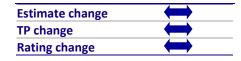


# **JSW Steel**



Motilal Oswal values your support in the Asiamoney Brokers Poll 2020 for India Research, Sales and Trading team. We request your ballot.



Bloomberg	JSTL IN
Equity Shares (m)	2,417
M.Cap.(INRb)/(USDb)	495.3 / 6.8
52-Week Range (INR)	297 / 133
1, 6, 12 Rel. Per (%)	-4/-16/-20
12M Avg Val (INR M)	2158

#### Financials & Valuations (INR b)

Y/E MARCH	2020	2021E	2022E
Sales	726.1	668.2	884.1
EBITDA	111.6	111.6	177.9
Adj. PAT	21.7	20.2	53.8
EBITDA Margin (%)	15.4	16.7	20.1
Adj. EPS (INR)*	9.0	8.4	22.4
EPS Gr. (%)	-71.6	-7.0	167.0
BV/Sh. (INR)	152.5	159.1	179.7
Ratios			
Net D:E	1.7	1.7	1.6
RoE (%)	6.1	5.4	13.2
RoCE (%)	4.5	4.2	7.4
Payout (%)	55.1	23.8	8.9
Valuations			
P/E (x)	22.7	24.4	9.1
P/BV (x)	1.3	1.3	1.1
EV/EBITDA(x)	10.1	10.4	6.6
Div. Yield (%)	2.0	1.0	1.0
FCF Yield (%)	3.2	8.1	9.0

#### \*Cons.

# Shareholding pattern (%)

	· · ·	•					
As On	Jun-20	Mar-20	Jun-19				
Promoter	43.1	42.7	42.3				
DII	5.4	4.9	3.8				
FII	16.0	17.7	19.6				
Others	35.5	34.7	34.4				
FII Includes depository receipts							

# CMP: INR205 TP: INR242 (+18%) Buy

# Weak domestic demand impacts profitability

# **Expected price hikes to improve margins**

- JSW Steel's (JSTL) 1QFY21 results reflect the adverse impact of COVID-19 on steel demand and prices as consol. EBITDA declined 55% QoQ to INR13.4b.
- We expect an increase in domestic steel prices, supported by improving domestic demand and international prices which should improve margins in 2QFY21. We maintain our FY21E/FY22E estimates. Maintain Buy.

### In-line; Lower volumes and realizations lead to EBITDA decline

- JSTL's consol. EBITDA was down 64% YoY (+55% QoQ) to INR13.4b (v/s est. INR13.0b) on lower volumes and realizations. It reported loss of INR5.6b (v/s profit of INR10.4b in 4QFY20 and est. loss of INR5.3b).
- Standalone (S/A) business suffered from weak domestic sales (down 58% YoY), forcing higher exports (up 133% YoY). Overall volumes still declined 25% YoY to 2.8mt (v/s est. 2.6mt).
- Realization declined 11% QoQ to INR36,892/t (v/s est. INR36,789/t) due to weaker mix on account of higher exports (57% volumes v/s 13% in 4QFY20) and adverse product mix (weaker auto demand, etc.).
- EBITDA/t declined 41% QoQ to INR5,122/t (v/s est. INR5,545/t), due to lower realization and negative operating leverage, which was offset by lower iron ore cost and other operating costs.
- Thus, standalone EBITDA declined 56% QoQ to INR14.3b (v/s est. INR14.4b).
- Subsidiaries' EBITDA loss shrunk to INR880m (v/s loss of INR2,450m in 4QFY20) on improved performance of Indian subsidiaries. However, loss from JSTL's three key overseas subsidiaries remained elevated at INR2.4b (v/s loss of INR3.05b in 4QFY20).
- Reported net debt increased by INR10b QoQ to INR545b. Net debt to EBITDA stood at 5.74x.

### Highlights from management commentary

- JSTL has informed that there were moderate price hikes in Jul'20. The company expects another round of price hikes in Aug'20. As a result, it expects improved realizations during 2QFY21. It also expects to benefit from lower coking coal prices to an extent of USD20-25/t of coking coal.
- The company has operationalized all its four mines in Odisha during Jul'20 post finalization of contracts with MDOs and transporters. It has also started dispatches from mines to Dolvi and Vijayanagar plants. It expects to produce 1.2mt during Jul'20 and ~17mt in FY21.
- JSTL has reiterated its FY21 production and sales guidance of 16.0mt and 15.0mt, respectively.
- Reported net debt increased by INR10b during 1QFY21 to INR545b (INR535b in end-FY20).

Amit Murarka - Research analyst (Amit.Murarka@motilaloswal.com)

Basant Joshi - Research analyst (Basant.Joshi@motilaloswal.com)

Motilal Oswal

## Valuation and view – Strong project pipeline to drive growth

We like JSTL given its strong project pipeline and cost reduction initiatives. On the domestic front, we expect the company to deliver above-industry volume growth in FY22E, driven by expansion. Margins should also improve, aided by better product mix. Any turnaround in its loss-making overseas operations could provide a further upside.

In the near term, we expect JSTL to tide over the disruptions caused by the COVID-19 pandemic, supported by higher exports, cost reductions, and capex curtailment. Although net debt is expected to rise to INR677b in FY22E (from INR639b in FY20), we expect it to decline subsequently as the capex phase ends and invested projects start generating cash flows. We value JSTL at 7.0x FY22E EV/EBITDA to arrive at TP of INR242/share. Maintain **Buy**.

Quarterly performance (consolidated) - INR m

Y/E March		FY	20			FY2	21E		FY20	FY21E		vs Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE	-		1QE	(%)
Net Sales	1,98,120	1,71,060	1,78,050	1,78,870	1,17,820	1,58,508	1,92,372	1,99,475	7,26,100	6,68,174	1,22,749	-4
Change (YoY %)	-3.4	-20.6	-12.4	-20.0	-40.5	-7.3	8.0	11.5	-14.3	-8.0	-38.0	
EBITDA	37,160	22,650	22,010	29,750	13,410	25,432	33,036	39,700	1,11,570	1,11,578	12,965	3
Change (YoY %)	-27.2	-53.8	-51.1	-33.0	-63.9	12.3	50.1	33.4	-41.1	0.0	-65.1	
EBITDA (INR per ton)	9,909	6,292	5,462	8,041	4,806	7,629	8,048	9,513	7,399	7,748	4,987	-4
EBITDA (USD per ton)	142	89	77	111	64	102	107	127	104	103	66	
Interest	10,420	11,270	10,600	10,360	10,160	10,253	10,348	10,633	42,650	41,394	10,455	-3
Depreciation	10,260	10,570	10,550	11,080	10,470	10,557	10,557	11,557	42,460	43,140	11,080	
Other Income	1,410	1,560	1,270	1,220	1,320	1,285	1,411	1,344	5,460	5,360	1,195	10
PBT (before EO Item)	17,890	2,370	2,130	9,530	-5,900	5,907	13,543	18,854	31,920	32,404	-7,375	-20
EO Items		26,160	2,500	-8,050					20,610			
PBT (after EO Item)	17,890	28,530	4,630	1,480	-5,900	5,907	13,543	18,854	52,530	32,404	-7,375	-20
Total Tax	7,620	3,020	2,490	-690	-610	2,083	4,363	5,926	12,440	11,762	-2,030	-70
% Tax	42.6	10.6	53.8	-46.6	10.3	35.3	32.2	31.4	23.7	36.3	27.5	
Reported PAT	10,270	25,510	2,140	2,170	-5,290	3,823	9,180	12,928	40,090	20,642	-5,345	-1
MI (Profit)/Loss	200	240	240	430	210	280	290	303	1,110	1,083	278	
Share of P/(L) of Ass.	-190	-150	-270	-290	-530	-310	-350	-370	-900	-1,560	-225	
Adjusted PAT	10,280	809	234	10,360	-5,610	3,794	9,120	12,861	21,683	20,165	-5,292	6
Change (YoY %)	-56.6	-96.2	-98.6	-32.0	-154.6	368.9	3,792.2	24.1	-71.6	-7.0	-151.5	



# Conference call takeaways

## 1QFY21 insights:

- The company operated at 80% capacity utilization during May-Jun'20.
- Steel sales volumes declined 24% QoQ to 2.80mt due to the COVID-19 pandemic. Exports consisted 57% of volumes - 1.48mt (up ~200% QoQ).
- Semis contributed 13% of sales volumes (v/s 4% in 4QFY20). Automotive sales declined 50% to 0.2mt, in line with overall decline in passenger and commercial vehicles.
- Indian subsidiaries contributed EBITDA of INR1.7b (v/s INR2.3b QoQ) whereas key overseas subsidiaries reported EBITDA loss of INR2.4b (v/s INR3.0b QoQ).
- Net sales realizations declined by INR4,800 QoQ, due to lower prices, higher exports and adverse product mix.
- Raw material cost benefitted due to lower iron ore prices during the quarter. Overall costs declined 4% QoQ.

MOTILAL OSWAL JSW Steel

## **Near-term outlook and guidance:**

- Domestic steel inventories have declined QoQ on the back of higher exports, which bode well for pricing in the domestic market.
- The company expects domestic steel demand to improve gradually in 2QFY21. As a result, it expects share of exports to remain low sequentially.
- JSTL has informed that were moderate price hikes in Jul'20. It expects another round of price hikes in Aug'20.
- The company expects NSR to improve in 2QFY21 on the back of improved product mix, lower exports and improved pricing.
- On the cost front, it expects to benefit on coking coal costs to an extent of USD20-25/t of coking coal and improved operating leverage.
- The company has reiterated its FY21 production and sales guidance of 16.0mt and 15.0mt, respectively.
- The company expects positive EBITDA contribution from its overseas subsidiaries from 4QFY21.

## Update on iron ore mines:

- The company operationalized all four mines in Odisha during Jul'20 post finalization of MDOs and transporters. It has started dispatches from mines to Dolvi and Vijayanagar plants. It expects to produce 1.2mt during Jul'20 and ~17mt in FY21.
- It expects to operationalize three more mines in Karnataka during the quarter, which would help the company produce ~7mt.
- The company has paid upfront fees of INR12.9b toward mines in Odisha, which would get offset against premium payable on iron ore extraction.

# Capex and project update:

- During 1QFY21, the company spent INR23.7b against its planned capex of INR90b for FY21.
- With improved availability of workforce at all locations, project execution work has ramped up slowly.
- The 8mtpa Pellet plant and Wire Rod mill at Vijayanagar are expected to be commissioned in 2QFY21. The CRM1 complex capacity expansion at Vijayanagar from 0.85MTPA to 1.80MTPA is expected to be commissioned progressively in 2QFY21 and 3QFY21, respectively.
- The 5MTPA Dolvi expansion, including the captive power plant and coke oven Phase 2, remain on track and is likely to get commissioned by end-FY21.
- Similarly, downstream modernization cum capacity enhancement projects at Vasind, Tarapur and Color coating line at Kalmeshwar are expected to be commissioned in 2HFY21.

# **Liquidity Position:**

- Reported Net-debt increased by INR10b during 1QFY21 to INR545b (INR535b at end-FY20).
- Revenue acceptances stood at USD1,307m whereas capital acceptances stood at USD364m.
- Net Debt/EBITDA stood at 5.74x at end-1QFY21 (v/s 4.5x at end-FY20).
- The company had liquidity of INR87.5b at end-1QFY21.

Motilal Oswal

# Update on Bhushan Power and Steel (BPSL) acquisition:

■ The erstwhile promoters of Bhushan Power and Steel (BPSL) and certain operational creditors have filed an Appeal before the Supreme Court against the NCLAT order declaring JSTL the winner of the bid process to acquire BPSL.

Management has informed that the BPSL transaction would not be consolidated with standalone operations and would be accounted under 'Equity Method'.

<b>Quarterly performan</b>	ce (standa	alone)									(IN	IR m)
Y/E March		FY	20		FY21				FY20	FY21E		vs Est
(Standalone)	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Net Sales	1,76,980	1,50,540	1,55,170	1,52,770	1,02,930	1,31,315	1,63,746	1,69,428	6,35,460	5,67,419	95,652	8
EBITDA	38,320	23,300	24,170	32,200	14,290	26,789	32,960	38,203	1,17,990	1,12,242	14,418	-1
Margin (%)	21.7	15.5	15.6	21.1	13.9	20.4	20.1	22.5	18.6	19.8	15.1	
Spreads	22,715	18,619	17,015	21,627	17,201	19,906	19,823	21,184	19,947	19,729	18,319	-6
Conv. cost	12,496	12,147	11,017	12,924	12,079	11,870	11,793	12,030	12,123	11,935	12,774	-5
EBITDA (INR/T)	10,219	6,472	5,998	8,703	5,122	8,036	8,030	9,154	7,824	7,794	5,545	-8
EBITDA (USD/T)	147	92	84	120	68	107	107	122	110	104	74	-8
Interest	10,050	10,750	9,880	9,540	9,330	9,423	9,518	9,803	40,220	38,074	9,635	-3
Depreciation	8,260	8,740	8,930	9,290	8,670	8,757	8,757	9,757	35,220	35,940	9,290	-7
Other Income	1,590	1,880	1,350	1,460	1,540	1,500	1,600	1,560	6,280	6,200	1,400	10
PBT (before EO Item)	21,600	5,690	6,710	14,830	-2,170	10,109	16,286	20,203	48,830	44,428	-3,107	-30
EO Items		26,160	2,500	-13,090					15,570			
PBT (after EO Item)	21,600	31,850	9,210	1,740	-2,170	10,109	16,286	20,203	64,400	44,428	-3,107	-30
Total Tax	7,210	2,680	2,300	1,260	-710	3,134	5,049	6,263	13,450	13,735	-963	
% Tax	33.4	8.4	25.0	72.4	32.7	31.0	31.0	31.0	20.9	30.9	31.0	
Reported PAT	14,390	29,170	6,910	480	-1,460	6,975	11,237	13,940	50,950	30,693	-2,144	-32
Pref. Dividend												
Adjusted PAT	14,390	4,440	5,177	13,570	-1,460	6,975	11,237	13,940	37,578	30,693	-2,144	-32
Change (YoY %)	-35.2	-80.3	-72.6	-22.2	-110.1	57.1	117.0	2.7	-53.7	-18.3	-114.9	

Source: Company, MOFSL

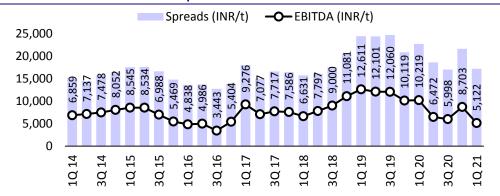
Exhibit 1: Operational performance - Standalone

Exhibit 1. Operational p	CHOHIIIa	iice sta	ilidalolic									
		FY2	20			FY2	21E		FY20	FY21		vs Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Production ('000 tons)	4,240	3,840	4,020	3,970	2,960	3,546	4,367	4,440	16,070	15,313	2,960	
Change (YoY %)	3.2	-8.1	-5.0	-4.8	-30.2	-7.6	8.6	11.8	28.0	-3.1	-34.8	
Change (QoQ %)	1.7	-9.4	4.7	-1.2	-25.4	19.8	23.1	1.7	-3.7	-4.7	-30.3	
Sales ('000 tons)	3,750	3,600	4,030	3,700	2,790	3,334	4,105	4,173	15,080	14,401	2,600	7
Change (YoY %)	-2.1	-9.1	9.5	-13.8	-25.6	-7.4	1.9	12.8	24.8	-2.6	-30.7	
Change (QoQ %)	-12.6	-4.0	11.9	-8.2	-24.6	19.5	23.1	1.7	-4.3	-4.5	-29.7	
Realization (INR/ton)	47,195	41,817	38,504	41,289	36,892	39,392	39,892	40,599	42,139	39,400	36,789	0
Change (YoY %)	-5.3	-16.0	-23.0	-10.1	-21.8	-5.8	3.6	-1.7	38.7	11.4	-22.0	
Change (QoQ %)	2.8	-11.4	-7.9	7.2	-10.6	6.8	1.3	1.8	-13.6	-6.5	-10.9	
EBITDA(INR/Ton)	10,219	6,472	5,998	8,703	5,122	8,036	8,030	9,154	7,824	7,794	5,545	-8
Change (YoY %)	-19.0	-46.5	-50.3	-14.0	-49.9	24.2	33.9	5.2	65.2	-0.9	-45.7	
Change (QoQ %)	1.0	-36.7	-7.3	45.1	-41.1	56.9	-0.1	14.0	-33.0	-0.4	-36.3	

Source: MOFSL, Company

MOTILAL OSWAL JSW Steel

**Exhibit 2: JSW Steel EBITDA and spreads** 



Source: MOFSL, Company

Exhibit 3: Quarterly performance (subsidiaries)

Exhibit 3: Qua	rterly pe	formance	e (subsidi	aries)							INR n	ı
Y/E March		FY2	.0		FY21E				FY20	FY21E		vs Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Net Sales	21,140	20,520	22,880	26,100	14,890	27,193	28,626	30,047	90,640	1,00,756	27,097	-45
EBITDA	-1,160	-650	-2,160	-2,450	-880	-1,357	76	1,497	-6,420	-664	-1,453	-39
JSW coated	1,720	1,530	1,340	910	280	774	1,235	1,556	5,500	3,845	405	-31
US Mills	139	-788	-897	-718	-855	-788	-630	-263	-2,264	-2,535	-788	9
Acero	-2,512	-2,224	-1,794	-1,463	-941	-1,183	-741	-267	-7,992	-3,132	-757	24
Aferpi	-328	-540	-784	-870	-578	-761	-388	-129	-2,522	-1,855	-528	9
others	-179	1,372	-25	-309	1,213	600	600	600	858	3,013	215	465
PAT	-4,110	-3,631	-4,943	-3,210	-4,150	-3,181	-2,117	-1,079	-15,894	-10,528	-3,148	32

Source: MOFSL, Company

Exhibit 4: Target price calculations -			INR m
Y/E March	2020	2021E	2022E
A. S/A volumes	15.1	14.4	18.0
B. EBITDA per ton	7,824	7,794	9,359
C. S/A EBITDA (AxB)	1,17,990	1,12,242	1,68,459
D. Sub. EBITDA	-6,420	-664	9,476
E. Cons. EBITDA (C+D)	1,11,570	1,11,578	1,77,935
F. Target EV/EBITDA (x)			7.0
G. Target EV (FxG)			12,47,326
less: Net Debt (Rs m)	6,39,300	6,64,059	6,77,120
Add: Non-current investments (at Book value)			9,740
Equity value			5,79,947
No. of shares			2,400
Equity value /sh.			242

Source: MOFSL

5

MOTILAL OSWAL JSW Steel

# **Financials and valuations**

Income statement (consolidated) Y/E March	2016	2017	2018	2019	2020	2021E	(INR m) 2022E
· ·							
Net sales	<b>4,18,789</b> -20.9	<b>5,56,046</b> 32.8	<b>7,00,870</b> 26.0	<b>8,47,570</b> 20.9	<b>7,26,100</b> -14.3	<b>6,68,174</b> -8.0	<b>8,84,14</b> 2
Change (%)		4,33,448	5,54,010				
Total Expenses  EBITDA	3,58,059	1,22,598		6,58,050 <b>1,89,520</b>	6,14,530	5,56,597	7,06,20
	60,730		1,46,860		1,11,570	1,11,578	1,77,93
% of Net Sales	14.5	22.0	21.0	22.4	15.4	16.7	20.3
Depn. & Amortization	31,879	35,154	33,870	40,410	42,460	43,140	50,22
EBIT Not Interest	28,851	<b>87,444</b>	1,12,990	1,49,110	69,110	68,438	1,27,70
Net Interest	33,027	37,681	37,010	39,170	42,650	41,394	53,994
Other income	1,682	1,521	1,670	2,040	5,460	5,360	5,414
PBT before EO	-2,494	51,284	77,650	1,11,980	31,920	32,404	79,129
EO income	-21,254	E4 204	5,730	4 44 000	20,610	22.404	70.42
PBT after EO	-23,748	51,284	83,380	1,11,980	52,530	32,404	79,129
Tax	-15,241	16,743	22,670	36,440	12,440	11,762	24,818
Rate (%)	64.2	32.6	27.2	32.5	23.7	36.3	31.4
Reported PAT	-8,508	34,541	60,710	75,540	40,090	20,642	54,310
Minority interests	950	64	990	1,150	1,110	1,083	1,083
Share of Associates	138	1,193	420	-300	-900	-1,560	-1,560
Preference dividend	279						
Adj. PAT (after MI & Asso)	-84	35,798	57,948	76,390	21,683	20,165	53,83
Change (%)	-100.5	-42,485	61.9	31.8	-71.6	-7.0	167.0
Balance sheet							(INR m)
Y/E March	2016	2017	2018	2019	2020	2021E	2022E
Share Capital	2,417	2,400	2,410	2,400	2,400	2,400	2,40
Reserves	1,85,032	2,400	2,77,570	3,45,550	3,63,590	3,79,433	4,28,94
Net Worth	1,87,449	2,24,070 2,26,470	2,77,570	3,43,950 3,47,950	3,65,990	3,81,833	4,28,34
	68	-2,460	-4,640	-4,500	-5,750	-5,750	-5,75
Minority Interest Total Loans	5,13,038	5,40,200	4,96,470	5,89,560	7,20,580	7,59,350	7,59,35
Deferred Tax Liability	39,123	29,900	25,560	37,770	16,770	22,051	31,04
	,	<b>7,94,110</b>		9,70,780			12,15,98
Capital Employed Gross Block	<b>7,39,678</b> 7,89,575	6,63,830	<b>7,97,370</b> 6,88,170	7,75,920	<b>10,97,590</b> 8,11,880	<b>11,57,484</b> 8,90,940	11,40,94
Less: Accum. Deprn.			1,09,690	1,49,480		2,34,140	
Net Fixed Assets	2,26,239	76,530			1,91,940		2,84,36
Capital WIP	<b>5,63,336</b> 69,040	<b>5,87,300</b> 43,630	5,78,480	<b>6,26,440</b>	6,19,940	<b>6,56,800</b>	<b>8,56,57</b>
	,	•	59,500	1,18,890	2,71,910	2,81,910	1,21,91
Investments	6,184	10,660 <b>2,38,460</b>	11,570	18,120	12,570	12,570	12,57
Curr. Assets	2,07,727		2,70,150	3,84,520	4,13,780	3,81,899	4,24,88
Inventory	84,034	1,13,950	1,25,940	1,45,480	1,38,640	1,34,464	1,76,90
Account Receivables	28,016	41,490	47,040	71,600	45,050	42,104	55,71
Cash and Bank Balance	7,340	17,850	13,750	62,690	1,20,050	95,291	82,23
Others	88,337	65,170	83,420	1,04,750	1,10,040	1,10,040	1,10,04
Curr. Liability & Prov.	1,06,610	85,940	1,22,330	1,77,190	2,20,610	1,75,695	1,99,95
Account Payables	37,125	38,460	69,110	59,310	76,900	75,055	99,31
Provisions & Others	69,485	47,480	53,220	1,17,880	1,43,710	1,00,640	1,00,64
Net Current Assets	1,01,117	1,52,520	1,47,820 7,97,370	2,07,330	1,93,170 10,97,590	2,06,204	2,24,93
Appl. of Funds	7,39,678	7,94,110		9,70,780		11,57,484	12,15,98

Appl. of Funds
E: MOFSL Estimates

MOTILAL OSWAL

# **Financials and valuations**

Y/E March	2016	2017	2018	2019	2020	2021E	2022E
Basic (INR)							
EPS		14.9	24.0	31.8	9.0	8.4	22.4
Cash EPS	9.7	29.0	39.2	48.3	34.4	26.6	43.6
BV/Share	77.5	94.4	116.2	145.0	152.5	159.1	179.7
DPS	1.1	0.8	2.3	3.3	4.1	2.0	2.0
Payout (%)		6.1	11.3	12.2	55.1	23.8	8.9
Valuation (x)							
P/E			8.5	6.4	22.7	24.4	9.1
Cash P/E			5.2	4.2	6.0	7.7	4.7
P/BV			1.8	1.4	1.3	1.3	1.1
EV/Sales			1.4	1.3	1.6	1.7	1.3
EV/EBITDA			6.7	5.6	10.1	10.4	6.6
Dividend Yield (%)			1.1	1.6	2.0	1.0	1.0
EV/ton			970	969	1,058	1,070	866
Return Ratios (%)							
EBITDA Margins (%)	14.5	22.0	21.0	22.4	15.4	16.7	20.1
Net Profit Margins (%)	(0.0)	6.4	8.3	9.0	3.0	3.0	6.1
RoE		17.4	22.8	24.4	6.1	5.4	13.2
RoCE (pre-tax)	2.7	7.9	9.6	11.3	4.5	4.2	7.4
RoIC (pre-tax)	3.0	8.5	10.6	13.5	6.0	6.1	9.7
Working Capital Ratios							
Fixed Asset Turnover (x)	0.5	0.8	1.0	1.1	0.9	0.7	0.8
Asset Turnover (x)	0.6	0.7	0.9	0.9	0.6	0.6	0.7
Debtor (Days)	24	27	24	31	23	23	23
Inventory (Days)	73	75	66	63	70	70	70
Creditors(Days)	32	25	36	26	41	41	41
Working Capital (Days)	65	77	54	68	52	52	52
Leverage Ratio (x)							
Current Ratio	1.9	2.8	2.2	2.2	2.3	2.2	2.1
Interest Cover Ratio	0.9	2.3	3.1	3.8	1.6	1.7	2.4
Debt/Equity	2.7	2.3	1.7	1.5	1.7	1.7	1.6

Cash flow statement (consolidated)							(INR m)
Y/E March	2016	2017	2018	2019	2020E	2021E	2022E
EBITDA	60,730	1,22,598	1,46,860	1,89,520	1,11,570	1,11,578	1,77,935
Non cash exp. (income)	2,172	-2,658	2,340	-1,080	11,440		
(Inc)/Dec in Wkg. Cap.	6,189	-38,690	-11,010	-15,810	16,390	977	-31,791
Tax Paid	-2,055	-2,370	-14,400	-26,300	-11,550	-6,481	-15,826
CF from Op. Activity	67,035	78,880	1,23,790	1,46,330	1,27,850	1,06,074	1,30,319
(Inc)/Dec in FA + CWIP	-51,787	-44,350	-47,360	-1,02,060	-1,28,100	-90,000	-90,000
(Pur)/sale of Invest.	-1	-2,940	90	2,510	850		
Acquisition in subs.		-1,470	-3,610	-14,270	1,000		
Int. & Dividend Income	631	1,180	1,260	1,580	5,130	5,360	5,414
Others	39	450	600	-2240	-74740		
CF from Inv. Activity	-51,118	-47,130	-49,020	-1,14,480	-1,95,860	-84,640	-84,586
Equity raised/(repaid)		20	-270	-1,530	60		
Debt raised/(repaid)	3,781	10,750	-39,920	66,540	1,10,750		
Dividend (incl. tax)	-3,536	-2,180	-6,550	-9,330	-11,950	-4,799	-4,799
Interest paid	-27,997	-35,690	-35,110	-38,150	-46,970	-41,394	-53,994
Other financing							
CF from Fin. Activity	-27,752	-27,100	-81,850	17,530	51,890	-46,193	-58,793
(Inc)/Dec in Cash	-11,835	4,650	-7,080	49,380	-16,120	-24,759	-13,061
Add: opening Balance	19,136	7,340	17,850	13,750	62,690	1,20,050	95,291
Regrouping etc	39	5,860	2,980	-440	73,480		
Closing Balance	7,340	17,850	13,750	62,690	1,20,050	95,291	82,230
E: MOESI Estimates							

E: MOFSL Estimates

MOTILAL OSWAL

# NOTES

Explanation of Investment Rating	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 within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Investment Advisory Services, Depository participant services & distribution of various financial products. MOFSL is a subsidiary company of Passionate Investment Management Pvt. Ltd.. (PIMPL). MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

A graph of daily closing prices of securities is available at <a href="www.nseindia.com">www.nseindia.com</a>. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

#### For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered brokerdealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

#### For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co.Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

# Specific Disclosures

- MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company. MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- Research Analyst has not served as director/officer/employee in the subject company
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- MOFSL has not received any compensation or other benefits from third party in connection with the research report
- MOFSL has not engaged in market making activity for the subject company

Motilal Oswal

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company
- received compensation/other benefits from the subject company in the past 12 months
- other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

#### **Analyst Certification**

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

#### Terms & Conditions

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

#### Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directled or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 71934200/ 022-71934263; Website <a href="https://www.motilaloswal.com.clin">www.motilaloswal.com.clin</a> no.: L67190MH2005PLC153397.Correspondence Office Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad(West), Mumbai- 400 064. Tel No: 022 7188 1000.

Registration Nos.: Motilal Oswal Financial Services Limited (MOFSL)\*: INZ000158836(BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN - 146822; Investment Adviser: INA000007100; Insurance Corporate Agent: CA0579;PMS:INP000006712. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP000000670); PMS and Mutual Funds are offered through MOAMC which is group company of MOFSL. Motilal Oswal Financial Services Limited is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs,Insurance Products and IPOs.Real Estate is offered through Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. which is a group company of MOFSL. Private Equity is offered through Motilal Oswal Private Equity Investment Advisors Pvt. Ltd which is a group company of MOFSL. Research & Advisory services is backed by proper research. Please read the Risk Disclosure Document prescribed by the Stock Exchanges carefully before investing. There is no assurance or guarantee of the returns. Investment in securities market is subject to market risk, read all the related documents carefully before investing. Details of Compliance Officer: Name: Neeraj Agarwal, Email ID: na@motilaloswal.com, Contact No.:022-71881085.

\* MOSL has been amalgamated with Motilal Oswal Financial Services Limited (MOFSL) w.e.f August 21, 2018 pursuant to order dated July 30, 2018 issued by Hon'ble National Company Law Tribunal, Mumbai Bench.