

# **Hindalco**

BSE SENSEX
54,88
17,214
Estimate change
TP change
Rating change

HNDL IN
2,247
950.3 / 12.3
636 / 360
-18/3/-8
5649
65.4

#### Financials & Valuations (INR b)

Y/E Mar	2021	2022E	2023E
Net Sales	1,318	1,981	2,091
EBITDA	174	287	319
PAT	55	140	158
EPS (INR)	25	63	71
Gr. (%)	40.7	155.9	12.9
BV/Sh (INR)	194	256	317
RoE (%)	13	28	25
RoCE (%)	24	16	17
P/E (x)	24.4	9.5	8.4
P/BV (x)	3.1	2.3	1.9

### Shareholding pattern (%)

As On	Mar-22	Dec-21	Mar-21
Promoter	34.6	34.6	34.7
DII	19.2	21.2	20.8
FII	29.2	26.3	25.3
Others	17.0	17.9	19.3

FII Includes depository receipts

CMP: INR423 TP: INR680(+61%) Buy

# Novelis reports subdued but in-line results

## Energy crisis and supply chain bottlenecks impact EBITDA adversely

- Novelis reported in-line quarter. Net sales/EBITDA/RPAT for the quarter, at USD4.8b/USD431m/USD215m, stood +12%/-15%/-18% QoQ, respectively. High energy costs in Europe and semiconductor chip shortages in the automotive business impaired profitability during the quarter.
- Shipments for the quarter stood in line at 987kt (up 1% QoQ). EBITDA/t stood at USD437 (down 20% QoQ), in line with our estimate of USD446.
- In FY22, Revenue/EBITDA/RPAT stood at USD17b/ USD2b/USD955m (up 40%/18%/303% YoY), respectively.

## Guidance for FY23 is strong, returning to USD500/t+ EBITDA

- Management guided for EBITDA north of USD500/t driven by several factors including: a) improved semiconductor availability, and b) rolling over of new contracts that have a higher margin. The guidance has an upside risk if the Russia-Ukraine conflict subsides.
- With leverage at 2.2x on net debt-to-EBITDA basis, the priority has shifted to growth from debt reduction. Capex guidance for FY23E stands at USD1.3-1.6b, which includes USD300m of maintenance capex.
- Work will start on a Greenfield aluminum hot mill project in the US after a gap of 40 years, which is 600kt at a total outlay of USD2.5b and can be expanded to 900kt later on.

### View and valuation

- We maintain our estimates for Novelis. However, we cut our LME aluminum estimate for FY23 to USD2,900/t (implying aluminum at USD2,850/t+ for the remaining of FY23) from USD3,300/t. The reduction in aluminum price is due to non-imposition of ban on aluminum from Russia, which was envisaged earlier.
- Since, Russian aluminum is not banned against previous expectations, the LME aluminum prices corrected through the entire rally – from USD2,700/t to USD4,000/t and now back to ~USD2,700/t.
- Accordingly, we reduce our SoTP-based TP of Hindalco to INR680 from INR745. The stock is trading at 3.9x/4.4x our FY23E/24E EV/EBITDA. The stock trades at 1.3x our FY23 P/B estimates, while offering an attractive RoE of 25%. LME aluminum has corrected 32% from its recent high of USD3,984/t. Hindalco has also corrected 33% over the same period. We believe high input cost inflation, especially thermal coal, will prevent further decline in LME. **Maintain BUY.**

Y/E March		FY2:	l			FY2	22		FY21	FY22E	FY22E	v/s Est
•	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4Q	(%)
Sales (000 tons)	781	923	933	983	973	968	930	987	3,620	3,858	975	1
Change (YoY %)	-5.9	10.5	17.1	21.2	24.6	4.9	-0.3	0.4	10.6	6.6	-0.8	
Change (QoQ %)	-3.7	18.2	1.1	5.4	-1.0	-0.5	-3.9	6.1			4.8	
Net Sales	2,426	2,978	3,241	3,631	3,855	4,119	4,326	4,849	12,276	17,149	4,831	0
Change (YoY %)	-17.1	4.5	19.4	33.2	58.9	38.3	33.5	33.5	9.4	39.7	33.0	
Change (QoQ %)	-11.0	22.8	8.8	12.0	6.2	6.8	5.0	12.1			11.7	
EBITDA (adjusted)	253	455	476	505	508	553	506	430	1,689	1,997	435	-1
Change (YoY %)	-31.3	20.4	38.8	42.7	100.8	21.5	6.3	-14.9	17.0	18.2	-13.8	
Change (QoQ %)	-28.5	79.8	4.6	6.1	0.6	8.9	-8.5	-15.0			-14.0	
EBITDA per ton (USD)	324	493	510	514	522	571	544	436	467	518	446	-2
Interest	67	69	63	59	56	59	54	54	258	223	34	61
Depreciation	118	141	137	147	134	134	137	145	543	550	143	1
PBT (before EO item)	68	245	276	299	318	360	315	231	888	1,224	259	-11
Extra-ordinary Income	(176)	(214)	(19)	(4)	30	(44)	36	(10)	(413)	12	-	NA
PBT (after EO item)	-108	31	257	295	348	316	351	221	475	1,236	259	-15
Total Tax	-29	68	80	119	108	79	89	5	238	281	78	-94
% Tax	26.9	219.4	31.1	40.3	31.0	25.0	25.4	2.3	50.1	22.7	30.0	NA
Reported PAT	-79	-37	178	176	240	237	262	215	237	955	181	19
Change (YoY %)	-162	-130	66	179	-404	-741	47	22	-44	303	3	
Adjusted PAT	97	177	197	180	210	281	226	227	651	944	181	25
Change (YoY %)	-37.4	-3.3	34.9	2.3	116.5	58.8	14.7	26.1	-1.4	45.0	0.6	
Change (QoQ %)	-44.9	82.5	11.3	-8.6	16.7	33.8	-19.6	0.4			-19.9	

**Exhibit 1: Strong EBITDA/t especially in South America** 

Volumes -Rolled products (kt)	1QFY21	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22
North America	272	367	347	362	358	375	358	376
Europe	212	240	253	262	268	251	248	274
Asia	184	178	184	199	190	196	167	203
South America	113	148	158	160	157	146	157	156
Elimination	-7	-10	-9	-11	-13	0	-10	-22
Total sales volumes (kt)	774	923	933	972	960	968	920	987
Adj. EBITDA (USD m)								
North America	78	205	206	174	172	172	181	105
Europe	20	63	73	104	102	102	71	73
Asia	75	74	78	78	88	88	76	96
South America	76	112	129	132	146	193	178	156

## Adj. EBITDA per ton (USD)

raj. Estisit per ton (665)								
North America	287	559	594	481	480	459	506	279
Europe	94	263	289	397	381	406	286	266
Asia	408	416	424	392	463	449	455	473
South America	673	757	816	825	930	1,322	1,134	1,000

Source: MOFSL, Company

# **Conference call takeaways**

#### Outlook

- 1QFY23 Adj. EBITDA per ton guided to be 'over USD500', notwithstanding the cost challenges. This is not considering the record high aluminum prices but factoring in a more normalized price level.
- There is an upside risk to the above guidance, and the guidance will be revised as the concerns around semiconductor shortages and Russia-Ukraine crisis settle down and the contracts are renewed. Most of the contracts are due to be reset in FY24E and beyond.

## **End-market outlook: market demand growth in CY22**

- Beverage cans (~5% growth): Management highlighted that it sees increased volumes in all the regions and the demand is driven by ongoing 'at-home' consumption trend and shift of beverage packaging preferences towards sustainable options. Significant can-maker capacity expansions were announced across all regions.
- Automotive (~10% growth): Underlying demand remains strong, driven by new program adoption and increased consumer preference for SUVs, pick-up trucks, electric and premium vehicles. Semiconductor shortages, supply chain issues pursuant to lockdowns in China and Russia-Ukraine conflict continue to weigh on the auto build rates in 2022.
- Specialty (~4% growth): Favorable housing fundamentals in the US and Europe are driving strong B&C demand across markets, including electronics, container and painted products.
- Aerospace (~30% growth): Consumer air travel and order bookings are likely to improve towards pre-COVID levels by the end of the year.

# Future growth/capex plans

- FY23E capex is pegged at USD1.3-1.6b, including ~USD300m for maintenance capex.
- The company has embarked on a five-year organic growth plan, which will entail USD3.4b of strategic capex. This was already announced and will be fully funded by internal accruals.
- First Greenfield facility in the US was announced with an initial FRP capacity of 600kt with focus on can products (but has the flexibility for automotive and specialty production). This will be complete in FY26E with a capex of USD2.5b and return of mid-teens is expected from the project. Contracts of only ~50% of initial capacity are in place, which are secured to capture the potential demand and higher pricing.
- The company is on track to increase its UBC recycling capacity to 90b units p.a. from 74b units p.a. at present.

# **Industry Demand-Supply**

 North American can sheet market deficit expected to grow to >500kt by 2030 (from 300kt in 2022).

#### **Costs**

Inflation, including significant energy cost increase largely at German plants due to the Russia-Ukraine conflict. Energy inflation is the headwind that the company will need to navigate.

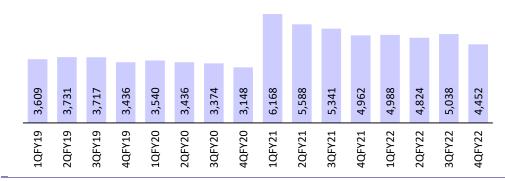
## **Energy situation**

■ Energy situation in Europe will continue to be challenging until the Russia-Ukraine conflict ends. Energy costs have gone up 2.5-3 times, but the company had taken up some hedges. Open market position is ~25% of total requirements. This results in USD15-20m per quarter of impact until the Russia-Ukraine situation is sorted.

# Capital allocation/cash flow

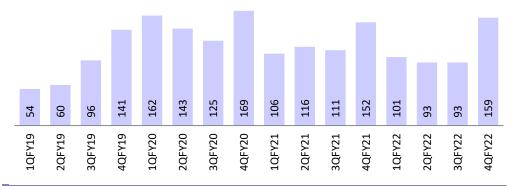
- Capital allocation strategy is now focusing towards growth (from deleveraging earlier) and INR4.5-5b will go towards growth. The year 2024 will be the peak capex period when many of the projects will be on stream.
- Novelis has achieved a debt reduction of USD2.6b post the acquisition of Aleris and only a meager debt of USD300m remains. A leverage ratio of sub-2.5x is targeted and there are no plans to add any further debt. Capex needs will be met from internal accruals.
- A decent release of cash (net working capital) would happen as and when the LME prices correct. The real benefit could accrue in 2QFY23E if the prices stay at these levels.

Exhibit 2: Net debt (USD m) continues to trend down after the acquisition of Aleris



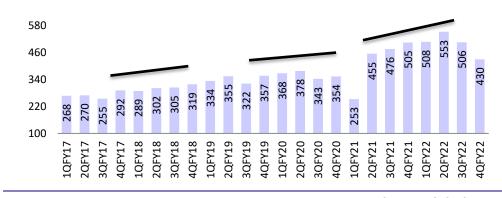
Source: MOFSL, Company

Exhibit 3: Capex (USD m) was lower in 3QFY22 due to COVID-related issues



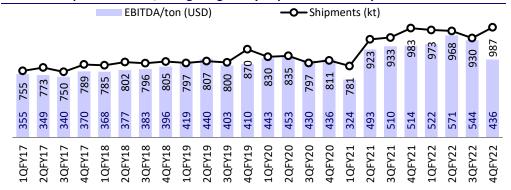
Source: MOFSL, Company

Exhibit 4: EBITDA (USD m) trajectory structurally strong for Novelis



Source: MOFSL, Company

Exhibit 5: Shipments robust, though negatively impacted seasonally



Source: MOFSL, Company

Exhibit 6: Changes in our key assumptions and key financials

		FY23E				FY24E		
		New	Old	% change	New	Old	% change	
INR/USD	INR/USD	75.6	75.6	0.0	76.8	76.8	0.0	
LME AI.	USD/t	2,900	3,300	-12.1	2,400	2,400	0.0	
Volumes	`							
Aluminium	kt	1,300	1,300	0.0	1,300	1,300	0.0	
Copper	kt	400	400	0.0	400	400	0.0	
Novelis	kt	4,000	4,000	0.0	4,160	4,160	0.0	
EBITDA/t								
Aluminium (incl Utkal)	USD/t	1,564	1,832	-14.6	1,100	1,100	0.0	
Copper	II .	425	425	0.0	425	425	0.0	
Novelis	II .	524	524	0.0	514	514	0.0	
<b>Consolidated Results</b>								
Revenue	INR b	2,091	2,238	-6.6	2,085	2,213	-5.8	
EBITDA	"	319	346	-7.6	278	278	0.0	
- India	"	161	187	-14.1	114	114	0.0	
- Novelis	"	158	158	0.0	164	164	0.0	
Consol PAT	II .	158	175	-9.8	132	132	-0.1	
EPS	"	71	79	-9.8	59	59	-0.1	

Source: MOFSL

# **Exhibit 7: SoTP valuation**

Y/E March	2023E
Hindalco - India	
Aluminum	
Volumes (kt)	1,300
EBITDA/t (INR)	1,18,244
EBITDA (INR m)	1,53,717
Copper	
Volumes (kt)	400
EBITDA/t (INR)	32,110
EBITDA (INR m)	12,844
EBITDA Hindalco - India (INR m)	1,61,061
EV/EBTIDA (x)	5.0
Target EV	8,05,306
Novelis	
Volumes (kt)	4,000
EBITDA/t (USD)	524
USD/INR	75.6
EBITDA (INR m)	1,58,387
EV/EBTIDA (x)	6.0
Target EV	9,50,319
Target EV - Group	17,55,625
Net Debt	3,13,375
Equity Value	14,42,251
A. INR/share(EQ)	648
Investments (quoted)	78,081
B. INR/share (investments) (net of Holdco Discount of 10%)	32
Target Price	680

Exhibit 8: Consolidated EBITDA sensitivity on LME/FX (INR b)

EBITDA (IN	R b)	Spot L	ME Ali	E Ali Base Case				
	319	2,700	2,800	2,900	3,000	3,100		
	73.6	293	299	306	312	319		
	74.6	300	306	313	319	326		
FX	75.6	306	313	319	326	333		
	76.6	313	320	326	333	340		
	77.6	320	326	333	340	347		

Source: MOFSL

Exhibit 9: TP sensitivity on LME/FX (INR/sh)

Target Price		Spot L	ME Ali	Base Case			
	680	2,700	2,800	2,900	3,000	3,100	
	73.6	615	630	645	660	675	
	74.6	635	650	665	680	695	
FX	75.6	650	665	680	695	710	
	76.6	665	680	695	710	725	
	77.6	685	700	715	730	745	

Source: MOFSL

Exhibit 10: EBITDA sensitivity on Novelis EBITDA/t

	-20%	-10%	Base Case	+10%	+20%
	424	471	524	576	634
EBITDA (INR b)	289	304	319	335	353

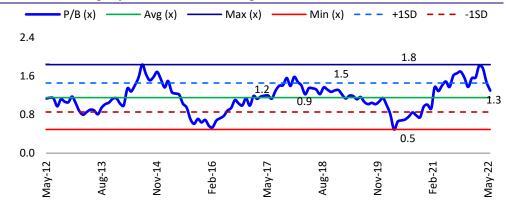
Source: MOFSL

Exhibit 11: TP sensitivity on Novelis EBITDA/t

	-20%	-10%	Base Case	+10%	+20%
	424	471	524	576	634
Target Price	590	630	680	730	780

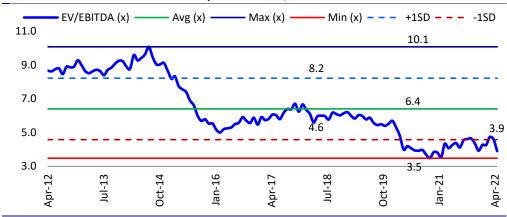
Source: MOFSL

Exhibit 12: P/B slightly above historical averages...



Source: Company, MOFSL

Exhibit 13: ...while the stock is not expensive on EV/EBITDA basis



Source: Company, MOFSL

**Exhibit 14: Global comparable valuation** 

	М-Сар	P/E (x)		EV/EBITDA (x)			P/B (x)			RoE (%)			
		CY21/	CY22/	CY23/	CY21/	CY22/	CY23/	CY21/	CY22/	CY23/	CY21/	CY22/	CY23/
Company	USD m	FY22	FY23	FY24	FY22	FY23	FY24	FY22	FY23	FY24	FY22	FY23	FY24
Hindalco*	12,290	6.8	6.0	7.1	4.8	3.9	4.4	1.7	1.3	1.1	27.5	24.9	17.3
Nalco*	2,154	5.7	4.9	6.3	3.4	3.0	3.8	1.4	1.2	1.1	25.4	26.1	18.1
Alcoa	10,807	4.8	5.4	5.9	2.6	2.4	2.6	1.8	1.4	1.2	40.3	23.4	15.3
Norsk Hydro	14,528	5.9	6.7	7.5	3.3	3.6	3.7	1.4	1.4	1.3	25.8	19.9	17.0
CHALCO	10,509	5.9	5.6	5.0	5.8	5.0	4.7	0.7	0.6	0.5	13.0	12.2	11.3
RUSAL	6,755	2.2	2.2	NA	2.4	NA	NA	0.6	0.5	NA	29.2	24.3	NA
Alumina	3,351	9.0	9.8	10.4	7.7	8.5	7.2	1.9	1.9	1.9	21.3	18.2	17.3

Source: MOFSL, Company, Bloomberg (\*) denotes MOFSL estimates

# **Financials and valuations**

Canadidated Income Statem								(INID IA)
Consolidated Income Statem Y/E March	2017	2018	2019	2020	2021	2022E	2023E	(INR b) 2024E
Net sales	1,002	1,152	1,305	1,181	1,318	1,977	2,091	2,085
Change (%)	1.4	15.0	13.3	-9.5	11.6	50.0	5.7	-0.2
Total Expenses	877	1,014	1,150	1,039	1,144	1,691	1,771	1,807
EBITDA	124	1,014	1,150	142	174	286	319	278
% of Net Sales	12.4	12.0	11.9	12.0	13.2	14.5	15.3	13.3
Depn. & Amortization	45	45	48	51	65	63	65	70
EBIT	80	93	107	91	109	223	254	208
Net Interest	57	39	38	42	37	33	29	26
Other income		10	11	12	12	4	5	7
PBT before EO	33	64	81	61	83	194	230	189
EO income (exp)	0	18	0	-2	-4	8.33	-9.072	-3.816
PBT after EO	33	82	81	59	79	202	221	185
Current tax	13	16	19	15	19	45	58	46
Deferred tax (net)	13	5		6	8	11	14	11
Tax	14	21	26	22	27	56	72	57
Rate (%)	42.9	25.4	32.0	36.4	34.5	27.9	32.7	30.9
Reported PAT	19	61	55 55	38	52	146	149	128
Minority interests	0	0	0	0	0	0	0	0
Share of asso.	0	-1	0	0	0	0	0	0
Adjusted PAT	19	42	55	39	55	138	158	132
Change (%)	-22.9	120.7	30.6	-29.2	40.7	151.4	14.8	-16.4
Change (%)	-22.9	120.7	30.0	-23.2	40.7	131.4	14.0	-10.4
Dalamas Chast								
Balance Speet								(INR b)
Balance Sheet Y/E March	2017	2018	2019	2020	2021	2022F	2023F	(INR b)
Y/E March	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022E</b>	<b>2023</b> E	2024E
Y/E March Share Capital	2	2	2	2	2	2	2	<b>2024E</b> 2
Y/E March Share Capital Reserves	2 458	2 546	2 573	2 581	2 663	2 798	2 934	2024E 2 1,050
Y/E March Share Capital Reserves Net Worth	2 458 <b>461</b>	2 546 <b>549</b>	2 573 <b>575</b>	581 583	2 663 <b>665</b>	2 798 <b>800</b>	934 <b>937</b>	2024E 2 1,050 1,053
Y/E March Share Capital Reserves Net Worth Minority Interest	2 458 <b>461</b> 0	2 546 <b>549</b> 0	2 573 <b>575</b> 0	2 581 <b>583</b> 0	2 663 <b>665</b> 0	2 798 <b>800</b> 0	934 937 0	2024E 2 1,050 1,053 0
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans	2 458 <b>461</b> 0 638	2 546 <b>549</b> 0 520	2 573 <b>575</b> 0 524	2 581 <b>583</b> 0 674	2 663 <b>665</b> 0 660	2 798 <b>800</b> 0 612	2 934 <b>937</b> 0 564	2024E 2 1,050 1,053 0 514
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability	2 458 <b>461</b> 0 638 20	2 546 <b>549</b> 0 520 31	2 573 <b>575</b> 0 524 37	2 581 <b>583</b> 0 674 38	2 663 <b>665</b> 0 660 36	2 798 <b>800</b> 0 612 47	2 934 <b>937</b> 0 564 62	2024E 2 1,050 1,053 0 514 73
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed	2 458 <b>461</b> 0 638 20 <b>1,118</b>	2 546 <b>549</b> 0 520 31 <b>1,100</b>	2 573 <b>575</b> 0 524 37 <b>1,136</b>	2 581 583 0 674 38 1,295	2 663 665 0 660 36 1,361	2 798 <b>800</b> 0 612 47 <b>1,460</b>	2 934 <b>937</b> 0 564 62 <b>1,562</b>	2024E 2 1,050 1,053 0 514 73 1,640
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block	2 458 <b>461</b> 0 638 20 <b>1,118</b> 1,041	2 546 <b>549</b> 0 520 31 <b>1,100</b> 1,083	2 573 <b>575</b> 0 524 37 <b>1,136</b> 1,131	2 581 583 0 674 38 1,295	2 663 <b>665</b> 0 660 36 <b>1,361</b> 1,343	2 798 <b>800</b> 0 612 47 <b>1,460</b> 1,391	2 934 937 0 564 62 1,562	2024E 2 1,050 1,053 0 514 73 1,640
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn.	2 458 461 0 638 20 1,118 1,041	2 546 <b>549</b> 0 520 31 <b>1,100</b> 1,083 410	2 573 <b>575</b> 0 524 37 <b>1,136</b> 1,131	2 581 583 0 674 38 1,295 1,200 509	2 663 <b>665</b> 0 660 36 <b>1,361</b> 1,343 574	2 798 <b>800</b> 0 612 47 <b>1,460</b> 1,391 637	2 934 937 0 564 62 1,562 1,438 702	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block	2 458 <b>461</b> 0 638 20 <b>1,118</b> 1,041	2 546 <b>549</b> 0 520 31 <b>1,100</b> 1,083 410 <b>673</b>	2 573 <b>575</b> 0 524 37 <b>1,136</b> 1,131	2 581 583 0 674 38 1,295 1,200 509	2 663 665 0 660 36 1,361 1,343 574	2 798 <b>800</b> 0 612 47 <b>1,460</b> 1,391	2 934 937 0 564 62 1,562	2024E 2 1,050 1,053 0 514 73 1,640
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets	2 458 461 0 638 20 1,118 1,041 365 676	2 546 549 0 520 31 1,100 1,083 410 673 178	2 573 575 0 524 37 1,136 1,131 458 673	2 581 583 0 674 38 1,295 1,200 509 691 201	2 663 665 0 660 36 1,361 1,343 574 770 233	2 798 <b>800</b> 0 612 47 <b>1,460</b> 1,391 637 <b>754</b> 233	2 934 937 0 564 62 1,438 702 736 233	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP	2 458 461 0 638 20 1,118 1,041 365 676 171	2 546 549 0 520 31 1,100 1,083 410 673 178	2 573 575 0 524 37 1,136 1,131 458 673 186 41	2 581 583 0 674 38 1,295 1,200 509 691 201	2 663 665 0 660 36 1,361 1,343 574 770 233	2 798 <b>800</b> 0 612 47 <b>1,460</b> 1,391 637 <b>754</b> 233	2 934 937 0 564 62 1,562 1,438 702 736 233	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments	2 458 461 0 638 20 1,118 1,041 365 676 171 18	2 546 549 0 520 31 1,100 1,083 410 673 178 21	2 573 575 0 524 37 1,136 1,131 458 673 186 41	2 581 583 0 674 38 1,295 1,200 509 691 201 77	2 663 665 0 660 36 1,361 1,343 574 770 233 102	2 798 800 0 612 47 1,460 1,391 637 754 233 141	2 934 937 0 564 62 1,562 1,438 702 736 233 181	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments Working capital Assets	2 458 461 0 638 20 1,118 1,041 365 676 171 18 62	2 546 549 0 520 31 1,100 1,083 410 673 178 21 69	2 573 575 0 524 37 1,136 1,131 458 673 186 41 52	2 581 583 0 674 38 1,295 1,200 509 691 201 77 31	2 663 665 0 660 36 1,361 1,343 574 770 233 102 77	2 798 800 0 612 47 1,460 1,391 637 754 233 141 77	2 934 937 0 564 62 1,562 1,438 702 736 233 181 77 1,026	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77 1,009
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments Working capital Assets Inventory	2 458 461 0 638 20 1,118 1,041 365 676 171 18 62 530	2 546 549 0 520 31 1,100 1,083 410 673 178 21 69 530 216	2 573 575 0 524 37 1,136 1,131 458 673 186 41 52	2 581 583 0 674 38 1,295 1,200 509 691 201 77 31 686 224	2 663 665 0 660 36 1,361 1,343 574 770 233 102 77 706	2 798 800 0 612 47 1,460 1,391 637 754 233 141 77 921	2 934 937 0 564 62 1,562 1,438 702 736 233 181 77 1,026	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77 1,009 486
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments Working capital Assets Inventory Account Receivables	2 458 461 0 638 20 1,118 1,041 365 676 171 18 62 530 183	2 546 549 0 520 31 1,100 1,083 410 673 178 21 69 530 216	2 573 575 0 524 37 1,136 1,131 458 673 186 41 52 567 222	2 581 583 0 674 38 1,295 1,200 509 691 201 77 31 686 224	2 663 665 0 660 36 1,361 1,343 574 770 233 102 77 706 307	2 798 800 0 612 47 1,460 1,391 637 754 233 141 77 921 460 190	2 934 937 0 564 62 1,562 1,438 702 736 233 181 77 1,026 487 200	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77 1,009 486 200
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments Working capital Assets Inventory Account Receivables Cash and Bank Balance	2 458 461 0 638 20 1,118 1,041 365 676 171 18 62 530 183 83	2 546 549 0 520 31 1,100 1,083 410 673 178 21 69 530 216 100	2 573 575 0 524 37 1,136 1,131 458 673 186 41 52 567 222 115	2 581 583 0 674 38 1,295 1,200 509 691 201 77 31 686 224 93	2 663 665 0 660 36 1,361 1,343 574 770 233 102 77 706 307 130 182	2 798 800 0 612 47 1,460 1,391 637 754 233 141 77 921 460 190	2 934 937 0 564 62 1,562 1,438 702 736 233 181 77 1,026 487 200 251	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77 1,009 486 200 236
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments Working capital Assets Inventory Account Receivables Cash and Bank Balance Others (incl. LT)	2 458 461 0 638 20 1,118 1,041 365 676 171 18 62 530 183 83 172 92	2 546 549 0 520 31 1,100 1,083 410 673 178 21 69 530 216 100 120 94	2 573 575 0 524 37 1,136 1,131 458 673 186 41 52 567 222 115 136 94	2 581 583 0 674 38 1,295 1,200 509 691 201 77 31 686 224 93 278	2 663 665 0 660 36 1,361 1,343 574 770 233 102 77 706 307 130 182 88	2 798 800 0 612 47 1,460 1,391 637 754 233 141 77 921 460 190 183 88	2 934 937 0 564 62 1,562 1,438 702 736 233 181 77 1,026 487 200 251 88	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77 1,009 486 200 236 88
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments Working capital Assets Inventory Account Receivables Cash and Bank Balance Others (incl. LT) Working capital liability	2 458 461 0 638 20 1,118 1,041 365 676 171 18 62 530 183 83 172 92 338	2 546 549 0 520 31 1,100 1,083 410 673 178 21 69 530 216 100 120 94 370	2 573 575 0 524 37 1,136 1,131 458 673 186 41 52 567 222 115 136 94	2 581 583 0 674 38 1,295 1,200 509 691 201 77 31 686 224 93 278 90 391	2 663 665 0 660 36 1,361 1,343 574 770 233 102 77 706 307 130 182 88 527	2 798 800 0 612 47 1,460 1,391 637 754 233 141 77 921 460 190 183 88 666	2 934 937 0 564 62 1,562 1,438 702 736 233 181 77 1,026 487 200 251 88 691	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77 1,009 486 200 236 88 690
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments Working capital Assets Inventory Account Receivables Cash and Bank Balance Others (incl. LT) Working capital liability Account Payables	2 458 461 0 638 20 1,118 1,041 365 676 171 18 62 530 183 83 172 92 338 179	2 546 549 0 520 31 1,100 1,083 410 673 178 21 69 530 216 100 120 94 370 204	2 573 575 0 524 37 1,136 1,131 458 673 186 41 52 567 222 115 136 94 383 207	2 581 583 0 674 38 1,295 1,200 509 691 201 77 31 686 224 93 278 90 391 183	2 663 665 0 660 36 1,361 1,343 574 770 233 102 77 706 307 130 182 88 527 283	2 798 800 0 612 47 1,460 1,391 637 754 233 141 77 921 460 190 183 88 666 423	2 934 937 0 564 62 1,562 1,438 702 736 233 181 77 1,026 487 200 251 88 691 447	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77 1,009 486 200 236 88 690 446
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments Working capital Assets Inventory Account Receivables Cash and Bank Balance Others (incl. LT) Working capital liability Account Payables Others (incl. LT)	2 458 461 0 638 20 1,118 1,041 365 676 171 18 62 530 183 83 172 92 338 179 160	2 546 549 0 520 31 1,100 1,083 410 673 178 21 69 530 216 100 120 94 370 204 166	2 573 575 0 524 37 1,136 1,131 458 673 186 41 52 567 222 115 136 94 383 207	2 581 583 0 674 38 1,295 1,200 509 691 201 77 31 686 224 93 278 90 391 183 208	2 663 665 0 660 36 1,361 1,343 574 770 233 102 77 706 307 130 182 88 527 283 244	2 798 800 0 612 47 1,460 1,391 637 754 233 141 77 921 460 190 183 88 666 423 244	2 934 937 0 564 62 1,562 1,438 702 736 233 181 77 1,026 487 200 251 88 691 447 244	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77 1,009 486 200 236 88 690 446 244
Y/E March Share Capital Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Goodwill Capital WIP Investments Working capital Assets Inventory Account Receivables Cash and Bank Balance Others (incl. LT) Working capital liability Account Payables	2 458 461 0 638 20 1,118 1,041 365 676 171 18 62 530 183 83 172 92 338 179	2 546 549 0 520 31 1,100 1,083 410 673 178 21 69 530 216 100 120 94 370 204	2 573 575 0 524 37 1,136 1,131 458 673 186 41 52 567 222 115 136 94 383 207	2 581 583 0 674 38 1,295 1,200 509 691 201 77 31 686 224 93 278 90 391 183	2 663 665 0 660 36 1,361 1,343 574 770 233 102 77 706 307 130 182 88 527 283	2 798 800 0 612 47 1,460 1,391 637 754 233 141 77 921 460 190 183 88 666 423	2 934 937 0 564 62 1,562 1,438 702 736 233 181 77 1,026 487 200 251 88 691 447	2024E 2 1,050 1,053 0 514 73 1,640 1,438 772 666 233 344 77 1,009 486 200 236 88 690 446

# **Financials and valuations**

Cash Flow Statement								(INR b)
Y/E March	2017	2018	2019	2020	2021	2022E	2023E	2024E
EBITDA	124	138	155	142	174	286	319	278
XO Exp. (income)	4	3	0	-3	-3	8	-9	-4
tax paid	-8	-14	-19	-1	-13	-45	-58	-46
Change in WC	7	-18	-17	-12	14	-74	-13	1
CF from Op. Activity	127	109	120	127	172	175	240	229
(Inc)/Dec in FA + CWIP	-29	-30	-60	-68	-56	-85	-85	-163
Free Cash Flow to firm	97	79	60	59	117	90	154	66
(Pur)/Sale of Inv. & yield	6	25	7	7	9	4	5	7
Others & M&A	4	8	5	10	-173	0	0	0
CF from Inv. Activity	-20	3	-48	-51	-220	-80	-80	-156
Equity raised/(repaid)	33	0	-1	0	0	0	0	0
Debt raised/(repaid)	-25	-123	-14	109	-10	-50	-50	-50
Interest	-61	-38	-36	-40	-37	-33	-29	-26
Dividend (incl. tax)	-2	-3	-3	-3	-2	-11	-12	-12
CF from Fin. Activity	-56	-164	-55	66	-49	-94	-91	-88
(Inc)/Dec in Cash	51	-53	17	142	-96	0	68	-15
Add: Opening Balance	121	172	120	136	278	182	183	251
Closing Balance	172	120	136	278	182	183	251	236
Ratios								
Y/E March	2017	2018	2019	2020	2021	2022E	2023E	2024E
Basic (INR)								
EPS	8.6	18.9	24.7	17.5	24.6	61.8	71.0	59.4
Cash EPS	28.6	47.6	46.2	39.8	52.5	94.0	96.2	89.1
BV/Share (adj.)	129.9	166.1	175.0	171.8	194.3	254.9	316.3	368.5
DPS	1.1	1.4	1.2	1.2	3.5	5.0	5.5	5.5
Payout (%)	15.0	8.7	5.7	8.0	16.7	9.5	9.1	10.8
Valuation (x)								
P/E	49.4	22.4	17.1	24.2	17.2	6.8	6.0	7.1
Cash P/E	14.8	8.9	9.2	10.6	8.1	4.5	4.4	4.7
P/BV	3.3	2.5	2.4	2.5	2.2	1.7	1.3	1.1
EV/Sales	1.4	1.2	1.0	1.1	1.1	0.7	0.6	0.6
EV/EBITDA	11.3	9.7	8.6	9.4	8.2	4.8	3.9	4.4
Dividend Yield (%)	0.3	0.3	0.3	0.3	0.8	1.2	1.3	1.3
Return Ratios (%)								
EBITDA Margins (%)	12.4	12.0	11.9	12.0	13.2	14.5	15.3	13.3
Net Profit Margins (%)	1.9	3.7	4.2	3.3	4.1	7.0	7.6	6.3
RoE	7.1	12.8	14.5	10.1	13.4	27.5	24.9	17.3
RoCE (pre-tax)	8.2	9.3	10.6	8.5	9.1	16.1	17.2	13.4
RoIC (pre-tax)	9.1	10.8	11.9	10.3	11.5	21.6	24.1	20.5
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	1.0	1.1	1.2	1.0	1.0	1.4	1.5	1.5
Asset Turnover (x)	0.9	1.0	1.1	0.9	1.0	1.4	1.3	1.3
Debtor (Days)	30	32	32	29	36	35	35	35
Inventory (Days)	67	69	62	69	85	85	85	85
Payable (Days)	65	65	58	56	78	78	78	78
Leverage Ratio (x)								
Current Ratio	1.6	1.4	1.5	1.8	1.3	1.4	1.5	1.5
Interest Cover Ratio	1.4	2.4	2.8	2.2	2.9	6.7	8.7	8.1
Debt/Equity	1.6	1.1	1.0	1.0	1.1	0.8	0.4	0.3
Debt/ Equity	1.0	1.1	1.0	1.0	1.1	0.0	0.4	0.3

# $N\ O\ T\ E\ S$

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.

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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">www.motilaloswal.com</a>. CIN 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.

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