FIRST LIGHT

03 November 2022

RESEARCH

VOLTAS | TARGET: Rs 1,000 | +10% | HOLD

Dismal Q2; UCP margins at decadal low

KAJARIA CERAMICS | TARGET: Rs 1,325 | +24% | BUY

Demand sluggish; high gas cost weakens margins

Daily macro indicators

Indicator	31-Oct	01-Nov	Chg (%)
US 10Y yield (%)	4.05	4.04	(1bps)
India 10Y yield (%)	7.45	7.40	(5bps)
USD/INR	82.79	82.71	0.1
Brent Crude (US$/bbl)	94.8	94.7	(0.2)
Dow	32,733	32,653	(0.2)
Hang Seng	14,687	15,455	5.2
Sensex	60,747	61,121	0.6
India FII (US$ mn)	**28-Oct**	**31-Oct**	**Chg ($ mn)**
FII-D	(240.8)	(246.1)	(5.2)
FII-E	191.5	839.4	648.0

Source: Bank of Baroda Economics Research

SUMMARY

VOLTAS

- UCP EBIT margin at 10Y low of 7.3% with flat revenue; exit market share at 23% in Aug'22 vs. 24% in Jun'22
- EMP business in the red owing to one-off losses on overseas contract annulment
- Competitive edge ebbing; we cut FY23/FY24 EPS ~12% and revise our target P/E to 45x (vs. 50x) for a TP of Rs 1,000 (vs. Rs 1,100) – retain HOLD

Click here for the full report.

KAJARIA CERAMICS

- Q2 revenue grew 11% YoY aided by a 10% rise in tile realisations while volume growth stayed flat at ~25msm
- EBITDA margin contracted 650bps YoY to 12% due to higher power & fuel cost and other expenses
- We cut FY23/FY24 PAT estimates by 24%/9% and revise our TP to Rs 1,325 (vs. Rs 1,460); maintain BUY

Click here for the full report.

BOBCAPS Research
research@bobcaps.in

HOLD

TP: Rs 1,000 | ⮝ 10%

VOLTAS | Consumer Durables | 02 November 2022

Dismal Q2; UCP margins at decadal low

- **UCP EBIT margin at 10Y low of 7.3% with flat revenue; exit market share at 23% in Aug'22 vs. 24% in Jun'22**
- **EMP business in the red owing to one-off losses on overseas contract annulment**
- **Competitive edge ebbing; we cut FY23/FY24 EPS ~12% and revise our target P/E to 45x (vs. 50x) for a TP of Rs 1,000 (vs. Rs 1,100) – retain HOLD**

Vinod Chari | Nilesh Patil
Tanay Rasal
research@bobcaps.in

Subpar quarter: VOLT's Q2FY23 revenue was in line with our/consensus estimates at Rs 17.7bn, but its EBITDA margin fell to a two-year low of 5.7% (-70bps QoQ, -190bps YoY). Profitability suffered as the unitary cooling product (UCP) business clocked a decadal-low EBIT margin of 7.3% due to high-cost inventory and intense competition while the electromechanical product (EMP) division posted losses on provisioning for one-off expenses.

Competitive edge losing sheen: VOLT's market share has fallen off in recent years – from 26.8% in Aug'20 YTD to 22.8% in Aug'22 YTD (24.1% at end-Q1FY23), due to intensifying competition in room air conditioners (RAC) from LG, Blue Star, Samsung and Lloyd. The company's RAC operating margin has declined for two successive quarters to 7.3% in Q2 (vs. the 2Y average of 12%), reflecting deterioration in the premium it has commanded over peers. The aggressive pursuit of market share by rivals (Lloyd: 3Y revenue CAGR at 33% vs. VOLT's 26%) has compelled VOLT to forego margins.

Tepid EMP business: The EMP business posted mere 3% YoY growth in Q2FY23 to Rs 5.5bn with subpar margins of 2.6% (ex-exceptional). A flat carry-forward order book YoY (Rs 60bn vs. Rs 58bn in Q2FY22) and maturing projects muted topline growth. Additionally, VOLT had to set aside provisions for cancellation of an overseas contract, resulting in operational losses of Rs 920mn.

TP cut to Rs 1,000; HOLD: VOLT remains the leader in RACs, but its market share and margins have come under sustained fire in recent years from intensifying competition. We expect the stress on UCP margins to persist in the near term as peers chase market share gains. We thus lower our FY23/FY24 EPS estimates by 13%/12% and cut our target P/E multiple from 50x to 45x – in line with the 7Y average. Post multiple revision and valuation rollover to Sep'24E, our TP stands reduced to Rs 1,000 (vs. Rs 1,100) – retain HOLD.

Key changes

Target	Rating
▼	◀ ▶

Ticker/Price	VOLT IN/Rs 909
Market cap	US$ 3.6bn
Free float	70%
3M ADV	US$ 13.9mn
52wk high/low	Rs 1,348/Rs 857
Promoter/FPI/DII	30%/24%/30%

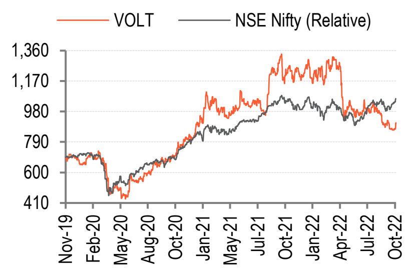
Source: NSE | Price as of 2 Nov 2022

Key financials

Y/E 31 Mar	FY22A	FY23E	FY24E
Total revenue (Rs mn)	79,345	88,613	107,669
EBITDA (Rs mn)	6,816	6,591	9,143
Adj. net profit (Rs mn)	5,060	4,649	6,415
Adj. EPS (Rs)	15.3	14.1	19.4
Consensus EPS (Rs)	15.3	18.1	24.3
Adj. ROAE (%)	9.6	8.3	10.9
Adj. P/E (x)	59.5	64.7	46.9
EV/EBITDA (x)	44.1	45.6	32.9
Adj. EPS growth (%)	(4.3)	(8.1)	38.0

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE

BUY
TP: Rs 1,325 | ⮝ 24%

KAJARIA CERAMICS | Construction Materials | 02 November 2022

Demand sluggish; high gas cost weakens margins

- **Q2 revenue grew 11% YoY aided by a 10% rise in tile realisations while volume growth stayed flat at ~25msm**
- **EBITDA margin contracted 650bps YoY to 12% due to higher power & fuel cost and other expenses**
- **We cut FY23/FY24 PAT estimates by 24%/9% and revise our TP to Rs 1,325 (vs. Rs 1,460); maintain BUY**

Ruchitaa Maheshwari
research@bobcaps.in

Flattish volumes offset by higher realisations: KJC's Q2FY23 revenue increased 11% YoY (7% QoQ) to Rs 10.8bn, backed by a 10% rise in realisations to Rs 391/sqm. Sale volumes remained flattish YoY at 24.9msm (+7% QoQ) owing to a demand slowdown in July-August. Revenue from the tiles business rose 10% YoY to Rs 9.7bn led by a 2% price hike, with KJC's own manufacturing, subsidiaries and outsourcing businesses contributing Rs 5.9bn (+14% YoY), Rs 1.3bn (-8.5%) and Rs 2.4bn (+15%) respectively. Sanitaryware and plywood revenue climbed 3.2% YoY to Rs 0.9bn.

Margins contract on higher gas cost: Gross margin contracted 520bps YoY and 220bps QoQ to ~23% owing to higher power & fuel cost (+825bps YoY) – mainly high gas cost averaging ~Rs 62/scm in Q2FY23 (vs. Rs 37/scm in Q2FY22 and Rs 55/scm in Q1FY23). EBITDA margin fell 650bps YoY and 320bps QoQ to 12%.

H2 margin guided to rise 200bps: Management now aims to achieve 15% volume growth in FY23 (vs. 15-20% guided earlier) and expects +200bps EBITDA margin improvement (to +14%) in Q3 and Q4 led by a shift to LPG feedstock in the Gailpur, Morbi and Srikalahasti plants. LPG is currently priced at Rs 55/scm.

Expansion on the cards: (a) Kajaria Bathware, Gailpur: Adding new capacity of 600,000 pieces p.a. by Nov'22 at Rs 50mn capex. (b) Kerrovit Global, Gujarat: Investing Rs 700mn to make it a wholly owned subsidiary and to set up a sanitaryware facility for 600,000 pieces p.a. by Dec'23. (c) JV in Nepal: Investing Rs 1.25bn (50% of project cost of Rs 2.5bn) for 8msm of annual tile manufacturing capacity. (d) Sikandrabad plant: Expansion-cum-modernisation to add larger-sized glazed vitrified tiles (GVT) capacity of 3msm p.a. at a capex of Rs 800mn, which will raise total capacity at the plant to 11.4msm.

Long-term value play; maintain BUY: KJC is trading at attractive valuations of 29.2x FY24E P/E vs. its 5Y median of ~41x. We lower our PAT estimates by 23.8% for FY23 and 9.4% for FY24 to incorporate the H1FY23 performance and management's cautious demand outlook. This translates to a revised TP of Rs 1,325 (vs. Rs 1,460), set at an unchanged 40x FY24E P/E multiple – retain BUY.

Key changes

Target	Rating
▼	◀ ▶

Ticker/Price	KJC IN/Rs 1,068
Market cap	US$ 2.1bn
Free float	53%
3M ADV	US$ 2.5mn
52wk high/low	Rs 1,375/Rs 885
Promoter/FPI/DII	47%/19%/33%

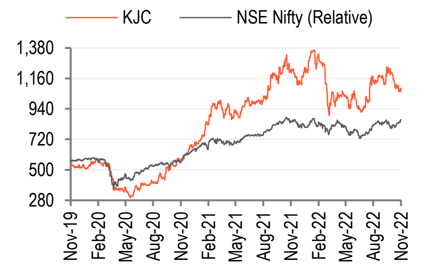
Source: NSE | Price as of 2 Nov 2022

Key financials

Y/E 31 Mar	FY22A	FY23E	FY24E
Total revenue (Rs mn)	37,052	43,635	50,824
EBITDA (Rs mn)	6,107	6,116	8,472
Adj. net profit (Rs mn)	3,770	3,591	5,253
Adj. EPS (Rs)	23.7	22.6	33.1
Consensus EPS (Rs)	23.7	31.8	38.3
Adj. ROAE (%)	18.9	16.6	23.1
Adj. P/E (x)	45.0	47.3	32.3
EV/EBITDA (x)	27.4	27.2	19.9
Adj. EPS growth (%)	22.4	(4.8)	46.3

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE

NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN OR INTO THE UNITED STATES OF AMERICA ("US") OR IN OR INTO ANY OTHER JURISDICTION IF SUCH AN ACTION IS PROHIBITED BY APPLICABLE LAW.

Disclaimer

Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY – Expected return >+15%

HOLD – Expected return from -6% to +15%

SELL – Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

Analyst certification

Each of the analysts mentioned in this research report certify, with respect to the sections of the report for which they are responsible, that (1) all of the views expressed in this report accurately reflect his/her personal views about the subject company or companies and its or their securities, and (2) no part of his/her compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of BOB Capital Markets Limited (BOBCAPS).

Important disclosures

This product is a compilation of previously published research notes. To view the complete report along with the associated Analyst certifications and Company-specific disclosures, please click on the hyperlink accompanying each excerpt.

General disclaimers

BOBCAPS is engaged in the business of Stock Broking and Investment Banking. BOBCAPS is a member of the National Stock Exchange of India Limited and BSE Limited and is also a SEBI-registered Category I Merchant Banker. BOBCAPS is a wholly owned subsidiary of Bank of Baroda which has its various subsidiaries engaged in the businesses of stock broking, lending, asset management, life insurance, health insurance and wealth management, among others.

BOBCAPS's activities have neither been suspended nor has it defaulted with any stock exchange authority with whom it has been registered in the last five years. BOBCAPS has not been debarred from doing business by any stock exchange or SEBI or any other authority. No disciplinary action has been taken by any regulatory authority against BOBCAPS affecting its equity research analysis activities.

BOBCAPS has obtained registration as a Research Entity under SEBI (Research Analysts) Regulations, 2014, having registration No.: INH000000040 valid till 03 February 2025. BOBCAPS is also a SEBI-registered intermediary for the broking business having SEBI Single Registration Certificate No.: INZ000159332 dated 20 November 2017. BOBCAPS CIN Number: U65999MH1996GOI098009.

BOBCAPS prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, BOBCAPS prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover.

Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are 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. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction We are not soliciting any action based on this material. It is for the general information of BOBCAPS's clients. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. BOBCAPS research reports follow rules laid down by Securities and Exchange Board of India and individuals employed as research analysts are separate from other employees who are performing sales trading, dealing, corporate finance advisory or any other activity that may affect the independence of its research reports.

The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. BOBCAPS does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment in certain transactions — including those involving futures, options, and other derivatives as well as non-investment-grade securities — that give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavour to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so.

We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein and may from time to time add to or dispose of any such securities (or investment). We and our affiliates may assume an underwriting commitment in the securities of companies discussed in this document (or in related investments), may sell them to or buy them from customers on a principal basis, and may also perform or seek to perform investment banking or advisory services for or relating to these companies and may also be represented in the supervisory board or any other committee of these companies.

For the purpose of calculating whether BOBCAPS and its affiliates hold, beneficially own, or control, including the right to vote for directors, one per cent or more of the equity shares of the subject company, the holdings of the issuer of the research report is also included.

BOBCAPS and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, effectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the Risk disclosure document before entering into any derivative transactions.

No part of this material may be (1) copied, photocopied, or duplicated in any form by any means or (2) redistributed without BOBCAPS's prior written consent.

Other disclosures

BOBCAPS does not have any financial interest in the subject company. BOBCAPS does not have actual/beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS is not engaged in any market making activities for the subject company.

BOBCAPS or its associates may have material conflict of interest at the time of publication of this research report.

BOBCAPS's associates may have financial interest in the subject company. BOBCAPS's associates may hold actual / beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS or its associates may have managed or co-managed a public offering of securities for the subject company or may have been mandated by the subject company for any other assignment in the past 12 months.

BOBCAPS may have received compensation from the subject company in the past 12 months. BOBCAPS may from time to time solicit or perform investment banking services for the subject company. BOBCAPS or its associates may have received compensation from the subject company in the past 12 months for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory services in a merger or specific transaction. BOBCAPS or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months.

Other disclaimers

BOBCAPS and MAYBANK (as defined below) make no representation or warranty, express or implied, as to the accuracy or completeness of any information obtained from third parties and expressly disclaim the merchantability, suitability, quality and fitness of this report. The information in this report has not been independently verified, is provided on an "as is" basis, should not be relied on by you in connection with any contract or commitment, and should not be used as a substitute for enquiries, procedures and advice which ought to be undertaken by you. This report also does not constitute an offer or solicitation to buy or sell any securities referred to herein and you should not construe this report as investment advice. All opinions and estimates contained in this report constitute BOBCAPS's judgment as of the date of this report and are subject to change without notice, and there is no obligation on BOBCAPS or MAYBANK to update this report upon issuance. This report and the information contained herein may not be reproduced, redistributed, disseminated or copied by any means without the prior consent of BOBCAPS and MAYBANK.

To the full extent permitted by law neither BOBCAPS, MAYBANK nor any of their respective affiliates, nor any other person, accepts any liability howsoever arising, whether in contract, tort, negligence, strict liability or any other basis, including without limitation, direct or indirect, special, incidental, consequential or punitive damages arising from any use of this report or the information contained herein. By accepting this report, you agree and undertake to fully indemnify and hold harmless BOBCAPS and MAYBANK from and against claims, charges, actions, proceedings, losses, liabilities, damages, expenses and demands (collectively, the "**Losses**") which BOBCAPS and/or MAYBANK may incur or suffer in any jurisdiction including but not limited to those Losses incurred by BOBCAPS and/or MAYBANK as a result of any proceedings or actions brought against them by any regulators and/or authorities, and which in any case are directly or indirectly occasioned by or result from or are attributable to anything done or omitted in relation to or arising from or in connection with this report.

Distribution into the United Kingdom ("UK"):

This research report will only be distributed in the United Kingdom, in accordance with the applicable laws and regulations of the UK, by Maybank Securities (London) Ltd) ("**MSL**") who is authorised and regulated by the Financial Conduct Authority ("FCA") in the United Kingdom (MSL and its affiliates are collectively referred to as **"MAYBANK**"). BOBCAPS is not authorized to directly distribute this research report in the UK.

This report has not been prepared by BOBCAPS in accordance with the UK's legal and regulatory requirements.

This research report is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of MAYBANK as selected by MAYBANK solely at its discretion; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended from time to time (the "Order"), or (c) fall within Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc. as mentioned in the stated Article) of the Order; (all such persons together being referred to as "relevant persons").

This research report is directed only at relevant persons and must not be acted on or relied on by any persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

The relevant person as recipient of this research report is not permitted to reproduce, change, remove, pass on, distribute or disseminate the data or make it available to third parties without the written permission of BOBCAPS or MAYBANK. Any decision taken by the relevant person(s) pursuant to the research report shall be solely at their costs and consequences and BOBCAPS and MAYBANK shall not have any liability of whatsoever nature in this regard.

No distribution into the US:

This report will not be distributed in the US and no US person may rely on this communication.

Other jurisdictions:

This report has been prepared in accordance with SEBI (Research Analysts) Regulations and not in accordance with local regulatory requirements of any other jurisdiction. In any other jurisdictions, this report is only for distribution (subject to applicable legal or regulatory restrictions) to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions by Maybank Securities Pte Ltd. (Singapore) and / or by any broker-dealer affiliate or such other affiliate as determined by Malayan Banking Berhad.

If the recipient of this report is not as specified above, then it should not act upon this report and return the same to the sender.

By accepting this report, you agree to be bound by the foregoing limitations.