ONGC

BUY

At attractive valuation

Concerns over lack of crude oil production growth still persist. However, we expect re-rating of ONGC as fears of subsidy burden have allayed. Adjusting for its investments (OVL+ other) the stock is trading at 6.8x FY21E standalone EPS. This indicates strong pessimism and we expect re-rating of upstream companies. Maintain BUY.

HIGHLIGHTS OF THE QUARTER

- Q4FY19 Revenue/EBITDA were up 11.6/8.7% YoY to Rs 267.58/123.71bn owing to 5.6% jump in oil price realisation to Rs 4,365/bbl and NG realisation was up 20.2% YoY to USD3.5/mmbtu. Crude oil sales volumes were down 0.7% YoY to 5.9mmt. APAT was down 31.6% YoY and came to Rs 40.45bn owning to 19.4% and 50.5% increase in Exploration write-off and depreciation and depletion cost.
- EBITDA was 11% below our estimates owing to (1) Unpaid royalty of Rs 10.14bn on behalf of its JV partner (Vedanta) from 15-Aug-18 to 31-Dec-18 that has wholly been accounted for in Q4, (2) Rs 6bn of provision made towards arbitration case against GoI relating to certain disputes and claims arising in connection with Production Sharing Contracts of PMT fields. Adjusting for the one-off expenses and provisions, EBITDA stood at Rs 139.85bn, which was in-line with our estimates.
- Revenue for FY19 was up 29% YoY to Rs 1,096.55bn owing to 34% jump in oil price realisation to Rs 4,766/bbl and NG realisation was up 19.1% YoY to USD3.32/mmbtu. Crude oil sales volumes were down 5% YoY to 22.5mmt and gas sales volume was up 5.1% to 20.5bcm.
- **Near-term outlook:** Stock performance will move in tandem with the crude prices in the absence of subsidy sharing.

STANCE

Upstream companies were out of flavour despite realizing market price for crude oil, mainly on account of lower provisioning of budgetary support in FY19 (Rs 248bn). The subsidy sharing concern allayed when the Govt. committed to settle Rs 430bn of subsidy from its own pocket. We do not foresee any subsidy sharing burden on upstream companies if crude oil prices remain below USD80/bbl. In the absence of overhang of subsidy sharing, upstream companies should be re-rated. Our TP is Rs 191/sh (8x Mar-21E standalone core EPS (adj. for dividend income), + OVL EPS and Rs 39 from other investments).

Financial Summary (Standalone)

(Rs bn)	4QFY19	4QFY18	YoY (%)	3QFY19	QoQ (%)	FY18	FY19P	FY20E	FY21E
Revenues	267.58	239.70	11.6	276.94	(3.4)	850.04	1,096.55	1,080.39	1,110.08
EBITDA	123.71	113.82	8.7	165.71	(25.3)	440.19	594.63	565.11	566.77
APAT	40.45	59.16	(31.6)	82.63	(51.0)	199.45	267.16	259.38	265.44
AEPS (Rs)	3.2	4.7	(31.6)	6.6	(51.0)	15.9	21.2	20.6	21.1
P/E (x)						10.8	8.1	8.3	8.2
EV/EBITDA (x)						4.8	3.6	3.8	3.7
RoE (%)						10.5	13.5	12.3	11.8

Source: Company, HDFC sec Inst Research

INDUSTRY	OIL & GAS
CMP *(as on 31 May 2019)*	Rs 172
Target Price	Rs 191
Nifty	11,923
Sensex	39,714
KEY STOCK DATA	
Bloomberg	ONGC IN
No. of Shares (mn)	12,580
MCap (Rs bn) / ($ mn)	2,163/30,937
6m avg traded value (Rs mn)	2,136
STOCK PERFORMANCE (%)	
52 Week high / low	Rs 185/128

	3M	6M	12M
Absolute (%)	15.7	22.6	(3.3)
Relative (%)	4.9	12.8	(15.8)

SHAREHOLDING PATTERN (%)

	Dec-18	Mar-19
Promoters	68.64	64.25
FIs & Local MFs	11.80	15.73
FPIs	5.89	6.47
Public & Others	13.67	13.55
Pledged Shares	0.00	0.00

Source : BSE

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Revenue was up 11.6% YoY owing to a 5.6% jump in oil price realisation to Rs 4,365/bbl and 20.2% YoY increase in NG realisation to USD3.5/mmbtu

ONGC declared total dividend of Rs Rs 7 for FY19 at a payout of 39%

Quarterly Financial Snapshot

(Rs bn)	4QFY19	4QFY18	YoY (%)	3QFY19	QoQ (%)	FY19	FY18	YoY (%)
Net Sales	**267.58**	**239.70**	***11.6***	**276.94**	***(3.4)***	**1,096.55**	**850.04**	***29.0***
Statutory Levy	71.88	57.64	*24.7*	59.73	*20.3*	265.00	200.98	*31.9*
Employee Expenses	7.83	7.48	*4.7*	6.78	*15.5*	27.06	25.03	*8.1*
Other Operating Expenses	64.17	60.76	*5.6*	44.73	*43.5*	209.85	183.83	*14.2*
EBIDTA	**123.71**	**113.82**	***8.7***	**165.71**	***(25.3)***	**594.63**	**440.20**	***35.1***
Exploration write off	36.25	30.36	*19.4*	26.74	*35.6*	87.57	70.32	*24.5*
Depreciation, depletion	48.83	32.45	*50.5*	34.77	*40.4*	157.79	144.70	*9.0*
EBIT	**38.63**	**51.01**	*(24.3)*	**104.19**	*(62.9)*	**349.27**	**225.18**	*55.1*
Interest Cost	5.34	5.94	*(10.2)*	5.81	*(8.1)*	24.92	15.08	*65.2*
Other Income (Incl EO Items)	22.50	37.34	*(39.7)*	22.25	*1.2*	75.19	78.84	*(4.6)*
PBT	**55.79**	**82.41**	***(32.3)***	**120.63**	***(53.8)***	**399.54**	**288.93**	***38.3***
Tax	15.34	23.25	*(34.0)*	38.00	*(59.6)*	132.38	89.47	*48.0*
RPAT	**40.45**	**59.16**	***(31.6)***	**82.63**	***(51.0)***	**267.16**	**199.46**	***33.9***
EO (Loss) / Profit (Net Of Tax)	-	-		-		-	-	
APAT	**40.45**	**59.16**	***(31.6)***	**82.63**	***(51.0)***	**267.16**	**199.46**	***33.9***
AEPS	**3.2**	**4.7**	***(31.6)***	**6.6**	***(51.0)***	**20.9**	**15.9**	***31.6***

Source: Company, HDFC sec Inst Research

Margin Analysis

	4QFY19	4QFY18	YoY (bps)	3QFY19	QoQ (bps)	FY19	FY18	YoY (bps)
Statutory levy as % of Net Sales	26.9	24.0	*282*	21.6	*529*	24.2	23.6	*52*
Employee Expenses as % of Net Sales	2.9	3.1	*(19)*	2.4	*48*	2.5	2.9	*(48)*
Other Operating Expenses as % of Net Sales	24.0	25.3	*(137)*	16.1	*783*	19.1	21.6	*(249)*
EBIDTA Margin (%)	46.2	47.5	*(125)*	59.8	*(1,360)*	54.2	51.8	*244*
Net Profit Margin (%)	15.1	24.7	*(956)*	29.8	*(1,472)*	24.4	23.5	*90*
Tax Rate (%)	27.5	28.2	*(72)*	31.5	*(400)*	33.1	31.0	*217*

Source: Company, HDFC sec Inst Research

Gas production was up 9% YoY owing to higher production from fields like WO-16, S1/Vasishta and Daman

Gas production is expected to increase by 4.5%YoY in FY21E with increase in production from WO fields and 98/2 KG field

Physical Performance

	4QFY19	4QFY18	*YoY (%)*	3QFY19	*QoQ (%)*	FY19	FY18	YoY (%)
Oil sales volumes from nominated blocks (mmt)	4.6	4.9	*(6.5)*	4.6	*(0.0)*	18.5	19.7	*(6.2)*
Oil sales volumes from JV (mmt)	1.3	1.0	*27.8*	0.8	*62.1*	4.0	3.9	*1.4*
Total Oil (mnT)	**5.9**	**5.9**	***(0.7)***	**5.4**	***9.1***	**22.5**	**23.7**	***(4.9)***
Gas sales volumes from nominated blocks (bcm)	5.0	4.6	*9.0*	5.1	*(2.7)*	19.6	18.6	*5.6*
Gas sales volumes from JV (bcm)	0.3	0.2	*7.7*	0.2	*15.5*	0.9	0.9	*(5.7)*
Total Gas (BCM)	**5.2**	**4.8**	***8.9***	**5.3**	***(2.0)***	**20.5**	**19.5**	***5.1***
Gross oil realisation (USD/bbl)	61.9	64.3	*(3.6)*	66.4	*(6.7)*	68.2	55.2	*23.6*
Net oil realisation (USD/bbl)	61.9	64.3	*(3.6)*	66.4	*(6.7)*	69.9	64.5	*8.4*
Net oil realisation (Rs/bbl)	4,365	4,133	*5.6*	4,767	*(8.4)*	4,766	3,557	*34.0*

Source: Company, HDFC sec Inst Research

Key variables for ONGC:
1) Net oil realisations
2) Exchange rate

FY20E EPS (Standalone) Sensitivity With Crude Prices, INR-USD

Brent ($/bbl)	INR-USD				
	66	**68**	**70**	**72**	**74**
55	12.6	14.1	15.5	17.0	18.5
60	15.0	16.5	18.1	19.6	21.1
65	17.4	19.0	**20.6**	22.2	23.8
70	19.8	21.5	23.2	24.8	26.5
75	22.2	24.0	25.7	27.5	29.2

FY21E EPS (Standalone) Sensitivity With Crude Prices, INR-USD

Brent($/bbl)	INR-US$				
	66	**68**	**70**	**72**	**74**
55	12.2	13.4	14.7	16.0	17.2
60	15.2	16.6	17.9	19.2	20.6
65	18.2	19.7	**21.1**	22.5	24.0
70	21.2	22.8	24.3	25.8	27.4
75	24.3	25.9	27.5	29.1	30.7

OVL-FY20E EPS Sensitivity To Crude Oil Prices, INR-USD

Brent($/bbl)	INR-USD				
	66	**68**	**70**	**72**	**74**
55	0.9	0.9	1.0	1.0	1.0
60	1.1	1.2	1.2	1.2	1.3
65	1.3	1.4	**1.4**	1.5	1.5
70	1.6	1.6	1.7	1.7	1.8
75	1.8	1.8	1.9	2.0	2.0

OVL-FY21E EPS Sensitivity To Crude Oil Prices, INR-USD

Brent($/bbl)	INR-USD				
	66	**68**	**70**	**72**	**74**
55	0.9	1.0	1.0	1.0	1.1
60	1.1	1.2	1.2	1.3	1.3
65	1.4	1.4	**1.5**	1.5	1.6
70	1.6	1.7	1.7	1.8	1.9
75	1.8	1.9	2.0	2.0	2.1

FY20E EPS (Standalone + OVL) Sensitivity To Crude Prices, INR-USD

Brent($/bbl)	INR-USD				
	66	**68**	**70**	**72**	**74**
55	13.5	15.0	16.5	18.0	19.5
60	16.1	17.7	19.3	20.9	22.4
65	18.7	20.4	**22.1**	23.7	25.4
70	21.4	23.1	24.8	26.6	28.3
75	24.0	25.8	27.6	29.4	31.2

FY21E EPS (Standalone + OVL) Sensitivity To Crude Prices, INR-USD

Brent($/bbl)	INR-USD				
	66	**68**	**70**	**72**	**74**
55	13.1	14.4	15.7	17.0	18.3
60	16.4	17.7	19.1	20.5	21.9
65	19.6	21.1	**22.6**	24.1	25.6
70	22.8	24.4	26.0	27.6	29.2
75	26.1	27.8	29.5	31.2	32.8

Base case assumptions for FY20/21E: (1) Net oil price realisation at USD 65/bbl, (2) INR-USD at 70 for FY20 and FY21.

At base case, our target price for ONGC is Rs 191/sh (8x 12 months rolling forward core EPS (Adj. for dividend income) + OVL EPS and Rs 39/sh from investments).

Share of gas with higher realisation is expected to increase from the current 4% to ~10% in FY21E in volume terms

We expect domestic gas prices to increase by ~7% in FY21

Assumptions

	FY16	FY17	FY18	FY19	FY20E	FY21E
ONGC Standalone						
Sales Volumes						
Crude - nominated (mnT)	19.8	19.8	19.7	18.5	18.3	18.7
Crude - JV (mnT)	4.3	4.0	3.9	4.0	4.8	4.8
Gas - nominated (BCM)	16.1	17.0	18.6	19.6	20.2	21.2
Gas - JV (BCM)	1.0	0.9	0.9	0.9	0.8	0.8
Value added product (mnT)	2.8	3.2	3.3	3.6	3.9	4.3
Net oil realisation (US$/bbl)	47	50	57	69	65	65
Net oil realisation (Rs/bbl)	2,883	3,373	3,695	4,817	4,550	4,550
Cess on crude (Rs/t)	4,500	4,020	4,742	6,182	5,839	5,839
Gas realisation (US$/mmbtu)	4.2	3.1	2.8	3.3	3.5	3.5

Source: Company, HDFC sec Inst Research

Change In Estimates

Rs bn	FY20E Old	FY20E New	*Ch%*	FY21E Old	FY21E New	*Ch%*
Net Revenues	1,071.84	1,080.39	*0.8*	1,096.07	1,110.08	*1.3*
EBITDA	541.91	565.11	*4.3*	546.15	566.77	*3.8*
APAT	265.53	259.38	*-2.3*	269.04	265.44	*-1.3*
AEPS	21.11	20.62	*-2.3*	21.39	21.10	*-1.3*

Source: HDFC sec Inst Research

FY20E capex is expected to be ~Rs. 330bn. Current standalone debt stands at Rs.215bn, down from Rs 255.92bn in FY18

Valuation (Based On Mar-21E)

Business	EPS (Rs/sh)	Target P/E	Value (Rs/sh)	Basis
ONGC standalone EPS	17.5	8.0	140	x Mar 21E EPS
OVL EPS	1.5	8.0	12	x Mar 21E EPS
Total			**152**	

Traded Investments	Shares (Mn)	CMP	Value (Rs mn)	Value (Rs/sh)	Basis
Value of traded Investments					
MRPL	1,254.4	62.0	62,220	5	20% Discount to CMP
IOCL	1,337.2	161.0	1,72,231	13	20% Discount to CMP
GAIL	108.9	358.0	31,191	2	20% Discount to CMP
Petronet	187.5	242.0	36,300	3	20% Discount to CMP
HPCL	778.8	317.0	1,97,515	16	20% Discount to CMP
Value of traded investments			**4,99,457**	**39**	
Value Per Share				**191**	

Source: HDFC sec Inst Research

Peer Set Comparison

	MCap (Rs bn)	CMP (Rs)	RECO	TP (Rs)	Upside %	EPS (Rs/sh)				P/E (x)				P/BV (x)				ROE (%)			
						FY18	FY19	FY20E	FY21E	FY18	FY19	FY20E	FY21E	FY18	FY19P	FY20E	FY21E	FY18	FY19P	FY20E	FY21E
Reliance Industries	8,437	1,330	BUY	1,535	15.3	53.0	55.5	66.8	69.1	25.1	24.0	19.9	19.3	19.5	18.5	15.6	15.0	11.1	9.8	10.0	9.5
ONGC	**2,163**	**172**	**BUY**	**191**	**11.2**	**15.9**	**21.7**	**32.5**	**32.7**	**10.8**	**8.1**	**8.3**	**8.2**	**1.1**	**1.1**	**1.0**	**0.9**	**10.5**	**13.5**	**12.3**	**11.8**
Indian Oil Corp	1,497	166	BUY	190	16.5	22.8	18.4	18.9	21.1	7.1	8.9	8.6	7.7	1.4	1.4	1.3	1.2	19.9	15.4	15.3	15.8
BPCL	802	409	NEU	409	0.3	41.6	36.3	33.8	34.3	9.8	11.3	12.1	11.9	2.3	2.2	2.0	1.8	25.6	20.1	17.3	16.0
GAIL	810	361	BUY	408	13.8	20.4	27.7	27.6	29.6	17.6	13.0	13.0	12.1	2.0	1.8	1.7	1.5	11.7	14.8	13.5	13.3
HPCL	485	324	BUY	346	8.8	41.7	39.6	32.7	35.1	7.6	8.0	9.7	9.1	2.0	1.7	1.5	1.4	28.7	23.1	16.7	16.1
Petronet LNG	365	247	BUY	345	42.0	13.9	14.4	16.6	20.3	17.5	16.9	14.7	12.0	3.7	3.6	3.5	3.2	23.3	21.8	24.1	27.7
Indraprastha Gas	236	337	BUY	385	14.1	9.6	11.2	12.7	14.2	35.2	30.0	26.6	23.8	6.7	5.7	5.0	4.4	20.9	20.6	20.1	19.7
Oil India	195	180	BUY	234	30.6	24.6	33.4	32.2	32.6	7.3	5.4	5.6	5.5	0.7	0.7	0.6	0.6	9.4	13.0	11.8	10.7
Gujarat Gas	126	183	BUY	222	21.1	4.2	6.1	8.8	11.1	43.3	29.8	20.8	16.5	6.7	5.8	4.7	3.8	16.5	20.9	24.8	25.2
GSPL	109	194	BUY	209	8.0	11.9	14.1	14.4	14.7	16.4	13.8	13.5	13.2	2.2	1.9	1.7	1.6	14.0	14.7	13.4	12.5
Mahanagar Gas	88	892	BUY	1,113	24.5	48.4	55.3	56.7	58.6	18.5	16.2	15.8	15.3	4.2	3.7	3.2	2.9	24.3	24.3	21.9	20.0

Source: HDFC sec Inst Research

Standalone Income Statement

Rs bn	FY17	FY18	FY19	FY20E	FY21E
Net Revenues	**779.08**	**850.04**	**1,096.55**	**1,080.39**	**1,110.08**
Growth %	***0.2***	***9.1***	***29.0***	***(1.5)***	***2.7***
Statutory Levies	208.66	200.98	265.00	261.26	268.66
Employee Cost	23.99	25.03	27.06	27.60	28.15
Other Operating Expenses	185.10	183.83	209.85	226.42	246.50
EBITDA	**361.33**	**440.19**	**594.63**	**565.11**	**566.77**
EBITDA Margin %	***46.4***	***51.8***	***54.2***	***52.3***	***51.1***
EBITDA Growth %	***(4.7)***	***21.8***	***35.1***	***(5.0)***	***0.3***
Depreciation	172.44	215.02	245.35	238.30	236.53
EBIT	**188.89**	**225.17**	**349.27**	**326.81**	**330.24**
Other Income Incl EO	75.48	78.84	75.19	77.30	77.26
Interest	12.22	15.08	24.92	16.20	10.53
PBT	**252.16**	**288.925**	**399.54**	**387.91**	**396.97**
Tax	73.16	89.47	132.38	128.53	131.53
RPAT	**179.00**	**199.45**	**267.16**	**259.38**	**265.44**
APAT	**179.00**	**199.45**	**267.16**	**259.38**	**265.44**
APAT Growth (%)	***(3.1)***	***11.4***	***33.9***	***(2.9)***	***2.3***
AEPS	**14.2**	**15.9**	**21.2**	**20.6**	**21.1**
EPS Growth %	***(3.1)***	***11.4***	***33.9***	***(2.9)***	***2.3***

Source: Company, HDFC sec Inst Research

Standalone Balance Sheet

Rs bn	FY17	FY18	FY19P	FY20E	FY21E
SOURCES OF FUNDS					
Share Capital	64.17	64.17	62.90	62.90	62.90
Reserves	1,791.22	1,869.68	1,967.02	2,108.65	2,256.34
Total Shareholders' Funds	**1,855.38**	**1,933.85**	**2,029.93**	**2,171.55**	**2,319.24**
Long-term Debt	-	-	-	-	-
Short-term Debt	-	255.92	215.94	135.94	85.94
Total Debt	**-**	**255.92**	**215.94**	**135.94**	**85.94**
Net Deferred Taxes	221.63	262.59	280.70	280.70	280.70
Long Term Provisions & Others	203.14	222.22	244.55	244.55	244.55
TOTAL SOURCES OF FUNDS	**2,280.16**	**2,674.59**	**2,771.12**	**2,832.74**	**2,930.43**
APPLICATION OF FUNDS					
Net Fixed Assets And Producing Assets	**1,047.19**	**1,195.16**	**1,242.45**	**1,373.55**	**1,514.81**
Capital WIP/Development Well In Progress	**349.56**	**353.84**	**350.50**	**315.50**	**285.50**
Long-term Loans And Advances	28.07	21.33	10.46	10.46	10.46
Other Non-current Assets	243.45	269.48	286.22	276.22	266.72
Investments	505.15	857.31	848.82	848.82	848.82
Inventory	61.65	66.89	77.49	76.35	78.45
Debtors	64.76	77.73	84.40	83.16	85.44
Cash & Equivalents	131.45	10.13	5.04	28.81	39.97
Loans And Advances	14.27	14.02	6.34	6.97	7.67
Other Current Assets	26.94	46.40	110.63	99.57	89.61
Total current assets	**299.07**	**215.17**	**283.90**	**294.86**	**301.14**
Creditors	51.55	73.35	88.25	86.95	89.34
Other Current Liabilities	140.79	164.35	162.98	199.71	207.67
Total Current Liabilities	**192.33**	**237.70**	**251.23**	**286.66**	**297.01**
Net Current Assets	**106.74**	**(22.53)**	**32.67**	**8.19**	**4.13**
TOTAL APPLICATION OF FUNDS	**2,280.16**	**2,674.59**	**2,771.12**	**2,832.74**	**2,930.43**

Source: Company, HDFC sec Inst Research

Standalone Cash Flow

Rs bn	FY17	FY18	FY19P	FY20E	FY21E
Reported PBT	252.16	288.92	399.54	387.91	396.97
Non-operating & EO Items	(75.48)	(78.84)	(75.19)	(77.30)	(77.26)
Interest Expenses	12.22	15.08	24.92	16.20	10.53
Depreciation	172.44	215.02	245.35	238.30	236.53
Working Capital Change	66.77	63.46	(4.08)	58.25	24.72
Tax Paid	(73.16)	(89.47)	(132.38)	(128.53)	(131.53)
OPERATING CASH FLOW (a)	**354.94**	**414.18**	**458.16**	**494.83**	**459.97**
Capex	(281.78)	(366.88)	(283.37)	(334.41)	(347.79)
Free Cash Flow (FCF)	*73.16*	*47.30*	*174.79*	*160.42*	*112.18*
Investments	(143.19)	(315.81)	8.49	-	-
Non-operating Income	75.48	78.84	75.19	77.30	77.26
Others	121.97	(67.75)	(95.61)	-	-
INVESTING CASH FLOW (b)	(227.52)	(671.60)	(295.31)	(257.11)	(270.53)
Debt Issuance/(Repaid)	-	255.92	(39.99)	(80.00)	(50.00)
Interest Expenses	12.22	15.08	24.92	16.20	10.53
FCFE	85.38	318.31	159.72	96.62	72.71
Share Capital Issuance	-	-	(1.26)	-	-
Dividend	**(113.36)**	**(104.74)**	**(103.03)**	**(117.75)**	**(117.75)**
Others	**(24.43)**	**(30.17)**	**(48.58)**	**(32.40)**	**(21.06)**
FINANCING CASH FLOW (c)	(125.57)	136.09	(167.94)	(213.95)	(178.28)
NET CASH FLOW (a+b+c)	**1.85**	**(121.32)**	**(5.09)**	**23.77**	**11.16**
Closing Cash & Equivalents	**131.45**	**10.13**	**5.04**	**28.81**	**39.97**

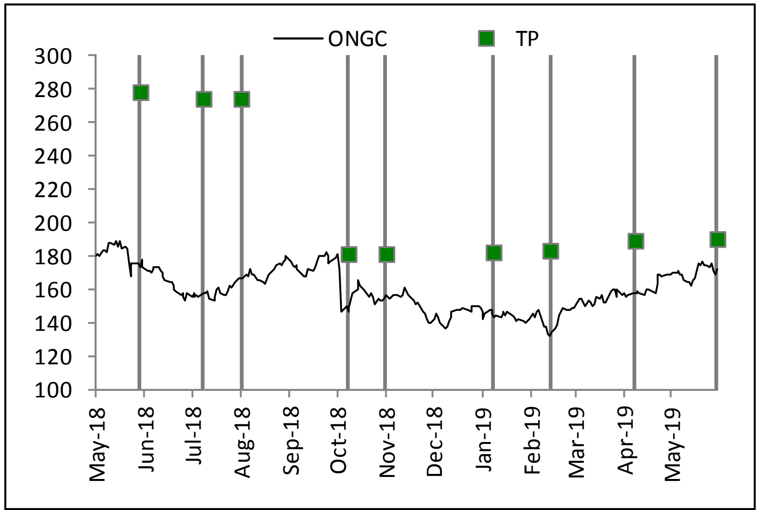
Source: Company, HDFC sec Inst Research

Standalone Key Ratios

Ratio	FY17	FY18	FY19P	FY20E	FY21E
PROFITABILITY %					
EBITDA Margin	46.4	51.8	54.2	52.3	51.1
EBIT Margin	24.2	26.5	31.9	30.2	29.7
APAT Margin	23.0	23.5	24.4	24.0	23.9
RoE	10.2	10.5	13.5	12.3	11.8
RoCE	8.7	8.5	10.4	9.6	9.5
RoIC	8.6	9.1	12.6	11.3	11.1
EFFICIENCY					
Tax Rate %	29.0	31.0	33.1	33.1	33.1
Fixed Asset Turnover (x)	0.4	0.5	0.5	0.5	0.5
Inventory (days)	28.9	28.7	25.8	25.8	25.8
Debtor (days)	30.3	33.4	28.1	28.1	28.1
Other Current Assets (days)	19.3	25.9	38.9	36.0	32.0
Payables (days)	24.2	31.5	29.4	29.4	29.4
Other Curr Liab & Prov (days)	66.0	70.6	54.3	67.5	68.3
Cash Conversion Cycle (days)	(11.6)	(14.0)	9.2	(7.0)	(11.8)
Net Debt/EBITDA (x)	(0.4)	0.6	0.4	0.2	0.1
Net D/E	(0.1)	0.1	0.1	0.0	0.0
Interest Coverage	21.6	20.2	17.0	24.9	38.7
PER SHARE DATA (Rs)					
EPS	14.2	15.9	21.2	20.6	21.1
CEPS	27.9	32.9	40.7	39.6	39.9
Book Value	147.5	153.7	161.4	172.6	184.4
Dividend	7.7	7.1	7.0	8.0	8.0
VALUATION					
P/E (x)	12.1	10.8	8.1	8.3	8.2
P/Cash EPS (x)	6.2	5.2	4.2	4.3	4.3
P/BV (x)	1.2	1.1	1.1	1.0	0.9
EV/EBITDA (x)	5.9	4.8	3.6	3.8	3.7
EV/Revenue (x)	2.6	2.8	2.2	2.1	2.0
OCF/EV (%)	17.5	17.2	19.3	21.8	20.8
FCF/EV (%)	3.6	2.0	7.4	7.1	5.1
FCFE/M Cap (%)	2.8	(10.3)	8.8	10.4	7.0
Dividend Yield	4.5	4.1	4.1	4.7	4.7

Source: Company, HDFC sec Inst Research

RECOMMENDATION HISTORY



Date	CMP	Reco	Target
31-May-18	174	BUY	279
9-Jul-18	156	BUY	275
3-Aug-18	167	BUY	275
9-Oct-18	150	BUY	182
5-Nov-18	154	BUY	182
9-Jan-19	147	BUY	183
15-Feb-19	132	BUY	184
9-Apr-19	158	BUY	190
1-Jun-19	172	BUY	191

Rating Definitions

BUY : Where the stock is expected to deliver more than 10% returns over the next 12 month period
NEUTRAL : Where the stock is expected to deliver (-)10% to 10% returns over the next 12 month period
SELL : Where the stock is expected to deliver less than (-)10% returns over the next 12 month period

Disclosure:

We, **Nilesh Ghuge, MMS & Divya Singhal, CA**, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. HSL has no material adverse disciplinary history as on the date of publication of this report. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

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Any holding in stock –No

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