

COMPANY UPDATE

KEY DATA

Rating	BUY
Sector relative	Outperformer
Price (INR)	79
12 month price target (INR)	123
52 Week High/Low	124/74
Market cap (INR bn/USD bn)	32/0.4
Free float (%)	45.6
Avg. daily value traded (INR mn)	180.3

SHAREHOLDING PATTERN

	Dec-24	Sep-24	Jun-24
Promoter	48.91%	48.91%	54.24%
FII	5.00%	5.60%	5.82%
DII	2.2%	1.64%	0.29%
Pledge	0%	0%	0%

FINANCIALS

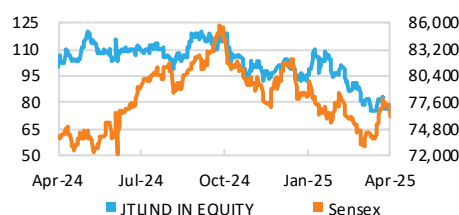
(INR mn)

Year to March	FY24A	FY25E	FY26E	FY27E
Revenue	20,402	18,971	28,017	38,560
EBITDA	1,522	1,433	2,251	3,240
Adjusted profit	1,130	1,094	1,566	2,168
Diluted EPS (INR)	6.5	2.5	3.6	4.9
EPS growth (%)	(29.7)	(61.7)	43.1	38.5
RoAE (%)	19.1	7.4	6.9	8.8
P/E (x)	12.0	31.3	21.9	15.8
EV/EBITDA (x)	8.5	0.4	1.9	2.4
Dividend yield (%)	0	0	0	0

CHANGE IN ESTIMATES

	Revised estimates		% Revision	
Year to March	FY25E	FY26E	FY25E	FY26E
Revenue	18,971	28,017	-6%	-10%
EBITDA	1,433	2,251	-5%	-10%
Adjusted profit	1,094	1,566	-5%	-10%
Diluted EPS (INR)	2.5	3.6	-5%	-10%

PRICE PERFORMANCE



Weak volumes; DFT now in place

JTL reported sales volumes at ~90.5kton, up 10% YoY/but down 7.2% QoQ (versus 18% growth estimated and 25% YoY growth by the leader). Ex-inorganic expansion (Nabha) volumes were flat YoY/but fell 6% QoQ. Volumes for the company have been hurt by narrow primary and secondary steel spreads, which is now reversing.

We believe JTL shall report INR4,100 EBITDA/t in Q4FY25. However, given weak Q4FY25 volume, we are cutting FY25E/26E/27E EPS by 5%/10%/10%. Given sustained underperformance to the leader, we are trimming TP multiple to 22x (earlier 25x); retain 'BUY' with a TP of INR122 (earlier INR144) at FY27E EPS. With DFT getting commissioned and sectoral tailwinds, JTL is on track to report strong growth.

Key highlights

- JTL reported sales volume of 90,473MT in Q4FY25, including Nabha volumes (acquired in Apr-24). This marks a fall of 7.2% QoQ compared with the 97,488MT achieved in Q3FY25, due to an extended weak demand scenario and narrow HRC-patra spread. The company has also consciously pushed some sales to the future in anticipation of better realisation owing to a pickup in steel prices.
- The share of VAP in Q4FY25 was 31% versus 24% in Q4FY24 and 19% in Q3FY25. Going ahead, with Direct Forming Technology (DFT) line ramping up, JTL's share of VAP is likely to go up. It is targeting a share of VAP of more than 50% in medium term. For Q4FY25, EBITDA/ton for JTL is likely to bounce back to above INR4,100.
- FY25 sales volume (including Nabha) reached 3,87,555MT, reflecting a healthy growth of 13% over 3,41,846MT in FY24. However, (ex-Nabha) volumes were flat.
- Exports grew 47% YoY (down 20% QoQ) at 6,841MT, currently at 8% of sales. The company expects to maintain the export share at 10% for FY26E and scale it up to 15% by FY28E (with support from DFT).
- The DFT integrated recently at the plant shall expand the product portfolio basket by 800 items. Furthermore, it shall decrease downtime by 33% and contribute to a 25% reduction in downtime costs.
- The primary and secondary spread, which at peak was INR18–20/kg, narrowed to INR2–3/kg for a few month until Jan-25 and has now increased to ~INR6/kg with the potential to rise further by INR2–3/kg led by increasing HRC prices.
- Domestic HRC prices have been on the rise on the back of a 12% provisional safeguard duty implemented on HRC. Producers have increased prices by INR52k/ton, in line with our recent expectation. However, we believe excessive price hikes shall be limited due to rising HRC capacities in India.
- We believe the medium-term outlook could be stronger given improved spread and ramp-up of the DFT line integrated recently.

Financial Statements

Income Statement (INR mn)

Year to March	FY24A	FY25E	FY26E	FY27E
Total operating income	20,402	18,971	28,017	38,560
Gross profit	2,420	2,371	3,362	4,627
Employee costs	212	222	233	245
Other expenses	551	580	742	1,006
EBITDA	1,522	1,433	2,251	3,240
Depreciation	56	99	246	390
Less: Interest expense	51	40	0	0
Add: Other income	87	165	82	41
Profit before tax	1,502	1,459	2,087	2,891
Prov for tax	372	365	522	723
Less: Other adj	0	0	0	0
Reported profit	1,130	1,094	1,566	2,168
Less: Excp.item (net)	0	0	0	0
Adjusted profit	1,130	1,094	1,566	2,168
Diluted shares o/s	173	439	439	439
Adjusted diluted EPS	6.5	2.5	3.6	4.9
DPS (INR)	0	0	0	0
Tax rate (%)	24.8	25.0	25.0	25.0

Important Ratios (%)

Year to March	FY24A	FY25E	FY26E	FY27E
Capex (INR mn)	2,852.5	1,400.0	350.0	150.0
Jobwork % of Sales	3.5	3.5	3.5	3.5
Fuel cost % of Sales	2.2	2.2	2.2	2.2
EBITDA margin (%)	7.5	7.6	8.0	8.4
Net profit margin (%)	5.5	5.8	5.6	5.6
Revenue growth (% YoY)	31.6	(7.0)	47.7	37.6
EBITDA growth (% YoY)	17.7	(5.8)	57.1	43.9
Adj. profit growth (%)	25.5	(3.2)	43.1	38.5

Assumptions (%)

Year to March	FY24A	FY25E	FY26E	FY27E
GDP (YoY %)	6.7	6.0	6.2	6.2
Repo rate (%)	6.5	6.0	5.0	6.5
USD/INR (average)	83.0	84.0	82.0	81.0
Manuf expns % Sales	7.6	7.6	7.6	7.6
Employee % of Sales	14.9	15.3	15.0	15.0
Freight out % of Sales	1.5	1.5	1.5	1.5
Travelling % of Sales	1.2	1.2	1.2	1.2
Depre % of gross block	9.3	8.3	8.0	8.3
Interest % of debt	12.8	11.0	8.0	8.0

Valuation Metrics

Year to March	FY24A	FY25E	FY26E	FY27E
Diluted P/E (x)	12.0	31.3	21.9	15.8
Price/BV (x)	1.7	1.6	1.5	1.3
EV/EBITDA (x)	8.5	0.4	1.9	2.4
Dividend yield (%)	0	0	0	0

Source: Company and Nuvama estimates

Balance Sheet (INR mn)

Year to March	FY24A	FY25E	FY26E	FY27E
Share capital	354	414	414	414
Reserves	7,389	21,463	23,029	25,197
Shareholders funds	7,743	21,877	23,443	25,611
Minority interest	0	0	0	0
Borrowings	200	0	0	0
Trade payables	245	318	473	651
Other liabs & prov	41	41	41	41
Total liabilities	8,430	22,457	24,199	26,569
Net block	1,058	3,275	6,959	10,498
Intangible assets	0	0	0	0
Capital WIP	58	0	0	0
Total fixed assets	1,116	3,275	6,959	10,498
Non current inv	58	196	214	237
Cash/cash equivalent	1,114	13,304	9,464	6,086
Sundry debtors	1,927	1,715	2,456	3,169
Loans & advances	0	0	0	0
Other assets	3,605	3,902	5,042	6,516
Total assets	8,430	22,457	24,199	26,569

Free Cash Flow (INR mn)

Year to March	FY24A	FY25E	FY26E	FY27E
Reported profit	1,496	1,459	2,087	2,891
Add: Depreciation	56	99	246	390
Interest (net of tax)	7	(125)	(82)	(41)
Others	(24)	0	0	0
Less: Changes in WC	(1,355)	347	(1,636)	(1,921)
Operating cash flow	(236)	1,415	93	597
Less: Capex	(975)	(2,257)	(3,930)	(3,930)
Free cash flow	(1,210)	(842)	(3,837)	(3,333)

Key Ratios

Year to March	FY24A	FY25E	FY26E	FY27E
RoE (%)	19.1	7.4	6.9	8.8
RoCE (%)	24.8	10.1	9.2	11.8
Inventory days	32	34	30	33
Receivable days	30	35	27	27
Payable days	5	6	6	6
Working cap (% sales)	31.3	97.9	58.8	39.2
Gross debt/equity (x)	0	0	0	0
Net debt/equity (x)	(0.1)	(0.6)	(0.4)	(0.2)
Interest coverage (x)	28.8	33.3	2,52,205.2	3,58,434.7

Valuation Drivers

Year to March	FY24A	FY25E	FY26E	FY27E
EPS growth (%)	(29.7)	(61.7)	43.1	38.5
RoE (%)	19.1	7.4	6.9	8.8
EBITDA growth (%)	17.7	(5.8)	57.1	43.9
Payout ratio (%)	0	0	0	0

Exhibit 1: Exports continue to remain soft

Sales Volumes (MT) (Total)	Q4FY25E	Q4FY24	% change	Q3FY25	% change
Domestic	83,616	77,258	8.2	88,849	(5.9)
Export	6,857	4,655	47.3	8,640	(20.6)
Total	90,473	81,913	10.5	97,489	(7.2)

Source: Company, Nuvama Research

Exhibit 2: Share of VAP stays flat YoY in quarter

Volume Break-up (in MT ex of Nabha)	Q4FY25E	Q4FY24	% change	Q3FY25	% change
Commercial grade	94,169	62,592	50.4	69,294	35.9
Value added	29,580	19,321	53.1	18,420	60.6
Total	1,23,749	81,913	51.1	87,714	41.1

Source: Company, Nuvama Research

Company Description

Incorporated in 1991, JTL Industries Limited (formerly known as JTL Infra) is the flagship company of the Jagan Group of companies. JTL specialises in production of ERW black pipes. The company has expanded its offering by including value-added products such as hot dipped galvanised steel tubes and pipes, solar module mounting structures and large diameter steel tubes and pipes. JTL has a vast product range of 1,000+ SKUs and a network of over 1,000-plus dealers and distributors.

The company operates from four state-of-the-art manufacturing facilities at strategic locations across India, including two plants in Punjab (Dera Bassi and Mandi Gobindgarh), one in Maharashtra (Mangaon), one in Chhattisgarh (Raipur) through amalgamation with promoter-held Chetan Industries with capacity totalling 586KTPA and recently acquired Nabha Steels and Metals (Mandi Gobindgarh), which shall add another 300KTPA through backward integration. Furthermore, the company has a pan-India presence and global reach, serving continents such as Europe, Africa, Asia, Australia and North America.

Investment Rationale

JTL merged with Chetan Industries. Besides, the new plant helped JTL integrate backwards, resulting in cost synergies. Furthermore, the plant located in Raipur is in proximity to cheaper raw materials and provides the company access to east India, not to mention the the 150ktpa hot mill improves backward integration and opens up cost synergies. In line with its strategy, JTL bought out a 67% stake in Nabha Steel. This helps increase JTL's total backward integration capacity from 150,000 tonnes of coils (previously concentrated solely at the Raipur plant) to 250,000 tonnes of coils with backward integrated operations now diversified to two locations: Chhattisgarh and Punjab. JTL's volumes increased at a blistering ~43% CAGR over the past five years. The company has gradually gained market share led by: i) capacity addition; and ii) widespread manufacturing and distribution. Capacity almost trebled from 200,000 tonnes/year in FY20 to 586,000 tonnes/year in FY23. JTL is likely to expand its total capacity to 1mtpa by FY25E and 2mtpa by FY28E. Consequently, JTL can turn in a 29% CAGR in volume over FY24–27E and capture market share incrementally.

Key Risks

- Slowdown in economy or steel sector
- Fluctuations in steel prices
- Shift from galvanised pipes to PVC pipes

Additional Data

Management

MD	Madan Mohan Singla
NED	Mithan Lal Singla
WTD	Pranav Singla
WTD	Dhruv Singla
CFO	Atul Garg

Holdings – Top 10*

% Holding		% Holding	
LIC MF	1.48	Goldman Mauriti	0.29
BNP Paribas	1.41	Neomile	0.25
BOFA Securities	0.81	Saint Capital	0.20
Morgan Stanley	0.56	Zeta Global	0.11
Astorne Capital	0.31	Societe General	0.09

*Latest public data

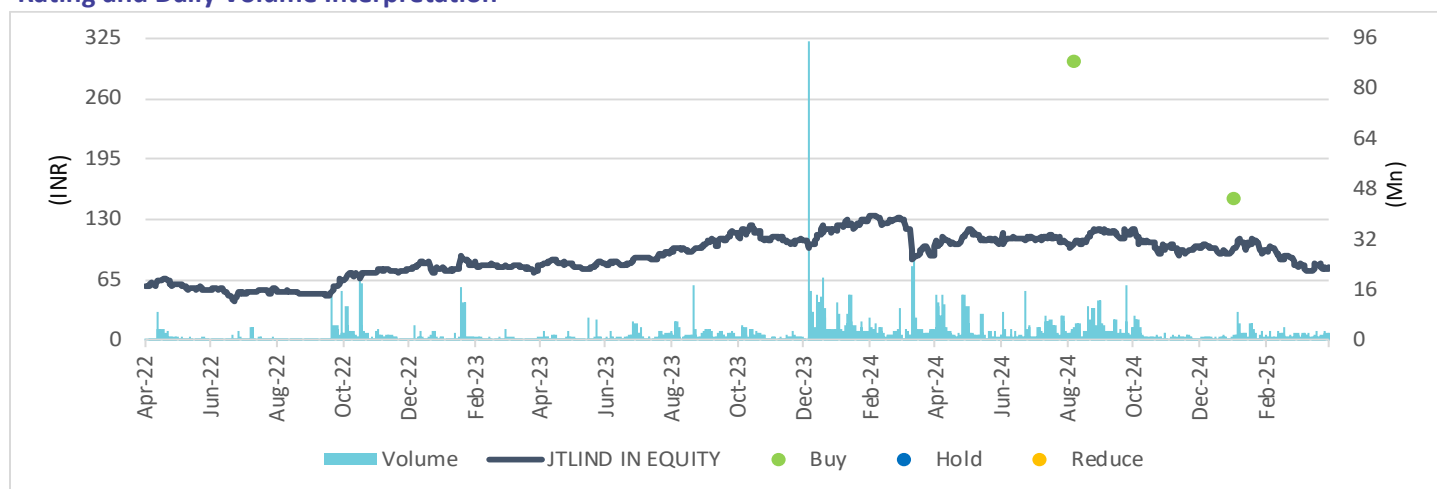
Recent Company Research

Date	Title	Price	Reco
28-Jan-25	Volumes shrink; EBITDA/t drops; <i>Result Update</i>	101	Buy
02-Jan-25	Volumes lacklustre; exports drop a blip; <i>Company Update</i>	97	Buy
30-Oct-24	Inventory loss hurts margin; <i>Result Update</i>	207	Buy

Recent Sector Research

Date	Name of Co./Sector	Title
01-Apr-25	APL Apollo	Profitability boost; market share gain; <i>Company Update</i>
19-Mar-25	Home Decor	Volumes to pick up; spreads key to watch; <i>Sector Update</i>
13-Mar-25	Home Decor	Demand tepid; leader aggressive; <i>Sector Update</i>

Rating and Daily Volume Interpretation



Source: Bloomberg, Nuvama research

Rating Rationale & Distribution: Nuvama Research

Rating	Expected absolute returns over 12 months	Rating Distribution
Buy	15%	204
Hold	<15% and >-5%	58
Reduce	<-5%	34

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