

Estimate change	↔
TP change	↑
Rating change	↔

**CMP: INR4,050      TP: INR4,290 (+6%)      Neutral**

## Robust outlook factored into the valuation

### All-round performance despite adverse macros

- Coforge (COFORGE) reported 4QFY23 revenue growth of 4.7% QoQ in CC terms, exceeding our estimates of 3.1%. Reported revenue stood at USD264.4m (up 5.0% QoQ/13.8% YoY). The growth was broad-based across verticals and service lines with Insurance and BFS leading the pack reporting 5.0% and 4.5% QoQ growth in CC, respectively, while TTH was up 2.3% QoQ during the quarter.
- Even the large deal wins during the quarter were strong with two new large deals of USD50m+ (each from BFS and Travel verticals). Although the Net New deal wins were flat YoY, the executable order book was robust at USD869m (+20.7% YoY). Management guided for the initial FY24 USD CC revenue growth of 13-16% YoY.
- COFORGE's revenue performance in 4QFY23 was relatively strong with all-round growth across verticals and functional areas in an environment where demand has moderated and the clients have revisited their budgets, especially in BFS. The ramp up of the two large deals signed during 4Q and 11 large deals in FY23 are expected to deliver sustainable and predictable growth in FY24. The overall deal pipeline remains healthy across its client buckets with no meaningful instances of deal deferrals or spending cuts. The client profile remains healthy with one of its major BFS accounts (First-Third bank) actively participating in BPM services, which is rendering a lot of confidence to the management in delivering FY24E growth. We expect the company to report growth ahead of the upper-end (16.5% YoY CC), which will result in FY23-25 USD revenue CAGR of 15%.
- However, margin performance was a little disappointing with 110bp QoQ improvement v/s our estimate of 200bp QoQ expansion. This was primarily led by rigorous investments in building S&M team, technology, and functional capabilities. Management indicated that it would continue to spend on S&M (all through FY24) to support incremental growth and gain higher wallet share from each of the strategic accounts. The company has guided for flat YoY Adj. EBITDA margin in FY24, leading to a strong INR PAT CAGR of 22% over FY23-25.
- The stock currently trades at 20x FY25E EPS. We retain our FY24/FY25 estimates on revenue outperformance, though offset by miss on margins. However, we believe the robust outlook is already factored into the price and we do not see any potential upside from hereon. Our TP of INR4,290 implies 22x FY25E EPS. We reiterate our Neutral rating on the stock due to fair valuations.

### Beat on revenue, miss on margins

- COFORGE posted USD revenue / Adj. INR EBITDA / Adj. INR PAT growth of 14%/20%/ 10% YoY in 4QFY23.
- In Q4, it posted Adj PAT of INR2.3b (up 9.6% QoQ), which was below our estimate.

Bloomberg	COFORGE IN
Equity Shares (m)	61
M.Cap.(INRb)/(USDb)	247.5 / 3
52-Week Range (INR)	4513 / 3210
1, 6, 12 Rel. Per (%)	6/3/-5
12M Avg Val (INR M)	1539

### Financials & Valuations (INR b)

Y/E March	2023	2024E	2025E
Sales	80.1	95.5	108.5
EBIT Margin (%)	17.5	17.6	18.0
PAT	8.1	11.1	12.1
EPS (INR)	130.6	177.7	195.0
EPS Gr. (%)	17.7	36.1	9.7
BV/Sh. (INR)	504.8	613.4	732.6

### Ratios

RoE (%)	27.1	32.0	29.5
RoCE (%)	23.7	24.8	25.4
Payout (%)	49.0	40.0	40.0

### Valuations

P/E (x)	31.0	22.8	20.8
P/BV (x)	8.0	6.6	5.5
EV/EBITDA (x)	17.4	14.1	11.8
Div Yield (%)	1.6	1.8	1.9

### Shareholding pattern (%)

As On	Mar-23	Dec-22	Mar-22
Promoter	30.2	40.0	40.1
DII	32.2	26.7	25.7
FII	25.4	21.3	22.4
Others	12.2	12.0	11.8

FII Includes depository receipts

- The company reported new TCV of USD301m (down 13% QoQ); the 12-month executable orders rose 3.3% QoQ to USD869m.
- The Board declared a dividend of INR19 per share in 4QFY23.
- In FY23, USD Revenue/ Adj. INR EBITDA/ INR Adj. PAT grew 16%/18%/34%.
- In FY23, the company reported EBITDA margin (pre-RSU) of 18.3%, down 40bp QoQ, a tad below the guided range.
- FY23 OCF/EBITDA(post-RSU) conversion remained strong at 68%

#### Key highlights from the management commentary

- COFORGE signed two large deals during the quarter with two USD 50m + deals (BFS and Travel verticals) and five USD 30m+ deals in 4Q, one each in BFS and Travel verticals. Besides, it signed 10 new logos during the year, of these four logos are from the Insurance vertical.
- The deal pipeline remained strong and resilient; it expects the deal momentum to continue in 1QFY24 as well. It is not seeing any impact from vendor consolidation deals.
- With continued investments in building front-end, execution and service line capabilities, COFORGE is well poised to keep the growth momentum up. It is scaling the existing top accounts with its diversified six service lines and market facing teams.
- The company has declared the next milestone to achieve USD2b revenue run-rate with its earlier investments in building these capabilities. However, the incremental investments (S&M) are likely to continue in FY24E to aid growth.
- The EBITDA margin expanded 109bp QoQ that was majorly driven by a spike in utilization, improved offshoring mix and missing furloughs in 4Q over 3QFY23.

#### Valuation and view: Growth healthy, but valuation priced in

- We expect COFORGE's robust growth performance and large deal wins to support growth in FY24.
- Strong execution, robust client mining, and continued investment in S&M have helped the company gain wallet share and deliver industry leading growth.
- We believe the robust outlook is already factored into the price and we do not see any potential upside from hereon. **Our TP of INR4,290 implies 22xFY25E EPS. We reiterate our Neutral rating on fair valuations.**

#### Quarterly Performance (Ind-AS)

									(INR m)			
Y/E March	FY22				FY23				FY22	FY23	Est.	Var.
(Consolidated)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QFY23	
Rev. (USD m)	200	213	222	232	239	247	252	264	866	1,002	264	0.3
QoQ (%)	15.8	6.6	4.1	4.9	2.7	3.4	1.9	5.0	38.0	15.6	4.7	31bp
Revenue (INR m)	14,616	15,694	16,581	17,429	18,294	19,594	20,558	21,700	64,320	80,146	21,675	0.1
YoY (%)	38.3	36.0	39.3	38.2	25.2	24.9	24.0	24.5	37.9	24.6	24.4	15bp
GPM (%)	29.9	32.1	32.4	33.3	30.4	32.0	33.4	34.1	32.0	32.5	34.0	7bp
SGA (%)	13.7	13.5	12.9	13.0	13.9	13.7	14.9	14.5	13.3	14.3	13.5	102bp
EBITDA (INR m)	2,229	2,788	3,068	3,339	2,922	3,449	3,615	4,076	11,424	14,062	4,252	-4.1
EBITDA Margin (%)	15.3	17.8	18.5	19.2	16.0	17.6	17.6	18.8	17.8	17.5	19.6	-83bp
EBIT (INR m)	1,705	2,190	2,502	2,755	2,292	2,835	2,991	3,359	9,152	11,477	3,595	-6.6
EBIT Margin (%)	11.7	14.0	15.1	15.8	12.5	14.5	14.5	15.5	14.2	14.3	16.6	-111bp
Other income	52	-77	-122	-119	-76	-150	83	-487	-266	-630	108	-549.4
ETR (%)	18.2	21.1	15.1	13.0	22.2	17.7	23.3	18.3	16.5	20.4	23.0	-20.4
Minority Interest	-76.0	-148.0	-135.0	-171.0	-222.0	-195.0	-77.0	-19.0	-530.0	-513.0	-77.3	-75.4
Adj. PAT	1,361	1,519	1,885	2,123	1,501	2,016	2,282	2,327	6,888	8,126	2,775	-16.1
QoQ (%)	-1.1	11.6	24.1	12.6	-29.3	34.3	13.2	2.0			21.6	NA
YoY (%)	39.0	25.8	54.5	54.3	10.3	32.7	21.1	9.6	44.0	18.0	30.7	NA
Adj. EPS (INR)	21.9	24.5	30.4	34.2	24.2	32.5	36.7	37.4	110.9	130.6	44.6	-16.2

## Key Performance Indicators

Y/E March	FY22				FY23				FY22	FY23
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue (QoQ CC %)	7.0	3.9	5.2	5.0	4.7	6.2	3.7	4.7		22.4
<b>Margins</b>										
Gross Margin	29.9	32.1	32.4	33.3	30.4	32.0	33.4	34.1	32.0	32.5
EBIT Margin	11.7	14.0	15.1	15.8	12.5	14.5	14.5	15.5	14.2	14.3
Net Margin	9.3	9.7	11.4	12.2	8.2	10.3	11.1	10.7	10.7	10.1
<b>Operating metrics</b>										
Headcount	20,491	20,786	22,130	22,500	22,742	22,991	22,505	23,224	22,500	23,224
Attrition (%)	12.6	15.3	16.3	17.7	18.0	16.4	15.8	14.1	15.5	16.1
Deal Win TCV (USD b)	318	285	247	301	315	304	345	301	1,151	1,265
<b>Key Verticals (YoY USD %)</b>										
BFS	76.6	95.2	117.4	119.7	67.2	52.6	24.4	27.3	103.7	40.0
Insurance	32.8	18.3	19.7	11.8	(10.3)	(7.8)	(9.7)	(1.7)	20.2	(7.4)
Travel and Transport	41.6	34.8	26.1	42.6	22.8	20.4	19.8	6.4	36.1	16.8
<b>Key Geographies (YoY USD %)</b>										
North America	56.2	49.8	49.9	46.3	18.9	14.0	4.8	10.1	50.3	11.7
Europe	39.6	24.3	29.0	34.2	25.0	37.4	35.8	13.2	31.7	26.9



## Key highlights from the management commentary

## Demand outlook

- Revenue growth in CC stood at +4.7% QoQ, reported USD growth was at 5.0% QoQ/13.8% YoY
- COFORGE signed two large deals during the quarter with two USD 50m + deals (BFS and Travel verticals) and five USD 30m+ deals in 4Q, one each in BFS and Travel verticals.
- Besides, it signed 10 new logos during the year, of these four logos are from the Insurance vertical.
- **BFS** – Growth remains challenging on specific business line, especially Mortgage and Capital market, otherwise, the incremental spending through its top account (Fifth-Third Bank) remains strong more on the operations front and less on technology. **The growth would significantly come-off to a level of +13-16% in FY24 from FY23 (+40% YoY).**
- **Insurance** – On the P&C side, the demand remains robust with continued spending on the commercial properties side, while on the L&A segment the demand is weak as the discretionary spends have declined largely due to adverse macros, despite the fact that it won four new logs in this segment. **The company expects this segment to deliver 15% YoY growth in FY24.**
- **TTH** - The demand from Airline, Airports and Hospitality remains strong and resilient and should contribute meaningfully to the overall topline growth in FY24. The demand from Hyperscalers remains strong for TTH on cloud migration and infrastructure side.
- The company has incurred one-off charges (Gift) in 4Q of USD9.8m, while the residual amount (USD1.7m) would be carried forward through 1QFY24.
- With continued investments in building front-end, execution and service line capabilities, COFORGE is well poised to keep the growth momentum up. It is scaling the existing top accounts with its diversified six service lines and market facing teams. The company has declared the next milestone to achieve USD2b revenue run-rate with its earlier investments in building these capabilities. However, the incremental investments (S&M) are likely to continue in FY24E to aid growth.

- The company is seeing positive signs in low-code/no code, integration, data and product engineering. Legacy ADM and cloud are under pressure on relative basis.
- The rate of offshoring growth is decelerating. The company aims to achieve 54-55% offshoring levels during its journey to the USD2b revenue mark.

#### Margin performance and outlook

- The EBITDA margin expanded 109bp QoQ that was majorly driven by a spike in utilization, improved offshoring mix and missing furloughs in 4Q over 3QFY23.
- COFORGE has a track record of revising its guidance as and when the year progresses. The flat margin (Adjusted EBITDA) guidance for FY24 is majorly to support the growth, as it sees incremental opportunities in some of the areas, and keep investing in S&M for strengthening its front-end capabilities.
- For FY23, the cash conversion remained strong with OCF/EBITDA at 68%.
- Quantum of wage hike in 1QFY24 would be lower than the earlier trend. The abnormal wage hikes in the earlier year are expected to normalize, given that attrition rate has started cooling off, which is giving it more comfort to follow the similar margin trend between 1Q and 4Q.
- The Adj. EBITDA margin guidance was flat YoY at 18.3%.

#### Exhibit 1: Broad-based sequential growth despite weak macros

Verticals	Contribution to revenue	Growth - QoQ (USD)	Growth - YoY (USD)
BFS	31.0	4.7	27.3
Insurance	22.2	5.5	(1.7)
Transportation	18.8	2.3	6.4
Others	28.0	7.0	20.2

Source: Company, MOFSL

#### Exhibit 2: Strong growth across geographies; ROW jumps 21% sequentially

Geography	Contribution to revenue	Growth - QoQ (USD)	Growth - YoY (USD)
US	48.3	3.1	10.1
EMEA	39.6	3.2	13.2
ROW	12.1	21.1	33.7

Source: Company, MOFSL

#### Valuation and view – good growth, but valuations remains full

- We expect COFORGE's robust growth performance and large deal wins to support growth in FY24.
- Strong execution, robust client mining, and continued investment in S&M have helped the company gain wallet share and deliver industry leading growth.
- We believe the robust outlook is already factored into the price and we do not see any potential upside from hereon. **Our TP of INR4,290 implies 22x FY25E EPS. We reiterate our Neutral rating on fair valuations.**

#### Exhibit 3: Revisions to our estimates

	Revised		Earlier		Change	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
INR/USD	82.0	82.0	82.5	82.5	-0.6%	-0.6%
USD Revenue – m	1,164	1,324	1,131	1,268	2.9%	4.4%
Growth (%)	16.2	13.7	13.0	12.1	320bps	160bps
EBIT margin (%)	14.3	14.7	15.2	15.3	-100bps	-60bps
PAT (INR M)	11,057	12,132	10,995	12,129	0.6%	0.0%
EPS	177.7	195.0	176.8	195.0	0.5%	0.0%

Source: MOFSL

## Exhibit 4: Operating metrics

	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23
<b>Revenue Mix Geography-wise (%)</b>									
Americas	46.0	51.6	52.2	53.3	49.9	51.3	51.3	49.2	48.3
EMEA	40.0	35.3	32.5	33.7	39.8	36.9	38.5	40.3	39.6
RoW	14.0	13.1	15.3	13.0	10.3	11.9	10.2	10.5	12.1
<b>Revenue mix Vertical-wise (%)</b>									
BFS	17.0	21.1	24.1	28.4	27.7	29.5	31.7	31.1	31.0
Insurance	31.0	30.8	29.2	27.8	25.7	23.1	23.2	22.1	22.2
Transportation	19.0	18.9	18.6	18.3	20.1	19.4	19.3	19.3	18.8
Manufacturing/Media/Others	33.0	29.2	28.1	25.5	26.5	28.0	25.8	27.5	28.0
<b>Revenue Mix (%)</b>									
Top Clients contribution (%)									
Top – 5	25.0	24.6	22.5	25.2	23.1	22.9	23.1	23.9	23.0
Top -10	36.0	35.9	33.0	36.1	35.0	35.5	35.8	36.3	35.5
<b>Fresh order Intake - USD m</b>									
USA	119	46	123	91	158	123	141	208	130
EMEA	65	227	114	110	104	151	134	113	113
RoW	17	46	48	47	40	41	29	24	58
Deals signed - USD m	201	318	285	247	301	315	304	345	301
Executable Order Book (NTM) - USD m	520	645	688	701	720	745	802	841	869
<b>Employee Metrics</b>									
Billable Personnel	11469	18739	19579	20938	21294	21494	21692	21153	21815
Sales and Marketing	188	258	297	281	278	285	291	317	350
Others	734	1494	910	911	928	963	1008	1035	1059
<b>Total</b>	<b>12391</b>	<b>20491</b>	<b>20786</b>	<b>22130</b>	<b>22500</b>	<b>22742</b>	<b>22991</b>	<b>22505</b>	<b>23224</b>
Utilization	81	77	78.5	77.1	76.1	76.2	77.3	80.3	81.5
Attrition	10.5	12.6	15.3	16.3	17.7	18.0	16.4	15.8	14.1

Source: Company, MOFSL

## Financials and valuations

Income Statement							(INR m)	
Y/E March	2018	2019	2020	2021	2022	2023	2024E	2025E
<b>Sales</b>	<b>29,914</b>	<b>36,762</b>	<b>41,809</b>	<b>46,628</b>	<b>64,320</b>	<b>80,146</b>	<b>95,456</b>	<b>1,08,535</b>
Change (%)	7.8	22.9	13.7	11.5	37.9	24.6	19.1	13.7
Cost of revenue	19,179	23,907	27,502	31,692	43,736	54,059	64,058	72,936
SGA expenses	5,723	6,402	6,840	6,545	8,527	11,438	13,891	15,303
RSU costs	0	0	17	480	633	587	737	760
<b>EBITDA</b>	<b>5,012</b>	<b>6,453</b>	<b>7,450</b>	<b>7,911</b>	<b>11,424</b>	<b>14,062</b>	<b>16,770</b>	<b>19,536</b>
% of Net Sales	16.8	17.6	17.8	17.0	17.8	17.5	17.6	18.0
Depreciation	1,273	1,248	1,730	1,836	2,272	2,585	3,143	3,574
Other Income	298	476	461	113	-266	-630	477	326
<b>PBT</b>	<b>4,037</b>	<b>5,681</b>	<b>6,181</b>	<b>6,188</b>	<b>8,886</b>	<b>10,847</b>	<b>14,104</b>	<b>16,288</b>
Tax	950	1,404	1,229	1,302	1,468	2,208	3,244	3,746
Rate (%)	23.5	24.7	19.9	21.0	16.5	20.4	23.0	23.0
Minority Interest	0	188	238	104	530	513	-197	410
<b>Adjusted PAT</b>	<b>3,087</b>	<b>4,089</b>	<b>4,714</b>	<b>4,782</b>	<b>6,888</b>	<b>8,126</b>	<b>11,057</b>	<b>12,132</b>
Change (%)	9.5	32.5	15.3	1.4	44.0	18.0	36.1	9.7
Extraordinary Items	0	56	128	226	269	1,188	0	0
<b>Reported PAT</b>	<b>3,087</b>	<b>4,033</b>	<b>4,586</b>	<b>4,556</b>	<b>6,619</b>	<b>6,938</b>	<b>11,057</b>	<b>12,132</b>

Balance Sheet							(INR m)	
Y/E March	2018	2019E	2020	2021	2022	2023	2024E	2025E
Share Capital	615	618	625	606	609	611	611	611
Reserves	17,125	20,105	23,340	24,055	26,722	30,214	36,848	44,127
<b>Net Worth</b>	<b>17,740</b>	<b>20,723</b>	<b>23,965</b>	<b>24,661</b>	<b>27,331</b>	<b>30,825</b>	<b>37,459</b>	<b>44,738</b>
Loans	179	100	48	5	3,365	3,382	2,582	1,082
Minority Interest	222	75	0	0	983	874	0	0
Other liabilities	2,710	1,670	2,443	2,043	6,073	4,360	5,193	5,904
<b>Capital Employed</b>	<b>20,851</b>	<b>22,568</b>	<b>26,456</b>	<b>26,709</b>	<b>37,752</b>	<b>39,441</b>	<b>45,234</b>	<b>51,725</b>
<b>Net Block</b>	<b>4,500</b>	<b>4,191</b>	<b>4,013</b>	<b>3,902</b>	<b>4,452</b>	<b>4,455</b>	<b>3,940</b>	<b>4,081</b>
CWIP	7	14	3	2	86	46	46	46
Intangibles	4,293	3,996	5,988	5,690	14,821	16,299	15,670	14,956
Investments	0	0	0	0	0	0	0	0
Deferred tax assets	1,719	1,397	2,884	4,245	7,976	9,970	11,874	13,502
<b>Curr. Assets</b>	<b>16,179</b>	<b>17,992</b>	<b>21,510</b>	<b>21,295</b>	<b>22,209</b>	<b>26,064</b>	<b>35,844</b>	<b>42,870</b>
Debtors	5,858	5,877	8,565	8,895	13,894	16,131	17,783	20,220
Cash & Bank Balance	4,102	5,194	8,195	7,999	4,468	5,699	13,034	16,947
Investments	3,733	4,033	976	247	67	88	88	88
Other Current Assets	2,486	2,888	3,774	4,154	3,780	4,146	4,938	5,615
<b>Current Liab. &amp; Prov</b>	<b>5,847</b>	<b>5,833</b>	<b>7,942</b>	<b>8,425</b>	<b>11,792</b>	<b>17,393</b>	<b>22,141</b>	<b>23,729</b>
Trade payables	1,453	1,647	2,634	3,398	6,160	6,481	11,161	12,690
Other liabilities	3,685	3,852	4,979	4,802	5,316	10,552	10,552	10,552
Provisions	709	334	329	225	316	360	429	488
<b>Net Current Assets</b>	<b>10,332</b>	<b>12,159</b>	<b>13,568</b>	<b>12,870</b>	<b>10,417</b>	<b>8,671</b>	<b>13,703</b>	<b>19,141</b>
<b>Application of Funds</b>	<b>20,851</b>	<b>22,568</b>	<b>26,456</b>	<b>26,709</b>	<b>37,752</b>	<b>39,441</b>	<b>45,234</b>	<b>51,725</b>



## Financials and valuations

### Ratios

Y/E March	2018	2019	2020	2021	2022	2023	2024E	2025E
<b>EPS</b>	<b>51.3</b>	<b>66.5</b>	<b>75.5</b>	<b>77.4</b>	<b>110.9</b>	<b>130.6</b>	<b>177.7</b>	<b>195.0</b>
Cash EPS	72.4	85.9	101.2	103.4	143.2	153.0	228.2	252.4
Book Value	294.7	337.0	384.1	407.0	448.7	504.8	613.4	732.6
DPS	15.0	15.0	31.0	20.5	52.0	64.0	71.1	78.0
Payout %	29.2	22.6	41.0	26.5	46.9	49.0	40.0	40.0

### Valuation (x)

P/E	79.0	60.9	53.6	52.3	36.5	31.0	22.8	20.8
Cash P/E	55.9	47.2	40.0	39.2	28.3	26.5	17.7	16.0
EV/EBITDA	47.1	37.2	32.7	30.0	21.5	17.4	14.1	11.8
EV/Sales	7.9	6.5	5.8	5.1	3.8	3.1	2.5	2.1
Price/Book Value	13.7	12.0	10.5	10.0	9.0	8.0	6.6	5.5
Dividend Yield (%)	0.4	0.4	0.8	0.5	1.3	1.6	1.8	1.9

### Profitability Ratios (%)

RoE	17.6	21.1	21.1	19.7	26.0	27.1	32.0	29.5
RoCE	14.0	17.9	18.6	18.0	23.7	23.7	24.8	25.4

### Turnover Ratios

Debtors (Days)	66	58	63	68	65	68	65	64
Fixed Asset Turnover (x)	6.4	8.5	10.2	11.8	15.4	18.0	22.7	27.1

### Cash Flow Statement

Y/E March	2018	2019	2020	2021	2022	2023	2024E	2025E
(INR m)								
CF from Operations	3,951	5,240	5,633	7,121	9,089	10,532	13,326	15,706
Cash for Working Capital	-128	-713	-2,664	502	-1,433	-1,027	1,232	-2,441
<b>Net Operating CF</b>	<b>3,823</b>	<b>4,527</b>	<b>2,969</b>	<b>7,623</b>	<b>7,656</b>	<b>9,505</b>	<b>14,559</b>	<b>13,265</b>
Net Purchase of FA	-838	-676	-703	-757	-1,475	-1,537	-2,000	-3,000
<b>Free Cash Flow</b>	<b>2,985</b>	<b>3,851</b>	<b>2,266</b>	<b>6,866</b>	<b>6,181</b>	<b>7,968</b>	<b>12,559</b>	<b>10,265</b>
Net Purchase of Invest.	-1,866	-1,624	1,826	-1,597	-8,089	-1,179	0	0
<b>Net Cash from Invest.</b>	<b>-2,704</b>	<b>-2,300</b>	<b>1,123</b>	<b>-2,354</b>	<b>-9,564</b>	<b>-2,716</b>	<b>-2,000</b>	<b>-3,000</b>
Proceeds from Equity	66	87	275	18	51	18	0	0
Proceeds from LTB/STB	0	-64	-133	-697	2,139	-1,315	-800	-1,500
Dividend Payments	-810	-1,086	-1,469	-4,852	-3,748	-4,285	-4,423	-4,853
<b>Cash Flow from Fin.</b>	<b>-744</b>	<b>-1,063</b>	<b>-1,327</b>	<b>-5,531</b>	<b>-1,558</b>	<b>-5,582</b>	<b>-5,223</b>	<b>-6,353</b>
<b>Net Cash Flow</b>	<b>375</b>	<b>1,164</b>	<b>2,765</b>	<b>-262</b>	<b>-3,466</b>	<b>1,207</b>	<b>7,336</b>	<b>3,913</b>
Exchange difference	224	-72	236	66	-65	24	0	0
<b>Opening Cash Bal.</b>	<b>3,502</b>	<b>4,101</b>	<b>5,193</b>	<b>8,194</b>	<b>7,998</b>	<b>4,467</b>	<b>5,698</b>	<b>13,033</b>
Add: Net Cash	599	1,092	3,001	-196	-3,531	1,231	7,336	3,913
<b>Closing Cash Bal.</b>	<b>4,101</b>	<b>5,193</b>	<b>8,194</b>	<b>7,998</b>	<b>4,467</b>	<b>5,698</b>	<b>13,033</b>	<b>16,946</b>

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## 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

\*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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