

Antony Waste Handling Cell

Rating: SUBSCRIBE | Price Band: Rs313-315

Capex driven business model

We recommend SUBSCRIBE rating on Antony Waste Handling Cell (AWHCL) IPO issue on a near term basis as we see reasonable listing gains given strong market sentiment and enormous outperformance of the recent public issues. However, we remain cautious on its long term growth based on factors like large dependency on projects from State government authorities primarily Municipal Corporations (unstable budget allocation for MSW management), highly competitive market (with presence of local, national and global players), untested and still emerging business model, huge capex required for growth and rich valuation (19.6x FY20 EPS vs PL Infra coverage universe at an average of ~12x. AWHCL emerged as a strong player providing full spectrum of Municipal Solid Waste (MSW) management services with a diversified project portfolio across segments, geographies and clientele. It is one of the top five players in Indian MSW management industry having resources to handle large-scale projects for municipalities and private players. Over FY16-20, AWHCL's revenues/ EBITDA/ Adj. PAT grew at a CAGR of 18.7%/ 19.5%/ 27.6% respectively. At upper end of the price band, this issue is trading at a P/E of 19.6x and an EV/EBITDA of 8.5x as on FY20 earnings.

- **Growing MSW market in India offers huge opportunities:** With rising population, increasing urbanization, changing lifestyle patterns and rising disposable incomes, **MSW waste generation in India is expected to grow at 8.9% CAGR over FY20-25E**. Consequently, rising need for effective waste management and scientific disposal would lead to **MSWM market doubling in size from ~Rs50bn in FY20 to ~Rs98bn in FY25E**, improving growth prospects of large players like AWHCL.
- **Various Government Initiatives give required push to the sector:** Swachh Bharat Mission and Smart City Mission (providing higher budgetary allocation), coupled with government subsidies for projects such as Waste-to-Energy (WTE), are key drivers for rising private-sector participation in the sector.
- **Strong track record of project implementation:** With over 19 years of experience and after handling ~25 projects in MSW space, **AWHCL grew to be one of the top five players in Indian MSW management industry providing full spectrum of MSW services** including solid waste collection, transportation, sweeping, processing and disposal services across the country.
- **Diversified portfolio of projects:** AWHCL has a portfolio of **18 ongoing projects which include 12 MSW Collection & Transportation (C&T) projects, 4 mechanized sweeping projects and 2 MSW processing projects**. Further the portfolio is well diversified across a) nature of services provided, b) counterparties, c) project duration and d) geographical areas.
- **Venturing into emerging Waste-to-energy (WTE) space:** India's **WTE potential is estimated to grow to 1,075MW by 2031 and 2,780MW by 2050**. The company is already operating a 0.97MW WTE plant at Kanjurmarg and is developing a 14MW WTE plant at Pimpri-Chinchwad. With huge potential in the long run, **AWHCL intends to continue bidding for commercially viable WTE projects** from financially strong municipalities and private players.

December 21, 2020

IPO Note

IPO Fact Sheet

Opening Date	21 st December '20
Closing Date	23 rd December '20
BRLMs	Equirus Capital Pvt. Ltd. & IIFL Securities Ltd.
Issue Size	Rs2,980.8mn (lower band) / Rs2,999.9mn (upper band)
Numbers of shares offered (Net)	9.5mn
Post issue number of shares	28.3mn
Face value	Rs5
Bid lot	47 shares

Issue Structure

QIB	Not more than 50% of the net offer
NIB	Not less than 15% of the Offer
Retail	Not less than 35% of the Offer

Issue Details

Pre-issue equity (m shares)	25.6
Post-issue equity (m shares)	28.3
Post-issue Market Cap (Rs bn)	Rs8.85/ Rs8.91

Object of the Issue

The Issue comprises a Fresh Issue and an Offer for Sale. New proceeds of the fresh issue are proposed to be utilized for:

1. Part-financing for PCMC Waste-To-Energy Project
2. Reduction of the aggregate consolidated outstanding borrowings of the company
3. General corporate purposes

Shareholding Pattern

(%)	Pre-Issue	Post-Issue
Promoters	51.1%	46.2%
Public & Others	48.9%	53.8%

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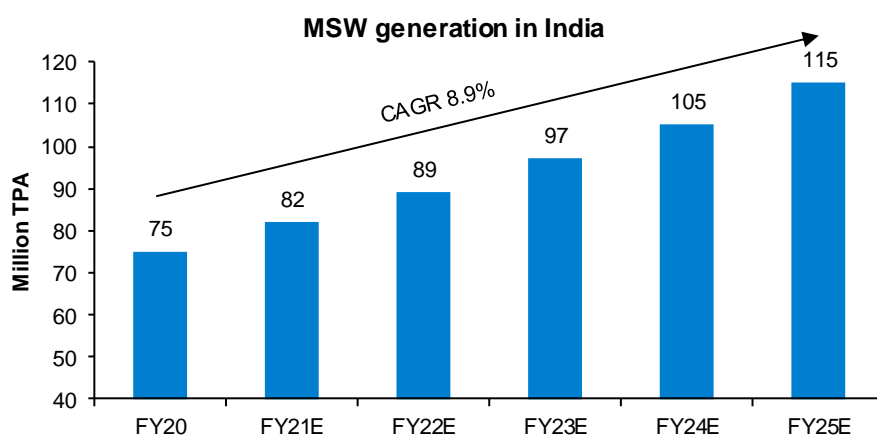
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Investment Thesis

Growing Municipal Solid Waste (MSW) management market in India offers huge opportunities:

Indian Waste Management market is in growth stage with rising population and increasing urbanization being the major drivers. Other factors such as changing lifestyle patterns and increasing disposable incomes have also contributed in rising waste generation. As per Frost & Sullivan report dated Sep'20, **MSW generation in India is expected to grow at 8.9% CAGR (over FY20-25E) from 75mnTPA in FY20 to 115mnTPA by FY25E.**

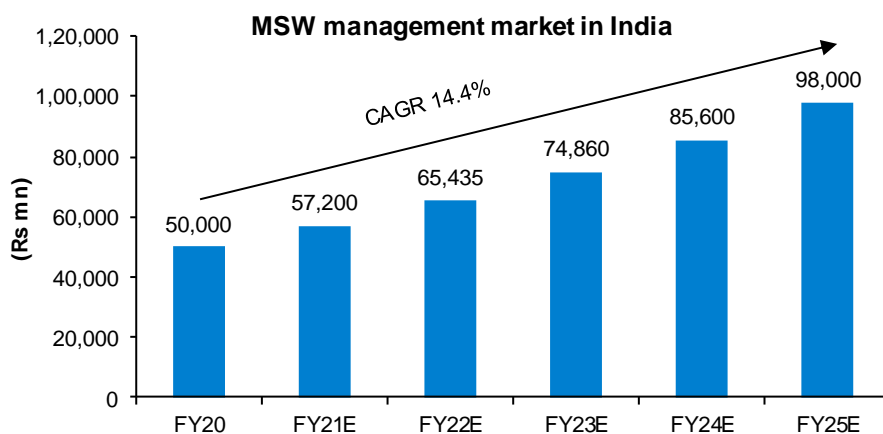
Exhibit 1: MSW generation in India is expected to grow at 8.9% CAGR



Source: Company, Frost & Sullivan Analysis, PL

We believe that growing urbanization with rising influx of rural population, improved standard of living that demands quality services and living spaces, stringent environmental regulations and rising social awareness on ill effects of improper solid waste disposal has led to increased participation of professional players in collection, transportation and waste processing services. This paved way for development of scientific recycling and disposal methods for better MSW management, which is a key growth driver for this market. **MSW Management market in India is expected to grow at 14.4% CAGR from ~Rs50bn in FY20 to ~Rs98bn in FY25E.**

Exhibit 2: Management market of MSW is estimated to grow at 14.4% CAGR



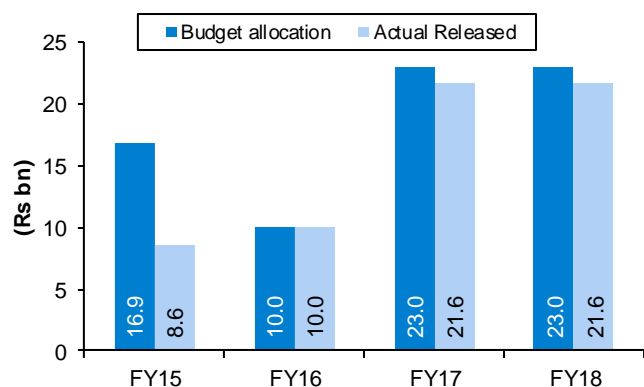
Source: Company, Frost & Sullivan Analysis, PL

Management believes that its past experience of handling several large projects, financial strength, strong acumen and resultant credentials will make it eligible to participate in most projects that come up for bidding in the MSW management space.

Government reforms and initiatives give required push to the sector

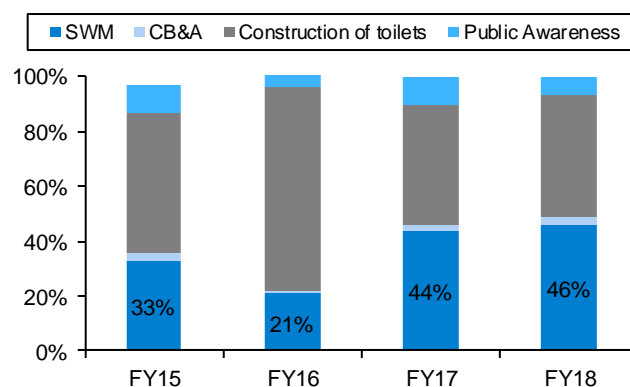
To effectively deal with rising waste generation and increase the gamut of scientific disposal and waste processing, government has initiated various reforms to improve standards of waste management in India. **Swachh Bharat Mission (SBM) and Smart City Mission coupled with government subsidies for projects such as Waste-to-Energy (WTE), have been key drivers to increase private-sector participation in the sector.** Swachh Bharat Mission – Urban project cost aims to achieve 100% collection, transportation, processing and disposal of municipal waste across all major cities/towns in the country. **SBM has an estimated project cost of Rs620bn: Central Government's share is at Rs148bn while balance to be financed by State Governments.** Also, Smart City Mission is facilitating local municipalities in adopting smart technologies (e.g. RFID and GPS) in city's integrated waste management system.

Exhibit 3: Sharp growth in SBM budget allocation since FY17



Source: Company, Budget Brief on Swachh Bharat Mission, PL

Exhibit 4: MSWM allocation in SBM rose to 46% in FY18



Source: Company, Budget Brief on Swachh Bharat Mission, PL

In 2016, MoEF revised all Waste (Management & Handling) Rules to bring greater accountability and effective implementation of waste management. Rules have been laid with clear guidelines for various Municipal Corporations regarding waste collection, storage, segregation, transportation, processing and its disposal. **On the back of such strong policy reforms and emerging opportunities to harness under-utilized resources in the waste streams through reuse, recovery, and recycling have led to increased participation of private players in this space.**

PPP (Public Private Partnership) is perceived as a solution to various issues faced by the municipalities such as funding, technology, manpower etc. In the initial stages, PPP was limited to street sweeping, collection and transportation. **Slowly the PPP contracts are expanding to waste processing & treatment, WTE and safe disposal of waste wherein a full spectrum waste management service company like AWHCL is expected to be a major beneficiary.**

Strong track record of project implementation

AWHCL has been operating in MSW management services industry for over 19 years and has undertaken more than 25 projects as at Nov'20 (including 18 ongoing projects). It provides full spectrum of MSW services that includes solid waste collection, transportation, sweeping, processing and disposal services across the country, primarily catering to Indian Municipalities and has grown to be one of the top five players in Indian MSW management industry. Having executed a host of complex municipal solid waste management projects, the company has an established track-record as a comprehensive service provider equipped with technical expertise and financial resources to handle large-scale projects.

Diversified portfolio of projects

AWHCL has a strong portfolio of 18 ongoing projects as on 15th Nov'20, of which 12 are MSW Collection and Transportation (C&T) projects, 4 are mechanized sweeping projects and balance 2 are MSW processing projects. The project portfolio is well diversified across a) nature of services, b) counterparties (municipal corporations across India), c) project duration, d) nature of contracts and e) geographical areas. Revenues across all projects are based on rates agreed-upon while commencing the project for a specific period under the contract and actual work undertaken (with escalation clauses for labour and fuel costs). Majority of the projects have different time periods, leading to contract expiring at different times. This de-risks the company's business model and leads to a staggered revenue stream.

Exhibit 5: Snapshot of AWHCL's current portfolio of 18 projects

	Project Name	C&T	Mechanized Sweeping	MSW Processing	Start Year	End Year
1	Thane Project	✓			2012	2020
2	Navi Mumbai Project	✓			2015	2022
3	Mangaluru Project	✓	✓		2015	2022
4	Greater Noida Project-Zone 1	✓	✓		2018	2019*
5	Greater Noida Project-Zone 2	✓	✓		2018	2019*
6	Jaypee Project	✓			2012	2020
7	North Delhi Project	✓			2018	2018*
8	Dahisar Project	✓			2018	2025
9	Pimpri Chinchwad Municipal Corporation – South Zone Project	✓			2019	2027
10	Nagpur Municipal Corporation Project	✓			2019	2029
11	New Okhla Industrial Development Authority ("Noida") Project	✓			2019	2029
12	Varanasi Project	✓	✓		2020	2027
13	Navi Mumbai Sweeping Project		✓		2012	2019*
14	Greater Noida Sweeping Project #1		✓		2016	2023
15	Greater Noida Sweeping Project #2		✓		2012	2019*
16	Greater Noida Sweeping Project #3		✓		2016	2023
17	Kanjur Project			✓	2010	2036
18	Pimpri Chinchwad Municipal Corporation Project			✓	2019	2040

Source: Company, PL. Note: *Projects have been extended. In the past, projects were usually extended for 1-2 years post original agreement period.

Moving up the MSW value chain by venturing into Waste-to-energy (WTE) projects

Waste to energy (WTE) is an increasingly pursued medium for waste disposal across globe. With rising energy demand in India and Government taking several initiatives, waste-to-energy market is expected to see more PPP based projects. Based on estimates from Standing Committee on Energy, Ministry of New and Renewable Energy, **India's waste-to-energy potential is expected to enhance to 1,075MW by 2031 and 2,780MW by 2050. Hence, WTE segment offers huge potential in the long run.**

AWHCL's step-down subsidiary Antony Lara Renewables Energy Private Ltd (ALREPL), was **awarded a contract in FY19 for setting up and operating a 14MW WTE plant by Pimpri Chinchwad Municipal Corporation (PCMC). The WTE plant would be constructed with an estimated Capex of Rs2.3bn and would have a capacity of consuming 700tn/day of processed MSW.**

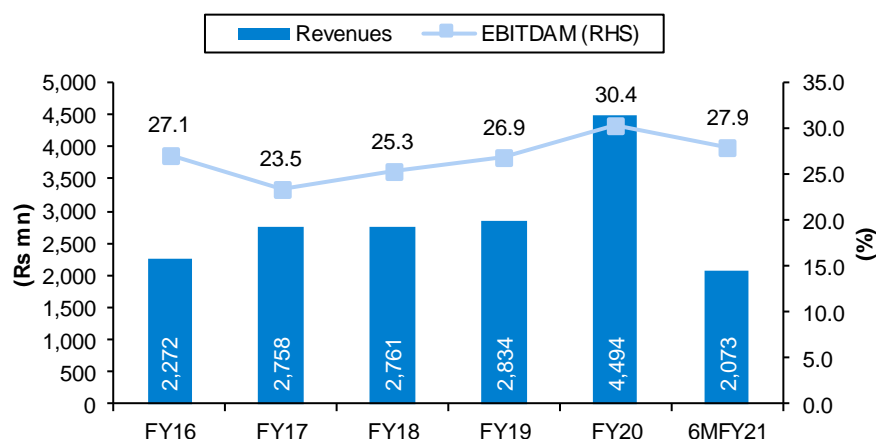
Also at its flagship Kanjurmarg project, AWHCL's subsidiary Antony Lara Enviro Solutions Private Ltd (ALESPL) has been operating a 0.97 MW landfill gas-to-energy plant at Kanjurmarg facility since 2014, with electricity generated currently being used for captive consumption.

The company intends to continue to bid for commercially viable WTE projects from financially strong municipalities and private players.

Key points from Financials Statements

- In **FY20, revenues grew 59% YoY to Rs4.5bn** (vs ~Rs2.8bn levels in FY19 & FY18). This was mainly driven by **incremental revenue from 4 new C&T projects (Mumbai-Dahisar, Noida, Nagpur and Pimpri-Chinchwad)** which the company bagged in FY18/19 but mobilization of assets was completed and major revenue generation commenced in FY20.
- EBITDAM continued to be robust at 27.9% in FY20 but softened to 25% for 1HFY21. Company's margins are largely protected due to escalation clauses in the agreements for minimum wages and fuel costs which make up ~25% and ~15% of the total costs.
- **Company incurred big capex in FY20 taking gross block to Rs2bn (vs Rs1.1bn in FY19).** Consequently, depreciation rose 32% YoY to Rs242mn. The **above Capex was mainly for the 4 new C&T projects** and doesn't include major capex plan of Rs2.3bn for upcoming Pimpri-Chinchwad Waste-to-energy plant (which would be incurred over FY21 & 22).
- The **incremental capex was primarily financed by debt** which led borrowings to go up by Rs424mn YoY to Rs2.1bn as at FY20 leading to 21% YoY rise in finance cost. **Gross D:E as at Mar'20 & Sep'20 stood at ~1x.**
- **Trade Receivables and Other Financial Assets as at Sep'20 include Rs573mn pertaining to escalation claim recoverable from Municipal Corporation(s) and is overdue for a substantial period of time but still considered good and recoverable. Statutory Auditors too have qualified their opinion on long overdue receivables from Municipal Corporation(s) being considered good by the company** in their reports for 6MFY21/ FY20/ FY19/ FY18 to the tune of Rs135mn/ Rs135mn/ Rs285mn/ Rs285mn respectively. This matter was also qualified by the predecessor auditor in their audit opinion for FY17.
- **Further auditors have qualified (in FY19 & FY20) on inefficiency in provision of loss allowances for trade receivables** which could potentially result in material misstatement in carrying value of trade receivables.

Exhibit 6: Revenues and operating margins for last 5 years



Source: Company, PL

Company Overview

AWHCL entered MSW market with a simple business of collection and transportation of waste and now has an established track record of over 19 years in providing full spectrum of MSW services that include solid waste collection, transportation, processing & disposal services, along with landfill construction and emerging waste management area like MSW based Waste-to-Energy (WTE). With vast experience and technological expertise in this domain, the company has grown to be **one of the top five players in Indian MSW management industry**. AWHCL has been adopting latest technologies and innovations in garbage collection, processing, use of transfer stations and managing sanitary engineered landfills thereby making it **one of the very few companies in India that can manage MSW through multiple technologies**.

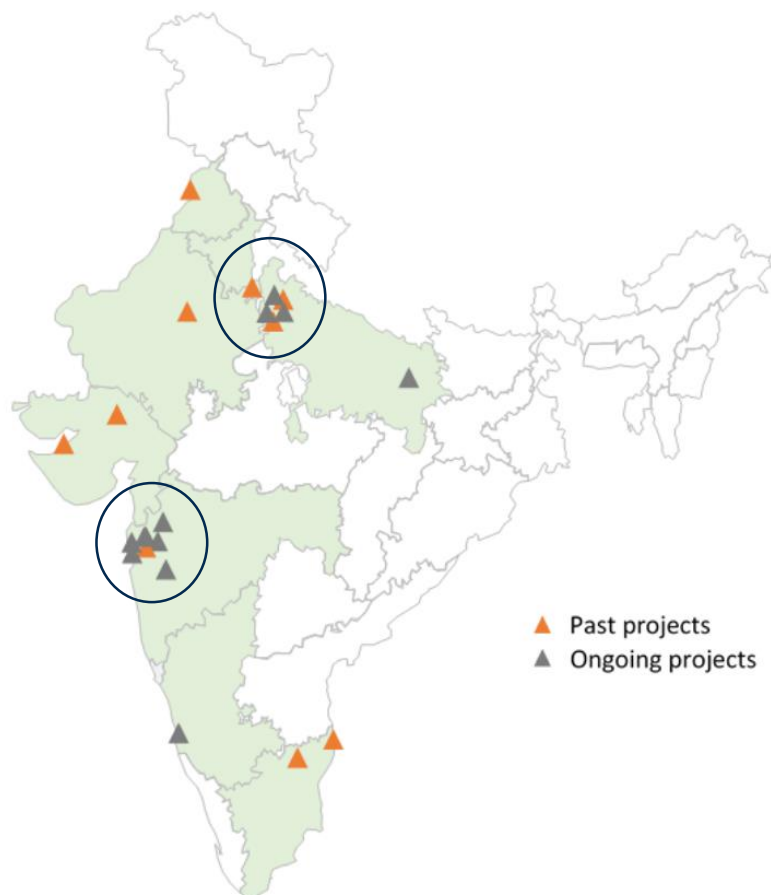
Current ongoing projects include 12 MSW Collection and Transport (C&T) projects, 2 MSW processing projects and 4 mechanized sweeping projects which are operated either by AWHCL and/or through its subsidiaries. Majority of the C&T and mechanized sweeping projects have an average term of 7-8 years while the MSW processing project(s) usually have a concession period of 20-25 years. With 4-5 C&T projects bagged in last 1-2 years and balance term for waste processing projects of 15-20 years, the company has strong and stable revenue stream from existing projects for the next few years.

The company's biggest project - MSW processing site at Kanjurmarg is Asia's largest single location waste processing site, located in Mumbai with a capacity of handling 7,000 TPD MSW. The site currently handles ~5,000 TPD of Mumbai's MSW waste and would be processing ~70% of the total waste generated in Mumbai over next few years. AWHCL was awarded Kanjurmarg landfill project by MCGM in FY10 for a period of 25 years. The project involves, inter alia, design, construction, operation and maintenance of integrated waste management facilities on DBOOT basis. It is being undertaken by Antony Lara Enviro Solutions Private Ltd (ALESPL), a JV between AWHCL and Lara Central De Tratamento De Residuos Limited (Brazilian partner). The site has a bio-reactor landfill with a capacity of 4,500 TPD, and a sanitary landfill of 250 TPD. Moreover, the site also has a material recovery and compost facility with a capacity of 1,000 TPD. The company processed approximately ~7.63mn tonnes of waste at its Kanjurmarg site since Fiscal 2010. The company witnessed a significant increase in the amount of waste processed at Kanjur project, having processed ~64% more MSW in Kanjur in 2019 than in 2018 which is expected to increase further in to 1mn tonnes in FY21. Also, its subsidiary ALESPL has been operating a 0.97 MW landfill gas-to-energy plant at Kanjurmarg facility since 2014 with electricity produced being used for internal consumption.

As of 15 November '20 the company had a fleet of 1,147 vehicles. Vehicle ownership gives the company a competitive advantage and helps it meet service level commitments in a cost-effective manner. Given the nature of contracts, the company actively monitors movement of its huge vehicle fleet which are equipped with GPS system.

Strong presence across the country: AWHCL's has operated/ is currently operating projects in the waste management space in several cities across the country which include Mumbai, Delhi, Jaipur, Gurugram, Greater Noida, Noida, Amritsar, Mangaluru, Navi Mumbai, Pimpri, Thane, Varanasi and Nagpur.

Exhibit 7: AWHCL has its presence across the country



Source: Company, PL

The company also adopts a cluster based approach wherein it has targeted and bided for projects around existing projects to improve efficiency and profitability. As visible from the above map, company has followed cluster based approach around Mumbai and Noida region.

Key municipalities that AWHCL has worked with includes Municipal Corp of Greater Mumbai, Navi Mumbai Municipal Corp, Pimpri Chinchwad Municipal Corp, Mangalore Municipal Corp, Nagpur Municipal Corp, Greater Noida Industrial Development Authority and Municipal Corp of Delhi.

Key risks

Decline in the budgetary allocation towards MSW projects would adversely affect business prospects

As solid waste management in India is State Government's prerogative, the company is almost entirely dependent on Municipal Authorities for a substantial amount of its business. **Many Municipal Authorities have been struggling to finance solid waste management projects from their own revenue receipts and are largely dependent on State/Central grants/Budget allocation. Though budget allocation has seen an uptick since past 2-3 years, in absolute terms it still remains low** as major allocation is made in infrastructure projects such as building roads and bridges. **Any decline in Central and State grants/ budget allocation would adversely impact ongoing and new MSWM projects.**

High working capital requirements

Working capital management has been a major issue in the management of solid waste. **Delay in disbursements from municipal authorities can lead to financial instability of any private sector entity. Disputes pertaining to value of escalation claims further amplifies the issue. Receivables from municipal corporations as at Sep'20 include Rs573mn towards such escalation claims which are overdue for substantial period of time.** Non-receipt of such huge sums and company's inability to meet its working capital requirements could hamper its operations and financial stability.

Dependency on limited number of customers

Despite scattered projects across different geographies, ~78% of the company's revenues came from top five clients in 6MFY21, indicating strong concentration with few customers. **Loss of any major customer(s) due to any adverse development or reduction in business from any major customer(s) may have a material impact on revenues and financial strength of the company.**

Rising competition from Domestic and Global players:

In India, **MSW management market comprises of ~25 players who offer various services** from collection & transportation to waste processing. Broadly the competition can be categorized into local, national and MNC players. **Larger players (at national level) are mainly Infrastructure & Environment services companies which have presence across the entire MSWM value chain.** Certain logistics companies are engaged in transportation and fleet management services. Currently, the sector is predominantly driven by domestic players with limited presence of large MNCs. However, with rising market size and renewed focus on integrated solid waste management, many Municipal Corporations are now inviting global tenders. **Entry of large MNCs with strong financial position and technological expertise could hamper growth prospects of most domestic companies, including AWHCL.**

Exhibit 6 shows the major players in the MSW market and are the key competitors of AWHCL.

Exhibit 8: Antony waste presence across entire MSWM value chain

Player	Collection & Transportation	Treatment & Disposal	Landfills
Ramky Enviro Engineers	✓	✓	✓
Antony Waste	✓	✓	✓
Metro Waste Handling Pvt Ltd	✓	✓	
BVG	✓	✓	✓
A2Z	✓	✓	
SPML Infra	✓	✓	
Terra Firma	✓	✓	
Essel Group	✓	✓	

Source: Company, Frost & Sullivan Analysis, PL

Key management personnel

Exhibit 9: Key management personnel

Jose Jacob Kallarakal	Chairman & Managing Director	One of the founders of the company with 19 years of experience in the field of waste management. He holds a Bachelor's degree in Engineering (Mechanical) from Bharati Vidyapeeth's College of Engineering, University of Mumbai and has completed the Authentic Leader Development Course from Harvard Business School, Boston.
Shiju Jacob Kallarakal	Executive Director and the Chief Financial Officer	Holds a Bachelor's degree in Engineering (Chemical) from Bharati Vidyapeeth's College of Engineering, University of Mumbai. He overlooks the accounting and finance along with the legal functions of the Company.
Tarjindar Singh	Chief Operating Officer	He holds a Master's degree in Physics from University of Pune with a merit rank six. He also holds PGD in Business Administration, from MSPi Delhi, Diploma in Export Import Management from IIEIM Mumbai and is a Graduate in Electronics from Pune University.
Shiju Antony Kallarakal	Whole-time director of Antony Lara Enviro Solutions Private Limited which is one of the material Subsidiaries	Over 18 years of experience in the automobile sector and more than five years in the waste management sector.

Source: Company, PL

Financials

Exhibit 10: Income Statement (Rs mn)

Y/e Mar	FY16	FY17	FY18	FY19	FY20	6MFY21
Net Revenues	2,272	2,758	2,761	2,837	4,505	2,074
YoY gr. (%)		21.4	0.1	2.7	58.8	NA
Purchase of Traded Goods	27	2	29	38	11	1
Change in Inventories of Stock in Trade	1	1	0	0	0	0
Project Expenses	384	490	333	280	380	104
Employee benefit expenses	485	606	640	663	1,149	737
Other Expenses	760	1,010	1,062	1,094	1,711	712
EBITDA	616	648	697	762	1,256	519
YoY gr. (%)		5.2	7.6	9.2	64.8	NA
Margin (%)	27.1	23.5	25.3	26.9	27.9	25.0
Depreciation and Amortization	136	111	127	183	242	155
EBIT	480	537	570	578	1,013	363
Margin (%)		19.5	20.7	20.4	22.5	17.5
Net Interest	271	253	229	250	302	142
Other Income	121	154	146	148	141	77
Profit Before Tax	330	438	488	477	852	299
Margin (%)		15.9	17.7	16.8	18.9	14.4
Total Tax	67	28	89	133	199	9
Effective tax rate (%)	20.4	6.3	18.2	27.8	23.3	2.9
Profit after tax	263	410	399	344	653	291
Minority interest	-91	-83	-105	-73	-198	-94
Share Profit from Associate	0	0	0	0	0	0
Adjusted PAT	172	327	294	272	455	196
YoY gr. (%)		90.6	-10.1	-7.6	67.5	NA
Margin (%)	7.6	11.9	10.6	9.6	10.1	9.5
Extra Ord. Income / (Exp)	0	0	0	0	-32	0
Reported PAT	172	327	294	272	455	196
YoY gr. (%)		90.6	-10.1	-7.6	67.5	NA
Margin (%)	7.6	11.9	10.6	9.6	10.1	9.5
Other Comprehensive Income	0	0	0	0	0	0
Total Comprehensive Income	0	0	0	0	0	0
Equity Shares O/s (m)	23.8	23.8	23.8	24.3	25.6	25.6
EPS (Rs)	7.2	13.7	12.3	11.2	17.8	7.7

Source: Company, PL

Exhibit 11: Balance Sheet (Rs mn)

Y/e Mar	FY16	FY17	FY18	FY19	FY20	6MFY21
Non-Current Assets						
Gross Block	642	718	785	2,188	3,359	3,406
Tangibles	642	718	785	1,078	2,044	2,060
Intangibles	0	0	0	1,111	1,315	1,346
Acc: Dep / Amortization	136	245	370	532	771	926
Tangibles	136	245	370	472	643	759
Intangibles	0	0	0	61	128	167
Net fixed assets	507	472	415	1,656	2,589	2,480
Tangibles	507	472	415	606	1,401	1,301
Intangibles	0	0	0	1,050	1,187	1,179
Capital Work In Progress	596	975	1,056	233	145	159
Goodwill	0	0	0	0	0	0
Non-Current Investments	0	0	0	0	0	0
Net Deferred tax assets	-78	-43	-20	-24	-45	8
Other Non-Current Assets	164	1119	1271	1625	1428	1481
Current Assets						
Investments	0	0	0	0	0	0
Inventories	2	0	1	1	1	1
Trade receivables	1,416	671	727	887	1,130	1,101
Cash & Bank Balance	403	127	336	220	355	629
Other Current Assets	126	224	355	324	883	990
Total Assets	3,134	3,545	4,139	4,922	6,485	6,848
Equity						
Equity Share Capital	13	13	13	72	128	128
Other Equity	603	902	1,188	1,429	1,977	2,172
Total Networth	616	915	1,201	1,501	2,105	2,300
Non-Current Liabilities						
Long Term borrowings	1,774	1,600	1,330	1,669	2,094	2,089
Provisions	0	0	0	0	0	0
Other non current liabilities	0	0	0	0	0	0
Minority Interest	314	386	491	563	761	855
Current Liabilities						
ST Debt / Current of LT Debt						
Trade payables	129	160	316	362	541	503
Other current liabilities	302	484	802	826	984	1,101
Total Equity & Liabilities	3,134	3,545	4,139	4,922	6,485	6,848

Source: PL

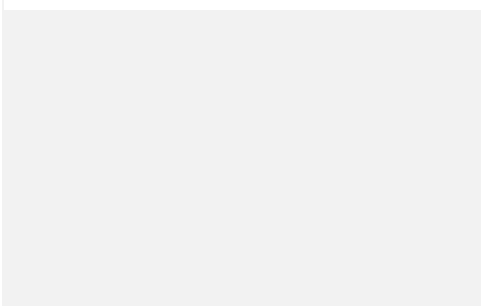


Exhibit 12: Cash Flow Statement (Rs mn)

Y/e Mar	FY16	FY17	FY18	FY19	FY20	6MFY21
PBT	330	438	488	477	820	299
Add. Depreciation	136	111	127	183	242	155
Add. Interest	267	212	184	193	239	110
Less Financial Other Income	-111	-114	-110	-129	-139	-75
Add. Other	72	55	52	95	200	56
Op. profit before WC changes	694	703	742	820	1,362	546
Net Changes-WC	-222	-196	-291	-380	-195	-105
Direct tax	-46	-41	-85	-141	-209	-71
Net cash from Op. activities	427	466	366	299	958	371
Capital expenditures	-204	-441	30	-625	-1,082	-45
Interest / Dividend Income	114	117	113	130	139	76
Others	-36	63	-2	-42	-94	-62
Net Cash from Invt. activities	-126	-261	141	-538	-1,037	-32
Issue of share cap. / premium	165	0	0	0	0	0
Debt changes	-91	-171	-101	339	361	-5
Dividend paid	0	-66	-37	-56	0	0
Interest paid	-245	-183	-162	-165	-222	-119
Others	0	0	0	0	0	0
Net cash from Fin. activities	-170	-421	-300	119	139	-124
Net change in cash	130	-216	206	-119	59	215
Free Cash Flow	223	25	395	-326	-124	325

Source: Company, PL

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	ABB	Hold	880	894
2	Ahluwalia Contracts (India)	BUY	288	237
3	Ashoka Buildcon	BUY	147	69
4	Bharat Electronics	Accumulate	110	103
5	BHEL	Hold	34	28
6	Capacite's Infraprojects	BUY	270	188
7	Container Corporation of India	BUY	468	378
8	Cummins India	Accumulate	472	434
9	Engineers India	BUY	104	73
10	GE T&D India	Hold	86	86
11	H.G. Infra Engineering	BUY	259	186
12	IRB Infrastructure Developers	BUY	152	109
13	ITD Cementation India	BUY	67	50
14	J.Kumar Infraprojects	BUY	176	133
15	Kalpataru Power Transmission	BUY	296	251
16	KEC International	Accumulate	339	338
17	KNR Constructions	BUY	336	255
18	Larsen & Toubro	BUY	1,284	935
19	NCC	BUY	83	36
20	PNC Infratech	BUY	219	167
21	Power Grid Corporation of India	BUY	205	170
22	Sadbhav Engineering	BUY	87	48
23	Siemens	Accumulate	1,516	1,513
24	Thermax	Accumulate	798	790
25	Triveni Turbine	BUY	85	69
26	Voltamp Transformers	BUY	1,283	1,186

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: >15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly



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