

# Sumitomo Chemical India

Chemicals | Company Update

**BUY**

**CMP: Rs349 | Target Price (TP): Rs440 | Upside: 26.0%**

**March 26, 2024**

## Upgrading to a BUY on revival in CPC

### Key Points

- We are raising Sumitomo Chemicals India Ltd. (SCIL) to BUY from ACCUMULATE, based on revised estimates and TP. This is based on likely revival in SCIL's fortunes by FY26E. This could offset the pressure on margins in FY25E, much as we expect YoY growth in revenue/margins and earnings from a beaten down FY24E base.
  - We have raised FY26E by 2.8% based on improved revenue growth/margins, after cutting FY25E by 6.3%. The FY24E-FY26E EPS CAGR looks healthy at 41.8%, albeit after a 32% decline in FY24E. We have raised our TP for SCIL by 13.4% to Rs440 on estimates rolled over to FY26E based on 32x PE, vs old PE of 31x. Our new PE is at a discount of 5% to SCIL's SD-1 PE.
  - We expect SCIL to be a key beneficiary from the likely revival in the prospects for Indian CPC sector's revenue growth. This above revival is based on expectations of a healthy monsoon/Kharif crop predicated on the more benign LA Nina replacing El Nino in 1HFY25.
  - Parent SCC's 3QFY24 PPT also reveals a revival in its CPC business in 4QFY24E. Also, SCC's new strategy (expected by Sept'24), aims to focus on Specialty Chemicals, apart from its plans to cut global inventory by 15-17%. These initiatives could boost SCIL's prospects for further growth through increase in supply of chemicals to SCC.
  - The outlook for Glyphosate (~10-15% of SCIL's revenue), is likely to improve based on: (i) Stable product prices and (ii) Improved supply of raw materials as well as recovery in demand. This is as per recent reports in [www.agropages.com](http://www.agropages.com) by China CPC consultant David Li. (please see link for our Mar '24 chemical update).
  - **Key monitorables:** Lingering worries about China supply, de-stocking and Glyphosate demand/pricing.
- Our channel checks reveal that CPC technical (AI) prices are bottoming out. This, coupled with reports of cuts in excess production in China, and improving imports of AIs from China by distributors in NA, augur well for a recovery in demand besides, partly reducing excess inventory overhang.
  - We also learn from Indian CPC sources that the risk of inventory write-down for the Indian CPC sector is abating, even as this risk may persist in 1HCY24 more for international CPC business.
  - **Downside risks:** Continues adverse weather patterns and de-stocking pressures, decline in area under crops, supply chain concerns and freight inflation. Any delay in recovery in Glyphosate and supply against orders from SCC is an added risk for SCIL.
  - Crop prices could also stabilize YoY, encouraging farmers to maintain/raise area planted a tad, much as one needs to see how this moves across the world in crop year CY24.

Est Change	No change
TP Change	Upward
Rating Change	Upward

### Company Data and Valuation Summary

Reuters	SUMH.BO
Bloomberg	SUMICHEM IN
Mkt Cap (Rsbn/US\$bn)	182.8 / 2.2
52 Wk H / L (Rs)	455 / 336
ADTV-3M (mn) (Rs/US\$)	171.2 / 2.1
Stock performance (%) 1M/6M/1yr	(2.6) / (12.2) / (15.0)
Nifty 50 performance (%) 1M/6M/1yr	(0.5) / 2.0 / 29.4

Shareholding	1QFY24	2QFY24	3QFY24
Promoters	75.0	75.0	75.0
DII's	5.5	6.1	6.0
FII's	2.5	2.6	2.6
Others	17.0	16.4	16.4
Pro pledge	0.0	0.0	0.0

### Financial and Valuation Summary

Particulars (Rsmn)	FY23	FY24E	FY25E	FY26E
Revenue	35,110	27,825	34,756	42,097
Revenue gr (%)	14.6	-20.7	24.9	21.1
EBITDA	6,666	4,360	6,433	8,787
EBITDA Margin (%)	19.0	15.7	18.5	20.9
Consol. Net Profit Adjusted	5,022	3,398	5,080	6,831
EPS (Rs)	10.05	6.80	10.16	13.66
EPS gr (%)	18.6	-32.3	49.5	34.5
P/E (x)	34.8	51.4	34.4	25.6
EV/EBITDA (x)	25.5	39.0	26.5	19.4
EV/Revenue (x)	4.9	6.2	5.0	4.1
Dividend Yield %	0.34	0.43	0.72	0.86
Net Debt/(cash) Rsmn	-5,416	-12,028	-11,147	-13,189
Post-tax RoCE (%)	21.3	11.3	15.3	18.3
RoE (%)	23.3	19.6	23.7	26.5
ROIC (%)	28.3	18.0	26.7	29.8

Source: Bloomberg, Company, Nirmal Bang Institutional Equities Research

Street estimate Rs	FY24E	FY25E	FY26E
EPS	7.06	9.89	12.14

### Key Links:

[Investor presentation](#)

[Chemical Sector update March 1, 2024](#)

Please refer to the disclaimer towards the end of the document.

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## Rating rationale

- SCIL upgrade from ACCUMULATE to BUY – TP – Rs440.
- This is based on the healthy growth prospects and the near 15% fall in the stock price YoY.
- We have trimmed FY25E, but raised FY26E estimates a tad – this is ~12.5% above current street estimates, which we expect to raise progressively as visibility on outlook improves for SCIL/the CPC sector.
- We have raised the TP by 13.4% to Rs440, valuing it at PE of 32x after rolling over to FY26E vs old PE of 31x on Dec'25E.
- Our estimates build in healthy growth in earnings that captures the positive outlook for the CPC sector, underpinned by healthy crop prices/farm incomes, besides SCIL's pricing power, which should aid margin expansion of 284bps/236bps in the next two years.
- Our analysis of data shared by SCIL's parent SCC shows that the latter's global CPC outlook is set to improve in 4QFY24E (March'24) following the revival already seen in 3QFY24 (Dec'23) results.
- This positive outlook combined with the expectations of improving prospects for the Indian CPC sector based on our discussions with industry implies likely tailwind for SCIL's domestic and export revenue growth and earnings prospects.
- We expect upside to our as well as street estimates as we see more visibility on monsoon's progress and Kharif acreage. By May'24, we should get more visibility from 4QFY24 earnings call on the FY25E outlook for Indian as well as Global CPC trends.

### Key catalysts: SCIL offers MNC proxy exposure in the Indian CPC sector based on:

- Volume gains for the domestic CPC sector in FY25E vs the subdued FY24E, underpinned by expectations of healthy demand for pesticides amid a potential for a favourable monsoon forecast (based on La Nina).
- Reduced pressure on herbicide Glyphosate (18% of FY23 revenue) going forward, as per our channel checks.
- Decline in input prices, mitigation of channel inventory and revival in CPC demand/prices are likely to aid margin expansion over time.
- Positive outlook for growth in SCIL's exports and long term plans to tap future opportunities to supply more chemicals to parent SCC.

### Valuations attractive based on healthy financials:

- Healthy long-term prospects, supported by Revenue/EPS CAGR of 23.0%/41.8% over FY24E-FY26E, driven by volume growth and margin expansion in premium products.
- ROIC of 26.7%/29.8% in FY25E/FY26E.
- Healthy net cash position of Rs10.5bn by FY26E.

## Earnings and TP changes

Exhibit 1: Earning revision table

Rs Mn	Revised estimate			Earlier estimate			% Revision		
	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Revenue	27,825	34,756	42,097	28,184	34,998	40,281	-1.3	-0.7	4.5
EBITDA	4,360	6,433	8,787	4,496	6,875	8,541	-3.0	-6.4	2.9
EBITDA margin (%)	15.7	18.5	20.9	16.0	19.6	21.2	-33.1	-109.2	-32.7
EBIT	3,794	5,754	7,985	3,930	6,196	7,739	-3.5	-7.1	3.2
EBIT margin (%)	13.6	16.6	19.0	13.9	17.7	19.2	-26.4	-114.4	-23.3
PAT	3,398	5,080	6,831	3,500	5,419	6,642	-2.9	-6.3	2.8
EPS	6.80	10.16	13.66	7.00	10.84	13.29	-2.9	-6.3	2.8
TP	440			388			13.4		

Source: Nirmal Bang Institutional Equities Research. Please note: Margin changes are in bps

### Sensitivity analysis:

A 5% cut in revenue implies 4.9%/4.9% hit on EPS in FY25E/FY26E.

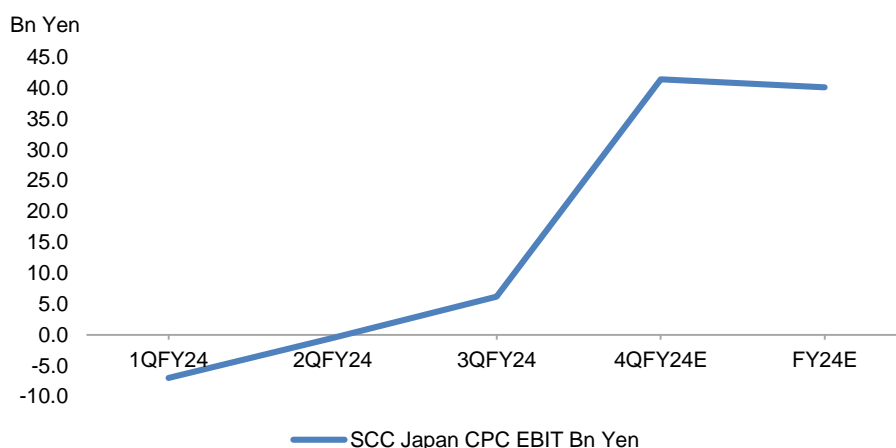
A 5% increase in COGS implies 16.6%/14.9% hit on EPS in FY25E/FY26E.

## Parent SCC sees recovery in CPC fortunes by 4QFY24

- SCC sees rebound in 4QFY24E CPC segment post turnaround in 3QFY24- as per SCC PPT, the 2HFY24 forecast for CPC segment EBIT is at 47.6bn yen, which is an increase of 55.1bn Yen from 1HFY24 (loss of 7.6bn yen). SCC expects this recovery based on growth in sales of products, including 'INDIFLIN', on the back of increased demand for CPC in NA and Japan.

The charts from SCC's latest PPT given below depict the revival in CPC in 3QFY24 and expected recovery in 4QFY24, reversing the pain seen in 1HFY24.

Exhibit 2: Quarterly trend in SCC Japan's global Health and Cropcare EBIT

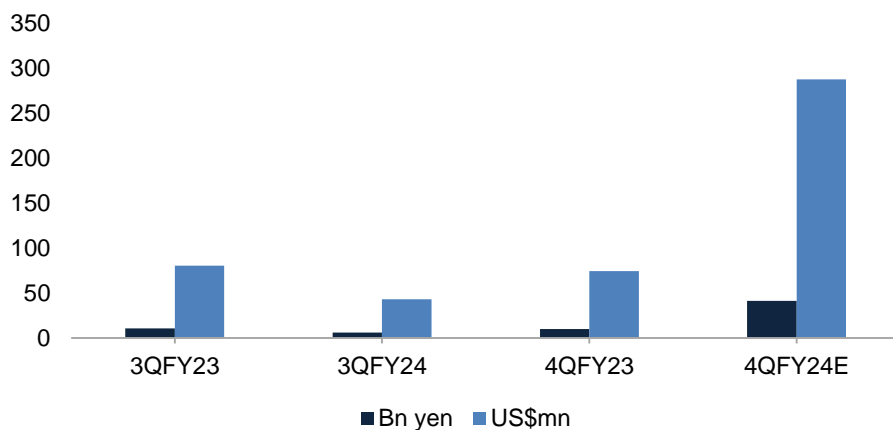


Source: SCC PPT, Nirmal Bang Institutional Equities Research

- As per 3QFY24 result PPT, SCC's CPC EBIT saw a turnaround into the black based on optimum production of **methionine**<sup>1</sup>, driven by higher prices as a result of tight supplies, SCC also expects strong seasonal demand for Crop Protection products in 4QFY24.

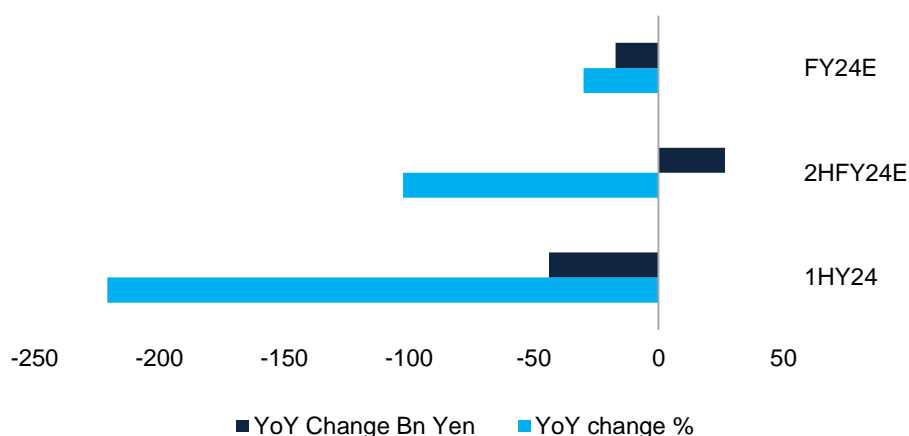
Note: <sup>1</sup>SCC is a major manufacturer and global supplier of **methionine** for feed use globally. Methionine is an essential amino acid, used as feed additive, mainly in feed for poultry, swine and aquaculture.

**Exhibit 3: Rebound in SCC's 4QFY24E CPC EBIT**



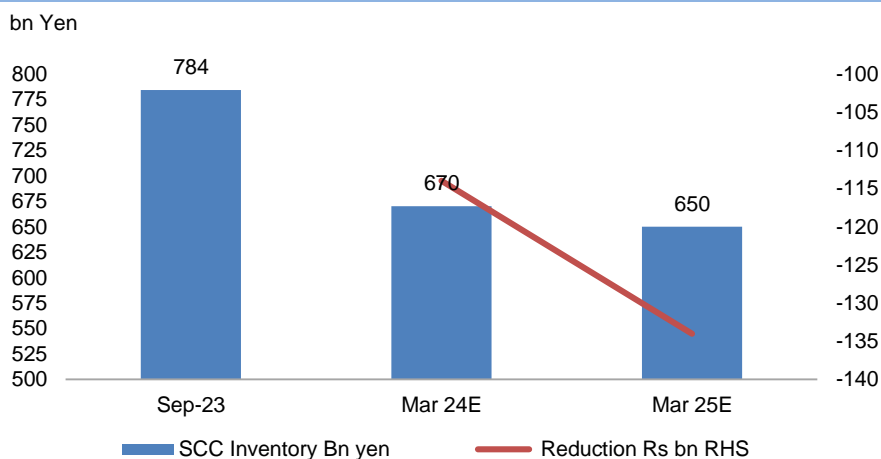
Source: SCC PPT, Nirmal Bang Institutional Equities Research

**Exhibit 4: SCC Health & Cropcare – YoY change in EBIT**



Source: SCC PPT, Nirmal Bang Institutional Equities Research

**Exhibit 5: SCC inventory reduction plan focused on LatAm CPC**



Source: SCC PPT, Nirmal Bang Institutional Equities

**Please Note: As per SCC's definition in its accounts/PPT: FY23 is year end March'24, 3QFY23 is Oct-Dec'23 and 2HFY23 is Oct'23-Mar'24.**

We have also summarized the guidance issued by FMC Corporation, Bayer AG and Corteva Agriscience for CY24, which supports our view for a gradual recovery in global CPC by 2HCY24. Our premise for SCIL is based on India CPC recovery ahead of the CPC markets in NA and LatAm.

## FMC Corporation's (Not Rated) comments on CY24 guidance in Feb'24

- FMC's post-CY23 result commentary for CY24 talks of solid end-market demand for Crop Protection products, while channel destocking continues to be a headwind in 1HCY24.
- FMC in its CY24 guidance stated that "modest market growth during the second half" is likely to offset "market contraction in the first half".
- FMC sees "headwinds to adjusted EBITDA in the first half" based on "**continued destocking, higher inventory costs and modest pricing pressure**". FMC expects "Tailwinds in the second half" driven by sales growth of new products, a greater portion of savings from restructuring actions and some benefit from market recovery".
- **FMC CY24 FCF guidance:** "An increase of over US\$1.0bn vs 2023 at the midpoint, driven largely by rebuilding of payables and lower inventory"- the FCF change estimate is based on a swing from negative to positive FCF of US\$400mn to US\$600mn in CY24.
- **Bayer AG's (Not Rated) result commentary for CY24** talks about prices of Agrochemical products, including Glyphosate, stabilizing and gradually returning to normal levels, continued organic growth of the Crop Protection segments, especially Insecticides, is driving growth of the overall Crop Protection market.
- **The Corteva Agriscience (Not Rated) result commentary for CY24** expects the Crop Protection industry to modestly improve as the imbalance between product going into the channel and on-farm consumption returns to normalcy. The company expects the demand for grain, oilseeds and biofuels to grow in 2024.

## KTAs from SCIL's 3QFY24 PPT

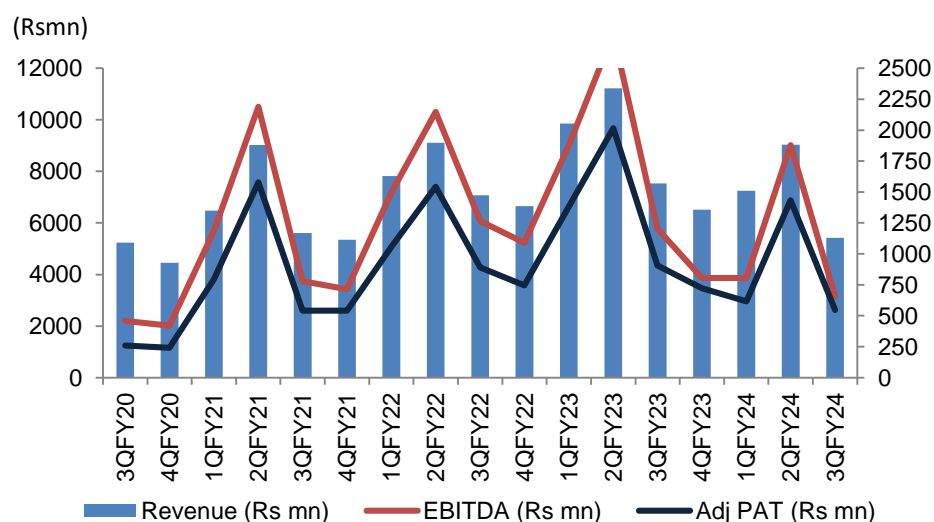
- Indicates pressure on demand and pricing of pesticides due to surplus inventory and deferred purchases by trade partners.
- Growth in area under Kharif crops was muted – Rice, Sugar Cane and Coarse Grains saw improvement while there was a decline in Cotton, Oilseeds and Pulses. 3QFY24 results saw pressure on topline, but the gross margin expansion is heartening.
- The ramp-up in supply of five molecules to parent SCC has been delayed due to global headwinds.
- However, the likely progress in 2HFY24 and ramp-up in FY25E are growth catalysts for exports, which were weak in 1HFY24, especially in LatAm, Africa, Europe and Japan.
- SCIL launched no new products in 3QFY24; YTD new products launched – 6 nos including 3 herbicides, 1 insecticide and 2 fungicides. This is the same as in 1HFY24 that included two new products in 2QFY24 – two fungicides.

**Exhibit 6: Sumitomo Consolidated Performance**

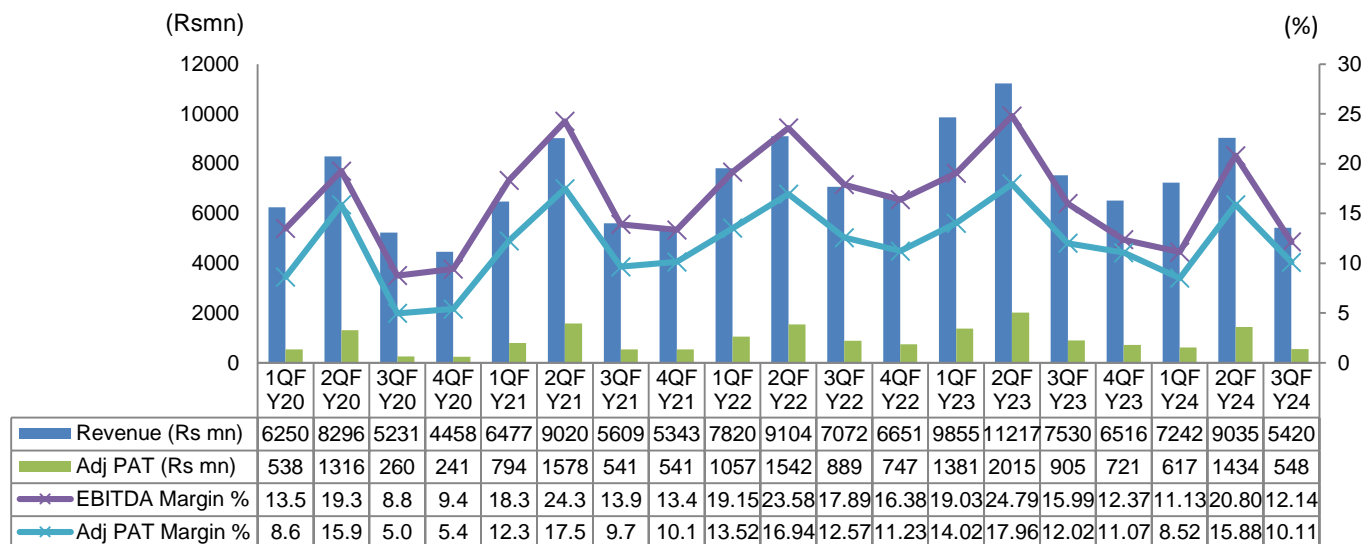
Particulars (Rsmn)	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24E	FY23	FY24E
<b>Net Sales</b>	<b>9,855</b>	<b>11,217</b>	<b>7,537</b>	<b>6,516</b>	<b>7,242</b>	<b>9,035</b>	<b>5,420</b>	<b>6,127</b>	<b>35,110</b>	<b>27,825</b>
YoY Change (%)	26.0	23.2	6.6	-2.0	-26.5	-19.5	-28.0	-6.0	14.6	-20.7
<b>Gross Profit</b>	<b>3,464</b>	<b>4,249</b>	<b>2,664</b>	<b>2,042</b>	<b>2,254</b>	<b>3,465</b>	<b>2,155</b>	<b>2,313</b>	<b>12,403</b>	<b>10,187</b>
Margin (%)	35.1	37.9	35.3	31.3	31.1	38.4	39.8	37.8	35.3	36.6
<b>EBITDA</b>	<b>1,876</b>	<b>2,780</b>	<b>1,204</b>	<b>806</b>	<b>806</b>	<b>1,879</b>	<b>658</b>	<b>1,016</b>	<b>6,666</b>	<b>4,360</b>
YoY Change (%)	25.2	29.5	-4.8	-26.0	-57.0	-32.4	-45.4	26.1	11.1	-34.6
Margin (%)	19.0	24.8	16.0	12.4	11.1	20.8	12.1	16.6	19.0	15.7
Depreciation	112	152	114	140	135	158	161	111	519	566
Interest	13	14	13	14	13	12	12	14	54	51
Other income	47	105	132	165	175	246	269	175	449	864
Extraordinary Items	-	-	-	-	-	-	-	-	-	-
<b>PBT (bei)</b>	<b>1,797</b>	<b>2,720</b>	<b>1,209</b>	<b>816</b>	<b>833</b>	<b>1,955</b>	<b>754</b>	<b>1,065</b>	<b>6,542</b>	<b>4,607</b>
<b>PBT</b>	<b>1,797</b>	<b>2,720</b>	<b>1,209</b>	<b>816</b>	<b>833</b>	<b>1,955</b>	<b>754</b>	<b>1,065</b>	<b>6,542</b>	<b>4,607</b>
Tax	415	705	304	95	216	520	206	266	1,520	1,209
Rate (%)	23.1	25.9	25.2	11.6	26.0	26.6	27.4	25.0	23.2	26.2
Reported PAT	1,381	2,015	905	721	617	1,434	548	799	5,022	3,398
<b>Adj. PAT</b>	<b>1,381</b>	<b>2,015</b>	<b>905</b>	<b>721</b>	<b>617</b>	<b>1,434</b>	<b>548</b>	<b>799</b>	<b>5,022</b>	<b>3,398</b>
YoY Change (%)	30.6	30.6	1.7	-3.4	-55.3	-28.8	-39.5	10.8	18.6	-32.3
<b>Adj. EPS</b>	<b>2.8</b>	<b>4.0</b>	<b>1.8</b>	<b>1.4</b>	<b>1.2</b>	<b>2.9</b>	<b>1.1</b>	<b>1.6</b>	<b>10.0</b>	<b>6.8</b>

Source: Company, Nirmal Bang Institutional Equities Research

## Financials in charts

**Exhibit 7: Trend in quarterly Revenue, EBITDA and PAT**


Source: Company, Nirmal Bang Institutional Equities Research

**Exhibit 8: Trend in quarterly Revenue, Earnings and Margins**


Source: Company, Nirmal Bang Institutional Equities Research

**Exhibit 9: Operating assumptions and margins**

Rsmn	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Domestic Revenue - Branded	15,712	18,001	18,884	22,139	18,868	22,642	27,170
Domestic Revenue - Bulk	3,686	3,951	5,020	4,193	4,591	5,509	6,501
Total Domestic Revenue	19,398	21,953	23,904	26,332	23,459	28,151	33,671
Export Revenue - Branded	1,697	1,574	1,618	2,539	1,691	2,029	2,435
Export Revenue - Bulk	3,152	2,923	5,124	6,239	2,675	4,576	5,991
Total Export Revenue	4,849	4,496	6,742	8,777	4,366	6,605	8,426
<b>Total Company Revenue</b>	<b>24,247</b>	<b>26,449</b>	<b>30,646</b>	<b>35,110</b>	<b>27,825</b>	<b>34,756</b>	<b>42,097</b>
Domestic Share of Revenue	80.0	83.0	78.0	75.0	84.3	81.0	80.0
Export Share of Revenue	20.0	17.0	22.0	25.0	15.7	19.0	20.0
Raw material/sales %	66.3	62.6	62.3	64.7	63.4	63.4	63.1
EBITDA Margin %	13.7	18.4	19.6	19.0	15.7	18.5	20.9
<b>Growth- Company Revenue %</b>	<b>10.0</b>	<b>9.1</b>	<b>15.9</b>	<b>14.6</b>	<b>-20.8</b>	<b>24.9</b>	<b>21.1</b>
Growth - Domestic Revenue %	12.7	13.2	8.9	10.2	-10.9	20.0	19.6
Growth - Export Revenue	0.2	-7.3	49.9	30.2	-50.3	51.3	27.6

Source: Company, Nirmal Bang Institutional Equities Research



## Exhibit 10: Revenue mix

Share %	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	9MFY23	9MFY24
<b>Domestic/Exports</b>									
Domestic revenue	80	82	72	66	86	92	83	78	87
Export	20	18	28	34	14	8	17	22	13
<b>Bulk/Brands</b>									
Domestic -Brands	78	86	82	74	74	90	76	82	80
Domestic -Bulk	22	14	18	26	26	10	24	18	20
Export Brands	32	26	17	45	35	43	39	25	39
Export - Bulk	68	74	83	55	65	57	61	75	61
<b>Generic/Specialty</b>									
Generics	75	65	70	74	71	67	69	70	69
Specialty	25	35	30	26	29	33	31	30	31

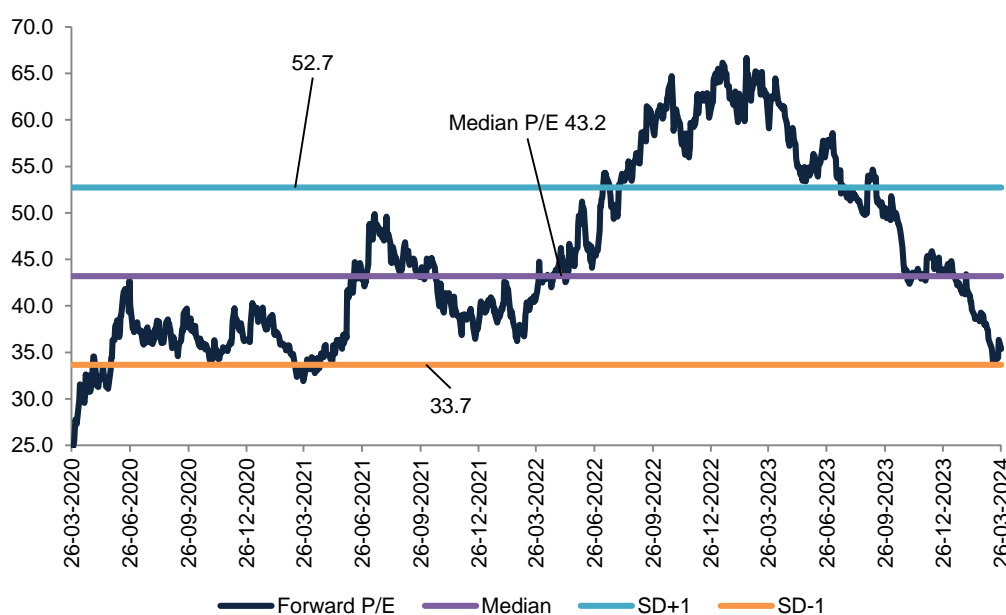
Source: Company, Nirmal Bang Institutional Equities Research

## Exhibit 11: Exports share (%) trend:

Exports pie % - countries/regions	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	9MFY23	9MFY24
India	80	82	72	65	86	92	83	78	87
SOUTH AMERICA	7	5	12	12	4	2	3	8	3
Asia ex India	3	3	3	0	2	2	2	3	2
AFRICA	5	3	7	9	3	1	5	5	3
JAPAN	1	5	3	11	2	2	2	3	2
NORTH AMERICA	1	1	1	1	1	1	1	1	1
EUROPE	3	1	2	2	2	0	4	2	2
AUSTRALIA	0	0	0	0	0	0	0	0	0

Source: Company, Nirmal Bang Institutional Equities Research

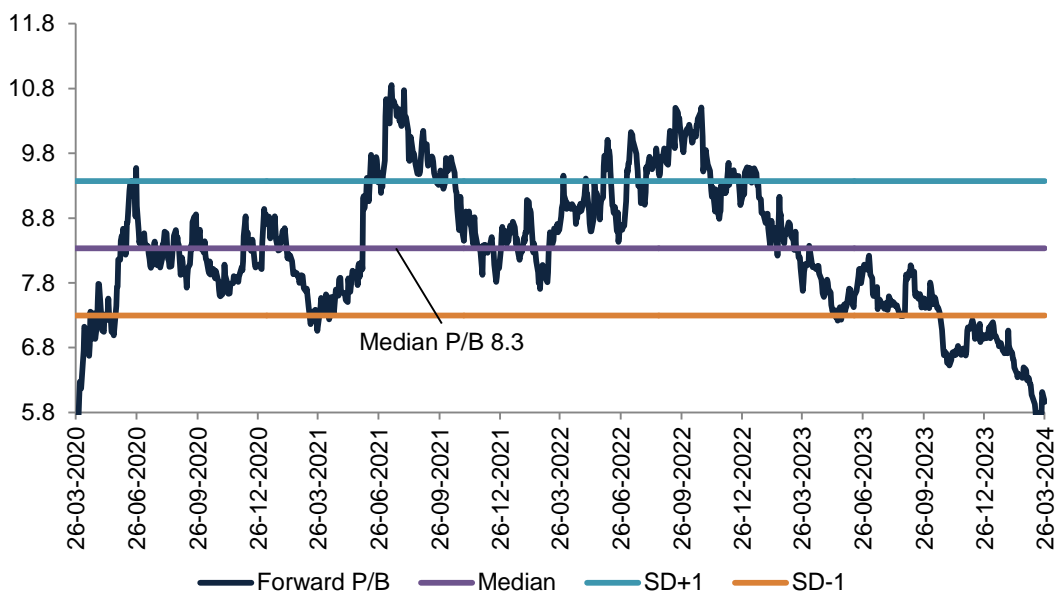
## Exhibit 12: SCIL 1-year forward P/E trend



Source: Bloomberg, Nirmal Bang Institutional Equities Research



**Exhibit 13: SCIL 1-year forward P/B trend**



Source: Bloomberg, Nirmal Bang Institutional Equities Research

**SCIL Financials—Consolidated**
**Exhibit 14: Income statement**

Y/E March (Rsmn)	FY22	FY23	FY24E	FY25E	FY26E
<b>Net Revenue</b>	<b>30,646</b>	<b>35,110</b>	<b>27,825</b>	<b>34,756</b>	<b>42,097</b>
y/y	<b>15.87</b>	<b>14.57</b>	<b>-20.75</b>	<b>24.91</b>	<b>21.12</b>
Raw Material Expenses	19,080	22,706	17,637	22,031	26,579
RM/Sales %	62.3	64.7	63.4	63.4	63.1
Employee cost	2,020	2,184	2,300	2,423	2,552
Power and fuel cost	306	386	350	374	404
Selling, Gen.&Admn.Exp.	3,241	3,167	3,178	3,495	3,775
<b>EBITDA</b>	<b>5,999</b>	<b>6,666</b>	<b>4,360</b>	<b>6,433</b>	<b>8,787</b>
y/y	<b>23.22</b>	<b>11.11</b>	<b>-34.60</b>	<b>47.54</b>	<b>36.60</b>
Depreciation	448	519	566	678	802
EBIT	5,551	6,147	3,794	5,754	7,985
Interest Expense	62	54	51	51	51
Other Income	268	449	864	914	964
<b>PBT (adjusted)</b>	<b>5,757</b>	<b>6,542</b>	<b>4,607</b>	<b>6,617</b>	<b>8,898</b>
- Income Tax Expense	1,522	1,520	1,209	1,537	2,067
<b>Consolidated PAT adj.</b>	<b>4,236</b>	<b>5,022</b>	<b>3,398</b>	<b>5,080</b>	<b>6,831</b>
<b>Exceptional items</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Consolidated PAT reported	4,236	5,022	3,398	5,080	6,831
<b>Diluted EPS (adjusted)</b>	<b>8.47</b>	<b>10.05</b>	<b>6.80</b>	<b>10.16</b>	<b>13.66</b>
y/y	22.62	18.57	-32.34	49.50	34.46

Source: Company, Nirmal Bang Institutional Equities Research

**Exhibit 16: Balance sheet**

Y/E March (Rsmn): Consolidated	FY22	FY23	FY24E	FY25E	FY26E
Equity Share Capital	4,991	4,991	4,992	4,992	4,992
Reserves and Surplus	14,281	18,826	21,475	25,304	30,634
<b>Net worth</b>	<b>19,272</b>	<b>23,818</b>	<b>26,467</b>	<b>30,296</b>	<b>35,626</b>
Non-controlling interest	0	0	0	0	0
Long Term Borrowings	0	0	0	0	0
Deferred Tax Assets / Liabilities	139	136	136	136	136
Other Long Term Liabilities+Provisions	471	403	403	403	403
Trade Payables	5,172	4,906	3,993	4,988	6,042
Other Current & financial Liabilities	4,924	4,336	4,335	4,334	4,333
Short Term Borrowings	0	0	0	0	0
Income tax liabilities	47	28	28	28	28
Short Term Provisions	72	63	58	72	84
<b>Total Capital and Liabilities</b>	<b>30,096</b>	<b>33,691</b>	<b>35,422</b>	<b>40,259</b>	<b>46,653</b>
Net Block	3,540	3,966	4,547	5,280	5,905
Goodwill on consolidation	0	0	0	0	0
CWIP plus IUD	352	712	794	794	794
Other Investments	1	1	1	1	1
Other Non-Current Assets	983	1,133	1,086	1,025	948
Currents Investments	3,560	2,388	2,388	2,388	2,388
Inventories	9,378	8,887	5,713	9,040	10,950
Sundry Debtors	8,431	9,461	7,138	8,856	10,750
<b>Cash and other cash balances</b>	<b>572</b>	<b>469</b>	<b>7,081</b>	<b>6,200</b>	<b>8,242</b>
Other Financial assets	219	2,560	2,560	2,560	2,560
Statutory receivables	5	5	5	5	5
Other current assets	3,055	4,111	4,111	4,111	4,111
<b>Total Assets</b>	<b>30,096</b>	<b>33,691</b>	<b>35,421</b>	<b>40,259</b>	<b>46,653</b>

Source: Company, Nirmal Bang Institutional Equities Research

**Exhibit 15: Cash flow**

Y/E March (Rsmn)	FY22	FY23	FY24E	FY25E	FY26E
PBT	5,757	6,542	4,607	6,617	8,898
Add depreciation	448	519	566	678	802
Other adjustments	15	-134	-813	-863	-913
Change in W/C	2,576	1,352	-4,580	4,037	2,739
Income tax	1,426	1,681	1,209	1,537	2,067
<b>Cashflow from Operations (A)</b>	<b>2,218</b>	<b>3,894</b>	<b>7,730</b>	<b>858</b>	<b>3,981</b>
Capex	1,135	1,199	1,181	1,350	1,351
Other Non-Current Assets	502	2,212	-	-	-
Other income		139			
<b>Free cashflow</b>	<b>581</b>	<b>483</b>	<b>6,549</b>	<b>-492</b>	<b>2,630</b>
<b>Cashflow from Investing (B)</b>	<b>-1,637</b>	<b>-3,272</b>	<b>-1,181</b>	<b>-1,350</b>	<b>-1,351</b>
Ch in Borrowing	-	-	-	-	-
Dividends paid including dividend tax	400	499	750	1,251	1,501
Interest exp	14	15	51	51	51
Others (incl. QIP)	-1,477	211	864	914	964
<b>Cashflow from Financing (C)</b>	<b>-1,892</b>	<b>-725</b>	<b>63</b>	<b>-388</b>	<b>-589</b>
<b>Ch in Cash and Cash equiv</b>	<b>-1,311</b>	<b>-105</b>	<b>6,612</b>	<b>-879</b>	<b>2,041</b>
Opening cash	1,883	572	468	7,079	6,200
<b>Closing cash</b>	<b>572</b>	<b>469</b>	<b>7,081</b>	<b>6,200</b>	<b>8,242</b>

Source: Company, Nirmal Bang Institutional Equities Research

**Exhibit 17: Key ratios**

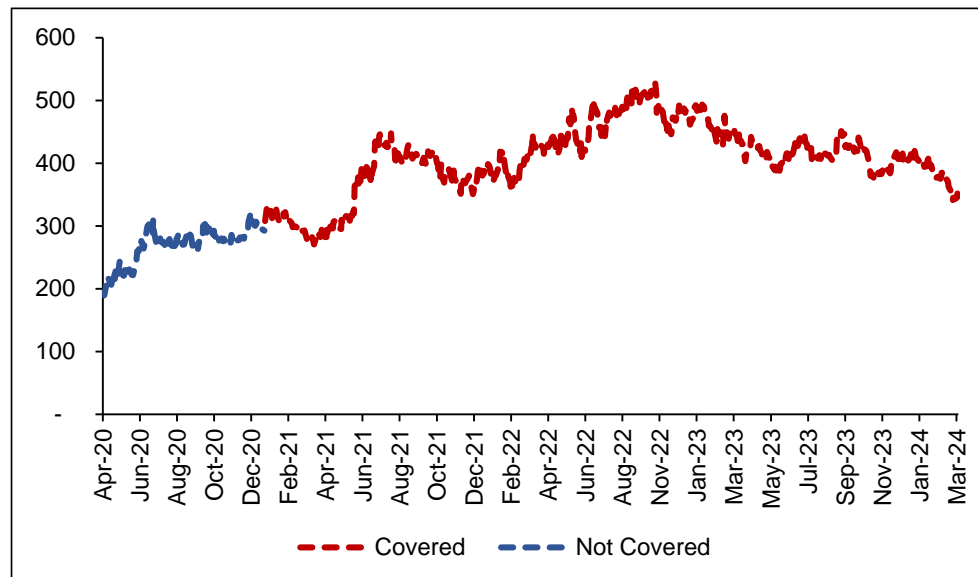
Y/E March: Consolidated	FY22	FY23	FY24E	FY25E	FY26E
<b>Profitability &amp; return ratios</b>					
EBITDA margin (%)	19.6	19.0	15.7	18.5	20.9
EBIT margin (%)	18.1	17.5	13.6	16.6	19.0
Adj Net profit margin (%)	13.8	14.3	12.2	14.6	16.2
RoE (%)	24.4	23.3	19.6	23.7	26.5
Post-tax RoCE (%)	22.8	21.3	11.3	15.3	18.3
RoIC (%)	31.9	28.3	18.0	26.7	29.8
<b>Working capital ratios</b>					
Receivables (days)	101	93	94	93	93
Inventory (days)	101	95	75	95	95
Payables (days)	66	52	52	52	52
Cash conversion cycle	135	136	116	136	136
<b>Leverage ratios</b>					
<b>Net debt (Rsmn)</b>	<b>-4,351</b>	<b>-5,416</b>	<b>-12,028</b>	<b>-11,147</b>	<b>-13,189</b>
Net Debt (cash)/Equity (X)	-0.23	-0.23	-0.45	-0.37	-0.37
Net Debt/EBITDA	-0.73	-0.81	-2.76	-1.73	-1.50
<b>Valuation ratios</b>					
EV/sales (x)	5.55	4.85	6.12	4.90	4.04
EV/EBITDA (x)	28.37	25.53	39.04	26.46	19.37
EV/FCF	293.1	352.7	26.0	-346.3	64.7
<b>P/E (x)</b>	<b>41.21</b>	<b>34.76</b>	<b>51.37</b>	<b>34.36</b>	<b>25.56</b>
P/BV (x)	9.06	7.33	6.60	5.76	4.90
FCF Yield (%)	0.34	0.28	3.85	-0.29	1.55
Dividend Yield (%)	0.29	0.34	0.43	0.72	0.86
<b>Per share ratios</b>					
<b>EPS</b>	<b>8.47</b>	<b>10.05</b>	<b>6.80</b>	<b>10.16</b>	<b>13.66</b>
Cash EPS	9.37	11.08	7.93	11.52	15.27
BVPS	38.55	47.65	52.94	60.60	71.27
DPS	1.00	1.20	1.50	2.50	3.00

Source: Company, Nirmal Bang Institutional Equities Research

## Rating track

Date	Rating	Market price (Rs)	Target price (Rs)
30th December 2020	Buy	294	348
8th February 2021	Accumulate	318	349
2nd June 2021	Buy	319	405
5th August 2021	Accumulate	430	426
24th September 2021	Buy	398	477
2nd November 2021	Buy	378	477
4th February 2022	Buy	395	493
1st June 2022	Accumulate	464	493
26th August 2022	Accumulate	483	493
15th September 2022	Accumulate	494	529
1 November 2022	Accumulate	493	543
30 November 2022	Buy	473	543
5 February 2023	Buy	447	518
21 May 2023	Buy	387	467
1 August 2023	Accumulate	409	401
31 October 2023	Accumulate	381	367
2 <sup>nd</sup> February 2024	Accumulate	399	388
26 March 2024	Buy	349	440

## Rating track graph



## DISCLOSURES

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BUY > 15%

ACCUMULATE -5% to 15%

SELL < -5%

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