

Estimate change



TP change



Rating change



**CMP: INR611**

**TP: INR720 (+18%)**

**Buy**

## Beat on earnings; green shoots visible

### 4Q to witness further improvement in financial performance

- Laurus Lab (LAURUS) significantly beat our earnings estimates in 3QFY25, led by a scale-up in the CDMO segment. Commercial supplies (including launch quantities) led to strong 89% YoY growth in CDMO sales for the quarter. Apart from chemical synthesis-based CDMO, LAURUS is enhancing its capacities/capabilities in bio-based CDMO activities through a JV with Eight Roads (investment of INR1.6b to start with).
- We raise our earnings estimates by 4%/3%/3% for FY25/FY26/FY27 to factor in a) improved visibility for execution of CDMO contracts, b) a gradual uptick in ARV formulation sales, and c) better operating leverage. We value LAURUS at 40x 12M forward earnings to arrive at a TP of INR720.
- After six quarters of earnings decline, LAURUS has seen strong improvement in its financial performance. Over the past 2-3 years, LAURUS has invested considerably in the CDMO segment to build capacities to cater to customers' manufacturing requirements. In fact, it has certain contracts in hand to be executed over the medium term. It continues to invest in fermentation capacities to enhance its CDMO offerings. We estimate a strong 71% earnings CAGR over FY25-27. Reiterate BUY.

### Improved segmental mix, operating leverage drive margins YoY

- 3QFY25 revenues grew 18.4% YoY to INR14b (our est. INR13.3b). Synthesis business (28% of sales) was up 89% YoY at INR4b, led by advancing clinical project. FDF sales grew 19% YoY to INR4.4b (31% of sales). API sales (38% of sales) fell 7% YoY to INR5.6b. ARV API sales declined 11% YoY to INR3.1b due to capacity constraints. Other API segment sales grew 27% YoY to INR1.7b. Onco API sales declined 51% YoY to INR425m. Bio division sales (3% of sales) grew 14% YoY to INR480m.
- Gross margin (GM) expanded by 250bp YoY to 56.9%, due to a change in the segmental mix.
- EBITDA margin expanded by ~500bp YoY to 20.2% (our est: 17.3%) due to better operating leverage (other expenses down 280bp YoY as % of sales), offset by an increase in employee costs (up 40bp as % of sales).
- EBITDA grew 57.2% YoY to INR2.9b (est. INR2.3b).
- PAT jumped 3x YoY to INR923m (est. INR628m).
- In 9MFY25, revenue/EBITDA/PAT grew 6%/18%/44% to INR38.3b/6.3b/1.2b.

### Highlights from the management commentary

- Management has reiterated 20% EBITDA margin guidance for FY25.
- It expects 4QFY25 to witness further scale-up in business compared to 3Q.
- In CDMO business, the majority of growth came from human health CDMO for the quarter.

Bloomberg	LAURUS IN
Equity Shares (m)	539
M.Cap.(INRb)/(USDb)	324.9 / 3.8
52-Week Range (INR)	620 / 359
1, 6, 12 Rel. Per (%)	9/44/43
12M Avg Val (INR M)	1140

#### Financials & valuations (INR b)

Y/E MARCH	FY25E	FY26E	FY27E
Sales	53.5	63.9	72.9
EBITDA	10.1	13.9	16.8
Adj. PAT	2.7	5.8	8.0
EBIT Margin (%)	10.8	15.0	17.0
Cons. Adj. EPS (INR)	5.1	10.7	14.9
EPS Gr. (%)	68.7	110.2	39.5
BV/Sh. (INR)	80.7	89.7	102.3

#### Ratios

Net D:E	0.5	0.5	0.4
RoE (%)	6.5	12.5	15.5
RoCE (%)	6.3	9.9	11.9
Payout (%)	15.6	15.6	15.6

#### Valuations

P/E (x)	120.1	57.1	41.0
EV/EBITDA (x)	35.2	25.5	21.1
Div. Yield (%)	0.1	0.2	0.3
FCF Yield (%)	0.7	0.7	1.5
EV/Sales (x)	6.6	5.6	4.9

#### Shareholding pattern (%)

As On	Dec-24	Sep-24	Dec-23
Promoter	27.6	27.2	27.2
DII	12.7	13.1	11.1
FII	25.6	26.1	25.4
Others	34.1	33.7	36.3

FII includes depository receipts

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

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## Consolidated- Quarterly Earning

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E	FY25E	vs Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
<b>Net Sales</b>	<b>11,818</b>	<b>12,245</b>	<b>11,949</b>	<b>14,397</b>	<b>11,949</b>	<b>12,237</b>	<b>14,151</b>	<b>15,179</b>	<b>50,408</b>	<b>53,516</b>	<b>13,340</b>	<b>6.1</b>
YoY Change (%)	-23.2	-22.3	-22.6	4.3	1.1	-0.1	18.4	5.4	-16.6	6.2	11.6	
<b>EBITDA</b>	<b>1,667</b>	<b>1,879</b>	<b>1,814</b>	<b>2,415</b>	<b>1,712</b>	<b>1,783</b>	<b>2,852</b>	<b>3,714</b>	<b>7,775</b>	<b>10,061</b>	<b>2,308</b>	<b>23.6</b>
YoY Change (%)	-63.3	-58.1	-55.0	-15.4	2.7	-5.1	57.2	53.8	-51.2	29.4	27.2	
Margins (%)	14.1	15.3	15.2	16.8	14.3	14.6	20.2	24.5	15.4	18.8	17.3	-2.85
Depreciation	906	934	984	1,023	1,061	1,075	1,061	1,109	3,846	4,306	1,040	
<b>EBIT</b>	<b>762</b>	<b>945</b>	<b>830</b>	<b>1,392</b>	<b>651</b>	<b>708</b>	<b>1,791</b>	<b>2,605</b>	<b>3,929</b>	<b>5,755</b>	<b>1,268</b>	<b>41.2</b>
YoY Change (%)	-80.1	-74.3	-74.0	-29.9	-14.5	-25.1	115.7	87.1	-69.0	46.5	52.7	
Margins (%)	6.4	7.7	6.9	9.7	5.5	5.8	12.7	17.2	7.8	10.8	9.5	
Interest	392	424	508	505	492	526	578	540	1,829	2,136	512	
Other Income	36	18	24	185	25	46	94	102	263	268	90	
<b>PBT before EO expense</b>	<b>406</b>	<b>539</b>	<b>346</b>	<b>1,073</b>	<b>185</b>	<b>228</b>	<b>1,307</b>	<b>2,168</b>	<b>2,364</b>	<b>3,887</b>	<b>846</b>	<b>54.5</b>
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
<b>PBT</b>	<b>406</b>	<b>539</b>	<b>346</b>	<b>1,073</b>	<b>185</b>	<b>228</b>	<b>1,307</b>	<b>2,168</b>	<b>2,364</b>	<b>3,887</b>	<b>846</b>	<b>54.5</b>
Tax	122	146	95	320	63	51	401	576	682	1,090	203	
Rate (%)	30.0	27.0	27.3	29.8	33.9	22.3	30.7	26.6	28.8	28.1	24.0	
MI & Profit/Loss of Asso. Cos.	16	24	20	-3	-5	-21	-17	101	57	58	15	
<b>Reported PAT</b>	<b>268</b>	<b>370</b>	<b>231</b>	<b>756</b>	<b>127</b>	<b>198</b>	<b>923</b>	<b>1,493</b>	<b>1,625</b>	<b>2,741</b>	<b>628</b>	<b>47.0</b>
<b>Adj PAT</b>	<b>268</b>	<b>370</b>	<b>231</b>	<b>756</b>	<b>127</b>	<b>198</b>	<b>923</b>	<b>1,493</b>	<b>1,625</b>	<b>2,741</b>	<b>628</b>	<b>47.0</b>
YoY Change (%)	-89.4	-84.2	-88.6	-28.1	-52.7	-46.3	298.9	97.4	-79.6	68.7	171.3	
Margins (%)	2.3	3.0	1.9	5.3	1.1	1.6	6.5	9.8	3.2	5.1	4.7	

E: MOSL Estimates

## Key performance Indicators (Consolidated)

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			
<b>API</b>	6.0	6.3	5.7	7.5	6.6	5.6	5.3	4.7	25.5	22.2	6.1
YoY Change (%)	2.4	(7.5)	(9.2)	4.3	11.2	(11.4)	(7.5)	(36.6)	(2.5)	(12.6)	6.6
<b>Custom Synthesis</b>	2.5	2.2	2.1	2.4	2.1	3.0	4.0	6.1	9.2	15.2	3.4
YoY Change (%)	(56.7)	(68.9)	(67.0)	3.5	(14.4)	33.5	88.7	157.8	(57.5)	65.0	62.0
<b>Formulation</b>	2.9	3.3	3.7	4.3	2.7	3.3	4.4	3.8	14.1	14.1	3.3
YoY Change (%)	(18.3)	122.8	47.4	9.4	(3.9)	(1.2)	18.8	(12.6)	24.0	0.0	(10.0)
<b>Cost Break-up</b>											
RM Cost (% of Sales)	49.4	47.5	45.6	50.2	44.9	44.8	43.1	41.7	48.3	43.5	44.2
Staff Cost (% of Sales)	13.5	13.4	13.0	11.2	14.6	14.6	13.4	12.3	12.7	13.6	13.5
R&D Expenses(% of Sales)	4.1	4.7	3.6	4.5	5.4	5.5	4.2	4.3	3.4	3.2	3.2
Other Cost (% of Sales)	22.9	23.8	26.2	21.9	26.2	26.0	23.4	21.6	23.6	24.1	25.0
Gross Margins (%)	50.6	52.5	54.4	49.8	55.1	55.2	56.9	58.3	51.7	56.5	55.8
EBITDA Margins (%)	14.1	15.3	15.2	16.8	14.3	14.6	20.2	24.5	15.4	18.8	17.3
EBIT Margins (%)	6.4	7.7	6.9	9.7	5.5	5.8	12.7	17.2	7.8	10.8	9.5

E: MOFSL Estimates

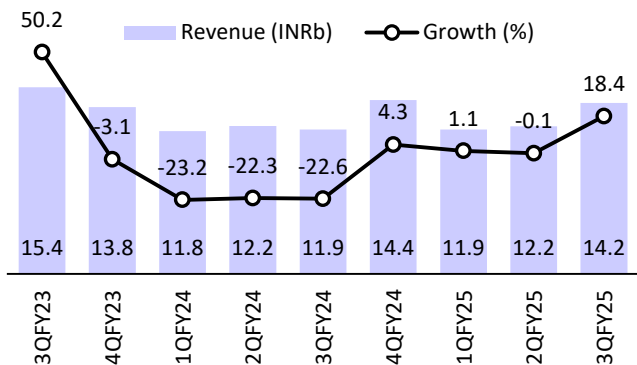


## Other highlights from the management commentary

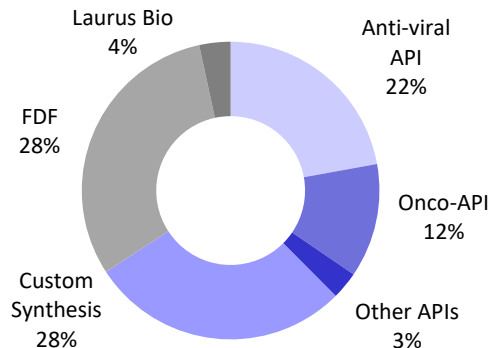
- Laurus Bio has signed a definitive agreement to raise INR1.2b equity investment from Eight Roads Ventures and F-Prime Capital. It is investing additional INR400m in this JV, which is building a 400KL fermentation facility in Vizag by CY26 end.
- Tech transfer for KRKA JV is on track; full expanded formulation lines to come online by Dec'25.
- FY26 may see healthy traction in animal health CDMO segment.
- ARV formulation business was INR3b for the quarter.
- ND at the end of 3QFY25 was INR27b.
- API growth prospects to be better going forward on the back of new products.

**Key exhibits**

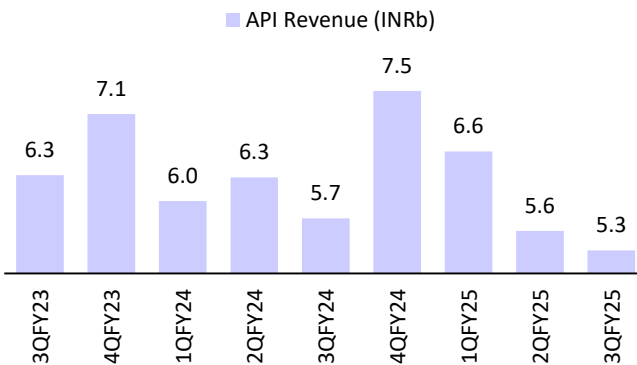
**Exhibit 1: Revenue grew 18.4% YoY in 3QFY25**



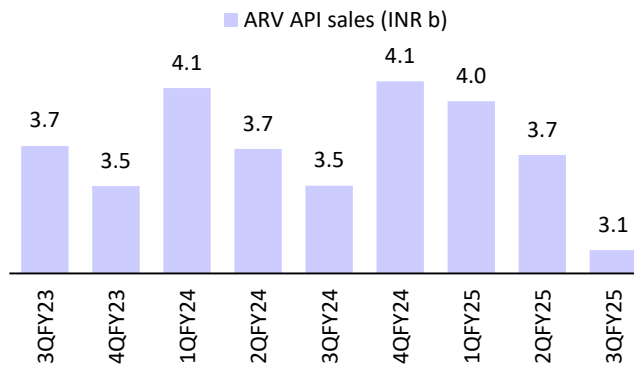
**Exhibit 2: Share of FDF/CS stood at 28% in 3QFY25**



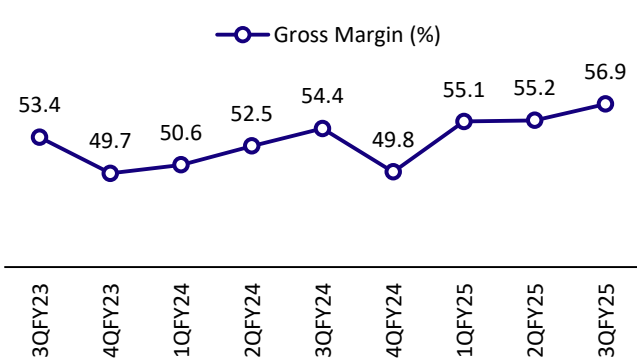
**Exhibit 3: API sales declined 7.5% YoY**



**Exhibit 4: ARV-API sales declined 11% YoY in 3QFY25**

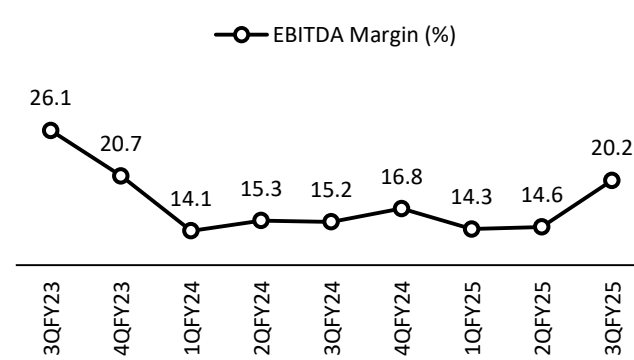


**Exhibit 5: Gross margin expanded 250bp YoY in 3QFY25**



Source: MOFSL, Company

**Exhibit 6: EBITDA margin expanded ~500bp YoY**



Source: MOFSL, Company

## Revival in CDMO to drive strong earnings growth

### New contracts/capex coming online to drive growth in CDMO business

- In 9MFY25, CDMO sales grew 33% YoY to INR9b, aided by the ramp-up of new assets and execution on the clinical pipeline.
- LAURUS is witnessing encouraging RFPs and signings in the early/mid/late phase projects involving complex chemistry.
- The ramp up of its animal health DS facility is on track. The crop protection facility qualification is targeted by the end of FY25.
- With over 20 projects ongoing in the animal and crop protection segments, LAURUS expects to reach peak benefits in FY27/28.
- We expect the CDMO business to clock a 26% CAGR over FY25-27 to INR24.2b.

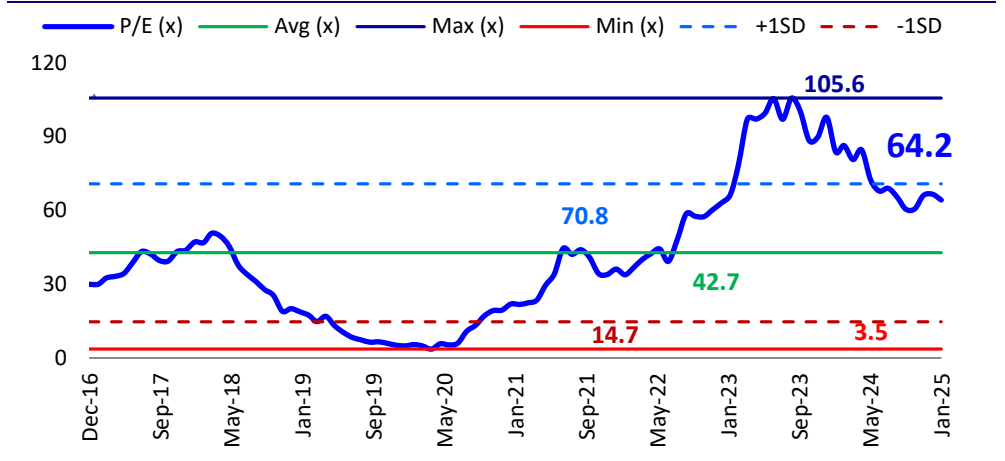
### Healthy order book in non-ARV FDF and gradual ramp-up of API lines to drive growth

- In 9MFY25, ARV formulation sales grew ~2% YoY to INR6.7b due to volume off-take in the ARV business. The ARV-API segment declined in 9MFY25 owing to capacity constraints due to the modification of its plant.
- In 9MFY25, non-ARV FDF sales grew 13% YoY, led by a ramp-up in US launches amid industry supply challenges and a healthy order book.
- Further, on the non-ARV-API front, growth was flat in 9MFY25 due to the rescheduling of supply of certain Onco APIs.
- LAURUS has signed a JV agreement with KRKA to expand into new markets and strengthen its US portfolio. Tech transfer has begun, and LAURUS expects the formulation line to come up in Dec'25.
- Accordingly, we expect the non-ARV segment (FDF and API) sales to register a CAGR of 29% over FY25-27 to reach INR22.6b.

### Reiterate BUY

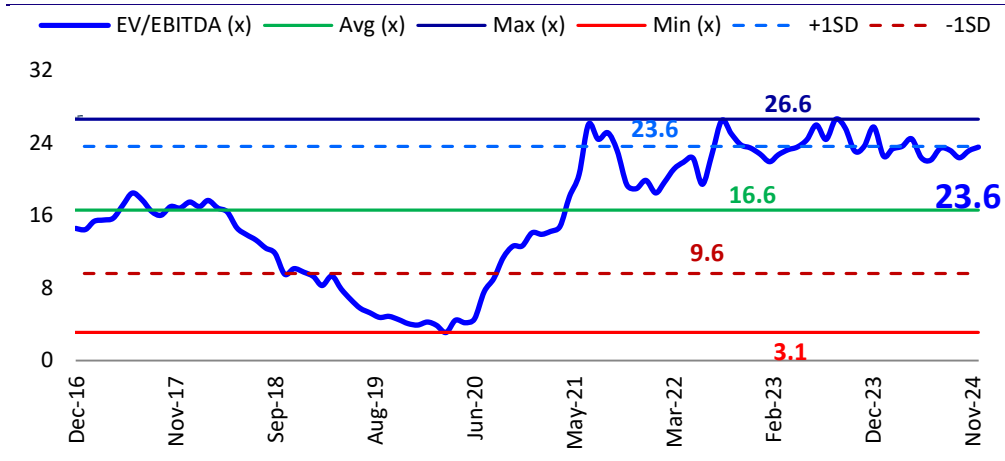
- We raise our earnings estimates by 4%/3%/3% for FY25/FY26/FY27 to factor in a) improved visibility for execution of CDMO contracts, b) a gradual uptick in ARV formulation sales, and c) better operating leverage. We value LAURUS at 40x 12M forward earnings to arrive at a TP of INR720.
- After six quarters of earnings decline, LAURUS has seen strong improvement in financial performance. Over the past 2-3 years, it has invested considerably in the CDMO segment to build capacities to cater to customers' manufacturing requirements. In fact, it has certain contracts in hand to be executed over the medium term. It continues to invest in fermentation capacities to enhance its CDMO offerings. We estimate a strong 71% earnings CAGR over FY25-27. Reiterate BUY.

**Exhibit 7: P/E chart**



Source: MOFSL, Company, Bloomberg

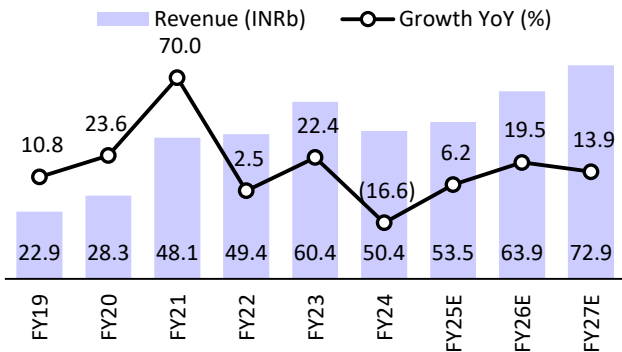
**Exhibit 8: EV/EBITDA chart**



Source: MOFSL, Company, Bloomberg

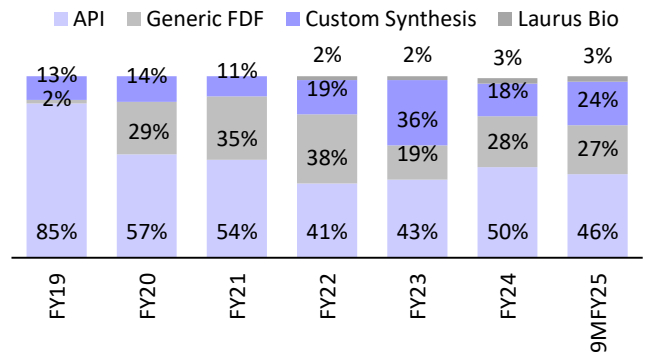
Story in charts

Exhibit 9: Likely to post a sales CAGR of 17% over FY25-27



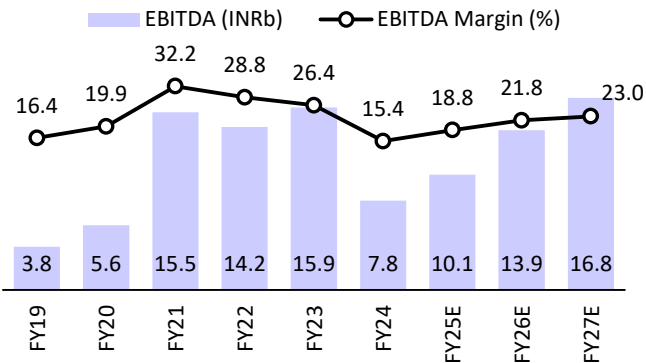
Source: MOFSL, Company

Exhibit 10: Diversified revenue mix



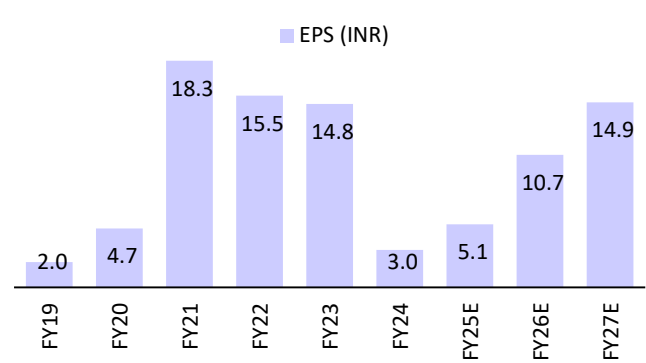
Source: MOFSL, Company

Exhibit 11: EBITDA CAGR to be 29% over FY25-27



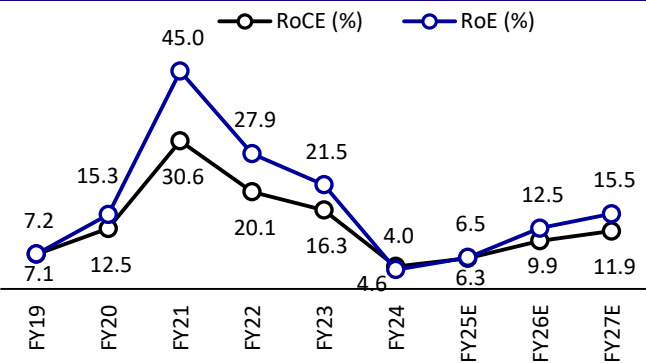
Source: MOFSL, Company

Exhibit 12: Expect a strong EPS trajectory over FY25-27



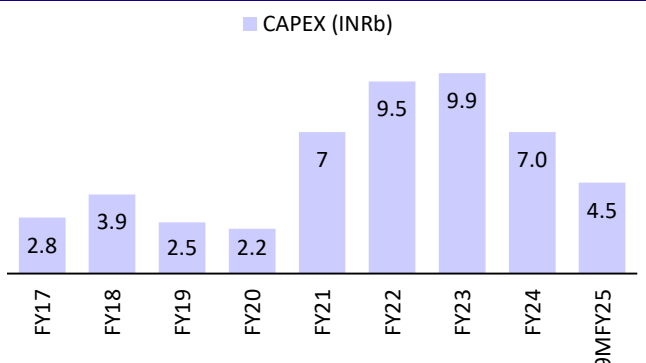
Source: MOFSL, Company

Exhibit 13: Return ratios to bottom out in FY25



Source: MOFSL, Company

Exhibit 14: Significant investments in capex since FY21



Source: MOFSL, Company

## Financials and valuations

### Consolidated - Income Statement

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Total Income from Operations</b>	<b>22,919</b>	<b>28,317</b>	<b>48,135</b>	<b>49,356</b>	<b>60,406</b>	<b>50,408</b>	<b>53,516</b>	<b>63,935</b>	<b>72,851</b>
Change (%)	10.8	23.6	70.0	2.5	22.4	-16.6	6.2	19.5	13.9
<b>Total Expenditure</b>	<b>19,155</b>	<b>22,672</b>	<b>32,628</b>	<b>35,131</b>	<b>44,483</b>	<b>42,633</b>	<b>43,455</b>	<b>49,997</b>	<b>56,096</b>
% of Sales	83.6	80.1	67.8	71.2	73.6	84.6	81.2	78.2	77.0
<b>EBITDA</b>	<b>3,764</b>	<b>5,645</b>	<b>15,507</b>	<b>14,224</b>	<b>15,923</b>	<b>7,775</b>	<b>10,061</b>	<b>13,938</b>	<b>16,756</b>
Margin (%)	16.4	19.9	32.2	28.8	26.4	15.4	18.8	21.8	23.0
Depreciation	1,642	1,873	2,051	2,515	3,241	3,846	4,306	4,349	4,356
<b>EBIT</b>	<b>2,122</b>	<b>3,773</b>	<b>13,456</b>	<b>11,709</b>	<b>12,682</b>	<b>3,929</b>	<b>5,755</b>	<b>9,588</b>	<b>12,399</b>
Int. and Finance Charges	882	896	682	1,024	1,652	1,829	2,136	1,934	1,746
Other Income	162	59	237	153	60	263	268	320	364
<b>PBT bef. EO Exp.</b>	<b>1,402</b>	<b>2,936</b>	<b>13,011</b>	<b>10,839</b>	<b>11,090</b>	<b>2,364</b>	<b>3,887</b>	<b>7,974</b>	<b>11,017</b>
EO Items	-204	0	0	0	0	0	0	0	0
<b>PBT after EO Exp.</b>	<b>1,198</b>	<b>2,936</b>	<b>13,011</b>	<b>10,839</b>	<b>11,090</b>	<b>2,364</b>	<b>3,887</b>	<b>7,974</b>	<b>11,017</b>
Total Tax	260	383	3,173	2,514	3,123	684	1,088	2,153	2,920
Tax Rate (%)	21.7	13.1	24.4	23.2	28.2	28.9	28.0	27.0	26.5
Minority Interest	0	0	0	2	32	55	58	61	64
<b>Reported PAT</b>	<b>938</b>	<b>2,553</b>	<b>9,838</b>	<b>8,322</b>	<b>7,965</b>	<b>1,625</b>	<b>2,741</b>	<b>5,760</b>	<b>8,034</b>
<b>Adjusted PAT</b>	<b>1,097</b>	<b>2,553</b>	<b>9,838</b>	<b>8,322</b>	<b>7,965</b>	<b>1,625</b>	<b>2,741</b>	<b>5,760</b>	<b>8,034</b>
Change (%)	-34.5	132.6	285.4	-15.4	-4.3	-79.6	68.7	110.2	39.5
Margin (%)	4.8	9.0	20.4	16.9	13.2	3.2	5.1	9.0	11.0

### Consolidated - Balance Sheet

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	1,064	1,069	1,073	1,075	1,077	1,077	1,077	1,077	1,077
Total Reserves	14,520	16,629	24,902	32,437	39,298	40,032	42,344	47,205	53,984
minority interest			32	79	111	46	46	46	46
<b>Net Worth</b>	<b>15,584</b>	<b>17,698</b>	<b>26,007</b>	<b>33,591</b>	<b>40,487</b>	<b>41,155</b>	<b>43,468</b>	<b>48,328</b>	<b>55,108</b>
Minority Interest	0	0	0	0	0	0	0	0	0
Total Loans	10,030	10,123	13,871	17,320	21,006	26,115	26,615	27,115	26,615
Deferred Tax Liabilities	-534	-739	192	691	825	570	570	570	570
<b>Capital Employed</b>	<b>25,081</b>	<b>27,081</b>	<b>40,070</b>	<b>51,602</b>	<b>62,317</b>	<b>67,842</b>	<b>70,654</b>	<b>76,015</b>	<b>82,294</b>
Gross Block	20,976	23,821	27,949	35,283	46,085	54,745	61,627	68,204	74,629
Less: Accum. Deprn.	4,783	6,655	8,706	11,221	14,462	18,308	22,613	26,963	31,319
<b>Net Fixed Assets</b>	<b>16,193</b>	<b>17,166</b>	<b>19,243</b>	<b>24,062</b>	<b>31,623</b>	<b>36,437</b>	<b>39,014</b>	<b>41,241</b>	<b>43,310</b>
Goodwill on Consolidation	97	97	2,463	2,463	2,463	2,463	2,463	2,463	2,463
Capital WIP	1,096	672	3,622	8,132	5,508	4,228	4,346	3,969	4,044
<b>Total Investments</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>308</b>	<b>993</b>	<b>1,714</b>	<b>1,714</b>	<b>1,714</b>	<b>1,714</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>15,357</b>	<b>18,589</b>	<b>32,145</b>	<b>34,715</b>	<b>36,017</b>	<b>39,028</b>	<b>39,451</b>	<b>45,404</b>	<b>51,645</b>
Inventory	6,819	9,052	15,755	17,603	16,848	18,454	18,453	21,232	23,821
Account Receivables	7,099	7,914	13,061	13,542	15,804	16,629	17,008	19,969	22,554
Cash and Bank Balance	30	17	485	759	485	1,417	1,306	997	1,616
Loans and Advances	1,408	1,605	2,845	2,811	2,880	2,528	2,684	3,207	3,654
<b>Curr. Liability &amp; Prov.</b>	<b>7,697</b>	<b>9,477</b>	<b>17,437</b>	<b>18,079</b>	<b>14,287</b>	<b>16,029</b>	<b>16,333</b>	<b>18,777</b>	<b>20,882</b>
Account Payables	4,883	6,156	11,787	8,764	7,107	10,512	10,477	11,780	12,910
Other Current Liabilities	2,449	2,753	4,894	7,753	6,165	4,334	4,601	5,496	6,263
Provisions	365	568	757	1,562	1,016	1,183	1,256	1,500	1,709
<b>Net Current Assets</b>	<b>7,660</b>	<b>9,112</b>	<b>14,708</b>	<b>16,637</b>	<b>21,730</b>	<b>22,999</b>	<b>23,118</b>	<b>26,628</b>	<b>30,763</b>
<b>Appl. of Funds</b>	<b>25,081</b>	<b>27,081</b>	<b>40,070</b>	<b>51,602</b>	<b>62,317</b>	<b>67,842</b>	<b>70,654</b>	<b>76,015</b>	<b>82,294</b>

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Basic (INR)</b>									
<b>EPS</b>	<b>2.0</b>	<b>4.7</b>	<b>18.3</b>	<b>15.5</b>	<b>14.8</b>	<b>3.0</b>	<b>5.1</b>	<b>10.7</b>	<b>14.9</b>
Cash EPS	5.1	8.2	22.1	20.1	20.8	10.2	13.1	18.8	23.0
BV/Share	28.9	32.9	48.3	62.4	75.2	76.4	80.7	89.7	102.3
DPS	0.3	0.6	2.0	2.0	1.9	0.4	0.7	1.4	1.9
Payout (%)	20.4	15.1	13.1	15.6	15.6	15.6	15.6	15.6	15.6
<b>Valuation (x)</b>									
P/E	299.9	128.9	33.5	39.5	41.3	202.5	120.1	57.1	41.0
Cash P/E	120.1	74.4	27.7	30.4	29.4	60.2	46.7	32.6	26.6
P/BV	21.1	18.6	12.7	9.8	8.1	8.0	7.6	6.8	6.0
EV/Sales	14.8	12.0	7.1	7.0	5.8	7.0	6.6	5.6	4.9
EV/EBITDA	90.1	60.1	22.1	24.3	22.0	45.5	35.2	25.5	21.1
Dividend Yield (%)	0.0	0.1	0.3	0.3	0.3	0.1	0.1	0.2	0.3
FCF per share	0.7	2.0	0.9	0.6	0.1	-1.6	3.2	3.3	7.1
<b>Return Ratios (%)</b>									
RoE	7.2	15.3	45.0	27.9	21.5	4.0	6.5	12.5	15.5
RoCE	7.1	12.5	30.6	20.1	16.3	4.6	6.3	9.9	11.9
RoIC	7.2	13.0	32.7	23.0	18.6	4.8	6.7	10.6	12.6
<b>Working Capital Ratios</b>									
Fixed Asset Turnover (x)	1.1	1.2	1.7	1.4	1.3	0.9	0.9	0.9	1.0
Asset Turnover (x)	0.9	1.0	1.2	1.0	1.0	0.7	0.8	0.8	0.9
Inventory (Days)	109	117	119	130	102	134	126	121	119
Debtor (Days)	113	102	99	100	95	120	116	114	113
Creditor (Days)	78	79	89	65	43	76	71	67	65
<b>Leverage Ratio (x)</b>									
Current Ratio	2.0	2.0	1.8	1.9	2.5	2.4	2.4	2.4	2.5
Interest Cover Ratio	2.4	4.2	19.7	11.4	7.7	2.1	2.7	5.0	7.1
Net Debt/Equity	0.6	0.6	0.5	0.5	0.5	0.6	0.5	0.5	0.4

### Consolidated - Cash Flow Statement

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	1,198	2,936	13,011	10,839	11,089	2,364	3,887	7,974	11,017
Depreciation	1,642	1,873	2,051	2,515	3,241	3,846	4,306	4,349	4,356
Interest & Finance Charges	720	837	579	862	1,455	1,750	1,868	1,615	1,382
Direct Taxes Paid	-260	-383	-2,285	-1,823	-2,855	-1,046	-1,088	-2,153	-2,920
(Inc)/Dec in WC	-187	-1,465	-5,941	-3,416	-3,153	-332	-229	-3,818	-3,517
<b>CF from Operations</b>	<b>3,113</b>	<b>3,797</b>	<b>7,415</b>	<b>8,977</b>	<b>9,778</b>	<b>6,581</b>	<b>8,743</b>	<b>7,967</b>	<b>10,319</b>
Others	-136	-323	-85	135	161	33	0	0	0
<b>CF from Operating incl EO</b>	<b>2,977</b>	<b>3,474</b>	<b>7,330</b>	<b>9,111</b>	<b>9,939</b>	<b>6,615</b>	<b>8,743</b>	<b>7,967</b>	<b>10,319</b>
(Inc)/Dec in FA	-2,589	-2,421	-6,839	-8,767	-9,875	-7,476	-7,000	-6,200	-6,500
<b>Free Cash Flow</b>	<b>387</b>	<b>1,053</b>	<b>491</b>	<b>344</b>	<b>64</b>	<b>-862</b>	<b>1,743</b>	<b>1,767</b>	<b>3,819</b>
(Pur)/Sale of Investments	0	0	-2,584	-393	-223	-800	0	0	0
Others	60	210	13	17	137	52	268	320	364
<b>CF from Investments</b>	<b>-2,529</b>	<b>-2,211</b>	<b>-9,410</b>	<b>-9,143</b>	<b>-9,961</b>	<b>-8,224</b>	<b>-6,732</b>	<b>-5,880</b>	<b>-6,136</b>
Issue of Shares	4	5	74	43	74	26	0	0	0
Inc/(Dec) in Debt	429	139	3,804	1,968	2,138	5,078	500	500	-500
Interest Paid	-882	-896	-580	-850	-1,404	-1,743	-2,136	-1,934	-1,746
Dividend Paid	-191	-384	-750	-859	-1,075	-862	-428	-900	-1,255
Others	193	-140	0	5	13	43	-59	-63	-66
<b>CF from Fin. Activity</b>	<b>-448</b>	<b>-1,277</b>	<b>2,547</b>	<b>307</b>	<b>-253</b>	<b>2,541</b>	<b>-2,123</b>	<b>-2,397</b>	<b>-3,567</b>
<b>Inc/Dec of Cash</b>	<b>0</b>	<b>-14</b>	<b>467</b>	<b>275</b>	<b>-275</b>	<b>932</b>	<b>-112</b>	<b>-310</b>	<b>617</b>
<b>Opening Balance</b>	<b>29</b>	<b>28</b>	<b>15</b>	<b>483</b>	<b>757</b>	<b>482</b>	<b>1,415</b>	<b>1,306</b>	<b>997</b>
<b>Closing balance</b>	<b>28</b>	<b>15</b>	<b>483</b>	<b>757</b>	<b>482</b>	<b>1,415</b>	<b>1,306</b>	<b>997</b>	<b>1,616</b>
Bank balance	2	2	2	2	2	1	0	0	0
<b>Total Cash and Cash equivalent</b>	<b>30</b>	<b>17</b>	<b>485</b>	<b>759</b>	<b>485</b>	<b>1,417</b>	<b>1,306</b>	<b>997</b>	<b>1,616</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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