

# Jain Irrigation

<b>BSE SENSEX</b>	<b>S&amp;P CNX</b>
28,065	8,643
Bloomberg	JI IN
Equity Shares (m)	476.5
M.Cap.(INR b)/(USD b)	37.2/ 0.6
52-Week Range (INR)	79/47
1, 6, 12 Rel. Per (%)	7/43/21
Avg Val, (INR m)	269
Free float (%)	69.1

## Financials & Valuations (INR b)

Y/E Mar	2016	2017E	2018E
Sales	62.9	71.6	81.8
EBITDA	8.2	9.8	11.5
NP	1.0	2.5	3.8
EPS (Rs)	2.2	5.4	7.6
EPS Growth (%)	17.7	145.9	40.9
BV/Share (Rs)	60.5	65.0	67.1
RoE (%)	4.0	8.5	11.8
RoCE (%)	8.2	9.1	10.7
P/E (x)	35.7	14.5	10.3
P/BV (x)	1.3	1.2	1.2

Estimate change



TP change



Rating change



**CMP: INR78 TP: INR90 (+15%)**

**Buy**

## In-line results; MIS likely to bounce back

- Results in line with estimates:** Jain Irrigation's (JI) overall revenues increased 3.8% YoY to INR16.6b in 1QFY17 (in line with our estimate of INR17.1b). EBITDA stood at INR2.3b (in line with our estimate), with margins increasing 160bp YoY to 14.1% (v/s our estimate of 13.8%). Consequently, adjusted PAT for the quarter stood at INR585m (v/s our estimate of INR531m), as against INR144m in 1QFY16 (mainly due to a spurt in other income to INR131m from INR60m in 1QFY16, and lower interest outgo of INR1,086m v/s INR1,236m in 1QFY16).
- MIS business to bounce back led by good monsoon:** On a consolidated basis, overall Micro Irrigation Systems' (MIS) revenues fell 6.7% YoY. Retail business remained under pressure due to lower water reservoir levels, especially in Maharashtra (de-growth of 20%), but states like Andhra Pradesh, Karnataka and Gujarat saw growth. Also, large part of growth in Project business is expected to flow in 3Q and 4QFY17. With monsoon progressing well, MIS is expected to bounce back; management has guided for 16-18% growth in FY17.
- Debt equity likely to lower in FY17:** Management expects to reduce net D/E ratio from 1.2x currently to 1.1x in FY17, with improved cash flows during the year and efforts to bring down net working capital days, especially in domestic MIS business from 206 days to 120-150 days over the next two years.
- Valuation and view:** In view of better monsoon and Maharashtra government's thrust on irrigation, we expect a bounce back in MIS business. Overall, we expect 15% revenue CAGR to INR83.2b and 20% EBITDA CAGR to INR11.7b over FY16-18, translating into PAT CAGR of 101% to INR4.2b in FY18, mainly to lower interest outgo. We maintain **Buy** with a TP of INR90, 11x FY18E EPS (rolled over to FY18).

## Quarterly performance (Consolidated)

Y/E March	FY16				FY17				FY16	FY17E	FY17	Var
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	%
Net Sales	15,950	13,157	13,785	20,100	16,558	14,868	16,129	23,477	62,993	71,622	17,144	-3
YoY Change (%)	2.7	3.6	6.7	-1.6	3.8	13.0	17.0	16.8	2.4	13.7	8.0	
Total Expenditure	13,950	11,569	12,258	17,224	14,223	12,935	14,193	19,862	55,002	61,776	14,778	
EBITDA	2,000	1,588	1,527	2,876	2,335	1,933	1,935	3,615	7,991	9,845	2,366	-1
Margins (%)	12.5	12.1	11.1	14.3	14.1	13.0	12.0	15.4	12.7	13.7	13.8	
Depreciation	672	635	673	714	687	718	700	698	2,695	2,811	720	
Interest	1,236	1,151	1,199	1,223	1,086	1,060	1,060	1,063	4,810	4,262	1,080	
Other Income	60	75	56	179	131	107	107	117	371	430	98	
PBT before EO expense	152	-123	-289	1,118	693	262	283	1,971	857	3,202	664	4
Extra-Ord expense	0	-360	384	18	0	0	0	0	41	0	0	
PBT	152	-483	94	1,135	693	262	283	1,971	898	3,202	664	4
Tax	15	-183	7	245	84	52	57	394	83	640	133	
Rate (%)	9.8	37.8	6.9	21.6	12.2	20.0	20.0	20.0	NM	NM	20.0	
MI& Profit/Loss of Asso. Cos.	-8	-6	-4	-7	24	0	0	0	-25	29	0	
Reported PAT	144	-295	92	898	585	209	226	1,577	840	2,532	531	10
Adj PAT	144	-70	-265	884	585	209	226	1,577	1,042	2,561	531	10
YoY Change (%)	-29.0	NM	NM	-14.1	305.5	-397.2	-185.3	78.4	21.2	145.9	36.2	
Margins (%)	0.9	-0.5	-1.9	4.4	3.5	1.4	1.4	6.7	1.7	3.6	3.1	

E: MOSL Estimates

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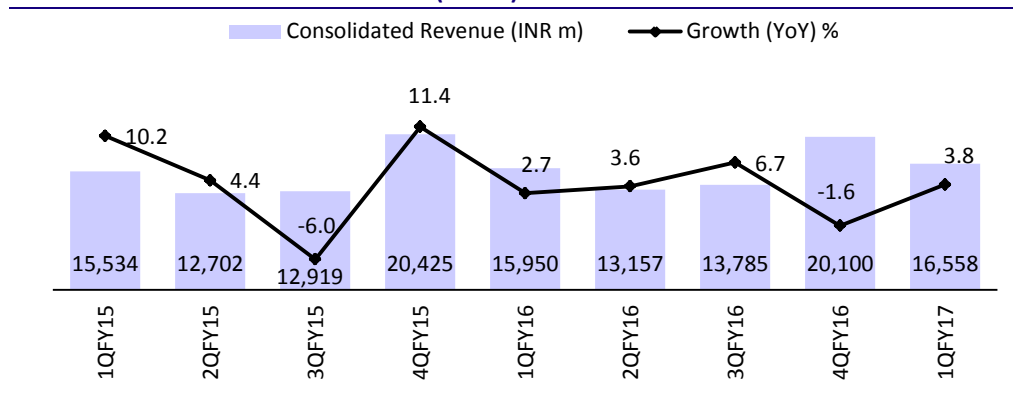
**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

**Top-line Broadly In-line, PAT beats estimates**

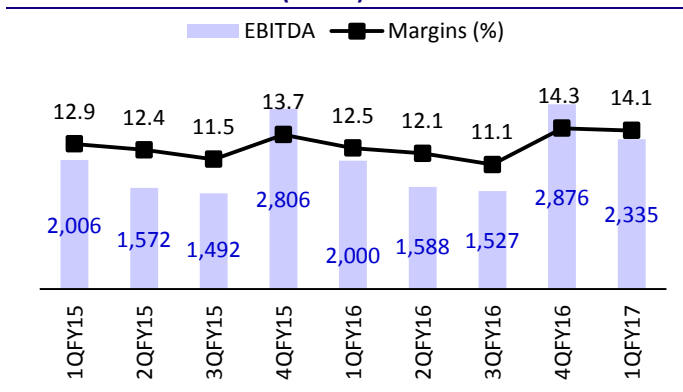
- JI reported overall revenue of INR16.6b (est. of INR17.1b), marking a growth of 3.8% on YoY basis.
- EBITDA stood at INR2.3b (est. of INR2.3) in 1QFY17, with EBITDA margins at 14.1% (est. of 13.8%), increase of 156bp.
- Consequently, adjusted PAT for the quarter stood at INR585m (est. of INR531m) as against INR144m in 1QFY16.

**Exhibit 1: Consolidated revenue trend (INR m)**



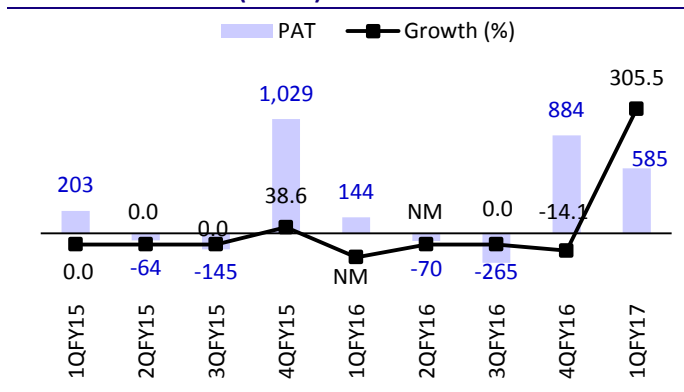
Source: Company, MOSL

**Exhibit 2: EBITDA trend (INR m)**



Source: Company, MOSL

**Exhibit 3: PAT trend (INR m)**



Source: Company, MOSL

**MIS remain under pressure, to bounce back in 2HFY17**

- On a consolidated basis, MIS de-grew by 6.7% due to lower sales in India, agro processing division improved by 7.9%(mainly led by stellar performance of US operations but subdued due to lesser than expected growth in exports from India despite domestic operations growing by 29%), pipe division increased by 20%( in line with growth of Indian business which continues to have strong order book and business outlook and sheet business growing by 8.4%).
- Primary reason for slow growth in Indian market is attributed to lower water tables during early part of the year in the key markets of the Company such as Maharashtra and drop in project revenue on account of execution being pushed into the subsequent quarters. Even Madhya Pradesh and Rajasthan had lower sales as compared with same quarter last year. However, the states such as Andhra Pradesh, Tamil Nadu, Karnataka, Gujarat demonstrated double digit growth.

- Contribution of overseas markets in consolidated revenue was at 40% (from 41% in 1QFY16). Increase in the contribution of Indian business on account of better performance by Agro Processing Business on domestic side as compared with its export.
- In food processing segment (operating as a independent subsidiary from April 2016 onwards), exports were low in Middle-east and Europe in this quarter while domestic consumption was healthy. The management expects a healthy growth of ~20% in this segment in this segment.
- Also, record amount of mango pulp was processed in this quarter (~INR5.7bn sale value) and order book of ~INR 4.5bn will be shipped in next 2-3 quarters.
- JI exported its first Frozen Aamras export order to US in this segment in this quarter and the management believes it will take 6-9 months to distribute the product on a PAN India basis.
- In 1QFY17, ~3.8bn was revenue from this segment of which ~Rs1.6bn came from India( ~Rs1.2bn Fruits and 0.45bn onion processing)
- MIS segment had flattish growth in India (INR3.42 bn) with 20% de-growth in Maharashtra region due to drought condition). The management expects a healthy growth of ~16%-18% in this segment for FY17 mainly due to expected pickup in both retail and project segment in 2HFY17.
- Overall standalone revenue increased by 4.1% led by 4.7% growth in Domestic Business and negative growth of 5% in exports as compared with same period last year. Hi-tech Agri Inputs Products division de-grew by 9.2%, within which Micro Irrigation Systems business had negative growth of 12.3 % and Tissue Culture grew by 11.4%. Plastics Division grew by 17.6%. Within Plastics Division, piping business registered double digit growth on account of continued institutional sales. Plastic sheets business remained subdued.
- Current India order books stands at ~Rs 16.5bn which consist of ~Rs 7.5bn worth of order for Hi tech Agri Input Division, followed by ~Rs5.7bn worth of orders for Agro Processing Division

Exhibit 4: MIS business growth by segment				MIS business contribution by segment			
Segment	1QFY16	1QFY17	YoY	Segment	1QFY16	1QFY17	YoY
Retail	3,445	3,417	-1%	Retail	74%	84%	10%
Project	929	321	-65%	Project	20%	8%	-12%
Export	258	326	26%	Export	6%	8%	2%
<b>Total</b>	<b>4,632</b>	<b>4,064</b>	<b>-12%</b>	<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>0%</b>

Source: Company, MOSL

**Exhibit 5: Break-up of MIS receivables (INR b)**

MIS -Receivables	FY13	FY14	1QFY15	2QFY15	3QFY15	4QFY15	1QFY16	2QFY16	3QFY16	4QFY16	1QFY17
Dealer and Institutional	2.8	3.5	3.3	2.9	2.7	2.8	2.1	2.4	2.6	2.8	3.5
Project	2.4	3.4	4.0	4.4	3.4	2.9	3.0	3.2	3.3	3.0	3.4
Govt. Subsidy	7.1	3.9	3.4	2.6	2.7	2.6	3.7	3.4	3.0	2.7	3.9
Export	0.4	1.0	0.8	0.6	0.7	0.8	0.7	1.2	0.5	0.8	1.0
<b>Total</b>	<b>12.7</b>	<b>11.9</b>	<b>11.5</b>	<b>10.5</b>	<b>9.5</b>	<b>9.1</b>	<b>9.5</b>	<b>10.3</b>	<b>9.4</b>	<b>9.3</b>	<b>11.9</b>

Source: Company, MOSL

**Exhibit 6: Hi-tech(standalone) working capital trend**

Segment	4QFY16	1QFY17
Inventory days	84	96
Debtor days (Gross)	206	199
Net WC days	218	226

Source: Company, MOSL

**Exhibit 7: Plastic (standalone) working capital trend**

Segment	4QFY16	1QFY17
Inventory days	41	47
Debtor days (Gross)	116	121
Net WC days	79	55

Source: Company, MOSL

**Exhibit 8: Consolidated segment-wise Revenue contribution**

Segment	Contribution
Hi-tech Agri inputs	45%
Plastics Division	32%
Agro processing division	22%
Others	2%

Source: Company, MOSL

**Exhibit 9: Standalone segment-wise Revenue contribution**

Segment	Contribution
Hi-tech Agri inputs	47%
Plastics Division	51%
Others	3%

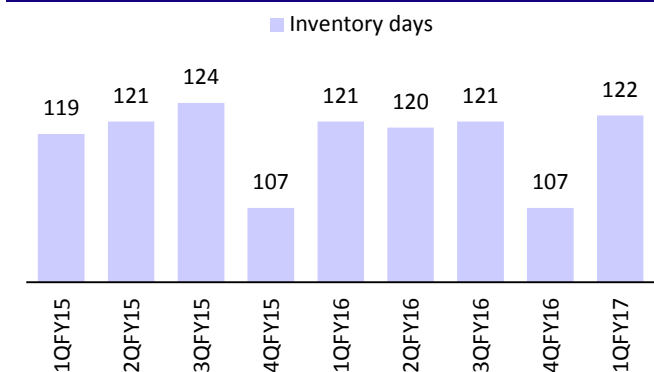
Source: Company, MOSL

**Exhibit 10: Consolidated Geographical mix Standalone Geographical mix**

Segment	1QFY16	1QFY17	YoY	Segment	1QFY16	1QFY17	YoY
India	59%	60%	7%	Domestic	94%	94%	5%
Rest of World	41%	40%	1%	Export	6%	6%	-5%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>4%</b>	<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>4%</b>

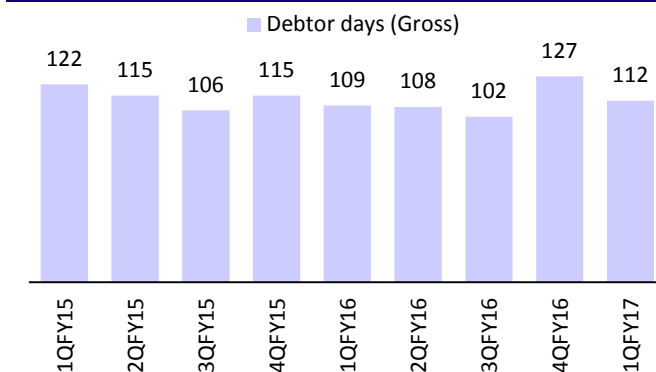
Source: Company, MOSL

**Exhibit 11: Cons. inventory days trend**



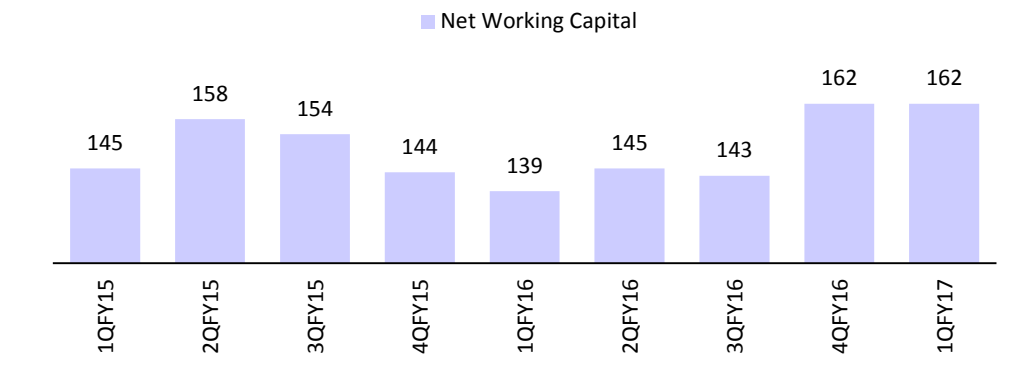
Source: Company, MOSL

**Exhibit 12: Cons. receivable days trend**



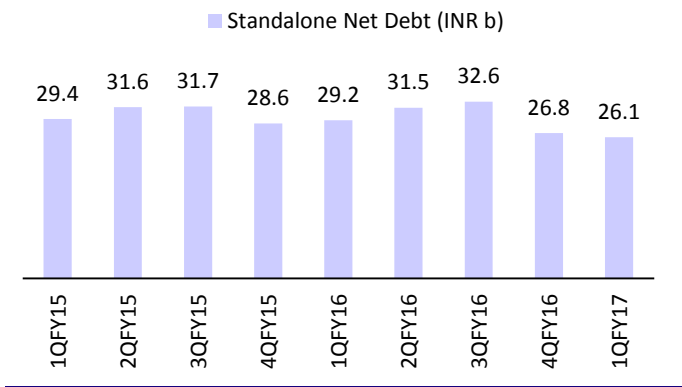
Source: Company, MOSL

**Exhibit 13: Cons. net working capital days trend**



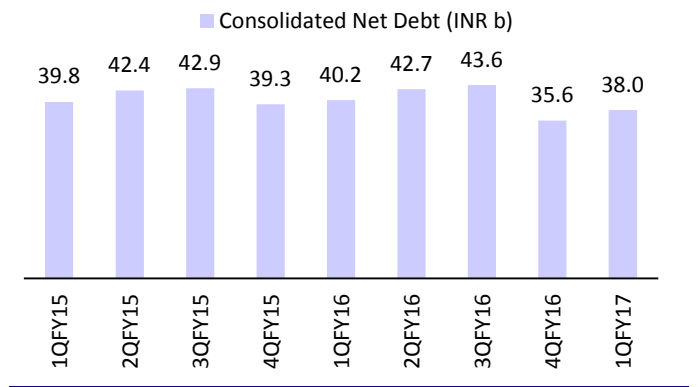
Source: Company, MOSL

**Exhibit 14: Standalone net debt**



Source: Company, MOSL

**Exhibit 15: Consolidated net debt**



Source: Company, MOSL

## Valuation and view

We value JI at a multiple of 11x FY18E EPS which we believe is justified considering:

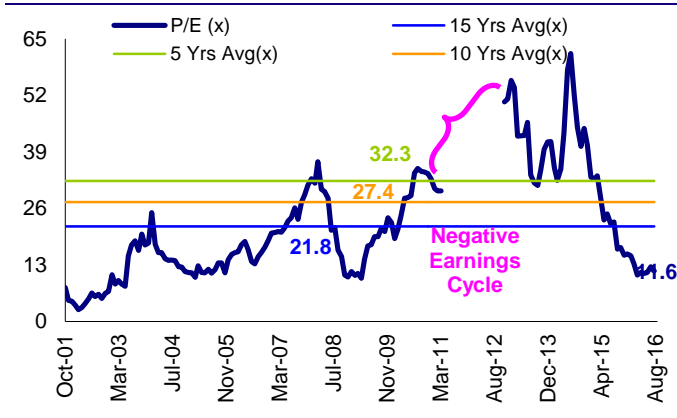
### India’s largest MIS player with a dominant market share of 55%

Jl is the largest player in India's organized micro irrigation sector, with a dominant market share of 55% and much higher than the second largest player Netafim (20% market share). There remains immense potential for micro irrigation in India as out of total irrigation potential of ~140 Mha and MIS potential of ~69.5 Mha, only 5 Mha (~3.5% of the total irrigation potential) is covered under MIS currently, implying significant growth potential over the long term. JI with its dominant market leadership is best placed to capture this growth potential.

### Strong leadership in the high-growth food processing business

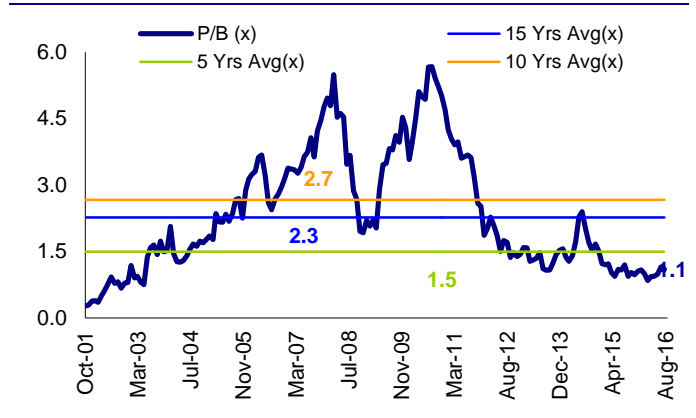
Jl is India’s largest player in the food processing sector, with a market share of ~30% and is the third largest in the world. Only 2% of India’s total produce is processed, compared to ~60-80% in some developed countries (80% US and Malaysia). Also, India's share in the global food trade is a miniscule 1.5%. Given the growing demand for processed food, due to lifestyle changes and storage advantages, the segment is expected to be a strong growth driver for the company.

Exhibit 16: 15-year PE band



Source: Company, MOSL

Exhibit 17: 15-year PB band



Source: Company, MOSL

We value the stock at 11x FY18E EPS and arrive at a target price of INR90 – 15% upside. Maintain **Buy** rating.

Story in charts

Exhibit 18: JI is the market leader in MIS business in India

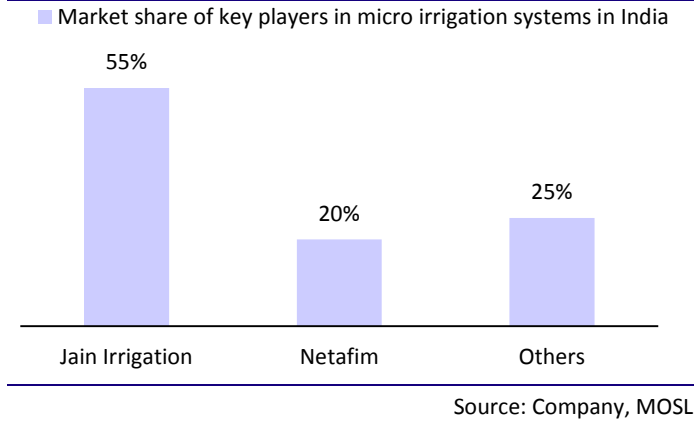


Exhibit 19: MIS penetration in India is lowest in world

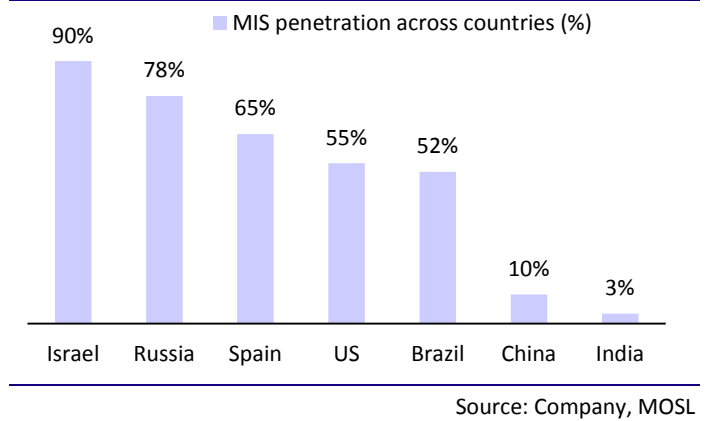


Exhibit 20: PAT to grow at CAGR of 101%

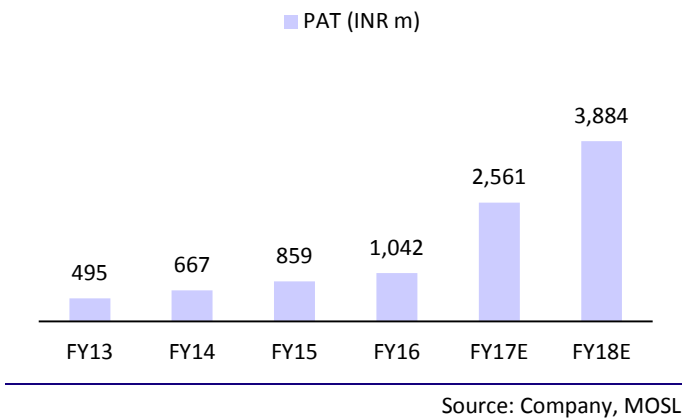


Exhibit 21: Debt to equity to decline from 1.8x to 0.9x

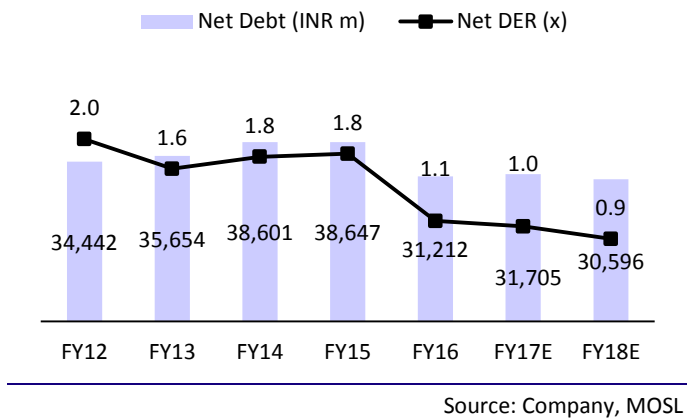


Exhibit 22: Food processing is another key opportunity for JI

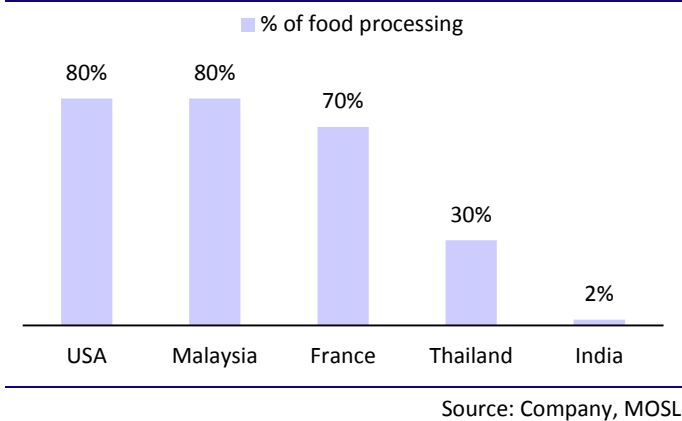
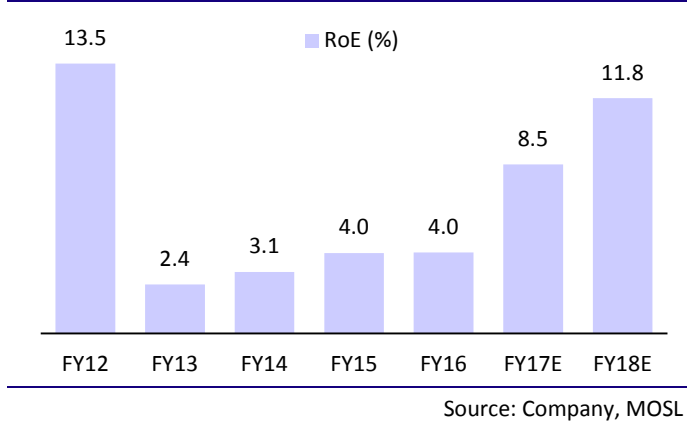


Exhibit 23: RoE to improve



## Key assumptions

### Exhibit 24: Key assumptions

Assumptions	FY13	FY14	FY15	FY16	FY17E	FY18E
1. Micro Irrigation Systems	14,040	17,087	18,158	17,232	19,686	22,288
% growth (YoY)	-26%	22%	6%	-5%	14%	13%
% of net sales	27%	29%	29%	27%	27%	26%
2. Plastic Piping Systems	11,157	13,929	13,015	14,301	16,303	18,771
% growth (YoY)	13%	25%	-7%	10%	14%	15%
% of net sales	22%	23%	21%	22%	22%	22%
3. Agro Processing	5,399	6,729	8,397	8,426	9,598	11,150
% growth (YoY)	4%	25%	25%	0%	14%	16%
% of net sales	11%	11%	13%	13%	13%	13%
4. Others	3,039	2,675	2,465	2,530	3,322	4,180
% growth (YoY)	35%	-12%	-8%	3%	31%	26%
% of net sales	6%	4%	4%	4%	4%	5%
5. Net Subsidiary Sales	16,156	17,277	19,562	20,736	23,846	27,423
% growth (YoY)	33%	7%	13%	6%	15%	15%
% of net sales	31%	29%	31%	32%	32%	32%
<b>Total Gross Sales</b>	<b>51,334</b>	<b>59,859</b>	<b>63,147</b>	<b>64,532</b>	<b>74,128</b>	<b>85,284</b>
Less: Excise Duty	1,117	1,578	1,566	1,600	1,838	2,115
<b>Net Sales</b>	<b>50,217</b>	<b>58,281</b>	<b>61,581</b>	<b>62,932</b>	<b>72,289</b>	<b>83,169</b>
% growth (YoY)	2%	16%	6%	2%	15%	15%

Source: Company, MOSL



## Financials and Valuations

Consolidated - Income Statement						(INR Million)	
Y/E March	FY12	FY13	FY14	FY15	FY16	FY17E	FY18E
<b>Net Sales</b>	<b>49,206</b>	<b>50,217</b>	<b>58,281</b>	<b>61,527</b>	<b>62,917</b>	<b>71,622</b>	<b>81,816</b>
Change (%)	18.5	2.1	16.1	5.6	2.3	13.8	14.2
<b>EBITDA</b>	<b>8,155</b>	<b>7,253</b>	<b>7,700</b>	<b>7,797</b>	<b>8,165</b>	<b>9,845</b>	<b>11,492</b>
Margin (%)	16.6	14.4	13.2	12.7	13.0	13.7	14.0
Depreciation	1,441	1,696	2,045	2,441	2,636	2,811	2,944
<b>EBIT</b>	<b>6,714</b>	<b>5,558</b>	<b>5,654</b>	<b>5,357</b>	<b>5,529</b>	<b>7,034</b>	<b>8,548</b>
Int. and Finance Charges	4,768	4,855	4,676	4,693	4,769	4,262	4,142
Other Income - Rec.	345	668	463	410	413	430	450
<b>PBT bef. EO Exp.</b>	<b>2,290</b>	<b>1,370</b>	<b>1,441</b>	<b>1,074</b>	<b>1,173</b>	<b>3,202</b>	<b>4,855</b>
EO Expense/(Income)	0	1,245	2,300	759	206	0	0
<b>PBT after EO Exp.</b>	<b>2,290</b>	<b>125</b>	<b>-860</b>	<b>315</b>	<b>967</b>	<b>3,202</b>	<b>4,855</b>
Current Tax	-419	175	233	78	109	640	971
Deferred Tax	422	-95	-695	-317	0	0	0
Tax Rate (%)	0.2	63.9	53.7	-75.9	11.2	20.0	20.0
<b>Reported PAT</b>	<b>2,286</b>	<b>45</b>	<b>-398</b>	<b>554</b>	<b>858</b>	<b>2,561</b>	<b>3,884</b>
<b>PAT Adj for EO items</b>	<b>2,286</b>	<b>495</b>	<b>667</b>	<b>859</b>	<b>1,042</b>	<b>2,561</b>	<b>3,884</b>
Change (%)	-20.6	-78.4	34.9	28.8	21.2	145.9	51.6
Margin (%)	4.6	1.0	1.1	1.4	1.7	3.6	4.7
Less: Mionrity Interest	51	14	0	-8	24	29	35
<b>Net Profit</b>	<b>2,235</b>	<b>480</b>	<b>667</b>	<b>867</b>	<b>1,017</b>	<b>2,532</b>	<b>3,849</b>

Consolidated - Balance Sheet						(INR Million)	
Y/E March	FY12	FY13	FY14	FY15	FY16	FY17E	FY18E
Equity Share Capital	810	910	925	925	953	953	1,025
Equity Share Warrants	348	162	0	0	0	0	0
<b>Net Worth</b>	<b>17,537</b>	<b>21,680</b>	<b>21,755</b>	<b>21,399</b>	<b>28,851</b>	<b>30,982</b>	<b>34,410</b>
Minority Interest	498	0	205	0	692	692	692
Deferred Liabilities	1,755	1,841	1,412	1,201	1,522	1,522	1,522
Total Loans	37,986	38,051	40,583	42,309	36,020	35,020	34,020
<b>Capital Employed</b>	<b>57,775</b>	<b>61,572</b>	<b>63,955</b>	<b>64,909</b>	<b>67,086</b>	<b>68,216</b>	<b>70,645</b>
Gross Block	33,528	37,726	41,514	43,664	47,315	49,615	51,915
Less: Accum. Deprn.	9,793	11,640	13,742	16,057	18,693	21,504	24,448
<b>Net Fixed Assets</b>	<b>23,735</b>	<b>26,086</b>	<b>27,771</b>	<b>27,607</b>	<b>28,623</b>	<b>28,112</b>	<b>27,467</b>
Capital WIP	1,980	749	807	526	0	0	0
<b>Total Investments</b>	<b>236</b>	<b>38</b>	<b>14</b>	<b>621</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>48,180</b>	<b>50,405</b>	<b>52,258</b>	<b>53,687</b>	<b>58,464</b>	<b>59,137</b>	<b>65,565</b>
Inventory	14,614	17,231	18,364	18,566	19,199	21,326	24,527
Account Receivables	22,712	19,547	17,994	19,541	22,485	19,726	20,788
Cash and Bank Balance	3,308	2,359	1,968	3,041	3,808	7,293	7,922
Loans and Advances	7,546	11,269	13,932	12,539	12,972	10,792	12,328
<b>Curr. Liability &amp; Prov.</b>	<b>17,073</b>	<b>16,636</b>	<b>18,089</b>	<b>18,890</b>	<b>22,597</b>	<b>21,627</b>	<b>24,982</b>
Account Payables	13,692	13,379	13,433	13,566	13,424	17,881	20,643
Other Current Liabilities	2,673	2,716	4,040	4,708	8,492	2,943	3,362
Provisions	708	541	617	616	681	803	977
<b>Net Current Assets</b>	<b>31,107</b>	<b>33,770</b>	<b>34,169</b>	<b>34,797</b>	<b>35,868</b>	<b>37,510</b>	<b>40,582</b>
Deferred Tax Assets	718	929	1,194	1,358	1,595	1,595	1,595
<b>Appl. of Funds</b>	<b>57,775</b>	<b>61,572</b>	<b>63,955</b>	<b>64,909</b>	<b>67,086</b>	<b>68,216</b>	<b>70,645</b>

E: MOSL Estimates

## Financials and Valuations

### Ratios

Y/E March	FY12	FY13	FY14	FY15	FY16	FY17E	FY18E
<b>Basic (INR)</b>							
<b>EPS</b>	<b>5.6</b>	<b>1.1</b>	<b>1.4</b>	<b>1.9</b>	<b>2.2</b>	<b>5.4</b>	<b>7.6</b>
Cash EPS	9.2	4.8	5.9	7.1	7.7	11.3	13.3
BV/Share	43.3	47.7	47.0	46.3	60.5	65.0	67.1
DPS	1.0	0.6	0.6	0.6	0.5	0.8	1.0
Payout (%)	20.6	588.3	-68.0	50.2	29.4	15.7	12.7
<b>Valuation (x)</b>							
P/E				42.0	35.7	14.5	10.3
Cash P/E				10.9	10.1	6.9	5.9
P/BV				1.7	1.3	1.2	1.2
EV/Sales				1.2	1.1	0.9	0.8
EV/EBITDA				9.8	8.5	6.6	5.5
Dividend Yield (%)				0.7	0.7	1.1	1.3
<b>Return Ratios (%)</b>							
RoE	13.5	2.4	3.1	4.0	4.0	8.5	11.8
RoCE	14.0	3.9	4.6	16.1	8.2	9.1	10.7
RoIC	14.2	3.6	4.4	15.5	8.0	9.2	11.2
<b>Working Capital Ratios</b>							
Asset Turnover (x)	0.9	0.8	0.9	0.9	0.9	1.0	1.2
Inventory (Days)	108.4	125.2	115.0	110	111	109	109
Debtor (Days)	168	142	113	116	130	101	93
Creditor (Days)	102	97	84	80	78	91	92
Working Capital Turnover (Days)	206	228	202	188	186	154	146
<b>Leverage Ratio (x)</b>							
Debt/Equity	2.2	1.8	1.9	2.0	1.2	1.1	1.0

### Consolidated-Cash Flow Statement

(INR Million)

Y/E March	FY12	FY13	FY14	FY15	FY16	FY17E	FY18E
Net Profit / (Loss) Before Tax	2,286	125	-860	311	1,173	3,202	4,855
Depreciation	1,441	1,696	2,045	2,441	2,636	2,811	2,944
Interest & Finance Charges	4,157	4,855	4,676	4,693	4,356	3,833	3,692
Direct Taxes Paid	938	295	41	271	109	640	971
(Inc)/Dec in WC	-6,166	-3,127	-1,551	-868	2,436	1,843	-2,444
<b>CF from Operations</b>	<b>781</b>	<b>3,254</b>	<b>4,270</b>	<b>6,306</b>	<b>10,492</b>	<b>11,048</b>	<b>8,077</b>
Others	69	1,021	1,461	307	-206	0	0
<b>CF from Operating incl EO</b>	<b>850</b>	<b>4,275</b>	<b>5,731</b>	<b>6,613</b>	<b>10,286</b>	<b>11,048</b>	<b>8,077</b>
(inc)/dec in FA	-5,270	-2,943	-2,615	-2,093	-3,125	-2,300	-2,300
<b>Free Cash Flow</b>	<b>-4,420</b>	<b>1,333</b>	<b>3,116</b>	<b>4,520</b>	<b>7,161</b>	<b>8,748</b>	<b>5,777</b>
(Pur)/Sale of Investments	-114	-459	-407	-385	0	0	0
Others	55	20	138	189	413	430	450
<b>CF from Investments</b>	<b>-5,330</b>	<b>-3,383</b>	<b>-2,885</b>	<b>-2,288</b>	<b>-2,712</b>	<b>-1,870</b>	<b>-1,850</b>
Issue of Shares	14	3,903	0	0	4,528	0	72
(Inc)/Dec in Debt	8,143	-586	1,216	1,656	-6,289	-1,000	-1,000
Interest Paid	-4,051	-4,843	-4,638	-4,641	-4,769	-4,262	-4,142
Dividend Paid	-448	-469	-265	-270	-252	-401	-494
Others	16	162	485	-353	-24	-29	-35
<b>CF from Fin. Activity</b>	<b>3,674</b>	<b>-1,832</b>	<b>-3,202</b>	<b>-3,608</b>	<b>-6,806</b>	<b>-5,693</b>	<b>-5,598</b>
<b>Inc/Dec of Cash</b>	<b>-805</b>	<b>-939</b>	<b>-356</b>	<b>717</b>	<b>768</b>	<b>3,484</b>	<b>629</b>
Add: Beginning Balance	4,114	3,298	2,324	2,324	3,041	3,808	7,293
<b>Closing Balance</b>	<b>3,308</b>	<b>2,359</b>	<b>1,968</b>	<b>3,041</b>	<b>3,808</b>	<b>7,293</b>	<b>7,922</b>

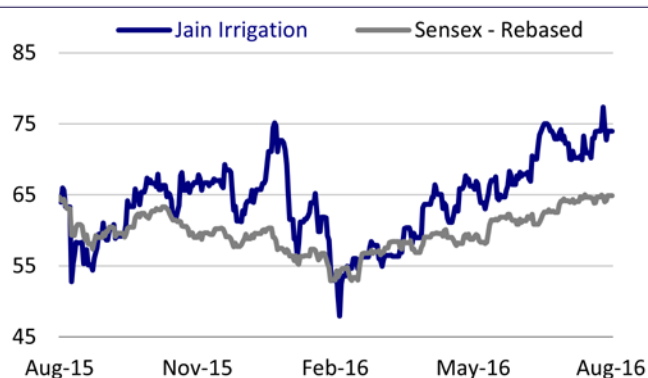
E: MOSL Estimates

## Corporate profile

### Company description

Established in 1986, JI is a transnational organization headquartered at Jalgaon, Maharashtra, India. JI employs over 5,000 associates and manufactures a number of products, including drip and sprinkler irrigation systems, PVC & PE piping systems, plastic sheets, green houses, bio-fertilizers, solar products including water-heating systems, photovoltaic appliances and solar pumps. JI processes fruits and vegetables into aseptic concentrates, frozen fruits and dehydrated vegetables, respectively. It has 21 manufacturing plants spread over 5 continents and its products are supplied to 110 countries through 3,000 dealers and distributors worldwide.

Exhibit 1: Sensex rebased



Source: MOSL/Bloomberg

Exhibit 2: Shareholding pattern (%)

	Jun-16	Mar-16	Jun-15
Promoter	30.9	30.9	28.7
DII	3.4	3.5	2.0
FII	44.8	42.5	41.6
Others	20.8	23.0	27.7

Note: FII Includes depository receipts Source: Capitaline

Exhibit 3: Top holders

Holder Name	% Holding
Mkcp Institutional Investor (Mauritius) li Ltd	7.7
International Finance Corporation	2.9
Templeton Funds -Templeton Foreign Fund	2.7
College Retirement Equities Fund-Stock Account	1.9
Dimensional Emerging Markets Value Fund	1.8

Source: Capitaline

Exhibit 4: Top management

Name	Designation
Ashok B Jain	Chairman
Anil B Jain	Managing Director
Ajit B jain	Joint Managing Director
Atul Bhavarlal Jain	Joint Managing Director
A V Ghodgaonkar	Company Secretary

Source: Capitaline

Exhibit 5: Directors

Name	Name
Ghanshyam Dass*	D R Mehta*
Radhika C Pereira*	H P Singh*
R Swaminathan	Vasant V Warty*

\*Independent

Exhibit 6: Auditors

Name	Type
Haribhakti & Co	Statutory
V Laxman & Co	Secretarial Audit

Source: Capitaline

Exhibit 7: MOSL forecast v/s consensus

EPS (INR)	MOSL forecast	Consensus forecast	Variation (%)
FY17	5.4	4.7	15.3
FY18	7.6	7.0	8.6

Source: Bloomberg

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