23 October 2020

2QFY21 Results Update | Sector: Healthcare

Biocon

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	BIOS IN
Equity Shares (m)	1,200
M.Cap.(INRb)/(USDb)	500.6 / 7
52-Week Range (INR)	478 / 236
1, 6, 12 Rel. Per (%)	-10/-8/57
12M Avg Val (INR M)	2097

Financials & Valuations (INR b)

Y/E MARCH	2020	2021E	2022E
Sales	63.0	76.2	93.7
EBITDA	16.0	19.7	25.7
Adj. PAT	7.8	8.9	13.0
EBIT Margin (%)	16.7	16.5	19.0
Cons. Adj. EPS (INR)	6.2	7.5	10.8
EPS Gr. (%)	-0.4	20.8	44.8
BV/Sh. (INR)	55.9	61.1	68.7
Ratios			
Net D:E	0.1	0.2	0.1
RoE (%)	11.6	12.8	16.6
RoCE (%)	9.1	9.3	12.3
Payout (%)	30.7	29.3	29.3
Valuations			
P/E (x)	69.9	57.9	40.0
EV/EBITDA (x)	30.9	25.6	19.5
Div. Yield (%)	0.4	0.4	0.6
FCF Yield (%)	-1.4	0.3	1.6
EV/Sales (x)	7.9	6.6	5.3

Shareholding pattern (%)

As On	Sep-20	Jun-20	Sep-19
Promoter	60.7	60.7	60.7
DII	6.3	7.2	5.0
FII	17.7	17.1	17.1
Others	15.3	15.1	17.3

FII Includes depository receipts

CMP: INR417 TP: INR400 (-4%) Neutral

Operational challenges impact performance

Building of Biologics pipeline on track

- Biocon (BIOS) delivered lower-than-expected performance for the quarter, largely weighed by operational challenges. It remains on track to a) improve traction in commercialized products and b) build a product pipeline of both biosimilars as well as generics.
- We cut our EPS estimate by 15%/10% for FY21/FY22, factoring in a delay in the ramp-up of biosimilars (Pegfilgrastim/Trastuzumab) and reduced operating leverage. We continue to value BIOS at 30x 12M forward earnings to arrive at price target of INR400 (from INR450 earlier). We maintain Neutral on the stock as current valuations adequately capture potential biosimilar-led upsides in earnings.

Slower sales in Biologics, reduced operating leverage drag down earnings

- BIOS' 2QFY21 revenues grew 11.3% YoY to INR17.4b (v/s our est. of INR18.7b). Biosimilars (38% of sales) was up 11.4% YoY to INR6.8b, Research Services (Syngene) (29% of sales) was up 11.4% YoY to INR5.2b, and Generics (33% of sales) was up 8.3% YoY to INR6b.
- The gross margin (GM) expanded 50bp YoY to 65.6% during the quarter.
- However, EBITDA margin contracted 220bp YoY to 23.5% (our est.: 26.7%). The EBITDA margin was affected due to a change in the product mix and reduced operating leverage. Employee costs were up 145bp YoY as a percentage of sales. The R&D spend was also higher by 190bp as a percentage of sales.
- Accordingly, EBITDA was steady YoY at INR4b (v/s our est. of INR5b).
- Adj. PAT declined at a higher rate of 9% YoY to INR2b (our est.: INR2.3b) on higher depreciation and lower other income. This was partially offset by a lower tax rate for the quarter.
- For 1HFY21, BIOS' revenue grew 13%, while EBITDA/PAT declined 13%/18% on a YoY basis.

Highlights from management commentary

- Management guided for operational issues to be resolved soon and that it should benefit from increasing demand for its biosimilar products.
- ~50% of sales in Biosimilars are from the developed markets and the other half from the emerging markets.
- BIOS received major Complete Response Letter (CRL) for g-Copaxone. It intends to complete its work in a few months. Subsequently, the USFDA may take 8–9M to review the same.
- BIOS has capex of INR20b planned over the next three years for generics.

Valuation and view

- We expect an earnings CAGR of 29% over FY20–23, led by a 35%/15% sales CAGR in Biologics / Research Services and 200bp margin expansion.
- We reduce our earnings estimate by 15%/10% for FY21/FY22 on account of delayed ramp-up in the offtake of Biosimilars and lower operating leverage.
- We continue valuing BIOS at 30x and roll our TP to INR400 (prior: INR450) on a 12M forward earnings basis. Maintain **Neutral**.

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Quarterly performance (Consolidated) (INR m)

Y/E March	FY20				FY21E				FY20	FY21E	FY21E	
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	vs Est
Net Sales	**14,589**	**15,720**	**17,480**	**15,575**	**16,713**	**17,448**	**20,506**	**21,521**	**63,005**	**76,188**	**18,689**	**-6.6%**
YoY Change (%)	29.8	19.0	13.4	1.9	14.6	11.0	17.3	38.2	14.3	20.9	18.9	
Total Expenditure	10,220	11,690	13,030	12,390	12,590	13,354	15,072	15,492	46,974	56,508	13,699	
EBITDA	**4,369**	**4,030**	**4,450**	**3,185**	**4,123**	**4,094**	**5,434**	**6,029**	**16,031**	**19,680**	**4,990**	**-18.0%**
YoY Change (%)	83.7	18.9	9.5	-22.3	-5.6	1.6	22.1	89.3	15.1	22.8	**24**	
Margins (%)	29.9	25.6	25.5	20.4	24.7	23.5	26.5	28.0	25.4	25.8	26.7	
Depreciation	1,242	1,320	1,440	1,524	1,668	1,777	1,800	1,858	5,522	7,103	1,700	
EBIT	**3,127**	**2,710**	**3,010**	**1,661**	**2,455**	**2,317**	**3,634**	**4,171**	**10,509**	**12,577**	**3,290**	
YoY Change (%)	125.5	19.4	4.0	-42.8	-21.5	-14.5	20.7	151.1	11.1	19.7	**21**	
Interest	166	140	180	168	125	65	70	69	649	329	130	
Other Income	241	380	360	631	183	155	180	232	1,614	750	220	
Extraordinary income	0	675	0	0	0	-180	0	0	675	-180	0	
PBT	**3,202**	**3,625**	**3,190**	**2,124**	**2,513**	**2,227**	**3,744**	**4,334**	**12,149**	**12,818**	**3,380**	**-34.1%**
Tax	852	1,000	850	450	809	223	936	1,108	3,151	3,076	845	
Rate (%)	26.6	27.6	26.6	21.2	32.2	10.0	25.0	25.6	25.9	24.0	25.0	
Minority Interest	210	347	310	360	180	261	240	238	1,227	919	200	
PAT	**2,061**	**2,448**	**2,030**	**1,230**	**1,488**	**1,743**	**2,568**	**2,987**	**7,769**	**8,787**	**2,335**	**-25.3%**
Adj PAT	**2,061**	**2,089**	**2,030**	**1,230**	**1,488**	**1,905**	**2,568**	**2,987**	**7,410**	**8,949**	**2,335**	**-18.4%**
YoY Change (%)	72.7	14.2	-10.6	-42.7	-27.8	-8.8	26.5	142.9	-0.4	20.8	11.8	
Margins (%)	14.1	15.6	11.6	7.9	8.9	10.0	12.5	13.9	12.3	11.5	12.5	

Key Performance Indicators (Consolidated)

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Cost Break-up										
RM Cost (% of Sales)	33.2	34.9	36.4	38.6	36.1	34.4	35.0	33.9	31.2	34.8
Staff Cost (% of Sales)	21.2	20.5	19.6	22.7	21.5	21.9	19.0	18.9	22.9	20.2
R&D Expenses(% of Sales)	5.4	6.6	7.5	8.0	6.4	8.5	7.5	7.1	6.9	7.4
Other Cost (% of Sales)	10.2	12.3	11.1	10.2	11.4	11.7	12.0	12.1	12.7	11.8
Gross Margins(%)	66.8	65.1	63.6	61.4	63.9	65.6	65.0	66.1	68.8	65.2
EBITDA Margins(%)	29.9	25.6	25.5	20.4	24.7	23.5	26.5	28.0	26.2	25.8
EBIT Margins(%)	21.4	17.2	17.2	10.7	14.7	13.3	17.7	19.4	16.7	16.5

CONFERENCE CALL

Conference call highlights

- Biocon has submitted a Biologics License Application (BLA) for biosimilar Insulin Aspart under the 351(k) pathway.
- BIOS-Mylan gained 15% market share in the Pre-Filled Syringe market in 2QFY21.
- Syngene has begun manufacturing Remdesivir at its Bengaluru facility.
- BIOS-Mylan launched Semglee (biosimilar Insulin Glargine) in Spain as well, after launching it in Germany and France.
- BIOS indicated the Malaysia facility has achieved breakeven at current levels of production.
- BIOS guided for R&D spend to be 13–15% of sales for FY21.

Key exhibits

Exhibit 1: Biologics, Generics EBIT margins declined YoY/QoQ; Research Services back on recovery path

Segmental PBIT margin	1QFY20	2QFY20	3QFY20	4QFY20	1QFY21	2QFY21
Generics	15.0	17.9	15.8	12.6	16.6	12.5
Biosimilars	31.6	17.5	20.6	(1.3)	15.2	12.0
Novel Biologics	NA	NA	NA	NA	NA	NA
Research Services	20.7	21.3	20.5	25.2	15.7	18.1
Total	**21.4**	**17.2**	**17.2**	**10.7**	**14.7**	**13.3**

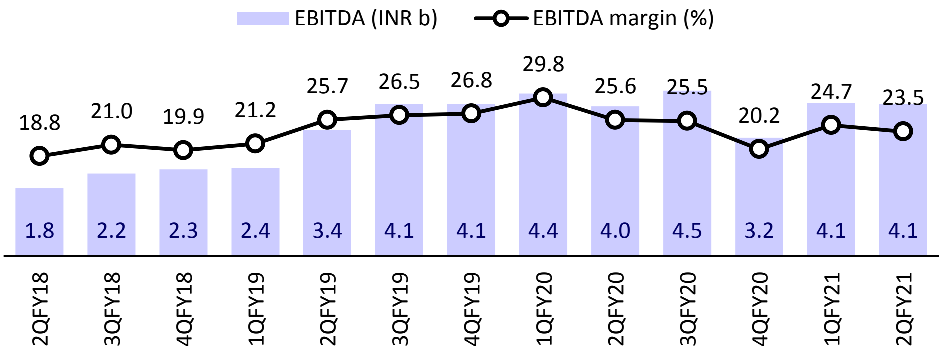
Source: MOFSL, Company

Exhibit 2: Syngene International financials

(INR m)	2QFY21	2QFY20	%YoY	1QFY21	%QoQ
Total revenues	**5,196**	**4,646**	11.8	**4,216**	23.2
Material cost	1,276	1,251	2.0	897	42.3
Gross profit	**3,920**	**3,395**	15.5	**3,319**	18.1
Gross margin (%)	75.4	73.1	+230bp	78.7	(330bp)
Staff cost	1,612	1,318	22.3	1,404	14.8
% of sales	31.0	28.4	260bp	33.3	(230bp)
Other expense	819	717	14.2	637	28.6
% of sales	15.8	15.4	+40bp	15.1	+70bp
EBITDA	**1,489**	**1,360**	9.5	**1,278**	16.5
EBITDA margin (%)	28.7	29.3	(60bp)	30.3	(160bp)
Depreciation	687	526	30.6	661	3.9
EBIT	802	834	(3.8)	617	30.0
Interest cost	66	84	(21.4)	74	(10.8)
Other income (net)	138	206	(33.0)	153	(9.8)
PBT before EO	874	956	(8.6)	696	25.6
EO expense	-68	-745	-	33	-
PBT	**942**	**1,701**	(44.6)	**663**	42.1
Income tax	101	420	(76.0)	83	21.7
Effective tax rate (%)	10.7	24.7	(1400bp)	12.5	(180bp)
Adjusted PAT	**780**	**720**	8.4	**609**	28.2

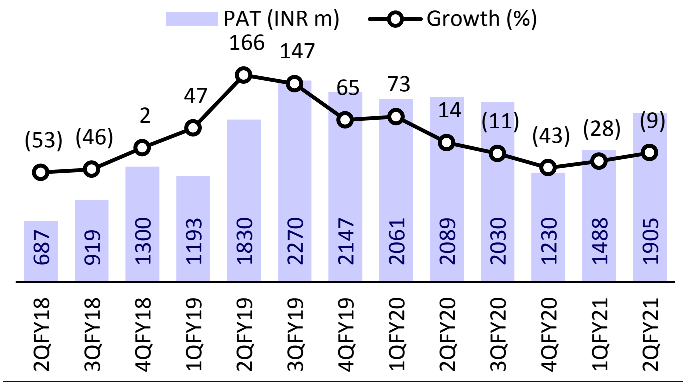
Source: MOFSL, Company

Exhibit 3: Operational hiccups led to sequential/YoY contraction in EBITDA margin



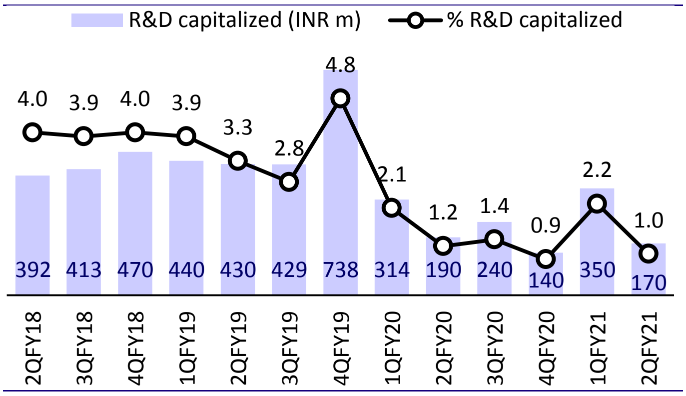
Source: MOFSL, Company

Exhibit 4: PAT down 9% YoY for 2QFY21



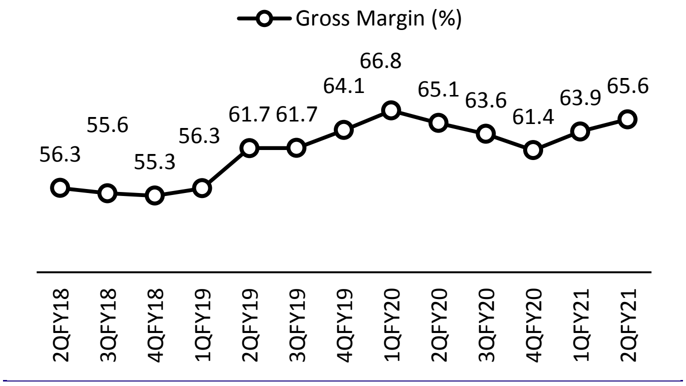
Source: MOFSL, Company

Exhibit 5: R&D capitalized was 1% of sales for the quarter



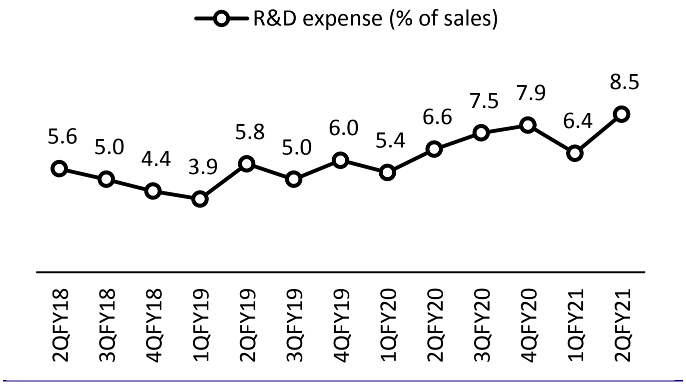
Source: MOFSL, Company

Exhibit 6: Gross margin improved ~50bp YoY in 2QFY21



Source: MOFSL, Company

Exhibit 7: Expensed R&D rose to 8.5% of sales in 2QFY21



Source: MOFSL, Company

Valuation and view

Biosimilars – near-term hiccups; progressing well on pipeline

Biologics' revenue was impacted in 2QFY21 due to operational challenges, which restricted its ability to take full advantage of the new launch. With the launch of Insulin Glargine and resolution of manufacturing issues, biosimilar sales are expected to be better going forward. Glargine remains an important product with a USD2.1b market size. After launching in Germany/France, the team has launched in the third largest market in Europe (Spain). The target action date (TAD) for the Bevacizumab biosimilar is expected in Dec'20. Considering new launches and growing market share / expansion in newer markets for existing products, we expect a 35% CAGR in revenue to INR47b over FY20–23.

Integrated services / New clients to drive performance in Research Services

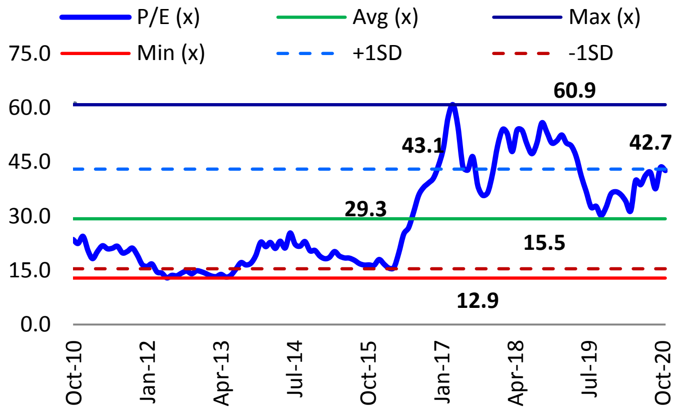
Research Services' revenue grew 12% YoY to INR5.2b in 2QFY21. With near-normalized levels of operations, sales in Research Services were back on the growth path. Going forward, Syngene is looking at more integrated projects, leveraging its capability in Biochemistry and Biologics. Moving up the value chain, Syngene is expected to add more projects from current clients as well as add new clients by offering a wider array of services. To this end, it is investing in manufacturing facilities to be able to cater to clients' manufacturing needs. An increase in the number of customers and better traction from existing customers are expected to drive a 15% CAGR in Research Services' revenue over FY20–23E.

Valuation adequately factors in upside

We expect an earnings CAGR of 29% over FY20–23, led by a 35%/15% sales CAGR in Biologics / Research Services and 200bp margin expansion. Accordingly, we expect RoE to improve to 18% by FY23 from 11.6% in FY19.

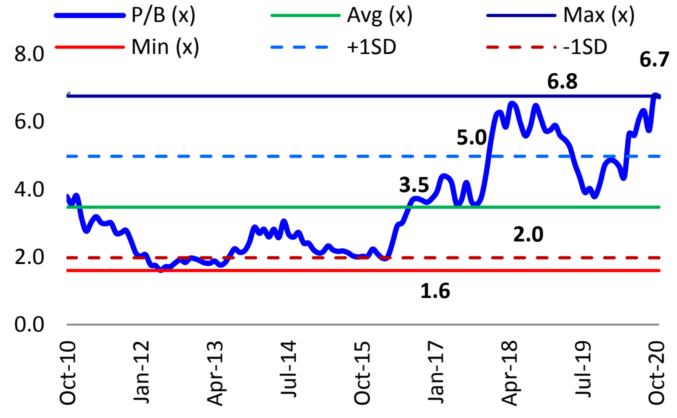
We value BIOS at 30x 12M forward earnings to arrive at price target of INR400. Maintain **Neutral** given the limited upside from current levels.

Exhibit 8: P/E chart



Source: MOFSL, Company, Bloomberg

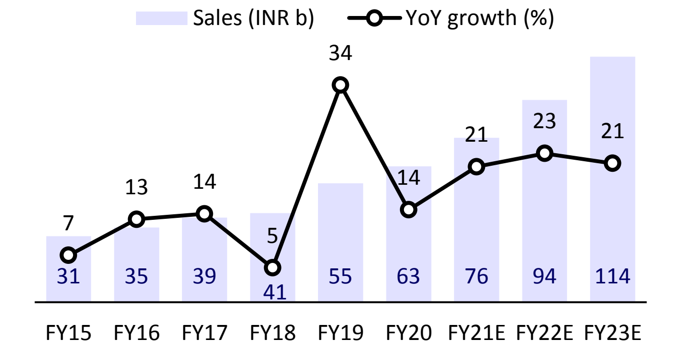
Exhibit 9: P/B chart



Source: MOFSL, Company, Bloomberg

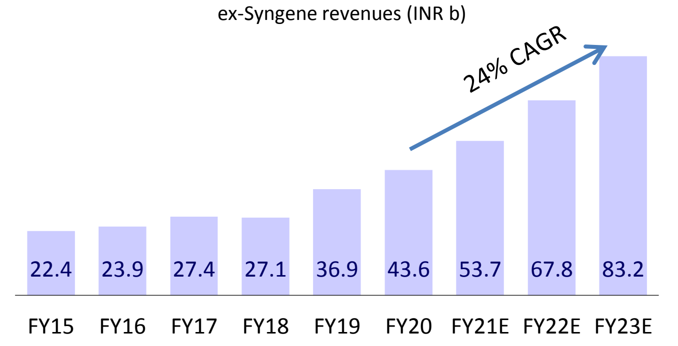
Story in charts

Exhibit 10: Expect revenue CAGR of ~22% over FY20–23



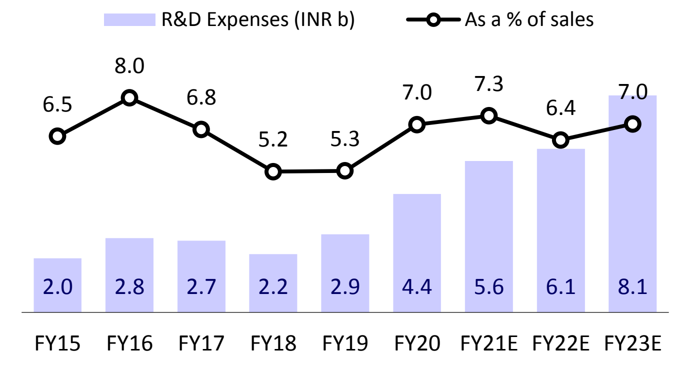
Source: MOFSL, Company

Exhibit 11: New launches to drive ex-Syngene revenues



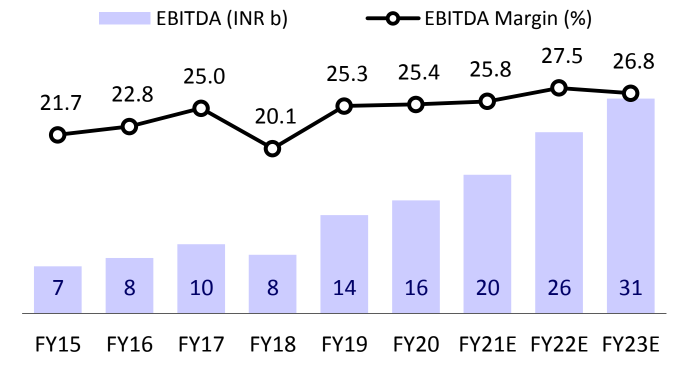
Source: MOFSL, Company

Exhibit 12: Absolute R&D spend increasing



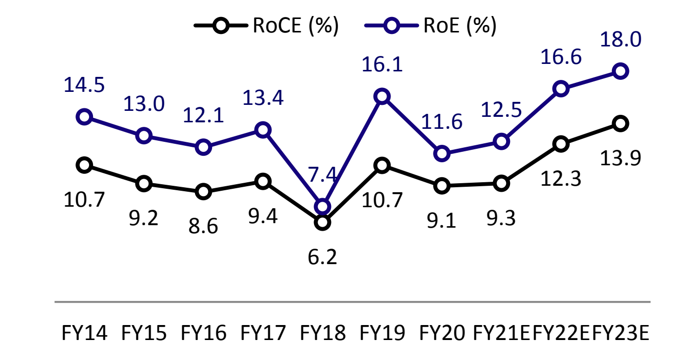
Source: MOFSL, Company

Exhibit 13: Superior product mix to drive margins



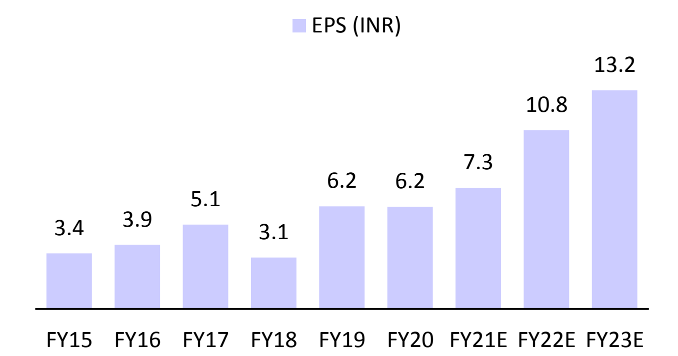
Source: MOFSL, Company

Exhibit 14: RoE on upward trajectory



Source: MOFSL, Company

Exhibit 15: Expect EPS CAGR of 29% over FY20–23



Source: MOFSL, Company

Financials and valuations

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
Net Income	**28,527**	**30,592**	**34,507**	**39,216**	**41,297**	**55,144**	**63,005**	**76,188**	**93,702**	**113,785**
Change (%)	17.5	7.2	12.8	13.6	5.3	33.5	14.3	20.9	23.0	21.4
Total Expenditure	21,902	23,940	26,654	29,421	33,006	41,211	46,974	56,508	67,967	83,274
EBITDA	**6,625**	**6,652**	**7,853**	**9,795**	**8,291**	**13,933**	**16,031**	**19,680**	**25,734**	**30,511**
Change (%)	36.5	0.4	18.1	24.7	-15.4	68.0	15.1	22.8	30.8	18.6
Margin (%)	23.2	21.7	22.8	25.0	20.1	25.3	25.4	25.8	27.5	26.8
Depreciation	2,036	2,210	2,423	2,772	3,851	4,478	5,522	7,103	7,953	8,713
EBIT	**4,589**	**4,442**	**5,430**	**7,023**	**4,440**	**9,455**	**10,509**	**12,577**	**17,781**	**21,798**
Int. & Finance Charges	17	89	102	260	615	709	649	329	297	283
Other Income - Rec.	805	837	1,192	1,571	2,062	1,444	1,614	750	1,270	1,270
Extraordinary income	0	1,051	5,754	0	0	1,946	675	-180		
PBT	**5,377**	**6,241**	**12,274**	**8,334**	**5,887**	**12,136**	**12,149**	**12,818**	**18,754**	**22,785**
Tax	1,069	957	2,569	1,616	1,569	2,123	3,151	3,076	4,782	5,810
Tax Rate (%)	19.9	15.3	20.9	19.4	26.7	17.5	25.9	24.0	25.5	25.5
Minority Interest	170	310	744	760	594	964	1227	919	1011	1112
Adjusted PAT	**4,137**	**4,023**	**4,646**	**5,958**	**3,690**	**7,441**	**7,410**	**8,949**	**12,961**	**15,862**
PAT	**4,137**	**4,084**	**4,411**	**5,958**	**3,724**	**9,053**	**7,769**	**8,787**	**12,961**	**15,862**
Change (%)	26.5	-2.8	15.5	28.3	-38.1	101.7	-0.4	20.8	44.8	22.4
Margin (%)	14.5	13.4	12.8	15.2	8.9	16.4	11.8	11.7	13.8	13.9

Consolidated Balance Sheet **(INR m)**

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
Equity Share Capital	1,000	1,000	1,000	3,000	3,000	3,000	6,000	6,000	6,000	6,000
Other Reserves	29,258	31,697	39,329	45,368	48,808	57,980	61,058	67,274	76,445	87,668
Net Worth	**30,267**	**32,706**	**40,338**	**48,377**	**51,808**	**60,980**	**67,058**	**73,274**	**82,445**	**93,668**
Loans	8,497	10,306	24,673	22,054	19,201	18,028	19,797	16,797	13,797	10,797
Minority Interest	823	1,722	2,658	3,761	4,677	6,089	6,773	7,692	8,703	9,816
Deferred liabilities	6558	5934	3489	1964	2167	5816	13794	13748	13748	13748
Capital Employed	**46,145**	**50,667**	**71,158**	**76,156**	**77,853**	**90,913**	**107,422**	**111,512**	**118,694**	**128,029**
Gross Block	27,218	29,750	33,113	53,269	57,532	68,240	85,167	94,667	104,167	113,667
Less: Accum. Deprn.	11,711	13,943	16,302	17,740	21,235	25,713	31,235	38,338	46,292	55,005
Net Fixed Assets	**15,507**	**15,807**	**16,811**	**35,529**	**36,297**	**42,527**	**53,932**	**56,329**	**57,875**	**58,662**
Capital WIP	10,831	14,939	20,597	5,327	7,789	12,869	15,765	18,265	20,765	23,265
Investments	7,649	2,303	9,015	12,538	6,752	10,118	9,661	8,509	8,365	9,590
Intangibles	1,442	2,320	2,470	3,787	5,937	8,303	11,974	13,171	14,489	15,937
Curr. Assets	**22,077**	**28,384**	**34,973**	**34,786**	**41,188**	**44,860**	**49,426**	**51,766**	**62,382**	**75,753**
Inventory	3,766	4,527	5,424	6,353	7,225	10,316	14,359	16,281	19,254	23,381
Account Receivables	5,998	7,705	7,145	8,832	10,639	12,918	12,237	15,446	19,767	24,004
Cash and Bank Balance	8,044	9,375	15,386	10,443	13,228	10,572	9,986	5,218	5,134	6,235
Loans & Advances	4,269	6,777	7,018	9,158	10,096	11,054	12,844	14,820	18,227	22,134
Curr. Liability & Prov.	**11,361**	**13,087**	**12,708**	**15,811**	**20,110**	**27,764**	**33,336**	**36,529**	**45,182**	**55,178**
Account Payables	9,595	11,355	12,334	15,343	19,645	26,959	32,306	31,937	39,534	48,320
Provisions	1,766	1,732	374	468	465	805	1,030	4,592	5,648	6,858
Net Current Assets	**10,716**	**15,297**	**22,265**	**18,975**	**21,078**	**17,096**	**16,090**	**15,238**	**17,200**	**20,575**
Appl. of Funds	**46,145**	**50,667**	**71,158**	**76,156**	**77,853**	**90,913**	**107,422**	**111,512**	**118,694**	**128,029**

Financials and valuations

Ratios

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY22E
Basic (INR)										
EPS	**3.4**	**3.4**	**3.9**	**5.1**	**3.1**	**6.2**	**6.2**	**7.5**	**10.8**	**13.2**
Cash EPS	5.1	5.2	5.7	7.3	6.3	11.3	10.8	13.4	17.4	20.5
BV/Share	25.2	27.2	33.6	40.3	43.2	50.8	55.9	61.1	68.7	78.1
DPS	0.8	0.8	0.8	1.0	1.0	0.5	1.6	1.8	2.7	3.3
Payout (%)	28.3	25.2	25.1	11.8	19.0	7.8	30.7	28.7	29.3	29.3
Valuation (x)										
P/E	125.3	128.8	111.6	84.7	139.2	69.6	69.9	57.9	40.0	32.7
Cash P/E	83.9	82.3	75.8	59.4	68.7	38.3	40.1	32.6	24.8	21.1
P/BV	17.1	15.9	12.9	10.7	10.0	8.5	7.7	7.1	6.3	5.5
EV/Sales	17.3	16.3	14.5	12.7	12.1	9.0	7.9	6.6	5.3	4.4
EV/EBITDA	74.4	75.0	63.8	51.0	60.3	35.7	31.2	25.6	19.5	16.2
Dividend Yield (%)	0.2	0.2	0.2	0.2	0.2	0.1	0.4	0.4	0.6	0.8
Return Ratios (%)										
RoE	14.5	13.0	12.1	13.4	7.4	16.1	11.6	12.8	16.6	18.0
RoCE	10.7	9.2	8.6	9.4	6.2	10.7	9.1	9.3	12.3	13.9
RoIC	18.5	17.2	17.1	15.3	6.7	14.5	12.0	12.6	16.2	18.7
Working Capital Ratios										
Fixed Asset Turnover (x)	1.9	2.0	2.1	1.5	1.1	1.4	1.3	1.4	1.6	2.0
Debtor (Days)	77	92	76	82	94	86	71	74	77	77
Inventory (Days)	48	54	57	59	64	68	83	78	75	75
Working Capital (Days)	34	71	73	79	69	43	35	48	47	46
Leverage Ratio (x)										
Current ratio	1.9	2.2	2.8	2.2	2.0	1.6	1.5	1.4	1.4	1.4
Net Debt/Equity	0.0	0.0	0.2	0.2	0.1	0.1	0.1	0.2	0.1	0.0

Consolidated Cash Flow Statement (INR m)

Y/E March	2014	2015	2016	FY17	FY18	FY19	FY20	FY21E	FY22E	FY22E
Oper. Profit/(Loss) before Tax	6,625	6,652	7,853	9,795	8,291	13,933	16,031	19,680	25,734	30,511
Interest/Dividends Recd.	805	-114	-3,124	1,571	2,062	1,444	1,614	750	1,270	1,270
Direct Taxes Paid	800	-1,581	-5,014	-3,141	-1,366	1,526	4,827	-3,122	-4,782	-5,810
(Inc)/Dec in WC	876	-3,251	-956	-1,653	682	1,326	420	-3,915	-2,046	-2,274
CF from Operations	**5,607**	**2,107**	**3,706**	**6,400**	**6,621**	**11,546**	**12,831**	**13,393**	**20,176**	**23,697**
(Incr)/Dec in FA	-11,031	-6,618	-9,085	-6,220	-7,081	-15,788	-19,823	-12,000	-12,000	-12,000
Free Cash Flow	**-5,424**	**-4,512**	**-5,379**	**180**	**-460**	**-4,242**	**-6,992**	**1,393**	**8,176**	**11,697**
(Pur)/Sale of Investments	-1,935	4,468	-6,862	-4,840	3,636	-5,732	-3,214	-46	-1,173	-2,674
CF from investments	**-9,381**	**-5,087**	**-11,417**	**-4,985**	**-6,806**	**-7,395**	**-15,589**	**-12,046**	**-13,173**	**-14,674**
Change in Net Worth	354	-554	4,094	2,783	443	2,433	561	0	0	0
(Inc)/Dec in Debt	6,009	2,397	14,559	-2,276	-2,531	-725	1,226	-3,000	-3,000	-3,000
Interest Paid	-17	-89	-102	-260	-615	-709	-649	-329	-297	-283
Dividend Paid	-1,170	-1,030	-1,107	-702	-702	-702	-2,273	-2,606	-3,790	-4,639
CF from Fin. Activity	**4,260**	**2,206**	**10,799**	**-1,740**	**-2,544**	**-2,156**	**3,920**	**-6,115**	**-7,087**	**-7,922**
Inc/Dec of Cash	**486**	**-774**	**3,088**	**-325**	**-2,729**	**1,995**	**1,162**	**-4,768**	**-84**	**1,100**
Add: Beginning Balance	4,740	5,226	4,452	7,540	7,215	4,486	6,549	7,877	3,109	3,025
Closing Balance	**5,226**	**4,452**	**7,540**	**7,215**	**4,486**	**6,549**	**7,877**	**3,109**	**3,025**	**4,125**
FX	344	174	35	-113	4	112	536	536	536	536
Bank balances/Overdraft	2,474	4,749	7,811	3,341	8,738	3,911	1,573	1,573	1,573	1,573
Total Cash and cash Eq	**8,044**	**9,375**	**15,386**	**10,443**	**13,228**	**10,572**	**9,986**	**5,218**	**5,134**	**6,235**

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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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