#### **Result Update**

# **Star Cement**

Refer to important disclosures at the end of this report

# Volume recovery better than expected; capex plans on track

CMP: Rs 88 as of (6/26/2020) TP: Rs 106 (▲)

Rating: BUY (■)

**Upside: 21.1 %** 



# ASIAMONEY

We appreciate your support in the Asiamoney Brokers Poll 2020

- Star Cement's Q4 results were in line with our estimates. EBITDA came in at Rs1.25bn vs. estimated Rs1.29bn and EBITDA/ton stood at Rs1,426 vs. estimated Rs1,475. North-East (NE) markets contributed 74% of sales volumes vs. 75%/71% in Q4FY19/Q3FY20.
- Key positives: 1) Volume growth of 4.2% yoy led by higher volumes in the East and NE markets; 2) Realization growth of 5% qoq as cement prices improved in Q4. Key negatives: Higher employee and energy costs.
- Management believes that pent-up demand and lower inventory with dealers have led to demand recovery after easing of lockdowns. May'20 volumes were 90% of last year's volumes and Jun'20 volumes are almost same as the last year.
- We raise FY21-23E EBITDA by 12-21% on higher volumes/realization. We prefer Star Cement for its higher profitability, return ratios, and its presence in the lucrative NE market. We maintain Buy with a revised TP of Rs106 (8.5x mid-FY23 EV/EBITDA).

Lower realization and higher costs impact performance: Q4 performance was affected by lower realization and higher energy costs, though sales volume growth despite Covid-19 challenges was commendable. Volume growth of 4.2% yoy was led by 4.7% growth in cement sales. Volume growth in the NE market was 4.2% yoy, whereas sales in other markets improved 5.2% yoy. Realization was down 1.3% yoy but up 5% qoq. Sequential improvement in realization was led by a hike in cement prices in the East/NE markets and higher sales in NE markets. Employee cost was up 22.1% yoy. Other expense rose 8.5% yoy led by higher energy/freight costs. Management does not expect any further increase in energy costs due to mix change (currently imported coal is 40%, while 60% is being procured from Eastern coalfields). EBITDA was down 1.8% yoy, while OPM contracted 1.1pp yoy. EBITDA/ton was at Rs1,426 vs. Rs1,512/Rs1,246 in Q4FY19/Q3FY20.

Raise estimates; maintain Buy: Cement demand recovery in East/NE markets has been better than expectations and our channel checks indicate that Jun'20 volumes in East markets are better than last year. We raise volume estimates by 9-10% for FY21-23E and realization assumptions by 1% each for FY21-23E. EBITDA estimate is up by 21.1%/13.7%/11.5% for FY21/22/23E. The cement grinding unit of 2mt in Siliguri is expected to be commissioned by Q2FY21-end (Apr'20 earlier) and will help cater to North Bengal and East Bihar markets. It is further planning to boost its clinker capacity by 2.5mt at the existing location in Meghalaya by FY23E. Commissioning of the WHRS plant of 12-13 MW is being considered, which will help reduce energy costs. We prefer Star Cement for its presence in NE, strong margin profile, and superior return ratios. Valuations at 7.2x/6.4x FY22/23E EV/EBITDA appear attractive. We maintain the Buy rating, with a revised TP of Rs106, (8.5x mid-FY23E EV/EBITDA vs. Jun-22 earlier). Key risk could be lower cement demand and reduction in cement prices.

Please see our sector model portfolio (Emkay Alpha Portfolio): Cement & Building Materials (Page 9)

#### **Financial Snapshot (Consolidated)**

(Rs mn)	FY19	FY20	FY21E	FY22E	FY23E
Revenue	18,310	18,439	16,761	20,352	22,768
EBITDA	4,492	3,951	3,289	4,166	4,529
EBITDA Margin (%)	24.5	21.4	19.6	20.5	19.9
APAT	2,988	2,855	2,285	2,955	3,160
EPS (Rs)	7.1	6.9	5.5	7.2	7.7
EPS (% chg)	(9.6)	(2.9)	(20.0)	29.3	6.9
ROE (%)	18.7	15.5	11.1	12.9	12.5
P/E (x)	12.3	12.7	15.9	12.3	11.5
EV/EBITDA (x)	7.9	8.3	9.7	7.2	6.4
P/BV (x)	2.1	1.8	1.7	1.5	1.4

Source: Company, Emkay Research

Change in Estimates	
EPS Chg FY21E/FY22E (%)	42.4/31.3
Target Price change (%)	23.4
Target Period (Months)	12
Previous Reco	BUY

#### **Emkay vs Consensus**

EPS	<b>Estimates</b>
EPS	Estimates

EV24E

EVANE

	FYZTE	FTZZE
Emkay	5.5	7.2
Consensus	6.5	8.1
Mean Consensus TP (12	2M)	Rs 97
Stock Details		
Bloomberg Code	ST	RCEM IN
Face Value (Rs)		1
Shares outstanding (mn)	)	412
52 Week H/L		125 / 56
M Cap (Rs bn/USD bn)		36 / 0.48
Daily Avg Volume (nos.)		3,36,751
Daily Avg Turnover (US	mn)	0.3

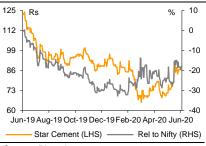
#### Shareholding Pattern Mar '20

Promoters	66.8%
FIIs	0.2%
DIIs	8.3%
Public and Others	24.7%

#### Price Performance

(%)	1M	3M	6M	12M
Absolute	15	27	(1)	(27)
Rel. to Nifty	-	5	15	(17)

#### Relative price chart



Source: Bloomberg

This report is solely produced by Emkay Global. The following person(s) are responsible for the production of the recommendation:

#### Sanjeev Kumar Singh

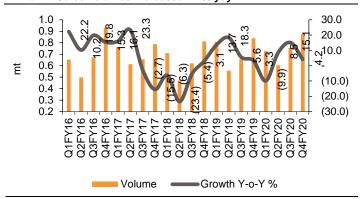
sanjeev.singh@emkayglobal.com +91 22 6612 1255

#### **Gurpreet Kaur**

gurpreet.kaur@emkayglobal.com +91 22 6612 1285

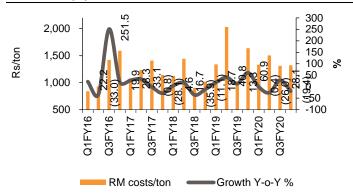
# **Story in Charts**

Exhibit 1: Sales volumes increased 4.2% yoy



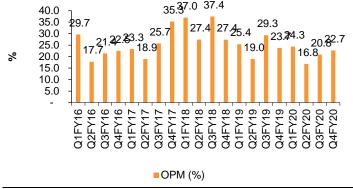
Source: Emkay Research, Company

Exhibit 3: Raw material cost (including traded goods & inv. adj.) down 19.4% yoy



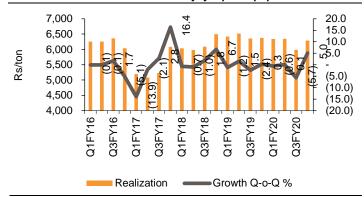
Source: Emkay Research, Company

Exhibit 5: OPM contracted 105bps yoy, but up 185bps qoq



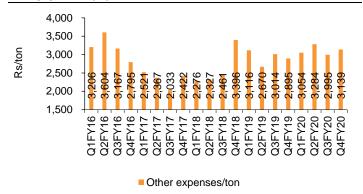
Source: Emkay Research, Company

Exhibit 2: Realization declined 1.3%yoy/ up 5% qoq



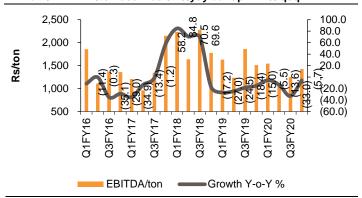
Source: Emkay Research, Company

Exhibit 4: Other expenses (including freight and energy cost) was up 8.5% yoy/ 4.8% qoq



Source: Emkay Research, Company

Exhibit 6: EBITDA/ton declined 5.7%yoy but up 14.4% qoq



Source: Emkay Research, Company

## Exhibit 7: Actual vs Estimates (Q4FY20)

(in Rs mn)	Actual	Estima	ites	% vai	riation	Comment
	Actual	Emkay	Consensus	Emkay	Consensus	Comment
Sales	5,494	5,311	5,155	3.4	6.6	Led by higher realization
EBITDA	1,246	1,288	1,099	-3.3	13.4	In-line with estimates
EBITDA margin (%)	22.7	24.3	21.3	-157bps	136bps	
Adj. PAT	858	821	813	4.5	5.6	In-line with estimates

Source: Company, Emkay Research, Bloomberg

#### **Exhibit 8: Quarterly Results**

Rs mn	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	YoY (%)	QoQ (%)	FY19	FY20	YoY (%)
Revenue	5,344	4,609	3,825	4,512	5,494	2.8	21.8	18,310	18,439	0.7
Expenditure	4,076	3,487	3,181	3,572	4,248	4.2	18.9	13,819	14,488	4.8
as % of sales	76%	76%	83%	79%	77%					
Consumption of RM	1,374	968	907	989	1,154	(16.0)	16.6	4,255	4,019	(5.5)
as % of sales	26%	21%	24%	22%	21%					
Employee Expenses	275	298	293	324	350	27.2	8.0	1,164	1,266	8.7
as % of sales	5%	6%	8%	7%	6%					
Other Expenses	2,427	2,220	1,980	2,259	2,744	13.1	21.5	8,400	9,203	9.6
as % of sales	45%	48%	52%	50%	50%					
EBITDA	1,269	1,121	644	940	1,246	(1.8)	32.6	4,492	3,951	(12.0)
Depreciation	238	222	225	232	250	5.0	7.6	1,056	930	(12.0)
EBIT	1,030	899	418	708	996	(3.3)	40.8	3,435	3,021	(12.0)
Other Income	34	74	77	65	72	108.9	10.1	55	287	424.6
Interest	31	28	8	38	20	(36.1)	(48.8)	144	93	(35.1)
PBT	1,034	945	487	734	1,048	1.4	42.8	3,346	3,215	(3.9)
Total Tax	118	106	34	22	180	52.1	715.8	296	342	15.4
Adjusted PAT	916	839	453	712	868	(5.2)	21.9	3,050	2,873	(5.8)
Extra ordinary items	=	-	-	-	=			-	-	
Reported PAT	916	839	453	712	868	(5.2)	21.9	3,050	2,873	(5.8)
(Profit)/loss from JV's/Ass/MI	18	0	7	0	10	(44.0)	10,915.2	62	18	(71.7)
PAT after MI	898	839	446	712	858	(4.4)	20.5	2,988	2,855	(4.4)
Adjusted EPS	2.1	2.0	1.1	1.7	2.0	(4.4)	20.5	7.1	6.8	(4.4)

Margins (%)						bps	bps			bps
EBIDTA	23.7	24.3	16.8	20.8	22.7	(105)	185	24.5	21.4	(310)
EBIT	19.3	19.5	10.9	15.7	18.1	(115)	245	18.8	16.4	(237)
EBT	19.3	20.5	12.7	16.3	19.1	(27)	280	18.3	17.4	(84)
PAT	17.1	18.2	11.9	15.8	15.8	(133)	2	16.7	15.6	(107)
Effective Tax rate	11.4	11.2	7.0	3.0	17.2	572	1,415	8.9	10.6	178

Source: Company, Emkay Research

Exhibit 9: Operating performance on per-ton basis

Rs	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	YoY (%)	QoQ (%)	FY19	FY20	YoY (%)
Cement Volumes (mt)	0.84	0.73	0.60	0.75	0.87	4.2	15.9	2.9	3.0	3.5
Raw Material Consumed	1,638	1,332	1,505	1,312	1,320	(19.4)	0.6	1,489	1,359	(8.8)
Employee Expenses	328	411	487	430	400	22.1	(6.8)	407	428	5.0
Other Expenses	2,892	3,054	3,284	2,995	3,139	8.5	4.8	2,940	3,111	5.8
Total Cost	4,858	4,797	5,275	4,737	4,860	0.0	2.6	4,837	4,898	1.3
Realization	6,370	6,339	6,343	5,984	6,286	(1.3)	5.0	6,409	6,233	(2.7)
EBIDTA	1,512	1,542	1,067	1,246	1,426	(5.7)	14.4	1,572	1,336	(15.0)

Source: Company, Emkay Research

# **Change in Estimates**

Cement demand recovery in East/NE markets has been better than expectations and our channel checks indicate that Jun'20 volumes in east markets are better than the last year. The management indicated sales volumes in May'20 was 90% of last year's volumes and Jun'20 volumes are expected to be same as last year. We increase volume estimates by 9-10% for FY21-23E and realization assumptions by 1% each for FY21-23E. EBITDA estimate increased by 21.1%/13.7%/11.5% for FY21/22/23E. Profit estimate is raised by 42.4%/31.3%/26.6% for FY21/22/23E.

Exhibit 10: Changes in estimates

Rs mn		FY21E			FY22E			FY23E	
KS IIIII	Earlier	Revised	Chg (%)	Earlier	Revised	Chg (%)	Earlier	Revised	Chg (%)
Sales vol (mt)	2.4	2.6	9.6%	2.8	3.1	8.8%	3.1	3.4	8.8%
Realization (Rs/ton)	6,297	6,362	1.0%	6,517	6,585	1.0%	6,648	6,717	1.0%
Sales	15,137	16,761	10.7%	18,520	20,352	9.9%	20,713	22,768	9.9%
EBIDTA	2,715	3,289	21.1%	3,664	4,166	13.7%	4,063	4,529	11.5%
EBIDTA (%)	17.9	19.6	169	19.8	20.5	68	19.6	19.9	28
Net Profit	1,631	2,285	42.4%	2,288	2,955	31.3%	2,536	3,160	26.6%
EPS (Rs)	3.9	5.5	42.4%	5.5	7.2	31.3%	6.0	7.7	26.6%

Source: Company, Emkay Research

**Exhibit 11: Key Assumptions** 

Particulars (Rs/ton)	FY18	FY19	FY20	FY21E	FY22E	FY23E
Sales volume (mt)	2.6	2.9	3.0	2.6	3.1	3.4
Realization	6,210	6,409	6,238	6,362	6,585	6,717
Raw material	1,163	1,529	1,445	1,481	1,525	1,571
Employee cost	413	407	428	519	469	453
Other Expense	2,628	2,901	3,113	3,114	3,243	3,357
Opex	4,205	4,837	4,986	5,114	5,237	5,381
EBITDA	2,005	1,572	1,337	1,249	1,348	1,336

Source: Company, Emkay Research

**Exhibit 12: Peer Valuation** 

Company	Rs bn	EV	EBITDA (	x)	EV	Ton (USI	(0)	ı	EPS (Rs)			P/E (x)	
Company	Мсар	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E
Star Cement	36	9.7	7.2	6.4	82	77	74	5.5	7.2	7.7	15.9	12.3	11.5
ACC*	242.2	13.5	9.9	8.6	78	77	77	35.3	53.6	63.8	36.5	24.1	20.2
Ambuja Cements*	373.3	18.4	12.6	10.6	118	109	105	4.1	5.9	6.9	46.1	31.9	27.2
India Cements	38.8	13.8	10.2	8.8	62	60	57	-0.2	3.5	5.6	-775.4	35.5	22.5
Ramco Cements	151.5	20.1	16.1	13.6	126	119	117	12.5	17.3	23.1	51.5	37.1	27.9
Shree Cements	784.7	33.0	24.6	20.3	233	219	214	118.7	278.9	394.9	189.7	80.8	57.0
UltraTech Cement	1060.3	19.3	14.2	12.1	144	139	134	57.2	111.0	142.1	67.5	34.8	27.2
JK Lakshmi Cement	30.2	9.2	6.5	5.1	44	42	38	6.4	15.6	22.6	40.3	16.5	11.3
JK Cement	106.0	14.0	11.9	10.5	126	121	122	28.3	41.0	52.7	48.5	33.5	26.0
Orient Cement	15.6	10.5	8.2	6.5	45	43	41	0.3	2.3	4.4	224.9	32.9	17.3
Prism Cement	24.0	13.1	8.7	7.8	80	79	79	-1.0	1.1	1.8	-45.9	43.8	26.6
Birla Corp	45.8	10.0	7.5	6.3	76	71	56	11.1	36.8	44.8	53.7	16.2	13.3

Source: Company, Emkay Research, \* December-ending companies

Exhibit 13: 1-yr forward EV/EBITDA chart

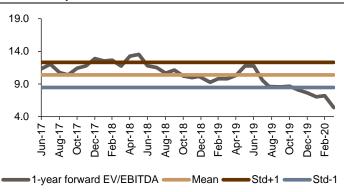
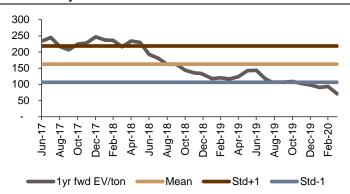


Exhibit 14: 1-yr forward EV/Ton chart



Source: Company, Emkay Research

Source: Company, Emkay Research

# **Con-call highlights**

- Demand trend and guidance: Demand in NE markets grew by 6.5-7% yoy in FY20. The company also recorded a volume growth of 6% yoy in NE markets in FY20. In April, sales volume was only 22,000 tons due to the lockdown. However, sales volumes in May'20 was 90% of May'19 volumes and volumes in Jun '20 is expected to be in line or better than Jun'19. Volume recovery has been led by pent-up demand as the sudden lockdown had left dealers' inventory dry. As per management, demand in the rural areas has been largely intact, while urban demand has been impacted due to the lockdown. Rural demand contributes 60-65% of total volumes in the East region. The company expects demand growth of 8-10% yoy in FY21. Post commissioning for Siliguri GU, the company's market mix is expected to change to 60:40 in NE/East markets from 75:25 at present. There may be an impact on margins due to increased exposure to the East region due to price volatility in the region (prices in East markets are more volatile than NE markets) and also, profits in East markets will be lower than NE markets. Outstanding subsidies of Rs500mn are still pending, which is expected to be received in Q2FY21.
- Cement pricing trend: In May'20, cement prices in NE markets were flat, while in the East, there had been an increase of Rs30-35/bag. However, the increase in prices in the East region has largely been rolled back in Jun'20 and net increase now is only Rs5-10/bag.
- Volume details: Clinker production was 0.61mt in Q4FY20 vs. 0.54mt in Q4FY19. Cement production from own plants stood at 0.78mt vs. 0.74mt in Q4FY19. Cement/Clinker sales volumes stood at 0.84mt/0.031mt vs. 0.81mt/0.034mt in FY19. Cement volumes in the NE/other markets were at 0.64mt/0.202mt vs. 0.62mt/0.192mt in FY19. FY20 cement/clinker sales were at 2.88mt/.076mt vs. 2.71mt/0.152mt in FY19. FY20 cement volumes in NE/other markets were at 2.16mt/0.716mt vs. 2.04mt/0.661mt in FY19. Due to Covid-19, the company lost 10 days of production translating into an approximate EBITDA loss of Rs180-200mn.
- Capacity addition and capex: There will be a delay in commissioning of 2mt Siliguri GU to Aug-Sep'20 (earlier April'20) due to the labor shortage caused by the lockdown. This unit will be eligible for VAT subsidies (75% exemption) under the West Bengal Industrial Policy. It will cater to North Bengal and East Bihar markets. The 2mt clinker unit in Meghalaya is expected to receive the environmental clearance in Q2FY21. Management expects to start work towards commissioning of the clinker unit from Sep '20. Work on 12-13MW of waste heat recovery system (WHRS) is also expected to start from Sep'20. Both clinker unit and WHRS are expected to be commissioned by FY22-end or early FY23. In FY21, the company expects to spend Rs700-800mn on Siliguri GU, Rs1bn on clinker unit and Rs750mn on WHRS.
- **Costs trend:** Imported coal/E-auction constitutes 40%/60% of fuel requirements.
- Production-mix: PPC/OPC/PSC sales volumes mix was kept at 83%/15%/2% in FY20.
- **Tax rate:** The effective tax rate is expected to be at 12% in FY21. The company enjoys tax holiday till FY23.

# **Key Financials (Consolidated)**

#### **Income Statement**

Y/E Mar (Rs mn)	FY19	FY20	FY21E	FY22E	FY23E
Revenue	18,310	18,439	16,761	20,352	22,768
Expenditure	13,819	14,488	13,472	16,186	18,239
EBITDA	4,492	3,951	3,289	4,166	4,529
Depreciation	1,056	930	1,060	1,059	1,199
EBIT	3,435	3,021	2,230	3,107	3,330
Other Income	55	287	345	203	203
Interest expenses	144	93	13	4	0
PBT	3,346	3,215	2,562	3,305	3,533
Tax	296	342	256	331	353
Extraordinary Items	0	0	0	0	0
Minority Int./Income from Assoc.	(62)	(18)	(20)	(20)	(20)
Reported Net Income	2,988	2,855	2,285	2,955	3,160
Adjusted PAT	2,988	2,855	2,285	2,955	3,160

#### **Balance Sheet**

FY19	FY20	FY21E	FY22E	FY23E
419	412	412	412	412
16,817	19,185	21,228	23,697	26,128
17,237	19,597	21,640	24,109	26,541
683	701	721	741	761
738	336	83	66	53
(2,710)	(2,893)	(2,893)	(2,893)	(2,893)
15,947	17,740	19,550	22,023	24,461
7,223	6,961	8,401	9,342	10,143
17	16	16	16	16
12,275	12,361	12,945	15,135	16,624
2,113	3,845	4,292	6,261	7,495
0	0	0	0	0
4,311	3,974	4,188	4,271	4,322
7,964	8,388	8,758	10,864	12,301
0	0	0	0	0
15,947	17,740	19,550	22,023	24,461
	419 16,817 17,237 683 738 (2,710) 15,947 7,223 17 12,275 2,113 0 4,311 7,964 0	419 412 16,817 19,185 17,237 19,597 683 701 738 336 (2,710) (2,893) 15,947 17,740 7,223 6,961 17 16 12,275 12,361 2,113 3,845 0 0 4,311 3,974 7,964 8,388 0 0	419       412       412         16,817       19,185       21,228         17,237       19,597       21,640         683       701       721         738       336       83         (2,710)       (2,893)       (2,893)         15,947       17,740       19,550         7,223       6,961       8,401         17       16       16         12,275       12,361       12,945         2,113       3,845       4,292         0       0       0         4,311       3,974       4,188         7,964       8,388       8,758         0       0       0	419       412       412       412         16,817       19,185       21,228       23,697         17,237       19,597       21,640       24,109         683       701       721       741         738       336       83       66         (2,710)       (2,893)       (2,893)       (2,893)         15,947       17,740       19,550       22,023         7,223       6,961       8,401       9,342         17       16       16       16         12,275       12,361       12,945       15,135         2,113       3,845       4,292       6,261         0       0       0       0         4,311       3,974       4,188       4,271         7,964       8,388       8,758       10,864         0       0       0       0

#### **Cash Flow**

Y/E Mar (Rs mn)	FY19	FY20	FY21E	FY22E	FY23E
PBT (Ex-Other income) (NI+Dep)	3,346	3,215	2,562	3,305	3,533
Other Non-Cash items	141	90	13	4	0
Chg in working cap	2,245	1,309	77	(138)	(202)
Operating Cashflow	6,150	4,731	3,110	3,697	3,973
Capital expenditure	(805)	(2,300)	(2,500)	(1,425)	(2,200)
Free Cash Flow	5,345	2,431	610	2,272	1,773
Investments	(1,153)	1	0	0	0
Other Investing Cash Flow	0	0	0	0	0
Investing Cashflow	(1,911)	(2,011)	(2,155)	(1,222)	(1,997)
Equity Capital Raised	0	(7)	0	0	0
Loans Taken / (Repaid)	(2,816)	(402)	(253)	(17)	(13)
Dividend paid (incl tax)	(516)	(485)	(243)	(485)	(728)
Other Financing Cash Flow	0	0	0	0	0
Financing Cashflow	(3,476)	(988)	(508)	(507)	(741)
Net chg in cash	763	1,732	447	1,969	1,235
Opening cash position	198	2,113	3,845	4,292	6,261
Closing cash position	2,113	3,845	4,292	6,261	7,495

Source: Company, Emkay Research

# **Key Ratios**

Profitability (%)	FY19	FY20	FY21E	FY22E	FY23E
EBITDA Margin	24.5	21.4	19.6	20.5	19.9
EBIT Margin	18.8	16.4	13.3	15.3	14.6
Effective Tax Rate	8.9	10.6	10.0	10.0	10.0
Net Margin	16.7	15.6	13.8	14.6	14.0
ROCE	20.9	19.6	13.8	15.9	15.2
ROE	18.7	15.5	11.1	12.9	12.5
RoIC	23.0	24.6	18.3	23.2	23.0

Per Share Data (Rs)	FY19	FY20	FY21E	FY22E	FY23E
EPS	7.1	6.9	5.5	7.2	7.7
CEPS	9.6	9.2	8.1	9.7	10.6
BVPS	41.1	47.5	52.5	58.5	64.4
DPS	1.0	1.0	0.5	1.0	1.5

Valuations (x)	FY19	FY20	FY21E	FY22E	FY23E
PER	12.3	12.7	15.9	12.3	11.5
P/CEPS	9.1	9.6	10.8	9.0	8.3
P/BV	2.1	1.8	1.7	1.5	1.4
EV / Sales	1.9	1.8	1.9	1.5	1.3
EV / EBITDA	7.9	8.3	9.7	7.2	6.4
Dividend Yield (%)	1.1	1.1	0.6	1.1	1.7

Gearing Ratio (x)	FY19	FY20	FY21E	FY22E	FY23E
Net Debt/ Equity	(0.1)	(0.2)	(0.2)	(0.3)	(0.3)
Net Debt/EBIDTA	(0.3)	(0.9)	(1.3)	(1.5)	(1.6)
Working Cap Cycle (days)	116.6	89.9	97.2	82.6	77.0

Growth (%)	FY19	FY20	FY21E	FY22E	FY23E
Revenue	13.4	0.7	(9.1)	21.4	11.9
EBITDA	(13.8)	(12.0)	(16.7)	26.6	8.7
EBIT	(14.3)	(12.0)	(26.2)	39.4	7.2
PAT	(9.6)	(4.4)	(20.0)	29.3	6.9

Quarterly (Rs mn)	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20
Revenue	5,344	4,609	3,825	4,512	5,494
EBITDA	1,269	1,121	644	940	1,246
EBITDA Margin (%)	23.7	24.3	16.8	20.8	22.7
PAT	898	839	446	712	858
EPS (Rs)	2.1	2.0	1.1	1.7	2.0

Source: Company, Emkay Research

Shareholding Pattern (%)	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20
Promoters	68.0	67.9	67.9	67.1	66.8
FIIs	1.2	1.1	0.8	0.3	0.2
DIIs	8.7	9.2	9.3	9.0	8.3
Public and Others	22.1	21.8	22.1	23.7	24.7

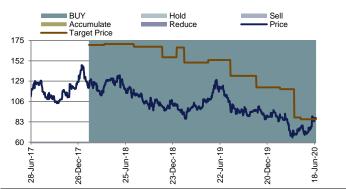
Source: Capitaline

#### RECOMMENDATION HISTORY TABLE

Date	Closing Price	TP	Period (months)	Rating	Analyst
18-May-20	70	86	12m	Buy	Sanjeev Kumar Singh
26-Apr-20	76	86	12m	Buy	Sanjeev Kumar Singh
01-Apr-20	70	88	12m	Buy	Sanjeev Kumar Singh
07-Feb-20	88	120	12m	Buy	Sanjeev Kumar Singh
20-Nov-19	98	122	12m	Buy	Sanjeev Kumar Singh
08-Nov-19	96	122	12m	Buy	Sanjeev Kumar Singh
23-Sep-19	98	135	12m	Buy	Sanjeev Kumar Singh
26-Aug-19	93	135	12m	Buy	Sanjeev Kumar Singh
01-Aug-19	96	135	12m	Buy	Sanjeev Kumar Singh
24-Jun-19	122	153	12m	Buy	Sanjeev Kumar Singh
08-May-19	107	153	12m	Buy	Sanjeev Kumar Singh
05-Feb-19	90	150	12m	Buy	Sanjeev Kumar Singh
07-Jan-19	103	167	12m	Buy	Sanjeev Kumar Singh
13-Nov-18	100	156	12m	Buy	Sanjeev Kumar Singh
27-Jul-18	114	168	12m	Buy	Sanjeev Kumar Singh
18-May-18	128	171	12m	Buy	Sanjeev Kumar Singh
05-Apr-18	124	171	12m	Buy	Sanjeev Kumar Singh
05-Feb-18	122	170	12m	Buy	Sanjeev Kumar Singh

Source: Company, Emkay Research

#### RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research



**Analyst: Sanjeev Kumar Singh** 

#### **Contact Details**

sanjeev.singh@emkayglobal.com +91 22 6612 1255

#### Sector

Cement & Building materials

#### Analyst bio

Sanjeev Kumar Singh holds an MBA and has over 10 years of experience in the Cement sector. His team currently covers 17 stocks in the Cement and Building Materials space.

# **Emkay Alpha Portfolio – Cement & Building Materials**

**EAP** sector portfolio

Company Name	BSE200 Weight	EAP Weight	OW/UW (%)	OW/UW (bps)	EAP Weight (Normalised)
Cement & Building Materials	2.14	2.14	0%	0	100.00
ACC	0.19	0.20	4%	1	9.22
Ambuja Cements	0.25	0.26	4%	1	11.97
Grasim Industries	0.43	0.23	-48%	-20	10.55
Birla Corporation	0.00	0.09	NA	9	4.11
India Cements	0.00	0.00	NA	0	0.00
JK Cement	0.00	0.00	NA	0	0.00
Jk Lakshmi Cement	0.00	0.12	NA	12	5.54
Orient Cement	0.00	0.00	NA	0	0.00
Prism Johnson	0.00	0.00	NA	0	0.00
Ramco Cements	0.14	0.10	-28%	-4	4.90
Sanghi Industries*	0.00	0.00	NA	0	0.00
Shree Cements	0.36	0.25	-31%	-11	11.52
Star Cement	0.00	0.00	NA	0	0.00
Ultratech Cement	0.77	0.90	17%	13	42.20
Century Plyboards	0.00	0.00	NA	0	0.00
Kajaria Ceramics	0.00	0.00	NA	0	0.00
Somany Ceramics	0.00	0.00	NA	0	0.00
Cash	0.00	0.00	NA	0	0.00

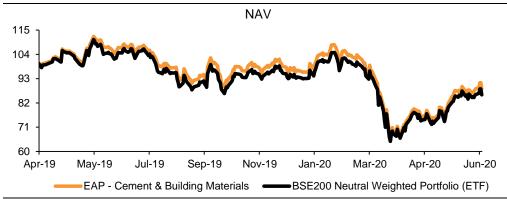
Source: Emkay Research

#### Sector portfolio NAV

	Base					Latest
	1-Apr-19	24-Sep-19	27-Dec-19	26-Mar-20	27-May-20	25-Jun-20
EAP - Cement & Building Materials	100.0	101.2	96.1	70.8	85.4	88.2
BSE200 Neutral Weighted Portfolio (ETF)	100.0	98.1	93.1	69.2	82.7	85.6

<sup>\*</sup>Performance measurement base date 1<sup>st</sup> April 2019 Source: Emkay Research

#### **NAV** chart



Source: Emkay Research

Please see our model portfolio (Emkay Alpha Portfolio): <u>SMID</u>
Please see our model portfolio (Emkay Alpha Portfolio): <u>Nifty</u>

"Emkay Alpha Portfolio – SMID and Nifty are a supporting document to the Emkay Alpha Portfolios Report and is updated on regular intervals"

<sup>\*</sup> Not under coverage: Equal Weight

<sup>■</sup> High Conviction/Strong Over Weight

#### **Emkay Rating Distribution**

Ratings	Expected Return within the next 12-18 months.
BUY	Over 15%
HOLD	Between -5% to 15%
SELL	Below -5%

Completed Date: 26 Jun 2020 23:25:14 (SGT) Dissemination Date: 26 Jun 2020 23:26:14 (SGT)

Sources for all charts and tables are Emkay Research unless otherwise specified.

#### GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of Bombay Stock Exchange Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX). EGFSL along with its subsidiaries offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management, insurance broking and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkayolobal.com

EGFSL is registered as Research Analyst with SEBI bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any stock exchange nor its activities were suspended by any stock exchange with whom it is registered in last five years, except that NSE had disabled EGFSL from trading on October 05, October 08 and October 09, 2012 for a manifest error resulting into a bonafide erroneous trade on October 05, 2012. However, SEBI and Stock Exchanges have conducted the routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SEBI at any point of time.

EGFSL offers research services to clients as well as prospects. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that may be inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would subject EGFSL or its group companies to any registration or licensing requirement within such jurisdiction. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be used by private customers in United Kingdom. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL. All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its Group Companies. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

- This publication has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research publication relating to any issuer.
- Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets

Disclaimer for U.S. persons only: This research report is a product of Emkay Global Financial Services Limited (Emkay), which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of Financial Institutions Regulatory Authority (FINRA) or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account. This report is intended for distribution to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on the sender. Further, this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors.

#### ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associate does not serve as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate does not have financial interests in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

<sup>1</sup> An associate is defined as (i) the spouse, or any minor child (natural or adopted) or minor step-child, of the analyst; (ii) the trustee of a trust of which the analyst, his spouse, minor child (natural or adopted) or minor step-child, is a beneficiary or discretionary object; or (iii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

#### COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report-:

- 1. EGFSL, its subsidiaries and/or other affiliates do not have a proprietary position in the securities recommended in this report as of June 26, 2020
- 2. EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Research Report Disclosure of previous investment recommendation produced:
- 3. EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by EGFSL in the preceding 12 months.
- 4. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have any material conflict of interest in the securities recommended in this report as of June 26, 2020.
- 5. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the June 26, 2020
- 6. EGFSL, its subsidiaries and/or other affiliates and Research Analyst have not received any compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
- 7. EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst have not received any compensation or other benefits from securities recommended in this report (subject company) or third party in connection with the research report.
- 8. Securities recommended in this report (Subject Company) has not been client of EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst during twelve months preceding the June 26, 2020

<sup>&</sup>lt;sup>2</sup> Financial interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

#### **RESTRICTIONS ON DISTRIBUTION**

INECTINIC HONO CIVE	SIGNABOTION
General	This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation.
Australia	This report is not for distribution into Australia.
Hong Kong	This report is not for distribution into Hong Kong.
Indonesia	This report is being distributed in Indonesia by PT DBS Vickers Sekuritas Indonesia.
Malaysia	This report is not for distribution into Malaysia.
Singapore	This report is distributed in Singapore by DBS Bank Ltd (Company Regn. No. 16800306E) or DBSVS (Company Regn. No. 1860024G) both of which are Exempt Financial Advisers as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. DBS Bank Ltd and/or DBSVS, may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an agreement under Regulation 32C of the financial Advisers Regulations. Singapore recipients should contact DBS Bank Ltd at 6327 2288 for matters arising from, or in connection with the report.
Thailand	This report is being distributed in Thailand by DBS Vickers Securities (Thailand) Co Ltd.
	This report is disseminated in the United Kingdom by DBS Vickers Securities (UK) Ltd, ("DBSVUK"). DBSVUK is authorised and regulated by the Financial Conduct Authority in the United Kingdom.
United Kingdom	In respect of the United Kingdom, this report is solely intended for the clients of DBSVUK, its respective connected and associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBSVUK. This communication is directed at persons having professional experience in matters relating to investments. Any investment activity following from this communication will only be engaged in with such persons. Persons who do not have professional experience in matters relating to investments should not rely on this communication.
Dubai International Financial Centre	This research report is being distributed by DBS Bank Ltd., (DIFC Branch) having its office at units 608-610, 6 <sup>th</sup> Floor, Gate Precinct Building 5, PO Box 506538, Dubai International Financial Centre (DIFC), Dubai, United Arab Emirates. DBS Bank Ltd., (DIFC Branch) is regulated by The Dubai Financial Services Authority. This research report is intended only for professional clients (as defined in the DFSA rulebook) and no other person may act upon it.
United Arab Emirates	This report is provided by DBS Bank Ltd (Company Regn. No. 196800306E) which is an Exempt Financial Adviser as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. This report is for information purposes only and should not be relied upon or acted on by the recipient or considered as a solicitation or inducement to buy or sell any financial product. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situation, or needs of individual clients. You should contact your relationship manager or investment adviser if you need advice on the merits of buying, selling or holding a particular investment. You should note that the information in this report may be out of date and it is not represented or warranted to be accurate, timely or complete. This report or any portion thereof may not be reprinted, sold or redistributed without our written consent.
United States	DBSVUSA did not participate in its preparation. The research analyst(s) named on this report are not registered as research analysts with FINRA and are not associated persons of DBSVUSA. The research analyst(s) are not subject to FINRA Rule 2241 restrictions on analyst compensation, communications with a subject company, public appearances and trading securities held by a research analyst. This report is being distributed in the United States by DBSVUSA, which accepts responsibility for its contents. This report may only be distributed to Major U.S. Institutional Investors (as defined in SEC Rule 15a-6) and to such other institutional investors and qualified persons as DBSVUSA may authorize. Any U.S. person receiving this report who wishes to effect transactions in any securities referred to herein should contact DBSVUSA directly and not its affiliate.
Other jurisdictions	In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions.

## Emkay Global Financial Services Ltd.

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com