18 October 2023

1QCY23 Results Update | Sector: Automobile

CIE Automotive

Estimate change	↓
TP change	⟷
Rating change	⟷

Bloomberg	CIEINDIA IN
Equity Shares (m)	379
M.Cap.(INRb)/(USDb)	183.5 / 2.2
52-Week Range (INR)	580 / 279
1, 6, 12 Rel. Per (%)	0/20/42
12M Avg Val (INR M)	523

Financials & Valuations (INR b)

INR b	CY22	CY23E	CY24E
Sales	87.5	95.5	105.8
EBITDA (%)	13.4	15.6	16.2
Adj. PAT	6.8	8.5	10.2
EPS (INR)	18.1	22.5	27.1
EPS Growth (%)	69.3	24.3	20.6
BV/Share (INR)	135	153	174
Ratio			
RoE (%)	13.3	15.6	16.6
RoCE (%)	10.7	13.8	14.6
Payout (%)	13.3	16.7	16.7
Valuations			
P/E (x)	26.7	21.5	17.8
P/BV (x)	3.6	3.2	2.8
Div. Yield (%)	0.5	0.8	0.9
FCF Yield (%)	3.7	1.7	4.3

Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22
Promoter	65.7	68.9	74.9
DII	14.8	11.2	8.1
FII	7.5	8.6	6.9
Others	12.0	11.3	10.2

FII Includes depository receipts

CMP: INR484 TP: INR575 (+19%) Buy

Muted growth in US and India leads to a miss

Mixed bag for growth expectations; margin drivers are in place

- CIEINDIA's 3QCY23 result disappointed due to weak revenue growth in both India (flat YoY) and EU (+5% YoY). While healthy demand for SUVs and a rebound in 2W demand are projected to drive growth in India, EU's recovery is expected to be more gradual owing to the weak outlook for Metalcastello business in the near term and a slow pickup in the region.
- We lower our consolidated EPS estimates for CY23/CY24 by 6%/7% as we factor in weaker-than-estimated growth in both EU and India, and high interest costs. Reiterate BUY with a TP of INR575 (based on ~18x CY25E consol. EPS).

Weaker growth across geographies

- CIEINDIA's 3QCY23 consol. revenue/EBITDA/PAT grew 2%/18%/11% YoY. 9MCY23 consol. revenue/EBITDA/PAT grew 8%/25%/20% YoY.
- 3QCY23 consol. revenue grew just ~2% YoY to ~INR22.8b (est. INR24.7b), due to weaker growth in both geographies. India remained flat YoY (est. +8%), while EU grew just 5% YoY (est. +15%). EBITDA stood at INR3.45b (est. INR3.85b), up 18% YoY. EBITDA margins stood at 15.2% (est. 15.6%). Adj. PAT stood at INR1.9b (est. INR2.3b), up 11% YoY.
- **India business**: Revenue remained flat YoY at ~INR15.35b (est. INR16.5b). EBITDA margin stood at 15.1% (est. 15.5%).Tractor production declined 10% YoY, while 2W production saw a moderate decrease of 2% YoY.
- **EU business**: Revenue grew 6% YoY on like to like term basis as gains on Fx were offset by impact of commodity. There was weakness at Metalcastello (down 15-20% YoY). In 3Q, margins stabilized at 15.3%, indicating a return to normalcy (vs. 2Q margins of 17.8%). This shift was influenced by a substantial stock generation for the summer period in 2Q.

Highlights from the management commentary

- **Metalcastello**: It is currently at the bottom of the cycle and the company expects it to suffer a drop for the next couple of quarters. 3Q revenue declined 15-20% YoY and a similar decline is expected in 4Q due to a cyclical slowdown. A recovery is expected in 2Q/3QCY23 onward.
- **EV orders**: EV orders account for ~74%/10% of total orders in EU/India. The contribution of EV orders in Metalcastello is ~50%. Metalcastello has two orders worth INR28-30m. The other orders are for CIE forgings, steel plates and aluminium forgings. All these 4-5 orders should start ramping up from CY24-25 onward.
- **There is scope for EBITDA margin improvement,** driven by better internal efficiencies and the execution of many delayed projects in the coming quarters and new products, which are more complex. The gap between India and overseas operation is still wide and the company expects margin for India business to reach close to CIE's margin.

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- **The company has incurred annual growth capex of INR2-2.5b in India for the last 2-3 years. All of this is against the committed orders, which have not yet ramped up completely and are expected to see full ramp-up in the coming period.**

Valuation and view

- CIEINDIA's growth story is on track, driven by its organic initiatives (new products and customers in the India business). Moreover, cost-cutting measures in both India and the EU and a recovery in domestic 2W demand should drive margin expansion going forward.
- We believe that the increasing contribution of EVs to the overall business through the execution of new orders and growth in the EV portfolio can drive a re-rating. The stock trades at 21.5x/17.8x CY23E/CY24E consolidated EPS. Reiterate BUY with a TP of INR575 (premised on ~18x CY25E consol. EPS).

Quarterly performance (Consol.) **(INR Million)**

(INR m)	CY22				CY23E				CY22	CY23E	
Y/E December	**1Q**	**2Q**	**3Q**	**4Q**	**1Q**	**2Q**	**3Q**	**4QE**			**3QE**
Net Sales	**20,608**	**22,160**	**22,294**	**22,468**	**24,402**	**23,203**	**22,794**	**25,113**	**87,530**	**95,512**	**24,658**
YoY Change (%)	-5.9	8.5	6.6	34.6	18.4	4.7	2.2	11.8	29.4	9.1	10.6
EBITDA	**2,804**	**3,058**	**2,934**	**2,924**	**3,806**	**3,704**	**3,454**	**3,902**	**11,720**	**14,867**	**3,847**
Margins (%)	13.6	13.8	13.2	13.0	15.6	16.0	15.2	15.5	13.4	15.6	**15.6**
Depreciation	717	747	731	767	825	833	783	829	2,962	3,270	805
Interest	40	-1	109	79	240	221	310	250	227	1,020	215
Other Income	107	98	134	244	160	195	200	226	583	781	202
Share of profit from associates	4	11	3	4	3	-3	-2	9	22	7	5
PBT before EO expense	**2,155**	**2,409**	**2,229**	**2,321**	**2,901**	**2,846**	**2,561**	**3,050**	**9,114**	**11,359**	3,029
EO Exp/(Inc)	0	0	0	-379	0	0	0	0	-379	0	0
PBT after EO exp	**2,155**	**2,409**	**2,229**	**2,700**	**2,901**	**2,846**	**2,561**	**3,050**	**9,492**	**11,359**	**3,029**
Tax Rate (%)	23.9	23.8	24.9	28.0	24.2	24.9	27.0	25.3	25.3	25.3	25.0
Adj. PAT	**1,643**	**1,847**	**1,676**	**1,664**	**2,203**	**2,136**	**1,867**	**2,286**	**6,829**	**8,492**	**2,275**
YoY Change (%)	7.7	35.6	12.4	96.5	34.1	15.7	11.4	37.4	69.3	24.3	35.0
Revenues											
India	12,811	13,778	15,311	13,977	14,449	14,348	15,354	16,199	55,862	60,350	16,500
Growth (%)	15	47	34	23	13	4	0	16	29	8	7.8
EU	7,768	8,315	7,094	8,491	9,954	8,855	7,440	8,899	31,668	35,148	8,158
Growth (%)	-28	-25	-25	51	28	6	5	5	26	11	15.0
EBITDA Margins											
India	13.4	13.3	13.4	16.9	15.0	14.8	15.1	16.0	14.3	15.3	15.5
EU	14.0	14.7	12.3	11.0	16.4	17.8	15.3	15.6	13.0	16.3	15.8

Key takeaways from the management interaction

India business

- 3QCY23 sales grew ~1% YoY, while 9MCY23 sales grew ~6% YoY, without taking into account the impact of a 3% drop in steel prices. Production growth for underlying OEM was ~4% YoY in 9MCY23.
- There is still a scope for EBITDA margin improvement, driven by better internal efficiencies, the execution of many delayed projects in the coming quarters and the addition of new complex products. The gap between India and overseas operation is still very high and the company expects margin for India business to reach close to CIE's margin.

Europe business:

- Revenue for EU operations grew ~7% YoY as gains on INR were offset by the impact of commodity. This growth was in line with the industry growth. On QoQ basis, the company's revenue declined ~15% vs. a decline of ~17% for the underlying industry.
- IHS has guided for flat growth in the light vehicle industry for next four to five years at ~17m vehicles. However, the new project allocation in EVs will help CIE to outperform the industry.

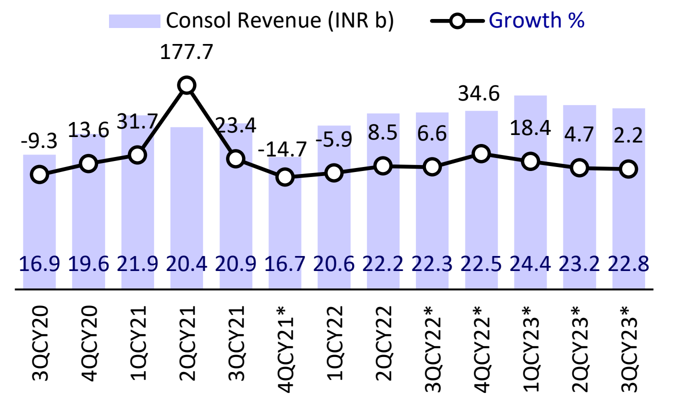
Metalcastello:

- It is currently at the bottom of the cycle and expects to suffer a drop for the next couple of quarters. 3Q revenue declined 15-20% YoY and a similar decline is expected even in 4Q due to a cyclical slowdown in the US.
- A recovery is expected to happen next year, specifically from 2Q/3Q onward. However, any weakness in the business will be offset by growth in EVs. The ramp-up of EV will happen next year.

Other highlights:

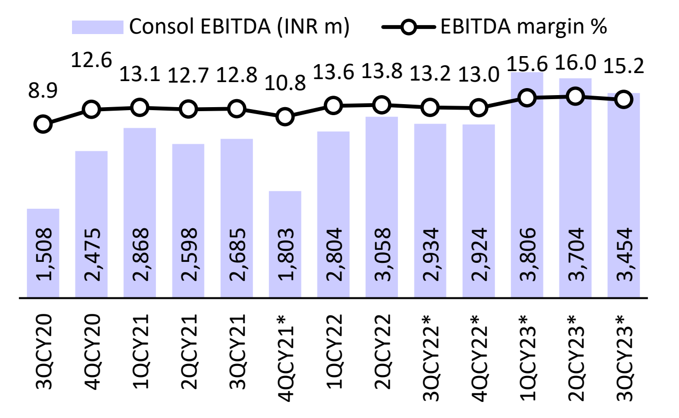
- EV orders- Metalcastello has 2 orders amounting to INR28-30m. The other orders are for CIE forgings, steel plates and aluminium forgings. All these 4-5 orders should start ramping up from CY24-25 onward.
- ➢ In Europe, new EV orders contribute ~74% of total orders. In Metalcastello, 50% of the orders are for EVs. New EV orders in Metalcastello will have better margin due to high value add. New orders in EU are mostly for the replacement of existing ICE components.
- ➢ In India, 10% of the orders are for EVs.
- ➢ The ramp-up of these orders would be key, as orders for new EVs have been delayed by customers.
- Net debt stood at INR1.1b in Sep'23. Cash from the sale of German operations will be received in Oct'23, which will be used to reduce debt.
- The company has incurred annual growth capex of INR2-2.5b in India for last 2-3 years. All of this is against the committed orders, which have not yet ramped up completely and are expected to see a full ramp-up in the coming period.
- M&A- It is an integral part of the business and the company is looking for an opportunity in India, including in areas such as 4W aluminium, new customers, etc.
- Aluminium forging- The company is already doing it in Europe. These are for chassis parts, which are being done from the same machineries but using different process. In India, its use is very limited. If production of premium cars increases in India, then the need for aluminium forged parts will also increase.
- Plastic- The company will go through the M&A route. It is already seeing success in composites, especially in the EV 3W segment.
- The impact of a strike at Ford, Stallentis and General Motors in the US was very limited in Sep'23. So far in Oct'23, the impact have been just 10% for customers. CIE India- There is some impact on forging activity in Mexico for supplies to GM through Tier-1.

Exhibit 1: Trend in consolidated revenue



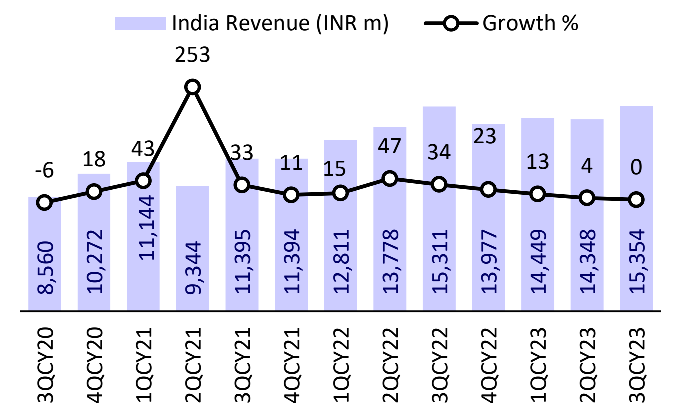
Source: *Excludes MFE, Company, MOFSL

Exhibit 2: Trend in consolidated EBITDA



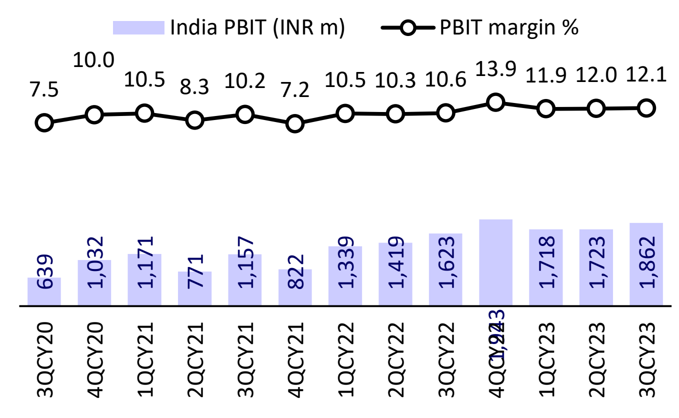
Source: *Excludes MFE, Company, MOFSL

Exhibit 3: Trend in India revenue



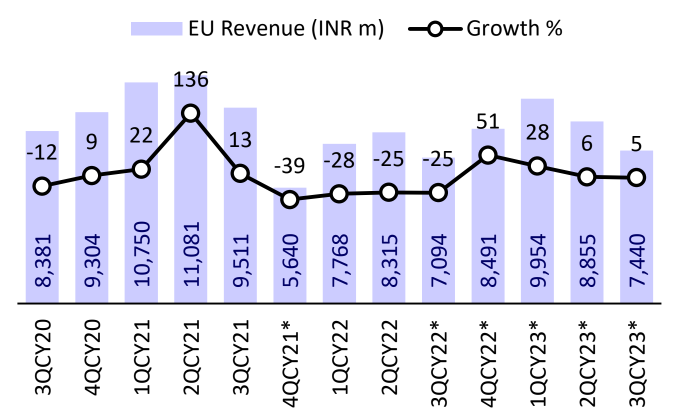
Source: Company, MOFSL

Exhibit 4: Trend in India PBIT margin



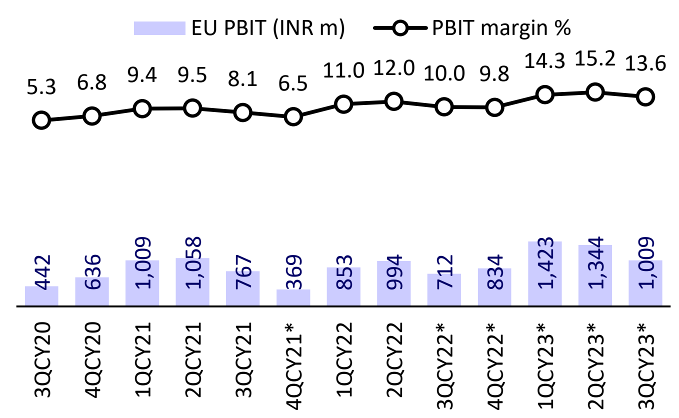
Source: Company, MOFSL

Exhibit 5: Trend in the EU revenue



Source: *Excludes MFE, Company, MOFSL

Exhibit 6: Trend in the EU PBIT margin



Source:*Excludes MFE, Company, MOFSL

Valuation and view

- **India a growth driver; focus is on consolidating operations in the EU:** MACA has been diversifying its India revenue and rationalizing costs, both domestically and in its EU business. India is expected to be the key growth driver, led by value-added products (machined castings, higher grade magnets, complex gears, etc.), exports, and new products and customers. We expect margin expansion to be driven by an improvement in the mix, optimization of product process location, and operating leverage. Since MACA has achieved its 15% EBITDA margin target in India, it is aiming for 18-19% (at which its parent operates). Considering the lack of growth in the EU business, the focus is on: a) rationalizing the German business portfolio to improve margin, b) matching costs with revenue in a cyclical market to retain margin in the Italy business, and c) maintaining margin in Spain and Lithuania.

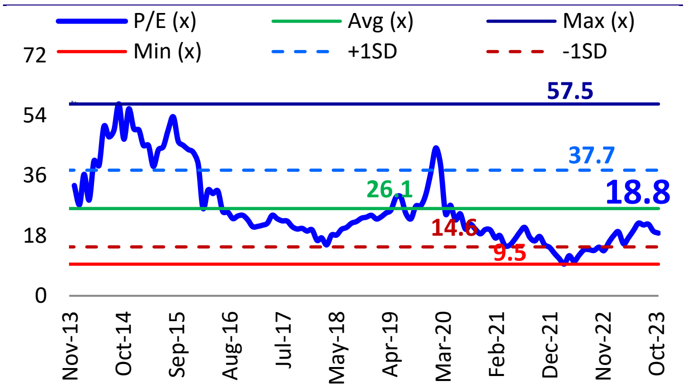
- **Strong, focused, and a disciplined parent:** CIE is a focused global player in auto components, with diversified technologies and multi-location offerings. It has demonstrated its ability to achieve inorganic profitable growth across geographies, while delivering value-accretive growth by adhering to strict financial discipline. MACA benefits from CIE's expertise in driving operational improvements and is working toward achieving the latter's financial objectives.
- **Set for growth post-consolidation phase**: Over the last three-to-four years since acquiring MACA, CIE has embarked on restructuring and consolidating all operations under the former. With Phase I of the consolidation largely complete, MACA is now focusing on growth in Phase II. In the India business, it is targeting both organic and inorganic growth. In the Europe business, it will invest selectively for growth purposes. MACA is CIE's vehicle for expansion in Southeast Asia and for sourcing forging technologies worldwide.
- **Financial discipline key to its M&A-led strategy:** M&A has been an integral tool for MACA in achieving its strategic objectives and growth. For MACA, M&A will be the key driver: a) to fill gaps in areas of strategic technologies – aluminum and plastics; b) for access to key players in the India PV segment (Maruti, Hyundai, etc.); and c) for entry into ASEAN markets. CIE has displayed a strict acquisition discipline, with criteria of less than 3x EV/EBITDA over three years, and targets a minimum RoI of ~20%.
- **Maintain BUY with a TP of INR575:** MACA's growth story is on track, led by its organic initiatives (new products/customers) and M&A focus. Under CIE's parentage, MACA has been able to improve its efficiencies, cut costs, and improve profitability. The stock trades at 21.5x/17.8x CY23E/CY24E consolidated EPS. **Reiterate BUY with a TP of INR575 (premised on CY25E consol. EPS).**

Exhibit 7: Our revised estimates

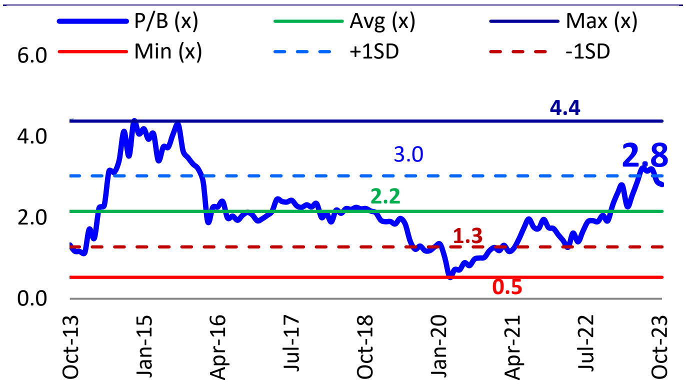
(INR M)	CY23E			CY24E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	95,512	98,461	(3.0)	1,05,789	1,08,886	(2.8)
EBITDA	14,867	15,425	(3.6)	17,134	17,787	(3.7)
EBITDA margin %	15.6	15.7	-10bp	16.2	16.3	-10bp
Adj. PAT	8,492	9,038	(6.0)	10,243	10,974	(6.7)
EPS	22.5	23.9	(6.0)	27.1	29.0	(6.7)

Source: MOFSL

Exhibit 8: P/E and P/B ratio charts



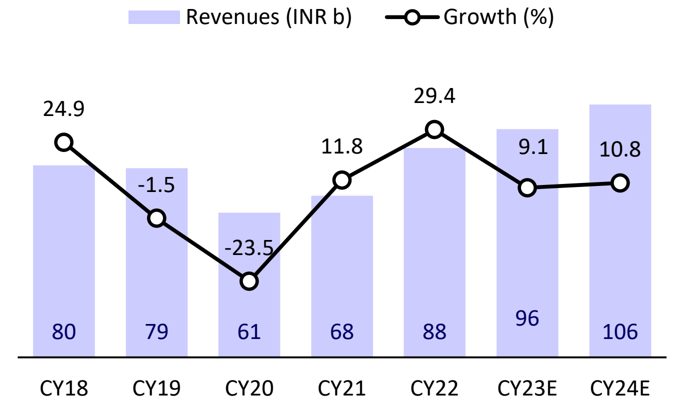
Source: Company, MOFSL



Source: Company, MOFSL

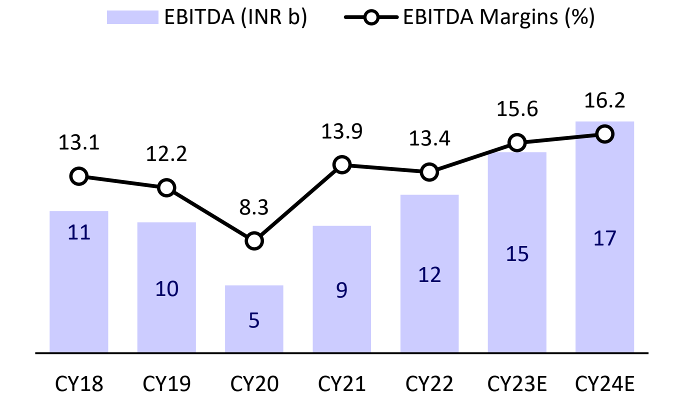
Key operating indicators

Exhibit 9: Expect consolidated revenue to recover



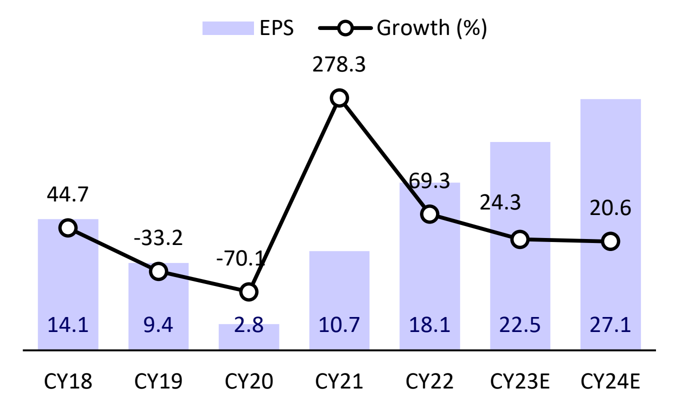
Source: Company, MOFSL

Exhibit 10: Expect EBITDA margin to recover in CY23



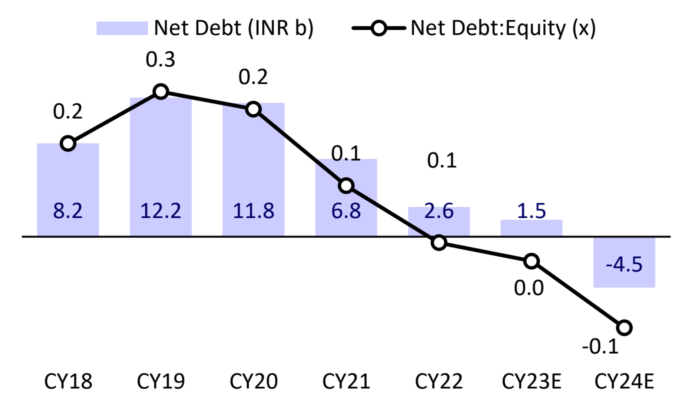
Source: Company, MOFSL

Exhibit 11: EPS and EPS growth



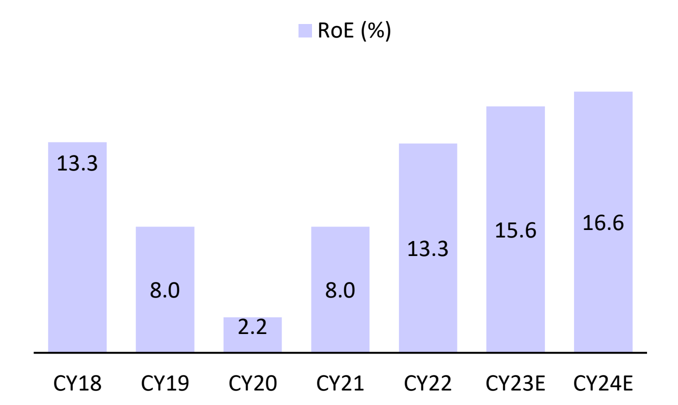
Source: Company, MOFSL

Exhibit 12: Expect net debt to reduce substantially by CY23



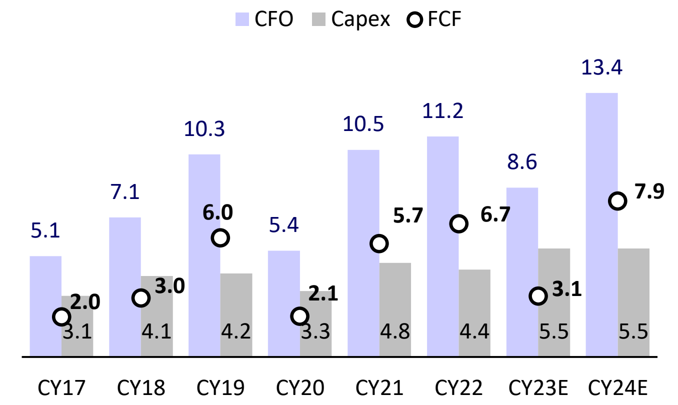
Source: Company, MOFSL

Exhibit 13: Expect RoE to continue to improve



Source: Company, MOFSL

Exhibit 14: FCF to remain at healthy levels



Source: Company, MOFSL

Exhibit 15: Key operating metrics

INR m	CY17	CY18	CY19	CY20	CY21	CY22	CY23E	CY24E
Revenues								
Forgings	**45,474**	**56,290**	**50,892**	**38,119**	**49,639**	**64,345**	**71,569**	**76,876**
Growth (%)	25	24	-10	-25	30	30	11	7
India (ex BFL)	4,364	5,312	4,265	2,911	4,988	7,745	8,365	9,285
Growth (%)	13	22	-20	-32	71	55	8	11
BFL	6,917	8,737	8,776	6,898	9,238	12,553	13,432	15,044
Growth (%)	295	26	0	-21	34	36	7	12
MFE Europe	17,316	21,384	17,889	13,291	16,488	19,491	21,791	23,006
Growth (%)	8	23	-16	-26	24	18	12	6
CIE Europe	16,876	20,857	19,962	15,019	18,925	24,557	27,982	29,542
Growth (%)	14	24	-4	-25	26	30	14	6
Gears	**4,716**	**7,904**	**7,893**	**5,128**	**8,326**	**9,830**	**10,945**	**12,425**
Growth (%)	-8	68	0	-35	62	18	11	14
India	828	2,333	2,240	1,717	2,836	3,230	3,779	4,346
Growth (%)	-44	182	-4	-23	65	14	17	15
Metalcastello	3,888	5,571	5,653	3,411	5,490	6,600	7,165	8,079
Growth (%)	7	43	1	-40	61	20	9	13
Stampings	8,015	10,077	8,410	5,265	8,980	12,859	13,759	15,685
Growth (%)	26	26	-17	-37	71	43	7	14
Castings	4,177	5,269	4,237	3,152	5,021	6,527	7,049	7,895
Growth (%)	14	26	-20	-26	59	30	8	12
Composites	907	1,092	1,069	746	1,227	1,722	1,860	2,083
Growth (%)	3	20	-2	-30	64	40	8	12
Magnets	1,292	1,210	1,068	984	1,342	1,613	1,742	1,969
Growth (%)	-3	-6	-12	-8	36	20	8	13
Aluminum (AEL)			6,385	7,265	9,636	10,060	11,167	12,507
Growth (%)				14	33	4	11	12
Total Consol Revenues	**64,279**	**80,315**	**79,078**	**60,501**	**67,652**	**87,530**	**95,512**	**1,05,789**
Growth (%)	21	25	-2	-23	12	29	9	11
EBITDA Margins	**12.7**	**13.1**	**12.2**	**8.3**	**13.9**	**13.4**	**15.6**	**16.2**
EBIT Margins	**8.5**	**9.5**	**8.2**	**3.2**	**9.9**	**10.0**	**12.1**	**12.7**
Adj. EPS (INR/Sh)	**9.8**	**14.1**	**9.4**	**2.8**	**10.7**	**18.1**	**22.5**	**27.1**
Growth (%)	111	45	-33	-70	278	69	24	21

Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement							(INR Million)
Y/E December	**CY18**	**CY19**	**CY20**	**CY21**	**CY22**	**CY23E**	**CY24E**
Total Income from Operations	**80,315**	**79,078**	**60,501**	**67,652**	**87,530**	**95,512**	**1,05,789**
Change (%)	24.9	-1.5	-23.5	11.8	29.4	9.1	10.8
EBITDA	**10,511**	**9,677**	**5,016**	**9,417**	**11,720**	**14,867**	**17,134**
Margin (%)	13.1	12.2	8.3	13.9	13.4	15.6	16.2
Depreciation	2,867	3,161	3,064	2,733	2,962	3,270	3,697
EBIT	**7,643**	**6,516**	**1,952**	**6,684**	**8,758**	**11,597**	**13,437**
Int. and Finance Charges	502	523	548	348	227	1,020	777
Other Income	387	331	549	468	583	781	896
PBT bef. EO Exp.	**7,529**	**6,324**	**1,953**	**6,805**	**9,114**	**11,359**	**13,556**
EO Items	-504	-46	0	-128	379	0	0
PBT after EO Exp.	**7,025**	**6,279**	**1,953**	**6,677**	**9,492**	**11,359**	**13,556**
Total Tax	2,043	2,741	886	2,731	2,401	2,874	3,328
Tax Rate (%)	29.1	43.7	45.4	40.9	25.3	25.3	24.5
Share of profit from associate	0	0	0	12	22	7	15
Reported PAT	**4,981**	**3,538**	**1,066**	**3,958**	**7,113**	**8,492**	**10,243**
Adj. PAT	**5,339**	**3,564**	**1,066**	**4,034**	**6,829**	**8,492**	**10,243**
Change (%)	44.7	-33.2	-70.1	278.3	69.3	24.3	20.6
Margin (%)	6.6	4.5	1.8	6.0	7.8	8.9	9.7

Consolidated - Balance Sheet							(INR Million)
Y/E December	**CY18**	**CY19**	**CY20**	**CY21**	**CY22**	**CY23E**	**CY24E**
Equity Share Capital	3,788	3,790	3,790	3,791	3,793	3,793	3,793
Total Reserves	39,103	42,548	45,290	48,175	47,192	53,985	62,179
Net Worth	**42,891**	**46,338**	**49,080**	**51,966**	**50,985**	**57,778**	**65,973**
Total Loans	16,134	14,691	16,476	12,816	9,234	9,235	9,236
Deferred Tax Liabilities	-1,565	912	1,236	2,459	3,199	3,199	3,199
Capital Employed	**57,460**	**61,941**	**66,792**	**67,241**	**63,418**	**70,212**	**78,408**
Gross Block	32,235	42,936	53,135	50,226	48,348	54,042	59,542
Less: Accum. Deprn.	12,294	17,619	23,204	20,624	20,921	24,191	27,887
Net Fixed Assets	**19,941**	**25,316**	**29,931**	**29,602**	**27,427**	**29,851**	**31,654**
Goodwill on Consolidation	29,111	35,260	37,554	36,265	28,040	28,040	28,040
Capital WIP	960	542	123	1,247	1,195	1,001	1,001
Total Investments	**6,808**	**955**	**2,340**	**4,380**	**5,756**	**5,756**	**5,756**
Curr. Assets, Loans&Adv.	**26,455**	**23,553**	**23,686**	**26,712**	**36,780**	**31,843**	**40,914**
Inventory	12,286	10,566	10,062	13,486	12,108	13,036	14,331
Account Receivables	7,414	7,368	7,054	6,687	8,608	9,159	10,144
Cash and Bank Balance	1,127	1,499	2,380	1,595	859	2,007	7,976
Loans and Advances	5,628	4,120	4,190	4,943	15,205	7,641	8,463
Curr. Liability & Prov.	**25,815**	**23,686**	**26,843**	**30,965**	**35,780**	**26,278**	**28,957**
Account Payables	16,838	14,771	14,590	19,385	21,350	17,897	19,674
Other Current Liabilities	5,038	4,745	7,909	7,605	12,876	6,686	7,405
Provisions	3,939	4,170	4,344	3,976	1,553	1,695	1,877
Net Current Assets	**640**	**-133**	**-3,157**	**-4,253**	**1,000**	**5,565**	**11,957**
Appl. of Funds	**57,460**	**61,941**	**66,791**	**67,240**	**63,418**	**70,213**	**78,409**

Financials and valuations

Ratios

Y/E December	CY18	CY19	CY20	CY21	CY22	CY23E	CY24E
Basic (INR)							
EPS	**14.1**	**9.4**	**2.8**	**10.7**	**18.1**	**22.5**	**27.1**
Cash EPS	21.7	17.8	10.9	17.9	25.9	31.1	36.9
BV/Share	113.4	122.6	129.8	137.4	134.8	152.8	174.5
DPS	0.0	0.0	0.0	2.5	2.5	3.7	4.5
Payout (%)	0.0	0.0	0.0	23.9	13.3	16.7	16.7
Valuation (x)							
P/E	34.2	51.2	171.3	45.3	26.7	21.5	17.8
Cash P/E	22.3	27.2	44.2	27.0	18.7	15.5	13.1
P/BV	4.3	3.9	3.7	3.5	3.6	3.2	2.8
EV/Sales	2.5	2.5	3.3	2.9	2.2	2.0	1.7
EV/EBITDA	18.8	20.3	39.3	20.6	16.3	12.8	10.8
Dividend Yield (%)	0.0	0.0	0.0	0.5	0.5	0.8	0.9
FCF per share	7.9	15.9	5.4	15.1	17.8	8.1	20.8
Return Ratios (%)							
RoE	13.3	8.0	2.2	8.0	13.3	15.6	16.6
RoCE (Post-tax)	10.9	6.5	2.1	6.3	10.7	13.8	14.6
RoIC	11.5	6.8	1.8	6.5	11.3	14.8	16.2
Working Capital Ratios							
Fixed Asset Turnover (x)	2.5	1.8	1.1	1.3	1.8	1.8	1.8
Asset Turnover (x)	1.4	1.3	0.9	1.0	1.4	1.4	1.3
Inventory (Days)	56	49	61	73	50	50	49
Debtor (Days)	34	34	43	36	36	35	35
Creditor (Days)	77	68	88	105	89	68	68
Leverage Ratio (x)							
Net Debt/Equity	0.2	0.3	0.2	0.1	0.1	0.0	-0.1

Consolidated - Cash Flow Statement (INR Million)

Y/E December	CY18	CY19	CY20	CY21	CY22	CY23E	CY24E
OP/(Loss) before Tax	7,025	6,279	1,953	6,689	9,514	11,366	13,571
Depreciation	2,898	3,168	3,064	3,431	3,537	3,270	3,697
Interest & Finance Charges	525	525	548	533	454	238	-119
Direct Taxes Paid	-1,444	-1,161	-503	-1,053	-1,981	-2,874	-3,328
(Inc)/Dec in WC	-1,769	1,556	761	1,364	-97	-3,417	-423
CF from Operations	**7,235**	**10,367**	**5,823**	**10,963**	**11,427**	**8,583**	**13,398**
Others	-155	-94	-430	-452	-245	0	0
CF from Operating incl EO	**7,080**	**10,273**	**5,393**	**10,511**	**11,182**	**8,583**	**13,398**
(Inc)/Dec in FA	-4,101	-4,238	-3,343	-4,778	-4,434	-5,500	-5,500
Free Cash Flow	**2,979**	**6,035**	**2,050**	**5,733**	**6,749**	**3,083**	**7,898**
(Pur)/Sale of Investments	-6,201	-1,871	-1,376	-1,880	-1,273	0	0
Others	129	219	502	-967	-661	781	896
CF from Investments	**-10,173**	**-5,890**	**-4,217**	**-7,625**	**-6,368**	**-4,719**	**-4,604**
Issue of Shares	57	30	0	10	36	0	0
Inc/(Dec) in Debt	4,089	-3,545	506	-2,787	-3,936	1	1
Interest Paid	-525	-525	-477	-465	-378	-1,020	-777
Dividend Paid	0	0	0	0	-948	-1,415	-1,707
Others	0	0	-409	-385	349	0	0
CF from Fin. Activity	**3,621**	**-4,040**	**-380**	**-3,627**	**-4,877**	**-2,434**	**-2,483**
Inc/Dec of Cash	**528**	**343**	**796**	**-740**	**-63**	**1,430**	**6,310**
Opening Balance	719	1,247	1,590	2,386	1,646	1,583	3,013
Closing Balance	**1,247**	**1,590**	**2,386**	**1,646**	**1,583**	**3,013**	**9,324**

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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