

# GMM Pfaudler Ltd

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## Signs of recovery

07 Feb 2025

# GMM Pfaudler Ltd – Q3FY25 Result Update

## Signs of recovery

CMP  
Rs 1,199

2-yr target price  
Rs 2,107

2-yr return  
76%

Rating  
BUY

GMM Pfaudler (GMMPFAUDLR) posted strong consolidated earnings as expected. EBITDA rose 3% sequentially, with the EBITDA margin improving by 40 bps to 12%. Adjusted NPAT saw a significant 141% sequential growth, led mainly by enhanced operational efficiency in Q3FY25. While the company's top-line growth remained flat quarter-over-quarter, new orders surged to Rs. 798cr, largely fueled by a greater share from the technologies division.

- **Healthy order intake:** Fresh orders received in the quarter stood at Rs. 798cr, up from Rs. 762cr in the previous quarter. This strong inflow helped limit the sequential decline in the order book to 2%, bringing it to Rs. 1,740cr from Rs. 1,773cr. For 9MFY25, total order intake reached Rs. 2,442cr, reflecting 13% growth from Rs. 2,152cr in 9MFY24, reinforcing confidence in the company's prospects. The increase in order intake was primarily driven by the technologies business, whose share grew to 58%, while the services segment maintained its share at 31% of the total order inflow.
- **Stable product mix:** GMM Pfaudler's product mix improved further in Q3FY25, with the technologies business contributing 56% of revenue, down from 60% in the previous quarter. Meanwhile, the services segment's revenue share jumped to 31%, while the systems business rose to 13%. A more balanced order intake across segments is a positive development, enhancing revenue stability & reducing reliance on a single segment.
- **Diversification strategy:** The company has been actively reducing its reliance on the chemical sector by expanding into new verticals such as oil and gas, petrochemicals, semiconductors, metals, and minerals. This strategic diversification mitigates risks from a slowdown in any single industry, ensuring a more stable revenue trajectory. Despite the current slowdown in the chemical sector, the company maintained a steady topline and achieved higher earnings, supported by its diversification efforts.

**Financials Outlook:** We expect GMMPFAUDLR Ltd to clock a Revenue/EBITDA/PAT/EPS CAGR of 6/8/22/21% from FY24 to FY27E, led by solid execution of its robust order book, which stood at Rs. 1740cr on a consolidated basis.

**Valuation and Recommendation:** GMMPFAUDLR is a strategic bet in the capital goods industry and a proxy play on India's growing capex cycle. At CMP of Rs. 1,199, it trades at 17x FY27E EPS and 9x FY27E EV/EBITDA. We assign a 15x multiple on FY27E EV/EBITDA to arrive at a TP of Rs.. 2,107, implying a 76% upside (including dividends).

**Risks/Challenges:** A delayed recovery in the glass-lining industry could lead to an earnings downgrade for GMM Pfaudler on a consolidated basis. The inability to scale the mixing business as projected may impact consolidated earnings. Failure to grow non-glass-lining businesses could result in an earnings downgrade on a consolidated basis.

Particulars (INR Cr)	Revenue	EBITDA %	PAT	EPS	ROE %	RoCE %	PE (x)	EV/ EBITDA (x)	Mcap/ Sales (x)
FY24	3,447	14%	178	40	17.9%	20.8%	30	12	1.6
FY25E	3,253	12%	139	31	11.8%	15.3%	39	15	1.7
FY26E	3,617	13%	222	49	17.2%	21.0%	24	11	1.5
FY27E	4,050	15%	318	71	21.2%	26.2%	17	9	1.3

07 Feb 2025

Industry Industrial Products

### Key Stock Data

Bloomberg	GMM IN
Shares o/s (cr)	4.5
Market Cap (Rs cr)	5396
52 wk High-Low	1530/1110
20D avg daily vol ('000)	471
Index	SMLCAP
F&O	N

### Latest Shareholding (%)

	Dec 24	Sept 24	Jun 24
Promoters	25.18	25.18	25.18
Institutions	34.12	30.42	36.71
Public	40.71	44.4	38.11
Pledge	0	0	0

### Stock Performance (%)

	1M	3M	12M
GMM Pfaudler	0.5	-13.8	-19.6
Nifty 500	-2.4	-5.9	8.2

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# Q2FY25: Result Summary

P&L(cr)	Q3FY24	Q2FY25	Q3FY25	YOY	QOQ
Net Revenue	856	805	801	-6%	0%
RM	349	325	314		
<i>% of Revenues</i>	<i>41%</i>	<i>40%</i>	<i>39%</i>		
<i>Gross Margin</i>	<i>59%</i>	<i>60%</i>	<i>61%</i>		
Employee Exp	228	219	227		
Other Exp	165	168	164		
Operating Expenses	393	387	391	-1%	1%
<i>% of Revenues</i>	<i>46%</i>	<i>48%</i>	<i>49%</i>		
<b>EBITDA EX OI</b>	<b>114</b>	<b>93</b>	<b>96</b>	<b>-16%</b>	<b>3%</b>
<i>EBITDA margin</i>	<i>13.3%</i>	<i>11.6%</i>	<i>12.0%</i>		
Depreciation	36	36	35		
Other Income	-8	-1	26		
EBIT	70	56	87	24%	55%
<i>EBIT margin</i>	<i>8%</i>	<i>7%</i>	<i>11%</i>		
Finance Costs	23	26	25		
PBT	47	30	62		
Exceptional Items	0	0	0		
Tax	19	15	22		
NPAT	28	15	40	43%	167%
MI	-1	0	-1		
Adjusted PAT	29	15	41	41%	173%
<i>PAT margin</i>	<i>3%</i>	<i>2%</i>	<i>5%</i>		
Equity Share Capital	9.00	9.00	9.00		
No of Shares	4.5	4.5	4.5		
<b>EPS</b>	<b>6.4</b>	<b>3.3</b>	<b>9.1</b>	<b>41%</b>	<b>173%</b>

Source: Midas research, exchange fillings

# Q2FY25 Conference Call – Key Takeaways

## Business Outlook

- In FY26, the company's opportunity pipeline remains stable across various geographies, with an evolving product mix.
- The management is still conservative but believes that the worst is behind with a full turnaround expected in the coming few quarters.
- The chemical industry, a key contributor to order book, remains slow, mainly due to challenges in the agro-chemical sector. However, there are signs of improvement in this area.
- The specialty chemical sector is experiencing strong growth, with expectations for increased investment, leading to a stronger order flow for GMPFAUDLER.
- The double-digit growth is expected from other industries like Metal & Minerals, Oil & gas, Petrochemicals.
- Focus on non-GLE businesses, particularly the mixing segment, has resulted in an improved order backlog.
- The US business has shown growth, driven by the semiconductor industry, with large orders in systems expected to reach \$60-\$70 million.
- International business is expected to experience a slower recovery compared to India.
- Manufacturing operations in Poland have begun, with growth anticipated over the next few quarters.
- The company is shifting manufacturing from high-cost to low-cost countries, with plans to relocate operations to India.
- The company is actively pursuing new orders to build backlog in both GLE and non-GLE businesses.
- GLE business faces limited competition from China, while the non-GLE business experiences more competition from China.
- In FY26, GMPFAUDLER will announce its 3-year strategic plan.
- Management believes that GLE will become a stable business in the future, with limited market growth. Future growth will be led by the non-GLE business, focusing on expanding revenue from the services segment.
- GMPFAUDLER is focused on improving its export market and is working on exporting directly to nearby geographies from India.

## Financial Outlook

- EBITDA margin expanded due to the stabilization of the GLE business, growth in volume and pricing, and cost optimization efforts.
- Management has guided that the EBITDA margin will remain between 11% and 12% in FY25, with long-term aspirations to reach a 15% EBITDA margin at the group level.
- All production has now been consolidated at the Gujarat facility, leading to enhanced efficiency and better cost absorption. The impact of these changes on the cost structure of the GLE business will become more evident in the coming quarters.

# Midas Telescopic View

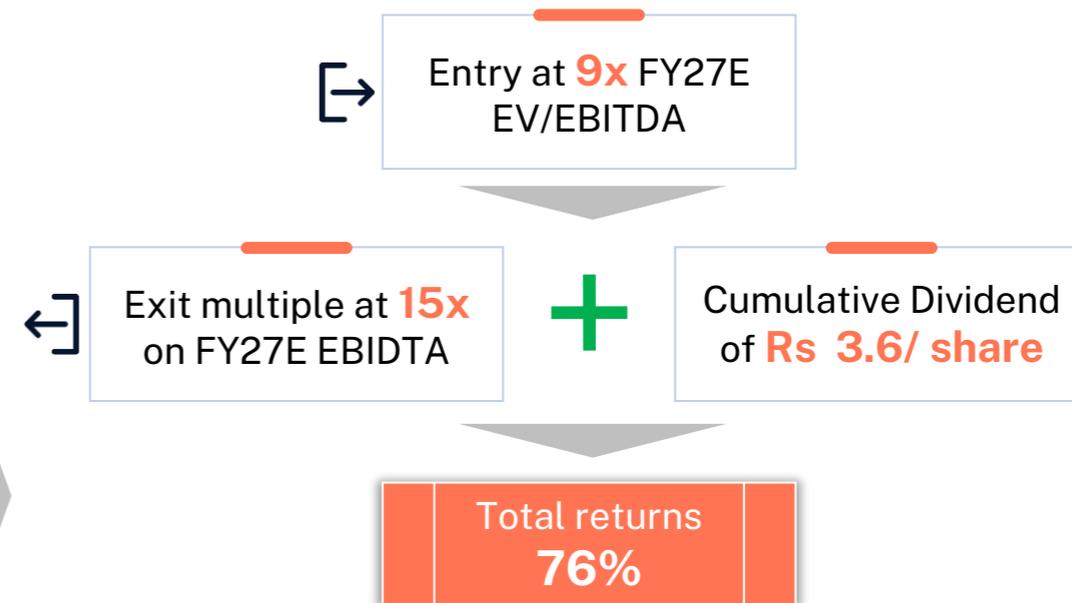
Over FY24–FY27E, revenue and EBITDA are expected to grow at a CAGR of 6% and 8%, respectively, driven by the revival of the glass-lining business and the robust outlook for the industrial mixing business.

## Expect EPS to grow at a CAGR of 21% from FY24 to FY27E

Particulars	FY18-21	FY21-24	FY24-27E
Revenues CAGR	35%	51%	6%
Gross Margin (%)	56%	59%	61%
EBITDA CAGR	30%	51%	8%
EBITDA Margin (%)	16%	13%	10%
EPS CAGR*	8%	2%	21%
Fixed Asset Turnover (x)	4.77	4.75	5.92
Net Working Capital Days	142	147	108
Capital Employed (Rs. Cr)	425	1294	1814

## Execution of a solid order book is likely to drive return ratios

Particulars	FY18-21	FY21-24	FY24-27E
RoE (%)	19%	19%	17%
RoCE (%)	24%	18%	21%



## Sensitivity of 2-yr TP

Sensitivity Analysis	EV	Market Cap	Target Price	Upside	PE
13	7,791	8,278	1,840	53%	26
15	8,990	9,477	2,107	76%	30
17	10,188	10,675	2,373	98%	34

# Financial Summary

All figures in Rs Cr

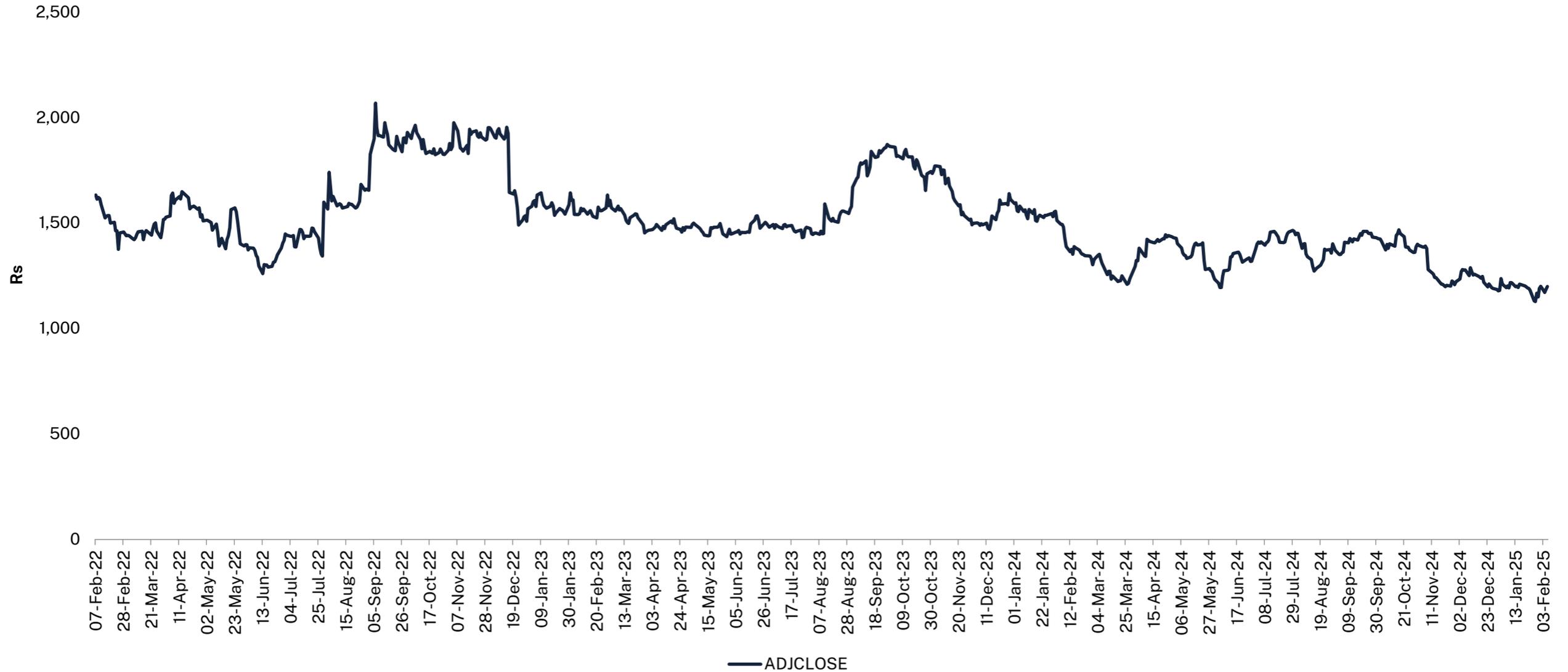
Particulars (INR Cr)	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Profit &amp; Loss</b>						
Revenue	2,540	3,178	3,447	3,253	3,617	4,050
Gross profit	1,527	1,896	2,068	1,984	2,225	2,491
EBITDA	284	432	477	383	485	599
Depreciation	133	119	147	142	147	152
EBIT	159	364	350	272	385	515
Other Income	7	52	20	31	47	68
Interest expense	24	66	95	80	75	70
Exceptional items	0	22	0	0	0	0
PBT	135	276	255	191	310	446
Reported PAT (after minority interest)	87	167	178	139	222	318
Adj PAT (Excl EI)	87	167	178	139	222	318
EPS (Rs.)	60	37	40	31	49	71
EPS (Rs.) (Excl EI)	60	37	40	31	49	71
<b>Balance Sheet</b>						
Net Worth	527	804	968	1,137	1,264	1,471
Total debt	505	797	712	645	566	494
Other liabilities and provisions	1,696	1,753	1,477	1,411	1,664	1,968
<b>Total Networth and liabilities</b>	<b>2,727</b>	<b>3,354</b>	<b>3,157</b>	<b>3,192</b>	<b>3,494</b>	<b>3,933</b>
Gross Fixed assets	498	557	583	593	613	633
Net fixed assets	382	412	410	425	440	455
Capital work-in-progress	13	13	27	27	27	27
Intangible Assets	455	595	602	602	602	602
Investments	0	0	0	0	0	0
Cash and bank balances	328	371	344	348	469	659
Loans & advances and other assets	0	1	3	3	3	3
Net working capital	217	463	566	658	716	792
<b>Total assets</b>	<b>2,599</b>	<b>3,354</b>	<b>3,157</b>	<b>3,192</b>	<b>3,494</b>	<b>3,933</b>
Capital Employed	1,711	2,118	2,215	2,335	2,506	2,799
Invested Capital (CE - cash - CWIP)	1,370	1,734	1,844	1,959	2,010	2,113
Net debt	177	426	368	296	97	-165
<b>Cash Flows</b>						
Cash flows from Operations (Pre-tax)	166	111	190	215	297	334
Cash flows from Operations (post-tax)	237	185	284	272	390	467
Capex	132	288	86	75	92	101
Free cashflows	105	-103	198	197	297	366
Free cashflows (post interest costs)	81	-169	103	117	222	297
<b>Cash flows from Investing</b>	<b>-116</b>	<b>-311</b>	<b>-32</b>	<b>-10</b>	<b>-20</b>	<b>-20</b>
<b>Cash flows from Financing</b>	<b>-56</b>	<b>130</b>	<b>-244</b>	<b>-259</b>	<b>-249</b>	<b>-258</b>
Total cash & liquid investments	328	372	347	446	680	981

	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Growth Ratios (%)</b>						
Revenue	154%	25%	8%	-6%	11%	12%
EBITDA	104%	52%	10%	-20%	26%	24%
Adj PAT	18%	180%	-19%	-23%	62%	44%
<b>Margin Ratios</b>						
Gross	40%	40%	40%	39%	39%	39%
EBITDA	11%	14%	14%	12%	13%	15%
Adj PAT	3%	7%	5%	4%	6%	8%
<b>Performance Ratios</b>						
OCF/EBITDA	83%	43%	60%	71%	80%	78%
OCF/IC (%)	15%	9%	13%	12%	16%	17%
RoE (%)	15%	27%	18%	12%	17%	21%
RoCE (%)	15%	23%	21%	15%	21%	26%
Fixed asset turnover (x)	5.1	5.7	5.9	5.5	5.9	6.4
Total asset turnover (x)	0.98	0.95	1.09	1.02	1.04	1.03
<b>Financial Stability Ratios</b>						
Net Debt to Equity (x)	0.34	0.53	0.38	0.26	0.08	-0.11
Net Debt to EBITDA (x)	0.62	0.99	0.77	0.77	0.20	-0.28
Interest cover (x)	11.84	6.54	5.02	4.77	6.48	8.62
Working capital days	150	118	106	112	107	107
<b>Valuation Metrics</b>						
Fully Diluted Shares (Cr)	1	5	5	5	5	5
Market cap (INR Cr)	2,188	6,660	5,396	5,396	5,396	5,396
P/E (x)	25	40	30	39	24	17
P/OCF(x)	6.4	8.0	4.2	4.4	3.1	2.6
EV (Rs.Cr)	2,365	7,086	5,764	5,692	5,492	5,231
EV/ EBITDA (x)	8	16	12	15	11	9
EV/ OCF(x)	10.0	38.4	20.3	20.9	14.1	11.2
FCF Yield	7%	-7%	17%	16%	25%	31%
Price to BV (x)	4	8	6	5	4	4
Dividend pay-out (%)	8%	5%	5%	3%	3%	3%
Dividend yield (%)	0%	0%	0%	0%	0%	0%

Source: Midas research, exchange fillings

# 3 Year Price Chart

GMM Pfaudler Ltd.



# Disclaimer (1/2)

## Absolute Rating Interpretation

<b>BUY</b>	Stock expected to provide positive returns of >15% over a 1-year horizon	<b>REDUCE</b>	Stock expected to provide returns of <5% – -10% over a 1-year horizon
<b>ACCUMULATE</b>	Stock expected to provide positive returns of >5% – <15% over a 1-year horizon	<b>SELL</b>	Stock expected to fall >10% over a 1-year horizon

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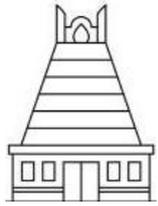
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Pune – 411 001



## Ahmedabad

No. 409, 4<sup>th</sup> Floor,  
Venus Amadeus,  
Near Jodhpur Cross Road,  
Satellite,  
Ahmedabad – 380 015



## Kolkata

No. 9A & 9B,  
9<sup>th</sup> Floor,  
No. 95A,  
Park Street,  
Kolkata – 700 016



## Kochi

G-161, 2<sup>nd</sup> Floor  
Near Panampilly Nagar  
Central Park,  
K V Nagar,  
Kochi – 682036



## Thiruvananthapuram

1<sup>st</sup> Floor,  
Ushasandhya Building,  
Devasom Board JCT,  
Kowdiar,  
Thiruvananthapuram – 695003



## Lucknow

No.6, 3<sup>rd</sup> Floor  
Marigold Building,  
Sapru Marg Shahnajaf Road,  
Hazratfang,  
Lucknow - 226001



## Kanpur

205, 2<sup>nd</sup> Floor,  
Imperial Square,  
16/105,  
MG Road,  
Kanpur - 208001