

Exide Industries (EXID)

Downgrade to ADD; LIB ramp-up a key ahead

Valuation and View – Valuations factors in decent LIB utilization

EXID's 4QFY24 results were better with EBITDA/Adj.PAT of ~9%/5% to our and consensus estimates. This was led by higher-than-expected gross margins at 33% (est 31.2%, +300bp/+150bp YoY/QoQ), led by favorable product mix and benign RM. The demand outlook is stable to positive for the base business for auto/industrial vertical, as current volume growth is expected to sustain over near-mid term. Co indicated, 1) market share gains in the domestic market, 2) increased distribution to +115k in FY24 (vs +95k in FY23), 3) double digit growth in industrial vertical and positive response to new product launches in exports were the factors which led growth in FY24 ([Link to FY24 PPT](#)).

Over the mid-long term, EXID's speedy ramp-up of lithium-ion battery (LIB) cell manufacturing and new order wins (in addition to MOU signed with Hyundai group), would be closely watched as the plant is expected to see production ramp-up over FY26E. While EXID's LAB business is expected to grow 7-8% CAGR over 3-5 years, the recent valuation expansion do factor in decent capacity utilization of LIB vertical. Consequently, with sharp recent valuations expansion, we downgrade the stock to ADD (from BUY) as it trades expensive at 29x/24.6x FY25/26 S/A EPS (v/s 10-year LPA of ~20x). We raise FY25/26 EPS by 2-3% to factor in for better gross margins to build Revenue/EBITDA/PAT CAGR of 10%/17%/24% over FY24-26E. We value EXID at Rs519/share as we value LAB at Rs413 (20x Mar-26 EPS + 50% holdco discount to HDFC Life stake at Rs30) and add value of LIB business at Rs106/share.

Result Highlight – New launches, exports ramp-up to ensure growth

- Standalone revenues grew 13.2% YoY (+4.4% QoQ) at ~Rs40.1b (in-line). Co indicated auto volumes were better for both OEM and replacement in domestic markets, while exports recovery is gradual. Within the industrial, most verticals such as UPS, solar, traction and power grew double-digit. It continues to see order inflow backed by increased investments.
- Gross margins expanded 320bp YoY (+150bp QoQ) at 33% (est 31.2%). This was led by favorable product mix and benign RM as lead prices declined QoQ by ~1.5%/2.5% in 3Q/4Q to Rs172.4/kg. This was partially offset by higher other expenses at Rs5.6b (est Rs5.4b, +19.6 YoY).
- Consequently, EBITDA grew 40.6% YoY (+17.3% QoQ) at Rs5.2b (est Rs4.7b) with margins expanded 250bp YoY (+140bp QoQ) at 12.9% (est 11.7%, cons 11.8%). Led by healthy EBITDA growth, Adj.PAT grew 36.5% YoY (+18.1% QoQ) at Rs2.8b (est Rs2.7b).
- FY24 performance – Revenue/EBITDA/Adj.PAT grew 9.8%/19.3%/16.5%.

Exhibit 1: Actual vs estimates

Rs mn	Actual	Estimate		% variation		Remarks
		Yes Sec	Consensus	Yes Sec	Consensus	
Sales	40,094	40,450	40,302	-0.9	-0.5	Positive surprise on gross margins drive earnings beat.
EBITDA	5,162	4,716	4,756	9.4	8.5	
EBITDA margins %	12.9	11.7	11.8	120bp	110bp	
Adjusted PAT	2,838	2,707	2,726	4.8	4.1	

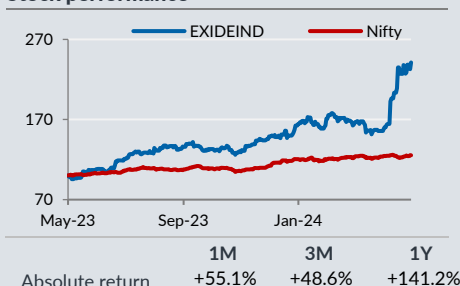
Source: Company, YES Sec

Reco	: ADD
CMP	: Rs 472
Target Price	: Rs 519
Potential Return	: +9.9%

Stock data (as on April 30, 2024)

Nifty	22,605
52 Week h/l (Rs)	482 / 186
Market cap (Rs/USD mn)	3,87,218 / 4,644
Outstanding Shares (mn)	850
6m Avg t/o (Rs mn):	1,690
Div yield (%)	0.5
Bloomberg code:	EXID IN
NSE code:	EXIDEIND

Stock performance



Shareholding pattern (As of March'24)

Promoter	46.0%
FII+DII	32.2%
Others	21.8%

Δ in stance

(1-Yr)	New	Old
Rating	ADD	BUY
Target Price	519	375

Δ in earnings estimates

	FY25E	FY26E
EPS (New)	16.2	19.2
EPS (Old)	15.8	18.7
% change	+2.8%	+2.2%

Financial Summary

Y/E Mar (Rs b)	2024	2025E	2026E
Sales	160.3	179.1	193.9
EBITDA	18.7	22.5	25.7
Adj. PAT	10.5	13.8	16.3
Adj. EPS (INR)	12.4	16.2	19.2
EPS Gr. (%)	16.5	30.8	18.2
BV/Sh. (INR)	154.6	168.3	184.4
RoE (%)	8.0	9.6	10.4
RoCE (%)	8.9	10.4	11.2
Payout (%)	16.1	15.4	15.7
P/E (x)	38.1	29.1	24.6
P/BV (x)	3.1	2.8	2.6
EV/EBITDA (x)	16.7	13.7	11.7
Div. Yield (%)	0.4	0.5	0.6

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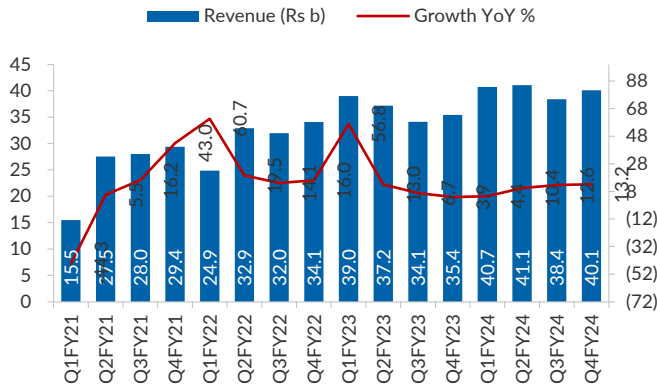
Exhibit 2: Quarterly snapshot

Y/e Mar (Rs m)	Q4FY24	Q4FY23	YoY chg	Q3FY24	FY24	FY23	YoY chg
Net Revenues	40,094	35,430	13.2	38,405	160,292	145,734	10.0
Raw Materials	26,860	24,857	8.1	26,311	110,684	101,909	8.6
% of Net Sales	67.0%	70.2%		68.5%	69.1%	69.9%	
Personnel	2,426	2,181	11.2	2,467	9,827	8,666	13.4
% of Net Sales	6.1%	6.2%		6.4%	6.1%	5.9%	
Manufacturing & Other Exp	5,646	4,720	19.6	5,228	21,068	19,486	8.1
% of Net Sales	14.1%	13.3%		13.6%	13.1%	13.4%	
Total Expenditure	34,932	31,758	10.0	34,006	141,578	130,061	8.9
EBITDA	5,162	3,672	40.6	4,399	18,714	15,673	19.4
EBITDA Margin (%)	12.9%	10.4%		11.5%	11.7%	10.8%	
Depreciation	1,248	1,193	4.7	1,274	4,975	4,556	9.2
EBIT	3,913	2,479	57.8	3,126	13,739	11,117	23.6
Interest Expenses	128	83		145	486	291	67.0
Non-operating income	34	412	(91.7)	227	845	1,324	(36.1)
Extraordinary Expenses	0	0		0	0	0	
PBT	3,819	2,808	36.0	3,208	14,099	12,150	16.0
Tax-Total	982	730	34.5	806	3,569	3,114	14.6
Tax Rate (%) - Total	25.7%	26.0%		25.1%	25.3%	25.6%	
Reported PAT	2,838	2,078	36.5	2,403	10,530	9,036	16.5
Adj. PAT	2,838	2,078	36.5	2,403	10,530	9,036	16.5
PAT Margin	7.1%	5.9%		6.3%	6.6%	6.2%	

Source- Company, YES Sec

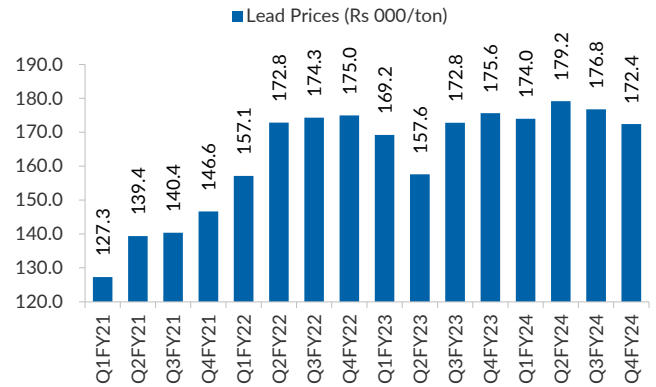
CHARTS

Exhibit 1: Revenue grew 13.2% YoY at Rs40.1b



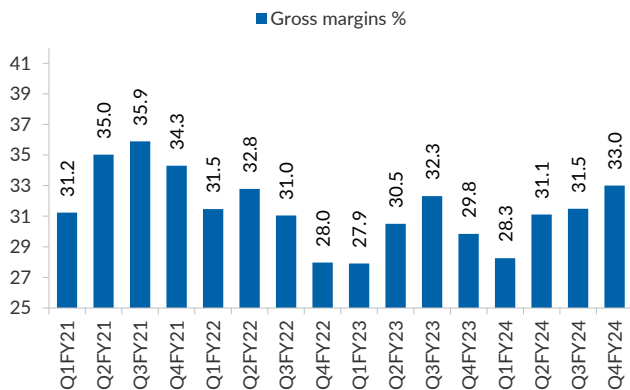
Source: Company, YES Sec

Exhibit 2: Lead price declined to Rs172.4k/ton in 4Q



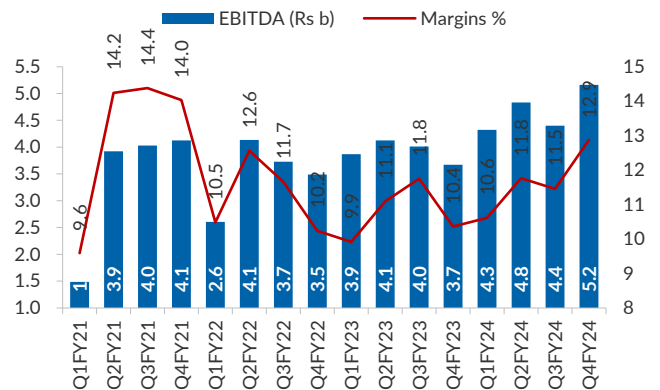
Source: Bloomberg, YES Sec

Exhibit 3: Gross margins expanded by 150bp QoQ



Source: Company, YES Sec

Exhibit 4: EBITDAM expanded ~140bp QoQ



Source: Company, YES Sec

FINANCIALS

Exhibit 5: Balance Sheet

Y/E March	2021	2022	2023	2024	2025E	2026E
Share Capital	850	850	850	850	850	850
Reserves	68,085	105,131	111,248	130,522	142,166	155,895
Net Worth	68,935	105,981	112,098	131,372	143,016	156,745
Loans	-	-	-	-	-	-
Deferred Tax Liability	771	654	1,160	137	137	137
Capital Employed	69,706	106,635	113,257	131,509	143,153	156,881
Application of Funds						
Gross Fixed Assets	42,740	47,180	52,863	57,987	64,004	72,004
Less: Depreciation	16,361	19,802	24,360	29,335	34,617	39,620
Net Fixed Assets	26,379	27,378	28,503	28,652	29,387	32,384
Capital WIP	2,008	3,381	1,009	2,017	2,000	2,000
Investments	30,924	60,355	63,417	86,212	88,096	93,500
Curr. Assets	36,977	40,862	46,422	51,646	62,096	68,202
Inventory	23,462	24,647	29,891	32,493	36,301	39,310
Sundry Debtors	8,874	11,945	12,741	12,644	15,698	16,999
Cash & Bank Balances	825	1,614	745	2,227	5,314	6,714
Loans & Advances	0	0	-	1,000	1,117	1,210
Other Current Assets	3,816	2,656	3,045	3,282	3,666	3,970
Current Liab. & Prov.	26,581	25,341	26,093	37,018	38,426	39,204
Sundry Creditors	16,478	16,254	18,036	27,052	22,075	21,248
Other Liabilities	6,860	5,173	4,544	5,945	11,773	12,749
Provisions	3,243	3,914	3,514	4,021	4,578	5,206
Net Current Assets	10,396	15,521	20,329	14,628	23,670	28,998
Application of Funds	69,706	106,635	113,257	131,509	143,153	156,881

Source: Company, YES Sec

Exhibit 6: Income statement

Y/E March	2021	2022	2023	2024	2025E	2026E
Total Operating Income	100,408	124,101	145,919	160,292	179,054	193,892
Change (%)	1.9	23.6	17.6	9.8	11.7	8.3
Total Expenditure	86,853	110,119	130,239	141,578	156,526	168,199
EBITDA	13,556	13,983	15,680	18,714	22,528	25,693
EBITDA Margins (%)	13.5	11.3	10.7	11.7	12.6	13.3
Change (%)	(0.7)	3.1	12.1	19.3	20.4	14.1
Depreciation	3,794	4,131	4,558	4,975	5,282	5,004
EBIT	9,762	9,851	11,122	13,739	17,246	20,690
Deferred Revenue Exp.	-	-	-	-	-	-
Interest Charges	238	394	295	486	583	700
Other Income	654	805	1,324	845	1,455	1,429
EO Exp/(Inc)	-	(46,938)	-	-	-	-
PBT	10,179	57,199	12,151	14,099	18,117	21,419
Tax	2,596	10,356	3,115	3,569	4,348	5,141
Effective Rate (%)	25.5	18.1	25.6	25.3	24.0	24.0
Rep. PAT	7,583	46,843	9,036	10,530	13,769	16,278
Change (%)	(8.1)	517.8	(80.7)	16.5	30.8	18.2
Adj. PAT	7,583	8,404	9,036	10,530	13,769	16,278
Change (%)	(10.0)	10.8	7.5	16.5	30.8	18.2

Source: Company, YES Sec

Exhibit 7: Cash Flow Statement

Y/E March	2021	2022	2023	2024	2025E	2026E
OP/(Loss) before Tax	10,179	57,199	12,151	14,099	17,246	20,690
Interest/Dividends Received	(365)	(156)	(233)	(237)	1,455	1,429
Depreciation & Amortisation	3,794	4,131	4,558	4,975	5,282	5,004
Direct Taxes Paid	(2,721)	(10,472)	(3,212)	(3,707)	(4,348)	(5,141)
(Inc)/Dec in Working Capital	3,044	(3,479)	(4,538)	4,874	(5,955)	(3,928)
Other Items	203	(93,957)	(242)	(38)	-	-
CF from Oper. Activity	14,134	(46,733)	8,484	19,965	13,680	18,054
Extra-ordinary Items	-	46,938	-	-	-	-
Other Items	-	-	-	-	-	-
CF after EO Items	14,134	205	8,484	19,965	13,680	18,054
(Inc)/Dec in FA+CWIP	(3,384)	(5,795)	(3,716)	(4,903)	(6,000)	(8,000)
Free Cash Flow	10,750	(52,528)	4,768	15,063	7,680	10,054
(Pur)/Sale of Invest.	(9,385)	8,549	(5,162)	(11,269)	(1,884)	(5,404)
CF from Inv. Activity	(12,769)	2,754	(8,878)	(16,172)	(7,884)	(13,404)
Issue of Equity	-	-	-	-	-	(0)
Inc/(Dec) in Debt	(244)	(67)	(101)	-	-	-
Interest Rec./ (Paid)	(45)	(482)	(360)	(601)	(583)	(700)
Dividends Paid	(1,700)	(1,700)	-	(1,700)	(2,125)	(2,550)
CF from Fin. Activity	(1,989)	(2,249)	(461)	(2,301)	(2,708)	(3,250)
Inc/(Dec) in Cash	(623)	709	(855)	1,493	3,087	1,400
Add: Beginning Balance	1,449	825	1,614	745	2,227	5,314
Closing Balance	825	1,534	759	2,238	5,314	6,714

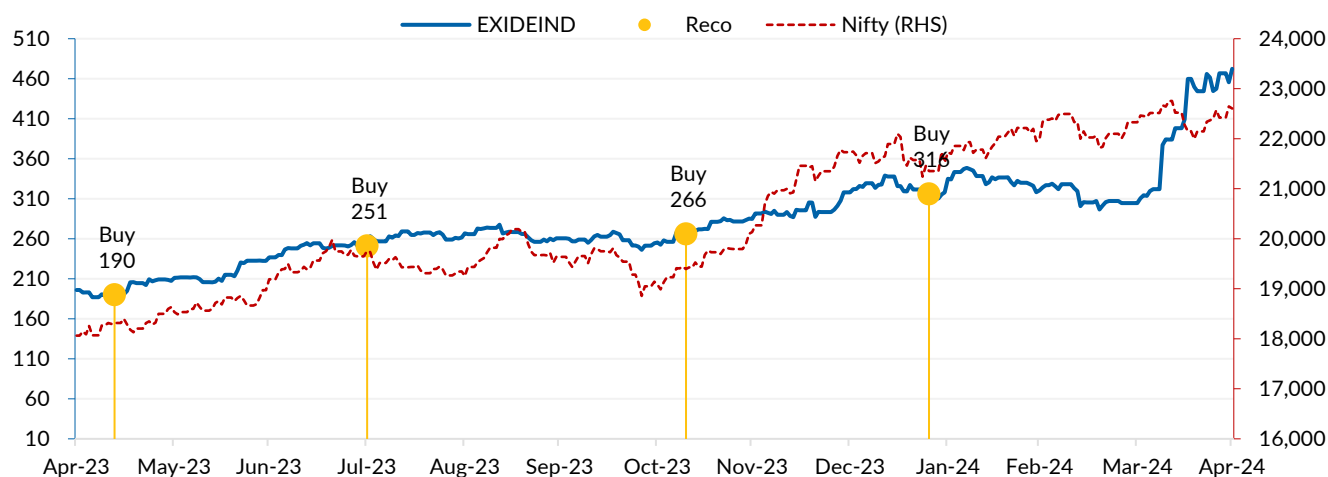
Source- Company, YES Sec

Exhibit 8: Growth and Ratio matrix

Y/E March	2021	2022	2023	2024	2025E	2026E
Basic (INR)						
EPS	8.9	9.9	10.6	12.4	16.2	19.2
Cash EPS	13.4	14.7	16.0	18.2	22.4	25.0
Book Value per Share	81.1	124.7	131.9	154.6	168.3	184.4
DPS	2.0	3.2	2.0	2.0	2.5	3.0
Payout (Incl. Div. Tax) %	22.4	32.4	18.8	16.1	15.4	15.7
Valuation (x)						
P/E	52.9	47.7	44.4	38.1	29.1	24.6
Cash P/E	35.3	32.0	29.5	25.9	21.1	18.9
EV/EBITDA	27.3	24.3	21.5	16.7	13.7	11.7
EV/Sales	3.7	2.7	2.3	2.0	1.7	1.6
Price to Book Value	5.8	3.8	3.6	3.1	2.8	2.6
Dividend Yield (%)	0.4	0.7	0.4	0.4	0.5	0.6
Profitability Ratios (%)						
RoE	11.0	7.9	8.1	8.0	9.6	10.4
RoCE	11.8	10.0	8.5	8.9	10.4	11.2
RoIC	19.4	20.9	18.5	23.0	29.5	30.7
Turnover Ratios						
Debtors (Days)	32.3	35.1	31.9	28.8	32.0	32.0
Inventory (Days)	85.3	72.5	74.8	74.0	74.0	74.0
Creditors (Days)	59.9	47.8	45.1	61.6	45.0	40.0
Working Capital (Days)	57.6	59.8	61.5	41.2	61.0	66.0
Gross Fixed Asset Turnover (x)	2.3	2.6	2.8	2.8	2.8	2.7
Leverage Ratio						
Debt/Equity (x)	-	-	-	-	-	-

Source- Company, YES Sec

Recommendation Tracker



Source: YES Sec

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ADD: Upside between 10% to 20% over 12 months

NEUTRAL: Upside between 0% to 10% over 12 months

REDUCE: Downside between 0% to -10% over 12 months

SELL: Downside greater than -10% over 12 months

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YES Securities (India) Limited ("YSL") is a wholly owned subsidiary of YES BANK LIMITED. YSL is a Securities and Exchange Board of India (SEBI) registered Stock broker holding membership of National Stock Exchange (NSE), Bombay Stock Exchange (BSE), Multi Commodity Exchange (MCX) & National Commodity & Derivatives Exchange (NCDEX). YSL is also a SEBI-registered Category I Merchant Banker, Investment Adviser and Research Analyst. YSL is also a Sponsor and Investment Manager of Alternate Investment Fund - Category III (YSL Alternates) and AMFI registered Mutual Fund Distributor. The Company is also a registered Depository Participant with CDSL and NSDL. YSL offers, inter alia, trading/investment in equity and other financial products along with various value added services. We hereby declare that there are no disciplinary actions taken against YSL by SEBI/Stock Exchanges.