

April 16, 2026

Improvement in realisation to mitigate higher costs...

About the stock: Nuvoco Vistas Corporation Ltd. (NVCL) is the fifth largest cement manufacturer in India with cement capacity of 25 mtpa and clinker capacity of 13.5 mtpa as of FY26 end

- The company has 11 cement plants (5 Integrated Units and 6 Grinding Units). Out of total capacity of 25 mtpa, ~76% (19 mtpa) is located in East region followed by ~24% (6 mtpa) in North region

Q4FY26 Performance: Revenue increased by 8.7% YoY (+22.4% QoQ) to Rs 3306.8 crore due to sales volume growth of 5.3% YoY (to 6 mtpa, 20% QoQ) and 3.3% YoY (+2% QoQ) improvement in realization. EBITDA/ton increased by 1.2% YoY (+27.6% QoQ) to Rs 979/ton. On PAT level, the company reported net profit of Rs 140.8 crore (-14.9% YoY, +185% QoQ)

Investment Rationale

- Volume growth expected to pick-up, led by ongoing expansion plan:** Company's sales volume stood at 6 mtpa in Q4FY26, grew by ~5.3% YoY with ~96% utilization levels. FY26 volume growth stands at 5.2% YoY to 20.4 mtpa, led by improvement in demand across its selling markets. However, we believe that company's sales volume growth to pick-up led by ongoing capacity expansion plan. The company is refurbishing 6 mtpa capacity acquired from Vadraj Cement (to be commissioned in phases over Q3FY27E to Q1FY28E). Additionally, another 4 mtpa brownfield expansion in eastern region is underway (to be completed in phases till FY27E end). Together, these projects will increase total cement capacity to 35 mtpa by FY28E from 25 mtpa at present. Management also guides growing in line with industry with about 7-9% in FY27E. We estimate sales volume CAGR at ~10% over FY26-28E
- EBITDA/ton expected to improve in FY28E after a contraction in FY27E:** Company's EBITDA/ton grew by only 1.2% on YoY basis (+27.6% QoQ) to Rs 979/ton in Q4FY26, due to increase in overall cost structure on YoY basis. FY26 EBITDA/ton improved substantially by 28.7% YoY to Rs 910/ton, led by higher realisation, supported by increase in share of premium products. Going ahead, we expect company's EBITDA/ton to come down by Rs 150/ton YoY in FY27E on account of increase in cost (mainly fuel & packaging). However, it is expected to improve to ₹ 974/ton by FY28E (vs ₹ 834/ton in FY27E), driven by improvement in realisation (prices have already been hiked by Rs 8-15/bag in Apr-2026 to mitigate the increased cost) & continuous focus on operational efficiency which includes measures such as increase in share of AFR (expected to increase to 13-15% from 10% at present), green power consumption, cost optimisation in raw materials (through increasing share of blended cement) & logistics cost. Moreover, increasing share of premium products & positive operating leverage to help margin recovery in FY28E

Rating and Target Price

- We have largely maintained our revenue estimates, but cut our FY27E/28E EBITDA estimates by 13%/16% to factor in recent increase in costs (fuel & packaging). We now estimate revenue and EBITDA to grow at 11.5% & ~14% CAGR respectively over FY26-28E. We maintain **BUY** on NVCL with a revised target price of ₹ 380 per share (based on 7x EV/EBITDA on FY28E)



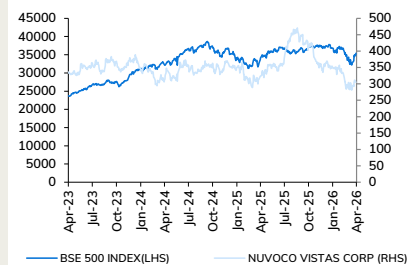
Particulars

Particular	Amount
Market Capitalisation (Rs Crore)	11,072
FY25 Gross Debt (Rs Crore)	3,823
FY25 Cash (Rs Crore)	182
EV (Rs Crore)	14,712
52 Week H/L (Rs)	478 / 276
Equity Capital	357.2
Face Value	10.0

Shareholding pattern

	Mar-25	Jun-25	Sep-25	Dec-25
Promoter	72.0	72.0	72.0	72.0
FII	3.6	3.8	5.2	5.0
DII	19.4	19.1	18.1	18.1
Others	5.1	5.1	4.7	4.9

Price Chart



Recent Event & Key risks

- (1) Slowdown in demand (2) Delays in capacity expansion (3) Increase in commodity prices (4) High competition

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Key Financial Summary

(Rs crore)	FY23	FY24	FY25	FY26	3 Year CAGR (FY23-26)	FY27E	FY28E	2 Year CAGR (FY26-28E)
Revenues	10,586	10,733	10,357	11,338	2.3%	12,307	14,087	11.5%
EBITDA	1,210	1,624	1,372	1,857	15.3%	1,821	2,401	13.7%
EBITDA margin (%)	11.4	15.1	13.2	16.4		14.8	17.0	
Net Profit	16	147	22	360	183.1%	316	686	38.1%
EPS	0.4	4.1	0.6	10.1		8.8	19.2	
P/E (x)	698.1	75.1	507.0	28.3		35.1	16.1	
EV/EBITDA (x)	12.8	9.3	10.7	8.4		8.2	5.9	
EV/Ton (\$)	72	67	65	69		56	45	
RoCE (%)	2.0	5.6	4.1	6.7		5.8	9.4	
RoE (%)	0.2	1.6	0.2	3.8		3.0	6.1	

Source: Company, ICICI Direct Research

Q4FY26 Result Highlights:

- Revenue increased by 8.7% YoY to Rs 3306.8 crore, led by 5.3% YoY volume growth (to 6 mtpa) and 3.3% YoY improvement in realization (mainly led by increase in share of premium products)
- Sequentially, revenue increased by 22.4% QoQ, as volumes increased by 20% QoQ and realization improved by 2% QoQ
- Total cost/ton increased by 3.7% YoY (-2.2% QoQ) with power & fuel cost up by 4.6% YoY (-9.4% QoQ)
- EBITDA/ton stood at Rs 979/ton (+1.2% YoY, +27.6% QoQ). Subsequently, EBITDA came at Rs 587.6 crore (+6.5% YoY, +53.1% QoQ)
- On PAT level, the company reported profit of Rs 140.8 crore (-14.9% YoY, +185% QoQ)
- For FY26, revenue was up by 9.5% as sales volume increased by 5.2% YoY and realisation improved by 4.1% YoY. EBITDA/ton stands at Rs 910/ton (vs Rs 707/ton in FY25)

Recent earnings call highlights:

- Cement demand improved in Q4FY26, supported by ~12% increase in government capex till Feb, boosting infra-activity. For FY27E, management expects 7–9% industry growth, driven by infra push and housing demand. Company targets to growth in line with industry for FY27E
- Central govt capex expected to grow ~20%, state capex ~15% in FY27E. Housing schemes in East worth ~₹29,000 crore, positive for Nuvoco's core markets.
- Vadraj cement project progressing as per schedule. Clinker + grinding units commissioning: between Q3FY27E to Q1FY28E (phased). 4 mtpa expansion across plants in east going as per schedule, hardware work largely completed; awaiting regulatory approvals (CTO). Full commissioning expected by FY27 end
- Total capex guidance: FY27E: ₹900 crore. FY28E: ₹960 crore
- Bulk cement terminal at Sachana (Gujarat) under development with capacity of about ~1.5 mtpa. Expected commissioning: FY28E, to strengthen Gujarat distribution
- Q4FY26 blended fuel cost was ₹1.44/kcal (flat QoQ). Petcoke cost rose from ₹1.84 to ₹2.01/kcal entering Q1FY27 due to global uncertainties. Management guided that Q1FY27 cost can increase to ₹1.51–1.55/ kcal, with further increase expected in Q2FY27E
- Fuel strategy for Q4FY26 was: Coal: 53% (31% linkage, 21% open market), Petcoke: 37%, AFR: 10%. Going forward, management targets to reduce petcoke consumption by 300–500 bps and increase AFR contribution to 12–13%
- Management targets regional fuel optimization to control rising fuel costs. In East region: Reduce petcoke by 3–4% and increase domestic coal usage. In North: Reduce petcoke from ~50% to 45% using domestic coal and AFR. Also, exploring lignite blending and alternative fuels to reduce costs
- Due to packaging cost inflation, Granule prices surged from ₹99/kg to ₹155/kg impacting ~₹20/ton cost increase in month of March and ~₹100/ton increase in April, with further risk in May–June. Packaging cost inflation is not easily mitigable, must be passed via pricing
- Mineral gypsum cost rising due to supply disruption (imports from Oman) and is expected to impact of about ~₹20/ton increase

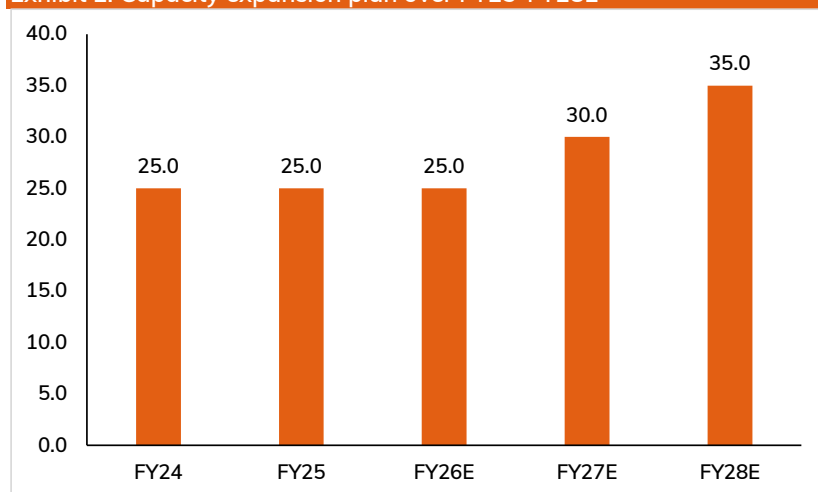
- Rail (rake) availability dropped from 4.5 to 4 rakes/day in March due to diversion of rakes to power sector which caused disruption. Company shifted to road transport which increased logistics cost
- Near-term margins under pressure due to ₹200/ton cost inflation, especially fuel and packaging. Company is responding through price hikes, cost optimization, and fuel mix changes
- Company has also taken price hikes in April. For East region: Trade: ₹10/bag increase and Non-trade: ₹20/bag increase. For North region: Trade: ₹10/bag increase and Non-trade: ₹10–15/bag increase.
- Management is confident that price increases will hold despite seasonality, due to industry-wide inflation. Current price hikes partially offset cost inflation and further hikes likely if cost pressures continue
- Management targets to maintain Net Debt/EBITDA at 2–2.5x. Debt is expected to remain elevated in near term due to expansion. Deleveraging expected post commissioning of new capacities

Exhibit 1: Quarterly Analysis – Q4FY26

	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)	Comments
Operating Income	3,306.8	3,042.3	8.7	2,701.3	22.4	Revenue increased YoY led by better realisation and volume growth
Other income	2.6	4.3	-39.4	2.8	-5.1	
Total Revenue	3,309.4	3,046.6	8.6	2,704.0	22.4	
Raw materials costs	697.4	645.7	8.0	507.8	37.3	
Employees Expenses	183.0	161.7	13.2	182.5	0.3	
Other Expenses	425.2	388.1	9.6	410.0	3.7	
Total Expenditure	2,719.2	2,490.6	9.2	2,317.6	17.3	
EBITDA	587.6	551.6	6.5	383.7	53.1	
EBITDA margins (%)	17.8	18.1	-36 bps	14.2	356 bps	EBITDA margins increased QoQ due to better sales realisation
Interest	81.0	112.5		98.7		
Depreciation	227.9	219.6	3.8	223.3	2.1	
Tax	92.4	58.2	58.7	15.2	509.0	
PAT	140.8	165.5	-14.9	49.4	185.2	

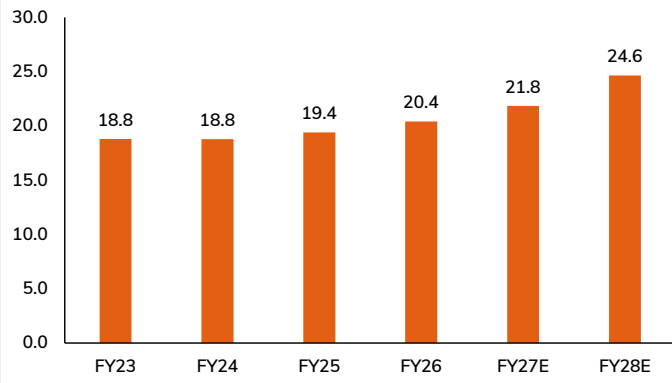
Source: Company, ICICI Direct Research

Exhibit 2: Capacity expansion plan over FY25-FY28E



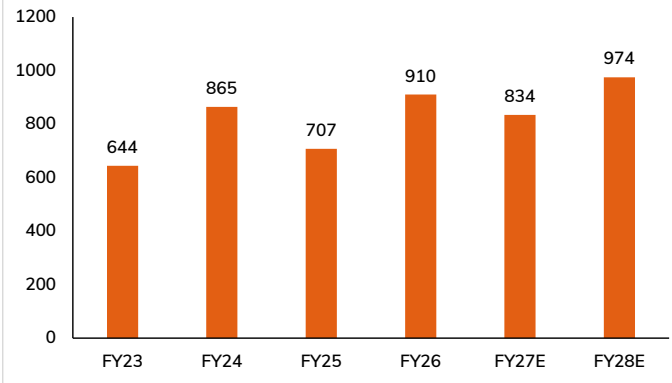
Source: Company, ICICI Direct Research

Exhibit 3: Volumes to grow at ~10% CAGR over FY26-28E



Source: Company, ICICI Direct Research

Exhibit 4: EBITDA/ton trend



Source: Company, ICICI Direct Research

Financial summary

Exhibit 5: Profit and loss statement ₹ crore

(Rs Crore)	FY25	FY26	FY27E	FY28E
Revenue	10,356.7	11,338.3	12,306.6	14,087.1
% Growth	(3.5)	9.5	8.5	14.5
Other income	19.4	24.1	11.0	12.1
Total Revenue	10,356.7	11,338.3	12,306.6	14,087.1
% Growth	(3.5)	9.5	8.5	14.5
Total Raw Material Costs	2,061.8	2,127.6	2,270.1	2,562.2
Employee Expenses	675.8	723.3	781.2	859.3
other expenses	1,483.4	1,599.3	1,767.2	1,908.6
Total Operating Expenditure	8,984.7	9,481.4	10,485.6	11,686.3
Operating Profit (EBITDA)	1,372.0	1,856.9	1,821.0	2,400.8
% Growth	(15.5)	35.3	(1.9)	31.8
Interest	496.4	398.3	364.7	307.3
PBDT	895.0	1,482.6	1,467.2	2,105.5
Depreciation	868.5	884.0	984.5	1,056.5
PBT before Exceptional Items	26.5	598.7	482.7	1,049.0
Total Tax	4.7	190.8	167.0	363.0
PAT before MI	21.8	359.8	315.7	686.1
PAT	21.8	359.8	315.7	686.1
% Growth	(85.2)	1,547.3	(12.3)	117.3
EPS	0.6	10.1	8.8	19.2

Source: Company, ICICI Direct Research

Exhibit 6: Cash flow statement ₹ crore

(Rs Crore)	FY25	FY26	FY27E	FY28E
Profit after Tax	21.8	359.8	315.7	686.1
Depreciation	868.5	884.0	984.5	1,056.5
Interest	496.4	398.3	364.7	307.3
Cash Flow before WC changes	1,386.8	1,642.0	1,664.9	2,049.9
Changes in inventory	185.0	16.6	(97.9)	(122.0)
Changes in debtors	(69.4)	(83.9)	(48.4)	(95.3)
Changes in loans & Advances	2.1	(3.4)	1.1	(0.4)
Changes in other current assets	21.3	(95.9)	28.0	(42.3)
Net Increase in Current Assets	158.9	(187.2)	(117.2)	(260.0)
Changes in creditors	(98.5)	55.3	144.2	258.5
Changes in provisions	1.8	66.6	(1.9)	89.8
Net Inc in Current Liabilities	(196.8)	10.9	370.1	431.0
Net CF from Operating activities	1,348.9	1,465.7	1,917.8	2,220.9
Changes in deferred tax assets	25.4	37.1	-	-
(Purchase)/Sale of Fixed Assets	(443.2)	(2,955.6)	(950.0)	(1,010.0)
Net CF from Investing activities	(460.5)	(2,738.3)	(1,059.1)	(1,086.7)
Dividend and Dividend Tax	-	-	-	(1.0)
Net CF from Financing Activities	(813.8)	1,186.5	(864.7)	(1,158.3)
Net Cash flow	74.5	(86.1)	(6.0)	(24.2)
Opening Cash/Cash Equivalent	107.9	182.3	96.3	90.2
Closing Cash/ Cash Equivalent	182.3	96.3	90.2	66.0

Source: Company, ICICI Direct Research

Exhibit 7: Balance sheet ₹ crore

(Rs Crore)	FY25	FY26	FY27E	FY28E
Equity Capital	357.2	357.2	357.2	357.2
Reserve and Surplus	8,645.2	9,871.6	10,187.3	10,872.4
Total Shareholders funds	9,002.3	10,228.8	10,544.5	11,229.5
Total Debt	3,822.6	4,540.8	4,040.8	3,190.8
Total Liabilities	14,366.5	16,497.0	16,312.7	16,147.7
Gross Block	16,308.2	16,905.1	19,729.6	21,189.6
Acc: Depreciation	7,128.1	8,012.1	8,996.6	10,053.1
Net Block	9,180.2	8,893.1	10,733.0	11,136.5
Capital WIP	382.5	2,474.5	600.0	150.0
Total Fixed Assets	15,088.6	17,160.2	17,125.7	17,079.1
Non Current Assets	797.9	766.5	875.6	952.3
Inventory	761.7	745.0	842.9	964.9
Debtors	660.1	743.9	792.3	887.7
Other Current Assets	178.9	274.8	246.8	289.1
Cash	182.3	96.3	90.2	66.0
Total Current Assets	2,271.2	2,372.3	2,483.5	2,719.3
Current Liabilities	1,587.5	1,642.8	1,787.0	2,045.5
Provisions	169.1	181.0	181.0	181.0
Total Current Liabilities	3,791.2	3,802.1	4,172.1	4,603.1
Net Current Assets	(1,520.0)	(1,429.7)	(1,688.6)	(1,883.7)
Total Assets	14,366.5	16,497.0	16,312.7	16,147.7

Source: Company, ICICI Direct Research

Exhibit 8: Key ratios

(Year-end March)	FY25	FY26	FY27E	FY28E
EPS	0.6	10.1	8.8	19.2
Cash per Share	5.1	2.7	2.5	1.8
BV	252.1	286.4	295.2	314.4
EBITDA Margin	13.2	16.4	14.8	17.0
PAT Margin	0.2	3.2	2.6	4.9
RoE	0.2	3.8	3.0	6.1
RoCE	4.1	6.7	5.8	9.4
RoC	4.0	6.6	5.8	9.4
EV / EBITDA	10.7	8.4	8.2	5.9
P/E	507.0	28.3	35.1	16.1
EV / Net Sales	1.4	1.4	1.2	1.0
Sales / Equity	1.2	1.1	1.2	1.3
Market Cap / Sales	1.1	1.0	0.9	0.8
Price to Book Value	1.2	1.1	1.1	1.0
Asset turnover	0.8	0.8	0.8	1.0
Debtors Turnover Ratio	16.6	16.2	16.0	16.8
Creditors Turnover Ratio	6.3	7.0	7.2	7.4
Debt / Equity	0.4	0.4	0.4	0.3
Current Ratio	0.5	0.5	0.6	0.6
Quick Ratio	0.3	0.3	0.3	0.3

Source: Company, ICICI Direct Research

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