



## KEY HIGHLIGHTS

### 1. RESULTS OVERVIEW:

- Mindtree Ltd Q2FY22 consolidated revenues came in at ₹2,586.2 Cr, up 34% YoY and up 13% QoQ.
- EBITDA for Q2FY22 stood at ₹530.7 Cr, up 36% YoY and up 14% QoQ.
- EBITDA margins for Q2FY22 came at 20.5% as compared to 20.27% in Q1FY22 and 20.26% in Q2FY21.
- PAT for Q2FY22 stood at ₹398.9 Cr, up 57% YoY and up 16% QoQ.

### 2. MANAGEMENT COMMENTARY:

- Management mentioned that demand environment continues to remain strong and expects industry-leading growth in FY22.
- Management also guided that EBITDA Margins to sustain over 20% in FY22 despite increasing attrition and supply side challenges.
- Company has strong focus on cloud adoption.

### 3. SEGMENTAL ANALYSIS:

- Q2FY22 Vertical Mix: BFSI (17.5%), CMT (42.5%), RCM (25.4%), TTH (13.5%), HCARE (1.1%)
- Q2FY22 Geographical Mix: North America (72.8%), Continental Europe (8.7%), UK & Ireland (10.9%) and APAC & Middle East (7.6%)

### 4. CONCALL SUMMARY

- Company achieved broad based growth across all verticals with RCM growing at 29.7% QoQ, HCARE at 23.6% QoQ, TTH at 14.2% QoQ, BFSI at 8.9% QoQ and CMT at 5.4% QoQ.
- On Geographical Front, UK & Ireland showed a growth of 60.5% QoQ, APAC & ME at 20.3% QoQ, Continental Europe at 14.7% QoQ and North America at 7.1% QoQ.
- TCv for Q2FY22 stood at \$ 360 Mn (+18.8% YoY and -28.6% QoQ). Management mentioned that deal pipeline is strong with a good mix of deal wins in areas like Cloud and Artificial Intelligence.
- Attrition jumped to 17.7% from 13.7% in the last quarter.
- Utilization declined marginally to 82.9% as compared to 83.2% in Q1FY22.
- Strong headcount addition at 2476 which is +9% QoQ.
- Offshore mix at multi-year high with Onsite : Offshore at 15% : 85%.
- Mindtree has launched career development programs for BSc and BCA graduates to overcome supply side challenges.

### 5. OTHER DEVELOPMENTS:

- Recently Western Asset Selects Mindtree as a Strategic Partner to Drive Enterprise Innovation and Transform IT Services.
- Mr. Dayapatra Nevatia has resigned from the position of Executive Director & Chief Operating Officer of Mindtree Ltd to pursue opportunities outside the Company. His last working day will be January 3, 2022.
- MSCI India Index will be including Mindtree with effect from Dec 1, 2021.

### 6. VALUATION AND OUTLOOK:

Mindtree reported very strong numbers and beaten all the street estimates led by broad based growth across all the business as well as geographical verticals. We believe company will continue to perform well over next few quarters due to robust demand environment. Also the confident commentary from management and strong Deal wins data and ability to sustain margins despite wage hikes is positive for the company.

We initiate a "BUY" rating on the stock and value the stock at 48.5x FY23E earnings to arrive at the target of ₹5416.

## RECOMMENDATION - ACCUMULATE

**CMP – 4,958**

**TARGET – 5,416 (9%)**

|                            |               |
|----------------------------|---------------|
| Industry                   | IT - Software |
| NSE CODE                   | MINDTREE      |
| BSE CODE                   | 532819        |
| Market Cap (₹ Cr)          | 81650.40      |
| Shares Outstanding (in Cr) | 16.48         |
| 52 wk High/Low (₹)         | 5039.1 / 1315 |
| P/E                        | 59.01         |
| P/BV                       | 17.56         |
| Face Value (₹)             | 10.00         |
| Book Value (₹)             | 282.71        |
| EPS (FY21) (₹)             | 67.43         |
| Dividend Yield (%)         | 1.20          |
| Debt / Equity              | 0.00          |
| Interest Coverage          | 30.73         |

## SHAREHOLDING PATTERN

|                   | Sep 21 | Jun 21 | Mar 21 |
|-------------------|--------|--------|--------|
| Promoters         | 61.00  | 61.02  | 61.03  |
| MF/ DII           | 7.66   | 8.73   | 7.60   |
| FII/FPI           | 15.01  | 13.66  | 13.92  |
| Retail & Others   | 13.88  | 13.33  | 14.19  |
| Promoter Pledging | 0.00   | 0.00   | 0.00   |

## FINANCIAL SNAPSHOT (₹ Cr)

| Y/E March        | 2021A   | 2022E    | 2023E    |
|------------------|---------|----------|----------|
| <b>Crore</b>     |         |          |          |
| Sales            | 7967.80 | 10358.14 | 12429.77 |
| Sales Gr. (%)    | 2.62    | 30.00    | 20.00    |
| EBITDA           | 1656.70 | 2175.21  | 2610.25  |
| EBITDA %         | 22.70   | 21.00    | 21.00    |
| PAT              | 1110.50 | 1512.68  | 1838.96  |
| EPS (₹)          | 67.43   | 91.85    | 111.66   |
| EPS Gr. (%)      | 75.91   | 36.22    | 21.57    |
| BV/Sh. (₹)       | 261.64  | 322.00   | 378.00   |
| <b>Ratios</b>    |         |          |          |
| RoE (%)          | 29.79   | 33.2     | 34.1     |
| RoCE (%)         | 41.43   | 41.5     | 42.2     |
| Payout (%)       | 37.08   | 42.0     | 45.0     |
| <b>Valuation</b> |         |          |          |
| P/E (x)          | 59.0    | 52.5     | 48.5     |
| P/BV (x)         | 17.5    | 14.0     | 12.5     |
| EV/EBITDA        | 34.5    | 31.6     | 28.5     |

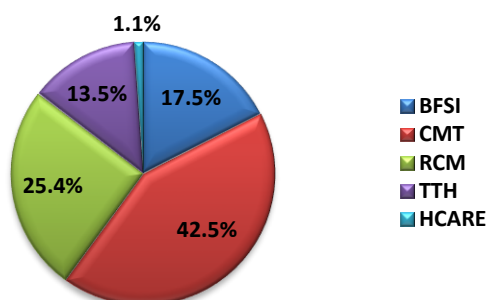
## Historical & Industrial Val Ratios

|                |       |
|----------------|-------|
| Historical P/E | 22.70 |
| Industry P/E   | 38.67 |
| Historical P/B | 17.56 |
| Industry P/B   | 10.83 |

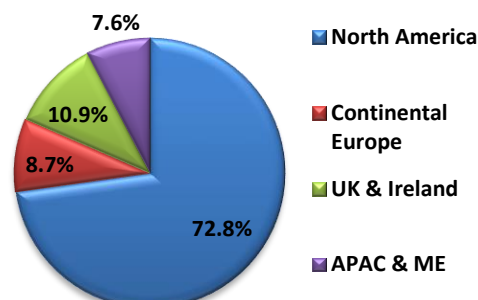


## REVENUE SPLIT (Q2 FY22)

Industry Mix (Q2 FY22)



Geography Mix (Q2FY22)



## QUARTERLY PERFORMANCE (CONSOLIDATED)

(₹ Cr)

| Y/E March                 | FY20         |              | FY21         |              |              | FY22         |              |              | FY21         | FY22E*        |
|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                           | Q4           | Q1           | Q2           | Q3           | Q4           | Q1           | Q2           | Q3E*         |              |               |
| <b>Net sales</b>          | <b>2,050</b> | <b>1,909</b> | <b>1,926</b> | <b>2,024</b> | <b>2,109</b> | <b>2,292</b> | <b>2,586</b> | <b>2,715</b> | <b>7,968</b> | <b>10,358</b> |
| YoY change (%)            | 11%          | 4%           | 1%           | 3%           | 3%           | 20%          | 34%          | 34%          | 3%           | 30%           |
| <b>Total Expenditures</b> | <b>1,727</b> | <b>1,587</b> | <b>1,536</b> | <b>1,556</b> | <b>1,647</b> | <b>1,827</b> | <b>2,056</b> | <b>2,145</b> | <b>6,311</b> | <b>8,183</b>  |
| <b>EBITDA</b>             | <b>324</b>   | <b>322</b>   | <b>390</b>   | <b>468</b>   | <b>463</b>   | <b>464</b>   | <b>531</b>   | <b>570</b>   | <b>1,657</b> | <b>2,175</b>  |
| Margins (%)               | 16%          | 17%          | 20%          | 23%          | 22%          | 20%          | 21%          | 21%          | 21%          | 21%           |
| Depreciation              | 68           | 60           | 57           | 72           | 71           | 58           | 61           | 61           | 260          | 260           |
| Interest                  | 13           | 13           | 13           | 13           | 11           | 13           | 12           | 12           | 50           | 50            |
| Other income              | 18           | 41           | 24           | 62           | 39           | 72           | 75           | 75           | 152          | 152           |
| <b>PBT</b>                | <b>261</b>   | <b>290</b>   | <b>345</b>   | <b>445</b>   | <b>419</b>   | <b>465</b>   | <b>532</b>   | <b>572</b>   | <b>1,498</b> | <b>2,017</b>  |
| Rate (%)                  | 21%          | 26%          | 26%          | 27%          | 24%          | 26%          | 25%          | 25%          | 26%          | 25%           |
| <b>Adjusted PAT</b>       | <b>206</b>   | <b>213</b>   | <b>254</b>   | <b>326</b>   | <b>317</b>   | <b>343</b>   | <b>399</b>   | <b>429</b>   | <b>1,110</b> | <b>1,513</b>  |
| <b>EPS in Rs</b>          | <b>12.53</b> | <b>12.94</b> | <b>15.4</b>  | <b>19.82</b> | <b>19.26</b> | <b>20.85</b> | <b>24.21</b> | <b>26.82</b> | <b>67.42</b> | <b>91.85</b>  |

### Key Performance Indicators

|                                    | FY20   | Q1     | Q2     | Q3     | Q4     | FY21   | Q1     | Q2 | FY21   | FY22E* |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|----|--------|--------|
| <b>Headcount</b>                   | 21,991 | 21,955 | 21,827 | 22,195 | 23,814 | 27,256 | 29,732 |    | 23,814 |        |
| <b>Attrition %</b>                 | 17.40  | 16.6   | 13.8   | 12.5   | 12.1   | 13.7   | 17.7   |    | 12.1   |        |
| <b>Deal Wins (TCV \$ Mn)</b>       | 393    | 391    | 303    | 312    | 375    | 504    | 360    |    | 1381   |        |
| <b>Utilization %</b>               | 76.0   | 75.5   | 78.8   | 83.1   | 84.3   | 83.2   | 82.9   |    | 84.3   |        |
| <b>Active Clients</b>              | 307    | 292    | 283    | 276    | 270    | 260    | 263    |    | 270    |        |
| <b>New Clients Added</b>           | 5      | 6      | 8      | 8      | 4      | 7      | 7      |    | 26     |        |
| <b>Top Client Contribution %</b>   | 24.8   | 30.1   | 28.9   | 28.5   | 28.0   | 27.4   | 24.3   |    | 28     |        |
| <b>Top 5 Client Contribution %</b> | 37.9   | 42.9   | 40.6   | 39.8   | 38.6   | 38.5   | 35.7   |    | 38.6   |        |
| <b>Cloud Contribution%</b>         | 16.5   | 20.1   | 19.0   | 19.2   | 19.4   | 19.9   | 18.7   |    | 18.7   |        |

Source: Company, Hem Securities Research.

### \*Insights into the assumptions:

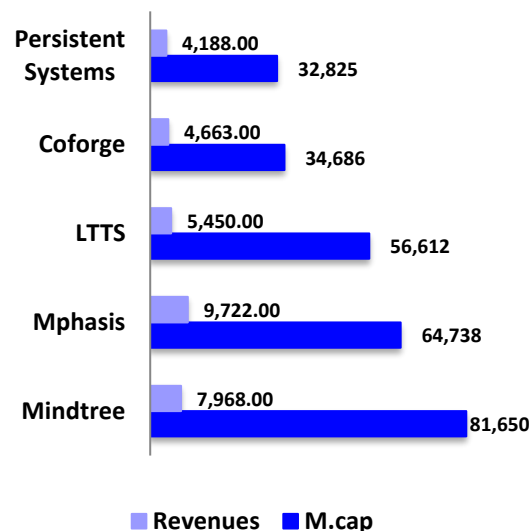
- We expect revenues to increase by around 5% QoQ in Q3FY22 due to robust demand in IT sector.
- We also believe that operating margins would sustain at these levels.



## INDUSTRY OVERVIEW

- India is the world's largest sourcing destination with largest qualified talent pool of technical graduates in the world.
- The IT sector is the largest employer within the private sector.
- The Indian IT industry accounted for 18.5% of the total global IT spend in FY20.
- For FY21, India's technology industry is expected to grow by 2.3% to touch \$194 Billion (excluding e-commerce).
- Indian technology industry contributes ~8% share to the national GDP, with a 52% share of services exports, and a 50% share in total FDI.
- The priority tech spending areas are expected to be augmented reality and virtual reality (AR/VR), mixed reality, Internet of Things (IoT), artificial intelligence (AI), robotics and cloud.
- This push towards cloud services has boosted hyper-scale data centre investments, with global investments estimated to exceed ~US\$ 200 billion annually by 2025.
- The digital transformation deals have seen a 30% jump since the pandemic.
- In Budget 2021, the government has allocated Rs. 53,108 crore (US\$ 7.31 billion) to the IT and telecom sector.
- Leading players in Indian IT Industry includes TCS, Infosys, HCL Tech, Wipro, Mindtree, Mphasis, LTI, Coforge etc.

## KEY PLAYERS in Mid Cap IT



## PEER PERFORMANCE

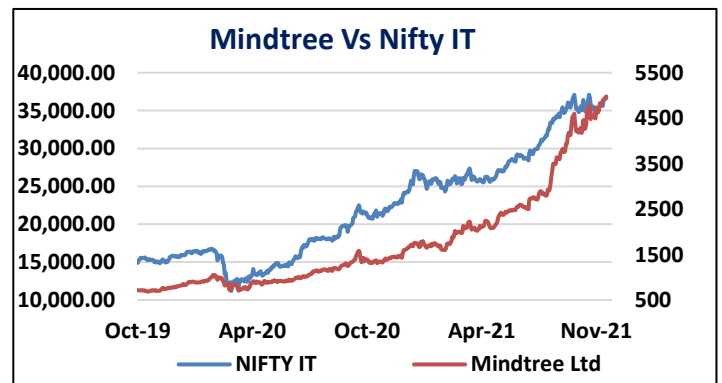
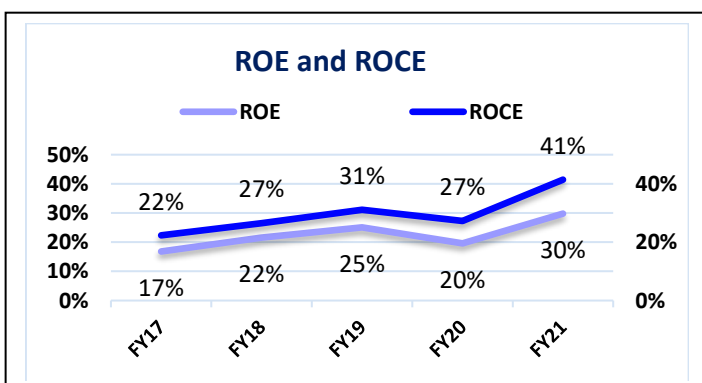
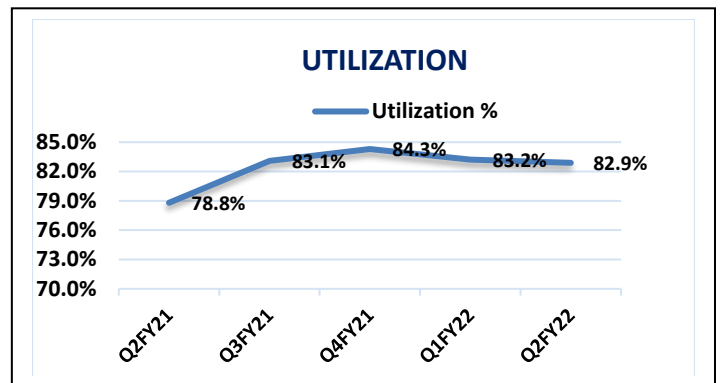
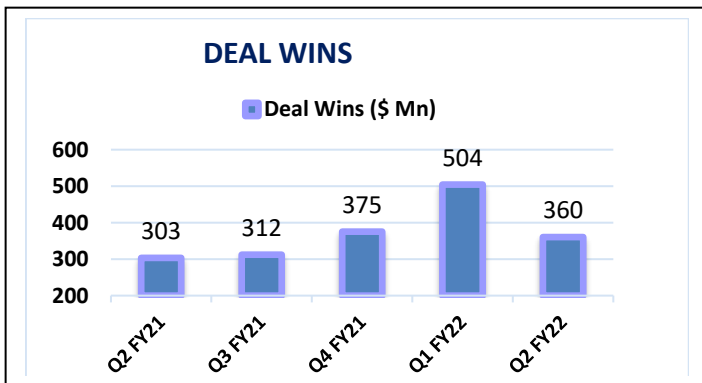
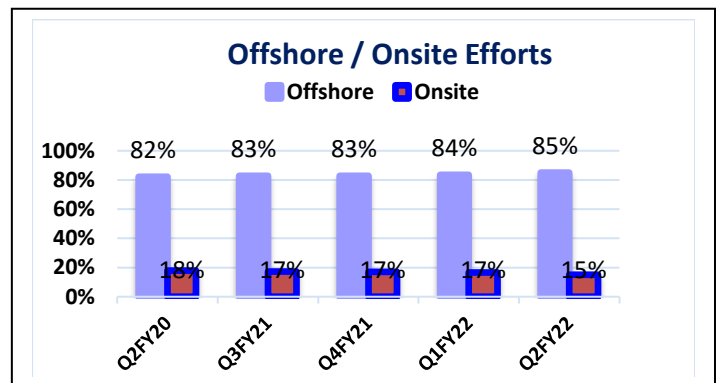
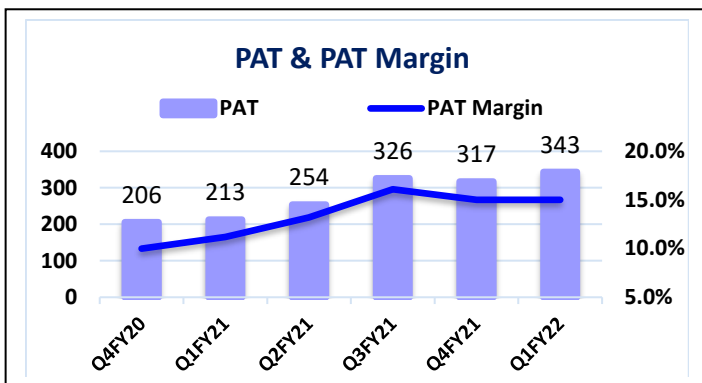
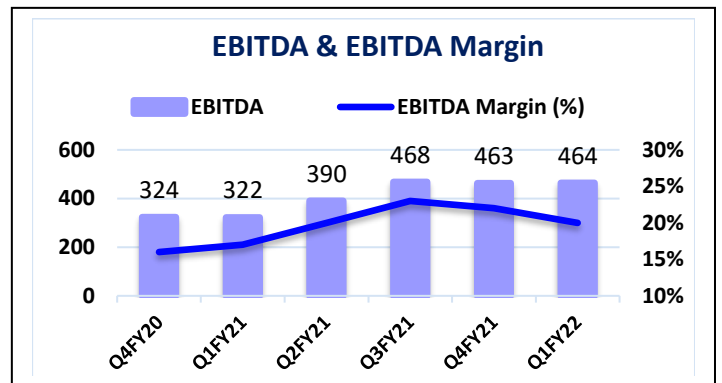
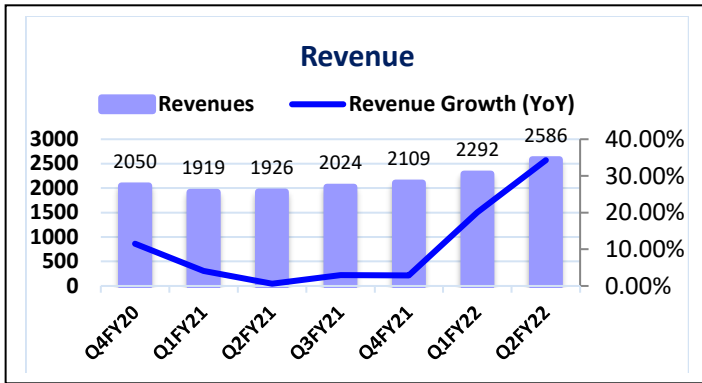
(₹ Cr)

| Particulars      | Mindtree | Mphasis  | LTTS     | Coforge  | Persistent Systems |
|------------------|----------|----------|----------|----------|--------------------|
| Market Cap       | 81,650.3 | 64,738.3 | 56,611.7 | 34,686.4 | 32,825.3           |
| Net Sales        | 7,967.8  | 9,722.3  | 5,449.7  | 4,662.8  | 4,187.9            |
| EBITDA           | 1,656.7  | 1,802.9  | 967.1    | 779.5    | 669.9              |
| PAT              | 1,110.5  | 1,216.8  | 663.3    | 455.6    | 450.7              |
| EPS(₹)           | 67.4     | 65.1     | 63.2     | 75.2     | 59.0               |
| EBITDA MARGIN %  | 22.7     | 19.9     | 21.3     | 17.4     | 18.9               |
| PAT MARGIN %     | 13.9     | 12.5     | 12.2     | 10.0     | 10.8               |
| ROCE %           | 41.4     | 25.2     | 30.1     | 24.9     | 23.7               |
| ROE %            | 29.8     | 19.9     | 21.6     | 19.4     | 17.7               |
| P/E TTM          | 59.0     | 48.9     | 68.5     | 65.6     | 57.6               |
| P/B TTM          | 17.6     | 10.7     | 14.8     | 13.9     | 10.6               |
| EV/EBITDA        | 34.5     | 29.4     | 34.5     | 33.9     | 33.2               |
| Dividend Yield % | 0.5      | 1.9      | 0.4      | 0.2      | 0.5                |
| MCap/ Sales TTM  | 9.1      | 6.1      | 9.5      | 6.3      | 6.9                |

Source: Company, Hem Securities Research.



**STORY IN CHARTS**





## INVESTMENT RATIONALE:

- Deal wins for FY21 stood at \$1,382 Mn with 270 active clients and 35 strong partnerships and alliances.
- Company is continuously investing in employee additions to deliver projects on time.
- Company has strong and diversified presence in different geographies. During FY21, all the verticals and geographies have shown strong growth and demand. Company also posted very strong numbers in the first 2 quarters of this financial year. There is a strong deal momentum.
- Management mentioned deal pipeline is strong with good mix of multi-year annuity and short-term digital transformation deals.
- Management expects that EBITDA margin to be sustained at 20% levels for FY22.
- Management was continuously investing in their European vertical in last 12 months and as a result we can see strong growth in this vertical.
- After ease in Covid, the Travel vertical witnessed double digit sequential growth from last four quarters consecutively.
- Sustained growth across different client buckets can be witnessed in Q2FY22 results. Top 2-20 Client bucket showed +19% QoQ growth in Q2 FY22.

## RISK FACTORS:

- North America is the major contributor of the revenue (~77%), so foreign currency fluctuation risk as well as geo political risk is there.
- There is a client concentration risk also as ~25% revenue comes from top client and ~50% revenue comes from Top 10 clients.
- The supply side environments seems challenging right now. Attrition rate for Mindtree jumped by 4% in this quarter to 17.7%.
- Increase in Covid may impact their travel vertical negatively.

## COMPANY RECAP

- Mindtree (A Larsen & Toubro Group Company) is a global technology consulting and services company, helping enterprises marry scale with agility to achieve competitive advantage.
- Mindtree has outlined a 4x4x4 strategy. The strategy focuses on four industry groups, four service lines, and four geographies aimed at growth, building existing strengths and developing strategic partnerships.
- Major verticals and their revenue contribution are Hi-Tech & Media (51%), BFSI (20.3%), Retail CPG & Manufacturing (20.6%) and Travel & Hospitality (8.1%).
- Revenue distribution by service offering: Customer Success (39%), Data & Intelligence (15%), Cloud (19%), Enterprise IT (27%).
- Major Geographical segments and their revenue contribution are America (79%), Continental Europe (13%), UK & Ireland (4.1%) and APAC & Middle East (3.8%).
- Company is continuously expanding in core computing areas. New areas of focus include DNA computing, AI for protein design, cognitive robotics, quantum computing, and sensing.
- The company has an experienced and skilled leadership team. The key people includes Debashis Chatterjee (CEO & MD), Venu Lambu (ED and President, Global Markets), Vinit Teredesai (CFO).



## ANNUAL PERFORMANCE

### Financials & Valuations

| Income Statement               |                 |                 |                 |                 |                 |                 | (₹ Cr)          |
|--------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Y/E March                      | 2017            | 2018            | 2019            | 2020            | 2021            | 2022E           | 2023E           |
| <b>Revenue from operations</b> | <b>5,236.40</b> | <b>5,462.80</b> | <b>7,021.50</b> | <b>7,764.30</b> | <b>7,967.80</b> | <b>10358.14</b> | <b>12429.77</b> |
| Growth YoY (%)                 | 12.06           | 4.32            | 28.53           | 10.58           | 2.62            | 30.00           | 20.00           |
| <b>Total Expenditure</b>       | <b>4,531.90</b> | <b>4,722.30</b> | <b>5,957.00</b> | <b>6,682.80</b> | <b>6,311.1</b>  | <b>8182.93</b>  | <b>9819.52</b>  |
| (%) of sales                   | 86.55           | 86.44           | 84.84           | 86.07           | 79.21           | 79.00           | 79.00           |
| <b>EBITDA</b>                  | <b>704.50</b>   | <b>740.50</b>   | <b>1,064.50</b> | <b>1,081.50</b> | <b>1,656.7</b>  | <b>2175.21</b>  | <b>2610.25</b>  |
| EBITDA Growth (%)              | -16.03          | 22.49           | 23.97           | 0.29            | 56.29           | 31.30           | 20.00           |
| EBITDA Margin (%)              | 14.51           | 17.04           | 16.43           | 14.90           | 22.70           | 21.00           | 21.00           |
| Depreciation                   | 185.80          | 171.50          | 164.10          | 275.40          | 259.60          | 259.6           | 259.6           |
| <b>EBIT</b>                    | <b>574.00</b>   | <b>759.20</b>   | <b>989.70</b>   | <b>881.70</b>   | <b>1,548.8</b>  | <b>1915.61</b>  | <b>2350.65</b>  |
| EBIT Growth (%)                | -22.34          | 32.26           | 30.36           | -10.91          | 75.66           | 23.68           | 22.71           |
| Net Interest Expenses          | 19.10           | 16.90           | 2.90            | 52.90           | 50.40           | 50.4            | 50.4            |
| Other Income                   | 55.30           | 190.20          | 89.30           | 75.60           | 151.70          | 151.7           | 151.7           |
| <b>Earnings before Taxes</b>   | <b>554.90</b>   | <b>742.30</b>   | <b>986.80</b>   | <b>828.80</b>   | <b>1,498.4</b>  | <b>2016.91</b>  | <b>2451.95</b>  |
| EBT Margin (%)                 | 10.60           | 13.59           | 14.05           | 10.67           | 18.81           | 19.47           | 19.73           |
| Tax-Total                      | 136.30          | 172.20          | 232.70          | 197.90          | 387.90          | 504.23          | 612.99          |
| Rate of tax (%)                | 24.56           | 23.20           | 23.58           | 23.88           | 25.89           | 25              | 25              |
| <b>Net Profit</b>              | <b>418.60</b>   | <b>570.10</b>   | <b>754.10</b>   | <b>630.90</b>   | <b>1,110.5</b>  | <b>1512.68</b>  | <b>1838.96</b>  |
| PAT Growth (%)                 | -24.24          | 36.19           | 32.28           | -16.34          | 76.02           | 36.22           | 21.57           |
| PAT Margin (%)                 | 7.99            | 10.44           | 10.74           | 8.13            | 13.94           | 14.60           | 14.79           |
| Minority Interest              | 0.00            | 0.00            | 0.00            | 0.00            | 0.00            | 0               | 0               |
| <b>Adjusted PAT</b>            | <b>418.60</b>   | <b>570.10</b>   | <b>754.10</b>   | <b>630.90</b>   | <b>1,110.5</b>  | <b>1512.68</b>  | <b>1838.96</b>  |
| <b>EPS</b>                     | <b>24.92</b>    | <b>34.78</b>    | <b>45.93</b>    | <b>38.33</b>    | <b>67.43</b>    | <b>91.85</b>    | <b>111.66</b>   |
| EPS Growth (%)                 | -24.33          | 39.60           | 32.03           | -16.54          | 75.91           | 36.22           | 21.57           |

### Balance Sheet

| Y/E March                             | 2017         | 2018         | 2019         | 2020         | 2021         |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Share Capital                         | 168          | 164          | 164          | 165          | 165          |
| Reserves                              | 2,409        | 2,578        | 3,142        | 2,992        | 4,154        |
| <b>Net Worth</b>                      | <b>2577</b>  | <b>2742</b>  | <b>3306</b>  | <b>3157</b>  | <b>4319</b>  |
| Borrowings                            | 100          | 301          | 1            | 567          | 538          |
| Other Liabilities                     | 714          | 694          | 872          | 1,433        | 1,505        |
| <b>Total Liabilities &amp; Equity</b> | <b>3,391</b> | <b>3,736</b> | <b>4,179</b> | <b>5,157</b> | <b>6,361</b> |
| Fixed Assets                          | 1,022        | 957          | 967          | 1,409        | 1,276        |
| Investments                           | 593          | 726          | 804          | 775          | 2,047        |
| Other Assets                          | 1,757        | 2,044        | 2,379        | 2,959        | 3,016        |
| <b>Total Assets</b>                   | <b>3,391</b> | <b>3,736</b> | <b>4,179</b> | <b>5,157</b> | <b>6,361</b> |

Source: Company, Hem Securities Research.



| <b>Ratios</b>                                 |             |             |             |             |             |
|---|-------------|-------------|-------------|-------------|-------------|
| <b>Y/E March</b> (Basic (INR))                | <b>2017</b> | <b>2018</b> | <b>2019</b> | <b>2020</b> | <b>2021</b> |
| <b>Profitability and return ratios</b>        |             |             |             |             |             |
| Net profit margin (%)                         | 7.99        | 10.44       | 10.74       | 8.13        | 13.94       |
| EBITDA margin (%)                             | 14.51       | 17.04       | 16.43       | 14.90       | 22.70       |
| EBIT margin (%)                               | 10.96       | 13.90       | 14.10       | 11.36       | 19.44       |
| ROE (%)                                       | 16.82       | 21.54       | 25.09       | 19.60       | 29.79       |
| ROCE (%)                                      | 22.35       | 26.55       | 31.17       | 27.28       | 41.43       |
| <b>Working Capital &amp; liquidity ratios</b> |             |             |             |             |             |
| Payables (Days)                               | 16.87       | 15.48       | 14.82       | 15.43       | 17.09       |
| Inventory (Days)                              | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        |
| Receivables (Days)                            | 65.14       | 63.87       | 61.11       | 65.21       | 62.14       |
| Current Ratio (x)                             | 2.64        | 2.54        | 3.24        | 2.46        | 2.87        |
| <b>Valuations Ratios</b>                      |             |             |             |             |             |
| EV/sales (x)                                  | 1.42        | 2.32        | 2.17        | 1.68        | 4.21        |
| EV/EBITDA (x)                                 | 9.80        | 13.60       | 13.21       | 11.28       | 18.56       |
| P/E (x)                                       | 18.16       | 22.25       | 20.55       | 21.61       | 30.92       |
| P/BV (x)                                      | 2.96        | 4.66        | 4.71        | 4.33        | 7.97        |
| Dividend Yield (%)                            | 2.21        | 1.16        | 3.50        | 1.57        | 1.20        |
| <b>Leverage Ratio</b>                         |             |             |             |             |             |
| Debt/Equity (x)                               | 0.04        | 0.11        | 0.00        | 0.00        | 0.00        |

| <b>Cash Flow Statement</b>              |             |             |             |             |               |
|---|-------------|-------------|-------------|-------------|---------------|
| <b>Y/E March</b>                        | <b>2017</b> | <b>2018</b> | <b>2019</b> | <b>2020</b> | <b>2021</b>   |
| <b>CF from Operating activities (A)</b> | <b>654</b>  | <b>564</b>  | <b>630</b>  | <b>825</b>  | <b>1,996</b>  |
| <b>CF from Investing Activities (B)</b> | <b>-459</b> | <b>-200</b> | <b>-180</b> | <b>6</b>    | <b>-1,205</b> |
| <b>CF from Financing Activities (C)</b> | <b>-138</b> | <b>-288</b> | <b>-522</b> | <b>-696</b> | <b>-422</b>   |
| Net Cash Flow                           | 57          | 77          | -72         | 135         | 369           |
| Add: Opening Bal.                       | 194         | 251         | 328         | 256         | 391           |
| <b>Closing Balance</b>                  | <b>251</b>  | <b>328</b>  | <b>256</b>  | <b>391</b>  | <b>760</b>    |

Source: Company, Hem Securities Research.



## RATING CRITERIA

| INVESTMENT RATING | EXPECTED RETURN |
|-------------------|-----------------|
| BUY               | >=15%           |
| ACCUMULATE        | 5% to 15%       |
| HOLD              | 0 to 5%         |
| REDUCE            | -5% to 0        |
| SELL              | <-5%            |

## RECOMMENDATION SUMMARY

| DATE        | RATING     | TARGET |
|-------------|------------|--------|
| 16 Nov 2021 | ACCUMULATE | 5416   |
|             |            |        |
|             |            |        |
|             |            |        |
|             |            |        |

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Name of the Research Analyst: Abhishek Sharda

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