RESULT REPORT Q3 FY24 | Sector: Metals and Mining

JSW Steel Ltd

Steady performance shows the Indian steel story to be a solid pillar, maintain NEUTRAL

Result Synopsis

JSW Steel's Q3FY24 performance was above the consensus estimates on the margin front on the back of a better product mix and focus on downstream steel sales. The company reported a higher-than-expected EBITDA margin despite the higher coking coal and iron ore prices coming into play. The company saw a 6% fall on its top line as realizations per tonne saw a fall of ~Rs 400/t. The share of value-added products remained near the 60% mark showcasing the companies focus on the downstream applications as well as helping it limit the impact of downfall of the steel prices. On the cost front, the company saw a rise in the coking coal prices by \$21/t and iron ore prices have been on an upswing as well over the last couple of months. The EBITDA margins felt the impact of this and came in at 17.1% (vs 17.7% in Q2FY24).

The company's consolidated crude steel production stood at 6.87 mt, up by 12% YoY and 8% rise on a QoQ basis. The company's consolidated steel sales stood at 6.00 mt, up by 7% on a YoY basis and a fall of 5% on a QoQ basis.

On the industry wide trends, there has been quite a lot of expectations that the growth would improve post the China reopening, however it hasn't yet played out in the way the industry had been anticipating. On the other hand, the Indian story remains rigid, strong momentum continues with inflation moderating and improving demand. The Indian prices have not corrected as much as the global prices on the back of strong demand in the country. Going forward, we expect the global steel price to see an uptick in order to price-in the impact of the high coking coal costs.

We maintain a NEUTRAL rating for JSW Steel and rollover the estimates to FY26E. We value JSW Steel at a 7xFY26E EV/EBITDA and see the company to be in line with its guidance and project completion targets.

Result Highlights

- Revenue from the quarter stood at Rs 41,940 crores (vs our estimate of Rs 44,767 crores), registering a 6% fall on a QoQ basis and a 7% YoY growth.
- EBITDA came in-line with our estimates at Rs 7,180 crores (our estimate of Rs 7,029 crores), showing a 9% fall sequentially and a 58% YoY growth.
- At the bottom-line, the company reported a profit of Rs 2,450 crores (vs our estimate of Rs 2,117 crores). The profit fell 12% sequentially, however showed a massive 417% jump YoY when it had registered Rs 474 crores at the bottom-line.
- Net Sales Realizations (NSR) per tonne at the Indian operations were roughly flat, reporting a ~1% fall on a QoQ basis and ~1% gain on a YoY basis.

Exhibit 1: Actual vs estimates

Do man	Actuals	Estimates		% Variation		Remarks
Rs mn	Actuals	YES Sec	Consensus	YES Sec	Consensus	Kemarks
Revenue	419,400	447,675	427,745	-6%	-2%	
EBITDA	71,800	70,285	67,240	2%	7%	Performance remains stable:
EBITDA Margins (%)	17.1%	15.7%	15.7%	9%	9%	capacity additions on the right track
PAT	24,500	21,169	21,705	16%	13%	

Source: Company, YES Sec

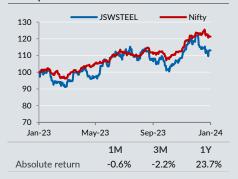


Reco	:	NEUTRAL
СМР	:	Rs 819
Target Price	:	Rs 858
Potential Upside	:	+5%

Stock data (as on Jan 25, 2024)

Nifty	21,353
52 Week h/I (Rs)	896 / 649
Market cap (Rs/USD mn)	1986670 / 23903
Outstanding Shares (mn)	2,436
6m Avg t/o (Rs mn):	1,908
Div yield (%):	0.5
Bloomberg code:	JSTL IN
NSE code:	JSWSTEEL

Stock performance



Shareholding pattern (As of Dec'23 end)

Promoter		44.8%
FII+DII		36.3%
Others		18.5%

Δ in stance

(1-Yr)	New	Old
Rating	NEUTRAL	NEUTRAL
Target Price	858	794

Financial Summary

(Rs bn)	FY24E	FY25E	FY26E
Revenue	1,756	1,871	2,072
YoY Growth	5.8%	6.6%	10.7%
EBIDTA	301	367	383
EBITDA (%)	17.1%	19.6%	18.5%
PAT	107	166	177
EPS	49.8	66.1	75.2
ROE	14.1%	18.4%	16.8%
ROCE	6.9%	9.9%	9.9%
P/E	19.0	12.1	11.4
P/BV	2.6	2.2	1.9

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Production Highlights

- The company reported a consolidated crude steel production of 6.87 mt for the quarter, up 8% QoQ and 12% on a YoY basis.
- Sales however took a downward trajectory and came in at 6.00 mt thereby impacting the revenues from operations. The sales figure reports a fall of 5% on a QoQ basis and a 7% rise from Q3FY23 numbers.
- Average Indian plant capacity utilization stood at 94% for the quarter and 91% for the 9MFY24.

Exhibit 2: Quarterly Snapshot

Rs mn	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	% qoq	% yoy
Revenue	380,860	417,780	391,340	469,620	422,130	445,840	419,400	-6%	7%
COGS	217,220	285,640	275,590	313,630	280,730	300,050	269,300	-10%	-2%
Gross Profit	163,640	132,140	115,750	155,990	141,400	145,790	150,100	3%	30%
GPM (%)	43%	32%	30%	33%	33%	33%	36%	9%	21%
Employee Costs	9,250	9,640	10,190	10,070	11,610	10,970	11,820	8%	16%
Other Expenses	111,300	104,980	60,090	66,530	59,330	55,960	66,480	19%	11%
EBITDA	43,090	17,520	45,470	79,390	70,460	78,860	71,800	-9%	58%
EBITDA Margin (%)	11%	4%	12%	17%	17%	18%	17%	-3%	47%
Other Income	1,890	1,880	1,880	4,650	3,310	2,370	1,940	-18%	3%
Depreciation	17,780	18,050	18,820	20,090	19,000	20,190	20,590	2%	9%
Finance Costs	14,220	15,230	18,190	21,380	19,630	20,840	19,960	-4%	10%
Share of P/L	170	560	560	80	340	240	160	-33%	-71%
PBT	12,810	-8,530	9,780	42,490	34,800	45,850	33,030	-28%	238%
Tax	4,420	620	5,040	5,080	10,520	18,120	8,530	-53%	69%
PAT	8,390	-9,150	4,740	37,410	24,280	27,730	24,500	-12%	417%

Source: Company, YES Sec

Exhibit 3: Operational Performance

Rs mn	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	% qoq	% yoy
Consolidated									
Production (mt)	5.79	5.65	6.14	6.58	6.61	6.34	6.87	8%	12%
Sales (mt)	4.49	5.74	5.63	6.53	5.71	6.34	6.00	-5%	7%
Realization/t	84,824	72,784	69,510	71,917	73,928	70,322	69,900	-1%	1%
EBITDA/t	9,597	3,052	8,076	12,158	12,340	12,438	11,967	-4%	48%

Source: Company, YES Sec

KEY CON-CALL HIGHLIGHTS

Global and Domestic Outlook

- The global economy looks more resilient than expected earlier. Inflation has started dropping
 and interest rate cuts expected in the upcoming months will only boost consumption in
 different sectors which are the end-users of steel.
- The global prices in Europe and China have gone up and the management believes some of the same to flow to the Indian markets. With the rise of the global steel prices, the domestic prices are now closer to parity which would limit the number of imports in India in the upcoming quarter.

Company Updates and Guidance

- The company saw a fall in the sales on the retail side due to rising imports, however institutional sales went 8% up on a QoQ basis. The share of VAP in the product portfolio remains strong at 60%. The company is on track to meet its guidance of total combined volumes for FY24E: Consolidate production of 26.34 mt & Consolidated sales of 25.0 mt.
- Net Sales Realizations (NSR) for Q4FY24 is expected to be better in terms of volumes. The company would also like to do some inventory liquidation.
- Indian performance was impacted by lower volumes and higher cost on both the coking coal and iron ore side. Overseas operations saw healthy improvement both in terms of volumes and absolute EBITDA.
- Net debt increases by Rs 10,000 crores primarily due to working capital and capex requirements. Debt ratios, however, stay range-bound with Net Debt/Equity at 1.02x and Net Debt/EBITDA at 2.64x.
- The company got approvals for 3 new mines in Karnataka and would see an additional 4.5 mtpa of iron ore being produced starting FY25.
- Coking coal saw an increase of \$21/t for the quarter as against the earlier guidance of \$30/t.
 Landed cost for coking coal stood at \$252/t.
- For Q4FY24, the company is expecting to see a rise of \$20-25/t on the coking coal front. Higher costs on both the iron ore and coking coal front is going to dent margins in the upcoming quarter, however an expected price hike in steel in the domestic market, along with higher exports and volumes and a better product mix can help in offsetting the cost inflation.

Capex Update

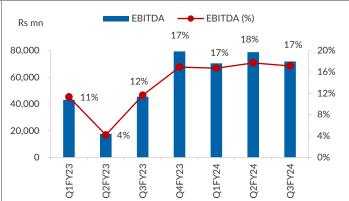
- To focus on iron ore integration with the upcoming capacity addition. Currently, the captive mines meet 1/3rd of the requirements and the company aims to reach 50% integration in the long run.
- A new green steel plant is coming up on the western coast of India and will be coming up in 2 phases.
- On the pathway to achieve the 50.0 mtpa capacity goal by 2031, the company will focus on expanding organically at its existing plant sites. All of the Vijaynagar, Dolvi and BPSL locations have a growth potential of ~5.0 mtpa capacity addition.
- Overseas coking coal The company is looking to ramp up its coking coal mines as well.
 Additionally, the company is looking to procure more coking coal mines domestically and set
 up washeries for the same domestically and could also look to find mines at locations
 internationally which would be better suited to the company strategically.
- The company will be spending ~Rs 18,000 on its capex projects in FY24 on a consolidated level instead of Rs 20,000 crores as guided earlier due to project completions getting pushed into the next financial year.

QUARTERLY TRENDS

Exhibit 4: Revenue decreased by 6% QoQ...

— QoQ growth Rs mn Revenue 500,000 30% 400,000 20% 300,000 10% 200,000 0% -10% 100,000 0 -20% Q1FY24 Q1FY23 Q2FY23 Q3FY23 Q4FY23 Q2FY24 Q3FY24

Exhibit 5: EBITDA impacted by rising input costs...



Source: Company, YES Sec

Source: Company, YES Sec

Exhibit 6: Crude steel production remains steady...

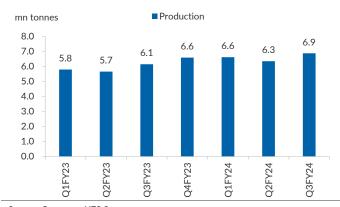
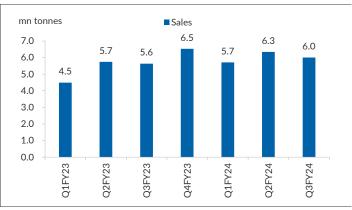


Exhibit 7: Saleable steel sales picture...



Source: Company, YES Sec

Source: Company, YES Sec



FINANCIALS

Exhibit 8: Income Statement

Y/e 31 Mar (Rs bn)	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Revenue	702	848	733	798	1,464	1,660	1,756	1,871	2,072
COGS	390	432	387	395	845	1,182	1,166	1,207	1,347
Employee Cost	18	25	28	25	35	39	46	45	52
Other Expenses	146	201	199	177	194	253	243	253	290
Total Expenditure	554	658	615	597	1,074	1,474	1,455	1,504	1,689
Other Income	2	2	5	6	15	10	8	8	8
EBITDA	148	190	119	201	390	185	301	367	383
EBITDA (%)	21.1%	22.4%	16.2%	25.2%	26.6%	11.2%	17.1%	19.6%	18.5%
Depreciation	34	40	42	47	60	75	79	84	93
EBIT	114	149	76	155	330	111	222	283	290
EBIT (%)	16.2%	17.6%	10.4%	19.4%	22.5%	6.7%	12.6%	15.1%	14.0%
Interest	37	39	43	40	50	69	75	68	61
Exceptional Items	3	-	8	1	7	-6	-6	-	-
PBT	77	112	30	120	297	57	159	222	237
Tax	15	36	-9	41	88	15	52	55	59
PAT	61	75	39	79	209	41	107	166	177
EPS	25.71	31.60	16.67	32.73	85.49	17.14	43.48	67.96	72.54

Exhibit 9: Balance Sheet

Y/e 31 Mar (Rs bn) FY18 FY19 FY20 FY21 FY22 FY23 Gross Block 679 764 761 808 1,207 1,314 Accumulated Dep 109 147 183 220 277 337 Net Block 571 616 578 589 930 977 CWIP 56 115 269 324 168 219 Other Non-current Assets 61 82 106 200 214 233 Inventory 126 145 139 142 338 331 Receivables 47 72 45 45 75 71 Cash & Bank 11 62 120 128 174 207 Other Current Assets 48 57 62 43 67 72 Total Assets 920 1,149 1,318 1,472 1,965 2,111 Share Capital 3 3 3				
Accumulated Dep 109 147 183 220 277 337 Net Block 571 616 578 589 930 977 CWIP 56 115 269 324 168 219 Other Non-current Assets 61 82 106 200 214 233 Inventory 126 145 139 142 338 331 Receivables 47 72 45 45 75 71 Cash & Bank 11 62 120 128 174 207 Other Current Assets 48 57 62 43 67 72 Total Assets 920 1,149 1,318 1,472 1,965 2,111 Share Capital 3 3 3 3 3 3 Reserves 277 345 363 453 670 654	FY	/24E	FY25E	FY26E
Net Block 571 616 578 589 930 977 CWIP 56 115 269 324 168 219 Other Non-current Assets 61 82 106 200 214 233 Inventory 126 145 139 142 338 331 Receivables 47 72 45 45 75 71 Cash & Bank 11 62 120 128 174 207 Other Current Assets 48 57 62 43 67 72 Total Assets 920 1,149 1,318 1,472 1,965 2,111 Share Capital 3 3 3 3 3 3 3 Reserves 277 345 363 453 670 654	1,	,494	1,668	1,833
CWIP 56 115 269 324 168 219 Other Non-current Assets 61 82 106 200 214 233 Inventory 126 145 139 142 338 331 Receivables 47 72 45 45 75 71 Cash & Bank 11 62 120 128 174 207 Other Current Assets 48 57 62 43 67 72 Total Assets 920 1,149 1,318 1,472 1,965 2,111 Share Capital 3 3 3 3 3 3 Reserves 277 345 363 453 670 654		416	500	593
Other Non-current Assets 61 82 106 200 214 233 Inventory 126 145 139 142 338 331 Receivables 47 72 45 45 75 71 Cash & Bank 11 62 120 128 174 207 Other Current Assets 48 57 62 43 67 72 Total Assets 920 1,149 1,318 1,472 1,965 2,111 Share Capital 3 3 3 3 3 3 Reserves 277 345 363 453 670 654	1,	,078	1,168	1,240
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Share Capital 3 3 3 3 3 3 Reserves 277 345 363 453 670 654		82	94	112
Reserves 277 345 363 453 670 654	2,	,237	2,369	2,533
		3	3	3
Non-current Liabilities 355 386 521 589 704 741		745	887	1,037
		791	781	741
Current Liabilities 290 420 437 433 576 700		684	685	739
Total Equity & Liabilities 920 1,149 1,318 1,472 1,965 2,111	2,	,237	2,369	2,533



Exhibit 10: Cash Flow Statement

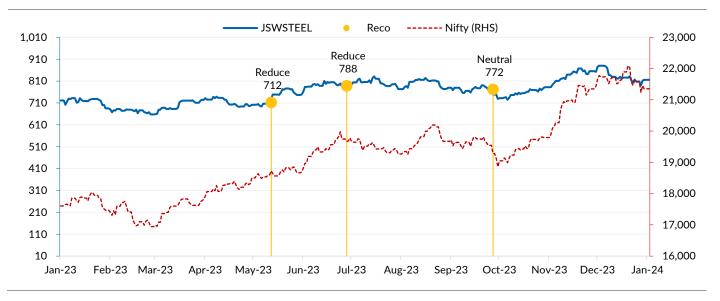
Y/e 31 Mar (Rs bn)	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Profit before Tax	77	112	30	120	297	57	159	222	237
Add: Non-cash charges	73	77	93	74	92	152	154	152	154
Profit before Working Capital changes	149	188	123	195	389	209	314	374	391
Working capital changes	10	26	32	17	17	22	22	22	22
Cash flow from Operations	138	173	139	208	316	240	315	374	394
Taxes Paid	-14	-26	-12	-19	-54	-6	-52	-55	-59
Net Cash flow from Operating Activities	124	146	128	188	263	233	263	319	334
	-	-	-	-	-	-	-	-	-
Capex	-47	-102	-128	-110	-101	-148	-180	-174	-166
Other Investments	2	-12	-68	11	-59	41	-44	-26	-29
Net Cash flow from Investing Activities	-45	-114	-196	-98	-160	-107	-224	-200	-195
	-	-	-	-	-	-	-	-	-
Proceeds/(Repayment) from borrowings	-38	69	116	37	-70	56	30	-60	-80
Other financial activities	-44	-51	-65	-51	-76	-116	-91	-93	-88
Net Cash flow from Financing Activities	-82	18	52	-14	-147	-60	-61	-153	-168
	-	-	-	-	-	-	-	-	-
Opening Cash Balance	9	6	56	40	119	88	154	132	97
Net Change in Cash	-3	49	-16	76	-44	66	-22	-35	-28
FX and Translation effects	-	1	-0	4	12	-0	-	-	-
Ending Cash Balance	6	56	40	119	88	154	132	97	69

Exhibit 11: Key Ratios

Y/e 31 Mar	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Growth (%)									
Total Sales	26%	21%	-13%	9%	83%	13%	20%	7%	11%
EBITDA	22%	28%	-37%	70%	94%	-52%	-23%	22%	5%
EBIT	30%	31%	-49%	103%	113%	-66%	-33%	27%	3%
PAT	76%	23%	-48%	101%	166%	-80%	-49%	55%	7%
Profitability (%)									
GP Margins	44%	49%	47%	51%	42%	29%	34%	36%	35%
EBIDTA Margins	21%	22%	16%	25%	27%	11%	17%	20%	19%
EBIT Margins	16%	18%	10%	19%	23%	7%	13%	15%	14%
PAT Margins	9%	9%	5%	10%	14%	2%	6%	9%	9%
ROCE	10%	12%	5%	8%	17%	3%	7%	10%	10%
ROE	22%	22%	11%	17%	31%	6%	14%	18%	17%
Per Share Data (Rs)									
EPS	25.7	31.6	16.7	32.7	85.5	17.1	43.5	68.0	72.5
BVPS	113.9	142.1	149.0	186.1	283.5	277.3	315.1	373.6	436.0
Valuations (x)									
P/E	11.2	9.3	9.1	13.6	8.9	45.4	19.0	12.1	11.4
P/BV	2.5	2.1	1.0	2.4	2.7	2.8	2.6	2.2	1.9
EV/EBIDTA	7.0	5.3	7.2	7.9	6.3	13.6	8.9	7.2	6.8
Market Cap/Sales	1.0	0.8	0.5	1.3	1.2	1.1	1.1	1.1	1.0



Recommendation Tracker





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DISCLOSURE OF INTEREST

Name of the Research Analyst : Manav Gogia

The analyst hereby certifies that opinion expressed in this research report accurately reflect his or her personal opinion about the subject securities and no part of his or her compensation was, is or will be directly or indirectly related to the specific recommendation and opinion expressed in this research report.

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3	Research Analyst or his/her relative or YSL has any other material conflict of interest at the time of publication of the Research Report	No
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BUY: Upside greater than 20% over 12 months

ADD: Upside between 10% to 20% over 12 months

NEUTRAL: Upside between 0% to 10% over 12 months

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SELL: Downside greater than -10% over 12 months

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