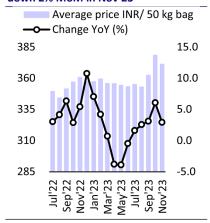
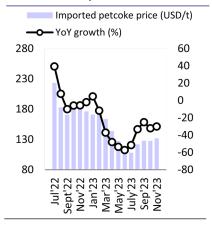


Cement

Average price of cement per 50kg bag down 2% MoM in Nov'23



Average Petcoke price increased 3% MoM to USD132/t



Average imported coal price declined 13% MoM to USD113/t in Nov'23



Cement prices rise QoQ despite softness in Nov'23

All-India average cement price down 2% MoM in Nov'23, but up 5% in 3QTD

- Our channel checks suggest that all-India average cement price declined ~2% MoM (INR7 per 50kg bag) in Nov'23, due to price declines across regions, except in the West. However, we note that average price in 3QTD is higher by ~5%, led by hikes in Sep-Oct'23. Cement demand was also subdued during the month due to festive holidays, labor unavailability, implementation of pollution control curbs and elections in some states.
- Regionally, a sharper price decline was seen in the East (down 4% MoM), followed by the Central (down 3%), the South (down 2%), and the North (down 1%). In the West, prices largely remained stable MoM in Nov'23. In the East, dealers have indicated prices may further drop in the near term due to a slow pick-up in demand and higher competitive intensity.
- Cement demand was subdued in Nov'23 and volume is estimated to have declined 4-5% YoY in Nov'23, partly due to a higher base of last year. We estimate industry volume to grow 6-7% YoY in 3QFY24, likely supported by a pick-up in demand in Dec'23.
- Imported petcoke price has been range-bound at USD125-130/t for the past few months. Imported coal (South African) price declined ~19% MoM to USD108/t. At spot prices, consumption cost stands at INR1.55/Kcal (imported Petcoke) and INR1.60/Kcal (imported coal).

Cement prices correct in Nov'23 as partial hikes rolled back

- Cement prices corrected in Nov'23 as hikes were partially reversed due to festive season discounts, price cuts and subdued demand. Notably, each region witnessed price increases in the range of INR10-50/bag in Sep-Oct'23. However, in Nov'23, a partial hike has been reversed in the range of INR5-15/bag.
- The East region saw average price decline of INR15/bag (down 4% MoM) in Nov'23. In West Bengal and Bihar, prices declined by INR15-20/bag. In Chhattisgarh and Odisha, prices fell by INR10/bag (each). Dealers expect prices may fall further in the East region in the near term amid subdued cement demand and higher competition intensity.
- In the South, average price declined by INR8/bag (down 2% MoM) in Nov'23. In Kerala, prices declined by INR10/bag, while in Tamil Nadu prices declined INR20/bag in the last week of Nov'23 amid intensifying monsoon. In Hyderabad, cement players announced up to INR5-7/bag discounts in the festive period, although it was withdrawn later.
- In the North, average price declined by INR5/bag (down 1.3% MoM), led by a price drop of INR5-10/bag in the Delhi-NCR and Punjab markets. In Rajasthan, prices remained stable MoM. In Central India, prices declined by INR10/bag (2.7% MoM), as price hike in Oct'23 was reversed in Nov'23. In the West, prices remained flat.
- Despite the rollback, all-India average cement price is up ~5% (INR18 per 50kg bag) in 3QTD, backed by hikes in Sep-Oct'23. Among regions, prices rose ~8% in the South, followed by East (~6%), North & West (~5% each) and Central (1.4%) in 3QTD.

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Cement demand subdued in Nov'23; likely to improve in Dec'23

- Cement demand, after witnessing high double-digit growth in Oct'23, moderated in Nov'23 mainly due to the festive season, labor unavailability, state elections and pollution control curbs in few markets. Industry volume is estimated to have declined ~4-5% YoY in Nov'23, partly due to a higher base of last year.
- However, in 3QFY24, industry volume is estimated to grow 6-7% YoY. Industry's grinding capacity utilization is estimated to be at ~70% in 3QFY24.
- We estimate demand to improve in Dec'23, supported by strong demand from infrastructure and commercial capex, and a recovery in demand from individual housing and rural segments as regional headwinds subside. Industry volume grew 11.5% YoY in 1HFY24. We estimate volume growth of ~8-9% YoY in FY24, implying ~6% volume growth in 2HFY24.

Imported coal prices declined, while petcoke prices remained range-bound

- Imported coal price remained volatile for the last few months. South African coal price, after hitting a low of USD95/t in mid-Jul'23, surged sharply to USD135/t in mid-Oct'23. Recently, it declined ~19% MoM to USD108/t (spot price).
- Imported petcoke price remained range-bound at USD125-130/t in the last few months. Spot imported petcoke price was up ~2% MoM to USD130/t. While, domestic (Reliance) petcoke price has declined ~7% to INR13,546/t for Dec'23 (however declined only ~3% as compared to last four years' average price).
- We believe that at the current offer price, consumption cost would be at INR1.55/Kcal (imported Petcoke), INR1.76 (domestic petcoke) and INR1.60 (South African coal).

Outlook: Remain positive on the sector

- Cement demand moderated in November mainly due to festivals, labour unavailability, regional headwinds and a slow pick-up in IHB and rural demand. However, we anticipate a rebound in Dec'23, led by a strong project pipeline in key sectors such as infrastructure, real estate, and private capex. Further, OPM should improve in 2HFY24, backed by price hike and cost benefits.
- UTCEM is our preferred pick in the large-cap space. We like DALBHARA and JKCE in the mid-cap space, given their growth plans and execution strategies.

Exhibit 1: Valuation summary

	M-cap	CMP	Rating	P/E (x)		EV/EBITDA (x)		EV/t (USD)		ROE (%)		Net debt/ EBITDA (x)	
	(USD b)	(INR)		FY24E	FY25E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
UTCEM	34.9	9,031	Buy	35.1	28.9	19.3	16.1	251	219	12.9	14.0	(0.2)	(0.6)
SRCM	13.0	27,006	Neutral	47.5	46.5	22.3	18.7	227	217	10.7	10.1	(1.4)	(1.0)
ACEM	11.8	442	Neutral	26.1	31.2	16.1	15.0	256	219	15.0	10.7	(2.0)	(4.5)
ACC	4.8	1,900	Neutral	20.8	17.1	11.3	8.7	114	107	11.6	12.6	(1.4)	(1.7)
DALBHARA	5.7	2,265	Buy	50.2	35.2	14.1	11.3	122	119	5.3	7.2	0.2	0.2
TRCL	3.2	1,005	Neutral	50.6	33.4	16.9	13.4	171	168	6.7	9.5	2.9	2.1
JKCE	3.8	3,658	Buy	39.3	34.2	15.8	14.1	188	170	14.5	14.8	1.8	1.4
BCORP	1.5	1,424	Buy	30.9	20.0	10.7	8.4	94	89	5.8	8.4	2.8	1.9
ICEM	1.0	253	Sell	N/A	41.5	56.4	15.6	88	87	(3.4)	3.4	15.4	4.0
JKLC	1.3	814	Buy	22.6	17.7	9.0	7.5	78	66	14.2	15.9	1.3	0.6
GRASIM	18.3	2,016	Buy	82.5	91.7	8.7	9.7	N/A	N/A	4.8	3.4	1.0	1.7

Source: MOFSL, Company

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Story in charts

Exhibit 2: All-India average cement price down 2% MoM in Nov'23

Jun'22 355 4.1

Jul'22 350 3.0

Aug'22 355 6.3

Oct'22 357 6.3

Nov'23 356 6.0

Sep'22 358 6.3

Nov'23 356 6.0

May'23 356 6.0

Sep'23 356 6.0

May'23 356 6.0

Nov'23 372 6.2

May'23 357 6.0

Sep'23 358 6.0

May'23 356 6.0

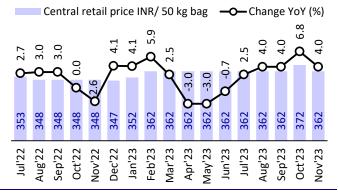
Source: MOFSL, Cement dealers

Exhibit 3: Average cement price down 1% MoM in North in Nov'23



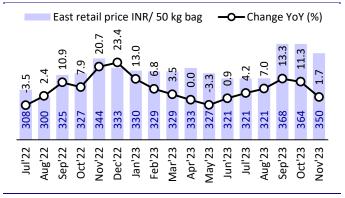
Source: MOFSL, Cement dealers

Exhibit 4: Average cement price down 3% MoM in Central in Nov'23



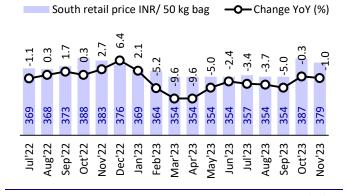
Source: MOFSL, Cement dealers

Exhibit 5: Average cement price down 4% MoM in East in Nov'23



Source: MOFSL, Cement dealers

Exhibit 6: Average cement price down 2% MoM in South in Nov'23



Source: MOFSL, Cement dealers

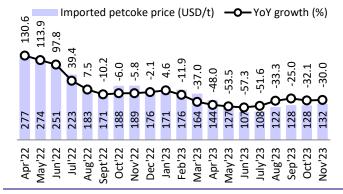
Exhibit 7: Average cement price flat MoM in West in Nov'23



Source: MOFSL, Cement dealers

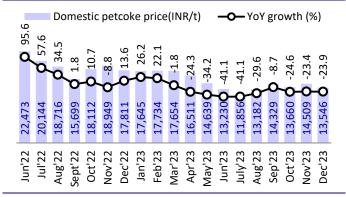
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Exhibit 8: Average US petcoke price up 3% MoM in Nov'23



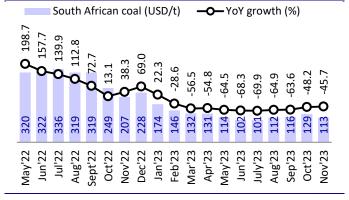
Source: MOFSL, Bloomberg, Industry

Exhibit 9: Domestic petcoke price declined 7% MoM for Dec'23



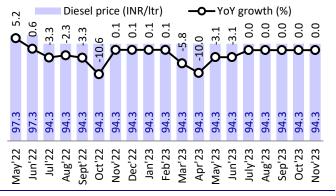
Source: MOFSL, Industry

Exhibit 10: South African coal price down 13% MoM in Nov'23



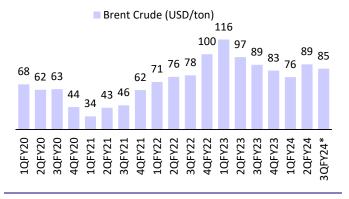
Source: MOFSL, Industry

Exhibit 11: Diesel price remains flat MoM



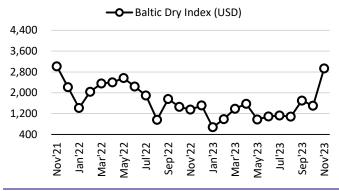
Source: MOFSL, Industry, Bloomberg

Exhibit 12: Crude oil price declined 4% QoQ in 3QFY24*



Source: Bloomberg, MOFSL, Note* 3QTD

Exhibit 13: Baltic Dry Index increased sharply in Nov'23-end



Source: Bloomberg, MOFSL; Note: Baltic dry index as on month end

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Explanation of Investment Rating				
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BUY	>=15%			
SELL	<-10%			
NEUTRAL	< - 10 % to 15%			
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