Motilal Oswal

Nalco

| FINAR | ICIAL | SERV | CES |
|-------|-------|------|-----|
| | | | |

| Estimate changes | 1 | 6 |
|------------------|---|---|
| TP change | 1 | |
| Rating change | | R |

| Bloomberg | NACL IN |
|-----------------------|-------------|
| Equity Shares (m) | 1837 |
| M.Cap.(INRb)/(USDb) | 260.7 / 3.1 |
| 52-Week Range (INR) | 166 / 76 |
| 1, 6, 12 Rel. Per (%) | 9/39/58 |
| 12M Avg Val (INR M) | 1736 |

Financials & Valuations (INR b)

| | | ~/ | |
|----------------------|-------|-------|-------|
| Y/E MARCH | 2024E | 2025E | 2026E |
| Sales | 134 | 140 | 161 |
| EBITDA | 25 | 29 | 36 |
| Adj. PAT | 14 | 17 | 22 |
| EBITDA Margin (%) | 18 | 20 | 22 |
| Cons. Adj. EPS (INR) | 7.6 | 9.2 | 11.9 |
| EPS Gr. (%) | -3 | 22 | 30 |
| BV/Sh. (INR) | 76 | 81 | 89 |
| Ratios | | | |
| Net D:E | -0.3 | -0.3 | -0.3 |
| RoE (%) | 10 | 12 | 14 |
| RoCE (%) | 14 | 15 | 18 |
| Payout (%) | 50 | 44 | 38 |
| Valuations | | | |
| P/E (x) | 18.8 | 15.4 | 11.9 |
| P/BV (x) | 1.9 | 1.7 | 1.6 |
| EV/EBITDA(x) | 9.2 | 7.7 | 5.9 |
| Div. Yield (%) | 2.7 | 2.9 | 3.2 |
| FCF Yield (%) | 6.8 | 5.3 | 6.2 |
| | | | |

Shareholding pattern (%)

| | <u>.</u> | , | |
|----------|----------|--------|--------|
| As On | Dec-23 | Sep-23 | Dec-22 |
| Promoter | 51.3 | 51.3 | 51.3 |
| DII | 18.8 | 17.5 | 12.5 |
| FII | 11.6 | 13.7 | 15.1 |
| Others | 18.4 | 18.4 | 21.2 |
| | | | |

FII Includes depository receipts

CMP: INR142

I2 TP: INR140 (-1%) Neutral

Revenue in line; strong earnings beat

- Nalco (NACL)'s revenue for 3QFY24 increased 2% YoY to INR33.5b, in line with our estimate of INR32.5b.
- EBITDA jumped 68% YoY to INR7.7b, which was 62% above our estimate of INR4.8b. The strong beat was driven by better operating performance in the aluminum business.
- APAT surged 84% YoY to INR4.7b, which was a strong beat to our estimate of INR2.4b. The beat was driven by the strong operating performance and lower depreciation, partially offset by a higher tax outgo.
- 9MFY24 revenue stood at INR96b (down 9% YoY), EBITDA stood at INR17b (up 6% YoY), and APAT stood at INR10b (up 6% YoY).
- The Board announced a second interim dividend of INR2/share.

Chemical business: in-line performance

- Revenue for the chemicals business improved 12% YoY and came in at INR14.1b, line with our estimate of INR14.8b. EBIT for the vertical stood at INR2.2b, in line with our estimate of INR2.3b.
- For 9MFY24, revenue stood at INR38.3b (down 4% YoY), while EBIT stood at INR4.4b (up 203% YoY).

Aluminum business: strong earnings beat

- Production volume increased 2% YoY and was 118kt, broadly in line with our estimate of 115kt.
- NACL posted the best ever quarterly sales volume at 122kt (up 6% YoY), which was 6% higher than our estimate of 115kt.
- Revenue from the aluminum business was down 4% YoY and stood at INR23.2b. Average realizations from aluminum vertical witnessed a 9% YoY decline to ~USD2,254/t, which was lower than our estimate of USD2,464/t.
- EBIT/t improved 55% YoY to USD466/t and EBIT stood at INR4.8b (up 69% YoY against our estimate of INR1.7b).
- For 9MFY24, revenue stood at INR71b (down 8% YoY), while EBIT came in at INR11b (down 16% YoY).
- Cumulative production volumes for 9MFY24 came in at 345kt, while sales volumes stood at 349kt.

Raw material integration

- The CPP requires ~6.8mt of coal. As of date, NACL has an FSA with an MCL of ~4.7mt along with 0.9mt of BLCs. The Utkal D coal block is already operational (total R&R of ~102mt), and is expected to achieve 2mt of coal production in FY24, thereby reducing its dependence on auction for its coal requirements.
- The close proximity of coal mines to CPP at Angul will help curb logistics costs, and thereby improve the margins of the company.

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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.

To support the fifth stream of alumina refinery, NACL is also setting up the Pottangi bauxite mine (reserves of ~75mt) and the same is expected to be operational by 1QFY26. The statutory clearances for the mine have been received.

Valuation and view

- Recently, NACL's JV (set up by three CPSUs), KABIL, has signed the first exploration and lithium mining agreement with Argentina's CAMYEN SE. This will help NACL set up its presence, diversify the product offerings, and enhance the supply chain in critical and strategic minerals, which find key applications across the sectors. In addition, NACL's participation will also help in garnering the requisite technical and operational experience for Brine type lithium exploration, exploitation, and extraction.
- Until the fifth stream of alumina does not come on stream, we expect NACL to operate at full capacity, leaving little room for capacity expansion for the next two years, and the next phase of growth is expected to commence once the additional 1mt stream of alumina refinery comes on stream by Jan-May'25.
- Operationalization of the Utkal D coal block would cater to ~25-28% of the coal requirement of the Angul smelter. This would help enhance the raw material security, which would propel the margins until the augmented capacity is on stream.
- In line with NACL's 3QFY24 performance and improved outlook, we have increased our FY24E/FY25E/FY26E EBITDA by 19%/4%/7%.
- NACL trades at 5.9x FY26E EV/EBITDA and 1.6x FY26E P/B and appears to be fully pricing in the strong outlook. We reiterate our Neutral rating on the stock with a revised TP of INR140.

| Y/E March | | FY | 23 | | | FY2 | 4E | | FY23 | FY24E | FY24E | vs Est |
|---------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|----------|----------|--------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4QE | | | 3QE | (%) |
| Net Sales | 37,833 | 34,896 | 32,900 | 36,709 | 31,784 | 30,434 | 33,469 | 38,264 | 1,42,337 | 1,33,951 | 32,538 | 3 |
| Change (YoY %) | 52.9 | -2.9 | -12.8 | -15.4 | -16.0 | -12.8 | 1.7 | 4.2 | 0.4 | -5.9 | | |
| Change (QoQ %) | -12.8 | -7.8 | -5.7 | 11.6 | -13.4 | -4.2 | 10.0 | 14.3 | | | | |
| Total Expenditure | 29,147 | 31,552 | 28,302 | 29,043 | 25,840 | 26,469 | 25,738 | 31,374 | 1,18,044 | 1,09,421 | 27,757 | |
| EBITDA | 8,687 | 3,344 | 4,598 | 7,665 | 5,943 | 3,965 | 7,731 | 6,890 | 24,293 | 24,530 | 4,781 | 62 |
| Change (YoY %) | 49.6 | -70.3 | -61.4 | -52.6 | -31.6 | 18.6 | 68.2 | -10.1 | -46.2 | 1.0 | | |
| Change (QoQ %) | -46.3 | -61.5 | 37.5 | 66.7 | -22.5 | -33.3 | 95.0 | -10.9 | | | | |
| Interest | 39 | 41 | 42 | 7 | 23 | 40 | 21 | 36 | 129 | 119 | | |
| Depreciation | 1,497 | 1,537 | 1,571 | 2,554 | 1,697 | 1,862 | 1,538 | 1,935 | 7,158 | 7,031 | | |
| Other Income | 629 | 693 | 663 | 559 | 485 | 686 | 510 | 612 | 2,544 | 2,292 | | |
| PBT (before EO) | 7,781 | 2,459 | 3,648 | 5,663 | 4,709 | 2,750 | 6,682 | 5,531 | 19,550 | 19,672 | 3,455 | |
| EO (income) /exp | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| PBT (after EO) | 7,781 | 2,459 | 3,648 | 5,663 | 4,709 | 2,750 | 6,682 | 5,531 | 19,550 | 19,672 | 3,455 | |
| Total Tax | 1,994 | 758 | 910 | 444 | 1,215 | 687 | 1,797 | 1,395 | 4,105 | 5,095 | | |
| % Tax | 25.6 | 30.8 | 24.9 | 7.8 | 25.8 | 25.0 | 26.9 | 25.2 | 21.0 | 25.9 | | |
| PAT before MI and Asso. | 5,786 | 1,701 | 2,739 | 5,219 | 3,494 | 2,063 | 4,885 | 4,136 | 15,445 | 14,577 | 2,587 | |
| Minority interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Sh. of Associate | -207 | -447 | -175 | -269 | -156 | -189 | -179 | -146 | -1,098 | -670 | | |
| Reported PAT after MI and Asso. | 5,579 | 1,254 | 2,563 | 4,950 | 3,338 | 1,874 | 4,706 | 3,990 | 14,347 | 13,907 | 2,359 | |
| Adjusted PAT | 5,579 | 1,254 | 2,563 | 4,950 | 3,338 | 1,874 | 4,706 | 3,990 | 14,347 | 13,907 | 2,359 | 99 |
| Change (YoY %) | 60.4 | -83.2 | -69.2 | -51.7 | -40.2 | 49.4 | 83.6 | -19.4 | -51.4 | -3.1 | | |
| Change (QoQ %) | -45.6 | -77.5 | 104.4 | 93.1 | -32.6 | -43.9 | 151.2 | -15.2 | | | | |

Source: MOFSL, Company



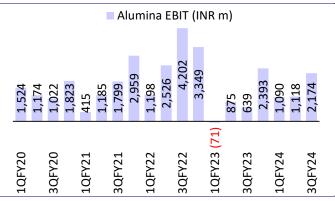
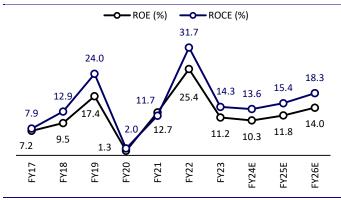


Exhibit 3: ROE and ROCE likely to improve going forward



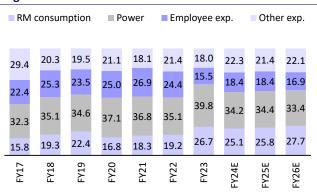
Source: MOFSL, Company

Source: MOFSL, Company Exhibit 4: Power as a % of total expenses expected to reduce

going forward

 $\widehat{\mathbb{C}}$

QFY20



Source: MOFSL, Company

Source: MOFSL, Company

Exhibit 5: Valuation and target price

| TP calculations | UoM | 2026E |
|-------------------|--------|----------|
| NACL EBITDA | INR m | 35,865 |
| EV/EBITDA (x) | х | 6.0 |
| Target EV | INR m | 2,15,188 |
| add: cash surplus | INR m | 49,086 |
| Equity Value | INR m | 2,64,273 |
| No of Shares o/s | m | 1,837 |
| Target Price | INR/sh | 140 |

Source: MOFSL

Exhibit 6: Summary of key changes to our estimates

| | | FY24E | | | | FY | 25E | FY26E | | | |
|---------|-------|-------|-----|----------|-----|-----|----------|-------|-----|----------|--|
| | UoM | New | Old | % change | New | Old | % change | New | Old | % change | |
| Revenue | INR b | 134 | 131 | 2.0% | 140 | 140 | 0.0% | 161 | 159 | 1.5% | |
| EBITDA | " | 25 | 21 | 19.3% | 29 | 28 | 3.7% | 36 | 33 | 7.1% | |
| PAT | " | 14 | 11 | 31.4% | 17 | 16 | 5.1% | 22 | 20 | 9.5% | |
| | | | | | | | | | - | | |

Source: MOFSL, Company

3QFY24

Exhibit 2: Aluminum EBIT (INR m) the highest in last three quarters Aluminum EBIT (INR m)

,483

3QFY22

3,999 7,879

LQFY22

5,892

1,582

3QFY21

470

IQFY21

(193)

3QFY20 (1,41

732

13,212 8,043

QFY23

.774

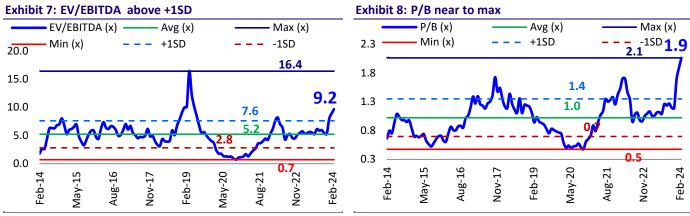
2,835

3QFY23

5,136

QFY24

MOTILAL OSWAL



Source: MOFSL, Company Data

Source: MOFSL, Company Data

Financials and valuations

| Income Statement | | | | | | | | | | INR m |
|--|--|--|--|--|--|---|---|---|---|---|
| Y/E March | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
| Net Sales | 75,430 | 95,094 | 1,14,993 | 84,718 | 89,558 | 1,41,808 | 1,42,337 | 1,33,951 | 1,40,327 | 1,61,155 |
| Change (%) | 10.7 | 26.1 | 20.9 | -26.3 | 5.7 | 58.3 | 0.4 | -5.9 | 4.8 | 14.8 |
| Total Expenses | 64,634 | 78,311 | 85,432 | 79,826 | 71,730 | 96,637 | 1,18,044 | 1,09,421 | 1,11,766 | 1,25,291 |
| EBITDA | 10,797 | 16,783 | 29,561 | 4,892 | 17,828 | 45,172 | 24,293 | 24,530 | 28,561 | 35,865 |
| % of Net Sales | 14.3 | 17.6 | 25.7 | 5.8 | 19.9 | 31.9 | 17.1 | 18.3 | 20.4 | 22.3 |
| Depn. & Amortization | 4,804 | 4,804 | 4,761 | 5,298 | 6,058 | 8,366 | 7,158 | 7,031 | 7,744 | 8,297 |
| EBIT | 5,993 | 11,979 | 24,800 | -406 | 11,770 | 36,806 | 17,135 | 17,499 | 20,817 | 27,567 |
| Net Interest | 27 | 20 | 24 | 57 | 71 | 231 | 129 | 119 | 71 | 0 |
| Other income | 4,075 | 3,008 | 3,259 | 2,726 | 1,466 | 2,974 | 2,544 | 2,292 | 2,791 | 2,791 |
| PBT before EO | 10,041 | 14,968 | 28,035 | 2,262 | 13,165 | 39,549 | 19,550 | 19,672 | 23,536 | 30,358 |
| EO income | 410 | 5,423 | -649 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| PBT after EO | 10,450 | 20,3 91 | 27,386 | 2,262 | 13,165 | 39,549 | 19,550 | 19,672 | 23,536 | 30,358 |
| Current tax | 2,195 | 6,964 | 10,075 | 880 | 170 | 10,029 | 4,105 | 5,095 | 5,912 | 7,626 |
| Deferred tax | 767 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Tax | 2,962 | 6,964 | 10,075 | 880 | 170 | 10,029 | 4,105 | 5,095 | 5,912 | 7,626 |
| Rate (%) | 28.3 | 34.2 | 36.8 | 38.9 | 1.3 | 25.4 | 21.0 | 25.9 | 25.1 | 25.1 |
| PAT before MI and sh. of Asso. | 7,488 | 13,426 | 17,311 | 1,382 | 12,995 | 29,520 | 15,445 | 14,577 | 17,624 | 22,732 |
| MI | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Sh. of Associates | -8.1 | -2.2 | 12.9 | -2.0 | -1.2 | 1.0 | -1,098.3 | -669.8 | -695.5 | -798.7 |
| Reported PAT after MI and sh. of Asso. | 7,480 | 13,424 | 17,324 | 1,380 | 12,994 | 29,521 | 14,347 | 13,907 | 16,929 | 21,934 |
| Adjusted PAT | 7,195 | 9,855 | 17,973 | 1,380 | 12,994 | 29,521 | 14,347 | 13,907 | 16,929 | 21,934 |
| Change (%) | 0.8 | 37.0 | 82.4 | -92.3 | 841.4 | 127.2 | -51.4 | -3.1 | 21.7 | 29.6 |
| Balance Sheet Y/E March | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | INR m 2026E |
| Share Capital | 9,665 | 9,665 | 9,328 | 9,328 | 9,183 | 9,183 | 9,183 | 9,183 | 9,183 | 9,183 |
| Reserves | 92,387 | 95,384 | 95,517 | 90,553 | | 1,16,341 | | , | | |
| Net Worth | | 1,05,048 | | | | 1,10,541 1,25,524 | | | | |
| Minority Interest | 1,02,032 | 1,05,040 | 1,04,045 | 33,001 | 1,00,807 | 1,25,524 | 1,51,204 | 1,30,030 | 1,49,007 | 1,05,554 |
| Total Loans | 511 | 450 | 668 | 123 | 461 | 207 | 478 | 408 | -1 | -1 |
| Deferred Tax Liability | 12,456 | 11,515 | 11,307 | 10,606 | 8,937 | 8,682 | 9,578 | 9,578 | 9,578 | 9,578 |
| Capital Employed | | | 1,16,820 | | | | | | | |
| Gross Block | 80,489 | 85,022 | 91,154 | | | 1,10,486 | | | | |
| Less: Accum. Deprn. | 9,044 | 13,627 | 18,297 | 23,312 | 28,900 | 37,054 | 43,889 | 50,920 | 58,664 | 66,961 |
| Net Fixed Assets | 71,444 | | 72,857 | 74,848 | 76,605 | 73,432 | 73,028 | 70,497 | 71,753 | 72,456 |
| Capital WIP | 5,660 | | 8,827 | 14,267 | 15,755 | 22,348 | 32,689 | 33,189 | 34,189 | 35,189 |
| Investments | 389 | | 1,758 | 2,773 | | | 2,132 | 2,132 | 2,132 | 2,132 |
| investments | 505 | 1,170 | 1,750 | | 51,614 | | 68,417 | | | 1,01,732 |
| Curr Accots | 67 517 | 64 415 | 68 038 | 52 600 | | | | | | |
| Curr. Assets | 67,517 | | 68,028 | 53,609 | | | | 78,727 | | |
| Inventories | 11,559 | 11,941 | 12,100 | 16,969 | 14,763 | 16,462 | 18,402 | 19,520 | 20,449 | 23,484 |
| Inventories Account Receivables | 11,559 1,843 | 11,941 2,581 | 12,100 2,406 | 16,969 1,401 | 14,763 1,474 | 16,462 753 | 18,402 913 | 19,520 1,101 | 20,449 1,153 | 23,484 1,325 |
| Inventories Account Receivables Cash and Bank Balance | 11,559 1,843 35,084 | 11,941 2,581 33,619 | 12,100 2,406 35,772 | 16,969 1,401 20,355 | 14,763 1,474 19,982 | 16,462 753 37,701 | 18,402 913 22,631 | 19,520 1,101 33,196 | 20,449 1,153 39,176 | 23,484 1,325 46,954 |
| Inventories Account Receivables Cash and Bank Balance Others | 11,559 1,843 35,084 19,031 | 11,941 2,581 33,619 16,274 | 12,100 2,406 35,772 17,750 | 16,969 1,401 20,355 14,884 | 14,763 1,474 19,982 15,396 | 16,462 753 37,701 18,950 | 18,402 913 22,631 26,471 | 19,520 1,101 33,196 24,911 | 20,449 1,153 39,176 26,097 | 23,484 1,325 46,954 29,970 |
| Inventories Account Receivables Cash and Bank Balance Others Curr. Liability & Prov. | 11,559 1,843 35,084 19,031 29,992 | 11,941 2,581 33,619 16,274 29,126 | 12,100 2,406 35,772 17,750 34,650 | 16,969 1,401 20,355 14,884 34,886 | 14,763 1,474 19,982 15,396 30,900 | 16,462 753 37,701 18,950 38,343 | 18,402 913 22,631 26,471 34,947 | 19,520 1,101 33,196 24,911 35,664 | 20,449 1,153 39,176 26,097 36,305 | 23,484 1,325 46,954 29,970 38,398 |
| Inventories Account Receivables Cash and Bank Balance Others Curr. Liability & Prov. Account Payables | 11,559 1,843 35,084 19,031 29,992 8,641 | 11,941 2,581 33,619 16,274 29,126 9,774 | 12,100 2,406 35,772 17,750 34,650 13,069 | 16,969 1,401 20,355 14,884 34,886 7,956 | 14,763 1,474 19,982 15,396 30,900 9,772 | 16,462 753 37,701 18,950 38,343 14,807 | 18,402 913 22,631 26,471 34,947 12,743 | 19,520 1,101 33,196 24,911 35,664 13,460 | 20,449 1,153 39,176 26,097 36,305 14,101 | 23,484 1,325 46,954 29,970 38,398 16,194 |
| Inventories Account Receivables Cash and Bank Balance Others Curr. Liability & Prov. Account Payables Provisions & Others | 11,559 1,843 35,084 19,031 29,992 8,641 21,351 | 11,941 2,581 33,619 16,274 29,126 9,774 19,352 | 12,100 2,406 35,772 17,750 34,650 13,069 21,581 | 16,969 1,401 20,355 14,884 34,886 7,956 26,930 | 14,763 1,474 19,982 15,396 30,900 9,772 21,128 | 16,462 753 37,701 18,950 38,343 14,807 23,536 | 18,402 913 22,631 26,471 34,947 12,743 22,204 | 19,520 1,101 33,196 24,911 35,664 13,460 22,204 | 20,449 1,153 39,176 26,097 36,305 14,101 22,204 | 23,484 1,325 46,954 29,970 38,398 16,194 22,204 |
| Inventories Account Receivables Cash and Bank Balance Others Curr. Liability & Prov. Account Payables | 11,559 1,843 35,084 19,031 29,992 8,641 21,351 37,525 | 11,941 2,581 33,619 16,274 29,126 9,774 19,352 35,290 | 12,100 2,406 35,772 17,750 34,650 13,069 | 16,969 1,401 20,355 14,884 34,886 7,956 26,930 18,723 | 14,763 1,474 19,982 15,396 30,900 9,772 21,128 20,714 | 16,462 753 37,701 18,950 38,343 14,807 23,536 35,522 | 18,402 913 22,631 26,471 34,947 12,743 22,204 33,470 | 19,520 1,101 33,196 24,911 35,664 13,460 22,204 43,063 | 20,449 1,153 39,176 26,097 36,305 14,101 22,204 50,570 | 23,484 1,325 46,954 29,970 38,398 16,194 22,204 63,334 |

Financials and valuations

| Ratios | | | | | | | | | | |
|---------------------------------------|---------|---------|-------------|---------|---------|----------|---------|--------|---------|---------|
| Y/E March | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
| Basic (INR) | | | | | | | | | | |
| EPS | 3.7 | 5.1 | 9.6 | 0.7 | 7.1 | 16.1 | 7.8 | 7.6 | 9.2 | 11.9 |
| Cash EPS | 6.4 | 9.4 | 11.8 | 3.6 | 10.4 | 20.6 | 11.7 | 11.4 | 13.4 | 16.5 |
| BV/Share | 52.8 | 54.3 | 56.2 | 53.5 | 58.2 | 68.3 | 71.5 | 75.6 | 81.2 | 89.0 |
| DPS | 2.8 | 5.7 | 5.8 | 1.5 | 3.5 | 6.5 | 4.5 | 3.8 | 4.1 | 4.5 |
| Payout (%) | 75.2 | 111.8 | 59.7 | 202.7 | 49.5 | 40.4 | 57.6 | 49.9 | 44.0 | 37.7 |
| Valuation (x) | | | | | | | | | | |
| P/E | 38.1 | 27.8 | 14.7 | 191.9 | 20.1 | 8.8 | 18.2 | 18.8 | 15.4 | 11.9 |
| Cash P/E | 22.3 | 15.1 | 12.0 | 39.7 | 13.7 | 6.9 | 12.1 | 12.5 | 10.6 | 8.6 |
| P/BV | 2.7 | 2.6 | 2.5 | 2.7 | 2.4 | 2.1 | 2.0 | 1.9 | 1.7 | 1.6 |
| EV/Sales | 3.2 | 2.5 | 2.0 | 2.9 | 2.7 | 1.6 | 1.7 | 1.7 | 1.6 | 1.3 |
| EV/EBITDA | 22.2 | 14.3 | 7.7 | 49.4 | 13.4 | 4.9 | 9.7 | 9.2 | 7.7 | 5.9 |
| Dividend Yield (%) | 2.0 | 4.0 | 4.0 | 1.1 | 2.5 | 4.6 | 3.2 | 2.7 | 2.9 | 3.2 |
| Return Ratios (%) | | | | | | | | | | |
| EBITDA Margins (%) | 14.3 | 17.6 | 25.7 | 5.8 | 19.9 | 31.9 | 17.1 | 18.3 | 20.4 | 22.3 |
| Net Profit Margins (%) | 9.5 | 10.4 | 15.6 | 1.6 | 14.5 | 20.8 | 10.1 | 10.4 | 12.1 | 13.6 |
| RoE | 7.2 | 9.5 | 17.4 | 1.3 | 12.7 | 25.4 | 11.2 | 10.3 | 11.8 | 14.0 |
| RoCE (pre-tax) | 7.9 | 12.9 | 24.0 | 2.0 | 11.7 | 31.7 | 14.3 | 13.6 | 15.4 | 18.3 |
| RoIC (pre-tax) | 8.0 | 16.3 | 34.6 | -0.6 | 15.6 | 49.5 | 22.1 | 21.3 | 25.5 | 32.1 |
| Working Capital Ratios | 0.0 | 2010 | 0.110 | 0.0 | 2010 | 1010 | | 22.0 | 2010 | 02.12 |
| Fixed Asset Turnover (x) | 0.9 | 1.1 | 1.3 | 0.9 | 0.8 | 1.3 | 1.2 | 1.1 | 1.1 | 1.2 |
| Asset Turnover (x) | 0.7 | 0.8 | 1.0 | 0.8 | 0.8 | 1.1 | 1.0 | 0.9 | 0.9 | 0.9 |
| Debtor (Days) | 9 | 10 | 8 | 6 | 6 | 2 | 2 | 3 | 3 | 3 |
| Inventory (Days) | 56 | 46 | 38 | 73 | 60 | 42 | 47 | 53 | 53 | 53 |
| Payable (Days) | 42 | 38 | 41 | 34 | 40 | 38 | 33 | 37 | 37 | 37 |
| Leverage Ratio (x) | .2 | | | | | | | | | |
| Current Ratio | 2.3 | 2.2 | 2.0 | 1.5 | 1.7 | 1.9 | 2.0 | 2.2 | 2.4 | 2.6 |
| | 2.0 | | 2.0 | 2.0 | | 2.0 | 2.0 | | | 2.0 |
| Cashflow Statement | | | | | | | | | | INR m |
| Y/E March | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
| · · · · · · · · · · · · · · · · · · · | | | | | | | | | | |
| Pre-tax profit | 9,639 | 20,388 | 27,399 | 2,262 | 12,995 | 29,514 | 14,347 | 19,672 | 23,536 | 30,358 |
| Depreciation | 4,804 | 4,804 | 4,761 | 5,298 | 6,058 | 8,366 | 7,158 | 7,031 | 7,744 | 8,297 |
| (Inc)/Dec in Wkg. Cap. | 1,217 | -178 | 3,274 | -9,071 | 3,819 | 3,942 | -4,169 | 971 | -1,527 | -4,987 |
| Tax paid | -2,184 | -4,825 | -10,209 | -1,005 | -975 | -7,555 | -7,467 | -5,095 | -5,912 | -7,626 |
| Others (incl Fin. Cost) | 884 | -5,524 | -1,137 | -971 | 93 | 5,316 | -786 | 119 | 71 | 0 |
| CF from Op. Activity | 14,359 | 14,666 | 24,089 | -3,486 | 21,990 | 39,584 | 9,083 | 22,699 | 23,913 | 26,043 |
| (Inc)/Dec in FA + CWIP | -7,781 | -8,374 | -7,680 | -8,578 | -12,188 | -12,829 | -12,962 | -5,000 | -10,000 | -10,000 |
| Free Cash Flow to firm | 6,578 | 6,292 | 16,409 | -12,064 | 9,802 | 26,755 | -3,880 | 17,699 | 13,913 | 16,043 |
| (Pur)/Sale of Investments | 20,490 | 3,188 | 1,272 | 15,953 | -2,511 | -15,700 | 11,189 | | | |
| Interest & div | 2,795 | 1,522 | 1,089 | 1,353 | 662 | 2,336 | -1,569 | | | |
| CF from Inv. Activity | 15,503 | -3,664 | -5,319 | 8,727 | -14,037 | -26,192 | -3,343 | -5,000 | -10,000 | -10,000 |
| Equity raised/(repaid) | -28,407 | 0 | -5,074 | 0 | -1,701 | 0 | 0 | 0 | 0 | 0 |
| Int. Paid | -4 | -1 | 0 | -9 | -33 | -124 | -15 | -119 | -71 | 0 |
| Debt raised/(repaid) | 511 | -61 | 218 | -579 | 338 | -254 | -37 | -70 | -408 | 0 |
| Dividend (incl. tax) | -8,259 | -10,934 | -12,451 | -6,185 | -4,606 | -11,020 | -9,183 | -6,945 | -7,453 | -8,265 |
| CF from Fin. Activity | -36,159 | -10,997 | -17,308 | -6,773 | -6,002 | -11,398 | -9,235 | -7,134 | -7,933 | -8,265 |
| (Inc)/Dec in Cash | -6,296 | 5 | 1,463 | -1,531 | 1,951 | 1,993 | -3,495 | 10,565 | 5,980 | 7,778 |
| Add: opening Balance | 6,544 | 248 | 254 | 1,716 | 185 | 2,135 | 4,128 | 633 | 11,198 | 17,178 |
| Closing cash balance | 248 | 254 | 1,716 | 185 | 2,135 | 4,128 | 633 | 11,198 | 17,178 | 24,956 |
| Dank Dalanca | 24 025 | 22.266 | 24.056 | 20 171 | 17.046 | 22 5 7 2 | 21 000 | 21 000 | 21 000 | 21 000 |

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20,171

20,355

17,846

19,982

33,573

37,701

21,998

22,631

21,998

33,196

21,998

39,176

34,056

35,772

34,835

35,084

33,366

33,619

Bank Balance

Closing Balance (incl. bank balance)

21,998

46,954

| 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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