# Cement | Q1FY24 Result Update



#### High net debt remains a concern; Maintain SELL

- TRCL reported volume, revenue in line, however realization, EBITDA, EBITDA/tn and APAT below estimates.
- TRCL posted +26.4% YoY revenue to Rs22.4 (-12.8% QoQ) led by volume growth of +28.7% YoY (-8.5% QoQ) to 4.3mt, which was partially offset by flat realization/ tn at -0.5%/ -4.3% YoY/ QoQ Rs5,212. EBITDA increased +13.6% YoY (-17.3% QoQ) to Rs3.4 bn. However, APAT sharply declined by 30.6% YoY/ 48% QoQ to Rs789 mn in Q1FY24.
- We expect 10.5%/ 24.9%/ 42.6% revenue/ EBITDA/ APAT CAGR over FY23-25E led by 19%/ 5% volume growth and -2%/ +0.5% realization growth in FY24E/ FY25E.
- We decrease EBITDA estimates by 5% for FY24E factoring lower profitability; maintain EBITDA estimates for FY25E. We maintain SELL with revised TP of Rs819 considering higher capex restricting sizable net debt reduction.

#### 5.3MTPA capacity expansion to support future volume growth

TRCL commissioned 5.3mtpa GU during Mar'19 to Mar'23 taking total capacity from 19.4mtpa (FY22) to 22.0mtpa (FY23). It started 8MW WHRS at Kurnool and 4MW to commence in May'23 and 18MW of TPP coupled with railway siding to be operational in FY24. It plans to increase its capacity of Haridaspur plant, Odisha by 0.9mtpa (capex-Rs1.3 bn) by FY24. 1.5mtpa clinker at Jayanthipuram, AP commenced on 28 Jun'21, 2.25mtpa at Kurnool, AP in Q2FY23 and 1.04mtpa at RR Nagar, TN in Mar'23.

#### **Outlook and Valuation**

Net Debt increased by Rs5.6 bn/ Rs872 mn in FY23/ Q1FY24 to Rs44.1 bn and factoring capex of Rs12 bn (lower than initial guidance of Rs9 bn +  $^{\sim}$ Rs6 bn for land acquisition from Prism)/ Rs10 bn for FY24E/ FY25E, Net Debt to remain at elevated level of Rs44.2 bn/ Rs41.2 bn for FY24E/ FY25E. With improvement in profitability, Net Debt/EBITDA to reduce from 3.7x (FY23) to 2.7x/ 2.2x in FY24E/ FY25E, but still to remain on higher side. Thus, we maintain SELL with a revised TP of Rs819 based on 12x FY25E EV/EBITDA + 50% FY25E CWIP.

#### Q1FY24 Result (Rs Mn)

| Particulars       | Q1FY24 | Q1FY23 | YoY (%) | Q4FY23 | QoQ (%) |
|-------------------|--------|--------|---------|--------|---------|
| Revenue           | 22,411 | 17,725 | 26.4    | 25,697 | (12.8)  |
| Total Expense     | 18,996 | 14,718 | 29.1    | 21,568 | (11.9)  |
| EBITDA            | 3,415  | 3,007  | 13.6    | 4,128  | (17.3)  |
| Depreciation      | 1,479  | 1,064  | 39.0    | 1,406  | 5.2     |
| EBIT              | 1,936  | 1,943  | (0.4)   | 2,723  | (28.9)  |
| Other Income      | 79     | 69     | 14.3    | 116    | (32.2)  |
| Interest          | 934    | 475    | 96.7    | 772    | 21.0    |
| EBT               | 1,081  | 1,537  | (29.7)  | 2,067  | (47.7)  |
| Tax               | 292    | 414    | (29.6)  | 543    | (46.3)  |
| RPAT              | 789    | 1,123  | (29.7)  | 1,524  | (48.2)  |
| APAT              | 789    | 1,138  | (30.6)  | 1,517  | (48.0)  |
|                   |        |        | (bps)   |        | (bps)   |
| Gross Margin (%)  | 31.3   | 35.2   | (395)   | 30.0   | 127     |
| EBITDA Margin (%) | 15.2   | 17.0   | (173)   | 16.1   | (83)    |
| NPM (%)           | 3.5    | 6.3    | (281)   | 5.9    | (241)   |
| Tax Rate (%)      | 27.0   | 27.0   | 3       | 26.3   | 71      |
| EBIT Margin (%)   | 8.6    | 11.0   | (232)   | 10.6   | (196)   |

| СМР               |      | F      | Rs 874 |
|-------------------|------|--------|--------|
| Target / Downside |      | Rs 819 | 9 / 6% |
| NIFTY             |      | 1      | .9,597 |
| Scrip Details     |      |        |        |
| Equity / FV       | Rs 2 | 236mn  | / Rs 1 |
| Market Cap        |      | Rs 2   | 207bn  |
|                   |      | USD    | 2.5bn  |
| 52-week High/Low  |      | Rs 953 | 3/ 634 |
| Avg. Volume (no)  |      | 6,0    | 4,458  |
| Bloom Code        |      | Tf     | RCL IN |
| Price Performance | 1M   | 3M     | 12M    |
| Absolute (%)      | (6)  | 15     | 16     |
| Rel to NIFTY (%)  | (8)  | 6      | 1      |
|                   |      |        |        |

#### **Shareholding Pattern**

|                 | Dec'22 | Mar'23 | Jun'23 |
|-----------------|--------|--------|--------|
| Promoters       | 42.3   | 42.3   | 42.1   |
| MF/Banks/FIs    | 16.7   | 16.5   | 17.6   |
| FIIs            | 7.1    | 7.6    | 8.0    |
| Public / Others | 33.9   | 33.7   | 32.3   |

#### Valuation (x)

|           | FY23A | FY24E | FY25E |
|-----------|-------|-------|-------|
| P/E       | 60.0  | 38.4  | 29.5  |
| EV/EBITDA | 21.1  | 15.4  | 13.4  |
| ROE (%)   | 5.2   | 7.6   | 9.2   |
| RoACE (%) | 5.0   | 7.2   | 8.0   |

#### Estimates (Rs bn)

|           | FY23A | FY24E | FY25E |
|-----------|-------|-------|-------|
| Revenue   | 81.4  | 94.2  | 99.4  |
| EBITDA    | 11.8  | 16.3  | 18.4  |
| PAT       | 3.4   | 5.4   | 7.0   |
| EPS (Rs.) | 14.6  | 22.8  | 29.6  |

VP Research: Shravan Shah Tel: +91 22 40969749 E-mail: shravans@dolatcapital.com

Associate: Shouvik Chakraborty Tel: +9122 40969751

E-mail: shouvikc@dolatcapital.com

Associate: Prachi Kadam Tel: +9122 409696772 E-mail: prachik@dolatcapital.com



## EBITDA/tn -11.8%/ -9.6% YoY/ QoQ

In line volume (+28.7% YoY/ -8.5% QoQ to 4.3mt), lower than estimated realization/tn (-0.5% YoY/ -4.3% QoQ to Rs5,212) and in line cost/tn (+0.3% YoY/ -3.7% QoQ to Rs4,418) led TRCL to report EBITDA/tn of Rs794.

Exhibit 1: Actual V/s DART estimates (Rs mn)

| Particulars     | Actual | DART Est | % Variance | Comments                                     |
|-----------------|--------|----------|------------|----------------------------------------------|
| Revenue (Rs mn) | 22,411 | 23,115   | (3.0)      | In line                                      |
| EBITDA (Rs mn)  | 3,415  | 3,976    | (14.1)     | -2.3%/ -0.7% realization/ cost vs. estimates |
| EBITDA%         | 15.2   | 17.2     | (196 bps)  | -                                            |
| APAT (Rs mn)    | 789    | 1,387    | (43.1)     | Poor operating performance                   |

Source: Company, DART

**Exhibit 2: Change in estimates** 

| Darticulars (Ds mn) |        | FY24E  |           | FY25E  |        |          |  |
|---------------------|--------|--------|-----------|--------|--------|----------|--|
| Particulars (Rs mn) | New    | Old    | Chg (%)   | New    | Old    | Chg (%)  |  |
| Net revenues        | 94,182 | 92,306 | 2.0       | 99,370 | 97,821 | 1.6      |  |
| EBIDTA              | 16,315 | 17,177 | (5.0)     | 18,426 | 18,703 | (1.5)    |  |
| EBIDTA margin (%)   | 17.3   | 18.6   | (129 bps) | 18.5   | 19.1   | (58 bps) |  |
| Adj. Net Profit     | 5,376  | 6,498  | (17.3)    | 6,998  | 7,571  | (7.6)    |  |
| EPS (Rs)            | 22.8   | 27.5   | (17.3)    | 29.6   | 32.0   | (7.6)    |  |

Source: Company, DART

We maintain our revenue estimates for FY24E/ FY25E. However, considering weak operating performance for Q1FY24, we reduce our EBITDA estimates by 5% for FY24E as we factor lower profitability. We maintain EBITDA estimates for FY25E. Accordingly, we decrease our APAT estimates by 17.3%/ 7.6% for FY24E/ FY25E factoring lower profitability (FY24E) coupled with higher finance cost.

Exhibit 3: Volume, Realization & Cost/tn Analysis

| Particulars (Rs)          | Q1FY24 | Q1FY23 | YoY (%) | Q4FY23 | QoQ (%) | FY23  | FY22  | YoY (%) |
|---------------------------|--------|--------|---------|--------|---------|-------|-------|---------|
| Volume(MT)                | 4.3    | 3.3    | 28.7    | 4.7    | (8.5)   | 15.0  | 11.1  | 34.9    |
| Realization/tn (Rs)       | 5,212  | 5,238  | (0.5)   | 5,444  | (4.3)   | 5,414 | 5,368 | 0.9     |
| EBITDA/tn (Rs)            | 794    | 900    | (11.8)  | 878    | (9.6)   | 787   | 1,152 | (31.7)  |
| Cost/tn (Rs)              | 4,418  | 4,407  | 0.3     | 4,589  | (3.7)   | 4,628 | 4,216 | 9.8     |
| Raw Material Cost/tn (Rs) | 760    | 791    | (3.9)   | 1,130  | (32.7)  | 894   | 799   | 11.8    |
| Employee Expenses/tn (Rs) | 294    | 349    | (15.6)  | 241    | 22.3    | 309   | 410   | (24.7)  |
| Power and Fuels/tn (Rs)   | 1,758  | 1,570  | 12.0    | 1,635  | 7.5     | 1,771 | 1,247 | 42.1    |
| Freight Expenses/tn (Rs)  | 1,064  | 1,077  | (1.2)   | 1,063  | 0.2     | 1,067 | 1,090 | (2.1)   |
| Other expenses/tn (Rs)    | 541    | 620    | (12.7)  | 521    | 3.9     | 587   | 670   | (12.3)  |

Source: Company, DART

**Exhibit 4: % of Revenue** 

| Particulars       | Q1FY24 | Q1FY23 | Bps   | Q4FY23 | Bps   | FY23 | FY22 | Bps   |
|-------------------|--------|--------|-------|--------|-------|------|------|-------|
| Raw Material Cost | 14.6   | 14.9   | (32)  | 20.7   | (608) | 16.5 | 14.9 | 162   |
| Employee Expenses | 5.6    | 6.6    | (92)  | 4.4    | 125   | 5.7  | 7.6  | (194) |
| Power and Fuels   | 33.7   | 29.6   | 414   | 29.9   | 382   | 32.7 | 23.2 | 949   |
| Freight Expenses  | 20.4   | 20.3   | 13    | 19.4   | 99    | 19.7 | 20.3 | (60)  |
| Other expenses    | 10.4   | 11.7   | (130) | 9.5    | 86    | 10.8 | 12.5 | (163) |

Source: Company, DART



**Exhibit 5: Income statement (Standalone)** 

| Particulars (Rs mn)        | Q1FY24 | Q1FY23 | YoY (%) | Q4FY23 | QoQ (%) | FY23   | FY22    | YoY (%) |
|----------------------------|--------|--------|---------|--------|---------|--------|---------|---------|
| Total Revenue              | 22,411 | 17,725 | 26.4    | 25,697 | (12.8)  | 81,353 | 59,800  | 36.0    |
| Raw Material Cost          | 3,268  | 2,642  | 23.7    | 5,310  | (38.5)  | 13,430 | 8,904   | 50.8    |
| Employee Expenses          | 1,266  | 1,164  | 8.7     | 1,131  | 11.9    | 4,636  | 4,567   | 1.5     |
| Power and Fuel             | 7,559  | 5,244  | 44.1    | 7,686  | (1.7)   | 26,616 | 13,888  | 91.7    |
| Freight Cost               | 4,577  | 3,598  | 27.2    | 4,994  | (8.3)   | 16,030 | 12,144  | 32.0    |
| Other expenses             | 2,327  | 2,071  | 12.4    | 2,448  | (4.9)   | 8,822  | 7,459   | 18.3    |
| Total Expenditure          | 18,996 | 14,718 | 29.1    | 21,568 | (11.9)  | 69,533 | 46,961  | 48.1    |
| PBIDT (Excl. OI)           | 3,415  | 3,007  | 13.6    | 4,128  | (17.3)  | 11,820 | 12,838  | (7.9)   |
| Other Income               | 79     | 69     | 14.3    | 116    | (32.2)  | 367    | 306     | 19.8    |
| Depreciation               | 1,479  | 1,064  | 39.0    | 1,406  | 5.2     | 5,044  | 4,008   | 25.8    |
| EBIT                       | 2,015  | 2,012  | 0.1     | 2,839  | (29.0)  | 7,142  | 9,136   | (21.8)  |
| Interest                   | 934    | 475    | 96.7    | 772    | 21.0    | 2,405  | 1,124   | 114.0   |
| EBT (before EO)            | 1,081  | 1,537  | (29.7)  | 2,067  | (47.7)  | 4,737  | 8,012   | (40.9)  |
| Exceptional items          | 0      | 0      | -       | 0      | -       | 0      | 0       | -       |
| EBT (after EO)             | 1,081  | 1,537  | (29.7)  | 2,067  | (47.7)  | 4,737  | 8,012   | (40.9)  |
| Tax                        | 292    | 414    | (29.6)  | 543    | (46.3)  | 1,302  | (915)   | -       |
| RPAT                       | 789    | 1,123  | (29.7)  | 1,524  | (48.2)  | 3,435  | 8,927   | (61.5)  |
| Adjustment                 | 0      | 15     | -       | (7)    | -       | 6      | (3,028) | -       |
| APAT                       | 789    | 1,138  | (30.6)  | 1,517  | (48.0)  | 3,441  | 5,899   | (41.7)  |
| Adj. EPS (Rs)              | 3.3    | 4.8    | (30.6)  | 6.4    | (48.0)  | 14.6   | 25.0    | (41.7)  |
|                            |        |        | bps     |        | bps     |        |         | bps     |
| EBIDTA Margin (excl. O.I.) | 15.2   | 17.0   | (173)   | 16.1   | (83)    | 14.5   | 21.5    | (694)   |
| NPM (%)                    | 3.5    | 6.4    | (290)   | 5.9    | (238)   | 4.2    | 9.9     | (563)   |
| Tax Rate (%)               | 27.0   | 27.0   | 3       | 26.3   | 71      | 27.5   | (11.4)  | 3,889   |

Source: DART, Company

**Exhibit 6: Valuation** 

| Particulars                    | Rs mn    |
|--------------------------------|----------|
| Assumed EV/EBITDA multiple (x) | 12.0     |
| EBITDA (FY25E)                 | 18,426   |
| EV                             | 2,21,112 |
| Less: Net Debt (FY25E)         | 41,244   |
| 50% of CWIP (FY25E)            | 13,634   |
| Mcap                           | 1,93,502 |
| Shares o/s (mn)                | 236      |
| Target Price                   | 819      |
| CMP (Rs)                       | 874      |
| Downside (%)                   | (6.3)    |

Source: Company, DART



## Key highlights from presentation and management interaction

#### **Demand & Volume**

- Volume saw pickup in South region, whereas remained flat in East in Q1FY24. Company mentioned that volume could have been better in Q1FY24 but was limited due to nonavailability of sand in Kerala, supply disruption due to rail accident in Orissa, WB (20 days) and active monsoon in North East.
- Trade: Non-trade mix stood at 65:35 in Q1FY24 vs. 63:37/69:31 in Q4FY23/Q1FY23.
- Blended cement stood at 68% in Q1FY24 vs. 70%/ 74% in Q4FY23/ Q1FY23.
- Share of premium products improved to 27% in 1QFY24 vs. 25%/ 24% in Q4FY23/ Q1FY23. Company continues to focus on making its brand more stronger
- Share of OPC stood at 32% in Q1FY24 vs. 33%/ 26% in Q4FY23/ Q1FY23.
- Cement capacity utilization stood at 79% in Q1FY24 vs. 85%/ 68% in Q4FY23/ Q1FY23.
   Clinker capacity utilization at RR Nagar Line-III ramped to 100% in 1QFY24.
- Lead distance stood at 274 kms in Q1FY24 vs. 310 kms/ 301 kms in Q4FY23/ Q1FY23.
- Rail:road mix stood at 7:93 in Q1FY24 vs. 12:88/13:87 in Q4FY23/ Q1FY23.

#### **Price**

Pricing remained under pressure in all key markets in South and East in Q1FY24 and Jul'23.

#### Cost

- **RM cost** Continued levy of busy season surcharge impacted the inward material movement by Rs30/tn. Increase in RM cost was also due to increase in prices of raw materials such as flyash, slag and gypsum.
- Blended fuel consumption cost for cement and TPP stood at \$170 per tn (Rs2.03 per Kcal) in Q1FY24 vs. \$178 (Rs2.21 per Kcal)/ \$157 (Rs1.87 per Kcal) per tn in Q4FY23/ Q1FY23. Current spot CIF prices of petcoke and 4200 GAR coal from Indonesia stands at \$120 and \$61 respectively in Jul'23. Rupee depreciation impacted the fuel procurement cost. TRCL expects 8-10% QoQ reduction in P&F costs in Q2FY24.
- Fuel mix Coal/ Petcoke/ AFR at 40%/ 56%/ 8% in Q1FY24 vs. 31%/ 56%/ 13% in Q4FY23 vs. 30%/ 54%/ 16% in Q1FY23.
- Power mix Thermal/ Grid/ Green stood at 44%/ 27%/ 29% in Q1FY24 vs. 50%/ 27%/ 23% in Q4FY23 vs. 64%/ 17%/ 19% in Q1FY23. Company targets to increase its green share to ~40% by FY24.
- Company shifted wind energy capacity of 133MW from 'Sale to Grid' to 'Captive use' in phased manner during 1QFY24. Company expects reduction of Rs70-80/tn in the upcoming quarters.
- Freight cost 15% levy of busy season surcharge in Q1FY24 offset the reduction in lead distance (274 kms).
- Finance cost & Depreciation increased due to commissioning of units in JPM line III, Kolimigundla, R R Nagar line III and dry mortar plants.

#### Capex, Expansion & Debt

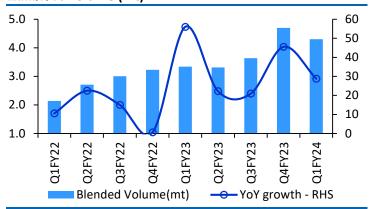
- Capex stood at Rs2.84 bn in Q1FY24 (previous guidance of Rs8.92 bn for FY24). Company expects ~Rs6 bn for land acquisition in AP from Prism; deal likely to be completed in Q2FY24. Company may delay the capex in FY24 if earnings does not meet their internal expectations.
- Net Debt increased by Rs872 mn QoQ to Rs44.1 bn in Q1FY24.



- In Kolimigundla, balance 3MW WHRS will be commissioned in Aug'23 and TPP of 18MW and railway siding will be commissioned in FY24. With regard to expansion of capacity of its dry mix, products in AP and Odisha will be commissioned during FY24. GU (line-II) with cement capacity of 0.9mtpa in Odisha is expected to get commissioned by end of FY24. For new capacity expansions, company has started land acquisition in Bommanahalli, Karnataka. Limestone Benefication Plant in RR Nagar commissioned in Jul'23.
- CO2 emission in Kg/tn stood at 601 kg/tn in Q1FY24 vs. 591kg/tn in Q4FY23 vs. 587 kg/tn in Q1FY23.
- Water Positive Index stood at 3.8x in Q1FY24 vs. 3.8x/ 2x in Q4FY23/ Q1FY23.

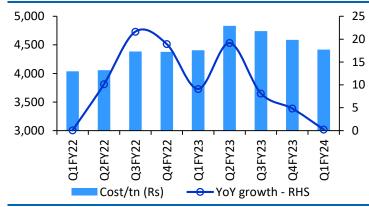


## Exhibit 7: Volume (mt)



Source: Company, DART

## Exhibit 8: Cost/tn (Rs)



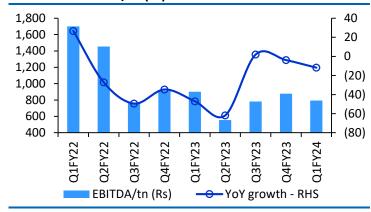
Source: Company, DART

#### Exhibit 9: Realization/tn (Rs)



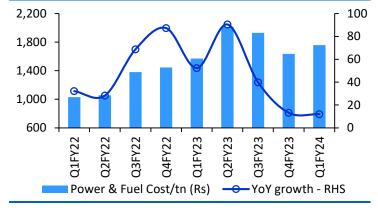
Source: Company, DART

## Exhibit 10: EBITDA/tn (Rs)



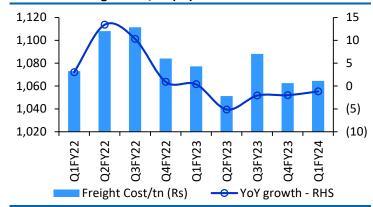
Source: Company, DART

## Exhibit 11: Power & fuel cost/tn (Rs)



Source: Company, DART

Exhibit 12: Freight cost/tn (Rs)



Source: Company, DART



## **Financial Performance**

| Dr | ofit | and | Inss | Accou | nt |
|----|------|-----|------|-------|----|
| ГΙ | UIIL | anu | LUSS | ALLUU | HL |

| (Rs Mn)                                | FY22A    | FY23A    | FY24E                                  | FY25E    |
|----------------------------------------|----------|----------|----------------------------------------|----------|
| Revenue                                | 59,800   | 81,353   | 94,182                                 | 99,370   |
| Total Expense                          | 46,961   | 69,533   | 77,867                                 | 80,944   |
| COGS                                   | 34,936   | 56,076   | 62,510                                 | 64,600   |
| Employees Cost                         | 4,567    | 4,600    | 4,922                                  | 5,168    |
| Other expenses                         | 7,458    | 8,858    | 10,435                                 | 11,176   |
| EBIDTA                                 | 12,838   | 11,820   | 16,315                                 | 18,426   |
| Depreciation                           | 4,008    | 5,044    | 5,950                                  | 6,226    |
| EBIT                                   | 8,830    | 6,775    | 10,365                                 | 12,200   |
| Interest                               | 1,124    | 2,405    | 3,610                                  | 3,291    |
| Other Income                           | 306      | 367      | 471                                    | 497      |
| Exc. / E.O. items                      | 0        | 0        | 0                                      | 0        |
| EBT                                    | 8,012    | 4,737    | 7,226                                  | 9,406    |
| Tax                                    | (915)    | 1,302    | 1,850                                  | 2,408    |
| RPAT                                   | 8,927    | 3,435    | 5,376                                  | 6,998    |
| Minority Interest                      | 0        | . 0      | . 0                                    | 0        |
| Profit/Loss share of associates        | 0        | 0        | 0                                      | 0        |
| АРАТ                                   | 5,899    | 3,441    | 5,376                                  | 6,998    |
| Balance Sheet                          |          |          |                                        |          |
| (Rs Mn)                                | FY22A    | FY23A    | FY24E                                  | FY25E    |
| Sources of Funds                       |          |          |                                        |          |
| Equity Capital                         | 236      | 236      | 236                                    | 236      |
| Minority Interest                      | 0        | 0        | 0                                      | 0        |
| Reserves & Surplus                     | 65,012   | 67,699   | 72,603                                 | 79,128   |
| Net Worth                              | 65,249   | 67,935   | 72,839                                 | 79,365   |
| Total Debt                             | 39,300   | 44,874   | 45,374                                 | 42,374   |
| Net Deferred Tax Liability             | 8,240    | 9,285    | 9,285                                  | 9,285    |
| Total Capital Employed                 | 1,12,788 | 1,22,095 | 1,27,498                               | 1,31,024 |
| Applications of Funds                  |          |          |                                        |          |
| Net Block                              | 75,309   | 99,557   | 1,02,607                               | 1,01,381 |
| CWIP                                   | 32,075   | 21,613   | 24,613                                 | 29,613   |
| Investments                            | 2,485    | 2,469    | 2,469                                  | 2,469    |
| Current Assets, Loans & Advances       | 20,687   | 21,530   | 23,125                                 | 24,297   |
| Inventories                            | 8,333    | 8,823    | 9,805                                  | 10,345   |
| Receivables                            | 3,498    | 4,650    | 5,161                                  | 5,445    |
| Cash and Bank Balances                 | 1,760    | 1,686    | 1,197                                  | 1,130    |
| Loans and Advances                     | 204      | 195      | 205                                    | 215      |
| Other Current Assets                   | 6,891    | 6,175    | 6,757                                  | 7,162    |
| Less: Current Liabilities & Provisions | 17,767   | 23,074   | 25,317                                 | 26,737   |
| Payables                               | 4,892    | 6,373    | 6,967                                  | 7,351    |
| Other Current Liabilities              | 12,874   | 16,702   | 18,350                                 | 19,386   |
| sub total                              | ······   | <u> </u> | ······································ |          |
| Net Current Assets                     | 2,920    | (1,545)  | (2,191)                                | (2,440)  |
| Total Assets                           | 1,12,788 | 1,22,095 | 1,27,498                               | 1,31,024 |
|                                        | , -, -,  | , ,,     | , ,                                    | ,,       |

E – Estimates



| Particulars                        | FY22A    | FY23A    | FY24E    | FY25E    |
|------------------------------------|----------|----------|----------|----------|
| (A) Margins (%)                    |          |          |          |          |
| Gross Profit Margin                | 41.6     | 31.1     | 33.6     | 35.0     |
| EBIDTA Margin                      | 21.5     | 14.5     | 17.3     | 18.5     |
| EBIT Margin                        | 14.8     | 8.3      | 11.0     | 12.3     |
| Tax rate                           | (11.4)   | 27.5     | 25.6     | 25.6     |
| Net Profit Margin                  | 14.9     | 4.2      | 5.7      | 7.0      |
| (B) As Percentage of Net Sales (%) |          |          |          |          |
| COGS                               | 58.4     | 68.9     | 66.4     | 65.0     |
| Employee                           | 7.6      | 5.7      | 5.2      | 5.2      |
| Other                              | 12.5     | 10.9     | 11.1     | 11.2     |
| (C) Measure of Financial Status    |          |          |          |          |
| Gross Debt / Equity                | 0.6      | 0.7      | 0.6      | 0.5      |
| Interest Coverage                  | 7.9      | 2.8      | 2.9      | 3.7      |
| Inventory days                     | 51       | 40       | 38       | 38       |
| Debtors days                       | 21       | 21       | 20       | 20       |
| Average Cost of Debt               | 3.2      | 5.7      | 8.0      | 7.5      |
| Payable days                       | 30       | 29       | 27       | 27       |
| Working Capital days               | 18       | (7)      | (8)      | (9)      |
| FA T/O                             | 0.8      | 0.8      | 0.9      | 1.0      |
| (D) Measures of Investment         |          |          |          |          |
| AEPS (Rs)                          | 25.0     | 14.6     | 22.8     | 29.6     |
| CEPS (Rs)                          | 41.9     | 35.9     | 47.9     | 56.0     |
| DPS (Rs)                           | 0.0      | 0.0      | 2.0      | 2.0      |
| Dividend Payout (%)                | 0.0      | 0.0      | 8.8      | 6.8      |
| BVPS (Rs)                          | 276.1    | 287.5    | 308.3    | 335.9    |
| RoANW (%)                          | 14.7     | 5.2      | 7.6      | 9.2      |
| RoACE (%)                          | 9.5      | 5.0      | 7.2      | 8.0      |
| RoAIC (%)                          | 8.5      | 5.9      | 8.4      | 9.5      |
| (E) Valuation Ratios               |          |          |          |          |
| CMP (Rs)                           | 874      | 874      | 874      | 874      |
| P/E                                | 35.0     | 60.0     | 38.4     | 29.5     |
| Mcap (Rs Mn)                       | 2,06,555 | 2,06,555 | 2,06,555 | 2,06,555 |
| MCap/ Sales                        | 3.5      | 2.5      | 2.2      | 2.1      |
| EV                                 | 2,44,094 | 2,49,743 | 2,50,732 | 2,47,799 |
| EV/Sales                           | 4.1      | 3.1      | 2.7      | 2.5      |
| EV/EBITDA                          | 19.0     | 21.1     | 15.4     | 13.4     |
| P/BV                               | 3.2      | 3.0      | 2.8      | 2.6      |
| Dividend Yield (%)                 | 0.0      | 0.0      | 0.2      | 0.2      |
| (F) Growth Rate (%)                |          |          |          |          |
| Revenue                            | 13.6     | 36.0     | 15.8     | 5.5      |
| EBITDA                             | (16.9)   | (7.9)    | 38.0     | 12.9     |
| EBIT                               | (25.8)   | (23.3)   | 53.0     | 17.7     |
| PBT                                | (29.5)   | (40.9)   | 52.5     | 30.2     |
| APAT                               | (24.0)   | (41.7)   | 56.2     | 30.2     |
| EPS                                | (24.0)   | (41.7)   | 56.2     | 30.2     |



| FY22A    | FY23A                                                                                                                | FY24E                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | FY25E                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|----------|----------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8,012    | 4,737                                                                                                                | 7,226                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 9,406                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 4,008    | 5,044                                                                                                                | 5,950                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 6,226                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 1,124    | 2,405                                                                                                                | 3,610                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 3,291                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| (1,575)  | (316)                                                                                                                | (1,850)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | (2,408)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| (171)    | 2,471                                                                                                                | 344                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 314                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| (109)    | (291)                                                                                                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 11,291   | 14,050                                                                                                               | 15,280                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 16,829                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| (18,155) | (17,651)                                                                                                             | (12,000)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | (10,000)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| (6,865)  | (3,601)                                                                                                              | 3,280                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 6,829                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| (4)      | (5)                                                                                                                  | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 57       | 787                                                                                                                  | (239)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | (192)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| (18,103) | (16,869)                                                                                                             | (12,239)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | (10,192)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 23       | 0                                                                                                                    | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 8,257    | 5,790                                                                                                                | 500                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | (3,000)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| (1,125)  | (2,334)                                                                                                              | (3,610)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | (3,291)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 0        | (710)                                                                                                                | (473)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | (473)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| (1)      | (1)                                                                                                                  | 53                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 59                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 7,154    | 2,745                                                                                                                | (3,529)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | (6,704)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 342      | (75)                                                                                                                 | (488)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | (68)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 1,419    | 1,760                                                                                                                | 1,686                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1,197                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 1,760    | 1,686                                                                                                                | 1,197                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1,130                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|          | 8,012 4,008 1,124 (1,575) (171) (109) 11,291 (18,155) (6,865) (4) 57 (18,103) 23 8,257 (1,125) 0 (1) 7,154 342 1,419 | 8,012       4,737         4,008       5,044         1,124       2,405         (1,575)       (316)         (171)       2,471         (109)       (291)         11,291       14,050         (18,155)       (17,651)         (6,865)       (3,601)         (4)       (5)         57       787         (18,103)       (16,869)         23       0         8,257       5,790         (1,125)       (2,334)         0       (710)         (1)       (1)         7,154       2,745         342       (75)         1,419       1,760 | 8,012       4,737       7,226         4,008       5,044       5,950         1,124       2,405       3,610         (1,575)       (316)       (1,850)         (171)       2,471       344         (109)       (291)       0         11,291       14,050       15,280         (18,155)       (17,651)       (12,000)         (6,865)       (3,601)       3,280         (4)       (5)       0         57       787       (239)         (18,103)       (16,869)       (12,239)         23       0       0         8,257       5,790       500         (1,125)       (2,334)       (3,610)         0       (710)       (473)         (1)       (1)       53         7,154       2,745       (3,529)         342       (75)       (488)         1,419       1,760       1,686 |

E – Estimates

| Notes |
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## **DART RATING MATRIX**

**Total Return Expectation (12 Months)** 

| Buy        | > 20%     |
|------------|-----------|
| Accumulate | 10 to 20% |
| Reduce     | 0 to 10%  |
| Sell       | < 0%      |

## **Rating and Target Price History**



| Month  | Rating | TP (Rs.) | Price (Rs.) |
|--------|--------|----------|-------------|
| Nov-22 | SELL   | 658      | 704         |
| Feb-23 | SELL   | 693      | 701         |
| May-23 | SELL   | 836      | 844         |

<sup>\*</sup>Price as on recommendation date

## **DART** Team

| Purvag Shah         | Managing Director                            | purvag@dolatcapital.com      | +9122 4096 9747 |  |  |
|---------------------|----------------------------------------------|------------------------------|-----------------|--|--|
| A: 1/h CFA          | Hand of Free Man                             |                              | .0122 4005 0745 |  |  |
| Amit Khurana, CFA   | Head of Equities                             | amit@dolatcapital.com        | +9122 4096 9745 |  |  |
| CONTACT DETAILS     |                                              |                              |                 |  |  |
| Equity Sales        | Designation                                  | E-mail                       | Direct Lines    |  |  |
| Dinesh Bajaj        | VP - Equity Sales                            | dineshb@dolatcapital.com     | +9122 4096 9709 |  |  |
| Kapil Yadav         | VP - Equity Sales                            | kapil@dolatcapital.com       | +9122 4096 9735 |  |  |
| Jubbin Shah         | VP - Equity Sales                            | jubbins@dolatcapital.com     | +9122 4096 9779 |  |  |
| Girish Raj Sankunny | VP - Equity Sales                            | girishr@dolatcapital.com     | +9122 4096 9625 |  |  |
| Pratik Shroff       | AVP - Equity Sales                           | pratiks@dolatcapital.com     | +9122 4096 9621 |  |  |
| Equity Trading      | Designation                                  | E-mail                       |                 |  |  |
| P. Sridhar          | SVP and Head of Sales Trading                | sridhar@dolatcapital.com     | +9122 4096 9728 |  |  |
| Chandrakant Ware    | VP - Sales Trading                           | chandrakant@dolatcapital.com | +9122 4096 9707 |  |  |
| Shirish Thakkar     | VP - Head Domestic Derivatives Sales Trading | shirisht@dolatcapital.com    | +9122 4096 9702 |  |  |
| Kartik Mehta        | Asia Head Derivatives                        | kartikm@dolatcapital.com     | +9122 4096 9715 |  |  |
| Bhavin Mehta        | VP - Derivatives Strategist                  | bhavinm@dolatcapital.com     | +9122 4096 9705 |  |  |



#### Analyst(s) Certification

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#### I. Analyst(s) and Associate (S) holding in the Stock(s): (Nil)

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Corporate Identity Number: U65990GJ993PTC116741

Member: BSE Limited and National Stock Exchange of India Limited.

SEBI Registration No: BSE - INZ000274132, NSE - INZ000274132, Research: INH000000685

Regd. office: 1401-1409, Dalal Street Commercial, Block 53 (Bldg. No.53E) Zone-5, Road-5E, Gift City, Sector 9, Gandhinagar-382355 Gujarat, India.

Board: +9122 40969700 | Fax: +9122 22651278 | Email: research@dolatcapital.com | www.dolatresearch.com