

# Balkrishna Industries

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	BIL IN
Equity Shares (m)	193
M.Cap.(INRb)/(USD\$b)	495.8 / 5.7
52-Week Range (INR)	3378 / 2194
1, 6, 12 Rel. Per (%)	-6/-14/-5
12M Avg Val (INR M)	873

## Financials & valuations (INR b)

Y/E March	FY25E	FY26E	FY27E
Sales	104.9	119.5	137.1
EBITDA	26.7	31.0	36.5
Adj. PAT	17.1	19.9	24.2
EPS (Rs)	88.4	102.8	125.0
EPS Growth (%)	15.5	16.3	21.7
BV/Share (Rs)	526.4	605.2	700.2

## Ratios

RoE (%)	18.0	18.2	19.2
RoCE (%)	13.7	15.0	16.2
Payout (%)	22.6	23.4	24.0

## Valuations

P/E (x)	29.0	25.0	20.5
P/BV (x)	4.9	4.2	3.7
Div. yield (%)	0.8	0.9	1.2
FCF yield (%)	2.1	1.9	2.8

## Shareholding pattern (%)

As On	Dec-24	Sep-24	Dec-23
Promoter (%)	58.3	58.3	58.3
DII (%)	24.0	23.5	21.4
FII (%)	11.3	11.7	12.7
Others (%)	6.5	6.5	7.6

FII includes depository receipts

**CMP: INR2,567**      **TP: INR2,630 (+2%)**      **Neutral**

## Operationally in line; Fx gains lead to PAT beat

### Demand outlook remains challenging, particularly in Europe

- Balkrishna Industries (BIL) delivered an operationally in-line performance in 3QFY25, with Fx gains driving an Adj. PAT beat at INR4.4b (up 43% YoY, vs. est. INR3.8b). Current weakness in demand in European markets is likely to be offset by growth in America, India, and other regions, supported by BIL's focus on product development and network expansion.
- Given the uncertain global demand macro, we have lowered our estimates by 5.5% for FY26E. We maintain our Neutral rating with a TP of INR2,630, based on ~22x Dec'26E EPS.

### Posts 5% volume growth despite weak global cues

- BIL's standalone 3QFY25 revenue/EBITDA/PAT grew 11%/9%/43% YoY to INR25.7b/INR6.4b/INR4.4b (est. INR25.2b/INR6.3b/INR3.8b). 9MFY25 revenue /EBITDA/adj. PAT grew 17%/22%/33% YoY.
- Volumes grew 5% YoY/ 4% QoQ to 76.3k tons (in-line). Realizations grew 6% YoY (flat QoQ) at INR336.8k/unit (est. INR339.6k).
- Gross margin expanded 40bp YoY (stable QoQ) to 52.4% (est. 52.2%).
- Freight cost increased 200bp YoY/-70bp QoQ at 6.1% of sales.
- EBITDA margin contracted 40bp YoY/20bp QoQ at 24.9% (in line), as the benefit from a decline in freight costs QoQ was offset by higher employee costs and other expenses (ex freight).
- The company reported Fx gains of INR1.1b (INR0.5b in 2QFY25), resulting in Adj. PAT beat.
- Geography-wise performance: Tonnage declined ~16% YoY for EU markets in 9MFY25, while it grew ~14%/19% YoY for American and Indian geographies, respectively. For RoW, tonnage grew 61% YoY.
- Gross debt as of Dec'31 stood at INR30.45b, with cash and cash equivalents of INR29.42b, resulting in a net debt of INR1.03b.
- The BOD declared a dividend of INR4 per equity share, bringing the cumulative dividend to INR12 per share for FY25 so far.

### Highlights from the management commentary

- **Outlook:** Management has maintained the guidance of minor volume growth in FY25. The market scenario continues to remain challenging. While volumes during the quarter grew despite channel de-stocking, management clarified that there are still no major market share gains.
- **RM costs:** Costs increased 100bp in 3Q, but the major impact is likely to be felt in 4QFY25 due to the lag in shipping time. However, RM costs are likely to remain stable in the coming quarters. The company has not implemented any price hikes in 3Q or in Jan.

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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.

- **Carbon black project:** The advanced carbon black plant with a capacity of 30,000 MTPA, was completed in September last year and is undergoing customer testing for non-tire grade carbon black applications in plastics, ink, and paint industries. Revenue contribution from third-party sales of carbon black stands at 9-10%.
- **Capex: Management has guided for capex of INR11-12b for FY26.** The company incurred capex of INR9.68b in 9MFY25. Capex for a 35,000 MTPA OTR tire range, announced in August last year, is progressing as planned, with completion expected in H1FY26.

### Valuation and view

- The retail demand in key global markets is currently weak and likely to remain uncertain due to ongoing geopolitical challenges. Further, margins are likely to be under pressure as the impact of rise in input costs is expected to be felt in Q4. This is likely to limit earnings growth in the near term.
- Given the uncertain global demand macro, we have lowered our estimates by 5.5% for FY26E. At a P/E multiple of 25x/20.6x FY26E/FY27E EPS, most of the positives seem priced in. We value BIL at 22x Dec'26E EPS (in line with its 10-year LPA) to arrive at our TP of INR2,630. We reiterate our **Neutral** stance on the stock.

### Quarterly Earning Model (Standalone)

Y/E March	FY24				FY25E				FY24	FY25E	3QE	VAR (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	FY24	FY25E		
<b>Volumes (Ton)</b>	67,209	70,585	72,749	82,085	83,570	73,298	76,343	78,426	2,92,628	3,11,637	74,204	3
YoY Change (%)	-19.2	-10.5	9.4	12.9	24.3	3.8	4.9	-4.5	-2.8	6.5	2.0	
<b>Realizations (INR '000/ton)</b>	314.7	318.3	318.3	328.6	328.1	336.3	336.8	337.2	320.4	334.4	339.6	-1
YoY Change (%)	-4.0	-10.5	-4.5	2.7	4.2	5.6	5.8	2.6	-4.2	4.4	6.7	
<b>Net Revenues</b>	21,150	22,468	23,158	26,971	27,415	24,648	25,716	26,442	93,760	1,04,221	25,202	2
YoY Change (%)	-22.4	-19.9	4.5	16.0	29.6	9.7	11.0	-2.0	-6.9	11.2	8.8	
<b>EBITDA</b>	4,863	5,480	5,868	7,098	7,137	6,185	6,391	6,565	23,322	26,277	6,275	2
Margins (%)	23.0	24.4	25.3	26.3	26.0	25.1	24.9	24.8	24.9	25.2	24.9	0bp
Depreciation	1,537	1,586	1,591	1,724	1,617	1,647	1,708	1,736	6,438	6,708	1,700	
Interest	208	229	354	299	143	404	150	267	1,089	964	300	
Forex loss/(gain)	-330	-250	530	-490	-60	530	-1,120	0	-550	-600	0	
Other Income	660	520	710	870	830	1,048	240	945	2,750	3,063	750	
<b>PBT before EI</b>	4,108	4,435	4,104	6,436	6,267	4,653	5,894	5,506	19,095	22,269	5,025	
Extra-Ord expense	0	0	0	98	0	0	0	0	98	0	0	
<b>PBT</b>	4,108	4,435	4,104	6,337	6,267	4,653	5,894	5,506	18,997	22,269	5,025	
Rate (%)	23.9	24.5	24.8	24.1	23.8	24.9	25.4	24.9	24.3	24.8	23.7	
<b>Adj PAT</b>	3,125	3,350	3,084	4,884	4,773	3,496	4,398	4,137	14,456	16,754	3,834	15
YoY Change (%)	-2.3	-17.1	209.9	89.6	52.7	4.3	42.6	-15.3	34.0	15.9	24.3	

E: MOFSL Estimates

### Key Performance Indicators

Y/E March	FY24				FY25E				FY24E	FY25E	3Q
	1Q	2Q	3Q	4QE	1Q	2Q	3Q	4QE	FY24E	FY25E	3Q
<b>Volumes (Ton)</b>	67,209	70,585	72,749	82,085	83,570	73,298	76,343	78,426	2,92,628	3,11,637	74,204
YoY Change (%)	-19.2	-10.5	9.4	12.9	24.3	3.8	4.9	-4.5	-2.8	6.5	2.0
<b>Realizations (INR '000/ton)</b>	314.7	318.3	318.3	328.6	328.1	336.3	336.8	337.2	320.4	334.4	339.6
YoY Change (%)	-4.0	-10.5	-4.5	2.7	4.2	5.6	5.8	2.6	-4.2	4.4	6.7
Gross Margins (%)	51.7	51.9	52.0	53.3	53.1	52.5	52.4	51.8	52.3	52.5	52.2
EBITDA Margins (%)	23.0	24.4	25.3	26.3	26.0	25.1	24.9	24.8	24.9	25.2	24.9
Gross Profit (INR '000/ton)	162.6	165.1	165.6	175.1	174.2	176.7	176.6	174.6	167.5	175.5	177.3
EBITDA (INR '000/ton)	72.4	77.6	80.7	86.5	85.4	84.4	83.7	83.7	79.7	84.3	84.6

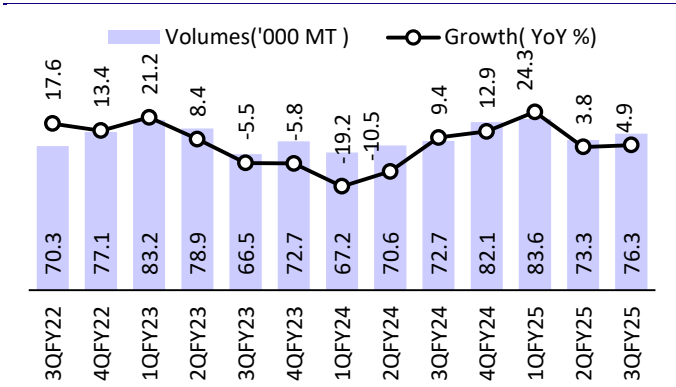


## Highlights from the management commentary

- **Outlook:** Management expects to maintain minor sales growth in FY25. The market scenario continues to remain challenging. Though volumes during the quarter grew despite channel de-stocking, management clarified that there are still no major market share gains.
- **America:** The region posted growth driven by the company's focus on products and infrastructure. The demand is anticipated to stabilize and then grow in the coming period.
- **India:** The company is seeing visible growth in the market, partly due to BIL's lower base. It holds a market share of 6-7% in India (similar to the global market share), with ~10% market share in the Agri business.
- **Europe:** The demand scenario in this region remains weak.
- **RoW:** The company believes that growth is sustainable in other regions. RoW includes regions such as Africa, the Middle East, Australia, and New Zealand.
- **Channel inventory** currently stands at a normal level.
- **RM costs:** Costs increased 100bp in 3Q, but the major impact is likely to be felt in 4QFY25 due to the lag in shipping time. However, RM is likely to remain stable in the coming quarters. The company has not implemented any price hikes in 3Q or Jan.
- **Carbon black project:** The advanced carbon black plant, with a capacity of 30,000 MTPA, was completed in September last year and is undergoing customer testing for non-tire grade carbon black applications in plastics, ink, and paint industries.
- Revenue contribution from third-party carbon black sales stands at 9-10%.
- Profitability for this segment is expected to align with or slightly exceed industry standards, but is likely to be lower than the average company margins.
- **Capex: Management has guided for capex of INR11-12b for FY26.**
- The company incurred capex of INR9.68b in 9MFY25.
- Capex for a 35,000 MTPA OTR tire range, announced in August last year, is progressing as planned, with completion expected in H1FY26.
- **Others:**
- European deforestation regulations have been deferred to 1<sup>st</sup> Jan'26.
- The company is not looking for any buyback at this stage.
- EUR-INR rate: The EUR-INR rate was INR91 for Q3 and YTD FY25. For Q4, it is expected to be INR92-93.

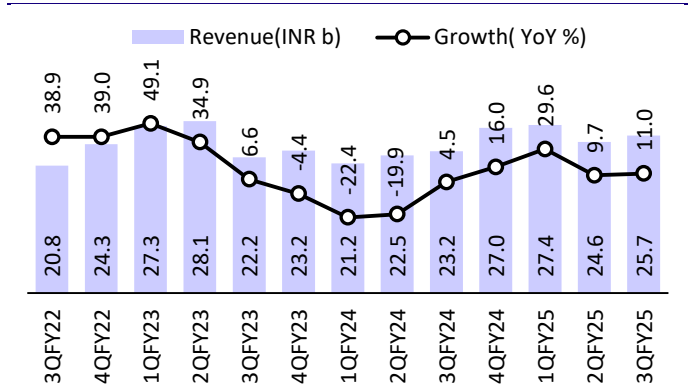
## Key exhibits

**Exhibit 1: Volume trend**



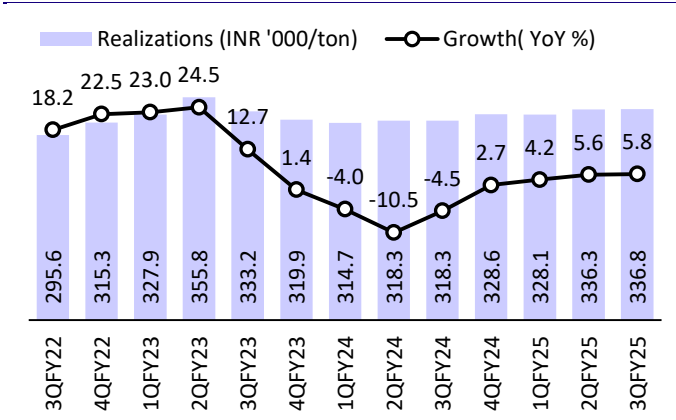
Source: MOFSL, Company

**Exhibit 2: Trend in revenue**



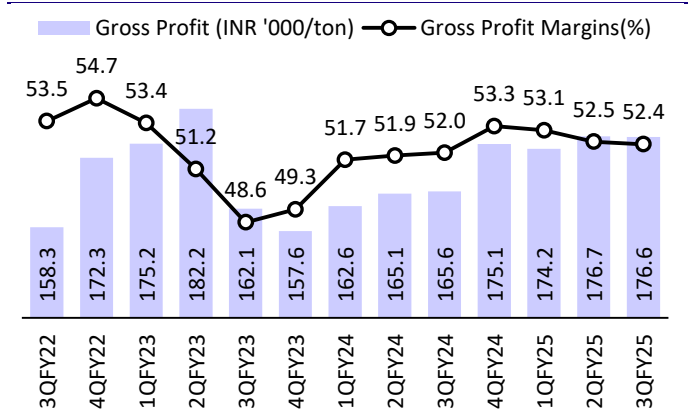
Source: MOFSL, Company

**Exhibit 3: Net realization trend**



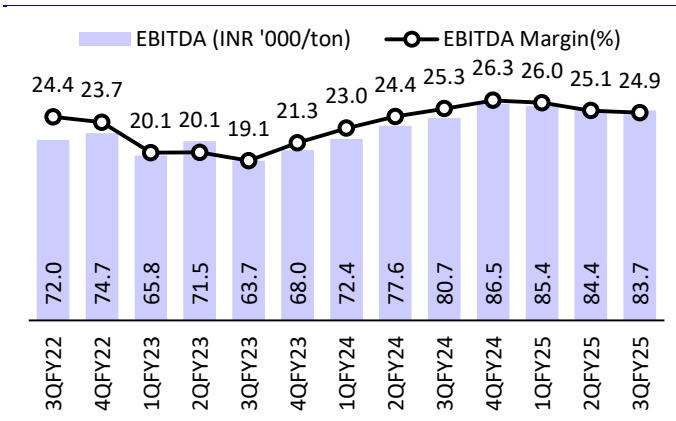
Source: MOFSL, Company

**Exhibit 4: Gross profit margin trend**



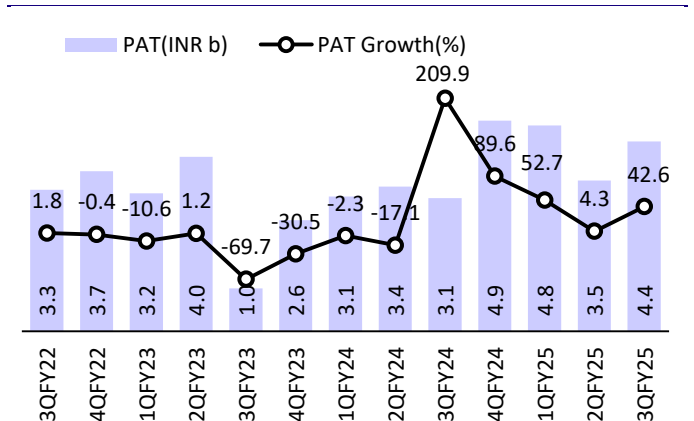
Source: MOFSL, Company

**Exhibit 5: EBITDA margin trend**



Source: MOFSL, Company

**Exhibit 6: PAT and PAT growth trends**



Source: MOFSL, Company

Exhibit 7: Geography-wise contribution

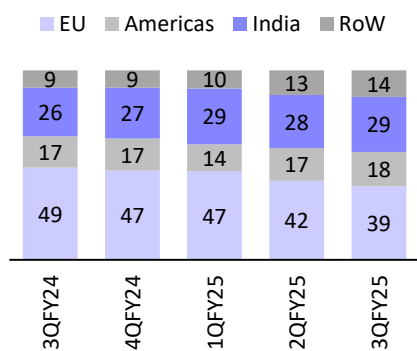


Exhibit 8: Channel-wise sales

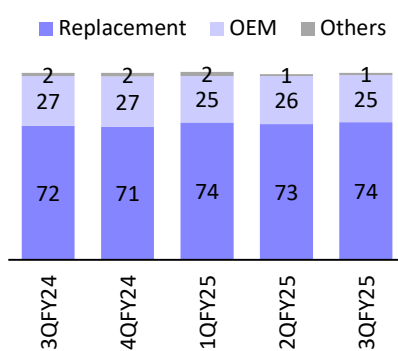
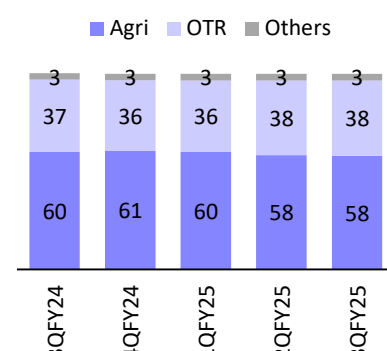


Exhibit 9: Segment-wise sales



Source: Company, MOFSL

## Valuation and view

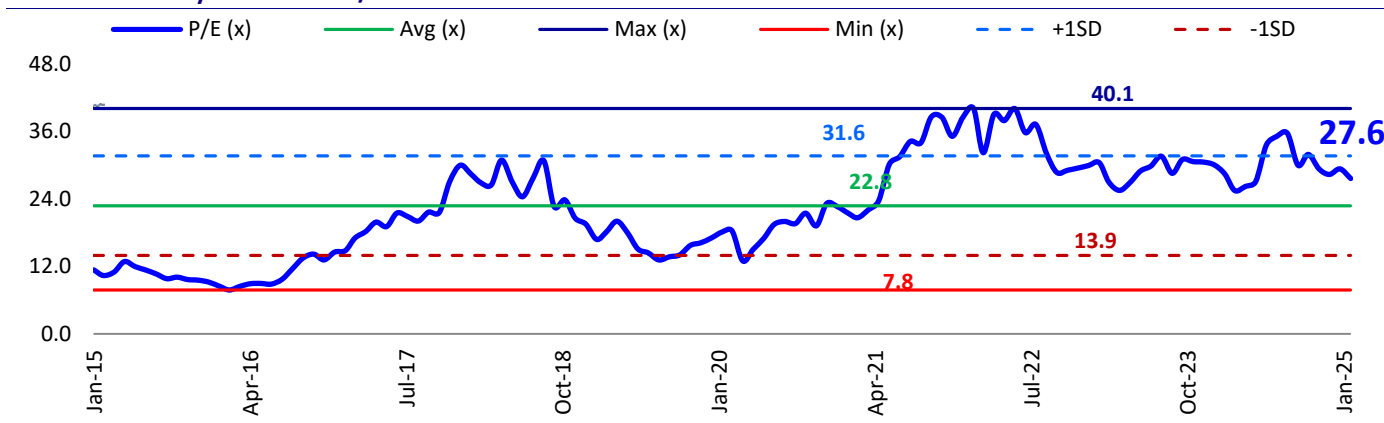
- Profitable market share gains to continue:** BIL has a well-established competitive advantage, which has enabled consistent market share gains. Its competitive advantage is driven by: a) competitive cost and pricing, b) consistent product portfolio expansion, and c) expanding reach. With the current market share of 6-7% in the USD15b global Specialty Tyre segment, BIL aspires to increase this to 10% over the next four to five years by: a) ramping up the OTR segment, which is much larger than Agri Tyres, b) strengthening its presence in the North American and RoW markets, and c) gaining market share with OEMs. We estimate ~9%/13% volume/revenue CAGR over FY24-27, largely back-ended.
- Investments to improve competitiveness:** Management has invested over ~INR44b in the last three years to expand its capacity in tires as well as carbon black and modernization & automation. At the company level, achievable capacity stands at 360k MTPA. Moreover, with acceptance and success in the OTR range of tires, the company is planning to add fresh capacity. Overall, the company has guided for capex of INR10-12b for FY26E (largely similar to the expected capex in FY25). Despite this, as a percentage of sales, capex intensity is expected to start moderating in FY25-27E to ~8% of sales (vs. the last five-year average of 16%), driving improvement in the FCF generation.
- Factor in earnings revival from FY26 onwards:** As highlighted above, BIL is likely to see near-term earnings pressure in FY25. However, we have factored in its performance to pick up from FY26 onwards, assuming a normalization of demand macro. Overall, we estimate consol revenue/EBITDA/PAT for BIL to grow at 13%/15%/18% over FY24-27. We expect an expansion in the EBITDA margin of ~150bp over FY24-27 to ~26.5%. With total capex likely to be ~INR35b over FY25-27, we estimate FCF generation of over INR33b over the same period.
- Valuations factor in a focused business model:** Given the uncertain global demand macro, we have lowered our estimates by 5.5% for FY26E. BIL ranks the highest among domestic peers in terms of cost competitiveness and financial strength and, hence, enjoys premium valuations relative to its mainstream peers. However, at a P/E multiple of 25x/20.6x FY26E/FY27E EPS, most of the positives seem priced in. We value BIL at 22x Dec'26E EPS (in line with its 10-year LPA) to arrive at our TP of INR2,630. We reiterate our **Neutral** stance on the stock.

**Exhibit 10: Revisions to our estimates**

(INR M)	FY25E			FY26E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	1,04,919	1,05,029	-0.1	1,19,454	1,21,353	-1.6
EBITDA	26,689	26,875	-0.7	31,007	32,671	-5.1
EBITDA (%)	25.4	25.6	-20bp	26.0	26.9	-100bp
Adj. PAT	17,087	16,433	4.0	19,866	21,015	-5.5
EPS (INR)	88.4	85.0	4.0	102.8	108.7	-5.5

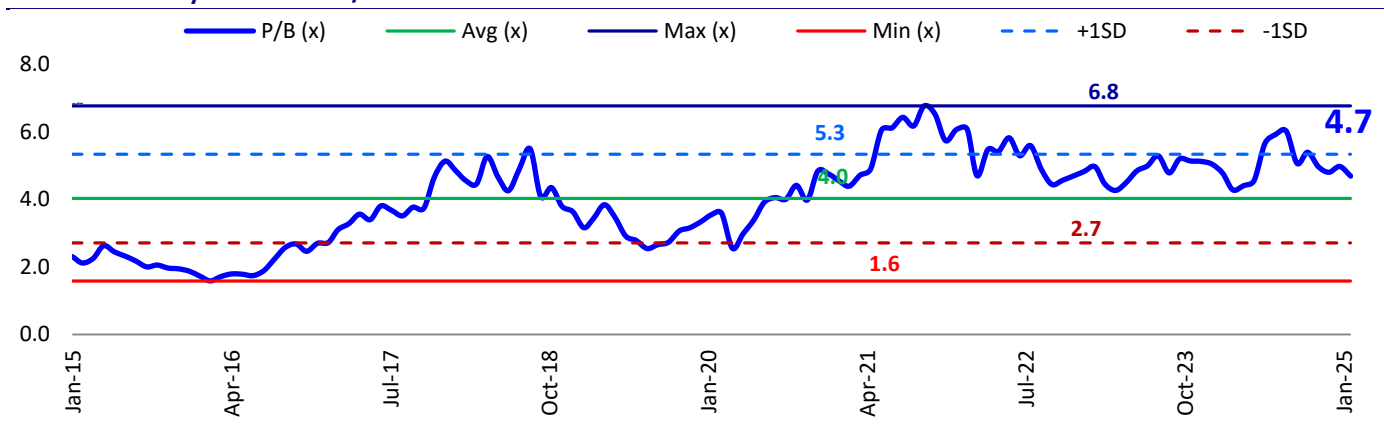
Source: MOFSL, Company

**Exhibit 11: One-year forward P/E**



Source: MOFSL, Company

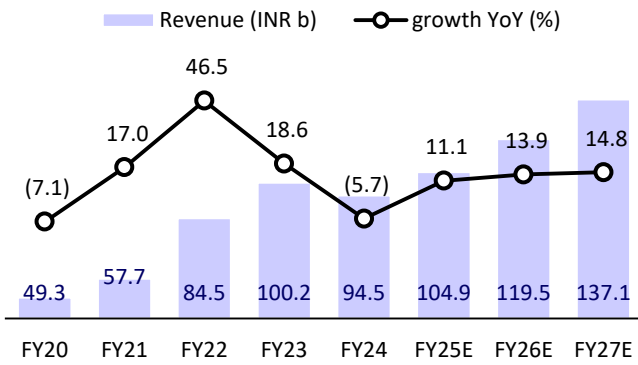
**Exhibit 12: One-year forward P/B band**



Source: MOFSL, Company

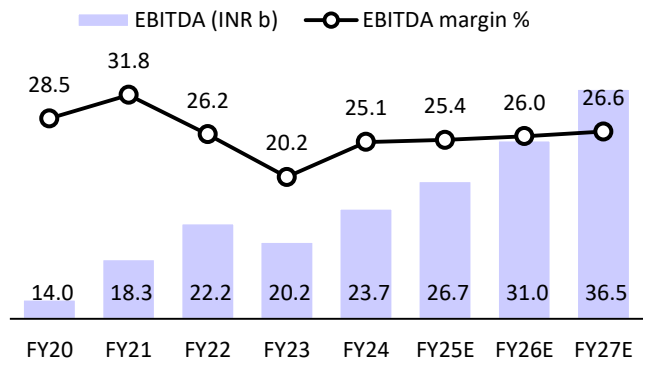
Story in charts

Exhibit 13: Revenue to post a ~13% CAGR over FY24-27E



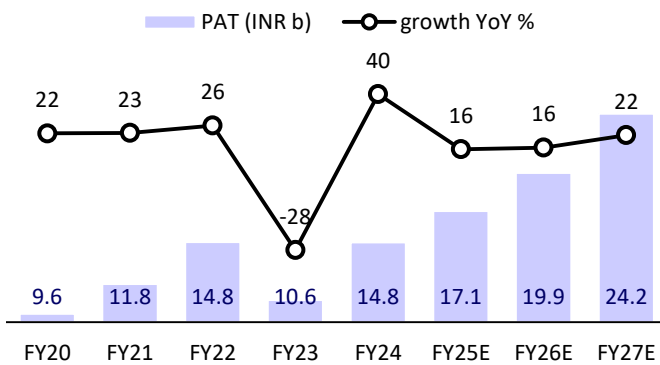
Source: Company, MOFSL

Exhibit 14: EBITDA margin to expand over FY24-27E



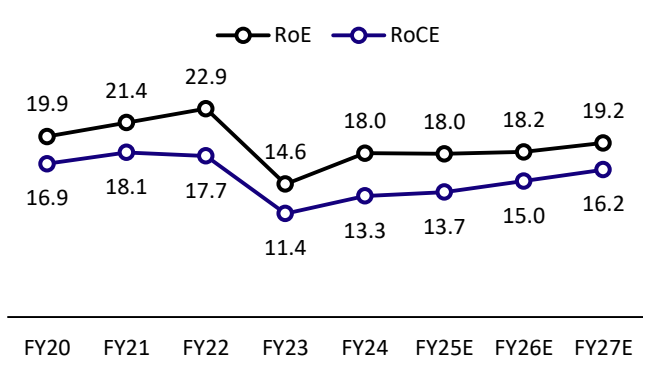
Source: Company, MOFSL

Exhibit 15: PAT to post a ~18% CAGR over FY24-27E



Source: Company, MOFSL

Exhibit 16: RoE to see a gradual pickup



Source: Company, MOFSL



## Financials and valuations

### Consolidated - Income Statement

(INR M)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Adj. Net Revenues</b>	<b>49,262</b>	<b>57,652</b>	<b>84,471</b>	<b>1,00,215</b>	<b>94,459</b>	<b>1,04,919</b>	<b>1,19,454</b>	<b>1,37,134</b>
Change (%)	-7.1	17.0	46.5	18.6	-5.7	11.1	13.9	14.8
Raw Materials	21,388	23,110	37,778	49,153	44,914	49,711	56,382	64,727
Employees Cost	3,286	3,709	4,301	4,594	4,995	5,545	6,099	6,831
Other Expenses	10,561	12,492	20,235	26,267	20,816	22,975	25,966	29,082
<b>Total Expenditure</b>	<b>35,235</b>	<b>39,311</b>	<b>62,314</b>	<b>80,014</b>	<b>70,725</b>	<b>78,230</b>	<b>88,447</b>	<b>1,00,640</b>
% of Sales	71.5	68.2	73.8	79.8	74.9	74.6	74.0	73.4
<b>EBITDA</b>	<b>14,028</b>	<b>18,341</b>	<b>22,158</b>	<b>20,201</b>	<b>23,734</b>	<b>26,689</b>	<b>31,007</b>	<b>36,494</b>
EBITDA Margin (%)	28.5	31.8	26.2	20.2	25.1	25.4	26.0	26.6
Depreciation	3,736	4,163	4,554	5,708	6,507	6,777	7,141	7,714
<b>EBIT</b>	<b>10,292</b>	<b>14,178</b>	<b>17,604</b>	<b>14,493</b>	<b>17,227</b>	<b>19,912</b>	<b>23,866</b>	<b>28,780</b>
EBIT Margin (%)	20.9	24.6	20.8	14.5	18.2	19.0	20.0	21.0
Int. and Finance Charges	89	114	92	480	1,129	1,003	921	717
Fx loss/(gain)	0	-180	-390	880	-550	-600	500	500
Other Income	1,190	1,297	1,920	1,217	2,810	3,123	3,694	4,241
<b>PBT bef. EO Exp.</b>	<b>11,393</b>	<b>15,541</b>	<b>19,822</b>	<b>14,350</b>	<b>19,458</b>	<b>22,632</b>	<b>26,139</b>	<b>31,803</b>
EO Items	0	0	-615	-23	-98	0	0	0
<b>PBT after EO Exp.</b>	<b>11,393</b>	<b>15,541</b>	<b>19,207</b>	<b>14,327</b>	<b>19,360</b>	<b>22,632</b>	<b>26,139</b>	<b>31,803</b>
Total Tax	1,799	3,774	4,852	3,751	4,645	5,545	6,273	7,633
Eff. Tax Rate (%)	15.8	24.3	25.3	26.2	24.0	24.5	24.0	24.0
Minority Interest	0	0	0	0	0	0	0	0
<b>Reported PAT</b>	<b>9,594</b>	<b>11,767</b>	<b>14,354</b>	<b>10,576</b>	<b>14,715</b>	<b>17,087</b>	<b>19,866</b>	<b>24,170</b>
<b>Adjusted PAT</b>	<b>9,594</b>	<b>11,767</b>	<b>14,814</b>	<b>10,593</b>	<b>14,790</b>	<b>17,087</b>	<b>19,866</b>	<b>24,170</b>
Change (%)	22.5	22.7	25.9	-28.5	39.6	15.5	16.3	21.7

### Consolidated - Balance Sheet

(INR M)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	387	387	387	387	387	387	387	387
Total Reserves	49,696	59,612	68,944	75,183	88,152	1,01,373	1,16,599	1,34,971
<b>Net Worth</b>	<b>50,083</b>	<b>59,998</b>	<b>69,330</b>	<b>75,569</b>	<b>88,538</b>	<b>1,01,760</b>	<b>1,16,986</b>	<b>1,35,357</b>
Total Loans	9,316	10,006	25,286	33,465	30,994	31,694	29,694	27,694
Deferred Tax Liabilities	1,783	2,035	2,509	2,419	3,490	3,490	3,490	3,490
<b>Capital Employed</b>	<b>61,182</b>	<b>72,039</b>	<b>97,125</b>	<b>1,11,453</b>	<b>1,23,023</b>	<b>1,36,944</b>	<b>1,50,170</b>	<b>1,66,542</b>
Gross Block	48,210	52,954	64,051	83,240	99,070	1,11,070	1,23,070	1,34,070
Less: Accum. Deprn.	15,992	20,115	24,651	30,108	36,538	43,315	50,456	58,170
<b>Net Fixed Assets</b>	<b>32,218</b>	<b>32,839</b>	<b>39,401</b>	<b>53,133</b>	<b>62,532</b>	<b>67,755</b>	<b>72,614</b>	<b>75,900</b>
Capital WIP	5,866	8,555	12,584	13,916	9,444	9,444	9,444	9,444
Investment property	857	864	793	708	643	643	643	643
<b>Total Investments</b>	<b>10,625</b>	<b>14,177</b>	<b>18,967</b>	<b>20,367</b>	<b>26,857</b>	<b>35,857</b>	<b>41,057</b>	<b>50,257</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>18,498</b>	<b>25,230</b>	<b>38,045</b>	<b>35,353</b>	<b>37,370</b>	<b>38,211</b>	<b>43,452</b>	<b>49,860</b>
Inventory	6,156	9,397	16,721	16,674	13,315	14,373	16,364	18,785
Account Receivables	5,899	7,536	10,962	11,153	14,454	12,935	14,727	16,907
Cash and Bank Balance	691	780	517	763	800	843	907	1,018
Loans and Advances	5,752	7,517	9,846	6,763	8,800	10,061	11,455	13,150
<b>Curr. Liability &amp; Prov.</b>	<b>6,882</b>	<b>9,626</b>	<b>12,665</b>	<b>12,024</b>	<b>13,823</b>	<b>14,966</b>	<b>17,039</b>	<b>19,561</b>
Account Payables	3,837	6,550	8,293	4,921	9,102	10,061	11,455	13,150
Other Current Liabilities	2,746	2,750	4,056	6,754	4,329	4,312	4,909	5,636
Provisions	299	326	316	348	392	593	676	776
<b>Net Current Assets</b>	<b>11,616</b>	<b>15,604</b>	<b>25,380</b>	<b>23,330</b>	<b>23,547</b>	<b>23,245</b>	<b>26,413</b>	<b>30,299</b>
<b>Appl. of Funds</b>	<b>61,182</b>	<b>72,039</b>	<b>97,125</b>	<b>1,11,453</b>	<b>1,23,023</b>	<b>1,36,944</b>	<b>1,50,170</b>	<b>1,66,542</b>

E: MOFSL Estimates



## Financials and valuations

### Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>49.6</b>	<b>60.9</b>	<b>76.6</b>	<b>54.8</b>	<b>76.5</b>	<b>88.4</b>	<b>102.8</b>	<b>125.0</b>
Cash EPS	69.0	82.4	100.2	84.3	110.2	123.5	139.7	164.9
BV/Share	259.1	310.4	358.7	390.9	458.0	526.4	605.2	700.2
DPS	22.0	17.0	28.0	16.0	16.0	20.0	24.0	30.0
Payout (%)	53.4	27.9	37.7	29.2	21.0	22.6	23.4	24.0
<b>Valuation (x)</b>								
P/E	51.7	42.2	33.5	46.8	33.5	29.0	25.0	20.5
Cash P/E	37.2	31.1	25.6	30.4	23.3	20.8	18.4	15.6
P/BV	9.9	8.3	7.2	6.6	5.6	4.9	4.2	3.7
EV/Sales	10.2	8.8	6.2	5.3	5.6	5.0	4.4	3.8
EV/EBITDA	36.0	27.6	23.5	26.2	22.2	19.7	16.9	14.3
Dividend Yield (%)	0.9	0.7	1.1	0.6	0.6	0.8	0.9	1.2
FCF per share	20.2	21.5	-35.2	-15.7	51.8	53.3	48.4	71.5
<b>Return Ratios (%)</b>								
RoE	19.9	21.4	22.9	14.6	18.0	18.0	18.2	19.2
RoCE	16.9	18.1	17.7	11.4	13.3	13.7	15.0	16.2
RoIC	20.4	23.2	23.2	15.1	16.1	17.0	19.1	21.4
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	1.0	1.1	1.3	1.2	1.0	0.9	1.0	1.0
Asset Turnover (x)	0.8	0.8	0.9	0.9	0.8	0.8	0.8	0.8
Inventory (Days)	46	59	72	61	51	50	50	50
Debtor (Days)	44	48	47	41	56	45	45	45
Creditor (Days)	28	41	36	18	35	35	35	35
<b>Leverage Ratio (x)</b>								
Current Ratio	2.7	2.6	3.0	2.9	2.7	2.6	2.6	2.5
Interest Cover Ratio	115.6	124.6	192.4	30.2	15.3	19.9	25.9	40.1
Net Debt/Equity	0.0	-0.1	0.1	0.2	0.0	0.0	-0.1	-0.2

### Consolidated - Cash Flow Statement

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	11,393	15,541	19,207	14,327	19,410	22,632	26,139	31,803
Depreciation	3,736	4,163	4,554	5,708	6,507	6,777	7,141	7,714
Interest & Finance Charges	-135	-289	-324	116	661	-1,902	-2,544	-3,283
Direct Taxes Paid	-2,884	-3,510	-4,579	-3,429	-4,235	-5,545	-6,273	-7,633
(Inc)/Dec in WC	544	-1,273	-8,289	-1,865	1,536	344	-3,103	-3,775
<b>CF from Operations</b>	<b>12,653</b>	<b>14,632</b>	<b>10,569</b>	<b>14,857</b>	<b>23,879</b>	<b>22,307</b>	<b>21,359</b>	<b>24,827</b>
Others	-922	-1,242	-1,488	-378	-3,053	0	0	0
<b>CF from Operating incl EO</b>	<b>11,731</b>	<b>13,390</b>	<b>9,080</b>	<b>14,480</b>	<b>20,826</b>	<b>22,307</b>	<b>21,359</b>	<b>24,827</b>
(Inc)/Dec in FA	-7,830	-9,232	-15,889	-17,523	-10,814	-12,000	-12,000	-11,000
<b>Free Cash Flow</b>	<b>3,901</b>	<b>4,159</b>	<b>-6,809</b>	<b>-3,043</b>	<b>10,013</b>	<b>10,307</b>	<b>9,359</b>	<b>13,827</b>
(Pur)/Sale of Investments	863	-2,891	-3,516	-883	-4,574	-9,000	-5,200	-9,200
Others	190	388	431	575	632	2,905	3,465	4,000
<b>CF from Investments</b>	<b>-6,778</b>	<b>-11,734</b>	<b>-18,975</b>	<b>-17,831</b>	<b>-14,755</b>	<b>-18,095</b>	<b>-13,735</b>	<b>-16,200</b>
Inc/(Dec) in Debt	279	857	15,498	7,097	-1,902	700	-2,000	-2,000
Interest Paid	-88	-114	-90	-420	-1,022	-1,003	-921	-717
Dividend Paid	-5,126	-2,316	-5,603	-3,091	-3,095	-3,866	-4,639	-5,799
Others	-13	-3	0	-1	1	0	0	0
<b>CF from Fin. Activity</b>	<b>-4,947</b>	<b>-1,575</b>	<b>9,804</b>	<b>3,585</b>	<b>-6,018</b>	<b>-4,169</b>	<b>-7,560</b>	<b>-8,516</b>
<b>Inc/Dec of Cash</b>	<b>7</b>	<b>81</b>	<b>-90</b>	<b>234</b>	<b>53</b>	<b>43</b>	<b>64</b>	<b>111</b>
Opening Balance	462	468	549	459	693	746	789	853
<b>Closing Balance</b>	<b>468</b>	<b>549</b>	<b>459</b>	<b>693</b>	<b>746</b>	<b>789</b>	<b>853</b>	<b>964</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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