

Mazagon Dock Shipbuilders Ltd.

Recommendation	Sub	scribe	BACKGROUND		
Price Band	R	MDS (Mazagon			
Bidding Date		29 Sep - 1 Oct	Department of		
Book Running Lead Manager	Yes	submarine cap			
-	Axis Ca	ip, IDFC, JM Fin.	construction ar use by the Indi		
Registrar		Alankit	was conferred		
Sector		– Capital Goods	monopoly like		
Minimum Retail Application- De	tail At Cut of	f Price	the Indian Na		
Number of Shares (bid lot)		103	manufacturing l		
Minimum Application Money		Rs. 14,935	Details and Obj		
Discount to retail		NIL	The entire		
Payment Mode		ASBA	Gol. Post		
Consolidated Financials (Rs Cr)	FY19	FY20	100.0% to		
Revenue	4614	4978	Investment Rat		
EBITDA	300	307	 Monopoly submarine 		
Adjusted PAT	644	653	Strong or		
Aujusteu FAT	Lower	Upper	shipbuildi		
Valuations	Band	Band	 Increase i 		
Market Cap (Rs. Cr)	2723	2925	India" can		
EPS*	32.4	32.4	Valuation and F		
P/E *	4.2	4.5	MDS command		
P/B *	0.9	1.0	submarines and until now MDS		
M.Cap/Sales *	0.5	0.6	ships with Gard		
*calculated on FY20	'	'	segment. The p		
Post Issue Shareholding Pattern			 indigenization 		
Promoters		84.8%	book to sales of business (70%		
Institutions		7.5%	development of		
			ratios. MDS is b		
Bodies Corporates & Public Offer structure for different cate	a a a via a	7.7%	vs. 9-10x comi		
QIB (Including Mutual Fund)	egories	50%	financial metric		
Non-Institutional Investors		15%	Financial Snaps		
			Net Revenues		
Retail		35%	Growth EBIDTA		
Post Issue Equity (Rs. in cr)		201.7	EBITDA Margin		
Issue Size (Rs in cr)		413 – 444	Adj. PAT #		
Face Value (Rs)		10	Growth EPS		
			ROCE		
Jehan Bhadha (+91 22 6273 817	ROE				
Research Analyst	P/E				
iohankorsi hhadha@nirmalhang	com		P/BV		

MDS (Mazagon Dock Shipbuilders) is a defense PSU shipyard under the Department of Defense Production, MoD with a shipbuilding and submarine capacity of 40,000 DWT (Deadweight), engaged in the construction and repair of warships and submarines for the MoD for use by the Indian Navy and other vessels for commercial clients. MDS vas conferred with the 'Mini-ratna-I' status in 2006. MDS commands a nonopoly like status in manufacturing destroyers and submarines for the Indian Navy. MDS is the only company in India capable of nanufacturing large warships apart from Garden Reach Shipbuilders.

Details and Objects of the Issue

• The entire public issue consists of offer for sale of Rs. 444 Cr by Gol. Post the IPO, Gol's stake in MDS would stand reduced from 100.0% to 84.8%.

nvestment Rationale:

- Monopoly like position in manufacture of high value segments of submarines and destroyers.
- Strong order book combined with rising mix of fast growing shipbuilding segment to drive growth.
- Increase in indigenization and implementation of the "Make in India" campaign

/aluation and Recommendation

MDS commands a monopoly status in high value segments like submarines and destroyers (just one competitor in destroyers). Also, intil now MDS has been the only player capable of manufacturing large ships with Garden Reach Shipbuilders having recently emerged in this egment. The positive factors aiding healthy prospects for MDS include - indigenization push by GoI, a wide product portfolio, robust order book to sales of 10.9x, rising share of the fast growing shipbuilding ousiness (70% vs. 33% in FY17), long credible history of proven levelopment capabilities, strong balance sheet and healthy return atios. MDS is being offered at an attractive valuation of 4.5x FY20 EPS s. 9-10x commanded by other listed defense PSUs having similar inancial metrics. Thus we recommend 'subscribe' to the issue.

				Rs. Cr
Financial Snapshot	FY17	FY18	FY19	FY20
Net Revenues	3519	4470	4614	4978
Growth		27%	3%	8%
EBIDTA	185	174	300	307
EBITDA Margins	5.3%	3.9%	6.5%	6.2%
Adj. PAT #	598	496	644	653
Growth		-17%	30%	1%
EPS	29.7	24.6	31.9	32.4
ROCE	28.1%	23.3%	24.5%	24.7%
ROE	20.0%	17.5%	20.0%	21.3%
P/E	4.9	5.9	4.5	4.5
P/BV	1.0	1.0	0.9	1.0

Source: Company data, NBRR

PAT is adjusted for normalized tax rates to provide a realistic view

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Mazagon Dock Shipbuilders Ltd.

Company Background

MDS (Mazagon Dock Shipbuilders) is a defense PSU shipyard under the Department of Defense Production, MoD with a maximum shipbuilding and submarine capacity of 40,000 DWT (Deadweight), engaged in the construction and repair of warships and submarines for the MoD for use by the Indian Navy and other vessels for commercial clients. MDS is a wholly owned GoI company, conferred with the 'Mini-ratna-I' status in 2006. MDS is India's only shipyard to have built destroyers and conventional submarines for the Indian Navy.

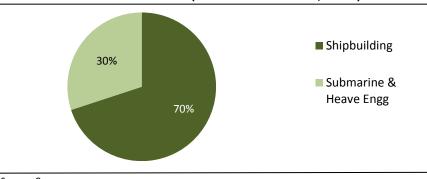
The business divisions in which MDS operates are -

- 1) <u>Shipbuilding</u>: The shipbuilding division includes the building and repair of naval ships. MDS is currently building four P-15B destroyers and four P-17A stealth frigates and undertaking repair and refit of a ship for the MoD for use by the Indian Navy.
- 2) <u>Submarine and heavy engineering</u>: This division includes building, repair and refits of diesel electric submarines. MDS is currently building/ in the process of delivering four Scorpene class submarines under a transfer of technology agreement with Naval Group, France as well as one medium refit and life certification of a submarine for the MoD for use by the Indian Navy.

Since 1960, MDS has built a total of 795 vessels including 25 warships, from advanced destroyers to missile boats and three submarines. MDS has also delivered cargo ships, passenger ships, supply vessels, multipurpose support vessels, water tankers, tugs, dredgers, fishing trawlers, barges and border outposts for various customers in India as well as abroad. Company's shipyard is strategically located on the west coast of India, on the sea route connecting Europe, West Asia and the Pacific Rim, a busy international maritime route.

MDS is headquartered in Mumbai which is also the headquarters of the Western Naval Command of the Indian Navy. MDS is also exploring the possibilities of developing a greenfield shipyard at Nhava, Navi Mumbai with a ship-lift, wet basin, workshops, stores and buildings and a ship repair facility spread over an area of 37 acres.

Exhibit 1: Revenue mix as on FY20 (Total Revenue of Rs. 4,978 Cr)



Source: Company



Mazagon Dock Shipbuilders Ltd.

Investment Rationale

Monopoly like position in manufacture of high value segments of submarines and destroyers

MDS is India's only shipyard to have built destroyers and submarines for the Indian Navy. Until date, MDS has constructed three submarines and modernized & refitted four submarines. This has enhanced its capability of handling construction of conventional submarines. MDS has also entered into a technology transfer agreement with Naval Group, France for Scorpene submarines which are currently manufactured by the company. MDS has delivered two of the Scorpene submarines, INS Kalvari and INS Khanderi to the MoD. MDS along with the Naval Group, France have trained the company's workforce in relation to the construction of such submarines. Besides MDS, there is only one company capable of building destroyers i.e. Hindustan Shipyard.

Strong order book combined with rising mix of fast growing shipbuilding segment to drive growth

MDS has strong order book of Rs. 54,074 Cr translating to order book / sales ratio of 10.9x offering long term growth visibility. The execution period for the order book is 7 years. All orders are on nomination basis having EBITDA margins of 7.5%. Order pipeline over next 3 years is robust which includes 6 destroyers & missile vessels worth Rs. 50,000 Cr & Rs. 12,000 Cr respectively. Apart from these, 6 submarines, 6 corvettes and 6 landing crafts are also in pipeline.

Exhibit 5: Order book details as on 31 July, 2020

Orders	Nos.	Value	% of total
<u>Shipbuilding</u>			
P15 Destroyers	4	26385	49%
P17A Stealth Frigates	4	23649	44%
Repairs & Servicing	1	11	0%
Total		50045	93%
Submarine & heavy engg.			
P75 Scorpene Submarines	4	3202	6%
Medium Refit, Certification	1	827	2%
Total		4029	7%
Total Order Book		54074	100%

NBRR: RHP

50%

40%

30%

20%

10%

0%

-10%

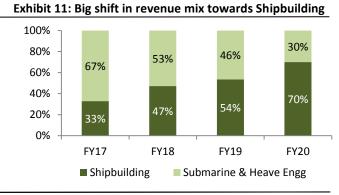
-20%

Further, although the revenue growth over FY17-20 seems moderate at 12% CAGR, it is entirely being driven by the fast growing shipbuilding segment which has grown at 44% CAGR over the same period and increased its share in total revenue from one-third in FY17 to more than two-third in FY20. On the other hand, submarine & heavy engineering segment revenue has been declining at 14% CAGR.

Exhibit 10: Segment-wise revenue CAGR over FY17-20

44%

Shipbuilding



Source: RHP Source: RHP

Submarines &

Heavy Engg

-14%

12%

Total Revenue





Mazagon Dock Shipbuilders Ltd.

Increase in indigenisation and implementation of the "Make in India" campaign

MDS intends increase the quantum of indigenized components for its warships and submarines in order to give an impetus to the Gol's "Make in India" campaign. In the past, for its warships and submarines, it used to import equipment related to design support, model testing evaluation and simulation, major engineering and weapon equipment and systems, equipment related to planning and project management, installations and system integration, due to non-availability of domestic manufacturers. Importing such items and equipments resulted in increased costs and unsatisfactory after sales support. In order to address these issues, a dedicated department of indigenization was set up in November 2015 along with a "Make in India" web page to boost the Make in India campaign. The entire indigenization process and the list of systems, equipment and items along with the necessary technical details which are to be indigenized have been identified. MDS has successfully indigenized certain equipments such as sonar dome, ship installed chemical agent detection system, bridge window glass, main batteries for Scorpene submarines, multiple cable transit glands and remote controlled valves with various companies on a no cost no commitment basis. MDS has also introduced an indigenization clause in all its tenders where bidders have to indicate their progressive indigenization plan. The indigenous content in warships built by MDS has increased in the past five years. Increase in indigenization has enabled MDS to reduce its reliance on third party component manufacturers and the cost of construction for its vessels.

Concerns

Competitive intensity to rise in the long run; although opportunity size shall be huge enough for all

The Indian shipbuilding industry comprises of both public and private sector yards. The DPP 2016 has encouraged the domestic private sector to invest and participate in defense production and acquisition of defense assets, which will result in the introduction of competitive bidding for warships as against the current system of securing orders through nomination. This may have an impact on MDS's ability to secure future orders from the MoD. In the shipbuilding division, MDS competes against Cochin Shipyard, Garden Reach Shipbuilders, Bharati Defense and Infrastructure, Goa Shipyard, Hindustan Shipyard, L&T Shipyard, ABG Shipyard and Reliance Defense and Engineering. Although, there is no competitor for MDS in submarines, competition is limited to Hindustan Shipyard in destroyers. Also the opportunity size remains large for all players. MDS foresees a huge order pipeline over next 3 years, which includes 6 destroyers & missile vessels worth Rs. 50,000 Cr & Rs. 12,000 Cr respectively. Apart from these, 6 submarines, 6 corvettes and 6 landing crafts are also in pipeline.

Continuance of Covid-19 pandemic for a longer period could lead to subdued performance

Covid-19 has had a big impact on the company in YTD FY21 as even today, the company is operating at just 60% of its labor strength. As on date its seems unlikely that the operations will scale back to pre-covid levels in the near term owing to strict restrictions on travelling and intermittent lockdowns in containment zones in the company's key area of operation, Mumbai. Due to the rising number of infected cases of Covid-19 in the country, there is no certainty if additional restrictions will be put back in place or if another lockdown would be re-imposed to control the spread of the pandemic. In such a case, the company's operations will be impacted adversely.

Interests of GoI as a controlling shareholder may differ from that of minority shareholders

As on date, all orders that MDS has, were given on nomination basis by the GoI (MoD) at fixed EBITDA margins of 7.5%. With GoI's resources constrained and high pressure on fiscal deficit front, GoI could reduce margins on current as well as prospective orders which could adversely impact the company's growth and profitability. A similar action was undertaken by GoI with respect to Bharat Electronics in FY19 wherein the company's margins on prospective contracts were reduced from 12.5% to 7.5%.

Concentration of production at a single location

The company's operations are based out of single premises in its yard in Mumbai. Any significant interruption or shutdown of operations at its yard in Mumbai would adversely affect its business. Risks such as labour disputes, natural disasters and other unexpected industrial accidents also pose a threat.



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Valuation and Recommendation

MDS commands a monopoly status in high value segments like submarines and destroyers (just one competitor in destroyers). Also, until now MDS has been the only player capable of manufacturing large ships with Garden Reach Shipbuilders having recently emerged in this segment. The positive factors aiding healthy prospects for MDS include – a wide product portfolio, robust order book to sales of 10.9x, rising share of the fast growing shipbuilding business (70% vs. 33% in FY17), long credible history of proven development capabilities, indigenization push by GoI, strong balance sheet and healthy return ratios. MDS is being offered at an attractive valuation of 4.5x FY20 EPS (adjusted for normalized tax rate) vs. 9-10x commanded by other listed defense PSUs having similar financial metrics. **Thus we recommend 'subscribe' to the issue.**

Exhibit 12: Peer Comparison

FY20 Financials	Sales		EBITDA Margins	Profit	3 Year CAGR	D/E	Wkg Cap Davs	Total Asset Turns	ROE	OB / Sales	PE
Shipbuilders							.,.			,	
Cochin Shipyard	3422	18%	20.9%	638	26%	0.0	9	0.9	17.0%	4.3	6.4
Garden Reach Shipbuil.	1433	16%	2.6%	163	139%	0.0	-504	1.4	15.7%	18.5	11.9
Average	2428	17%	11.7%	401	NA	0.0	-247	1.1	16.3%	11.4	9.2
Mazagon Dock Shipbuil.	4978	12%	6.2%	653	3%	0.0	-318	1.6	21.3%	10.9	4.5
Other Defence Compa	nies										
Bharat Electronics	12968	14%	21.3%	1824	6%	0.0	106	1.3	18.1%	4.0	12.0
Bharat Dynamics	3095	-14%	23.5%	535	1%	0.0	116	1.2	20.5%	2.4	9.7
Hindustan Aeronautics	21438	6%	22.9%	2873	3%	0.4	141	1.1	21.7%	2.5	8.8
Average	12500	2%	22.6%	1744	3%	0.1	121	1.2	20.1%	3.0	10.2

Source: Companies, NBRR



Mazagon Dock Shipbuilders Ltd.

Financials

P&L (Rs. Cr)	FY17	FY18	FY19	FY20
Revenues	3519	4470	4614	4978
% Growth		27%	3%	8%
COGS	2175	2785	3165	2865
% of Revenues	61.8%	62.3%	68.6%	57.6%
Employee Cost	729	886	689	793
% of Revenues	20.7%	19.8%	14.9%	15.9%
Other expenses	430	626	460	1013
% of Revenues	12.2%	14.0%	10.0%	20.3%
EBITDA	185	174	300	307
EBITDA Margin	5.3%	3.9%	6.5%	6.2%
% Growth		-6%	72%	2%
Depreciation	42	52	64	69
Other Income	756	557	591	558
Interest	9	9	9	9
PBT	831	650	778	748
Tax	288	257	196	188
Tax rate #	35%	39%	25%	25%
PAT before assoc. #	543	394	582	559
Share of associate	55	103	62	93
Adjusted PAT	598	496	644	653
PAT Margin	17.0 %	11.1%	14.0%	13.1%
% Growth		-17%	30%	1%
EPS (Post Issue)	29.7	24.6	31.9	32.4
Performance Ratios	FY17	FY18	FY19	FY20
EBITDA Margin (%)	5.3%	3.9%	6.5%	6.2%
PAT Margin (%)	17.0%	11.1%	14.0%	13.1%
ROE (%)	20.0%	17.5%	20.0%	21.3%
ROCE (%)	28.1%	23.3%	24.5%	24.7%
Net D/E (x)	0.0	-0.1	-0.2	-0.2
Sales Growth (%)		27%	3%	8%
EBITDA Growth (%)		-6%	72%	2%
PAT Growth (%)		-17%	30%	1%
Turnover Ratios				
	FY17	FY18	FY19	FY20
Debtors Days	84	91	117	53
Debtors Days Inventory Days	84 418	91 309	117 300	53 169
Debtors Days Inventory Days Creditor Days	84 418 48	91 309 98	117 300 115	53 169 175
Debtors Days Inventory Days	84 418	91 309	117 300	53 169
Debtors Days Inventory Days Creditor Days	84 418 48	91 309 98	117 300 115	53 169 175
Debtors Days Inventory Days Creditor Days Asset Turnover (x)	84 418 48 1.2	91 309 98 1.6	117 300 115 1.4	53 169 175 1.6
Debtors Days Inventory Days Creditor Days Asset Turnover (x) Valuation Ratios	84 418 48 1.2	91 309 98 1.6	117 300 115 1.4	53 169 175 1.6
Debtors Days Inventory Days Creditor Days Asset Turnover (x) Valuation Ratios Price/Earnings (x)	84 418 48 1.2 FY17 4.9	91 309 98 1.6 FY18 5.9	117 300 115 1.4 FY19 4.5	53 169 175 1.6 FY20 4.5

Ralaman Chart / Ray Cal	FV4.7	FV4.0	FV4.0	EV20
Balance Sheet (Rs. Cr)	FY17	FY18	FY19	FY20
Share Capital	249.0	224.1	224.1	201.7
Reserve & Surplus	2,741	2,610	2,993	2,867
Networth	2,990	2,834	3,217	3,069
Total Loans	-	-	-	-
Long term provisions	1,212	1,206	1,198	1,215
Other long term Liab	205	197	193	205
Long term payables	16	16	16	16
Trade payable	926	2,391	2,917	4,771
Contract Liability	13,760	12,338	12,950	11,383
Other Current Liab	200	268	259	180
Short term provisions	82	120	98	127
Total Current Liab.	14,967	15,117	16,224	16,461
Total Equity & Liab.	19,391	19,370	20,848	20,966
Fixed Assets & CWIP	664	791	899	928
Non-current Tax Asset	181	207	193	226
Deferred Tax Asset	507	552	582	412
Investments & L&A	408	454	453	507
Other non Curr. assets	142	323	643	805
Bank	8,220	6,816	6,740	5,315
Cash	143	374	730	483
Inventories	4,029	3,786	3,790	4,623
Debtors	812	1,113	1,473	1,459
Contract Assets	1,163	738	901	55
Short term Advances	1	1	4	2
Other Current assets	3,121	4,216	4,439	6,151
Total Assets	19,391	19,370	20,848	20,966
Cash Flow (Rs. Cr)	FY17	FY18	FY19	FY20
EBITDA	185	174	300	307
Prov for exp & others	57	44	(0)	(28)
Op. profit before WC	242	218	299	279
Change in WC	(898)	580	82	(166)
Less: Tax	(346)	(307)	(316)	(208)
CF from operations	(1,003)	491	65	(96)
Addition to assets	(140)	(135)	(125)	(74)
Interest Income	633	483	541	528
CF from Investing	493	348	417	454
Change in share capital		(253)		(278)
Tax on Sh Buyback		(54)	-	(60)
Dividend Paid	(240)	(295)	(121)	(262)
Interest paid	(5)	(5)	(5)	(5)
CF from Financing	(245)	(608)	(126)	(605)
Net Change in cash	(755)	231	356	(246)
Cash at beginning	898	143	374	730
Cash at end	143	374	730	483

Source: Company, NBRR

PAT has been adjusted for normal tax rates in FY19 & 20 to provide a realistic view of profitability



Mazagon Dock Shipbuilders Ltd.

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