

Polycab India Ltd.

19th July 2023

Brighter growth prospects discounted in prices

In Q1 FY24, Polycab India Ltd. (PIL) recorded strong revenue growth along with YoY margin improvement driven by its flagship C&W segment. The Company clocked a 42% revenue growth on a YoY basis, driven by strong volume growth of 50%-60% in the C&W segment both domestically as well as in exports. EBITDA margins stood at ~14% recording a YoY expansion of ~275 Bps. Performance from the Fast Moving Electrical Goods (FMEG) segment remained weak on account of sluggish consumer sentiment and continued to record a minor loss. We continue to believe in PIL's growth prospects, but our estimates indicate that the price has moved ahead of the fundamentals. Therefore, we change our rating on PIL from NEUTRAL to REDUCE with a target price of Rs. 4,237.

Strong domestic and export growth outlook continues

PIL registered a 42% YoY revenue growth in Q1 FY24. This growth was completely volume driven and got impetus from the weak revenue base of Q1 FY23. The export business also witnessed 88% revenue growth during the quarter. This robust growth momentum is expected to continue given the kind of demand PIL is witnessing from the public and the private sector domestically. Additionally, the export demand also continues to be strong. The Company believes that the export opportunity is larger than it was initially envisaged. Considering such a demand environment, the management indicated towards the possibility of recalibration of guidance for project LEAP.

Pressure on the FMEG segment continues

PIL's FMEG business saw another muted quarter on account of weak consumer sentiments registering only a 3% YoY revenue growth. On margins, the segment continued its loss-making streak as investments behind the business continued to outweigh the revenues. The Company is committed to this segment and continues to put efforts in product innovation and brand-building. The aim to achieve a double-digit operating margin in the FMEG segment by FY26 stays intact. This will require a mix of a better demand environment which is expected to turn positive in H2 FY24 and a slew of strategic efforts which the Company is already undertaking.

View & Valuation

We believe that PIL will maintain its business performance on revenue growth and will continue to operate in an EBITDA margin range of 12%-14%. Simultaneously, we also feel that the price has moved well ahead of fundamentals, and there is limited/no upside left for investors. Therefore, based on our revised estimates, we change our rating on Polycab India Ltd from NEUTRAL to REDUCE with a target price of Rs. 4,237 (40x FY24E EPS).

REDUCE

CMP Rs. 4,309

TARGET Rs. 4,237 (-1.7%)

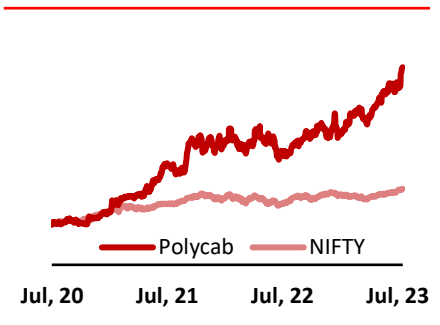
Company Data

MCAP (Rs. Mn)	6,46,019
O/S Shares (Mn)	150
52w High/Low	4,325 / 2,132
Face Value (in Rs.)	10
Liquidity (3M) (Rs. Mn)	1,416

Shareholding Pattern %

	Mar 23	Dec 22	Sep 22
Promoters	66.20	66.61	67.97
FIIIs	9.77	8.11	6.44
DIIIs	9.35	10.11	10.35
Non-Institutional	14.67	15.15	15.24

Polycab vs Nifty



Source: Keynote Capitals Ltd.

Key Financial Data

(Rs. Bn)	FY23	FY24E	FY25E
Revenue	141.1	169.3	191.3
EBITDA	18.5	22.0	26.8
Net Profit	12.9	15.7	19.3
Total Assets	94.3	110.7	129.0
ROCE (%)	23%	21%	22%
ROE (%)	21%	22%	22%

Source: Company, Keynote Capitals Ltd.

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Q1 FY24 result update

Result Highlights (Rs. Mn)

Particulars	Q1 FY24	Q1 FY23	Change % (Y-o-Y)	Q4 FY23	Change % (Q-o-Q)	FY23
Revenue	38,894	27,366	42%	43,237	-10%	1,41,078
COGS	28,581	20,524	39%	32,357	-12%	1,05,109
Gross Profit	10,313	6,842	51%	10,880	-5%	35,969
Gross Profit %	27%	25%	152 Bps	25%	135 Bps	25%
Employee Cost	1,349	1,101	23%	1,187	14%	4,568
A&SP	263	195	35%	245	7%	1,244
Freight & forwarding	794	554	43%	879	-10%	3,146
Other Operating Expense	2,422	1,881	29%	2,473	-2%	8,490
EBITDA	5,486	3,111	76%	6,095	-10%	18,521
EBITDA %	14.1%	11%	274 Bps	14.1%	1 Bp	13.1%
Depreciation	571	510	12%	535	7%	2,092
EBIT	4,914	2,601	89%	5,561	-12%	16,430
EBIT %	13%	10%	313 Bps	13%	-23 Bps	12%
Finance Cost	249	84	196%	282	-11%	598
Other Income	640	443	44%	515	24%	1,333
PBT	5,305	2,960	79%	5,794	-8%	17,165
PBT %	14%	11%	282 Bps	13%	24 Bps	12%
Share of Profit from Associates & JVs	-	-13	-	-64	-	-93
Tax	1,277	722	77%	1,446	-12%	4,250
Profit for the period	4,028	2,225	81%	4,284	-6%	12,823
EPS	26.64	14.69	-	28.36	-	84.80

Segment Highlights (Rs. Mn)

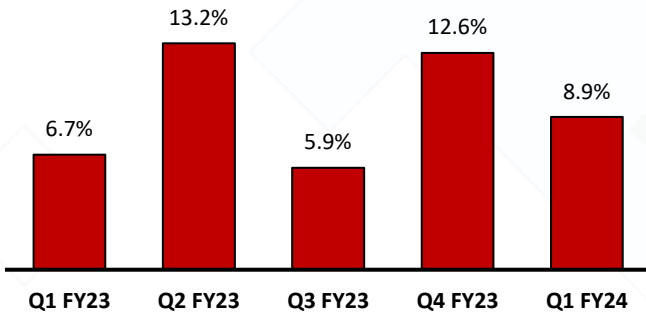
Particulars	Q1 FY24	Q1 FY23	Change % (Y-o-Y)	Q4 FY23	Change % (Q-o-Q)	Change % (Q-o-Q)
Revenue						
Cables & Wires	35,338	24,057	47%	40,783	-13%	1,27,775
FMEG	3,145	3,082	2%	3,052	3%	12,607
Others	1,528	999	53%	1,338	14%	4,647
Operating Profit						
Cables & Wires	5,223	2,773	88%	5,896	-11%	16,724
FMEG	-57	64	-188%	-70	-19%	-56
Others	183	126	46%	82	124%	517
Operating Profit Margin %						
Cables & Wires	15%	12%	325 Bps	14%	32 Bps	13%
FMEG	-2%	2%	-	-2%	-	0%
Others	12%	13%	-60 Bps	6%	588 Bps	11%

Source: Company, Keynote Capitals Ltd.

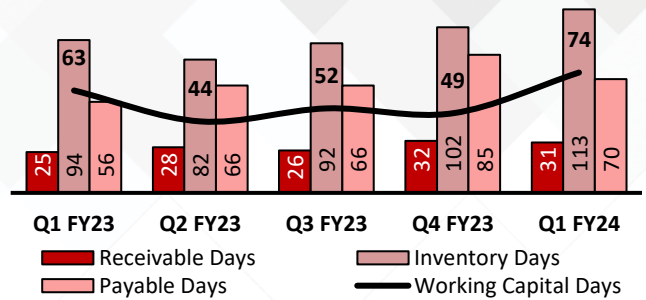
Polycab India Ltd | Quarterly Update

Quarterly business progression

Export contribution as a % of overall revenue

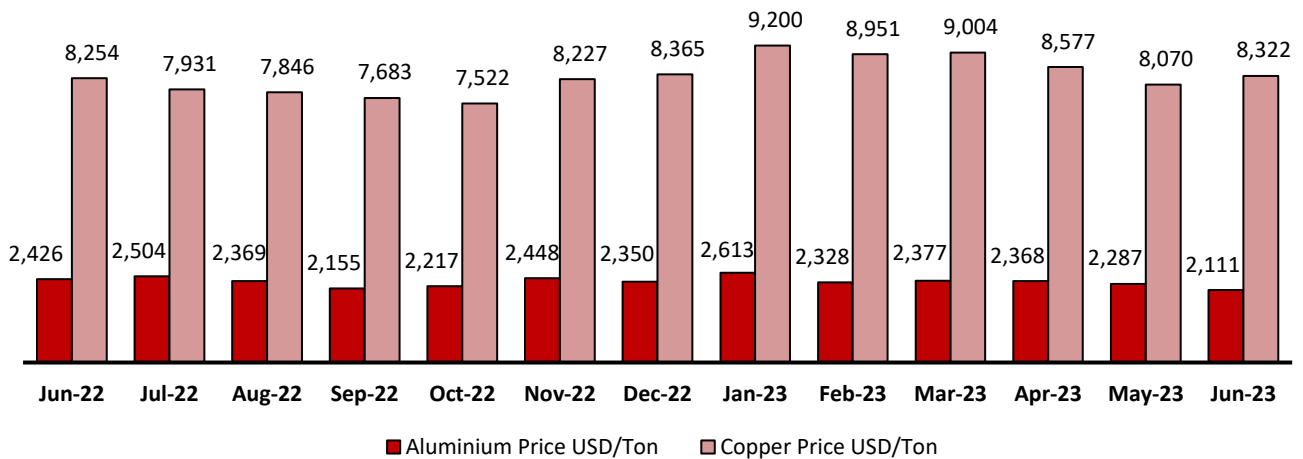


Working capital cycle



Source: Company, Keynote Capitals Ltd.

Aluminium and Copper Prices Declined by 11.2% and 7.6% respectively in Q1 FY24



Source: Bloomberg, Keynote Capitals Ltd.
Prices taken are for the respective month ended

Opportunities in focus for PIL in the C&W segment

International Business

Supply Chain Diversification

India gaining from global search for China's supply chain alternative. Polycab being largest Indian player getting right to win

Certifications & Approvals

Actively working on certifications and product approvals for new countries. Approvals for large demand centers like USA and Australia largely in place

Setting up Distribution Network

Looking to replicate distribution network, similar to that in India, in all large geographies of operation

Make in India

Government's focus on Make in India generating cables demand from sectors like Defence, Renewables, EVs etc

Lower Domestic Competition

Incremental investment required for R&D and new facility creates entry barrier, keeping competition low

Research & Development

Tie-up with four international research teams for R&D of polymers required in cables used in niche sectors

Import Substitutes

Distribution Expansion

~30% Unorganized Market

Struggling large unorganized market, due to commodity price volatility, presents huge opportunity to gain market share

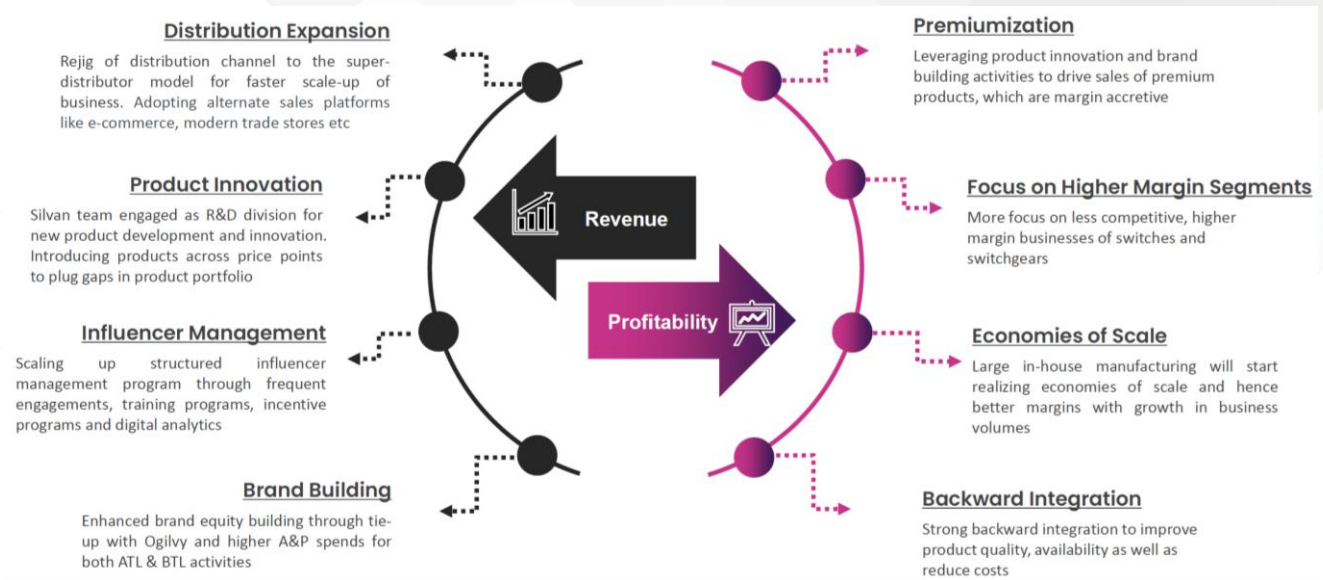
New Product Portfolio

Product portfolio calibrated to address specific needs of consumers at economical price points. Launched Etira brand

Distribution Architecture

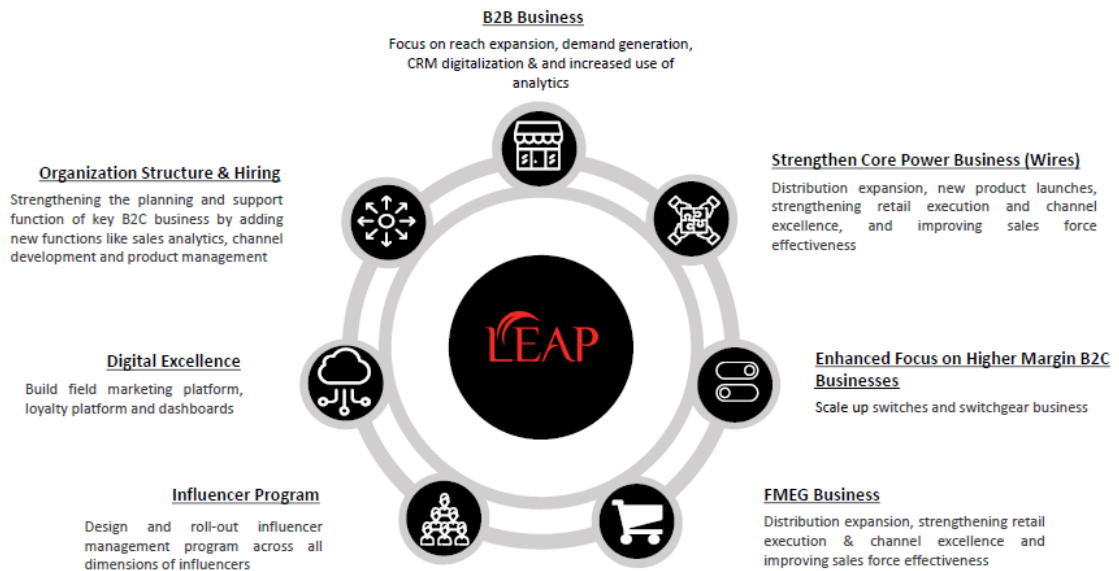
Distribution architecture designed post detailed mapping and evaluation of these geographies

Revenue growth levers and profitability drivers for the FMEG segment



Source: Company, Keynote Capitals Ltd.

Key Themes & Priorities for FY24 Under Project LEAP



Source: Company, Keynote Capitals Ltd.

Q1 FY24 Conference Call Takeaways

General Highlights

- The demand environment continues to be encouraging with contributions from the public, private as well as the export business. Currently, Industries like Chemical, Power, and Real Estate are leading the CAPEX drive currently.
- Working capital increased due to high inventory stocking in anticipation of better demand and due to supplier's manufacturing facilities going under maintenance. WC cycle of 50-55 days is going to be comfortably maintained.

Q1 FY24 Conference Call Takeaways (Cont..)

General Highlights

- EBITDA margin guidance continues to be in the 11-13% range but increased operating leverage benefits like the past two quarters can lead to a 14% EBITDA as well.
- The Company has an internal target to incur branding spends in the range of 3%-5% of the B2C topline.

C&W segment

- In Q1 FY24, the cables business grew faster than wires and as a result, the contribution of the cables business went up from 70% in FY23 to around 73% in Q1 FY24. Current capacity utilization stands at 60-70%.
- Now that the switchgear business has also come under the C&W segment, there will be cross-selling synergies that will accrue. The Company has already identified large wire sellers who are currently not selling switchgear and is planning to drive this initiative by tapping them.
- In the international market, there is a strong demand from countries like the USA, Australia, Europe, and some parts of the UAE. These countries are reliant on imports and hence fall in the target market of PIL.
- The Company leased its first warehouse in the USA and plans to lease more in the future as the Company plans to build a distribution-led business overseas as well. There is a possibility that exports may start contributing more to revenue than the envisaged number of ~10%.
- There are a lot of export opportunities in the renewable energy space as well which has a better margin profile compared to other products. The product category under focus for the export business as of now will only be cable as the wire business is very competitive at a global scale.
- PIL already qualifies in the top 15 C&W players globally and aspires to qualify among the top 5 global players in the years to come. Globally, C&W is a \$250 bn opportunity.
- In the past, PIL has successfully developed special cables which the Company has supplied to INS Vikrant and the Auto Industry. With the largest R&D team in the industry, the Company is confident of continuing to develop innovative products and drive the value-added business.

FMEG segment

- In Q1 FY24, the business continued to be weak on account of weak consumer sentiments which are expected to improve from H2 FY24.
- The channel realignment exercise has been concluded and the focus going forward will be to create differentiation by introducing innovative SKUs and putting significant efforts behind branding.
- After the introduction of BEE norms, PIL has already introduced 80 SKUs in the fans segment which is the highest contributing product for PIL in its FMEG segment.
- The Company is expecting positive changes in this business each year in its journey to achieve a double-digit margin by FY26.

Financial Statement Analysis

Income Statement

Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Net Sales	1,22,038	1,41,078	1,69,293	1,91,301	2,10,432
Growth %	-	16%	20%	13%	10%
Raw Material Expenses	91,530	1,01,218	1,21,891	1,37,163	1,50,669
Employee Expenses	4,066	4,568	5,417	6,122	6,734
Other Expenses	13,939	16,802	19,977	22,574	24,831
EBITDA	12,502	18,490	22,008	25,443	28,198
Growth %	-	48%	19%	16%	11%
Margin%	10%	13%	13%	13%	13%
Depreciation	2,015	2,092	2,305	2,428	2,668
EBIT	10,487	16,398	19,703	23,015	25,530
Growth %	-	56%	20%	17%	11%
Margin%	9%	12%	12%	12%	12%
Interest Paid	352	598	170	95	95
Other Income & exceptional	1,049	1,364	1,433	1,504	1,579
PBT	11,184	17,165	20,965	24,424	27,014
Tax	2,706	4,250	5,241	6,106	6,754
PAT	8,478	12,915	15,724	18,318	20,261
Others (Minorities, Associates)	-113	-216	-140	-140	-140
Net Profit	8,365	12,700	15,584	18,178	20,121
Shares (Mn)	149.4	149.8	149.8	149.8	149.8
EPS	60.80	84.80	105.93	123.25	136.22

Balance Sheet

Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Cash, Cash equivalents & Bank	4,071	6,952	4,869	11,872	23,510
Current Investments	7,641	13,505	13,505	13,505	13,505
Debtors	12,964	12,466	16,929	19,130	21,043
Inventory	21,996	29,514	35,348	39,777	43,694
Short Term Loans & Advances	3,990	6,068	6,068	6,068	6,068
Other Current Assets	749	582	582	582	582
Total Current Assets	51,411	69,087	77,302	90,935	1,08,402
Net Block & CWIP	20,506	23,177	31,450	35,589	36,921
Long Term Investments	93	0	0	0	0
Other Non-current Assets	2,109	1,977	1,977	1,977	1,977
Total Assets	74,119	94,241	1,10,729	1,28,501	1,47,300
Creditors	12,175	20,326	22,991	25,487	27,825
Provision	413	616	616	616	616
Short Term Borrowings	765	1,483	2,164	2,164	2,164
Other Current Liabilities	4,059	3,840	3,840	3,840	3,840
Total Current Liabilities	17,413	26,266	29,611	32,107	34,446
Long Term Debt	30	42	36	36	36
Deferred Tax Liabilities	272	409	409	409	409
Other Long Term Liabilities	716	839	839	839	839
Total Non Current Liabilities	1,018	1,291	1,285	1,285	1,285
Paid-up Capital	1,494	1,498	1,498	1,498	1,498
Reserves & Surplus	53,943	64,814	77,822	92,958	1,09,278
Shareholders' Equity	55,437	66,311	79,320	94,456	1,10,776
Non Controlling Interest	251	374	514	654	794
Total Equity & Liabilities	74,119	94,241	1,10,729	1,28,501	1,47,300

Cash Flow Statement

Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Pre-tax profit	11,184	17,165	20,965	25,763	28,277
Adjustments	1,379	1,995	1,043	1,019	1,184
Change in Working Capital	-4,974	-1,058	-7,634	-4,056	-3,425
Total Tax Paid	-3,340	-3,704	-5,241	-6,441	-7,069
Cash flow from operating Activities	4,250	14,398	9,133	16,285	18,966
Net Capital Expenditure	-5,200	-4,584	-6,000	-4,000	-4,000
Change in investments	-762	-7,665	0	0	0
Other investing activities	1,693	223	1,433	1,504	1,579
Cash flow from investing activities	-4,270	-12,026	-4,567	-2,496	-2,421
Equity raised / (repaid)	0	0	0	0	0
Debt raised / (repaid)	-168	332	675	0	0
Dividend (incl. tax)	-1,492	-2,094	-2,856	-3,503	-4,270
Other financing activities	-347	-508	-170	-95	-95
Cash flow from financing activities	-2,007	-2,271	-2,350	-3,598	-4,365
Net Change in cash	-2,026	101	2,215	10,191	12,181

Valuation Ratios

	FY22	FY23	FY24E	FY25E	FY26E
Per Share Data					
EPS	61	85	106	130	143
Growth %	-	39%	25%	23%	10%
Book Value Per Share	371	443	533	641	756
Return Ratios					
Return on Assets (%)	12%	15%	15%	16%	15%
Return on Equity (%)	16%	21%	22%	22%	20%
Return on Capital Employed (%)	15%	23%	21%	22%	20%
Turnover Ratios					
Asset Turnover (x)	1.7	1.7	1.7	1.6	1.5
Sales / Gross Block (x)	4.5	4.8	4.8	4.7	4.7
Working Capital / Sales (%)	25%	27%	27%	28%	32%
Receivable Days	41	33	32	34	35
Inventory Days	83	93	97	100	101
Payable Days	50	55	62	63	63
Working Capital Days	74	71	67	72	73
Liquidity Ratios					
Current Ratio (x)	3.0	2.6	2.6	2.9	3.2
Interest Coverage Ratio (x)	32.8	29.7	124.3	271.6	298.0
Total Debt to Equity	0.0	0.0	0.0	0.0	0.0
Net Debt to Equity	-0.1	-0.1	0.0	-0.1	-0.2
Valuation					
PE (x)	38.9	34.0	27.2	22.2	20.2
Earnings Yield (%)	3%	3%	4%	5%	5%
Price to Sales (x)	2.9	3.1	2.5	2.3	2.0
Price to Book (x)	6.4	6.5	5.4	4.5	3.8
EV/EBITDA (x)	28.0	23.0	19.4	15.9	14.5
EV/Sales (x)	2.9	3.0	2.5	2.2	2.0

Source: Company, Keynote Capitals Ltd. estimates

KEYNOTE Rating History

Date	Rating	Market Price at recommendation	Upside/Downside
22 nd August 2022	BUY	2,350	+15%
20 th October 2022	BUY	2,648	+16%
20 th January 2023	BUY	2,757	+10%
15 th May 2023	NEUTRAL	3,379	+3%
19 th July 2023	REDUCE	4,309	-2%

Source: Company, Keynote Capitals Ltd. estimates

Rating Methodology

Rating	Criteria
BUY	Expected positive return of > 10% over 1-year horizon
NEUTRAL	Expected positive return of > 0% to < 10% over 1-year horizon
REDUCE	Expected return of < 0% to -10% over 1-year horizon
SELL	Expected to fall by >10% over 1-year horizon
NOT RATED (NR)/UNDER REVIEW (UR)/COVERAGE SUSPENDED (CS)	Not covered by Keynote Capitals Ltd/Rating & Fair value under Review/Keynote Capitals Ltd has suspended coverage

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