

Estimate change	↓
TP change	↔
Rating change	↔

**CMP: INR4,320**      **TP: INR4,650 (+8%)**      **Neutral**

## Deal wins to drive FY24 growth despite near-term hit

### Soft start to dent margin performance

Bloomberg	LTIM IN
Equity Shares (m)	296
M.Cap.(INRb)/(USD\$b)	1278 / 15.6
52-Week Range (INR)	5361 / 3733
1, 6, 12 Rel. Per (%)	-11/-9/-16
12M Avg Val (INR M)	2092

### Financials & Valuations (INR b)

Y/E Mar	2023	2024E	2025E
Sales	331.8	371.9	424.3
EBIT Margin (%)	16.5	16.6	17.6
PAT	44.9	51.4	62.4
EPS (INR)	151.8	174.0	211.2
EPS Gr. (%)	14.8	14.6	21.4
BV/Sh. (INR)	560.9	665.8	792.6

### Ratios

RoE (%)	26.1	28.3	29.0
RoCE (%)	24.9	23.7	24.4
Payout (%)	39.5	40.0	40.0

### Valuations

P/E (x)	28.5	24.8	20.5
P/BV (x)	7.7	6.5	5.5
EV/EBITDA (x)	19.4	16.8	13.8
Div Yield (%)	1.4	1.6	2.0

### Shareholding pattern (%)

As On	Mar-23	Dec-22	Mar-22
Promoter	68.7	68.7	74.1
DII	11.7	10.4	7.5
FII	8.4	9.3	10.1
Others	11.2	11.6	8.4

FII Includes depository receipts

- LTIM posted 0.7% QoQ/13.5% YoY CC growth in 4QFY23, below our estimate of 1.6% QoQ. Growth was led by Retail & CPG (+2.4% QoQ) and BFSI (+2.7% QoQ), while CMT and Healthcare were down 1.5% QoQ and 2.2% QoQ, respectively. EBIT margin stood at 16.4%, in line with our estimate. PAT came in at INR11.1b, below our estimate of INR11.9b, due to an FX loss of INR523m v/s a gain of INR490m in Q3.

- Q4 performance was muted, with some pockets of weakness in the CMT and Healthcare verticals due to a slowdown in decision-making. LTIM expects Q1 performance to be affected by execution delay on few strategic accounts due to a near-term pause, followed by a strong pick-up on account of cost optimization deal wins in 2HFY23. The management expects this to help LTIM deliver double-digit YoY growth in FY24.

- While we see the strong order inflow of USD2.6b over 2HFY23 (1.2x book to bill) as positive, our FY24 USD revenue growth estimate (9.5% YoY CC) is lower than the company's growth guidance on account of the weak start to FY24 and the uncertain macro environment. We continue to believe LTIM is well placed to gain from a healthy mix of cost-takeout deals and transformation spend and expect a strong recovery in FY25 despite the larger scale after the merger between LTI and Mindtree. We expect LTIM to deliver a USD revenue CAGR of 12.3% over FY23-25 despite weak demand.

- The margin recovery was quite strong in Q4, with integration benefits contributing an 80bp QoQ improvement in margin. The company aspires to reach 17-18% EBIT margin level, although we see it as tough in FY24 on account of weaker growth. We build in EBIT margin of 16.6% in FY24, followed by a 100bp pickup next year to 17.6%. This should help LTIM deliver a PAT CAGR of 19.0% over FY23-25E.

- Our TP of INR4,650/share implies 22x FY25E EPS. We maintain our **Neutral** rating.

### Miss on revenue; in-line margins

- CC revenue was up 0.7% QoQ and 13.5% YoY, INR EBIT grew 10% YoY, and INR PAT was flat YoY in 4QFY23.

- For FY23, CC revenue grew 19.9% YoY, while EBIT margin stood at 16.5%.

- OCF/PAT conversion stood at 88.5% v/s 65.8% in 3Q, while FCF/Net Income stood at 78%.

- In FY23, the order inflow remained strong at USD4.87b, while in Q4 it stood at USD1.35b (up 8% QoQ).

**Key highlights from the management commentary**

- The reduction in headcount (~1,916) was majorly attributed to the reduction in lateral hires and as a combined entity, the company had enough bench strength to redeploy talent. The focus is on properly utilizing the bench.
- The company remains optimistic about its future performance; however, Q1 might be affected by a delay in decision-making for few of its strategic accounts in Hi-Tech.
- Pricing remained stable in Q4. The frequency of cost-takeout deals has increased over transformation deals, which is leading to lower realization for the period.
- On the margin, the company aspires to reach the threshold of 17-18% level, and it will start working on the operational levers gradually and will catch-up over time.
- The margin improvement was led by the absence of furloughs and higher working days (+80bp QoQ), integration benefits (+80bp QoQ), and operational efficiency (+90bp QoQ).

**Industry-leading growth to defend rich valuations**

- LTIM as a combined entity has deep domain capabilities, strong partnerships with hyperscalers, and a robust sales engine, which will result in industry-leading growth rates. We expect a USD revenue CAGR of 12.3% over FY23-25, which is at the top end of our Tier-I IT Coverage Universe. We see a PAT CAGR of 19% over FY23-25E.
- We value the stock at 22x FY25E EPS. Our TP is INR4,650 per share. We maintain our **Neutral** rating.

**Quarterly Performance**

Y/E March	(INR m)											
	FY22				FY23				FY22	FY23	Est. 4QFY23	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue (USD m)	780	858	918	945	980	1,022	1,047	1,058	3,502	4,106	1,068	(1.0)
QoQ (%)	6.1	10.0	7.0	2.9	3.7	4.3	2.4	1.0	27.5	17.2	2.1	(102)
Revenue (INR m)	57,542	63,532	68,807	71,990	76,439	82,278	86,200	86,910	2,48,454	3,31,827	87,827	(1.0)
YoY (%)	16.7	22.8	32.9	33.8	32.8	29.5	25.3	20.7	-13.2	33.6	22.0	(127)
GPM (%)	30.2	30.1	32.3	30.0	29.9	30.8	28.6	29.9	29.6	29.8	30.2	(30)
SGA (%)	10.9	10.2	11.5	9.8	10.4	11.0	11.7	11.4	9.6	11.2	11.5	(5)
EBITDA	11,123	12,639	14,263	14,547	14,889	16,356	14,548	16,037	49,671	61,830	16,422	(2.3)
EBITDA Margin (%)	19.3	19.9	20.7	20.2	19.5	19.9	16.9	18.5	20.0	18.6	18.7	(25)
EBIT	9,745	11,179	12,745	12,932	13,225	14,397	12,767	14,214	44,370	54,603	14,578	(2.5)
EBIT Margin (%)	16.9	17.6	18.5	18.0	17.3	17.5	14.8	16.4	17.9	16.5	16.6	(24)
Other income	1,628	1,561	1,347	1,929	1,540	1,233	1,139	228	7,699	4,140	1,230	(81)
ETR (%)	26.1	25.4	25.5	25.3	25.1	23.9	22.3	22.9	24.9	23.6	25.0	
Adj PAT	8,402	9,506	10,501	11,106	11,060	11,890	10,807	11,141	39,123	44,898	11,855	(6.0)
QoQ (%)	4.3	13.1	10.5	5.8	-0.4	7.5	-9.1	3.1			9.7	
YoY (%)	20.0	-0.1	23.7	37.8	31.6	25.1	2.9	0.3	-11.4	14.8	6.7	
EPS (INR)	28.4	32.1	35.5	36.3	36.1	40.1	35.4	37.6	132.2	151.8	40.0	(6.1)

## Key performance indicators

Y/E March	FY22				FY23				FY22	FY23
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue (QoQ CC %)	5.9	10.6	7.5	3.2	5.0	5.5	1.9	0.7		19.9
<b>Margins (%)</b>										
Gross margin	30.2	30.1	32.3	30.0	29.9	30.8	28.6	29.9	29.6	29.8
EBIT margin	16.9	17.6	18.5	18.0	17.3	17.5	14.8	16.4	17.9	16.5
Net margin	14.6	15.0	15.3	15.4	14.5	14.5	12.5	12.8	15.7	13.5
<b>Operating metrics</b>										
Headcount	63,696	70,133	74,137	79,594	84,030	86,936	86,462	84,546	79,594	84,546
Attrition (%)	14.5	18.6	22.1	23.8	24	24.1	22.3	20.2	19.8	20
Offshore revenue (%)	86.1	85.2	84.0	83.2	83.5	83.5	82.9	81.7	84.6	82.9
Utilization (incl. trainees)										
<b>Key verticals (YoY %)</b>										
BFS		8.1	7.0	4.0	5.7	4.6	5.8	2.7		
Insurance		9.6	6.1	4.1	5.3	3.9	-4.5	-1.5		
CPG, Retail, and Pharma		10.0	12.5	-2.2	-2.9	3.7	10.6	1.0		
<b>Key geographies (YoY %)</b>										
North America		18.7	1.8	3.5	3.7	2.3	1.1	2.4		
Europe		8.1	5.8	3.8	7.0	6.1	1.6	0.5		



## Key highlights from the management commentary

## Demand and industry outlook

- BFSI – The entire focus has now shifted to cost-takeout, efficiency-driven and cash conversion deals. The clients in BFSI have paused their hiring, which is giving incremental opportunities to deploy Automation and AI. The deal pipeline remains strong and several deals are at the final stage of approval.
- HI-Tech – LTIM won a large deal in this space in Q4. However, decision-making has been slower across clients in this segment, while vendor consolidation has picked up well and is driving the incremental deal pipeline.
- Manufacturing – The Automotive vertical is performing really well, with vendor consolidation deals gaining pace with strong traction on unique platforms and solutions.
- Energy – The increase in commodity prices is driving the demand in the segment. Under O&G, there is a significant demand across upstream, midstream and downstream. The focus remains on the operational efficiency and low carbon footprint projects.
- CPG and Retail - Higher interest rates and inflation have taken a toll on consumer spending, which has affected non-essential retailers, which are shifting to automation, operational and cost-driven projects.
- TTH – The strong momentum continues for the segment on airlines, public transport and hotels.
- Outlook for FY24 – The company remains optimistic on its future performance; however, Q1 might be affected by a delay in decision-making for few of its strategic accounts in Hi-Tech. Otherwise, the steady order book of INR1.35b (+7% QoQ) and a healthy deal pipeline give confidence to the management to deliver industry-leading growth.
- The reduction in headcount was mainly due to the reduction in lateral hires and as a combined entity the company had enough bench strength to redeploy talent. The focus is on properly utilizing the bench.

- Pricing remained stable in Q4. The frequency of cost-takeout deals has increased over transformation deals, which is leading to lower realization for the period.

#### Margin performance

- The margin improvement was led by the absence of furloughs and higher working days (+80bp QoQ), integration benefits (+80bp QoQ), and operational efficiency (+90bp QoQ).
- OCF/PAT conversion stood at 88.5% v/s 65.8% in Q3.
- On the margin, the company aspires to reach the threshold of 17-18%; it will start working on the operational levers gradually and will catch up over time.

#### Exhibit 1: Europe leads growth in 4QFY23

Geographies	Contribution to revenue (%)	QoQ growth (%)	YoY growth (%)
North America	71.9	0.5	15.8
Europe	15.4	4.4	1.4
RoW	12.7	0.2	5.3

#### Exhibit 2: Strong growth in BFSI and Retail

Verticals	Contribution to revenue (%)	QoQ growth (%)	YoY growth (%)
BFSI	38.0	2.7	20.2
Manufacturing	17.5	1.0	12.6
CPG, Retail & Pharma	15.4	2.4	9.8
High-Tech, Media & Entertainment	23.0	(1.5)	3.0
Healthcare	6.1	-2.2	6.7

Source: MOFSL, Company

#### Exhibit 3: Muted Growth across client buckets

Clients	Contribution to revenue (%)	QoQ growth (%)	YoY growth (%)
Top five clients	25.4	-2.4	11.5
Top 10 clients	32.9	-1.7	9.9
Top 20 clients	44.0	-1.9	9.9

Source: MOFSL, Company

#### Exhibit 4: Change in Estimates

	Revised		Earlier		Change	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
INR/USD	82.0	82.0	82.5	82.5	-0.6%	-0.6%
USD Revenue - m	4,535	5,175	4,550	5,155	-0.3%	0.4%
Growth (%)	10.5	14.1	10.5	13.3	-10bps	80bps
EBIT margin(%)	16.6	17.6	16.9	18.0	-30bps	-40bps
PAT (INR m)	51,410	62,412	52,652	63,820	-2.4%	-2.2%
EPS	174.0	211.2	177.8	215.6	-2.2%	-2.0%

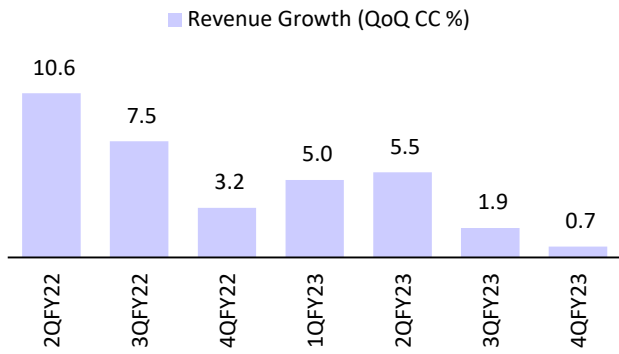
Source: MOFSL, Company

#### Industry-leading growth to defend rich valuations

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- We value the stock at 22x FY25E EPS. Our TP is INR4,650 per share. We maintain our **Neutral** rating.

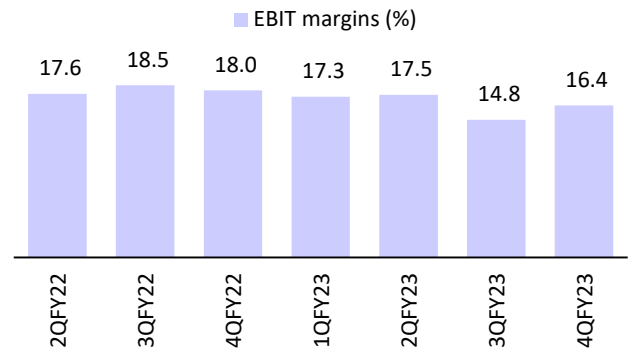
Story in charts

Exhibit 5: Growth has been muted for Q4



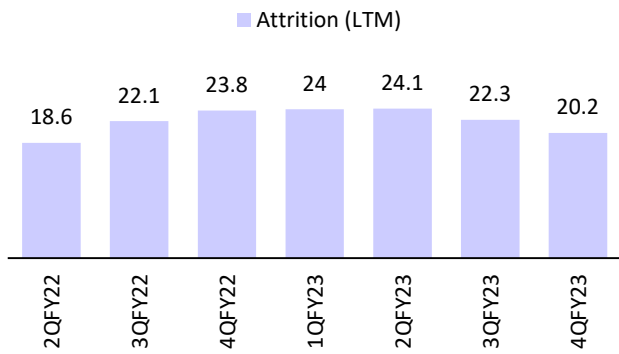
Source: Company, MOFSL

Exhibit 6: Q4 Margins recovered



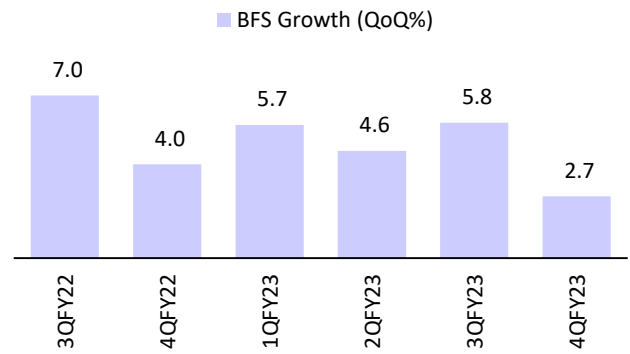
Source: Company, MOFSL

Exhibit 7: Attrition cooled off from the peak



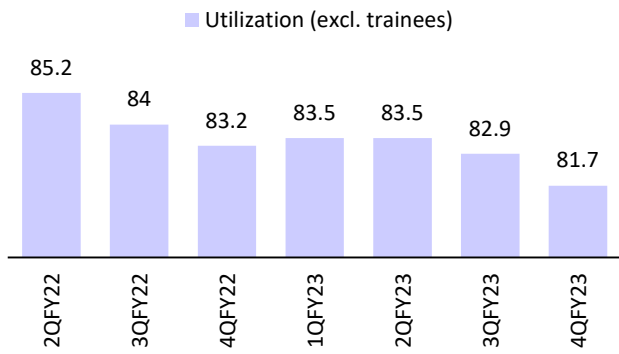
Source: Company, MOFSL

Exhibit 8: Growth moderated for BFSI



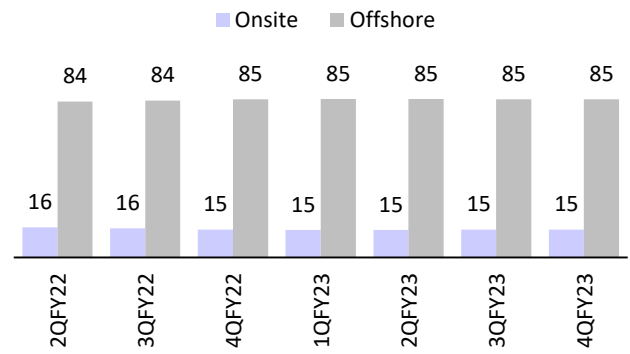
Source: Company, MOFSL

Exhibit 9: Utilization declined due to furloughs



Source: Company, MOFSL

Exhibit 10: Offshore Effort mix remained stable



Source: Company, MOFSL

# EBIT margins for the quarter (Q3, Q2FY23) and Q3FY22 are company reported numbers, rest are projected for the combined entity (LTIM)

## Operating metrics

### Exhibit 11: Operating metrics

	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23
<b>Revenue by verticals (%)</b>								
BFSI	36.2	37.4	37.4	37.5	37.3	37.3	37.2	38.0
Manufacturing	17.4	17.4	18.3	17.4	16.3	16.2	17.5	17.5
CPG, retail & pharma	15.2	16.4	15.6	15.7	15.7	15.4	15.2	15.4
High tech, media & entertainment	25.0	24.9	24.7	25.0	25.4	25.3	23.6	23.0
Healthcare, Life, Public Science	6.8	6.4	6.5	6.4	6.6	6.8	6.3	6.1
<b>Revenue by geography (%)</b>								
North America	70.9	69.7	68.9	69.5	71.7	72.9	72.3	71.9
Europe	16.5	17.5	16.9	17.0	15.3	14.6	14.9	15.4
ROW	12.7	12.8	14.2	13.5	13.0	12.5	12.8	12.7
<b>Client metrics (% of revenues)</b>								
Top 5 client	26.9	25.3	25.5	25.5	26.8	26.7	26.3	25.4
Top 10 client	35.7	33.7	34.0	33.5	34.5	34.3	33.8	32.9
Top 20 client	46.5	45.0	45.2	44.8	45.5	45.1	45.3	44.0
Top 40 client	59.3	58.4	59.1	58.4	58.7	57.4	57.6	56.8
Non Top 20 clients	53.5	55.0	54.8	55.2	54.5	54.9	54.7	56.0
Number of active clients	608	628	650	673	708	719	723	728
New clients added in the period	21	35	34	29	43	22	28	31
<b>Million \$ clients</b>								
5 Million \$ clients	109	117	120	125	130	137	144	146
10 Million \$ clients	66	74	76	76	79	77	81	81
20 Million \$ clients	26	30	31	37	40	38	37	38
50 Million \$ clients	8	9	9	10	10	11	11	13
100 Million \$ clients	2	2	2	2	2	2	2	2
<b>Employee metrics</b>								
Development	60,603	66,824	70,710	75,869	79,998	82,681	82,197	80,283
Sales and support	3,093	3,309	3,463	3,725	4,032	4,355	4,265	4,263
<b>Total employees</b>	<b>63,696</b>	<b>70,133</b>	<b>74,173</b>	<b>79,594</b>	<b>84,030</b>	<b>86,936</b>	<b>86,462</b>	<b>84,546</b>
<b>Efforts mix</b>								
Onsite	17.2	16.1	15.6	15.0	14.7	14.7	14.7	14.9
Offshore	82.8	83.9	84.4	85.0	85.3	85.3	85.1	85.1
<b>Utilization measures</b>								
Excluding trainees	86.1	85.2	84.0	83.2	83.5	83.5	82.9	81.7
<b>Attrition LTM (%)</b>	<b>14.5</b>	<b>18.6</b>	<b>22.1</b>	<b>23.8</b>	<b>24.0</b>	<b>24.1</b>	<b>22.3</b>	<b>20.2</b>

Source: Company, MOFSL

## Financials and valuations

Income Statement (#)								(INR m)
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>Sales</b>	<b>1,90,505</b>	<b>2,40,199</b>	<b>2,69,413</b>	<b>2,86,287</b>	<b>2,48,454</b>	<b>3,31,827</b>	<b>3,71,904</b>	<b>4,24,347</b>
Change (%)	11.9	26.1	12.2	6.3	(13.2)	33.6	12.1	14.1
Cost of Services	1,20,111	1,51,777	1,77,967	1,95,985	1,74,845	2,32,988	2,60,217	2,92,755
SG&A Expenses	30,057	37,003	36,068	26,759	23,938	37,009	42,025	47,951
<b>EBITDA</b>	<b>40,337</b>	<b>51,419</b>	<b>55,378</b>	<b>63,543</b>	<b>49,671</b>	<b>61,830</b>	<b>69,662</b>	<b>83,640</b>
As a percentage of Net Sales	21.2	21.4	20.6	22.2	20.0	18.6	18.7	19.7
Depreciation	4,996	4,852	8,239	8,520	5,301	7,227	7,810	8,911
Other Income	7,553	4,639	1,796	3,410	7,699	4,140	6,694	8,487
<b>PBT</b>	<b>42,893</b>	<b>51,206</b>	<b>48,934</b>	<b>58,434</b>	<b>52,069</b>	<b>58,743</b>	<b>68,547</b>	<b>83,216</b>
Tax	6,738	9,770	8,780	14,262	12,946	13,845	17,137	20,804
Rate (%)	15.7	19.1	17.9	24.4	24.9	23.6	25.0	25.0
Minority Interest	0	0	0	0	0	11	0	0
Extraordinary	617	0	0	-571	0	800	0	0
<b>Adjusted PAT</b>	<b>36,155</b>	<b>41,435</b>	<b>40,154</b>	<b>44,172</b>	<b>39,123</b>	<b>44,898</b>	<b>51,410</b>	<b>62,412</b>
Change (%)	52	15	-3	10	-11	15	15	21
<b>Reported PAT</b>	<b>35,538</b>	<b>41,435</b>	<b>40,154</b>	<b>44,743</b>	<b>39,123</b>	<b>44,098</b>	<b>51,410</b>	<b>62,412</b>

Balance Sheet (*)								(INR m)
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Share Capital	172	174	174	175	296	296	296	296
Reserves	38,426	48,764	53,866	72,859	1,42,576	1,65,625	1,96,471	2,33,918
<b>Net Worth</b>	<b>38,598</b>	<b>48,938</b>	<b>54,040</b>	<b>73,034</b>	<b>1,42,872</b>	<b>1,65,921</b>	<b>1,96,767</b>	<b>2,34,214</b>
Minority Interest	13	8	11	37	57	71	71	71
Other liabilities	1,453	1,283	10,886	7,697	11,972	14,143	14,100	14,164
<b>Capital Employed</b>	<b>40,064</b>	<b>50,229</b>	<b>64,937</b>	<b>80,768</b>	<b>1,54,901</b>	<b>1,80,135</b>	<b>2,10,938</b>	<b>2,48,449</b>
<b>Net Block</b>	<b>2,508</b>	<b>3,084</b>	<b>12,104</b>	<b>10,481</b>	<b>13,772</b>	<b>17,823</b>	<b>18,013</b>	<b>17,102</b>
Intangibles	4,298	6,330	7,684	9,241	14,861	15,452	15,452	15,452
Other LT Assets	5,047	5,614	5,170	6,056	27,805	29,789	34,853	43,516
<b>Curr. Assets</b>	<b>41,645</b>	<b>51,664</b>	<b>63,290</b>	<b>81,313</b>	<b>1,49,386</b>	<b>1,71,897</b>	<b>1,93,370</b>	<b>2,25,927</b>
Current Investments	12,643	17,402	22,186	36,282	57,882	53,349	63,349	73,349
Debtors	22,327	23,845	27,541	26,906	56,271	72,284	64,192	74,406
Cash and Bank Balance	3,323	4,150	5,252	7,594	14,462	23,389	39,825	46,638
Other Current Assets	3,352	6,267	8,311	10,531	20,771	22,875	26,004	31,534
<b>Current Liab. and Prov.</b>	<b>13,434</b>	<b>16,463</b>	<b>23,311</b>	<b>26,323</b>	<b>50,923</b>	<b>54,826</b>	<b>50,750</b>	<b>53,549</b>
Trade payables	3,792	4,669	7,269	8,277	13,250	12,938	11,157	10,609
Other liabilities	7,798	9,686	13,454	14,504	31,381	33,754	31,459	34,806
Provisions	1,844	2,108	2,588	3,542	6,292	8,134	8,134	8,134
<b>Net Current Assets</b>	<b>28,211</b>	<b>35,201</b>	<b>39,979</b>	<b>54,990</b>	<b>98,463</b>	<b>1,17,071</b>	<b>1,42,619</b>	<b>1,72,379</b>
<b>Application of Funds</b>	<b>40,064</b>	<b>50,229</b>	<b>64,937</b>	<b>80,768</b>	<b>1,54,901</b>	<b>1,80,135</b>	<b>2,10,938</b>	<b>2,48,449</b>

E: MOFSL estimates

# Pro Forma P&L statement for the combined entity (LTI) from FY18 to FY21

\* Standalone (LTI) Balance Sheet from FY18 to FY21

## Financials and valuations

### Ratios (\*)

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>EPS</b>	<b>78.4</b>	<b>92.4</b>	<b>89.4</b>	<b>98.9</b>	<b>132.2</b>	<b>151.8</b>	<b>174.0</b>	<b>211.2</b>
Cash EPS	89.5	103.3	107.8	117.8	150.1	173.5	200.4	241.4
Book Value	85.2	109.2	120.3	161.5	482.7	560.9	665.8	792.6
DPS	29.9	31.1	22.7	37.6	63.9	60.0	69.6	84.5
Payout (%)	38.1	33.7	25.4	38.0	48.3	39.5	40.0	40.0
<b>Valuation (x)</b>								
P/E ratio	55.1	46.7	48.3	43.7	32.7	28.5	24.8	20.5
Cash P/E ratio	48.3	41.8	40.1	36.7	28.8	24.9	21.6	17.9
EV/EBITDA ratio	48.1	37.2	34.5	30.1	24.3	19.4	16.8	13.8
EV/Sales ratio	10.2	8.0	7.1	6.7	4.9	3.6	3.2	2.7
Price/Book Value ratio	50.7	39.6	35.9	26.7	9.0	7.7	6.5	5.5
Dividend Yield (%)	0.7	0.7	0.5	0.9	1.5	1.4	1.6	2.0
<b>Profitability Ratios (%)</b>								
RoE	101.4	94.6	78.0	70.4	36.2	26.1	28.3	29.0
RoCE	82.8	83.5	67.2	57.1	28.3	24.9	23.7	24.4
<b>Turnover Ratios</b>								
Debtors (Days)	42.78	36.23	37.31	34.30	83	80	63	64
Fixed Asset Turnover (x)	76.0	77.9	22.3	27.3	18.0	18.6	20.6	24.8

### Cash Flow Statement (#)

Y/E March	FY22	FY23	FY24E	FY25E
CF from Operations	44,695	48,591	59,220	71,323
Cash for Working Capital	-12,188	-17,645	-4,220	-21,546
<b>Net Operating CF</b>	<b>32,507</b>	<b>30,946</b>	<b>55,000</b>	<b>49,778</b>
Net Purchase of FA	-10,529	-9,346	-8,000	-8,000
<b>Free Cash Flow</b>	<b>21,978</b>	<b>21,600</b>	<b>47,000</b>	<b>41,778</b>
Net Purchase of Invest.	-5,924	6,037	-10,000	-10,000
<b>Net Cash from Invest.</b>	<b>-16,453</b>	<b>-3,309</b>	<b>-18,000</b>	<b>-18,000</b>
Proc. from equity issues	2	12	0	0
Proceeds from LTB/STB	-3,529	-3,702	0	0
Dividend Payments	-13,277	-15,627	-20,564	-24,965
<b>Cash Flow from Fin.</b>	<b>-16,804</b>	<b>-19,317</b>	<b>-20,564</b>	<b>-24,965</b>
Exchange difference	21	607	0	0
<b>Net Cash Flow</b>	<b>-729</b>	<b>8,927</b>	<b>16,436</b>	<b>6,813</b>
<b>Opening Cash Bal.</b>	<b>15,191</b>	<b>14,462</b>	<b>23,389</b>	<b>39,825</b>
Add: Net Cash	-729	8,927	16,436	6,813
<b>Closing Cash Bal.</b>	<b>14,462</b>	<b>23,389</b>	<b>39,825</b>	<b>46,638</b>

E: MOFSL estimates

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Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
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SELL	< - 10%
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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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