

India

**Overweight** (no change)

**Highlighted Companies**

**Ambuja Cements Ltd**

ADD, TP Rs700, Rs545 close

Ambuja Cements is likely to record superior growth and EBITDA/t expansion in the medium- to long-term led by capacity expansion, efficiency improvement measures, benefits from synergies with the integrated Adani infrastructure platform and supported by a strong balance sheet.

**UltraTech Cement Ltd**

ADD, TP Rs12190, Rs10729 close

We see UltraTech Cement as a key beneficiary of the India infrastructure capex theme in the medium- to long-term, aided by timely significant addition of new capacity, potential profitability and a pan-India strong brand presence. We also view the company's financial leverage as manageable.

**Summary Valuation Metrics**

P/E (x)	Mar24-A	Mar25-F	Mar26-F
Ambuja Cements Ltd	45.69	51.65	40.49
UltraTech Cement Ltd	43.32	49.26	37.39
P/BV (x)	Mar24-A	Mar25-F	Mar26-F
Ambuja Cements Ltd	2.92	2.49	2.38
UltraTech Cement Ltd	5.14	4.79	4.4
Dividend Yield	Mar24-A	Mar25-F	Mar26-F
Ambuja Cements Ltd	0.37%	0.35%	0.59%
UltraTech Cement Ltd	0.79%	0.51%	0.67%

# Cement

## Trailing in 1H, infra spending to revive 2H

- In 2Q, cement volume grew by ~2% yoy (while down ~11% qoq). However, the ABD (Adani, Birla, Dalmia) group outperformed the industry with higher growth.
- Avg. unit EBITDA fell by ~Rs233 qoq in 2Q, driven by bottomed-out prices. Fuel cost dip, decline in fixed costs & price hikes to improve the outlook in 2H.
- We maintain our Overweight stance on the cement sector and retain Ultratech Cement and Ambuja Cements as our top stock picks in the cement sector.

### Top players lead in difficult conditions; govt capex to aid 2H demand

Our analysis of India's top listed cement companies shows that overall volume growth for the industry was negative at 0.5-1% in 2QFY25, where our coverage universe grew by ~2% yoy. In our coverage stocks, Ultratech Cement (UTCEM), Adani Cements, and Dalmia Bharat posted industry-leading growth on gaining market share. We believe Shree Cement's preference for better realization during the quarter resulted in the lowest volume growth of -7% yoy (-21% qoq) among the top-5, like the other players. Management commentaries highlighted that overall demand environment was weak due to higher-than-expected rainfall and delayed government capex. Most players expect cement demand to be better in the second half and the momentum to start picking up from late Nov 2024F, however a softer 1H cut the growth outlook for FY25F by 100bp to 4-5%, from 6-7% earlier.

### Realization decline continues; demand boost to revive prices

On a qoq basis, the industry posted ~3% fall in average realization in 2QFY25, a third consecutive quarter of decline, with prices continuing to remain at a lower level due to the demand remaining weak across regions and a faster ramp-up of capacities acquired by large players. Management commentaries and our recent channel check indicate that current prices are slightly better vs. Sep 2024 exit prices by 0.5-0.6%. Region-wise, current prices are better in northern, central and western regions, while the eastern and south region prices have crashed, dropping by ~17-18% yoy, along with difficulty to pass on price hike in the regions post-general elections. We feel the price recovery will be driven largely by how quickly demand improves region-wise and how strategically leaders play out in 2H.

### EBITDA/t at bottom; stable fuel costs & volume to bring in recovery

On unit/t basis, total costs were up 2% qoq, with higher fixed costs overshadowing the saving in variable costs. Average EBITDA/t fell by ~Rs233 qoq to Rs479 and is now at the same level, as was seen during the start of Russia-Ukraine war. The highest qoq decline in EBITDA/t was reported by JKCE, JKLC while ACEM posted a qoq increase. From our coverage, SRCM was the only company to report EBITDA/t of >Rs800 (realization over volume). Fuel costs across companies declined to Rs1.60/t. We expect profitability to bottom out and recover from the current levels, with the fuel cost environment, improving efficiency in cost savings and the expected uptick in cement prices.

### Selective in this space, UTCEM and ACEM remain our preferred picks

We believe 2H will be better with the government-targeted capex, which has been lower YTD, and chasing the annual target which will revive demand. We retain our Overweight stance on the sector, with Ultratech Cement and Ambuja Cements as our top stock picks.

**Research Analyst(s)**



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**Figure 1: 2QFY25 earnings performance 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.	1,56,347	-2%	-13%	20,183	-21%	-34%	8,200	-36%	-52%
SRCM	40,542	-15%	-21%	6,135	-31%	-34%	766	-83%	-72%
ACC - consol.	46,135	4%	-11%	4,364	-21%	-36%	2,000	-48%	-44%
ACEM	42,132	6%	-7%	6,805	-12%	5%	5,007	-22%	-12%
TRCL	20,382	-12%	-2%	3,121	-22%	-2%	256	-75%	-28%
JKCE-consol	25,601	-7%	-9%	2,840	-39%	-42%	1,362	-23%	-26%
BCORP	19,526	-15%	-11%	1,772	-39%	-31%	(252)	NA	NA
HEIM	4,614	-19%	-13%	375	-46%	-52%	112	-69%	-72%
DALBHARA	30,870	-2%	-15%	4,340	-27%	-35%	490	-60%	-81%
JKLC - consol.	12,343	-22%	-21%	893	-59%	-60%	(109)	NA	NA
ORCMNT	5,440	-25%	-22%	442	-49%	-54%	23	-91%	-94%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

## Trailing in 1H, infra spending to revive 2H

### India cement sector - 2QFY25 results review

#### 2QFY25 performance of our coverage companies ➤

#### Differentiated aspiration on growth; 2H remains crucial

- **Difference on growth outlook:** Leading players like Ultratech Cement (UTCEM), Adani Cements (ACC + ACEM) and Dalmia Bharat or DALBHARA maintained their positive stance on cement demand in India and expect the industry to grow by an average 7-9% in 2HFY25F, remaining confident on outperforming the industry growth rate. However, players like Shree Cement or SRCM, JK Cement or JKCE, JK Lakshmi Cement or JKLC, and Birla Corporation or BCORP expect to grow in line with the industry in 2HFY25F.
- **Price recovery remains key for the year:** Pan-India cement prices, which started declining from Oct 2023, are now down 12% on a yoy basis. Even though prices have marginally recovered in some regions from Sep 2024, in 2HFY25F any steep recovery in prices seems to be challenging as both the existing (acquired) and new capacities have ramped up faster than anticipated, and along with it the FY25F growth target might put some players in a position to go for bulk volumes (in order to gain more market share), thereby keeping cement prices under pressure.
- **Realization at Covid-19 pandemic levels:** Our analysis of the industry's average realization suggests that the industry is currently around the FY21 (Covid-19 pandemic levels), in line with cement prices trend. Based on our channel check, we don't anticipate any further slide in average realization and average price (exception in some regions) in the coming quarters.
- **Consolidation momentum to continue:** During 1H, the industry saw some major acquisitions by large players, which is expected to further consolidate their position in terms of market share. We believe that further pricing pressure will keep small regional players' profitability at a disadvantage in comparison to large players with a pan-India presence, higher brand value, better-diversified realization and aggressive cost savings target. We expect the large players to strategically cash out on any emerging inorganic opportunity in the long run.

#### 2QFY25 operational performance

**Figure 2: Volume growth trend – combined volume of our coverage cement companies increased by ~2% yoy and decreased by ~12% qoq in 2QFY25**

Volume	2QFY25	1QFY25	2QFY24	yoy (%)	qoq (%)
UTCEM - consol.	27.8	32.0	26.7	4%	-13%
SRCM	7.6	9.6	8.2	-7%	-21%
ACC - consol.	9.3	10.2	8.1	15%	-9%
ACEM	8.7	9.3	7.6	14%	-6%
TRCL	4.5	4.4	4.6	-3%	3%
JKCE - consol.	4.3	4.8	4.5	-4%	-11%
BCORP	4.0	4.4	4.2	-5%	-9%
HEIM	1.0	1.1	1.2	-15%	-13%
DALBHARA - consol.	6.7	7.4	6.2	9%	-9%
JKLC - consol.	2.5	3.0	3.0	-18%	-18%
ORCMNT	1.1	1.36	1.4	-23%	-19%
<b>Coverage Total</b>	<b>77.5</b>	<b>87.6</b>	<b>75.7</b>	<b>2%</b>	<b>-12%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 3: Blended realization growth trend - average realization declined by ~2% qoq and ~8% yoy due to prices remaining soft during the quarter**

Realisation/t	2QFY25	1QFY25	2QFY24	yoy (%)	qoq (%)
UTCCEM - consol.	5,499	5,596	6,035	-8.9%	-1.7%
SRCM	5,334	5,315	5,822	-8.4%	0.4%
ACC - consol.	4,680	4,757	5,125	-8.7%	-1.6%
ACEM	4,843	4,856	5,223	-7.3%	-0.3%
TRCL	4,539	4,790	5,053	-10.2%	-5.2%
JKCE - consol.	5,913	5,793	6,100	-3.1%	2.1%
BCORP	4,722	4,843	5,211	-9.4%	-2.5%
HEIM	4,689	4,705	4,871	-3.7%	-0.3%
DALBHARA - consol.	4,607	4,893	5,119	-10.0%	-5.8%
JKLC - consol.	4,983	5,149	5,763	-13.5%	-3.2%
ORCMNT	4,982	5,135	5,057	-1.5%	-3.0%
<b>Coverage average</b>	<b>4,981</b>	<b>5,076</b>	<b>5,398</b>	<b>-7.7%</b>	<b>-1.9%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 4: Trend in unit cost – average total costs/t declined by 3% yoy and up by 3% qoq in 2QFY25 due to higher fixed costs, and we expect the costs to remain stable in the near term**

Cost/t	2QFY25	1QFY25	2QFY24	yoy (%)	qoq (%)
UTCCEM - Consol.	4,891	4,704	4,936	-1%	4%
SRCM	4,527	4,354	4,741	-5%	4%
ACC - Consol.	4,492	4,388	4,797	-6%	2%
ACEM	4,061	4,161	4,206	-3%	-2%
TRCL	3,844	4,057	4,188	-8%	-5%
JKCE – Consol	5,257	4,790	5,065	4%	10%
BCORP	4,472	4,411	4,777	-6%	1%
HEIM	4,308	4,015	4,273	1%	7%
DALBHARA - Consol	3,960	3,989	4,157	-5%	-1%
JKLC - Consol.	4,623	4,417	4,968	-7%	5%
ORCMNT	4,577	4,427	4,449	3%	3%
<b>Coverage average</b>	<b>4,456</b>	<b>4,338</b>	<b>4,596</b>	<b>-3%</b>	<b>3%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 5: Unit EBITDA (for our coverage companies) declined by 33% qoq and 26% yoy in 2QFY25**

EBITDA/t	2QFY25	1QFY25	2QFY24	yoy (%)	qoq (%)
UTCCEM - consol.	725	951	1,191	-39%	-24%
SRCM	807	962	1,081	-25%	-16%
ACC - consol.	469	666	678	-31%	-30%
ACEM	782	695	1,018	-23%	13%
TRCL	695	733	865	-20%	-5%
JKCE – consol	656	1,003	1,035	-37%	-35%
BCORP	446	590	691	-35%	-24%
HEIM	381	690	598	-36%	-45%
DALBHARA - consol.	648	904	963	-33%	-28%
JKLC - consol.	360	732	795	-55%	-51%
ORCMNT	405	708	607	-33%	-43%
<b>Coverage average</b>	<b>580</b>	<b>785</b>	<b>866</b>	<b>-33%</b>	<b>-26%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 6: 2QFY25 results review – yoy change where top players performed relatively better on the volume front**

2QFY25 - YoY (change)	Ultratech	Dalmia	Ambuja	ACC	Shree	Orient	BCORP	Nuvoco	Sagar	Ramco	JK Lakshmi	JK CEMENT	HEIM
Sales volume growth (%)	4.3%	9%	14%	15%	-7%	-15%	-5%	-7%	-12%	-3%	-9%	-4%	-15%
<b>Rs/t change -</b>													
Realization	-536	-512	-381	-445	-487	-58	-489	-316	-375	-513	-780	-187	-182
<b>EBITDA/t</b>	<b>-466</b>	<b>-315</b>	<b>-235</b>	<b>-209</b>	<b>-273</b>	<b>84</b>	<b>-245</b>	<b>-212</b>	<b>-287</b>	<b>-170</b>	<b>-435</b>	<b>-379</b>	<b>-217</b>
Raw material costs/t	76	-201	427	251	-54	-80	-199	143	203	-2	-207	27	-58
P&F costs/t	-151	-78	-347	-252	-343	-206	-159	-116	-489	-238	-279	-265	-90
Freight costs/t	-38	74	-121	-168	39	44	8	-39	-17	-69	-9	141	-18
Employee costs/t	47	-40	-45	-46	54	78	13	11	37	2	62	113	75
Other expenses/t	21	49	-60	-90	91	22	30	-35	46	-37	88	175	127
<b>Costs/t</b>	<b>-45</b>	<b>-197</b>	<b>-145</b>	<b>-305</b>	<b>-214</b>	<b>-142</b>	<b>-306</b>	<b>-104</b>	<b>-88</b>	<b>-344</b>	<b>-346</b>	<b>192</b>	<b>35</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 7: 2QFY25 results review – qoq change where industry saw a decline in volume, realization and profitability**

2QFY25 - QoQ (change)	Ultratech	Dalmia	Ambuja	ACC	Shree	Orient	BCORP	Nuvoco	Sagar	Ramco	JK Lakshmi	JK CEMENT	HEIM
Sales volume growth (%)	-12.9%	-9%	-6%	-9%	-21%	-21%	-9%	-13%	-10%	3%	-18%	-11%	-13%
<b>Rs/t change -</b>													
Realization	-97	-286	-13	-77	19	-10	-121	-91	-273	-250	-166	119	-16
<b>EBITDA/t</b>	<b>-226</b>	<b>-256</b>	<b>88</b>	<b>-197</b>	<b>-155</b>	<b>-150</b>	<b>-143</b>	<b>-194</b>	<b>-192</b>	<b>-38</b>	<b>-372</b>	<b>-347</b>	<b>-309</b>
Raw material costs/t	39	-153	4	210	1	-57	53	26	41	112	-222	55	99
P&F costs/t	-28	32	-55	-138	-73	2	21	5	-258	-179	168	-37	75
Freight costs/t	-22	-23	-94	-62	46	24	-74	-4	-11	-99	48	51	-33
Employee costs/t	97	19	3	34	83	125	17	27	28	-11	111	67	35
Other expenses/t	100	96	42	61	117	46	44	48	30	-37	101	331	117
<b>Costs/t</b>	<b>187</b>	<b>-29</b>	<b>-100</b>	<b>104</b>	<b>174</b>	<b>140</b>	<b>61</b>	<b>103</b>	<b>-81</b>	<b>-213</b>	<b>205</b>	<b>467</b>	<b>293</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Key 2QFY25 financials of our coverage companies ➤

Figure 8: 2QFY25 revenue performance

Company	Revenue (Rs m)	% chg (yoy)	% chg (qoq)
UTCEM - consol.	1,56,347	-2%	-13%
SRCM	40,542	-15%	-21%
ACC - consol.	46,135	4%	-11%
ACEM	42,132	6%	-7%
TRCL	20,382	-12%	-2%
JKCE - consol.	25,601	-7%	-9%
BCORP	19,526	-15%	-11%
HEIM	4,614	-19%	-13%
DALBHARA - consol.	30,870	-2%	-15%
JKLC - consol.	12,343	-22%	-21%
ORCMNT	5,440	-25%	-22%
<b>Coverage Total</b>	<b>4,03,933</b>	<b>-5%</b>	<b>-13%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 9: 2QFY25 EBITDA performance

Company	EBITDA (Rs m)	% chg (yoy)	% chg (qoq)
UTCEM - consol.	20,183	-21%	-34%
SRCM	6,135	-31%	-34%
ACC - consol.	4,364	-21%	-36%
ACEM	6,805	-12%	5%
TRCL	3,121	-22%	-2%
JKCE - consol.	2,840	-39%	-42%
BCORP	1,772	-39%	-31%
HEIM	375	-46%	-52%
DALBHARA - consol.	4,340	-27%	-35%
JKLC - consol.	893	-59%	-60%
ORCMNT	442	-49%	-54%
<b>Coverage Total</b>	<b>51,268</b>	<b>-25%</b>	<b>-31%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

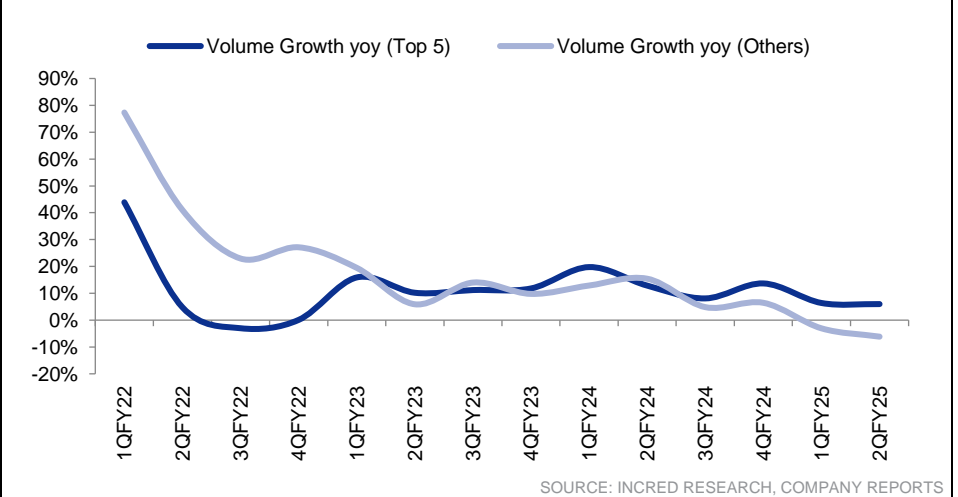
Figure 10: 2QFY25 adjusted PAT performance

Company	PAT (Rs m)	% chg (yoy)	% chg (qoq)
UTCEM - consol.	8,200	-36%	-52%
SRCM	766	-83%	-72%
ACC - consol.	2,000	-48%	-44%
ACEM	5,007	-22%	-12%
TRCL	256	-75%	-28%
JKCE - consol.	1,362	-23%	-26%
BCORP	(252)	NA	NA
HEIM	112	-69%	-72%
DALBHARA - consol.	490	-60%	-81%
JKLC - consol.	(109)	NA	NA
ORCMNT	23	-91%	-94%
<b>Coverage Total</b>	<b>17,855</b>	<b>-47%</b>	<b>-50%</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

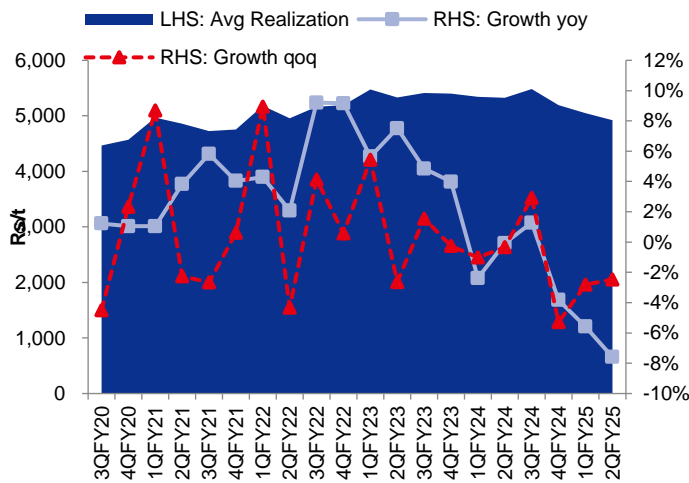
Key operational quarterly charts (2QFY25 results review) ➤

Figure 11: Volume growth trend 2QFY25 – combined volume of top 5 companies was up by ~6.0% yoy vs. negative yoy growth of 6% other players



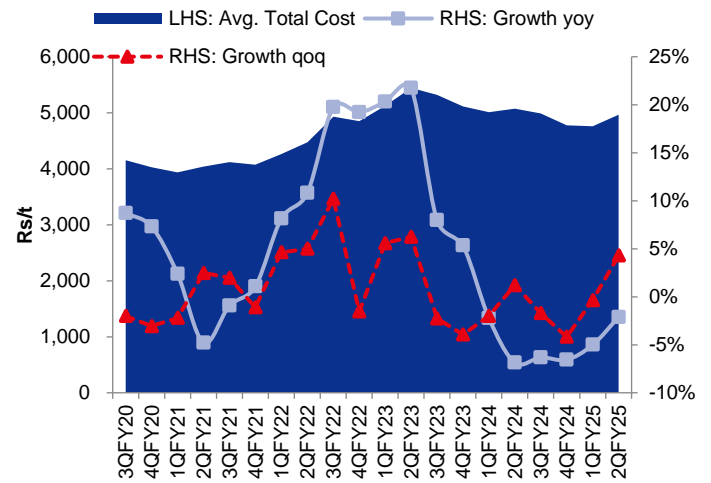
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 12: Realization trend - average realization declined by ~3% qoq and ~8% yoy in 2QFY25**



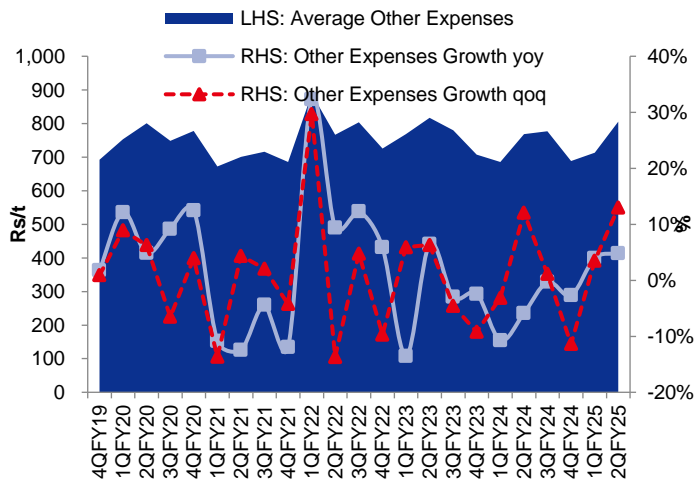
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 13: Trend in unit cost – average total costs/t up by ~4% qoq and down by ~2% yoy; we expect the costs to cool off in the coming quarters**



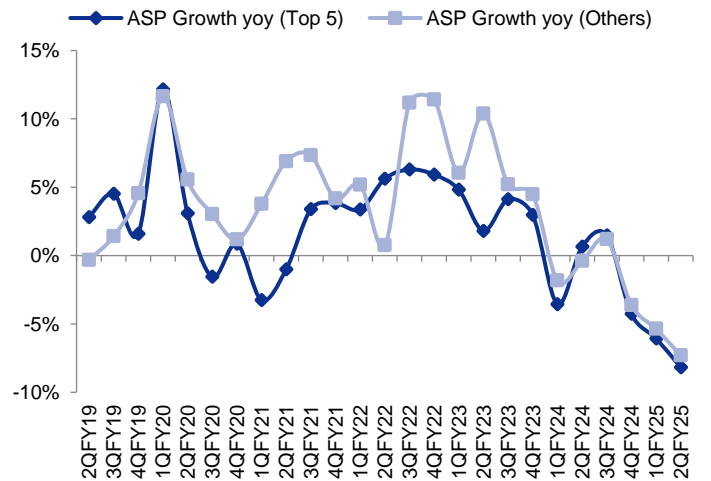
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 14: Other expenses were up by 5% yoy and 13% qoq due to higher fixed costs and negative leverage in 2QFY25**



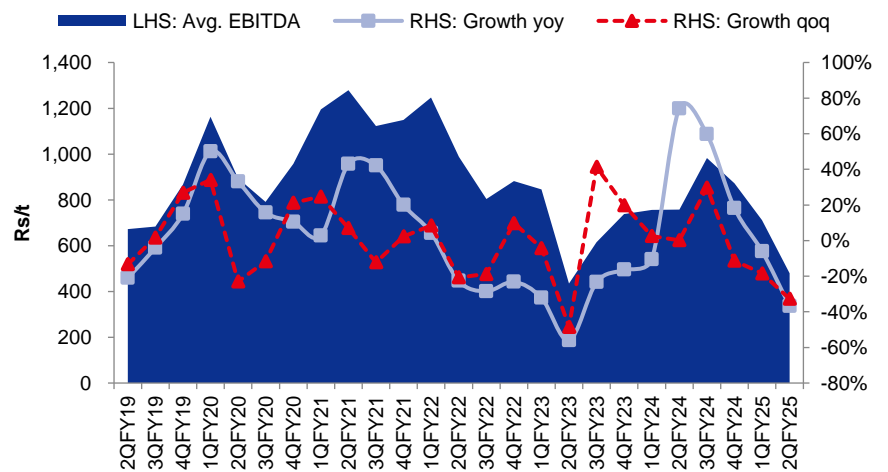
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 15: ASP of Top-5 players continues to decline more than that of other players**



SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 16: Sector unit EBITDA declined in 2QFY25 by 33% qoq and 37% yoy; we expect profitability to improve from 3QFY25F**



SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 17: Industry's average performance and declining realization continues to drag profitability in an easing costs environment**

Rs/t	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25
<b>Realization</b>	<b>4,989</b>	<b>5,205</b>	<b>5,220</b>	<b>5,496</b>	<b>5,352</b>	<b>5,434</b>	<b>5,416</b>	<b>5,353</b>	<b>5,336</b>	<b>5,514</b>	<b>5,219</b>	<b>5,073</b>	<b>4,948</b>
Raw material Costs	781	773	933	805	924	872	1,012	1,004	1,027	994	1,097	1,056	1,059
P& F Costs	1,140	1,439	1,367	1,674	1,806	1,744	1,534	1,514	1,458	1,368	1,225	1,243	1,221
Freight Costs	1,104	1,158	1,169	1,213	1,171	1,188	1,235	1,195	1,140	1,210	1,211	1,192	1,184
Other Costs	767	803	725	768	817	779	708	686	768	777	689	713	805
Employee Costs	338	327	267	307	326	307	270	295	326	314	272	305	291
<b>Total Costs</b>	<b>4,130</b>	<b>4,545</b>	<b>4,466</b>	<b>4,775</b>	<b>5,052</b>	<b>4,923</b>	<b>4,786</b>	<b>4,705</b>	<b>4,684</b>	<b>4,635</b>	<b>4,444</b>	<b>4,475</b>	<b>4,575</b>
<b>EBITDA/t</b>	<b>968</b>	<b>792</b>	<b>872</b>	<b>832</b>	<b>437</b>	<b>626</b>	<b>740</b>	<b>759</b>	<b>775</b>	<b>990</b>	<b>887</b>	<b>704</b>	<b>490</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 18: Fuel costs booked by various companies on Kcal basis and cost reduction targets**

Rs Kcal	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	FY25F	Vs spot prices
ACC	3.1	2.61	2.35	2.13	1.85	1.86	1.91	1.71	1.57		
ACEM	2.8	2.33	2.1	2.09	1.82	1.84	1.84	1.73	1.59	Rs500/t savings in the medium term.	
UTCCEM	2.5	2.6	2.5	2.34	2.12	2.05	2.03	2	1.84	Rs300/t savings in the next three-to-four years.	
SRCM	2.83	2.53	2.53	2.37	2.05	1.78	1.82	1.76	1.71	Expected to reduce from the current level, Rs1.64-1.65/kcal.	
JKCE	2.4	2.6	2.41	2.2	1.9	1.82	1.79	1.62	1.65	Working on Rs150/t savings over the next two years.	
Nuvoco	2.64	2.74	2.31	1.94	1.77	1.67	1.63	1.57	1.54		
TRCL	2.43	2.21	2.03	1.75	1.64	1.65	1.49	1.60			
India Cem	3.26	2.95	2.7	2.25	2.04	1.99	1.95				<b>Pet-coke - US\$102/t</b>
JKLC	2.3	2.57	2.42	2.23	2.04	1.78	1.68	1.63	1.62	To remain in this range for the next few quarters.	<b>Coal - US\$108/t</b>
DALBHARA	2.52	2.42	2.06	1.98	1.58	1.5	1.45	1.38	1.36	P&F costs to decline by 1-2% in the next few quarters.	
Star Cement	2.09	2.1	2.35	1.9	1.75	1.7	1.5	1.50			
BCORP				1.95	1.75	1.58	1.56	1.48		Not much reduction likely in energy costs over the next few quarters.	
ORCMNT				1.97	1.9	1.77	1.78				
<b>Average</b>	<b>2.71</b>	<b>2.53</b>	<b>2.34</b>	<b>2.16</b>	<b>1.89</b>	<b>1.78</b>	<b>1.76</b>	<b>1.65</b>	<b>1.60</b>		

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 19: Volume guidance of some listed companies**

Volume target	Revised FY25F guidance	Previous FY25F guidance
ACEM/ACC	Higher-than-industry growth rate of 8-9% in 2HFY25F.	1.2x vs. GDP growth.
UTCCEM	> Industry growth rate of 8-9% in 2HFY25F.	> 8-9% industry growth
SRCM	Average industry growth.	Better-than-industry growth
JKCE	6-7% growth.	10% growth.
JKLC	7-9% growth.	~10% growth.
DALBHARA	Better-than-industry growth rate of 8% in 2HFY25F and 6% in FY25F.	12% growth.
BCORP	In-line with industry growth.	In line with industry growth.
JKLC	Higher-than-industry growth rate of 8-9% in 2HFY25F.	1.2x vs. GDP growth.

SOURCE: INCRED RESEARCH, COMPANY REPORTS

## KTAs from cement players during the 2QFY25 earnings call

### Figure 20: Ultratech Cement:

- **Demand:** As per UTCEM, heatwave, pre- and post-election slowdown, and higher monsoon intensity resulted in lower capacity utilization for UTCEM in 1HFY25. It expects rural demand to be better due to higher monsoon rains this year. Management doesn't expect any slowdown in cement demand in the coming years. As per UTCEM, industry demand grew by -0.5% to 1% in 2QFY25. Remains confident on the long-term industry growth of 7-8%.
- **Prices:** As per UTCEM, cement prices have been improving. During Aug-Sep 2024, there was an improvement in prices while in Sep-Oct 2024 prices were stable, with the average price currently at Rs354/bag vs. Rs348/bag in 2QFY25. 2HFY25F will see a sharp recovery (Rs200/t as of now) from current levels, mainly led by pricing and a few cost-savings that were seasonally impacted during the quarter.
- **Costs:** UTCEM expects normalization of fuel costs in the next few quarters. Pet-coke consumption to increase from the current level too. Higher fuel cost agreements are almost over, resulting in savings in fuel costs.
- **Capex:** The guidance remains the same, at Rs80-90bn, for FY25F and should be similar for FY26F as well.
- **Other updates:** UTCEM expects 30mtpa industry capacity addition in FY25F, out of which 50% is being added by it. The company believes that there has been some extension of expansion project timeline of the industry.
- **Green energy:** The green energy mix stood at 32% vs. 29.4% in 1QFY25.

SOURCE: INCRED RESEARCH, COMPANY REPORTS

### Figure 21: ACC/ Ambuja Cements (Adani Cements):

- **Demand:** Cement demand is improving after monsoons, and it believes that industry will grow by 8-9% in 2HFY25F. Pre-Diwali demand remains better.
- **Prices:** They are at the lowest level, as per the company.
- **Costs:** Management maintained its cost-reduction target at ~Rs500/t, out of which Rs150 (25-30%) has been achieved, and it expects more savings to show gradually over the coming quarters.
- **Capex:** Organic capex was Rs35bn in 1HFY25 and it expects capex at Rs70bn in FY25F. ACC's capex at Rs10bn in 2HFY25F.
- **Green energy:** FY25F green share target was delayed due to heavy rainfall at plant locations.

SOURCE: INCRED RESEARCH, COMPANY REPORTS

### Figure 22: Shree Cement:

- **Industry outlook:** Management expects its volume growth to be in line with the industry, with some deviation over the next few years. During 2QFY25, the demand environment was difficult.
- **Prices:** The price recovery in 2HFY25F will largely depend on demand recovery, as per management. Current prices have improved marginally vs. 2Q avg.
- **Capex:** For FY25F, the company expects capex to be at Rs40bn, maintaining its earlier guidance. This run rate to be maintained over the next four years.
- **Green energy:** During 2QFY25, the share of green power consumption in total power consumption stood at ~55% vs. 54% qoq. Expects it to touch 62% by Jun 2025F.

SOURCE: INCRED RESEARCH, COMPANY REPORTS

### Figure 23: Birla Corporation:

- **Demand:** BCORP remains cautiously optimistic about the recovery in 2HFY25F, contrasting with the more optimistic industry outlook of top players. The company expects a gradual recovery, rather than a significant one.
- **Prices:** In non-trade channels, they have fallen more than expected in recent quarters as the supply has shifted towards this segment, leading to price cuts across Rajasthan, Uttar Pradesh, Madhya Pradesh, and Bihar. The company avoided pushing volume in these regions during the quarter, resulting in lower capacity utilization.
- **Costs:** Cost savings of Rs70/t are expected from Project Shikhar and other initiatives in 2HFY25F.
- **Capex:** The company revised its capex guidance for FY25F to Rs7bn, down from Rs8bn earlier.

SOURCE: INCRED RESEARCH, COMPANY REPORTS

### Figure 24: Dalmia Bharat:

- **Demand:** As per management, demand remained below expectations in 1HFY25, and it expects the industry to start bouncing back and grow by ~8% yoy in 2HFY25F and by ~6% in FY25F, on the back of budgetary allocation and return to normalcy in 2HFY25F.
- **Prices:** As per management, pan-India cement prices have declined by 2-3% qoq and Jun 2024 exit prices were lower by 3% than the avg. 1Q price. Prices to recover after 2QFY25F.
- **Costs:** Maintained its cost-savings guidance of Rs150-200/t in the next three years due to the increase in renewable energy or RE share, captive power plant and a reduction in logistics costs.
- **Capex:** Incurred Rs13.9bn during 1HFY25. Capex guidance for FY25F remains at Rs30-33bn (Rs35bn-Rs40bn earlier). This will largely include spending on the northeast expansion project, Rohta cement plant in Bihar and other maintenance capex. With no expansion plan, capex (maintenance capex) to be around Rs25bn in FY26F. Detailed capex timeline to be shared in the next nine months for achieving the long-term capacity target.
- **Green power:** Currently, DALBHARA has a 202MW RE capacity, and by the end of FY25F, 341MW capacity to become operational, where RE's share is expected to be 45% by FY25F and 50% by FY26F.

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 25: JK Cement:**

- **Demand:** Management expects volume growth of ~6-7% vs. earlier guidance of ~10% for FY25F. Expects demand to be better in 2HFY25F.
- **Prices:** In Oct 2024, they were marginally up vs. 2Q average price. Expect the prices to increase post-Diwali.
- **Costs:** Working on Rs150/t savings, already achieved Rs22/t savings in logistic costs; Rs45-50/t savings are expected by FY25F. Green power and AFR to drive further savings. FY25F to have Rs60/t savings (cumulatively), while the rest of the savings to come in FY26F.
- **Capex:** The company has maintained its capex guidance of Rs20bn for FY25F and Rs18bn for FY26F. Incurred a capex of Rs7.5bn till 1HFY25.
- **Cash/debt:** Consolidated net debt stood at Rs30.4bn vs. Rs28.3bn as of Jun 2024-end. Net debt/EBITDA ratio at 1.6x vs 1.36x as of Jun 2024-end.

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 26: JK Lakshmi Cement:**

- **Demand:** Management expects its growth to be in line (earlier, better-than-industry) with the industry in FY25F and believes the industry will grow by ~4-5% vs. earlier guidance of 6-7%. Also believes that industry had grown by 1-3% in 2Q and 3QFY25F to record a 4% growth, and 4QFY25F to post a 9-10% growth.
- **Prices:** As per JKLC, prices have improved from Sep 2024 while Oct 2024 prices were flat m-o-m. Demand is expected to move up post-Diwali and so is the pricing.
- **Costs:** 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.
- **Capex:** Total capex (consol.) in FY25F stood at Rs9bn. In FY26F, the northeast region to see a capex of Rs3bn, while standalone capex to be Rs7bn in FY26F. UCWL won't have significant capex after FY25F.
- **Cash/debt:** Consolidated net debt/EBITDA stood at 2.69x in Sep 2024 (above the targeted level of 2-2.5x) vs 1.75x in Jun 2024 and 1.34x as of Sep 2023.

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 27: Star Cement:**

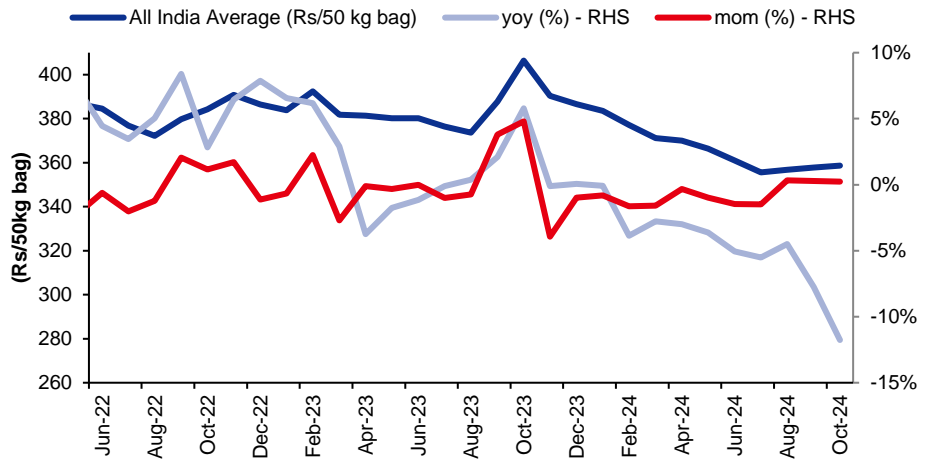
- **Demand:** Management expects ~11% volume growth in the next two quarters of FY25F.
- **Prices:** They have crashed in the eastern region and have been the same vs 2Q, while prices in the northeast region are up by Rs10/bag vs, 2Q avg. at around Rs450/bag.
- **Capex:** The company will incur Rs3.77bn capex in 2HFY25F and Rs4.8-5bn in FY26F..

SOURCE: INCRED RESEARCH, COMPANY REPORTS



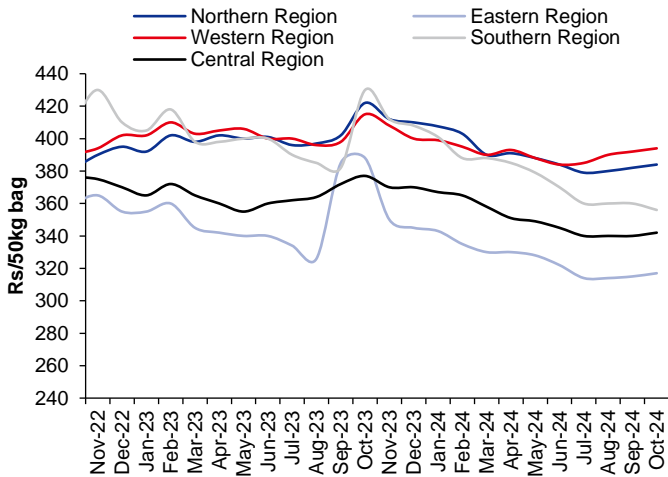
Cement prices ➤

Figure 28: All-India cement average price remained flat mom in Oct 2024, as infra structure activity is yet to pick up significantly



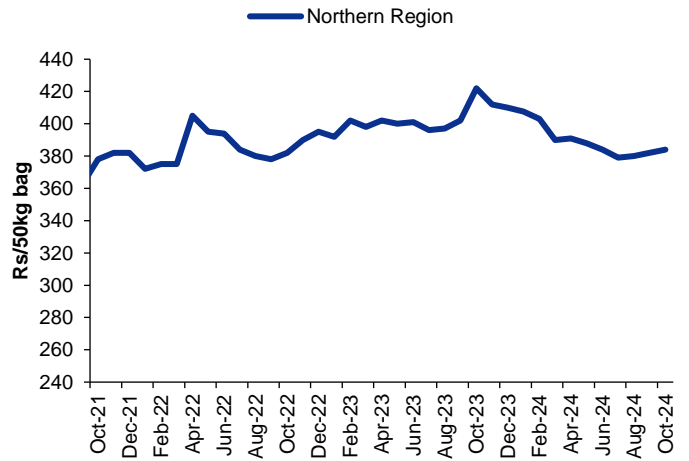
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 29: Region-wise, cement prices remained flat mom in most regions in Oct 2024



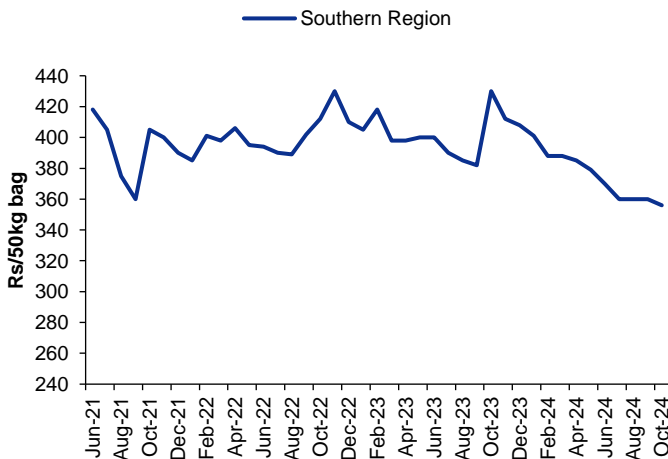
SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

Figure 30: North India cement price trend



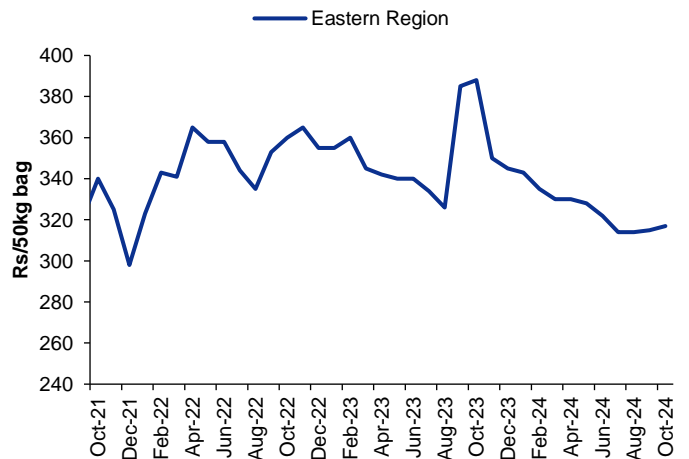
SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

Figure 31: Southern region's cement price trend



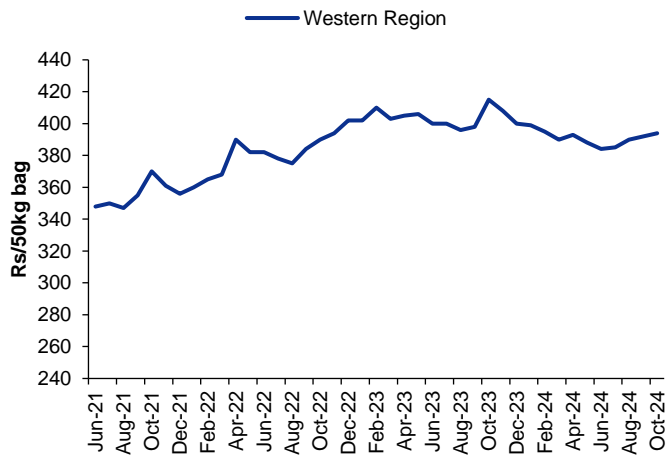
SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

Figure 32: Eastern region's cement price trend



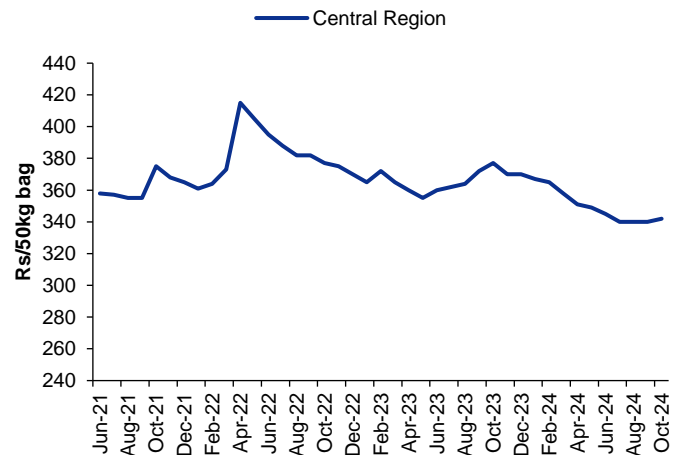
SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

Figure 33: Western region's cement price trend



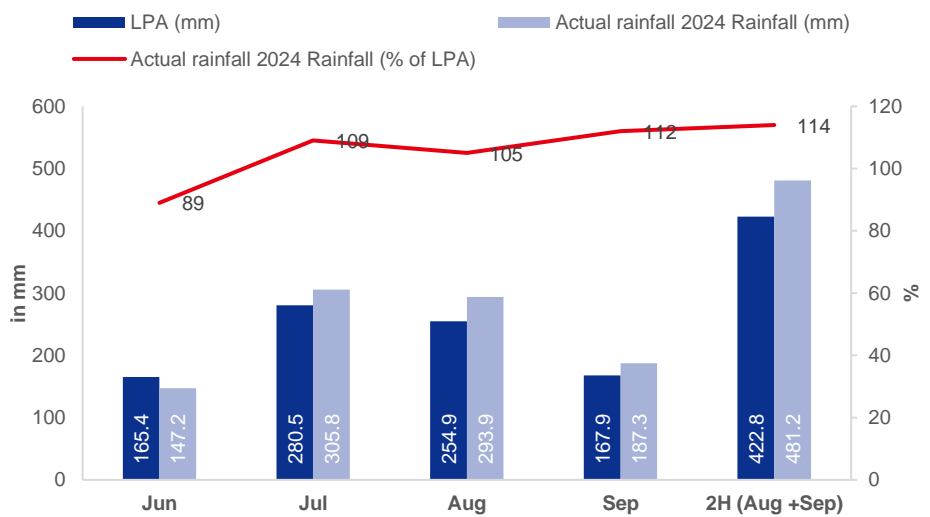
SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

Figure 34: Central region's cement price trend



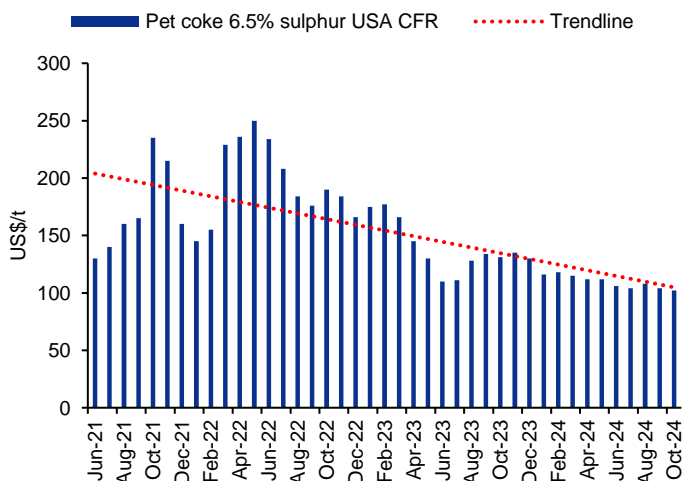
SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

Figure 35: All-India rainfall for the season indicates that monsoon remained above normal in 2H of the season, affecting normal operations



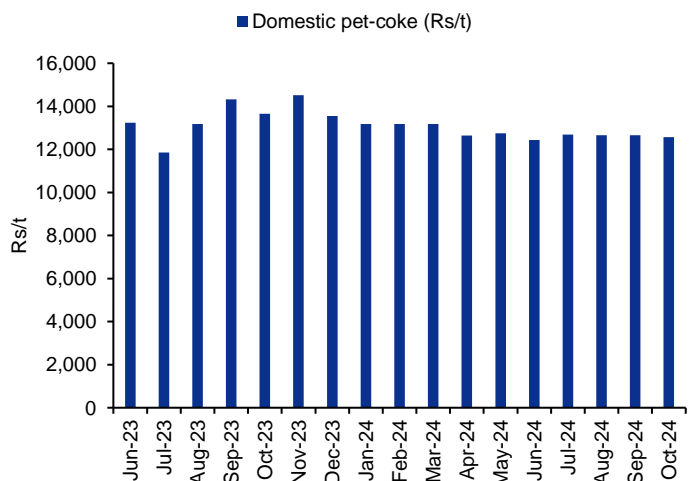
SOURCE: INCRED RESEARCH, IMD

Figure 36: International pet-coke prices remain stable...



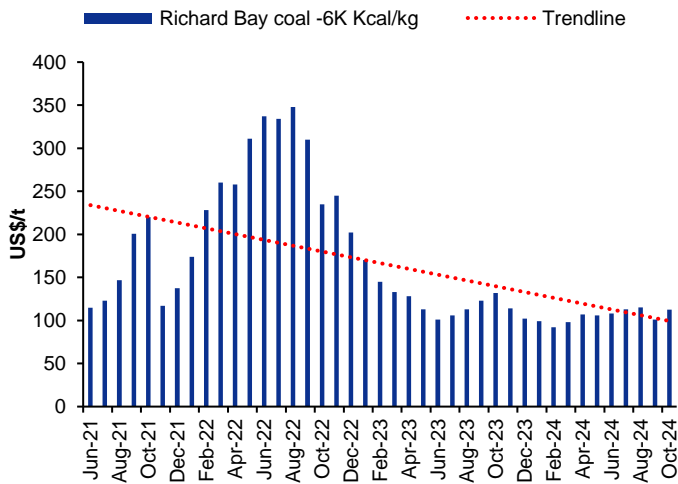
NOTE: CFR = CODE OF FEDERAL REGULATIONS  
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 37: ...and similar is the case with domestic pet-coke prices



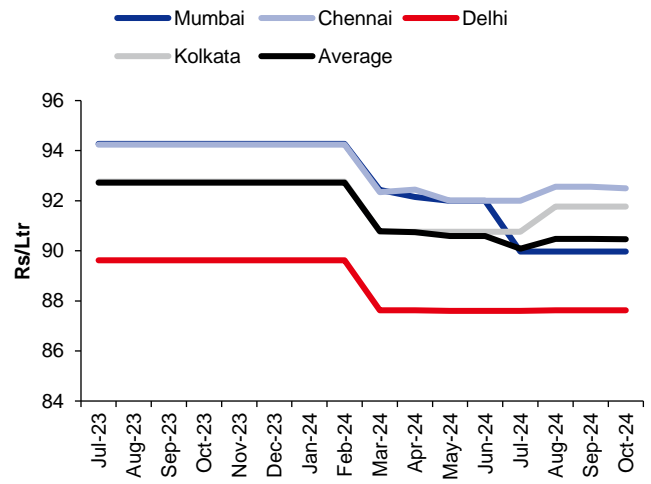
SOURCE: INCRED RESEARCH, BLOOMBERG

Figure 38: Imported coal price (South African 6k/kcal) trend



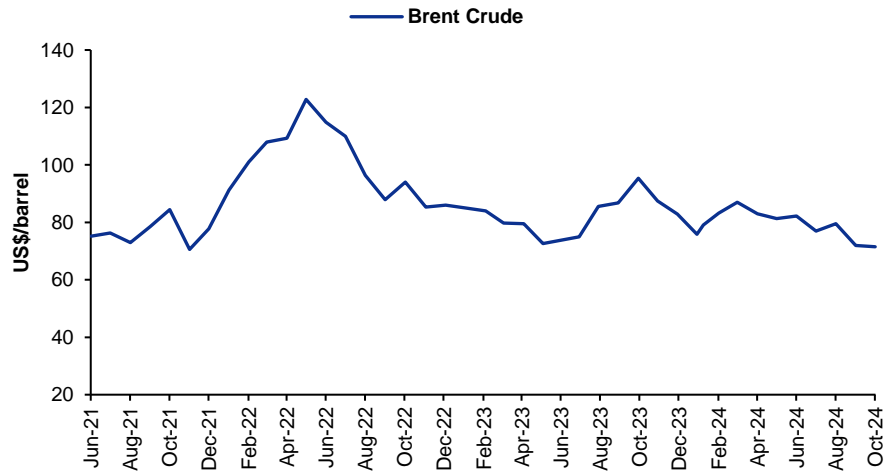
SOURCE: INCRED RESEARCH, BLOOMBERG

Figure 39: Average diesel price trend in top metro cities



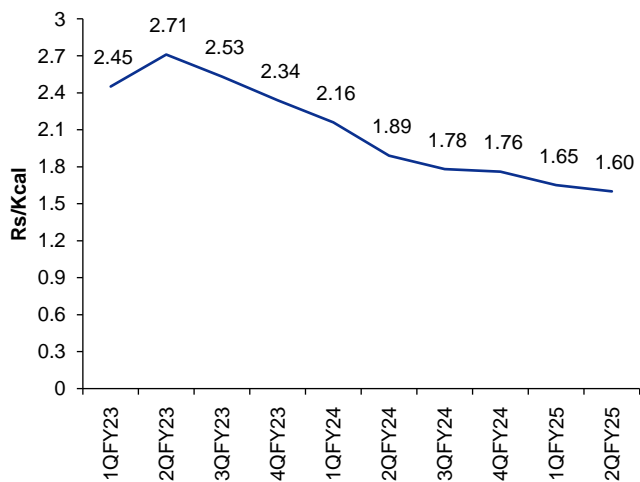
SOURCE: INCRED RESEARCH, BLOOMBERG

Figure 40: Crude oil price trend



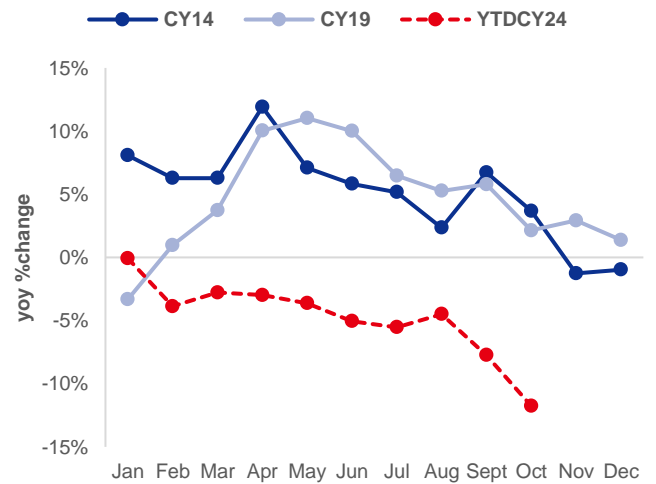
SOURCE: INCRED RESEARCH, BLOOMBERG

Figure 41: Average energy cost continues to decline



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 42: Pan-India cement price yoy change during the last three general election years



SOURCE: INCRED RESEARCH, INDUSTRY CHANNEL CHECK

## Key assumptions for our coverage companies

Figure 43: We expect cement volume of coverage companies to grow by ~10% over FY24-27F

Volume (mt)	FY20	FY21	FY22	FY23	FY24	FY25F	FY26F	FY27F	CAGR FY19-24	CAGR FY24-27F
UTCCEM*	81	86	94	106	119	129	144	159	6.8%	10.0%
ACC*#	29	26	29	39	37	41	44	46	5.4%	7.9%
ACEM#	24	23	27	38	34	39	44	51	7.3%	14.0%
SRCM*	25	27	28	32	36	38	42	47	6.6%	10.0%
TRLC	11	10	11	15	18	20	21	23	10.6%	8.3%
JKCE*	8	10	12	14	17	18	20	22	14.4%	9.1%
BCORP*	14	13	14	16	18	18	19	21	5.0%	5.9%
HEIM	5	4	5	4	5	5	5	6	-0.4%	5.3%
DALBHARA*	19	21	22	26	29	31	34	37	9.0%	9.0%
JKLC*	10	10	11	11	12	13	14	16	1.5%	9.2%
ORCMNT	6	5	5	6	6	6	7	7	-0.9%	6.3%
<b>Total</b>	<b>232</b>	<b>236</b>	<b>259</b>	<b>306</b>	<b>331</b>	<b>358</b>	<b>396</b>	<b>435</b>	<b>6.7%</b>	<b>9.6%</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 remain flat over FY24-27F

Realization (Rs/t)	FY20	FY21	FY22	FY23	FY24	FY25F	FY26F	FY27F	CAGR FY19-24	CAGR FY24-27F
UTCCEM*	4,072	3,839	4,371	4,981	4,867	5,624	5,736	5,860	4.2%	0.0%
ACC#	4,585	4,477	4,553	5,257	4,579	4,781	4,886	4,940	1.7%	-0.8%
ACEM#	3,956	3,849	3,981	4,435	4,229	4,990	5,110	5,202	2.8%	0.0%
SRCM*	3,655	3,532	4,075	4,681	4,470	5,459	5,541	5,641	4.8%	-0.6%
TRLC	3,777	3,729	4,251	4,629	4,238	5,000	5,100	5,223	2.2%	0.9%
JKCE	4,478	4,223	4,641	5,178	4,974	4,889	4,977	5,076	4.6%	0.4%
BCORP	4,091	4,069	4,466	5,029	4,656	4,859	4,966	5,085	3.7%	-1.0%
HEIM	3,489	3,589	3,899	4,529	4,263	4,941	5,010	5,081	2.7%	1.1%
DALBHARA	3,923	3,550	3,991	4,367	4,188	4,847	4,934	5,018	1.5%	-0.6%
JKLC	3,548	3,625	3,991	4,916	4,785	5,492	5,569	5,647	7.9%	-0.1%
ORCMNT	3,517	3,513	3,896	4,467	4,461	5,199	5,303	5,409	5.7%	1.4%
<b>Average</b>	<b>3,917</b>	<b>3,818</b>	<b>4,192</b>	<b>4,770</b>	<b>4,519</b>	<b>5,098</b>	<b>5,194</b>	<b>5,289</b>	<b>3.8%</b>	<b>0.1%</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% over FY24-27F

Cost (Rs/t)	FY20	FY21	FY22	FY23	FY24	FY25F	FY26F	FY27F	CAGR FY19-24	CAGR FY24-27F
UTCCEM*	4,072	3,839	4,371	4,981	4,867	4,729	4,722	4,704	4.0%	-1.1%
ACC	4,585	4,477	4,553	5,257	4,579	4,420	4,395	4,383	0.4%	-1.4%
ACEM	3,956	3,849	3,981	4,435	4,229	4,141	4,071	4,019	1.6%	-1.7%
SRCM*	3,655	3,532	4,075	4,681	4,470	4,349	4,322	4,364	3.4%	-0.8%
TRLC	3,777	3,729	4,251	4,629	4,238	4,145	4,180	4,242	2.7%	0.0%
JKCE*	4,478	4,223	4,641	5,178	4,974	4,879	4,840	4,814	2.8%	-1.1%
BCORP	4,091	4,069	4,466	5,029	4,656	4,459	4,432	4,453	2.8%	-1.5%
HEIM	3,489	3,589	3,899	4,529	4,263	4,184	4,189	4,194	4.8%	-0.5%
DALBHARA	3,923	3,550	3,991	4,367	4,188	3,998	3,978	4,002	0.7%	-1.5%
JKLC	3,548	3,625	3,991	4,916	4,785	4,586	4,579	4,629	6.7%	-1.1%
ORCMNT	3,517	3,513	3,896	4,467	4,461	4,380	4,409	4,447	5.3%	-0.1%
<b>Average</b>	<b>3,917</b>	<b>3,818</b>	<b>4,192</b>	<b>4,770</b>	<b>4,519</b>	<b>4,388</b>	<b>4,374</b>	<b>4,386</b>	<b>3.1%</b>	<b>-1.0%</b>

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

Figure 46: We expect EBITDA/t of coverage companies to increase by ~4% over FY24-27F

EBITDA (Rs/t)	FY20	FY21	FY22	FY23	FY24	FY25F	FY26F	FY27F	CAGR FY19-24	CAGR FY24-27F
UTCCEM*	1,055	1,339	1,225	1,005	1,089	980	1,100	1,247	7.0%	4.6%
ACC#	782	899	1,038	499	830	673	798	862	4.2%	1.3%
ACEM#	893	1,167	1,187	852	980	849	1,039	1,183	4.6%	6.5%
SRCM*	1,508	1,520	1,337	930	1,271	1,111	1,219	1,277	3.3%	0.2%
TRLC	1,015	1,552	1,162	787	844	855	920	981	-2.0%	5.1%
JKCE*	1,184	1,282	1,057	810	1,079	1,015	1,086	1,164	5.7%	2.6%
BCORP	979	999	781	491	815	594	726	820	3.5%	0.2%
HEIM	1,122	1,129	910	567	659	757	822	887	-7.8%	10.4%
DALBHARA	1,072	1,324	1,084	906	917	849	956	1,017	-1.7%	3.5%
JKLC	794	898	849	735	878	906	991	1,018	16.6%	5.1%
ORCMNT	660	1,091	1,079	633	732	818	893	962	8.5%	9.5%
<b>Average</b>	<b>1,006</b>	<b>1,200</b>	<b>1,064</b>	<b>747</b>	<b>918</b>	<b>855</b>	<b>959</b>	<b>1,038</b>	<b>3.2%</b>	<b>4.2%</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% over FY24-27F**

Revenue (Rs bn)	FY20	FY21	FY22	FY23	FY24	FY25F	FY26F	FY27F	CAGR FY19-24	CAGR FY24-27F
UTCEM*	424	447	526	632	709	737	839	944	11.3%	10.0%
ACC*#	157	138	162	222	200	207	227	243	6.2%	6.8%
ACEM#	117	114	140	200	179	192	226	265	9.6%	13.9%
SRCM*	129	136	150	179	204	209	235	267	10.2%	9.4%
TRLC	54	53	60	81	93	98	109	122	12.6%	9.3%
JKCE*	58	66	80	97	116	118	132	145	17.1%	7.9%
BCORP*	69	68	75	87	97	91	100	111	8.1%	4.6%
HEIM	22	21	23	22	24	25	27	29	2.1%	6.5%
DALBHARA*	97	101	113	136	147	151	169	187	9.1%	8.4%
JKLC*	44	47	54	65	68	71	79	88	9.5%	9.1%
ORCMNT	24	23	27	29	32	32	35	40	4.8%	7.7%
<b>Total</b>	<b>1,193</b>	<b>1,214</b>	<b>1,409</b>	<b>1,750</b>	<b>1,868</b>	<b>1,933</b>	<b>2,178</b>	<b>2,441</b>	<b>10.0%</b>	<b>9.3%</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 ~14% over FY24-27F**

EBITDA (Rs bn)	FY20	FY21	FY22	FY23	FY24	FY25F	FY26F	FY27F	CAGR FY19-24	CAGR FY24-27F
UTCEM*	92.5	115.7	115.1	106.2	129.7	126.5	158.5	197.9	12.0%	15.1%
ACC*#	24.1	23.6	30.0	19.2	30.6	27.4	34.9	40.0	8.4%	9.3%
ACEM#	21.5	26.5	32.1	32.2	33.7	32.7	46.0	60.3	12.3%	21.4%
SRCM*	37.6	40.8	37.1	29.6	45.2	42.6	51.8	60.4	10.1%	10.2%
TRLC	11.4	15.5	12.8	11.8	15.5	16.7	19.6	22.9	8.4%	13.9%
JKCE*	12.1	15.4	14.8	13.1	20.6	20.3	24.1	28.3	19.8%	11.1%
BCORP*	13.4	13.4	11.1	7.7	14.4	10.8	14.1	17.2	8.7%	6.2%
HEIM	5.3	5.1	4.3	2.5	3.2	3.9	4.4	5.0	-8.1%	16.3%
DALBHARA*	21.1	27.6	24.3	23.3	26.4	26.5	32.7	37.9	6.3%	12.8%
JKLC*	8.0	9.4	9.5	8.4	10.5	11.8	14.0	15.9	18.3%	14.7%
ORCMNT	3.8	5.5	5.9	3.6	4.5	5.1	6.0	7.1	7.6%	16.3%
<b>Total</b>	<b>251</b>	<b>298</b>	<b>297</b>	<b>258</b>	<b>334</b>	<b>324</b>	<b>406</b>	<b>493</b>	<b>10.7%</b>	<b>13.8%</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 ~14% over FY24-27F**

PAT (Rs bn)	FY20	FY21	FY22	FY23	FY24	FY25F	FY26F	FY27F	CAGR FY19-24	CAGR FY24-27F
UTCEM*	57.6	53.2	71.8	50.6	70.0	62.9	82.8	111.2	23.9%	16.7%
ACC*#	13.7	14.3	18.6	8.9	23.4	15.5	20.4	23.6	9.0%	0.3%
ACEM#	15.3	17.9	20.8	25.5	23.3	23.4	33.1	43.4	9.4%	23.0%
SRCM*	15.4	22.9	23.3	12.7	24.0	15.4	20.7	25.7	18.9%	2.4%
TRLC	6.0	7.6	8.9	3.4	3.9	4.4	6.3	8.4	-4.8%	28.7%
JKCE*	4.9	7.1	6.9	4.2	7.9	7.7	9.9	12.2	23.9%	15.6%
BCORP*	5.1	6.3	4.0	0.4	4.2	1.6	3.9	6.1	10.5%	13.1%
HEIM	2.7	3.1	2.5	1.0	1.7	2.2	2.6	3.0	-5.3%	21.6%
DALBHARA*	2.2	11.7	8.2	10.4	8.3	8.7	11.5	13.9	21.8%	18.8%
JKLC*	2.5	4.1	4.6	3.6	4.7	5.6	6.8	7.6	55.8%	17.4%
ORCMNT	0.9	2.1	2.6	1.2	1.7	2.2	2.6	3.1	29.7%	21.7%
<b>Total</b>	<b>126</b>	<b>150</b>	<b>172</b>	<b>122</b>	<b>173</b>	<b>150</b>	<b>201</b>	<b>258</b>	<b>16.5%</b>	<b>14.3%</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 (Rs)	Target Price (Rs)	% Upside	Market cap (US\$ m)	EV/EBITDA (x)			P/BV (x)			RoE (%)			P/E (x)			EV/t (US\$)		
						FY24	FY25F	FY26F	FY24	FY25F	FY26F	FY24	FY25F	FY26F	FY24	FY25F	FY26F	FY24	FY25F	FY26F
UltraTech Cement	ADD	10,734	12,190	14%	36,712	24.2	25.1	20.1	5.1	4.8	4.4	12.4%	10.1%	12.3%	43.3	49.3	37.4	144.9	161.1	172.9
ACC	ADD	2,186	2,760	26%	4,863	12.6	13.8	10.7	2.5	2.3	2.1	14.1%	9.1%	10.9%	17.6	26.5	20.1	123.4	116.4	107.7
Ambuja Cements	ADD	543	700	29%	15,833	29.4	31.0	25.3	2.9	2.5	2.4	7.2%	5.2%	6.0%	45.6	51.5	40.4	180.1	184.5	211.7
Shree Cement	HOLD	23,979	26,500	11%	10,249	18.2	19.7	16.2	4.2	3.9	3.7	12.2%	7.2%	9.1%	36.1	56.1	41.8	185.1	154.3	139.0
The Ramco Cements	HOLD	899	870	-3%	2,517	16.3	15.3	13.0	2.9	2.7	2.6	5.7%	6.0%	8.1%	52.0	47.1	32.8	132.7	127.8	120.7
JK Cement	HOLD	3,996	4,500	13%	3,658	17.0	17.5	14.9	5.8	5.2	4.6	15.8%	13.6%	15.6%	38.8	40.2	31.2	173.5	162.3	133.6
Birla Corporation	ADD	1,087	1,490	37%	992	7.9	10.7	8.2	1.3	1.2	1.2	6.5%	2.4%	5.6%	20.2	51.8	21.6	68.4	69.0	64.7
HeidelbergCement	HOLD	217	166	-24%	582	13.9	11.3	9.7	3.3	3.2	3.1	11.4%	14.9%	16.9%	28.8	21.8	18.6	84.6	83.7	81.8
Dalmia Bharat	ADD	1,713	2,060	20%	3,806	12.3	13.2	10.8	2.0	1.9	1.8	5.2%	5.2%	6.5%	39.1	37.6	28.2	87.7	84.8	74.0
JK Lakshmi Cement	ADD	709	955	35%	988	9.4	8.9	7.8	2.6	2.3	1.9	15.5%	16.3%	17.0%	18.0	14.9	12.3	71.9	70.8	65.4
Orient Cement	REDUCE	336	320	-5%	815	15.4	13.4	11.7	3.9	3.7	3.4	10.4%	12.0%	13.5%	39.4	31.6	26.0	97.3	94.9	98.1
<b>Mean</b>						<b>16.1</b>	<b>16.3</b>	<b>13.5</b>	<b>3.3</b>	<b>3.1</b>	<b>2.8</b>	<b>10.6%</b>	<b>9.3%</b>	<b>11.0%</b>	<b>34.4</b>	<b>38.9</b>	<b>28.2</b>	<b>122.7</b>	<b>119.1</b>	<b>115.4</b>
<b>Median</b>						<b>15.4</b>	<b>13.8</b>	<b>11.7</b>	<b>2.9</b>	<b>2.7</b>	<b>2.6</b>	<b>11.4%</b>	<b>9.1%</b>	<b>10.9%</b>	<b>38.8</b>	<b>40.2</b>	<b>28.2</b>	<b>123.4</b>	<b>116.4</b>	<b>107.7</b>
<b>Minimum</b>						<b>7.9</b>	<b>8.9</b>	<b>7.8</b>	<b>1.3</b>	<b>1.2</b>	<b>1.2</b>	<b>5.2%</b>	<b>2.4%</b>	<b>5.6%</b>	<b>17.6</b>	<b>14.9</b>	<b>12.3</b>	<b>68.4</b>	<b>69.0</b>	<b>64.7</b>
<b>Maximum</b>						<b>29.4</b>	<b>31.0</b>	<b>25.3</b>	<b>5.8</b>	<b>5.2</b>	<b>4.6</b>	<b>15.8%</b>	<b>16.3%</b>	<b>17.0%</b>	<b>52.0</b>	<b>56.1</b>	<b>41.8</b>	<b>185.1</b>	<b>184.5</b>	<b>211.7</b>

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS, BLOOMBERG. PRICED AS AT 14 NOVEMBER 2024

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