Q4FY24 Result Update I Chemicals I 31 May 2024

NOCIL Ltd.

High competitive intensity, premium valuations, bumpy road ahead, Maintain SELL

NOCIL reported weak operational performance during the quarter. Revenue de-grew by ~9% YoY but grew by ~5% QoQ. Volume grew by 2% YoY & 12% QoQ largely led by strong offtake in export market, although realization remained weak declining by 11% YoY & 7% QoQ. Domestic market remained muted because of heavy imports from China & it is anticipated to continue in the coming quarters as well. Management stated that NOCIL is well placed & will be able to ride the negatives currently faced by rubber chemical players & expects long-term outlook is good because of robust tyre & replacement demand. Higher competition from China is a major concern as imports of accelerator witnessed ~32% YoY growth in FY24 which impacted gross & EBITDA spreads & led to subdued volumes in domestic market. Since, the business does not have protection from ADD which is the major reason why rubber chemical players are struggling to maintain margins. Adding to the tensions, some new rubber chemical supplies globally are coming up in H2FY25E which will further heighten competitive intensity globally, it remains under our watch how demand pans out. Still, the long-term growth story remains structurally positive for NOCIL, led by tyre players expanding capacity & investing to the tune of Rs200-250bn over FY24-26E leading to increased usage of rubber chemicals. However, higher competitive intensity, weak return ratios & premium valuations make NOCIL unattractive at current juncture. Hence, we maintain our SELL rating on the stock.

${\bf Q4FY24}\ reported\ weak\ EBITDA\ spreads,\ Chinese\ imports\ a\ major\ cause\ of\ concern$

- Realization declined by 11% YoY & 7% QoQ largely because of weak demand from domestic market & higher imports. The company's gross spread per kg declined by 7% YoY & 15% QoQ to Rs ~107 per kg in Q4FY24.
- Considering uncertainity owing to higher imports of rubber chemicals from China & other countries which
 increases competitive intensity, we remain cautious on operating spreads and volumes of the company.
- Accordingly, we model in EBITDA spreads of ~Rs 39/44.5 per kg for FY25/FY26E respectively, factoring in cut
 of 6%/5% on FY25/26E respectively.
- We have witnessed higher imports in FY24 to the tune of 32% YoY of rubber accelerators and with competitors in China dumping along with expanding their capacity coupled with subdued demand in Chinese market is leading to higher dumping in world markets including India.

Sequentially volumes higher, mid high single digit volume growth for next 3 years

- In Q4FY24, volume grew by ~2% YoY & 12% QoQ. Generally speaking Q4 volumes remains high because of higher stocking by tyre companies. Management stated that domestic volumes remained subdued but export volumes witnessed recovery despite weak & global recessionary trends persisting. With domestic tyre companies increasing capacity and investing close to Rs200-250bn over FY23-26E, we feel there is no worry on incremental demand growth for the next 3 years.
- We expect that the company expanded capacity of 55,000 TPA is likely to reach optimum utilization levels in the next 2 years. On the back of this, we expect NOCIL to report volume CAGR growth of mere ~7.5% from FY24-26E.

Valuations

- We feel that near term concerns like highly competitive intensity led by surge in Chinese imports, global recessionary trends impacting volumes, weaker return ratios, lowering speciality sales & premium valuations make NOCIL unattractive as an investment bet.
- We value the stock on P/E multiple maintaining ~20x P/E on March 26E projections and arrive at target price
 of 213 per share which indicates downside of ~18% from the current level. Hence, we maintain our SELL
 rating on the stock.

Y/E Mar (Rs mn)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	Q4FY24E	Var (%)
Revenue	3,565	3,927	-9.2	3,406	4.7	3,665	-2.7
Operating cost	3,119	3,430	-9.1	2,918	6.9		
EBITDA	446	497	-10.3	489	-8.7	525	-15.0
EBITDA margin (%)	12.5	12.7	(15) bps	14.3	(183) bps	14.3	(181) bps
Depreciation	133	139	-4.0	135	-1.3		
Interest	4	3	55.6	5	-16.0		
Other Income	247	29	740.5	58	323.8		
Exceptional Items	-	-	NA	-	NA		
PBT	556	385	44.3	407	36.6		
Taxes paid	140.60	102	37.7	107	31.5		
PAT	415	283	46.7	300	38.5	311	33.6

Source: Company, SMIFS Research Estimates



Rating: SELL	Downside: ~18%
Current Price: 259	Target Price: 213
Earlier Recommendation	
Previous Rating:	SELL

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|Market data

Previous Target Price:

Bloomberg:	NOCIL: IN
52-week H/L (Rs):	298/204
Mcap (Rs bn/USD bn):	43.2/0.52
Shares outstanding (mn):	166.6
Free float:	65.0%
Daily vol. (3M Avg.):	0.66mn
Face Value (Rs):	10

Source: Bloomberg, SMIFS Research

|Shareholding pattern (%)

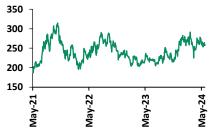
	Mar-24	Dec-23	Sep-23	Jun-23
Promoter	33.8	33.8	33.8	33.8
FIIs	7.8	7.0	6.4	5.4
DIIs	3.5	2.9	3.6	4.7
Public/others	54.9	56.3	56.2	56.1
Source: BSE				
Pro. Pledging	(%)			
Pledging	13.1	9.7	10.1	10.4

|Price performance (%)*

	1M	3M	12M	36M
NIFTY 50	-0.5	0.7	20.7	45.7
NIFTY 500	0.2	3.4	33.2	60.4
NOCIL	-3.6	-1.5	20.8	28.3

*as on 30th May 2024; Source: AceEquity, SMIFS Research

| 3 Year Price Performance Chart



Source: NSE

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Y/E Mar (Rs mn)	Revenue	YoY (%)	EBITDA	EBITDA (%)	Adj PAT	YoY (%)	Adj EPS	RoE (%)	RoCE (%)	Adj P/E (x)	EV/EBITDA (x)
FY22	15,713	69.9	2,862	18.2	1,761	99.2	10.6	12.9	12.9	22.5	13.6
FY23	16,166	2.9	2,527	15.6	1,492	-15.3	9.0	10.0	10.0	27.2	15.0
FY24	14,447	-10.6	1,950	13.5	1,330	-10.8	8.0	8.2	8.2	29.7	17.8
FY25E	14,946	3.5	2,246	15.0	1,428	7.4	8.6	8.2	8.2	30.2	17.0
FY26E	16,632	11.3	2,727	16.4	1,772	24.1	10.6	9.6	9.6	24.4	13.9



Analyst Call Highlights

- **Demand outlook:** The demand of rubber chemical in the exports market stabilized, however, headwinds like increasing imports by China & volatile raw material prices still linger around. Domestic demand is struggling & higher imports particularly from China is leading to a spoilsport. Latex segment which was earlier struggling has now witnessed pickup, although, a long road yet to full recovery. Demand of rubber chemicals is expected to increase in the long term with subsequent pick up in auto, tyre sector and other allied sector which consumes rubber.
- Sales volume & capacity utilization: The company reported volume growth of ~2% QoQ & 12% QoQ in Q4FY24. The capacity utilization stood at ~70% in Q4FY24. For FY24, volumes grew by 2% YoY & capacity utilization stood at ~65%. Sequential volume growth is because of higher volumes in the export market, despite weak ecocnomic conditions globally. Managament stated that company has added new customers in the recent months which also contributed to growth.
- Domestic volumes subdued in FY24. For FY24, domestic volumes remained flattish on YoY basis because of higher dumping from China. It is anticipated that volumes might pickup going ahead.
- Realizations: During the quarter realizations declined by ~11% YoY & 7% QoQ. Overall for FY24, realizations declined by 12% YoY.
- Tyre sector outlook: The domestic OEM auto and tyre sector has witnessed good performance and the long-term growth outlook is intact. Replacement demand which constitutes 60-70% of tyre sector has faced headwinds led by weak pickup in demand but is anticipated to witness growth ging ahead. Global tyre players globally have lined up Rs550bn-600bn & domestic players have lined by Rs200-250bn over FY24-26E in creating additional capacities which bodes well for companies like NOCIL and other rubber chemical companies.
- Export market outlook: Export market has witnessed good momentum at a time when economic scenario is bleak
- With EBITDA & Gross spreads per kg at multi year lows, management stated things have nearly bottomed out & growth outlook looks good led by rising volumes from the existing capacity, focus on speciality products, exploring high margin export markets & anticipation of less Chinese imports.
- The company is planning to add 20% of the base capacity at a capex of Rs2.5bn. The approved capex will primarily be funded through internal accruals as company has surplus cash to the tune of Rs2.75bn as on FY24 on its books.



Valuation and Recommendations

We feel that near term concerns like highly competitive intensity led by surge in Chinese imports, global recessionary trends impacting volumes, weaker return ratios, lowering speciality sales & premium valuations make NOCIL unattractive as an investment bet.

We value the stock on P/E multiple maintaining ~20x P/E on March 26E projections and arrive at target price of 213 per share which indicates downside of ~18% from the current level.

Hence, we maintain our **SELL** rating on the stock.

Fig 1: 1-year forward P/E



Fig 2: 1-year forward EV/EBITDA



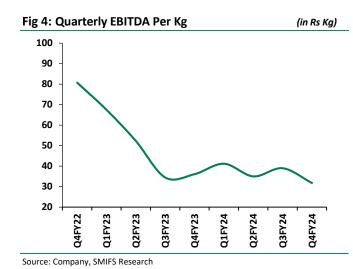
Source: AceEquity, SMIFS Research

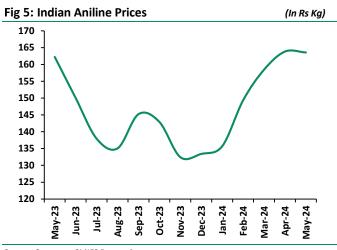
Source: AceEquity, SMIFS Research

Fig 3: Key Performance Indicators

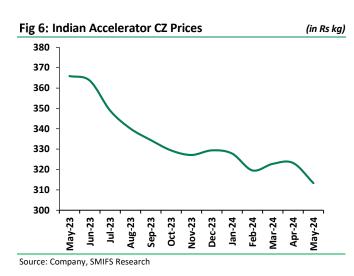
Y/E March (Rs mn)	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Total volume (in MT)	41816	40240	45919	53460	51878	53001	57173	61256
YoY Change (%)	3.0	-3.8	14.1	16.4	-3.0	2.2	7.9	7.1
Net realization (Rs/kg)	245	208	199	292	312	273	260	270
YoY Change (%)	4	-15	-4	47	7	-13	-5	4
EBITDA spreads (Rs/kg)	70	44	28	54	49	37	39	45
YoY Change (%)	7.1	-36.7	-35.7	87.9	-9.0	-24.5	6.7	13.3

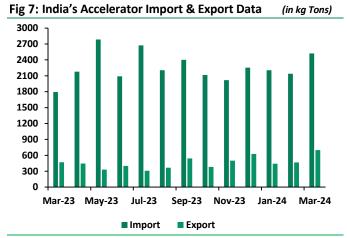




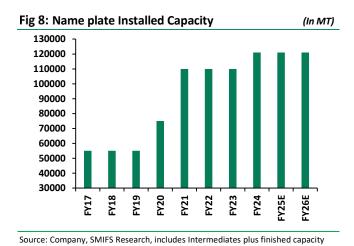


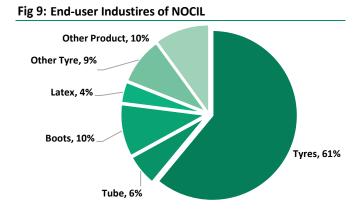
Source: Company, SMIFS Research





Source: Company, SMIFS Research





Source: Company, SMIFS Research



Quarterly financials, operating metrics and key performance indicators

Fig 10: Quarterly Financials

Y/E March (Rs mn)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Net Sales	5089	3892	3257	3927	3967	3509	3406	3565
Raw Materials	2726	2057	1759	2335	2274	1982	1830	2065
Employee Costs	240	213	214	208	245	239	239	198
Other Expenditure	1090	1003	907	887	893	835	849	855
EBITDA	1033	620	377	497	555	453	489	446
Depreciation	137	140	142	139	129	131	135	133
Interest	3	3	3	3	4	3	5	4
Other Income	4	9	21	29	50	46	58	247
PBT	897	486	253	385	472	365	407	556
Tax	232	128	67	102	129	94	107	141
Tax rate (%)	25.9	26.4	26.4	26.5	27.3	25.7	26.3	25.3
Reported PAT	665	357	186	283	343	272	300	415
YoY Growth (%)								
Revenue	47.7	3.8	-16.2	-15.1	-22.1	-9.9	4.6	-9.2
EBITDA	40.1	23.3	-25.7	-55.4	-46.3	-27.0	29.5	-10.3
PAT	40.2	19.1	-37.5	-58.9	-48.4	-24.0	61.1	46.7
QoQ Growth (%)								
Revenue	10.0	-23.5	-16.3	20.6	1.0	-11.5	-2.9	4.7
EBITDA	-7.3	-40.0	-39.2	31.8	11.6	-18.4	7.9	-8.7
PAT	-3.5	-46.3	-47.9	52.1	21.1	-20.8	10.5	38.5
Margin (%)								
Gross	46.4	47.2	46.0	40.5	42.7	43.5	46.3	42.1
EBITDA	20.3	15.9	11.6	12.7	14.0	12.9	14.3	12.5
PAT	13.1	9.2	5.7	7.2	8.6	7.7	8.8	11.7
Employee cost as % of sales	4.7	5.5	6.6	5.3	6.2	6.8	7.0	5.6
Other expenses as % of sales	21.4	25.8	27.8	22.6	22.5	23.8	24.9	24.0
Operational Metrics								
Volumes (In KMT)	15.3	11.9	10.9	13.8	13.5	12.9	12.5	14.1
Realization per kg	333	328	297.7	285	294	271.2	271.9	253.6
Gross spreads per kg	154.5	154.8	136.9	115.5	125.6	118.0	125.8	106.7
EBITDA spreads per kg	67.5	52.3	34.5	36.1	41.2	35.0	39.0	31.7
Source: Company, SMIFS Rese	arch Estimate	١ς						

Source: Company, SMIFS Research Estimates

Fig 11: Change in Estimates

	New Estimates		Old Est	imates	Change	Change (%)		
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E		
Revenue	14,946	16,632	15,243	17,298	-2%	-4%		
EBITDA	2,246	2,727	2,386	2,983	-6%	-9%		
EBITDA Margin	15.0%	16.4%	15.7%	17.2%	(63) bps	(85) bps		
PAT	1,428	1,772	1,493	1,953	-4%	-9%		
EPS (Rs)	8.6	10.6	9.0	11.7	-5%	-9%		

- Minor cut in topline because of cut in realization factoring in high competitive intensity from imports.
- We have cut EBITDA spreads estimate by 6%/5% for FY25/FY26E respectively which led to cut in EBITDA.



Financial Statements (Consolidated)

Income Statement					
YE March (Rs mn)	FY22	FY23	FY24	FY25E	FY26E
Revenues	15,713	16,166	14,447	14,946	16,632
Raw Materials	8,593	8,877	8,151	8,254	9,033
% of sales	54.7	54.9	56.4	55.2	54.3
Employee	808	875	921	980	1,036
% of sales	5.1	5.4	6.4	6.6	6.2
Other Expenses	3,450	3,887	3,425	3,466	3,836
% of sales	22.0	24.0	23.7	23.2	23.1
EBITDA	2,862	2,527	1,950	2,246	2,727
Other Income	39	62	394	256	262
Depreciation & Amortization	483	557	528	549	570
EBIT	2,417	2,033	1,816	1,952	2,419
Finance cost	11	12	16	19	20
Core PBT	2,367	1,959	1,406	1,678	2,137
PBT	2,406	2,021	1,800	1,933	2,399
Tax-Total	645	529	470	505	627
Tax Rate (%) – Total	26.8	26.2	26.1	26.1	26.1
PAT	1,761	1,492	1,330	1,428	1,772

Source: Company, SMIFS Research Estimates

Source: Company, SMIFS Research Estimates								
Key Ratios								
YE March	FY22	FY23	FY24	FY25E	FY26E			
Growth Ratio (%)								
Revenue	69.9	2.9	-10.6	3.5	11.3			
EBITDA	118.8	-11.7	-22.8	15.1	21.4			
PAT	99.2	-15.3	-10.8	7.4	24.1			
Margin Ratios (%)								
Gross Profit	45.3	45.1	43.6	44.8	45.7			
EBITDA	18.2	15.6	13.5	15.0	16.4			
EBIT	15.4	12.6	12.6	13.1	14.5			
Core PBT	15.1	12.1	9.7	11.2	12.8			
Adj PAT	11.2	9.2	9.2	9.6	10.7			
Return Ratios (%)								
ROE	12.9	10.0	8.2	8.2	9.6			
ROCE	12.9	10.0	8.2	8.2	9.6			
Turnover Ratios (days)								
Gross block turn ratio (x)	1.5	1.7	1.5	1.5	1.6			
Adj OCF / PAT (%)	-19.1	185.8	147.1	102.4	107.2			
Inventory	77.3	64.3	56.3	60.0	60.0			
Debtors	104.5	78.1	85.9	90.0	90.0			
Creditors	50.0	28.7	29.8	30.0	30.0			
Cash conversion cycle	131.8	113.7	112.4	120.0	120.0			
Solvency Ratio (x)								
Debt-equity	0.0	0.0	0.0	0.0	0.0			
Net debt/equity	0.0	-0.2	-0.3	-0.3	-0.3			
Gross debt/EBITDA	0.0	0.0	0.1	0.1	0.0			
Current Ratio	3.3	5.2	5.9	6.1	6.0			
Interest coverage ratio	221.8	169.4	112.1	102.8	121.0			
Dividend								
DPS	3.0	3.0	3.0	3.3	3.6			
Dividend yield (%)	1.3	1.2	1.3	1.3	1.4			
Dividend payout (%)	28.4	33.5	37.6	38.5	34.1			
Per share (Rs)								
Basic EPS (reported)	10.6	9.0	8.0	8.6	10.6			
Adjusted EPS	10.6	9.0	8.0	8.6	10.6			
CEPS	13.5	12.3	11.1	11.9	14.1			
BVPS	86.7	93.1	101.9	107.2	114.2			
Valuation (x)								
Adj P/E	22.5	27.2	29.7	30.2	24.4			
P/BV	2.7	2.6	2.3	2.4	2.3			
EV/EBITDA	13.6	15.0	17.8	17.0	13.9			
EV / Sales	2.5	2.3	2.4	2.6	2.3			
Adj Mcap / Core PBT	16.4	19.3	24.6	22.7	17.7			
Adj Mcap / Adj OCF	-116.0	13.7	17.7	26.0	20.0			

Source: Company, SMIFS Research Estimates

Balance Sheet					
YE March (Rs mn)	FY22	FY23	FY24	FY25E	FY26E
Source of funds					
Capital	1,666	1,666	1,667	1,667	1,667
Reserves & Surplus	12,786	13,855	15,319	16,197	17,364
Shareholders' Fund	14,452	15,521	16,986	17,864	19,031
Total Debt	55	98	131	122	113
Other Liabilities	1,232	1,271	1,401	1,454	1,609
Total Liabilities	15,739	16,890	18,518	19,440	20,753
Application of funds					
Gross Block	9,550	9,789	10,074	10,484	10,894
Net Block	9,090	8,875	8,694	8,505	8,294
Capital WIP	84	86	162	537	1,337
Quasi Cash Investments	359	420	1,186	1,403	1,405
Other Investments	4.4	4.5	4.5	4.3	4.3
Other Non-Current Assets	329	373	347	427	470
Inventories	3,327	2,849	2,228	2,457	2,734
Sundry Debtors	4,498	3,460	3,402	3,685	4,101
Cash and bank balances	160	574	955	1,951	2,073
Current investments	176	1,763	2,808	1,763	1,763
Other current assets	278	167	367	380	397
Total Current Assets	8,440	8,813	9,759	10,235	11,069
Sundry Creditors	2,151	1,273	1,181	1,228	1,367
Other current liabilities	415	408	454	444	461
Total Current Liabilities	2,566	1,681	1,634	1,672	1,828
Net Current Assets	5,873	7,132	8,125	8,563	9,241
Total Assets	15,739	16,890	18,518	19,440	20,753

Source: Company, SMIFS Research Estimates

Cash Flow					
YE March (Rs mn)	FY22	FY23	FY24	FY25E	FY26E
Operating profit before WC changes	2,855	2,529	1,930	2,502	2,989
Changes in working capital	-2,560	796	481	-515	-443
Tax Paid	-597	-505	-402	-505	-627
Cash flow from operating activities	-302	2,820	2,009	1,481	1,919
Adj. OCF	-336	2,771	1,956	1,462	1,899
Capital expenditure	-333	-291	-159	-735	-1,160
Adj. FCF	-669	2,479	1,797	726	739
Cash flow from investing activities	312	-2,168	-774	92	-1,163
Debt	0	0	0	-9	-9
Dividend	-332	-500	-501	-550	-605
Interest and lease	-33	-49	-53	-19	-20
Cash flow from financing activities	-336	-538	-553	-578	-634
Net change in cash	-327	114	683	995	123



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