

JSW Steel

Estimate change	1
TP change	1
Rating change	
Kaung change	

Bloomberg	JSTL IN
Equity Shares (m)	2445
M.Cap.(INRb)/(USDb)	1672.1 / 20.2
52-Week Range (INR)	783 / 520
1, 6, 12 Rel. Per (%)	-6/-1/-2
12M Avg Val (INR M)	1883

Financials & Valuations (INR b)

	(- 1	
Y/E MARCH	2023	2024E	2025E
Sales	1,660	1,960	2,059
EBITDA	185	382	396
Adj. PAT	36	177	175
EBITDA Margin (%)	11	19	19
Cons. Adj. EPS (INR)	15	73	72
EPS Gr. (%)	-83	399	-1
BV/Sh. (INR)	272	342	411
Ratios			
Net D:E	0.9	0.7	0.6
RoE (%)	5.3	23.9	19.2
RoCE (%)	5.3	12.9	11.9
Payout (%)	23.1	4.6	4.8
Valuations			
P/E (x)	47.1	9.5	9.6
P/BV (x)	2.5	2.0	1.7
EV/EBITDA(x)	12.2	6.0	5.8
Div. Yield (%)	0.5	0.5	0.6
FCF Yield (%)	5.2	4.0	4.9

Shareholding pattern (%)

As On	Mar-23	Dec-22	Mar-22
Promoter	45.4	45.2	45.0
DII	25.0	24.9	8.5
FII	11.5	11.6	11.9
Others	18.1	18.4	34.7

FII Includes depository receipts

CMP: INR692 TP: INR700 (+1%) Neutral

Revenue in line; EBITDA beats estimates

Capacity expansion to drive growth ahead

Consolidated performance

- JSTL posted revenue of INR470b in 4QFY23 (flat YoY), in line with our estimate of INR455b. ASP came in at INR71,917/t.
- EBITDA stood at INR79b (down 14% YoY), 11% above our estimate of INR72b. EBITDA was supported by higher volumes, better realizations and lower coking coal and energy costs. EBITDA/t stood at INR12,158 v/s our estimate of INR11,329.
- JSTL reported an APAT of INR37b (down 8% YoY), 26% above our estimate, driven by a better operating performance and a lower tax outgo.
- Sales volumes stood at 6.5mt (up 27% YoY), in line with our estimate of 6.4mt and aided by strong volumes in India operations.
- Revenue/EBITDA/APAT for FY23 stood at INR1,660b/INR185b/INR36b (up 13% YoY/down 53% YoY/down 83% YoY).
- Net debt stood at INR585b, with a net debt-to-EBITDA ratio of 3.2x. JSTL expects net debt to be in the same range in FY24 (INR30b of debt from JISPL will be added to JSTL's consolidated balance sheet in FY24E).

Standalone performance

- Revenue stood at INR372b (up 3% YoY), in line with our estimate of INR360b. EBITDA came in at INR62b (down 10% YoY) and APAT stood at INR28b (down 16% YoY).
- Revenue/EBITDA/APAT for FY23 stood at INR1,317b/INR154b/INR49b (up 11% YoY/down 52% YoY/down 72% YoY).

JSTL on track to enhance its domestic capacity

- BPSL has completed its Phase I expansion, which has taken its total capacity to 3.5mt, and the Phase II expansion is expected to be completed in FY24, which will enhance its capacity to 5mt.
- The 5mt expansion at Vijayanagar is on track to be completed in FY24, and its full benefits will accrue from FY25-26 onward.

Highlights from management commentary

- In 4QFY23, the coking coal cost was down by USD6/t QoQ for JSTL. In 1QFY23, JSTL expects the coking coal cost to increase by USD10-15/t. Coking coal prices have corrected sharply in the last couple of months and its benefits will reflect in 2QFY24.
- JSTL has earmarked a capex of ~INR190b in FY24, mainly for the Vijayanagar facility, BPSL phase II expansion, new mines and enhancement of downstream capacities.

Research Analyst: Alok Deora (Alok.Deora@MotilalOswal.com)

Research Analyst: Parthiv Deepak Jhonsa (Parthiv.Jhonsa@MotilalOswal.com)

MOTILAL OSWAL JSW Steel

■ JSTL expects the share of value-add products (VAP) to be in the range of 55-60%. The company plans capex across its facilities to enhance VAP volume, which will further boost margin.

■ JSTL expects to sell around 25mt of steel in FY24 and expects dispatches to the auto sector to be around 3mt.

Valuation and view

- We expect volumes to be aided by a pickup in domestic demand and a higher share of VAP. The coking coal cost has cooled off and its benefits are expected to accrue from Jun'23 onward.
- We expect incremental volume to flow in once the Vijayanagar facility comes on stream and after the Phase II capacity expansion at the BPSL plant. The commissioning of a tinplate line at Vijayanagar, a plate mill at Anjar and a CAL line at Vasind is expected to support margin.
- Considering a pickup in demand, an increasing share of VAP and cost reductions expected in coming months, we have slightly increased our FY24 revenue/EBITDA/APAT estimates by 3%/3%/4%.
- We believe the current valuations at 6x FY24E EV/EBITDA and 2x FY24E P/B fully price in the above positive factors. We reiterate our Neutral rating on the stock with a revised TP of INR700.

Y/E March		FY2	2			FY2	3		FY22	FY23	FY23	vs Est
(Consolidated)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
Net Sales	289	325	381	469	381	418	391	470	1,464	1,660	455	3.3
Change (YoY %)	145.3	70.7	74.2	74.1	31.8	28.5	2.8	0.1	83.9	13.4	-3.1	
Change (QoQ %)	7.3	12.5	17.1	23.2	-18.8	9.7	-6.3	20.0			16.2	
EBITDA	103	104	91	92	43	18	45	79	390	185	72	10.6
Change (YoY %)	666.1	144.9	53.6	8.8	-58.1	-83.2	-50.2	-13.6	95.2	-52.5	-21.8	
Change (QoQ %)	21.7	1.4	-12.3	0.6	-53.1	-59.3	159.5	74.6			57.9	
EBITDA (INR per ton)	29,608	27,198	23,355	17,903	9,597	3,052	7,963	12,158	23,872	8,254	11,329	
Interest	10	9	13	18	14	15	18	21	50	69	15	
Depreciation	12	12	18	18	18	18	19	20	60	75	19	
Other Income	2	9	2	2	2	2	2	5	15	10	2	
PBT (before EO Item)	83	92	62	58	13	-14	10	43	296	52	40	7.7
EO Items	0	0	0	-7	0	6	0	0	-7	6	0	
PBT (after EO Item)	83	92	62	51	13	-8	10	43	288	58	40	7.7
Total Tax	27	26	17	17	4	1	5	5	88	15	10	
Reported PAT	59	72	44	32	8	-8	5	37	207	41	29	25.8
MI (Profit)/Loss	0.0	-0.1	-1.6	-1.1	0.0	0.7	0.2	-0.8	-2.7	0.1	-0.1	
Share of P/(L) of Ass.	3.2	6.0	0.2	-0.3	-0.2	-0.6	-0.6	-0.1	9.2	-1.4	-0.4	
Adjusted PAT	59	72	44	40	8	-14	5	37	214	36	29	25.8
Change (YoY %)	-1,152.4	443.7	62.5	-8.4	-85.8	PL	-88.8	-7.8	173.3	-83.4		
Change (QoQ %)	36.1	21.4	-39.2	-8.8	-78.9	PL	LP	647.8				

Source: Company, MOFSL

Quarterly Performance

Y/E March		FY22	2			FY23			FY22	FY23	FY23	vs Est
(Standalone)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
Sales ('000 tons)	3,610	3,790	4,010	5,110	4,030	5,010	4,950	5,680	16,520	19,670	5,700	-0.4
Change (YoY %)	28.9	-8.0	2.8	25.9	11.6	32.2	23.4	11.2	11.0	19.1	11.5	
Change (QoQ %)	-11.1	5.0	5.8	27.4	-21.1	24.3	-1.2	14.7			15.2	
Net Sales	260	280	289	360	311	325	309	372	1,188	1,317	360	3.2
Change (YoY %)	152.2	66.7	50.0	47.6	19.8	16.1	7.2	3.2	68.0	10.8	0.0	
Change (QoQ %)	6.4	7.9	3.0	24.8	-13.6	4.5	-4.8	20.1			16.4	
EBITDA	95	87	68	69	34	17	40	62	319	154	56	11.1
Change (YoY %)	564.2	107.7	20.7	-13.9	-64.7	-79.9	-40.7	-9.6	65.5	-51.8	-18.6	
Change (QoQ %)	18.3	-8.6	-21.6	1.6	-51.5	-48.0	131.3	55.0			39.5	
EBITDA (INR/T)	26,291	22,884	16,950	13,517	8,318	3,477	8,141	10,998	19,291	7,814	9,863	
Interest	8.4	8.0	8.9	13.2	10.3	10.9	13.4	15.6	38.5	50.2	11.5	
Depreciation	10.0	10.5	12.4	12.3	11.8	12.1	12.6	13.1	45.1	49.5	11.6	
Other Income	2.0	9.2	3.9	4.2	2.8	4.2	3.2	5.5	19.3	15.7	1.8	
PBT (before EO Item)	79	77	51	48	14	-1	17	39	254	70	35	
EO Items	0.0	0.0	0.0	-7.2	0.0	0.0	0.0	0.0	-7.2	0.0	0.0	
PBT (after EO Item)	79	77	51	41	14	-1	17	39	247	70	35	12.8
Total Tax	25.9	23.6	16.4	14.2	4.7	-0.5	5.0	11.0	80.1	20.3	8.8	
Reported PAT	53	54	34	26	10	-1	12	28	167	49	26	8.7
Adjusted PAT	53	54	34	34	10	-1	12	28	174	49	26	8.7
Change (YoY %)	na	218.1	21.0	-21.6	-81.8	PL	-64.0	-15.5	101.2	-71.7		
Change (QoQ %)	na	2.4	-36.4	-1.9	-71.5	PL	LP	130.0				

Source: Company, MOFSL



Highlights from the management interaction

Guidance

- In 4QFY23, the coking coal cost was down by USD6/t QoQ for JSTL. In 1QFY23, JSTL expects the coking coal cost to increase by USD10-15/t. Coking coal prices have corrected sharply in last couple of months and its benefits are expected to accrue from 2QFY24.
- JSTL expects to sell around 25mt of steel in FY24 and expects dispatches to the auto sector to be around 3mt.
- For FY24, JSTL targets to retain its net debt around the FY23 levels.
- JSTL has around 1.6mt of inventory on its book, which will be offloaded in FY24.
- JSTL achieved 100% of production target for FY23 in India. On the company level, it was able to achieve 97% of the yearly target.

Capex

- Capex for FY23 stood at INR142b, below the expected level of INR150b.
- JSTL has earmarked a capex of ~INR190b in FY24, mainly for the Vijayanagar facility, BPSL phase II expansion, the development of new mines and enhancement of downstream capacities.
- FY24 capex will be funded via internal accruals and CF generation.
- Moreover, JSTL has also lined up INR331b of capex over FY25-26, which will be used across various projects, and cost-saving initiatives, which will eventually help JSTL enhance its domestic capacity to 37mt.

Strong focus of VAP

- The share of VAP currently stands at 60% of India's volume.
- Going forward, JSTL expects the share of VAP to be in the range of 55-60%. The company plans capex across its facilities to enhance VAP volume, which will further drive margin.

Capacity enhancement

■ The Vijayanagar 5mt brownfield expansion is on track to be completed in FY24. JSTL will commence a phased commissioning by 4QFY24 and its full benefits will accrue from FY25-26.

- Coke oven Battery B at Vijayanagar is expected to commission in 2QFY24.
- BPSL has completed its Phase I expansion, taking its total capacity to 3.5mt, and Phase II expansion is expected to be completed in FY24, which will enhance its capacity to 5mt.
- Civil work and structural erection for a new wire rod mill (mill 2) and SMS-2 projects are on schedule.
- JSTL is also undertaking a 0.25mt color-coating line project at Rajpura (Punjab) and the production is expected to commence from May'23. This will cater to the construction and infrastructure sector.
- In addition, JSTL is also setting up a 0.12mt plant in J&K and is expected to commence production from FY24.
- The new plate mill at Anjar will cater to the wind energy sector.

Preferred supplier to auto sector

- JSTL's dispatches to the auto sector grew 36% YoY to ~2.6mt in FY23.
- The auto sector accounts for 14% of consolidated Indian operation volume.
- JSTL is expected to sell 3mt in FY24 to the auto sector.
- JSTL is currently negotiating pricing for the contract renewal with auto majors and the price is expected to increase in the recent rounds of negotiations.
- The 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 JSTL.
- JSTL is developing flat as well as long products for the auto sector and expects to increase the revenue contribution from the sector going forward.

Coal block

- JSTL was declared a preferred bidder for three coal blocks in Jharkhand and Chattisgarh: 1) Sitanala coking coal block, 2) Parbatpur Central coking coal block (Jharkhand), and 3) Banai/Bhalumuda coal block (Chattisgarh).
- The coal blocks in Jharkhand have a PRC of 1mt, which will cater to 5% of JSTL's total coal requirement.
- The Parbatpur Central coking coal block is expected to commence from FY25 and the smaller Sitanala coking coal block will take another 2.5 years.

Capacity and Utilization

- After the ongoing capex, the capacity would increase to 37mt.
- In FY23, JSTL operated at capacity utilization of 90% (company level) and 96% for Indian operations.

Macro scenario:

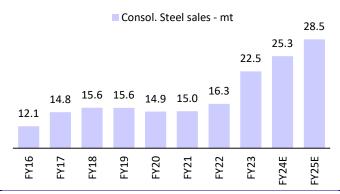
- Though global steel consumption is facing headwinds due to inflationary pressures, high interest rate pressures, the Russia-Ukraine conflict and a slowdown in China, steel demand is robust in the domestic market.
- Global steel demand is expected to grow in CY23 (ex-China) and India is expected to contribute around 38% of the growth.

Low energy prices, higher investment by the private sector, higher spending on infrastructure and easing inflation should drive steel demand in India.

- In order to meet its decarbonization target, China over the last few years has been continuously reducing its steel production. In order to meet its green target for the current year, China needs to reduce production by ~6mt p.m. to achieve the yearly target.
- Though India is currently facing an import threat from global manufacturers, prices in the international market will rebound when the demand-supply mismatch is resolved by China shutting down its excess capacity.

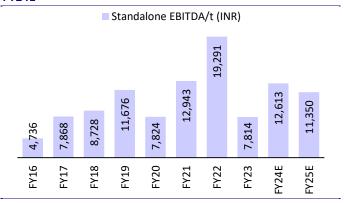
Story in charts

Exhibit 1: Sales volume expected to grow ~12% YoY in FY24E



Source: Company, MOFSL

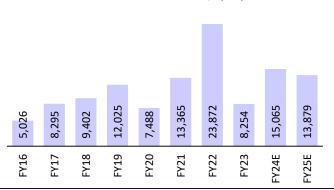
Exhibit 2: Standalone EBITDA/t expected to improve in FY24F



Source: Company, MOFSL

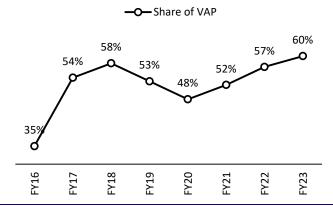
Exhibit 3: Higher volumes, ASP, and lower input costs to support EBITDA in FY24

Consolidated EBITDA/t (INR)



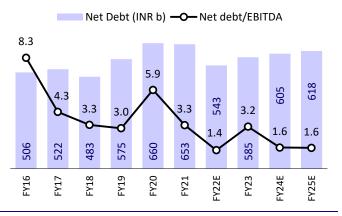
Source: Company, MOFSL

Exhibit 4: Share of VAP has been increasing and is expected to be in the range of 55-60% going forward



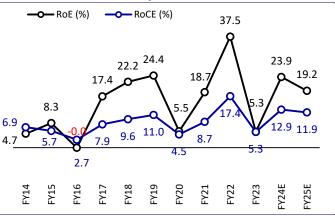
Source: Company, MOFSL

Exhibit 5: JSTL is expected to continuously deleverage



Source: Company, MOFSL

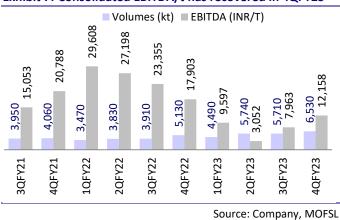
Exhibit 6: Return ratio is expected to recover in FY24E

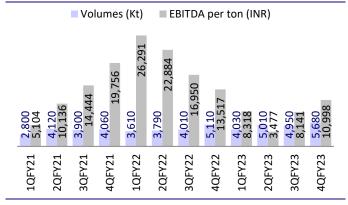


Source: Company, MOFSL

Exhibit 7: Consolidated EBITDA/t has recovered in 4QFY23

Exhibit 8: Standalone EBITDA/t has also recovered





: Company, MOFSL Source: Company, MOFSL

Exhibit 9: Change in key assumptions and our estimates

INR b		FY23			FY24E		FY25E			
	New	Old 9	% Change	New	Old 9	% Change	New	Old %	6 Change	
Volumes - mt	19.7	19.7	-0.1	23.5	24.2	-2.7	25.5	25.5	0.0	
Realisation - INR/t	66,948	66,299	1.0	66,275	63,786	3.9	66,070	65,281	1.2	
EBITDA - INR/t	7,814	7,489	4.3	12,613	12,416	1.6	11,350	11,189	1.4	
Consolidated (INR b)										
Revenue	1,660	1,645	0.9	1,960	1,910	2.6	2,059	2,032	1.3	
EBITDA	185	178	4.3	382	369	3.3	396	387	2.1	
Adj PAT	36	28	26.9	177	170	3.9	175	175	-0.4	

Source: MOFSL

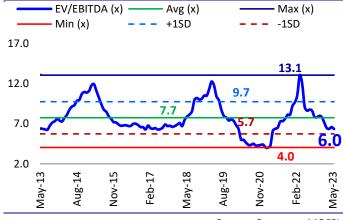
Exhibit 10: Calculation of target price

Y/E March	FY24E
Consolidated sales volume (mt)	25.3
EBITDA/t (INR)	15,065
Consolidated EBITDA (INR b)	382
Target EV/EBITDA (x)	6.0
Target EV (INR b)	2,289
Less: Net debt (INR b)	605
Equity value (INR b)	1,685
No. of shares (b)	2.4
Target price (INR/share)	700

Source: MOFSL

Exhibit 11: P/B ratio is ranging between +1SD and Avg.

Exhibit 12: EV/EBITDA is below Avg. and near -1SD



Source: Company, MOFSL

20 May 2023 7

Source: Company, MOFSL

Exhibit 13: Global comparable valuation

	M-Cap		P/E (x)		EV	/EBITDA	(x)		P/B (x)			RoE (%)	
Company	USD mn	CY21/ FY22	CY22/ FY23	CY23/ FY24									
India													
Tata*	15,992	3.2	14.8	9.4	2.8	6.1	5.5	1.2	1.3	1.2	44.6	8.3	13.4
JSW*	20,691	7.8	47.1	9.5	5.7	12.2	6.0	2.5	2.5	2.0	37.5	5.3	23.9
JSP*	7,121	6.1	14.3	8.3	4.0	6.0	4.6	1.5	1.4	1.2	25.9	9.9	15.2
SAIL*	4,235	2.8	17.3	8.1	2.4	6.9	4.9	0.6	0.6	0.6	24.3	3.6	7.4
Japan													
JFE	8,053	3.8	6.9	6.8	5.0	6.4	6.4	0.5	0.5	0.5	15.5	7.4	7.1
Nippon Steel	19,948	5.1	4.1	6.5	5.4	4.8	5.5	0.8	0.7	0.6	18.1	17.3	10.1
Kobe Steel	3,329	8.0	7.2	7.4	6.3	6.7	5.8	0.6	0.5	0.5	7.2	7.5	6.9
Korea													
POSCO	23,257	7.2	9.6	7.8	4.4	5.2	4.5	0.6	0.5	0.5	8.3	5.9	6.8
Hyundai Steel	3,490	3.4	5.3	4.5	3.9	4.6	4.0	0.2	0.2	0.2	7.6	4.6	5.3
US													
Nucor	34,940	4.9	8.6	12.0	3.3	5.1	6.7	1.9	1.7	1.5	43.5	20.5	12.0
US Steel	4,785	2.2	5.1	12.8	1.4	2.9	4.0	0.5	0.5	0.4	26.2	9.1	4.6
Steel Dynamics	16,430	4.4	6.2	10.9	3.1	4.2	6.5	2.2	1.7	1.4	51.9	29.0	14.0
Europe													
AM	22,659	2.5	5.7	5.3	2.0	3.6	3.5	0.4	0.4	0.4	18.8	7.7	7.4
TKA	4,270	4.1	13.5	7.2	0.4	0.4	0.3	0.3	0.3	0.3	8.4	2.4	4.1
VOE	5,966	5.1	5.4	8.6	3.7	3.0	3.9	0.8	0.7	0.7	16.7	13.9	8.0
China													
Baosteel	20,521	9.4	8.8	7.8	5.4	4.7	4.1	0.7	0.7	0.7	7.0	7.2	8.0

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

Financials and valuations

Income statement (consolida	ated)								(INR b)
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Net sales	556.0	701	848	726	796	1,464	1,660	1,960	2,059
Total Expenses	433.4	554	658	615	596	1,074	1,474	1,578	1,664
EBITDA	122.6	147	190	112	200	390	185	382	396
Depn. & Amortization	35.2	34	40	42	47	60	75	86	94
EBIT	87.4	113	149	69	153	330	111	296	302
Net Interest	37.7	37	39	43	40	50	69	78	88
Other income	1.5	2	2	5	6	15	10	21	21
PBT before EO	51.3	78	112	32	119	296	52	238	234
EO income		6		21	1	-7			
PBT after EO	51.3	83	112	53	120	288	58	238	234
Tax	16.7	23	36	12	41	88	15	60	59
Reported PAT	35.8	62	76	40	79	207	41	177	175
Minority interests	0.1	1	1	1	0	-3	0	0	0
Share of Associates	1.2	0	0	-1	0	9	-1	-1	-1
Adj. PAT (after MI & Asso)	35.8	56	76	20	78	214	36	177	175

Cash flow statement (consolidated) (INR b)											
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E		
EBITDA	122.6	147	190	112	200	390	185	382	396		
Non cash exp. (income)	-2.7	2	-1	11	-5	-1	23	0	0		
(Inc)/Dec in Wkg. Cap.	-38.7	-11	-16	16	13	-73	31	-65	-4		
Tax Paid	-2.4	-14	-26	-12	-19	-54	-6	-60	-59		
CF from Op. Activity	78.9	124	146	128	188	263	233	257	333		
(Inc)/Dec in FA + CWIP	-44.4	-47	-102	-128	-93	-100	-147	-190	-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	-4	0	0		
Int. & Dividend Income	1.2	1	2	5	6	6	11	21	21		
Others	0.5	1	-2	-75	75	-58	33	-20	-20		
CF from Inv. Activity	-47.1	-49	-114	-196	-81	-160	-107	-189	-249		
Equity raised/(repaid)	0.0	0	-2	0	0	0	0	0	0		
Debt raised/(repaid)	10.8	-40	67	111	17	-80	51	30	-40		
Dividend (incl. tax)	-2.2	-7	-9	-12	-5	-16	-42	-8	-8		
Interest paid	-35.7	-35	-38	-47	-43	-51	-69	-78	-88		
Other financing	0.0	0	0	0	0	0	0	0	0		
CF from Fin. Activity	-27.1	-82	18	52	-31	-147	-60	-57	-137		
(Inc)/Dec in Cash	4.7	-7	49	-16	76	-44	66	11	-54		
Add: opening Balance	7.3	18	14	63	120	128	174	207	218		
Regrouping	5.9	3	0	73	-67	89	-33	0	0		
Closing Balance	17.9	14	63	120	128	174	207	218	164		

Financials and valuations

Y/E March	FY17	FY18	FY19	FY20	FY21E	FY22	FY23	FY24E	FY25E
	F117	L110	F113	F1ZU	FIZIE	F1ZZ	F123	F1Z4E	FIZSE
Basic (INR) EPS	14.9	23.4	31.8	8.2	32.4	88.6	14.7	73.3	72.3
Cash EPS	29.6	39.8	48.7	34.5	52.1	110.3	48.1	108.7	111.1
BV/Share	94.4	116.2	145.0	152.5	193.5	278.4	271.8	341.7	410.5
DPS	0.8	2.3	3.3	4.1	6.5	17.4	3.4	3.5	4.0
Payout (%)	6.1	9.6	10.2	50.0	20.1	19.6	23.1	4.6	4.8
Valuation (x)	0.1	3.0	10.2	30.0	20.1	15.0	23.1	4.0	4.0
P/E	46.5	29.6	21.8	84.5	21.4	7.8	47.1	9.5	9.6
Cash P/E	23.4	17.4	14.2	20.1	13.3	6.3	14.4	6.4	6.2
P/BV	7.3	6.0	4.8						
				4.5	3.6	2.5	2.5	2.0	1.7
EV/Sales	3.9	3.1	2.6	3.2	2.9	1.5	1.4	1.2	1.1
EV/EBITDA	17.8	14.7	11.8	20.8	11.7	5.7	12.2	6.0	5.8
Dividend Yield (%)	0.1	0.3	0.5	0.6	0.9	2.5	0.5	0.5	0.6
Return Ratios (%)									100
EBITDA Margins (%)	22.0	21.0	22.4	15.4	25.1	26.6	11.2	19.5	19.2
Net Profit Margins (%)	6.4	8.0	9.0	2.7	9.8	14.6	2.1	9.0	8.5
RoE	17.4	22.2	24.4	5.5	18.7	37.5	5.3	23.9	19.2
RoCE (pre-tax)	7.9	9.6	11.0	4.5	8.7	17.4	5.3	12.9	11.9
RoIC (pre-tax)	8.5	10.6	13.0	5.9	13.8	24.2	6.9	17.2	15.6
Working Capital Ratios									
Fixed Asset Turnover (x)	0.8	1.0	1.1	0.9	0.9	1.1	1.2	1.2	1.1
Asset Turnover (x)	0.7	0.9	0.8	0.6	0.6	1.0	1.1	1.1	1.1
Debtor (Days)	27.2	24.5	30.8	22.6	20.6	18.6	15.7	20.0	20.0
Inventory (Days)	74.8	65.6	62.6	69.7	65.3	84.3	72.9	75.0	75.0
Creditors(Days)	25.2	36.0	25.5	40.8	31.6	77.0	84.0	79.0	79.0
Working Capital (Days)	76.8	54.1	67.9	51.5	54.3	25.8	4.5	16.0	16.0
Leverage Ratio (x)									
Current Ratio	2.8	2.2	3.0	2.6	2.1	1.5	1.4	1.5	1.4
Interest Cover Ratio	2.3	3.1	3.8	1.6	3.9	6.6	1.6	3.8	3.4
Debt/Equity	2.3	1.7	1.7	1.8	1.4	0.8	0.9	0.7	0.6
Balance sheet									(INR b)
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	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	655	823	990
Net Worth	226.5	280	348	366	468	673	657	826	992
Minority Interest	-2.5	-5	-5	-6	-6	12	13	14	15
Total Loans	540.2	496	638	780	782	717	793	823	783
Deferred Tax Liability	29.9	26	38	17	35	76	79	80	80
Capital Employed	794.1	797	1,019	1,157	1,278	1,478	1,542	1,743	1,870
Gross Block	663.8	688	775	811	887	1,297	1,417	1,617	1,817
Less: Accum. Deprn.	76.5	110	149	191	238	298	373	458	552
Net Fixed Assets	587.3	578	626	620	649	999	1,045	1,159	1,265
Capital WIP	43.6	60	119	272	326	169	222	212	262
Investments	10.7	12	18	13	86	49	48	68	88
Curr. Assets	238.5	270	385	414	423	748	797	915	887
Inventory	114.0	126	145	139	142	338	331	403	423
Account Receivables	41.5	47	72	45	45	75	71	107	113
Cash and Bank Balance	17.9	14	63	120	128	174	207	218	164
Others	65.2	83	105	110	107	161	187	187	187
Curr. Liability & Prov.	85.9	122	105 129	110 161	205	487	568	611	632
Account Payables	38.5	69	59	81	69	309	382	424	446
Provisions & Others	47.5	53	69	80	136	178	186	186	186
Net Current Assets Appl. of Funds	152.5 794.1	148	256	252	218 1,278	261	228	304	255
		797	1,019	1,157	4 770	1,478	1,542	1,743	1,870

Investment in securities market are subject to market risks. Read all the related documents carefully before investing

Explanation of Investment Rating					
Investment Rating	Expected return (over 12-month)				
BUY	>=15%				
SELL	<-10%				
NEUTRAL	< - 10 % to 15%				
UNDER REVIEW	Rating may undergo a change				
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation				

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate Motilal Oswal Financial Services Limited are available http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

A graph of daily closing prices of securities is available at www.nseindia.com, www.nseindia.com, Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated. from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered brokerdealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

Specific Disclosures

- MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company. MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- Research Analyst has not served as director/officer/employee in the subject company

 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- MOFSL has not received any compensation or other benefits from third party in connection with the research report
- MOFSL has not engaged in market making activity for the subject company

11 20 May 2023

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai-400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085. Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN .: 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.