Nestle India

Refer to important disclosures at the end of this report

Steady performance but limited upsides

- Nestle reported a steady performance in Q1CY21 with domestic sales growing 10% to Rs34.4bn, in line with estimates. Total sales were marginally below expectations due to a 13% drop in exports. EBITDA/PAT grew 15%/14%, missing estimates by 5-7% on higher ad spends and lower other income.
- Domestic growth has been steady and seems ahead of peers (2-year CAGR of 10%), driven by strong in-home consumption trends. Lockdowns are likely to impact near-term growth, but Nestle categories are likely to be resilient, offering better growth vs. peers.
- Low input prices have supported gross margin expansion up 220bps. Management has indicated commodity pressures ahead. However, we believe inflation in key input prices appears manageable and can be largely offset by modest price hikes.
- Recent lockdowns may impact Q2 and CY21 earnings but are likely to be temporary and should not affect our CY22-23 forecasts. At 56x CY22E EPS, the stock looks fairly valued and offers limited near-term upsides, given the lack of any potential upside to earnings. Retain Hold with a revised TP of Rs16,800, rolling forward to Jun'23E EPS.

Domestic business grows in double digits; exports decline: Nestle's sales growth trajectory was similar to Q4CY20, with overall sales growing 8.6% to Rs36.1bn and domestic business growing 10%, led by volume and mix. Exports declined 13% on high comparables (13% growth in Q1CY20). Domestic growth was largely driven by volume and mix, with inhome consumption trends driving double-digit growth across noodles, sauces, coffee and chocolates. The e-commerce business rose 66% and contributed 3.8% to the turnover (vs. 1.9%/3.7%% in CY19/CY20). Nestle growth trends have been consistent and ahead of peers; however, we believe the company needs to step up innovation and portfolio expansion further to address the rising in-home consumption opportunities and accelerate its growth momentum.

Margins expand on benign input prices: Gross margins expanded 220bps to 58.5% (59.1% in Q4CY20) as key input prices remained soft. Operating margin expansion of 150bps was marginally lower due to higher ad spends. Management expects increasing commodity pressures ahead. While crude based inputs and palm oil have seen a sharp rise, overall inflation appears manageable with other key input prices being largely steady (Coffee/cocoa are up by 10-20% whereas wheat/sugar/milk prices are largely flattish).

Fairly valued; maintain Hold: Recent lockdowns may impact Q2CY21 and CY21 earnings but are likely to be temporary and should not affect our CY22-23 forecasts. At 56x CY22E and 49x CY23E EPS, the stock looks fairly valued and offers limited near-term upsides, given the lack of any potential upsides to earnings. We maintain Hold with a revised TP of Rs16,800, (from Rs16,200) rolling forward to Jun'23E EPS.

Please see our sector model portfolio (Emkay Alpha Portfolio): Consumer Goods & Retail (Page 8)

Financial Snapshot (Standalone)

(Rs mn)	CY19	CY20	CY21E	CY22E	CY23E
Revenue	1,23,689	1,33,500	1,50,271	1,67,536	1,86,623
EBITDA	28,326	30,778	36,088	41,052	46,469
EBITDA Margin (%)	22.9	23.1	24.0	24.5	24.9
APAT	19,933	20,964	25,725	29,635	33,837
EPS (Rs)	206.8	217.5	266.9	307.4	351.0
EPS (% chg)	15.8	5.2	22.7	15.2	14.2
ROE (%)	71.3	106.5	112.2	108.3	107.7
P/E (x)	82.7	78.6	64.1	55.6	48.7
EV/EBITDA (x)	57.4	52.7	44.6	39.0	34.2
P/BV (x)	85.9	81.6	64.2	56.7	48.8

Emkay[®]

СМР	Target Price
Rs 17,096 as of (April 20, 2021)	Rs 16,800 (▲) 12 months
Rating	Upside
HOLD (∎)	(1.7) %

Change in Estimates

EPS Chg C	(21E/C)	Y22E (%	6)	-/			
Target Price	change	e (%)		3.7			
Target Perio	d (Mont	ths)		12			
Previous Re	со			HOLD			
Emkay vs C	onsens	sus					
	EPS E	stimate	es				
		CY	21E	CY22E			
Emkay		2	66.9	307.4			
Consensus		2	56.8	294.0			
Mean Conse	ensus T	P (12M) R:	s 17,848			
Stock Detai	ls						
Bloomberg (Code			NEST IN			
Face Value	(Rs)			10			
Shares outst	tanding	(mn)		96			
52 Week H/I	_	1	8,844	/ 15,100			
M Cap (Rs b	n/USD	bn)	1,648	3 / 22.01			
Daily Avg Vo	olume (r	nos.)		125,156			
Daily Avg Turnover (US\$ mn)28.2							
Shareholdir	ng Patte	ern Ma	r '21				
Promoters				62.8%			
FIIs				12.3%			
Dila				8.0%			
DIIs				0.0%			
Public and C	Others			8.0% 17.0%			
		•					
Public and C		3M	6M				
Public and C	rmance		6M 5	17.0%			
Public and C Price Perfor	rmance 1M 4	3M	-	17.0%			
Public and C Price Perfor (%) Absolute	rmance 1M 4 7	3M (3) (1)	5	17.0%			
Public and C Price Perfor (%) Absolute Rel. to Nifty	rmance 1M 4 7	3M (3) (1)	5	17.0%			
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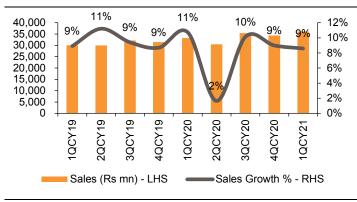
Source: Company, Emkay Research

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Nestle India (NEST IN)

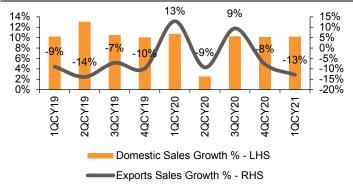
Story in Charts

Exhibit 1: Revenues growing at a steady pace



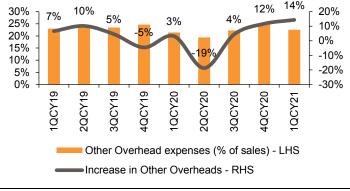
Source: Company, Emkay Research

Exhibit 3: Domestic sales driven by volumes and mix; exports witness a decline on a high base



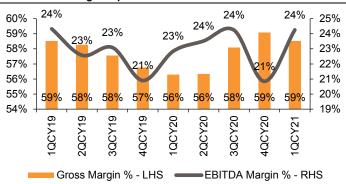
Source: Company, Emkay Research

Exhibit 5: Other overhead spends increase led by higher ad spends



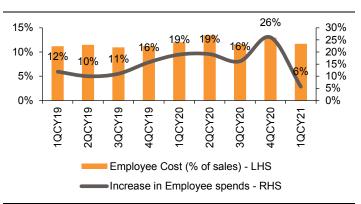
Source: Company, Emkay Research

Exhibit 2: Lower input prices boost gross margin; high overheads limit EBITDA margin expansion



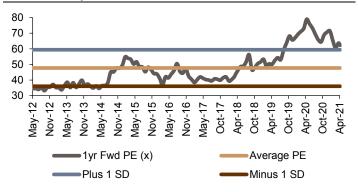
Source: Company, Emkay Research

Exhibit 4: Softer growth in employee expenses



Source: Company, Emkay Research

Exhibit 6: One-year forward P/E



Source: Company, Emkay Research

Exhibit 7: Actual vs. Estimates (Q1CY21)

	Actual	Emkay	Consensus	% va	ariation	Commont
	Actual	estimates	estimates	Emkay	Consensus	Comment
Revenues	36,108	36,886	36,267	-2.1%	-0.4%	Sales driven by domestic sales growth of 10%
EBITDA	8,760	9,203	8,990	-4.8%	-2.6%	
EBITDA Margin (%)	24.3%	24.9%	24.8%	-69	-53	Slight margin miss on account of higher ad spends
APAT	6,024	6,444	5,771	-6.5%	4.4%	Other income decline of 31% limits PAT growth

Source: Company, Emkay Research

Exhibit 8: Quarterly Performance (Standalone)

Y/E, Mar (Rs. mn)	1QCY20	2QCY20	3QCY20	4QCY20	1QCY21	YoY (%)	QoQ (%)
Revenue	33,253	30,504	35,417	34,326	36,108	8.6	5.2
Expenditure	25,657	23,329	26,831	27,171	27,348	6.6	0.6
Consumption of RM	14,533	13,319	14,843	14,045	14,976	3.1	6.6
as % of sales	43.7%	43.7%	41.9%	40.9%	41.5%		
Employee Cost	3,993	4,104	4,101	4,453	4,221	5.7	-5.2
as % of sales	12.0%	13.5%	11.6%	13.0%	11.7%		
Other expenditure	7,130	5,906	7,887	8,674	8,151	14.3	-6.0
as % of sales	21.4%	19.4%	22.3%	25.3%	22.6%		
EBITDA	7,596	7,176	8,586	7,154	8,760	15.3	22.4
Depreciation	914	924	911	955	936	2.5	-2.0
EBIT	6,683	6,252	7,675	6,199	7,824	17.1	26.2
Other Income	429	379	345	306	297	-30.8	-3.1
Exceptional items	73	109	155	-196	2		
РВТ	7,039	6,522	7,865	6,702	8,118	15.3	21.1
Total Tax	1,784	1,657	1,994	1,869	2,096	17.5	12.2
Reported PAT	5,254	4,866	5,871	4,833	6,022	14.6	24.6
Extra ordinary items	-54	-81	-116	140	-1		
Adjusted PAT	5,309	4,947	5,987	4,693	6,024	13.5	28.4
Adjusted EPS (Rs)	55.1	51.3	62.1	48.7	62.5	13.5	28.4

Margins (%)	1QCY20	2QCY20	3QCY20	4QCY20	1QCY21	(bps)	(bps)
EBIDTA	22.8	23.5	24.2	20.8	24.3	140	340
EBIT	20.1	20.5	21.7	18.1	21.7	160	360
EBT	21.2	21.4	22.2	19.5	22.5	130	300
PAT	16.0	16.2	16.9	13.7	16.7	70	300
Effective Tax rate	25.3	25.4	25.4	27.9	25.8	50	-210

Source: Company, Emkay Research

Exhibit 9: Revenue Assumptions

	CY19	CY20	CY21E	CY22E	CY23E
Milk Products and Nutrition	9%	9%	11%	10%	10%
Beverages	-1%	-2%	11%	12%	11%
Prepared Dishes and cooking aids	13%	12%	14%	13%	13%
Chocolate and confectionery	17%	7%	14%	11%	11%
Total Revenue (Rs mn)	1,22,953	1,32,902	1,49,461	1,66,645	1,85,643

Exhibit 10: Relative Valuation

	Price	Мсар	D	Target	I	EPS (Rs)			P/E (x)		EV /	EBITDA	(x)
	(Rs)	(Rs bn)	Reco	Price (Rs)	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E
Asian Paints	2,556	2,451	Hold	2,460	34.2	43.0	49.1	74.8	59.5	52.1	48.7	39.6	34.9
Berger Paints	710	689	Sell	560	7.5	10.4	12.1	94.9	67.9	58.4	56.3	42.3	36.6
Britannia	3,730	898	Buy	4,500	80.0	83.4	94.8	46.6	44.7	39.3	35.4	33.8	30.0
Colgate	1,522	414	Buy	1,800	35.6	39.3	44.1	42.8	38.7	34.5	27.9	25.4	22.7
Dabur	569	1,006	Hold	560	10.2	11.9	13.7	55.6	47.7	41.6	45.4	38.0	32.9
Emami	510	227	Buy	580	14.5	15.5	17.4	35.3	32.9	29.2	25.0	22.6	19.7
GCPL	726	742	Hold	750	17.0	18.8	21.2	42.7	38.6	34.2	30.2	27.6	24.6
HUL	2,397	5,633	Hold	2,300	34.4	41.6	48.2	69.7	57.6	49.8	48.3	40.0	34.8
ITC	204	2,505	Buy	265	10.5	12.9	14.3	19.4	15.8	14.2	14.5	11.6	10.4
Marico	410	530	Hold	420	9.1	10.3	11.5	44.9	39.8	35.7	32.2	28.5	25.5
Nestle	17,096	1,648	Hold	16,800	217.5	266.9	307.4	78.6	64.1	55.6	52.8	44.6	39.0
Pidilite	1,773	901	Sell	1,320	24.1	27.7	32.1	73.7	63.9	55.3	50.9	44.4	38.4
Radico Khaitan	515	69	Buy	640	18.9	23.0	26.7	27.2	22.4	19.3	17.0	14.2	12.1
United Breweries	1,130	299	Buy	1,450	2.1	24.1	29.9	528.5	47.0	37.8	79.6	25.6	21.4
United Spirits	523	380	Buy	660	6.1	13.4	16.5	86.1	39.0	31.8	41.3	24.0	20.3

Key Financials (Standalone)

Income Statement

Y/E Dec (Rs mn)	CY19	CY20	CY21E	CY22E	CY23E
Revenue	1,23,689	1,33,500	1,50,271	1,67,536	1,86,623
Expenditure	95,363	1,02,722	1,14,183	1,26,484	1,40,154
EBITDA	28,326	30,778	36,088	41,052	46,469
Depreciation	3,702	3,704	3,914	4,080	4,396
EBIT	24,625	27,075	32,174	36,972	42,073
Other Income	2,469	1,459	2,150	2,580	3,096
Interest expenses	110	265	0	0	0
РВТ	26,984	28,268	34,324	39,552	45,169
Тах	7,051	7,304	8,599	9,917	11,332
Extraordinary Items	(249)	(140)	(200)	(200)	(200)
Minority Int./Income from Assoc.	0	0	0	0	0
Reported Net Income	19,684	20,824	25,525	29,435	33,637
Adjusted PAT	19,933	20,964	25,725	29,635	33,837

Balance Sheet

Y/E Dec (Rs mn)	CY19	CY20	CY21E	CY22E	CY23E
Equity share capital	964	964	964	964	964
Reserves & surplus	18,225	19,229	24,709	28,111	32,822
Net worth	19,189	20,193	25,673	29,075	33,786
Minority Interest	0	0	0	0	0
Loan Funds	531	348	531	531	531
Net deferred tax liability	134	(199)	180	180	180
Total Liabilities	19,855	20,343	26,384	29,786	34,497
Net block	21,088	19,680	19,076	18,306	17,820
Investment	17,511	14,638	17,511	17,511	17,511
Current Assets	31,698	38,095	47,794	58,509	71,061
Cash & bank balance	13,081	17,699	28,675	37,579	48,134
Other Current Assets	2,704	2,480	2,491	2,491	2,491
Current liabilities & Provision	51,875	58,456	63,188	69,721	76,967
Net current assets	(20,177)	(20,361)	(15,394)	(11,212)	(5,905)
Misc. exp	0	0	0	0	0
Total Assets	19,855	20,343	26,384	29,786	34,497

Y/E Dec (Rs mn)	CY19	CY20	CY21E	CY22E	CY23E
PBT (Ex-Other income) (NI+Dep)	24,515	26,809	32,174	36,972	42,073
Other Non-Cash items	0	0	0	0	0
Chg in working cap	2,698	4,468	6,389	4,722	5,248
Operating Cashflow	26,052	27,591	33,677	35,658	40,186
Capital expenditure	(1,126)	(7,249)	(2,116)	(3,300)	(3,800)
Free Cash Flow	24,926	20,343	31,561	32,358	36,386
Investments	9,074	2,873	(2,873)	0	0
Other Investing Cash Flow	(2,326)	212	0	0	0
Investing Cashflow	8,091	(2,705)	(2,839)	(720)	(704)
Equity Capital Raised	0	0	0	0	0
Loans Taken / (Repaid)	180	(183)	183	0	0
Dividend paid (incl tax)	(35,563)	(18,898)	(22,177)	(26,033)	(28,926)
Other Financing Cash Flow	(1,670)	(922)	2,132	0	0
Financing Cashflow	(37,163)	(20,268)	(19,862)	(26,033)	(28,926)
Net chg in cash	(3,020)	4,618	10,976	8,904	10,555
Opening cash position	16,101	13,081	17,699	28,675	37,579
Closing cash position	13,081	17,699	28,675	37,579	48,134

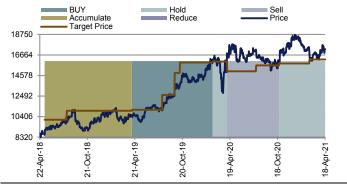
Profitability (%)	CY19	CY20	CY21E	CY22E	CY23E
EBITDA Margin	22.9	23.1	24.0	24.5	24.9
EBIT Margin	19.9	20.3	21.4	22.1	22.5
Effective Tax Rate	26.1	25.8	25.1	25.1	25.1
Net Margin	16.1	15.7	17.1	17.7	18.1
ROCE	94.2	142.0	146.9	140.8	140.5
ROE	71.3	106.5	112.2	108.3	107.7
RoIC	(270.2)	(177.3)	(148.4)	(133.3)	(126.1
Per Share Data (Rs)	CY19	CY20	CY21E	CY22E	CY23E
EPS	206.8	217.5	266.9	307.4	351.0
CEPS	245.2	255.9	307.5	349.7	396.6
BVPS	199.1	209.5	266.3	301.6	350.5
DPS	306.0	196.0	230.0	270.1	300.2
Valuations (x)	CY19	CY20	CY21E	CY22E	CY23E
PER	82.7	78.6	64.1	55.6	48.7
P/CEPS	69.7	66.8	55.6	48.8	43.1
P/BV	85.9	81.6	64.2	56.7	48.8
EV / Sales	13.2	12.2	10.8	9.6	8.6
EV / EBITDA	57.4	52.7	44.6	39.0	34.2
Dividend Yield (%)	1.8	1.1	1.3	1.6	1.8
	0)///0	0)/00	0)/0/5	0//005	0)/005
Gearing Ratio (x)	CY19	CY20	CY21E	CY22E	CY23E
Net Debt/ Equity	(1.2)	(1.2)	(1.5)	(1.6)	(1.7
Net Debt/EBIDTA	(0.8)	(0.8)	(1.1)	(1.1)	(1.2
Working Cap Cycle (days)	(98.1)	(104.1)	(107.0)	(106.3)	(105.7
Growth (%)	CY19	CY20	CY21E	CY22E	CY23E
Revenue	9.5	7.9	12.6	11.5	11.4
EBITDA	7.9	8.7	17.3	13.8	13.2
EBIT	7.6	9.9	18.8	14.9	13.8
PAT	22.5	5.8	22.6	15.3	14.3
Quarterly (Rs mn)	Q1CY20	Q2CY20	Q3CY20	Q4CY20	Q1CY2
Revenue	33,253	30,504	35,417	34,326	36,886
EBITDA	7,596	7,176	8,586	7,154	9,203
EBITDA Margin (%)	22.8	23.5	24.2	20.8	24.9
PAT	5,254	4,866	5,871	4,833	6,434
EPS (Rs)	54.5	50.5	60.9	50.1	66.
Source: Company, Emkay Research					
Shareholding Pattern (%)	Mar-20	Jun-20	Sep-20	Dec-20	Mar-2
Promoters	62.8	62.8	62.8	62.8	62.8
1 Iomoters					
Fils	11.8	12.1	11.5	12.9	12.3
	11.8 9.1	12.1 8.7	11.5 8.9	12.9 7.8	12.3 8.0

Source: Capitaline

RECOMMENDATION HISTORY TABLE

Date	Closing Price	TP	Period (months)	Rating	Analyst
27-Feb-21	16,102	16,200	12m	Hold	Ashit Desai
17-Feb-21	16,741	16,200	12m	Hold	Ashit Desai
06-Nov-20	17,007	15,800	12m	Hold	Ashit Desai
24-Oct-20	15,740	15,800	12m	Hold	Ashit Desai
28-Jul-20	16,961	15,600	12m	Sell	Ashit Desai
13-May-20	16,322	15,000	12m	Sell	Ashit Desai
14-Apr-20	16,408	15,000	12m	Sell	Ashit Desai
08-Apr-20	16,676	15,000	12m	Sell	Ashit Desai
13-Feb-20	16,223	16,000	12m	Hold	Ashit Desai
25-Dec-19	14,418	15,900	12m	Buy	Ashit Desai
10-Oct-19	13,608	15,900	12m	Buy	Ashit Desai
20-Sep-19	13,292	14,850	12m	Buy	Ashit Desai
03-Aug-19	11,044	12,600	12m	Buy	Ashit Desai
14-May-19	9,870	11,100	12m	Buy	Ashit Desai
09-Apr-19	10,395	11,100	12m	Buy	Ashit Desai
14-Feb-19	10,240	11,000	12m	Accumulate	Ashit Desai
26-Oct-18	9,176	11,000	12m	Accumulate	Ashit Desai
03-Aug-18	9,882	11,000	12m	Accumulate	Ashit Desai
10-May-18	8,558	10,100	12m	Accumulate	Ashit Desai

RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research



Analyst: Ashit Desai

Contact Details

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Sector

Consumer Goods & Retail

Analyst bio

Ashit Desai holds a PGDM and FRM (US GARP) with 12 years of research experience on the sell side. His team currently covers 24 stocks in the Indian Consumer and Retail space.

Emkay Alpha Portfolio – Consumer Goods & Retail

EAP sector portfolio

Company Name	BSE200 Weight	EAP Weight	OW/UW (%)	OW/UW (bps)	EAP Weight (Normalised)
Consumer Goods & Retail	11.01	11.01	0%	0	100.00
Asian Paints	1.43	0.58	-59%	-85	5.29
Berger Paints	0.21	0.00	-100%	-21	0.00
Britannia Industries	0.54	0.66	21%	12	6.00
Colgate-Palmolive	0.25	0.33	31%	8	3.00
Dabur India	0.40	0.44	11%	4	4.00
Emami	0.14	0.18	29%	4	1.63
Godrej Consumer Products	0.34	0.00	-100%	-34	0.00
Hindustan Unilever	2.67	2.18	-18%	-48	19.84
ITC	2.21	2.31	5%	10	21.00
Marico	0.27	0.26	-1%	0	2.40
Nestle India	0.75	0.66	-12%	-9	6.00
Pidilite Industries	0.33	0.00	-100%	-33	0.00
Radico Khaitan	0.00	0.36	NA	36	3.30
United Breweries	0.09	0.44	367%	35	4.00
United Spirits	0.00	0.36	NA	36	3.30
Varun Beverages	0.11	0.22	97%	11	1.96
ABFRL	0.06	0.19	212%	13	1.75
Jubilant FoodWorks	0.21	0.28	30%	6	2.50
Page Industries	0.21	0.28	33%	7	2.53
Shoppers Stop	0.00	0.00	NA	0	0.00
Titan Company	0.78	0.99	27%	21	9.00
Westlife Development	0.00	0.28	NA	28	2.50
Cash	0.00	0.00	NA	0	0.00

Source: Emkay Research

* Not under coverage: Equal Weight

High Conviction/Strong Over Weight

Sector portfolio NAV

Base					Latest
1-Apr-19	20-Apr-20	19-Oct-20	18-Jan-21	19-Mar-21	19-Apr-21
100.0	99.3	104.2	121.7	120.4	120.2
100.0	95.1	100.5	117.0	114.7	116.6
-	1-Apr-19 100.0	1-Apr-19 20-Apr-20 100.0 99.3	1-Apr-19 20-Apr-20 19-Oct-20 100.0 99.3 104.2	1-Apr-19 20-Apr-20 19-Oct-20 18-Jan-21 100.0 99.3 104.2 121.7	1-Apr-19 20-Apr-20 19-Oct-20 18-Jan-21 19-Mar-21 100.0 99.3 104.2 121.7 120.4

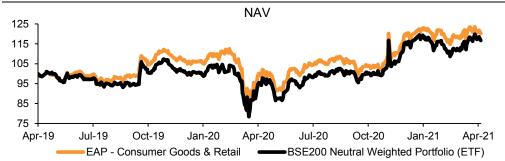
*Performance measurement base date 1st April 2019 Source: Emkay Research

Price Performance (%)

	1m	3m	6m	12m
EAP - Consumer Goods & Retail	-0.2%	-1.2%	15.4%	21.0%
BSE200 Neutral Weighted Portfolio (ETF)	1.7%	-0.3%	16.0%	22.6%
Sauraa, Emilian Baaaarah				

Source: Emkay Research

NAV chart



Source: Emkay Research

Please see our model portfolio (Emkay Alpha Portfolio): Nifty

Please see our model portfolio (Emkay Alpha Portfolio): SMID

"Emkay Alpha Portfolio – SMID and Nifty are a supporting document to the Emkay Alpha Portfolios Report and is updated on regular intervals"

Emkay Rating Distribution

Expected Return within the next 12-18 months.
Over 15%
Between -5% to 15%
Below -5%

Completed Date: 21 Apr 2021 01:32:54 (SGT) Dissemination Date: 21 Apr 2021 01:33:54 (SGT)

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