

# Granules India

Estimate change

TP change

Rating change



Bloomberg	GRAN IN
Equity Shares (m)	243
M.Cap.(INRb)/(USDb)	110.4 / 1.3
52-Week Range (INR)	725 / 412
1, 6, 12 Rel. Per (%)	0/-22/-35
12M Avg Val (INR M)	1232

## Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Sales	44.8	49.9	58.0
EBITDA	9.5	10.7	13.3
Adj. PAT	4.8	5.6	7.5
EBIT Margin (%)	16.1	16.1	18.2
Cons. Adj. EPS (INR)	19.7	23.0	30.7
EPS Gr. (%)	13.6	16.7	33.7
BV/Sh. (INR)	153.2	174.0	203.5

## Ratios

Net D:E	0.4	0.3	0.3
RoE (%)	13.8	14.1	16.3
RoCE (%)	11.5	11.9	13.9
Payout (%)	5.7	5.3	3.8

## Valuations

P/E (x)	23.1	19.8	14.8
EV/EBITDA (x)	18.4	16.5	13.2
Div. Yield (%)	0.2	0.2	0.2
FCF Yield (%)	1.0	-0.1	0.7
EV/Sales (x)	3.9	3.5	3.0

## Shareholding Pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	38.8	38.8	38.9
DII	23.5	22.4	14.1
FII	13.2	15.2	20.4
Others	24.4	23.6	26.6

FII includes depository receipts

**CMP: INR455**

**TP: INR530 (+16%)**

**Buy**

## PFI drives growth, FDF sales stable

### Work-in-progress to build niche portfolio/resolve regulatory issues

- Granules India (GRAN) delivered in-line revenue/PAT in 1QFY26, though there was a slight miss on EBITDA, largely due to higher operational costs and consolidation of Senn Chemicals during the quarter.
- North America remained the highest growth market for GRAN. It is adding differentiated products to its portfolio – large volume products in CNS/ADHD therapy, controlled substances, peptides, as well as MUPS-based products.
- It has added a healthy number of products to its EU portfolio to revive growth in this segment. Some part of the growth is reflected in 1QFY26 performance.
- We reduce our earnings estimates by 5%/2% for FY26/FY27, factoring in a) increased timeline for approvals from Gagilapur facility, and b) a reduction in sales to ROW markets due to PFI supply backlog. We value GRAN at 18x 12M forward earnings to arrive at a TP of INR530.
- While it is addressing the compliance aspect at Gagilapur site in a comprehensive manner, it is implementing efforts for adding differentiated products to its portfolio to improve growth prospects. The projects are under various stages from product development to adding/modifying commercial manufacturing capabilities/capacities. We expect 14%/19%/24% revenue/EBITDA/PAT CAGR during FY25-27. Maintain BUY.

### Segmental mix more than offset by higher opex on YoY basis

- GRAN's 1QFY26 sales grew 2.6% YoY to INR12b (our est. of INR11.9b), led by increased sales in North America.
- FDF sales were steady YoY at INR9b (74% of sales). Intermediate (PFI) sales grew 20% YoY to INR1.2b (10% of sales). API sales declined 14% YoY to INR1.6b (14% of sales).
- Gross margin (GM) expanded 600bp YoY to 64.9% due to a change in the segmental mix and lower RM costs.
- However, EBITDA margin dipped 160bp YoY to 20.4% (our est. of 21.9%) due to higher employee costs/other expenses (up 290bp/460bp as % of sales) as a result of consolidation with Senn Chemicals AG.
- EBITDA declined 4.8% YoY to INR2.5b (our est. of INR2.6b) for the quarter.
- During the quarter, GRAN incurred a) transaction cost related to the acquisition of Senn Chemicals AG (INR120m) and b) costs related to ongoing litigation.
- Adjusted PAT was flat YoY at INR1.3b (our estimate: INR1.33b).

### Highlights from the management commentary

- GRAN expects FY27 to be a much better year for revenue growth vs. FY26.
- The company has acquired a business at EV of INR4.5b, with investment of INR1b in a Swiss facility and INR200-300m in R&D in FY26. FY27 capex will likely be for manufacturing capacity expansion.

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**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

- GRAN continues to gradually increase capacity in Europe, with more product approvals expected to improve the growth trajectory.
- Net debt as of 1QFY26 end was INR9.5b, up INR2.5b QoQ. The cash conversion cycle also inched up to 205 in 1QFY26 vs. 202 in 4QFY25.
- Senn Chemicals revenue for 1QFY26 was INR290m.
- GRAN is in early clinical trial stages for most CDMO molecules and is focusing on the execution of ongoing and new projects.

#### Quarterly Performance

										(INR m)		
Y/E March	FY25				FY26E				FY25	FY26E	FY26E	Var.
(Consolidated)	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	vs Est
<b>Net Sales</b>	<b>11,799</b>	<b>9,666</b>	<b>11,377</b>	<b>11,974</b>	<b>12,101</b>	<b>11,843</b>	<b>12,321</b>	<b>13,630</b>	<b>44,816</b>	<b>49,895</b>	<b>11,927</b>	1.5
YoY Change (%)	19.7	-18.7	-1.5	1.8	2.6	22.5	8.3	13.8	-0.5	11.3	1.1	
Total Expenditure	9,206	7,633	9,074	9,451	9,634	9,273	9,685	10,631	35,364	39,222	9,315	
<b>EBITDA</b>	<b>2,593</b>	<b>2,033</b>	<b>2,303</b>	<b>2,524</b>	<b>2,467</b>	<b>2,570</b>	<b>2,637</b>	<b>2,999</b>	<b>9,452</b>	<b>10,672</b>	<b>2,612</b>	-5.5
YoY Change (%)	64.2	-4.5	-8.1	-1.3	-4.8	26.4	14.5	18.8	7.8	12.9	0.7	
Margins (%)	22.0	21.0	20.2	21.1	20.4	21.7	21.4	22.0	21.1	21.4	21.9	
Depreciation	529	525	566	635	688	618	643	711	2,255	2,660	622	
<b>EBIT</b>	<b>2,064</b>	<b>1,508</b>	<b>1,737</b>	<b>1,889</b>	<b>1,779</b>	<b>1,952</b>	<b>1,994</b>	<b>2,288</b>	<b>7,197</b>	<b>8,012</b>	<b>1,990</b>	-10.6
YoY Change (%)	90.0	-6.0	-12.3	-6.7	-13.8	29.4	14.8	21.1	7.5	11.3	-3.6	
Margins (%)	17.5	15.6	15.3	15.8	14.7	16.5	16.2	16.8	16.1	16.1	16.7	
Interest	270	257	266	240	238	283	283	283	1,032	1,087	283	
Other Income	21	32	57	19	163	30	31	34	129	258	30	
<b>PBT before EO expense</b>	<b>1,814</b>	<b>1,284</b>	<b>1,528</b>	<b>1,668</b>	<b>1,704</b>	<b>1,699</b>	<b>1,742</b>	<b>2,039</b>	<b>6,294</b>	<b>7,183</b>	<b>1,736</b>	-1.8
Extra-Ord expense	0	0	0	-308	259	0	0	0	-308	259	0	
<b>PBT</b>	<b>1,814</b>	<b>1,284</b>	<b>1,528</b>	<b>1,976</b>	<b>1,445</b>	<b>1,699</b>	<b>1,742</b>	<b>2,039</b>	<b>6,601</b>	<b>6,924</b>	<b>1,736</b>	-16.8
Tax	468	311	352	455	319	377	390	463	1,587	1,549	399	
Rate (%)	25.8	24.3	23.0	23.0	22.1	22.2	22.4	22.7	24.0	22.4	23.0	
(Profit)/Loss of JV/Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	
<b>Reported PAT</b>	<b>1,346</b>	<b>972</b>	<b>1,176</b>	<b>1,520</b>	<b>1,126</b>	<b>1,322</b>	<b>1,352</b>	<b>1,576</b>	<b>5,015</b>	<b>5,375</b>	<b>1,337</b>	-15.8
<b>Adjusted PAT</b>	<b>1,346</b>	<b>972</b>	<b>1,176</b>	<b>1,284</b>	<b>1,328</b>	<b>1,322</b>	<b>1,352</b>	<b>1,576</b>	<b>4,778</b>	<b>5,577</b>	<b>1,337</b>	-0.6
YoY Change (%)	112.7	-4.8	-6.4	-1.0	-1.4	35.9	14.9	22.8	13.6	16.7	-0.7	
Margins (%)	11.4	10.1	10.3	10.7	11.0	11.2	11.0	11.6	10.7	11.2	11.2	
<b>EPS</b>	<b>6</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>20</b>	<b>23</b>	<b>6</b>	-0.6

E: MOFSL Estimates

#### Key performance Indicators (Consolidated)

Y/E March	FY25				FY26E				FY25	FY26E	FY26E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE
FD	8,912	7,490	8,674	9,259	8,989	9,213	9,541	10,648	34,335	38,391	9,268
YoY Change (%)	64.4	1.6	13.7	7.1	0.9	23.0	10.0	15.0	18.0	11.8	4.0
PFI	997	756	1,309	1,232	1,194	1,096	1,178	1,232	4,294	4,700	499
YoY Change (%)	-32.6	-47.0	-24.5	-16.9	19.8	45.0	-10.0	0.0	-29.7	9.5	-50.0
API	1,890	1,420	1,393	1,483	1,627	1,534	1,602	1,750	6,186	6,512	1,418
YoY Change (%)	-36.1	-52.2	-36.6	-9.2	-13.9	8.0	15.0	18.0	-37.0	5.3	-25.0
<b>Cost Break-up</b>											
RM Cost (% of Sales)	41.1	38.0	38.3	36.6	35.1	36.7	36.8	37.0	61.5	63.6	38.4
Staff Cost (% of Sales)	13.9	16.5	14.7	14.1	16.8	14.6	14.8	14.0	14.7	15.0	15.4
Other Cost (% of Sales)	23.1	24.5	26.7	28.2	27.7	27.0	27.0	27.0	25.7	27.2	23.7
Gross Margins (%)	58.9	62.0	61.7	63.4	64.9	63.3	63.2	63.0	38.5	36.4	61.6
EBITDA Margins (%)	22.0	21.0	20.2	21.1	20.4	21.7	21.4	22.0	21.1	21.4	22.5
EBIT Margins (%)	17.5	15.6	15.3	15.8	14.7	16.5	16.2	16.8	16.1	16.1	17.7

E: MOFSL Estimates

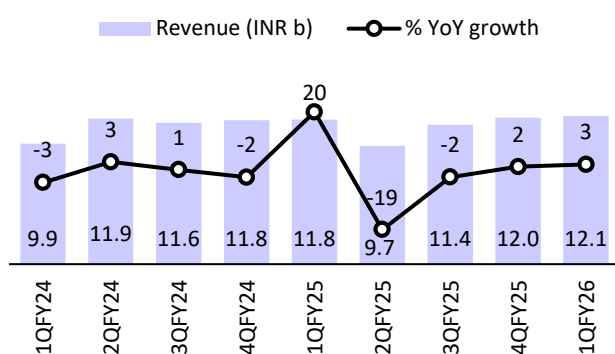


## Conference call highlights

- GRAN has six product launches lined up for Europe in the coming quarters. Peptides R&D facility is positioned to be a cost-efficient alternative to China.
- GRAN's CDMO market opportunity is estimated at INR16-20b. API growth is modest and not a core focus.
- The company spent INR800m on remediation and INR510m on infrastructure and improvement capex related to facility upgrades.
- Its manpower cost rose due to Senn Chem AG acquisition; expected to stabilize. ROCE dipped to 16% due to the acquisition and a long gestation period.
- GRAN targets full peptide ramp-up by 1QFY27 and is also setting up R&D facilities in India for cosmetic industry applications.

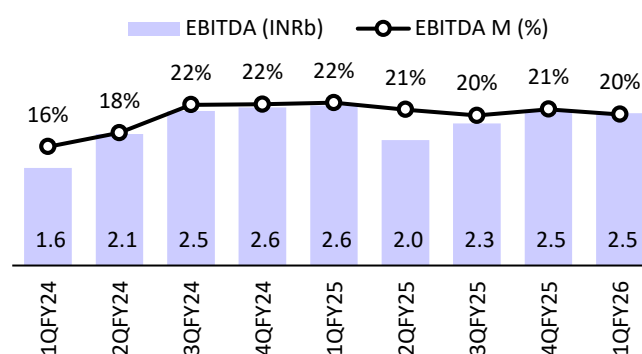
## Key exhibits

**Exhibit 1: Revenue grew 3% YoY in 1QFY26**



Source: MOFSL, Company

**Exhibit 2: EBITDA margin contracted 160bp YoY in 1QFY26**



Source: MOFSL, Company

## Broader portfolio, peptide expansion, and strong compliance initiatives to drive revival

### Boost the non-legacy mix and scale up development work on peptides

- GRAN has implemented efforts to diversify its offerings, with non-legacy portfolio share increasing to ~38% in the past 12 months from 16% in FY23.
- Specifically, the FDF share in 1QFY26 revenue was 74%, driven by the addition of large-volume products in CNS/ADHD therapies and expanding OTC presence.
- GRAN has also expanded its work on controlled substances and MUPS-based products to further reduce the concentration of legacy products.
- GRAN is also working on new technology-based products. Specifically, GRAN's team developed a product using in-house enzyme, which has been successfully scaled up and validated.
- Notably, it has fast-tracked its business scope in the peptide space through the acquisition of Senn Chemicals. Its six-decade legacy in solid-phase and liquid phase peptide synthesis and its relationship with innovators should scale up GRAN's prospects in peptide space.
- With expanding offerings and enhancing manufacturing capacity, we expect 15% sales CAGR in FDF segment over FY25-27.

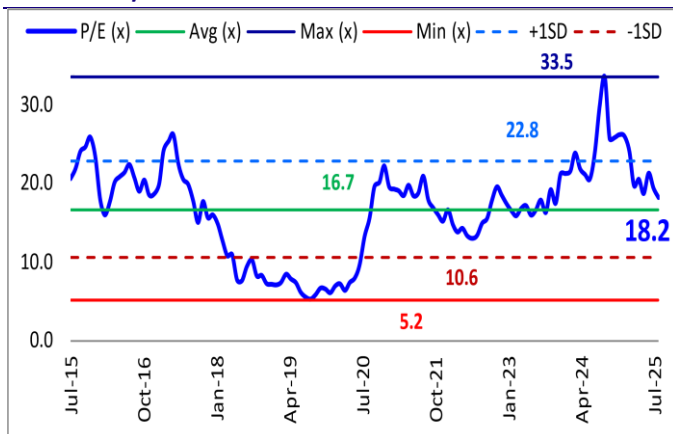
### Compliance progress and global pipeline to aid growth revival

- After filing 85 products for the US market till FY25, GRAN's cumulative filing remained stable in 1QFY26.
- While GRAN has implemented comprehensive compliance measures at Gagillapur site to resolve a warning letter, the product development work continues to build a potential pipeline.
- In addition, it has a GPI facility in US with products filed and awaiting approvals. These products are in CNS/ADHD therapies. Notably, the GPI R&D (US) supports GRAN on complex finished dosage development.
- The pace of filing has increased in Europe with cumulative 18 filings to date. While EU sales witnessed significant deceleration in FY25, GRAN is reviving sales of this segment through new launches as partly reflected in 1QFY26 performance.

### Reiterate BUY

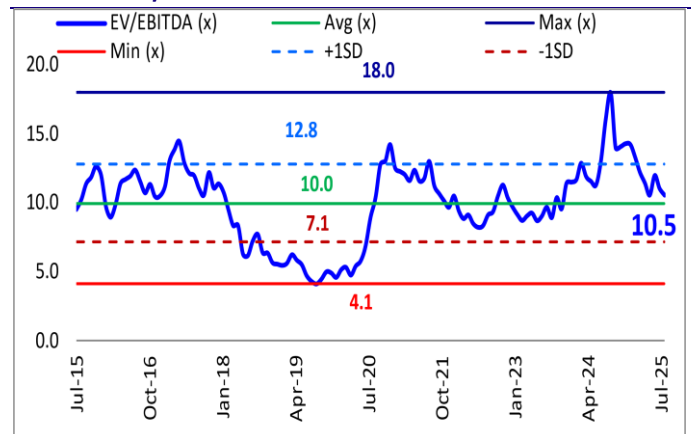
- We reduce our earnings estimates by 5%/2% for FY26/FY27, factoring in a) increased timeline for approvals from Gagilapur facility, and b) a reduction in sales to ROW markets due to PFI supply backlog. We value GRAN at 18x 12M forward earnings to arrive at a TP of INR530.
- While it is addressing the compliance aspect at Gagilapur site in a comprehensive manner, it is implementing efforts for adding differentiated products to its portfolio to improve growth prospects. The projects are under various stages, from product development to adding/modifying commercial manufacturing capabilities/capacities. We expect a CAGR of 14%/19%/24% in revenue/EBITDA/PAT during FY25-27. Maintain BUY.

**Exhibit 3: P/E chart**



Source: MOFSL, Company, Bloomberg

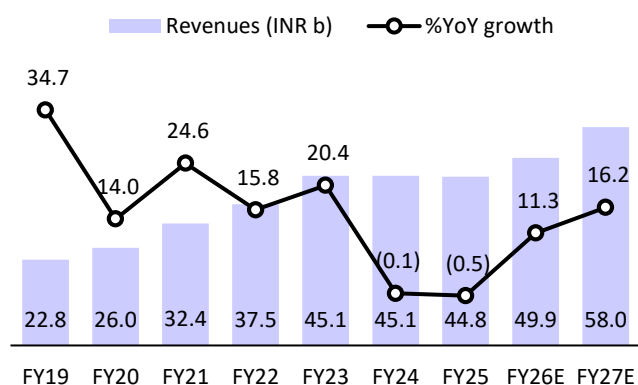
**Exhibit 4: EV/EBITDA chart**



Source: MOFSL, Company, Bloomberg

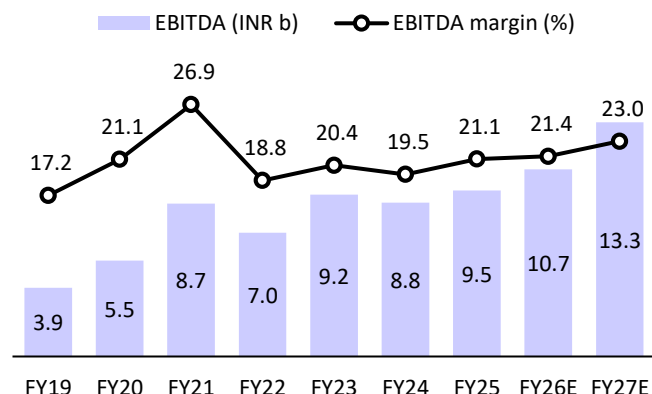
## Story in charts

**Exhibit 5: Expect a revenue CAGR of ~14% over FY25-27**



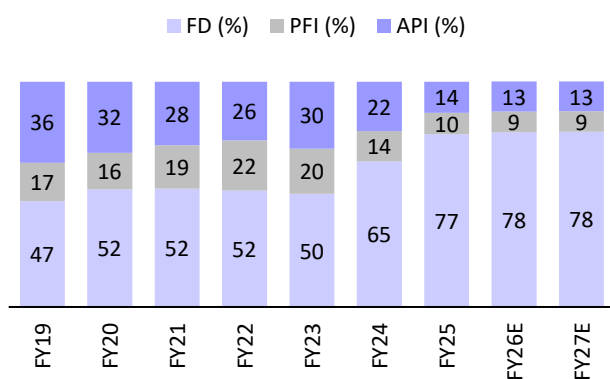
Source: MOFSL, Company

**Exhibit 6: EBITDA margin to expand 190bp over FY25-27**



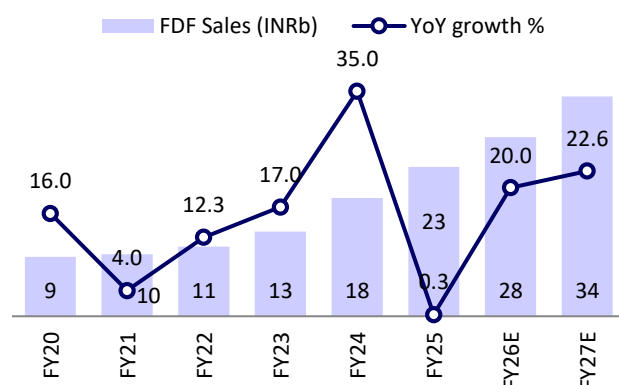
Source: MOFSL, Company

**Exhibit 7: Expect FD to further increase to 78% in FY26E**



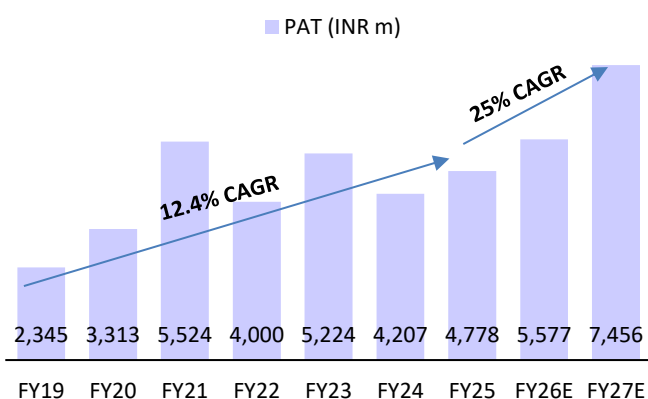
Source: MOFSL, Company

**Exhibit 8: FDF sales to clock 21% CAGR over FY25-27**



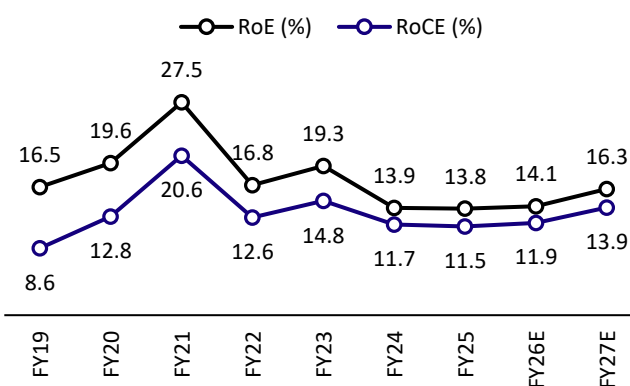
Source: MOFSL, Company

**Exhibit 9: PAT to exhibit a 25% CAGR over FY25-27**



Source: MOFSL, Company

**Exhibit 10: Return ratios in an uptrend over FY25-27**



Source: MOFSL, Company

## Financials and valuations

### Consolidated - Income Statement

INRm

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Total Income from Operations</b>	<b>22,792</b>	<b>25,986</b>	<b>32,375</b>	<b>37,477</b>	<b>45,119</b>	<b>45,063</b>	<b>44,816</b>	<b>49,895</b>	<b>57,983</b>
Change (%)	34.7	14.0	24.6	15.8	20.4	-0.1	-0.5	11.3	16.2
<b>Total Expenditure</b>	<b>18,872</b>	<b>20,513</b>	<b>23,665</b>	<b>30,427</b>	<b>35,901</b>	<b>36,293</b>	<b>35,364</b>	<b>39,222</b>	<b>44,647</b>
% of Sales	82.8	78.9	73.1	81.2	79.6	80.5	78.9	78.6	77.0
<b>EBITDA</b>	<b>3,920</b>	<b>5,473</b>	<b>8,710</b>	<b>7,050</b>	<b>9,218</b>	<b>8,770</b>	<b>9,452</b>	<b>10,672</b>	<b>13,336</b>
Margin (%)	17.2	21.1	26.9	18.8	20.4	19.5	21.1	21.4	23.0
Depreciation	1,055	1,370	1,515	1,586	1,845	2,073	2,255	2,660	2,772
<b>EBIT</b>	<b>2,866</b>	<b>4,104</b>	<b>7,195</b>	<b>5,464</b>	<b>7,373</b>	<b>6,697</b>	<b>7,197</b>	<b>8,012</b>	<b>10,564</b>
Int. and Finance Charges	285	270	263	232	559	1,058	1,032	1,087	1,000
Other Income	267	366	152	176	138	44	129	258	145
<b>PBT bef. EO Exp.</b>	<b>2,848</b>	<b>4,199</b>	<b>7,085</b>	<b>5,407</b>	<b>6,952</b>	<b>5,683</b>	<b>6,294</b>	<b>7,183</b>	<b>9,709</b>
EO Items	-80	57	-40	173	-80	-211	308	-259	0
<b>PBT after EO Exp.</b>	<b>2,768</b>	<b>4,257</b>	<b>7,045</b>	<b>5,580</b>	<b>6,872</b>	<b>5,472</b>	<b>6,601</b>	<b>6,924</b>	<b>9,709</b>
Current Tax	891	1,257	1,954	1,382	1,772	1,652	1,828	1,606	2,252
Deferred Tax	72	-100	-405	70	-66	-233	-242	-62	0
Tax Rate (%)	34.8	27.2	22.0	26.0	24.8	25.9	24.0	22.3	23.2
Add: Associate income	487	255	0	0	0	0	0	0	0
<b>Reported PAT</b>	<b>2,292</b>	<b>3,354</b>	<b>5,496</b>	<b>4,128</b>	<b>5,166</b>	<b>4,052</b>	<b>5,015</b>	<b>5,380</b>	<b>7,456</b>
<b>Adjusted PAT</b>	<b>2,345</b>	<b>3,313</b>	<b>5,524</b>	<b>4,000</b>	<b>5,224</b>	<b>4,207</b>	<b>4,778</b>	<b>5,577</b>	<b>7,456</b>
Change (%)	76.8	41.3	66.8	-27.6	30.6	-19.5	13.6	16.7	33.7
Margin (%)	10.2	12.6	17.0	10.6	11.5	9.3	10.6	11.1	12.8

### Consolidated - Balance Sheet

INRm

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	254	254	248	248	242	242	243	243	243
Total Reserves	15,040	18,183	21,485	25,617	28,107	32,013	36,913	41,947	49,120
<b>Net Worth</b>	<b>15,295</b>	<b>18,437</b>	<b>21,733</b>	<b>25,865</b>	<b>28,349</b>	<b>32,255</b>	<b>37,156</b>	<b>42,190</b>	<b>49,363</b>
Minority Interest	0	0	0	6	0	0	0	0	0
Deferred Liabilities	655	482	11	139	77	231	314	314	314
Total Loans	9,330	7,932	7,504	10,928	11,362	13,151	14,548	13,752	12,922
<b>Capital Employed</b>	<b>25,279</b>	<b>26,851</b>	<b>29,248</b>	<b>36,938</b>	<b>39,788</b>	<b>45,637</b>	<b>52,017</b>	<b>56,255</b>	<b>62,598</b>
Gross Block	16,639	21,442	22,220	25,355	30,897	34,817	40,381	46,381	50,881
Less: Accum. Deprn.	5,473	6,842	8,357	9,943	11,788	13,861	16,116	18,776	21,548
<b>Net Fixed Assets</b>	<b>11,167</b>	<b>14,600</b>	<b>13,863</b>	<b>15,412</b>	<b>19,109</b>	<b>20,956</b>	<b>24,265</b>	<b>27,605</b>	<b>29,333</b>
Capital WIP	3,235	1,481	1,848	3,562	2,394	2,717	4,402	4,989	4,639
<b>Total Investments</b>	<b>2,104</b>	<b>193</b>	<b>190</b>	<b>197</b>	<b>361</b>	<b>382</b>	<b>426</b>	<b>426</b>	<b>426</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>13,279</b>	<b>15,957</b>	<b>21,226</b>	<b>25,945</b>	<b>27,168</b>	<b>30,783</b>	<b>32,755</b>	<b>34,127</b>	<b>39,209</b>
Inventory	3,842	4,384	7,822	9,786	11,494	13,005	13,428	14,722	16,513
Account Receivables	6,735	6,620	7,654	9,250	9,485	9,858	9,422	11,073	13,821
Cash and Bank Balance	890	2,839	2,710	4,095	3,128	3,864	5,964	3,945	3,077
Loans and Advances	1,811	2,113	3,040	2,815	3,060	4,056	3,941	4,388	5,798
<b>Curr. Liability &amp; Prov.</b>	<b>4,548</b>	<b>5,432</b>	<b>7,887</b>	<b>8,191</b>	<b>9,258</b>	<b>9,573</b>	<b>10,509</b>	<b>11,570</b>	<b>11,687</b>
Account Payables	3,235	3,569	5,410	6,386	7,821	7,495	7,261	8,274	9,541
Other Current Liabilities	1,144	1,589	2,160	1,294	998	1,580	2,614	2,910	1,739
Provisions	169	275	317	511	439	497	634	386	406
<b>Net Current Assets</b>	<b>8,731</b>	<b>10,525</b>	<b>13,340</b>	<b>17,753</b>	<b>17,910</b>	<b>21,211</b>	<b>22,247</b>	<b>22,557</b>	<b>27,523</b>
<b>Appl. of Funds</b>	<b>25,279</b>	<b>26,852</b>	<b>29,248</b>	<b>36,938</b>	<b>39,788</b>	<b>45,637</b>	<b>52,017</b>	<b>56,255</b>	<b>62,598</b>



## Financials and valuations

### Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>EPS</b>	<b>9.7</b>	<b>13.7</b>	<b>22.8</b>	<b>16.5</b>	<b>21.5</b>	<b>17.3</b>	<b>19.7</b>	<b>23.0</b>	<b>30.7</b>
Cash EPS	13.4	18.4	28.4	22.5	29.2	25.9	29.0	34.0	42.2
BV/Share	60.2	72.5	87.7	104.3	117.1	133.1	153.2	174.0	203.5
DPS	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Payout (%)	13.4	8.9	5.3	7.0	5.5	7.0	5.7	5.3	3.8
<b>Valuation (x)</b>									
P/E	47.1	33.3	20.0	27.6	21.1	26.2	23.1	19.8	14.8
Cash P/E	34.0	24.7	16.0	20.2	15.6	17.6	15.7	13.4	10.8
P/BV	7.6	6.3	5.2	4.4	3.9	3.4	3.0	2.6	2.2
EV/Sales	7.6	6.6	5.3	4.6	3.9	3.9	3.9	3.5	3.0
EV/EBITDA	44.4	31.2	19.6	24.5	18.9	20.0	18.4	16.5	13.2
Dividend Yield (%)	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
<b>Return Ratios (%)</b>									
RoE	16.5	19.6	27.5	16.8	19.3	13.9	13.8	14.1	16.3
RoCE	8.6	12.8	20.6	12.6	14.8	11.7	11.5	11.9	13.9
RoIC	10.2	14.4	24.0	15.1	17.6	13.7	13.7	14.1	16.0
<b>Working Capital Ratios</b>									
Asset Turnover (x)	0.9	1.0	1.1	1.0	1.1	1.0	0.9	0.9	0.9
Inventory (Days)	53	58	69	86	86	99	108	103	98
Debtor (Days)	103	94	80	82	76	78	79	75	78
Creditor (Days)	56	61	69	71	72	77	76	72	73
<b>Leverage Ratio (x)</b>									
Current Ratio	2.9	2.9	2.7	3.2	2.9	3.2	3.1	2.9	3.4
Interest Cover Ratio	10	15	27	24	13	6	7	7	11
Debt/Equity	0.6	0.4	0.3	0.4	0.4	0.4	0.4	0.3	0.3

### Consolidated - Cash Flow Statement

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	2,848	4,256	7,044	5,580	6,952	5,472	6,294	7,183	9,709
Depreciation	1,055	1,370	1,515	1,586	1,845	2,073	2,255	2,660	2,772
Interest & Finance Charges	18	207	139	232	559	1,058	903	829	855
Direct Taxes Paid	-891	-1,191	-1,914	-1,450	-1,758	-1,903	-1,587	-1,606	-2,252
(Inc)/Dec in WC	-377	128	-2,749	-2,572	-103	-2,463	1,064	-2,329	-5,833
<b>CF from Operations</b>	<b>2,652</b>	<b>4,769</b>	<b>4,034</b>	<b>3,376</b>	<b>7,495</b>	<b>4,238</b>	<b>8,930</b>	<b>6,737</b>	<b>5,251</b>
Others	0	-7	291	-56	-27	156	0	-259	0
<b>CF from Operating incl EO</b>	<b>2,652</b>	<b>4,762</b>	<b>4,325</b>	<b>3,321</b>	<b>7,467</b>	<b>4,394</b>	<b>8,930</b>	<b>6,477</b>	<b>5,251</b>
(inc)/dec in FA	-2,544	-1,843	-2,710	-3,967	-4,107	-3,788	-7,248	-6,588	-4,149
(Pur)/Sale of Investments	-539	0	-2	0	2,035	159	-43	0	0
Others	267	237	-59	166	158	28	129	258	145
<b>CF from Investments</b>	<b>-2,816</b>	<b>-1,606</b>	<b>-2,771</b>	<b>-3,801</b>	<b>-1,914</b>	<b>-3,602</b>	<b>-7,163</b>	<b>-6,330</b>	<b>-4,004</b>
Issue of Shares	195	0	41	37	-3,084	32	169	0	0
(Inc)/Dec in Debt	-252	-1,534	-719	2,530	-600	1,435	1,397	-796	-830
Interest Paid	-285	-266	-263	-242	-533	-1,027	-1,032	-1,087	-1,000
Dividend Paid	-306	-307	-247	-372	-186	-363	-284	-284	-284
<b>CF from Fin. Activity</b>	<b>-102</b>	<b>-2,129</b>	<b>-2,993</b>	<b>1,900</b>	<b>-4,403</b>	<b>77</b>	<b>333</b>	<b>-2,166</b>	<b>-2,114</b>
<b>Inc/Dec of Cash</b>	<b>-266</b>	<b>1,027</b>	<b>-1,440</b>	<b>1,419</b>	<b>1,151</b>	<b>869</b>	<b>2,100</b>	<b>-2,019</b>	<b>-868</b>
Opening Balance	1,156	890	2,839	2,711	4,095	3,128	3,863	5,964	3,945
FX	-30	921	1,312	-35	-2,118	-134	0	0	0
<b>Closing Balance</b>	<b>891</b>	<b>2,839</b>	<b>2,711</b>	<b>4,095</b>	<b>3,128</b>	<b>3,863</b>	<b>5,964</b>	<b>3,945</b>	<b>3,077</b>

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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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