




# Ajanta Pharma

Estimate change   
TP change   
Rating change 

Motilal Oswal values your support in the Asiamoney Brokers Poll 2022 for India Research, Sales, Corporate Access and Trading team. We request your ballot.



Bloomberg	AJP IN
Equity Shares (m)	129
M.Cap.(INRb)/(USD\$)	163.2 / 2
52-Week Range (INR)	1613 / 1062
1, 6, 12 Rel. Per (%)	-4/-12/-26
12M Avg Val (INR M)	164

## Financials & Valuations (INR b)

Y/E MARCH	2022	2023E	2024E
Sales	33.4	38.3	43.4
EBITDA	9.4	10.1	11.8
Adj. PAT	6.9	7.4	8.7
EBIT Margin (%)	24.5	22.8	24.0
Cons. Adj. EPS (INR)	53.7	57.1	67.5
EPS Gr. (%)	5.8	6.4	18.1
BV/Sh. (INR)	253.5	297.1	347.9

## Ratios

Net D:E	-0.1	-0.2	-0.2
RoE (%)	22.1	20.8	20.9
RoCE (%)	22.3	20.8	21.0
Payout (%)	11.4	24.7	24.7

## Valuations

P/E (x)	23.7	22.3	18.9
EV/EBITDA (x)	17.2	15.7	13.0
Div. Yield (%)	0.5	1.1	1.3
FCF Yield (%)	2.6	2.9	3.4
EV/Sales (x)	4.8	4.1	3.5

## Shareholding pattern (%)

As On	Jun-22	Mar-22	Jun-21
Promoter	70.5	70.5	70.3
DII	12.9	12.7	12.3
FII	8.3	8.6	8.9
Others	8.3	8.1	8.5

FII Includes depository receipts

**CMP: INR1,274 TP: INR1,500 (+18%) Buy**

## Branded Generics on a strong footing

### US filing pace to improve going forward

- AJP delivered a better than expected 1QFY23 performance, led by strong growth in the Domestic Formulation (DF), Asia, and African segments. The US also exhibited moderate growth, despite pricing headwinds.
- We have maintained our FY23 and FY24 estimates. We continue to value AJP at 22x 12M forward earnings to arrive at our TP of INR1,500. We expect 12% earnings CAGR over FY22-24, led by 14.5%/16% sales CAGR in the Branded Generics/US segment. We remain positive on AJP on the back of steady outperformance in DF, Africa, and Asia and certain niche launches in the US market. We maintain our BUY rating.

## Lower realization and raw material cost pressures drag profitability

- Revenue grew by ~27% YoY to INR9.5b (est. INR8.3b), led by growth across the domestic and Branded Generics segment in Asia and Africa.
- DF sales rose by ~23% YoY to INR2.5b (26% of sales). Branded Generics sales in Asia/Africa grew by ~46%/~34% YoY to INR2.4b/ INR1.8b (25%/18% of sales). US Generic sales rose by ~6.5% YoY to INR1.8b (19% of sales). Institutional Antimalarial sales grew 15% YoY to INR770m (8% of sales).
- There was an inventory write-off related to certain products affecting gross margin to the tune of 200bp as a percentage of sales. Increased raw material cost and price erosion affected gross margin by 100bp each as a percentage of sales.
- Adjusting for inventory write-off and a temporary increase in RM cost, gross margin (GM) contracted by ~340bp YoY to 73.7%.
- EBITDA margin contracted by ~300bp YoY to 26.5% (est. 24.5%) due to lower GM. As a percentage of sales, an increase in other expenses (up ~150bp YoY) was partially offset by reduced employee expenses (down ~190bp).
- EBITDA grew by ~14.5% YoY to INR2.5b (est. INR2b).
- R&D expense stood at INR540m (~6% of sales) in 1QFY23.
- PAT increased by ~14% YoY to INR1.8b (est. INR1.5b).

## Highlights from the management commentary

- The management guided at 26-27% EBITDA margin for FY23.
- The margin guidance is without approval for products like g-Chantix and g-Vimovo for the US market.
- AJP is responding to USFDA's queries with respect to g-Chantix.
- It is awaiting an inspection from the USFDA with respect to g-Vimovo.
- The management has guided at 10-12 ANDA filings in FY23.
- The company launched 12 products, including two first-to-market in DF.
- It has 12% of DF sales under the National List of Essential Medicines (NLEM).
- AJP launched 10 products in Asia and Africa in the Branded Generics space.

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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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## Consol. - Quarterly perf.

(INRm)

Y/E March	FY22				FY23E				FY22	FY23E	FY23E	vs Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
<b>Net Sales</b>	<b>7,479</b>	<b>8,848</b>	<b>8,379</b>	<b>8,703</b>	<b>9,509</b>	<b>9,416</b>	<b>9,516</b>	<b>9,812</b>	<b>33,410</b>	<b>38,252</b>	<b>8,352</b>	<b>13.9</b>
YoY Change (%)	11.9	23.6	11.9	15.0	27.1	6.4	13.6	12.7	15.6	14.5	11.7	
Total Expenditure	5,278	6,220	5,983	6,505	6,992	6,967	7,013	7,200	23,986	28,172	6,306	
<b>EBITDA</b>	<b>2,201</b>	<b>2,628</b>	<b>2,396</b>	<b>2,197</b>	<b>2,518</b>	<b>2,448</b>	<b>2,503</b>	<b>2,611</b>	<b>9,424</b>	<b>10,079</b>	<b>2,046</b>	<b>23.0</b>
YoY Change (%)	-1.4	-4.2	-0.9	-15.3	14.4	-6.9	4.5	18.8	-5.6	7.0	-7.0	
Margins (%)	29.4	29.7	28.6	25.2	26.5	26.0	26.3	26.6	28.2	26.4	24.5	
Depreciation	309	315	317	312	318	330	340	354	1,253	1,342	320	
<b>EBIT</b>	<b>1,892</b>	<b>2,313</b>	<b>2,079</b>	<b>1,886</b>	<b>2,200</b>	<b>2,118</b>	<b>2,163</b>	<b>2,257</b>	<b>8,171</b>	<b>8,737</b>	<b>1,726</b>	<b>27.4</b>
YoY Change (%)	-3.1	-6.0	-2.2	-17.6	16.2	-8.4	4.0	19.7	-7.4	6.9	-8.8	
Interest	15	4	10	73	9	11	13	14	102	47	10	
Other Income	76	145	240	295	48	200	225	394	757	866	180	
<b>PBT before EO expense</b>	<b>1,954</b>	<b>2,454</b>	<b>2,309</b>	<b>2,107</b>	<b>2,239</b>	<b>2,307</b>	<b>2,375</b>	<b>2,637</b>	<b>8,826</b>	<b>9,557</b>	<b>1,896</b>	<b>18.1</b>
Extra-Ord expense	-250	-150	0	131	20	0	0	0	-269	20	0	
<b>PBT</b>	<b>2,204</b>	<b>2,604</b>	<b>2,309</b>	<b>1,977</b>	<b>2,219</b>	<b>2,307</b>	<b>2,375</b>	<b>2,637</b>	<b>9,095</b>	<b>9,537</b>	<b>1,896</b>	<b>17.0</b>
Tax	467	645	392	465	472	519	558	644	1,968	2,193	417	
Effective Rate (%)	21.2	24.8	17.0	23.5	21.3	22.5	23.5	24.4	21.6	23.0	22.0	
MI & P/L of Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	
<b>Reported PAT</b>	<b>1,737</b>	<b>1,959</b>	<b>1,918</b>	<b>1,512</b>	<b>1,746</b>	<b>1,788</b>	<b>1,817</b>	<b>1,993</b>	<b>7,127</b>	<b>7,343</b>	<b>1,479</b>	<b>18.1</b>
<b>Adj PAT</b>	<b>1,540</b>	<b>1,847</b>	<b>1,918</b>	<b>1,612</b>	<b>1,762</b>	<b>1,788</b>	<b>1,817</b>	<b>1,993</b>	<b>6,918</b>	<b>7,359</b>	<b>1,479</b>	<b>19.1</b>
YoY Change (%)	4.2	8.5	8.6	1.2	14.4	-3.2	-5.3	23.6	5.8	6.4	-3.9	

E: MOFSL Estimates

## Key performance Indicators (Consolidated)

Y/E March	FY22				FY23E				FY22	FY23E	FY23E
INR m	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE
Domestic formulations	2,290	2,480	2,560	2,450	2,790	2,766	2,884	2,718	9,781	11,158	2,484
YoY Change (%)	31.6	22.8	16.4	12.4	21.8	11.5	12.6	10.9	20.4	14.1	8.5
Asia	1,650	1,910	1,940	2,630	2,400	2,330	2,406	2,295	8,130	9,431	2,145
YoY Change (%)	2.5	6.1	(1.9)	49.4	45.5	22.0	24.0	(4.4)	13.7	16.0	30.0
Africa (branded + Insti)	1,790	2,250	2,030	1,860	2,450	2,311	2,187	1,980	7,930	8,928	1,967
YoY Change (%)	16.2	38.0	24.5	5.1	50.3	2.7	7.7	(19.2)	18.4	12.6	9.9
US	1,680	1,940	1,660	1,680	1,790	1,843	1,843	2,640	6,960	8,115	1,596
YoY Change (%)	12.8	26.0	3.1	(2.9)	6.5	(5.0)	11.0	57.1	9.3	16.6	(5.0)
<b>Cost Break-up</b>											
RM Cost (% of Sales)	23.0	26.2	22.6	26.0	26.3	26.1	26.2	26.4	24.5	26.3	26.5
Staff Cost (% of Sales)	21.1	18.1	19.4	19.0	19.2	19.4	19.5	18.7	19.3	19.2	19.5
R&D Expenses (% of Sales)	6.0	5.5	6.1	6.8	5.7	6.0	6.1	6.3	6.1	6.2	5.9
Other Cost (% of Sales)	26.5	26.0	29.5	29.7	28.0	28.5	28.0	28.3	27.9	28.2	29.5
Gross Margins (%)	77.0	73.8	77.4	74.0	73.7	73.9	73.8	73.6	75.5	73.8	73.5
EBITDA Margins (%)	29.4	29.7	28.6	25.2	26.5	26.0	26.3	26.6	28.2	26.4	24.5
EBIT Margins (%)	25.3	26.1	24.8	21.7	23.1	22.5	22.7	23.0	24.5	22.8	20.7
PBT Margins (%)	25.9	27.3	26.8	23.4	23.4	24.0	24.4	25.8	25.8	24.4	22.2
PAT Margins (%)	20.4	20.5	22.2	17.9	18.4	18.6	18.6	19.5	20.2	18.8	17.3

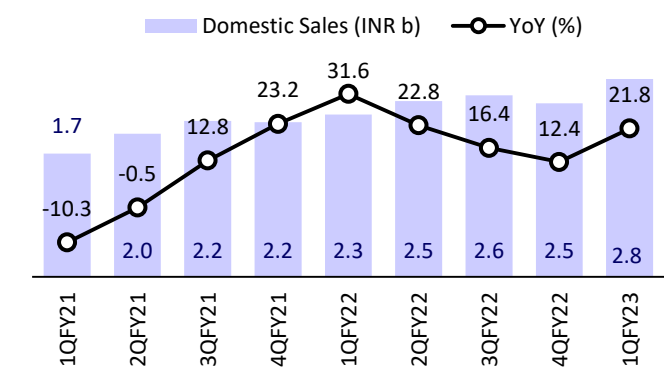


### Other highlights from the management interaction

- Raw material cost was higher for the quarter due to inventory write-off (200bp as % of sales), price erosion in US generics (100bp as % of sales), increased RM cost (100bp as % of sales). AJP indicated about passing of some cost to customers in branded generics segment.
- AJP guided for capex of INR2b for FY23.
- While there has been no new approvals/launches in US during the quarter, AJP guided for accelerated filing in coming quarters to revamp incremental business from new launches.
- AJP has about 39 products on shelf in US market. It has 20 ANDAs pending for approval at the end of 1QFY23.
- AJP had R&D cost of INR540m and formed 6% of sales for 1QFY23.

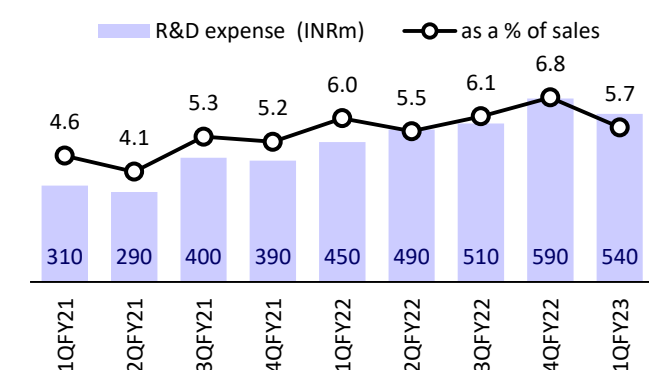
## Key exhibits

Exhibit 1: DF sales up ~22% YoY in 1QFY23



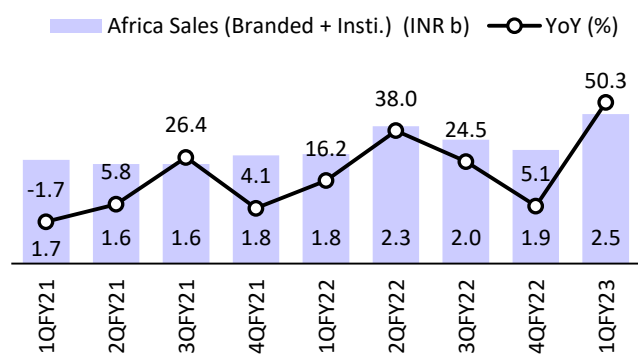
Source: MOFSL, Company

Exhibit 2: R&amp;D as % of sales declined by ~34bp YoY to 5.7%



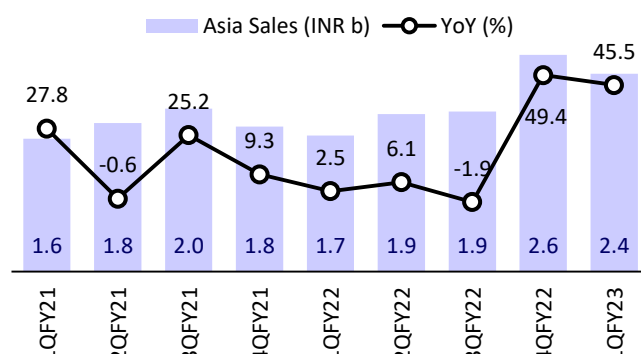
Source: MOFSL, Company

Exhibit 3: Africa sales (Branded + Institutional) up ~50% YoY



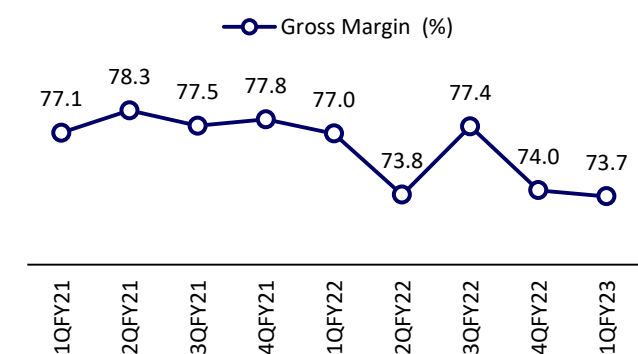
Source: MOFSL, Company

Exhibit 4: Asia sales increased by ~46% YoY



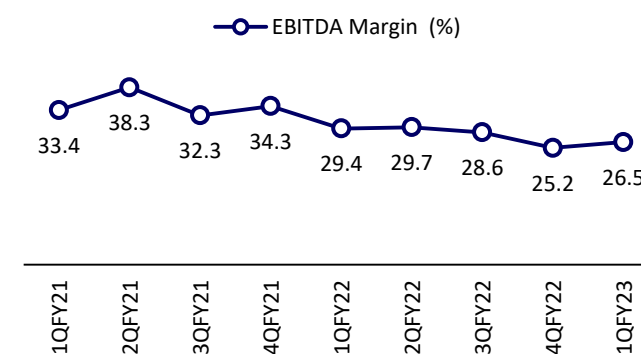
Source: MOFSL, Company

Exhibit 5: Gross margins declined due to higher material costs



Source: MOFSL, Company

Exhibit 6: EBITDA margin contracted by ~300bp YoY



Source: MOFSL, Company

## Steady growth across segments to drive earnings

### Sustained growth momentum expected in branded formulation segment

- AJP posted revenue of INR2.8b, posting strong growth of ~22% YoY in DF in 1QFY23 and outperformed the domestic market by ~800bp on a 12-month basis ending Jun'22, as per AWACS. It demonstrated considerable outperformance against IPM in its major therapies.
- We expect AJP to deliver 14.5% sales CAGR in DF over FY22-24, led by: a) price hike across portfolio including NLEM, b) specialty launches along with First to file and c) market share gains in existing products.
- Asia and Africa business posted strong growth of ~46% and ~50% respectively in 1QFY23. We expect AJP to deliver 15% and 11% CAGR for Asia and Africa business over FY22-24 on account of new launches and steady traction in existing products.
- The anti-malarial business is expected to remain lumpy subject to funding available to global institutions focused towards Low middle income countries (LMIC).

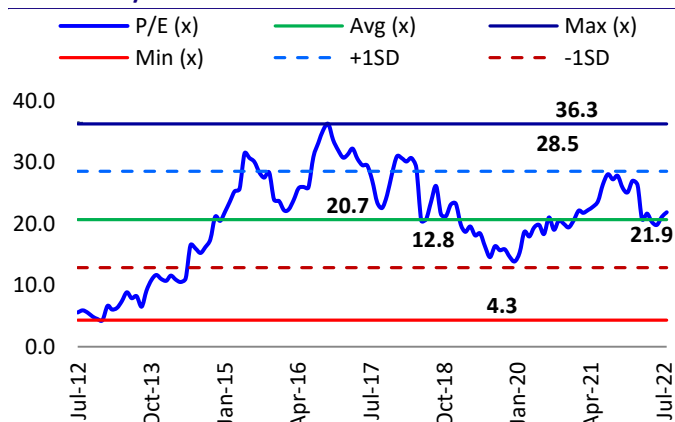
### Efforts on track to obtain approval for Niche products in US market

- AJP delivered growth of ~9.3% YoY in FY22 and ~6.5% YoY in 1QFY23. Particularly, in 1QFY23, there have been no new launches.
- There has been a lack of new launches over the past 6-9 months. There are expectations of resumption of FDA inspections on certain niche products which will help AJP to launch products in the market after successful approval.
- With the improved approvals and better launch pace, we expect AJP to garner 16% sales CAGR over FY22-24.

### Expect 12% PAT CAGR over FY22-24

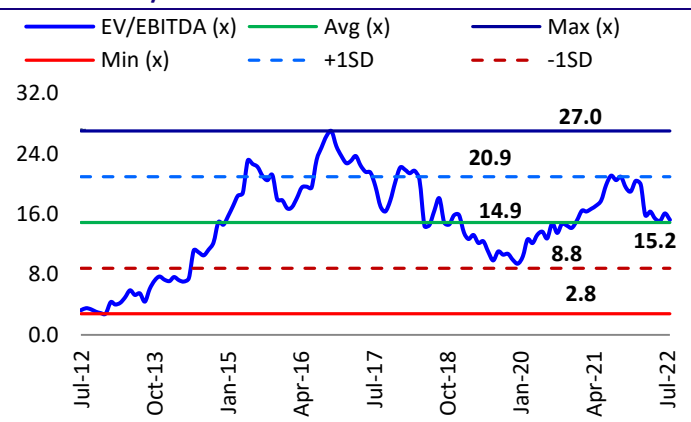
- We have maintained our estimates for FY23/FY24. We expect 12% earnings CAGR over FY22-24 led by 14.5% sales CAGR in branded generics segment and 16% sales CAGR in US segment.
- We continue to value AJP at 22x 12M forward earnings to arrive at price target of INR1500. We remain positive on AJP on the back of steady outperformance in DF, Africa/Asia and certain niche launches in US market. Maintain BUY

Exhibit 7: P/E chart



Source: MOFSL, Company, Bloomberg

Exhibit 8: EV/EBITDA chart



Source: MOFSL, Company, Bloomberg

## Financials and valuations - Consolidated

Income Statement										(INR m)
Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
<b>Total Income from Operations</b>	<b>14,852</b>	<b>17,494</b>	<b>20,016</b>	<b>21,309</b>	<b>20,554</b>	<b>25,879</b>	<b>28,897</b>	<b>33,410</b>	<b>38,252</b>	<b>43,367</b>
Change (%)	22.1	17.8	14.4	6.5	-3.5	25.9	11.7	15.6	14.5	13.4
<b>Total Expenditure</b>	<b>9,800</b>	<b>11,623</b>	<b>13,126</b>	<b>14,725</b>	<b>14,809</b>	<b>18,895</b>	<b>18,911</b>	<b>23,986</b>	<b>28,172</b>	<b>31,571</b>
% of Sales	66.0	66.4	65.6	69.1	72.1	73.0	65.4	71.8	73.7	72.8
<b>EBITDA</b>	<b>5,052</b>	<b>5,871</b>	<b>6,890</b>	<b>6,584</b>	<b>5,744</b>	<b>6,983</b>	<b>9,986</b>	<b>9,424</b>	<b>10,079</b>	<b>11,796</b>
Margin (%)	34.0	33.6	34.4	30.9	27.9	27.0	34.6	28.2	26.4	27.2
Depreciation	516	444	612	596	721	957	1,161	1,253	1,342	1,377
<b>EBIT</b>	<b>4,536</b>	<b>5,426</b>	<b>6,278</b>	<b>5,988</b>	<b>5,024</b>	<b>6,026</b>	<b>8,825</b>	<b>8,171</b>	<b>8,737</b>	<b>10,419</b>
Int. and Finance Charges	59	49	35	4	12	119	83	102	47	37
Other Income	168	212	239	242	211	522	260	757	866	982
<b>PBT bef. EO Exp.</b>	<b>4,645</b>	<b>5,589</b>	<b>6,482</b>	<b>6,226</b>	<b>5,223</b>	<b>6,429</b>	<b>9,002</b>	<b>8,826</b>	<b>9,557</b>	<b>11,364</b>
EO Items	-85	0	0	0	80	211	0	269	-20	0
<b>PBT after EO Exp.</b>	<b>4,560</b>	<b>5,589</b>	<b>6,482</b>	<b>6,226</b>	<b>5,143</b>	<b>6,640</b>	<b>9,002</b>	<b>9,095</b>	<b>9,537</b>	<b>11,364</b>
Total Tax	1,462	1,433	1,413	1,539	1,273	1,963	2,463	1,968	2,193	2,671
Tax Rate (%)	32.0	25.6	21.8	24.7	24.8	29.6	27.4	21.6	23.0	23.5
<b>Reported PAT</b>	<b>3,099</b>	<b>4,156</b>	<b>5,068</b>	<b>4,686</b>	<b>3,870</b>	<b>4,677</b>	<b>6,539</b>	<b>7,127</b>	<b>7,343</b>	<b>8,694</b>
<b>Adjusted PAT</b>	<b>3,156</b>	<b>4,156</b>	<b>5,068</b>	<b>4,686</b>	<b>3,930</b>	<b>4,522</b>	<b>6,539</b>	<b>6,918</b>	<b>7,359</b>	<b>8,694</b>
Change (%)	34.9	31.7	21.9	-7.5	-16.1	15.1	44.6	5.8	6.4	18.1
Margin (%)	21.3	23.8	25.3	22.0	19.1	17.5	22.6	20.7	19.2	20.0

### Balance Sheet

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Equity Share Capital	177	177	177	175	175	175	174	172	258	258
Total Reserves	8,234	11,732	15,500	20,237	22,277	25,813	29,782	32,472	38,001	44,548
<b>Net Worth</b>	<b>8,411</b>	<b>11,909</b>	<b>15,677</b>	<b>20,412</b>	<b>22,452</b>	<b>25,989</b>	<b>29,956</b>	<b>32,644</b>	<b>38,259</b>	<b>44,805</b>
Total Loans	724	814	10	11	7	7	16	19	19	19
Deferred Tax Liabilities	152	107	29	244	271	558	421	463	463	463
<b>Capital Employed</b>	<b>9,286</b>	<b>12,829</b>	<b>15,716</b>	<b>20,667</b>	<b>22,730</b>	<b>26,553</b>	<b>30,393</b>	<b>33,125</b>	<b>38,741</b>	<b>45,287</b>
Gross Block	5,499	7,157	8,949	14,172	16,152	20,045	21,896	22,857	25,080	26,875
Less: Accum. Deprn.	2,618	2,650	3,058	3,646	4,366	5,324	6,485	7,738	9,080	10,456
<b>Net Fixed Assets</b>	<b>2,881</b>	<b>4,507</b>	<b>5,892</b>	<b>10,527</b>	<b>11,786</b>	<b>14,721</b>	<b>15,411</b>	<b>15,120</b>	<b>16,001</b>	<b>16,418</b>
Capital WIP	1,702	2,398	3,393	613	2,613	1,319	1,082	1,529	1,306	1,011
<b>Total Investments</b>	<b>595</b>	<b>860</b>	<b>1,909</b>	<b>2,044</b>	<b>888</b>	<b>476</b>	<b>517</b>	<b>707</b>	<b>707</b>	<b>707</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>6,286</b>	<b>7,028</b>	<b>7,039</b>	<b>11,077</b>	<b>11,357</b>	<b>16,417</b>	<b>20,276</b>	<b>22,645</b>	<b>29,870</b>	<b>37,190</b>
Inventory	1,590	2,046	2,110	3,506	4,357	4,957	7,665	7,911	9,262	9,947
Account Receivables	2,588	3,724	3,232	4,920	4,595	7,753	7,384	10,198	11,842	13,664
Cash and Bank Balance	1,368	434	713	932	1,005	2,053	2,096	2,118	5,997	10,441
Loans and Advances	740	825	985	1,719	1,400	1,655	3,131	2,418	2,768	3,139
<b>Curr. Liability &amp; Prov.</b>	<b>2,177</b>	<b>1,965</b>	<b>2,516</b>	<b>3,592</b>	<b>3,913</b>	<b>6,379</b>	<b>6,893</b>	<b>6,875</b>	<b>9,142</b>	<b>10,039</b>
Account Payables	1,298	1,650	1,781	2,852	2,251	3,623	3,739	3,272	5,017	5,363
Other Current Liabilities	188	176	562	321	1,278	2,230	2,858	3,302	3,780	4,285
Provisions	691	139	173	419	384	526	296	301	345	391
<b>Net Current Assets</b>	<b>4,108</b>	<b>5,063</b>	<b>4,524</b>	<b>7,485</b>	<b>7,444</b>	<b>10,038</b>	<b>13,383</b>	<b>15,770</b>	<b>20,728</b>	<b>27,151</b>
<b>Appl. of Funds</b>	<b>9,286</b>	<b>12,829</b>	<b>15,716</b>	<b>20,667</b>	<b>22,730</b>	<b>26,553</b>	<b>30,393</b>	<b>33,126</b>	<b>38,741</b>	<b>45,287</b>

## Financials and valuations - Consolidated

Ratios	(INR m)									
Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
<b>Basic (INR)</b>										
<b>EPS</b>	<b>24.5</b>	<b>32.3</b>	<b>39.4</b>	<b>36.4</b>	<b>30.5</b>	<b>35.1</b>	<b>50.8</b>	<b>53.7</b>	<b>57.1</b>	<b>67.5</b>
Cash EPS	28.5	35.7	44.1	41.0	36.1	42.5	59.8	63.5	67.6	78.2
BV/Share	65.3	92.5	121.7	158.5	174.4	201.8	232.6	253.5	297.1	347.9
DPS	4.1	9.6	8.9	0.0	6.2	8.8	6.4	6.3	14.1	16.7
Payout (%)	18.9	29.6	22.6	0.0	20.6	24.8	12.7	11.4	24.7	24.7
<b>Valuation (x)</b>										
P/E	52.0	39.5	32.4	35.0	41.8	36.3	25.1	23.7	22.3	18.9
Cash P/E	44.7	35.7	28.9	31.1	35.3	30.0	21.3	20.1	18.9	16.3
P/BV	19.5	13.8	10.5	8.0	7.3	6.3	5.5	5.0	4.3	3.7
EV/Sales	11.0	9.4	8.2	7.7	7.9	6.3	5.6	4.9	4.1	3.5
EV/EBITDA	32.4	28.0	23.7	24.8	28.4	23.2	16.2	17.2	15.7	13.0
Dividend Yield (%)	0.3	0.8	0.7	0.0	0.5	0.7	0.5	0.5	1.1	1.3
FCF per share	13.7	2.2	24.0	2.9	-1.8	15.3	33.9	32.7	37.2	43.8
<b>Return Ratios (%)</b>										
RoE	44.0	40.9	36.7	26.0	18.3	18.7	23.4	22.1	20.8	20.9
RoCE	39.0	38.4	35.9	26.0	18.4	19.0	23.6	22.3	20.8	21.0
RoIC	56.5	54.7	52.1	33.7	21.4	20.7	25.9	23.1	22.6	25.0
<b>Working Capital Ratios</b>										
Asset Turnover (x)	1.6	1.4	1.3	1.0	0.9	1.0	1.0	1.0	1.0	1.0
Inventory (Days)	39	43	38	60	77	66	97	86	88	84
Debtor (Days)	64	78	59	84	82	109	93	111	113	115
Creditor (Days)	32	34	32	49	40	51	47	36	48	45
<b>Leverage Ratio (x)</b>										
Net Debt/Equity	-0.1	0.0	-0.2	-0.1	-0.1	-0.1	-0.09	-0.09	-0.2	-0.2

### Cash Flow Statement

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
OP/(Loss) before Tax	4,560	5,589	6,482	6,226	5,303	6,218	9,002	9,095	9,537	11,364
Depreciation	516	444	612	596	721	957	1,161	1,253	1,342	1,377
Interest & Finance Charges	59	49	35	-238	-199	-403	-177	-655	-820	-945
Direct Taxes Paid	-1,461	-1,615	-1,428	-1,539	-1,273	-1,963	-2,463	-1,968	-2,193	-2,671
(Inc)/Dec in WC	-817	-1,243	285	-2,742	115	-1,548	-1,708	-2,427	-1,079	-1,979
<b>CF from Operations</b>	<b>2,858</b>	<b>3,224</b>	<b>5,986</b>	<b>2,302</b>	<b>4,667</b>	<b>3,262</b>	<b>5,815</b>	<b>5,298</b>	<b>6,787</b>	<b>7,146</b>
Others	-64	37	106	509	-922	1,306	169	323	0	0
<b>CF from Operating incl EO</b>	<b>2,794</b>	<b>3,261</b>	<b>6,092</b>	<b>2,811</b>	<b>3,745</b>	<b>4,568</b>	<b>5,983</b>	<b>5,620</b>	<b>6,787</b>	<b>7,146</b>
(Inc)/Dec in FA	-1,036	-2,975	-3,002	-2,444	-3,979	-2,599	-1,614	-1,409	-2,000	-1,500
<b>Free Cash Flow</b>	<b>1,759</b>	<b>287</b>	<b>3,090</b>	<b>367</b>	<b>-234</b>	<b>1,969</b>	<b>4,369</b>	<b>4,212</b>	<b>4,787</b>	<b>5,646</b>
(Pur)/Sale of Investments	-45	-36	-914	-135	1,155	413	-41	-190	0	0
Others	-503	920	85	17	596	-58	-1,169	857	866	982
<b>CF from Investments</b>	<b>-1,583</b>	<b>-2,091</b>	<b>-3,831</b>	<b>-2,562</b>	<b>-2,228</b>	<b>-2,244</b>	<b>-2,824</b>	<b>-741</b>	<b>-1,134</b>	<b>-518</b>
Inc/(Dec) in Debt	-581	218	-746	1	-5	1	9	3	0	0
Interest Paid	-60	-49	-35	-4	-12	-119	-83	-102	-47	-37
Dividend Paid	-411	-1,342	-1,287	b	-796	-1,159	-829	-816	-1,814	-2,147
Others	0	0	50	4	-664	-405	-1,832	-3,873	0	0
<b>CF from Fin. Activity</b>	<b>-1,052</b>	<b>-1,173</b>	<b>-2,017</b>	<b>-1</b>	<b>-1,476</b>	<b>-1,683</b>	<b>-2,737</b>	<b>-4,790</b>	<b>-1,775</b>	<b>-2,185</b>
<b>Inc/Dec of Cash</b>	<b>159</b>	<b>-3</b>	<b>244</b>	<b>248</b>	<b>41</b>	<b>640</b>	<b>422</b>	<b>89</b>	<b>3,879</b>	<b>4,444</b>
Opening Balance	258	417	414	658	906	952	1,592	2,014	2,103	5,982
<b>Closing Balance</b>	<b>417</b>	<b>414</b>	<b>658</b>	<b>906</b>	<b>948</b>	<b>1,592</b>	<b>2,014</b>	<b>2,103</b>	<b>5,982</b>	<b>10,426</b>
Unrealised loss / (gain) on forex				0	4	432	82	14	14	14
<b>Total Cash &amp; Cash Eq</b>	<b>1,368</b>	<b>434</b>	<b>713</b>	<b>932</b>	<b>1,005</b>	<b>2,053</b>	<b>2,096</b>	<b>2,118</b>	<b>5,997</b>	<b>10,441</b>

## NOTES



Explanation of Investment Rating	
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

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