

June 23, 2021

## **Q4FY21 Result Update**

☑ Change in Estimates | ☑ Target | ☑ Reco

## **Change in Estimates**

	Cui	rrent	Pre	vious
	FY22E	FY23E	FY22E	FY23E
Rating	В	UY	ACCU	MULATE
Target Price	2	208		110
Sales (Rs. m)	164,921	192,866	154,707	176,820
% Chng.	6.6	9.1		
EBITDA (Rs. m	n) 34,947	41,833	29,688	34,816
% Chng.	17.7	20.2		
EPS (Rs.)	10.2	12.2	8.4	9.9
% Chng.	21.1	23.6		

## **Key Financials - Standalone**

Y/e Mar	FY20	FY21	FY22E	FY23E
Sales (Rs. m)	129,211	140,638	164,921	192,866
EBITDA (Rs. m)	27,301	31,811	34,947	41,833
Margin (%)	21.1	22.6	21.2	21.7
PAT (Rs. m)	17,938	20,654	24,865	29,825
EPS (Rs.)	7.4	8.5	10.2	12.2
Gr. (%)	(6.9)	15.1	20.4	19.9
DPS (Rs.)	2.4	4.0	3.3	3.9
Yield (%)	1.4	2.4	1.9	2.3
RoE (%)	19.0	20.0	21.3	22.1
RoCE (%)	25.2	27.2	26.7	27.6
EV/Sales (x)	3.1	2.7	2.3	1.9
EV/EBITDA (x)	14.5	12.0	10.7	8.7
PE (x)	22.9	19.9	16.5	13.8
P/BV (x)	4.2	3.8	3.3	2.8

Key Data	BAJE.BO   BHE IN
52-W High / Low	Rs.170 / Rs.81
Sensex / Nifty	52,306 / 15,687
Market Cap	Rs.411bn/ \$ 5,527m
Shares Outstanding	2,437m
3M Avg. Daily Value	Rs.4407.06m

## **Shareholding Pattern (%)**

Promoter's	51.14
Foreign	10.25
Domestic Institution	31.30
Public & Others	7.31
Promoter Pledge (Rs bn)	-

### Stock Performance (%)

	1M	6M	12M
Absolute	6.9	46.0	102.3
Relative	3.3	29.6	37.0

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# **Bharat Electronics (BHE IN)**

Rating: BUY | CMP: Rs169 | TP: Rs208

## Strong quarter; Robust Outlook

## **Quick Pointers:**

- Strong execution and cost rationalization measures led margin expansion by 299bps YoY to 28.5%; OI of ~Rs155bn in FY21 despite pandemic.
- Given strong order backlog and tender pipeline, management guided revenue growth of 15-17% with EBIDTA margin of 20-22%.

Bharat Electronic (BEL) reported stellar quarterly performance above our and street estimates, led by strong execution and cost optimization measures. Revenue grew 19% YoY mainly due to strong execution in large value projects such as Akash weapon system and LRSAM. Despite pandemic, OI came in at Rs155mn (up 17%) in FY21. Ordering pipeline remains robust across segments such as electronic warfare system (~Rs150bn opportunity size), army equipment's like Akash weapon system, QRSAM, LRSAM, MRSAM (Rs250-300bn) and naval equipments like surveillance system, radars, navigation system (~Rs150-200bn) etc. Given strong bid pipeline (~Rs250bn), management guided OI of Rs150-170bn with healthy revenue growth of 15-20% YoY and EBITDA margins in 20-22% range for FY22. Apart from gaining market share in defense segment, management is also diversifying in non-defense verticals such as EV, metros, electronic warfare, healthcare, etc. expecting to reach 25% of total revenues over next 2-3 years.

Given 1) strong order backlog, 2) tender pipeline, 3) diversification into newer business verticals like EV, ventilator, oxygen concentrator, dialysis, metros, aerospace, etc. and 4) solid management guidance we have revised upwards our earnings estimate by 21%/24% for FY22/FY23E. The stock is currently trading at 16.5x/13.8x FY22E/23E. We roll over to FY23 estimates and upgrade to 'Buy' rating on the stock from Accumulate, with revised TP of Rs208 (Rs110 earlier). Further we have raised our PE multiple to 17x (avg. of 10 years) from 13x earlier given improved visibility on order inflows, ramp up in execution and diversification into newer business vertical.

Strong execution and cost optimization measures boost margin: Sales reported strong growth of 19% YoY to Rs69bn vs (PLe ~Rs65.3bn) driven by healthy execution. EBITDA grew by 32.9% YoY to Rs19.7bn vs (PLe ~Rs12.5bn) with EBITDA margins expanding by 299 bps YoY to 28.5% due to lower employee cost (down 16.8% YoY) and other expenses (down 10.4% YoY). PBT was up 36.5% YoY to Rs19.3bn, led by higher other income (up 102% YoY) and strong operating performance. PAT came in at Rs13.5bn (up 30.7% YoY) vs (PLe~Rs9.6bn).

**Strong order book provides revenue visibility:** Despite pandemic OI came in at Rs155nm (up 17%) in FY21. Given healthy pipeline, management guided for order inflows to the tune of Rs150-170bn (Army and Navy Rs40bn-50bn. Airforce Rs80-90bn and Non-defence Rs20-30bn). OB stands strong at Rs534bn (3.8x TTM revenue) of which smart city and home land security orders stand at Rs50bn plus.

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Exhibit 1: Cost optimization measures boost margin

Y/e March	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	YoY gr. (%)	QoQ gr. (%)	FY21	FY20	YoY gr. (%)
Revenue	58,058	16,706	31,887	22,962	69,083	19.0	200.9	140,638	129,211	8.8
Total Revenues	58,058	16,706	31,887	22,962	69,083	19.0	200.9	140,638	129,211	8.8
Expenditure	43,233	15,239	25,652	18,559	49,378	14.2	166.1	108,827	101,910	6.8
as % of sales	74.5	91.2	80.4	80.8	71.5			77.4	78.9	
Consumption of RM	33,130	8,234	17,540	11,811	40,693	22.8	244.5	78,278	71,052	10.2
as % of sales	57.1	49.3	55.0	51.4	58.9			55.7	55.0	
Employee Cost	5,747	5,117	4,969	4,539	4,782	(16.8)	5.3	19,407	20,575	(5.7)
as % of sales	9.9	30.6	15.6	19.8	6.9			13.8	15.9	
Other expenditure	4,356	1,888	3,143	2,209	3,903	(10.4)	76.7	11,142	10,283	8.4
as % of sales	7.5	11.3	9.9	9.6	5.6			7.9	8.0	
EBITDA	14,826	1,467	6,235	4,404	19,706	32.9	347.5	31,811	27,301	16.5
Depreciation	950	888	914	945	917	(3.5)	(3.0)	3,663	3,496	4.8
EBIT	13,875	579	5,321	3,459	18,789	35.4	443.3	28,148	23,805	18.2
Other Income	283	184	274	231	572	102.0	147.3	1,261	1,019	23.7
Interest	16	1	3	2	56	244.7	3,368.8	61	33	86.5
PBT	14,142	762	5,592	3,688	19,305	36.5	423.4	29,348	24,792	18.4
Total Tax	3,797	221	1,622	1,070	5,782	52.3	440.5	8,694	6,853	26.9
Adjusted PAT	10,345	541	3,971	2,619	13,524	30.7	416.5	20,654	17,938	15.1
(Profit)/loss from JV's/Ass/MI	=	-	-	-	-	-	-	-	-	-
PAT after MI	10,345	541	3,971	2,619	13,524	30.7	416.5	20,654	17,938	15.1
Extra ordinary items	=	-	-	-	-	-	-	-	-	-
Reported PAT	10,345	541	3,971	2,619	13,524	30.7	416.5	20,654	17,938	15.1
Adjusted EPS	4.2	0.2	1.6	1.1	5.6	30.7	416.5	8.5	7.4	15.1
Margins (%)	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	bps	bps	FY21	FY20	bps
EBIDTA	25.5	8.8	19.6	19.2	28.5	299	935	22.6	21.1	149
EBIT	23.9	3.5	16.7	15.1	27.2	330	1,214	20.0	18.4	159
EBT	24.4	4.6	17.5	16.1	27.9	359	1,188	20.9	19.2	168
PAT	17.8	3.2	12.5	11.4	19.6	176	817	14.7	13.9	80
Effective Tax rate	26.8	29.0	29.0	29.0	29.9	310	95	29.6	27.6	198

Source: Company, PL



## **Analyst Meet Highlights**

- Management indicated government initiative towards encouraging private participation and focus on Atmanirbhar Bharat will solve supply side constraints and benefit BEL in the long run.
- Ordering pipeline remains robust across segments such as electronic warfare system (~Rs150bn opportunity size), Army equipment's like Akash weapon system, QRSAM, LRSAM, MRSAM (Rs250-300bn) and naval equipment like surveillance system, navigation system (~Rs150-200bn).
- Despite pandemic OI flow came in at ~Rs155bn (up 17% YoY) in FY21. Given healthy pipeline, management guided for order inflows to the tune of Rs150-170bn (Army and Navy Rs40bn-50bn. Airforce Rs80-90bn and Non-defence Rs20-30bn).
- New Product: During FY21, BEL diversified with new products such as ventilator, oxygen concentrator, dialysis, metros, aerospace, etc.
- BEL received its maiden order for 25,000 oxygen concentrators from ONGC, of which 1<sup>st</sup> lot is expected to be delivered in June. Going ahead, management expects healthy order inflows from this segment.
- The company entered into NOX ltd for manufacturing for haemodialysis machine.
- In metro- Working on many new products for metro like automated fare collection, command control automated gate etc.
- Selected EOI for PSLV rocket and is participating in tenders like JV with Adani and BEML. Off 4 satellite contracts from ISRO, two were completed in FY21 and balance two to be completed in FY22.
- Management expects order for 3<sup>rd</sup> generation EVM machine stands Rs20bn from Election commission for 2024 elections.
- Export- Export revenues stand at US\$52mn in FY21 and are expected to grow 15-17% for FY22, owing to healthy OB ~Rs12bn. Tender pipeline in export remain healthy and management wants OB to grow by US\$100mn in FY22.
- Services Services segment contributed 10% of total revenue and is expected to be in same range for FY22.
- Working capital improved in FY21 because of focus on cash collection (Rs180bn cash collection in FY21) thereby resulting in debtor's days coming down to 173 days from 195 days in FY20.
- Guidance for FY22- Revenue to grow by 15-17% and margin to be in range of 20-22%. Employee cost as % of revenue to be ~12%.
- The Company plans to incur a capex plan of Rs8bn towards setting up new facilities in Hyderabad, Nagpur and Telangana.



## **Financials**

Income	Statement (	(Rsm)

Income Statement (Rs m)				
Y/e Mar	FY20	FY21	FY22E	FY23E
Net Revenues	129,211	140,638	164,921	192,866
YoY gr. (%)	6.9	8.8	17.3	16.9
Cost of Goods Sold	71,052	78,278	92,356	108,005
Gross Profit	58,160	62,360	72,565	84,861
Margin (%)	45.0	44.3	44.0	44.0
Employee Cost	20,575	19,407	23,089	27,001
Other Expenses	7,071	6,909	10,720	11,572
EBITDA	27,301	31,811	34,947	41,833
YoY gr. (%)	(4.6)	16.5	9.9	19.7
Margin (%)	21.1	22.6	21.2	21.7
Depreciation and Amortization	3,496	3,663	3,890	4,525
EBIT	23,805	28,148	31,056	37,307
Margin (%)	18.4	20.0	18.8	19.3
Net Interest	33	61	64	67
Other Income	1,019	1,261	2,160	2,527
Profit Before Tax	24,792	29,348	33,153	39,767
Margin (%)	19.2	20.9	20.1	20.6
Total Tax	6,853	8,694	8,288	9,942
Effective tax rate (%)	27.6	29.6	25.0	25.0
Profit after tax	17,938	20,654	24,865	29,825
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	17,938	20,654	24,865	29,825
YoY gr. (%)	(6.9)	15.1	20.4	19.9
Margin (%)	13.9	14.7	15.1	15.5
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	17,938	20,654	24,865	29,825
YoY gr. (%)	(6.9)	15.1	20.4	19.9
Margin (%)	13.9	14.7	15.1	15.5
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	17,938	20,654	24,865	29,825
Equity Shares O/s (m)	2,437	2,437	2,437	2,437
EPS (Rs)	7.4	8.5	10.2	12.2

Source: Company Data, PL Research

Balance Sheet Abstract (Rs	FY20	FY21	FY22E	FY23E
Non-Current Assets	F120	FIZI	FIZZE	FIZSE
Gross Block	37,644	40,567	48,567	56,567
Tangibles	37,644	40,567	48,567	56,567
Intangibles	-	-	-	-
Acc: Dep / Amortization	12,678	16,341	20,231	24,757
Tangibles	12,678	16,341	20,231	24,757
Intangibles	-	-	-	-
Net fixed assets	24,966	24,227	28,336	31,811
Tangibles	24,966	24,227	28,336	31,811
Intangibles	-	-	-	-
Capital Work In Progress	7,059	7,936	7,936	7,936
Goodwill	-	-	-	-
Non-Current Investments	12,232	13,393	16,245	18,997
Net Deferred tax assets	4,974	4,634	4,634	4,634
Other Non-Current Assets	3,408	3,908	4,948	5,786
Current Assets				
Investments	-	-	-	-
Inventories	39,628	49,547	58,739	68,692
Trade receivables	67,329	84,960	85,849	89,828
Cash & Bank Balance	15,577	30,157	37,646	48,436
Other Current Assets	63,321	70,365	74,214	77,146
Total Assets	234,137	285,898	315,562	350,561
Equity				
Equity Share Capital	2,437	2,437	2,437	2,437
Other Equity	96,093	105,642	122,550	142,831
Total Networth	98,529	108,079	124,987	145,268
Non-Current Liabilities				
Long Term borrowings	-	-	-	-
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	24,248	19,266	22,592	26,420
Other current liabilities	116,334	163,187	172,617	183,507
Total Equity & Liabilities	234,137	285,898	315,562	350,561

Source: Company Data, PL Research

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Cash Flow (Rs m)				
Y/e Mar	FY20	FY21	FY22E	FY23E
PBT	24,792	29,348	33,153	39,767
Add. Depreciation	3,496	3,663	3,890	4,525
Add. Interest	30	61	64	67
Less Financial Other Income	1,019	1,261	2,160	2,527
Add. Other	(321)	689	-	-
Op. profit before WC changes	27,997	33,761	37,107	44,359
Net Changes-WC	3,013	22,597	(2,663)	(3,501)
Direct tax	(5,684)	(5,323)	(8,288)	(9,942)
Net cash from Op. activities	25,325	51,035	26,155	30,916
Capital expenditures	(7,264)	(4,664)	(10,645)	(10,515)
Interest / Dividend Income	692	600	-	-
Others	182	(21,622)	-	-
Net Cash from Invt. activities	(6,389)	(25,686)	(10,645)	(10,515)
Issue of share cap. / premium	-	-	-	-
Debt changes	(250)	(83)	-	-
Dividend paid	(9,793)	(10,227)	(7,957)	(9,544)
Interest paid	(30)	(58)	(64)	(67)
Others	(520)	(385)	-	-
Net cash from Fin. activities	(10,593)	(10,754)	(8,021)	(9,611)
Net change in cash	8,343	14,594	7,489	10,790
Free Cash Flow	18,053	46,357	18,155	22,916

Source: Company Data, PL Research

## Quarterly Financials (Rs m)

Y/e Mar	Q1FY21	Q2FY21	Q3FY21	Q4FY21
Net Revenue	16,706	31,887	22,962	69,083
YoY gr. (%)	(20.5)	16.3	1.1	19.0
Raw Material Expenses	8,234	17,540	11,811	40,693
Gross Profit	8,472	14,347	11,152	28,390
Margin (%)	50.7	45.0	48.6	41.1
EBITDA	1,467	6,235	4,404	19,706
YoY gr. (%)	(57.9)	14.5	24.1	32.9
Margin (%)	8.8	19.6	19.2	28.5
Depreciation / Depletion	888	914	945	917
EBIT	579	5,321	3,459	18,789
Margin (%)	3.5	16.7	15.1	27.2
Net Interest	1	3	2	56
Other Income	184	274	231	572
Profit before Tax	762	5,592	3,688	19,305
Margin (%)	4.6	17.5	16.1	27.9
Total Tax	221	1,622	1,070	5,782
Effective tax rate (%)	29.0	29.0	29.0	29.9
Profit after Tax	541	3,971	2,619	13,524
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	541	3,971	2,619	13,524
YoY gr. (%)	(73.6)	17.0	21.7	30.7
Margin (%)	3.2	12.5	11.4	19.6
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	541	3,971	2,619	13,524
YoY gr. (%)	(73.6)	17.0	21.7	30.7
Margin (%)	3.2	12.5	11.4	19.6
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	541	3,971	2,619	13,524
Avg. Shares O/s (m)	2,437	2,437	2,437	2,437
EPS (Rs)	0.2	1.6	1.1	5.6

Source: Company Data, PL Research

Key Financial Metrics				
Y/e Mar	FY20	FY21	FY22E	FY23E
Per Share(Rs)				
EPS	7.4	8.5	10.2	12.2
CEPS	8.8	10.0	11.8	14.1
BVPS	40.4	44.4	51.3	59.6
FCF	7.4	19.0	7.5	9.4
DPS	2.4	4.0	3.3	3.9
Return Ratio(%)				
RoCE	25.2	27.2	26.7	27.6
ROIC	21.9	27.1	29.5	32.3
RoE	19.0	20.0	21.3	22.1
Balance Sheet				
Net Debt : Equity (x)	(0.2)	(0.3)	(0.3)	(0.3)
Net Working Capital (Days)	234	299	270	250
Valuation(x)				
PER	22.9	19.9	16.5	13.8
P/B	4.2	3.8	3.3	2.8
P/CEPS	19.2	16.9	14.3	12.0
EV/EBITDA	14.5	12.0	10.7	8.7
EV/Sales	3.1	2.7	2.3	1.9
Dividend Yield (%)	1.4	2.4	1.9	2.3

Source: Company Data, PL Research





## **Analyst Coverage Universe**

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	ABB India	Hold	1,337	1,388
2	Ahluwalia Contracts (India)	BUY	384	293
3	Apar Industries	BUY	696	524
4	Ashoka Buildcon	BUY	160	98
5	Bharat Electronics	Accumulate	110	131
6	BHEL	Sell	34	67
7	Capacite's Infraprojects	BUY	270	210
8	Container Corporation of India	Hold	607	634
9	Cummins India	Hold	796	772
10	Engineers India	BUY	129	84
11	GE T&D India	Hold	141	137
12	H.G. Infra Engineering	BUY	476	333
13	IRB Infrastructure Developers	BUY	179	106
14	ITD Cementation India	BUY	97	83
15	J.Kumar Infraprojects	BUY	272	177
16	Kalpataru Power Transmission	BUY	448	382
17	KEC International	Accumulate	420	417
18	KNR Constructions	Accumulate	253	227
19	Larsen & Toubro	BUY	1,604	1,416
20	NCC	BUY	111	83
21	PNC Infratech	BUY	295	256
22	Power Grid Corporation of India	BUY	205	170
23	Sadbhav Engineering	BUY	115	63
24	Siemens	Accumulate	2,101	2,064
25	Thermax	Accumulate	1,559	1,455
26	Triveni Turbine	BUY	98	102
27	Voltamp Transformers	BUY	1,466	1,058

## PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly



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