

# **Vedanta**

Estimate change
TP change
Rating change

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VEDL IN
3717
1034.5 / 12.6
341 / 236
-6/-25/-10
3311
31.9

### Financials & Valuations (INR b)

Y/E March	2023	2024E	2025E
Sales	1,473	1,378	1,457
EBITDA	344.2	311.0	352.5
EBITDA margin	23.4	22.6	24.2
Attr. APAT	107.9	94.2	115.0
Adj. EPS (INR)	29.0	25.3	30.9
EPS Gr (%)	-44.9	-12.7	22.2
BV/Sh. (INR)	106.0	94.4	102.9
Ratios			
Net D:E	1.1	1.5	1.3
RoE (%)	20.6	25.3	31.3
RoCE (%)	21.5	20.6	22.8
Payout (%)	349.9	127.9	72.3
Valuations			
P/E (x)	9.6	11.0	9.0
P/BV	2.6	2.9	2.7
EV/EBITDA (x)	5.3	6.4	5.7
Div. Yield (%)	36.5	11.6	8.0
FCF Yield (%)	18.6	10.0	15.8
·			

# Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22					
Promoter	68.1	68.1	69.7					
DII	10.1	10.3	11.6					
FII	7.6	8.0	8.9					
Others	14.3	13.6	9.8					
FII Includes depository receipts								

CMP: INR278 TP: INR280 (+1%) Neutral

# Revenue in line; marginal miss on EBITDA

- Vedanta (VEDL)'s consolidated net sales stood at INR337b (down 12% YoY), in line with our estimate of INR334b. Revenue was adversely impacted by the reduction in commodity prices and lower volumes, which was partially offset by higher premiums and favorable exchange rate movement.
- VEDL's consolidated EBITDA stood at INR64b (down 37% YoY), 6% miss to our estimate of INR68b. The aluminum vertical was down 19% YoY to INR18b; HZL was down 35% QoQ to INR33b and the oil and gas vertical was down 45% YoY to INR11b. All the verticals (except copper) were profitable during the quarter.
- VEDL's APAT stood at INR9b (down 81% YoY) against our estimate of INR16b. The miss was led by higher finance cost, lower other income, and higher normalized effective tax rate.
- LME prices across the non-ferrous portfolio were down QoQ. Zinc/Lead/ Copper/Aluminum prices were down 19%/1%/5%/6% on a QoQ basis, whereas silver was up 7% QoQ.
- VEDL's net debt stood at ~INR592b and net debt/EBITDA stood at 1.88x in 1QFY24 as against 1.28x as on Mar'23. VEDL paid out INR18.5 as the first interim dividend for FY24.

# Highlights from the management commentary

- VEDL is planning to set up a semiconductor and display glass production facility at Dholera (Gujarat). The company is currently seeking the necessary approvals for the project. Once operationalized, VEDL would augment its product portfolio from being a metals and mining company to a technology company.
- VEDL is expanding its alumina capacity to 5mt from 2mt and smelting capacity to 2.8mt from 2.3mt.
- Alumina CoP is expected to reduce by USD50/t in 2QFY24.
- VEDL has recently acquired the Cudnem iron ore block in Goa, which is expected to bolster its Reserves and Resources (R&R) by 8.3mt
- VEDL is also in the process of enhancing its captive coal capacity by establishing the Radhikapur block, with a Planned Rated Capacity (PRC) of 6mt. The production from this block is expected to commence from 1QFY25.
- Zinc India (HZ) has maintained its mined metal production target of 1,075-1,100kt, refined metal production target of 1,050-1,075kt, and a saleable silver target of 725-750t.

# Valuation and view

 Globally, the commodities market is facing multiple headwinds such as inflationary pressure, monsoon-led seasonal slowdown, muted demand pick-up from China, and a slowdown in the Chinese real estate sector.

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We have largely retained our FY25 EBITDA and APAT forecasts. We reiterate our Neutral rating on VEDL with an SoTP-based TP of INR280. At CMP of INR278, the stock is trading at FY25E EV/EBITDA of 5.7x and FY25E P/B multiple of 2.7x.

# **Quarterly Performance (Consolidated)**

(INR b)

Y/E March		FY2	3			FY24E			FY23	FY24E	FY24E	Vs. Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q	%
Net Sales	386	367	341	379	337	334	352	355	1,473	1,378	334	1
Change (YoY %)	35.9	20.6	0.0	-4.8	-12.7	-8.9	3.2	-6.4	11.0	-6.4		
Change (QoQ %)	-3.0	-5.1	-7.0	11.2	-11.1	-1.0	5.4	0.9				
Total Expenditure	284	290	270	285	273	259	269	266	1,129	1,067	265	3
EBITDA	102.0	77.0	70.7	94.6	64.2	75	83	89	344.2	311	68	(6)
Change (YoY %)	1.8	-25.7	-34.6	-30.6	-37.0	-2.1	17.0	-6.2	-23.2	-9.7		
Change (QoQ %)	-25.2	-24.5	-8.2	33.8	-32.1	17.4	9.8	7.3				
As % of Net Sales	26.4	21.0	20.7	24.9	19.0	22.6	23.5	25.0	23.4	22.6		
Finance cost	12	16	16	18	21	17	17	12	62	67	17	
DD&A	25	26	27	28	26	27	27	28	106	106	28	
Other Income	7	7	7	7	5	7	7	8	29	28	7	
PBT (before EO item)	73	41	35	56	23	39	46	57	205	166	31	(26)
EO exp. (income)	0	-2	-9	13	-18	0	0	0	2	-18		
PBT (after EO item)	73	44	44	43	41	<b>39</b>	46	57	203	183	31	
Total Tax	16.7	16.7	13.0	11.3	7.8	10	12	14	57.7	44		
% Tax	23.0	38.4	29.6	26.4	19.0	25.2	25.2	25.2	28.5	23.8		
Reported PAT	56	27	31	31	33	29	35	43	145	140	23	
Profit from Asso.	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0		
Minority interest	11.7	8.8	6.3	12.5	6.7	7	7	7	39.3	28		
APAT	44	16	16	32	9	22	28	<b>3</b> 6	108	94	16	(47)
Change (YoY %)	-1.3	-66.2	-63.4	-47.8	-80.5	41.3	77.7	10.6	-44.9	-12.7		
Change (QoQ %)	-28.3	-64.4	-0.8	106.1	-73.3	158.6	24.7	28.3				

Sources: MOFSL, Company

Exhibit 1: Business-wise EBITDA (INR b)

Y/E March		FY2	3			FY24E				FY24E	FY24E	Vs. Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q	%
EBITDA	102	77.0	70.7	94.6	64	75	83	89	344	311	68	(6)
Copper	-0.1	0.2	-0.6	0.5	0	0	0	0	0.0	1	0	
Aluminum	22.5	7.6	9.6	18.6	18	19	18	18	58.4	74	16	
Iron ore	3.6	2.1	0.5	3.6	2	1	1	1	9.9	5	2	
Power	0.8	1.4	2.7	3.6	3	3	3	3	8.5	12	2	
Zinc-India	51.4	44.1	37.1	42.6	33	38	44	45	175.1	160	33	
Zinc-Int	5.9	5.9	3.1	4.4	3	3	3	3	19.3	12	3	
Oil & Gas	20.8	20.2	20.0	16.8	11	12	13	13	77.8	50	12	
Steel	0.9	-0.1	-0.7	3.0	0	0	0	0	3.2	1	1	
Others	-3.9	-4.4	-1.2	1.5	-6	-1	-1	5	-7.9	-2	(1)	
Change (YoY %)	1.8	-25.7	-34.6	-30.6	-37.0	-2.1	17.0	-6.2	-23.2	-9.7		
Change (QoQ %)	-25.2	-24.5	-8.2	33.8	-32.1	17.4	9.8	7.3				
As % of Net Sales	26.4	21.0	20.7	24.9	19.0	22.6	23.5	25.0	23.4	22.6		



# **Conference call takeaways**

# **Aluminum CoP and capex:**

Aluminum CoP stood at USD1,932/t (down USD127/t QoQ and USD721/t YoY), which is expected to reduce further in 2QFY24 with: a) lower alumina costing, b) higher operational and buying efficiencies, and c) better volumes.

- VEDL is undertaking multiple expansions to enhance the alumina and aluminum capacities over the next two years, which will augment the alumina capacity to 5mt and smelting capacity to 2.8mt.
- To meet the bauxite requirement, VEDL has recently acquired Sijimalli bauxite mines with proven reserves of ~311mt, which is expected to commence production from 3QFY25.
- VEDL is also strengthening its captive coal requirement and has acquired Kurloi (N), Radhikapur, and Ghogharpalli blocks with PRC of 8mt, 6mt, and 20mt, respectively. All these mines are expected to commence production between two and eight quarters.
- The power requirement at the smelters, including the additional capacity, will be met through captive coal mines.
- The first phase, Train-I, with a capacity of 1.5mt at Lanjigarh, is expected to be operational in 3QFY24. Following that, Train-II, an additional 1.5mt capacity, is projected to be operational by the end of FY24.
- Post expansion, it will take the VAP portfolio of VEDL Aluminum to 90% from 60%.
- Alumina cost was higher in 1QFY24 due to increased utilization of imported bauxite and supply disruptions from OMC. However, with the situation normalizing, the cost is expected to reduce by USD50/t in 2QFY24.

## Zinc India (HZ) Guidance:

- The management has maintained its zinc CoP guidance at USD1,125-1,175/t for FY24 (with focus on lower end of the band) after a cost reduction of USD20/t in 1QFY24.
- HZ targets to clock mined metal production in the range of 1,075-1,100kt and refined metal production in the range of 1,050-1,075kt. The management expects to report saleable silver production in the range of 725-750kt.
- The company expects robust demand for silver, driven by increased demand from industrial manufacturers, higher usage in EVs, and its growing application in RE sectors, among other factors.

## Foray in semiconductor and display glass vertical

- VEDL's foray into the semiconductor and display glass vertical marks a significant transition for the company, evolving it from a pure metal and mining enterprise into a technology-focused company.
- VEDL is planning to set up a first integrated chip facility at Dholera (Gujarat) and is awaiting the government's approval.
- VEDL is set to benefit from the government's PLI scheme, which will provide subsidies covering 50% of its capital expense from the central government and an additional 20% from Gujarat state government.

### **Asset monetization**

- VEDL is contemplating multiple options to monetize various assets such as ESL, iron ore blocks at Karnataka, Odisha and Liberia, Pig iron facility at Goa and coke facilities at Gujarat.
- VEDL has roped in financial consultants and plans to either divest completely or a part of these assets and monetize the same.

# Net zero conglomerate by 2050

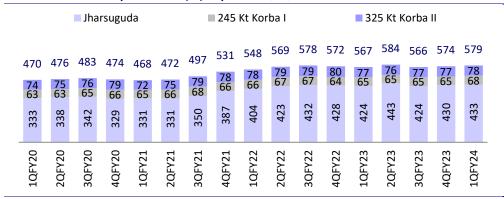
- Since FY21, VEDL has experienced a substantial increase in its usage of RE, quadrupling its renewable energy utilization. At present, the company has agreements in place for a total capacity of 838mw of renewable energy.
- The company has already signed PDA of 1,826mw in Jun'23.
- VEDL aims to reduce its carbon footprint by 25% by FY30 and aims to utilize
   2.5gw of RE power across the group by FY20.
- VEDL aims to be a carbon neutral entity by FY50 and have a PDA of 4gw.

### **Debt and cash balance:**

- Net debt stood at INR592b and cash and cash equivalent stood at INR143b.
- VEDL's Net debt/EBITDA stood at 1.88x (up from 1.3x in Mar'23).
- The average maturity of debt has been three years and the average RoI, which debt carries, stands at ~8.7%.

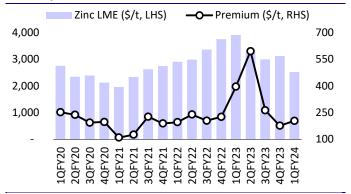
# Story in charts

Exhibit 2: Aluminum production (kt) improved QoQ at 579kt



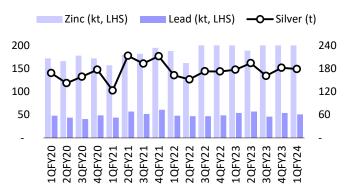
Sources: Company, MOFSL

Exhibit 3: Zinc LME vs Premium (USD/t) – premium stood at USD204/t



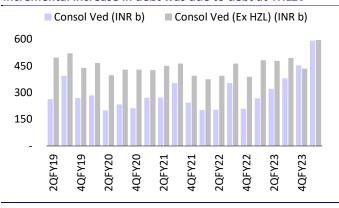
Sources: Company, MOFSL

Exhibit 4: Zinc India volumes (kt) – zinc, lead, and silver volumes



Sources: Company, MOFSL

Exhibit 5: Net debt at Vedanta Consol and ex-HZL (INR b) – incremental increase in debt was due to debt at THLZV



Sources: Company, MOFSL

Exhibit 6: Dividend per share – Board declared its first interim dividend of INR18.5 in 1QFY24

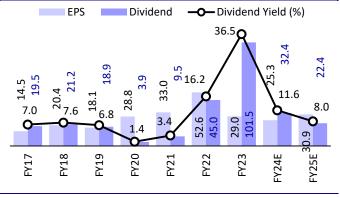
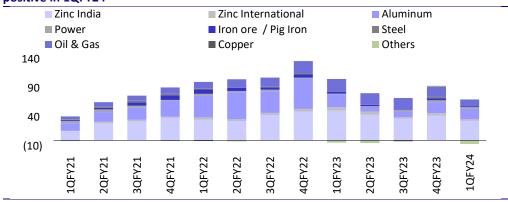


Exhibit 7: EBITDA breakdown by division (INR b) — Except Copper all other verticals were positive in 1QFY24



Sources: Company, MOFSL

Exhibit 8: ROE and RoCE likely to improve in FY24E after touching a low in FY23

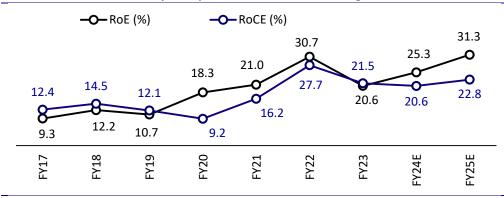


Exhibit 9: Entity-wise debt and cash movements (INR b)

Entity wise Debt	UoM	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24
Gross Debt									
Vedanta Limited	INR b	305	338	367	452	453	452	420	443
Cairn India Holdings Ltd	"	28	28	16	16	10	9	27	26
Zinc India	11	46	100	28	28	21	51	118	93
Zinc International	"	1	3	0	-	-	-	-	-
BALCO	"	20	36	11	10	10	11	11	11
TSPL	"	73	74	70	70	69	69	64	64
ESL	"	-	-	27	26	25	24	23	23
Vedanta Star	"	-	-	-	-	-	-	-	-
Others	"	38	44	11	10	-2	-1	-1	75
<b>Consolidated Vedanta</b>	INR b	510	624	531	611	586	616	662	735
Cash and LI									
Vedanta Limited	INRb	17	30	71	49	40	34	74	14
Cairn India Holdings Ltd	"	21	11	14	29	20	14	16	13
Zinc India	"	237	211	208	243	178	165	101	97
Zinc International	"	5	4	6	8	13	11	7	8
BALCO	"	16	7	7	4	4	4	5	5
TSPL	11	4	1	1	0	1	1	1	1
ESL	11	-	-	-	3	4	2	3	2
Vedanta Star	11	-	-	9	-	-	-	-	-
Others	II .	7	7	6	8	5	5	4	3
<b>Consolidated Vedanta</b>	INR b	307	271	321	343	265	235	209	143
Net Debt									
Vedanta Limited	INR b	288	308	296	403	413	419	347	429
Cairn India Holdings Ltd	"	7	17	2	-13	-10	-6	11	13
Zinc India	"	-191	-110	-180	-214	-157	-114	18	-4
Zinc International	"	-3	-1	-6	-8	-13	-11	-7	-8
BALCO	"	3	29	4	7	6	7	7	6
TSPL	"	69	73	69	69	67	69	63	64
ESL	II .	-	-	27	23	21	22	20	21
Vedanta Star	II .	-	-	-9	-	-	-	-	-
Others	II	31	38	5	2	-7	-6	-5	72
Consol Ved (INR b)	INR b	204	354	210	268	321	381	453	592
Consol Ved (Ex HZL) (INR b)	INR b	395	464	389	482	478	495	435	596

Sources: Company MOFSL

Exhibit 10: Aluminum business summary - INR m

Y/E March		FY2	23			FY2	4E		FY23	FY24E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue	1,46,440	1,34,860	1,18,770	1,23,960	1,19,050	1,21,042	1,24,282	1,24,282	5,24,030	4,88,656
Production (kt) ex trial	567	584	566	574	579	575	575	575	2,291	2,304
Jharsuguda	424	443	424	430	433	435	435	435	1,721	1,738
Balco	143	141	142	144	146	140	140	140	570	566
Sales (kt) incl. trial	556	584	561	574	579	575	575	575	2,275	2,304
NSR (USD/t)	3,341	2,898	2,555	2,627	2,501	2,561	2,561	2,561	2,847	2,546
EBITDA	22,510	7,610	9,640	18,610	18,170	18,908	18,496	17,945	58,370	73,519

Exhibit 11: Oil & Gas - INR m

Y/E March		FY2	3			FY24	1E		FY23	FY24E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Gross volumes - kbpd	148	140	145	137	135	134	134	134	142	134
Rajasthan	127.8	120.8	118.3	112.5	111.9	111.7	111.5	111.2	119.9	111.6
Ravva	11.0	10.0	13.1	13.2	11.7	11.6	11.6	11.6	11.8	11.6
Cambay	9.2	9.7	13.3	10.9	11.0	11.0	11.0	10.9	10.8	11.0
Working interest - kbpd	96.2	91.2	91.6	86.9	86.0	85.7	85.6	85.7	91.5	85.8
Raj. realn USD/bbl	63.1	65.8	76.3	71.8	67.7	67.3	67.3	67.2	69.3	67.4
Revenue - INR m	40,830	38,690	38,100	32,760	28,570	29,518	31,085	30,814	1,50,380	1,19,987
EBITDA - INR m	20,810	20,180	20,040	16,790	11,450	12,023	13,277	13,165	77,820	49,915

Sources: Company, MOFSL

Exhibit 12: Iron Ore - INR m

Y/E March		FY2	3			FY24	1E		FY23	FY24E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Sales Qty ('000 dmt)	1,260	1,300	1,400	1,700	1,100	1,250	1,400	1,500	5,660	5,250
Pig iron	103	121	200	200	213	213	213	213	624	852
Net Sales	13,670	15,060	14,110	22,190	20,380	13,901	14,701	15,051	65,030	64,033
EBITDA	3,630	2,130	540	3,580	1,640	1,119	1,183	1,211	9,880	5,153

Sources: Company, MOFSL

Exhibit 13: Power - INR m

	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY23	FY24E
Sales (m kwh)	3,577	3,615	3,615	4,026	4,265	4,252	4,252	4,252	14,833	17,021
Revenue	16,930	18,440	16,930	18,940	15,880	15,853	15,852	15,852	71,240	63,438
EBITDA	810	1,410	2,710	3,580	2,870	2,879	2,878	2,878	8,510	11,506

Sources: Company, MOFSL

Exhibit 14: Operational Performance – Zinc India (INR b)

Y/E March				FY23				FY24E	FY23	FY24E	FY24E	Vs. Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q	%
Mine prodn. (kt)	252	255	257	301	257	269	278	282	1,062	1,086		
Sales												
Zinc refined (kt)	206	189	210	216	208	211	213	217	821	849		
Lead refined (kt)	54	57	46	54	50	53	55	56	211	214		
Silver (tonnes)	177	194	161	182	179	180	185	188	714	732		
Net Sales	94	83	79	85	73	78	89	91	341	331	74	(1)
Change (YoY %)	43.7	36.2	-1.6	-3.3	-22.4	-6.2	13.1	6.7	15.8	-3.0		
Change (QoQ %)	6.7	-11.2	-5.6	8.2	-14.4	7.4	13.8	2.0				
EBITDA	51	44	37	43	33	38	44	45	175	160	33	1
Change (YoY %)	44.4	32.1	-15.2	-14.2	-34.8	-14.9	18.6	5.2	7.9	-8.8		
Change (QoQ %)	3.5	-14.2	-15.9	14.8	-21.3	12.1	17.2	1.8				
As % of Net Sales	54.7	52.9	47.1	50.0	46.0	48.0	49.4	49.3	51.3	48.3		
Finance cost	0	1	1	2	2	2	2	2	3	9	1	
DD&A	7	8	8	9	8	9	9	9	33	34	9	
Other Income	3	4	3	4	3	2	2	2	14	9	2	
PBT (before EO item)	47	39	32	35	26	29	35	36	153	126	26	
EO exp. (income)	0	0	0	0	0	0	0	0	0	0		
PBT	47	39	32	35	26	29	35	36	153	126	26	
Total Tax	16	12	10	9	6	7	9	9	48	32		
% Tax	33.8	31.7	32.3	26.3	24.8	25.2	25.2	25.2	31.2	25.1		
Reported PAT	31	27	22	26	20	22	26	27	105	94	19	2
Adjusted PAT	31	27	22	26	20	22	26	27	105	94	19	2
Change (YoY %)	55.9	32.9	-20.2	-11.8	-36.5	-19.2	22.8	3.1	9.2	-10.2		
Change (QoQ %)	5.6	-13.3	-19.6	19.8	-24.0	10.3	22.3	0.6				

Exhibit 15: Changes to our assumptions and key financials

	Units		FY24E		FY25E				
		New	Old	% change	New	Old	% change		
Prices									
Copper	\$/t	8,294	8,294	0%	9,100	9,100	0		
Aluminum	II	2,357	2,365	0%	2,450	2,450	0		
Alumina	II .	294	295	0%	294	295	0		
Zinc	II .	2,935	2,935	0%	3,216	3,216	0		
Lead	II .	2,017	2,015	0%	2,000	2,000	0		
Silver	Rs/kg	67,997	68,338	0%	64,174	64,174	0		
Iron ore	\$/t	105	105	0%	100	100	0		
Brent	\$/bbl	78.5	78.5	0%	79.3	79.3	0		
USD/INR		83.3	83.3	0%	83.3	83.3	0		
Sales volume									
Copper	kt	152	152	0%	152	152	0		
Aluminum Division	II .	2,304	2,303	0%	2,301	2,303	0		
Hindustan Zinc									
- Zinc	II .	849	849	0%	867	867	0		
- Lead	II	214	215	-1%	215	215	0		
- Silver	tonnes	732	729	0%	730	730	0		
Zinc International	kt	270	270	0%	270	270	0		
Steel	kt	1,315	1,315	0%	1,950	1,950	0		
Oil	Kboepd	134	136	-1%	129	129	0		
EBITDA/t									
- Hindustan Zinc	\$/t	1,804	1,766	2%	2,147	2,102	2		
- Aluminum	11	383	374	3%	462	458	1		
Change in consolidated F	inancials								
Revenue	Rs bn	1,378	1,397	-1%	1,457	1,448	1		
EBITDA	II	311	317	-2%	352	357	-1		
Adj PAT	п	94	97	-3%	115	118	-3		
EPS	Rs/sh	25.3	26.2	-3%	30.9	31.8	-3		

**Exhibit 16: SoTP valuation** 

(INR b)	EBITDA	EV	EV	Per
	FY24E	EBITDA (x)	FY24E	Share
VEDL (ex HZL)				
Copper	1	6	6	2
Aluminum	88	6	487	131
Iron ore	5	6	28	8
Steel	7	6	37	10
Power	13	6	73	20
Zinc-Int	21	6	113	30
Oil & Gas	26	6	140	38
Sub. Tot.	161	6	885	238
Less: Net Debt			479	129
Equity Value			406	109
Hind. Zinc				
HZL	193	6.0	1,161	312
Add: Net Cash			142	38
Equity Value			1,303	350
INR/share (HZL)			300	
VEDL			INR b	INR/sh
HZL@64.9% (25% Hold Co. discount)			634	171
VEDL (ex HZL)			406	109
Equity value			1,041	
Shares outstanding (b)			3.7	
Target price (INR/sh)			280	

# Exhibit 17: P/B ratio is above +1SD



Exhibit 18: ...however, EV/EBITDA is lower than +1SD



**Exhibit 19: Global comparable valuation** 

	M-Cap		P/E (x)		ΕV	//EBITDA	( <sub>1</sub> / <sub>1</sub> )		D/D /v\			RoE (%)	
	ivi-cap					•	. ,	P/B (x)			` '		
		CY21/	CY22/	CY23/	CY21/	CY22/	CY23/	CY21/	CY22/	CY23/	CY21/	CY22/	CY23/
Company	USD m	FY22	FY23	FY24	FY22	FY23	FY24	FY22	FY23	FY24	FY22	FY23	FY24
Vedanta*	12,783	5.3	9.6	11.0	3.5	5.3	6.4	1.6	2.6	2.9	30.7	20.6	25.3
ВНР	1,54,450	7.3	11.0	12.2	3.9	5.7	5.9	3.0	3.5	3.2	41.2	31.5	27.0
Rio	1,12,759	7.7	9.6	9.7	4.3	5.3	5.1	2.1	2.0	1.8	27.1	20.8	18.6
Glencore	75,410	4.2	8.9	10.3	2.8	4.4	4.2	1.6	1.6	1.5	43.0	16.0	15.5
Anglo	37,560	6.3	9.9	9.4	3.6	4.3	4.3	1.3	1.3	1.2	22.5	13.9	13.4
South 32	11,750	4.8	10.4	9.8	2.5	4.3	4.2	1.2	1.1	1.0	26.2	10.7	11.5

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

# **Financials and valuations**

Income Statement (Consolidated)									INR b
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Net Sales	722	919	920	844	880	1,327	1,473	1,378	1,457
Total Expenses	509	667	689	638	607	879	1,129	1,067	1,105
EBITDA	213	252	231	207	273	448	344	311	352
EBITDA attribute	176	203	189	173	219	368	277	246	275
DDA	63	63	82	91	76	89	106	106	112
EBIT	150	189	149	116	197	359	239	205	241
Finance cost	59	58	57	50	52	48	62	67	60
Other income	46	36	40	25	34	26	29	28	22
РВТ	138	167	132	91	179	337	205	166	203
Tax	38	57	39	-35	22	93	58	44	51
Rate (%)	27.4	34.4	29.2	-38.5	12.2	27.4	28.2	26.4	25.2
PAT	100	109	94	126	157	245	147	122	152
EO expense /Income	-1	8	3	-170	-7	-8	-2	-18	0
PAT (after EO)	99	118	97	-43	150	237	145	140	152
Attrib. PAT (after MI & asso)	54	76	67	107	123	196	108	94	115
Change (YoY %)	-74.9	40.4	-11.0	59.0	14.5	59.4	-44.9	-12.7	22.2

Balance Sheet (Consolidated)									INR b
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Share Capital	4	4	4	4	4	4	4	4	4
Reserves	601	631	619	543	619	650	391	347	379
Net Worth	605	635	623	546	623	654	394	351	383
Total Loans	906	725	835	757	686	534	665	672	662
Deferred Tax Liability	-54	-9	10	-40	-36	-7	-26	-26	-26
Capital Employed	1,597	1,511	1,621	1,435	1,423	1,355	1,133	1,125	1,183
Gross Block	1,641	1,810	2,176	2,182	2,281	2,392	2,525	2,648	2,734
Less: Accum. Deprn.	775	848	1,185	1,276	1,352	1,441	1,547	1,653	1,765
Net Fixed Assets	866	962	991	907	929	951	978	995	969
Capital WIP	177	161	222	168	139	142	174	216	269
Investments	1	2	49	1	2	2	5	5	5
WC. Assets	872	674	723	691	729	840	721	639	682
Inventory	96	120	132	113	99	143	150	140	149
Account Receivables	34	53	77	58	66	82	65	61	65
Cash and Bank Balance	610	338	365	372	331	327	219	151	183
Loans and advances	131	163	149	148	232	288	286	286	286
WC. Liability & Prov.	319	287	365	333	375	580	745	729	743
Trade payables	71	84	92	80	79	215	247	232	245
Provisions & Others	248	203	273	252	296	365	498	498	498
Net WC. Assets	553	386	358	359	354	260	-24	-91	-60
Appl. of Funds	1,597	1,511	1,621	1,435	1,423	1,355	1,133	1,125	1,183

# **Financials and valuations**

Ratios									
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Basic (INR)									
EPS	14.5	20.4	18.1	28.8	33.0	52.6	29.0	25.3	30.9
Cash EPS	31.4	37.3	40.2	53.3	53.5	76.5	57.4	53.9	60.9
BV/Share	162.7	170.7	167.5	146.9	167.4	175.8	106.0	94.4	102.9
DPS	19.5	21.2	18.9	3.9	9.5	45.0	101.5	32.4	22.4
Payout (%)	134.0	104.1	104.0	13.5	28.8	85.5	349.9	127.9	72.3
Valuation (x)									
P/E	19.1	13.6	15.3	9.6	8.4	5.3	9.6	11.0	9.0
Cash P/E	8.8	7.5	6.9	5.2	5.2	3.6	4.8	5.2	4.6
P/BV (inclgoodwill)	1.7	1.6	1.7	1.9	1.7	1.6	2.6	2.9	2.7
EV/Sales	2.0	1.6	1.7	1.8	1.6	1.0	1.0	1.1	1.1
EV/EBITDA	8.1	7.4	8.3	8.7	6.6	3.5	5.3	6.4	5.7
Dividend Yield (%)	7.0	7.6	6.8	1.4	3.4	16.2	36.5	11.6	8.0
Return Ratios (%)									
EBITDA Margins	29.5	27.4	25.1	24.5	31.0	33.8	23.4	22.6	24.2
Net Profit Margins	7.5	8.3	7.3	12.7	14.0	14.7	7.3	6.8	7.9
RoE	9.3	12.2	10.7	18.3	21.0	30.7	20.6	25.3	31.3
RoCE (pre-tax)	12.4	14.5	12.1	9.2	16.2	27.7	21.5	20.6	22.8
RoIC (pre-tax)	15.2	17.5	12.3	10.0	18.3	33.9	24.6	21.7	24.4
<b>Working Capital Ratios</b>									
Fixed Asset Turnover (x)	0.9	1.0	0.9	0.9	1.0	1.4	1.5	1.4	1.5
Receivable (Days)	17	21	30	25	28	22	16	16	16
Inventory (Days)	49	48	52	49	41	39	37	37	37
Trade payable (Days)	36	33	37	35	33	59	61	61	61
Leverage Ratio (x)									
Current Ratio	2.7	2.3	2.0	2.1	1.9	1.4	1.0	0.9	0.9
Interest Cover Ratio	3.4	3.9	3.3	2.8	4.4	8.0	4.3	3.5	4.4
Net Debt/EBITDA	1.4	1.5	2.0	1.9	1.3	0.5	1.3	1.7	1.4
Net Debt/Equity	0.5	0.6	0.8	0.7	0.6	0.3	1.1	1.5	1.3
<b>Cash Flow Statement</b>									INR b
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
EBITDA	213	252	231	207	273	448	344	311	352
Non cash exp. (income)	2	7	11	7	18	6	4	0	0
(Inc)/Dec in Wkg. Cap.	18	-47	21	-9	-30	-48	46	-2	2
Tax paid	-20	-32	-26	-11	-21	-57	-64	-42	-51
CF from Op. Activity	212	180	238	193	240	350	331	267	303
(Inc)/Dec in FA + CWIP	-55	-74	-89	-77	-69	-105	-138	-164	-139
Free Cash Flow	157	107	149	116	171	245	193	103	164
(Pur)/Sale of Investments	27	14	42	42	9	47	92	0	0
Interest & Dividend Income	11	14	9	8	20	19	17	28	22
Investment in subsidiaries	-30	-9	-69	-5	0	0	-3	0	0
Others	0	0	0	0	0	-42	-91	-2	0
CF from Inv. Activity	-47	-55	-107	-31	-40	-81	-122	-138	-118
Equity raised/(repaid)	-1	-2	-1	-1	0	0	0	0	0
Debt raised/(repaid)	66	-173	77	-87	-96	-27	149	-10	-10
Dividend (incl. tax)	-129	-168	-118	-14	-91	-193	-411	-120	-83
Interest paid	-62	-57	-60	-53	-53	-53	-55	-67	-60
Others	0	1	-1	0	1	0	0	0	0
CF from Fin. Activity	-126	-398	-103	-156	-240	-273	-317	-197	-153
	40	-273	28	6	-40	-4	-108	-68	32
(Inc)/Dec in Cash	40	-273	20		-40		100	-00	32
(Inc)/Dec in Cash Add: Opening Balance	570	610	338	365	372	331	327	219	151

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