Rising tide lifts all boats: ACC Ltd

April 30, 2025 | CMP: INR 1,893| Target Price: INR 2,475

Expected Share Price Return: 30.7% | Dividend Yield: 0.4% | Expected Total Return: 31.1%



Sector View: Positive

Change in Estimates	~
Target Price Change	/
Recommendation	X
Company Info	
BB Code	ACC IN EQUITY
Face Value (INR)	10.0
52 W High/Low (INR)	2,843/1,779
Mkt Cap (Bn)	INR 358.3 / \$4.2
Shares o/s (Mn)	187.8
3M Avg. Daily Volume	3,13,145

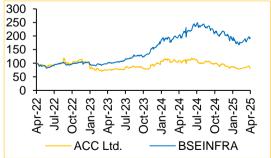
Change in Estimates								
	FY26E				FY27E			
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)		
Revenue	235.4	226.2	4.1	255.5	236.5	8.7		
EBITDA	30.2	36.2	(16.6)	40.3	42.3	(4.6)		
EBITDAM %	12.8	16.0	(318) bps	15.8	17.9	(212) bps		
PAT	18.0	20.3	(11.0)	25.1	25.3	(0.8)		
EPS	96.0	107.8	(11.0)	133.3	134.3	(0.8)		

Actual vs Consensus						
INR Bn	Q4FY25A	Consensus Est.	Dev.%			
Revenue	59.5	56.8	4.7			
EBITDA	7.4	7.4	(0.5)			
EBITDAM %	12.4	13.1	(66) bps			
PAT	7.3	4.8	52.3			

Key Financials					
INR Bn	FY24	FY25	FY26E	FY27E	FY28E
Revenue	197	207	235	256	277
YoY (%)	(11.4)	5.3	13.7	8.5	8.5
EBITDA	28	21	30	40	51
EBITDAM %	14.1	9.9	12.8	15.8	18.5
Adj PAT	21	24	18	25	33
EPS	113	129	96	133	173
ROE %	13.3	13.3	9.2	11.5	13.2
ROCE %	11.3	5.7	9.5	12.6	14.9
PE(x)	16.8	14.7	19.7	14.2	10.9
EV/EBITDA	11.7	15.2	10.6	7.9	6.1
EV/IC	2.3	1.9	1.8	1.6	1.4

Shareholding Patte	ern (%)						
	Mar-25	Dec-24	Sep-24				
Promoters	56.69	56.69	56.69				
FII	4.83	5.14	5.50				
DII	24.92	24.66	24.42				
Public	13.56	13.51	13.39				
Relative Performance (%)							

YTD	3Y	2Y	1Y
BSE Infra	91.9	91.2	(4.7
ACC Ltd.	(18.9)	7.4	(25.1



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Q4FY25 Cement Result Preview

Continue to maintain our positive stance

We maintain our BUY rating with a TP to INR2,475. We maintain our Volume / EBITDA per ton and EBITDA assumptions (Exhibit 2), We now incorporate a robust EV to CE (Enterprise Value to Capital Employed) based valuation framework (Exhibit 3) which allows us a rational basis to assign a valuation multiple that captures fundamentals in a better way.

We forecast ACC EBITDA to grow at a CAGR of 35.5% over FY25–28E, supported by our assumptions of volume growth at 12.0%/8.0%/8.0% and realisation growth of 1.5%/0.5%/0.5% in FY26E/FY27E/FY28E, respectively. We remain positive on ACC.

We arrive at a 1-year forward TP of INR 2,475/share for ACC. We now value ACC on our EV/CE framework – we assign an EV/CE multiple of 2.4x for FY27E/28E, which we believe is conservative given the increase of ROCE from 5.7% in FY25 to 14.9% in FY28E under reasonable operational assumptions. This valuation framework gives us the flexibility to assign a commensurate valuation multiple based on an objective assessment of the quantifiable forecast financial performance of the company. We do a sanity check of our EV/CE TP using implied EV/EBITDA, P/BV, and P/E multiples. On our TP of INR 2,475, FY28E implied EVEBITDA/PB/PE multiples are 13.3x/2.1x/15.5x. Management has indicated the cement industry is expected to grow by 7-8% in FY26. Slowdown in construction activities due to heatwaves, sudden large spike in petcoke prices as a result of various global dynamics are risks to our BUY rating.

Q4FY25 Volume growth impressive, EBITDA/t in line:

ACC reported Q4FY25 Revenue and EBITDA of INR59,486 Mn (+12.1% YoY, 14.9% QoQ) and INR7,404 Mn (-0.6% YoY, +90.2% QoQ) vs CEBPL estimates of INR56,727 Mn and INR7,059 Mn, respectively. In our view market expectation of Q4FY25 EBITDA was in the range of INR 7,000 – 7,500 Mn, so the reported numbers are in line with street expectations. Total volume for Q4 stood at 11.9 Mnt (vs CEBPL est. 11.5 Mnt), up 14.0% YoY, and 11.2% QoQ, which is an impressive factor from the results.

Realization/t came in at INR4,999/t (-1.6% YoY, +3.3% QoQ), which is higher than CEBPL's est. of INR4,934/t. Total cost/t came in at INR4,377/t (+0.2% YoY, -2.2% QoQ). As a result, EBITDA/t came in at INR622/t (vs CEBPL est. INR614/t), down 12.8% YoY and up 71% QoQ.

Focusing on EBITDA/t expansion via cost reduction initiatives: ACC is targeting cost reductions of INR500/t by FY28 under its Parvat initiatives. We expect an ~INR80/t in FY26 saving in power and fuel costs, driven by an increased share of green power, including the commissioning of a 200 MW solar plant at Kavda. Raw material costs are likely to decline by INR50/t in FY26 through long-term tie-ups. Additionally, logistics optimization through reduced lead distances will further support cost savings. With the support of these initiatives, EBITDA/t is expected to grow by ~INR150/t in FY26. Further, we forecast ACC's EBITDA to grow at a CAGR of ~35.5% over FY25–FY28.

Volume to grow at 9.3% CAGR over FY25- 28, driven by capacity expansion; profitability to improve on positive pricing outlook: ACC plans to expand its total capacity from 39.9 MTPA to 45 MTPA, with a capex of INR10,000 Mn allocated for FY26. Most of this expansion will be focused on the East and Central regions. Cement prices are on an upward trend, with further hikes expected in the near term. All-India cement prices rose by ~INR15 in April, and we have factored in a ~1.5% growth in realisations for FY26. Backed by strong volume growth and improving realisations, we expect ACC's revenue to grow at a CAGR of 10.2% over FY25–FY28.

Institutional Equities Choice

Management Call - Highlights

- Volume growth and improved realizations are derived from various factors such as, the introduction of value-added solutions beyond cement, focused branding and promotional activities, and enhancement of physical infrastructure. The ongoing emphasis on maximizing premium product sales is expected to further boost overall realizations.
- Costs are higher due to increased purchased clinker use (excluding which, costs are down 12%). Ongoing efforts in raw material mix optimization, and long-term raw material tie-ups are expected to lower costs ahead.
- Power and fuel costs declined by 22% (INR203/t), driven by a 5.3 pp increase in WHRS share (14%), a 10 pp rise in green power mix (23%), greater use of linkage and captive coal reducing fuel costs from INR1.91 to INR1.47/ kCal, and higher alternative fuel usage, improving TSR by 0.4 pp to 11.0%.
- Freight and forwarding costs declined by 8% and are expected to reduce further, supported by initiatives such as freight renegotiation and reverse bidding, a 6 pp increase in direct dispatch (now at 53%), wheeler rationalization, and digitization driving efficiency and control improvements.
- The Board of Directors have recommended a dividend of INR 7.50 per share.
- ACC targets to achieve TSR of 27% by FY28.
- Volume grew 14% YoY, driven by higher trade sales and a 7 pp YoY increase in premium products.

Exhibit 1: Q4FY25 operational results inline, volumes impressive

						-	
ACC Ltd.	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	CEBPL Est.	Dev. (%)
Volumes	11.9	10.4	14.0	10.7	11.2	11.5	3.5
Revenues (INR mn)	59,486	53,061	12.1	51,760	14.9	56,727	4.9
cogs	24,926	17,566	41.9	21,858	14.0		
Power and Fuel Cost	8,568	9,721	(11.9)	8,414	1.8		
Freight Exp.	11,542	11,044	4.5	10,394	11.0		
Employee cost	1,730	1,636	5.7	1,949	(11.3)		
Other Expenses	5,316	5,643	(5.8)	5,251	1.2		
EBITDA (INR mn)	7,404	7,451	(0.6)	3,893	90.2	7,059	4.9
EBITDA Margins (%)	12.4	14.0	(159)bps	7.5	493 bps	12.4	0.3 bps
Depreciation	2,533	2,311	9.6	2,498	1.4		
EBIT (INR mn)	4,871	5,140	(5.2)	1,396	249.0		
EBIT Margin (%)	8.2	9.7	(150)bps	2.7	549 bps		
Other Income	1,909	1215	57.1	6439	(70.3)		
Interest	134	660	-79.7	282	(52.6)		
Exceptional Item	1,947	920		7,201			
PBT	8,594	6,615	29.9	14,753	(41.8)		
Tax	1,240	-870	(242.5)	3863	(67.9)		
PAT (INR mn)	7,354	7,485	(1.8)	10,891	(32.5)	3,804	93.3
Basic EPS (INR)	39.1	39.8		57.9		20.2	

Exhibit 2: Volume growth & Cost reduction initiatives to drive EBITDA higher (in INR/t)

Particular	FY23	FY24	FY25	FY26E	FY27E	FY28E
Volume (in Mnt)	38.6	36.9	42.2	47.3	51.0	55.1
Realisation/t	5,754	5,332	4,908	4,981	5,006	5,031
COGS/t	1,408	1,576	1,955	1,943	1,952	1,962
Employee Cost/t	268	199	168	229	230	231
Power & Fuel Cost/t	1,487	1,083	820	738	664	598
Freight Expenses/t	1,370	1,175	1,005	934	869	808
Other Expenses/t	724	546	473	498	501	503
Total Cost/t	5,257	4,578	4,420	4,342	4,216	4,102
EBITDA/t	497	753	488	639	790	929
Revenue (in INR Mn)	2,22,100	1,96,743	2,07,098	2,35,429	2,55,534	2,77,357
EBITDA (in INR Mn)	19,190	27,797	20,579	30,212	40,323	51,202
PAT (IN INR Mn)	8,699	21,242	24,246	18,040	25,053	32,602

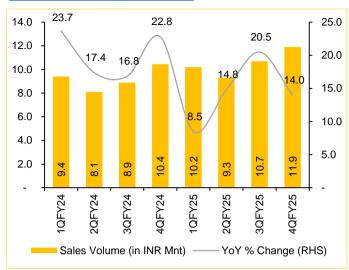
Source: Company, CEBPL

Exhibit 3: Introducing EV/CE Valuation Framework

INR Mn	FY23	FY24	FY25	FY26E	FY27E	FY28E
ROCE	7.3%	11.3%	5.7%	9.5%	12.6%	14.9%
WACC	0.0%	12.5%	12.5%	12.5%	12.5%	12.5%
ROCE less WACC %	7.3	(1.2)	(6.8)	(3.0)	0.1	2.4
EV	3,71,460	3,88,500	3,88,500	3,88,500	3,88,500	3,88,500
Capital Employed	76,320	1,47,781	1,68,492	1,93,187	2,07,161	2,28,215
EV/CE	4.87	2.63	2.31	2.01	1.88	1.70
Cement Industry EV/CE (Average)	7.3%	11.3%	5.7%	9.5%	12.6%	14.9%
Target EV/CE				2.4	2.4	2.4
Target EV				4,53,989	4,86,828	5,36,306
Gross Debt				-	-	-
Cash & Equivalents				2,868	24,298	29,750
Net Debt				2,868	24,298	29,750
LT Provision				1,763	1,492	1,385
EQUITY VALUE				4,49,359	4,61,038	5,05,172
EQUITY VALUE PER SHARE				2,390	2,452	2,687
1 yr forward TP (INR/share)						2,475
EV/EBITDA (x)				15.0	16.1	13.3
PE (x)				24.9	18.4	15.5
P/BV (x)				2.28	2.12	2.05

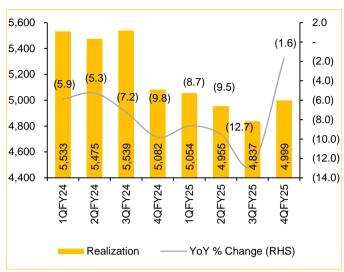
Choice

Impressive volume growth in Q4



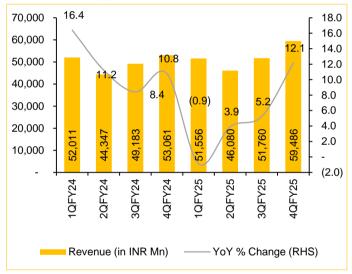
Source: Company, CEBPL

Price increases continue beyond Q4FY25



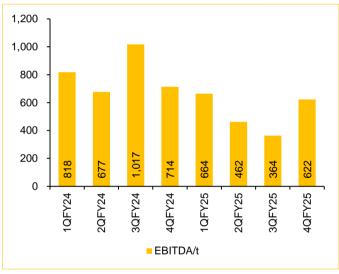
Source: Company, CEBPL

Robust revenue growth in Q4



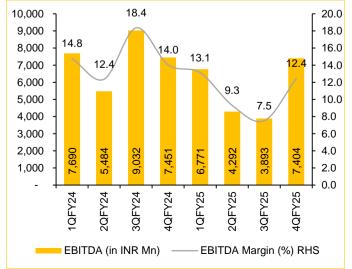
Source: Company, CEBPL

Improved realisation & volume drive EBITDA/t



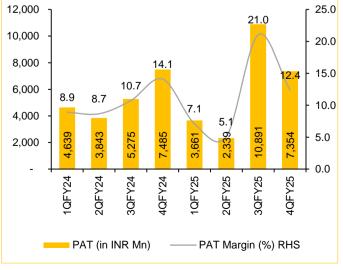
Source: Company, CEBPL

EBITDA remains flat on a YoY basis

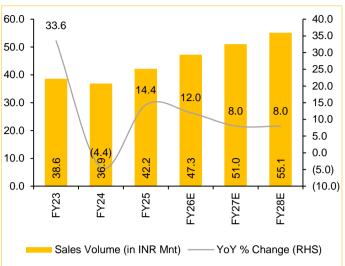


Source: Company, CEBPL

PAT beats on street expectations

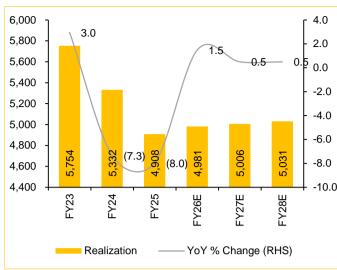


Volume is expected to grow to 55.1 Mnt by FY28



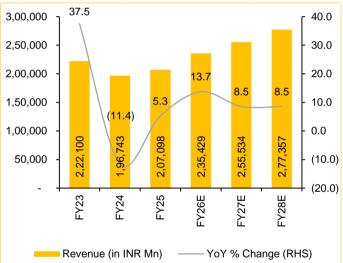
Source: Company, CEBPL

Realisation started improving



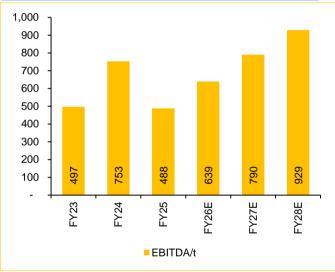
Source: Company, CEBPL

Revenue expected to grow supported by higher volumes



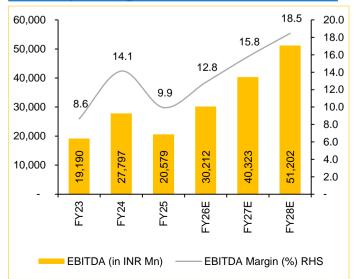
Source: Company, CEBPL

Cost reduction initiatives led to an increase in EBITDA/t



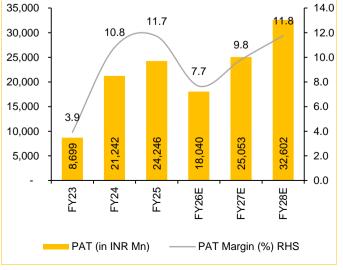
Source: Company, CEBPL

EBITDA expected to grow at CAGR of 35.5% over FY25-28



Source: Company, CEBPL

PAT is expected to grow at a CAGR of 10.4% over FY25-28



Income statement (Standalone in INR Mn)								
Particular	FY24	FY25	FY26E	FY27E	FY28E			
Revenue	1,96,743	2,07,098	2,35,429	2,55,534	2,77,357			
Gross Profit	1,38,586	1,24,601	1,43,612	1,55,876	1,69,188			
EBITDA	27,797	20,579	30,212	40,323	51,202			
Depreciation	8,763	9,562	10,510	11,675	12,935			
EBIT	19,035	11,017	19,702	28,648	38,268			
Other Income	4,915	10,586	5,886	6,388	6,934			
Interest Expense	1,538	1,080	1,438	1,498	1,558			
PBT	25,191	31,454	24,150	33,538	43,644			
Reported PAT	21,242	24,246	18,040	25,053	32,602			
EPS	113.0	129.0	96.0	133.3	173.4			
Detis Analysis	FY24	FY25	FY26E	EVOZE	FY28E			
Ratio Analysis Growth Ratios	F124	F125	F120E	FY27E	F120E			
Revenues	(11.4)	5.3	13.7	8.5	8.5			
EBITDA	44.9	(26.0)	46.8	33.5	27.0			
PAT	38.3	(13.8)	72.3	21.4	19.1			
Margins								
Gross Profit Margin	70.4	60.2	61.0	61.0	61.0			
EBITDA Margin	14.1	9.9	12.8	15.8	18.5			
Tax Rate	15.7	22.9	25.3	25.3	25.3			
PAT Margin	10.8	11.7	7.7	9.8	11.8			
Profitability								
Return On Equity (ROE)	13.3	13.3	9.2	11.5	13.2			
Return On Invested Capital (ROIC)	11.3	5.2	8.1	10.5	12.8			
Return On Capital Employed (ROCE)	11.3	5.7	9.5	12.6	14.9			
Financial leverage								
OCF/EBITDA (x)	1.1	0.8	0.6	0.6	0.7			
OCF / IC (%)	21.0	10.5	9.9	12.7	15.9			
EV/EBITDA (x)	11.7	15.2	10.6	7.9	6.1			
Earnings								
EPS	113.0	129.0	96.0	133.3	173.4			
Shares Outstanding	188	188	188	188	188			
Working Capital	100	100	108	100	100			
Inventory Days (x)	34	33	35	38	40			

Source: Company, CEBPL

Receivable Days (x)

Working Capital Days

Creditor Days (x)

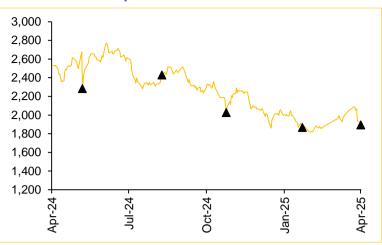
Balance sheet (Standalone in INR Mn)

balance sheet (Standalone in INK Win)							
Particular	FY24	FY25	FY26E	FY27E	FY28E		
Net Worth	1,60,220	1,82,709	1,96,801	2,17,907	2,46,561		
Borrowings	-	=	-	-	-		
Deferred Tax	4,543	4,733	4,259	3,833	3,450		
Other Liabilities & Provisions	45,093	45,792	42,143	38,913	36,065		
Total Net Worth & Liabilities	2,09,855	2,33,234	2,43,204	2,60,653	2,86,075		
Net Block	92,273	97,534	1,04,024	1,12,349	1,19,414		
Capital WIP	9,720	16,159	17,775	19,552	21,507		
Goodwill & Intangible Assets							
Investments	13,741	27,419	28,702	30,114	31,667		
Cash & Cash Equivalents	16,711	15,165	7,927	5,213	11,793		
Loans & Other Assets	69,711	62,287	64,780	67,522	70,539		
Net Working Capital	7,699	14,671	19,996	25,903	31,155		
Total Assets	2,09,855	2,33,234	2,43,204	2,60,653	2,86,075		

Cash Flows (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
Cash Flows From Operations	29,804	17,063	18,047	25,920	35,594
Cash Flows From Investing	(11,699)	(12,885)	(19,899)	(23,189)	(23,508)
Cash Flows From Financing	(4,423)	(9,868)	(5,386)	(5,446)	(5,506)

DuPont Analysis	FY24	FY25	FY26E	FY27E	FY28E
Tax Burden	84.3%	77.1%	74.7%	74.7%	74.7%
Interest Burden	132.3%	285.5%	122.6%	117.1%	114.0%
EBIT Margin	9.7	5.3	8.4	11.2	13.8
Asset Turnover	0.9	0.9	1.0	1.0	1.0
Equity Multiplier	1.3	1.3	1.2	1.2	1.2
ROE	13.3	13.3	9.2	11.5	13.2

Historical share price chart: ACC Limited



Date	Rating	Target Price
February 01, 2024	ADD	2,810
May 02, 2024	BUY	2,800
August 01, 2024	BUY	2,795
October 29, 2024	BUY	2,646
January 30, 2025	BUY	2,462
April 30,2025	BUY	2,475

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CHOICE RATING DISTRIBUTION & METHODOLOGY

Large Cap*

BUY The security is expected to generate upside of 15% or more over the next 12 months

ADD The security is expected to show upside returns from 5% to less than 15% over the next 12 months REDUCE The security is expected to show upside or downside returns by 5% to -5% over the next 12 months

SELL The security is expected to show downside of 5% or more over the next 12 months

Mid & Small Cap*

BUY The security is expected to generate upside of 20% or more over the next 12 months

ADD The security is expected to show upside returns from 5% to less than 20% over the next 12 months REDUCE The security is expected to show upside or downside returns by 5% to -10% over the next 12 months

SELL The security is expected to show downside of 10% or more over the next 12 months

Other Ratings NOT RATED (NR)

The stock has no recommendation from the Analyst

UNDER REVIEW (UR) The stock is under review by the Analyst and rating may change

Sector View

POSITIVE (P) Fundamentals of the sector look attractive over the next 12 months

NEUTRAL (N) Fundamentals of the sector are expected to be stable over the next 12 months CAUTIOUS (C) Fundamentals of the sector are expected to be challenging over the next 12 months

*Large Cap: More Than INR 20,000 Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000 Cr Market Cap

Disclaimer

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