

Zydus LifeSciences

Estimate change



TP change



Rating change



Bloomberg	ZYDUSLIF IN
Equity Shares (m)	1024
M.Cap.(INRb)/(USDb)	604.6 / 7.3
52-Week Range (INR)	669 / 390
1, 6, 12 Rel. Per (%)	0/8/26
12M Avg Val (INR M)	594

Financials & Valuations (INR b)

Y/E MARCH	FY23	FY24E	FY25E
Sales	172.4	192.8	212.9
EBITDA	37.4	49.4	49.3
Adj. PAT	22.9	33.4	33.0
EBIT Margin (%)	17.5	21.7	19.4
Cons. Adj. EPS (INR)	22.4	32.6	32.2
EPS Gr. (%)	3.9	45.4	-1.1
BV/Sh. (INR)	171.1	206.0	231.3

Ratios

Net D:E	0.1	-0.1	-0.1
RoE (%)	13.3	17.3	14.7
RoCE (%)	12.1	16.2	13.9
Payout (%)	26.8	16.6	18.0

Valuations

P/E (x)	26.8	18.4	18.6
EV/EBITDA (x)	16.3	11.7	11.5
Div. Yield (%)	1.0	0.9	1.0
FCF Yield (%)	3.6	5.0	2.9
EV/Sales (x)	3.5	3.0	2.7

Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	75.0	75.0	75.0
DII	13.1	13.5	12.9
FII	4.9	4.0	2.6
Others	7.1	7.5	9.5

FII Includes depository receipts

CMP: INR597

TP: INR660 (+10%)

Neutral

Efforts underway to improve outlook in key markets

R&D spend to incline towards innovation portfolio

- Zydus Lifescience (ZYDUSLIF) delivered a marginal miss on 2QFY24 financial performance. Revenue growth was modest YoY in the domestic formulation (DF) segment (due to weak season) and US generics (due to lower business from niche opportunity). However, the outlook is expected to be better on new launches. It continues to put efforts on R&D front for innovation portfolio.
- We raise our FY24/FY25 EPS estimates by 6% each to factor in a) delay in competition for certain key product in the US generics segment, b) volume expansion/market share gain in select therapies in the DF segment, and c) cost optimization measures. We value ZYDUSLIF at 20x 12M forward earnings to arrive at a TP of INR660.
- Efforts toward the innovation portfolio are on track across NCEs/Biotech/specialty products. Further, it is also building the ANDA pipeline with a focus on limited competition/FTF products to achieve sustainable profitable growth in the US generics segment. We estimate a 20% earnings CAGR over FY23-25 on the back of 10%/8% sales CAGRs in US/DF and 140bp margin expansion. However, the valuation provides limited upside from current levels. Maintain Neutral on the stock.

Product mix/operating leverage drive margin YoY/QoQ

- Sales grew 9% YoY to INR43.7b (our est. INR45.9b). US sales grew 9% YoY (+5% YoY in CC terms) to INR19b (USD225m; 43% of sales). India sales (31% of sales), comprising DF and consumer businesses, grew 5% YoY to INR17.7b. Within India sales, branded formulations grew 5.5% YoY to INR13.3b. Consumer wellness grew 3% YoY to INR4.4b. API sales rose 14% YoY to INR1.3b (3% of sales). LATAM/EM sales increased by 17% YoY to INR4.5b.
- Gross margin expanded 320bp YoY to 66.3%, due to a better product mix.
- EBITDA margin expanded at a higher rate of 430bp YoY to 24.4% (our est. 25%), led by low other expenses (-270bp YoY), which were offset by higher employee/R&D expenses (+110bp/+50 YoY as % of sales).
- Consequently, EBITDA grew 33% YoY to INR10.6b (our est. INR11.5b).
- ZYDUSLIF had exceptional items related to forex gain of INR822m in 2Q.
- Adjusting for the same, PAT grew 45% YoY to INR7.4b (our est. INR7.6b).
- In 1HFY24, revenue/EBITDA/PAT grew 19%/70%/97% to INR95b/INR26b/INR19b.

Highlights from the management commentary

- New launches and market share gain would drive double-digit YoY growth in US sales for Zyduslife in FY24.
- g-Revlimid business would be 1Q/4Q phenomenon in FY24/FY25.
- At least one exclusive transdermal product is expected to be launched in the US generics market over the next three years.
- Its recently acquired business, Liqmeds, would have cost+mark-up manufacturing as well as profit-share/milestone income.

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Quarterly Performance (Consolidated)

(INR b)

Y/E March	FY23				FY24E				FY23	FY24E	FY24E	Chg.
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	(%)
Net Revenues	39.6	40.1	42.6	50.1	51.4	43.7	44.0	53.8	172.4	192.8	45.9	-4.7
YoY Change (%)	-0.9	5.8	17.0	29.7	29.6	9.1	3.3	7.3	12.9	11.9	14.5	
Total Expenditure	32.4	32.0	33.6	37.0	36.1	33.0	34.0	40.3	135.0	143.5	34.4	
EBITDA	7.2	8.0	9.0	13.1	15.3	10.6	9.9	13.5	37.4	49.4	11.5	-7.2
YoY Change (%)	-25.4	-6.8	19.7	52.6	111.5	32.6	10.3	2.5	6.1	32.0	42.9	
Margins (%)	18.3	20.0	21.1	26.2	29.8	24.4	22.6	25.1	21.7	25.6	25.0	
Depreciation	1.8	1.8	1.8	1.8	1.8	1.8	1.9	2.0	7.2	7.6	1.9	
EBIT	5.4	6.2	7.2	11.4	13.5	8.8	8.0	11.5	30.2	41.8	9.6	
YoY Change (%)	-31.9	-8.2	24.9	68.0	148.6	41.8	11.8	0.9	7.4	38.5	54.9	
Margins (%)	13.7	15.5	16.9	22.7	26.3	20.1	18.2	21.3	17.5	21.7	21.0	
Interest	0.3	0.4	0.3	0.3	0.2	0.1	0.1	0.1	1.3	0.5	0.2	
Other Income	0.7	0.4	0.4	0.4	0.4	0.5	0.5	0.4	1.9	1.8	0.4	
PBT before EO Income	5.8	6.3	7.2	11.5	13.7	9.3	8.4	11.8	30.7	43.1	9.8	-5.9
EO Exp/(Inc)	-1.1	-0.1	-0.6	6.6	0.4	-0.8	0.0	0.0	4.8	-0.4	0.0	
PBT after EO Income	6.8	6.4	7.8	4.9	13.3	10.1	8.4	11.8	25.9	43.5	9.8	2.5
Tax	1.2	1.4	2.0	1.4	2.2	2.3	2.1	3.1	5.9	9.6	2.1	
Rate (%)	17.4	21.3	25.0	28.2	16.3	22.5	24.5	26.3	22.7	22.0	21.0	
Min. Int/Adj on Consol	-0.4	0.1	0.4	-0.5	-0.3	0.2	-0.1	-0.2	-0.4	-0.3	-0.1	
Reported PAT	5.3	5.2	6.2	3.0	10.9	8.0	6.3	8.5	19.6	33.7	7.6	5.1
Adj PAT	4.4	5.1	5.8	7.7	11.2	7.4	6.3	8.5	22.9	33.4	7.6	-3.2
YoY Change (%)	-26.4	-13.6	14.4	46.1	155.4	45.7	8.5	9.6	3.9	45.4	50.5	
Margins (%)	11.1	12.6	13.6	15.4	21.8	16.9	14.3	15.7	13.3	17.3	16.6	

E: MOFSL Estimates

Key performance Indicators (Consolidated)

(INR b)

Y/E March	FY23				FY24E				FY23	FY24E	FY24E
INRb	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE
Domestic formulations	11.3	12.6	12.3	12.9	12.3	13.3	12.9	14.0	49.1	52.5	13.7
YoY Change (%)	-17.1	4.2	14.1	10.8	9.1	5.5	5.0	8.6	2.0	7.0	8.0
US sales	15.6	17.1	19.3	22.5	24.5	18.6	19.0	23.6	74.5	85.8	20.3
YoY Change (%)	7.4	14.0	28.0	58.3	57.4	9.2	-1.1	4.7	28.1	15.2	18.5
Consumer healthcare	6.9	4.2	4.1	7.1	6.9	4.4	4.8	8.5	22.3	24.6	4.8
YoY Change (%)	18.0	12.0	7.9	11.8	0.3	3.0	17.0	19.6	12.9	10.0	14.0
EU	0.6	0.5	0.7	0.8	0.6	0.6	0.7	1.0	2.6	3.0	0.6
YoY Change (%)	2.5	-11.3	3.7	18.5	5.0	5.0	5.0	39.7	5.8	15.0	5.0
Emerging markets	3.2	3.3	3.1	3.6	4.2	3.9	3.6	3.4	13.2	15.2	3.7
YoY Change (%)	13.9	-5.2	5.8	32.5	34.7	19.0	17.0	-7.3	7.3	15.0	13.0
API	1.2	1.1	1.9	1.3	1.4	1.3	1.5	1.7	5.5	5.9	1.5
YoY Change (%)	-9.7	-16.6	14.0	-8.2	13.5	14.4	-20.0	38.2	-4.0	7.8	30.0
Cost Break-up											
RM Cost (% of Sales)	38.1	36.9	35.5	33.8	32.6	33.7	34.8	39.0	35.9	34.4	34.0
Staff Cost (% of Sales)	17.2	16.8	16.2	14.4	14.2	17.2	17.1	16.1	16.0	15.7	15.5
R&D Expenses(% of Sales)	7.2	6.3	8.1	7.1	6.3	7.4	7.5	7.2	7.2	6.9	7.5
Other Cost (% of Sales)	19.3	20.0	19.1	18.4	17.1	17.3	19.0	18.0	19.2	17.4	18.8
Gross Margins(%)	61.9	63.1	64.5	66.2	67.4	66.3	65.2	61.0	64.1	65.6	66.0
EBITDA Margins(%)	18.3	20.0	21.1	26.2	29.8	24.4	22.6	25.1	21.7	25.6	25.0
EBIT Margins(%)	13.7	15.5	16.9	22.7	26.3	20.1	18.2	21.3	17.5	21.7	21.0

E: MOFSL Estimates

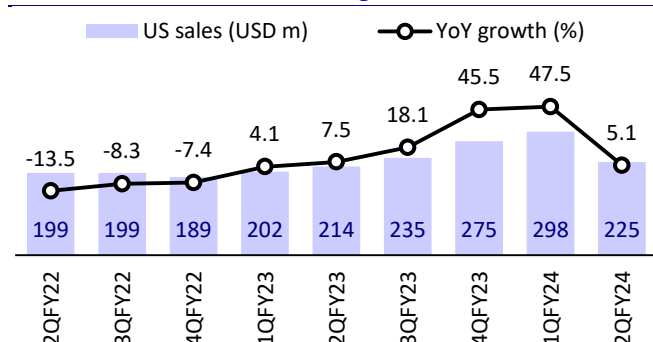


Conference call highlights

- The recently acquired Liqmeds has 16 products approved in the UK and about five 505B2 products approved in the US.
- ZYDUSLIF garnered benefits of INR400m in 2QFY24 under the PLI scheme.
- Excluding R&D costs, other expenses to be considered on the quarterly basis would be INR8.5-INR9b vs. INR7.5b for 2QFY24.
- Going forward the focus of R&D spending would be more on the NCE program than generics.
- ZYDUSLIF intends to grow in line with the market in the DF segment. It would add field force in FY25 to strengthen growth momentum in this business.

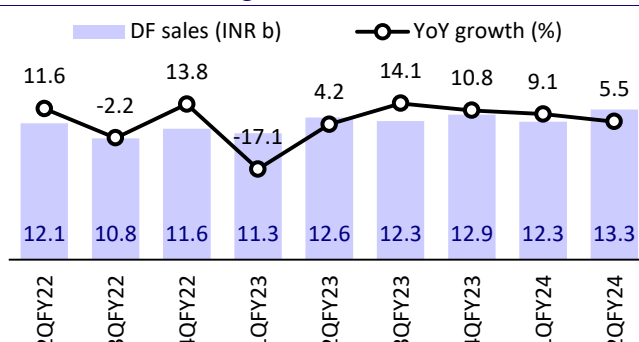
Key exhibits

Exhibit 1: In CC terms, US sales grew ~5% YoY in 2QFY24



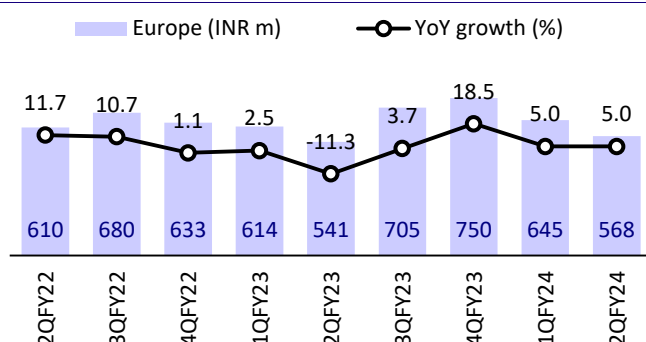
Source: MOFSL, Company

Exhibit 2: DF business grew ~6% YoY in 2QFY24



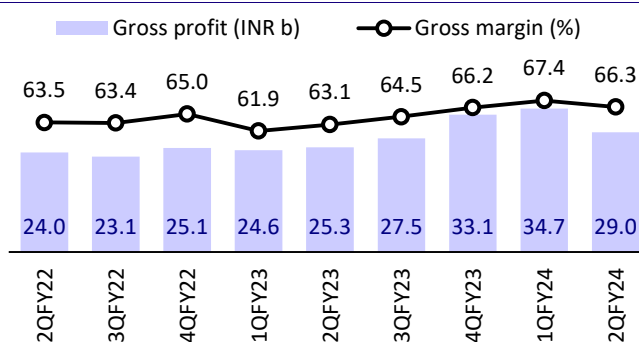
Source: MOFSL, Company

Exhibit 3: Europe sales increased ~5% YoY in 2QFY24



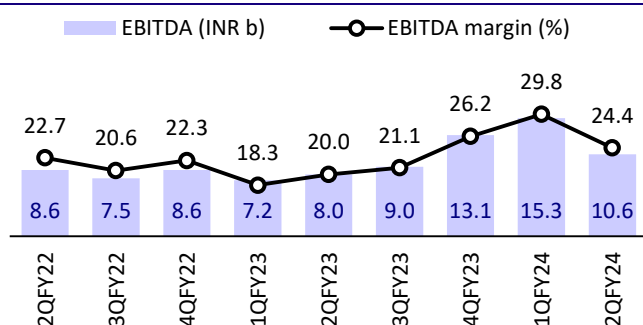
Source: MOFSL, Company

Exhibit 4: Gross margin expanded 320bp YoY in 2QFY24



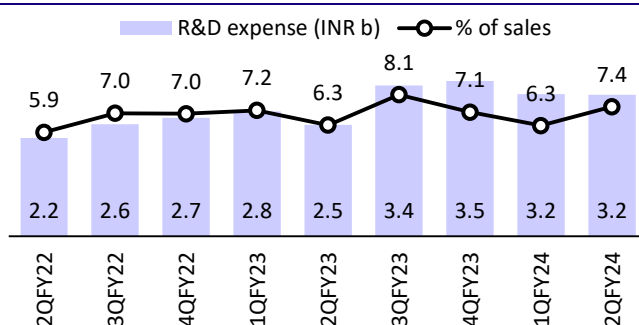
Source: MOFSL, Company

Exhibit 5: EBITDA margin jumped 440bp YoY in 2QFY24



Source: MOFSL, Company

Exhibit 6: R&D spend was ~7% of sales in 2QFY24



Source: MOFSL, Company

Enhancing product pipeline across key markets

US growth to be led by traction in base business/niche launches

- In 1H FY24, US sales grew 33% YoY to INR43b (+26% YoY in CC terms to USD523m).
- New launches include Indomethacin suppository, which was granted 180 days of CGT exclusivity, and Plerixafor injection, which was a Day-1 launch.
- It intends to launch ~30 ANDAs over the next 12 months. It has cumulative 448 ANDA filings and received 390 approvals till date.
- During 1H FY24, ZYDUSLIF filed 8 ANDAs and received approval for 9 products. It launched 12 products.
- We expect the US business to clock a 10% sales CAGR to USD1.1b over FY23-25.

Field force expansion/new launches to improve DF growth outlook

- In 1H FY24, DF revenue grew 7.3% YoY to INR25.6b, led by volume growth and new launches despite seasonal headwinds. There was also some impact of NLEM-led price revision affecting overall performance.
- ZYDUSLIF reported strong growth in the respiratory and pain segments, with anti-infectives growing at a modest rate. However, growth was slightly arrested by a decline in cardiac therapy. Nonetheless, key brands like Lipaglyn continued to show robust growth in 1H FY24.
- We expect ZYDUSLIF to post an 8% sales CAGR in the DF segment to INR57b over FY23-25. This will be driven by ongoing efforts to improve presence in therapeutic areas, continuing leadership in Nephrology, greater ramp-up in cancer, and inflation-linked price hikes.
- Consumer Healthcare sales were almost flat YoY at INR11.3b in 1H FY24. Key brands such as Nycil and EverYuth registered robust growth, driven by a favorable season. Moreover, gross margins continued to recover on account of moderating input prices and calibrated price increases in 1H FY24.
- We expect Consumer Healthcare business to report a 10% CAGR over FY23-25.

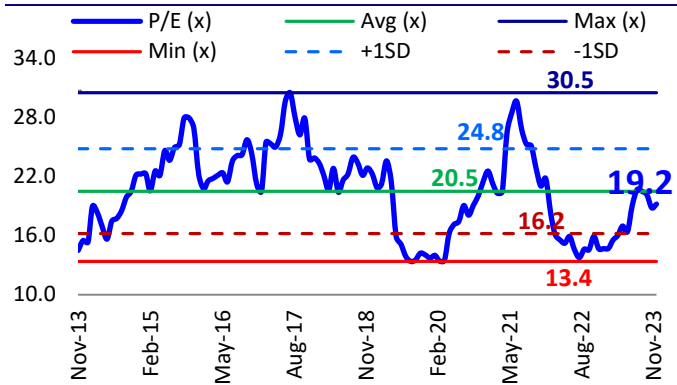
NCE product development on track

- Saroglitazar Mg is undergoing Phase II(b)/III clinical trials for PBC indication and Phase II(b) clinical trials for NASH indication for the US market. It is on track to complete recruitment for Saroglitazar portfolio by FY24 end.
- For NASH trials, it plans to add 100 more patients for phase-2(b).
- For treatment of metabolic disorder management, ZYDUSLIF received final approvals from the USFDA for two NDAs viz. ZITUVIOTM and ZITUVIMETTM. It also filed one more NDA viz. Sitagliptin and Metformin ER tablets.

Valuation and view

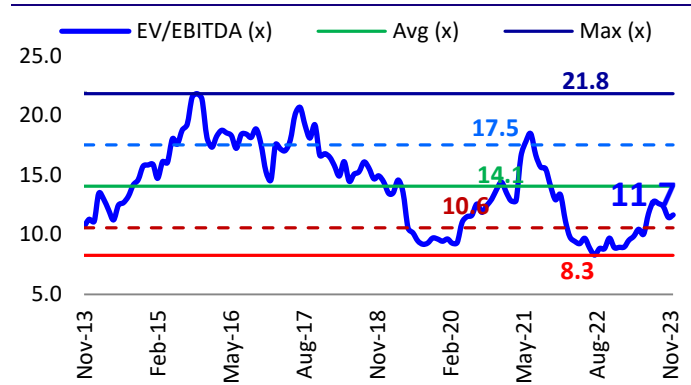
- We raise our FY24/FY25 EPS estimate by 6% each to factor in a) delay in competition for certain key product in US generics segment, b) volume expansion/market share gain in select therapies in DF segment, and c) cost optimization measures. We value ZYDUSLIF at 20x 12M forward earnings to arrive at a TP of INR660.
- Efforts toward the innovation portfolio remain on track across NCEs/Biotech/specialty products. Further, it is also building the ANDA pipeline with a focus on limited competition/FTF products to drive sustainable profitable growth in the US generics segment. We estimate a 20% earnings CAGR over FY23-25 on the back of 10%/8% sales CAGRs in US/DF and 140bp margin expansion. However, the valuation provides limited upside from current levels. Maintain Neutral on the stock.

Exhibit 7: P/E chart



Source: MOFSL, Company, Bloomberg

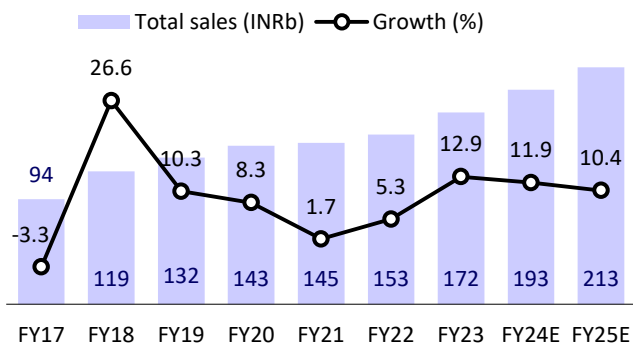
Exhibit 8: EV/EBITDA chart



Source: MOFSL, Company, Bloomberg

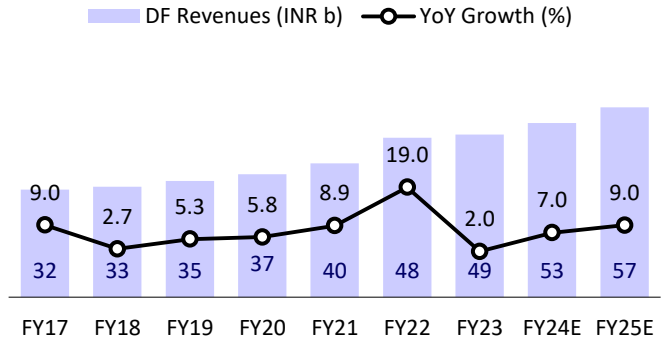
Story in charts

Exhibit 9: Revenues to see ~11% CAGR over FY23-25



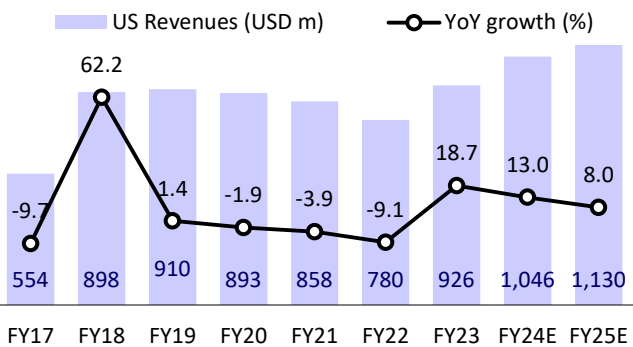
Source: Company, MOFSL

Exhibit 10: DF to clock ~8% sales CAGR over FY23-25



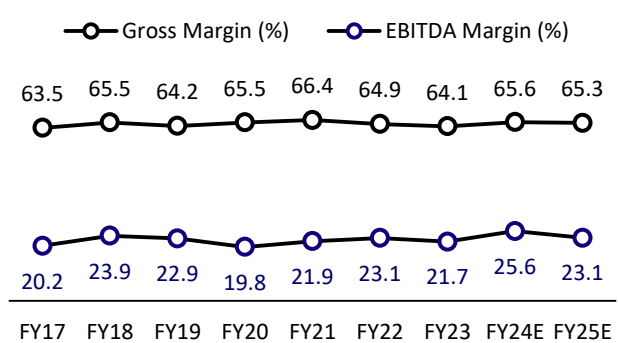
Source: Company, MOFSL

Exhibit 11: US sales to witness ~10.5% CAGR from FY23-25



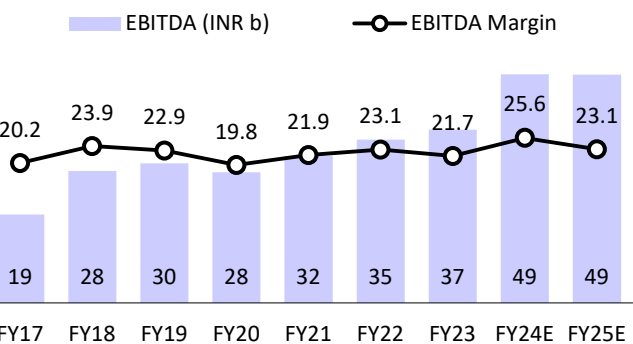
Source: Company, MOFSL

Exhibit 12: EBITDA margin to expand 140bp over FY23-25



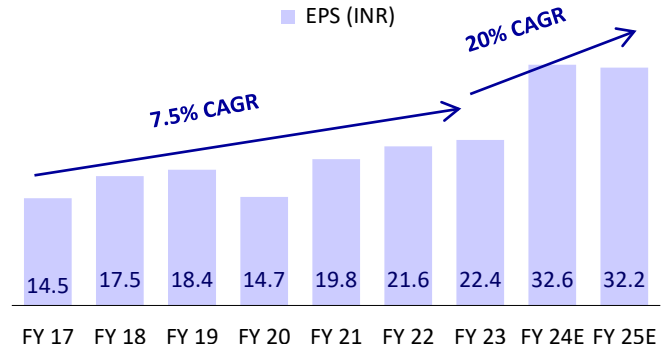
Source: Company, MOFSL

Exhibit 13: Expect 15% CAGR in EBITDA over FY23-25



Source: Company, MOFSL

Exhibit 14: Expect 20% EPS CAGR over FY23-25



Source: Company, MOFSL

Financials and valuations

Income Statement									(INR b)	
Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Net Sales	97.5	94.3	119.4	131.7	142.5	145.0	152.7	172.4	192.8	212.9
Change (%)	12.9	-3.3	26.6	10.3	8.3	1.7	5.3	12.9	11.9	10.4
Total Expenditure	74.5	75.3	90.9	101.5	114.4	113.2	117.4	135.0	143.5	163.7
% of Sales	76.5	79.8	76.1	77.1	80.2	78.1	76.9	78.3	74.4	76.9
EBITDA	23.0	19.0	28.5	30.1	28.2	31.8	35.2	37.4	49.4	49.3
Margin (%)	23.5	20.2	23.9	22.9	19.8	21.9	23.1	21.7	25.6	23.1
Depreciation	3.0	3.8	5.4	6.0	7.0	7.1	7.1	7.2	7.6	7.9
EBIT	19.9	15.3	23.1	24.2	21.2	24.7	28.1	30.2	41.8	41.4
Int. and Finance Charges	0.5	0.5	0.9	1.9	3.4	1.6	1.3	1.3	0.5	0.4
Other Income - Rec.	0.9	1.3	1.1	2.0	1.1	0.5	2.2	1.9	1.8	1.9
PBT before EO Expense	20.4	16.1	23.3	24.2	18.9	23.5	29.1	30.7	43.1	43.0
EO Expense/(Income)	0.0	0.0	0.0	0.4	4.0	0.0	0.7	4.8	-0.4	0.0
PBT after EO Expense	20.4	16.1	23.3	23.8	15.0	23.5	28.4	25.9	43.5	43.0
Current Tax	4.3	1.3	5.6	5.3	3.2	1.1	5.1	5.9	9.6	9.9
Deferred Tax	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Tax	4.3	1.3	5.6	5.3	3.2	1.1	5.1	5.9	9.6	9.9
Tax Rate (%)	21.1	8.0	24.2	22.3	21.4	4.8	18.0	22.7	22.0	23.0
Reported PAT	16.1	14.8	18.3	18.5	11.8	22.4	23.3	20.0	34.0	33.1
Less: Minority Interest	0.3	0.3	0.3	0.0	0.0	2.1	0.8	0.4	0.3	0.1
PAT from Discontinued operations						1.0	22.5			
Net Profit	15.8	14.5	17.9	18.5	11.8	21.3	44.9	19.6	33.7	33.0
PAT Adj for EO Items	15.8	14.9	17.9	18.8	15.0	20.3	22.1	22.9	33.4	33.0
Change (%)	37.7	-5.8	20.6	4.8	-20.0	34.8	8.9	3.9	45.4	-1.1
Margin (%)	16.2	15.8	15.0	14.3	10.6	14.0	14.5	13.3	17.3	15.5

Balance Sheet									(INR b)	
Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Total Reserves	56.0	68.6	86.4	102.8	102.7	128.9	169.0	174.1	209.9	235.7
Net Worth	57.0	69.6	87.4	103.9	103.8	129.9	170.0	175.2	210.9	236.8
Minority Interest	1.4	1.6	1.9	12.9	13.3	19.4	20.5	21.7	21.7	21.7
Deferred liabilities	-3.2	-4.0	-6.4	-7.2	-6.4	-9.5	-9.4	-10.7	-10.7	-10.7
Total Loans	22.6	51.7	53.3	74.1	73.2	40.5	45.8	17.0	16.0	16.0
Capital Employed	77.8	118.8	136.3	183.7	183.9	180.2	226.9	203.2	238.0	263.9
Gross Block	52.2	75.2	87.7	150.5	158.2	164.3	172.6	173.2	186.7	194.7
Less: Accum. Deprn.	14.8	17.5	22.9	28.9	35.8	42.9	50.1	57.3	64.7	72.5
Net Fixed Assets	37.4	57.7	64.8	121.6	122.3	121.3	122.5	115.9	121.9	122.2
Capital WIP	9.5	15.4	15.3	8.4	7.4	7.8	6.6	11.3	6.2	3.6
Investments	2.2	3.9	4.7	6.7	7.7	8.3	32.9	15.5	15.5	15.5
Curr. Assets	51.3	70.2	86.6	88.4	91.0	90.6	105.0	104.2	153.2	190.2
Inventory	13.4	18.0	23.9	26.9	27.9	32.4	37.2	34.1	47.8	58.7
Account Receivables	17.5	22.8	32.1	39.5	36.6	31.3	33.4	44.2	48.8	64.5
Cash and Bank Balance	6.4	15.4	13.1	5.5	9.6	8.9	11.1	5.7	36.5	46.9
Loans & Advances	14.0	13.9	17.5	16.5	16.8	18.1	23.3	20.2	20.2	20.2
Curr. Liability & Prov.	22.5	28.3	35.1	41.5	44.4	47.9	40.1	43.6	58.7	67.7
Account Payables	22.0	27.7	34.1	40.1	42.0	44.6	36.4	40.0	55.1	64.0
Provisions	0.5	0.6	1.0	1.4	2.4	3.3	3.7	3.7	3.7	3.7
Net Current Assets	28.8	41.9	51.5	46.9	46.5	42.7	64.9	60.5	94.5	122.6
Appl. of Funds	77.8	118.8	136.3	183.7	183.9	180.2	226.9	203.2	238.0	263.9

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
EPS	15.4	14.5	17.5	18.4	14.7	19.8	21.6	22.4	32.6	32.2
Cash EPS	18.4	17.9	22.8	23.9	18.3	27.8	50.8	26.3	40.3	39.9
BV/Share	55.7	68.0	85.4	101.5	101.4	126.9	166.1	171.1	206.0	231.3
DPS	3.2	3.6	3.6	3.6	3.6	3.6	4.6	6.0	5.4	5.8
Payout (%)	20.7	24.8	20.5	19.6	24.5	18.2	21.3	26.8	16.6	18.0
Valuation (x)										
P/E	42.3	44.9	37.2	35.5	44.4	32.9	30.2	29.1	18.4	18.6
Cash P/E	35.5	36.5	28.6	27.3	35.6	23.5	12.8	24.8	14.9	15.0
P/BV	11.7	9.6	7.6	6.4	6.4	5.1	3.9	3.8	2.9	2.6
EV/Sales	7.0	7.4	5.9	5.5	5.1	4.8	4.4	3.8	3.0	2.7
EV/EBITDA	29.7	36.8	24.7	24.2	25.7	21.7	19.0	17.7	11.7	11.5
Dividend Yield (%)	0.5	0.6	0.6	0.6	0.6	0.6	0.7	0.9	0.9	1.0
Return Ratios (%)										
RoE	31.7	23.0	22.9	19.3	11.3	17.4	14.7	13.3	17.3	14.7
RoCE	22.6	15.2	14.0	12.8	9.9	13.8	12.9	12.1	16.2	13.9
RoIC	28.1	19.6	18.7	14.1	10.3	15.0	13.9	13.4	18.6	16.9
Working Capital Ratios										
Asset Turnover (x)	1.3	0.8	0.9	0.7	0.8	0.8	0.7	0.8	0.8	0.8
Fixed Asset Turnover (x)	2.8	2.0	1.9	1.4	1.2	1.2	1.3	1.4	1.6	1.7
Debtor (Days)	63	76	84	99	97	82	77	82	88	97
Inventory (Days)	54	61	64	70	70	76	83	76	78	91
Working Capital T/O (Days)	84	102	117	115	94	85	129	116	110	130
Leverage Ratio (x)										
Net Debt/Equity	0.3	0.5	0.5	0.8	0.7	0.3	0.2	0.1	-0.1	-0.1

E: MOFSL Estimates

Cash Flow Statement

(INR b)

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Oper. Profit/(Loss) bef.Tax	23.0	19.0	28.5	30.1	28.2	31.8	35.2	37.4	49.4	49.3
Interest/Dividends Recd.	0.9	1.3	1.1	2.0	1.1	0.5	2.2	1.9	1.8	1.9
Direct Taxes Paid	-4.3	-1.3	-5.6	-5.3	-3.2	-1.1	-5.1	-5.9	-9.6	-9.9
(Inc)/Dec in WC	-3.6	-4.1	-11.8	-3.1	4.6	3.0	-20.0	-1.0	-3.2	-17.7
CF from Operations	16.0	14.9	12.1	23.7	30.7	34.1	12.4	32.4	38.4	23.6
EO Expense / (Income)	0.0	0.0	0.0	0.4	4.0	0.0	0.7	4.8	-0.4	0.0
Others	2.9	-1.8	-2.9	-10.5	-1.6	0.0	0.0	0.0	0.0	0.0
CF from Operating incl EO Exp.	18.9	13.1	9.2	12.8	25.1	34.1	11.7	27.6	38.8	23.6
(inc)/dec in FA	-8.4	-29.9	-12.4	-55.9	-6.7	-6.5	-7.1	-5.3	-8.4	-5.6
Free Cash Flow	10.5	-16.8	-3.2	-43.1	18.4	27.6	4.6	22.3	30.4	18.0
(Pur)/Sale of Investments	-0.6	-1.7	-0.9	-2.0	-0.9	-0.7	-24.6	17.4	0.0	0.0
Others	0.4	2.9	3.5	15.5	-2.5	0.0	0.0	0.0	0.0	0.0
CF from Investments	-8.6	-28.7	-9.7	-42.4	-10.1	-7.2	-31.7	12.1	-8.4	-5.6
Inc/(Dec) in Debt	-1.4	29.3	2.0	31.7	-0.4	-26.8	6.5	-27.6	-1.0	0.0
Interest Paid	-0.5	-0.5	-0.9	-1.9	-3.4	-1.6	-1.3	-1.3	-0.5	-0.4
Dividend Paid	-3.9	-4.4	-4.4	-3.7	-4.3	-4.4	-5.7	-7.4	-6.7	-7.2
Others	-3.6	-1.2	3.9	-7.3	-2.8	5.1	22.6	-8.7	8.5	-0.1
CF from Fin. Activity	-9.3	23.2	0.5	18.8	-10.9	-27.7	22.2	-45.0	0.3	-7.6
Inc/Dec of Cash	1.0	7.6	0.0	-10.7	4.0	-0.8	2.2	-5.3	30.8	10.4
Add: Beginning Balance	7.4	8.4	15.9	15.9	7.8	11.8	11.0	13.2	7.9	38.6
Closing Balance	8.4	15.9	15.9	7.8	11.8	11.0	13.2	7.9	38.6	49.0
Cash and bank balances	2.0	0.5	2.7	2.3	2.1	2.1	2.1	2.1	2.1	2.1
Total Cash & Cash Eq	6.4	15.4	13.1	5.5	9.6	8.9	11.1	5.7	36.5	46.9

E: MOFSL Estimates

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NOTES

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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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