

# Hindustan Zinc

|                  |   |
|------------------|---|
| Estimate changes | ↔ |
| TP change        | ↔ |
| Rating change    | ↔ |

|                       |             |
|-----------------------|-------------|
| Bloomberg             | HZ IN       |
| Equity Shares (m)     | 4225        |
| M.Cap.(INRb)/(USDb)   | 1880.3 / 22 |
| 52-Week Range (INR)   | 808 / 378   |
| 1, 6, 12 Rel. Per (%) | -1/-12/2    |
| 12M Avg Val (INR M)   | 1494        |

## Financials Snapshot (INR b)

| Y/E MARCH   | FY25  | FY26E | FY27E |
|-------------|-------|-------|-------|
| Net Sales   | 341   | 375   | 383   |
| EBITDA      | 173.9 | 212.3 | 218.7 |
| PAT         | 104.4 | 131.8 | 135.4 |
| EPS (INR)   | 24.7  | 31.2  | 32.0  |
| GR. (%)     | 34.5  | 26.3  | 2.7   |
| BV/Sh (INR) | 31.5  | 50.7  | 70.8  |

## Ratios

|          |      |      |      |
|----------|------|------|------|
| ROE (%)  | 73.2 | 75.8 | 52.7 |
| RoCE (%) | 56.2 | 61.3 | 49.9 |

## Valuations

|               |      |      |      |
|---------------|------|------|------|
| P/E (X)       | 18.3 | 14.5 | 14.1 |
| P/BV (X)      | 14.3 | 8.9  | 6.4  |
| EV/EBITDA (X) | 11.0 | 8.6  | 7.8  |
| Div Yield (%) | 6.7  | 2.7  | 2.7  |

## Shareholding pattern (%)

| As On    | Mar-25 | Dec-24 | Mar-24 |
|----------|--------|--------|--------|
| Promoter | 63.4   | 63.4   | 64.9   |
| DII      | 32.1   | 32.0   | 32.5   |
| FII      | 1.4    | 1.4    | 0.6    |
| Others   | 3.1    | 3.2    | 2.0    |

FII Includes depository receipts

**CMP: INR445**      **TP: INR460 (+3%)**      **Neutral**  
**Better-than-expected performance; focus on reducing costs**

- 4QFY25 revenue stood at INR90.9b (+20% YoY/+6% QoQ) vs. our estimate of INR85.5b. Revenue growth was driven by high metal production, strong zinc and silver prices, stronger dollar, and strategic hedging gains.
- EBITDA stood at INR48.2b (+32% YoY/+7% QoQ) vs. our est. of INR44.4b. Growth was mainly led by better volumes and prices and lower input costs. EBITDA margin stood at 53% vs. 52.2% in 3QFY25 and 48.3% in 4QFY24.
- The cost of production (CoP) for Zinc fell 5% YoY to USD994/t in 4Q, led by better grades and recovery and lower costs with operational efficiencies.
- APAT stood at INR30b (+47% YoY/+12% QoQ) against our est. of INR25.8b.
- Mined metal production stood at 311kt (+4% YoY/+17% QoQ), driven by better metal grades and an increase in production at Agucha/Zawar mines.
- Refined metal production rose 4% QoQ (-1% YoY) to 270kt, in line with plant availability. Refined zinc production was up 5% QoQ (-3% YoY) at 214kt and lead production grew 2% QoQ (+6% YoY) to 56kt.
- Saleable silver production stood at 177t (+10% QoQ), in line with lead production and higher WIP liquidation.
- In FY25, revenue stood at INR341b (+18% YoY), EBITDA was INR174b (+27% YoY), and APAT came in at INR104b (+33% YoY).
- For FY25, HZ reported mined metal production of 1,095kt (flat YoY), supported by improved mined metal grades and recovery in mills. Refined metal production stood at 1,052kt (+2% YoY), led by better plant availability and operational parameters. Refined zinc production was at 827kt (+1% YoY) and lead production at 225kt (+4% YoY). Saleable silver production fell 8% YoY to 687t, due to a change in mining sequence and lower silver input from SK mine.
- FY25 Zinc CoP was at USD1,052/t (four-year low), down 6% YoY on account of better volumes and grades, higher captive coal/RE share, and softened input cost with operational efficiencies.

## Key management commentary

- For FY26, HZ expects mined metal production of 1,125kt and refined metal production of 1,100kt. Zinc CoP is expected to be in the range of USD1,025-1,050/t.
- HZ expects power costs to decline by ~10% in FY26, as the share of renewable energy is expected to rise to 30-35% in FY26 from 13% in FY25. As a result, HZ anticipates cost savings of USD10-12/t.
- FY26 silver volume guidance is ~700-710t. The implementation of lead and silver recovery technology at Dariba will generate 27t silver and 6ktpa lead per year.
- Zinc prices are projected to remain stable at USD2,800-2,900/t, lead at USD2,000-2,015/t, and silver at USD3,300-3,800/t.

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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.

### Valuation and view

- HZ's 4QFY25 performance has been better than our estimates, aided by the company's focus on cost control. HZ continues to focus on improving production with tight cost-control measures. We largely retain our earnings estimates for FY26-27E and expect HZ to sustain its profitability. The favorable pricing scenario could also support the earnings.
- At CMP, HZ trades at 7.7x FY27E EV/EBITDA, and we believe the current valuation prices in all positive factors. **We reiterate our Neutral rating with a TP of INR460 (premised on 8x EV/EBITDA on FY27 estimates).**

### Quarterly Performance

| Y/E March                   | FY24        |             |             |             | FY25        |             |             |             | FY24         | FY25         | (INR b)     |             |
|-----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|-------------|
|                             | 1Q          | 2Q          | 3Q          | 4Q          | 1Q          | 2Q          | 3Q          | 4Q          |              |              | FY25 4QE    | Vs. Est. %  |
| <b>Mine prodn. (kt)</b>     | <b>257</b>  | <b>252</b>  | <b>271</b>  | <b>299</b>  | <b>263</b>  | <b>256</b>  | <b>265</b>  | <b>311</b>  | <b>1,079</b> | <b>1,095</b> |             |             |
| <b>Sales</b>                |             |             |             |             |             |             |             |             |              |              |             |             |
| Zinc refined (kt)           | 208         | 185         | 203         | 221         | 211         | 198         | 201         | 218         | 817          | 827          |             |             |
| Lead refined (kt)           | 50          | 57          | 56          | 53          | 51          | 63          | 55          | 56          | 216          | 225          |             |             |
| Silver (tonnes)             | 179         | 181         | 197         | 179         | 167         | 184         | 160         | 177         | 736          | 676          |             |             |
| <b>Net Sales</b>            | <b>72.8</b> | <b>67.9</b> | <b>73.1</b> | <b>75.5</b> | <b>81.3</b> | <b>82.5</b> | <b>86.1</b> | <b>90.9</b> | <b>289.3</b> | <b>340.8</b> | <b>85.5</b> | <b>6.3</b>  |
| Change (YoY %)              | (22.4)      | (18.5)      | (7.1)       | (11.3)      | 11.6        | 21.5        | 17.8        | 20.4        | (15.2)       | 17.8         |             |             |
| Change (QoQ %)              | (14.4)      | (6.7)       | 7.6         | 3.3         | 7.7         | 1.5         | 4.4         | 5.5         |              |              |             |             |
| <b>EBITDA</b>               | <b>33.5</b> | <b>31.4</b> | <b>35.2</b> | <b>36.5</b> | <b>39.5</b> | <b>41.2</b> | <b>45.0</b> | <b>48.2</b> | <b>136.6</b> | <b>173.9</b> | <b>44.4</b> | <b>8.6</b>  |
| Change (YoY %)              | (34.8)      | (28.8)      | (5.0)       | (14.2)      | 17.9        | 31.3        | 27.8        | 32.1        | (22.0)       | 27.3         |             |             |
| Change (QoQ %)              | (21.3)      | (6.2)       | 12.2        | 3.6         | 8.1         | 4.5         | 9.1         | 7.1         |              |              |             |             |
| As % of Net Sales           | 46.0        | 46.2        | 48.2        | 48.3        | 48.5        | 50.0        | 52.2        | 53.0        | 47.2         | 51.0         |             |             |
| Finance cost                | 2.2         | 2.3         | 2.4         | 2.6         | 2.6         | 3.0         | 2.9         | 2.5         | 9.6          | 11.0         |             |             |
| DD&A                        | 8.0         | 8.3         | 9.1         | 9.4         | 8.4         | 8.8         | 9.1         | 10.1        | 34.7         | 36.4         |             |             |
| Other Income                | 2.8         | 2.2         | 3.0         | 2.7         | 2.7         | 2.7         | 2.2         | 2.3         | 10.7         | 9.8          |             |             |
| <b>PBT (before EO item)</b> | <b>26.1</b> | <b>23.1</b> | <b>26.7</b> | <b>27.2</b> | <b>31.1</b> | <b>32.1</b> | <b>35.3</b> | <b>37.8</b> | <b>103.1</b> | <b>136.4</b> |             |             |
| EO exp. (income)            | -           | -           | -           | -           | -           | (0.8)       | -           | -           | -            | (0.8)        |             |             |
| <b>PBT</b>                  | <b>26.1</b> | <b>23.1</b> | <b>26.7</b> | <b>27.2</b> | <b>31.1</b> | <b>31.3</b> | <b>35.3</b> | <b>37.8</b> | <b>103.1</b> | <b>135.5</b> |             |             |
| Total Tax                   | 6.5         | 5.8         | 6.4         | 6.9         | 7.7         | 8.0         | 8.5         | 7.8         | 25.5         | 32.0         |             |             |
| % Tax                       | 24.8        | 25.0        | 24.0        | 25.2        | 24.7        | 25.7        | 24.1        | 20.6        | 24.7         | 23.6         |             |             |
| <b>Reported PAT</b>         | <b>19.6</b> | <b>17.3</b> | <b>20.3</b> | <b>20.4</b> | <b>23.5</b> | <b>23.3</b> | <b>26.8</b> | <b>30.0</b> | <b>77.6</b>  | <b>103.5</b> |             |             |
| <b>Adjusted PAT</b>         | <b>19.6</b> | <b>17.3</b> | <b>20.3</b> | <b>20.4</b> | <b>23.5</b> | <b>24.1</b> | <b>26.8</b> | <b>30.0</b> | <b>77.6</b>  | <b>104.4</b> | <b>25.8</b> | <b>16.3</b> |
| Change (YoY %)              | (36.5)      | (35.5)      | (5.9)       | (21.1)      | 19.4        | 34.6        | 32.1        | 47.4        | (26.2)       | 33.4         |             |             |
| Change (QoQ %)              | (24.0)      | (12.0)      | 17.3        | 0.5         | 15.1        | (0.8)       | 15.1        | 12.1        |              |              |             |             |



## Highlights from the management commentary

### Performance guidance

- For FY26, HZ expects mined metal production of 1,125kt and refined metal production of 1,100kt.
- The decline in CoP during 4QFY25 was led by improved metal grades and softened input prices, along with operational efficiencies. For FY26, HZ expects zinc CoP to be in the range of USD1,025-1,050/t.
- For FY26, the company expects normalized average grades of ~7.5% (vs. 7.85% in 4QFY25) leading to a marginal rise in CoP in FY26 vs. 4QFY25, although operating efficiencies would offset the impact.
- HZ expects power cost to decline by ~10% in FY26, as the share of renewable energy is expected to rise to 30-35% in FY26 from 13% in FY25. As a result, HZ expects cost savings of USD10-12/t.
- FY26 silver volume guidance is ~700-710t. The implementation of lead and silver recovery technology at Dariba will generate ~27t silver & 6ktpa lead per year.
- With expansion, HZ targets to increase silver production to 1,200-1,300t, driven by higher silver grades from Zawar, SK, and Agucha mines.
- Zinc and silver prices surged 16% and 29%, respectively, in FY25, driven by persistent supply deficits, which management expects to sustain in CY25. Zinc prices are projected to remain resilient at USD2,800-2,900/t, lead at USD2,000-2,015/t, and silver bullish at USD3,300-3,800/t.

### Capacity update/capital allocation

- Its 510kt of DAP/NPK fertilizer plant at Chanderiya is progressing as per timelines and will be commissioned by 4QFY26.
- The 160ktpa roaster at Debari is expected to be commissioned in 1QFY26.
- Debottlenecking at Dariba Smelting Complex is expected to be completed by 2QFY26 and the debottlenecking at Chanderiya lead-zinc smelter in 3QFY26.
- Bamnia Kalan project is progressing well and the excavation work for portals is in progress. Management guided the production to start from FY28.
- FY26 growth capex is pegged at USD225-250m (subject to change with new project approvals).
- Mine development plan to reach 2mtpa run rate – HZ plans to increase its capacities from 1,200ktpa to 1,450ktpa in the first phase and then add another 500-550ktpa by FY28.

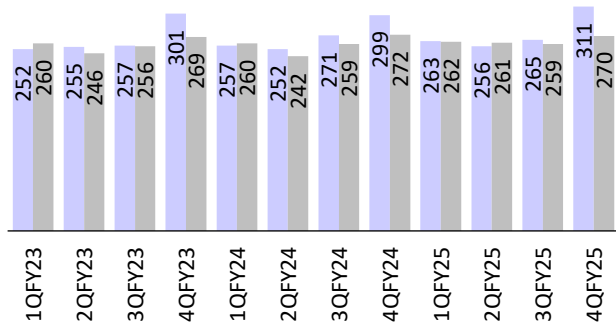
### Other Highlights

- Strategic hedging gains in FY25: INR1.5b, with INR550m in 4QFY25.
- HZ reached 13.1mt of metal reserves (net of production) and the total metal R&R stood at 29.6mt (net of production of 1.2mt in FY25) as of Mar'25. Management expects that at the current mining rates, R&R will run for more than 25 years.
- Zinc alloy plant generated EBITDA of INR1b in FY25 and is expected to generate INR2.5-2.75b in FY26 at full capacity.
- The company has implemented a pioneering initiative, Vedanta Metal Bazaar, an e-auction platform for metal sales, which has helped to link premiums with the market and improve transparency and customer centricity.

## Story in charts

**Exhibit 1: Mine production and refined metal production**

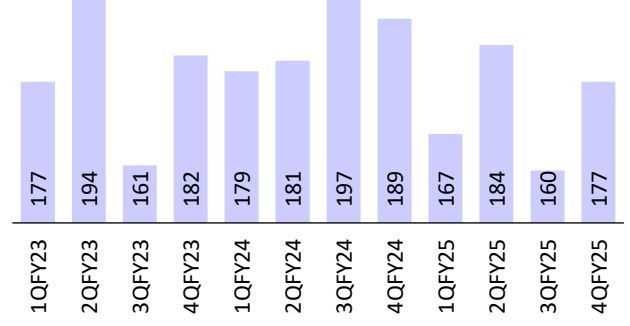
Mine production - kt    Refined metal production - kt



Source: MOFSL, Company

**Exhibit 2: Silver production (t) rebound QoQ**

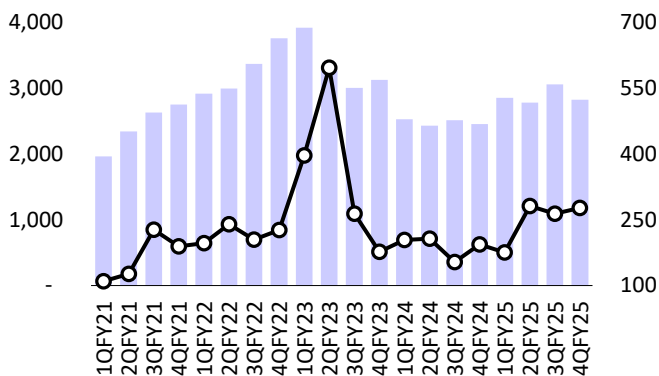
Silver production - t



Source: MOFSL, Company

**Exhibit 3: Premium sustained above USD250/t**

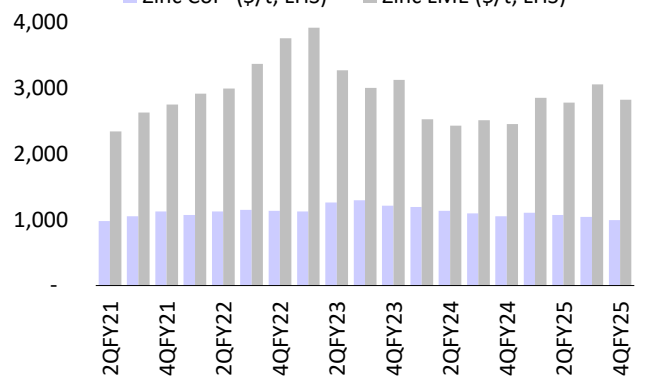
Zinc LME (\$/t, LHS)    Premium (\$/t, RHS)



Source: MOFSL, Company

**Exhibit 4: Zinc CoP fell to USD994/t vs. LME's USD2,821/t**

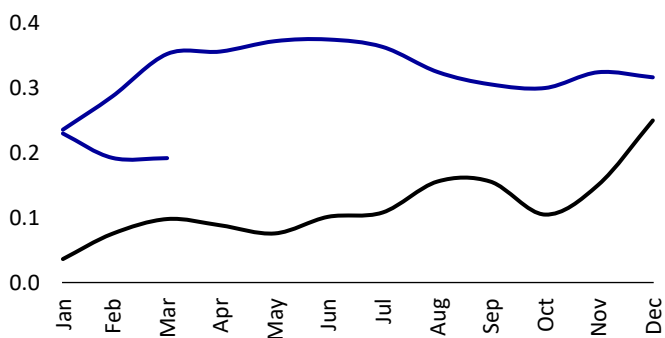
Zinc CoP (\$/t, LHS)    Zinc LME (\$/t, LHS)



Source: MOFSL, Company

**Exhibit 5: Zinc inventory trend (LME+SHFE)**

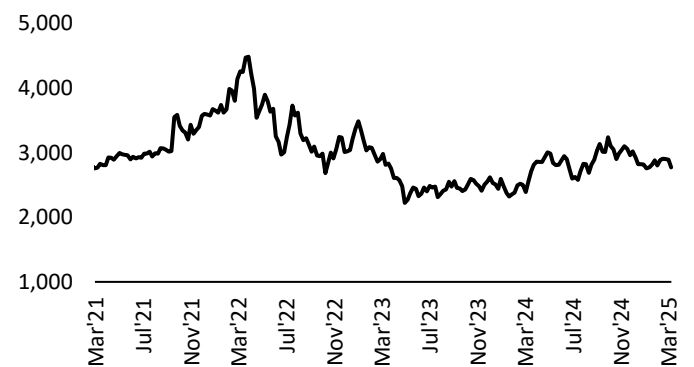
CY23    CY24    CY25



Source: MOFSL, Company

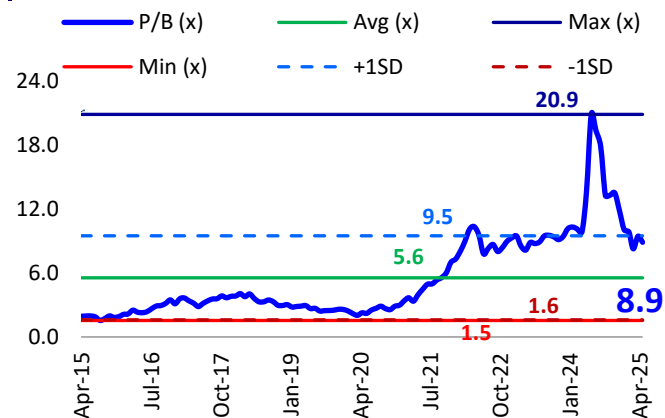
**Exhibit 6: LME Zinc prices (USD/t)**

Zinc Prices (USD/t)

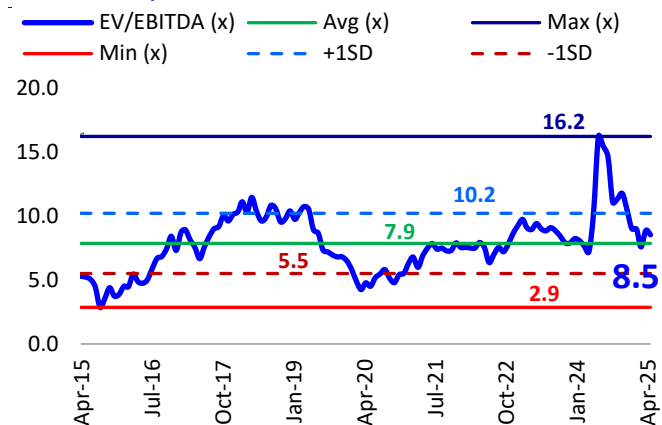


Source: MOFSL, Company

**Exhibit 7: : P/B ratio at elevated levels to justify high RoE**



**Exhibit 8: EV/EBITDA trends**



**Exhibit 9: Valuation**

| Valuation                                 | UoM           | FY27E        |
|---|---------------|--------------|
| EBITDA                                    | INR b         | 219          |
| EV/EBITDA Multiple                        | x             | 8.0          |
| Enterprise Value                          | INR b         | 1,750        |
| Net Cash                                  | INR b         | 197          |
| <b>Equity value</b>                       | <b>INR b</b>  | <b>1,947</b> |
| Shares outstanding                        | b             | 4.2          |
| <b>Target price (INR/sh; rounded-off)</b> | <b>INR/sh</b> | <b>460</b>   |

Source: MOFSL

## Financials and Valuation

| Income Statement       |            |            |            |            |            |            | INR b      |            |
|------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Y/E March              | FY20       | FY21       | FY22       | FY23       | FY24       | FY25E      | FY26E      | FY27E      |
| <b>Net Sales</b>       | <b>186</b> | <b>226</b> | <b>294</b> | <b>341</b> | <b>289</b> | <b>341</b> | <b>375</b> | <b>383</b> |
| Total Expenses         | 97         | 110        | 132        | 166        | 153        | 167        | 162        | 164        |
| <b>EBITDA</b>          | <b>88</b>  | <b>117</b> | <b>162</b> | <b>175</b> | <b>137</b> | <b>174</b> | <b>212</b> | <b>219</b> |
| DDA                    | 23         | 25         | 29         | 33         | 35         | 36         | 41         | 42         |
| <b>EBIT</b>            | <b>66</b>  | <b>91</b>  | <b>133</b> | <b>142</b> | <b>102</b> | <b>137</b> | <b>172</b> | <b>177</b> |
| Finance cost           | 1          | 4          | 3          | 3          | 10         | 11         | 11         | 11         |
| Other income           | 19         | 18         | 12         | 14         | 11         | 10         | 14         | 15         |
| <b>PBT</b>             | <b>84</b>  | <b>106</b> | <b>142</b> | <b>153</b> | <b>103</b> | <b>136</b> | <b>175</b> | <b>180</b> |
| Tax                    | 16         | 26         | 45         | 48         | 25         | 32         | 43         | 44         |
| Rate (%)               | 18.9       | 24.5       | 31.4       | 31.2       | 24.7       | 23.5       | 24.7       | 24.7       |
| <b>PAT (before EO)</b> | <b>68</b>  | <b>80</b>  | <b>98</b>  | <b>105</b> | <b>78</b>  | <b>104</b> | <b>132</b> | <b>135</b> |
| EO expense (Income)    | 0          | 0          | 1          | 0          | 0          | 1          | 0          | 0          |
| <b>Reported PAT</b>    | <b>68</b>  | <b>80</b>  | <b>96</b>  | <b>105</b> | <b>78</b>  | <b>104</b> | <b>132</b> | <b>135</b> |
| <b>APAT</b>            | <b>68</b>  | <b>80</b>  | <b>98</b>  | <b>105</b> | <b>78</b>  | <b>104</b> | <b>132</b> | <b>135</b> |
| Change (YoY %)         | -14.5      | 17.3       | 22.3       | 7.7        | -26.2      | 34.5       | 26.3       | 2.7        |

| Balance Sheet (Consolidated)     |            |            |            |            |            |            | INRb       |            |
|----------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Y/E March                        | FY20       | FY21       | FY22       | FY23       | FY24       | FY25E      | FY26E      | FY27E      |
| Share Capital                    | 8          | 8          | 8          | 8          | 8          | 8          | 8          | 8          |
| Reserves                         | 395        | 315        | 334        | 121        | 144        | 125        | 206        | 291        |
| <b>Net Worth</b>                 | <b>403</b> | <b>323</b> | <b>343</b> | <b>129</b> | <b>152</b> | <b>133</b> | <b>214</b> | <b>299</b> |
| Total Loans                      | 6          | 65         | 28         | 119        | 85         | 108        | 106        | 104        |
| Deferred Tax Liability           | -18        | -11        | 9          | 23         | 23         | 23         | 22         | 21         |
| <b>Capital Employed</b>          | <b>391</b> | <b>377</b> | <b>381</b> | <b>271</b> | <b>261</b> | <b>264</b> | <b>342</b> | <b>424</b> |
| Gross Block                      | 272        | 300        | 335        | 370        | 410        | 451        | 467        | 482        |
| Less: Accum. Deprn.              | 107        | 132        | 161        | 194        | 229        | 265        | 306        | 348        |
| <b>Net Fixed Assets</b>          | <b>165</b> | <b>168</b> | <b>174</b> | <b>176</b> | <b>182</b> | <b>186</b> | <b>161</b> | <b>134</b> |
| Capital WIP                      | 25         | 19         | 21         | 22         | 17         | 26         | 26         | 26         |
| <b>WC. Assets</b>                | <b>262</b> | <b>259</b> | <b>252</b> | <b>156</b> | <b>140</b> | <b>133</b> | <b>237</b> | <b>346</b> |
| Inventory                        | 18         | 14         | 20         | 19         | 19         | 19         | 20         | 21         |
| Account Receivables              | 4          | 4          | 7          | 4          | 2          | 1          | 5          | 5          |
| Cash and Bank Balance            | 222        | 223        | 208        | 113        | 100        | 93         | 192        | 301        |
| Loans and advances               | 17         | 18         | 17         | 21         | 19         | 19         | 19         | 19         |
| <b>WC. Liability &amp; Prov.</b> | <b>61</b>  | <b>69</b>  | <b>66</b>  | <b>84</b>  | <b>78</b>  | <b>81</b>  | <b>82</b>  | <b>82</b>  |
| Trade payables                   | 15         | 15         | 20         | 21         | 21         | 22         | 23         | 23         |
| Provisions & Others              | 46         | 54         | 46         | 63         | 57         | 59         | 59         | 59         |
| <b>Net WC. Assets</b>            | <b>201</b> | <b>190</b> | <b>186</b> | <b>72</b>  | <b>62</b>  | <b>52</b>  | <b>155</b> | <b>264</b> |
| <b>Appl. of Funds</b>            | <b>391</b> | <b>377</b> | <b>381</b> | <b>271</b> | <b>261</b> | <b>264</b> | <b>342</b> | <b>424</b> |

E: MOFSL Estimates

## Financials and Valuation

### Ratios

| Y/E March                     | FY20        | FY21        | FY22        | FY23        | FY24        | FY25E       | FY26E       | FY27E       |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Basic (INR)</b>            |             |             |             |             |             |             |             |             |
| <b>EPS</b>                    | <b>16.1</b> | <b>18.9</b> | <b>23.1</b> | <b>24.9</b> | <b>18.4</b> | <b>24.7</b> | <b>31.2</b> | <b>32.0</b> |
| Cash EPS                      | 21.5        | 24.9        | 30.0        | 32.6        | 26.6        | 33.3        | 40.9        | 42.0        |
| BV/Share                      | 95.4        | 76.5        | 81.1        | 30.6        | 36.0        | 31.5        | 50.7        | 70.8        |
| DPS                           | 16.5        | 21.3        | 18.0        | 75.5        | 13.0        | 29.0        | 12.0        | 12.0        |
| Payout (%)                    | 122.9       | 112.7       | 77.9        | 303.5       | 70.8        | 117.4       | 38.5        | 37.4        |
| <b>Valuation (x)</b>          |             |             |             |             |             |             |             |             |
| P/E                           | 28.0        | 23.9        | 19.5        | 18.1        | 24.6        | 18.3        | 14.5        | 14.1        |
| Cash P/E                      | 21.0        | 18.1        | 15.0        | 13.8        | 17.0        | 13.5        | 11.0        | 10.7        |
| EV/Sales                      | 9.1         | 7.7         | 5.9         | 5.6         | 6.5         | 5.6         | 4.9         | 4.5         |
| EV/EBITDA                     | 19.1        | 15.0        | 10.6        | 10.9        | 13.8        | 11.0        | 8.6         | 7.8         |
| Dividend Yield (%)            | 3.7         | 4.7         | 4.0         | 16.7        | 2.9         | 6.4         | 2.7         | 2.7         |
| <b>Return Ratios (%)</b>      |             |             |             |             |             |             |             |             |
| EBITDA Margins                | 47.7        | 51.6        | 55.1        | 51.3        | 47.2        | 51.0        | 56.7        | 57.2        |
| Net Profit Margins            | 36.7        | 35.3        | 33.2        | 30.8        | 26.8        | 30.6        | 35.2        | 35.4        |
| RoCE (pre-tax)                | 23.2        | 28.5        | 38.3        | 47.9        | 42.4        | 56.2        | 61.3        | 49.9        |
| RoIC (pre-tax)                | 41.6        | 56.7        | 81.5        | 86.1        | 64.0        | 83.1        | 106.9       | 129.1       |
| <b>Working Capital Ratios</b> |             |             |             |             |             |             |             |             |
| Fixed Asset Turnover (x)      | 1.2         | 1.4         | 1.7         | 1.9         | 1.6         | 1.9         | 2.2         | 2.6         |
| Receivable (Days)             | 8           | 7           | 9           | 4           | 5           | 5           | 5           | 5           |
| Trade payable (Days)          | 29          | 25          | 25          | 22          | 22          | 22          | 22          | 22          |
| <b>Leverage Ratio (x)</b>     |             |             |             |             |             |             |             |             |
| Current Ratio                 | 4.3         | 3.7         | 3.8         | 1.9         | 1.8         | 1.6         | 2.9         | 4.2         |
| Interest Cover Ratio          | 75.9        | 28.4        | 50.1        | 46.9        | 11.8        | 13.5        | 17.4        | 16.9        |
| Net Debt/Equity               | -0.5        | -0.5        | -0.5        | 0.0         | (0.1)       | 0.1         | (0.4)       | (0.7)       |

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| Cash Flow Statement                                  | FY20       | FY21       | FY22        | FY23        | FY24        | FY25E        | FY26E       | FY27E       |
|--|------------|------------|-------------|-------------|-------------|--------------|-------------|-------------|
| EBITDA   | 88         | 117        | 162         | 175         | 137         | 174          | 212         | 219         |
| Non-cash exp. (income)                               | 0          | 0          | 1           | 2           | 16          | (32)         | -           | -           |
| (Inc)/Dec in Wkg. Cap.                               | -11        | 6          | -12         | 6           | (2)         | 3            | (5)         | (0)         |
| Tax paid   | -11        | -18        | -24         | -31         | (18)        | (3)          | (44)        | (45)        |
| <b>CF from Op. Activity</b>                          | <b>66</b>  | <b>106</b> | <b>127</b>  | <b>151</b>  | <b>133</b>  | <b>142</b>   | <b>164</b>  | <b>173</b>  |
| (Inc)/Dec in FA + CWIP                               | -36        | -24        | -30         | -35         | (40)        | (41)         | (15)        | (15)        |
| <b>Free Cash Flow</b>                                | <b>30</b>  | <b>81</b>  | <b>97</b>   | <b>116</b>  | <b>93</b>   | <b>101</b>   | <b>148</b>  | <b>158</b>  |
| Interest & Dividend Income                           | 5          | 15         | 9           | 14          | 11          | 10           | 14          | 15          |
| Others   | 5          | -15        | 29          | 87          | (5)         | 4            | -           | -           |
| <b>CF from Inv. Activity</b>                         | <b>-26</b> | <b>-24</b> | <b>8</b>    | <b>66</b>   | <b>(34)</b> | <b>(27)</b>  | <b>(1)</b>  | <b>(1)</b>  |
| Debt raised/(repaid)                                 | -19        | 65         | -43         | 90          | (34)        | 22           | (2)         | (2)         |
| Dividend (incl. tax)                                 | 0          | -160       | -76         | -319        | (55)        | (123)        | (51)        | (51)        |
| Interest paid  | -2         | -2         | -3          | -3          | (10)        | (11)         | (11)        | (11)        |
| Others   | 0          | 0          | 0           | 0           | (1)         | (3)          | -           | -           |
| <b>CF from Fin. Activity</b>                         | <b>-21</b> | <b>-97</b> | <b>-123</b> | <b>-232</b> | <b>(99)</b> | <b>(114)</b> | <b>(63)</b> | <b>(64)</b> |
| <b>(Inc)/Dec in Cash</b>                             | <b>19</b>  | <b>-16</b> | <b>13</b>   | <b>-15</b>  | <b>(0)</b>  | <b>0</b>     | <b>99</b>   | <b>108</b>  |
| Add: Opening cash balance                            | 0          | 19         | 3           | 16          | 1           | 1            | 1           | 100         |
| Adjustments  | 0          | 0          | 0           | 0           | -           | -            | -           | -           |
| Closing cash balance                                 | 19         | 3          | 16          | 1           | 1           | 1            | 100         | 208         |
| Bank balance and current investments                 | 204        | 220        | 192         | 112         | 100         | 92           | 92          | 92          |
| <b>Closing Balance (incl. bank balance and inv.)</b> | <b>222</b> | <b>223</b> | <b>208</b>  | <b>113</b>  | <b>100</b>  | <b>93</b>    | <b>192</b>  | <b>301</b>  |

E: MOFSL Estimates

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## NOTES



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|----------------------------------|--|
| 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 |

\*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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