MOTILAL OSWAL FINANCIAL SERVICES

11 November 2024

2QFY25 Results Update | Sector: Automobile

Exide

Estimate changes	↓
TP change	↓
Rating change	↔

Bloomberg	EXID IN
Equity Shares (m)	850
M.Cap.(INRb)/(USDb)	371.1 / 4.4
52-Week Range (INR)	620 / 267
1, 6, 12 Rel. Per (%)	-14/-13/39
12M Avg Val (INR M)	2661

Financials & Valuations (INR b)

Y/E MARCH	FY25E	FY26E	FY27E
Net Sales	173.6	193.3	212.7
EBITDA	20.0	23.7	26.1
Adj. PAT	11.5	13.6	15.0
Adj. EPS (INR)	13.5	16.0	17.6
EPS Gr. (%)	8.9	18.9	9.7
BV/Sh. (INR)	165.5	178.6	192.9
Ratio			
RoE (%)	8.2	9.0	9.1
RoCE (%)	8.5	9.4	9.7
Payout (%)	18.5	18.7	18.5
Valuations			
P/E (x)	32.4	27.2	24.8
P/BV (x)	2.6	2.4	2.3
Div Yield (%)	0.6	0.7	0.7
FCF Yield (%)	1.5	3.2	3.8

Shareholding pattern (%)

As On	Sep-24	Jun-24	Sep-23
Promoter	46.0	46.0	46.0
DII	18.0	17.9	19.1
FII	12.3	13.7	12.8
Others	23.7	22.4	22.1

FII Includes depository receipts

CMP: INR437 **TP: INR435** **Neutral**

Demand weakness hurts margins

OE and telecom demand remain weak, other segments grow

- Exide (EXID)'s 2QFY25 result was disappointing, as EBITDA margin stood at 11.3% (-50bp YoY; est. 11.8%) due to lower absorption of fixed overheads. While demand is likely to remain steady in the LAB segment, we expect margins to stabilize at current levels in H2.
- We cut our FY26E EPS by ~4.5% to factor in lower margins while broadly retaining our FY25E EPS. While the market appears to be upbeat on EXID's lithium ion foray, we remain cautious of the returns from the same in the long run. Besides, the stock at ~32x/27x FY25/26E EPS appears fairly valued. **Reiterate Neutral with a TP of INR435 (based on 22x Sep'26E EPS).**

Margin remains under pressure

- EXID's 2QFY25 revenue grew 4% YoY to INR42.7b (est. INR44.4b); EBITDA was flat YoY at INR4.8b (est. INR5.2b), while Adj. PAT grew ~4% YoY at INR2.97b (est. INR3b). 1HFY25 revenue/EBITDA/PAT grew ~5%/7%/9% YoY. We expect the same for 2HFY25 to grow ~12%/6%/9% YoY.
- The replacement market witnessed double-digit revenue growth. However, auto OEM demand remained muted due to excess channel inventory. Industrial UPS and Solar enjoyed strong demand momentum; however, the Home UPS segment remained soft.
- Gross margin expanded 40bp YoY (+80bp QoQ) to 31.5% (est. 30.3%), due to improved mix.
- However, higher other expenses hurt EBITDA margin, which stood at 11.3% (-50bp YoY vs. est. of 11.8%). It was affected mainly by lower absorption of fixed overheads.
- Higher other income led to an adj. PAT growth of 4% YoY.
- FCFF/CFO declined 62%/51% YoY.
- During the quarter, EXID invested INR2.5b in EESL-Li-ion, its cell manufacturing subsidiary (further INR1b invested in Oct'24), bringing the total investment to INR28.5b until now.

Highlights from the management interaction

- **Outlook**: 1) the 4W OEM production was weak in 1HFY25; however, it saw one of the best festival retails, leading to a reduction in inventory to 30 days. Management expects 4W demand to revive in 2HFY25; 2) the Telecom segment declined on a high base, but the base is likely to normalize in 4Q; and 3) management expects the Invertor segment's demand to pick up from 4Q after a seasonally weak 3QFY25. Further, all the other segments that grew (auto replacement, solar segment, industrial UPS, and infra segment) in 2Q are likely to sustain their momentum in 2HFY25.
- Despite weak 2Q margins, management reiterated its EBITDA margin guidance of 13% for the near term and 14% over the medium term. This would be possible on the back of cost optimization efforts, exports, and improvement in capacity utilization.

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- It has committed INR50b investment for phase 1 (6GWh-3GWh each for NMC and LFP), of which it has invested INR28.5b (INR5.5b invested in FY25YTD) in terms of equity so far. Bulk of the balance investments would happen in 2H, with some spillover possible for FY26E. EXID may need to take some bridge loans to fund part of this balance investment. Commercialization of its phase 1 capacity is likely in the middle of next year.

Valuation and view

- The lead acid battery business is experiencing healthy demand momentum across both auto replacement and industrial segments, and EXID is expected to emerge as the key beneficiary of the same given its market leadership in most segments.
- However, given the significant imminent risk to its core business, Exide has forayed into the manufacturing of lithium ion cells in partnership with S-Volt at a total investment of INR60b in two phases. While the market appears to be upbeat on EXID's lithium ion foray, we remain cautious of the returns from the same. **We, hence, reiterate our Neutral rating on the stock with a revised TP of INR435 (based on 22x Sep-26E EPS).**

S/A Quarterly Performance (INR m)

Y/E March	FY24				FY25E				FY24	FY25E		
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	Var (%)
Net Sales	**40,726**	**41,067**	**38,405**	**40,094**	**43,128**	**42,673**	**43,014**	**44,755**	**1,60,292**	**1,73,569**	**44,352**	**-3.8**
Growth YoY (%)	4.4	10.4	12.6	13.2	5.9	3.9	12.0	11.6	9.8	8.3	8.0	
RM cost (%)	71.7	68.9	68.5	67.0	69.3	68.5	69.2	69.3	69.1	69.1	69.7	
Employee cost (%)	5.8	6.2	6.4	6.1	6.1	6.3	6.2	6.1	6.1	6.2	5.9	
Other Exp (%)	11.8	13.1	13.6	14.1	13.1	13.9	13.1	12.9	13.1	13.3	12.7	
EBITDA	**4,322**	**4,831**	**4,399**	**5,162**	**4,943**	**4,836**	**4,947**	**5,233**	**18,714**	**19,959**	**5,211**	**-7.2**
EBITDA Margin (%)	10.6	11.8	11.5	12.9	11.5	11.3	11.5	11.7	11.7	11.5	11.8	
Change (%)	11.8	17.1	9.7	40.6	14.4	0.1	12.4	1.4	19.3	6.7	8	
Non-Operating Income	192	392	227	34	142	528	250	36	845	956	270	**95.6**
Interest	98	115	145	128	87	103	130	181	486	500	150	
Depreciation	1,194	1,259	1,274	1,248	1,257	1,270	1,290	1,305	4,975	5,122	1,280	
PBT after EO Exp	**3,222**	**3,849**	**3,208**	**3,819**	**3,741**	**3,991**	**3,777**	**3,784**	**14,099**	**15,292**	**4,051**	**-1.5**
Effective Tax Rate (%)	24.9	25.4	25.1	25.7	25.3	25.4	25.4	23.9	25.3	25.0	25.0	
Adj. PAT	**2,419**	**2,870**	**2,403**	**2,838**	**2,796**	**2,978**	**2,818**	**2,878**	**10,530**	**11,469**	**3,039**	**-2.0**
Change (%)	6.9	16.6	7.7	36.5	15.6	3.8	17.3	1.4	16.5	8.9	5.9	

Key performance indicators

Cost Break-up												
RM (%)	71.7	68.9	68.5	67.0	69.3	68.5	69.2	69.3	69.1	69.1	69.7	-120bp
Employee cost (%)	5.8	6.2	6.4	6.1	6.1	6.3	6.2	6.1	6.1	6.2	5.9	40bp
Other Exp (%)	11.8	13.1	13.6	14.1	13.1	13.9	13.1	12.9	13.1	13.3	12.7	120bp
Gross Margin (%)	28.3	31.1	31.5	33.0	30.7	31.5	30.8	30.7	30.9	30.9	30.3	120bp
EBITDA Margin (%)	10.6	11.8	11.5	12.9	11.5	11.3	11.5	11.7	11.7	11.5	11.8	-40bp
EBIT Margin (%)	7.7	8.7	8.1	9.8	8.5	8.4	8.5	8.8	8.6	8.5	8.9	-50bp
Lead Price (INR/Kg)	174.0	180.1	176.4	172.3	180.5	170.2			172.3			
Change (%)	2.8	14.2	1.7	-1.9	3.8	-5.5			2.0			

E: MOFSL Estimates

Key takeaways from the management commentary

LAB business

- **The 2QFY25 growth was primarily driven by:** a) strong double-digit growth in the aftermarket (notably in 4Ws), mainly due to rural recovery; b) a 25-30% YoY growth in the Solar B2C segment; c) 14-15% YoY growth in industrial UPS; and d) double-digit growth in the infra segment (excluding Telecom) and exports. However, the auto OEMs segment faced a sharp decline due to inventory correction, home UPS was impacted by early monsoons, and telecom declined due to a high base from FY24's aggressive 5G rollout. The company implemented two price hikes in 2QFY25, totaling 1.5%.
- **Outlook**: a) the 4W OEM production was weak in 1HFY25; however, it saw one of the best festival retails, leading to a reduction in inventory to 30 days. Management expects 4W demand to revive in 2HFY25; 2) the Telecom segment declined on a high base, but the base is likely to normalize in 4Q; and 3) management expects the Invertor segment's demand to pick up from 4Q after a seasonally weak 3QFY25. Further, all the other segments that grew (auto replacement, solar segment, industrial UPS, and infra segment) in 2Q are likely to sustain their momentum in 2HFY25.
- **Exports:** Auto exports have shown strong growth from a low base. Management is now coming up with new products, primarily in the premium category which will be launched in new markets and are undergoing homologation and trials. Industrial exports are also performing well. In the near term, EXID's largest market, the EU, faces headwinds due to geopolitical issues, but conditions are expected to improve. Demand in Germany and France is anticipated to revive by spring next year.
- **EBITDA margins in 2QFY25 was affected mainly due to lower absorption of fixed overheads** despite better mix (lower OEM, telecom) and softening lead prices. Management reiterated its EBITDA margin guidance of 13% for the near term and 14% over the medium term. This would be possible on the back of cost optimization efforts, exports, and improvement in capacity utilization.

Li-ion business:

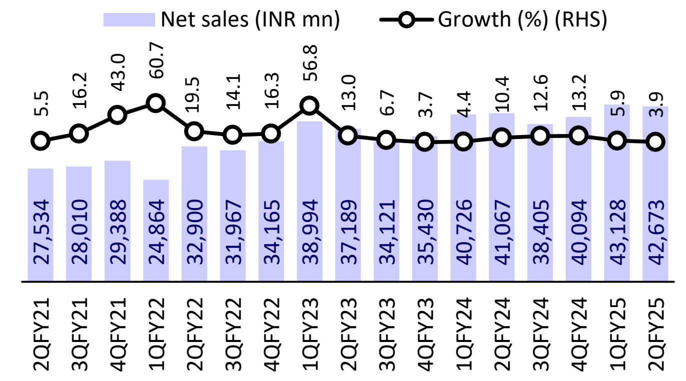
- Main cell building, admin building, warehouse and other support building are nearing completion. The company has also started relocation of teams to off-site to support project activities. In the middle of CY25 installation/ commissioning would be complete and trail runs would be initiated. Given their progress, they are seeing rising customer enquiries including plant visits.
- Hybrid batteries would not be part of current portfolio envisaged by EXID.
- Initially, the management is prioritizing getting the plant operational, stabilizing it and ramping up to optimum utilization levels. Management expects to generate margins similar to their core business (mid-teens) from this business as well, once the plant reaches full utilization.
- It has committed INR50b investment for phase 1 (6GWh-3GWh each for NMC and LFP), of which it has invested INR28.5b (INR5.5b invested in FY25YTD) in terms of equity so far. Bulk of the balance investments would happen in 2H, with some spillover possible for FY26E. EXID may need to take some bridge loans to fund part of this balance investment. Commercialization of its phase 1 capacity is likely in the middle of next year.
- It is already on the path of localization with SVOLT to achieve key milestones.

Others:

- EXID is undergoing reorganization initiatives (leadership hiring) both on the B2C and B2B fronts, which would be focusing on the go-to-market strategies.

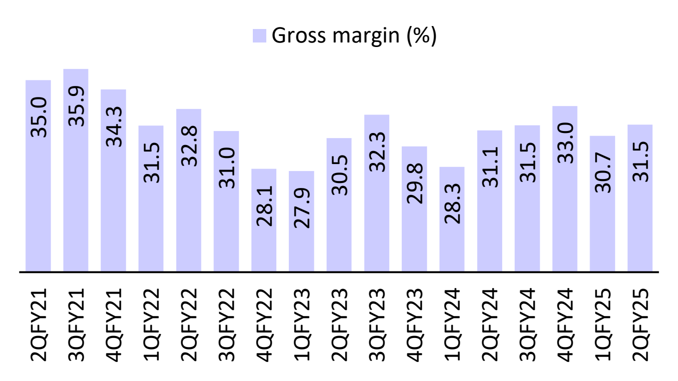
Key exhibits

Exhibit 1: Trends in revenue and growth



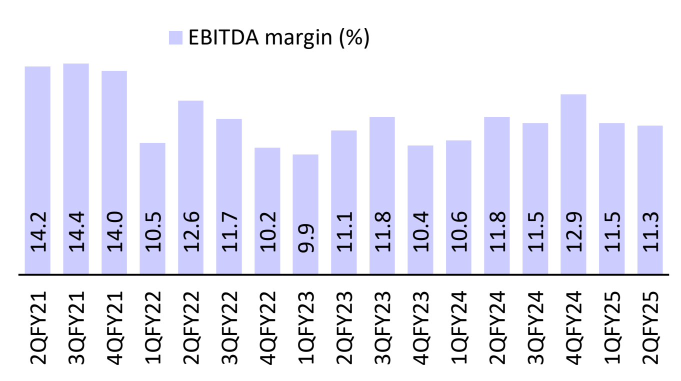
Source: Company, MOFSL

Exhibit 2: Trend in gross margin



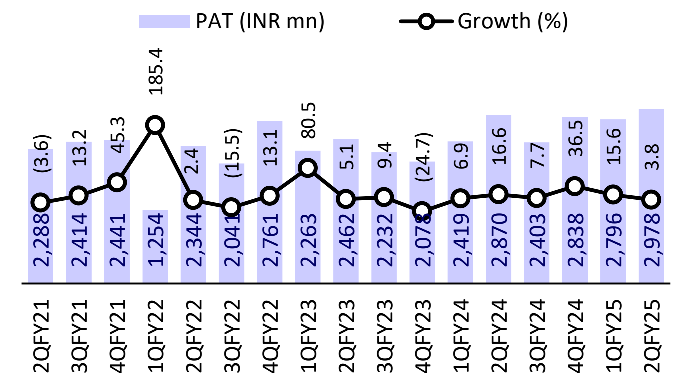
Source: Company, MOFSL

Exhibit 3: Trend in EBITDA margin



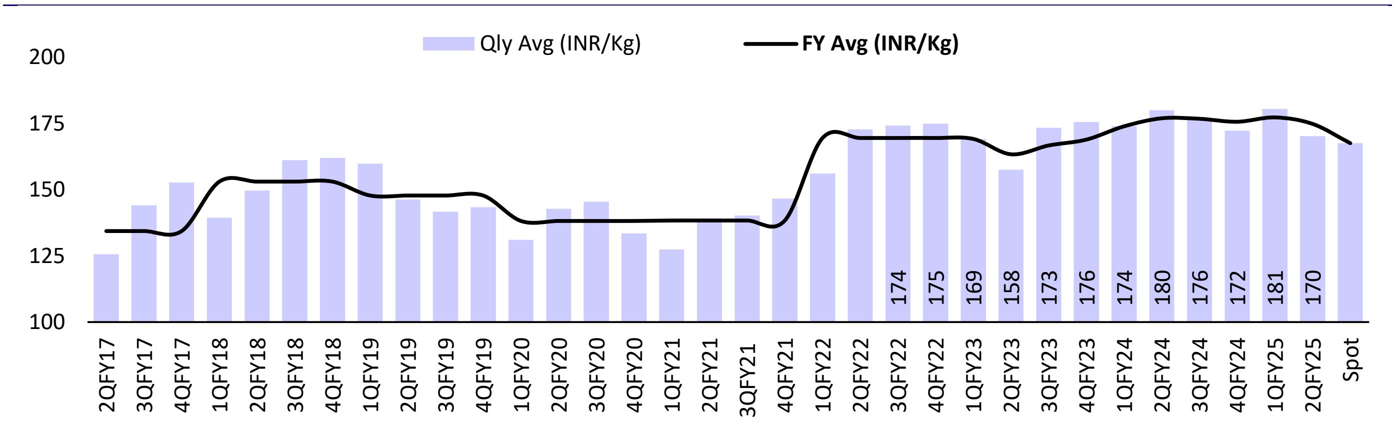
Source: Company, MOFSL

Exhibit 4: Trend in PAT and growth



Source: Company, MOFSL

Exhibit 5: Lead price is expected to remain at elevated levels



Source: Company, MOFSL

Valuation and view

- **EXID continues to enjoy a strong position in the LAB industry:** EXID remains a market leader across all key segments in the LAB industry except telecom. In the Auto OEM segment, EXID has a dominant presence in both 2Ws and 4Ws. Even in the replacement battery segment, it largely is a duopoly market, with EXID being the market leader. It also has a strong position in both the UPS and invertor segments. Apart from this, it is a dominant player in power and traction batteries. It has the largest distribution network in India with 115k channel partners. Through digitization initiatives, it is now able to give on-the-spot warranty resolutions, which is one of the USPs for the company.
- **EXID to emerge as one of the major beneficiaries of a strong outlook in LAB:** Outlook on both auto and industrial segments remains strong. In the auto segment, the strong growth posted by the industry over the last three years is expected to translate into healthy replacement demand in the coming years. The industrial segment is expected to benefit from the surge in demand for power backup for data centers. Thermal power generation is seeing a comeback and should see strong incremental demand coming with growth visibility for the next 5-6 years. Exports are seeing traction, especially from the Middle East regions. There is a shift happening from diesel to lead acid business for the traction and motive power applications. Given its strong position in the lead acid battery market, both in the auto and industrial segments, we expect EXID to emerge as one of the key beneficiaries of the robust demand outlook in the industry.
- **EV transition remains the real risk for LAB in the long run:** Transition to electrification globally as well as in India is emerging as a big risk for the lead acid battery players in the long run. The only saving grace for Indian players in the near term is the fact that EV transition is picking up pace in 2Ws and 3Ws only at present, and the same in PVs is likely to take a bit longer. However, lithium ion batteries are now increasingly finding application even in various Industrial use cases including telecom, traction, UPS, etc. This transition is clearly emerging as a significant risk for the LAB players like Exide in the long run.
- **Foray into lithium ion will have its own challenges**: Given the significant imminent risk to its core business, Exide has forayed into the manufacturing of lithium ion cells in partnership with S-Volt at a total investment of INR60b in two phases. Further, Exide recently announced that it has secured a non-binding partnership with Hyundai-Kia for localization of LFP cells for one of their global platforms to be produced in India. While EXID can fund this venture through its internal accruals without needing any major funding requirements for this phase, we believe the company’s foray into lithium ion cell manufacturing is likely to see multiple challenges in the coming years, as: 1) most domestic PV OEMs either have their own lithium ion manufacturing plans or have existing tie ups, limiting EXID’s potential addressable market in this space, 2) the current partnership with Hyundai is non-binding, and hence we need to wait to understand whether this eventually moves into a binding partnership, 3) EXID is setting up a greenfield in this segment without prior experience; we expect its facility to take at least a couple of years to stabilize operations as it goes through its testing and validation phase initially for interested OEMs, 4) EXID is not participating in PLI, which would limit its competitiveness relative to peers who qualify for the same, 5) given globally lithium ion cell manufacturing is a

low-margin business, we expect this business to be returns dilutive for EXID in the long run, even if this venture is successful, 6) given the significant capital commitment required and given that one is still not sure if the lithium ion cell technology itself will emerge as a sustainable technology in the long run, we believe the outcome of this venture remains highly uncertain at this stage.

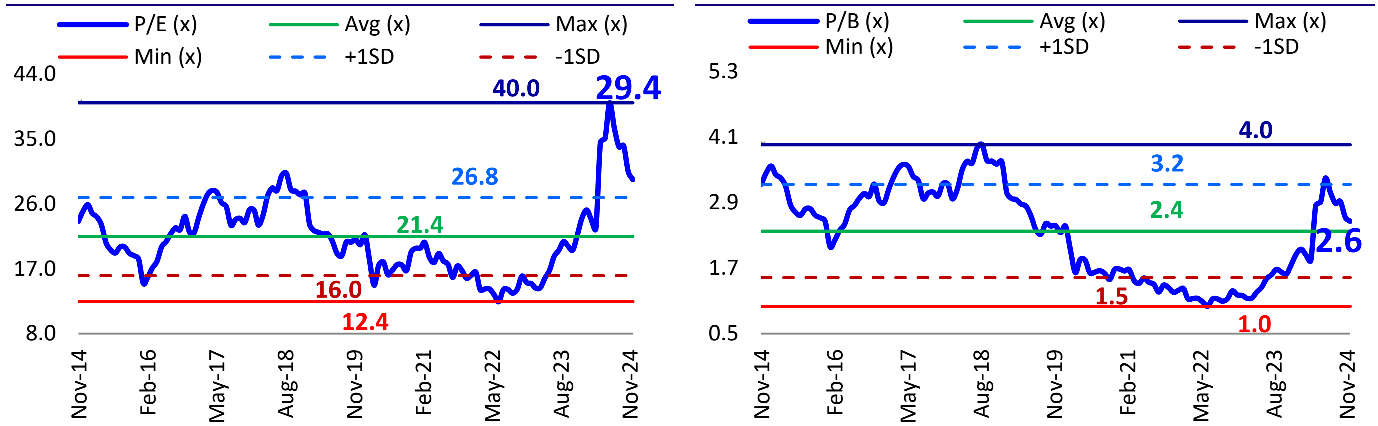
- **Valuation and view**: We cut our FY26E EPS by ~4.5% to factor in lower margins while broadly retaining our FY25E EPS. Further, while the market appears to be upbeat on EXID's lithium ion foray, we remain cautious of the returns from the same. Besides, the stock at ~32x/27x FY25/26E EPS appears fairly valued. **Reiterate Neutral with a TP of INR435 (based on 22x Sep'26E EPS).**

Exhibit 6: Our revised estimates

(INR m)	FY25E			FY26E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	1,73,569	1,76,103	-1.4	1,93,253	1,96,753	-1.8
EBITDA Margin (%)	**11.5**	**11.7**	**-20bp**	**12.3**	**12.5**	**-20bp**
PAT	11,469	11,629	-1.4	13,632	14,279	-4.5
EPS (INR)	13.5	**13.7**	**-1.4**	16.0	**16.8**	**-4.5**

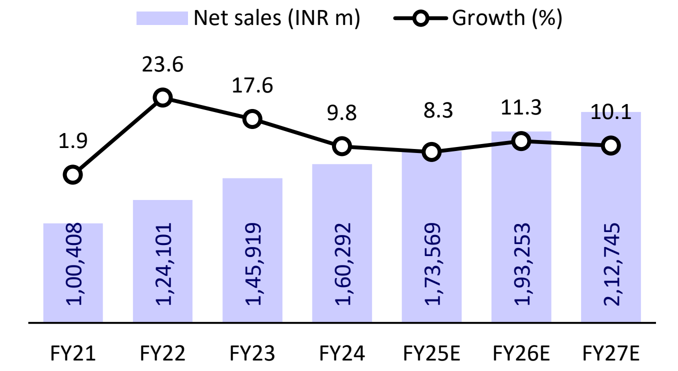
Source: MOFSL

Exhibit 7: Valuations – P/E and P/B trading bands



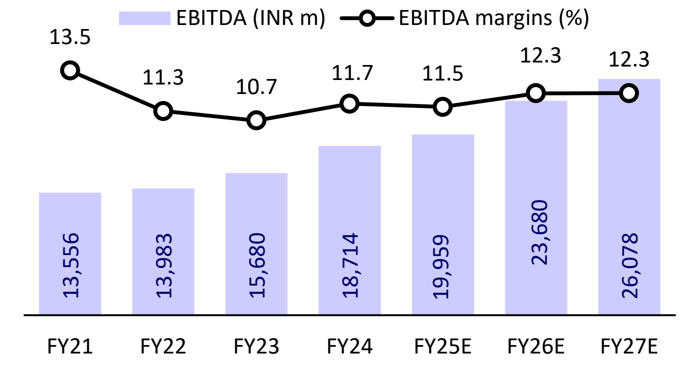
Story in charts

Exhibit 8: Trends in revenue and growth



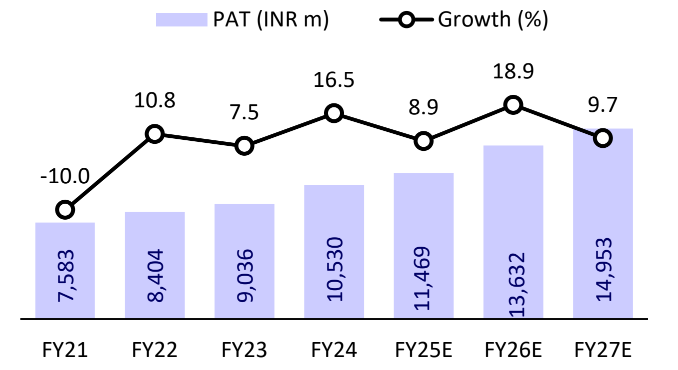
Source: Company, MOFSL

Exhibit 9: Trends in EBITDA and EBITDA margin



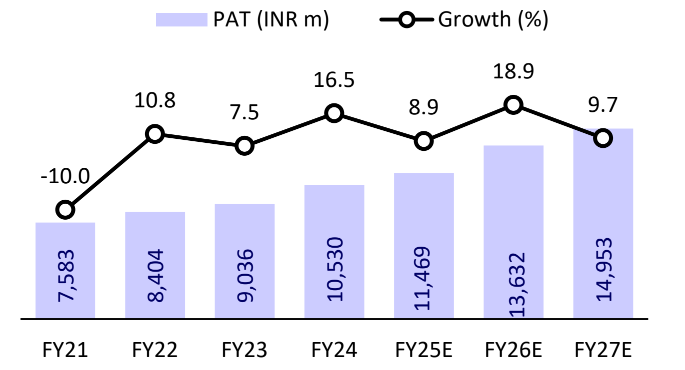
Source: Company, MOFSL

Exhibit 10: PAT and PAT growth trends



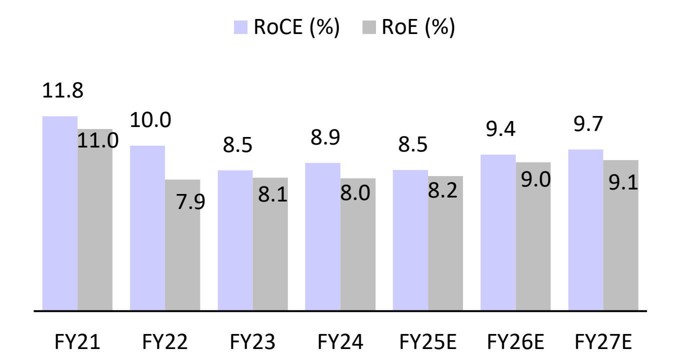
Source: Company, MOFSL

Exhibit 11: Strong FCF driven by healthy CFO



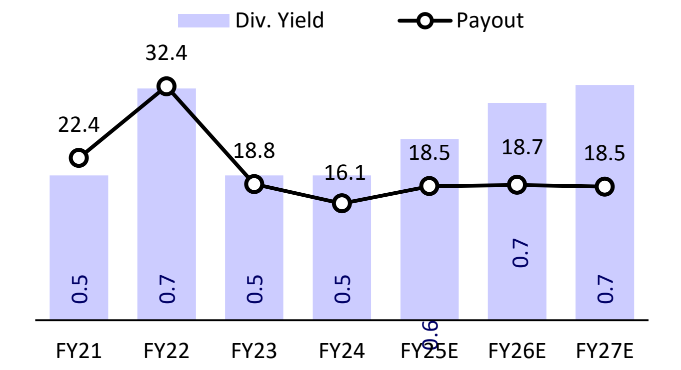
Source: Company, MOFSL

Exhibit 12: Trend in return ratios



Source: Company, MOFSL

Exhibit 13: Dividend yield and dividend payout (%) trends



Source: Company, MOFSL

Financials and valuations

Income Statement							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Total Income	**1,00,408**	**1,24,101**	**1,45,919**	**1,60,292**	**1,73,569**	**1,93,253**	**2,12,745**
Change (%)	1.9	23.6	17.6	9.8	8.3	11.3	10.1
EBITDA	**13,557**	**13,984**	**15,681**	**18,715**	**19,960**	**23,681**	**26,079**
EBITDA Margins (%)	13.5	11.3	10.7	11.7	11.5	12.3	12.3
Change (%)	-0.7	3.1	12.1	19.3	6.7	18.6	10.1
Depreciation	3,794	4,131	4,558	4,975	5,122	5,438	5,793
EBIT	**9,763**	**9,852**	**11,123**	**13,740**	**14,837**	**18,242**	**20,286**
Interest Charges	238	394	295	486	500	1,000	1,300
Other Income	654	805	1,324	845	956	935	953
EO Exp/(Inc)	-	(46,938)	-	-	-	-	-
PBT	**10,179**	**57,199**	**12,151**	**14,099**	**15,292**	**18,176**	**19,938**
Tax	2,596	10,356	3,115	3,569	3,823	4,544	4,984
Effective Rate (%)	25.5	18.1	25.6	25.3	25.0	25.0	25.0
Rep. PAT	**7,583**	**46,843**	**9,036**	**10,530**	**11,469**	**13,632**	**14,953**
Change (%)	-8.1	517.8	-80.7	16.5	8.9	18.9	9.7
Adj. PAT	**7,583**	**8,404**	**9,036**	**10,530**	**11,469**	**13,632**	**14,953**
Change (%)	-10.0	10.8	7.5	16.5	8.9	18.9	9.7

Balance Sheet							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Share Capital	850	850	850	850	850	850	850
Reserves	68,085	1,05,131	1,11,248	1,30,522	1,39,866	1,50,949	1,63,139
Net Worth	**68,935**	**1,05,981**	**1,12,098**	**1,31,372**	**1,40,716**	**1,51,799**	**1,63,989**
Loans	0	0	0	0	6,000	6,000	5,000
Deferred Tax Liability	771	-654	-1,160	-137	-137	-137	-137
Capital Employed	**69,706**	**1,05,327**	**1,10,938**	**1,31,236**	**1,46,580**	**1,57,662**	**1,68,853**
Application of Funds							
Gross Fixed Assets	42,740	48,245	53,473	58,005	62,522	68,522	74,522
Less: Depreciation	16,361	20,509	24,970	29,353	34,475	39,913	45,706
Net Fixed Assets	**26,379**	**27,736**	**28,503**	**28,652**	**28,047**	**28,609**	**28,815**
Capital WIP	2,008	3,124	1,009	2,017	3,000	3,000	3,000
Investments	30,924	60,695	63,414	86,206	95,206	1,03,206	1,12,206
Curr.Assets	**36,977**	**41,430**	**46,425**	**51,652**	**56,943**	**63,616**	**69,712**
Inventory	23,462	24,647	29,891	32,493	35,665	39,710	43,715
Sundry Debtors	8,874	11,945	12,745	12,650	14,266	15,884	17,486
Cash & Bank Balance	914	1,614	745	2,227	2,257	2,729	2,683
Loans & Advances	383	0	0	0	0	0	0
Other Current Assets	3,345	3,223	3,045	4,282	4,755	5,295	5,829
Current Liab. & Prov.	**26,582**	**27,657**	**28,413**	**37,291**	**36,616**	**40,768**	**44,880**
Sundry Creditors	16,483	16,268	15,360	23,199	21,399	23,826	26,229
Other Liabilities	6,856	8,191	9,670	10,312	11,413	12,707	13,989
Provisions	3,244	3,198	3,383	3,780	3,804	4,236	4,663
Net Current Assets	**10,395**	**13,773**	**18,012**	**14,361**	**20,327**	**22,848**	**24,832**
Application of Funds	**69,705**	**1,05,327**	**1,10,938**	**1,31,236**	**1,46,580**	**1,57,662**	**1,68,853**

E: MOSL Estimates

Financials and valuations

Ratios							
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25E**	**FY26E**	**FY27E**
Basic (INR)							
EPS	**8.9**	**9.9**	**10.6**	**12.4**	**13.5**	**16.0**	**17.6**
Cash EPS	13.4	14.7	16.0	18.2	19.5	22.4	24.4
Book Value per Share	81.1	124.7	131.9	154.6	165.5	178.6	192.9
DPS	2.0	3.2	2.0	2.0	2.5	3.0	3.3
Payout (Incl. Div. Tax) %	22.4	32.4	18.8	16.1	18.5	18.7	18.5
Valuation (x)							
P/E	48.9	44.2	41.1	35.2	32.4	27.2	24.8
Cash P/E	32.6	29.6	27.3	23.9	22.4	19.5	17.9
EV/EBITDA	25.0	22.1	19.6	15.1	14.0	11.5	10.0
EV/Sales	3.4	2.5	2.1	1.8	1.6	1.4	1.2
Price to Book Value	5.4	3.5	3.3	2.8	2.6	2.4	2.3
Dividend Yield (%)	0.5	0.7	0.5	0.5	0.6	0.7	0.7
Profitability Ratios (%)							
RoE	11.0	7.9	8.1	8.0	8.2	9.0	9.1
RoCE	11.8	10.0	8.5	8.9	8.5	9.4	9.7
RoIC	19.6	21.3	19.3	23.7	25.6	28.9	30.5
Turnover Ratios							
Debtors (Days)	32	35	32	29	30	30	30
Inventory (Days)	85	72	75	74	75	75	75
Creditors (Days)	60	48	38	53	45	45	45
Working Capital (Days)	58	60	68	50	60	60	60
Gross Fixed Asset Turnover (x)	2.3	2.6	2.7	2.8	2.8	2.8	2.9
Leverage Ratio							
Net Debt/Equity (x)	-0.1	-0.1	0.0	0.0	0.0	0.0	0.0

Cash Flow Statement							(INR m)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25E**	**FY26E**	**FY27E**
OP/(Loss) before Tax	10,179	57,199	12,151	14,099	14,836	18,241	20,285
Interest/Dividends Received	-362	-225	-233	-237	956	935	953
Depreciation & Amortisation	3,794	4,131	4,558	4,975	5,122	5,438	5,793
Direct Taxes Paid	-2,721	-10,472	-3,212	-3,707	-3,823	-4,544	-4,984
(Inc)/Dec in Working Capital	3,044	-3,479	-4,538	4,874	-5,884	-2,049	-2,029
Other Items	200	-46,951	-242	-38	1	0	0
CF from Oper. Activity	**14,134**	**205**	**8,484**	**19,965**	**11,208**	**18,021**	**20,017**
(Inc)/Dec in FA+CWIP	-3,384	-5,783	-3,493	-4,844	-5,500	-6,000	-6,000
Free Cash Flow	**10,750**	**-5,579**	**4,991**	**15,122**	**5,708**	**12,021**	**14,017**
(Pur)/Sale of Invest.	-9,385	8,537	-5,385	-11,328	-9,000	-8,000	-9,000
CF from Inv. Activity	**-12,769**	**2,754**	**-8,878**	**-16,172**	**-14,500**	**-14,000**	**-15,000**
Interest Rec./(Paid)	-289	-549	-461	-601	-500	-1,000	-1,300
Dividends Paid	-1,700	-1,700	0	-1,700	-2,125	-2,550	-2,763
CF from Fin. Activity	**-1,989**	**-2,249**	**-461**	**-2,301**	**3,375**	**-3,550**	**-5,062**
Inc/(Dec) in Cash	**-623**	**709**	**-855**	**1,493**	**83**	**471**	**-45**
Add: Beginning Balance	1,449	826	1,534	745	2,227	2,257	2,729
Closing Balance	**826**	**1,534**	**679**	**2,238**	**2,310**	**2,729**	**2,683**

E: MOFSL Estimates

NOTES

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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