

JSW Infrastructure

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Bloomberg	JSWINFRA IN
Equity Shares (m)	2100
M.Cap.(INRb)/(USDb)	548.5 / 6.3
52-Week Range (INR)	361 / 205
1, 6, 12 Rel. Per (%)	-16/-16/19
12M Avg Val (INR M)	1101

Financial Snapshot (INR b)

Y/E MARCH	2025E	2026E	2027E
Sales	45.3	55.0	67.8
EBITDA	23.0	28.2	35.0
Adj. PAT	14.0	16.2	20.5
EBITDA Margin (%)	50.7	51.4	51.5
Adj. EPS (INR)	6.7	7.7	9.8
EPS Gr. (%)	15.3	15.5	26.5
BV/Sh. (INR)	43.2	49.0	56.3
Ratios			
Net D:E	-0.0	0.0	-0.0
RoE (%)	16.4	16.7	18.5
RoCE (%)	12.9	13.3	15.0
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	39.1	33.8	26.7
P/BV (x)	6.0	5.3	4.6
EV/EBITDA(x)	23.8	19.5	15.6
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	46.9	0.1	59.7

Shareholding pattern (%)

As On	Dec-24	Sep-24	Dec-23
Promoter	85.6	85.6	85.6
DII	2.7	2.5	4.1
FII	5.4	5.6	5.1
Others	6.3	6.3	5.2

FII Includes depository receipts

CMP: INR261 TP: INR350 (+34%) Bu

Operating performance in line; lower tax outgo drives APAT

Outlook remains bright as expansion is underway

- During 3QFY25, JSW Infrastructure (JSWINFRA) completed the acquisition of a 70.37% share of Navkar Corporation (NAVKAR) through its subsidiary JSW Port Logistics (consolidated effective 11th Oct'24). The 3QFY25 results are not comparable with those of the corresponding periods. Navkar generated a revenue/APAT of INR1.2b/INR11m from 11th Oct'24 to 31st Dec'24.
- JSWINFRA's consolidated revenues grew 26% YoY to INR11.8b. During the quarter, the company handled cargo volumes of 29.4m tonnes (+5% YoY).
- EBITDA grew ~22% YoY to INR5.9b. EBITDA margin was 49.6% and was lower by ~150bp YoY/~240bp QoQ. APAT grew ~43% YoY to INR4.4b (our est. of INR3.3b). Lower tax outgo drove APAT. The increase in the third-party volume was stronger with 31% YoY growth, and the share of third parties in the overall volumes stood at 49% in 3QFY25 vs. 39% in 3QFY24.
- During 9MFY25, revenue was INR 31.9b (+20% YoY), EBITDA was INR16.2b (+17% YoY), and APAT was INR 10b (+23% YoY).
- The company's 3QFY25 operational performance was in line (ex-Navkar's financials). JSWINFRA expects to end FY25 with a 10% volume growth and a focus on building capacity in the ports and logistics segments. Management has come out with an aggressive roadmap to build its logistics infrastructure and network under JSW Ports Logistics with a capex of INR90b through FY30.
- With better-than-expected volumes and ramp-up of volumes at the recently acquired ports, along with Navkar consolidation, we raise our EBITDA and APAT estimates by ~2% and 10%, respectively, for FY25. However, we broadly retain our FY26 and FY27 estimates. JSWINFRA continues to pursue organic and inorganic growth opportunities to bolster its market footprint. We estimate a volume/revenue/EBITDA/APAT CAGR of 14%/22%/21%/20% over FY24-27. Reiterate BUY with a TP of INR350 (premised on 23x Sep'26 EV/EBITDA).

Cargo volumes up 5% YoY driven by third-party cargo; focus on building a pan-India logistics infrastructure and network

- During 3QFY25, JSWINFRA managed cargo volumes of 29.4MMT (+5% YoY). The volume increase was driven by higher capacity utilization at the Paradip coal terminal, contributions from PNP Port, and the UAE Liquid Storage Terminal, partially offset by lower cargo volumes at the Paradip iron ore terminal. The increase in the third-party volume was stronger with 31% YoY growth, and the share of third parties in the overall volumes stood at 49% in 3QFY25 vs. 39% in 3QFY24.
- ISW Ports Logistics aims to achieve INR80b in revenue and INR20b in EBITDA, and targets to invest INR90b in logistics infrastructure by 2030 by leveraging the Navkar acquisition, JSW Group synergies, and diverse operations to develop terminals, railway sidings, and value-added services across India.

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Highlights from the management commentary

- Port capacity expansion is a key priority, with a target to achieve 400MTPA by FY30. The current capacity increased to 174 MTPA (from 170 MTPA). Projects at JNPA, Tuticorin, Mangalore, and TNT ports contributed to the increase in the current capacity.
- Management is targeting a revenue of INR80b, an EBITDA of INR20b, and it aims to undertake a capex of INR90b for building the logistics infrastructure under JSW Ports Logistics.
- The breakdown of capex of INR90b will be as follows: INR30b for GCT & terminal development, INR30b for rake acquisitions or leasing, INR15b for specialized containers and other types of containers, and INR5b for other activities.
- The EBITDA margin for the port cargo business is 50-53%. The EBITDA margin for the oil tank terminal business in the UAE is 85% plus. The inclusion of the oil tank business into the port business is generating a higher EBITDA margin.

Valuation and view

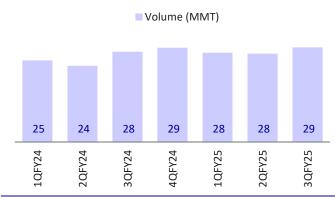
- Leveraging its strong balance sheet, JSWINFRA aims to pursue organic and inorganic growth opportunities, strengthen its market presence, and expand its capacity to 400MMT by 2030, up from the current capacity of 170MMT.
- Considering stable growth levers at its existing ports and terminals, a higher share of third-party customers, sticky cargo volume from JSW Group companies, and an expanding portfolio, we expect JSWINFRA to strengthen its market dominance, leading to a 14% volume CAGR over FY24-27. This should drive a 21% CAGR in revenue and a 23% CAGR in EBITDA over the same period. We reiterate our BUY rating with a TP of INR350 (based on 23x Sep'26 EV/EBITDA).

Quarterly snapshot											INR m	
Y/E March (INR m)		FY2	24			FY2	5E		FY24	FY25E	FY25	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q*	4QE			3QE	vs Est
Net Sales	8,781	8,483	9,401	10,964	10,098	10,014	11,818	13,367	37,629	45,297	10,650	11
YoY Change (%)	7.1	28.1	17.8	19.8	15.0	18.0	25.7	21.9	17.8	20.4	13.3	
EBITDA	4,513	4,522	4,799	5,812	5,146	5,205	5,861	6,775	19,646	22,988	5,751	2
Margins (%)	51.4	53.3	51.0	53.0	51.0	52.0	49.6	50.7	52.2	50.7	54.0	
YoY Change (%)	4.7	32.6	27.5	23.2	14.0	15.1	22.1	16.6	21.3	17.0	19.8	
Depreciation	947	1,005	1,076	1,337	1,346	1,339	1,376	1,391	4,365	5,452	1,400	
Interest	714	752	672	754	740	747	974	787	2,892	3,248	715	
Other Income	401	472	782	1,039	939	868	835	671	2,694	3,314	750	
PBT before EO expense	3,253	3,237	3,834	4,760	3,999	3,988	4,346	5,269	15,083	17,602	4,386	
Extra-Ord expense	-872	-45	763	587	83	-1,551	1,586	0	433	118	0	
PBT	4,125	3,282	3,071	4,174	3,916	5,539	2,759	5,269	14,650	17,484	4,386	
Tax	903	723	535	883	951	1,802	-597	1,341	3,043	3,497	1,097	
Rate (%)	21.9	22.0	17.4	21.2	24.3	32.5	-21.6	25.4	20.8	20.0	25.0	
Minority Interest	-13.1	-14.7	-29.1	9.3	-41.1	-22.2	-58.6	74.1	-47.8	-47.8	-12.0	
Profit/Loss of Asso. Cos	0	0	0	0	0	0	0	0	0	0	0	
Reported PAT	3,209	2,544	2,507	3,300	2,924	3,715	3,298	4,002	11,559	13,939	3,278	1
Adj PAT	2,555	2,510	3,079	3,740	2,983	2,629	4,408	4,002	11,884	14,022	3,278	34
YoY Change (%)	5.7	52.3	40.6	6.9	16.7	4.7	43.2	7.0	21.8	18.0	6.5	
Margins (%)	29.1	29.6	32.7	34.1	29.5	26.3	37.3	29.9	31.6	31.0	30.8	

^{*}Note - Company completed acquisition of 70.37% share of Navkar Corporation (Consolidated effective Oct 11, 2024). The results of 3Q FY25 are not comparable with those of the corresponding periods

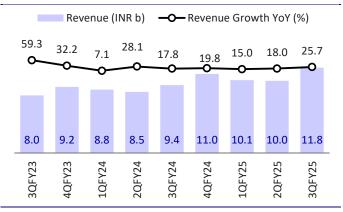
Story in charts – 3QFY25

Exhibit 1: Port cargo volumes increased ~5% YoY



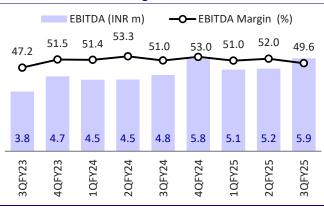
Source: Company, MOFSL

Exhibit 2: Revenue increased 26% YoY



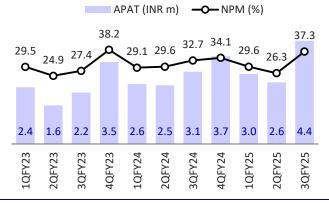
Source: Company, MOFSL

Exhibit 3: EBITDA and margin trends



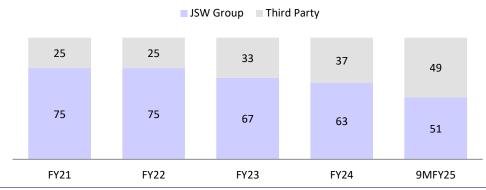
Source: Company, MOFSL

Exhibit 4: APAT increased 43% YoY



Source: Company, MOFSL

Exhibit 5: Revenue share (%) – customer mix



Source: Company, MOFSL



Highlights from the management commentary

Operational highlights

- JSWINFRA handled 29.4MMT of cargo in 2QFY25, achieving a 5% YoY growth.

 The volume increase was driven by higher capacity utilization at the Paradip coal terminal, contributions from PNP Port, and the UAE liquid storage terminal, partially offset by lower cargo volumes at the Paradip iron ore terminal.
- Third-party cargo has increased to 14.3MT from 10.9MT, representing 31% YoY growth, and the share of third-party volume stood at 49% in 3Q FY25 versus 39% in 3Q FY24.
- The company handled nearly 90,000 tons of liquid edible oil this guarter.
- JSWINFRA maintained a strong balance sheet with a net debt of INR 8.3b and a Net Debt to EBITDA ratio of 0.4x, enabling further growth initiatives.

Logistics business roadmap:

- Management is targeting a revenue of INR80b, an EBITDA of INR20b, and it aims to undertake a capex of INR90b for building the logistics infrastructure under JSW Ports Logistics.
- The breakdown of capex of INR90b will be as follows: INR30b for GCT & terminal development, INR30b for rake acquisitions or leasing, INR15b for specialized containers and other types of containers, and INR5b for other activities.
- Navkar Corporation, acquired in Oct'24, is central to JSWINFRA's logistics strategy, which contributed to 3QFY25 revenue and EBITDA growth, with a logistics revenue margin of 85% for the UAE operations. JSWINFRA has integrated Navkar into its JSW Port Logistics company platform to drive future growth and enhance operational synergies.
- The company plans to set up 15-20 terminals across India to increase Navkar's cargo and create a base cargo for further movement. The company is trying to leverage the group's cargo into Navkar and the Pan-India logistics platform.
- The logistics business under JSW Ports Logistics Ltd will capitalize on JSW Group's diverse business locations (Steel, Cement, Paints, etc.) to establish railway sidings and develop infrastructure for storage, bagging, stuffing, and other value-added services.

Port updates

- Port capacity expansion is a key priority, with a target to achieve 400MTPA by FY30. The current capacity increased to 174 MTPA (from 170 MTPA). Projects at JNPA, Tuticorin, Mangalore, and TNT ports contributed to the increase in the current capacity.
- Interim operations have commenced at JNPA (Liquid Terminal), and Tuticorin is expected to commence in 4QFY25.
- The cargo handling capacity at the Mangalore Coal Terminal has been increased from 6.7 MTPA to 8.1 MTPA, while PNP Port's capacity has risen from 5 MTPA to 8 MTPA.
- The EBITDA margin for the port cargo business is 50-53%. The EBITDA margin for the oil tank terminal business in the UAE is 85% plus. The inclusion of the oil tank business into the port business is generating a higher EBITDA margin.

JSWINFRA expects its EBITDA margin to improve to 58% due to the shift in cargo composition to private ports. Green-field ports have EBITDA margins of 65%-70% because there is no revenue sharing with the government.

Guidance

- The company maintains its 10% cargo volume growth guidance for FY25, driven by third-party cargo expansion and ramped-up utilization at existing terminals.
- Management expects revenue and EBITDA to grow faster than the 10% guidance due to other businesses, such as Navkar or other acquisitions, contributing to growth.
- JSWINFRA is targeting a logistics revenue of INR 80b by FY2030 with an EBITDA margin of 25%
- Guidance for Navkar will be provided in the Mar'25 quarter and is expected to be much better than current projections.

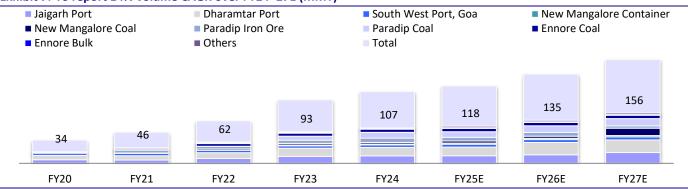
Exhibit 6: Our revised estimates

(INR m)		FY25E			FY26E			FY27E	
	Rev	Old	Chg (%)	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	45,297	42,412	6.8	54,987	51,551	6.7	67,848	63,236	7.3
EBITDA	22,988	22,630	1.6	28,244	27,774	1.7	34,960	34,141	2.4
EBITDA Margin (%)	50.7	53.4	(261)	51.4	53.9	(251)	51.5	54.0	(246)
PAT	14,022	12,745	10.0	16,201	15,822	2.4	20,499	19,847	3.3
EPS (INR)	6.7	6.1	10.0	7.7	7.5	2.4	9.8	9.5	3.3

Source: Company, MOFSL

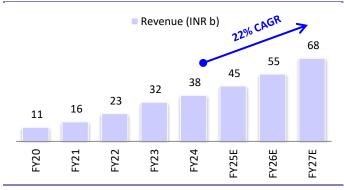
Story in charts

Exhibit 7: To report 14% volume CAGR over FY24-27E (MMT)



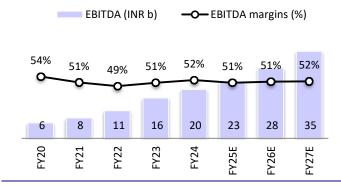
Source: Company, MOFSL

Exhibit 8: Revenue growth to remain strong



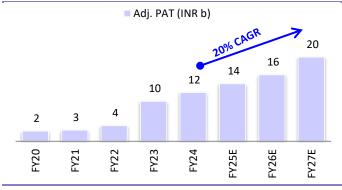
Source: Company, MOFSL

Exhibit 9: Margin to improve with higher volumes



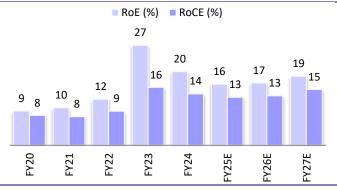
Source: Company, MOFSL

Exhibit 10: Strong operating performance to drive PAT



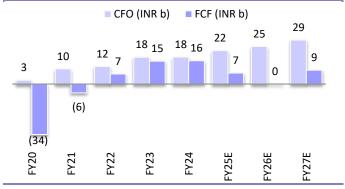
Source: Company, MOFSL

Exhibit 11: Return ratios to remain stable



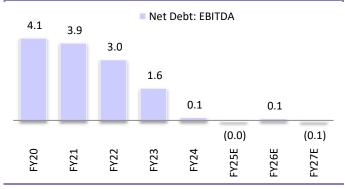
Source: Company, MOFSL

Exhibit 12: CFO and FCF generation to pick up



Source: Company, MOFSL

Exhibit 13: Net debt/EBITDA to improve further



Source: Company, MOFSL

Financials and valuation

Consolidated Income Statement

Y/E March (INR m)	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net Sales	16,036	22,731	31,947	37,629	45,297	54,987	67,848
Change in Net Sales (%)	40.3	41.7	40.5	17.8	20.4	21.4	23.4
Total Expenses	7,871	11,636	15,746	17,983	22,309	26,743	32,889
EBITDA	8,164	11,094	16,202	19,646	22,988	28,244	34,960
Margin (%)	50.9	48.8	50.7	52.2	50.7	51.4	51.5
Depn. & Amortization	2,707	3,695	3,912	4,365	5,452	7,797	9,024
EBIT	5,458	7,399	12,290	15,281	17,536	20,447	25,936
Net Interest	2,522	3,480	2,819	2,892	3,248	2,961	2,974
Other income	747	1,057	1,781	2,694	3,314	3,347	3,380
PBT	3,683	4,976	11,252	15,083	17,602	20,832	26,342
EO expense	-244	716	3,142	433	118	0	0
PBT after EO	3,926	4,260	8,110	14,650	17,484	20,832	26,342
Tax	1,080	955	615	3,043	3,497	4,583	5,795
Rate (%)	27.5	22.4	7.6	20.8	20.0	22.0	22.0
PAT before JV, MI	2,846	3,304	7,495	11,607	13,987	16,249	20,547
Share of loss from JV, MI	68	-25	-97	-48	-48	-48	-48
Reported PAT	2,914	3,279	7,398	11,559	13,939	16,201	20,499
Adjusted PAT	2,731	3,817	9,755	11,884	14,022	16,201	20,499
Change (%)	9.3	39.7	155.6	21.8	18.0	15.5	26.5
Margin (%)	17.0	16.8	30.5	31.6	31.0	29.5	30.2

Source: MOFSL, Company

Consolidated Balance Sheet

Consolidated Dalance Silect							
Y/E March (INR m)	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Share Capital	599	599	3,596	4,103	4,103	4,103	4,103
Reserves	28,312	32,122	36,350	76,161	86,615	98,766	1,14,140
Net Worth	28,912	32,721	39,946	80,264	90,718	1,02,869	1,18,243
Minority Interest	1,973	1,998	942	2,047	2,094	2,142	2,190
Total Loans	34,807	44,087	42,437	43,807	42,807	41,807	40,807
Deferred Tax Liability	-764	-969	-2,121	-1,916	-1,916	-1,916	-1,916
Capital Employed	64,927	77,837	81,205	1,24,201	1,33,704	1,44,902	1,59,324
Gross Block	45,158	47,405	48,886	64,231	79,231	1,04,231	1,24,231
Less: Accum. Deprn.	6,995	8,693	10,435	13,103	18,554	26,352	35,376
Net Fixed Assets	38,163	38,712	38,451	51,128	60,677	77,879	88,855
Capital WIP	11,239	701	450	1,089	1,089	1,089	1,089
Investments	2,955	2,830	3,070	2,445	2,445	2,445	2,445
Curr. Assets	28,112	48,563	49,029	80,359	82,335	78,279	83,487
Inventories	991	854	1,022	1,117	1,345	1,482	1,643
Account Receivables	4,115	6,013	4,024	6,768	5,585	6,026	7,435
Cash and Bank Balance	3,145	10,382	16,316	40,902	43,819	39,169	42,790
-Cash and cash equivalents	1,514	5,288	6,187	7,234	10,150	5,500	9,122
-Bank balance	1,631	5,094	10,130	33,668	33,668	33,668	33,668
Loans & advances	2,889	2,478	585	74	77	81	85
Other current assets	16,972	28,834	27,082	31,497	31,509	31,521	31,532
Curr. Liability & Prov.	15,542	12,969	9,796	10,819	12,841	14,789	16,551
Account Payables	2,615	2,748	3,016	3,562	5,585	7,532	9,294
Provisions	82	89	79	132	132	132	132
Other current liabilities	12,845	10,132	6,701	7,125	7,125	7,125	7,125
Net Curr. Assets	12,571	35,594	39,234	69,540	69,493	63,489	66,936
Appl. of Funds	64,927	77,837	81,205	1,24,201	1,33,703	1,44,902	1,59,324

Source: MOFSL, Company

Financials and valuation

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	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)							
EPS	45.6	63.7	5.4	5.8	6.7	7.7	9.8
EPS Growth	9.3	39.7	-91.5	6.8	15.3	15.5	26.5
Cash EPS	90.7	125.3	7.6	7.9	9.3	11.4	14.1
BV/Share	482.4	546.0	22.2	39.1	43.2	49.0	56.3
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividend yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)							
P/E	6.3	4.5	52.9	49.5	39.1	33.8	26.7
Cash P/E	3.2	2.3	37.8	36.2	28.1	22.8	18.6
P/BV	0.6	0.5	12.9	7.3	6.0	5.3	4.6
EV/EBITDA	5.6	4.3	33.3	30.0	23.8	19.5	15.6
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Return Ratios (%)							
RoE	10.0	12.4	26.8	19.8	16.4	16.7	18.5
RoCE (post-tax)	7.7	9.1	15.5	13.8	12.9	13.3	15.0
RoIC (post-tax)	9.0	10.3	18.1	17.2	16.9	16.9	18.8
Working Capital Ratios							
Fixed Asset Turnover (x)	0.4	0.5	0.7	0.7	0.7	0.7	0.8
Asset Turnover (x)	0.2	0.3	0.4	0.3	0.3	0.4	0.4
Debtor (Days)	94	97	46	66	45	40	40
Creditors (Days)	60	44	34	35	45	50	50
Inventory (Days)	23	14	12	11	11	10	9
Leverage Ratio (x)							
Current Ratio	1.8	3.7	5.0	7.4	6.4	5.3	5.0
Interest Cover Ratio	2.5	2.4	5.0	6.2	6.4	8.0	9.9
Net Debt/EBITDA	3.9	3.0	1.6	0.1	0.0	0.1	-0.1
Net Debt/Equity	1.1	1.0	0.7	0.0	0.0	0.0	0.0

Cash Flow Statement (INR m)

	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	3,926	4,260	8,110	14,650	17,484	20,832	26,342
Depreciation	2,707	3,695	3,912	4,365	5,452	7,797	9,024
Direct Taxes Paid	-252	-1,222	1,807	-248	-3,497	-4,583	-5,795
(Inc)/Dec in WC	1,630	1,077	1,952	-1,141	2,963	1,354	176
Other Items	2,098	3,953	2,192	406	-66	-385	-406
CF from Operations	10,108	11,762	17,972	18,032	22,336	25,015	29,340
(Inc)/Dec in FA	-15,925	-5,068	-2,690	-2,489	-15,000	-25,000	-20,000
Free Cash Flow	-5,817	6,694	15,282	15,543	7,336	15	9,340
Acquisitions/Divestment	0	0	0	0	0	0	0
Change in Investments	820	125	-168	1,182	0	0	0
Others	-1,262	-3,070	-3,350	-40,739	3,314	3,347	3,380
CF from Investments	-16,368	-8,013	-6,208	-42,047	-11,686	-21,653	-16,620
Share issue	0	0	0	28,000	0	0	0
Inc/(Dec) in Debt	8,676	3,908	-5,054	14	-1,000	-1,000	-1,000
Interest	-2,242	-3,621	2,727	2,479	-3,248	-2,961	-2,974
Dividend	0	0	0	0	-3,485	-4,050	-5,125
Others	-231	-262	-8,539	-5,454	0	0	0
Cash from financing activity	6,202	26	-10,866	25,039	-7,733	-8,012	-9,099
Net change in cash & equip.	-57	3,775	899	1,024	2,917	-4,650	3,622
Opening cash balance	1,571	1,514	5,288	6,210	7,234	10,150	5,500
Change in control of subs.	0	0	0	0	0	0	0
Closing cash balance	1,514	5,288	6,187	7,234	10,150	5,500	9,122

Source: MOFSL, Company

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Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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