have increased by ~2% qoq (Rs10/bag) in 3QFY24, which is better than the normal seasonality. However, the prices are expected to remain flattish from here on with general elections round the corner. In the near term, we see limited risk to realization.

**Pet-coke & coal-** There has been some relief in imported fuel prices from their recent highs, and we believe the industry will continue to benefit in the upcoming quarter also.

Spot pet-coke prices are at ~US\$116/t (a decline by US\$20/t in the past couple of months), down by 10% vs. 3QFY24 average.

We expect cement companies to post a strong yoy growth in terms of both absolute EBITDA and EBITDA/t in 3QFY24F on the back of improved realization and lower input costs.

**Figure 5: We expect average EBITDA/t to improve by Rs116/t qoq (up by Rs269/t yoy) for our coverage universe in 3QFY24F**

EBITDA/t	3QFY24F	2QFY24	3QFY23	yoy (%)	qoq (%)
UTCEM - Consol.	1,086	956	903	20%	14%
SRCM	1,252	1,081	905	38%	16%
ACC - Consol.	747	678	492	52%	10%
ACEM	1,107	1,018	812	36%	9%
TRCL	985	865	783	26%	14%
JKCE	1,134	1,029	612	85%	10%
BCORP	799	691	388	106%	16%
HEIM	728	598	339	115%	22%
DALBHARA – Consol.	1,064	956	1,021	4%	11%
JKLC - Standalone	797	705	613	30%	13%
ORCMNT	761	607	632	20%	25%
<b>Coverage average</b>	<b>951</b>	<b>835</b>	<b>682</b>	<b>39%</b>	<b>14%</b>

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

### 3QFY24F estimates for our coverage companies

**Figure 6: UltraTech Cement (consolidated)**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	1,65,770	1,60,121	3.5%	1,55,209	6.8%
EBITDA (Rs m)	29,664	25,509	16.3%	23,359	27.0%
EBIT (Rs m)	21,568	17,531	23.0%	16,126	33.7%
PAT (Rs m)	15,556	12,815	21.4%	10,582	47.0%
EPS (Rs)	53.9	44.4	21.4%	36.7	47.0%
EBITDA Margin (%)	17.9%	15.9%	196 bp	15.0%	284 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 7: Shree Cement**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	52,519	48,002	9.4%	42,993	22.2%
EBITDA (Rs m)	10,998	8,860	24.1%	7,267	51.3%
EBIT (Rs m)	6,645	4,743	40.1%	2,841	133.9%
PAT (Rs m)	5,899	4,466	32.1%	2,818	109.3%
EPS (Rs)	163.6	123.8	32.2%	78.2	109.3%
EBITDA Margin (%)	21%	18%	248 bp	17%	404 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 8: ACC (consolidated)**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	46,163	44,347	4.1%	45,370	1.7%
EBITDA (Rs m)	6,184	5,493	12.6%	3,791	63.1%
EBIT (Rs m)	4,033	3,365	19.9%	2,066	-95.2%
PAT (Rs m)	3,573	3,879	-7.9%	1,132	-215.7%
EPS (Rs)	19.0	20.6	-7.9%	6.0	-215.7%
EBITDA Margin (%)	13%	12%	101 bp	8%	504 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 9: Ambuja Cements (standalone)**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	40,992	39,698	3.3%	41,285	-0.7%
EBITDA (Rs m)	8,565	7,734	10.7%	6,261	36.8%
EBIT (Rs m)	6,234	5,449	14.4%	4,613	35.1%
PAT (Rs m)	5,699	6,438	-11.5%	3,690	54.4%
EPS (Rs)	2.9	3.2	-11.5%	1.9	54.4%
EBITDA Margin (%)	21%	19%	141 bp	15%	573 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 10: The Ramco Cements**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	20,868	23,293	-10.4%	20,088	3.9%
EBITDA (Rs m)	3,973	3,986	-0.3%	2,846	39.6%
EBIT (Rs m)	2,373	2,412	-1.6%	1,488	59.5%
PAT (Rs m)	948	1,013	-6.4%	674	40.7%
EPS (Rs)	4.0	4.3	-6.4%	2.9	40.7%
EBITDA Margin (%)	19%	17%	192 bp	14%	487 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 11: JK Cement**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	28,944	27,528	5.1%	24,361	18.8%
EBITDA (Rs m)	5,382	4,670	15.2%	2,474	117.6%
EBIT (Rs m)	3,952	3,299	19.8%	1,293	205.7%
PAT (Rs m)	2,172	1,781	22.0%	390	456.6%
EPS (Rs)	27.9	23.1	20.7%	4.8	478.0%
EBITDA Margin (%)	19%	17%	163 bp	10%	844 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 12: Birla Corporation**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	22,691	22,858	-0.7%	20,161	12.5%
EBITDA (Rs m)	3,281	2,889	13.6%	1,444	127.2%
EBIT (Rs m)	1,811	1,454	24.6%	145	-1144.7%
PAT (Rs m)	833	584	-42.8%	(499)	267.0%
EPS (Rs)	10.8	7.6	-42.8%	(6.5)	267.0%
EBITDA Margin (%)	14%	13%	182 bp	7%	730 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 13: Heidelberg Cement India**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	5,814	5,665	2.6%	5,401	7.6%
EBITDA (Rs m)	855	695	23.0%	371	130.6%
EBIT (Rs m)	570	426	33.9%	83	583.8%
PAT (Rs m)	442	358	23.5%	56	692.5%
EPS (Rs)	2.0	1.6	23.5%	0.2	692.5%
EBITDA Margin (%)	15%	12%	244 bp	7%	784 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 14: Dalmia Bharat**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	34,009	31,490	8.0%	33,550	1.4%
EBITDA (Rs m)	6,954	5,890	18.1%	6,440	8.0%
EBIT (Rs m)	2,955	1,880	57.2%	3,190	-7.4%
PAT (Rs m)	1,785	1,190	50.0%	2,000	-10.7%
EPS (Rs)	9.6	6.4	50.0%	10.7	-10.7%
EBITDA Margin (%)	20%	19%	174 bp	19%	125 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 15: JK Lakshmi Cement**

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	16,384	14,526	12.8%	14,885	10.1%
EBITDA (Rs m)	2,247	1,785	25.8%	1,596	40.8%
EBIT (Rs m)	1,767	1,309	35.0%	1,116	58.4%
PAT (Rs m)	1,127	830	35.7%	736	53.1%
EPS (Rs)	9.6	7.1	35.7%	6.3	53.1%
EBITDA Margin (%)	14%	12%	142 bp	11%	299 bp

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 16: Orient Cement

	3QFY24F	2QFY24	QoQ (%)	3QFY23	YoY (%)
Net Sales (Rs m)	7,861	7,206	9.1%	7,323	7.4%
EBITDA (Rs m)	1,157	865	33.7%	903	28.1%
EBIT (Rs m)	779	494	-57.6%	533	-46.2%
PAT (Rs m)	486	246	-97.2%	275	-76.5%
EPS (Rs)	2.4	1.2	-97.2%	1.3	-76.5%
EBITDA Margin (%)	15%	12%	271 bps	12%	238 bps

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

## Near-term constructive outlook factors in costs tailwinds in the system and the focus on steady cement pricing as demand growth will take a pause ➤

### Takeaways from our interaction with a cement expert, others

- Demand outlook:** As per our interaction with the cement expert, dealers, C&F agents and sales executives, the volume growth was strong in Oct 2023, but it slowed in Nov-Dec 2023 due to the festival holidays, assembly elections in key five states, heavy rainfall and floods in Tamil Nadu and intermittent ban on construction activity to control air pollution. However, our recent channel check suggests that demand should pick up from Jan 2023F-end and remain strong in Feb 2024F, but we believe the government-led construction work will slow down for a few months (as seen in 1HFY20) due to the general elections in Apr-May 2024. Many cement producers expect a double-digit demand growth for the industry in FY24F and strong growth for themselves. Accordingly, we continue to believe that FY24F is likely to be the third consecutive year of strong demand with a low double-digit volume growth and factor in a 6-7% yoy growth in FY25F.
- Supply (capacity addition):** The expert feels that Ultratech Cement, Adani Group, Shree Cement, Dalmia Bharat and JSW would account for the highest share of capacity addition (70-75%) in the industry over the next three-to-four years, having already announced their aggressive capacity addition plans. However, the expert expects mid-low tier players to decline further and believes the best course of action for them is to merge with top-tier players and realize value just like Sanghi Industries and Kesoram did recently. He expects companies to chase inorganic opportunities more aggressively than in the past. Any more M&As to result in lower supply pain for the industry.
- As regards organic expansions, most capacity expansion projects are progressing as per schedule. During 2Q, new capacity addition announcements were made by UTCEM (phase-3 of 22mtpa to commence from FY26F), JKLC, BCORP, SRCM and JKCE. ACEM announced the details of its expansion plan for the medium term and its target of achieving 101mtpa capacity by FY26F, and also reiterated its 140mtpa target for FY28F. Another group which is most aggressive in ordering the equipment for its capacity in the southern and eastern regions, and also greenfield capacity in central India, is JSW Cement.
- We believe that consolidation will remain high in the medium- to long-term. We feel the top four-to-five players will grow faster than the market at the cost of small and regional players. We believe this trend will continue, given the ability of large players to service the market from multiple locations, and we expect smaller incompetent players to exit the space for some larger players. A few large players' recent commentaries highlighted that capital allocation and deal valuations will be key factors that will be considered while acquiring any assets.
- Pricing:** As per our channel check, the industry witnessed a couple of price hikes (by ~Rs20/bag) in Sep and Oct 2023 across regions (highest in South India and East India followed by North India). However, Nov-Dec 2023 saw a price rollback of Rs10-15/bag due to weak demand because of the festive season, assembly elections in select key states, pollution curbs in Delhi/NCR, and unseasonal rains in South India. However, 3Q average price is still ~2-2.5% up qoq (by Rs10-12/bag). There is a possibility that prices may increase at the end of Jan 2024F by Rs10-20/bag, which usually happens, as per a few



distributors, and imported coal prices have seen moderation in recent months, which is positive for cement players in the medium term. However, historical data raises concerns over the industry's ability to sustain sharp price hikes over an extended period. However, this time the expert feels that more price hike announcements are likely if there is any fuel cost inflation, although pricing discipline remains key.

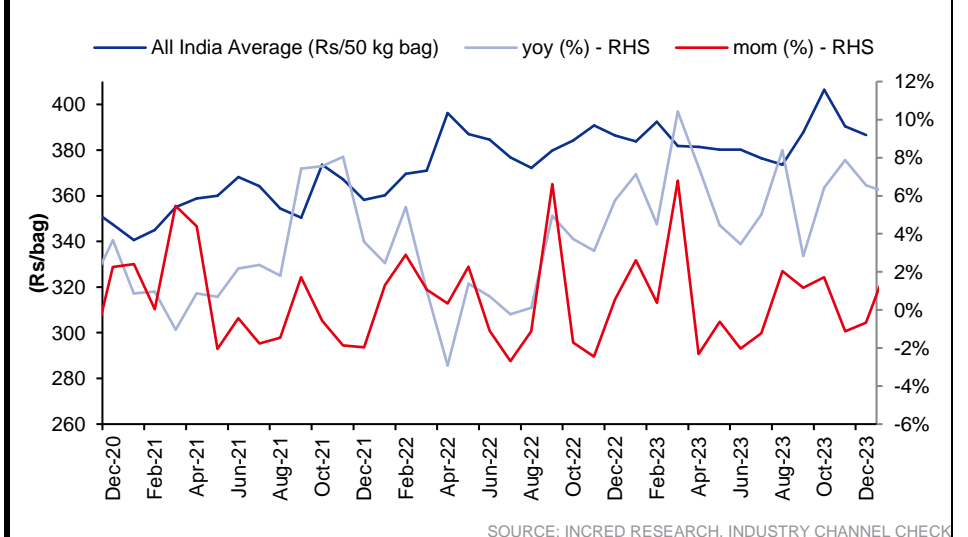
- Fuel costs moderated recently which could help P&F cost decline in coming quarters, but rarely benefits what remains of low-cost inventory: In Dec 2023, pet-coke prices saw a downtick of US\$15/t, touching US\$116/t from their recent high of US\$135/t. We expect P&F costs for the sector to moderate on account of lower coal/pet-coke inventory costs in 3Q. Decline in fuel costs and benefits of operating leverage are likely to be offset by slightly higher freight costs, as levy of the busy season surcharge by Indian Railways resumed from 3QFY24. We expect operating costs to bottom out in 3QFY24F because of the old low-cost inventory and a further reduction from here on is difficult while the recent moderation in input prices provides scope for costs to ease in the coming quarters.

### Cement prices >

*Our interactions with cement dealers and an expert indicate that price hikes taken in Sep/Oct 2023 sustained fully till early Nov 2023, and partial rollbacks were seen in the rest of the Nov-Dec 2023 on account of weak demand due to the festive season, assembly elections in select states, and rains in select parts of South India.*

- As per our channel check, the industry witnessed a couple of price hikes (by ~Rs20/bag) in Sep and Oct 2023 across regions (highest in South India and East India followed by North India). However, Nov-Dec 2023 saw a price rollback of Rs10-15/bag due to weak demand because of the festive season, assembly elections in select states, pollution curbs in Delhi/NCR, and unseasonal rains in South India.
- However, 3Q average price is still ~2-2.5% up qoq (by Rs10-12/bag). There is a possibility that prices may increase at the end of Jan 2024F by Rs10-20/bag, which usually happens, as per a few distributors, and imported coal prices have seen a moderation in recent months, which is positive for cement players in the medium term. However, historical data raises concerns over the industry's ability to sustain sharp price hikes over an extended period. However, this time the expert feels that more price hike announcements are likely if there is any fuel cost inflation, although pricing discipline remains key.

**Figure 17: All-India cement average price was down by 4% in Nov 2023, but still up 4-5% QTD Dec 2023**



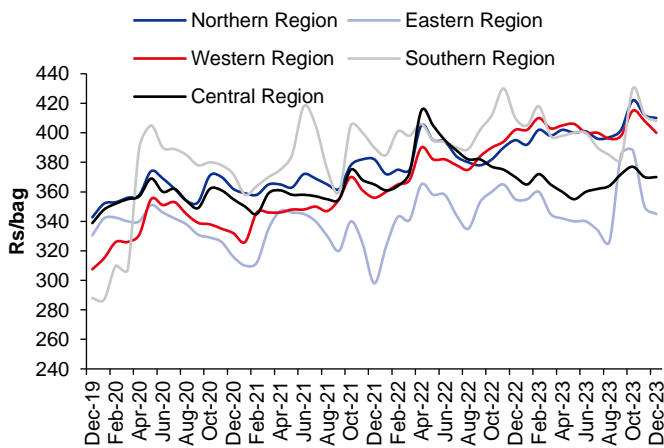
### Region-wise pricing trend:

- **North:** The northern region faced a decline of Rs10/bag mom in Nov-Dec 2023 due to pan-India factors and the pollution curbs affecting demand negatively. Prices were up by ~1.5-2% qoq in 3QFY24.
- **South:** The southern region witnessed the prices in Nov-Dec 2023 falling by Rs15-20/bag. The reversal of the price hike announced in Oct 2023 led to increase in price volatility. Also, the disruption caused by Cyclone Michaung

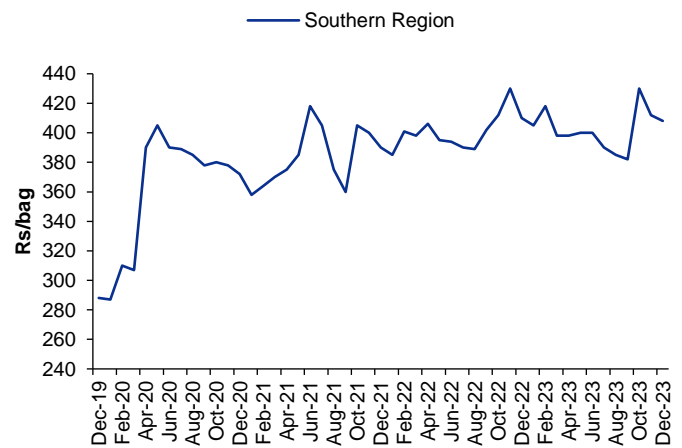
will affect the supply chain and add to price volatility. Prices in the region were up by 4-5% qoq in 3QFY24.

- **East:** With a price hike of Rs55-60/bag announced in Sep/Oct 2023 in two phases, only the first round managed to pass through because of lower demand owing to the festive season and witnessed a price rollback of Rs30/bag in Nov-Dec 2023. Based on our interactions with dealers, there is less chance of a price hike in Jan 2024F, as the companies who have lost market share will price aggressively to regain that share. Prices were up by ~2.5-3% qoq in 3QFY24.
- **West:** The average price decline stood at Rs10/bag in Nov-Dec 2023. Dealers expect the demand to pick up from mid-Jan 2024F as housing activity resumes, and also better availability of labour. Prices were up by ~1.5% qoq in 3QFY24.
- **Central:** The average price of cement declined by Rs7-8/bag in Nov-Dec 2023, with no price hike taken in Madhya Pradesh because of assembly elections. Prices were up by ~1% qoq in 3QFY24.

**Figure 18: Region-wise, cement price decline was seen in all regions in Nov 2023, with a sharp rollback witnessed in the eastern region followed by the southern and northern regions**

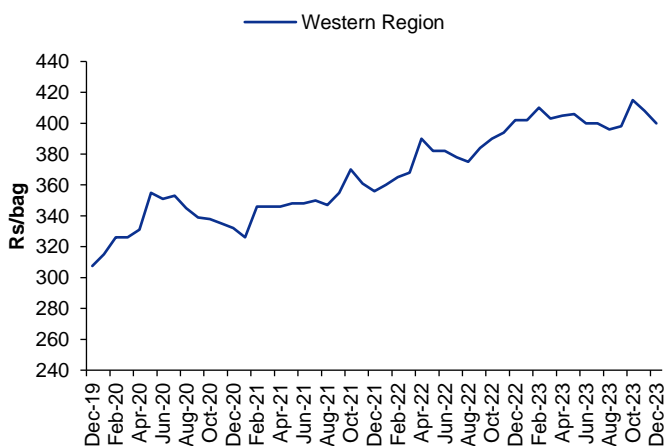


SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK



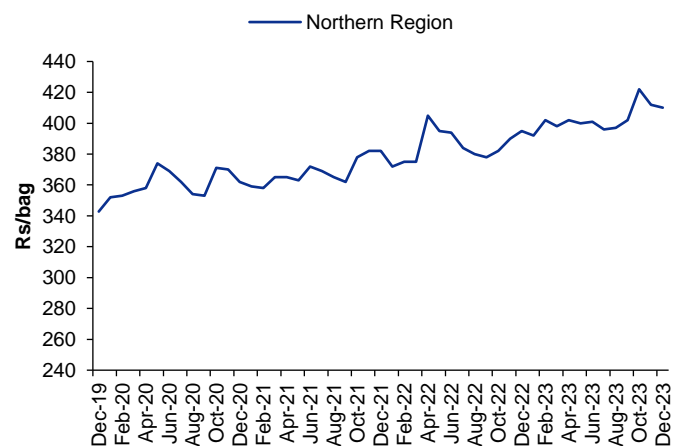
SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

**Figure 20: Western India cement price trend**



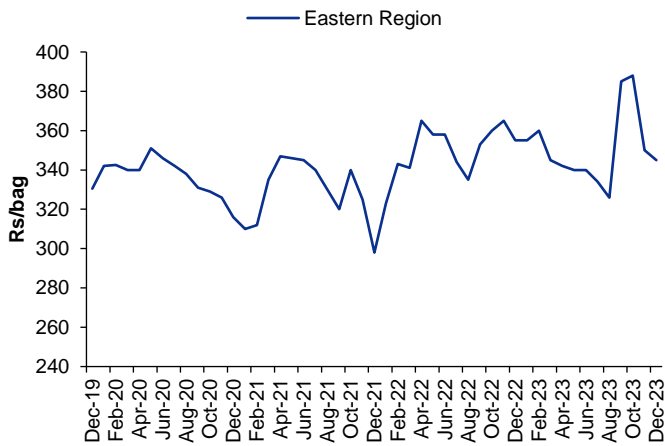
SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

**Figure 21: North India cement price trend**



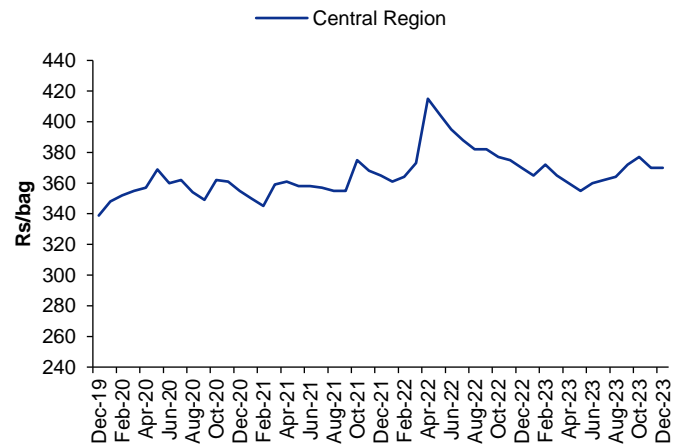
SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

Figure 22: East India cement price trend



SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

Figure 23: Central India cement price trend

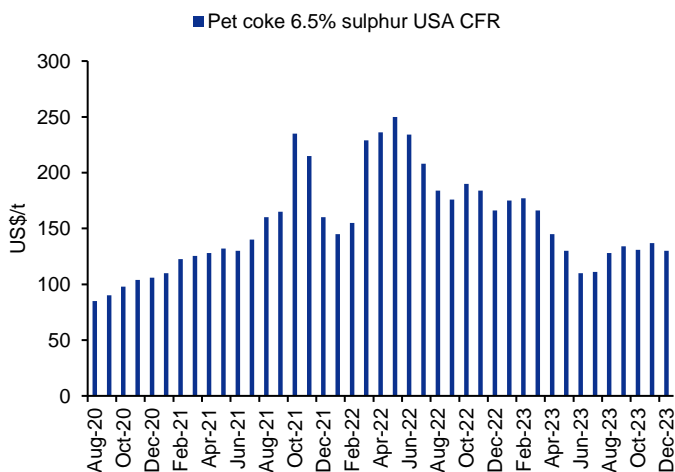


SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

### Cement sector - major input cost trend ➤

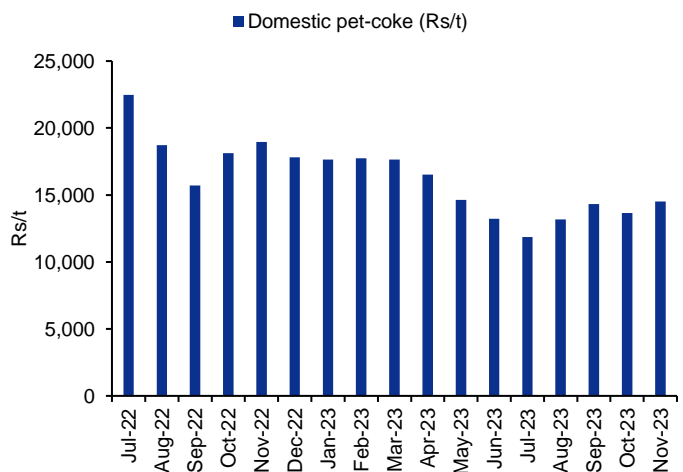
- Coal and crude oil price decline resulted in a correction in pet-coke prices in recent months:** In Nov 2023, international pet-coke prices were steady on a mom basis at US\$130/t (stable in the last four-to-five months) while imported coal prices witnessed a decline of ~20% from their recent peak and remained flat vs. 2Q average. The average fuel cost stood at Rs1.88 on a Kcal basis in 2QFY24 vs. Rs2.16 on a Kcal basis qoq. In the coming quarters, there is a likelihood of benefits with stable input prices and advantages from operating leverage. Cement producers indicate that input costs for the industry are likely to be largely flat-to-marginally down qoq in 3QFY24F (as per the availability of inventory) while freight costs to increase qoq.

Figure 24: International pet-coke prices started their uptrend in Aug 2023 and rose by >25% from their bottom, but they are still down ~35% from their peak



NOTE: CFR = CODE OF FEDERAL REGULATIONS  
SOURCE: INCRED RESEARCH, COMPANY REPORTS

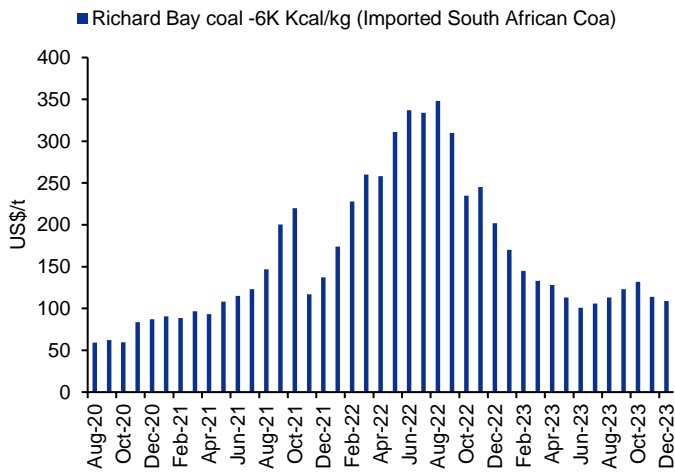
Figure 25: Domestic pet-coke price trend



SOURCE: INCRED RESEARCH, BLOOMBERG

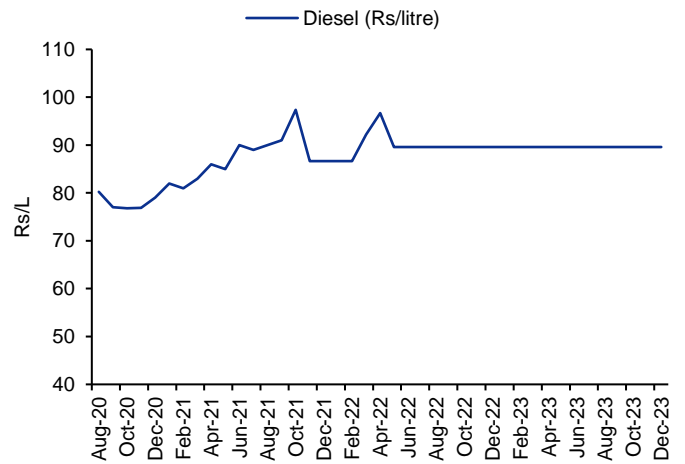


Figure 26: Imported coal price (South African 6K/Kcal) trend



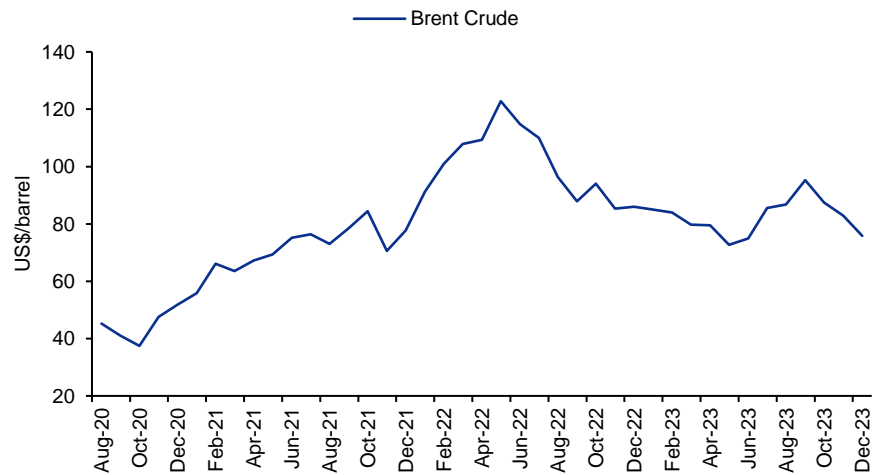
SOURCE: INCRED RESEARCH, BLOOMBERG

Figure 27: Average diesel price trend



SOURCE: INCRED RESEARCH, BLOOMBERG

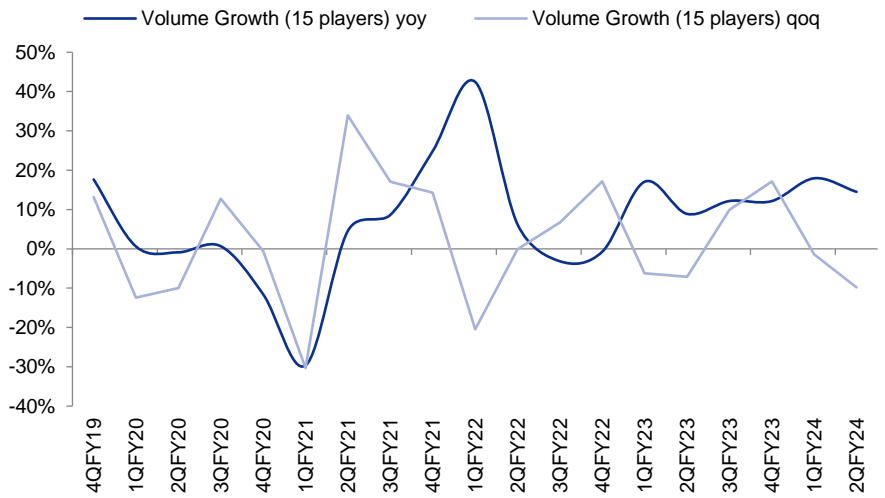
Figure 28: Crude oil price trend



SOURCE: INCRED RESEARCH, COMPANY REPORTS

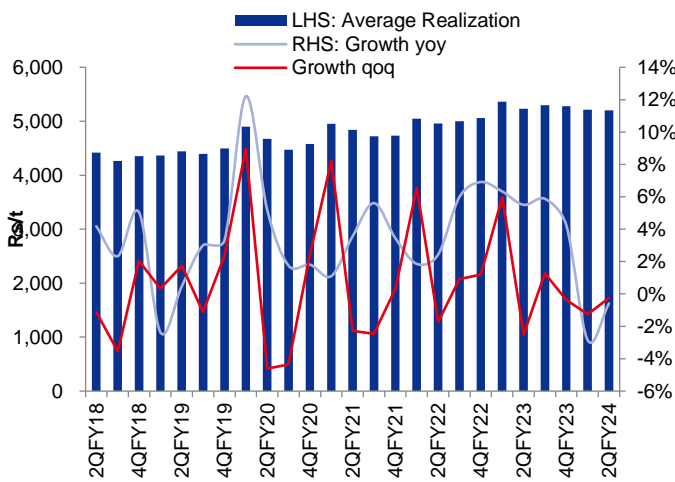
Key operational quarterly charts >

Figure 29: Quarterly volume growth trend for the industry



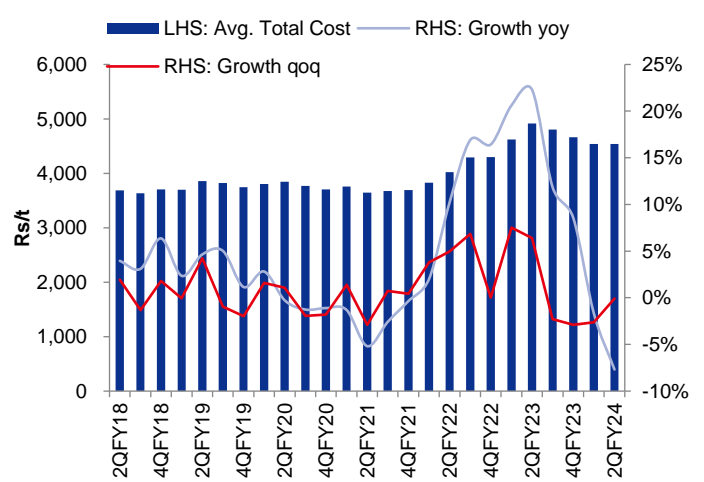
SOURCE: INCRED RESEARCH, COMPANY REPORT

Figure 30: Realization growth trend



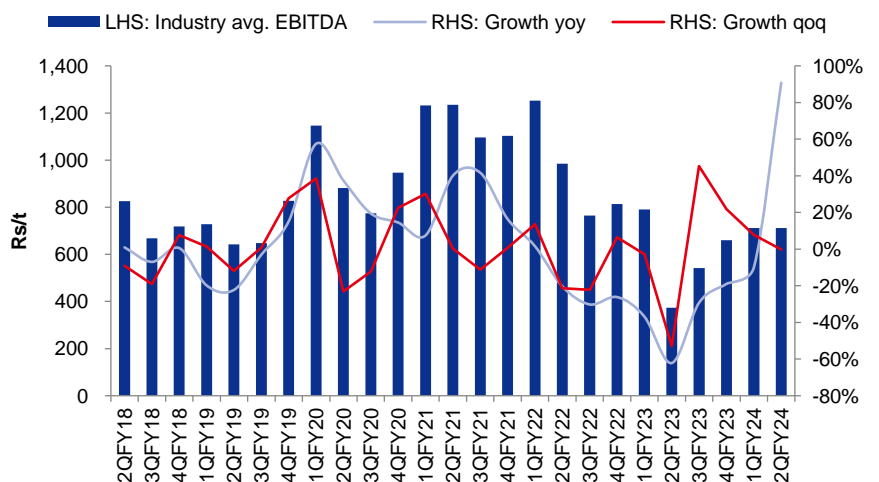
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 31: Trend in unit cost



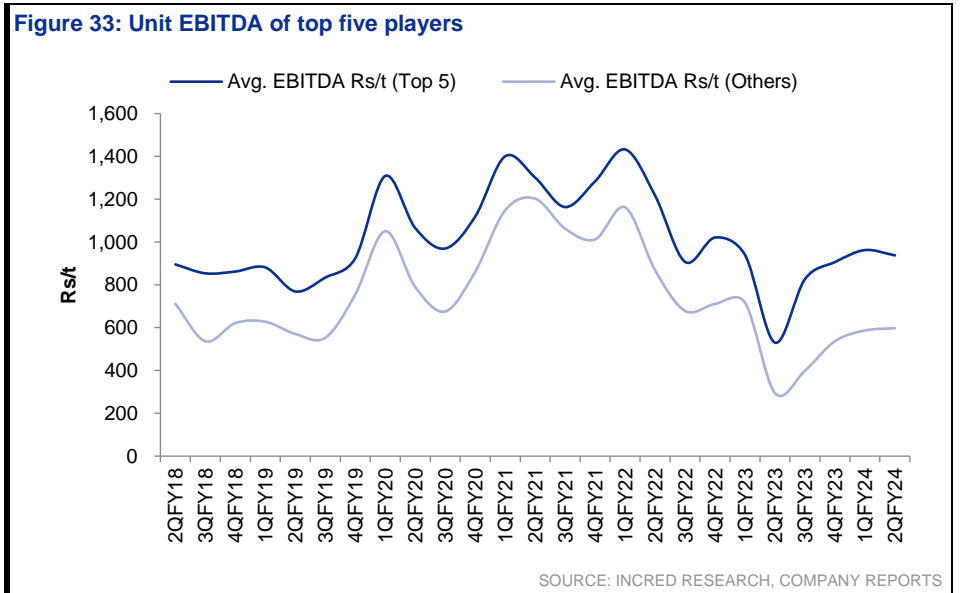
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 32: Sector unit EBITDA (15 players)



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 33: Unit EBITDA of top five players



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 34: Average cost curve for listed cement companies

Rs/t	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
RM Costs	731	728	783	656	800	752	874	809	870	908	991	937	910
P & F Costs	925	965	947	1,129	1,132	1,396	1,390	1,688	1,888	1,728	1,588	1,534	1,475
Freight Costs	1,051	1,073	1,116	1,118	1,104	1,127	1,141	1,192	1,165	1,173	1,161	1,157	1,115
Other Costs	676	686	654	685	749	767	690	731	783	746	701	695	765
Employee Costs	335	298	279	337	335	325	266	308	326	307	269	287	325
<b>Total Cost</b>	<b>3,647</b>	<b>3,674</b>	<b>3,690</b>	<b>3,830</b>	<b>4,020</b>	<b>4,295</b>	<b>4,297</b>	<b>4,623</b>	<b>4,921</b>	<b>4,803</b>	<b>4,664</b>	<b>4,542</b>	<b>4,538</b>
<b>EBITDA/t</b>	<b>1,235</b>	<b>1,096</b>	<b>1,103</b>	<b>1,252</b>	<b>985</b>	<b>765</b>	<b>814</b>	<b>794</b>	<b>374</b>	<b>542</b>	<b>660</b>	<b>712</b>	<b>711</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 35: Fuel costs booked by various companies on Kcal basis

Rs Kcal	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3Q-4QFY24F	vs. spot prices
ACC	2.25	2.52	3.10	2.61	2.35	2.13	1.85		
Ambuja Cements	2.20	2.50	2.80	2.33	2.10	2.09	1.82		
Ultratech Cement	1.95	2.20	2.50	2.60	2.50	2.34	2.12	some moderation	
Shree Cem	2.13	2.61	2.83	2.53	2.53	2.37	2.05	1.90	
JK Cement	2.20	2.30	2.40	2.60	2.40	2.2	1.9	1.8-1.85	
Nuvoco	2.28	2.28	2.64	2.74	2.31	1.94	1.77		
The Ramco Cements	1.88	1.87		2.43	2.21	2.03	1.75		Pet-coke - US\$130/t now
India Cements	2.23	2.69	3.26	2.95	2.70	2.25	2.04		
JK Lakshmi			2.30	2.57	2.42	2.23	2.04	1.94-1.95	
Dalmia Bharat	2.07	2.47	2.52	2.42	2.06	1.98	1.58	Marginal reduction	
Star Cement		2.09		2.09	2.10	2.35	1.9		
Birla Corporation						1.95	1.75	same	
Orient Cement							1.8 & 2.14		
<b>Average</b>	<b>2.15</b>	<b>2.45</b>	<b>2.71</b>	<b>2.53</b>	<b>2.33</b>	<b>2.16</b>	<b>1.88</b>		

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 36: Long-term capacity expansion plans of various cement majors

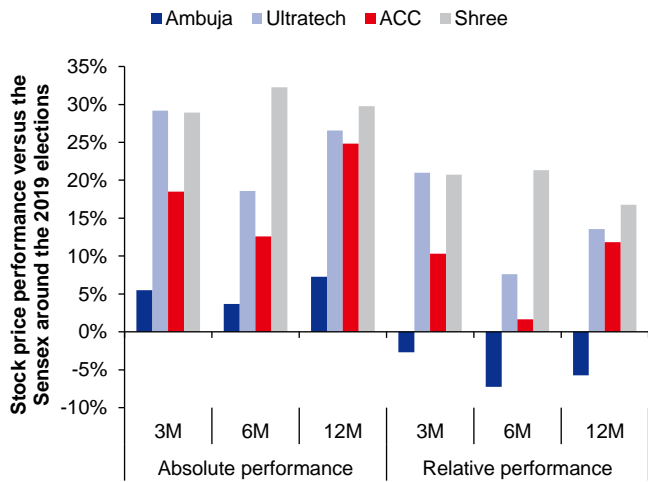
Capacity (mtpa)	FY23	FY24F	FY25F	Aspirations beyond FY25F
UTCCEM	132	137	153	200mtpa before 2030F
SRCM	46.4	49.4	55.9	>80mtpa by 2030F
ACC-ACEM	67.9	73.3	78.3	140mtpa by 2028F
DALBHARA	39	47	47	75mtpa by FY27F and 120mtpa by FY32F
JKCE	20.7	22.2	24.2	40mtpa by 2030F
NUVOCO	23.8	25	25	30mtpa by 2030F
TRCL	22	23	23	To grow ahead of the industry
JKLC	14	15.3	16.5	30mtpa by 2030F
BCORP	19.8	19.8	19.8	30mtpa by 2030F
ORCMNT	8.5	8.5	8.5	15mtpa by 2030F

SOURCE: INCRED RESEARCH, COMPANY REPORTS

## Share price movement of cement stocks around and after the last three general elections

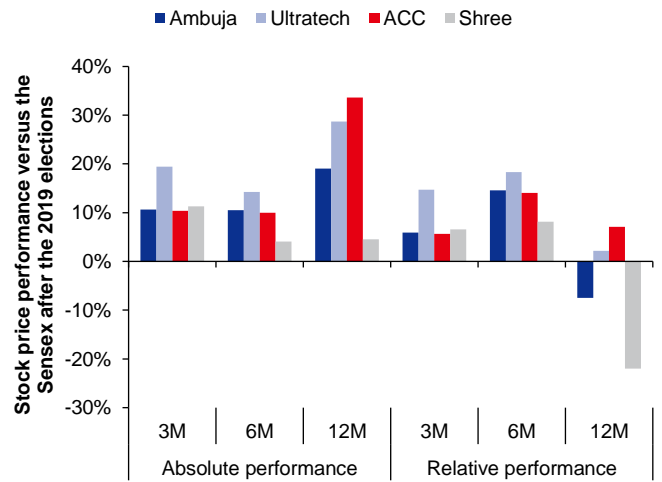
### The 2019 elections >

Figure 37: Stock price performance versus the Sensex around the 2019 elections



SOURCE: INCRED RESEARCH, COMPANY REPORTS

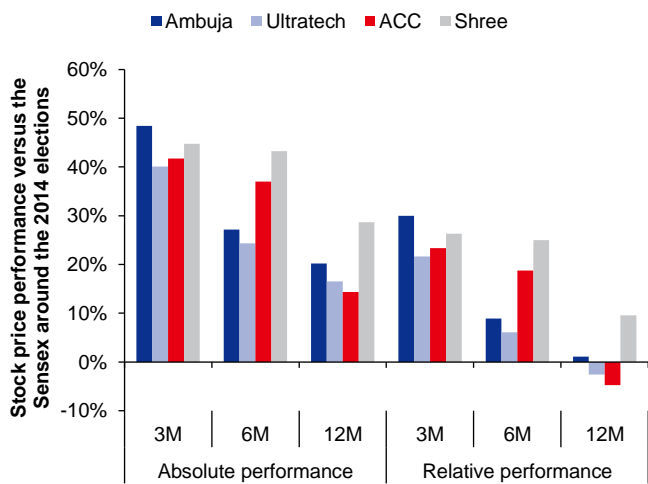
Figure 38: Stock price performance versus the Sensex after the 2019 elections



SOURCE: INCRED RESEARCH, COMPANY REPORTS

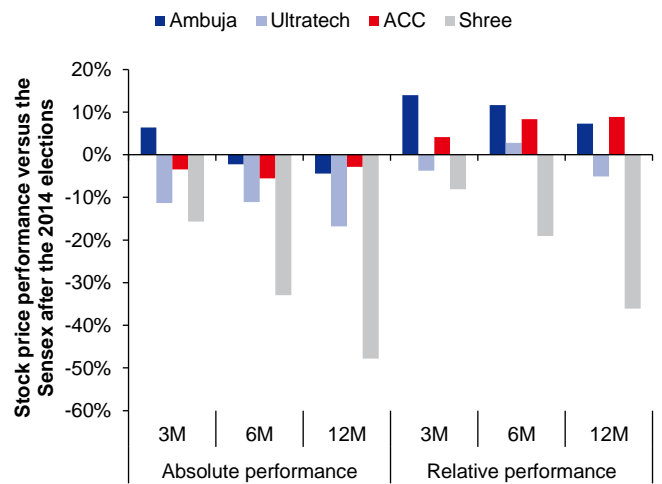
### The 2014 elections >

Figure 39: Stock price performance versus the Sensex around the 2014 elections



SOURCE: INCRED RESEARCH, COMPANY REPORTS

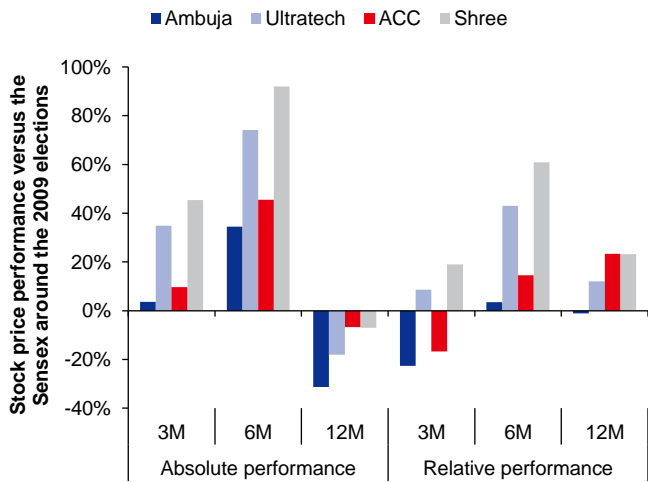
Figure 40: Stock price performance versus the Sensex after the 2014 elections



SOURCE: INCRED RESEARCH, COMPANY REPORTS

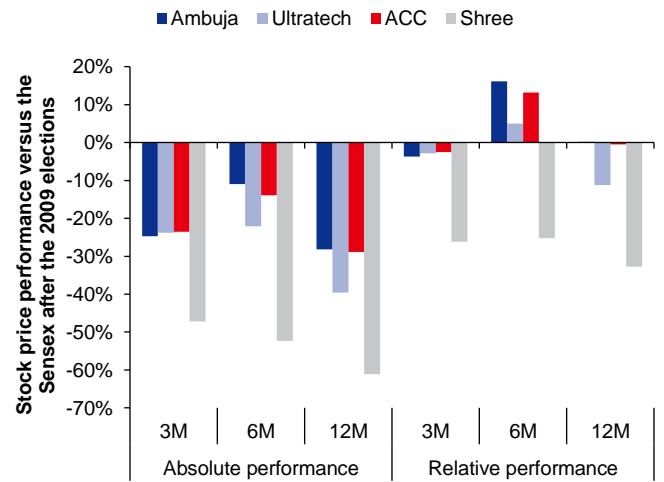
The 2009 elections >

Figure 41: Stock price performance versus the Sensex around the 2009 elections



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 42: Stock price movement versus the Sensex after the 2009 elections



SOURCE: INCRED RESEARCH, COMPANY REPORTS

## Key assumptions for our coverage companies

Figure 43: We expect cement volume of coverage companies to grow by ~11% over FY23-26F

Volume (mt)	FY19	FY20	FY21	FY22	FY23	FY24F	FY25F	FY26F	CAGR FY18-23	CAGR FY23-26F
UTCEM*	86	81	86	94	106	119	128	141	10.7%	10.0%
ACC*#	28	29	26	29	31	36	38	40	2.9%	9.3%
ACEM#	24	24	23	27	30	34	37	41	5.6%	10.7%
SRCM*	26	25	27	28	32	36	39	43	7.1%	10.6%
TRLC	11	11	10	11	15	18	20	21	9.7%	12.1%
JKCE*	9	8	10	12	14	17	18	20	11.5%	12.4%
BCORP*	14	14	13	14	16	18	19	21	4.9%	9.3%
HEIM	5	5	4	5	4	5	5	5	-1.1%	6.0%
DALBHARA*	19	19	21	22	26	28	33	38	8.7%	14.2%
JKLC*	11	10	10	11	12	13	14	16	4.2%	10.5%
ORCMNT	6	6	5	5	6	6	7	9	0.0%	15.6%
<b>Total</b>	<b>239</b>	<b>232</b>	<b>236</b>	<b>259</b>	<b>291</b>	<b>329</b>	<b>359</b>	<b>395</b>	<b>7.5%</b>	<b>10.7%</b>

\*CONSOLIDATED, # FOR ACC-ACEM, FY23 COMPRISES 15 MONTHS, SO ADJUSTED FOR 12M; YEAR-END CHANGES FROM DEC-MAR  
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 44: We expect realization of coverage companies to grow by ~0.7% over FY23-26F

Realization (Rs/t)	FY19	FY20	FY21	FY22	FY23	FY24F	FY25F	FY26F	CAGR FY18-23	CAGR FY23-26F
UTCEM*	4,775	5,127	5,122	5,501	5,900	5,883	5,956	6,037	3.9%	0.8%
ACC#	4,643	4,801	4,909	5,044	5,276	5,149	5,221	5,294	3.5%	0.1%
ACEM#	4,540	4,719	4,929	5,105	5,287	5,298	5,372	5,426	3.5%	0.9%
SRCM*	4,545	5,163	5,052	5,411	5,611	5,779	5,803	5,872	6.1%	1.5%
TRLC	4,549	4,792	5,281	5,413	5,488	5,230	5,303	5,377	3.4%	-0.7%
JKCE	3,991	4,527	4,494	4,774	4,971	5,061	5,117	5,188	4.1%	1.4%
BCORP	4,358	4,826	4,853	4,961	5,242	5,242	5,315	5,389	3.7%	0.9%
HEIM	4,298	4,575	4,652	4,681	5,096	5,014	5,090	5,140	5.0%	0.3%
DALBHARA	4,749	4,691	4,874	5,073	5,141	5,110	5,161	5,235	0.9%	0.6%
JKLC	3,875	4,342	4,523	4,840	5,460	5,444	5,498	5,573	6.9%	0.7%
ORCMNT	3,933	4,178	4,604	4,975	5,100	5,171	5,244	5,317	5.7%	1.4%
<b>Average</b>	<b>4,387</b>	<b>4,704</b>	<b>4,845</b>	<b>5,071</b>	<b>5,325</b>	<b>5,307</b>	<b>5,371</b>	<b>5,441</b>	<b>4.2%</b>	<b>0.7%</b>

\*BLENDED, # FOR ACC-ACEM, FY23 COMPRISES 15 MONTHS; YEAR-END CHANGES FROM DEC-MAR  
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 45: We expect cost/t of coverage companies to decline by ~1.5% over FY23-26F

Cost (Rs/t)	FY19	FY20	FY21	FY22	FY23	FY24F	FY25F	FY26F	CAGR FY18-23	CAGR FY23-26F
UTCEM*	3,999	4,072	3,839	4,371	4,981	4,806	4,803	4,834	4.6%	-1.0%
ACC	4,496	4,585	4,477	4,553	5,257	4,774	4,761	4,798	4.1%	-3.0%
ACEM	3,915	3,956	3,849	3,981	4,435	4,192	4,143	4,153	3.6%	-2.2%
SRCM*	3,774	3,655	3,532	4,075	4,681	4,621	4,589	4,636	7.5%	-0.3%
TRLC	3,704	3,777	3,729	4,251	4,690	4,311	4,337	4,370	5.7%	-2.3%
JKCE*	4,481	4,694	4,353	4,780	5,194	4,993	4,972	4,980	4.5%	-1.4%
BCORP	4,047	4,091	4,069	4,466	5,029	4,743	4,728	4,723	4.8%	-2.1%
HEIM	3,369	3,489	3,589	3,899	4,529	4,208	4,158	4,178	6.7%	-2.7%
DALBHARA	4,037	3,923	3,550	3,991	4,367	4,189	4,218	4,236	2.5%	-1.0%
JKLC	3,468	3,548	3,625	3,991	4,751	4,667	4,672	4,699	6.6%	-0.4%
ORCMNT	3,446	3,517	3,513	3,896	4,467	4,355	4,361	4,408	6.0%	-0.4%
<b>Average</b>	<b>3,885</b>	<b>3,937</b>	<b>3,830</b>	<b>4,205</b>	<b>4,762</b>	<b>4,533</b>	<b>4,522</b>	<b>4,547</b>	<b>5.1%</b>	<b>-1.5%</b>

\*BLENDED  
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 46: We expect EBITDA/t of coverage companies to remain broadly flat in FY26F vs. FY22

EBITDA (Rs/t)	FY19	FY20	FY21	FY22	FY23	FY24F	FY25F	FY26F	CAGR FY18-23	CAGR FY23-26F
UTCEM*	775	1,055	1,339	1,225	1,005	1,132	1,218	1,275	2.2%	8.3%
ACC#	675	782	899	1,038	499	789	899	928	-5.9%	23.0%
ACEM#	782	893	1,167	1,187	852	1,141	1,291	1,374	0.7%	17.3%
SRCM*	1,080	1,508	1,520	1,337	930	1,125	1,177	1,203	-0.8%	9.0%
TRLC	932	1,015	1,552	1,162	797	932	977	1,016	-7.6%	8.4%
JKCE*	845	1,241	1,322	1,089	832	1,022	1,058	1,070	-0.2%	8.8%
BCORP	685	979	999	781	491	751	821	915	-5.5%	23.1%
HEIM	987	1,122	1,129	910	567	806	931	962	-6.2%	19.3%
DALBHARA	999	1,072	1,324	1,084	901	1,024	1,080	1,096	-5.7%	6.7%
JKLC	407	794	898	849	710	766	816	863	9.6%	6.7%
ORCMNT	487	660	1,091	1,079	633	808	882	918	3.6%	13.2%
<b>Average</b>	<b>787</b>	<b>1,011</b>	<b>1,204</b>	<b>1,067</b>	<b>747</b>	<b>936</b>	<b>1,014</b>	<b>1,057</b>	<b>-1.8%</b>	<b>12.3%</b>

\*BLENDED, # FOR ACC-ACEM, FY23 COMPRISES 15 MONTHS; YEAR-END CHANGES FROM DEC-MAR  
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS



Figure 47: We expect total revenue of coverage companies to increase by ~9.5% over FY23-26F

Revenue (Rs bn)	FY19	FY20	FY21	FY22	FY23	FY24F	FY25F	FY26F	CAGR FY18-23	CAGR FY23-26F
UTCEM*	416	424	447	526	632	708	775	861	15.0%	10.8%
ACC*#	148	157	138	162	222	199	216	230	10.8%	1.2%
ACEM#	114	117	114	140	200	180	199	223	13.8%	3.7%
SRCM*	126	129	136	150	179	206	226	253	13.4%	12.3%
TRLC	52	54	53	60	81	95	104	113	13.0%	11.7%
JKCE*	53	58	66	80	97	113	123	135	14.9%	11.6%
BCORP*	65	69	68	75	87	98	107	116	8.7%	10.1%
HEIM	21	22	21	23	22	24	25	27	3.4%	6.3%
DALBHARA*	95	97	101	113	135	148	177	205	9.6%	14.8%
JKLC*	43	44	47	54	65	72	80	89	11.5%	11.3%
ORCMNT	25	24	23	27	29	33	36	47	5.7%	17.2%
<b>Total</b>	<b>1,157</b>	<b>1,193</b>	<b>1,214</b>	<b>1,409</b>	<b>1,750</b>	<b>1,876</b>	<b>2,067</b>	<b>2,299</b>	<b>12.7%</b>	<b>9.5%</b>

\*CONSOLIDATED, # FOR ACC-ACEM, FY23 COMPRISES 15 MONTHS; YEAR-END CHANGES FROM DEC-MAR  
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 48: We expect EBITDA of coverage companies to grow by over ~20% over FY23-26F

EBITDA (Rs bn)	FY19	FY20	FY21	FY22	FY23	FY24F	FY25F	FY26F	CAGR FY18-23	CAGR FY23-26F
UTCEM*	73.5	92.5	115.7	115.1	106.2	133.6	155.6	177.0	11.6%	18.6%
ACC*#	20.5	24.1	23.6	30.0	19.2	28.8	35.1	38.0	0.5%	25.5%
ACEM#	18.9	21.5	26.5	32.1	32.2	39.7	49.4	56.5	11.2%	20.6%
SRCM*	27.9	37.6	40.8	37.1	29.6	40.4	45.9	50.3	6.3%	19.3%
TRLC	10.4	11.4	15.5	12.8	11.8	16.4	18.6	20.8	1.5%	20.8%
JKCE*	8.3	12.1	15.4	14.8	13.1	18.7	21.0	22.7	10.8%	20.1%
BCORP*	9.5	13.4	13.4	11.1	7.7	13.2	15.5	18.5	-0.9%	33.7%
HEIM	4.8	5.3	5.1	4.3	2.5	3.8	4.6	5.0	-7.3%	26.4%
DALBHARA*	19.4	21.1	27.6	24.3	23.2	29.8	34.6	37.9	2.6%	17.9%
JKLC*	4.5	8.0	9.4	9.5	8.4	10.1	11.8	13.7	14.2%	17.7%
ORCMNT	3.1	3.8	5.5	5.9	3.6	5.1	6.0	8.1	3.6%	30.6%
<b>Total</b>	<b>201</b>	<b>251</b>	<b>298</b>	<b>297</b>	<b>258</b>	<b>340</b>	<b>398</b>	<b>449</b>	<b>7.5%</b>	<b>20.3%</b>

\*CONSOLIDATED, # FOR ACC-ACEM, FY23 COMPRISES 15 MONTHS; YEAR-END CHANGES FROM DEC-MAR  
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 49: We expect PAT of coverage companies to increase by ~25% over FY23-26F

PAT (Rs bn)	FY19	FY20	FY21	FY22	FY23	FY24F	FY25F	FY26F	CAGR FY18-23	CAGR FY23-26F
UTCEM*	24.0	57.6	53.2	71.8	50.6	74.1	88.1	101.5	17.9%	26.1%
ACC*#	15.2	13.7	14.3	18.6	8.9	16.9	21.2	23.0	-0.9%	37.6%
ACEM#	14.9	15.3	17.9	20.8	25.5	27.3	34.0	38.4	14.9%	14.5%
SRCM*	10.1	15.4	22.9	23.3	12.7	18.0	20.5	22.7	-1.7%	21.3%
TRLC	5.1	6.0	7.6	8.9	3.4	5.4	6.9	8.3	-9.2%	34.2%
JKCE*	2.7	4.9	7.1	6.9	4.3	7.4	9.1	10.5	8.3%	35.0%
BCORP*	2.6	5.1	6.3	4.0	0.4	3.8	5.2	7.3	-23.4%	162.5%
HEIM	2.2	2.7	3.1	2.5	1.0	2.0	2.7	3.0	-5.7%	44.4%
DALBHARA*	3.1	2.2	11.7	8.2	10.4	9.9	12.1	13.2	28.8%	8.3%
JKLC*	0.5	2.5	4.1	4.6	3.6	4.8	5.8	7.0	45.3%	25.2%
ORCMNT	0.5	0.9	2.1	2.6	1.2	2.1	2.5	3.5	22.7%	42.0%
<b>Total</b>	<b>81</b>	<b>126</b>	<b>150</b>	<b>172</b>	<b>122</b>	<b>172</b>	<b>208</b>	<b>238</b>	<b>10.7%</b>	<b>25.0%</b>

\*CONSOLIDATED, # FOR ACC-ACEM, FY23 COMPRISES 15 MONTHS; YEAR-END CHANGES FROM DEC-MAR  
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 50: Cement peer comparison

Company	Rating	Closing Price (LC)	Target Price (LC)	% Upside	Market cap (US\$ m)	EV/EBITDA (x)			P/BV (x)			RoE (%)			P/E (x)			EV/t (US\$)		
						FY23	FY24F	FY25F	FY23	FY24F	FY25F	FY23	FY24F	FY25F	FY23	FY24F	FY25F	FY23	FY24F	FY25F
UltraTech Cement	ADD	10,016	9,500	-5%	34,783	27.5	21.3	18.3	5.3	4.8	4.3	9.7	13.3	14.0	57.1	38.0	32.3	269.1	256.2	226.6
ACC	ADD	2,377	2,200	-7%	5,371	23.0	14.0	11.8	3.2	2.9	2.6	7.1	11.8	12.6	50.5	25.5	21.4	146.5	121.6	122.1
Ambuja Cements	ADD	542	490	-10%	12,955	32.6	23.1	22.1	3.8	2.4	2.8	10.6	6.9	6.7	42.1	42.1	38.8	166.3	152.9	137.6
Shree Cement	REDUCE	27,023	24,200	-10%	11,729	32.6	23.6	20.6	5.2	4.8	4.5	7.0	10.4	10.9	76.7	48.2	42.8	253.5	219.1	171.3
The Ramco Cements	HOLD	1,028	1060	3%	2,922	24.3	16.6	14.5	3.6	3.4	3.1	5.2	7.8	9.2	70.9	44.7	35.1	164.2	159.5	156.7
JK Cement	HOLD	3,931	3500	-11%	3,653	26.2	17.9	15.7	6.5	5.8	5.1	9.5	14.5	15.6	71.2	42.0	34.8	181.3	166.9	151.4
Birla Corp.	ADD	1,434	1500	5%	1,329	19.1	11.0	9.2	1.8	1.8	1.6	0.6	6.3	8.6	NA	28.5	19.8	89.6	91.8	91.0
Heidelberg	HOLD	230	181	-21%	627	19.7	12.8	10.0	3.6	3.4	3.3	6.6	13.6	17.3	52.6	25.8	19.5	96.7	96.0	91.5
Dalmia Bharat	ADD	2,391	2570	7%	5,394	19.6	16.5	13.9	2.9	2.7	2.6	7.6	5.6	6.3	33.7	49.8	41.8	143.0	128.5	106.3
JK Lakshmi	ADD	877	797	-9%	1,242	13.5	11.8	9.6	3.7	3.2	2.7	13.5	16.3	16.9	28.8	21.0	17.4	98.1	94.8	77.8
Orient Cement	ADD	279	226	-19%	688	16.6	12.4	12.1	3.6	3.2	2.9	7.8	12.8	13.2	46.7	26.5	23.2	86.9	92.8	104.7
Mean						23.2	16.5	14.3	3.9	3.5	3.2	7.7	10.8	11.9	53.0	35.6	29.7	154.1	143.6	130.6
Median						23.0	16.5	13.9	3.6	3.2	2.9	7.6	11.8	12.6	51.5	38.0	32.3	146.5	128.5	122.1
Minimum						13.5	11.0	9.2	1.8	1.8	1.6	0.6	5.6	6.3	28.8	21.0	17.4	86.9	91.8	77.8
Maximum						32.6	23.6	22.1	6.5	5.8	5.1	13.5	16.3	17.3	76.7	49.8	42.8	269.1	256.2	226.6

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS, BLOOMBERG. PRICED AS AT 05 JAN 2024

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