# Ultratech Cement



India Equity Research | Cement August 6, 2021 Company Update



Your success is our success

# Refer to important disclosures at the end of this report

# AR Analysis: Focus stays on growth and cost efficiencies

Ultratech mentioned key elements of its growth strategy in the FY21 annual report: 1) focus on cost optimization and efficiency improvements; 2) low-cost expansion largely through the brownfield route; 3) enhance balance sheet strength and return ratios.

- In terms of cost optimization and de-risking efforts, we estimate sustainable cost savings of Rs90-100/ton by FY24E from the growing share of green power, improving blended ratio, lower lead distance, and better operating leverage.
- Ultratech would be adding ~20mt capacities in a staggered way by FY23E at capex of Rs65bn (<US\$60/ton, 75% brownfield). The proposed expansion will help to gain market share (140bps to 23% by FY23E), and boost profitability and return ratios.
- With strong FCF generation of Rs82bn p.a. over FY22-24E, we expect Ultratech to become net cash positive by FY23E. Capital is likely to be allocated for growth opportunities and the surplus would be paid as dividends.

We have a Buy rating on the stock with a DCF-based TP of Rs8,500 (Sep'22E), implying a 15x forward EV/EBITDA (vs. current multiple of 16x).

- Focus on cost optimization and efficiency improvements: Ultratech focused on driving cost efficiencies with several initiatives. WHRS power generation increased 20% YoY, leading to a rise in the share of green power to 13% in FY21 (vs. 11.5% in FY20) and management aims to increase it to 34% (WHRS 26%; solar 8%) by FY24E. While the proposed capacity expansion will help Ultratech improve the blending ratio and lower the lead distance by 17kms in India and 63kms in the East zone, respectively.
- Ultratech is expected to add ~20mt grinding capacity (18% of domestic capacities) and 11.4mt clinker at a capex outlay of Rs65bn in a staggered manner by FY23E. Accordingly, its total domestic capacities will increase to 131mt, which will expand its capacity share by 140bps to 23% by FY23E (targeting 160mt by FY30E). Along with low average capex cost US\$60/ton (75% brownfield) and better profitability, it should boost overall return ratios. Earlier, management guided to improve RoE (ex-goodwill) by 300bps to 18% by FY25E, implying a 20% CAGR in PAT.
- Consolidated net debt declined by >Rs130bn in the past two years to Rs60bn as of Jun'21, with net debt-to-EBITDA standing at 0.44x. We estimate an average FCF of Rs82bn p.a. over FY22E-24E and expect UTCEM to be net debt free by FY23E. Earlier, management guided that any surplus capital (after pursuing growth opportunities) would be paid as dividends in the coming years.
- Others highlights: Incentive income fell 26% YoY to Rs2.8bn (Rs33/ton), while incentive receivables rose 8% YoY to Rs13.2bn in FY21. Management expects demand growth of 9-12% YoY in FY22. As of FY21, Ultratech has 33,505 (+12% YoY) dealers and 74,535 (+16% YoY) retailers. Advertisement and sales promotion expenses declined 17% YoY to Rs8bn (Rs94/ton) in FY21.

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

# Financial Snapshot (Consolidated)

| (Rs mn)           | FY20     | FY21     | FY22E    | FY23E    | FY24E    |
|-------------------|----------|----------|----------|----------|----------|
| Revenue           | 4,21,250 | 4,47,258 | 5,09,320 | 5,70,703 | 6,37,071 |
| EBITDA            | 94,167   | 1,15,679 | 1,32,731 | 1,51,757 | 1,72,299 |
| EBITDA Margin (%) | 22.4     | 25.9     | 26.1     | 26.6     | 27.0     |
| APAT              | 38,386   | 55,809   | 71,094   | 85,015   | 1,08,149 |
| EPS (Rs)          | 133.0    | 193.3    | 246.3    | 294.5    | 374.7    |
| EPS (% chg)       | 50.0     | 45.4     | 27.4     | 19.6     | 27.2     |
| ROE (%)           | 11.4     | 13.4     | 15.1     | 16.0     | 17.7     |
| P/E (x)           | 57.6     | 39.6     | 31.1     | 26.0     | 20.4     |
| EV/EBITDA (x)     | 25.6     | 20.6     | 17.2     | 14.7     | 12.7     |
| P/BV (x)          | 5.7      | 5.0      | 4.4      | 3.9      | 3.4      |

| Source: Company, | Emkay Research |
|------------------|----------------|
|------------------|----------------|

| СМР                                | Target Price              |
|------------------------------------|---------------------------|
| Rs 7,659<br>as of (August 5, 2021) | Rs 8,500 (∎)<br>12 months |
| Rating                             | Upside                    |
| BUY (∎)                            | 11.0 %                    |

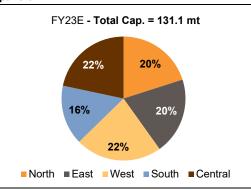
# Change in Estimates

| EPS Chg FY22E   | FY23E   | (%)   | -/  |
|---|---|---|---|
| Target Price char   | nge (%)   |   | -   |
| Target Period (M  | onths)  |   | 12  |
| Previous Reco   |   |   | BUY   |
| Emkay vs Conse  | ensus   |   |   |
| EPS   | S Estima  | ites  |   |
|   | F   | Y22E  | FY23E   |
| Emkay   |   | 246.3   | 294.5   |
| Consensus   |   | 240.9   | 287.4   |
| Mean Consensus  | 5 TP (12  | M)  | Rs 8,038  |
| Stock Details   |   |   |   |
| Bloomberg Code  |   | ι   | JTCEM IN  |
| Face Value (Rs)   |   |   | 10  |
| Shares outstandi  | ng (mn)   |   | 289   |
| 52 Week H/L   |   | 7,9   | 11 / 3,754  |
| M Cap (Rs bn/US   |   | 2,21  | 1 / 29.81   |
| Daily Avg Volume  | e (nos.)  |   | 4,23,603  |
| Daily Avg Turnov  | er (US\$  | mn)   | 39.3  |
| Shareholding Pa   | attern .l   | un '21  |   |
| Promoters   |   |   | 60.0%   |
| Fils  |   |   | 16.6%   |
| Dlls  |   |   |   |
|   |   |   | 14 4%   |
|   | <u> </u>  |   | 9.1%  |
| Public and Other  |   |   | 9.1%  |
| Public and Others Price Performan   | ce  |   | 9.1%  |
| Public and Other<br>Price Performan<br>(%) 1M   | ice<br>3M   | 6N  | 9.1%  |
| Public and OtherPrice Performant(%)1MAbsolute14   | ice<br>3M<br>20   | 21  | 9.1%  |
| Public and Other<br>Price Performan<br>(%) 1M   | ice<br>3M<br>20   |   | 9.1%  |
| Public and OtherPrice Performant(%)1MAbsolute14Rel. to Nifty11Relative price cl   | <b>ice</b><br>3 <b>M</b><br>20<br>8   | 21  | 9.1%<br><b>1 12M</b><br>90<br>29  |
| Public and OthersPrice Performant(%)1MAbsolute14Rel. to Nifty11   | <b>ice</b><br>3 <b>M</b><br>20<br>8   | 21  | 9.1%  |
| Public and Others<br>Price Performan<br>(%) 1M<br>Absolute 14<br>Rel. to Nifty 11<br>Relative price cl  | <b>ice</b><br>3 <b>M</b><br>20<br>8   | 21  | 9.1%<br><b>1 12M</b><br>90<br>29  |
| Public and Others<br>Price Performan<br>(%) 1M<br>Absolute 14<br>Rel. to Nifty 11<br>Relative price cl<br><sup>7850</sup> ]Rs   | <b>ice</b><br>3 <b>M</b><br>20<br>8   | 21  | 9.1%<br><b>1 12M</b><br>90<br>29<br>% 1 40  |
| Public and Others<br>Price Performan<br>(%) 1M<br>Absolute 14<br>Rel. to Nifty 11<br>Relative price cl<br><sup>7850</sup><br>7030   | <b>ice</b><br>3 <b>M</b><br>20<br>8   | 21  | 9.1%<br><b>1 12M</b><br>90<br>29<br>% 40<br>30  |
| Public and Others<br>Price Performan<br>(%) 1M<br>Absolute 14<br>Rel. to Nifty 11<br>Relative price cl<br>7850<br>7030<br>6210  | <b>ice</b><br>3 <b>M</b><br>20<br>8   | 21  | 9.1%<br>1 12M<br>90<br>29<br>% 40<br>- 30<br>- 20   |
| Public and Others Price Performan (%) 1M Absolute 14 Rel. to Nifty 11 Relative price cl 7850 7030 6210 5390 4570 7750   | ace<br>3M<br>20<br>8<br>nart  | 21<br>10  | 9.1%<br>9.1%<br>90<br>90<br>29<br>%<br>40<br>30<br>20<br>10<br>0<br>-10   |
| Public and Others   | 20<br>art<br>20<br>8<br>hart<br>20Feb-21/   | 21  | 9.1%<br>12M<br>90<br>29<br>%<br>40<br>30<br>20<br>10<br>0<br>-21Aug-21  |
| Public and Others   | 20<br>art<br>20<br>8<br>hart<br>20Feb-21/   | 21  | 9.1%<br>9.1%<br>90<br>90<br>29<br>%<br>40<br>30<br>20<br>10<br>0<br>-10   |
| Public and Others   | cce<br>20<br>8<br>nart<br>20Feb-21 A<br>nt (LHS) -<br>roduced b<br>re respons                   | 21<br>10<br>  | 9.1%<br>1 12M<br>90<br>29<br>0 29<br>0 29<br>0 29<br>10<br>- 10<br>- 10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>   |
| Public and Others<br>Price Performan<br>(%) 1M<br>Absolute 14<br>Rel. to Nifty 11<br>Relative price cl<br>7850<br>7030<br>6210<br>5390<br>4570<br>3750<br>Aug-20 Oct-20 Dec-<br>Ultratech Ceme<br>Source: Bloomberg<br>This report is solely p<br>following person(s) ar                              | cce<br>20<br>8<br>nart<br>20Feb-21 A<br>nt (LHS) -<br>roduced b<br>re respons                   | 21<br>10<br>  | 9.1%<br>1 12M<br>90<br>29<br>0 29<br>0 29<br>0 29<br>10<br>- 10<br>- 10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>   |
| Public and Others<br>Price Performan<br>(%) 1M<br>Absolute 14<br>Rel. to Nifty 11<br>Relative price cl<br>7850<br>7030<br>6210<br>4570<br>4570<br>7050<br>Aug-20 Oct-20 Dec-<br>Ultratech Ceme<br>Source: Bloomberg<br>This report is solely p<br>following person(s) an<br>production of the reco    | 200<br>200<br>8<br>hart<br>20Feb-21 /<br>at (LHS) -<br>roduced b<br>re respons<br>mmendat       | 21<br>10<br>ypr-21 Jur<br>Re<br>y Emkay<br>ible for t<br>ion: | 9.1%<br>9.1%<br>90<br>90<br>90<br>90<br>29<br>40<br>- 30<br>- 20<br>- 10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>1 |
| Public and Others<br>Price Performant<br>(%) 1M<br>Absolute 14<br>Rel. to Nifty 11<br>Relative price cl<br>7850<br>6210<br>4570<br>4570<br>7030<br>4570<br>Aug-20 Oct-20 Dec-<br>Ultratech Ceme<br>Source: Bloomberg<br>This report is solely p<br>following person(s) an<br>production of the record | ace<br>3M<br>20<br>8<br>nart<br>20Feb-21 A<br>20Feb-21 A<br>roduced b<br>re respons<br>ommendat | 21<br>10<br>ypr-21 Jur<br>Re<br>y Emkay<br>ible for t<br>ion: | 9.1%<br>9.1%<br>90<br>90<br>90<br>90<br>29<br>40<br>- 30<br>- 20<br>- 10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>1 |

Enkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

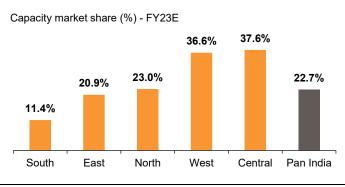
# **Story in Charts**

Exhibit 1: Capacity share in East and Central regions to increase post expansion



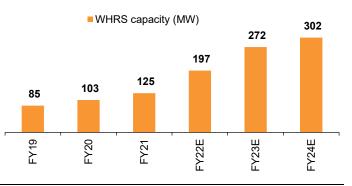
Source: Company, Emkay Research

### Exhibit 3: Capacity market share to rise 140bps to 23% by FY23E



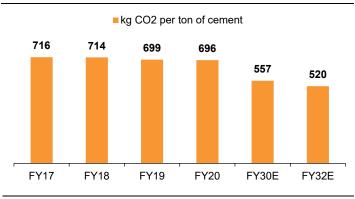
Source: Company, Emkay Research

#### Exhibit 5: Adding incremental 177MW WHRS capacity by FY24



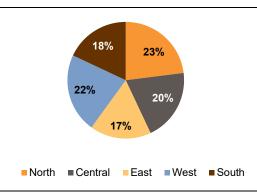
Source: Company, Emkay Research

# Exhibit 7: Targets significant reduction of CO2 emission by FY32



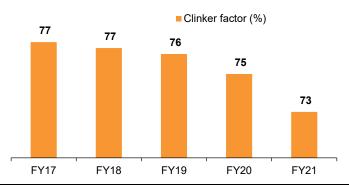
Source: Company, Emkay Research

#### Exhibit 2: Ultratech revenue mix (FY21)



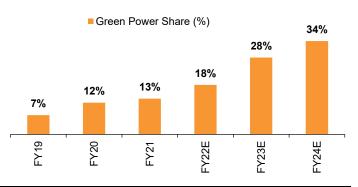
Source: Company, Emkay Research

# Exhibit 4: With increasing blending, clinker factor is gradually declining



Source: Company, Emkay Research

#### Exhibit 6: Share of green power to increase to 34% by FY24E



Source: Company, Emkay Research

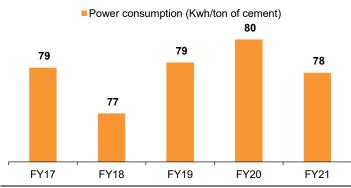
# Exhibit 8: Increasing share of green power to provide cost savings of Rs40/ton

| WHRS  | Wind+Solar                | Total   |
|-------|---------------------------|---|
| 177   | 250                       |   |
| 65    | 27                        |   |
| 1,008 | 591                       |   |
| 4.0   | 1.5                       |   |
| 4,031 | 887                       | 4,918   |
|       |                           | 115   |
|       |                           | 43  |
|       | 177<br>65<br>1,008<br>4.0 | 177         250           65         27           1,008         591           4.0         1.5 |

Source: Company, Emkay Research

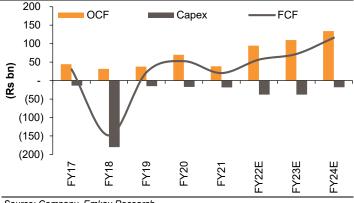
Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY-GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

#### Exhibit 9: Power consumption norms improved by 1.6% YoY in FY21



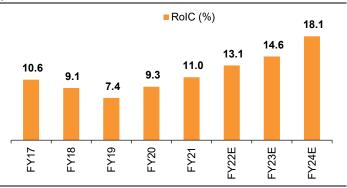
Source: Company, Emkay Research

# Exhibit 11: Ultratech likely to generate FCF of Rs82bn p.a. over FY22E-24E



Source: Company, Emkay Research

# Exhibit 13: Ultratech likely to have best incremental RoIC in this cycle



Source: Company, Emkay Research

# Exhibit 10: Coal and other fuel usage norms increased in the past few years

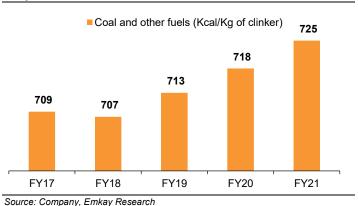
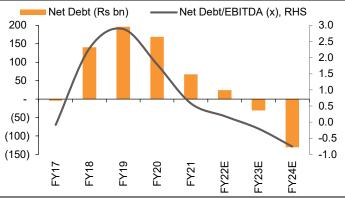


Exhibit 12: With strong FCF generation, Ultratech to become net debt free in FY23E



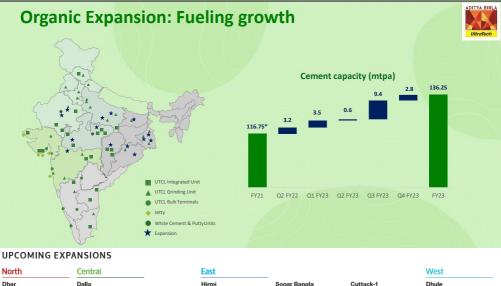
Source: Company, Emkay Research

# Exhibit 14: Maintain Buy and TP of Rs8,500, based on 15x Sep'22E EV/EBITDA, backed by DCF analysis

| EV/E method              | Rs bn |
|--------------------------|-------|
| Sep23E EBITDA            | 162   |
| EV/E multiple (x)        | 15    |
| Enterprise Value         | 2,436 |
| Net cash (Sep22E)        | 17    |
| Equity value             | 2,453 |
| No. of shares (mn)       | 289   |
| Sep'22 Target Price (Rs) | 8,500 |

Source: Company, Emkay Research

# Exhibit 15: Expansion of ~20mt cement capacity is on track



#### Dalla Dhule Dhar Hirmi Cuttack-1 nar Bangla 1.8 MTPA **0.6 MTPA 1.3 MTPA** 0.55 MTPA **2.2 MTPA 1.8 MTPA 2.7 MTPA 2.3 MTPA 2.7 MTPA** Pali Maiha Patna - 1 Dankuni Cuttack-2 **1.9 MTPA** 0.6 MTPA 0.6 MTPA 2.2 MTPA **1.0 MTPA** 2.7 MTPA Patna – 2 Durgapu Jharsuguda 2.2 MTPA **0.6 MTPA** 0.55 MTPA Neem Ka Thana 2.0 MTPA **0.6 MTPA**

Source: Company, Emkay Research

# Exhibit 16: Strategic roadmap of Ultratech

| Focus Area                | Strategic objective  | Progress in FY21   |
|---------------------------|--|--|
|                           | 1. Funding through internal accruals   | 1. Proposed expansion will help to lower all India lead distance |
| Enhance Balance           | 2. Prioritize plants having substantial locational advantage to                  | by ~17kms and by ~63kms in the East Zone.                        |
| Sheet strength            | reduce lead time and increase EBITDA   | 2. Grinding unit expansions within market proximity (<250km)     |
|                           | 3. Ideal clinker locations and their grinding units                              | 3.RoCE (Ex Goodwill) for consolidated operations for FY21        |
|                           | 4. Strengthening overall ROCE  | increased to 15.3% (vis-a-vis 12% for FY20)                      |
|                           | 1. Largely brownfield expansion  | 1. 12.8mt expansion approved and under commissioning             |
| Low cost expansion        | <ol><li>Targeted average capex cost of <us\$60 li="" ton<=""></us\$60></li></ol> | (75% brownfield)   |
| Low cost expansion        | 3. Targeted average capex outflow of ~US\$600mn including                        | 2. Brownfield expansion will lead to faster commissioning of     |
|                           | growth capex   | projects (low duration than greenfield projects: ~6 months)      |
|                           | 1. Waste Heat Recovery System (WHRS) to address 40%                              | 1. WHRS power generation increased by 21% over FY20.             |
|                           | power requirement of expanded capacity   | 2. Green power share in power mix raised to 13% (LY:             |
| Cost optimization efforts | 2. Higher blended percentage as majority of capacity                             | 11.5%)   |
|                           | expansion to cater to East and Central demand                                    | 3. Conversion ratio improved by 2% over FY20.                    |
|                           | 3. Conversion ratio to improve   | 4. Water positivity of 3.9x (compared to 2.8x for FY20)          |

Source: Company, Emkay Research

Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

# **Annual Analysis**

# Exhibit 17: Key assumptions

| Operational dataila             | FY17  | EV40  | EV40  | EV20  | EV24  | EVODE | FY23E | FY24E  | CAC     | SR%      |
|---------------------------------|-------|-------|-------|-------|-------|-------|-------|--------|---------|----------|
| Operational details             | FT1/  | FY18  | FY19  | FY20  | FY21  | FY22E | FIZJE | F 124E | FY17-21 | FY21-24E |
| Capacity (mt)                   | 72    | 86    | 100   | 115   | 118   | 125   | 138   | 140    | 13.3    | 5.7      |
| Volumes (mt)                    | 53    | 65    | 76    | 82    | 86    | 95    | 105   | 115    | 12.8    | 9.9      |
| Utilization (%)                 | 76    | 82    | 82    | 77    | 74    | 78    | 80    | 82     | (0.5)   | 3.4      |
| Blended Realization (Rs/ton)    | 4,703 | 4,795 | 4,815 | 5,038 | 5,118 | 5,319 | 5,404 | 5,508  | 2.1     | 2.5      |
| EBITDA/ton (Rs/ton)             | 977   | 951   | 889   | 1,144 | 1,338 | 1,400 | 1,450 | 1,503  | 8.2     | 3.9      |
| P&L (Rs bn)                     |       |       |       |       |       |       |       |        |         |          |
| Revenue                         | 254   | 314   | 374   | 421   | 447   | 509   | 571   | 637    | 15.2    | 12.5     |
| EBITDA                          | 52    | 61    | 68    | 94    | 116   | 133   | 152   | 172    | 22.1    | 14.2     |
| Adj. Net Profit                 | 27    | 25    | 24    | 38    | 56    | 71    | 85    | 108    | 19.7    | 24.7     |
| Balance Sheet (Rs bn)           |       |       |       |       |       |       |       |        |         |          |
| Equity                          | 244   | 264   | 284   | 391   | 442   | 499   | 567   | 653    |         |          |
| Net Debt                        | (4)   | 141   | 196   | 169   | 67    | 24    | (31)  | (131)  |         |          |
| Net Debt: EBITDA (x)            | (0.1) | 2.3   | 2.9   | 1.8   | 0.6   | 0.2   | (0.2) | (0.8)  |         |          |
| Net Debt: Equity (x)            | (0.0) | 0.5   | 0.7   | 0.4   | 0.2   | 0.0   | (0.1) | (0.2)  |         |          |
| Cash Flow (Rs bn)               |       |       |       |       |       |       |       |        |         |          |
| OCF before NWC change           | 39    | 40    | 47    | 65    | 87    | 105   | 113   | 137    |         |          |
| Change in NWC                   | 5     | (8)   | (9)   | 5     | 23    | (10)  | (2)   | (2)    |         |          |
| Capex                           | (14)  | (180) | (15)  | (17)  | (18)  | (38)  | (38)  | (18)   |         |          |
| FCF                             | 31    | (149) | 23    | 53    | 91    | 57    | 72    | 116    |         |          |
| Return ratios (%)               |       |       |       |       |       |       |       |        |         |          |
| RoE                             | 11.9  | 9.7   | 8.9   | 11.4  | 13.4  | 15.1  | 16.0  | 17.7   |         |          |
| RoCE                            | 11.8  | 7.6   | 6.8   | 8.6   | 11.6  | 13.8  | 15.6  | 19.8   |         |          |
| RolC                            | 10.6  | 9.1   | 7.4   | 9.3   | 11.0  | 13.1  | 14.6  | 18.1   |         |          |
| Valuations (x)                  |       |       |       |       |       |       |       |        |         |          |
| PE                              |       |       |       |       | 39.6  | 31.1  | 26.0  | 20.4   |         |          |
| EV/EBITDA                       |       |       |       |       | 20.6  | 17.2  | 14.7  | 12.7   |         |          |
| EV/ton (US\$)                   |       |       |       |       | 264   | 245   | 217   | 204    |         |          |
| Source: Company, Emkay Research |       |       |       |       |       |       |       |        |         |          |

Source: Company, Emkay Research

Exhibit 18: Annual analysis on per-ton basis

| Rs/ton                 | FY17  | FY18  | FY19  | FY20  | FY21  | FY22E | FY23E | FY24E |
|------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Blended realization    | 4,703 | 4,795 | 4,815 | 5,038 | 5,118 | 5,319 | 5,404 | 5,508 |
| Raw materials consumed | 838   | 813   | 855   | 767   | 820   | 816   | 825   | 845   |
| Power & fuel costs     | 801   | 981   | 1,103 | 1,029 | 964   | 1,068 | 1,096 | 1,116 |
| Freight costs          | 1,106 | 1,132 | 1,158 | 1,181 | 1,162 | 1,185 | 1,205 | 1,230 |
| Staff cost             | 285   | 280   | 270   | 305   | 272   | 265   | 247   | 234   |
| Other expenses         | 748   | 706   | 619   | 691   | 618   | 638   | 630   | 630   |
| Operating Cost         | 3,779 | 3,911 | 4,005 | 3,973 | 3,836 | 3,972 | 4,003 | 4,054 |
| Other operating income | 53    | 68    | 79    | 79    | 56    | 53    | 49    | 49    |
| Blended EBITDA         | 977   | 951   | 889   | 1,144 | 1,338 | 1,400 | 1,450 | 1,503 |

Source: Company, Emkay Research

### Exhibit 19: 1-year forward EV/EBITDA

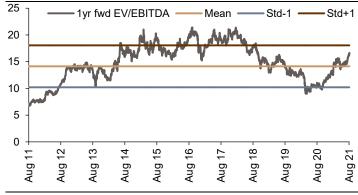
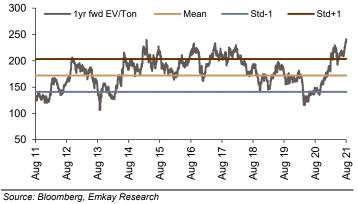


Exhibit 20: 1-year forward EV/ton (USD)



Source: Bloomberg, Emkay Research

Course. Dicomberg, Emilay Research

Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

# Key Financials (Consolidated)

# **Income Statement**

| Y/E Mar (Rs mn)                  | FY20     | FY21     | FY22E    | FY23E    | FY24E    |
|----------------------------------|----------|----------|----------|----------|----------|
| Revenue                          | 4,21,250 | 4,47,258 | 5,09,320 | 5,70,703 | 6,37,071 |
| Expenditure                      | 3,27,083 | 3,31,579 | 3,76,589 | 4,18,946 | 4,64,772 |
| EBITDA                           | 94,167   | 1,15,679 | 1,32,731 | 1,51,757 | 1,72,299 |
| Depreciation                     | 27,022   | 27,002   | 28,180   | 30,464   | 30,972   |
| EBIT                             | 67,146   | 88,676   | 1,04,552 | 1,21,293 | 1,41,327 |
| Other Income                     | 6,478    | 7,342    | 10,073   | 11,407   | 13,033   |
| Interest expenses                | 19,857   | 14,857   | 13,087   | 11,262   | 9,582    |
| РВТ                              | 53,767   | 81,162   | 1,01,538 | 1,21,438 | 1,44,778 |
| Тах                              | 15,413   | 25,387   | 30,462   | 36,431   | 36,629   |
| Extraordinary Items              | 19,765   | (2,607)  | 0        | 0        | 0        |
| Minority Int./Income from Assoc. | 32       | 34       | 17       | 9        | 0        |
| Reported Net Income              | 58,150   | 53,201   | 71,094   | 85,015   | 1,08,149 |
| Adjusted PAT                     | 38,386   | 55,809   | 71,094   | 85,015   | 1,08,149 |

# Balance Sheet

| Y/E Mar (Rs mn)                            | FY20     | FY21     | FY22E    | FY23E    | FY24E    |
|--|----------|----------|----------|----------|----------|
| Equity share capital                       | 2,886    | 2,887    | 2,887    | 2,887    | 2,887    |
| Reserves & surplus                         | 3,88,269 | 4,38,860 | 4,95,736 | 5,63,747 | 6,50,267 |
| Net worth                                  | 3,91,155 | 4,41,747 | 4,98,622 | 5,66,634 | 6,53,153 |
| Minority Interest                          | 75       | 57       | 40       | 31       | 31       |
| Loan Funds                                 | 2,28,979 | 2,04,727 | 1,74,727 | 1,44,727 | 1,14,727 |
| Net deferred tax liability                 | 49,060   | 60,335   | 60,396   | 60,456   | 60,516   |
| Total Liabilities                          | 6,69,269 | 7,06,866 | 7,33,785 | 7,71,848 | 8,28,428 |
| Net block                                  | 5,99,421 | 5,91,214 | 6,11,668 | 6,24,628 | 6,12,705 |
| Investment                                 | 59,287   | 1,21,781 | 1,21,781 | 1,21,781 | 1,26,781 |
| Current Assets                             | 1,25,508 | 1,31,959 | 1,45,597 | 1,83,701 | 2,74,546 |
| Cash & bank balance                        | 5,392    | 20,076   | 32,776   | 58,067   | 1,22,795 |
| Other Current Assets                       | 1,651    | 1,651    | 1,651    | 1,651    | 1,651    |
| <b>Current liabilities &amp; Provision</b> | 1,24,042 | 1,54,897 | 1,52,193 | 1,61,715 | 1,89,057 |
| Net current assets                         | 1,466    | (22,939) | (6,597)  | 21,986   | 85,489   |
| Misc. exp                                  | 0        | 0        | 0        | 0        | 0        |
| Total Assets                               | 6,69,270 | 7,06,866 | 7,33,785 | 7,71,848 | 8,28,428 |

| Y/E Mar (Rs mn)                | FY20     | FY21     | FY22E    | FY23E    | FY24E    |
|--------------------------------|----------|----------|----------|----------|----------|
| PBT (Ex-Other income) (NI+Dep) | 52,423   | 71,247   | 91,482   | 1,10,039 | 1,31,745 |
| Other Non-Cash items           | (5,869)  | 11,237   | 0        | 0        | 0        |
| Chg in working cap             | 4,503    | 39,088   | (3,642)  | (3,292)  | 1,225    |
| Operating Cashflow             | 89,020   | 1,38,043 | 97,695   | 1,09,918 | 1,35,887 |
| Capital expenditure            | (17,037) | (18,414) | (37,807) | (37,821) | (18,041) |
| Free Cash Flow                 | 71,983   | 1,19,630 | 59,889   | 72,097   | 1,17,846 |
| Investments                    | (22,302) | (62,494) | 0        | 0        | (5,000)  |
| Other Investing Cash Flow      | 0        | 0        | 0        | 0        | 0        |
| Investing Cashflow             | (38,129) | (73,566) | (27,733) | (26,414) | (10,008) |
| Equity Capital Raised          | (3)      | 0        | 0        | 0        | 0        |
| Loans Taken / (Repaid)         | (27,164) | (24,252) | (30,000) | (30,000) | (30,000) |
| Dividend paid (incl tax)       | (3,800)  | (10,680) | (14,219) | (17,003) | (21,630) |
| Other Financing Cash Flow      | 0        | 8,091    | 43       | 52       | 60       |
| Financing Cashflow             | (49,911) | (41,698) | (57,262) | (58,213) | (61,151) |
| Net chg in cash                | 980      | 22,779   | 12,700   | 25,291   | 64,728   |
| Opening cash position          | 4,412    | 5,392    | 28,171   | 40,871   | 66,162   |
| Closing cash position          | 5,392    | 28,171   | 40,871   | 66,162   | 1,30,890 |

Source: Company, Emkay Research

| Profitability (%)   | FY20                            | FY21                          | FY22E                  | FY23E                  | FY24E                                 |
|---|---------------------------------|-------------------------------|------------------------|------------------------|---------------------------------------|
| EBITDA Margin   | 22.4                            | 25.9                          | 26.1                   | 26.6                   | 27.0                                  |
| EBIT Margin   | 15.9                            | 19.8                          | 20.5                   | 21.3                   | 22.2                                  |
| Effective Tax Rate  | 28.7                            | 31.3                          | 30.0                   | 30.0                   | 25.3                                  |
| Net Margin  | 9.1                             | 12.5                          | 14.0                   | 14.9                   | 17.0                                  |
| ROCE  | 12.1                            | 14.0                          | 15.9                   | 17.6                   | 19.3                                  |
| ROE   | 11.4                            | 13.4                          | 15.1                   | 16.0                   | 17.7                                  |
| RolC  | 12.4                            | 15.5                          | 18.7                   | 20.9                   | 24.3                                  |
| Per Share Data (Rs)   | FY20                            | FY21                          | FY22E                  | FY23E                  | FY24E                                 |
| EPS   | 133.0                           | 193.3                         | 246.3                  | 294.5                  | 374.7                                 |
| CEPS  | 226.6                           | 286.9                         | 343.9                  | 400.1                  | 482.0                                 |
| BVPS  | 1,355.2                         | 1,530.4                       | 1,727.4                | 1,963.0                | 2,262.8                               |
| DPS   | 13.8                            | 7.5                           | 19.2                   | 23.0                   | 28.0                                  |
| Voluctions (x)  | EV20                            | EV24                          | EVODE                  | EVO2E                  | EVOAE                                 |
| Valuations (x) PER  | <b>FY20</b><br>57.6             | <b>FY21</b><br>39.6           | <b>FY22E</b><br>31.1   | <b>FY23E</b><br>26.0   | <b>FY24E</b><br>20.4                  |
| P/CEPS  |                                 |                               | 21.7                   | 18.6                   | 15.5                                  |
| P/CEPS<br>P/BV  | 32.9                            | 26.0<br>5.0                   | 4.4                    | 3.9                    | 3.4                                   |
| . , = .   | 5.7                             |                               |                        |                        |                                       |
| EV / Sales  | 5.6                             | 5.1                           | 4.4                    | 3.8                    | 3.3                                   |
| EV / EBITDA   | 25.6                            | 20.6                          | 17.2                   | 14.7                   | 12.7                                  |
| Dividend Yield (%)  | 0.2                             | 0.1                           | 0.3                    | 0.3                    | 0.4                                   |
| Gearing Ratio (x)   | FY20                            | FY21                          | FY22E                  | FY23E                  | FY24E                                 |
| Net Debt/ Equity  | 0.4                             | 0.2                           | 0.0                    | (0.1)                  | (0.2)                                 |
| Net Debt/EBIDTA   | 1.8                             | 0.6                           | 0.2                    | (0.2)                  | (0.8                                  |
| Working Cap Cycle (days)  | (3.4)                           | (35.1)                        | (28.2)                 | (23.1)                 | (21.4)                                |
| Growth (%)  | FY20                            | FY21                          | FY22E                  | FY23E                  | FY24E                                 |
| Revenue   | 12.7                            | 6.2                           | 13.9                   | 12.1                   | 11.6                                  |
| EBITDA  | 38.7                            | 22.8                          | 14.7                   | 14.3                   | 13.5                                  |
| EBIT  | 44.5                            | 32.1                          | 17.9                   | 16.0                   | 16.5                                  |
| PAT   | 138.8                           | (8.5)                         | 33.6                   | 19.6                   | 27.2                                  |
| Quarterly (Rs mn)   | Q1FY21                          | Q2FY21                        | Q3FY21                 | Q4FY21                 | Q1FY22                                |
| Revenue   | 76,711                          | 1,03,871                      | 1,22,620               | 1,44,056               | 1,16,320                              |
| EBITDA  | 20,777                          | 26,977                        | 31,022                 | 36,904                 | 33,075                                |
| LDITDI  | 27.1                            | 26.0                          | 25.3                   | 25.6                   | 28.3                                  |
| EBITDA Margin (%)   |                                 | 20.0                          |                        |                        | 17,026                                |
| EBITDA Margin (%)   |                                 | 12 314                        | 15 843                 |                        |                                       |
| PAT   | 7,942                           | 12,314<br><b>42 7</b>         | 15,843<br><b>54 9</b>  | 17,752<br>61 5         |                                       |
|   |                                 | 12,314<br><b>42.7</b>         | 15,843<br><b>54.9</b>  | 61.5                   |                                       |
| PAT<br>EPS (Rs)   | 7,942                           |                               |                        |                        | 59.0                                  |
| PAT<br>EPS (Rs)<br>Source: Company, Emkay Research  | 7,942<br><b>27.5</b>            | 42.7                          | 54.9                   | 61.5                   | 59.0<br>Jun-21                        |
| PAT<br>EPS (Rs)<br>Source: Company, Emkay Research<br>Shareholding Pattern (%)              | 7,942<br>27.5<br>Jun-20         | 42.7<br>Sep-20                | 54.9<br>Dec-20         | 61.5<br>Mar-21         | <b>59.0</b><br><b>Jun-21</b><br>60.0  |
| PAT<br>EPS (Rs)<br>Source: Company, Emkay Research<br>Shareholding Pattern (%)<br>Promoters | 7,942<br>27.5<br>Jun-20<br>60.0 | <b>42.7</b><br>Sep-20<br>59.9 | 54.9<br>Dec-20<br>60.0 | 61.5<br>Mar-21<br>60.0 | <b>Jun-21</b><br>60.0<br>16.6<br>14.4 |

Source: Capitaline

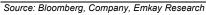
# RECOMMENDATION HISTORY TABLE

| Date      | Closing<br>Price | ТР    | Period<br>(months) | Rating | Analyst       |
|-----------|------------------|-------|--------------------|--------|---------------|
| 23-Jul-21 | 7,490            | 8,500 | 12m                | Buy    | Dharmesh Shah |
| 06-Jun-21 | 6,664            | 7,050 | 12m                | Buy    | Dharmesh Shah |
| 10-May-21 | 6,403            | 7,050 | 12m                | Buy    | Dharmesh Shah |
| 09-May-21 | 6,482            | 7,050 | 12m                | Buy    | Dharmesh Shah |
| 28-Apr-21 | 6,361            | 7,050 | 12m                | Buy    | Dharmesh Shah |

Source: Company, Emkay Research

**RECOMMENDATION HISTORY CHART** 





# Emkay Alpha Portfolio – Cement & Building Materials

| Company Name                | BSE200<br>Weight | EAP<br>Weight | OW/UW<br>(%) | OW/UW<br>(bps) | EAP Weight<br>(Normalised) |
|-----------------------------|------------------|---------------|--------------|----------------|----------------------------|
| Cement & Building Materials | 2.80             | 2.80          | 0%           | 0              | 100.00                     |
| ACC                         | 0.22             | 0.22          | 2%           | 0              | 7.92                       |
| Ambuja Cements              | 0.33             | 0.33          | 0%           | 0              | 11.76                      |
| Birla Corporation*          | 0.00             | 0.00          | NA           | 0              | 0.00                       |
| Dalmia Bharat               | 0.18             | 0.16          | -10%         | -2             | 5.78                       |
| Grasim Industries*          | 0.66             | 0.59          | -10%         | -7             | 21.16                      |
| 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             | 0.00          | NA           | 0              | 0.00                       |
| Orient Cement*              | 0.00             | 0.00          | NA           | 0              | 0.00                       |
| Prism Johnson*              | 0.00             | 0.00          | NA           | 0              | 0.00                       |
| Ramco Cements               | 0.15             | 0.15          | 5%           | 1              | 5.50                       |
| Shree Cements               | 0.31             | 0.38          | 25%          | 8              | 13.59                      |
| Star Cement*                | 0.00             | 0.00          | NA           | 0              | 0.00                       |
| Ultratech Cement            | 0.96             | 0.96          | 0%           | 0              | 34.29                      |
| 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

\* Not under coverage: Equal Weight

High Conviction/Strong Over Weight

#### Sector portfolio NAV

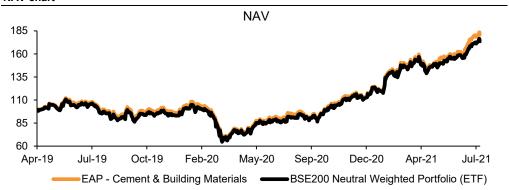
|   | Base     |          |          |          |          | Latest   |
|---|----------|----------|----------|----------|----------|----------|
|   | 1-Apr-19 | 5-Aug-20 | 3-Feb-21 | 5-May-21 | 5-Jul-21 | 4-Aug-21 |
| EAP - Cement & Building Materials       | 100.0    | 95.4     | 134.4    | 147.3    | 160.3    | 180.8    |
| BSE200 Neutral Weighted Portfolio (ETF) | 100.0    | 91.6     | 132.4    | 146.9    | 155.7    | 173.6    |

Source: Emkay Research

#### Price Performance (%)

|   | 1m    | 3m    | 6m    | 12m   |
|---|-------|-------|-------|-------|
| EAP - Cement & Building Materials       | 12.8% | 22.7% | 34.6% | 89.5% |
| BSE200 Neutral Weighted Portfolio (ETF) | 11.5% | 18.2% | 31.1% | 89.6% |
| Source: Emkay Research                  |       |       |       |       |

#### NAV chart



Source: Emkay Research

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

# Please see our model portfolio (Emkay Alpha Portfolio): SMID

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

# **Emkay Rating Distribution**

| Expected Return within the next 12-18 months. |
|---|
| Over 15%                                      |
| Between -5% to 15%                            |
| Below -5%                                     |
|   |

Completed Date: 06 Aug 2021 11:09:14 (SGT) Dissemination Date: 06 Aug 2021 11:10:14 (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.emkayglobal.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 Rule 15a 6(a)(2). If the recipient of 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 Investors. 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<sup>1</sup> 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 has associate does not have financial interests<sup>2</sup> 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.

<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.

#### 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 August 6, 2021
- 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:
- 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 August 6, 2021.
- 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 August 6, 2021
- 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 August 6, 2021

| RESTRICTIONS ON I                       | DISTRIBUTION  |
|---|---|
| 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.   |
| United Kingdom                          | This report is disseminated in the United Kingdom by DBS Vickers Securities (UK) Ltd, ("DBSVUK"). DBSVUK is authorised<br>and regulated by the Financial Conduct Authority in the United Kingdom.<br>In respect of the United Kingdom, this report is solely intended for the clients of DBSVUK, its respective connected and<br>associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any<br>form or by any means or (ii) redistributed without the prior written consent of DBSVUK. This communication is directed at<br>persons having professional experience in matters relating to investments. Any investment activity following from this<br>communication will only be engaged in with such persons. Persons who do not have professional experience in matters relating<br>to investments should not rely on this communication.   |
| Dubai International<br>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<br>in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. This report is for information purposes<br>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<br>financial product. It does not constitute a personal recommendation or take into account the particular investment objectives,<br>financial situation, or needs of individual clients. You should contact your relationship manager or investment adviser if you<br>need advice on the merits of buying, selling or holding a particular investment. You should note that the information in this<br>report may be out of date and it is not represented or warranted to be accurate, timely or complete. This report or any portion<br>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