# Weak 2Q; challenging outlook

### PO cut to Rs110/sh; maintain underperform

We have cut PO by 15% to Rs110/sh, placing India Cem at ~40-45% discount (as in previous trough) to the industry's current replacement cost benchmark of ~US\$125/ton. Despite cheap stock valuations on PE & EV/EBITDA sustainable stock upside seems difficult in the face of falling profits. For the Co, we expect potential benefit of lower imported coal prices to be offset by forecast lower cement prices.

### Disappointing 2Q FY09; earnings outlook unchanged

The Co reported 2Q FY09 net profit at Rs1.34bn, down 40% YoY & 6% QoQ; EBITDA fell 13% YoY & 3% QoQ. Results were below MLe due to higher-thanexpected coal costs and (lumpy) dry-docking costs for its ships. We have revised f'casts to reflect 2Q trends but profit outlook for FY09-10E remains unchanged

### Mgt. expects lower coal cost from 4Q; lowers volume target

In its call post 2Q FY09 results, India Cements' top mgt. said that cement demand and prices in south India continue to be firm. However, the Co lowered its volume guidance for FY09E by 5-6% owing to expansion-related stoppages for the Co. We see further 5-7% downside risk to the Co's volume target of 10.3-10.5mn tons. Regarding coal costs, the Co expects full benefit of falling international coal prices to reflect from end-CY08/4Q FY09 onwards.

### Expansion plans largely on track

The Co re-iterated it is on track to expand capacity from ~11mn tpa in Sep '08 to ~14mn tpa by end-FY09. The Co expects its 1.5mn tpa greenfield expansion in Rajasthan to be ready by 4Q FY10E.

Estimates (Mar)					
(Rs)	2007A	2008A	2009E	2010E	2011E
Net Income (Adjusted - mn)	5,556	6,897	6,537	5,318	4,559
EPS	21.93	24.51	23.47	19.27	16.69
EPS Change (YoY)	NM	11.8%	-4.3%	-17.9%	-13.4%
Dividend / Share	1.00	2.00	2.33	1.89	1.62
Free Cash Flow / Share	(8.52)	5.37	(4.38)	4.96	13.61
GDR EPS (US\$)	0.485	0.609	0.475	0.390	0.338
GDR Dividend / Share (US\$)	0.022	0.050	0.047	0.038	0.033
Valuation (Mar)					
	2007A	2008A	2009E	2010E	2011E
P/E	4.04x	3.62x	3.78x	4.60x	5.31x
Dividend Yield	1.13%	2.26%	2.63%	2.14%	1.83%
EV / EBITDA*	5.41x	3.86x	3.52x	3.96x	4.39x
Free Cash Flow Yield*	-8.90%	5.73%	-4.94%	5.59%	15.36%

\* For full definitions of *iQmethod*<sup>sm</sup> measures, see page 5.

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Refer to important disclosures on page 6 to 8. Analyst Certification on Page 4. Price Objective Basis/Risk on page 4.

### Price Objective Change

**UNDERPERFORM** 

Equity | India | Building Materials 03 November 2008



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Price (Common / GDR)	Rs88.65 / US\$1.76
Price Objective	Rs130.00 to Rs110.00/
	US\$3.05 to US\$2.20
Date Established	3-Nov-2008 / 3-Nov-2008
Investment Opinion	C-3-9 / C-3-9
Volatility Risk	HIGH / HIGH
52-Week Range	Rs68.50-Rs333.00
Market Value (mn)	US\$503
Shares Outstanding (mn)	280.8 / 280.8
Average Daily Volume	867,460
ML Symbol / Exchange	INIAF / BSE
ML Symbol / Exchange	IAMZY / LUX
Bloomberg / Reuters	ICEM IN / ICMN.BO
ROE (2009E)	23.5%
Net Dbt to Eqty (Mar-2008A)	56.3%
Est. 5-Yr EPS / DPS Growth	NA / NA
Free Float	69.6%



## *iQprofile<sup>™</sup>* India Cements Ltd.

Key Income Statement Data (Mar)	2007A	2008A	2009E	2010E	2011E
(Rs Millions)					
Sales	23,461	30,455	35,793	38,163	39,064
Gross Profit	7,990	10,721	12,014	10,527	9,064
Sell General & Admin Expense	NA	NA	NA	NA	NA
Operating Profit	7,006	9,441	10,038	8,529	7,042
Net Interest & Other Income	(1,575)	(1,099)	(987)	(1,138)	(1,149)
Associates	0	Ó	Ó	Ó	Ó
Pretax Income	5,533	8,957	9,460	7,924	6,791
Tax (expense) / Benefit	(18)	(2,073)	(2,937)	(2,619)	(2,245)
Net Income (Adjusted)	5,556	6,897	6,537	5,318	4,559
Average Fully Diluted Shares Outstanding	272	293	293	293	293
Key Cash Flow Statement Data					
Net Income (Reported)	5,556	6,416	6,024	5,318	4,559
Depreciation & Amortization	985	1,281	1,976	1,999	2,022
Change in Working Capital	430	513	(1,160)	(555)	(217)
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	18	2,406	2,029	1,429	1,225
Cash Flow from Operations	6,988	10,615	8,868	8,190	7,589
Capital Expenditure	(9,202)	(9,190)	(10,098)	(6,799)	(3,767)
(Acquisition) / Disposal of Investments	(1,938)	(1,006)	0	0	0
Other Cash Inflow / (Outflow)	(6,858)	(1,643)	(513)	0	0
Cash Flow from Investing	(17,998)	(11,839)	(10,611)	(6,799)	(3,767)
Shares Issue / (Repurchase)	8,052	5,925	0	0	0
Cost of Dividends Paid	(260)	(562)	(654)	(532)	(456)
Cash Flow from Financing	13,127	3,165	679	1,938	(507)
Free Cash Flow	(2,214)	1,425	(1,230)	1,391	3,823
Net Debt	18,278	14,139	16,536	15,676	12,310
Change in Net Debt	3,218	(4,139)	2,397	(860)	(3,367)
Key Balance Sheet Data					
Property, Plant & Equipment	21,679	29,588	37,710	42,510	44,255
Other Non-Current Assets	2,549	3,555	3,555	3,555	3,555
Trade Receivables	2,627	3,300	3,850	4,113	4,216
Cash & Equivalents	2,310	4,250	3,186	6,515	9,831
Other Current Assets	9,193	10,760	12,553	13,411	13,746
Total Assets	38,358	51,453	60,854	70,104	75,602
Long-Term Debt	17,808	16,989	17,056	19,123	19,193
Other Non-Current Liabilities Short-Term Debt	77 2,780	840	2,355	3,784	5,009
Other Current Liabilities	4,345	1,400 7,098	2,666 8,281	3,068 8,847	2,948 9,067
Total Liabilities	4,345 25,010	26,327	30,358	34,822	36,217
Total Equity	13,348	25,126	30,336	35,282	39,385
Total Equity & Liabilities	38,358	51,453	60,854	70,105	75,602
<i>iQmethod</i> <sup>™</sup> - Bus Performance*	50,550	51,105	00,004	70,100	10,002
	22.70/	20.00/	15 20/	11.00/	0.00/
Return On Capital Employed	22.7%	20.8%	15.3%	11.2%	9.2%
Return On Equity	55.0% 20.0%	35.9%	23.5%	16.2%	12.2%
Operating Margin	29.9% 24.5%	31.0%	28.0%	22.3%	18.0% 25.5%
EBITDA Margin <i>iQmethod<sup>sm</sup></i> - Quality of Earnings*	34.5%	37.2%	34.7%	29.0%	25.5%
	1 0.4	1 54	1 /1	1 Ev	1 7
Cash Realization Ratio Asset Replacement Ratio	1.3x 9.3x	1.5x 7.2v	1.4x 5.1v	1.5x 3.4x	1.7x 1.0v
Tax Rate (Reported)	9.3X 0.3%	7.2x 23.1%	5.1x 21.0%	3.4x 33.1%	1.9x 22 10/
Net Debt-to-Equity Ratio	0.3%	23.1% 56.3%	31.0% 54.2%	33.1% 44.4%	33.1% 31.3%
Interest Cover	130.9% 4.5x	50.3% 6.2x	54.2% 8.0x	44.4% 5.7x	31.3% 4.0x
	4.57	0.27	0.04	J.7X	4.07
Key Metrics * For full definitions of <i>iOmethod</i> <sup>3M</sup> measures, see page 5					
FOR THE DETINITIONS OF <i>IL Imethod</i> <sup>SM</sup> measures see page 5					

\* For full definitions of *iQmethod*<sup>SM</sup> measures, see page 5.

#### **Company Description**

India Cements is one of India's top five cement producers and is the largest cement producer in south India. The southern region accounts for a dominant (90%) share of the company's sales. The company was referred for corporate debt restructuring in 2002.

### **Investment Thesis**

We expect cement prices to fall from 4Q FY09 onwards owing to forecast sharp supply increases. We expect 37mn tpa of composite cement capacity to commission across the industry, by Mar '09. This implies 26% YoY capacity growth vs 8-9% YoY domestic demand growth. Although India Cements valuations are cheap, we think the stock will underperform due to forecast continued pressure on margins and likely revival of investor concerns on the Co's growth ambitions.

### Stock Data

Shares / GDR	1.00
Price to Book Value	0.8x

### Table 1: 2Q FY09 results summary

Yr to March (Rs mn)	2Q FY08	1Q FY09	2Q FY09	YoY Chng	QoQ chng
Cement sales (mn tons)	2.3	2.4	2.4	7%	3%
Turnover	7,612	8,399	9,455	24%	13%
Operating costs	4295	5,393	6,554	53%	22%
EBITDA	3,318	3,006	2,901	-13%	-3%
EBDIT margin	43.6%	35.8%	30.7%		
Depreciation	303	490	498	64%	2%
Operating profit	3,014	2,516	2,403	-20%	-4%
Other income	11	107	91	709%	-15%
EBIT	3,026	2,623	2,494	-18%	-5%
Interest	283	230	248	-12%	8%
Profit before tax	2,743	2,392	2,246	-18%	-6%
Provision for Tax	320	754	608	90%	-19%
Recurring net profit	2,423	1,639	1,638	-32%	0%
Net Margin	31.8%	19.5%	17.3%		
Non-recurring income/(expenses)	(197)	(218)	(296)		
Reported net profit	2,227	1,421	1,343	-40%	-6%
Source: Company					

### Price objective basis & risk India Cements (INIAF / IAMZY)

We have a price objective of Rs110/sh (GDR of US\$2.2) for India Cements. We value the company at an EV/capacity of around US\$65/ton based on a 40-45% discount to the industry's current replacement cost of US\$125/ton. Our PO places the stock in line with the trough valuation of industry majors during the previous down-cycle. India Cements appears cheap on PE and EV/EBITDA but forecast YoY earnings downtrend may deter investors from leaning on these metrics. Downside risk to our PO stems from unforeseen further rise in energy prices. Upside possibilities would stem from unexpected delays in commissioning of new capacities and unforeseen easing in energy prices especially coal.

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India - General Coverage Cluster

Investment rating	Company	ML ticker	Bloomberg symbol	Analyst
Ŭ	Tata Chemicals Ltd	TTCXF	TTCH IN	Prasad Deshmukh
	Triveni Engg	TVIEF	TRE IN	Sanjaya Satapathy
NEUTRAL				
	Aditya Birla Nu	ADYAF	ABNL IN	Reena Verma Bhasin, CFA
	UltraTech Cemen	XDJNF	UTCEM IN	Reena Verma Bhasin, CFA
	Unitech Ltd	UTKIF	UT IN	Amit Agarwal
UNDERPERFORM				
	Ambuja Cements	AMBUF	ACEM IN	Reena Verma Bhasin, CFA
	Ambuja Cem-GDR	XAAJF	ABUJ LI	Reena Verma Bhasin, CFA
	Assoc. Cement	ADCLF	ACC IN	Reena Verma Bhasin, CFA
	Bajaj Hindusthan	BJJHF	BJH IN	Sanjaya Satapathy
	Balrampur Chini	BMPRF	BRCM IN	Sanjaya Satapathy
	Grasim	GRSJF	GRASIM IN	Reena Verma Bhasin, CFA
	Grasim -G	GRSJY	GRAS LX	Reena Verma Bhasin, CFA
	India Cements	INIAF	ICEM IN	Reena Verma Bhasin, CFA
	India Cements -G	IAMZY	ICEM LX	Reena Verma Bhasin, CFA
	Nagarjuna Fertilizers & Chemicals Ltd	NFACF	NFCL IN	Prasad Deshmukh
	Omaxe Limited	XOMXF	OAXE IN	Amit Agarwal
	Shree Cements	SREEF	SRCM IN	Reena Verma Bhasin, CFA
RESTRICTED				
	Indiabulls Real	IBELF	IBREL IN	Amit Agarwal

### *iQmethod*<sup>™</sup> Measures Definitions

Business Performance	Numerator	Denominator
		Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill
Return On Capital Employed	NOPAT = (EBIT + Interest Income) * (1 - Tax Rate) + Goodwill	
	Amortization	Amortization
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5-Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations – Total Capex	N/A
Quality of Earnings		
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt, Less Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit		
	Current Share Price	Diluted Fernings Der Chara (Desis As Specified)
Price / Earnings Ratio		Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations – Total Capex	Market Cap. = Current Share Price * Current Basic Shares
Enterprise Value / Sales	EV = Current Share Price * Current Shares + Minority Equity + Net D	Debt + Sales
	Other LT Liabilities	
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization
iOmethod swis the set of Merrill Lynch star	ndard measures that serve to maintain global consistency under three broad headings. Business	Performance Quality of Earnings and validations. The key features of iOmethod are: A consistently

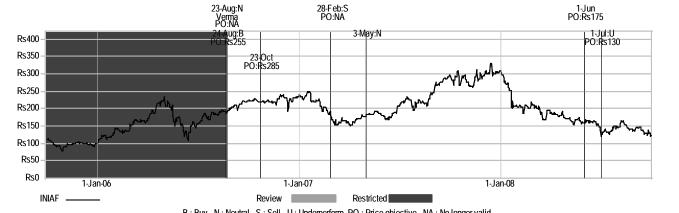
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iQdatabase <sup>®</sup> is our real-time global research database that is sourced directly from our equity analysts' earnings models and includes forecasted as well as historical data for income statements, balance sheets, and cash flow statements for companies covered by Merrill Lynch.

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### **INIAF Price Chart**



 $B:Buy,\ N: Neutral,\ S:Sell,\ U: Underperform,\ PO: Price \ objective,\ NA: No \ longer \ valid$ 

Prior to May 31, 2008, the investment opinion system included Buy, Neutral and Sell. As of May 31, 2008, the investment opinion system includes Buy, Neutral and Underperform. Dark Grey shading indicates that a security is restricted with the opinion suspended. Light grey shading indicates that a security is under review with the opinion withdrawn. The current investment opinion key is contained at the end of the report. Chart is current as of September 30, 2008 or such later date as indicated.

#### **IAMZY Price Chart**



B : Buy, N : Neutral, S : Sell, U : Underperform, PO : Price objective, NA : No longer valid

Prior to May 31, 2008, the investment opinion system included Buy, Neutral and Sell. As of May 31, 2008, the investment opinion system includes Buy, Neutral and Underperform. Dark Grey shading indicates that a security is restricted with the opinion suspended. Light grey shading indicates that a security is under review with the opinion withdrawn. The current investment opinion key is contained at the end of the report. Chart is current as of September 30, 2008 or such later date as indicated.

### Investment Rating Distribution: Building Group (as of 01 Oct 2008)

<b>y</b>	3 1 1				
Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	30	30.30%	Buy	5	17.86%
Neutral	24	24.24%	Neutral	4	19.05%
Sell	45	45.45%	Sell	2	4.65%
Investment Rating Distribution: Glob	al Group (as of 01 0	Oct 2008)			
Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	1647	45.31%	Buy	429	28.83%
Neutral	858	23.60%	Neutral	240	31.41%
Sell	1130	31.09%	Sell	227	22.02%

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India Cements Ltd.

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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster*
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%
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\* Ratings dispersions may vary from time to time where Merrill Lynch Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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