

# Ipca Laboratories

Estimate change

TP change

Rating change



**CMP: INR907**

**TP: INR840 (-7%)**

**Neutral**

## Domestic formulation drives earnings

### API segment to see slowdown in FY24

- IPCA delivered lower-than-expected 1QFY24 financial performance as growth moderated in the international generics, API and institutional anti-malaria segments. Domestic formulation (DF) continued to perform well owing to healthy traction in key therapies like pain, cardiovascular, CNS and dermatology.
- We cut our FY24 earnings estimate by 4% factoring in near-term weakness in API business and a gradual recovery in anti-malaria segment. We value IPCA at 22x 12M forward earnings to arrive at a TP of INR840.
- IPCA remains well placed to sustain industry-beating growth in the DF segment. We await clarity on recent USFDA inspections at its formulation and API sites. Moreover, Unichem's site was last inspected in CY20. Thus the USFDA regulatory risk remains high on IPCA/Unichem combined basis. We retain our Neutral rating on the stock as we believe the current valuation richly factors in earnings upside.

### Geography-mix benefits offset by higher opex YoY

- IPCA's 1QFY24 sales were flat YoY at INR16b (our est: INR17b).
- DF sales grew 14% YoY to INR8b (49% of sales). Exports (generics formulation) increased by 11% YoY to INR2.4b (15% of sales). Exports (branded formulation) rose 23% YoY to INR1.1b (7% of sales). Exports (institutional sales) declined 50% YoY to INR484m (3% of sales). API sales declined 21% YoY to INR3b (19% of sales). Revenue from subsidiaries fell 15% YoY to INR1b (6% of sales).
- Gross margin (GM) expanded 400bp YoY to 67.5%, due to a superior product mix and lower RM costs.
- However, EBITDA margin expanded at a lower rate of 60bp YoY to 18.5% (our est: 18.8%), due to higher operational costs (employee/other expenses up 220bp/120bp YoY as % of sales).
- EBITDA grew 4% YoY to INR3b (our est: INR3.2b).
- Adj. PAT for IPCA was flat YoY at INR1.5b (our estimate: INR1.7b), due to higher interest outgo and tax rate, slightly offset by higher other income.

### Highlights from the management commentary

- IPCA expects FY24 EBITDA margins to be 19-19.5% (Ex-Unichem), aided by a good performance in DF business, better MR productivity and cost control.
- IPCA segmental guidance for FY24:
  - DF to grow by 12-14% YoY
  - Generic business to grow by 7-8% YoY
  - Institutional segment to decline by 15% YoY due to lower offtake of Artmethem-lumefantrine and other products.
  - API to decline by 10-12% YoY due to lower pricing for KSM and Sartans (USD6-7 per unit from USD18-20) and demand decline in anti-malarial segment.
- Overall GM is likely to improve in FY24 as IPCA continues to focus on formulations. API margins are lower than formulations' margins.



Bloomberg	IPCA IN
Equity Shares (m)	254
M.Cap.(INRb)/(USDb)	230 / 2.8
52-Week Range (INR)	1021 / 670
1, 6, 12 Rel. Per (%)	18/-5/-21
12M Avg Val (INR M)	404

#### Financials & Valuations (INR b)

Y/E March	FY23	FY24E	FY25E
Sales	62.4	76.3	94.4
EBITDA	9.7	11.8	16.0
Adjusted PAT	5.3	5.9	8.5
EBIT Margin (%)	11.3	11.0	12.5
Cons. Adj EPS (INR)	20.8	23.4	33.4
EPS Gr. (%)	-42.8	12.7	42.7
BV/Sh. (INR)	230.3	250.5	278.9

#### Ratios

Net D-E	-0.1	0.2	0.1
RoE (%)	9.3	9.7	12.6
RoCE (%)	8.1	8.6	10.8
Payout (%)	39.3	31.7	32.5

#### Valuation

P/E (x)	43.5	38.6	27.1
EV/EBITDA (x)	23.9	19.7	14.5
Div. Yield (%)	0.8	0.9	1.2
FCF Yield (%)	1.6	-7.0	2.2
EV/Sales (x)	3.7	3.0	2.4

#### Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22
Promoter	46.3	46.3	46.3
DII	35.2	34.1	33.7
FII	10.1	10.6	10.6
Others	8.5	9.1	9.4

FII Includes depository receipts

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

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

## Quarterly Performance

(INR m)

Y/E March	FY23				FY24E				FY23	FY24E	Est. 1QE	% Chg
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
<b>Net Revenues (Core)</b>	<b>15,857</b>	<b>16,010</b>	<b>15,460</b>	<b>15,116</b>	<b>15,876</b>	<b>18,080</b>	<b>20,974</b>	<b>21,415</b>	<b>62,443</b>	<b>76,345</b>	<b>17,158</b>	<b>-7.5</b>
YoY Change (%)	1.3	3.7	8.1	17.3	0.1	12.9	35.7	41.7	7.1	22.3	8.2	
<b>EBITDA</b>	<b>2,835</b>	<b>2,722</b>	<b>2,319</b>	<b>1,810</b>	<b>2,941</b>	<b>3,815</b>	<b>2,622</b>	<b>2,379</b>	<b>9,687</b>	<b>11,757</b>	<b>3,226</b>	<b>-8.8</b>
YoY Change (%)	-31.9	-29.3	-24.7	-25.0	3.8	40.1	13.0	31.5	-28.3	21.4	13.8	
Margins (%)	17.9	17.0	15.0	12.0	18.5	21.1	12.5	11.1	15.5	15.4	18.8	
Depreciation	617	637	666	695	693	705	950	977	2,616	3,325	700	
<b>EBIT</b>	<b>2,218</b>	<b>2,085</b>	<b>1,654</b>	<b>1,115</b>	<b>2,249</b>	<b>3,110</b>	<b>1,672</b>	<b>1,402</b>	<b>7,071</b>	<b>8,433</b>	<b>2,526</b>	<b>-11.0</b>
YoY Change (%)	-38.5	-36.5	-33.6	-38.2	1.4	49.2	1.1	25.8	-36.8	19.3	13.9	
Margins (%)	14.0	13.0	10.7	7.4	14.2	17.2	8.0	6.5	11.3	11.0	14.7	
Interest	69	93	108	185	314	250	220	188	455	972	165	
Other Income	221	362	309	259	449	310	330	162	1,151	1,250	280	
<b>PBT before EO Expense</b>	<b>2,369</b>	<b>2,354</b>	<b>1,854</b>	<b>1,189</b>	<b>2,383</b>	<b>3,170</b>	<b>1,782</b>	<b>1,375</b>	<b>7,767</b>	<b>8,710</b>	<b>2,641</b>	
One-off (gain)/ Expense	142	116	161	-105	-135	0	0	0	314	-135	0	
<b>PBT after EO Expense</b>	<b>2,227</b>	<b>2,238</b>	<b>1,693</b>	<b>1,294</b>	<b>2,518</b>	<b>3,170</b>	<b>1,782</b>	<b>1,376</b>	<b>7,453</b>	<b>8,845</b>	<b>2,641</b>	
Tax	743	770	537	482	856	951	517	376	2,532	2,700	898	
Rate (%)	31.3	32.7	29.0	40.5	35.9	30.0	29.0	27.4	32.6	31.0	34.0	
<b>Reported PAT</b>	<b>1,484</b>	<b>1,468</b>	<b>1,156</b>	<b>812</b>	<b>1,662</b>	<b>2,219</b>	<b>1,265</b>	<b>999</b>	<b>4,919</b>	<b>6,145</b>	<b>1,743</b>	<b>-4.6</b>
Minority Interest	-54	-29	-78	-46	-34	-25	-40	-11	-206	-110	-28	
<b>Adj PAT after Minority Int</b>	<b>1,525</b>	<b>1,861</b>	<b>1,188</b>	<b>701</b>	<b>1,539</b>	<b>2,194</b>	<b>1,225</b>	<b>988</b>	<b>5,275</b>	<b>5,946</b>	<b>1,715</b>	<b>-10.3</b>
YoY Change (%)	-50.3	-31.0	-37.2	-52.8	0.9	17.9	3.1	41.0	-42.8	12.7	12.4	
Margins (%)	9.6	11.6	7.7	4.6	9.7	12.1	5.8	4.6	8.4	7.8	10.0	

E: MOFSL Estimates. Quarter - Standalone; Full year - Consolidated

## Key performance Indicators

Y/E March	FY23				FY23				FY23	FY24E	Est. 1QE
INR m	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			
Domestic formulations	6,848	7,657	7,023	6,079	7,827	8,760	7,964	6,645	27,607	31,196	7,875
YoY Change (%)	11.7	9.7	8.8	10.2	14.3	14.4	13.4	9.3	10.1	13.0	15.0
Exports formulations	4,018	4,044	4,004	4,326	3,979	4,559	7,991	9,887	16,392	26,416	4,482
YoY Change (%)	-9.1	15.2	15.2	24.9	-1.0	12.7	99.6	128.5	10.3	61.2	11.5
API sales	3,751	3,072	3,222	3,470	2,951	3,461	3,719	3,930	13,773	14,061	3,500
YoY Change (%)	-9.5	-14.6	4.2	34.6	-21.3	12.7	15.4	13.3	2.7	2.1	-6.7
<b>Cost Break-up</b>											
RM Cost (% of Sales)	36.5	35.9	36.3	39.1	32.5	33.2	40.0	42.4	36.9	37.5	36.8
Staff Cost (% of Sales)	20.4	19.9	20.6	21.7	22.5	20.2	20.5	20.7	20.6	20.9	19.2
Other Cost (% of Sales)	25.3	27.2	28.1	27.3	26.5	25.5	27.0	25.8	26.9	26.2	25.2
Gross Margins (%)	63.5	64.1	63.7	60.9	67.5	66.8	60.0	57.6	63.1	62.5	63.2
EBITDA Margins (%)	17.9	17.0	15.0	12.0	18.5	21.1	12.5	11.1	15.5	15.4	18.8
EBIT Margins (%)	14.0	13.0	10.7	7.4	14.2	17.2	8.0	6.5	11.3	11.0	14.7

E: MOFSL Estimates



### Highlights from the management commentary

- Only four products have been validated from the Dewas site so far. By FY24 end, inspections by EU authorities and business scale-up can start.
- IPCA expects UK to deliver INR1.2-1.3b revenue for FY24 vs. INR540m in FY23.
- It guides for a sales decline in South Africa since it lost a tender there.
- In 1QFY24, API declined due to poor demand in anti-malarial segment.
- In 1QFY24, growth stood at 15% for Pain, 10% for CV, 21% for CNS, 24% for Derma, 26% for Urology, 15% for Ophthal, and 11% for cough and cold on YoY basis within the DF segment. Anti-bacterial grew only 5% YoY.
- IPCA expects FY24 capex to be INR3b majorly due to the biotech plant. The bio-reactor plant capex will be INR1.5b.

### Valuation and view

#### DF segment growth to be driven by MR addition/superior execution

- In 1QFY24, IPCA delivered 14% YoY growth in DF sales to INR8b, led majorly by Derma and Pain therapies.
- The WPI-based price increase taken in 1QFY24 would offset the adverse impact of NLEM price reduction.
- In addition, IPCA has added MRs, including 300 MRs in the Zerodol franchise in the pain division, resulting in meaningful contribution. For example, Rheumatoid arthritis division, in its first year, has started delivering good growth and margin. Cardinova, in cardiovascular division, has reached to break-even in the first year.
- Accordingly, we expect a 14% sales CAGR in the DF segment to INR36b over FY23-25, led by increased MR productivity and traction in key therapies.

#### Capacity expansion/new molecules to drive API segment prospects

- In 1QFY24, API sales declined 21% YoY to INR3b due to a ~70% YoY decline in anti-malarial API business, led by poor demand for all anti-malarial APIs. Additionally, the price decline in certain APIs due to a significant drop in key KSM prices in the market also impacted the overall value of businesses. The starting material, which used to be ~USD18-20 last year, has come down to ~USD6 currently.
- Demand revival with normalization of channel inventory underway
- It is also working on adding new molecules in the API segment and increasing scope of backward integration, along with capacity addition.
- We expect a 9% sales CAGR in this segment to INR16.4b over FY23-25.

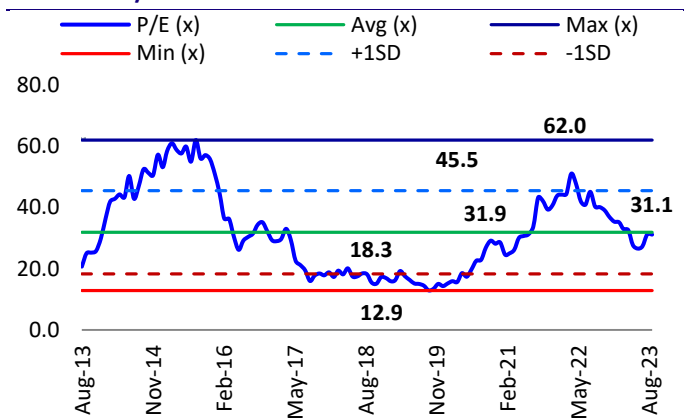
#### Unichem business/UK to drive formulation exports

- In 1QFY24, export sales were flat YoY at INR3b as healthy growth across branded and generic formulations was offset by institutional business.
- There was a robust performance across geographies, including the EU market up 63% YoY). However, in South Africa, IPCA sales declined as it lost some tenders. Canada business remained muted.
- We expect overall export Formulations to clock a 51% sales CAGR to INR38b over FY23-25, partly due to consolidation of Unichem business as well.

### Valuation and view

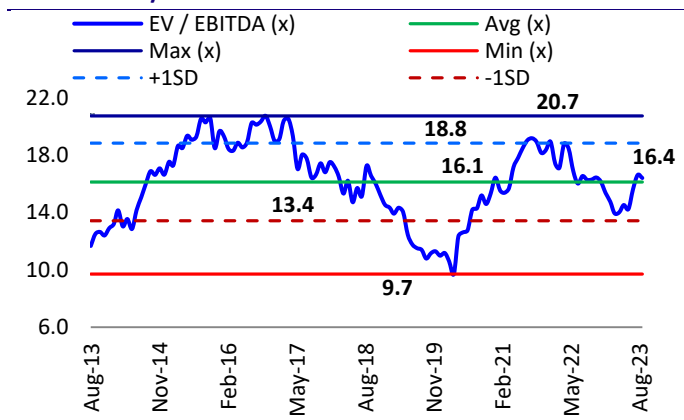
- We cut our FY24 earnings estimate by 4%, factoring in near-term weakness in API business, and a gradual recovery in anti-malaria segment. We value IPCA at 22x 12M forward earnings to arrive at a TP of INR840.
- IPCA remains well placed to sustain industry-beating growth in the DF segment. We await clarity on recent USFDA inspections at its formulation and API sites. Further Unichem's site was last inspected in CY20, . Thus USFDA regulatory risk remains high on IPCA/Unichem combined basis. Further, the current valuation richly factors in the earnings upside. Hence, we maintain Neutral on the stock.

Exhibit 1: P/E chart



Source: MOFSL, Company, and Bloomberg

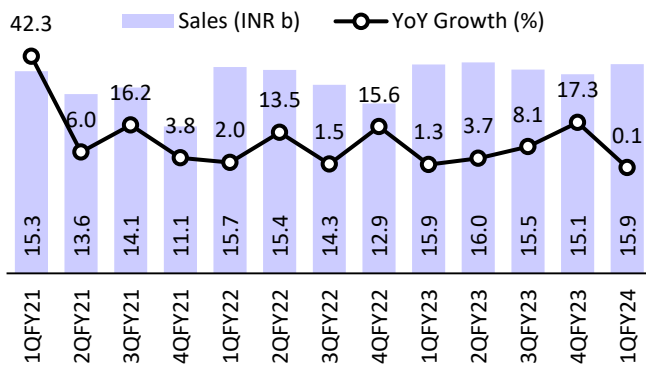
Exhibit 2: EV/EBITDA chart



Source: MOFSL, Company, and Bloomberg

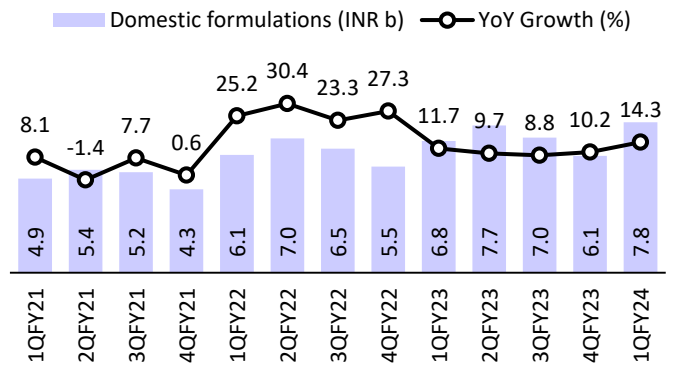
## Story in charts

**Exhibit 3: Total sales were flat YoY in 1QFY24**



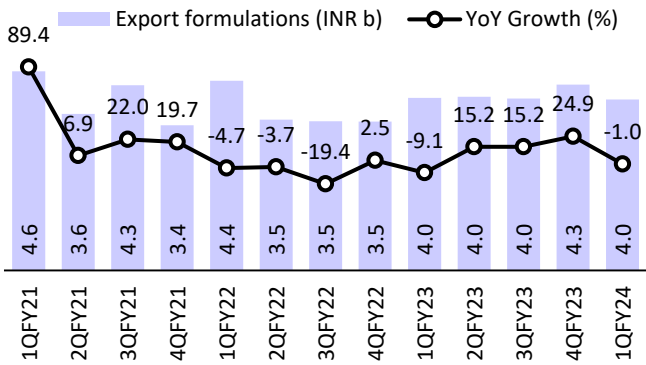
Source: Company, MOFSL

**Exhibit 4: DF sales grew 14% YoY in 1QFY24**



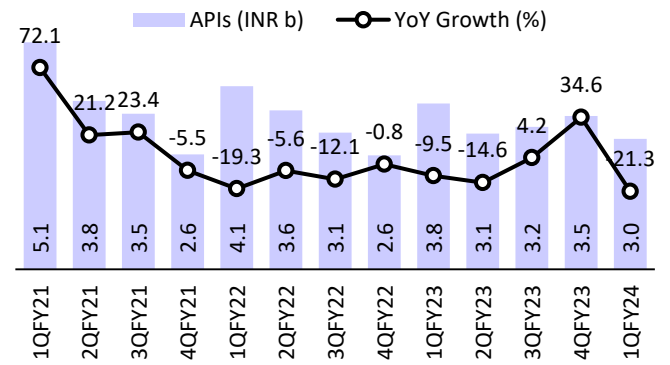
Source: Company, MOFSL

**Exhibit 5: Export Formulation sales declined 1% YoY**



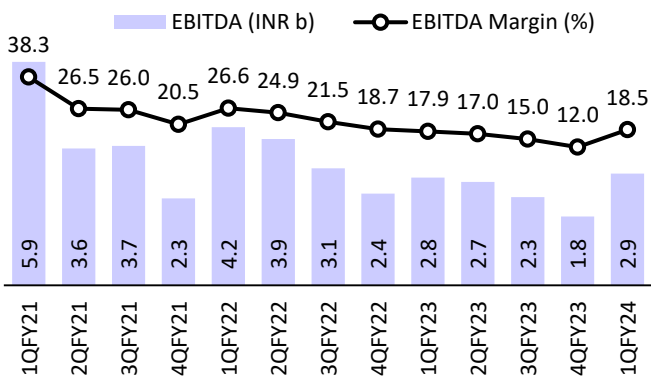
Source: Company, MOFSL

**Exhibit 6: API sales declined 21% YoY in 1QFY24**



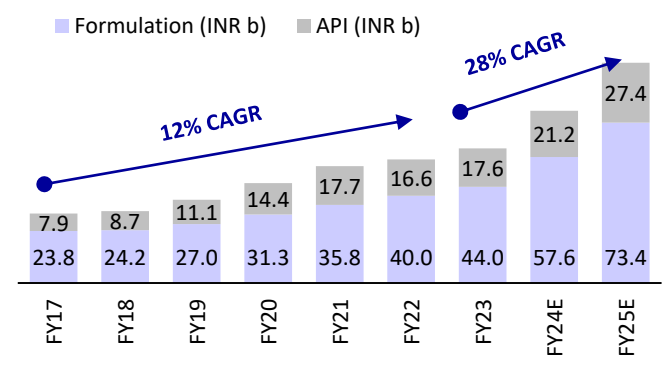
Source: Company, MOFSL

**Exhibit 7: EBITDA margin grew 60bp YoY in 1QFY24**

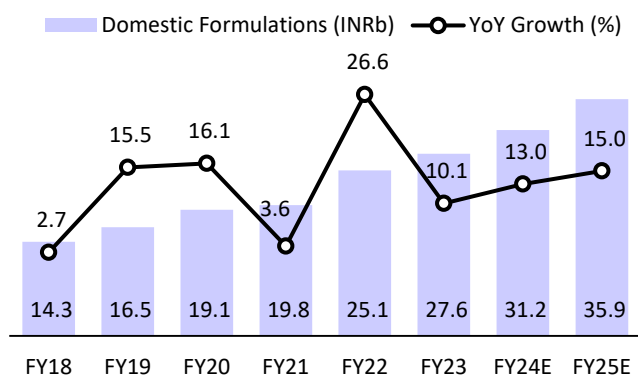


Source: Company, MOFSL

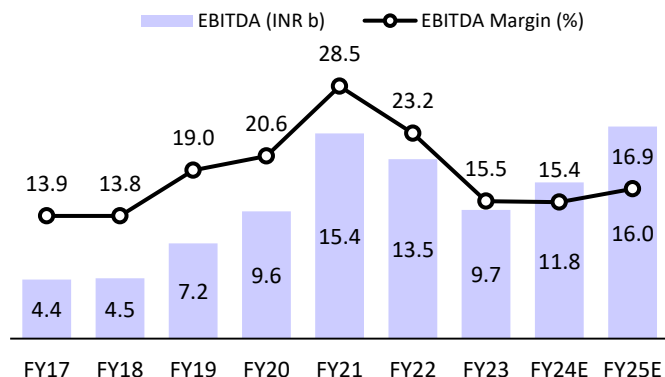
**Exhibit 8: Expect 28% sales CAGR over FY23-25**



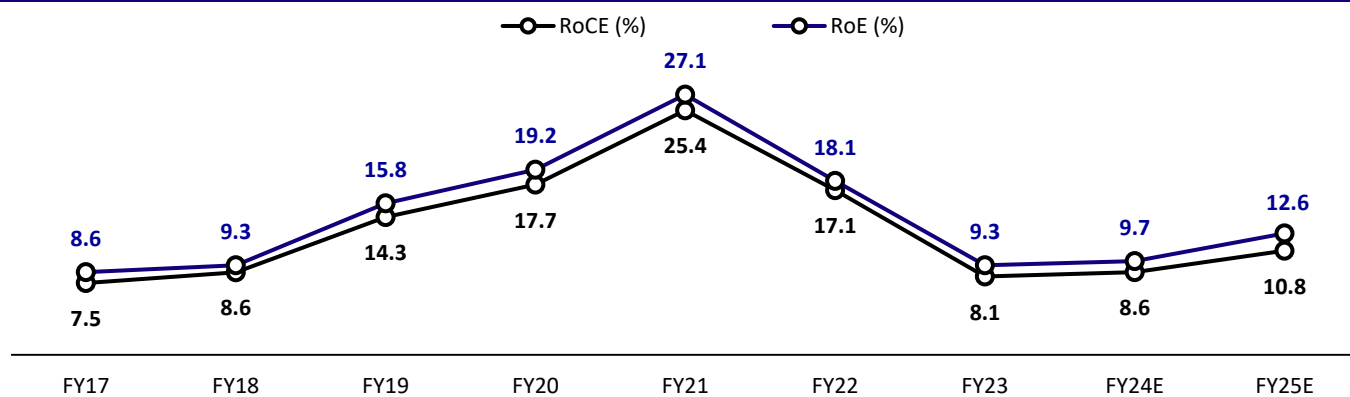
Source: Company, MOFSL

**Exhibit 9: Expect 14% DF sales CAGR over FY23-25**

Source: Company, MOFSL

**Exhibit 10: Expect margin to expand over FY23-25**

Source: Company, MOFSL

**Exhibit 11: Expect return ratios to improve over FY23-25**

Source: Company, MOFSL

## Financials and valuations

Income Statement								(INRm)
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>Net Revenues</b>	<b>32,836</b>	<b>37,732</b>	<b>46,487</b>	<b>54,200</b>	<b>58,298</b>	<b>62,443</b>	<b>76,345</b>	<b>94,446</b>
Change (%)	2.3	14.9	23.2	16.6	7.6	7.1	22.3	23.7
<b>EBITDA</b>	<b>4,547</b>	<b>7,170</b>	<b>9,580</b>	<b>15,444</b>	<b>13,509</b>	<b>9,687</b>	<b>11,757</b>	<b>15,961</b>
Margin (%)	13.8	19.0	20.6	28.5	23.2	15.5	15.4	16.9
Depreciation	1,777	1,824	2,105	2,092	2,324	2,616	3,325	4,163
<b>EBIT</b>	<b>2,770</b>	<b>5,346</b>	<b>7,475</b>	<b>13,352</b>	<b>11,184</b>	<b>7,071</b>	<b>8,433</b>	<b>11,799</b>
Int. and Finance Charges	240	189	165	90	77	455	972	909
Other Income - Rec.	418	483	578	457	666	1,151	1,250	950
<b>PBT before EO Expense</b>	<b>2,948</b>	<b>5,640</b>	<b>7,888</b>	<b>13,719</b>	<b>11,773</b>	<b>7,767</b>	<b>8,710</b>	<b>11,840</b>
EO Expense/(Income)	0	157	445	-171	416	314	-135	0
<b>PBT after EO Expense</b>	<b>2,948</b>	<b>5,483</b>	<b>7,442</b>	<b>13,890</b>	<b>11,357</b>	<b>7,453</b>	<b>8,845</b>	<b>11,840</b>
Current Tax	614	1,218	1,406	2,487	2,070	2,302	2,526	3,019
Deferred Tax	-102	-176	-53	-85	178	230	174	237
Tax	511	1,042	1,353	2,401	2,248	2,532	2,700	3,256
Tax Rate (%)	17.3	18.5	17.2	17.5	19.1	32.6	31.0	27.5
<b>Reported PAT</b>	<b>2,436</b>	<b>4,441</b>	<b>6,090</b>	<b>11,488</b>	<b>9,110</b>	<b>4,922</b>	<b>6,144</b>	<b>8,583</b>
Less: Minority Interest	42	18	78	91	269	-206	110	100
<b>Net Profit</b>	<b>2,394</b>	<b>4,423</b>	<b>6,012</b>	<b>11,398</b>	<b>9,110</b>	<b>5,128</b>	<b>6,034</b>	<b>8,483</b>
<b>Adj PAT</b>	<b>2,394</b>	<b>4,580</b>	<b>6,485</b>	<b>11,255</b>	<b>9,218</b>	<b>5,275</b>	<b>5,946</b>	<b>8,483</b>
Adj PAT growth (%)	18.1	91.3	41.6	73.6	-18.1	-42.8	12.7	42.7

Balance Sheet								(INR m)
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	252	252	252	254	254	254	254	254
Total Reserves	26,633	30,971	35,903	46,763	54,666	58,167	63,296	70,508
<b>Net Worth</b>	<b>26,886</b>	<b>31,224</b>	<b>36,275</b>	<b>47,017</b>	<b>54,920</b>	<b>58,420</b>	<b>63,550</b>	<b>70,762</b>
Deferred liabilities	1580	1457	1398	1316	1506	1856	2030	2267
Total Loans	4,731	3,505	4,328	1,988	8,027	14,746	18,775	17,566
<b>Capital Employed</b>	<b>33,196</b>	<b>36,342</b>	<b>42,137</b>	<b>50,466</b>	<b>65,222</b>	<b>75,755</b>	<b>84,355</b>	<b>90,595</b>
Gross Block	24,969	26,657	30,268	31,872	37,647	43,601	62,701	64,201
Less: Accum. Deprn.	5,127	6,951	9,056	11,148	13,472	16,088	19,412	23,575
<b>Net Fixed Assets</b>	<b>19,842</b>	<b>19,706</b>	<b>21,212</b>	<b>20,724</b>	<b>24,175</b>	<b>27,514</b>	<b>43,289</b>	<b>40,627</b>
Capital WIP	418	361	708	2,348	3,064	1,404	404	404
Investments	869	1,204	2,719	4,711	9,892	6,260	760	760
<b>Curr. Assets</b>	<b>20,027</b>	<b>24,217</b>	<b>27,939</b>	<b>32,881</b>	<b>39,237</b>	<b>51,051</b>	<b>53,079</b>	<b>65,106</b>
Inventory	8,806	10,725	13,231	15,948	18,580	17,434	24,054	29,239
Account Receivables	6,023	6,815	8,952	8,118	9,108	9,890	13,596	17,337
Cash and Bank Balance	1,506	2,823	1,809	3,651	6,407	18,532	9,155	10,767
Loans & Advances	3,693	3,854	3,947	5,164	5,143	5,194	6,275	7,763
<b>Curr. Liability &amp; Prov.</b>	<b>7,960</b>	<b>9,147</b>	<b>10,441</b>	<b>10,198</b>	<b>11,147</b>	<b>10,473</b>	<b>13,177</b>	<b>16,302</b>
Account Payables	7,029	8,190	9,182	8,781	9,704	8,923	11,713	14,490
Provisions	931	957	1,259	1,417	1,443	1,550	1,464	1,811
<b>Net Current Assets</b>	<b>12,068</b>	<b>15,070</b>	<b>17,498</b>	<b>22,682</b>	<b>28,091</b>	<b>40,577</b>	<b>39,902</b>	<b>48,804</b>
<b>Appl. of Funds</b>	<b>33,196</b>	<b>36,342</b>	<b>42,137</b>	<b>50,466</b>	<b>65,222</b>	<b>75,755</b>	<b>84,355</b>	<b>90,595</b>



## Financials and valuations

### Ratios

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>EPS (INR)</b>	<b>9.4</b>	<b>18.1</b>	<b>25.6</b>	<b>44.4</b>	<b>36.3</b>	<b>20.8</b>	<b>23.4</b>	<b>33.4</b>
Cash EPS	16.5	24.8	32.2	53.2	44.0	30.5	36.9	49.8
BV/Share	106.5	123.7	143.2	185.3	216.5	230.3	250.5	278.9
DPS	0.5	0.5	3.6	6.8	6.6	7.7	7.8	11.1
Payout (%)	5.2	2.8	14.8	14.9	18.3	39.3	31.7	32.5
<b>Valuation (x)</b>								
P/E	95.9	50.1	35.4	20.4	24.9	43.5	38.6	27.1
P/BV	8.5	7.3	6.3	4.9	4.2	3.9	3.6	3.2
EV/Sales	7.0	6.1	5.0	4.3	4.0	3.7	3.0	2.4
EV/EBITDA	50.8	32.2	24.1	15.0	17.1	23.9	19.7	14.5
Dividend Yield (%)	0.1	0.1	0.4	0.8	0.7	0.8	0.9	1.2
<b>Return Ratios (%)</b>								
RoE	9.3	15.8	19.2	27.1	18.1	9.3	9.7	12.6
RoCE	8.6	14.3	17.7	25.4	17.1	8.1	8.6	10.8
RoIC	7.7	14.0	18.0	28.7	21.1	10.0	9.4	11.2
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	1.6	1.9	2.3	2.6	2.6	2.4	2.2	2.3
Debtor (Days)	66	65	70	54	56	58	65	67
Inventory (Days)	98	104	104	107	116	102	115	113
Working Capital Turnover (Days)	117	118	123	128	136	129	147	147
<b>Leverage Ratio (x)</b>								
Interest Cover Ratio	16.5	24.8	32.2	53.2	44.0	30.5	36.9	49.8
Debt/Equity	106.5	123.7	143.2	185.3	216.5	230.3	250.5	278.9

### Cash Flow Statement

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Oper. Profit/(Loss) before Tax	4,547	7,170	9,580	15,444	13,509	9,687	11,757	15,961
Interest/Dividends Recd.	418	483	578	457	666	1,151	1,250	950
Direct Taxes Paid	-636	-1,165	-1,412	-2,484	-2,058	-2,181	-2,526	-3,019
(Inc)/Dec in WC	-1,510	-1,686	-3,442	-3,343	-2,652	-361	-8,702	-7,290
<b>CF from Operations</b>	<b>2,819</b>	<b>4,803</b>	<b>5,304</b>	<b>10,075</b>	<b>9,464</b>	<b>8,295</b>	<b>1,779</b>	<b>6,602</b>
EO Expense / (Income)	0	157	445	-171	416	314	-135	0
<b>CF from Oper. incl EO Exp.</b>	<b>3,411</b>	<b>5,010</b>	<b>5,643</b>	<b>10,246</b>	<b>9,048</b>	<b>7,982</b>	<b>1,914</b>	<b>6,602</b>
(inc)/dec in FA	-1,258	-1,632	-3,958	-3,244	-6,491	-4,294	-18,100	-1,500
<b>Free Cash Flow</b>	<b>2,154</b>	<b>3,379</b>	<b>1,685</b>	<b>7,002</b>	<b>2,557</b>	<b>3,688</b>	<b>-16,186</b>	<b>5,102</b>
(Pur)/Sale of Investments	489	-336	-1,515	-1,992	-5,181	3,632	5,500	0
<b>CF from Investments</b>	<b>-1,354</b>	<b>-1,651</b>	<b>-5,097</b>	<b>-5,236</b>	<b>-11,672</b>	<b>-662</b>	<b>-12,600</b>	<b>-1,500</b>
Issue of shares	0	0	0	1	0	0	0	0
(Inc)/Dec in Debt	-560	-1,070	804	-2,331	6,663	6,683	3,296	-1,209
Interest Paid	-240	-189	-165	-90	-77	-455	-972	-909
Dividend Paid	-126	-126	-902	-1,710	-1,670	-1,933	-1,950	-2,790
<b>CF from Fin. Activity</b>	<b>-1,304</b>	<b>-1,832</b>	<b>-1,305</b>	<b>-3,169</b>	<b>5,222</b>	<b>4,806</b>	<b>1,309</b>	<b>-3,489</b>
<b>Inc/Dec of Cash</b>	<b>753</b>	<b>1,528</b>	<b>-758</b>	<b>1,841</b>	<b>2,598</b>	<b>12,125</b>	<b>-9,377</b>	<b>1,613</b>
Add: Beginning Balance	1,428	2,181	3,709	2,954	4,795	7,393	19,518	10,141
Forex/ Business acquisition	0	0	3	0	0	0	0	0
<b>Closing Balance</b>	<b>2,181</b>	<b>3,709</b>	<b>2,954</b>	<b>4,795</b>	<b>7,393</b>	<b>19,518</b>	<b>10,141</b>	<b>11,754</b>
Bank balances / Mutual fund (gain)/ loss	-676	-886	-1,145	-1,145	-986	-986	-986	-986
<b>Closing Balance</b>	<b>1,506</b>	<b>2,823</b>	<b>1,809</b>	<b>3,650</b>	<b>6,407</b>	<b>18,532</b>	<b>9,155</b>	<b>10,767</b>

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Explanation of Investment Rating	
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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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