

| | |
|-----------------|---|
| Estimate change | ↑ |
| TP change | ↑ |
| Rating change | ↔ |

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| Bloomberg | HNDL IN |
|-----------------------|--------------|
| Equity Shares (m) | 2,229 |
| M.Cap.(INRb)/(USDb) | 994.9 / 13.4 |
| 52-Week Range (INR) | 461 / 155 |
| 1, 6, 12 Rel. Per (%) | 14/62/128 |
| 12M Avg Val (INR M) | 5070 |

Financial Snapshot (INR b)

| Y/E MARCH | 2021 | 2022E | 2023E |
|----------------------|-------|-------|-------|
| Sales | 1,318 | 1,727 | 1,796 |
| EBITDA | 173.5 | 239.1 | 255.1 |
| Adj. PAT | 54.7 | 99.1 | 112.9 |
| EBITDA Margin (%) | 13.2 | 13.8 | 14.2 |
| Cons. Adj. EPS (INR) | 24.6 | 44.6 | 50.8 |
| EPS Gr. (%) | 40.7 | 81.2 | 14.0 |
| BV/Sh. (INR) | 194 | 234 | 279 |
| Ratios | | | |
| Net D:E | 1.1 | 0.8 | 0.6 |
| RoE (%) | 13.4 | 20.8 | 19.8 |
| RoCE (%) | 9.1 | 13.1 | 13.9 |
| Payout (%) | 16.7 | 13.1 | 12.7 |
| Valuations | | | |
| P/E (x) | 18.0 | 9.9 | 8.7 |
| P/BV (x) | 2.3 | 1.9 | 1.6 |
| EV/EBITDA(x) | 8.4 | 6.0 | 5.2 |
| Div. Yield (%) | 0.8 | 1.1 | 1.2 |
| FCF Yield (%) | 11.8 | 6.8 | 11.9 |

Shareholding pattern (%)

| As On | Jun-21 | Mar-21 | Jun-20 |
|----------|--------|--------|--------|
| Promoter | 34.6 | 34.7 | 34.7 |
| DII | 20.6 | 20.8 | 27.3 |
| FII | 25.2 | 25.3 | 18.8 |
| Others | 19.6 | 19.3 | 19.3 |

FII Includes depository receipts

CMP: INR443

TP: INR520 (+17%)

Buy

Margin outlook remains strong

We raise HNDL's FY22/FY23 EBITDA estimate by 3%/7%

- Novelis, Hindalco's wholly-owned subsidiary, reported record-high adj EBITDA of USD508m (adj for one-off income of USD47m) on the back of record-high margins of USD522/t (+2% QoQ).
- Novelis should see mix improvement in 2HFY22 and FY23 as the share of auto volumes should increase on account of capacity additions.
- We raise our consolidated FY22E/FY23E EBITDA by 3%/6%, factoring in a higher aluminum price assumption (+3%/7% to USD2,375/USD2,300 per tonne for FY22/FY23). Reiterate **Buy**.

In-line EBITDA; margins strong despite adverse product mix

- Revenue / Adj. EBITDA / PAT was up 59%/101%/116% YoY to USD3,855m/USD508m/USD210m, in line with our estimate. Reported adj EBITDA, however, was higher at USD555m, led by one-off income of USD47m on account of the favorable outcome of tax litigation.
- Volumes were flat (-1% QoQ) at 973kt (est 960kt) due to the seasonality impact and lower demand from Automotive in North America; this was offset by higher volumes from other segments.
- Adj. EBITDA/t stood at a record high of USD522/t (+2% QoQ). However, this was lower than the estimate of USD530/t, as better aluminum scrap spreads were partly offset by a weaker product mix (lower auto volumes). Novelis reported margin improvement for the fourth successive quarter in 1QFY22.
- FCF post capex of USD101m stood at a negative USD30m in 1Q due to higher working capital needs. As a result, net debt was flat QoQ at USD5.0b. Net debt/EBITDA fell to 2.5x (from 3.8x post the Aleris acquisition in Apr'20).

Key highlights from management commentary

- Refinancing to lower interest cost; debt maturity profile comfortable:** The company expects annual interest cost savings of USD35m from the refinancing of USD1.5b worth of 5.875% unsecured notes due in 2026. It would also pre-pay a USD524m term loan due in Jun'22 this year. Post this, the company does not have debt repayments due up to FY25-end.
- FCF to be lower in FY22:** FCF generation is expected to be lower in FY22 due to higher working capital and capex spend.
- Synergies guidance increased:** Novelis achieved a combination synergy run-rate of USD100m in 1QFY22 (USD79m in 4QFY21). It now expects combination synergies to exceed its earlier guidance of USD120m. Furthermore, the strategic synergy from the Aleris integration in China would now exceed USD100m (earlier expectation: USD65m).
- China expansion announced:** Novelis has finalized its 200ktpa expansion plan in China, entailing capex of USD375m (earlier guided for USD300m) over the next three years.

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- **Duffel receivables impaired by USD63m:** The company has written down receivables of USD63m from the Duffel transaction to a fair value of USD45m. It now expects to settle the receivables with Avalance (buyer) outside the courts for USD45m as it believes arbitration proceedings would take time and reduce management bandwidth.

Valuation and view

- Hindalco (HNDL) is our preferred non-ferrous pick owing to a) robust volume recovery in both India and Novelis, b) strong profitability in its primary Aluminum business, given its low-cost integrated operations in India (in the top quartile globally) and higher LME prices, c) solid FCF generation, which should reduce leverage sharply, and d) reasonable valuations.
- The outlook for Novelis is positive due to its resilience in the Beverage Can business and demand recovery in Auto (a high-margin business). With better cost control, higher scrap spreads, and accruing synergies from Aleris, we expect Novelis' business margins to remain strong at over USD500/t.
- With ~65% EBITDA contribution now accruing from the non-LME business (Novelis), we see relatively higher stability in HNDL's earnings.
- Given tight demand-supply, we expect aluminum prices to remain strong. We raise our LME price assumption by 3%/7% to USD2,375/USD2,300 per tonne in FY22E/FY23E. A USD100/t change in aluminum prices impacts HNDL's FY23E EPS by 5% and our TP by 4%.
- The stock trades at 5.2x EV/EBITDA and 8.7x P/E on FY22E. We value HNDL at INR520/share on an SoTP basis. Reiterate **Buy**.

Quarterly Performance (Novelis) – USD m

| Y/E March | FY21 | | | | FY22E | | | | FY21 | FY22E | 1QE (%) | vs Est (%) |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2QE | 3QE | 4QE | | | | |
| Sales (000 tons) | 781 | 923 | 933 | 983 | 973 | 980 | 960 | 998 | 3,620 | 3,911 | 960 | 1 |
| Change (YoY %) | -5.9 | 10.5 | 17.1 | 21.2 | 24.6 | 6.2 | 2.9 | 1.5 | 10.6 | 8.0 | 22.9 | |
| Net Sales | 2,426 | 2,978 | 3,241 | 3,631 | 3,855 | 4,098 | 3,912 | 4,068 | 12,276 | 15,933 | 3,951 | -2 |
| Change (YoY %) | -17.1 | 4.5 | 19.4 | 33.2 | 58.9 | 37.6 | 20.7 | 12.0 | 9.4 | 29.8 | 62.9 | |
| EBITDA (adjusted) | 253 | 455 | 476 | 505 | 508 | 519 | 509 | 531 | 1,689 | 2,067 | 509 | 0 |
| Change (YoY %) | -31.3 | 20.4 | 38.8 | 42.7 | 100.8 | 14.2 | 6.9 | 5.1 | 17.0 | 22.4 | 101.1 | |
| EBITDA per ton (USD) | 324 | 493 | 510 | 514 | 522 | 530 | 530 | 532 | 467 | 529 | 530 | -1 |
| Interest | 67 | 69 | 63 | 59 | 56 | 49 | 49 | 48 | 258 | 203 | 58 | -3 |
| Depreciation | 118 | 141 | 137 | 147 | 134 | 149 | 151 | 166 | 543 | 600 | 147 | -9 |
| PBT (before EO item) | 68 | 245 | 276 | 299 | 318 | 321 | 308 | 317 | 888 | 1,265 | 304 | 5 |
| Extra-ordinary Income | (176) | (214) | (19) | (4) | 30 | (30) | (30) | (30) | (413) | (60) | (30) | |
| PBT (after EO item) | -108 | 31 | 257 | 295 | 348 | 291 | 278 | 287 | 475 | 1,205 | 274 | 27 |
| Total Tax | -29 | 68 | 80 | 119 | 108 | 87 | 84 | 86 | 238 | 365 | 82 | 31 |
| Reported PAT | -79 | -37 | 178 | 176 | 240 | 204 | 195 | 201 | 237 | 840 | 192 | 25 |
| Change (YoY %) | -162 | -130 | 66 | 179 | -404 | -651 | 9 | 14 | -44 | 254 | -343 | |
| Adjusted PAT | 97 | 177 | 197 | 180 | 210 | 234 | 225 | 231 | 651 | 900 | 222 | -5 |



Management call and other highlights

Key highlights

- FCF was negative at USD30m in 1QFY22, post capex of USD101m, due to higher working capital. This was in turn due to higher LME and inventory restocking.
- Net debt stood flat QoQ at USD5.0b. The company has repaid gross debt of USD2.1b since 1QFY21 (peak gross debt of USD8.0b).
- Net leverage stood at 2.5x at 1QFY22-end v/s 2.9x at FY21-end. The target net leverage was 2.5x.
- **Novelis' automotive volumes were impacted in North America due to the shortage of semi-conductors.** However, the management expects demand from the Automotive sector to improve gradually.
- **Share of automotive sheet to go up in mix:** With the commissioning of the new 300kt finishing capacity in the US (200ktpa) and China (100ktpa), the company's automotive capacity has gone up to 1.0mtpa. The capacities in the customer qualification stage and are being ramped up. The full ramp-up in the China capacity is expected by FY23, whereas the US capacity would be ramped up over FY24–25. Auto volume share stood at 16% in FY21. With these capacities, the share of Auto is likely to go up in the coming years.
- **Sustainable EBITDA guidance maintained at USD500/t+:** Despite registering EBITDA/t in excess of USD510/t for three quarters and improving LME and scrap spreads, the management has not raised its sustainable EBITDA guidance of USD500/t+. It remains skeptical of rising input cost inflation and the impact of the semi-conductor shortage on demand.
- **Synergies guidance increased:** Novelis achieved a combination synergy run-rate of USD100m in 1QFY22 (USD79m in 4QFY21). It now expects combination synergies to exceed its earlier guidance of USD120m. Furthermore, the strategic synergy from the Aleris integration in China would now exceed USD100m (earlier expectation: USD65m).
- **Capex guidance:** Novelis would spend ~USD1.5b towards organic growth. Maintenance capex is guided at USD300m per annum for the next five years. FY22 capex guidance stands at USD600–700m (USD485m in FY21).
- **Project update:** A 100ktpa recycling and rolling project is expected to be commissioned in Brazil in 2QFY22 (earlier: 1QFY22).
- **China expansion announced:** Novelis has finalized its 200ktpa expansion plan in China. This would entail higher capex of USD375m over the next three years, earlier guided for USD300m. The management informed that cost inflation and technology upgrades have led to higher capex, but the same would be offset by the higher synergies generated from the project.
- **Debt refinancing to lower cost; debt-maturity profile comfortable:** The company refinanced USD1.5b worth of 5.875% unsecured notes due in 2026 with new five-year USD750m unsecured notes of 3.25% and new 10-year USD750m unsecured notes of 3.875%. This would lead to interest cost savings of USD35m per year. The company would also pre-pay a USD524m term loan due in Jun'22 this year. Thereafter, the company does not have any debt repayments due up to FY25-end.
- **FCF to be lower in FY22:** Despite higher EBITDA, FCF was negative at USD30m due to higher working capital needs. With every USD100/t change in aluminum

prices, the company's working capital needs increase by USD60m. The company guided that FCF generation would be lower this year due to higher working capital and capex spend.

- **Duffel receivables impaired by USD63m:** During the quarter, the company wrote down receivables of USD63m from the Duffel transaction to a fair value of USD45m. It now expects to settle the receivables with Avalanche (buyer) outside the courts for USD45m as it believes arbitration proceedings would take time and reduce management bandwidth. However, if the matter is not settled outside of the courts, the company would continue the arbitration proceedings and remain hopeful of a full recovery.

Update on business segments

Beverage Can

- Beverage can demand is expected to grow 3–6% YoY in CY21.
- The company continues to expand the Beverage Can business across geographies, led by high in-home consumption; the shift in the packaging mix is attributable to an increasing preference for sustainable beverage packaging options.
- The market is likely to remain tight, with most of the customers increasing their capacities over the next 2–3 years to meet additional demand for cans.

Auto

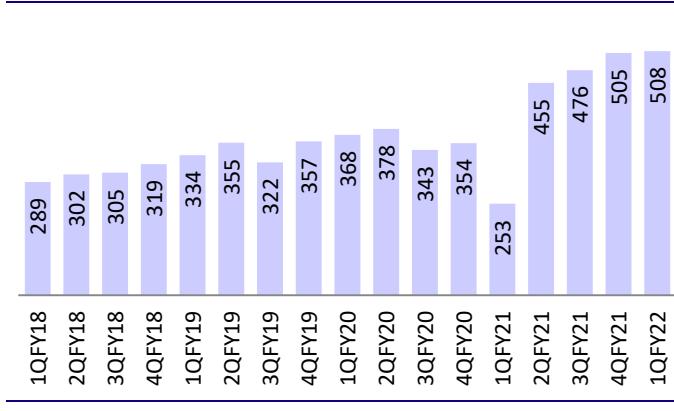
- The Automotive market is expected to grow 25–30% YoY in CY21 (although on a lower base).
- The semi-conductor shortage would have a limited short-term impact on OEM production and sheet demand.
- Demand in the Automotive segment would remain strong owing to the higher production of SUVs, pickup trucks, electric vehicles, and premium vehicles.

Aerospace

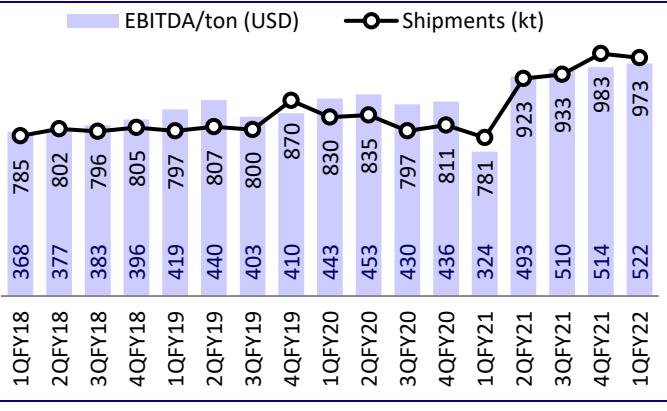
- No significant improvement is expected in the Aerospace segment in CY21 due to continued air travel restrictions across the globe. The vaccination rollout, however, is a positive for the industry.
- Heavy stocking in the supply chain may prolong demand recovery. However, market demand is expected to recover at a moderate rate of 5–10%.

Specialty

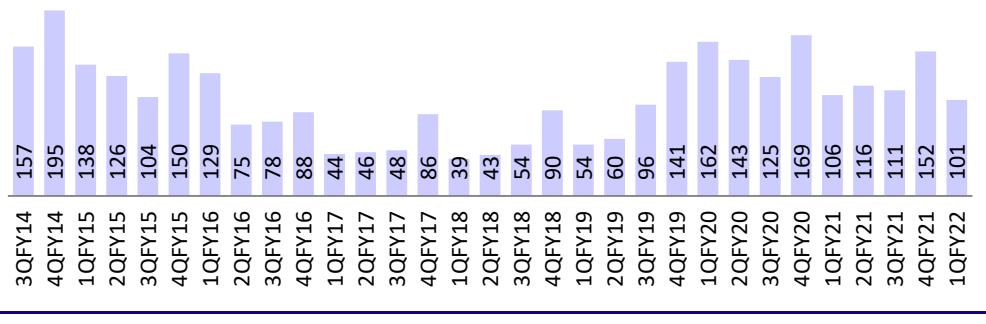
- Specialty market demand is expected to increase 5–10% YoY in CY21, led by favorable housing demand in the US and Europe.
- Strong demand from the Electronics market and recovery in heat exchangers and transportation in Europe and North America should aid demand improvement.

Exhibit 1: Novelis' adjusted EBITDA (USD m)

Source: MOFSL, Company

Exhibit 2: Novelis' EBITDA/t and shipments

Source: MOFSL, Company

Exhibit 3: Novelis' capex (USD m)

Source: MOFSL, Company

Exhibit 4: Geographical segment reporting

| | 4QFY20 | 1QFY21 | 2QFY21 | 3QFY21 | 4QFY21 | 1QFY22 | QoQ (%) | YoY (%) |
|-------------------------------------|--------|--------|--------|--------|--------|--------|---------|---------|
| Rolled Product Shipments -kt | | | | | | | | |
| North America | 267 | 272 | 367 | 347 | 362 | 358 | -1 | 32 |
| Europe | 220 | 212 | 240 | 253 | 262 | 268 | 2 | 26 |
| Asia | 184 | 184 | 178 | 184 | 199 | 190 | -5 | 3 |
| South America | 148 | 113 | 148 | 158 | 160 | 157 | -2 | 39 |
| Adj EBITDA – USD m | | | | | | | | |
| North America | 122 | 78 | 205 | 206 | 174 | 172 | -1 | 121 |
| Europe | 57 | 20 | 63 | 73 | 104 | 102 | -2 | 410 |
| Asia | 56 | 75 | 74 | 78 | 78 | 88 | 13 | 17 |
| South America | 112 | 76 | 112 | 129 | 132 | 146* | 11 | 92 |
| adj. EBITDA per ton (USD) | | | | | | | | |
| North America | 457 | 287 | 559 | 594 | 481 | 480 | -0 | 68 |
| Europe | 259 | 94 | 263 | 289 | 397 | 381 | -4 | 303 |
| Asia | 304 | 408 | 416 | 424 | 392 | 463 | 18 | 14 |
| South America | 757 | 673 | 757 | 816 | 825 | 930 | 13 | 38 |

Source: Company; *adj for one-off income of USD47m

Valuation and view

- HNDL is our preferred non-ferrous pick owing to a) robust volume recovery in both India and Novelis, b) strong profitability in its primary Aluminum business, given its low-cost integrated operations in India (in the top quartile globally) and higher LME prices, c) solid FCF generation, which should reduce leverage sharply, and d) reasonable valuations.
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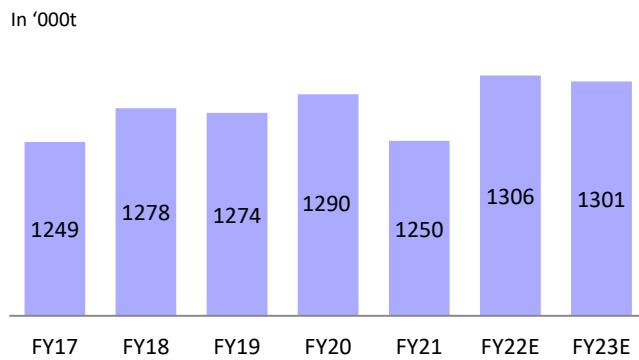
Exhibit 5: Target price derivation

| INR m | Multiple | FY23E EBITDA | EV | INR Per share |
|--|----------|-----------------|------------------|------------------|
| India operations | 5.0 | 96,246 | 4,81,229 | 216 |
| Novelis | 6.0 | 1,58,894 | 9,53,364 | 429 |
| Enterprise Value | | | 14,34,592 | 645 |
| Net-Debt | | | 3,46,384 | 156 |
| Equity Value (a) | | | 10,88,209 | 491 |
| Investment in Listed securities @10% discount (b) | | | 63,143 | 28 |
| Target Price INR/sh. (a+b) | | | | 520 |

Source: MOSL

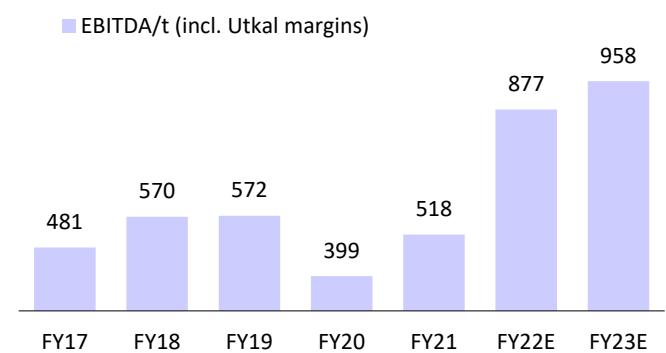
Story in charts

Exhibit 6: India Aluminum volume trend



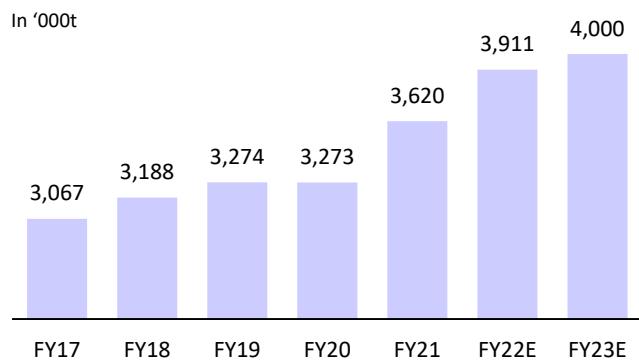
Source: Company, MOFSL

Exhibit 7: Aluminum EBITDA/t to improve sharply



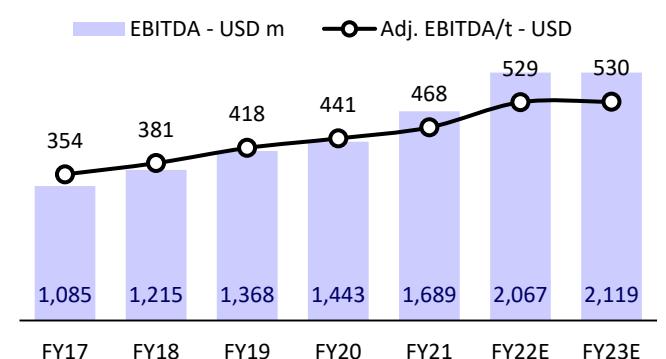
Source: Company, MOFSL

Exhibit 8: Novelis' volumes rising with Aleris acquisition...



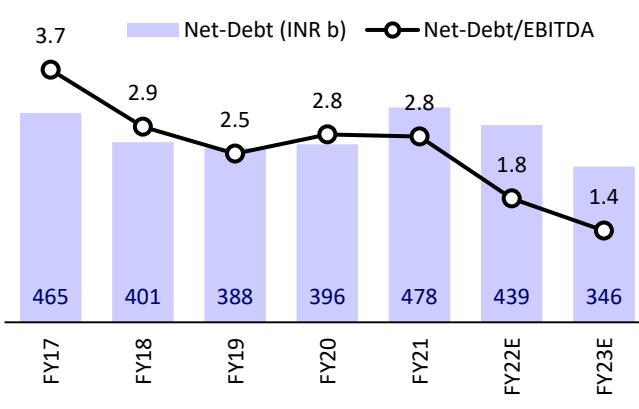
Source: Company, MOFSL

Exhibit 9: ...with an improving margin profile



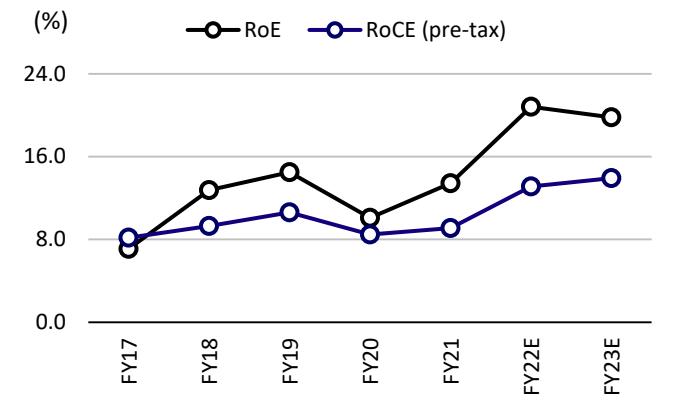
Source: Company, MOFSL

Exhibit 10: Net debt/EBITDA to decline to 1.8x in FY22



Source: MOFSL

Exhibit 11: Return ratios to improve in FY22



Source: MOFSL

Financials and valuations

| Consolidated Income Statement | | | | | | | (INR m) |
|----------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Y/E March | 2017 | 2018 | 2019 | 2020 | 2021 | 2022E | 2023E |
| Net sales | 10,01,838 | 11,51,717 | 13,05,423 | 11,81,440 | 13,18,005 | 17,26,994 | 17,95,548 |
| Change (%) | 1.4 | 15.0 | 13.3 | -9.5 | 11.6 | 31.0 | 4.0 |
| Total Expenses | 8,77,479 | 10,13,513 | 11,50,317 | 10,39,380 | 11,44,490 | 14,87,908 | 15,40,408 |
| EBITDA | 1,24,359 | 1,38,204 | 1,55,105 | 1,42,060 | 1,73,515 | 2,39,087 | 2,55,140 |
| % of Net Sales | 12.4 | 12.0 | 11.9 | 12.0 | 13.2 | 13.8 | 14.2 |
| Depn. & Amortization | 44,572 | 45,062 | 47,770 | 50,910 | 64,970 | 69,746 | 71,897 |
| EBIT | 79,786 | 93,141 | 1,07,335 | 91,150 | 1,08,545 | 1,69,341 | 1,83,243 |
| Net Interest | 57,424 | 39,107 | 37,780 | 41,970 | 37,380 | 30,551 | 28,587 |
| Other income | 11,110 | 10,046 | 11,271 | 11,860 | 12,220 | 12,465 | 14,497 |
| PBT before EO | 33,472 | 64,080 | 80,826 | 61,040 | 83,385 | 1,51,256 | 1,69,153 |
| EO income (exp) | -76 | 17,742 | | -1,840 | -4,385 | | |
| PBT after EO | 33,395 | 81,821 | 80,826 | 59,200 | 79,000 | 1,51,256 | 1,69,153 |
| Tax | 14,326 | 20,742 | 25,881 | 21,570 | 27,230 | 52,217 | 56,264 |
| Rate (%) | 42.9 | 25.4 | 32.0 | 36.4 | 34.5 | 34.5 | 33.3 |
| Reported PAT | 19,069 | 61,080 | 54,945 | 37,630 | 51,770 | 99,038 | 1,12,889 |
| Minority interests | -174 | -1 | -7 | | | | |
| Share of asso. | -251 | -1,251 | 5 | 40 | 50 | 50 | 50 |
| Adjusted PAT | 19,069 | 42,088 | 54,957 | 38,884 | 54,692 | 99,088 | 1,12,939 |
| Change (%) | -22.9 | 120.7 | 30.6 | -29.2 | 40.7 | 81.2 | 14.0 |
| Balance Sheet | | | | | | | (INR m) |
| Y/E March | 2017 | 2018 | 2019 | 2020 | 2021 | 2022E | 2023E |
| Share Capital | 2,227 | 2,229 | 2,224 | 2,224 | 2,224 | 2,224 | 2,224 |
| Reserves | 4,58,361 | 5,46,289 | 5,72,793 | 5,80,950 | 6,63,106 | 7,51,074 | 8,51,781 |
| Net Worth | 4,60,588 | 5,48,518 | 5,75,017 | 5,83,174 | 6,65,330 | 7,53,298 | 8,54,005 |
| Minority Interest | 62 | 86 | 95 | 100 | 100 | 100 | 100 |
| Total Loans | 6,37,515 | 5,20,155 | 5,24,150 | 6,74,190 | 6,59,940 | 6,09,184 | 5,18,509 |
| Deferred Tax Liability | 20,168 | 31,333 | 36,505 | 37,610 | 36,060 | 46,503 | 57,756 |
| Capital Employed | 11,18,333 | 11,00,092 | 11,35,767 | 12,95,074 | 13,61,430 | 14,09,086 | 14,30,371 |
| Gross Block | 10,40,510 | 10,82,644 | 11,30,670 | 11,99,704 | 13,43,224 | 13,87,962 | 14,32,780 |
| Less: Accum. Deprn. | 3,64,991 | 4,10,054 | 4,57,824 | 5,08,734 | 5,73,704 | 6,43,449 | 7,15,346 |
| Net Fixed Assets | 6,75,518 | 6,72,590 | 6,72,846 | 6,90,970 | 7,69,520 | 7,44,513 | 7,17,435 |
| Goodwill | 1,71,350 | 1,78,294 | 1,85,746 | 2,00,980 | 2,33,170 | 2,33,170 | 2,33,170 |
| Capital WIP | 18,139 | 20,629 | 40,971 | 77,210 | 1,02,020 | 1,40,980 | 1,79,939 |
| Investments | 62,057 | 68,778 | 51,567 | 31,320 | 77,160 | 77,210 | 77,260 |
| Working capital Assets | 5,29,543 | 5,29,846 | 5,67,157 | 6,85,704 | 7,06,250 | 8,26,160 | 8,50,163 |
| Inventory | 1,82,914 | 2,16,314 | 2,21,938 | 2,23,840 | 3,06,680 | 4,02,177 | 4,18,141 |
| Account Receivables | 82,748 | 99,598 | 1,14,598 | 93,450 | 1,29,590 | 1,65,602 | 1,72,176 |
| Cash and Bank Balance | 1,72,129 | 1,19,612 | 1,36,419 | 2,78,480 | 1,82,260 | 1,70,661 | 1,72,126 |
| Others (incl. LT) | 91,752 | 94,322 | 94,203 | 89,934 | 87,720 | 87,720 | 87,720 |
| Working capital liability | 3,38,275 | 3,70,046 | 3,82,520 | 3,91,110 | 5,26,690 | 6,12,946 | 6,27,596 |
| Account Payables | 1,78,581 | 2,04,392 | 2,07,244 | 1,82,820 | 2,82,800 | 3,69,056 | 3,83,706 |
| Others (incl. LT) | 1,59,694 | 1,65,655 | 1,75,276 | 2,08,290 | 2,43,890 | 2,43,890 | 2,43,890 |
| Net Working Capital | 1,91,269 | 1,59,800 | 1,84,637 | 2,94,594 | 1,79,560 | 2,13,214 | 2,22,567 |
| Appl. of Funds | 11,18,333 | 11,00,092 | 11,35,767 | 12,95,074 | 13,61,430 | 14,09,086 | 14,30,371 |

Financials and valuations

| Ratios | | | | | | | |
|-------------------------------|-------|-------|-------|-------|-------|-------|-------|
| Y/E March | 2017 | 2018 | 2019 | 2020 | 2021 | 2022E | 2023E |
| Basic (INR) | | | | | | | |
| EPS | 8.6 | 18.9 | 24.7 | 17.5 | 24.6 | 44.6 | 50.8 |
| Cash EPS | 28.6 | 47.6 | 46.2 | 39.8 | 52.5 | 75.9 | 83.1 |
| BV/Share (adj.) | 129.9 | 166.1 | 175.0 | 171.8 | 194.3 | 233.9 | 279.2 |
| DPS | 1.1 | 1.4 | 1.2 | 1.2 | 3.5 | 5.0 | 5.5 |
| Payout (%) | 15.0 | 8.7 | 5.7 | 8.0 | 16.7 | 13.1 | 12.7 |
| Valuation (x) | | | | | | | |
| P/E | | | | 25.3 | 18.0 | 9.9 | 8.7 |
| Cash P/E | | | | 11.1 | 8.4 | 5.8 | 5.3 |
| P/BV | | | | 2.6 | 2.3 | 1.9 | 1.6 |
| EV/Sales | | | | 1.2 | 1.1 | 0.8 | 0.7 |
| EV/EBITDA | | | | 9.7 | 8.4 | 6.0 | 5.2 |
| Dividend Yield (%) | | | | 0.3 | 0.8 | 1.1 | 1.2 |
| Return Ratios (%) | | | | | | | |
| EBITDA Margins (%) | 12.4 | 12.0 | 11.9 | 12.0 | 13.2 | 13.8 | 14.2 |
| Net Profit Margins (%) | 1.9 | 3.7 | 4.2 | 3.3 | 4.1 | 5.7 | 6.3 |
| RoE | 7.1 | 12.8 | 14.5 | 10.1 | 13.4 | 20.8 | 19.8 |
| RoCE (pre-tax) | 8.2 | 9.3 | 10.6 | 8.5 | 9.1 | 13.1 | 13.9 |
| RoIC (pre-tax) | 9.1 | 10.8 | 11.9 | 10.3 | 11.5 | 16.8 | 18.1 |
| Working Capital Ratios | | | | | | | |
| Fixed Asset Turnover (x) | 1.0 | 1.1 | 1.2 | 1.0 | 1.0 | 1.2 | 1.3 |
| Asset Turnover (x) | 0.9 | 1.0 | 1.1 | 0.9 | 1.0 | 1.2 | 1.3 |
| Debtor (Days) | 30 | 32 | 32 | 29 | 36 | 35 | 35 |
| Inventory (Days) | 67 | 69 | 62 | 69 | 85 | 85 | 85 |
| Payable (Days) | 65 | 65 | 58 | 56 | 78 | 78 | 78 |
| Leverage Ratio (x) | | | | | | | |
| Current Ratio | 1.6 | 1.4 | 1.5 | 1.8 | 1.3 | 1.3 | 1.4 |
| Interest Cover Ratio | 1.4 | 2.4 | 2.8 | 2.2 | 2.9 | 5.5 | 6.4 |
| Debt/Equity | 1.6 | 1.1 | 1.0 | 1.0 | 1.1 | 0.8 | 0.6 |

| Cash Flow Statement | | | | | | | (INR m) |
|-------------------------------|-----------------|------------------|-----------------|-----------------|------------------|-----------------|------------------|
| Y/E March | 2017 | 2018 | 2019 | 2020 | 2021 | 2022E | 2023E |
| EBITDA | 1,24,359 | 1,38,204 | 1,55,105 | 1,42,060 | 1,73,515 | 2,39,087 | 2,55,140 |
| XO Exp. (income) | 3,622 | 2,617 | 439 | -2,610 | -2,675 | | |
| tax paid | -7,797 | -14,081 | -18,883 | -1,020 | -12,560 | -41,774 | -45,011 |
| Change in WC | 6,691 | -17,862 | -16,865 | -11,780 | 14,040 | -45,253 | -7,888 |
| CF from Op. Activity | 1,26,875 | 1,08,877 | 1,19,795 | 1,26,650 | 1,72,320 | 1,52,060 | 2,02,240 |
| (Inc)/Dec in FA + CWIP | -29,376 | -30,008 | -60,053 | -67,910 | -55,650 | -84,453 | -84,453 |
| Free Cash Flow to firm | 97,499 | 78,870 | 59,742 | 58,740 | 1,16,670 | 67,607 | 1,17,787 |
| (Pur)/Sale of Inv. & yield | 5,667 | 24,685 | 6,615 | 7,110 | 8,990 | 12,465 | 14,497 |
| Others & M&A | 3,524 | 8,052 | 5,110 | 10,111 | -1,73,220 | | |
| CF from Inv. Activity | -20,185 | 2,730 | -48,328 | -50,689 | -2,19,880 | -71,988 | -69,956 |
| Equity raised/(repaid) | 33,141 | 162 | -1,176 | | 50 | | |
| Debt raised/(repaid) | -25,430 | -1,22,863 | -14,443 | 1,09,460 | -9,710 | -50,000 | -90,000 |
| Interest | -60,754 | -38,486 | -35,813 | -40,160 | -36,780 | -30,551 | -28,587 |
| Dividend (incl. tax) | -2,479 | -2,938 | -3,229 | -3,200 | -2,220 | -11,120 | -12,232 |
| CF from Fin. Activity | -55,523 | -1,64,124 | -54,660 | 66,100 | -48,660 | -91,671 | -1,30,819 |
| (Inc)/Dec in Cash | 51,167 | -52,517 | 16,807 | 1,42,061 | -96,220 | -11,599 | 1,464 |
| Add: Opening Balance | 1,20,962 | 1,72,129 | 1,19,612 | 1,36,419 | 2,78,480 | 1,82,260 | 1,70,661 |
| Closing Balance | 1,72,129 | 1,19,612 | 1,36,419 | 2,78,480 | 1,82,260 | 1,70,661 | 1,72,126 |

NOTES

| Explanation of Investment Rating | |
|----------------------------------|--|
| Investment Rating | Expected return (over 12-month) |
| BUY | >=15% |
| SELL | < - 10% |
| NEUTRAL | < - 10 % to 15% |
| UNDER REVIEW | Rating may undergo a change |
| NOT RATED | We have forward looking estimates for the stock but we refrain from assigning recommendation |

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