

ACC

BUY

Status quo on TKH fee

Summary

ACC and Ambuja Cement (ACEM) board has approved continuation of existing technology and know-how agreement ('TKH Agreement') at 1% of net sales with Holcim Technology Limited. We understand this will come as relief for both the company, as street feared that TKH fee will see an increase. Both the stocks were down by 8-10% in the last one month relative to its large cap peers like UTCEM, SRCM. We have factored TKH fee at 1% of net sales in CY21E and CY22E and thus on unchanged earnings estimate we re-iterate BUY rating on ACC (TP Rs1,879) and HOLD on Ambuja Cement (TP Rs245). We prefer ACC due to a) simplified structure vs holding company structure of Ambuja Cement, and b) Valuation, ACC is trading at 10% discount to ACEM valuation at 9x CY22E EV/EBIDTA. Risks to ACC BUY rating a) negative outcome on CCI investigation on price cartelization by cement companies, b) delay in price hike, as we have factored 3% ASP increase for ACC in CY21E.

Key Highlights and Investment Rationale

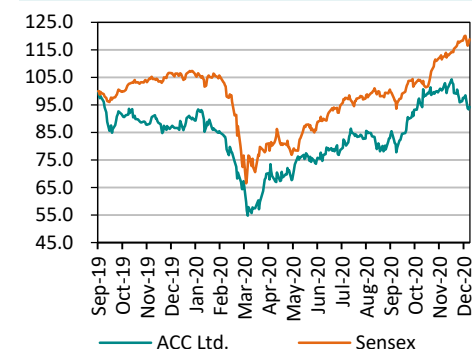
- **Details on TKH:** The board of both Ambuja and ACC has approved the renewal of existing technology & know-how agreement. And thus both the company will pay TKH fees at 1% of net sales each year, for a period of 2 years w.e.f. January 01, 2021 on the same terms of the existing TKH Agreement. Refer existing TKH agreement [link](#). The fee is prescribed by Bilateral Advance Pricing Authorities of India and Switzerland Authorities.
- **Street concern assuaged:** While negotiating last TKH agreement in Dec 2007, parent has proposed to levy TKH at 2% of net sales but concluded it at 1%. Hence, there was concern for investors as TKH was lapsing in Dec 2020. Continuation of existing TKH for the next 2 years will assuage investor concern as every 1% increase would have impacted EBITDA by 6% for both the stock.
- **View:** Our TP values, ACC at 10x CY22E EV/EBITDA at its 5/7 years average valuation.

Company Update

Key Stock Data

Bloomberg / Reuters	ACC IN / ACC.BO
Sector	Cement
Shares o/s (mn)	188
Market cap. (Rsmn)	296,638
Market cap. (US\$ mn)	4,283
3-m daily avgTrd value (Rsmn)	830.7
52-week high / low	Rs1,788 / 896
Sensex /Nifty	46,444 / 13,601

Relative to Sensex (%)



TP	Rs1,879
CMP	Rs1,580
Potential upside / downside	19%
Previous Rating	BUY

V/s Consensus

EPS (Rs)	CY20E	CY21E	CY22E
IDBI Capital	71.8	87.4	90.6
Consensus	71.7	82.3	88.4
% difference	0.1	6.2	2.5

Shareholding Pattern (%)

Promoters	54.5
FII	6.6
DII	14.1
Public	24.8

Price Performance (%)

	-1m	-3m	-12m
Absolute	(8.4)	16.6	7.8
Rel to Sensex	(13.8)	(6.7)	(3.7)

Financial snapshot

Year	CY18	CY19	CY20E	CY21E	CY22E
Revenue	148,014	156,567	140,600	165,557	172,423
EBITDA	20,446	24,095	25,039	29,661	30,605
EBITDA (%)	13.8	15.4	17.8	17.9	17.8
Adj. PAT	10,060	13,589	13,498	16,427	17,025
EPS (Rs)	53.5	72.3	71.8	87.4	90.6
EPS Growth (%)	(18.8)	35.1	(0.7)	21.7	3.6
PE (x)	29.5	21.8	22.0	18.1	17.4
Dividend Yield (%)	0.6	0.9	0.9	1.1	1.1
EV/EBITDA (x)	13.1	10.4	10.0	8.2	7.7
RoE (%)	10.1	12.3	11.2	12.5	11.8
RoCE (%)	13.5	16.2	15.3	17.3	16.3

Source: Company; IDBI Capital Research

Exhibit 1: ACC TKH fee

(Rs mn)

	CY18	CY19	CY20E	CY21E	CY22E
Net Sale	148,014	156,567	140,600	165,557	172,423
TKH fee	1,445	1,523	1,357	1,598	1,665
Fee % to net sales	1.0%	1.0%	1.0%	1.0%	1.0%

Source: Company; IDBI Capital Research

Exhibit 2: ACEM TKH fee

(Rs mn)

	CY18	CY19	CY20E	CY21E	CY22E
Net Sale	113,568	116,679	113,643	131,753	137,260
TKH fee	1,095	1,126	1,097	1,272	1,325
Fee % to net sales	1.0%	1.0%	1.0%	1.0%	1.0%

Source: Company; IDBI Capital Research

Financial Summary

Profit & Loss Account

(Rsmn)

Year-end: March	CY19	CY20E	CY21E	CY22E
Net sales	156,567	140,600	165,557	172,423
<i>Growth (%)</i>	5.8	(10.2)	17.8	4.1
Operating expenses	(132,472)	(115,561)	(135,897)	(141,817)
EBITDA	24,095	25,039	29,661	30,605
<i>Growth (%)</i>	17.8	3.9	18.5	3.2
Depreciation	(6,030)	(6,404)	(6,625)	(6,894)
EBIT	18,065	18,635	23,036	23,711
Interest paid	(862)	(553)	(596)	(550)
Other income	3,112	1,990	2,068	2,239
Pre-tax profit	20,315	20,072	24,507	25,400
Tax	(6,726)	(6,574)	(8,080)	(8,374)
<i>Effective tax rate (%)</i>	33.1	32.8	33.0	33.0
Net profit	13,589	13,498	16,427	17,025
Exceptional items	-	-	-	-
Reported net profit	13,589	13,498	16,427	17,025
<i>Growth (%)</i>	35.1	(0.7)	21.7	3.6
<i>Shares o/s (mn nos)</i>	188	188	188	188

Cash Flow Statement

(Rsmn)

Year-end: March	CY19	CY20E	CY21E	CY22E
Pre-tax profit	20,315	20,072	24,507	25,400
Depreciation	6,030	6,404	6,625	6,894
Tax paid	(4,462)	(6,574)	(8,080)	(8,374)
Chg in working capital	2,661	(8,902)	3,838	844
Other operating activities	(2,059)	(1,437)	(1,472)	(1,689)
Cash flow from operations (a)	22,484	9,563	25,419	23,075
Capital expenditure	(4,935)	(7,000)	(15,000)	(15,000)
Chg in investments	195	-	-	-
Other investing activities	-	-	-	-
Cash flow from investing (b)	(3,283)	(5,010)	(12,932)	(12,761)
Equity raised/(repaid)	5	-	-	-
Debt raised/(repaid)	(572)	(553)	(596)	(550)
Dividend (incl. tax)	(3,169)	(3,137)	(3,818)	(3,957)
Chg in minorities	-	-	-	-
Other financing activities	-	-	-	-
Cash flow from financing (c)	(3,737)	(3,691)	(4,414)	(4,507)
Net chg in cash (a+b+c)	15,464	862	8,072	5,806

Balance Sheet

(Rsmn)

Year-end: March	CY19	CY20E	CY21E	CY22E
Net fixed assets	74,267	74,863	83,238	91,344
Investments	2,302	2,302	2,302	2,302
Other non-curr assets	11,449	11,449	11,449	11,449
Current assets	74,128	80,590	91,946	98,867
Inventories	11,410	15,408	18,143	18,896
Sundry Debtors	6,284	7,704	8,164	8,503
Cash and Bank	43,832	44,694	52,766	58,573
Marketable Securi.	1,549	1,549	1,549	1,549
Loans and advances	314	495	583	607
Total assets	162,146	169,204	188,935	203,962
Shareholders' funds	115,213	125,573	138,182	151,251
Share capital	1,880	1,880	1,880	1,880
Reserves & surplus	113,333	123,693	136,303	149,371
Other liabilities	1,171	1,171	1,171	1,171
Curr Liab & prov	45,763	42,460	49,581	51,540
Current liabilities	43,187	39,891	46,972	48,920
Provisions	2,575	2,569	2,609	2,620
Total liabilities	46,933	43,631	50,752	52,711
Total equity & liabilities	162,146	169,204	188,935	203,962
Book Value (Rs)	613	668	735	805

Source: Company; IDBI Capital Research

Financial Ratios

Year-end: March	CY19	CY20E	CY21E	CY22E
Adj. EPS (Rs)	72.3	71.8	87.4	90.6
Adj. EPS growth (%)	35.1	(0.7)	21.7	3.6
EBITDA margin (%)	15.4	17.8	17.9	17.8
Pre-tax margin (%)	13.0	14.3	14.8	14.7
ROE (%)	12.3	11.2	12.5	11.8
ROCE (%)	16.2	15.3	17.3	16.3
Turnover & Leverage ratios (x)				
Asset turnover (x)	1.0	0.8	0.9	0.9
Leverage factor (x)	1.4	1.4	1.4	1.4
Net margin (%)	8.7	9.6	9.9	9.9
Net Debt/Equity (x)	(0.4)	(0.4)	(0.4)	(0.4)
Working Capital & Liquidity ratio				
Inventory days	27	40	40	40
Receivable days	15	20	18	18
Payable days	41	48	48	48

Valuation

Year-end: March	CY19	CY20E	CY21E	CY22E
P/E (x)	21.8	22.0	18.1	17.4
Price / Book value (x)	2.6	2.4	2.1	2.0
PCE (x)	15.1	14.9	12.9	12.4
EV / Net sales (x)	1.6	1.8	1.5	1.4
EV / EBITDA (x)	10.4	10.0	8.2	7.7
Dividend Yield (%)	0.9	0.9	1.1	1.1

Notes

Dealing	(91-22) 6836 1111	dealing@idbicapital.com
---------	-------------------	-------------------------

Key to Ratings Stocks:

BUY: Absolute return of 15% and above; **ACCUMULATE:** 5% to 15%; **HOLD:** Upto $\pm 5\%$; **REDUCE:** -5% to -15%; **SELL:** -15% and below.

IDBI Capital Markets & Securities Ltd.

Equity Research Desk

6th Floor, IDBI Tower, WTC Complex, Cufee Parade, Colaba, Mumbai – 400 005. Phones: (91-22) 2217 1700; Fax: (91-22) 2215 1787; Email: info@idbicapital.com

SEBI Registration: BSE & NSE (Cash & FO) – INZ000007237, NSDL – IN-DP-NSDL-12-96, Research – INH000002459, CIN – U65990MH1993GOI075578

Compliance Officer: Christina D'souza; Email: compliance@idbicapital.com; Telephone: (91-22) 2217 1907

Disclaimer

This report has been published by IDBI Capital Markets & Securities Ltd. (hereinafter referred to as "IDBI Capital") for private circulation. This report should not be reproduced or copied or made available to others. No person associated with IDBI Capital is obligated to call or initiate contact with you for the purposes of elaborating or following up on the information contained in this report. The information contained herein is strictly confidential and meant for solely for the selected recipient and may not be altered in any way, transmitted to copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without the prior written consent of IDBI Capital.

Recipients may not receive this report at the same time as other recipients. IDBI Capital will not treat recipients as customers by virtue of their receiving this report.

The information contained herein is from the public domain or sources believed to be reliable, but we do not make any representation or warranty that it is accurate, complete or up-to-date and it should not be relied upon as such. While reasonable care has been taken to ensure that information given is at the time believed to be fair and correct and opinions based thereupon are reasonable, due to the very nature of research it cannot be warranted or represented that it is accurate or complete and it should not be relied upon as such. In so far as this report includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

Opinions expressed are current opinions as of the date appearing on this material only. While we endeavor to update on a reasonable basis, the information discussed in this material, IDBI Capital, its directors, employees are under no obligation to update or keep the information current. Further there may be regulatory, compliance, or other reasons that prevent us from doing so.

Prospective investors and others are cautioned that any forward-looking statements are not predictions and may be subject to change without notice.

IDBI Capital, its directors and employees and any person connected with it, will not in any way be responsible for the contents of this report or for any losses, costs, expenses, charges, including notional losses/lost opportunities incurred by a recipient as a result of acting or non-acting on any information/material contained in the report.

This is not an offer to sell or a solicitation to buy any securities or an attempt to influence the opinion or behavior of investors or recipients or provide any investment/tax advice.

This report is for information only and has not been prepared based on specific investment objectives. The securities discussed in this report may not be suitable for all investors. Investors must make their own investment decision based on their own investment objectives, goals and financial position and based on their own analysis.

Trading in stocks, stock derivatives, and other securities is inherently risky and the recipient agrees to assume complete and full responsibility for the outcomes of all trading decisions that the recipient makes, including but not limited to loss of capital.

Opinions, projections and estimates in this report solely constitute the current judgment of the author of this report as of the date of this report and do not in any way reflect the views of IDBI Capital, its directors, officers, or employees.

This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject IDBI Capital and associates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this report may come are required to inform themselves of and to observe such restriction.

E-mail is not a secure method of communication. IDBI Capital cannot accept responsibility for the accuracy or completeness of any e-mail message or any attachment(s).

This transmission could contain viruses, be corrupted, destroyed, incomplete, intercepted, lost or arrived late. IDBI Capital, its directors or employees or associates accept no liability for any damage caused, directly or indirectly, by this email.

Analyst Disclosures

We, Vishal Periwal and Shouvik Chakraborty, hereby certify that the views expressed in this report accurately reflect our personal views about the subject companies and / or securities. We also certify that no part of our compensation were, are or would be directly or indirectly related to the specific recommendations or views expressed in this report. Principally, We will be responsible for the preparation of this research report and have taken reasonable care to achieve and maintain independence and objectivity in making any recommendations herein.

Other Disclosure

IDBI Capital Markets & Securities Ltd. (hereinafter referred to as "IDBI Capital") was incorporated in the year 1993 under Companies Act, 1956 and is a wholly owned subsidiary of IDBI Bank Limited. IDBI Capital is one of India's leading securities firm which offers a full suite of products and services to individual, institutional and corporate clients namely Stock broking (Institutional and Retail), Distribution of financial products, Merchant Banking, Corporate Advisory Services, Debt Arranging & Underwriting, Portfolio Manager Services and providing Depository Services. IDBI Capital is a registered trading and clearing member of BSE Ltd. (BSE) and National Stock Exchange of India Limited (NSE). IDBI Capital is also a SEBI registered Merchant Banker, Portfolio Manager and Research Analyst. IDBI Capital is also a SEBI registered depository participant with National Securities Depository Limited (NSDL) and is also a Mutual Fund Advisor registered with Association of Mutual Funds in India (AMFI).

IDBI Capital and its associates IDBI Bank Ltd. (Holding Company), IDBI Intech Ltd. (Fellow Subsidiary), IDBI Asset Management Ltd. (Fellow Subsidiary) and IDBI Trusteeship Services Ltd. (Fellow Subsidiary).

IDBI Group is a full-serviced banking, integrated investment banking, investment management, brokerage and financing group. Details in respect of which are available on www.idbicapital.com IDBI Capital along with its associates are leading underwriter of securities and participants in virtually all securities trading markets in India. We and our associates have investment banking and other business relationships with a significant percentage of the companies covered by our Research Department. Investors should assume that IDBI Capital and/or its associates are seeking or will seek investment banking or other business from the company or companies that are the subject of this material. IDBI Capital generally prohibits its analysts, persons reporting to analysts, and their dependent family members having a financial conflict of interest in the securities or derivatives of any companies that the analysts cover. Additionally, IDBI Capital generally prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover. Our sales people, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Directors of IDBI Capital or its associates may have interest in the Companies under recommendation in this report either as Director or shareholder. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. We are not soliciting any action based on this material. It is for the general information of clients of IDBI Capital. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. We and our associates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. For the purpose of calculating whether IDBI Capital and its associates holds beneficially owns or controls, including the right to vote for directors, 1% or more of the equity shares of the subject issuer of a research report, the holdings does not include accounts managed by IDBI Asset Management Company/ IDBI Mutual Fund.

IDBI Capital hereby declares that our activities were neither suspended nor we have materially defaulted with any Stock Exchange authority with whom we are registered in last five years. However SEBI, Exchanges and Depositories have conducted the routine inspection and based on their observations have issued advice letters or levied minor penalty on IDBI Capital for certain operational deviations. We have not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point of time. IDBI Capital, its directors or employees or associates, may from time to time, have positions in, or options on, and buy and sell securities referred to herein. IDBI Capital or its associates, during the normal course of business, from time to time, may solicit from or perform investment banking or other services for any company mentioned in this document or their connected persons or be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or their affiliate companies or act as advisor or lender / borrower to such company(ies)/associates companies or have other potential conflict of interest. This report may provide hyperlinks to other websites. Except to the extent to which the report refers to the website of IDBI Capital, IDBI Capital states that it has not reviewed the linked site and takes no responsibility for the content contained in such other websites. Accessing such websites shall be at recipient's own risk. IDBI Capital encourages the practice of giving independent opinion in research report preparation by the analyst and thus strives to minimize the conflict in preparation of research report. Accordingly, neither IDBI Capital nor Research Analysts have any material conflict of interest at the time of publication of this report. We offer our research services to primarily institutional investors and their employees, directors, fund managers, advisors who are registered with us. The Research Analyst has not served as an officer, director or employee of Subject Company. We or our associates may have received compensation from the subject company in the past 12 months. We or our associates may have managed or co-managed public offering of securities for the subject company in the past 12 months. We or our associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. We or our associates may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. We or our associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. Research Analyst or his/her relative's may have financial interest in the subject company. IDBI Capital or its associates may have financial interest in the subject company. Research Analyst or his/her relatives does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. IDBI Capital or its associates may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. The Subject Company may have been a client during twelve months preceding the date of distribution of the research report. Price history of the daily closing price of the securities covered in this note is available at www.bseindia.com; www.nseindia.com and www.economictimes.indiatimes.com/markets/stocks/stock-quotes.