

Initiating Coverage Solar Industries Ltd.

07-Jun-2021



Industry	LTP	Recommendation	Base Case Fair Value	Bull Case Fair Value	Time Horizon
Specialty Chemicals	Rs. 1557	Buy at LTP and further add at Rs. 1412	Rs. 1704	Rs. 1826	2 quarters

HDFC Scrip Code	SOLINDEQNR
BSE Code	532725
NSE Code	SOLARINDS
Bloomberg	SOXP: IN
CMP June 4, 2021	1557
Equity Capital (Rscr)	18
Face Value (Rs)	2
Equity Share O/S (cr)	9
Market Cap (Rscrs)	14,090
Book Value (Rs)	175
Avg. 52 Wk Volumes	46,900
52 Week High	1651
52 Week Low	910

Share holding Pattern % (Mar, 2021)	
Promoters	73.1
Institutions	22.2
Non Institutions	4.6
Total	100.0

Our take

Solar Industries Ltd (SIL), with a market share of 26%, is India's largest manufacturer of Industrial explosives and initiating systems. The company has a strong moat of being a leader in an industry which is highly regulated and has big entry barriers. It dominates the overall industry due to significant cost advantage over competitors which is mainly driven by backward integrated business model along with largest network of bulk explosives manufacturing spread across 26 plants in India which are in close proximity to mines. Over the years, it has transformed itself from a domestic company catering to a single market, to a global multinational player with products consumed across 51 countries. In overseas markets it has manufacturing facilities in 6 countries (Turkey, South Africa, Nigeria, Ghana, Zambia and Australia) which it plans to expand to 10 in the next 2-3 years. Overseas and Exports is the fastest growing segment for the company which has registered a growth CAGR of 19% over FY13-21. As on FY21, it contributed ~41% of overall consolidated revenues. The company has also leveraged its expertise in explosives by venturing into the defense sector (order book of Rs. 680Cr as on Q4FY21).

Valuation and recommendation

SIL has been one of the consistent compounders in the Indian explosives basket. Its earnings grew at 14% CAGR during FY11-21. In our view, SIL's revenue and PAT are likely to record a growth of 19.5% and 26% CAGR over FY21-23E along with consistent FCF generation and stable working capital. Segment-wise, we expect CIL/Institutional/Trade/Export & Overseas/ Defense revenue to grow at CAGRs 13/14/14/21/68% respectively over the same period.

The stock is currently trading at valuation of 32x FY23E earnings. We feel the base case fair value of the stock is Rs. 1704 (35x FY23E) and bull case fair value is Rs. 1826 (37.5x FY23E). We recommend investors to buy the stock at LTP and further add at Rs 1412.

Fundamental Research Analyst

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Financial Summary

Particulars (Rs cr)	Q4FY21	Q4FY20	YoY-%	Q3FY21	QoQ-%	FY19	FY20	FY21	FY22E	FY23E
Total Operating Income	791	548	44.4	646	22.5	2,462	2,237	2,515	3,212	3,593
EBITDA	165	110	49.6	132	24.4	496	434	514	650	728
Depreciation	23	22	2.4	24	-7.5	59	85	94	103	113
Other Income	2	3	-18.7	13	-81.6	15	41	21	39	43
Interest Cost	10	15	-27.7	11	-4.2	50	55	45	42	38
Tax	39	20	97.0	29	35.7	125	57	109	147	167
PAT	91	54	70.0	78	16.6	262	267	278	387	441
Diluted EPS (Rs)	10	6	81.8	9	16.3	28.9	29.6	30.7	42.7	48.7
RoE						24%	18%	19%	22%	22%
P/E (x)						53.9	52.7	50.7	36.5	32.0
EV/EBITDA						29.2	32.2	28.1	22.2	19.9

(Source: Company, HDFC sec)

Q4FY21 Result Review

Solar Industries (SIL) reported strong Q4FY21 results which was mainly fueled by strong volume and realization growth across segments. Consolidated net revenue/EBITDA/PAT grew by 45/52/68% respectively on a YoY basis while sequentially it reported a growth of 23/24/17% respectively. SIL recorded highest ever quarterly volume in domestic explosives of 107,336MT registering a growth of 13/24% YoY/QoQ while domestic explosives realization grew by 25/20% on YoY/QoQ basis. Higher realizations were led by pass-on of high raw material prices.

Despite the 2nd wave of pandemic in the last week of March, segment-wise there was a strong traction, in most of the segments. Revenue of CIL/Institutional/Housing & Infra- Trade/Export & Overseas segment posted a growth of 30/27/50 and 67% on a YoY basis. However Defense segment reported a decline of 26% in revenues on a YoY basis; this was mainly on account of covid related disruptions which had impacted new order processing and execution in existing orders.

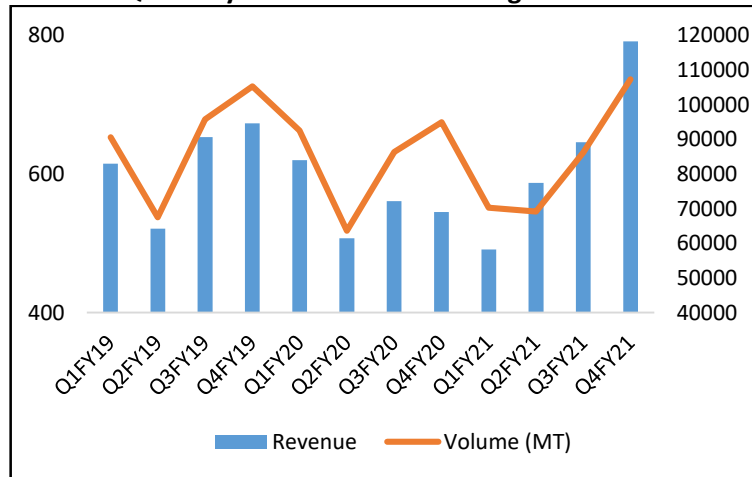
Consequently, on the back of robust topline growth. EBITDA for quarter grew by 52/24% YoY/QoQ to Rs. 165Cr while margins expanded by 100/30 bps YoY/QoQ to 20.8%. PAT for the quarter stood at Rs. 91Cr up 68/17% on a YoY/QoQ basis. Order book stood at ~Rs.1560 cr.

Recent triggers

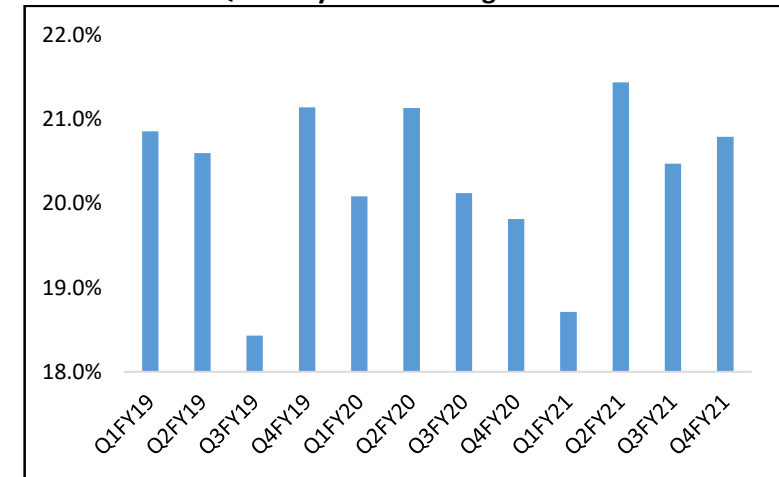
Strong 30% growth guidance for FY22 post consistent performance despite challenging situation

In the universe of industrial explosives space, which has huge entry barriers, SIL is one of the largest and most prominent players in India. Despite the Covid related challenges and restrictions in FY21 and a 30% YoY decline in earnings for H1FY21, the company has been successfully be able to retain its historical growth trajectory with a 45% earnings growth in H2FY21. Higher growth was mainly driven by strong market positioning, diversified product portfolio catering to multiple segments and across geographies. Also, the company has an inherent advantage of a unique business model whereby it can efficiently pass-on any raw material inflationary pressure. This has resulted in strong consistent and sustainable operating performance of the company. Going forward, for FY22 the management has guided a 30% revenue growth and even higher PAT growth. This is likely to be driven by 15% volume growth and 15% realization growth which would be mainly on back of higher Ammonium Nitrate (AN) prices which is a key raw material for bulk explosives. SIL's most of the contracts are linked to RM prices.

Quarterly Revenue and volume growth trend



Quarterly EBITDA Margin Trend



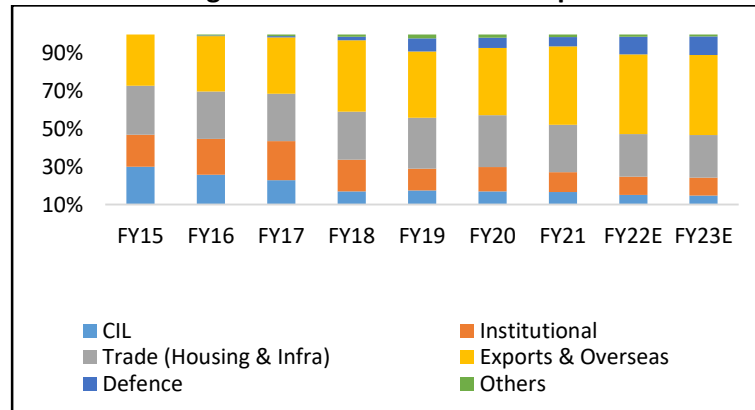
(Source: Company, HDFC sec)

Long-term triggers

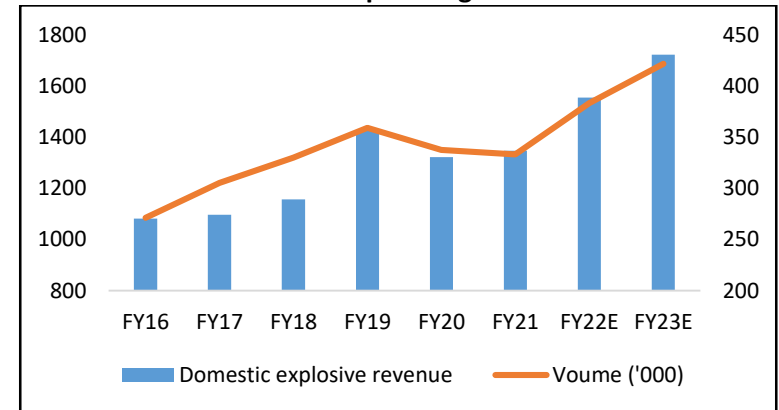
Undisputed leadership in the Indian industrial explosives business

SIL's domestic industrial explosive business contributes ~54% of overall considered revenues. It is the only company in India with an extensive bulk explosives manufacturing network of 26 plants in close proximity to mines which enables the company to have a significant cost advantage over competitors. SIL's current domestic capacity as on FY21, in Bulk/ Packaged explosives is ~320k/125k MT. The company is in the process of expanding its capacity in the packaged explosive side and is process of setting-up 2 new greenfield facilities – one each in South and North India. It is the largest supplier of industrial explosives and initiating systems to Coal India (CIL) where it has dominant market share of 25%. Contract with CIL are with price escalation clause for key raw material (AN- ammonium nitrate), diesel & labor index payable quarterly. Going forward, on the back of CIL targeting 1Bn MT volume by 2024 and higher rate of over burden removal, we expect likely uptick in coal production & thereby acceleration in demand for consumable products like Bulk explosives. As on FY21, the current order book from CIL and Singareni Collieries (SCL) stood at Rs. 830Cr.

Segment-wise revenue break-up



Domestic explosive growth trend



(Source: Company, HDFC sec)

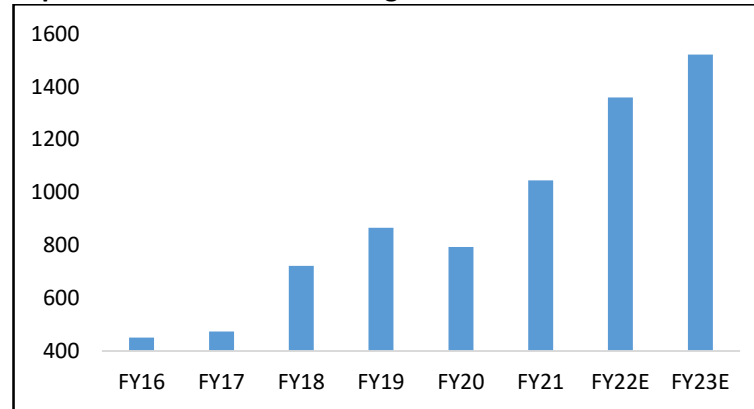
In order to reduce its dependence on lumpy tender based CIL contracts, the company has been constantly focusing on newer avenues for growth and has diversified its presence in newer areas like the trade segment (Housing and Infra) and Institutional. Institutional segment comprises of non-CIL mining clients of SIL. It includes companies like Singareni Collieries, Vedanta, Lafarge, Ultratech, SAIL, ONGC, NHPC,

Tata, Jindal and Adani group. Mining and construction activities contributes major chunk of explosive demand in India. Going forward with steady improvement in capacity utilisation of steel & cement sector in India on the back of strong demand from infrastructure sector, we expect there can be a strong uptick in demand of explosives. CIL's revenue as on FY21 stood at 17% of overall revenues v/s 30% as on FY15.

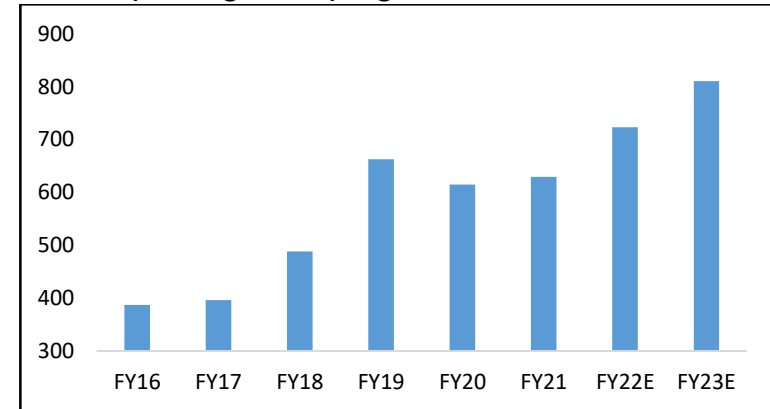
Export & Overseas and Trade business, key growth drivers and game changer for SIL

SIL currently exports to 51 countries and has manufacturing set-up in Nigeria, Zambia, Ghana, South Africa, Turkey & Australia. It ventured into overseas manufacturing in FY11 and since then its overseas revenues have reported a CAGR of ~20% FY12-21. On the export side, SIL is the largest exporter of explosives and accessories from India with a market share of ~50%. Going forward, with plans to expand capacities in existing geographies along with setting up new manufacturing facilities in 3-4 new countries over the next 2-3 years, we expect export and overseas segment revenues to clock a 20% CAGR over FY21-23E. Exports and overseas revenues are likely to be ~42% of overall revenues by FY23E. In the domestic markets, SIL has been a quasi-bet bet on fast growing Indian construction and infrastructure space where it's a leading supplier of packaged/cartridge explosives to leading construction companies. The trade segment during FY15-21 has been the key growth driver for the company registering a CAGR growth of 10%.

Export & Overseas revenue to grow at CAGR 21% FY21-23E



Trade (Housing & Infra) to grow CAGR 14% over FY20-23E

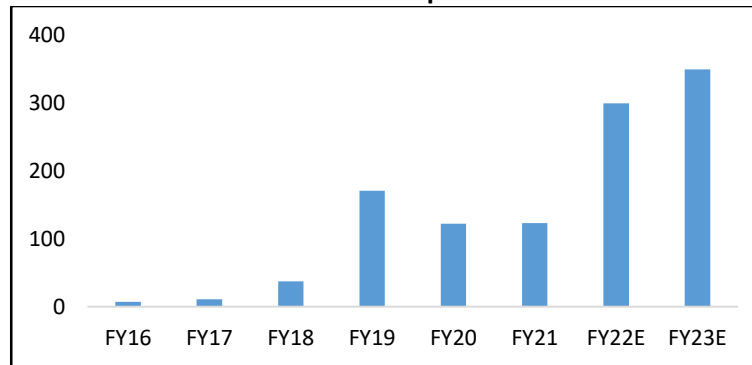


(Source: Company, HDFC sec)

Defense - the future growth engine

SIL's core competency is to create a niche for itself as a dominant player in a highly regulated industry with long gestation period & high entry barriers. SIL has been constantly focusing on consumable category of products which are a strong synergy to their existing industrial explosives business. It had forayed in the defense space in 2010, and since then it has invested ~Rs. 700Cr behind this segment. Defense has an extremely tedious process for award winning which starts with 'First Trial' followed by 'RFP', 'Qualification stage' (which includes product development, technical scrutiny and field trails). Post this the 'Price bidding' starts which is finally concluded by 'Order wins'. SIL has been constantly ahead of the curve in investing the defense business. It has consistently been generating strong cash flows from its core industrial explosives business which it has been investing in the future growth avenues like defence where there's a large mega opportunity. It supplies products which are recurring in nature and in the long term, the company has potential to be one of key beneficiaries of government plans on indigenization in the defence sector. Its core product portfolio comprises of consumable products like Multi-mode hand grenade, HMX (High Melting explosives) & HMX compounds, composite propellants, pyros, igniters, fuses & rocket integration. As on Q4FY21, its total order book stood at Rs. 680Cr which include Rs.450cr order of Multi-model hand grenades. Going forward, we expect defence revenues to significantly multiply in next 2-3 years. Margins in defense segment are relatively higher compared to industrial explosives and can reflect in the bottom-line once it reaches a certain size and scale.

Defense revenue to multiple over FY21-23E



(Source: Company, HDFC sec)

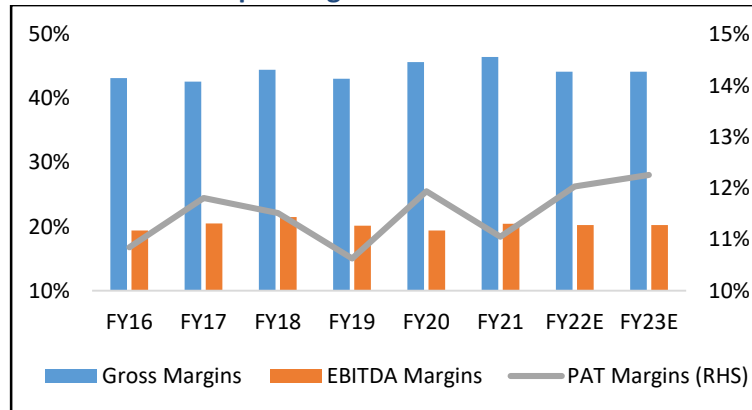
Defense product portfolio



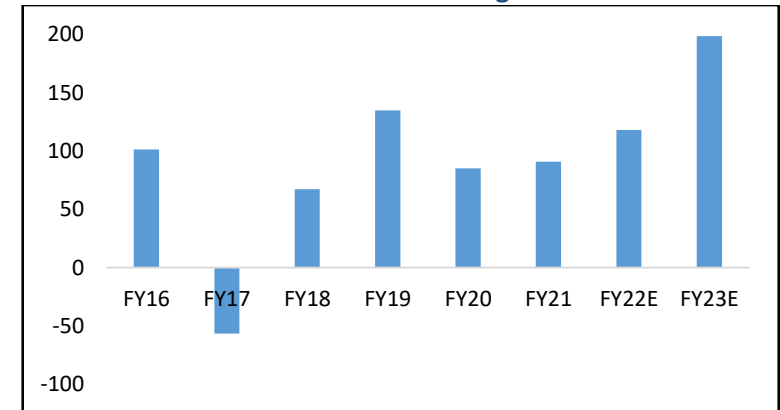
Key financial summary

- SIL has delivered a healthy revenue growth CAGR of 14.7% over FY10-21, aided by consistent focus on capacity expansion in the domestic markets and constant scale-up of exports and overseas business. The contribution of exports and overseas business has increased from 22% in FY12 to 44% of overall revenues as on FY21. Going forward, we expect overall SIL revenues to grow at CAGR of 19.5% over FY21-23. Export and overseas and defence to be the key growth drivers for SIL. We expect these segments to grow at CAGR of 21/69% respectively over FY21-23.
- Its EBITDA and PAT grew by CAGR 17.7/15.6% respectively over FY10-21. Despite volatile raw material prices and higher capex, SIL has been able to operate at stable gross margins and has been reporting steady earnings growth over the past decade. Its operating performance has been consistent despite higher opex on the back of constant expansion both in domestic, international markets and in defense segment. Going forward, we expect its operational performance to improve with EBITDA and PAT likely to grow at CAGR of 19% and 25% respectively over FY21-23E.
- Despite constant capacity expansion across geographies and in the defense segment (capex of ~Rs.1925Cr over FY10-21), the company has been able to constantly able to generate strong cash flow generation (FY10-21 cumulative ~Rs. 450cr).

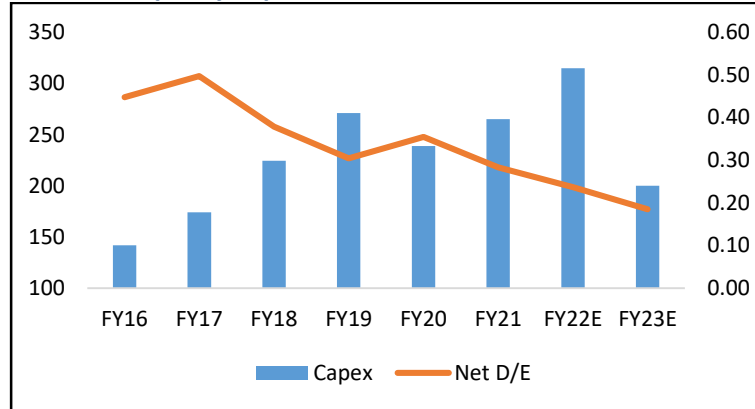
Operating Performance trend



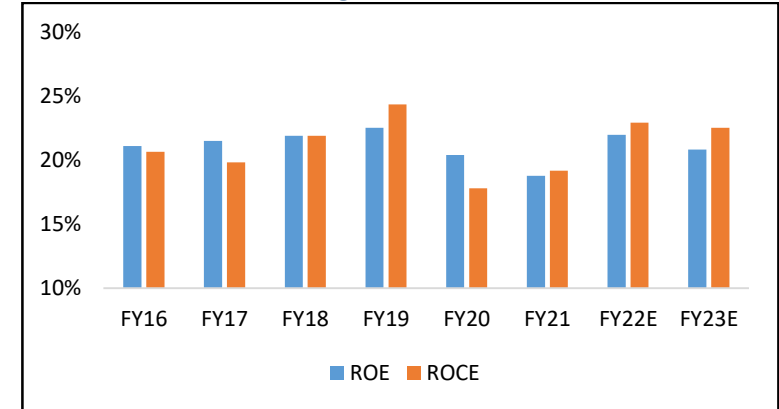
Consistent Free Cash Flow generation



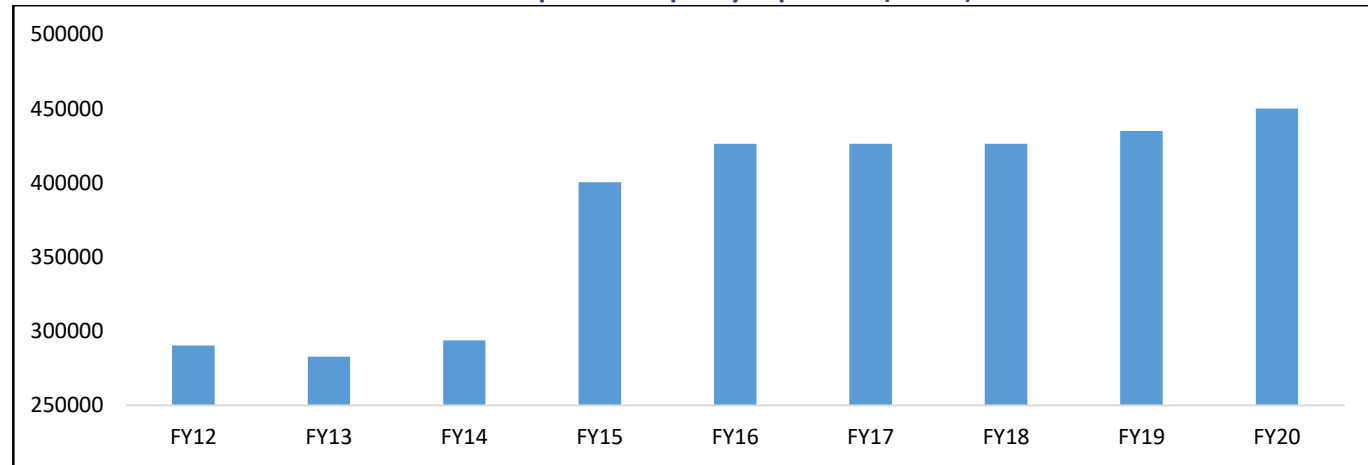
Constant capacity expansion on the back of internal accruals



Strong return ratios



Domestic explosives capacity expansion (MTPA)



(Source: Company, HDFC sec)

What could go wrong?

- **Slowdown in overseas and export business**

In our projections we have taken into consideration CAGR 20% growth FY21-23E from export and overseas segment. This would be driven by scale-up in manufacturing facilities from 6 countries to 10 in next 2-3 years. Any delay in commencement of operations either due to geo-political risks or regulatory challenges would result in lower than expected growth in this segment.

- **Volatility in raw material prices**

Any prolonged volatility in raw material (Ammonium Nitrate) prices, along with the inability to completely pass on higher prices due to stiff competitive intensity, can impact overall profitability.

- **Delay in getting defense orders**

SIL's current order book in defense is Rs. 680 Cr, going forward considering the high gestation period of technical evaluation & ordering process there is a potential risk of delay in getting new defense orders.

- **Dispute between Mr. KC Nuwal and Solar Industries Limited**

There's an ongoing litigation with Mr KC Nuwal one of the promoters of Solar group. He has vacated the office of Director with effect from November 7, 2019 on account of operation of law arising due to failure to make appropriate disclosures. Any adverse outcome of the ongoing litigation can have an overhang on the stock price.

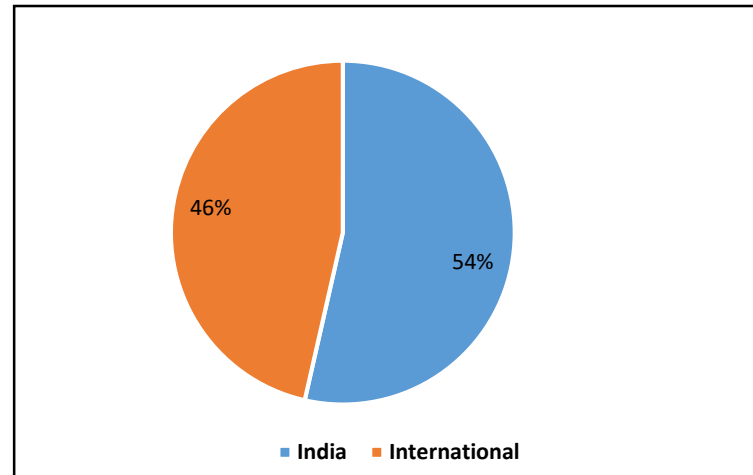
- **Slowdown in mining and infrastructure sectors**

Mining and infrastructure are the two key customer segments for SIL. Any continued slowdown in these could impact the growth in revenues. These two customer segments also face regulatory risks in terms of Govt.'s changing policies

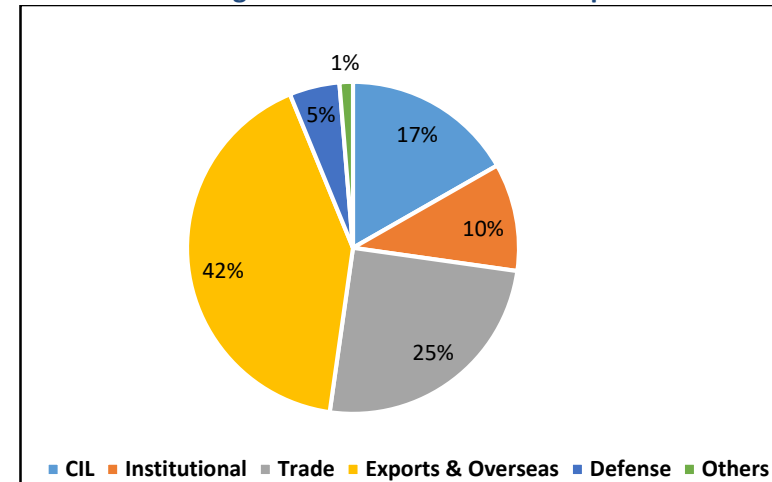
Company Profile:

Solar Industries India (SIIL), is the largest manufacturer of industrial explosives & initiating systems in India with 26% market share in the domestic market and 50% market share in exports market. SIIL has a licensed domestic capacity of ~320/125K MT of bulk and packaged explosives spread across 25 manufacturing facilities in India. It mainly caters to the mining industry both in domestic and international markets. Apart from India, the company has global manufacturing presence in 6 countries which it further aims to expand to 10 countries in next 2-3 years.

Region-wise Revenue Break-up



Segment-wise Revenue Break-up



(Source: Company, HDFC sec)

Financials

Income Statement

(Rs Cr)	FY19	FY20	FY21	FY22E	FY23E
Net Revenues	2462	2237	2515	3212	3593
Growth (%)	28%	-9%	12%	28%	12%
Operating Expenses	1966	1803	2001	2562	2866
EBITDA	496	434	514	650	728
Growth (%)	21%	-12%	19%	26%	12%
EBITDA Margin (%)	20.1%	19.4%	20.5%	20.2%	20.2%
Depreciation	59	85	94	103	113
EBIT	437	349	421	548	615
Other Income	15	41	21	39	43
Interest expenses	50	55	45	42	38
PBT	402	336	397	545	620
Tax	125	57	109	147	167
RPAT	277	278	288	398	453
APAT	262	267	278	387	441
Growth (%)	19%	2%	4%	39%	14%
EPS	28.9	29.6	30.7	42.7	48.7

Balance Sheet

As at March	FY19	FY20	FY21	FY22E	FY23E
SOURCE OF FUNDS					
Share Capital	18	18	18	18	18
Reserves	1221	1362	1561	1894	2262
Shareholders' Funds	1239	1380	1579	1912	2280
Long Term Debt	469	610	627	577	527
Other Liabilities	94	32	42	46	51
Minority Interest	47.6	51.5	62.7	72.1	82.9
Total Source of Funds	1848	2074	2311	2609	2940
APPLICATION OF FUNDS					
Net Block & Goodwill	1043	1191	1263	1475	1562
CWIP	178	165	293	176	141
Other Non-Current Assets	61	111	47	64	108
Non-Current Investments	33	2	2	2	2
Total Non Current Assets	1314	1469	1605	1717	1813
Inventories	283	331	441	484	541
Trade Receivables	399	370	456	528	591
Cash & Equivalents	92	120	179	275	331
Other Current Assets	165	157	149	161	287
Total Current Assets	938	978	1225	1448	1750
Trade Payables	163	154	286	264	295
Other Current Liab & Provisions	241	218	232	293	328
Total Current Liabilities	404	373	518	557	623
Net Current Assets	534	605	706	891	1127
Total Application of Funds	1848	2074	2311	2609	2940

Cash Flow Statement

(Rs Cr)	FY19	FY20	FY21	FY22E	FY23E
Reported PBT	402	336	397	545	620
Non-operating & EO items	-21	-10	30	0	0
Interest Expenses	50	55	45	42	38
Depreciation	59	85	94	103	113
Working Capital Change	41	-34	-106	-88	-182
Tax Paid	-125	-108	-104	-147	-167
OPERATING CASH FLOW (a)	406	324	356	454	421
Capex	-271	-239	-265	-198	-165
Free Cash Flow	135	85	91	256	256
Investments	-16	0	0	0	0
Non-operating income	74	26	15	-17	-44
INVESTING CASH FLOW (b)	-212	-213	-250	-215	-208
Debt Issuance / (Repaid)	-12	97	80	-50	-50
Interest Expenses	-77	-57	-49	-42	-38
FCFE	46	125	122	165	168
Share Capital Issuance	0.0	0.0	0.0	0.0	0.0
Others	-105	-121	-60	-41	-69
FINANCING CASH FLOW (c)	-193	-81	-29	-132	-158
NET CASH FLOW (a+b+c)	0	30	77	107	55

Key Ratios

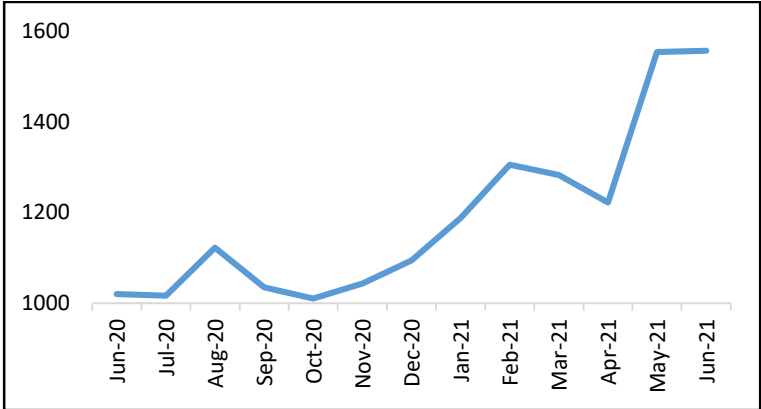
(Rs Cr)	FY19	FY20	FY21	FY22E	FY23E
EBITDA Margin	20.1%	19.4%	20.5%	20.2%	20.2%
EBIT Margin	17.8%	15.6%	16.7%	17.1%	17.1%
APAT Margin	10.6%	11.9%	11.0%	12.0%	12.3%
RoE	23%	20%	19%	22%	21%
RoCE	24%	18%	19%	22%	22%
Solvency Ratio					
Net Debt/EBITDA (x)	0.8	1.1	0.9	0.5	0.3
Net D/E	0.3	0.4	0.3	0.2	0.1
PER SHARE DATA					
EPS	28.9	29.6	30.7	42.7	48.7
CEPS	35.4	38.9	41.0	54.1	61.1
Dividend	7	6	6	6	8
BVPS	137	152	175	211	252
Turnover Ratios (days)					
Debtor days	57	63	60	60	60
Inventory days	38	50	56	55	55
Creditors days	22	26	32	30	30
VALUATION					
P/E	54	53	51	36	32
P/BV	11	10	9	7	6
EV/EBITDA	29	32	28	22	20
EV / Revenues	6	6	6	5	4
Dividend Yield (%)	0.4%	0.4%	0.4%	0.4%	0.5%
Dividend Payout	24%	20%	20%	14%	16%

(Source: Company, HDFC sec)

Solar Industries Ltd.



One Year Stock Price Chart



(Source: Company, HDFC sec)

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