

Container Corporation

Estimate change	1
TP change	1
Rating change	\leftarrow

CMP: INR714

Bloomberg	CCRI IN
Equity Shares (m)	609
M.Cap.(INRb)/(USDb)	434.9 / 5.2
52-Week Range (INR)	829 / 555
1, 6, 12 Rel. Per (%)	2/8/-17
12M Avg Val (INR M)	873

Financial Snapshot (INR b)

		•	
Y/E MARCH	2023	2024E	2025E
Sales	81.0	89.5	105.0
EBITDA	18.4	20.6	24.1
Adj. PAT	11.7	13.2	15.5
EBITDA Margin (%)	22.7	23.0	23.0
Adj. EPS (INR)	19.2	21.7	25.5
EPS Gr. (%)	10.2	13.2	17.2
BV/Sh. (INR)	184.6	196.1	209.6
Ratios			
Net D:E	(0.3)	(0.3)	(0.4)
RoE (%)	10.6	11.4	12.6
RoCE (%)	11.0	11.8	12.9
Payout (%)	46.9	46.9	46.9
Valuations			
P/E (x)	37.5	33.1	28.3
P/BV (x)	3.9	3.7	3.4
EV/EBITDA(x)	21.4	18.8	15.6
Div. Yield (%)	1.3	1.4	1.7
FCF Yield (%)	1.8	2.4	3.3

Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	54.8	54.8	54.8
DII	21.6	20.6	18.0
FII	20.7	21.6	24.1
Others	2.9	3.0	3.2

FII Includes depository receipts

Lower LLF provisioning drives EBITDA; volume growth set to improve

TP: INR840 (+18%)

- Container Corporation (CCRI) reported volume growth of 8% YoY in 2QFY24. Revenues increased 11% YoY to INR21.9b in 2QFY24 (6% above our estimate). Total volumes increased 8% YoY to 1.23m TEUs with EXIM/Domestic volumes at 0.97m/0.26m TEUs (up 4%/up 26% YoY). Domestic volumes were 17% above our estimate, while EXIM volumes were largely in line with our estimate.
- Blended realization increased 3% YoY to INR17,797/TEU. EXIM/Domestic realization stood at INR14,888/INR28,605 per TEU (up 6%/down 9% YoY).
- EBITDA margin came in at 24.5% (vs. our estimate of 21.3%). Margin was down 80bp YoY. EBITDA increased ~8% YoY to INR5.4b (against our estimate of INR4.4b).
- Land License fee for 2QFY24 stood at INR850m (INR1.3b in 1QFY24). The LLF for 1HFY24 stands at INR 2.15b (compared to INR 1.91b in 1HFY23). Recently, one terminal was surrendered, and another will be partially surrendered in 3QFY24. Therefore, the LLF for FY24 and FY25 will be ∼INR 4.5-4.6b. Strong operating performance led to growth of 18% YoY in PAT (31% above our estimate of INR 2.7b)
- Volumes are expected to register double-digit growth, driven by a) pick up in EXIM volumes b) continued momentum in domestic volumes and c) commissioning of the DFC from Mundra to Dadri. As EXIM volumes pick up, the margins are expected to remain strong ahead. Lower than previously estimated LLF provisioning of INR 4.5b for FY24 and FY25 would also support margins. We raise our EPS estimates for FY24/25 by ~12%/5%, factoring in higher volume growth and lower LLF provisioning. We reiterate our BUY rating with a revised DCF-based TP of INR840.

Highlights from the management commentary

- EXIM volumes increased due to the 1+1 scheme. Within EXIM volumes, imports continue to show strength and are expected to remain steady throughout the remainder of FY24, while exports are weaker due to geopolitical factors.
- For FMCG cargo, the company has ordered 1,000 containers with a height of 12 ft. (height of normal container is ~8.6 feet). Of these, 180 containers have already been received. The FMCG sector will be a key focus area, and trials have been conducted with certain clients. Increased FMCG share is expected to lead to improved domestic business, with a projected 25% YoY growth in domestic volumes for FY24.
- The DFC connecting Mundra to Dadri became operational in May'23. This
 development allowed the company to redirect a significant portion of its
 business from road to rail.
- CCRI's market share at various ports in 1HFY24 stood as follows: JNPT 60%,
 Mundra 36%, Pipavav 45%.

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Valuation and view

■ EXIM volumes are expected to improve, driven by higher imports ahead. The domestic volumes, on the other hand, are expected to continue growth momentum with overall market growing and newer commodities being transported via rail. These were earlier transported only by roads. The services offered by CCRI, including first-mile and last-mile connectivity, are also contributing significantly to gaining traction. Lastly, the Company is providing competitive pricing on certain routes to ensure volume growth momentum continues.

■ We expect 12% volume CAGR over FY23-25. The EBITDA margins are expected to be in the 23-24% range in FY24 and FY25, while the LLF is expected to be about INR4.5b. The stock trades at 15.6x FY25E EV/EBITDA. We reiterate our BUY rating on CCRI with a DCF-based TP of INR840.

Standalone quarterly snap	pshot											(INR m
Y/E March		FY	23			FY	24E		FY23	FY24E	FY24	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	
Net Sales	19,783	19,707	19,884	21,660	19,193	21,904	23,965	24,463	81,034	89,526	20,674	6
YoY Change (%)	9.4	8.0	3.6	6.0	-3.0	11.1	20.5	12.9	6.7	10.5	4.9	
EBITDA	4,723	4,986	4,264	4,447	3,916	5,372	5,584	5,680	18,421	20,553	4,395	22
Margins (%)	23.9	25.3	21.4	20.5	20.4	24.5	23.3	23.2	22.7	23.0	21.3	
YoY Change (%)	9.0	16.9	-6.4	7.7	-17.1	7.7	31.0	27.7	6.6	11.6	-11.9	
Depreciation	1,312	1,341	1,357	1,531	1,378	1,486	1,422	1,370	5,541	5,655	1,420	
Interest	139	143	142	146	141	147	133	129	570	550	140	
Other Income	629	520	1,136	955	815	1,025	823	628	3,240	3,290	823	
PBT before EO expense	3,901	4,022	3,901	3,725	3,212	4,764	4,851	4,810	15,550	17,637	3,658	30
Extra-Ord expense	0	0	0	13	0	0	0	0	13	0	0	
PBT	3,901	4,022	3,901	3,713	3,212	4,764	4,851	4,810	15,537	17,637	3,658	
Tax	988	994	936	928	771	1,187	1,223	1,211	3,847	4,392	922	
Rate (%)	25.3	24.7	24.0	25.0	24.0	24.9	25.2	25.2	24.8	24.9	25.2	
Reported PAT	2,913	3,028	2,965	2,785	2,441	3,577	3,629	3,599	11,691	13,246	2,736	31
Adj PAT	2,913	3,028	2,965	2,785	2,441	3,577	3,629	3,584	11,703	13,246	2,736	31
YoY Change (%)	14.3	14.7	3.5	8.4	-16.2	18.1	22.4	28.7	10.2	13.2	-9.6	
Margins (%)	14.7	15.4	14.9	12.9	12.7	16.3	15.1	14.6	14.4	14.8	13.2	



Highlights from the management commentary Operational highlights

- The LLF for 1HFY24 stands at INR 2.15b (compared to INR 1.91b in 1HFY23). Recently, one terminal was surrendered, and another will be partially surrendered in 3QFY24. Therefore, the LLF for FY24 and FY25 will be ~INR 4.5-4.6b.
- Rail freight margin during the quarter was 27% in 2QFY24, increasing from 26.19% in 1QFY24.
- CCRI's market share in 1HFY24 at various ports is as follows: JNPT 60%, Mundra 36%, Pipavav 45%.
- Empty running costs in 2QFY24 stood at ~INR 1.2b (EXIM/Domestic: ~INR0.314m/INR867m).
- LNG trucks are operational, with 50 already in use, and an additional 50 trucks to be added.
- EXIM volumes increased due to the 1+1 scheme. In terms of EXIM volumes, imports continue to show strength and are expected to remain steady throughout the remainder of FY24. Conversely, exports face challenges due to geopolitical factors, leading to a weaker performance.
- Significant emphasis has been placed on double stacking to enhance operational efficiency.
- CCRI maintains a market share of 65-70% and is committed to avoiding low-margin business. The primary focus is on delivering high-quality service to customers, with market share expected to remain at similar levels.
- The DFC connecting Mundra to Dadri became operational in May'23. This development allowed the company to redirect a significant portion of business from road to rail.
- For FMCG cargo, the company has ordered 1,000 containers with a height of 12 ft. (height of normal container is ~8.6 feet). Of these, 180 containers have already been received. The FMCG sector will be a key focus area, and trials have been conducted with certain clients. Increased FMCG share is expected to lead to improved domestic business, with a projected 25% YoY in domestic volumes for FY24.

Volumes

- Total volumes increased 8% YoY to 1.23m TEUs with EXIM/Domestic volumes at 0.97m/0.26m TEUs (up 4%/up 26% YoY).
- Blended realization increased 3% YoY to INR17,797/TEU. EXIM/Domestic realization stood at INR14,888/INR28,605 per TEU (up 6%/down 9% YoY).
- Originating volumes in 2QFY24 stood at 0.65m TEUs (EXIM/Domestic at 0.54/ 0.11m TEUs).

Capex

 CCRI has already spent INR 2.8b in 1HFY24, with a total capex target of INR6b in FY24. This allocation will be directed toward enhancing the supply of containers, procuring new trains, and establishing new terminals.

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Guidance

- In FY24, CCRI plans to procure 16 new high-speed rakes, of which, 7 have already been received. The commissioning of new terminals is also underway, with a specific focus on critical ones within this financial year.
- Volume growth for FY24 is projected to be in the range of 12-15% with domestic shipment volumes projected to outpace EXIM volumes.
- Domestic volumes are anticipated to continue their upward trajectory, as empty container movements have decreased, resulting in improved margins for domestic business operations, which are sustainable at 10%.
- The company aims for a future EBITDA margin of 24-25%.
- With improvements in DFC connectivity, rail's share in cargo movement is expected to increase from the current 18-20% to 40%.

Exhibit 1: Revised forecasts

(INR m)		FY24E		FY25E			
	Rev	Old	Chg (%)	Rev	Old	Chg (%)	
Net Sales	89,526	87,891	1.9	1,04,952	1,02,759	2.1	
EBITDA	20,553	18,705	9.9	24,109	23,094	4.4	
EBITDA Margin (%)	23.0	21.3	167.5	23.0	22.5	49.8	
PAT	13,246	11811	12.1	15,522	14763	5.1	
EPS (INR)	21.7	19.4	12.1	25.5	24.2	5.1	

Source: Company, MOFSL

Key exhibits

Exhibit 2: Financial summary (INR m)

	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	YoY (%)	QoQ (%)
Net Sales	20,430	19,783	19,707	19,884	21,660	19,193	21,904	11%	14%
Terminal and Service Charges	11,138	10,875	10,679	11,356	12,133	10,685	12,030		
Employee Expenses	1,212	1,034	923	1,077	1,241	1,059	1,222		
Other Expenses	3,952	3,151	3,119	3,188	3,839	3,533	3,279		
EBITDA	4,127	4,723	4,986	4,264	4,447	3,916	5,372	8%	37%
EBITDA margin (%)	20%	24%	25%	21%	21%	20%	25%		
Depreciation	1,309	1,312	1,341	1,357	1,531	1,378	1,486		
EBIT	2,818	3,411	3,645	2,907	2,916	2,538	3,886		
Interest	140	139	143	142	146	141	147		
Other Income	694	629	520	1,136	955	815	1,025		
PBT	3,372	3,901	4,022	3,901	3,725	3,212	4,764	18%	48%
Total Tax	804	988	994	936	928	771	1,187		
Tax rate (%)	24%	25%	25%	24%	25%	24%	25%		
PAT	2,568	2,913	3,028	2,965	2,785	2,441	3,577	18%	47%
EPS (INR)	4.2	4.8	5.0	4.9	4.6	4.0	5.9	18%	47%

Exhibit 3: Segmental revenue and profitability

	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	YoY (%)	QoQ (%)
Revenue (INR m)									
EXIM	13,599	13,007	13,186	12,697	13,239	12,315	14,438	9%	17%
Domestic	6,832	6,777	6,521	7,187	8,421	6,879	7,467	14%	9%
Total Segment Revenue	20,430	19,783	19,707	19,884	21,660	19,193	21,904	11%	14%
Segmental EBIT									
EXIM	2,978	3,171	3,321	2,953	3,176	2,566	3,463	4%	35%
Domestic	309	586	627	428	752	366	746	19%	104%
Total	3,287	3,757	3,948	3,381	3,927	2,932	4,209	7%	44%
EBIT Margin (%)									
EXIM	21.9%	24.4%	25.2%	23.3%	24.0%	20.8%	24.0%		
Domestic	4.5%	8.6%	9.6%	6.0%	8.9%	5.3%	10.0%		
Total	16.1%	19.0%	20.0%	17.0%	18.1%	15.3%	19.2%		

Exhibit 4: Realization snapshot

	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	YoY (%)	QoQ (%)
Volumes (TEU)									
EXIM	832,863	7,84,857	9,36,950	8,33,796	8,51,261	8,41,690	9,69,746	4%	15%
Domestic	235,858	2,28,191	2,06,945	2,51,358	2,67,773	2,51,920	2,61,022	26%	4%
Total	1,068,721	10,13,048	11,43,895	10,85,154	11,19,034	10,93,610	12,30,768	8%	13%
Realization (INR/TEU)									
EXIM	16,327	16,572	14,073	15,228	15,553	14,631	14,888	6%	2%
Domestic	28,965	29,697	31,511	28,593	31,446	27,305	28,605	-9%	5%
Total	19,116	19,528	17,228	18,324	19,356	17,550	17,797	3%	1%
EBIT (INR/TEU)									
EXIM	3,576	4,041	3,544	3,542	3,730	3,048	3,571	1%	17%
Domestic	1,311	2,567	3,029	1,702	2,808	1,453	2,858	-6%	97%
Total	3,076	3,709	3,451	3,115	3,510	2,681	3,419	-1%	28%

Exhibit 5: Quarterly EXIM and domestic volume trends ('000 TEU)

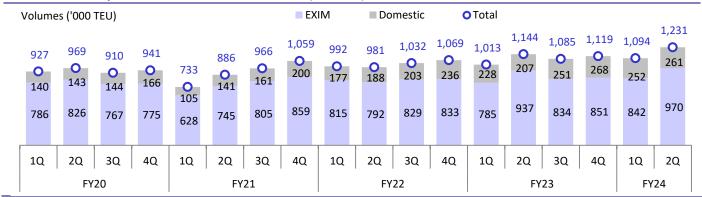


Exhibit 6: Quarterly EXIM and domestic volume growth YoY

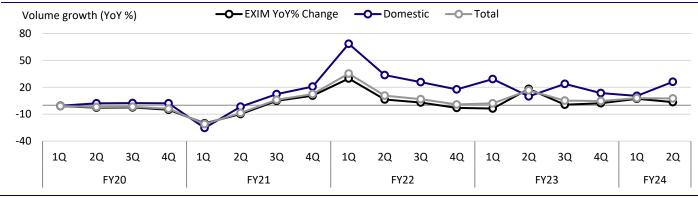


Exhibit 7: Quarterly EXIM and domestic per TEU realization trends (INR/TEU)

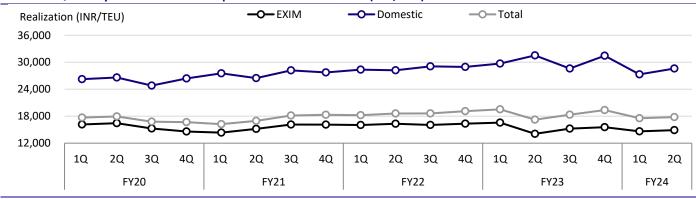
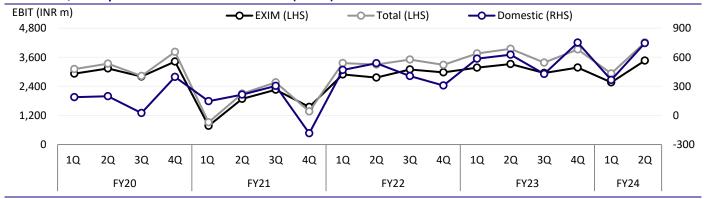


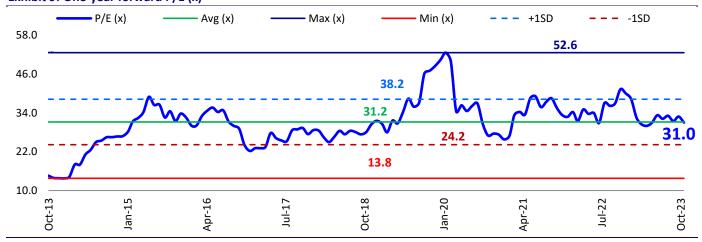
Exhibit 8: Quarterly EXIM and domestic EBIT trends (INR m)



Source: MOFSL, Company

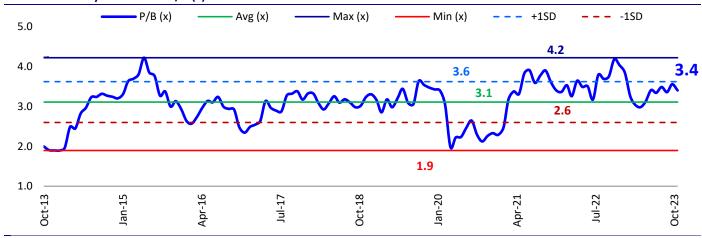
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Exhibit 9: One-year forward P/E (x)



Source: Company, MOFSL

Exhibit 10: One-year forward P/B (x)



Source: Company, MOFSL

Financials and valuations

Y/E March (INR m)	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Total Income from Operations	53,946	58,893	65,427	64,738	63,850	75,945	81,034	89,526	1,04,952
Change (%)	-8.9	9.2	11.1	-1.1	-1.4	18.9	6.7	10.5	17.2
Total Expenditure	43,593	46,814	51,019	47,989	53,521	58,661	62,613	68,973	80,842
As a percentage of Sales	80.8	79.5	78.0	74.1	83.8	77.2	77.3	77.0	77.0
EBITDA	10,354	12,079	14,408	16,749	10,329	17,284	18,421	20,553	24,109
Margin (%)	19.2	20.5	22.0	25.9	16.2	22.8	22.7	23.0	23.0
Depreciation	3,518	3,927	4,246	5,130	5,219	5,298	5,541	5,655	6,098
EBIT	6,835	8,152	10,162	11,619	5,109	11,986	12,880	14,897	18,011
Int. and Finance Charges	37	1	7	361	340	546	570	550	600
Other Income	2,892	5,705	6,735	2,797	2,855	2,631	3,240	3,290	3,340
PBT bef. EO Exp.	9,691	13,856	16,889	14,056	7,625	14,071	15,550	17,637	20,752
EO Items	1,250	-129	0	-8,816	-834	-1	-13	0	C
PBT	10,941	13,727	16,889	5,240	6,791	14,070	15,537	17,637	20,752
Current Tax	3,206	3,862	4,841	3,208	2,129	3,805	3,840	4,392	5,229
Deferred Tax	-845	-579	-107	-1,726	-371	-358	6	0	C
Tax	2,361	3,283	4,735	1,482	1,758	3,447	3,847	4,392	5,229
Tax Rate (%)	21.6	23.9	28.0	28.3	25.9	24.5	24.8	24.9	25.2
Reported PAT	8,580	10,445	12,154	3,758	5,033	10,623	11,691	13,246	15,522
Adjusted PAT	7,331	10,574	12,154	10,120	5,867	10,624	11,703	13,246	15,522
Change (%)	-22.9	44.2	14.9	-16.7	-42.0	81.1	10.2	13.2	17.2
Margin (%)	13.6	18.0	18.6	15.6	9.2	14.0	14.4	14.8	14.8
Y/E March (INR m)	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	1,950	2,437	3,047	3,047	3,047	3,047	3,047	3,047	
Total Reserves	86,512	91,574	1,00,632				-,-		3,047
Net Worth		3 = , 3 7 .	1,00,032	97,601	98,991	104,727	1,09,403	1,16,436	
	88,462	94,011	1,03,679	97,601 1,00,647	98,991 1,02,037	104,727 107,773			1,24,677
Deferred Liabilities	88,462 2,769			,			1,09,403	1,16,436	1,24,677 1,27,724
Deferred Liabilities Total Loans		94,011 2,533 0	1,03,679	1,00,647	1,02,037	107,773	1,09,403 1,12,450	1,16,436 1,19,482	1,24,677 1,27,724
	2,769 0 91,231	94,011 2,533 0 96,544	1,03,679 1,616 7,007 1,12,301	1,00,647 0 0 1,00,647	1,02,037 0 0 1,02,037	107,773 0 0 107,773	1,09,403 1,12,450 0 0 1,12,450	1,16,436 1,19,482 0 0 1,19,482	1,24,677 1,27,724 0 0 1,27,724
Total Loans	2,769 0 91,231 40,676	94,011 2,533 0 96,544 47,332	1,03,679 1,616 7,007 1,12,301 57,038	1,00,647 0 0 1,00,647 70,379	1,02,037 0 0 1,02,037 81,028	107,773 0 0 107,773 87,217	1,09,403 1,12,450 0 1,12,450 92,104	1,16,436 1,19,482 0 0 1,19,482 99,604	1,24,677 1,27,724 0 1,27,724 1,07,104
Total Loans Capital Employed Gross Block Less: Accum. Deprn.	2,769 0 91,231 40,676 6,978	94,011 2,533 0 96,544 47,332 10,848	1,03,679 1,616 7,007 1,12,301 57,038 15,091	1,00,647 0 0 1,00,647 70,379 20,686	1,02,037 0 0 1,02,037 81,028 28,011	107,773 0 0 107,773 87,217 33,309	1,09,403 1,12,450 0 1,12,450 92,104 38,850	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505	1,24,677 1,27,724 0 0 1,27,724 1,07,104 50,603
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets	2,769 0 91,231 40,676 6,978 33,698	94,011 2,533 0 96,544 47,332 10,848 36,484	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947	1,00,647 0 0 1,00,647 70,379 20,686 49,694	1,02,037 0 0 1,02,037 81,028 28,011 53,018	107,773 0 0 107,773 87,217 33,309 53,908	1,09,403 1,12,450 0 0 1,12,450 92,104 38,850 53,254	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098	1,24,677 1,27,724 0 0 1,27,724 1,07,104 50,603 56,500
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP	2,769 0 91,231 40,676 6,978 33,698 5,071	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247	1,00,647 0 0 1,00,647 70,379 20,686 49,694 9,375	1,02,037 0 0 1,02,037 81,028 28,011 53,018 9,198	107,773 0 0 107,773 87,217 33,309 53,908 7,482	1,09,403 1,12,450 0 0 1,12,450 92,104 38,850 53,254 8,265	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265	1,24,677 1,27,724 0 0 1,27,724 1,07,104 50,603 56,500 8,265
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029	1,00,647 0 0 1,00,647 70,379 20,686 49,694 9,375 14,441	1,02,037 0 0 1,02,037 81,028 28,011 53,018 9,198 14,452	107,773 0 0 107,773 87,217 33,309 53,908 7,482 14,356	1,09,403 1,12,450 0 0 1,12,450 92,104 38,850 53,254 8,265 14,425	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425	1,24,677 1,27,724 0 1,27,724 1,07,104 50,603 56,500 8,265 14,425
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans, and Adv.	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737 46,904	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890 49,395	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029 63,845	1,00,647 0 1,00,647 70,379 20,686 49,694 9,375 14,441 42,013	1,02,037 0 1,02,037 81,028 28,011 53,018 9,198 14,452 44,735	107,773 0 0 107,773 87,217 33,309 53,908 7,482 14,356 51,365	1,09,403 1,12,450 0 1,12,450 92,104 38,850 53,254 8,265 14,425 56,063	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425 63,222	1,24,677 1,27,724 0 1,27,724 1,07,104 50,603 56,500 8,265 14,425 73,659
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans, and Adv. Inventory	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737 46,904 229	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890 49,395 275	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029 63,845 233	1,00,647 0 1,00,647 70,379 20,686 49,694 9,375 14,441 42,013 261	1,02,037 0 0 1,02,037 81,028 28,011 53,018 9,198 14,452 44,735	107,773 0 0 107,773 87,217 33,309 53,908 7,482 14,356 51,365 307	1,09,403 1,12,450 0 1,12,450 92,104 38,850 53,254 8,265 14,425 56,063 372	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425 63,222 410	1,24,677 1,27,724 0 1,27,724 1,07,104 50,603 56,500 8,265 14,425 73,659
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans, and Adv. Inventory Account Receivables	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737 46,904 229 425	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890 49,395 275 604	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029 63,845 233 884	1,00,647 0 1,00,647 70,379 20,686 49,694 9,375 14,441 42,013 261 1,591	1,02,037 0 1,02,037 81,028 28,011 53,018 9,198 14,452 44,735 239 1,555	107,773 0 0 107,773 87,217 33,309 53,908 7,482 14,356 51,365 307 1,761	1,09,403 1,12,450 0 1,12,450 92,104 38,850 53,254 8,265 14,425 56,063 372 2,131	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425 63,222 410 2,354	1,24,677 1,27,724 (0 1,27,724 1,07,104 50,603 56,500 8,265 14,425 73,659 480 2,760
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans, and Adv. Inventory Account Receivables Cash and Bank Balance	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737 46,904 229 425 16,835	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890 49,395 275 604 19,817	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029 63,845 233 884 1,704	1,00,647 0 1,00,647 70,379 20,686 49,694 9,375 14,441 42,013 261 1,591 21,686	1,02,037 0 1,02,037 81,028 28,011 53,018 9,198 14,452 44,735 239 1,555 24,732	107,773 0 0 107,773 87,217 33,309 53,908 7,482 14,356 51,365 307 1,761 28,879	1,09,403 1,12,450 0 1,12,450 92,104 38,850 53,254 8,265 14,425 56,063 372 2,131 30,479	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425 63,222 410 2,354 37,376	1,24,677 1,27,724 1,07,104 50,603 56,500 8,265 14,425 73,659 480 2,760 47,338
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans, and Adv. Inventory Account Receivables Cash and Bank Balance Loans and Advances	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737 46,904 229 425 16,835 29,415	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890 49,395 275 604 19,817 28,699	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029 63,845 233 884 1,704 61,025	1,00,647 0 1,00,647 70,379 20,686 49,694 9,375 14,441 42,013 261 1,591 21,686 18,475	1,02,037 0 1,02,037 81,028 28,011 53,018 9,198 14,452 44,735 239 1,555 24,732 18,209	107,773 0 0 107,773 87,217 33,309 53,908 7,482 14,356 51,365 307 1,761 28,879 20,419	1,09,403 1,12,450 0 1,12,450 92,104 38,850 53,254 8,265 14,425 56,063 372 2,131 30,479 23,081	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425 63,222 410 2,354 37,376 23,081	1,24,677 1,27,724 1,07,104 50,603 56,500 8,265 14,425 73,659 480 2,760 47,338 23,081
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans, and Adv. Inventory Account Receivables Cash and Bank Balance Loans and Advances Curr. Liability and Prov.	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737 46,904 229 425 16,835 29,415 8,546	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890 49,395 275 604 19,817 28,699 10,592	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029 63,845 233 884 1,704 61,025 13,767	1,00,647 0 1,00,647 70,379 20,686 49,694 9,375 14,441 42,013 261 1,591 21,686 18,475 15,020	1,02,037 0 1,02,037 81,028 28,011 53,018 9,198 14,452 44,735 239 1,555 24,732 18,209 19,908	107,773 0 0 107,773 87,217 33,309 53,908 7,482 14,356 51,365 307 1,761 28,879 20,419 20,244	1,09,403 1,12,450 0 1,12,450 92,104 38,850 53,254 8,265 14,425 56,063 372 2,131 30,479 23,081 20,356	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425 63,222 410 2,354 37,376 23,081 22,327	1,24,677 1,27,724 1,07,104 50,603 56,500 8,265 14,425 73,659 480 2,760 47,338 23,081 25,925
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans, and Adv. Inventory Account Receivables Cash and Bank Balance Loans and Advances Curr. Liability and Prov. Account Payables	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737 46,904 229 425 16,835 29,415 8,546 2,415	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890 49,395 275 604 19,817 28,699 10,592 2,542	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029 63,845 233 884 1,704 61,025 13,767 3,504	1,00,647 0 1,00,647 70,379 20,686 49,694 9,375 14,441 42,013 261 1,591 21,686 18,475 15,020 1,553	1,02,037 0 0 1,02,037 81,028 28,011 53,018 9,198 14,452 44,735 239 1,555 24,732 18,209 19,908 2,709	107,773 0 107,773 87,217 33,309 53,908 7,482 14,356 51,365 307 1,761 28,879 20,419 20,244 4,236	1,09,403 1,12,450 0 0 1,12,450 92,104 38,850 53,254 8,265 14,425 56,063 372 2,131 30,479 23,081 20,356 3,770	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425 63,222 410 2,354 37,376 23,081 22,327 4,153	1,24,677 1,27,724 () () 1,27,724 1,07,104 50,603 56,500 8,265 14,425 73,655 480 2,760 47,338 23,081 25,925 4,868
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans, and Adv. Inventory Account Receivables Cash and Bank Balance Loans and Advances Curr. Liability and Prov. Account Payables Other Current Liabilities	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737 46,904 229 425 16,835 29,415 8,546 2,415 5,441	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890 49,395 275 604 19,817 28,699 10,592 2,542 7,344	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029 63,845 233 884 1,704 61,025 13,767 3,504 9,544	1,00,647 0 1,00,647 70,379 20,686 49,694 9,375 14,441 42,013 261 1,591 21,686 18,475 15,020 1,553 12,776	1,02,037 0 0 1,02,037 81,028 28,011 53,018 9,198 14,452 44,735 239 1,555 24,732 18,209 19,908 2,709 15,500	107,773 0 0 107,773 87,217 33,309 53,908 7,482 14,356 51,365 307 1,761 28,879 20,419 20,244 4,236 14,428	1,09,403 1,12,450 0 0 1,12,450 92,104 38,850 53,254 8,265 14,425 56,063 372 2,131 30,479 23,081 20,356 3,770 15,150	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425 63,222 410 2,354 37,376 23,081 22,327 4,153 16,737	1,24,677 1,27,724 0 1,27,724 1,07,104 50,603 56,500 8,265 14,425 73,659 480 2,760 47,338 23,081 25,925 4,868 19,621
Total Loans Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Total Investments Curr. Assets, Loans, and Adv. Inventory Account Receivables Cash and Bank Balance Loans and Advances Curr. Liability and Prov. Account Payables	2,769 0 91,231 40,676 6,978 33,698 5,071 13,737 46,904 229 425 16,835 29,415 8,546 2,415	94,011 2,533 0 96,544 47,332 10,848 36,484 6,710 13,890 49,395 275 604 19,817 28,699 10,592 2,542	1,03,679 1,616 7,007 1,12,301 57,038 15,091 41,947 6,247 14,029 63,845 233 884 1,704 61,025 13,767 3,504	1,00,647 0 1,00,647 70,379 20,686 49,694 9,375 14,441 42,013 261 1,591 21,686 18,475 15,020 1,553	1,02,037 0 0 1,02,037 81,028 28,011 53,018 9,198 14,452 44,735 239 1,555 24,732 18,209 19,908 2,709	107,773 0 107,773 87,217 33,309 53,908 7,482 14,356 51,365 307 1,761 28,879 20,419 20,244 4,236	1,09,403 1,12,450 0 0 1,12,450 92,104 38,850 53,254 8,265 14,425 56,063 372 2,131 30,479 23,081 20,356 3,770	1,16,436 1,19,482 0 0 1,19,482 99,604 44,505 55,098 8,265 14,425 63,222 410 2,354 37,376 23,081 22,327 4,153	3,047 1,24,677 1,27,724 1,07,104 50,603 56,500 8,265 14,425 73,659 480 2,760 47,338 23,081 25,925 4,868 19,621 1,436 47,734

3 November 2023 8

96,544 1,12,301 1,00,647 1,02,037

107,773 1,12,450 1,19,482 1,27,724

91,231

Appl. of Funds

 $Motilal\ Oswal$

Financial and valuations

Ratio analysis

Basic (INR) EPS 12.0 17.4 19.9 16.6 9.6 17.4 19.2 21.7 Cash EPS 17.8 23.8 26.9 25.0 18.2 26.1 28.3 31.0 DV/Share 145.2 154.2 170.2 165.2 167.5 176.0 104.6 106.4	25.5
Cash EPS 17.8 23.8 26.9 25.0 18.2 26.1 28.3 31.0	
	25.5
	35.5
BV/Share 145.2 154.3 170.2 165.2 167.5 176.9 184.6 196.1	209.6
DPS 6.3 6.9 8.5 3.6 5.0 9.0 9.0 10.2	11.9
Payout (%) 51.9 48.0 51.4 60.7 60.5 51.6 46.9 46.9	46.9
Valuation (x)	
P/E 59.8 41.5 36.1 43.3 74.8 41.3 37.5 33.1	28.3
Cash P/E 40.4 30.3 26.7 28.8 39.6 27.6 25.4 23.2	20.3
P/BV 5.0 4.7 4.2 4.4 4.3 4.1 3.9 3.7	3.4
EV/Sales 7.6 6.9 6.6 6.2 6.3 5.2 4.9 4.3	3.6
EV/EBITDA 39.4 33.5 29.8 24.0 38.7 22.9 21.4 18.8	15.6
Dividend Yield (%) 0.9 1.0 1.2 0.5 0.7 1.3 1.3 1.4	1.7
FCF per share 24.2 9.6 -44.2 53.8 9.4 12.2 13.3 17.0	23.8
Return Ratios (%)	
RoE 8.5 11.6 12.3 9.9 5.8 10.1 10.6 11.4	12.6
RoCE 8.6 11.2 11.6 9.7 5.8 10.5 11.0 11.8	12.9
RoIC 9.3 11.1 10.0 11.5 7.0 16.3 16.7 18.9	23.0
Working Capital Ratios	
Asset Turnover (x) 0.6 0.6 0.6 0.6 0.6 0.7 0.7 0.7	0.8
Inventory (Days) 2 2 1 1 1 1 2 2	2
Debtor (Days) 3 4 5 9 9 8 10 10	10
Creditor (Days) 26 26 34 16 29 38 31 30	30
Leverage Ratio (x)	
Current Ratio 5.5 4.7 4.6 2.8 2.2 2.5 2.8 2.8	2.8
Net Debt/Equity -0.2 -0.2 0.1 -0.2 -0.3 -0.3 -0.3	-0.4
Standalone – Cash Flow Statement	
Y/E March (INR m) FY17 FY18 FY19 FY20 FY21 FY22 FY23 FY24E	FY25E
OP/(Loss) before Tax 11,806 13,857 16,889 5,240 6,791 14,070 15,537 17,637	20,752
Depreciation 3,650 3,927 4,246 5,130 5,219 5,298 5,541 5,655	6,098
Interest and Finance Charges -2,514 -2,332 -2,247 -1,678 -1,648 -1,302 -1,667 -2,740	-2,740
Direct Taxes Paid -3,868 -3,360 -5,404 -1,382 -2,444 -3,568 -4,251 -4,392	-5,229
(Inc.)/Dec. in WC 9,575 1,169 -33,386 26,758 1,691 -1,003 -1,219 1,709	3,123
CF from Operations 18,650 13,260 -19,902 34,067 9,610 13,496 13,942 17,870	22,002
Others -69 19 15 8,621 633 -90 -117 0	0
CF from Operations incl. EO 18,581 13,279 -19,887 42,689 10,243 13,406 13,825 17,870	22,002
(inc.)/dec. in FA -9,143 -8,595 -7,040 -9,888 -4,501 9,597 -5,723 -7,500	-7,500
Free Cash Flow 9,438 4,684 -26,927 32,801 5,741 23,002 8,101 10,370	14,502
(Pur.)/Sale of Investments 0 -153 -139 -618 -570 595 -82 0	0
Others 2,978 3,451 21,639 -15,227 2,310 -13,684 -231 3,290	3,340
CF from Investments -6,165 -5,297 14,461 -25,733 -2,761 -3,492 -6,036 -4,210	-4,160
(Inc.)/Dec. in Debt 0 0 7,007 -7,007 0 0 0	0
Interest Paid -37 -1 -7 -81 -1 0 1 50	0
Dividend Paid -2,944 -4,168 -1,828 -5,666 -3,564 -4,874 -7,311 -6,213	-7,281
Others -599 -831 -366 -1,714 -869 -893 -1,079 -600	-600
	-7,881
CF from Fin. Activity -3,580 -4,999 4,805 -14,467 -4,434 -5,767 -8,389 -6,763	-,
Inc./Dec. in Cash 8,836 2,983 -621 2,489 3,047 4,146 -601 6,897	9,962

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NOTES

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	<-10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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