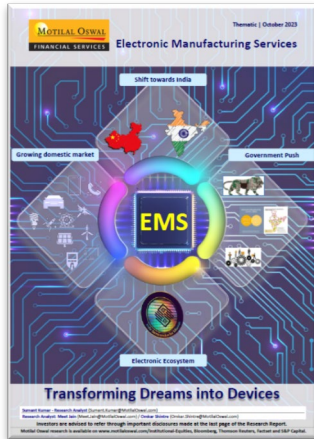


Kindly refer our thematic report on EMS: Transforming Dreams into Devices



Aggregate revenue up 29% YoY (%)

%	Change YoY	Change QoQ
Kaynes	32	21
Avalon	-18	-15
Cyient DLM	72	34
Syrma SGS	52	18
Data Patterns	23	21
Dixon	28	51
Amber	24	-46
Aggregate	29	18
Aggregate (ex Dixon & Amber)	35	16

EBITDA performance (%)

Growth %	Change YoY	Change QoQ
Kaynes	13	21
Avalon	-56	-22
Cyient DLM	0	18
Syrma SGS	4	33
Data Patterns	35	46
Dixon	38	51
Amber	62	-55
Aggregate	22	7
Aggregate (ex Dixon & Amber)	1	24

2QFY24 a mixed bag, but 2H outlook bright

The Jul-Sep quarter is a seasonally weak period for the EMS industry. However, 2QFY24 witnessed a strong growth trajectory with minor roadblocks in the form of margin pressure due to company-specific factors. In this report, we present insights based on 2QFY24 results and management commentaries of major EMS players – KAYNES, AVALON, SYRMA, CYIENTDL, DATAPATT, DIXON and AMBER.

- The 2QFY24 performance was characterized by strong revenue growth but minor short-term margin impact due to company-specific business adjustments to sustain such growth trends for the long term.
- Among EMS players, CYIENTDL posted the highest revenue growth (up 72% YoY), while KAYNES and SYRMA recorded the highest order inflow (up 2.4x/2.2x YoY).
- The EMS basket witnessed margin pressure, with CYIENTDL/AVALON reporting a contraction of 580bp/540bp due to lower raw material costs in the base quarter and adverse operating leverage, respectively. DATAPATT registered the highest margin expansion (340bp YoY).
- The growth momentum is expected to pick up pace in 2HFY24 (seasonally better half), led by strong execution of the large order book as on 1H, coupled with continued order inflows from the existing and newer end-user industries.

Strong revenue growth run rate continues

- EMS companies registered a strong revenue growth of 29% YoY, driven by healthy order inflow, up 54% YoY and 15% since Mar'23 (order book growth excludes Dixon and Amber).
- Cyient DLM led the pack with 72% YoY revenue growth, followed by Syrma (52%), Kaynes (32%). For Dixon/Amber/Data Patterns, revenue grew 28%/24%/23% YoY. Avalon reported an 18% YoY drop, dragged down by the US business (India revenue growth remained strong).
- Overall, the Indian EMS industry is witnessing a strong traction from global OEMs, reflecting in their order inflows in 2QFY24.
- The order inflow was healthy from across industries. For instance: Avalon reported order inflow from clean energy and industrials (60% of order book) and EVs; Kaynes reported inflows from medical technology, EVs, servers and industry 4.0; Cyient DLM witnessed increasing mix of its aerospace and defense vertical; and Syrma saw strong growth in consumer electronics industries.
- Among the EMS basket, Kaynes and Syrma witnessed the highest order inflow, up 2.4x/2.2x YoY (up 31%/27% since Mar'23), followed by Data Patterns (up 20% YoY/9% since Mar'23) and Avalon (up 12% YoY/15% since Mar'23).
- Cyient DLM reported a decline in the order book (down 10% YoY/6% since Mar'23) despite reporting multiple order wins in the A&D. This was on the back of the high order execution this quarter (revenue up 70% YoY/34% QoQ).
- Overall, the order book-to-bill ratio for the basket (excluding Dixon and Amber) has been stable at 1.9x for the last three quarters, indicating a strong revenue growth and order inflows for the sector.

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Margins remained under pressure this quarter

- The EMS basket, despite recording healthy revenue, has fallen back on margins, with EBITDA margins contracting 30bp YoY/60bp QoQ. Excluding Dixon and Amber, the basket witnessed a contraction of 350bp YoY.
- The major drag was on gross margin for EMS basket (excluding Dixon and Amber), which declined 550bp YoY/160bp QoQ. However, on aggregate basis, gross margins declined by 20bp YoY/160bp QoQ.
- Syrma and Cyient DLM witnessed the major decline in gross margins YoY by 690bp/560bp, followed by Kaynes at 210bp YoY. Syrma's margins declined to 35% (vs. 23% in 2QFY23) due to a high consumer business mix (built-to-print, low margin business). Cyient DLM benefited from lower raw material prices in the base quarter. Kaynes added new clients (majorly in Box build), which led to higher initial costs.
- Avalon reported better gross margins, up 170bp YoY/440bp QoQ, but due to revenue decline in the US business and high operational cost (adverse operating leverage), EBITDA margins contracted by 540bp YoY/60bp QoQ to 6.3%.
- Data Patterns had a strong quarter. EBITDA margins expanded by 340bp YoY/660bp QoQ on the back of a favorable business mix and operating leverage.

Key management commentaries: Outlook remains strong

- **Industry-wide views:** 1) India is witnessing an impact of global mega trends in 5G, datacenters, electronic vehicles, healthcare, artificial intelligence, and Industry 4.0. 2) The supply chain has still not come up in India and EMS players are dependent on component imports. 3) Three EMS players namely Kaynes, Avalon and VVDN entered into Transfer of Technology (ToT) licensing with the Central government for the development of Advanced Computing (CDAC) for developing 'high performing computing servers (HPC)'. 4) The government has recently given approvals for defense acquisitions/procurements amounting to ~INR78b.
- **Kaynes:** 1) The management has maintained its revenue guidance of ~INR17-18b in FY24, EBITDA margins of over 15%, and double-digit PAT margin. 2) KAYNES is awaiting final government approval for its OSAT facility in Telangana. It expects to commercialize the first line by 4QFY24 and commence commercial production by FY25 end. 3) The company has entered into ToT licensing with the CDAC for developing 'computing servers'. 4) Order inflow - order from a global customer for a cardio vascular device for the US market, Box build EV order directly from OEM, signed a ToT with a European OEM for super charger equipment. 5) Added new clients in servers, medical, AI, EV, industry 4.0, etc. 6) Exports accounted for ~15% of the order book as of 1HFY24, and should be in the similar range in 2HFY24.
- **Avalon:** 1) It has maintained its long-term revenue growth guidance of 25-30%; however, it targets the lower end of the FY24 revenue growth guidance band at 15-20%. Avalon expects to achieve FY24 margins similar to FY23 margins. 2) The company targets to reduce the impact of the US business slowdown by rationalizing costs in the US operations; and moving existing US customer orders to India for manufacturing. 3) Secured one large order from an innovative Indian EV manufacturer for its charging and data transmission systems. 4) Successfully qualified for the ToT by the CDAC for HPC servers as part of Rudra, India's indigenous server program. 5) In 1HFY24, Avalon's India order book expanded by 26% to INR12.4b (up 11.6% YoY) and is executable in the next 12 to 14 months. 6) Two new plants to be commissioned by Jan'24, supporting larger box builds, specialized metal & plastic processing capabilities.

- **Syrma:** 1) The management expects revenue of ~INR30b (excluding JDHL revenue) and EBITDA margins of ~8.7-9.2% (including other income) in FY24. It expects a revenue CAGR of over 35% for the next three to four years, with double-digit EBITDA margins (~10%). 2) The company has on-boarded multiple MNC clients and its benefits will be reflected next year (revenue potential of over INR2b in FY25). Exports generate ~5-7% higher margin vs. domestic sales. 3) SYRMA has spent ~INR1.1b capex in 1HFY24 and expects to incur a total capex of ~INR2-2.5b in FY24. 4) Consumer vertical will have a higher share in the near term, but will settle down at ~30% of sales in the long run, as exports and healthcare businesses pick up. 5) Syrma has moved to a new tax regime and expects a tax rate of ~25-26% ahead. 6) Exports account for 20% of the order book.
- **Cyient DLM:** 1) CYIENTDL aims to maintain double-digit margins going ahead. However, the company is in a high growth phase and will not compromise on making any additional investments required for growth. 2) The company has won new projects worth USD16.4m in 2QFY24, primarily in the Aerospace, Defense & Industrial vertical, which will be executed over the next 2-5 years. 3) The company expects to inaugurate the new Bangalore facility in Dec'24 and further, it plans to expand its Mysore facility for the cable harness division. 4) The management expects net working capital days to remain at ~90-100 days by FY24 end.
- **Data Patterns:** 1) The management has maintained its revenue guidance at a ~25% CAGR over the next two years. It expects gross/EBITDA margins for FY24 to be slightly better than FY23. Working capital days are expected to decline gradually over a couple of years. 2) The company received major orders from HAL (INR447m) and BEL (INR321m) in 2QFY24 and also received a major export order (INR389m). The company is maintaining its order inflow guidance of ~INR4.5-5.0b for FY24. 3) It will continue to build capabilities in Radar and Electronic warfare going ahead. 4) The management is not witnessing any supply chain issues due to the ongoing geopolitical headwinds.
- **Dixon:** 1) Under consumer electronics, it rolled out India's first ODM-based Google TV and entered into a partnership with Samsung for their Tizen OS. 2) Mobile and EMS: Revenues grew 77% YoY to INR28.2b, secured a large order for Jio Bharat phones and entered into a strategic partnership with Nokia. 3) Telecom: New facility in Noida has commenced mass production of Android Chatterboxes and will start manufacturing HD Zapper Set Top Boxes for Airtel. 4) Laptops: filed an application under the PLI Scheme for IT hardware products and expects approval soon. 5) Working capital management is a priority for the company, and it expects to bring down working capital intensity in the coming months.
- **Amber:** 1) Amber aims to double the revenue in the electronics and railway subsystem and mobility divisions in the next two years. 2) Amber has entered into a joint venture with Nexxbase Marketing Private Limited to manufacture wearables and smart electronic products. 3) Segment performance: Consumer durables division expects single-digit growth in the room AC industry for FY24. The electronics division performed well, showing revenue and operating EBITDA growth from new applications and customers. The railway subsystem and mobility division saw increased revenue, operating EBITDA, and PAT, with a growing order book.

Valuation and view

- In the short run, the growth momentum is expected to pick up pace in 2HFY24 (seasonally better half), led by strong order execution amid a high order book as of 1H, coupled with continued order inflows from the existing and new end-user industries.
- In the long term, combined revenue for our EMS coverage basket is poised to register a 38% CAGR over FY23-26E, aided by an improvement in high-value product mix (box builds) and increasing order flows from high-margin industries such as A&D, Clean Energies, Industrials etc.
- Consequently, combined EBITDA margin is likely to expand by a few basis points more to reach ~14.0% by FY26, with EBITDA CAGR of ~40% to reach INR19.8b over FY23-26 from INR7.3b only in FY23.
- We reiterate our **BUY** rating on **KAYNES/AVALON/CYIENTDL/SYRMA** with a TP of INR3,100/INR680/INR870/INR700 for FY26. We retain our **Neutral** on **DATAPATT** with a TP of INR2,210 for FY26.

Exhibit 1: Comparative valuation

Peers	CMP	TP	M Cap	EPS			P/E			RoE (%)			RoCE (%)		
	(INR)	(INR)	(INR b)	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Kaynes	2489	3100	157.1	28.8	44.3	61.6	86.4	56.2	40.4	16.1	20.5	22.9	17.1	19.9	22.3
Avalon	477	680	31.8	10.6	16.9	22.9	44.9	28.3	20.8	12.1	16.6	18.8	10.5	15.8	18.5
Syrma SGS	544	700	92.6	8.7	13.1	18.4	62.3	41.7	29.6	9.5	12.7	15.6	9.4	13.0	15.7
Cyient DLM	646	870	51.1	8.7	16.2	24.6	74.3	39.8	26.3	11.8	12.5	16.3	10.3	11.8	15.9
Data Pattern	1,849	2,210	103.5	31.7	43.2	60.4	58.3	42.8	30.6	14.2	16.6	19.4	14.8	17.2	19.9
Dixon*	5,415	NA	324.0	68.0	98.2	128.5	79.7	55.2	42.1	27.1	29.7	28.8	NA	NA	NA
Amber*	3,260	NA	110.2	60.8	91.2	119.9	53.7	35.8	27.2	10.2	13.3	15.4	NA	NA	NA

Source: MOFSL, Company, *BBG

Exhibit 2: Aggregate revenue grew 29% YoY/18% QoQ in 2QFY24

(INR m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	Change YoY	Change QoQ
Kaynes	1,993	2,732	2,891	3,645	2,972	3,608	32%	21%
Avalon	1,960	2,447	2,327	2,718	2,351	2,010	-18%	-15%
Cyient DLM	1,701	1,702	2,144	2,774	2,171	2,918	72%	34%
Syrma SGS	3,893	4,669	5,126	6,795	6,013	7,117	52%	18%
Data Patterns	684	882	1,118	1,851	897	1,083	23%	21%
Dixon	28,551	38,668	24,047	30,655	32,715	49,432	28%	51%
Amber	18,257	7,504	13,483	30,026	17,020	9,271	24%	-46%
Aggregate	57,039	58,603	51,136	78,464	64,139	75,440	29%	18%
Aggregate (ex Dixon & Amber)	10,231	12,431	13,606	17,783	14,404	16,737	35%	16%

Source: MOFSL

Exhibit 3: EBITDA Performance

(INR m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	Change YoY	Change QoQ
Kaynes	246	432	412	593	403	488	13%	21%
Avalon	195	286	202	411	162	126	-56%	-22%
Cyient DLM	116	237	206	319	200	235	0%	18%
Syrma SGS	336	472	478	575	369	490	4%	33%
Data Patterns	213	302	470	734	278	408	35%	46%
Dixon	1,000	1,446	1,112	1,563	1,319	1,989	38%	51%
Amber	993	367	785	2,035	1,319	596	62%	-55%
Aggregate	3,098	3,541	3,665	6,229	4,050	4,332	22%	7%
Aggregate (ex Dixon & Amber)	1,105	1,728	1,768	2,631	1,412	1,747	1%	24%

Source: MOFSL

Exhibit 4: EBITDA Margin Trend

%	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	Change YoY	Change QoQ
Kaynes	12.3	15.8	14.2	16.3	13.5	13.5	-231	-2
Avalon	10.0	11.7	8.7	15.1	6.9	6.3	-541	-62
Cyient DLM	6.8	13.9	9.6	11.5	9.2	8.1	-584	-114
Syrma SGS	8.6	10.1	9.3	8.5	6.1	6.9	-322	74
Data Patterns	31.1	34.2	42.1	39.6	31.0	37.6	342	660
Dixon	3.5	3.7	4.6	5.1	4.0	4.0	28	-1
Amber	5.4	4.9	5.8	6.8	7.8	6.4	154	-133
Aggregate	5.4	6.0	7.2	7.9	6.3	5.7	-30	-57
Aggregate (ex Dixon & Amber)	10.8	13.9	13.0	14.8	9.8	10.4	-346	63

Source: MOFSL

Exhibit 5: Gross Margin Trend

% of Sales	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	Change YoY	Change QoQ
Kaynes	29.5	29.9	29.8	32.7	30.8	27.9	-206	-291
Avalon	36.3	35.5	34.8	37.5	32.8	37.2	173	437
Cyient DLM	18.1	26.4	21.4	23.6	25.0	20.8	-557	-425
Syrma SGS	30.8	29.4	25.4	21.5	22.1	22.5	-687	42
Data Patterns	64.7	64.9	66.3	57.8	62.2	69.0	413	677
Dixon	9.1	8.6	11.0	10.2	9.7	9.6	100	-6
Amber	14.4	21.1	17.0	13.6	17.5	22.3	122	480
Aggregate	11.8	11.2	12.9	12.0	11.9	11.0	-18	-89
Aggregate (ex Dixon & Amber)	15.2	13.9	12.0	12.4	10.0	8.4	-549	-163

Source: MOFSL

Exhibit 6: Adj. PAT Trend

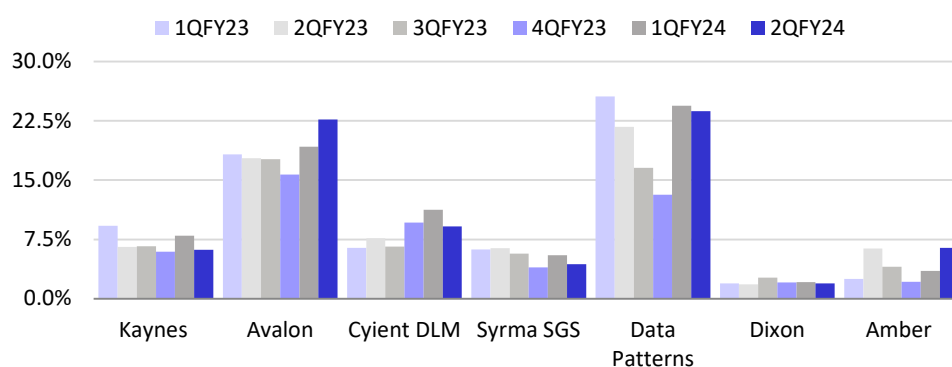
%	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	Change YoY	Change QoQ
Kaynes	5.0	7.7	7.9	11.3	8.3	9.0	121	66
Avalon	4.7	6.0	2.5	8.4	3.0	3.6	-242	61
Cyient DLM	3.7	4.2	2.7	4.5	2.5	5.0	85	255
Syrma SGS	4.0	6.1	6.5	6.2	4.7	4.2	-190	-57
Data Patterns	20.8	23.9	29.8	29.9	28.8	31.2	732	240
Dixon	1.6	2.0	2.2	2.6	2.1	2.2	17	7
Amber	2.3	-0.4	1.0	3.5	2.7	-0.7	-35	-343
Aggregate	2.5	2.8	3.3	4.6	3.2	2.9	5	-32
Aggregate (ex Dixon & Amber)	5.4	7.4	7.4	9.8	6.3	7.0	-40	69

Source: MOFSL

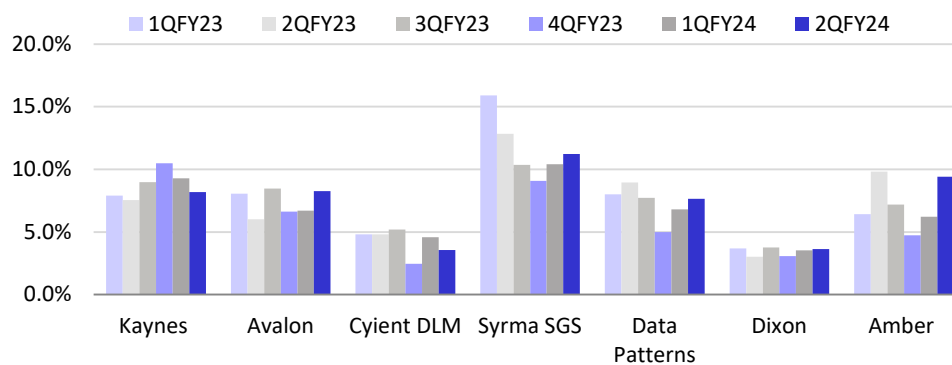
Exhibit 7: Order book increased 54% YoY/7% QoQ as of 2QFY24

(INR m)	2QFY23	1QFY24	2QFY24	Change YoY	Change QoQ
Kaynes	14,711	30,004	34,618	135%	15%
Avalon	11,150	11,060	12,440	12%	12%
Cyient DLM	25,468	24,997	22,866	-10%	-9%
Syrma SGS	17,000	35,000	38,000	124%	9%
Data Patterns	8,365	9,671	10,033	20%	4%
Aggregate	76,694	1,10,732	1,17,957	54%	7%

Source: MOFSL

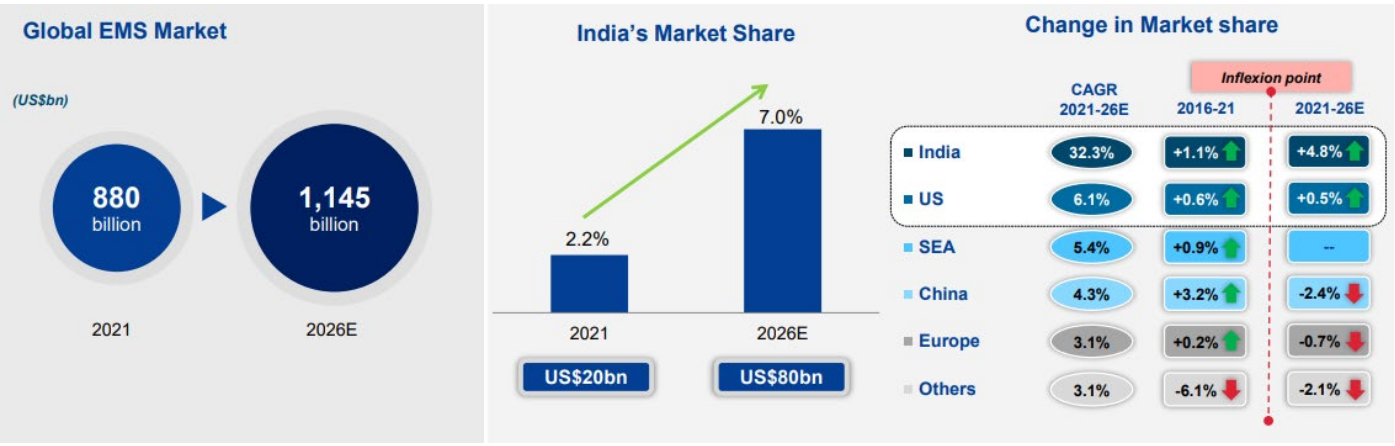
Exhibit 8: Employee as % of Sales trend

Source: MOFSL

Exhibit 9: Other Expenses as % of Sales trend

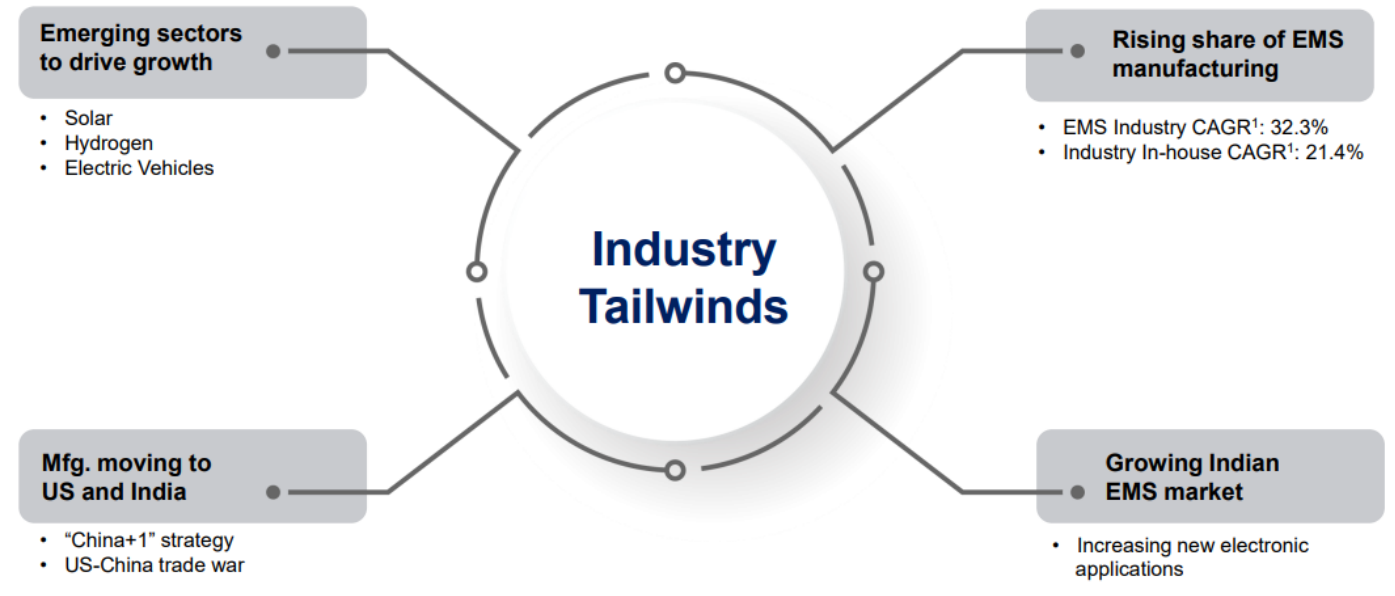
Source: MOFSL

Exhibit 10: Sizeable and Growing Global EMS Market Opportunity



Source: Company, MOFSL

Exhibit 11: Key Industry growth drivers



Source: Company, MOFSL

Keynes – Financials & Valuations

Consolidated - Income Statement INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Total Income from Operations	3,682	4,206	7,062	11,261	17,183	24,057	31,755
Change (%)	1.1	14.2	67.9	59.4	52.6	40.0	32.0
RM Cost	2,417	2,861	4,894	7,801	12,039	16,599	21,720
Employees Cost	424	459	602	771	1,039	1,612	2,096
Other Expenses	428	477	629	1,006	1,502	2,069	2,699
Total Expenditure	3,269	3,797	6,126	9,578	14,581	20,280	26,515
% of Sales	88.8	90.3	86.7	85.1	84.9	84.3	83.5
EBITDA	413	409	937	1,683	2,603	3,777	5,240
Margin (%)	11.2	9.7	13.3	14.9	15.1	15.7	16.5
Depreciation	84	101	132	187	267	422	587
EBIT	330	308	805	1,496	2,336	3,355	4,653
Int. and Finance Charges	236	240	256	349	466	227	182
Other Income	19	40	41	114	321	313	318
PBT bef. EO Exp.	113	109	590	1,260	2,191	3,441	4,789
PBT after EO Exp.	113	109	590	1,260	2,191	3,441	4,789
Total Tax	19	11	174	308	515	866	1,205
Tax Rate (%)	17.1	10.5	29.4	24.5	23.5	25.2	25.2
Reported PAT	94	97	417	952	1,676	2,575	3,583
Adjusted PAT	94	97	417	952	1,676	2,575	3,583
Change (%)	-3.8	4.0	328.2	128.4	76.0	53.7	39.2
Margin (%)	2.5	2.3	5.9	8.5	9.8	10.7	11.3

Consolidated - Balance Sheet

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Equity Share Capital	68	68	462	581	581	581	581
Preference Capital	0	11	4	0	0	0	0
Total Reserves	959	1,308	1,560	9,009	10,685	13,259	16,843
Net Worth	1,027	1,387	2,026	9,590	11,266	13,841	17,424
Minority Interest	6	9	11	13	13	13	13
Total Loans	1,643	1,526	1,779	1,359	1,509	1,009	1,009
Deferred Tax Liabilities	79	52	68	77	77	77	77
Capital Employed	2,755	2,974	3,884	11,039	12,865	14,940	18,523
Gross Block	930	1,181	1,544	1,925	3,410	5,207	6,766
Less: Accum. Deprn.	382	483	615	802	1,069	1,491	2,078
Net Fixed Assets	547	698	929	1,123	2,340	3,715	4,688
Goodwill on Consolidation	23	23	23	23	23	23	23
Capital WIP	119	126	83	293	1,309	1,012	952
Total Investments	16	17	15	33	33	33	33
Curr. Assets, Loans&Adv.	3,075	3,330	5,173	12,715	13,338	15,947	20,425
Inventory	1,511	1,639	2,264	4,132	4,783	6,367	8,034
Account Receivables	937	1,218	1,977	2,271	3,060	4,284	5,655
Cash and Bank Balance	123	143	216	4,860	3,949	3,131	3,879
Loans and Advances	504	331	716	1,453	1,547	2,165	2,858
Curr. Liability & Prov.	1,027	1,219	2,340	3,148	4,178	5,790	7,599
Account Payables	921	954	1,641	2,229	2,804	3,866	5,058
Other Current Liabilities	76	226	648	857	1,203	1,684	2,223
Provisions	30	39	52	62	172	241	318
Net Current Assets	2,048	2,110	2,833	9,567	9,160	10,157	12,827
Misc Expenditure	0	0	0	0	0	0	0
Appl. of Funds	2,755	2,974	3,884	11,039	12,865	14,940	18,523

Keynes – Financials & Valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Basic (INR)							
EPS	13.8	14.3	9.0	16.4	28.8	44.3	61.6
Cash EPS	26.1	29.1	11.9	19.6	33.4	51.5	71.7
BV/Share	151.0	203.9	43.9	164.9	193.8	238.1	299.7
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)							
P/E	169.3	162.8	258.0	142.3	80.8	52.6	37.8
Cash P/E	89.3	80.0	196.1	118.9	69.7	45.2	32.5
P/BV	15.4	11.4	53.1	14.1	12.0	9.8	7.8
EV/Sales	4.7	4.1	15.4	11.7	7.7	5.5	4.2
EV/EBITDA	42.0	42.1	116.5	78.4	51.1	35.3	25.3
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	20.6	4.0	-4.6	-17.2	-15.8	-6.9	10.5
Return Ratios (%)							
RoE	9.1	8.1	24.4	16.4	16.1	20.5	22.9
RoCE	10.8	11.2	17.8	16.5	17.1	19.9	22.3
RoIC	10.9	10.7	18.2	24.0	26.6	27.4	28.5
Working Capital Ratios							
Fixed Asset Turnover (x)	4.0	3.6	4.6	5.9	5.0	4.6	4.7
Asset Turnover (x)	1.0	1.0	1.1	0.8	1.0	1.2	1.2
Inventory (Days)	205	201	146	150	145	140	135
Debtor (Days)	106	93	83	69	65	65	65
Creditor (Days)	136	120	97	91	85	85	85
Leverage Ratio (x)							
Current Ratio	3.0	2.7	2.2	4.0	3.2	2.8	2.7
Interest Cover Ratio	1.4	1.3	3.1	4.3	5.0	14.8	25.6
Net Debt/Equity	1.5	1.0	0.8	-0.4	-0.2	-0.2	-0.2

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
OP/(Loss) before Tax	113	109	590	1,260	2,191	3,441	4,789
Depreciation	84	101	132	187	267	422	587
Interest & Finance Charges	228	233	-11	-100	145	-86	-136
Direct Taxes Paid	-19	-28	-22	-503	-515	-866	-1,205
(Inc)/Dec in WC	44	-137	-743	-1,629	-504	-1,815	-1,922
CF from Operations	451	277	-53	-784	1,584	1,096	2,112
Others	2	0	265	365	0	0	0
CF from Operating incl EO	452	277	211	-419	1,584	1,096	2,112
(Inc)/Dec in FA	-312	-250	-422	-581	-2,500	-1,500	-1,500
Free Cash Flow	140	27	-211	-1,001	-916	-404	612
(Pur)/Sale of Investments	205	2	-33	0	0	0	0
Others	8	7	11	-4,352	321	313	318
CF from Investments	-99	-241	-445	-4,933	-2,179	-1,187	-1,182
Issue of Shares	0	270	228	6,600	0	0	0
Inc/(Dec) in Debt	-118	-44	301	-336	150	-500	0
Interest Paid	-236	-240	-256	-349	-466	-227	-182
Others	0	-6	0	-371	0	0	0
CF from Fin. Activity	-354	-19	272	5,543	-316	-727	-182
Inc/Dec of Cash	-1	17	38	191	-911	-818	748
Opening Balance	8	126	143	216	4,860	3,949	3,131
Other cash & cash equivalent	115	0	35	4,453	0	0	0
Closing Balance	123	143	216	4,860	3,949	3,131	3,879

Avalon – Financials & Valuations

Consolidated - Income Statement							(INR m)
Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Total Income from Operations	6,419	6,905	8,407	9,447	10,721	13,616	17,020
Change (%)	NA	7.6	21.8	12.4	13.5	27.0	25.0
RM Cost	4,128	4,574	5,552	6,067	6,899	8,810	10,978
Employees Cost	1,162	1,192	1,314	1,605	1,874	2,219	2,774
Other Expenses	484	478	566	647	761	885	1,072
Total Expenditure	5,774	6,243	7,432	8,319	9,535	11,914	14,825
% of Sales	90.0	90.4	88.4	88.1	88.9	87.5	87.1
EBITDA	645	662	975	1,128	1,187	1,702	2,196
Margin (%)	10.0	9.6	11.6	11.9	11.1	12.5	12.9
Depreciation	155	158	172	197	243	281	328
EBIT	490	504	803	931	944	1,421	1,868
Int. and Finance Charges	450	270	248	348	165	78	29
Other Income	113	54	309	144	165	177	221
PBT bef. EO Exp.	153	288	864	727	944	1,520	2,060
EO Items	0	0	0	0	0	0	0
PBT after EO Exp.	153	288	864	727	944	1,520	2,060
Total Tax	30	58	183	202	250	418	567
Tax Rate (%)	19.4	19.9	21.1	27.8	26.5	27.5	27.5
Minority Interest	8	16	50	0	0	0	0
Reported PAT	115	215	632	525	694	1,102	1,494
Adjusted PAT	115	215	632	525	694	1,102	1,494
Change (%)	NA	86.1	193.9	-16.9	32.1	58.8	35.6
Margin (%)	1.8	3.1	7.5	5.6	6.5	8.1	8.8

Consolidated - Balance Sheet							(INR m)
Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Equity Share Capital	15	16	16	116	131	131	131
Preference Capital	356	388	388	0	0	0	0
Total Reserves	450	584	856	5,254	5,948	7,050	8,544
Net Worth	822	988	1,260	5,370	6,079	7,180	8,674
Minority Interest	-431	-317	0	0	0	0	0
Total Loans	2,388	2,775	2,789	3,063	963	463	63
Deferred Tax Liabilities	-263	0	0	0	0	0	0
Capital Employed	2,515	3,445	4,049	8,433	7,041	7,643	8,737
Gross Block	1,126	1,335	1,512	1,861	2,159	2,548	2,961
Less: Accum. Deprn.	139	295	390	586	829	1,110	1,437
Net Fixed Assets	987	1,041	1,123	1,275	1,330	1,438	1,524
Goodwill on Consolidation	0	0	0	0	0	0	0
Capital WIP	27	0	20	153	206	266	253
Total Investments	24	0	0	0	0	0	0
Current Investments	0	0	0	0	0	0	0
Curr. Assets, Loans&Adv.	3,197	4,084	4,738	10,375	7,824	8,757	10,305
Inventory	1,553	1,458	2,330	3,179	2,741	3,138	3,760
Account Receivables	1,138	1,819	1,774	2,062	2,203	2,798	3,497
Cash and Bank Balance	266	335	101	4,219	2,023	1,868	2,027
Loans and Advances	241	472	532	915	858	953	1,021
Curr. Liability & Prov.	1,719	1,680	1,831	3,370	2,318	2,818	3,345
Account Payables	1,369	1,289	1,242	1,418	1,418	1,810	2,256
Other Current Liabilities	216	253	449	1,823	750	817	851
Provisions	134	138	141	130	150	191	238
Net Current Assets	1,478	2,404	2,906	7,005	5,506	5,939	6,960
Misc Expenditure	0	0	0	0	0	0	0
Appl. of Funds	2,516	3,445	4,049	8,433	7,041	7,643	8,737

Avalon – Financials & Valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Basic (INR)							
EPS	2.0	3.7	10.9	9.1	10.6	16.9	22.9
Cash EPS	4.7	6.4	13.9	12.5	14.3	21.2	27.9
BV/Share	14.2	17.0	21.7	92.7	93.1	110.0	132.8
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)							
P/E	244.3	131.3	44.7	53.8	45.8	28.9	21.3
Cash P/E	104.3	75.8	35.1	39.1	33.9	23.0	17.5
P/BV	34.4	28.6	22.4	5.3	5.2	4.4	3.7
EV/Sales	4.7	4.4	3.7	2.9	2.9	2.2	1.8
EV/EBITDA	46.4	45.9	31.7	24.0	25.9	17.9	13.6
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	8.4	-2.4	-0.4	-7.0	-1.7	3.8	5.6
Return Ratios (%)							
RoE	14.1	23.8	56.2	15.8	12.1	16.6	18.8
RoCE	15.1	12.8	22.5	12.4	10.5	15.8	18.5
RoIC	21.4	17.7	20.2	17.7	15.6	20.0	22.6
Working Capital Ratios							
Fixed Asset Turnover (x)	5.7	5.6	5.9	5.6	5.3	5.8	6.2
Asset Turnover (x)	1.5	1.3	1.4	0.8	1.1	1.3	1.4
Inventory (Days)	98	120	125	166	145	130	125
Debtor (Days)	65	78	78	74	75	75	75
Creditor (Days)	87	106	83	80	75	75	75
Leverage Ratio (x)							
Current Ratio	1.9	2.4	2.6	3.1	3.4	3.1	3.1
Interest Cover Ratio	1.1	1.9	3.2	2.7	5.7	18.1	64.7
Net Debt/Equity	2.6	2.5	2.1	-0.2	-0.2	-0.2	-0.2

Consolidated -

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
OP/(Loss) before Tax	153	288	856	727	944	1,520	2,060
Depreciation	155	158	180	197	243	281	328
Interest & Finance Charges	434	222	209	244	0	-99	-192
Direct Taxes Paid	-47	-35	-125	-189	-250	-418	-567
(Inc)/Dec in WC	-121	-561	-805	-1,125	-698	-588	-862
CF from Operations	574	72	315	-147	239	697	767
Others	83	-17	-158	13	0	0	0
CF from Operating incl EO	657	55	157	-133	239	697	767
(Inc)/Dec in FA	-170	-192	-177	-273	-350	-450	-400
Free Cash Flow	487	-137	-21	-406	-111	247	367
(Pur)/Sale of Investments	-24	29	0	0	0	0	0
Others	2	-104	-6	2	165	177	221
CF from Investments	-192	-267	-184	-271	-185	-273	-179
Issue of Shares	0	73	0	798	15	0	0
Inc/(Dec) in Debt	-296	461	158	128	-2,100	-500	-400
Interest Paid	-426	-217	-189	-283	-165	-78	-29
Dividend Paid	-4	-37	-38	-37	0	0	0
Others	302	22	-138	3,915	0	0	0
CF from Fin. Activity	-424	301	-207	4,522	-2,251	-578	-429
Inc/Dec of Cash	42	89	-234	4,118	-2,196	-155	159
Opening Balance	204	246	335	101	4,219	2,023	1,868
Other cash & cash equivalent	20	0	0	0	0	0	0
Closing Balance	266	335	101	4,219	2,023	1,868	2,027

Cyient DLM – Financials & Valuations

Consolidated - Income Statement

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Total Income from Operations	4,805	4,571	6,280	7,205	8,320	12,064	17,011	23,135
Change (%)	23.9	-4.9	37.4	14.7	15.5	45.0	41.0	36.0
RM Cost	3,833	3,649	4,953	5,440	6,452	9,214	13,149	17,814
Employees Cost	455	441	469	517	647	1,078	1,242	1,619
Other Expenses	331	344	399	409	344	511	714	972
Total Expenditure	4,619	4,434	5,821	6,365	7,442	10,803	15,106	20,405
% of Sales	96.1	97.0	92.7	88.3	89.4	89.5	88.8	88.2
EBITDA	185	137	460	840	878	1,262	1,905	2,730
Margin (%)	3.9	3.0	7.3	11.7	10.6	10.5	11.2	11.8
Depreciation	83	106	185	193	194	220	242	269
EBIT	102	31	275	647	684	1,042	1,663	2,461
Int. and Finance Charges	141	182	208	220	315	272	111	48
Other Income	25	78	89	79	63	152	170	191
PBT bef. EO Exp.	-14	-72	156	507	432	922	1,722	2,603
EO Items	0	0	0	0	0	0	0	0
PBT after EO Exp.	-14	-72	156	507	432	922	1,722	2,603
Total Tax	-6	-5	38	109	114	232	433	655
Tax Rate (%)	43.1	7.2	24.2	21.6	26.5	25.2	25.2	25.2
Minority Interest	0	0	0	0	0	0	0	0
Reported PAT	-8	-67	118	398	317	690	1,289	1,948
Adjusted PAT	-8	-67	118	398	317	690	1,289	1,948
Change (%)	-79.7	760.3	-276.3	236.0	-20.2	117.5	86.8	51.2
Margin (%)	-0.2	-1.5	1.9	5.5	3.8	5.7	7.6	8.4

Consolidated - Balance Sheet

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Equity Share Capital	14	14	14	14	529	793	793	793
Preference Capital	0	0	0	0	0	0	0	0
Total Reserves	336	243	363	757	1,450	8,876	10,164	12,112
Net Worth	349	257	377	771	1,979	9,669	10,957	12,905
Minority Interest	0	0	0	0	0	0	0	0
Total Loans	1,603	3,080	2,790	3,369	3,561	2,061	561	561
Deferred Tax Liabilities	-49	-62	-51	-39	-54	-54	-54	-54
Capital Employed	1,904	3,275	3,116	4,101	5,485	11,675	11,464	13,412
Gross Block	1,039	1,705	2,650	2,668	2,642	2,853	3,190	3,537
Less: Accum. Deprn.	586	674	824	977	1,063	1,283	1,525	1,794
Net Fixed Assets	452	1,032	1,826	1,692	1,579	1,570	1,665	1,743
Goodwill on Consolidation	30	30	30	30	30	30	30	30
Capital WIP	10	774	23	34	13	203	216	218
Total Investments	0	3	3	3	895	895	895	895
Curr. Assets, Loans&Adv.	4,119	4,034	4,517	5,971	8,476	15,465	16,813	21,362
Inventory	1,789	2,226	1,555	2,696	4,251	4,670	5,944	7,321
Account Receivables	1,197	546	2,264	1,523	1,618	2,148	2,796	3,803
Cash and Bank Balance	596	661	342	1,218	1,676	7,560	6,541	8,156
Loans and Advances	537	601	357	534	931	1,086	1,531	2,082
Curr. Liability & Prov.	2,709	2,599	3,284	3,629	5,508	6,487	8,155	10,836
Account Payables	962	1,205	1,928	1,932	2,867	3,408	4,323	5,857
Other Current Liabilities	1,707	1,330	1,262	1,564	2,521	2,895	3,572	4,627
Provisions	39	64	93	134	120	184	259	353
Net Current Assets	1,411	1,435	1,233	2,342	2,968	8,977	8,658	10,525
Misc Expenditure	0	0	0	0	0	0	0	0
Appl. of Funds	1,904	3,274	3,116	4,101	5,486	11,675	11,464	13,412

Cyient DLM – Financials & Valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Basic (INR)								
EPS	-0.1	-0.8	1.5	5.0	4.0	8.7	16.2	24.6
Cash EPS	0.9	0.5	3.8	7.4	6.4	11.5	19.3	28.0
BV/Share	4.4	3.2	4.7	9.7	25.0	121.9	138.2	162.7
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)								
P/E	-7,005.4	-814.3	461.9	137.5	172.3	79.2	42.4	28.0
Cash P/E	725.7	1,411.9	180.4	92.6	106.8	60.1	35.7	24.6
P/BV	156.4	212.5	145.1	70.9	27.6	5.7	5.0	4.2
EV/Sales	11.6	12.5	9.1	7.9	6.8	4.1	2.9	2.0
EV/EBITDA	300.2	415.9	124.2	67.6	64.4	38.9	25.5	17.2
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	2.2	-8.4	0.9	5.2	5.6	6.4	5.3	18.6
Return Ratios (%)								
RoE	-2.2	-22.1	37.3	69.3	23.1	11.8	12.5	16.3
RoCE	3.8	3.8	8.5	15.6	11.3	10.3	11.8	15.9
RoIC	3.9	1.9	9.1	18.1	17.5	26.3	36.4	46.3
Working Capital Ratios								
Fixed Asset Turnover (x)	4.6	2.7	2.4	2.7	3.1	4.2	5.3	6.5
Asset Turnover (x)	2.5	1.4	2.0	1.8	1.5	1.0	1.5	1.7
Inventory (Days)	143	201	139	143	196	185	165	150
Debtor (Days)	98	70	82	96	69	65	60	60
Creditor (Days)	104	108	115	130	136	135	120	120
Leverage Ratio (x)								
Current Ratio	1.5	1.6	1.4	1.6	1.5	2.4	2.1	2.0
Interest Cover Ratio	0.7	0.2	1.3	2.9	2.2	3.8	14.9	51.6
Net Debt/Equity	2.9	9.4	6.5	2.8	1.0	-0.6	-0.5	-0.6

Consolidated -

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
OP/(Loss) before Tax	-14	-67	118	398	317	922	1,722	2,603
Depreciation	83	106	185	193	194	220	242	269
Interest & Finance Charges	124	133	171	175	267	120	-59	-143
Direct Taxes Paid	-1	3	1	-62	-168	-232	-433	-655
(Inc)/Dec in WC	39	-105	-200	-329	-229	-126	-700	-253
CF from Operations	232	69	275	375	381	904	772	1,822
Others	57	93	74	111	140	0	0	0
CF from Operating incl EO	289	163	349	486	521	904	772	1,822
(Inc)/Dec in FA	-116	-830	-274	-77	-76	-400	-350	-350
Free Cash Flow	172	-667	75	409	445	504	422	1,472
(Pur)/Sale of Investments	0	-3	0	0	-892	0	0	0
Others	17	-51	265	-247	-450	152	170	191
CF from Investments	-100	-884	-9	-324	-1,418	-248	-180	-159
Issue of Shares	0	0	0	0	889	7,000	0	0
Inc/(Dec) in Debt	0	905	-336	534	-4	-1,500	-1,500	0
Interest Paid	0	-183	-92	-73	-145	-272	-111	-48
Others	-16	0	-232	0	0	0	0	0
CF from Fin. Activity	-16	723	-660	461	740	5,228	-1,611	-48
Inc/Dec of Cash	173	2	-320	622	-157	5,884	-1,019	1,615
Opening Balance	135	596	662	342	1,218	1,676	7,560	6,541
Other cash & cash equivalent	288	64	0	254	615			
Closing Balance	596	662	342	1,218	1,676	7,560	6,541	8,156

Syrma SGS – Financials & Valuations

Consolidated - Income Statement

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Total Income from Operations	8,621	8,858	12,667	20,484	32,051	43,910	59,278
Change (%)	143.5	2.8	43.0	61.7	56.5	37.0	35.0
RM Cost	5,847	6,276	9,408	15,405	24,935	33,679	45,466
Employees Cost	748	781	823	1,060	1,392	1,932	2,608
Other Expenses	731	786	1,148	2,142	3,225	4,435	5,928
Total Expenditure	7,325	7,842	11,380	18,606	29,553	40,046	54,002
% of Sales	85.0	88.5	89.8	90.8	92.2	91.2	91.1
EBITDA	1,295	1,016	1,287	1,878	2,498	3,864	5,276
Margin (%)	15.0	11.5	10.2	9.2	7.8	8.8	8.9
Depreciation	191	228	249	312	512	699	831
EBIT	1,105	789	1,038	1,566	1,986	3,165	4,445
Int. and Finance Charges	154	97	108	216	265	302	302
Other Income	183	177	178	437	510	659	771
PBT bef. EO Exp.	1,134	869	1,108	1,787	2,230	3,522	4,914
PBT after EO Exp.	1,134	869	1,108	1,787	2,230	3,522	4,914
Total Tax	219	213	343	556	555	887	1,237
Tax Rate (%)	19.3	24.5	31.0	31.1	24.9	25.2	25.2
Minority Interest	31	25	42	38	130	328	426
Reported PAT	884	630	722	1,193	1,544	2,308	3,250
Adjusted PAT	884	630	722	1,193	1,544	2,308	3,250
Change (%)	321.5	-28.7	14.5	65.2	29.4	49.4	40.9
Margin (%)	10.3	7.1	5.7	5.8	4.8	5.3	5.5

Consolidated - Balance Sheet

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Equity Share Capital	46	46	1,376	1,768	1,768	1,768	1,768
Preference Capital	47	0	0	0	0	0	0
Total Reserves	4,182	5,946	4,344	13,635	15,179	17,487	20,738
Net Worth	4,275	5,992	5,721	15,403	16,947	19,255	22,505
Minority Interest	2	6	108	26	156	485	911
Total Loans	1,205	1,029	2,183	3,468	3,968	3,968	3,968
Deferred Tax Liabilities	42	62	124	138	138	138	138
Capital Employed	5,523	7,089	8,136	19,035	21,210	23,845	27,522
Gross Block	2,089	2,264	3,233	4,821	7,678	9,369	10,907
Less: Accum. Deprn.	191	405	635	947	1,459	2,158	2,989
Net Fixed Assets	1,898	1,858	2,597	3,874	6,219	7,210	7,917
Goodwill on Consolidation	1,059	1,059	1,182	1,182	1,182	1,182	1,182
Capital WIP	12	0	408	253	1,176	985	947
Total Investments	301	1,316	410	8,500	5,500	5,500	5,500
Current Investments	0	0	0	780	780	780	780
Curr. Assets, Loans&Adv.	4,591	5,365	6,945	11,603	17,330	22,785	30,629
Inventory	1,419	1,789	2,913	5,874	8,540	11,349	15,322
Account Receivables	1,804	2,084	2,722	4,032	6,147	8,180	11,044
Cash and Bank Balance	780	729	369	544	720	621	707
Loans and Advances	588	763	940	1,151	1,923	2,635	3,557
Curr. Liability & Prov.	2,338	2,509	3,407	6,377	10,197	13,818	18,654
Account Payables	1,707	1,848	2,405	4,881	7,856	10,611	14,325
Other Current Liabilities	506	554	857	1,362	2,132	2,920	3,942
Provisions	125	108	145	134	209	286	387
Net Current Assets	2,253	2,856	3,538	5,226	7,133	8,967	11,975
Appl. of Funds	5,523	7,089	8,136	19,035	21,209	23,845	27,522

Syrma SGS – Financials & Valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Basic (INR)							
EPS	6.4	4.6	5.2	6.7	8.7	13.1	18.4
Cash EPS	7.8	6.2	7.1	8.5	11.6	17.0	23.1
BV/Share	31.1	43.5	41.6	87.1	95.9	108.9	127.3
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)							
P/E	81.6	114.4	99.9	77.6	60.0	40.1	28.5
Cash P/E	67.1	84.0	74.2	61.5	45.0	30.8	22.7
P/BV	16.9	12.0	12.6	6.0	5.5	4.8	4.1
EV/Sales	8.4	8.2	5.8	4.6	3.0	2.2	1.6
EV/EBITDA	56.0	71.3	57.5	50.5	38.1	24.8	18.2
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	7.8	1.3	-7.5	-12.1	-20.2	-2.6	-2.2
Return Ratios (%)							
RoE	35.8	12.3	12.3	11.3	9.5	12.7	15.6
RoCE	29.4	11.7	11.2	10.3	9.4	13.0	15.7
RoIC	31.1	12.6	11.9	12.9	12.7	15.5	17.9
Working Capital Ratios							
Fixed Asset Turnover (x)	4.1	3.9	3.9	4.2	4.2	4.7	5.4
Asset Turnover (x)	1.6	1.2	1.6	1.1	1.5	1.8	2.2
Inventory (Days)	89	104	113	139	125	123	123
Debtor (Days)	76	86	78	72	70	68	68
Creditor (Days)	107	107	93	116	115	115	115
Leverage Ratio (x)							
Current Ratio	58.4	82.5	98.2	95.4	80.0	76.0	76.0
Interest Cover Ratio	2.0	2.1	2.0	1.8	1.7	1.6	1.6
Net Debt/Equity	7.2	8.1	9.6	7.3	7.5	10.5	14.7
	0.1	0.1	0.3	0.1	0.1	0.1	0.1

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
OP/(Loss) before Tax	1,134	869	1,108	1,787	2,230	3,522	4,914
Depreciation	191	228	249	312	512	699	831
Interest & Finance Charges	117	52	54	-222	-245	-357	-469
Direct Taxes Paid	-207	-220	-289	-556	-555	-887	-1,237
(Inc)/Dec in WC	301	-499	-1,212	-2,140	-1,731	-1,934	-2,921
CF from Operations	1,535	430	-90	-818	212	1,043	1,118
Others	23	-58	-36	115	0	0	0
CF from Operating incl EO	1,558	371	-126	-703	212	1,043	1,118
(Inc)/Dec in FA	-479	-187	-901	-1,433	-3,780	-1,500	-1,500
Free Cash Flow	1,079	184	-1,027	-2,136	-3,568	-457	-382
(Pur)/Sale of Investments	-20	-51	11	0	0	0	0
Others	42	-888	-2,844	-7,711	3,510	659	771
CF from Investments	-457	-1,127	-3,734	-9,144	-270	-841	-729
Issue of Shares	0	331	2,715	9,682	0	0	0
Inc/(Dec) in Debt	-416	-179	1,159	1,285	500	0	0
Interest Paid	-119	-70	-70	-216	-265	-302	-302
Dividend Paid	-20	0	0	0	0	0	0
Others	-37	622	-303	-730	0	0	0
CF from Fin. Activity	-593	705	3,500	10,022	235	-302	-302
Inc/Dec of Cash	508	-51	-360	175	177	-100	87
Opening Balance	143	780	729	369	544	720	621
Other cash & cash equivalent	130	0	0	0			
Closing Balance	780	729	369	544	720	621	707

Data Patterns – Financials & Valuations

Consolidated - Income Statement								(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Total Income from Operations	1,311	1,561	2,240	3,109	4,535	5,784	7,882	10,727
Change (%)	NA	19.1	43.5	38.8	45.9	27.6	36.3	36.1
RM Cost	489	561	704	861	1,709	2,016	2,806	3,819
Employees Cost	367	411	472	604	795	1,051	1,379	1,845
Other Expenses	199	157	144	233	312	385	512	676
Total Expenditure	1,055	1,129	1,320	1,698	2,816	3,452	4,698	6,340
% of Sales	80.5	72.4	58.9	54.6	62.1	59.7	59.6	59.1
EBITDA	255	432	920	1,410	1,718	2,332	3,184	4,387
Margin (%)	19.5	27.6	41.1	45.4	37.9	40.3	40.4	40.9
Depreciation	59	55	56	66	84	137	153	174
EBIT	197	377	864	1,344	1,634	2,195	3,031	4,213
Int. and Finance Charges	108	133	145	110	77	103	113	124
Other Income	15	41	26	40	92	295	315	429
PBT bef. EO Exp.	104	284	745	1,274	1,649	2,387	3,233	4,518
PBT after EO Exp.	104	284	745	1,274	1,649	2,387	3,233	4,518
Total Tax	27	74	190	334	409	612	814	1,137
Tax Rate (%)	25.6	26.0	25.4	26.2	24.8	25.6	25.2	25.2
Reported PAT	77	211	556	940	1,240	1,775	2,419	3,381
Adjusted PAT	77	211	556	940	1,240	1,775	2,419	3,381
Change (%)	NA	173.4	163.9	69.1	31.9	43.2	36.3	39.7
Margin (%)	5.9	13.5	24.8	30.2	27.3	30.7	30.7	31.5

Consolidated - Balance Sheet								
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Equity Share Capital	17	17	17	104	112	112	112	112
Total Reserves	1,312	1,518	2,062	5,641	11,559	13,283	15,652	18,983
Net Worth	1,329	1,535	2,079	5,745	11,671	13,395	15,764	19,095
Total Loans	601	606	372	92	7	7	7	7
Deferred Tax Liabilities	9	8	9	-8	0	0	0	0
Capital Employed	1,940	2,148	2,460	5,830	11,678	13,403	15,772	19,102
Gross Block	423	447	425	634	1,176	1,287	1,469	1,665
Less: Accum. Deprn.	59	113	93	159	243	381	534	708
Net Fixed Assets	365	334	332	475	933	906	935	957
Capital WIP	0	0	0	173	14	103	121	124
Total Investments	0	0	0	0	557	557	557	557
Current Investments	0	0	0	0	557	557	557	557
Curr. Assets, Loans&Adv.	2,410	2,620	2,954	6,411	12,847	14,818	17,843	22,477
Inventory	867	794	737	1,198	1,930	2,154	2,729	3,453
Account Receivables	1,029	1,156	1,559	1,983	3,825	4,437	5,399	6,907
Cash and Bank Balance	3	15	88	1,771	5,445	6,203	6,956	8,363
Loans and Advances	511	655	569	1,460	1,647	2,024	2,759	3,755
Curr. Liability & Prov.	835	805	826	1,230	2,671	2,981	3,684	5,013
Account Payables	159	173	120	416	431	497	692	942
Other Current Liabilities	606	506	560	570	2,107	2,314	2,759	3,755
Provisions	71	126	146	244	134	171	233	317
Net Current Assets	1,575	1,815	2,128	5,182	10,175	11,837	14,159	17,464
Appl. of Funds	1,940	2,148	2,460	5,830	11,678	13,403	15,772	19,102

Data Patterns – Financials & Valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Basic (INR)								
EPS	9.1	24.8	65.4	18.1	22.1	31.7	43.2	60.4
Cash EPS	16.0	31.2	71.9	19.4	23.6	34.1	45.9	63.5
BV/Share	156.3	180.6	244.6	110.7	208.4	239.2	281.5	341.0
DPS	0.0	0.0	0.0	0.0	0.7	0.9	0.9	0.9
Payout (%)	0.0	0.0	0.0	0.0	3.2	2.8	2.1	1.5
Valuation (x)								
P/E	214.4	78.4	29.7	107.3	87.7	61.3	44.9	32.2
Cash P/E	121.7	62.2	27.0	100.2	82.1	56.9	42.3	30.6
P/BV	12.4	10.8	7.9	17.5	9.3	8.1	6.9	5.7
EV/Sales	13.1	11.0	7.5	31.9	22.7	17.6	12.8	9.3
EV/EBITDA	67.0	39.6	18.3	70.3	59.8	43.7	31.8	22.8
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	-6.5	14.4	45.2	2.3	-9.9	11.0	10.7	20.6
Return Ratios (%)								
RoE	11.6	14.7	30.7	24.0	14.2	14.2	16.6	19.4
RoCE	16.3	15.2	28.9	24.6	14.8	14.8	17.2	19.9
RoIC	15.1	13.7	28.6	31.7	25.7	26.8	30.9	34.7
Working Capital Ratios								
Fixed Asset Turnover (x)	3.1	3.5	5.3	4.9	3.9	4.5	5.4	6.4
Asset Turnover (x)	0.7	0.7	0.9	0.5	0.4	0.4	0.5	0.6
Inventory (Days)	647	517	382	508	412	390	355	330
Debtor (Days)	287	270	254	233	308	280	250	235
Creditor (Days)	118	112	62	176	92	90	90	90
Leverage Ratio (x)								
Current Ratio	2.9	3.3	3.6	5.2	4.8	5.0	4.8	4.5
Interest Cover Ratio	1.8	2.8	6.0	12.2	21.2	21.4	26.8	33.9
Net Debt/Equity	0.5	0.4	0.1	-0.3	-0.5	-0.5	-0.5	-0.5

Consolidated -

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
OP/(Loss) before Tax	104	284	745	1,274	1,649	2,387	3,233	4,518
Depreciation	59	55	56	66	84	137	153	174
Interest & Finance Charges	93	108	123	70	-15	-192	-202	-305
Direct Taxes Paid	-11	-28	-190	-284	-409	-612	-814	-1,137
(Inc)/Dec in WC	-289	-283	-299	-624	-1,482	-904	-1,570	-1,897
CF from Operations	-45	136	435	503	-173	816	801	1,353
Others	0	-2	-1	0	0	0	0	0
CF from Operating incl EO	-45	134	434	503	-173	816	801	1,353
(Inc)/Dec in FA	-10	-12	-50	-382	-383	-200	-200	-200
Free Cash Flow	-55	123	384	121	-555	616	601	1,153
Others	15	26	137	-796	-1	295	315	429
CF from Investments	4	14	88	-1,178	-384	95	115	229
Issue of Shares	0	0	0	3,000	0	0	0	0
Inc/(Dec) in Debt	27	-132	-300	-283	-85	0	0	0
Interest Paid	0	0	-145	-89	-77	-103	-113	-124
Dividend Paid	-4	-4	-3	-111	-39	-50	-50	-50
Others	0	0	0	-159	4,432	0	0	0
CF from Fin. Activity	23	-136	-449	2,359	4,231	-153	-163	-175
Inc/Dec of Cash	-18	12	73	1,683	3,675	758	753	1,407
Opening Balance	21	3	15	88	1,771	5,445	6,203	6,956
Closing Balance	3	15	88	1,771	5,445	6,203	6,956	8,363

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
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