## **NMDC LIMITED**

Q4 margins impacted due to one-offs; Massive capex to fuel earnings growth ahead



**Trust • Invest • Grow** 

NMDC Ltd reported highest ever Iron ore production and sales number during FY24, in Q4FY24. Revenues grew 11% YoY to ₹64bn in Q4FY24, was in-line with our estimates (QoQ up 20%) led by better realizations during the quarter. Blended ASP stood at ₹5,191/t, up 10% YoY and ₹442/t higher than our estimate of ₹4,749/t. Iron ore production came in at 13.3mt down 6% YoY and up 8% QoQ, while sales stood at 12.5mt +1% YoY and +10% QoQ. Volumes in Kumaraswamy mines were impacted as the mine was shut since mid-Feb due to EC limit and recent conflict with employees on wage revision impacted ~1mt volume in May 2024. NMDC's EBITDA came in at ₹21bn (-3% YoY & 5% up QoQ), 5% below our estimate of ₹22 bn. EBITDA margins came in at 32% (457bps down YoY) vs 37% in the year-ago quarter the miss was largely due to higher operating cost (57% up YoY), higher royalty expenses (17% up YoY) and higher other expenses (11% up YoY). Blended EBITDA/t stood at ₹1,681/t (-4% YoY), Adjusted Profit after Tax (APAT) was down 10% YoY at ₹14.1b (below our estimate of ₹18.2bn), APAT was hit due to higher depreciation (+19% YoY) and tax expenses (+86% QoQ) during the quarter. APAT margin came in at 22% in Q4FY24 vs 27% in the year-ago quarter dropping 510 bps YoY & 919 bps on a QoQ basis.

In FY24 NMDC's production volume stood at 45.1mt (+10% YoY), and sales volume was 44.5mt (+16% YoY). Revenue came in at ₹213 bn (+21% YoY), EBITDA was ₹73 bn (+21% YoY), and APAT stood at ₹56 bn (+18% YoY). EBITDA/t stood at ₹1,640 (+4% YoY) in FY24. The Board declared a final dividend of ₹1.5/share (along with an interim dividend of ₹5.75/ share) during FY24.

The benefits of the price increases implemented in Q1FY25 are expected to support future growth as domestic demand remains robust. Management has detailed a long-term capital expenditure program amounting to ₹500bn, aimed at increasing mining capacities to approximately 100mt by FY31E. This program includes investments in evacuation infrastructure and enhancements to the distribution network. Board approvals for approximately ₹50bn in capital expenditure have been obtained, with peak annual capital expenditure of ₹80-90bn projected to commence in FY27E.

Key Financials	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25E	FY 26E
Total Income (₹ mn)	116,992	153,701	259,648	176,669	213,079	243,960	266,484
EBITDA (₹ mn)	60,019	87,893	126,245	60,525	72,928	90,265	104,357
EBITDA margins	51.3%	57.2%	48.6%	34.3%	34.2%	37.0%	39.2%
Reported PAT (₹ mn)	36,284	62,777	94,276	56,025	55,650	74,228	84,707
Reported PAT margins	31.0%	40.8%	36.3%	31.7%	26.1%	30.4%	31.8%
Adj PAT (₹ mn)	35,038	62,481	94,393	42,993	58,518	74,228	84,707
Adj PAT margins	29.9%	40.7%	36.4%	24.3%	27.5%	30.4%	31.8%
Reported EPS (₹)	11.9	21.4	32.2	19.1	19.0	25.3	28.9
Adj EPS (₹)	11.4	21.3	32.2	14.7	20.0	25.3	28.9
P/E (x)	6.8	6.3	5.0	5.8	13.1	9.8	8.6
P/BV (x)	0.9	1.3	2.6	1.4	2.8	2.2	1.8
EV/EBITDA (x)	3.8	4.1	3.3	4.3	8.8	6.8	5.3
Adj ROE	12.7%	20.9%	52.3%	19.0%	22.8%	27.4%	27.6%
Adj ROCE	20.0%	27.3%	64.0%	23.8%	25.5%	28.4%	29.3%

<sup>\*</sup>Adj PAT & margin refers excluding exceptional items

Rating	BUY
Current Market Price (₹)	249
12 M Price Target (₹)	301
Potential upside (%)	21

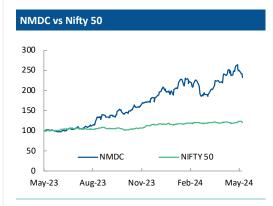
Stock Data	
Sector:	Industrial Minerals
FV (₹):	1
Total Market Cap (₹ bn) :	734
Free Float Market Cap (₹ bn) :	286
52-Week High / Low (₹)	286 / 104
Sensex / Nifty	73,886 / 22,489
BSE Code / NSE Symbol	526371 / NMDC
Bloomberg :	NMDC IN

Shareholding Pattern								
(%)	Mar-24	Dec-23	Sep-23	Jun-23				
GOI	60.79	60.79	60.79	60.79				
FPIs	12.60	9.91	8.32	6.98				
Insurance	7.59	8.11	8.65	10.18				
MFs	6.26	8.74	8.19	6.70				
Others	12.76	12.45	14.05	15.35				

Source: BSE

Price Performance								
(%)	1M	3M	6M	12M				
NMDC	-1.9%	10.4%	37.4%	132.7%				
Nifty 50	-0.5%	2.3%	11.7%	20.7%				

<sup>\*</sup> To date / current date : May 30, 2024





NMDC is well-positioned to leverage strong volume growth in the domestic steel markets over the coming year, with the mining business anticipated to achieve a compound annual growth rate of approximately 9% from FY24 to FY26E.

#### Key Highlights from the management commentary

- Guidance: NMDC reaffirms its target of 50 mt, supported by newly sanctioned Environmental Clearance (EC) limits. As per the management, domestic steel demand is expected to remain robust over the next decade.
- FY25/26 Production Target: Management anticipates producing ~50 mt of iron ore by FY25 and ~54 mt by FY26. NMDC is targeting a production of 100 mt by 2030-31.
- **Royalty Expense:** Royalty percentage to sales increased to 47% in 4QFY24, with an expectation to be 43% of revenue moving forward.
- Price hikes: Implemented two price hikes in Q1FY25, aligning prices with landed costs.
- Capital Expenditure (Capex): Allocated ₹17.5-18bn for FY24 and ₹20-21bn for FY25, with a significant increase expected in FY26. Incurred a capex of ~₹21bn during FY24, with plans to spend ₹15-20bn in the current fiscal year.
- Five-year Investment Plan: Plans to invest ₹500 bn over the next five years across various projects, including expanding pellet and beneficiation plants to increase capacity from 2 mt to 6 mt by Q3FY25.
- EC approval of Mines: Obtained 1.5 mt of EC, with plans to increase capacity to 10 mt, bringing overall capacity to 64 mt by next year. NMDC aims to enhance EC at Kirandul to 30-35 mt and Bacheli to 30 mt over the next 4-5 years. The company has applied for a 10% increase in EC limits for Deposit 5 and 11 at Bacheli.
- Wage Negotiation: Largely completed with no major changes expected in wage costs. Provisioning has been made, with no sharp rise anticipated. NMDC further plans to recruit 800 people for expansion, with the process likely to take six months.
- Major Clients: JSW contributes ~30% of total volumes, Arcelor Mittal Nippon Steel (AMNS) ~18%, and Rashtriya Ispat Nigam (RINL) ~15%.
- NMDC Steel to breakeven by Q2FY25: Current monthly production run-rate is 0.12 mt, procuring iron ore from NMDC. Commissioned PCI (pulverized coal injection) to reduce costs, with 90% utilization expected to achieve a 25% EBITDA margin with stable pricing and cost levels.

#### **Valuations & View**

On the back of NMDC's strong operational capacity, aggressive expansion plans, robust net cash position and continued strong tailwinds for domestic steel demand we expect NMDC to clock Revenue/EBITDA/PAT CAGR of 9%/16%/14% over FY25-26E. At CMP, the stock is trading at 6.8x/5.3x EV of FY25E/FY26E EBITDA. We maintain our 'BUY' rating with a revised TP of ₹301 (earlier ₹297) valuing at 6.7x EV/EBITDA of FY26E.



## **Quarterly performance**

(₹ mn)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)
Iron ore production (mt)	13	14	-5.7%	12	9.0%
Iron ore sales (mt)	13	12	0.7%	11	9.7%
Average Net Sales Realization (NSR-₹/t)	5,191	4,716	10.1%	4748	9.3%
Sales	64,893	58,514	10.9%	54,099	20.0%
Changes in Inventory	-3,807	-4,249		-739	
Raw Material	2,846	1,811	57.1%	1,213	134.7%
Employee Cost	4,695	4,588	2.3%	3,984	17.8%
Royalty & Cess	30,690	26,241	17.0%	23,211	32.2%
Other expenses	9,452	8,499	11.2%	6,358	48.7%
Total Operating expenses	43,876	36,890	18.9%	34,027	28.9%
EBITDA	21,017	21,624	-2.8%	20,072	4.7%
EBITDA Margin	32%	37%	(500) bps	37%	(500) bps
Depreciation	1,106	934	18.5%	820	34.9%
EBIT	19,911	20,690	-3.8%	19,252	3.4%
Other Income	4,191	-89	-	3,366	24.5%
Interest	214	118	82%	321	-33.2%
Exceptional items*	-299	12,373	-	-2,523	-
Profit Before Tax (excluding exc items)	23,887	20,483	16.6%	22,297	7.1%
Adj Profit Before Tax (Inc exc items)	23,589	32,856	-28.2%	19,774	19.3%
Tax (includes earlier year tax)	9,430	10,085	-6.5%	5,073	85.9%
Tax rate	39%	49%	(1000) bps	26%	1300 bps
Profit after tax (Reported)	14,159	22,717	-38%	14,843	-4.6%
PAT Margin	22%	38.8%	(1700) bps	27%	(550) bps
APAT (post MI & NCI)	14,129	15,724	-10.1%	16,751	-15.7%
APAT Margin	22%	27%	(500) bps	31%	(900) bps
EPS (₹)	4.8	7.8	-38%	5.1	-4.6%
Adj.EPS (₹)	4.8	5.4	-10%	5.7	-15.7%

Source: Company, LKP Research



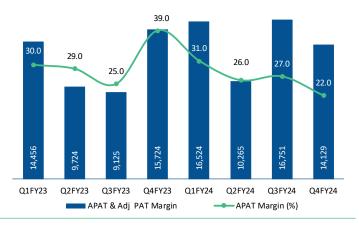
## **Story in Charts**

Revenue growth consistently in double-digits suggesting strong tailwinds



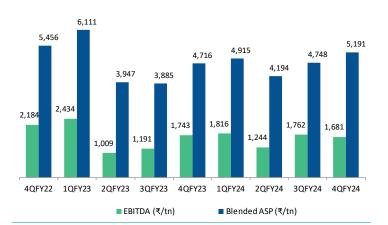
Source: Company, LKP Research

#### PAT margins are expected to improve post one-offs



Source: Company, LKP Research

#### Realisation stays strong on the back of 11% price hikes in FY25



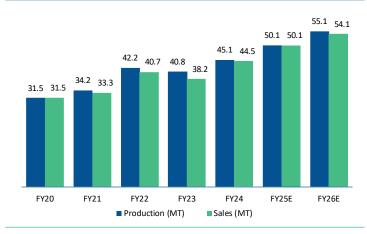
Source: Company, LKP Research

#### Price hikes in Q1FY25 to support margins in upcoming quarters



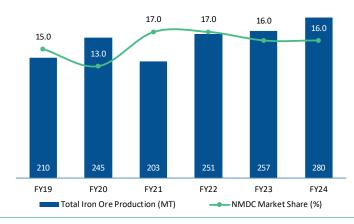
Source: Company, LKP Research

#### Volumes to cross over 50mt in FY25 on the back of a few EC approvals



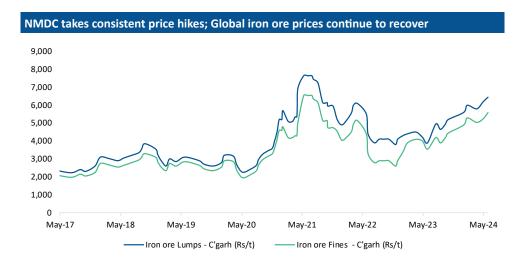
Source: Company, LKP Research

# NMDC takes consistent price hikes; Global iron ore prices continue to recover

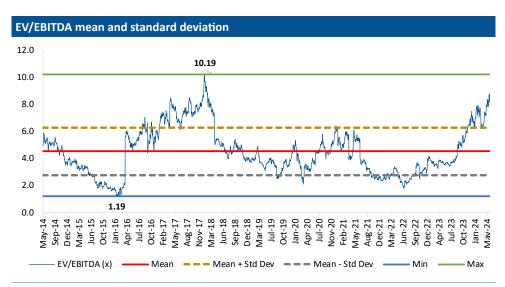


Source: Company, LKP Research

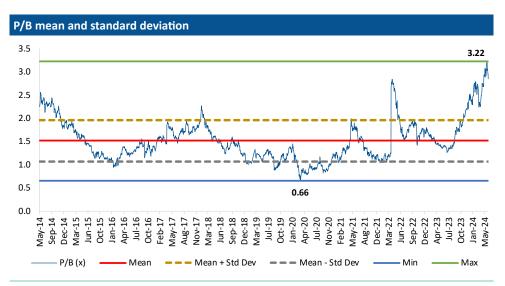




Source: Industry, LKP Research



Source: Ace Equity, LKP Research



Source: Ace Equity, LKP Research



## **Profit and Loss Statement**

(₹ mn)	FY20	FY21	FY22	FY23	FY 24	FY 25E	FY 26E
Revenue from Operations	116,992	153,701	259,648	176,669	213,079	243,960	266,484
Raw Material Cost (Incl Royalty)	23,221	31,070	93,309	78,556	97,945	102,707	108,577
Employee Cost	10,494	10,852	13,371	15,306	16,255	20,493	20,737
Other Exp	23,259	23,886	26,724	22,281	25,950	30,495	32,813
EBITDA	60,019	87,893	126,245	60,525	72,928	90,265	104,357
EBITDA Margin(%)	51.3%	57.2%	48.6%	34.3%	34.2%	37.0%	39.2%
Depreciation	2,949	2,285	2,877	3,362	3,507	4,283	5,876
EBIT	57,070	85,607	123,367	57,164	69,422	85,982	98,481
EBIT Margin(%)	48.8%	55.7%	47.5%	32.4%	32.6%	35.2%	37.0%
Other Income	5,144	3,516	7,185	7,682	13,709	13,418	14,657
Interest	99	168	391	752	782	430	195
Exceptional items	964	0	0	12373	-2822	0	0
Adj Profit Before Tax	62,115	88,955	130,162	64,093	82,348	98,970	112,943
Adj PBT Margin(%)	53.1%	57.9%	50.1%	36.3%	38.6%	40.6%	42.4%
Reported PBT	61,150	88,955	130,162	76,466	79,527	98,970	112,943
Tax	25,127	26,485	35,751	21,082	23,804	24,743	28,236
Adj PAT (before MI & Sh.of Associates)	36,988	62,471	94,411	43,011	58,544	74,228	84,707
Minority Income & Sh.of Associates	282	295	(117)	659	(46)	-	-
Reported PAT (after MI & Sh,of Associates)	36,305	62,766	94,294	56,043	55,677	74,228	84,707
Adj PAT Margin (%)	32%	41%	36%	24%	27%	30%	32%
Rep PAT Margins (%)	31%	41%	36%	32%	26%	30%	32%



## **Balance Sheet**

(₹ mn)	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25E	FY 26E
Equity and Liabilities							
Equity Share Capital	3,062	2,931	2,931	2,931	2,931	2,931	2,931
Reserves & Surplus	273,669	295,910	177,252	223,278	253,628	327,856	412,563
Non-controlling interest	81	135	135	142	170	170	170
Total Networth	276,811	298,976	180,317	226,351	256,729	330,957	415,664
Long term Borrowings	-	5,464	-	-	-	-	-
Deferred tax liability	-	-	-	-	-	-	-
Provisions	8,280	9,454	10,925	12,560	14,313	11,175	13,283
Other Non-Current liabilities	58	47	1,561	1,553	1,520	1,967	2,562
Total non-current liab and provs	8,338	14,965	12,486	14,113	15,833	13,142	15,846
Current Liabilities							
Short term Borrowings	5,656	14,480	17,925	4,160	33,565	18,455	8,345
Trade Payables	2,259	3,608	6,648	4,259	4,126	5,421	6,099
Provisions	2,228	986	151	1,239	2,553	1,574	2,050
Other financial liabilities	12,200	17,760	5,218	8,969	11,193	11,583	7,066
Other current liabilities	5,453	18,522	26,379	23,387	30,276	15,047	12,299
Total current liab and provs	27,795	55,357	56,321	42,014	81,713	52,081	35,860
Total Equity & Liabilities	312,944	369,298	249,123	282,477	354,275	396,180	467,369
Assets							
Gross block	42,283	44,800	43,137	38,758	38,758	78,697	102,494
Depreciation	9,744	11,661	12,891	14,945	13,979	22,822	28,698
Net block	32,539	33,139	30,246	23,813	24,779	55,875	73,795
Capital WIP	155,002	171,065	13,283	19,916	32,305	22,495	13,317
Total Fixed Assets	187,541	204,204	43,529	43,729	57,084	78,370	87,113
Investments					,	76,370	07,113
	9,101	8,749	8,950	9,347	9,512	13,238	19,536
Loans	9,101 2,244	8,749 2,592	8,950 408	9,347 626			
					9,512	13,238	19,536
Loans	2,244	2,592	408	626	9,512 817	13,238 669	19,536 727
Loans Intangible assets	2,244 5,782	2,592 6,639	408 6,346	626 8,163	9,512 817 8,603	13,238 669 12,592	19,536 727 16,399
Loans Intangible assets Income tax assets	2,244 5,782 3,971	2,592 6,639 4,083	408 6,346 5,689	626 8,163 2,975	9,512 817 8,603 2,659	13,238 669 12,592 5,047	19,536 727 16,399 5,450
Intangible assets Income tax assets Other Non current Assets	2,244 5,782 3,971 35,100	2,592 6,639 4,083 37,029	408 6,346 5,689 27,019	626 8,163 2,975 59,565	9,512 817 8,603 2,659 62,450	13,238 669 12,592 5,047 49,643	19,536 727 16,399 5,450 51,958
Loans Intangible assets Income tax assets Other Non current Assets Total Non-Current Assets	2,244 5,782 3,971 35,100	2,592 6,639 4,083 37,029	408 6,346 5,689 27,019	626 8,163 2,975 59,565	9,512 817 8,603 2,659 62,450	13,238 669 12,592 5,047 49,643	19,536 727 16,399 5,450 51,958
Intangible assets Income tax assets Other Non current Assets Total Non-Current Assets Current Assets	2,244 5,782 3,971 35,100 <b>243,738</b>	2,592 6,639 4,083 37,029 <b>263,296</b>	408 6,346 5,689 27,019 <b>91,941</b>	626 8,163 2,975 59,565 <b>124,405</b>	9,512 817 8,603 2,659 62,450 141,125	13,238 669 12,592 5,047 49,643 159,559	19,536 727 16,399 5,450 51,958 181,183
Loans Intangible assets Income tax assets Other Non current Assets Total Non-Current Assets Current Assets Inventories	2,244 5,782 3,971 35,100 <b>243,738</b> 7,235	2,592 6,639 4,083 37,029 <b>263,296</b>	408 6,346 5,689 27,019 <b>91,941</b> 21,252	626 8,163 2,975 59,565 <b>124,405</b>	9,512 817 8,603 2,659 62,450 <b>141,125</b> 27,670	13,238 669 12,592 5,047 49,643 <b>159,559</b>	19,536 727 16,399 5,450 51,958 181,183
Intangible assets Income tax assets Other Non current Assets Total Non-Current Assets Current Assets Inventories Trade Receivables	2,244 5,782 3,971 35,100 <b>243,738</b> 7,235 22,237	2,592 6,639 4,083 37,029 <b>263,296</b> 9,217 21,399	408 6,346 5,689 27,019 <b>91,941</b> 21,252 29,543	626 8,163 2,975 59,565 <b>124,405</b> 26,606 26,560	9,512 817 8,603 2,659 62,450 <b>141,125</b> 27,670 35,089	13,238 669 12,592 5,047 49,643 <b>159,559</b> 32,081 35,239	19,536 727 16,399 5,450 51,958 181,183 35,043 31,830
Loans Intangible assets Income tax assets Other Non current Assets Total Non-Current Assets Current Assets Inventories Trade Receivables Cash & Bank Balances	2,244 5,782 3,971 35,100 243,738  7,235 22,237 24,375	2,592 6,639 4,083 37,029 <b>263,296</b> 9,217 21,399 58,618	408 6,346 5,689 27,019 <b>91,941</b> 21,252 29,543 79,775	626 8,163 2,975 59,565 <b>124,405</b> 26,606 26,560 70,978	9,512 817 8,603 2,659 62,450 <b>141,125</b> 27,670 35,089 123,637	13,238 669 12,592 5,047 49,643 <b>159,559</b> 32,081 35,239 138,602	19,536 727 16,399 5,450 51,958 181,183 35,043 31,830 189,720
Intangible assets Income tax assets Other Non current Assets Total Non-Current Assets Current Assets Inventories Trade Receivables Cash & Bank Balances Other financial assets	2,244 5,782 3,971 35,100 243,738  7,235 22,237 24,375 7,946	2,592 6,639 4,083 37,029 <b>263,296</b> 9,217 21,399 58,618 5,497	408 6,346 5,689 27,019 <b>91,941</b> 21,252 29,543 79,775 14,837	626 8,163 2,975 59,565 <b>124,405</b> 26,606 26,560 70,978 16,126	9,512 817 8,603 2,659 62,450 <b>141,125</b> 27,670 35,089 123,637 9,378	13,238 669 12,592 5,047 49,643 <b>159,559</b> 32,081 35,239 138,602 10,843	19,536 727 16,399 5,450 51,958 181,183 35,043 31,830 189,720 8,810
Intangible assets Income tax assets Other Non current Assets Total Non-Current Assets Current Assets Inventories Trade Receivables Cash & Bank Balances Other financial assets Other current assets	2,244 5,782 3,971 35,100 243,738  7,235 22,237 24,375 7,946 7,406	2,592 6,639 4,083 37,029 <b>263,296</b> 9,217 21,399 58,618 5,497 11,265	408 6,346 5,689 27,019 <b>91,941</b> 21,252 29,543 79,775 14,837 11,767	626 8,163 2,975 59,565 124,405 26,606 26,560 70,978 16,126 17,796	9,512 817 8,603 2,659 62,450 <b>141,125</b> 27,670 35,089 123,637 9,378 17,366	13,238 669 12,592 5,047 49,643 <b>159,559</b> 32,081 35,239 138,602 10,843 19,857	19,536 727 16,399 5,450 51,958 181,183 35,043 31,830 189,720 8,810 20,783



## **Key Ratios**

YE Mar	FY20	FY21	FY22	FY23	FY 24	FY 25E	FY 26E
Per Share Data (₹)							
Adj. EPS	11.9	21.4	32.2	19.1	19.0	25.3	28.9
CEPS	12.4	22.1	33.2	15.8	21.2	26.8	30.9
BVPS	90.4	102.0	61.5	77.2	87.6	112.9	141.8
Growth Ratios (%)							
Revenue	-3.7%	31.4%	68.9%	-32.0%	20.6%	14.5%	9.2%
EBITDA	-13.3%	46.4%	43.6%	-52.1%	20.5%	23.8%	15.6%
EBIT	-14.1%	50.0%	44.1%	-53.7%	21.4%	23.9%	14.5%
PAT	-21.4%	73.0%	50.2%	-40.6%	-0.7%	33.4%	14.1%
Valuation Ratios (X)							
PE	6.8	6.3	5.0	5.8	13.1	9.8	8.6
P/CEPS	6.4	6.1	4.9	7.0	11.8	9.3	8.1
P/BV	0.9	1.3	2.6	1.4	2.8	2.2	1.8
EV/Sales	1.9	2.3	1.6	1.5	3.0	2.5	2.1
EV/EBITDA	3.8	4.1	3.3	4.3	8.8	6.8	5.3
Operating Ratios (Days)							
Inventory days	22.3	21.6	29.5	54.2	47.3	47.3	47.3
Receivable Days	68.4	50.1	41.0	54.1	60.0	52.0	43.0
Payables day	7.0	8.5	9.2	8.7	7.1	8.0	9.0
Debt to Equity (x)	0.0	0.1	0.1	0.0	0.1	0.1	0.0
Performance Ratios (%)							
AROA (%)	11.2%	16.9%	37.9%	15.2%	16.5%	18.7%	18.1%
AROE (%)	12.7%	20.9%	52.3%	19.0%	22.8%	27.4%	27.6%
AROCE (%)	20.0%	27.3%	64.0%	23.8%	25.5%	28.4%	29.3%
Asset Turnover(x)	2.9	3.5	5.9	4.3	4.4	3.1	2.6
Inventory Turnover(x)	16.2	16.7	12.2	6.6	7.7	7.6	7.6



## **Cash Flow**

(₹ mn)	FY 20	FY 21	FY22	FY23	FY 24	FY 25E	FY 26E
РВТ	61,150	88,955	130,162	76,466	79,527	98,970	112,943
Adjustments	3,788	3,891	5,846	-1,251	-6,023	23,252	28,893
Operating CF before WC changes	64,938	92,846	136,008	75,216	73,504	122,222	141,836
Changes in working capital	-8,438	-9,029	-20,872	4,498	-23,074	-36,146	18,567
Tax paid	-22,796	-24,687	-43,506	-20,685	-18,110	-24,743	-28,236
Cash flow from operations (a)	21,270	72,656	69,429	18,376	73,948	95,151	109,387
Capital expenditure	-24,035	-16,221	-11,983	-12,472	-18,471	-31,096	-17,921
Other investing activities	20,907	-26,942	-20,156	14,495	-42,293	-16,181	-7,000
Cash flow from investing (b)	-3,128	-43,163	-32,139	2,023	-60,764	-47,277	-24,921
Free cash flow (a+b)	18,143	29,493	37,290	20,398	13,184	47,874	84,466
Dividends Paid	-19,525	-22,733	-43,195	-10,993	-25,209	-28,206	-32,189
Other financing activities	1,992	-3,180	2,527	-9,682	12,189	-5,796	-1,158
Cash flow from financing (c)	-17,533	-25,913	-40,669	-20,674	-13,020	-34,003	-33,347
Net chng in cash (a+b+c)	610	3,580	-3,379	-276	164	13,871	51,119
Cash & Cash equivalents at the beginning of the year	470	1,080	4,660	1,206	930	1,094	14,965
Closing cash & cash equivalents	1,080	4,660	1,281	930	1,094	14,965	66,084
Cash & Bank Balance	24,375	58,618	79,775	70,978	123,637	123,637	123,637
Closing Cash & Bank Balance	25,454	63,278	81,056	71,908	124,730	138,602	189,720

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