

Risk-reward favorable

- Bharti Infratel (BHIN) Q1FY21 was marginally weak on account of negative energy spread and lower exit revenue. Consolidated tower additions (BHIN+42% of Indus) was at 430. New tenant's additions were negative at 366. This we believe due to lower gross additions of new tenant on account of Covid. Rental/tenant declined by 0.6% QoQ mainly due lower exit revenues. BHIN declared dividend of Rs 2.3 (Rs 10.5 for FY20, ~5.5% yield).
- BHIN's story lack growth with risk of reduction in tenancies (low probability) and rentals/tenant (mid-to-high);** though cash flows and dividend yield is healthy (~6%) and thus likely to cap downside. We foresee the risk of VIL closure a low-probability event with Govt backing in the court. **We increase our target multiple for BHIN to 15x from 12x to factor the above and broader market re-rating. Reiterate BUY with revised TP of Rs 251 @ 15x FY22E EPS (earlier Rs 220 @ 12x).**

Financial highlights

BHIN reported Rev/EBITDA/APAT of Rs 35.0/17.7/7.04bn viz. -5.6/-6.8/-20.7% YoY. APAT trailed EBITDA due to lower other income and higher tax rate (25% vs. 20%). Core rental revenue/EBITDA decline was lower at -0.8/-1.4% YoY. Performance would have been better but for receipt of lower exit revenue at Rs 540mn (vs. avg ~Rs 1bn) due to delay in collections from VIL. BHIN as a policy accounts exit revenue on receipt basis.

Survivability of VIL – key to re-rating

BHIN's future hinges on the continuity of VIL. Shutdown of VIL may significantly impact the business of BHIN. For BHIN+100% Indus it may lead to ~40-45% reduction in tenancies in our view. However, in the short-term this risk is limited with VIL making Rs 78bn payments towards AGR dues. Covid disruption to economy reduces the chances of VIL's collapse, government can ill afford the shutting down of a large telco. That said, VIL exiting certain circles and thus decline in tenancies is a risk. **We foresee the possibility of re-rating in BHIN of 15-20% if SC allows defer payment option in its hearing on 10th Aug, 2020. This is feasible in our view.**

Q1FY21 Result (Rs Mn)

Particulars	Q1FY21	Q1FY20	YoY (%)	Q4FY20	QoQ (%)
Revenue	35,047	37,119	(5.6)	36,244	(3.3)
Total Expense	17,375	18,164	(4.3)	19,252	(9.7)
EBITDA	17,672	18,955	(6.8)	16,992	4.0
Depreciation	7,057	7,425	(5.0)	7,657	(7.8)
EBIT	10,615	11,530	(7.9)	9,335	13.7
Other Income	239	651	(63.3)	576	(58.5)
Interest	1,425	1,125	26.7	1,247	14.3
EBT	9,429	11,056	(14.7)	8,664	8.8
Tax	2,393	2,186	9.5	2,197	8.9
RPAT	7,036	8,870	(20.7)	6,467	8.8
APAT	7,036	8,870	(20.7)	6,467	8.8
			(bps)		(bps)
Gross Margin (%)	63.3	63.0	28	64.4	(109)
EBITDA Margin (%)	50.4	51.1	(64)	46.9	354
NPM (%)	20.1	23.9	(382)	17.8	223
Tax Rate (%)	25.4	19.8	561	25.4	2
EBIT Margin (%)	30.3	31.1	(77)	25.8	453

CMP	Rs 191
Target / Upside	Rs 251 / 32%
BSE Sensex	38,469
NSE Nifty	11,301

Script Details

Equity / FV	Rs 18,496mn / Rs 10
Market Cap	Rs 352bn
	USD 5bn
52-week High/Low	Rs 297/Rs 120
Avg. Volume (no)	11,177,100
NSE Symbol	INFRATEL
Bloomberg Code	BHIN IN

Shareholding Pattern Jun'20(%)

Promoters	53.5
MF/Banks/FIs	4.4
FII	40.6
Public / Others	1.5

Valuation (x)

	FY20A	FY21E	FY22E
P/E	10.7	12.3	12.2
EV/EBITDA	5.5	5.4	5.2
ROE (%)	23.5	20.7	19.9
RoACE (%)	16.7	13.1	13.0

Estimates (Rs mn)

	FY20A	FY21E	FY22E
Revenue	146,472	144,704	149,386
EBITDA	73,502	71,326	71,922
PAT	32,959	28,683	28,903
EPS (Rs.)	17.8	15.5	15.6

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Key highlights from the con-call and other takeaways

- **Missing growth trigger!**

Trivial growth and especially decline in rentals/tenant are key risk. A substantial number of BHIN's tenancies may be up for renewal in FY22/23. Management remains confident of arriving at a mutually beneficial position as it is not feasible for telcos to switch towers to others nor deploy significant capex of their own. Yet, we foresee the risk of rental/tenant decline partly playing out then as telco may switch to small cells etc

- **Increase in receivables off-set by lower other financial assets!**

BHIN receivables increased QoQ from Rs 20.7bn to 25.7bn. But this was off-set by lower other financials assets which declined from Rs 16.1bn to Rs 11.9bn QoQ. This was primarily on account of rise in unbilled revenues due to delay in billing on account of Covid leading to rise in other financials as of Mar'20 and receivables as of Jun'20.

- **Change in construct of energy contracts – Negative for BHIN**

BHIN a few years back had moved from pass-through energy costs model to a fixed-fee model. This enabled it invest in energy saving equipment's, efficiencies etc and benefit from a higher spread (guidance of 3-5% but had earned upto 7-8%). This was necessary for BHIN to recover the energy capex. We are not fully in cognizance with it. Cumulative energy capex of BHIN as per its annual report is < Rs 5bn vs. avg Rs 6-7bn earnings p.a. as energy spread between FY16-19.

A few of the tenants that came out of the lock-in of fixed fee model has thus reverted to pass-through model. As a result, BHIN witnessed negative energy spread in Q1FY21. Management has for full year guided energy spread as 0-3% (vs. earlier 3-5%).

- **Non-tower revenues to account for atleast 10-15% of revenues in 5 years**

BHIN annual report of FY20 talks a lot about the new revenue streams viz. smart city projects, fiber sharing, active infra sharing, small cells etc. While most of this initiatives are at early stage management believes there is a potential of this alternate revenues to contribute a minimum 10-15% of revenues in 5-years.

Fiber sharing has significant potential and BHIN is evaluating whether telco would prefer to create an alternate structure or sale and lease back from infrastructure provider. Need for fiberisation is bound to increase with the advent of 5G. As an infrastructure provider, BHIN has the financial and operating capability to service this requirement of the telco.

BHIN has completed the smart city project of Bhopal with capex of Rs 1-1.2bn. It has already started earning revenues from few of the customers and is breaking even. As more services and customers kick-in it expect to benefit in the project. BHIN would be keen to take up more cities but is dependent on the government.

Similarly, active infrastructure sharing (spectrum, microwave, antenna etc) hasn't taken off world over as telcos see this assets as critical advantage in their go to market strategy. BHIN has demonstrated the benefit of sharing these assets without impacting performance and competitiveness. However, it believes active infra sharing is 2-3 years away before it sees the light of the day from regulator, telcos, equipment suppliers etc

Exhibit 1: Change in estimates: BHIN + 100% of Indus

Rs Mn	New		Old		Change (%)		Remarks
	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E	
Rental Revenue	1,53,989	1,56,752	1,54,249	1,60,807	(0.2)	(2.5)	Change in estimates to factor lower tenancy growth and energy spread
EBITDA	1,24,141	1,26,822	1,26,704	1,31,401	(2.0)	(3.5)	
EBITDA Margin %	80.6	80.9	82.1	82.3	(148)	(139)	
PAT	43,295	44,479	44,816	48,885	(3.4)	(9.0)	

Source: DART, Company

Exhibit 2: Actual vs Estimates

Rs Mn	Actual	Estimate	% Variance	Remarks
Total Revenue	35,047	36,486	(3.9)	EBITDA and APAT were lower than estimates due to negative energy spread and lower exit revenue
Rental Revenue	22,430	22,098	1.5	
EBITDA	17,672	18,268	(3.3)	
EBITDA Margin %	78.8	82.7	(388.0)	
PAT	7,036	7,483	(6.0)	

Source: DART, Company

Exhibit 3: Consolidated Quarterly Financials

(Rs mn)	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	YoY (%)	QoQ (%)
Rental income	22,606	22,385	22,833	22,513	22,430	(0.8)	(0.4)
Energy and other reimbursements	14,513	13,991	13,900	13,731	12,617	(13.1)	(8.1)
Net Sales	37,119	36,376	36,733	36,244	35,047	(5.6)	(3.3)
Power and fuel	13,736	14,036	13,672	12,916	12,870	(6.3)	(0.4)
Employee benefits expenses	1,184	1,240	1,278	1,299	1,337	12.9	2.9
R&M expenses	1,503	1,854	1,775	1,925	1,667	10.9	(13.4)
Other expenses	1,741	463	1,236	3,112	1,501	(13.8)	(51.8)
Total Operating Expenses	18,164	17,593	17,961	19,252	17,375	(4.3)	(9.7)
EBITDA	18,955	18,783	18,772	16,992	17,672	(6.8)	4.0
EBITDA ex energy	18,178	18,828	18,544	16,177	17,925	(1.4)	10.8
Depreciation	7,425	7,453	7,036	7,657	7,057	(5.0)	(7.8)
EBIT	11,530	11,330	11,736	9,335	10,615	(7.9)	13.7
Other Income	651	349	336	576	239	(63.3)	(58.5)
Finance costs/(income)	1,125	1,251	1,384	1,247	1,425	26.7	14.3
PBT	11,056	10,428	10,688	8,664	9,429	(14.7)	8.8
Tax	2,186	793	2,701	2,197	2,393	9.5	8.9
PAT	8,870	9,635	7,987	6,467	7,036	(20.7)	8.8
Energy spread	777	(45)	228	815	(253)	(132.6)	(131.0)

Source: DART, Company

Exhibit 4: Margin Analysis

As % of Net Sales	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	YoY (bps)	QoQ (bps)
Power and fuel	37.0	38.6	37.2	35.6	36.7	(28)	(50)
Employee benefits expenses	3.2	3.4	3.5	3.6	3.8	63	34
R&M expenses	4.0	5.1	4.8	5.3	4.8	71	(8)
Other expenses	4.7	1.3	3.4	8.6	4.3	(41)	92
Total Opex	48.9	48.4	48.9	53.1	49.6	64	68
EBITDA Margin	51.1	51.6	51.1	46.9	50.4	(64)	(68)
EBITDA Margin ex energy	80.4	84.1	81.2	71.9	79.9	(50)	(130)
EBIT Margin	31.1	31.1	31.9	25.8	30.3	(77)	(166)
RPAT Margin	23.9	26.5	21.7	17.8	20.1	(382)	(167)
Energy Spread	5.4	(0.3)	1.6	5.9	(2.0)	(736)	(365)
Tax Rate	19.8	7.6	25.3	25.4	25.4	561	11

Source: Company, DART

Exhibit 5: Operating Performance

Particulars	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q4FY20	YoY (%)	QoQ (%)
No. of towers								
Bharti Infratel (consolidated)	92,277	92,632	93,421	94,244	95,372	95,801	3.4	0.5
Bharti Infratel (standalone)	40,388	40,636	41,050	41,471	42,053	42,339	4.2	0.7
Indus Towers	1,23,546	1,23,799	1,24,692	1,25,649	1,26,949	1,27,291	2.8	0.3
Number of tenants								
Bharti Infratel (consolidated)	1,72,724	1,73,247	1,73,406	1,74,150	1,74,581	1,74,216	0.6	(0.2)
Bharti Infratel (standalone)	76,341	76,119	76,176	76,322	75,715	75,435	(0.9)	(0.4)
Indus Towers	2,29,483	2,31,256	2,31,500	2,32,924	2,35,396	2,35,192	1.7	(0.1)
Net tenants added								
Bharti Infratel (consolidated)	(1,725)	523	159	744	431	(366)		
Bharti Infratel (standalone)	(1,352)	(222)	57	146	(607)	(280)		
Indus Towers	(889)	1,773	244	1,424	2,472	(204)		
Tenants Churn								
Bharti Infratel (consolidated)	3,786	956	1,106	1,149	2,067	1,228		
Bharti Infratel (standalone)	1,940	596	464	471	1,533	787		
Indus Towers	4,395	857	1,529	1,614	1,271	1,050		
Gross tenants added								
Bharti Infratel (consolidated)	2,060	1,479	1,265	1,893	2,498	862		
Bharti Infratel (standalone)	588	374	521	617	926	507		
Indus Towers	3,506	2,630	1,773	3,038	3,743	846		
Average sharing factor								
Bharti Infratel (consolidated)	1.881	1.871	1.864	1.848	1.839	1.825	(2.5)	(0.8)
Bharti Infratel (standalone)	1.912	1.882	1.864	1.848	1.820	1.791	(4.8)	(1.6)
Indus Towers	1.857	1.863	1.862	1.855	1.854	1.851	(0.6)	(0.2)
Sharing rev/sharing tower/month (Rs)								
Bharti Infratel (consolidated)	76,159	81,503	78,558	79,605	77,761	76,653	(6.0)	(1.4)
Bharti Infratel (standalone)	82,460	85,917	85,939	84,593	84,878	80,908	(5.8)	(4.7)
Indus Towers	71,283	78,061	72,781	78,357	75,653	73,290	(6.1)	(3.1)
Sharing rev./sharing operator/month (Rs)								
Bharti Infratel (consolidated)	39,680	42,590	42,163	42,983	42,281	42,013	(1.4)	(0.6)
Bharti Infratel (standalone)	42,143	44,623	46,095	45,018	45,715	45,173	1.2	(1.2)
Indus Towers	37,716	40,989	39,082	41,392	39,627	39,596	(3.4)	0.0

Source: Company, DART, *including IndAS 116 impact

Exhibit 6: Key Operating Assumptions

	FY17	FY18	FY19	FY20	FY21E	FY22E
Towers						
BHIN standalone	39,099	39,523	40,388	42,053	43,671	45,579
Indus	1,22,730	1,23,639	1,23,546	1,26,949	1,29,675	1,32,761
BHIN + 100% Indus	1,61,829	1,63,162	1,63,934	1,69,002	1,73,346	1,78,340
% chg YoY						
BHIN standalone	1.7	1.1	2.2	4.1	3.8	4.4
Indus	2.4	0.7	(0.1)	2.8	2.1	2.4
BHIN + 100% Indus	2.2	0.8	0.5	3.1	2.6	2.9
Net Additions-Towers						
BHIN standalone	641	424	865	1,665	1,618	1,908
Indus	2,849	909	-93	3,403	2,726	3,086
BHIN + 100% Indus	3,490	1,333	772	5,068	4,344	4,994
Tenancies						
BHIN standalone	89,263	88,665	76,341	75,715	75,749	77,853
Indus	2,88,913	2,78,408	2,29,483	2,35,396	2,39,680	2,48,580
BHIN + 100% Indus	3,78,176	3,67,073	3,05,824	3,11,111	3,15,428	3,26,432
% chg YoY						
BHIN standalone	9.3	(0.7)	(13.9)	(0.8)	0.0	2.8
Indus	7.0	(3.6)	(17.6)	2.6	1.8	3.7
BHIN + 100% Indus	7.5	(2.9)	(16.7)	1.7	1.4	3.5
Net Additions-Tenancies						
BHIN standalone	7,631	-598	-12,324	-626	34	2,104
Indus	18,907	-10,505	-48,925	5,913	4,284	8,900
BHIN + 100% Indus	26,538	-11,103	-61,249	5,287	4,317	11,004
Closing Tenancy						
BHIN standalone (x)	2.28	2.24	1.89	1.80	1.73	1.71
Indus (x)	2.35	2.25	1.86	1.85	1.85	1.87
BHIN + 100% Indus	2.34	2.25	1.87	1.84	1.82	1.83
Sharing revenue/tenant (RS/month)						
BHIN standalone	37,029	38,143	40,245	46,352	44,892	44,077
Indus	32,914	34,256	35,467	41,014	39,710	39,641
BHIN + 100% Indus	33,877	35,184	36,639	42,330	40,963	40,703
Sharing revenue/tower (RS/month)						
BHIN standalone	81,592	86,320	83,101	85,493	79,319	75,858
Indus	75,825	78,882	72,875	76,116	73,513	73,751
BHIN + 100% Indus	77,222	80,682	75,373	78,438	74,967	74,286
Rental Revenue (RS Mn)						
BHIN standalone (x)	37,968	40,720	39,844	42,289	40,797	40,622
Indus (x)	1,10,376	1,16,605	1,08,081	1,14,400	1,13,192	1,16,130
BHIN + 100% Indus	1,48,344	1,57,325	1,47,925	1,56,689	1,53,989	1,56,752
EBITDA (ex-energy) (RS Mn)						
BHIN standalone	26,516	28,913	28,103	34,142	32,004	31,357
Indus	69,229	72,519	65,143	89,488	90,637	92,300
BHIN + 100% Indus	95,745	1,01,432	93,246	1,23,630	1,22,641	1,23,656
EBITDA Margin %						
BHIN standalone	69.8	71.0	70.5	80.7	78.4	77.2
Indus	62.7	62.2	60.3	78.2	80.1	79.5
BHIN + 100% Indus	64.5	64.5	63.0	78.9	79.6	78.9
Energy EBITDA (RS Mn)						
BHIN standalone (x)	1,736	2,647	3,032	1,430	1,078	810
Indus (x)	3,907	4,245	3,612	821	422	2,355
BHIN + 100% Indus	5,643	6,892	6,644	2,251	1,500	3,166
EBITDA (incl energy) (RS Mn)						
BHIN standalone (x)	28,252	31,560	31,135	35,572	33,081	32,167
Indus (x)	73,136	76,764	68,755	90,310	91,059	94,655
BHIN + 100% Indus	1,01,388	1,08,324	99,890	1,25,882	1,24,141	1,26,822

Source: Company, DART

	FY17	FY18	FY19	FY20E	FY21E	FY22E
APAT (Rs Mn)						
BHIN Standalone (RPAT)	27,047	24,399	27,340	17,466	20,149	15,211
(-) Dividend from Indus	9,510	10,010	11,261	0	4,200	0
BHIN Standalone (APAT)	17,537	14,389	16,079	17,466	15,949	15,211
Indus PAT	28,454	28,929	22,095	36,888	30,676	32,598
(-) DDT	4,664	4,910	5,523	0	0	0
Indus Adjusted PAT	23,790	24,019	16,572	36,888	30,676	32,598
Interest net of tax (Rs Mn)					3,330	3,330
BHIN + 100% Indus (RPAT)	45,991	43,318	38,174	54,354	46,625	47,809
BHIN + 100% Indus (APAT)	41,327	38,408	32,651	54,354	43,295	44,479

Source: Company, DART, *Interest (net of tax) on Idea + Providence stake acquisition

Exhibit 7: Implied TP of BHIN at various target multiples

	A	B	C	D
Target PE multiple (X)	43,899	43,899	43,899	43,899
Base case FY22E PAT of merged entity (Rs Mn)	5,26,793	6,58,492	7,90,190	8,77,989
Target Mcap(Rs Mn)	2,661	2,661	2,661	2,661
O/s shares of merged entity (Mn)	198	247	297	330
TP before incorporating decline in rental/tenant (Rs)	(27)	(33)	(40)	(44)
Impact on TP of 5% decline in rental/tenant	171	214	257	286
TP after incorporating decline in rental/tenant	43,899	43,899	43,899	43,899

Source: DART, Company

Exhibit 8: Sensitivity of EPS and TP to 5% change in rental/tenant

Particulars	Nos
Avg Rental/tenant/month (BHIN Consol) (Rs)	41,392
Avg tenancy (Nos)	3,20,176
EBITDA impact of 5% reduction in rentals (Rs mn)	7,952
PAT impact of 5% reduction in rentals (Rs mn)	5,884
% of FY20E Consol PAT	10.8
EPS impact of 5% reduction in rentals on Consol EPS (Rs)	2.2

	A	B	C	D
Target PE multiple (X)	12	15	18	20
Value per share impact (Rs)	27	33	40	44

Source: DART, Company

Profit and Loss Account

(Rs Mn)	FY19A	FY20A	FY21E	FY22E
Revenue	145,823	146,472	144,704	149,386
Total Expense	85,811	72,970	73,378	77,464
COGS	56,036	54,360	55,111	58,189
Employees Cost	4,914	5,001	5,307	5,519
Other expenses	24,861	13,609	12,960	13,755
EBIDTA	60,012	73,502	71,326	71,922
Depreciation	22,239	29,571	28,440	29,014
EBIT	37,773	43,931	42,886	42,909
Interest	(1,571)	5,007	5,830	6,014
Other Income	2,034	1,912	1,626	2,163
Exc. / E.O. items	0	0	0	0
EBT	41,378	40,836	38,682	39,057
Tax	16,083	7,877	9,999	10,155
RPAT	25,295	32,959	28,683	28,903
Minority Interest	0	0	0	0
Profit/Loss share of associates	0	0	0	0
APAT	25,295	32,959	28,683	28,903

Balance Sheet

(Rs Mn)	FY19A	FY20A	FY21E	FY22E
Sources of Funds				
Equity Capital	18,496	18,496	18,496	18,496
Minority Interest	0	0	0	0
Reserves & Surplus	126,749	116,884	123,367	130,070
Net Worth	145,245	135,380	141,863	148,566
Total Debt	34,359	115,094	113,278	111,838
Net Deferred Tax Liability	15,948	9,427	10,204	11,045
Total Capital Employed	195,552	259,901	265,345	271,450

Applications of Funds

Net Block	125,871	172,953	161,127	152,090
CWIP	2,485	1,546	1,673	1,811
Investments	6,539	9,696	10,495	11,360
Current Assets, Loans & Advances	87,601	101,559	120,033	136,479
Inventories	0	0	0	0
Receivables	14,883	20,683	22,388	24,233
Cash and Bank Balances	54,332	61,806	77,004	89,902
Loans and Advances	0	0	0	0
Other Current Assets	18,386	19,070	20,642	22,344
Less: Current Liabilities & Provisions	26,944	25,853	27,984	30,291
Payables	20,991	18,430	19,949	21,594
Other Current Liabilities	5,953	7,423	8,035	8,697
sub total				
Net Current Assets	60,657	75,706	92,049	106,188
Total Assets	195,552	259,901	265,345	271,450

E – Estimates

Important Ratios

Particulars	FY19A	FY20A	FY21E	FY22E
(A) Margins (%)				
Gross Profit Margin	61.6	62.9	61.9	61.0
EBIDTA Margin	41.2	50.2	49.3	48.1
EBIT Margin	25.9	30.0	29.6	28.7
Tax rate	38.9	19.3	25.8	26.0
Net Profit Margin	17.3	22.5	19.8	19.3
(B) As Percentage of Net Sales (%)				
COGS	38.4	37.1	38.1	39.0
Employee	3.4	3.4	3.7	3.7
Other	17.0	9.3	9.0	9.2
(C) Measure of Financial Status				
Gross Debt / Equity	0.2	0.9	0.8	0.8
Interest Coverage	(24.0)	8.8	7.4	7.1
Inventory days	0	0	0	0
Debtors days	37	52	56	59
Average Cost of Debt	(5.0)	6.7	5.1	5.3
Payable days	53	46	50	53
Working Capital days	152	189	232	259
FA T/O	1.2	0.8	0.9	1.0
(D) Measures of Investment				
AEPS (Rs)	13.7	17.8	15.5	15.6
CEPS (Rs)	25.7	33.8	30.9	31.3
DPS (Rs)	15.0	15.0	15.0	15.0
Dividend Payout (%)	109.7	84.2	96.7	96.0
BVPS (Rs)	78.5	73.2	76.7	80.3
RoANW (%)	16.1	23.5	20.7	19.9
RoACE (%)	11.6	16.7	13.1	13.0
RoAIC (%)	26.8	25.9	22.2	23.2
(E) Valuation Ratios				
CMP (Rs)	191	191	191	191
P/E	13.9	10.7	12.3	12.2
Mcap (Rs Mn)	352,349	352,349	352,349	352,349
MCap/ Sales	2.4	2.4	2.4	2.4
EV	332,376	405,637	388,623	374,285
EV/Sales	2.3	2.8	2.7	2.5
EV/EBITDA	5.5	5.5	5.4	5.2
P/BV	2.4	2.6	2.5	2.4
Dividend Yield (%)	7.9	7.9	7.9	7.9
(F) Growth Rate (%)				
Revenue	0.6	0.4	(1.2)	3.2
EBITDA	(5.9)	22.5	(3.0)	0.8
EBIT	(6.4)	16.3	(2.4)	0.1
PBT	(3.2)	(1.3)	(5.3)	1.0
APAT	(0.6)	30.3	(13.0)	0.8
EPS	(0.6)	30.3	(13.0)	0.8
Cash Flow				
(Rs Mn)	FY19A	FY20A	FY21E	FY22E
CFO	21,414	59,962	61,808	62,690
CFI	(15,698)	(85,392)	(17,911)	(20,138)
CFF	(24,717)	32,904	(28,699)	(29,654)
FCFF	5,625	(15,752)	45,066	42,576
Opening Cash	73,333	54,332	61,806	77,004
Closing Cash	54,332	61,806	77,004	89,902

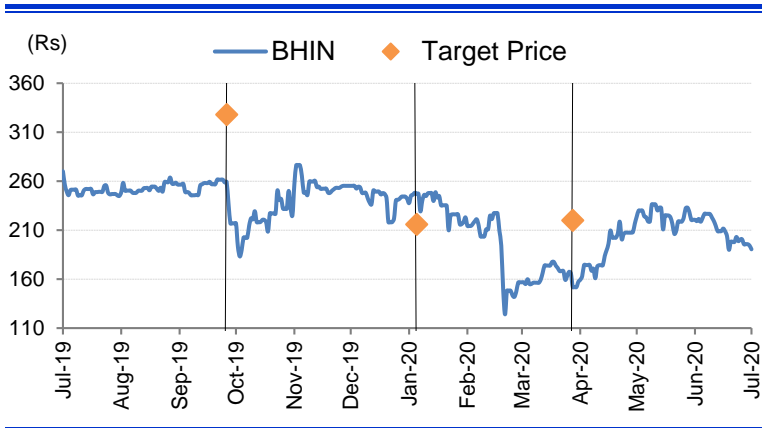
E – Estimates

DART RATING MATRIX

Total Return Expectation (12 Months)

Buy	> 20%
Accumulate	10 to 20%
Reduce	0 to 10%
Sell	< 0%

Rating and Target Price History



Month	Rating	TP (Rs.)	Price (Rs.)
Oct-19	Buy	328	259
Feb-20	Accumulate	216	247
Apr-20	Buy	220	152

*Price as on recommendation date

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