

Estimate changes



TP change



Rating change



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Bloomberg	BJAUT IN
Equity Shares (m)	289
M.Cap.(INRb)/(USDb)	1114.8 / 15
52-Week Range (INR)	4361 / 2823
1, 6, 12 Rel. Per (%)	-9/-14/-10
12M Avg Val (INR M)	2893

Financials & Valuations (INR b)

Y/E MARCH	2021	2022E	2023E
Sales	277	361	406
EBITDA	49.3	59.5	72.2
EBITDA (%)	17.8	16.5	17.8
Adj. PAT	48.6	56.7	65.7
EPS (INR)	168	196	227
EPS Gr. (%)	-6.8	16.8	15.7
BV/Sh.(INR)	871	893	915
Ratios			
RoE (%)	21.5	22.2	25.1
RoCE (%)	19.7	20.1	22.7
Payout (%)	83.4	81.6	83.7
Valuation			
P/E (x)	23.0	19.7	17.0
P/BV (x)	4.4	4.3	4.2
Div.Yield (%)	3.6	4.2	4.9
FCF Yield (%)	2.6	4.5	5.3

Shareholding pattern (%)

As On	Jun-21	Mar-21	Jun-20
Promoter	53.7	53.7	53.7
DII	12.7	12.3	9.1
FII	11.8	12.0	13.7
Others	21.8	22.0	23.5

FII Includes depository receipts

CMP: INR3,853 TP: INR4,250 (+10%)
Neutral
Below our estimate; higher RM cost keeps margin under pressure
Near term outlook muted for domestic 2Ws; Chetak to soon get FAME-2 approval

- BJAUT's 1QFY22 performance was impacted by high RM and employee cost. While core business recovery is ahead of the market, its ramp-up in EVs would be a key monitorable as the inflection point for EVs comes closer. Higher dividend yield will provide a floor to valuations.
- We marginally lower our FY22E/FY23E EPS by 3% each to account for cost inflation and higher employee cost. We maintain our Neutral rating with a TP of INR4,250/share.

Commodity inflation diluted by price hike and favorable forex

- Revenue/EBITDA/PAT grew 140%/174%/101% YoY (-14%/-26.5%/-20% QoQ) in 1QFY22.
- Realizations grew 5.6% YoY (flat QoQ) to INR73.4k (est. INR72.8k), led by a price hike of 1.5% QoQ, favorable forex (1%), and mix.
- Gross margin declined by 110bp QoQ (-590bp YoY) to 27% (est. 27.4%) due to cost inflation of 3.7%, but diluted by a price hike and favorable forex.
- EBITDA margin declined by 250bp QoQ (+190bp YoY) to 15.2% (est. 17.1%), impacted by operating deleverage (160bp) and higher than expected staff cost. Higher other income and lower tax supported standalone PAT to ~INR10.6b (est. INR11.2b), a growth of 101% (-20% QoQ). BJAUT's share of PAT from associates (KTM) stood at INR1.1b (v/s -INR1.32b/INR2.2b in 1Q/4QFY21)

Highlights from the management commentary

- **Domestic 2W outlook:** The recovery in domestic 2Ws would be slower than last year due to higher channel inventory as compared to last year (which had lower inventory due to the transition to BS-VI emission norms). Pent-up demand so far has been lower than last year. Industry Wholesales are expected to trail Retail in 2QFY22 and would be flat YoY. BJAUT expects to do better due to its 125cc and new offerings in the Commuter portfolio.
- **Domestic 3W outlook:** Return to normalcy was interrupted in Apr-May'21. However, Retails in Jun'21 were good at 6-7k units (v/s its expectation of 5k). Availability of financing is not a problem for 3Ws, though underwriting could be stricter.
- **Export outlook:** It is consistently exporting over 200k units/month despite weakness in pockets like ASEAN, South Asia, and a few markets in Africa/LatAm. It expects exports to stabilize and receive a boost once the COVID-19 situation improves in these pockets of weakness.
- **Cost inflation** of 3% is expected in 2QFY22, of which ~2% is expected to be offset through price hikes.
- **EVs:** Chetak is being launched in Nagpur, Aurangabad, Mysore, and Mangaluru. Chetak's approval for FAME-2 subsidy is expected anytime now. It is setting-up a new subsidiary focused on EVs. BJAUT would be launching its own e-3W by the end of CY21.

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Valuation and view

- Margin would be impacted by commodity headwinds in the near term. In the long term, BJAUT would benefit from: a) premiumization trend, b) good growth opportunity in exports, and c) potential position in the 2W Scooter market via EVs. While the recovery in domestic 3Ws might be delayed, it is vulnerable to a possible disruption from electrification.
- Valuations at 19.7x/17x. FY22E/FY23 consolidated EPS largely capture in the expected recovery. Dividend yield of 4.5-5% would provide a floor for the stock. We maintain our Neutral rating with a TP of INR4,250/share (~18x Sep'23E consolidated EPS).

Quarterly performance

	FY21				FY22				FY21	FY22E	FY22E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			
Net Sales	30,792	71,559	89,099	85,961	73,860	93,198	99,983	93,621	2,77,411	3,60,662	73,195
Change (%)	(60.3)	(7.2)	16.6	26.1	139.9	30.2	12.2	8.9	(7.3)	30.0	137.7
EBITDA	4,085	12,662	17,296	15,241	11,198	14,718	16,966	16,602	49,285	59,485	12,500
EBITDA Margin (%)	13.3	17.7	19.4	17.7	15.2	15.8	17.0	17.7	17.8	16.5	17.1
Interest	10	27	10	20	23	20	20	22	67	85	3
Depreciation	638	643	650	662	641	660	675	677	2,593	2,653	670
Non-operating Income	3,379	2,858	3,692	2,836	3,293	3,000	3,000	3,084	12,765	12,377	2,850
PBT after EO	6,817	14,851	20,328	17,395	13,827	17,038	19,271	18,987	59,390	69,124	14,678
Effective Tax Rate (%)	22.5	23.4	23.4	23.4	23.3	23.7	23.7	24.1	23.3	23.7	23.9
Adj. PAT	5,280	11,382	15,563	13,321	10,612	12,995	14,698	14,415	45,546	52,720	11,174
Change (%)	(53.1)	(18.8)	23.4	1.7	101.0	14.2	(5.6)	8.2	(10.7)	15.8	111.6

Key performance indicators

	FY21				FY22				FY21	FY22E	FY22E
	1Q	2Q	3Q	4QE	1Q	2QE	3QE	4QE			
Volumes ('000 units)	443	1,053	1,307	1,170	1,006	1,257	1,345	1,258	3,973	4,866	1,006
Growth YoY (%)	-64.5	-10.2	8.7	17.9	127.0	19.3	2.9	7.6	-13.9	22.5	127.0
Dom. M/Cycle Mkt. Sh. (%)	20.7	17.5	18.6	17.3	19.7				18.1		20
Realization (INR/unit)	69,493	67,935	68,180	73,492	73,419	74,153	74,338	74,418	69,826	74,121	72,757
Growth YoY (%)	11.7	3.4	7.3	7.0	5.6	9.2	9.0	1.3	7.7	6.2	4.7
Cost Break-up											
RM Cost (% of sales)	67.1	70.7	70.8	71.9	73.0	73.8	73.0	72.2	70.7	73.0	72.6
Staff Cost (% of sales)	11.0	4.5	3.6	3.6	4.9	3.9	3.7	3.9	4.6	4.1	4.4
Other Cost (% of sales)	8.7	7.1	6.2	6.9	6.9	6.6	6.4	6.3	7.0	6.5	6.0
Gross Margin (%)	32.9	29.3	29.2	28.1	27.0	26.3	27.0	27.8	29	27	27
EBITDA Margin (%)	13.3	17.7	19.4	17.7	15.2	15.8	17.0	17.7	17.8	16.5	17.1
EBIT Margin (%)	11.2	16.8	18.7	17.0	14.3	15.1	16.3	17.0	16.8	14.3	16.2

E: MOFSL estimates

**Key takeaways from the earnings call**

- **Domestic 2W outlook:** The recovery in domestic 2Ws would be slower than last year due to higher channel inventory as compared to last year (which had lower inventory due to the transition to BS-VI emission norms). Pent-up demand so far has been lower than last year. Industry Wholesales are expected to trail Retail in 2QFY22 and would be flat YoY. BJAUT expects to do better due to its 125cc and new offerings in the Commuter portfolio.
- **Domestic 3W outlook:** Return to normalcy was interrupted in Apr-May'21. However, Retails in Jun'21 were good at 6-7k units (v/s its expectation of 5k). Availability of financing is not a problem for 3Ws, though underwriting could be stricter. Rising NPAs are largely to do with its old book as loans availed during the

moratorium period are now turning into NPAs. BJAUT has now attained leadership in all segments of 3Ws in the domestic market.

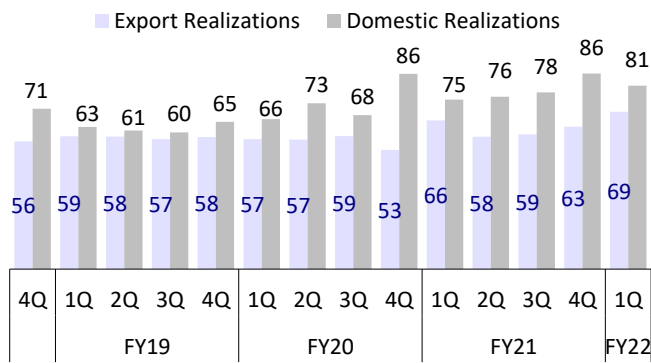
- **Export outlook:** It is consistently exporting over 200k units/month despite weakness in pockets like ASEAN, South Asia, and a few markets in Africa/LatAm. It expects exports to stabilize and receive a boost once the COVID-19 situation improves in these pockets of weakness. It has gained 2%/6% QoQ global market share in 2Ws/3Ws. It now generates 85% of exports from markets where it is either placed first or second. Strong growth in exports to KTM (+48% QoQ) and introduction of Dominar 250 has led to an increase in the contribution of the Premium segment in exports.
- It witnessed a **cost inflation** of 3.7% in 1QFY22, of which 1.5% was diluted through price hikes. A further 3% cost inflation is expected in 2QFY22, of which ~2% is expected to be offset through price hikes.
- **EVs:** Chetak is being launched in four more cities: Nagpur, Aurangabad, Mysore, and Mangaluru. Chetak's approval for FAME-2 subsidy is expected anytime now. It is setting-up a new subsidiary focused on EVs. While it expects a 3-5 year transition for EVs in 2Ws, its roadmap in 3Ws isn't very clear considering the increasing penetration of CNG. BJAUT would be launching its own e-3W by the end of CY21.
- **CNG 3Ws:** The government's plan to increase CNG pumps to 9,000 by CY25 from 1,500 at present should augur well for BJAUT due to its 85-90% share in CNG. As a rule of thumb, the creation of 100 new CNG pumps would generate a demand for 10k 3Ws (new as well as the shift from diesel as CNG offers savings of INR1.25/km).
- Triumph product launch has got delayed by 6-9 months due to COVID-19 impact and is now expected to be launched by FY23-end.

Exhibit 1: Trend in product mix

	1QFY22	1QFY21	YoY (%)	4QFY21	QoQ (%)
Motorcycles					
Domestic	3,42,552	1,85,981	84.2	4,87,731	-29.8
% of total volumes	34.1	42.0		41.7	
Exports	5,56,753	2,13,948	160.2	5,59,901	-0.6
% of total volumes	55.3	48.3		47.9	
Total Motorcycles	8,99,305	3,99,929	124.9	10,47,632	-14.2
% of total volumes	89.4	90.3		89.6	
Three-Wheelers					
Domestic	14,585	5,282	176.1	46,388	-68.6
% of total volumes	1.4	1.2		4.0	
Exports	92,124	37,892	143.1	75,644	21.8
% of total volumes	9.2	8.6		6.5	
Total 3Ws	1,06,709	43,174	147.2	1,22,032	-12.6
% of total volumes	10.6	9.7		10.4	
Total volumes	10,06,014	4,43,103	127.0	11,69,664	-14.0

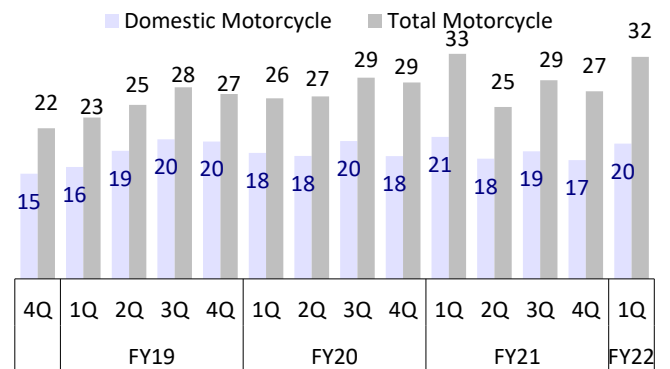
Source: Company, MOFSL

Exhibit 2: Trend in domestic/export realizations



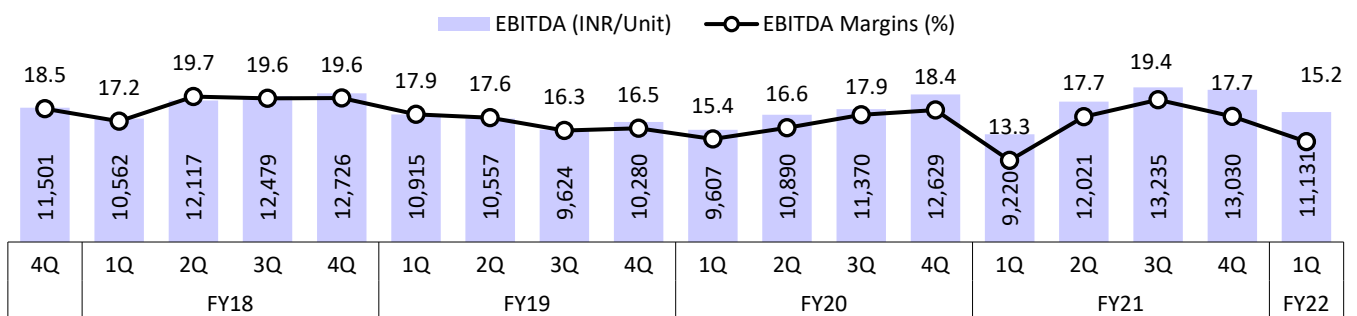
Source: Company, MOFSL

Exhibit 3: Trend in domestic and total 2W market share



Source: Company, MOFSL

Exhibit 4: EBITDA and EBITDA margin trend



Source: Company, MOFSL

Valuations and view

- Volumes impacted by the slowdown in the 2W industry since 4QFY21:** While FY21 has been a year of challenges for the domestic 2W industry due to the COVID-19 outbreak, BJAUT sailed on the back of a good recovery in the domestic market (led by Pulsar 125cc) and faster recovery in export markets (its key African markets were least impacted by the pandemic). It is relatively better positioned than mainstream 2W peers owing to its strength in exports and the Premium Motorcycle segment. We estimate 16% volume CAGR over FY20-23E.
- Well-placed to ride the premiumization trend:** Leveraging its strong alliance with KTM and latest partnerships with Husqvarna and Triumph, BJAUT would have the widest range of Premium Motorcycles to offer. Husqvarna and KTM present an opportunity to drive contract manufacturing volumes by 3x over the next few years. Meanwhile, Triumph would facilitate its entry in the fast-growing mid-capacity Cruiser segment (~1.5m Motorcycles annually) in CY20.
- Chetak e-Scooter to drive re-entry into the large Scooter segment:** BJAUT has re-entered the lucrative Scooter segment through e-Scooter Chetak. This would expand its addressable market as Scooter constitute ~32% of the domestic 2W industry. The company, which plans to focus solely on e-Scooters, is one of the early movers in this segment. It would be at the forefront of driving electrification and has the opportunity to gain a sizeable share of the e-Scooter market.
- Better positioned to protect margins v/s peers:** Unlike its 2W peers, BJAUT has several levers to support margin and dilute the impact of cost inflation and operating deleverage. It supports margin in the form of: a) mix (Premium Motorcycle, domestic 3Ws, and exports), b) normalizing of export incentives, and

c) lower fixed cost vis-à-vis peers. We expect it to maintain EBITDA margin between 17.5% and 18% over the next 2-3 years.

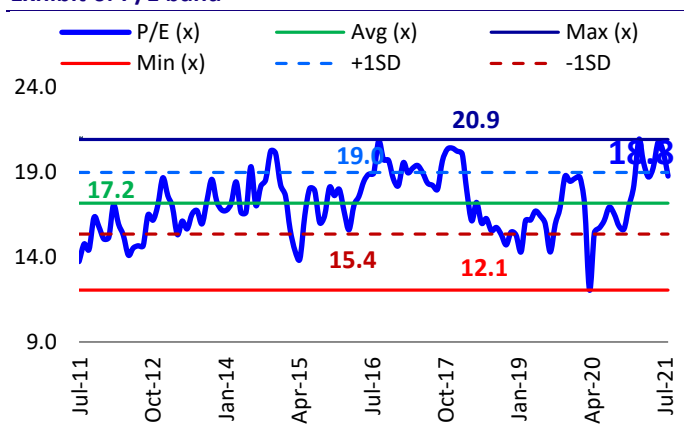
- Maintain Neutral with a TP of INR4,250/share:** We lower our FY22E/FY23E EPS by 3% each to account for cost inflation and higher employee cost. BJAUT would benefit from: a) premiumization trend, b) good growth opportunity in exports, and c) potential position in the 2W Scooter market via EVs. While the recovery in domestic 3Ws might be delayed, it is vulnerable to a possible disruption from electrification. Valuations at 19.7x/17x. FY22E/FY23 consolidated EPS largely capture in the expected recovery. Dividend yield of 4.5-5% would provide a floor for the stock. We maintain our Neutral rating with a TP of INR4,250/share (~18x Sep'23E consolidated EPS).

Exhibit 5: Revised forecast (INR m)

	FY22E			FY23E		
	Revised	Old	Change (%)	Revised	Old	Change (%)
Volumes ('000 units)	4,866	4,875	-0.2	5,306	5,330	-0.5
Net sales	3,60,662	3,58,111	0.7	4,06,274	4,02,290	1.0
EBITDA	59,485	62,619	-5.0	72,245	74,406	-2.9
EBITDA margin (%)	16.5	17.5	-100bp	17.8	18.5	-70bp
Net Profit	56,734	58,394	-2.8	65,654	67,698	-3.0
EPS (INR)	196.1	201.8	-2.8	226.9	233.9	-3.0

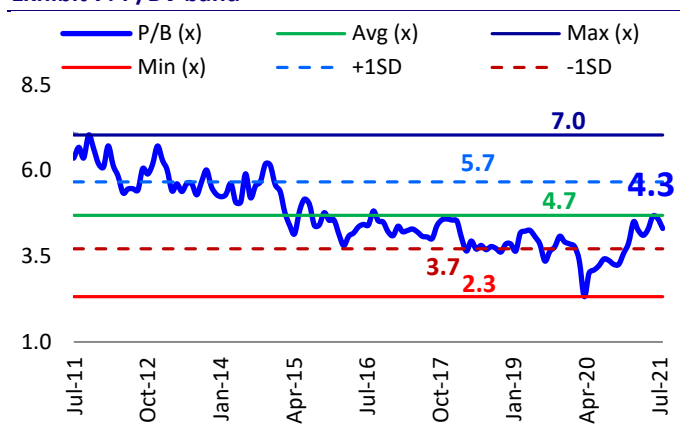
Source: MOFSL

Exhibit 6: P/E band



Source: MOFSL

Exhibit 7: P/BV band



Source: MOFSL

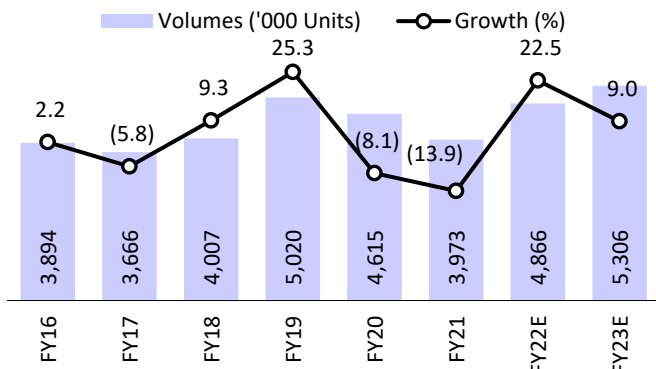
Exhibit 8: Key operating metrics

'000 units	FY18	FY19	FY20	FY21	FY22E	FY23E
Motorcycles (units)						
Domestic	1,975	2,541	2,078	1,809	2,117	2,244
Growth (%)	-1.3	28.7	-18.2	-12.9	17	6
% of total volumes	49.3	50.6	45	45.5	43.5	42.3
Exports	1,395	1,696	1,869	1,797	2,183	2,357
Growth (%)	14.5	21.6	10.2	-3.9	21.5	8
% of total volumes	34.8	33.8	40.5	45.2	44.9	44.4
Total Motorcycles	3,369	4,237	3,948	3,606	4,300	4,601
Growth (%)	4.6	25.7	-6.8	-8.7	19.2	7
% of total volumes	84.1	84.4	85.5	90.8	88.4	86.7
3Ws						
Domestic	370	399	366	109	221	331
Growth (%)	46	8.1	-8.4	-70.1	102	50
% of total volumes	9.2	8	7.9	2.8	4.5	6.2
Exports	268	383	302	258	345	373
Growth (%)	38.9	43.1	-21.2	-14.6	34	8
% of total volumes	6.7	7.6	6.5	6.5	7.1	7
3Ws	637	783	668	367	566	704
Growth (%)	42.9	22.8	-14.7	-45	54.2	24.4
% of total volumes	15.9	15.6	14.5	9.2	11.6	13.3
Total Volumes	4,007	5,020	4,615	3,973	4,866	5,306
Growth (%)	9.3	25.3	-8.1	-13.9	22.5	9
Avg. Net Realization (INR/unit)	55,745	52,928	56,462	60,588	65,612	67,765
Growth (%)	2.3	-5.1	6.7	7.3	8.3	3.3
Net Revenue (INR b)	247	296	291	271	354	398
Growth (%)	15.6	19.7	-1.5	-6.8	30.6	12.2
EBITDA (INR b)	48	52	51	49	59	72
EBITDA margin (%)	19.2	17.1	17	17.8	16.5	17.8
EBITDA (INR/unit)	12,073	10,345	11,042	12,405	12,225	13,617
Growth (%)	9.4	7.3	-1.9	-3.3	20.7	21.5
Consol. PAT (INR b)	42	49	52	49	57	66
Consol. EPS	146	170	180	168	196	227

Source: Company, MOFSL

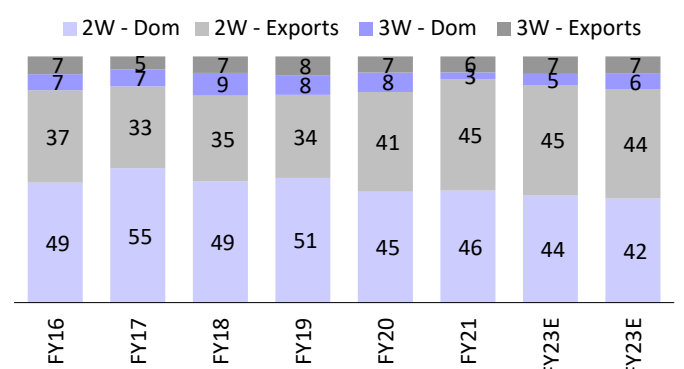
Story in charts

Exhibit 9: Trend in volume and volume growth



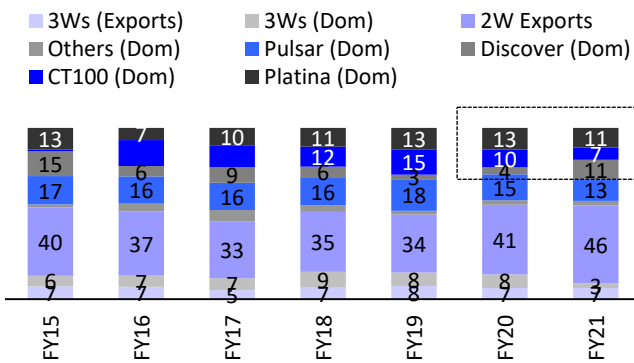
Source: Company, MOFSL

Exhibit 10: Trend in product mix



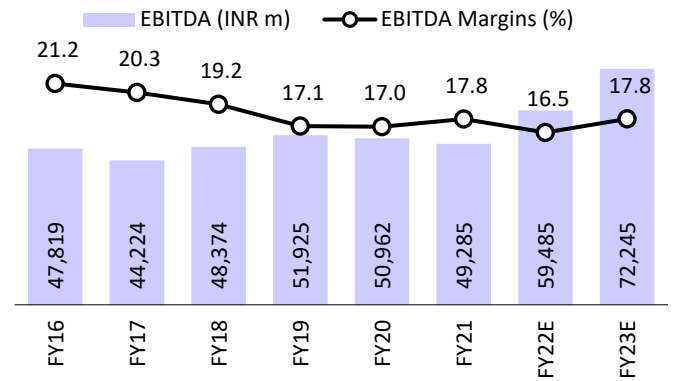
Source: Company, MOFSL

Exhibit 11: Trend in volume mix



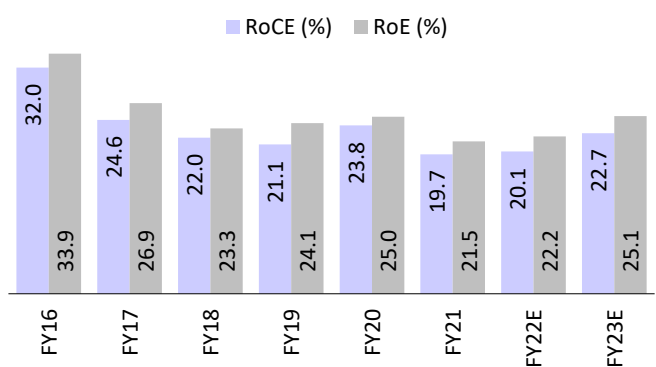
Source: Company, MOFSL

Exhibit 12: Trend in EBITDA and EBITDA margin



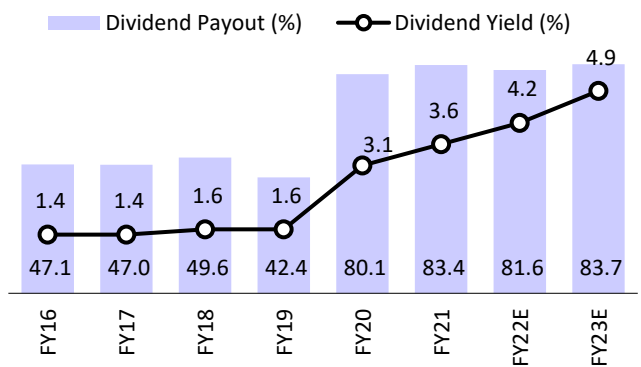
Source: Company, MOFSL

Exhibit 13: Trend in return ratios



Source: Company, MOFSL

Exhibit 14: Dividend payout to remain healthy



Source: Company, MOFSL

Financials and valuations

Income Statement								(INR m)
Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Volumes	38,93,581	36,65,950	40,06,788	50,19,503	46,15,212	39,72,914	48,65,865	53,05,518
Change (%)	2.2	-5.8	9.3	25.3	-8.1	-13.9	22.5	9.0
Net Sales	2,25,865	2,17,667	2,52,189	3,03,576	2,99,187	2,77,411	3,60,662	4,06,274
Change (%)	4.5	-3.6	15.9	20.4	-1.4	-7.3	30.0	12.6
Total Expenditure	1,78,046	1,73,443	2,03,815	2,51,651	2,48,224	2,28,126	3,01,178	3,34,030
EBITDA	47,819	44,224	48,374	51,925	50,962	49,285	59,485	72,245
Change (%)	16.2	-7.5	9.4	7.3	-1.9	-3.3	20.7	21.5
EBITDA Margin (%)	21.2	20.3	19.2	17.1	17.0	17.8	16.5	17.8
Depreciation	3,072	3,073	3,148	2,657	2,464	2,593	2,653	2,897
EBIT	44,748	41,151	45,226	49,268	48,498	46,692	56,832	69,348
Int. and Fin. Charges	11	14	13	45	32	67	85	85
Other Income	10,736	12,220	12,933	14,389	17,336	12,765	12,377	11,850
Non-recurring Exp.	0	0	320	-3,420	0	0	0	0
PBT	55,473	53,356	57,826	67,032	65,802	59,390	69,124	81,113
Tax	16,177	15,081	17,145	20,280	14,802	13,844	16,404	19,824
Effective Rate (%)	29.2	28.3	29.6	30.3	22.5	23.3	23.7	24.4
PAT	39,297	38,276	40,681	46,752	51,000	45,546	52,720	61,288
Change (%)	39.7	-2.6	6.3	14.9	9.1	-10.7	15.8	16.3
Add: Share in profit of asso.	1,316	2,519	1,283	4,910	1,119	3,024	4,014	4,365
Adj. PAT	40,612	40,795	42,189	49,276	52,119	48,570	56,734	65,654
Change (%)	24.5	0.4	3.4	16.8	5.8	(6.8)	16.8	15.7

Balance Sheet								(INR m)
Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Share Capital	2,894	2,894	2,894	2,894	2,894	2,894	2,894	2,894
Net Worth	1,32,666	1,70,341	1,91,039	2,17,799	1,99,255	252,023	258,443	264,751
Deferred Tax	2,028	3,136	3,234	5,427	3,464	5,221	6,604	8,226
Loans	1,886	1,764	1,674	1,685	1,669	1,601	1,601	1,601
Capital Employed	1,36,579	1,75,242	1,95,947	2,24,910	2,04,388	258,845	266,648	274,579
Gross Fixed Assets	51,572	45,917	46,402	42,956	41,573	43,443	46,103	53,803
Less: Depreciation	24,183	25,900	27,619	25,317	24,583	26,794	29,446	32,344
Net Fixed Assets	27,389	20,018	18,783	17,639	16,990	16,649	16,656	21,459
Capital WIP	522	422	565	480	602	160	3,500	800
Investments	1,02,606	1,47,315	1,75,883	1,91,594	1,81,960	226,310	226,310	226,310
Current Assets	34,348	40,395	42,964	64,091	48,181	72,183	96,516	111,997
Inventory	7,191	7,284	7,426	9,615	10,635	14,939	19,422	21,878
Sundry Debtors	7,179	9,533	14,919	25,597	17,251	27,169	35,322	39,789
Cash and Bank Balances	8,176	2,798	7,609	9,054	2,773	5,051	9,237	13,681
Loans and Advances	365	362	369	380	386	372	483	544
Others	11,437	20,418	12,641	19,445	17,136	24,653	32,051	36,105
Current Liab. and Prov.	28,286	32,907	42,248	48,894	43,345	56,457	76,334	85,987
Sundry Creditors	20,270	22,357	32,443	37,867	31,997	45,738	59,464	66,984
Other Liabilities	6,410	8,559	7,427	9,475	8,964	9,175	11,929	13,437
Provisions	1,605	1,991	2,378	1,552	2,385	1,544	4,941	5,565
Net Current Assets	6,063	7,488	716	15,197	4,836	15,727	20,182	26,010
Application of Funds	1,36,580	1,75,242	1,95,947	2,24,911	2,04,387	258,845	266,648	274,579

E: MOFSL estimates

Financials and valuations

Ratios

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Basic (INR)								
Consol. EPS	140.3	141.0	145.8	170.3	180.1	167.8	196.1	226.9
EPS growth (%)	24.5	0.4	3.4	16.8	5.8	-6.8	16.8	15.7
Consol. Cash EPS	151.0	151.6	156.7	179.5	188.6	176.8	205.2	236.9
Book Value per Share	458.5	588.7	660.2	752.7	688.6	870.9	893.1	914.9
DPS	55.0	55.0	60.0	60.0	120.0	140.0	160.0	190.0
Payout (Incl. Div. Tax, %)	47.1	47.0	49.6	42.4	80.1	83.4	81.6	83.7
Valuation (x)								
P/E	27.5	27.3	26.4	22.6	21.4	23.0	19.7	17.0
Cash P/E	25.5	25.4	24.6	21.5	20.4	21.8	18.8	16.3
EV/EBITDA	21.0	21.9	19.3	17.6	18.3	18.0	14.8	12.1
EV/Sales	4.5	4.4	3.7	3.0	3.1	3.2	2.4	2.2
Price-to-Book Value	8.4	6.5	5.8	5.1	5.6	4.4	4.3	4.2
Dividend Yield (%)	1.4	1.4	1.6	1.6	3.1	3.6	4.2	4.9
Profitability Ratios (%)								
RoE	33.9	26.9	23.3	24.1	25.0	21.5	22.2	25.1
RoCE	32.0	24.6	22.0	21.1	23.8	19.7	20.1	22.7
RoIC	182	118	174	193	176	154	87	98
Turnover Ratios								
Debtors (Days)	11	15	21	31	21	36	36	36
Inventory (Days)	11	12	11	12	13	20	20	20
Creditors (Days)	31	35	46	46	39	60	60	60
Working Capital (Days)	-9	-9	-14	-3	-5	-5	-5	-5
Asset Turnover (x)	1.7	1.2	1.3	1.3	1.5	1.1	1.4	1.5
Fixed Asset Turnover	4.9	4.5	5.5	6.8	7.1	6.5	8.1	8.1
Leverage Ratio								
Debt/Equity (x)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Cash Flow Statement

(INR m)

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Profit before Tax	55,473	53,356	57,826	67,032	65,802	59,390	56,832	69,348
Depreciation and Amort.	3,072	3,073	3,148	2,657	2,464	2,593	2,653	2,897
Direct Taxes Paid	-18,195	-15,026	-16,851	-19,643	-16,777	-13,397	-15,022	-18,202
(Inc.)/Dec. in Working Capital	5,753	2,533	10,451	-7,030	3,765	-5,105	-270	-1,384
Other Items	-9236	-10269	-11738	-18061	-16635	-12339	-12292	
CF from Oper. Activity	36,866	33,667	42,836	24,954	38,620	31,142	56,570	64,509
Extraordinary Items	-298	-275	-228	-58	-3	-4	0	0
CF after EO Items	36,568	33,392	42,608	24,895	38,618	31,139	56,570	64,509
(Inc.)/Dec. in FA+CWIP	-2,582	-1,970	-1,833	-1,082	-2,800	-2,509	-6,000	-5,000
Free Cash Flow	33,986	31,422	40,775	23,814	35,818	28,630	50,570	59,509
(Pur.)/Sale of Invest.	2,280	-34,899	-17,111	-1,629	20,367	-26,157	0	0
CF from Inv. Activity	-303	-36,868	-18,944	-2,710	17,567	-28,665	-6,000	-5,000
Interest Paid	-5	-6	-4	-35	-21	-108	-85	-85
Dividends Paid	-34,337	-2,022	-18,848	-20,733	-62,444	-87	-46,299	-54,980
CF from Fin. Activity	-33,841	-1,901	-18,853	-20,741	-62,465	-195	-46,384	-55,065
Inc./(Dec.) in Cash	2,425	-5,377	4,811	1,444	-6,281	2,278	4,186	4,443
Add: Beginning Bal.	5,751	8,176	2,798	7,609	9,054	2,773	5,051	9,237
Closing Balance	8,176	2,798	7,609	9,054	2,773	5,051	9,237	13,681

E: MOFSL estimates

NOTES

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BUY	
SELL	
NEUTRAL	
UNDER REVIEW	
NOT RATED	but we refrain from assigning recommendation

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