

UltraTech Cement

Mastering execution

We maintain BUY on UltraTech Cement (UTCEM) with an unchanged target price of INR 13,700/share (17x FY28E consolidated EBITDA). UTCEM is well placed to sustain market-share gains, supported by an estimated 9% volume CAGR over FY26-28E. Its strong distribution across both trade and non-trade segments and steady expansions (from 197mn MT in FY26 to over 240mn MT by FY28 end/early FY29) should drive the estimated volume growth. We also expect its margin to firm up to INR 1,337/MT in FY28E, from INR 1,103/MT in FY26E driven by continued efficiency gains (rising green power, lower lead distance, falling clinker factor, etc) and expected cool off in energy cost H2FY27 onward. Its RMC segment is also growing at a very strong pace (35% revenue CAGR in the past five years), thus remaining the leader in this segment. UTCEM is all set to launch its own wires & cables (W&C) in Q3FY27. It remains one of our top picks in the cement sector.

- **Market share gain to continue:** UTCEM delivered 14% consolidated volume CAGR over FY24-26E aided by organic and inorganic expansion (Kesoram and India Cements), thus outpacing industry growth. Organically, it grew at ~8% CAGR and the acquisitions aided another 6% to consolidated growth CAGR. We expect UTCEM to continue to gain market share as we build in 9% consolidated volume CAGR for FY26-28E. It has completed the brand migration of both India Cements and Kesoram into UltraTech. UTCEM continues to focus on both trade (65% of total sales) and non-trade (35%) segments. Even in Q1FY27, UTCEM reported robust 12% YoY volume growth and management is confident of delivering double-digit volume growth in FY27E.
- **Ontrack to cross 240mn MT capacity:** UTCEM acquired 26mn MT of capacity in FY25 (Kesoram and India Cements) and added another 25mn MT over FY25-26, leading to total grey cement capacity of 197mn MT in Mar-26. During FY26-28E, it will further add 46mn MT (mix of green-field, brown-field and debottlenecking), of which UTCEM commissioned 9mn MT in Q1FY27. Another 7mn MT will get commissioned by Mar-27. These expansions will increase total grey cement capacity to > 240mn MT by end of FY28/early FY28E and support UTCEM's steady volume growth visibility. It will be spending ~INR 80-100bn in annual capex for the next 4-5 years toward capacity expansion.
- **Operating cost pressure to peak-out in Q2FY27:** In Q1FY27, UTCEM's unitary opex rose 5% QoQ to INR 4,753/MT primarily led by surge in fuel and packaging costs. Fuel cost rate rose to INR 1.9/mnCal vs INR 1.77 QoQ. This is expected to marginally go up in Q2FY27 as cheaper fuel inventories are exhausted and the impact of higher fuel prices following West Asia tensions becomes fully visible from July before it cools off in H2FY27E. Packaging cost too may remain elevated as PVC resin prices have started to spike again. It has also planned maintenance shutdowns across several kilns in the monsoon quarter, which would add to costs.
- **Efficiency gains to bolster margin:** UTCEM achieved INR 92/93 per MT in cost savings in FY25/26, driven by efficiency gains. The savings are majorly driven by lead distance reduction and rising share of green power, followed by continued reduction in clinker factor. It expects to further unlock over INR 120/MT in efficiency gains over the next two years as it deepens its cost-rationalization program. Green power share is expected to increase from 36% in FY26 to 55/85% in FY27/30E. Lead distance will further come down with rising number of plants and induction of EV trucks will reduce unitary freight costs. UTCEM is also targeting to lower clinker factor ratio to 65% from 67% in FY26 and increase AFR share to 15% from 7% currently. Incremental cost benefits are also anticipated from the turnaround of India Cements' operations. The management remains optimistic of achieving INR 1,400/MT of EBITDA margin in Q4FY28E (without any war scenario).

BUY
CMP (as on 18 Aug 2026) INR 11,499

Target Price INR 13,700

NIFTY 24,155

KEY CHANGES	OLD	NEW
Rating	BUY	BUY
Price Target	INR 13,700	INR 13,700
EBITDA revision %	FY27E	FY28E
	-	-

KEY STOCK DATA

Bloomberg code	UTCEM IN
No. of Shares (mn)	295
MCap (INR bn) / (\$ mn)	3,389/35,415
6m avg traded value (INR mn)	4,265
52 Week high / low	INR 12,848/10,118

STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	1.5	(10.1)	(8.1)
Relative (%)	(1.1)	(2.3)	(3.1)

SHAREHOLDING PATTERN (%)

	Mar-26	Jun-26
Promoters	59.33	59.33
FIs & Local MFs	18.42	19.69
FPIs	13.61	12.36
Public & Others	8.64	8.62
Pl edged Shares	0.00	0.00

Source : BSE

Pledged shares as % of total shares

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- **RMC business:** UTCCEM continues to remain the No 1 player in the RMC segment. In the past five years, its plant count has grown at a solid 29% CAGR to 477 plants in Q1FY27. Segmental revenue grew at 35% CAGR to INR 77.5bn in FY26. Its share of total revenue has expanded from 3.7% in FY21 to 8.6% in FY26. Over the next two years, we expect it to further grow at 20% CAGR over FY26-28E. The RMC division offers both forward integration as well as cross sell opportunities with its non-trade customers.
- **Wires & Cables (W&C) expansion:** As per industry estimates, W&C market size stood at ~INR 1,000bn (FY26). Historically it has grown at 9% CAGR (1.5x GDP) over FY14-26 and is expected to continue expanding at 1.5-2x of GDP growth rate. Momentum is being led by rising power and infrastructure capex, along with continued urbanization and a declining unorganised player share. UTCCEM's entry into W&C segment remains on track for launch in Q3FY27, supported by an initial planned investment of INR 18bn. As per latest updates, the facility set-up is completed, key regulatory approvals are in place, leadership team onboarded, and distribution network expansion is underway. UTCCEM will also leverage its large pan-India UltraTech Building Solutions (UBS) network of 5,800, which will help in faster ramp-up in this segment. The management will share operational/financials details for this segment in subsequent quarters. We estimate UTCCEM to generate INR 10bn revenue from this segment in FY28E, alongwith -5% EBITDA margin. As production/sales ramp-up, this segment should turn profitable in subsequent years.
- **Outlook and valuations:** We remain positive on UTCCEM for its continued market share gain (despite being the market leader, by a wide margin) driven by its robust distribution and steady expansion. Additionally, UTCCEM has been working on all fronts to sweat in margin expansion amid volatile fuel price scenario. Hence, we estimate UTCCEM will deliver 9/20% consolidated volume/EBITDA CAGR over FY26-28E. We estimate cumulative capex of INR 208bn over FY27-28E, which should be supported by internal accruals and hence net debt should further cool off to INR 121bn in FY28E vs INR 170bn in FY26E.

Consolidated financial summary

YE Mar (INR bn)	FY24	FY25	FY26	FY27E	FY28E
Net Sales	709.1	759.6	885.1	983.8	1,093.2
EBITDA	129.7	125.6	170.2	204.3	243.6
APAT	70.6	61.1	82.7	104.4	130.4
AEPS (INR)	244.5	207.4	280.6	354.3	442.3
EV/EBITDA (x)	24.6	26.7	21.7	17.4	14.5
EV/MT (INR bn)	21.50	17.54	18.46	16.06	15.01
P/E (x)	45.1	52.1	42.8	32.5	26.0
RoE (%)	12.3	9.1	10.7	12.4	14.3

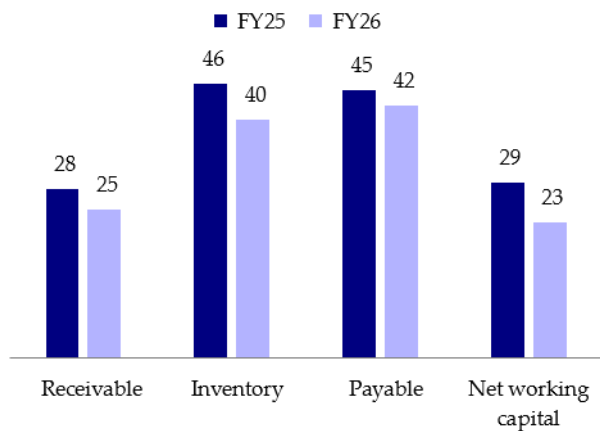
Source: Company, HSIE Research

Key operational assumptions

	FY24	FY25	FY26	FY27E	FY28E
Cement Cap (mn MT)	148.1	191.3	200.2	221.4	235.9
Sales Volume (mn MT)	119.1	135.8	154.3	167.3	182.2
YoY change (%)	12.6	14.0	13.6	8.4	8.9
Utilisation (%)	80.4	71.0	77.0	75.5	77.2
(INR/ MT trend)					
NSR	5,954	5,592	5,738	5,882	5,999
YoY change (%)	(0.4)	(6.1)	2.6	2.5	2.0
Raw Materials	999	1,009	1,114	1,159	1,205
Power & Fuel	1,535	1,356	1,270	1,245	1,208
Freight costs	1,334	1,286	1,243	1,205	1,230
Employee cost	255	265	270	269	266
Other expense	742	752	737	782	754
Total Opex	4,865	4,668	4,635	4,660	4,663
YoY change (%)	(2.2)	(4.1)	(0.7)	0.5	0.1
EBITDA per MT	1,089	925	1,103	1,221	1,337
YoY change (%)	8.4	(15.1)	19.3	10.7	9.4

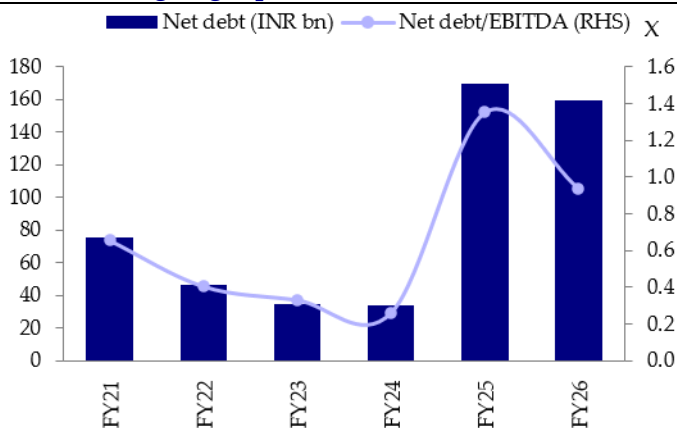
Key accounting ratios

Working capital days improved from 29 to 23 days, driven by broad improvement across receivables, payable and inventory



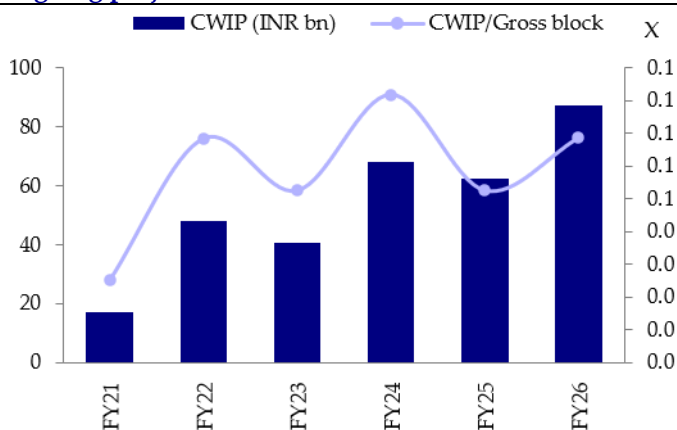
Source: Company, HSIE Research

Net debt has reduced YoY though it remains at elevated levels for ongoing capex...



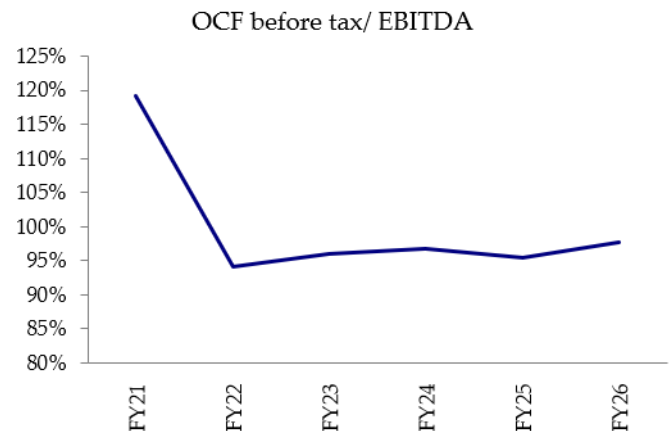
Source: Company, HSIE Research

CWIP increased by ~INR 25bn YoY as a result of ongoing projects



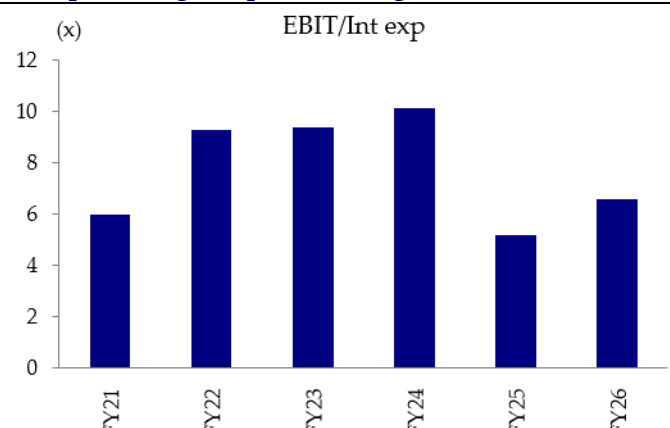
Source: Company, HSIE Research

Operating cash flow generation was maintained at healthy levels ~98%



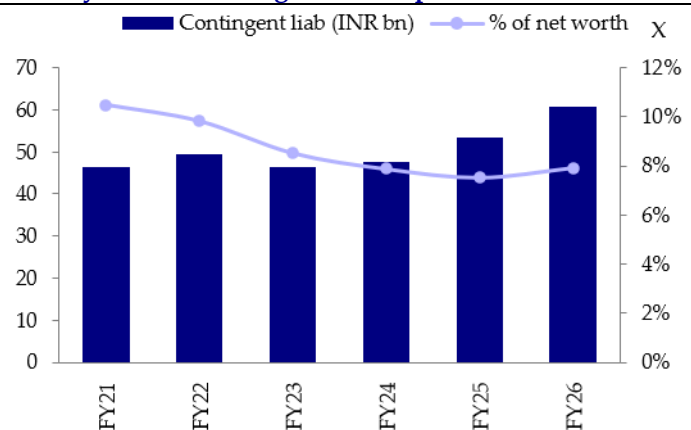
Source: Company, HSIE Research

...though interest coverage ratio improved from 6.5x to 8.6x providing adequate coverage



Source: Company, HSIE Research

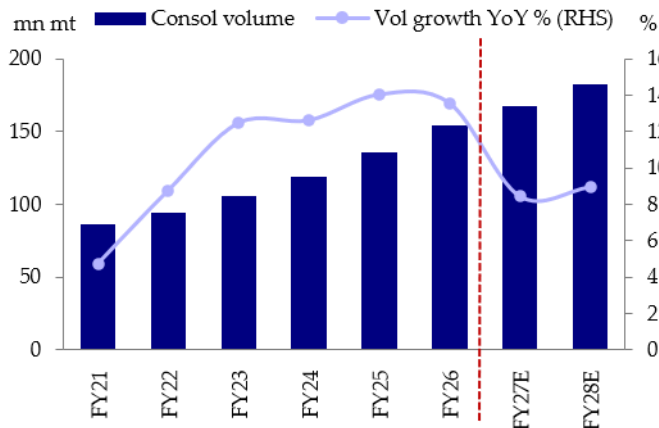
Contingent liab % of net worth remains stable at ~8%; mostly on account of govt/tax disputes



Source: Company, HSIE Research

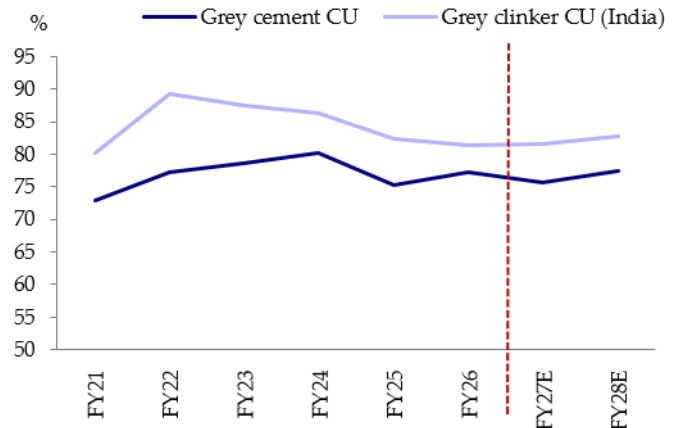
Focus charts

We expect consolidated volume to grow at a CAGR of 9% over FY26-28E...



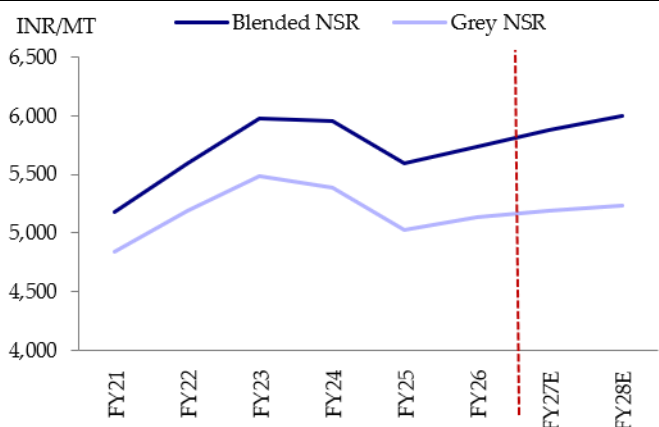
Source: Company, HSIE Research

...this will be supported by continued utilization at high levels (>75%)



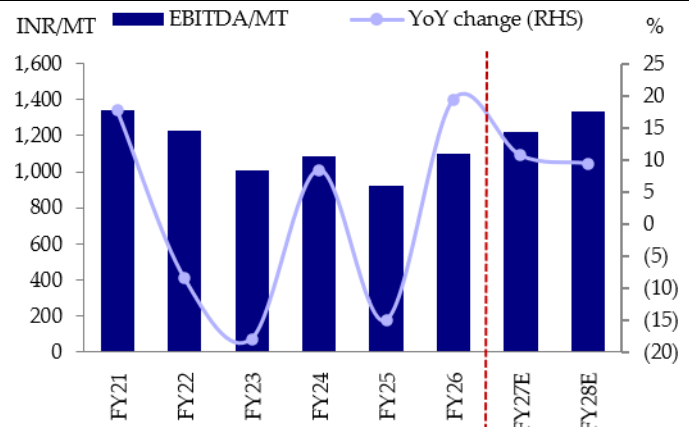
Source: Company, HSIE Research

Blended NSR is expected to increase by 2% CAGR over FY26-28E...



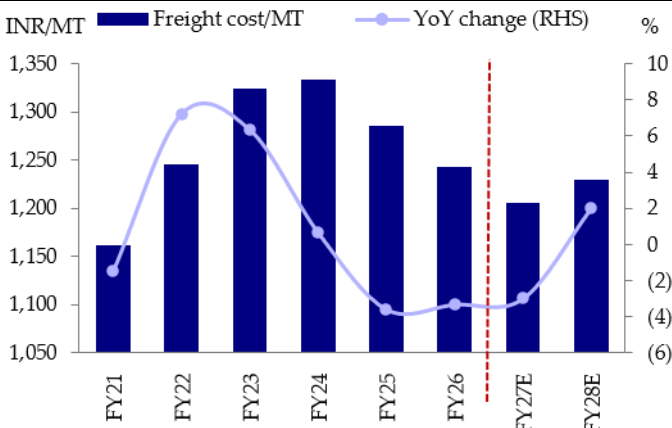
Source: Company, HSIE Research

...with EBITDA/MT to recover as it increases with increase in NSR



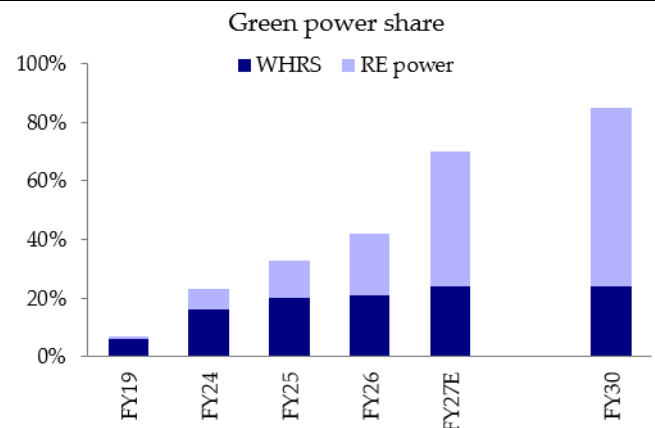
Source: Company, HSIE Research

Freight cost is expected to further reduce as company focus on optimizing lead distance



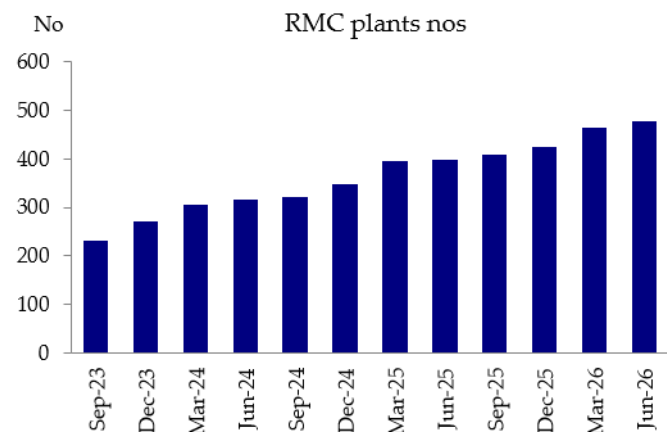
Source: Company, HSIE Research

UTCEM current green power share stands at ~42% expected to expand to ~85%



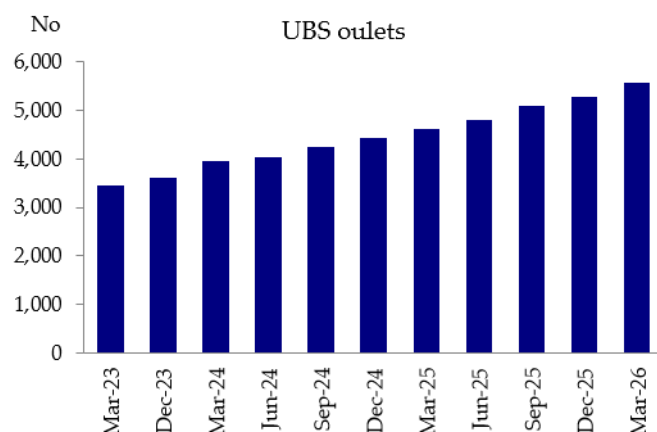
Source: Company, HSIE Research

UTCeM's continuous expansion has increased the no of RMC plants to 477 across 170 cities



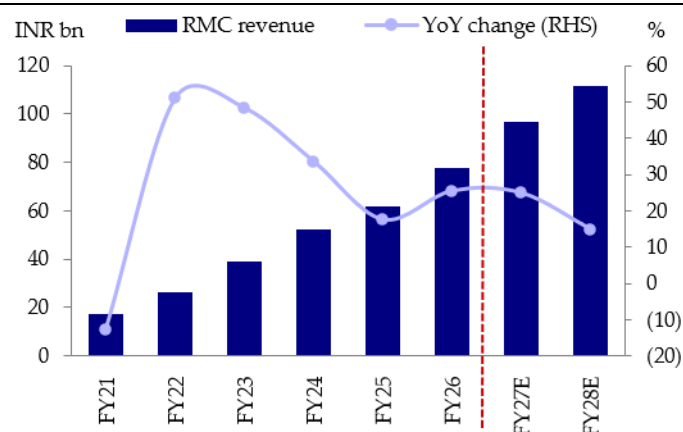
Source: Company, HSIE Research

Over the years UBS outlets have increased to 5,802 outlets supporting high retails sales



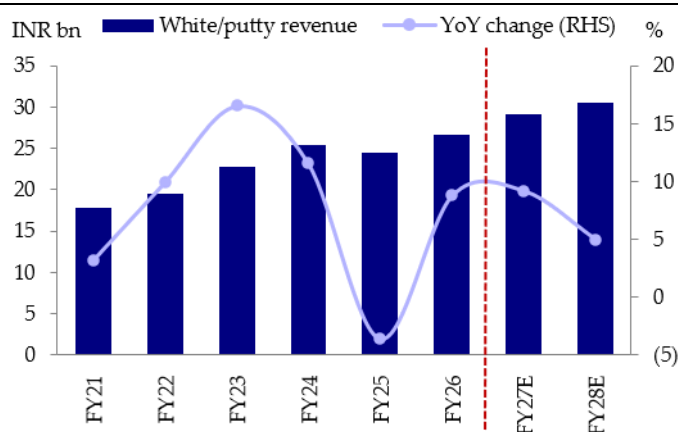
Source: Company, HSIE Research

We expect RMC revenue to increase by 20% CAGR over FY26-28E



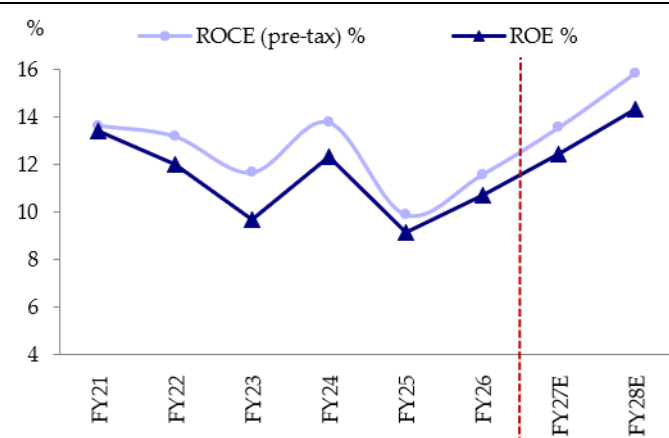
Source: Company, HSIE Research

We estimate 7% CAGR for White/putty revenues



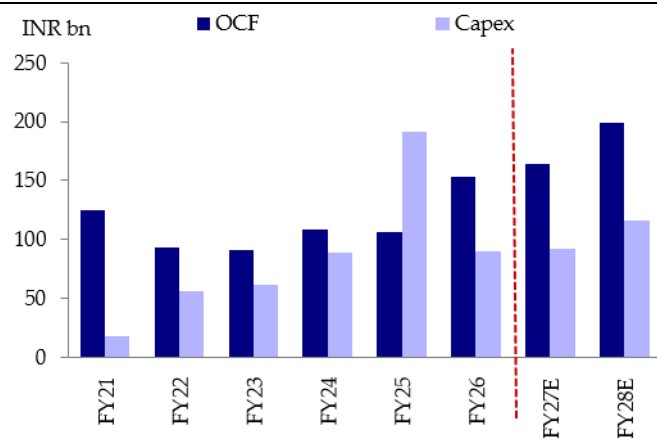
Source: Company, HSIE Research

Return ratios are expected to further improve...



Source: Company, HSIE Research

...along with strong OCF supporting capex through internal accruals



Source: Company, HSIE Research

Consolidated Income Statement

Year end march (INR mn)	FY24	FY25	FY26	FY27E	FY28E
Revenues	7,09,081	7,59,551	8,85,115	9,83,785	10,93,230
Growth %	12.1	7.1	16.5	11.1	11.1
Raw Material	1,19,029	1,37,037	1,71,884	1,93,840	2,19,629
Power & Fuel	1,82,833	1,84,192	1,95,972	2,08,255	2,20,079
Freight Expense	1,58,807	1,74,598	1,91,691	2,01,628	2,24,059
Employee cost	30,376	36,046	41,624	44,954	48,551
Other Expenses	88,351	1,02,104	1,13,742	1,30,803	1,37,344
EBITDA	1,29,686	1,25,575	1,70,202	2,04,304	2,43,569
EBITDA Margin (%)	18.3	16.5	19.2	20.8	22.3
EBITDA Growth %	22.1	(3.2)	35.5	20.0	19.2
Depreciation	31,453	40,150	46,445	51,911	57,173
EBIT	98,233	85,425	1,23,758	1,52,393	1,86,396
Other Income	6,170	7,442	5,775	6,244	5,284
Interest	9,680	16,505	18,717	17,804	15,135
PBT	94,722	76,361	1,10,816	1,40,832	1,76,545
Tax	24,363	15,128	27,735	35,912	45,019
Minority Int	(231)	111	385	525	1,175
RPAT	70,050	60,391	81,656	1,04,395	1,30,351
EO (Loss) / Profit (Net Of Tax)	(540)	(731)	(1,039)	-	-
APAT	70,590	61,122	82,696	1,04,395	1,30,351
APAT Growth (%)	39.4	(13.4)	35.3	26.2	24.9
AEPS	244.5	207.4	280.6	354.3	442.3
AEPS Growth %	39.4	(15.2)	35.3	26.2	24.9

Source: Company, HSIE Research

Consolidated Balance Sheet

Year end march (INR mn)	FY24	FY25	FY26	FY27E	FY28E
SOURCES OF FUNDS					
Share Capital - Equity	2,887	2,947	2,947	2,947	2,947
Other Equity	5,99,388	7,04,121	7,63,289	8,25,926	9,04,136
Total Shareholders' Funds	6,02,275	7,07,068	7,66,235	8,28,872	9,07,083
Minority interest	559	31,866	40,889	41,414	42,589
Long Term Debt	62,499	1,66,490	1,57,705	1,27,705	1,12,705
Short Term Debt	51,531	74,532	79,846	79,846	58,111
Total Debt	1,14,030	2,41,022	2,37,551	2,07,551	1,70,817
Net Deferred Taxes	64,429	95,144	98,291	98,291	98,291
Long term liab + provision	9,150	12,104	11,713	12,884	14,173
TOTAL SOURCES OF FUNDS	7,90,442	10,87,203	11,54,680	11,89,013	12,32,953
APPLICATION OF FUNDS					
Net Block	5,65,321	8,68,824	9,08,845	10,04,158	10,73,129
Capital WIP	68,112	62,342	87,423	32,423	22,423
Goodwill	63,455	76,818	79,091	79,091	79,091
Other Non-current Assets	51,854	61,858	55,280	59,134	65,047
Total Non-current Investments	9,689	3,001	3,194	3,194	3,194
Total Non-current Assets	7,58,431	10,72,843	11,33,832	11,77,999	12,42,883
Inventories	83,297	95,630	96,943	1,18,054	1,31,188
Debtors	42,782	58,903	60,288	68,865	76,526
Cash and Cash Equivalents	80,636	71,429	78,045	66,044	49,828
Other Current Assets (& Loans/adv)	42,825	37,516	44,044	47,642	52,406
Total Current Assets	2,49,540	2,63,478	2,79,319	3,00,605	3,09,948
Creditors	84,783	93,275	1,02,367	1,18,054	1,31,188
Other Current Liabilities & Provns	1,32,746	1,55,843	1,56,104	1,71,537	1,88,691
Total Current Liabilities	2,17,529	2,49,118	2,58,472	2,89,592	3,19,879
Net Current Assets	32,011	14,360	20,848	11,013	(9,931)
TOTAL APPLICATION OF FUNDS	7,90,442	10,87,203	11,54,680	11,89,013	12,32,953

Source: Company, HSIE Research

Consolidated Cash Flow

Year end march (INR mn)	FY24	FY25	FY26	FY27E	FY28E
Reported PBT	94,222	75,281	1,09,272	1,40,832	1,76,545
Non-operating & EO Items	(5,064)	(5,485)	(5,936)	(6,244)	(5,284)
Interest Expenses	9,680	16,505	18,717	17,804	15,135
Depreciation	31,453	40,150	46,445	51,911	57,173
Working Capital Change	(4,811)	(6,711)	(2,332)	(4,850)	103
Tax Paid	(16,505)	(13,006)	(13,007)	(35,912)	(45,019)
OPERATING CASH FLOW (a)	1,08,975	1,06,734	1,53,159	1,63,542	1,98,654
Capex	(88,841)	(1,91,766)	(89,447)	(92,224)	(1,16,144)
Free Cash Flow (FCF)	20,135	(85,032)	63,711	71,318	82,510
Investments	(653)	23,293	(7,427)	-	-
Non-operating Income	1,612	3,428	2,073	6,244	5,284
Others					
INVESTING CASH FLOW (b)	(87,881)	(1,65,045)	(94,801)	(85,980)	1,10,860)
Debt Issuance/(Repaid)	1,047	86,942	(16,824)	(30,000)	(36,734)
Interest Expenses	(8,535)	(15,398)	(19,285)	(17,804)	(15,135)
FCFE	12,647	(13,488)	27,603	23,514	30,641
Share Capital Issuance	(825)	(670)	(693)	-	-
Dividend	(10,944)	(20,117)	(22,734)	(41,758)	(52,140)
FINANCING CASH FLOW (c)	(19,257)	50,758	(59,536)	(89,562)	(1,04,009)
NET CASH FLOW (a+b+c)	1,838	(7,553)	(1,178)	(12,001)	(16,216)
EO Items, Others					
Closing Cash & Equivalents	77,543	73,084	70,252	66,044	49,828

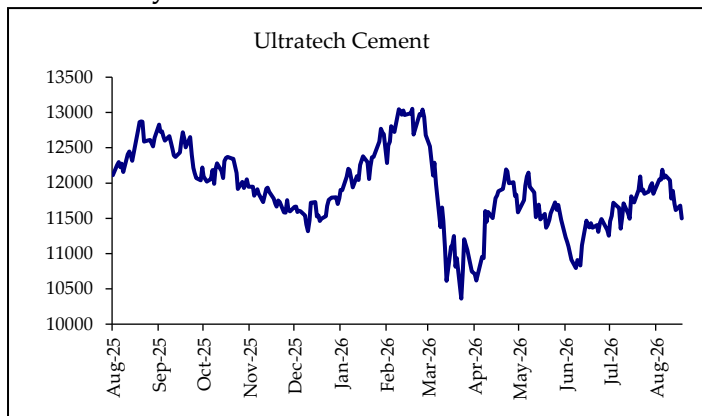
Source: Company, HSIE Research

Key Ratios

Year end march	FY24	FY25	FY26	FY27E	FY28E
PROFITABILITY %					
EBITDA Margin	18.3	16.5	19.2	20.8	22.3
EBIT Margin	13.9	11.2	14.0	15.5	17.1
APAT Margin	10.0	8.0	9.3	10.6	11.9
RoE	12.3	9.1	10.7	12.4	14.3
RoIC (pre tax)	15.7	10.7	12.7	14.7	16.6
RoCE (pre tax)	13.8	9.9	11.6	13.5	15.8
EFFICIENCY					
Tax Rate %	25.7	19.8	25.0	25.5	25.5
Fixed Asset Turnover (x)	0.9	0.8	0.7	0.7	0.7
Inventory (days)	43	46	40	44	44
Debtors (days)	22	28	25	26	26
Other Current Assets (days)	49	48	41	40	39
Payables (days)	44	45	42	44	44
Other Current Liab & Provns (days)	73	81	69	68	68
Cash Conversion Cycle (days)	(3)	(4)	(6)	(3)	(3)
Net Debt/EBITDA (x)	0.3	1.4	0.9	0.7	0.5
Net D/E	0.1	0.2	0.2	0.2	0.1
Interest Coverage	10.1	5.2	6.6	8.6	12.3
PER SHARE DATA (Rs)					
EPS	244.5	207.4	280.6	354.3	442.3
CEPS	353.5	343.7	438.2	530.4	636.4
Dividend	70.0	77.5	240.0	141.7	176.9
Book Value	2,088	2,507.6	2,739.0	2,953.3	3,222.7
VALUATION					
P/E (x)	45.1	52.1	42.8	33.8	27.1
P/Cash EPS (x)	31.4	31.7	27.6	22.6	18.8
P/BV (x)	5.3	4.5	4.6	4.3	3.9
EV/EBITDA (x)	24.6	26.7	21.7	18.1	15.1
EV/MT (Rs bn)	21.50	17.54	18.46	16.71	15.62
Dividend Yield (%)	0.58	0.6	2.0	1.2	1.5
OCF/EV (%)	3.4	3.2	4.1	4.4	5.4
FCFF/EV (%)	0.6	(2.5)	1.7	1.9	2.2
FCFE/M Cap (%)	0.6	(2.7)	1.8	2.0	2.3

Source: Company, HSIE Research

Price History



Rating Criteria

BUY: >+15% return potential
ADD: +5% to +15% return potential
REDUCE: -10% to +5% return potential
SELL: >10% Downside return potential

Disclosure:

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