UltraTech Cement

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	UTCEM IN
Equity Shares (m)	288
M.Cap.(INRb)/(USDb)	2180.9 / 26.7
52-Week Range (INR)	7825 / 5158
1, 6, 12 Rel. Per (%)	-5/16/9
12M Avg Val (INR M)	2799

Financial Snapshot (INR b)

Y/E MARCH	FY23	FY24E	FY25E
Sales	632	686	749
EBITDA	106	136	155
Adj. PAT	51	69	81
EBITDA Margin (%)	17	20	21
Adj. EPS (INR)	175	240	282
EPS Gr. (%)	(11)	37	18
BV/Sh. (INR)	1,882	2,081	2,321
Ratios			
Net D:E	0.0	(0.0)	(0.1)
RoE (%)	9.7	12.1	12.8
RoCE (%)	9.0	11.2	12.1
Payout (%)	21.7	16.7	14.9
Valuations			
P/E (x)	43.1	31.5	26.8
P/BV (x)	4.0	3.6	3.3
EV/EBITDA(x)	20.7	15.8	13.6
EV/ton (USD)	212	201	167
Div. Yield (%)	0.5	0.5	0.6
FCF Yield (%)	1.4	2.6	3.0

Shareholding pattern (%)

As On	Mar-23	Dec-22	Mar-22
Promoter	60.0	60.0	60.0
DII	17.1	17.6	16.4
FII	15.4	14.8	14.1
Others	7.5	7.7	9.5

FII Includes depository receipts

CMP: INR7,555 TP: INR8,600 (+14%) Buy

Lower opex helps; eyes market share gain

Strong demand momentum sustains in Apr'23; prices stable

- UltraTech Cement (UTCEM)'s 4QFY23 operating performance was in line with consolidated EBITDA at INR33.2b (v/s est. INR33b) and EBITDA/t at INR1,049 (v/s est. INR1,043). Adj. Profit was at INR16.7b (v/s est. INR17.5b). Lower-than-estimated opex/t helped offset lower realization.
- Cement demand sustains in Apr'23 after a strong 4QFY23 and UTCEM aims to grow 4-5pp above industry in FY24E. Cement prices have remained stable in Apr'23. Expansion plans of UTCEM are on track and phase-2 expansion of 22.6mtpa will be commissioned by 1HFY26E.
- We largely retain our FY24/FY25 estimates and reiterate our **BUY** rating on the stock, given its: a) leadership position in the industry (with a market share of ~26% in FY23), b) robust expansion plans without leveraging the balance sheet, and c) structural cost improvement. We value UTCEM at 15.5x FY25E EV/EBITDA to arrive at our revised TP of INR8,600 (implying EV/t of USD200).

Grey cement realization flat QoQ; EBITDA/t came in at INR1,049

- Consolidated revenue/EBITDA/PAT stood at INR187b/INR33b/INR16.7b (up 18%/8%/13% YoY and down 2%/up 1%/down 5% v/s our estimates). Consolidated sales volume grew 14% YoY/22% QoQ to 31.7mt. RMC/white cement revenue grew 34%/22% YoY during the quarter.
- Grey cement realization was up 4.6% YoY (flat QoQ). Blended realization was up 3% YoY (down 2% QoQ). Opex/t rose 6% YoY (down 5% QoQ) due to 11%/5% increase in variable/freight costs. Higher opex/t led to 5% YoY drop in EBITDA/t and 1.7pp YoY drop in OPM in 4QFY23.
- In FY23, consolidated revenue grew 20% YoY, led by 12%/8% growth in sales volume/realization. However, cost pressures (Opex/t up 14% YoY) led to 8% YoY decline in EBITDA to INR106b. OPM contracted 5.1pp YoY to 16.8% and EBITDA/t declined 18% YoY to INR1,005. Adjusted profit was down 11% YoY to INR50.6b.
- Consolidated net debt stood at INR27b v/s INR77b in Dec'22. CFO stood at INR90.7b v/s INR92.8b in FY22. Capex was at INR62b v/s INR56b in FY22.

Highlights from the management commentary

- Fuel prices have been softening; however, given the volatility it is difficult to predict the movement. Average fuel cost was at INR2.5/Kcal v/s INR2.6/kcal in 3QFY23. Petcoke share was at 52% v/s 49%/43% in 4QFY22/3QFY23.
- Despite high demand in 4QFY23, cement prices remained stable. Cement prices should remain stable going ahead too. Industry does not have a strong pricing power given the lower utilization (pricing power comes with utilization levels of ~85%).
- The company has taken various initiatives such as digitization, optimizing lead distance, higher AFR usage, etc. to control its costs. In FY23, UTCEM spent INR12.8b towards these initiatives.

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Best play in the sector: Reiterate BUY

- We estimate UTCEM's consolidated volume to report ~8% CAGR over FY23-25. We further estimate its EBITDA/t at INR1,175/INR1,250 in FY24/FY25 v/s EBITDA/t of INR1,005 in FY23.
- UTCEM's net debt has declined notably to INR27b as of Mar'23 from INR77.2b in Dec'22. It has been generating strong cash flows and we estimate cumulative OCF/FCF to be at INR238b/INR121b over FY24-25. We estimate the company to become net cash positive in FY24.
- The stock trades at 15.8x/13.6x FY24E/FY25E EV/EBITDA (v/s its 10-year one-year average EV/EBITDA of 15.7x). We value UTCEM at 15.5x FY25E EV/EBITDA to arrive at our revised TP of INR8,600 (implying EV/t of USD200). We maintain our **BUY** rating on the stock.

Consolidated quarterly performance (INR b)

	FY22				FY23				FY22	FY23	FY23	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
Net sales	**118.3**	**120.2**	**129.8**	**157.7**	**151.6**	**138.9**	**155.2**	**186.6**	**526.0**	**632.4**	**190.5**	(2)
YoY change (%)	54.2	15.7	5.9	9.5	28.2	15.6	19.5	18.4	17.6	20.2	20.8	
Total expenditure	85.2	93.0	105.7	126.9	120.7	120.3	131.9	153.4	410.8	526.2	157.4	(3)
EBITDA	**33.1**	**27.1**	**24.2**	**30.7**	**30.9**	**18.7**	**23.4**	**33.2**	**115.1**	**106.2**	**33.0**	1
Margin (%)	28.0	22.6	18.6	19.5	20.4	13.4	15.0	17.8	21.9	16.8	17.3	
Depreciation	6.6	6.8	6.7	7.0	7.0	7.1	7.2	7.6	27.1	28.9	7.4	3
Interest	3.3	2.3	1.8	2.1	2.2	2.0	2.2	1.9	9.4	8.2	2.0	(4)
Other income	2.0	1.4	0.7	0.9	1.1	1.5	1.3	1.2	5.1	5.0	1.4	(10)
PBT before EO expense	**25.3**	**19.5**	**16.3**	**22.6**	**22.9**	**11.0**	**15.2**	**24.9**	**83.6**	**74.1**	**25.0**	(0)
PBT after EO Expense	**25.3**	**19.5**	**16.3**	**22.6**	**22.9**	**11.0**	**15.2**	**24.9**	**83.6**	**74.1**	**25.0**	(0)
Tax	8.3	6.4	-0.8	-2.0	7.1	3.4	4.6	8.2	11.9	23.4	7.5	10
Prior period tax adjustment	0.0	0.0	5.4	9.8	0.0	0.0	0.0	0.0	15.2	0.0	0.0	
Rate (%)	32.7	32.7	28.1	34.8	31.0	31.2	30.5	33.0	32.4	31.6	29.9	
Reported PAT	**17.0**	**13.1**	**17.1**	**24.5**	**15.8**	**7.6**	**10.6**	**16.7**	**71.7**	**50.7**	**17.5**	(5)
Minority interest	0.0	0.0	0.0	-0.1	-0.1	0.0	0.0	0.0	-0.1	0.1	0.0	
Adj. PAT	**17.0**	**13.1**	**11.7**	**14.8**	**15.9**	**7.6**	**10.6**	**16.7**	**56.7**	**50.6**	**17.5**	(5)
YoY change (%)	91.7	8.0	-25.7	-18.5	-6.7	-42.5	-9.7	12.7	3.1	-10.6	18.3	

Key operating parameters

Income Statement (INR/t)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY22	FY23	FY23 4QE	Var. (%)
Volume (mt)	21.5	21.6	23.1	27.7	25.0	23.1	25.9	31.7	94.0	106.2	31.7	(0)
Change (YoY %)	47.0	7.9	-3.1	-0.3	16.3	6.7	11.8	14.4	8.8	12.9	14.4	
Realization (including RMC)	**5,495**	**5,553**	**5,614**	**5,694**	**6,056**	**6,014**	**6,002**	**5,893**	**5,595**	**5,957**	**6,014**	(2)
Change (YoY %)	4.9	7.2	9.3	9.8	10.2	8.3	6.9	3.5	8.1	6.5	5.6	
RM cost	674	799	891	984	912	873	868	1,001	847	915	897	12
Power and fuel	1,127	1,165	1,393	1,433	1,603	1,861	1,884	1,676	1,291	1,742	1,813	(8)
Staff cost	272	314	278	227	254	299	268	226	270	258	224	1
Freight and forwarding	1,230	1,235	1,256	1,256	1,314	1,318	1,345	1,325	1,246	1,320	1,386	(4)
Other expenditure	656	785	750	685	737	855	733	615	716	722	651	(6)
Total expenditure	**3,958**	**4,299**	**4,568**	**4,585**	**4,820**	**5,206**	**5,099**	**4,844**	**4,370**	**4,957**	**4,971**	(3)
EBITDA	**1,536**	**1,254**	**1,046**	**1,110**	**1,236**	**808**	**903**	**1,049**	**1,225**	**1,000**	**1,043**	1
YoY change (%)	8.3	(6.7)	(19.5)	(16.5)	(19.5)	(35.6)	(13.6)	(5.5)	(8.5)	(18.3)	(6.0)	

Sources: Company reports, MOFSL estimates

CONFERENCE CALL

Highlights from the management commentary

Demand and pricing outlook

- Cement demand was strong during 4QFY23 and the momentum continues in Apr'23 as well. All the regions contributed to the strong volume growth for the company. Cement capacity utilization stood at 84%/95%/100% in FY23/4QFY23/ Mar'23. Clinker capacity utilization stood at 83%/91% in FY23/4QFY23.
- Cement demand should grow 7-8% YoY in FY24E. UTCEM is likely to register 400-500bp higher growth than the industry, aided by its capacity expansions.
- Cement prices remained stable despite high demand in 4Q. Prices are expected to remain stable; though the industry does not have a strong pricing power. Premium product share stood at 20.4% of trade sales; up 26% YoY. Premium product average price per bag is higher by INR10.

Operational highlights

- White cement volume was up 19%/16% YoY/QoQ to 0.5mt, whereas revenue grew 22%/16% YoY/QoQ to INR6.64b. RMC revenue increased 34% YoY and 14% QoQ to INR11.4b. UTCEM has a total of 231 operational RMC plants (spread across more than 100 cities) in 4QFY23 v/s 202 in 3QFY23. It has added 54 new RMC plants in FY23 and eying to double this number soon. Construction chemical revenue stood at INR5.5b in FY23 and it has 39 physical locations.
- Trade sales were at 66%; however, blended cement sales were at 69% v/s 68% in 3QFY23. Blended cement is being accepted in a few infra projects. Clinker conversion ratio stood at 1.42x. Conversion ratio cannot be raised significantly when demand is coming from the infra sector. The highest clinker to cement ratio for the company has been at 1.44x and it can again improve to 1.45x. In FY23, blended cement share stood at 70%, up 2.4% YoY. Clinker conversion ratio was at 1.41x.
- Fuel prices have been softening; however, given the volatility it is difficult to predict the movement. Imported coal prices are still trending higher than petcoke (in Kcal value). China has still not started importing coal; though, their economy has started recovering from Mar'23.
- Blended fuel consumption cost (CV 7500) was at USD194/t v/s USD164/USD200 in 4QFY22/3QFY23. UTCEM maintains 45-50days of fuel inventory.
- Average fuel cost was at INR2.5/Kcal v/s INR2.6/kcal in 3QFY23. Petcoke share was at 52% v/s 49%/43% in 4QFY22/3QFY23. The US coal is preferred as Australian coal becomes uneconomical.
- Green energy (renewable power + WHRS) fulfilled 25% of total power requirements v/s 20% in 3QFY23. The company's WHRS capacity rose to 210MW (added 43MW WHRS capacity addition in FY23). Other renewable power capacity (solar and wind) increased to 345MW (76MW addition in FY23). It targets to increase WHRS capacity to 380MW by FY24E. Every new capacity will have WHRS facility and ~55% of the power requirement for the new plant can be met through WHRS.
- The company is on track to reach its target to meet ~34% of energy requirement through renewable sources by FY24. The company's CO_2 emission reduced to 557Kg/t of cement in FY23 from 583Kg/t of cement.

- Freight cost has increased YoY largely due to imposition of busy season surcharge since Oct'22. The company's lead distance reduced to 413Kms from 428Kms in 4QFY22.

Expansion and Debt position

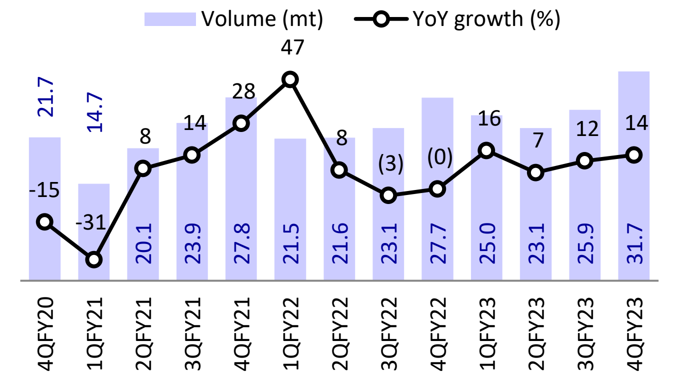
- UTCEM commissioned 12.4mtpa cement capacity and 8.1mtpa clinker capacity (phase-I expansion) in FY23, spread across North, East, West and Central India. It recently commissioned 2.2mtpa grinding capacity at Patliputra, Bihar. Currently, its total domestic grey cement capacity stands at 129.2mtpa. Remaining capacity under Phase -1 expansion ~2mtpa (upgradation/ brownfield) is under trial-run and will be completed in 1QFY24.
- Work on phase-II expansion plan (22.6 mtpa grinding capacity) has started and Civil work is in full swing at most sites. Commercial production from these new capacities is expected to go on stream in a phased manner by FY25/FY26. In FY23, UTCEM's capex stood at INR60b and it is estimated to remain at similar levels for the next two years.
- Management has taken a lot of initiatives to reduce cost in terms of digitization, optimizing lead distance and improvement programs in maintenance cost, power consumption and mining operations. In FY23, the company has spent INR12.8b towards these initiatives.
- Net debt declined to INR27.0b as of Mar'23 from INR77.2b in Dec'22. In 4QFY23 working capital release was of INR23b.

Other highlights

- Super Dalla asset with clinker capacity of 2.3mtpa is under arbitration. Limestone reserves at this plant will be approx. 100mt.
- The company started rebranding RAK White cement to Birla White and cement is being imported into India from this plant. This has led to improvement in market share for the company and there has been an improvement in white cement prices in India too.
- Sri Lanka operations have also seen recovery and the outstanding amount of INR2.6b at the peak of the crisis has completely been recovered.

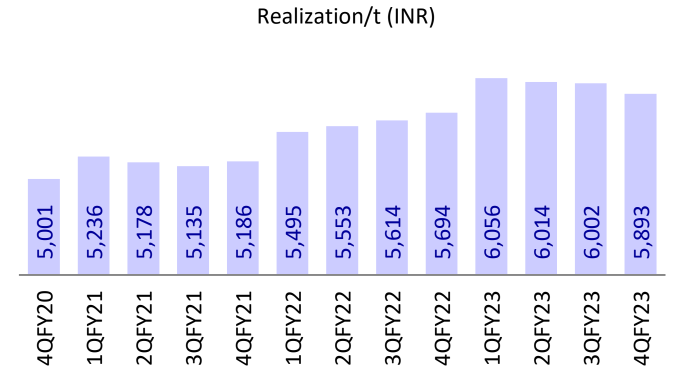
Story in charts

Exhibit 1: Sales volume grew 14% YoY and 22% QoQ



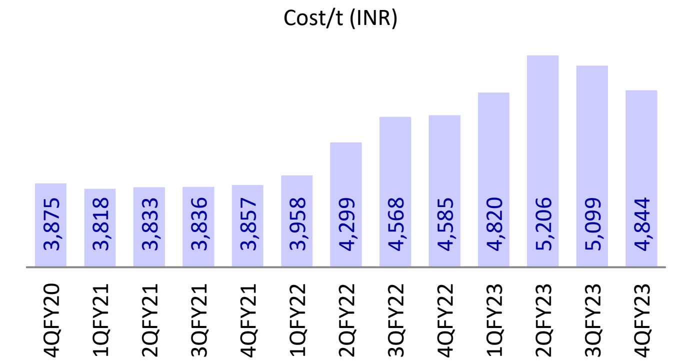
Sources: Company reports, MOFSL

Exhibit 2: Blended realization up 3% YoY, but down 2% QoQ



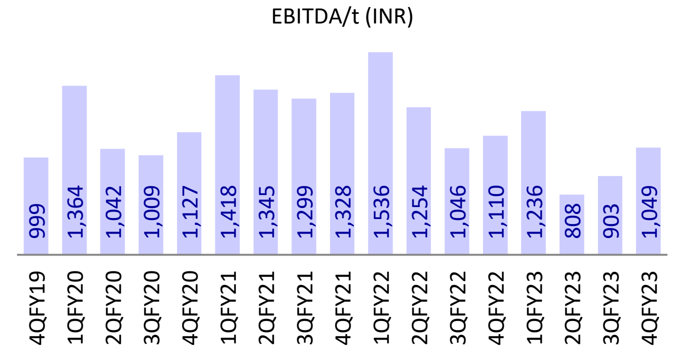
Sources: Company reports, MOFSL

Exhibit 3: OPEX/t increased 6% YoY, but down 5% QoQ



Sources: Company reports, MOFSL

Exhibit 4: EBITDA/t down 5% YoY, but up 16% QoQ



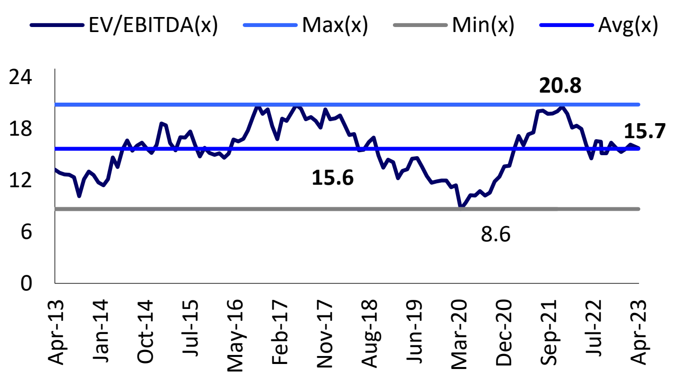
Sources: Company reports, MOFSL

Exhibit 5: Trends in key operating parameters

INR/t	4QFY23	4QFY22	YoY	3QFY23	QoQ
Realization	**5,893**	**5,694**	**3%**	**6,002**	**-2%**
RM cost	1,001	984	**2%**	868	**15%**
Power and fuel	1,676	1,433	**17%**	1,884	**-11%**
Staff cost	226	227	**0%**	268	**-16%**
Freight and forwarding	1,325	1,256	**5%**	1,345	**-2%**
Other expenditure	615	685	**-10%**	733	**-16%**
Total expenditure	**4,844**	**4,585**	**6%**	**5,099**	**-5%**
EBITDA	**1,049**	**1,110**	**-5%**	**903**	**16%**

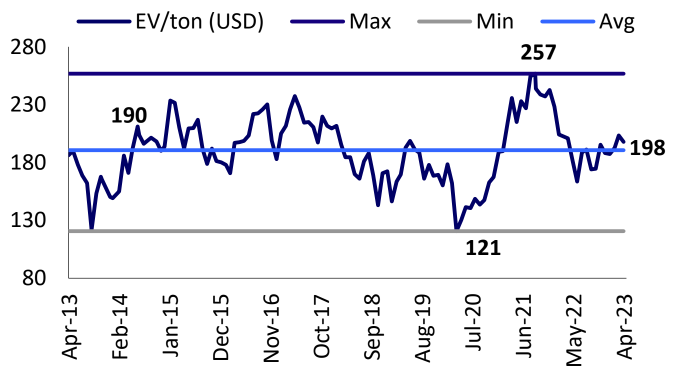
Sources: Company reports, MOFSL

Exhibit 6: One-year forward EV/EBITDA (x) trend



Sources: Company reports, MOFSL

Exhibit 7: One-year forward EV/t trend



Sources: Company reports, MOFSL

Financials and valuations

Consolidated Income Statement								(INR m)
Y/E March	**FY18**	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Total Income from Operations	**3,09,786**	**4,16,088**	**4,24,299**	**4,47,258**	**5,25,988**	**6,32,400**	**6,86,325**	**7,48,561**
Change (%)	22.1	34.3	2.0	5.4	17.6	20.2	8.5	9.1
Raw Materials	52,888	69,831	65,181	70,858	79,650	97,150	1,10,742	1,22,482
Employees Cost	18,102	22,911	25,199	23,530	25,347	27,390	29,261	31,261
Other Expenses	1,77,344	2,49,877	2,40,141	2,37,191	3,05,848	4,01,662	4,10,386	4,39,795
Total Expenditure	**2,48,335**	**3,42,619**	**3,30,520**	**3,31,579**	**4,10,845**	**5,26,201**	**5,50,389**	**5,93,538**
As a percentage of Sales	80.2	82.3	77.9	74.1	78.1	83.2	80.2	79.3
EBITDA	**61,452**	**73,469**	**93,779**	**1,15,679**	**1,15,144**	**1,06,199**	**1,35,936**	**1,55,023**
Margin (%)	19.8	17.7	22.1	25.9	21.9	16.8	19.8	20.7
Depreciation	18,479	24,507	27,227	27,002	27,148	28,880	33,149	36,321
EBIT	**42,972**	**48,962**	**66,552**	**88,677**	**87,996**	**77,319**	**1,02,787**	**1,18,701**
Int. and Finance Charges	12,376	17,779	19,917	14,857	9,447	8,227	7,312	6,046
Other Income	5,886	4,634	6,511	7,342	5,078	5,031	4,972	5,373
PBT bef. EO Exp.	**36,482**	**35,818**	**53,146**	**81,162**	**83,627**	**74,122**	**1,00,446**	**1,18,028**
EO Items	-3,466	-1,139	19,788	-2,607	0	0	0	0
PBT after EO Exp.	**33,016**	**34,679**	**72,934**	**78,555**	**83,627**	**74,122**	**1,00,446**	**1,18,028**
Total Tax	10,770	10,681	15,413	25,387	11,901	23,429	31,192	36,662
Tax Rate (%)	32.6	30.8	21.1	32.3	14.2	31.6	31.1	31.1
Minority Interest	24	-37	-32	-34	-118	54	54	54
Reported PAT	**22,222**	**24,035**	**57,553**	**53,202**	**71,844**	**50,640**	**69,200**	**81,312**
Adjusted PAT	**24,557**	**24,823**	**41,946**	**54,967**	**56,665**	**50,640**	**69,200**	**81,312**
Change (%)	-9.5	1.1	69.0	31.0	3.1	-10.6	36.7	17.5
Margin (%)	7.9	6.0	9.9	12.3	10.8	8.0	10.1	10.9

Consolidated Balance Sheet								(INR m)
Y/E March	**FY18**	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Equity Share Capital	2,746	2,746	2,886	2,887	2,887	2,887	2,887	2,887
Total Reserves	2,61,066	3,34,738	3,88,269	4,38,860	5,01,466	5,40,359	5,98,011	6,67,198
Net Worth	**2,63,812**	**3,37,484**	**3,91,155**	**4,41,747**	**5,04,353**	**5,43,245**	**6,00,898**	**6,70,085**
Minority Interest	160	122	75	57	-31	556	610	665
Total Loans	1,94,802	2,53,370	2,28,979	2,04,878	1,02,028	99,008	79,008	69,008
Deferred Tax Liabilities	31,827	63,856	49,120	60,407	60,332	62,601	71,848	82,717
Capital Employed	**4,90,601**	**6,54,832**	**6,69,329**	**7,07,089**	**6,66,683**	**7,05,411**	**7,52,364**	**8,22,474**
Gross Block	4,30,455	5,71,407	6,02,798	6,14,319	6,41,922	7,10,926	7,72,641	8,54,369
Less: Accum. Deprn.	43,665	68,172	95,399	1,22,401	1,49,549	1,78,428	2,11,578	2,47,899
Net Fixed Assets	**3,86,790**	**5,03,235**	**5,07,400**	**4,91,918**	**4,92,374**	**5,32,497**	**5,61,063**	**6,06,470**
Goodwill on Consolidation	10,363	62,989	62,525	62,199	62,502	63,293	63,293	63,293
Capital WIP	15,112	11,486	9,095	16,867	47,847	40,404	34,277	14,277
Current Investment	39,491	15,165	42,437	1,08,939	49,633	58,366	58,366	58,366
Non-current Investment	14,978	14,048	16,850	12,842	13,725	14,604	14,604	14,604
Curr. Assets, Loans, and Adv.	**1,04,677**	**1,58,335**	**1,44,307**	**1,59,034**	**1,71,938**	**2,04,460**	**2,37,471**	**2,89,743**
Inventory	32,676	40,990	41,483	40,180	55,956	66,118	72,550	79,075
Account Receivables	22,206	27,870	22,383	25,717	30,716	38,670	43,187	47,019
Cash and Bank Balance	2,191	7,397	5,392	20,076	3,592	11,496	33,782	75,918
Loans and Advances	47,604	82,079	75,049	73,061	81,674	88,175	87,953	87,730
Curr. Liability and Prov.	**80,904**	**1,10,548**	**1,19,152**	**1,52,307**	**1,71,595**	**2,08,459**	**2,16,957**	**2,24,526**
Account Payables	23,849	31,671	35,014	46,993	58,628	72,093	78,240	85,335
Other Current Liabilities	50,526	71,206	76,240	96,441	1,04,309	1,28,080	1,30,424	1,30,891
Provisions	6,529	7,671	7,898	8,873	8,658	8,286	8,293	8,300
Net Current Assets	**23,773**	**47,787**	**25,155**	**6,727**	**343**	**-3,999**	**20,514**	**65,216**
Deferred Tax assets	94	121	60	72	164	66	66	67
Net Assets held for sale	0	0	5,808	7,526	95	180	180	180
Appl. of Funds	**4,90,601**	**6,54,832**	**6,69,329**	**7,07,089**	**6,66,683**	**7,05,411**	**7,52,364**	**8,22,474**

E: MOFSL estimates

Financials and valuations

Ratios								
Y/E March	**FY18**	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Basic (INR)								
EPS	**89.4**	**90.4**	**145.3**	**190.4**	**196.3**	**175.4**	**239.7**	**281.7**
Cash EPS	156.7	179.6	239.7	284.0	290.3	275.4	354.5	407.5
BV/Share	960.7	1,228.8	1,355.2	1,530.4	1,747.2	1,881.8	2,081.5	2,321.1
DPS	9.5	10.5	11.5	37.0	38.0	38.0	40.0	42.0
Payout (%)	12.7	14.0	9.1	19.4	19.4	21.7	16.7	14.9
Valuation (x)								
P/E		83.6	52.0	39.7	38.5	43.1	31.5	26.8
Cash P/E		42.1	31.5	26.6	26.0	27.4	21.3	18.5
P/BV		6.1	5.6	4.9	4.3	4.0	3.6	3.3
EV/Sales		5.5	5.5	5.0	4.2	3.5	3.1	2.8
EV/t (USD)		256	258	247	236	212	201	167
EV/EBITDA		31.2	25.0	19.4	19.2	20.7	15.8	13.6
Dividend Yield (%)		0.1	0.2	0.5	0.5	0.5	0.5	0.6
FCF per share		156.9	249.4	369.4	127.4	102.6	194.6	224.9
Return Ratios (%)								
RoE	9.7	8.3	11.5	13.2	12.0	9.7	12.1	12.8
RoCE	8.4	7.1	9.5	10.3	12.7	9.0	11.2	12.1
RoIC	8.2	6.4	8.5	10.2	13.4	9.1	11.6	12.6
Working Capital Ratios								
Inventory (Days)	38	36	36	33	39	38	39	39
Debtor (Days)	26	24	19	21	21	22	23	23
Creditor (Days)	28	28	30	38	41	42	42	42
Leverage Ratio (x)								
Current Ratio	1.3	1.4	1.2	1.0	1.0	1.0	1.1	1.3
Interest Coverage Ratio	3.5	2.8	3.3	6.0	9.3	9.4	14.1	19.6
Net Debt/Equity ratio	0.6	0.7	0.5	0.2	0.1	0.1	0.0	-0.1

Consolidated Cash Flow Statement								(INR m)
Y/E March	**FY18**	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
OP/(Loss) before Tax	33,015	34,685	52,423	78,576	83,627	74,122	1,00,446	1,18,028
Depreciation	18,479	24,507	27,022	27,002	27,148	28,880	33,149	36,321
Interest and Finance Charges	12,328	17,779	19,917	14,857	9,447	8,227	7,312	6,046
Direct Taxes Paid	-8,429	-7,101	-8,914	-12,910	-15,549	-11,243	-21,946	-25,794
(Inc.)/Dec. in WC	-12,477	-6,957	4,503	23,264	-4,730	-3,370	-2,227	-2,566
CF from Operations	**42,916**	**62,913**	**94,949**	**1,30,789**	**99,943**	**96,617**	**1,16,734**	**1,32,037**
Others	-4,042	-3,352	-5,929	-5,785	-7,110	-5,932	-4,972	-5,373
CF from Operations incl. EO	**38,874**	**59,561**	**89,020**	**1,25,004**	**92,832**	**90,685**	**1,11,762**	**1,26,664**
(Inc.)/Dec. in FA	-18,828	-16,482	-17,037	-18,389	-56,062	-61,056	-55,588	-61,729
Free Cash Flow	**20,047**	**43,079**	**71,983**	**1,06,615**	**36,771**	**29,629**	**56,174**	**64,935**
(Pur.)/Sale of Investments	36,777	26,614	-26,266	-70,949	76,888	-13,642	0	0
Others	621	1,007	1,210	774	1,744	2,827	4,972	5,373
CF from Investments	**18,570**	**11,138**	**-42,094**	**-88,565**	**22,570**	**-71,871**	**-50,617**	**-56,355**
Issue of Shares	157	52	27	70	44	47	0	0
Inc./(Dec.) in Debt	-42,069	-46,482	-26,663	-25,149	-1,12,232	-3,632	-20,000	-10,000
Interest Paid	-12,050	-16,854	-19,445	-14,805	-2,227	-1,894	-7,312	-6,046
Dividend Paid	-3,340	-3,462	-3,800	-3,748	-10,650	-10,913	-11,548	-12,125
Others	0	-827	-31	68	87	81	0	0
CF from Fin. Activity	-57,302	-67,572	-49,911	-43,565	-1,24,979	-16,310	-38,860	-28,171
Inc./Dec. in Cash	**142**	**3,127**	**-2,985**	**-7,125**	**-9,577**	**2,504**	**22,286**	**42,137**
Opening Balance	629	1,286	8,377	27,201	13,169	8,992	11,496	33,782
Closing Balance	**772**	**4,412**	**5,392**	**20,076**	**3,592**	**11,496**	**33,782**	**75,918**

N O T E S

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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
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