

November 1, 2022

Q2FY23 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

| | Cu | rrent | Pre | vious |
|----------------|-----------|-----------|-----------|-----------|
| | FY24E | FY25E | FY24E | FY25E |
| Rating | Е | BUY | E | BUY |
| Target Price | 2 | 384 | 2 | ,030 |
| Sales (Rs. m) | 19,19,458 | 20,92,585 | 19,19,458 | 20,92,585 |
| % Chng. | - | - | | |
| EBITDA (Rs. m) | 2,41,266 | 2,71,909 | 2,41,177 | 2,71,897 |
| % Chng. | - | - | | |
| EPS (Rs.) | 87.5 | 102.0 | 87.4 | 102.0 |
| % Chng. | 0.1 | - | | |

Key Financials - Consolidated

| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
|-----------------|-------|-------|-------|-------|
| Sales (Rs. bn) | 1,565 | 1,726 | 1,919 | 2,093 |
| EBITDA (Rs. bn) | 182 | 207 | 241 | 272 |
| Margin (%) | 11.6 | 12.0 | 12.6 | 13.0 |
| PAT (Rs. bn) | 86 | 107 | 123 | 143 |
| EPS (Rs.) | 61.2 | 75.8 | 87.5 | 102.0 |
| Gr. (%) | 63.5 | 23.9 | 15.4 | 16.6 |
| DPS (Rs.) | 22.0 | 19.0 | 21.9 | 25.5 |
| Yield (%) | 1.1 | 0.9 | 1.1 | 1.3 |
| RoE (%) | 10.9 | 12.2 | 12.7 | 13.2 |
| RoCE (%) | 7.4 | 8.3 | 9.2 | 9.9 |
| EV/Sales (x) | 2.3 | 2.1 | 1.9 | 1.7 |
| EV/EBITDA (x) | 19.7 | 17.4 | 15.0 | 13.3 |
| PE (x) | 33.1 | 26.7 | 23.1 | 19.8 |
| P/BV (x) | 3.4 | 3.1 | 2.8 | 2.5 |

| Key Data | LART.BO LT IN |
|---------------------|----------------------|
| 52-W High / Low | Rs.2,079 / Rs.1,456 |
| Sensex / Nifty | 60,747 / 18,012 |
| Market Cap | Rs.2,843bn/\$34,340m |
| Shares Outstanding | 1,405m |
| 3M Avg. Daily Value | Rs.3725.33m |

Shareholding Pattern (%)

| Promoter's | - |
|-------------------------|-------|
| Foreign | 22.11 |
| Domestic Institution | 40.62 |
| Public & Others | 37.27 |
| Promoter Pledge (Rs bn) | - |

Stock Performance (%)

| | 1M | 6M | 12M |
|----------|-----|------|------|
| Absolute | 9.5 | 19.4 | 14.5 |
| Relative | 3.5 | 12.2 | 11.8 |

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Larsen & Toubro (LT IN)

Rating: BUY | CMP: Rs2,023 | TP: Rs2,384

Steady performance aided by healthy execution

Quick Pointers:

- Order inflows came in healthy at Rs519bn up 23.2% YoY, driven by healthy order inflows in Infrastructure segment (up ~104% YoY).
- Tender prospects for H2FY23 stand at Rs6.32trn, including domestic at Rs5trn and international at Rs1.3trn.

Larsen & Toubro (LT) reported healthy quarterly performance with consolidated revenue growth of ~23% YoY to ~Rs4276.bn, aided by accelerated execution in infrastructure segment, while EBITDA margin came in flat YoY at 11.5% with impact witnessed in infrastructure segment (6.6% in Q2FY23 vs 7.8% in Q2FY22) and Adj. PAT growth of 27.4%. Order inflows came in at Rs519bn up 23.2% YoY, driven by pick up in domestic order finalization during the quarter. Order book (OB) stands healthy at Rs3.7trn (2.2x TTM revenue), comprising exports OB of 28%. Tender prospects for H2FY23 stand at Rs6.3trn, including Infrastructure at Rs4.54trn and Hydrocarbon at Rs1.13trn. Net working capital (NWC) to sales improved at 20.2% as on Q2FY23 vs 22% in Q2FY22 and 20.9% in Q1FY23, owing to better collections. Management maintained its revenue & order inflows growth guidance of 12-15% and NWC to sales of ~20%. while it took a cautious stance on EBITDA margin guidance of 9.5% for FY23.

We believe that L&T is well-placed to benefit from overall diversified tender prospects with 1) better order conversion in domestic market, 2) significant traction in capex from oil exporting countries mainly in hydrocarbon segment and 3) expected uptick in private capex. Given healthy OB, tender prospects, diversification into new business (hydrogen, green EPC), improving operational performance of Hyderabad Metro and continued execution momentum, we expect L&T to report revenue and PAT CAGR of 10.2% and 18.2% from FY22 to FY25. The stock is currently trading at PE of 26.7x/23.1x/19.8x FY23/24/25E. We roll forward our TP to FY25E EPS with revised TP of Rs2,384 (Rs 2030 earlier). Maintain 'BUY' rating.

Healthy revenue growth: Consolidated sales came in at ~Rs427.6bn (up 23% YoY; PLe ~Rs407bn), driven by revenue growth in segments such as Infrastructure (up 38.9% YoY), IT & Technology services (up 29% YoY), Development Projects (up 14.9% YoY), Hi-Tech Manufacturing (up 3.6% YoY) and Financial Services (up 5.9% YoY); while it declined for Energy Projects (down 6.8% YoY). EBITDA came in at ~Rs49bn (up 22.6% YoY) (PLe ~Rs48.1bn), while margin remain flat at 11.5%. Adj. PAT grew 27.4% YoY to Rs22.3bn (PLe Rs23bn).

Order book stands healthy at Rs3.7trn: Order inflow during the quarter grew 23.2% YoY to Rs519bn, driven by order win in Public Spaces, Nuclear Power, Irrigation, Ferrous Metal, Health, Renewables and Refinery sectors. International inflows contributed 33% to total order inflows. Order book stands strong at Rs3.7trn (2.2x TTM revenue).



Exhibit 1: Healthy revenue growth

| Y/e March (Rs mn) | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | YoY gr. (%) | QoQ gr. (%) | H1FY23 | H1FY22 | YoY gr. (%) |
|---|---------|---------|---------|---------|---------|----------------|----------------|----------|---------|----------------|
| Revenue | 347,729 | 395,629 | 528,507 | 358,532 | 427,626 | 23.0 | 19.3 | 786,158 | 641,076 | 22.6 |
| Total Revenues | 347,729 | 395,629 | 528,507 | 358,532 | 427,626 | 23.0 | 19.3 | 786,158 | 641,076 | 22.6 |
| Expenditure | 307,780 | 350,325 | 463,302 | 318,965 | 378,632 | 23.0 | 18.7 | 697,597 | 569,413 | 22.5 |
| as % of sales | 88.5 | 88.5 | 87.7 | 89.0 | 88.5 | | | 88.7 | 88.8 | |
| Consumption of RM | 197,541 | 238,360 | 347,927 | 195,207 | 252,733 | 27.9 | 29.5 | 447,940 | 352,352 | 27.1 |
| as % of sales | 56.8 | 60.2 | 65.8 | 54.4 | 59.1 | | | 57.0 | 55.0 | |
| Employee Cost | 72,538 | 76,337 | 79,746 | 85,560 | 91,663 | 26.4 | 7.1 | 177,222 | 141,256 | 25.5 |
| as % of sales | 20.9 | 19.3 | 15.1 | 23.9 | 21.4 | | | 22.5 | 22.0 | |
| Other expenditure | 37,701 | 35,629 | 35,628 | 38,199 | 34,236 | (9.2) | (10.4) | 72,435 | 75,805 | (4.4) |
| as % of sales | 10.8 | 9.0 | 6.7 | 10.7 | 8.0 | | | 9.2 | 11.8 | |
| EBITDA | 39,949 | 45,304 | 65,205 | 39,567 | 48,994 | 22.6 | 23.8 | 88,561 | 71,664 | 23.6 |
| Depreciation | 7,288 | 7,325 | 7,694 | 9,634 | 8,602 | 18.0 | (10.7) | 18,236 | 14,461 | 26.1 |
| EBIT | 32,661 | 37,980 | 57,512 | 29,933 | 40,393 | 23.7 | 34.9 | 70,325 | 57,202 | 22.9 |
| Other Income | 5,321 | 5,714 | 5,156 | 6,947 | 7,385 | 38.8 | 6.3 | 14,333 | 11,801 | 21.5 |
| Interest | 7,793 | 8,138 | 7,051 | 7,561 | 8,357 | 7.2 | 10.5 | 15,917 | 16,068 | (0.9) |
| Exceptional Items | (969) | - | - | - | - | | | - | (969) | |
| PBT | 31,159 | 35,556 | 55,616 | 29,319 | 39,421 | 26.5 | 34.5 | 68,741 | 53,905 | 27.5 |
| Total Tax | 8,845 | 10,587 | 15,550 | 6,389 | 11,229 | 27.0 | 75.8 | 17,619 | 16,030 | 9.9 |
| PAT before Minority interest | 22,313 | 24,969 | 40,067 | 22,930 | 28,192 | 26.3 | 22.9 | 51,122 | 37,875 | 35.0 |
| Minority Interest | (4,125) | (4,624) | (5,178) | (5,263) | (5,563) | - | - | (10,826) | (7,697) | - |
| PAT after MI | 18,188 | 20,345 | 34,889 | 17,668 | 22,629 | 24.4 | 28.1 | 40,297 | 30,178 | 33.5 |
| Share in profit/(loss) after tax of joint ventures/associates (net) | 6 | 203 | 1,318 | (647) | (339) | | | (986) | (239) | |
| PAT From Continued Operation | 18,195 | 20,547 | 36,207 | 17,021 | 22,290 | 22.5 | 31.0 | 39,310 | 29,939 | 31.3 |
| Adjusted PAT from continued operation | 17,500 | 20,547 | 36,207 | 17,021 | 22,290 | 27.4 | 31.0 | 39,310 | 29,258 | 34.4 |
| Adjusted EPS | 12.5 | 14.6 | 25.8 | 12.1 | 15.9 | 27.4 | 31.0 | 28.0 | 20.8 | 34.4 |
| Margins (%) | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | bps | bps | H1FY23 | H1FY22 | bps |
| EBIDTA | 11.5 | 11.5 | 12.3 | 11.0 | 11.5 | (3) | 42 | 11.3 | 11.2 | 9 |
| EBIT | 9.4 | 9.6 | 10.9 | 8.3 | 9.4 | 5 | 110 | 8.9 | 8.9 | 2 |
| EBT | 9.0 | 9.0 | 10.5 | 8.2 | 9.2 | 26 | 104 | 8.7 | 8.4 | 34 |
| PAT | 5.2 | 5.2 | 6.9 | 4.7 | 5.2 | (2) | 47 | 11.0 | 5.2 | 581 |
| Effective Tax rate | 28.4 | 29.8 | 28.0 | 21.8 | 28.5 | 10 | 669 | 25.6 | 29.7 | (411) |

Source: Company, PL



Exhibit 2: Segment wise performance

| Segmental Revenue | 2QFY22 | 1QFY23 | Q2FY23 | YoY gr. (%) | QoQ gr. (%) |
|-----------------------------|---------|---------|---------|----------------|----------------|
| Infrastructure Projects | 141,564 | 144,005 | 196,682 | 38.9% | 36.6% |
| Energy Projects | 60,020 | 50,875 | 55,934 | -6.8% | 9.9% |
| Hi-Tech Manufacturing | 15,330 | 13,881 | 15,889 | 3.6% | 14.5% |
| IT & Technology Services | 78,951 | 94,602 | 101,839 | 29.0% | 7.6% |
| Financial Services | 29,757 | 29,581 | 31,519 | 5.9% | 6.5% |
| Development Projects | 11,699 | 13,454 | 13,446 | 14.9% | -0.1% |
| Others | 14,724 | 16,319 | 17,432 | 18.4% | 6.8% |
| Total | 352,045 | 362,717 | 432,741 | 22.9% | 19.3% |
| Less: Inter-segment revenue | 4,316 | 4,185 | 5,115 | 18.5% | 22.2% |
| Net segment revenue | 347,729 | 358,532 | 427,626 | 23.0% | 19.3% |
| Segment EBIT | | | | | |
| Infrastructure Projects | 9,719 | 6,862 | 10,668 | 9.8% | 55.5% |
| Energy Projects | 3,411 | 3,797 | 4,192 | 22.9% | 10.4% |
| Hi-Tech Manufacturing | 1,729 | 1,503 | 2,216 | 28.2% | 47.5% |
| IT & Technology Services | 15,279 | 17,749 | 18,928 | 23.9% | 6.6% |
| Financial Services | 3,216 | 3,556 | 6,132 | 90.7% | 72.5% |
| Development Projects | (354) | (211) | (115) | -67.5% | -45.4% |
| Others | 2,725 | 2,516 | 2,427 | -10.9% | -3.5% |
| Total | 35,725 | 35,771 | 44,448 | | |
| Segment EBIT margins. | | | | | |
| Infrastructure Projects | 6.9% | 4.8% | 5.4% | | |
| Energy Projects | 5.7% | 7.5% | 7.5% | | |
| Hi-Tech Manufacturing | 11.3% | 10.8% | 13.9% | | |
| IT & Technology Services | 19.4% | 18.8% | 18.6% | | |
| Financial Services | 10.8% | 12.0% | 19.5% | | |
| Development Projects | -3.0% | -1.6% | -0.9% | | |
| Others | 18.5% | 15.4% | 13.9% | | |

Source: Company, PL

Exhibit 3: SoTP Valuation

| Exhibit 3: SolP valuation | | | | | | |
|---------------------------|-------------------------------|--------------------|---------------------------|--------------------------|------------------|--------------------------|
| | Earnings / Book (Rs mn) | Valuation basis | Target multiple (x) | Stake (%) | Value (Rs bn) | Fair Value (Rs) Basis |
| L&T Core Business | 109,834 | P/E | 20 | 100 | 2,196,683 | 1,563 20x FY25 EPS |
| L&T Finance Holdings | 200,970 | Mcap | | 64 | 128,339 | 91 Current MKt cap |
| L&T Infotech | 831,204 | Mcap | | 75 | 621,741 | 443 Current MKt cap |
| L&T Technology Services | 373,678 | Mcap | | 75 | 280,146 | 199 Current MKt cap |
| Mindtree | 561,506 | Mcap | | 60 | 336,904 | 240 Current MKt cap |
| | | | | | | |
| L&T IDPL | 10,215 | P/B | 1 | 100 | 10,215 | 7 1x equity investment |
| L&T Power development | 24,447 | P/B | 1 | 100 | 24,447 | 17 1x equity investment |
| L&T Hyderabad Metro | 24,390 | P/B | 1 | 100 | 24,390 | 17 1x equity investment |
| Other Business | 15,133 | P/B | 1 | 100 | 15,133 | 11 1x equity investment |
| Total subsidiaries | | | 2 | 20% holding co. disc. | 1,153,052 | 821 |
| Grand total | | | | | | 2,384 |

Source: Company, PL



Conference Call Highlights

- Tender prospects: Tender prospects for H2FY23 stand at Rs6.32trn, including domestic at Rs5trn and international at Rs1.3trn.
 - Infrastructure Rs4.54trn, Hydrocarbon Rs1.13trn, Power Rs0.38trn and other (Heavy Engineering, Defence) Rs0.27trn.
 - Private sector accounts for 18-20% of total order prospects, largely from domestic market.
- Order inflows: Order inflows grew ~23% YoY to Rs519bn, driven by healthy order inflows in Infrastructure and Hydrocarbon.
 - Domestic order finalization witnessed pickup during the quarter.
 - Project and manufacturing order inflow grew 24% YoY to Rs373bn, mainly from Infrastructure and Hydrocarbon.
- Order book (OB): OB as on Q2FY23 stands at Rs3.7trn, comprising of domestic (72%) and international (28%). Slow moving order book is ~3.4%.
 - OB breakup Central 10%, State 30%, PSU 42% and private 18%.
 - Solar EPC order backlog stands at Rs200bn.
- Project and manufacturing EBITDA declined to 8.2% vs 9% in Q2FY22, owing to job mix, cost pressure in certain job and closer related cost in certain jobs. While consolidated margin was flat due to improvement in Hyderabad metro and financial service margins.
- Net Working Capital (NWC): NWC to sales improved to 20.2% as on Q2FY23 vs 22% in Q2FY22 and 20.9% in Q1FY23, owing to better collections. Management guided for NWC to sales to be ~20% for FY23.
- Guidance: Given healthy order prospects and order book, management maintained its revenue and order inflow guidance of 12-15%. Though it remained cautious for its EBITDA margin guidance of ~9.5% for FY23, owing to supply chain issue and higher input cost.
- Segment wise
- Infrastructure: Order inflow came in at Rs251bn up 104% YoY, driven by healthy momentum across domestic and international market. Margins were impacted (6.6% in Q2FY23 vs 7.8% in Q2FY22) due to job mix, cost pressures and closeout challenges in few projects. Order prospects for segment stands at Rs 4.54trn comprising of domestic Rs3.98trn. Order prospect breakup Water ~23%, Heavy Civil ~22%, Transportation infrastructure ~20%, Building ~19%, Power T&D ~14%.



- Energy Projects (Hydrocarbon and Power): Order inflow growth was driven by multiple domestic orders in Hydrocarbon and receipt of FGD in power segment. Hydrocarbon revenues were impacted during the quarter, due to supply chain challenges. While power segment revenue was lower due to depleting order book position in the segment. Order pipeline stands at ~Rs1.15trn (Hydrocarbon Rs1.13trn and Power Rs0.38trn). Margins for segment improved to 8.5% in Q2FY23 vs 7% in Q2FY22, due to cost saving in hydrocarbon segment and improved ECL profile in Power.
- Hi-Tech Manufacturing (Heavy Engineering and Defence Engineering): Segment revenue declined 1% YoY. Heavy engineering revenue growth was offset by slowdown in defence revenue. Order prospects for Heavy engineering stands at Rs30bn; Defence - Rs160bn and Smart World - Rs80bn.
- Development Projects: Improved ridership in Hyderabad metro and higher PLF in Nabha power resulted in revenue growth of 15% YoY. Hyderabad metro loss narrowed down to Rs3.28bn vs Rs4.47bn in Q2FY22. Average metro ridership in Q2FY23 was 3,55,000 vs 1,46,000 in Q2FY22 and 2,85,000 in Q1FY23. Ridership is likely to improve to 5,00,000 6,00,000 over next 12-18 months. Going forward, improved ridership, government assistance (long term interest free loan) and refinancing is likely to improve performance. Management targets to bring down Hyderabad metro debt from Rs130bn to Rs 70-80bn over next 2 years, on account of receipt of zero interest loan of Rs30bn from Government of Telangana and monetization of land parcel worth Rs20bn. On asset monetization front, management expects some development in IDPL by FY23 end.



Financials

| Income | Statement (| (Rsm) |
|--------|-------------|-------|
| | | |

| Income Statement (Rs m) | | | | |
|-------------------------------|-----------|-----------|-----------|-----------|
| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
| Net Revenues | | 17,25,662 | | |
| YoY gr. (%) | 15.1 | 10.3 | 11.2 | 9.0 |
| Cost of Goods Sold | 5,26,910 | 5,84,999 | 6,49,161 | 7,03,109 |
| Gross Profit | 10,38,302 | 11,40,663 | 12,70,297 | 13,89,477 |
| Margin (%) | 66.3 | 66.1 | 66.2 | 66.4 |
| Employee Cost | 2,97,335 | 3,22,311 | 3,49,063 | 3,76,290 |
| Other Expenses | 1,63,226 | 1,39,779 | 1,57,875 | 1,70,002 |
| EBITDA | 1,82,173 | 2,07,467 | 2,41,266 | 2,71,909 |
| YoY gr. (%) | 16.6 | 13.9 | 16.3 | 12.7 |
| Margin (%) | 11.6 | 12.0 | 12.6 | 13.0 |
| Depreciation and Amortization | 29,480 | 32,737 | 36,781 | 38,090 |
| EBIT | 1,52,694 | 1,74,730 | 2,04,485 | 2,33,819 |
| Margin (%) | 9.8 | 10.1 | 10.7 | 11.2 |
| Net Interest | 31,257 | 34,991 | 39,205 | 42,230 |
| Other Income | 22,671 | 24,637 | 23,466 | 27,204 |
| Profit Before Tax | 1,45,077 | 1,64,376 | 1,88,746 | 2,18,793 |
| Margin (%) | 9.3 | 9.5 | 9.8 | 10.5 |
| Total Tax | 42,166 | 45,203 | 51,905 | 60,168 |
| Effective tax rate (%) | 29.1 | 27.5 | 27.5 | 27.5 |
| Profit after tax | 1,02,911 | 1,19,172 | 1,36,841 | 1,58,625 |
| Minority interest | 17,499 | 13,999 | 15,399 | 16,939 |
| Share Profit from Associate | (1,282) | (1,346) | (1,481) | (1,629) |
| Adjusted PAT | 86,006 | 1,06,519 | 1,22,923 | 1,43,315 |
| YoY gr. (%) | 63.6 | 23.9 | 15.4 | 16.6 |
| Margin (%) | 5.5 | 6.2 | 6.4 | 6.8 |
| Extra Ord. Income / (Exp) | 688 | - | - | - |
| Reported PAT | 86,693 | 1,06,519 | 1,22,923 | 1,43,315 |
| YoY gr. (%) | 159.2 | 22.9 | 15.4 | 16.6 |
| Margin (%) | 5.5 | 6.2 | 6.4 | 6.8 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 86,693 | 1,06,519 | 1,22,923 | 1,43,315 |
| Equity Shares O/s (m) | 1,405 | 1,405 | 1,405 | 1,405 |
| EPS (Rs) | 61.2 | 75.8 | 87.5 | 102.0 |

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

| Balance Sheet Abstract (R | s m) | | | |
|-------------------------------|-----------|-----------|-----------|-----------|
| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
| Non-Current Assets | | | | |
| Gross Block | 4,84,760 | 5,09,760 | 5,34,760 | 5,59,760 |
| Tangibles | 2,02,018 | 2,27,018 | 2,52,018 | 2,77,018 |
| Intangibles | 2,82,742 | 2,82,742 | 2,82,742 | 2,82,742 |
| Acc: Dep / Amortization | 96,229 | 1,28,966 | 1,65,747 | 2,03,837 |
| Tangibles | 96,229 | 1,28,966 | 1,65,747 | 2,03,837 |
| Intangibles | - | - | - | - |
| Net fixed assets | 3,88,531 | 3,80,794 | 3,69,013 | 3,55,923 |
| Tangibles | 1,05,789 | 98,052 | 86,271 | 73,181 |
| Intangibles | 2,82,742 | 2,82,742 | 2,82,742 | 2,82,742 |
| Capital Work In Progress | 11,703 | 11,703 | 11,703 | 11,703 |
| Goodwill | - | - | - | - |
| Non-Current Investments | 6,29,266 | 7,23,667 | 8,28,797 | 9,45,071 |
| Net Deferred tax assets | 18,008 | 18,008 | 18,008 | 18,008 |
| Other Non-Current Assets | 60,776 | 72,478 | 80,617 | 87,889 |
| Current Assets | | | | |
| Investments | 2,97,925 | 2,97,925 | 2,97,925 | 2,97,925 |
| Inventories | 59,433 | 61,462 | 68,364 | 74,530 |
| Trade receivables | 4,61,389 | 4,86,968 | 5,41,655 | 5,84,777 |
| Cash & Bank Balance | 1,89,532 | 1,89,959 | 2,01,122 | 2,10,575 |
| Other Current Assets | 6,09,637 | 6,17,787 | 6,33,421 | 6,48,701 |
| Total Assets | 31,72,088 | 33,13,848 | 35,22,080 | 37,61,167 |
| Equity | | | | |
| Equity Share Capital | 2,810 | 2,810 | 2,810 | 2,810 |
| Other Equity | 8,21,267 | 9,13,809 | 10,19,920 | 11,42,716 |
| Total Networth | 8,24,077 | 9,16,619 | 10,22,730 | 11,45,526 |
| Non-Current Liabilities | | | | |
| Long Term borrowings | 9,29,913 | 6,16,183 | 6,16,183 | 6,16,183 |
| Provisions | - | - | - | - |
| Other non current liabilities | - | - | - | - |
| Current Liabilities | | | | |
| ST Debt / Current of LT Debt | 3,04,770 | 6,33,499 | 6,48,499 | 6,63,499 |
| Trade payables | 5,11,442 | 5,57,885 | 6,04,761 | 6,59,308 |
| Other current liabilities | 4,90,234 | 4,78,008 | 5,18,254 | 5,64,998 |
| Total Equity & Liabilities | 31,72,088 | 33,13,848 | 35,22,080 | 37,61,167 |

Source: Company Data, PL Research



| Cash Flow (Rs m) | | | | |
|--------------------------------|------------|------------|----------|----------|
| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
| PBT | 1,44,107 | 1,64,376 | 1,88,746 | 2,18,793 |
| Add. Depreciation | 29,480 | 32,737 | 36,781 | 38,090 |
| Add. Interest | 31,257 | 34,991 | 39,205 | 42,230 |
| Less Financial Other Income | 22,671 | 24,637 | 23,466 | 27,204 |
| Add. Other | (15,253) | - | - | - |
| Op. profit before WC changes | 1,89,591 | 2,32,104 | 2,64,732 | 2,99,113 |
| Net Changes-WC | 47,566 | (32,817) | (53,993) | (78,166) |
| Direct tax | (45,521) | (45,203) | (51,905) | (60,168) |
| Net cash from Op. activities | 1,91,636 | 1,54,084 | 1,58,834 | 1,60,779 |
| Capital expenditures | (51,961) | (1,07,035) | (92,736) | (88,267) |
| Interest / Dividend Income | 11,295 | - | - | - |
| Others | 3,989 | - | - | - |
| Net Cash from Invt. activities | (36,677) | (1,07,035) | (92,736) | (88,267) |
| Issue of share cap. / premium | 110 | - | - | - |
| Debt changes | (84,132) | 15,000 | 15,000 | 15,000 |
| Dividend paid | (25,284) | (26,630) | (30,731) | (35,829) |
| Interest paid | (4,072) | (34,991) | (39,205) | (42,230) |
| Others | (37,614) | - | - | - |
| Net cash from Fin. activities | (1,50,992) | (46,621) | (54,936) | (63,058) |
| Net change in cash | 3,967 | 428 | 11,162 | 9,454 |
| Free Cash Flow | 1,60,530 | 1,29,084 | 1,33,834 | 1,35,779 |

Source: Company Data, PL Research

Quarterly Financials (Rs m)

| Y/e Mar | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 |
|------------------------------|----------|----------|----------|----------|
| Net Revenue | 3,95,629 | 5,28,507 | 3,58,532 | 4,27,626 |
| YoY gr. (%) | 11.1 | 9.9 | 22.2 | 23.0 |
| Raw Material Expenses | 2,38,360 | 3,47,927 | 1,95,207 | 2,52,733 |
| Gross Profit | 1,57,270 | 1,80,579 | 1,63,325 | 1,74,893 |
| Margin (%) | 39.8 | 34.2 | 45.6 | 40.9 |
| EBITDA | 45,304 | 65,205 | 39,567 | 48,994 |
| YoY gr. (%) | 5.9 | 2.1 | 24.8 | 22.6 |
| Margin (%) | 11.5 | 12.3 | 11.0 | 11.5 |
| Depreciation / Depletion | 7,325 | 7,694 | 9,634 | 8,602 |
| EBIT | 37,980 | 57,512 | 29,933 | 40,393 |
| Margin (%) | 9.6 | 10.9 | 8.3 | 9.4 |
| Net Interest | 8,138 | 7,051 | 7,561 | 8,357 |
| Other Income | 5,714 | 5,156 | 6,947 | 7,385 |
| Profit before Tax | 35,556 | 55,617 | 29,319 | 39,421 |
| Margin (%) | 9.0 | 10.5 | 8.2 | 9.2 |
| Total Tax | 10,587 | 15,550 | 6,389 | 11,229 |
| Effective tax rate (%) | 29.8 | 28.0 | 21.8 | 28.5 |
| Profit after Tax | 24,969 | 40,067 | 22,930 | 28,192 |
| Minority interest | 4,624 | 5,178 | 5,263 | 5,563 |
| Share Profit from Associates | 203 | 1,318 | (647) | (339) |
| Adjusted PAT | 20,547 | 36,207 | 17,021 | 22,290 |
| YoY gr. (%) | (9.0) | 6.0 | 44.9 | 27.4 |
| Margin (%) | 5.2 | 6.9 | 4.7 | 5.2 |
| Extra Ord. Income / (Exp) | - | - | - | - |
| Reported PAT | 20,547 | 36,207 | 17,021 | 22,290 |
| YoY gr. (%) | (9.0) | 6.0 | 44.9 | 22.5 |
| Margin (%) | 5.2 | 6.9 | 4.7 | 5.2 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 20,547 | 36,207 | 17,021 | 22,290 |
| Avg. Shares O/s (m) | 1,404 | 1,404 | 1,404 | 1,404 |
| EPS (Rs) | 14.6 | 25.8 | 12.1 | 15.9 |

Source: Company Data, PL Research

| Key Financial Metrics | | | | | | |
|----------------------------|-------|-------|-------|-------|--|--|
| Y/e Mar | FY22 | FY23E | FY24E | FY25E | | |
| Per Share(Rs) | | | | | | |
| EPS | 61.2 | 75.8 | 87.5 | 102.0 | | |
| CEPS | 82.2 | 99.1 | 113.7 | 129.1 | | |
| BVPS | 586.5 | 652.4 | 727.9 | 815.3 | | |
| FCF | 114.3 | 91.9 | 95.3 | 96.6 | | |
| DPS | 22.0 | 19.0 | 21.9 | 25.5 | | |
| Return Ratio(%) | | | | | | |
| RoCE | 7.4 | 8.3 | 9.2 | 9.9 | | |
| ROIC | 6.8 | 7.8 | 8.6 | 9.2 | | |
| RoE | 10.9 | 12.2 | 12.7 | 13.2 | | |
| Balance Sheet | | | | | | |
| Net Debt : Equity (x) | 0.9 | 0.8 | 0.7 | 0.7 | | |
| Net Working Capital (Days) | 2 | (2) | 1 | - | | |
| Valuation(x) | | | | | | |
| PER | 33.1 | 26.7 | 23.1 | 19.8 | | |
| P/B | 3.4 | 3.1 | 2.8 | 2.5 | | |
| P/CEPS | 82.2 | 99.1 | 113.7 | 129.1 | | |
| EV/EBITDA | 19.7 | 17.4 | 15.0 | 13.3 | | |
| EV/Sales | 2.3 | 2.1 | 1.9 | 1.7 | | |
| Dividend Yield (%) | 1.1 | 0.9 | 1.1 | 1.3 | | |

Source: Company Data, PL Research





Analyst Coverage Universe

| Sr. No. | Company Name | Rating | TP (Rs) | Share Price (Rs) |
|---------|------------------------------|------------|---------|------------------|
| 1 | ABB India | Accumulate | 3,115 | 3,100 |
| 2 | Apar Industries | UR | - | 1,445 |
| 3 | Bharat Electronics | BUY | 125 | 108 |
| 4 | BHEL | Sell | 36 | 62 |
| 5 | Cummins India | Accumulate | 1,296 | 1,214 |
| 6 | Engineers India | BUY | 89 | 65 |
| 7 | GE T&D India | Hold | 102 | 129 |
| 8 | Kalpataru Power Transmission | BUY | 442 | 419 |
| 9 | KEC International | Accumulate | 473 | 440 |
| 10 | Larsen & Toubro | BUY | 2,030 | 1,873 |
| 11 | Praj Industries | BUY | 520 | 434 |
| 12 | Siemens | Accumulate | 3,116 | 2,750 |
| 13 | Thermax | Accumulate | 2,190 | 2,199 |
| 14 | Triveni Turbine | UR | - | 268 |
| 15 | Voltamp Transformers | Hold | 2,748 | 2,616 |

PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock Under Review (UR) : Rating likely to change shortly



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