

Hindustan Zinc

| Estimate change | \leftarrow |
|-----------------|--------------|
| TP change | ← |
| Rating change | ← |

| Bloomberg | HZ IN |
|-----------------------|------------|
| Equity Shares (m) | 4,225 |
| M.Cap.(INRb)/(USDb) | 942 / 12.7 |
| 52-Week Range (INR) | 259 / 122 |
| 1, 6, 12 Rel. Per (%) | 0/0/0 |
| 12M Avg Val (INR M) | 233 |

Financials & valuations (INR b)

| Y/E March | 2020 | 2021E | 2022E |
|----------------|-------|-------|-------|
| Sales | | | |
| Sales | 186 | 207 | 248 |
| EBITDA | 88.5 | 101.0 | 127.9 |
| NP | 68.1 | 70.0 | 90.5 |
| Adj. EPS (INR) | 16.1 | 16.6 | 21.4 |
| EPS Gr (%) | -14.5 | 2.9 | 29.3 |
| BV/Sh. (INR) | 95.4 | 74.2 | 77.6 |
| RoE (%) | 18.4 | 19.5 | 28.2 |
| RoCE (%) | 23.2 | 24.0 | 30.4 |
| Payout (%) | 0.0 | 273.7 | 100.8 |
| Valuations | | | |
| P/E (x) | 13.8 | 13.5 | 10.4 |
| P/BV | 2.3 | 3.0 | 2.9 |
| EV/EBITDA (x) | 8.2 | 8.0 | 6.3 |
| Div. Yield (%) | 0.0 | 17.0 | 8.1 |

Shareholding pattern (%)

| | <u> </u> | <u> </u> | |
|----------|----------|----------|--------|
| As On | Sep-20 | Jun-20 | Sep-19 |
| Promoter | 64.9 | 64.9 | 64.9 |
| DII | 32.2 | 32.2 | 32.2 |
| FII | 1.0 | 1.0 | 1.3 |
| Others | 1.9 | 1.9 | 1.6 |

FII Includes depository receipts

TP: INR215 (-4%) **CMP: INR223** Neutral High interim dividend a positive

Slower volume ramp-up limits upside

- Hindustan Zinc (HZ)'s 2QFY21 result was strong, as expected, led by higher silver volumes and prices. Silver EBIT was the highest ever at INR10.8b (+117% YoY; +103% QoQ), contributing 46% to overall EBIT (the second highest ever).
- HZ declared interim dividend of INR21.3/sh, amounting to INR90b (~50% of net cash balance) and implying a dividend yield of ~10%.
- Volume ramp-up, however, has been lagging guidance. Moreover, the pledging of shareholding by promoter Vedanta Ltd is an additional overhang on the stock. Maintain Neutral.

EBITDA grows 39% YoY, primarily on higher profitability in silver

- Revenue increased 25% YoY (42% QoQ) to INR56.6b (est. INR58.7b), primarily due to higher silver volumes (203t; +51% YoY), coupled with higher silver prices (+42% YoY). Refined metal volumes also grew 12% YoY to 237kt – zinc by 181kt (+8% YoY) and lead by 57kt (+30% YoY).
- EBITDA grew 39% YoY (and 87% QoQ) to INR29.5b on strong revenue growth as well as lower cost, but was 3% below our estimate due to lower-thanexpected volumes.
- Reported CoP declined USD34/t QoQ to USD919/t on account of cost reduction initiatives, coupled with lower coal, metcoke, and cement prices.
- Other income stood at INR3.9b, down 43% QoQ (34% YoY) (our est. INR3.5b).
- Silver contributed 22% to revenues (v/s 13% in 2QFY20) and 46% to EBIT (v/s 32% in 2QFY20). Silver EBIT at INR10.8b was the highest ever.
- PBT at INR26.6b was up 26% YoY (58% QoQ). PAT at INR19.4b was down 7% YoY (est. INR21.3b) due to lower tax rate in the base quarter.
- Net cash balance stood at INR178.3b (v/s INR154.8b in 1QFY21).
- In 1HFY21, EBITDA/PAT for HZ was down 1%/15% YoY to INR45.3b/INR33.0b. Our implied EBITDA/PAT estimate for 2HFY21 stands 31%/25% YoY higher at INR55.7b/INR37.0b.
- 1HFY21 cash flows OCF post working capital was flat YoY at INR34.5b (INR34.9b in 1HFY20). But, lower capex at INR11.5b (v/s INR17.1b in 1HFY21) led to higher FCF of INR23b (v/s INR18b in 1HFY20).

Volume guidance unchanged; CoP to remain <USD1,000/t in FY21

- Management informed that zinc demand in India has recovered to pre-COVID levels and global demand is also recovering gradually, led by China.
- Management expects the current strength in LME zinc price to be supported by lower mined metal supply, prolonged delays in new capacities, and lower zinc inventory, coupled with strong demand in China.
- Mined metal and finished metal production is guided to be in the range of 925–950kt for FY21 (438kt in 1HFY21), much lower than the earlier guided ramp-up. HZ, however, has guided to achieve a run-rate of 1.2mtpa by the exit of FY21.

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

- Saleable silver production guidance for FY21 is unchanged at 650t (320t in 1HFY21) despite sales of 203t achieved in 2Q. Silver production was higher in 2Q on account of higher lead production and higher concentrate inventory.
- FY21 growth capex is guided in the range of USD100-140m.
- CoP is likely to remain below USD1,000/t in FY21 (USD965/t in 1HFY21). CoP should rise in 2HFY21 on account of higher mine development costs.

Valuation and view

- We expect EBITDA for HZ to grow at a 20% CAGR over FY20–22E, primarily owing to a ~9% CAGR in refined metal volumes to 1,034kt and higher silver prices.
- LME zinc price has recovered from post-COVID lows and is nearly flat YoY at USD2,438/t; we build-in USD2,265/USD2,350 per t for FY21/FY22E.
- Promoter Vedanta Ltd pledging part of its shareholding in HZ is an additional overhang on the stock.
- We thus remain **Neutral**, with TP of INR215/share, based on 6.0x FY22E EV/EBITDA. The stock trades at 6.3x FY22E EV/EBITDA, which we believe prices in the attractive dividend yield.

Quarterly performance (standalone) - INR m

| Y/E March | | FY20 | | | | FY21 | | | | FY21E | FY21E | vs Est. |
|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|----------|----------|--------|---------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3QE | 4QE | | | 2QE | % |
| Net Sales | 49,870 | 45,110 | 46,720 | 43,910 | 39,890 | 56,600 | 54,541 | 56,074 | 1,85,610 | 2,07,106 | 58,727 | -4 |
| Change (YoY %) | -6.1 | -5.6 | -15.7 | -20.0 | -20.0 | 25.5 | 16.7 | 27.7 | -12.1 | 11.6 | 30.2 | |
| EBITDA | 24,770 | 21,170 | 22,890 | 19,640 | 15,760 | 29,520 | 27,471 | 28,207 | 88,470 | 1,00,958 | 30,280 | -3 |
| Change (YoY %) | -8.7 | -9.3 | -19.3 | -29.6 | -36.4 | 39.4 | 20.0 | 43.6 | -17.1 | 14.1 | 43.0 | |
| As % of Net Sales | 49.7 | 46.9 | 49.0 | 44.7 | 39.5 | 52.2 | 50.4 | 50.3 | 47.7 | 48.7 | 51.6 | |
| Finance cost | 290 | 250 | 420 | 160 | 520 | 680 | 1,306 | 1,306 | 1,120 | 3,813 | 280 | |
| DD&A | 5,340 | 5,950 | 5,970 | 5,530 | 5,440 | 6,520 | 6,650 | 6,783 | 22,790 | 25,394 | 5,950 | 10 |
| Other Income | 4,290 | 5,900 | 4,450 | 4,700 | 6,840 | 3,900 | 4,012 | 4,141 | 19,340 | 18,893 | 3,483 | 12 |
| PBT | 23,430 | 20,870 | 20,950 | 18,650 | 16,640 | 26,220 | 23,527 | 24,258 | 83,900 | 90,645 | 27,533 | -5 |
| Total Tax | 5,780 | 60 | 4,750 | 5,260 | 3,050 | 6,820 | 5,293 | 5,458 | 15,850 | 20,622 | 6,195 | 10 |
| % Tax | 24.7 | 0.3 | 22.7 | 28.2 | 18.3 | 26.0 | 22.5 | 22.5 | 18.9 | 22.7 | 22.5 | |
| Reported PAT | 17,650 | 20,810 | 16,200 | 13,390 | 13,590 | 19,400 | 18,233 | 18,800 | 68,050 | 70,023 | 21,338 | -9 |
| Adjusted PAT | 17,650 | 20,810 | 16,200 | 13,390 | 13,590 | 19,400 | 18,233 | 18,800 | 68,050 | 70,023 | 21,338 | -9 |
| Change (YoY %) | -8.0 | 14.7 | -26.7 | -33.4 | -23.0 | -6.8 | 12.5 | 40.4 | -14.5 | 2.9 | 2.5 | |

Operational performance

| Y/E March | | FY20 | | | | FY21 | | | | FY21E | FY21E | vs Est. |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3QE | 4QE | | | 2QE | % |
| Mine prodn. (kt) | 213 | 219 | 235 | 249 | 202 | 238 | 251 | 259 | 916 | 950 | 259 | -8 |
| Sales | | | | | | | | | | | | |
| Zinc refined (kt) | 168 | 168 | 172 | 173 | 163 | 181 | 184 | 190 | 680 | 717 | 189 | -4 |
| Lead refined (kt) | 48 | 44 | 42 | 48 | 45 | 57 | 56 | 58 | 181 | 216 | 59 | -3 |
| Silver (tonnes) | 155 | 135 | 153 | 144 | 146 | 203 | 164 | 170 | 587 | 683 | 208 | -2 |
| Zinc LME (USD/t) | 2,761 | 2,347 | 2,392 | 2,131 | 1,968 | 2,340 | 2,400 | 2,350 | 2,408 | 2,265 | 2,340 | 0 |



Highlights from management commentary

Domestic zinc demand improves in 2QFY21

- Management informed that zinc demand in India has recovered to pre-COVID levels and global demand is also recovering gradually, led by China. It expects global zinc demand to contract by 5–6% in CY20.
- Management expects the current strength in LME zinc price to be supported by lower mined metal supply, prolonged delays in new capacities, and lower zinc inventory, coupled with strong demand in China.

Operational highlights

- Mined metal production increased to 238kt (+18% QoQ; +9% YoY) on higher ore production.
- Refined zinc production stood at 180kt, up 8% YoY, whereas lead production stood at 57kt, up 30% YoY. Silver production was up 50% YoY / 73% QoQ on higher lead production, higher concentrate inventory, and better silver grades.
- Zinc sales were up 8% YoY (11% QoQ) to 181kt and lead sales were up 30% YoY (27% QoQ) to 57kt. Silver sales, up 51% YoY (39% QoQ), stood at 203t.
- Reported CoP declined USD34/t QoQ to USD919/t (INR68,228/t) on structural cost reduction initiatives and lower coal, metcoke, and cement prices.
- Prices of by-products such as sulfuric acid recovered ~50% QoQ to INR2,100/t.

Guidance unchanged: Expect FY21 exit run-rate of 1.2mtpa

- Guidance for mined metal and finished metal production is in the range of 925– 950kt for FY21 (438kt in 1HFY21).
- Saleable silver production guidance for FY21 is unchanged at 650t (320t in 1HFY21) despite sales of 203t achieved in 2Q. Silver production was higher in 2Q due to higher lead production and higher concentrate inventory.
- FY21 growth capex is expected at USD100–140m. Total capex for FY21 is expected to remain at around USD300m.
- FY21 CoP is likely to remain below USD1000/t (USD965/t in 1HFY21). Higher mine development cost in 2HFY21 is likely to inflate CoP; however, overall CoP is expected to remain below USD1,000/t.

Project update

- HZ has signed a non-binding MoU with the govt. of Gujarat to set up a coastal zinc-smelter involving a likely investment of INR100b. Management informed the project is under the evaluation stage; it would seek board approval post the feasibility study.
- HZ has received environmental clearance (EC) for the expansion of the Zawar mine from 4.0mtpa to 4.8mtpa.
- HZ has finalized a location for setting up a greenfield fertilizer plant and awaits regulatory clearances. The company would take board approval for the same post the clearances.
- Backfill plants at Zawar are under the commissioning stage, and operations are expected to commence in Oct'20. Commissioning of the fumer plant has been delayed further due to the lack of OEM support. This, in turn, is attributable to visa and travel restrictions.

15 January 2020 3

Balance sheet update and capital allocation policy

 HZ raised INR50.2b through the issue of non-convertible debentures and term loans in 2QFY21. The company also had short-term commercial paper outstanding as of end-Sep'20.

- HZ has a net cash balance of INR178.3b, v/s INR154.8b at 1QFY21-end, and has invested in quality debt instruments and fixed deposits.
- Management informed it is ready to leverage the balance sheet as long as returns on investment are higher than cost of debt.
- Furthermore, it informed about the capital allocation policy that it would use capital for investments in projects – and returning money to shareholders.

Exhibit 1: Key assumptions and valuation

| | UoM | FY20 | FY21E | FY22E |
|--------------------|--------|--------|--------|--------|
| Volume Assumption | | | | |
| Zinc | kt | 680 | 717 | 792 |
| Lead | kt | 181 | 216 | 242 |
| Silver | t | 587 | 683 | 828 |
| Price Assumption | | | | |
| Zinc | USD/t | 2,408 | 2,265 | 2,350 |
| Lead | USD/t | 1,953 | 1,811 | 1,900 |
| Silver | INR/kg | 42,394 | 56,706 | 60,000 |
| Valuation | | | | |
| EBITDA | INR b | 88 | 101 | 128 |
| EV/EBITDA Multiple | | | | 6 |
| Enterprise Value | INR b | | | 767 |
| Add: Net Cash | INR b | | | 139 |
| Equity value | INR b | | | 907 |
| Target price | INR/sh | · | | 215 |

Source: MOFSL, Company

Exhibit 2: Zinc price recovers sharply; inventory at LME rises



Source: Bloomberg, MOFSL

Exhibit 3: Silver price up 35% YoY in Oct'20

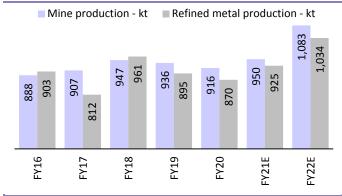


Source: Bloomberg, MOFSL

20 October 2020

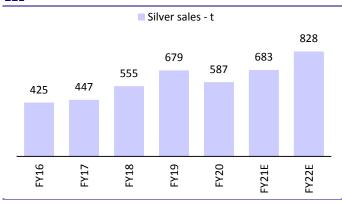
Story in charts

Exhibit 4: Refined metal production to grow at ~9% CAGR over FY20–22E due to capacity expansion



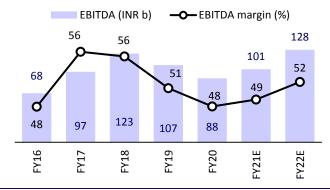
Source: Company, MOFSL

Exhibit 5: Silver volumes to grow at ~19% CAGR over FY20–22F



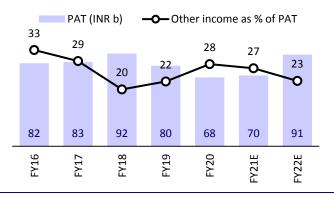
Source: Company, MOFSL

Exhibit 6: EBITDA to grow at a ~20% CAGR over FY20-22E



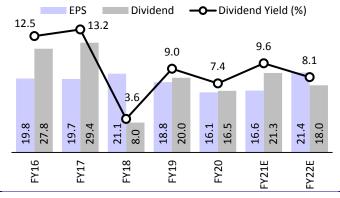
Source: Company, MOFSL

Exhibit 7: Other income contributes ~27% to PAT in FY21E



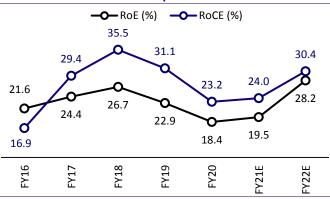
Source: Company, MOFSL

Exhibit 8: Dividend yield of ~10% in FY21E



Source: Company, MOFSL

Exhibit 9: Return rations to improve on lower cash balance



Source: Company, MOFSL

Financials and valuations

| Income statement | | | | | | | | INR m |
|-------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Y/E March | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21E | FY22E |
| Net Sales | 1,47,884 | 1,42,264 | 1,72,964 | 2,20,840 | 2,11,180 | 1,85,610 | 2,07,106 | 2,48,078 |
| Total Expenses | 73,581 | 74,501 | 75,574 | 98,120 | 1,04,440 | 97,140 | 1,06,148 | 1,20,221 |
| EBITDA | 74,303 | 67,763 | 97,390 | 1,22,720 | 1,06,740 | 88,470 | 1,00,958 | 1,27,857 |
| As % of Net Sales | 50.2 | 47.6 | 56.3 | 55.6 | 50.5 | 47.7 | 48.7 | 51.5 |
| EBITDA attribute | 74,303 | 67,763 | 97,390 | 1,22,720 | 1,06,740 | 88,470 | 1,00,958 | 1,27,857 |
| DDA | 6,442 | 6,716 | 17,871 | 16,940 | 18,830 | 22,790 | 25,394 | 26,474 |
| EBIT | 67,861 | 61,048 | 79,519 | 1,05,780 | 87,910 | 65,680 | 75,564 | 1,01,383 |
| Finance cost | 235 | 169 | 2,017 | 2,830 | 1,170 | 1,120 | 3,813 | 5,019 |
| Other income | 28,211 | 27,294 | 24,496 | 18,010 | 17,820 | 19,340 | 18,893 | 20,459 |
| PBT | 95,836 | 88,173 | 1,01,998 | 1,20,960 | 1,04,560 | 83,900 | 90,645 | 1,16,823 |
| Tax | 13,921 | 4,438 | 18,837 | 31,800 | 25,000 | 15,850 | 20,622 | 26,285 |
| Rate (%) | 14.5 | 5.0 | 18.5 | 26.3 | 23.9 | 18.9 | 22.7 | 22.5 |
| PAT | 81,915 | 83,735 | 83,161 | 89,160 | 79,560 | 68,050 | 70,023 | 90,538 |
| EO expense (Income) | , | 1,757 | -5 | -2,400 | 0 | 0 | 0 | 0 |
| PAT (after EO) | 81,915 | 81,978 | 83,166 | 91,560 | 79,560 | 68,050 | 70,023 | 90,538 |
| Minority interests | • | • | • | • | | • | · | , |
| Share in Asso. | | | | | | | | |
| Attrib. PAT (after MI & asso) | 81,915 | 83,735 | 83,161 | 89,160 | 79,560 | 68,050 | 70,023 | 90,538 |
| Change (YoY %) | 19.0 | 2.2 | -0.7 | 7.2 | -10.8 | -14.5 | 2.9 | 29.3 |
| Balance sheet (consolidated) | | | | | | | | INR m |
| Y/E March | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21E | FY22E |
| Share Capital | 8,451 | 8,451 | 8,451 | 8,451 | 8,450 | 8,450 | 8,450 | 8,450 |
| Reserves | 4,25,080 | 3,65,401 | 2,99,595 | 3,50,870 | 3,27,600 | 3,94,650 | 3,04,968 | 3,19,456 |
| Net Worth | 4,33,531 | 3,73,852 | 3,08,046 | 3,59,321 | 3,36,050 | 4,03,100 | 3,13,418 | 3,27,906 |
| Minority Interest | | | | | | | | |
| Total Loans | 0 | 0 | 79,078 | 0 | 25,380 | 6,110 | 96,310 | 89,270 |
| Deferred Tax Liability | 25,186 | -24,979 | -27,480 | -22,080 | -19,250 | -18,220 | -14,821 | -10,732 |
| Capital Employed | 4,58,717 | 3,48,873 | 3,59,643 | 3,37,241 | 3,42,180 | 3,90,990 | 3,94,907 | 4,06,444 |
| Gross Block | 1,45,505 | 1,61,859 | 1,65,167 | 1,95,197 | 2,48,787 | 2,88,487 | 3,11,492 | 3,47,492 |
| Less: Accum. Deprn. | 51,043 | 58,006 | 65,237 | 82,177 | 1,01,007 | 1,23,797 | 1,49,191 | 1,75,665 |
| Net Fixed Assets | 94,462 | 1,03,853 | 99,930 | 1,13,020 | 1,47,780 | 1,64,690 | 1,62,301 | 1,71,827 |
| Capital WIP | 20,047 | 24,282 | 30,713 | 32,200 | 22,540 | 24,890 | 24,890 | 24,890 |
| Investments | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| WC. Assets | 3,75,411 | 3,78,835 | 3,59,832 | 2,62,021 | 2,35,010 | 2,61,950 | 2,66,994 | 2,71,699 |
| Inventory | 12,118 | 10,582 | 19,358 | 13,790 | 15,440 | 18,350 | 18,157 | 21,749 |
| Account Receivables | 6,588 | 1,068 | 1,360 | 1,840 | 1,960 | 4,010 | 3,404 | 4,078 |
| Cash and Bank Balance | 3,07,851 | 3,52,740 | 3,21,630 | 2,21,860 | 1,95,110 | 2,22,470 | 2,28,312 | 2,28,751 |
| Loans and advances | 48,855 | 14,444 | 17,483 | 24,531 | 22,500 | 17,120 | 17,120 | 17,120 |
| WC. Liability & Prov. | 31,203 | 1,58,096 | 1,30,831 | 70,000 | 63,150 | 60,540 | 59,278 | 61,972 |
| Trade payables | 6,308 | 9,306 | 12,051 | 9,470 | 11,740 | 14,880 | 13,618 | 16,312 |
| Provisions & Others | 24,895 | 1,48,790 | 1,18,780 | 60,530 | 51,410 | 45,660 | 45,660 | 45,660 |
| Net WC. Assets | 3,44,208 | 2,20,739 | 2,29,000 | 1,92,021 | 1,71,860 | 2,01,410 | 2,07,716 | 2,09,727 |
| Appl. of Funds | 4,58,717 | 3,48,873 | 3,59,643 | 3,37,241 | 3,42,180 | 3,90,990 | 3,94,907 | 4,06,444 |

 $Motilal\ Oswal$

Financials and valuations

| Ratios | | | | | | | | |
|----------------------------|----------|----------|-----------|-----------|-----------|----------|-----------|-------------|
| Y/E March | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21E | FY22E |
| Basic (INR) | | | | | | | | |
| EPS | 19.4 | 19.8 | 19.7 | 21.1 | 18.8 | 16.1 | 16.6 | 21.4 |
| Cash EPS | 20.9 | 21.4 | 23.9 | 25.1 | 23.3 | 21.5 | 22.6 | 27.7 |
| BV/Share | 102.6 | 88.5 | 72.9 | 85.0 | 79.5 | 95.4 | 74.2 | 77.6 |
| DPS* | 4.4 | 27.8 | 29.4 | 8.0 | 20.0 | 0.0 | 37.8 | 18.0 |
| Payout* (%) | 27.2 | 168.3 | 179.3 | 45.5 | 127.5 | 0.0 | 273.7 | 100.8 |
| Valuation (x) | | | | | | | | |
| P/E | | | | | 11.8 | 13.8 | 13.5 | 10.4 |
| Cash P/E | | | | | 9.6 | 10.4 | 9.9 | 8.1 |
| P/BV (inclgoodwill) | | | | | 2.8 | 2.3 | 3.0 | 2.9 |
| EV/Sales | | | | | 3.7 | 3.9 | 3.9 | 3.2 |
| EV/EBITDA | | | | | 7.2 | 8.2 | 8.0 | 6.3 |
| Dividend Yield (%) | | | | | 9.0 | 0.0 | 17.0 | 8.1 |
| Return Ratios (%) | | | | | | | | |
| EBITDA Margins | 50.2 | 47.6 | 56.3 | 55.6 | 50.5 | 47.7 | 48.7 | 51.5 |
| Net Profit Margins | 55.4 | 58.9 | 48.1 | 40.4 | 37.7 | 36.7 | 33.8 | 36.5 |
| RoE | 19.2 | 21.4 | 24.4 | 26.7 | 22.9 | 18.4 | 19.5 | 28.2 |
| RoCE (pre-tax) | 13.8 | 16.7 | 29.4 | 35.5 | 31.1 | 23.2 | 24.0 | 30.4 |
| RoIC (pre-tax) | 47.4 | 83.1 | 465.8 | 137.9 | 67.0 | 41.6 | 45.1 | 58.9 |
| Working Capital Ratios | | | | | | | | |
| Fixed Asset Turnover (x) | 1.6 | 1.4 | 1.7 | 2.1 | 1.6 | 1.2 | 1.3 | 1.5 |
| Receivable (Days) | 16 | 3 | 3 | 3 | 3 | 7.9 | 6 | 6 |
| Inventory (Days) | 30 | 27 | 41 | 23 | 27 | 36.1 | 32 | 32 |
| Trade payable (Days) | 16 | 24 | 25 | 16 | 20 | 29.3 | 24 | 24 |
| Leverage Ratio (x) | | | | | | | | |
| Current Ratio | 12.0 | 2.4 | 2.8 | 3.7 | 3.7 | 4.3 | 4.5 | 4.4 |
| Net Debt/EBITDA | -4.1 | -5.2 | -2.5 | -1.8 | -1.6 | 75.9 | 24.8 | 24.3 |
| Net Debt/Equity | -0.7 | -0.9 | -0.8 | -0.6 | -0.5 | -2.4 | -1.3 | -1.1 |
| | | | | | | | *on pay | yable basis |
| Cash flow statement | | | | | | | | INR m |
| | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21E | FY22E |
| EBITDA | 74,303 | 67,763 | 97,390 | 1,22,720 | 1,06,740 | 88,470 | 1,00,958 | 1,27,857 |
| Non-cash exp. (income) | | | | 390 | -40 | 260 | | |
| (Inc)/Dec in Wkg. Cap. | -66 | -6,356 | -35,279 | 5,170 | 6,710 | -11,170 | -464 | -1,572 |
| Tax paid | -13,921 | -4,438 | -18,837 | -30,280 | -25,600 | -11,350 | -17,223 | -22,196 |
| CF from Op. Activity | 60,316 | 56,970 | 43,274 | 98,000 | 87,810 | 66,210 | 83,272 | 1,04,089 |
| (Inc)/Dec in FA + CWIP | -14,302 | -20,589 | -9,739 | -27,330 | -34,000 | -36,370 | -23,005 | -36,000 |
| Free Cash Flow | 46,014 | 36,381 | 33,536 | 70,670 | 53,810 | 29,840 | 60,267 | 68,089 |
| Interest & Dividend Income | | 27,294 | | | | | | |
| | 28,211 | 27,294 | 24,496 | 4,990 | 2,530 | 5,230 | 18,893 | 20,459 |
| Others | | | | 100 | 590 | 4,660 | | |
| CF from Inv. Activity | 13,909 | 6,705 | 14,757 | -22,240 | -30,880 | -26,480 | -4,112 | -15,541 |
| Debt raised/(repaid) | 0 | 0 | 79,078 | -79,000 | 25,360 | -19,240 | 90,200 | -7,040 |
| Dividend (incl. tax) | -21,752 | -18,786 | -1,68,219 | -1,04,690 | -1,19,580 | 0 | -1,59,705 | -76,050 |
| Interest paid | | | | -2,430 | -2,080 | -1,700 | -3,813 | -5,019 |
| Others | | | | 10,590 | 12,620 | -40 | | |
| CF from Fin. Activity | -21,752 | -18,786 | -89,141 | -1,75,530 | -83,680 | -20,980 | -73,318 | -88,109 |
| (Inc)/Dec in Cash | 52,473 | 44,889 | -31,110 | -99,770 | -26,750 | 18,750 | 5,842 | 439 |
| Add: Opening Balance | 2,55,378 | 3,07,851 | 3,52,740 | 3,21,630 | 2,21,860 | 1,95,110 | 2,13,860 | 2,19,702 |
| Closing Balance | 3,07,851 | 3,52,740 | 3,21,630 | 2,21,860 | 1,95,110 | 2,13,860 | 2,19,702 | 2,20,141 |
| crossing barance | 3,07,031 | 3,32,140 | 3,21,030 | -,-1,000 | -,00,110 | _,13,000 | 2,13,102 | 2,20,141 |

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 | | | | | |

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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9 20 October 2020

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