Steady as she goes

Metals & Mining → Result Update → January 23, 2025



TARGET PRICE (Rs): 2,600

GRAV reported a stable quarterly performance, with Q3FY25 EBITDA of Rs1bn (+0.8% QoQ; +14.0% YoY). The company reported Lead EBITDA/kg of Rs19.03 for Q3 which is at the higher end of the guidance range of Rs18-19. The next leg of expansion is at the Mundra facility, which is expected to commission in 1HFY26. This would result in profitability boost sometime in mid-FY26, resulting in the company broadly achieving its volume growth target of 25%. The management reiterated EBITDA/kg guidance of Rs18-19 for Lead, Rs14 for Aluminium, and Rs10 for Plastic. The company plans bringing gross debt down to nil, and would be open to lever-up for the right M&A opportunities. We make

Gravita India: Financ	ial Snapsh	ot (Consoli	dated)		
Y/E Mar (Rs mn)	FY23	FY24	FY25E	FY26E	FY27E
Revenue	28,886	32,008	39,081	49,442	60,741
EBITDA	2,856	3,236	4,007	5,151	6,265
Adj. PAT	2,011	2,545	3,113	4,169	5,048
Adj. EPS (Rs)	29.1	36.9	43.4	56.5	68.4
EBITDA margin (%)	9.9	10.1	10.3	10.4	10.3
EBITDA growth (%)	35.4	13.3	23.8	28.6	21.6
Adj. EPS growth (%)	44.3	26.5	17.9	30.0	21.1
RoE (%)	41.2	35.7	21.3	18.4	19.0
RoIC (%)	30.4	24.8	24.5	26.1	25.7
P/E (x)	70.7	55.9	47.4	36.5	30.1
EV/EBITDA (x)	50.8	45.2	35.5	28.4	23.2
P/B (x)	24.1	17.0	7.1	6.2	5.3
FCFF yield (%)	0.6	(0.3)	0.1	0.4	0.9

modest changes to our assumptions which results in 3-5% decline to our EBITDA estimates for FY25-27. We revise down our TP to Rs2,600 (down 3.7%).

Source: Company, Emkay Research

Steady quarter; in line with expectations

GRAV reported a stable quarterly performance, with Q3FY25 EBITDA of Rs1bn (+0.8% QoQ; +14.0% YoY). Operating revenue increased by 5.4% sequentially to Rs10.2bn, with Aluminium sales being the key driver of the sequential delta, in line with our estimate of Rs10.1bn. Adjusted EBITDA margin stood at 10.0% for Q3, consistent with the preceding quarters'. The company reported Lead EBITDA/kg of Rs19.03 for Q3 which is at the higher end of the guidance range of Rs18-19. Net profit of Rs779.3mn (+8.2% QoQ; +29.3% YoY).

Earnings call KTAs

Projects: The next leg of expansion is at the Mundra facility, which is expected to commission in H1FY26 (earlier planned by FY25-end). We note there could be a few months of delay, but our sense is that a Q1FY26 commissioning is highly likely. This would result in profitability boost sometime in the middle of FY26, resulting in the company broadly achieving its growth targets of 25%. EBITDA guidance: The management reiterated EBITDA/kg guidance of Rs18-19 for Lead, Rs14 for Aluminium, and Rs10 for Plastic. Balance sheet: The company plans bringing gross debt (Rs3.4bn now) down to nil, and would be open to lever-up for the right M&A opportunities. We estimate the balance sheet to swing into a net cash position of Rs5bn for FY25E, supported by the recent fund-raise of Rs10bn. Diversification: Aluminium, Plastic, and Rubber segments are expected to grow 40% pa and share of Lead is expected to decline.

Earnings changes modest; TP revised down by 3.7% to Rs2,600; BUY

We make modest changes to our assumptions which results in 3-5% decline to our EBITDA estimates for FY25-27. We estimate the company would deliver EBITDA of Rs4bn on a revenue of Rs39bn in FY25. Subsequently, we estimate the company would achieve revenue CAGR of 22% until FY28 vs Company guidance of 25% growth. Likewise, on our numbers, the company would generate ROIC of 23-24% over FY25-28E vs Company guidance of over 25%. We reiterate BUY, while revising down our target price to Rs2,600 (down 3.7%).

Target Price - 12M	Dec-25
Change in TP (%)	(3.7)
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	26.2
CMP (23-Jan-25) (Rs)	2.059.7

Stock Data	Ticker
52-week High (Rs)	2,700
52-week Low (Rs)	730
Shares outstanding (mn)	73.8
Market-cap (Rs bn)	152
Market-cap (USD mn)	1,758
Net-debt, FY25E (Rs mn)	-5,499
ADTV-3M (mn shares)	-
ADTV-3M (Rs mn)	713.4
ADTV-3M (USD mn)	8.3
Free float (%)	40.7
Nifty-50	23,205
INR/USD	86.5
Shareholding, Dec-24	
Promoters (%)	59.3
FPIs/MFs (%)	15.7/5.6

Price Performance					
(%)	1M	3M	12M		
Absolute	(11.5)	(3.7)	112.9		
Rel. to Nifty	(9.4)	1.4	94.9		



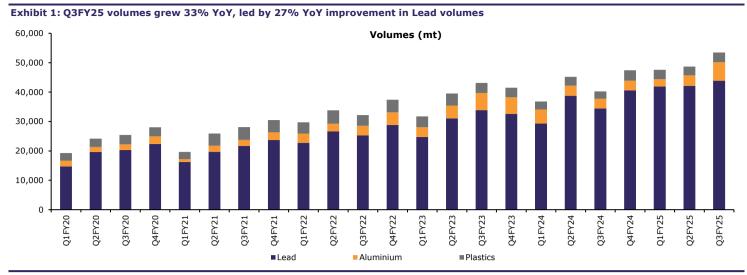
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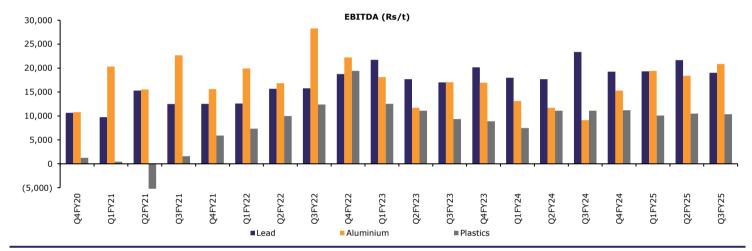
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Source: Company, Emkay Research

Exhibit 2: EBITDA/t of Aluminium increased 129% YoY and 13% sequentially, in Q3



Source: Company, Emkay Research

12,000 10,000 8,000 6,000 4,000 2,000 Q1FY18 Q4FY18 Q2FY20 Q1FY21 Q3FY22 Q1FY24 Q4FY24 Q2FY17 Q2FY23 Q4FY21

■Total Revenue (Rs mn)

Exhibit 3: Total adj revenue grew 32.7% YoY in Q3FY25

Source: Company, Emkay Research

Exhibit 4: Adj EBITDA increased 14.0% YoY in Q3FY25 1,100 1,000 900 800 700 600 500 400 300 200 100 Q1FY18 Q4FY24 Q2FY20 Q3FY22 Q1FY24 Q3FY25 Q4FY18 Q4FY21 Q2FY23 Q1FY21 02FY17 Q3FY19 ■EBITDA (Rs mn)

Source: Company, Emkay Research

Exhibit 5: Modest changes result in 3-5% declines to our EBITDA estimates for FY25-27

	Units		FY25E		FY26E			FY27E		
	Units	New	Old	Chg	New	Old	Chg	New	Old	Chg
Financial metrics										
Net sales	Rs mn	39,080.5	37,808.6	3.4%	49,442.5	49,272.4	0.3%	60,741.0	60,156.5	1.0%
EBITDA	Rs mn	4,007.0	4,121.1	-2.8%	5,150.9	5,404.9	-4.7%	6,265.0	6,579.5	-4.8%
EBIT	Rs mn	3,705.2	3,827.6	-3.2%	4,759.9	5,031.0	-5.4%	5,733.2	6,090.0	-5.9%
Net profit	Rs mn	3,113.4	3,067.1	1.5%	4,169.4	4,098.2	1.7%	5,048.3	5,103.6	-1.1%
EPS	Rs	43.4	44.4	-2.2%	56.5	59.4	-4.8%	68.4	73.9	-7.5%
DPS	Rs	6.5	6.7	-2.2%	8.5	8.9	-4.8%	10.3	11.1	-7.5%
Net debt / (cash)	Rs mn	-5,073.1	4,153.3	-222.1%	-5,121.8	4,465.1	-214.7%	-5,790.6	2,805.8	-306.4%

Source: Company, Emkay Research

Gravita India: Consolidated Financials and Valuations

Profit & Loss					
Y/E Mar (Rs mn)	FY23	FY24	FY25E	FY26E	FY27E
Revenue	28,886	32,008	39,081	49,442	60,741
Revenue growth (%)	30.4	10.8	22.1	26.5	22.9
EBITDA	2,856	3,236	4,007	5,151	6,265
EBITDA growth (%)	35.4	13.3	23.8	28.6	21.6
Depreciation & Amortization	240	380	302	391	532
EBIT	2,617	2,856	3,705	4,760	5,733
EBIT growth (%)	37.5	9.2	29.7	28.5	20.4
Other operating income	0	0	0	0	0
Other income	51	530	315	348	379
Financial expense	391	492	425	285	284
PBT	2,276	2,894	3,595	4,823	5,828
Extraordinary items	0	0	0	0	0
Taxes	235	319	431	579	699
Minority interest	30	31	50	75	80
Income from JV/Associates	0	0	0	0	0
Reported PAT	2,011	2,545	3,113	4,169	5,048
PAT growth (%)	44.3	26.5	22.4	33.9	21.1
Adjusted PAT	2,011	2,545	3,113	4,169	5,048
Diluted EPS (Rs)	29.1	36.9	43.4	56.5	68.4
Diluted EPS growth (%)	44.3	26.5	17.9	30.0	21.1
DPS (Rs)	4.4	5.2	6.5	8.5	10.3
Dividend payout (%)	14.9	14.1	15.0	15.0	15.0
EBITDA margin (%)	9.9	10.1	10.3	10.4	10.3
EBIT margin (%)	9.1	8.9	9.5	9.6	9.4
Effective tax rate (%)	10.3	11.0	12.0	12.0	12.0
NOPLAT (pre-IndAS)	2,346	2,542	3,261	4,189	5,045
Shares outstanding (mn)	69.1	69.1	71.7	73.8	73.8

Source: Company, Emkay Research

Cash flows					
Y/E Mar (Rs mn)	FY23	FY24	FY25E	FY26E	FY27E
PBT	2,276	2,894	3,595	4,823	5,828
Others (non-cash items)	777	628	412	328	437
Taxes paid	(235)	(496)	(431)	(579)	(699)
Change in NWC	(822)	(2,449)	(1,612)	(1,441)	(1,734)
Operating cash flow	1,997	577	1,964	3,131	3,831
Capital expenditure	(1,064)	(980)	(1,800)	(2,520)	(2,500)
Acquisition of business	0	0	0	0	0
Interest & dividend income	7	108	315	348	379
Investing cash flow	(1,054)	(1,578)	(1,320)	(2,172)	(2,121)
Equity raised/(repaid)	0	0	9,810	0	0
Debt raised/(repaid)	(433)	1,997	(3,374)	0	0
Payment of lease liabilities	(8)	(11)	6	7	8
Interest paid	(389)	(482)	(425)	(285)	(284)
Dividend paid (incl tax)	(43)	(295)	(467)	(625)	(757)
Others	(22)	541	6	7	8
Financing cash flow	(887)	1,761	5,550	(903)	(1,034)
Net chg in Cash	56	759	6,193	56	676
OCF	1,997	577	1,964	3,131	3,831
Adj. OCF (w/o NWC chg.)	2,818	3,026	3,576	4,572	5,566
FCFF	933	(404)	164	611	1,331
FCFE	549	(788)	53	674	1,426
OCF/EBITDA (%)	69.9	17.8	49.0	60.8	61.2
FCFE/PAT (%)	27.3	(30.9)	1.7	16.2	28.2
FCFF/NOPLAT (%)	39.8	(15.9)	5.0	14.6	26.4

Source: Company, Emkay Research

Balance Sheet					
Y/E Mar (Rs mn)	FY23	FY24	FY25E	FY26E	FY27E
Share capital	138	138	148	148	148
Reserves & Surplus	5,751	8,236	20,683	24,227	28,518
Net worth	5,889	8,374	20,830	24,374	28,665
Minority interests	128	132	182	257	337
Deferred tax liability (net)	3	2	2	2	2
Total debt	3,477	5,476	2,108	2,115	2,122
Total liabilities & equity	9,497	13,984	23,122	26,748	31,127
Net tangible fixed assets	2,657	3,409	4,435	5,964	8,632
Net intangible assets	3	3	3	3	3
Net ROU assets	73	73	73	73	73
Capital WIP	455	428	900	1,500	800
Goodwill	0	0	0	0	0
Investments [JV/Associates]	11	165	0	0	0
Cash & equivalents	610	1,337	7,607	7,776	8,575
Current assets (ex-cash)	8,243	10,609	12,731	14,752	17,292
Current Liab. & Prov.	2,555	2,040	2,627	3,320	4,248
NWC (ex-cash)	5,688	8,570	10,104	11,433	13,044
Total assets	9,497	13,984	23,122	26,748	31,127
Net debt	2,867	4,139	(5,499)	(5,661)	(6,453)
Capital employed	9,497	13,984	23,122	26,748	31,127
Invested capital	8,421	12,055	14,615	17,473	21,752
BVPS (Rs)	85.3	121.3	290.7	330.2	388.4
Net Debt/Equity (x)	0.5	0.5	(0.3)	(0.2)	(0.2)
Net Debt/EBITDA (x)	1.0	1.3	(1.4)	(1.1)	(1.0)
Interest coverage (x)	0.1	0.1	0.1	0.1	0.0
RoCE (%)	30.6	28.8	21.7	20.5	21.1

Source: Company, Emkay Research

Valuations and key Ra	atios				
Y/E Mar	FY23	FY24	FY25E	FY26E	FY27E
P/E (x)	70.7	55.9	47.4	36.5	30.1
P/CE(x)	66.6	51.2	45.5	35.1	28.7
P/B (x)	24.1	17.0	7.1	6.2	5.3
EV/Sales (x)	5.0	4.6	3.6	3.0	2.4
EV/EBITDA (x)	50.8	45.2	35.5	28.4	23.2
EV/EBIT(x)	58.3	53.9	40.5	32.4	26.8
EV/IC (x)	18.1	12.8	10.3	8.8	7.1
FCFF yield (%)	0.6	(0.3)	0.1	0.4	0.9
FCFE yield (%)	0.4	(0.5)	0.0	0.4	0.9
Dividend yield (%)	0.2	0.3	0.3	0.4	0.5
DuPont-RoE split					
Net profit margin (%)	7.0	7.9	8.0	8.4	8.3
Total asset turnover (x)	3.3	2.7	2.1	2.0	2.1
Assets/Equity (x)	1.8	1.6	1.3	1.1	1.1
RoE (%)	41.2	35.7	21.3	18.4	19.0
DuPont-RoIC					
NOPLAT margin (%)	8.1	7.9	8.3	8.5	8.3
IC turnover (x)	0.0	0.0	0.0	0.0	0.0
RoIC (%)	30.4	24.8	24.5	26.1	25.7
Operating metrics					
Core NWC days	80.2	98.5	95.0	85.0	78.8
Total NWC days	80.2	98.5	95.0	85.0	78.8
Fixed asset turnover	9.1	7.5	7.1	7.0	6.3
Opex-to-revenue (%)	11.1	9.9	9.5	9.2	8.8

Source: Company, Emkay Research

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (INR)	TP (INR)	Rating	Analyst
22-Oct-24	2,174	2,700	Buy	Amit Lahoti
12-Sep-24	2,331	2,700	Buy	Amit Lahoti
10-Sep-24	2,291	1,650	Buy	Amit Lahoti
22-Jul-24	1,449	1,650	Buy	Sabri Hazarika
03-May-24	948	1,345	Buy	Sabri Hazarika
25-Jan-24	943	1,325	Buy	Sabri Hazarika
30-Nov-23	1,119	1,300	Buy	Sabri Hazarika
02-Nov-23	1,049	1,300	Buy	Sabri Hazarika
25-Jul-23	670	915	Buy	Sabri Hazarika
04-May-23	564	650	Buy	Sabri Hazarika
01-May-23	508	650	Buy	Sabri Hazarika
25-Jan-23	510	600	Buy	Sabri Hazarika
04-Nov-22	366	445	Buy	Sabri Hazarika
14-Sep-22	319	445	Buy	Sabri Hazarika
04-Aug-22	280	430	Buy	Sabri Hazarika
10-Jun-22	285	430	Buy	Sabri Hazarika
22-May-22	286	430	Buy	Sabri Hazarika

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

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Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.
BUY	>15% upside
ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	<15% downside

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