

Kyon ki bhaiya, sabse bada rupaiya.

Target: Rs. 20,944

CMP Rs.16,867 (53x FY23 P/E)

BUY

Index Details	
	48,538
	15,525
	Index Details

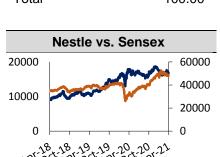
Industry Packaged Foods

	Nestle, established in 1866 and present in 191 countries, is the world's
_	largest food and beverage company with over 2000 brands ranging from
	global icons to local favorites. NESTLÉ India is a subsidiary of NESTLÉ
	S.A. of Switzerland. It has a pan India presence with a total of 8
	manufacturing units located in Punjab, Tamil Nadu, Karnataka, Haryana,
	Goa, Uttarakhand and Himachal Pradesh.

Scrip Details										
Mkt Cap (Rs Cr)	1,62,748									
O/S Share (Cr)	9.64									
3 M Avg Vol (000)	129									
52 Wk H/L (Rs)	18821/15104									
Div Yield (%)	1.19									
FVPS (Rs)	10.00									

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Shareholding P	attern
Shareholder	%
Promoters	62.76
Institutional	20.24
Public	16.99
Total	100.00



The company's flagship brands - Maggi noodles, Nescafe, Maggi sauces, Milkmaid, Maggi Masala-ae-Magic have continued to deliver robust performance quarter after quarter and achieved double digit growth. Contribution of e-commerce to domestic sales (3.8%) has witnessed rapid growth in recent times ensuring seamless supply even during periods of lockdown related uncertainties.

We expect revenues to grow at a CAGR of 9.7% over CY20-23 to Rs 17,607 crores. EBITDA and PAT are expected to grow at a faster pace of 13.8% to Rs 4.706 crores and Rs 3.068 crores respectively. Operating and net profit margins are forecasted to expand by 260bps and 240 bps respectively to 26.7% and 17.4%.

We initiate coverage on Nestle with a BUY for a price target of Rs 20,944 (65.8x CY23 earnings) over the next 18-24 months representing a potential upside of 24.2% on the CMP of Rs 16,867. We have used the DCF method to value Nestle.

Our optimism stems from the following:

Over the decade CY10-20, Nestle has sustained strong revenue growth of 7.9% CAGR (0.7% volume and 6.5% value) to Rs 13,350 crores across its four segments of

- Milk products and Nutrition segment (46.3% revenue share) which has grown at a CAGR of 7.2% to Rs 6,153 crores.
- Beverages (11.1% revenue share) which has grown at 3.9% CAGR to Rs 1,475 crores.
- Prepared dishes (29.4% revenue share) which has grown at 7.1% CAGR to Rs 3,907 crores.
- Confectionaries (13.2% revenue share) which has grown at 5.6% CAGR to Rs 1,754 crore.

Key	Financials	(in	₹	crores)

Nestle

	Sales	EBITDA	Net	EBITDA	Net Profit	EPS	BVPS	RoE	RoCE	P/E	P/BV	EV/EBITDA
			Profit	(%)	(%)	(Rs)	(Rs)	(%)	(%)	(x)	(x)	(x)
CY19	12,369	2,924	1,968	23.6	15.9	204.2	199.0	102.6	95.4	72.4	74.3	48.0
CY20	13,290	3,197	2,082	24.1	15.7	216.0	209.4	103.1	101.9	85.2	87.8	54.7
CY21E	14,552	3,678	2,384	25.3	16.4	247.2	246.5	100.3	100.8	68.2	68.4	43.5
CY22E	16,152	4,179	2,718	25.9	16.8	281.9	288.8	97.6	98.1	59.8	58.4	38.1
CY23E	17,848	4,706	3,067	26.4	17.2	318.2	336.5	94.5	95.1	53.0	50.1	33.7

Tuesday 27th Apr. 2021



Barring ketchups, in which it ranks second in terms of leadership position, across all its products and brand offerings Nestle is the dominant player with a significant lead over the immediate peers.

Category			Market Size	Market Share (%)	Market Position	Market Growth over FY20- 25	Competing Brands
Milk Products & Nutrition	Infant Cereals	Cerelac, Ceregrow	Rs 1.9 bn	96.50%	1	9.60%	Farex (Danone), Similac, Pediasure (Abbott), Aptamil
Milk Products & Nutrition	Infant Formula Milk	Lactogen, NanPro	Rs 1.9 bn	66.60%	1	9.60%	(Danone)and Enfamil
Milk Products & Nutrition	Condensed Milk	Milkmaid	Rs 10,527 bn	70%	1	16%	Amul Mithaimate
Milk Products & Nutrition	Tea Creamer	EveryDay	Rs 10,527 bn	44.10%	1	16%	Amulya
Prepared Dishes and Cooking Aids	Instant Noodles	Maggi Noodles	Rs 93.7 bn	59.20%	1	5.60%	ITC Yippee,HUL Knorr , Top Ramen,Chings, Wai-Wai
Prepared Dishes and Cooking Aids	Maggi Ketchup	Maggi Ketchup	Rs 144 bn	20.50%	2	6.90%	Kissan, Heinz, Cremica, Delmonte
Prepared Dishes and Cooking Aids	Instant Pasta	Maggi Pazzta	Rs 26.8 bn	73.70%	1	16%	Sunfeast Pasta
Beverages	Instant Coffee	Nescafe	Rs 52 bn	50.50%	1	8.90%	Bru
Chocolates	White & Wafers	KitKat, Milkybar, Munch	Rs 172 bn	63.40%	1	11%	Cadburry, Amul

- 2 - Tuesday 27th Apr, 2021



This exemplary brand leadership has been achieved on the back of

- careful selection of products for launch in the Indian market (from Nestle S.A.'s large product portfolio), customizing the products to suit the Indian palate and support through innovation, branding and marketing.
- Nestle realized early on that India is not a single market but a confederation of several micro markets (with differing food preferences and palates). This has helped them to tweak the product mix and distribution across these micro markets for optimum growth.
- Nestle has a strong distribution (with about 4,600 suppliers, 1,700 distributors) and sourcing base (100,000 dairy farmers, 3,500 coffee farmers and over 1,200 spice farmers) which has steered the leadership performance.
- Timely capacity additions to 8 strategically located manufacturing facilities have helped sustain the growth.

Going ahead we expect revenues to grow at a CAGR of 9.7% over CY20-23 to Rs 17,607 crores driven by

- 40-50 new product launches
- Expansion of the rural distribution reach
- INR 2,600 crores expansion towards upgradation of manufacturing facilities and setting up its 9th plant (INR 700 crores) at Sanand, Gujarat for beefing up the Maggi range of products
- Increasing E-commerce sales. During the pandemic, revenues from E-commerce sales have grown to 3.8% (Q1CY21) from a paltry 0.6% clocked in CY16. We expect E-commerce sales to continue to surge at an accelerating pace given the increased digitization and convenience of online ordering.

Milk and nutrition, which is a matured category is expected to grow at a slightly slower 7.6% revenue CAGR to INR 7,676 crores by CY23. Prepared dishes (12.7% CAGR to INR 5,593 crores by CY23) and Chocolates and confectionaries (10.3% CAGR to INR 2,356 crores by CY23) are expected to spearhead growth. Beverages which had seen soft growth are expected to grow at a higher trajectory of 14.6% CAGR to INR 2,223 crores on inflationary expectations.

Profitability set to increase on the back of improving margins

Retail companies typically do well in an inflationary environment. We expect Nestle's EBITDA and net earnings to grow at a faster pace to INR 4,706 crores (13.8% CAGR CY20-23) and INR 3,067 crores (13.78% CAGR CY20-23)

- 3 - Tuesday 27th Apr, 2021



respectively. EBITDA and net margins are set to expand by 230bps and 150bps to 26.4% and 17.2% respectively over the same period driven by

- better product mix
- increasing E-commerce penetration, and
- higher operating leverage

Strong cash flow generation on the cards

Despite entering a new capex cycle, Nestle is expected to continue to sustain strong cash flow generation and we expect FCFE to grow at 18.3% CAGR to INR 6,845 crores by CY23.

As a result, we expect Nestle to maintain a strong dividend payout ratio of ~85%+ over the forecast period.

Outlier return ratios, leadership position and immense size of opportunity justifies the premium valuations given to the stock

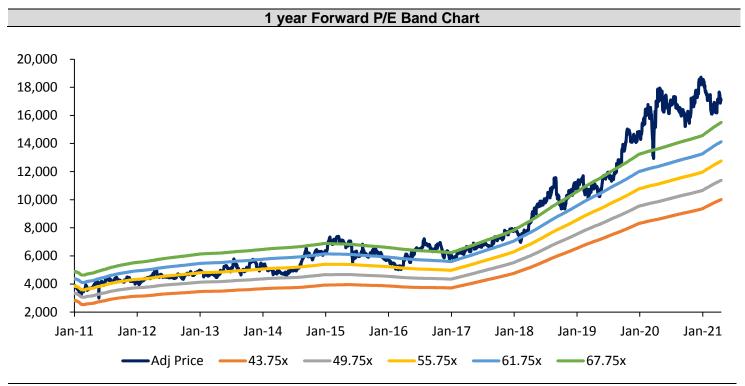
We initiate coverage on Nestle with a BUY for a price target of Rs 20,944 (65.8x CY23 earnings) over the next 18-24 months representing a potential upside of 24.2% on the CMP of Rs 16,867. We have used the DCF method to value Nestle.

DCF Valuation											
(All figures in IND on)	CV21F	CV22E	CV22E	CV24F	CV2FF	CV2CE	CV27F	CV20F	CV20F	CV20F	
(All figures in INR cr)	CY21E	CY22E	CY23E	CY24E	CY25E	CY26E	CY27E	CY28E	CY29E	CY30E	
EBITDA	3,678	4,179	4,706	5,181	5,888	6,429	6,987	7,559	8,108	8,657	
NOPLAT	2,428	2,763	3,112	3,457	3,968	4,355	4,754	5,163	5,510	5,857	
FCFE	4,727	5,670	6,845	7,432	9,738	11,531	13,440	15,460	16,298	17,970	
Discounted FCFE	4,320	4,736	5,225	5,185	6,209	6,720	7,159	7,526	7,251	7,307	
Total PV of FCFE	61,639										
FCFE growth in perpetuity	4%										
Terminal Value	3,45,044										
PV of Terminal Value	1,40,298										
Value of Equity	2,01,936										
Value per Share	20,944										

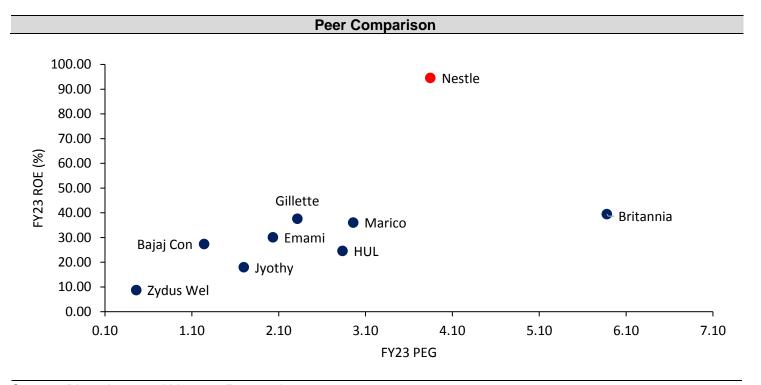
Nestle when compared to peer valuations is not cheap. However, outlier return ratios, leadership position, strong cash flow generation and immense size of opportunity (with significant scope for penetration) justifies the premium valuation.

- 4 - Tuesday 27th Apr, 2021





Source: Bloomberg & Ventura Research



Source: Bloomberg and Ventura Research

- 5 - Tuesday 27th Apr, 2021



Peer Valuation Table

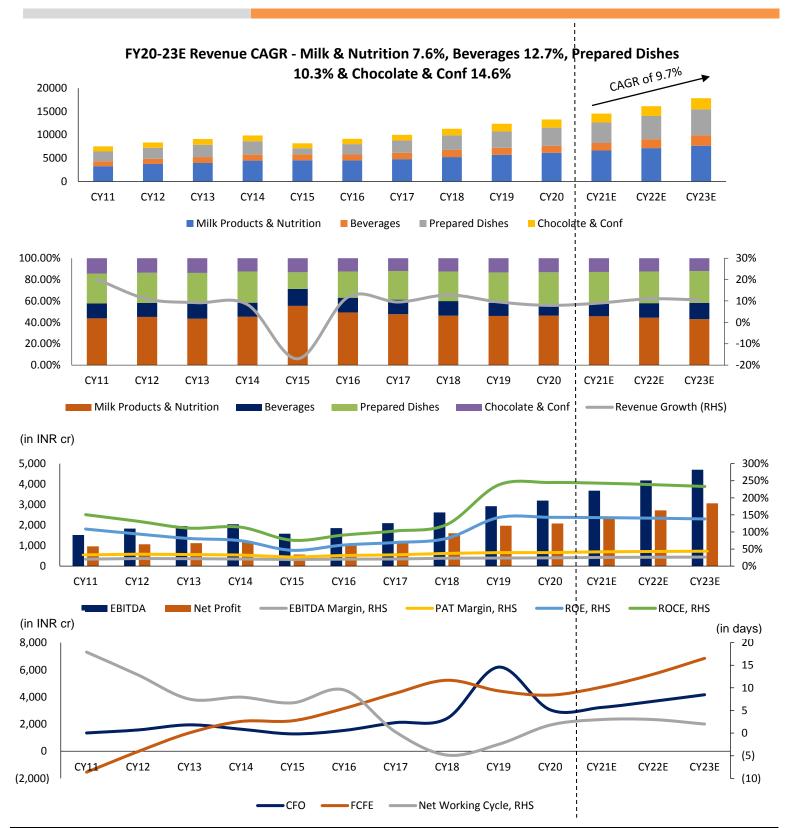
_												
Particulars	Revenue	EBITDA	Net Profit	EBITDA	Net	EPS	BVPS	RoE	RoIC	P/E	P/B	EV/EBITDA
				(%)	(%)	₹	₹	(%)	(%)	- / -	- / -	,
Nestle India Lt	•		•	•	45.0	2012	100.0	100.0	(= 4= =)			10.0
CY19	12,369	2,924	-	23.6	15.9	204.2	199.0	102.6	(547.5)	72.4	74.3	48.0
CY20	13,290	3,197		24.1	15.7	216.0	209.4	103.1	(477.0)	85.2	87.8	54.7
CY21	14,552	3,678		25.3	16.4	247.2	246.5	100.3	(574.7)	68.2	68.4	43.5
CY22	16,152	4,179		25.9	16.8	281.9	288.8	97.6	(526.6)	59.8	58.4	38.1
CY23	17,848	4,706	-	26.4	17.2	318.2	336.5	94.5	(402.2)	53.0	50.1	33.7
Britannia Indus					10.6	40.2	477.0	27.2	44.0	72.4	20.0	40.0
FY19	10,973	1,733		15.8	10.6	48.3	177.0	27.3	44.0	73.4	20.0	48.8
FY20	11,444	1,839		16.1	12.3	58.4	177.0	33.0	34.1	60.7	20.0	46.6
FY21	13,126	2,557		19.5	14.6	79.6	159.2	50.0	61.1	44.5	22.2	33.4
FY22	14,022	2,588		18.5	13.7	80.0	191.8	41.7	55.6	44.2	18.5	32.8
FY23	15,475	2,904	•	18.8	14.1	90.5	229.3	39.5	57.7	39.1	15.4	29.1
Hindustan Unil					17.0	20.0	26.2	77.0	202.7	04.4	CF 0	C1 7
FY19	38,684	8,880		23.0	17.0	28.0	36.3	77.0	383.7	84.4	65.0	61.7
FY20	39,238	9,861		25.1	18.7	31.2	36.3	85.8	342.7	75.7	65.0	55.6
FY21	46,053	11,427	•	24.8	17.5	34.3	196.3	17.5	25.1	68.8	12.0	48.1
FY22	51,295	13,406		26.1	18.8	41.0	201.4	20.3	30.5	57.6	11.7	40.9
FY23	56,773	15,387	•	27.1	19.6	47.4	193.1	24.6	40.2	49.8	12.2	35.5
Marico Ltd. (CN				10.2	45.2	0.0	22.0	27.5	4C F	47.0	17 C	20.2
FY19	7,273	1,326	•	18.2	15.3	8.6	23.0	37.5	46.5	47.0	17.6	39.3
FY20	7,254	1,479		20.4	14.1	7.9	23.0	34.3	50.4	51.4	17.6	35.2
FY21	7,802	1,602	•	20.5	14.9	9.0	26.2	34.5	53.7	45.1	15.5	32.4
FY22	8,737	1,794		20.5	14.8	10.0	28.7	34.9	58.7	40.5	14.2	28.8
FY23	9,673	2,026		20.9	15.1	11.3	31.4	36.1	65.8	35.8	12.9	25.3
Godrej Consun						22.0	71 1	22.2	24.0	20.4	0.0	24.5
FY19	10,221	2,118		20.7	22.9	22.9	71.1	32.2	21.0	30.4	9.8	34.5
FY20	9,827	2,143		21.8	15.2	14.6	71.1	20.6	19.3	47.5	9.8	34.2
FY21	10,939	2,453		22.4	15.7	16.8	85.0	19.8	22.2	41.3	8.2	29.6
FY22	11,963	2,715		22.7	16.0	18.8	93.0	20.2	24.4	37.1	7.5	26.5
FY23	13,133	3,017		23.0	16.5	21.2	102.4	20.7	27.1	32.8	6.8	23.5
ITC Ltd. (CMP:				20 5	26.5	10.2	40.2	21.2	40.4	10.0	4.2	12.0
FY19	47,839			38.5	26.5	10.3	48.2	21.3	40.4	19.9	4.3	12.8
FY20	48,979	19,260		39.3	31.3	12.5	48.2	25.8	43.4	16.5	4.3	11.8
FY21	47,261	16,985		35.9	28.3	10.9	52.9	20.5	25.7	18.9	3.9	14.6
FY22	54,447	20,634		37.9	29.6	13.1	55.2	23.8	31.8	15.7	3.7	11.9
FY23	59,100	22,327	•	37.8	29.7	14.2	56.7	25.1	39.8	14.4	3.6	10.6
Varun Beverag					6.0	16.0	115.2	14.0	14.6	E2 2	7.0	17.0
FY19	7,004	1,448		20.7	6.9	16.8	115.3	14.6	14.6	53.3	7.8	
FY20	6,360	1,202		18.9	5.2	11.4	115.3	9.9	10.3	78.7	7.8	21.6
FY21	8,599	1,798		20.9	8.6	25.6	144.9	17.7	20.1	35.1	6.2	14.4
FY22	9,549	2,025		21.2	9.9	32.8	173.8	18.9	25.0	27.3	5.2	12.8
FY23	10,358	2,225	1,099	21.5	10.6	38.1	203.2	18.7	25.1	23.6	4.4	11.7

Source: Bloomberg & Ventura Research

- 6 - Tuesday 27th Apr, 2021



Nestle Story in Charts



Source: Company Reports & Ventura Research

- 7 - Tuesday 27th Apr, 2021



Quarterly Financial Performance

Figures are in Rs Cr	Q1CY21	Q1CY20	YoY (%)	Q4CY20	QoQ (%)	CY19	CY20	YoY (%)
Net Sales	3,611	3,325	8.6	3,433	5.2	12,369	13,350	7.9
Raw Material Cost	1,498	1,453	3.1	1,404	6.6	5,224	5,674	
RM Cost to Sales (%)	41.5	43.7		40.9		42.2	42.5	
Employee Cost	368	358	2.7	403	-8.7	1,258	1,501	19.3
Employee Cost to Sales (%)	10.2	10.8		11.7		10.2	11.2	
Other Expenses	815	720	13.2	848	-3.8	2,961	2,979	0.6
Other Expenses to Sales (%)	22.6	21.7		24.7		23.9	22.3	
EBITDA	930	793	17.2	777	19.7	2,926	3,197	9.2
EBITDA Margin (%)	25.8	23.9		22.6		23.7	23.9	
Depreciation	94	91	2.5	96	-2.0	370	370	0.1
Interest	54	41	31.9	42	28.8	129	164	27.2
Other Income	30	43	-30.8	31	-3.1	247	151	-38.9
Other Income to Sales (%)	0.8	1.3		0.9		2.0	1.1	
Exceptional Income / Expenses	0	0	0.0	0	0.0	0	0	0.0
Profit Before Tax	812	704	<i>15.3</i>	670	21.1	2,674	2,813	5.2
Tax Rate (%)	25.8	25.3		27.9		26.4	26.0	
Profit After Tax	602	525	14.6	483	24.6	1,968	2,082	<i>5.8</i>
PAT Margin (%)	16.7	15.8		14.1		<i>15.9</i>	<i>15.6</i>	
Adjusted EPS	62.5	54.5	14.6	50.1	24.6	204.2	216.0	<i>5.8</i>
Shareholder's Funds				2,019		1,919	2,019	5.2
BV per share				209.4		199.0	209.4	5.2
Net Debt				-2,345		-2,127	-2,345	
Net Debt to Equity				-1.2		-1.1	-1.2	
Net Debt to EBITDA				-0.7		-0.4	-0.7	
Сарех				474.1		131.3	474.1	
RoE(%)				23.9		102.6	23.9	
ROIC				-477.0		-547.5	-477.0	
P/E	76.3	77.4		77.2		74.1	77.2	
P/B				79.6		80.0	79.6	
EV/EBITDA				49.5		28.3	49.5	

Source: Company Reports & Ventura Research

- 8 - Tuesday 27th Apr, 2021



						Projections					
Figures in Rs Cr	CY19	CY20	CY21E	CY22E	CY23E	Figures in Rs Cr	CY19	CY20	CY21E	CY22E	CY23E
Income Statement						Per Share Data & Yields					
Net Revenue	12,368.9	13,350.0	14,551.5	16,152.2	17,848.2	Adjusted EPS	204.2	216.0	247.2	281.9	318.2
YoY Growth (%)	9.5	7.9	9.0	11.0	10.5	Adjusted CEPS	242.6	254.4	288.5	328.3	370.3
Raw Material Cost	4,376.7	5,673.9	6,109.0	6,757.4	7,469.5	Adjusted BVPS	199.0	209.4	246.5	288.8	336.5
YoY Growth (%)	14.5	29.6	7.7	10.6	10.5	CFO per share	642.6	316.7	334.6	381.0	431.7
Gross Profit	7,992.2	7,676.1	8,442.5	9,394.8	10,378.7	CFO Yield (%)	0.4	0.2	0.2	0.2	0.3
YoY Growth (%)	7.0	-4.0	10.0	11.3	10.5						
Margin (%)	64.6	57.5	58.0	58.2	58.2	Solvency Ratio (X)					
Operating Cost	5,067.9	4,479.5	4,764.6	5,215.6	5,672.3	Net Debt to Equity	-1.2	-1.2	-1.2	-1.2	-1.2
YoY Growth (%)	#DIV/0!	-11.6	6.4	9.5	8.8	Net Debt to EBITDA	-0.8	-0.8	-0.8	-0.8	-0.9
EBITDA	2,924.3	3,196.6	3,677.9	4,179.2	4,706.4	Interest Coverage Ratio	19.8	17.2	15.2	16.4	17.6
YoY Growth (%)	11.8	9.3	15.1	13.6	12.6						
Margin (%)	23.6	23.9	25.3	25.9	26.4	Working Capital Ratios					
Depreciation & Amortization	370.2	370.4	398.2	447.1	503.2	Payable Days	44	41	41	41	41
EBIT	2,554.2	2,826.2	3,279.7	3,732.1	4,203.2	Receivable Days	4	5	5	5	4
YoY Growth (%)	12.0	10.7	16.0	13.8	12.6	Inventory Days	38	39	39	39	39
Margin (%)	20.6	21.2	22.5	23.1	23.5	Net Working Capital Days	-2	2	3	3	2
Other Income	248.4	150.8	156.2	166.0	178.4						
Finance Cost	129.1	164.2	216.2	227.0	238.3	Return Ratios (%)					
Exceptional Item	0.0	0.0	0.0	0.0	0.0	Return on Equity	102.6	103.1	100.3	97.6	94.5
PBT	2,673.5	2,812.8	3,219.7	3,671.1	4,143.3	Return on Capital Employed	95.4	101.9	100.8	98.1	95.1
YoY Growth (%)	10.1	5.2	14.5	14.0	12.9	Return on Invested Capital	-547.5	-477.0	-574.7	-526.6	-402.2
Margin (%)	21.6	21.1	22.1	22.7	23.2						
Tax	705.1	730.4	836.0	953.2	1,075.8	Valuation (X)					
Tax Rate (%)	26.4	26.0	26.0	26.0	26.0	P/E	72.4	85.2	68.2	59.8	53.0
PAT	1,968.4	2,082.4	2,383.7	2,717.9	3,067.5	P/BV	74.3	87.8	68.4	58.4	50.1
YoY Growth (%)	22.5	5.8	14.5	14.0	12.9	EV/EBITDA	48.0	54.7	43.5	38.1	33.7
Margin (%)	15.9	15.6	16.4	16.8	17.2	,					
a.g (,,,,	20.0	20.0	20	20.0	-7.1	Cash Flow Statement					
Balance Sheet						Profit Before Tax	2,673.5	2,812.8	3,219.7	3,671.1	4,143.3
Share Capital	96.4	96.4	96.4	96.4	96.4	Add: Depreciation	370.2	370.4	398.2	447.1	503.2
Total Reserves and Share Warra	1,822.5	1,922.9	2,280.5	2,688.2	3,148.3	Add: Finance Cost	129.1	164.2	216.2	227.0	238.3
Shareholders' Fund	1,918.9	2,019.3	2,376.9	2,784.6	3,244.7	Change in other assets & liabilit	3,643.5	585.4	283.2	294.6	318.1
Long Term Borrowings	53.1	31.7	30.0	28.0	26.0	Change in working capital	84.1	-149.0	-54.8	-13.2	35.0
Other Non Current Liabilities	90.0	87.9	87.9	87.9	87.9	Less: Tax Paid	-705.1	-730.4	-836.0	-953.2	-1,075.8
Deferred tax liabilities	13.4	-19.9	-19.9	-19.9	-19.9	Cash Flow from Operations	6,195.4	3,053.4	3,226.5	3,673.4	4,162.0
Long Term Provisions	2,906.9	3,268.3	3,548.8	3,939.1	4,352.7	Net Capital Expenditure	-152.2	-474.1	-627.8	-609.3	-585.5
Total Liabilities	4,982.4	5,387.3	6,023.6	6,819.6	7,691.4	Change in other investments	-2,050.2	-218.8	-192.1	-317.0	-221.7
Gross Block	3,865.2	3,998.3	4,626.1	5,235.4	5,820.9	Cash Flow from Investing	-2,202.4	-692.9	-819.9	-926.3	-807.2
Less: Accumulated Depreciation	1,523.7	1,818.9	2,217.1	2,664.2	3,167.4	Change in Short Term Borrowing	0.0	3.1	0.0	0.0	0.0
Net Block	2,341.5	2,179.4	2,409.0	2,571.2	2,653.5	Change in Long Term Borrowing	53.1	-21.4	-1.7	-2.0	-2.0
Capital WIP	143.3	638.6	638.6	638.6	638.6	Dividend Paid	-3,556.3	-1,889.8	-2,026.2	-2,310.2	-2,607.3
Goodwill	0.0	0.0	0.0	0.0	0.0	Less: Finance Cost	-129.1	-164.2	-2,020.2	-2,310.2	-2,007.3
Long Term Loans & Advances	127.4	135.9	148.1	161.5	179.2	Cash Flow from Financing	-3,632.2	-104.2	-210.2 - 2,244.0	-2,539.1	-230.3 - 2,847.7
Non Current Investments	743.6	740.8	740.8	740.8	740.8	Net Cash Flow	360.8	288.3	162.6	207.9	507.2
Net Current Assets			2,087.0			Opening Balance of Cash	1,610.1			1,932.5	2,140.4
INCL CUITCHL MODELS	1,626.6	1,692.5	2,007.0	2,707.6	3,479.2	·	1,010.1	1,308.1	1,769.9	1,552.5	
Total Assets	4,982.4	5,387.3	6,023.6	6,819.6	7,691.4	Closing Balance of Cash	1,308.1	1,769.9	1,932.5	2,140.4	2,647.6

- 9 - Tuesday 27th Apr, 2021



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- 10 - Tuesday 27th Apr, 2021