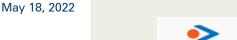
# Bajaj Electricals (BAJELE)

CMP: ₹ 960 Target: ₹ 1050 (9%)

Target Period: 12 months

HOLD

CICI direc



# BAJAJ Bajaj Flectricals Ltd.

| Amount     |
|------------|
| 11,025.6   |
| 44.9       |
| 142.6      |
| 10,927.9   |
| 1589 / 861 |
| 22.7       |
| 2.0        |
|            |

| Share    | eholdir | ıg pat | tern   |        |        |        |
|----------|---------|--------|--------|--------|--------|--------|
| (in %)   | Dec-20  | Mar-21 | Jun-21 | Sep-21 | Dec-21 | Mar-22 |
| Promoter | 63.2    | 63.2   | 63.1   | 63.1   | 63.1   | 63.0   |
| FII      | 10.9    | 12.4   | 12.0   | 12.9   | 11.8   | 10.6   |
| DII      | 11.9    | 10.5   | 11.3   | 11.1   | 11.6   | 12.1   |
| Others   | 14.0    | 13.9   | 13.6   | 13.0   | 13.5   | 14.4   |



### Recent event & key risks

 Key Risk: (i) Lower growth in the CP segment (ii) Sharp revival in the EBITDA margin

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# Delay in price hike slows margin recovery...

**About the stock:** Bajaj Electricals' business portfolio spans across consumer products (CP) and EPC (illumination, power transmission and power distribution).

- CP (appliances, fans, lighting) contributes ~78% to topline. Its premium brands include Morphy Richards and Nirlep. The company has over 2.3 lakh retail touch points across India
- The company has been reducing exposure in the EPC business with maximum on executing high margin business

Q4FY22 Results: High input costs pressure drags overall EBITDA margin.

- Higher raw material costs dragged gross margins down ~309 bps YoY in Q4FY22. EBITDA margin fall was restricted to ~105 bps YoY to 4.7%, supported by savings in employee costs and other expenditure
- Revenues were up 6% YoY (flat QoQ) to ₹ 1334 crore supported by CP segment revenue growth of ~6% YoY to ~₹ 1038 crore
- PAT declined ~29% YoY tracking lower EBITDA margins in Q4

What should investors do? Bajaj Electricals' share price has grown at a CAGR of 22.43% over the past five years (from ~₹ 349 in May 2017 to ~₹ 960 in May 2022).

We maintain HOLD rating on the stock

**Target Price and Valuation:** We value Bajaj Electrical at ₹ 1050 using SOTP i.e.38x and 6x PE for CP and EPC respectively on FY24E EPS each

#### Key triggers for future price performance:

- Corporate restructuring (demerger of project business) will help Bajaj
  Electricals to focus on growing its core consumer product business
- Continuous focus on driving growth through CP categories (revenue contribution increased from 42% in FY19 to 78% in FY22). Rural electrification, urbanisation and housing for all (~11.2 mn new houses under PMAY) are key catalysts for CP revenue growth, going forward
- Focus to increase CP margins by 1% every year

### Alternate Stock Idea: We also like Polycab in the same space

- Polycab is a leader in the wire & cable industry with organised market share of ~24%. Robust b/s with average RoE, RoCE of 24%, 27%, respectively
- BUY with a target price of ₹ 2850

| Key Financial Summary |        |        |        |        |                          |        |        |                           |
|-----------------------|--------|--------|--------|--------|--------------------------|--------|--------|---------------------------|
| (₹ Crore)             | FY19   | FY20   | FY21   | FY22   | 5 Year CAGR<br>(FY17-22) | FY23E  | FY24E  | 2 Year CAGR<br>(FY22-24E) |
| Net Sales             | 6679.4 | 4987.2 | 4584.6 | 4813.0 | 2.5%                     | 5442.0 | 6152.1 | 13%                       |
| EBITDA                | 340.1  | 208.3  | 303.2  | 250.2  | 1%                       | 341.3  | 446.3  | 34%                       |
| EBITDA Margin (%)     | 5.1    | 4.2    | 6.6    | 5.2    |                          | 6.3    | 7.3    |                           |
| PAT                   | 153.6  | -10.3  | 189.0  | 124.4  | 4%                       | 252.6  | 338.6  | 65%                       |
| EPS (₹)               | 15.0   | -0.9   | 16.5   | 10.8   |                          | 22.0   | 29.5   |                           |
| P/E(x)                | 64.0   | NM     | 58.2   | 88.6   |                          | 43.6   | 32.6   |                           |
| Price/Book value (x)  | 9.3    | 8.1    | 7.0    | 6.4    |                          | 6.5    | 5.6    |                           |
| Mcap/sales (x)        | 1.7    | 2.2    | 2.4    | 2.3    |                          | 2.0    | 1.8    |                           |
| RoE (%)               | 14.5   | (8.0)  | 10.7   | 7.8    |                          | 14.9   | 17.2   |                           |
| RoCE (%)              | 13.3   | 7.9    | 15.1   | 13.5   |                          | 19.1   | 22.1   |                           |

# Key takeaways of recent quarter & conference call highlights

#### Q4FY22 Results:

- Consolidated revenue increased 6% YoY to ₹ 1334 crore led by CP segment revenue growth of ~6% YoY to ₹ 1038 crore. E&P segment revenue grew albeit at slow pace of ~5% supported by faster execution of illumination orders
- Fan and lighting segment revenues increased 22% and 32% YoY to ₹ 419 crore and ₹ 130 crore, respectively, supported by market share gains and launches of new products. However, appliances and Morphy Richards revenues declined ~5% and ~35% YoY to ₹ 448 crore and ₹ 40 crore, respectively, owing to slower volume offtake in the rural markets
- The company has not taken any price hike in the CP segment during Q4FY22 (however overall price hike for FY22 is between 12% and 17%)
- EBIT margin of CP business declined 250 bps YoY to 6.2%. However, project business turned into profit and reported an EBIT of ₹ 7 crore in Q4FY22 due to focus on execution of quality orders
- PAT declined 29% YoY to ₹ 39 crore as it was dragged by lower other income (down 32% YoY), decline in EBITDA margin and one-time exceptional loss of ₹ 4 crore pertaining to voluntarily retirement schemes for its Shikohabad plant

### Q4FY22 Earnings Conference Call highlights:

#### Demand Outlook:

- The company witnessed muted rural demand in Q4FY22. In the medium term, rural demand is likely to remain muted owing to higher inflation
- With launch of 130+ new products in the fan segment, the company has gained ~2-3% market share in this segment and expects rising demand for fans in FY23E
- With the introduction of start rating, the leading fan players are likely to gain further market share
- o The company has healthy order book of ₹ 964 crore comprising ₹ 782 crore for transmission line towers ₹ 22 crore for power distribution and ₹ 160 crore for illumination projects. The company expects steady growth in the segment, going forward
- The company is looking into product development and product portfolio expansion for Morphy Richards and expects to see growth in this segment by FY23E or FY24E

### Margins:

- The company expects improvement in EBITDA margin in FY23 over FY22 level supported by price hike, improved product mix and cost optimisation measures
- The company has taken ~5% price hike in Q1FY23 to offset inflationary pressure and rising input costs and awaits industry reaction to decide on further price hikes
- The company incurred advertisement expenses of ₹ 28 crore (~2.7% of sales) in Q4FY22 vs. ₹ 36 crore in Q4FY22. For FY22, advertisement expenses were at ₹ 118 crore (~3% of sales)

#### Balance sheet

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- o Improved collections led to a sharp fall in overall receivables (declined 30% YoY to ₹ 1361 crore by the end of FY22)
- The company repaid its borrowings to the tune of ₹ 155 crore paired with a strong cash flow from operations of ₹ 260 crore thereby achieving net-debt free status
  - It proposed ₹ 3 dividend for FY22 after a gap of three years

### Others

 The company has completed the procedure towards purchase/acquisition of balance part of 0.37% of equity shares in acquiring Nirlep Appliances Pvt Ltd

- The approval for Bajaj Electricals' scheme of merger for absorption of Starlite Lighting Ltd will be done post its shareholders' meeting on May 31, 2022. Starlite's capacity for water heaters has been increasing
- $\circ$  The company has  $\sim$  2,30,000 retail touchpoints. They are expected to grow in FY23E
- Dependency on China continues to drop. More than 90% of the company's products are made in India

| Exhibit 1: Peer  | Comp   | ariso | n       |       |       |               |       |       |      |      |       |       |       |      |        |              |      |      |        |        |      |      |         |       |       |
|------------------|--------|-------|---------|-------|-------|---------------|-------|-------|------|------|-------|-------|-------|------|--------|--------------|------|------|--------|--------|------|------|---------|-------|-------|
| Company          | Мсар   |       | Revenue |       |       | EBITDA margin |       |       | PAT  |      |       | RoCE  |       |      | RoE    |              |      |      | PE     |        |      |      |         |       |       |
| Company          | ₹ cr   | FY21  | FY22E   | FY23E | FY24E | FY21 F        | Y22EF | Y23EF | Y24E | FY21 | FY22E | FY23E | FY24E | FY21 | FY22EF | Y23 <b>⊞</b> | Y24E | FY21 | FY22EF | Y23EF\ | /24E | FY21 | FY22E I | FY23E | FY24E |
| Havells          | 78,175 | 10428 | 13056   | 14893 | 17783 | 15            | 13    | 12    | 14   | 1040 | 1109  | 1201  | 1666  | 25   | 24     | 26           | 35   | 20   | 20     | 22     | 29   | 75   | 71      | 65    | 47    |
| Crompton Greaves | 21,875 | 4804  | 5439    | 6204  | 7017  | 15            | 14    | 13    | 14   | 617  | 547   | 542   | 667   | 34   | 35     | 25           | 29   | 32   | 28     | 23     | 25   | 35   | 40      | 40    | 33    |
| Bajaj Electrical | 11,026 | 4585  | 4813    | 5442  | 6152  | 7             | 5     | 6     | 7    | 189  | 124   | 253   | 339   | 15   | 14     | 19           | 22   | 11   | 8      | 15     | 17   | 58   | 89      | 44    | 33    |
| Polycab          | 38,840 | 8792  | 12204   | 13594 | 15427 | 13            | 10    | 11    | 12   | 886  | 917   | 941   | 1207  | 21   | 20     | 21           | 23   | 18   | 16     | 16     | 17   | 44   | 42      | 41    | 32    |
| Symphony         | 7,492  | 900   | 1039    | 1283  | 1559  | 15            | 15    | 18    | 20   | 107  | 121   | 183   | 243   | 15   | 16     | 24           | 29   | 15   | 14     | 24     | 27   | 70   | 62      | 41    | 31    |
| V guard          | 9,165  | 2721  | 3345    | 3809  | 4232  | 11            | 10    | 10    | 11   | 202  | 199   | 243   | 300   | 24   | 23     | 25           | 27   | 17   | 17     | 19     | 21   | 45   | 46      | 38    | 31    |
| Voltas           | 32,710 | 7556  | 7934    | 9708  | 10895 | 8             | 9     | 9     | 11   | 529  | 506   | 694   | 957   | 15   | i 14   | 18           | 21   | 11   | 9      | 14     | 17   | 62   | 65      | 47    | 34    |

Source: ICICI Direct Research

The CP segment of Bajaj Electricals grew at CAGR of 11% in FY19-22 driven by new product launches, regaining lost market share and dealer expansion. The segment EBIT grew at a CAGR of 15% during the same period (EBIT margin expanded from 6.6% to 7.2% in FY22) led by better product mix and various cost optimisation measures amid pandemic led disruptions. Over the last three years, Bajaj Electricals has increased its focus towards consumer product segment and limited the exposure into E&P segment (as segment contribution to overall declined from 58% in FY19 to 22% in FY22). Focus on execution and improvement in collection led to a substantial reduction in the company's overall debt. The company became net cash in FY22E by generating healthy cash flow from operations of ₹ 2300 crore in the last three years. Further, we believe the demerger of project business will benefit the consumer business with streamlining of management structure and focus on core consumer products and minimal risk on cyclical business on the balance sheet. The CP segment of Bajaj Electricals is expected to continue to grow at CAGR of 13% in FY22-24E as structural growth drivers of industry such as rising urbanisation, rural electrification and revival in real estate industry remain intact. On the profitability front, improved product mix, price hikes (to offset input costs pressure) will help drive the company's EBIT margins up by 140 bps in FY22-24E to 8.6%. While we maintain our positive stance on the company, we believe the current price captures all near term positive. We value Bajaj Electrical at ₹ 1050/share, 38x PE of CP (30% discount to Havells) and 6x PE of EPC respectively on FY24E EPS. We maintain our HOLD rating on the stock.

|                        | Q4FY22  | Q4FY22E | <b>Q4FY21</b> | YoY (%)  | Q3FY22  | QoQ (%)  | Comments  |
|------------------------|---------|---------|---------------|----------|---------|----------|---|
| Revenue                | 1,334.3 | 1,326.6 | 1,258.5       | 6.0      | 1,319.8 | 1.1      | Revenue growth largely driven by consumer product segment   |
| Other Income           | 21.0    | 15.9    | 30.7          | -31.6    | 17.6    | 19.2     |   |
| Raw Material Exp       | 947.2   | 935.3   | 854.5         | 10.9     | 927.8   | 2.1      | Sharp decline in gross margin by 309 bps YoY mainly due to higher raw material costs  |
| Employee Exp           | 92.2    | 92.9    | 102.5         | -10.1    | 98.7    | -6.6     |   |
| Admin & Other exp      | 162.8   | 145.9   | 155.3         | 4.8      | 137.9   | 18.0     |   |
| Erection & Subcont Exp | 40.8    | 39.7    | 36.8          | 11.0     | 23.3    | 75.0     |   |
| EBITDA                 | 63.1    | 75.4    | 72.6          | -13.1    | 92.1    | -31.4    |   |
| EBITDA Margin (%)      | 4.7     | 5.7     | 5.8           | -104 bps | 7.0     | -224 bps | Higher raw material costs partially offset savings in employee and other costs, restricted fall in EBITDA margin by 104 bps YoY   |
| Depreciation           | 17.8    | 18.3    | 17.9          | -0.2     | 17.3    | 3.0      |   |
| Interest               | 10.6    | 15.6    | 10.8          | -1.6     | 16.5    | -35.6    |   |
| Exceptional items      | 3.6     | 0.0     | 3.0           |          | 9.6     |          | VRS at Shikohabad factory amounting to ₹ 4 crore  |
| PBT                    | 52.1    | 57.5    | 71.8          | -27.4    | 66.3    | -21.4    |   |
| Total Tax              | 13.5    | 14.0    | 17.5          | -23.2    | 18.2    | -25.8    |   |
| PAT                    | 38.67   | 43.4    | 54.3          | -28.7    | 48.2    | -19.7    | Lower EBITDA margin and sharp decline in other income dragged PAT in Q4FY22   |
| Key Metrics            |         |         |               |          |         |          |   |
| Consumer Product       | 1037.7  | 1021.5  | 975.2         | 6.4      | 1080.2  | -3.9     | High base and lower volume offtake in rural markets restricted overall growth in consumer product category. Fans and lighting segment revenue growth of $\sim$ 22%, $\sim$ 32% YoY respectively, was partially offset by lower revenues of appliances and Morphy Richards (declined by $\sim$ 5% and $\sim$ 35% YoY respectively) |
| Engineering & Project  | 296.5   | 305.1   | 283           | 4.7      | 239.6   | 23.8     | Revenue growth largely driven by faster execution of illumination segment orders  |

Source: Company, ICICI Direct Research

| /# C===\        |         | FY23E                       |         |          | FY24E  |         | 0  |
|-----------------|---------|-----------------------------|---------|----------|--------|---------|--|
| (₹ Crore)       | Old     | Old New % Chg Old New % Chg |         | Comments |        |         |  |
| Revenue         | 5,344.8 | 5442.0                      | 1.8     | 6099.4   | 6152.1 | 0.9     | We model consolidated revenue CAGR of 13% in FY22-24E led b Engineering & Project business (mainly on a favourable base). Consumer product segment is likely to grow at CAGR of $\sim$ 13% supported by new product launches |
| EBITDA          | 419.1   | 341.3                       | (18.6)  | 529.2    | 446.3  | (15.7)  |  |
| EBITDA Margin % | 7.8     | 6.3                         | -153bps | 8.7      | 7.3    | -144bps | We revised our margin estimate downwards for FY23E-24E considering delay in passing of higher raw material cost  |
| PAT             | 283.4   | 252.6                       | (10.9)  | 373.2    | 338.6  | (9.3)   | We have cut our PAT estimate for FY23E-24E due to slower recovery in EBITDA margin   |
| EPS (₹)         | 24.7    | 22.0                        | (10.9)  | 32.5     | 29.5   | (9.3)   |  |

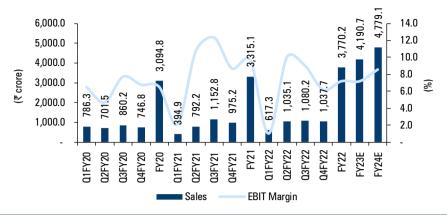
Source: ICICI Direct Research

| Exhibit 4: Assumptions    |       |       |         |           |         |       |       |  |
|---------------------------|-------|-------|---------|-----------|---------|-------|-------|--|
|                           |       |       | Current |           |         | Earl  | lier  | Comments   |
|                           | FY20  | FY21  | FY22    | FY23<br>E | FY24E I | FY23E | FY24E |  |
| Consumer Projects (%)     | 12.7  | 7.1   | 13.7    | 11.2      | 14.0    | 12.2  | 12.4  | Market share gains, launch of new products and government thurst on various housing schemes likely to drive demand for consumer product, going forward. We model segment revenue CAGR of 13% in FY22-24E |
| Engineering & Project (%) | -51.9 | -32.9 | -17.9   | 20.1      | 9.7     | 8.8   | 20.3  | The company's focus on reducing exposure in power distribution segment and focus only on high profitability TLT and illumination business would help drive segment revenue over FY22-24E                 |

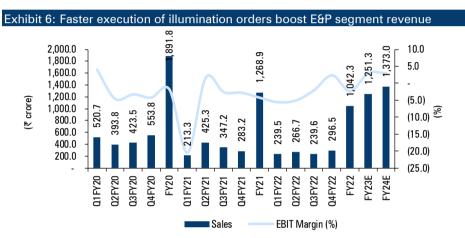
Source: ICICI Direct Research

# Financial story in charts

## Exhibit 5: Rising demand to drive revenue of CD



Source: Company, ICICI Direct Research



Source: Company, ICICI Direct Research

Exhibit 7: Market share gains, CD business to drive overall revenue of BEL, going ahead

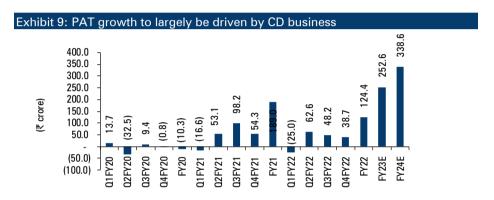


# Financial story in charts

## Exhibit 8: Price hikes, improved product mix to drive margin



Source: Company, ICICI Direct Research



# Financial Summary

| Exhibit 10: Profit and loss   | s statement |        |        | ₹ crore |
|-------------------------------|-------------|--------|--------|---------|
| (Year-end March)              | FY21        | FY22   | FY23E  | FY24E   |
| Net Sales                     | 4584.6      | 4813.0 | 5442.0 | 6152.1  |
| Growth (%)                    |             | 5.0    | 13.1   | 13.0    |
| Raw Material Expenses         | 350.2       | 598.2  | 504.0  | 522.9   |
| (Increase)/Decrease in stocks | -270.7      | 17.1   | 0.0    | 0.0     |
| Purchase of traded goods      | 2916.1      | 2676.1 | 3215.0 | 3638.2  |
| Employee Expenses             | 394.5       | 401.4  | 407.4  | 433.5   |
| Erection & subcontracting exp | 243.7       | 134.0  | 150.2  | 164.8   |
| Other expenses                | 545.9       | 606.0  | 673.0  | 769.0   |
| Total Operating Expenditure   | 4281.4      | 4562.9 | 5100.7 | 5705.8  |
| EBITDA                        | 303.2       | 250.2  | 341.3  | 446.3   |
| Growth (%)                    |             | -17.5  | 36.4   | 30.8    |
| Other Income                  | 69.2        | 68.3   | 73.1   | 83.7    |
| Interest                      | 76.4        | 69.7   | 4.8    | 3.6     |
| PBDT                          | 295.9       | 248.8  | 409.5  | 526.5   |
| Depreciation                  | 75.2        | 69.2   | 71.8   | 73.8    |
| PBT before Exceptional Items  | 220.8       | 179.5  | 337.7  | 452.6   |
| Less: Exceptional Items       | -25.5       | 13.2   | 0.0    | 0.0     |
| PBT                           | 246.3       | 166.3  | 337.7  | 452.6   |
| Total Tax                     | 57.3        | 41.9   | 85.1   | 114.1   |
| PAT                           | 189.0       | 124.4  | 252.6  | 338.6   |
| Growth (%)                    |             | -34.2  | 103.0  | 34.0    |

Source: Company, ICICI Direct Research

| Exhibit 11: Cash flow statement     |        |        | ₹      | crore  |
|-------------------------------------|--------|--------|--------|--------|
| (Year-end March)                    | FY21   | FY22   | FY23E  | FY24E  |
| Profit after Tax                    | 189.0  | 124.4  | 252.6  | 338.6  |
| Depreciation                        | 75.2   | 69.2   | 71.8   | 73.8   |
| CF before working capital changes   | 340.6  | 263.4  | 329.2  | 416.0  |
| Net Increase in Current Assets      | 312.2  | 695.5  | -219.4 | -379.7 |
| Net Increase in Current Liabilities | 19.1   | -146.4 | 280.6  | 316.9  |
| Net CF from operating act           | 671.8  | 812.5  | 390.4  | 353.2  |
| (Purchase)/Sale of Fixed Assets     | -144.4 | -154.2 | -70.0  | -70.0  |
| Long term loans and advances        | 12.5   | -60.8  | -36.0  | -40.6  |
| Others                              | -10.7  | -216.5 | -55.0  | -55.0  |
| Net CF from Investing act           | -142.7 | -431.4 | -161.0 | -165.6 |
| Inc / (Dec) in Loan Funds           | -536.7 | -259.4 | -10.0  | -10.0  |
| Total Outflow on account of div     | -40.9  | -41.0  | -54.7  | -54.7  |
| Net CF from financing act           | -572.2 | -300.1 | -309.3 | -68.3  |
| Net Cash flow                       | -43.1  | 80.9   | -79.8  | 119.3  |
| Cash & Cash Equi at the beg.        | 104.7  | 61.6   | 142.6  | 62.8   |
| Cash                                | 61.6   | 142.6  | 62.8   | 182.1  |

Source: Company, ICICI Direct Research

| Exhibit 12: Balance Sheet  |        |        |        | ₹ crore |
|----------------------------|--------|--------|--------|---------|
| (Year-end March)           | FY21   | FY22   | FY23E  | FY24E   |
| Equity Capital             | 22.9   | 23.0   | 23.0   | 23.0    |
| Reserve and Surplus        | 1555.2 | 1708.6 | 1666.7 | 1950.6  |
| Total Shareholders funds   | 1578.1 | 1731.6 | 1689.7 | 1973.6  |
| Total Debt                 | 304.3  | 44.9   | 34.9   | 24.9    |
| Liability                  | 1973.7 | 1844.0 | 1792.1 | 2066.0  |
|                            |        |        |        |         |
| Asset                      |        |        |        |         |
| Total Gross Block          | 948.7  | 1084.1 | 1154.1 | 1224.1  |
| Less Total Accumulated Dep | 435.7  | 504.9  | 576.7  | 650.6   |
| Net Block                  | 513.1  | 579.2  | 577.3  | 573.5   |
| Total CWIP                 | 9.4    | 28.2   | 28.2   | 28.2    |
| Total Fixed Assets         | 522.4  | 607.4  | 605.5  | 601.7   |
| Other Investments          | 0.0    | 4.9    | 59.9   | 114.9   |
| Inventory                  | 986.4  | 997.9  | 1118.2 | 1264.1  |
| Debtors                    | 1916.9 | 1360.6 | 1416.4 | 1601.2  |
| Other Current Assets       | 409.6  | 331.1  | 374.4  | 423.3   |
| Cash                       | 61.6   | 142.6  | 62.8   | 182.1   |
| Total Current Assets       | 3447.0 | 2832.4 | 2972.1 | 3471.0  |
| Creditors                  | 960.2  | 1235.5 | 1396.9 | 1579.2  |
| Provisions                 | 111.3  | 101.6  | 114.9  | 129.9   |
| Total Current Liabilities  | 2294.0 | 2147.6 | 2428.2 | 2745.1  |
| Net Current Assets         | 1153.0 | 684.8  | 543.8  | 725.9   |
| Deferred Tax Assets        | 52.5   | 81.4   | 81.4   | 81.4    |
| Other non current assets   | 0.0    | 0.0    | 0.0    | 0.0     |
| Other non current assets   | 214.7  | 275.5  | 311.5  | 352.1   |
| Total Assets               | 1973.7 | 1844.0 | 1792.1 | 2066.0  |

Source: Company, ICICI Direct Research

| Exhibit 13: Key ratios |       |       |       |       |
|------------------------|-------|-------|-------|-------|
| (Year-end March)       | FY21  | FY22  | FY23E | FY24E |
| Per Share Data         |       |       |       |       |
| EPS                    | 16.5  | 10.8  | 22.0  | 29.5  |
| Cash EPS               | 23.1  | 16.9  | 28.2  | 35.9  |
| BV                     | 137.8 | 150.8 | 147.1 | 171.8 |
| DPS                    | 3.6   | 3.6   | 4.8   | 4.8   |
| Operating Ratios       |       |       |       |       |
| EBITDA Margin          | 6.6   | 5.2   | 6.3   | 7.3   |
| PAT Margin             | 3.7   | 2.8   | 4.6   | 5.5   |
| Return Ratios          |       |       |       |       |
| RoE                    | 10.7  | 7.8   | 14.9  | 17.2  |
| RoCE                   | 15.1  | 13.5  | 19.1  | 22.1  |
| RoIC                   | 8.1   | 9.3   | 12.3  | 15.1  |
| Valuation Ratios       |       |       |       |       |
| EV / EBITDA            | 37.2  | 43.7  | 32.7  | 24.8  |
| P/E                    | NM    | 88.6  | 43.6  | 32.6  |
| EV / Net Sales         | 2.5   | 2.3   | 2.0   | 1.8   |
| Market Cap / Sales     | 2.4   | 2.3   | 2.0   | 1.8   |
| Price to Book Value    | 7.0   | 6.4   | 6.5   | 5.6   |
| Turnover Ratios        |       |       |       |       |
| Asset turnover         | 2.3   | 2.6   | 3.0   | 3.0   |
| Debtor Days            | 152.6 | 103.2 | 103.0 | 103.0 |
| Creditor Days          | 76.4  | 93.7  | 93.7  | 93.7  |
| Solvency Ratios        |       |       |       |       |
| Debt / Equity          | 0.2   | 0.0   | 0.0   | 0.0   |
| Current Ratio          | 3.2   | 2.0   | 2.0   | 2.0   |
| Quick Ratio            | 2.2   | 1.3   | 1.3   | 1.3   |

| Exhibit 14: ICICI Dir        | rect uni | verse | e (Cor | sume  | er Dis | screti | onary   | /)      |       |      |         |        |       |      |         |      |       |      |         |       |       |
|------------------------------|----------|-------|--------|-------|--------|--------|---------|---------|-------|------|---------|--------|-------|------|---------|------|-------|------|---------|-------|-------|
| Sector / Company             | M Cap    |       | EPS    | (₹)   |        |        | P/E (   | x)      |       | ı    | V/EBIT  | DA (x) |       |      | RoCE    | (%)  |       |      | RoE (%) |       |       |
| Sector / Company             | (₹ Cr)   | FY21  | FY22E  | FY23E | FY24E  | FY21   | FY22E I | FY23E I | FY24E | FY21 | FY22E I | FY23E  | FY24E | FY21 | FY22E F | Y23E | FY24E | FY21 | FY22E   | FY23E | FY24E |
| Asian Paints (ASIPAI)        | 2,92,495 | 33.4  | 32.2   | 43.1  | 52.3   | 91.2   | 94.8    | 70.8    | 58.4  | 59.3 | 60.3    | 47.4   | 39.4  | 29.6 | 27.1    | 33.3 | 36.8  | 25.0 | 23.0    | 28.4  | 30.9  |
| Berger Paints (BERPAI)       | 62,351   | 7.4   | 8.7    | 9.6   | 12.5   | 86.6   | 73.9    | 66.9    | 51.2  | 52.3 | 46.3    | 42.3   | 33.1  | 24.9 | 27.7    | 29.1 | 33.9  | 21.3 | 23.1    | 24.0  | 27.7  |
| Kansai Nerolac (KANNER)      | 21,772   | 9.8   | 6.9    | 9.7   | 12.1   | 41.0   | 58.2    | 41.5    | 33.4  | 25.8 | 33.5    | 25.9   | 21.3  | 17.2 | 12.1    | 16.8 | 19.5  | 13.2 | 9.2     | 12.7  | 14.6  |
| Pidilite Industries (PIDIND) | 1,10,193 | 22.2  | 23.9   | 25.9  | 33.2   | 97.9   | 90.8    | 83.9    | 65.3  | 65.3 | 58.9    | 55.9   | 44.4  | 23.8 | 22.1    | 23.5 | 29.5  | 20.2 | 18.6    | 19.9  | 25.0  |
| Bajaj Electricals (BAJELE)   | 11,026   | 16.5  | 10.8   | 22.0  | 29.5   | 58.2   | 88.6    | 43.6    | 32.6  | 37.2 | 43.7    | 32.7   | 24.8  | 15.1 | 13.5    | 19.1 | 22.1  | 10.7 | 7.8     | 14.9  | 17.2  |
| Crompton Greaves(CROGR)      | 21,875   | 9.8   | 8.7    | 8.6   | 10.6   | 35.5   | 40.0    | 40.3    | 32.8  | 28.9 | 28.5    | 27.1   | 22.5  | 34.4 | 35.2    | 25.2 | 29.3  | 31.9 | 27.7    | 23.3  | 24.9  |
| Havells India (HAVIND)       | 78,175   | 16.7  | 17.8   | 19.3  | 26.7   | 75.2   | 70.5    | 65.1    | 46.9  | 49.2 | 46.6    | 43.5   | 32.1  | 24.9 | 24.2    | 25.9 | 34.7  | 20.1 | 20.4    | 21.8  | 29.2  |
| Polycab India (POLI)         | 38,840   | 59.3  | 61.4   | 62.9  | 80.8   | 43.8   | 42.3    | 41.3    | 32.2  | 34.1 | 29.8    | 26.6   | 20.8  | 20.6 | 20.2    | 20.7 | 23.0  | 17.9 | 15.6    | 15.7  | 17.5  |
| Symphony (SYMLIM)            | 7,492    | 15.3  | 17.3   | 26.1  | 34.8   | 70.0   | 61.9    | 41.0    | 30.8  | 52.6 | 45.4    | 31.6   | 23.8  | 15.2 | 15.9    | 24.5 | 29.0  | 14.9 | 14.4    | 23.6  | 27.4  |
| V-Guard Ind (VGUARD)         | 9,165    | 4.7   | 4.6    | 5.7   | 7.0    | 45.4   | 46.2    | 37.8    | 30.5  | 28.5 | 27.9    | 24.5   | 19.8  | 23.9 | 23.1    | 24.8 | 27.5  | 16.7 | 16.7    | 18.9  | 21.1  |
| Voltas Ltd (VOLTAS)          | 32,710   | 16.0  | 15.3   | 21.0  | 28.9   | 61.9   | 64.6    | 47.1    | 34.2  | 50.3 | 47.0    | 39.0   | 27.8  | 15.0 | 14.0    | 18.0 | 21.0  | 10.6 | 9.2     | 13.8  | 16.6  |
| Amber Enterprises (AMBEN)    | 9,023    | 24.7  | 33.0   | 60.4  | 86.2   | 108.3  | 81.1    | 44.4    | 31.1  | 40.7 | 34.0    | 24.6   | 18.4  | 7.7  | 6.8     | 10.5 | 13.4  | 5.2  | 6.4     | 11.2  | 13.8  |
| Dixon Technologies (DIXTEC)  | 20,713   | 27.3  | 35.9   | 78.5  | 110.9  | 128.0  | 97.1    | 44.4    | 31.5  | 72.3 | 50.4    | 27.7   | 20.5  | 23.5 | 27.4    | 39.9 | 39.7  | 21.7 | 26.4    | 39.9  | 38.3  |
| Supreme Indus (SUPIND)       | 24,135   | 77.0  | 76.2   | 78.8  | 92.7   | 24.7   | 24.9    | 24.1    | 20.5  | 18.2 | 19.0    | 18.2   | 15.0  | 33.1 | 25.9    | 25.2 | 26.7  | 30.9 | 25.2    | 24.3  | 25.1  |
| Astral Ltd (ASTPOL)          | 35,195   | 20.3  | 24.9   | 27.5  | 33.9   | 86.2   | 70.4    | 63.6    | 51.6  | 54.0 | 45.4    | 41.9   | 34.6  | 27.5 | 29.6    | 28.8 | 30.3  | 21.5 | 23.0    | 22.3  | 23.3  |

Source: Bloomberg, ICICI Direct Research

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