

Initiating Coverage

Mazagon Dock Shipbuilders Limited

15 July 2021



Mazagon Dock Shipbuilders Limited

Industry	LTP	Recommendation	Fair Value	Bull Case Value	Time Horizon
Shipbuilding	Rs. 254.00	Buy at LTP and add on further dip on Rs. 224	Rs. 277.5	Rs. 295.5	2 quarters

HDFC Scrip Code	MAZDOCK
BSE Code	543237
NSE Code	MAZDOCK
Bloomberg	MAZDOCKS IN
CMP July 15, 2021	254.0
Equity Capital (Rs cr)	201.7
Face Value (Rs)	10
Equity Share O/S (cr)	20.17
Market Cap (Rs cr)	5,123
Book Value (Rs)	170
Avg. 38 Wk Volumes	2,181,630
52 Week High	295.6
52 Week Low	164.0

Share holding Pattern % (Mar, 2021)	
Promoters	59.8
Institutions	6.4
Non Institutions	23.9
Total	100

Fundamental Research Analyst

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Our take

Mazagon Dock Shipbuilders (MDL) is a leading shipbuilding yard in India. After its takeover by the government of India in 1960, it has grown rapidly to become the premier war-shipbuilding yard in India, producing warships for the Indian Navy.

MDL has a large order book worth Rs. 49,700 cr that provides a strong revenue visibility. The Indian Navy has a pipeline of orders worth approximately Rs. 85,000 cr, to be executed over the medium to long term. These include next generation destroyers and corvettes, next generation vessels, few smaller ships with high-speed leading craft, and several others, which augers well for state-owned defense companies like MDL. The management expects the company's turnover to double in the next 3-4 years with a healthy operating margin.

Valuation and recommendation

We initiate buy on Mazagon Dock Shipbuilders, which is available at an attractive valuation of 6.3x of FY2023E EPS. It has (1) a strong order book, (2) a healthy dividend payout, (3) greater portion of current order book in peak stage, which negates the need to provide for liquidated damages, and (4) an EBITDA margin that is expected to improve to 7.5-8% by FY24E.

We feel investors could look at buying the stock at the LTP and add on dips to Rs 224 band (6.25x FY23E EPS) for base case fair value of the stock is Rs 277.5 (7.75x FY23E EPS) and bull case fair value is Rs 295.5 (8.25x FY23E EPS) over 2 quarters.

Financial Summary

	FY2019	FY2020	FY2021	FY2022e	FY2023e
Revenue	4,649	4,918	4,050	4,677	5,987
EBITDA	251	259	223	270	382
Depreciation & Amortisation	61	69	60	66	76
Finance Cost	4	9	8	12	17
Other Income	593	558	574	617	677
Profit for the Year	534	470	513	605	722
Earnings per Share (EPS)	23.8	21.1	25.4	30.0	35.8

Mazagon Dock Shipbuilders Limited

RoE (%)	14.7%	12.3%	13.2%	15.7%	16.6%
P/E (x)	10.6x	12.0x	10.0x	8.4x	7.1x

Source: Company, HDFC Research; Data in Rs crore

Recent developments/triggers

Key highlights of Q4FY21

Mazagon Dock Shipbuilders (MDL) reported a robust PAT growth of 198% YoY in Q4FY21 due to operational turnaround YoY and sharp increase in other Income, led by write-back of liquidated damages.

	Q4FY21	Q4FY20	YoY (%)	Q3FY21	QoQ (%)
Revenue	1105.1	1043.3	6%	1461.1	-24%
Total Expenses	1062.2	1070.5	-1%	1368.8	-22%
EBITDA	43	-27.3	-258%	92.3	-53%
Depreciation & Amortisation	17.2	20.2	-15%	17.7	-3%
EBIT	25.8	-47.5	154%	74.6	-65%
Other Income	273.4	133	106%	96	185%
Finance Cost	2.1	2.2	-5%	2.1	0%
Profit Before Tax	296.7	71	318%	160.4	85%
Tax Expenses	66.1	29.4	125%	32.7	102%
Reported PAT	259.1	74.7	247%	141.4	83%

Healthy order book and order backlog drive revenue growth

The P15 Bravo destroyer worth Rs. 22,500 cr, P17 Alpha worth Rs. 21,200 cr, P75 Stealth Frigate worth Rs. 5,500 cr, and Submarine MRLC worth Rs. 500 cr comprise the total order backlog of Rs 49,700 cr. In FY21, 80% of revenue contribution came from shipbuilding and the rest from the submarine business. Currently, the shipyard is 100% operational, with one submarine delivered in March 2021, P15 Bravo is expected to be delivered in Oct 2021 and P75 submarine will be delivered in Dec 2021. Due to the second wave of COVID-19, the sale growth for the first quarter of FY22 remained subdued. MDL management indicated that execution of P15B destroyer (~45% of the order book) and P17A Stealth Frigate (~43% of Order Book) are running as per the schedule and the delivery is expected by FY25 and FY27 respectively. The company has already delivered three submarines as a part of P75 project of six submarines while two submarines are

already in the trial and test stages with the Indian Navy. The adoption of integrated modular shipbuilding construction ensures that execution remains on track. We expect revenue CAGR of 22.3% over FY21-FY23E on account of strong execution of projects. With a strong order book and most of its ships entering the phase of execution, management believes that turnover would reach Rs. 8,000-10,000 cr. Management is optimistic on its repairing business which is gaining scale as the Indian Navy has decided not to take non-weapon-intensive ships for maintenance. Apart from this, all the Scorpene submarines required refurbishments, which will be undertaken by the company.

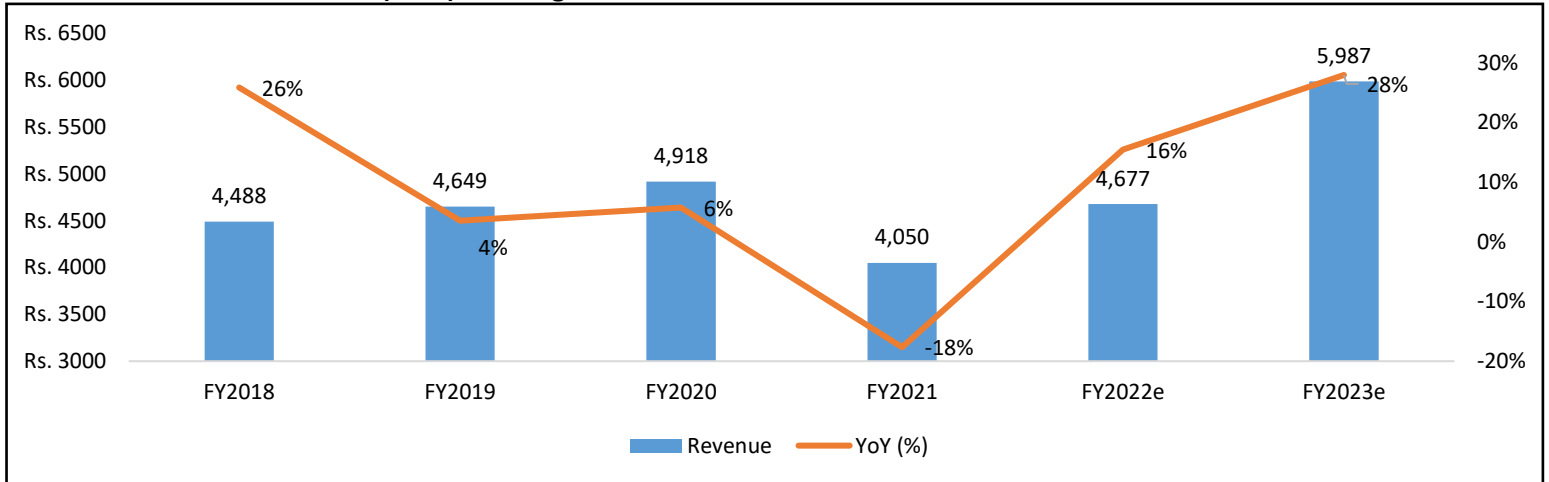
MDL is already doing MRLC (Medium re-fit and life certification), mid-refit and life certification of a submarine that it has built, that is pegged at about 1,300 crores. It is expecting another submarine somewhere next year to come to them for a refit and a large number of ships for the refit. That is going to be another vertical, it is only handling right now, the refit of a couple of coast guard ships. This all-revenue generation is going to be an add-on income as far as it is concerned.

MDL has a monopoly for repair and refitment of all non-Russian this means the German and the French origin what it has built, that will be coming to MDL

Exhibit 1: Order backlog as of March 2021

Particulars	Nos	Client	Total Value (Rs Cr)
Shipbuilding			
P15B Destroyer	4	Indian Navy	22500
P17A Stealth Frigates	4	Indian Navy	21200
Submarine and Heavy Engineering			
P75 Scorpene Submarine	3	Indian Navy	5500
Medium Refit and Life Certification (MRLC) of a Submarine	1	Indian Navy	500
Total			49700

Exhibit 2: Mazdock's Revenue (Rs cr) and its growth

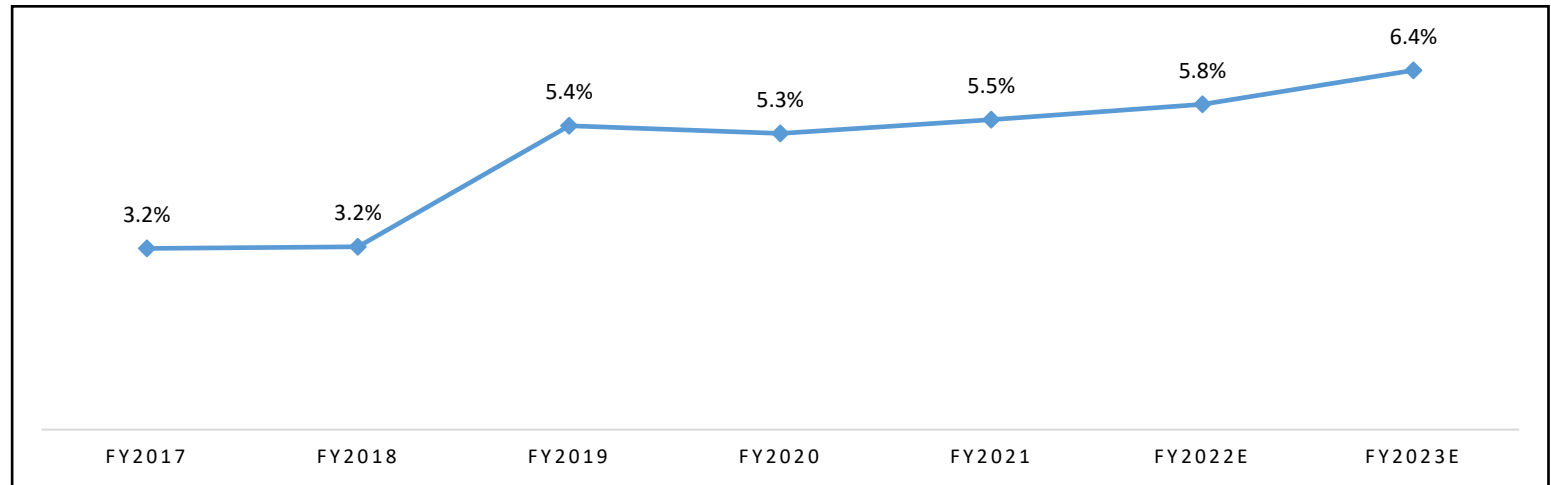


Source: Company filings, HDFC Research

EBITDA margin likely to touch 7.5-8% in FY24E

Most of MDL's current order book will be in various stages of execution in the next 2-3 years. Hence, we expect revenue of the company to double to Rs. ~8,000 cr by FY25E from Rs. 4049.7 cr in FY21. EBITDA margin is likely to touch 7.5-8% by FY24E on account of (1) the high-margin repairing business gaining traction, (2) major projects in peaking stage and running as per schedule, thus negating the need for provisioning, (3) vision of "Make In India" in Defence, and (4) control over operating costs like employee expenses. So, we believe that Mazdock has a potential to deliver a healthy earnings growth CAGR of ~41% over FY21-FY23E.

Exhibit 3: EBITDA margin driven by operating cost control and larger portion of order book at peak level



Source: Company filings, HDFC Research

Awarded the most-awaited order of P75i

The DAC has finally approved the project of Rs. 43,000 cr to domestically build six new generation stealth submarines (P75i) with foreign collaboration. The contract will be awarded to MDL and private shipbuilder L&T under a strategic partnership policy. As per the contract, the first submarines will be delivered nearly seven years after the contract is signed and as a result of this, the cash outflow will be spread over the next 10-12 years.

For the shipbuilding division the company is in talks with MbPT to acquire 11 acres of land adjacent to its current shipyard in a bid to expand its current capacity. It is also looking at the possibility of constructing a yard in Nhava, Mumbai, which will largely be used for repairs and outfitting and consequently free up the main yard for the core shipbuilding and submarine building activities. However this is likely to get delayed till the order execution at its current location reaches optimum levels.

As a part of the government's modernisation initiative for the defence sector, MDL believes that many of the active Naval vessels will be scheduled to come in for an overhaul over the next 5-10 years. Given the long gestation period of defence vessels, MDL is currently in the process of reviving its ship building and ship repair activities for commercial vessels in the domestic and international market as Repairs & Overhauls being a high-margin business, the initiative will help increase revenue and margins. The government's embargo on 101 defence items positively impacts MDL as the embargo encourages local manufacturing of components for various vessels.

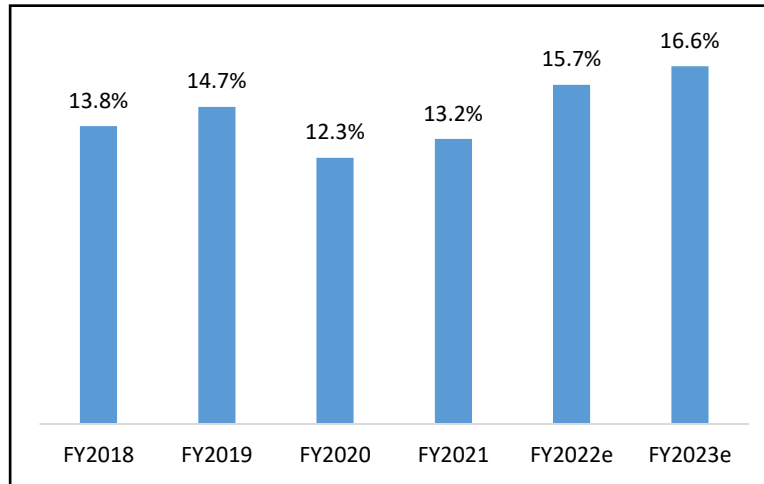
Refund on liquidity damages

The other income for FY21 had one major component of Rs 160 cr due to write-back of liquidity damages (LD) and dividend from Goa Shipyard worth Rs 26 cr. The company has provided Liquidated Damages worth Rs 1,000 cr. In light of the pandemic, the GoI has granted a four month exemption from LDs. In addition, the company has applied for a three-month exemption citing lockdown in Maharashtra and severity of COVID.

Healthy balance sheet and dividend payout

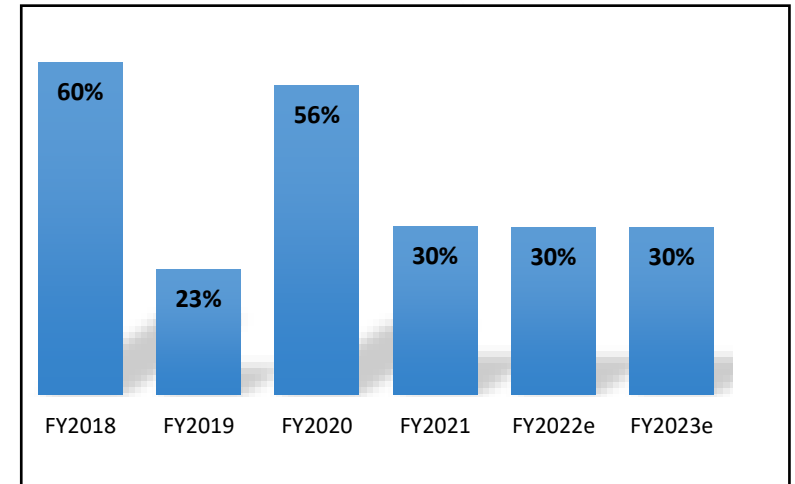
The company is cash surplus and cash and bank balances at end of FY21 were Rs. 8,028 cr. Healthy order inflow resulted in higher revenue and earnings growth and improved return ratios. The company has maintained a dividend payout of ~36% in the past few years.

Exhibit 4: Return on Equity (%)



Source: Company filings, HDFC Research

Exhibit 5: Dividend Payout

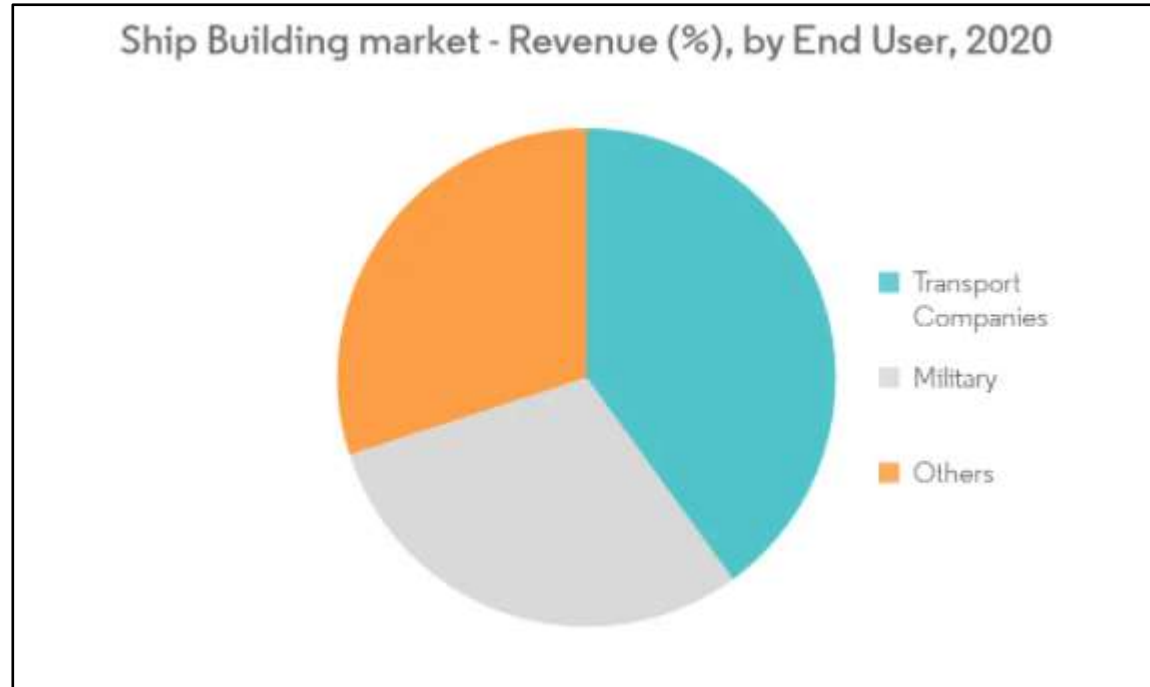


Source: Company filings, HDFC Research

Industry overview and outlook

Global shipbuilding industry

The global shipbuilding market was valued at USD 126 billion in 2020 and it is anticipated to reach USD 167 billion by 2026, growing at a CAGR of more than 4% during the forecast period (2021-2026). South Korea, China, and Japan are the three major shipbuilding countries in the world. The market share of the Korean shipbuilding industry in global terms has crossed more than 40%. The market share of China's is around 25% while Japanese have a market share of more than 15%.



Source: Mordor Intelligence, HDFC Research

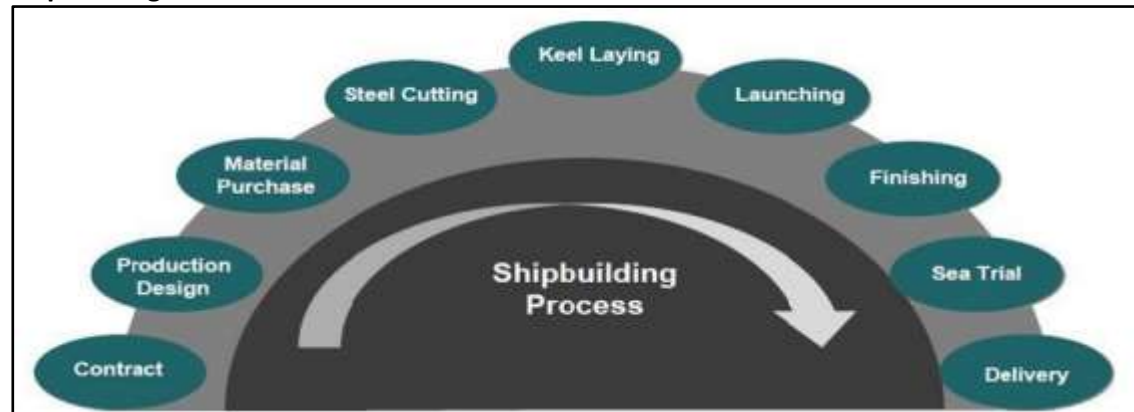
The global shipbuilding industry comprises construction and modification of ships, offshore vessels and rigs. The broad categories of ships built are:

1. Passenger carriers
2. Offshore vessels
3. Dry bulk carriers

4. Tankers (inclusive of LNG carriers)
5. Container ships
6. Defence vessels

On an average, it takes 15-18 months to build a conventional vessel, i.e., a bulk carrier, tanker or container ship, and 28-32 months to construct a liquefied natural gas (LNG) vessel and an 'offshore rig and support' vessel.

Shipbuilding Process



Source: Company DRHP

Over the past few decades, the shipbuilding industry has moved from Europe to Asia due to availability of cheap labour, competitive manufacturing, and robust steel making sectors. China, South Korea and Japan dominate this industry. These countries offer low interest rates to shipbuilding yards as typically a shipyard requires working capital of 25-35% of the cost of the ship during the construction period. These countries even provide discounts/subsidies of 5-10% and 15-20% at the time of sale of ships.

Indian shipbuilding industry

Globally, India has proved to be a laggard in shipbuilding, while China, Japan and South Korea, besides some Southeast Asian nations have taken the lead in this industry. India's contribution to commercial shipbuilding globally is less than 1% today, which is far lower than the 3.5% achieved in 2007-12. Despite government subsidies of nearly 16%, the Indian private shipyards are not competitive to bag global orders.

The Indian shipbuilding industry is strongly dominated by naval shipbuilding in India. Naval shipbuilding is characterised by value addition of 65% during construction of ships, which is contributed by ancillary industries such as steel producers, main engine builders, and equipment suppliers. Growth of the domestic shipbuilding sector, which imports 45% of its input requirement, can provide a major trigger for large-scale indigenisation of heavy-engineering products and ancillaries.

The PSUs, Hindustan Shipyard Ltd, Visakhapatnam; Mazagaon Docks Ltd, Mumbai; GRSE; Cochin Shipyard Ltd, Cochin; and Goa Shipyard Ltd, Goa have enjoyed a monopoly over building warships for the Indian Navy and Coast Guard since the 1960s. In 2000, the government permitted participation of private yards and it took almost two decades to finalise the defense procurement policy (DPP) in 2020. During these two decades, many private shipyards could not sustain their business. Today, only a few private players like L&T and Shoft survive.

In the past two decades, the Indian Navy has added 59 vessels to its fleet, 55 of which were built by PSUs. A pattern emerged in this period that private shipyards could compete for only auxiliary/small vessels while the PSUs would get to build all bigger ships. Under this new PPP model, the Government of India has already announced six new generation stealth submarines P75i worth Rs. 43,000 cr.

What could go wrong?

Impact of commodity costs

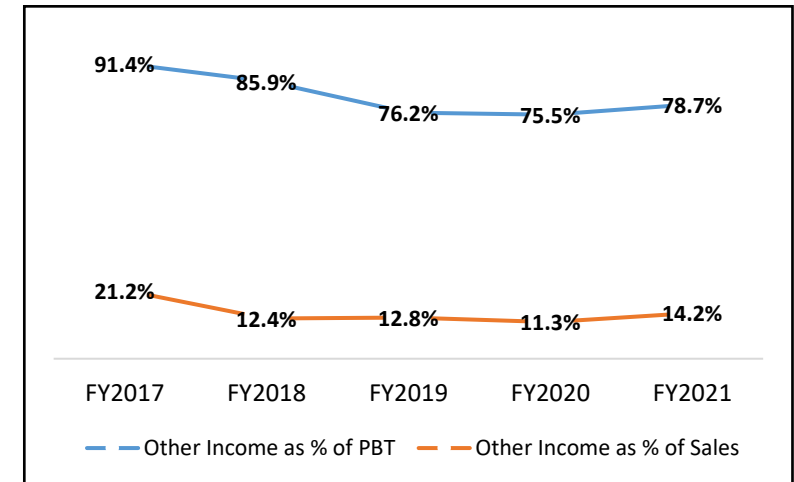
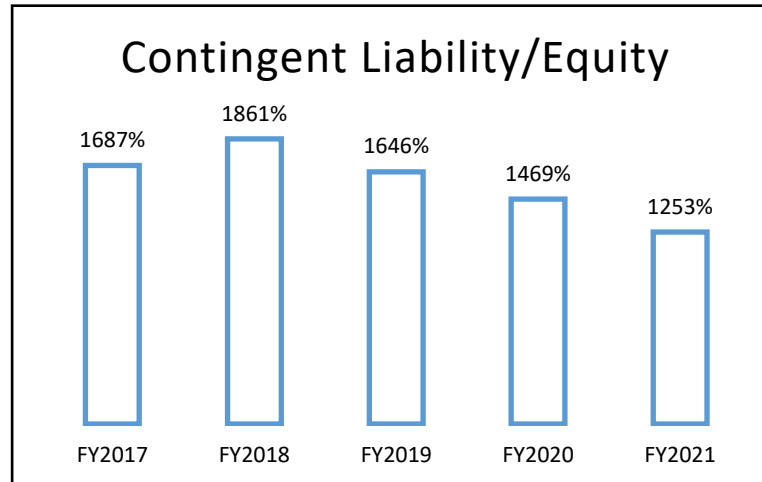
Any rise in commodity prices would impact the variable costs of the contract. Each contract has fixed and variable costs. The company has minimal impact of rising commodity costs as the orders for raw materials representing the fixed cost component orders placed in earlier years and for the variable portion, the company has hedged the purchase of raw materials.

Concentration risk

MDL's current order book has a high reliance on a single customer i.e., the Indian Navy. Its revenues are also highly dependent on shipbuilding as the higher-margin ship repair business accounts for just 3% of sales.

High contingent liabilities

The company has had a high contingent liability to equity ratio in the past five years. The median of contingent liability to equity ratio of 2017-2021 is 1646%. A high amount of contingent liability (off balance sheet) could increase susceptibility to future equity write-offs. However, there has been no instances of a bond being invoked. The management does not see any rise in liability.



High portion of other income in profit before tax

The company has a history of high other income to profit before tax. The median of the past five years of other income to PBT is 79%, which raises a red flag. In the long run, typically companies should have limited other income as a percentage of sales or other income as a percentage of PBT.

High competition

Defence shipbuilding is the most competitive segment of the Indian defence sector. Competitors include GRSE, HSL, GSL, CSL and L&T.

Company profile:

Mazagon Dock Shipbuilders Ltd, Mumbai, is a leading shipbuilding yard in India. Its history dates back to 1774, when a small dry dock was constructed in Mazagon. Over the years, MDL has earned a reputation for quality work and established a tradition of skilled and resourceful service to the shipping world, especially the Indian Navy and Coast Guard. It was incorporated as a private limited company in 1934.

After its takeover by the government in 1960, Mazagon Dock grew rapidly to become the premier war-shipbuilding yard in India, producing warships for the Navy and offshore structures for the Bombay High. It has grown from a single unit, small ship repair company, into a multi-unit and multi-product company, with significant rise in production, use of modern technology, and sophistication of products.

Mazagon is engaged in shipbuilding and ship repairing. The company operates through two business segments, namely shipbuilding and submarines. The shipbuilding segment builds naval ships and commercial vessels, which include nilgiri, corvettes, missile boats, Godavari class frigates, patrol vessels, destroyers, Leander class frigates, trilling suction hopper dredgers, general cargo vessels, offshore supply vessels, special trade passenger cum cargo vessels, 45T Bollard Pull Voithtug and BOP vessels. The submarine segment builds submarines, which include INS Shalki, INS Shankul and Scorpene submarines. From the time it was taken over by the government of India in 1960, MDL has built 796 vessels, including 25 captive warships and 5 conventional submarines.

MDL has completed modernization and up gradation of its facility to contemporary world standards with virtual reality lab, product data management, product life cycle management, modular integrated construction, which enables MDL the capability and capacity to

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construct at any point of time 10 warships and 11 conventional submarines simultaneously.

Its associate company, Goa Shipyard (47.2% stake), also enjoys a healthy book to bill of 15x TTM sales as it executes order for two advanced frigates.

Mazagon Dock Shipbuilders Limited

Financials (Consolidated)

Income Statement	FY2019	FY2020	FY2021	FY2022e	FY2023e
Revenue	4,649	4,918	4,050	4,677	5,987
Cost of materials	2,557	2,453	1,882	2,180	2,808
Procurement of base and depot spares	608	362	578	669	856
Employee Expenses	689	793	655	753	892
Subcontract	176	744	397	444	575
Power Fuel	19	17	11	14	18
Other expenses	273	251	283	327	425
Provision	75	39	20	19	30
Total Expenses	4,398	4,659	3,827	4,407	5,605
EBITDA	251	259	223	270	382
Depreciation & Amortisation	61	69	60	66	76
EBIT	190	190	163	204	306
Finance Cost	4	9	8	12	17
Other Income	593	558	574	617	677
Profit Before Tax	779	739	729	809	966
Exceptional Items	0	12	126	0	0
Tax Expense	307	350	150	204	243
Profit After Tax	472	377	453	605	722
Share from JV Associates	62	93	60	0	0
Profit for the Year	534	470	513	605	722

Balance sheet	FY2019	FY2020	FY2021	FY2022e	FY2023e
Property, Plant & Equipment	775	819	795	869	973
Capital Work In Progress	89	80	80	85	98
Other Intangible Assets	23	17	12	12	12
LT Investments	431	484	519	519	519
LT Trade Receivables	16	16	15	15	15
Loan	7	7	7	7	7
Other Financial Assets	144	153	142	142	142
Deferred Tax Assets (net)	583	415	424	424	424
Non-Current Tax Assets (net)	193	226	219	219	219
Other Non-Current Assets	499	652	842	842	842
Total Non-Current Assets	2,759	2,869	3,054	3,133	3,249
Inventories	3,790	4,623	5,798	5,895	6,725
Trade Receivables	1,473	1,433	967	1,153	1,542
Cash and Bank	7,470	5,798	8,028	7,682	7,275
Loan	4	2	2	2	2
Other Financial Assets	222	188	140	140	140
Contract Assets	901	55	215	215	215
Other Current Assets	4,216	5,973	6,846	7,325	7,765
Total Current Assets	18,079	18,072	21,996	22,412	23,664
Total Assets	20,838	20,941	25,050	25,545	26,914
LT Payables	16	16	15	15	15
Other Financial Liabilities	36	36	30	30	30
Other long term liabilities	144	155	148	148	148
Long term provision	1,198	1,215	730	846	1,083
Total non-current liabilities	1,393	1,422	924	1,040	1,276
Trade Payables	2,917	4,728	6,271	6,215	6,807
Other financial liabilities	237	136	172	172	172
Contract Liability	12,957	11,424	14,164	14,164	14,164
Other Current Liabilities	22	44	16	16	16
Short Term Provision	98	127	70	77	98

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Cashflow	FY2019	FY2020	FY2021	FY2022e	FY2023e
Profit Before Tax	779	727	603	809	966
Depreciation & Amortisation	54	63	63	66	76
Finance Cost	4	9	8	12	17
Interest Income	-545	-532	-372	-436	-418
Inc/Dec in Inventories	-4	-832	-1,175	-97	-830
Inc/Dec in Trade Receivables	-359	46	470	-186	-389
Inc/Dec in Trade Payables	503	1,830	1,016	-56	592
Inc/Dec in Other current assets & non-current assets	-633	387	-3,138	-479	-440
Inc/Dec in Other current liabilities & non-current liabilities	574	-1,588	2,749	122	258
Cash flow from operation	373	112	224	-244	-167
Tax paid (net refunds)	-316	-208	-157	-204	-243
Cash flow from operating activities	57	-96	67	-448	-411
Capex	-172	-110	-42	-140	-180
CWIP	-3	9	0	0	0
Capital Advances	6	1	1	0	0
Interest Received	541	528	368	436	418
Dividend Received	47	31	26	0	0
Principal portion for lease payments	0	-4	-5	0	0
Cash flow from Investing Activities	419	456	348	296	239
Issue/Repurchase Shares	0	-278	0	0	0
Payment of buy back tax	0	-60	0	0	0
Dividends paid	-121	-262	-155	-182	-217
Finance Cost – Lease & Others	0	-5	-5	-12	-17
Cash flow from Financing Activities	-121	-605	-160	-194	-234
Net Inc/Dec in Cash & Bank	355	-245	256	-346	-406

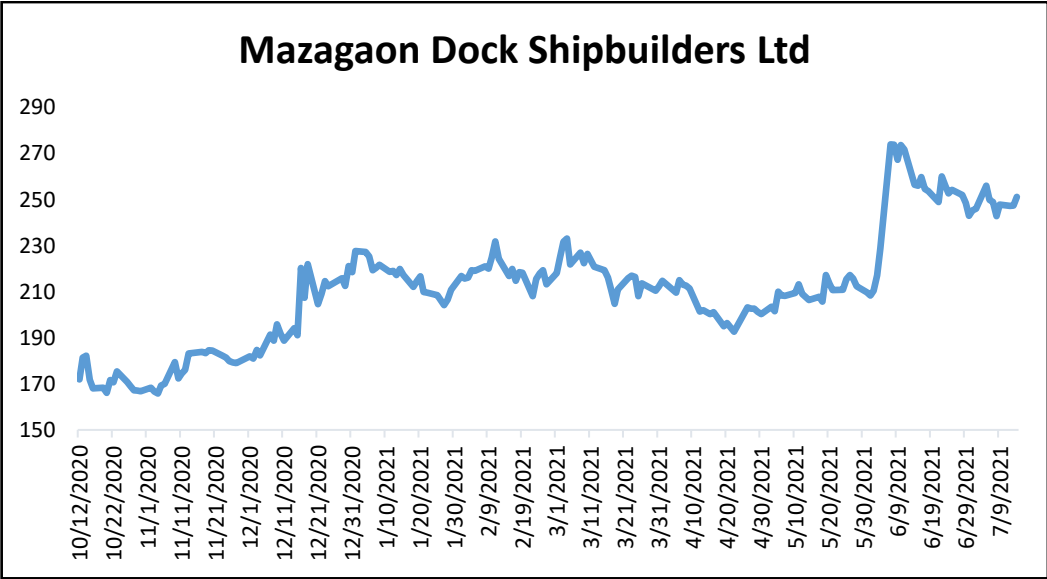
Total Current Liabilities	16,231	16,459	20,694	20,645	21,258
Total Liabilities	17,624	17,881	21,618	21,684	22,535
Equity Share Capital	224	202	202	202	202
Other Equity	2,990	2,858	3,231	3,654	4,160
Total Equity	3,214	3,060	3,432	3,856	4,361
Total Equity & Liabilities	20,838	20,941	25,050	25,540	26,896

Ratio	FY2019	FY2020	FY2021	FY2022e	FY2023e
Earnings per Share (EPS)	23.81	21.09	25.43	30.01	35.81
Dividend per Share (DPS)	5.38	12.98	7.70	9.00	10.74
EBITDAM (%)	5.4%	5.3%	5.5%	5.8%	6.4%
EBITM (%)	4.1%	3.9%	4.0%	4.4%	5.1%
NPM (%)	10.1%	7.7%	11.2%	12.9%	12.1%
Adj. NPM (%)*	2.4%	1.9%	3.0%	3.1%	3.6%
RoE (%)	14.7%	12.3%	13.2%	15.7%	16.6%
Adj. RoE(%)*	3.5%	3.1%	3.6%	3.7%	5.0%
Inventory Days	298	343	523	460	410
Receivables Days	116	106	87	90	94
Payables Days	229	351	565	485	415
Assets turnover	0.22	0.23	0.16	0.18	0.22
Dividend Payout (%)	23%	56%	30%	30%	30%
P/E (x)	10.6x	12.0x	10.0x	8.4x	7.1x

Mazagon Dock Shipbuilders Limited



One Year Price Chart



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Disclosure:

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