

India

ADD (no change)

Sell 2 Consensus ratings*: Buy 16 Hold 2 Current price: Rs861 Rs955 Target price: Previous target: Rs910 Up/downside: 10.9% InCred Research / Consensus: 0.5% Reuters: JKLC IN Bloombera: US\$1,396m Market cap: Rs101,361m US\$3.3m Average daily turnover: Rs240.7m Current shares o/s: 117.7m Free float: 48.9% *Source: Bloomberg

Key changes in this note

- > Reduce EBITDA by ~2-4% for FY25F-26F.
- Retain ADD rating and raise the target price to Rs955.
- Introduce FY27F estimates.



		Cource. D	loomborg
Price performance	1M	ЗМ	12M
Absolute (%)	(4.0)	8.2	38.4
Relative (%)	(6.8)	(1.4)	11.2

Major shareholders	% held
Promoter & Promoter Group	46.3
Franklin Build India Fund	4.3
HSBC MF	3.9



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JK Lakshmi Cement

1Q miss; JKLC-UCW structure simplified

- 1QFY25 consolidated EBITDA at ~Rs2.2bn (Incred estimate: ~Rs2.6bn) was up 13% yoy while down 34% qoq mainly due to lower volume & realization.
- Company's board has approved a composite scheme of amalgamation between JKLC, Udaipur Cements, Hansdeep Industries & Hidrive Developers.
- We cut our FY25F/26F EBITDA estimates by ~2-4% to factor in near-term pricing/demand pressure. Retain ADD rating with a higher TP of Rs955.

Flat volume against 3-4% industry growth; pricing pressure remains

JK Lakshmi Cement's (JKLC) 1QFY25 consol. sales volume (incl. clinker) was flat yoy at ~3.04mt (~2% below Incred estimate). The volume growth was lower due to general elections in India and non-availability of labour in its primary markets. The company is aiming for a growth rate of at least ~2%, higher than the industry avg. of 6-7% (earlier guidance of 7-8%) in FY25F. Udaipur Cement Works or UCWL to achieve ~60% utilization level by FY25F. During 1Q, non-cement revenue was Rs1.3bn and readymix concrete or RMC revenue was at Rs730m, with an EBITDA margin of ~4%. Blended realization declined by ~6% qoq on lower prices across regions and a marginal increase in clinker sales. Management highlighted that avg. prices are down by Rs5-6/bag mom in Jul 2024 because of lower demand and intense volume push by large players. JKLC believes the prices will recover post monsoon once demand starts picking up, similar to previous years.

EBITDA/t falls to Rs732; cost savings to remain priority in near term

On a consol. basis, cost/t at Rs4,417 was down 13% yoy and flat qoq. P&F costs/t were down 11% qoq (on Kcal basis, fuel cost was at Rs1.63 in 1Q vs. Rs1.68 qoq and are likely to remain in this range for the next few quarters). Freight costs/t were down by ~2% qoq (lead distance flat qoq to ~372km). EBITDA/t declined by Rs300 qoq to Rs732, mainly due to lower realization and negative operating leverage. The current environment/strategy can help to bridge the gap with large players, as per management. Renewable energy and AFR will remain the company's focus areas for cost savings along with lead distance reduction. It expects overall savings of Rs50-75/t from the current level.

Leverage position to firm up on expansion but to remain <2.25x

JKCL's consol. gross and net debt stood at Rs20.5bn and Rs16.5bn, respectively, as of Jun 2024-end. Normal peak net debt/ EBITDA (consol.) was guided to be below 2x to 2.25x, despite expansion plans. At the consol. level, JKCL incurred a capex of Rs1.5-1.6bn in 1Q, with capex guidance at Rs15-16bn for FY25F while retaining FY26F-27F guidance. As regards its long-term vision, JKLC retained its guidance of ~30mtpa capacity by 2030F.

Maintain ADD rating with a target price of Rs955

JKLC trades at an EV/EBITDA of 9x & EV/t of US\$76 in FY26F. Retain ADD rating on it and roll forward to Sep 2025F target price of Rs955 (Rs910 earlier), set at 9x (unchanged) EV/EBITDA. Downside risks: Pressure on cement prices, project delay and a rise in costs.

Financial Summary	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue (Rsm)	64,515	67,885	71,445	78,966	88,078
Operating EBITDA (Rsm)	8,387	10,522	11,789	14,047	15,877
Net Profit (Rsm)	3,586	4,635	5,605	6,785	7,633
Core EPS (Rs)	30.5	39.4	47.6	57.6	64.8
Core EPS Growth	(26.9%)	29.2%	21.0%	21.0%	12.5%
FD Core P/E (x)	28.27	21.87	18.09	14.94	13.28
DPS (Rs)	3.5	6.5	4.8	5.8	6.5
Dividend Yield	0.41%	0.75%	0.55%	0.67%	0.75%
EV/EBITDA (x)	13.32	11.11	10.44	9.12	8.36
P/FCFE (x)	36.45	39.87	48.98	25.50	25.18
Net Gearing	35.1%	41.3%	51.8%	56.1%	57.5%
P/BV (x)	3.62	3.18	2.75	2.36	2.03
ROE	13.5%	15.5%	16.3%	17.0%	16.4%
% Change In Core EPS Estimates			(0.35%)	(0.34%)	(0.34%)
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS



1Q miss; JKLC-UCW structure simplified

Results review and earnings call takeaways

Demand & pricing outlook

- Volume: JKLC's consolidated volume was 3.04mt, flat yoy and ~7% lower gog vs. Incred estimate of 3.11mt.
- Blended average realization came in at Rs5,149/t down ~6% qoq and 10% yoy (~4% below our estimate).
- **Demand:** Management expects its growth to be at least 2% higher than the industry average in FY25F. It now projects the industry to grow by ~6-7%, down from the earlier guidance of 7-8%, due to lower demand in 1Q.
- Realization was impacted due to lower prices in key markets and a marginal increase in clinker sales during the quarter.
- Pricing: As per JKLC, cement prices declined in Jul 2024 across markets due
 to soft demand and aggressive volume push by large players. Current prices
 are the lowest in the last three years. As per management, cement prices
 were under pressure in the western markets too. Avg. pan-India prices are
 down by ~Rs5-7/bag mom. JKLC expects the pricing momentum to return
 post-monsoon, once the demand starts picking up, similar to the previous
 year's trend.
- JKLC is following a different strategy, from the players currently selling at lower prices, with a focus to position itself and sees the current environment as an opportunity to reduce the gap with large players.
- Eastern region expansion is a part of the company's geographical diversification, better able to cater to regional demand during peak time, Railway sidings will be able to service the markets which weren't possible earlier.

Costs & Margins

- Total operating costs/t declined by ~13% yoy and remained flat qoq at Rs4,417 where a) energy costs/t decreased by ~11% qoq to Rs1,127, b) logistics costs/t down by ~2% qoq to Rs1,038, and c) fixed costs increased by ~4% qoq but declined by ~4% yoy to Rs984/t.
- Energy costs were at Rs1.63/kcal vs. Rs1.68 qoq and they should remain in the same range over the next few quarters, as per JKLC.
- Renewable energy or RE & AFR will drive further cost savings along with lead distance reduction, aiming at savings of Rs50-75/t from the current levels.
- Consol. EBITDA for the quarter came in at ~Rs2.2bn vs. our expectation of ~Rs2.6bn and down by ~34% qoq (up ~13% yoy). EBITDA/t stood at Rs732 during the guarter vs. Rs1,032 in 4QFY24 and Rs646 in 1QFY24.
- Reported PAT was down by ~10% yoy and 55% qoq at ~Rs703m vs. our expectation of ~Rs1.1bn. Interest costs increased by 49% yoy and 9% qoq to Rs484m.
- **During the quarter**, JKLC's eastern region's EBITDA/t was ~Rs200 higher than in the northern and western regions.

Capacity expansion & utilization update

- **JKLC is in** the process of expanding its Surat grinding unit from 1.35mtpa to 2.7mtpa. The project is likely to cost Rs2.25bn, which will be funded through debt (Rs1.5bn) and the remaining through internal accruals.
- The company is also putting up a railway siding at its Durg cement plant at a cost of Rs3.25bn, which will be funded through debt of Rs2.25bn and the remaining from internal accruals.



- The company is expanding clinker capacity at its IG cement plant at Durg in Chhattisgarh by putting up a clinker line of 2.3mtpa and 4 GUs aggregating to 4.6mtpa at Durg in Chhattisgarh and also three split location cement grinding units with an aggregate grinding capacity of 3.4mtpa at Prayagraj in Uttar Pradesh, Madhubani in Bihar & Patratu in Jharkhand. The project is likely to cost Rs25bn, which is proposed to be funded through term loans from banks amounting to Rs17.5bn & the remaining through internal accruals.
- In 1Q, standalone capex incurred was Rs900m, with plans to spend Rs 8-9bn for the remaining three quarters of FY25F. Consolidated capex was Rs 1.5-1.6bn in 1QFY25F, with a total Rs15-16bn expected over the next three quarters of FY25F. Consolidated capex in FY26F is projected to be Rs13-14bn.
- UCWL: Targets to achieve 60% utilization level by FY25F, with a peak longrun utilization level of ~75% by FY26F.
- Northeast: The northeast region expansion is progressing as planned, with land acquisition to be completed soon. The plant set up will follow within 14-16 months after receiving the environmental clearance (EC), which is expected by FY25F.

Other updates

- Consolidate net debt/EBITDA stood at 1.75x as of Jun 2024-end vs 1.23x as of Mar 2024-end and 1.22x as of Jun 2023-end.
- Conveyor belt approval for the Durg plant is likely within the next few months.
- Net debt/EBITDA ratio is projected to remain below 2-2.25x, despite expansion plan.
- **Debt:** During 1Q, standalone gross debt was at Rs7bn and net debt at Rs3.25bn, on a consolidated basis, gross debt was at Rs20.5bn and net debt at Rs16.5bn.
- Non-cement revenue was at Rs1.32bn, with an EBITDA margin of ~4%. RMC revenue was Rs720m.
- Cement & clinker share: During 1Q, standalone clinker volume stood at 0.158mt, cement volume at 2.168mt vs. 0.161mt and 2.37mt in 4QFY24. On a consolidated basis, in 1Q it had a volume of 2.8mt from cement, 0.284mt from clinker vs. 2.831mt cement and 0.205mt clinker gog.
- Overall, JKLC's limestone reserves can meet its requirements for the next 35 to 50 years, after factoring in its current expansion plans.
- Trade mix was 55% versus 56% qoq, and blended mix was 65% versus 66% in 4Q.
- **Lead distance** was 372km, flat on qoq level, and a reduction of 12km yoy. FY24 average was 384km.
- In 1Q, CC ratio stood at 1.45x, AFR at 12% and RE at 48%.
- Approval for conveyor belt at the Durg plant is likely in the next few months.
- JKLC's board has approved the Composite Scheme of Arrangement which
 provides merger of its subsidiaries (UCWL and a few others) into itself, subject
 to regulatory approvals. The appointment date for the merger is 1 Apr 2024.
 JKLC will issue 4 equity shares for every 100 shares of UCWL. The scheme
 is expected to be effective from 2HFY25F.
- JKLC believes the merger will bring in synergies.

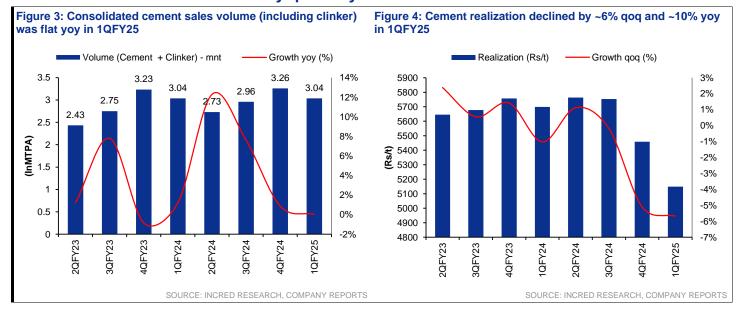


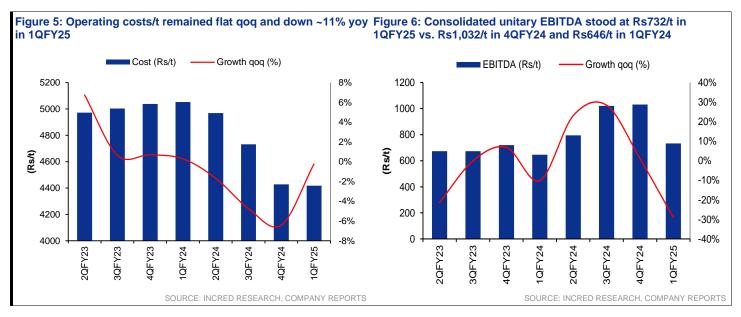
Particulars (Rs m)	1QFY25	1QFY25F	4QFY24	1QFY24 —	% Change		
		TQFTZJF	4QF124	TQF124	1QFY25F	4QFY24	1QFY24
Net Sales	15,639	16,706	17,809	17,303	-6%	-12%	-10%
Raw Materials Consumed	3,854	3,743	3,720	4,205	3%	4%	-8%
Freight and Forwarding Expenses	3,152	3,323	3,472	3,433	-5%	-9%	-8%
Power and Fuel Costs	3,422	4,028	4,153	4,577	-15%	-18%	-25%
Employee Costs	1,014	1,030	953	1,084	-2%	6%	-7%
Other Expenses	1,973	2,000	2,147	2,040	-1%	-8%	-3%
Total Expenditure	13,415	14,123	14,443	15,340	-5%	-7%	-13%
EBITDA	2,224	2,582	3,365	1,962	-14%	-34%	13%
Depreciation	717	697	679	557	3%	6%	29%
EBIT	1,507	1,886	2,687	1,405	-20%	-44%	7%
Interest	484	447	446	331	8%	9%	46%
Other Income	131	195	263	111	-33%	-50%	18%
PBT	1,154	1,634	2,503	1,185	-29%	-54%	-3%
Tax	504	539	879	388	-7%	-43%	30%
PAT before MI & Associates	650	1,094	1,624	798	-41%	-60%	-19%
Minority Interest	-27	0	51	13			
Profit from Assoc.	26	0	-3	0			
Recurring PAT	703	1,094	1,570	785	-36%	-55%	-10%
Extraordinary Items	0	0	0	0			
Reported PAT	703	1,094	1,570	785	-36%	-55%	-10%
EPS (Rs)	6.0	9.3	13.3	6.7	-36%	-55%	-10%
Gross Margin	33%	34%	36%	29%	-27 bp	-298 bp	392 b
EBITDA Margin	14.2%	15.5%	18.9%	11.3%	-124 bp	-468 bp	288 b
EBIT Margin	10%	11%	15%	8%	-165 bp	-545 bp	151 b
PBT Margin	7%	10%	14%	7%	-240 bp	-668 bp	52 b
PAT Margin	4%	7%	9%	5%	-206 bp	-432 bp	-4 b
Tax Rate	44%	33%	35%	33%	1065 bp	852 bp	1,096 b
Cost Items as q % of Sales							
RM Costs	25%	22%	21%	24%	224 bp	376 bp	34 b
Freight Costs	20%	20%	19%	20%	26 bp	66 bp	31 b
P&F Costs	22%	24%	23%	26%	-223 bp	-144 bp	-457 b

Per tonne analysis	1QFY25	1QFY25F	4QFY24	1QFY24	% Change		hange
					1QFY25F	4QFY24	1QFY24
Sales volume (Cement + Clinker)	3.04	3.11	3.26	3.03	-2%	-7%	0.2%
Realization	5,149	5,374	5,459	5,699	-4%	-6%	-10%
EBITDA/t	732	831	1,032	646	-12%	-29%	13%
RM Costs/t	1,269	1,204	1,140	1,385	5%	11%	-8%
P&F Costs/t	1,127	1,296	1,273	1,508	-13%	-11%	-25%
Freight Costs/t	1,038	1,069	1,064	1,131	-3%	-2%	-8%
Employee Costs/t	334	331	292	357	1%	14%	-7%
Other Expenses/t	650	643	658	672	1%	-1%	-3%
Total Cost/t	4,417	4,543	4,428	5,053	-3%	0%	-13%



Key quarterly charts ➤







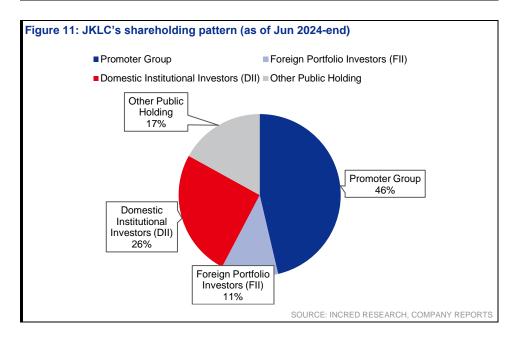
Key changes ▶

Figure 7: Our re	vised earnings	estimate	S				
Rs m	New	,	0	ld	Change (%)		
	FY25F	FY26F	FY25F	FY26F	FY25F	FY26F	
Sales	71,445	78,966	74,482	83,004	-4%	-5%	
EBITDA	11,789	14,047	12,295	14,299	-4%	-2%	
PAT	5,605	6,785	6,211	7,299	-11%	-8%	
EPS (Rs.)	47.6	57.6	53	62	-11%	-8%	
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS							

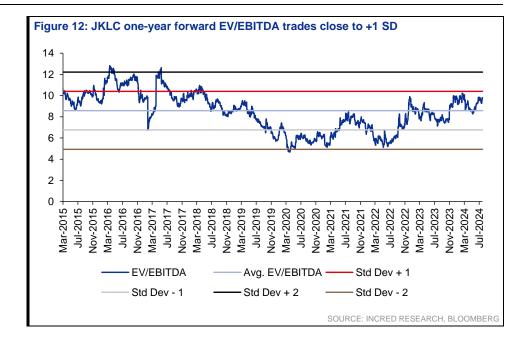
Figure 8: Changes in our earnings estimates vs. Bloomberg consensus estimates									
Rs m	Incred			Consensus			Change (%)		
	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F
Sales	71,445	78,966	88,165	73,767	82,271	89,797	-3%	-4%	-2%
EBITDA	11,789	14,047	15,964	12,329	14,349	16,377	-4%	-2%	-3%
PAT	5,605	6,785	7,697	5,823	6,769	7,987	-4%	0%	-4%
		S	OURCE: INC	RED RESE	ARCH ESTI	MATES, CO	MPANY RE	PORTS, BLC	OMBERG

FY23A	FY24A	FY25F	FY26F	FY27F
11	12	13	14	16
2%	5%	9%	9%	10%
5,650	5,662	5,492	5,569	5,653
17%	0%	-3%	1%	1%
4,916	4,785	4,586	4,579	4,629
23%	-3%	-4%	0%	1%
735	878	906	991	1024
-13%	19%	3%	9%	3%
8,387	10,522	11,789	14,047	15,964
-12%	25%	12%	19%	14%
	11 2% 5,650 17% 4,916 23% 735 -13% 8,387	11 12 2% 5% 5,650 5,662 17% 0% 4,916 4,785 23% -3% 735 878 -13% 19%	11 12 13 2% 5% 9% 5,650 5,662 5,492 17% 0% -3% 4,916 4,785 4,586 23% -3% -4% 735 878 906 -13% 19% 3% 8,387 10,522 11,789	11 12 13 14 2% 5% 9% 9% 5,650 5,662 5,492 5,569 17% 0% -3% 1% 4,916 4,785 4,586 4,579 23% -3% -4% 0% 735 878 906 991 -13% 19% 3% 9% 8,387 10,522 11,789 14,047

Figure 10: Maintain ADD rating w (Unchanged) EV/EBITDA	ith a Sep 2025F target price of Rs955, set at 9x	
Valuation		TP
Target EV/EBITDA (x)		9.0
Target EV (Rs m)		1,34,659
Net debt / (cash) (Rs m)		22,536
No. of shares (m)		118
Fair value per share (Rs)		955
	SOURCE: INCRED RESEARCH ESTIMATES, COMPANY F	REPORTS

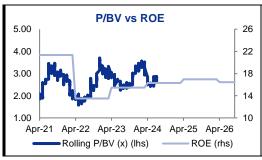








BY THE NUMBERS





Profit & Loss					
(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Net Revenues	64,515	67,885	71,445	78,966	88,078
Gross Profit	64,515	67,885	71,445	78,966	88,078
Operating EBITDA	8,387	10,522	11,789	14,047	15,877
Depreciation And Amortisation	(2,283)	(2,460)	(3,001)	(3,511)	(3,967)
Operating EBIT	6,104	8,062	8,788	10,537	11,910
Financial Income/(Expense)	(1,334)	(1,504)	(1,685)	(1,853)	(2,094)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	575	681	688	702	716
Profit Before Tax (pre-EI)	5,345	7,239	7,792	9,385	10,531
Exceptional Items		3			
Pre-tax Profit	5,345	7,242	7,792	9,385	10,531
Taxation	(1,654)	(2,446)	(2,026)	(2,440)	(2,738)
Exceptional Income - post-tax					
Profit After Tax	3,691	4,795	5,766	6,945	7,793
Minority Interests	(105)	(161)	(161)	(161)	(161)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	3,586	4,635	5,605	6,785	7,633
Recurring Net Profit	3,586	4,633	5,605	6,785	7,633
Fully Diluted Recurring Net Profit	3,586	4,633	5,605	6,785	7,633

Cash Flow					
(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
EBITDA	8,387	10,522	11,789	14,047	15,877
Cash Flow from Invt. & Assoc.					
Change In Working Capital	1,331	(1,261)	1,578	(181)	566
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	575	681	688	702	716
Other Operating Cashflow	(963)	3,001	3,001	3,001	3,001
Net Interest (Paid)/Received	(1,334)	(1,504)	(1,685)	(1,853)	(2,094)
Tax Paid	(1,654)	(2,446)	(2,026)	(2,440)	(2,738)
Cashflow From Operations	6,342	8,992	13,345	13,275	15,327
Capex	(7,320)	(10,060)	(15,500)	(14,000)	(16,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	4,325	1,261	(276)	(500)	
Cash Flow From Investing	(2,995)	(8,800)	(15,776)	(14,500)	(16,000)
Debt Raised/(repaid)	(566)	2,351	4,500	5,200	4,700
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(412)	(765)	(561)	(678)	(763)
Preferred Dividends					
Other Financing Cashflow	(1,680)	(1,942)	(3,161)	(3,161)	(3,161)
Cash Flow From Financing	(2,658)	(356)	778	1,360	775
Total Cash Generated	689	(164)	(1,652)	135	102
Free Cashflow To Equity	2,781	2,543	2,070	3,975	4,027
Free Cashflow To Firm	4,681	1,696	(745)	629	1,421

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	8,504	6,397	4,745	4,880	4,982
Total Debtors	654	443	587	649	724
Inventories	8,416	9,912	9,591	9,952	11,100
Total Other Current Assets	1,677	1,660	1,643	1,895	2,114
Total Current Assets	19,252	18,412	16,567	17,376	18,921
Fixed Assets	34,547	50,757	62,756	72,246	83,279
Total Investments	151	345	345	345	345
Intangible Assets	9,625	4,557	4,832	5,332	5,332
Total Other Non-Current Assets	1,833	2,430	2,930	3,930	4,930
Total Non-current Assets	46,157	58,088	70,863	81,853	93,886
Short-term Debt	3,174	4,610	5,610	6,810	8,010
Current Portion of Long-Term Debt					
Total Creditors	5,860	5,560	5,714	6,188	6,875
Other Current Liabilities	7,371	10,201	11,431	11,450	12,771
Total Current Liabilities	16,406	20,370	22,755	24,448	27,656
Total Long-term Debt	15,289	15,639	19,139	23,139	26,639
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	5,305	6,921	6,921	6,921	6,921
Total Non-current Liabilities	20,594	22,560	26,060	30,060	33,560
Total Provisions					
Total Liabilities	37,000	42,930	48,815	54,508	61,216
Shareholders Equity	28,039	31,867	36,911	43,017	49,887
Minority Interests	370	1,704	1,704	1,704	1,704
Total Equity	28,409	33,570	38,615	44,721	51,590

Key Ratios					
	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue Growth	19.0%	5.2%	5.2%	10.5%	11.5%
Operating EBITDA Growth	(11.8%)	25.4%	12.0%	19.2%	13.0%
Operating EBITDA Margin	13.0%	15.5%	16.5%	17.8%	18.0%
Net Cash Per Share (Rs)	(84.62)	(117.69)	(169.96)	(212.99)	(252.05)
BVPS (Rs)	238.22	270.74	313.60	365.48	423.85
Gross Interest Cover	4.58	5.36	5.22	5.69	5.69
Effective Tax Rate	30.9%	33.8%	26.0%	26.0%	26.0%
Net Dividend Payout Ratio	11.5%	16.5%	10.0%	10.0%	10.0%
Accounts Receivables Days	2.85	2.95	2.63	2.86	2.84
Inventory Days	40.24	49.27	49.82	45.17	43.62
Accounts Payables Days	30.95	36.33	34.49	33.46	33.02
ROIC (%)	14.0%	14.9%	13.5%	13.8%	13.6%
ROCE (%)	13.5%	16.0%	15.0%	15.3%	14.8%
Return On Average Assets	8.1%	8.9%	9.1%	9.4%	9.3%

SOURCE: INCRED RESEARCH, COMPANY REPORTS



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