

PI Industries

Estimate change	↔
TP change	↑
Rating change	↔

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Bloomberg	PI IN
Equity Shares (m)	152
M.Cap.(INRb)/(USDb)	503.5 / 6.8
52-Week Range (INR)	3355 / 1780
1, 6, 12 Rel. Per (%)	9/54/48
12M Avg Val (INR M)	1029

Financials & Valuations (INR b)

Y/E Mar	2021	2022E	2023E
Sales	45.8	55.8	75.0
EBITDA	10.1	12.8	18.3
PAT	7.4	9.6	13.1
EBITDA (%)	22.1	22.9	24.3
EPS (INR)	48.6	63.2	86.0
EPS Gr. (%)	61.7	30.2	36.1
BV/Sh. (INR)	351	408	488

Ratios

Net D/E	(0.4)	(0.2)	(0.2)
RoE (%)	18.5	16.6	19.2
RoCE (%)	17.3	16.2	18.9
Payout (%)	10.3	10.3	7.6

Valuations

P/E (x)	68.3	52.5	38.6
EV/EBITDA (x)	48.5	39.3	27.4
Div Yield (%)	0.2	0.2	0.2
FCF Yield (%)	0.3	(1.9)	0.7

Shareholding pattern (%)

	Jun-20	Mar-20	Jun-19
Promoter	51.4	51.4	51.4
DII	19.1	21.6	17.8
FII	11.8	12.2	14.1
Others	17.7	14.8	16.7

Note: FII includes depository receipts

CMP: INR3,319
TP: INR3,720 (+12%)
Buy

Broadening its horizon with API acquisition

Earning below estimates, but strong show on high base

- PI Industries (PI)'s operating performance during the quarter was impacted by one-time expenses pertaining to (i) COVID management, (ii) consulting fees, and (iii) other costs related to various strategic projects. Thus, despite this, the company reported EBITDA growth of 9% on the high base of last year.
- PI acquired the Active Pharma Ingredient (API) business division of Ind Swift Laboratories Limited (ISLL) for INR15.3b, thereby marking its foray into the Pharma segment. The API business of ISLL has a diversified portfolio of 20+ products, with a leadership position (global Top 5) in several of them, and a good R&D product pipeline. The acquisition is the right fit for PI considering the quality of the asset, approvals of the facility, current product portfolio, and pipeline of products. Thus, PI could leverage its knowledge in process chemistry and its operating efficiency to expand into the Pharma space. On an FY21 basis, PI has acquired at EV/EBITDA of 7.6x and PE of 17.8x (v/s 68.3x for PI).
- We increase our earnings estimate for FY23E by 4%, factoring in the acquisition based on the details currently available – which would be revisited once there is more clarity on the same. Maintain **Buy**, with TP of INR3,720.

CSM drives revenue growth; one-time cost dents EBITDA margin

- Revenue stood at INR11.9b (est. INR13.1b) in 1QFY22, up 13% YoY. EBITDA stood at INR2.5b (est. INR2.7b), up 9% YoY. The EBITDA margin contracted 80bp YoY to 20.8% (est. 20.3%) on higher employee and other expenses. The gross margin stood at 43.8% (+170bp YoY) due to a change in the product mix. Adjusted PAT was up 29% YoY to INR1,872m (est. INR2,100m).
- Overhead costs increased 26% YoY, largely due to one-time expenses pertaining to COVID management and consulting fees and other costs pertaining to several strategic projects.
- CSM revenue increased 31% YoY (to INR8b) in 1QFY22, led by strong volume growth in key products.
- Revenue for domestic Agrochemicals de-grew 13% YoY (to INR3.9b), impacted by a higher base and delayed monsoons.
- The order book stood at ~USD1.5b (flat QoQ), which provides higher visibility for sustainable growth over the next three years.

Highlights from management interaction

- Three new products were **commercialized in CSM** in 1QFY22 and >30 active inquiries were made at different stages. Six new molecules are scheduled to be commercialized in FY22. The commissioning of three new molecules is in progress.

- **Product research efforts yield results:** PI has got two promising leads – one for a novel fungicide and another for a novel broad-spectrum insecticide, with sizable potential market opportunity in progressing to the development phase. Both have shown promising results in the initial evaluations. Currently, discussions are underway with global innovators for the development partnership.
- **Launches in the domestic business:** Three new products are expected to be launched in 2Q, which would strengthen its position in Rice, Cotton, and Horticulture portfolio.
- **Capex** stood at INR710m for 1QFY22 and spend of INR3,500m is targeted for FY22.

Valuation and view

- The company has levers in place to sustain the near-term growth momentum, led by a) ramp-up in operations at two multi-purpose plants (MPP), which commenced in FY21, and plans for one new MPP to be commercialized by 2QFY22; b) revenue from the Isagro acquisition; c) sustained growth momentum in the CSM business on account of a strong (USD1.5b) order book, the increasing pace of commercialization of new molecules, and sales buildup in existing molecules; and d) product launches in the domestic market (three new launches in 2QFY22) providing earnings visibility.
- PI acquired the API business division of Ind Swift Laboratories Limited (ISLL) for INR15.3b, thereby marking its foray into the Pharma segment. The acquisition is the right fit considering the quality of the asset, approvals of the facility, current product portfolio, and pipeline of products. Thus, PI could quickly leverage its knowledge in process chemistry and its operating efficiency to expand into the Pharma space. On an FY21 basis, PI has acquired at EV/EBITDA of 7.6x and PE of 17.8x (v/s 68.3x for PI). We await further details on the scale-up of the acquisition.
- The stock has traded at an average of 33x over the last three years on a one-year forward basis. We ascribe 40x P/E after considering the strong growth outlook for existing businesses and its acquisition in the Pharma segment – which adds up to the opportunity size PI currently caters to, providing a long runway for growth.
- We expect a revenue/EBITDA/PAT CAGR of 28%/34%/33% over FY21–23E.
- We increase our earnings estimates for FY23E by 4%, factoring in the acquisition based on the details currently available – which would be revisited once there is more clarity on the same. We value the stock at 40x Sept'23 EPS to arrive at TP of INR3,720. Maintain **Buy**.

Quarterly Earnings Model

(INR m)

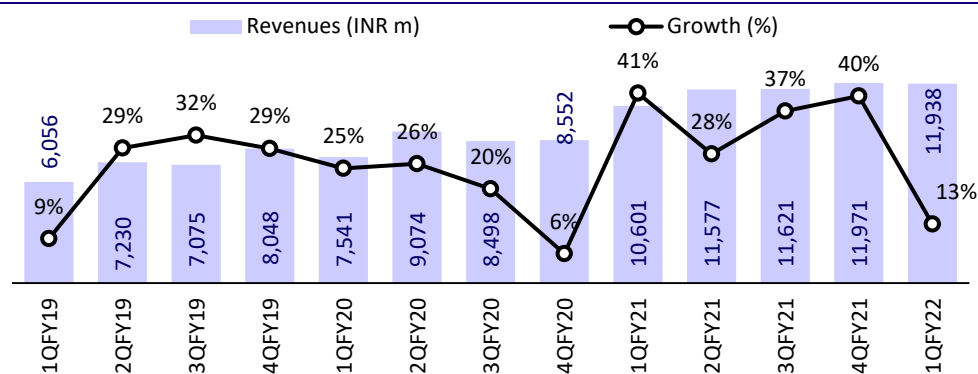
Y/E March	FY21				FY22				FY21	FY22	FY22	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1Q	(%)
Net Sales	10,601	11,577	11,621	11,971	11,938	13,958	13,436	16,461	45,770	55,793	13,076	-9
YoY Change (%)	40.6	27.6	36.7	40.0	12.6	20.6	15.6	37.5	36.0	21.9	23.3	
Total Expenditure	8,309	8,776	8,866	9,697	9,449	10,611	10,259	12,713	35,648	43,033	10,421	
EBITDA	2,292	2,801	2,755	2,274	2,489	3,346	3,177	3,748	10,122	12,760	2,655	-6
Margins (%)	21.6	24.2	23.7	19.0	20.8	24.0	23.6	22.8	22.1	22.9	20.3	
Depreciation	427	433	440	448	487	465	500	735	1,748	2,187	455	
Interest	96	76	66	44	34	45	45	45	282	169	45	
Other Income	82	336	389	442	277	437	437	287	1,249	1,438	437	
PBT before EO expense	1,851	2,628	2,638	2,224	2,245	3,273	3,069	3,256	9,341	11,843	2,592	-13
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	1,851	2,628	2,638	2,224	2,245	3,273	3,069	3,256	9,341	11,843	2,592	
Tax	444	451	682	425	405	622	583	651	2,002	2,261	493	
Rate (%)	24.0	17.2	25.9	19.1	18.0	19.0	19.0	20.0	21.4	19.1	19.0	
Minority Interest & P/L of Asso. Cos.	-48	1	2	1	-32	1	2	1	-44	-28	0	
Reported PAT	1,455	2,176	1,954	1,798	1,872	2,650	2,484	2,603	7,383	9,610	2,100	
Adj PAT	1,455	2,176	1,954	1,798	1,872	2,650	2,484	2,603	7,383	9,610	2,100	-11
YoY Change (%)	43.2	76.6	61.4	62.4	28.7	21.8	27.1	44.8	61.7	30.2	44.3	
Margins (%)	13.7	18.8	16.8	15.0	15.7	19.0	18.5	15.8	16.1	17.2	16.1	

Key Performance Indicators

Y/E March	FY21				FY22				FY21	FY22
Particulars	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
CSM Revenue (INR m)	6,148	8,002	9,020	10,060	8,070	9,954	10,523	11,907	33,220	40,454
% Change	22.7	25.2	40.1	47.3	31.3	24.4	16.7	18.4	34.7	21.8
Domestic Formulation (INR m)	4,453	3,575	2,601	1,910	3,870	4,004	2,913	2,197	12,550	12,984
% Change	76.0	33.4	26.3	11.0	-13.1	12.0	12.0	15.0	39.4	3.5
Cost Break-up										
RM Cost (% of sales)	58.0	55.9	53.1	57.9	56.2	56.0	54.0	57.0	56.2	55.9
Staff Cost (% of sales)	9.3	8.6	9.3	9.2	10.0	8.5	8.9	7.2	9.1	8.5
Other Cost (% of sales)	11.1	11.3	13.9	14.0	12.9	11.5	13.5	13.0	12.6	12.7
Gross Margins (%)	42.0	44.1	46.9	42.1	43.8	44.0	46.0	43.0	43.8	44.1
EBITDA Margins (%)	21.6	24.2	23.7	19.0	20.8	24.0	23.6	22.8	22.1	22.9
EBIT Margins (%)	17.6	20.5	19.9	15.3	16.8	20.6	19.9	18.3	18.3	19.0

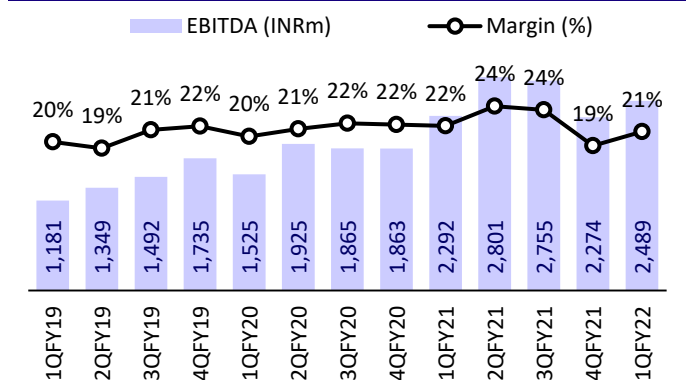
Key exhibits

Exhibit 1: Revenue growth trend



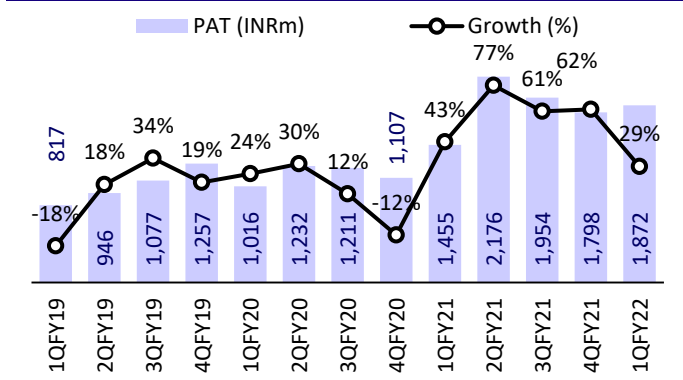
Source: Company, MOFSL

Exhibit 2: EBITDA trend



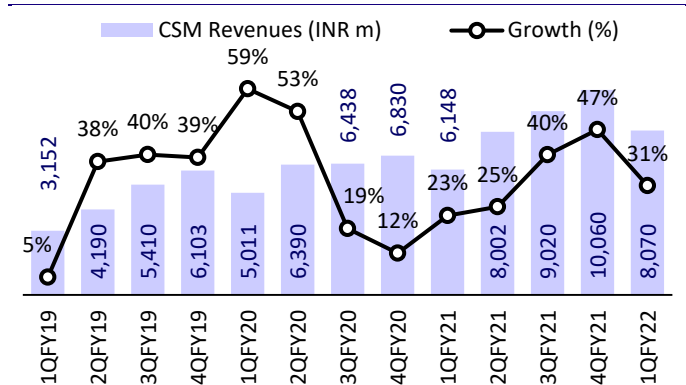
Source: Company, MOFSL

Exhibit 3: PAT trend



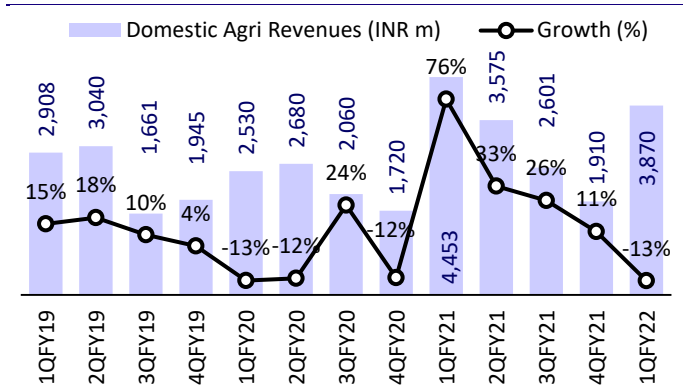
Source: Company, MOFSL

Exhibit 4: CSM revenue trend



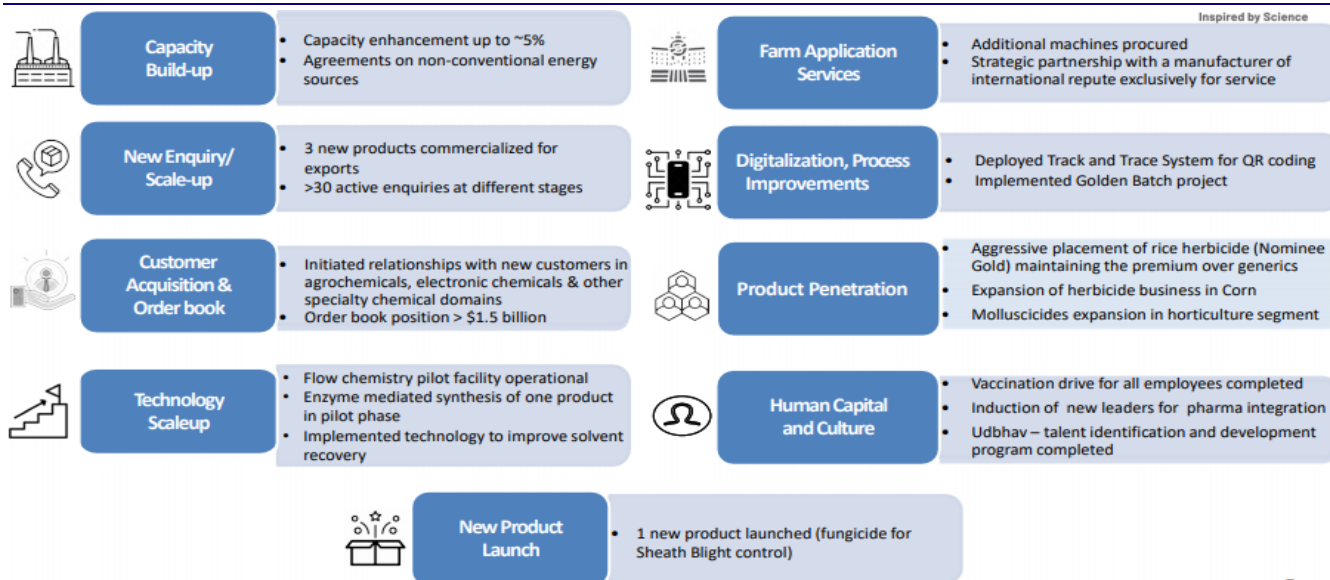
Source: Company, MOFSL

Exhibit 5: Revenue trend in agri inputs



Source: Company, MOFSL

Exhibit 6: Key operational highlights for 1QFY22



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Source: Company, MOFSL

Exhibit 7: Business outlook

Domestic : Focus on portfolio diversification with launch of novel offerings	<ul style="list-style-type: none"> Business outlook remains positive backed by normal monsoon for 3rd year in a row 3 new products expected to be launched in Q2 which would strengthen the position in rice, cotton and horticulture portfolio Products transition to new packaging in ~Q2, to improve efficiency & branding
CSM Export: R&D focused approach to drive incremental business	<ul style="list-style-type: none"> ~6 new molecules planned to be commercialized in FY22. Commissioning of 3 new molecules is under progress Another MPP planned to be made ready by Q2 FY22 Order book continues to remain robust @ \$1.5bn with high visibility of sustainable growth for the next 3 years
Efforts to drive strategic initiatives continues	<ul style="list-style-type: none"> Value-driven strategic acquisition of API & Intermediate business undertaking of Ind-Swift Laboratories Limited and creating a differentiated scale play in pharma Evaluating & negotiating complementary technology partnerships Investing in a new R&D facility for deepening our technological capabilities, de-risking current operations and opening up newer opportunities
PI's product research efforts yielding promising results!!	<ul style="list-style-type: none"> Two promising leads; one novel fungicide and a novel broad spectrum insecticide, having sizable potential market opportunity progressing to development phase Both have shown promising results in the initial evaluations Discussions are underway with global innovators for development partnership

Source: Company, MOFSL

Exhibit 8: Isagro acquisition – long-term plan in place to unleash full potential

The Plan	Our Aim	Current Update
	JIVAGRO <ul style="list-style-type: none"> To be one of the leading players in the horticulture segment in India >25% CAGR growth over next 4-5 years MFG SITE <ul style="list-style-type: none"> Augment and repurpose from current mfg set up from pharma and pilot plant perspective Enhance capacity utilization from current ~50% in Q4 FY21 to >80% 	<ul style="list-style-type: none"> NCLT demerger order received, the integration of Isagro & Jivagro has been successfully accomplished PAN India sales permission on Jivagro brand name has been obtained and back end IT & regulatory integration has been completed Jivagro products available in new packs in Q2 FY22 Jivagro will introduce 12 co-branded and 2 new products in Q2 FY22 <ul style="list-style-type: none"> 1 pipeline product of PI's exports commercialized in Q1 FY22 & ~3 to be commercialized in FY22 Major synergies with PI's neighboring operations in infra & utilities are being worked out as per plan Capacity utilisation in Q1 FY22 at Isagro facility significantly improved to more than 80%

Source: Company, MOFSL

Acquisition of API biz of Ind Swift Laboratories Ltd

- **About the deal:** PI Industries has executed a business transfer agreement with Ind Swift Laboratories Limited (ISLL) for the acquisition of its API business division by way of a slump sale. The parties have agreed that the EV for the API biz. on a debt-free basis shall be INR15.3b.
- **About ISLL:** ISLL manufactures and exports APIs and advanced intermediates. It caters to demand for APIs in regulated (52% revenue mix in FY20) and soft regulated (48%) markets. The manufacturing facilities are accredited by key regulatory agencies, including the USFDA. The API business of ISLL has a diversified portfolio of 20+ products, with a leadership position (global Top 5) in several of them, and a good R&D product pipeline.
- Revenue/EBITDA of ISLL in FY21 stood at INR8,566m/INR2,020m (EBITDA margin of 23.6%). Assuming the capital structure of PI and the normalized tax rate

(~25%) of the biz. post the acquisition by PI, adj PAT would be INR861m. Revenue/EBITDA/PAT from the acquisition forms 19%/20%/12% to PI's FY21 consol performance.

Key takeaways from conference call

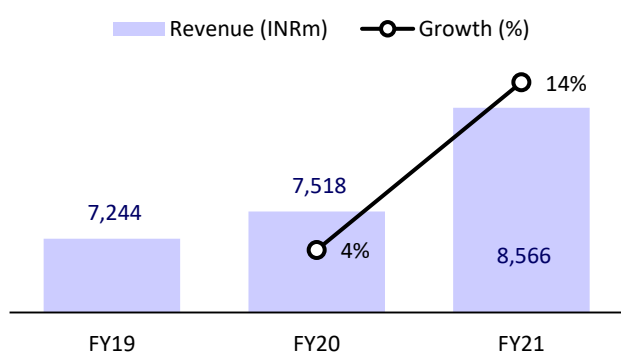
- The acquisition criteria considered by PI include the quality of the asset, approvals of the facility, current product portfolio, and pipeline of products.
- Currently, ISLL deals in generic products, but leads in a couple of the products globally. It also has a small CRAMS business.
- Currently, ISLL operates at a higher working capital requirement, but PI intends to operate at normal levels of 25–30% of sales.
- ISLL's employees would also come under PI's purview post the acquisition
- The current capacity utilization stands at 70–75%.

Exhibit 9: Deal valuations

Particulars	FY21 (INRm)
Sales	8,566
EBITDA	2,020
Margin %	23.6%
Depreciation	(870)
PBT	1,150
Tax rate @ 25.17%	289
PAT	861
Deal Value (INR m)	15,300
EV/EBITDA (x)	7.6
PE (x)	17.8

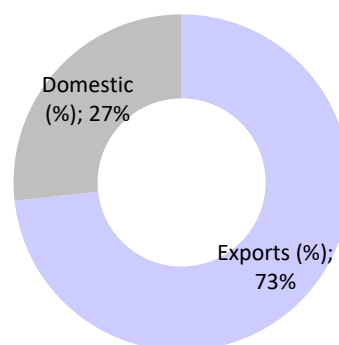
PAT is calculated using PI's capital structure | Source: Company, MOFSL

Exhibit 10: ISLL revenue posts 1% CAGR over FY19-21



Source: Company, MOFSL

Exhibit 11: Exports constitute 73% of ISLL's revenue in FY20



Source: Company, MOFSL



Highlights from management interaction

CSM

- Another MPP planned is expected to be commercialized in 2QFY22.
- Product research efforts yield results: PI has got two promising leads – one for a novel fungicide and another for a novel broad-spectrum insecticide, with sizable potential market opportunity in progressing to the development phase. Both have shown promising results in the initial evaluations. Currently, discussions are underway with global innovators for the development partnership.

- Three new products were commercialized in CSM in 1QFY22 and >30 active inquiries were made at different stages. Six new molecules are scheduled to be commercialized in FY22. The commissioning of three new molecules is in progress.

Domestic

- Launches in the domestic business: Three new products are expected to be launched in 2Q, which would strengthen its position in Rice, Cotton, and Horticulture portfolio.
- The company expects domestic business to return in 2QFY22.
- In Jivagro, PI intends to be one of the leading players in the Horticulture segment in India. It targets a >25% revenue CAGR over the next 4–5 years. Jivagro products are available in new packs in 2QFY22. It plans to introduce 12 co-branded and two new products in 2QFY22.

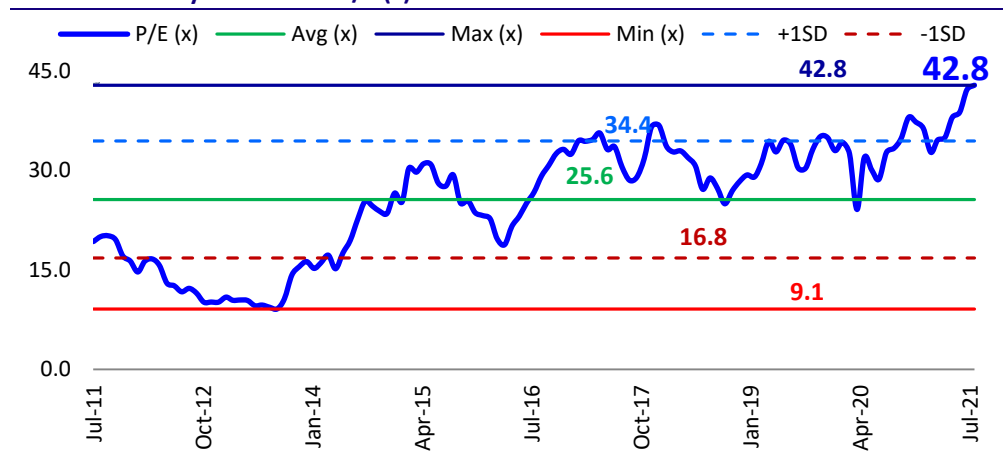
Financial

- The company generated CFO of INR2,500m in 1QFY22. PI has increased inventory levels to avert supply chain disruptions.
- Capex for 1QFY22 stood at INR710m and spend of INR3,500m is targeted for FY22. The company would further look for inorganic acquisitions and invest in organic growth opportunities.
- Currently, PI has surplus cash net of debt of INR21.9b (including QIP proceeds).
- We maintain our original guidance of >15% organic revenue growth for FY22.

Valuation and view

- The company has levers in place to sustain the near-term growth momentum, led by a) ramp-up in operations at two multi-purpose plants (MPP), which commenced in FY21, and plans for one new MPP to be commercialized by 2QFY22; b) revenue from the Isagro acquisition; c) sustained growth momentum in the CSM business on account of a strong (USD1.5b) order book, the increasing pace of commercialization of new molecules, and sales buildup in existing molecules; and d) product launches in the domestic market (three new launches in 2QFY22) providing earnings visibility.
- PI acquired the API business division of Ind Swift Laboratories Limited (ISLL) for INR15.3b, thereby marking its foray into the Pharma segment. The acquisition is the right fit considering the quality of the asset, approvals of the facility, current product portfolio, and pipeline of products. Thus, PI could quickly leverage its knowledge in process chemistry and its operating efficiency to expand into the Pharma space. On an FY21 basis, PI has acquired at EV/EBITDA of 7.6x and PE of 17.8x (v/s 68.3x for PI). We await further details on the scale-up of the acquisition.
- The stock has traded at an average of 33x over the last three years on a one-year forward basis. We ascribe 40x P/E after considering the strong growth outlook for existing businesses and its acquisition in the Pharma segment – which adds up to the opportunity size PI currently caters to, providing a long runway for growth.
- We expect a revenue/EBITDA/PAT CAGR of 28%/34%/33% over FY21–23E.

- We increase our earnings estimates for FY23E by 4%, factoring in the acquisition based on the details currently available – which would be revisited once there is more clarity on the same. We value the stock at 40x Sept'23 EPS to arrive at TP of INR3,720. Maintain **Buy**.

Exhibit 12: One-year forward P/E (x)

Source: MOFSL

Exhibit 13: Change in estimates

Earnings Change (INR m)	Old		New		Change	
	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E
Revenue	54,573	65,524	55,793	75,047	2%	15%
EBITDA	12,420	16,006	12,760	18,250	3%	14%
Adj. PAT	9,807	12,616	9,610	13,075	-2%	4%

Source: MOFSL

Financials and valuations

Income Statement (Consolidated)							(INR m)	
Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Net Revenue	20,963	22,768	22,771	28,409	33,665	45,770	55,793	75,047
Change (%)	8.0	8.6	0.0	24.8	18.5	36.0	21.9	34.5
EBITDA	4,312	5,533	4,934	5,764	7,178	10,122	12,760	18,250
Margin (%)	20.6	24.3	21.7	20.3	21.3	22.1	22.9	24.3
Depreciation	543	730	830	930	1,367	1,748	2,187	3,104
EBIT	3,770	4,802	4,104	4,834	5,811	8,374	10,573	15,146
Int. and Finance Charges	96	72	53	50	170	282	169	40
Other Income	355	366	603	595	489	1,249	1,438	1,201
PBT bef. EO Exp.	4,028	5,096	4,653	5,379	6,130	9,341	11,843	16,307
EO Items	0	0	0	0	0	0	0	0
PBT after EO Exp.	4,028	5,096	4,653	5,379	6,130	9,341	11,843	16,307
Current Tax	909	1,035	1,001	1,176	1,259	1,753	2,261	3,261
Deferred Tax	4	-534	-22	101	313	249	0	0
Tax Rate (%)	22.7	9.8	21.0	23.7	25.6	21.4	19.1	20.0
Less: MI/Profit & Loss of associates	0	1	-2	0	-8	-44	-28	-29
Reported PAT	3,116	4,594	3,676	4,102	4,566	7,383	9,610	13,075
Adjusted PAT	3,116	4,594	3,676	4,102	4,566	7,383	9,610	13,075
Change (%)	26.7	47.5	-20.0	11.6	11.3	61.7	30.2	36.1
Margin (%)	14.9	20.2	16.1	14.4	13.6	16.1	17.2	17.4

Balance Sheet (Consolidated)							(INR m)	
Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Equity Share Capital	137	138	138	138	138	152.0	152.0	152.0
Preference Capital	0	0	0	0	0	0	0	0
Total Reserves	11,572	16,134	19,111	22,716	26,053	53,272	61,894	73,981
Net Worth	11,709	16,272	19,248	22,854	26,191	53,424	62,046	74,133
Deferred Liabilities	353	0	0	0	102	796	796	796
Total Loans	1,514	1,198	834	99	5,077	2,574	1,574	574
Capital Employed	13,576	17,470	20,082	22,953	31,370	56,794	64,416	75,503
Gross Block	11,503	12,942	14,298	17,109	24,366	28,921	48,221	53,221
Less: Accum. Deprn.	2,762	3,492	4,322	5,252	6,619	8,367	10,554	13,658
Net Fixed Assets	8,742	9,450	9,977	11,857	17,747	20,554	37,667	39,563
Capital WIP	713	773	899	1,828	1,828	2,875	2,375	2,375
Current Investments	0	824	1,595	1,119	1,325	7,079	7,079	7,079
Total Investments	3	833	1,607	1,291	1,504	7,286	7,286	8,286
Curr. Assets, Loans&Adv.	10,028	11,760	13,515	16,431	21,169	39,304	31,758	42,538
Inventory	3,948	4,320	4,520	5,357	7,989	10,528	11,464	16,449
Account Receivables	3,978	4,237	5,268	6,618	6,465	7,035	9,171	12,336
Cash and Bank Balance	560	1,326	1,307	892	1,342	16,195	4,427	4,748
Loans and Advances	1,543	1,877	2,420	3,564	5,373	5,546	6,695	9,006
Curr. Liability & Prov.	5,910	5,544	6,182	8,595	10,878	13,225	14,671	17,260
Account Payables	3,661	2,878	3,687	5,130	5,909	7,960	8,539	10,704
Provisions	196	316	340	416	548	552	552	552
Net Current Assets	4,118	6,216	7,333	7,836	10,291	26,079	17,088	25,279
Appl. of Funds	13,576	17,470	20,082	22,953	31,370	56,794	64,416	75,503

Financials and valuations

Ratios

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Basic (INR)								
EPS	20.5	30.2	24.2	27.0	30.0	48.6	63.2	86.0
Cash EPS	24.1	35.0	29.6	33.1	39.0	60.1	77.6	106.4
BV/Share	77.0	107.1	126.6	150.4	172.3	351.5	408.2	487.7
DPS	2.8	3.6	5.0	3.6	3.6	5.0	6.5	6.5
Payout (%)	16.6	14.6	25.1	16.4	14.7	10.3	10.3	7.6
Valuation (x)								
P/E			137.2	123.0	110.5	68.3	52.5	38.6
Cash P/E			112.0	100.3	85.0	55.3	42.8	31.2
P/BV			26.2	22.1	19.3	9.4	8.1	6.8
EV/Sales			22.1	17.7	15.1	10.7	9.0	6.7
EV/EBITDA			102.2	87.4	70.8	48.5	39.3	27.4
Dividend Yield (%)			0.2	0.1	0.1	0.2	0.2	0.2
FCF per share			13.9	3.8	-2.0	10.8	-63.2	22.0
Return Ratios (%)								
RoE	29.9	32.8	20.7	19.5	18.6	18.5	16.6	19.2
RoCE	27.1	30.4	19.8	19.2	17.3	17.3	16.2	18.9
RoIC	27.4	32.3	21.0	20.9	18.9	23.0	21.2	21.9
Working Capital Ratios								
Asset Turnover (x)	1.5	1.3	1.1	1.2	1.1	0.8	0.9	1.0
Inventory (Days)	69	69	72	69	87	84	75	80
Debtor (Days)	66	65	83	85	70	56	60	60
Creditor (Days)	115	90	115	121	117	113	100	95
Working Cap. Turnover (Days)	62	78	97	89	97	79	83	100
Leverage Ratio (x)								
Current Ratio	1.7	2.1	2.2	1.9	1.9	3.0	2.2	2.5
Interest Cover Ratio	39	67	77	97	34	30	63	377
Debt/Equity	0.1	0.1	0.04	0.00	0.2	0.0	0.0	0.0

Cash Flow Statement (Consolidated)

(INR m)

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
OP/(Loss) before Tax	4,028	5,096	4,653	5,379	6,130	9,341	11,843	16,307
Depreciation	543	730	830	930	1,367	1,748	2,187	3,104
Interest & Finance Charges	96	72	53	50	170	282	169	40
Direct Taxes Paid	-909	-1,035	-1,001	-1,176	-1,259	-1,753	-2,261	-3,261
(Inc)/Dec in WC	114	-1,332	-1,136	-918	573	-2,413	-2,776	-7,871
CF from Operations	3,872	3,533	3,399	4,265	6,981	7,205	9,161	8,319
Others	0	0	0	0	0	44	28	29
CF from Operating incl EO	3,872	3,533	3,399	4,265	6,981	7,249	9,189	8,348
(inc)/dec in FA	-3,345	-1,499	-1,482	-3,739	-7,257	-5,602	-18,800	-5,000
Free Cash Flow	527	2,034	1,918	525	-276	1,647	-9,611	3,348
(Pur)/Sale of Investments	1	-830	-774	316	-213	-5,782	0	-1,000
Others	0	-198	-69	126	4,600	-5,670	0	0
CF from Investments	-3,344	-2,527	-2,325	-3,298	-2,870	-17,054	-18,800	-6,000
Issue of Shares	1	0	0	0	0	20,610	0	0
Inc/(Dec) in Debt	366	-315	-365	-735	4,978	-2,503	-1,000	-1,000
Interest Paid	-96	-72	-53	-50	-170	-282	-169	-40
Dividend Paid	-518	-671	-924	-672	-673	-760	-988	-988
Others	-40	818	248	75	-7,797	7,593	0	0
CF from Fin. Activity	-288	-240	-1,094	-1,382	-3,661	24,658	-2,157	-2,028
Inc/Dec of Cash	240	766	-19	-415	450	14,853	-11,768	320
Opening Balance	320	560	1,326	1,307	892	1,342	16,195	4,427
Closing Balance	560	1,326	1,307	892	1,342	16,195	4,427	4,748

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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