Sector Tailwinds Complement Management Initiatives: Nuvoco Vistas Corp Ltd

May 05, 2025 | CMP: INR 350| Target Price: INR 441

Expected Share Price Return: 26.1% | Dividend Yield: 0.0% | Expected Total Return: 26.1%



| Yield: 0.0% I Expected Total Return: 26.1% | Cooler Flour Footave |
|--|----------------------|
| Vadraj asset would be value accretive | |

| Change in Estimates | ~ |
|----------------------|------------------|
| Target Price Change | ~ |
| Recommendation | / |
| Company Info | |
| BB Code | NUVOCO IN EQUITY |
| Face Value (INR) | 10.0 |
| 52 W High/Low (INR) | 385/288 |
| Mkt Cap (Bn) | INR 120 / \$1.4 |
| Shares o/s (Mn) | 357.2 |
| 3M Avg. Daily Volume | 3,03,763 |
| Change in Estimates | |
| | =\/a== |

| Change in Estimates | | | | | | | |
|---------------------|-------|-------|----------|-------|-------|----------|--|
| | | FY26E | | | FY27E | | |
| INR Bn | New | Old | Dev. (%) | New | Old | Dev. (%) | |
| Revenue | 107.8 | 109.2 | (1.3) | 111.1 | 119.5 | (7.1) | |
| EBITDA | 17.8 | 16.9 | 4.9 | 20.7 | 20.3 | 1.9 | |
| EBITDAM % | 16.5 | 15.5 | 98 bps | 18.6 | 17.0 | 164 bps | |
| PAT | 2.4 | 1.9 | 22.3 | 4.2 | 3.5 | 21.8 | |
| EPS | 6.6 | 5.4 | 22.3 | 11.9 | 9.7 | 21.8 | |
| | | | | | | | |

| Actual vs Consen | sus | | |
|------------------|---------|------------|---------|
| INR Bn | Q4FY25A | CEBPL Est. | Dev.% |
| Revenue | 30.4 | 30.4 | 0.2 |
| EBITDA | 5.6 | 4.4 | 24.3 |
| EBITDAM % | 18.1 | 14.6 | 352 bps |
| PAT | 1.7 | 1.0 | 92.7 |

| Key Financials | | | | | |
|----------------|-------|-------|-------|-------|-------|
| INR Bn | FY24 | FY25 | FY26E | FY27E | FY28E |
| Revenue | 107.3 | 103.6 | 107.8 | 111.0 | 114.4 |
| YoY (%) | 1.4 | -3.5 | 4.0 | 3.0 | 3.0 |
| EBITDA | 16.2 | 13.7 | 17.8 | 20.7 | 23.6 |
| EBITDAM % | 15.1 | 13.2 | 16.5 | 18.6 | 20.6 |
| Adj PAT | 1 | 0 | 2 | 4 | 6 |
| EPS | 4.1 | 0.6 | 6.6 | 11.9 | 17.2 |
| ROE % | 1.6 | 0.2 | 2.5 | 4.4 | 6.0 |
| ROCE % | 5.2 | 3.9 | 6.3 | 8.7 | 10.6 |
| PE(x) | 74.3 | 556.0 | 46.7 | 26.0 | 17.9 |
| EV/EBITDA | 9.2 | 11.5 | 8.2 | 6.9 | 5.7 |
| EV/IC | 1.2 | 1.3 | 1.2 | 1.2 | 1.1 |

| | Mar-25 | Dec-24 | Sep-24 |
|--------------------|---------|--------|--------|
| Promoters | 72.02 | 72.02 | 72.02 |
| FII | 3.55 | 3.37 | 3.24 |
| DII | 19.37 | 19.26 | 18.86 |
| Public | 5.06 | 5.35 | 5.88 |
| Relative Performar | nce (%) | | |
| YTD | 3Y | 2Y | 1Y |
| BSE Infra | 93.4 | 85.7 | (7.8) |
| NUVOCO Ltd. | 2.1 | 1.9 | 0.9 |



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Q4FY25 Cement Result Preview

We upgrade NUVOCO from HOLD to BUY as 1)We revise our Realisation / EBITDA per ton and EBITDA assumptions higher (Exhibit 2) mostly due to sector tailwinds and also due to company specific reasons like the ongoing cost saving and premiumisation initiatives, 2) We factor in incremental positive value (INR 21bn, ~15% of current market cap) from the Vadraj acquisition, 3) The RoCE expands by 670 bps from 3.9% in FY25 to 10.6% in FY28E on the back of higher operational assumptions as described in 1) above, and 4) We incorporate a robust EV to CE (Enterprise Value to Capital Employed) based valuation frame work (Exhibit 3) which allows us a rational basis to assign right valuation multiples basis improving fundamentals.

We forecast NUVOCO's EBITDA to grow at a CAGR of 20% over FY25- 28E based on our volume growth assumptions of 2%/2%/2%, and realisation growth of 2%/1%/1% coupled with per ton total cost saving of 30%/16%/14% in FY26E/27E/28E, respectively. We like NUVOCO's premiumization and cost saving initiatives like adding railway sidings, improving AFR rate, optimising freight costs and other de-bottlenecking measures.

We arrive at a 1-year forward TP of INR 441/share for NUVOCO. We now value NUVOCO on our EV/CE framework – we assign an EV/CE multiple of 1.36x/1.36x for FY27E/28E, which we believe is conservative given the near tripling of ROCE from 3.9% in FY25 to 10.6% in FY28E under reasonable operational assumptions. This valuation framework gives us the flexibility to assign a commensurate valuation multiple basis 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 multiple. On our TP of INR 441, FY28E implied EVEBITDA multiple is 6.3x which makes NUVOCO amongst the cheapest mid to large sized cement companies in our coverage. Regulatory uncertainty around potential higher state levies on limestone, soft patches of government spending on infrastructure / construction, sudden large spike in petcoke prices as a result of various global dynamics and any regulatory/legal hurdles around Vadraj acquisition are potential risks to be mindful of.

Q4FY25 Results: Strong beat at EBITDA level

NUVOCO reported Q4FY25 consolidated Revenue and EBITDA of INR30,423 Mn (+3.7% YoY, 26.3% QoQ) and INR5,516 Mn (+12.4% YoY, +113.6% QoQ) vs CEBPL estimates of INR30,361 Mn and INR4,436 Mn, respectively. In our view market expectation of Q4FY25 EBITDA was in the range of INR 4,600-5,300 Mn, so the reported numbers are well ahead of street expectations. Total volume for Q4 stood at 5.7 Mnt (vs CEBPL est. 5.8 Mnt), up 7.5% YoY and 21.3% QoQ, which is better than most of the peers.

Realization/t came in at INR5,337/t (-3.6% YoY and +4.1% QoQ), which is better then CEBPL est of INR5,203/t. Total cost/t came in at INR4,370/t (-5.2% YoY and -4.5% QoQ). As a result, EBITDA/t came in at INR 968/t, which is an expansion of ~INR418/t QoQ, which is a well ahead of market expectation of ~INR 750-800/t, and ahead of CEBPL estimate of INR 760/t.

Pricing Tailwinds: Pricing increases that have been announced between Dec'24 to Apr/Mar'25 continue to hold and cumulatively add up about INR20 per ton (INR 1,000 per ton), which is quite impressive.

Institutional Equities Choice

Management Call - Highlights

Targeting INR ~150/t structural reduction in cost over FY26/27E: On the back of various cost saving initiatives like adding railway sidings at a couple of locations like Sonadi and Jhanspur, improving AFR mix (by plant additions in Nimbol and Chittor), and further gains under the Project Bridge, management targets to achieve structural cost reduction.

Vadraj acquisition: As we already know, NUVOCO's resolution plan for Vadraj has been selected by the NCLT, which adds ~6 Mtpa cement capacity (3.5 Mtpa clinker) to NUVOCO's kitty at a total cost of INR30 Bn, of which INR 18bn would be towards Vadraj's debt and INR12 Bn towards refurbishment of Kutch and Surat facilities. Of the INR18 Bn, NUVOCO will contribute about INR 6bn from its books via debt, and the rest INR12 Bn through a mix of long-term CCPS and CCDs that would be infused into Vadraj by the strategic investor (PE in nature), which at the end of a long term holding period would be repaid along with accrued interest. To capitalize on the incentives in Gujarat and to optimize Vadraj capacity mix, management wants to add 2 Mtpa grinding unit at Kutch.

Net Debt: FY25 end net debt stands at INR 36 Bn, which is in the comfort range for management. Although, debt is going to increase over FY26/27, it is expected to come back to INR35-40 Bn range by FY28E end, which is when management would like to consider further expansion.

Exhibit 1: EBITDA beat driven by strong realization and lower cost

| Nuvoco Vistas Corp. Ltd. | Q4FY25 | Q4FY24 | YoY (%) | Q3FY25 | QoQ (%) | CEBPL Est. | Dev. (%) |
|--------------------------|--------|--------|---------|--------|---------|---------------|----------|
| Volumes | 5.7 | 5.3 | 7.5 | 4.7 | 21.3 | 5.8 | (2.3) |
| Revenues (INR mn.) | 30,423 | 29,334 | 3.7 | 24,094 | 26.3 | 30,361 | 0.2 |
| cogs | 6,457 | 5,863 | 10.1 | 4,204 | 53.6 | | |
| Power and Fuel cost | 4,922 | 5,312 | (7.3) | 5,104 | (3.6) | | |
| Freight Exp. | 8,030 | 8,050 | (0.2) | 6,605 | 21.6 | | |
| Employee Cost | 1,617 | 1,614 | 0.2 | 1,724 | (6.2) | | |
| Other Expenses | 3,881 | 3,588 | 8.2 | 3,874 | 0.2 | | |
| EBITDA (INR mn.) | 5,516 | 4,908 | 12.4 | 2,582 | 113.6 | 4,436 | 24.3 |
| EBITDA Margins (%) | 18.1 | 16.7 | 140 bps | 10.7 | 741 bps | 14.6 | 352 bps |
| Depreciation | 2,196 | 2,181 | 0.7 | 2,174 | 1.0 | | |
| EBIT (INR mn.) | 3,320 | 2,727 | 21.7 | 409 | 712.6 | | |
| EBIT Margin (%) | 10.9 | 9.3 | 162 bps | 1.7 | 922 bps | | |
| Other Income | 43 | 72 | (39.7) | 2 | 2,600 | | |
| Interest | 1,125 | 1,249 | (9.9) | 1,257 | (10.5) | | |
| PBT | 2,238 | 1,550 | 44.4 | (847) | NA | | |
| Tax | 582 | 547 | 6.5 | (233) | NA | | |
| PAT (INR mn.) | 1,655 | 1,003 | 65.0 | (613) | NA | 859 | 92.7 |
| Basic EPS (INR) | 4.6 | 2.8 | 65.0 | (1.7) | NA | 2.4 | 92.7 |

Exhibit 2: Cost Takeouts to drive EBITDA higher (Consolidated in INR/t)

| | • • | | • | | | |
|---------------------|----------|----------|----------|----------|----------|----------|
| Particular | FY23 | FY24 | FY25 | FY26E | FY27E | FY28E |
| Volume (in Mnt) | 18.8 | 18.8 | 19.4 | 19.8 | 20.2 | 20.6 |
| Realisation/t | 5,631 | 5,703 | 5,338 | 5,445 | 5,500 | 5,555 |
| COGS/t | 950 | 1,038 | 1,063 | 1,084 | 1,095 | 1,106 |
| Employee Cost/t | 322 | 362 | 348 | 354 | 357 | 361 |
| Power & Fuel Cost/t | 1,485 | 1,137 | 1,015 | 934 | 878 | 825 |
| Freight Expenses/t | 1,499 | 1,556 | 1,440 | 1,411 | 1,389 | 1,367 |
| Other Expenses/t | 731 | 747 | 765 | 762 | 756 | 750 |
| Total Cost/t | 4,987 | 4,840 | 4,631 | 4,546 | 4,476 | 4,409 |
| EBITDA/t | 644 | 863 | 707 | 900 | 1,024 | 1,145 |
| Revenue (in INR Mn) | 1,05,862 | 1,07,329 | 1,03,567 | 1,07,751 | 1,11,005 | 1,14,357 |
| EBITDA (in INR Mn) | 12,105 | 16,239 | 13,720 | 17,800 | 20,668 | 23,579 |
| PAT (IN INR Mn) | 8,275 | 1,471 | 218 | 2,355 | 4,237 | 6,151 |
| | | | | | | |

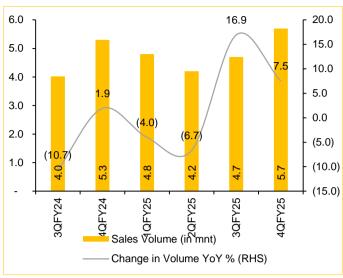
Source: Company, CEBPL

Exhibit 3: Introducing EV/CE Valuation Framework

| INR Mn | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E | FY28E |
|----------------------------------|----------|----------|----------|----------|----------|----------|----------|
| RoCE | 3.8% | 1.9% | 5.2% | 3.9% | 6.3% | 8.7% | 10.6% |
| WACC | 11.8% | 11.8% | 11.8% | 11.8% | 11.8% | 11.8% | 11.8% |
| RoCE less WACC % | (8.0) | (9.9) | (6.6) | (7.9) | (5.5) | (3.1) | (1.2) |
| EV | 1,64,022 | 1,67,364 | 1,49,662 | 1,46,407 | 1,57,507 | 1,53,198 | 1,44,890 |
| Capital Employed | 1,51,219 | 1,37,198 | 1,34,632 | 1,29,070 | 1,22,426 | 1,17,662 | 1,20,813 |
| EV/CE | 1.08 | 1.22 | 1.11 | 1.13 | 1.29 | 1.30 | 1.20 |
| Cement Industry EV/CE | | | | | | | |
| Target EV/CE | | | | | 1.36 | 1.36 | 1.36 |
| Target EV | | | | | 1,66,499 | 1,60,021 | 1,64,306 |
| Gross Debt | | | | | 38,226 | 38,226 | 38,226 |
| Cash & Equivalents | | | | | 1,519 | 5,828 | 14,136 |
| Net Debt - (Ex of Vadraj Acquisi | tion) | | | | 29,707 | 25,398 | 18,090 |
| EQUITY VALUE | | | | | 1,36,791 | 1,34,622 | 1,46,216 |
| Vadraj Value Add | | | | | 21,000 | 21,000 | 21,000 |
| EQUITY VALUE Incl Vadraj | | | | | 1,57,791 | 1,55,622 | 1,67,216 |
| EQUITY VALUE PER SHARE | | | | | 442 | 436 | 468 |
| 1 yr forward TP (Rs/sh) | | | | | | | 441 |
| Implied Multiplies | | | | | | | |
| EV/EBITDA (x) | | | | | 9.2 | 7.4 | 6.3 |
| P/E(x) | | | | | 58.1 | 31.8 | 23.8 |
| P/BV (x) | | | | | 1.5 | 1.4 | 1.4 |

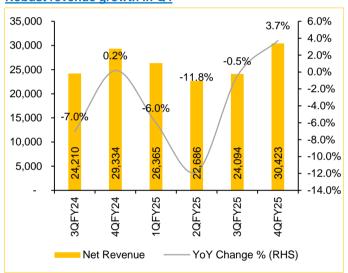
Q4FY25 Results Update

Volume lower then expectations



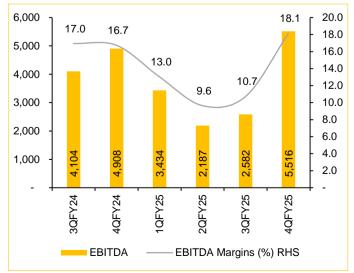
Source: Company, CEBPL

Robust revenue growth in Q4



Source: Company, CEBPL

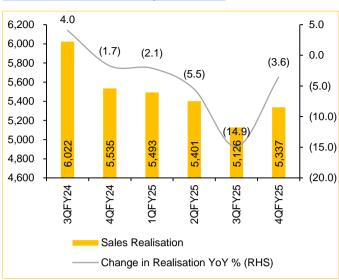
EBITDA Margins grew by 140 bps on a YoY basis



Source: Company, CEBPL

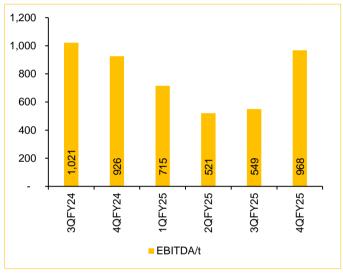
*All figures are in INR Million

Price increases continue beyond Q4FY25



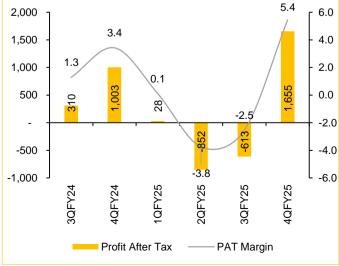
Source: Company, CEBPL

Improved realisation & cost efficiency drive EBITDA/t

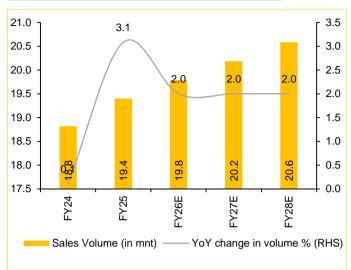


Source: Company, CEBPL

Robust PAT growth

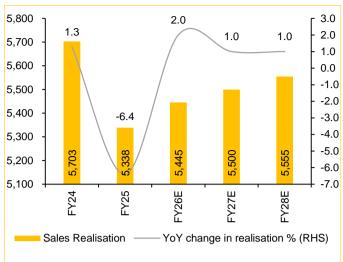


Volume is expected to grow to 20.6 Mnt by FY28



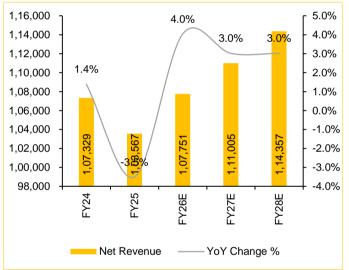
Source: Company, CEBPL

Realisation started improving



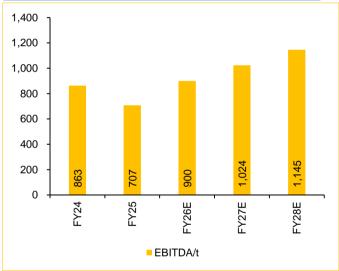
Source: Company, CEBPL

Revenue expected to grow supported by higher volumes



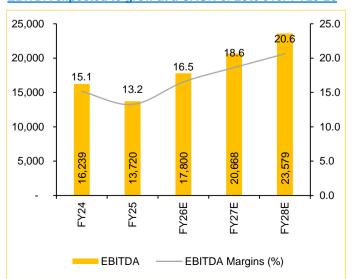
Source: Company, CEBPL

Cost reduction initiatives led to an increase in EBITDA/t



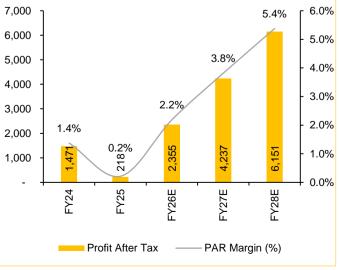
Source: Company, CEBPL

EBITDA expected to grow at a CAGR of 20% over FY25-28



Source: Company, CEBPL

Robust PAT growth expected



Choice

Income statement (Consolidated in INR Mn)

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|--|----------|----------|----------|----------|----------|--|--|--|
| Particular | FY24 | FY25 | FY26E | FY27E | FY28E | | | |
| Revenue | 1,07,329 | 1,03,567 | 1,07,751 | 1,11,005 | 1,14,357 | | | |
| Gross Profit | 87,792 | 82,949 | 86,301 | 88,907 | 91,592 | | | |
| EBITDA | 16,239 | 13,720 | 17,800 | 20,668 | 23,579 | | | |
| Depreciation | 9,186 | 8,685 | 10,038 | 10,398 | 10,758 | | | |
| EBIT | 7,052 | 5,035 | 7,762 | 10,270 | 12,821 | | | |
| Other Income | 335 | 194 | 356 | 366 | 377 | | | |
| Interest Expense | 5,328 | 4,964 | 4,964 | 4,964 | 4,964 | | | |
| PBT | 2,059 | 265 | 3,153 | 5,672 | 8,234 | | | |
| Reported PAT | 1,471 | 218 | 2,355 | 4,237 | 6,151 | | | |
| EPS | 4.1 | 0.6 | 6.6 | 11.9 | 17.2 | | | |

Source: Company, CEBPL

| Ratio Analysis | FY24 | FY25 | FY26E | FY27E | FY28E |
|--------------------------------------|--------|--------|-------|-------|-------|
| Growth Ratios | | | | | |
| Revenues | 1.4 | (3.5) | 4.0 | 3.0 | 3.0 |
| EBITDA | 34.2 | (15.5) | 29.7 | 16.1 | 14.1 |
| PAT | (82.2) | (85.2) | 978.4 | 79.9 | 45.2 |
| Margins | | | | | |
| Gross Profit Margin | 81.8 | 80.1 | 80.1 | 80.1 | 80.1 |
| EBITDA Margin | 15.1 | 13.2 | 16.5 | 18.6 | 20.6 |
| Tax Rate | 6.6 | 4.9 | 7.2 | 9.3 | 11.2 |
| PAT Margin | 1.4 | 0.2 | 2.2 | 3.8 | 5.4 |
| Profitability | | | | | |
| Return On Equity (ROE) | 1.6 | 0.2 | 2.5 | 4.4 | 6.0 |
| Return On Invested Capital (ROIC) | 5.2 | 4.1 | 5.6 | 7.2 | 9.0 |
| Return On Capital Employed (ROCE) | 5.2 | 3.9 | 6.3 | 8.7 | 10.6 |
| Financial leverage | | | | | |
| OCF/EBITDA (x) | 1.0 | 1.0 | 0.7 | 0.9 | 0.9 |
| OCF / IC (%) | 12.8 | 10.8 | 10.5 | 14.5 | 18.3 |
| EV/EBITDA (x) | 9.2 | 11.5 | 8.2 | 6.9 | 5.7 |
| Earnings | | | | | |
| EPS | 4.1 | 0.6 | 6.6 | 11.9 | 17.2 |
| Shares Outstanding | 357 | 357 | 357 | 357 | 357 |
| Working Capital | | | | | |
| Inventory Days (x) | 32 | 27 | 38 | 40 | 40 |
| Receivable Days (x) | 20 | 23 | 24 | 26 | 26 |
| Creditor Days (x) | 57 | 56 | 53 | 51 | 51 |
| Working Capital Days | -5 | -6 | 9 | 15 | 15 |

Source: Company, CEBPL

Balance sheet (Consolidated in INR Mn)

| Salarioe Silect (Oorisonaatea iii iivit iiiii) | | | | | | | | | |
|--|----------|----------|----------|----------|----------|--|--|--|--|
| Particular | FY24 | FY25 | FY26E | FY27E | FY28E | | | | |
| Net Worth | 89,835 | 90,023 | 92,378 | 96,615 | 1,02,766 | | | | |
| Borrowings | 41,370 | 38,226 | 38,226 | 38,226 | 38,226 | | | | |
| Deferred Tax | 11,736 | 11,508 | 11,508 | 11,508 | 11,508 | | | | |
| Other Liabilities & Provisions | 27,298 | 25,944 | 25,944 | 25,944 | 25,944 | | | | |
| Total Net Worth & Liabilities | 1,70,240 | 1,65,702 | 1,68,057 | 1,72,293 | 1,78,444 | | | | |
| Net Block | 1,50,272 | 1,47,024 | 1,44,986 | 1,42,588 | 1,39,830 | | | | |
| Capital WIP | 4,708 | 3,825 | 4,208 | 4,629 | 5,091 | | | | |
| Goodwill & Intangible Assets | | | | | | | | | |
| Investments | 8 | 8 | 8 | 8 | 8 | | | | |
| Cash & Cash Equivalents | 1,070 | 1,823 | 1,519 | 5,828 | 14,136 | | | | |
| Loans & Other Assets | 15,668 | 14,679 | 14,679 | 14,679 | 14,679 | | | | |
| Net Working Capital | (1,486) | (1,658) | 2,657 | 4,562 | 4,700 | | | | |
| Total Assets | 1,70,240 | 1,65,702 | 1,68,057 | 1,72,293 | 1,78,444 | | | | |
| Total Assets | 1,70,240 | 1,65,702 | 1,68,057 | 1,72,293 | 1,7 | | | | |

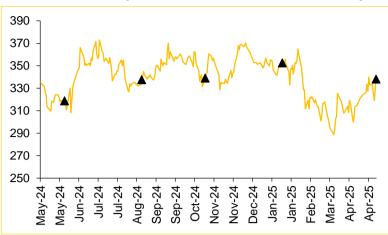
Source: Company, CEBPL

| Cash Flows (INR Mn) | FY24 | FY25 | FY26E | FY27E | FY28E |
|----------------------------|----------|---------|---------|---------|---------|
| Cash Flows From Operations | 15,925 | 13,285 | 13,043 | 17,694 | 21,736 |
| Cash Flows From Investing | (5,734) | (3,371) | (8,383) | (8,421) | (8,463) |
| Cash Flows From Financing | (11,141) | (9,126) | (4,964) | (4,964) | (4,964) |

Source: Company, CEBPL

| DuPont Analysis | FY24 | FY25 | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|-------|-------|
| Tax Burden | 71.5% | 82.5% | 74.7% | 74.7% | 74.7% |
| Interest Burden | 29.2% | 5.3% | 40.6% | 55.2% | 64.2% |
| EBIT Margin | 7% | 5% | 7% | 9% | 11% |
| Asset Turnover | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 |
| Equity Multiplier | 1.9 | 1.8 | 1.8 | 1.8 | 1.7 |
| ROE | 1.6% | 0.2% | 2.5% | 4.4% | 6.0% |

Historical share price chart: Nuvoco Vistas Corp Limited



| intod | | |
|------------------|--------|--------------|
| Date | Rating | Target Price |
| January 31,2024 | BUY | 370 |
| May 03, 2024 | BUY | 375 |
| August 02, 2024 | BUY | 373 |
| October 25, 2024 | REDUCE | 349 |
| January 23,2025 | HOLD | 386 |
| May 05,2025 | BUY | 441 |
| | | |

| Institutional Research Team | | | |
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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

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