

August 16, 2022

## Q1FY23 Result Update

■ Change in Estimates |  Target | ■ Reco

### Change in Estimates

|                | Current    |        | Previous   |        |
|----------------|------------|--------|------------|--------|
|                | FY23E      | FY24E  | FY23E      | FY24E  |
| Rating         | ACCUMULATE |        | ACCUMULATE |        |
| Target Price   | 1,211      |        | 1,091      |        |
| Sales (Rs. m)  | 54,515     | 63,425 | 54,515     | 63,425 |
| % Chng.        | -          | -      | -          | -      |
| EBITDA (Rs. m) | 3,638      | 4,980  | 3,638      | 4,980  |
| % Chng.        | -          | -      | -          | -      |
| EPS (Rs.)      | 24.6       | 32.2   | 24.6       | 32.2   |
| % Chng.        | -          | -      | -          | -      |

### Key Financials - Standalone

| Y/e Mar        | FY21   | FY22   | FY23E  | FY24E  |
|----------------|--------|--------|--------|--------|
| Sales (Rs. m)  | 45,731 | 47,704 | 54,515 | 63,425 |
| EBITDA (Rs. m) | 3,015  | 2,271  | 3,638  | 4,980  |
| Margin (%)     | 6.6    | 4.8    | 6.7    | 7.9    |
| PAT (Rs. m)    | 1,719  | 1,668  | 2,813  | 3,689  |
| EPS (Rs.)      | 15.0   | 14.6   | 24.6   | 32.2   |
| Gr. (%)        | NA     | (3.0)  | 68.7   | 31.2   |
| DPS (Rs.)      | -      | 4.5    | 8.0    | 10.0   |
| Yield (%)      | -      | 0.4    | 0.7    | 0.9    |
| RoE (%)        | 11.5   | 9.8    | 14.9   | 17.3   |
| RoCE (%)       | 14.6   | 14.0   | 20.1   | 23.2   |
| EV/Sales (x)   | 3.0    | 2.7    | 2.3    | 2.0    |
| EV/EBITDA (x)  | 44.8   | 57.2   | 35.0   | 25.0   |
| PE (x)         | 76.2   | 78.5   | 46.6   | 35.5   |
| P/BV (x)       | 8.2    | 7.3    | 6.6    | 5.8    |

### Key Data

BJEL.BO | BJE IN

|                     |                      |
|---------------------|----------------------|
| 52-W High / Low     | Rs.1,589 / Rs.858    |
| Sensex / Nifty      | 59,463 / 17,698      |
| Market Cap          | Rs.131bn / \$ 1,650m |
| Shares Outstanding  | 115m                 |
| 3M Avg. Daily Value | Rs.121.2m            |

### Shareholding Pattern (%)

|                         |   |
|-------------------------|---|
| Promoter's              | - |
| Foreign                 | - |
| Domestic Institution    | - |
| Public & Others         | - |
| Promoter Pledge (Rs bn) | - |

### Stock Performance (%)

|          | 1M    | 6M    | 12M |
|----------|-------|-------|-----|
| Absolute | 5.6   | (1.9) | 8.9 |
| Relative | (4.3) | (4.1) | 0.4 |

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## Rural Demand to recover after strong monsoon

### Quick Pointers:

- Number 3 position in lighting segment now
- CP segment margin to bounce back in next 2 quarters
- Rural demand expected to bounce back due to good monsoon

**We have not made any changes to our estimates for FY23-24. BJE expects rural demand to recover after strong monsoon and onset of festive season. Margin in Consumer segment is also expected to recovery from Q3 onwards. It has shown continued balance sheet improvements as it has achieved net debt free status now. We believe market share gain in fans/lighting business is quite encouraging, thanks to new product introductions. We expect the company has the potential to scale up its newer product categories through continued distribution expansion. EPC business margin at 2% after making losses for a long time.**

**We remain structurally positive on longer term prospects given 1) strong brand with leadership position in kitchen appliances 2) increasing shelf space by leveraging industry leading distribution network & brand strength and 3) improving balance sheet aided by robust cash flow generation. We estimate Sales/PAT to grow at CAGR of 15% / 49% over FY22-24E. We value the stock on SOTP & arrive at a target price of Rs1,211 (derived P/E of 35.5x on March'24 EPS, Consumer business valued at 40x (vs 36x before)**

**Sales up by 43.4%, PAT up by** Sales grew by 43.4% YoY to Rs12.02bn Gross margin for 1QFY23 came at 29.7%, -340bps YOY. Consumer products business grew 58.6%YoY to Rs9.72bn and margin came at 6.1%, up 360bps YOY. EPC revenue grew 6.9% YoY to Rs2.56bn and margin came at 2%Overall EBITDA came at Rs712mn. EBITDA margin at 5.8% (vs 0.8% in 1QFY22) Adj. PAT came at Rs506mn. Total Debt down to Rs 150mn vs Rs450mn in March 2022. Cash balance stands at Rs1bn. Order book stand at Rs INR 9.13bn down by 5% YOY with Power Distribution order of Rs110mn, Transmission line Rs7.14bn and Illumination projects: Rs 1.88bn. In terms of product category, appliances grew 52% YoY, Fans grew 65% YoY, Lighting 90% YoY and Morphy Richards declined 9% YoY. Reduction in receivables in all EPC subsegments stands at Rs1.94bn.

**Con call highlights :** 1) Company consolidate its position to number 3 in lighting segment vs number 7 at the end of FY19. 2) Premium fans is 20% of total fans turnover backed by 40 launches in last 2 years. 3) In lighting, the company saw 90+ launches in B2C, mainly battens, panels & D/Ls in last 2 years 4) Q1 saw loss of Rs500mn of sales due to SAP implementation. 5) Management said that CP segment margin got impacted due to high cost inventory and it should cross double digit in 2 quarters. 6) Price hike was 5% in April month and there will not be any price hike now due to commodity cost correction. 7) It has become number 1 players in B2B lighting and setting up dedicated sales team to drive B2C sales. 8) The company is exploring merger of Nirlep now. 9) Management expects demand recovery likely from September due to onset of festive season and rural demand is expected to bounce back due to good monsoon

**Exhibit 1: 1QFY23 Result Overview (Rs m): Sales grew by 44% YoY to Rs12.28bn; PAT came at Rs506mn**

| Y/e March                          | Q1FY23        | Q1FY22       | YoY gr. (%)    | Q4FY22        | FY22          | FY21          | YoY gr. (%)   |
|------------------------------------|---------------|--------------|----------------|---------------|---------------|---------------|---------------|
| <b>Net Sales</b>                   | <b>12,287</b> | <b>8,528</b> | <b>44.1</b>    | <b>13,224</b> | <b>47,703</b> | <b>45,731</b> | <b>4.3</b>    |
| <b>Expenditure</b>                 |               |              |                |               |               |               |               |
| Operating & Manufacturing Expenses | 8,643         | 5,709        | 51.4           | 9,895         | 34,467        | 32,402        | 6.4           |
| <i>% of Net Sales</i>              | <i>70.3</i>   | <i>66.9</i>  | <i>3.4</i>     | <i>74.8</i>   | <i>72.3</i>   | <i>70.9</i>   | <i>1.4</i>    |
| <b>Gross Profit</b>                | <b>3,643</b>  | <b>2,819</b> | <b>29.2</b>    | <b>3,329</b>  | <b>13,237</b> | <b>13,328</b> | <b>(0.7)</b>  |
| <i>% of Net Sales</i>              | <i>29.7</i>   | <i>33.1</i>  | <i>(3.4)</i>   | <i>25.2</i>   | <i>27.7</i>   | <i>29.1</i>   | <i>(1.4)</i>  |
| Personnel Cost                     | 979           | 1,020        | (4.0)          | 885           | 3,844         | 3,883         | (1.0)         |
| <i>% of Net Sales</i>              | <i>8.0</i>    | <i>12.0</i>  | <i>(4.0)</i>   | <i>6.7</i>    | <i>8.1</i>    | <i>8.5</i>    | <i>(0.4)</i>  |
| Other Expenses                     | 1,952         | 1,729        | 13.0           | 1,852         | 7,122         | 6,430         | 10.8          |
| <i>% of Net Sales</i>              | <i>15.9</i>   | <i>20.3</i>  | <i>(4.4)</i>   | <i>14.0</i>   | <i>14.9</i>   | <i>14.1</i>   | <i>0.9</i>    |
| Total Expenditure                  | 11,575        | 8,457        | 36.9           | 12,632        | 45,432        | 42,715        | 6.4           |
| <b>EBITDA</b>                      | <b>712</b>    | <b>71</b>    | <b>896.8</b>   | <b>592</b>    | <b>2,271</b>  | <b>3,015</b>  | <b>(24.7)</b> |
| <i>Margin (%)</i>                  | <i>5.8</i>    | <i>0.8</i>   | <i>5.0</i>     | <i>4.5</i>    | <i>4.8</i>    | <i>6.6</i>    | <i>(1.8)</i>  |
| Other income                       | 198           | 133          | 49.1           | 320           | 1,013         | 727           | 39.3          |
| Depreciation                       | 155           | 144          | 7.6            | 148           | 529           | 756           | (29.9)        |
| <b>EBIT</b>                        | <b>754</b>    | <b>60</b>    | <b>1,163.1</b> | <b>764</b>    | <b>2,755</b>  | <b>2,987</b>  | <b>(7.8)</b>  |
| Interest                           | 72            | 147          | (50.7)         | 98            | 567           | 693           | (18.1)        |
| <b>PBT before exceptional item</b> | <b>682</b>    | <b>(87)</b>  | <b>(884.6)</b> | <b>666</b>    | <b>2,187</b>  | <b>2,294</b>  | <b>(4.7)</b>  |
| Total Taxes                        | 176           | (23)         |                | 188           | 520           | 575           | (9.7)         |
| <i>ETR (%)</i>                     | <i>25.8</i>   | <i>26.0</i>  | <i>(0.2)</i>   | <i>28.2</i>   | <i>23.8</i>   | <i>25.1</i>   | <i>(1.3)</i>  |
| <b>Adj. PAT</b>                    | <b>506</b>    | <b>(64)</b>  | <b>(886.9)</b> | <b>478</b>    | <b>1,667</b>  | <b>1,719</b>  | <b>(3.0)</b>  |
| Exceptional item                   | -             | -            |                | 36            | 132           | (118)         |               |
| <b>PAT</b>                         | <b>506</b>    | <b>(64)</b>  | <b>(886.9)</b> | <b>514</b>    | <b>1,800</b>  | <b>1,601</b>  | <b>12.4</b>   |

Source: Company, PL

**Exhibit 2: Segmental Breakup (Rs m): Consumer Products sales up 59%; Margins at 6.1%**

| Y/e March              | Q1FY23     | Q1FY22       | YoY gr. (%) | Q4FY22     | FY22         | FY21         | YoY gr. (%)  |
|------------------------|------------|--------------|-------------|------------|--------------|--------------|--------------|
| <b>Revenues</b>        |            |              |             |            |              |              |              |
| Consumer Products      | 9,725      | 6,132        | 58.6        | 10,257     | 37,275       | 33,035       | 12.8         |
| EPC                    | 2,561      | 2,395        | 6.9         | 2,965      | 10,423       | 12,689       | (17.9)       |
| <b>EBIT</b>            |            |              |             |            |              |              |              |
| Consumer Products      | 597        | 155          | 286.2       | 642        | 2,796        | 3,240        | (13.7)       |
| <i>EBIT margin (%)</i> | <i>6.1</i> | <i>2.5</i>   | <i>3.6</i>  | <i>6.3</i> | <i>7.5</i>   | <i>9.8</i>   | <i>(2.3)</i> |
| EPC                    | 51         | (133)        | (138.3)     | 71         | (354)        | (541)        | NA           |
| <i>EBIT margin (%)</i> | <i>2.0</i> | <i>(5.6)</i> | <i>7.6</i>  | <i>2.4</i> | <i>(3.4)</i> | <i>(4.3)</i> | <i>NA</i>    |

Source: Company, PL

**Exhibit 3: SOTP: Implied PE of 39.3x Mar24 EPS**

| March24             | Basis | Multiple | Per Share | Value (Rs)  | Valuation % |
|---------------------|-------|----------|-----------|-------------|-------------|
| Consumer Products   | P/E   | 40.0     | 30.7      | 1200        | 100%        |
| EPC                 | P/E   | 5.0      | 2.2       | 11          | 0%          |
| <b>Target Price</b> |       |          |           | <b>1211</b> | <b>100%</b> |

Source: PL

## Financials

### Income Statement (Rs m)

| Y/e Mar                       | FY21          | FY22          | FY23E         | FY24E         |
|-------------------------------|---------------|---------------|---------------|---------------|
| <b>Net Revenues</b>           | <b>45,731</b> | <b>47,704</b> | <b>54,515</b> | <b>63,425</b> |
| YoY gr. (%)                   | (8.1)         | 4.3           | 14.3          | 16.3          |
| Cost of Goods Sold            | 32,402        | 34,467        | 39,074        | 45,127        |
| Gross Profit                  | 13,328        | 13,237        | 15,441        | 18,298        |
| Margin (%)                    | 29.1          | 27.7          | 28.3          | 28.9          |
| Employee Cost                 | 3,883         | 3,844         | 4,034         | 4,598         |
| Other Expenses                | 6,430         | 4,134         | 4,282         | 4,600         |
| <b>EBITDA</b>                 | <b>3,015</b>  | <b>2,271</b>  | <b>3,638</b>  | <b>4,980</b>  |
| YoY gr. (%)                   | 45.7          | (24.7)        | 60.2          | 36.9          |
| Margin (%)                    | 6.6           | 4.8           | 6.7           | 7.9           |
| Depreciation and Amortization | 693           | 568           | 640           | 709           |
| <b>EBIT</b>                   | <b>2,323</b>  | <b>1,704</b>  | <b>2,998</b>  | <b>4,271</b>  |
| Margin (%)                    | 5.1           | 3.6           | 5.5           | 6.7           |
| Net Interest                  | 756           | 529           | 101           | 126           |
| Other Income                  | 727           | 1,013         | 878           | 808           |
| <b>Profit Before Tax</b>      | <b>2,294</b>  | <b>2,187</b>  | <b>3,776</b>  | <b>4,952</b>  |
| Margin (%)                    | 5.0           | 4.6           | 6.9           | 7.8           |
| Total Tax                     | 575           | 520           | 963           | 1,263         |
| Effective tax rate (%)        | 25.1          | 23.8          | 25.5          | 25.5          |
| <b>Profit after tax</b>       | <b>1,719</b>  | <b>1,668</b>  | <b>2,813</b>  | <b>3,689</b>  |
| Minority interest             | -             | -             | -             | -             |
| Share Profit from Associate   | -             | -             | -             | -             |
| <b>Adjusted PAT</b>           | <b>1,719</b>  | <b>1,668</b>  | <b>2,813</b>  | <b>3,689</b>  |
| YoY gr. (%)                   | (1,30,707.8)  | (3.0)         | 68.7          | 31.2          |
| Margin (%)                    | 3.8           | 3.5           | 5.2           | 5.8           |
| Extra Ord. Income / (Exp)     | 118           | (132)         | -             | -             |
| <b>Reported PAT</b>           | <b>1,836</b>  | <b>1,535</b>  | <b>2,813</b>  | <b>3,689</b>  |
| YoY gr. (%)                   | (1,39,644.8)  | (16.4)        | 83.2          | 31.2          |
| Margin (%)                    | 4.0           | 3.2           | 5.2           | 5.8           |
| Other Comprehensive Income    | -             | -             | -             | -             |
| Total Comprehensive Income    | 1,836         | 1,535         | 2,813         | 3,689         |
| <b>Equity Shares O/s (m)</b>  | <b>115</b>    | <b>115</b>    | <b>115</b>    | <b>115</b>    |
| <b>EPS (Rs)</b>               | <b>15.0</b>   | <b>14.6</b>   | <b>24.6</b>   | <b>32.2</b>   |

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

| Y/e Mar                               | FY21          | FY22          | FY23E         | FY24E         |
|---------------------------------------|---------------|---------------|---------------|---------------|
| <b>Non-Current Assets</b>             |               |               |               |               |
| <b>Gross Block</b>                    | <b>8,463</b>  | <b>8,911</b>  | <b>9,198</b>  | <b>9,926</b>  |
| Tangibles                             | 8,350         | 8,748         | 8,984         | 9,612         |
| Intangibles                           | 113           | 163           | 213           | 313           |
| <b>Acc: Dep / Amortization</b>        | <b>3,855</b>  | <b>4,129</b>  | <b>4,559</b>  | <b>5,028</b>  |
| Tangibles                             | 3,763         | 4,016         | 4,408         | 4,825         |
| Intangibles                           | 92            | 113           | 150           | 203           |
| <b>Net fixed assets</b>               | <b>4,608</b>  | <b>4,783</b>  | <b>4,639</b>  | <b>4,898</b>  |
| Tangibles                             | 4,587         | 4,732         | 4,576         | 4,788         |
| Intangibles                           | 21            | 51            | 63            | 110           |
| Capital Work In Progress              | 178           | 436           | 255           | 255           |
| Goodwill                              | -             | -             | -             | -             |
| Non-Current Investments               | 5,835         | 7,322         | 4,573         | 5,075         |
| Net Deferred tax assets               | 525           | 55            | 225           | 447           |
| Other Non-Current Assets              | 1,855         | 2,387         | 2,330         | 2,436         |
| <b>Current Assets</b>                 |               |               |               |               |
| Investments                           | -             | -             | -             | -             |
| Inventories                           | 9,710         | 9,452         | 7,468         | 8,688         |
| Trade receivables                     | 15,115        | 11,293        | 13,595        | 14,400        |
| Cash & Bank Balance                   | 616           | 1,237         | 4,375         | 6,980         |
| Other Current Assets                  | 3,990         | 3,243         | 3,898         | 4,123         |
| <b>Total Assets</b>                   | <b>42,501</b> | <b>40,514</b> | <b>41,582</b> | <b>47,539</b> |
| <b>Equity</b>                         |               |               |               |               |
| Equity Share Capital                  | 229           | 229           | 229           | 229           |
| Other Equity                          | 15,818        | 17,618        | 19,651        | 22,424        |
| <b>Total Networkth</b>                | <b>16,047</b> | <b>17,847</b> | <b>19,880</b> | <b>22,653</b> |
| <b>Non-Current Liabilities</b>        |               |               |               |               |
| Long Term borrowings                  | 246           | 118           | 146           | -             |
| Provisions                            | 431           | 529           | 463           | 539           |
| Other non current liabilities         | 676           | 595           | 681           | 793           |
| <b>Current Liabilities</b>            |               |               |               |               |
| ST Debt / Current of LT Debt          | 4,392         | 127           | 545           | 634           |
| Trade payables                        | 9,441         | 12,124        | 8,564         | 9,891         |
| Other current liabilities             | 11,260        | 9,172         | 11,289        | 13,013        |
| <b>Total Equity &amp; Liabilities</b> | <b>42,502</b> | <b>40,514</b> | <b>41,582</b> | <b>47,539</b> |

Source: Company Data, PL Research

**Cash Flow (Rs m)**

| Y/e Mar                              | FY21           | FY22           | FY23E        | FY24E          |
|--------------------------------------|----------------|----------------|--------------|----------------|
| PBT                                  | 2,294          | 2,187          | 3,776        | 4,952          |
| Add. Depreciation                    | 693            | 568            | 640          | 709            |
| Add. Interest                        | 756            | 529            | 101          | 126            |
| Less Financial Other Income          | 727            | 1,013          | 878          | 808            |
| Add. Other                           | (300)          | (132)          | (124)        | (157)          |
| Op. profit before WC changes         | 3,443          | 3,152          | 4,392        | 5,631          |
| Net Changes-WC                       | 3,270          | 6,666          | (2,690)      | 302            |
| Direct tax                           | (116)          | (443)          | (963)        | (1,263)        |
| <b>Net cash from Op. activities</b>  | <b>6,597</b>   | <b>9,374</b>   | <b>739</b>   | <b>4,670</b>   |
| Capital expenditures                 | (98)           | (339)          | (835)        | (968)          |
| Interest / Dividend Income           | 85             | -              | -            | -              |
| Others                               | (1,092)        | (3,032)        | 3,669        | 3              |
| <b>Net Cash from Inv. activities</b> | <b>(1,105)</b> | <b>(3,371)</b> | <b>2,834</b> | <b>(965)</b>   |
| Issue of share cap. / premium        | 105            | 143            | -            | -              |
| Debt changes                         | (5,216)        | (4,392)        | 445          | (57)           |
| Dividend paid                        | -              | -              | (515)        | (916)          |
| Interest paid                        | (941)          | (1,080)        | (101)        | (126)          |
| Others                               | -              | -              | -            | -              |
| <b>Net cash from Fin. activities</b> | <b>(6,052)</b> | <b>(5,329)</b> | <b>(171)</b> | <b>(1,099)</b> |
| <b>Net change in cash</b>            | <b>(560)</b>   | <b>675</b>     | <b>3,402</b> | <b>2,605</b>   |
| Free Cash Flow                       | 6,499          | 9,036          | (96)         | 3,702          |

Source: Company Data, PL Research

**Key Financial Metrics**

| Y/e Mar                    | FY21  | FY22  | FY23E | FY24E |
|----------------------------|-------|-------|-------|-------|
| <b>Per Share(Rs)</b>       |       |       |       |       |
| EPS                        | 15.0  | 14.6  | 24.6  | 32.2  |
| CEPS                       | 21.1  | 19.5  | 30.1  | 38.4  |
| BVPS                       | 140.1 | 155.8 | 173.6 | 197.8 |
| FCF                        | 56.7  | 78.9  | (0.8) | 32.3  |
| DPS                        | -     | 4.5   | 8.0   | 10.0  |
| <b>Return Ratio(%)</b>     |       |       |       |       |
| RoCE                       | 14.6  | 14.0  | 20.1  | 23.2  |
| ROIC                       | 8.6   | 7.2   | 14.9  | 21.3  |
| RoE                        | 11.5  | 9.8   | 14.9  | 17.3  |
| <b>Balance Sheet</b>       |       |       |       |       |
| Net Debt : Equity (x)      | 0.3   | (0.1) | (0.2) | (0.3) |
| Net Working Capital (Days) | 123   | 66    | 84    | 76    |
| <b>Valuation(x)</b>        |       |       |       |       |
| PER                        | 76.2  | 78.5  | 46.6  | 35.5  |
| P/B                        | 8.2   | 7.3   | 6.6   | 5.8   |
| P/CEPS                     | 54.3  | 58.6  | 37.9  | 29.8  |
| EV/EBITDA                  | 44.8  | 57.2  | 35.0  | 25.0  |
| EV/Sales                   | 3.0   | 2.7   | 2.3   | 2.0   |
| Dividend Yield (%)         | -     | 0.4   | 0.7   | 0.9   |

Source: Company Data, PL Research

**Quarterly Financials (Rs m)**

| Y/e Mar                           | Q2FY22        | Q3FY22        | Q4FY22        | Q1FY23        |
|-----------------------------------|---------------|---------------|---------------|---------------|
| <b>Net Revenue</b>                | <b>12,907</b> | <b>13,044</b> | <b>13,224</b> | <b>13,299</b> |
| YoY gr. (%)                       | 6.3           | (12.8)        | 5.4           | 56.0          |
| Raw Material Expenses             | 9,307         | 9,557         | 9,895         | 5,333         |
| Gross Profit                      | 3,601         | 3,488         | 3,329         | 7,966         |
| Margin (%)                        | 27.9          | 26.7          | 25.2          | 59.9          |
| <b>EBITDA</b>                     | <b>787</b>    | <b>821</b>    | <b>592</b>    | <b>696</b>    |
| YoY gr. (%)                       | (23.7)        | (44.3)        | (17.3)        | 874.7         |
| Margin (%)                        | 6.1           | 6.3           | 4.5           | 5.2           |
| Depreciation / Depletion          | 134           | 141           | 148           | 144           |
| <b>EBIT</b>                       | <b>652</b>    | <b>680</b>    | <b>445</b>    | <b>552</b>    |
| Margin (%)                        | 5.1           | 5.2           | 3.4           | 4.1           |
| Net Interest                      | 127           | 158           | 98            | 30            |
| Other Income                      | 280           | 280           | 320           | 400           |
| <b>Profit before Tax</b>          | <b>805</b>    | <b>802</b>    | <b>667</b>    | <b>922</b>    |
| Margin (%)                        | 6.2           | 6.1           | 5.0           | 6.9           |
| Total Tax                         | 171           | 184           | 187           | 230           |
| Effective tax rate (%)            | 21.3          | 22.9          | 28.1          | 25.0          |
| <b>Profit after Tax</b>           | <b>634</b>    | <b>618</b>    | <b>480</b>    | <b>691</b>    |
| Minority interest                 | -             | -             | -             | -             |
| Share Profit from Associates      | -             | -             | -             | -             |
| <b>Adjusted PAT</b>               | <b>634</b>    | <b>618</b>    | <b>480</b>    | <b>691</b>    |
| YoY gr. (%)                       | 17.5          | (25.8)        | (18.7)        | (1,174.9)     |
| Margin (%)                        | 4.9           | 4.7           | 3.6           | 5.2           |
| Extra Ord. Income / (Exp)         | -             | (96)          | (36)          | (30)          |
| <b>Reported PAT</b>               | <b>634</b>    | <b>522</b>    | <b>444</b>    | <b>662</b>    |
| YoY gr. (%)                       | 17.5          | (48.2)        | (20.9)        | (1,129.0)     |
| Margin (%)                        | 4.9           | 4.0           | 3.4           | 5.0           |
| Other Comprehensive Income        | -             | -             | -             | -             |
| <b>Total Comprehensive Income</b> | <b>634</b>    | <b>522</b>    | <b>444</b>    | <b>662</b>    |
| Avg. Shares O/s (m)               | 115           | 115           | -             | 115           |
| <b>EPS (Rs)</b>                   | <b>5.5</b>    | <b>5.4</b>    | <b>-</b>      | <b>6.0</b>    |

Source: Company Data, PL Research

**Price Chart**
**Recommendation History**


| No. | Date      | Rating     | TP (Rs.) | Share Price (Rs.) |
|-----|-----------|------------|----------|-------------------|
| 1   | 04-Jul-22 | Accumulate | 1,091    | 1,077             |
| 2   | 17-May-22 | Accumulate | 1,091    | 999               |
| 3   | 27-Apr-22 | Accumulate | 1,278    | 1,082             |
| 4   | 11-Apr-22 | Accumulate | 1,278    | 1,091             |
| 5   | 08-Feb-22 | Accumulate | 1,303    | 1,221             |
| 6   | 07-Jan-22 | Accumulate | 1,230    | 1,223             |
| 7   | 12-Nov-21 | Accumulate | 1,230    | 1,092             |
| 8   | 06-Oct-21 | Hold       | 1,246    | 1,284             |

**Analyst Coverage Universe**

| Sr. No. | Company Name                          | Rating     | TP (Rs) | Share Price (Rs) |
|---------|---------------------------------------|------------|---------|------------------|
| 1       | Bajaj Electricals                     | Accumulate | 1,091   | 1,077            |
| 2       | Crompton Greaves Consumer Electricals | BUY        | 505     | 375              |
| 3       | Havells India                         | Hold       | 1,251   | 1,257            |
| 4       | KEI Industries                        | Accumulate | 1,273   | 1,214            |
| 5       | Polycab India                         | Hold       | 2,264   | 2,199            |
| 6       | Voltas                                | Hold       | 1,030   | 1,000            |

**PL's Recommendation Nomenclature (Absolute Performance)**

|                          |                                   |
|--------------------------|-----------------------------------|
| <b>Buy</b>               | : > 15%                           |
| <b>Accumulate</b>        | : 5% to 15%                       |
| <b>Hold</b>              | : +5% to -5%                      |
| <b>Reduce</b>            | : -5% to -15%                     |
| <b>Sell</b>              | : < -15%                          |
| <b>Not Rated (NR)</b>    | : No specific call on the stock   |
| <b>Under Review (UR)</b> | : Rating likely to change shortly |

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