Ultratech Cement



India Equity Research | Cement August 6, 2021 Company Update



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

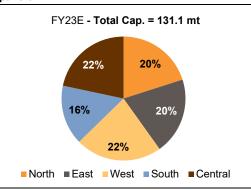
Change in Estimates

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%
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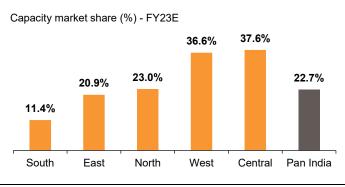
Story in Charts

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



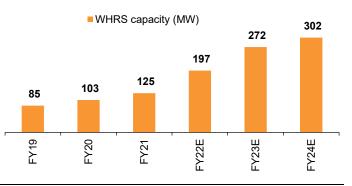
Source: Company, Emkay Research

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



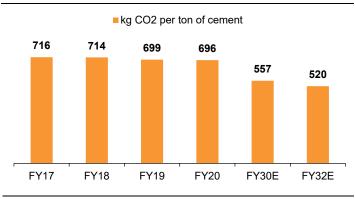
Source: Company, Emkay Research

Exhibit 5: Adding incremental 177MW WHRS capacity by FY24



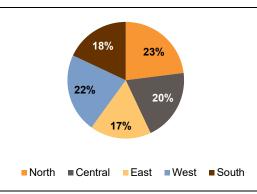
Source: Company, Emkay Research

Exhibit 7: Targets significant reduction of CO2 emission by FY32



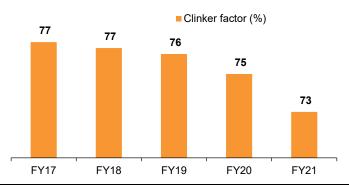
Source: Company, Emkay Research

Exhibit 2: Ultratech revenue mix (FY21)



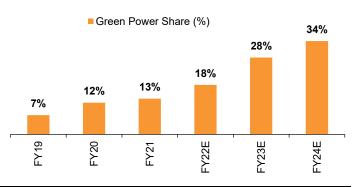
Source: Company, Emkay Research

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

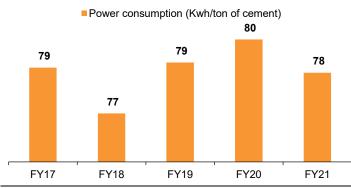
Exhibit 8: Increasing share of green power to provide cost savings of Rs40/ton

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

Source: Company, Emkay Research

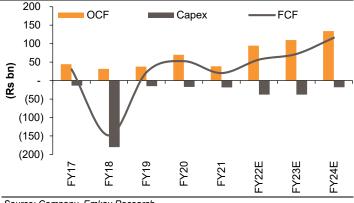
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Exhibit 9: Power consumption norms improved by 1.6% YoY in FY21



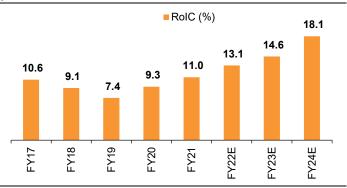
Source: Company, Emkay Research

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

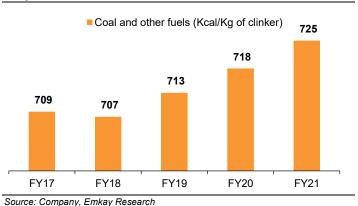
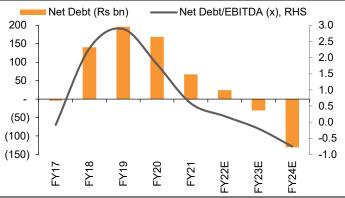


Exhibit 12: With strong FCF generation, Ultratech to become net debt free in FY23E



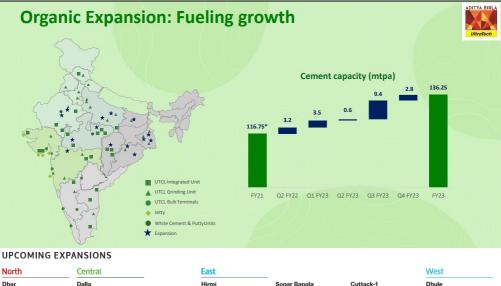
Source: Company, Emkay Research

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	Targeted average capex cost of <us\$60 li="" ton<=""></us\$60>	(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

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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

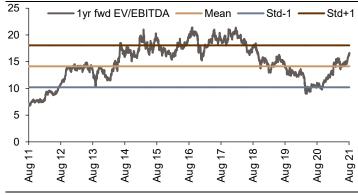
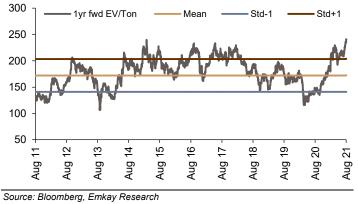


Exhibit 20: 1-year forward EV/ton (USD)



Source: Bloomberg, Emkay Research

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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
Current liabilities & Provision	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	FY20 57.6	FY21 39.6	FY22E 31.1	FY23E 26.0	FY24E 20.4
P/CEPS			21.7	18.6	15.5
P/CEPS P/BV	32.9	26.0 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 42 7	15,843 54 9	17,752 61 5	
		12,314 42.7	15,843 54.9	61.5	
PAT EPS (Rs)	7,942				59.0
PAT EPS (Rs) Source: Company, Emkay Research	7,942 27.5	42.7	54.9	61.5	59.0 Jun-21
PAT EPS (Rs) Source: Company, Emkay Research Shareholding Pattern (%)	7,942 27.5 Jun-20	42.7 Sep-20	54.9 Dec-20	61.5 Mar-21	59.0 Jun-21 60.0
PAT EPS (Rs) Source: Company, Emkay Research Shareholding Pattern (%) Promoters	7,942 27.5 Jun-20 60.0	42.7 Sep-20 59.9	54.9 Dec-20 60.0	61.5 Mar-21 60.0	Jun-21 60.0 16.6 14.4

Source: Capitaline

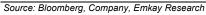
RECOMMENDATION HISTORY TABLE

Date	Closing Price	ТР	Period (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 Weight	EAP Weight	OW/UW (%)	OW/UW (bps)	EAP Weight (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

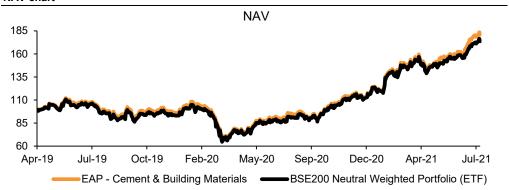
	Base					Latest
	1-Apr-19	5-Aug-20	3-Feb-21	5-May-21	5-Jul-21	4-Aug-21
EAP - Cement & Building Materials	100.0	95.4	134.4	147.3	160.3	180.8
BSE200 Neutral Weighted Portfolio (ETF)	100.0	91.6	132.4	146.9	155.7	173.6

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)

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