

Result Update



Refer to important disclosures at the end of this report

Higher raw material price drags margin

- Q4 EBITDA/PAT missed estimates by 11%/15%, dragged down by a 175bps yoy decline in gross margins due to higher raw material costs. Management guided that they have started passing on higher raw material (RM) costs with a 3-month lag. We expect absolute EBITDA spreads to normalize by the end of Q1FY22.
- We increase our FY22E/23E revenue by 5%/6% to factor in the pass through effect of higher RM costs. We reduce our FY22/23 EBITDA margin assumptions by 130bps/116bps to adjust for the pass through effect. We retain FY23E absolute EBITDA and reduce FY22E EBITDA by 1% to factor in the lag in passing on RM costs in Q1FY22.
- We expect EPL to maintain its absolute EBITDA spreads, considering 1) it passes on increased RM prices to customers by Q1FY22, 2) manufacturing efficiency initiatives through phase II of project Phoenix, and 3) improvement in the product mix.
- We maintain Hold and roll forward to 10x Jun'23E EV/EBITDA (10yr/5yr avg: 6.9x/9x) to arrive at our revised TP of Rs260. We believe that EPL is fairly valued and we await better entry points.

AMESA and EAP revenue growth on favorable base

Revenue from AMESA and EAP increased 28%/37% yoy on the favorable base due to Covid-19 as well as improved wallet share in existing customers. Revenue growth in Americas and Europe was largely in line with expectations at 2%/6% yoy. Travel related demand had a large contribution in Americas. With receding Covid-19 cases and vaccination in Americas, especially USA, management expects travel to bounce back in FY22 and drive demand in Americas. Overall, Oral care revenue declined 2.6% yoy (Emkay est.), whereas non-oral care revenue increased 45% yoy due to a favorable base in EAP and AMESA. Adj. EBITDA margins declined in all geographies, except Europe, due to raw material pressure and Covid-19 related costs: AMESA (-400bps yoy), EAP (-130bps yoy), Americas (-510bps yoy) and Europe (+250bps yoy). Margin in Europe increased due to higher utilization on the back of new customer wins in the oral care segment.

Payout to be in the range of >50%

EPL's FY21 dividend payout stood at 54%. Management guided to maintain higher dividend payout going forward as well. We have modelled in 60% dividend payout assuming no large inorganic acquisitions.

Outlook: CMP factors in improvement in balance sheet and earnings

We maintain Hold and roll forward to 10x Jun'23E EV/EBITDA to arrive at our revised TP of Rs260. Our change in TP is entirely based on roll-forward to Jun'23E. Key risks: 1) demand slowdown for client products; and 2) inability to pass on the increase in raw material prices to customers.

Financial Snapshot (Consolidated)

| (Rs mn) | FY20 | FY21 | FY22E | FY23E | FY24E |
|-------------------|--------|--------|--------|--------|--------|
| Revenue | 27,601 | 30,916 | 35,411 | 38,659 | 42,123 |
| EBITDA | 5,574 | 6,111 | 7,188 | 8,056 | 8,972 |
| EBITDA Margin (%) | 20.2 | 19.8 | 20.3 | 20.8 | 21.3 |
| APAT | 2,166 | 2,552 | 2,959 | 3,484 | 4,031 |
| EPS (Rs) | 6.9 | 8.1 | 9.3 | 11.0 | 12.7 |
| EPS (% chg) | 12.6 | 17.8 | 15.1 | 17.8 | 15.7 |
| ROE (%) | 14.8 | 15.8 | 16.8 | 18.5 | 19.8 |
| P/E (x) | 36.2 | 30.8 | 26.7 | 22.7 | 19.6 |
| EV/EBITDA (x) | 14.5 | 13.2 | 11.2 | 9.8 | 8.6 |
| P/BV (x) | 5.1 | 4.6 | 4.4 | 4.0 | 3.7 |

Source: Company, Emkay Research

| СМР | Target Price |
|--------------------------------|-------------------------|
| Rs 249 as of (May 20, 2021) | Rs 260 (▲) 12 months |
| Rating | Upside |
| HOLD (∎) | 4.5 % |

Change in Estimates

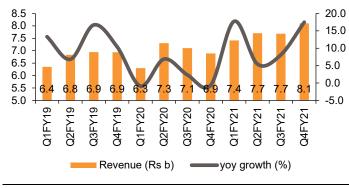
| EPS Chg FY22E/F | - Y23F (% | 6) | (1)/1 |
|---------------------------------------------------------------------------------|--------------|-----------|-----------------------------|
| Target Price change | | - / | 4.0 |
| Target Period (Mo | | | 12 |
| Previous Reco | , | | HOLD |
| Emkay vs Conse | nsus | | |
| EPS | Estimate | es | |
| | F۱ | ′22E | FY23E |
| Emkay | | 9.3 | 11.0 |
| Consensus | | 10.5 | 12.5 |
| Mean Consensus | TP (12M |) | Rs 334 |
| Stock Details | | | |
| Bloomberg Code | | | EPLL IN |
| Face Value (Rs) | | | 2 |
| Shares outstandin | g (mn) | | 316 |
| 52 Week H/L | | : | 319 / 158 |
| M Cap (Rs bn/USI | O bn) | | 79 / 1.07 |
| Daily Avg Volume | (nos.) | | 801,359 |
| Daily Avg Turnove | er (US\$ m | ın) | 2.5 |
| Shareholding Pat | ttern Ma | r '21 | |
| Promoters | | | 52.0% |
| FIIs | | | 14.9% |
| DIIs | | | 13.5% |
| Public and Others | | | 19.6% |
| Price Performance | e | | |
| (%) 1M | 3M | 6M | 12M |
| Absolute 18 | 13 | (6) | 49 |
| Rel. to Nifty 14 | 13 | (19) | (9) |
| Relative price ch | art | | |
| 300 Rs | | | % [50 |
| 270 - | 1 month | \a | - 34 |
| 240 - | M. | ٦ | 18 |
| 210 - | ~m | "here | ′ ℃ <mark>/</mark> 2 |
| 180 - 180 | | lina | 14 -14 |
| 150 | N 00 I | 1 · · · | -30 |
| May-20 Jul-20 Sep-20 | | -2 T Mar- | |
| Source: Bloomberg | | | |
| This report is solely pro following person(s) are production of the recor | responsib | le for th | |
| Varshit Shah | | | |
| varshit.shah@emk | ayglobal | .com | |
| +91 22 6612 1358 | | | |
| Karan Shah | | | |
| karan.shah@emka | | | |

+91 22 661 21257

Emkay Research is also available on www.emkayglobal.com and Bloomberg EMKAY<GO>. Please refer to the last page of the report on Restrictions on Distribution. In Singapore, this research report or research analyses may only be distributed to Institutional Investors, Expert Investors or Accredited Investors as defined in the Securities and Futures Act, Chapter 289 of Singapore.

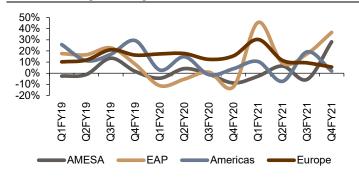
Story in Charts

Exhibit 1: Revenue increases 18% yoy to Rs8.1bn



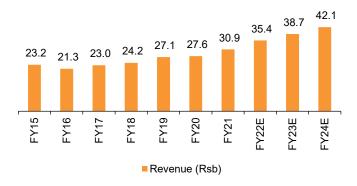
Source: Company, Emkay Research

Exhibit 3: Strong revenue growth in EAP and AMESA



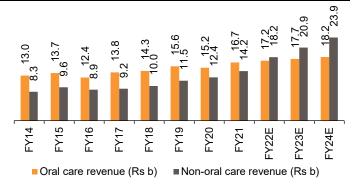
Source: Company, Emkay Research

Exhibit 5: 11% revenue CAGR in FY21-24E

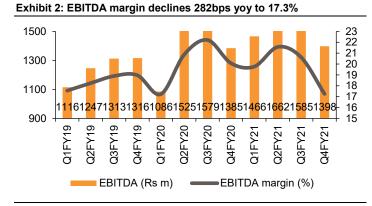


Source: Company, Emkay Research

Exhibit 7: Segment-wise revenue (Rs bn)

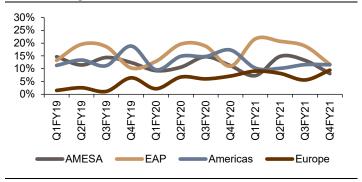


Source: Company, Emkay Research



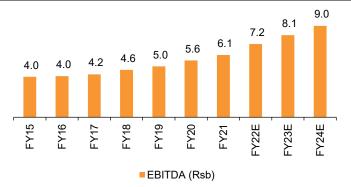
Source: Company, Emkay Research





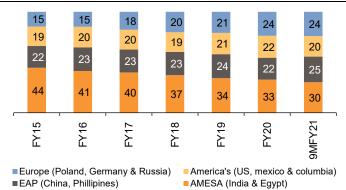
Source: Company, Emkay Research

Exhibit 6: EBITDA CAGR of 14% in FY21-24E



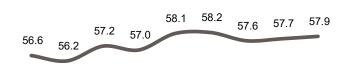
Source: Company, Emkay Research

Exhibit 8: Geography-wise revenue mix (%)



Source: Company, Emkay Research

Exhibit 9: Gross margin (%)





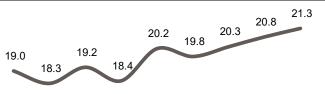
Source: Company, Emkay Research

17.4

15.7

Exhibit 12: ROE (%)

19.2



FY16 FY17 FY18 FY19 FY20 FY21 FY22E FY23E FY24E

14.8

FY16 FY17 FY18 FY19 FY20 FY21 FY22E FY23E FY24E

14.6

India Equity Research | Result Update

19.8

18.5

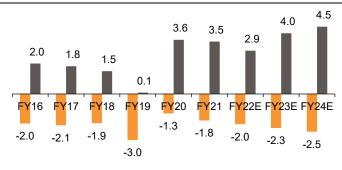
16.8

15.8

FY16 FY17 FY18 FY19 FY20 FY21 FY22E FY23E FY24E

Source: Company, Emkay Research

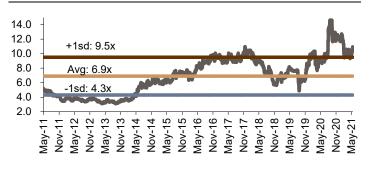
Exhibit 11: FCF



■Capex (Rsb) ■FCF (Rsb)

Source: Company, Emkay Research

Exhibit 13: EPL is trading at 10.9x 1-yr forward EV/EBITDA

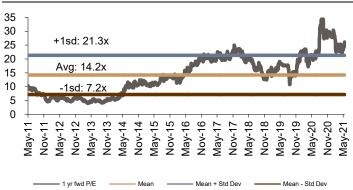


1 yr fwd EV/EBITDA Mean Mean - Std Dev Mean + Std Dev

Source: Bloomberg, Emkay Research

Source: Company, Emkay Research

Exhibit 14: EPL is trading at 26.1x 1-yr forward P/E



Source: Bloomberg, Emkay Research

Exhibit 15: Actual vs. Estimates (Q4FY21)

| (Rs mn) | Actual | Emkay | Consensus | % variation | % variation | Comment |
|---------------|--------|-----------|-----------|-------------|-------------|----------------------------------------------------|
| (ito iiii) | Actual | Estimates | Estimates | Emkay | Consensus | Comment |
| Sales | 8,102 | 7,853 | 7,793 | 3% | 4% | Beat due to higher than expected revenues in AMESA |
| EBITDA | 1,398 | 1,571 | 1,556 | -11% | -10% | Higher raw material cost impacted EBITDA |
| EBITDA Margin | 17.3% | 20.0% | 20.0% | -275 bps | -271 bps | |
| Adj. PAT | 568 | 671 | 667 | -15% | -15% | Below estimates due to EBITDA miss |

Source: Company, Bloomberg consensus, Emkay Research

Exhibit 16: Quarterly result summary

| Y/E, Mar (Rs. mn) | Q4FY20 | Q1FY21 | Q2FY21 | Q3FY21 | Q4FY21 | YoY% | QoQ% | FY21 | FY20 | YoY% |
|--------------------------------|--------|--------|--------|--------|--------|-------|-------|--------|--------|-------|
| Revenue | 6,896 | 7,415 | 7,703 | 7,686 | 8,102 | 17.5 | 5.4 | 30,906 | 27,608 | 11.9 |
| | | | | | | | | | | |
| Cost of revenue | 2,855 | 3,139 | 3,222 | 3,067 | 3,496 | 22.5 | 14.0 | 12,924 | 11,575 | 11.6 |
| as % of sales | 41.4 | 42.3 | 41.8 | 39.9 | 43.1 | | | 41.8 | 41.9 | |
| Employee Cost | 1,366 | 1,486 | 1,472 | 1,550 | 1,576 | 15.3 | 1.7 | 6,084 | 5,311 | 14.6 |
| as % of sales | 19.8 | 20.0 | 19.1 | 20.2 | 19.5 | | | 19.7 | 19.2 | |
| Other expenses | 1,290 | 1,324 | 1,347 | 1,484 | 1,632 | 26.5 | 10.0 | 5,787 | 5,147 | 12.4 |
| as % of sales | 18.7 | 17.9 | 17.5 | 19.3 | 20.1 | | | 18.7 | 18.6 | |
| Total Expenditure | 5,511 | 5,949 | 6,041 | 6,101 | 6,704 | 21.6 | 9.9 | 24,795 | 22,034 | 12.5 |
| EBITDA | 1,385 | 1,466 | 1,662 | 1,585 | 1,398 | 1.0 | -11.8 | 6,111 | 5,574 | 9.6 |
| Depreciation | 574 | 579 | 578 | 588 | 601 | 4.7 | 2.2 | 2,346 | 2,298 | 2.1 |
| EBIT | 811 | 887 | 1,084 | 997 | 797 | -1.7 | -20.1 | 3,765 | 3,276 | 14.9 |
| Other Income | 8 | 52 | 32 | 32 | 30 | 300.0 | -6.3 | 146 | 134 | 8.7 |
| Interest cost | 130 | 163 | 97 | 84 | 86 | -34.0 | 2.4 | 430 | 557 | -22.8 |
| РВТ | 688 | 776 | 1,019 | 945 | 741 | 7.7 | -21.6 | 3,481 | 2,854 | 22.0 |
| Total Tax | 197 | 159 | 334 | 220 | 155 | -21.4 | -29.5 | 868 | 638 | 36.0 |
| Adjusted PAT | 491 | 617 | 685 | 725 | 586 | 19.4 | -19.2 | 2,613 | 2,216 | 17.9 |
| (Profit)/loss from JV's/Ass/MI | 5 | 12 | 15 | 16 | 18 | 267.3 | 12.5 | 61 | 50 | 23.4 |
| APAT after MI | 486 | 605 | 670 | 709 | 568 | 16.9 | -19.9 | 2,552 | 2,166 | 17.8 |
| Extra ordinary items | - | 161 | - | - | - | | | 161 | 94 | |
| Reported PAT | 486 | 444 | 670 | 709 | 568 | 16.9 | -19.9 | 2,392 | 2,072 | 15.4 |

| Margins (%) | | | | | | bps | bps | | | bps |
|--------------------|------|------|------|------|------|-------|-------|------|------|------|
| EBIDTA | 20.1 | 19.8 | 21.6 | 20.6 | 17.3 | (282) | (337) | 19.8 | 20.2 | (42) |
| EBIT | 11.8 | 12.0 | 14.1 | 13.0 | 9.8 | (192) | (313) | 12.2 | 11.9 | 32 |
| РВТ | 10.0 | 10.5 | 13.2 | 12.3 | 9.1 | (83) | (315) | 11.3 | 10.3 | 93 |
| PAT | 7.1 | 8.3 | 8.9 | 9.4 | 7.2 | 12 | (220) | 8.5 | 8.0 | 43 |
| Effective Tax rate | 28.7 | 20.5 | 32.8 | 23.3 | 20.9 | (774) | (236) | 24.9 | 22.4 | 257 |

Source: Company, Emkay Research

Exhibit 17: Quarterly segmental summary

| Y/E, Mar (Rs. mn) | Q4FY20 | Q1FY21 | Q2FY21 | Q3FY21 | Q4FY21 | YoY% | QoQ% | FY21 | FY20 | YoY% |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Segment Revenues | | | | | | | | | | |
| AMESA | 2,158 | 2,190 | 2,590 | 2,376 | 2,766 | 28.2 | 16.4 | 9,922 | 9,357 | 6.0 |
| EAP | 1,353 | 2,021 | 1,908 | 2,043 | 1,849 | 36.7 | -9.5 | 7,821 | 6,230 | 25.5 |
| AMERICAS | 1,715 | 1,510 | 1,528 | 1,736 | 1,749 | 2.0 | 0.7 | 6,523 | 6,186 | 5.4 |
| EUROPE | 1,897 | 1,977 | 1,939 | 1,768 | 2,002 | 5.6 | 13.2 | 7,686 | 6,771 | 13.5 |
| Less: Intersegment Revenues | 229 | 285 | 265 | 240 | 267 | 16.5 | 11.3 | 1,057 | 946 | 11.7 |
| Total | 6,894 | 7,412 | 7,700 | 7,683 | 8,099 | 17.5 | 5.4 | 30,894 | 27,598 | 11.9 |
| Segment Results | | | | | | | | | | |
| AMESA | 241 | 160 | 384 | 315 | 224 | -7.1 | -28.9 | 1,083 | 1,076 | 0.6 |
| EAP | 149 | 438 | 395 | 385 | 216 | 45.2 | -43.9 | 1,434 | 998 | 43.7 |
| AMERICAS | 297 | 155 | 155 | 201 | 202 | -31.9 | 0.5 | 713 | 888 | (19.8) |
| EUROPE | 135 | 179 | 158 | 99 | 189 | 39.8 | 90.9 | 625 | 383 | 63.3 |
| Total | 822 | 931 | 1,092 | 1,000 | 831 | 1.1 | -16.9 | 3,854 | 3,344 | 15.2 |
| Add- Unall Income / (Exp) | 5 | -153 | 21 | 25 | -6 | -217.6 | -124.0 | -113 | -34 | 233.3 |
| Less- Interest Exp | 130 | 163 | 97 | 84 | 86 | -34.0 | 2.4 | 430 | 557 | (22.8) |
| РВТ | 697 | 615 | 1,016 | 941 | 739 | 6.1 | -21.5 | 3,311 | 2,754 | 20.2 |
| Segment Capital Employed | | | | | | | | | | |
| AMESA | 7,464 | 6,839 | 6,796 | 6,759 | 7,026 | (5.9) | 4.0 | 7,026 | 7,464 | (5.9) |
| EAP | 4,897 | 5,392 | 5,243 | 5,679 | 5,466 | 11.6 | (3.8) | 5,466 | 4,897 | 11.6 |
| AMERICAS | 4,656 | 4,434 | 4,222 | 4,334 | 4,509 | (3.2) | 4.0 | 4,509 | 4,656 | (3.2) |
| EUROPE | 6,227 | 5,036 | 4,978 | 5,026 | 4,760 | (23.6) | (5.3) | 4,760 | 6,227 | (23.6) |
| Unallocated | -6,472 | -5,526 | -4,814 | -5,025 | -4,309 | (33.4) | (14.2) | -4,309 | -6,472 | (33.4) |
| Total | 16,772 | 16,175 | 16,425 | 16,773 | 17,452 | 4.1 | 4.0 | 17,452 | 16,772 | 4.1 |
| Segmental EBIT Margins (%) | | | | | | (bps) | (bps) | | | (bps) |
| AMESA | 11.2 | 7.3 | 14.8 | 13.3 | 8.1 | -310 | -520 | 10.9 | 11.5 | -60 |
| EAP | 11.0 | 21.7 | 20.7 | 18.8 | 11.7 | 70 | -720 | 18.3 | 16.0 | 230 |
| AMERICAS | 17.3 | 10.2 | 10.1 | 11.6 | 11.5 | -580 | 0 | 10.9 | 14.4 | -340 |
| EUROPE | 7.1 | 9.0 | 8.1 | 5.6 | 9.4 | 230 | 380 | 8.1 | 5.7 | 250 |

Source: Company, Emkay Research

Conference call highlights

Personal care

- The share of personal care products in overall revenue mix stood at 46% in FY21 vs. 45% in FY20 and 43% in FY19.
- The increase in the market share was mainly due to new customer acquisition and increase in wallet share in beauty & cosmetic and health & hygiene segments.
- Contribution from Europe and EAP increased in the personal care segment.
- EPL continues to expand its health & hygiene portfolio with new product introduction in hand wash and other hygiene related product segment.
- Management remains committed to increasing the share of personal care products in the overall basket.

Oral care

- EPL witnessed 9.9% yoy revenue growth in FY21 and management aims to maintain its leadership position in the segment
- It increased wallet share across major customers and market share improvement in China.
- EPL added a global major in its Europe business.
- Management highlighted that with lower restrictions on travel and opening-up of various geographies, travel/mini tubes should continue the growth momentum, albeit slowly.

Regions

- Q4FY21: Revenue growth was witnessed across AMESA (+28% yoy), EAP (+37% yoy), Europe (+6% yoy) and Americas (+2% yoy).
- FY21: Revenue growth was witnessed across AMESA (+6% yoy), EAP (+26% yoy), Europe (+14% yoy) and Americas (+5% yoy).
- Americas: New customer wins continued. However, revenue growth for Q4 was flat due to travel restrictions in the geography leading to lower demand for travel/mini tubes. Management expects the work on strengthening product pipeline and customer addition shall continue to drive growth for the region.
- Europe: The region delivered 6% yoy revenue growth, driven by improved product pipeline and customer additions in the personal care segment. Management expects to witness high-teen revenue growth in the medium term.
- EAP: Growth in the Beauty & Cosmetics and Health & Hygiene portfolios led to a strong 28% yoy increase in revenues. Management highlighted that strong business pipeline and focus on regional players led to growth in FY21.
- AMESA: Robust 37% revenue growth was led by the beauty & cosmetic segment.
- Management expects growth to be driven by volume and increase in share of high-margin products. However, management believes that there could be some impact in case of a third wave of Covid-19.
- EPL has a strong business development pipeline for FY22 (29% higher than FY21).

Raw materials

- Management highlighted that the sharp increase in raw material prices (+25% qoq) led to a margin decline. EPL is in discussion with clients to pass on the price increase; however, there is a time lag of three months due to contracts.
- Management expects prices to stabilize in Jun'21.

Guidance

- Management guided for further reduction in net debt in FY22.
- Management expects to improve margins qoq.

Balance sheet

- Net debt stood at Rs3.14bn (adjusted for acquisition: Rs1.5bn) vs. Rs2.76bn in FY20.
- Capex spends for FY21 stood at Rs1.76bn.
- Management proposed a final dividend of Rs2.05/share (Rs4.1 for FY21 vs. Rs3.3 in FY20).

Exhibit 18: Changes in estimates

| Rs mn | | FY22E | | | FY23E | | FY24E |
|-------------------|--------|--------|----------|--------|--------|----------|------------|
| | Old | New | % change | Old | New | % change | Introduced |
| Revenues | 33,644 | 35,411 | 5% | 36,617 | 38,659 | 6% | 42,123 |
| EBITDA | 7,267 | 7,188 | -1% | 8,056 | 8,056 | 0% | 8,972 |
| EBITDA margins, % | 21.6% | 20.3% | -130 bps | 22.0% | 20.8% | -116 bps | 21.3% |
| Net profits | 2,998 | 2,959 | -1% | 3,462 | 3,484 | 1% | 4,031 |
| EPS (Rs) | 9.4 | 9.3 | -1% | 10.9 | 11.0 | 1% | 12.7 |

Source: Emkay Research

Exhibit 19: Key assumptions

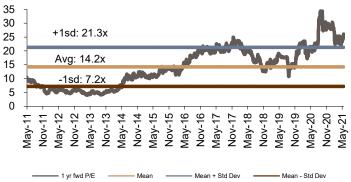
| Key Assumptions (Rs b) | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 |
|------------------------|------|------|------|------|------|------|------|------|
| Oral care revenue | 13.8 | 14.3 | 15.6 | 15.2 | 16.7 | 17.2 | 17.7 | 18.2 |
| Non-oral care revenue | 9.2 | 10.0 | 11.5 | 12.4 | 14.2 | 18.2 | 20.9 | 23.9 |

Source: Company, Emkay Research



Mean - Std Dev

Exhibit 21: EPL is trading at 26.1x 1-yr forward P/E



Source: Bloomberg, Emkay Research

Source: Bloomberg, Emkay Research

Exhibit 22: Peer comparison

| Companies Mcap | | Baaa | тр | | PE (x) | | EV/ | EBITDA (x |) | | ROE (%) | |
|-----------------------|----------|------|--------|-------|--------|-------|-------|-----------|-------|-------|---------|-------|
| Companies | (USD mn) | Reco | eco TP | FY21E | FY22E | FY23E | FY21E | FY22E | FY23E | FY21E | FY22E | FY23E |
| Mold - Tek Packaging* | 178 | NA | NA | 29.6 | 23.6 | 20.3 | 15.6 | 12.6 | 10.8 | 19.1 | 20.0 | 19.3 |
| EPL | 1070 | Hold | 260 | 30.8 | 26.7 | 22.7 | 11.2 | 9.8 | 8.6 | 15.8 | 16.8 | 18.5 |
| Average | | | | 30.2 | 25.1 | 21.5 | 13.4 | 11.2 | 9.7 | 17.4 | 18.4 | 18.9 |

Mean + Std Dev

Source: *Bloomberg consensus, Emkay Research

Key Financials (Consolidated)

Income Statement

| Y/E Mar (Rs mn) | FY20 | FY21 | FY22E | FY23E | FY24E |
|----------------------------------|--------|--------|--------|--------|--------|
| Revenue | 27,601 | 30,916 | 35,411 | 38,659 | 42,123 |
| Expenditure | 22,026 | 24,805 | 28,223 | 30,603 | 33,151 |
| EBITDA | 5,574 | 6,111 | 7,188 | 8,056 | 8,972 |
| Depreciation | 2,298 | 2,346 | 2,754 | 2,966 | 3,204 |
| EBIT | 3,277 | 3,765 | 4,435 | 5,089 | 5,768 |
| Other Income | 134 | 145 | 140 | 215 | 295 |
| Interest expenses | 557 | 429 | 496 | 496 | 496 |
| РВТ | 2,854 | 3,481 | 4,078 | 4,808 | 5,567 |
| Тах | 638 | 868 | 1,081 | 1,274 | 1,475 |
| Extraordinary Items | (94) | (161) | 0 | 0 | 0 |
| Minority Int./Income from Assoc. | (50) | (61) | (39) | (50) | (61) |
| Reported Net Income | 2,073 | 2,391 | 2,959 | 3,484 | 4,031 |
| Adjusted PAT | 2,166 | 2,552 | 2,959 | 3,484 | 4,031 |

Balance Sheet

| Y/E Mar (Rs mn) | FY20 | FY21 | FY22E | FY23E | FY24E |
|--------------------------------------------|--------|--------|--------|--------|--------|
| Equity share capital | 631 | 631 | 636 | 636 | 636 |
| Reserves & surplus | 14,695 | 16,350 | 17,534 | 18,927 | 20,540 |
| Net worth | 15,326 | 16,981 | 18,169 | 19,563 | 21,175 |
| Minority Interest | 86 | 333 | 393 | 463 | 544 |
| Loan Funds | 6,432 | 4,962 | 4,962 | 4,962 | 4,962 |
| Net deferred tax liability | 375 | 374 | 374 | 374 | 374 |
| Total Liabilities | 22,219 | 22,650 | 23,898 | 25,362 | 27,056 |
| Net block | 13,639 | 15,312 | 14,558 | 13,842 | 13,138 |
| Investment | 160 | 149 | 149 | 149 | 149 |
| Current Assets | 13,764 | 14,211 | 16,803 | 19,707 | 22,876 |
| Cash & bank balance | 3,712 | 2,414 | 3,149 | 4,800 | 6,633 |
| Other Current Assets | 1,324 | 1,603 | 1,836 | 2,004 | 2,184 |
| Current liabilities & Provision | 5,740 | 7,295 | 7,886 | 8,609 | 9,380 |
| Net current assets | 8,025 | 6,916 | 8,918 | 11,098 | 13,496 |
| Misc. exp | 0 | 0 | 0 | 0 | 0 |
| Total Assets | 22,219 | 22,650 | 23,898 | 25,362 | 27,056 |

Cash Flow FY22E FY23E Y/E Mar (Rs mn) FY20 FY21 FY24E 5,272 PBT (Ex-Other income) (NI+Dep) 2,720 3,336 3,938 4,593 Other Non-Cash items 974 496 21 21 Chg in working cap 1,309 (190) (1,267) (529) (564) **Operating Cashflow** 4,876 5,224 4,861 6,273 6,953 Capital expenditure (2,846)(3, 897)(2,000)(2, 250)(2,500)**Free Cash Flow** 2,030 2,861 4,023 4,453 1,327 Investments 0 8 11 0 Other Investing Cash Flow 1,469 936 0 0 **Investing Cashflow** (1,860) (2,035) (2,205) (1,236) (2,805) Equity Capital Raised 17 580 5 0 Loans Taken / (Repaid) 118 (1, 470)0 0 (2,419) Dividend paid (incl tax) (2,091) (888) (1,341) (1,775) Other Financing Cash Flow 38 (441) 0 0 **Financing Cashflow** (2,587) (1,272) (3,101) (2,267) (2,915)Net chg in cash 2,368 (682) 735 1,651 1,833 Opening cash position 1,344 3,712 2,414 3,149 4,800 **Closing cash position** 3,712 2,414 3,149 4,800 6,633

Source: Company, Emkay Research

21

0 0

0

0

0

| Profitability (%) | FY20 | FY21 | FY22E | FY23E | FY24E |
|----------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------|-----------------------------------------------|--------------------------------------|--------------------------------------|------------------------------------------------------------------------------------|
| EBITDA Margin | 20.2 | 19.8 | 20.3 | 20.8 | 21.3 |
| EBIT Margin | 11.9 | 12.2 | 12.5 | 13.2 | 13.7 |
| Effective Tax Rate | 22.4 | 24.9 | 26.5 | 26.5 | 26.5 |
| Net Margin | 8.0 | 8.5 | 8.5 | 9.1 | 9.7 |
| ROCE | 15.9 | 17.4 | 19.7 | 21.5 | 23.1 |
| ROE | 14.8 | 15.8 | 16.8 | 18.5 | 19.8 |
| RoIC | 17.9 | 19.9 | 22.1 | 25.2 | 28.7 |
| Per Share Data (Rs) | FY20 | FY21 | FY22E | FY23E | FY24E |
| EPS | 6.9 | 8.1 | 9.3 | 11.0 | 12.7 |
| CEPS | 14.1 | 15.5 | 18.0 | 20.3 | 22.8 |
| BVPS | 48.6 | 53.8 | 57.2 | 61.5 | 66.6 |
| DPS | 3.3 | 4.1 | 5.6 | 6.6 | 0.0 |
| | | | | | |
| Valuations (x) | FY20 | FY21 | FY22E | FY23E | FY24E |
| PER | 36.2 | 30.8 | 26.7 | 22.7 | 19.6 |
| P/CEPS | 17.6 | 16.0 | 13.8 | 12.3 | 10.9 |
| P/BV | 5.1 | 4.6 | 4.4 | 4.0 | 3.7 |
| EV / Sales | 2.9 | 2.6 | 2.3 | 2.0 | 1.8 |
| EV / EBITDA | 14.5 | 13.2 | 11.2 | 9.8 | 8.6 |
| Dividend Yield (%) | 1.3 | 1.6 | 2.2 | 2.6 | 0.0 |
| Gearing Ratio (x) | FY20 | FY21 | FY22E | FY23E | FY24E |
| Net Debt/ Equity | 0.2 | 0.1 | 0.1 | 0.0 | (0.1) |
| Net Debt/EBIDTA | 0.5 | 0.4 | 0.2 | 0.0 | (0.2) |
| Working Cap Cycle (days) | 57.0 | 53.2 | 59.5 | 59.5 | 59.5 |
| Growth (%) | FY20 | FY21 | FY22E | FY23E | FY24E |
| Revenue | 2.0 | 12.0 | 14.5 | 9.2 | 9.0 |
| EBITDA | 11.7 | 9.6 | 17.6 | 12.1 | 11.4 |
| EBIT | 4.7 | 14.9 | 17.8 | 14.8 | 13.3 |
| PAT | 6.1 | 15.4 | 23.7 | 17.8 | 15.7 |
| Quarterly (Rs mn) | Q4FY20 | Q1FY21 | Q2FY21 | Q3FY21 | Q4FY21 |
| | 6,896 | 7,415 | 7,703 | 7,686 | |
| | | 7.410 | 1,103 | 7,000 | 8,102 |
| Revenue | | | 1 662 | 1 505 | |
| EBITDA | 1,385 | 1,466 | 1,662 | 1,585 | 1,398 |
| EBITDA EBITDA Margin (%) | 1,385 20.1 | 1,466 19.8 | 21.6 | 20.6 | 1,398 17.3 |
| EBITDA EBITDA Margin (%) PAT | 1,385 20.1 486 | 1,466 19.8 444 | 21.6 670 | 20.6 709 | 1,398 17.3 568 |
| EBITDA EBITDA Margin (%) | 1,385 20.1 | 1,466 19.8 | 21.6 | 20.6 | 1,398 17.3 568 |
| EBITDA EBITDA Margin (%) PAT EPS (Rs) | 1,385 20.1 486 | 1,466 19.8 444 | 21.6 670 | 20.6 709 | 1,398 17.3 568 1.8 |
| EBITDA EBITDA Margin (%) PAT EPS (Rs) Source: Company, Emkay Research | 1,385 20.1 486 1.5 | 1,466 19.8 444 1.4 | 21.6 670 2.1 | 20.6 709 2.3 | 1,398 17.3 568 1.8 Mar-21 |
| EBITDA EBITDA Margin (%) PAT EPS (Rs) Source: Company, Emkay Research Shareholding Pattern (%) | 1,385 20.1 486 1.5 Mar-20 | 1,466 19.8 444 1.4 Jun-20 | 21.6 670 2.1 Sep-20 | 20.6 709 2.3 Dec-20 | 1,398 17.3 568 1.8 Mar-21 52.0 |
| EBITDA EBITDA Margin (%) PAT EPS (Rs) Source: Company, Emkay Research Shareholding Pattern (%) Promoters | 1,385 20.1 486 1.5 Mar-20 75.0 | 1,466 19.8 444 1.4 Jun-20 75.0 | 21.6 670 2.1 Sep-20 52.0 | 20.6 709 2.3 Dec-20 52.0 | 1,398 17.3 568 1.8 Mar-21 52.0 14.9 13.5 |

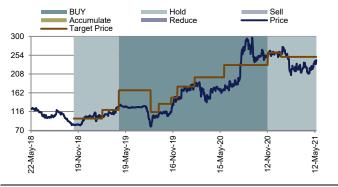
Source: Capitaline

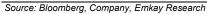
RECOMMENDATION HISTORY TABLE

| Date | Closing Price | TP | Period (months) | Rating | Analyst |
|-----------|------------------|-----|--------------------|--------|--------------|
| 3-Jan-21 | 261 | 250 | 12m | Hold | Varshit Shah |
| 13-Nov-20 | 251 | 260 | 12m | Hold | Varshit Shah |
| 30-May-20 | 168 | 230 | 12m | Buy | Varshit Shah |
| 26-May-20 | 170 | 200 | 12m | Buy | Varshit Shah |
| 4-Mar-20 | 170 | 200 | 12m | Buy | Varshit Shah |
| 7-Feb-20 | 178 | 200 | 12m | Buy | Varshit Shah |
| 3-Dec-19 | 145 | 177 | 12m | Buy | Varshit Shah |
| 9-Nov-19 | 115 | 150 | 12m | Buy | Varshit Shah |
| 23-Sep-19 | 111 | 135 | 12m | Buy | Varshit Shah |
| 23-Aug-19 | 80 | 115 | 12m | Buy | Varshit Shah |
| 7-May-19 | 129 | 168 | 12m | Buy | Varshit Shah |
| 23-Apr-19 | 129 | 168 | 12m | Buy | Varshit Shah |
| 19-Feb-19 | 106 | 120 | 12m | Hold | Varshit Shah |
| 2-Nov-18 | 83 | 99 | 12m | Hold | Varshit Shah |

Source: Company, Emkay Research

RECOMMENDATION HISTORY CHART





Emkay Rating Distribution

| Ratings | Expected Return within the next 12-18 months. |
|---------|-----------------------------------------------|
| BUY | Over 15% |
| HOLD | Between -5% to 15% |
| SELL | Below -5% |
| | |

Completed Date: 21 May 2021 01:27:04 (SGT) Dissemination Date: 21 May 2021 01:28:04 (SGT)

Sources for all charts and tables are Emkay Research unless otherwise specified.

GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of Bombay Stock Exchange Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX). EGFSL along with its subsidiaries offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management, insurance broking and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkayglobal.com

EGFSL is registered as Research Analyst with SEBI bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any stock exchange nor its activities were suspended by any stock exchange with whom it is registered in last five years, except that NSE had disabled EGFSL from trading on October 05, October 08 and October 09, 2012 for a manifest error resulting into a bonafide erroneous trade on October 05, 2012. However, SEBI and Stock Exchanges have conducted the routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SEBI at any point of time.

EGFSL offers research services to clients as well as prospects. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that may be inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would subject EGFSL or its group companies to any registration or licensing requirement within such jurisdiction. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be used by private customers in United Kingdom. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL . All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its Group Companies. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

• This publication has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research publication relating to any issuer.

• Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets

Disclaimer for U.S. persons only: This research report is a product of Emkay Global Financial Services Limited (Emkay), which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of Financial Institutions Regulatory Authority (FINRA) or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account. This report is intended for distribution to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors.

ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associate¹ does not serve as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate does not have financial interests² in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

¹ An associate is defined as (i) the spouse, or any minor child (natural or adopted) or minor step-child, of the analyst; (ii) the trustee of a trust of which the analyst, his spouse, minor child (natural or adopted) or minor step-child, is a beneficiary or discretionary object; or (iii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

² Financial interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report-:

- 1. EGFSL, its subsidiaries and/or other affiliates do not have a proprietary position in the securities recommended in this report as of May 20, 2021
- 2. EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Research Report Disclosure of previous investment recommendation produced:
- EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by EGFSL in the preceding 12 months.
- 4. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have any material conflict of interest in the securities recommended in this report as of May 20, 2021.
- 5. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the May 20, 2021
- 6. EGFSL, its subsidiaries and/or other affiliates and Research Analyst have not received any compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
- 7. EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst have not received any compensation or other benefits from securities recommended in this report (subject company) or third party in connection with the research report.
- 8. Securities recommended in this report (Subject Company) has not been client of EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst during twelve months preceding the May 20, 2021

| RESTRICTIONS ON D | This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or |
|-----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| General | located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. |
| Australia | This report is not for distribution into Australia. |
| Hong Kong | This report is not for distribution into Hong Kong. |
| Indonesia | This report is being distributed in Indonesia by PT DBS Vickers Sekuritas Indonesia. |
| Malaysia | This report is not for distribution into Malaysia. |
| Singapore | This report is distributed in Singapore by DBS Bank Ltd (Company Regn. No. 16800306E) or DBSVS (Company Regn. No. 1860024G) both of which are Exempt Financial Advisers as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. DBS Bank Ltd and/or DBSVS, may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an agreement under Regulation 32C of the financial Advisers Regulations. Singapore recipients should contact DBS Bank Ltd at 6327 2288 for matters arising from, or in connection with the report. |
| Thailand | This report is being distributed in Thailand by DBS Vickers Securities (Thailand) Co Ltd. |
| United Kingdom | This report is disseminated in the United Kingdom by DBS Vickers Securities (UK) Ltd, ("DBSVUK"). DBSVUK is authorised and regulated by the Financial Conduct Authority in the United Kingdom. In respect of the United Kingdom, this report is solely intended for the clients of DBSVUK, its respective connected and associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBSVUK. This communication is directed at |
| | persons having professional experience in matters relating to investments. Any investment activity following from this communication will only be engaged in with such persons. Persons who do not have professional experience in matters relating to investments should not rely on this communication. |
| Dubai International Financial Centre | This research report is being distributed by DBS Bank Ltd., (DIFC Branch) having its office at units 608-610, 6 th Floor, Gate Precinct Building 5, PO Box 506538, Dubai International Financial Centre (DIFC), Dubai, United Arab Emirates. DBS Bank Ltd., (DIFC Branch) is regulated by The Dubai Financial Services Authority. This research report is intended only for professional clients (as defined in the DFSA rulebook) and no other person may act upon it. |
| United Arab Emirates | This report is provided by DBS Bank Ltd (Company Regn. No. 196800306E) which is an Exempt Financial Adviser as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. This report is for information purposes only and should not be relied upon or acted on by the recipient or considered as a solicitation or inducement to buy or sell any financial product. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situation, or needs of individual clients. You should contact your relationship manager or investment adviser if you need advice on the merits of buying, selling or holding a particular investment. You should note that the information in this report may be out of date and it is not represented or warranted to be accurate, timely or complete. This report or any portion thereof may not be reprinted, sold or redistributed without our written consent. |
| United States | DBSVUSA did not participate in its preparation. The research analyst(s) named on this report are not registered as research analysts with FINRA and are not associated persons of DBSVUSA. The research analyst(s) are not subject to FINRA Rule 2241 restrictions on analyst compensation, communications with a subject company, public appearances and trading securities held by a research analyst. This report is being distributed in the United States by DBSVUSA, which accepts responsibility for its contents. This report may only be distributed to Major U.S. Institutional Investors (as defined in SEC Rule 15a-6) and to such other institutional investors and qualified persons as DBSVUSA may authorize. Any U.S. person receiving this report who wishes to effect transactions in any securities referred to herein should contact DBSVUSA directly and not its affiliate. |
| Other jurisdictions | In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions. |

Emkay Global Financial Services Ltd. CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com