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Morgan Stanley India Company

Private Limited+

MORGAN STANLEY RESEARCH

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October 20, 2011

Stock Rating
Equal-weight
Industry View
Attractive

Ultratech Cement Ltd

F2Q12: In-Line Quarter

We retain our EW rating on the stock: Ultratech (UTCEM) reported QE Sep-11 PAT of Rs2.8bn, broadly in line with our estimate but below consensus expectation. The key negative surprise was a higher than expected rise in other expenses and material costs, which was offset by better realization.

Robust YoY growth on a weak base; sequentially, earnings declined 60%: We cite lower realization and volumes and higher than expected rise in other expenses (seasonality). Freight and power costs increased, but were in line with our estimate.

Revenues grew 22% YoY, supported by 20% gain in realization (primarily given weak base): Volumes at 9.2mnt, grew 1% YoY (vs. industry growth of around 5-6%), implying market share loss. We expect volume growth to recover in 2H12e and expect UTCEM to report volumes marginally ahead of the industry.

Cost per ton increased by 17%, lagging price gains, with 15-20% rise across key items: This led EBITDA margins to improve 220bps YoY, to 15%, and 43% growth in EBITDA. On a QoQ basis, margins declined 12ppt with a 7-8% drop in realization and higher costs. Material costs rose (includes impact of higher freight costs and fly ash prices) and other expenses rose seasonally owing to higher maintenance cost.

Cost inflation a near-term risk to margins... UTCEM and the cement industry currently face cost headwinds from high coal prices, including potential availability risk of domestic coal in the e-auction market. This could result in a shift to imported coal, raising manufacturing costs. In addition, Indian Railways recently announced a 15% freight hike, which too will result in higher freight costs in QE Dec-11 and beyond.

...but the industry is likely to offset some of this through price hikes: Based on dealer chats, we believe that with price hikes taken in the month of Sep-11, the industry generated higher EBITDA/T during the month relative to average for the quarter.

Key Ratios and Statistics

Reuters: ULTC.BO Bloomberg: UTCEM IN India Cement

Shr price, close (Oct 20, 2011)	Rs1,116.95
52-Week Range	Rs1,188.00-890.00
Sh out, dil, curr (mn)	274
Mkt cap, curr (mn)	US\$6,227

Fiscal Year ending	03/10	03/11	03/12e	03/13e			
ModelWare EPS (Rs)	87.97	52.48	70.17	87.62			
Consensus EPS (Rs)§	88.04	53.19	70.45	80.47			
Revenue, net (Rs mn)	71,751	136,912	174,506	194,067			
EBITDA (Rs mn)	19,847	25,600	36,654	44,092			
ModelWare net inc (Rs mn)	10,952	12,418	19,229	24,011			
P/E	13.1	21.6	15.9	12.7			
P/BV	3.1	2.9	2.5	2.1			
Unless otherwise noted, all metrics are based on Morgan Stanley ModelWare							

framework (please see explanation later in this note).

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^{§ =} Consensus data is provided by FactSet Estimates.

e = Morgan Stanley Research estimates

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While cost pressure has intensified since then, we expect the industry to partly offset this through price hikes. More importantly, national demand in F2H is seasonally robust. With some moderation in the pace of new capacity additions, we expect utilizations to improve on a sequential basis in F2H, which will support price hikes.

Capacity expansion remains on track: UTCEM continues to focus on brownfield capacity expansion of 9.2mnt at an estimated cost of Rs110bn, which will be commissioned in F1Q14.

Exhibit '

UTCEM: Financial Statement Summary

Particulars (Rs mn)	Sep-10	Jun-11	Sep-11	YoY	QoQ
Net Sales	32147	43654	39098	22%	-10%
Raw Material Consumed	4416	4663	6218	41%	33%
Purchases of Finished Goods	229	376	451	97%	20%
Employee Costs	1911	1841	2058	8%	12%
Power & Fuel	8434	10367	9549	13%	-8%
Freight & other expenses	6505	7691	7480	15%	-3%
Other Expenditure	6575	6836	7525	14%	10%
Expenditure	28069	31773	33281	19%	5%
EBIDTA	4078	11881	5816	43%	-51%
EBIDTA Margins	12.7%	27.2%	14.9%	219 bps	-1234 bps
Other Income	684	658	1034	51%	57%
Interest	845	726	672	-21%	-8%
Depreciation	2184	2230	2228	2%	0%
Profit before Tax	1733	9583	3951	128%	-59%
Tax	575	2752	1162	102%	-58%
Net Profit	1158	6831	2789	141%	-59%
Volumes (MnT)	9.10	9.86	9.22	1%	-6%

Exhibit 2

UTCEM: Per Ton Trend

Rs/Ton	Sep-08	Dec-08	Mar-09	Jun-09	Sep-09	Dec-09	Mar-10	Jun-10	Sep-10	Dec-10	Mar-11	Jun-11	Sep-11	YoY	QoQ
Average Realization	3560	3582	3612	3678	3704	3277	3344	3496	3533	3791	4196	4427	4241	20%	-4%
Raw Material Consumed	393	199	475	437	278	504	582	433	485	496	555	473	674	39%	43%
Pur of Finished Goods	5	12	22	22	29	22	51	64	25	28	36	38	49	95%	28%
Employee Cost	128	139	110	111	153	124	116	136	210	191	203	187	223	6%	20%
Power & Fuel	991	1154	787	722	760	707	639	816	927	914	902	1051	1036	12%	-1%
Freight & other expenses	589	592	604	574	688	581	610	700	715	743	767	780	811	13%	4%
Other Expenditure	658	530	579	462	666	579	640	554	722	695	780	693	816	13%	18%
Total Cost per Ton (Rs)	2763	2626	2577	2328	2574	2516	2638	2703	3085	3069	3242	3222	3610	17%	12%
EBITDA/T	798	957	1035	1350	1130	761	705	792	448	722	954	1205	631	41%	-48%

Source: Company data, Morgan Stanley Research

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	Coverage Universe		Investment Banking Clients (IBC)			
_		% of		% of 9	% of Rating	
Stock Rating Category	Count	Total	Count	Total IBC	Category	
Overweight/Buy	1130	40%	457	46%	40%	
Equal-weight/Hold	1168	42%	419	42%	36%	
Not-Rated/Hold	112	4%	23	2%	21%	
Underweight/Sell	400	14%	104	10%	26%	
Total	2,810		1003			

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broad market benchmark, as indicated below.

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Benchmarks for each region are as follows: North America - S&P 500; Latin America - relevant MSCI country index or MSCI Latin America Index; Europe - MSCI Europe; Japan - TOPIX; Asia - relevant MSCI country index.

Stock Price, Price Target and Rating History (See Rating Definitions)



10/27/10 : 1285; 2/14/11 : 1100; 8/30/11 : 1180

Source: Morgan Stanley Research Date Format : MM/DD/YY Price Target -- No Price Target Assigned (NA)

Stock Price (Not Covered by Current Analyst) -- Stock Price (Covered by Current Analyst) -- Stock and Industry Ratings (abbreviations below) appear as + Stock Rating/Industry View

Stock Ratings: Overweight (O) Equal-weight (E) Underweight (U) Not-Rated (NR) More Volatile (V) No Rating Available (NA) Industry View: Attractive (A) In-line (I) Cautious (C) No Rating (NR)

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Industry Coverage:India Cement

Company (Ticker)	Rating (as of) Price	e* (10/20/2011)
Ashish Jain ACC Ltd. (ACC.BO) Ambuja Cements Ltd. (ABUJ.BO) Grasim Industries (GRAS.BO) Ultratech Cement Ltd (ULTC.BO)	O (08/30/2011) O (08/30/2011) O (07/16/2010) E (04/13/2011)	Rs1,114.55 Rs154.05 Rs2,315.25 Rs1,116.95

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