

Estimate changes



TP change



Rating change



Bloomberg	DABUR IN
Equity Shares (m)	1,762
M.Cap.(INRb)/(USD\$b)	935.5 / 12.3
52-Week Range (INR)	659 / 502
1, 6, 12 Rel. Per (%)	4/-6/-17
12M Avg Val (INR M)	1288

#### Financials & Valuations (INR b)

Y/E March	2022	2023E	2024E
Sales	108.9	121.5	137.7
Sales Gr. (%)	14.1	11.5	13.4
EBITDA	22.5	25.4	30.9
EBITDA mrg. (%)	20.7	20.9	22.4
Adj. PAT	18.2	20.4	24.7
Adj. EPS (INR)	10.3	11.6	14.0
EPS Gr. (%)	7.7	11.9	20.8
BV/Sh.(INR)	47.4	53.1	58.7

#### Ratios

RoE (%)	22.7	23.0	25.0
RoCE (%)	21.0	20.9	22.9
Payout (%)	50.4	60.0	60.0

#### Valuation

P/E (x)	51.3	45.8	37.9
P/BV (x)	11.2	10.0	9.0
EV/EBITDA (x)	39.0	34.1	27.9
Div. Yield (%)	1.0	1.3	1.6

#### Shareholding pattern (%)

As On	Mar-22	Dec-21	Mar-21
Promoter	67.4	67.4	67.4
DII	3.8	3.6	5.3
FII	20.4	21.1	19.8
Others	8.4	7.9	7.5

FII Includes depository receipts

**CMP: INR529 TP: INR630 (+19%)**

**Buy**

## Sales visibility and pricing power augur well

- DABUR's 4QFY22 result was broadly in line with our volume, sales, and gross profit estimates, but higher other expenses led to a miss on EBITDA.
- The outlook for Juices is positive, given the robust summer demand. The demand and margin outlook for the international business is strong in FY23. Allied with higher pricing power in the Healthcare business, we remain positive on double-digit consolidated sales growth in FY23.
- Higher pricing power across its portfolio is only being strengthened by continued market share gains in 99% of its portfolio, which means that material costs may be less of a concern in FY23 v/s its peers.
- We maintain our **Buy** rating on healthy earnings growth prospects and inexpensive valuations.

## Sale/gross profit in line; higher other expenses led to an EBITDA miss

- **DABUR's 4QFY22 consolidated sales grew 7.7% YoY to INR25.2b** (in line). EBITDA/PBT/adjusted PAT grew 2.5%/5.2%/0.4% YoY to INR4.5b/INR4.8b/INR3.8b (est. INR5.4b/INR5.5b/INR4.2b).
- **Domestic FMCG volumes grew 2%/10.1% YoY in 4Q/FY22.**
- **Gross margin contracted by 130bp YoY to 47.4%** (est. 48%). As a percentage of sales, lower staff cost (-40bp YoY to 11.1%), ad spends (-60bp YoY to 6%), and higher other expenses (+60bp to YoY to 12.4%) resulted in a **90bp contraction in EBITDA margin to 18%** (est. 20.9%).
- **Sales/EBITDA/adjusted PAT grew 10.1%/21.3%/12.2% YoY in FY22.**
- Standalone sales grew 7.6% YoY in 4QFY22. EBITDA/adjusted PAT declined by 1%/2.8% YoY to INR3.3b/INR2.9b. EBITDA margin contracted by 150bp YoY to 17.8%.
- **The international business registered a constant-currency growth of 10.7%/15.8% YoY in 4Q/FY22.**
- The company has recommended a final dividend of INR2.7/share.

## Highlights from the management commentary

- A strong summer season, good harvest, and predictions of a normal monsoon are expected to result in a good demand in FY23.
- The base in the Healthcare segment is not favorable in 1QFY23, but it does not pose a challenge in subsequent quarters.
- The outlook for Juices and Nectar summer season sales is very good. It has already done well in Apr'22.
- The management aims to maintain FY23 operating margin at current levels.
- Higher other expenses in 4QFY22 were on account of a shortage in capacity in the Fruits business, which led to higher processing charges. Higher freight and Food business sales also led to the increase.
- In the next four years, the management will like e-commerce to account for 19-20% of sales from 6.5% of sales in FY22.

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

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

**Valuation and view**

- There is a 4% reduction in our FY23 EPS forecast. However, we maintain our FY24 EPS estimate.
- The medium-term and structural narratives on revenue growth are highly attractive, led by the initiatives taken by the new CEO in recent years on power brands, distribution, launches, and better analytics. Consequently, FY23 is likely to be the fourth year out of five of double-digit sales growth. As the impact of investing in these initiatives abates, DABUR's margin is likely to expand in FY24. We highlighted the investment case in detail in our [recent detailed note](#).
- In the near term, DABUR's sales visibility is better than its peers. Coupled with higher pricing power v/s its peers, DABUR's earnings have better visibility. We maintain our **Buy** rating with a TP of INR630/share (45x FY24E EPS).

**Consolidated quarterly performance**

(INR m)

Y/E March	FY21				FY22				FY21	FY22	FY22E 4QE	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Domestic FMCG vol. growth (%)</b>	-9.7	16.8	18.1	25.4	34.4	10.0	2.0	2.0	12.7	10.1	3.0	
<b>Net sales</b>	19,800	25,160	27,288	23,368	26,115	28,176	29,418	25,178	95,466	1,08,887	25,719	-2.1
YoY change (%)	-12.9	13.7	16.0	25.3	31.9	12.0	7.8	7.7	9.9	14.1	10.1	
<b>Gross profit</b>	9,784	12,802	13,751	11,390	12,562	13,761	14,222	11,946	47,727	52,490	12,345	-3.2
Margin (%)	49.4	50.9	50.4	48.7	48.1	48.8	48.3	47.4	50.0	48.2	48.0	
<b>EBITDA</b>	4,166	5,694	5,742	4,425	5,520	6,207	6,275	4,536	20,027	22,538	5,368	-15.5
Margin (%)	21.0	22.6	21.0	18.9	21.1	22.0	21.3	18.0	21.0	20.7	20.9	
YoY growth (%)	-9.0	16.3	16.5	25.6	32.5	9.0	9.3	2.5	11.9	12.5	21.3	
Depreciation	567	596	572	666	613	633	632	651	2,401	2,529	676	
Interest	78	75	69	86	75	83	111	118	308	386	102	
Other income	718	876	809	850	848	1,124	967	991	3,253	3,932	948	
<b>PBT</b>	4,238	5,899	5,911	4,522	5,681	6,616	6,500	4,759	20,570	23,555	5,537	-14.0
Tax	825	1,067	975	744	1,297	1,558	1,455	954	3,611	5,264	1,286	
Rate (%)	19.5	18.1	16.5	16.4	22.8	23.6	22.4	20.0	17.6	22.3	23.2	
<b>Adjusted PAT</b>	3,418	4,817	4,920	3,778	4,373	5,044	5,033	3,792	16,933	18,242	4,241	-10.6
YoY change (%)	-9.8	10.7	18.9	27.1	28.0	4.7	2.3	0.4	11.2	7.7	12.2	

E: MOFSL estimates

**Key performance indicators**

Y/E March	FY21				FY22			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Realization Gr. %</b>	1.3	1.1	0.4	4.9	-1.4	1.5	5.4	7.6
<b>2Y average growth %</b>								
Volumes	0.0	10.8	11.9	5.4	12.4	13.4	10.1	12.7
Sales	-1.8	8.9	11.5	6.5	9.5	12.9	11.9	16.5
EBITDA	4.8	12.5	13.6	1.3	11.8	12.7	12.9	14.1
PAT	2.7	13.1	16.0	-1.9	9.1	7.7	10.6	13.8
<b>% sales</b>								
COGS	50.6	49.1	49.6	51.3	51.9	51.2	51.7	52.6
Other expenditure	28.4	28.2	29.4	29.8	27.0	26.8	27.0	29.4
Depreciation	2.9	2.4	2.1	2.8	2.3	2.2	2.1	2.6
<b>YoY change %</b>								
COGS	-12.7	13.5	15.3	26.1	35.3	16.6	12.3	10.5
Other expenditure	-15.9	12.1	16.8	23.6	25.3	6.3	-0.8	6.4
Other income	-2.0	7.1	8.7	12.2	18.2	28.4	19.5	16.7
EBIT	18.2	20.3	18.9	16.1	18.8	19.8	19.2	15.4

**Exhibit 1: Category-wise performance**

Category growth (%)	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20	1QFY21	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22
Hair Care	2.6	12.0	7.3	2.8	(20.2)	(22.9)	(2.4)	13.7	26.0	39.0	26.5	8.4	3.1
Health Supplements	10.2	19.6	14.4	12.2	(9.7)	52.6	70.8	34.7	17.7	24.5	(13.6)	(8.3)	9.7
Oral Care	8.2	11.4	4.4	8.5	(15.4)	1.4	24.2	28.0	42.1	21.1	13.3	6.7	1.1
Foods	(5.9)	1.6	(5.0)	(1.7)	(20.6)	(34.4)	(3.8)	4.7	27.6	80.4	43.3	37.5	33.5
Digestives	11.9	18.2	10.2	15.9	(9.4)	(11.5)	2.5	(0.3)	20.0	16.2	22.7	12.2	1.2
Skin and Salon	11.2	12.1	1.0	(0.3)	(24.3)	(12.5)	38.1	9.1	37.9	(5.4)	(11.9)	3.2	(10.6)
Home Care	16.2	10.9	7.0	2.5	(18.0)	(30.5)	(10.2)	(1.0)	24.3	30.6	25.3	18.6	11.0
OTC and Ethicals	12.8	15.0	5.7	4.1	(20.9)	21.8	39.8	28.5	36.9	51.6	1.9	3.6	7.5
IBD (CC terms)	1.9	7.7	3.2	12.0	(0.5)	(21.6)	3.5	14.1	21.0	34.2	13.8	8.7	10.7

Source: Company, MOFSL

**Highlights from management commentary****Performance and outlook**

- In light of the contraction witnessed by the overall FMCG industry in 4QFY22, DABUR's ~8% sales growth was healthy.
- The Food & Beverages and Healthcare segments delivered strong performance.
- 2% growth in the HPC segment was on a very high base of over 30% in 4QFY21.
- Almost every category in DABUR's portfolio reported strong market share gain.
- A strong summer season, good harvest, and predictions of normal monsoons are expected to result in good demand for FY23.
- The Healthcare segment base is not favorable in 1QFY23 but is not a challenge in subsequent quarters.
- The Healthcare segment is relatively agnostic to recession, unlike HPC.
- The outlook for Juices and Nectar summer season sales is very good and it has already done very well in Apr'22.
- Rural sales were weak in 4QFY22, but the management believes that beyond the next couple of quarters, rural demand will rebound. DABUR's expansion of its rural reach will also help grow sales.
- Sales/margin outlook for the international business is good. Since these are higher per capita income markets, price hikes can also be higher.

**Costs and margins**

- High-single-digit material cost inflation YoY was led by RM for the Hair Oil business and packaging material. The management expects ~7% inflation in FY23.
- The GM impact YoY was restricted to just 130bp given calibrated price increases and cost savings.
- DABUR has been to take required price hikes in categories other than Hair Oil.
- The management aims to maintain FY23 operating margin at current levels.
- Higher other expenses in 4QFY22 were on account of a shortage in capacity for the Fruits business which led to higher processing charges. Higher freight and food business sales also led to the increase.

**Additional segmental highlights**

- There was a 250/300bp market share gain in Honey/Chyawanprash in 4QFY22.
- The overall domestic Oral Care category was down 5% YoY in 4QFY22. Thus, DABUR's 2.5% growth in the category was commendable.

- Dabur Red is now the number one toothpaste in the states of TN, AP, and Odisha.
- The international business registered a double-digit CC growth.
- The Drinks category touched INR1b in sales in FY22.

#### **e-commerce and tech**

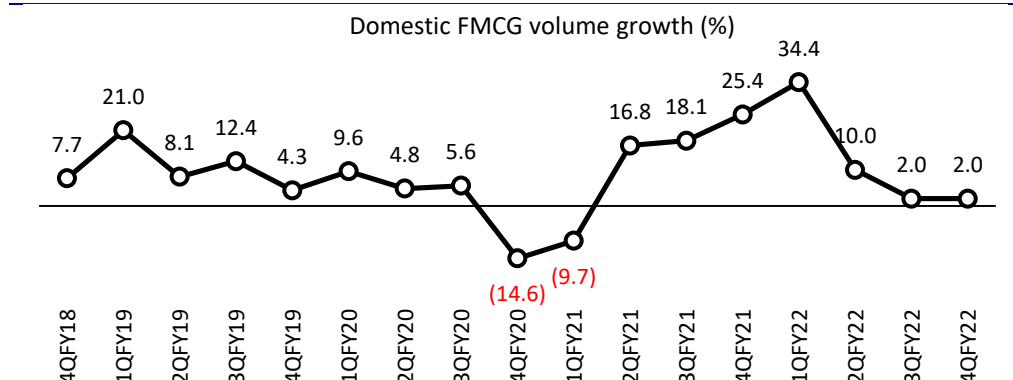
- e-commerce accounted for 6.5% of revenues. NPD proportion in e-commerce is 11-12%.
- In the next four years, management would like e-commerce to account for 19-20% of sales from 6.5% of sales in FY22.
- Innovation for the GT channel may be limited for now.
- ~25% of ad spends is now via digital platforms.

#### **Other points**

- Capex for India will be INR4b in FY23.
- The effective tax rate is expected to be 22.5-23% in FY23.
- DABUR plans to use its cash reserves for any synergistic acquisition opportunities in India. Food, HPC or e-commerce companies are potential targets.

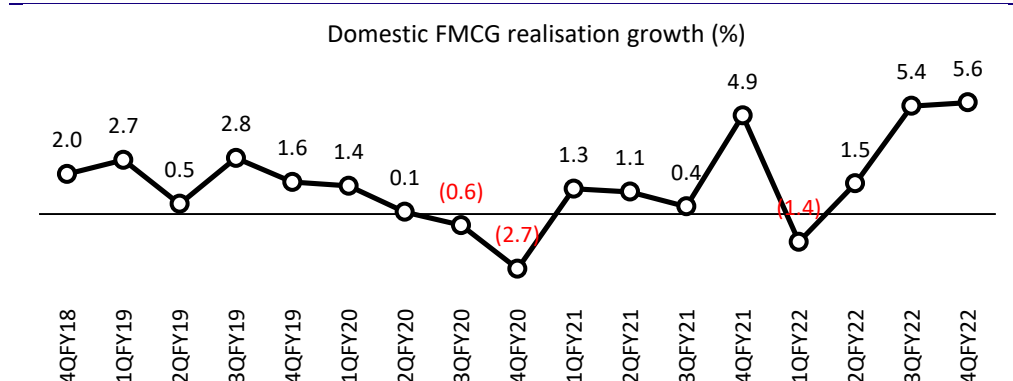
Key exhibits

Exhibit 2: Domestic FMCG business volumes up 2% YoY in 4QFY22



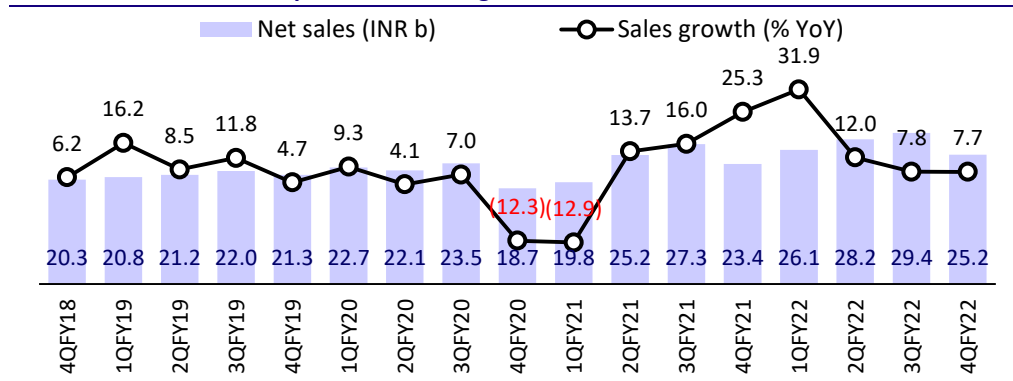
Source: Company, MOFSL

Exhibit 3: Domestic FMCG business realization up 5.6% YoY in 4QFY22



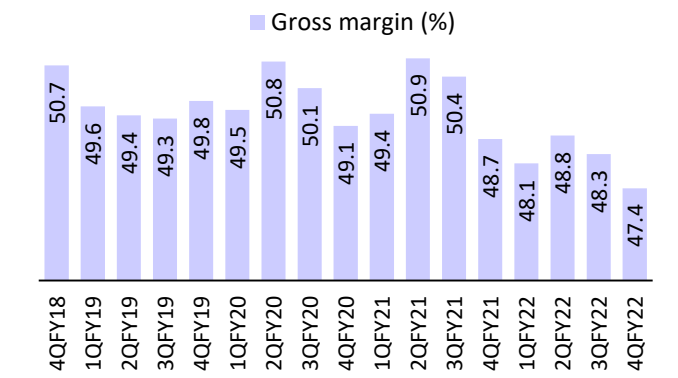
Source: Company, MOFSL

Exhibit 4: Consolidated reported net sales grow 7.7% YoY to INR25.2b



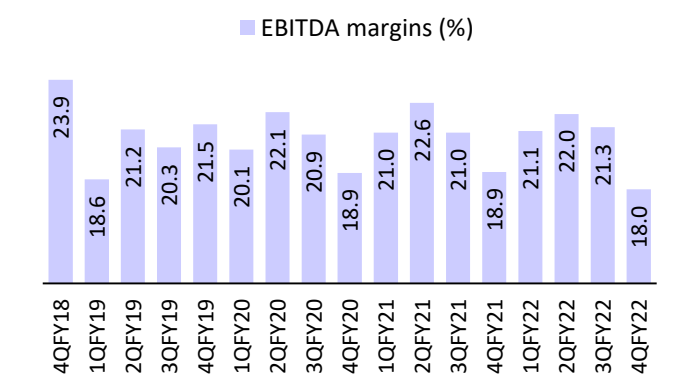
Source: Company, MOFSL

**Exhibit 5: Consolidated gross margin falls 130bp YoY to 47.4%**



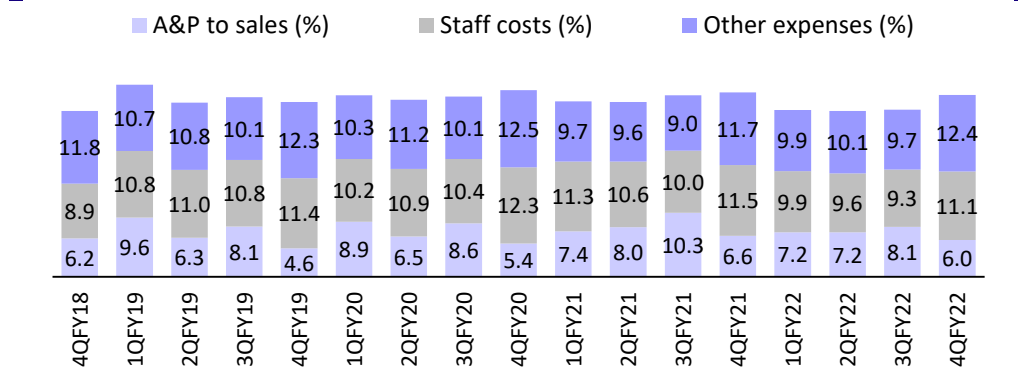
Source: Company, MOFSL

**Exhibit 6: EBITDA margin contracts by 90bp YoY to 18%**



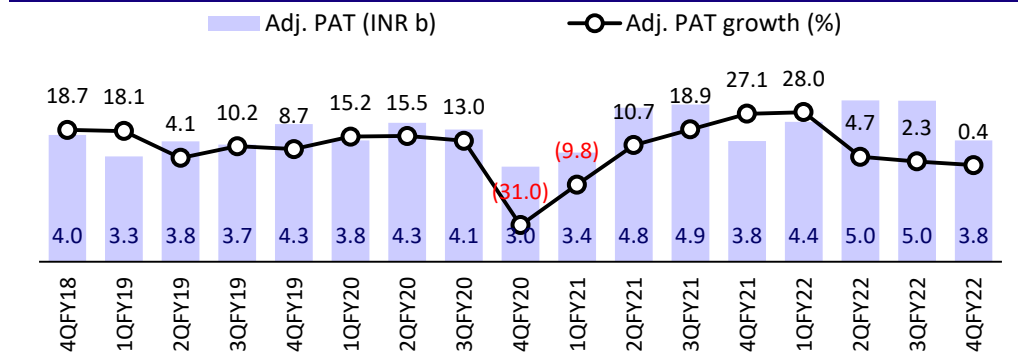
Source: Company, MOFSL

**Exhibit 7: Other expenses rise 60bp, while staff costs/A&P fall 40bp/60bp YoY**



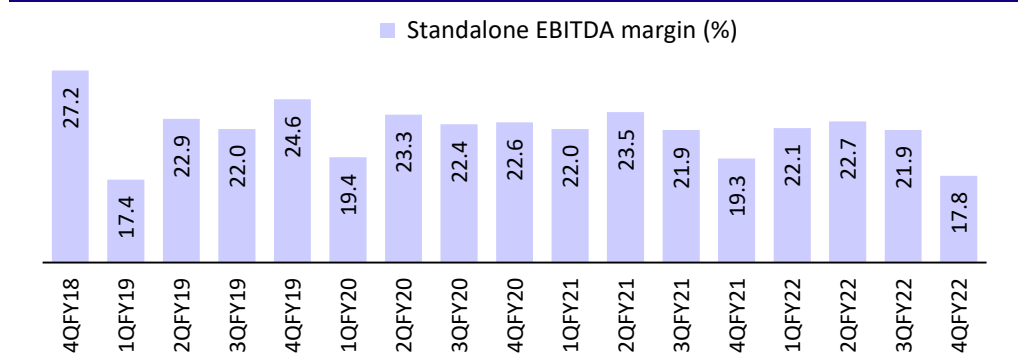
Source: Company, MOFSL

**Exhibit 8: Consolidated adjusted PAT up 0.4% YoY to INR3.8b**



Source: Company, MOFSL

**Exhibit 9: Standalone EBITDA margin contracts by 150bp YoY to 17.8% in 4QFY22**



Source: Company, MOFSL

## Valuation and view

### What has happened in the past decade from a business perspective?

- The company considerably increased its market share in two of its largest categories – Juices and Oral Care – to record highs towards the end of the decade. Following the initial setback from Patanjali, the company was able to recoup its lost market share in Honey, Chyawanprash, and Juices.
- For a company that reported a modest INR33b in sales in FY10, the sales/EBITDA/PAT CAGR for the last 10 years has been decent, but not remarkable, at 10–12%. Growth has been even lower in the past five years, with sales/EBITDA/PAT at ~2%/~6%/~7%.
- The inability to increase the pace of growth in its core Healthcare business has been the biggest disappointment.

### Changes being implemented by new MD

- The new CEO said there is a need to grow its core Healthcare segment, which contributes ~30% to sales. The goal is to appeal to the millennial, increase accessibility, and drive penetration through sampling and innovation in Healthcare.
- The management has identified power brands such as 1) Chyawanprash, Dabur Honey, Lal Tail, Honitus, and Pudim Hara in the Healthcare segment, 2) Dabur Red Toothpaste and Dabur Amla Hair Oil in HPC, and 3) Real in Foods. These brands constitute ~65% of sales, but would contribute a larger portion to incremental sales growth.
- Power brands are the focus of its ad spends. This would mean that even if overall ad spends rise by only 6–7%, the increase in ad spends on power brands is likely to be in the double digits.
- In the Home Care and Personal Care portfolios, where penetration is very high, the aim is to take market share from peers and plug in the gaps between its portfolio and geography.

### Valuation and view

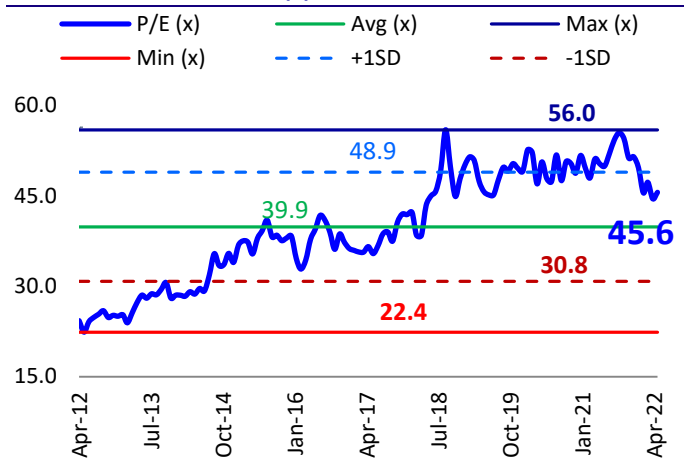
- There is a 4% reduction in our FY23 EPS forecast. However, we maintain our FY24 EPS estimate.
- The medium-term and structural narratives on revenue growth are highly attractive, led by the initiatives taken by the new CEO in recent years on power brands, distribution, launches, and better analytics. Consequently, FY23 is likely to be the fourth year out of five of double-digit sales growth. As the impact of investing in these initiatives abates, DABUR's margin is likely to expand in FY24. We highlighted the investment case in detail in our [recent detailed note](#).
- In the near term, DABUR's sales visibility is better than its peers. Coupled with higher pricing power v/s its peers, DABUR's earnings have better visibility. We maintain our **Buy** rating with a TP of INR630/share (45x FY24E EPS).

**Exhibit 10: Revise our FY23/FY24 EPS estimate by -4.1%/-0.4%**

	New estimate		Old estimate		Change (%)	
	FY23E	FY24E	FY23E	FY24E	FY23E	FY24E
Net sales	1,21,460	1,37,717	1,23,602	1,39,721	-1.7	-1.4
EBITDA	25,400	30,866	26,743	31,395	-5.0	-1.7
Adjusted PAT	20,420	24,665	21,301	24,762	-4.1	-0.4

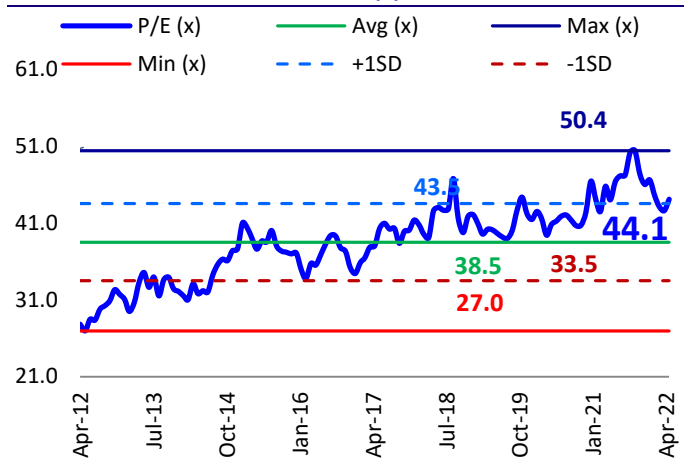
Source: MOFSL

**Exhibit 11: DABUR's P/E (x)**



Source: Bloomberg, MOFSL

**Exhibit 12: Consumer sector P/E (x)**



Source: Bloomberg, MOFSL



## Financials and valuations

Income Statement							(INR m)
Y/E March	2018	2019	2020	2021	2022	2023E	2024E
<b>Net Sales</b>	<b>77,219</b>	<b>85,150</b>	<b>86,846</b>	<b>95,466</b>	<b>1,08,887</b>	<b>1,21,460</b>	<b>1,37,717</b>
Change (%)	1.4	10.3	2.0	9.9	14.1	11.5	13.4
<b>Gross Profit</b>	<b>39,019</b>	<b>42,240</b>	<b>43,404</b>	<b>47,727</b>	<b>52,490</b>	<b>59,758</b>	<b>70,098</b>
Margin (%)	50.5	49.6	50.0	50.0	48.2	49.2	50.9
Other Expenditure	22,845	24,845	25,510	27,700	29,952	34,358	39,232
<b>EBITDA</b>	<b>16,174</b>	<b>17,396</b>	<b>17,895</b>	<b>20,027</b>	<b>22,538</b>	<b>25,400</b>	<b>30,866</b>
Change (%)	7.2	7.6	2.9	11.9	12.5	12.7	21.5
Margin (%)	20.9	20.4	20.6	21.0	20.7	20.9	22.4
Depreciation	1,622	1,769	2,205	2,401	2,529	2,792	2,999
Int. and Fin. Charges	531	596	495	308	386	423	453
Other Income - Recurring	3,052	2,962	3,053	3,253	3,932	4,401	4,906
<b>Profit before Taxes</b>	<b>17,074</b>	<b>17,993</b>	<b>18,248</b>	<b>20,570</b>	<b>23,555</b>	<b>26,586</b>	<b>32,320</b>
Change (%)	6.0	5.4	1.4	12.7	14.5	12.9	21.6
Margin (%)	22.1	21.1	21.0	21.5	21.6	21.9	23.5
Tax	3,713	4,221	4,854	5,052	4,422	5,955	7,401
Deferred Tax	-360	-1,284	-1,857	-1,441	842	160	194
Tax Rate (%)	19.6	16.3	16.4	17.6	22.3	23.0	23.5
<b>Profit after Taxes</b>	<b>13,720</b>	<b>15,056</b>	<b>15,250</b>	<b>16,960</b>	<b>18,291</b>	<b>20,472</b>	<b>24,725</b>
Change (%)	7.2	9.7	1.3	11.2	7.9	11.9	20.8
Margin (%)	17.8	17.7	17.6	17.8	16.8	16.9	18.0
Minority Interest	31	30	30	27	49	52	59
Exceptional Items	-145	-603	-800	0	-850	0	0
<b>Reported PAT</b>	<b>13,544</b>	<b>14,423</b>	<b>14,421</b>	<b>16,933</b>	<b>17,392</b>	<b>20,420</b>	<b>24,665</b>

Balance Sheet							(INR m)
Y/E March	2018	2019	2020	2021	2022	2023E	2024E
Share Capital	1,762	1,766	1,767	1,767	1,768	1,768	1,768
Reserves	55,304	54,550	64,290	74,868	82,045	92,135	1,02,002
<b>Net Worth</b>	<b>57,065</b>	<b>56,317</b>	<b>66,058</b>	<b>76,635</b>	<b>83,813</b>	<b>93,903</b>	<b>1,03,769</b>
Minority Interest	265	314	365	367	406	457	517
Loans	9,418	7,039	5,267	5,104	10,344	10,301	10,301
<b>Capital Employed</b>	<b>66,749</b>	<b>63,670</b>	<b>71,689</b>	<b>82,107</b>	<b>94,562</b>	<b>1,04,662</b>	<b>1,14,587</b>
Gross Block	26,342	28,028	32,935	34,430	38,457	42,457	44,457
Less: Accum. Depn.	-10,177	-11,698	-13,768	-15,361	-17,889	-20,681	-23,679
<b>Net Fixed Assets</b>	<b>16,166</b>	<b>16,330</b>	<b>19,167</b>	<b>19,069</b>	<b>20,568</b>	<b>21,776</b>	<b>20,777</b>
Capital WIP	415	638	1,466	1,473	1,675	1,675	1,675
<b>Investments</b>	<b>38,052</b>	<b>33,588</b>	<b>28,003</b>	<b>41,596</b>	<b>62,196</b>	<b>67,561</b>	<b>73,463</b>
<b>Curr. Assets, L&amp;A</b>	<b>28,268</b>	<b>30,451</b>	<b>41,326</b>	<b>42,793</b>	<b>35,888</b>	<b>43,916</b>	<b>46,809</b>
Inventory	12,562	13,005	13,796	17,343	19,114	20,739	22,634
Account Receivables	7,061	8,336	8,139	5,616	6,462	7,321	8,301
Cash and Bank Balance	3,061	3,282	8,114	13,290	5,701	11,244	11,263
Others	5,585	5,828	11,278	6,544	4,612	4,612	4,612
<b>Curr. Liab. and Prov.</b>	<b>19,177</b>	<b>20,465</b>	<b>21,677</b>	<b>26,226</b>	<b>27,461</b>	<b>31,962</b>	<b>29,833</b>
Current Liabilities	17,128	18,061	18,926	22,868	24,964	28,758	26,383
Provisions	2,049	2,404	2,751	3,357	2,497	3,204	3,450
<b>Net Current Assets</b>	<b>9,092</b>	<b>9,985</b>	<b>19,649</b>	<b>16,568</b>	<b>8,428</b>	<b>11,954</b>	<b>16,976</b>
Deferred Tax Liability	-1,091	-231	46	40	-816	-816	-816
<b>Application of Funds</b>	<b>66,749</b>	<b>63,670</b>	<b>71,689</b>	<b>82,107</b>	<b>94,562</b>	<b>1,04,662</b>	<b>1,14,587</b>

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	2018	2019	2020	2021	2022	2023E	2024E
<b>Basic (INR)</b>							
EPS	7.8	8.5	8.6	9.6	10.3	11.6	14.0
Cash EPS	8.6	9.2	9.4	10.9	11.3	13.1	15.6
BV/Share	32.4	31.9	37.4	43.4	47.4	53.1	58.7
DPS	7.5	2.8	3.0	4.8	5.2	6.9	8.4
Payout %	96.5	32.3	34.8	49.6	50.4	60.0	60.0
<b>Valuation (x)</b>							
P/E	68.1	62.2	61.4	55.2	51.3	45.8	37.9
Cash P/E	61.5	57.7	56.2	48.4	47.0	40.3	33.8
EV/Sales	11.7	10.6	10.4	9.3	8.1	7.1	6.3
EV/EBITDA	55.7	52.0	50.5	44.2	39.0	34.1	27.9
P/BV	16.3	16.6	14.2	12.2	11.2	10.0	9.0
Dividend Yield (%)	1.4	0.5	0.6	0.9	1.0	1.3	1.6
<b>Return Ratios (%)</b>							
RoE	25.9	26.5	24.9	23.7	22.7	23.0	25.0
RoCE	22.6	23.9	23.1	22.4	21.0	20.9	22.9
RoIC	48.9	50.9	43.5	48.6	61.2	70.8	81.4
<b>Working Capital Ratios</b>							
Debtor (Days)	33	36	34	21	22	22	22
Asset Turnover (x)	1.2	1.3	1.2	1.2	1.2	1.2	1.2
<b>Leverage Ratio</b>							
Debt/Equity (x)	0.2	0.1	0.1	0.1	0.1	0.1	0.1

### Cash Flow Statement

(INR m)

Y/E March	2018	2019	2020	2021	2022	2023E	2024E
OP/(loss) before Tax	16,931	17,249	17,276	20,560	22,687	26,586	32,320
Int./Div. Received	153	1,664	2,325	-186	499	-4,401	-4,906
Depreciation & Amort.	1,622	1,769	2,205	2,401	2,529	2,792	2,999
Interest Paid	-1,991	-2,002	-2,001	-2,300	-2,847	423	453
Direct Taxes Paid	-3,249	-3,507	-3,089	-3,213	-3,876	-5,955	-7,401
(Incr)/Decr in WC	-2,575	-181	-581	3,884	-968	2,016	-5,003
<b>CF from Oper.</b>	<b>10,890</b>	<b>14,991</b>	<b>16,135</b>	<b>21,147</b>	<b>18,023</b>	<b>21,461</b>	<b>18,461</b>
(Incr)/Decr in FA	-2,003	-2,250	-4,005	-3,063	-3,692	-4,000	-2,000
<b>Free Cash Flow</b>	<b>8,887</b>	<b>12,741</b>	<b>12,130</b>	<b>18,083</b>	<b>14,331</b>	<b>17,461</b>	<b>16,461</b>
(Pur)/Sale of Invt.	-5,837	3,175	-3,646	-13,611	-12,731	-5,365	-5,902
Others	2,706	3,187	6,777	6,838	-4,285	6,164	4,712
<b>CF from Invest.</b>	<b>-5,134</b>	<b>4,112</b>	<b>-874</b>	<b>-9,836</b>	<b>-20,707</b>	<b>-3,201</b>	<b>-3,190</b>
Issue of Shares	0	5	1	0	1	0	0
(Incr)/Decr in Debt	-545	-2,402	-1,751	-278	2,490	-43	0
Dividend Paid	-3,963	-13,247	-5,125	-5,921	-9,723	-12,252	-14,799
Others	-1,235	-3,238	-3,555	64	2,328	-423	-453
<b>CF from Fin. Act.</b>	<b>-5,744</b>	<b>-18,882</b>	<b>-10,430</b>	<b>-6,134</b>	<b>-4,905</b>	<b>-12,718</b>	<b>-15,252</b>
<b>Incr/Decr of Cash</b>	<b>12</b>	<b>221</b>	<b>4,832</b>	<b>5,177</b>	<b>-7,589</b>	<b>5,542</b>	<b>19</b>
Add: Opening Bal.	3,048	3,061	3,282	8,114	13,290	5,701	11,244
<b>Closing Balance</b>	<b>3,061</b>	<b>3,282</b>	<b>8,114</b>	<b>13,290</b>	<b>5,701</b>	<b>11,244</b>	<b>11,263</b>

E: MOFSL Estimates

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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