VEDANTA

Electrosteel Steels buy: First step in ferrous ambition

India Equity Research | Metals and Mining



We view Vedanta's (VEDL) acquisition of Electrosteel Steels (ELSS) as value accretive in the near term as: i) EV/t of USD546 is significantly lower compared to recent transactions; ii) EBITDA/t accretion potential via captive iron ore use & capacity ramp up; and iii) opportunity to expand beyond 2.51mtpa. Assuming EBITDA/t of INR6,500-7,000 post capacity ramp up and iron ore self sufficiency, we envisage returns for VEDL's shareholders to be between 20% and 25%. Maintain 'BUY' with TP of INR425.

At the right price, at the right time with upside potential

We view VEDL's acquisition of ELSS as its first step in the ferrous space, which has come at the right price and time. At a relatively inexpensive USD546/t, the acquisition cost is significantly lower than USD750/t capex already incurred in ELSS' plant and comes at a juncture when its existing product range is gaining demand traction. We perceive upside potential of USD30-35/t in current EBITDA/t of USD65-70 through: i) capacity ramp up to 1.51mt; ii) potential captive iron ore sourcing from VEDL's ~10mtpa mine in Jharkhand; and 3) capacity increase to 2.51mtpa through an estimated USD170-200mn investment.

Lenders to take 60% haircut; existing ELSS shareholders get diluted

VEDL's resolution plan entails INR53.2bn payment to creditors against outstanding claims of ~INR132bn (implying haircut of 60%) by infusing INR18.1bn equity (90% share in equity post transaction) and INR35.1bn debt in ELSS. The balance 10% equity will be shared by creditors (in proportion to their outstanding) and existing shareholders. We estimate lenders and existing shareholders ending up with 9.2% and 0.8%, respectively, of the equity post transaction with benefits of potential capital appreciation thereon.

Outlook and valuations: Marginally EPS accretive; maintain 'BUY'

We view VEDL's acquisition of ELSS as marginally EPS accretive (refer our note, <u>Vedanta - Electrosteel Steels buy: It's a steal!</u>; company update; Buy). Assuming EBITDA/t of INR6,500-7,000/t post capacity ramp up to 1.5mtpa and securing captive iron ore base, we believe returns for VEDL's shareholders can be 20-25%. We see additional benefits of economies of scale if VEDL decides to expand the plant further as it has sufficient iron ore capacity in Jharkhand to support a 5mtpa plant. We maintain 'BUY/SO' with TP of INR425 on FY20E EBITDA.

Financials	(INR mn)
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Year to March	FY17	FY18E	FY19E	FY20E
Net revenue	761,713	909,158	1,012,372	1,059,159
EBITDA	213,319	256,302	307,729	327,109
Adjusted Profit	55,949	81,497	114,074	124,470
Diluted equity shares (mn)	2,965	3,717	3,717	3,717
Adjusted diluted EPS (INR)	18.9	21.9	30.7	33.5
EPS Growth (%)	92.3	16.2	40.0	9.1
EV/EBITDA (x)	5.7	5.4	4.3	3.9
ROAE (%)	12.8	15.5	19.0	19.0

EDELWEISS 4D RATINGS		
Absolute Rating		BUY
Rating Relative to Sector		Outperform
Risk Rating Relative to Sector		Medium
Sector Relative to Market		Overweight
MARKET DATA (R: VDAN.BO,	В:	VEDL IN)
CMP	:	INR 289
Target Price	:	INR 425
52-week range (INR)	:	356 / 218
Share in issue (mn)	:	3,717.2
M cap (INR bn/USD mn)	:	1,074 / 16,345
Avg. Daily Vol.BSE/NSE('000)	:	11,492.1
SHARE HOLDING PATTERN (S	%)	

		` '	
	Current	Q3FY18	Q2FY18
Promoters *	50.1	50.1	50.1
MF's, FI's & BK's	13.3	13.3	13.3
FII's	17.8	17.8	17.8
Others	18.8	18.8	18.8
* Promoters pledge (% of share in issu		:	NIL

PRICE PERFORMANCE (%)						
	Stock	Nifty	#N/A			
1 month	(6.5)	3.5	1.7			
3 months	(13.8)	(2.2)	(5.2)			
12 months	22.5	15.4	(5.0)			

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Company Description

VEDL is a subsidiary of Vedanta Resources, the London-listed metals and mining group. VEDL is a globally leading diversified resources company with presence in oil & gas, zinc-leadsilver (through 64.9% stake in HZL and 100% stake in erstwhile zinc-lead business of Anglo American), copper, iron ore, aluminium and commercial power (largely in standalone business but in subsidiaries as well). The company was formed through the merger of Sterlite Industries into Sesa Goa along with acquisition of additional 38.8% stake in Cairn which was consummated in August 2013 and announced in February 2012. Cairn has stakes in the following producing blocks: 70% in Rajasthan RJ-ON-90/1, 22.5% in Ravva and 40% in Cambay block CB-OS/2. In its largest field in Rajasthan, the gross proved & probable Hydrocarbons Initially In Place (HIIP) stands at 6 bnboe. The MBA fields have gross ultimate oil recovery of over 1 bnbbls from primary, secondary and Enhanced Oil Recovery (EOR) methods. VEDL is the largest non-ferrous metals player in India with presence across all key base metals, viz. aluminium (2.3mtpa), copper (0.4mtpa) and zinc lead (1.0mtpa). The company entered the nonferrous metals sector as a pure play copper producer and through several strategic acquisitions acquired aluminium as well as zinc-lead assets. VEDL has ventured into commercial power generation business in India. It has a 2,400MW power plant (in Orissa) and has added another 1,980MW capacity (in Punjab). The company has iron ore mining assets in Goa and Karnataka (with reserves/resources of 433mt).

Investment Theme

VEDL's portfolio of resources business provides advantages of scale, diversification and strong balance sheet. The company benefits from ownership of low cost, cash rich oil & gas (Cairn) and zinc-lead-silver (HZL) businesses. It has globally competitive unit production costs in zinc, led by its quality captive mines. This aspect will help the company better withstand margin pressures during price downturns. In FY19, we expect ramp up of Zinc-India's production and Jharsuguda-2 smelter. Key potential triggers for the stock are success of enhanced oil recovery measures at Cairn, acquisition of Gol's residual stakes in BALCO and HZL and grant of bauxite and/or dolomite mining licenses. (not considered in our estimates and valuation)

Key Risks

- Fall in zinc prices or premiums.
- Decline in LME aluminium price or premiums
- Cairn: Exploration failure, reinvestment of cash generated into low return assets
- HZL: Lack of volume growth or increase in cash cost
- Lower than expected average tariffs.

Financial Statements

Year to March	FY17	FY18	FY19E	FY20E
Macro				
GDP(Y-o-Y %)	6.6	6.5	7.1	7.6
Inflation (Avg)	4.5	3.8	4.5	5.0
Repo rate (exit rate)	6.3	6.0	6.0	6.5
USD/INR (Avg)	67.1	64.5	65.0	66.0
Sector				
Aluminium LME (USD/t)	1,688.0	2,030.8	2,077.2	2,027.2
Zinc LME (USD/t)	2,366.0	2,950.0	2,964.2	2,881.9
Lead LME (USD/t)	2,005.0	2,300.0	2,327.4	2,259.4
Copper Tc/Rc (c/lb)	24.0	22.0	20.0	20.0
Company				
HZL-Zn production (tpa)	671,990	789,285	847,690	905,300
HZL-PB production (tpa)	144,294	160,950	175,750	186,850
HZL-Ag production (tpa)	488,750	513,188	525,000	600,000
SA-Cu production (tpa)	392,850	400,000	400,000	400,000
BALCO-Al production(tpa)	388,000	569,000	577,000	577,000
BALCO-Power sales (MU)	133	-	-	-
VAL-Al production (tpa)	695,000	1,091,000	1,304,000	1,304,000
Intl Zn production (tpa)	107	114	181	336
Intl PB production (tpa)	33	61	48	48
SEL-Power sales (MU)	5,803	-	-	-
HZL-Zn premium (USD/t)	227	227	227	227
HZL-PB premium (USD/t)	189	160	160	160
BALCO tariff (INR/unit)	2.8	3.2	3.5	3.5
SEL tariff (INR/unit)	2.4	2.0	2.0	2.0
Capex (INR mn)	54,360	75,169	66,000	66,000
Net borrowings (INR mn)	218,131	121,458	29,495	(72,750)
HZL-mfg cost (INR/t)	70,363	67,310	68,916	70,407
BALCO-Power cost (INR/u)	3.5	3.5	3.5	-
VAL-Alumina cost (INR/t)	18,900	20,670	19,868	17,451
VAL-Smelting cost(INR/t)	60,400	81,018	78,844	82,625
Intl Zinc-cost (USD/t)	1,417	1,486	1,375	1,200
SEL-Fuel cost (INR/unit)	2.1	3.1	3.1	3.1
Employee exp growth (%)	(4.8)	5.0	5.0	5.0
Increase in SG&A exp (%)	8.3	(6.2)	4.3	3.8
Cash conversion cycle	(127)	(100)	(114)	(118)
Avg. Interest rate (%)	8.5	8.7	8.7	8.7
Depreciation rate (%)	4.3	5.0	5.0	5.0
Dividend payout (%)	111.4	109.5	78.2	71.7
Debtor days	14	14	13	14
Inventory days	147	121	132	137
Payable days	289	235	260	268
Tax rate (%)	27.7	29.0	29.0	29.0

Income statement				(INR mn)
Year to March	FY17	FY18	FY19E	FY20E
Profit Before Tax	136,516	165,123	215,470	234,539
Less: Provision for Tax	37,783	47,886	62,486	68,016
Basic EPS (INR)	18.9	21.9	30.7	33.5
Diluted shares o/s (mn)	2,965	3,717	3,717	3,717
Dividend per share (DPS)	17.7	20.0	20.0	20.0
Dividend Payout Ratio(%)	111.4	109.5	78.2	71.7
Net revenue	761,713	909,158	1,012,372	1,059,159
Materials costs	231,085	341,041	379,304	394,057
Employee costs	23,393	24,563	25,791	27,081
Total operating expenses	548,393	652,856	704,644	732,050
EBITDA	213,319	256,302	307,729	327,109
Depreciation	62,915	78,397	84,155	87,338
EBIT	150,404	177,905	223,573	239,771
Add: Other income	45,805.9	38,400.64	37,951.4	37,951.4
Less: Interest Expense	58,550	51,183	46,055	43,183
Extraordinary item	(1,144)	-	-	-
Minority interest	43,584	35,740	38,910	42,053
Associate profit share	(27)	-	-	-
Reported Profit	55,122	81,497	114,074	124,470
Adjusted Profit	55,949	81,497	114,074	124,470
Shares o /s (mn)	2,965	3,717	3,717	3,717
Adjusted Diluted EPS	18.9	21.9	30.7	33.5
Tax rate (%)	27.7	29.0	29.0	29.0

Common size metrics

Year to March	FY17	FY18	FY19E	FY20E
Operating expenses	72.0	71.8	69.6	69.1
Depreciation	8.3	8.6	8.3	8.2
Interest Expense	7.7	5.6	4.5	4.1
EBITDA margins	28.0	28.2	30.4	30.9
Net Profit margins	13.1	12.9	15.1	15.7

Growth ratios (%)

Year to March	FY17	FY18	FY19E	FY20E
Revenues	12.0	19.4	11.4	4.6
Adjusted Profit	92.3	45.7	40.0	9.1
EBITDA	40.8	20.1	20.1	6.3
EPS	92.3	16.2	40.0	9.1

Edelweiss Securities Limite

Metals and Mining

Balance sheet				(INR mn)	Cash flow metrics				
As on 31st March	FY17	FY18	FY19E	FY20E	Year to March	FY17	FY18	FY19E	FY20E
Share capital	3,718	3,718	3,718	3,718	Operating cash flow	179,770	244,077	255,279	262,690
Reserves & Surplus	601,284	593,568	618,429	653,686	Investing cash flow	27,106	83,232	(28,049)	(28,049)
Shareholders' funds	605,001	597,286	622,147	657,404	Financing cash flow	(123,490)	(310,395)	(168,268)	(165,396)
Minority Interest	139,279	175,019	213,929	255,982	Net cash Flow	83,386	16,914	58,963	69,245
Total Borrowings	715,690	545,690	512,690	479,690	Capex	(54,360)	(75,169)	(66,000)	(66,000)
Long Term Liabilities	75,340	106,099	106,099	106,099	Dividend paid	(96,726)	(89,213)	(89,213)	(89,213)
Def. Tax Liability (net)	20,837	20,837	20,837	20,837					
Sources of funds	1,556,147	1,444,931	1,475,702	1,520,012	Profitability and efficiency ratios				
Gross Block	1,528,301	1,628,301	1,728,301	1,794,301	Year to March	FY17	FY18	FY19E	FY20E
Net Block	758,344	779,947	795,792	774,454	ROAE (%)	12.8	15.5	19.0	19.0
Capital work in progress	176,709	151,878	117,878	117,878	ROACE (%)	13.3	15.6	19.6	20.3
Intangible Assets	108,062	108,062	108,062	108,062	Debtors Days	14	14	13	14
Total Fixed Assets	1,043,116	1,039,887	1,021,732	1,000,394	Payable Days	289	235	260	268
Non current investments	167,527	168,527	168,527	168,527	Cash Conversion Cycle	(127)	(100)	(114)	(118)
Uses of funds	1,556,147	1,444,931	1,475,702	1,520,012	Current Ratio	1.8	1.5	1.5	1.6
BVPS (INR)	204.0	160.7	167.4	176.9	Gross Debt/EBITDA	3.4	2.1	1.7	1.5
Short term borrowings	413,139	363,139	363,139	363,139	Gross Debt/Equity	1.0	0.7	0.6	0.5
Long term borrowings	302,551	182,551	149,551	116,551	Adjusted Debt/Equity	1.0	0.7	0.6	0.5
Cash and Equivalents	610,119	536,792	595,755	665,000	Net Debt/Equity	0.1	-	(0.1)	(0.2)
Inventories	96,279	130,164	144,768	150,399	Interest Coverage Ratio	2.6	3.5	4.9	5.6
Sundry Debtors	34,093	35,432	39,455	41,278					
Loans & Advances	792	792	792	792	Operating ratios				
Other Current Assets	38,370	38,370	38,370	38,370	Year to March	FY17	FY18	FY19E	FY20E
Current Assets (ex cash)	169,534	204,759	223,385	230,839	Total Asset Turnover	0.5	0.6	0.7	0.7
Trade payable	184,591	255,476	284,139	295,191	Fixed Asset Turnover	0.9	1.0	1.1	1.2
Other Current Liab	249,558	249,558	249,558	249,558	Equity Turnover	1.0	1.2	1.3	1.2
Total Current Liab	434,149	505,034	533,697	544,748					
Net Curr Assets-ex cash	(264,615)	(300,275)	(310,312)	(313,909)	Valuation parameters				
					Year to March	FY17	FY18	FY19E	FY20E
Free cash flow				(INR mn)	Adj. Diluted EPS (INR)	18.9	21.9	30.7	33.5
Year to March	FY17	FY18	FY19E	FY20E	Y-o-Y growth (%)	92.3	16.2	40.0	9.1
Reported Profit	55,122	81,497	114,074	124,470	Adjusted Cash EPS (INR)	45.6	43.0	53.3	57.0
Add: Depreciation	62,915	78,397	84,155	87,338	EV / Sales (x)	1.6	1.5	1.3	1.2
Interest (Net of Tax)	42,346	36,340	32,699	30,660	EV / EBITDA (x)	5.7	5.4	4.3	3.9
Others	1,429	12,182	14,314	16,624					
Less: Changes in WC	(17,959)	(35,661)	(10,037)	(3,597)					

Peer comparison valuation

Operating cash flow

Less: Capex

Free Cash Flow

	Market cap	Diluted P	'E (X)	EV / EBITDA	(X)	ROAE (%)	
Name	(USD mn)	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E
Vedanta	16,345	-	-	0.4	0.2	19.0	19.0
Hindalco Industries	8,183	9.4	8.9	6.4	5.8	10.3	9.8
National Aluminium Co Ltd	2,298	11.5	-	-	-	11.5	-
Median	-	9.4	-	0.4	0.2	11.5	9.8
AVERAGE	-	7.0	3.0	2.3	2.0	13.6	9.6

Source: Edelweiss research

179,770

54,360

244,077

75,169

125,410 168,908 189,279 196,690

255,279

66,000

262,690

66,000

Additional Data

Directors Data

Aman Mehta Independent Director Lalita D. Gupte Independent Director Ravi Kant Independent Director Priya Agarwal Non-Executive Director Tarun Jain Wholetime Director Arun Kumar GR Whole-Time Director & Chief Finar		
, ,		
Tarun Jain Wholetime Director Arun Kumar GR Whole-Time Director & Chief Finar		
	Financial Officer	
UK Sinha Independent Director K Venkataramanan Independent Director		

Auditors - Deloitte Haskins & Sells

*as per last annual report

Holding - Top10

	Perc. Holding		Perc. Holding
Twinstar holdings It	34.44	Finsider internation	10.8
Life insurance corp	7.25	Cairn uk holdings li	4.95
Hdfc asset managemen	1.71	Vanguard group	1.55
Blackrock	1.41	Dimensional fund adv	1.2
Westglobe ltd	1.19	Ptc cables pvt ltd	1.15

*in last one year

Bulk Deals

Data	Acquired / Seller	B/S	Qty Traded	Price	
No Data Available					

*in last one year

Insider Trades

Reporting Data	Acquired / Seller	B/S	Qty Traded
04 Sep 2017	Mr.Pratik Agarwal	Sell	36000.00
14 Jun 2017	Ankit Agarwal	Sell	42000.00

*in last one year

Edelweiss Securities Limite

Company	Absolute	Relative	Relative	Company	Absolute	Relative	Relative
	reco	reco	risk		reco	reco	Risk
Coal India	HOLD	SP	М	Hindalco Industries	BUY	SO	М
Hindustan Zinc	BUY	SO	L	Jindal Steel & Power	BUY	SO	M
JSW Steel	BUY	SO	М	NMDC	BUY	SO	M
Steel Authority of India	REDUCE	SU	M	Tata Steel	BUY	SO	M
Vedanta	BUY	SO	M				

ABSOLUTE RATING		
Ratings	Expected absolute returns over 12 months	
Buy	More than 15%	
Hold	Between 15% and - 5%	
Reduce	Less than -5%	

RELATIVE RETURNS RATING		
Ratings	Criteria	
Sector Outperformer (SO)	Stock return > 1.25 x Sector return	
Sector Performer (SP)	Stock return > 0.75 x Sector return	
	Stock return < 1.25 x Sector return	
Sector Underperformer (SU)	Stock return < 0.75 x Sector return	

Sector return is market cap weighted average return for the coverage universe within the sector $% \left(1\right) =\left(1\right) \left(1\right)$

	RELATIVE RISK RATING
Ratings	Criteria
Low (L)	Bottom 1/3rd percentile in the sector
Medium (M)	Middle 1/3rd percentile in the sector
High (H)	Top 1/3rd percentile in the sector

Risk ratings are based on Edelweiss risk model

SECTOR RATING		
Ratings	Criteria	
Overweight (OW)	Sector return > 1.25 x Nifty return	
Equalweight (EW)	Sector return $> 0.75 \times Nifty return$	
	Sector return < 1.25 x Nifty return	
Underweight (UW)	Sector return < 0.75 x Nifty return	



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Coverage group(s) of stocks by primary analyst(s): Metals and Mining

Coal India, Hindalco Industries, Hindustan Zinc, Jindal Steel & Power, JSW Steel, NMDC, Steel Authority of India, Tata Steel, Vedanta

Recent Research

Date	Company	Title	Price (INR)	Recos
17-Apr-18	Metals & Mining	Aluminium: Stellar price s to benefit Hindalco; Sector Update	urge	
11-Apr-18	Vedanta	Robust operating perform continues; Company Up		Buy
09-Apr-18	Metals & Mining	Aluminium: Surprise uptic Sector Update	ck!;	

1Distribution of Ratings / Market Cap

Edelweiss Research Coverage Universe

Luciweiss Researci	Coverag	e Oniver	30		
		Buy	Hold	Reduce	Total
Rating Distribution * 1stocks under rev		161	67	11	229
	> 50bn	Bet	ween 10bn a	nd 50 bn	< 10bn
Market Cap (INR)	156		62		11

Rating Interpretation

Rating	Expected to
Buy	appreciate more than 15% over a 12-month period
Hold	appreciate up to 15% over a 12-month period
Reduce	depreciate more than 5% over a 12-month period

One year price chart



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