

Godrej Agrovet

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	GOAGRO IN
Equity Shares (m)	192
M.Cap.(INRb)/(USDb)	92.9 / 1.1
52-Week Range (INR)	530 / 391
1, 6, 12 Rel. Per (%)	-5/2/-11
12M Avg Val (INR M)	63

Financials & Valuations (INR b)

Y/E MARCH	2023	2024E	2025E
Sales	93.7	99.4	107.5
EBITDA	5.2	6.3	7.4
Adj. PAT	2.5	3.1	4.1
EBITDA Margin (%)	5.6	6.3	6.9
Cons. Adj. EPS (INR)	13.0	16.3	21.3
EPS Gr. (%)	(39.9)	25.8	30.5
BV/Sh. (INR)	122	128	138

Ratios

Net D:E	0.6	0.5	0.5
RoE (%)	10.8	13.1	16.0
RoCE (%)	7.6	9.0	11.0
Payout (%)	60.4	64.2	49.2

Valuations

P/E (x)	37.3	29.7	22.7
EV/EBITDA (x)	21.1	17.4	14.7
Div. Yield (%)	2.0	2.2	2.2
FCF Yield (%)	6.9	2.7	2.6

Shareholding pattern (%)

	Sep-23	Jun-23	Sep-22
Promoter	74.1	74.1	74.1
DII	13.0	13.6	5.2
FII	1.8	1.6	1.6
Others	11.2	10.8	19.1

Note: FII includes depository receipts

CMP: INR483 **TP: INR480 (-1%)** **Neutral**

Broad-based performance drives operating profitability

Operating performance in line with estimates

- GOAGRO reported a healthy operating performance (EBITDA up 34% YoY), driven by improved profitability across businesses. Animal Feed/Crop protection business witnessed improved margins (EBIT up 16%/10% YoY), while Poultry/Dairy business turned profitable (EBIT of INR149m/INR29m vs. operating loss of INR103m/INR118m in 2QFY23).
- Palm oil business (EBIT up 5% YoY) is still under pressure, with revenue growth offsetting the decline in margins.
- We largely maintain our EBITDA estimates for FY24/FY25. We retain our **Neutral** rating on the stock with an SoTP-based TP of INR480.

Animal Feed and Palm oil business drive sales

- Consolidated revenue grew 5% YoY to INR25.7b (est. in line), with all the businesses witnessing growth on a YoY basis. EBITDA margins expanded 170bp YoY to 7.8% (est.7.6%). EBITDA stood at INR2b, up 34% YoY (est. in line). Adjusted PAT grew 47% YoY to INR1.1b (est. INR1b).
- **Animal Feed business:** Revenue grew ~2% YoY to INR12.4b, primarily led by volume growth in cattle feed/aqua feed category (up 16%/15% YoY). Total sales volume grew 4% YoY to 372KMT. EBIT/kg grew 11% to INR1.5, led by softening commodity prices and higher realization in cattle and fish feed business.
- **Palm Oil business:** Revenue grew 11% YoY to INR4.5b. EBIT margin contracted 80bp YoY to 15.4%. EBIT stood at INR687m, down 5% YoY. Continued volume growth in FFB arrivals (up 17% YoY) offset lower crude palm oil prices and a marginal decline in the oil extraction ratio.
- **Crop Protection business:** Consolidated revenue/EBIT grew 2%/10% YoY to INR3.8b/INR649m, led by robust revenue/operating performance in the standalone business (up 53%/2.5x YoY to INR2.6b/INR0.77b).
- **Dairy business** revenue grew 8% YoY to INR3.9b. Operating profit stood at INR29m (vs. operating loss of INR118m in 2QFY23), led by lower raw material cost and operational efficiency.
- **Poultry and Processed Food business** revenue grew ~4% YoY to INR2.4b. Operating profit stood at INR149m (vs. operating loss of INR103m in 2QFY23), led by better realization and cost efficiency in the live bird business.
- For 1HFY24, revenue/EBITDA/adjusted PAT grew 3%/26%/37% YoY to INR50.8b/INR3.9b/INR2.1b.

Highlights from the management commentary

- **Palm Oil:** Oil Extraction Ratio stood at ~17.9% in 2QFY24 vs. ~18.4% in 2QFY23. However, it significantly improved to ~19%/20% in Sep/Oct'23. The company is expecting long-term annual growth of ~12-14% within the segment (~8-9%/2-3% from FFB arrivals/improved productivity)
- **Animal Feed:** Volume growth was aided by commissioning of new facilities in cattle/aqua feed. EBIT/MT stood at ~INR1,531 in 2QFY24 and is further expected to grow ~12-13% in 2HFY24 to ~INR1650-1750/MT.

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- CDMO business: Going ahead, the company is expecting ~25-40% YoY growth in its CDMO business. Further, it expects to double the annual molecule launches. Currently, it has ~4-6 molecules in different stages of commercialization.

Valuation and view

- GOAGRO is expected to witness near-term hurdles in its key segments, such as Palm Oil and Crop Protection (Astec). However, Animal Feed, standalone Crop Protection, and Dairy are likely to sustain healthy performance.
- We largely maintain our EBITDA estimate for FY24/FY25. We retain our **Neutral** rating on the stock with an SoTP-based TP of INR480.

Consolidated - Quarterly Earnings Model

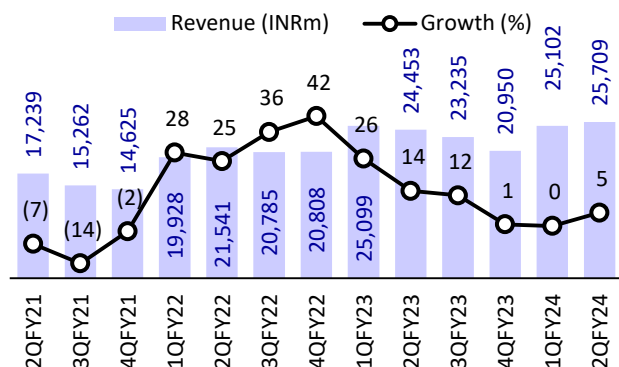
Y/E March	FY23				FY24E				FY23		FY24E		Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE		
Gross Sales	25,099	24,453	23,235	20,950	25,102	25,709	24,977	23,621	93,737	99,409	25,600		0
YoY Change (%)	25.9	13.5	11.8	0.7	0.0	5.1	7.5	12.8	12.9	6.1	4.7		
Total Expenditure	23,483	22,950	21,872	20,204	23,173	23,694	23,611	22,633	88,509	93,112	23,650		
EBITDA	1,616	1,503	1,363	746	1,929	2,014	1,365	988	5,228	6,297	1,950		3
Margins (%)	6.4	6.1	5.9	3.6	7.7	7.8	5.5	4.2	5.6	6.3	7.6		
Depreciation	449	461	469	476	528	529	532	535	1,855	2,124	530		
Interest	216	257	249	270	295	279	255	260	991	1,089	260		
Other Income	77	88	76	126	115	112	100	127	367	455	90		
PBT before EO expense	1,028	873	721	127	1,222	1,318	678	320	2,749	3,539	1,250		
Extra-Ord expense	0	0	-708	0	0	0	0	0	-708	0	0		
PBT	1,028	873	1,429	127	1,222	1,318	678	320	3,457	3,539	1,250		
Tax	279	219	334	-8	353	369	171	81	823	974	315		
Rate (%)	27.1	25.1	23.4	-6.6	28.9	28.0	25.2	25.2	23.8	27.5	25.2		
Minority Interest & Profit/Loss of Asso. Cos.	-77	-64	-69	-175	-202	-104	-76	-193	-385	-575	-70		
Reported PAT	827	718	1,164	310	1,071	1,053	584	432	3,019	3,140	1,005		
Adj PAT	827	718	640	310	1,071	1,053	584	432	2,495	3,140	1,005		5
YoY Change (%)	-22.0	-34.3	-17.8	-74.6	29.5	46.7	-8.9	39.4	-40.6	25.8	40.1		
Margins (%)	3.3	2.9	2.8	1.5	4.3	4.1	2.3	1.8	2.7	3.2	3.9		

Key Performance Indicators

Y/E March	FY23				FY24				FY23	FY24E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Segment Revenue Gr. (%)										
Animal Feed (AF)	24.4	7.6	14.6	10.2	3.1	1.8	6.5	10.6	13.9	5.5
Palm Oil	33.3	0.8	-5.9	-22.8	-39.9	10.5	-13.0	-11.0	2.7	(13.4)
Crop Protection	-0.3	44.3	-1.4	-31.4	3.8	2.3	17.7	19.4	(0.1)	9.0
Dairy	47.6	27.0	20.9	18.5	7.9	8.1	14.0	14.0	27.8	11.0
Segment EBIT Margin (%)										
Animal Feed	2.0	4.0	4.5	3.7	4.2	4.6	4.5	4.3	3.6	4.4
Palm Oil	22.3	16.2	21.9	12.5	12.1	15.4	12.5	10.0	19.2	13.3
Crop Protection	12.2	15.9	4.0	5.5	20.9	17.1	10.9	11.5	10.5	15.8
Dairy	-2.6	-3.3	-3.9	-2.1	-0.6	0.8	0.8	1.0	(2.9)	0.5
AF Volumes (000'MT)	353	357	384	364	374	372	411	415	900	945
AF Realization (INR/kg)	35.3	34.2	33.2	33.5	34.3	33.4	33.0	32.5	34.0	33.3
Cost Break-up										
RM Cost (% of sales)	79.2	78.1	77.8	80.3	75.8	76.3	78.2	79.0	78.8	77.3
Staff Cost (% of sales)	4.8	4.8	5.3	4.4	5.4	5.5	5.4	5.6	4.8	5.5
Other Cost (% of sales)	9.6	10.9	11.0	11.8	11.1	10.3	10.9	11.2	10.8	10.9
Gross Margins (%)	20.8	21.9	22.2	19.7	24.2	23.7	21.8	21.0	21.2	22.7
EBITDA Margins (%)	6.4	6.1	5.9	3.6	7.7	7.8	5.5	4.2	5.6	6.3
EBIT Margins (%)	4.7	4.3	3.8	1.3	5.6	5.8	3.3	1.9	3.6	4.2

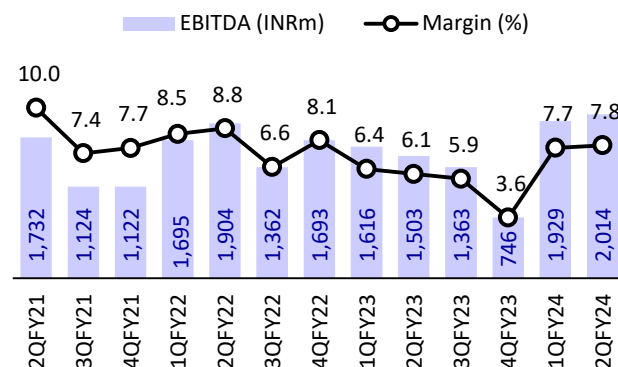
Key exhibits

Exhibit 1: Consolidated revenue trend



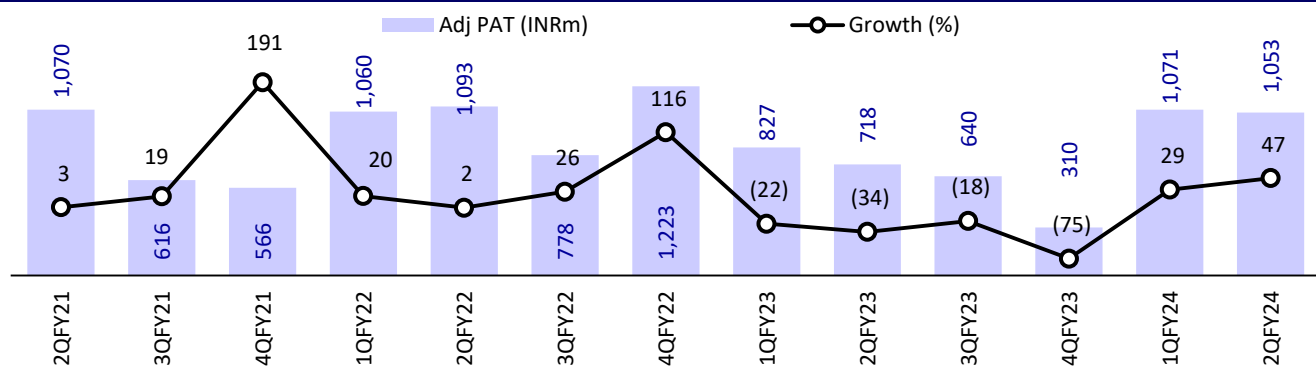
Source: Company, MOFSL

Exhibit 2: Consolidated EBITDA trend



Source: Company, MOFSL

Exhibit 3: Consolidated adjusted PAT trend



Source: Company, MOFSL

Exhibit 4: Animal Feed business

Particulars	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
Volume (MT)	3,37,609	3,58,813	3,47,430	3,52,893	3,56,933	3,83,712	3,63,914	3,74,215	3,72,212
Growth (%)	20.6	22.7	19.5	11.4	5.7	6.9	4.7	6.0	4.3
Revenue (INR m)	11,341	11,099	11,049	12,459	12,203	12,724	12,180	12,847	12,420
Growth (%)	48.8	41.7	38.2	24.4	7.6	14.6	10.2	3.1	1.8
EBIT (INR m)	576.4	516.1	601.8	244.9	492.8	578.2	445	539.8	570.6
Margin (%)	5.1	4.7	5.4	2.0	4.0	4.5	3.7	4.2	4.6
Growth (%)	21.0	35.1	5.9	-61.6	-14.5	12.0	-26.1	120.4	15.8

Source: Company, MOFSL

Exhibit 5: Consolidated Crop Protection

Particulars	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
Revenue (INR m)	2,566	2,187	3,528	3,681	3,704	2,157	2,421	3,819	3,790
Growth (%)	-22.9	-1.0	32.8	-0.3	44.3	-1.4	-31.4	3.8	2.3
EBIT (INR m)	521	155	834	448	589	86	132	799	649
Margin (%)	20.3	7.1	23.6	12.2	15.9	4.0	5.5	20.9	17.1
Growth (%)	-30.0	-56.5	54.7	-46.0	12.9	-44.5	-84.1	78.5	10.2

Source: Company, MOFSL

Exhibit 6: Standalone Crop Protection

Particulars	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
Revenue (INR m)	1,540	453	1,051	1,981	1,704	992	1,280	2,640	2,600
Growth (%)	-12.6	-56.2	12.4	-17.6	10.6	119.0	21.8	33.3	52.6
EBIT (INR m)	376	-213	212	261	310	34	140	850	770
Margin (%)	24.4	-47.0	20.2	13.2	18.2	3.4	10.9	32.2	29.6
Growth (%)	-24.0	-193.4	2.4	-59.2	-17.6	-116.0	-34.0	225.7	148.4

Source: Company, MOFSL

Exhibit 7: Astec Lifesciences

Particulars	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
Revenue (INR m)	1,026	1,734	2,477	1,700	2,000	1,165	1,141	1,179	1,190
Growth (%)	-33.8	49.5	44.1	32.1	94.9	-32.8	-53.9	-30.6	-40.5
EBITDA (INR m)	220	448	723	282	373	159	80	50	-24
Margin (%)	21.4	25.8	29.2	16.6	18.7	13.7	7.0	4.2	-2.0
Growth (%)	-29.9	137.0	82.1	10.6	69.5	-64.5	-88.9	-82.3	-106.4

Source: Company, MOFSL

Exhibit 8: Palm Oil business

Particulars	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
Revenue (INR m)	4,014	3,853	1,892	3,852	4,047	3,625	1,461	2,317	4,474
Growth (%)	36.9	105.2	163.8	33.3	0.8	-5.9	-22.8	-39.9	10.5
EBIT (INR m)	781	971	330	858	656	794	183	280	687
Margin (%)	19.5	25.2	17.5	22.3	16.2	21.9	12.5	12.1	15.4
Growth (%)	88.5	218.0	523.2	163.3	-16.0	-18.2	-44.5	-67.3	4.8

Source: Company, MOFSL

Exhibit 9: Dairy business

Particulars	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
Revenue (INR m)	2,841	2,877	3,367	3,934	3,608	3,478	3,991	4,245	3,901
Growth (%)	9.7	12.1	20.2	47.6	27.0	20.9	18.5	7.9	8.1
EBITDA (INR m)	-31	-30	46	46	46	46	47	47	47
Margin (%)	-1.1	-1.0	1.4	1.2	1.3	1.3	1.2	1.1	1.2
Growth (%)	-127.7	-121.7	31.4	-248.4	-248.4	-253.3	2.2	2.2	2.2
EBIT (INR m)	-34.8	-76.9	-29.2	-101.4	-117.9	-136.3	-82.9	-25	29.3
Margin (%)	-1.2	-2.7	-0.9	-2.6	-3.3	-3.9	-2.1	-0.6	0.8

Source: Company, MOFSL

Exhibit 10: Poultry and Processed Foods

Particulars	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
Revenue (INR m)	2,009	2,033	2,023	2,482	2,284	2,805	2,461	3,102	2,369
Growth (%)	40.4	31.0	45.8	39.8	13.7	38.0	21.7	25.0	3.7
EBIT (INR m)	58	-77	118	164	-103	132	-32	269	149
Margin (%)	2.9	-3.8	5.8	6.6	-4.5	4.7	-1.3	8.7	6.3
Growth (%)	25.7	NA	NA	NA	NA	NA	NA	NA	NA

Source: Company, MOFSL



Highlights from the management commentary

Palm Oil Business

- Continued growth in FFB arrivals (up 17% YoY) offsets lower crude palm oil prices and a marginal decline in the oil extraction ratio (OER) during the quarter.
- The shift in the mix towards the CPO, as opposed to PKO, resulted in improved volume growth during the quarter.
- Average prices of crude palm oil (CPO)/palm kernel oil (PKO) declined 16%/24% YoY to INR78,370/INR1,01,924 per MT.
- OER stood at ~17.9% in 2QFY24 vs. ~18.4% in 2QFY23. However, the company is witnessing improvement in the same with OER of ~19% in Sep'23 and ~20% in Oct'23.
- Going ahead, the company is expecting long-term annual growth of ~12-14% with ~8-9% growth coming from SSP arrivals and ~2-3% from productivity improvement.
- The company has improved its coverage area to ~10k-12k as of now. Around 60% of this area is matured, ~20% is of 4-8 years, and the rest is of 0-4 years.

Animal Feed

- Volume grew 4% YoY to ~372K tons in 2QFY24, primarily led by the Cattle Feed/Aqua feed categories (up 16%/15% YoY).
- The cattle feed category witnessed volume growth, led by continued market share gains during the quarter.
- Volume growth in aqua feed was led by higher sales from newer regions and improved performance in existing markets.
- Further, the newly commissioned facilities in cattle/aqua feed aided the strong volume growth during the quarter.
- Margins have improved over the last year on the back of softening commodity prices and higher realizations within cattle and fish feed categories.
- Accordingly, EBIT/MT stood at ~INR1,531 in 2QFY24. It is further expected to grow ~12-13% in 2HFY24 to ~INR1650-1750/MT.

Crop Protection

- The standalone segment delivered robust growth in revenue and operating performance in 2QFY24, primarily led by in-licensed portfolio and product-mix rationalization.
- Further, the business witnessed substantial improvement in the working capital cycle and collections during the quarter.
- The company has launched a new product 'Rashinban' in collaboration with 'Nissan' during the quarter. The product provides effective protection against a wide range of pests in Chilli.

Astec Lifesciences:

- Astec witnessed subdued performance during the quarter, as revenues and operating performance were adversely impacted due to continued price erosion and muted demand for key enterprise products.

- High-cost inventory further dragged the operating profitability during the quarter. Around 40-50% of the high-cost inventory has been depleted in 2QFY24.
- The company is witnessing de-stocking in global markets, especially within LATAM. Prices are expected to be bottom out as it has reached lower levels.
- Accordingly, demand is expected to pick up from the next quarter. However, the market will require two more quarters to return to normal levels.
- **CDMO Business:** The company has accelerated the CDMO business and expects 2HFY24 to be much better than 1HFY24.
- GOAGRO has been doubling its CDMO business over the last two years. Going ahead, it is expecting ~25-40% YoY growth within the business.
- With the new R&D facility coming in, the company expects the annual molecule launches to double. Currently, it has ~4-6 molecules in different stages of commercialization.

Dairy business:

- Dairy business turned EBIT positive in 2QFY24.
- Value-Added Products (VAP) revenues grew 19% YoY, led by higher volumes and realizations. Saliency of VAP improved to ~37% in 1HFY24 (vs. ~34% in 1HFY23).
- EBITDA margins improved as compared to last year, on the back of lower raw material costs and operational efficiencies.
- The company has adequate capacity in Dairy for both milk and value-added products. It is expecting ~11-12% topline growth in FY24.

Godrej Tyson Foods (GTFL):

- Despite Q2 being a seasonally weak quarter, the live bird category has performed significantly better than expectation due to improved cost efficiency and better realizations on a YoY basis.
- Branded business registered healthy volume growth (up 14% YoY). The Real Good chicken category witnessed improved profitability, led by lower raw material costs and higher volumes.

Others

- The company has capitalized ~INR2.5b in 1HFY24 with major allocation toward palm oil plantations.
- Going ahead, palm oil business and Astec will be the key focus areas for the company.

Valuation and view

- GOAGRO is expected to witness near-term hurdles in its key segments, such as Palm Oil and Crop Protection (Astec). However, Animal Feed, standalone Crop Protection, and Dairy are likely to sustain healthy performance.
- We largely maintain our EBITDA estimate for FY24/FY25. We retain our **Neutral** rating on the stock with an SoTP-based TP of INR480.

Exhibit 11: Valuations

Particulars	FY25 EBITDA (INRm)	EV/ EBITDA (x)	EV (INRm)	Net Debt (INRm)	Equity Value (INRm)	GOAGRO's share (%)	Value (INRm)	Value/ share (INR)	% Share
Standalone									
Crop Protection	1,810	11	19,909		19,909	100%	19,909	104	22%
Palm Oil	2,168	11	24,502		24,502	100%	24,502	128	27%
Animal Feed	3,229	11	36,483		36,483	100%	36,483	190	40%
Unallocated expenses	-1,290	10	-12,904		-12,904	100%	-12,904	-67	-14%
Total	5,916	11	67,990	11,916	56,074	100%	56,074	292	61%
Subsidiaries									
Astec (mcap with 20% holdco disc)					19,816	57%	11,384	59	12%
Creamline Dairy	429	12	5,150	-196	5,346	52%	2,775	14	3%
Godrej Tyson Foods Limited & Others	854	15	12,808		12,808	51%	6,532	34	7%
JV/ Associate									
ACI Godrej Agrovet Private Limited	2,059	15	30,878		30,878	50%	15,439	80	17%
Total	9,258	13	1,16,825		1,24,921			480	100%

Source: MOFSL

Exhibit 12: Revisions to our estimates

Earnings Change (INR m)	Old		New		Change (%)	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Revenue	99,300	1,07,396	99,409	1,07,532	0	0
EBITDA	6,250	7,357	6,297	7,420	1	1
Adj. PAT	3,105	4,028	3,140	4,098	1	2

Source: MOFSL

Financials and valuations

Consolidated - Income Statement								(INR m)	
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Total Income from Operations	49,264	52,059	59,177	68,294	62,667	83,061	93,737	99,409	1,07,532
Change (%)	31.2	5.7	13.7	15.4	-8.2	32.5	12.9	6.1	8.2
Raw Materials	37,905	39,536	45,736	53,194	46,078	63,048	73,891	76,849	83,122
Employees Cost	2,328	2,763	2,944	3,541	3,764	4,393	4,534	5,445	5,699
Other Expenses	4,651	5,329	5,939	7,454	7,187	8,966	10,084	10,818	11,291
Total Expenditure	44,884	47,629	54,619	64,189	57,029	76,407	88,509	93,112	1,00,112
% of Sales	91.1	91.5	92.3	94.0	91.0	92.0	94.4	93.7	93.1
EBITDA	4,380	4,430	4,558	4,104	5,638	6,654	5,228	6,297	7,420
Margin (%)	8.9	8.5	7.7	6.0	9.0	8.0	5.6	6.3	6.9
Depreciation	747	859	982	1,481	1,540	1,733	1,855	2,124	2,173
EBIT	3,633	3,571	3,577	2,624	4,098	4,921	3,373	4,173	5,247
Int. and Finance Charges	863	453	339	416	465	631	991	1,089	1,089
Other Income	590	318	531	468	396	797	367	455	473
PBT bef. EO Exp.	3,360	3,436	3,769	2,675	4,029	5,086	2,749	3,539	4,631
EO Items	200	121	883	682	0	-173	708	0	0
PBT after EO Exp.	3,560	3,557	4,652	3,357	4,029	4,914	3,457	3,539	4,631
Total Tax	1,018	1,207	1,280	481	1,055	1,224	823	974	1,166
Tax Rate (%)	28.6	33.9	27.5	14.3	26.20	24.91	23.81	27.5	25.2
Profit from Associate & MI	55	57	82	-185	-164	-337	-385	-575	-632
Reported PAT	2,487	2,292	3,290	3,062	3,137	4,026	3,019	3,140	4,098
Adjusted PAT	2,287	2,172	2,407	2,510	3,137	4,154	2,495	3,140	4,098
Change (%)	35.1	-5.1	10.9	4.3	25.0	32.4	-39.9	25.8	30.5
Margin (%)	4.6	4.2	4.1	3.7	5.0	5.0	2.7	3.2	3.8

Consolidated - Balance Sheet								(INR m)	
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	1,851	1,920	1,920	1,920	1,921	1,921	1,922	1,922	1,922
Total Reserves	8,237	12,193	14,570	16,461	18,590	20,763	21,454	22,577	24,658
Net Worth	10,088	14,114	16,490	18,381	20,511	22,684	23,375	24,499	26,580
Minority Interest	2,541	2,693	4,010	3,825	4,103	4,203	4,061	3,943	3,814
Total Loans	6,641	4,098	3,950	6,185	9,428	15,660	13,215	13,215	13,215
Deferred Tax Liabilities	1,663	1,730	2,086	1,751	1,713	1,559	1,798	1,798	1,798
Capital Employed	20,933	22,635	26,536	30,142	35,755	44,105	42,449	43,454	45,406
Gross Block	14,109	15,185	21,246	23,812	26,551	29,372	30,520	33,656	36,433
Less: Accum. Deprn.	1,329	2,214	3,196	4,677	6,217	7,950	9,805	11,928	14,101
Net Fixed Assets	12,779	12,971	18,050	19,136	20,334	21,422	20,715	21,727	22,331
Goodwill on Consolidation	1,949	1,949	2,649	2,649	2,649	2,649	2,649	2,649	2,649
Capital WIP	504	1,904	936	1,532	1,414	902	2,044	1,909	1,632
Total Investments	1,755	1,952	1,165	1,292	1,237	1,597	1,584	1,584	1,584
Curr. Assets, Loans&Adv.	15,157	16,749	19,542	22,392	22,355	29,271	27,867	29,700	32,428
Inventory	7,381	7,629	9,517	9,436	10,419	14,288	13,441	14,031	15,085
Account Receivables	5,219	6,315	7,349	8,539	8,226	9,514	5,740	5,992	6,481
Cash and Bank Balance	538	299	299	508	509	347	295	731	1,183
Loans and Advances	2,019	2,507	2,378	3,910	3,200	5,123	8,390	8,947	9,678
Curr. Liability & Prov.	11,212	12,890	15,807	16,859	12,235	11,735	12,411	14,115	15,218
Account Payables	8,408	9,550	12,394	12,885	7,326	6,948	7,043	7,653	8,228
Other Current Liabilities	2,496	2,955	2,934	3,467	4,206	3,384	4,459	4,970	5,377
Provisions	308	385	478	507	703	1,403	909	1,491	1,613
Net Current Assets	3,946	3,859	3,736	5,533	10,120	17,536	15,456	15,585	17,210
Appl. of Funds	20,933	22,635	26,536	30,142	35,755	44,105	42,449	43,454	45,406

Financials and valuations

Ratios

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Basic (INR)									
EPS	11.9	11.3	12.5	13.1	16.3	21.6	13.0	16.3	21.3
Cash EPS	15.8	15.8	17.6	20.8	24.4	30.7	22.7	27.4	32.7
BV/Share	52.5	73.5	85.9	95.7	106.8	118.1	121.7	127.6	138.4
DPS	4.5	4.5	4.5	5.5	8.0	9.5	9.5	10.5	10.5
Payout (%)	41.9	45.6	31.6	41.5	49.0	45.3	60.4	64.2	49.2
Valuation (x)									
P/E	40.7	42.9	38.7	37.1	29.7	22.4	37.3	29.7	22.7
Cash P/E	30.7	30.7	27.5	23.3	19.9	15.8	21.4	17.7	14.9
P/BV	9.2	6.6	5.6	5.1	4.5	4.1	4.0	3.8	3.5
EV/Sales	2.1	1.9	1.7	1.5	1.7	1.4	1.2	1.1	1.0
EV/EBITDA	23.2	22.5	22.1	25.0	18.8	16.9	21.1	17.4	14.7
Dividend Yield (%)	0.9	0.9	0.9	1.1	1.6	2.0	2.0	2.2	2.2
FCF per share	36.6	5.7	9.0	-1.2	-13.1	-20.2	33.6	13.1	12.8
Return Ratios (%)									
RoE	25.5	17.9	15.7	14.4	16.1	19.2	10.8	13.1	16.0
RoCE	15.7	14.7	15.4	11.8	12.2	12.6	7.6	9.0	11.0
RoIC	12.9	12.9	12.2	8.8	10.2	10.0	6.4	7.8	9.8
Working Capital Ratios									
Fixed Asset Turnover (x)	3.5	3.4	2.8	2.9	2.4	2.8	3.1	3.0	3.0
Asset Turnover (x)	2.4	2.3	2.2	2.3	1.8	1.9	2.2	2.3	2.4
Inventory (Days)	55	53	59	50	61	63	52	52	51
Debtor (Days)	39	44	45	46	48	42	22	22	22
Creditor (Days)	62	67	76	69	43	31	27	28	28
Leverage Ratio (x)									
Current Ratio	1.4	1.3	1.2	1.3	1.8	2.5	2.2	2.1	2.1
Interest Cover Ratio	4.2	7.9	10.6	6.3	8.8	7.8	3.4	3.8	4.8
Net Debt/Equity	0.6	0.3	0.2	0.3	0.4	0.7	0.6	0.5	0.5

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
OP/(Loss) before Tax	3,727	3,717	4,773	3,486	4,531	5,416	2,749	3,539	4,631
Depreciation	747	859	982	1,481	1,540	1,733	1,855	2,124	2,173
Interest & Finance Charges	715	453	339	416	465	631	624	634	616
Direct Taxes Paid	-800	-837	-1,097	-969	-1,123	-1,533	-823	-974	-1,166
(Inc)/Dec in WC	5,145	-471	633	-2,204	-5,413	-7,085	4,335	189	-1,302
CF from Operations	9,534	3,721	5,629	2,210	0	-838	8,740	5,511	4,952
Others	-561	-183	-1,152	188	-104	-362	0	0	0
CF from Operating incl EO	8,973	3,538	4,477	2,398	-104	-1,201	8,740	5,511	4,952
(Inc)/Dec in FA	-1,949	-2,448	-2,759	-2,634	-2,406	-2,680	-2,290	-3,000	-2,500
Free Cash Flow	7,024	1,091	1,719	-236	-2,510	-3,880	6,449	2,511	2,452
(Pur)/Sale of Investments	610	-131	0	0	-9	-166	12	0	0
Others	366	51	386	82	627	765	-564	912	975
CF from Investments	-974	-2,528	-2,372	-2,552	-1,787	-2,081	-2,842	-2,088	-1,525
Issue of Shares	8	2	0	0	0	0	1	0	0
Inc/(Dec) in Debt	-7,027	-2,571	-680	2,311	3,579	5,778	-2,445	0	0
Interest Paid	-861	-455	-354	-390	-430	-602	-991	-1,089	-1,089
Dividend Paid	0	-1,045	-1,076	-1,076	-1,122	-1,591	-1,824	-2,016	-2,016
Others	0	2,818	4	-481	-136	-478	-689	117	129
CF from Fin. Activity	-7,881	-1,250	-2,105	364	1,891	3,108	-5,949	-2,988	-2,976
Inc/Dec of Cash	119	-240	0	210	-1	-173	-51	435	452
Opening Balance	419	538	299	299	510	509	347	296	731
Closing Balance	538	299	299	508	509	347	296	731	1,183

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NOTES

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UNDER REVIEW	Rating may undergo a change
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