

APL Apollo Tubes

Estimate change	↔
TP change	↔
Rating change	↔

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	APAT IN
Bloomberg Equity Shares (m)	250
M.Cap.(INRb)/(USD\$b)	228.3 / 2.9
52-Week Range (INR)	1114 / 743
1, 6, 12 Rel. Per (%)	1/14/-2
12M Avg Val (INR M)	494

Financials & Valuations (INR b)

Y/E Mar	2022	2023E	2024E
Sales	130.6	156.2	185.4
EBITDA	9.5	11.5	14.7
PAT	5.6	7.5	9.9
EBITDA (%)	7.2	7.4	7.9
EPS (INR)	20.2	27.1	36.0
EPS Gr. (%)	54.7	34.3	32.6
BV/Sh. (INR)	82.0	109.8	140.8

Ratios

Net D/E	0.1	0.0	-0.1
RoE (%)	28.2	28.3	28.7
RoCE (%)	25.8	24.6	26.0
Payout (%)	17.3	14.7	13.9

Valuations

P/E (x)	45.2	33.6	25.4
EV/EBITDA (x)	27.1	21.9	16.7
Div Yield (%)	0.4	0.4	0.5
FCF Yield (%)	0.2	1.4	2.7

Shareholding pattern (%)

As on	Jun-22	Mar-22	Jun-21
Promoter	34.5	34.5	36.9
DII	11.2	11.1	9.4
FII	24.6	23.3	25.7
Others	29.7	31.1	28.0

Note: FII includes depository receipts

CMP: INR912 **TP: INR1,190 (+30%)** **Buy**

Channel destocking dampens operating performance; full-year guidance intact

Earnings in line with our estimate

- APL Apollo Tubes (APAT) reported a weak operating performance with 14%/33% YoY decline in Gross Profit/EBITDA per MT, respectively, in 1QFY23. The result was adversely impacted by the industry-wide channel destocking prompted by the correction in domestic HRC prices and lower share of value added products (VAP).
- We retain our FY23E/FY24E earnings as APAT is likely to maintain its growth trajectory underpinned by a strong demand outlook. We value the stock at 33x FY24E EPS to arrive at our TP of INR1,190. **Reiterate BUY.**

Volatile raw material prices hurt margins

- Consolidated 1QFY23 revenue grew 36% YoY to INR34.4b (est. INR28.4b), led by both volume growth (+13% YoY) and higher realization (+20% YoY).
- Gross profit/MT declined 14% YoY to INR10,573 (+10% QoQ) in 1QFY23 on a lower mix of value-added products (61% in 1QFY23 v/s 67% in 1QFY22).
- EBITDA/MT contracted 33% YoY to INR4,587 (-5% QoQ) due to channel de-stocking prompted by domestic HRC price correction. The domestic HRC prices have declined 21% YoY in 1QFY23.
- EBITDA was at INR1.94b in 1QFY23, down 24% YoY (in line with our estimate).
- Adjusted PAT declined 27% YoY to INR1.1b (in line with our estimate).

Highlights from the management commentary

- Guidance:** The company aims to achieve a volume of ~2.3MMT in FY23, of which ~1.0MMT is expected in 1HFY23 and the rest is anticipated in 2H. Management expects margin pressure to sustain in 1HFY23 with recovery visible in 2H; it stays firm on its margin guidance for FY23. APAT is also maintaining its FY25 capacity guidance at 4MMT and expects 32% volume CAGR until FY25. **Capex guidance is unchanged at INR6.5b for FY23-24.**
- A drop in HRC prices with an expectation of further decline led to channel destocking in 1QFY23. The current HRC price is at INR57/kg; domestic HRC price is still higher than international price by ~INR3/kg. Management forecasts HRC price to bottom out at ~INR52/kg.
- Raipur plant:** The Raipur expansion plan is underway and is on schedule. EBITDA/MT in this unit would be INR6,000-8,000. Further capex plans in the Raipur unit will be considered by the management once it reaches a capacity of 3MMT.
- In heavy structural tubes segment, APAT recently received orders for a 15-storey commercial tower in the NCR region. APAT is also in talks for ~50 projects which will require ~0.2MMT of tubes.

Valuation and view

- We believe the earnings momentum of APAT would continue with: a) growing demand across segments, b) increased product penetration, having a robust distribution network, c) an increase in the share of VAP, thus driving margins, d) the introduction of Apollo Mart, and e) its market leadership position.
- Improving operating leverage, growing share of VAP and addition of high-margin products from the Raipur unit are likely to result in an improvement in margin and higher cash generation.
- We retain our earnings estimates for FY23/FY24 as the company is expected to maintain its growth trajectory on a strong demand outlook environment.
- We project a revenue/EBITDA/PAT CAGR of 19%/25%/33% over FY22–24, respectively. We value the stock at 33x FY24E EPS to arrive at our TP of INR1,190. **Maintain BUY.**

Consolidated - Quarterly Earning Model

(INR m)

Y/E March	FY22				FY23				FY22	FY23	FY22E	Var %
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
Gross Sales	25,343	30,839	32,304	42,147	34,386	38,808	39,033	43,930	1,30,633	1,56,156	28,429	21
YoY Change (%)	128.4	40.0	24.2	62.9	35.7	25.8	20.8	4.2	53.7	19.5	12.2	
Total Expenditure	22,796	28,617	30,281	39,486	32,446	36,010	35,877	40,290	1,21,181	1,44,624	26,466	
EBITDA	2,547	2,222	2,023	2,661	1,939	2,798	3,155	3,640	9,453	11,532	1,963	-1
Margins (%)	10.0	7.2	6.3	6.3	5.6	7.2	8.1	8.3	7.2	7.4	6.9	
Depreciation	265	273	272	279	294	310	340	360	1,090	1,304	290	
Interest	128	107	109	101	100	110	115	115	445	440	105	
Other Income	102	114	79	110	83	125	87	121	405	416	113	
PBT before EO expense	2,256	1,956	1,721	2,391	1,629	2,502	2,787	3,286	8,323	10,205	1,680	
PBT	2,256	1,956	1,721	2,391	1,629	2,502	2,787	3,286	8,323	10,205	1,680	
Tax	572	495	442	625	422	631	702	828	2,133	2,584	423	
Rate (%)	25.3	25.3	25.7	26.1	25.9	25.2	25.2	25.2	25.6	25.3	25.2	
MI & Profit/Loss of Asso. Cos.	211	148	123	136	136	0	0	0	617	136	125	
Reported PAT	1,474	1,313	1,156	1,630	1,071	1,872	2,085	2,458	5,573	7,486	1,132	
Adj PAT	1,474	1,313	1,156	1,630	1,071	1,872	2,085	2,458	5,573	7,486	1,132	-5
YoY Change (%)	778.1	42.5	-12.4	36.7	-27.3	42.6	80.3	50.8	54.7	34.3	-23.2	
Margins (%)	5.8	4.3	3.6	3.9	3.1	4.8	5.3	5.6	4.3	4.8	4.0	

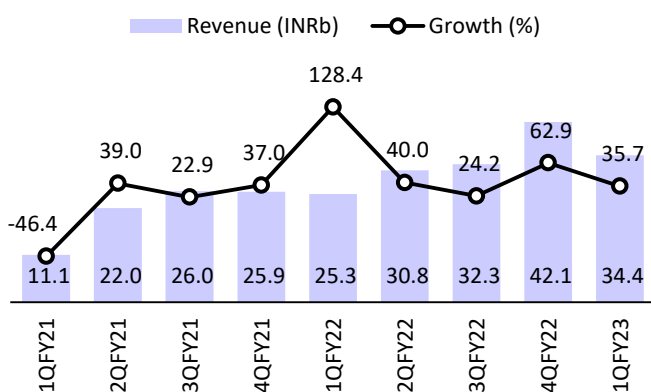
Key performance indicators

Y/E March	1QFY21	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23
Segment Volumes (MT)									
Apollo Structural									
Heavy Structures	9,000	21,000	26,814	38,000	18,897	26,464	35,143	40,129	32,987
Light Structures	8,000	63,000	82,969	58,000	39,955	51,378	47,250	59,895	50,108
General Structures	1,19,000	2,26,000	1,94,231	1,73,000	1,23,700	1,60,955	1,39,360	2,23,204	1,65,269
Apollo Z									
Rust-proof structures	56,000	85,000	81,943	70,000	84,792	90,317	91,140	1,02,624	80,120
Rust-proof sheets	0	6,000	6,071	10,000	29,768	21,245	19,043	34,905	20,195
Apollo Galv	13,000	18,000	20,947	19,000	16,666	15,980	17,109	25,840	17,551
Apollo Tricoat	32,000	61,000	72,604	66,000	59,346	61,048	53,684	64,746	49,095
Apollo Build/ New Raipur								380	7,463
Segment EBITDA/MT (INR/MT)									
Apollo Structural									
Heavy Structures	3,900	4,200	5,000	5,012	8,000	6,240	7,531	7,835	7,028
Light Structures	3,600	4,000	5,100	5,106	6,300	5,137	4,721	5,074	4,375
General Structures	1,149	1,380	1,993	1,996	3,125	2,194	1,524	1,955	1,614
Apollo Z									
Rust-proof structures	5,300	6,236	7,654	7,708	8,990	8,083	7,714	7,942	7,015
Rust-proof sheets	4,556	4,556	4,760	4,804	6,000	5,136	4,554	4,746	4,105

Y/E March	1QFY21	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23
Apollo Galv	3,491	5,655	6,950	6,981	7,257	6,353	6,051	6,230	5,005
Apollo Tricoat	5,786	6,137	7,872	7,671	11,716	8,172	7,999	7,149	9,194
Apollo Build/ New Raipur								5,040	5,001
Cost Break-up									
RM Cost (% of sales)	84%	84%	84%	85%	82%	86%	87%	87%	87%
Employee Cost (% of sales)	3%	2%	1%	1%	1%	1%	1%	1%	1%
Other Cost (% of sales)	7%	7%	6%	6%	7%	6%	6%	5%	6%
Gross Margins (%)	16%	16%	16%	15%	18%	14%	13%	13%	13%
EBITDA Margins (%)	6%	8%	9%	8%	10%	7%	6%	6%	6%

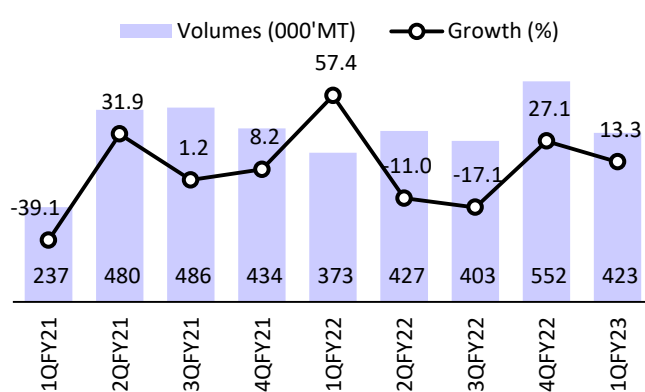
Key exhibits

Exhibit 1: Consolidated revenue trend



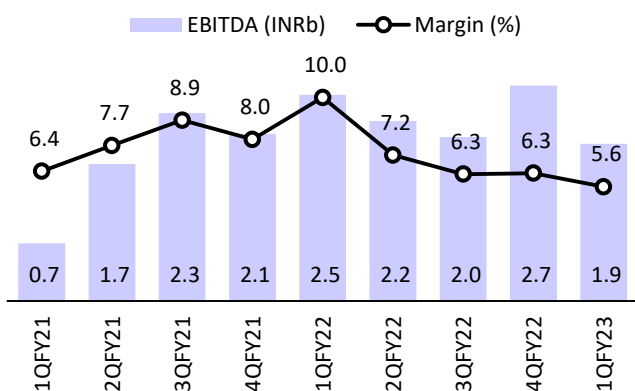
Source: Company, MOFSL

Exhibit 2: Volume trend



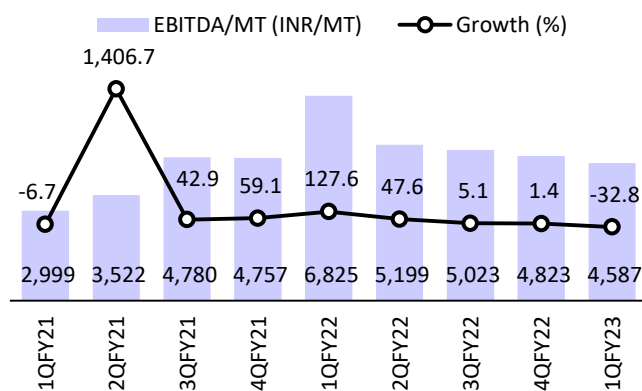
Source: Company, MOFSL

Exhibit 3: Consolidated EBITDA trend



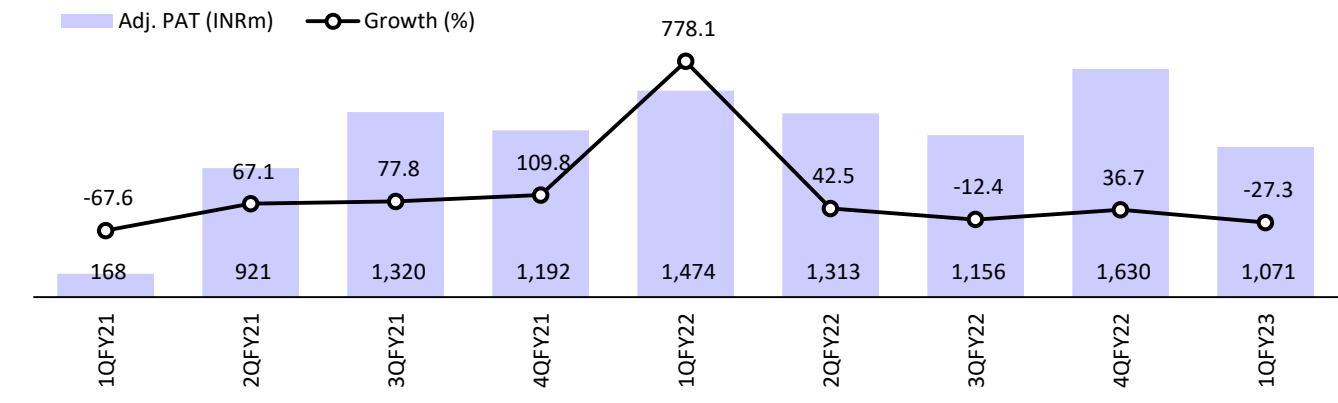
Source: Company, MOFSL

Exhibit 4: EBITDA/MT trend



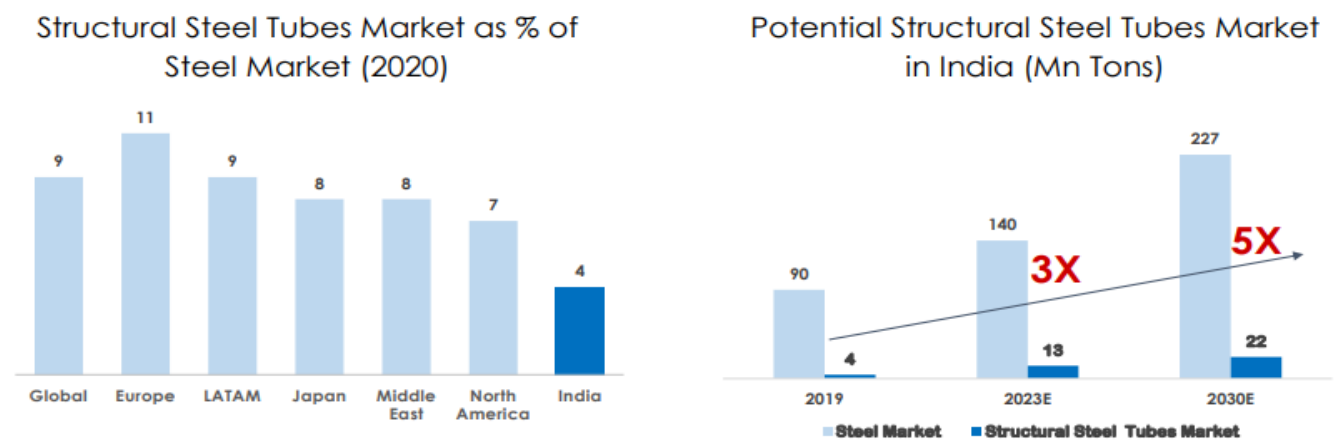
Source: Company, MOFSL

Exhibit 5: Consolidated Adj. PAT trend



Source: Company, MOFSL

Exhibit 6: India has a huge structural steel tubes-based construction potential



Source: Company, MOSL

Exhibit 7: Market creation by APAT

Conventional Construction Products	Applications	Why Structural Steel Tube replaces these products?	How we replaced the conventional products..
Steel Angle/Channels	Structural support, Towers infrastructure	Uniform Strength, Lower steel consumption	Low Diameter Steel Tubes/Low Load Bearing
Wood	Furniture, Door Frames, Planks	Cost Effective, Termite Proof, Environmental Friendly	
Aluminum Profiles	Facades & Glazing	Cost Effective, Higher Strength	
Reinforced Cement Concrete	Construction of Buildings	Faster Construction Environmental Friendly	High Diameter Steel Tubes/High Load Bearing
Fabricated Metal Sheet	Pre-Engineered Steel Buildings	Lower steel consumption Reduces overall project cost	

Exhibit 8: Structural steel tubes to play an important role in future construction projects



Source: Company, MOFSL

Exhibit 9: Hospital work at Delhi

<p>Geeta Colony</p>	<p>Sultanpuri</p>	<p>Shalimar Bagh</p>
<p>Fabrication & Erection 1,000 ton</p>	<p>Fabrication & Erection 600 ton</p>	<p>Fabrication & Erection 3,300 ton</p>
<p>GTB Hospital</p>	<p>Sarita Vihar</p>	
<p>Fabrication & Erection 1,800 ton</p>	<p>Fabrication & Erection 900 ton</p>	

Source: MOSL, Company

Exhibit 10: Raipur plant update

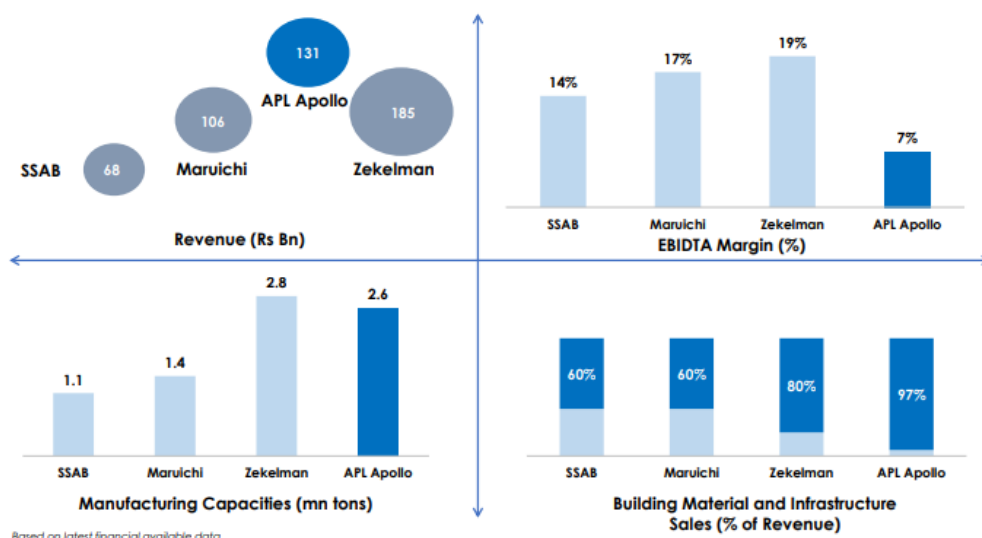


HIGHLIGHTS

- Upcoming 400 Acre Raipur plant progressing on expected lines
- Project to commence in phases starting H1FY23
- Total Capacity – **1.5mn ton**
- 100% value added products
- Total capex **Rs8bn; c75%** already incurred

Source: Company, MOFSL

Exhibit 11: Global peer benchmarking



Source: Company, MOSL



Highlights from the management commentary

Business update

- 1QFY23 was a mixed quarter for the company as the quarter sales in term of volume fell sequentially on account of destocking of channels.
- Fall in HRC prices with an expectation of further fall led to channel destocking in 1QFY23. The current HRC prices are at INR57/kg. Domestic HRC price is still higher than international prices by ~INR3/kg. Management expects HRC prices to bottom out at ~INR52/kg.
- The Company recorded around 60,000+ downloads of Aalishaan app from end-consumers of which 25,000+ downloads are from fabricators with 300+ designs and 16 patents registered.

Capex plans

- APAT is setting up two new plants (one in Kolkata and in Dubai each) with an investment of INR1.5b. The Dubai plant with capacity of 0.3MMT is under construction as company has identified land and given contract for building to a local contractor. While company is yet to find the land for the project of building 0.2MMT capacity plant in Kolkata
- Further, APAT is innovating its galvanized lines to improve efficiency by investing around INR1b to help reduce Zinc consumption by upto 4kg per steel tube ton (saving ~INR900m),
- **APAT has planned for a total capex of INR6.5b to be funded from internal cash flows in FY23-24E.**

Raipur plant update

- Upcoming Raipur plant of 400 acres is progressing on expected lines.
- Project is expected to commence in phases starting from 1HFY23
- Total capex required for plant was ~INR8b, out of which 75% is already incurred and the balance is expected to be spent in next two to three months.
- Area of 1.5mn square feet of Raipur plant is being built using 100% Apollo Column Tubes
- Company is conducting series of seminar and inviting all the industry influencer to talk about the new products coming from Raipur plant. Company is getting good feedback from them regarding its new product lines
- EBITDA/MT to be INR6,000-8,000/MT for Raipur plant v/s existing 4,500/MT for existing company products.
- Further capex plans in the Raipur unit will be considered by the management once it reaches capacity of 3MMT.

Guidance

- In near term, APAT is not expecting further destocking as majority of channel is already destocked and working on minimum inventory levels.
- The company is firm on its 1HFY23/FY23 guidance of achieving sales volume of ~1MMT/2.3MMT despite a lower sales volume in 1QFY23.
- The management expects margins pressure to sustain in 1HFY23 with recovery visible in 2HFY23.
- Further, management expects additional demand to come in when prices stabilizes,
- From long term perspective, management is maintaining its FY25 guidance of 4MMT of capacity and expects 32% volume CAGR till FY25
- Current market size is ~7MMT of which 3MMT is primary steel and 4MMT from secondary steel. APAT is bullish on demand going forward as the price gap between primary and secondary steel market has narrowed down led by decrease in prices of primary steel. In last one year the prices in the primary and secondary steel had INR15,000 to INR20,000/MT gap which has narrowed down to INR4,000/MT. By FY25 the primary steel market is expected to reach 6MMT of which ~2.75-3MMT will be APAT's contribution. The company is targeting ~65-70% share of primary steel market i.e. ~4MMT+ volumes by FY25.

Other Highlights

- Net Working Capital days for 1QFY23 stood at 8 days v/s 7 days for FY22
- Valued added sales stood at 61% for 1QFY23 v/s 63% for FY22. Value added products contribute to EBITDA/MT of more than INR4,000 v/s INR2,000 for standard products.
- Net debt increased to INR3b in 1QFY23 v/s INR2b in FY22.
- In Heavy structural tubes segment APAT recently got order for 15 storey commercial tower in the NCR region. APAT is also in talks for ~50 projects which will require ~0.2MMT of tubes.
- The hearing of merger with APL Tricot was last held in mid-July. APAT expects the final order in next hearing on 1st week of August. Shareholders might get swap shares within 30 to 60 days of order
- Company current raw material cycle is of ~15 days. Raw material prices are now decided in end of each month from May'22 instead of earlier practice of deciding it in start of each month. During destocking the channel inventory days comes down to 15 days and during re-stocking it again moves up to 25-30days.
- Conversion spread of company should ideally increase due to upcoming capacity of steel in market as company will be in better negotiating position

Valuation and View

- We believe the earnings momentum of APAT would continue with: a) growing demand across segments, b) increased product penetration, having a robust distribution network, c) an increase in the share of VAP, thus driving margins, d) the introduction of Apollo Mart, and e) its market leadership position.
- Kicking-in of operating leverage, growing share of VAP and addition of high margin products from Raipur unit is expected to lead to an improvement in margin and higher cash generation.
- We retain our earnings estimates for FY23/FY24 as the company is expected to maintain its growth trajectory on a strong demand outlook.
- We expect a revenue/EBITDA/PAT CAGR of 19%/25%/33% over FY22–24, respectively. We value the stock at 33x FY24E EPS to arrive at our TP of INR1,190. **Maintain BUY**

Exhibit 12: Changes to our estimates

Earnings change (INR m)	Old		New		Change	
	FY23E	FY24E	FY23E	FY24E	FY23E	FY24E
Revenue	1,53,232	1,89,470	1,56,156	1,85,369	2%	-2%
EBITDA	11,557	14,751	11,532	14,734	0%	0%
Adj. PAT	7,547	9,951	7,486	9,929	-1%	0%

Financials and valuations

Consolidated - Income Statement

(INR m)

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Total Income from Operations	42,136	39,239	53,348	71,523	77,232	84,998	1,30,633	1,56,156	1,85,369
Change (%)	34.3	-6.9	36.0	34.1	8.0	10.1	53.7	19.5	18.7
RM Cost	35,546	32,324	45,483	63,077	65,786	71,648	1,12,231	1,35,247	1,60,344
Employees Cost	629	754	862	1,079	1,422	1,296	1,530	1,833	1,854
Other Expenses	3,145	2,832	3,292	3,439	5,252	5,266	7,419	7,544	8,437
Total Expenditure	39,319	35,909	49,637	67,595	72,459	78,210	1,21,181	1,44,624	1,70,635
% of Sales	93.3	91.5	93.0	94.5	93.8	92.0	92.8	92.6	92.1
EBITDA	2,817	3,330	3,710	3,928	4,773	6,787	9,453	11,532	14,734
Margin (%)	6.7	8.5	7.0	5.5	6.2	8.0	7.2	7.4	7.9
Depreciation	341	509	534	643	959	1,028	1,090	1,304	1,573
EBIT	2,476	2,821	3,176	3,286	3,814	5,759	8,363	10,229	13,161
Int. and Finance Charges	695	720	813	1,134	1,073	661	445	440	450
Other Income	103	60	80	117	222	359	405	416	556
PBT bef. EO Exp.	1,883	2,160	2,443	2,269	2,963	5,458	8,323	10,205	13,267
EO Items	-253	0	0	0	0	0	0	0	0
PBT after EO Exp.	1,630	2,160	2,443	2,269	2,963	5,458	8,323	10,205	13,267
Total Tax	624	639	862	787	403	1,381	2,133	2,584	3,338
Tax Rate (%)	38.3	29.6	35.3	34.7	13.6	25.3	25.6	25.3	25.2
Minority Interest	0	0	0	0	180	475	617	136	0
Reported PAT	1,006	1,521	1,581	1,482	2,380	3,602	5,573	7,486	9,929
Adjusted PAT	1,259	1,521	1,581	1,482	2,380	3,602	5,573	7,486	9,929
Change (%)	97.5	20.8	4.0	-6.2	60.5	51.3	54.7	34.3	32.6
Margin (%)	3.0	3.9	3.0	2.1	3.1	4.2	4.3	4.8	5.4

Consolidated - Balance Sheet

(INR m)

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Equity Share Capital	234	236	237	239	249	250	501	552	552
Total Reserves	5,441	6,798	8,141	9,402	13,313	16,697	22,139	29,750	38,299
Net Worth	5,676	7,034	8,379	9,641	13,562	16,947	22,640	30,302	38,851
Minority Interest	0	0	0	0	954	1,383	2,000	0	0
Total Loans	6,498	5,944	7,751	8,581	8,338	5,203	5,806	5,806	4,006
Deferred Tax Liabilities	859	813	994	1,200	1,012	1,112	1,187	1,187	1,187
Capital Employed	13,033	13,790	17,124	19,422	23,865	24,644	31,633	37,294	44,044
Gross Block	7,291	6,922	9,617	11,626	17,246	18,568	20,677	26,207	29,963
Less: Accum. Deprn.	1,058	454	988	1,548	2,507	3,535	4,625	5,928	7,501
Net Fixed Assets	6,233	6,468	8,628	10,078	14,738	15,033	16,053	20,278	22,462
Goodwill on Consolidation	429	230	230	230	1,375	1,375	1,375	2,796	2,796
Capital WIP	320	1,224	460	275	101	1,077	5,037	2,507	2,251
Total Investments	131	4	11	494	15	15	913	2,863	5,363
Current Investments	0	0	0	0	0	0	50	2,000	4,500
Curr. Assets, Loans&Adv.	9,491	10,519	12,483	16,663	16,431	16,491	21,147	24,275	29,391
Inventory	5,944	4,696	5,915	7,835	7,842	7,599	8,472	10,302	12,155
Account Receivables	2,201	2,949	4,321	5,433	4,764	1,306	3,417	4,278	5,079
Cash and Bank Balance	14	16	68	478	456	3,579	3,764	3,449	4,743
Loans and Advances	1,333	2,859	2,179	2,917	3,370	4,006	5,494	6,246	7,415
Curr. Liability & Prov.	3,572	4,656	4,688	8,317	8,796	9,345	12,891	15,425	18,219
Account Payables	2,581	4,039	3,793	6,989	7,644	7,859	10,595	12,679	14,960
Other Current Liabilities	506	459	814	1,220	979	1,310	2,113	2,526	2,998
Provisions	484	157	81	108	173	177	184	220	261
Net Current Assets	5,920	5,864	7,795	8,346	7,636	7,145	8,256	8,850	11,172
Appl. of Funds	13,033	13,790	17,124	19,422	23,865	24,644	31,633	37,295	44,044

Financials and valuations

Ratios

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Basic (INR)									
EPS	4.6	5.5	5.7	5.4	8.6	13.0	20.2	27.1	36.0
Cash EPS	5.8	7.4	7.7	7.7	12.1	16.8	24.1	31.8	41.7
BV/Share	20.6	25.5	30.4	34.9	49.1	61.4	82.0	109.8	140.8
DPS	0.8	1.0	1.2	1.2	0.0	0.0	3.5	4.0	5.0
Payout (%)	28.0	22.5	25.3	27.7	0.0	0.0	17.3	14.7	13.9
Valuation (x)									
P/E	199.9	165.5	159.2	169.8	105.8	69.9	45.2	33.6	25.4
Cash P/E	157.3	124.0	119.0	118.4	75.4	54.4	37.8	28.6	21.9
P/BV	44.4	35.8	30.0	26.1	18.6	14.9	11.1	8.3	6.5
EV/Sales	6.1	6.6	4.9	3.6	3.4	3.0	2.0	1.6	1.3
EV/EBITDA	91.7	77.4	69.9	66.1	54.6	37.5	27.1	21.9	16.7
Dividend Yield (%)	0.1	0.1	0.1	0.1	0.0	0.0	0.4	0.4	0.5
FCF per share	0.9	11.6	3.5	4.8	-5.4	24.2	1.6	13.1	24.9
Return Ratios (%)									
RoE	23.7	23.9	20.5	16.5	20.5	23.6	28.2	28.3	28.7
RoCE	14.5	16.1	14.5	12.9	17.4	20.8	25.8	24.6	26.0
RoIC	13.6	15.8	14.1	12.4	15.9	19.9	29.7	30.3	32.7
Working Capital Ratios									
Fixed Asset Turnover (x)	5.8	5.7	5.5	6.2	4.5	4.6	6.3	6.0	6.2
Asset Turnover (x)	3.2	2.8	3.1	3.7	3.2	3.4	4.1	4.2	4.2
Inventory (Days)	51	44	40	40	37	33	24	24	24
Debtor (Days)	19	27	30	28	23	6	10	10	10
Creditor (Days)	22	38	26	36	36	34	30	30	29
Leverage Ratio (x)									
Current Ratio	2.7	2.3	2.7	2.0	1.9	1.8	1.6	1.6	1.6
Interest Cover Ratio	3.6	3.9	3.9	2.9	3.6	8.7	18.8	23.3	29.2
Net Debt/Equity	1.1	0.8	0.9	0.8	0.6	0.1	0.1	0.0	-0.1

Consolidated - Cash Flow Statement

Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
OP/(Loss) before Tax	1,630	2,160	2,443	2,269	2,963	5,458	8,323	10,205	13,267
Depreciation	341	509	534	0	959	1,028	1,090	1,304	1,573
Interest & Finance Charges	669	711	789	0	851	302	40	24	-106
Direct Taxes Paid	-432	-629	-602	-673	-403	-1,381	-2,133	-2,584	-3,338
(Inc)/Dec in WC	-2,335	330	-2,342	287	725	3,577	-802	-910	-1,028
CF from Operations	-127	3,082	823	1,884	5,096	8,983	6,517	8,039	10,368
Others	240	72	91	1,693	0	0	0	0	0
CF from Operating incl EO	113	3,154	914	3,576	5,096	8,983	6,517	8,039	10,368
(Inc)/Dec in FA	149	61	48	-2,261	-6,591	-2,298	-6,070	-4,421	-3,500
Free Cash Flow	261	3,215	961	1,316	-1,495	6,685	447	3,618	6,868
(Pur)/Sale of Investments	-18	2	2	-390	479	0	-898	-1,950	-2,500
Others	-1,227	-1,761	-1,703	13	1,763	-4,171	1,666	416	556
CF from Investments	-1,096	-1,697	-1,654	-2,639	-4,349	-6,468	-5,301	-5,955	-5,444
Issue of Shares	0	106	100	56	10	1	251	1,280	0
Inc/(Dec) in Debt	1,673	-554	1,807	830	-244	-3,135	603	0	-1,800
Interest Paid	-695	-725	-772	-1,014	-1,073	-661	-445	-440	-450
Dividend Paid	-141	-234	-283	-400	0	0	-966	-1,104	-1,380
Others	-28	-47	-59	0	538	4,403	-474	-2,136	0
CF from Fin. Activity	809	-1,454	792	-528	-768	609	-1,031	-2,400	-3,630
Inc/Dec of Cash	-175	2	52	410	-22	3,123	185	-316	1,294
Opening Balance	188	14	16	68	478	456	3,579	3,764	3,449
Closing Balance	13	16	68	478	456	3,579	3,764	3,449	4,743

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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