

HCL Technologies

Estimate change	↔
TP change	↔
Rating change	↔

CMP: INR1,989 TP: INR2,400 (+21%) Buy

Guidance upgrade dampens enthusiasm

3Q organic revenues miss estimates, but CY25 outlook upbeat

■ HCL Technologies (HCLT) reported a revenue of USD3.5b, up 3.8% QoQ and 4.1% YoY in constant currency (CC), above our estimate of 3.7% QoQ CC growth (largely owing to one-month inorganic contribution from HPE CTG acquisition). EBIT margins came in at 19.5%, beating our estimate of 19.1%. New deal TCV stood at USD2.1b (down 5.5% QoQ) in 3QFY25. For FY25, the revenue growth guidance has been upgraded to 4.5%-5.0% YoY cc (including a ~50bp contribution from the HPE CTG acquisition, with organic growth at 4.0%-4.5%) from the earlier range of 3.5%-5.0%. For 4QFY25, the implied organic growth for IT&BS is now in the range of -1.6% to +0.6% QoQ in cc, which is a downgrade, in our view. For 9MFY25, revenue/EBIT/PAT grew 6.6%/6.5%/11.7% compared to 9MFY24. We expect revenue/EBIT/PAT to grow by 7.3%/6.6%/7.3% YoY in 4QFY25. We reiterate our BUY rating on HCLT with a TP of INR2,400, implying a 21% potential upside.

Bloomberg	HCLT IN
Equity Shares (m)	2714
M.Cap.(INRb)/(USD\$b)	5398.6 / 62.4
52-Week Range (INR)	2012 / 1235
1, 6, 12 Rel. Per (%)	8/33/24
12M Avg Val (INR M)	5182

Financials & Valuations (INR b)

Y/E Mar	FY25E	FY26E	FY27E
Sales	1,174	1,299	1,419
EBIT Margin (%)	18.2	18.9	18.8
PAT	174	198	219
EPS (INR)	63.8	72.7	80.7
EPS Gr. (%)	10.2	14.0	11.0
BV/Sh. (INR)	248	245	241

Ratios

RoE (%)	25.6	29.6	33.2
RoCE (%)	22.8	26.6	29.5
Payout (%)	90.0	90.0	90.0

Valuations

P/E (x)	31.2	27.3	24.6
P/BV (x)	8.0	8.1	8.3
EV/EBITDA (x)	21.0	18.2	16.7
Div Yield (%)	2.9	3.3	3.7

Shareholding pattern (%)

As On	Sep-24	Jun-24	Sep-23
Promoter	60.8	60.8	60.8
DII	15.8	15.8	15.7
FII	18.9	18.7	19.0
Others	4.5	4.7	4.5

FII Includes depository receipts

Our view: Implied 4Q growth for IT&BS soft

- HCLT's 3Q numbers and 4Q guidance were underwhelming. The implied organic growth rate for IT&BS in 4Q is approximately 0.6% in CC at the upper end of the guidance. Management attributed this to a planned ramp-down in the Verizon deal and some project completions. However, in an environment where short-cycle deals are gaining momentum, the slower ramp-up of discretionary deals in 4Q is a dampener.
- We previously argued HCLT should trade at a roughly 10% premium to Infosys (see our [1QFY25 HCLT RU - Steady now, strong ahead](#)). This was owing to its superior outperformance to its peers over the past 2-3 years, with improving capital allocation and free cash flow metrics.
- Valuation parity is now achieved for the big three—HCLT, TCS, and Infosys. The hurdle rate for HCLT to now re-rate is higher than its peers.
- Nonetheless, we believe HCLT's diversified portfolio is well-positioned. Often perceived as defensive, its strengths in data, product engineering, and modernization should enable it to benefit from the recovering demand environment.
- More importantly, a 23% increase in ACV (which HCLT started reporting this quarter) despite a muted TCV bodes well for short-cycle deals and should continue to benefit HCLT in the medium term.

Valuations and changes in estimates

- We expect HCLT to deliver 18.2% EBIT margin in FY25, which should recover to 18.9% in FY26 as growth improves. We expect HCLT to deliver a CAGR of 7.5%/11.7% in USD revenue/INR PAT over FY25-27E. We keep our estimates largely unchanged.

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Beat on revenues and margins

- Revenue grew 3.8% QoQ in CC vs. our estimate of 3.7% growth (lower than consensus estimates of 4.2%). New deal TCV stood at USD2.1b (down 5.5% QoQ, up 8.7% YoY) in 3QFY25.
- IT business/ER&D business/P&P grew by 1.5%/5.4%/18.7% QoQ CC.
- EBIT margin was 19.5%, beating our estimate of 19.1%.
- For FY25, revenue growth guidance was upgraded to 4.5%-5.0% YoY in CC (similar for IT Services) from 3.5%-5.0%. EBIT margin guidance was maintained at 18.0-19.0% in FY25.
- PAT was up 8.4% at INR46b (up 5.5% YoY) vs. our est. of INR45b.
- LTM attrition was up 30bp QoQ at 13.2%. Net employee headcount increased 1.0% QoQ in 3QFY25. HCLT added 2,014 freshers (2,932 in 2Q) in this quarter.
- LTM FCF-to-net income stood at 134%.
- HCLT declared an interim dividend of INR18/share, including a special dividend of INR6/share.

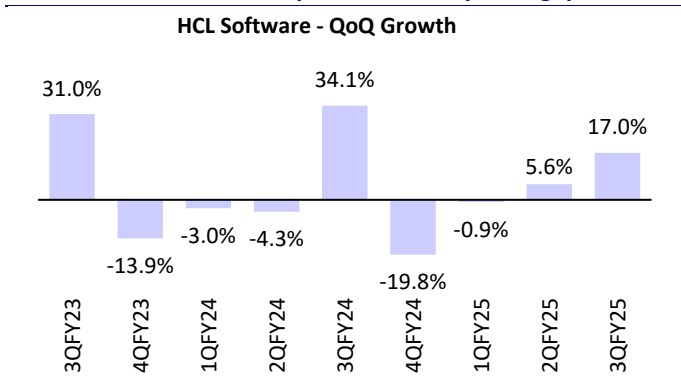
Key highlights from the management commentary

- The company anticipates increased technology spending in CY25, driven by transformation and efficiency-related initiatives. Discretionary spending is expected to improve overall.
- Growth in small deals was observed, aligning with client spending patterns. Deals were largely driven by AI transformation projects, with a noticeable reduction in average deal cycles.
- **4Q outlook:** A planned reduction in megadeals is expected. Discretionary deal ramp-ups in the telecom sector will taper off in 4Q. Declines are anticipated in the telecom and retail sectors in 4Q, leading to a softer quarter.
- **BFSI:** The company sees continued momentum in client spending. AI adoption is moving from proof-of-concepts (POCs) to enterprise-level implementations in this vertical. Medium and large-sized deals in platform modernization enabled by AI are being observed in Europe.
- **Margin walk:** Software business contributed 114bp improvement, while services dropped 22bp.
- **Guidance:** For FY25, the revenue growth guidance has been upgraded to 4.5%-5.0% YoY cc (including ~50bp contribution from the HPE CTG acquisition, with organic growth at 4.0%-4.5%) from the earlier range of 3.5%-5.0%. Implied organic growth rate for IT Services in 4Q is now 1.6% to 0.6% QoQ. EBIT margin guidance maintained at 18.0%-19.0%.

Valuation and view

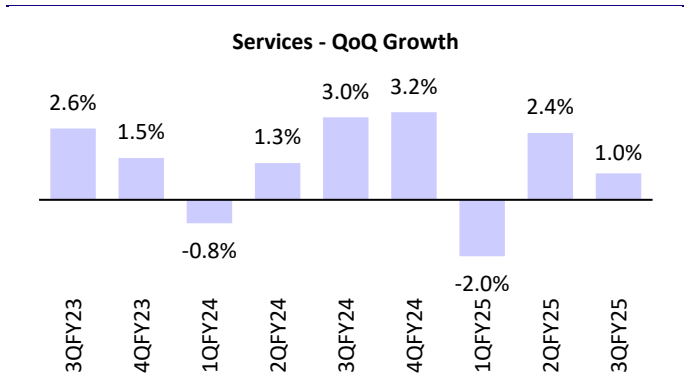
- We expect HCLT to deliver 18.2% EBIT margin in FY25, which should recover to 18.9% in FY26 as growth improves. We expect HCLT to deliver a CAGR of 7.5%/11.7% in USD revenue/INR PAT over FY25-27E. We keep our estimates largely unchanged. Reiterate **BUY** with a TP of INR2,400 (based on 30x FY27E EPS).

Exhibit 1: P&P business reports seasonally strong quarter



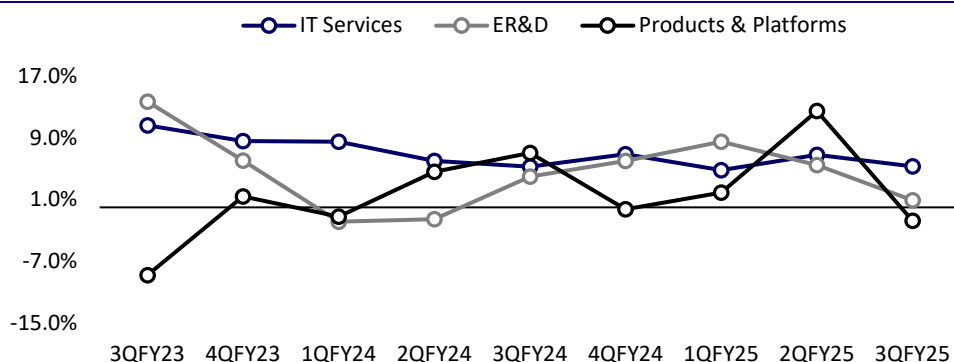
Source: MOFSL, Company

Exhibit 2: For 4Q, implied organic growth for ITB&S to range -1.6% to +0.6% QoQ in cc



Source: MOFSL, Company

Exhibit 3: P&P business posts sub-par YoY growth in 3Q primarily due to delays in renewals



Source: Company, MOFSL

Exhibit 4: All regions clock growth on YoY basis

Geographies (YoY CC Growth, %)	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25
Americas	10.7	15.0	13.0	17.5	18.2	12.3	10.0	7.3	3.9	6.7	6.8	8.0	7.5
Europe	9.0	12.0	13.6	22.5	21.8	23.3	14.6	10.5	3.9	1.7	5.5	3.0	4.2
ROW	14.9	25.8	15.0	18.2	13.7	11.6	1.4	-6.0	-3.6	-7.5	-7.1	-3.6	-2.6

Source: Company, MOFSL

Exhibit 5: Hi-tech and Telecom showing signs of recovery

Verticals (YoY CC Growth, %)	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25
Financial Services	13.5	10.2	16.4	15.4	8.8	9.6	14.4	12.5	12.9	12.1	-1.3	-4.5	-1.4
Manufacturing	12.2	16.6	19.1	21.8	21.2	11.8	16.5	3.3	5.8	9.8	3.5	7.1	0.0
Technology & Services	18.1	14.3	34.2	26.6	19.3	17.9	-7.0	-9.5	-9.2	-8.6	2.7	5.6	7.6
Retail & CPG	11.5	6.0	5.8	11.9	-3.8	11.8	3.2	8.1	11.7	8.2	9.7	6.2	17.2
Telecommunications, Media, Publishing & Entertainment	12.4	20.2	29.2	27.1	27.9	8.9	-11.7	-10.4	8.3	6.5	69.2	61.2	33.1
Lifesciences & Healthcare	21.3	18.5	15.7	14.4	19.5	1.6	13.4	9.8	0.5	5.4	-4.1	-2.8	-1.1
Public Services#	14.8	7.8	15.2	17.6	16.7	7.6	6.8	1.7	-0.6	0.1	-3.7	-2.0	-4.6

Source: Company, MOFSL

Quarterly performance

(INR b)

Y/E March	FY24				FY25E				FY24	FY25E	Est.	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QFY25	(%/bp)
Revenue (USD m)	3,200	3,225	3,415	3,430	3,364	3,445	3,533	3,555	13,270	13,897	3,553	-0.6
QoQ (%)	-1.1	0.8	5.9	0.4	-1.9	2.4	2.5	0.6	5.4	4.7	3.1	-60bp
Revenue (INR b)	263	267	284	285	281	289	299	306	1,099	1,174	300	-0.2
YoY (%)	12.1	8.0	6.5	7.1	6.7	8.2	5.1	7.3	8.3	6.8	5.3	-26bp
GPM (%)	35.6	36.2	36.7	35.0	34.5	34.9	35.6	33.7	35.9	34.7	35.0	56bp
SGA (%)	13.6	12.4	11.5	12.0	12.4	11.5	11.3	11.3	12.4	11.6	11.0	27bp
EBITDA	55	59	67	61	58	64	69	64	242	254	68	1.4
EBITDA margin (%)	20.8	22.3	23.5	21.4	20.6	22.1	23.0	21.0	22.0	21.7	22.6	38bp
EBIT	45	49	56	50	48	54	58	53	200	213	57	1.7
EBIT margin (%)	17.0	18.5	19.7	17.6	17.1	18.6	19.5	17.5	18.2	18.2	19.1	38bp
Other income	2	2	3	3	9	3	3	4	9	19	4	-13.5
ETR (%)	24.8	25.3	25.9	24.2	25.4	25.5	25.1	25.0	25.1	25.2	25.5	-42bp
Adjusted PAT	35	38	44	40	43	42	46	43	157	174	45	1.4
QoQ (%)	-11.2	8.4	13.5	-8.4	6.8	-0.5	8.4	-6.7			7.0	145bp
YoY (%)	7.6	9.8	6.2	0.1	20.5	10.5	5.5	7.4	5.7	10.6	4.1	141bp
EPS	13.0	14.1	16.0	14.7	15.7	15.6	16.9	15.8	57.9	63.8	16.7	1.4

Key Performance Indicators

Y/E March	FY24				FY25E			FY24
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	
Revenue (QoQ CC %)	-1.3	1.0	6.0	0.3	-1.6	1.6	3.8	
Costs (% of revenue)								
COGS	64.4	63.8	63.3	65.0	65.5	65.1	64.4	64.1
SGA	13.6	12.4	11.5	12.0	12.4	11.5	11.3	12.4
Margins								
Gross Margin	35.6	36.2	36.7	35.0	34.5	34.9	35.6	35.9
EBIT Margin	17.0	18.5	19.7	17.6	17.1	18.6	19.5	18.2
Net Margin	13.4	14.4	15.3	14.0	15.2	14.7	15.4	14.3
Operating metrics								
Headcount (k)	223	221	225	227	219	219	221	227
Attrition (%)	16.3	14.2	12.8	12.4	12.8	12.9	13.2	12.4
Key Verticals (YoY CC %)								
BFSI	14.4	12.5	12.9	12.1	-1.3	-4.5	-1.4	12.1
Manufacturing	16.5	3.3	5.8	9.8	3.5	7.1	0.0	9.8
Key Geographies (YoY CC %)								
North America	7.3	3.9	6.7	6.8	8.0	7.5	6.2	6.8
Europe	10.5	3.9	1.7	5.5	3.0	4.2	2.6	5.5



Key highlights from the management commentary

Demand and industry outlook

- The company anticipates increased technology spending in CY25, driven by transformation and efficiency-related initiatives. Discretionary spending is expected to improve overall.
- Growth in small deals was observed, aligning with client spending patterns. Deals were largely driven by AI transformation projects, with a noticeable reduction in average deal cycles.
- TCV moderated due to shorter-cycle deals, but Annual Contract Value (ACV) grew 23% YoY and 9% QoQ.
- **4Q outlook:** A planned reduction in megadeals is expected. Discretionary deal ramp-ups in the telecom sector will taper off in 4Q. The execution of one major project is nearing completion in 3Q. Declines are anticipated in the telecom and retail sectors in 4Q, leading to a softer quarter.
- No ramp-downs of megadeals are expected in FY26. Customer conversations are progressing positively regarding data estate modernization and app modernization.
- **BFSI:** HCLT sees continued momentum in client spending. AI adoption is moving from POCs to enterprise-level implementations in this vertical. Medium and large-sized deals in platform modernization enabled by AI are being observed in Europe.
- **Manufacturing:** The weakness in the automotive sector is expected to persist for 1-2 more quarters, while this gives time to construct large transformation deals. Excluding the automotive sector, the vertical shows promising performance, with discretionary spending led by SAP implementations.
- **Life Sciences and Healthcare:** Discretionary spending has not picked up yet.
- **Telecommunications and Media:** Growth was partly driven by the HPE CTG acquisition, contributing one month of inorganic growth. Discretionary spending by OEMs remains cautious, but there is focus on network modernization and client experience.
- **Retail & CPG:** Performance in the US retail sector was strong, driven by the completion of a significant project that contributed double-digit sequential growth. Overall improvement is being observed, and the pipeline looks promising. However, 4Q growth may moderate due to a one-off in this quarter.
- **IT business:** Organic growth for the services business in 4Q is estimated between -1.3% and 0.6%. Good projects were received in telecom and technology.
- **P&P:** Delayed renewals from some customers and new onboardings led to sub-par YoY growth, with caution expected in renewals in 4Q. SAP business continues to see strong interest due to S4HANA cloud implementation. Full-year growth is expected to be in the low single digits. Margins improved due to reduced costs, lower amortization, and product discontinuation.
- **Gen AI:** The cost of using large language models (LLMs) has dropped by 85% since 2023, making more use cases viable. Agentic AI presents significant opportunities, especially for cost optimization, and is expected to accelerate the adoption. Customers are increasingly focusing on leveraging AI for legacy modernization.

Margin performance

- EBIT margin stood at 19.5%. FCF conversion on LTM basis was 134%.
- EBIT margin improved by 93bp QoQ from 18.6% in 2QFY25.
- Margin walk: The margin improvement of 93bp QoQ in 3Q included 114bp from software business on account of improved margins in segment, offset by 22bp decline in IT services business.

Other highlights

- The management declared an interim dividend of INR18/share, including a special dividend of INR6/share.
- Cash generation has improved on the back of improved DSO performance. Total DSO, including unbilled, is currently at 77 days, an improvement of two days QoQ and nine days YoY.

Valuation and view

- We expect HCLT to deliver 18.2% EBIT margin in FY25, which should recover to 18.9% in FY26 as growth improves. We expect HCLT to deliver a CAGR of 7.5%/11.7% in USD revenue/INR PAT over FY25-27E. We keep our estimates largely unchanged. Reiterate **BUY** with a TP of INR2,400 (based on 30x FY27E EPS).

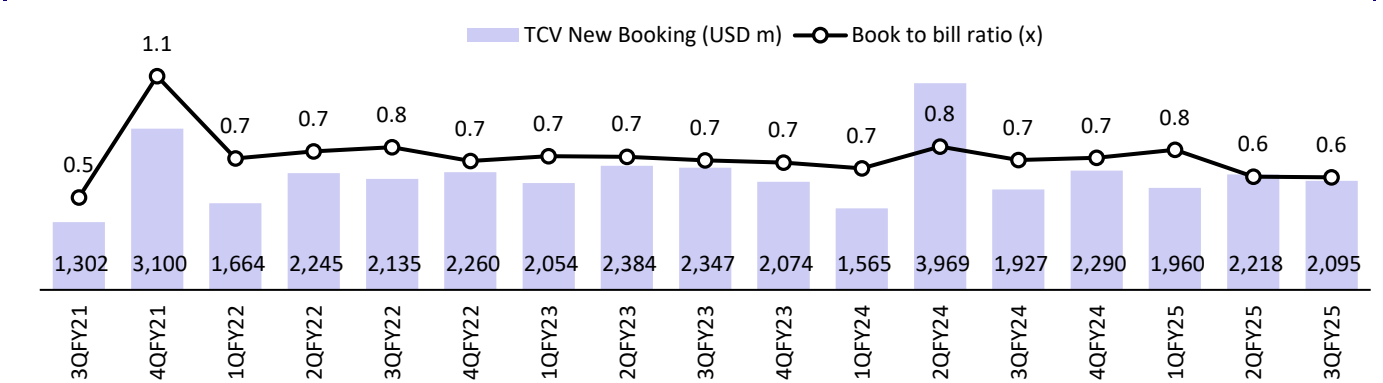
Exhibit 6: Revised estimates

	Revised			Earlier			Change		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
USD:INR	84.4	86.0	86.0	84.1	85.0	85.0	0.4%	1.2%	1.2%
Revenue (USD m)	13,897	15,101	16,505	13,926	15,180	16,589	-0.2%	-0.5%	-0.5%
Growth (%)	4.8	9.1	9.3	4.9	9.5	9.3	-10bps	-40bps	0bps
EBIT margin (%)	18.2	18.9	18.8	18.1	18.9	18.8	10bps	0bps	0bps
PAT (INR b)	174	198	219	172	196	216	0.7%	1.2%	1.2%
EPS	63.8	72.7	80.7	63.3	71.9	79.7	0.7%	1.2%	1.3%

Source: MOFSL

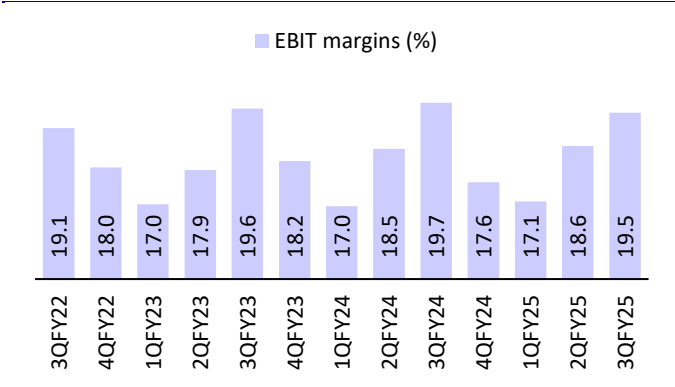
Story in charts

Exhibit 7: TCV (new deal wins) at USD2,095m, up by 8.7% YoY; book-to-bill at 0.6x



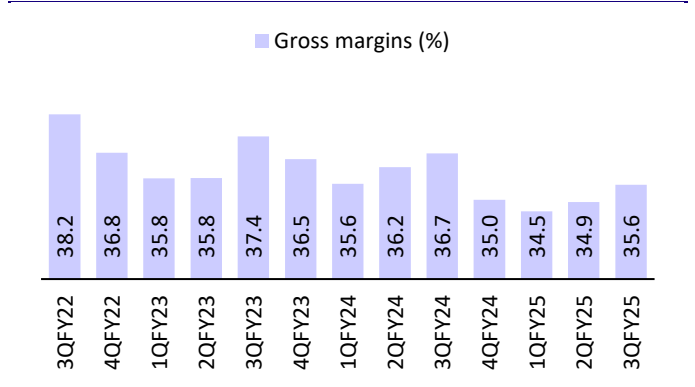
Source: Company, MOFSL

Exhibit 8: Margin jumps due to strong performance by software business in 3QFY25



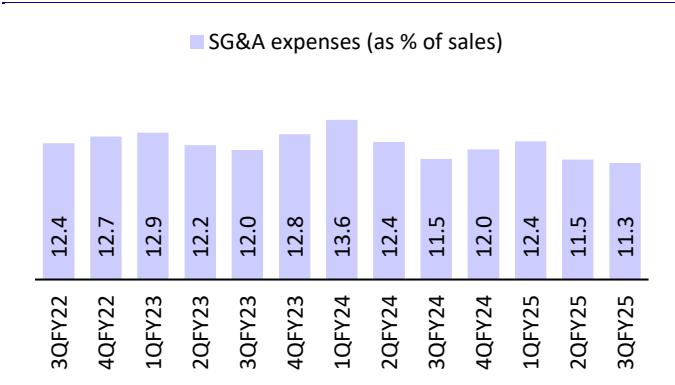
Source: Company, MOFSL

Exhibit 9: Gross margins improve 70bp QoQ



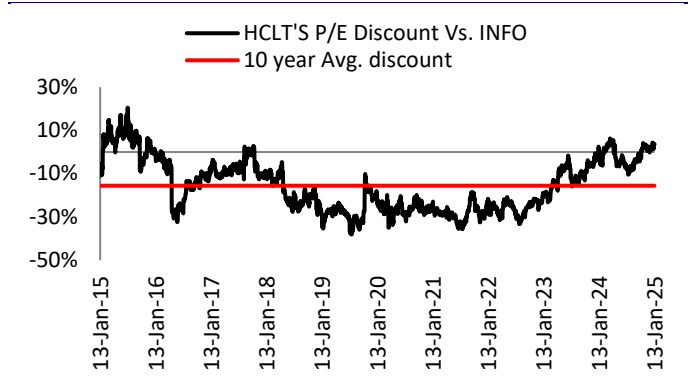
Source: Company, MOFSL

Exhibit 10: SG&A expenses currently hovering at its lowest



Source: Company, MOFSL

Exhibit 11: HCLT's valuation premium vs INFO



Source: Bloomberg, MOFSL

Operating metrics

Exhibit 12: Operating metrics

	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25
Service-wise (%)									
IT and Business Services	71.7	73.8	74.7	74.6	71.7	74.4	74.5	74.6	73.0
Engineering and R&D Services	16.6	16.1	15.4	16.0	16.4	16.1	15.9	15.8	16.0
Products and Platform	11.7	10.1	9.9	9.4	11.9	9.5	9.6	9.9	11.3
Vertical-wise (Services) (%)									
BFSI	19.9	21.2	22.6	22.6	21.7	21.6	21.0	20.5	20.3
Manufacturing	18.3	19.0	19.0	19.0	20.1	20.4	19.0	19.5	19.1
Technology and Services	15.4	14.4	14.4	14.4	12.8	12.3	13.0	13.1	13.3
Retail and CPG	8.9	9.0	9.1	9.6	9.6	9.1	9.4	9.6	10.6
Telecom MP&E	9.4	8.8	7.6	8.0	9.7	11.5	12.2	12.1	12.3
Life Sciences	17.1	17.5	17.5	17.5	16.4	16.3	15.9	16.0	15.5
Public Services	10.2	10.2	10.0	9.9	9.7	8.8	9.1	9.2	8.9
Geography-wise (Services) (%)									
US	63.5	63.8	64.5	64.5	64.5	65.2	66.0	65.1	65.5
Europe	29.1	28.9	28.7	28.5	29.0	28.9	27.9	28.4	28.2
RoW	7.4	7.3	6.8	7.0	6.4	5.9	6.1	6.5	6.3
Client-wise (%)									
Top five clients	10.3	10.1	9.8	9.8	9.8	10.4	11.4	12.1	12.6
Top 10 clients	18.2	17.7	17.2	17.2	17.7	18.8	19.6	20.1	20.3
Top 20 clients	28.2	27.8	27.2	27.3	28.0	29.0	30.1	30.8	30.9

Source: Company, MOFSL:

Financials and valuations

Income Statement								(INR b)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Sales	707	754	857	1,015	1,099	1,174	1,299	1,419
Change (%)	17.0	6.7	13.6	18.5	8.3	6.8	10.6	9.3
Cost of Goods Sold	453	467	546	662	721	783	848	929
Gross Profit	254	287	311	353	378	391	451	491
Selling & Admin Exp.	87	93	109	127	136	136	159	172
EBITDA	167	193	202	226	242	254	292	318
% of Net Sales	23.6	25.6	23.6	22.3	22.0	21.7	22.5	22.4
Depreciation	28	40	40	41	42	41	47	51
EBIT	139	153	162	185	200	213	245	267
% of Net Sales	19.6	20.4	18.9	18.2	18.2	18.2	18.9	18.8
Other Income	2	7	8	10	9	19	19	25
PBT	140	160	170	195	210	232	264	292
Tax	29	41	34	46	53	59	66	73
Rate (%)	20.9	25.4	20.3	23.8	25.1	25.2	25.0	25.0
EO Item (net)	0	0	0	0	0	0	0	0
Minority interest	0	1	0	0	0	0	0	0
Adjusted PAT	111	119	135	148	157	174	198	219
Change (%)	9.3	7.4	13.7	9.9	5.7	10.6	14.0	10.5

Balance Sheet								(INR b)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Reserves	517	615	620	654	683	674	664	653
Net Worth	517	615	620	654	683	674	664	653
Loans	51	39	39	21	22	22	22	22
Other liabilities	55	55	43	45	66	68	72	76
Capital Employed	623	709	703	720	771	763	759	751
Gross Block	511	546	560	596	643	672	698	727
Less : Depreciation	128	168	208	249	291	332	379	430
Net Block	383	378	352	347	352	340	319	296
Other assets	65	69	57	51	52	52	53	54
Investments	105	140	85	112	178	178	178	178
Curr. Assets	279	291	397	425	416	436	476	516
Debtors	178	175	207	255	255	270	296	321
Cash & Bank Balance	38	65	105	91	95	95	102	109
Other Current Assets	64	50	85	80	66	71	78	85
Current Liab. & Prov	209	168	188	214	227	243	269	293
Net Current Assets	70	123	209	211	189	193	208	222
Application of Funds	623	709	703	720	771	763	759	751

Financials and valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Diluted (INR)								
EPS	40.7	43.8	49.8	54.8	57.9	63.8	72.7	80.7
Cash EPS	51.2	58.5	64.6	70.1	73.3	78.9	89.9	99.6
Book Value	190.4	226.7	228.6	241.6	252.1	247.5	245.0	240.8
DPS	8.0	26.0	44.0	48.0	48.0	57.4	65.5	72.6
Payout (%)	19.6	59.4	88.3	87.6	82.9	90.0	90.0	90.0
Valuation (x)								
P/E	48.8	45.4	39.9	36.3	34.4	31.2	27.3	24.6
Cash P/E	38.9	34.0	30.8	28.4	27.1	25.2	22.1	20.0
EV/EBITDA	32.4	27.8	26.4	23.5	22.0	21.0	18.2	16.7
EV/Sales	7.7	7.1	6.2	5.2	4.8	4.5	4.1	3.7
Price/Book Value	10.4	8.8	8.7	8.2	7.9	8.0	8.1	8.3
Dividend Yield (%)	0.4	1.3	2.2	2.4	2.4	2.9	3.3	3.7
Profitability Ratios (%)								
RoE	23.6	21.0	21.9	23.3	23.5	25.6	29.6	33.2
RoCE	21.3	18.7	19.6	21.1	21.7	22.8	26.6	29.5
Turnover Ratios								
Debtors (Days)	92	85	88	92	85	84	83	83
Asset Turnover (x)	1.8	2.0	2.4	2.9	3.1	3.5	4.1	4.8

Cash Flow Statement

(INR b)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
CF from Operations	149	166	174	193	201	215	245	270
Chg. in Working Capital	-16	30	-5	-13	23	-2	-5	-4
Net Operating CF	134	196	169	180	224	213	240	266
Net Purchase of FA	-18	-18	-16	-14	-10	-29	-26	-28
Net Purchase of Invest.	-105	-40	30	-25	-57	0	0	0
Net Cash from Inv.	-124	-57	15	-39	-67	-29	-26	-28
Issue of shares/other adj.	0	0	0	0	0	0	0	0
Proceeds from LTB/STB	-15	-79	-31	-29	-14	0	0	0
Dividend Payments	-16	-33	-114	-130	-141	-183	-208	-230
Net CF from Finan.	-32	-112	-145	-159	-154	-183	-208	-230
Free Cash Flow	115	179	153	166	214	184	214	238
Net Cash Flow	-22	27	39	-18	3	1	6	7
Forex difference	0	1	1	4	1	0	0	0
Opening Cash Balance	60	38	66	106	91	95	96	102
Closing Cash Balance	38	66	106	91	95	96	102	110

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Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
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UNDER REVIEW	Rating may undergo a change
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