

CCL Products

Multiple tailwinds in place for higher growth

CCL's consolidated net sales grew sharply by 56% YoY to Rs5.1bn (Centrum est. Rs4.2bn). Sales from Indian operations (Rs3.3bn) recovered strongly growing 50% each YoY and QoQ and sales from Vietnam/subsidiary operations (Rs1.6bn) grew by 68% YoY. The healthy sales growth was on account of strong volume growth of 25% and rest by price realization growth. Coffee bean prices (key RM for instant coffee) have risen by 50-60% in last 1-1.5 years thus driving the sales/kg upward. Since CCL works on fixed GP/kg basis in a rising price scenario GM usually declines. Gross margins declined to 41.3% vs. 50.5% in 1QFY22 and 51.2% in previous quarter. EBITDA/PBT/PAT grew 23/24/20% respectively. With coffee prices on inclining trend and healthy volume growth we expect CCL's sales/EBITDA/PAT to grow at CAGR 24/20/18% over FY22-24E. We broadly maintain our EBITDA estimates however reduce our EPS estimates by 16% on an average for FY23/24 largely on account of higher depreciation cost and interest cost. CCL has announced it will further expand its capacity in India by 16,500tn by end of FY24 entailing capex of Rs3.2bn. CCL's capacity is expected to more than double from 35,000tn in FY22 to 72,000tn at end of FY24. We raise our target multiple from 21x to 24x (on account of significant scaling up of capacity and branded business) of FY24E eps and value the company at Rs525 (previous target multiple Rs541). We maintain Buy rating.

Rapidly scaling up its capacity

CCL's capacity in India stood at 25,000tn and Vietnam at 10,000tn couple of quarter back. The company recently added 3500tn of capacity at Vietnam by debottlenecking. It is further expanding the capacity in Vietnam to take it to 30,000tn by 4QFY23. Total capex for this capacity is \$30mn. Post this expansion CCL's combined capacity will inch up to 55,000tn. Currently CCL is running at 85% of capacity utilization level. Apart from this, company is further expanding its capacity in India by 16,500tn. This new capacity is expected to commence by end of FY24. Thus, CCL's total capacity will more than double from 35,000tn in FY22 to 72,000tn at end of FY24. New incremental capacity (both in India and Vietnam) will be for Spray Dried Coffee (SDC). The confidence to scale up the capacities is on account better visibility on incremental order wins from new clients.

Branded business continue to grow healthily

Domestic business for CCL includes sales from branded business, institutional sales and private labels for Modern Trade (MT). Domestic business grew by 33% from Rs1500mn in FY21 to Rs2000mn in FY22. Of that ~70% of business is from Continental Coffee brand. Domestic business is now at breakeven at PAT level. However, company's focus is on scaling up this business significantly. In 1QFY23 (1H is seasonally weak) domestic business clocked sales of Rs500mn (70% branded sales). Branded business grew by 55% YoY for the quarter. Domestic business is expected to grow by 35-40% in FY23.

Valuations

We expect CCL's sales/EBITDA/PAT to grow at CAGR 24/20/18% over FY22-24E. We maintain Buy rating on the stock with TP of Rs525 (24x FY24E eps).

Financial and valuation summary

YE Mar (Rs mn)	1QFY23A	1QFY22A	YoY (%)	4QFY22A	QoQ (%)	FY22A	FY23E	FY24E
Revenues	5,093	3,261	56.2	3,762	35.4	14,620	19,705	22,388
EBITDA	885	720	23.0	843	5.1	3,311	4,127	4,779
EBITDA margin (%)	17.4	22.1	(470bps)	22.4	(500bps)	22.6	20.9	21.3
Adj. Net profit	527	438	20.3	527	0.1	2,044	2,471	2,863
Adj. EPS (Rs)	4.0	3.3	20.3	4.0	0.1	15.4	18.6	21.5
EPS growth (%)						11.9	20.9	15.8
PE (x)						28.8	23.8	20.6
EV/EBITDA (x)						19.3	15.4	13.2
PBV (x)						4.7	4.0	3.5
RoE (%)						17.5	18.2	18.1
RoCE (%)						12.9	13.2	13.0
Source: Company, Ce	entrum Brok	ing						

Result Update

India I Mid Cap

06 August, 2022

BUY

Price: Rs443 Target Price: Rs525 Forecast return: 19%

	Data

Bloomberg:	CCLP IN
52 week H/L:	515/310
Market cap:	Rs58.9bn
Shares Outstanding:	133.0mn
Free float:	53.7%
Avg. daily vol. 3mth:	2,60,652
Source: Bloomberg	

Changes in the report

Rating:	BUY; Unchanged
Target price:	-3%; Rs525 from Rs541
EPS:	FY23: -11.7%; FY24E: -16.4%
	*

Source: Centrum Broking

Shareholding pattern

	Jun-22	Mar-22	Dec-21	Sep-21
Promoter	46.3	46.3	46.2	46.2
FIIs	5.8	8.2	9.3	9.2
DIIs	21.2	18.6	16.5	15.7
Public/other	26.7	27.0	28.1	28.9

Centrum estimates vs Actual results

YE Mar (Rs mn)	Centrum Q1FY23	Actual Q1FY23	Variance (%)
Revenue	4,186	5,093	21.7
EBITDA	963	885	-8.0
EBITDA margin (%)	23.0	17.4	-560bps
PBT	770	666	-13.5
Adj. PAT	619	527	-15.0

Source: Bloomberg, Centrum Broking



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Thesis Snapshot

Estimate revision

YE Mar (Rs mn)	FY23E New	FY23E Old	% chg	FY24E New	FY24E Old	% chg
Revenue	19,705	17,854	10.4	22,388	20,923	7.0
EBITDA	4,127	4,158	-0.7	4,779	4,991	-4.3
EBITDA margin	20.9	23.3	-234bps	21.3	23.9	-251bps
Adj. PAT	2,471	2,799	-11.7	2,863	3,424	-16.4
Diluted EPS (Rs)	18.6	21.0	-11.7	21.5	25.7	-16.4

Source: Centrum Broking

CCL Products versus NIFTY Midcap 100

	1m	6m	1 year
CCPL IN	9.3	(11.6)	5.0
NIFTY Midcap 100	9.4	1.1	8.3

Source: Bloomberg, NSE

Key assumptions

Standalone	FY23E	FY24E
Volumes (tn)	22,500	24,500
Volume Growth(%)	19.1	8.9
Sales/kg	531	542
EBITDA/kg	109	113

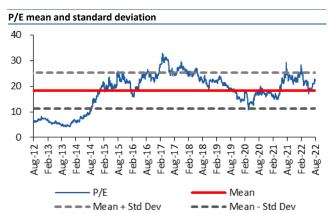
Vietnam & subs	FY23E	FY24E
Volumes (tn)	13,500	15,600
Volume Growth(%)	22.0	15.6
Sales/kg	551	562
EBITDA/kg	124	128

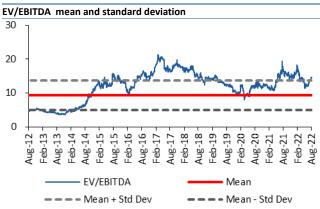
Source: Centrum Broking

Valuations

We broadly maintain our EBITDA estimates and Buy rating with TP of Rs525 valuing at 24x FY24E eps (previously valuing at 21x FY24E EPS).

Valuations	Rs/share
FY24E EPS	21.5
Target Multiple (x)	24
Target Price	525





Source: Bloomberg, Centrum Broking

1QFY23 Earnings conference call KTAs

Volume and value growth guidance:

■ Volume growth: +25%

■ FY23: +25%

sales realization: +10-15% in FY23

sales: +40-45%

working capital too will increase in quantum of sales growth

Capacity expansion guidance:

Current capacity at 38,500tn

- Vietnam capacity of 16,500tn will come at end of 4QFY23
- total capacity will be 55,000tn by end of FY23
- India's capacity expansion will come on stream at end of FY24, a year down the line; Total capacity will be of 16,500tn. Total capacity for CCL at end of FY24 will move to ~72ktn.
- expanding capacity since there is visibility of 30-40% volume growth in next 2-3 years, wins in international market

Return ratios in 1QFY23:

RoCE: 16%RoE: 17%

Domestic market:

- India demand at 4000th for CCL
- 10% of current capacity used for India
- Company expects to double sales volumes in India in next 2-3 years to 8,000tn

Raw material cost:

- Green bean cost is up by 50-60% over the last 1-1.5 years
- CCL passes on the prices to consumer
- lot of contracts executed in last one year were signed by the company probably two years back and hence increase in coffee bean prices is getting reflected starting 1QFY23
- entire impact of higher RM will be realized over next 3-4 quarters

Other expenses:

- have come down sequentially
- but continue to be higher over pre-pandemic levels

Capacity utilization rate:

- at peak across all the units
- currently at 85%+

Domestic business:

1QFY23: Rs50cr

Branded: 70% (+55% yoy),

will grow at 30-35% in FY23 vs. FY22

Branded GM: 30-35%

■ Bulk: 20-25%

large packs: 70%, small packs (sub Rs10): 30%

Small packs:

current utilisation rate at 65%

Capex guidance:

FY23: \$30mn (\$10mn internal accruals, \$20mn debt)

FY24: Rs320cr (Rs110cr internal accruals, Rs210cr debt) for 16.5ktn

Supply chain disruption due to Europe war:

no issues in supplying to Russia and Ukraine

Gross debt and interest cost:

Rs160cr (LT), Rs225cr (WC), total Rs385cr

■ Average cost: 5%

Russia and CIS:

grew in-line to overall company's volume growth

New client ramp up:

 US is growing steadily YoY, contribution from small packs has increased getting more enquiries from European supermarkets

Quarterly performance trend

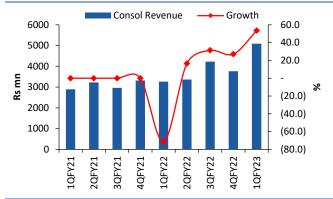
Exhibit 1: Quarterly Financial Snapshot

Consolidated								
Y/E March (Rsmn)	1QFY23	1QFY22	YoY(%)	4QFY22	QoQ (%)	FY21	FY22	YoY(%)
Net sales	5,093	3,261	56.2	3,762	35.4	12,428	14,620	17.6
Net raw material & Purchase of finished goods	2,988	1,614	85.1	1,835	62.8	5,902	7,229	22.5
% of sales	58.7	49.5		48.8		47.5	49.4	
Employee expenses	224.4	185.5	21.0	330.7	(32.1)	795.4	976.9	22.8
Other expenses	995	742	34.1	754	32.1	2,750	3,104	12.9
% of sales	19.5	22.8		20.0		22.1	21.2	
Total expenditure	4,207	2,541	65.6	2,919	44.1	9,447	11,310	19.7
EBITDA	885	720	23.0	843	5.1	2,981	3,311	11.1
EBITDAM(%)	17.4	22.1	-470bps	22.4	-500bps	24.0	22.6	-130bps
Depreciation	170	136	25.5	156	8.9	494	575	16.3
EBIT	715	584	22.4	686	4.2	2,487	2,736	10.0
Interest	51	48	6.6	37	35.9	170	164	(3.5)
PBT	666	537	24.0	681	(2.2)	2,351	2,613	11.2
Tax	139	99	40.4	154	(10.0)	525	570	8.5
Effective tax rate (%)	20.9	18.4	240bps	22.7	-180bps	22.3	21.8	-50bps
Reported PAT	527	438	20.3	527	0.1	1,826	2,044	11.9
NPM(%)	10.4	13.4	-310bps	14.0	-370bps	14.7	14.0	-70bps
EPS (Rs.)	4.0	3.3	20.3	4.0	0.1	13.7	15.4	11.9

Standalone								
Y/E March (Rsmn)	1QFY23	1QFY22	YoY(%)	4QFY22	QoQ (%)	FY21	FY22	YoY(%)
Net sales	3,339	2,220	50.4	2,224	50.1	7,951	9,229	16.1
Net raw material & Purchase of finished goods	1,913	1,067	79	897	113	3,574	4,420	23.7
% of sales	57.3	48.0		40.3		44.9	47.9	
Employee expenses	131	116	13	197	(33)	525	586	11.7
Other expenses	731	575	27	517	41	1,985	2,253	13.5
% of sales	21.9	25.9		23.2		25.0	24.4	(2.2)
Total expenditure	2,775	1,758	58	1,610	72	6,084	7,260	19.3
EBITDA	563	462	21.9	614	(8.2)	1,867	1,970	5.5
EBITDAM(%)	16.9	20.8	-390bps	27.6	-1070bps	23.5	21.3	-210bps
Depreciation	79	76	4	78	1	270	308	13.9
EBIT	485	386	25.6	536	(9.6)	1,596	1,662	4.1
Interest	39	40	(3)	31	26	157	138	(12.2)
РВТ	449	350	28.3	800	(43.9)	2,104	1,837	(12.7)
Tax	141	105	34	144	(2)	517	565	9.2
Effective Tax Rate	31.4	30.1	130bps	18.0		24.6	30.8	620bps
Reported PAT	308	244	25.9	656	(53.1)	1,587	1,272	(19.8)
NPM(%)	9.3	11.4	-200bps	29.5	-2020bps	20.0	13.8	-620bps
EPS (Rs.)	4.9	7.5	(34.6)	1.2	302.3	11.9	9.6	(19.8)

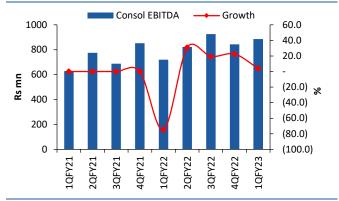
Source: Centrum Broking, Company Data

Exhibit 2: Quarterly Revenue trend



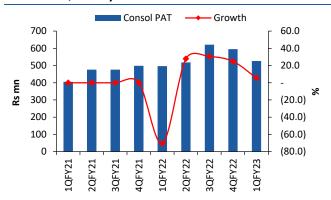
Source: Centrum Broking, Company Data

Exhibit 3: Quarterly EBITDA trend



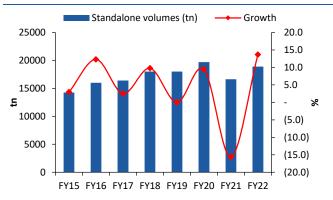
Source: Centrum Broking, Company Data

Exhibit 4: Quarterly PAT trend



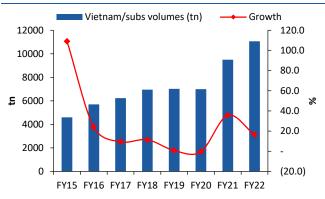
Source: Centrum Broking, Company Data

Exhibit 5: Standalone volume trend



Source: Centrum Broking, Company Data

Exhibit 6: Vietnam operations and subsidiaries volume trend



Source: Centrum Broking, Company Data

P&L					
YE Mar (Rs mn)	FY20A	FY21A	FY22A	FY23E	FY24E
Revenues	11,392	12,428	14,620	19,705	22,388
Operating Expense	5,594	5,902	7,229	10,739	12,314
Employee cost	703	795	977	1,182	1,326
Others	2,235	2,750	3,104	3,657	3,969
EBITDA	2,859	2,981	3,311	4,127	4,779
Depreciation & Amortisation	471	494	575	694	800
EBIT	2,388	2,487	2,736	3,433	3,979
Interest expenses	180	170	164	226	271
Other income	45	34	41	0	0
PBT	2,253	2,351	2,613	3,207	3,709
Taxes	594	525	570	736	846
Effective tax rate (%)	26.4	22.3	21.8	22.9	22.8
PAT	1,659	1,826	2,044	2,471	2,863
Minority/Associates	0	0	0	0	0
Recurring PAT	1,659	1,826	2,044	2,471	2,863
Extraordinary items	0	0	0	, 0	0
Reported PAT	1,659	1,826	2,044	2,471	2,863
Ratios					
YE Mar	FY20A	FY21A	FY22A	FY23E	FY24E
Growth (%)					
Revenue	5.3	9.1	17.6	34.8	13.6
EBITDA	16.5	4.3	11.1	24.7	15.8
Adj. EPS	7.1	10.0	11.9	20.9	15.8
Margins (%)	7.1	10.0	11.5	20.3	13.0
Gross	50.9	52.5	50.6	45.5	45.0
EBITDA	25.1	24.0	22.6	20.9	21.3
EBIT	21.0	20.0	18.7	17.4	17.8
Adjusted PAT	14.6	14.7	14.0	12.5	12.8
Returns (%)	14.0	14.7	14.0	12.5	12.8
ROE	18.8	18.1	17.5	18.2	18.1
ROCE	14.1	13.6	12.9	13.2	13.0
ROIC	14.1	13.7	11.7	13.2	14.0
	14.1	15.7	11.7	13.2	14.0
Turnover (days)	1.3	1.2	1.3	1.5	1 5
Gross block turnover ratio (x)					1.5
Debtors	81	83	77	69	75
Inventory	151	179	212	204	213
Creditors	27	14	17	14	11
Net working capital	158	180	201	205	225
Solvency (x)	0.4	0.2	0.4	0.2	0.2
Net debt-equity	0.4	0.3	0.4	0.3	0.2
Interest coverage ratio	15.9	17.6	20.2	18.3	17.6
Net debt/EBITDA	1.2	1.2	1.5	1.1	0.9
Per share (Rs)		40-	,		
Adjusted EPS	12.5	13.7	15.4	18.6	21.5
BVPS	69.8	81.7	94.0	109.6	128.1
CEPS	16.0	17.4	19.7	23.8	27.5
DPS	6.8	2.0	5.0	3.0	3.0
Dividend payout (%)	54.1	14.6	32.5	16.1	13.9
Valuation (x)					
P/E	35.5	32.2	28.8	23.8	20.6
P/BV	6.3	5.4	4.7	4.0	3.5
EV/ERITDA	21.0	20.0	10.2	1 🗆 🖊	12.2

21.8

1.5

20.9

0.5

19.3

1.1

15.4

0.7

13.2

0.7

Source: Company, Centrum Broking

EV/EBITDA

Dividend yield (%)

Balance sheet					
YE Mar (Rs mn)	FY20A	FY21A	FY22A	FY23E	FY24E
Equity share capital	266	266	266	266	266
Reserves & surplus	9,018	10,606	12,241	14,313	16,777
Shareholders fund	9,284	10,872	12,507	14,579	17,043
Minority Interest	0	0	0	0	0
Total debt	3,922	4,746	5,609	7,409	8,409
Non Current Liabilities	7	8	9	10	11
Def tax liab. (net)	462	490	726	767	810
Total liabilities	13,675	16,116	18,851	22,765	26,273
Gross block	8,704	9,946	11,359	13,409	15,009
Less: acc. Depreciation	(1,468)	(1,962)	(2,537)	(3,231)	(4,031)
Net block	7,236	7,984	8,822	10,178	10,978
Capital WIP	1,002	1,489	1,600	1,508	1,509
Net fixed assets	8,245	9,481	10,431	11,696	12,499
Non Current Assets	481	499	364	0	0
Investments	15	0	0	0	0
Inventories	2,604	3,197	5,191	6,817	7,529
Sundry debtors	2,681	2,986	3,196	4,282	4,895
Cash & Cash Equivalents	387	1,204	563	2,690	4,298
Loans & advances	0	0	0	0	0
Other current assets	688	525	963	99	163
Trade payables	246	198	457	370	382
Other current liab.	1,176	1,558	1,329	1,925	2,144
Provisions	3	18	72	524	584
Net current assets	4,934	6,137	8,056	11,069	13,774
Total assets	13,675	16,116	18,851	22,765	26,273
Cashflow					
YE Mar (Rs mn)	FY20A	FY21A	FY22A	FY23E	FY24E
Profit Before Tax	2,253	2,348	2,613	3,207	3,709
Depreciation & Amortisation	471	494	575	694	800
Net Interest	0	0	0	226	271

Cashflow					
YE Mar (Rs mn)	FY20A	FY21A	FY22A	FY23E	FY24E
Profit Before Tax	2,253	2,348	2,613	3,207	3,709
Depreciation & Amortisation	471	494	575	694	800
Net Interest	0	0	0	226	271
Net Change – WC	(1,468)	(915)	(2,061)	(886)	(1,097)
Direct taxes	(535)	(259)	(390)	(736)	(846)
Net cash from operations	907	1,708	1,007	2,505	2,836
Capital expenditure	(638)	(1,546)	(1,899)	(1,958)	(1,601)
Acquisitions, net	0	0	0	0	0
Investments	0	19	0	0	0
Others	(246)	1	0	364	0
Net cash from investing	(884)	(1,526)	(1,899)	(1,594)	(1,601)
FCF	22	182	(892)	911	1,235
Issue of share capital	0	0	0	0	0
Increase/(decrease) in debt	526	902	916	1,800	1,000
Dividend paid	(898)	(266)	(665)	(399)	(399)
Interest paid	0	0	0	(226)	(271)
Others	10	9	0	(86)	(90)
Net cash from financing	(362)	645	251	1,089	240
Net change in Cash	(340)	827	(641)	2,000	1,475

Source: Company, Centrum Broking

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Source: Bloomberg

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