

Dr Reddy's Labs

Estimate change

TP change

Rating change



Bloomberg	DRRD IN
Equity Shares (m)	166
M.Cap.(INRb)/(USDb)	764.7 / 11.1
52-Week Range (INR)	5515 / 2498
1, 6, 12 Rel. Per (%)	-8/-15/34
12M Avg Val (INR M)	6933

Financials & Valuations (INR b)

Y/E MARCH	2021E	2022E	2023E
Sales	192.6	212.9	247.7
EBITDA	45.1	51.5	61.2
Adj. PAT	26.2	29.9	35.0
EBITDA Margin (%)	23.4	24.2	24.7
Cons. Adj. EPS (INR)	158.1	180.0	210.6
EPS Gr. (%)	20.3	13.9	17.0
BV/Sh. (INR)	1,075	1,232	1,419

Ratios

Net D:E	-0.2	-0.3	-0.4
RoE (%)	15.7	15.6	15.9
RoCE (%)	13.3	15.2	15.7
Payout (%)	18.2	13.3	11.4

Valuations

P/E (x)	29.2	25.6	21.9
EV/EBITDA (x)	16.3	14.1	11.6
Div. Yield (%)	0.4	0.4	0.4
FCF Yield (%)	2.8	1.3	2.9
EV/Sales (x)	3.8	3.4	2.9

Shareholding pattern (%)

As On	Dec-20	Sep-20	Dec-19
Promoter	26.7	26.7	26.8
DII	14.7	13.9	15.1
FII	29.4	29.8	30.3
Others	29.2	29.5	27.9

FII Includes depository receipts

CMP: INR4,599

TP: INR5,070 (+10%)

Neutral

Operationally subdued quarter

Few potential launches delayed due to product-specific issues

- Dr. Reddy's (DRRD)'s 3QFY21 performance was below expectations, weighed by moderation in the North America (NA) / Pharmaceutical Services and Active Ingredients (PSAI) segments and increased opex toward sales/promotion activities for the Branded Generics segment. DRRD has completed the integration of the Wockhardt portfolio and is in the process of harnessing synergy benefits in the Domestic Formulation (DF) segment.
- We lower our EPS estimate by 8%/5%/4% for FY21/FY22/23E, factoring in a) a delay in the g-Vascepa launch, b) muted business prospects from g-Nuvaring, c) further queries on g-Copaxone, and d) an increase in operational cost. We continue to value DRRD at 25x 12M forward earnings to arrive at Target Price of INR5,070. We believe the current valuation provides a limited upside from current levels. Hence, we maintain Neutral.

Change in product mix, increased SGA lead to flat YoY earnings

- DRRD's 3QFY21 sales grew ~10.4% YoY to INR48.4b (v/s est. of INR51.1b).
- India sales were up 26% YoY to INR9.6b (19% of sales), partly led by the addition of the Wockhardt portfolio. Europe sales were up 34% YoY to INR4.1b. (8% of sales). NA sales were up 9% YoY to INR17.4b (~USD238m; 35% of sales), while PSAI segment sales were flat YoY at INR7b (14% of sales). EM sales were up 5% YoY to INR9.6b (19% of sales), led by 20% YoY growth in ROW market (INR3b) and 18% YoY growth in CIS (INR2.1b). Russia sales (INR4.5b) declined 8% YoY.
- The gross margin (GM) shrank 110bp YoY to 53% on a change in the product mix.
- The EBITDA margin contracted ~180bp YoY to 21.4% on account of lower GMs and higher SG&A expenses (up 120bp YoY as a percentage of sales) – partially offset by lower R&D spend (down 50bp YoY as a percentage of sales).
- EBITDA was up ~2% YoY to INR10.4b (v/s est. INR12.5b).
- DRRD took an impairment charge of INR5.8b on account of muted economic prospects in a) g-Nuvaring (INR3.2b) and b) g-Kombiglyze XR and g-Qsymia (INR1.6b); an INR1.2b impairment pertained to other intangible assets in global generics and Proprietary products.
- Also, non-recognition of deferred tax assets on impairment led to higher tax.
- Adjusting for the impairment-related impact, PAT was flat YoY at INR5.9b (our est.: INR7.7b).
- For 9MFY21, sales / EBITDA / adj. PAT grew 15%/30%/19% YoY to INR142b/INR34b/INR19b.

Highlights from management commentary

- With 22 launches in 9MFY21, DRRD is confident of launching 30 ANDAs in FY21.
- DRRD is preparing for the launch of g-Vascepa in the near term.

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Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- DRRD received another CRL for g-Copaxone and is in the process of addressing the queries of the USFDA.
- DRRD submitted a response on g-Nuvaring and awaits feedback from the USFDA.
- DRRD has launched three products in Germany and one each in Italy, the UK, Spain, and France in the current quarter.

Valuation and view

- We expect a 17% earnings CAGR over FY20–23E, led by a sales CAGR of 12%/14%/21% in NA/DF/PSAI, supported by 360bp margin expansion.
- We lower our EPS estimate by 8%/5%/4% for FY21/FY22/23E, factoring in a delay in potential launches and higher SG&A expenses. We continue to value DRRD at 25x 12M forward earnings and arrive at TP of INR5,070. We maintain Neutral on a limited upside from current levels.

Quarterly Performance – IFRS

Quarterly Performance – IFRS											(INR m)	
Y/E March	FY20				FY21E				FY20	FY21E	Estimates	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	% Var
Sales	38,435	40,809	43,838	44,318	44,175	48,967	48,408	51,040	167,400	192,590	51,098	-5.3
YoY Change (%)	3.3	7.5	13.9	15.5	14.9	20.0	10.4	15.2	10.1	15.0	16.6	
Total Expenditure	31,168	32,328	33,650	34,912	33,046	36,752	38,036	39,690	132,058	147,524	38,630	
EBITDA	7,267	8,481	10,188	9,406	11,129	12,215	10,372	11,350	35,342	45,066	12,468	-16.8
YoY Change (%)	-4.1	14.6	24.9	47.0	53.1	44.0	1.8	20.7	21.4	27.5	22.4	
Margins (%)	18.9	20.8	23.2	21.2	25.2	24.9	21.4	22.2	21.1	23.4	24.4	
Amortization	3,082	3,339	3,085	2,965	3,140	3,272	3,217	3,275	12,472	12,904	3,300	
EBIT	4,185	5,142	7,103	6,441	7,989	8,943	7,155	8,076	22,870	32,163	9,168	
YoY Change (%)	-6.3	16.7	40.7	100.3	90.9	73.9	0.7	25.4	33.5	40.6	29.1	
Margins (%)	10.9	12.6	16.2	14.5	18.1	18.3	14.8	15.8	13.7	16.7	17.9	
Other Income	865	483	823	708	800	459	772	791	2,879	2,822	430	
PBT before EO expenses	5,050	5,625	7,926	7,149	8,789	9,402	7,927	8,866	25,749	34,984	9,598	-17.4
One-off income/(expense)	3,450	2,039	-13,200			-781	-5,084		-7,718	-5,865	0	
Profit before Tax	8,500	7,663	-5,276	7,146	8,789	8,620	2,841	8,863	18,033	29,112	9,596	-70.4
Tax	1,872	-3,261	423	-500	2,996	998	2,645	1,757	-1,466	8,396	1,920	
Rate (%)	22.0	-42.6	-8.0	-7.0	34.1	11.6	93.1	19.8	-8.1	28.8	20.0	
Reported Profit	6,628	10,924	-5,699	7,646	5,793	7,623	198	7,109	19,499	20,723	7,678	-97.4
Adjusted PAT	4,444	5,705	5,945	5,714	5,793	7,392	5,945	7,109	21,807	26,239	7,678	-22.6
YoY Change (%)	-2.6	13.2	22.5	90.0	30.4	29.6	0.0	24.4	24.9	20.3	29.2	
Margins (%)	11.6	14.0	13.6	12.9	13.1	15.1	12.3	13.9	13.0	13.6	15.0	

Key performance Indicators (Consolidated)

Y/E March	FY20				FY21E				FY20	FY21E	FY21
INR m	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE
North America	16,322	14,265	15,999	18,072	17,282	18,328	17,394	19,000	64,659	72,004	20,350
YoY Change (%)	2.6	0.0	7.9	20.8	5.9	28.5	8.7	5.1	7.8	11.4	15.0
Europe	2,404	2,764	3,093	3,446	3,551	3,754	4,143	3,925	11,707	15,373	3,773
YoY Change (%)	19.2	44.3	52.4	80.2	47.7	35.8	33.9	13.9	48.7	31.3	22.0
India	6,960	7,511	7,636	6,839	6,260	9,123	9,591	9,311	28,946	34,285	9,240
YoY Change (%)	14.6	9.4	13.3	5.1	(10.1)	21.5	25.6	36.1	10.6	2.0	21.0
Russia & Others CIS	5,200	5,800	6,699	5,700	4,700	6,000	6,600	6,891	23,400	24,191	6,260
YoY Change (%)	4.0	11.5	21.8	18.8	(9.6)	3.4	(1.5)	20.9	14.1	3.4	(6.6)
Others	2,100	2,500	2,500	2,342	3,282	2,636	3,023	3,216	9,411	12,157	2,675
YoY Change (%)	27.8	9.1	11.4	10.4	56.3	5.4	20.9	37.3	12.1	29.2	7.0
PSAI	4,539	7,107	6,906	7,195	8,553	8,505	7,009	8,368	25,747	32,435	8,300
YoY Change (%)	(16.1)	17.9	10.0	6.4	88.4	19.7	1.5	16.3	6.7	26.0	10.0
Cost Break-up											
COGS (% of Sales)	48.3	48.5	45.9	48.5	44.0	46.1	47.0	46.4	47.8	45.9	45.8
SG&A (% of Sales)	23.4	21.8	21.9	20.8	21.8	20.1	23.1	23.0	21.9	22.0	20.2
R&D Expenses(% of Sales)	9.4	9.0	9.0	9.5	9.0	8.9	8.5	8.4	9.2	8.7	9.6
Gross Margins (%)	51.7	51.5	54.1	51.5	56.0	53.9	53.0	53.6	52.2	54.1	54.2
EBITDA Margins (%)	18.9	20.8	23.2	21.2	25.2	24.9	21.4	22.2	21.1	23.4	24.4
EBIT Margins (%)	10.9	12.6	16.2	14.5	18.1	18.3	14.8	15.8	13.7	16.7	17.9

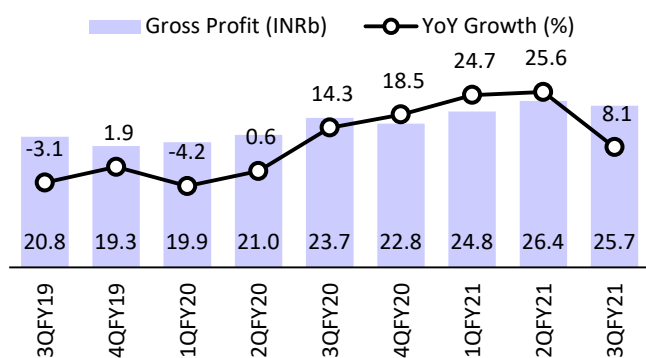


Management call highlights

- The US launch of g-Remodulin is still sometime away.
- DRRD plans to file a higher number of injectables in the US, driving up revenue contribution from the Injectables biz going forward.
- Adjusting for the Wockhardt portfolio, YoY growth for 3QFY21 was 8% in the India business.
- DRRD launched seven products in India in 3QFY21. It filed 57 products across markets in 3QFY21.
- With Phase III trials underway for the Sputnik vaccine, DRRD expects to get approval under Emergency Use Authorization and subsequently launch the vaccine.
- R&D expense stood at INR4.1b (8.5% of sales).
- The effective tax rate, adjusted for impairment charges, is ~25%.
- DRRD filed 16 products in China and almost 100 are in the pipeline.
- Moderation in growth in the PSAI segment was attributable to higher procurement by customers in previous quarters.

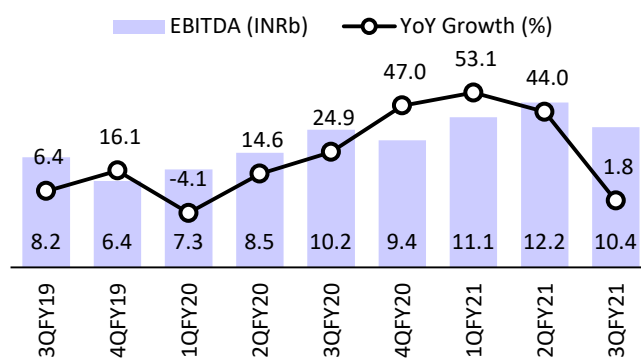
Key exhibits

Exhibit 1: Gross profit grew 8% YoY in 3QFY21



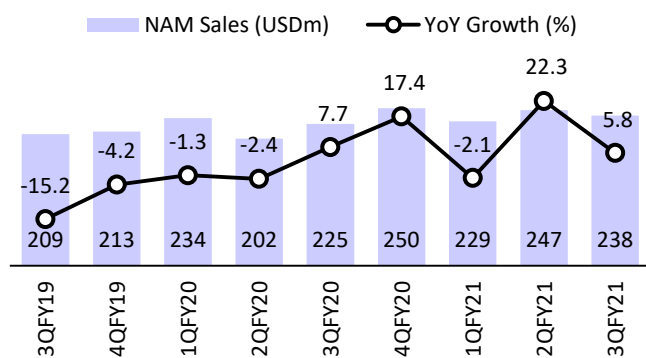
Source: Company, MOFSL

Exhibit 2: EBITDA growth moderated to 1.8% YoY in 3QFY21



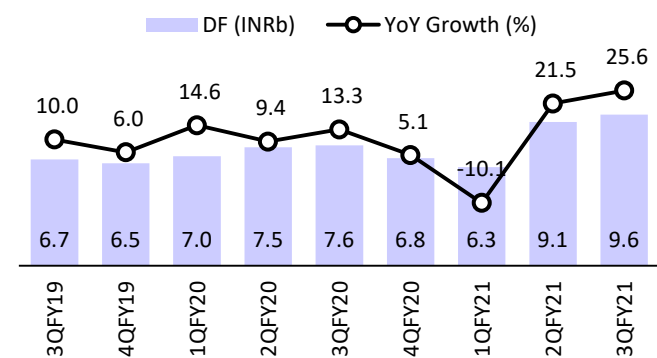
Source: Company, MOFSL

Exhibit 3: In CC terms, NA sales grew 6% YoY

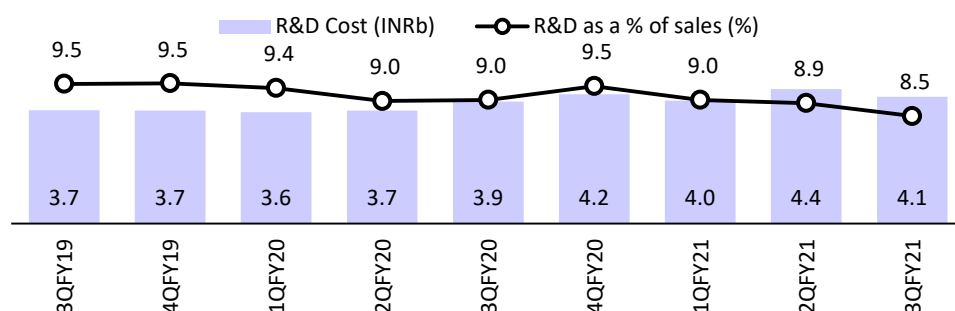


Source: MOFSL, Company

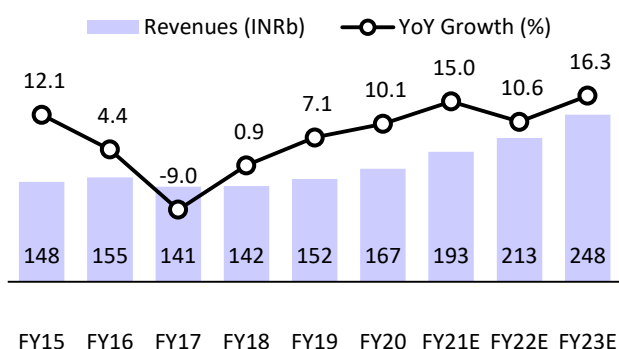
Exhibit 4: DF sales were up ~26%, aided by the Wockhardt portfolio



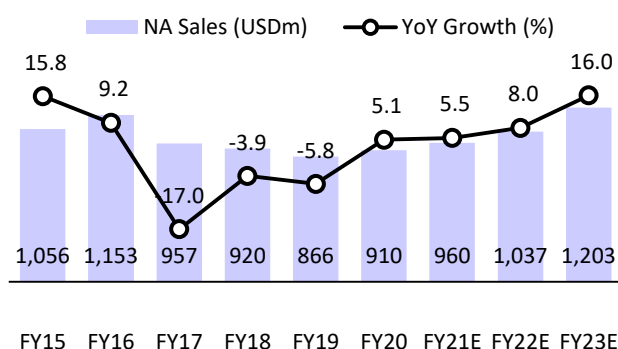
Source: MOFSL, Company

Exhibit 5: R&D expense on gradual downtrend

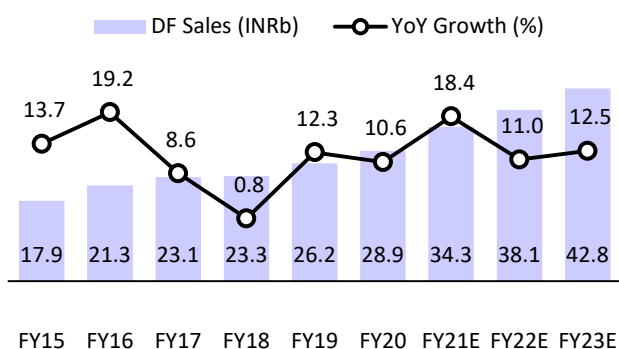
Source: MOFSL, Company

Story in charts**Exhibit 6: Expect sales CAGR of ~14% over FY20–23E**

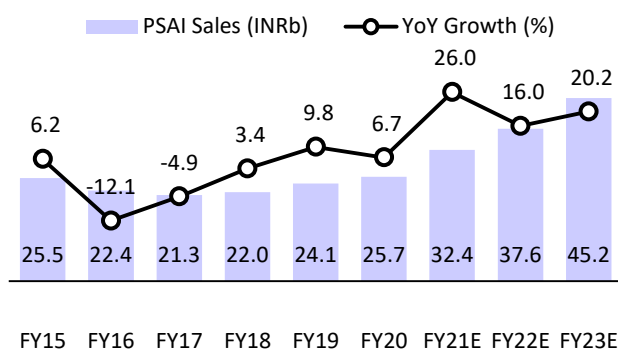
Source: Company, MOFSL

Exhibit 7: NA sales to exhibit ~10% CAGR over FY20–23E

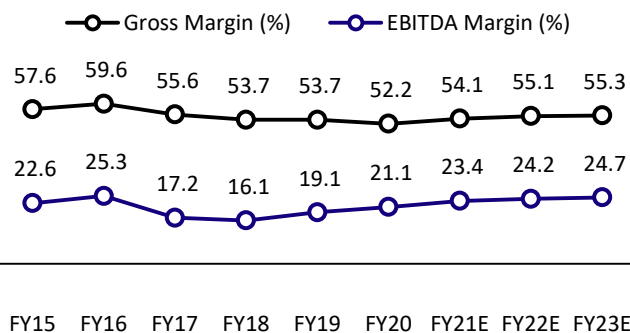
Source: Company, MOFSL

Exhibit 8: Expect DF sales CAGR of 14% over FY20–23E

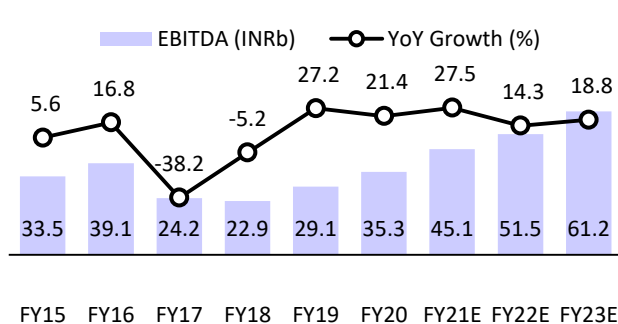
Source: Company, MOFSL

Exhibit 9: PSAI to exhibit ~21% sales CAGR over FY20–23E

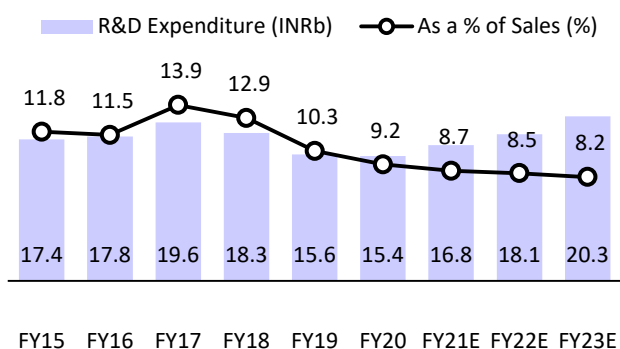
Source: Company, MOFSL

Exhibit 10: Margins to expand from FY20 levels

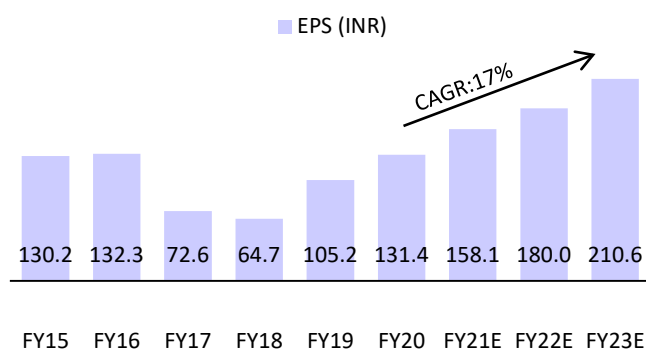
Source: Company, MOFSL

Exhibit 11: Expect EBITDA CAGR of 20% over FY20–23E

Source: Company, MOFSL

Exhibit 12: R&D expense to settle at ~8% of sales by FY23E

Source: Company, MOFSL

Exhibit 13: Expect EPS CAGR of ~17% over FY20–23E

Source: Company, MOFSL

Valuation and view

US – new launches to aid growth over next 2–3 years

- Revenues grew 14% YoY to INR53b (USD714m) in 9MFY21, driven by new launches, implying an increase in volume off-take for current products, aided by favorable currency. However, price erosion in key molecules impacted YoY growth in 3QFY21, affecting overall performance for 9MFY21.
- While launches were decent (22) for 9MFY21, the pace of filings reduced to 9 during this period.
- DRRD plans to have 300+ product baskets in the US and is tracking well on achieving its target with the continued launch momentum. It plans to have a diverse portfolio of products, including Para IV/FTF, OTC, me-too generic products, and complex injectables. DRRD has built a robust pipeline of 89 ANDAs and NDAs, pending approval. Moreover, with the consistent pace of new filings, it is well-placed to support its long-term strategic goal. However, the delay in potential launches may impact near-term performance. Accordingly, we expect DRRD to deliver a 12% sales CAGR to INR92b over FY20–23E.

PSAI on promising growth path

- The PSAI segment posted 30% growth YoY in 9MFY21. The healthy performance from this segment was led by new launches, market share gains, and increased off-take by customers in anticipation of COVID-led disruption.
- The PSAI business is on a steady footing on the back of a strong product pipeline and cost-efficiency. Accordingly, we expect the PSAI business to post a sales CAGR of 21% over FY20–23E.

DF – multiple factors leading growth

- The DF segment posted 13% YoY growth in 9MFY21 – despite COVID-led decline seen in 1QFY21. DRRD has made a strong recovery in the DF segment over last two quarters, with 22% and 26% YoY growth reported in 2Q and 3Q, respectively. YoY growth was driven by recovery from COVID-led disruption and the integration of the Wockhardt portfolio. DRRD is currently developing more COVID products for India and other markets, which should further shore up the domestic franchise. The expected Sputnik V vaccine EUA in Mar'21 in India would be a shot in the arm for DRRD.

- New products, synergy benefits, and a better outlook (with the easing of the lockdown) are expected to drive a 14% sales CAGR in the DF segment to INR43b over FY20–23E.

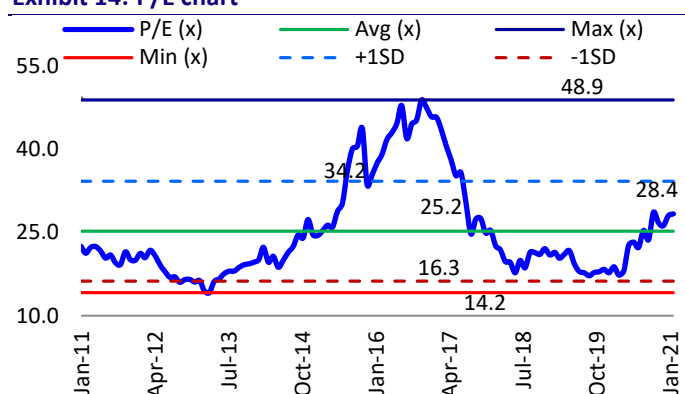
Europe biz – new launches and better geographical reach to drive growth

- DRRD reported strong growth in the Europe business once again in 3QFY21, driving 9MFY21 YoY growth to 39%, driven by new product launches. This is the sixth consecutive quarter of 30%+ YoY growth for DRRD in Europe. We believe the strong growth momentum may be sustainable with DRRD's plan to leverage its global portfolio of products across geographies. We expect a 26% sales CAGR in Europe over FY20–23E.

Despite healthy earnings CAGR, return ratios may remain range-bound

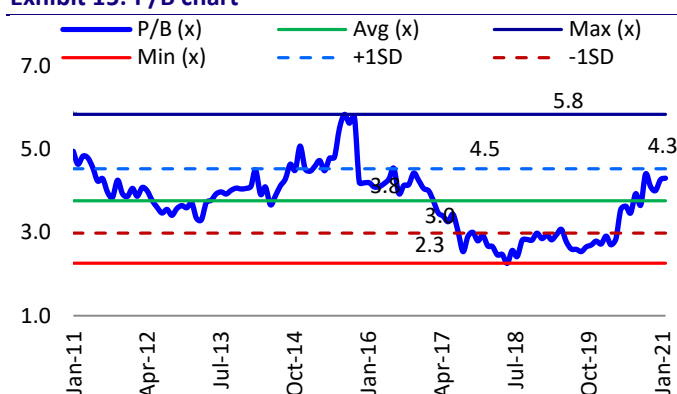
- We expect a 17% earnings CAGR over FY20–23E, led by a sales CAGR of 12% in NAM, 14% in DF, and 21% in PSAI – supported by a 360bp margin expansion over FY20–23E. Based on these factors and led by continued investments, we expect ROE to improve by 120bp to 15.9% over FY20–23.
- We lower our EPS estimate by 8%/5%/4% for FY21/FY22/23E and continue to value DRRD at a P/E multiple of 25x. Accordingly, we arrive at TP of INR5,070 on a 12M forward earnings basis. We maintain Neutral on a limited upside from current levels.

Exhibit 14: P/E chart



Source: MOFSL, Company, Bloomberg

Exhibit 15: P/B chart



Source: MOFSL, Company, Bloomberg

Financials and valuations

Income Statement								(INR m)		
Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
Net Sales	132,171	148,189	154,708	140,809	142,028	152,051	167,400	192,590	212,912	247,719
Change (%)	13.7	12.1	4.4	-9.0	0.9	7.1	10.1	15.0	10.6	16.3
Total Expenditure	100,472	114,717	115,620	116,654	119,137	122,938	132,058	147,524	161,388	186,533
EBITDA	31,699	33,472	39,088	24,155	22,891	29,113	35,342	45,066	51,525	61,187
Change (%)	28.0	5.6	16.8	-38.2	-5.2	27.2	21.4	27.5	14.3	18.8
Margin (%)	24.0	22.6	25.3	17.2	16.1	19.1	21.1	23.4	24.2	24.7
Depreciation & Amort.	7,085	8,103	10,343	11,722	11,762	11,980	12,472	12,904	13,839	16,102
Net Interest Exp	79	77	334	0	817	1,163	983	-1,722	-861	-689
One-off (Gains)/Losses	-329	0	2,374	0	0	-1,800	7,718	5,865	0	0
PBT before EO Expense	26,616	28,163	27,140	14,653	14,341	22,443	25,749	34,984	40,646	47,574
Change (%)	22.8	5.8	-3.6	-46.0	-2.1	56.5	14.7	35.9	16.2	17.0
PBT after EO Expense	26,616	28,163	27,140	14,653	14,341	22,443	18,033	29,119	40,646	47,574
Tax	5,093	5,984	7,127	2,614	4,535	3,648	-1,466	8,396	10,771	12,607
Tax Rate (%)	19.1	21.2	26.3	17.8	31.6	16.3	-8.1	28.8	26.5	26.5
Reported PAT	21,524	22,179	20,013	12,039	9,806	18,795	19,499	20,723	29,875	34,967
Adjusted Net Profit	21,188	22,179	22,577	12,039	10,736	17,459	21,807	26,239	29,875	34,967
Change (%)	54.9	4.7	1.8	-46.7	-10.8	62.6	24.9	20.3	13.9	17.0
Margin (%)	16.0	15.0	14.6	8.5	7.6	11.5	13.0	13.6	14.0	14.1

Balance Sheet								(INR m)		
Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
Equity Share Capital	851	852	853	829	830	830	830	830	830	830
Reserves	89,950	110,450	124,845	121,792	124,886	139,406	155,158	177,606	203,700	234,687
Net Worth	90,801	111,302	125,698	122,621	125,716	140,236	155,988	178,436	204,530	235,517
Loans	44,742	43,126	33,403	49,075	50,651	34,125	17,836	9,836	8,836	7,836
Deferred Liabilities/Tax	-3,310	-4,013	-5,368	-5,164	-3,455	-3,844	-12,179	-12,179	-12,179	-12,179
Capital Employed	132,233	150,414	153,733	166,532	172,912	170,517	161,645	176,093	201,187	231,174
Gross Block	52,958	72,011	81,635	92,605	99,286	115,385	126,148	135,575	147,438	160,300
Less: Accum. Deprn.	21,213	30,040	35,505	42,324	49,553	61,533	74,005	86,909	100,748	116,850
Net Fixed Assets	37,814	48,090	52,756	56,376	57,411	53,852	52,143	48,666	46,690	43,450
Investments	26,384	38,871	41,854	26,317	28,935	30,769	33,264	33,264	33,264	33,264
Goodwill/Intangibles	14,697	16,430	20,596	46,176	46,974	47,393	31,711	31,711	31,711	31,711
Curr. Assets	78,664	85,580	82,730	82,512	86,718	88,325	102,936	118,872	136,418	170,225
Inventory	23,992	25,529	25,579	28,528	29,089	33,579	35,067	45,172	44,453	53,704
Account Receivables	33,037	40,755	41,250	38,196	40,696	39,982	52,015	51,283	60,952	63,485
Cash and Bank Balance	8,451	5,394	4,921	3,865	2,638	2,228	2,053	7,011	13,980	33,218
Others	13,184	13,901	10,980	11,923	14,295	12,536	13,801	15,407	17,033	19,818
Curr. Liability & Prov.	31,936	38,556	44,203	44,849	47,126	49,822	58,409	56,179	46,755	47,438
Account Payables	10,503	10,660	9,068	10,569	13,345	13,671	15,248	16,890	14,435	16,720
Other Current Liabilities	21,433	27,896	35,135	34,280	33,781	36,151	43,161	39,289	32,320	30,718
Net Current Assets	46,728	47,024	38,527	37,663	39,592	38,503	44,527	62,693	89,663	122,787
Appl. of Funds	125,623	150,414	153,733	166,532	172,912	170,517	161,645	176,093	201,187	231,174

Financials and valuations

Ratios

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
EPS	124.6	130.2	132.3	72.6	64.7	105.2	131.4	158.1	180.0	210.6
Cash EPS	166.2	177.7	193.0	143.3	135.5	177.3	206.5	235.8	263.3	307.6
BV/Share	533.8	653.2	736.8	739.6	757.3	844.8	939.7	1,074.9	1,232.1	1,418.8
DPS	18.0	20.0	20.0	20.0	20.0	20.0	16.4	19.5	20.5	20.5
Payout (%)	16.6	18.5	20.5	33.1	40.7	21.3	16.3	18.2	13.3	11.4

Valuation (x)

P/E	37.0	35.4	34.9	63.5	71.3	43.9	35.1	29.2	25.6	21.9
PEG (x)	0.7	7.6	19	NA	-7	1	1	1.4	1.8	1.3
P/BV	8.6	7.1	6.3	6.2	6.1	5.5	4.9	4.3	3.7	3.3
EV/Sales	5.9	5.2	4.9	5.6	5.5	5.0	4.5	3.8	3.4	2.9
EV/EBITDA	24.5	22.8	19.2	32.5	34.3	26.3	21.2	16.3	14.1	11.6
Dividend Yield (%)	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4

Return Ratios (%)

ROIC	23.6	20.9	21.2	8.9	5.8	10.8	21.9	18.7	20.9	22.3
RoE	25.9	21.9	19.1	9.7	8.6	13.1	14.7	15.7	15.6	15.9
RoCE	16.6	14.2	14.1	6.4	4.8	8.9	17.4	13.3	15.2	15.7

Working Capital Ratios

Fixed Asset Turnover (x)	2.7	2.4	2.0	1.6	1.5	1.4	1.4	1.5	1.5	1.6
Debtor (Days)	91	91	97	103	101	97	100	98	96	92
Inventory (Days)	66	61	60	70	74	75	75	76	77	72

Leverage Ratio

Net Debt/Equity (x)	0.0	-0.1	-0.1	0.1	0.1	0.0	-0.1	-0.2	-0.3	-0.4
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Cash Flow Statement

(INR m)

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
Op. Profit/(Loss) before Tax	26,616	28,163	27,140	14,653	14,341	22,443	25,749	34,984	40,646	47,574
Depreciation	7,085	8,103	10,343	11,722	11,762	11,980	12,472	12,904	13,839	16,102
Interest/Dividends Recd.	-2,082	-2,871	1,271	-2,220	-4,029	-6,473	4,839	4,765	-2,100	-1,800
Direct Taxes Paid	-5,093	-5,984	-7,127	-2,614	-4,535	-3,648	1,466	-8,396	-10,771	-12,607
(Inc)/Dec in WC	-5,265	-3,353	8,024	-192	-3,156	679	-6,199	-13,208	-20,000	-13,886
CF from Operations	19,697	25,235	32,626	21,444	18,030	28,704	38,542	37,153	22,413	35,982
(inc)/dec in FA	-14,041	-13,502	-21,550	-40,922	-13,595	-8,840	4,919	-9,427	-11,863	-12,863
Free Cash Flow	7,221	10,557	18,101	-19,573	788	16,141	43,246	21,621	9,752	22,519
(Pur)/Sale of Investments	-6,501	-9,617	-1,880	17,757	1,411	2,839	-2,495	0	0	0
CF from Investments	-16,941	-22,647	-20,394	-18,404	-14,883	-7,727	-4,923	-9,427	-11,863	-12,863
Change in net worth	-247	2,418	-1,512	-11,130	-2,719	-273	-563	0	0	0
(Inc)/Dec in Debt	8,064	-1,617	-9,723	15,672	1,576	-16,526	-16,289	-8,000	-1,000	-1,000
Other Items	-4,478	-1,038	-1,662	-4,248	695	-525	-5,123	-10,988	1,398	1,098
Dividend Paid	-3,581	-4,095	-4,105	-3,986	-3,992	-4,002	-3,184	-3,780	-3,979	-3,979
CF from Fin. Activity	-242	-4,332	-17,001	-3,692	-4,440	-21,326	-25,159	-22,769	-3,581	-3,881
Inc/Dec of Cash	2,514	-1,745	-4,768	-652	-1,293	-349	8,460	4,958	6,969	19,238
Add: Beginning Balance	5,204	8,451	5,394	4,921	3,865	2,638	2,228	2,053	7,011	13,980
Closing Balance	7,718	6,706	626	4,269	2,572	2,289	10,688	7,011	13,980	33,218
FX impact net of bank balances	733	-1,312	4,295	-404	66	-61	-8,635	0	0	0
Closing Balance	8,451	5,394	4,921	3,865	2,638	2,228	2,053	7,011	13,980	33,218

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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