

REDUCE TP: Rs 450 | ¥ 1%

FUTURE SUPPLY CHAIN SOLUTIONS

Logistics

10 February 2020

Limited growth visibility; cut to REDUCE

Future Supply Chain (FSCSL) reported yet another weak quarter as standalone Q3FY20 revenue/EBITDA declined 5%/15% YoY (adj. for Ind-AS 116), causing a 59% drop in adj. PAT. Its anchor client is scaling back expansion and optimising supply chain spends, prompting FSCSL to consolidate its warehousing network by ~1mn sq ft. This casts a shadow on near-to-midterm growth prospects, prompting us to slash FY21-FY22 EPS by ~23-25%. We cut our Mar'21 TP to Rs 450 (vs. Rs 680) set at 19x FY22E EPS and downgrade the stock from BUY to REDUCE.

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Growth engines stuttering: Both FSCSL's key business segments witnessed sharp growth deceleration in Q3. Contract logistics grew at a meagre 0.4% YoY - the slowest since the Q3FY18 IPO, and express revenue fell 21% YoY, substantially underperforming other listed competitors. Insipid demand from anchor customers and discontinuation of an unprofitable non-anchor client hindered revenue growth for the quarter.

Limited growth visibility: To improve its cash flow and productivity, FSCSL's key anchor client (~60% of revenue comes from anchor clients) is closing nonprofitable stores across formats and does not envisage any net space addition in the near future. Its transition to the food distribution centres set up by FSCSL has been delayed as well. Moreover, it is also aiming to reduce its supply chain spends. These headwinds have compelled FSCSL to close ~1mn sq ft of existing warehousing space and to cut its targeted net space addition guidance for FY21 from ~2.5-3mn sq ft to nil, limiting revenue growth visibility.

Downgrade to REDUCE: The sudden downshift in expansion strategy prompts us to slash EPS estimates for the company by 23-25% in FY21-FY22. We also cut our target P/E multiple to 19x vs. 22x earlier, leading to a reduced Mar'21 TP of Rs 450 (vs. Rs 680 earlier). Downgrade to REDUCE from BUY.

3M ADV US\$ 0.2mn 52wk high/low Rs 711/Rs 435 Promoter/FPI/DII 48%/3%/16%

FSCSL IN/Rs 453

US\$ 253.8mn

40mn

Source: NSE

Ticker/Price

Market cap

Shares o/s

STOCK PERFORMANCE



Source: NSE

KEY FINANCIALS

Y/E 31 Mar	FY18A	FY19A	FY20E	FY21E	FY22E
Total revenue (Rs mn)	8,319	11,128	12,200	13,702	16,049
EBITDA (Rs mn)	1,332	1,485	1,355	1,689	2,140
Adj. net profit (Rs mn)	903	964	503	690	1,043
Adj. EPS (Rs)	22.5	24.0	11.5	15.7	23.7
Adj. EPS growth (%)	92.8	6.7	(52.4)	37.2	51.0
Adj. ROAE (%)	21.8	17.0	6.7	7.4	10.2
Adj. P/E (x)	20.1	18.8	39.5	28.8	19.1
EV/EBITDA (x)	14.0	12.2	13.6	10.6	7.6



FIG 1 - QUARTERLY PERFORMANCE - STANDALONE (EXCL. IND-AS 116 IMPACT)

Y/E Mar (Rs mn)	Q3FY20	Q3FY19	Y ₀ Y (%)	Q2FY20	Q ₀ Q (%)	9MFY20	9MFY19	Y ₀ Y (%)
Total revenues	2,831	2,983	(5.1)	3,125	(9.4)	8,944	8,107	10.3
Cost of logistics services	1,993	2,084	(4.4)	2,277	(12.5)	6,481	5,624	15.2
% of sales	70.4	69.9	53bps	72.9	(249bps)	72.5	69.4	308bps
Employee expenses	242	263	(7.9)	250	(2.9)	757	730	3.6
% of sales	8.6	8.8	(26bps)	8.0	57bps	8.5	9.0	(55bps)
Other expenses	264	246	7.2	269	(1.9)	770	697	10.6
% of sales	9.3	8.3	107bps	8.6	71bps	8.6	8.6	2bps
Total expenditure	2,499	2,594	(3.6)	2,796	(10.6)	8,008	7,051	13.6
EBITDA	332	390	(14.8)	329	1.1	936	1,055	(11.3)
EBITDA margin (%)	11.7	13.1	(133bps)	10.5	121bps	10.5	13.0	(255bps)
Depreciation	163	104	56.1	158.9	2.7	470	303	55.1
EBIT	169	285	(40.7)	170	(0.5)	466	752	(38.1)
Interest expenses	162	60	168.6	86.6	87.4	324	98	228.5
Other income	96	24	301.4	14.3	569.4	123	45	177.2
PBT	102	249	(59.1)	97	4.4	265	698	(62.1)
PBT margin	3.6	8.3	(474bps)	3.1	47bps	3.0	8.6	(565bps)
Exceptional item	(531)	-	NM	-	NM	(531)	-	NM
Income tax	-	-	-	-	-	-	-	-
Reported PAT	(429)	249	(272.8)	97	(540.6)	(266)	698	(138.1)
Adjustments	531	-	NM	-	NM	531	-	NM
Adj. PAT	102	249	(59.1)	97	4.4	265	698	(62.1)
Adj. PAT margin (%)	3.6	8.3	(474bps)	3.1	47bps	3.0	8.6	(565bps)
Adjusted EPS	2.3	6.2	(62.6)	2.4	(4.6)	6.0	17.4	(65.4)

Source: Company, BOBCAPS Research | PBT includes an item termed gain on re-assessment of Rs 0.9mn

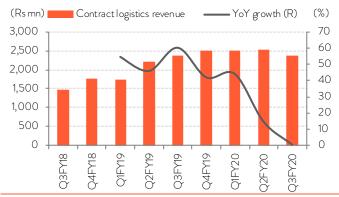
FIG 2 – QUARTERLY PERFORMANCE – STANDALONE (AS REPORTED, INCL. IND-AS 116 IMPACT)

Y/E Mar (Rs mn)	Q3FY20	Q3FY19	Y ₀ Y (%)	Q2FY20	Q ₀ Q (%)	9MFY20	9MFY19	Y ₀ Y (%)
Total revenues	2,831	2,983	(5.1)	3,125	(9.4)	8,944	8,107	10.3
Cost of logistics services	1,670	2,084	(19.9)	1,971	(15.3)	5,561	5,624	(1.1)
% of sales	59.0	69.9	(1,087bps)	63.1	(410bps)	62.2	69.4	(721bps)
Employee expenses	242	263	(7.9)	250	(2.9)	757	730	3.6
% of sales	8.6	8.8	(26bps)	8.0	57bps	8.5	9.0	(55bps)
Other expenses	257	246	4.5	263	(2.3)	753	697	8.1
% of sales	9.1	8.3	83bps	8.4	66bps	8.4	8.6	(17bps)
Total expenditure	2,170	2,594	(16.3)	2,484	(12.7)	7,071	7,051	0.3
EBITDA	661	390	69.8	640	3.3	1,874	1,055	77.6
EBITDA margin (%)	23.4	13.1	1,030bps	20.5	287bps	20.9	13.0	793bps
Depreciation	412	104	294.1	410.9	0.2	1,211	303	299.7
EBIT	250	285	(12.4)	229	8.8	662	752	(11.9)
Interest expenses	236	60	290.9	155.8	51.6	555	98	463.0
Other income	96	24	301.4	14.3	569.4	123	45	177.2
PBT	109	249	(56.0)	88	24.4	231	698	(66.9)
PBT margin (%)	3.9	8.3	(447bps)	2.8	105bps	2.6	8.6	(603bps)
Exceptional item	(531)	-	NM	-	NM	(531)	-	NM
Income tax	-	-	-	-	-	-	-	-
Reported PAT	(422)	249	(269.7)	88	(579.3)	(300)	698	(142.9)
Adjustments	531	-	NM	-	NM	531	-	NM
Adj. PAT	109	249	(56.0)	88	24.4	231	698	(66.9)
Adj. PAT margin (%)	3.9	8.3	(447bps)	2.8	105bps	2.6	8.6	(603bps)
Adjusted EPS	2.5	6.2	(59.8)	2.2	13.6	5.3	17.4	(69.8)

Source: Company, BOBCAPS Research | PBT includes an item termed gain on re-assessment of Rs 0.9mn

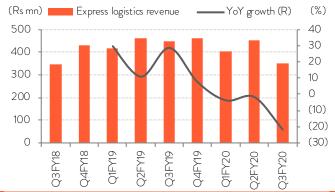


FIG 3 – CONTRACT LOGISTICS GROWTH DECELERATED TO A MEAGRE 0.4% YOY



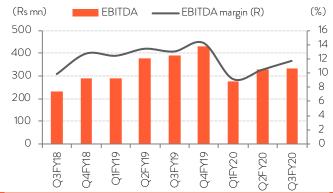
Source: Company, BOBCAPS Research

FIG 5 – EXPRESS LOGISTICS REVENUE DECLINED SHARPLY BY 21% YOY



Source: Company, BOBCAPS Research

FIG 7 – EBITDA MARGIN CONTRACTED ~130BPS YOY TO 11.7% (ADJ. FOR IND-AS 116)



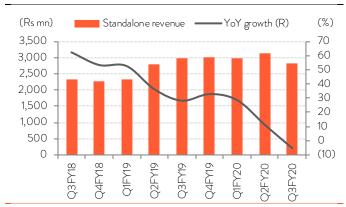
Source: Company, BOBCAPS Research

FIG 4 – FSCSL CLOSING WAREHOUSING SPACE DUE TO WEAK DEMAND FROM ANCHOR CLIENTS



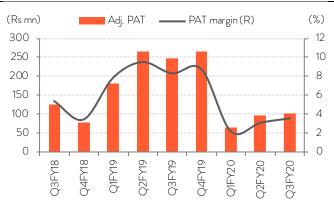
Source: Company, BOBCAPS Research

FIG 6 - STANDALONE REVENUE DECLINED 5% YOY



Source: Company, BOBCAPS Research

FIG 8 - ADJ. PAT DECLINED 59% YOY TO RS 102MN





Other key highlights

- Convergence of growth impediments: FSCSL is facing multiple challenges to growth. As per management, some of its large clients (anchor and non-anchor) are reevaluating business strategy and rationalising supply chain costs amidst the consumption slowdown. Its anchor client has also curtailed its small-format store opening plan and is closing down non-profitable stores.
 - More disappointingly, there has been no progress in the anchor client transitioning to FSCSL's newly constructed food distribution centres, earlier expected to start by H2FY20. Consequently, FSCSL has also curtailed its expansion plans and does not expect any net addition to warehousing space in FY21. We see growth headwinds persisting for next 3-4 quarters.
- Cost reduction measures: Amidst strong growth headwinds, FSCSL has embarked on several productivity enhancement initiatives to protect profitability. It has launched a transport cost rationalisation initiative, including vehicle mix planning, vehicle right sizing, freight renegotiations, and brand rationalisation measures. Additionally, it has undertaken steps to improve warehousing productivity, consolidate the network, reduce fixed overheads, and install solar panels at distribution centres.
- Business collaboration with Nippon: During Q3, FSCSL concluded the stake sale transaction with Nippon Express, a leading Japanese logistics player. The primary transaction included issuance of 3.8m fresh shares to Nippon at Rs 664/sh for a total consideration of Rs 2.5bn. Nippon has also acquired 14% stake through a secondary transaction. The company has entered into a business collaboration agreement with Nippon, aiming to offer its integrated logistics services to Nippon's customers in India.
 - Both players have complementary services and industry presence. FSCSL offers contract logistics, express logistics, and cold storage, whereas Nippon provides freight forwarding and production logistics. In terms of industry presence, FSCSL has a strong presence in fashion, food, FMCG, and the home and electronics categories, while Nippon has a customer base across the pharmaceutical and automotive segments as well. While we believe that the collaboration will yield synergies, material benefits are unlikely to accrue in the next few quarters.
- Divestment of stake in Vulcan Express: During Q3, FSCSL divested its entire stake in Vulcan Express. It acquired Vulcan from Snapdeal in Feb'18 for a consideration of Rs 350mn. The divestment led to an exceptional loss of Rs 531mn in Q3.



Valuation methodology

Consequent to the sharp deterioration in growth prospects, we cut our revenue/ EBITDA estimates by 16-20%/20-22% over FY21-FY22. The impact on adj. PAT is lower as the proceeds from stake sale to Nippon lead to higher other income and lower interest rates. Adj. EPS estimates have been lowered by 23-25% on an expanded base share outstanding as we factor in the primary issuance to Nippon.

We believe the current risk profile of the business merits lower valuation multiples and accordingly cut our target P/E to 19x from 22x earlier (\sim 15% reduction), which is at a \sim 40% discount to the 26x P/E multiple we assign to Mahindra Logistics. Consequently, our Mar'21 target price stands lowered to Rs 450 from Rs 680 earlier. Downgrade from BUY to REDUCE.

FIG 9 - REVISED ESTIMATES - STANDALONE

(Rs mn)		FY20E			FY21E			FY22E	
(RS mn)	Olq	New	Change (%)	Old	New	Change (%)	Old	New	Change (%)
Revenues	13,135	12,200	(7.1)	16,343	13,702	(16.2)	20,171	16,049	(20.4)
EBITDA	1,395	1,355	(2.9)	2,127	1,689	(20.6)	2,754	2,140	(22.3)
EBITDA margin (%)	10.6	11.1	49bps	13.0	12.3	(69bps)	13.7	13.3	(32bps)
Adj. PAT	515	503	(2.4)	838	690	(17.6)	1,237	1,043	(15.7)
Adj. PAT margin (%)	3.9	4.1	20bps	5.1	5.0	(9bps)	6.1	6.5	37bps
Adj. EPS (Rs)	12.9	11.5	(10.9)	20.9	15.7	(24.8)	30.8	23.7	(23.0)

Source: Company, BOBCAPS Research

FIG 10 - RELATIVE STOCK PERFORMANCE



Source: NSE

Key risks

Key upside risks to our estimates include:

- above-expected traction in non-anchor client addition, especially through the collaboration with Nippon,
- spurt in demand from anchor clients, and
- higher-than-anticipated productivity gains through the cost-cutting initiatives being undertaken by the company.



FINANCIALS

Income Statement

Y/E 31 Mar (Rs mn)	FY18A	FY19A	FY20E	FY21E	FY22E
Total revenue	8,319	11,128	12,200	13,702	16,049
EBITDA	1,332	1,485	1,355	1,689	2,140
Depreciation	456	417	623	702	811
EBIT	876	1,068	732	987	1,329
Net interest income/(expenses)	(87)	(161)	(464)	(368)	(218)
Other income/(expenses)	114	56	235	308	289
Exceptional items	0	0	0	0	1
EBT	903	964	503	927	1,401
Income taxes	0	0	0	(237)	(358)
Extraordinary items	0	0	(531)	0	0
Min. int./Inc. from associates	0	0	0	0	0
Reported net profit	903	964	(29)	690	1,043
Adjustments	0	0	531	0	0
Adjusted net profit	903	964	503	690	1,043

Balance Sheet

Y/E 31 Mar (Rs mn)	FY18A	FY19A	FY20E	FY21E	FY22E
Accounts payables	1,764	2,367	2,529	2,675	3,125
Other current liabilities	707	1,169	703	852	930
Provisions	78	113	124	139	163
Debt funds	346	2,187	4,687	2,687	1,687
Other liabilities	0	0	0	0	0
Equity capital	401	401	439	439	439
Reserves & surplus	4,948	5,603	8,584	9,239	10,218
Shareholders' fund	5,348	6,003	9,022	9,678	10,657
Total liabilities and equities	8,244	11,839	17,064	16,030	16,562
Cash and cash eq.	797	1,177	6,168	4,825	4,194
Accounts receivables	2,591	3,488	3,844	3,942	4,177
Inventories	0	55	50	56	66
Other current assets	256	534	220	247	290
Investments	631	631	631	631	631
Net fixed assets	3,151	4,110	4,926	4,954	5,597
CWIP	25	639	0	0	0
Intangible assets	22	12	12	12	12
Deferred tax assets, net	0	0	0	0	0
Other assets	771	1,192	1,213	1,362	1,595
Total assets	8,244	11,839	17,064	16,030	16,562



Cash Flows

Y/E 31 Mar (Rs mn)	FY18A	FY19A	FY20E	FY21E	FY22E
Net income + Depreciation	1,359	1,381	595	1,392	1,853
Interest expenses	87	161	464	368	218
Non-cash adjustments	(101)	0	0	0	0
Changes in working capital	322	(554)	(351)	30	32
Other operating cash flows	1	0	0	0	0
Cash flow from operations	1,669	988	708	1,790	2,103
Capital expenditures	(1,660)	(1,980)	(800)	(731)	(1,454)
Change in investments	(631)	0	0	0	0
Other investing cash flows	1	0	0	0	0
Cash flow from investing	(2,290)	(1,980)	(800)	(731)	(1,454)
Equities issued/Others	9	0	38	0	0
Debt raised/repaid	(481)	1,841	2,500	(2,000)	(1,000)
Interest expenses	(87)	(161)	(464)	(368)	(218)
Dividends paid	(48)	(60)	0	(34)	(63)
Other financing cash flows	1,554	(248)	2,478	0	0
Cash flow from financing	947	1,372	4,552	(2,402)	(1,281)
Changes in cash and cash eq.	326	380	4,460	(1,343)	(631)
Closing cash and cash eq.	797	1,177	6,168	4,825	4,194

Per Share

Y/E 31 Mar (Rs)	FY18A	FY19A	FY20E	FY21E	FY22E
Reported EPS	22.5	24.0	(0.6)	15.7	23.7
Adjusted EPS	22.5	24.0	11.5	15.7	23.7
Dividend per share	1.0	1.3	0.0	0.8	1.2
Book value per share	133.5	149.8	205.7	220.6	242.9

Valuations Ratios

Y/E 31 Mar (x)	FY18A	FY19A	FY20E	FY21E	FY22E
EV/Sales	2.2	1.6	1.5	1.3	1.0
EV/EBITDA	14.0	12.2	13.6	10.6	7.6
Adjusted P/E	20.1	18.8	39.5	28.8	19.1
P/BV	3.4	3.0	2.2	2.1	1.9

DuPont Analysis

Y/E 31 Mar (%)	FY18A	FY19A	FY20E	FY21E	FY22E
Tax burden (Net profit/PBT)	100.0	100.0	100.0	74.4	74.4
Interest burden (PBT/EBIT)	103.1	90.2	68.7	94.0	105.5
EBIT margin (EBIT/Revenue)	10.5	9.6	6.0	7.2	8.3
Asset turnover (Revenue/Avg TA)	1.7	1.6	1.1	1.0	1.3
Leverage (Avg TA/Avg Equity)	1.6	1.8	1.9	1.8	1.6
Adjusted ROAE	21.8	17.0	6.7	7.4	10.2

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



Ratio Analysis

Y/E 31 Mar	FY18A	FY19A	FY20E	FY21E	FY22E
YoY growth (%)					
Revenue	48.2	33.8	9.6	12.3	17.1
EBITDA	79.2	11.5	(8.8)	24.6	26.7
Adjusted EPS	92.8	6.7	(52.4)	37.2	51.0
Profitability & Return ratios (%)					
EBITDA margin	16.0	13.3	11.1	12.3	13.3
EBIT margin	10.5	9.6	6.0	7.2	8.3
Adjusted profit margin	10.9	8.7	4.1	5.0	6.5
Adjusted ROAE	21.8	17.0	6.7	7.4	10.2
ROCE	18.3	15.4	6.7	7.6	10.8
Working capital days (days)					
Receivables	114	114	115	105	95
Inventory	0	2	2	2	2
Payables	92	90	85	81	82
Ratios (x)					
Gross asset turnover	2.9	2.4	2.1	2.0	2.0
Current ratio	1.5	1.5	3.1	2.5	2.1
Net interest coverage ratio	10.1	6.6	1.6	2.7	6.1
Adjusted debt/equity	(0.1)	0.2	(0.2)	(0.2)	(0.2)



Disclaimer

Recommendations and Absolute returns (%) over 12 months

BUY - Expected return >+15%

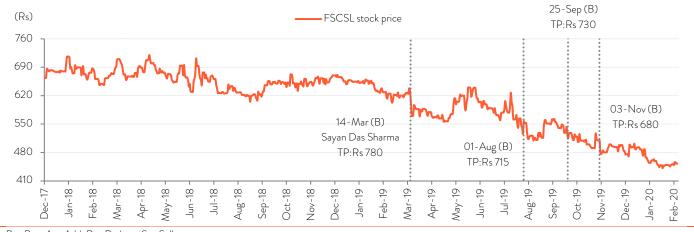
ADD - Expected return from >+5% to +15%

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)

HISTORICAL RATINGS AND TARGET PRICE: FUTURE SUPPLY CHAIN SOLUTIONS (FSCSL IN)



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

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