

Estimate change	↓
TP change	↔
Rating change	↔

CMP: INR715 TP: INR750 (+5%) Neutral

Higher agrochemical inventory to create near-term challenge

Earnings below our expectations

Bloomberg	UPLL IN
Equity Shares (m)	765
M.Cap.(INRb)/(USDb)	536.5 / 6.6
52-Week Range (INR)	827 / 608
1, 6, 12 Rel. Per (%)	-5/-5/-20
12M Avg Val (INR M)	1594

- UPLL reported muted 4QFY23 revenue growth of 4% YoY, primarily led by decline in post-patented product prices with ramp-up of supply from China as well as lower sales in North America (down 14% YoY). Operating performance deteriorated (down 16% YoY) due to liquidation of high-cost inventory, idle capacity costs (INR2.0-2.5b) to achieve competitive inventory position and unfavorable region mix (rise in share of LATAM).
- Gross debt/net debt reduced to INR230b/INR169b in FY23 from INR258.7b/INR189b in FY22 (i.e. net debt reduced by USD440m v/s guidance of USD500m in 3QFY23).
- Factoring in UPLL's weak 4QFY23 performance, we cut our FY24E/FY25E earnings by 13%/9%. **We reiterate our Neutral rating with a TP of INR750.**

Financials & Valuations (INR b)

Y/E Mar	2023	2024E	2025E
Sales	535.8	580.1	618.1
EBITDA	111.6	121.8	131.7
PAT	44.7	49.8	58.8
EBITDA (%)	20.8	21.0	21.3
EPS (INR)	58.5	65.1	76.9
EPS Gr. (%)	(7.8)	11.4	18.0
BV/Sh. (INR)	532	650	745

Ratios

Net D/E	0.7	0.5	0.3
RoE (%)	18.4	16.7	16.7
RoCE (%)	15.0	14.7	15.1
Payout (%)	21.4	21.5	18.2

Valuations

P/E (x)	12.2	11.0	9.3
EV/EBITDA (x)	6.7	5.8	5.0
Div Yield (%)	1.4	2.0	2.0
FCF Yield (%)	4.5	10.2	15.1

Shareholding pattern (%)

	Mar-23	Dec-22	Mar-22
Promoter	32.4	30.7	28.5
DII	14.4	16.2	17.8
FII	42.6	42.7	35.3
Others	10.6	10.4	18.5

Note: FII includes depository receipts

High-cost inventory and unfavorable region mix drag margins

- UPLL posted revenue of INR165.7b (est. INR168.4b) in 4QFY23, up 4% YoY (volume growth: 1%, price decline: 3%, FX: +6%). EBITDA stood at INR30.2b (est. INR38.6b), down 16% YoY. EBITDA margin was at 18.2% v/s 22.6% in 4QFY22. Adj. PAT stood at INR10.5b (est. INR19.4b), down 45% YoY. Effective tax rate came in at 24.5% in 4QFY23.
- Revenue from **North America** declined 14% YoY to INR30.1b due to delayed spring that impacted herbicides and insecticides adversely coupled with fall in glufosinate prices. Conversely, **LATAM's** revenue was up 12% YoY to INR64.4b, aided by strong growth in insecticide volume.
- **India's** revenue grew 15% YoY to INR15.9b, driven by growth in herbicides (Sweep Power®, Ferio®) and biosolutions. **Europe's** revenue rose 7% YoY despite macroeconomic challenges, unfavorable weather and product ban (Mancozeb). Revenue from the **RoW** increased 6% YoY, driven by herbicides.
- Net working capital (NWC) days in FY23 fell to 64 from 69 in FY22 due to lower receivable days (102 v/s 114) and improved inventory days (95 v/s 104).
- For FY23, UPLL's revenue/EBITDA grew 16%/10% YoY while Adj. PAT declined 8% YoY. CFO/FCFF stood at ~INR77.5b/INR24.8b.

Highlights from the management commentary

- **Group guidance:** Management has guided for revenue/EBITDA growth of 6-10%/8-12% for FY24; while ROCE is likely to increase by ~125-175bp.
- Differentiated & sustainable portfolio grew 12% YoY in FY23, led by growth in volumes. UPLL is on the path to achieve 50% of the revenue from differentiated portfolio by FY27E v/s 28% in FY23. Pipeline peak sales are expected to be at ~USD8.5b (78% of this is from differentiated portfolio).
- Currently, China has an overcapacity that it is trying to liquidate. Therefore, management expects 1QFY24 to be a challenging quarter as the pricing pressure will be intense in the global crop protection segment.
- Capex guidance for FY24 is USD350m with ~USD160m for specialty chemical and manufacturing division, ~USD20m for Advanta and rest for intangibles in the crop protection global business.

Valuation and view

- Post re-opening of China, global agrochemical inventory level in channel surged thereby driving the prices lower for UPLL's key post-patented molecule.
- Considering the short-term challenges, the cash flow generation and debt repayments remain the key monitorables.
- We expect a revenue/EBITDA/Adj. PAT CAGR of 5%/6%/10% over FY23-25.
- Factoring in UPLL's weak 4QFY23 performance, we cut our FY24E/FY25E earnings by 13%/9%. **We reiterate our Neutral rating with a TP of INR750 (premised on 10x FY25 P/E; ~10% discount to its three-year average, and one-year forward P/E of 11x).**

Cons.: Quarterly Earnings Model

Y/E March	FY22				FY23				FY22	FY23	FY23E	Var %
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		4Q		
Net Sales	85.2	105.7	113.0	158.6	108.2	125.1	136.8	165.7	462.4	535.8	168.4	-2%
YoY Change (%)	8.7	18.2	23.8	24.0	27.1	18.4	21.1	4.5	19.5	15.9	6.2	
Total Expenditure	66.5	85.2	86.3	122.7	84.8	97.4	106.5	135.5	360.8	424.2	129.8	
EBITDA	18.6	20.5	26.7	35.9	23.4	27.7	30.3	30.2	101.7	111.6	38.6	-22%
Margins (%)	21.9	19.4	23.6	22.6	21.7	22.1	22.2	18.2	22.0	20.8	22.9	
Depreciation	5.5	5.7	6.0	6.4	5.9	6.1	6.2	7.3	23.6	25.5	6.5	
Interest	6.1	3.6	5.3	8.0	5.2	6.4	8.9	9.1	23.0	29.6	6.5	
Other Income	0.5	0.5	0.7	1.2	0.7	0.8	1.2	2.1	2.8	4.8	0.7	
Exch. difference on trade rec./payable	0.9	1.1	2.2	2.1	2.0	3.2	1.5	2.9	6.4	9.6	0.0	
PBT before EO expense	6.6	10.5	13.9	20.5	11.1	12.7	14.8	13.0	51.6	51.6	26.3	
Extra-Ord expense	0.6	0.4	0.5	1.7	0.8	0.4	0.2	0.3	3.2	1.7	0.0	
PBT	6.0	10.1	13.3	18.9	10.3	12.3	14.6	12.7	48.3	49.9	26.3	
Tax	-1.5	2.5	1.7	2.7	0.6	2.3	1.4	3.1	5.3	7.4	4.3	
Rate (%)	-25.3	24.6	12.5	14.1	5.7	18.8	9.2	24.5	10.9	14.7	16.5	
MI & P/L of Asso. Cos.	0.8	1.3	2.3	2.4	1.0	1.8	2.4	1.7	6.8	6.9	2.5	
Reported PAT	6.8	6.3	9.4	13.8	8.8	8.1	10.9	7.9	36.3	35.7	19.4	
Adj PAT	10.2	7.5	12.0	18.9	10.4	10.5	13.4	10.5	48.5	44.7	19.4	-46%
YoY Change (%)	50.4	12.0	28.1	58.7	2.9	40.3	11.1	-44.6	39.9	-7.8	2.9	
Margins (%)	11.9	7.1	10.7	11.9	9.7	8.4	9.8	6.3	10.5	8.4	11.5	

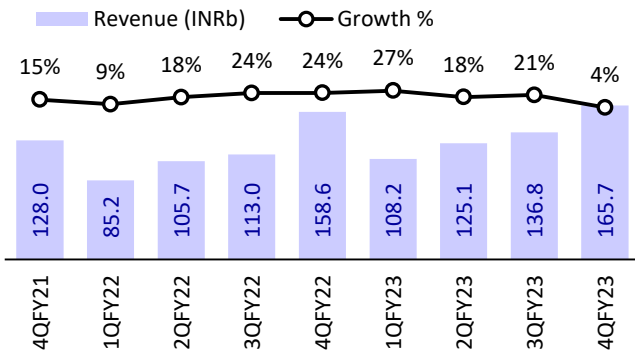
Note: Adjusted PAT = Reported PAT + forex adjustment + exceptional item

Key Performance Indicators

Y/E March	FY22				FY23				FY22	FY23
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Consolidated										
Sales Growth Split										
Volume (%)	6.0	15.0	11.0	3.0	6.0	-7.0	1.0	1.0	8.0	
Price (%)	2.0	3.0	13.0	19.0	18.0	21.0	13.0	-3.0	10.0	
Exchange Impact (%)	1.0	0.0	0.0	2.0	3.0	4.0	7.0	6.0	1.0	
Cost Break-up										
RM Cost (% of sales)	43.5	49.4	45.6	50.4	43.1	46.2	48.4	59.3	47.7	
Staff Cost (% of sales)	12.1	10.2	10.3	8.5	11.5	9.9	9.7	7.6	10.0	
Other Cost (% of sales)	22.5	21.0	20.5	18.5	23.8	21.8	19.8	14.9	20.3	
Gross Margins (%)	56.5	50.6	54.4	49.6	56.9	53.8	51.6	40.7	52.3	
EBITDA Margins (%)	21.9	19.4	23.6	22.6	21.7	22.1	22.2	18.2	22.0	
EBIT Margins (%)	15.4	14.0	18.3	18.6	16.2	17.3	17.6	13.8	16.9	

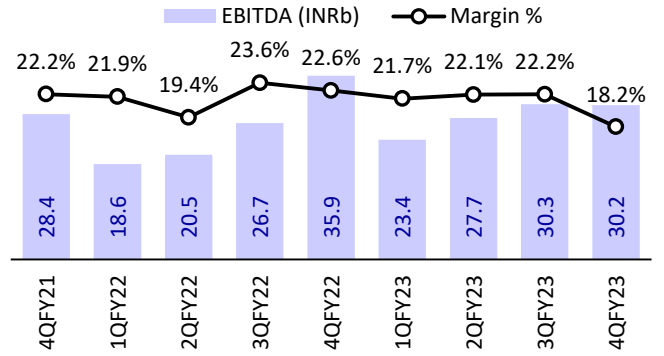
Key exhibits

Exhibit 1: Quarterly revenue trend



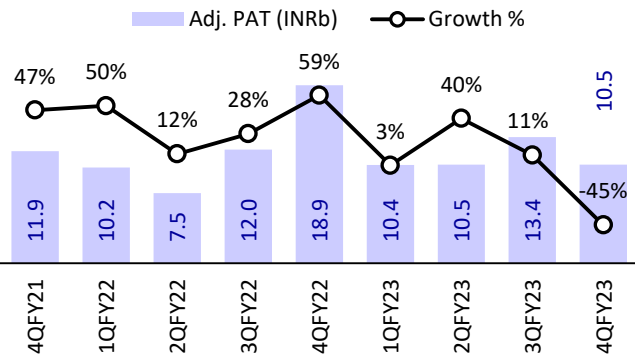
Source: Company, MOFSL

Exhibit 2: Quarterly EBITDA trend



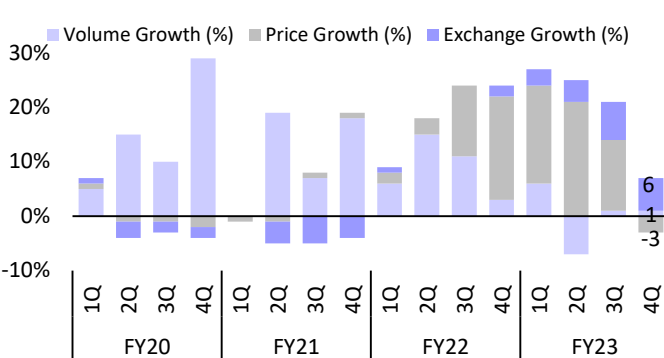
Source: Company, MOFSL

Exhibit 3: Quarterly adjusted PAT trend



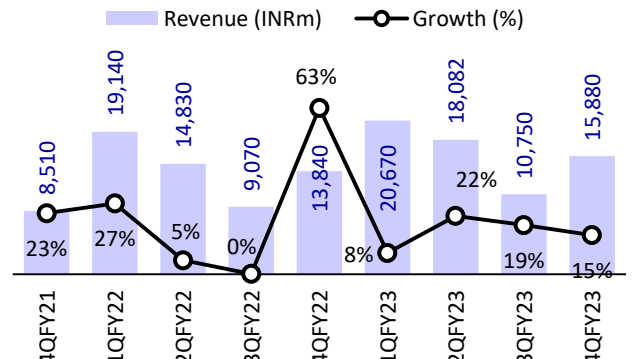
Source: Company, MOFSL

Exhibit 4: Quarterly and annual growth breakup



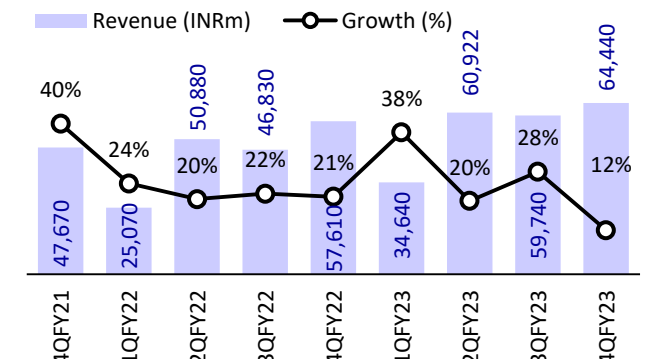
Source: Company, MOFSL

Exhibit 5: Quarterly revenue trend – India



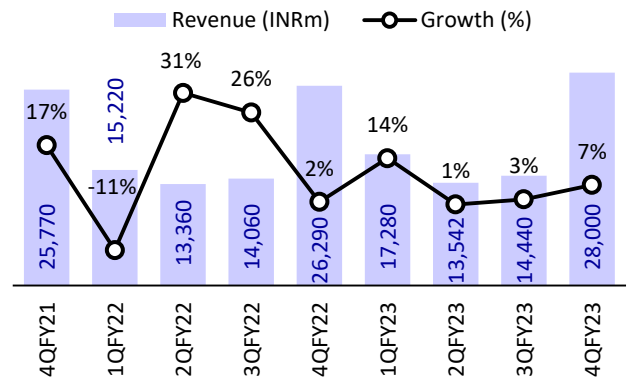
Source: Company, MOFSL

Exhibit 6: Quarterly revenue trend – LATAM



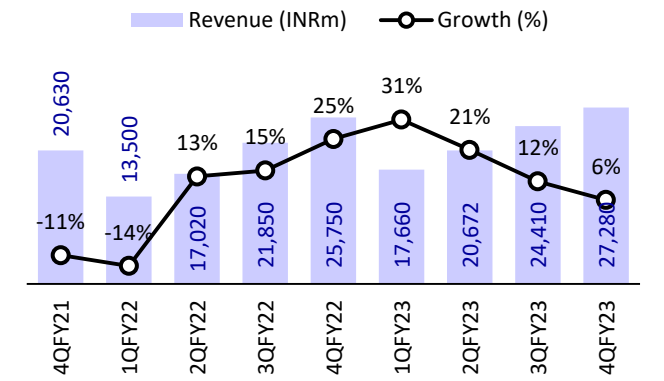
Source: Company, MOFSL

Exhibit 7: Quarterly revenue trend – Europe



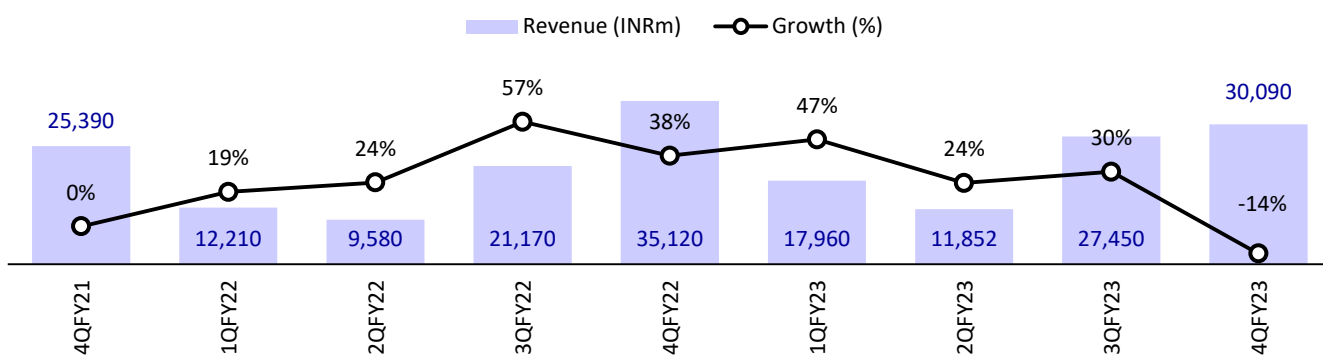
Source: Company, MOFSL

Exhibit 8: Quarterly revenue trend – RoW



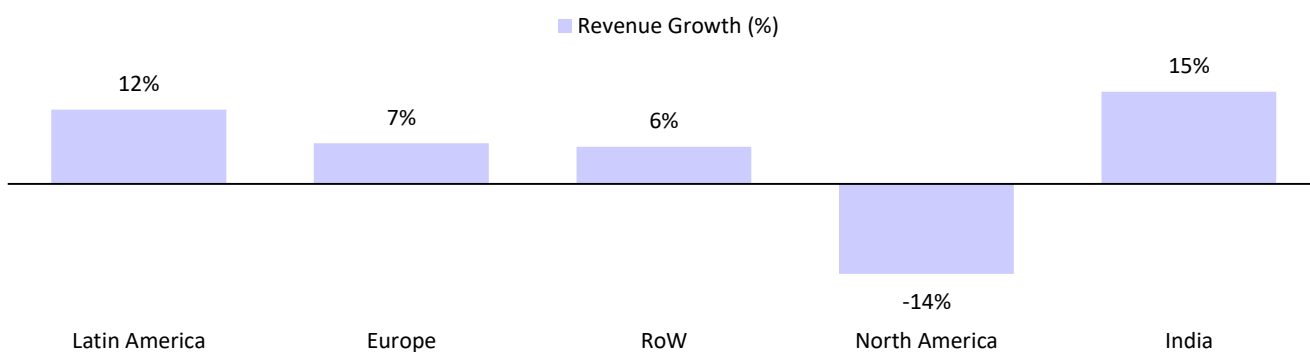
Source: Company, MOFSL

Exhibit 9: Quarterly revenue trend – North America



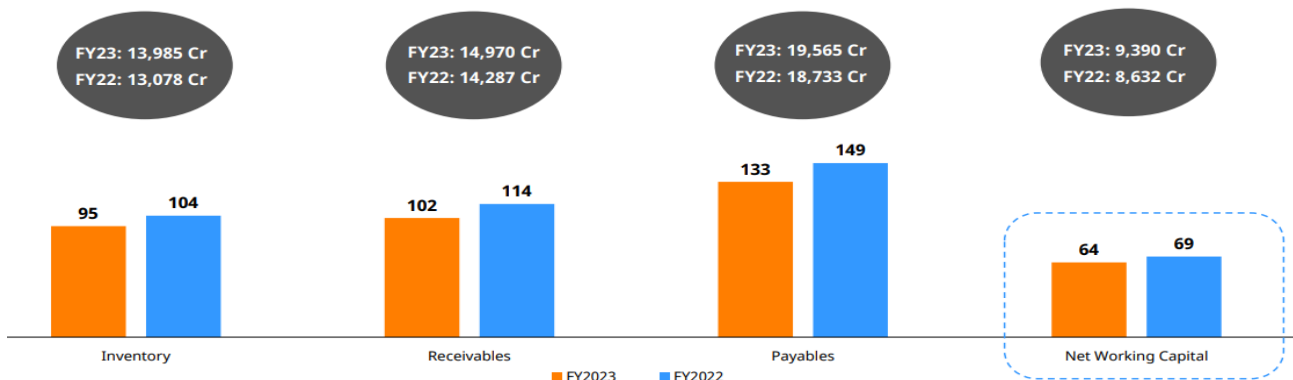
Source: Company, MOFSL

Exhibit 10: Revenue growth by region in 4QFY23



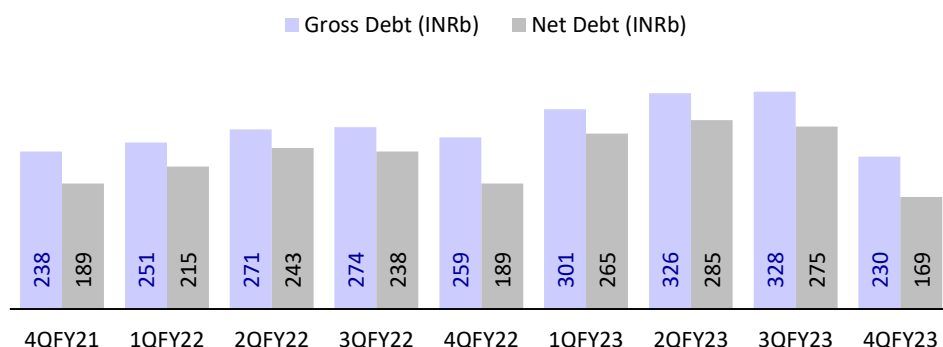
Source: Company, MOFSL

Exhibit 11: Working capital analysis (no. of days)



Source: Company, MOFSL

Exhibit 12: Gross and net debt trends (excluding perpetual bond of INR29.86b)



Source: Company, MOFSL



Highlights from the conference call

UPL Corporation

- Revenue grew 4% YoY (+1% volume; -3% price, +6% FX). Sales innovation accounted for ~14% of sales in FY23.
- Differentiated & sustainable portfolio grew 12% YoY in FY23, led by growth in volumes. The company is on the path to achieve 50% of the revenue from differentiated portfolio by FY27 v/s 28% in FY23.
- UPL has launched Feroce (insecticide) and Evolution (fungicide) during the year, which has contributed to ~INR4.0b/INR7.1b of revenue in FY23.
- Management expects the momentum of new blockbuster product launches to continue in FY24.
- Contribution margin was lower by ~660bp as compared to last year due to rapid decline in post-patent prices and clearance of higher-cost inventory (~INR3-3.5b).
- Conscious decision was taken to conserve cash and improve working capital, resulting in idle capacity cost (~INR2-2.5b) during the quarter.
- The company has strong pipeline with risk-adjusted peak sales of ~USD8.5b. Peak pipeline value grew ~16% YoY. Differentiated and Sustainable solution formed 78% of the pipeline while balance is Post Patent Solutions
- UPL Corporation has much improved inventory position than its peers due to its strategic decisions.

UPL SAS

- UPL SAS has a highly penetrated pan-India presence. Herbicide segment is the biggest segment with ~36% revenue share.
- The company has ~600 Unimarts (experience store) and ~340 business partners. UPL SAS is covering ~90% of farmers and ~90% of geographical locations in India
- 'Nuture.farm' offers agri services to the farmers and is currently servicing ~3m farmers across India. Company also has a retail variant of 'Nuture.farm' with ~9,000 SKUs and 85,000+ retailers.
- Management plans to reduce the EBITDA loss by ~50% for Nuture platform by FY24 and then break even by FY25
- Sperto is the biggest selling product in Brazil and the company is launching it in India in the current year.
- Differentiated and sustainable solutions revenue share stood at 35% during FY23
- The company has a range of bio fertilizer, bio stimulant, silica based product, etc.

Advanta Enterprise

- Field Corn/Grain and Forage sorghum/Sunflower and canola accounted for ~45%/23%/14% of revenue share for FY23.
- Globally, sorghum covers ~45-50m hectares. Management expects sorghum land cover to increase to ~70m hectares going ahead as it required significantly less water than other crops.
- The company witnessed strong traction in Grain Sorghum in Argentina, Australia and the US driven by proprietary technologies – 'Igrowth' and 'Aphix'

- Accordingly, it has been able to increase its market share in sorghum crops of Argentina to ~67% from ~14-15% four years ago
- The company is working on various R&D products such as increasing the protein content of the Sorghum
- It has presence in ~84 countries, out of which ~15-20 are key countries. It has capability to increase its presence in other countries as well.
- Vegetable and fresh corn segment is muted across the world. The company expects the acreages to come back in a years' time.
- UPL is partnering with the Middle East for doing R&D in growing agriculture in that region.
- The company has decided to go from B2B to B2C model as B2B distribution model has max out its efficiency. It started with the new model from Indonesia.

Specialty chemical and manufacturing

- The company supplies chemicals to 600+ external B2B clients (~15% of platform revenue) including large MNC and domestic companies operating in high-growth sectors (Agchem, Pharma, Paints, etc.)
- Major Chemistries include Grignard Reaction, Nitration, Phosphorus and Sulphur Derivatives, Chlorination, Hydrogenation, Phosgenation, Cynatio, etc.
- Going forward, the company is looking to enter new chemistries and expand capacities for existing molecules.
- The company is looking to enter into more external B2B collaborations
- The company has completed baseline audit for all its warehouses and has appointed consultant for safety aspects.
- It has commenced tracking scope 3 emissions and has targeted to reduce it by ~42% per ton of production by FY35

Geographical performance

- **LATAM:** Revenue grew 13% YoY during the quarter, driven by strong growth in the volumes of insecticide segment. Growth in Brazil was driven by volume growth in products such as 'Perito', 'Feroce' and 'Evolution'.
- **Europe:** Revenue grew 7% YoY despite the unfavorable weather and macro-economic challenges in the region. Volume was flat on YoY basis despite the product ban (Mancozeb) in the region.
- **India:** Revenue grew 16% YoY during the quarter, led by herbicides and bio solutions segment. Herbicides such as 'Sweep power' and 'Ferio' led the growth during the quarter.
- **North America:** Revenue declined ~13% YoY during the quarter on account of rapid decline in glufosinate prices. Low on-ground movement due to delayed spring hit the herbicides and insecticides segments in the region.
- **RoW:** Revenue grew 8% YoY aided by growth in the herbicide segment. However, the same was partially offset by the insecticide segment.

Guidance

- Management has guided for revenue/EBITDA growth of 6-10%/8-12% for FY24 on group level; while ROCE is expected to increase by ~125-175bp

- **UPL Corporation** has guided for revenue/EBITDA growth of 4-8%/6-10% for FY24. It has long-term ambition to grow its revenue by ~7-10% p.a. and aims to achieve over 50% of revenues from high-margin differentiated and sustainable solutions by FY27.
- **UPL SAS has** guided for revenue/EBITDA growth of 12-16%/14-18% for FY24. It expects to increase its reach to ~5m farmers/120,000 retailers and 800+ experience centers.
- **Advanta Enterprise** has guided for revenue/EBITDA growth of 11-15%/14-18% for FY24
- **Specialty Chemicals manufacturing** revenue/EBITDA is expected to grow at 10-14%/12-16% for FY24.

Working Capital and Debt

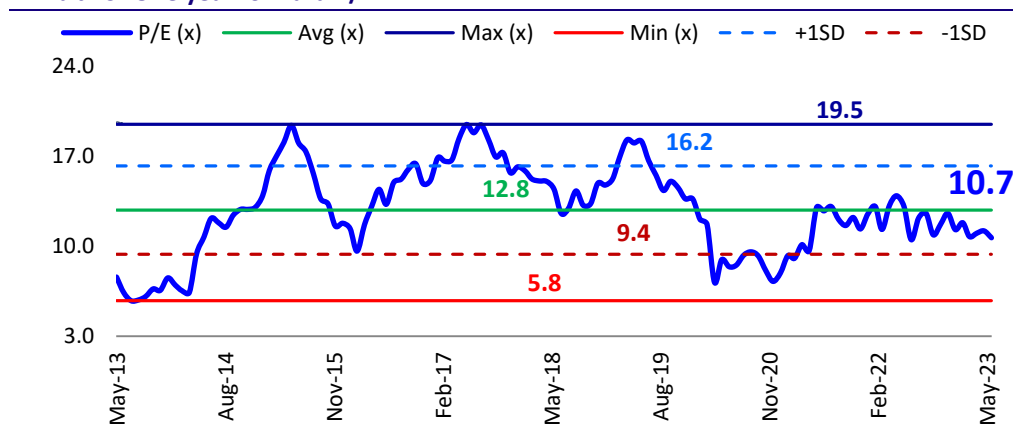
- The company's focus on expediting cash collections and better inventory management drove lower inventory (~95 days v/s 104 days LY) & receivable days (~102 days v/s 114 days LY).
- Accordingly, its net working capital days reduced to ~64 in FY23 from ~69 in FY22.
- The company has sold receivables of ~INR115b as of Mar'23 v/s INR121b as of Mar'22.
- As on FY23, gross debt stood at INR230b while net debt stood at INR169b. UPL has cumulatively reduced net debt by ~INR96b and has returned over ~INR40b of cash to shareholders over FY19-23.
- The company is comfortable with the Net debt: EBITDA guidance of 1.5x but will strive for 1x going ahead.

Other highlights

- Currently, China has an overcapacity. These capacities came online after the pandemic-related restrictions were lifted. Further, China is trying to liquidate certain AI. Therefore, management expects a challenging 1QFY24 due to continuing pricing intensity.
- Management has guided for USD350m capex in FY24 with ~USD160m for specialty chemical and manufacturing division, ~USD20m for Advanta and rest for intangibles for the crop protection global business.
- UPL's EBITDA grew 10% YoY during FY23 against guidance of ~15-18% due to subdued profitability in 4QFY23. Accordingly, ROCE came in at ~15.3% (down 30bp YoY) v/s guidance of ~17-17.5%.
- The company has robust R&D pipeline focused on delivering its 2027 target, by leveraging its Best-in-Class technology. UPL's OpenAg makes it efficient in bringing new AIs, technologies and concepts to market
- Management aims to grow faster than the market in Bio solutions for the next five years with 14 new molecules in the development pipeline (Bio solutions is expected to register over 11% CAGR in FY22-27)
- Going ahead, the company expect to grow at faster pace in LATAM and Africa as compared to mature markets like North America and Europe,

Valuation and view

- Post re-opening of China, global agrochemical inventory level in channel surged thereby driving the prices lower for UPL's key post-patented molecule.
- Considering the short-term challenges, the cash flow generation and debt repayments remain the key monitorables.
- We expect a revenue/EBITDA/Adj. PAT CAGR of 5%/6%/10% over FY23-25.
- Factoring in UPL's weak 4QFY23 performance, we cut our FY24E/FY25E earnings by 13%/9%. **We reiterate our Neutral rating with a TP of INR750 (premised on 10x FY25 P/E; ~10% discount to its three-year average, and one-year forward P/E of 11x).**

Exhibit 13: One year forward P/E

Source: MOFSL

Exhibit 14: Changes to our estimates

Particulars (INR b)	Old		New		Change	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Revenue	583	621	580	618	-1%	-1%
EBITDA	130	139	122	132	-6%	-5%
Adj. PAT	57	65	50	59	-13%	-9%

Source: MOFSL

Financials and valuations

Consolidated - Income Statement

(INR b)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Total Income from Operations	163	174	218	358	387	462	536	580	618
Change (%)	16.1	6.5	25.7	63.7	8.2	19.5	15.9	8.3	6.6
EBITDA	32	35	46	74	86	102	112	122	132
Margin (%)	19.8	20.2	20.8	20.8	22.3	22.0	20.8	21.0	21.3
Depreciation	7	7	9	20	22	24	25	28	31
EBIT	26	28	37	54	65	78	86	93	101
Int. and Finance Charges	7	8	10	15	21	23	30	27	22
Other Income	4	4	2	1	3	3	5	3	3
Exchange diff on trade rec. & payables	2	0	3	3	2	6	10	0	0
PBT bef. EO Exp.	20	25	27	37	45	52	52	69	82
EO Items	1	1	9	10	3	3	2	0	0
PBT after EO Exp.	19	24	18	28	41	48	50	69	82
Total Tax	2	3	2	6	7	5	7	12	15
Tax Rate (%)	9.7	11.5	11.3	21.2	16.6	10.9	14.7	17.0	18.0
Prior Period Items - Income / (Expenses) - Net	0	0	0	0	0	0	0	0	0
Share of (profit)/loss of ass. & JV	0	1	0	0	0	-1	-2	-2	-2
Minority Interest	0	0	1	4	6	8	8	9	10
Reported PAT	17	20	15	18	29	36	36	50	59
Adjusted PAT	21	22	25	27	35	49	45	50	59
Change (%)	57.7	6.2	11.2	8.4	29.9	39.9	-7.8	11.4	18.0
Margin (%)	12.8	12.8	11.3	7.5	9.0	10.5	8.4	8.6	9.5

Consolidated - Balance Sheet

(INR b)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	1	1	1	2	2	2	2	2	2
Total Reserves	72	91	146	161	177	215	267	327	375
Net Worth	74	92	147	163	179	217	269	328	376
Minority Interest	0	0	35	33	37	46	56	65	75
Total Loans	64	66	291	288	238	259	230	205	155
Perpetual bonds	0	0	0	30	30	30	30	30	30
Total Loans (Including Perpetual bond)	64	66	291	318	268	289	260	235	185
Deferred Tax Liabilities	-5	-4	22	28	27	25	25	25	25
Capital Employed	133	154	495	542	510	576	609	653	661
Gross Block	96	106	230	260	281	311	345	382	412
Less: Accum. Deprn.	60	66	75	95	117	141	166	194	225
Net Fixed Assets	37	40	155	164	164	170	179	188	187
Goodwill on Consolidation	4	4	166	182	177	184	199	199	199
Capital WIP	8	13	19	21	21	25	28	20	18
Total Investments	4	10	7	6	6	19	16	16	16
Curr. Assets, Loans&Adv.	145	157	285	328	337	429	463	522	546
Inventory	42	45	91	79	94	131	140	159	166
Account Receivables	57	61	117	119	126	153	183	197	208
Cash and Bank Balance	29	29	29	68	49	61	61	74	74
Loans and Advances	18	22	48	63	68	83	80	92	98
Curr. Liability & Prov.	64	71	137	159	194	250	277	292	305
Account Payables	49	57	94	102	125	166	176	191	199
Other Current Liabilities	14	13	34	55	60	77	94	94	98
Provisions	1	1	9	1	9	8	7	8	8
Net Current Assets	80	86	148	169	142	178	186	230	241
Appl. of Funds	133	154	495	542	510	576	609	653	661

Financials and valuations

Ratios

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Basic (INR)									
EPS	27.3	29.0	32.2	34.9	45.4	63.5	58.5	65.1	76.9
Cash EPS	36.1	37.8	43.7	61.2	73.8	142.8	139.0	154.8	177.8
BV/Share	96.7	119.9	192.4	213.0	234.0	429.2	531.8	650.2	745.4
DPS	7.0	5.3	5.3	6.0	10.0	10.0	10.0	14.0	14.0
Payout (%)	31.0	20.0	27.1	25.8	26.6	21.1	21.4	21.5	18.2
Valuation (x)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
P/E	26.2	24.7	22.2	20.5	15.8	11.3	12.2	11.0	9.3
Cash P/E	19.8	18.9	16.3	11.7	9.7	5.0	5.1	4.6	4.0
P/BV	7.4	6.0	3.7	3.4	3.1	1.7	1.3	1.1	1.0
EV/Sales	3.6	3.4	3.7	2.2	2.0	1.7	1.4	1.2	1.1
EV/EBITDA	18.0	16.6	17.8	10.7	8.9	7.6	6.7	5.8	5.0
Dividend Yield (%)	1.0	0.7	0.7	0.8	1.4	1.4	1.4	2.0	2.0
FCF per share	24.1	19.2	-350.0	88.9	67.3	31.7	32.4	72.8	108.0
Return Ratios (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
RoE	31.4	26.8	20.6	17.2	20.3	24.5	18.4	16.7	16.7
RoCE	21.7	19.5	11.6	9.5	12.1	15.1	15.0	14.7	15.1
RoIC	25.7	26.1	12.0	9.6	12.2	15.4	15.1	14.8	15.1
Working Capital Ratios	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed Asset Turnover (x)	1.7	1.6	0.9	1.4	1.4	1.5	1.6	1.5	1.5
Inventory (Days)	194	204	319	156	180	216	190	200	200
Debtor (Days)	127	127	195	121	119	121	125	124	123
Creditor (Days)	228	255	329	203	239	274	239	240	240
Leverage Ratio (x)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Debt (incl perpetual bonds)/Equity	0.5	0.4	1.8	1.5	1.2	1.0	0.7	0.5	0.3

Consolidated - Cash Flow Statement

(INR b)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
OP/(Loss) before Tax	20	25	27	28	42	50	52	69	82
Depreciation	7	7	9	20	22	24	25	28	31
Interest & Finance Charges	6	8	10	15	21	23	30	27	22
Direct Taxes Paid	-4	-3	-2	-8	-7	-10	-13	-12	-15
(Inc)/Dec in WC	-1	-5	-10	31	-2	-18	-14	-30	-11
CF from Operations	28	31	32	85	75	68	81	83	109
Others	-1	-1	-9	3	-3	-4	-3	2	2
CF from Operating incl EO	27	30	24	87	72	65	78	85	111
(Inc)/Dec in FA	-8	-16	-291	-19	-21	-41	-53	-29	-28
Free Cash Flow	18	15	-268	68	51	24	25	56	83
(Pur)/Sale of Investments	0	-7	3	2	0	-13	3	0	0
Others	-2	3	-21	-9	0	16	35	21	0
CF from Investments	-10	-19	-309	-26	-21	-38	-15	-8	-28
Issue of Shares	0	-1	0	0	0	0	0	0	0
Inc/(Dec) in Debt	11	3	225	-29	-42	13	-46	-25	-50
Interest Paid	-8	-8	-10	-16	-17	-19	-23	-27	-22
Dividend Paid	-2	-4	-4	-5	-5	-8	-8	-11	-11
Others	0	-1	74	28	-4	-5	15	0	0
CF from Fin. Activity	1	-11	285	-22	-67	-19	-62	-63	-83
Inc/Dec of Cash	17	0	0	39	-19	10	2	13	0
Opening Balance	12	29	29	29	68	51	59	61	74
Closing Balance	29	29	29	68	49	61	61	74	74

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SELL	< - 10%
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