30 October 2023
2QFY24 Results Update | Sector: Agri

UPL

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	UPLL IN
Equity Shares (m)	765
M.Cap.(INRb)/(USDb)	404.3 / 4.9
52-Week Range (INR)	807 / 532
1, 6, 12 Rel. Per (%)	-10/-33/-32
12M Avg Val (INR M)	1577

Financials & Valuations (INR b)

Y/E Mar	2023	2024E	2025E
Sales	535.8	516.3	558.9
EBITDA	111.6	103.1	114.6
PAT	44.7	38.2	45.5
EBITDA (%)	20.8	20.0	20.5
EPS (INR)	58.5	49.9	59.5
EPS Gr. (%)	(7.8)	(14.7)	19.2
BV/Sh. (INR)	532	617	685
Ratios			
Net D/E	0.7	0.5	0.4
RoE (%)	18.4	13.2	13.8
RoCE (%)	15.0	13.2	13.7
Payout (%)	21.4	32.6	23.5
Valuations			
P/E (x)	9.2	10.8	9.1
EV/EBITDA (x)	5.4	5.4	4.6
Div Yield (%)	1.9	2.7	2.7
FCF Yield (%)	6.1	14.7	16.2

Shareholding pattern (%)

	Sep-23	Jun-23	Sep-22
Promoter	32.4	32.4	29.0
DII	17.3	15.2	17.2
FII	37.6	42.0	42.8
Others	12.8	10.4	11.1

Note: FII includes depository receipts

CMP: INR539 TP: INR590 (+10%) Neutral

Muted performance across geographies due to high inventory

Operating performance misses expectations

- UPLL reported a weak 2QFY24 with a 19% YoY decline in revenue. This was primarily attributed to continued downward pressure on agrochemical price (down 15% YoY), leading to destocking of inventory by distributors (volumes down 7% YoY). All the regions witnessed a sales decline ranging from as high as 57% (North America) to as low as 4% (ROW).
- Gross debt (ex. perpetual bond) mounted to INR339.3b in Sep'23 from INR325.5b in Sep'22, while net debt (ex. perpetual bond) increased to INR307b as of Sep'23 from INR285.1b as of Sep'22.
- Factoring in UPLL's subdued performance in 2QFY24, we cut our FY24E/FY25E earnings by 11%/9%. **Reiterate Neutral with a TP of INR590.**

Channel destocking and pricing pressure lead to revenue decline

- UPLL posted a revenue of INR101.7b (est. INR106.3b) in 2QFY24, down 19% YoY (volume decline: 7%, price decline: 15%, FX: +3% YoY). EBITDA stood at INR15.8b (est. INR20.1b), down 43% YoY. EBITDA margin stood at 15.5% vs. 22.1% in 2QFY23. Adj. PAT came in at INR1.1b (est. INR3.8b), down 90% YoY.
- Revenue from **North America** declined 57% YoY to INR5.1b, due to a sharp drop in post-patent AI prices, along with channel destocking, tactical purchases, and cash management by distributors. **LATAM's** revenue declined 17% YoY to INR50.3b, led by a drop in key products prices.
- **India** revenue declined 23% YoY to INR13.9b, due to lower acreages for key crops such as cotton and pulses, and exceptionally high sales returns due to elevated channel stocks and an erratic monsoon in Aug and Sep'23.
- **Europe** revenue declined 7% YoY to INR12.6b, due to lower volumes and channel inventory-led challenges. Revenue from the **RoW** declined 4% YoY to INR 19.8b, owing to high channel inventory and pricing pressure from Chinese suppliers in Australia and Africa.
- For 1HFY24, UPLL's revenue/EBITDA/Adj. PAT declined 18%/38%/76% YoY to INR191.3b/INR31.7b/INR5.1b.
- NWC days in 1HFY24 increased to 149 vs. 124 days in 1HFY23. This rise was mainly due to a decrease in payable days (down 26 days) and a reduction in non-recourse factoring by INR5.8b on a YoY basis.

Highlights from the management commentary

- **Group guidance:** Management again revised its FY24 guidance downwards for revenue to flat from 1%-5% YoY growth guided earlier; and EBITDA to -5%- 0% YoY change vs. 3%- 7% YoY growth guided earlier.
- **Capex** guidance for FY24 was again cut by USD50m to ~USD250m vs. USD300m guided earlier. This cut was to conserve cash for achieving its **gross debt** repayment target of USD500m by end of FY24.
- Management is expecting an improved performance in 2HFY24 as the key geographies of North America, LATAM and Europe enter major cropping season. The elevated inventory levels are expected to gradually subside as farmgate demand continues to be robust.

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Valuation and view

- We see near-term challenges in the global agrochemical industry due to: a) the accumulation of high inventory as distributors opt for need-based tactical purchases, and b) declining agrochemical prices led by aggressive price competition from Chinese (post-patent) exporters.
- Considering the short-term challenges, cash flow generation and debt repayments remain the key monitorables.
- We expect a revenue/EBITDA/Adj. PAT CAGR of 2%/1%/1% over FY23-25.
- Factoring in UPLL's subdued performance in 2QFY24, we cut our FY24E/FY25E earnings by 11%/9%. **We reiterate our Neutral rating on the stock with a TP of INR590 (premised on 10x FY25E P/E; ~15% discount to its three-year average, and a one-year forward P/E of 12x)**.

Cons.: Quarterly Earnings Model (INRb)

Y/E March	FY23				FY24				FY23	FY24E	FY24E	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2Q	%
Net Sales	**108.2**	**125.1**	**136.8**	**165.7**	**89.6**	**101.7**	**142.5**	**182.4**	**535.8**	**516.3**	**106.3**	**-4%**
YoY Change (%)	27.1	18.4	21.1	4.5	-17.2	-18.7	4.2	10.1	15.9	-3.6	-15.0	
Total Expenditure	84.8	97.4	106.5	135.5	73.7	86.0	109.4	144.1	424.2	413.1	86.2	
EBITDA	**23.4**	**27.7**	**30.3**	**30.2**	**15.9**	**15.8**	**33.1**	**38.3**	**111.6**	**103.1**	**20.1**	**-22%**
Margins (%)	21.7	22.1	22.2	18.2	17.8	15.5	23.3	21.0	20.8	20.0	18.9	
Depreciation	5.9	6.1	6.2	7.3	6.4	6.6	7.1	7.3	25.5	27.3	6.9	
Interest	5.2	6.4	8.9	9.1	7.0	8.7	6.5	6.5	29.6	28.7	6.9	
Other Income	0.7	0.8	1.2	2.1	1.0	1.1	1.2	1.3	4.8	4.5	0.8	
Exch. difference on trade rec./payable	2.0	3.2	1.5	2.9	3.2	2.5	0.0	0.0	9.6	5.7	0.0	
PBT before EO expense	**11.1**	**12.7**	**14.8**	**13.0**	**0.4**	**-1.0**	**20.7**	**25.8**	**51.6**	**45.9**	**7.1**	
Extra-Ord expense	0.8	0.4	0.2	0.3	0.4	0.9	0.0	0.0	1.7	1.3	0.0	
PBT	**10.3**	**12.3**	**14.6**	**12.7**	**0.0**	**-1.9**	**20.7**	**25.8**	**49.9**	**44.6**	**7.1**	**NA**
Tax	0.6	2.3	1.4	3.1	-1.6	-1.0	3.7	4.6	7.4	5.8	1.3	
Rate (%)	5.7	18.8	9.2	24.5	3,280.0	51.9	18.0	18.0	14.7	12.9	18.0	
MI & P/L of Asso. Cos.	1.0	1.8	2.4	1.7	-0.1	1.0	2.9	2.1	6.9	6.0	2.0	
Reported PAT	**8.8**	**8.1**	**10.9**	**7.9**	**1.7**	**-1.9**	**14.1**	**19.0**	**35.7**	**32.9**	**3.8**	**NA**
Adj PAT	**10.4**	**10.5**	**13.4**	**10.5**	**4.0**	**1.1**	**14.1**	**19.0**	**44.7**	**38.2**	**3.8**	**-72%**
YoY Change (%)	2.9	40.3	11.1	-44.6	-61.7	-89.8	5.3	81.7	-7.8	-14.7	-63.7	
Margins (%)	9.7	8.4	9.8	6.3	4.5	1.0	9.9	10.4	8.4	7.4	3.6	

Note: Adjusted PAT = Reported PAT + forex adjustment + exceptional item

Key Performance Indicators

Y/E March	FY23				FY24				FY23	FY24E
Consolidated	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		
Sales Growth Split										
Volume (%)	**6.0**	**-7.0**	**1.0**	**1.0**	**-9.0**	**-7.0**	**12.0**	**13.0**	**0.2**	**8.0**
Price (%)	**18.0**	**21.0**	**13.0**	**-3.0**	**-10.0**	**-15.0**	**-5.0**	**-2.0**	**10.0**	**-11.6**
Exchange Impact (%)	**3.0**	**4.0**	**7.0**	**6.0**	**2.0**	**3.0**	**1.0**	**1.0**	**5.0**	**0.0**
Cost Break-up										
RM Cost (% of sales)	43.1	46.2	48.4	59.3	43.8	51.4	46.2	50.2	**50.2**	**48.2**
Staff Cost (% of sales)	11.5	9.9	9.7	7.6	13.8	12.3	9.8	7.8	**9.4**	**10.3**
Other Cost (% of sales)	23.8	21.8	19.8	14.9	24.6	20.8	20.7	21.0	**19.5**	**21.5**
Gross Margins (%)	56.9	53.8	51.6	40.7	56.2	48.6	53.8	49.8	**49.8**	**51.8**
EBITDA Margins (%)	21.7	22.1	22.2	18.2	17.8	15.5	23.3	21.0	**20.8**	**20.0**
EBIT Margins (%)	16.2	17.3	17.6	13.8	10.7	9.0	18.3	17.0	**16.1**	**14.7**

Key exhibits

Exhibit 1: Quarterly revenue trend

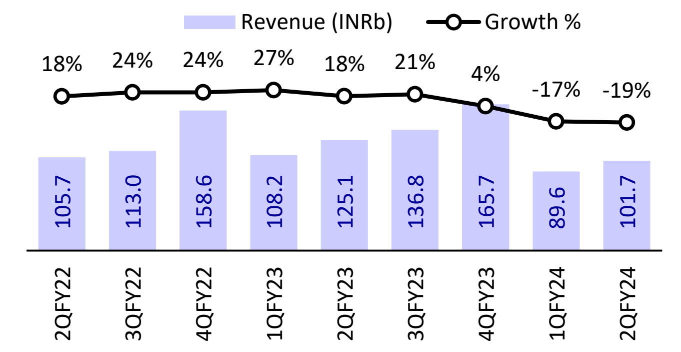


Exhibit 2: Quarterly EBITDA trend

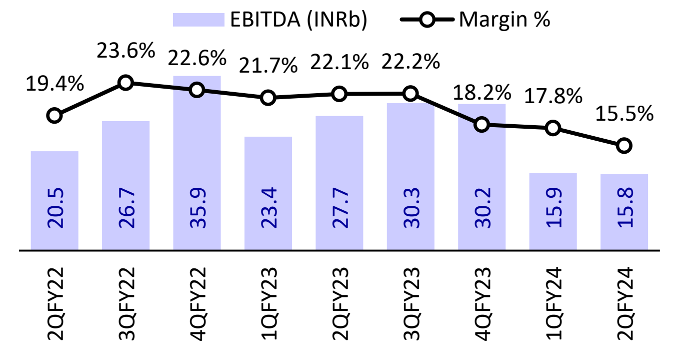


Exhibit 3: Quarterly adjusted PAT trend

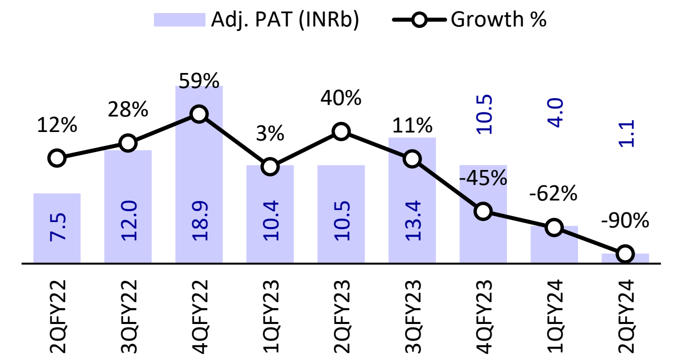


Exhibit 4: Quarterly and annual growth breakup

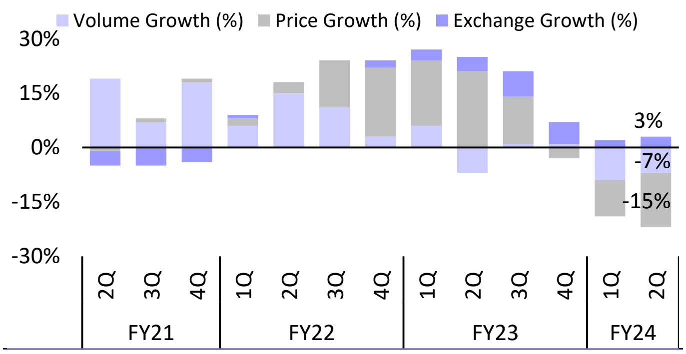


Exhibit 5: Quarterly revenue trend – India

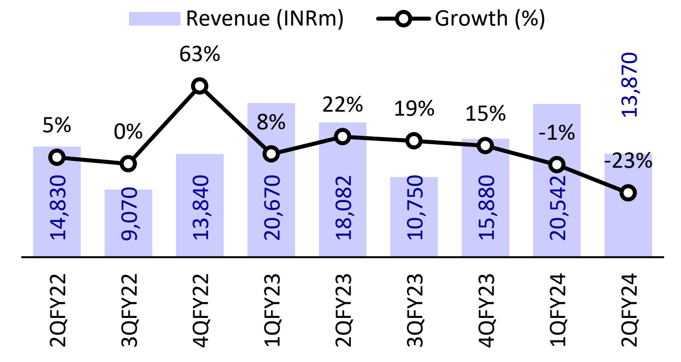


Exhibit 6: Quarterly revenue trend – LATAM

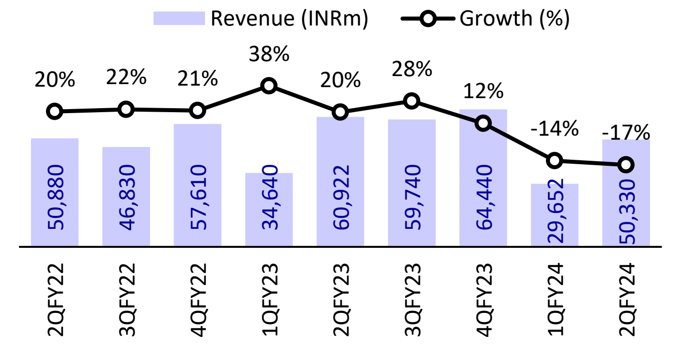
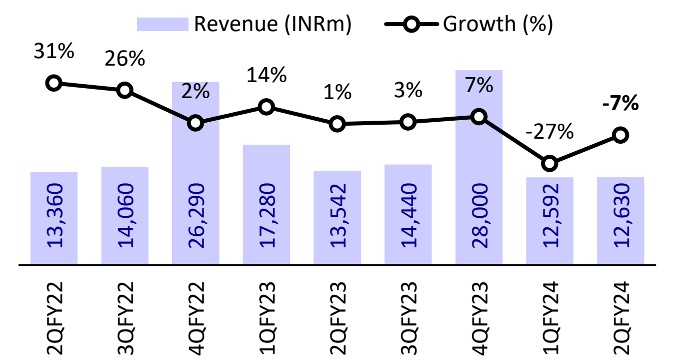
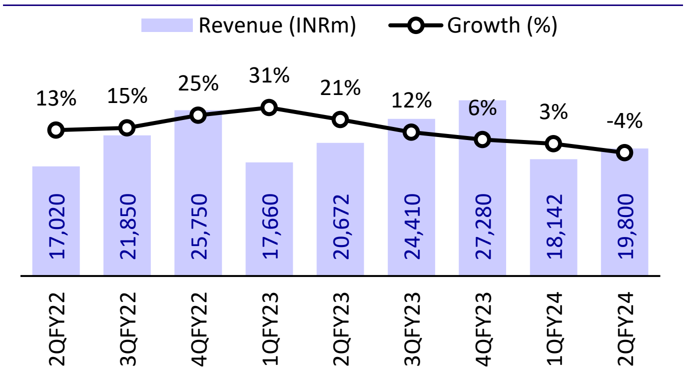


Exhibit 7: Quarterly revenue trend – Europe



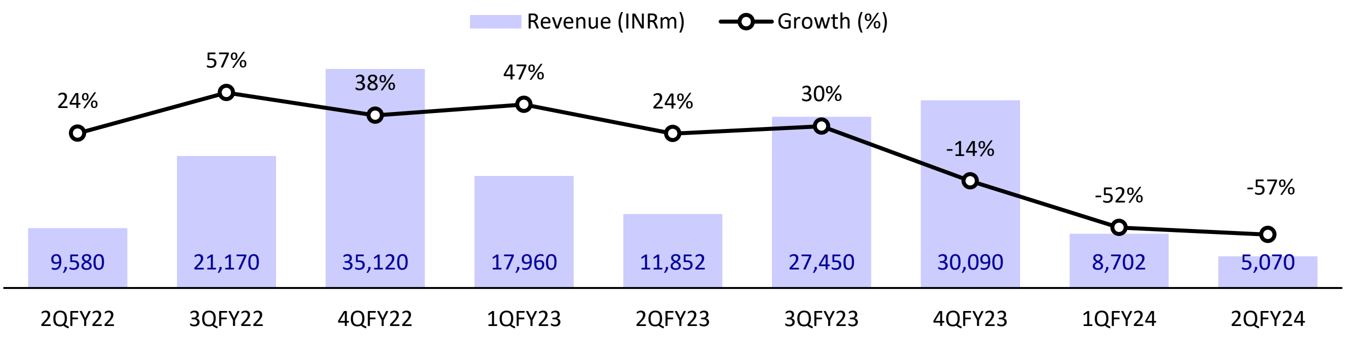
Source: Company, MOFSL

Exhibit 8: Quarterly revenue trend – RoW



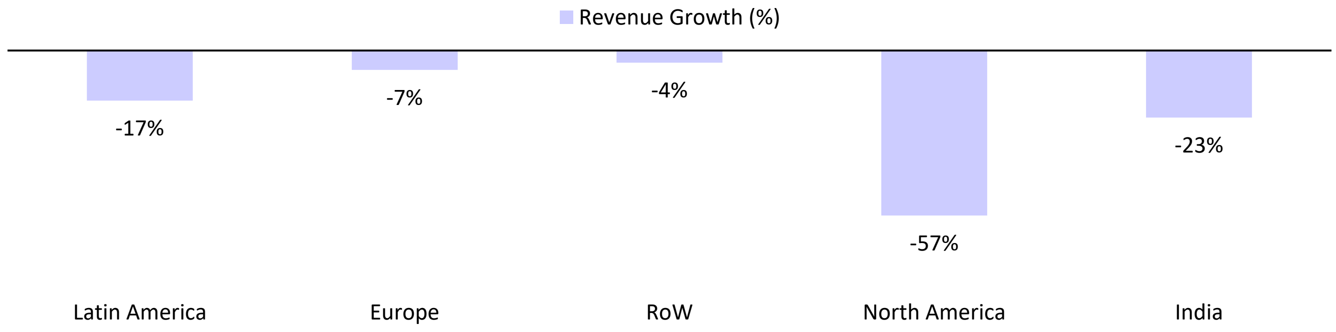
Source: Company, MOFSL

Exhibit 9: Quarterly revenue trend – North America



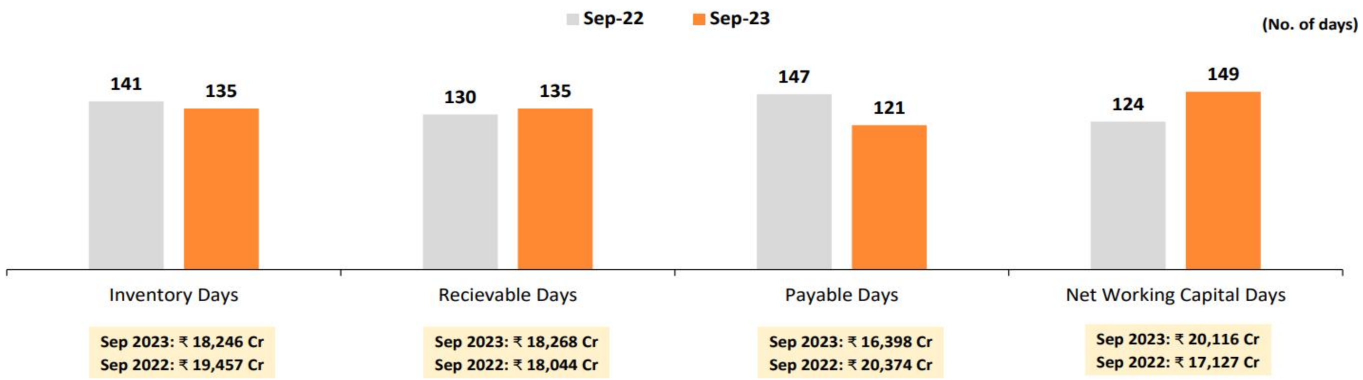
Source: Company, MOFSL

Exhibit 10: Revenue decline by region in 2QFY24



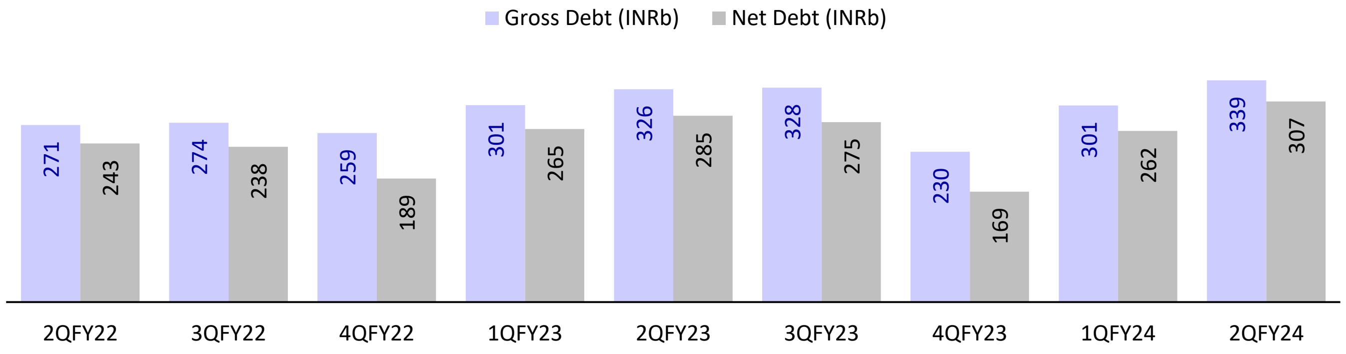
Source: Company, MOFSL

Exhibit 11: Working capital analysis (no. of days)



Source: Company, MOFSL

Exhibit 12: Gross and net debt trends (excluding perpetual bond of INR29.86b)



Source: Company, MOFSL

Highlights from the conference call

UPL Corporation

- Volumes up (1% YoY) despite high channel inventory across key regions.
- Revenue was impacted primarily by price erosion (25% down YoY) in key herbicides in Americas; Europe impacted by herbicides, and product bans
- High-cost inventory liquidation, higher sales returns, and rebates to channel partners hurt contribution margin. Adjusted for the above, 1HFY24 contribution margin would have been higher by ~100bp vs. last year.
- **Outlook**
  - Elevated inventory levels are expected to gradually subside with strong farmgate demand. Europe, Asia, and LATAM (ex-Brazil)'s channel inventory largely normalized and NAM (North America) and Brazil's scenarios continued to improve gradually.
  - Expect to deliver better profitability in 2HFY24 vs. 1HFY24 due to seasonally higher sales, stable prices and favorable costing; SG&A optimization (on-track to reduce ~USD100M over two years; FY24 savings of ~USD50M) to majorly accrue in 2HFY24.
- Differentiated and sustainable segment revenue grew 9% YoY, led by 17% volume growth in 2QFY24; this represents ~36% of revenue vs. ~27% in 2QFY23. Contribution margins improved ~90bp YoY.

Geographical performance

- **LATAM**: Revenue declined 17% YoY to INR50.3b, led by a decline in non-selective herbicides such as Glyphotal, Select, and Trunfo in Brazil. However, it was partly offset by higher volumes from differentiated products such as Evolution and Feroce. Mexico and Argentina posted volume growth across portfolios
- **Europe:** Revenue declined 7% YoY to INR12.6b, as channel inventory continues to be a challenge, resulting in a decline in some parts. Herbicides witnessed volume decline led by the impact of product ban (e.g., bifenazate).
- **North America**: Revenue declined 57% YoY to INR5.1b, due to a sharp drop in post-patent active ingredient (AI) prices, along with channel destocking, tactical purchases, and cash management by distributors. However, farmgate challenges persist, along with low AI pricing from China. Herbicides such as glufosinate, smetolachlor, clethodim, metribuzin accounted for ~75% of regional decline, due to lower volume.
- **RoW:** Revenue declined 4% YoY to INR19.8b despite strong growth in China and Japan driven by volumes; however, it was offset by a decline in Australia due to lower s-metolachlor volumes and Africa (herbicides).

UPL SAS

- Revenue impacted by lower acreages for key crops (cotton, pulses) as the shift from cotton in North India exacerbated the impact along with exceptionally high sales returns due to elevated channel stocks; and erratic monsoon in Aug and Sep'23.
- High-cost inventory liquidation, higher sales returns and rebates to channel partners hit the contribution margin.

- New launches and collaboration-led traction was visible in paddy, sugarcane and vegetables portfolio.
- **Outlook**
- Novel pipeline range (e.g., Spruce, Feego, Fascinate Flash, Argyle) to drive portfolio diversification and expansion.
- Expect significantly improved performance in 2H led by new launches, and higher grower demand.

Advanta Enterprise

- Revenue growth driven by higher prices and volumes in Sunflower, Corn, Canola, Sorghum & Vegetables portfolios, partially offset with volume reductions in Brazil Soya, Australia Sorghum & Ecuador Corn portfolios
- Contribution margins expanded 159bp YoY driven by improved mix: Better and good recovery in India Vegetable business
- EBITDA marginally down YoY as healthy contribution growth was offset by higher employee costs (increase in headcount to support budgeted growth for FY25)
- **Outlook:** 3QFY24 will be a monitorable due to El-Nino impact in major geographies. The company is on track to deliver on its FY24 guidance.

Specialty chemical and manufacturing

- Lower demand from AgChem business
- Non-Agchem Segment: Domestic business performed better YoY, while, weak demand was seen in the US, Europe; and in lubricants, export market declined
- EBITDA margin up 269bp YoY to 14.2% driven by raw material procurement at lower prices and manufacturing efficiencies
- Commencement of plant at Kudos expected by early FY25
- **Outlook:** The company expects to deliver improved performance in 2HFY24 vs 1HFY24 in line with the recovery in group’s Agchem business.

Working Capital and Debt

- Gross debt increased to INR339.3b Sep'23 v/s INR325.5b as on Sep'22, while net debt rose to INR307b as on Sep'23 v/s INR285.1b as on Sep'22.
- The company has laid down its gross debt reduction strategy to repay USD500m by end of FY24:
  - UPLL will reduce its capex by ~USD50m from its earlier capex guidance of USD300-325m for FY24
  - UPLL will pay down its gross debt from existing cash reserves (will utilize ~USD200m). So Net debt reduction will be ~USD300m
  - Repaying through internal cash flow generation where the management expects a better performance in 2HFY24. The company is expecting to generate over USD1.2b of cash flows in H2FY24 i.e. higher than H2FY23
  - Repayment will be a combination of both long-term and short-term debt.
  - The company is evaluating better ways of debt repayment whether borrowings or bonds. Perpetual bonds are issued at a fixed rate when the interest rates were lower, while loans are linked to Libor which is currently high.

- NWC days in 1HFY24 increased to 149, compared to 124 days in 1HFY23. This rise was mainly due to a decrease in payable days (down 26 days) and a reduction in non-recourse factoring by INR5.8b on a YoY basis.
- Working capital is expected to decline by 4QFY24 to FY23 levels of ~65days.

Guidance

- **Management again revised its FY24 guidance downwards for revenue to flat from 1%-5% YoY growth guided earlier; and EBITDA to -5%- 0% YoY change vs. 3%- 7% YoY growth guided earlier.**
- High channel inventory continues to hover on the industry
- Some of the factors such as high-cost inventory liquidation, higher-than-usual sales returns, and rebates to channel partners will continue in 2H as well
- 3QFY24 to remain weak in Brazil and also price reset in post-patent products will be across geographies.
- Management is expecting an improved performance in 2HFY24 as the key geographies of North America, LATAM and Europe enter major cropping season. The elevated inventory levels are expected to gradually subside as farmgate demand continues to be robust.
- In Europe, Asia, and LATAM (ex-Brazil), channel inventory levels have largely normalized; while in North America and Brazil, the scenario continues to gradually improve.
- On the pricing front, most post-patent molecule prices seem to have bottomed in 2QFY24 and are now stabilizing.
- Overall, the company is executing well in this challenging market and making changes to their operating model that will further improve its business as the cycle normalizes.
- The management is expecting 2HFY24 to be very strong in terms of Volume growth
- Growth in 2HFY24 will come from every region except North America. For North America, 3QFY24 to be similar YoY and 4QFY24 will remain a challenge v/s last year.
- Destocking to continue for another six to eight months globally and majorly in Brazil (expect to end by 4Q) and North America (expect to end in next six to eight months)
- The company will be launching four product in H2FY24

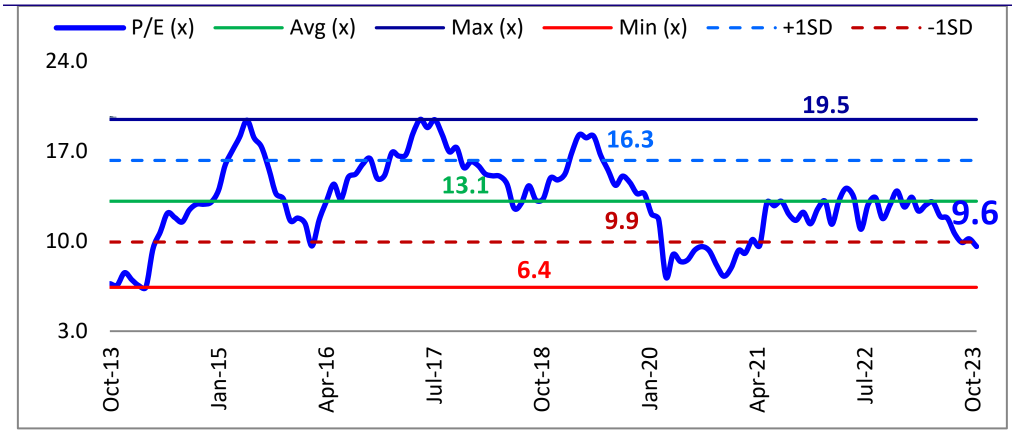
Other highlights

- Glufosinate has been the challenging AI this year due to decline prices. The company is right sizing the amount of this product being manufactured and also adjusted pricing of it. Glufosinate will remain a challenge this year globally.
- The management is expecting strong volume growth to come back in 4QFY24 with distributors restocking however do not expect the pricing to normalize. expecting strong EBITDA margin growth in 4QFY24
- UPLL's share gain in off-patent products is majorly coming against the Chinese producers led by its portfolio and superior market access
- Its inventory volume in 1HFY24 will be ~10% higher than 1HFY23.

Valuation and view

- We see near-term challenges in the global agrochemical industry due to: a) the accumulation of high inventory as distributors opt for need-based tactical purchases, and b) declining agrochemical prices led by aggressive price competition from Chinese (post-patent) exporters.
- Considering the short-term challenges, cash flow generation and debt repayments remain the key monitorables.
- We expect a revenue/EBITDA/Adj. PAT CAGR of 2%/1%/1% over FY23-25.
- Factoring in UPLL's subdued performance in 2QFY24, we cut our FY24E/FY25E earnings by 11%/9%. **We reiterate our Neutral rating on the stock with a TP of INR590 (premised on 10x FY25E P/E; ~15% discount to its three-year average, and a one-year forward P/E of 12x)**.

Exhibit 13: One-year forward P/E



Source: MOFSL

Exhibit 14: Changes to our estimates

Particulars	Old		New		Change	
(INR b)	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Revenue	531	575	516	559	-3%	-3%
EBITDA	110	122	103	115	-7%	-6%
Adj. PAT	43	50	38	45	-11%	-9%

Source: MOFSL

Financials and valuations

Consolidated - Income Statement									(INR m)
Y/E March	**FY17**	**FY18**	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Total Income from Operations	**163**	**174**	**218**	**358**	**387**	**462**	**536**	**516**	**559**
Change (%)	16.1	6.5	25.7	63.7	8.2	19.5	15.9	-3.6	8.3
EBITDA	**32**	**35**	**46**	**74**	**86**	**102**	**112**	**103**	**115**
Margin (%)	19.8	20.2	20.8	20.8	22.3	22.0	20.8	20.0	20.5
Depreciation	7	7	9	20	22	24	25	27	30
EBIT	**26**	**28**	**37**	**54**	**65**	**78**	**86**	**76**	**85**
Int. and Finance Charges	7	8	10	15	21	23	30	29	24
Other Income	4	4	2	1	3	3	5	5	3
Exchange diff on trade rec. & payables	2	0	3	3	2	6	10	6	0
PBT bef. EO Exp.	**20**	**25**	**27**	**37**	**45**	**52**	**52**	**46**	**63**
EO Items	1	1	9	10	3	3	2	1	0
PBT after EO Exp.	**19**	**24**	**18**	**28**	**41**	**48**	**50**	**45**	**63**
Total Tax	2	3	2	6	7	5	7	6	11
Tax Rate (%)	9.7	11.5	11.3	21.2	16.6	10.9	14.7	12.9	18.0
Prior Period Items - Income / (Expenses) - Net	0	0	0	0	0	0	0	0	0
Share of (profit)/loss of ass. & JV	0	1	0	0	0	-1	-2	1	1
Minority Interest	0	0	1	4	6	8	8	5	6
Reported PAT	**17**	**20**	**15**	**18**	**29**	**36**	**36**	**33**	**45**
Adjusted PAT	**21**	**22**	**25**	**27**	**35**	**49**	**45**	**38**	**45**
Change (%)	57.7	6.2	11.2	8.4	29.9	39.9	-7.8	-14.7	19.2
Margin (%)	12.8	12.8	11.3	7.5	9.0	10.5	8.4	7.4	8.1

Consolidated - Balance Sheet									(INR m)
Y/E March	**FY17**	**FY18**	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Equity Share Capital	1	1	1	2	2	2	2	2	2
Total Reserves	72	91	146	161	177	215	267	310	345
Net Worth	**74**	**92**	**147**	**163**	**179**	**217**	**269**	**311**	**346**
Minority Interest	0	0	35	33	37	46	56	61	66
Total Loans	64	66	291	288	238	259	230	190	140
Perpetual bonds	0	0	0	30	30	30	30	30	30
Total Loans (Including Perpetual bond)	**64**	**66**	**291**	**318**	**268**	**289**	**260**	**220**	**170**
Deferred Tax Liabilities	-5	-4	22	28	27	25	25	25	25
Capital Employed	**133**	**154**	**495**	**542**	**510**	**576**	**609**	**617**	**607**
Gross Block	96	106	230	260	281	311	345	378	405
Less: Accum. Deprn.	60	66	75	95	117	141	166	193	223
Net Fixed Assets	**37**	**40**	**155**	**164**	**164**	**170**	**179**	**185**	**182**
Goodwill on Consolidation	4	4	166	182	177	184	199	199	199
Capital WIP	8	13	19	21	21	25	28	16	17
Total Investments	**4**	**10**	**7**	**6**	**6**	**19**	**16**	**16**	**16**
Curr. Assets, Loans&Adv.	**145**	**157**	**285**	**328**	**337**	**429**	**463**	**455**	**469**
Inventory	42	45	91	79	94	131	140	136	150
Account Receivables	57	61	117	119	126	153	183	175	188
Cash and Bank Balance	29	29	29	68	49	61	61	62	42
Loans and Advances	18	22	48	63	68	83	80	82	88
Curr. Liability & Prov.	**64**	**71**	**137**	**159**	**194**	**250**	**277**	**254**	**276**
Account Payables	49	57	94	102	125	166	176	164	180
Other Current Liabilities	14	13	34	55	60	77	94	84	88
Provisions	1	1	9	1	9	8	7	7	8
Net Current Assets	**80**	**86**	**148**	**169**	**142**	**178**	**186**	**201**	**193**
Appl. of Funds	**133**	**154**	**495**	**542**	**510**	**576**	**609**	**617**	**607**

Financials and valuations

Ratios									
Y/E March	**FY17**	**FY18**	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Basic (INR)									
EPS	**27.3**	**29.0**	**32.2**	**34.9**	**45.4**	**63.5**	**58.5**	**49.9**	**59.5**
Cash EPS	36.1	37.8	43.7	61.2	73.8	142.8	139.0	129.7	148.7
BV/Share	96.7	119.9	192.4	213.0	234.0	429.2	531.8	616.6	685.5
DPS	7.0	5.4	5.4	6.1	10.2	10.2	10.2	14.3	14.3
Payout (%)	30.4	20.0	27.1	25.8	26.6	21.1	21.4	32.6	23.5
Valuation (x)	**0.0**	**0.0**	**0.0**	**0.0**	**0.0**	**0.0**	**0.0**	**0.0**	**0.0**
P/E	19.7	18.6	16.7	15.4	11.9	8.5	9.2	10.8	9.1
Cash P/E	14.9	14.2	12.3	8.8	7.3	3.8	3.9	4.2	3.6
P/BV	5.6	4.5	2.8	2.5	2.3	1.3	1.0	0.9	0.8
EV/Sales	2.7	2.5	3.1	1.8	1.6	1.4	1.1	1.1	1.0
EV/EBITDA	13.6	12.5	14.6	8.8	7.2	6.2	5.4	5.4	4.6
Dividend Yield (%)	1.3	1.0	1.0	1.1	1.9	1.9	1.9	2.7	2.7
FCF per share	24.6	19.5	-357.0	90.7	68.6	32.3	33.1	79.1	87.3
Return Ratios (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
RoE	31.4	26.8	20.6	17.2	20.3	24.5	18.4	13.2	13.8
RoCE	21.7	19.5	11.6	9.5	12.1	15.1	15.0	13.2	13.7
RoIC	25.7	26.1	12.0	9.6	12.2	15.4	15.1	12.9	13.2
Working Capital Ratios	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed Asset Turnover (x)	1.7	1.6	0.9	1.4	1.4	1.5	1.6	1.4	1.4
Inventory (Days)	194	204	319	156	180	216	190	200	200
Debtor (Days)	127	127	195	121	119	121	125	124	123
Creditor (Days)	228	255	329	203	239	274	239	240	240
Leverage Ratio (x)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Debt (incl perpetual bonds)/Equity	0.5	0.4	1.8	1.5	1.2	1.0	0.7	0.5	0.4

Consolidated - Cash Flow Statement									(INR m)
Y/E March	**FY17**	**FY18**	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
OP/(Loss) before Tax	20	25	27	28	42	50	52	46	63
Depreciation	7	7	9	20	22	24	25	27	30
Interest & Finance Charges	6	8	10	15	21	23	30	29	24
Direct Taxes Paid	-4	-3	-2	-8	-7	-10	-13	-6	-11
(Inc)/Dec in WC	-1	-5	-10	31	-2	-18	-14	-14	-11
CF from Operations	**28**	**31**	**32**	**85**	**75**	**68**	**81**	**82**	**94**
Others	-1	-1	-9	3	-3	-4	-3	-2	-1
CF from Operating incl EO	**27**	**30**	**24**	**87**	**72**	**65**	**78**	**80**	**93**
(Inc)/Dec in FA	-8	-16	-291	-19	-21	-41	-53	-21	-28
Free Cash Flow	**18**	**15**	**-268**	**68**	**51**	**24**	**25**	**59**	**65**
(Pur)/Sale of Investments	0	-7	3	2	0	-13	3	0	0
Others	-2	3	-21	-9	0	16	35	21	0
CF from Investments	**-10**	**-19**	**-309**	**-26**	**-21**	**-38**	**-15**	**0**	**-28**
Issue of Shares	0	-1	0	0	0	0	0	0	0
Inc/(Dec) in Debt	11	3	225	-29	-42	13	-46	-40	-50
Interest Paid	-8	-8	-10	-16	-17	-19	-23	-29	-24
Dividend Paid	-2	-4	-4	-5	-5	-8	-8	-11	-11
Others	0	-1	74	28	-4	-5	15	0	0
CF from Fin. Activity	**1**	**-11**	**285**	**-22**	**-67**	**-19**	**-62**	**-79**	**-85**
Inc/Dec of Cash	**17**	**0**	**0**	**39**	**-19**	**10**	**2**	**1**	**-20**
Opening Balance	12	29	29	29	68	51	59	61	62
Closing Balance	**29**	**29**	**29**	**68**	**49**	**61**	**61**	**62**	**42**

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