

# Sun TV Network

 Estimate change 

 TP change 

 Rating change 

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Bloomberg	SUNTV IN
Equity Shares (m)	394
M.Cap.(INRb)/(USD\$b)	157.7 / 2.1
52-Week Range (INR)	551 / 260
1, 6, 12 Rel. Per (%)	-3/-11/-10
12M Avg Val (INR M)	1021

## Financials & Valuations (INR b)

Y/E March	FY20	FY21E	FY22E
Sales	34.0	31.7	38.3
EBITDA	22.4	19.7	25.7
Adj. PAT	13.7	12.3	16.2
EBITDA Margin (%)	65.7	62.2	67.2
Adj. EPS (INR)	34.8	31.2	41.2
EPS Gr. (%)	-1.7	-10.2	31.8
BV/Sh. (INR)	142.7	145.1	157.4

## Ratios

Net D:E	-0.5	-0.6	-0.3
RoE (%)	24.8	21.7	27.2
RoCE (%)	24.9	21.8	27.3
Payout (%)	82.9	92.4	70.1

## Valuations

P/E (x)	11.5	12.8	9.7
EV/EBITDA (x)	2.8	2.8	2.5
EV/Sales (x)	5.8	6.2	5.4
Div. Yield (%)	6.3	6.3	6.3
FCF Yield (%)	7.3	13.5	10.3

## Shareholding pattern (%)

As On	Jun-20	Mar-20	Jun-19
Promoter	75.0	75.0	75.0
DII	5.6	7.2	7.6
FII	10.3	9.0	8.8
Others	9.1	8.8	8.6

FII Includes depository receipts

**CMP: INR400**
**TP: INR500 (+25%)**
**Buy**

## EBITDA supported by lower opex; Subscription revenues trend higher

- Sun TV Network (SUNTV)'s revenue fell by 45% YoY, weighed by a plunge in ad revenues and the absence of an IPL season, but partly cushioned by subscription revenue growth. EBITDA fell 39%, partly offset by no fresh content production cost and SG&A cost rationalization.
- We revise our FY21/FY22E EBITDA by 9%/8% as we factor IPL earnings in FY21E, better subscription revenues, and the benefit of sharp cost rationalization.

## Advertisement segment remains subdued

- SUNTV's 1QFY21 revenues declined by 45% YoY to INR6b (in-line), largely due to the postponement of the IPL season, through which the company had generated INR2.4b in 1QFY20.
- Ad revenues declined by 67% YoY to INR1.2b, while total subscription revenues grew by 10% to INR4.8b.
- Production costs were down 59% YoY and SG&A 73% YoY, which led to an overall 55% drop in operating cost.
- EBITDA thus declined 39% YoY to INR4.2b (38% above our estimate), supported by a reduction in operating cost, and EBITDA margins expanded 670bp YoY to 68.7%.
- Other income came in higher at INR1b (up 92% YoY) on account of one-offs from treasury gains and income tax returns.
- Net profit thus fell by 25% YoY to INR2.8b (51% beat); PAT margins were at 47%, supported by other income and lower opex.
- Sun TV's liquidity remains strong as the company generated cash of INR2b in 1QFY21 and has total cash of INR3b.

## Highlights from management commentary

- Ad revenues are currently at 75% of pre-COVID-19 levels, and overall decline in ad revenues is expected at 15–20% in FY21.
- It is committed to investing INR1b on the Sun NXT platform in FY21 as liquidity remains strong.
- Management expects to generate ~INR1b in revenues from IPL in FY21.
- The company's FY21 PBT is expected to be at FY20 levels.

## Valuation and view

- Subscription growth looks steady on account of healthy TV viewership and lucrative growth in Sun NXT OTT, especially in the southern regional markets, which could add to subscription revenue. Ad spends have seen good recovery since Jul'20, while overall ad revenues are expected to fall 24% in FY21E due to a drop in consumption and discretionary spends.
- We upgrade our revenue/EBITDA/PAT estimate by 7%/9%/4% for FY21E and by 4%/8%/13% for FY22E, factoring IPL revenues in FY21 and better subscription revenues in FY21E and FY22E. We factor revenue/EBITDA/PAT growth of 6%/7%/9% over FY20–22E.

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

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- Sun TV has a better liquidity position with INR3b in cash. This would help it maintain a stronger position in the current lockdown crisis and invest strongly in the Sun NXT platform.
- Sun TV trades at FY21E/FY22E EPS of 12.8x/9.7x. We value Sun TV at FY22E P/E of 12x on account of: a) a muted ad spend outlook in the economy and b) the looming threat to subscription revenues from NTO 2.0. Thus, we arrive at target price of INR500. Maintain Buy.

**Standalone – Quarterly Earnings Model**

(INR m)

Y/E March	FY20				FY21				FY20	FY21E	FY21E	Est Var (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
<b>Revenue</b>	<b>11,014</b>	<b>7,739</b>	<b>8,150</b>	<b>7,352</b>	<b>6,061</b>	<b>7,169</b>	<b>9,568</b>	<b>8,927</b>	<b>34,254</b>	<b>31,724</b>	<b>5,815</b>	<b>4</b>
YoY Change (%)	-1.7	3.3	-9.9	-17.3	-45.0	-7.4	17.4	21.4	-6.5	-7.4	-47.2	
Total Expenditure	4,185	3,052	2,346	2,317	1,896	2,722	3,346	4,018	11,899	11,982	2,787	-32
<b>EBITDA</b>	<b>6,829</b>	<b>4,687</b>	<b>5,804</b>	<b>5,035</b>	<b>4,165</b>	<b>4,447</b>	<b>6,221</b>	<b>4,908</b>	<b>22,355</b>	<b>19,741</b>	<b>3,028</b>	<b>38</b>
YoY Change (%)	-7.1	-15.4	-13.0	-17.2	-39.0	-5.1	7.2	-2.5	-12.8	-11.7	-55.7	1,665
Depreciation	1,585	1,444	1,436	2,328	1,455	1,394	1,394	1,403	6,793	5,646	984	48
Interest	21	20	19	19	18	19	19	21	78	78	19	-9
Other Income	567	721	636	570	1,086	488	488	377	2,495	2,438	540	101
<b>PBT</b>	<b>5,791</b>	<b>3,945</b>	<b>4,985</b>	<b>3,259</b>	<b>3,779</b>	<b>3,521</b>	<b>5,295</b>	<b>3,860</b>	<b>17,979</b>	<b>16,456</b>	<b>2,565</b>	<b>47</b>
Tax	1,972	280	1,250	759	951	886	1,332	971	4,261	4,140	693	
Rate (%)	34.1	7.1	25.1	23.3	25.2	25.2	25.2	25.2	23.7	25.2	27.0	
<b>Reported PAT</b>	<b>3,819</b>	<b>3,665</b>	<b>3,735</b>	<b>2,500</b>	<b>2,828</b>	<b>2,635</b>	<b>3,963</b>	<b>2,889</b>	<b>13,718</b>	<b>12,316</b>	<b>1,872</b>	<b>51</b>
YoY Change (%)	-6.7	4.3	6.3	-11.7	-25.9	-28.1	6.1	15.6	-1.7	-10.2	-51.0	

E: MOFSL Estimates

**Key Performance Indicators**

Y/E March	FY20				FY21				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		
<b>Revenue Breakup</b>										
Advertising	3,682	3,370	3,410	2,910	1,210	2,191	3,240	3,387	13,369	10,027
Broadcasting	100	80	50	40	50	84	53	97	270	284
<b>Total Advertising &amp; Broadcasting</b>	<b>3,782</b>	<b>3,450</b>	<b>3,460</b>	<b>2,950</b>	<b>1,260</b>	<b>2,275</b>	<b>3,293</b>	<b>3,483</b>	<b>13,639</b>	<b>10,310</b>
International subscription	410	410	410	410	378	390	390	401	1,640	1,558
Domestic Subscription	3,969	3,973	4,119	3,988	4,423	4,505	4,636	4,792	15,622	18,352
- Domestic Cable	1,690	1,680	2,050	1,930	2,260	2,100	2,255	2,352	7,350	8,967
- DTH	2,280	2,290	2,070	2,050	2,160	2,405	2,381	2,440	8,690	9,385
<b>Total Subscription revenue</b>	<b>4,379</b>	<b>4,383</b>	<b>4,529</b>	<b>4,398</b>	<b>4,801</b>	<b>4,894</b>	<b>5,025</b>	<b>5,193</b>	<b>17,262</b>	<b>19,910</b>
Films, IPL and Others	2,853	-94	161	8	0	0	1,250	250	2,929	1,500
<b>Total</b>	<b>11,014</b>	<b>7,739</b>	<b>8,150</b>	<b>7,356</b>	<b>6,061</b>	<b>7,169</b>	<b>9,568</b>	<b>8,927</b>	<b>33,830</b>	<b>31,721</b>
Production Costs (%)	15	20	14	13	11	18	12	12	16	13
EBITDA Margin (%)	62.0	60.6	71.2	68.5	68.7	62.0	65.0	55.0	65.3	62.2
EBIT Margins (%)	52.8	51.2	61.4	44.6	62.6	49.4	55.6	43.5	53.0	52.1
PAT Margins (%)	34.7	47.4	45.8	34.0	46.7	36.8	41.4	32.4	40.0	38.8

E: MOFSL Estimates

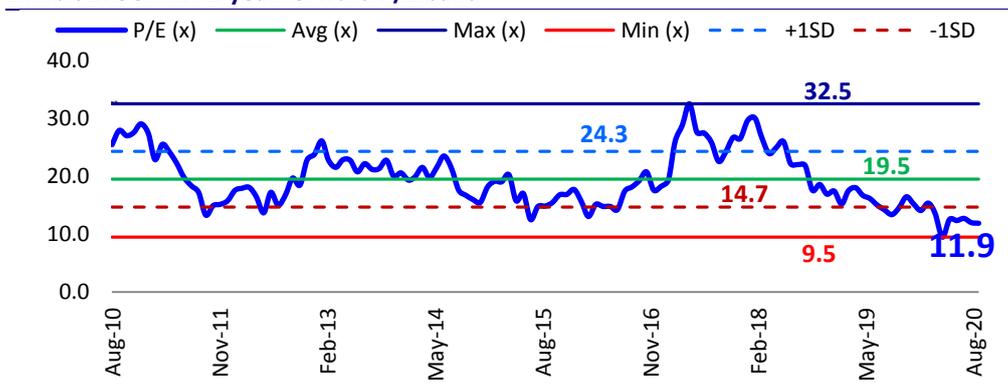
**Segmental revenues and other highlights**

- Ad revenues fell by 67% YoY to INR1.2b on account of the lack of ad spend during lockdown, especially in major categories such as Automobile, Real Estate, FMCG, and Consumer Durables as well as government spends.
- International subscription revenues were down 8% YoY to INR378m.
- Domestic cable revenues grew by a strong 33% to INR2.2b on a rise in home entertainment.
- DTH revenues fell 5% YoY to INR2.1b.

**Exhibit 1: Valuation based on FY22 EPS**

Particulars	FY22
EPS (INR)	41
PE multiple (x)	12
<b>Target Price (INR)</b>	500
CMP (INR)	399
<b>Upside (%)</b>	25%

Source: Company, MOFSL

**Exhibit 2: SUNTV: 1-year forward P/E band**

Source: Company, MOFSL

**1QFY21 earnings call highlights****Advertisement business**

- **Recovery:** Ad revenues are currently at 75% of pre-COVID-19 levels; overall decline in ad revenues is expected to be at 15–20% in FY21.
- **Discounts:** Sun TV is not offering any discounts on ad rates in the current scenario.
- **Ads from new sectors:** Strong ad volumes were seen in the Pharma and Healthcare sector (up 150–200% on ads; FMCG ads form 55% of total ads).
- **Ad rate:** The current rate of advertisement stands at 6 ad minutes/hr (v/s 8 minutes/hr at pre-COVID-19 levels).

**Subscription business**

- **NTO 2.0:** Management remains committed to keeping ARPUs intact post the NTO 2.0 regime.
- **Subscription revenues to rise:** Subscription revenues could be better in 2QFY20 as recharges were affected in 1Q due to the lack of access to physical recharges from vouchers/stores.
- **Rising share:** Subscription revenue currently forms ~40% of total revenues and is expected to rise going ahead.
- **Region-wise share of subscription revenue:** This stands at: Tamil Nadu – 45%, Andhra Pradesh / Telangana – 35%, Kerala – 10%, Karnataka – 15%, and the rest from other languages.
- **Bangla:** The Bangla genre is a much larger market for Sun TV, including Bangladesh – a potential market.

**Digital platform Sun NXT and IPL franchisee**

- **Digital revenues:** Digital revenues are growing at 100% YoY. Sun NXT has 17.5m subscribers.

- **Investment:** It is committed to investing INR1b on the Sun NXT platform in FY21 as liquidity remains strong; it would continue to plow back its profits from OTT to further grow the OTT business.
- **Loss from IPL:** The company notionally lost ~INR1.5b PBT in 1QFY21 due to the postponement of the IPL season.
- **IPL revenue expectations:** Pre-COVID-19 revenue from IPL ticket sales was at INR250m. Management expects to generate ~INR1b in revenues from IPL in FY21.

#### Others

- **Liquidity:** The cash position remains strong; it added INR2b in cash in 1QFY21, and cash is now at INR30b (v/s INR28b in Mar'20).
- **Amortization:** Amortization expense for FY21 would be lower as movie production has taken a hit. INR2.5–2.75b amortization charges may be expected in FY21.
- **PBT to be steady:** The company's FY21 PBT is expected to be at FY20 levels.
- **Receivables:** Receivables stood at INR2.8b in 1QFY21.
- **Provisions:** The company has taken INR140m provisions on account of the COVID-19 impact.

#### Exhibit 3: Quarterly Performance (INR m)

INR m	1QFY20	4QFY20	1QFY21	YoY%	QoQ%	1QFY21E	v/s est (%)
<b>Revenue</b>	<b>11,014</b>	<b>7,352</b>	<b>6,061</b>	<b>-45.0</b>	<b>-17.6</b>	<b>5,815</b>	<b>4.2</b>
Operating expenditure	4,185	2,317	1,896	-54.7	-18.1	2,787	-32.0
<b>EBITDA</b>	<b>6,829</b>	<b>5,035</b>	<b>4,165</b>	<b>-39.0</b>	<b>-17.3</b>	<b>3,028</b>	<b>37.6</b>
EBITDA margin (%)	62.0	68.5	68.7	671bps	23bps	52.1	1665bps
Depreciation & amortization	1,585	2,328	1,455	-8.2	-37.5	984	47.9
<b>EBIT</b>	<b>5,245</b>	<b>2,707</b>	<b>2,710</b>	<b>-48.3</b>	<b>0.1</b>	<b>2,044</b>	<b>32.6</b>
Interest	21	19	18	-14.9	-4.8	19	-9.0
Other income	567	570	1,086	91.5	90.4	540	101.0
<b>PBT</b>	<b>5,791</b>	<b>3,259</b>	<b>3,779</b>	<b>-34.7</b>	<b>16.0</b>	<b>2,565</b>	<b>47.3</b>
Tax	1,972	759	951	-51.8	25.3	693	37.3
Effective tax rate (%)	34.1	23.3	25.2	-890bps	188bps	27.0	-184bps
<b>PAT</b>	<b>3,819</b>	<b>2,500</b>	<b>2,828</b>	<b>-25.9</b>	<b>13.1</b>	<b>1,872</b>	<b>51.0</b>
<b>Adjusted PAT</b>	<b>3,819</b>	<b>2,500</b>	<b>2,828</b>	<b>-25.9</b>	<b>13.1</b>	<b>1,872</b>	<b>51.0</b>
<b>Revenue Breakup</b>	<b>1QFY20</b>	<b>4QFY20</b>	<b>1QFY21</b>	<b>YoY%</b>	<b>QoQ%</b>	<b>1QFY21E</b>	<b>v/s est (%)</b>
Advertising	3,682	2,910	1,210	-67.1	-58.4	1,289	-6.1
Broadcasting	100	40	50	-50.0	25.0	100	-50.0
<b>Total Advertising &amp; Broadcasting</b>	<b>3,782</b>	<b>2,950</b>	<b>1,260</b>	<b>-66.7</b>	<b>-57.3</b>	<b>1,389</b>	<b>-9.3</b>
International subscription	410	410	378	-7.8	-7.8	431	-12.2
Domestic Subscription	3,969	3,988	4,423	11.4	10.9	3,996	10.7
- Domestic Cable	1,690	1,930	2,260	33.7	17.1	1,944	16.3
- DTH	2,280	2,050	2,160	-5.3	5.4	2,052	5.3
<b>Total Subscription revenue</b>	<b>4,379</b>	<b>4,398</b>	<b>4,801</b>	<b>9.6</b>	<b>9.2</b>	<b>4,426</b>	<b>8.5</b>
Films, IPL and Others	2,853	8	0	-100.0	-100.0	0	NM
<b>Total</b>	<b>11,014</b>	<b>7,356</b>	<b>6,061</b>	<b>-45.0</b>	<b>-17.6</b>	<b>5,815</b>	<b>4.2</b>

Source: MOFSL, Company

#### Exhibit 4: Operating expense breakup (INR m)

Operating Cost	1QFY20	4QFY20	1QFY21	YoY%	QoQ%	1QFY21E	v/s est (%)
Production cost	1624	922	671	-58.7	-27.3	1,299	-48.4
Employee cost	735	731	731	-0.5	0.0	735	-0.5
Other exp	1826	663	495	-72.9	-25.4	753	-34.3
<b>Total Operating expenses</b>	<b>4,185</b>	<b>2,317</b>	<b>1,896</b>	<b>-54.7</b>	<b>-18.1</b>	<b>2,787</b>	<b>-32.0</b>

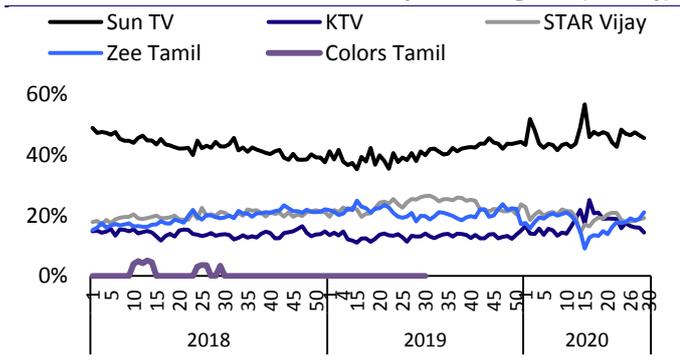
Source: MOFSL, Company

**Exhibit 5: Estimate change summary**

	FY21E	FY22E
<b>Revenue (INR b)</b>		
Old	29.5	36.8
Actual/New	31.7	38.3
Change (%)	7.4	4.0
<b>EBITDA (INR b)</b>		
Old	18.1	23.8
Actual/New	19.7	25.7
Change (%)	9.0	8.2
<b>EBITDA margin (%)</b>		
Old	61.3	64.6
Actual/New	62.2	67.2
Change (bp)	92.4	261.4
<b>PAT (INR b)</b>		
Old	11.9	14.4
Actual/New	12.3	16.2
Change (%)	3.7	12.6
<b>Adj. EPS (INR)</b>		
Old	30.1	36.6
Actual/New	31.2	41.2
Change (%)	3.7	12.6

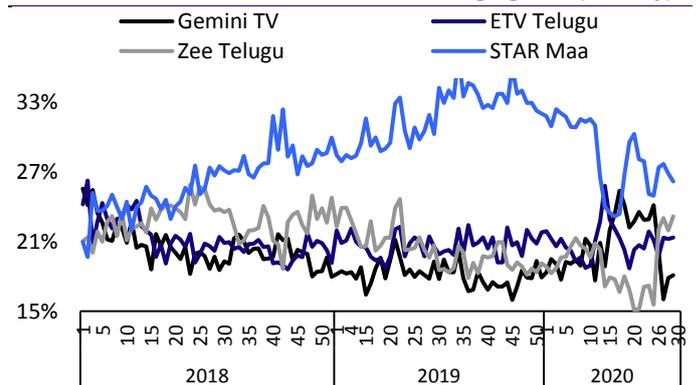
Source: MOFSL, Company

**Exhibit 6: Sun TV maintains leadership in Tamil genre (weekly)**



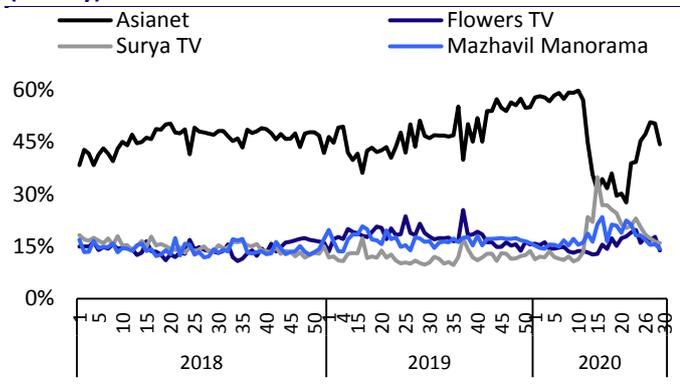
Source: BARC, MOFSL

**Exhibit 7: Gemini TV stands fourth in Telugu genre (weekly)**



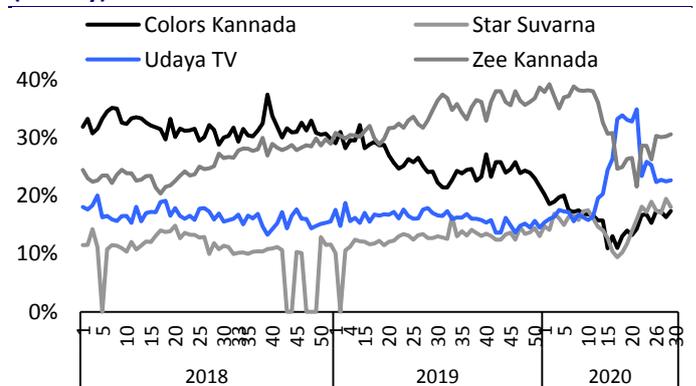
Source: BARC, MOFSL

**Exhibit 8: Surya TV stands second in Malayalam genre (weekly)**



Source: BARC, MOFSL

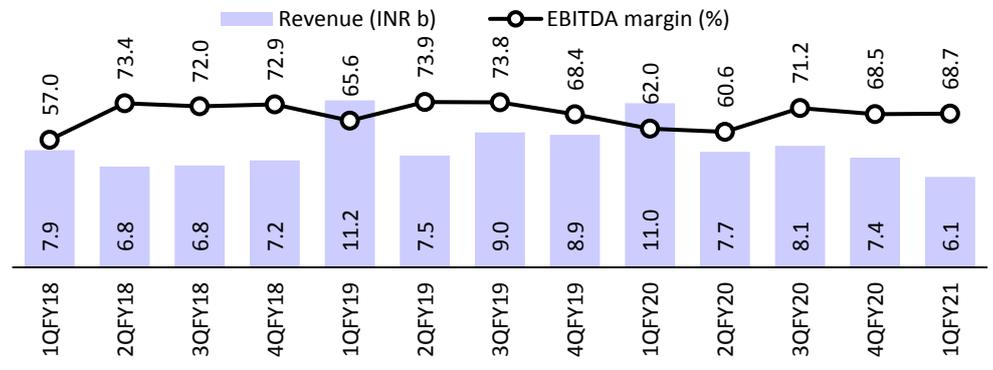
**Exhibit 9: Udaya TV stands second in Kannada genre (weekly)**



Source: BARC, MOFSL

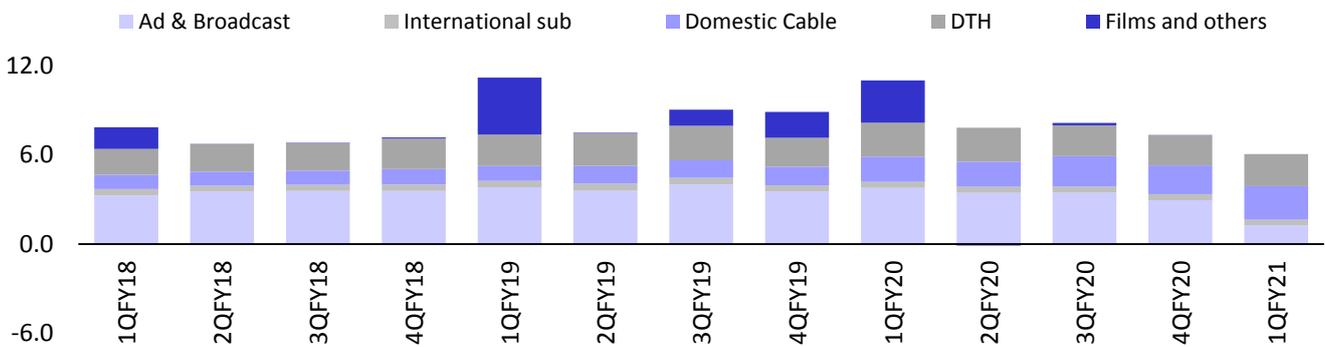
Story in charts

Exhibit 10: Standalone revenue down 45% YoY



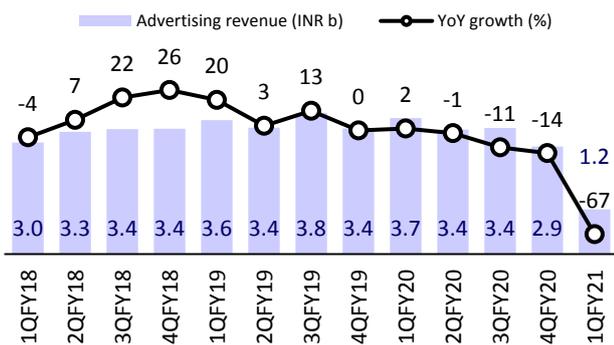
Source: MOFSL, Company

Exhibit 11: Trend in revenue mix (%)



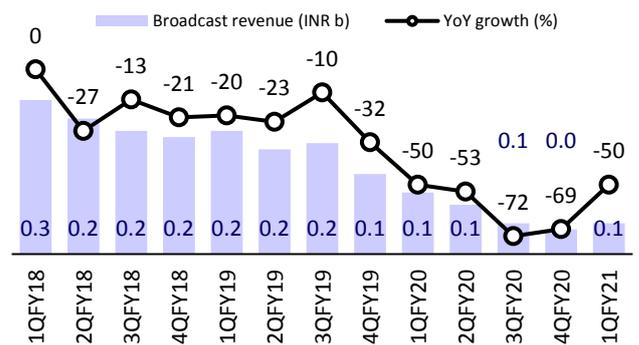
Source: MOFSL, Company

Exhibit 12: Ad revenue trend



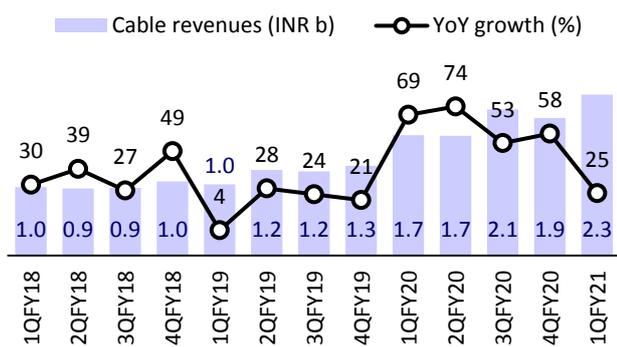
Source: MOFSL, Company

Exhibit 13: Broadcasting revenue trend



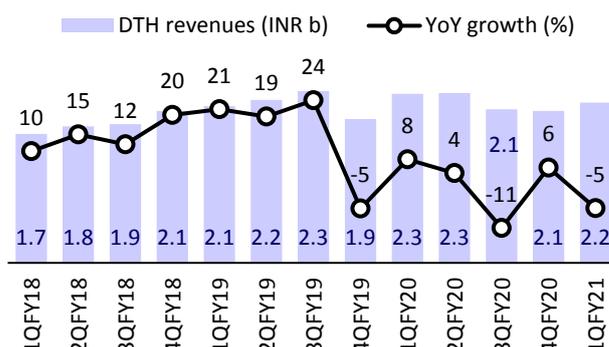
Source: MOFSL, Company

**Exhibit 14: Cable revenue trend**



Source: MOFSL, Company

**Exhibit 15: DTH revenue trend**



Source: MOFSL, Company

**Exhibit 16: SUNTV: Snapshot (INR b)**

Particulars	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
- Ad revenue (INR b)	12.1	11.7	13.1	14.3	13.4	10.0	12.0
YoY growth (%)	7	-3	12	9	-6	-25	20
- Broadcast revenue (INR b)	1.1	1.0	0.9	0.7	0.3	0.3	0.3
YoY growth (%)	-3	-8	-16	-13	-64	5	5
<b>Ad and broadcast revenue (INR b)</b>	<b>13.2</b>	<b>12.7</b>	<b>14.0</b>	<b>15.0</b>	<b>13.6</b>	<b>10.3</b>	<b>12.3</b>
YoY growth (%)	6	-4	10	8	-9	-24	20
- DTH revenue (INR b)	5.9	6.6	7.5	8.6	8.7	9.4	10.5
YoY growth (%)	11	12	14	14	1	8	12
- Cable revenue (INR b)	2.3	2.9	3.9	4.6	7.4	9.0	10.0
YoY growth (%)	8	25	36	19	58	22	12
- International revenue (INR b)	1.4	1.7	1.7	1.8	1.6	1.6	1.6
YoY growth (%)	2	23	-3	7	-8	-5	0
<b>Total Subscription revenue (INR b)</b>	<b>9.6</b>	<b>11.2</b>	<b>13.1</b>	<b>15.0</b>	<b>17.3</b>	<b>19.9</b>	<b>22.1</b>
YoY growth (%)	9	17	17	15	15	15	11
Films, IPL and other revenue (INR b)	1.2	1.7	1.6	6.6	2.9	1.5	3.8
YoY growth (%)	0	45	-7	318	-56	-49	155
<b>Total Revenue (INR b)</b>	<b>24.0</b>	<b>25.6</b>	<b>28.6</b>	<b>36.6</b>	<b>34.0</b>	<b>31.7</b>	<b>38.3</b>
YoY growth (%)	7	7	12	28	-7	-7	21
<b>EBITDA</b>	<b>17.0</b>	<b>17.4</b>	<b>19.6</b>	<b>25.6</b>	<b>22.4</b>	<b>19.7</b>	<b>25.7</b>
YoY growth (%)	5	2	13	31	-13	-12	30
<b>EBITDA margin (%)</b>	<b>70.8</b>	<b>67.9</b>	<b>68.5</b>	<b>70.0</b>	<b>65.7</b>	<b>62.2</b>	<b>67.2</b>
<b>Revenue mix (%)</b>							
<b>Ad and broadcast revenue</b>	<b>55</b>	<b>50</b>	<b>49</b>	<b>41</b>	<b>40</b>	<b>33</b>	<b>32</b>
<b>Subscription revenue</b>	<b>40</b>	<b>44</b>	<b>46</b>	<b>41</b>	<b>51</b>	<b>63</b>	<b>58</b>
- DTH	24	26	26	23	26	30	27
- Analog	10	11	14	13	22	28	26
- International	6	7	6	5	5	5	4
<b>Films, IPL and other revenue</b>	<b>5</b>	<b>7</b>	<b>6</b>	<b>18</b>	<b>9</b>	<b>5</b>	<b>10</b>
<b>Domestic revenue</b>	<b>85</b>	<b>85</b>	<b>87</b>	<b>88</b>	<b>93</b>	<b>92</b>	<b>93</b>
International revenue	15	15	13	12	7	8	7

Source: MOFSL, Company

## Financials and valuations

### Standalone – Income Statement

(INR m)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
<b>Total Income from Operations</b>	<b>22,431</b>	<b>23,952</b>	<b>25,583</b>	<b>28,625</b>	<b>36,633</b>	<b>34,044</b>	<b>31,721</b>	<b>38,260</b>
Change (%)	7.0	6.8	6.8	11.9	28.0	-7.1	-6.8	20.6
Production Costs	1,692	1,815	2,165	2,862	4,202	5,456	4,155	5,401
Employees Cost	2,037	2,359	2,563	2,941	3,006	2,924	2,895	3,184
Other Expenses	2,558	2,818	3,485	3,227	3,781	3,304	4,933	3,965
<b>Total Expenditure</b>	<b>6,288</b>	<b>6,992</b>	<b>8,213</b>	<b>9,030</b>	<b>10,990</b>	<b>11,684</b>	<b>11,982</b>	<b>12,550</b>
% of Sales	28.0	29.2	32.1	31.5	30.0	34.3	37.8	32.8
<b>EBITDA</b>	<b>16,143</b>	<b>16,961</b>	<b>17,370</b>	<b>19,595</b>	<b>25,643</b>	<b>22,361</b>	<b>19,738</b>	<b>25,710</b>
Margin (%)	72.0	70.8	67.9	68.5	70.0	65.7	62.2	67.2
Depreciation	5,878	4,850	3,911	4,397	6,467	6,793	5,646	6,483
<b>EBIT</b>	<b>10,265</b>	<b>12,110</b>	<b>13,458</b>	<b>15,198</b>	<b>19,176</b>	<b>15,567</b>	<b>14,092</b>	<b>19,227</b>
Int. and Finance Charges	30	22	10	11	17	78	78	78
Other Income	879	1,075	1,456	1,397	2,200	2,489	2,438	2,530
<b>PBT bef. EO Exp.</b>	<b>11,114</b>	<b>13,164</b>	<b>14,903</b>	<b>16,584</b>	<b>21,359</b>	<b>17,979</b>	<b>16,453</b>	<b>21,680</b>
EO Items	0	180	0	0	0	0	0	0
<b>PBT after EO Exp.</b>	<b>11,114</b>	<b>13,344</b>	<b>14,903</b>	<b>16,584</b>	<b>21,359</b>	<b>17,979</b>	<b>16,453</b>	<b>21,680</b>
Total Tax	3,746	4,646	5,109	5,654	7,411	4,261	4,140	5,455
Tax Rate (%)	33.7	34.8	34.3	34.1	34.7	23.7	25.2	25.2
<b>Reported PAT</b>	<b>7,369</b>	<b>8,698</b>	<b>9,794</b>	<b>10,930</b>	<b>13,949</b>	<b>13,718</b>	<b>12,313</b>	<b>16,225</b>
<b>Adjusted PAT</b>	<b>7,369</b>	<b>8,581</b>	<b>9,794</b>	<b>10,930</b>	<b>13,949</b>	<b>13,718</b>	<b>12,313</b>	<b>16,225</b>
Change (%)	2.8	16.4	14.1	11.6	27.6	-1.7	-10.2	31.8
Margin (%)	32.9	35.8	38.3	38.2	38.1	40.3	38.8	42.4

### Standalone – Balance Sheet

(INR m)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Equity Share Capital	1,970	1,970	1,970	1,970	1,970	1,970	1,970	1,970
Total Reserves	31,827	33,206	38,247	44,430	52,435	54,271	55,204	60,050
<b>Net Worth</b>	<b>33,797</b>	<b>35,176</b>	<b>40,218</b>	<b>46,401</b>	<b>54,405</b>	<b>56,241</b>	<b>57,174</b>	<b>62,020</b>
Total Loans	0	0	0	0	0	0	0	0
Deferred Tax Liabilities	221	219	556	770	1,056	851	851	851
<b>Capital Employed</b>	<b>34,018</b>	<b>35,396</b>	<b>40,773</b>	<b>47,170</b>	<b>55,461</b>	<b>57,092</b>	<b>58,026</b>	<b>62,872</b>
Gross Block	38,306	15,418	19,203	22,972	28,402	33,372	37,372	41,372
Less: Accum. Deprn.	27,563	7,089	8,183	12,579	19,046	23,909	31,486	37,968
<b>Net Fixed Assets</b>	<b>10,743</b>	<b>8,330</b>	<b>11,021</b>	<b>10,393</b>	<b>9,356</b>	<b>9,463</b>	<b>5,886</b>	<b>3,404</b>
Capital WIP	5	6	15	442	133	663	663	663
<b>Total Investments</b>	<b>6,936</b>	<b>8,508</b>	<b>14,540</b>	<b>24,121</b>	<b>30,505</b>	<b>29,490</b>	<b>29,490</b>	<b>29,490</b>
<b>Curr. Assets, Loans &amp; Adv.</b>	<b>18,224</b>	<b>20,980</b>	<b>17,924</b>	<b>16,949</b>	<b>20,700</b>	<b>23,552</b>	<b>25,766</b>	<b>33,874</b>
Account Receivables	6,835	7,329	7,238	10,084	10,790	13,100	9,038	10,902
Cash and Bank Balance	6,904	7,877	7,385	3,071	4,709	5,288	12,731	18,151
Loans and Advances	4,480	5,763	3,292	3,791	5,199	5,164	3,985	4,806
<b>Curr. Liability &amp; Prov.</b>	<b>1,890</b>	<b>2,428</b>	<b>2,726</b>	<b>4,734</b>	<b>5,233</b>	<b>6,074</b>	<b>3,779</b>	<b>4,558</b>
Account Payables	375	383	497	577	1,986	2,771	1,130	1,363
Other Current Liabilities	1,448	1,906	2,034	4,000	3,073	3,094	2,442	2,946
Provisions	68	139	195	157	174	209	207	250
<b>Net Current Assets</b>	<b>16,334</b>	<b>18,552</b>	<b>15,198</b>	<b>12,215</b>	<b>15,468</b>	<b>17,477</b>	<b>21,987</b>	<b>29,316</b>
<b>Appl. of Funds</b>	<b>34,018</b>	<b>35,396</b>	<b>40,773</b>	<b>47,170</b>	<b>55,461</b>	<b>57,092</b>	<b>58,026</b>	<b>62,872</b>

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>18.7</b>	<b>21.8</b>	<b>24.9</b>	<b>27.7</b>	<b>35.4</b>	<b>34.8</b>	<b>31.2</b>	<b>41.2</b>
Cash EPS	33.6	34.1	34.8	38.9	51.8	52.0	45.6	57.6
BV/Share	85.8	89.3	102.1	117.7	138.1	142.7	145.1	157.4
DPS	11.3	15.5	10.0	10.0	12.5	25.0	25.0	25.0
Payout (%)	69.5	84.3	48.4	43.4	40.8	82.9	92.4	70.1
<b>Valuation (x)</b>								
P/E	22.5	19.3	16.9	15.2	11.9	12.1	12.8	9.7
Cash P/E	12.5	12.4	12.1	10.8	8.1	8.1	8.8	6.9
P/BV	4.9	4.7	4.1	3.6	3.0	2.9	2.8	2.5
EV/Sales	6.8	6.5	5.9	5.1	3.8	4.1	3.9	3.6
EV/EBITDA	9.4	9.2	8.7	7.4	5.4	6.2	6.2	5.4
Dividend Yield (%)	2.7	3.7	2.4	2.4	3.0	5.9	6.3	6.3
FCF per share	17.8	22.4	23.5	21.5	31.2	24.2	41.8	36.4
<b>Return Ratios (%)</b>								
RoE	22.5	24.9	26.0	25.2	27.7	24.8	21.7	27.2
RoCE	22.6	24.9	26.0	25.3	27.7	24.9	21.8	27.3
RoIC	34.2	40.3	46.7	52.2	63.2	56.9	57.3	96.9
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	0.6	1.6	1.3	1.2	1.3	1.0	0.8	0.9
Asset Turnover (x)	0.7	0.7	0.6	0.6	0.7	0.6	0.5	0.6
Inventory (Days)	0	0	0	0	0	0	0	0
Debtor (Days)	111	112	103	129	108	140	104	104
Creditor (Days)	6	6	7	7	20	30	13	13
<b>Leverage Ratio (x)</b>								
Current Ratio	9.6	8.6	6.6	3.6	4.0	3.9	6.8	7.4
Net Debt/Equity	-0.4	-0.5	-0.5	-0.6	-0.6	-0.6	-0.7	-0.8

### Standalone – Cash Flow Statement

(INR m)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
OP/(Loss) before Tax	11,120	13,163	14,904	16,584	21,359	17,989	16,453	21,680
Depreciation	5,878	4,850	3,911	4,397	6,467	6,793	5,646	6,483
Interest & Finance Charges	18	22	10	11	17	78	78	78
Direct Taxes Paid	-3,761	-4,550	-4,877	-5,409	-7,226	-4,254	-4,140	-5,455
(Inc)/Dec in WC	-1,174	-260	-14	-1,086	-848	-2,618	2,933	-1,908
<b>CF from Operations</b>	<b>12,080</b>	<b>13,225</b>	<b>13,934</b>	<b>14,497</b>	<b>19,769</b>	<b>17,988</b>	<b>20,969</b>	<b>20,877</b>
Others	-673	-665	-1,027	-1,059	-1,997	-1,885	-2,438	-2,530
<b>CF from Operating incl EO</b>	<b>11,407</b>	<b>12,560</b>	<b>12,907</b>	<b>13,438</b>	<b>17,772</b>	<b>16,103</b>	<b>18,531</b>	<b>18,347</b>
(Inc)/Dec in FA	-4,375	-3,713	-3,658	-4,977	-5,479	-6,579	-2,070	-4,000
<b>Free Cash Flow</b>	<b>7,033</b>	<b>8,847</b>	<b>9,249</b>	<b>8,460</b>	<b>12,293</b>	<b>9,524</b>	<b>16,461</b>	<b>14,347</b>
(Pur)/Sale of Investments	-169	213	-4,774	-9,083	-5,654	1,091	0	0
Others	768	-715	-214	1,403	482	1,814	2,438	2,530
<b>CF from Investments</b>	<b>-3,775</b>	<b>-4,214</b>	<b>-8,646</b>	<b>-12,658</b>	<b>-10,651</b>	<b>-3,675</b>	<b>369</b>	<b>-1,470</b>
Issue of Shares	0	0	0	0	0	0	0	0
Inc/(Dec) in Debt	0	0	0	0	0	0	0	0
Interest Paid	-18	-20	-10	-11	-17	-291	-78	-78
Dividend Paid	-6,331	-7,352	-4,743	-4,743	-5,939	-11,877	-11,379	-11,379
Others	0	0	0	0	0	16	0	0
<b>CF from Fin. Activity</b>	<b>-6,348</b>	<b>-7,372</b>	<b>-4,753</b>	<b>-4,754</b>	<b>-5,955</b>	<b>-12,152</b>	<b>-11,457</b>	<b>-11,457</b>
<b>Inc/Dec of Cash</b>	<b>1,284</b>	<b>973</b>	<b>-492</b>	<b>-3,969</b>	<b>1,164</b>	<b>277</b>	<b>7,443</b>	<b>5,420</b>
Opening Balance	5,620	6,904	7,877	6,551	2,582	3,748	4,025	11,467
<b>Closing Balance</b>	<b>6,904</b>	<b>7,877</b>	<b>7,385</b>	<b>2,582</b>	<b>3,746</b>	<b>4,025</b>	<b>11,467</b>	<b>16,888</b>

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BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
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