

**BSE SENSEX**  
58,238

**S&P CNX**  
17,154



## Stock Info

|                       |               |
|-----------------------|---------------|
| Bloomberg             | JSTL IN       |
| Equity Shares (m)     | 2445          |
| M.Cap.(INRb)/(USDb)   | 1633.2 / 19.9 |
| 52-Week Range (INR)   | 790 / 520     |
| 1, 6, 12 Rel. Per (%) | -2/3/-2       |
| 12M Avg Val (INR M)   | 2408          |
| Free float (%)        | 54.8          |

## Financials Snapshot (INR b)

| Y/E MARCH            | 2023E | 2024E | 2025E |
|----------------------|-------|-------|-------|
| Sales                | 1,676 | 1,944 | 2,123 |
| EBITDA               | 188   | 397   | 470   |
| Adj. PAT             | 30    | 195   | 241   |
| EBITDA Margin (%)    | 11    | 20    | 22    |
| Cons. Adj. EPS (INR) | 12    | 80    | 99    |
| EPS Gr. (%)          | -86   | 547   | 24    |
| BV/Sh. (INR)         | 270   | 340   | 428   |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | 0.8  | 0.8  | 0.6  |
| RoE (%)    | 4.5  | 26.1 | 25.7 |
| RoCE (%)   | 5.5  | 14.1 | 14.9 |
| Payout (%) | 81.3 | 12.6 | 10.1 |

## Valuations

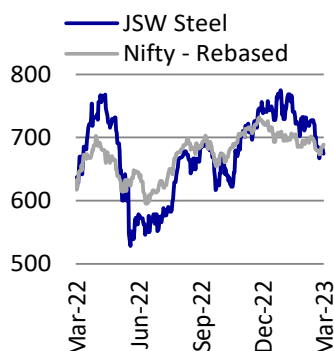
|                |      |      |     |
|----------------|------|------|-----|
| P/E (x)        | 54.9 | 8.5  | 6.9 |
| P/BV (x)       | 2.5  | 2.0  | 1.6 |
| EV/EBITDA(x)   | 11.7 | 5.8  | 4.7 |
| Div. Yield (%) | 1.5  | 1.5  | 1.5 |
| FCF Yield (%)  | 5.8  | -2.2 | 8.1 |

## Shareholding pattern (%)

| As On    | Dec-22 | Sep-22 | Dec-21 |
|----------|--------|--------|--------|
| Promoter | 45.2   | 45.2   | 44.7   |
| DII      | 24.9   | 9.8    | 8.9    |
| FII      | 11.6   | 11.4   | 11.5   |
| Others   | 18.4   | 33.7   | 34.9   |

FII Includes depository receipts

## Stock Performance (1-year)



**CMP: INR676**

**TP: INR710 (+5%)**

**Neutral**

## Robust domestic demand and increase in capacity to drive growth

### Capacity expansion on track to become a steel mammoth

- JSTL is all set to capture the growing domestic steel demand amid rapid expansion in infrastructure and construction. We believe JSTL is adding capacity at a right time to capture the robust growth journey.
- JSTL, a leading integrated steel manufacturer with strong iron ore linkages, ensures adequate raw material supply. With 13 active iron ore mines, JSTL has an aggregate reserve of over 1.3bt. Around 45% of the iron ore requirement is met by captive mines and JSTL is enhancing its mining capabilities to strengthen its operations in Odisha.
- JSTL offers a wide gamut of flat and long steel products with strong focus on value added products (VAP). The share of VAP stands at around 55% of the total volumes.
- With the removal of export duty on iron ore, pellet, and steel in Nov '22 and opening up of China and other European markets, prices of steel have started to increase since the start of Jan '23. Global steel prices are also on the up move, on the back of improved macros, and hence, we believe global players such as JSTL with its diversified product offerings is well placed to capture the domestic as well as international markets.
- JSTL core operations (standalone business) are expected to post a crude steel production of 23.6mt and sales of 22.6mt in FY23. JSTL expects export volumes to rise to mid double digits in FY24.
- While JSTL is well placed, the stock trades at 5.8x FY24E EV/EBITDA and appears to be fully discounting the benefits. We reiterate our Neutral rating on the stock with a target price of INR710 (6x FY24E EV/EBITDA).
- Key downside risk - JSTL imports coking coal and any sharp increase in its prices could adversely impact margins.

### JSTL on track to enhance India capacity to 37mtpa

- JSTL is undertaking capex programs which will enhance its Indian steel capacity from 27mt to 37mt by FY25E (global capacity to reach 38.5mt).
- JSTL is expected to add around 1.75mt capacity in FY23 via debottlenecking at its Vijayanagar plant (1mt) and capacity expansion at BPSL (0.75mt). Majority of expansion is expected to come on stream in FY24E, adding another 6.5mt to the total capacity.
- Post all the expansion, the Vijayanagar plant will be the largest single location plant in India and one of the largest in the world with a capacity of 19.5mt. The brownfield capex at Vijayanagar is a value accretive low cost capex of USD400-500/t.
- BPSL Phase I expansion is completed. Phase II expansion is planned to ramp up the capacity from 3.5mt to 5mt at a capex of INR45b and it is expected to be completed by FY24.

**Alok Deora – Research analyst** (Alok.Deora@motilaloswal.com)

**Parthiv Deepak Jhonsa – Research analyst** (Parthiv.Jhonsa@motilaloswal.com)

**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](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

### **Robust domestic demand augurs well for JSTL**

- India was one of the handful countries whose crude steel production saw an improvement of 5.5% YoY to ~125mt in CY22.
- India is all set to increase its crude steel capacity to 300mt by FY31, providing significant headroom for growth in steel consumption in India.
- The government's strong push on infrastructure, housing, and construction, along with improved demand for auto and renewables (RE) is expected to drive the domestic demand for steel.
- JSTL is expected to gain market share from the rising domestic demand.

### **Preferred steel supplier to auto sector**

- India, which is the third largest auto market in the world, is on its way to becoming the global auto hub by FY28.
- In CY22, India sold over 22m vehicles and all the segments are expected to register a CAGR of 10% over FY23-25, backed by pent up demand, improvements in supply chain, and absorption of cost inflation at customer level.
- With strong presence across auto value chain, JSTL has become one of the preferred and leading suppliers in the auto industry. All the major crash and safety components such as A&B pillars, cross beams, and door impact beams are built from JSTL's Advanced High Strength Steel (AHSS).
- On an average, 900kgs of steel is used per vehicle. AHSS can make up to 60% of the body structure, which not only makes vehicles lighter by 8-10%, but also, enhances their safety.
- Approval process by auto majors is quite stringent and time consuming, acting as an entry barrier to other steel manufacturers, thereby, providing a competitive edge to companies such as JSTL.

### **Strong iron ore linkages in place to ensure seamless steel production**

- JSTL, a leading integrated steel manufacturer with strong iron ore linkages, ensures adequate raw material supply. JSTL has 13 captive iron ore mines with an aggregate reserve of over 1.3bt.
- JSTL has 9 mines in Karnataka (Reserves 216mt) and is equipped with a 24km long conveyor belt for seamless transportation of iron ore to its Vijayanagar plant. The company has also acquired 4 iron ore mines at Odisha, ensuring long-term iron ore security to Dolvi and Salem plants.
- Around 45% iron ore requirements are met via captive mines and JSTL has planned a capex of INR34.5b over FY22-24 to enhance mining infrastructure and reduce its dependency on outsourced raw material.
- Odisha mines are earmarked 105% to the market prices as royalty payout; however; consistent Fe grade from the captive mines is expected to enhance Blast Furnace yields, thereby, reducing the conversion cost for JSTL.
- JSTL is also planning to install grinding and washing facilities to improve the quality of ore, enhancing the overall productivity.

### **Strong focus on value-added production**

- With presence across 500+ brands, JSTL has an entire gamut of product mix such as HRC, CRC, color coated, TMT, Galvanized, tinplate, electrical steel, etc.
- Around 70% of the volumes are contributed by flat products and 30% by long products.

- JSTL has significant capacity (over 12.5mt) in downstream capabilities, producing VAP and specialized products which further enhance margins. VAP contributes around 55% of the volumes and JSTL strives to keep the share of VAP over 50%.

#### Steel prices set to rise as demand improves

- Post reopening of China and the rollback of export duty, steel prices has improved since the start of Jan '23.
- Domestic steel prices are expected to remain fairly stable on the back of strong infrastructure push by the government, driving the steel demand.
- Domestic steel prices have a strong correlation to international prices and international markets have witnessed a price hike in Feb'23. HRC prices in China are up 11.6% in the last three months and domestic prices have recovered around 8.5% during the same period. We expect domestic steel prices to follow international prices in the coming weeks.
- Indian markets have slowly started scouting European markets; post the rollback of export duty and constraints faced by Turkey to supply to European markets post-earthquake. Rebuilding Turkey would also require higher steel consumption in its domestic market and due to demand–supply constraint; prices in Europe have started going up, which will benefit exporters like JSTL.

#### Valuations

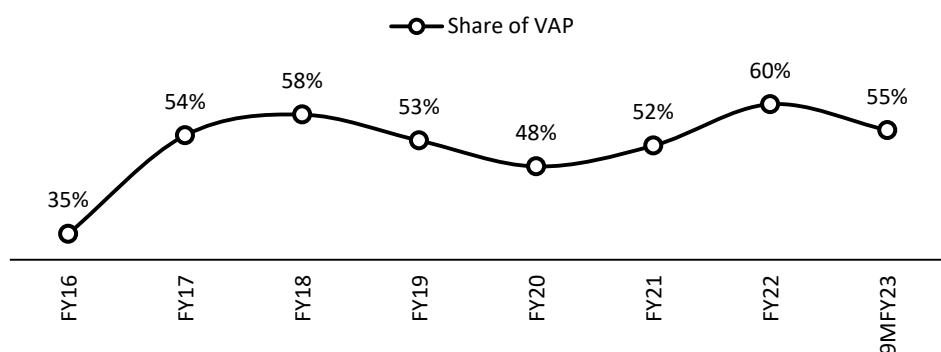
- We expect the pickup in domestic demand and higher exports (post removal of export duty) to support volumes. With the recent price increase, we should see margins improving in the near term.
- JSTL is trading at 5.8x our FY24E EV/EBITDA and 2.0x our FY24E P/B, respectively. The current valuations appear to be fully discounting the benefits, which are likely to accrue through FY24. We reiterate our Neutral rating on the stock with a target price of INR710 (6x FY24E EV/EBITDA).
- Key downside risk - JSTL imports coking coal and any sharp increase in its prices could adversely impact margins.

#### Exhibit 1: Capacity (in India) to leap frog with Vijayanagar expansion (in mt)

| Plant Location           | Current capacity | Expansion FY23E | Expansion FY24E | Expansion FY25E | Post expansion capacity |
|--------------------------|------------------|-----------------|-----------------|-----------------|-------------------------|
| Dolvi                    | 10.0             |                 |                 |                 | 10.0                    |
| Vijayanagar              | 12.0             | 1.0             | 5.0             | 1.5             | 19.5                    |
| Salem                    | 1.0              |                 |                 |                 | 1.0                     |
| BPSL Jharsuguda          | 2.8              | 0.8             | 1.5             |                 | 5.0                     |
| JISPL Raigarh and Raipur | 1.2              |                 |                 | 0.3             | 1.5                     |
| <b>Total</b>             | <b>27.0</b>      |                 |                 |                 | <b>37.0</b>             |

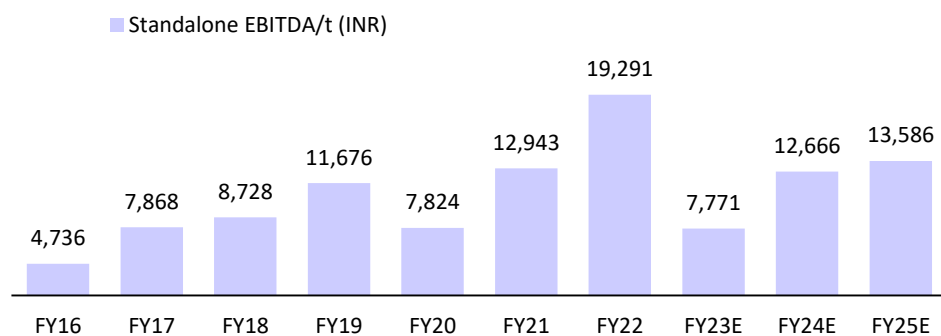
Source: MOFSL, Company

- JSTL is undertaking numerous capex programs which will enhance its Indian operations steel capacity from 27mt to 37mt by FY25E (global capacity to reach 38.5mt). Post expansion, the Vijayanagar plant will be the largest single location plant in India and one of the largest in the world.
- The 1mt debottlenecking at Vijayanagar is almost complete and the 5mt expansion at Dolvi, which commenced in FY22, has been fully ramped up.

**Exhibit 2: Share of VAP in total sales**

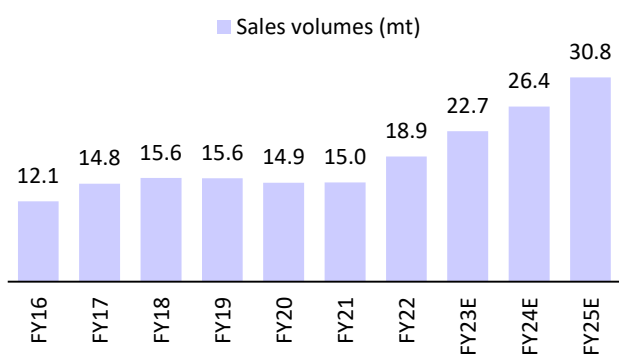
Source: Company, MOFSL

- JSTL has been registering higher sales from VAP in the recent quarters as compared to pre-covid times. JSTL has significant capacity (over 12.5mt) in downstream capabilities; producing VAP and specialized products which further enhances margins. JSTL continuously endeavors to keep the share of VAP over 50%.

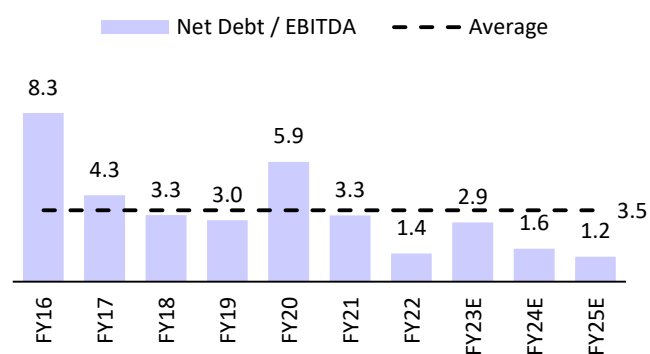
**Exhibit 3: We expect EBITDA/t to bottom out in FY23**

Source: MOFSL, Company

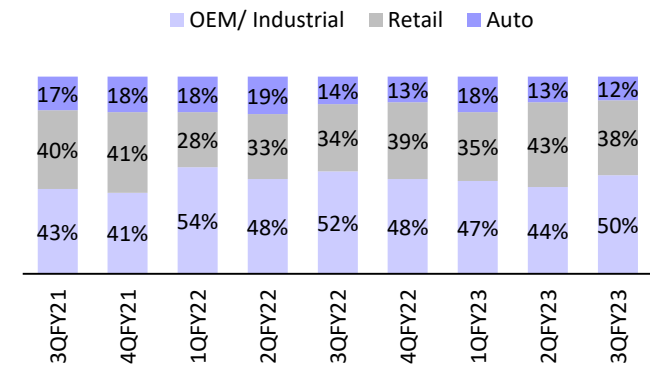
- Going forward, we expect EBITDA/t to bottom out in FY23 and expect the same to stabilize at ~INR13,000/t. The ongoing capex program and increasing the share of VAP in total volumes will drive the growth of EBITDA/t for the company.

**Exhibit 4: Expect volume CAGR of ~17% over FY22-25**

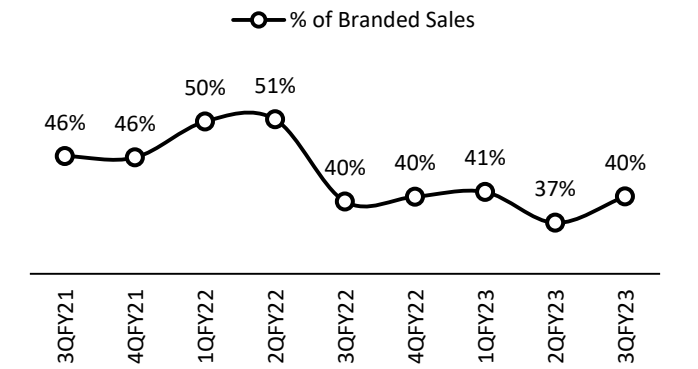
Source: MOFSL, Company

**Exhibit 5: ND/EBITDA within average of 3.5x; expected to go down from FY24**

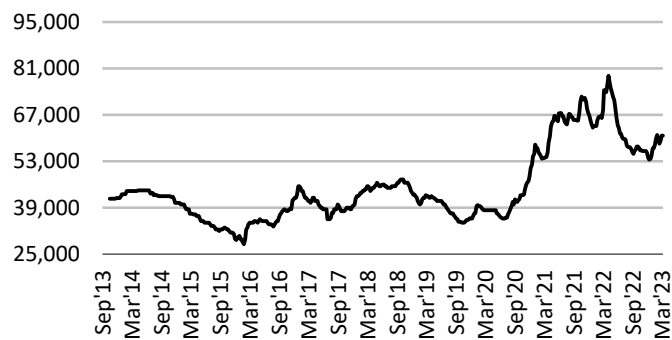
Source: MOFSL, Company

**Exhibit 6: Share of OEM/industrial in total sales is increasing over the last five quarters**

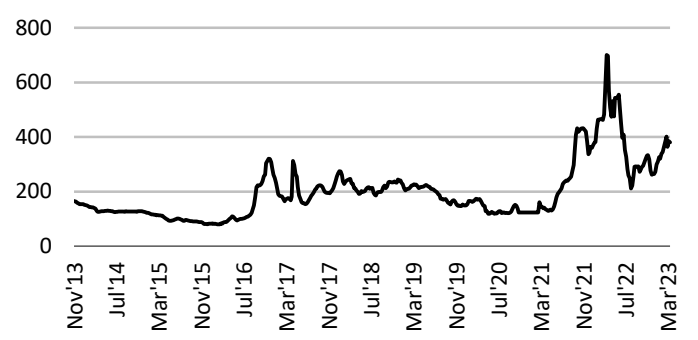
Source: Company, MOFSL

**Exhibit 7: Branded products contribute 40% of the total retail sales**

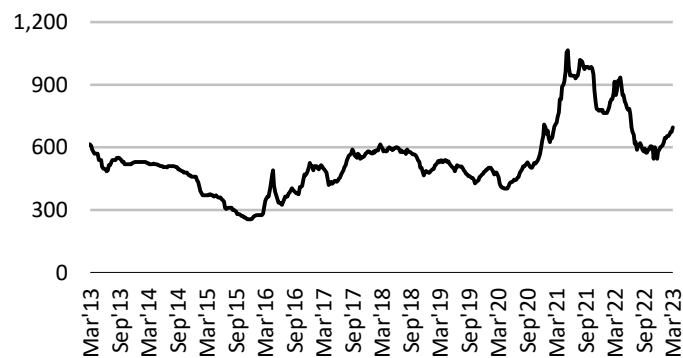
Source: Company, MOFSL

**Exhibit 8: Domestic HRC prices (INR/t) have seen an improvement, post rollback of export duty**

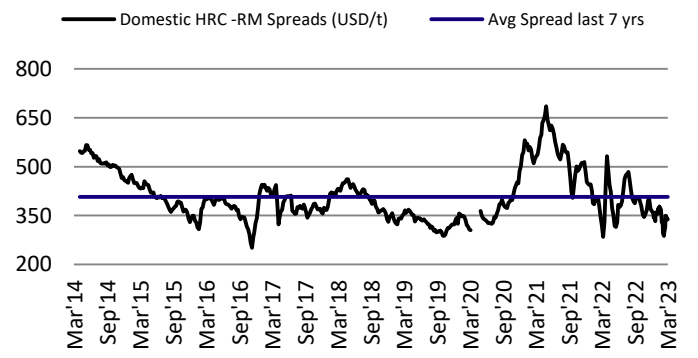
Source: Company, SteelMint, MOFSL

**Exhibit 9: Coking coal price had recently crossed USD400/t and is currently at around USD380/t**

Source: Company, MOFSL

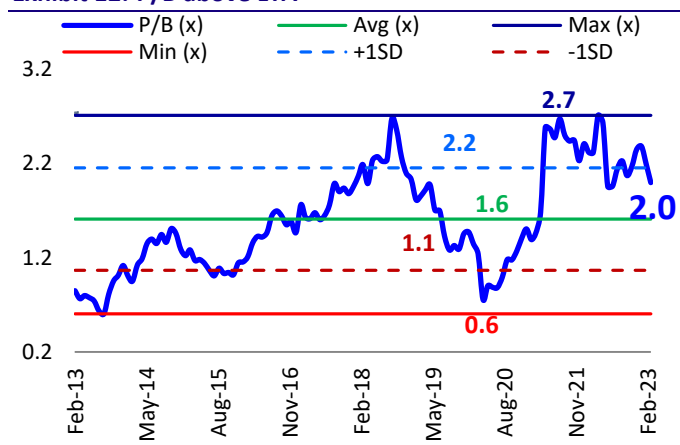
**Exhibit 10: International HRC prices (USD/t) have started increasing and hovers around USD685-700/t**

Source: MOFSL, Company

**Exhibit 11: Domestic HRC Spreads**

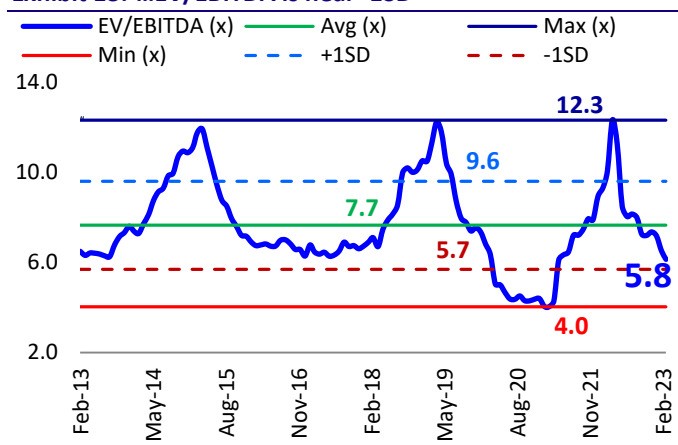
Source: MOFSL, Company

Exhibit 12: P/B above LTA



Source: MOFSL, Company Data

Exhibit 13: ...EV/EBITDA is near -1SD



Source: MOFSL, Company Data

Exhibit 14: FY24E EBITDA sensitivity analysis (INR b) to change in Coal USD/t and volume (mt)

|             |    | Coal USD/t |     |     |     |     |
|-------------|----|------------|-----|-----|-----|-----|
|             |    | -20        | -10 | 0   | 10  | 20  |
| Volume (MT) | -2 | 309        | 292 | 276 | 260 | 244 |
|             | -1 | 375        | 356 | 337 | 319 | 300 |
|             | 0  | 441        | 419 | 397 | 376 | 354 |
|             | 1  | 505        | 481 | 456 | 432 | 408 |
|             | 2  | 569        | 542 | 515 | 488 | 461 |

Source: MOFSL

Exhibit 15: FY24E EBITDA sensitivity (% change)

|             |    | Coal USD/t |       |       |       |       |
|-------------|----|------------|-------|-------|-------|-------|
|             |    | -20        | -10   | 0     | 10    | 20    |
| Volume (MT) | -2 | -22.3      | -26.4 | -30.4 | -34.5 | -38.6 |
|             | -1 | -5.5       | -10.3 | -15.1 | -19.8 | -24.6 |
|             | 0  | 10.9       | 5.5   | 0.0   | -5.4  | -10.9 |
|             | 1  | 27.2       | 21.0  | 14.9  | 8.7   | 2.6   |
|             | 2  | 43.3       | 36.5  | 29.6  | 22.8  | 16.0  |

Source: MOFSL

- A reduction of USD10/t in the coking coal price and a volume increase of 1mt will increase EBITDA by 21%. However, a price increase of USD20/t in coking coal, coupled with a volume decrease of 2mt, can erode 38.6% of EBITDA.

Exhibit 16: Target price sensitivity analysis to change in Coal USD/t and volume (mt)

|             |    | Coal USD/t |       |       |     |     |
|-------------|----|------------|-------|-------|-----|-----|
|             |    | -20        | -10   | 0     | 10  | 20  |
| Volume (MT) | -2 | 480        | 435   | 390   | 340 | 295 |
|             | -1 | 660        | 605   | 550   | 500 | 445 |
|             | 0  | 835        | 775   | 710   | 650 | 590 |
|             | 1  | 1,010      | 940   | 870   | 800 | 730 |
|             | 2  | 1,180      | 1,105 | 1,025 | 950 | 870 |

Source: MOFSL

Exhibit 17: Target price sensitivity (% change)

|             |    | Coal USD/t |       |       |       |       |
|-------------|----|------------|-------|-------|-------|-------|
|             |    | -20        | -10   | 0     | 10    | 20    |
| Volume (MT) | -2 | -32.4      | -38.7 | -45.1 | -52.1 | -58.5 |
|             | -1 | -7.0       | -14.8 | -22.5 | -29.6 | -37.3 |
|             | 0  | 17.6       | 9.2   | 0.0   | -8.5  | -16.9 |
|             | 1  | 42.3       | 32.4  | 22.5  | 12.7  | 2.8   |
|             | 2  | 66.2       | 55.6  | 44.4  | 33.8  | 22.5  |

Source: MOFSL

- A reduction of USD20/t in the coking coal price along with a volume increase of 2mt will increase the target price to INR1,180 from INR710. Similarly, if coking coal cost rises by USD20/t, with no change in volume, target price will drop by 16.9% to INR590.

**Exhibit 18: TP calculation**

| <b>Y/E March</b>                   | <b>FY24E</b> |
|------------------------------------|--------------|
| Consolidated Volumes (mt)          | 26.4         |
| EBITDA/t (INR)                     | 15,035       |
| <b>Consolidated EBITDA (INR b)</b> | <b>397</b>   |
| Target EV/EBITDA (x)               | 6.0          |
| <b>Target EV (INR b)</b>           | <b>2,384</b> |
| less: Net Debt (INR b)             | 646          |
| Equity value (INR b)               | 1,737        |
| No. of shares (b)                  | 2.4          |
| <b>Equity value /sh.</b>           | <b>710</b>   |

Source: MOFSL

**Exhibit 19: Global comparative valuations**

| Company        | M-Cap<br>USD mn | P/E (x)       |               |               | EV/EBITDA (x) |               |               | P/B (x)       |               |               | RoE (%)       |               |               |
|----------------|-----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                |                 | CY21/<br>FY22 | CY22/<br>FY23 | CY23/<br>FY24 | CY21/<br>FY22 | CY22/<br>FY23 | CY23/<br>FY24 | CY21/<br>FY22 | CY22/<br>FY23 | CY23/<br>FY24 | CY21/<br>FY22 | CY22/<br>FY23 | CY23/<br>FY24 |
| India          |                 |               |               |               |               |               |               |               |               |               |               |               |               |
| Tata*          | 16,087          | 3.2           | 12.3          | 6.7           | 2.9           | 6.0           | 4.5           | 1.2           | 1.1           | 1.0           | 44.6          | 9.4           | 15.9          |
| JSW*           | 20,198          | 7.6           | 54.9          | 8.5           | 5.6           | 11.7          | 5.8           | 2.4           | 2.5           | 2.0           | 37.5          | 4.5           | 26.1          |
| JSP*           | 7,235           | 6.7           | 12.6          | 8.5           | 4.4           | 5.9           | 4.6           | 1.6           | 1.5           | 1.3           | 25.9          | 12.3          | 16.1          |
| SAIL*          | 4,436           | 3.0           | 19.6          | 7.1           | 2.5           | 7.7           | 4.6           | 0.7           | 0.7           | 0.6           | 24.3          | 3.4           | 8.8           |
| Japan          |                 |               |               |               |               |               |               |               |               |               |               |               |               |
| JFE            | 8,029           | 3.8           | 6.4           | 6.9           | 5.0           | 6.2           | 6.4           | 0.5           | 0.5           | 0.5           | 15.5          | 7.9           | 6.9           |
| Nippon Steel   | 22,551          | 5.7           | 4.6           | 7.3           | 5.6           | 4.9           | 5.9           | 0.9           | 0.7           | 0.7           | 18.1          | 17.8          | 9.7           |
| Kobe Steel     | 3,196           | 7.6           | 7.7           | 7.9           | 6.1           | 6.9           | 6.0           | 0.5           | 0.5           | 0.5           | 7.2           | 6.6           | 6.0           |
| Korea          |                 |               |               |               |               |               |               |               |               |               |               |               |               |
| POSCO          | 21,194          | 6.4           | 7.6           | 6.4           | 4.1           | 4.3           | 3.9           | 0.5           | 0.5           | 0.4           | 8.3           | 6.5           | 7.3           |
| Hyundai Steel  | 3,518           | 3.3           | 5.1           | 4.1           | 3.9           | 4.3           | 3.7           | 0.2           | 0.2           | 0.2           | 7.6           | 4.8           | 5.5           |
| US             |                 |               |               |               |               |               |               |               |               |               |               |               |               |
| Nucor          | 40,027          | 5.6           | 11.5          | 14.0          | 3.7           | 6.9           | 8.1           | 2.2           | 2.0           | 1.6           | 43.5          | 18.0          | 13.1          |
| US Steel       | 6,182           | 2.8           | 10.1          | 17.3          | 1.7           | 4.3           | 5.0           | 0.7           | 0.8           | 0.9           | 26.2          | 5.9           | 4.8           |
| Steel Dynamics | 20,651          | 5.5           | 9.4           | 15.2          | 3.8           | 6.3           | 8.9           | 2.7           | 2.3           | 1.8           | 51.9          | 24.4          | 12.3          |
| Europe         |                 |               |               |               |               |               |               |               |               |               |               |               |               |
| AM             | 24,594          | 2.9           | 8.0           | 6.3           | 2.2           | 4.1           | 3.7           | 0.5           | 0.5           | 0.4           | 18.8          | 6.4           | 7.4           |
| SSAB           | 7,338           | 3.6           | 9.6           | 13.4          | 2.0           | 4.6           | 5.9           | 0.8           | 1.1           | 1.1           | 26.0          | 11.7          | 8.5           |
| TKA            | 4,579           | 4.5           | 12.5          | 7.7           | 0.5           | 0.6           | 0.5           | 0.3           | 0.3           | 0.3           | 8.4           | 2.9           | 4.1           |
| VOE            | 6,591           | 5.8           | 6.0           | 10.1          | 4.0           | 3.3           | 4.2           | 1.0           | 0.8           | 0.7           | 16.7          | 13.9          | 7.8           |
| China          |                 |               |               |               |               |               |               |               |               |               |               |               |               |
| Baosteel       | 21,166          | 9.5           | 8.1           | 7.6           | 5.4           | 4.7           | 4.1           | 0.7           | 0.7           | 0.7           | 7.2           | 7.9           | 8.1           |

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

## Financials and Valuations

### Income statement (consolidated)

(INR b)

| Y/E March                             | FY17         | FY18       | FY19       | FY20       | FY21       | FY22         | FY23E        | FY24E        | FY25E        |
|---------------------------------------|--------------|------------|------------|------------|------------|--------------|--------------|--------------|--------------|
| <b>Net sales</b>                      | <b>556.0</b> | <b>701</b> | <b>848</b> | <b>726</b> | <b>796</b> | <b>1,464</b> | <b>1,676</b> | <b>1,944</b> | <b>2,123</b> |
| Change (%)                            | 32.8         | 26.0       | 20.9       | -14.3      | 9.6        | 83.9         | 14.5         | 16.0         | 9.2          |
| Total Expenses                        | 433.4        | 554        | 658        | 615        | 596        | 1,074        | 1,488        | 1,547        | 1,653        |
| <b>EBITDA</b>                         | <b>122.6</b> | <b>147</b> | <b>190</b> | <b>112</b> | <b>200</b> | <b>390</b>   | <b>188</b>   | <b>397</b>   | <b>470</b>   |
| % of Net Sales                        | 22.0         | 21.0       | 22.4       | 15.4       | 25.1       | 26.6         | 11.2         | 20.4         | 22.1         |
| Depn. & Amortization                  | 35.2         | 34         | 40         | 42         | 47         | 60           | 74           | 86           | 94           |
| <b>EBIT</b>                           | <b>87.4</b>  | <b>113</b> | <b>149</b> | <b>69</b>  | <b>153</b> | <b>330</b>   | <b>114</b>   | <b>311</b>   | <b>376</b>   |
| Net Interest                          | 37.7         | 37         | 39         | 43         | 40         | 50           | 67           | 44           | 48           |
| Other income                          | 1.5          | 2          | 2          | 5          | 6          | 15           | 7            | 7            | 7            |
| <b>PBT before EO</b>                  | <b>51.3</b>  | <b>78</b>  | <b>112</b> | <b>32</b>  | <b>119</b> | <b>296</b>   | <b>55</b>    | <b>274</b>   | <b>335</b>   |
| EO income                             |              | 6          |            | 21         | 1          | -7           |              |              |              |
| <b>PBT after EO</b>                   | <b>51.3</b>  | <b>83</b>  | <b>112</b> | <b>53</b>  | <b>120</b> | <b>288</b>   | <b>61</b>    | <b>274</b>   | <b>335</b>   |
| Tax                                   | 16.7         | 23         | 36         | 12         | 41         | 88           | 24           | 82           | 96           |
| Rate (%)                              | 32.6         | 27.2       | 32.5       | 23.7       | 34.5       | 30.6         | 39.5         | 29.8         | 28.6         |
| <b>Reported PAT</b>                   | <b>35.8</b>  | <b>62</b>  | <b>76</b>  | <b>40</b>  | <b>79</b>  | <b>207</b>   | <b>36</b>    | <b>195</b>   | <b>241</b>   |
| Minority interests                    | 0.1          | 1          | 1          | 1          | 0          | -3           | 1            | -1           | -1           |
| Share of Associates                   | 1.2          | 0          | 0          | -1         | 0          | 9            | -2           | 3            | 2            |
| Preference dividend                   | 0.0          | 0          | 0          | 0          | 0          | 0            | 0            | 0            | 0            |
| <b>Adj. PAT (after MI &amp; Asso)</b> | <b>35.8</b>  | <b>56</b>  | <b>76</b>  | <b>20</b>  | <b>78</b>  | <b>214</b>   | <b>30</b>    | <b>195</b>   | <b>241</b>   |
| Change (%)                            | NA           | 57.5       | 35.5       | -74.2      | 297.8      | 173.3        | -85.9        | 546.8        | 23.9         |

### Balance sheet

(INR b)

| Y/E March                          | FY17         | FY18       | FY19         | FY20         | FY21         | FY22         | FY23E        | FY24E        | FY25E        |
|------------------------------------|--------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Share Capital                      | 2.4          | 2.4        | 2.4          | 2.4          | 2.4          | 2.4          | 2.4          | 2.4          | 2.4          |
| Reserves                           | 224.1        | 278        | 346          | 364          | 465          | 671          | 658          | 828          | 1,045        |
| <b>Net Worth</b>                   | <b>226.5</b> | <b>280</b> | <b>348</b>   | <b>366</b>   | <b>468</b>   | <b>673</b>   | <b>661</b>   | <b>831</b>   | <b>1,047</b> |
| Minority Interest                  | -2.5         | -5         | -5           | -6           | -6           | 12           | 13           | 11           | 9            |
| Total Loans                        | 540.2        | 496        | 638          | 780          | 782          | 717          | 667          | 665          | 655          |
| Deferred Tax Liability             | 29.9         | 26         | 38           | 17           | 35           | 76           | 88           | 115          | 144          |
| <b>Capital Employed</b>            | <b>794.1</b> | <b>797</b> | <b>1,019</b> | <b>1,157</b> | <b>1,278</b> | <b>1,478</b> | <b>1,429</b> | <b>1,622</b> | <b>1,855</b> |
| Gross Block                        | 663.8        | 688        | 775          | 811          | 887          | 1,297        | 1,447        | 1,727        | 2,007        |
| Less: Accum. Deprn.                | 76.5         | 110        | 149          | 191          | 238          | 298          | 372          | 458          | 552          |
| <b>Net Fixed Assets</b>            | <b>587.3</b> | <b>578</b> | <b>626</b>   | <b>620</b>   | <b>649</b>   | <b>999</b>   | <b>1,075</b> | <b>1,269</b> | <b>1,455</b> |
| Capital WIP                        | 43.6         | 60         | 119          | 272          | 326          | 169          | 129          | 99           | 69           |
| Investments                        | 10.7         | 12         | 18           | 13           | 86           | 49           | 49           | 49           | 49           |
| <b>Curr. Assets</b>                | <b>238.5</b> | <b>270</b> | <b>385</b>   | <b>414</b>   | <b>423</b>   | <b>748</b>   | <b>720</b>   | <b>755</b>   | <b>867</b>   |
| Inventory                          | 114.0        | 126        | 145          | 139          | 142          | 338          | 354          | 453          | 494          |
| Account Receivables                | 41.5         | 47         | 72           | 45           | 45           | 75           | 87           | 123          | 134          |
| Cash and Bank Balance              | 17.9         | 14         | 63           | 120          | 128          | 174          | 118          | 18           | 78           |
| Others                             | 65.2         | 83         | 105          | 110          | 107          | 161          | 161          | 161          | 161          |
| <b>Curr. Liability &amp; Prov.</b> | <b>85.9</b>  | <b>122</b> | <b>129</b>   | <b>161</b>   | <b>205</b>   | <b>487</b>   | <b>545</b>   | <b>551</b>   | <b>585</b>   |
| Account Payables                   | 38.5         | 69         | 59           | 81           | 69           | 309          | 367          | 373          | 407          |
| Provisions & Others                | 47.5         | 53         | 69           | 80           | 136          | 178          | 178          | 178          | 178          |
| <b>Net Current Assets</b>          | <b>152.5</b> | <b>148</b> | <b>256</b>   | <b>252</b>   | <b>218</b>   | <b>261</b>   | <b>175</b>   | <b>204</b>   | <b>282</b>   |
| <b>Appl. of Funds</b>              | <b>794.1</b> | <b>797</b> | <b>1,019</b> | <b>1,157</b> | <b>1,278</b> | <b>1,478</b> | <b>1,429</b> | <b>1,622</b> | <b>1,855</b> |



## Financials and Valuations

### Ratios

| Y/E March                     | FY17        | FY18        | FY19        | FY20       | FY21E       | FY22        | FY23E       | FY24E       | FY25E       |
|-------------------------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|-------------|
| <b>Basic (INR)</b>            |             |             |             |            |             |             |             |             |             |
| <b>EPS</b>                    | <b>14.9</b> | <b>23.4</b> | <b>31.8</b> | <b>8.2</b> | <b>32.4</b> | <b>88.6</b> | <b>12.3</b> | <b>79.6</b> | <b>98.6</b> |
| Cash EPS                      | 29.6        | 39.8        | 48.7        | 34.5       | 52.1        | 110.3       | 44.9        | 114.8       | 137.2       |
| BV/Share                      | 94.4        | 116.2       | 145.0       | 152.5      | 193.5       | 278.4       | 270.2       | 339.8       | 428.4       |
| DPS                           | 0.8         | 2.3         | 3.3         | 4.1        | 6.5         | 17.4        | 10.0        | 10.0        | 10.0        |
| Payout (%)                    | 6.1         | 9.6         | 10.2        | 50.0       | 20.1        | 19.6        | 81.3        | 12.6        | 10.1        |
| <b>Valuation (x)</b>          |             |             |             |            |             |             |             |             |             |
| P/E                           | 45.3        | 28.9        | 21.2        | 82.3       | 20.8        | 7.6         | 54.9        | 8.5         | 6.9         |
| Cash P/E                      | 22.9        | 17.0        | 13.9        | 19.6       | 13.0        | 6.1         | 15.1        | 5.9         | 4.9         |
| P/BV                          | 7.2         | 5.8         | 4.7         | 4.4        | 3.5         | 2.4         | 2.5         | 2.0         | 1.6         |
| EV/Sales                      | 3.9         | 3.0         | 2.6         | 3.1        | 2.9         | 1.5         | 1.3         | 1.2         | 1.0         |
| EV/EBITDA                     | 17.5        | 14.4        | 11.6        | 20.4       | 11.4        | 5.6         | 11.7        | 5.8         | 4.7         |
| Dividend Yield (%)            | 0.1         | 0.3         | 0.5         | 0.6        | 1.0         | 2.6         | 1.5         | 1.5         | 1.5         |
| <b>Return Ratios (%)</b>      |             |             |             |            |             |             |             |             |             |
| EBITDA Margins (%)            | 22.0        | 21.0        | 22.4        | 15.4       | 25.1        | 26.6        | 11.2        | 20.4        | 22.1        |
| Net Profit Margins (%)        | 6.4         | 8.0         | 9.0         | 2.7        | 9.8         | 14.6        | 1.8         | 10.0        | 11.4        |
| RoE                           | 17.4        | 22.2        | 24.4        | 5.5        | 18.7        | 37.5        | 4.5         | 26.1        | 25.7        |
| RoCE (pre-tax)                | 7.9         | 9.6         | 11.0        | 4.5        | 8.7         | 17.4        | 5.5         | 14.1        | 14.9        |
| RoIC (pre-tax)                | 8.5         | 10.6        | 13.0        | 5.9        | 13.8        | 24.2        | 6.9         | 16.1        | 16.2        |
| <b>Working Capital Ratios</b> |             |             |             |            |             |             |             |             |             |
| Fixed Asset Turnover (x)      | 0.8         | 1.0         | 1.1         | 0.9        | 0.9         | 1.1         | 1.2         | 1.1         | 1.1         |
| Asset Turnover (x)            | 0.7         | 0.9         | 0.8         | 0.6        | 0.6         | 1.0         | 1.2         | 1.2         | 1.1         |
| Debtor (Days)                 | 27.2        | 24.5        | 30.8        | 22.6       | 20.6        | 18.6        | 19.0        | 23.0        | 23.0        |
| Inventory (Days)              | 74.8        | 65.6        | 62.6        | 69.7       | 65.3        | 84.3        | 77.0        | 85.0        | 85.0        |
| Creditors(Days)               | 25.2        | 36.0        | 25.5        | 40.8       | 31.6        | 77.0        | 80.0        | 70.0        | 70.0        |
| Working Capital (Days)        | 76.8        | 54.1        | 67.9        | 51.5       | 54.3        | 25.8        | 16.0        | 38.0        | 38.0        |
| <b>Leverage Ratio (x)</b>     |             |             |             |            |             |             |             |             |             |
| Current Ratio                 | 2.8         | 2.2         | 3.0         | 2.6        | 2.1         | 1.5         | 1.3         | 1.4         | 1.5         |
| Interest Cover Ratio          | 2.3         | 3.1         | 3.8         | 1.6        | 3.9         | 6.6         | 1.7         | 7.0         | 7.8         |
| Debt/Equity                   | 2.3         | 1.7         | 1.7         | 1.8        | 1.4         | 0.8         | 0.8         | 0.8         | 0.6         |

### Cash flow statement (consolidated)

(INR b)

| Y/E March                    | FY17         | FY18       | FY19        | FY20        | FY21       | FY22        | FY23E       | FY24E       | FY25E       |
|------------------------------|--------------|------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|
| EBITDA                       | 122.6        | 147        | 190         | 112         | 200        | 390         | 188         | 397         | 470         |
| Non cash exp. (income)       | -2.7         | 2          | -1          | 11          | -5         | -1          | 0           | 0           | 0           |
| (Inc)/Dec in Wkg. Cap.       | -38.7        | -11        | -16         | 16          | 13         | -73         | 30          | -129        | -19         |
| Tax Paid                     | -2.4         | -14        | -26         | -12         | -19        | -54         | -12         | -55         | -67         |
| <b>CF from Op. Activity</b>  | <b>78.9</b>  | <b>124</b> | <b>146</b>  | <b>128</b>  | <b>188</b> | <b>263</b>  | <b>206</b>  | <b>213</b>  | <b>385</b>  |
| (Inc)/Dec in FA + CWIP       | -44.4        | -47        | -102        | -128        | -93        | -100        | -110        | -250        | -250        |
| (Pur)/sale of Invest.        | -2.9         | 0          | 3           | 1           | -3         | -1          | 0           | 0           | 0           |
| Acquisition in subs.         | -1.5         | -4         | -14         | 1           | -67        | -7          | 0           | 0           | 0           |
| Int. & Dividend Income       | 1.2          | 1          | 2           | 5           | 6          | 6           | 7           | 7           | 7           |
| Others                       | 0.5          | 1          | -2          | -75         | 75         | -58         | 0           | 0           | 0           |
| <b>CF from Inv. Activity</b> | <b>-47.1</b> | <b>-49</b> | <b>-114</b> | <b>-196</b> | <b>-81</b> | <b>-160</b> | <b>-103</b> | <b>-243</b> | <b>-243</b> |
| Equity raised/(repaid)       | 0.0          | 0          | -2          | 0           | 0          | 0           | 0           | 0           | 0           |
| Debt raised/(repaid)         | 10.8         | -40        | 67          | 111         | 17         | -80         | -50         | -2          | -10         |
| Dividend (incl. tax)         | -2.2         | -7         | -9          | -12         | -5         | -16         | -42         | -24         | -24         |
| Interest paid                | -35.7        | -35        | -38         | -47         | -43        | -51         | -67         | -44         | -48         |
| Other financing              | 0.0          | 0          | 0           | 0           | 0          | 0           | 0           | 0           | 0           |
| <b>CF from Fin. Activity</b> | <b>-27.1</b> | <b>-82</b> | <b>18</b>   | <b>52</b>   | <b>-31</b> | <b>-147</b> | <b>-159</b> | <b>-71</b>  | <b>-82</b>  |
| <b>(Inc)/Dec in Cash</b>     | <b>4.7</b>   | <b>-7</b>  | <b>49</b>   | <b>-16</b>  | <b>76</b>  | <b>-44</b>  | <b>-56</b>  | <b>-100</b> | <b>59</b>   |
| Add: opening Balance         | 7.3          | 18         | 14          | 63          | 120        | 128         | 174         | 118         | 18          |
| Regrouping etc               | 5.9          | 3          | 0           | 73          | -67        | 89          | 0           | 0           | 0           |
| <b>Closing Balance</b>       | <b>17.9</b>  | <b>14</b>  | <b>63</b>   | <b>120</b>  | <b>128</b> | <b>174</b>  | <b>118</b>  | <b>18</b>   | <b>78</b>   |

NOTES

| 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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