

HSIE Results Daily

Contents

Results Review

- **Avenue Supermarts:** D-MART's high exposure to some of the most impacted districts of India is likely to keep both throughput and GMs/EBITDAM under pressure as essentials remain high in revenue mix until Sept-end. To add to the woes, DMART may also have to continue contending with rising cost of retailing, led by higher (1) hardship allowance to front line staff and (2) store sanitation costs. We largely maintain our FY21/22 EPS estimates and our SELL recommendation with a DCF-based TP of Rs. 1,800/sh (earlier Rs 1,750), implying ~36x FY22 EV/EBITDA. Note: TP change is a function of roll-over to Jun-21.

HSIE Research Team
hdfcsec-research@hdfcsec.com

Avenue Supermarts

Bruised!

D-MART's high exposure to some of the most impacted Indian districts is likely to keep both throughput and GMs/EBITDAM under pressure as essentials remain high in revenue mix until Sept-end. To add to its woes, DMART may also have to continue contending with rising cost of retailing, led by higher (1) hardship allowance to front line staff and (2) store sanitation costs. We largely maintain our FY21/22 EPS estimates and our SELL recommendation with a DCF-based TP of Rs. 1,800/sh (earlier Rs 1,750), implying ~36x FY22 EV/EBITDA. Note: TP change is a function of rollover to Jun-21.

- 1QFY21 highlights:** Higher exposure to some of the most impacted Indian districts and store closures in Apr (50% of network closed in Apr) manifested into a severe footfall loss, ergo revenue loss for D-MART. Revenue declined 33.7% YoY to Rs. 38.3bn. Higher essentials' skew in mix led to a 245bp decline in GMs and higher (1) hardship allowance to front line staff and (2) store sanitation costs led to cost of retailing spiraling by 500bp to 10.8% YoY. While Mgt highlighted that things have improved over the past three months and D-MART has recovered to 80% or more of pre-COVID sales in stores operating unhindered, discretionary consumption continues to be under pressure, especially in the non-FMCG categories.
- Outlook:** We expect a revenue/EBITDA/PAT CAGR of 19%/22%/23% over FY20-22E. While the stock-up retailer remains well capitalized and best placed to carve out a recovery over the medium-to-long term, we believe stock performance does not capture the pandemic-led demand destruction; hence, maintain our SELL recommendation on the stock.

Quarterly financial summary

(Rs mn)	1QFY21	1QFY20	YoY (%)	4QFY20	QoQ (%)	FY18	FY19	FY20P	FY21E	FY22E
Net Revenue	38,332	57,805	(33.7)	61,935	(38.1)	150,089	199,163	246,750	259,978	349,596
EBITDA	1,089	5,959	(81.7)	4,177	(73.9)	13,373	16,422	20,385	18,940	30,279
APAT	496	3,353	(85.2)	2,869	(82.7)	7,847	9,363	13,685	12,800	20,716
EPS (Rs)	0.8	5.4	(85.8)	4.43	(82.7)	12.6	15.0	21.1	19.8	32.0
P/E (x)						184.4	154.5	105.7	113.0	69.8
EV/EBITDA (x)						108.1	88.4	72.1	77.5	48.4
Core RoCE(%)						19.4	17.5	19.1	13.3	19.1

Source: Company, HSIE Research, Consolidated Financials

Change in estimates

(Rs mn)	FY20E			FY21E			FY22E		
	New	Old	Chg. (%)	New	Old	Chg. (%)	New	Old	Chg. (%)
Revenue	246,750	246,750	-	259,978	266,174	(2.3)	349,596	342,753	2.0
EBITDA	20,385	20,385	-	18,940	19,574	(3.2)	30,279	29,810	1.6
EBITDA margin (%)	8.3	8.3	-	7.3	7.4	(7 bps)	8.7	8.7	(4 bps)
APAT	13,685	13,685	-	12,800	13,292	(3.7)	20,716	20,338	1.9
APAT margin (%)	5.5	5.5	-	4.9	5.0	(7 bps)	5.9	5.9	(1 bps)
EPS (Rs)	21.1	21.1	-	19.8	20.5	(3.7)	32.0	31.4	1.9

Source: Company, HSIE Research

SELL

CMP (as on 10 Jul 2020)	Rs 2,322
Target Price	Rs 1,800
NIFTY	10,768

KEY CHANGES	OLD	NEW
Rating	SELL	SELL
Price Target	Rs 1,750	Rs 1,800
	FY21E	FY22E
EPS %	-3.7	+1.9

KEY STOCK DATA

Bloomberg code	DMART IN
No. of Shares (mn)	648
MCap (Rs bn) / (\$ mn)	1,505/19,997
6m avg traded value (Rs mn)	1,856
52 Week high / low	Rs 2,560/1,345

STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	(2.9)	23.7	71.9
Relative (%)	(20.4)	35.8	77.0

SHAREHOLDING PATTERN (%)

	Mar-20	Jun-20
Promoters	74.99	74.99
FIs & Local MFs	6.56	6.56
FPIs	9.62	9.62
Public & Others	8.83	8.83
Pledged Shares	0	0

Source : BSE

Pledged shares as % of total shares

Jay Gandhi

Jay.gandhi@hdfcsec.com
+91-22-6171-7320

Rating Criteria

BUY: >+15% return potential
 ADD: +5% to +15% return potential
 REDUCE: -10% to +5% return potential
 SELL: > 10% Downside return potential

Disclosure:

I, **Jay Gandhi, MBA**, author and the name subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. HSL has no material adverse disciplinary history as on the date of publication of this report. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

Research Analyst or his/her relative or HDFC Securities Ltd. **does not have** any financial interest in the subject company. Also Research Analyst or his relative or HDFC Securities Ltd. or its Associate may have beneficial ownership of 1% or more in the subject company at the end of the month immediately preceding the date of publication of the Research Report. Further Research Analyst or his relative or HDFC Securities Ltd. or its associate **does not have** any material conflict of interest.

Any holding in stock –No

HDFC Securities Limited (HSL) is a SEBI Registered Research Analyst having registration no. INH000002475.

Disclaimer:

This report has been prepared by HDFC Securities Ltd and is solely for information of the recipient only. The report must not be used as a singular basis of any investment decision. The views herein are of a general nature and do not consider the risk appetite or the particular circumstances of an individual investor; readers are requested to take professional advice before investing. Nothing in this document should be construed as investment advice. Each recipient of this document should make such investigations as they deem necessary to arrive at an independent evaluation of an investment in securities of the companies referred to in this document (including merits and risks) and should consult their own advisors to determine merits and risks of such investment. The information and opinions contained herein have been compiled or arrived at, based upon information obtained in good faith from sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. Descriptions of any company or companies or their securities mentioned herein are not intended to be complete. HSL is not obliged to update this report for such changes. HSL has the right to make changes and modifications at any time.

This report is not directed to, or intended for display, downloading, printing, reproducing or for distribution to or use by, any person or entity who is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, reproduction, availability or use would be contrary to law or regulation or what would subject HSL or its affiliates to any registration or licensing requirement within such jurisdiction.

If this report is inadvertently sent or has reached any person in such country, especially, United States of America, the same should be ignored and brought to the attention of the sender. This document may not be reproduced, distributed or published in whole or in part, directly or indirectly, for any purposes or in any manner.

Foreign currencies denominated securities, wherever mentioned, are subject to exchange rate fluctuations, which could have an adverse effect on their value or price, or the income derived from them. In addition, investors in securities such as ADRs, the values of which are influenced by foreign currencies effectively assume currency risk. It should not be considered to be taken as an offer to sell or a solicitation to buy any security.

This document is not, and should not, be construed as an offer or solicitation of an offer, to buy or sell any securities or other financial instruments. This report should not be construed as an invitation or solicitation to do business with HSL. HSL may from time to time solicit from, or perform broking, or other services for, any company mentioned in this mail and/or its attachments.

HSL and its affiliated company(ies), their directors and employees may; (a) from time to time, have a long or short position in, and buy or sell the securities of the company(ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

HSL, its directors, analysts or employees do not take any responsibility, financial or otherwise, of the losses or the damages sustained due to the investments made or any action taken on basis of this report, including but not restricted to, fluctuation in the prices of shares and bonds, changes in the currency rates, diminution in the NAVs, reduction in the dividend or income, etc.

HSL and other group companies, its directors, associates, employees may have various positions in any of the stocks, securities and financial instruments dealt in the report, or may make sell or purchase or other deals in these securities from time to time or may deal in other securities of the companies / organizations described in this report.

HSL or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months.

HSL or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction in the normal course of business.

HSL or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither HSL nor Research Analysts have any material conflict of interest at the time of publication of this report. Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. HSL may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Research entity has not been engaged in market making activity for the subject company. Research analyst has not served as an officer, director or employee of the subject company. We have not received any compensation/benefits from the subject company or third party in connection with the Research Report.

HDFC securities Limited, I Think Techno Campus, Building - B, "Alpha", Office Floor 8, Near Kanjurmarg Station, Opp. Crompton Greaves, Kanjurmarg (East), Mumbai 400 042 Phone: (022) 3075 3400 Fax: (022) 2496 5066 Compliance Officer: Binkle R. Oza Email: complianceofficer@hdfsec.com Phone: (022) 3045 3600

HDFC Securities Limited, SEBI Reg. No.: NSE, BSE, MSEI, MCX: INZ000186937; AMFI Reg. No. ARN: 13549; PFRDA Reg. No. POP: 11092018; IRDA Corporate Agent License No.: CA0062; SEBI Research Analyst Reg. No.: INH000002475; SEBI Investment Adviser Reg. No.: INA000011538; CIN - U67120MH2000PLC152193

HDFC securities

Institutional Equities

Unit No. 1602, 16th Floor, Tower A, Peninsula Business Park,
Senapati Bapat Marg, Lower Parel, Mumbai - 400 013

Board: +91-22-6171-7330 www.hdfcsec.com