

Estimate change



TP change



Rating change


CMP: INR3,314
TP: INR3,620 (+9%)
Neutral

Early signs of recovery; revenue to see lag effect

Bloomberg	INFOE IN
Equity Shares (m)	104
M.Cap.(INRb)/(USDb)	426.1 / 5.8
52-Week Range (INR)	3575 / 1580
1, 6, 12 Rel. Per (%)	-1/23/57
12M Avg Val (INR M)	1109

Financials & Valuations (INR b)

Y/E Mar	2020	2021E	2022E
Sales	12.7	11.6	13.9
EBITDA (%)	4.0	3.8	4.5
PAT	2.1	3.4	4.1
EPS (INR)	16.7	26.5	31.8
EPS Gr. (%)	-27.1	58.3	20.2
BV/Sh. (INR)	199.5	297.5	314.9

Ratios

RoE (%)	13.8	10.8	10.4
RoCE (%)	13.9	10.7	10.4
Payout (%)	42.4	41.1	45.1

Valuations

P/E (x)	197.8	125.0	104.0
P/BV (x)	16.6	11.1	10.5

Shareholding pattern (%)

As On	Jun-20	Mar-20	Jun-19
Promoter	40.4	40.5	40.6
DII	12.6	13.4	14.3
FII	37.2	35.7	34.5
Others	9.9	10.5	10.6

FII Includes depository receipts

- n The complete impact of the COVID-19-led lockdown was seen in the 1QFY21 financial performance, with billings decline of 44% YoY.
- n The drag in revenues (-10.4% YoY) was curtailed due to the subscription-based model of the business. INFOE has shown a high resilience in the margins (+420bp YoY) on account of superior cost optimization.
- n For the first time, the company was able to show gains from investee companies, primarily led by positive contribution margins from Zomato.
- n Traffic on INFOE's operating portals has inched up to pre-COVID levels. Billings and revenue should follow a similar trend (in that order).
- n Given the company's market positioning, multi-dimensional growth may be expected across its core businesses in the medium-to-long term. We expect long-term growth trends to play out at its operating entities, whose margins continue to inch up on high operating leverage. Furthermore, led by an inclination for profitability in investee companies, we expect consolidated losses to be curtailed over time.
- n We value its operating entities using DCF, with WACC of 11% and the terminal growth rate at 5%. Our SOTP valuation indicates target price of INR3,620. Maintain **Neutral**.

Billings decline to cause near-term pain

- n Standalone revenue was INR2.8b (decline of 13% QoQ and 10.4% YoY), a 22% beat to our estimate of INR2.3b.
- n Recruitment revenue declined 9% YoY (est.: 30% decline). Revenue for 99acres declined 25% YoY (est.: 35% decline). Revenue beat was led by a higher lag in billings revenue on account of longer-than-expected contract durations.
- n Deferred revenue stood at INR3.7b (decline of 25% YoY).
- n The EBIT margin was at 33.4% (+6.8pp QoQ and +4.2pp YoY), +15pp above our estimate of 18%.
- n The steep increase in margins was led by 55% sequential decline in other expenses, 47% in advertisement cost, and 7% in employee expenses.
- n During the quarter, investee companies declared gains of INR33m v/s loss of INR1.3b in the previous quarter. This was largely led by positive contribution margins from Zomato.
- n PAT was INR832m (+5.6% QoQ and +11% YoY) v/s our estimate of INR421m. This was largely attributable to higher operating income.
- n INFOE successfully completed its QIP through raising INR18.7b; the total cash balance post-QIP stands at ~INR31b.

Management commentary highlights

- n **Recruitment:** Billings for Naukri declined 44% YoY during the quarter. However, billings have improved with each month post May'20. Traffic is now back at pre-COVID levels. Naukri has been working toward technological improvements in its platform. Apart from this, the company has been working on various initiatives, such as: 1) the enterprise version of Resdex, 2) a re-hiring service portal, 3) a separate platform for premium engineering jobs – Hirst, 4) an ultra-premium job market with personalized services – Bigshyft.
- n **99acres:** Paid listings declined 62% sequentially, thereby resulting in billings decline of 71%. 99acres continues to lead the market in this space. After dropping 80% in April, buyer traffic is now back at 85% of pre-COVID levels. However, supplier-side traffic is yet to return. Initial traction among dealers and developers has been seen in the past couple of months.
- n **Jeevansathi:** INFOE would deploy the majority of its marketing dollars toward aggressively advertising for Jeevansathi. The company has also launched new features, such as video/voice calling and 'Milan Samaroh', on the portal.
- n **QIP:** INFOE successfully completed QIP of INR18.75b. It raised the money at a price of INR3090 (2.7% discount to floor price). Funds would largely be utilized for investments in standalone entities and big-ticket M&As to strengthen its market position. The company believes the liquidity crunch in the market due to COVID and the screening of Chinese investments would present opportunities for M&As at reasonable valuations. Funds would not be invested in AIF, for which the company would bring an additional investor on-board.
- n **Zomato:** Zomato's delivery revenue is back at 60–70% of pre-COVID levels. This is largely attributable to higher delivery fees charged by the platform. Order volumes are yet to recover to similar levels. Zomato's burn has reduced significantly during the quarter. However, it is expected to return to some extent as Zomato would eventually begin spending on brand-building and reinstate the salaries of its employees.

Valuation and view

- n For FY21, we expect 9% revenue decline, largely driven by a 44% drop in billings for 1QFY21. While 1QFY21 resulted in unprecedented billings decline, we expect this to improve as traffic inches up MoM. With the expectation of more jobs coming in (on pent-up demand) and pressure on real estate developers to sell off inventory, we expect 20% revenue growth for FY22E. Our expectation of a 100bp margin expansion over FY20–22E is attributable to lower advertisement expenses and the optimization of other expenses.
- n With the company investing prudently (clocked an XIRR >35%), some of its current investments would scale up in the medium-to-long term, further contributing to the group's valuations.
- n We believe INFOE provides a good entry point for the start-up ecosystem, with higher risk being moderated by its relatively stable standalone operating business.
- n We have individually valued INFOE's group entities using DCF-based valuation (WACC: 11%; terminal growth rate: 5%). Our SOTP target price stands at INR3,620/share. **Maintain Neutral.**

Quarterly Performance (Standalone)

(INR m)

Y/E March	FY20				FY21E				FY20	FY21E	Est.	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QFY21	(% / bp)
Revenues	3,128	3,166	3,205	3,228	2,801	2,807	2,901	3,053	12,727	11,562	2,304	21.6
YoY (%)	20.5	19.5	14.0	10.3	-10.4	-11.3	-9.5	-5.4	15.9	-9.2	-26.3	1590bp
Salary costs	1,298	1,349	1,357	1,392	1,297	1,369	1,399	1,430	5,396	5,496	1,273	1.9
Ad and Promotion costs	549	514	498	484	256	337	406	427	2,044	1,426	184	38.8
Other Expenses	272	310	291	387	203	209	211	217	1,260	840	322	-37.0
EBITDA	1,010	993	1,059	965	1,046	893	884	978	4,027	3,800	525	99.3
EBITDA Margin (%)	32.3	31.4	33.0	29.9	37.3	31.8	30.5	32.0	31.6	32.9	22.8	1450bp
Depreciation	99	101	104	110	111	113	115	117	414	457	112	-0.6
EBIT Margin (%)	29.1	28.2	29.8	26.5	33.4	27.8	26.5	28.2	28.4	28.9	17.9	1540bp
Other Income	245	232	204	195	203	336	341	348	876	1,228	164	23.3
PBT bef. Extra-ordinary	1,139	1,107	1,143	1,034	1,122	1,100	1,095	1,193	4,423	4,571	561	99.8
Provision for Tax	390	266	232	246	290	275	274	298	1,133	1,137	140	106.3
ETR (%)	34.2	24.0	20.3	23.8	25.8	25.0	25.0	25.0	25.6	24.9	25.0	80bp
PAT bef. Minority	667	93	880	416	832	825	821	895	2,057	3,435	421	97.7
EOI	-82	-749	-30	-372	0	0	0	0	-1,233	0	0	
Adjusted PAT	749	842	911	788	832	825	821	895	3,290	3,435	421	97.7
QoQ (%)	-10.6	12.4	8.2	-13.4	5.6	-0.8	-0.5	9.0			-46.6	
YoY (%)	-5.1	7.8	22.5	-5.9	11.1	-2.0	-9.8	13.5	4.4	4.4	-43.8	
EPS (INR)	5.4	0.8	7.2	3.4	6.8	6.4	6.4	6.9	16.7	26.5	3.3	107.3

E: MOFSL Estimates

Key Perfor. Indicators

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		
Operating metrics										
Headcount	4,407	4,507	4,590	4,698	4,562	4462	4562	4662	4,698	4662
Naukri - Revenue per unique customer	37844	38376	38853	38752	41584	41999	42839	43696	91429	99382
99acres - Listing (k)	1,273	1,280	1,396	1,318	642	642	668	694	5,267	2,646
Revenue (YoY %)										
Recruitment	19%	19%	13%	11%	-9%	-10%	-8%	-4%	15%	-8%
99acres	35%	26%	15%	4%	-34%	-32%	-30%	-23%	19%	-30%
Jeevansathi	9%	13%	21%	25%	13%	13%	15%	15%	17%	14%

Management commentary highlights

Recruitment

- Operating performance:** Naukri's revenue declined 9% YoY, while EBITDA margins increased by 420bp YoY. According to SimilarWeb, traffic share for the platform remains above 90%. Naukri's billings declined 44% YoY during the quarter. Billings have improved with each month post-May'20. Traffic is now back at pre-COVID levels.
- Competition:** Indeed and LinkedIn are Naukri's major competitors. Despite LinkedIn possessing better technology, it has not been able to eat much into Naukri's market share due to the former's strict privacy policies restricting the platform from providing the contact information of the candidate without prior permission. Naukri aims to deploy its salesforce to cross-sell IIM Jobs offerings to its large customer base. It is also in the early stages of launching its portal for the blue-collar job market to gain market share from Indeed.
- Additional services:** Naukri has been working toward making technological improvements to its platform. Additionally, the company has been working on various initiatives, such as: 1) the enterprise version of Resdex, [2] a re-hiring service portal, 3) a separate platform for premium engineering jobs – Hirst 4) an ultra-premium job market with personalized services – Bigshyft.

- n **Industry breakup:** IT/Pharma/Consumer was the least impacted by the lockdowns, while Auto/Retailing/Travel/Hospitality was the most impacted.

Real Estate

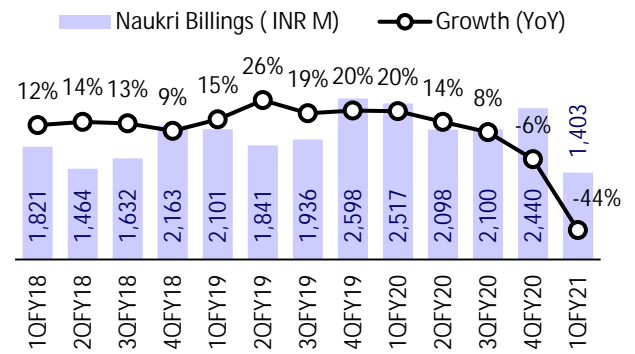
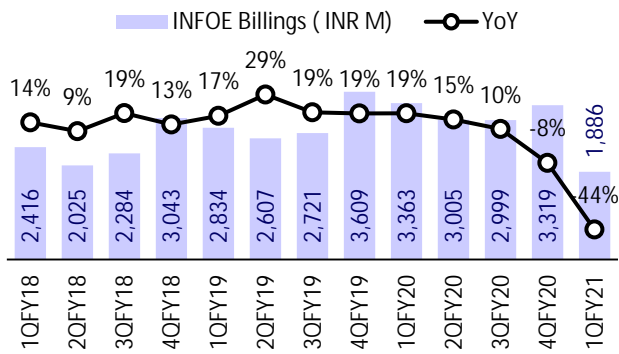
- n **Operating performance:** 99acres' revenue declined 33.5% YoY. However, the EBITDA margin stood at 14% v/s breakeven levels a year ago. Paid listings declined by 62% sequentially, thereby resulting in billings decline of 71%. 99acres continues to lead the market in this space.
- n **Traffic:** After dropping 80% in April, buyer traffic is now back at 85% of pre-COVID levels. However, supplier-side traffic is yet to return. Initial traction among dealers and developers has been seen over the past couple of months.
- n **Advertisement spends:** 99acres would not spend aggressively on advertising as there is a lot of pain remaining in the underlying industry. The company would focus on enhancing and developing product features to make the platform more user-friendly.

Matrimony

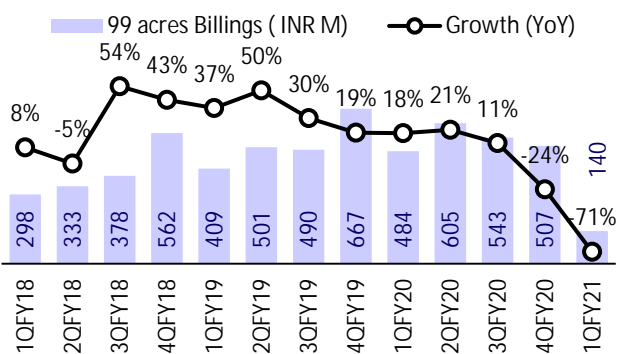
- n **Operating performance:** Unlike Naukri and 99acres, Jeevansathi saw healthy billings growth during the quarter (+13% YoY).
- n **Advertising spend:** INFOE would deploy the majority of its marketing dollars toward aggressively advertising for Jeevansathi. The company has also launched new features, such as video/voice calling and 'Milan Samaroh', on the portal.
- n **Market share:** Jeevansathi is at the 3rd position in the Matrimony segment. Overall market share is less than 15%. Traffic share is higher in north and west India (~25%), while it is insignificant in south India (majorly dominated by Matrimony.com).

Others

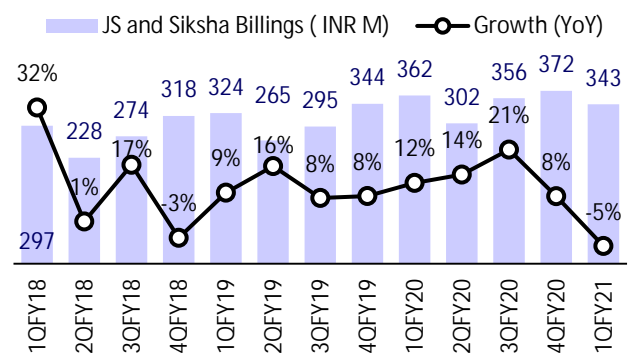
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- n **Zomato:** Zomato's delivery revenue is back at 60–70% of pre-COVID levels. This is largely attributable to higher delivery fees charged by the platform. Order volumes are yet to recover to similar levels. Zomato's burn has reduced significantly during the quarter. However, it is expected to return to some extent as Zomato would eventually begin spending on brand-building and reinstate the salaries of its employees.

Exhibit 1: Overall/Recruitment billing declines on subdued economic activity

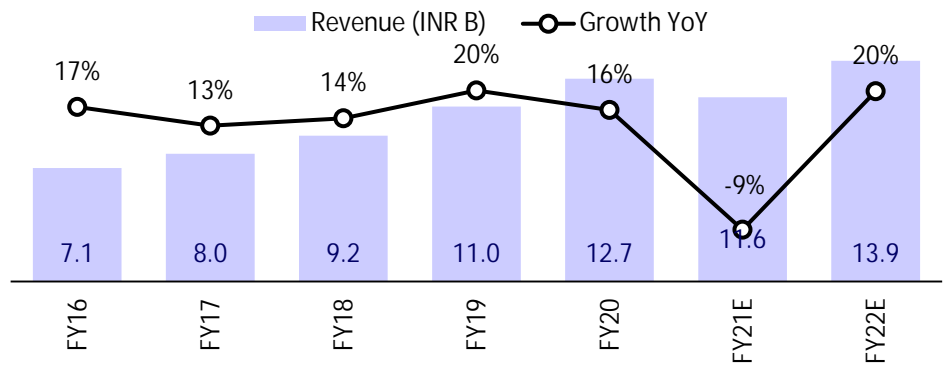
Source: Company, MOFSL

Exhibit 2: Sharp drop in billings of 99acres

Source: MOFSL, Company

Exhibit 3: Jeevansathi sees minimal impact on billings

Source: MOFSL, Company

Exhibit 4: Billings decline to translate to negative growth for FY21

Source: Company, MOFSL

Exhibit 5: Investee companies at ~36% premium to book value recorded by INFOE

Company	Amt. Invested (INR m)	~ Actual Holding (%)	Valuation as per last funding round INR m	INFOE Value INR m	Description
Zomato Media Pvt Ltd.	1522	22.71	247500	56207	Food Tech
Etchaces Marketing and Consulting Pvt Ltd.	5758	15.85	112500	17831	Insurance Broker
Happily Unmarried Marketing Pvt Ltd.	323	42.33	2200	931	Specialized E Commerce
NoPaperForms Solutions Pvt.Ltd.	337	48.1	1000	481	School Operations
International Educational Gateway Pvt. Ltd	205	37.9	541	205	Education Consultation
Agstack Technologies Private Limited	204	33.21	614	204	Farming Solutions
Bizcrum Infotech Pvt. Ltd.	160	32.85	735	241	B2B marketplace for footwear's
Medcords Healthcare Solutions Pvt. Ltd.	96	22.4	1050	235	Teleconsultation
Printo Document Services Pvt. Ltd.	250	25.12	929	233	Print Solutions
Shop Kirana E Trading Private Ltd	604	25.36	3750	951	B2B E-Tailing
Greytip Software Private Limited	350	20.25	1728	350	SaaS-based HR and Payroll Software
Metis Eduventures Private Limited (Adda_24*7)	280	16.97	1650	280	Online Education
Terralytics Analysis Private Limited (Teal)	50	20	266	53.25	Real Estate Analytics
LQ Global Services Private Limited	15	16.67	90	15	Online legal search engine
Llama Logisol Private Limited (Shipsy)	50	10	500	50	SaaS-based Logistics platform
Sunrise Mentors Private Limited (Coding Ninja)	371	25	1554	388	Online Education
Oyuki Digital Media Private Limited	250	5.36	4928	264	Digital Content strategy
Dotpe Private Limited	104	7.48	1463	109	QR payment service
Intellihealth Solution Pvt Ltd	37	17.8	208	37	Tele consultation
Fanbuff Esports India Pvt Limited	35	20	175	35	Gaming
Rusk Media Pvt Limited	35	10	350	35	Digital media services

Source: MOFSL, Company, VCC Edge

Exhibit 6: SOTP TP– INR3,620**Info Edge (India)**

Segment	Methodology	Methodology description	Valuation towards INFOE (INR b)	Contribution (INR per share)
Naukri	DCF	We assume a 16% revenue CAGR and 18% EBIT CAGR over FY20–34. Our WACC and terminal growth estimates stand at 11% and 5%, respectively.	276.7	2145
99acres.com	DCF	We forecast an 8% CAGR in total absorption for the next 15 years, coupled with a 4% CAGR in weighted average price, which gives a 12% CAGR for the sector. Based on the assumption of a long-term average of 7% market share for 99acres in real estate marketing expenditure, we estimate an 18% CAGR in revenue over FY20–34. Our WACC and terminal growth estimates stand at 11% and 5%, respectively.	41.7	323
Zomato.com	DCF	We estimate a 34% CAGR in GMVs, 26% CAGR in the number of orders, and consistent take rate of 21% over FY20–34. Our WACC and terminal growth estimates stand at 11% and 5%, respectively. INFOE holds a 22.7% stake in Zomato.	69.4	538
Policybazaar.com	33% premium to valuation ascribed in the latest round of funding	We factor a USD2b valuation.	24.0	186
Jeevansathi.com	DCF	We expect near-term consolidation in the Online Matrimony industry. We estimate an 18% revenue CAGR over FY20–34 and increase margins from -78% in FY20 to 30% in FY34. Our WACC and terminal growth estimates stand at 11% and 5%, respectively.	14.5	112
Other businesses	Multiples	5x one-year forward sales	3.5	27
Other investee companies	40% premium to the investment value		5.1	40
Cash on books			31.3	243
Total				3620

Source: MOFSL, Company

Exhibit 7: Revisions to our estimates

Standalone business	Revised			Earlier			Change (% / bp)		
	FY20	FY21E	FY22E	FY20	FY21E	FY22E	FY20	FY21E	FY22E
Revenue (INR m)	12.7	11.6	13.9	12.7	10.4	13.4	0.0	10.6	3.6
YoY (%)	15.9	-9.2	19.8	15.9	(17.9)	28.0	0bp	870bp	-820bp
EBITDA (%)	31.6	32.9	32.6	31.6	26.7	32.7	0bp	610bp	0bp
EBIT (%)	28.4	28.9	29.1	28.4	22.3	29.0	0bp	660bp	10bp
EPS (INR)	16.7	26.5	31.8	16.7	19.9	30.6	0.0	33.2	3.9

Source: MOFSL, Company

Valuation and view

Direct, high-quality play on exploding e-commerce opportunity

- India's E-Commerce industry is expected to grow to USD100b by 2025 from the current size of USD30b. As per Google, the Classifieds segment is expected to grow at a CAGR of 18%, with jobs, real estate, and matrimony constituting two-thirds of the market.
- As GDP growth revives in India, it would directly benefit INFOE's Recruitment segment growth, which has had a 7–8pp historical multiplier effect for every 1pp uptick in GDP growth. Naukri.com's traffic share is almost 70%.

Reducing industry burn vindicates prudent investment strategy

- The scenario in venture capital funding appears to have changed over the last few months, with companies making a pivot toward monetization and profitability. This would imply that the worst in terms of month-on-month burn is behind.
- We believe this plays into INFOE's strategy of staying put to protect its market leadership in multiple franchises such as Zomato; it could now look forward to deriving the financial rewards from its investments sooner rather than later.

Revival of GDP growth to help flagship Recruitment segment

- Naukri.com should directly and disproportionately benefit from the uptick in GDP growth. This should be compounded by a pickup in demand for IT resources. We expect near-term pain in the segment on account of lower collections in 1HFY21. However, V-shaped recovery in billings is likely on the assumption that GDP would revive back in FY22 (given that IT sector hiring persists).

Disciplined management action drives confidence

- Backing strong teams:** Despite buying significant stake in investee companies, the approach has been to back its teams and get involved as and when guidance is sought.
- Prioritizing:** INFOE has been quick to write-off its book investments where either scale visibility dwindled and/or the company's focus changed (INR2.2b to date).

Robust cash balance

- INFOE has a strong liquidity position of INR31b. Given the fixed commitments of INR6b in FY20, the company has adequate liquidity to sustain operations for 2.5

years. Additionally, the book value of start-up investments amounts to INR11b on the balance sheet. INFOE's start-up investments have been highly successful in the past.

- n According to our estimate, the company has clocked an XIRR of >35% since it first started investing. Management indicated that some of the investee companies, such as ShopKirana and ShoeKconnect, could gain sustainable momentum over the medium-to-long term.

Valuation and view

- n For FY21, we expect 9% revenue decline, largely driven by a 44% drop in billings for 1QFY21. While 1QFY21 resulted in unprecedented billings decline, we expect this to improve as traffic inches up MoM. With the expectation of more jobs coming in (on pent-up demand) and pressure on real estate developers to sell off inventory, we expect 20% revenue growth for FY22E. Our expectation of a 100bp margin expansion over FY20–22E is attributable to lower advertisement expenses and the optimization of other expenses.
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- n We believe INFOE provides a good entry point for the start-up ecosystem, with higher risk being moderated by its relatively stable standalone operating business.
- n We have individually valued INFOE's group entities using DCF-based valuation (WACC: 11%; terminal growth rate: 5%). Our SOTP target price stands at INR3,620/share. **Maintain Neutral.**

Financials and valuations

Income Statement							(INR m)	
Y/E Mar	2015	2016	2017	2018	2019	2020	2021E	2022E
Sales	6,116	7,123	8,021	9,155	10,983	12,727	11,562	13,854
Change (%)	20.9	16.5	12.6	14.1	20.0	15.9	-9.2	19.8
Employee expense	2,520	3,247	3,752	3,931	4,586	5,396	5,496	6,181
Advertising cost	842	1,318	881	1,164	1,757	2,044	1,426	1,801
Other expense	931	1,137	1,114	1,088	1,226	1,260	840	1,349
EBITDA	1,822	1,421	2,275	2,973	3,413	4,027	3,800	4,522
% of Net Sales	29.8	20.0	28.4	32.5	31.1	31.6	32.9	32.6
Depreciation	173	210	241	215	204	414	457	487
Interest	30	1	1	1	1	67	61	61
Other Income	764	721	625	971	1,112	876	1,228	1,496
PBT	2,383	1,932	2,659	3,728	4,320	4,423	4,510	5,471
Tax	736	539	575	991	1,169	1,133	1,137	1,368
Rate (%)	30.9	27.9	21.6	26.6	27.1	25.6	25.2	25.0
Adjusted PAT	1,647	1,393	2,084	2,737	3,152	3,290	3,374	4,103
Extraordinary Items	292	-160	-40	-913	-334	-1,233	0	0
Reported PAT	1,939	1,233	2,044	1,824	2,818	2,057	3,374	4,103
Change (%)	50.9	-36.4	65.7	-10.8	54.5	-27.0	64.0	21.6
Balance Sheet							(INR m)	
Y/E Mar	2015	2016	2017	2018	2019	2020	2021E	2022E
Share Capital	1,202	1,209	1,211	1,216	1,220	1,223	1,283	1,283
Reserves	15,422	16,431	18,620	19,859	22,019	23,094	37,080	39,334
Net Worth	16,624	17,640	19,831	21,074	23,239	24,317	38,363	40,616
Loans	2.8	60.2	52.3	44.0	46.0	568.7	568.7	568.7
Capital Employed	16,627	17,700	19,883	21,118	23,285	24,885	38,932	41,185
Gross Block	1,635	1,901	1,723	1,866	2,109	3,279	3,599	3,919
Less : Depreciation	700	881	1,121	1,337	1,540	1,954	2,411	2,897
Net Block	935	1,020	602	529	569	1,325	1,188	1,021
CWIP	0	0	0	0	0	0	0	0
Investments	5,578	7,405	8,371	10,720	12,857	16,404	16,404	16,404
Curr. Assets	12,907	12,152	15,188	15,028	15,984	13,381	27,256	30,836
Current Investments	8,973	357	2,162	11,456	3,400	2,554	2,554	2,554
Debtors	98	118	75	44	60	70	66	81
Cash	3,007	9,522	11,280	1,458	1,052	4,275	18,487	20,797
Loans & Advances	155	347	247	0	0	0	0	0
Other Current Assets	673	1,808	1,424	2,070	11,472	6,482	6,148	7,404
Current Liab. & Prov	2,794	2,877	4,278	5,159	6,125	6,225	5,916	7,076
Current Liabilities	2,341	2,448	3,862	4,703	5,628	5,676	5,367	6,528
Provisions	452	429	416	456	496	549	549	549
Net Current Assets	10,114	9,275	10,910	9,869	9,860	7,156	21,339	23,759
Application of Funds	16,627	17,700	19,883	21,118	23,285	24,885	38,932	41,185

Financials and valuations

Ratios

Y/E March	2015	2016	2017	2018	2019	2020	2021E	2022E
Basic (INR)								
EPS	16.5	10.0	15.4	14.9	23.0	16.7	26.5	31.8
Cash EPS	13.0	14.0	17.4	24.2	27.5	30.4	29.7	35.6
Book Value	138.3	188.0	162.7	172.9	190.7	199.5	297.5	314.9
DPS	3.0	4.3	3.0	5.5	5.5	9.6	9.0	12.0
Payout (%)	31.2	44.2	23.2	29.3	25.6	42.4	41.1	45.1
Valuation (x)								
P/E	200.7	329.6	215.1	222.4	144.2	197.8	125.0	104.0
Cash P/E	253.7	236.8	190.3	136.6	120.2	108.9	111.4	93.0
EV/EBITDA	247.9	259.8	185.3	131.5	114.1	95.0	103.1	86.1
EV/Sales	63.7	41.2	47.8	42.7	35.5	30.1	33.9	28.1
Price/Book Value	23.9	17.6	20.3	19.1	17.4	16.6	11.1	10.5
Dividend Yield (%)	0.1	0.1	0.1	0.2	0.2	0.3	0.3	0.4
Profitability Ratios (%)								
RoE	11.5	6.4	10.0	13.4	14.2	13.8	10.8	10.4
RoCE	13.8	8.1	11.1	13.4	14.2	13.9	10.7	10.4
RoIC	-112.9	-338.4	-210.6	-91.1	135.3	70.5	159.4	207.6
Turnover Ratios								
Debtors (Days)	6	6	3	2	2	2	2	2
Fixed Asset Turnover (x)	6.5	7.0	13.3	17.3	19.3	9.6	9.7	13.6

Cash Flow Statement

Y/E March	2015	2016	2017	2018	2019	2020	2021E	2022E
CF from Operations	1,968	809	1,653	1,901	2,097	1,735	14,724	3,155
Cash for Working Capital	2	6,706	630	1,166	860	752	29	-111
Net Operating CF	1,970	7,515	2,283	3,067	2,956	2,487	14,753	3,044
Net Purchase of FA	-2,151	-1,620	-1,970	-4,158	-2,276	-9,039	-320	-320
Free Cash Flow	-181	5,895	314	-1,091	680	-6,552	14,433	2,724
Net Purchase of Invest.	-6,279	1,320	1,864	-7,973	8,718	5,245	1,228	1,496
Net Cash from Invest.	-8,430	-300	-106	-12,132	6,442	-3,794	908	1,176
Proceeds from Equity	7,497	25	19	48	27	3	0	0
Proceeds from LTB/STB	-4	0	-1	-1	0	-204	-61	-61
Dividend Payments	-337	-726	-437	-803	-808	-1,176	-1,387	-1,850
Cash Flow from Fin.	7,156	-701	-419	-757	-781	-1,377	-1,448	-1,911
Net Cash Flow	696	6,514	1,759	-9,822	8,618	-2,684	14,213	2,309
Opening Cash Bal.	2,311	3,007	9,522	11,280	1,458	1,053	4,275	18,487
Add: Net Cash	696	6,514	1,759	-9,822	-405	3,222	14,213	2,309
Closing Cash Bal.	3,007	9,522	11,280	1,458	1,053	4,275	18,487	20,797

E: MOFSL Estimates

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
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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