

28 September 2022

Expect revival in H2 but a muted FY23

- Leading pipe companies likely to report high inventory losses in Q2FY23 owing to freefall in PVC prices (trading below Rs 90/kg)
- Volume offtake should improve in H2 as PVC prices expected to stabilise, agricultural demand picks up and channel re-stocking kicks in
- Retain HOLD on ASTRA, SI and FNXP; use any weakness in ASTRA and SI as an opportunity to enter

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PVC prices in freefall: PVC prices are currently at ~Rs 88/kg from Rs 119/kg in Q1FY23, following a ~Rs 4/kg reduction by Reliance Industries. This coupled with lean stocking by channel partners is likely to exert pressure on Q2FY23 margins.

Expect heavy inventory losses in Q2: In Q1FY23, PVC prices fell by Rs 32.5/kg, fuelling inventory losses among pipe companies with ASTRA/SI/FNXP reporting EBIT/kg declines of 13%/34%/24% YoY (and 22%/28%/51% QoQ). Companies that carried above-normal stock reported inventory losses during Q1 (ASTRA: Rs 250mn; SI & FNXP: undisclosed). We expect further unwinding of high-cost inventory and, hence, losses to continue in Q2 given the sustained downslide in PVC prices during Jul-Sep'22 thus far by Rs 23.5/kg (-20% QoQ).

Profitability pressures forecast for Q2: Our market checks indicate that pipe companies could report lower sale volumes in Q2FY23 as channel partners have delayed restocking due to the fluctuating PVC prices. This adds to headwinds from demand deferral by the agriculture segment, subdued demand from the plumbing segment where new projects have slowed, and seasonal weakness in Q2 due to lower construction activity during the monsoons. We believe lower PVC prices can bolster volume offtake in the agricultural segment due to the price elasticity of rural demand, but note that margins here are lower than the plumbing/SWR (soil, waste, rain) segment.

Expansion into adjacent products: Given significant channel overlap, pipe companies are aggressively focusing on deepening the addressable market through innovations, launches (plastic storage tanks, industrial valves), and forays into bathware. For instance, ASTRA bought a ready-to-use asset in Jamnagar in Q1FY23 for the manufacture of faucets and expects a meaningful contribution from Q3. We believe these initiatives will further boost the growth longevity for pipe companies.

Maintain HOLD: ASTRA (TP Rs 2,205) has strong growth prospects and is emerging as a complete building solutions player, while SI (TP Rs 2,055) leads in pipes and incremental capacity to support long-term growth. But at 62x and 29x FY24E P/E respectively, valuations appear full; we retain HOLD and recommend buying on dips.

Recommendation snapshot

| Ticker | Price | Target | Rating |
|----------|-------|--------|--------|
| ASTRA IN | 2,162 | 2,205 | HOLD |
| FNXP IN | 139 | 140 | HOLD |
| SI IN | 2,060 | 2,055 | HOLD |

Price & Target in Rupees | Price as of 27 Sep 2022



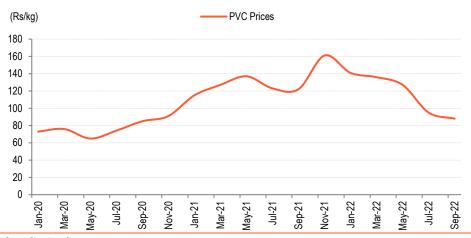


Fig 1 – Comparative analysis of pipe companies

| Company | Q1FY23 | Q1FY22 | YoY (%) | Q4FY22 | QoQ (%) | 3Y CAGR (%) |
|----------------------------------|--------|--------|---------|--------|---------|-------------|
| Plastic Pipe Sales Volume (MT) | | | | | | |
| ASTRA | 36,578 | 24,627 | 48.5 | 47,211 | (22.5) | 5.0 |
| SI | 79,424 | 48,111 | 65.1 | 96,507 | (17.7) | (2.0) |
| FNXP | 71,960 | 55,819 | 28.9 | 78,629 | (8.5) | (8.0) |
| Plastic Pipe Realisation (Rs/kg) | | | | | | |
| ASTRA | 240.0 | 205.0 | 17.1 | 230.0 | 4.3 | 19.0 |
| SI | 184.2 | 172.7 | 6.7 | 186.5 | (1.2) | 20.0 |
| FNXP | 157.3 | 151.4 | 3.9 | 162.4 | (3.1) | 19.0 |
| Plastic Pipe EBIT (Rs/kg) | | | | | | |
| ASTRA | 26.7 | 30.8 | (13.3) | 34.4 | (22.4) | 22.0 |
| SI | 19.4 | 29.4 | (34.0) | 26.8 | (27.6) | 28.0 |
| FNXP | 5.9 | 7.8 | (24.4) | 12.0 | (50.8) | (9.0) |
| Plastic Pipe Revenue (Rs mn) | | | | | | |
| ASTRA | 8,761 | 5,041 | 73.8 | 10,841 | (19.2) | 24.0 |
| SI | 14,633 | 8,311 | 76.1 | 17,997 | (18.7) | 18.0 |
| FNXP | 11,320 | 8,454 | 33.9 | 12,769 | (11.3) | 10.0 |
| Plastic Pipe EBITDA (Rs mn) | | | | | | |
| ASTRA | 1,386 | 1,069 | 29.7 | 2,002 | (30.8) | 21.0 |
| SI | 1,845 | 1,716 | 7.5 | 2,890 | (36.2) | 22.0 |
| FNXP | 544 | 555 | (2.0) | 1,061 | (48.7) | (13.0) |
| Plastic Pipe EBITDA (%) | | | (bps) | | (bps) | |
| ASTRA | 15.8 | 21.2 | (539) | 18.5 | (265) | • |
| SI | 12.6 | 20.6 | (804) | 16.1 | (345) | - |
| FNXP | 4.8 | 6.6 | (176) | 8.3 | (350) | - |
| Source: Company BOBCAPS Research | 4.0 | 0.0 | (170) | 0.3 | (330) | |

Source: Company, BOBCAPS Research

Fig 2 - PVC Price movement



Source: Bloomberg, Company



Valuation and View

ASTRA: Complete building solutions player; HOLD

ASTRA is among the leading players in India's CPVC/PVC plumbing pipe market. We expect strong growth traction in the company's pipe business led by likely industry consolidation, further expansion in the valve segment, new launches (water storage tanks in particular – a Rs 50bn market, ~70% unorganised), and margin improvement from a richer product mix. Housing demand pickup and rising government spends on infrastructure and agriculture would also bolster sales. The company is extending its reach into eastern markets by setting up a plant in Odisha, which will aid growth.

Overall, we like ASTRA for its strong growth prospects, market leadership, net debt-free balance sheet, wide distribution network and healthy return ratios. That said, the stock offers limited upside at current valuations of 62x FY24E P/E and we thus recommend using any weakness as an entry-point. We retain HOLD with an unchanged TP of Rs 2,205, set at 62x FY24E EPS (vs. its five-year median of ~71x).

SI: Market leader in piping segment; HOLD

We remain positive on SI's growth supported by incremental capacity as well as improving housing demand, benefits from government schemes such as 'Nal Se Jal', infrastructure development, the company's net debt-free balance sheet and healthy return ratios. While we believe positives are priced in at current valuations of 29x FY24E P/E and hence retain HOLD, we would recommend buying the stock on dips. Our TP remains unchanged at Rs 2,055, set at 29x FY24E EPS (vs. its five-year median of $\sim 33x$).

FNXP: Profitability marred by dependency on agriculture segment; HOLD

We like FNXP for its pipes business and robust balance sheet but expect earnings to be lower over FY22-FY24 due to a high base and correcting PVC/EDC spreads. Demand was lukewarm in Q1FY23 owing to pressure on PVC prices, resulting in a substantial decline in margins. Given the further drop in PVC prices by ~Rs 24/kg thus far in July-September and a lean season in Q2, we expect demand and margins to remain under stress. However, the gradual shift in sales mix from agricultural to non-agricultural pipes could bring in better margins and valuations over the long term. We retain HOLD with an unchanged TP of Rs 140, set at 16x FY24E EPS (vs. its five-year median of 17.3x).



Stock performance

Fig 3 - ASTRA



Fig 4 - FNXP

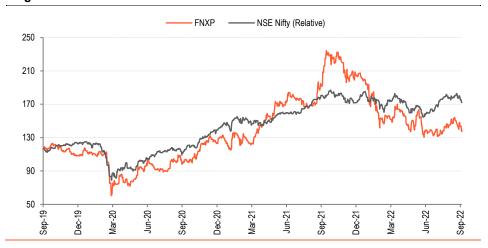


Fig 5 - SI





Financials - ASTRA

| Income Statement Y/E 31 Mar (Rs mn) | FY20A | FY21A | FY22A | FY23E | FY24E |
|--|---------|---------|---------|---------|---------|
| Total revenue | 25,779 | 31,763 | 43,940 | 52,095 | 59,596 |
| EBITDA | 4.441 | 6,445 | 7,553 | 9,159 | 10,781 |
| Depreciation | (1,079) | (1,165) | (1,269) | (1,490) | (1,560) |
| EBIT | 3,362 | 5,280 | 6,284 | 7,669 | 9,221 |
| Net interest inc./(exp.) | (394) | (116) | (61) | (188) | (138) |
| Other inc./(exp.) | 115 | 251 | 349 | 307 | 418 |
| Exceptional items | 0 | 0 | 0 | 0 | 0 |
| EBT | 3,083 | 5,415 | 6,572 | 7,788 | 9,502 |
| Income taxes | (568) | (1,248) | (1,581) | (1,869) | (2,280) |
| Extraordinary items | (19) | (1,240) | (68) | (1,003) | (2,200) |
| Min. int./Inc. from assoc. | (17) | (108) | (85) | (80) | (80) |
| Reported net profit | 2.479 | 4,044 | 4.838 | 5.839 | 7,141 |
| Adjustments | 19 | 15 | 68 | 0 | 7,141 |
| Adjusted net profit | 2,498 | 4,059 | 4,906 | 5,839 | 7,141 |
| Dalama Olama | | | | | |
| Balance Sheet Y/E 31 Mar (Rs mn) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Accounts payables | 4,754 | 5,172 | 7,484 | 7,564 | 8,654 |
| Other current liabilities | 563 | 1,250 | 1,457 | 1,570 | 1,796 |
| Provisions | 92 | 69 | 35 | 156 | 179 |
| Debt funds | 1,856 | 666 | 851 | 651 | 451 |
| Other liabilities | 0 | 0 | 0 | 0 | 0 |
| Equity capital | 151 | 201 | 201 | 201 | 201 |
| Reserves & surplus | 14,878 | 18,757 | 23,165 | 28,297 | 34,142 |
| Shareholders' fund | 15,029 | 18,958 | 23,366 | 28,498 | 34,343 |
| Total liab. and equities | 22,462 | 26,327 | 33,471 | 38,798 | 45,861 |
| Cash and cash eq. | 1,301 | 4,760 | 6,418 | 11,291 | 17,729 |
| Accounts receivables | 2,278 | 2,767 | 2,691 | 3,283 | 3,755 |
| Inventories | 5,404 | 4,721 | 7,334 | 7,136 | 8,164 |
| Other current assets | 913 | 769 | 1,234 | 1,285 | 1,469 |
| Investments | 2 | 0 | 0 | 0 | 0 |
| Net fixed assets | 12,194 | 12,850 | 14,665 | 14,675 | 13,614 |
| CWIP | 444 | 566 | 1,232 | 1,232 | 1,232 |
| Intangible assets | 355 | 295 | 295 | 295 | 295 |
| Deferred tax assets, net | (429) | (401) | (398) | (398) | (398) |
| Other assets | 0 | 0 | 0 | 0 | 0 |
| Total assets | 22,462 | 26,327 | 33,471 | 38,798 | 45,861 |
| Cash Flows | | | | | |
| Y/E 31 Mar (Rs mn) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Cash flow from operations | 4,133 | 6,745 | 5,651 | 7,387 | 8,492 |
| Capital expenditures | (2,085) | (1,717) | (3,750) | (1,500) | (500) |
| Change in investments | (1) | 2 | 0 | 0 | 0 |
| Other investing cash flows | 0 | 0 | 0 | 0 | 0 |
| Cash flow from investing | (2,085) | (1,715) | (3,750) | (1,500) | (500) |
| Equities issued/Others | 0 | 0 | 0 | 0 | 0 |
| Debt raised/repaid | (897) | (1,190) | 185 | (200) | (200) |
| Interest expenses | (394) | (116) | (61) | (188) | (138) |
| Dividends paid | (240) | (151) | (517) | (706) | (1,296) |
| Other financing cash flows | (198) | (114) | 66 | 80 | 80 |
| Cash flow from financing | (1,729) | (1,571) | (327) | (1,014) | (1,554) |
| | 320 | 3,459 | 1,574 | 4,873 | 6,438 |
| Chg in cash & cash eq. | 320 | | | | 0.430 |

| Per Share | | | | | |
|-----------------------------------|-------|-------|-------|-------|-------|
| Y/E 31 Mar (Rs) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Reported EPS | 12.3 | 20.1 | 24.1 | 29.1 | 35.5 |
| Adjusted EPS | 12.4 | 20.2 | 24.4 | 29.1 | 35.5 |
| Dividend per share | 1.0 | 1.0 | 1.2 | 2.9 | 5.3 |
| Book value per share | 74.8 | 94.4 | 116.2 | 141.8 | 170.9 |
| Valuations Ratios | | | | | |
| Y/E 31 Mar (x) | FY20A | FY21A | FY22A | FY23E | FY24E |
| EV/Sales | 16.9 | 13.7 | 9.8 | 8.2 | 7.2 |
| EV/EBITDA | 98.2 | 67.6 | 57.3 | 46.9 | 39.5 |
| Adjusted P/E | 173.8 | 107.0 | 88.5 | 74.4 | 60.8 |
| P/BV | 28.9 | 22.9 | 18.6 | 15.2 | 12.7 |
| DuPont Analysis | | | | | |
| Y/E 31 Mar (%) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Tax burden (Net profit/PBT) | 81.0 | 75.0 | 74.7 | 75.0 | 75.2 |
| Interest burden (PBT/EBIT) | 91.7 | 102.6 | 104.6 | 101.6 | 103.0 |
| EBIT margin (EBIT/Revenue) | 13.0 | 16.6 | 14.3 | 14.7 | 15.5 |
| Asset turnover (Rev./Avg TA) | 120.1 | 130.2 | 147.0 | 144.2 | 140.8 |
| Leverage (Avg TA/Avg Equity) | 1.5 | 1.4 | 1.4 | 1.4 | 1.3 |
| Adjusted ROAE | 18.0 | 23.9 | 23.2 | 22.5 | 22.7 |
| Ratio Analysis | | | | | |
| Y/E 31 Mar | FY20A | FY21A | FY22A | FY23E | FY24E |
| YoY growth (%) | | | | | |
| Revenue | 2.8 | 23.2 | 38.3 | 18.6 | 14.4 |
| EBITDA | 15.3 | 45.1 | 17.2 | 21.3 | 17.7 |
| Adjusted EPS | 25.4 | 62.5 | 20.9 | 19.0 | 22.3 |
| Profitability & Return ratios (%) | | | | | |
| EBITDA margin | 17.2 | 20.3 | 17.2 | 17.6 | 18.1 |
| EBIT margin | 13.0 | 16.6 | 14.3 | 14.7 | 15.5 |
| Adjusted profit margin | 9.7 | 12.8 | 11.2 | 11.2 | 12.0 |
| Adjusted ROAE | 18.0 | 23.9 | 23.2 | 22.5 | 22.7 |
| ROCE | 16.8 | 22.0 | 21.5 | 21.6 | 21.7 |
| Working capital days (days) | | | | | |
| Receivables | 40 | 29 | 23 | 21 | 22 |
| Inventory | 107 | 94 | 75 | 77 | 72 |
| Payables | 74 | 72 | 63 | 64 | 61 |
| Ratios (x) | | | | | |
| Gross asset turnover | 1.8 | 2.0 | 2.3 | 2.5 | 2.7 |
| O 1 1' | 4.0 | | 4.0 | | |

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

1.6

8.5

0.0

1.9

45.5

(0.2)

1.9

103.0

(0.2)

2.4

40.8

(0.4)

2.9

66.9

(0.5)

Current ratio

Net interest coverage ratio

Adjusted debt/equity



Financials - FNXP

| Y/E 31 Mar (Rs mn) | FY20A | FY21A | FY22A | FY23E | FY24E |
|----------------------------|---------|---------|------------|---------|---------|
| Total revenue | 29,860 | 34,628 | 46,473 | 47,924 | 49,495 |
| EBITDA | 4,481 | 9,893 | 10,237 | 6,684 | 7,899 |
| Depreciation | (738) | (777) | (834) | (1,198) | (1,237) |
| EBIT | 3,743 | 9,116 | 9,403 | 5,486 | 6,662 |
| Net interest inc./(exp.) | (119) | (73) | (141) | (167) | (226) |
| Other inc./(exp.) | 299 | 716 | 822 | 863 | 780 |
| Exceptional items | 0 | 0 | 0 | 0 | 0 |
| EBT | 3,923 | 9,759 | 10,085 | 6,182 | 7,216 |
| Income taxes | (852) | (2,543) | (3,377) | (1,570) | (1,831) |
| Extraordinary items | 0 | 0 | 3,761 | 0 | 0 |
| Min. int./Inc. from assoc. | 256 | 162 | (15) | 50 | 50 |
| Reported net profit | 3.327 | 7,378 | 10.453 | 4,662 | 5,435 |
| Adjustments | 0 | 0 | 0 | 0 | 0 |
| Adjusted net profit | 3,327 | 7,378 | 10,453 | 4,662 | 5,435 |
| Balance Sheet | | | | | |
| Y/E 31 Mar (Rs mn) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Accounts payables | 2,334 | 3,952 | 4,631 | 3,762 | 3,753 |
| Other current liabilities | 1,723 | 3,085 | 4,429 | 3,020 | 3,119 |
| Provisions | 297 | 420 | 197 | 656 | 678 |
| Debt funds | 2,827 | 2,039 | 2,780 | 1,980 | 1,780 |
| Other liabilities | 1,873 | 2,053 | 2,138 | 2,028 | 1,918 |
| Equity capital | 1,241 | 1,241 | 1,241 | 1,241 | 1,241 |
| Reserves & surplus | 18,619 | 30,149 | 38,037 | 40,601 | 43,590 |
| Shareholders' fund | 19,860 | 31,390 | 39,278 | 41,842 | 44,831 |
| Total liab. and equities | 28,913 | 42,939 | 53,454 | 53,289 | 56,079 |
| Cash and cash eq. | 932 | 3,363 | 810 | (1,552) | 453 |
| Accounts receivables | 732 | 1,480 | 3,345 | 1,313 | 1,356 |
| Inventories | 8,578 | 9,188 | 10,155 | 11,872 | 11,676 |
| Other current assets | 710 | 779 | 222 | 1,444 | 1,356 |
| Investments | 6,607 | 16,792 | 27,177 | 27,877 | 28,577 |
| Net fixed assets | 10,153 | 10,013 | 9,922 | 10,305 | 10,568 |
| CWIP | 73 | 82 | 95 | 50 | 50 |
| Intangible assets | 16 | 11 | 11 | 11 | 11 |
| Deferred tax assets, net | 0 | 0 | 0 | 0 | 0 |
| Other assets | 1,113 | 1,233 | 1,719 | 1,969 | 2,034 |
| Total assets | 28,913 | 42,939 | 53,454 | 53,289 | 56,079 |
| | | ,000 | 00,101 | | 00,010 |
| Cash Flows | E\/00.4 | EV04.4 | F1/00 4 | EVOCE | E)/0.4E |
| Y/E 31 Mar (Rs mn) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Cash flow from operations | 1,057 | 9,209 | 9,917 | 1,677 | 6,335 |
| Capital expenditures | (603) | (647) | (837) | (1,455) | (1,500) |
| Change in investments | 0 | (5.050) | 0 (40.004) | (700) | (700) |
| Other investing cash flows | 942 | (5,859) | (10,384) | (700) | (700) |
| Cash flow from investing | 340 | (6,507) | (11,222) | (2,155) | (2,200) |
| Equities issued/Others | 0 | (700) | 740 | (000) | (200) |
| Debt raised/repaid | 1,921 | (788) | 742 | (800) | (200) |
| Interest expenses | (119) | (73) | (141) | (167) | (226) |
| Dividends paid | (2,873) | (42) | (4,704) | (2,098) | (2,446) |
| Other financing cash flows | 315 | 632 | 2,855 | 1,181 | 741 |
| Cash flow from financing | (756) | (271) | (1,248) | (1,884) | (2,130) |
| Chg in cash & cash eq. | 641 | 2,431 | (2,552) | (2,362) | 2,004 |
| Closing cash & cash eq. | 932 | 3,363 | 810 | (1,552) | 453 |

| Per Share | | | | | |
|-----------------------------------|--------|--------|-------|--------|-------|
| Y/E 31 Mar (Rs) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Reported EPS | 1.1 | 11.9 | 16.8 | 7.5 | 8.8 |
| Adjusted EPS | 1.1 | 11.9 | 16.8 | 7.5 | 8.8 |
| Dividend per share | 2.0 | 4.0 | 6.3 | 2.8 | 3.0 |
| Book value per share | 6.4 | 50.6 | 63.3 | 67.4 | 72.3 |
| Valuations Ratios | | | | | |
| Y/E 31 Mar (x) | FY20A | FY21A | FY22A | FY23E | FY24E |
| EV/Sales | 2.9 | 2.5 | 1.8 | 1.6 | 1.5 |
| EV/EBITDA | 19.1 | 8.7 | 8.1 | 11.3 | 9.1 |
| Adjusted P/E | 129.5 | 11.7 | 8.2 | 18.5 | 15.9 |
| P/BV | 21.7 | 2.7 | 2.2 | 2.1 | 1.9 |
| DuPont Analysis | | | | | |
| Y/E 31 Mar (%) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Tax burden (Net profit/PBT) | 84.8 | 75.6 | 103.7 | 75.4 | 75.3 |
| Interest burden (PBT/EBIT) | 104.8 | 107.1 | 107.2 | 112.7 | 108.3 |
| EBIT margin (EBIT/Revenue) | 12.5 | 26.3 | 20.2 | 11.4 | 13. |
| Asset turnover (Rev./Avg TA) | 95.9 | 96.4 | 96.4 | 89.8 | 90. |
| Leverage (Avg TA/Avg Equity) | 1.4 | 1.4 | 1.4 | 1.3 | 1.3 |
| Adjusted ROAE | 14.6 | 28.8 | 29.6 | 11.5 | 12. |
| Ratio Analysis | | | | | |
| Y/E 31 Mar | FY20A | FY21A | FY22A | FY23E | FY24E |
| YoY growth (%) | | | | | |
| Revenue | (3.4) | 16.0 | 34.2 | 3.1 | 3.3 |
| EBITDA | (25.9) | 120.8 | 3.5 | (34.7) | 18.2 |
| Adjusted EPS | (13.8) | 1009.0 | 41.7 | (55.4) | 16.0 |
| Profitability & Return ratios (%) | | | | | |
| EBITDA margin | 15.0 | 28.6 | 22.0 | 13.9 | 16.0 |
| EBIT margin | 12.5 | 26.3 | 20.2 | 11.4 | 13. |
| Adjusted profit margin | 11.1 | 21.3 | 22.5 | 9.7 | 11.0 |
| Adjusted ROAE | 14.6 | 28.8 | 29.6 | 11.5 | 12. |
| ROCE | 15.2 | 32.5 | 24.9 | 12.8 | 14. |
| Working capital days (days) | | | | | |
| Receivables | 9 | 12 | 19 | 18 | 1 |
| Inventory | 139 | 168 | 124 | 132 | 14 |
| Payables | 37 | 46 | 43 | 37 | 3 |
| Ratios (x) | | | | | |
| Gross asset turnover | 1.3 | 1.5 | 1.9 | 1.9 | 1. |
| O t t' - | 4.5 | 4.0 | 4.0 | 4.4 | |

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

1.5

31.4

0.1

1.6

0.0

125.4

1.2

66.7

0.1

1.4

32.9

0.1

1.6

29.5

0.0

Current ratio

Net interest coverage ratio

Adjusted debt/equity



Financials - SI

| Income Statement | | | | | |
|----------------------------|---------|----------|---------|---------|---------|
| Y/E 31 Mar (Rs mn) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Total revenue | 55,087 | 63,496 | 77,728 | 78,640 | 85,831 |
| EBITDA | 8,563 | 12,786 | 12,421 | 11,674 | 13,018 |
| Depreciation | (2,057) | (2,128) | (2,295) | (2,727) | (3,024) |
| EBIT | 6,506 | 10,658 | 10,126 | 8,947 | 9,993 |
| Net interest inc./(exp.) | (297) | (221) | (52) | (95) | (177) |
| Other inc./(exp.) | 84 | 37 | 200 | 259 | 311 |
| Exceptional items | (192) | 189 | 0 | 0 | 0 |
| EBT | 6,293 | 10,473 | 10,274 | 9,111 | 10,128 |
| Income taxes | (1,739) | (2,341) | (2,633) | (2,724) | (3,031) |
| Extraordinary items | 0 | 0 | 0 | 0 | C |
| Min. int./Inc. from assoc. | 312 | 1,460 | 2,044 | 1,700 | 1,900 |
| Reported net profit | 4,674 | 9,781 | 9,684 | 8,087 | 8,997 |
| Adjustments | 192 | (189) | 0 | 0 | 0 |
| Adjusted net profit | 4,866 | 9,592 | 9,684 | 8,087 | 8,997 |
| Balance Sheet | | | | | |
| Y/E 31 Mar (Rs mn) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Accounts payables | 5,475 | 6,462 | 7,940 | 7,541 | 8,230 |
| Other current liabilities | 2,347 | 3,377 | 2,294 | 3,016 | 3,292 |
| Provisions | 313 | 364 | 320 | 550 | 601 |
| Debt funds | 4,113 | 10 | 40 | 908 | 858 |
| Other liabilities | 947 | 919 | 904 | 904 | 904 |
| Equity capital | 254 | 254 | 254 | 254 | 254 |
| Reserves & surplus | 22,358 | 31,438 | 38.190 | 42,381 | 46,479 |
| Shareholders' fund | 22,612 | 31,692 | 38,444 | 42,635 | 46,733 |
| Total liab. and equities | 35,807 | 42,823 | 49,942 | 55,555 | 60,619 |
| Cash and cash eq. | 1,614 | 1,039 | 5,307 | 7,167 | 7,302 |
| Accounts receivables | 3,128 | 3,898 | 4,668 | 4,955 | 5,408 |
| Inventories | 8,906 | 7,608 | 12,602 | 11,204 | 12,228 |
| Other current assets | 2,379 | 2,614 | 3,140 | 3,016 | 3,292 |
| Investments | 2,773 | 10,011 | 4,995 | 5,795 | 7,495 |
| Net fixed assets | 15,917 | 17,033 | 17,685 | 21,872 | 23,348 |
| CWIP | 929 | 508 | 1,546 | 1,546 | 1,546 |
| Intangible assets | 160 | 112 | 0 | 0 | 1,010 |
| Deferred tax assets, net | 0 | 0 | 0 | 0 | 0 |
| Other assets | 0 | 0 | 0 | 0 | 0 |
| Total assets | 35,807 | 42,823 | 49,942 | 55,555 | 60,619 |
| Cash Flows | | | | | |
| Y/E 31 Mar (Rs mn) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Cash flow from operations | 6,038 | 14,491 | 6,093 | 12,698 | 11,460 |
| Capital expenditures | (2,953) | (2,774) | (4,381) | (6,407) | (4,500) |
| Change in investments | (550) | (7,238) | 5,016 | (800) | (1,700) |
| Other investing cash flows | (211) | 0 | 15 | 0 | (1,100) |
| Cash flow from investing | (3,714) | (10,012) | 650 | (7,207) | (6,200) |
| Equities issued/Others | 0 | 0 | 0 | 0 | (0,200) |
| Debt raised/repaid | 2,500 | (4,103) | 31 | 868 | (50) |
| Interest expenses | (297) | (221) | (52) | (95) | (177) |
| Dividends paid | (3,522) | (635) | (3,689) | (4,403) | (4,899) |
| Other financing cash flows | 235 | (94) | (3,009) | (4,403) | (4,033) |
| Cash flow from financing | | (5,053) | | | |
| | (1,084) | | (3,710) | (3,630) | (5,125) |
| Chg in cash & cash eq. | 1,240 | (575) | 3,034 | 1,860 | 135 |
| Closing cash & cash eq. | 1,613 | 1,039 | 4,073 | 5,933 | 6,067 |

| Per Share | | | | | |
|-----------------------------------|-------|-------|-------|--------|-------|
| Y/E 31 Mar (Rs) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Reported EPS | 36.8 | 77.0 | 76.2 | 63.7 | 70.8 |
| Adjusted EPS | 38.3 | 75.5 | 76.2 | 63.7 | 70.8 |
| Dividend per share | 14.0 | 14.0 | 24.0 | 28.6 | 31.9 |
| Book value per share | 178.0 | 249.5 | 302.6 | 335.6 | 367.9 |
| Valuations Ratios | | | | | |
| Y/E 31 Mar (x) | FY20A | FY21A | FY22A | FY23E | FY24E |
| EV/Sales | 4.7 | 4.1 | 3.4 | 3.4 | 3. |
| EV/EBITDA | 30.4 | 20.3 | 21.0 | 22.7 | 20.5 |
| Adjusted P/E | 53.8 | 27.3 | 27.0 | 32.4 | 29. |
| P/BV | 11.6 | 8.3 | 6.8 | 6.1 | 5.0 |
| DuPont Analysis | | | | | |
| Y/E 31 Mar (%) | FY20A | FY21A | FY22A | FY23E | FY24E |
| Tax burden (Net profit/PBT) | 79.8 | 90.0 | 94.3 | 88.8 | 88.8 |
| Interest burden (PBT/EBIT) | 93.8 | 100.0 | 101.5 | 101.8 | 101. |
| EBIT margin (EBIT/Revenue) | 11.8 | 16.8 | 13.0 | 11.4 | 11. |
| Asset turnover (Rev./Avg TA) | 162.6 | 161.5 | 167.6 | 149.1 | 147. |
| Leverage (Avg TA/Avg Equity) | 1.5 | 1.4 | 1.3 | 1.3 | 1.3 |
| Adjusted ROAE | 22.0 | 35.3 | 27.6 | 19.9 | 20. |
| Ratio Analysis | | | | | |
| Y/E 31 Mar | FY20A | FY21A | FY22A | FY23E | FY24E |
| YoY growth (%) | | | | | |
| Revenue | (1.8) | 15.3 | 22.4 | 1.2 | 9. |
| EBITDA | 9.6 | 49.3 | (2.9) | (6.0) | 11. |
| Adjusted EPS | 32.1 | 97.1 | 1.0 | (16.5) | 11. |
| Profitability & Return ratios (%) | | | | | |
| EBITDA margin | 15.5 | 20.1 | 16.0 | 14.8 | 15. |
| EBIT margin | 11.8 | 16.8 | 13.0 | 11.4 | 11. |
| Adjusted profit margin | 8.8 | 15.1 | 12.5 | 10.3 | 10. |
| Adjusted ROAE | 22.0 | 35.3 | 27.6 | 19.9 | 20. |
| ROCE | 18.7 | 28.5 | 21.5 | 15.3 | 15. |
| Working capital days (days) | | | | | |
| Receivables | 23 | 20 | 20 | 22 | 2 |
| Inventory | 84 | 75 | 69 | 81 | 7 |
| Payables | 43 | 43 | 40 | 42 | 4 |
| Ratios (x) | | | | | |
| Gross asset turnover | 1.9 | 2.0 | 2.2 | 1.9 | 1. |
| | | | | | |

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

1.3

21.9

0.1

1.5

48.2

0.0

2.4

196.6

(0.1)

2.2

94.3

(0.1)

2.2

56.6

(0.1)

Current ratio

Net interest coverage ratio

Adjusted debt/equity



Disclaimer

Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY - Expected return >+15%

HOLD - Expected return from -6% to +15%

SELL - Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

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