

# Alembic Pharma

Estimate change

TP change

Rating change





**SAVE THE DATE**

**21<sup>st</sup> Aug - 25<sup>th</sup> Aug, 2023**

**Witness the unfolding of our grandeur event, as the curtain rises!**

**INDIA RISING | NATION ON THE MOVE**

Bloomberg	ALPM IN
Equity Shares (m)	189
M.Cap.(INRb)/(USD\$)	153.4 / 1.9
52-Week Range (INR)	796 / 463
1, 6, 12 Rel. Per (%)	22/36/-1
12M Avg Val (INR M)	115

## Financials & Valuations (INR b)

Y/E MARCH	FY23	FY24E	FY25E
Sales	56.5	61.5	66.2
EBITDA	8.2	9.5	10.6
Adj. PAT	4.3	6.0	6.7
EBIT Margin (%)	10.4	11.3	12.0
Cons. Adj. EPS (INR)	21.9	30.6	34.2
EPS Gr. (%)	-37.6	40.0	12.0
BV/Sh. (INR)	222.4	247.2	275.8

## Ratios

Net D:E	0.1	0.1	0.1
RoE (%)	8.3	12.9	13.0
RoCE (%)	10.4	12.4	12.5
Payout (%)	27.7	19.7	17.6

## Valuations

P/E (x)	35.7	25.5	22.8
EV/EBITDA (x)	23.0	19.6	17.5
Div. Yield (%)	0.5	0.7	0.7
FCF Yield (%)	1.3	1.5	2.5
EV/Sales (x)	3.3	3.0	2.8

## Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22
Promoter	69.6	69.6	69.6
DII	13.7	13.3	12.2
FII	4.3	4.6	5.9
Others	12.4	12.5	12.3

FII Includes depository receipts

**CMP: INR780**
**TP: INR720 (-8%)**
**Neutral**

## Higher opex dents profitability trend

### Work in progress to expand the injectable portfolio

- Alembic Pharma (ALPM) reported a miss on the 1QFY24 earnings, due to increased operating cost. Having said this, ALPM continues to implement efforts to improve injectable sales. The higher number of injectable approvals has boosted its momentum of launches as well in the US generics segment.
- We raise our earnings estimates for FY24/FY25 by 2% each factoring in: a) improved sales prospects in the US generics, b) better marketing efforts in branded generics as well as animal health segment and c) increased operating leverage.
- We value ALPM at 19x 12M forward earnings to arrive at our TP of INR720. With significant investment already done for capacity as well as product development, ALPM is in the process of increasing the pace of approvals/ launches in injectables segment. It is also implementing the efforts to increase the prescriptions in the domestic formulation (DF) segment. Having said this, the current valuation captures earnings growth adequately. **Maintain Neutral.**

### Product mix benefit more than offset by higher operating cost

- ALPM's 1QFY24 sales grew 18% YoY to INR15.0b (our est: INR14.4b).
- DF sales grew 9% YoY to INR5.2b (35% of sales). API sales rose 31% YoY to INR3.1b (21% of sales). Ex-US generic export sales jumped 47% YoY to INR2.7b (18% of sales). The US generics sales grew 6.3% YoY to INR3.9b (USD48m; 26% of sales) due to normalization of sales during the quarter.
- Gross margin expanded 210bp YoY to 72.2% due to superior product mix and lower RM cost.
- However, EBITDA margin expanded at a higher rate of 430bp YoY to 13.4%, due to increased operating leverage (R&D expenses down 360bp) offset by higher other expenses (+100bp YoY as a % of sales).
- EBITDA grew 73% YoY to INR2b (our est: INR2.3b) in 1QFY24.
- Adj. PAT rose ~3x YoY to INR1.2b (est: INR1.3b) due to higher other income.

### Highlights from the management commentary

- Management guided for 20+ launches in the US in FY24. It had six launches in 1QFY24.
- There could be certain opportunities to ALPM from drug shortages in the injectable space.
- Management indicated 10-15% YoY growth in the API segment for FY24.
- ALPM has expanded its field force by 200 in animal health business and would be catering mainly to large cattle segment.
- The DF specialty segment grew 12% YoY, while acute segment rose 16% YoY for the quarter as per ORG data.

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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.

## Quarterly perf. (Consol.)

(INR m)

Y/E March	FY23				FY24E				FY23	FY24E	FY24E	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	vs Est
<b>Net Sales</b>	<b>12,621</b>	<b>14,750</b>	<b>15,090</b>	<b>14,065</b>	<b>14,862</b>	<b>15,359</b>	<b>15,981</b>	<b>15,316</b>	<b>56,526</b>	<b>61,516</b>	<b>14,402</b>	<b>3.2%</b>
YoY Change (%)	-4.8	14.1	18.7	-0.7	17.7	4.1	5.9	8.9	6.5	8.8	14.1	
Total Expenditure	11,475	12,423	12,603	11,833	12,875	13,132	13,392	12,583	48,333	51,981	12,069	
<b>EBITDA</b>	<b>1,147</b>	<b>2,328</b>	<b>2,488</b>	<b>2,232</b>	<b>1,987</b>	<b>2,227</b>	<b>2,589</b>	<b>2,734</b>	<b>8,194</b>	<b>9,535</b>	<b>2,333</b>	<b>-14.8%</b>
YoY Change (%)	-51.4	-9.5	-2.7	-21.2	73.3	-4.3	4.1	22.5	-17.8	16.4	103.5	
Margins (%)	9.1	15.8	16.5	15.9	13.4	14.5	16.2	17.8	14.5	15.5	16.2	-283.1
Depreciation	521	517	535	741	662	620	630	648	2,314	2,560	490	
<b>EBIT</b>	<b>626</b>	<b>1,811</b>	<b>1,953</b>	<b>1,490</b>	<b>1,325</b>	<b>1,607</b>	<b>1,959</b>	<b>2,085</b>	<b>5,880</b>	<b>12,095</b>	<b>1,843</b>	<b>-28.1%</b>
YoY Change (%)	-65.8	-10.6	-2.2	-33.8	111.8	156.9	8.2	6.8	-24.2	105.7	194.6	
Interest	88	124	146	144	144	140	138	138	502	560	145	
Other Income	11	3	4	9	117	120	125	123	27	485	0	
<b>PBT before EO expense</b>	<b>548</b>	<b>1,690</b>	<b>1,811</b>	<b>1,356</b>	<b>1,298</b>	<b>1,587</b>	<b>1,946</b>	<b>2,070</b>	<b>5,405</b>	<b>6,900</b>	<b>1,698</b>	<b>-23.6%</b>
Extra-Ord expense	1,150	160	130	110	0	0	0	0	1,550	0	0	
<b>PBT</b>	<b>-602</b>	<b>1,530</b>	<b>1,681</b>	<b>1,246</b>	<b>1,298</b>	<b>1,587</b>	<b>1,946</b>	<b>2,070</b>	<b>3,855</b>	<b>6,900</b>	<b>1,698</b>	<b>-23.6%</b>
Tax	-15	180	326	-364	92	159	243	335	126	828	336	
Rate (%)	2.5	11.7	19.4	-29.2	7.0	10.0	12.5	16.2	3.3	12.0	19.8	
MI & P/L of Asso. Cos.	72	17	136	85	0	0	0	60	309	60	15	
<b>Reported PAT</b>	<b>-659</b>	<b>1,334</b>	<b>1,220</b>	<b>1,525</b>	<b>1,206</b>	<b>1,428</b>	<b>1,703</b>	<b>1,675</b>	<b>3,420</b>	<b>6,012</b>	<b>1,347</b>	<b>-10.4%</b>
<b>Adj PAT</b>	<b>463</b>	<b>1,475</b>	<b>1,324</b>	<b>1,034</b>	<b>1,206</b>	<b>1,428</b>	<b>1,703</b>	<b>1,675</b>	<b>4,296</b>	<b>6,012</b>	<b>1,347</b>	<b>-10.4%</b>
YoY Change (%)	-71.9	-12.9	-24.9	-42.1	160.8	208.8	15.4	26.5	-37.6	40.0	191.1	
Margins (%)	3.7	10.0	8.8	7.4	8.1	9.3	10.7	10.9	7.6	9.8	9.4	

## Key performance Indicators (Consolidated)

(INR m)

Y/E March	FY23				FY24E				FY23	FY24E	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			
<b>India</b>	<b>4,800</b>	<b>5,490</b>	<b>5,450</b>	<b>4,890</b>	<b>5,240</b>	<b>6,012</b>	<b>5,941</b>	<b>5,316</b>	<b>20,630</b>	<b>22,508</b>	
YoY Change (%)	(0.2)	7.9	11.7	8.9	9.2	9.5	9.0	8.7	7.1	9.1	
<b>Exports</b>	<b>5,490</b>	<b>6,330</b>	<b>6,380</b>	<b>6,040</b>	<b>6,570</b>	<b>6,526</b>	<b>6,715</b>	<b>6,413</b>	<b>24,240</b>	<b>26,224</b>	
YoY Change (%)	(3.0)	16.1	8.9	(18.9)	19.7	3.1	5.3	6.2	(0.7)	8.2	
<b>APIs</b>	<b>2,330</b>	<b>2,940</b>	<b>3,260</b>	<b>3,130</b>	<b>3,050</b>	<b>2,822</b>	<b>3,325</b>	<b>3,587</b>	<b>11,660</b>	<b>12,784</b>	
YoY Change (%)	(16.5)	23.0	64.6	41.0	30.9	(4.0)	2.0	14.6	24.2	9.6	
<b>Cost Break-up</b>											
RM Cost (% of Sales)	30.0	30.0	30.2	30.8	27.8	28.2	28.4	28.4	30.2	28.2	
Staff Cost (% of Sales)	23.0	19.6	19.3	21.2	23.4	22.0	21.0	21.7	20.7	22.0	
R&D Expenses (% of Sales)	11.6	10.3	9.5	8.9	8.0	8.3	7.8	7.9	9.8	8.0	
Other Cost (% of Sales)	26.3	24.3	24.5	23.3	27.4	27.0	26.6	24.2	24.8	26.3	
Gross Margin (%)	70.0	70.0	69.8	69.2	72.2	71.8	71.6	71.6	69.8	71.8	
EBITDA Margin (%)	9.1	15.8	16.5	15.9	13.4	14.5	16.2	17.8	14.5	15.5	
EBIT Margin (%)	5.0	12.3	12.9	10.6	8.9	10.5	12.3	13.6	10.4	19.7	

E: MOFSL Estimates

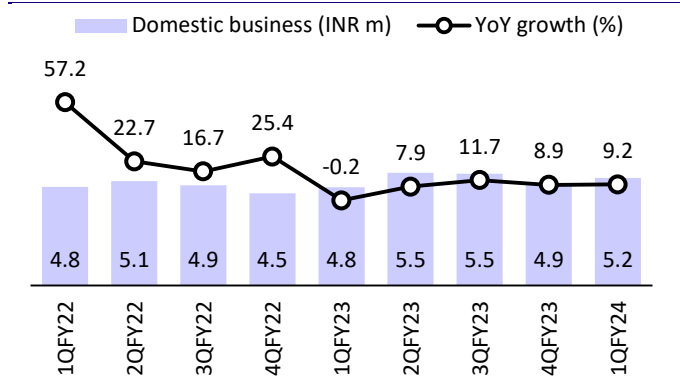


### Key takeaways from the management commentary

- ALPM has 5K+ medical representatives for DF market at the end of 1QFY24.
- Management indicated a capex of INR4b for FY24.
- ALPM incurred INR1b in R&D expense for 1QFY24. It indicated FY24E R&D expense to be INR5b.

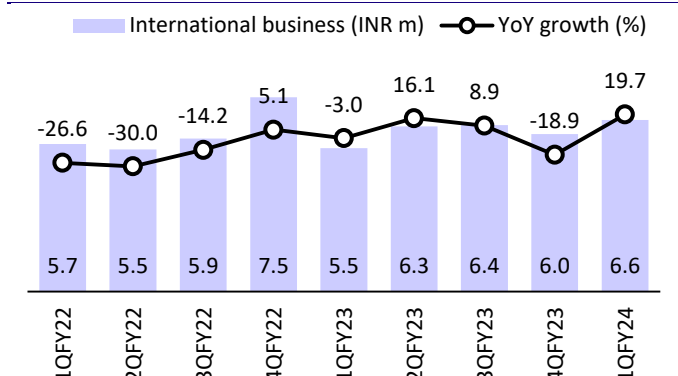
## Key exhibits

**Exhibit 1: DF sales grew 9% YoY in 1QFY24**



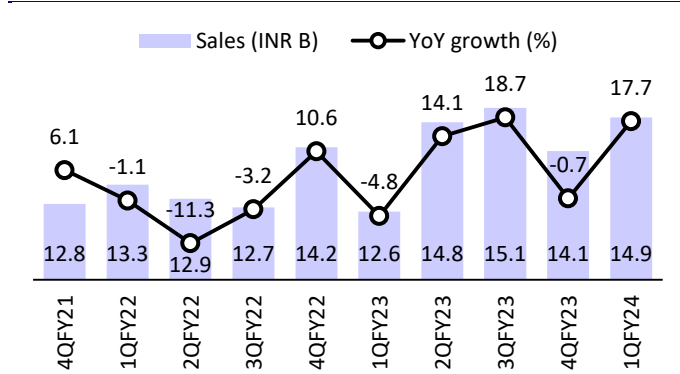
Source: MOFSL, Company

**Exhibit 2: International business rose 20% YoY in 1QFY24**



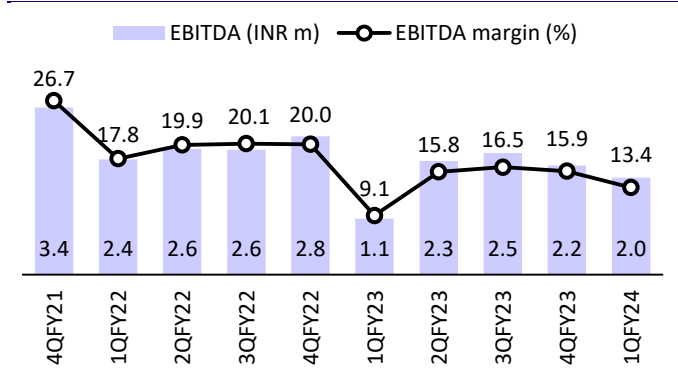
Source: MOFSL, Company

**Exhibit 3: Sales increased 18% YoY in 1QFY24**



Source: MOFSL, Company

**Exhibit 4: EBITDA margin expanded 430bp YoY in 1QFY24**



Source: MOFSL, Company

## Growth to be aided by new launches in the US/higher Rx in DF

### US: Injectables launch to fuel growth amid adverse pricing environment

- In 1QFY24, ALPM's US business declined 2% YoY to USD48m. This was due to continued price erosion in the US, which was partially offset by new product launches and market share gains.
- ALPM filed five ANDAs during the quarter and plans to launch 20+ products in FY24 to continue its growth path. Moreover, in 1QFY24, out of the five ANDA approvals, two were for injectables.
- Considering the new launches in injectable and scale-up in existing products, we expect 8.4% sales CAGR to USD230m over FY23-25.

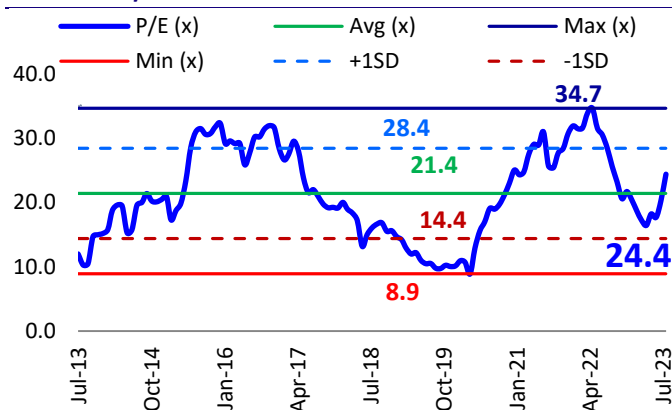
### India: work in progress across both human health/animal health segments

- In 1QFY24, ALPM's overall India business grew 9% YoY to INR5b. Specifically, branded DF segment had healthy 11% YoY growth vs. industry growth of 9% YoY.
- Within Specialty, ALPM delivered robust 31%/19%/11% YoY growth in ophthalmology/Gynaecology/anti-diabetic therapy. In the acute segment, the anti-infective therapy increased 19% YoY for the quarter.
- In 1QFY24, ALPM's prescription base grew 14% YoY to 131m.
- Moreover, ALPM is enhancing its efforts in Animal health segment with major focus on cattle. ALPM is growing at 23% YoY and outperforming the industry growth of 15% YoY.
- We expect 9.3% sales CAGR to INR24.7b over FY23-25.

### Reiterate Neutral

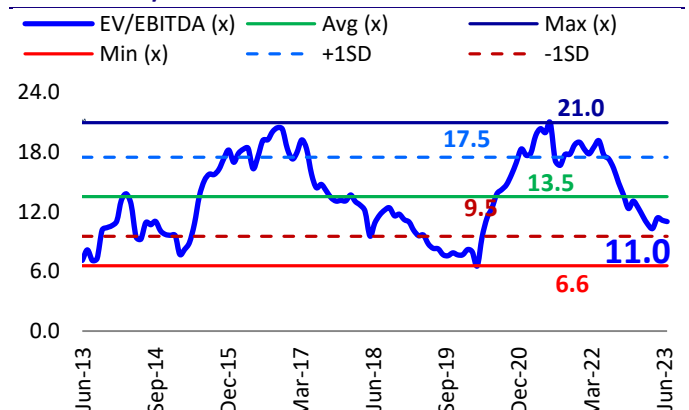
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- We value ALPM at 19x 12M forward earnings to arrive at our TP of INR720. With significant investment already done for capacity as well as product development, ALPM is in the process of increasing the pace of approvals/ launches in injectables segment. It is also implementing the efforts to increase the prescriptions in the domestic formulation (DF) segment. Having said this, the current valuation captures earnings growth adequately. **Maintain Neutral.**

Exhibit 5: P/E chart



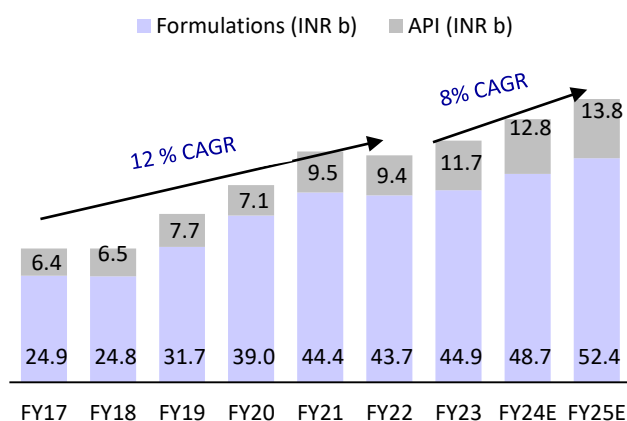
Source: MOFSL, Company, Bloomberg

Exhibit 6: EV/EBITDA chart

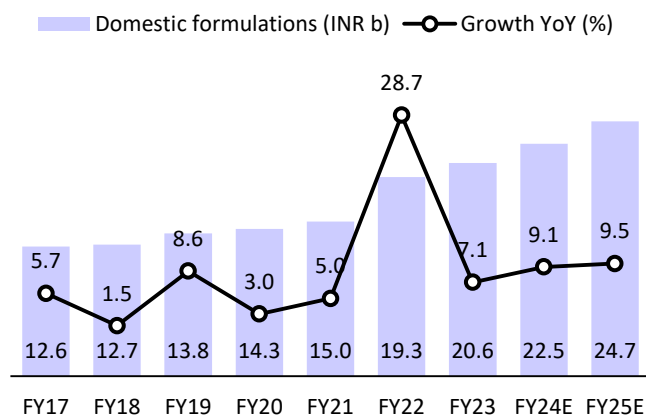


Source: MOFSL, Company, Bloomberg

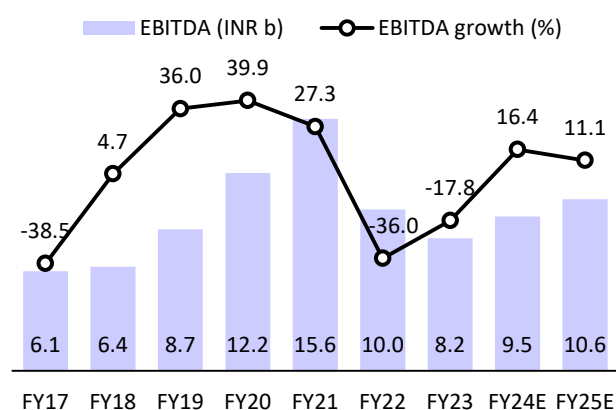
## Story in charts

**Exhibit 7: Formulation sales CAGR to be 8% over FY23-25E**


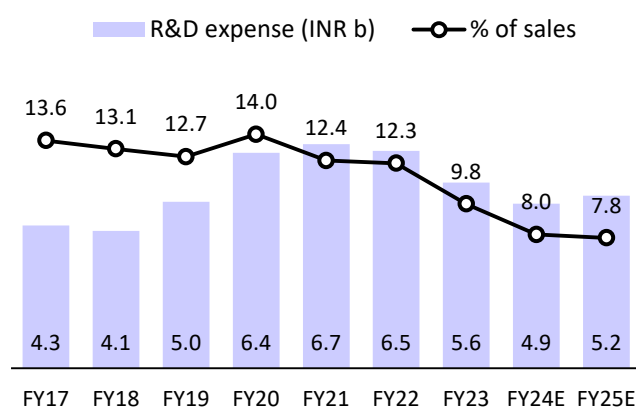
Source: MOFSL, Company

**Exhibit 8: Expect DF to exhibit 9% CAGR over FY23-25**


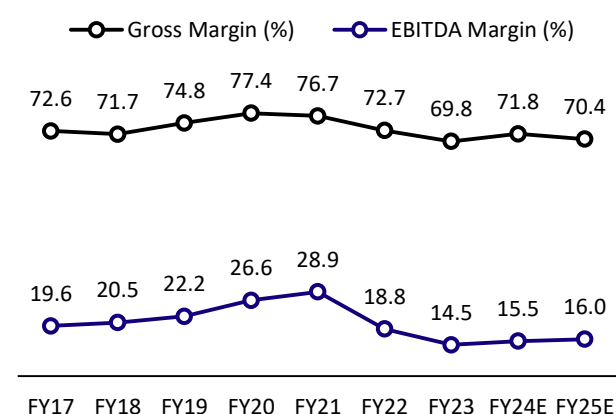
Source: MOFSL, Company

**Exhibit 9: EBITDA CAGR to be 14% during FY23-25E**


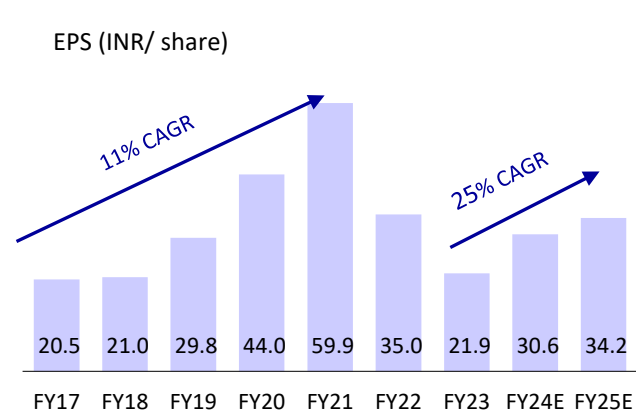
Source: MOFSL, Company

**Exhibit 10: R&D expenses as a % of sales to decline**


Source: MOFSL, Company

**Exhibit 11: Margin to improve over FY23-25E**


Source: MOFSL, Company

**Exhibit 12: Earnings CAGR to be 25% over FY23-25E**


Source: MOFSL, Company

## Financials and valuations

### Consolidated - Income Statement

(INR m)

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>Net Sales</b>	<b>31,416</b>	<b>31,345</b>	<b>31,310</b>	<b>39,357</b>	<b>46,060</b>	<b>53,931</b>	<b>53,058</b>	<b>56,526</b>	<b>61,516</b>	<b>66,205</b>
Change (%)	53.0	-0.2	-0.1	25.7	17.0	17.1	-1.6	6.5	8.8	7.6
<b>EBITDA</b>	<b>9,988</b>	<b>6,146</b>	<b>6,433</b>	<b>8,746</b>	<b>12,233</b>	<b>15,575</b>	<b>9,972</b>	<b>8,194</b>	<b>9,535</b>	<b>10,593</b>
Change (%)	148.1	-38.5	4.7	36.0	39.9	27.3	-36.0	-17.8	16.4	11.1
Margin (%)	31.8	19.6	20.5	22.2	26.6	28.9	18.8	14.5	15.5	16.0
Depreciation	722	830	1,055	1,152	1,573	1,835	2,218	2,314	2,560	2,624
<b>EBIT</b>	<b>9,266</b>	<b>5,316</b>	<b>5,378</b>	<b>7,594</b>	<b>10,660</b>	<b>13,741</b>	<b>7,754</b>	<b>5,880</b>	<b>6,975</b>	<b>7,969</b>
Int. and Finance Charges	37	51	34	184	272	160	177	502	560	552
Other Income - Rec.	91	25	70	94	49	100	505	27	485	490
<b>PBT bef. EO Exp.</b>	<b>9,320</b>	<b>5,290</b>	<b>5,415</b>	<b>7,503</b>	<b>10,437</b>	<b>13,681</b>	<b>8,081</b>	<b>5,405</b>	<b>6,900</b>	<b>7,907</b>
EO Expense/(Income)	0	0	0	0	436	0	1,880	1,550	0	0
<b>PBT after EO Exp.</b>	<b>9,320</b>	<b>5,290</b>	<b>5,415</b>	<b>7,503</b>	<b>10,001</b>	<b>13,681</b>	<b>6,201</b>	<b>3,855</b>	<b>6,900</b>	<b>7,907</b>
Current Tax	1,986	1,224	1,236	1,781	2,046	2,629	1,279	42	1,587	1,819
Deferred Tax	174	-2	-33	-214	-54	-96	-235	84	-759	-712
Tax Rate (%)	23.2	23.1	22.2	20.9	19.9	18.5	16.8	3.3	12.0	14.0
MI & P/L of Asso. Cos.	6.0	39.2	82.8	82.0	-284.7	-633.5	-300.3	309.2	60.0	69.0
<b>Reported PAT</b>	<b>7,154</b>	<b>4,029</b>	<b>4,128</b>	<b>5,854</b>	<b>8,294</b>	<b>11,781</b>	<b>5,457</b>	<b>3,420</b>	<b>6,012</b>	<b>6,731</b>
<b>PAT Adj for EO items</b>	<b>4,720</b>	<b>4,029</b>	<b>4,128</b>	<b>5,854</b>	<b>8,643</b>	<b>11,781</b>	<b>6,889</b>	<b>4,296</b>	<b>6,012</b>	<b>6,731</b>
Change (%)	66.8	-14.6	2.5	41.8	47.7	36.3	-41.5	-37.6	40.0	12.0
Margin (%)	15.0	12.9	13.2	14.9	18.8	21.8	13.0	7.6	9.8	10.2
Less: Minority Interest	6	39.2	82.8	82	-284.7	-633.5	-300.3	309.2	60	69
<b>Net Profit</b>	<b>4,714</b>	<b>3,989</b>	<b>4,046</b>	<b>5,772</b>	<b>8,928</b>	<b>12,414</b>	<b>7,189</b>	<b>3,987</b>	<b>5,952</b>	<b>6,662</b>

### Consolidated - Balance Sheet

(INR m)

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	377	377	377	377	377	393	393	393	393	393
Total Reserves	15,628	18,634	21,824	26,811	31,820	50,883	51,982	43,312	48,201	53,818
<b>Net Worth</b>	<b>16,005</b>	<b>19,011</b>	<b>22,201</b>	<b>27,188</b>	<b>32,197</b>	<b>51,276</b>	<b>52,375</b>	<b>43,705</b>	<b>48,594</b>	<b>54,211</b>
Minority Interest	0	1	3	-8	-290	-606	0	0	0	0
Deferred Liabilities	501	369	354	188	122	42	0	0	-759	-1,471
Total Loans	1,325	802	7,078	9,284	18,208	2,715	7,021	7,051	6,952	6,854
<b>Capital Employed</b>	<b>17,832</b>	<b>20,184</b>	<b>29,637</b>	<b>36,652</b>	<b>50,237</b>	<b>53,426</b>	<b>59,397</b>	<b>50,756</b>	<b>54,787</b>	<b>59,594</b>
Gross Block	11,190	12,548	11,726	15,156	20,700	24,909	27,221	35,532	44,469	49,235
Less: Accum. Deprn.	3,878	4,554	2,456	3,608	5,181	7,016	9,234	11,548	14,108	16,731
<b>Net Fixed Assets</b>	<b>7,748</b>	<b>8,264</b>	<b>10,928</b>	<b>11,585</b>	<b>15,518</b>	<b>17,893</b>	<b>17,987</b>	<b>23,985</b>	<b>30,361</b>	<b>32,503</b>
Capital WIP	925	3,693	9,108	15,512	18,462	21,817	23,034	6,013	3,076	3,310
<b>Total Investments</b>	<b>21</b>	<b>502</b>	<b>416</b>	<b>488</b>	<b>179</b>	<b>2,363</b>	<b>1,184</b>	<b>963</b>	<b>963</b>	<b>963</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>15,900</b>	<b>14,408</b>	<b>18,959</b>	<b>20,193</b>	<b>25,734</b>	<b>25,017</b>	<b>29,015</b>	<b>30,868</b>	<b>31,596</b>	<b>35,207</b>
Inventory	5,776	6,328	7,339	9,673	11,875	14,862	16,097	14,753	14,258	16,107
Account Receivables	3,505	3,375	5,263	4,889	8,648	3,486	8,071	10,464	10,112	10,883
Cash and Bank Balance	4,508	1,596	899	2,056	808	1,058	694	823	2,315	3,231
Loans and Advances	2,111	3,110	5,457	3,576	4,404	5,612	4,153	4,828	4,910	4,987
<b>Curr. Liability &amp; Prov.</b>	<b>6,762</b>	<b>6,683</b>	<b>9,774</b>	<b>11,125</b>	<b>9,656</b>	<b>13,663</b>	<b>11,824</b>	<b>11,073</b>	<b>11,209</b>	<b>12,390</b>
Account Payables	5,664	5,232	7,593	6,443	6,259	6,688	7,064	6,798	6,901	7,796
Other Current Liabilities	656	755	1,429	3,838	2,270	5,601	3,165	2,512	2,734	2,942
Provisions	443	696	752	844	1,127	1,375	1,595	1,763	1,575	1,652
<b>Net Current Assets</b>	<b>9,138</b>	<b>7,725</b>	<b>9,185</b>	<b>9,068</b>	<b>16,078</b>	<b>11,354</b>	<b>17,192</b>	<b>19,795</b>	<b>20,386</b>	<b>22,817</b>
Misc Expenditure	0	0	0	0	0	0	0	0	0	0
<b>Appl. of Funds</b>	<b>17,832</b>	<b>20,184</b>	<b>29,637</b>	<b>36,652</b>	<b>50,238</b>	<b>53,426</b>	<b>59,397</b>	<b>50,756</b>	<b>54,787</b>	<b>59,594</b>



## Financials and valuations

### Ratios

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>Basic (INR)</b>										
<b>EPS</b>	<b>24.0</b>	<b>20.5</b>	<b>21.0</b>	<b>29.8</b>	<b>44.0</b>	<b>59.9</b>	<b>35.0</b>	<b>21.9</b>	<b>30.6</b>	<b>34.2</b>
Cash EPS	28.9	25.8	27.5	37.2	54.2	69.3	46.3	33.6	43.6	47.6
BV/Share	84.9	100.8	117.8	144.2	170.8	260.9	266.5	222.4	247.2	275.8
DPS	4.0	4.0	4.0	5.5	10.0	10.4	10.4	4.2	5.2	5.2
Payout (%)	12.7	22.5	22.0	21.3	27.4	20.1	43.4	27.7	19.7	17.6
<b>Valuation (x)</b>										
P/E	32.5	38.1	37.1	26.2	17.7	13.0	22.3	35.7	25.5	22.8
Cash P/E	27.0	30.3	28.4	21.0	14.4	11.3	16.8	23.2	17.9	16.4
P/BV	9.2	7.7	6.6	5.4	4.6	3.0	2.9	3.5	3.2	2.8
EV/Sales	5.7	5.8	6.0	4.8	4.3	3.4	3.5	3.3	3.0	2.8
EV/EBITDA	17.9	29.5	29.2	21.6	16.3	11.8	18.9	23.0	19.6	17.5
Dividend Yield (%)	0.5	0.5	0.5	0.7	1.3	1.3	1.3	0.5	0.7	0.7
<b>Return Ratios (%)</b>										
RoE	37.9	22.8	19.6	23.4	30.1	29.7	13.9	8.3	12.9	13.0
RoCE	50.3	22.1	17.3	18.5	19.7	21.6	12.1	10.4	12.4	12.5
RoIC	61.1	30.5	24.9	31.8	34.6	38.0	20.6	14.7	13.4	13.6
<b>Working Capital Ratios</b>										
Asset Turnover (x)	1.8	1.6	1.1	1.1	0.9	1.0	0.9	1.1	1.1	1.1
Inventory (Days)	67	74	86	90	94	101	111	95	85	89
Debtor (Days)	40	39	61	45	69	24	56	68	60	60
Creditor (Days)	66	61	89	60	50	45	49	44	41	43
<b>Leverage Ratio (x)</b>										
Net Debt/Equity	-0.2	0.0	0.3	0.3	0.5	0.0	0.1	0.1	0.1	0.1

### Consolidated - Cash Flow Statement

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>(INR m)</b>										
Net Profit / (Loss) Before Tax	9,360	5,291	5,413	7,493	9,998	13,681	6,201	3,546	6,900	7,907
Depreciation	722	830	1,055	1,152	1,573	1,835	2,868	2,754	2,560	2,624
Interest & Finance Charges	54	52	34	184	272	160	131	502	75	62
Direct Taxes Paid	1,970	1,180	1,351	1,665	2,361	2,454	1,234	607	1,587	1,819
(Inc)/Dec in WC	1,389	-1,656	-1,809	1,116	-5,844	2,395	-3,673	-576	901	-1,515
<b>CF from Operations</b>	<b>9,555</b>	<b>3,337</b>	<b>3,342</b>	<b>8,281</b>	<b>3,638</b>	<b>15,617</b>	<b>4,292</b>	<b>5,619</b>	<b>8,849</b>	<b>7,259</b>
Others	-79	-51	-217	-161	853	-983	1,231	1,620	0	0
<b>CF from Operating incl EO</b>	<b>9,477</b>	<b>3,286</b>	<b>3,124</b>	<b>8,119</b>	<b>4,491</b>	<b>14,634</b>	<b>5,524</b>	<b>7,239</b>	<b>8,849</b>	<b>7,259</b>
(inc)/dec in FA	-3,011	-5,101	-7,494	-6,539	-6,726	-6,592	-4,243	-4,434	-6,000	-5,000
<b>Free Cash Flow</b>	<b>6,466</b>	<b>-1,816</b>	<b>-4,369</b>	<b>1,580</b>	<b>-2,235</b>	<b>8,041</b>	<b>1,281</b>	<b>2,805</b>	<b>2,849</b>	<b>2,259</b>
(Pur)/Sale of Investments	-64	48	14	39	23	-1,796	523	-64	0	0
Others	24	287	-1,302	-1,055	-613	0	17	22	485	490
<b>CF from Investments</b>	<b>-3,051</b>	<b>-4,766</b>	<b>-8,782</b>	<b>-7,556</b>	<b>-7,316</b>	<b>-8,388</b>	<b>-3,702</b>	<b>-4,476</b>	<b>-5,515</b>	<b>-4,510</b>
Issue of Shares	0	0	0	0	0	0	0	0	0	0
(Inc)/Dec in Debt	-1,406	-386	6,194	2,206	5,919	-12,398	1,300	-172	-99	-98
Interest Paid	-52	-52	-260	-703	-1,111	6,611	-519	-497	-560	-552
Dividend Paid	-787	-901	-908	-909	-3,260	0	-2,752	-1,966	-1,183	-1,183
<b>CF from Fin. Activity</b>	<b>-2,145</b>	<b>-1,432</b>	<b>4,961</b>	<b>592</b>	<b>1,576</b>	<b>-5,994</b>	<b>-2,186</b>	<b>-2,635</b>	<b>-1,842</b>	<b>-1,833</b>
<b>Inc/Dec of Cash</b>	<b>4,281</b>	<b>-2,912</b>	<b>-697</b>	<b>1,156</b>	<b>-1,249</b>	<b>252</b>	<b>-364</b>	<b>129</b>	<b>1,492</b>	<b>916</b>
Add: Beginning Balance	228	4,508	1,596	900	2,055	807	1,059	694	823	2,315
<b>Closing Balance</b>	<b>4,508</b>	<b>1,596</b>	<b>900</b>	<b>2,055</b>	<b>807</b>	<b>1,058</b>	<b>694</b>	<b>823</b>	<b>2,315</b>	<b>3,231</b>

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NOTES



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SELL	< - 10%
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