CMP: ₹ 705

About the stock: JSW Steel is one of the leading integrated steel companies in India. It has a strategic collaboration with global leader JFE Steel of Japan, enabling JSW to access new and state-of-the art technologies to produce and offer high value special steel products to its customers.

- JSW Steel's manufacturing unit in Vijayanagar, Karnataka is the largest single location steel-producing facility in India with a capacity of 12 MTPA
- JSW Steel is the only Indian steel company to be ranked among the top 15 global steel producers by World Steel Dynamics for 13 consecutive years

Q4FY23 Results: JSW Steel reported a healthy all-round performance for Q4FY23.

- For Q4FY23, JSW Steel reported steel sales volumes of 5.68 million tonnes (MT), up 11% YoY and 15% YoY (our estimate of 5.6 MT). JSW Steel standalone operations reported EBITDA/tonne of ₹ 10998/tonne compared to ₹8141/tonne in Q3FY23 (our estimate of ₹10000/tonne)
- For Q4FY23, JSW Steel reported consolidated topline of ₹ 46962 crore, up 20% QoQ (our estimate of ₹ 46340 crore). Standalone EBITDA was at ₹ 6247 crore, up 55% QoQ (our estimate of ₹ 5600 crore). Subsidiaries performance also came in better than our estimate. As a result, the consolidated EBITDA came in significantly higher than our estimate. Consolidated EBITDA was at ₹ 7939 crore, up 75% QoQ, (our estimate of ₹ 6125 crore)
- Ensuing consolidated PAT was at ₹ 3741 crore (our estimate of ₹ 1758 crore)

What should investors do? JSW Steel's share price has given a return of ~21% over the last one year (from ~₹ 582 in May 2022 to ~₹ 705 in May 2023).

We maintain our HOLD rating on the stock.

Target Price and Valuation: We value JSW Steel at ₹ 740, 6x FY25E EV/EBITDA.

Key triggers for future price performance:

- The company has given production & sales volume guidance for FY24. The total combined volumes crude steel production guidance for FY24 was of 26.34 MT while the total combined steel sales volume guidance for FY24 is of 25 MT
- For the JSW Steel standalone entity, going forward, we model EBITDA/tonne of ₹ 13000/tonne for FY24E and ₹ 13500/tonne for FY25E

Alternate Stock Idea: In our metal and mining coverage, we like Tata Steel.

- Tata Steel is one of the world's most geographically diversified steel producers, with operations and commercial presence across the world
- BUY rating with a target price of ₹ 130



Particulars	
Particular	Amount
Market Capitalisation (₹ Crore)	1,70,873
Debt-Cons. (Q4FY23) (₹ Crore)	69,498
Cash and Cash Eq. Cons. (Q4FY23) (₹ Crore)	20,719
EV (₹ Crore)	2,19,652
52 week H/L	₹ 783 / 520
Equity capital	₹ 240 crore
Face value	₹1

Shareholding Pattern									
(in %)	Jun-22	Sep-22	Dec-22	Mar-23					
Promoter	45.0	45.2	45.2	45.4					
Flls	10.6	10.8	26.0	26.0					
DIIs	9.1	9.3	9.3	9.5					
Others + Public	35.3	34.8	19.4	19.1					
Total	100.0	100.0	100.0	100.0					

Price Chart
900 - 20000 17500 15000 12500 10000 12500 10000 100
JSW Steel (LHS) ——Nifty (RHS)
Very Dieles

- (i) Lower than expected increase in steel prices
- (ii) Higher than expected rise in operating costs

Research Analyst

Dewang Sanghavi dewang.sanghavi@icicisecurities.com

Key Financial Summa	ary					FY24E	FY25E	CAGR (FY23-FY25E in %)
Net Sales	73,326	79,839	1,46,371	1,65,960	19%	1,89,592	2,04,649	11%
EBITDA	11,873	20,141	39,007	18,547	5%	36,445	39,778	46%
EBITDA Margin (%)	16.2	25.2	26.6	11.2		19.2	19.4	
Reported PAT	3,919	7,873	20,938	4,139	-8%	16,435	18,425	111%
EPS (₹)	16.2	32.7	87.3	17.3		68.6	76.9	
EV/EBITDA (x)	18.8	11.0	5.8	12.3		6.3	5.8	
RoCE (%)	7.5	13.9	23.2	7.5		15.8	17.5	
RoE (%)	12.9	17.2	31.6	5.3		20.2	19.0	

Key takeaways from conference call

- The company has given production and sales volume guidance for FY24. For FY24, the crude steel production guidance for Indian operations (including joint control) is of 25.5 million tonnes (MT) while the crude steel production guidance for JSW Steel US Ohio is of 0.84 MT. For FY24, the saleable steel sales volume guidance for Indian operations (including joint control) is of 24.2 million tonnes (MT) while the saleable steel sales volume guidance for JSW Steel US Ohio was of 0.80 MT. Hence, for the company as a whole, total combined volumes crude steel production guidance for FY24 is of 26.34 MT while total combined volume steel sales volume guidance for FY24 was of 25 MT
- Coking coal consumption costs were lower by ~US\$6/tonne QoQ (Q4FY23 coking coal consumption costs was at US\$274/tonne). Going forward, the company has guided coking coal consumption costs to increase by US\$10-15/tonne in Q1FY24. However, taking into account the recent correction in coking coal spot prices, Q2FY24 coking coal costs are expected to be lower
- The price correction in the Indian market post March 2023 has been due to decline in Chinese export prices. The management has indicated that steel prices in China have likely bottomed and production curtailments are expected in H2CY23. Hence, the company expects H2CY23 to be better on the steel prices front
- JSW Steel's capex spend was ~₹ 3507 crore for Q4FY23 and ₹ 14214 crore for FY23 against the (revised) planned of ₹ 15000 crore for FY23. The company has chalked out a capex plan to the tune of ₹ 18800 crore for FY24, primarily for completing the 5 million tonnes per annum (MTPA) brownfield expansion at Vijayanagar and BPSL Phase – II expansion to 5 MTPA, downstream facilities and sustenance capex
- The company achieved inventory reduction of ~350000 tonnes in Q4FY23.
 It expects inventory to reduce further in FY24, resulting in working capital unlocking
- The company's consolidated net gearing (net debt to equity) was at 0.89x at the end of the quarter (against 1.09x at the end of Q3FY23) and net debt to EBITDA was at 3.2x (against 3.51x at the end of Q3FY23)
- Net debt as on March 31, 2022 was at ₹ 59345 crore, lower by ₹ 10153 crore compared to December 31, 2022 due to healthy cash flow generation and release of working capital
- Gross consolidated debt is likely to remain stable at current levels as capex is expected to be funded through internal accruals. There would be an additional ~₹ 3000 crore debt on balance sheet when JSW Ispat Special Products will get consolidated

Exhibit 1: JSW Steel – Q4FY23 and FY23 – Production and Sales summary

Q4 & FY23 Production & Sales Summary

In million metric tonnes

	Crude Steel		Crude Steel	
Particulars	Production	Sales	Production	Sales
	Q4 F	Y23	Q4 F	Y22
Consolidated India Operations	6.37	6.35	5.71	5.90
JSW Steel USA – Ohio	0.21	0.18	0.10	0.08
JSW Steel Consolidated Operations	6.58	6.53	5.81	5.98
Joint Control Entity:				
JSW Ispat Special Products Ltd.	0.18	0.17	0.17	0.17
India Operations incl. Joint Control*	6.56	6.52	5.88	6.07
Total Combined Volumes	6.77	6.70	5.98	6.15
	FY	23	FY	22
Consolidated India Operations	23.62	21.86	18.96	17.69
JSW Steel USA – Ohio	0.53	0.52	0.55	0.48
JSW Steel Consolidated Operations	24.16	22.39	19.51	18.18
Joint Control Entity:				
JSW Ispat Special Products Ltd.	0.42	0.41	0.58	0.58
Bhushan Power and Steel *	-	-	1.38	1.24
India Operations incl. Joint Control*	24.04	22.27	20.92	19.51
Total Combined Volumes	24.57	22.80	21.47	19.99

Note: *Without elimination of inter-company volumes. # BPSL became a subsidiary from 1st October 2021; hence H1 FY22 nos. for BPSL are presented as Joint Control Entity and H2 FY22 nos. are included in Consolidated India Operations.

Source: Company, ICICI Direct Research

Exhibit 2: JSW Steel - FY24 - Guidance

FY24 Guidance

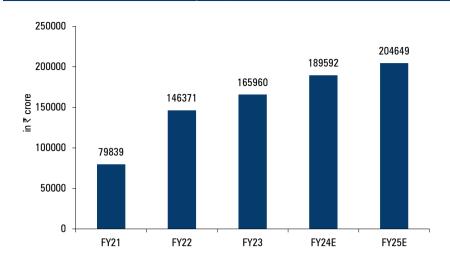
All fig. in million metric tonnes

	FY24		
Particulars	Crude Steel Production	Sales	
India Operations incl. Joint Control	25.50	24.20	
JSW Steel USA Ohio	0.84	0.80	
Total Combined Volumes	26.34	25.00	

	Q4FY23	Q4FY23E	Q4FY22	YoY (%)	Q3FY23	QoQ (%)	Comments
Total Operating Income	46962	46340	46895	0%	39134	20%	Consolidated topline came in broadly in line with our estimate
Other Income	465	200	233	100%	188	147%	
Total Operating expense	39023	40215	37711	3%	34587	13%	
EBITDA	7939	6125	9184	-14%	4547	75%	Consolidated EBITDA came in higher than our estimate
EBITDA Margin (%)	16.9	13.2	19.6	(270) Bps	11.6	530 Bps	Consolidated EBITDA margin came in higher than our estimate
Depreciation	2009	1975	1815	11%	1882	7%	
Interest	2138	1925	1756	22%	1819	18%	
Share of profit/ (loss) of Joint Ventures (net)	-8	-50	-31	-74%	-56	-86%	
Exceptional Item	0	0	-741	LP	0	NA	
PBT	4249	2375	5074	-16%	978	334%	
Tax Outgo	508	618	1731	-71%	504	1%	
PAT for the Group	3741	1758	3343	12%	474	689%	Consolidated PAT came in higher than our estimate
Key Metrics							
Standalone Steel Sales (MT)	5.68	5.60	5.11	11%	4.95	15%	Standalone sales volumes came in broadly in line with our estimate
Standalone EBITDA/tonne (₹)	10998	10000	13517	-19%	8141	35%	Standalone EBITDA/tonne came in higher than our estimate

Financial story in charts

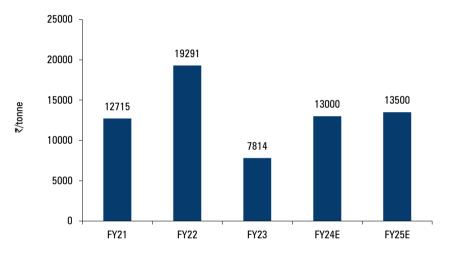
Exhibit 4: Trend in consolidated topline (in ₹ crore)



We expect JSW Steel's consolidated topline to register a CAGR growth of 11% during FY23-25E

Source: Company, ICICI Direct Research

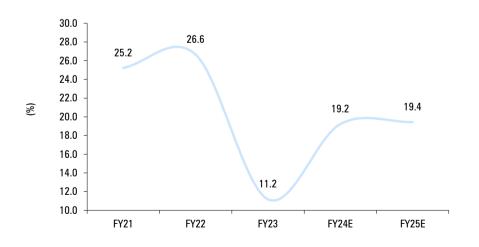
Exhibit 5: Trend in standalone EBITDA/tonne (in ₹/tonne)



We model standalone EBITDA/tonne of ₹ 13000/tonne for FY24E and ₹ 13500/tonne for FY25E

Source: Company, ICICI Direct Research

Exhibit 6: Trend in consolidated EBITDA margin (in %)



Over the next couple of years, we expect consolidated EBITDA margin to be \sim 19.2% in FY24E and \sim 19.4% for FY24E

Exhibit	7: Valuatio	on Matrix	(
	Sales (₹ Crore)	Growth (% YoY)	EPS (₹)	Growth (% YoY)	PE (x)	EV/EBIDTA (x)	P/BV (x)	RoNW (%)	RoCE (%)
FY19	84,757	20.7	31.3	23.6	22.6	11.4	4.9	21.7	17.6
FY20	73,326	-13.5	16.2	-48.1	43.5	18.8	4.7	12.9	7.5
FY21	79,839	8.9	32.7	101.7	21.6	11.0	3.7	17.2	13.9
FY22	1,46,371	83.3	87.3	167.1	8.1	5.8	2.5	31.6	23.2
FY23	1,65,960	13.4	17.3	-80.2	40.8	12.3	2.5	5.3	7.5
FY24E	1,89,592	14.2	68.6	297.1	10.3	6.3	2.1	20.2	15.8
FY25E	2,04,649	7.9	76.9	12.1	9.2	5.8	1.7	19.0	17.5

Financial summary (Consolidated)

Exhibit 8: Profit and loss statement ₹							
(Year-end March)	FY22	FY23	FY24E	FY25E			
Total operating Income	1,46,371	1,65,960	1,89,592	2,04,649			
Growth (%)	83	13	14	8			
Total Operating Expenditure	107364	147413	153147	164871			
EBITDA	39,007	18,547	36,445	39,778			
EBITDA Margin (%)	26.6	11.2	19.2	19.4			
Depreciation	6,001	7,474	7,863	8,256			
Interest	4,968	6,902	6,146	6,269			
Other Income	1,531	1,030	1,042	1,068			
PBT	29,569	5,201	23,478	26,321			
Exceptional Item	-741	591	0	0			
Total Tax	8,807	1,516	7,043	7,896			
Reported PAT Before MI	20,021	4,276	16,435	18,425			
Less - Minority Interest	917	-137	0	0			
Reported PAT after MI	20,938	4,139	16,435	18,425			
Growth (%)	166	-80	297	12			
Adj PAT	21,679	3,548	16,435	18,425			
Reported EPS (₹)	87.3	17.3	68.6	76.9			

Source: Company, ICICI Direct Research

Exhibit 9: Cash flow state	ement			₹ crore
(Year-end March)	FY22	FY23	FY24E	FY25I
Profit after Tax	20,938	4,139	16,435	18,42
Add: Depreciation	6,001	7,474	7,863	8,25
(Inc)/dec in Current Asset	-26,793	4,700	-3,190	-6,44
Inc/(dec) in CL&Provisions	16,699	7,007	-2,208	4,01
Others	4,112	-6,927	124	12
CF from operating activities	20,957	16,393	19,024	24,37
(Inc)/dec in Investments	-604	1,487	-225	-22
(Inc)/dec in Fixed Assets	-14,198	-14,214	-18,800	-21,00
Others	-169	-724	50	5
CF from investing activities	-14,971	-13,451	-18,975	-21,17
Issue/(Buy back) of Equity	-2	0	0	
Inc/(dec) in loan funds	8,604	6,024	1,978	1,00
Dividend paid & dividend tax	-4,187	-815	-2,157	-2,87
Inc/(dec) in Sec. premium	0	0	0	
Others	-5,831	-4,820	0	
CF from financing activities	-1,416	389	-179	-1,87
Net Cash flow	4,570	3,331	-130	1,31
Opening Cash	12,813	17,383	20,714	20,58
Closing Cash	17,383	20,714	20,584	21,90

Source: Company, ICICI Direct Research

Exhibit 10: Balance she	et			₹croi
(Year-end March)	FY22	FY23	FY24E	FY25
Liabilities				
Share Capital	240	240	240	240
Reserve and Surplus	68,295	66,799	81,076	96,625
Total Shareholders funds	68,535	67,039	81,316	96,864
Total Debt	74,040	80,064	82,042	83,042
Deferred Tax Liability	7,621	7,936	8,060	8,184
Minority Interest / Others	3,468	2,744	2,794	2,844
Total Liabilities	1,53,664	1,57,783	1,74,212	1,90,934
Assets				
Gross Block	1,50,211	1,66,502	1,83,824	2,03,824
Less: Acc Depreciation	53,631	61,105	67,905	76,162
Net Block	96,580	1,05,397	1,15,918	1,27,662
Capital WIP	16,756	21,921	22,336	23,336
Net Fixed Assets (Inc CWIP)	1,13,336	1,27,318	1,38,254	1,50,998
Investments	13,001	11,514	11,739	11,964
Inventory	33,787	33,135	35,121	38,95
Debtors	7,457	7,134	7,390	8,970
Loans and Advances	8,250	4,106	4,517	4,968
Other Current Assets	6,739	7,158	7,695	8,272
Cash	17,383	20,714	20,584	21,904
Total Current Assets	73,616	72,247	75,307	83,07
Current Liabilities	46,033	53,016	50,808	54,819
Provisions	256	280	280	280
Total Current Liabilities	46,289	53,296	51,088	55,099
Net Current Assets	27,327	18,951	24,219	27,97
Deferred tax Assets (net)	0	0	0	
Application of Funds	1,53,664	1,57,783	1,74,212	1,90,934

Exhibit 11: Key ratios				
(Year-end March)	FY22	FY23	FY24E	FY25E
Per share data (₹)				
Reported EPS	87.3	17.3	68.6	76.9
Cash EPS	111.4	48.0	100.5	110.4
BV	285.9	279.7	339.2	404.1
DPS	17.4	3.4	9.0	12.0
Operating Ratios (%)				
EBITDA Margin	26.6	11.2	19.2	19.4
PBT / Total Operating income	20.2	3.1	12.4	12.9
Adj PAT Margin	14.8	2.1	8.7	9.0
Inventory days	208	130	130	135
Debtor days	19	16	16	18
Creditor days	115	117	110	110
Return Ratios (%)				
Adj RoE	31.6	5.3	20.2	19.0
Adj RoCE	23.2	7.5	15.8	17.5
Adj RolC	25.5	8.2	17.0	18.8
Valuation Ratios (x)				
P/E	8.1	40.8	10.3	9.2
EV / EBITDA	5.8	12.3	6.3	5.8
EV / Net Sales	1.5	1.4	1.2	1.1
Market Cap / Sales	1.2	1.0	0.9	0.8
Price to Book Value	2.5	2.5	2.1	1.7
Solvency Ratios				
Net Debt/EBITDA	1.5	3.2	1.7	1.5
Net Debt / Equity	0.8	0.9	0.8	0.6
Current Ratio	1.6	1.4	1.5	1.5
Quick Ratio	0.9	0.7	0.8	0.8
Net debt/EBITDA	1.5	3.2	1.7	1.5
Net Debt/Equity	0.8	0.9	0.8	0.6

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Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



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