MOTILAL OSWAL

Sintex Industries

STOCK INFO. BSE Sensex: 14,253 S&P CNX: 4,234	BLOOMBERG BVML IN REUTERS CODE SNTX.BO	15 July Previous	2009 Recomme	ndation:	Buy							Buy Rs195
Equity shares (m)	135.5	YEAR	NET SALES	PAT	EPS	EPS	P/E	P/BV	RoE	RoCE	EV/	EV/
52-Week Range	386 / 70	END	(RS M)	(RS M)	(RS)	GRTH (%)	(X)	(X)	(%)	(%)	SALES	EBITDA
1, 6, 12 Rel. Perf. (%		03/08A	22,978	2,170	16.0	35.5			21.5	14.7		
	,	03/09A	31,356	3,251	24.0	49.9	8.1	1.5	19.8	12.3	1.0	6.3
M. Cap. (Rs b)	26.4	03/10E	35,398	3,141	23.2	-3.4	7.9	1.3	17.3	14.0	0.9	5.7
M. Cap. (US\$ b)	0.5	03/11E	41,058	4,212	31.1	34.1	6.3	1.1	18.6	15.8	0.7	4.3

- IQFY10 sales down 9% YoY; adjusted PAT down 28% YoY: Sintex 1QFY10 results are significantly below expectation. Sales are down 9% YoY at Rs6.6b (expected Rs7.9b). EBITDA margin is up 50bp YoY at 13.2% (expected 15%). Reported consolidated PAT is up 6% YoY at Rs606m. However, this includes ~Rs200m of unrealized forex gain on account of FCCB translation. Adjusted for this, PAT is down 28% YoY at Rs406m (expected Rs681m). The main reason for the weak quarter is low government business pending elections.
- Monolithic and pre-fabs to remain growth drivers: Sintex's monolithic construction business has an order backlog of Rs18b to be executed in the next two years. This offers revenue visibility through FY11 at least. The various government schemes announced in Union Budget 2009-10 are expected to sustain demand for Sintex's pre-fabricated structures business in the form of rural classrooms, health clinics, toilets, worker shelters, etc.
- 10-15% downgrade in estimates: Based on 1QFY10 results and subsequent concall, we have downgraded our FY10 and FY11 sales estimate by 3-4%. EBITDA margins are also down 70-110bp. As a result, our FY10 EPS is downgraded by 15% to Rs23.2 and FY11 EPS by 10% to Rs31.1.
- Stock trading at 8x FY10E, target price of Rs232 (10x FY10E), Buy: Even after our earnings downgrade, FY09-11E EPS CAGR is a reasonable 14%. RoE is 17-18% and the company is near zero-debt (Rs15b cash against Rs16.5b total debt including working capital). At CMP, the stock is trading at a P/E of 8x FY10E and 6x FY11E. We continue to value Sintex at 10x FY10E EPS to arrive at a revised target price of Rs232 (Rs273 earlier), 19% upside from current levels. We maintain Buy.

								(RS	MILLION)
	FY09				FY10				FY10E
10	20	30	40	10	2QE	3QE	4QE		
7,286	7,340	8,202	8,528	6,624	8,782	9,583	10,408	31,356	35,398
109.4	87.8	33.3	-9.6	-9.1	19.6	16.8	22.0	36.5	12.9
923	1,340	1,273	1,681	874	1,405	1,437	1,817	5,217	5,533
12.7	18.3	15.5	19.7	13.2	16.0	15.0	17.5	16.6	15.6
47.7	67.9	22.3	5.1	-5.3	4.8	12.9	8.1	28.4	6.1
304	314	315	211	366	340	345	347	1,144	1,398
175	187	255	202	142	122	122	102	820	488
242	221	252	131	159	117	117	75	846	468
0	0	0	0	200	0	0	0	0	200
686	1,060	954	1,399	725	1,060	1,087	1,442	4,100	4,315
119	222	237	248	114	233	239	363	826	949
17.4	20.9	24.8	17.7	15.7	22.0	22.0	25.2	20.1	22.0
567	838	717	1,151	611	827	848	1,080	3,274	3,366
3	1	9	11	5	6	6	7	23	25
565	838	708	1,140	606	821	842	1,072	3,251	3,341
565	838	708	1,140	406	821	842	872	3,251	3,141
71.4	89.2	21.1	40.4	-28.1	-2.1	18.8	-23.5	49.9	-3.4
	7,286 109.4 923 12.7 47.7 304 175 242 0 686 119 17.4 567 3 565 565	10 20 7,286 7,340 109.4 87.8 923 1,340 12.7 18.3 47.7 67.9 304 314 175 187 242 221 0 0 686 1,060 119 222 17.4 20.9 567 838 3 1 565 838 565 838	12 22 32 7,286 7,340 8,202 109.4 87.8 33.3 923 1,340 1,273 12.7 18.3 15.5 47.7 67.9 22.3 304 314 315 175 187 255 242 221 252 0 0 0 686 1,060 954 119 222 237 17.4 20.9 24.8 567 838 717 3 1 9 565 838 708 565 838 708 565 838 708	10 20 30 40 7,286 7,340 8,202 8,528 109.4 87.8 33.3 -9.6 923 1,340 1,273 1,681 12.7 18.3 15.5 19.7 47.7 67.9 22.3 5.1 304 314 315 211 175 187 255 202 242 221 252 131 0 0 0 0 686 1,060 954 1,399 119 222 237 248 17.4 20.9 24.8 17.7 567 838 717 1,151 3 1 9 11 565 838 708 1,140 565 838 708 1,140	10 20 30 40 10 7,286 7,340 8,202 8,528 6,624 109.4 87.8 33.3 -9.6 -9.1 923 1,340 1,273 1,681 874 12.7 18.3 15.5 19.7 13.2 47.7 67.9 22.3 5.1 -5.3 304 314 315 211 366 175 187 255 202 142 242 221 252 131 159 0 0 0 200 200 686 1,060 954 1,399 725 119 222 237 248 114 17.4 20.9 24.8 17.7 15.7 567 838 717 1,151 611 3 1 9 11 5 565 838 708 1,140 606 565	10 20 30 40 10 20E 7,286 7,340 8,202 8,528 6,624 8,782 109.4 87.8 33.3 -9.6 -9.1 19.6 923 1,340 1,273 1,681 874 1,405 12.7 18.3 15.5 19.7 13.2 16.0 47.7 67.9 22.3 5.1 -5.3 4.8 304 314 315 211 366 340 175 187 255 202 142 122 242 221 252 131 159 117 0 0 0 0 0 0 0 119 222 237 248 114 233 17.4 20.9 24.8 17.7 15.7 22.0 567 838 717 1,151 611 827 3 1 9 11 5	10 20 30 40 10 201 302 302 7,286 7,340 8,202 8,528 6,624 8,782 9,583 109.4 87.8 33.3 -9.6 -9.1 19.6 16.8 923 1,340 1,273 1,681 874 1,405 1,437 12.7 18.3 15.5 19.7 13.2 16.0 15.0 47.7 67.9 22.3 5.1 -5.3 4.8 12.9 304 314 315 211 366 340 345 175 187 255 202 142 122 122 242 221 252 131 159 117 117 0 0 0 0 0 0 0 0 0 586 1,060 954 1,399 725 1,060 1,087 119 222 237 248 114	102030401020E30E40E7,2867,3408,2028,5286,6248,7829,58310,408109.487.833.3-9.6-9.119.616.822.09231,3401,2731,6818741,4051,4371,81712.718.315.519.713.216.015.017.547.767.922.35.1-5.34.812.98.13043143152113663403453471751872552021421221221022422212521311591171177500002000006861,0609541,3997251,0601,0871,44211922223724811423323936317.420.924.817.715.722.022.025.25678387171,1516118278481,0803191156675658387081,1406068218421,0725658387081,140406821842872	FY09FY09FY10FY09102030401020E30E40E7,2867,3408,2028,5286,6248,7829,58310,40831,356109.487.833.3-9.6-9.119.616.822.036.59231,3401,2731,6818741,4051,4371,8175,21712.718.315.519.713.216.015.017.516.647.767.922.35.1-5.34.812.98.128.43043143152113663403453471,144175187255202142122122102820242221252131159117117758460000000006861,0609541,3997251,0601,0871,4424,10011922223724811423323936382617.420.924.817.715.722.022.025.220.15678387171,1516118278481,0803,274319115667235658387081,1406068218428723,2515658387081,440406

E: MOSL Estimates

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1QFY10 sales down 9% YoY; adjusted PAT down 28% YoY

Sintex 1QFY10 results are significantly below expectation. Sales are down 9% YoY at Rs6.6b (expected Rs7.9b). EBITDA margin is up 50bp YoY at 13.2% (expected 15%). EBITDA is down 5% YoY at Rs874m (expected Rs1.2b, up 28% YoY).

Reported consolidated PAT is up 6% YoY at Rs606m. However, this includes ~Rs200m of unrealized forex gain on account of FCCB translation. Adjusted for this, PAT is down 28% YoY at Rs406m (expected Rs681m).

Actual vs expectation

Sales are below expectation due to:

- Pass-through of lower material costs (our estimates are on constant cost basis); and
- Impact of global and domestic slowdown. The domestic slowdown was acutely felt in the pre-fabricated structures business due to low fresh business from government pending elections.

	1QFY10	1QFY09	YOY (%)	FY09	YOY (%)
Textiles	759	829	-8.4	3,710	7.9
Plastics	5,865	6,457	-9.2	27,646	41.5
Sintex - standalone	2,789	3,278	-14.9	14,210	8.3
Prefab	880	1,380	-36.2	5,740	7.5
Monolithic Construction	930	900	3.3	4,520	115.2
Tanks	420	400	5.0	1,400	-10.3
Custom molding	559	598	-6.5	2,550	-38.1
Wausaukee, US	367	468	-21.7	2,129	108.7
Nief, France	2,412	2,719	-11.3	8,212	135.4
Bright Autoplast, India	377	322	17.1	1,267	213.6
Zeppelin, India	287	138	107.8	1,100	-13.4
TOTAL	6,624	7,286	-9.1	31,356	36.5

SINTEX'S SALES AFFECTED ALL ROUND (RS M)

Note: FY09 growth for Wausaukee, Nief and Bright are high as they were available only for part of FY08. Source: Company / MOSL

EBITDA margin is lower than expected due to lower economies of scale on the back of lower volume growth across businesses. Adjusted PAT is sharply lower than expected due to lower EBITDA, higher depreciation and lower recurring other income.

FY09 28.0 18.2
18.2
5.0
12.0
16.0
18.0
16.6

Rs18b order backlog to drive monolithic business

Sintex's monolithic construction business has an order backlog of Rs18b to be executed in the next two years. During FY09 and 1QFY10 it has also added orders from Tamil Nadu and Maharashtra in addition to Gujarat and Delhi. The strong order backlog offers high revenue visibility through FY11 at least. However, in line with company guidance, we have lowered our FY10 growth rate for this business from 100% YoY to 80% (sales of Rs8.1b in FY10 v/s Rs4.5b in FY09).

Continuing government spend to boost pre-fab business

The Indian government, through its Union Budget 2009-10, reiterated its thrust on rural and urban spend through schemes such as Bharat Nirman, Jawaharlal Nehru National Urban Renewal Mission, Sarva Shiksha Abhiyan, etc. This is expected to sustain demand for Sintex's pre-fabricated structures business in the form of rural classrooms, health clinics, toilets, worker shelters, etc.

Wausaukee profitability to be hit harder than Nief

Sintex's US subsidiary, Wausaukee Composites, makes plastic composite components primarily for industrial trucks, tractors and windmills, all of which are facing a sharp slowdown. We have factored in a 20% drop in FY10 sales over US\$43m in FY09. We also expect EBITDA margin to drop from 5% in FY09 to 3% in FY10 (11% in 1QFY10).

Sintex's French subsidiary, Nief, caters to auto, electricals, aerospace, defense, and medical equipment sectors. It has lowered its exposure to auto, and also extended its presence to Hungary and Tunisia. Thus, its performance is expected to be less weak than Wausaukee's. We have factored in flat sales in FY10 (\notin 114m in FY09) and 10% EBITDA margin (12% in FY09 and in 1QFY10).

Bright Autoplast commences second auto components plant in Chennai

During the quarter, Sintex's auto components subsidiary, Bright Autoplast commissioned its second unit in Chennai for 'under the hood' auto components for global OEMs. Towards end 2009, the unit will also produce electrical components for supplies to companies such as Schneider of Germany.

US\$10m investment in Geiger to be written off

Sintex had made an initial payment of \notin 7m (US\$10m) towards the acquisition of Geiger, Germany, which has since gone into liquidation. As a result, Sintex has decided to write off the same (depending on the liquidator's ruling, it may consider acquiring Geiger at a much lower valuation than the earlier \notin 35m). We have not factored in our earnings statement, assuming the company will write it off against the specially created International Business Development Reserve appropriated from Share Premium Account.

FY10 guidance maintained: 5-10% sales growth; 20-25% PAT growth

In the post-results concall, Sintex management maintained its FY10 guidance of 5-10% sales value growth (15-20% volume growth) and 20-25% PAT growth. This is on the back of expected recovery in sales in the next three quarters.

15% downgrade in FY10E EPS, 10% downgrade in FY11E EPS

Our estimates differ from those guided by the management. Based on 1QFY10 results, we have made the following major changes to our FY10 and FY11 assumptions –

- Lower sales growth of 3-4% mainly on the back of lower monolithic sales (80% in FY10 v/s 100% earlier) and textile sales (0% growth in FY10 v/s 8% earlier).
- 110bp lower margin in FY10 to 15.6% and 70bp lower margin in FY11 to 16.4%.
- Marginally higher depreciation based on 1QFY10 figures.

The above translates into 15% downgrade in FY10E EPS to Rs23.2 and 10% downgrade in FY11E EPS to Rs31.1.

Maintain Buy with revised target price of Rs232, 19% upside

We see FY10 as a year of consolidation for Sintex with EPS remaining flat YoY. However, given its presence in high-growth businesses, Sintex's financial performance could significantly improve in FY11, especially if there is a semblance of a recovery in the global economy.

Even after our earnings downgrade, FY09-11E EPS CAGR is a reasonable 14%. RoE is 17-18% and the company is near zero-debt (Rs15b cash against Rs16.5b total debt including working capital debt). At CMP, the stock is trading at a P/E of 8x FY10E and 6x FY11E.

We continue to value Sintex at 10x FY10E EPS to arrive at a revised target price of Rs232 (Rs273 earlier), 19% upside from current levels. We maintain **Buy**.

Sintex Industries: an investment profile

Company description

Sintex along with its subsidiaries has a diversified business presence in (1) Textiles, (2) Building materials such as pre-fabricated structures, monolithic construction and water tanks, and (3) Plastic and Plastic composite parts for industries such as autos, electricals, aerospace, defence, etc.

Key investment arguments

- Significant Rs18b order book in monolithic construction; high growth prospects due to need for low cost mass housing, eg, slum rehabilitation.
- Healthy growth in pre-fabricated structures due to rising allocation to government programs such as Sarva Shiksha Abhiyan (for classrooms) and National Rural Health Mission (for pre-fab toilets, clinics).
- Investment into overseas plastic composite subsidiaries will pay-off over the medium term by way of outsourcing and access to global customers.

Key investment risks

- Persistent global slowdown may hurt revenue and profits of overseas subsidiaries.
- Slowdown in domestic auto sector may hurt revenue and profit of subsidiary, Bright Autoplast.

Recent developments

- Acquisition of Geiger, Germany has run into rough weather with one of its divisions filing for bankruptcy. Sintex's initial payment of US\$10m will need to be written off.
- Bright and Nief are jointly setting up a Rs600m unit to manufacture electrical components for Schneider of Germany (commissioning by December 2009).
- Bright and Wausaukee plan to set up a composites unit for ABB's coaches and subway systems (planned commissioning by July-August 2010).

Valuation and view

- FY09-11E EPS CAGR of 14%.
- Stock trading at P/E of 8x FY10E and 6x FY11E.
- Maintain Buy with a price target of Rs232 (10x FY10E EPS).

Sector view

- **Textiles:** Sintex is into niche structured fabrics, and insulated from the vagaries of the textile sector.
- **Building materials:** Sustained demand growth likely in India for pre-fab and monolithic structures.
- Plastic composites: Ample scope for substitution of metal in various sectors.

EPS (RS): MOST FORECAST VS CONSENSUS

	MOST	CONSENSUS	VARIATION
	FORECAST	FORECAST	(%)
FY10	23.2	23.7	-2.1
FY11	31.1	28.3	+9.9

SHAREHOLDING PATTERN (%)

	JUN-09	MAR-09	JUN-08
Promoters	30.1	29.2	29.2
Domestic Inst	18.7	18.3	16.3
Foreign	35.3	37.0	43.7
Others	15.9	15.6	10.8

TARGET PRICE AND RECOMMENDATION

CURRENT	TARGET	UPSIDE	RECO.					
PRICE (RS)	PRICE (RS)	(%)						
195	232	19	Buy					



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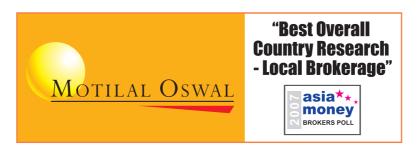
INCOME STATEMENT					(RS M)
Y/E MARCH	2007	2008	2009	2010E	2011E
Operating income	11,699	22,978	31,356	35,398	41,058
Change (%)		96.4	36.5	12.9	16.0
EBITDA	2,273	4,063	5,217	5,533	6,719
EBITDA Margin (%)	19.4	17.7	16.6	15.6	16.4
Change (%)		78.8	28.4	6.1	21.4
Depreciation	420	765	1,144	1,398	1,500
EBIT	1,853	3,298	4,073	4,135	5,219
Interest	415	643	820	488	188
Other income	207	231	846	468	407
Extraordinary items	17	134	0	200	0
PBT	1,661	3,019	4,100	4,315	5,438
Tax	327	698	826	949	1,196
Tax / PBT (%)	19.7	23.1	20.1	22.0	22.0
PAT before MI	1,335	2,322	3,274	3,366	4,242
PAT margin (%)	11.4	10.1	10.4	9.5	10.3
Change (%)		74.0	41.0	2.8	26.0
Less: Minority Interest	7	19	23	25	30
Consolidated PAT	1,328	2,303	3,251	3,341	4,212
Adj. Con. PAT	1,311	2,170	3,251	3,141	4,212
Change (%)		65.4	49.9	-3.4	34.1

BALANCE SHEET					(R\$ M)
Y/E MARCH	2007	2008	2009E	2010E	2011E
Equity share capital	222	271	271	271	271
Reserves	6,308	14,643	17,718	20,411	24,383
Networth	6,530	14,914	17,989	20,682	24,654
Minority Interest	41	203	250	275	303
Pref. share capital	0	0	0	0	0
Total Debt	6,891	19,263	17,519	14,519	11,519
Net deferred tax	724	1,069	1,269	1,469	1,669
Capital employed	14,185	35,449	37,028	36,945	38,145
Gross fixed assets	8,973	19,057	25,484	27,284	28,884
Less: Acc. Depn.	2,478	5,185	6,329	7,727	9,227
Net fixed assets	6,495	13,872	19,156	19,557	19,657
Capital VMP	403	2,550	0	0	0
Investments	1,886	3,252	10,738	8,499	7,842
Curr. assets	8,411	26,287	16,859	19,077	21,984
Inventory	1,506	3,022	3,935	4,624	5,370
Debtors	2,334	7,938	10,309	11,638	13,499
Cash & Bank	3,901	13,713	1,000	1,200	1,500
Loans, Adv. & Others	671	1,615	1,615	1,615	1,615
Current liab. & prov.	3,031	10,524	9,731	10,187	11,339
Creditors	2,642	5,825	6,445	7,364	8,467
Other Liabilities	17	738	478	0	0
Provisions	373	3,961	2,808	2,824	2,872
Net current assets	5,381	15,763	7,128	8,889	10,645
Misc. exp.	21	12	6	0	0
Total Assets	14,185	35,449	37,028	36,945	38,145

Y/E MARCH	2007	2008	2009E	2010E	2011E
Basic (Rs)					
EPS	11.8	16.0	24.0	23.2	31.1
Growth (%)		35.5	49.9	-3.4	34.1
Cash EPS	15.7	22.6	32.4	34.9	42.1
Book value	58.9	110.1	132.8	152.6	181.9
Divd. Per Share	1.0	1.0	1.1	1.2	1.5
Payout incl. Div. Tax (%)	9.6	7.0	5.4	5.7	5.7
Valuation (x)					
P/E		11.5	8.1	7.9	6.3
Cash P/E		8.6	6.0	5.6	4.6
Price/Book value		1.8	1.5	1.3	1.1
EV/Sales		1.3	1.0	0.9	0.7
EV/EBITDA		7.1	6.3	5.7	4.3
Dividend yield (%)		0.5	0.6	0.6	0.8
Profitability ratios (%)					
Average RoE	20.3	21.5	19.8	17.3	18.6
Average RoCE	15.3	14.7	12.3	14.0	15.8
Turnover ratios					
Debtors (days sales)	73	126	120	120	120
Inventory (days sales)	47	48	46	48	48
Creditor (days total exp)	102	112	90	90	90
Asset turnover (x)	0.9	0.7	0.9	1.0	1.1
Leverage ratio					
Debt/Equity (x)	1.1	1.3	1.0	0.7	0.5

CASH FLOW STATEMENT					(RS M)		
Y/E MARCH	2007	2008	2009E	2010E	2011E		
PBT before EO items		2,886	4,100	4,115	5,438		
Add : Depreciation & Amort		775	1,149	1,404	1,500		
Interest		643	820	488	188		
Less : Direct taxes		698	826	949	1,196		
(Inc)/Dec in WC		-571	-4,077	-1,561	-1,456		
CF from operations		3,035	1,166	3,497	4,474		
Extraordinary items		134	0	200	0		
CF from opn. incl. E0 ite	ms	3,169	1,166	3,697	4,474		
(Inc)/Dec in FA		-10,290	-3,878	-1,800	-1,600		
(Pur)/Sale of investments		-1,367	-7,486	2,239	656		
CF from investments		-11,656	-11,364	439	-944		
Inc/(Dec) in Net Worth		6,223	-23	-481	-30		
Inc/(Dec) in Debt		12,372	-1,744	-3,000	-3,000		
Inc/(Dec) in Minority Interes	t	163	47	25	28		
Inc/(Dec) in deferred tax lia	b.	346	200	200	200		
Less : Interest paid		643	820	488	188		
Dividend & Dividend Tax		161	176	192	240		
CF from fin. activity		18,299	-2,515	-3,936	-3,230		
Inc/Dec in cash		9,812	-12,713	200	300		
Add: Beginning balance		3,901	13,713	1,000	1,200		
Closing balance		13,713	1,000	1,200	1,500		
			E: MOSL Estimates				

N O T E S



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 Analyst ownership of the stock 	No
2. Group/Directors ownership of the stock	No
3. Broking relationship with company covered	No
4. Investment Banking relationship with company covered	No

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