

# **Nestle India (NEST)**

FMCG | 5QFY24 Result Update

ACCUMULATE

CMP: Rs2,563 | Target Price (TP): Rs2,550 | Downside: 0%

April 25, 2024

## Robust topline growth ahead of peers

## **Key Points**

- ➤ Nestle bucked the lower sales growth trend that has affected packaged foods companies recently (apart from staples category where growth has been slow for a longer time). 5 year sales CAGR remains healthy at ~12%.
- ➤ Led by ~8% beat on sales, EBITDA and PAT were also ahead of our expectations.
- ➤ We remain constructive about the Packaged Food growth opportunity in India and Nestle (along with Britannia) has been at the forefront in driving growth for the past decade. ROCEs are also the best-of-breed. Nevertheless, expensive valuation of ~70x FY25E EPS and ~60x FY26E EPS lead us to maintain ACCUMULATE rating on the stock.

**5QFY24\* performance update:** NEST's performance in the quarter recorded a healthy beat in the range of 7-12% versus our expectations across Revenue/EBITDA/PAT. 5QFY24\* revenue grew by 9% YoY to Rs53bn (above our estimate of Rs49bn). Higher Gross margin (up 300bps YoY) to 56.8% (down 180 bps QoQ; vs est. 58.5%), marginally offset by higher other expenses (up 70bps YoY) but lower employee expenses (down 20bps YoY) meant that EBITDA margin expanded by 240bps YoY to 25.4% (vs our est. 24.5%). EBITDA margin was the highest in the last 12 quarters. These levels were last seen in 1QCY21. Domestic business grew by ~9% YoY to Rs50bn, crossing a significant milestone. Exports (~4% of sales for the quarter) increased by 19% YoY to Rs2bn.

Outlook on commodity prices: (1) Unprecedented headwinds in coffee and cocoa with prices at an all-time high and continuing to rally (2) Structural cost increase backed by MSP in cereals and grains (3) Likely rise in milk prices due to expected harsh summer.

**5QFY24\* segmental update:** (1) Growth momentum in the Prepared Dishes and Cooking Aids portfolio was supported by strong consumer engagements, media campaigns, innovations and enhanced RURBAN penetration. India emerged as the largest market worldwide for MAGGI (2) In the Milk Products and Nutrition segment, the quarter witnessed robust growth of MILKMAID and Ready-To- Drink (RTD) despite inflationary pressures (3) Growth in the Confectionery segment was led by the launch of new products, increased media exposure, a more extensive and expanding distribution network, and innovative brand activations. India emerged as the second-largest market for KITKAT globally (4) Strong double digit growth registered by key brands such as NESCAFÉ Classic, NESCAFÉ Sunrise and NESCAFÉ GOLD in the Beverages portfolio, which resulted in the highest-ever yearly increase in household penetration and market share in 2023 (5) Strong focus on e-commerce accelerated the reach of product portfolio of the Petcare Business to more pet families.

Est Change	Upward
TP Change	Upward
Rating Change	Maintain

#### **Company Data and Valuation Summary**

Reuters:	NEST.BO
Bloomberg:	NEST IN Equity
Mkt Cap (Rsbn/US\$bn):	2,470.8 / 29.6
52 Wk H / L (Rs):	2,769 / 2,031
ADTV-3M (mn) (Rs/US\$):	2,607.0 / 31.3
Stock performance (%) 1M/6M/1yr:	(0.4) / 5.6 / 24.0
Nifty 50 performance (%) 1M/6M/1yr:	3.5 / 5.2 / 26.7

Shareholding	2QFY24	3QFY24	4QFY24
Promoters	62.8	62.8	62.8
DIIs	9.3	9.2	9.0
FIIs	12.1	12.1	12.1
Others	15.8	16.0	16.1
Pro pledge	0.0	0.0	0.0

#### **Financial and Valuation Summary**

Particulars (Rsmn)	CY22	FY24*	FY25E	FY26E
Revenue	1,68,970	2,43,938	2,17,758	2,48,899
% Growth	14.6	15.5	11.6	14.3
Gross margin (%)	53.8	56.1	58.0	58.8
EBITDA	37,038	58,489	53,923	62,768
EBITDA margin (%)	21.9	24.0	24.8	25.2
% growth	4.6	26.3	15.2	16.4
Adjusted PAT	23,818	39,587	35,532	40,988
APAT margin (%)	14.1	16.2	16.3	16.5
% growth	4.7	33.0	12.2	15.4
EPS	25	33	37	43
% growth	4.7	33.0	12.2	15.4
RoE (%)	108.1	109.2	96.8	93.9
RoCE (%)	111.6	111.0	99.5	96.4
P/E (x)	103.7	78.0	69.5	60.3
EV/EBITDA (x)	6.2	5.0	4.4	3.7

Source: Bloomberg, Company, Nirmal Bang Institutional Equities Research

Note:(1) FY24E\*: As disclosed in the previous quarter, NEST has changed to Financial Year-end reporting and extended the current Financial Year upto 31st March 2024 covering a period of 15 months (comprising five quarters).

(2)All growth numbers have been adjusted to reflect annualized base.

#### **Key Links:**

### 5QFY24 Result Update

## **CY22 Annual Report**

Please refer to the disclaimer towards the end of the document



Other highlights: (1) NEST enters into a definitive agreement to form a Joint Venture with Dr. Reddy's Laboratories to take health science nutraceutical portfolio to consumers. The JV, expected to become operational in 2QFY25 (subject to customary closing conditions), will have Dr. Reddy's holding at 51% and NEST's holding at 49%. NEST has a call option to increase shareholding up to 60% after six years at a Fair Market Value (2) NEST announces the launch of NESPRESSO in India wherein the Company will engage in the sale and distribution of NESPRESSO products (machines and capsules) through its distribution network, online channels, and boutiques under commercial arrangements with NESPRESSO and third parties. The first NESPRESSO boutique is likely to be opened in Delhi before expansion to other key cities. NESPRESSO will also be sold online through e-commerce platforms (3) The BOD recommended a final dividend of Rs8.50 per share. This is in addition to the first interim dividend of Rs2.7, second interim dividend of Rs14, third interim dividend of Rs7. Hence, the total dividend for the 15 months financial year ended 31st Mar'24 amounts to Rs 32.2 (face value of Rs1 each) (4) Domestic sales crossed the Rs50bn mark in the guarter (5) RURBAN journey encompasses over 200,000 villages, a significant milestone in NEST's journey of expansion (6) E-commerce channel accounted for ~7% of domestic sales.

**View and valuation:** Changes to the model have resulted in ~3% and ~4% change in FY25E and FY26E EPS. With FY24 being a 15 month period for growth numbers, we have taken annualised calculation to adjust for a 15 month period. As the company indicated in its analyst meet in Sep'23, the Packaged Foods space in India offers among the strongest topline growth opportunity and NEST is a great play on this theme, especially with its ongoing efforts towards distribution expansion and regionalization of products. The management's confidence about growth prospects is reflecting in large capex plans during CY23-CY25. The company has been an outlier among staples peers over the past few years with strong double- digit sales momentum. Challenging valuation results in small downside on our one year target price (TP) of Rs2,550 (targeting 60x FY26E EPS). Maintain ACCUMULATE.



Exhibit 1: 5QFY24 standalone performance

Particulars (Rsmn)	1Q22	2Q22	3Q22	4Q22	1Q24	2Q24	3Q24	4Q24	5Q24	CY22	FY24*	5Q24E	Var
Net Sales	39,926	40,457	46,018	42,568	48,305	46,585	50,368	46,004	52,676	1,68,970	2,43,938	48,939	7.6%
YoY Change (%)	10.6	16.4	18.5	13.8	21.0	15.1	9.5	8.1	9.0	14.6	15.5	1.3	-
Gross Profit	22,076	21,801	24,241	23,353	25,990	25,535	28,452	26,959	29,917	90,927	1,36,852	28,629	-
Margin (%)	55.3	53.9	52.7	54.9	53.8	54.8	56.5	58.6	56.8	53.8	56.1	58.5	-
EBITDA	9,271	8,442	10,101	9,769	11,100	10,588	12,287	11,130	13,385	37,038	58,489	11,990	11.6%
Margins (%)	23.2	20.9	21.9	22.9	23.0	22.7	24.4	24.2	25.4	21.9	24.0	24.5	0.9
YoY Growth (%)	-0.3	1.2	6.1	14.8	19.7	25.4	21.6	13.9	20.6	4.6	26.3	8.0	-
Depreciation	1,045	1,017	982	987	1,017	1,074	1,112	1,087	1,089	4,030	5,378	1,017	-
Interest	356	370	372	448	370	328	314	230	262	1,546	1,455	370	-
Other income	214	194	306	296	337	240	333	303	268	1,010	1,480	337	-
PBT	8,085	7,249	9,053	8,630	10,049	9,427	11,195	10,116	12,302	32,473	53,136	10,940	12.5%
Tax	2,115	1,850	2,379	2,310	2,538	2,410	2,870	2,580	3,139	8,655	13,549	2,757	-
Rate (%)	26.2	25.5	26.3	26.8	25.3	25.6	25.6	25.5	25.5	26.7	25.5	25.2	-
Adjusted PAT	5,969	5,399	6,674	6,319	7,511	7,017	8,324	7,536	9,164	23,818	39,587	8,183	12.0%
YoY Change (%)	-0.9	2.9	7.4	12.1	25.8	30.0	24.7	19.3	22.0	4.7	33.0	8.9	-
Adj. EPS	6.2	5.6	6.9	6.6	7.8	7.3	8.6	7.8	9.5	24.7	41.1	8.5	-

Source: Company, Nirmal Bang Institutional Equities Research

Note:(1) FY24E\*: As disclosed in the previous quarter, NEST has changed to Financial Year-end reporting and extended the current Financial Year upto 31st March 2024 covering a period of 15 months (comprising five quarters).

(2)All growth numbers have been adjusted to reflect annualized base.

Exhibit 2: Common-size P&L over the quarters

Particulars (%)	1QCY22	2QCY22	3QCY22	4QCY22	1QFY24*	2QFY24*	3QFY24*	4QFY24*	5QFY24*
Gross margin	55.4	54.0	52.7	54.9	53.8	54.8	56.5	58.6	56.8
Staff Cost	10.0	10.1	9.1	9.6	9.4	9.8	10.3	9.1	9.2
Other expenses	22.0	22.8	21.6	22.4	21.4	22.3	21.8	25.3	22.1
EBITDA	23.4	21.0	21.9	22.9	23.0	22.7	24.4	24.2	25.4
EBIT	20.8	18.5	19.8	20.6	20.9	20.4	22.2	21.8	23.3
PBT	20.4	18.1	19.7	20.3	20.8	20.2	22.2	22.0	23.4
Adjusted PAT	15.1	13.5	14.5	14.8	15.5	15.1	16.5	16.4	17.4

Source: Company, Nirmal Bang Institutional Equities Research;

FY24\*: As disclosed in the previous quarter, NEST has changed to Financial Year-end reporting and extended the current Financial Year upto 31st March 2024 covering a period of 15 months (comprising five quarters).

**Exhibit 3: Change in our estimates** 

Y/E March	Earlier Estimates		New Est	imates	Change (%)		
(Rsmn)	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	
Net Sales	2,16,413	2,46,168	2,17,758	2,48,899	0.6	1.1	
EBITDA	52,126	60,121	53,923	62,768	3.4	4.4	
EBITDA margin (%)	24.1	24.4	24.8	25.2	0.7	0.8	
PAT	34,516	39,282	35,532	40,988	2.9	4.3	

Source: Company, Nirmal Bang Institutional Equities Research



24.9 25.4

(%)

30.0

25.0

20.0

15.0

10.0

5.0

0.0

-5.0

-10.0

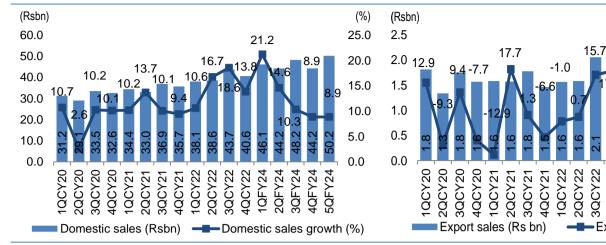
-15.0

19.0

-5.6

Exhibit 4: Domestic sales grew ~9% YoY to Rs50bn

Exhibit 5: Exports grew 19% YoY to Rs2bn



Source: Company, Nirmal Bang Institutional Equities Research

Source: Company, Nirmal Bang Institutional Equities Research

Exhibit 6: Gross margin increased ~300bps YoY to Exhibit 7: EBITDA margin increased ~240bps YoY to 56.8%

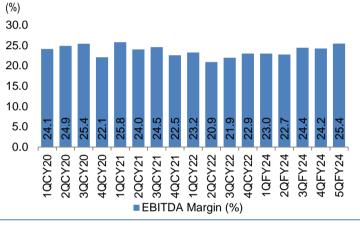
25.4%

3QCY22

4QCY22 1QFY24 2QFY24 **3QFY24** 4QFY24

Exports sales growth (%)



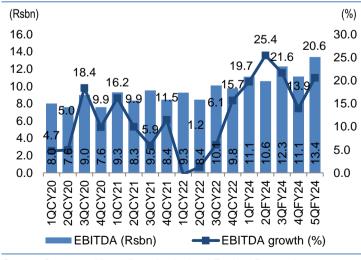


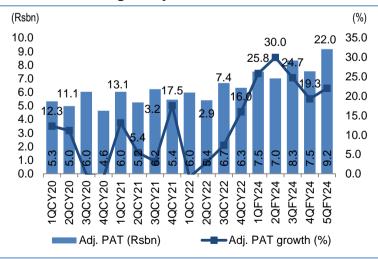
Source: Company, Nirmal Bang Institutional Equities Research

Source: Company, Nirmal Bang Institutional Equities Research

### Exhibit 8: EBITDA grew by 20.6% YoY to Rs13.4bn

### Exhibit 9: APAT grew by 22% YoY to Rs9.2bn



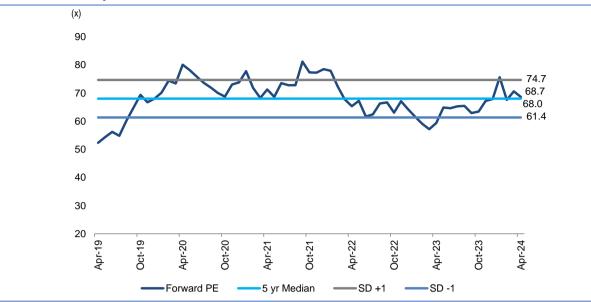


Source: Company, Nirmal Bang Institutional Equities Research

Source: Company, Nirmal Bang Institutional Equities Research



## Exhibit 10: One-year forward P/E



Source: Company, Nirmal Bang Institutional Equities Research



## Financials (Standalone)

**Exhibit 11: Income statement** 

Y/E March (Rsmn)	CY21	CY22	FY24*	FY25E	FY26E
Net Sales	1,47,406	1,68,970	2,43,938	2,17,758	2,48,899
% Growth	10.4	14.6	15.5	11.6	14.3
COGS	63,482	78,043	1,07,086	91,487	1,02,484
Staff costs	15,299	16,355	23,361	22,040	25,203
Other expenses	33,199	37,534	55,002	50,308	58,444
Total expenses	1,11,980	1,31,931	1,85,449	1,63,835	1,86,131
EBITDA	35,426	37,038	58,489	53,923	62,768
% growth	10.2	4.6	26.3	15.2	16.4
EBITDA margin (%)	24.0	21.9	24.0	24.8	25.2
Other income	1,202	1,010	1,480	1,628	1,725
Interest costs	2,017	1,546	1,455	1,753	1,831
Depreciation	3,910	4,030	5,378	6,314	7,887
Profit before tax (before exceptional items)	30,700	32,473	53,136	47,484	54,775
Exceptional items	-1,560	-457	-260	0	0
Tax	7,957	8,655	13,549	11,952	13,787
Rate of Tax (%)	25.9	26.7	25.5	25.2	25.2
PAT	21,184	23,360	39,327	35,532	40,988
Adj PAT	22,743	23,818	39,587	35,532	40,988
Adj PAT margin (%)	15.4	14.1	16.2	16.3	16.5
% growth	8.5	4.7	33.0	12.2	15.4

Source: Company, Nirmal Bang Institutional Equities Research
All growth numbers have been adjusted to reflect annualized base.

Exhibit 12: Balance sheet

Y/E March (Rsmn)	CY21	CY22	FY24*	FY25E	FY26E
Share capital	964	964	964	964	964
Reserves	18,500	23,628	32,445	39,051	46,292
Net worth	19,464	24,592	33,409	40,015	47,256
Total debt	341	300	311	311	311
Deferred tax liability	-258	-256	120	120	120
Total liabilities	19,546	24,636	33,841	40,447	47,688
Gross block	51,187	54,740	64,283	84,283	1,01,283
Depreciation	21,241	24,303	29,681	35,995	43,881
Net block	29,947	30,437	34,603	48,288	57,402
Capital work-in-progress	2,462	3,584	17,417	17,417	17,417
Investments	7,740	7,775	4,639	5,007	11,234
Inventories	15,927	19,288	20,894	23,377	26,262
Debtors	1,660	1,919	3,005	2,782	3,182
Cash	7,354	9,456	7,789	5,671	6,687
Loans, advances & other assets	17,004	17,073	16,886	14,719	12,881
Total current assets	41,944	47,735	48,573	46,549	49,012
Creditors	17,482	19,338	22,379	25,817	29,201
Other current liabilities & provisions	45,065	45,557	49,011	50,997	58,176
Total current liabilities	62,547	64,895	71,390	76,814	87,377
Net current assets	-20,603	-17,160	-22,818	-30,266	-38,365
Total assets	19,546	24,636	33,841	40,447	47,688

Source: Company, Nirmal Bang Institutional Equities Research

Exhibit 13: Cash flow

Y/E March (Rsmn)	CY21	CY22	FY24*	FY25E	FY26E
PAT	21,287	24,148	39,901	35,658	41,094
Depreciation	3,910	4,030	5,378	6,314	7,887
Other income	-1,215	-683	-1,302	-1,628	-1,725
Interest paid	-3	181	260	1,753	1,831
(Inc.)/dec. in working capital	-1,523	-302	-2,489	5,330	9,116
Cash flow from operations	22,456	27,374	41,748	47,427	58,203
Capital expenditure (-)	-7,308	-5,407	-18,783	-20,000	-17,000
Net cash after capex	15,148	21,967	22,965	27,427	41,203
Inc./(dec.) in investments & others	-5,307	1,361	6,718	1,134	-4,608
Cash flow from investments	-12,615	-4,046	-12,065	-18,867	-21,608
Dividends paid (-)	-19,283	-20,247	-30,082	-28,926	-33,747
Others	-903	-979	-1,268	-1,753	-1,831
Cash from financial activities	-20,186	-21,226	-31,350	-30,679	-35,578
Opening cash balance	17,699	7,354	9,456	7,789	5,671
Closing cash balance	7,354	9,455	7,789	5,670	6,687
Change in cash balance	-10,345	2,102	-1,667	-2,118	1,016

Source: Company, Nirmal Bang Institutional Equities Research

## Exhibit 14: Key ratios

Y/E March	CY21	CY22	FY24*	FY25E	FY26E
Per share (Rs)					
Adj.EPS	24	25	33	37	43
Book value	20	26	35	42	49
DPS	20	22	32	30	35
Valuation (x)					
Adj.EV/sales	1.6	1.4	1.2	1.1	0.9
Adj.EV/EBITDA	6.6	6.2	5.0	4.4	3.7
Adj.P/E	108.6	103.7	78.0	69.5	60.3
P/BV	126.9	100.5	74.0	61.7	52.3
Return ratios (%)					
Adj.RoCE	120.1	111.6	111.0	99.5	96.4
Adj.RoE	114.7	108.1	109.2	96.8	93.9
Profitability ratios (%)					
Gross margin	56.9	53.8	56.1	58.0	58.8
EBITDA margin	24.0	21.9	24.0	24.8	25.2
EBIT margin	21.4	19.5	21.8	21.9	22.0
PAT margin	15.4	14.1	16.2	16.3	16.5
Liquidity ratios (%)					
Current ratio	0.7	0.7	0.7	0.6	0.6
Quick ratio	0.4	0.4	0.4	0.3	0.3
Solvency ratio (%)					
Debt to Equity ratio	0.0	0.0	0.0	0.0	0.0
Net Debt to Equity ratio	-0.4	-0.5	-0.2	-0.1	-0.1
Turnover ratios					
Adj.Total asset turnover ratio (x)	7.4	7.6	6.7	5.9	5.6
Adj.Fixed asset turnover ratio (x)	4.9	5.6	5.6	4.5	4.3
Inventory days	37	38	30	37	36
Debtors days	4	4	4	5	4
Creditor days	40	40	31	40	40

Source: Company, Nirmal Bang Institutional Equities Research

Note: FY24\*: The BOD has approved change in the Financial Year of the Company and extended the current Financial Year upto 31st March 2024 covering a period of 15 months (comprising five quarters).

<sup>\*</sup>FY24 ratios have been annualised wherever required



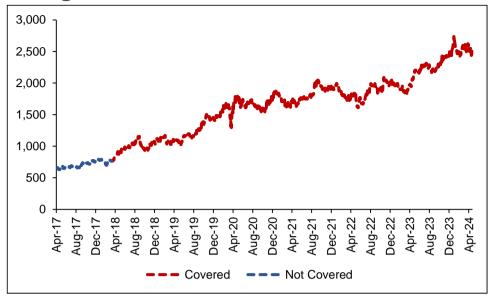
# **Rating track**

Date	Rating	Market price (Rs)	Target price (Rs)
13 March 2018	Buy	7,619	9,400
11 May 2018	Buy	8,981	10,700
6 August 2018	Buy	10,325	11,900
29 October 2018	Buy	9,569	11,200
19 February 2019	Buy	10,350	12,500
9 April 2019	Buy	10,878	12,500
15 May 2019	Buy	10,470	12,100
5 August 2019	Accumulate	11,411	12,350
23 September 2019	Accumulate	13,502	14,650
9 October 2019	Accumulate	13,600	14,520
11 November 2019	Accumulate	14,471	14,600
14 February 2020	Accumulate	16,418	15,985
30 March 2020	Accumulate	15,036	16,365
13 May 2020	Accumulate	17,455	16,855
29 July 2020	Accumulate	17,099	17,205
22 September 2020	Accumulate	15,199	17,065
24 October 2020	Accumulate	15,865	16,900
8 January 2021	Accumulate	18,137	18,305
16 February 2021	Accumulate	17,217	17,530
27 February 2021	Accumulate	16,102	17,530
9 April 2021	Accumulate	17,690	17,530
20 April 2021	Accumulate	17,096	17,550
28 July 2021	Accumulate	18,023	17,550
23 September 2021	Accumulate	19,925	19,370
20 October 2021	Accumulate	19,368	19,155
31 October 2021	Accumulate	18,965	19,155
17 February 2022	Accumulate	18,126	19,615
21 February 2022	Accumulate	18,615	19,890
21 March 2022	Accumulate	18,284	19,725
21 April 2022	Accumulate	18,203	19,370
29 July 2022	Accumulate	19,112	19,605
14 September 2022	Accumulate	19,109	21,045
19 October 2022	Accumulate	19,739	21,160
17 February 2023	Accumulate	19,629	21,160
22 March 2023	Accumulate	18,858	21,555
25 April 2023	Accumulate	20,665	21,415
28 July 2023	Accumulate	22,325	22,785
19 October 2023	Accumulate	24,132	23,700
7 February 2024	Accumulate	#2,500	2,380
25 April 2024	Accumulate	#2,563	2,550

<sup>\*</sup>Price Post-Split



# **Rating chart**





### **DISCLOSURES**

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BUY > 15%

ACCUMULATE -5% to15%

SELL < -5%

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