

JK Lakshmi Cement

Performance Highlights

Y/E March (₹ cr)	2QFY2012	1QFY2012	% chg qoq	2QFY2011	% chg yoy
Net revenue	354	397	(10.8)	266	33.2
Operating profit	41	79	(48.0)	28	48.9
OPM (%)	11.6	19.9	(830)bp	10.4	123bp
Net profit	6.5	23	(71.5)	5.8	14.1

Source: Company, Angel Research

JK Lakshmi Cements (JKLC) reported a 14.1% yoy improvement in its bottom line during 2QFY2012, which was below our estimate due to lower-than-estimated realization. Although, realization grew by 11.7% on a yoy basis, sequentially it was down by 10.6%. EBITDA per tonne stood at ₹365, up 24.6% yoy (down 47.8% goq). We maintain our Buy view on the stock.

OPM at 11.6% up 123bp yoy: During 2QFY2012, JKLC registered top-line growth of 33.2% yoy to ₹354cr. The company's dispatches rose by healthy 19.3% yoy to 1.13mn tonnes, while realization improved by 11.7% yoy to ₹3,142/tonne. Operating margin improved by 123bp yoy to 11.6%, aided by better realization, although the company faced margin pressures due to increased freight and other costs. JKLC's operating profit rose by 48.9% yoy during the quarter. However, bottom line rose by lower 14.1% yoy to ₹6.5cr. Lower growth in the bottom line was on account of higher depreciation (up 37.7% yoy), interest (up 79.6% yoy) and tax expenses (₹1.4cr in 2QFY2012 vs. negative tax of 1.7cr in 2QFY2011).

Outlook and valuation: We expect JKLC to post a decent 12.9% CAGR in its top line over FY2011-13E, aided by a 6.5% CAGR in dispatches over the period. At the CMP, the stock is trading cheaply at EV/EBITDA of 2.6x and EV/tonne of US\$32 based on FY2013E. We have valued the stock at EV/EBITDA of 3x on FY2013E to arrive at a target price of ₹52. We maintain our Buy recommendation on the stock primarily due to its cheap valuations.

Key financials

FY2010	FY2011	FY2012E	FY2013E
1,491	1,319	1,470	1,682
21.7	(11.5)	11.4	14.4
241	59	93	97
35.0	(75.5)	56.5	5.3
19.7	4.8	7.6	8.0
28.5	13.9	18.2	17.8
2.1	8.7	5.6	5.3
0.5	0.5	0.5	0.4
26.0	5.7	8.5	8.4
19.1	4.7	7.5	7.3
0.4	0.7	0.6	0.5
28	44	43	32
4.7	4.7	5.3	5.3
1.5	5.2	3.5	2.6
	1,491 21.7 241 35.0 19.7 28.5 2.1 0.5 26.0 19.1 0.4 28 4.7	1,491 1,319 21.7 (11.5) 241 59 35.0 (75.5) 19.7 4.8 28.5 13.9 2.1 8.7 0.5 0.5 26.0 5.7 19.1 4.7 0.4 0.7 28 44 4.7 4.7	1,491 1,319 1,470 21.7 (11.5) 11.4 241 59 93 35.0 (75.5) 56.5 19.7 4.8 7.6 28.5 13.9 18.2 2.1 8.7 5.6 0.5 0.5 0.5 26.0 5.7 8.5 19.1 4.7 7.5 0.4 0.7 0.6 28 44 43 4.7 4.7 5.3

Source: Company, Angel Research

BUY	
CMP	₹43
Target Price	₹52
Investment Period	12 Months

Stock Info	
Sector	Cement
Market Cap (₹ cr)	529
Beta	1.0
52 Week High / Low	68/35
Avg. Daily Volume	39924
Face Value (₹)	5
BSE Sensex	17,705
Nifty	5,325
Reuters Code	JKLC.BO
Bloomberg Code	JKLC@IN

44.2
23.4
7.5
24.9

Abs. (%)	3m	1yr	3yr
Sensex	(2.7)	(13.0)	71.3
JKLC	(2.3)	(29.6)	114.3

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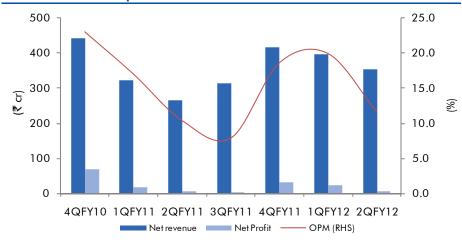


Exhibit 1: 2QFY2012 performance

Y/E March (₹ cr)	2QFY2012	1QFY2012	% Chg	2QFY2011	% Chg	1HFY2012	1HFY2011	% Chg
Net sales	354	397	(10.8)	266	33.2	751	590	27.4
Net raw-material costs	67	52	28.7	31	114.8	120	80	50.4
(% of sales)	19	13		12		16	13	
Power & fuel	97	108	(10.3)	95	1.9	206	184	11.9
(% of sales)	27	27		36		27	31	
Staff costs	22	23	(3.0)	18	19.8	45	39	13.5
(% of sales)	6	6		7		6	7	
Freight & forwarding	76	79	(3.5)	57	34.3	156	120	30.1
(% of sales)	22	20		21		21	20	
Other expenses	50	55	(9.8)	36	37.8	105	83	26.3
(% of sales)	14	14		14		14	14	
Total Expenditure	313	318	(1.6)	238	31.3	631	506	24.8
Operating Profit	41	79	(48.0)	28	48.9	120	84	43.2
ОРМ	11.6	19.9	(830)	10.4	123	16.0	14.3	176
Interest	20	22	(7.8)	11	79.6	42	23	80.9
Depreciation	26	25	3.7	19	37.7	50	40	24.8
Other income	12	1	1,052.8	6	102.4	14	8	70.4
PBT (incl. Extr. Items)	8	34	(76.7)	4	97.0	41	28	45.9
Provision for taxation	1	11		(2)		12	6	109
(% of PBT)	17	32		(43)		30	21	
Reported PAT	6	23	(71.5)	5	14.1	29	23	29.6
PATM	2	6		2		4	4	
EPS (₹)	0.5	1.9		0.5		2.4	1.8	
Adjusted PAT	6	23	(71.5)	6	14.1	29	23	29.6

Source: Company, Angel Research

Exhibit 2: Financial performance



Source: Company, Angel Research



Exhibit 3: 2QFY2012 – Actual vs. Angel estimates

(₹ cr)	Actual	Estimates	Variation (%)
Net Sales	354	380	(6.8)
Operating Profit	41	48	(14.7)
OPM (%)	12	13	(107)bp
Net Profit	6	9	(27.9)

Source: Company, Angel Research

Performance highlights

Top line up 33.2% yoy, driven by higher dispatches and realization

During 2QFY2012, JKLC registered 33.2% yoy growth in its top line to ₹354cr on account of a 19.3% increase in dispatches to 1.13mn tonnes and 11.7% improvement in realization to ₹3,142/tonne. However, realizations were lower by 10.6% on a sequential basis. Cement prices plunged to extremely low levels in 2QFY2011, leading to abysmally low realizations for cement players during the quarter. (This has lead to substantially higher yoy realization for the company in 2QFY2012.) However, prices recovered substantially from those levels in the subsequent quarters and touched all-time high levels in March 2011 due to the production discipline adopted by cement manufacturers. Prices remained at high levels until May 2011 and started to decline since then.

Margins higher by 123bp yoy aided by better realization

On the operating front, the company's OPM improved by 123bp yoy to 11.6% due to higher realization. However, freight costs and other expenses rose by 34.3% and 37.8% yoy, respectively, as against the 19.3% increase in dispatches, thereby impacting the margin considerably.

Per tonne analysis

In 2QFY2012, JKLC's per tonne cement realization rose by 11.7% yoy to ₹3,142. Power and fuel costs per tonne fell by 15.5% yoy to ₹986. Freight costs per tonne grew by 12.6% yoy to ₹678 due to higher diesel costs. Operating profit per tonne stood at ₹365 during the quarter, up 24.9% yoy.

Exhibit 4: Per tonne analysis

(₹)	2QFY12	1QFY12	1QFY11	chg (%) yoy	chg (%) qoq
Realization/tonne	3,142	3514	2814	11.7	(10.6)
Raw-material cost/tonne	530	553	516	2.8	(4.2)
Power and fuel cost/tonne	986	1078	1166	(15.5)	(8.5)
Freight costs/tonne	678	701	602	12.6	(3.3)
Other costs/tonne	443	490	384	15.6	(9.6)
Operating profit/tonne	365	700	293	24.9	(47.8)

Source: Company, Angel Research



Investment arguments

Activity concentration in the northern region to protect margins: JKLC derives a major portion of its revenue from the northern region. Although this region is currently facing low demand, the long-term demand outlook for the northern region is good due to a number of real-estate projects that are likely to come up in the region. We expect players in the region like JKLC to regain pricing power, with an improvement in the demand situation.

Rising captive power usage to improve profitability: JKLC is planning to increase its total captive power capacity to 66MW from 48MW by FY2012E, which will be sufficient to meet a substantial portion of its power requirement on the expanded capacity of 8.1mtpa, thus improving its profitability substantially. Moreover, JKLC has tied up with VS Lignite, a KSK Group company, for the purchase of 21MW power every year for the next 20 years at a price of ₹3.2/unit, which is close to the company's captive power cost. Power supply from VS Lignite has commenced since 2QFY2011.

Strong balance sheet: JKLC's debt stands at ₹997cr, of which ₹94cr is on account of deferred sales tax (interest free). The company's cash and investments stand at ₹500cr. Thus, JKLC's balance sheet is well placed, with net debt/equity of 0.4x.



Outlook and valuation

We expect JKLC to post a decent 12.9% CAGR in its top line over FY2011-13E, aided by a 6.5% CAGR in dispatches over the period. At the CMP, the stock is trading cheaply at EV/EBITDA of 2.6x and EV/tonne of US\$32 based on FY2013E. We have valued the stock at EV/EBITDA of 3x on FY2013E to arrive at a target price of ₹52. We maintain our Buy recommendation on the stock primarily due to its cheap valuations.

Exhibit 5: Change in estimates

Parameter		FY2012E		FY2013E			
(₹ cr)	Earlier	Revised	Var. (%)	Earlier	Revised	Var. (%)	
Net Sales	1,530	1,470	(4.0)	1,757	1,682	(4.3)	
Operating Exp	1,250	1,203	(3.8)	1,450	1,383	(4.6)	
Operating Profit	280	267	(4.7)	307	299	(2.8)	
Depreciation	99	99	0.0	99	104	5.0	
Interest	69	80	15.4	90	101	12.3	
PBT	128	123	(3.5)	130	130	(0.4)	
Tax	32	31	(3.5)	33	32	(0.4)	
PAT	96	93	(3.5)	98	97	(0.4)	

Source: Angel Research

Exhibit 6: Key assumptions

	Earlier e	stimates	Revised estimates		
	FY12E	FY13E	FY12E	FY13E	
Installed capacity (mtpa)	4.7	5.3	4.7	5.3	
Growth (%)	0	11.6	0	11.6	
Utilization (%)	94	94	91	90	
Raw-material costs/tonne(₹)	633	641	633	641	
Power cost/tonne(₹)	993	1,025	980	1013	

Source: Company, Angel Research

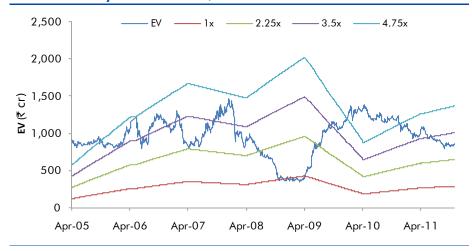
Exhibit 7: Recommendation summary

Company	Reco.	CMP	Tgt. Price	Upside	FY2013E	FY2013E	FY2011-13E	FY2013E	FY2013E
		(₹)	(₹)	(%)	P/BV (x)	P/E (x)	EPS CAGR (%)	RoCE (%)	RoE (%)
ACC*	Neutral	1,195	-	-	2.8	16.2	11.3	22.6	18.0
Ambuja Cements*	Neutral	155	-	-	2.6	16.4	7.2	21.6	16.8
India Cements	Neutral	81	-	-	0.7	8.2	111.2	6.6	8.3
JKLC	Buy	43	52	20.0	0.4	5.3	28.4	7.3	8.4
Madras Cements	Neutral	103	-	-	1.1	8.3	18.4	10.2	13.9
UltraTech Cement	Neutral	1,152	-	-	2.3	15.0	22.5	16.7	16.1

Source: Company, Angel Research; Note: December year ending

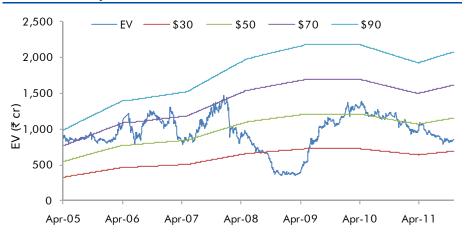


Exhibit 8: One-year forward EV/EBITDA band



Source: Company, Angel Research

Exhibit 9: One-year forward EV/Tonne band



Source: Company, Angel Research; Note: Valuation in US\$ per tonne



Profit and loss statement

Y/E March (₹ cr)	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
Total operating income	1,108	1,225	1,491	1,319	1,470	1,682
% chg	31.3	10.6	21.7	(11.5)	11.4	14.4
Total expenditure	756	914	1,066	1,136	1,203	1,383
Net raw material	136	182	234	204	242	275
Other mfg. costs	246	306	290	392	374	435
Personnel	56	69	85	81	89	98
Other	319	356	457	459	498	575
EBITDA	351	311	425	183	267	299
% chg	37.2	(11.6)	36.7	(56.9)	45.8	11.7
(% of net sales)	31.7	25.4	28.5	13.9	18.2	17.8
Depreciation& amortisation	59	69	80	85	99	104
EBIT	293	241	345	99	168	195
% chg	38.3	(17.5)	42.7	(71.4)	70.8	15.7
(% of net sales)	26	20	23	7	11	12
Interest & other charges	54	50	55	60	80	101
Other income	33	35	41	40	35	36
(% of PBT)	13	15	12	51	28	28
Recurring PBT	272	227	331	79	123	130
% chg	51.9	(16.5)	46.0	(76.2)	56.5	5.3
Extraordinary expense/(Inc.)	21.0	-	-	-	-	-
PBT (reported)	251	227	331	79	123	130
Tax	27	48	90	20	31	32
(% of PBT)	10.7	21.2	27.1	25.0	25.0	25.0
PAT (reported)	224	179	241	59	93	97
ADJ. PAT	245	179	241	59	93	97
% chg	37.4	(27.0)	35.0	(75.5)	56.5	5.3
(% of net sales)	22.1	14.6	16.2	4.5	6.3	5.8
Basic EPS (₹)	18.3	14.6	19.7	4.8	7.6	8.0
Fully diluted EPS (₹)	18.3	14.6	19.7	4.8	7.6	8.0
% chg	17.2	(20.2)	35.0	(75.5)	56.5	5.3



Balance sheet

Y/E March (₹ cr)	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
SOURCES OF FUNDS						
Equity Share Capital	61	61	61	61	61	61
Preference Capital						
Reserves& Surplus	581	770	960	985	1,060	1,139
Shareholders' Funds	642	831	1,021	1,046	1,121	1,201
Total Loans	708	703	922	1,017	1,117	1,667
Deferred Tax Liability	(12)	35	92	107	107	107
Total Liabilities	1,338	1,569	2,035	2,171	2,346	2,975
APPLICATION OF FUNDS						
Gross Block	1,474	1,760	1,904	2,319	2,469	2,469
Less: Acc. Depreciation	663	747	841	938	1,036	1,140
Net Block	811	1,013	1,063	1,381	1,432	1,329
Capital Work-in-Progress	101	97	182	74	624	1,274
Goodwill	=	-	-	-	-	-
Investments	13	89	481	528	128	128
Current Assets	590	632	666	554	553	715
Cash	348	327	220	91	61	112
Loans & Advances	162	216	341	313	339	429
Other	81	89	104	150	153	174
Current liabilities	177	262	357	367	391	471
Net Current Assets	413	370	309	188	161	244
Mis. Exp. not written off	-	-	-	-	-	-
Total Assets	1,338	1,569	2,035	2,171	2,346	2,975



Cash flow statement

Y/E March (₹ cr)	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
Profit before tax	251	227	331	79	123	130
Depreciation	59	69	80	85	99	104
Change in working Capital	9	22	(45)	(8)	(4)	(32)
Less: Other income	33	35	41	40	35	36
Direct taxes paid	27	48	90	20	31	32
Cash flow from operations	258	235	235	96	153	133
(Inc)/ Dec in fixed Assets	(158)	(282)	(228)	(307)	(700)	(650)
(Inc)/ Dec in investments	45	(76)	(392)	(47)	400	-
Other income	33	35	41	40	35	36
Cash flow from investing	(80)	(323)	(578)	(315)	(265)	(614)
Issue of equity						
Inc./(Dec.) in loans	(22)	(5)	219	96	100	550
Dividend paid (Incl. Tax)	18	29	36	18	18	18
others	(63)	(101)	(54)	(12)		
Cash flow from financing	23	67	238	90	82	532
Inc./(Dec.) in cash	201	(21)	(106)	(129)	(30)	51
Opening cash balances	147	348	327	220	91	61
Closing cash balances	348	327	220	91	61	112



Key ratios

Y/E March	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
Valuation ratio (x)						
P/E (on FDEPS)	2.3	2.9	2.1	8.7	5.6	5.3
P/CEPS	1.8	2.1	1.6	3.6	2.7	2.6
P/BV	0.8	0.7	0.5	0.5	0.5	0.4
Dividend yield (%)	3.5	5.6	7.0	3.5	3.5	3.5
EV/Sales	0.7	0.6	0.4	0.7	0.6	0.5
EV/EBITDA	2.1	2.4	1.5	5.2	3.5	2.6
EV / Total Assets	0.6	0.5	0.3	0.4	0.4	0.3
Per share data (₹)						
EPS (Basic)	18.3	14.6	19.7	4.8	7.6	8.0
EPS (fully diluted)	18.3	14.6	19.7	4.8	7.6	8.0
Cash EPS	23.1	20.2	26.2	11.7	15.6	16.4
DPS	1.5	2.3	2.9	1.5	1.5	1.5
Book Value	51.9	64.1	80.9	84.3	90.4	96.9
DuPont analysis (%)						
EBIT margin	26.4	19.7	23.1	7.5	11.5	11.6
Tax retention ratio	89.3	78.8	72.9	75.0	75.0	75.0
Asset turnover (x)	1.2	1.1	1.2	0.9	0.8	0.7
ROIC (Post-tax)	27.9	17.9	20.2	5.1	6.8	6.0
Cost of debt (Post Tax)	6.7	5.5	4.9	4.6	5.6	5.5
Leverage (x)	1.4	1.0	0.9	0.9	1.0	1.2
Operating ROE	56.8	29.6	33.6	5.6	8.0	6.6
Returns (%)						
ROCE (Pre-tax)	24.0	16.6	19.1	4.7	7.5	7.3
Angel ROIC (Pre-tax)	34.5	25.0	31.2	7.5	11.2	13.0
ROE	46.5	24.2	26.0	5.7	8.5	8.4
Turnover ratios (x)						
Asset turnover (Gross Block)	0.8	0.8	0.8	0.6	0.6	0.7
Inventory / Sales (days)	19	19	17	27	30	27
Receivables (days)	6	6	6	8	8	8
Payables (days)	71	88	106	116	115	114
WC cycle (ex-cash) (days)	23	16	16	26	24	25
Solvency ratios (x)						
Net debt to equity	0.5	0.3	0.2	0.4	0.8	1.2
Net debt to EBITDA	1.0	0.9	0.5	2.2	3.5	4.8
Interest coverage (EBIT/ Int.)	5.4	4.9	6.3	1.6	2.1	1.9



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Disclosure of Interest Statement	JK Lakshmi Cement
1. Analyst ownership of the stock	No
2. Angel and its Group companies ownership of the stock	No
3. Angel and its Group companies' Directors ownership of the stock	No
4. Broking relationship with company covered	No

Note: We have not considered any Exposure below ₹1 lakh for Angel, its Group companies and Directors

Ratings (Returns):	Buy (> 15%)	Accumulate (5% to 15%)	Neutral (-5 to 5%)
	Reduce (-5% to 15%)	Sell (< -15%)	

October 31, 2011