

# Ajanta Pharma

Estimate change



TP change



Rating change



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Bloomberg	AJP IN
Equity Shares (m)	88
M.Cap.(INRb)/(USDb)	207.2 / 2.8
52-Week Range (INR)	2420 / 1422
1, 6, 12 Rel. Per (%)	15/22/22
12M Avg Val (INR M)	285

## Financials & Valuations (INR b)

Y/E MARCH	2021	2022E	2023E
Sales	28.9	32.8	37.5
EBITDA	10.0	10.2	12.2
Adj. PAT	6.5	7.1	8.7
EBIT Margin (%)	30.5	27.3	28.8
Cons. Adj. EPS (INR)	73.9	80.3	97.9
EPS Gr. (%)	44.6	8.6	21.9
BV/Sh. (INR)	338.7	400.8	474.5

## Ratios

Net D:E	-0.1	-0.2	-0.3
RoE (%)	23.4	21.7	22.4
RoCE (%)	23.6	22.0	22.6
Payout (%)	19.5	24.7	24.7

## Valuations

P/E (x)	32.3	29.8	24.4
EV/EBITDA (x)	21.0	20.1	16.4
Div. Yield (%)	0.6	0.9	1.0
FCF Yield (%)	2.1	2.9	3.6
EV/Sales (x)	7.2	6.2	5.3

## Shareholding pattern (%)

As On	Jun-21	Mar-21	Jun-20
Promoter	70.3	70.3	70.5
DII	12.3	12.6	11.8
FII	8.9	8.4	8.2
Others	8.5	8.7	9.5

FII Includes depository receipts

**CMP: INR2,394**
**TP: INR2,780 (+16%)**
**Buy**

## DF, US, Africa drive revenue growth

### US ANDA filings to improve going forward

- Ajanta Pharma (AJP) delivered 1QFY22 earnings marginally below our expectation. Robust growth in Domestic Formulation (DF) / Branded Generics (Africa) was offset by moderate growth in US / Branded Generics (Asia) and enhanced opex towards marketing and promotional activities. AJP is on track to outperform in the Branded Generics segment across DF/Asia/Africa and build a product pipeline for the US market.
- We tweak our estimates for FY22E/FY23E, factoring in a) a better outlook for the Pain Management, Ophthal, and Derma therapies in the DF segment, b) higher opex in DF due to the ophthalmic unit's commercialization, and c) enhanced growth in branded formulations in EMs, with the easing of the COVID situation. We value AJP at 25x 12M forward earnings to arrive at Target Price of INR2,780. Reiterate **Buy**.

### Higher opex drags down profitability

- 1QFY22 revenues were up 12% YoY to INR7.5b (in-line) for the quarter, led by 32% YoY growth in DF sales (INR2.2b; ~31% of sales), 13% YoY growth in US Generics (INR1.7b; 23% of sales), and 14% YoY growth in Africa Branded Generics (INR1.3b; 17% of sales).
- Branded Generics Asia sales were up 3% YoY to INR1.6b (22% of sales). Institutional Anti-Malaria sales declined 13% YoY to INR540m (7% of sales).
- The gross margin (GM) was almost flat YoY at 77%.
- The EBITDA margin contracted 400bp YoY to 29.4% (est. 33.7%) on lower operating leverage, with other expenses / employee costs down 310bp/80bp YoY as a percentage of sales.
- EBITDA was flat YoY at INR2.2b (est. INR2.5b).
- Adjusted for forex gains of INR250m, PAT grew 4% YoY to INR1.5b (est. INR1.7b), aided by a lower tax rate.

### Highlights from management commentary

- The company plans to file 10 ANDAs and launch 4–5 ANDAs in FY22.
- It launched five new products in DF, with one being in the first-to-market category. It plans to launch 4–5 products over the next 2–3 quarters.
- Despite MR rationalization of ~10% (~200 MRs) across segments, sales grew 29% YoY (ex-Institutional), implying improved productivity for existing MRs.
- AJP remains confident of outperforming the industry in the Branded Generics markets in India, Asia, and Africa on the back of enhanced marketing efforts for new launches as well as existing products.
- R&D expense is expected to be ~6% of sales for FY22.
- AJP has completed its major capex to cater to growth for the next three years. The INR2b capex for FY22 would be only for maintenance purposes.
- Institutional India business revenues stood at INR270m.
- The effective tax rate would be 21–22% for FY22.

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**Valuation and view**

- We expect a 15% earnings CAGR, led by a revenue CAGR of 18%/17%/11% in US / DF / Branded Generics.
- We value AJP at 25x 12M forward earnings to arrive at TP of INR2,780.
- We remain positive on AJP on a) new launches and market share gains in the key markets of the US/DF/Asia/Africa, b) the benefits of major capex (to accrue over the next 2–3 years), c) improved operating leverage, and d) enhanced MR productivity. Reiterate **Buy**.

**Consol. - Quarterly perf.****(INR m)**

Y/E March	FY21				FY22E				FY21	FY22E	FY22E	vs Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
<b>Net Sales</b>	<b>6,682</b>	<b>7,159</b>	<b>7,487</b>	<b>7,568</b>	<b>7,479</b>	<b>7,682</b>	<b>8,286</b>	<b>9,375</b>	<b>28,897</b>	<b>32,822</b>	<b>7,346</b>	<b>1.8</b>
YoY Change (%)	9.2	11.4	15.0	11.0	11.9	7.3	10.7	23.9	11.7	13.6	9.9	
Total Expenditure	4,450	4,417	5,071	4,974	5,278	5,355	5,684	6,298	18,911	22,615	4,870	
<b>EBITDA</b>	<b>2,232</b>	<b>2,743</b>	<b>2,417</b>	<b>2,594</b>	<b>2,201</b>	<b>2,328</b>	<b>2,602</b>	<b>3,077</b>	<b>9,986</b>	<b>10,208</b>	<b>2,475</b>	<b>-11.1</b>
YoY Change (%)	32.6	54.4	30.0	56.0	-1.4	-15.1	7.7	18.6	43.0	2.2	10.9	
Margins (%)	33.4	38.3	32.3	34.3	29.4	30.3	31.4	32.8	34.6	31.1	33.7	
Depreciation	280	283	291	306	309	310	315	317	1,161	1,251	300	
<b>EBIT</b>	<b>1,952</b>	<b>2,459</b>	<b>2,125</b>	<b>2,288</b>	<b>1,892</b>	<b>2,018</b>	<b>2,287</b>	<b>2,760</b>	<b>8,825</b>	<b>8,957</b>	<b>2,175</b>	<b>-13.0</b>
YoY Change (%)	34.1	59.3	30.9	63.1	-3.1	-18.0	7.6	20.6	46.4	1.5	11.4	
Interest	16	15	26	26	15	28	27	42	83	112	32	
Other Income	131	49	55	25	76	65	70	51	260	263	50	
<b>PBT before EO expense</b>	<b>2,067</b>	<b>2,492</b>	<b>2,155</b>	<b>2,288</b>	<b>1,954</b>	<b>2,055</b>	<b>2,330</b>	<b>2,769</b>	<b>9,002</b>	<b>9,107</b>	<b>2,193</b>	<b>-10.9</b>
Extra-Ord expense	0	0	0	0	-250	0	0	0	0	-250	0	
<b>PBT</b>	<b>2,067</b>	<b>2,492</b>	<b>2,155</b>	<b>2,288</b>	<b>2,204</b>	<b>2,055</b>	<b>2,330</b>	<b>2,769</b>	<b>9,002</b>	<b>9,357</b>	<b>2,193</b>	<b>0.5</b>
Tax	589	790	388	695	467	493	513	586	2,463	2,059	537	
Effective Rate (%)	28.5	31.7	18.0	30.4	21.2	24.0	22.0	21.2	27.4	22.0	24.5	
<b>Reported PAT</b>	<b>1,478</b>	<b>1,702</b>	<b>1,766</b>	<b>1,593</b>	<b>1,737</b>	<b>1,562</b>	<b>1,817</b>	<b>2,183</b>	<b>6,539</b>	<b>7,299</b>	<b>1,656</b>	<b>4.9</b>
<b>Adj PAT</b>	<b>1,478</b>	<b>1,702</b>	<b>1,766</b>	<b>1,593</b>	<b>1,540</b>	<b>1,562</b>	<b>1,817</b>	<b>2,185</b>	<b>6,539</b>	<b>7,104</b>	<b>1,656</b>	<b>-7.0</b>
YoY Change (%)	28.9	45.3	63.9	41.4	4.2	-8.3	2.9	37.2	44.6	8.6	12.1	
Margins (%)	22.1	23.8	23.6	21.0	20.6	20.3	21.9	23.3	22.6	21.6	22.5	

**Key performance Indicators (Consolidated)**

Y/E March	FY21				FY22E				FY21	FY22E	FY22E
INR m	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1Q
Domestic formulations	1,740	2,020	2,200	2,180	2,290	2,298	2,453	2,384	8,150	9,377	1,972
YoY Change (%)	(10.3)	(0.5)	12.8	23.2	31.6	13.8	11.5	9.4	6.0	15.0	26.4
Asia	1,610	1,800	1,978	1,760	1,650	1,746	2,037	2,358	7,148	7,791	1,691
YoY Change (%)	27.8	(0.6)	25.2	(15.8)	2.5	(3.0)	3.0	0.0	6.2	9.0	5.0
Africa (branded + Insti)	1,700	1,630	1,630	1,770	1,790	1,760	1,875	1,873	6,700	7,298	1,632
YoY Change (%)	(1.7)	5.8	26.4	2.3	16.2	8.0	15.0	0.0	13.0	8.9	(4.0)
US	1,490	1,540	1,610	1,730	1,680	1,848	1,900	2,172	6,370	7,600	1,788
YoY Change (%)	46.1	38.7	1.3	21.0	12.8	20.0	18.0	0.0	23.4	19.3	20.0
<b>Cost Break-up</b>											
RM Cost (% of Sales)	22.9	21.7	22.5	22.2	23.0	22.9	22.8	22.2	22.3	22.7	22.5
Staff Cost (% of Sales)	20.3	18.2	18.2	19.3	21.1	20.3	19.8	18.0	19.0	19.7	19.4
Other Cost (% of Sales)	23.4	21.8	27.0	24.3	26.5	26.5	26.0	26.9	24.1	26.5	28.9
Gross Margins (%)	77.1	78.3	77.5	77.8	77.0	77.1	77.2	77.8	77.7	77.3	77.5
EBITDA Margins (%)	33.4	38.3	32.3	34.3	29.4	29.4	30.3	31.4	34.6	31.1	29.2
EBIT Margins (%)	29.2	34.4	28.4	30.2	25.3	25.3	26.3	27.6	30.5	27.3	25.0

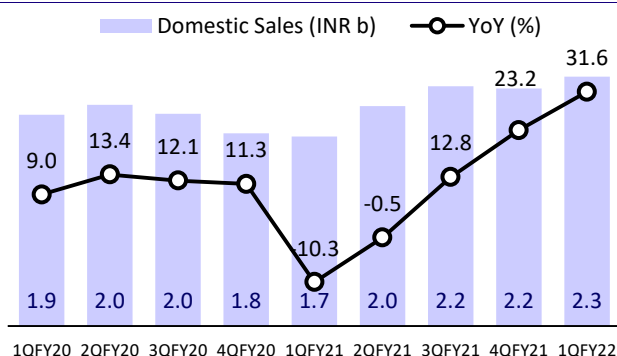


### Other highlights from the call

- The aggressive ramp-up in product launches in FY21 (~20) would further aid growth, to some extent, for the DF market in the coming quarters.
- Field force movement has increased in most places in Asia/Africa where there are fewer COVID restrictions.
- The increase in opex / Depreciation is partially due to the commercialization of the ophthalmic block at the Guwahati plant.
- Current capacity utilization is ~68%.
- It invested ~INR4.5b in the Guwahati facility, and asset turnovers are 1.5–2x.

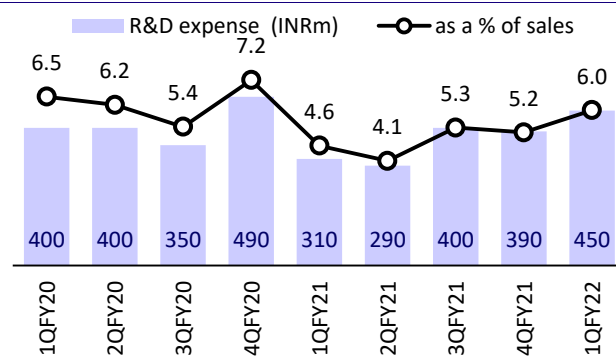
## Key exhibits

Exhibit 1: DF sales YoY growth on uptrend



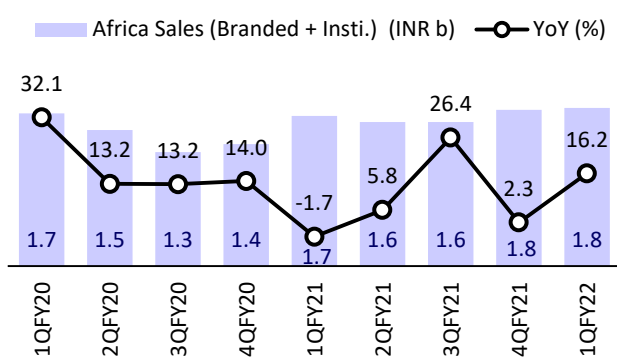
Source: MOFSL, Company

Exhibit 2: R&D as % of sales up 140bp YoY to 6%



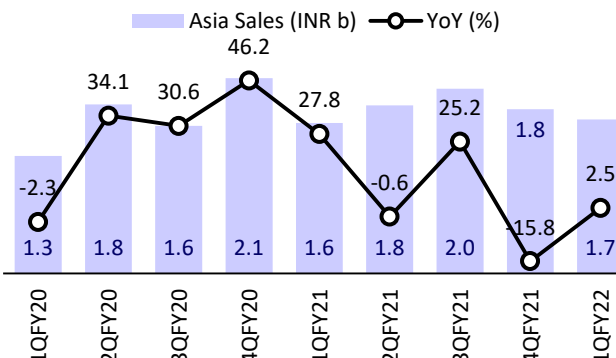
Source: MOFSL, Company

Exhibit 3: Africa sales (Branded + Insti.) up 16% YoY



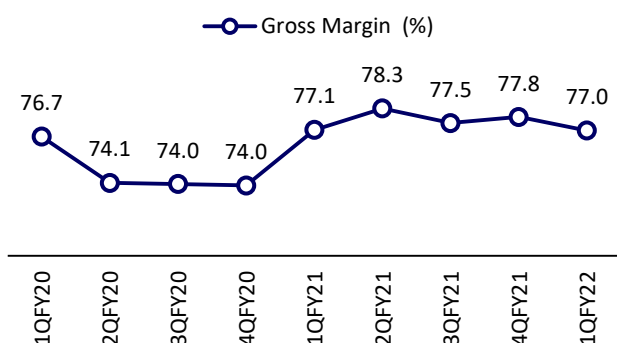
Source: MOFSL, Company

Exhibit 4: Asia sales up 3% YoY



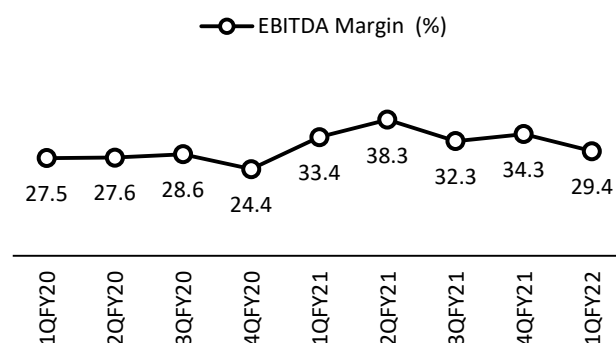
Source: MOFSL, Company

Exhibit 5: Gross margin stable...



Source: MOFSL, Company

Exhibit 6: ...but EBITDA margin down 400bp YoY



Source: MOFSL, Company

## Positive outlook in DF/US; COVID overhang in Asia

### Branded Formulations to outperform market with strong execution

- AJP posted robust growth of 32% YoY to INR2.2b in DF. It outperformed the domestic market by 300bp on 12M basis ended Jun'21, per IQVIA. It showed outperformance in IPM in three of its top four therapies.
- The Opthal and Pain therapies grew on the back of better doctor-patient re-connect, increased elective procedures, and the lower base of 1QFY21. It intends to launch 4–5 products in India over the remainder of FY22, some of which would be first to market. With the return to near-normalcy post the second COVID wave, we expect AJP to deliver a 17% sales CAGR over FY21–23, steered by (a) new launches in the high-growth Specialty segment, including first-to-market, (b) ramp-up in the sale of products launched last year, and c) the low base of FY21 (partially).
- AJP has a portfolio of 200+ products in 11 therapies across 29 branded markets. Its on-ground presence in each of the markets gives the company a competitive advantage over peers in promoting these products. Additionally, these markets are now at a trough in terms of growth and are expected to accelerate hereafter. Accordingly, we expect a 10%/11% sales CAGR in Asia/Africa to INR8.7b/IN5.5b over FY21–23E.

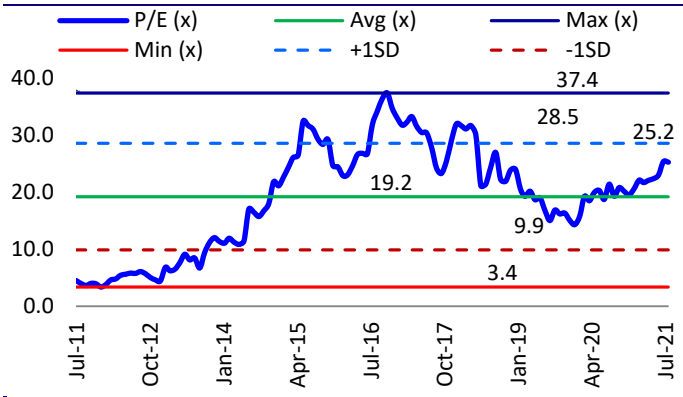
### US Generics business progressing well

- US sales grew 13% YoY to INR1.7b in 1QFY21. AJP's US business grew to levels of USD86m in FY21 from USD2.7m in FY16.
- As of Jun'21, AJP had 41 final approvals – of which it has launched 38 products – and 15 ANDAs pending approval. Filings were severely impacted by the COVID disruption in FY21. However, AJP intends to accelerate the pace of filings significantly in FY22 by filing 10–12 ANDAs to make up for the dip in FY21.
- Based on the new launches, market share gains in existing products, and limited price erosion, we expect AJP to garner an 18% sales CAGR to INR8.9b over FY21–23E.

### Expect PAT CAGR of 15% over FY21–23E

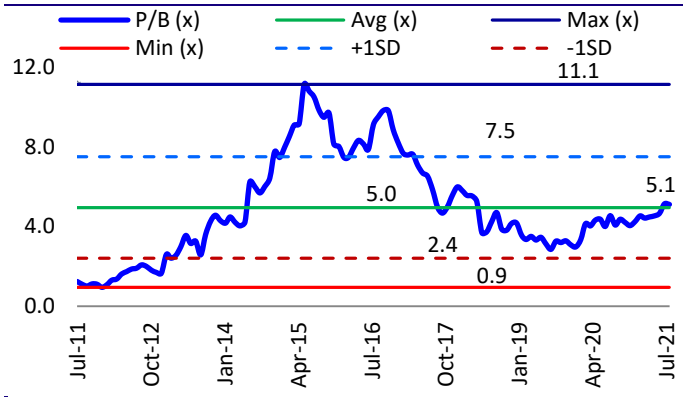
- We tweak our estimates for FY22E/FY23E, factoring in a) a better outlook for the Pain Management, Opthal, and Derma therapies in the DF segment, b) higher opex in DF due to the ophthalmic unit's commercialization, and c) enhanced growth in branded formulations in EMs, with the easing of the COVID situation.
- Over FY21–23E, we expect a 15% earnings CAGR, led by a revenue CAGR of 18%/17%/11% in US / DF / Branded Generics.
- We value AJP at 25x 12M forward earnings to arrive at TP of INR2,780.
- We remain positive on AJP on a) new launches and market share gains in the key markets of the US/DF/Asia/Africa, b) the benefits of major capex (to accrue over the next 2–3 years), c) improved operating leverage, and d) enhanced MR productivity. Reiterate **Buy**.

Exhibit 7: P/E chart



Source: MOFSL, Company, Bloomberg

Exhibit 8: P/B chart



Source: MOFSL, Company, Bloomberg

## Financials and Valuations

### Consolidated - Income Statement

(INR m)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
<b>Total Income from Operations</b>	<b>14,852</b>	<b>17,494</b>	<b>20,016</b>	<b>21,309</b>	<b>20,554</b>	<b>25,879</b>	<b>28,897</b>	<b>32,822</b>	<b>37,500</b>
Change (%)	22.1	17.8	14.4	6.5	-3.5	25.9	11.7	13.6	14.3
<b>Total Expenditure</b>	<b>9,800</b>	<b>11,623</b>	<b>13,126</b>	<b>14,725</b>	<b>14,809</b>	<b>18,895</b>	<b>18,911</b>	<b>22,615</b>	<b>25,350</b>
% of Sales	66.0	66.4	65.6	69.1	72.1	73.0	65.4	68.9	67.6
<b>EBITDA</b>	<b>5,052</b>	<b>5,871</b>	<b>6,890</b>	<b>6,584</b>	<b>5,744</b>	<b>6,983</b>	<b>9,986</b>	<b>10,208</b>	<b>12,150</b>
Margin (%)	34.0	33.6	34.4	30.9	27.9	27.0	34.6	31.1	32.4
Depreciation	516	444	612	596	721	957	1,161	1,251	1,361
<b>EBIT</b>	<b>4,536</b>	<b>5,426</b>	<b>6,278</b>	<b>5,988</b>	<b>5,024</b>	<b>6,026</b>	<b>8,825</b>	<b>8,957</b>	<b>10,789</b>
Int. and Finance Charges	59	49	35	4	12	119	83	112	128
Other Income	168	212	239	242	211	522	260	263	300
<b>PBT bef. EO Exp.</b>	<b>4,645</b>	<b>5,589</b>	<b>6,482</b>	<b>6,226</b>	<b>5,223</b>	<b>6,429</b>	<b>9,002</b>	<b>9,107</b>	<b>10,961</b>
EO Items	-85	0	0	0	80	211	0	250	0
<b>PBT after EO Exp.</b>	<b>4,560</b>	<b>5,589</b>	<b>6,482</b>	<b>6,226</b>	<b>5,143</b>	<b>6,640</b>	<b>9,002</b>	<b>9,357</b>	<b>10,961</b>
Total Tax	1,462	1,433	1,413	1,539	1,273	1,963	2,463	2,059	2,302
Tax Rate (%)	32.0	25.6	21.8	24.7	24.8	29.6	27.4	22.0	21.0
<b>Reported PAT</b>	<b>3,099</b>	<b>4,156</b>	<b>5,068</b>	<b>4,686</b>	<b>3,870</b>	<b>4,677</b>	<b>6,539</b>	<b>7,299</b>	<b>8,659</b>
<b>Adjusted PAT</b>	<b>3,156</b>	<b>4,156</b>	<b>5,068</b>	<b>4,686</b>	<b>3,930</b>	<b>4,522</b>	<b>6,539</b>	<b>7,104</b>	<b>8,659</b>
Change (%)	34.9	31.7	21.9	-7.5	-16.1	15.1	44.6	8.6	21.9
Margin (%)	21.3	23.8	25.3	22.0	19.1	17.5	22.6	21.6	23.1

### Consolidated - Balance Sheet

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Equity Share Capital	177	177	177	175	175	175	174	174	174
Total Reserves	8,234	11,732	15,500	20,237	22,277	25,813	29,782	35,278	41,799
<b>Net Worth</b>	<b>8,411</b>	<b>11,909</b>	<b>15,677</b>	<b>20,412</b>	<b>22,452</b>	<b>25,989</b>	<b>29,956</b>	<b>35,452</b>	<b>41,973</b>
Total Loans	724	814	10	11	7	7	16	16	16
Deferred Tax Liabilities	152	107	29	244	271	558	421	421	421
<b>Capital Employed</b>	<b>9,286</b>	<b>12,829</b>	<b>15,716</b>	<b>20,667</b>	<b>22,730</b>	<b>26,553</b>	<b>30,393</b>	<b>35,889</b>	<b>42,409</b>
Gross Block	5,499	7,157	8,949	14,172	16,152	20,045	21,896	24,011	25,934
Less: Accum. Deprn.	2,618	2,650	3,058	3,646	4,366	5,324	6,485	7,735	9,096
<b>Net Fixed Assets</b>	<b>2,881</b>	<b>4,507</b>	<b>5,892</b>	<b>10,527</b>	<b>11,786</b>	<b>14,721</b>	<b>15,411</b>	<b>16,276</b>	<b>16,838</b>
Capital WIP	1,702	2,398	3,393	613	2,613	1,319	1,082	1,466	1,043
<b>Total Investments</b>	<b>595</b>	<b>860</b>	<b>1,909</b>	<b>2,044</b>	<b>888</b>	<b>476</b>	<b>517</b>	<b>517</b>	<b>517</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>6,286</b>	<b>7,028</b>	<b>7,039</b>	<b>11,077</b>	<b>11,357</b>	<b>16,417</b>	<b>20,276</b>	<b>25,860</b>	<b>33,453</b>
Inventory	1,590	2,046	2,110	3,506	4,357	4,957	7,665	7,745	8,334
Account Receivables	2,588	3,724	3,232	4,920	4,595	7,753	7,384	8,093	9,041
Cash and Bank Balance	1,368	434	713	932	1,005	2,053	2,096	6,466	12,015
Loans and Advances	740	825	985	1,719	1,400	1,655	3,131	3,556	4,063
<b>Curr. Liability &amp; Prov.</b>	<b>2,177</b>	<b>1,965</b>	<b>2,516</b>	<b>3,592</b>	<b>3,913</b>	<b>6,379</b>	<b>6,893</b>	<b>8,230</b>	<b>9,442</b>
Account Payables	1,298	1,650	1,781	2,852	2,251	3,623	3,739	4,647	5,348
Other Current Liabilities	188	176	562	321	1,278	2,230	2,858	3,246	3,709
Provisions	691	139	173	419	384	526	296	337	385
<b>Net Current Assets</b>	<b>4,108</b>	<b>5,063</b>	<b>4,524</b>	<b>7,485</b>	<b>7,444</b>	<b>10,038</b>	<b>13,383</b>	<b>17,630</b>	<b>24,011</b>
<b>Appl. of Funds</b>	<b>9,286</b>	<b>12,829</b>	<b>15,716</b>	<b>20,667</b>	<b>22,730</b>	<b>26,553</b>	<b>30,393</b>	<b>35,889</b>	<b>42,410</b>

## Financials and Valuations

Ratios	(INR m)								
Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
<b>Basic (INR)</b>									
<b>EPS</b>	<b>35.7</b>	<b>47.0</b>	<b>57.3</b>	<b>53.0</b>	<b>44.4</b>	<b>51.1</b>	<b>73.9</b>	<b>80.3</b>	<b>97.9</b>
Cash EPS	41.5	52.0	64.2	59.7	52.6	61.9	87.1	94.5	113.3
BV/Share	95.1	134.6	177.2	230.8	253.8	293.8	338.7	400.8	474.5
DPS	6.0	13.9	12.9	0.0	9.0	8.6	14.4	20.4	24.2
Payout (%)	18.9	29.6	22.6	0.0	20.5	16.3	19.5	24.7	24.7
<b>Valuation (x)</b>									
P/E	67.0	50.9	41.7	45.1	53.8	46.8	32.3	29.8	24.4
Cash P/E	57.6	46.0	37.2	40.0	45.5	38.6	27.5	25.3	21.1
P/BV	25.1	17.8	13.5	10.4	9.4	8.1	7.1	6.0	5.0
EV/Sales	14.2	12.1	10.5	9.9	10.2	8.1	7.2	6.2	5.3
EV/EBITDA	41.7	36.1	30.6	32.0	36.6	30.0	21.0	20.1	16.4
Dividend Yield (%)	0.2	0.6	0.5	0.0	0.4	0.4	0.6	0.9	1.0
FCF per share	19.9	3.2	34.9	4.2	-2.7	22.3	49.4	68.1	85.0
<b>Return Ratios (%)</b>									
RoE	44.0	40.9	36.7	26.0	18.3	18.7	23.4	21.7	22.4
RoCE	39.0	38.4	35.9	26.0	18.4	19.0	23.6	22.0	22.6
RoIC	56.5	54.7	52.1	33.7	21.4	20.7	25.9	25.8	30.3
<b>Working Capital Ratios</b>									
Asset Turnover (x)	1.6	1.4	1.3	1.0	0.9	1.0	1.0	0.9	0.9
Inventory (Days)	39	43	38	60	77	66	97	86	81
Debtor (Days)	64	78	59	84	82	109	93	90	88
Creditor (Days)	32	34	32	49	40	51	47	52	52
<b>Leverage Ratio (x)</b>									
Net Debt/Equity	-0.1	0.0	-0.2	-0.1	-0.1	-0.1	-0.09	-0.20	-0.3

Consolidated - Cash Flow Statement	(INR m)								
Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
OP/(Loss) before Tax	4,560	5,589	6,482	6,226	5,303	6,218	9,002	9,357	10,961
Depreciation	516	444	612	596	721	957	1,161	1,251	1,361
Interest & Finance Charges	59	49	35	-238	-199	-403	-177	-151	-172
Direct Taxes Paid	-1,461	-1,615	-1,428	-1,539	-1,273	-1,963	-2,463	-2,059	-2,302
(Inc)/Dec in WC	-817	-1,243	285	-2,742	115	-1,548	-1,708	123	-833
<b>CF from Operations</b>	<b>2,858</b>	<b>3,224</b>	<b>5,986</b>	<b>2,302</b>	<b>4,667</b>	<b>3,262</b>	<b>5,815</b>	<b>8,522</b>	<b>9,016</b>
Others	-64	37	106	509	-922	1,306	169	0	0
<b>CF from Operating incl EO</b>	<b>2,794</b>	<b>3,261</b>	<b>6,092</b>	<b>2,811</b>	<b>3,745</b>	<b>4,568</b>	<b>5,983</b>	<b>8,522</b>	<b>9,016</b>
(Inc)/Dec in FA	-1,036	-2,975	-3,002	-2,444	-3,979	-2,599	-1,614	-2,500	-1,500
<b>Free Cash Flow</b>	<b>1,759</b>	<b>287</b>	<b>3,090</b>	<b>367</b>	<b>-234</b>	<b>1,969</b>	<b>4,369</b>	<b>6,022</b>	<b>7,516</b>
(Pur)/Sale of Investments	-45	-36	-914	-135	1,155	413	-41	0	0
Others	-503	920	85	17	596	-58	-1,169	263	300
<b>CF from Investments</b>	<b>-1,583</b>	<b>-2,091</b>	<b>-3,831</b>	<b>-2,562</b>	<b>-2,228</b>	<b>-2,244</b>	<b>-2,824</b>	<b>-2,237</b>	<b>-1,200</b>
Inc/(Dec) in Debt	-581	218	-746	1	-5	1	9	0	0
Interest Paid	-60	-49	-35	-4	-12	-119	-83	-112	-128
Dividend Paid	-411	-1,342	-1,287	b	-792	-762	-1,275	-1,803	-2,139
Others	0	0	50	4	-664	-405	-1,832	0	0
<b>CF from Fin. Activity</b>	<b>-1,052</b>	<b>-1,173</b>	<b>-2,017</b>	<b>-1</b>	<b>-1,472</b>	<b>-1,286</b>	<b>-3,183</b>	<b>-1,915</b>	<b>-2,267</b>
<b>Inc/Dec of Cash</b>	<b>159</b>	<b>-3</b>	<b>244</b>	<b>248</b>	<b>45</b>	<b>1,037</b>	<b>-24</b>	<b>4,369</b>	<b>5,549</b>
Opening Balance	258	417	414	658	906	952	1,989	1,965	6,335
<b>Closing Balance</b>	<b>417</b>	<b>414</b>	<b>658</b>	<b>906</b>	<b>952</b>	<b>1,989</b>	<b>1,965</b>	<b>6,335</b>	<b>11,884</b>
Term Deposit with Banks	909	20	54	29	54	29			
<b>Total Cash &amp; Cash Eq</b>	<b>1,368</b>	<b>434</b>	<b>713</b>	<b>932</b>	<b>1,005</b>	<b>2,053</b>	<b>2,096</b>	<b>6,466</b>	<b>12,015</b>

## 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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