# ArihantCapita Generating Wealth

## Q1FY23 Result update 17<sup>th</sup> Aug, 2022

## **Pitti Engineering Ltd**

## Remain on track; Input prices hurt at gross margins

## **CMP: INR 331**

## Rating: BUY

## **Target Price: INR 447**

Stock Info	
BSE	513519
NSE	PITTIENG
Bloomberg	PITTIENG:IN
Reuters	PITE.NS
Sector	Capital Goods
Face Value (Rs)	5
Equity Capital (Rs cr)	16
Mkt Cap (Rs cr)	1,062
52w H/L (INR)	375 / 136
Avg Yearly Volume (in 000')	222.1

#### **Shareholding Pattern %**

Stock Performance (%)	3m	6m	12m
Public & Others			39.80
FII			0.03
DII			0.89
Promoters			59.28
(As on Jun, 2022)			

PEL	20.7	32.6	83.8
NIFTY	12.5	2.9	7.3



PEL -— Nifty 50

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Balasubramanian A bala@arihantcapital.com Pitti Engineering Ltd (PEL) reported strong numbers, Q1FY23 revenue stood at INR 311cr (+77.1% YoY/+14.4% QoQ) vs our estimates of INR 315cr. Gross Profit stood at INR 79Cr (+31.3% YoY/+10.5% QoQ), Gross margins contracted by 889 bps to 25.5% vs 34.4% in Q1FY22. The margin contraction mainly because of raw material cost increase in terms of sales. The raw material cost in terms of sales stood at 74.5% vs 65.6% in Q1FY22. EBITDA stood at INR 35cr (+26.9% YoY/+0.3% QoQ); in line with our estimates of INR 35cr. EBITDA margin contracted by 452 bps to 11.4% vs 15.9% in Q1FY22. PAT stood at INR 12cr (+62.5% YoY/-38.8% QoQ); above our estimates of INR 10cr. PAT Margin contracted by 34 bps to 3.8% vs 4.1% in Q1FY22.

## **Key Highlights**

Capacity expansion remains on the track: The company added 4,200 MT to sheet metal capacity in Q1FY23. The total sheet metal capacity stood at 50,200 tonnes per annum. The company is expected to reach 72,000 tonnes per annum by the end of FY23E. The machining hours stood at 4,03,200 hours. The company is expected to reach 6,48,000 machining hours going forward.

Focusing on domestic business leads to reduced working capital cycle: In Q1FY23 revenue stood at INR 311cr, the domestic and export mix stood at 74:26 vs 66:34 in Q1FY22. The company has increased domestic business and remains on track to increase domestic revenue to 80% and maintain exports revenue to 20%. The focus on domestic demand would reduce Day Sales Outstanding (DSO) resulting in working capital cycle reduction going forward.

Improvement in sales realization per tonne: In Q1FY23, Sales realization per tonne stood at INR 3,55,027 (+24.4% YoY/+13.1% QoQ), driven by increase in sales of assembled and value added components. The increase in sales realization driven by automations and machining capabilities. The assembled and value added components bring higher realization. The assembled & value added and loose lamination mix stood at 75:25 vs 72:28 in Q1FY22. However, EBITDA per tonne realization de-grew by 10.9% YoY (-0.9% QoQ) to INR 40,537, driven by impact on raw material prices and discounts given to customers to reduce credit offers which resulted in lower Day Sales Outstanding (DSO).

Commenced commercial supplies to automotive industry: The company has entered into a new end-user application segment automotive. The automotive segment revenue stood at INR 1.26cr which is 0.41% of revenue. The company supplies components for IC engines and electrical vehicles. The revenue is expected to pick up from Q3FY23 onwards.

Outlook & Valuation: PEL has remain on track for capex execution of 72,000 tonnes per annum by FY23 and additional capex of INR 197cr for modernizing the plant, continuous improvement in realization driven by assembled and value added components, focused on domestic demand, order execution, entered into automotive end user applications and getting new orders from customers. The company has integrated manufacturing plants with cutting edge technology, differentiated product offerings, marquee clients, diversified end industries with higher demand would lead the growth going forward. Based on DCF, we have a "BUY" rating with a Target Price of INR 447 per share; an upside of 34.8%.

Arihant Capital Markets Ltd

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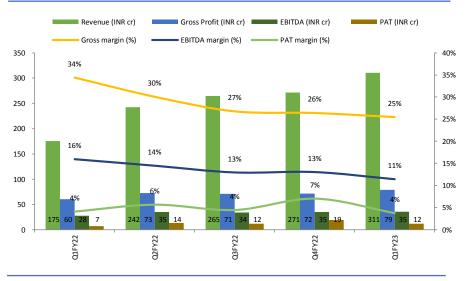
## Q1FY23 Results

#### Income statement summary

Particular (INR cr)	Q1FY22	Q4FY22	Q1FY23	YoY (%)	QoQ (%)
Revenue	175	271	311	77.1%	14.4%
Net Raw Materials	115	200	231	101.1%	15.9%
Employee Cost	18	20	21	19.1%	5.4%
Other Expenses	14	16	22	55.1%	39.3%
EBITDA	28	35	35	26.9%	0.3%
EBITDA Margin (%)	15.9%	13.0%	11.4%	-452 bps	-161 bps
Depreciation	9	11	10	14.4%	-7.7%
Interest expense	9	12	11	15.7%	-12.9%
Other income	0.5	15.1	0.5	13.1%	-96.6%
Profit before tax	10	27	15	47.4%	-44.5%
Taxes	3	7	3	18.4%	-53.0%
РАТ	7	20	12	58.2%	-41.5%
Other Comprehensive income	(0.2)	(0.9)	0.0		
Net profit	7	19	12	62.5%	-38.8%
Net profit Margin (%)	4.1%	7.0%	3.8%	-34 bps	-328 bps
EPS (INR)	2.3	6.2	3.6		

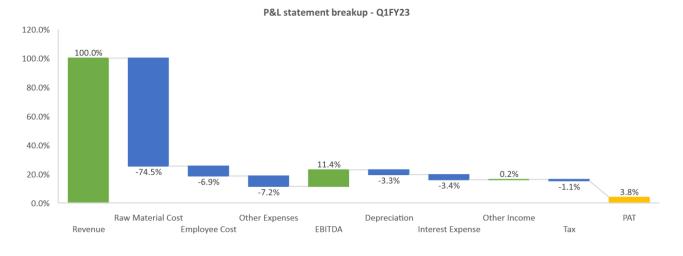
Source: Company Reports, Arihant Capital Research

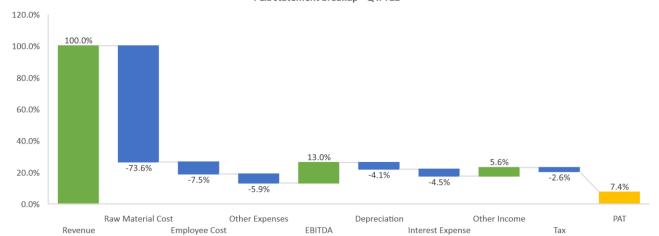
#### Exhibit 1: Raw material cost pressurised gross margins

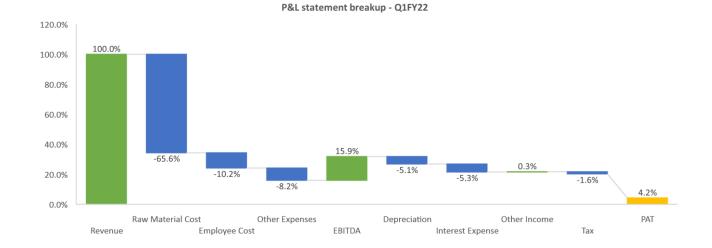


## **Quarterly results P&L breakup**

#### Exhibit 2: Raw material cost remain elevated, while employee cost reduced



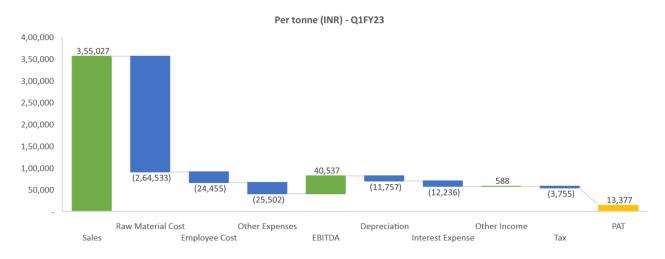


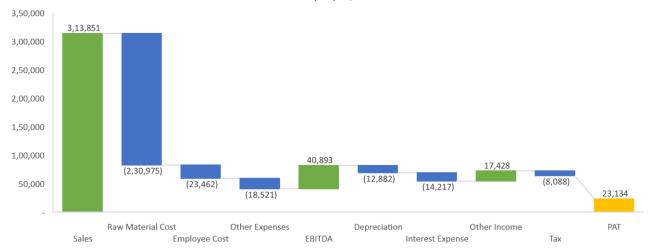


P&L statement breakup - Q4FY22

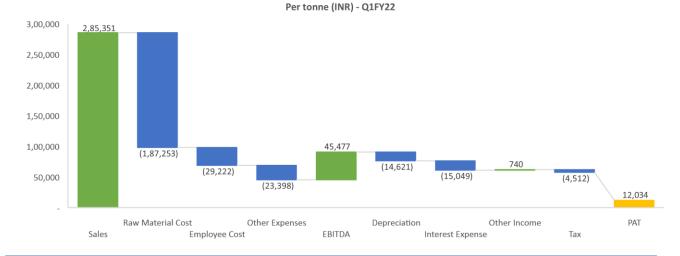
## Quarterly results per tonne breakup

Exhibit 3: EBITDA per tonne remained impacted due to raw material prices and discounts given to customers to reduce credit offers which resulted in lower Day Sales Outstanding (DSO).



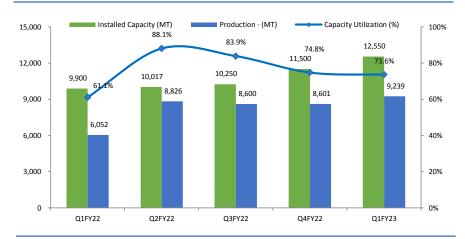


Per tonne (INR) - Q4FY22



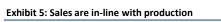
### **Concall Highlights**

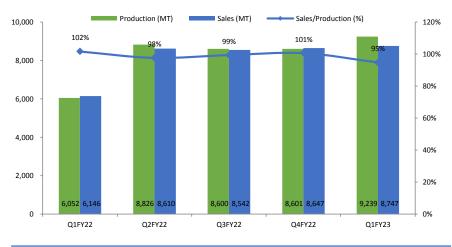
- In Q1FY23, the company added 4,200 MT sheet metal capacity. Post civil work, remaining capacity will be added. The total capacity of 72,000 tonnes per annum is expected to be completed by FY23.
- The order book stood at INR 948cr as on Q1FY23. Out of INR 948cr, INR 700cr are short term orders and executable in FY23 and remaining ~248cr worth of orders are long term orders and executable over a period of time.
- The company targeted a volume of 40,000 tonnes in FY23. Around 48,000 to 50,000 tonnes volumes are expected in FY24.
- The company is expected to become Net debt free by next couple of years.
- The machining hours stood at 4,03,200 hours per annum and expected to be more than 6 lakh hours per annum. The increase in EBITDA per tonne comes from automations and machining capabilities.
- The company focused on domestic business. In Q1FY23 domestic and export revenue mix stood at 74:26 vs 66:34 in Q1FY22. Local demand remains strong and exports demand is reasonable.
- The EBITDA per tonnes is expected to reach INR 40,000 to INR 42,000 by FY23. Post increase in machining capabilities, EBITDA per tonne is expected to reach INR 45,000.
- In Q1FY23, the assembled and value added components share stood at around 75%.
- The Incentives amount INR 27cr are expected on Q3FY23 or Q4FY23. Around INR 32cr incentives are expected by FY24.
- The company has a capex of INR 270cr. In Q1FY23, the capex amount was INR 30cr. The remaining capex amount around INR 107cr will be utilized for next three quarters.
- The company has additional capex of INR 197cr which is expected to start from FY24. Out of INR 197cr, INR 70cr for refurbishing, INR 55cr for increase in machining hours and remaining amount will be utilized for automation and replacement of existing machines.
- The Aurangabad plant will become a sheet metal center and Hyderabad plant will become machining center.
- The company has entered into a new end-user application segment automotive. The company supplies components for IC engines and electrical vehicles. The revenue is expected to pick up from Q3FY23 onwards.
- The peak debt is expected around INR 370cr in FY23.
- Renewable energy, railways, data center, backup power systems are higher value added products.



#### Exhibit 4: Maintaining healthy capacity utilization; In Q1FY23, capacity of 4,200 MT newly added.

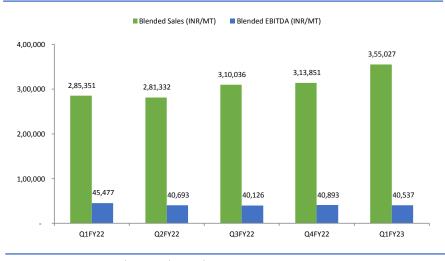
Source: Company Reports, Arihant Capital Research Installed capacity is quarterly basis





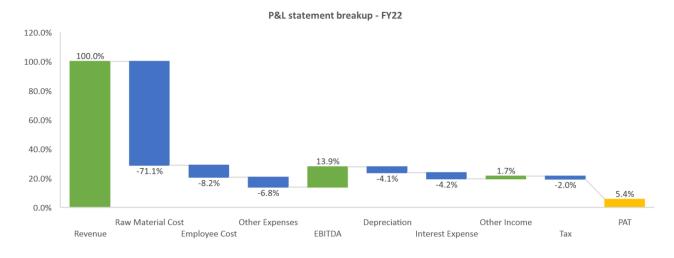
Source: Company Reports, Arihant Capital Research

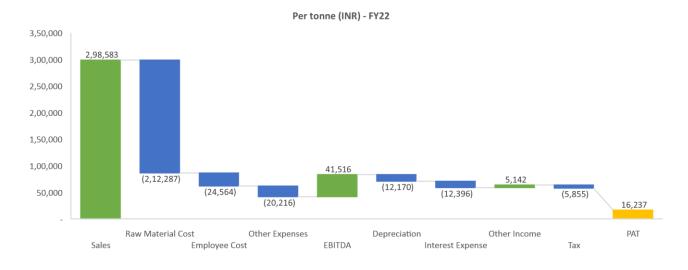
#### **Exhibit 6: Improvement in sales realizations**



## P&L breakup – FY22 and Estimates

#### Exhibit 7: P&L breakup and per tonne – FY22





Source: Company Reports, Arihant Capital Research

Exhibit 8: Sales are expected to reach INR 1,800cr by FY25. The current capacity stood at 50,200 MTPA and expected to reach 72,000 MTPA by FY23. The gradual increment in capacity would result in around 55% to 60% capacity utilization in FY23. Post FY23, the capacity utilization would improve.

Particular	FY20	FY21	FY22	FY23E	FY24E	FY25E
Installed Capacity (MTPA)	36,000	36,000	46,000	72,000	72,000	72,000
Machine Shop (Hours per Annum)	2,47,600	3,62,800	4,03,200	5,00,000	6,48,000	6,48,000
Production - Lamination (MT)	21,435	21,708	32,080	41,040	51,120	54,000
Sales (MT)	22,122	21,561	31,945	40,219	50,098	52,920
Sales/Production (%)	103%	99%	99.6%	98%	98%	98%
Capacity Utilization (%)	59.5%	60.3%	70%	57%	71%	75%
Sales (INR cr)	525	518	954	1,321	1,678	1,808
EBITDA (INR cr)	78	78	133	165	230	252
Blended Sales Realization (INR per metric tonne)	2,37,349	2,40,326	2,98,583	3,28,441	3,35,010	3,41,710
Blended EBIDTA (INR per metric tonne)	35,131	36,197	41,516	41,093	45,971	47,580

## **DCF** Valuation

Valuation Assumptions		WACC	
g (World Economic Growth)	3%	We	86.7%
Rf	7%	Wd	13.3%
Rm	14%	Ке	16.0%
Beta	1.4	Kd	8.4%
CMP (INR)	331	WACC	15.0%
Valuation Data			
Total Debt (long term borrowings) (2022)	163		
Cash & Cash Equivalents (2022)	35		
Number of Diluted Shares (2022)	3		
Tax Rate (2023)	27%		
Interest Expense Rate (2023)	12%		
MV of Equity	1,062		
Total Debt	163		
Total Capital	1,225		

FCFF & Target Price												
FCFF & Target Price		Explicit Forecast Period Linear Decline Phase				Те	rminal Yr					
Year	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
EBIT * (1-Tax Rate)	86	129	140	172	192	214	236	257	276	292	306	316
Dep	48	54	60	66	71	76	86	93	100	106	111	114
Purchase of Assets	(135)	(68)	(68)	(68)	(62)	(63)	(73)	(79)	(85)	(90)	(94)	(97)
Changes in Working Capital	(28)	(77)	(6)	22	37	10	28	31	33	35	37	38
FCFF	(29)	37	126	191	238	238	277	301	324	343	359	371
Total Cash Flow	(29)	37	126	191	238	238	277	301	324	343	3,537	

BUY

% Returns	34.8%
	447
Equity Value per share (INR)	447
Equity Value	1,432
Add: Cash	35
Less: Debt	163
Enterprise Value (EV)	1,560

Rating			

## Sensitivity of Target Price to Terminal growth and WACC

		Terminal Growth (%)										
	447	2.3%	2.6%	2.8%	3.1%	3.3%	3.6%	3.8%	4.1%	4.3%		
	14.0%	474	481	489	497	505	514	523	533	543		
	14.3%	460	467	474	481	489	497	506	515	524		
	14.5%	446	453	459	466	474	481	490	498	507		
(%)	14.8%	433	439	446	452	459	466	474	482	490		
WACC	15.0%	421	426	432	439	445	452	459	467	474		
Ň	15.3%	409	414	420	426	432	438	445	452	459		
	15.5%	397	402	408	413	419	425	431	438	445		
	15.8%	386	391	396	401	407	412	418	425	431		
	16.0%	375	380	385	390	395	400	406	412	418		

Source: Company reports, Arihant Capital Research, Figures are in INR cr except share price and percentage data

## **Financial Statements**

## Income statement summary

Y/e 31 Mar (INR cr)	FY20	FY21	FY22	FY23E	FY24E	FY25E
Revenue	525	518	954	1,333	1,693	1,825
Net Raw Materials	345	335	678	962	1,199	1,283
Employee Cost	55	56	78	107	135	146
Other Expenses	48	49	65	99	129	144
EBITDA	78	78	133	165	230	252
EBITDA Margin (%)	14.8%	15.1%	13.9%	12.4%	13.6%	13.8%
Depreciation	(27)	(30)	(39)	(48)	(54)	(60)
Interest expense	(34)	(30)	(40)	(45)	(42)	(36)
Other income	4	20	16	32	41	44
Profit before tax	20	39	71	104	175	200
Taxes	(3)	(10)	(19)	(28)	(47)	(54)
Net profit	17	29	52	76	127	146
Reported Netprofit Margin (%)	3.3%	5.5%	5.4%	5.7%	7.5%	8.0%
Other Comprehensive income	(0)	(1)	0	-	-	-
Net profit	17	28	52	76	127	146
EPS (INR)	5	9	16	24	40	46

Source: Company Reports, Arihant Capital Research

## Balance sheet summary

Y/e 31 Mar (INR cr)	FY20	FY21	FY22	FY23E	FY24E	FY25E
Equity capital	16	16	16	16	16	16
Reserves	192	220	268	344	471	617
Net worth	208	236	284	360	487	633
Provisions	34	74	12	26	32	35
Debt	241	263	401	386	351	271
Other non-current liabilities	11	10	9	27	34	36
Total Liabilities	494	583	706	798	905	976
Fixed assets	212	193	228	313	327	335
Capital Work In Progress	8	1	1	2	2	2
Other Intangible assets	11	18	14	14	14	14
Investments	42	95	18	40	51	55
Other non current assets	4	8	108	80	85	109
Net working capital	200	258	301	329	406	412
Inventories	127	157	272	330	378	404
Sundry debtors	139	172	204	201	255	250
Loans & Advances	0	0	-	0	0	0
Other current assets	36	48	75	73	93	100
Sundry creditors	(97)	(105)	(220)	(240)	(281)	(302)
Other current liabilities & Prov	(6)	(13)	(30)	(35)	(39)	(40)
Cash	15	9	35	18	17	45
Other Financial Assets	1	0	1	3	3	4
Total Assets	494	583	706	798	905	976

# Pitti Engineering Ltd

## **Financial Statements**

## **Cashflow summary**

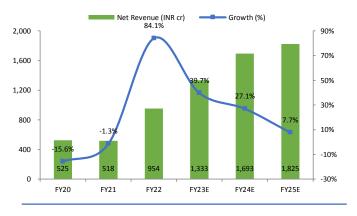
Casimow summary						
Y/e 31 Mar (INR cr)	FY20	FY21	FY22	FY23E	FY24E	FY25E
Profit before tax	20	39	71	104	175	200
Depreciation	27	30	39	48	54	60
Tax paid	(3)	(10)	(19)	(28)	(47)	(54)
Working capital $\Delta$	(4)	(58)	(43)	(28)	(77)	(6)
Operating cashflow	41	1	48	96	104	200
Capital expenditure	(23)	(4)	(73)	(135)	(68)	(68)
Free cash flow	18	(4)	(26)	(39)	36	132
Equity raised	20	(1)	0	-	(0)	0
Investments	(25)	(53)	77	(22)	(11)	(4)
Others	(2)	(9)	(97)	26	(5)	(25)
Debt financing/disposal	(32)	22	139	(15)	(35)	(80)
Other items	22	39	(63)	32	14	5
Net ∆ in cash	1	(6)	26	(17)	(1)	28
Opening Cash Flow	14	15	9	35	18	17
Closing Cash Flow	15	9	35	18	17	45

Source: Company Reports, Arihant Capital Research

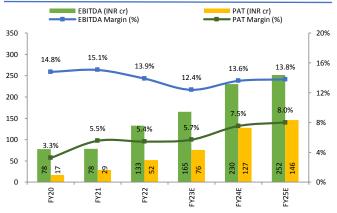
Ratio analysis						
Y/e 31 Mar (INR cr)	FY20	FY21	FY22	FY23E	FY24E	FY25E
Growth matrix (%)						
Revenue growth	-15.6%	-1.3%	84.1%	39.7%	27.1%	7.7%
Op profit growth	-13.7%	0.4%	69.9%	24.6%	39.3%	9.3%
Profitability ratios (%)						
OPM	14.8%	15.1%	13.9%	12.4%	13.6%	13.8%
Net profit margin	3.3%	5.5%	5.4%	5.7%	7.5%	8.0%
RoCE	10.0%	9.6%	12.8%	14.8%	19.3%	19.0%
RoNW	9.0%	13.0%	20.0%	23.6%	30.1%	26.1%
RoA	3.5%	4.9%	7.3%	9.5%	14.1%	15.0%
Per share ratios (INR)						
EPS	5.3	8.7	16.2	23.7	39.8	45.6
Dividend per share	-	-	1.2	-	-	-
Cash EPS	13.9	18.4	28.3	38.7	56.6	64.2
Book value per share	64.8	73.6	88.6	112.2	152.0	197.5
Valuation ratios (x)						
P/E	63.1	37.9	20.5	14.0	8.3	7.3
P/CEPS	23.9	18.0	11.7	8.6	5.9	5.2
Р/В	5.1	4.5	3.7	3.0	2.2	1.7
EV/EBITDA	16.0	15.6	10.6	8.4	5.8	4.9
Payout (%)						
Dividend payout	0.0%	0.0%	7.3%	0.0%	0.0%	0.0%
Tax payout	13.9%	25.4%	26.5%	27.0%	27.0%	27.0%
Liquidity ratios						
Debtor days	112	110	72	55	49	51
Inventory days	120	154	116	114	108	111
Creditor days	82	84	72	72	65	68
WC Days	150	180	115	98	92	94
Leverage ratios (x)						
Interest coverage	1.5	1.6	2.4	2.6	4.2	5.4
Net debt / equity	1.1	1.1	1.3	1.0	0.7	0.4
Net debt / op. profit	2.9	3.3	2.8	2.2	1.5	0.9

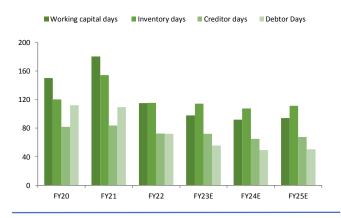
### **Story in Charts**

Exhibit 9: Strong revenue growth in FY22



#### Exhibit 11: Growth in EBITDA & PAT levels

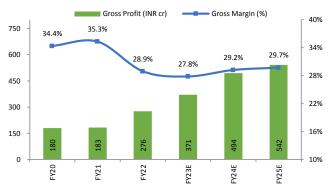




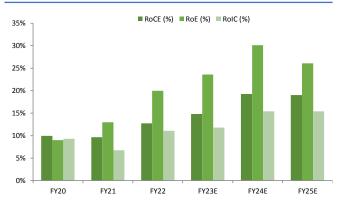
Source: Company Reports, Arihant Capital Research

Exhibit 13: Working capital days to be improve

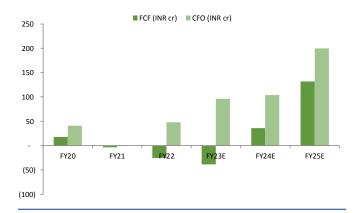
#### Exhibit 10: Input prices impacted gross margins



#### Exhibit 12: Return ratios to be improve



#### Exhibit 14: Cash flows to be improve



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Stock Rating Scale	Absolute Return

BUY	>20%
ACCUMULATE	12% to 20%
HOLD	5% to 12%
NEUTRAL	-5% to 5%
REDUCE	-5% to -12%
SELL	<-12%

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