# **Jindal Steel & Power**

Estimate change	1	•
TP change	1	
Rating change		Ε

Bloomberg	JSP IN
Equity Shares (m)	1,020
M.Cap.(INRb)/(USDb)	484 / 5.9
52-Week Range (INR)	578 / 304
1, 6, 12 Rel. Per (%)	2/-9/19
12M Avg Val (INR M)	2805
Free float (%)	38.8

#### Financials & Valuations (INR b)

Y/E MARCH	2022	2023E	2024E
Sales	511	553	564
EBITDA	155	111	134
Adj. PAT	87	56	75
Cons. Adj. EPS (INR)	86	56	74
EPS Gr. (%)	40	-35	33
BV/Sh. (INR)	352	406	478
Ratios			
Net D:E	0.3	0.2	0.0
RoE (%)	25.9	14.7	16.8
RoCE (%)	21.6	15.0	18.3
Payout (%)	3.5	3.6	2.7
Valuations			
P/E (x)	5.5	8.5	6.4
P/BV (x)	1.3	1.2	1.0
EV/EBITDA(x)	3.7	5.1	3.7
Div. Yield (%)	0.6	0.4	0.4
FCF Yield (%)	27.0	5.1	18.8

#### Shareholding pattern (%)

Sep-22	Jun-22	Sep-21
61.2	60.4	60.5
14.9	15.8	15.7
12.5	11.7	9.9
11.4	12.1	13.9
	61.2 14.9 12.5	14.9   15.8     12.5   11.7

FII Includes depository receipts

### CMP: INR475

### TP: INR565 (+19%)

**Buy** 

#### EBITDA in line; strong results during tough times

- Jindal Steel & Power (JSP) reported yet another in-line quarter. While the topline was higher than our estimates driven by higher ASP, EBITDA was in line post-adjusting for FX gains. The company reduced its net debt to INR70b (lowest among the top four listed steel companies in India).
- Consolidated revenue was flattish YoY but up 4% QoQ to INR135b in 2QFY23. The 13% beat on revenue was driven by a 6% beat on ASP and a 7% beat on sales volumes. Sales volumes for the quarter stood at 2.01mt, down 6% YoY but up 16% QoQ. Exports were 11%. ASP was at INR67,271/t, up 5% YoY but down 10% QoQ due to imposition of export duty.
- During the quarter, JSP also recorded INR4b FX gain in foreign subsidiaries as a one-off on strengthening USD. However, adjusted for the same, the consolidated EBITDA was in line with estimate.
- Consolidated adjusted EBITDA declined 67% YoY and 49% QoQ to INR15b, in line with our estimates. The sharp YoY and QoQ decline was led by: a) a steep drop in ASP and b) elevated coal costs.
- Consolidated EBITDA/t for the quarter stood at INR7,559, down 65% YoY and 56% QoQ and was in line with our estimate of INR7,974.
- Adjusted PAT decreased 73% YoY and 53% QoQ to INR7b but was sharply higher than our estimate of INR5b due to deferred tax reversal as the company provided for FX gains of past periods in the consolidated income statement.

#### Net debt continues to trend down amid difficult times

- Despite a sharp correction in steel prices, rising coal costs and increasing working capital requirements, the company reduced its net debt to INR70.5b, down INR6.7b QoQ with all external debt of international subsidiaries paid.
- We note that over the last five years, JSP has brought down its net debt considerably to INR70.5b from INR455b while almost doubling its steel production along with acquisition of mines in India and abroad. JSP continues to charter the same course with cash volume and profit growth deployed in debt repayment and capex.

#### Highlights from the management commentary

- The management expects FY23 sales volume in excess of 8mt.
- The cost of coking coal is likely to reduce in line with peers except for the fact that the company has a lower inventory and to that extent the benefit could be partly lesser, but the trajectory remains consistent with competition.
- JSP plans to have 50% of its thermal coal requirement met from captive mines from FY24E onwards, which could be a further margin booster (not captured in our numbers so far).
- The management will now focus on maintaining leverage at 1.5x across cycles.

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Investors are advised to refer through important disclosures made at the last page of the Research Report. Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson ReuteINR, Factset and S&P Capital.

#### Valuation and view

- We have moderately raised our FY23E EBITDA by 1.5% to INR111b but have notably raised our FY24E EBITDA by 10%, expecting a normalized EBITDA margin scenario next year to INR14,776/t.
- TMT price has already started to move up. We note that while HRC price has dipped since Oct'22, TMT price has increased INR500-INR 750/t since the beginning of Oct'22.
- The second half is generally seasonally strong for construction steel. We believe JSP will benefit from lower coal costs in 3QFY23 as well as its improved ASP v/s competition (that are more flat steel oriented where the price hike has not been effective).
- We maintain JSP as our top pick in the steel sector with a revised TP of INR565 based on 6x FY23E EV/EBITDA. We believe JSP's focused approach on leverage along with capacity expansion will augur well.
- The stock is trading at 5.1x/3.7x our FY23/24 EV/EBTIDA estimates. On P/B basis, it is trading at 1.2x/1.0x our FY23/24 estimates with RoE expectation of 14.7%/16.8%, respectively. Incremental coking coal production from Australian/Mozambique coal mines would be incrementally beneficial for the stock.

Y/E March		FY2	2			FY2	.3		FY22	FY23E	FY23	v/s
-	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE e	st. (%)
Sales vol (mt)	1.61	2.13	1.82	2.08	1.74	2.01	2.18	2.23	7.64	8.15	1.9	7
Net sales	106.1	136.1	125.2	143.4	130.5	135.2	140.8	146.8	510.9	553.2	119.8	13
Change (YoY, %)	42	52	19	21	23	-1	12	2	31	8	-12.0	
Change (QoQ %)	-11	28	-8	14	-9	4	4	4			-8.2	
EBITDA	45.4	45.9	33.1	30.7	29.9	15.2	24.1	33.1	155.1	102.4	15.0	1
Change (YoY, %)	118	63	-28	-42	-34	-67	-27	8	5	-34	-67.3	
Change (QoQ %)	-14	1	-28	-7	-3	-49	59	37			-49.8	
Adj EBITDA/t	28,192	21,569	18,188	14,761	17,200	7,559	11,082	14,877	20,306	12,556	7974	-5
Interest	5.6	4.8	4.7	3.7	3.6	3.6	3.1	2.5	18.9	12.8	3.7	-1
Depreciation	6.0	6.1	6.1	2.7	6.0	6.1	5.5	5.5	21.0	23.2	5.4	13
Other income	0.3	0.0	0.1	0.0	0.2	0.0	0.2	0.2	0.5	0.6	0.2	
PBT (before EO item)	34.1	35.1	22.4	24.3	25.0	9.5	15.8	25.3	115.8	75.6	6.1	55
Extra-ordinary income	0.0	0.0	2.4	2.7	0.6	-9.0	0.0	0.0	5.2	-8.4	0.0	
PBT (after EO item)	34.1	35.1	24.8	27.0	25.6	0.5	15.8	25.3	121.0	67.2	6.1	-91
Total tax	8.9	9.2	6.1	4.9	5.7	-1.7	3.9	6.3	29.2	14.4	1.5	
Reported PAT	25.2	25.8	18.7	22.1	19.9	2.2	11.8	19. <b>0</b>	91.7	52.9	4.6	-52
MI - Loss/(Profit)	-0.3	0.0	0.0	-0.2	0.2	0.2	0.0	0.0	-0.5	0.4	0.0	
Adjusted PAT	25.4	25.8	16.3	19.5	14.6	6.9	11.8	19.0	87.0	52.3	4.6	49
Change (YoY, %)	1975	213	-32	-34	-42	-73	-27	-3	39	-40	-82.2	
Change (QoQ %)	-13	2	-37	20	-25	-53	72	60			-68.5	

#### Consolidated quarterly performance (INR b)

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#### Standalone quarterly performance (INR b)

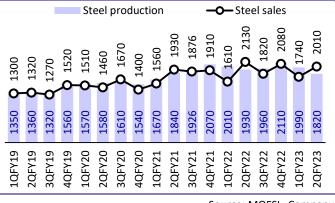
Y/E March		FY2	2			FY2	3		FY22	FY23E	FY23	v/s Est
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	(%)
Net sales	103.8	132.6	119.5	138.3	128.5	131.1	139.2	145.4	494.3	544.2	117.7	11
NSR (INR/t)	64,501	62,259	65,686	66,494	73,842	65,209	63,962	65,262	64,701	66,733	62,506	4
Change (YoY, %)	69	69	37	33	24	-1	16	5	49	10	-11	
Change (QoQ %)	0	28	-10	16	-7	2	6	4			-8	
EBITDA	45.2	45.2	31.7	30.6	33.1	18.4	23.5	32.6	152.7	107.6	13.9	33
Change (YoY, %)	165	86	-19	-37	-27	-59	-26	7	18	-30	-69	
Change (QoQ %)	-7	0	-30	-4	8	-44	28	39			-58	
EBITDA/t	28,098	21,216	17,404	14,695	19, <b>02</b> 8	9,143	10,794	14,630	19,983	13,192	7,360	24
Interest	4.4	3.5	3.3	3.0	2.6	3.2	2.6	2.0	14.1	10.4	2.6	23
Depreciation	5.6	5.6	5.6	5.5	5.4	5.4	5.5	5.5	22.3	21.9	5.4	0
Other income	0.3	0.2	0.2	0.3	0.2	0.1	0.2	0.2	1.0	0.7	0.2	
PBT (before EO item)	35.5	36.3	23.0	22.4	25.3	9.8	15.6	25.2	117.2	75.9	6.1	62
Extra-ordinary income	0.0	0.0	0.0	-3.2	58.0	16.6	0.0	0.0	-3.2	74.7	0.0	
PBT (after EO item)	35.5	36.3	23.0	<b>19.2</b>	83.4	26.5	15.6	25.2	114.0	150.6	6.1	337
Total tax	8.9	9.1	5.9	4.9	17.2	-2.1	3.9	6.3	28.8	25.3	1.5	
Tax (%)	25	25	26	25	21	-8	25	25	25	17	25	
Reported PAT	26.6	27.1	17.1	14.3	66.2	28.5	11.7	18.9	85.1	125.4	4.5	529
Adjusted PAT	26.6	27.1	17.1	17.5	8.2	11.9	11.7	18.9	88.4	50.7	4.5	162
Change (YoY %)	544	173	-29	-37	-69	-56	-32	8	34	-43	-83	
Change (QoQ %)	-4	2	-37	2	-53	46	-2	62			-45	

#### Standalone operating parameters

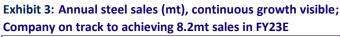
		FY2	22			FY2	22		FY22	FY23E	FY23	v/s Est
Y/E March	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	(%)
Steel Sales vol	1,610	2,130	1,820	2,080	1,740	2,010	2,177	2,228	7,640	8,154	1,883	7
Change (YoY %)	3.2	10.4	-3.0	8.9	8.1	-5.6	19.6	7.1	5.0	6.7	-11.6	
Change (QoQ %)	-15.7	32.3	-14.6	14.3	-16.3	15.5	8.3	2.3			8.2	
Realisation	64,501	62,259	65,686	66,494	73,842	65,209	63,962	65,262	64,701	66,733	62,506	4
Change (YoY %)	63.3	53.0	41.0	21.8	14.5	4.7	-2.6	-1.9	41.9	3.1	0.4	
Change (QoQ %)	18.1	-3.5	5.5	1.2	11.1	-11.7	-1.9	2.0			-15.4	
EBITDA(INR/Ton)	28,098	21,216	17,404	14,695	19,028	9,143	10,794	14,630	19,983	13,192	7,360	24
Change (YoY %)	156.6	68.6	-16.5	-42.5	-32.3	-56.9	-38.0	-0.4	12.5	-34.0	-65.3	
Change (QoQ %)	9.9	-24.5	-18.0	-15.6	29.5	-51.9	18.1	35.5			-61.3	

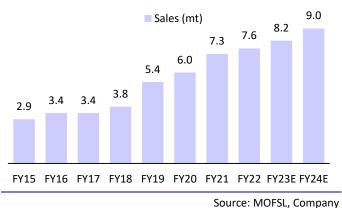
### Story in charts

# Exhibit 1: Steel production and sales (in kt); sales up 16% QoQ

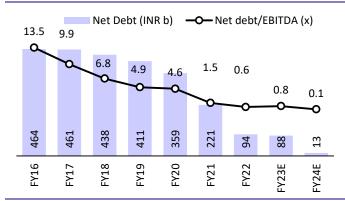






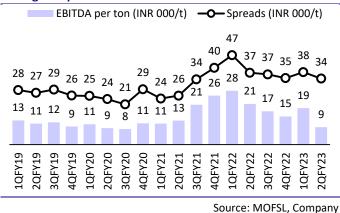


#### Exhibit 5: Falling net debt and net debt/EBITDA ratio



Source: MOFSL, Company

# Exhibit 2: Standalone EBITDA/t and spreads are down during the quarter



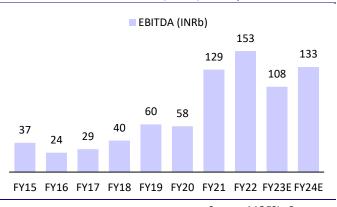
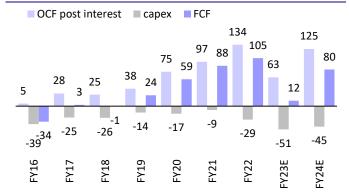


Exhibit 4: Standalone EBITDA (INR b); to improve in FY24E

Source: MOFSL, Company

#### Exhibit 6: OCF, capex, and FCF



Source: MOFSL, Company



### Key highlights from the management commentary

#### Management Guidance for FY23 and FY24

- Sales target of 8.1 / 8.2mt for FY23 achievable on back of robust demand from India
- 50% of the Thermal Coal requirement will be meet from captive mines by FY24
- FY24 sales target similar to FY23 at 8.1 / 8.2mt and focus shall be on creating more operational efficiencies.
- Iron ore requirement will be met from captive mines and purchases from OMC will be resorted to wherever cost effective.
- Thermal coal availability in 2HFY23 is likely to be normal
- Currently steel prices have settled at 2Q average prices.

#### **Costs and ASP**

- Coking coal was lower by INR 800/t and Iron Ore was lower by INR 3,000/t during the quarter which was offset by higher Thermal Coal of INR 700/t.
- ASP was down 13% on QoQ
- ASP reduction was more prominent in the quarter compared to the cost reduction and hence led to margin compression.

#### **PLI scheme**

- Total outlay under the scheme is INR 63b
- JSPL CRM project qualifies under PLI scheme and has filled under the scheme
- Awaiting government's decision on the PLI.

#### **Domestic demand**

- Domestic demand remains strong and there is no problem selling volumes in the domestic market.
- Demand is strong from infrastructure, power and construction sector where JSPL has presence

#### Inventory liquidation / working capital release / Net Debt position

- Most of the high cost inventory has been liquidated
- Net Debt / EBITDA will be under 1.5x across the cycle

#### **Australia Mine**

- Australia mine had an operational EBITDA of USD 8m however the subsidiary posted a loss of INR69Crs. on net levels due to forex impact
- Company wrote off FX gains and hence translated to loss on net levels on consolidation.
- The same was witnessed across other international geographies as well
- Mine faced uncertainties due to equipment breakdown and issues at washeries; steps taken to rectify the same.

#### **Green steel**

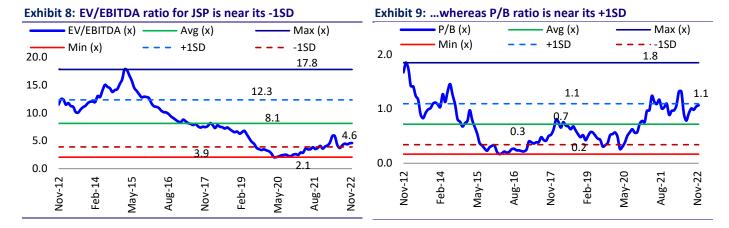
- Company is already using hydrogen as part of syngas where hydrogen content is about 52-56%. It plans to increase the same to beyond 70% technically
- When green hydrogen is economically and commercially available, the company should be ready to use the same

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Exhibit	7:	Valuation	and	target price	e

Y/E March	UoM	FY23E
Volume	mt	8.2
Blended EBITDA/t	INR	13,608
Consol EBITDA	INR b	111
Target EV/EBITDA(x)	х	6.0
Target EV	INR b	666
Net Debt (incl JPL reduction)	INR b	88
Equity Value	INR b	578
No of shares o/s	b	1.0
Target price (INR/share)	INR/sh	565

Source: MOFSL



#### Exhibit 10: Global steel valuation comparable

	M-Cap		P/E (x)		EV	/EBITDA	(x)		P/B (x)			RoE (%)	
		CY21/	CY22/	CY23/									
Company	USD m	FY22	FY23	FY24									
India													
Tata*	15,911	3.2	6.0	7.0	2.9	4.4	1.8	1.2	1.0	1.0	44.6	18.5	14.4
JSW*	20,964	7.9	12.4	10.4	5.8	7.6	6.5	2.5	2.3	1.9	37.9	19.3	20.0
JSP*	6,156	5.7	10.6	7.7	3.8	5.8	4.2	1.4	1.2	1.1	25.9	12.4	15.0
SAIL*	4,394	2.6	10.6	4.3	2.5	5.3	2.6	0.7	0.7	0.6	27.7	6.2	14.6
Japan													
JFE	6,200	3.2	5.6	6.2	4.7	6.1	6.5	0.5	0.4	0.4	15.5	7.6	6.3
Nippon Steel	14,117	3.9	4.1	5.4	4.7	4.4	5.3	0.6	0.5	0.5	18.1	14.9	9.4
Kobe Steel	1,735	4.5	4.4	4.4	5.2	5.3	5.6	0.3	0.3	0.3	7.2	6.8	5.4
Korea													
POSCO	16,793	5.0	5.3	5.2	3.5	3.3	3.0	0.4	0.4	0.4	8.7	7.6	7.4
Hyundai Steel	2,937	2.7	3.6	3.4	3.5	3.6	3.1	0.2	0.2	0.2	8.1	5.7	5.8
US													
Nucor	34,964	4.6	10.3	13.8	3.1	5.8	6.8	1.8	1.5	1.4	43.4	15.5	10.1
US Steel	4,831	2.2	7.4	10.9	1.3	3.6	3.6	0.5	0.5	0.4	26.6	5.3	4.7
Steel Dynamics	16,750	4.4	8.4	12.5	2.9	4.9	7.4	2.0	1.6	1.3	51.3	19.5	11.5
Europe													
AM	21,036	2.3	6.1	4.8	2.0	3.7	3.3	0.4	0.4	0.3	19.5	6.2	6.9
SSAB	5,449	2.7	7.6	10.6	1.4	3.1	3.9	0.6	0.6	0.6	26.6	8.0	5.8
ТКА	3,082	3.0	6.9	5.1	0.1	NA	NA	0.3	0.2	0.2	8.4	3.1	4.4
VOE	4,267	4.0	4.6	8.3	3.1	2.9	3.6	0.7	0.6	0.5	16.7	11.1	6.3
China													
Baosteel	15,471	7.0	6.0	5.6	4.1	3.5	3.2	0.6	0.5	0.5	7.8	8.8	8.6

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

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#### Exhibit 11: Key assumptions and changes to our estimates

			FY23E			FY24E	
	UoM	New	Old	% change	New	Old	% change
Standalone							
Volumes	mt	8.2	8.0	1.6	9.0	8.8	1.6
Realisation/t	INR	66,733	64,669	3.2	62,330	62,612	-0.5
Coking Coal	USD/t	338	338	0.0	220	220	0.0
EBITDA/t	INR	13,192	13,167	0.2	14,776	13,616	8.5
EBITDA	INR b	108	106	1.8	133	120	10.2
Consolidated							
Revenue	INR b	553	526	5.2	564	558	1.1
EBITDA	II	111	109	1.5	134	122	10.1
РАТ	п	56	51	11.2	75	64	16.8

Source: Company, MOFSL

## **Financials and valuation**

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Net sales	210	276	394	370	389	511	553	564
Change (%)	14	31	43	-6	5	31	8	2
Total Expenses	164	212	310	291	241	356	442	430
EBITDA	47	65	84	79	148	155	111	134
As a percentage of Net Sales	22	23	21	21	38	30	20	24
Depn. and Amortization	39	39	42	42	35	21	23	23
EBIT	7	26	42	37	113	134	88	111
Net Interest	34	39	43	41	31	19	13	11
Other income	0	0	0	0	4	1	1	1
PBT before EO	-27	-13	0	-4	86	116	76	100
EO income	-4	-6	-28	2	-13	5	-13	0
PBT after EO	-30	-19	-28	-2	73	121	63	100
Тах	-5	-2	-4	2	18	29	14	25
Rate (%)	17	13	14	-63	24	24	23	23
Reported PAT	-25	-16	-24	-4	55	92	57	75
Minority interests	-3	-2	-8	0	3	0	0	0
Preference dividend	0	0	0	0	0	0	0	0
Share of Associates	0	0	0	0	0	0	0	0
Adjusted PAT	-19	-8	3	-5	63	87	56	75
Change (%)	15	-57	-139	-269	NA	39	-35	33
Y/E March	FY17	FY18	FY19	FY20		EV33		
	1111							F Y 74F
Share Capital	1	1	1	1	<b>FY21</b>	<b>FY22</b>	FY23E	
Reserves	1 300	1 303	-					1
•			1	1	1	1	1	1 482
Reserves	300	303	1 323	1 320	1 317	1 355	1 409	1 482 <b>483</b>
Reserves Net Worth	300 <b>301</b>	303 <b>304</b>	1 323 <b>324</b>	1 320 <b>321</b>	1 317 <b>318</b>	1 355 <b>356</b>	1 409 <b>410</b>	1 482 <b>483</b> 15
Reserves Net Worth Minority Interest	300 <b>301</b> 6	303 <b>304</b> 4	1 323 <b>324</b> -3	1 320 <b>321</b> -8	1 317 <b>318</b> -9	1 355 <b>356</b> 15	1 409 <b>410</b> 15	1 482 <b>483</b> 15 59
Reserves Net Worth Minority Interest Total Loans	300 <b>301</b> 6 467	303 304 4 443	1 323 <b>324</b> -3 415	1 320 <b>321</b> -8 368	1 317 <b>318</b> -9 293	1 355 <b>356</b> 15 139	1 409 <b>410</b> 15 99	1 482 <b>483</b> 15 59 68
Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability	300 <b>301</b> 6 467 54	303 <b>304</b> 4 443 50	1 323 <b>324</b> -3 415 54	1 320 <b>321</b> -8 368 56	1 317 <b>318</b> -9 293 62	1 355 <b>356</b> 15 139 73	1 409 <b>410</b> 15 99 70	1 482 <b>483</b> 15 59 68 <b>625</b>
Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed	300 <b>301</b> 6 467 54 <b>827</b>	303 304 4 443 50 802	1 323 <b>324</b> -3 415 54 <b>790</b>	1 320 <b>321</b> -8 368 56 <b>738</b>	1 317 <b>318</b> -9 293 62 <b>665</b>	1 355 <b>356</b> 15 139 73 <b>582</b>	1 409 <b>410</b> 15 99 70 <b>594</b>	1 482 <b>483</b> 15 59 68 <b>625</b> 845
Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block	300 301 6 467 54 827 783	303 304 4 443 50 802 847	1 323 <b>324</b> -3 415 54 <b>790</b> 900	1 320 <b>321</b> -8 368 56 <b>738</b> 951	1 317 <b>318</b> -9 293 62 <b>665</b> 833	1 355 356 15 139 73 582 765	1 409 <b>410</b> 15 99 70 <b>594</b> 785	FY24E 1 482 483 15 59 68 625 845 354 492
Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn.	300 301 6 467 54 827 783 129	303 304 4 443 50 802 847 168	1 323 <b>324</b> -3 415 54 <b>790</b> 900 210	1 320 <b>321</b> -8 368 56 <b>738</b> 951 252	1 317 <b>318</b> -9 293 62 <b>665</b> 833 286	1 355 <b>356</b> 15 139 73 <b>582</b> 765 307	1 409 <b>410</b> 15 99 70 <b>594</b> 785 330	1 482 <b>483</b> 15 59 68 <b>625</b> 845 354
Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets	300 301 6 467 54 827 783 129 654	303 304 4 443 50 802 847 168 679	1 323 <b>324</b> -3 415 54 <b>790</b> 900 210 <b>690</b>	1 320 <b>321</b> -8 368 56 <b>738</b> 951 252 <b>699</b>	1 317 318 -9 293 62 665 833 286 547	1 355 356 15 139 73 582 765 307 458	1 409 410 15 99 70 <b>594</b> 785 330 <b>455</b>	1 482 483 15 59 68 <b>625</b> 845 354 <b>492</b>
Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP	300 301 6 467 54 827 783 129 654 97	303 304 4 443 50 802 847 168 679 50	1 323 <b>324</b> -3 415 54 <b>790</b> 900 210 <b>690</b> 40	1 320 <b>321</b> -8 368 56 <b>738</b> 951 252 <b>699</b> 20	1 317 318 -9 293 62 665 833 286 547 9	1 355 356 15 139 73 582 765 307 458 17	1 409 <b>410</b> 15 99 70 <b>594</b> 785 330 <b>455</b> 48	1 482 483 15 59 68 <b>625</b> 845 354 <b>492</b> 33
Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Goodwill and Revaluation	300 301 6 467 54 827 783 129 654 97 6	303 304 4 443 50 802 847 168 679 50 6	1 323 <b>324</b> -3 415 54 <b>790</b> 900 210 <b>690</b> 40 6	1 320 <b>321</b> -8 368 56 <b>738</b> 951 252 <b>699</b> 20 6	1 317 318 -9 293 62 665 833 286 547 9 5	1 355 356 15 139 73 582 765 307 458 17 4	1 409 <b>410</b> 15 99 70 <b>594</b> 785 330 <b>455</b> 48 48 4	1 482 483 15 59 68 <b>625</b> 845 354 <b>492</b> 33 4
Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Goodwill and Revaluation Investments	300 301 6 467 54 827 783 129 654 97 6 4	303 304 4 443 50 802 847 168 679 50 6 1	1 323 <b>324</b> -3 415 54 <b>790</b> 900 210 <b>690</b> 40 6 1	1 320 <b>321</b> -8 368 56 <b>738</b> 951 252 <b>699</b> 20 6 1	1 317 318 -9 293 62 665 833 286 547 9 5 1	1 355 356 15 139 73 582 765 307 458 17 458	1 409 <b>410</b> 15 99 70 <b>594</b> 785 330 <b>455</b> 48 48 4 1	1 482 483 15 59 68 625 845 354 492 33 492 33 4
Reserves Net Worth Minority Interest Total Loans Deferred Tax Liability Capital Employed Gross Block Less: Accum. Deprn. Net Fixed Assets Capital WIP Goodwill and Revaluation Investments Curr. Assets	300 301 6 467 54 827 783 129 654 97 6 4 4 146	303 304 4 443 50 802 847 168 679 50 6 1 157	1 323 324 -3 415 54 790 900 210 690 40 6 6 1 1 158	1 320 <b>321</b> -8 368 56 <b>738</b> 951 252 <b>699</b> 20 6 1 1 <b>171</b>	1 317 318 -9 293 62 665 833 286 547 9 5 5 1 216	1 355 356 15 139 73 582 765 307 458 17 458 17 4 1 285	1 409 410 15 99 70 <b>594</b> 785 330 <b>455</b> 48 48 4 1 261	1 482 483 15 59 68 625 845 354 492 33 4 492 33 4 1 280 70
Reserves   Net Worth   Minority Interest   Total Loans   Deferred Tax Liability   Capital Employed   Gross Block   Less: Accum. Deprn.   Net Fixed Assets   Capital WIP   Goodwill and Revaluation   Investments   Curr. Assets   Inventory   Account Receivables   Cash and Bank Balance	300 301 6 467 54 827 783 129 654 97 6 4 146 36 17 5	303 304 4 443 50 802 847 168 679 50 6 1 157 50	1 323 324 -3 415 54 <b>790</b> 900 210 <b>690</b> 40 6 1 <b>158</b> 65 30 4	1 320 <b>321</b> -8 368 56 <b>738</b> 951 252 <b>699</b> 20 6 1 <b>171</b> 64 35 10	1 317 318 -9 293 62 665 833 286 547 9 5 1 216 59 28 72	1 355 356 15 139 73 582 765 307 458 17 4 1 285 73 313 345	1 409 410 15 99 70 <b>594</b> 785 330 <b>455</b> 48 4 4 1 1 <b>261</b> 83	1 482 483 15 59 68 625 845 354 492 33 4 1 280 70 70
Reserves   Net Worth   Minority Interest   Total Loans   Deferred Tax Liability   Capital Employed   Gross Block   Less: Accum. Deprn.   Net Fixed Assets   Capital WIP   Goodwill and Revaluation   Investments   Curr. Assets   Inventory   Account Receivables   Cash and Bank Balance   Loans and advances and others	300 301 6 467 54 <b>827</b> 783 129 <b>654</b> 97 6 4 <b>146</b> 366 17 5 88	303 304 4 443 50 802 847 168 679 50 6 1 157 50 18 50 18 5 5 84	1 323 324 -3 415 54 790 900 210 690 40 6 1 158 65 30	1 320 321 -8 368 56 738 951 252 699 20 6 1 171 64 35 10 62	1 317 318 -9 293 62 665 833 286 547 9 5 1 216 59 28	1 355 356 15 139 73 582 765 307 458 17 4 1 285 73 3 13	1 409 410 15 99 70 <b>594</b> 785 330 <b>455</b> 48 4 1 261 83 17	1 482 483 15 59 68 625 845 354 492 33 4 4 1 280 70 70 17 45
ReservesNet WorthMinority InterestTotal LoansDeferred Tax LiabilityCapital EmployedGross BlockLess: Accum. Deprn.Net Fixed AssetsCapital WIPGoodwill and RevaluationInvestmentsCurr. AssetsInventoryAccount ReceivablesCash and Bank BalanceLoans and advances and othersCurr. Liability and Prov.	300 301 6 467 54 827 783 129 654 97 6 4 146 36 17 5	303 304 4 443 50 802 847 168 679 50 6 1 157 50 18 50	1 323 324 -3 415 54 <b>790</b> 900 210 <b>690</b> 40 6 1 <b>158</b> 65 30 4	1 320 <b>321</b> -8 368 56 <b>738</b> 951 252 <b>699</b> 20 6 1 <b>171</b> 64 35 10	1 317 318 -9 293 62 665 833 286 547 9 5 1 216 59 28 72	1 355 356 15 139 73 582 765 307 458 17 4 1 285 73 313 345	1 409 410 15 99 70 <b>594</b> 785 330 <b>455</b> 48 4 1 <b>261</b> 83 17 10	1 482 483 15 59 68 625 845 354 492 33 4 1 280 70 70 17 45 147
Reserves   Net Worth   Minority Interest   Total Loans   Deferred Tax Liability   Capital Employed   Gross Block   Less: Accum. Deprn.   Net Fixed Assets   Capital WIP   Goodwill and Revaluation   Investments   Curr. Assets   Inventory   Account Receivables   Cash and Bank Balance   Loans and advances and others	300 301 6 467 54 <b>827</b> 783 129 <b>654</b> 97 6 4 4 <b>146</b> 36 17 5 88 <b>88</b> <b>79</b> 22	303 304 4 443 50 802 847 168 679 50 6 1 157 50 6 1 157 50 18 5 5 84 91 28	1 323 324 -3 415 54 <b>790</b> 900 210 <b>690</b> 40 6 1 158 65 30 4 4 58	1 320 321 -8 368 56 738 951 252 699 20 6 1 171 64 35 10 62	1 317 318 -9 293 62 665 833 286 547 9 5 1 216 59 28 72 57	1 355 356 15 139 73 582 765 307 458 17 4 1 285 73 13 13 45 155	1 409 410 15 99 70 <b>594</b> 785 330 <b>455</b> 48 4 1 <b>261</b> 83 17 10 151	1 482 483 15 59 68 625 845 354 492 33 4 492 33 4 1 280
ReservesNet WorthMinority InterestTotal LoansDeferred Tax LiabilityCapital EmployedGross BlockLess: Accum. Deprn.Net Fixed AssetsCapital WIPGoodwill and RevaluationInvestmentsCurr. AssetsInventoryAccount ReceivablesCash and Bank BalanceLoans and advances and othersCurr. Liability and Prov.Account PayablesProvisions and Others	300 301 6 467 54 <b>827</b> 783 129 <b>654</b> 97 6 4 <b>146</b> 36 17 5 88 <b>88</b> <b>79</b> 22 57	303 304 4 443 50 802 847 168 679 50 6 1 157 50 6 1 157 50 18 5 84 91 28 62	1 323 324 -3 415 54 <b>790</b> 900 210 <b>690</b> 40 6 1 1 <b>158</b> 65 30 4 58 <b>106</b> 32 74	1 320 321 -8 368 56 738 951 252 699 20 6 1 1 71 64 35 10 62 159 56 104	1 317 318 -9 293 62 665 833 286 547 9 5 1 216 59 28 72 57 113 41 73	1   355   356   15   139   73   582   765   307   458   17   4   13   45   155   184   53   132	1 409 410 15 99 70 <b>594</b> 785 330 <b>455</b> 48 48 4 1 261 83 17 10 151 177 45 132	1 482 483 15 59 68 625 845 354 492 33 4 4 280 70 17 45 147 186 54
ReservesNet WorthMinority InterestTotal LoansDeferred Tax LiabilityCapital EmployedGross BlockLess: Accum. Deprn.Net Fixed AssetsCapital WIPGoodwill and RevaluationInvestmentsCurr. AssetsInventoryAccount ReceivablesCash and Bank BalanceLoans and advances and othersCurr. Liability and Prov.Account Payables	300 301 6 467 54 <b>827</b> 783 129 <b>654</b> 97 6 4 4 <b>146</b> 36 17 5 88 <b>88</b> <b>79</b> 22	303 304 4 443 50 802 847 168 679 50 6 1 157 50 6 1 157 50 18 5 5 84 91 28	1 323 324 -3 415 54 <b>790</b> 900 210 <b>690</b> 40 6 1 1 <b>158</b> 65 30 4 58 <b>106</b> 32	1 320 321 -8 368 56 738 951 252 699 20 6 1 1 71 64 35 10 62 159 56	1 317 318 -9 293 62 665 833 286 547 9 5 5 1 216 59 28 72 57 28 72 57 113 41	1 355 356 15 139 73 582 765 307 458 17 4 1 285 73 13 45 155 184 53	1 409 410 15 99 70 <b>594</b> 785 330 <b>455</b> 48 48 4 1 261 83 17 10 151 177 45	1 482 483 15 59 68 <b>625</b> 845 354 <b>492</b> 33 4 <b>492</b> 33 4 1 <b>280</b> 70 70 17 45 147 <b>186</b>

## **Financials and valuation**

Consolidated ratios								
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Basic (INR)								
EPS	-20.9	-8.5	3.3	-5.3	61.4	86.0	55.8	74.4
Cash EPS	15.4	23.3	18.4	36.9	88.0	111.5	79.3	97.6
BV/Share	328.4	313.9	335.0	315.1	311.9	352.5	406.1	478.3
DPS	0.0	0.0	0.0	0.0	0.0	3.0	2.0	2.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	3.5	3.6	2.7
Valuation (x)								
P/E	-22.8	-56.0	144.8	-90.2	7.7	5.5	8.5	6.4
Cash P/E	30.9	20.4	25.8	12.9	5.4	4.3	6.0	4.9
P/BV	1.4	1.5	1.4	1.5	1.5	1.3	1.2	1.0
EV/Sales	4.3	3.3	2.2	2.3	1.8	1.1	1.0	0.9
EV/EBITDA	19.2	13.9	10.4	10.7	4.8	3.7	5.1	3.7
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.6	0.4	0.4
Return Ratios (%)								
EBITDA Margin (%)	22.2	23.4	21.3	21.2	38.0	30.4	20.1	23.8
Net Profit Margin (%)	-9.1	-3.0	0.8	-1.5	16.1	17.0	10.2	13.3
RoE	-7.9	-2.6	1.0	-1.6	19.6	25.9	14.7	16.8
RoCE (pre-tax)	1.0	3.2	5.3	4.9	16.7	21.6	15.0	18.3
RoIC (pre-tax)	1.1	3.6	5.7	5.1	17.7	24.6	16.8	20.7
Working Capital Ratios								
Fixed Asset Turnover (x)	0.3	0.4	0.5	0.5	0.7	1.1	1.1	1.1
Asset Turnover (x)	0.3	0.3	0.5	0.5	0.6	0.9	0.4	0.4
Inventory (Days)	63	66	60	63	56	52	55	46
Debtor (Days)	30	24	28	35	26	9	11	11
Payable (Days)	39	38	30	55	38	38	30	35
Work. Cap. Turnover (Days)	29	22	12	1	8	11	20	20
Growth (%)								
Sales	14.4	31.4	42.5	-6.0	5.0	31.5	8.3	2.0
EBITDA	35.5	38.8	29.9	-6.6	87.9	5.1	-28.5	20.8
PAT	14.8	-57.0	-138.7	-269.3	-1,265.9	38.7	-35.2	33.5
Leverage Ratio (x)								
Current Ratio	1.8	1.7	1.5	1.1	1.9	1.5	1.5	1.5
Interest Coverage Ratio	0.2	0.7	1.0	0.9	3.7	7.1	6.8	10.0
Debt/Equity ratio	1.5	1.4	1.3	1.1	0.7	0.3	0.2	0.0
Consolidated Cash Flow Statement								(INR b)
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
EBITDA	47	65	84	79	148	155	111	134
Non-cash exp./(income)	-1	3	1	2	-2	25	0	0
(Inc.)/Dec. in Wkg. Cap.	7	-9	-24	19	-12	-8	-18	25
Tax Paid	0	-1	0	0	1	-20	-17	-23
others	16	14	22	16	-14	9	0	0
CF from Op. Activity	69	72	84	115	120	160	76	136
(Inc.)/Dec. in FA + CWIP	-25	-26	-14	-17	-9	-29	-51	-45
(Pur.)/Sale of Investments	5	12	2	0	0	1	0	0
Loans and advances	-1	-2	3	0	-4	-9	0	0
Int. and Dividend Income	1	2	1	1	1	2	1	1
Other investing activities	2	-1	-1	0	0	0	0	0
CF from Inv. Activity	-18	-15	-1	-16	-11	-36	- <b>50</b>	-44
Equity raised/(repaid)	0	-15	0	-10	0	-5	0	0
Debt raised/(repaid)	-10	-24	-30	-61	-23	-119	-40	-40
Dividend (incl. tax)	0	-24	-30	0	0	-119	-40	-40
Interest paid	-41	-47	-46	-40	-23	-1	-2	-11
CF from Fin. Activity	-41	-47	-40	-40 - <b>94</b>	-25 -46	-20	-15 -55	-11
(Inc.)/Dec. in Cash	-52 -1	-57	-75	-94	-40	-151 -27	-35	-55
Add: Opening Balance	-1	5	-1	4	10	72	- <b>50</b> 45	10
Closing Balance	5	5	5 4	4 10	72	45	45 15	49
Closing Dalatice	2	2	4	10	12	45	12	49

NOTES

Disclosures

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			

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