ASIAMONEY BROKERS POLL - 2022 Emkay Research (VOTE HERE)

# **Dixon Technologies**

India Equity Research | Consumer Durables July 27, 2022 **Result Update** 



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# Macro headwinds lead to earnings cut

- Dixon's Q1FY23 revenue/EBITDA missed our estimates by 7%/15%. The sharp fall in the TV realizations led to 30% yoy revenue decline. Forex loss of Rs120mn dented operating performance. EBITDA margin was 3.5% vs. 4.0% in Q4FY22.
- The washing machine segment continued to deliver strong topline growth, driven by new customer wins and higher wallet share from an anchor customer. Though margin print should improve from Q2, the full benefits of benign commodity prices should reflect in Q3.
- In the wake of the macro weakness, management has lowered FY23 volume guidance for TV to ~3.6mn from 4mn. While the slowdown in the lighting segment has led to a 7% cut in FY23 topline. Management expects revenue normalization in lighting to start from Q4.
- We reduce our FY23-25 revenue estimates by 4-11% with higher cut in TV and non-mobile PLI revenue for FY23. We also lower our EBITDA assumptions for the same period by 3-11%. Maintain Hold with a revised Jun'23 TP of Rs3,860 (41x Jun'24E EPS).

**Weak quarter:** Revenues rose by 53% yoy to Rs28.6bn. Revenue growth was seen in all business segments, except for TV. The Mobile+EMS and Home appliances segments remained as the key revenue growth driver. Since Q4FY22, weak demand (flat volumes yoy) and a sharp correction in open cell prices have impacted the TV business. Lighting revenues were down 24% qoq due to muted demand and lower realizations stemming from heightened competitive intensity. Gross margin expanded by 170bps yoy but was stable qoq. EBITDA was up 109% yoy on a low base. EBITDAM were down 50bps qoq as it had the impact of Rs120mn forex loss. PAT increased by 151% yoy but declined 28% qoq to Rs455mn.

**Outlook:** Muted demand trends have led to a moderation in TV and lighting segment revenue guidance. Further, smartphone sales in the domestic market have also been weak. If this trend continues, it could also impact the mobile business growth in ensuing quarters. Amid these negatives, the positives are a strong order book visibility in washing machines and ramp-up in PLI segments. Management expects lighting revenue to recover in Q4FY23. The benefits of benign commodity prices should start to accrue from Q3FY23 as the company still has some high-cost inventory in the ODM segment. Potential large customer addition in the mobile segment, export opportunities in lighting, and realization of the full potential of PLI schemes (other than mobile) should provide confidence about strong earnings growth which is already reflected in our estimates. We continue to note that execution of various PLI-enabled business segments, scale-up in lighting exports and margin recovery are key to sustaining Dixon's premium valuations. **Key risks:** adverse currency movements and continued commodity price increases; customer losses and execution challenges; weak end-consumer demand; rise in competitive intensity in the contract manufacturing space; and adverse ruling against Xiaomi in the ongoing ED case.

Please see our sector model portfolio (Emkay Alpha Portfolio): Consumer Durables (Page 10)

### Financial Snapshot (Consolidated)

| (Rs mn)           | FY21   | FY22    | FY23E   | FY24E   | FY25E   |
|-------------------|--------|---------|---------|---------|---------|
| Revenue           | 64,482 | 106,971 | 159,901 | 222,652 | 272,151 |
| EBITDA            | 2,866  | 3,791   | 6,220   | 8,690   | 10,696  |
| EBITDA Margin (%) | 4.4    | 3.5     | 3.9     | 3.9     | 3.9     |
| APAT              | 1,598  | 1,903   | 3,461   | 5,271   | 6,822   |
| EPS (Rs)          | 26.9   | 32.1    | 58.3    | 88.8    | 114.9   |
| EPS (% chg)       | 32.6   | 19.1    | 81.9    | 52.3    | 29.4    |
| ROE (%)           | 25.0   | 22.9    | 31.6    | 34.8    | 32.5    |
| P/E (x)           | 137.4  | 115.4   | 63.4    | 41.7    | 32.2    |
| EV/EBITDA (x)     | 76.6   | 58.5    | 35.7    | 25.3    | 20.1    |
| P/BV (x)          | 29.8   | 23.7    | 17.4    | 12.4    | 9.0     |

| СМР                               | Target Price              |
|-----------------------------------|---------------------------|
| Rs 3,700<br>as of (July 27, 2022) | Rs 3,860 (▼)<br>12 months |
| Rating                            | Upside                    |
| HOLD (∎)                          | 4.3 %                     |

### Change in Estimates

| enange in E                           | Junia   |           |            |                   |
|---------------------------------------|---------|-----------|------------|-------------------|
| EPS Chg FY2                           | 23E/F   | Y24E (    | %) (13     | 3.5)/(5.9)        |
| Target Price                          | chang   | e (%)     |            | (5.4)             |
| Target Period                         | l (Mor  | ths)      |            | 12                |
| Previous Rec                          | 0       |           |            | HOLD              |
| Emkay vs Co                           | onsen   | sus       |            |                   |
|                                       | EPS E   | Estima    | tes        |                   |
|                                       |         | F         | Y23E       | FY24E             |
| Emkay                                 |         |           | 58.3       | 88.8              |
| Consensus                             |         |           | 62.7       | 92.0              |
| Mean Conser                           | ısus T  | TP (12N   | /)         | Rs 4,282          |
| Stock Details                         | 5       |           |            |                   |
| Bloomberg C                           | ode     |           | [          | DIXON IN          |
| Face Value (I                         | ₹s)     |           |            | 2                 |
| Shares outsta                         | anding  | g (mn)    |            | 59                |
| 52 Week H/L                           |         |           | 6,24       | 14 / 3,181        |
| M Cap (Rs br                          | 1/USD   | ) bn)     | 2          | 20 / 2.75         |
| Daily Avg Vol                         | ume (   | nos.)     |            | 405,831           |
| Daily Avg Tu                          | nover   | . (US\$ ı | mn)        | 18.6              |
| Shareholdin                           | g Pati  | tern Ju   | ın '22     |                   |
| Promoters                             |         |           |            | 34.3%             |
| FIIs                                  |         |           |            | 15.1%             |
| DIIs                                  |         |           |            | 8.1%              |
| Public and Ot                         | thers   |           |            | 42.6%             |
| Price Perfor                          | nanc    | e         |            |                   |
| (%)                                   | 1M      | 3M        | 6M         | 12M               |
| Absolute                              | 2       | (14)      | (16)       | (18)              |
| Rel. to Nifty                         | (3)     | (12)      | (13)       | (23)              |
| Relative pric                         | e cha   | rt        |            |                   |
| <sup>5775</sup> Rs                    |         |           |            | % [ <sup>30</sup> |
| 5280 -                                | L'IN    | 4         |            | - 18              |
| 4785 -                                | 1 vW    | 4         |            | - 6               |
| 4290                                  |         | 4 M       | AM         | 6                 |
| 3795                                  |         | γIV       |            | -18               |
| 3300                                  |         |           |            | -30               |
| Jul-21 Sep-21                         |         |           |            | -22 Jul-22        |
| Source: Dies                          |         | ON IN Eq  | uity (LHS  | )                 |
| Source: Bloom                         | -       | ducad by  | Emkay      | Global The        |
| following person<br>production of the | (s) are | responsi  | ble for th |                   |
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11.0

9.0

7.0

5.0

3.0

QFY23

4QFY22

EBITDA %

8

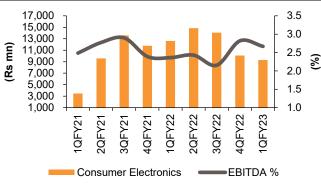
# Story in Charts

Exhibit 1: EBITDA margins are expected to improve marginally after weakness in FY22

12% 13% 14% 12% 11% 12% 9% 9% 9% 9% 10% 8% 5% 5% 4% 6% 4% 4% 4% 4% 4% 4% 2% 0% FY18 FY19 FY20 FY21 FY22 FY23E FY24E FY25E Gross Margin EBITDA Margin

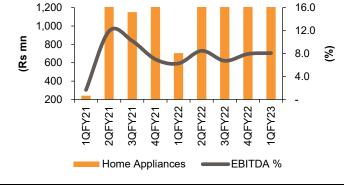
Source: Company, Emkay Research

Exhibit 3: Weak demand and sharp correction in open cell prices led to yoy revenue decline



Source: Company, Emkay Research

Exhibit 5: Strong home appliance revenue delivery on expected lines



Source: Company, Emkay Research

Source: Company, Emkay Research

QFY21

4,500

4,000

3,500

2,500 2,000

1,500

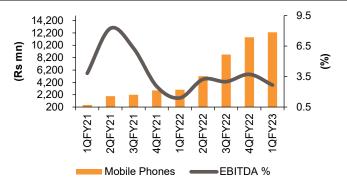
1,000

500

un U 3,000

(Rs

# Exhibit 6: Mobile +PLI revenues grew multifold



2QFY22 **3QFY22** 

Source: Company, Emkay Research

Exhibit 4: Lighting margin improvement happening at slow pace

4QFY21 **IQFY22** 

**3QFY21** 

Lighting Products

2QFY2

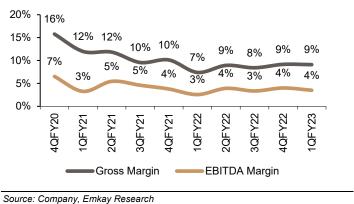




Exhibit 2: Forex loss and weak revenue delivery impacted margins



# Exhibit 7: Actual vs. Estimates (Q1FY23)

| (Rs mn)        | Actual | Estimate |           | % Variation |           | Comment  |
|----------------|--------|----------|-----------|-------------|-----------|--|
|                | Actual | Emkay    | Consensus | Emkay       | Consensus |  |
| Revenue        | 28,551 | 30,852   | 33,654    | -7%         | -15%      | Lighting and TV segment led to the miss                      |
| EBITDA         | 1,001  | 1,172    | 1,251     | -15%        | -20%      | Weak revenues and forex loss of Rs120mn impacted performance |
| EBITDA, margin | 3.5%   | 3.8%     | 3.7%      | -29 bps     | -21 bps   |  |
| PAT            | 455    | 632      | 660       | -28%        | -31%      |  |

Source: Company, Bloomberg, Emkay Research

### Exhibit 8: Summary of quarterly financials

| Rs mn                    | Q1FY20 | 1QFY22 | 2QFY22 | 3QFY22 | 4QFY22 | 1QFY23 | YoY (%) | QoQ (%) | 3-year CAGR |
|--------------------------|--------|--------|--------|--------|--------|--------|---------|---------|-------------|
| Total Sales              | 11,469 | 18,673 | 28,038 | 30,733 | 29,528 | 28,551 | 52.9    | (3.3)   | 36%         |
|                          |        |        |        |        |        |        |         |         |             |
| Raw Material             | 10162  | 17,291 | 25,532 | 28,147 | 26,823 | 25,953 | 50.1    | (3.2)   | 37%         |
| as % of sales            | 88.6   | 92.6   | 91.1   | 91.6   | 90.8   | 90.9   |         |         |             |
| Employee Cost            | 284.4  | 361    | 546    | 533    | 537    | 547    | 51.5    | 1.9     | 24%         |
| as % of sales            | 2.5    | 1.9    | 1.9    | 1.7    | 1.8    | 1.9    |         |         |             |
| Other operating expenses | 497    | 541    | 860    | 1,023  | 986    | 1,050  | 93.9    | 6.5     | 28%         |
| as % of sales            | 4.3    | 2.9    | 3.1    | 3.3    | 3.3    | 3.7    |         |         |             |
| Total Expenditure        | 10943  | 18,194 | 26,938 | 29,703 | 28,346 | 27,550 | 51.4    | (2.8)   | 36%         |
| EBITDA                   | 526    | 479    | 1,100  | 1,030  | 1,182  | 1,001  | 109.1   | (15.3)  | 24%         |
| Depreciation             | 76.1   | 150    | 216    | 282    | 191    | 241    | 60.0    | 25.8    | 47%         |
| EBIT                     | 450    | 329    | 884    | 748    | 991    | 761    | 131.5   | (23.2)  | 19%         |
| Other Income             | 6      | 4      | 10     | 7      | 18     | 4      | 10.5    | (76.9)  | -10%        |
| Interest                 | 98.5   | 91     | 91     | 120    | 139    | 144    | 58.1    | 3.5     | 14%         |
| PBT                      | 357    | 241    | 802    | 635    | 869    | 621    | 157.5   | (28.6)  | 20%         |
| Тах                      | 121.1  | 59     | 176    | 171    | 238    | 165    | 178.5   | (30.4)  | 11%         |
| PAT                      | 236    | 182    | 626    | 464    | 632    | 455    | 150.6   | (28.0)  | 25%         |
|                          |        |        |        |        |        |        |         |         |             |
| Margins (%)              |        |        |        |        |        |        | (bps)   | (bps)   |             |
| Gross                    | 11.4   | 7.4    | 8.9    | 8.4    | 9.2    | 9.1    | 170     | (6)     |             |
| EBITDA                   | 4.6    | 2.6    | 3.9    | 3.4    | 4.0    | 3.5    | 94      | (50)    |             |
| EBIT                     | 3.9    | 1.8    | 3.2    | 2.4    | 3.4    | 2.7    | 90      | (69)    |             |
| EBT                      | 3.1    | 1.3    | 2.9    | 2.1    | 2.9    | 2.2    | 88      | (77)    |             |
| PAT                      | 2.1    | 1.0    | 2.2    | 1.5    | 2.1    | 1.6    | 62      | (55)    |             |
| Effective Tax rate       | 33.9   | 24.6   | 21.9   | 26.9   | 27.3   | 26.7   | 201     | (67)    |             |

Source: Company, Emkay Research

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## Exhibit 9: Quarterly segmental financials

| Rs mn                | Q1FY20 | 1QFY22 | 2QFY22 | 3QFY22 | 4QFY22 | 1QFY23 | YoY (%) | QoQ (%) | 3-year CAGR |
|----------------------|--------|--------|--------|--------|--------|--------|---------|---------|-------------|
| Consumer Electronics | 5,098  | 12,611 | 14,841 | 14,075 | 10,087 | 9,306  | (26.2)  | (7.7)   | 22.2        |
| Lighting Products    | 3,243  | 1,535  | 3,957  | 4,304  | 3,046  | 2,312  | 50.6    | (24.1)  | -10.7       |
| Home Appliances      | 988    | 706    | 2,240  | 1,801  | 2,341  | 2,556  | 262.3   | 9.2     | 37.3        |
| Mobile +EMS          | 1,437  | 3,059  | 5,986  | 9,397  | 12,941 | 13,049 | 326.6   | 0.8     | 108.6       |
| Reverse Logistics    | 24     | 12     | 24     | 29     | 16     | 16     | 33.3    | (2.4)   | -12.8       |
| Security Systems     | 679    | 751    | 990    | 1,127  | 1,096  | 1,311  | 74.5    | 19.7    | 24.5        |
| Total Sales          | 11,469 | 18,673 | 28,038 | 30,733 | 29,528 | 28,551 | 52.9    | (3.3)   | 35.5        |
| EBITDA               |        |        |        |        |        |        |         |         |             |
| Consumer Electronics | 113.6  | 298    | 361    | 303    | 284    | 248    | (16.6)  | (12.6)  | 29.8        |
| Lighting Products    | 254.0  | 69     | 316    | 280    | 204    | 167    | 142.8   | (12.0)  | -13.1       |
| Home Appliances      | 106.7  | 44     | 190    | 121    | 186    | 207    | 366.1   | (20.1)  | 24.6        |
| Mobile +EMS          | 32.3   | 42     | 193    | 279    | 457    | 328    | 680.5   | (28.3)  | 116.5       |
| Reverse Logistics    | -1.1   | -      | -      | -      | -      | -      | 000.0   | (20.0)  | -100.0      |
| Security Systems     | 20.4   | 26     | 41     | 47     | 38     | 52     | 97.3    | 37.3    | 36.5        |
| Total EBITDA         | 526    | 479    | 1,100  | 1,030  | 1,182  | 1,001  | 109.0   | (15.3)  | 23.9        |
|                      |        |        |        |        |        |        |         |         |             |
| EBITDA Margins (%)   |        |        |        |        |        |        | (bps)   | (bps)   |             |
| Consumer Electronics | 2.2    | 2.4    | 2.4    | 2.2    | 2.8    | 2.7    | 31      | (15)    |             |
| Lighting Products    | 7.8    | 4.5    | 8.0    | 6.5    | 7.1    | 7.2    | 274     | 9       |             |
| Home Appliances      | 10.8   | 6.3    | 8.5    | 6.7    | 7.9    | 8.1    | 180     | 15      |             |
| Mobile +EMS          | 2.2    | 1.4    | 3.2    | 3.0    | 3.5    | 2.5    | 114     | (102)   |             |
| Reverse Logistics    | (4.6)  | -      | -      | -      | -      | -      | -       | -       |             |
| Security Systems     | 3.0    | 3.5    | 4.1    | 4.2    | 3.4    | 4.0    | 46      | 51      |             |
| Total EBITDA         | 4.6    | 2.6    | 3.9    | 3.4    | 4.0    | 3.5    | 94      | (50)    |             |

Source: Company, Emkay Research

### Exhibit 10: Changes in estimates

| Particulars     |         | FY23E   |          |         | FY24E   |          |        | FY245E |          |
|-----------------|---------|---------|----------|---------|---------|----------|--------|--------|----------|
|                 | Old     | New     | % Change | Old     | New     | % Change | Old    | New    | % Change |
| Revenue         | 180,312 | 159,901 | -11.3%   | 234,958 | 222,652 | -5.2%    | 283569 | 272151 | -4.0%    |
| EBITDA          | 6,953   | 6,220   | -10.5%   | 9,078   | 8,690   | -4.3%    | 11079  | 10696  | -3.5%    |
| EBITDA Margin % | 3.9     | 3.9     | 3 bps    | 3.9     | 3.9     | 4 bps    | 3.9    | 3.9    | 2 bps    |
| PAT             | 3999    | 3461    | -13.5%   | 5599    | 5271    | -5.9%    | 7127   | 6822   | -4.3%    |
| EPS             | 67.4    | 58.3    | -13.5%   | 94.3    | 89      | -5.9%    | 120    | 115    | -4.3%    |

Source: Company, Emkay Research

# **Con-call highlights**

Management said the progression toward achieving the revenue guidance of Rs170bn+ could be adversely affected by the current business environment. However, it maintained 4% EBITDA margin guidance. Forex loss was Rs120mn in Q1FY23.

<u>Consumer electronics</u>: Volume grew marginally yoy, while realizations dipped due to a decline in open cell prices (60-65% of BoM). Management does not expect further price erosion in open cell prices, though. *The company is looking for exports with an anchor customer to the South-east Asian markets. It is also in advanced stages of discussions to close an agreement with Google for Android rights. FY23 volume target is 3.5-3.6mn vs. 3mn in FY22.* 

- Monitor: The production for Dell started in April. Discussions with Samsung are ongoing and the deal is expected to be closed in 2-3 months.
- Margin: Improvement should be driven by increasing proportion of manufacturing and ODM/JDM solutions.

Lighting: Demand is recovering but normalization is expected in Q4FY23. *Dixon received the first export order from the UAE market and is working on an RFQ for a US-based customer.* Management is confident about concluding the discussions with a potential European customer for exports in Q2 itself.

- Margins: Component prices have started to cool off and its benefits should reflect from Q3. The competitive intensity has increased. The company had high-cost inventory in Q1, which impacted margins. Price erosion happed due to intense competition.
- The company has undergone a reorganization of senior-level management. It is also looking to acquire a lighting technology company (in the smart lighting domain) to strengthen its portfolio. This company has Bluetooth mesh technology and can develop Wi-Fi based technology as well.

**Home Appliance:** Monthly volumes stand at 20k units in the Fully Automatic (FA) category. The company is in the final stages of winning an order from a Japanese company for FA WMs.

- The order book is strong with new customer wins and higher wallet share from an anchor customer. In FY23, the company is expected to deliver 1.5-1.6mn units of Semi-Automatic WMs. For FA WMs, the target is 0.27mn units in FY23.
- Margins: Benign commodity prices should support margin improvement in the ensuing quarters. It should improve to 9% in the coming quarters.

<u>Mobile</u>: Motorola's monthly run-rate of 400k units/month was achieved in Q1 (lower than earlier expectations as production in April was impacted by the shutdown in China and overall slowdown). The order book is now for 500k units from Q2. The target is to reach 5-5.5mn units for Motorola and the company is also looking at some backward integration.

- Dixon started manufacturing feature phones for Nokia and is looking for additional smartphone volumes in the upcoming quarters. The company is confident about closing a deal with one large customer in the domestic market in Q3FY23.
- The smartphone order book from Samsung stands at 2-2.5mn units per month and the company is trying for additional volumes as the feature phone business is expected to moderate significantly from Dec'22.
- The company is targeting revenues of Rs65-70bn in FY23. Margins are expected to improve from Q2-Q3FY23.

**<u>Telecom</u>**: Started manufacturing ONT for Airtel. The company has received a large order for STBs.

**<u>IT hardware</u>**: The company is in the final stages to close a deal with one of the large brand for tablets and motherboards for its notebooks. The manufacturing is likely to start in Q4FY23.

**RAC PLI:** The RAC PCBA facility is operational in Noida. Management believes that huge export opportunities can be tapped using this facility.

<u>Wearables and Hearables:</u> The company is manufacturing 0.5mn units/month and is in the process of ramping it up to 1.5mn units per month.

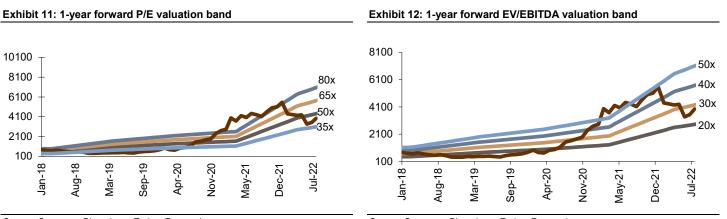
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**<u>Refrigerator</u>**: Started the construction of the refrigerator plant in Noida and the machinery has been ordered. The company is in the final stages of closing a deal with a customer for 0.6mn units out of the total 1.2mn capacity

**<u>Capex</u>**: FY23 capex would be Rs3.1-3.2bn (incl. the potential acquisition of a lighting tech company).

**Balance sheet:** Net debt was Rs1.3bn at Q1FY23-end, while gross debt was Rs4.9bn. Bill discounting in Q1FY23 was Rs2.2bn. *Mobile PLI incentive (Dixon' part not shared with customer) accounted in Q1 was Rs10mn and Rs100mn in H1CY22.* 

# Valuation charts



Source: Company, Bloomberg, Emkay Research

Source: Company, Bloomberg, Emkay Research

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# Key Financials (Consolidated)

### **Income Statement**

| Y/E Mar (Rs mn)                  | FY21   | FY22    | FY23E   | FY24E   | FY25E   |
|----------------------------------|--------|---------|---------|---------|---------|
| Revenue                          | 64,482 | 106,971 | 159,901 | 222,652 | 272,151 |
| Expenditure                      | 61,616 | 103,180 | 153,680 | 213,962 | 261,454 |
| EBITDA                           | 2,866  | 3,791   | 6,220   | 8,690   | 10,696  |
| Depreciation                     | 437    | 840     | 1,001   | 1,124   | 1,199   |
| EBIT                             | 2,429  | 2,952   | 5,220   | 7,566   | 9,498   |
| Other Income                     | 16     | 38      | 51      | 38      | 51      |
| Interest expenses                | 274    | 442     | 547     | 367     | 187     |
| РВТ                              | 2,170  | 2,548   | 4,723   | 7,237   | 9,361   |
| Тах                              | 572    | 644     | 1,189   | 1,821   | 2,356   |
| Extraordinary Items              | 0      | 0       | 0       | 0       | 0       |
| Minority Int./Income from Assoc. | 0      | 1       | 73      | 144     | 183     |
| Reported Net Income              | 1,598  | 1,903   | 3,461   | 5,271   | 6,822   |
| Adjusted PAT                     | 1,598  | 1,903   | 3,461   | 5,271   | 6,822   |

### Balance Sheet

| Y/E Mar (Rs mn)                            | FY21   | FY22   | FY23E  | FY24E  | FY25E  |
|--|--------|--------|--------|--------|--------|
| Equity share capital                       | 117    | 119    | 119    | 119    | 119    |
| Reserves & surplus                         | 7,256  | 9,159  | 12,502 | 17,595 | 24,180 |
| Net worth                                  | 7,373  | 9,278  | 12,620 | 17,714 | 24,298 |
| Minority Interest                          | 0      | 0      | 0      | 0      | 0      |
| Loan Funds                                 | 1,561  | 4,561  | 4,561  | 3,061  | 1,561  |
| Net deferred tax liability                 | 184    | 184    | 184    | 184    | 184    |
| Total Liabilities                          | 9,118  | 14,023 | 17,365 | 20,959 | 26,043 |
| Net block                                  | 4,180  | 8,037  | 10,331 | 10,842 | 10,618 |
| Investment                                 | 953    | 1,353  | 1,353  | 1,353  | 1,353  |
| Current Assets                             | 22,600 | 32,507 | 45,731 | 63,927 | 81,143 |
| Cash & bank balance                        | 638    | 1,151  | 516    | 1,149  | 4,619  |
| Other Current Assets                       | 3,319  | 5,229  | 6,598  | 8,701  | 10,425 |
| <b>Current liabilities &amp; Provision</b> | 19,339 | 28,098 | 40,274 | 55,387 | 67,294 |
| Net current assets                         | 3,261  | 4,409  | 5,457  | 8,540  | 13,848 |
| Misc. exp                                  | 0      | 0      | 0      | 0      | 0      |
| Total Assets                               | 9,118  | 14,023 | 17,365 | 20,959 | 26,043 |

| Y/E Mar (Rs mn)                | FY21    | FY22    | FY23E   | FY24E   | FY25E   |
|--------------------------------|---------|---------|---------|---------|---------|
| PBT (Ex-Other income) (NI+Dep) | 2,154   | 2,510   | 4,672   | 7,198   | 9,310   |
| Other Non-Cash items           | 0       | 0       | 0       | 0       | 0       |
| Chg in working cap             | (450)   | (635)   | (1,683) | (2,450) | (1,839) |
| Operating Cashflow             | 1,701   | 906     | 2,956   | 3,742   | 5,963   |
| Capital expenditure            | (2,007) | (4,196) | (3,295) | (1,635) | (975)   |
| Free Cash Flow                 | (306)   | (3,290) | (339)   | 2,107   | 4,988   |
| Investments                    | (953)   | (400)   | 0       | 0       | 0       |
| Other Investing Cash Flow      | 290     | 399     | 0       | 0       | 0       |
| Investing Cashflow             | (2,654) | (4,159) | (3,244) | (1,597) | (924)   |
| Equity Capital Raised          | 1       | 2       | 0       | 0       | 0       |
| Loans Taken / (Repaid)         | 694     | 3,000   | 0       | (1,500) | (1,500) |
| Dividend paid (incl tax)       | 0       | 0       | (119)   | (178)   | (237)   |
| Other Financing Cash Flow      | 1,170   | 1,845   | 1,470   | 1,049   | 1,504   |
| Financing Cashflow             | 1,591   | 4,404   | 804     | (996)   | (421)   |
| Net chg in cash                | 638     | 1,151   | 516     | 1,149   | 4,619   |
| Opening cash position          | 957     | 638     | 1,151   | 516     | 1,149   |
| Closing cash position          | 638     | 1,151   | 516     | 1,149   | 4,619   |

Source: Company, Emkay Research

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| Profitability (%)   | FY21                         | FY22                          | FY23E                 | FY24E                  | FY25E                 |
|---|------------------------------|-------------------------------|-----------------------|------------------------|-----------------------|
| EBITDA Margin   | 4.4                          | 3.5                           | 3.9                   | 3.9                    | 3.9                   |
| EBIT Margin   | 3.8                          | 2.8                           | 3.3                   | 3.4                    | 3.5                   |
| Effective Tax Rate  | 26.4                         | 25.3                          | 25.2                  | 25.2                   | 25.2                  |
| Net Margin  | 2.5                          | 1.8                           | 2.2                   | 2.4                    | 2.6                   |
| ROCE  | 31.4                         | 25.8                          | 33.6                  | 39.7                   | 40.6                  |
| ROE   | 25.0                         | 22.9                          | 31.6                  | 34.8                   | 32.5                  |
| RolC  | 39.9                         | 32.6                          | 39.3                  | 45.2                   | 49.9                  |
| Per Share Data (Rs)   | FY21                         | FY22                          | FY23E                 | FY24E                  | FY25E                 |
| EPS   | 26.9                         | 32.1                          | 58.3                  | 88.8                   | 114.9                 |
| CEPS  | 34.3                         | 46.2                          | 75.2                  | 107.8                  | 135.1                 |
| BVPS  | 124.2                        | 156.3                         | 212.6                 | 298.5                  | 409.4                 |
| DPS   | 0.0                          | 2.0                           | 2.0                   | 3.0                    | 4.0                   |
|   | 51/04                        | 5)/00                         | 51/005                | 5/045                  |                       |
| Valuations (x)  | FY21                         | FY22                          | FY23E                 | FY24E                  | FY25E                 |
| PER   | 137.4                        | 115.4                         | 63.4                  | 41.7                   | 32.2                  |
| P/CEPS  | 107.9                        | 80.1                          | 49.2                  | 34.3                   | 27.4                  |
| P/BV  | 29.8                         | 23.7                          | 17.4                  | 12.4                   | 9.0                   |
| EV / Sales  | 3.4                          | 2.1                           | 1.4                   | 1.0                    | 3.0                   |
| EV / EBITDA   | 76.6                         | 58.5                          | 35.7                  | 25.3                   | 20.1                  |
| Dividend Yield (%)  | 0.0                          | 0.1                           | 0.1                   | 0.1                    | 0.1                   |
| Gearing Ratio (x)   | FY21                         | FY22                          | FY23E                 | FY24E                  | FY25E                 |
| Net Debt/ Equity  | 0.0                          | 0.2                           | 0.2                   | 0.0                    | (0.2                  |
| Net Debt/EBIDTA   | 0.0                          | 0.5                           | 0.4                   | 0.1                    | (0.4                  |
| Working Cap Cycle (days)  | 14.8                         | 11.1                          | 11.3                  | 12.1                   | 12.4                  |
| Growth (%)  | FY21                         | FY22                          | FY23E                 | FY24E                  | FY25E                 |
| Revenue   | 46.5                         | 65.9                          | 49.5                  | 39.2                   | 22.2                  |
| EBITDA  | 28.5                         | 32.3                          | 64.1                  | 39.7                   | 23.1                  |
| EBIT  | 30.2                         | 21.5                          | 76.8                  | 44.9                   | 25.5                  |
| PAT   | 32.6                         | 19.1                          | 81.9                  | 52.3                   | 29.4                  |
| Quarterly (Rs mn)   | Q1FY22                       | Q2FY22                        | Q3FY22                | Q4FY22                 | Q1FY23                |
| Revenue   | 18,673                       | 28,038                        | 30,733                | 29,528                 | 28,551                |
| EBITDA  | 479                          | 1,100                         | 1,030                 | 1,182                  | 1,001                 |
| LDITDA  | 479                          |                               | <b>3.4</b>            | 4.0                    | 3.5                   |
|   | 26                           |                               | J. <del>4</del>       | 4.0                    | 5.0                   |
| EBITDA Margin (%)   | <b>2.6</b>                   | 3.9                           | 161                   | 620                    | 155                   |
| <b>EBITDA Margin (%)</b><br>PAT   | 182                          | 626                           | 464                   | 632                    |                       |
| EBITDA Margin (%)   |                              |                               | 464<br><b>7.8</b>     | 632<br><b>10.6</b>     |                       |
| EBITDA Margin (%)<br>PAT<br>EPS (Rs)  | 182                          | 626                           |                       |                        | 455<br>7.7<br>Jun-22  |
| EBITDA Margin (%)<br>PAT<br>EPS (Rs)<br>Source: Company, Emkay Research                             | 182<br><b>3.1</b>            | 626<br><b>10.6</b>            | 7.8                   | 10.6                   | 7.7                   |
| EBITDA Margin (%)<br>PAT<br>EPS (Rs)<br>Source: Company, Emkay Research<br>Shareholding Pattern (%) | 182<br>3.1<br>Jun-21         | 626<br>10.6<br>Sep-21         | 7.8<br>Dec-21         | 10.6<br>Mar-22         | 7.7<br>Jun-22<br>34.3 |
| EBITDA Margin (%) PAT EPS (Rs) Source: Company, Emkay Research Shareholding Pattern (%) Promoters   | 182<br>3.1<br>Jun-21<br>35.0 | 626<br>10.6<br>Sep-21<br>34.9 | 7.8<br>Dec-21<br>34.5 | 10.6<br>Mar-22<br>34.3 | 7.7<br>Jun-22         |

Source: Capitaline

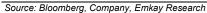
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### RECOMMENDATION HISTORY TABLE

| Date      | Closing<br>Price | ТР    | Period<br>(months) | Rating | Analyst    |
|-----------|------------------|-------|--------------------|--------|------------|
| 30-May-22 | 3,804            | 4,080 | 12m                | Hold   | Naval Seth |
| 29-Jan-22 | 4,392            | 4,730 | 12m                | Hold   | Naval Seth |
| 17-Nov-21 | 5,449            | 4,750 | 12m                | Hold   | Naval Seth |
| 30-Oct-21 | 4,994            | 4,750 | 12m                | Hold   | Naval Seth |
| 23-Aug-21 | 3,910            | 4,500 | 12m                | Hold   | Naval Seth |
| 28-Jul-21 | 4,416            | 4,500 | 12m                | Hold   | Naval Seth |
| 28-May-21 | 3,997            | 4,500 | 12m                | Buy    | Naval Seth |
| 3-Jan-21  | 2,724            | 3,600 | 12m                | Buy    | Naval Seth |
| 31-Oct-20 | 1,860            | 2,262 | 12m                | Buy    | Naval Seth |
| 7-Oct-20  | 1,743            | 2,187 | 12m                | Buy    | Naval Seth |
| 5-Aug-20  | 1,574            | 1,733 | 12m                | Buy    | Naval Seth |
| 20-Jul-20 | 1,366            | 1,684 | 12m                | Buy    | Naval Seth |
| 12-Jun-20 | 995              | 1,141 | 12m                | Buy    | Naval Seth |
| 7-Apr-20  | 751              | 782   | 12m                | Buy    | Naval Seth |
| 3-Apr-20  | 686              | 782   | 12m                | Buy    | Naval Seth |
| 16-Mar-20 | 777              | 1,022 | 12m                | Buy    | Naval Seth |
| 5-Mar-20  | 820              | 1,022 | 12m                | Buy    | Naval Seth |
| 13-Feb-20 | 939              | 1,022 | 12m                | Buy    | Naval Seth |
| 30-Jan-20 | 900              | 1,022 | 12m                | Buy    | Naval Seth |
| 26-Dec-19 | 782              | 895   | 12m                | Buy    | Naval Seth |
| 28-Nov-19 | 668              | 721   | 12m                | Buy    | Naval Seth |
| 19-Nov-19 | 646              | 721   | 12m                | Buy    | Naval Seth |
| 14-Nov-19 | 653              | 721   | 12m                | Buy    | Naval Seth |
| 23-Sep-19 | 575              | 593   | 12m                | Buy    | Naval Seth |
| 11-Sep-19 | 521              | 567   | 12m                | Buy    | Naval Seth |
| 14-Aug-19 | 470              | 567   | 12m                | Buy    | Naval Seth |

**RECOMMENDATION HISTORY CHART** 





Source: Company, Emkay Research

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# Emkay Alpha Portfolio – Consumer Durables

### EAP sector portfolio

### Analyst: Naval Seth

**Contact Details** 

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# Sector

Consumer Durables, Media & Entertainment, SMID and Telecom

### Analyst bio

Naval holds an MBA in Finance and has more than 14 years of experience in equity research. His team currently covers 19 stocks spread across three different sectors.

| Company Name        | BSE200<br>Weight | EAP<br>Weight | ••••• | OW/UW<br>(bps) | EAP<br>Weight<br>based on<br>Current<br>NAV | Change<br>vs last |
|---------------------|------------------|---------------|-------|----------------|---|-------------------|
| Consumer Durables   | 1.04             | 1.04          | 0%    | 0              | 100.00                                      |                   |
| Amber Enterprises   | 0.00             | 0.00          | NA    | 0              | 0.00  | 0                 |
| Blue Star           | 0.00             | 0.00          | NA    | 0              | 0.00  | 0                 |
| Crompton Greaves CE | 0.23             | 0.23          | 1%    | 0              | 22.32                                       | 0                 |
| Dixon Technologies  | 0.12             | 0.12          | -3%   | 0              | 11.29                                       | 0                 |
| Havells India       | 0.31             | 0.31          | 1%    | 0              | 30.17                                       | 0                 |
| KEI Industries      | 0.00             | 0.00          | NA    | 0              | 0.00  | 0                 |
| Polycab India       | 0.09             | 0.10          | 0%    | 0              | 9.10  | 0                 |
| V-Guard Industries  | 0.00             | 0.00          | NA    | 0              | 0.00  | 0                 |
| Voltas              | 0.23             | 0.23          | -1%   | 0              | 21.81                                       | 0                 |
| Whirlpool Of India  | 0.06             | 0.05          | -7%   | 0              | 5.05  | 0                 |
| Cash                | 0.00             | 0.00          | NA    | 0              | 0.27  | 0                 |

Source: Emkay Research

High Conviction/Strong Over Weight

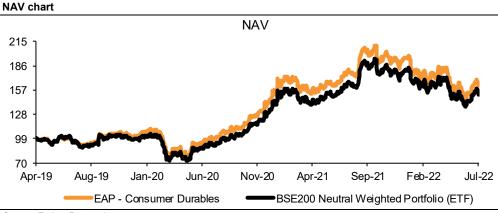
### Sector portfolio NAV

|   | Base     |           |           |           |           | Latest    |
|---|----------|-----------|-----------|-----------|-----------|-----------|
|   | 1-Apr-19 | 26-Jul-21 | 25-Jan-22 | 26-Apr-22 | 27-Jun-22 | 26-Jul-22 |
| EAP - Consumer Durables                 | 100.0    | 176.1     | 179.7     | 181.8     | 154.3     | 162.2     |
| BSE200 Neutral Weighted Portfolio (ETF) | 100.0    | 162.6     | 167.4     | 170.3     | 144.5     | 152.0     |

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

# Price Performance (%)

|   | 1m   | 3m     | 6m    | 12m   |
|---|------|--------|-------|-------|
| EAP - Consumer Durables                 | 5.1% | -10.7% | -9.7% | -7.9% |
| BSE200 Neutral Weighted Portfolio (ETF) | 5.2% | -10.8% | -9.2% | -6.6% |
| Source: Emkay Research                  |      |        |       |       |



Source: Emkay Research

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

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

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# **Emkay Rating Distribution**

| BUY         Over 15%           HOLD         Between -5% to 15% |  |
|--|--|
| HOLD Between -5% to 15%  |  |
|  |  |
| SELL Below -5%   |  |

Completed Date: 28 Jul 2022 02:05:20 (SGT) Dissemination Date: 28 Jul 2022 02:06:20 (SGT)

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