

Alkyl Amines

BUY

INSTITUTIONAL RESEARCH

INDUSTRY	CHEN	/IICALS		
CMP (as on 21	May 20	18)	Rs 702	
Target Price			Rs 900	
Nifty			10,517	
Sensex			34,616	
KEY STOCK DATA	\			
Bloomberg			AACL IN	
No. of Shares (mr		20		
MCap (Rs bn) / (\$		14/210		
6m avg traded va	mn)	11		
STOCK PERFORM	IANCE (%)		
52 Week high / lo	ow	Rs 7	790/360	
	3M	6M	12M	
Absolute (%)	13.0	18.6	76.6	
Relative (%)	10.8	15.2	62.9	
SHAREHOLDING	PATTER	N (%)		
Promoters			74.19	
FIs & Local MFs			0.01	
FPIs			1.55	
Public & Others			24.25	
Source : BSE				

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Time to reap benefits from the capex gone by!

Alkyl Amines reported a strong 4QFY18 with Sales/EBITDA/PAT growing by 32.7%/86.0%/112.9% to Rs 1.74 bn/Rs 404mn/Rs 233mn. AACL reported numbers ahead of our expectations due to a better mix and higher realizations of some of its key products (Acetonitrile realizations were up 15.8% YoY to Rs 150/kg).

- We expect volume growth of 10-12% in FY19E and FY20E which will be driven by higher utilization (~70% by end of FY19E) of newly commenced Methyl Amines plant (of 30,000 MTPA) in Dahej coupled with benefits coming from the Patalganga plant which is expected to provide flexibility in manufacturing Methyl & Ethyl amine derivatives. We upgrade our FY19E and FY20E Sales/EBITDA/PAT estimates by 14.7%/22.9%/24.7% and 14.4%/23.6%/28.1% respectively.
- AACL's Methyl Amines plant of 30,000 MTPA has commenced operations in March-18.AACL was constrained by Methyl Amines capacity of a mere 15,000 MTPA (1/3rd of its competitor) in Patalganga, Maharashtra. Doubling its Methyl Amine capacity is

likely to render AACL in entering niche Methyl Amine derivatives thereby improving its margins.

AACL is expected to generate cumulative operating cash-flows of ~Rs 2.56 bn from FY19E-21E as we expect AACL to enter the next leg of capex to expand its Acetonitrile facility. We also expect the company to reduce its total debt by ~ Rs 550mn. We maintain Buy on Alkyl Amines and value AACL at 22.0x FY20E EPS with a target price of Rs 900/share.

Key highlights

- Gross margins improved by 300 bps YoY despite an increase in Methanol and Ammonia prices (15.5% YoY to Rs 33.5/kg and 21.0% YoY to Rs 29.0/kg) due to a better product mix and higher realizations of some of the key products.
- The company has commenced operations of its Methyl Amines plant in March-18 and it is expected to reach 70% utilization by the end of FY19E. Methyl Amines capacity expansion is likely to aid AACL in entering niche Methyl Amine derivatives, ergo aiding EBITDA margin expansion to the tune of ~200 bps.

Financial Summary

(Rs mn)	4QFY18	4QFY17	YoY (%)	3QFY18	QoQ (%)	FY17	FY18	FY19E	FY20E
Net Sales	1,741	1,311	32.7	1,531	13.7	5,006	6,162	7,124	7,847
EBITDA	404	217	86.0	267	51.1	917	1,164	1,357	1,498
APAT	233	109	112.9	150	55.3	496	643	748	841
Diluted EPS (Rs)	11.4	5.4	112.9	7.3	55.4	24.3	31.5	36.7	41.2
P/E (x)						18.5	22.2	19.1	17.0
EV / EBITDA (x)						11.3	13.5	11.6	10.3
RoE (%)						22.3	23.7	23.0	21.8



Volume growth for 4QFY18 was between 10-15%.

We expect EBITDA Margins to be at ~19% for FY19E and FY20E.

Quarterly Financials Snapshot

Particulars (Rs mn)	4QFY18	4QFY17	YoY (%)	3QFY18	QoQ (%)	FY17	FY18	YoY(%)	FY19E	YoY(%)	FY20E
Net Sales	1,741	1,311	32.7	1,531	13.7	5,006	6,162	23.1	7,124	15.6	7,847
Raw Material Expenses	903	720	25.5	852	6.0	2,633	3,342	26.9	3,845	15.0	4,245
Employee Expenses	111	88	26.3	101	10.8	382	420	9.9	470	12.0	527
Other Expenses	322	286	12.7	312	3.5	1,074	1,235	15.0	1,451	17.5	1,578
EBITDA	404	217	86.0	267	51.1	917	1,164	27.0	1,357	16.5	1,498
EBITDA Margin (%)	23.2	16.6		17.5		18.3	18.9		19.0		19.1
Depreciation	40	40	(1.2)	39	2.3	143	157	9.7	195	24.5	212
EBIT	364	177	105.9	228	59.5	784	1,039	32.5	1,196	15.1	1,324
Other Income	3	7	(48.4)	16	(79.0)	10	32	214.0	35	10.0	38
Interest Cost	25	20	23.2	16	51.3	56	82	45.1	98	20.5	90
PBT	342	163	110.1	228	50.3	728	958	31.6	1,098	14.7	1,234
Tax	109	53	104.5	78	40.7	232	315	35.8	350	11.1	393
RPAT	233	109	112.9	150	55.3	496	643	29.6	748	16.4	841
EO Items (Adj For Tax)	-	-	-	-	-					-	
APAT	233	109	112.9	150	55.3	496	643	29.6	748	16.4	841
AEPS	11.4	5.4	112.9	7.3	55.4	24.3	31.5	29.6	36.7	16.4	41.2

Source: Company, HDFC sec Inst Research

Margin Analysis

That girl 7 that you					
Margin Analysis (% of Net Sales)	4QFY18	4QFY17	YoY (bps)	3QFY18	QoQ (bps)
Raw Material Expenses % Net Sales	51.9	54.9	(301)	55.6	(377)
Employee Expenses % Net Sales	6.4	6.7	(33)	6.6	(16)
Other Expenses % Net Sales	18.5	21.8	(330)	20.3	(182)
EBITDA Margin (%)	23.2	16.6	664	17.5	<i>575</i>
Tax Rate (%)	31.9	32.8	(88)	34.1	(218)
APAT Margin (%)	13.4	8.3	504	9.8	359



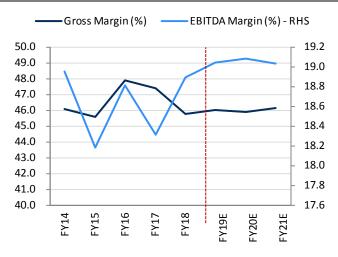
Patalganga, Maharashtra facility is likely to be converted into a swing facility and can manufacture Ethyl Amines and derivatives, Methyl Amines and derivatives and niche products like Morpholine.

We expect the company to reduce its total debt by \sim Rs 550mn.

Methanol, Ammonia and Ethanol are key raw material to be tracked.

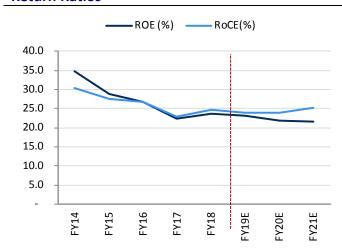
Quarterly Performance

Margin Profile



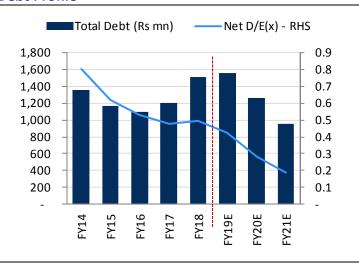
Source: Company, HDFC sec Inst Research

Return Ratios



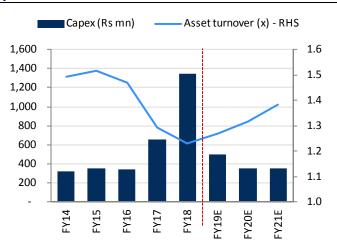
Source: Company, HDFC sec Inst Research

Debt Profile



Source: Company, HDFC sec Inst Research

Capex and Asset turns





Anti dumping duty on Mono Iso Propyl Amine is in place, AACL has a capacity of ~10,000 MTPA of Mono Iso Propyl Amine.

Blended Methyl Amines realizations are ~ Rs 85/kg, while that of Ethyl Amines are ~Rs 130/kg.

Assumptions

Product Group/Raw Material	FY17	FY18	FY19E	FY20E	FY21E
Methyl Chain(Rs mn)	1,218	1,508	1,699	1,891	2,105
Growth (%)	-	23.8	12.7	11.3	11.3
Ethyl Chain (Rs mn)	1,977	1,827	1,871	1,888	1,945
Growth (%)	(3.6)	(7.6)	2.4	0.9	3.1
Acetonitrile (Rs mn)	1,165	1,683	2,228	2,624	3,218
Growth (%)	27.4	44.5	32.4	17.8	22.6
Methanol (Rs/kg)	18.5	31.4	33.2	33.2	32.5
Ethanol (Rs/kg)	34.0	29.4	32.8	32.8	32.2
Acetic Acid (Rs/kg)	32.7	33.1	34.6	34.6	33.9
Ammonia (Rs/kg)	23.1	29.4	32.8	32.8	32.2

Source: Company, HDFC sec Inst Research

Change in estimates

	FY19 Old	FY19 New	YoY Gr (%)	FY20 Old	FY20 New	YoY Gr (%)
Net Sales	6,212	7,124	14.7	6,859	7,847	14.4
EBIDTA	1,104	1,357	22.9	1,212	1,498	23.6
APAT	600	748	24.7	656	841	28.1

Source: HDFC sec Inst Research

Peer Valuation

Particulars	Мсар	Mcap CMP Bating TD		EPS (Rs)		P/E (x)		EV/EBITDA (x)		RoE %						
Particulars	(Rs bn) ((Rs/sh)	Rating TP	FY18	FY19E	FY20E	FY18E	FY19E	FY20E	FY18E	FY19E	FY20E	FY18E	FY19E	FY20E	
Alkyl Amines	14.3	700	BUY	900	31.5	36.7	41.2	22.2	19.1	17.0	13.5	11.6	10.3	23.7	23.0	21.8
Balaji Amines	19.2	595	BUY	725	34.7	38.6	43.2	17.1	15.4	13.8	11.1	9.2	8.0	23.2	19.5	18.2

Source: HDFC sec Inst Research



Income Statement

(Rs mn)	FY16	FY17	FY18	FY19E	FY20E
Net Revenues	4,836	5,006	6,162	7,124	7,847
Growth (%)	1.5	3.5	23.1	15.6	10.2
Material Expenses	2,604	2,623	3,238	3,845	4,245
Change In Inventories	(85)	10	104	-	-
Employee Expenses	347	382	420	470	527
Other Operating Expenses	1,060	1,074	1,235	1,451	1,578
EBITDA	910	917	1,164	1,357	1,498
EBITDA Margin (%)	18.8	18.3	18.9	19.0	19.1
EBIDTA Growth (%)	5.1	0.8	27.0	16.5	10.4
Depreciation	129	143	157	195	212
EBIT	781	774	1,008	1,162	1,286
Other Income (Including EO Items)	24	10	32	35	38
Interest	80	56	81	98	90
PBT	725	728	958	1,098	1,234
Tax	226	232	315	350	393
RPAT	499	496	643	748	841
Mionority Interest					
EO (Loss) / Profit (Net Of Tax)					
APAT	499	496	643	748	841
APAT Growth (%)	9.8	(0.5)	29.6	16.4	12.3
AEPS	24.4	24.3	31.5	36.7	41.2
EPS Growth (%)	9.8	(0.5)	29.6	16.4	12.3

Source: Company, HDFC sec Inst Research

Balance Sheet

(Rs mn)	FY16	FY17	FY18	FY19E	FY20E
SOURCES OF FUNDS					
Share Capital	102	102	102	102	102
Reserves	1,893	2,349	2,869	3,435	4,069
Total Shareholders Funds	1,995	2,451	2,972	3,537	4,172
Long-term Debt	447	662	1,058	1,058	808
Short-term Debt	652	545	452	502	452
Total Debt	1,099	1,207	1,510	1,560	1,260
Minority Interest					
Long-term Provisions & Others	27	70	117	117	117
Net Deferred Tax Liability	286	327	405	405	405
TOTAL SOURCES OF FUNDS	3,406	4,056	5,003	5,618	5,953
APPLICATION OF FUNDS					
Net Block	1,871	2,201	3,552	3,891	4,074
CWIP	161	348	184	150	105
Goodwill					
Investments	23	23	14	14	14
LT Loans & Advances	141	282	174	174	174
Other Non Current Assets	29	4	62	62	62
Total Non-current Assets	2,226	2,858	3,987	4,292	4,430
Inventories	632	1,114	852	1,073	1,182
Debtors	903	973	1,238	1,405	1,548
Cash & Equivalents	43	34	32	62	87
ST Loans & Advances	246	164	4	4	4
Other Current Assets	15	11	258	258	258
Total Current Assets	1,838	2,297	2,384	2,803	3,079
Creditors	438	805	672	781	860
Other Current Liabilities	220	293	696	696	696
Total Current Liabilities	658	1,098	1,368	1,477	1,556
Net Current Assets	1,180	1,199	1,016	1,326	1,523
TOTAL APPLICATION OF FUNDS	3,406	4,056	5,003	5,618	5,953



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Cash Flow

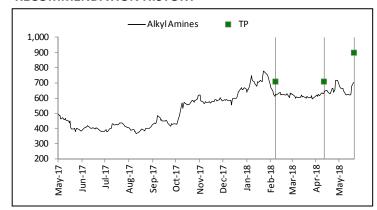
(Rs mn)	FY16	FY17	FY18	FY19E	FY20E
Reported PBT	725	728	958	1,098	1,234
Non-operating & EO Items	(17)	(7)	(22)	(24)	(26)
Interest Expenses	80	56	81	98	90
Depreciation	129	143	157	195	212
Working Capital Change	37	(80)	49	(280)	(172)
Tax Paid	(226)	(232)	(315)	(350)	(393)
OPERATING CASH FLOW (a)	728	608	909	738	944
Capex	(345)	(659)	(1,344)	(500)	(350)
Free Cash Flow (FCF)	382	(51)	(435)	238	594
Investments	(0)	-	8	-	-
Non-operating Income	-	-	-	-	-
Others	(141)	85	54	-	-
INVESTING CASH FLOW (b)	(486)	(574)	(1,282)	(500)	(350)
Debt Issuance/(Repaid)	(185)	47	484	50	(300)
Interest Expenses	(80)	(56)	(81)	(98)	(90)
FCFE	(266)	(10)	402	(48)	(390)
Share Capital Issuance	-	-	-	-	-
Dividend	(110)	(126)	(176)	(183)	(206)
Others	99	91	145	24	26
FINANCING CASH FLOW (c)	(277)	(44)	372	(208)	(570)
NET CASH FLOW (a+b+c)	(35)	(9)	(1)	30	24
EO Items, Others					
Closing Cash & Equivalents	43	34	32	62	87

Source: Company, HDFC sec Inst Research

Key Ratios

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KEY RATIOS	FY16	FY17	FY18	FY19E	FY20E
PROFITABILITY (%)					
GPM	47.9	47.4	45.8	46.0	45.9
EBITDA Margin	18.8	18.3	18.9	19.0	19.1
EBIT Margin	16.6	15.7	16.9	16.8	16.9
APAT Margin	10.3	9.9	10.4	10.5	10.7
RoE	26.6	22.3	23.7	23.0	21.8
Core RoCE	26.9	23.2	24.5	24.0	23.9
RoCE	26.8	23.0	24.7	23.8	23.9
EFFICIENCY					
Tax Rate (%)	31.2	31.9	31.9	31.9	31.9
Asset Turnover (x)	1.5	1.3	1.2	1.3	1.3
Inventory (days)	48	81	50	55	55
Debtors (days)	68	71	73	72	72
Other Current Assets (days)	1	1	15	13	12
Payables (days)	26	35	41	36	32
Other Current Liab & Prov (days)	26	35	41	36	32
Cash Conversion Cycle (days)	58	60	58	65	67
Net Debt/EBITDA (x)	1.2	1.3	1.3	1.1	0.8
Net D/E	0.5	0.5	0.5	0.4	0.3
Interest Coverage	10.0	14.0	12.8	12.2	14.7
PER SHARE DATA					
EPS (Rs/sh)	24.4	24.3	31.5	36.7	41.2
CEPS (Rs/sh)	30.7	31.3	39.2	46.2	51.6
DPS (Rs/sh)	4.4	5.0	7.0	7.3	8.2
BV (Rs/sh)	97.7	120.1	145.6	173.3	204.4
VALUATION					
P/E	12.9	18.5	22.2	19.1	17.0
P/BV	3.2	3.8	4.8	4.0	3.4
EV/EBITDA	8.2	11.3	13.5	11.6	10.3
Dividend Yield (%)	1.4	1.1	1.0	1.0	1.2

RECOMMENDATION HISTORY



Date	CMP	Reco	Target
8-Feb-18	603	BUY	710
12-Apr-18	630	BUY	710
21-May-18	702	BUY	900

Rating Definitions

BUY : Where the stock is expected to deliver more than 10% returns over the next 12-month period

NEUTRAL : Where the stock is expected to deliver (-)10% to 10% returns over the next 12-month period

SELL : Where the stock is expected to deliver less than (-)10% returns over the next 12-month period



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