*ICICI Direct* 

CMP: ₹ 12,370

Target: ₹ 15,000 (21%)

October 20, 2025

### **Growth remains better-than-industry...**

About the stock: UltraTech Cement is the India's largest cement manufacturer

At present, the company's total cement capacity stands at 192.3 million tonnes (mtpa), of which south region consists of 50.5 mtpa followed by North region (36.3 mtpa), Western region (34 mtpa), Eastern region (33.3 mtpa), Central region (32.9 mtpa) and 5.4 mtpa of overseas operations

Q2FY26 performance: Consolidated revenue increased by 25.4% YoY (-7.8% QoQ) to Rs 19606.9 crore, led by 21.6% YoY volume growth to 33.85 mtpa and realisation improvement by 3.1% YoY (+s0.3% QoQ). EBITDA/ton improved by 26.1% YoY (-23.7% QoQ) to Rs 914/ton. Subsequently, EBITDA was up 53.3% YoY (-29.8% QoQ) to Rs 3094.3 crores. PAT increased by 50% YoY (-45% QoQ) to Rs 1231 crore

### **Investment Rationale**

- Aggressive capacity addition plan to unlock better-than-industry growth going forward: Company's consolidated sales volume stood at 33.85 mtpa in Q2FY26, grew by 6.9% YoY (restated with consolidation of India Cements and Kesoram Industries) which is better than industry growth estimated at 4.5-5%. mainly led by ramp-up of recently added capacities. Going forward also, management guides company's volume growth to remain better-than-industry, led by healthy demand and aggressive capacity addition plan. Currently, company is in process of expanding its capacity by ~29 mtpa over FY26-27E to reach 218 mtpa by FY27E (from 192 mtpa at present including Kesoram's 10.75 mtpa & India Cement's 14.45 mtpa). Further, company has announced next phase of capacity expansion of 22.8 mtpa in FY28E, which will expand its capacity to  $\sim$ 241 mtpa by FY28E. We expect volume to grow at a CAGR of  $\sim$ 12% over FY25-28E to 188.4 mtpa in FY28E from 135.8 mtpa in FY25
- EBITDA/ton to improve through focus on operational efficiencies: Though total cost/ton has increased QoQ during the quarter on account of high other costs, EBITDA/ton remained higher on YoY basis to ₹ 914/ton (+26% YoY), primarily due to higher blended realization and operational efficiencies. Going ahead, we expect company's operational performance to improve over FY26E-28E (vs FY25), led by improvement in realisation, further reduction in total cost/ton (management had guided cost saving of ₹300/ton in next 2-3 years) and positive operating leverage. Cost saving measures includes increasing share of green power & WHRS, optimising fuel mix and logistical efficiencies. Company continues to focus on improving profitability of India Cement & Kesoram Industries also, which will boost overall profitability. We estimate EBITDA/ton of Rs 1423/ton in FY28E (from Rs 924/ton in FY25)

#### **Rating and Target Price**

- With healthy volume growth and significant improvement in EBITDA/ton over FY25-28E, we expect revenue to grow ~14% CAGR over FY25-28E while EBITDA/PAT are expected to grow ~29%/~40% CAGR respectively
- Valuations look attractive considering the scale of operations, diverse market-mix, significant growth capex with incremental return on capital and lower earnings volatility. We maintain BUY with a TP of Rs 15,000 (based on 19 x EV/EBITDA on FY27E & FY28E average)



Particulars						
Particular	Amount					
Market Capitalisation (Rs Crore)	3,57,105					
FY25 Gross Debt (Rs Crore)	23,031					
FY25 Cash (Rs Crore)	4,532					
EV (Rs Crore)	3,75,604					
52 Week H/L (Rs)	13,102 / 10,048					
Equity Capital	288.7					
Face Value	10.0					
Shareholding pattern						
Dec-24 Mar-25	Jun-25 Sep-25					

59.2

15.2

16.8

8.8

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### Recent Event & Key risks

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17.0

15.2

7.9

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

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Kev	/ Financial	<b>Summary</b>
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(₹ crore)	FY23	FY24	FY25	3 Year CAGR (FY22-25)	FY26E	FY27E	FY28E	3 Year CAGR (FY25-28E)
Revenues	63,240	70,908	75,955	13.0%	87,622	98,759	1,13,033	14.2%
EBITDA	10,620	12,969	12,557	2.9%	16,956	21,057	26,823	28.8%
EBITDA margin (%)	16.8	18.3	16.5		19.4	21.3	23.7	
Net Profit	5,064	7,005	6,039	-5.6%	9,018	12,138	16,590	40.1%
EPS (Rs)	175.4	242.7	209.2		312.4	420.5	574.7	
P/E (x)	70.5	50.6	58.4		39.6	29.4	21.5	
EV/EBITDA (x)	33.9	27.8	29.9		22.1	17.7	13.7	
EV/ton (\$)	320	291	234		218	201	179	
RoCE (%)	12.8	14.8	9.9		13.1	16.0	19.4	
RoE (%)	9.3	11.7	8.7		11.7	14.2	17.2	

Source: Company, ICICI Direct Research

### **Q2FY26 Result Highlights:**

- Consolidated revenue increased 25.4% YoY to Rs 19606.9 crore on account
  of increase in sales volume by 6.9% YoY (restated Q2FY25 for Kesoram and
  taking India Cements volume in base) to 33.85 mtpa and improvement in
  realisation by 3.1% YoY
- Sequentially, revenue was down by 7.8% QoQ, due to 8.1% QoQ decrease in volume and 0.3% QoQ increase in realisation
- EBITDA/ton increased by 26.1% YoY (-23.7% QoQ) to Rs 914/ton. Subsequently, EBITDA was up 53.3% YoY (-29.8% QoQ) to Rs 3094.3 crores
- PAT increased by 50% YoY (-45% QoQ) to Rs 1231.58 crores against net profit of Rs 820 crores in Q2FY25 and Rs 2225.90 crores in Q1FY26
- For H1FY26, revenue was up by 21.3% YoY as sales volume decreased by 15.1% YoY and realisation improved by 5.4% YoY. EBITDA/ton stands at Rs 1062/ton (vs Rs 824/ton in H1FY25)

### **Recent earnings call highlights:**

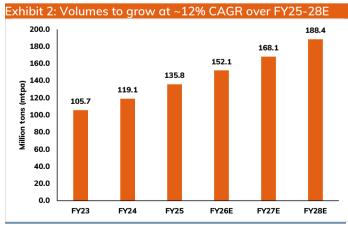
- Management expects industry growth of 6–7% for FY26E, with Q2FY26 estimated around 4.5–5%. And also reiterated confidence in sustaining higher-than-industry growth rates for company going forward
- UltraTech's market share in key regions stands at ~28%, targeted to rise to 32–33% in coming years
- Cement prices were largely stable during the quarter despite being monsoon season. Central region saw slight price correction QoQ basis
- Capacity utilization stood at ~71% for H1 FY26, with North & South in ~70%,
   West in high ~60%, and Central & East in low ~60%
- GST 2.0's reduction in cement rate by ₹30/bag has made premium brands more affordable. Management expects stronger shift toward premium products, improving both realization and brand mix
- Fuel mix comprised 48% coal and 44% petcoke, with slight rise in blended fuel cost to ₹1.80/kcal in Q2FY26 (vs ₹1.78/kcal in Q1FY26). Reduction in Clean Energy cess on coal will structurally benefit company due to its higher coal usage share
- Maintenance shutdowns added ~₹100/ton cost during the quarter. Advertising spends up ₹50 crore QoQ, impacting ₹15/ton. Staff cost rose ₹94 crore (₹25/ton impact) due to increments and annual bonuses. Operating leverage loss from lower QoQ volumes added ~₹70/ton. Total impact ~₹200/ton, expected to reverse by ₹100/ton in Q3FY26E
- Despite rising petcoke prices, overall fuel cost expected to remain stable due to cess reduction and favourable coal mix
- Core operating assets (166.7 mtpa) delivered ₹966/ton EBITDA. Kesoram and India Cements EBITDA were ₹755/ton and ₹386/ton, respectively, lowering overall blended average to ₹914/ton. Management expects margin recovery as integration progresses
- Some earlier planned projects were rebalanced post-acquisitions. Dropped: Chennai bulk terminal, Taripatri GU, Kharagpur GU. Added/expanded: Chennai and Dhanukuni units, optimizing logistics and cost efficiency
- Company to exit FY26 with 200 mtpa total capacity. Next phase expansion FY28 onwards – 22.8 mtpa incremental addition — 18 mtpa North, 4.8 mtpa West which will be largely brownfield. Expansion funded via internal accruals; minimal borrowing ensures Net Debt/EBITDA <0.7x</li>
- Company targets 240–245 mtpa capacity by FY29E, with an additional 20– 25 mtpa scope beyond FY31 through both brownfield and greenfield routes

### Result Update | UltraTech Cement

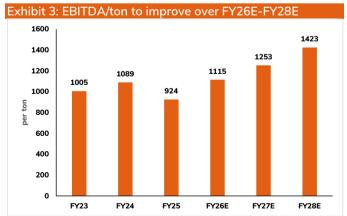
- Clinker capacity to reach 148 mtpa post expansion, with conversion ratio improving to 1.6x (from 1.4x currently). This enhances blending efficiency and sustainability, lowering unit cost and carbon footprint
- India Cements capex of ₹1,592 crore underway for debottlenecking, WHRS (21 MW), renewable energy (192 MW) and 2.4 mtpa expansion (Chennai & Rajasthan). Post-expansion, capacity will rise from 14.45 mtpa to 17.55 mtpa, targeting ₹1,000/ton EBITDA and 0.5x net debt/EBITDA by FY26E
- Kesoram undertaking ₹450 crore capex for WHRS and efficiency upgrades. Expected to achieve ₹1,100–1,200/ton EBITDA by Jun-26, with brand transition 55% complete and full conversion by Jun-26
- Capex spends guided at ~₹10,000 crore per year for the next two years to fund ongoing expansions, WHRS, and renewable initiatives
- Green energy share is 42%, targeted to reach ~65% in the next growth phase. This transition will meaningfully reduce thermal cost exposure and improve EBITDA margins as per management
- The new wires and cables manufacturing unit will begin production in Q3FY26E. Land and buildings secured; key machinery deliveries start Jan-26; management onboards key leadership for the new venture
- Integration of India Cements (ICL) and Kesoram is progressing well. ICL's brand transition to UltraTech stands at 31%, expected to reach 40% by Dec-25 and 100% by Jun-26; Kesoram's conversion already at 55%. Full transition is expected to lift profitability of acquired units significantly by FY26-end.

	Q2FY26	Q2FY25	YoY (%)	Q1FY26		Comments
Operating Income	19,606.9	15,634.7	25.4	21,275.5	-7.8	Revenue increased due to good volume growth on YoY basis
Other income	174.1	220.7	-21.1	180.2	-3.4	
Total Revenue	19,781.1	15,855.5	24.8	21,455.7	-7.8	
Raw materials costs	3,890.9	2,916.5	33.4	3,819.0	1.9	
Employees Expenses	1,064.4	913.9	16.5	972.2	9.5	
Other Expenses	2,393.1	2,055.0	16.5	2,260.2	5.9	
Total Expenditure	16,512.6	13,616.5	21.3	16,865.1	-2.1	
EBITDA	3,094.3	2,018.3	53.3	4,410.3	-29.8	
EBITDA margins (%)	15.8	12.9	287 bps	20.7	-495 bps	Margins improved YoY on account of improved realisations
Interest	459.3	317.1		433.3		
Depreciation	1,147.7	903.9	27.0	1,106.8	3.7	
Тах	417.9	191.4	118.3	786.9	-46.9	
PAT	1231.6	820.0	50.2	2,225.9	-44.7	

Source: Company, ICICI Direct Research



Source: Company, ICICI Direct Research



Source: Company, ICICI Direct Research

## **Financial summary**

Exhibit 4: Profit and loss	statement			₹ crore
(₹ Crore)	FY25	FY26E	FY27E	FY28E
Revenue	75,955.1	87,621.8	98,758.6	1,13,033.2
% Growth	7.1	15.4	12.7	14.5
Other income	744.2	729.3	802.2	882.4
Total Revenue	75,955.1	87,621.8	98,758.6	1,13,033.2
% Growth	7.1	15.4	12.7	14.5
Total Raw Material Costs	13,703.7	16,430.0	18,155.1	20,257.7
Employee Expenses	3,604.6	4,109.2	4,520.2	4,972.2
Other expenses	46,089.4	50,126.6	55,026.3	60,980.7
Total Operating Expenditure	63,397.7	70,665.8	77,701.6	86,210.6
Operating Profit (EBITDA)	12,557.5	16,956.0	21,057.0	26,822.6
% Growth	(3.2)	35.0	24.2	27.4
Interest	1,650.5	1,842.5	1,742.5	1,542.5
PBDT	11,651.1	15,842.8	20,116.7	26,162.6
Depreciation	4,015.0	4,556.3	4,937.9	5,425.6
PBT before Exceptional Items	7,636.1	11,286.5	15,178.8	20,737.0
Total Tax	1,488.5	2,257.3	3,035.8	4,147.4
PAT before MI	6,050.2	9,029.2	12,143.0	16,589.6
PAT	6,039.1	9,018.2	12,138.0	16,589.6
% Growth	(13.8)	49.3	34.6	<i>36.7</i>
EPS	204.9	306.0	411.9	563.0

Source: Company, ICICI Direct Research

Exhibit 5: Cash flow stat	ement			₹ crore
₹ Crore)	FY25	FY26E	FY27E	FY28E
Profit after Tax	6,039.1	9,018.2	12,138.0	16,589.6
Depreciation	4,015.0	4,556.3	4,937.9	5,425.6
Interest	1,650.5	1,842.5	1,742.5	1,542.5
Cash Flow before WC changes	11,704.6	15,417.0	18,818.5	23,557.7
Changes in inventory	(1,233.2)	(1,119.7)	(1,222.5)	(1,720.8)
Changes in debtors	(1,612.1)	(159.3)	(714.8)	(977.7)
Changes in loans & Advances	(1.1)	(1.1)	(1.6)	(1.9)
Changes in other current assets	(299.0)	(345.2)	(329.5)	(422.3)
Net Increase in Current Assets	(2,314.5)	(2,369.4)	(2,609.0)	(3,213.5)
Changes in creditors	849.2	1,475.2	1,373.0	1,759.9
Changes in provisions	92.7	(3.5)	59.2	72.4
Net Inc in Current Liabilities	3,199.4	2,094.6	2,415.2	3,165.3
Net CF from Operating activities	12,589.6	15,142.2	18,624.7	23,509.4
Changes in deferred tax assets	<del>-</del>	-		-
(Purchase)/Sale of Fixed Assets	(35,205.1)	(10,000.0)	(10,000.0)	(10,000.0)
Net CF from Investing activities	(27,221.7)	(10,524.9)	(10,556.8)	(13,713.7)
Dividend and Dividend Tax	(2,017.4)	(2,946.8)	(3,978.1)	(5,304.2)
Net CF from Financing Activities	15,521.7	(4,372.4)	(8,220.6)	(9,346.7)
Net Cash flow	889.5	244.9	(152.8)	449.0
Opening Cash/Cash Equivalent	783.2	1,672.8	1,917.7	1,764.9
Closing Cash/ Cash Equivalent	1,672.8	1,917.7	1,764.9	2,213.9

Source: Company, ICICI Direct Research

Exhibit 6: Balance sheet				₹ crore
(₹ Crore)	FY25	FY26E	FY27E	FY28E
Equity Capital	294.7	294.7	294.7	294.7
Reserve and Surplus	70,411.5	76,899.9	85,059.8	96,345.2
Total Shareholders funds	70,706.2	77,194.5	85,354.4	96,639.8
Total Debt	23,031.0	23,031.0	20,531.0	18,031.0
Total Liabilities	1,08,581.8	1,15,070.2	1,20,730.1	1,29,515.5
Gross Block	97,804.0	1,07,992.3	1,17,992.3	1,27,992.3
Acc: Depreciation	21,788.8	26,345.2	31,283.1	36,708.7
Net Block	76,015.2	81,647.1	86,709.2	91,283.6
Capital WIP	6,188.3	6,000.0	6,000.0	6,000.0
Total Fixed Assets	99,962.7	1,05,406.3	1,10,468.4	1,15,042.8
Non Current Assets	9,997.3	10,522.2	11,079.0	11,792.8
Inventory	9,563.0	10,682.7	11,905.1	13,625.9
Debtors	5,890.3	6,049.5	6,764.3	7,742.0
Other Current Assets	2,247.2	2,592.4	2,921.9	3,344.2
Cash	1,672.8	1,917.7	1,764.9	2,213.9
Total Current Assets	20,877.6	23,492.0	25,948.1	29,610.7
Current Liabilities	9,327.5	10,802.7	12,175.7	13,935.6
Provisions	90.0	90.0	91.0	91.0
Total Current Liabilities	25,114.8	27,209.4	29,624.6	32,789.9
Net Current Assets	(4,237.2)	(3,717.4)	(3,676.4)	(3,179.2
Total Assets	1,08,581.8	1,15,070.2	1,20,730.1	1,29,515.5

Source: Company, ICICI Direct Research

Exhibit 7: Key ratios				₹ crore
(Year-end March)	FY25	FY26E	FY27E	FY28E
EPS	209.2	312.4	420.5	574.7
Cash per Share	157.0	165.5	160.2	279.6
BV	2,449.2	2,674.0	2,956.6	3,347.6
EBITDA Margin	16.5	19.4	21.3	23.7
PAT Margin	8.0	10.3	12.3	14.7
RoE	8.7	11.7	14.2	17.2
RoCE	9.9	13.1	16.0	19.4
RoIC	9.3	12.6	15.5	19.0
EV / EBITDA	29.9	22.1	17.7	13.7
P/E	58.4	39.6	29.4	21.5
EV/ton (\$)	240	218	201	179
EV / Net Sales	4.9	4.3	3.8	3.2
Sales / Equity	1.1	1.1	1.2	1.2
Market Cap / Sales	4.7	4.1	3.6	3.2
Price to Book Value	5.1	4.6	4.2	3.7
Asset turnover	0.8	0.9	0.9	1.0
Debtors Turnover Ratio	14.9	14.7	15.4	15.6
Creditors Turnover Ratio	8.5	8.7	8.6	8.7
Debt / Equity	0.3	0.3	0.2	0.2
Current Ratio	1.0	1.0	1.0	1.1
Quick Ratio	0.4	0.4	0.5	0.5

Source: Company, ICICI Direct Research

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Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



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