

Coromandel International

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	CRIN IN
Equity Shares (m)	292
M.Cap.(INRb)/(USD\$)	316.4 / 3.8
52-Week Range (INR)	1185 / 838
1, 6, 12 Rel. Per (%)	-1/7/1
12M Avg Val (INR M)	434

Financials & Valuations (INR b)

Y/E Mar	2023	2024E	2025E
Sales	296.3	250.6	269.2
EBITDA	29.3	28.2	30.8
PAT	20.1	19.3	21.4
EBITDA (%)	9.9	11.2	11.4
EPS (INR)	68.5	65.7	72.7
EPS Gr. (%)	31.5	-4.1	10.8
BV/Sh. (INR)	269.0	320.7	377.4

Ratios

Net D/E	-0.2	-0.3	-0.3
RoE (%)	28.2	22.3	20.8
RoCE (%)	30.5	23.9	22.0
Payout (%)	17.5	21.3	22.0

Valuations

P/E (x)	15.7	16.3	14.7
EV/EBITDA (x)	10.3	10.2	9.2
Div Yield (%)	1.1	1.3	1.5
FCF Yield (%)	0.1	5.5	2.9

Shareholding pattern (%)

	Sep-23	Jun-23	Sep-22
Promoter	57.3	57.4	57.5
DII	21.1	20.6	18.7
FII	7.2	7.6	9.9
Others	14.3	14.4	13.9

CMP: INR1075 TP: INR1,300 (+21%) Buy

Margins improved YoY, led by softening RM costs and backward integration in fertilizer business

In-line operating performance

- Coromandel International's (CRIN) experienced a marginal 1% decline in its EBIT during 2QFY24, despite a steep ~31% YoY decline in revenue. Softening of raw material prices and the benefits of backward integration led to EBIT growth of 4% YoY in the Nutrients and Allied business (EBIT contribution: 92%). On the other hand, the Crop Protection business (EBIT contribution: 8%) registered a ~17% YoY decline in EBIT due to pricing pressures.
- Factoring in its 2QFY24 performance, we maintain our earnings for FY24E/FY25E. We **reiterate our BUY rating on the stock**.

Lower subsidy realization led to a decline in revenue

- CRIN reported overall revenue of INR69.8b (est. INR77.1b) in 2QFY24, down 31% YoY, led by lower subsidy realization in the fertilizer business. Total manufacturing volumes (NPK+DAP) declined 7% YoY to 1,027KMT, while total phosphate fertilizer manufacturing volumes (including SSP) declined 8% YoY to 1,239KMT.
- Nutrient & other allied business revenue declined 33% YoY to INR63b, while crop protection business revenue grew 3% YoY to INR7.3b. The Crop protection business performance was adversely affected by industry headwinds and below-average normal rainfall in its key market areas.
- EBITDA stood flat on YoY basis at INR10.6b (est. INR10.2b). As per our calculations, manufacturing EBITDA/MT (including SSP) stood at INR7,230 (up 14% YoY/7% QoQ). The same for phosphate fertilizers (DAP and NPK) stood at INR8,412 (up 15% YoY/ 5% QoQ).
- EBIT margin of the Crop Protection segment contracted 300bp YoY to 11.9% due to pricing pressures.
- Adjusted PAT stood at INR7.6b (est. INR7.2b), up 2% YoY.
- In 1HFY24, revenue declined 20% to INR126.8b, while EBITDA/Adj. PAT grew marginally YoY (1%) to INR17.7b/INR12.5b.

Highlights from the management commentary

- Sulphuric Acid plant:** CRIN has commissioned 1650 TPD sulphuric acid plant (with investment of ~INR4b) in 2QFY24, increasing its total capacity to ~1.1 MTPA from 0.6MTPA.
- Outlook:** The management has reduced its full-year EBITDA/MT guidance for manufactured fertilizer (excluding SSP) to INR5,000 in FY24 from its earlier guidance of INR5,500 to INR6,000 provided in previous quarters. This was on the back of a recent reduction in the NBS rates by the government.
- Nano DAP plant** in Kakinada is set to be commissioned in 3QFY24 (subject to a few pending approvals). The plant has a capacity of ~10m bottles per annum (1 liter each) with ~MRP of ~INR600.

Valuation and view

- The operating performance of the Fertilizer business is expected to continue facing challenges in 2HFY24, primarily due to the lower NBS rates announced by the government for the upcoming Rabi season. Similarly, the operating performance of the Crop Protection segment is also expected to be under pressure in FY24; however, a recovery is anticipated in FY25.
- Factoring in its 2QFY24 performance, we maintain our earnings for FY24E/FY25E. We reiterate our BUY rating on the stock with TP of INR1,300 (at 18x FY25E EPS).

Quarterly Performance

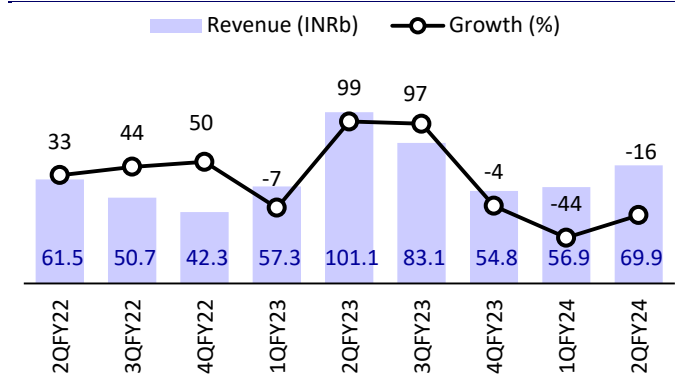
Y/E March Consolidated	FY23				FY24				(INR m)			
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	FY23	FY24E	FY24 2QE	Var %
Net Sales	57,291	1,01,134	83,096	54,758	56,934	69,881	71,841	51,942	2,96,279	2,50,598	77,079	-9
YoY Change (%)	56.4	64.5	63.8	29.5	-0.6	-30.9	-13.5	-5.1	55.0	-15.4	-23.8	
Total Expenditure	50,437	90,564	75,290	50,726	49,842	59,294	65,466	47,835	2,67,017	2,22,438	66,892	
EBITDA	6,854	10,570	7,806	4,032	7,092	10,587	6,375	4,106	29,262	28,161	10,186	4
Margins (%)	12.0	10.5	9.4	7.4	12.5	15.2	8.9	7.9	9.9	11.2	13.2	
Depreciation	446	457	471	446	481	540	525	500	1,820	2,045	510	
Interest	266	542	568	524	405	462	320	280	1,900	1,467	350	
Other Income	536	311	396	469	445	448	277	328	1,711	1,498	249	
PBT before EO expense	6,678	9,881	7,163	3,531	6,651	10,033	5,807	3,655	27,253	26,146	9,575	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	6,678	9,881	7,163	3,531	6,651	10,033	5,807	3,655	27,253	26,146	9,575	
Tax	1,703	2,481	1,794	901	1,674	2,450	1,462	920	6,879	6,505	2,410	
Rate (%)	25.5	25.1	25.0	25.5	25.2	24.4	25.2	25.2	25.2	24.9	25.2	
Minority Interest & P/L of Asso. Cos.	-15	-6	100	166	36	15	105	174	245	330	-6	
Reported PAT	4,991	7,406	5,269	2,464	4,940	7,569	4,241	2,560	20,129	19,310	7,171	
Adj PAT	4,991	7,406	5,269	2,464	4,940	7,569	4,241	2,560	20,129	19,310	7,171	6
YoY Change (%)	47.8	42.6	38.1	-15.0	-1.0	2.2	-19.5	3.9	31.7	(4.1)	(3.2)	
Margins (%)	8.7	7.3	6.3	4.5	8.7	10.8	5.9	4.9	6.8	7.7	9.3	

Key Performance Indicators

Y/E March Consolidated	FY23				FY24E				FY23		FY24E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			
Volume Growth (%)	2.7	20.2	45.9	38.6	20.3	-20.8	4.2	2.2	26.4		20.3
Manufacturing (%)	-11.1	17.0	20.3	3.7	10.6	-8.2	6.1	6.1	8.2		10.6
Trading (%)	183.3	29.1	163.7	126.6	59.9	-53.0	0.1	-2.2	97.4		59.9
Mfg EBITDA/MT (INR)	6,715	6,323	5,320	4,196	6,754	7,230	4,000	3,500	4,980		4,650
Cost Break-up											
RM Cost (% of sales)	75.3	81.4	80.5	77.4	74.1	73.2	78.6	75.1	79.2		74.1
Staff Cost (% of sales)	2.7	1.7	2.0	3.0	2.9	2.5	2.5	3.4	2.2		2.9
Freight Cost (% of sales)	4.3	3.0	4.0	4.6	5.3	4.3	4.5	5.0	3.8		5.3
Other Cost (% of sales)	5.7	3.5	4.1	7.7	5.2	4.7	5.5	8.6	4.8		5.2
Gross Margins (%)	24.7	18.6	19.5	22.6	25.9	26.8	21.4	24.9	20.8		25.9
EBITDA Margins (%)	12.0	10.5	9.4	7.4	12.5	15.2	8.9	7.9	9.9		12.5
EBIT Margins (%)	11.2	10.0	8.8	6.5	11.6	14.4	8.1	6.9	9.3		10.8

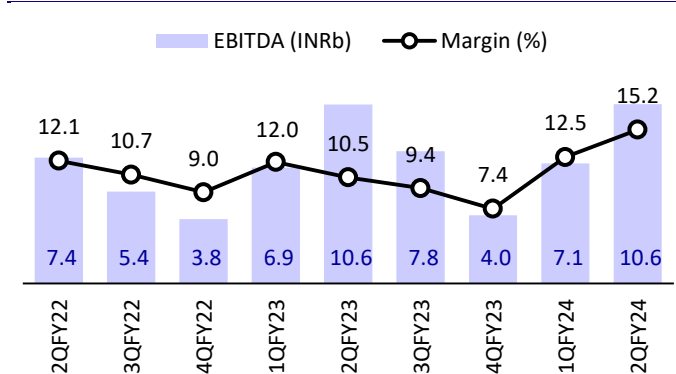
Key exhibits

Exhibit 1: Revenue trend



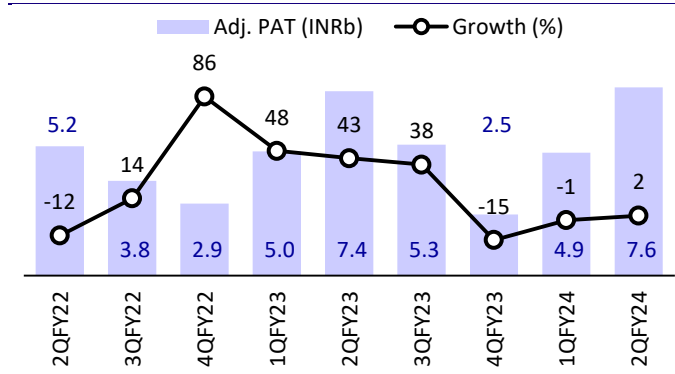
Source: Company, MOFSL

Exhibit 2: EBITDA trend



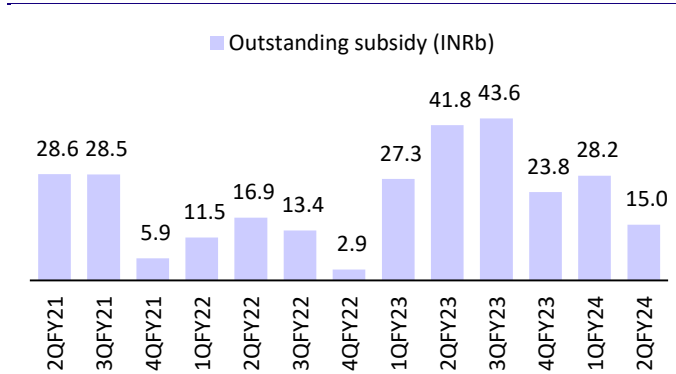
Source: Company, MOFSL

Exhibit 3: Adjusted PAT trend



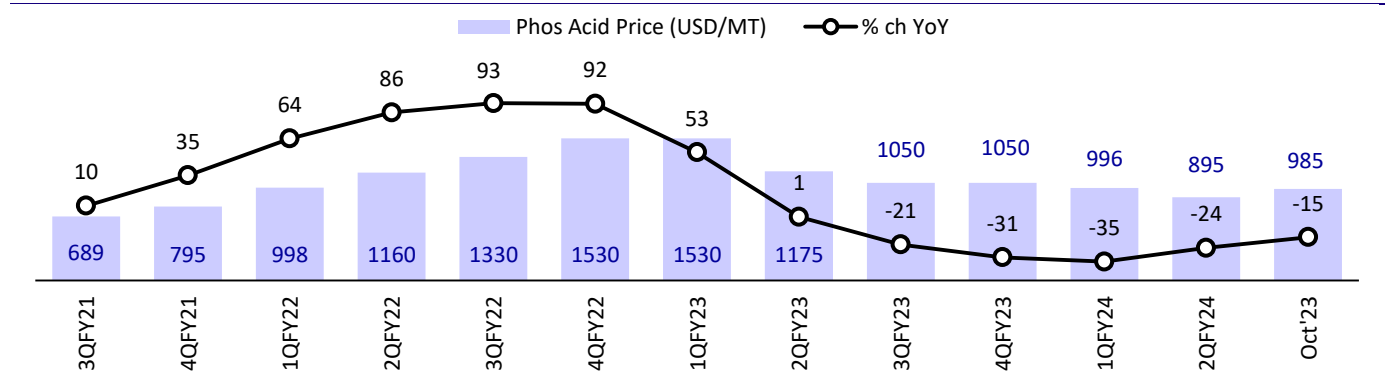
Source: Company, MOFSL

Exhibit 4: Trend in outstanding subsidy



Source: Company, MOFSL

Exhibit 5: Price trend in phosphoric acid



Source: Company, Bloomberg, MOFSL

Exhibit 6: Segmental revenue and EBIT trends

INR m	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
Segment revenue									
Nutrient and Other Allied	54,784	44,836	36,828	51,105	94,612	77,098	48,806	52,006	63,017
YoY growth (%)	36%	47%	56%	66%	73%	72%	33%	2%	-33%
Crop Protection	7,015	6,216	5,561	6,607	7,068	6,526	6,155	5,475	7,301
YoY growth (%)	10%	22%	8%	5%	1%	5%	11%	-17%	3%
Less: Inter-segment	323	316	120	422	547	528	203	547	437
Total	61,475	50,736	42,268	57,291	1,01,134	83,096	54,758	56,934	69,881
Segment EBIT									
Nutrient and Other Allied	6,121	4,373	3,248	6,022	9,553	6,972	3,390	6,717	9,913
Margin (%)	11.2%	9.8%	8.8%	11.8%	10.1%	9.0%	6.9%	12.9%	15.7%
Crop Protection	1,198	928	735	867	1,053	810	928	550	871
Margin (%)	17.1%	14.9%	13.2%	13.1%	14.9%	12.4%	15.1%	10.0%	11.9%
Unallocable expense	307	291	640	481	493	447	731	656	737
Total	7,011	5,010	3,343	6,408	10,112	7,335	3,587	6,611	10,048

Source: Company, MOFSL

Exhibit 7: Volume trend

Quarterly volume trend ('000MT)	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24
Manufactured									
NPK	902	680	513	629	1,072	886	531	714	994
Growth (%)	-4%	2%	0%	-30%	58%	73%	-16%	14%	-7%
DAP	25	74	30	59	34	28	7	44	33
Growth (%)	58%	72%	1884%	133%	-54%	-7%	-88%	-25%	-3%
SSP	226	185	159	159	243	216	190	179	212
Growth (%)	12%	17%	-12%	-30%	31%	36%	19%	13%	-13%
Total Manufacturing	1,153	939	702	847	1,349	1,130	728	937	1,239
Growth (%)	0%	8%	1%	-27%	44%	61%	-14%	11%	-8%
Traded									
MOP	11	0	0	4	20	2	1	11	37
Growth (%)	-67%	-100%	-100%	-64%	NA	NA	NA	175%	85%
DAP Traded	157	55	53	39	137	136	87	97	132
Growth (%)	-5%	-11%	-12%	-75%	149%	157%	123%	149%	-4%
NPK Traded	8	8	8	0	0	0	0	0	0
Urea	203	132	225	164	371	400	542	223	79
Growth (%)	244%	-52%	140%	-19%	181%	78%	230%	36%	-79%
Total Trading	378	195	286	207	528	538	630	331	248
Growth (%)	47%	-55%	38%	-45%	171%	88%	204%	60%	-53%
Total Trading + Mfg.	1,531	1,134	988	1,054	1,877	1,668	1,358	1,268	1,487
Growth (%)	8%	-13%	10%	-31%	66%	69%	29%	20%	-21%
Total NPK (mfg. + trading)	909	688	521	629	1,072	886	531	714	994
Growth (%)	-3%	-3%	-1%	-31%	56%	70%	-16%	14%	-7%
Total DAP (mfg. + trading)	182	129	83	98	171	164	94	141	165
Growth (%)	1%	23%	35%	-46%	33%	98%	-4%	44%	-4%
Total phosphatic fertilizer	1,091	817	604	727	1,243	1,050	625	855	1,159
Growth (%)	-2%	0%	3%	-33%	52%	74%	-14%	18%	-7%

Source: Company, MOFSL



Highlights from the management commentary

Agri scenario

- India witnessed below-average south west monsoon with rainfall measuring below 6% of the long-period average.
- The crop sowing area remained consistent compared to the previous year, with increased acreages in paddy, cereals, and sugarcane, and decreased acreages in pulses and cotton.
- Crop sowing in Andhra Pradesh was adversely impacted by unfavorable weather conditions. Sowing in Telangana, Karnataka, Maharashtra, and West Bengal were around normal levels.
- The MSP for the upcoming Rabi season has been announced, reflecting a ~3-7% increase across various commodities
- While fertilizer raw material prices have remained soft and stable in 1HCY23, they are on an uptrend since Aug'23, led by supply-side issues.

Industry performance

- Phosphatic fertilizer industries performed well in 2QFY24 with primary sales volume up by 11% YoY. Corresponding consumption has increased by ~24% YoY.
- DAP and Complex fertilizers primary sales volume was up 19% YoY.

Company-specific

- The company's key operating markets were adversely impacted by sub-normal monsoon.
- **Nutrients and Allied segment** witnessed lower primary sales (down ~7%), primarily due to fall in subsidy rate. However, stable RM prices, coupled with backward integration, resulted in lower impact on margins.
- The company's complex fertilizer market share in 2QFY24/1HFY24 stood at 15%/15.2% vs. 19.2%/16.5% in 2QFY24/1HFY23.
- The company's SSP market share went up to 17.1% in 2QFY24 vs. 16.5% 2QFY23.
- During the quarter, the company's plants operated at ~86% of total capacity.
- CRIN started offering drone-based agri service application to train pilots in this quarter.
- **Specialty chemicals:** – CRIN has initiated marketing for some of the specialty chemical products.
- Within CDMO space, interactions with clients has been positive.

Crop Protection

- The company witnessed volume-led recovery in both domestic and exports market.
- It focused on selling bundled products and achieved success in onboarding new customers, leading to incremental growth
- Globally, Brazil is the largest consumer of agrochemicals. Currently, it is witnessing high channel inventory.
- CRIN will look to expand its portfolio by incorporating recently off patented technical innovations.

Subsidy

- Subsidy mix in revenue stood at ~84%/85% in 2QFY24/1HFY24 vs. 89%/87% in 2QFY23/1HFY23.
- Subsidy Consol EBIDTA mix stood at ~81%/82% in 2QFY24/1HFY24 vs. 82%/78% in 2QFY23/1HFY23.
- Subsidy claimed and received improved during the quarter with total subsidy received in 2QFY24/1HFY24 standing at INR42.4b/INR63.1b.
- Subsidy outstanding as on Sep'23 stood at INR15b vs. INR41.7b in the previous year.
- The subsidy realization in the second half of the year will be lower due to lower subsidy rate.

New Sulphuric Acid plant

- The company commissioned the Sulphuric acid plant during the quarter, with a capacity of ~1650 TPD (investment of ~INR4b), improving its backward integration capabilities. Accordingly, the total sulphuric acid capacity is increased to 1.1 MTPA from 0.6 MTPA.
- The management expects a payback period of ~2-3 years for this plant.

Outlook

- The management has reduced its full-year EBITDA/MT guidance for manufactured fertilizer (excluding SSP) to INR5,000 in FY24 from its earlier guidance of INR5,500 to INR6,000 provided in the previous quarters. This was on the back of a recent reduction in the NBS rates by the government.
- The management expects the impact on margin to be much lower for CRIN as compared to companies that primarily import and sell fertilizers (trading companies).

Nano DAP

- The Nano DAP plant in Kakinada is set to be commissioned in 3QFY24. However, the company is awaiting some pending approvals.
- This plant will have capacity of ~10m bottle per annum (1 liter bottles) with an average MRP of ~INR600.
- Margins are expected to be healthy at ~20%.
- Further, CRIN has started a pilot production in the Vizag plant and the feedback from the farmers have been positive.

Other key highlights

- The company ended the quarter with a net cash surplus of INR33.8b.
- The government reviews raw material prices from the past six months to determine adjustments in the NBS rate. The prices have declined sharply in the last six months but has started inching upwards since Aug'23. If the prices increased further, then the government can revise the rates.
- The company has taken some provisions in 2QFY24 for the lower NBS rates.
- CRIN has started working on the new herbicide facility in Dahej.
- CRIN is in the process of executing drone orders, which it has received from Indian Army and IFFCO.

Valuation and view

- The operating performance of the Fertilizer business is expected to continue facing challenges in 2HFY24, primarily due to the lower NBS rates announced by the government for the upcoming Rabi season. Similarly, the operating performance of the Crop Protection segment is also expected to be under pressure in FY24; however, a recovery is anticipated in FY25.
- Going forward, the key growth levers include: i) management's focus on increasing penetration in its existing markets, ii) debottlenecking to raise capacity and strengthen its back-end supply chain, iii) efforts to lower the cost of raw materials without compromising the quality and establishing alternative sourcing destinations (which will aid cost savings), iv) pursuing inorganic growth opportunities, and v) expanding capacities in crop protection (INR10b) for CDMO, specialty, and industrial chemicals.
- Factoring in its 2QFY24 performance, we maintain our earnings for FY24E/FY25E. We reiterate our BUY rating on the stock with TP of INR1,300 (at 18x FY25E EPS).

Exhibit 8: Revisions to our estimates

Earnings Change (INR m)	Old		New		Change	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Revenue	2,57,861	2,76,763	2,50,598	2,69,179	-3%	-3%
EBITDA	29,303	31,593	28,160	30,811	-4%	-2%
Adj. PAT	20,132	21,902	19,310	21,387	-4%	-2%

Source: MOFSL

Financials and valuations

Consolidated - Income Statement							(INRm)	
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Total Income from Operations	1,10,829	1,32,246	1,31,367	1,41,820	1,91,109	2,96,279	2,50,598	2,69,179
Change (%)	10.5	19.3	(0.7)	8.0	34.8	55.0	(15.4)	7.4
Raw Material Cost	76,094	93,396	90,556	96,879	1,42,165	2,34,725	1,88,846	2,03,105
Personnel Expenses	3,619	4,111	4,611	5,386	5,872	6,566	6,996	7,537
Freight and Distribution Expenses	9,792	10,327	8,844	8,923	10,334	11,384	11,906	12,382
Other Expenses	8,761	9,981	10,046	10,789	11,239	14,343	14,691	15,343
Total Expenditure	98,265	1,17,815	1,14,057	1,21,977	1,69,610	2,67,017	2,22,438	2,38,368
EBITDA	12,564	14,431	17,310	19,843	21,499	29,262	28,160	30,811
Margin (%)	11.3	10.9	13.2	14.0	11.2	9.9	11.2	11.4
Depreciation	991	1,138	1,580	1,731	1,727	1,820	2,045	2,315
EBIT	11,573	13,292	15,730	18,112	19,772	27,442	26,115	28,497
Int. and Finance Charges	1,783	2,507	2,353	1,057	755	1,900	1,467	1,100
Other Income	597	371	400	751	1,443	1,711	1,498	1,648
PBT bef. EO Exp.	10,387	11,156	13,777	17,806	20,460	27,253	26,146	29,044
EO Expense/(Income)	0	-239	0	0	0	0	0	0
PBT after EO Exp.	10,387	10,917	13,777	17,806	20,460	27,253	26,146	29,044
Current Tax	3,539	3,874	3,686	4,599	5,187	6,919	6,521	7,310
Deferred Tax	-71	-153	-551	-31	26	-40	-16	0
Total Tax	3,468	3,721	3,135	4,568	5,213	6,879	6,505	7,310
Tax Rate (%)	33.4	34.1	22.8	25.7	25.5	25.2	24.9	25.2
Less: MI/Sh of profit/loss of JV & Ass.	6	-8	-8	-54	-37	245	330	347
Reported PAT	6,913	7,205	10,650	13,292	15,285	20,129	19,310	21,387
Adjusted PAT	6,913	7,443	10,650	13,292	15,285	20,129	19,310	21,387
Change (%)	44.9	7.7	43.1	24.8	15.0	31.7	-4.1	10.8
Margin (%)	6.2	5.6	8.1	9.4	8.0	6.8	7.7	7.9
No of fully diluted shares (Mn)	292.4	292.5	293.0	293.4	293.5	294.0	294.0	294.0
Adj EPS	23.6	25.4	36.3	45.3	52.1	68.5	65.7	72.7

Consolidated - Balance Sheet							(INRm)	
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	292	293	293	293	294	294	294	294
Total Reserves	28,670	33,291	42,884	51,213	63,289	78,784	93,978	1,10,661
Net Worth	28,963	33,584	43,177	51,506	63,583	79,078	94,272	1,10,955
Deferred Liabilities	1,254	1,123	578	576	660	591	591	591
Total Loans	27,284	29,545	16,251	16	0	46	46	46
Capital Employed	57,501	64,252	60,007	52,098	64,243	79,715	94,909	1,11,592
Gross Block	25,625	26,631	31,166	36,849	39,337	42,245	48,638	54,238
Less: Accum. Deprn.	12,248	13,387	14,967	16,698	18,424	20,244	22,289	24,604
Net Fixed Assets	13,376	13,244	16,200	20,151	20,913	22,001	26,349	29,634
Goodwill on Consolidation	3	3	3	3	3	3	3	3
Capital WIP	375	1,756	654	898	1,412	3,993	5,600	12,000
Current Investments	1	1	0	0	0	0	0	0
Total Investments	2,214	2,008	2,113	2,138	2,435	2,867	2,867	2,867
Curr. Assets, Loans&Adv.	82,515	88,728	82,517	65,765	88,085	1,13,484	1,12,168	1,23,104
Inventory	22,625	32,414	26,971	26,009	36,632	44,165	37,761	40,561
Account Receivables	15,777	18,244	17,341	5,544	2,649	5,893	5,493	5,900
Govt Subsidies Receivable	26,269	23,935	23,162	5,897	2,941	23,779	17,164	18,437
Cash and Bank Balance	5,554	1,593	783	7,221	17,533	14,178	27,034	31,657
Loans and Advances	12,291	12,542	14,259	21,094	28,330	25,470	24,717	26,549
Curr. Liability & Prov.	40,983	41,488	41,481	36,857	48,605	62,633	52,078	56,016
Account Payables	33,786	37,625	33,481	29,222	39,135	53,138	42,943	46,186
Other Current Liabilities	6,952	3,542	7,643	7,281	9,132	9,057	8,239	8,850
Provisions	244	321	357	354	337	439	896	981
Net Current Assets	41,532	47,240	41,036	28,908	39,481	50,851	60,090	67,088
Appl. of Funds	57,501	64,252	60,007	52,098	64,243	79,715	94,909	1,11,592

Financials and valuations

Ratios								
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Basic (INR)								
EPS	23.6	25.4	36.3	45.3	52.1	68.5	65.7	72.7
Cash EPS	27.0	29.3	41.7	51.2	58.0	74.7	72.6	80.6
BV/Share	99.1	114.8	147.4	175.5	216.6	269.0	320.7	377.4
DPS	6.5	6.5	12.0	12.0	12.0	12.0	14.0	16.0
Payout (%)	33.0	31.7	39.6	26.5	23.0	17.5	21.3	22.0
Valuation (x)								
P/E	45.5	42.2	29.6	23.7	20.6	15.7	16.4	14.8
Cash P/E	39.8	36.6	25.8	21.0	18.5	14.4	14.8	13.3
P/BV	10.9	9.4	7.3	6.1	5.0	4.0	3.4	2.8
EV/Sales	3.0	2.6	2.5	2.2	1.6	1.0	1.2	1.1
EV/EBITDA	26.7	23.7	19.1	15.5	13.9	10.3	10.3	9.2
Dividend Yield (%)	0.6	0.6	1.1	1.1	1.1	1.1	1.3	1.5
FCF per share	4.8	8.7	51.8	121.3	60.6	1.4	58.7	31.0
Return Ratios (%)								
RoE	23.9	23.8	27.7	28.1	26.6	28.2	22.3	20.8
RoCE	15.1	15.1	20.3	25.3	27.5	30.5	23.9	22.0
RoIC	16.0	16.2	21.1	27.4	34.8	40.4	33.2	34.3
Working Capital Ratios								
Fixed Asset Turnover (x)	4	5	4	4	5	7	5	5
Asset Turnover (x)	1.9	2.1	2.2	2.7	3.0	3.7	2.6	2.4
Inventory (Days)	75	89	75	67	70	54	55	55
Debtor (Days)	52	50	48	14	5	7	8	8
Govt Subs Receivable (days)	87	66	64	15	6	29	25	25
Creditor (Days)	162	147	135	110	100	83	83	83
Others (Days)								
Working Capital Turnover (Days)	118	126	112	56	42	45	48	48
Growth (%)								
Sales	10.5	19.3	-0.7	8.0	34.8	55.0	-15.4	7.4
EBITDA	27.9	14.9	20.0	14.6	8.3	36.1	-3.8	9.4
PAT	44.9	7.7	43.1	24.8	15.0	31.7	-4.1	10.8
Leverage Ratio (x)								
Current Ratio	2.0	2.1	2.0	1.8	1.8	1.8	2.2	2.2
Interest Cover Ratio	6	5	7	17	26	14	18	26
Debt/Equity	0.9	0.9	0.4	0.0	0.0	0.0	0.0	0.0

Consolidated - Cash Flow Statement

(INRm)

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
NP/(Loss) Before Tax and EO Items	10,387	11,156	13,777	17,806	20,460	27,253	26,146	29,044
Depreciation	991	1,138	1,580	1,731	1,727	1,820	2,045	2,315
Interest & Finance Charges	119	1,783	2,353	1,057	755	189	-31	-548
Direct Taxes Paid	-3,498	-3,709	-3,135	-4,568	-4,834	-7,038	-6,505	-7,310
(Inc)/Dec in WC	-7,540	-4,601	4,044	25,476	3,716	-16,520	3,616	-2,374
CF from Operations	459	5,768	18,620	41,502	21,824	5,703	25,272	21,127
Others	2,174	-504	0	0	-1,044	207	0	0
CF from Operating incl EO	2,633	5,264	18,620	41,502	20,781	5,910	25,272	21,127
(inc)/dec in FA	-1,230	-2,731	-3,434	-5,926	-3,002	-5,489	-8,000	-12,000
Free Cash Flow	1,402	2,534	15,186	35,576	17,779	421	17,272	9,127
(Pur)/Sale of Investments	0	0	-105	-25	-297	-432	0	0
Others	2,483	-4,053	1,320	-6,622	-12,921	12,312	1,498	1,648
CF from Investments	1,253	-6,784	-2,219	-12,572	-16,220	6,390	-6,502	-10,352
Issue of Shares	167	45	1	0	0	1	0	0
Inc/(Dec) in Debt	4,437	2,316	-13,294	-16,235	-16	46	0	0
Interest Paid	-1,801	-2,511	-2,353	-1,057	-755	-1,900	-1,467	-1,100
Dividend Paid	-2,813	-2,292	-4,219	-3,521	-3,522	-3,528	-4,116	-4,704
Others	0	0	2,654	-1,679	10,044	-10,273	-330	-347
CF from Fin. Activity	-10	-2,441	-17,211	-22,491	5,751	-15,655	-5,914	-6,151
Inc/Dec of Cash	3,876	-3,961	-810	6,438	10,312	-3,355	12,856	4,624
Add: Beginning Balance	1,678	5,554	1,593	783	7,221	17,533	14,178	27,034
Closing Balance	5,554	1,593	783	7,221	17,533	14,178	27,034	31,657

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NOTES

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NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
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