

August 5, 2022

# Q1FY23 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

#### **Change in Estimates**

	Cur	rent	Previous		
	FY23E	FY24E	FY23E	FY24E	
Rating	В	UY	В	UY	
Target Price	4	42	4	21	
Sales (Rs. m)	77,733	88,724	77,733	88,724	
% Chng.	0.0	0.0			
EBITDA (Rs. m)	7,019	8,810	7,019	8,776	
% Chng.	(1.1)	0.5			
EPS (Rs.)	26.4	34.5	26.2	33.7	
% Chng.	0.7	2.3			

#### Key Financials - Standalone

•				
Y/e Mar	FY21	FY22	FY23E	FY24E
Sales (Rs. m)	76,707	70,618	77,733	88,724
EBITDA (Rs. m)	8,070	6,517	7,019	8,810
Margin (%)	10.5	9.2	9.0	9.9
PAT (Rs. m)	4,906	3,602	3,933	5,138
EPS (Rs.)	33.0	24.2	26.4	34.5
Gr. (%)	14.2	(26.6)	9.2	30.7
DPS (Rs.)	4.6	6.5	6.6	8.6
Yield (%)	1.2	1.7	1.8	2.3
RoE (%)	13.3	8.8	8.7	10.6
RoCE (%)	13.8	9.8	9.1	11.2
EV/Sales (x)	0.9	0.9	0.9	0.8
EV/EBITDA (x)	8.1	10.0	9.6	7.6
PE (x)	11.3	15.4	14.1	10.8
P/BV (x)	1.4	1.3	1.2	1.1

Key Data	KAPT.BO   KPP IN
52-W High / Low	Rs.482 / Rs.332
Sensex / Nifty	58,388 / 17,398
Market Cap	Rs.56bn/ \$ 701m
Shares Outstanding	149m
3M Avg. Daily Value	Rs.39.5m

#### **Shareholding Pattern (%)**

Promoter's	54.72
Foreign	5.39
Domestic Institution	35.98
Public & Others	3.91
Promoter Pledge (Rs bn)	12.16

#### Stock Performance (%)

	1M	6M	12M
Absolute	4.9	(8.3)	(19.4)
Relative	(4.5)	(7.9)	(24.8)

#### Amit Anwani

amitanwani@plindia.com | 91-22-66322250

Nilesh Soni

nileshsoni@plindia.com | 91-22-66322214

# Kalpataru Power Transmission (KPP IN)

Rating: BUY | CMP: Rs373 | TP: Rs442

# Strong order inflows to drive execution pick-up

#### **Quick Pointers:**

- Order inflows (Rs36.3bn) were mainly driven by healthy order wins in international T&D.
- Gross margin declined 258bps YoY to 25.1%, due to higher commodity prices.

Kalpataru Power Transmission (KPTL) reported a revenue decline of 2.8% YoY to Rs15.4bn, mainly due to lower order inflows received in FY22. However, with strong order pipeline, execution is likely to pick-up in coming quarters. Margins were impacted due to higher commodity prices and freight cost. Management indicated margins are expected to improve from Q3FY23 with execution of newer fixed price contracts (received at higher prices) and reach 9% in FY23. Order inflows came in at Rs36.6bn, translating to order book of Rs175.5bn (2.5x TTM revenue). Going forward, order pipeline remains healthy with strong traction seen in International T&D and Oil & Gas sector in geographies such as such as Middle East, Americas and Africa. Net debt remains at elevated level of Rs9.3bn and is likely to reduce going forward, led by better cash collections, softening commodity prices and prudent working capital management.

We remain positive on KPP in the long run, owing to robust order backlog, strong outlook for international markets, revival in domestic T&D, along with growth emerging in segments such as Railways/ O&G, deleveraging backed by asset monetization (Indore project), expected strong performance in International Subsidiaries (Linjemontage, Fasttel), likely synergy benefits post JMC merger. Consequently, we marginally revise upwards our EPS estimate by 0.7%/2.3% for FY23/24. At CMP stock trades at PE of 14.1x/10.8x FY23/24E. We maintain 'Buy' rating on stock with revised TP of Rs442 (Rs421 earlier).

- Lower FY22 order inflows resulted in execution drag: Standalone revenue declined 2.8% YoY to Rs15.4bn (PLe ~Rs16.7bn), dragged due to lower order inflows in FY22. Higher commodity prices resulted in gross margin declining by 258bps YoY to 25.1%. EBITDA declined 19.8% YoY to Rs1.3bn (PLe Rs1.5bn) with EBITDA margins contracted by 178bps YoY to 8.4%. PAT grew by 48.7% YoY to Rs1.1bn (PLe ~Rs734mn) aided by higher other income which grew 342.9% YoY to Rs620mn (including Rs4.6bn dividend income from Linjemontage).
- Order book stands at Rs175.7bn: Order inflows came in at Rs36.3bn in Q1FY23, mainly driven by international T&D orders. Off the total order inflow T&D accounted for 79%, Oil & Gas-4% and Railways-17%. Order book stood healthy at Rs175.5bn (2.5x TTM revenue) and is L1 in orders worth Rs42bn, of which T&D accounts for Rs20bn, Oil & Gas Rs10bn and Railways Rs5bn. Off the total order book T&D accounts for 75%, Oil and Gas 10% and Railways 15%.

# Kalpataru Power Transmission

## Exhibit 1: Execution continues to be impacted (Rs mn)

Y/e March	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	YoY gr. (%)	QoQ gr. (%)	FY22	FY21	YoY gr. (%)
Revenue	15,860	16,180	18,480	20,100	15,420	(2.8)	(23.3)	70,618	76,707	(7.9)
Total Revenues	15,860	16,180	18,480	20,100	15,420	(2.8)	(23.3)	70,618	76,707	(7.9)
Expenditure	14,240	14,660	16,800	18,390	14,120	(0.8)	(23.2)	64,100	68,638	(6.6)
as % of sales	89.8	90.6	90.9	91.5	91.6			90.8	89.5	
Consumption of RM	11,470	12,030	13,660	15,670	11,550	0.7	(26.3)	52,839	55,449	(4.7)
as % of sales	72.3	74.4	73.9	78.0	74.9			74.8	72.3	
Employee Cost	1,340	1,140	1,290	1,370	1,220	(9.0)	(10.9)	5,144	5,508	(6.6)
as % of sales	8.4	7.0	7.0	6.8	7.9			7.3	7.2	
Other expenditure	1,430	1,490	1,850	1,350	1,350	(5.6)	-	6,117	7,681	(20.4)
as % of sales	9.0	9.2	10.0	6.7	8.8			8.7	10.0	
EBITDA	1,620	1,520	1,680	1,710	1,300	(19.8)	(24.0)	6,517	8,070	(19.2)
Depreciation	260	270	260	260	250	(3.8)	(3.8)	1,048	1,146	(8.6)
EBIT	1,360	1,250	1,420	1,450	1,050	(22.8)	(27.6)	5,470	6,924	(21.0)
Other Income	140	210	270	190	620	342.9	226.3	815	792	2.9
Interest	340	280	320	300	280	(17.6)	(6.7)	1,240	1,086	14.2
Extra ordinary items	-	450	(2,620)	-	-		-	(2,174)	(1,684)	29.1
PBT	1,160	730	3,990	1,340	1,390	19.8	3.7	7,220	8,313	(13.2)
Total Tax	400	360	840	470	260	(35.0)	(44.7)	2,066	2,161	(4.4)
Reported PAT	760	370	3,150	870	1,130	48.7	29.9	5,153	6,152	(16.2)
Adj. PAT	760	598	1,082	870	1,130	48.7	29.9	3,602	4,906	(26.6)
Adjusted EPS	5.1	4.0	7.3	5.8	7.6	48.7	29.9	24.2	33.0	(26.6)
Margins (%)	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	bps	bps	FY22	FY21	bps
EBIDTA	10.2	9.4	9.1	8.5	8.4	(178)	(8)	9.2	10.5	(129)
EBIT	8.6	7.7	7.7	7.2	6.8	(177)	(40)	7.7	9.0	(128)
EBT	7.3	4.5	21.6	6.7	9.0	170	235	10.2	10.8	(61)
PAT	4.8	3.7	5.9	4.3	7.3	254	300	5.1	6.4	(130)
Effective Tax rate	34.5	49.3	21.1	35.1	18.7	(1,578)	(1,637)	28.6	26.0	262

Source: Company, PL

## Exhibit 2: SoTP valuation

(Rs mn)	Equity Investment/ PAT	1yr fwd (x)	Basis of Investment	KPTL Share (%)	Value for KPTL	Value per share
Kalpataru Power (Standalone)	5,138	10.5	PER	1.00	53,953	362
Linjemontage (100% stake)	2,320	1	PER	1.00	2,320	16
JMC Projects (67.19% subsidiary)	14,314	0.8	20% Holding Disc.	0.67	7,694	52
Enegylink (Indore Commercial-residential project)	1,500	0.8	PBV	0.80	1,200	8
Shubham Logistics	814	0.8	PBV	0.80	651	4
Total					65,818	442

Source: PL

# **Conference Call Highlights**

- Revenues in Q1FY23 were impacted due to lower order inflows in FY22.
- EBITDA margins likely to improve from Q3FY23 onwards with execution of recently bagged orders (factoring in higher commodity prices), commodity prices softening and lower freight cost. EBITDA margin are likely to be ~9% for FY23.
- Other Income includes dividend income of Rs460mn, received from Linjemontage (Sweden).
- Net debt as on Q1FY23 stands at Rs9.3bn; Expect debt levels to reduce with improving cash collection and prudent working capital management.
- <u>Linjemontage (Sweden)</u>: Revenue came in at Rs2.7bn in Q1FY23; Order Book of Rs11.8bn. EBITDA margin stands at ~8-9%. Order inflow visibility from Nordic country is strong.
- <u>Fasttel (Brazil)</u>: Revenue came in at Rs1.2bn in Q1FY23; Order Book of Rs9.3bn]. bagged few large order in Q1FY23. Reported a EBITDA loss of Rs40mn. Expected to be profitable from FY24 onwards.
- Order inflows: Order inflows during the quarter came in at Rs36.3bn. T&D order inflows during the quarter stood at Rs33bn, majorly from international markets. T&D execution is expected to revive on back of healthy order inflows. Order inflow traction is healthy for FY23.
- Healthy traction is being witnessed in Africa, Middle East, SAARC, Americas and India.
- Order Book of Rs175. bn as on 30th June 2022 (Including LMG & Fasttel); L1 of around Rs42bn. Off the total order book, fixed price contracts stands at ~75%. International T&D order book stands at US\$1bn.
- KPTL is L1 in orders worth Rs43bn, majorly comprising of International T&D (Rs20bn), Oil & Gas (Rs10bn) and Railways (Rs5bn).
- Indore Residential Property: Cash collected in Q1FY23 was lower at ~Rs150-200mn, due to delay in receiving OC which was received in month of July (expected in April). Cash collection are expected to improve in coming quarter with increase in bookings.
- <u>Subham Logistics</u>: Exploring opportunity to attract strategic investor, though there's no visibility as of now.
- Promoter pledge is expected to reduce from September/ November onwards.

# Kalpataru Power Transmission

# **Financials**

## Income Statement (Rs m)

Y/e Mar	FY21	FY22	FY23E	FY24E	Y/
Net Revenues	76,707	70,618	77,733	88,724	No
YoY gr. (%)	(3.0)	(7.9)	10.1	14.1	
Cost of Goods Sold	27,937	29,697	30,549	34,203	Gro
Gross Profit	48,770	40,921	47,184	54,521	Ta
Margin (%)	63.6	57.9	60.7	61.5	Int
Employee Cost	5,508	5,144	5,441	6,033	
Other Expenses	3,519	2,359	2,954	3,638	Acc
					Ta
EBITDA	8,070	6,517	7,019	8,810	Int
YoY gr. (%)	(6.2)	(19.2)	7.7	25.5	
Margin (%)	10.5	9.2	9.0	9.9	Net
					Ta
Depreciation and Amortization	1,146	1,048	1,345	1,471	Int
EBIT	6,924	5,470	5,674	7,339	Cap
Margin (%)	9.0	7.7	7.3	8.3	Goo
					Nor
Net Interest	1,086	1,240	1,406	1,507	Net
Other Income	792	815	1,011	1,065	Oth
Profit Before Tax	8,313	7,220	5,279	6,897	Cur
Margin (%)	10.8	10.2	6.8	7.8	Inv
					Inv
Total Tax	2,161	2,066	1,346	1,759	Tr
Effective tax rate (%)	26.0	28.6	25.5	25.5	Ca
					Ot
Profit after tax	6,152	5,153	3,933	5,138	Tot
Minority interest	-	-	-	-	
Share Profit from Associate	-	-	-	-	Equ
					Ec
Adjusted PAT	4,906	3,602	3,933	5,138	Ot
YoY gr. (%)	9.9	(26.6)	9.2	30.7	Tot
Margin (%)	6.4	5.1	5.1	5.8	
Extra Ord. Income / (Exp)	1,246	1,552	-	-	Nor
Reported PAT	6,152	5,153	3,933	5,138	Lo Pr
YoY gr. (%)	32.9	(16.2)	(23.7)	30.7	Ot
Margin (%)	8.0	7.3	5.1	5.8	
					Cur
Other Comprehensive Income	-	-	-	-	ST
Total Comprehensive Income	6,152	5,153	3,933	5,138	Tr
Equity Shares O/s (m)	149	149	149	149	Ot
EPS (Rs)	33.0	24.2	26.4	34.5	Tot

Balance	Sheet	Abstract	(Rs m)	1

	,			
Y/e Mar	FY21	FY22	FY23E	FY24E
Non-Current Assets				
Gross Block	11,134	11,563	13,063	14,563
Tangibles	11,134	11,563	13,063	14,563
Intangibles	-	-	-	-
Acc: Dep / Amortization	4,448	5,253	6,598	8,069
Tangibles	4,448	5,253	6,598	8,069
Intangibles	-	-	-	-
Net fixed assets	6,685	6,310	6,465	6,494
Tangibles	6,685	6,310	6,465	6,494
Intangibles	-	-	-	-
Capital Work In Progress	203	203	203	203
Goodwill	-	-	-	-
Non-Current Investments	14,068	12,127	15,635	15,304
Net Deferred tax assets	234	(644)	(644)	(644)
Other Non-Current Assets	634	650	622	710
Current Assets				
Investments	-	-	-	-
Inventories	5,983	6,109	6,815	7,535
Trade receivables	38,465	32,405	37,482	42,053
Cash & Bank Balance	3,121	7,471	4,976	5,519
Other Current Assets	25,013	33,661	34,980	36,998
Total Assets	96,346	1,02,989	1,12,191	1,20,405
Equity				
Equity Share Capital	298	298	298	298
Other Equity	38,330	43,315	46,265	50,119
Total Networth	38,628	43,613	46,563	50,416
Non-Current Liabilities				
Long Term borrowings	3,522	5,058	5,158	5,258
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	9,331	12,012	12,012	12,012
Trade payables	24,853	24,397	26,408	28,440
Other current liabilities	20,246	17,265	21,407	23,635
Total Equity & Liabilities	96,346	1,02,989	1,12,191	1,20,405

Source: Company Data, PL Research

Source: Company Data, PL Research

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## Cash Flow (Rs m)

Cash Flow (Rs m)				
Y/e Mar	FY21	FY22	FY23E	FY24E
РВТ	8,313	7,220	5,279	6,897
Add. Depreciation	1,146	1,048	1,345	1,471
Add. Interest	1,086	1,240	1,406	1,507
Less Financial Other Income	792	815	1,011	1,065
Add. Other	(1,875)	(3,162)	-	-
Op. profit before WC changes	8,670	6,345	8,030	9,875
Net Changes-WC	(4,574)	(4,392)	(3,563)	(3,929)
Direct tax	(2,117)	(1,495)	(1,346)	(1,759)
Net cash from Op. activities	1,979	457	3,121	4,187
Capital expenditures	(1,051)	(385)	(3,327)	(952)
Interest / Dividend Income	702	443	-	-
Others	2,809	1,203	-	-
Net Cash from Invt. activities	2,460	1,261	(3,327)	(952)
Issue of share cap. / premium	(1,769)	-	-	-
Debt changes	1,158	3,433	100	100
Dividend paid	(1,266)	(223)	(983)	(1,285)
Interest paid	(1,001)	(1,244)	(1,406)	(1,507)
Others	(1,483)	667	-	-
Net cash from Fin. activities	(4,360)	2,632	(2,289)	(2,692)
Net change in cash	79	4,351	(2,495)	544
Free Cash Flow	785	(280)	1,621	2,687

Key Financial Metrics				
Y/e Mar	FY21	FY22	FY23E	FY24E
Per Share(Rs)				
EPS	33.0	24.2	26.4	34.5
CEPS	40.6	31.2	35.4	44.4
BVPS	259.4	292.9	312.7	338.6
FCF	5.3	(1.9)	10.9	18.0
DPS	4.6	6.5	6.6	8.6
Return Ratio(%)				
RoCE	13.8	9.8	9.1	11.2
ROIC	10.9	8.0	7.4	9.1
RoE	13.3	8.8	8.7	10.6
Balance Sheet				
Net Debt : Equity (x)	0.3	0.2	0.3	0.2
Net Working Capital (Days)	93	73	84	87
Valuation(x)				
PER	11.3	15.4	14.1	10.8
P/B	1.4	1.3	1.2	1.1
P/CEPS	9.2	11.9	10.5	8.4
EV/EBITDA	8.1	10.0	9.6	7.6
EV/Sales	0.9	0.9	0.9	0.8
Dividend Yield (%)	1.2	1.7	1.8	2.3

Source: Company Data, PL Research

Source: Company Data, PL Research

## Quarterly Financials (Rs m)

Y/e Mar	Q2FY22	Q3FY22	Q4FY22	Q1FY23
Net Revenue	16,180	18,480	20,100	15,420
YoY gr. (%)	(14.0)	(7.3)	(14.0)	(2.8)
Raw Material Expenses	12,030	13,660	15,670	11,550
Gross Profit	4,150	4,820	4,430	3,870
Margin (%)	25.6	26.1	22.0	25.1
EBITDA	1,520	1,680	1,710	1,300
YoY gr. (%)	(24.8)	(18.8)	(29.6)	(19.8)
Margin (%)	9.4	9.1	8.5	8.4
Depreciation / Depletion	270	260	260	250
EBIT	1,250	1,420	1,450	1,050
Margin (%)	7.7	7.7	7.2	6.8
Net Interest	280	320	300	280
Other Income	210	270	190	620
Profit before Tax	730	3,990	1,340	1,390
Margin (%)	4.5	21.6	6.7	9.0
Total Tax	360	840	470	260
Effective tax rate (%)	49.3	21.1	35.1	18.7
Profit after Tax	370	3,150	870	1,130
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	598	1,082	870	1,130
YoY gr. (%)	(59.6)	(20.7)	(33.1)	48.7
Margin (%)	3.7	5.9	4.3	7.3
Extra Ord. Income / (Exp)	(228)	2,068	-	-
Reported PAT	370	3,150	870	1,130
YoY gr. (%)	(76.7)	22.6	(33.1)	48.7
Margin (%)	2.3	17.0	4.3	7.3
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	370	3,150	870	1,130
Avg. Shares O/s (m)	149	149	149	149
EPS (Rs)	4.0	7.3	5.8	7.6

# Kalpataru Power Transmission

# Kalpataru Power Transmission



## **Recommendation History**



No.	Date	Rating	TP (Rs.) Share Pi	rice (Rs.)
1	05-Jul-22	BUY	421	357
2	16-May-22	BUY	421	342
3	08-Apr-22	BUY	467	394
4	21-Feb-22	BUY	465	403
5	15-Feb-22	BUY	444	382
6	11-Jan-22	BUY	508	381
7	02-Nov-21	BUY	508	410
8	05-Oct-21	BUY	576	409

## Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	ABB India	Hold	2,293	2,362
2	Apar Industries	Accumulate	1,194	1,124
3	Bharat Electronics	BUY	295	269
4	BHEL	Sell	36	46
5	Cummins India	Accumulate	1,087	1,052
6	Engineers India	BUY	89	60
7	GE T&D India	Hold	102	101
8	Kalpataru Power Transmission	BUY	421	357
9	KEC International	Accumulate	473	444
10	Larsen & Toubro	BUY	2,030	1,751
11	Siemens	Accumulate	2,815	2,615
12	Thermax	Accumulate	2,190	2,019
13	Triveni Turbine	BUY	240	192
14	Voltamp Transformers	UR	-	2,972

## PL's Recommendation Nomenclature (Absolute Performance)

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

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