

BUY TP: Rs 251 | ▲ 18%

POWER GRID CORP

Power

02 February 2023

Steady quarter; upgrade to BUY post correction

- Steady Q3 performance with 11% YoY growth each in revenue and net profit
- Capex target of Rs 88bn and capitalisation target of Rs 100bn for FY24;
 strong interim dividend payout at Rs 10/sh in FY23 YTD
- We cut FY23 EPS 12% on a weak outlook for JVs but find risk-reward favourable post recent correction – upgrade to BUY, TP Rs 251

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Steady quarter: PWGR reported stable revenue at Rs 114bn in Q3FY23 (Rs 11bn excluding regulated income), an increase of 11% YoY. EBITDA/PAT grew by 12%/11% YoY to Rs 101bn/Rs 36bn. Growth was aided by a 7.3% rise in transmission income to Rs 105bn and a 13% increase in telecom income to Rs 2.1bn. However, consultancy revenue was flat YoY at Rs 1.7bn. Other income declined 3% YoY to Rs 2.7bn due to lower late payment surcharge. Interest expense increased 63% YoY to Rs 30.1bn, mainly on account of a resetting of interest rates.

Capex to pick up from FY25: PGWR capitalised assets worth Rs 21bn and incurred capex of Rs 22bn (consolidated) in Q3. For 9MFY23, capitalisation/capex stood at Rs 52bn/Rs 54bn, with targets of Rs 100bn/Rs 88bn for FY24. Capex is expected to increase to ~Rs 120bn p.a. from FY25 as work on the Leh transmission line will begin.

Rising competition to undermine margins: Due to intense competition in transmission projects, margins for the new tariff-based competitive bids (TBCB) are expected to be under pressure as PWGR looks to retain its 50% market share.

Asset monetisation likely to be deferred: PWGR intends to move away from the Infrastructure Investment Trust (InvIT) route in order to monetise its assets. The company's monetisation target for FY23 is at Rs 75bn, of which Rs 66bn is pending.

Second interim dividend: PWGR has announced a second interim dividend of Rs 5/sh, taking total dividend in FY23 YTD to Rs 10/sh.

Raise to BUY post correction: PWGR's Q3 results were in line with our estimates. However, given an expected decline in JV earnings due to higher interest cost, we cut our FY23 EPS estimate by 12% while marginally adjusting FY24/FY25 forecasts. We remain cautious on scale-up of PWGR's transmission network given the decreasing opportunities and intense bidding competition, but upgrade our rating on the company from HOLD to BUY as the risk-reward has turned favourable post the 5% stock correction over the past one week. Our DCF-based TP remains unchanged at Rs 251 (implied FY25E P/B of 1.7x), but now offers 18% upside.

Key changes

Target	Rating	
∢ ▶	A	

Ticker/Price	PWGR IN/Rs 213
Market cap	US\$ 18.0bn
Free float	49%
3M ADV	US\$ 23.5mn
52wk high/low	Rs 248/Rs 186
Promoter/FPI/DII	51%/33%/16%

Source: NSE | Price as of 2 Feb 2023

Key financials

Y/E 31 Mar	FY22A	FY23E	FY24E
Total revenue (Rs mn)	4,10,866	4,58,418	4,87,415
EBITDA (Rs mn)	3,60,372	3,95,388	4,30,175
Adj. net profit (Rs mn)	1,63,648	1,72,987	2,12,598
Adj. EPS (Rs)	23.5	24.8	30.5
Consensus EPS (Rs)	23.5	23.2	28.6
Adj. ROAE (%)	22.1	20.8	23.2
Adj. P/E (x)	9.1	8.6	7.0
EV/EBITDA (x)	0.3	0.4	0.4
Adj. EPS growth (%)	3.0	28.1	22.9

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE





Fig 1 – Quarterly performance

Particulars (Rs mn)	Q3FY23	Q3FY22	YoY (%)	Q2FY23	QoQ (%)
Revenue	114,937	103,783	10.7	111,146	3.4
EBITDA	101,253	90,487	11.9	93,899	7.8
EBITDA margin (%)	88.1	87.2	91bps	84.5	361bps
Depreciation	34,068	32,855	3.7	33,173	2.7
Finance Cost	30,118	18,451	63.2	21,874	37.7
Other Income	2,684	2,767	(3.0)	1,989	35.0
Share of Profit from JV	2	(166)	101	(244)	100.7
Exceptional items	0	0	0.0	0	0.0
PBT	39,753	41,782	(4.9)	40,597	(2.1)
Tax Expense	3,300	8,853	(62.7)	4,096	(19.4)
Reported PAT	36,453	32,930	10.7	36,502	(0.1)
Adjusted PAT	36,453	32,930	10.7	36,502	(0.1)
Adj. PAT margin (%)	31.7	31.7	(1bps)	33	(112bps)
EPS (Rs.)	5.2	4.7	10.7	5.2	(0.1)

Source: Company, BOBCAPS Research

Fig 2 - Segmental performance

Particulars (Rs mn)	Q3FY23	Q3FY22	YoY (%)	Q2FY23	QoQ (%)
Revenue					
Transmission	105,176	98,006	7.3	104,118	1.0
Consultancy	1,717	1,714	0.1	1,392	23.3
Telecom	2,096	1,852	13.2	2,050	2.2
Segment Profit					
Transmission	63,285	54,544	16.0	56,620	11.8
Consultancy	784	572	37.1	400	96.3
Telecom	858	692	24.0	770	11.5
Segment margin (%)					
Transmission	60.2	55.7	452bps	54.4	579bps
Consultancy	45.7	33.4	1,231bps	28.7	1,698bps
Telecom	40.9	37.4	359bps	37.6	339bps

Source: Company, BOBCAPS Research

Fig 3 - Actual vs. Estimates

Particulars (Rs mn)	Actual	Estimate	Variance (%)
Revenue	114,937	108,522	5.9
EBITDA	101,253	92,865	9.0
EBITDA margin (%)	88.1	85.6	252bps
Adjusted PAT	36,453	35,410	2.9

Source: Company, BOBCAPS Research



Earnings call highlights

- New project bids remained muted in 9MFY23. In the course of the next 12 months, management expects bids to pick up to Rs 400bn-500bn of this, Rs 220bn is already under bidding and Rs 330bn has been approved. PWGR sees ~Rs 2.4tn worth of opportunities in inter-state transmission systems over the next 7-10 years
- Management expects to capitalise assets worth Rs 100bn in FY24 on a consolidated level, a majority of which will be TBCB.
- Margins are under pressure due to intense competition. The company is focusing on market share and indicated that it may have to forego some amount of returns as a trade-off.
- The company aims to install ~10mn smart meters worth Rs 55bn in two years in conjunction with joint ventures under the Energy Efficiency Services (EESL) scheme. PWGR has 33% market share in this segment.
- PWGR had targeted Rs 75bn of asset monetisation for FY23 but is well away from meeting this goal due to the uptick in interest rates and decline in valuations compared to that of the initial InvIT offering. Management indicated that instead of monetising assets through InvITs, it is looking at securitisation of ~Rs 30bn in cash flows during FY23. Exiting PTC is also an option.
- Opportunities in the next five years include strong visibility in renewable energy and related transmission, potential in battery storage, and in transmission for hydrogen and offshore wind projects.



Valuation methodology

The stock is currently trading at 1.5x FY25E P/B. Given an expected decline in JV earnings due to higher interest costs, we cut our FY23 EPS estimate by 12% while marginally adjusting FY24/FY25 forecasts. We remain cautious on scale-up of PWGR's transmission network given the decreasing opportunities and intense bidding competition, but upgrade our rating on the company from HOLD to BUY as the risk-reward has turned favourable post the 5% stock correction over the past one week. Our DCF-based TP remains unchanged at Rs 251 (implied FY25E P/B of 1.7x), but now offers 18% upside.

Our DCF valuation factors in capex of Rs 700bn and capitalisation of Rs 750bn for the transmission business over FY24-FY27. However, we have not included capex on other businesses, including smart metering, as we await further clarity on the revenue model. We expect the payout ratio to increase to 55% and dividend yield to rise to $\sim 7\%$ in FY25.

Fig 4 - Revised estimates

(Pe mn)		New			Old		(Change (%)	
(Rs mn)	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
Revenue	458,418	487,415	512,612	458,418	487,418	512,612	0.0	0.0	0.0
EBITDA	395,388	430,175	451,666	404,973	430,175	451,666	(2.4)	0.0	0.0
EBITDA margin (%)	86.3	88.3	88.1	88.3	88.3	88.1	(209bps)	0bps	0bps
Adjusted PAT	172,989	212,601	227,489	196,087	215,734	231,052	(11.8)	(1.5)	(1.5)

Source: Company, BOBCAPS Research

Fig 5 - Valuation summary

1,72,987	2,12,598	0.07.405						
	2,12,598	0.07.405						
4 20 400		2,27,485	2,38,665	2,38,299	2,38,517	2,39,424	2,40,928	2,42,650
1,39,100	1,46,161	1,51,986	1,56,736	1,60,613	1,63,526	1,65,574	1,66,866	1,67,484
(1,53,504)	(1,68,854)	(1,85,740)	(1,76,453)	(1,67,630)	(1,59,249)	(1,51,286)	(1,43,722)	(1,36,536)
(62,414)	(27,963)	(42,437)	(51,641)	(59,852)	(66,973)	(73,103)	(78,347)	(71,909)
50,585	(8,389)	(4,941)	631	1,381	1,569	1,733	1,898	2,072
1,46,820	1,53,553	1,46,353	1,67,938	1,72,811	1,77,390	1,82,341	1,87,622	2,03,761
1,44,163	1,40,150	1,24,167	1,32,440	1,26,681	1,20,875	1,15,495	1,10,467	1,11,516
37,24,668	-	-	-	-	-	-	-	-
20,38,461	-	-	-	-	-	-	-	-
32,24,858	-	-	-	-	-	-	-	-
14,75,951	-	-	-	-	-	-	-	-
17,48,907	-	-	-	-	-	-	-	-
6,975	-	-	-	-	-	-	-	-
251	-	-	-	-	-	-	-	-
	(62,414) 50,585 1,46,820 1,44,163 37,24,668 20,38,461 32,24,858 14,75,951 17,48,907 6,975	(1,53,504) (1,68,854) (62,414) (27,963) 50,585 (8,389) 1,46,820 1,53,553 1,44,163 1,40,150 37,24,668 - 20,38,461 - 32,24,858 - 14,75,951 - 17,48,907 - 6,975 -	(1,53,504) (1,68,854) (1,85,740) (62,414) (27,963) (42,437) 50,585 (8,389) (4,941) 1,46,820 1,53,553 1,46,353 1,44,163 1,40,150 1,24,167 37,24,668 - - 20,38,461 - - 32,24,858 - - 14,75,951 - - 17,48,907 - - 6,975 - -	(1,53,504) (1,68,854) (1,85,740) (1,76,453) (62,414) (27,963) (42,437) (51,641) 50,585 (8,389) (4,941) 631 1,46,820 1,53,553 1,46,353 1,67,938 1,44,163 1,40,150 1,24,167 1,32,440 37,24,668 - - - 20,38,461 - - - 14,75,951 - - - 17,48,907 - - - 6,975 - - -	(1,53,504) (1,68,854) (1,85,740) (1,76,453) (1,67,630) (62,414) (27,963) (42,437) (51,641) (59,852) 50,585 (8,389) (4,941) 631 1,381 1,46,820 1,53,553 1,46,353 1,67,938 1,72,811 1,44,163 1,40,150 1,24,167 1,32,440 1,26,681 37,24,668 - - - - 20,38,461 - - - - 32,24,858 - - - - 14,75,951 - - - - 17,48,907 - - - - 6,975 - - - - -	(1,53,504) (1,68,854) (1,85,740) (1,76,453) (1,67,630) (1,59,249) (62,414) (27,963) (42,437) (51,641) (59,852) (66,973) 50,585 (8,389) (4,941) 631 1,381 1,569 1,46,820 1,53,553 1,46,353 1,67,938 1,72,811 1,77,390 1,44,163 1,40,150 1,24,167 1,32,440 1,26,681 1,20,875 37,24,668 - - - - - 20,38,461 - - - - - 32,24,858 - - - - - 14,75,951 - - - - - 17,48,907 - - - - - 6,975 - - - - -	(1,53,504) (1,68,854) (1,85,740) (1,76,453) (1,67,630) (1,59,249) (1,51,286) (62,414) (27,963) (42,437) (51,641) (59,852) (66,973) (73,103) 50,585 (8,389) (4,941) 631 1,381 1,569 1,733 1,46,820 1,53,553 1,46,353 1,67,938 1,72,811 1,77,390 1,82,341 1,44,163 1,40,150 1,24,167 1,32,440 1,26,681 1,20,875 1,15,495 37,24,668 - - - - - - - 20,38,461 - - - - - - - 14,75,951 - - - - - - - 17,48,907 - - - - - - - - 6,975 - - - - - - - - - -	(1,53,504) (1,68,854) (1,85,740) (1,76,453) (1,67,630) (1,59,249) (1,51,286) (1,43,722) (62,414) (27,963) (42,437) (51,641) (59,852) (66,973) (73,103) (78,347) 50,585 (8,389) (4,941) 631 1,381 1,569 1,733 1,898 1,46,820 1,53,553 1,46,353 1,67,938 1,72,811 1,77,390 1,82,341 1,87,622 1,44,163 1,40,150 1,24,167 1,32,440 1,26,681 1,20,875 1,15,495 1,10,467 37,24,668 - - - - - - - 20,38,461 - - - - - - - 32,24,858 - - - - - - - 17,48,907 - - - - - - - 6,975 - - - - - - - -

Source: Company, BOBCAPS Research



Key risks

Key downside risks to our estimates are:

- slow order flows, and
- a rapid opening up of the sector to private players, leading to more projects being bid out under the TBCB model.

Sector recommendation snapshot

Company	Ticker	Market Cap (US\$ bn)	Price (Rs)	Target (Rs)	Rating
CESC	CESC IN	1.2	72	108	BUY
NTPC	NTPC IN	19.7	167	210	BUY
Power Grid Corp	PWGR IN	18.0	213	251	BUY
Tata Power	TPWR IN	8.0	206	271	BUY

Source: BOBCAPS Research, NSE | Price as of 2 Feb 2023



Financials

Income Statement					
Y/E 31 Mar (Rs mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Total revenue	4,00,015	4,10,866	4,58,418	4,87,415	5,12,612
EBITDA	3,53,548	3,60,372	3,95,388	4,30,175	4,51,666
Depreciation	(1,20,392)	(1,28,717)	(1,39,166)	(1,46,161)	(1,51,986)
EBIT	2,33,156	2,31,655	2,56,222	2,84,014	2,99,680
Net interest inc./(exp.)	(81,347)	(80,362)	(95,880)	(77,727)	(76,144)
Other inc./(exp.)	11,837	10,816	39,578	39,578	39,578
Exceptional items	(10,786)	33,203	0	0	0
EBT	1,52,860	1,95,312	1,99,920	2,45,865	2,63,113
Income taxes	(34,643)	(27,856)	(27,446)	(33,804)	(36,194)
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	2,147	785	513	538	565
Reported net profit	1,20,365	1,68,241	1,72,987	2,12,598	2,27,485
Adjustments	(2,468)	4,593	0	0	0
Adjusted net profit	1,22,833	1,63,648	1,72,987	2,12,598	2,27,485
Balance Sheet					
Y/E 31 Mar (Rs mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Accounts payables	1,875	2,671	3,448	2,761	2,905
Other current liabilities	1,51,175	1,34,119	1,36,154	1,37,192	1,38,240
Provisions	13,071	16,843	14,979	16,177	17,472
Debt funds	14,32,143	13,46,956	12,84,542	12,56,580	12,14,143
Other liabilities	2,59,270	2,46,374	2,46,374	2,46,374	2,46,374
Equity capital	52,316	69,755	69,755	69,755	69,755
Reserves & surplus	6,47,045	6,92,717	7,61,072	8,48,112	9,36,088
Shareholders' fund	6,99,361	7,62,471	8,30,826	9,17,867	10,05,842
Total liab. and equities	25,56,895	25,09,434	25,16,324	25,76,951	26,24,975
Cash and cash eq.	53,587	50,482	90,600	1,16,524	1,21,294
Accounts receivables	86,294	94,751	40,570	43,148	42,551
Inventories	13,669	13,572	14,568	15,156	15,730
Other current assets	33,300	64,796	70,952	77,725	85,174
Investments	14,856	37,876	37,947	38,017	
Net fixed assets	18,21,090				38,091
CWIP		19,00,484	19,91,574	20,64,923	21,17,251
	2,46,798	1,27,999	51,247		(17,983)
Intangible assets	17,749	17,782	17,782	17,782	17,782
Deferred tax assets, net	0	0	0	0	0 05 005
Other assets	2,69,551	2,01,694	2,01,085	2,03,085	2,05,085
Total assets	25,56,895	25,09,434	25,16,324	25,76,951	26,24,975
Cash Flows					
Y/E 31 Mar (Rs mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Cash flow from operations	1,72,721	1,32,511	3,17,445	2,79,931	2,96,683
Capital expenditures	(93,636)	(79,662)	(1,53,504)	(1,68,854)	(1,85,740)
Change in investments	(3,414)	27,041	(70)	(70)	(74)
Other investing cash flows	7,320	60,150	0	0	0
Cash flow from investing	(89,730)	7,528	(1,53,574)	(1,68,925)	(1,85,814)
Equities issued/Others	0	0	0	0	0
Debt raised/repaid	(45,854)	(93,343)	(62,414)	(27,963)	(42,437)
Interest expenses	(91,137)	(88,207)	(95,880)	(77,727)	(76,144)
Dividends paid	(68,220)	(1,08,120)	(1,04,632)	(1,25,558)	(1,39,509)
Other financing cash flows	(9)	(8)	(7)	(6)	(5)
Cash flow from financing	(2,05,220)	(2,89,677)	(2,62,932)	(2,31,254)	(2,58,095)
Chg in cash & cash eq.	(1,22,228)	(1,49,639)	(99,062)	(1,20,249)	(1,47,226)
Closing cash & cash eq.	44,872	25,771	65,889	91,813	96,583

Per Share					
Y/E 31 Mar (Rs)	FY21A	FY22A	FY23E	FY24E	FY25E
Reported EPS	17.3	24.1	24.8	30.5	32.6
Adjusted EPS	17.6	23.5	24.8	30.5	32.6
Dividend per share	9.8	15.5	15.0	18.0	20.0
Book value per share	100.3	109.3	119.1	131.6	144.2
Valuations Ratios					
Y/E 31 Mar (x)	FY21A	FY22A	FY23E	FY24E	FY25E
EV/Sales	0.4	0.2	0.3	0.4	0.5
EV/EBITDA	0.4	0.3	0.4	0.4	0.5
Adjusted P/E	12.1	9.1	8.6	7.0	6.5
P/BV	2.1	1.9	1.8	1.6	1.5
DuPont Analysis					
Y/E 31 Mar (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Tax burden (Net profit/PBT)	78.7	86.1	86.5	86.5	86.5
Interest burden (PBT/EBIT)	70.2	70.0	78.0	86.6	87.8
EBIT margin (EBIT/Revenue)	58.3	56.4	55.9	58.3	58.5
Asset turnover (Rev./Avg TA)	15.6	16.4	18.2	18.9	19.
Leverage (Avg TA/Avg Equity)	3.7	3.3	3.0	2.8	2.6
Adjusted ROAE	18.4	18.3	20.8	23.2	22.6
Ratio Analysis					
Y/E 31 Mar	FY21A	FY22A	FY23E	FY24E	FY25E
YoY growth (%)					
Revenue	5.0	5.0	9.7	6.4	5.2
EBITDA	1.5	2.7	11.6	6.3	5.2
Adjusted EPS	18.6	3.0	28.1	22.9	7.0
Profitability & Return ratios (%)					
EBITDA margin	88.4	87.7	86.3	88.3	88.1
EBIT margin	58.3	56.4	55.9	58.3	58.5
Adjusted profit margin	30.7	39.8	37.7	43.6	44.4
Adjusted ROAE	17.2	22.1	20.8	23.2	22.6
ROCE	10.9	11.0	12.1	13.1	13.5
Working capital days (days)					
Receivables	78	83	32	32	30
Inventory	12	12	11	11	1
Payables	2	2	3	2	2
Ratios (x)					
Gross asset turnover	0.2	0.2	0.2	0.2	0.:
<u> </u>	4.0	4.0	4.0	4.0	

Adjusted debt/equity 2.0 1.8

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

1.2

2.9

1.6

2.9

1.6

2.7

1.5

1.8

3.7

1.4

1.9

3.9

1.2

Current ratio

Net interest coverage ratio



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Disclaimer

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

BUY - Expected return >+15%

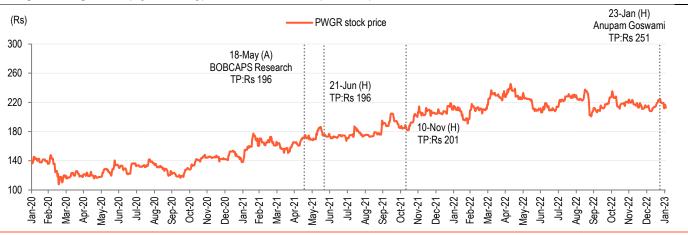
HOLD - Expected return from -6% to +15%

SELL - Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above

Ratings and Target Price (3-year history): POWER GRID CORP (PWGR IN)



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

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