

Vedanta

| Estimate change | |
|-----------------|--------------|
| TP change | ← |
| Rating change | \leftarrow |

| Bloomberg | VEDL IN |
|-----------------------|---------------|
| Equity Shares (m) | 3,717 |
| M.Cap.(INRb)/(USDb) | 1058.8 / 12.8 |
| 52-Week Range (INR) | 441 / 206 |
| 1, 6, 12 Rel. Per (%) | 5/-35/-5 |
| 12M Avg Val (INR M) | 5225 |
| | |

Financials & Valuations (INR b)

| | | • | |
|-------------------|-------|-------|-------|
| Y/E MARCH | 2022 | 2023E | 2024E |
| Sales | 1,327 | 1,419 | 1,432 |
| EBITDA | 448 | 375 | 426 |
| EBITDA Margin (%) | 33.8 | 26.4 | 29.7 |
| Adj. PAT | 174 | 150 | 173 |
| Adj. EPS (INR) | 46.7 | 40.3 | 46.6 |
| EPS Gr. (%) | 80.2 | -13.7 | 15.7 |
| BV/Sh. (INR) | 176 | 168 | 180 |
| Ratios | | | |
| Net D:E | 0.3 | 0.7 | 0.7 |
| RoE (%) | 27.2 | 23.4 | 26.8 |
| RoCE (%) | 27.7 | 22.9 | 25.6 |
| Payout (%) | 70.1 | 152.0 | 108.4 |
| Valuations | | | |
| P/E (x) | 6.1 | 7.1 | 6.1 |
| P/BV (x) | 1.6 | 1.7 | 1.6 |
| EV/EBITDA(x) | 3.6 | 5.1 | 4.6 |
| Div. Yield (%) | 9.6 | 17.9 | 14.8 |
| | | | |

Shareholding pattern (%)

| As On | Jun-22 | Mar-22 | Jun-21 |
|----------|--------|--------|--------|
| Promoter | 69.7 | 69.7 | 65.2 |
| DII | 11.6 | 11.6 | 10.6 |
| FII | 8.9 | 9.6 | 10.6 |
| Others | 9.8 | 9.1 | 13.6 |

FII Includes depository receipts

CMP: INR285 TP: INR255 (-10%) Neutral

In line results; costs to reduce going forward

Reduction in thermal coal cost to be the game changer, if implemented

- Consolidated Net Sales stood at INR 366b (YoY/QoQ: +21%/-5%), 6% ahead of our estimates of INR 345b. The improved Sales was driven by higher sales volume, strategic hedging gains, and foreign exchange gains, which was partially offset by lower commodity prices.
- Consolidated EBITDA at INR 77b (YoY/QoQ: -26%/ -24%) is marginally lower than our estimates of INR 80b. The miss in EBITDA is mainly attributed to EBITDA miss in the Aluminum business. The Zinc India business EBITDA at INR 44b was in line with our estimates of INR 42b. However, the other major segment viz., Oil and Gas business beat our estimate of INR 19b by 8% with an EBITDA of INR 20b.
- Adjusted PAT at INR 16b (YoY/QoQ: -66%/-64%) missed our estimates by 41% (INR 27b) due to higher finance cost, depreciation at Zinc India, and higher depletion charge in Oil & Gas vertical. Finance cost was sharply up 36% QoQ on higher net debt on a QoQ basis.
- LME prices continued to drift down through the quarter both on a QoQ as well as on a YoY basis. Copper/Aluminum/Zinc/Nickel/Alumina were down 2%/3%/9%/.3%/5% on a QoQ basis with Lead being the exception. Lead was marginally up 2% QoQ.
- The company had unwound its hedges of 28% zinc, 34% aluminum, and 33% oil (gross basis) at more than USD4,100/t, USD3,600/t, and USD100/bbl, respectively, for 2QFY23, with total hedging gains at INR 17b.
- On a QoQ basis, sales volumes of lead/silver/aluminum/power and steel rose 6%/11%/4%/3%/6% /6%, respectively, while zinc were down 8%
- Coal linkage for aluminum business rebounded to 55%, after declining to 22% in 1QFY23 from a high of 63% in 4QFY23. However, since the coal was transported through the trucking route, the transportation costs partly offset the benefit of FSA pricing.
- Net debt increased further by INR 53b to INR321b from INR258b at end-1QFY23. In the last two quarters, the net debt has increased by INR 111b. The net debt ex-HZL remained flattish at INR 478b vs INR 482b at the end of 1QFY23.

Highlights from management commentary

- Coal costs is likely to reduce structurally for the company as the company progressively opens thermal coal mines and increases production. Over the next 4-5 years, we expect the company to attain 100% self-sufficiency in thermal coal. The journey to the same has started, but the time is no less than 4-5 years in our view.
- Oil and gas business is likely to be a function of brent with the company continuing to struggle to maintain production and costs in a naturally declining field.

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Aluminum business: We believe the share of EBITDA of aluminum business in the overall EBITDA pie of the company shall continue to rise as management focusses on increasing aluminum volume, raising VAP capacity while reducing costs, all fronts being actively managed compared to Zinc India, were volume growth remains elusive, costs continue to rise and no scope of value addition.

Valuation and view

- While the company continues to focus on the debt and cost management, the challenging macro environment globally is likely to weigh on any improvement in LME prices.
- Slowdown in China does not bode well for commodities, while fears of recession in Europe only compound the problem. A possible ban on Russian aluminum/copper/nickel trading on LME can however spur the metal prices and reverse the current downtrend.
- We have marginally reduced our metal price assumptions (refer exhibit 7), leading to 2% reduction in FY23/24 PAT. Reduction in metal prices is partly offset by reduction in input costs namely thermal coal.
- With a bearish outlook on metal prices and with a possibility of a ban leading to a run up, we reiterate our Neutral rating on VED as we believe the stock is fully valued in the current environment. We keep our SoTP-based TP unchanged at INR255. While we marginally reduce our aluminum price assumption, savings from captive/linkage coal should help partly offset the downtrend.

| Quarterly Performance | (00110011444 | | 12 | | | EVO | 25 | | EV22 | EVANE | EV22 | (INR b) |
|-----------------------|--------------|-------|-------|-------|-------|-------|-------|-------|---------|---------|-------|---------|
| Y/E March | | FY2 | | | | FY2 | | | FY22 | FY23E | FY23 | vs Est. |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3QE | 4QE | | | 2QE | % |
| Net Sales | 284.1 | 304.0 | 341.0 | 398.2 | 386.2 | 366.5 | 328.8 | 337.7 | 1,327.3 | 1,419.3 | 345.5 | 6.1% |
| Change (YoY %) | 77.9 | 44.0 | 50.0 | 41.2 | 35.9 | 20.6 | -3.6 | -15.2 | 50.8 | 6.9 | 13.7 | |
| Change (QoQ %) | 0.7 | 7.0 | 12.2 | 16.8 | -3.0 | -5.1 | -10.3 | 2.7 | | | -10.5 | |
| Total Expenditure | 184 | 200 | 233 | 262 | 284 | 290 | 233 | 238 | 879 | 1,044 | 265 | 9.2% |
| EBITDA | 100.2 | 103.6 | 108.1 | 136.3 | 102.0 | 77.0 | 96.3 | 99.7 | 448.2 | 375.0 | 80.3 | -4.1% |
| Change (YoY %) | 150.9 | 58.7 | 39.4 | 50.9 | 1.8 | -25.7 | -11.0 | -26.8 | 64.1 | -16.3 | -22.5 | |
| Change (QoQ %) | 10.9 | 3.4 | 4.3 | 26.1 | -25.2 | -24.5 | 25.0 | 3.6 | | | -21.2 | |
| As % of Net Sales | 35.3 | 34.1 | 31.7 | 34.2 | 26.4 | 21.0 | 29.3 | 29.5 | 33.8 | 26.4 | 23.2 | |
| Finance cost | 11.8 | 10.7 | 12.2 | 13.3 | 12.1 | 16.4 | 16.1 | 3.5 | 48.0 | 48.0 | 11.5 | 43.3% |
| DD&A | 21.2 | 21.2 | 22.7 | 23.8 | 24.6 | 26.2 | 25.8 | 17.7 | 89.0 | 94.4 | 24.3 | 8.1% |
| Other Income | 7.4 | 6.7 | 5.8 | 6.1 | 7.3 | 7.0 | 6.5 | 4.9 | 26.0 | 25.7 | 6.2 | 12.0% |
| PBT (before EO item) | 74.5 | 78.5 | 79.0 | 105.3 | 72.6 | 41.3 | 60.9 | 83.5 | 337.3 | 258.3 | 50.8 | -18.7% |
| EO exp. (income) | 2.8 | 0.5 | 1.1 | 3.4 | 0.0 | -2.3 | 0.0 | 0.0 | 7.7 | -2.3 | 0.0 | |
| PBT (after EO item) | 71.7 | 78.1 | 77.9 | 102.0 | 72.6 | 43.6 | 60.9 | 83.5 | 329.6 | 260.6 | 50.8 | -14.1% |
| Total Tax | 19.2 | 19.9 | 24.4 | 29.1 | 16.7 | 16.7 | 18.3 | 25.0 | 92.6 | 76.7 | 15.2 | 9.8% |
| % Tax | 26.7 | 25.5 | 31.3 | 28.5 | 23.0 | 38.4 | 30.0 | 30.0 | 28.1 | 29.4 | 30.0 | |
| Reported PAT | 52.5 | 58.1 | 53.5 | 72.9 | 55.9 | 26.9 | 42.6 | 58.4 | 237.1 | 183.9 | 35.6 | -24.4% |
| Profit from Asso. | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| Minority interest | 10.6 | 12.0 | 11.9 | 14.6 | 11.7 | 8.8 | 8.6 | 2.5 | 49.1 | 31.7 | 8.7 | |
| Adjusted PAT | 44.8 | 46.6 | 42.7 | 61.6 | 44.2 | 15.7 | 34.0 | 55.9 | 188 | 152 | 26.9 | -41.4% |
| Change (YoY %) | 349.9 | 119.9 | 41.2 | 89.9 | -1.3 | -66.2 | -20.4 | -9.3 | 103.2 | -23.4 | -42.4 | |
| Change (YoY %) | 37.9 | 4.1 | -8.4 | 44.4 | -28.3 | -64.4 | 115.8 | 64.7 | | | -39.3 | |

Sources: MOFSL, Company

Exhibit 1: EBITDA, by business - INR b

| Y/E March | | FY2 | 2 | | | FY23 | 3E | | FY22 | FY23E | FY23 | vs Est. |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3QE | 4QE | | | 2QE | % |
| EBITDA | 100.2 | 103.6 | 108.1 | 136.3 | 102.0 | 77.0 | 96.3 | 99.7 | 448.2 | 375.0 | 80.3 | -4% |
| Copper | -1.1 | -0.4 | 0.1 | 0.2 | -0.1 | 0.2 | 0.2 | 0.2 | -1.2 | 0.3 | 0.2 | -29% |
| Aluminum | 37.3 | 46.5 | 37.5 | 52.2 | 22.5 | 7.6 | 25.2 | 24.4 | 173.4 | 79.7 | 11.7 | -35% |
| Iron ore | 7.6 | 5.6 | 4.1 | 5.5 | 3.6 | 2.1 | 1.2 | 1.6 | 22.8 | 8.6 | 2.0 | 8% |
| Power | 3.5 | 2.6 | 2.8 | 1.9 | 0.8 | 1.4 | 3.7 | 3.7 | 10.8 | 9.6 | 2.8 | -50% |
| Zinc-India | 35.6 | 33.4 | 43.7 | 49.6 | 51.4 | 44.1 | 40.3 | 43.5 | 162.3 | 179.2 | 41.8 | 5% |
| Zinc-Int | 4.0 | 3.0 | 3.7 | 4.7 | 5.9 | 5.9 | 4.6 | 5.0 | 15.3 | 21.4 | 3.6 | 65% |
| Oil & Gas | 10.6 | 13.8 | 14.9 | 20.5 | 20.8 | 20.2 | 18.6 | 17.4 | 59.9 | 77.0 | 18.6 | 8% |
| Steel | 2.2 | 0.7 | 1.7 | 2.4 | 0.9 | -0.1 | 3.1 | 4.5 | 7.0 | 8.4 | 0.1 | |
| Others | 0.4 | -1.6 | -0.4 | -0.6 | -3.9 | -4.4 | -0.5 | -0.5 | -2.1 | -9.3 | -0.5 | |
| Change (YoY %) | 150.9 | 58.7 | 39.4 | 50.9 | 1.8 | -25.7 | -11.0 | -26.8 | 64.1 | -16.3 | -22.5 | |
| Change (QoQ %) | 10.9 | 3.4 | 4.3 | 26.1 | -25.2 | -24.5 | 25.0 | 3.6 | | | -21.2 | |
| As % of Net Sales | 35.3 | 34.1 | 31.7 | 34.2 | 26.4 | 21.0 | 29.3 | 29.5 | 33.8 | 26.4 | 23.2 | |

Sources: MOFSL, Company



Conference call takeaways

Thermal Coal – moving towards self sufficiency

- The management highlighted that the company is likely to achieve self-sufficiency in thermal coal production from captive mines over the next few years after opening of the coal mines it has won over the last few years in auction.
- Although the captive coal mines can be expanded up to 60mt, the management believes it is dependent on various factors including opening of the newly acquired Ghogharpalli and Barra mines.

Power cost

- Power cost in 1QFY23 was INR1.9/gcv, which has reduced to INR 1.73/gcv in 2QFY23.
- With the opening of captive thermal coal mines, the power cost is likely to progressively reduce to INR 0.90-0.50/gcv, depending on captive coal production.

Linkage coal

- Linkage coal improved to 55% in 2QFY23 from 22% in 1QFY23. However, the cost reduction was not visible as coal was transported through road instead of rail route, thereby, increasing the cost.
- With the company now having three captive rakes and improved rake availability from Indian Railways and coal availability from Coal India, the cost of coal should progressively reduce even without captive coal production.
- However, increased production from captive coal mines shall improve costs further.

Aluminum expansion:

- The company is on track to achieve its capacity of 3mt by the end of 2HFY24
- Jharsuguda capacity has been ramped up to 1.8mt already
- Balco expansion to 1mt shall be completed by 2QFY24
- Debottlenecking for balance 0.2 shall be completed by 3QFY24.

Aluminum VAP capacity

The total Aluminum VAP capacity will be 2.7mt by 2QFY24, after implementation of expansion projects like commissioning of 90kt foundry grade aluminum and increasing rolling capacity from 50kt to 180 kt (vs 130 kt previously proposed)

Aluminum CoP:

- Aluminum CoP stood at USD2429/t, which is expected to reduce by at least USD300/t in 3Q due to (a) reduced coal costs and, (b) reduced alumina costs
- Other aluminum conversion cost comprises CP Coke and CP Pitch, where the company expects a sharp reduction in costs by up to 30% in 3QFY23

Debt at HoldCo (Vedanta Promoter entities):

- In 1HFY23, the total finance cost to be repaid/refinanced was USD3b, of which, USD1.6b was repaid through dividend, USD00.2b was repaid out of brand fee, and USD1.3b was refinanced.
- In 2HFY23, the total finance cost to be repaid/refinanced is USD4b, of which, USD3b is debt, and USd1b is finance charges.
- The management believes that the next set of loans maturing are all secured loans and easy to refinance (compared to previous loans, which were unsecured and taken to increase management stake in VEDL).
- The management is committed to repaying/refinancing USD4b over the next three years at the HoldCo level and the entire capex will be subservient to this objective.

Conversion of General Reserve (GR) to Retained Earnings(RE):

- The company highlighted that they have obtained all but one approval for the scheme of converting GR to RE. Approval from creditors/lenders is pending, for which, the management is seeking exemption from NCLT.
- Once that is done, the amount shall be available as free reserves and can be applied for dividend distribution. The amount stands at INR 125.87b, which works to ~ INR 33/sh.

Dividend:

The company has already declared dividend of INR 51/sh in 1HFY23.

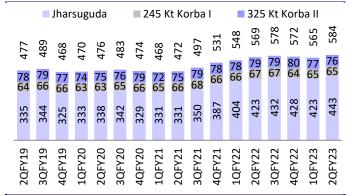
Divestment of HZL:

■ The management has not offered any comments on the matter except that the government has started roadshow for divesting its 29.5% stake in HZL.

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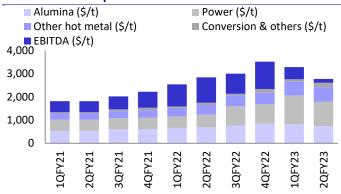
Story in charts

Exhibit 1: Aluminum production (kt)



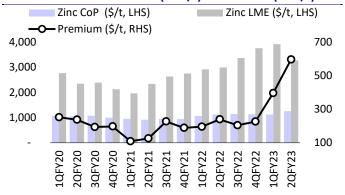
Sources: Company, MOFSL

Exhibit 2: Break-up of Aluminum cost and EBITDA



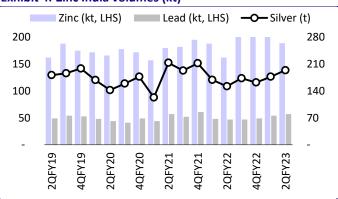
Sources: Company, MOFSL

Exhibit 3: Zinc LME and CoP (USD/t) vs Premium (USD/t)



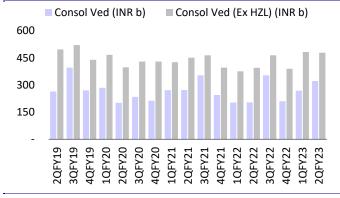
Sources: MOFSL, Company reports

Exhibit 4: Zinc India volumes (kt)



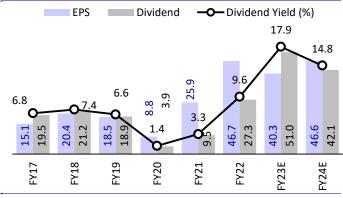
Sources: MOFSL, Company

Exhibit 5: Net debt at Vedanta Consol and ex-HZL (INR b)



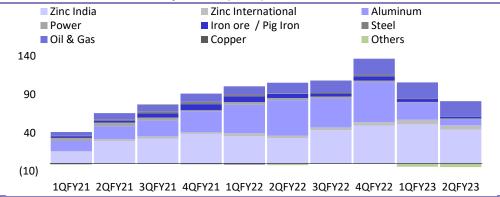
Sources: Company, MOFSL

Exhibit 6: Dividend per share



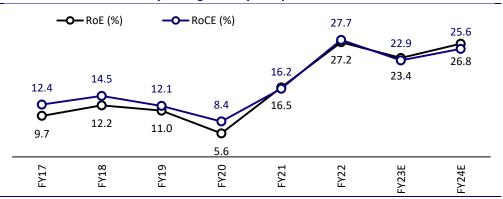
Sources: Company, MOFSL

Exhibit 7: EBITDA breakdown by division (INR b)



Sources: MOFSL, Company

Exhibit 8: ROE and RoCE likely to be guided by LME prices



Sources: Company, MOFSL

Exhibit 9: Entity-wise debt and cash movement (INR b)

| Vedanta Limited INR b 332 328 338 322 278 305 338 367 452 453 | | | | \ | , | | | | | | | |
|--|-----------------------------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Vedanta Limited INR b 332 328 338 322 278 305 338 367 452 453 Cairin India Holidings Ltd " 37 36 28 28 28 28 16 16 10 Zinc International " 4 3 30 2 2 1 3 0 | Entity wise Debt | UoM | 1QFY21 | 2QFY21 | 3QFY21 | 4QFY21 | 1QFY22 | 2QFY22 | 3QFY22 | 4QFY22 | 1QFY23 | 2QFY23 |
| Cairn India Holdings Ltd " 37 36 28 28 28 28 28 28 16 16 10 2 Inc India " 50 98 100 72 67 46 100 28 28 21 2 Inc International " 4 3 3 3 2 2 2 1 1 3 3 0 | Gross Debt | | | | | | | | | | | |
| Camin India Holdings Ltd | Vedanta Limited | | 332 | 328 | 338 | 322 | 278 | 305 | 338 | 367 | 452 | 453 |
| Ellic Initial | Cairn India Holdings Ltd | | 37 | | 28 | 28 | 28 | 28 | 28 | 16 | 16 | 10 |
| Ellic International 4 3 3 3 2 2 1 3 5 0 - 2 1 1 5 0 5 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | Zinc India | " | 50 | 98 | 100 | 72 | 67 | 46 | 100 | 28 | 28 | 21 |
| Table | Zinc International | ıı . | 4 | 3 | 3 | 2 | 2 | 1 | 3 | 0 | - | - |
| SPL | BALCO | | 44 | 39 | 36 | 33 | 28 | 20 | 36 | 11 | 10 | 10 |
| Vedanta Star | TSPL | " | 72 | 78 | 74 | 72 | 73 | 73 | 74 | 70 | 70 | 69 |
| Others " 47 46 44 42 41 38 44 11 10 -2 Consolidated Vedanta INR b 586 628 624 570 516 510 624 531 611 586 Cash and LI Vedanta Limited INR b 41 20 30 59 22 17 30 71 49 40 Cairn India Holdings Ltd " 54 46 11 14 20 21 11 14 29 20 Zinc India Holdings Ltd " 33 3 4 5 5 5 5 4 6 8 13 BALCO " 6 4 7 11 17 16 7 7 4 4 1 ESL " 1 2 1 2 1 5 2 4 1 1 1 0 1 1 0 1 1 1 1 1 1 1 1 1 1 1 1 | ESL | " | - | - | - | - | - | - | - | 27 | 26 | 25 |
| Consolidated Vedanta INR b | Vedanta Star | " | - | - | - | - | - | - | - | - | - | - |
| Cash and LI Vedanta Limited INRb 41 20 30 59 22 17 30 71 49 40 Cairn India Holdings Ltd " 54 46 11 14 20 21 11 14 29 20 Zinc India " 205 277 211 223 239 237 211 208 243 178 Zinc India " 3 3 4 5 5 5 4 6 8 13 BALCO " 6 4 7 11 17 16 7 7 4 4 TSPL " 1 2 1 5 2 4 1 1 0 1 ESL " - - - - - - - - 9 - - Others " 6 4 7 10 8 | Others | " | 47 | 46 | 44 | 42 | 41 | 38 | 44 | 11 | 10 | -2 |
| Vedanta Limited INRb 41 20 30 59 22 17 30 71 49 40 Cairn India Holdings Ltd " 54 46 11 14 20 21 11 14 29 20 Zinc India " 205 277 211 223 239 237 211 208 243 178 Zinc India " 3 3 4 5 5 5 4 6 8 13 BALCO " 6 4 7 11 17 16 7 7 4 4 TSPL " 1 2 1 5 2 4 1 1 0 1 ESL " - - - - - - - 9 - Others " 6 4 7 10 8 7 7 6 8 | Consolidated Vedanta | INR b | 586 | 628 | 624 | 570 | 516 | 510 | 624 | 531 | 611 | 586 |
| Cairn India Holdings Ltd " 54 46 11 14 20 21 11 14 29 20 Zinc India " 205 277 211 223 239 237 211 208 243 178 Zinc International " 3 3 4 5 5 5 4 6 8 13 BALCO " 6 4 7 11 17 16 7 7 4 4 TSPL " 1 2 1 5 2 4 1 1 0 1 ESL " - - - - - - - 9 - - Vedanta Star " 6 4 7 10 8 7 7 6 8 5 Consolidated Vedanta INR b 315 356 271 326 313 307 271 | Cash and LI | | | | | | | | | | | |
| Canninida Holdings Ltd | Vedanta Limited | INRb | 41 | 20 | 30 | 59 | 22 | 17 | 30 | 71 | 49 | 40 |
| Entitition | Cairn India Holdings Ltd | 11 | 54 | 46 | 11 | 14 | 20 | 21 | 11 | 14 | 29 | 20 |
| Section Sect | Zinc India | II | 205 | 277 | 211 | 223 | 239 | 237 | 211 | 208 | 243 | 178 |
| TSPL | Zinc International | II | 3 | 3 | 4 | 5 | 5 | 5 | 4 | 6 | 8 | 13 |
| ESL " 3 4 Vedanta Star " 9 Others " 6 4 7 10 8 7 7 6 8 5 Consolidated Vedanta INR b 315 356 271 326 313 307 271 321 343 265 Net Debt Vedanta Limited INR b 292 308 308 263 255 288 308 296 403 413 Cairn India Holdings Ltd " -17 -10 17 14 8 7 17 2 -13 -10 Zinc India " -155 -179 -110 -151 -172 -191 -110 -180 -214 -157 Zinc International " 1 0 -1 -2 -3 -3 -1 -6 -8 -13 BALCO " 38 35 29 21 11 3 29 4 7 6 TSPL " 71 76 73 67 71 69 73 69 69 67 ESL " 27 23 21 Vedanta Star " | BALCO | II | 6 | 4 | 7 | 11 | 17 | 16 | 7 | 7 | 4 | 4 |
| Vedanta Star " 9 Others " 6 4 7 10 8 7 7 6 8 5 5 Consolidated Vedanta INR b 315 356 271 326 313 307 271 321 343 265 Net Debt Vedanta Limited INR b 292 308 308 263 255 288 308 296 403 413 Cairn India Holdings Ltd " -17 -10 17 14 8 7 17 2 -13 -10 Zinc India " -155 -179 -110 -151 -172 -191 -110 -180 -214 -157 Zinc International " 1 0 -1 -2 -3 -3 -1 -6 -8 -13 BALCO " 38 35 29 21 11 3 29 4 7 6 TSPL " 71 76 73 67 71 69 73 69 69 67 ESL " 27 23 21 Vedanta Star " | TSPL | " | 1 | 2 | 1 | 5 | 2 | 4 | 1 | 1 | 0 | 1 |
| Others " 6 4 7 10 8 7 7 6 8 5 Consolidated Vedanta INR b 315 356 271 326 313 307 271 321 343 265 Net Debt Vedanta Limited INR b 292 308 308 263 255 288 308 296 403 413 Cairn India Holdings Ltd " -17 -10 17 14 8 7 17 2 -13 -10 Zinc India " -155 -179 -110 -151 -172 -191 -110 -180 -214 -157 Zinc International " 1 0 -1 -2 -3 -3 -1 -6 -8 -13 BALCO " 38 35 29 21 11 3 29 4 7 6 TSPL " 71 <th< td=""><td>ESL</td><td>"</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>3</td><td>4</td></th<> | ESL | " | - | - | - | - | - | - | - | - | 3 | 4 |
| Consolidated Vedanta INR b 315 356 271 326 313 307 271 321 343 265 Net Debt Vedanta Limited INR b 292 308 308 263 255 288 308 296 403 413 Cairn India Holdings Ltd " -17 -10 17 14 8 7 17 2 -13 -10 Zinc India " -155 -179 -110 -151 -172 -191 -110 -180 -214 -157 Zinc International " 1 0 -1 -2 -3 -3 -1 -6 -8 -13 BALCO " 38 35 29 21 11 3 29 4 7 6 TSPL " 71 76 73 67 71 69 73 69 69 67 ESL " - | Vedanta Star | " | - | - | - | - | - | - | - | 9 | - | - |
| Net Debt Vedanta Limited INR b 292 308 308 263 255 288 308 296 403 413 Cairn India Holdings Ltd " -17 -10 17 14 8 7 17 2 -13 -10 Zinc India " -155 -179 -110 -151 -172 -191 -110 -180 -214 -157 Zinc International " 1 0 -1 -2 -3 -3 -1 -6 -8 -13 BALCO " 38 35 29 21 11 3 29 4 7 6 TSPL " 71 76 73 67 71 69 73 69 69 67 ESL " 71 - 7 - 7 - 7 - 7 - 27 23 21 Vedanta Star " 41 41 38 32 32 31 38 5 2 -7 | Others | " | 6 | 4 | 7 | 10 | 8 | 7 | 7 | 6 | 8 | 5 |
| Vedanta Limited INR b 292 308 308 263 255 288 308 296 403 413 Cairn India Holdings Ltd " -17 -10 17 14 8 7 17 2 -13 -10 Zinc India " -155 -179 -110 -151 -172 -191 -110 -180 -214 -157 Zinc International " 1 0 -1 -2 -3 -3 -1 -6 -8 -13 BALCO " 38 35 29 21 11 3 29 4 7 6 TSPL " 71 76 73 67 71 69 73 69 69 67 ESL " - - - - - - - - 27 23 21 Vedanta Star " 41 41 38 3 | Consolidated Vedanta | INR b | 315 | 356 | 271 | 326 | 313 | 307 | 271 | 321 | 343 | 265 |
| Cairn India Holdings Ltd " -17 -10 17 14 8 7 17 2 -13 -10 Zinc India " -155 -179 -110 -151 -172 -191 -110 -180 -214 -157 Zinc International " 1 0 -1 -2 -3 -3 -1 -6 -8 -13 BALCO " 38 35 29 21 11 3 29 4 7 6 TSPL " 71 76 73 67 71 69 73 69 69 67 ESL " | Net Debt | | | | | | | | | | | |
| Calific India Calific | Vedanta Limited | INR b | 292 | 308 | 308 | 263 | 255 | 288 | 308 | 296 | 403 | 413 |
| Zinc International " 1 0 -1 -2 -3 -3 -1 -6 -8 -13 BALCO " 38 35 29 21 11 3 29 4 7 6 TSPL " 71 76 73 67 71 69 73 69 69 67 ESL " 27 23 21 Vedanta Star " | Cairn India Holdings Ltd | II. | -17 | -10 | 17 | 14 | 8 | 7 | 17 | 2 | -13 | -10 |
| ESL " | Zinc India | II. | -155 | -179 | -110 | -151 | -172 | -191 | -110 | -180 | -214 | -157 |
| TSPL " 71 76 73 67 71 69 73 69 69 67 ESL " 27 23 21 Vedanta Star " 9 Others " 41 41 38 32 32 31 38 5 2 -7 Consol Ved (INR b) INR b 271 272 354 244 203 204 354 210 268 321 | Zinc International | II. | 1 | 0 | -1 | -2 | -3 | -3 | -1 | -6 | -8 | -13 |
| TSPL 71 76 73 67 71 69 73 69 69 67 ESL " 27 23 21 Vedanta Star " | BALCO | " | 38 | 35 | 29 | 21 | 11 | 3 | 29 | 4 | 7 | 6 |
| Vedanta Star " | TSPL | " | | 76 | 73 | 67 | 71 | 69 | 73 | 69 | 69 | 67 |
| Others " 41 41 38 32 32 31 38 5 2 -7 Consol Ved (INR b) INR b 271 272 354 244 203 204 354 210 268 321 | ESL | " | - | - | - | - | - | - | - | 27 | 23 | 21 |
| Others 41 41 38 32 32 31 38 5 2 -7 Consol Ved (INR b) INR b 271 272 354 244 203 204 354 210 268 321 | Vedanta Star | " | - | - | - | - | - | - | - | -9 | - | - |
| | Others | " | 41 | 41 | 38 | 32 | 32 | 31 | 38 | 5 | 2 | -7 |
| | Consol Ved (INR b) | INR b | 271 | 272 | 354 | 244 | 203 | 204 | 354 | 210 | 268 | 321 |
| | Consol Ved (Ex HZL) (INR b) | INR b | 426 | 450 | 464 | 395 | 375 | 395 | 464 | 389 | 482 | 478 |

Sources: MOFSL, Company

Exhibit 10: Aluminum business summary - INR m

| Y/E March | | FY2 | 22 | | | FY2 | 23E | | FY22 | FY23E | |
|--------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | 1Q | 2Q | 3Q | 4Q | 1QE | 2Q | 3QE | 4QE | - | | 2QE |
| Aluminum (USD/t) | 2,395 | 2,648 | 2,765 | 3,254 | 2,875 | 2,354 | 2,350 | 2,300 | 2,774 | 2,470 | 2,476 |
| Alumina (USD/t) | 277 | 316 | 428 | 406 | 377 | 294 | 294 | 288 | 357 | 313 | 310 |
| USD/INR | 73.8 | 74.1 | 74.8 | 75.3 | 77.3 | 79.7 | 81.2 | 81.6 | 74.5 | 79.9 | 79.6 |
| Revenue | 1,02,630 | 1,21,190 | 1,30,240 | 1,54,750 | 1,46,440 | 1,34,860 | 1,25,289 | 1,25,315 | 5,08,810 | 5,31,904 | 1,25,865 |
| Production (kt) ex trial | 548 | 569 | 578 | 572 | 565 | 584 | 594 | 603 | 2,269 | 2,347 | 580 |
| Jharsuguda | 404 | 423 | 432 | 428 | 423 | 443 | 452 | 461 | 1,687 | 1,779 | 438 |
| Balco | 144 | 146 | 146 | 144 | 142 | 141 | 143 | 143 | 582 | 568 | 143 |
| Sales (kt) incl. trial | 534 | 569 | 573 | 586 | 556 | 584 | 594 | 603 | 2,269 | 2,338 | 580 |
| NSR (USD/t) | 2,538 | 2,874 | 3,012 | 3,593 | 3,353 | 2,898 | 2,596 | 2,545 | 3,010 | 2,835 | 2,725 |
| Premium over LME (%) | 6.0 | 8.5 | 9.0 | 10.4 | 16.6 | 23.1 | 10.5 | 10.7 | 8.5 | 14.8 | 10.0 |
| EBITDA | 37,250 | 46,470 | 37,470 | 52,180 | 22,510 | 7,610 | 25,232 | 24,368 | 1,73,370 | 79,720 | 11,738 |
| EBITDA/t | 945 | 1,102 | 874 | 1,183 | 524 | 164 | 523 | 495 | 1,026 | 427 | 254 |

Exhibit 11: Oil & Gas - INR m

| Y/E March | | FY22 FY23E | | | | | | | FY22 | FY23E | |
|-------------------------|--------|------------|--------|--------|--------|--------|--------|--------|----------|----------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1QE | 2Q | 3QE | 4QE | | | 2QE |
| Brent crude - USD/bbl | 68.6 | 73.0 | 80.0 | 97.8 | 113.9 | 100.9 | 92.9 | 83.6 | 80.2 | 100.2 | 109.3 |
| Gross volumes - kbpd | 165 | 165 | 159 | 154 | 148 | 140 | 140 | 140 | 167 | 142 | 148 |
| Rajasthan | 139.8 | 141.8 | 136.8 | 132.4 | 127.8 | 120.8 | 120.6 | 120.3 | 143.5 | 122.4 | 127.6 |
| Ravva | 14.7 | 14.3 | 14.5 | 13.2 | 11.0 | 10.0 | 9.9 | 9.9 | 14.3 | 10.2 | 11.0 |
| Cambay | 10.4 | 9.3 | 7.9 | 8.1 | 9.2 | 9.7 | 9.6 | 9.6 | 8.9 | 9.5 | 9.2 |
| Working interest - kbpd | 105.9 | 106.7 | 102.7 | 99.5 | 96.2 | 91.2 | 91.1 | 90.9 | 107.8 | 92.3 | 96.0 |
| Raj. realn USD/bbl | 63.9 | 65.4 | 71.2 | 86.1 | 88.7 | 78.1 | 76.7 | 69.0 | 71.0 | 78.1 | 84.5 |
| Dis. to Brent - % | 4.0 | 4.0 | 4.0 | 4.0 | 15.0 | 15.0 | 7.0 | 7.0 | 5.0 | 7.0 | 15.0 |
| Revenue - INR m | 24,850 | 18,920 | 31,130 | 39,400 | 40,830 | 38,690 | 31,424 | 29,073 | 1,24,300 | 1,40,016 | 40,904 |
| EBITDA - INR m | 10,640 | 13,840 | 14,920 | 20,520 | 20,810 | 20,180 | 18,576 | 17,423 | 59,920 | 76,989 | 18,625 |

Source: MOFSL

Exhibit 12: Iron Ore - INR m

| Y/E March | | FY2 | 22 | | | FY23E | | FY22 | FY23E | | |
|----------------------|--------|--------|--------|--------|--------|--------|-------|-------|--------|--------|---------|
| | 1Q | 2Q | 3Q | 4Q | 1QE | 2Q | 3QE | 4QE | | | 2QE |
| Sales Qty ('000 dmt) | 1,700 | 1,300 | 1,500 | 2,300 | 1,260 | 1,340 | 1,725 | 1,725 | 6,800 | 6,050 | 1,725.0 |
| Goa | 400 | 100 | 50 | 500 | 350 | 40 | 350 | 350 | 1,100 | 1,090 | 350.0 |
| Karnataka | 1,300 | 1,200 | 1,450 | 1,700 | 910 | 1,300 | 1,375 | 1,375 | 5,700 | 4,960 | 1,375.0 |
| Pig iron | 196 | 207 | 200 | 187 | 103 | 0 | 200 | 200 | 790 | 503 | 200.0 |
| Net Sales | 15,760 | 14,920 | 14,160 | 18,660 | 13,670 | 15,060 | 7,178 | 8,534 | 63,500 | 44,443 | 7,077.6 |
| EBITDA | 7,620 | 5,590 | 4,100 | 5,490 | 3,630 | 2,130 | 1,156 | 1,644 | 22,800 | 8,560 | 1,971.8 |

Source: MOFSL

Exhibit 13: Power - INR m

| Y/E March | | | | FY22 | | | | FY23E | FY22 | FY23E | |
|------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----------|
| | 1Q | 2Q | 3Q | 4Q | 1QE | 2Q | 3QE | 4QE | | | 2QE |
| Sales (m kwh) | 2,716 | 2,904 | 3,448 | 2,803 | 3,577 | 3,615 | 3,278 | 3,419 | 11,871 | 13,889 | 3,132.1 |
| S/A Jha. 600 MW (Jharsuguda) | 545 | 760 | 755 | 0 | 837 | 634 | 500 | 500 | 2,060 | 2,471 | 500.0 |
| Subs | 2,171 | 2,144 | 2,693 | 2,803 | 2,740 | 2,981 | 2,778 | 2,919 | 9,811 | 11,418 | 2,632.1 |
| Balco 600MW | 409 | 199 | 279 | 251 | 0 | 14 | 279 | 251 | 1,139 | 544 | 199.0 |
| HZL Wind Power | 134 | 155 | 59 | 66 | 150 | 124 | 60 | 67 | 414 | 400 | 156.6 |
| TSPL | 1,628 | 1,790 | 2,355 | 2,486 | 2,590 | 2,843 | 2,439 | 2,602 | 8,258 | 10,474 | 2,276.5 |
| TSPL PAF (%) | 59 | 60 | 92 | 93 | 77 | 88 | 69 | 69 | 76 | 76 | 75.7 |
| Revenue | 12,250 | 12,760 | 16,380 | 16,870 | 16,930 | 18,440 | 16,527 | 17,307 | 58,260 | 69,204 | 15,726.3 |
| EBITDA | 3,460 | 2,640 | 2,830 | 1,890 | 810 | 1,410 | 3,726 | 3,684 | 10,820 | 9,630 | 2,793.6 |
| | | | | | | | | | | | |

Source: MOFSL

Exhibit 14: Operational Performance: Zinc India

| Y/E March | | FY2 | 22 | | | FY2 | 3E | | FY22 | FY23E | FY23 |
|----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3QE | 4QE | | | 2QE |
| Mine prodn. (kt) | 221 | 248 | 252 | 296 | 252 | 255 | 260 | 268 | 1,017 | 1,035 | 250 |
| Sales | | | | | | | | | | | |
| Zinc refined (kt) | 187 | 164 | 212 | 214 | 206 | 189 | 199 | 205 | 777 | 799 | 184 |
| Lead refined (kt) | 49 | 47 | 47 | 49 | 54 | 57 | 56 | 57 | 192 | 224 | 58 |
| Silver (tonnes) | 160 | 152 | 173 | 162 | 177 | 194 | 178 | 183 | 647 | 732 | 187 |
| LME/Realizations | | | | | | | | | | | |
| Zinc LME (USD/t) | 2,913 | 2,991 | 3,364 | 3,754 | 3,915 | 3,271 | 3,200 | 3,265 | 3,257 | 3,413 | 3,278 |
| Premium (USD/t) | 196 | 240 | 205 | 226 | 396 | 596 | 225 | 225 | 250 | 354 | 400 |
| Zinc Realization (USD/t) | 3,109 | 3,231 | 3,569 | 3,980 | 4,311 | 3,867 | 3,425 | 3,490 | 3,507 | 3,767 | 3,678 |
| Lead LME (USD/t) | 2,123 | 2,341 | 2,331 | 2,335 | 2,199 | 1,976 | 1,962 | 1,958 | 2,285 | 2,024 | 2,035 |
| Premium (USD/t) | 161 | 200 | 226 | 213 | 168 | 206 | 206 | 206 | 197 | 194 | 200 |
| Lead Realization (USD/t) | 2,284 | 2,541 | 2,557 | 2,548 | 2,367 | 2,182 | 2,168 | 2,164 | 2,482 | 2,217 | 2,235 |
| Silver LME (INR/t) | 69,700 | 64,950 | 62,755 | 63,667 | 61,623 | 53,971 | 60,663 | 61,604 | 65,268 | 59,485 | 58,964 |
| Premium (INR/t) | -575 | -279 | -269 | 283 | 951 | 1,648 | 500 | 500 | 0 | 0 | 500 |
| Silver Realization (INR/t) | 69,125 | 64,671 | 62,486 | 63,951 | 62,574 | 55,619 | 61,163 | 62,104 | 65,268 | 59,485 | 59,464 |

Source: MOFSL

Exhibit 15: Change in assumptions and key financials

| | Units | | FY23E | | FY24E | | | | |
|-----------------------------------|--------|--------|--------|----------|--------|--------|----------|--|--|
| | | New | Old | % change | New | Old | % change | | |
| Prices | | | | | | | | | |
| Copper | \$/t | 8,522 | 8,686 | -2% | 8,500 | 8,500 | 0% | | |
| Aluminum | II . | 2,470 | 2,579 | -4% | 2,214 | 2,400 | -8% | | |
| Alumina | II . | 313 | 327 | -4% | 277 | 300 | -8% | | |
| Zinc | II . | 3,413 | 3,414 | 0% | 3,200 | 3,200 | 0% | | |
| Lead | п | 2,024 | 2,039 | -1% | 2,000 | 2,000 | 0% | | |
| Silver | Rs/kg | 59,485 | 60,734 | -2% | 61,460 | 61,460 | 0% | | |
| Iron ore | \$/t | 103 | 103 | 0% | 105 | 105 | 0% | | |
| Steel - ASP | II . | 718 | 660 | 9% | 655 | 622 | 5% | | |
| Brent | \$/bbl | 100.2 | 100.2 | 0% | 90.0 | 90.0 | 0% | | |
| USD/INR | | 79.9 | 79.9 | 0% | 80.4 | 80.4 | 0% | | |
| Sales volume | | | | | | | | | |
| Copper | kt | 146 | 147 | -1% | 146 | 147 | -1% | | |
| Aluminum Division | II . | 2,338 | 2,323 | 1% | 2,574 | 2,558 | 1% | | |
| Hindustan Zinc | | | | | | | | | |
| - Zinc | II . | 799 | 794 | 1% | 879 | 879 | 0% | | |
| - Lead | II . | 224 | 225 | -1% | 260 | 260 | 0% | | |
| - Silver | tonnes | 732 | 725 | 1% | 781 | 781 | 0% | | |
| Zinc International | kt | 250 | 260 | -4% | 391 | 391 | 0% | | |
| Iron ore | kt | 6,050 | 6,435 | -6% | 6,900 | 6,900 | 0% | | |
| Steel | kt | 1,294 | 1,275 | 1% | 1,950 | 1,950 | 0% | | |
| Oil | Kboepd | 142 | 148 | -4% | 139 | 146 | -5% | | |
| EBITDA/t | | | | | | | | | |
| - Hindustan Zinc | \$/t | 2,192 | 2,173 | 1% | 2,029 | 2,099 | -3% | | |
| - Aluminum | п | 427 | 414 | 3% | 531 | 499 | 7% | | |
| - Steel | п | 84 | 91 | -8% | 130 | 138 | -6% | | |
| - Zinc International | п | 1,069 | 814 | 31% | 986 | 792 | 24% | | |
| Change in consolidated Financials | | | | | | | | | |
| Revenue | Rs bn | 1,419 | 1,424 | 0% | 1,432 | 1,484 | -3% | | |
| EBITDA | II | 375 | 375 | 0% | 426 | 433 | -2% | | |
| Adj PAT | II | 150 | 153 | -2% | 173 | 177 | -2% | | |
| EPS | Rs/sh | 40.3 | 41.1 | -2% | 46.6 | 47.5 | -2% | | |

Exhibit 16: SoTP valuation

| (INR b) | | EBITDA | EV | EV | Per | |
|-----------------------------------|------|--------|-------|------------|-------|--------|
| | FY21 | FY22 | FY23E | EBITDA (x) | FY23E | Share |
| VEDL (ex HZL) | | | | | | |
| Copper | -2 | -1 | 0 | 4.0 | 1 | 0 |
| Aluminum | 78 | 173 | 80 | 5.0 | 399 | 107 |
| Iron ore | 18 | 23 | 9 | 4.0 | 34 | 9 |
| Steel | 9 | 7 | 8 | 4.0 | 34 | 9 |
| Power(TSPL) | 8 | 8 | 7 | DCF | 48 | 13 |
| Power(other) | 6 | 3 | 2 | 4.0 | 9 | 2 |
| Zinc-Int | 8 | 15 | 21 | 4.0 | 85 | 23 |
| Oil & Gas | 32 | 60 | 77 | 5.0 | 385 | 103 |
| Sub. Tot. | 157 | 288 | 205 | 4.9 | 995 | 267 |
| Less: Net Debt | | | | | 601 | 162 |
| Equity Value | | | | | 393 | 106 |
| Hind. Zinc | | | | | | |
| HZL | 117 | 162 | 179 | 5.0 | 896 | 212 |
| Add: Net Cash | | | | | 182 | 43 |
| Equity Value | | | | | 1,079 | 255 |
| INR/share (HZL) | | | | | 255 | |
| VEDL | | | | | INR b | INR/sh |
| HZL@64.9% (20% Hold Co. discount) | | | | | 560 | 149 |
| VEDL (ex-HZL) | | | | | 393 | 106 |
| Equity value | | | | | 953 | 255 |
| Shares outstanding (b) | | | | | 3.7 | |
| Target price (INR/sh) | | | | | 255 | |

Exhibit 17: P/B ratio is near to its historical average...

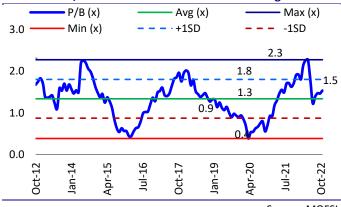


Exhibit 18: ...so is EV/EITDA ratio



Source: MOFSL

Exhibit 19: Global comparable valuation

| Diversified Miners | | M-Cap | Cap P/E (x) | | | EV/EBITDA (x) | | P/B (x) | | | RoE (%) | |) | |
|---------------------------|----------|----------|-------------|------|------|---------------|------|---------|------|------|---------|------|------|------|
| Company | Company | USD mn | FY22 | FY23 | FY24 | FY22 | FY23 | FY24 | FY22 | FY23 | FY24 | FY22 | FY23 | FY24 |
| Vedanta Ltd | Vedanta* | 12,857 | 6.1 | 7.4 | 7.2 | 3.6 | 5.2 | 5.0 | 1.6 | 1.6 | 1.6 | 27.2 | 21.7 | 22.0 |
| BHP Group Ltd | ВНР | 1,21,420 | 5.7 | 8.4 | 9.6 | 3.1 | 4.2 | 4.5 | 2.4 | 2.5 | 2.4 | 41.2 | 30.2 | 26.0 |
| Rio Tinto PLC | Rio | 85,975 | 5.8 | 7.4 | 7.8 | 3.4 | 4.0 | 4.1 | 1.6 | 1.5 | 1.4 | 27.8 | 20.3 | 17.7 |
| Glencore PLC | Glencore | 74,678 | 3.8 | 5.5 | 7.0 | 2.7 | 3.3 | 3.6 | 1.5 | 1.5 | 1.5 | 44.8 | 27.2 | 22.4 |
| Anglo American PLC | Anglo | 37,598 | 5.9 | 6.9 | 7.1 | 3.2 | 3.5 | 3.6 | 1.2 | 1.1 | 1.0 | 22.5 | 17.3 | 14.5 |
| South32 Ltd | South 32 | 10,613 | 4.2 | 7.7 | 7.0 | 2.2 | 3.3 | 2.8 | 1.0 | 1.0 | 0.9 | 26.2 | 13.7 | 13.6 |

Sources: MOFSL, Bloomberg. (*) denotes MOFSL estimates

Financials and valuations

| Income Statement (Consolidated) | | | | | | | | INR b |
|---------------------------------|-------|------|------|-------|-------|-------|-------|-------|
| Y/E March | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23E | FY24E |
| Net Sales | 722 | 919 | 920 | 832 | 880 | 1,327 | 1,419 | 1,432 |
| Total Expenses | 509 | 667 | 689 | 638 | 607 | 879 | 1,044 | 1,006 |
| EBITDA | 213 | 252 | 231 | 194 | 273 | 448 | 375 | 426 |
| EBITDA attribute | 176 | 203 | 189 | 160 | 219 | 368 | 304 | 342 |
| DDA | 63 | 63 | 82 | 91 | 76 | 89 | 94 | 102 |
| EBIT | 150 | 189 | 149 | 103 | 197 | 359 | 281 | 324 |
| Finance cost | 59 | 58 | 57 | 50 | 52 | 48 | 48 | 47 |
| Other income | 46 | 36 | 40 | 25 | 34 | 26 | 26 | 19 |
| РВТ | 138 | 167 | 132 | 79 | 179 | 337 | 258 | 296 |
| Tax | 38 | 57 | 39 | -31 | 22 | 93 | 77 | 83 |
| Rate (%) | 27.4 | 34.4 | 29.2 | -39.5 | 12.2 | 27.4 | 29.7 | 28.0 |
| PAT | 100 | 109 | 94 | 110 | 157 | 245 | 182 | 213 |
| EO expense (Income) | 1 | -8 | -3 | 157 | -1 | 8 | -2 | 0 |
| PAT (after EO) | 99 | 118 | 97 | -47 | 158 | 237 | 184 | 213 |
| Attrib. PAT (after MI & asso) | 56 | 76 | 69 | 33 | 96 | 174 | 150 | 173 |
| Change (YoY %) | -73.8 | 34.7 | -9.0 | -52.7 | 195.3 | 80.2 | -13.7 | 15.7 |

| Balance Sheet (Consolidated) | | | | | | | | INR b |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Y/E March | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23E | FY24E |
| Share Capital | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| Reserves | 601 | 631 | 619 | 543 | 619 | 650 | 621 | 665 |
| Net Worth | 605 | 635 | 623 | 546 | 623 | 654 | 624 | 668 |
| Total Loans | 906 | 725 | 835 | 757 | 686 | 534 | 533 | 514 |
| Deferred Tax Liability | -54 | -9 | 10 | -40 | -36 | -7 | 6 | 15 |
| Capital Employed | 1,597 | 1,511 | 1,621 | 1,435 | 1,423 | 1,355 | 1,323 | 1,353 |
| Gross Block | 1,641 | 1,810 | 2,176 | 2,182 | 2,281 | 2,392 | 2,501 | 2,642 |
| Less: Accum. Deprn. | 775 | 848 | 1,185 | 1,276 | 1,352 | 1,441 | 1,535 | 1,638 |
| Net Fixed Assets | 866 | 962 | 991 | 907 | 929 | 951 | 966 | 1,004 |
| Capital WIP | 177 | 161 | 222 | 168 | 139 | 142 | 185 | 236 |
| Investments | 1 | 2 | 49 | 1 | 2 | 2 | 1 | 1 |
| WC. Assets | 872 | 674 | 723 | 691 | 729 | 840 | 664 | 605 |
| Inventory | 96 | 120 | 132 | 113 | 99 | 143 | 175 | 177 |
| Account Receivables | 34 | 53 | 77 | 58 | 66 | 82 | 109 | 110 |
| Cash and Bank Balance | 610 | 338 | 365 | 372 | 331 | 327 | 114 | 75 |
| Loans and advances | 131 | 163 | 149 | 148 | 232 | 288 | 266 | 244 |
| WC. Liability & Prov. | 319 | 287 | 365 | 333 | 375 | 580 | 493 | 494 |
| Trade payables | 71 | 84 | 92 | 80 | 79 | 215 | 128 | 129 |
| Provisions & Others | 248 | 203 | 273 | 252 | 296 | 365 | 365 | 365 |
| Net WC. Assets | 553 | 386 | 358 | 359 | 354 | 260 | 170 | 111 |
| Appl. of Funds | 1,597 | 1,511 | 1,621 | 1,435 | 1,423 | 1,355 | 1,323 | 1,353 |

Financials and valuations

| Ratios | | | | | | | | |
|-------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Y/E March | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23E | FY24E |
| Basic (INR) | | | | | | | | |
| EPS | 15.1 | 20.4 | 18.5 | 8.8 | 25.9 | 46.7 | 40.3 | 46.6 |
| Cash EPS | 32.1 | 37.3 | 40.6 | 33.2 | 46.4 | 70.6 | 65.7 | 74.0 |
| BV/Share | 162.7 | 170.7 | 167.5 | 146.9 | 167.4 | 175.8 | 167.8 | 179.7 |
| DPS | 19.5 | 21.2 | 18.9 | 3.9 | 9.5 | 27.3 | 51.0 | 42.1 |
| Payout (%) | 154.2 | 124.9 | 122.0 | 53.4 | 44.0 | 70.1 | 152.0 | 108.4 |
| Valuation (x) | | | | | | | | |
| P/E | 18.8 | 14.0 | 15.4 | 32.5 | 11.0 | 6.1 | 7.1 | 6.1 |
| Cash P/E | 8.9 | 7.6 | 7.0 | 8.6 | 6.1 | 4.0 | 4.3 | 3.8 |
| P/BV (inclgoodwill) | 1.8 | 1.7 | 1.7 | 1.9 | 1.7 | 1.6 | 1.7 | 1.6 |
| EV/Sales | 2.0 | 1.7 | 1.7 | 1.8 | 1.7 | 1.0 | 1.1 | 1.1 |
| EV/EBITDA | 8.2 | 7.5 | 8.4 | 9.5 | 6.7 | 3.6 | 5.1 | 4.6 |
| Dividend Yield (%) | 6.8 | 7.4 | 6.6 | 1.4 | 3.3 | 9.6 | 17.9 | 14.8 |
| Return Ratios (%) | | | | | | | | |
| EBITDA Margins | 29.5 | 27.4 | 25.1 | 23.3 | 31.0 | 33.8 | 26.4 | 29.7 |
| Net Profit Margins | 7.8 | 8.3 | 7.5 | 3.9 | 10.9 | 13.1 | 10.6 | 12.1 |
| RoE | 9.7 | 12.2 | 11.0 | 5.6 | 16.5 | 27.2 | 23.4 | 26.8 |
| RoCE (pre-tax) | 12.4 | 14.5 | 12.1 | 8.4 | 16.2 | 27.7 | 22.9 | 25.6 |
| RoIC (pre-tax) | 15.2 | 17.5 | 12.3 | 8.9 | 18.3 | 33.9 | 25.1 | 26.0 |
| Working Capital Ratios | | | | | | | | |
| Fixed Asset Turnover (x) | 0.9 | 1.0 | 0.9 | 0.9 | 1.0 | 1.4 | 1.5 | 1.5 |
| Receivable (Days) | 17 | 21 | 30 | 25 | 28 | 28 | 28 | 28 |
| Inventory (Days) | 49 | 48 | 52 | 50 | 41 | 45 | 45 | 45 |
| Trade payable (Days) | 36 | 33 | 37 | 35 | 33 | 33 | 33 | 33 |

| Cash Flow Statement | | | | | | | | INR b |
|----------------------------|------|------|------|------|------|------|-------|-------|
| Y/E March | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23E | FY24E |
| EBITDA | 213 | 252 | 231 | 194 | 273 | 448 | 375 | 426 |
| Non cash exp. (income) | 2 | 7 | 11 | 20 | 1 | 33 | 0 | 0 |
| (Inc)/Dec in Wkg. Cap. | -7 | -30 | -8 | -5 | 33 | 78 | -146 | -1 |
| Tax paid | -20 | -32 | -26 | -11 | -21 | -57 | -65 | -74 |
| CF from Op. Activity | 187 | 197 | 208 | 198 | 286 | 502 | 164 | 350 |
| (Inc)/Dec in FA + CWIP | -55 | -74 | -89 | -77 | -69 | -128 | -152 | -191 |
| Free Cash Flow | 132 | 124 | 119 | 121 | 217 | 373 | 12 | 159 |
| (Pur)/Sale of Investments | 27 | 14 | 42 | 42 | 6 | 0 | 0 | 0 |
| Interest & Dividend Income | 11 | 14 | 9 | 8 | 20 | 26 | 26 | 19 |
| Investment in subsidiaries | -30 | -9 | -69 | -5 | 0 | 0 | 0 | 0 |
| Others | 0 | 0 | 0 | 0 | 0 | 15 | 22 | 22 |
| CF from Inv. Activity | -47 | -55 | -107 | -31 | -43 | -87 | -104 | -150 |
| Equity raised/(repaid) | -1 | -2 | -1 | -1 | 0 | 0 | 0 | 0 |
| Debt raised/(repaid) | 91 | -190 | 106 | -92 | -139 | -20 | -20 | -20 |
| Dividend (incl. tax) | -129 | -168 | -118 | -14 | -91 | -128 | -205 | -172 |
| Interest paid | -62 | -57 | -60 | -53 | -53 | -48 | -48 | -47 |
| Others | 0 | 1 | -1 | 0 | 1 | 0 | 0 | 0 |
| CF from Fin. Activity | -101 | -415 | -74 | -161 | -283 | -196 | -273 | -239 |
| (Inc)/Dec in Cash | 40 | -273 | 28 | 6 | -40 | 218 | -214 | -39 |
| Add: Opening Balance | 570 | 610 | 338 | 365 | 372 | 331 | 550 | 336 |
| Closing Balance | 610 | 338 | 365 | 372 | 331 | 550 | 336 | 297 |

| 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 be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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