

Estimate change



TP change



Rating change



Bloomberg	SOBHA IN
Equity Shares (m)	95
M.Cap.(INRb)/(USDb)	48.1 / 0.6
52-Week Range (INR)	750 / 412
1, 6, 12 Rel. Per (%)	8/-19/-12
12M Avg Val (INR M)	238

#### Financials & Valuations (INR b)

Y/E Mar	FY23	FY24E	FY25E
Sales	33	36	41
EBITDA	4	5	8
EBITDA (%)	11	14	19
PAT	1	2	5
EPS (INR)	11	25	49
EPS Gr. (%)	-40	132	97
BV/Sh. (INR)	259	281	326

#### Ratios

Net D/E	0.6	0.6	0.4
RoE (%)	4	9	16
RoCE (%)	6	9	13
Payout (%)	27	14	7

#### Valuations

P/E (x)	47	20	10
P/BV (x)	2	2	2
EV/EBITDA (x)	17	13	8
Div Yield (%)	1	0.7	0.7

#### Shareholding pattern (%)

As On	Mar-23	Dec-22	Mar-22
Promoter	33.8	33.8	33.9
DII	5.5	4.8	4.3
FII	5.4	5.3	2.5
Others	55.3	56.1	59.4

**CMP: INR508**

**TP: INR750 (+48%)**

**Buy**

## Operational performance higher than expected

### Record performance in FY23; setting up for another strong year in FY24

- SOBHA reported another record performance with best-ever sales booking of INR14.6b, up 32% YoY and 7% above our estimate. For FY23, pre-sales jumped 34%YoY to INR52b and ahead of its guidance of 15-20% growth.
- The company launched its first project at Hyderabad and contributed 10% to pre-sales. Contribution from Bengaluru sustained at over 50% and Gurugram contributed ~20% to overall sales.
- Sales volume increased 10% YoY to 1.5msf (flat QoQ). Blended realization achieved a record high of ~INR9,900/sqft. Sales volume for FY23 grew 15% to 5.7msf, with a 17% increase in realization to INR9,200/sqft, driven by a higher proportion of premium properties in the sales mix.
- In FY24, the company intends to launch 7-8msf of projects v/s 4msf in FY23 and expects to deliver 15-20% growth in pre-sales. We estimate a pre-sales of INR60b in FY24, up 15% YoY.
- **P&L performance:** Revenue was up 87% YoY to INR12b, driven by the completion of 1.36msf during the quarter. However, EBITDA margins continue to remain subdued at ~10%, due to operational loss in contractual segment and recognition of low margin projects. PAT stood at INR0.5b at a margin of 4%.

### Focusing on new land investments to sustain growth

- Collections increased 11% YoY to a record high of INR14.2b, driven by a 12% rise in residential inflows to INR11.8b. However, increase in construction flows led to a 9% drop in OCF to INR3.7b
- SOBHA spent INR1.4b on land, taking its total land investment to INR2b in 2HFY24. The company will incrementally focus on new land investment in its core markets of Bengaluru, NCR, Pune, and Hyderabad to sustain the growth beyond FY25.
- A surplus of INR1.2b in cash flows resulted in an accumulation of cash balance rather than being utilized to reduce debt. Thus, while gross debt remained flat QoQ at INR20b, net debt was down to INR16.4b or 0.66x of equity

### Highlights from the management commentary

- **Launches:** Demand momentum continues to remain healthy and the company wants to keep up with the momentum. It has planned a launch of 7-8msf of projects in FY24, of which, 5msf will be in Bengaluru, 1msf in NCR and the remaining in other markets. The company expects to sustain a similar run-rate in FY25.
- **Pricing:** The management is factoring in only inflationary growth in pricing and further growth will depend on demand momentum.
- **Operating Margin:** The company will continue to witness margin pressure in contractual business for a quarter and the residential segment for the next two-three quarters. Residential EBITDA margin is expected to improve to over 15% and PAT margin will be in double digits.

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

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**Valuation and view**

- With higher-than-expected launches in FY24, we increase our FY24/FY25 pre-sales estimate by 7%/11% to INR60b/INR68b. On the P&L front, we maintain our revenue estimate, but have reduced EBITDA by 36%/24% for FY24/25, reflecting the margin pressure on the contracting business.
- SOBHA is progressing well on the pre-sales growth trajectory. The steady cash flow is enabling debt reduction and renewed focus on new land investments. However, with the delay in launch of Hosur project and the launch at Hoskote still more than a year away, we do not expect any material re-rating triggers from the land valuation perspective in the near term.
- That said, the current valuations imply a near zero value (INR3b) to the land bank, which is unwarranted. We arrive at a fair land value of INR26b (taken at book value) v/s INR3b of implied value. We roll-forward our estimates and also bake in marginal debt repayment thus resulting in an increased TP of INR750.  
**We reiterate our BUY rating on the stock.**

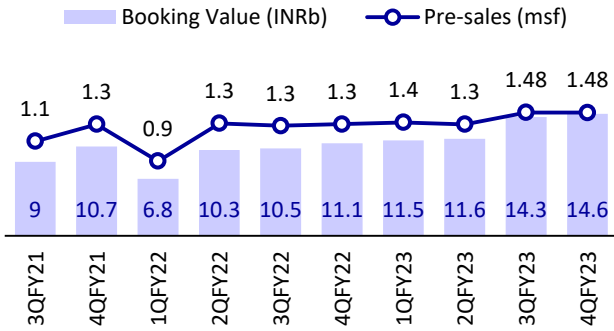
**Quarterly Performance**

Y/E March	FY22				FY23				FY22	FY23	FY23	Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Net Sales</b>	<b>4,488</b>	<b>7,799</b>	<b>6,223</b>	<b>7,103</b>	<b>5,646</b>	<b>6,673</b>	<b>8,682</b>	<b>12,099</b>	<b>25,613</b>	<b>33,101</b>	<b>7,176</b>	69%
YoY Change (%)	28.2	49.4	-9.1	28.4	25.8	-14.4	39.5	70.3			10.8	
Total Expenditure	3,229	6,009	4,720	6,327	4,918	5,751	7,794	10,943	20,285	29,407	6,051	
<b>EBITDA</b>	<b>1,259</b>	<b>1,790</b>	<b>1,503</b>	<b>776</b>	<b>728</b>	<b>922</b>	<b>888</b>	<b>1,156</b>	<b>5,328</b>	<b>3,694</b>	<b>1,125</b>	3%
Margins (%)	28.1	23	24.2	10.9	12.9	13.8	10.2	9.6	20.8	11.2	15.7	-612bps
Depreciation	190	170	180	179	147	179	175	178	719	678	246	
Interest	823	789	788	683	614	632	660	611	3,083	2,490	549	
Other Income	224	5	277	334	117	233	298	302	840	923	197	
<b>PBT before EO expense</b>	<b>470</b>	<b>836</b>	<b>812</b>	<b>248</b>	<b>84</b>	<b>344</b>	<b>351</b>	<b>669</b>	<b>2,366</b>	<b>1,449</b>	<b>528</b>	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
<b>PBT</b>	<b>470</b>	<b>836</b>	<b>812</b>	<b>248</b>	<b>84</b>	<b>344</b>	<b>351</b>	<b>669</b>	<b>2,366</b>	<b>1,449</b>	<b>528</b>	
Tax	121	205	202	106	39	152	33	183	634	407	126	
Rate (%)	25.7	24.5	24.9	42.7	46.4	44.2	9.4	27.4	26.8	28.1	23.9	
Minority Interest & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	
<b>Reported PAT</b>	<b>349</b>	<b>631</b>	<b>610</b>	<b>142</b>	<b>45</b>	<b>192</b>	<b>318</b>	<b>486</b>	<b>1,732</b>	<b>1,042</b>	<b>402</b>	21%
<b>Adj PAT</b>	<b>349</b>	<b>631</b>	<b>610</b>	<b>142</b>	<b>45</b>	<b>192</b>	<b>318</b>	<b>486</b>	<b>1,732</b>	<b>1,042</b>	<b>402</b>	
YoY Change (%)	428.8	289.5	182.4	-20.7	-87.1	-69.6	-47.9	242.3	177.8	-39.8	4.3	
Margins (%)	7.8	8.1	9.8	2	0.8	2.9	3.7	4	6.8	3.1	5.6	
<b>Key metrics</b>												
Sale Volume (msf)	0.9	1.3	1.3	1.3	1.4	1.3	1.5	1.5	4.9	5.7	1.8	-18%
Sale Value (INRb)	6.8	10.3	10.5	11.1	11.5	11.6	14.3	14.6	38.7	52	13.7	7%
Collections (INRb)	5.5	7.2	8.4	10.6	8.9	10.8	11.6	11.8	31.7	43.1	11.2	
Realization (INR/sft)	7,626	7,638	7,936	8,281	8,423	8,707	9,628	9,901	7,891	9,192	7,633	

Source: MOFSL, Company

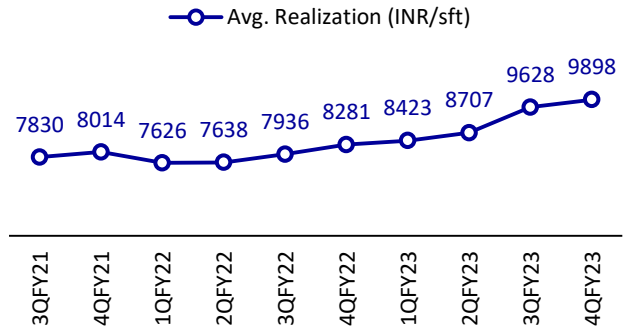
Key exhibits

Exhibit 1: SOBHA reported sales of INR14.6b, up 10% YoY....



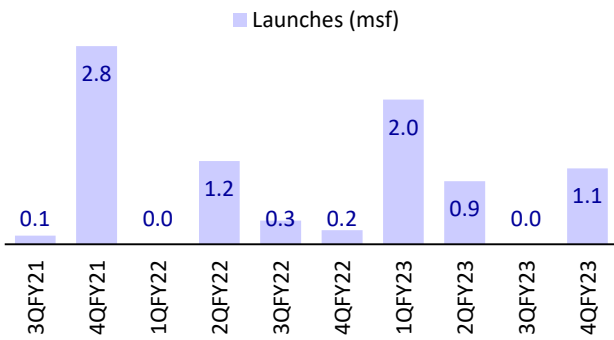
Source: Company, MOFSL

Exhibit 2: ...driven by 20% YoY rise in realization



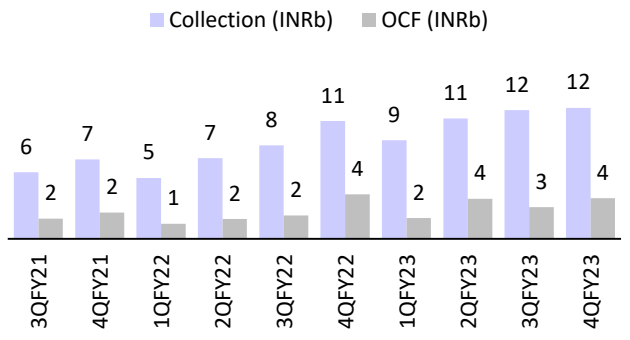
Source: Company, MOFSL

Exhibit 3: Company launched three projects during the quarter



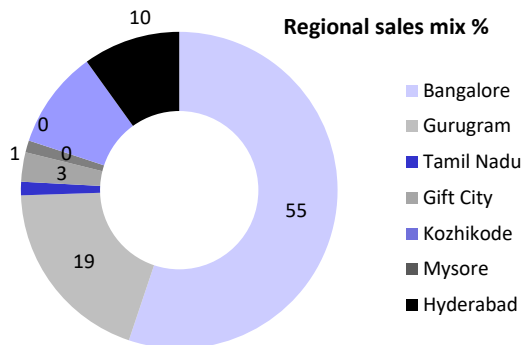
Source: MOFSL, Company

Exhibit 4: Residential collections improved 49% YoY and OCF stood at INR4b



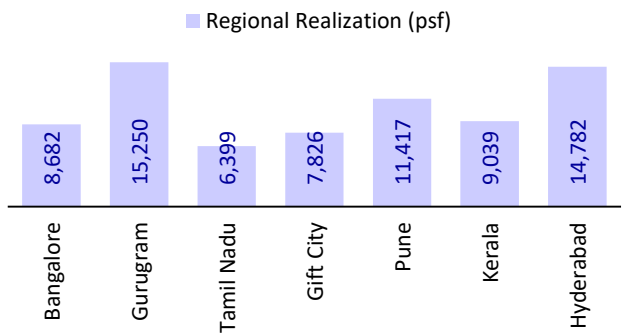
Source: MOFSL, Company

Exhibit 5: Bengaluru contributed 55% to overall sales value



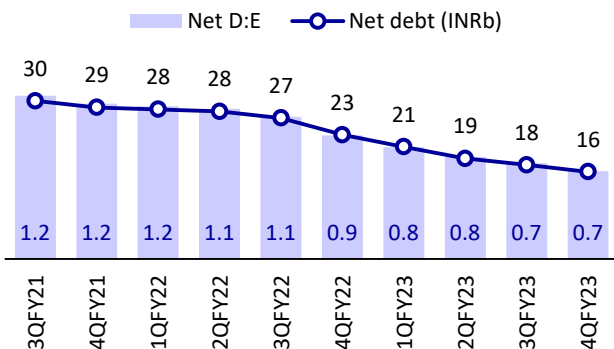
Source: Company, MOFSL

Exhibit 6: Realization/sft in company's key markets



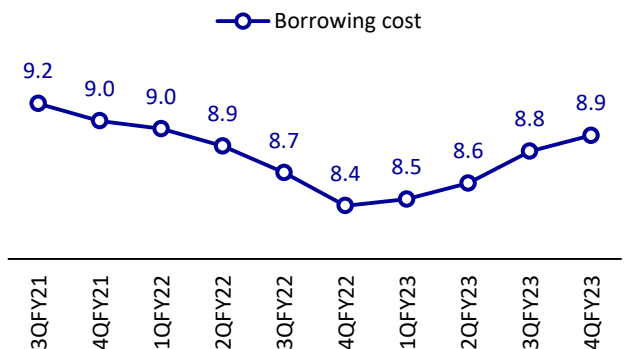
Source: Company, MOFSL

Exhibit 7: Net debt declining consistently



Source: MOFSL, Company

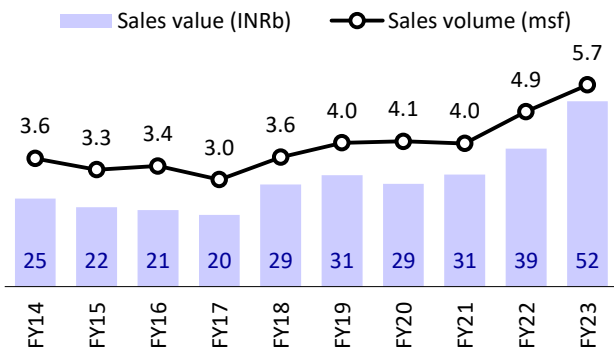
Exhibit 8: Cost of debt stood at 8.9%



Source: MOFSL, Company

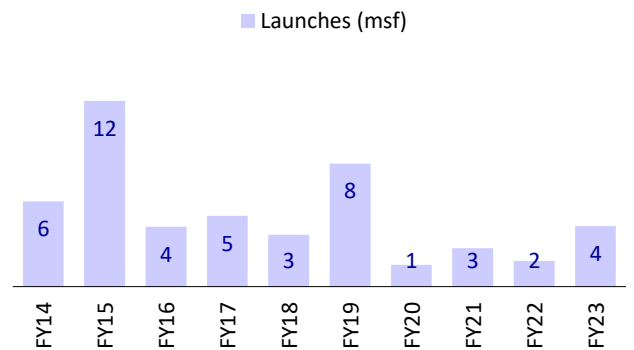
Story in charts

Exhibit 9: Sales have sharply improved over the last three years



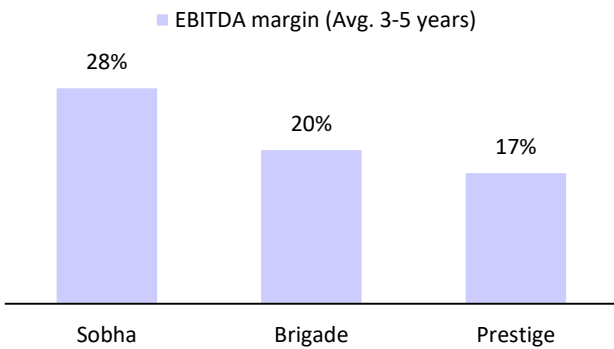
Source: Company, MOFSL

Exhibit 10: Company also witnessed a gradual rise in new launches since FY20



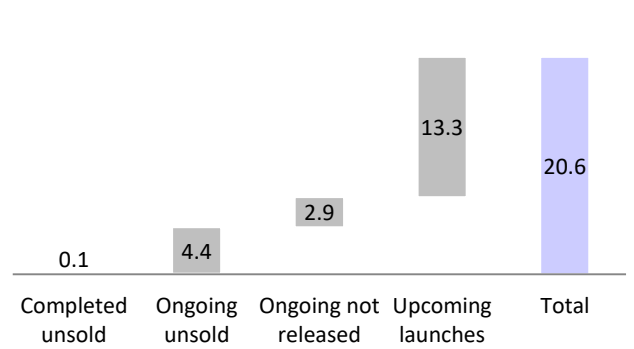
Source: Company, MOFSL

Exhibit 11: SOBHA generates a higher margin than its peers in residential segment



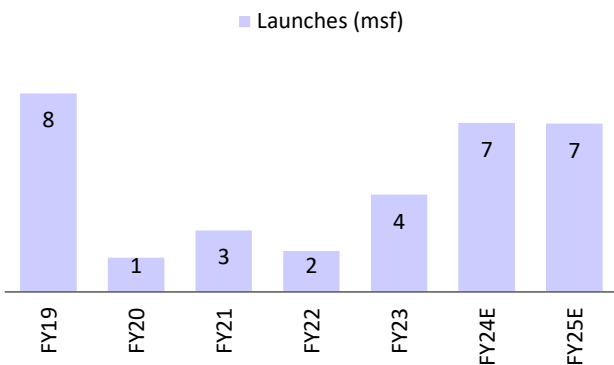
Source: MOFSL, Company

Exhibit 12: Ongoing and upcoming projects provide strong near-term visibility on pre-sales



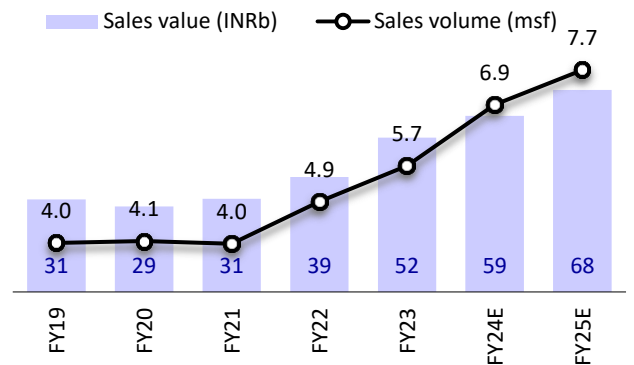
Source: MOFSL, Company

Exhibit 13: Expect SOBHA to release 6-8msf annually over the next two-to-three years



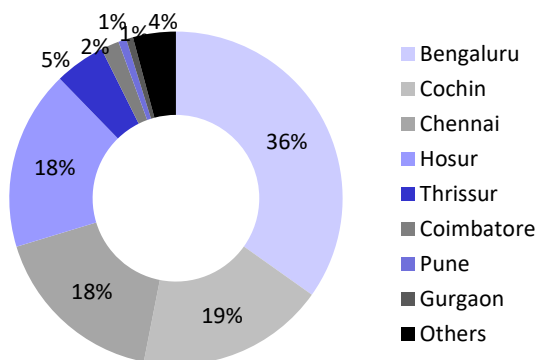
Source: Company, MOFSL

Exhibit 14: Pre-sales to gradually scale up on the back of new launches



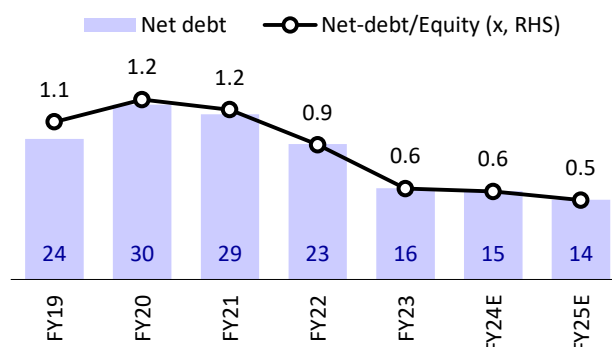
Source: Company, MOFSL

**Exhibit 15: SOBHA owns large land parcels in key markets such as Bengaluru, Kochi, Chennai, and Hosur**



Source: Company, MOFSL

**Exhibit 16: Expect net debt to reduce to INR15b by FY24 or 0.6x of equity**



Source: Company, MOFSL

**Exhibit 17: Earnings change**

(INR b)	Old		New		Change	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Revenue	36	41	36	41	0%	0%
EBITDA	8	10	5	8	-36%	-24%
Adj. PAT	4	6	2	5	-44%	-26%
Pre-sales	56	62	59	68	7%	11%
Collections	48	56	45	55	-6%	-1%

Source: MOFSL, Company

## Other key con-call Takeaways

### Gurugram projects:

- Added a new project in NCR, near the existing land parcel at Dwarka-expressway and another launch is from an old land in New Gurugram.

### Cash flow

- Focus on cash flows led to record reduction in net debt in FY23. Debt level is far more comfortable and the optimistic economic environment will compel the company to focus on growth.
- The management expects an increase in expenditure on construction and acquiring new land, and hence, we do not expect a similar reduction in debt. Any debt reduction is expected to be gradual over time.

### Margins

- The revenue recognized now corresponds to the sales made prior to the onset of the Covid. However, the costs incurred during this period were affected by an inflationary environment, resulting in lower margins.
- Expect margins to more than double to over 6% post 4QFY24.

### Monetization of large land

- **Hosur** –The company was gearing up to launch a plotted development project in Hosur, but unfortunately it faced unexpected roadblocks. Despite these setbacks, the project should be back on track in the next couple of quarters, with the aim to launch it in FY24 and it has not yet been included in the pipeline of 7-8 msf projects.

- **Hoskote** – It's under accumulation and initial design phase right now. The company is currently identifying a land parcel which can be launched in multiple phases. The management will crystalize its plans in 2HFY24.

#### Promoter role

- Ravi Menon is moving to the UAE business to take over the baton from PNC Menon. Going forward, Ravi Menon's role in India will shift toward a strategic focus. The company has always been professionally managed, with the promoters serving as a guiding force. Therefore, this transition should not be perceived as anything negative.

#### Valuation and view

- We value SOBHA based on our SoTP approach, wherein:
    - Its ongoing inventory and the upcoming pipeline are valued using NAV, with expected cash flows discounted over the next four-to-six years at a WACC of 12.2%.
    - Cash flow potential of its 195msf land bank is discounted at a WACC of 12.2% over 20-75 years, assuming marginal improvement in existing sales velocity across markets that the company is exposed to.
    - Company's land bank is taken at book value
    - Operational Commercial projects are valued at an 8.5% cap rate on FY24E EBITDA and ongoing projects on a DCF basis.
    - SOBHA's contractual business is valued at an EV/EBITDA of 5x on FY24E EBITDA.
- Based on the above approach, we arrive at a GAV of INR86b. Netting off its FY24E net debt of INR15b, we derive a NAV of INR71b, or INR750/share, indicating a potential upside of 48%.

#### Exhibit 18: Our SoTP-based approach denotes 48% upside for SOBHA based on CMP; reiterate BUY rating

NAV summary	Description	INR b	Per share	As a percentage of NAV
Ongoing projects	❖ INR33b of net cash surplus, excluding overheads discounted at a WACC of 12.2% over the next four years	18	189	25%
Upcoming projects	❖ Around 20msf of unreleased, ongoing, and upcoming pipeline discounted over five years at a WACC of 12.2%	30	321	43%
<b>Value of ongoing and upcoming projects</b>		<b>50</b>	<b>48</b>	<b>510</b>
Commercial properties	❖ Operational assets valued at a cap rate of 8% and ongoing projects through DCF	9	96	13%
Land bank (net of cost payable)	❖ Taken at book value	26	273	36%
Contractual and manufacturing	❖ FY24E EBITDA at an EV/EBITDA of 5x	3	31	4%
<b>Gross asset value</b>		<b>86</b>	<b>909</b>	<b>121%</b>
Net debt	❖ FY24E net debt	(15)	(161)	-21%
<b>Net asset value</b>		<b>71</b>	<b>750</b>	<b>100%</b>
Shares outstanding		94.8		
<b>Price objective</b>		<b>750</b>		
CMP		508		
<b>Upside</b>		<b>48%</b>		

Source: MOFSL

## Financials and Valuation

### Consolidated Profit & Loss

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>Total Income from Operations</b>	<b>27,870</b>	<b>34,421</b>	<b>37,539</b>	<b>21,098</b>	<b>26,201</b>	<b>33,101</b>	<b>35,563</b>	<b>40,903</b>
Change (%)	24.1	23.5	9.1	-43.8	24.2	29.2	7.4	15.0
Project Cost & Subcontractor Charges	17,013	20,865	20,183	9,281	14,127	21,022	22,405	24,542
Employees Cost	1,985	2,359	2,464	1,771	2,295	2,945	3,023	3,272
Other Expenses	3,675	4,464	3,740	3,294	3,755	5,440	5,157	5,317
<b>Total Expenditure</b>	<b>22,673</b>	<b>27,688</b>	<b>26,386</b>	<b>14,346</b>	<b>20,177</b>	<b>29,407</b>	<b>30,584</b>	<b>33,132</b>
% of Sales	81.4	80.4	70.3	68.0	77.0	88.8	86.0	81.0
<b>EBITDA</b>	<b>5,197</b>	<b>6,733</b>	<b>11,152</b>	<b>6,752</b>	<b>6,024</b>	<b>3,694</b>	<b>4,979</b>	<b>7,772</b>
Margin (%)	18.6	19.6	29.7	32.0	23.0	11.2	14.0	19.0
Depreciation	544	623	723	794	688	678	753	787
<b>EBIT</b>	<b>4,653</b>	<b>6,110</b>	<b>10,429</b>	<b>5,958</b>	<b>5,336</b>	<b>3,016</b>	<b>4,226</b>	<b>6,984</b>
Int. and Finance Charges	1,978	2,362	6,816	6,012	4,035	2,490	1,997	1,734
Other Income	496	735	718	807	917	923	1,067	1,227
<b>PBT bef. EO Exp.</b>	<b>3,171</b>	<b>4,482</b>	<b>4,331</b>	<b>752</b>	<b>2,218</b>	<b>1,449</b>	<b>3,296</b>	<b>6,477</b>
EO Items	0	0	0	0	0	0	0	0
<b>PBT after EO Exp.</b>	<b>3,171</b>	<b>4,482</b>	<b>4,331</b>	<b>752</b>	<b>2,218</b>	<b>1,449</b>	<b>3,296</b>	<b>6,477</b>
Total Tax	1,003	1,512	1,515	129	550	407	883	1,736
Tax Rate (%)	31.6	33.7	35.0	17.2	24.8	28.1	26.8	26.8
Minority Interest	0	0	0	0	0	0	0	0
<b>Reported PAT</b>	<b>2,169</b>	<b>2,970</b>	<b>2,816</b>	<b>623</b>	<b>1,668</b>	<b>1,042</b>	<b>2,412</b>	<b>4,741</b>
<b>Adjusted PAT</b>	<b>2,169</b>	<b>2,970</b>	<b>2,816</b>	<b>623</b>	<b>1,668</b>	<b>1,042</b>	<b>2,412</b>	<b>4,741</b>
Change (%)	34.9	37.0	-5.2	-77.9	167.6	-39.8	131.5	96.5
Margin (%)	7.8	8.6	7.5	3.0	6.4	3.1	6.8	11.6

### Consolidated Balance Sheet

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	949	949	949	949	949	949	949	949
Total Reserves	26,751	21,343	23,364	23,329	24,157	23,999	26,080	30,489
<b>Net Worth</b>	<b>27,699</b>	<b>22,291</b>	<b>24,312</b>	<b>24,277</b>	<b>25,106</b>	<b>24,948</b>	<b>27,028</b>	<b>31,437</b>
Minority Interest	0	0	0	0	0	0	0	0
Total Loans	23,313	26,039	31,308	30,031	24,630	20,269	17,769	15,269
Deferred Tax Liabilities	2,521	-935	291	342	151	0	0	-1,278
<b>Capital Employed</b>	<b>53,533</b>	<b>47,395</b>	<b>55,911</b>	<b>54,650</b>	<b>49,887</b>	<b>45,217</b>	<b>44,797</b>	<b>45,429</b>
Gross Block	7,584	8,713	11,737	11,892	12,353	12,488	12,940	13,648
Less: Accum. Deprn.	1,481	2,063	2,764	3,558	4,246	4,955	5,708	6,496
<b>Net Fixed Assets</b>	<b>6,103</b>	<b>6,650</b>	<b>8,973</b>	<b>8,334</b>	<b>8,107</b>	<b>7,533</b>	<b>7,232</b>	<b>7,153</b>
Goodwill on Consolidation	0	127	222	0	0	0	0	0
Capital WIP	0	0	0	701	65	86	400	468
<b>Total Investments</b>	<b>1,125</b>	<b>1,128</b>	<b>1,143</b>	<b>1,143</b>	<b>1,149</b>	<b>1,149</b>	<b>1,149</b>	<b>1,149</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>83,021</b>	<b>98,557</b>	<b>99,765</b>	<b>1,01,924</b>	<b>1,04,779</b>	<b>1,15,596</b>	<b>1,18,000</b>	<b>1,19,621</b>
Inventory	48,349	65,173	67,045	71,246	74,271	87,610	87,981	90,772
Account Receivables	3,272	3,271	3,605	2,361	4,069	2,375	4,384	5,043
Cash and Bank Balance	1,194	1,772	884	2,041	1,783	4,514	2,519	1,309
Loans and Advances	30,206	28,341	28,231	26,275	24,656	21,097	23,116	22,497
<b>Curr. Liability &amp; Prov.</b>	<b>36,715</b>	<b>59,067</b>	<b>54,191</b>	<b>57,452</b>	<b>64,214</b>	<b>80,541</b>	<b>83,609</b>	<b>84,587</b>
Account Payables	7,225	11,369	9,578	7,318	6,753	5,987	9,217	9,985
Other Current Liabilities	28,822	46,872	44,048	49,844	57,131	74,122	73,934	74,075
Provisions	668	826	565	290	330	432	458	527
<b>Net Current Assets</b>	<b>46,306</b>	<b>39,490</b>	<b>45,573</b>	<b>44,473</b>	<b>40,565</b>	<b>36,449</b>	<b>36,017</b>	<b>36,659</b>
Misc Expenditure	0	0	0	0	0	0	0	0
<b>Appl. of Funds</b>	<b>53,533</b>	<b>47,395</b>	<b>55,911</b>	<b>54,650</b>	<b>49,886</b>	<b>45,217</b>	<b>44,797</b>	<b>45,429</b>

## Financials and valuations

### Ratios

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>22.5</b>	<b>30.8</b>	<b>29.2</b>	<b>6.5</b>	<b>17.3</b>	<b>10.8</b>	<b>25.0</b>	<b>49.2</b>
Cash EPS	28.2	37.3	36.7	14.7	24.5	17.9	32.9	57.4
BV/Share	287.6	231.5	252.4	252.1	260.7	259.0	280.6	326.4
DPS	2.5	7.0	7.0	7.0	3.5	3.0	3.5	3.5
Payout (%)	12.9	23.7	25.0	106.5	19.9	27.3	13.8	7.0
<b>Valuation (x)</b>								
P/E	28.9	21.1	22.3	100.7	37.6	46.9	20.2	10.3
Cash P/E	23.1	17.5	17.7	44.3	26.6	28.4	15.4	8.8
P/BV	2.3	2.8	2.6	2.6	2.5	2.0	1.8	1.6
EV/Sales	3.0	2.5	2.5	4.3	3.2	1.9	1.8	1.5
EV/EBITDA	16.2	12.8	8.3	13.3	14.1	17.3	12.7	8.0
Dividend Yield (%)	0.4	1.1	1.1	1.1	0.5	0.6	0.7	0.7
FCF per share	31.0	10.8	-4.2	60.3	97.8	108.3	26.4	21.0
<b>Return Ratios (%)</b>								
RoE	8.0	11.9	12.1	2.6	6.8	4.2	9.3	16.2
RoCE	7.1	9.1	13.9	10.2	9.0	6.0	8.6	13.1
RoIC	6.3	8.5	13.8	9.4	8.2	5.0	7.7	12.3
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	3.7	4.0	3.2	1.8	2.1	2.7	2.7	3.0
Asset Turnover (x)	0.5	0.7	0.7	0.4	0.5	0.7	0.8	0.9
Inventory (Days)	633	691	652	1,233	1,035	966	903	810
Debtor (Days)	43	35	35	41	57	26	45	45
Creditor (Days)	95	121	93	127	94	66	95	89
<b>Leverage Ratio (x)</b>								
Current Ratio	2.3	1.7	1.8	1.8	1.6	1.4	1.4	1.4
Interest Cover Ratio	2.4	2.6	1.5	1.0	1.3	1.2	2.1	4.0
Net Debt/Equity	0.8	1.1	1.3	1.2	0.9	0.6	0.6	0.4

### Consolidated Cash flow

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
OP/(Loss) before Tax	3,171	4,482	4,332	752	2,218	1,449	3,296	6,477
Depreciation	544	623	723	652	688	678	753	787
Interest & Finance Charges	1,448	1,760	6,165	6,012	7,497	2,490	1,997	1,734
Direct Taxes Paid	-837	-882	-1,063	-266	-515	-679	-570	-3,013
(Inc)/Dec in WC	-888	-3,942	-7,785	-789	-409	7,635	-1,143	-1,994
<b>CF from Operations</b>	<b>3,439</b>	<b>2,043</b>	<b>2,372</b>	<b>6,361</b>	<b>9,479</b>	<b>11,573</b>	<b>4,332</b>	<b>3,992</b>
Others	96	18	244	-231	-661	-71	-1,067	-1,227
<b>CF from Operating incl EO</b>	<b>3,535</b>	<b>2,061</b>	<b>2,616</b>	<b>6,130</b>	<b>8,818</b>	<b>11,502</b>	<b>3,265</b>	<b>2,765</b>
(Inc)/Dec in FA	-597	-1,040	-3,011	-414	461	-1,234	-766	-777
<b>Free Cash Flow</b>	<b>2,938</b>	<b>1,021</b>	<b>-395</b>	<b>5,716</b>	<b>9,279</b>	<b>10,268</b>	<b>2,499</b>	<b>1,988</b>
(Pur)/Sale of Investments	-21	-111	-19	0	-6	-1,327	0	0
Others	-764	529	371	82	-85	192	1,067	1,227
<b>CF from Investments</b>	<b>-1,381</b>	<b>-621</b>	<b>-2,659</b>	<b>-332</b>	<b>370</b>	<b>-2,369</b>	<b>301</b>	<b>450</b>
Issue of Shares	0	0	0	0	0	0	0	0
Inc/(Dec) in Debt	1,088	2,706	3,255	-756	-5,595	-5,198	-2,500	-2,500
Interest Paid	-2,606	-2,768	-3,299	-3,391	-2,916	-2,247	-2,185	-1,593
Dividend Paid	-241	-663	-664	-664	-332	-285	-332	-332
Others	-669	-137	-137	-23	0	0	0	0
<b>CF from Fin. Activity</b>	<b>-2,428</b>	<b>-862</b>	<b>-844</b>	<b>-4,834</b>	<b>-8,843</b>	<b>-7,730</b>	<b>-5,017</b>	<b>-4,425</b>
<b>Inc/Dec of Cash</b>	<b>-274</b>	<b>578</b>	<b>-887</b>	<b>964</b>	<b>345</b>	<b>1,403</b>	<b>-1,451</b>	<b>-1,210</b>
Opening Balance	1,468	1,194	1,772	1,078	2,042	2,566	3,969	2,519
<b>Closing Balance</b>	<b>1,194</b>	<b>1,772</b>	<b>884</b>	<b>2,042</b>	<b>2,387</b>	<b>3,969</b>	<b>2,519</b>	<b>1,309</b>

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Explanation of Investment Rating	
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