

REDUCETP: Rs 1,180 | ▲ 1%

ASTRAL POLY TECHNIK

Plastic Products

07 November 2020

Reasonably good quarter; outlook improving

Astral Poly Technik's (ASTRA) consolidated revenue grew 10% YoY in Q2FY21, aided by 31% growth in the adhesives segment whereas pipes grew 4% (volumes up 2%). EBITDA margins expanded 170bps YoY to 19.2% led by the pipe business, supporting EBITDA/PBT growth of 21%/31% YoY. Management expects margins to improve and also guided for better growth in H2 based on a strong October performance. We raise FY21-FY23 EBITDA estimates by 10-27% and roll to a new Dec'21 TP of Rs 1,180 (from Rs 975). Maintain REDUCE on limited upside.

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Adhesives growth strong, pipes subdued: ASTRA's Q2 consolidated revenue grew 10% YoY to Rs 7.5bn, aided by growth in the adhesives segment. PVC pipe standalone revenues increased 4% YoY (volumes up 2%), but the adhesives business grew 31% due to benefits arising out of a change in distribution model undertaken in FY20. Management expects a better H2FY21 due to opening up of the economy. October was a strong month with pipes/adhesives witnessing 85%/55% YoY growth.

Piping business bolsters margins: ASTRA's operating margins swelled 170bps YoY to 19.2% in Q2, aided by a superior showing in the piping segment, which fuelled EBITDA/PBT growth of 21%/31% YoY. Pipe margins increased ~200bps YoY to 20.3% backed by rising PVC prices, and management expects profitability to remain robust. Adhesive margins increased ~135bps to 15.1% due to operating leverage. Management believes margins in the adhesive segment can improve further due to operating leverage.

Maintain REDUCE: We raise FY21-FY23 EBITDA estimates by 10-27% due to better margin guidance in both segments. Our PAT forecasts rise by 13-41% for the period. Though we like ASTRA for its strong brand name, wide reach and robust balance sheet, valuations at 39.6x FY23E P/E leave limited upside.

KEY FINANCIALS

Y/E 31 Mar	FY19A	FY20A	FY21E	FY22E	FY23E
Total revenue (Rs mn)	25,073	25,779	27,829	33,729	39,545
EBITDA (Rs mn)	3,853	4,441	4,742	5,842	6,972
Adj. net profit (Rs mn)	1,992	2,498	2,793	3,647	4,439
Adj. EPS (Rs)	13.2	16.6	18.5	24.2	29.5
Adj. EPS growth (%)	17.4	25.4	11.8	30.6	21.7
Adj. ROAE (%)	17.4	18.0	17.5	20.0	21.1
Adj. P/E (x)	88.2	70.3	62.9	48.2	39.6
EV/EBITDA (x)	46.1	39.9	37.3	30.1	25.0

Source: Company, BOBCAPS Research

Ticker/Price	ASTRA IN/Rs 1,166
Market cap	US\$ 2.4bn
Shares o/s	151mn
3M ADV	US\$ 2.3mn
52wk high/low	Rs 1,315/Rs 746
Promoter/FPI/DII	56%/18%/26%

Source: NSE

STOCK PERFORMANCE



Source: NSE





FIG 1 - CONSOLIDATED QUARTERLY PERFORMANCE

(Rs mn)	Q2FY21	Q2FY20	Y ₀ Y (%)	Q1FY21	Q ₀ Q (%)	H1FY21	H1FY20	Y ₀ Y (%)
Total revenues	7,471	6,783	10.1	4,039	85.0	11,510	12,849	(10.4)
Total raw material consumed	4,609	4,163	10.7	2,649	74.0	7,258	8,042	(9.7)
% of sales	61.7	61.4	32bps	65.6	(389bps)	63.1	62.6	47bps
Employee exps	485	473	2.5	426	13.8	911	904	0.8
% of sales	6.5	7.0	(48bps)	10.5	(406bps)	7.9	7.0	88bps
Other exp	941	957	(1.7)	421	123.5	1,362	1,782	(23.6)
% of sales	12.6	14.1	(151bps)	10.4	217bps	11.8	13.9	(204bps)
Total expenditure	6,035	5,593	7.9	3,496	72.6	9,531	10,728	(11.2)
% of sales	80.8	82.5	(168bps)	86.6	(578bps)	82.8	83.5	(69bps)
EBITDA	1,436	1,190	20.7	543	164.5	1,979	2,121	(6.7)
% of sales	19.2	17.5	168bps	13.4	578bps	17.2	16.5	69bps
Depreciation	288	272	5.9	285	1.1	573	516	11.0
Other income	49	30	63.3	39	25.6	88	98	(10.2)
Interest cost	30	57	(47.4)	48	(37.5)	78	120	(35.0)
PBT	1,167	891	31.0	249	368.7	1,416	1,583	(10.5)
Taxes	283	34	732.4	25	1032.0	308	236	30.5
Effective tax rate (%)	24.3	3.8	2043bps	10.0	1421bps	21.8	14.9	684bps
RPAT before extraordinaries	884	857	3.2	224	294.6	1,108	1,347	(17.7)
Less: forex loss/(gain)	(39)	32	(221.9)	11	(454.5)	(28)	42	(166.7)
Less: minority int	(12)	(2)	500.0	(4)	200.0	(16)	(9)	77.8
Less: Loss from JV	44	2	2,100.0	10	340.0	54	4	1,250.0
APAT	828	853	(2.9)	210	294.3	1,038	1,334	(22.2)
RPAT	867	821	5.6	199.0	335.7	1,066	1,292	(17.5)

Source: Company, BOBCAPS Research

FIG 2 - CONSOLIDATED SEGMENTAL PERFORMANCE

Particulars (Rs mn)	Q2FY21	Q2FY20	Y ₀ Y (%)	Q1FY21	Q ₀ Q (%)	H1FY21	H1FY20	Y ₀ Y (%)
Net Sales								
Plastics	5,503	5,284	4.1	3,093	78	8,596	9,848	(12.7)
Adhesives	1,968	1,499	31.3	946	108	2,914	3,001	(2.9)
Total	7,471	6,783	10.1	4,039	85	11,510	12,849	(10.4)
EBIT								
Plastics	871	774	12.5	231	277	1,102	1,240	(11.1)
Adhesives	293	186	57.5	41	615	334	407	(17.9)
Total	1,164	960	21.3	272	328	1,436	1,647	(12.8)
EBIT Margin (%)								
Plastics	15.8	14.6	118bps	7.5	836bps	12.8	12.6	23bps
Adhesives	14.9	12.4	248bps	4.3	1,055bps	11.5	13.6	(210bps)



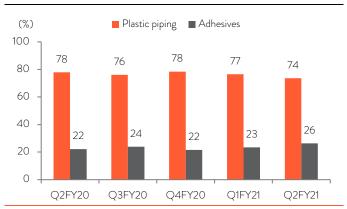
FIG 3 - STANDALONE QUARTERLY PERFORMANCE

(Rs mn)	Q2FY21	Q2FY20	Y ₀ Y (%)	Q1FY21	Q ₀ Q (%)	H1FY21	H1FY20	Y ₀ Y (%)
Total revenues	5,670	5,446	4.1	3,165	79.1	8,835	10,171	(13.1)
Total raw material consumed	3,522	3,429	2.7	2,144	64.3	5,666	6,558	(13.6)
% of sales	62.1	63.0	(85bps)	67.7	(562bps)	64.1	64.5	(35bps)
Employee exps	272	275	(1.1)	247	10.1	519	525	(1.1)
% of sales	4.8	5.0	(25bps)	7.8	(301bps)	5.9	5.2	71bps
Other exp	723	744	(2.8)	304	137.8	1,027	1,358	(24.4)
% of sales	12.8	13.7	(91bps)	9.6	315bps	11.6	13.4	(173bps)
Total expenditure	4,517	4,448	1.6	2,695	67.6	7,212	8,441	(14.6)
% of sales	79.7	81.7	(201bps)	85.2	(549bps)	81.6	83.0	(136bps)
EBITDA	1,153	998	15.5	470	145.3	1,623	1,730	(6.2)
% of sales	20.3	18.3	201bps	14.8	549bps	18.4	17.0	136bps
Depreciation	239	225	6.2	236	1.3	475	429	10.7
Other income	39	27	44.4	30	30.0	69	86	(19.8)
Interest cost	19	43	(55.8)	36	(47.2)	55	95	(42.1)
PBT	934	757	23.4	228	309.6	1,162	1,292	(10.1)
Taxes	245	26	842.3	55	345.5	300	212	41.5
Effective tax rate (%)	26.2	3.4	2,280bps	24.1	211bps	25.8	16.4	941bps
APAT	689	731	(5.7)	173	298.3	862	1,080	(20.2)
extraordinary items	(70)	0	NA	0	NA	(70)	0	NA
Forex	42	(34)	(223.5)	(8)	(625.0)	34	(42)	(181.0)
RPAT	661	697	(5.2)	165	300.6	826	1,038	(20.4)

Source: BOBCAPS Research, Company

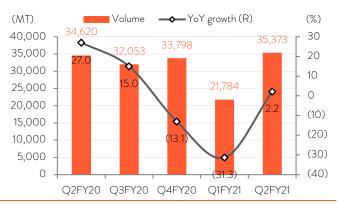


FIG 4 - CONSOLIDATED REVENUE MIX



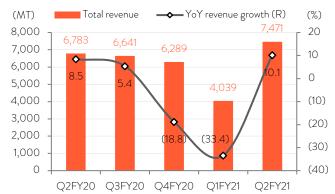
Source: Company, BOBCAPS Research

FIG 5 - PIPING VOLUME GROWTH



Source: Company, BOBCAPS Research | *Includes Rex volumes

FIG 6 - CONSOLIDATED REVENUE GROWTH



Source: Company, BOBCAPS Research

FIG 7 - CONSOLIDATED EBITDA GROWTH



Source: Company, BOBCAPS Research

FIG 8 - STANDALONE PIPING REVENUE GROWTH



Source: Company, BOBCAPS Research

FIG 9 - STANDALONE PIPING EBITDA GROWTH

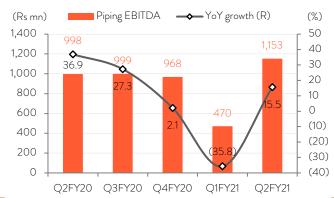
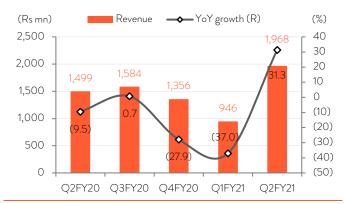


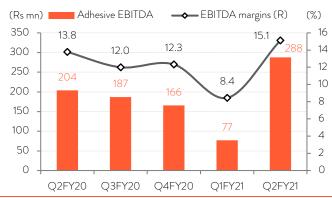


FIG 10 - STANDALONE ADHESIVES REVENUE GROWTH



Source: Company, BOBCAPS Research

FIG 11 – STANDALONE ADHESIVES EBITDA MARGIN





Earnings call highlights

- ASTRA saw demand recovery from September for the pipe segment and this
 trend has continued in October. Being primarily a plumbing company,
 demand revival in its pipe segment has lagged that in the agricultural pipe
 market. Opening up of metro cities should now bolster plumbing demand.
- Construction activity has started to improve with many migrant workers returning. The infrastructure sector was slow till September but has now started to revive, which should aid demand for REX pipes.
- New product launches in both the pipe and adhesive segments are on the anvil for the next quarter.
- Management is looking to grow profitability faster than revenue going ahead.
- ASTRA expects the new pipe facility in Odisha to become operational by Q2FY22. With this, the company will save significantly on transportation cost, raising its competitiveness in India's eastern markets.
- The company is net-debt free and has surplus cash of Rs 1.2bn as of 30 Sep 2020. ASTRA plans to work out a dividend policy by end-FY21 given robust cash generation.
- Working capital discipline will be maintained which should aid further balance sheet improvement.

Piping segment

- The company had some inventory gains in the quarter due to rising PVC prices, albeit limited given that a bulk of its revenues come from the CPVC segment.
- A majority of its PVC resin procurement is from from Reliance Industries.
- Pipe demand in October has been strong with 85% value growth YoY and volume growth of 67-68% YoY.
- Management does not see any pressure on margins and has guided for robust profitability going ahead too.

Adhesive segment

- Channel correction in FY20 is now reaping results and the company expects adhesives to continue seeing robust growth (up 55% YoY in October).
- Margins here should improve with operations scaling up.
- The company targets revenues of Rs 10bn from the adhesives business over the next 3-4 years.



Valuation methodology

ASTRA is among the leading players in India's CPVC/PVC plumbing pipe market. The company has a wide-ranging product portfolio, robust brand name and large distribution reach that will enable it to benefit from gradual formalisation of the market post GST and e-way bill implementation. Its recent foray into adhesives further boosts growth prospects.

In light of the better profitability guidance, we increase FY21-FY23 EBITDA estimates by 10-27% and PAT estimates by 13-41%. We continue to value the stock at 42x one-year forward P/E and roll forward to a revised Dec'21 target price of Rs 1,180 (earlier Rs 975). Though we like ASTRA for its strong balance sheet and comprehensive product portfolio, we believe current valuations at 39.6x FY23E P/E offer little upside and thus maintain REDUCE.

FIG 12 - REVISED ESTIMATES

(D)		Old			New			Change (%))
(Rs mn)	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E
Revenue	24,376	30,543	36,554	27,829	33,729	39,545	14.2	10.4	8.2
EBITDA	3,721	5,117	6,330	4,742	5,842	6,972	27.4	14.2	10.1
PAT	1,979	3,057	3,916	2,793	3,647	4,439	41.2	19.3	13.4

Source: BOBCAPS Research

FIG 13 - RELATIVE STOCK PERFORMANCE



Source: NSE

Key risks

Key upside risks to our estimates are:

- above-expected growth in the housing market, and
- lower raw material prices, leading to better profitability.



FINANCIALS

Income Statement

Y/E 31 Mar (Rs mn)	FY19A	FY20A	FY21E	FY22E	FY23E
Total revenue	25,073	25,779	27,829	33,729	39,545
EBITDA	3,853	4,441	4,742	5,842	6,972
Depreciation	(814)	(1,079)	(1,168)	(1,274)	(1,381)
EBIT	3,039	3,362	3,574	4,567	5,592
Net interest income/(expenses)	(320)	(394)	(130)	(48)	(15)
Other income/(expenses)	97	115	176	200	240
EBT	2,816	3,083	3,619	4,720	5,817
Income taxes	(808)	(568)	(796)	(1,038)	(1,338)
Extraordinary items	(34)	(19)	0	0	0
Min. int./Inc. from associates	(15)	(17)	(30)	(35)	(40)
Reported net profit	1,958	2,479	2,793	3,647	4,439
Adjustments	34	19	0	0	0
Adjusted net profit	1,992	2,498	2,793	3,647	4,439

Balance Sheet

Y/E 31 Mar (Rs mn)	FY19A	FY20A	FY21E	FY22E	FY23E
Accounts payables	3,897	4,754	4,270	5,083	5,959
Other current liabilities	758	563	1,067	1,294	1,408
Provisions	124	92	83	101	119
Debt funds	2,753	1,856	750	200	100
Equity capital	120	151	151	151	151
Reserves & surplus	12,657	14,878	16,826	19,370	22,466
Shareholders' fund	12,777	15,029	16,977	19,521	22,617
Total liabilities and equities	20,459	22,462	23,346	26,431	30,476
Cash and cash eq.	981	1,301	1,146	2,403	4,448
Accounts receivables	3,391	2,278	3,812	4,620	5,417
Inventories	3,958	5,404	4,727	5,360	6,284
Other current assets	798	913	762	924	1,083
Investments	2	2	2	2	2
Net fixed assets	10,634	12,194	12,526	12,752	12,872
CWIP	808	444	444	444	444
Intangible assets	421	355	355	355	355
Deferred tax assets, net	(533)	(429)	(429)	(429)	(429)
Total assets	20,459	22,462	23,346	26,431	30,476



Cash Flows

Y/E 31 Mar (Rs mn)	FY19A	FY20A	FY21E	FY22E	FY23E
Net income + Depreciation	2,772	3,558	3,961	4,921	5,820
Interest expenses	320	394	130	48	15
Non-cash adjustments	0	0	0	0	0
Changes in working capital	(421)	181	(695)	(546)	(872)
Other operating cash flows	0	0	0	0	0
Cash flow from operations	2,671	4,133	3,396	4,423	4,963
Capital expenditures	(3,438)	(2,085)	(1,500)	(1,500)	(1,500)
Change in investments	(2)	(1)	0	0	0
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(3,440)	(2,085)	(1,500)	(1,500)	(1,500)
Equities issued/Others	25	0	0	0	0
Debt raised/repaid	862	(897)	(1,106)	(550)	(100)
Interest expenses	(320)	(394)	(130)	(48)	(15)
Dividends paid	(188)	(240)	(845)	(1,103)	(1,343)
Other financing cash flows	935	(198)	30	35	40
Cash flow from financing	1,314	(1,729)	(2,051)	(1,666)	(1,418)
Changes in cash and cash eq.	545	320	(155)	1,257	2,045
Closing cash and cash eq.	981	1,301	1,146	2,403	4,448

Per Share

Y/E 31 Mar (Rs)	FY19A	FY20A	FY21E	FY22E	FY23E
Reported EPS	13.0	16.5	18.5	24.2	29.5
Adjusted EPS	13.2	16.6	18.5	24.2	29.5
Dividend per share	1.0	1.0	4.6	6.1	7.4
Book value per share	84.8	99.8	112.7	129.6	150.1

Valuations Ratios

Y/E 31 Mar (x)	FY19A	FY20A	FY21E	FY22E	FY23E
EV/Sales	7.1	6.9	6.4	5.2	4.4
EV/EBITDA	46.1	39.9	37.3	30.1	25.0
Adjusted P/E	88.2	70.3	62.9	48.2	39.6
P/BV	13.7	11.7	10.3	9.0	7.8

DuPont Analysis

Y/E 31 Mar (%)	FY19A	FY20A	FY21E	FY22E	FY23E
Tax burden (Net profit/PBT)	70.7	81.0	77.2	77.3	76.3
Interest burden (PBT/EBIT)	92.7	91.7	101.3	103.3	104.0
EBIT margin (EBIT/Revenue)	12.1	13.0	12.8	13.5	14.1
Asset turnover (Revenue/Avg TA)	136.0	120.1	121.5	135.5	139.0
Leverage (Avg TA/Avg Equity)	1.6	1.5	1.4	1.4	1.4
Adjusted ROAE	17.4	18.0	17.5	20.0	21.1

Source: Company, BOBCAPS Research | Note: TA = Total Assets



Ratio Analysis

Y/E 31 Mar	FY19A	FY20A	FY21E	FY22E	FY23E
YoY growth (%)					
Revenue	19.1	2.8	8.0	21.2	17.2
EBITDA	21.6	15.3	6.8	23.2	19.4
Adjusted EPS	17.4	25.4	11.8	30.6	21.7
Profitability & Return ratios (%)					
EBITDA margin	15.4	17.2	17.0	17.3	17.6
EBIT margin	12.1	13.0	12.8	13.5	14.1
Adjusted profit margin	7.9	9.7	10.0	10.8	11.2
Adjusted ROAE	17.4	18.0	17.5	20.0	21.1
ROCE	15.5	16.8	15.9	18.8	20.1
Working capital days (days)					
Receivables	47	40	40	46	46
Inventory	83	107	103	85	83
Payables	64	74	71	61	62
Ratios (x)					
Gross asset turnover	2.2	1.8	1.7	1.9	2.1
Current ratio	1.5	1.6	1.8	2.0	2.3
Net interest coverage ratio	9.5	8.5	27.4	96.2	372.8
Adjusted debt/equity	0.1	0.0	0.0	(0.1)	(0.2)



Disclaimer

Recommendations and Absolute returns (%) over 12 months

BUY - Expected return >+15%

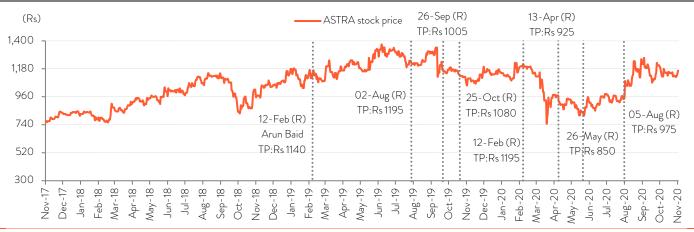
ADD - Expected return from >+5% to +15%

REDUCE - Expected return from -5% to +5%

SELL - Expected return <-5%

Note: Recommendation structure changed with effect from 1 January 2018 (Hold rating discontinued and replaced by Add / Reduce)

RATINGS AND TARGET PRICE (3-YEAR HISTORY): ASTRAL POLY TECHNIK (ASTRA IN)



B - Buy, A - Add, R - Reduce, S - Sell

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