

BSE SENSEX
72,708

S&P CNX
22,122

CMP: INR461

TP: INR520 (+13%)

Buy



Stock Info

	COAL IN
Bloomberg	COAL IN
Equity Shares (m)	6207
M.Cap.(INRb)/(USDb)	2841 / 34.2
52-Week Range (INR)	488 / 208
1, 6, 12 Rel. Per (%)	18/88/89
12M Avg Val (INR M)	3433
Free float (%)	36.9

Financials Snapshot (INR b)

Y/E MARCH	2024E	2025E	2026E
Sales	1,431	1,528	1,749
Adj. EBITDA	400	419	523
Adj. PAT	291	275	336
EBITDA Margin (%)	27.9	27.4	29.9
Cons. Adj. EPS (INR)	47.2	44.6	54.6
EPS Gr. (%)	3.3	-5.6	22.4
BV/Sh. (INR)	116	138	164

Ratios

Net D:E	-0.6	-0.4	-0.3
RoE (%)	40.8	32.4	33.2
RoCE (%)	44.9	34.9	35.8
Payout (%)	50.0	50.0	50.0

Valuations

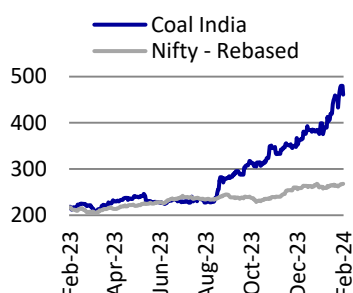
P/E (x)	9.8	10.3	8.4
P/BV (x)	4.0	3.4	2.8
EV/EBITDA(x)	6.1	5.9	4.9
Div. Yield (%)	5.1	4.8	5.9
FCF Yield (%)	2.7	1.5	1.7

Shareholding pattern (%)

As On	Dec-23	Sep-23	Dec-22
Promoter	63.1	63.1	66.1
DII	23.2	24.2	21.3
FII	8.6	7.8	7.9
Others	5.1	5.2	4.7

FII Includes depository receipts

Stock Performance (1-year)



Robust demand to drive volumes; e-auction premium softens amid high supply

- In a recent investor interaction, Coal India (COAL) management highlighted the following points: a) COAL would achieve production of 770mt in FY24 and 838mt by FY25; b) e-auction premiums have softened in 4QFY24 to 35-50%, but volumes via the e-auction route have improved (15% vs. 8-9% in 9MFY24); and c) the company is committed to supplying at least 610mt to the power sector in FY24 and increasing the dispatch by 50mt p.a. going forward.
- Based on the YTD performance, COAL is confident of achieving 770mt of production during FY24, with five subsidiaries on track to achieve 100% of the annual production target. The number is lower than earlier guidance as SECL subsidiary would fall short by 8-9mt due to some pending clearance for mine.
- Though e-auction premiums have declined in Jan-Feb'24 to 35-50% from 117% in 3QFY24, the increase in e-auction volumes (~15% of the quarterly dispatches vs. 8-9%) would largely offset the impact.
- Domestic power generation is expected to grow by 7.7% to 1,750bu in FY24, which will drive coal demand. Dispatches to coal-fired plants till Jan'24 stood at 509mt (up 7.3mt YoY) and are expected to cross 610mt in FY24E.
- In line with the recent trend in e-auction premiums, we have trimmed our e-auction premium for FY26E while increasing e-auction volumes. As a result, we have increased FY26E revenue/EBITDA/APAT by 1%/9%/7%. COAL trades at EV/EBITDA of 4.9x FY26E. We reiterate our BUY rating on the stock with a revised TP of INR520 (5.5x EV/EBITDA). We believe COAL is well placed to capitalize on the growth opportunity ahead.

Key takeaways from investor interaction

- E-auction premiums dropped to ~48-50% in Jan'24 and to ~38% in Feb'24. E-auction premiums for FY24E are expected to be ~80%.
- E-auction volumes in Jan'24 stood at 13% of the sales and improved to 17% in Feb'24. COAL aims to achieve quarterly e-auction volumes of over 15% in 4Q.
- COAL has slightly lowered its FY24E volume guidance to 770mt and FY25E production target to 838mt. This was due to lower mining at SECL subsidiary.
- The company is expected to dispatch over 610mt to the power sector in FY24E, and volumes to the power sector are expected to grow ~50mt in FY25E and FY26E. No FSA price hike is expected in the near term.
- COAL has earmarked a capex of ~INR165b for FY24E and ~INR175-185b for FY25E and FY26E, which will be utilized for the railway capacity expansion, first-mile connectivity projects (FMCP), land acquisition, setting up coal washeries, and infrastructure development.
- Employee costs are expected to slightly decline going forward. The demand momentum is expected to remain intact and COAL does not foresee any offtake issues.

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E-auction to remain stable; e-auction volumes to see strong growth

- Though the premiums have declined from the recent high of 117% in 3QFY24 to 50-60% in Jan'24 and further to ~40% in Feb'24, higher volumes in 4QFY24 will offset the impact.
- COAL is expected to sell ~15% of its total volumes under e-auction at auction-determined prices in FY25E. We expect COAL to clock total sales of ~90-92mt via e-auction in FY25E and 112-115mt in FY26E.
- Higher sales via the auction route help garner better profitability as the prices are higher than FSA-determined prices. If the linkages are adequately met, COAL can take its e-auction volumes to 20%, which is otherwise expected to be ~15%.
- Initially e-auction was linked to international coal prices; however, as the supply by COAL in the domestic market increases, the e-auction prices would be determined by the inventory the company carries, inventory at power plants and demand from non-regulated sectors.

COAL targets production of 770mt in FY24E and 838mt in FY25E

- COAL is on track to achieve 100% of its yearly production target for BCCL, CCL, NCL, WCL and MCL; however, due to issues at the beginning of FY24, the actual production at SECL would be 8-9mt lower than its yearly production target of 197-200mt. Hence, COAL could end the year with volumes of 770mt. The company has slightly lowered its FY25 volume guidance to 838mt.
- As a part of its ACQ, COAL supplies around 90% of its production to the power sector and is expected to supply 610mt to power plants in FY24E, which would increase by ~50mt in FY25E and FY26E.
- India's power demand reached its peak at over 243gw in Oct'23, which helped COAL generate strong volumes. COAL's supply to coal-fired plants till Jan'24 stood at 509mt (up 7.3mt YoY).

Record capex to intensify evacuation infrastructure and help product diversification

- COAL has intensified its focus on capex over the last few years. Capex, which used to hover around INR65-85b until FY20, tripled in FY23 to INR186b and COAL has earmarked INR165b as capex for FY24E and INR175-185b for FY25E and FY26E.
- COAL envisages the expansion of coal mines to be done via internal accruals; however, the company might borrow to undertake diversification projects such as setting up RE facility and coal gasification. COAL recently acquired a 300mw solar RE contract in Gujarat.
- MCL has commissioned a 10mt non-coking coal washery at Lakhanpur, Odisha, and a trial run has recently been completed. This washery will improve the coal quality by bringing down ash content.
- BCCL has recently commissioned its Madhuban coal washery and is currently operating at 5,000t/day capacity. Compliance is underway for the 3mt Kathara and 2.5mt Dhori coking coal washeries, which are expected to be commissioned by FY27E. BCCL's 2mt Bhojudih coking coal washery is under construction and expected to be commissioned by Jul'24.
- After the completion of all the washeries, the washed coking coal capacity is expected to increase from 1.5mt to over 7mt.

Valuations remain attractive

- COAL aims to clock a production of 770mt in FY24, with dispatches under e-auction at ~15% of the total volumes in 4QFY24.
- India is lagging behind its FY30 RE target, and the Ministry of Power has set the FY24 electricity generation target at 1,750bu (growth of 7.7% YoY). Of this, the share of thermal power is expected to be over 75%. This augurs well for COAL to achieve strong coal production in the next few years.
- In line with the recent trend in e-auction premiums, we have slightly trimmed our e-auction premium for FY26E while increasing the e-auction volumes. As a result, we have increased FY26E revenue/EBITDA/APAT by 1%/9%/7%. COAL trades at EV/EBITDA of 4.9x FY26E. We reiterate our BUY rating on the stock with a TP of INR520 (5.5x EV/EBITDA). We believe COAL is well placed to capitalize on the growth opportunity ahead.

Exhibit 1: Key operating metrics

Key Metrics	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Total dispatches (mt)	543	580	608	581	574	662	695	763	831	899
FSA dispatches (Power) (mt)	380	424	458	426	407	495	580	644	683	720
e-auction dispatches (mt)	94	106	68	65	94	111	62	74	92	113
FSA realizations (INR/t)	1,301	1,257	1,348	1,416	1,379	1,407	1,475	1,536	1,575	1,614
e-auction realizations (INR/t)	1,536	1,839	2,632	2,177	1,569	1,879	4,841	2,888	2,519	2,663
Adj. EBITDA (INR b)	149	203	300	275	200	285	406	400	419	523
Adj. EBITDA/t	275	350	494	473	349	430	584	524	505	582

Source: MOFSL, Company

- Though the e-auction realizations are expected to cool down in FY24E, higher volumes from e-auction and non-power sectors are expected to support revenue growth.
- Similarly, though FSA rates are not expected to increase over the next few months, higher dispatches to power companies will support revenue growth for COAL.

Exhibit 2: COAL subsidiaries yearly target achievement – as on Jan'24 (in mt)

Subsidiary	Working mines	FY24E production target	Prod till Jan'24	Target achieved (%)
BCCL	31	41	33.6	82.0
CCL	37	84	64.6	76.9
MCL	19	204	166.1	81.4
ECL	78	51	35.3	69.2
NCL	10	133	115.7	87.0
SECL*	67	191	142.8	74.8
WCL	53	67	51.8	77.3
Total	295	771	610.3	79.2

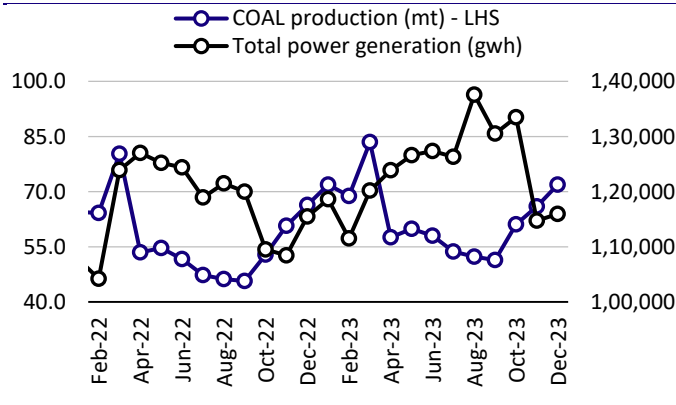
*Target revised from 200mt to 191mt

Source: MOFSL, Company, Ministry of Coal

- NCL, SECL, and MCL are the biggest contributors to total volume of COAL, contributing ~69% of the total production.
- As of Jan'24, NCL/SECL/MCL achieved 87%/74.8%/81.4% of their yearly production targets.

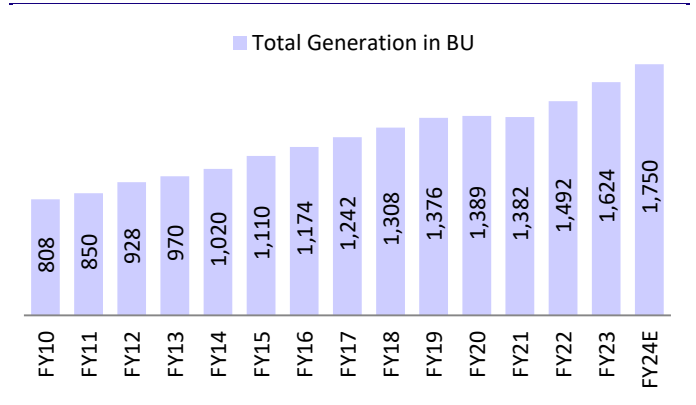
- CCL is the only subsidiary that has consistently achieved over 100% of its monthly target over the last four months, with an average of over 106%.
- Due to issues during the start of FY24, the actual production at SECL would be 8-9mt lower than its yearly production target of 197-200mt.
- The increase in average rake availability per day to over 315 rakes has led to improved performance.
- COAL's dispatches to the power sector (including CPP) have remained consistent at 89% in FY24.

Exhibit 3: COAL production (mt) and Thermal power PLF move in co-relation



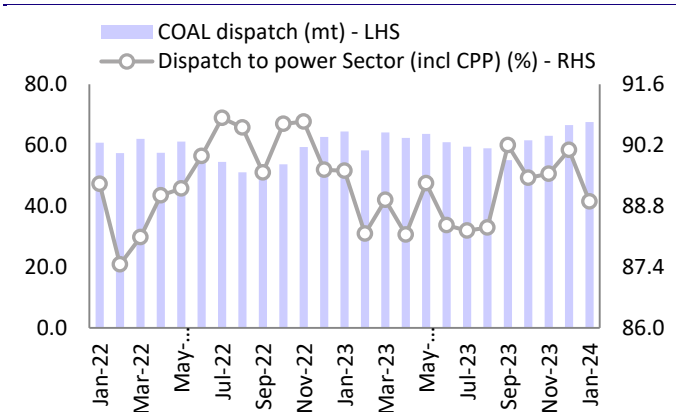
Source: MOFSL, Company, Central Electricity Authority

Exhibit 4: Power generation is expected to grow ~7.7% in FY24E; share of thermal to remain over 75%



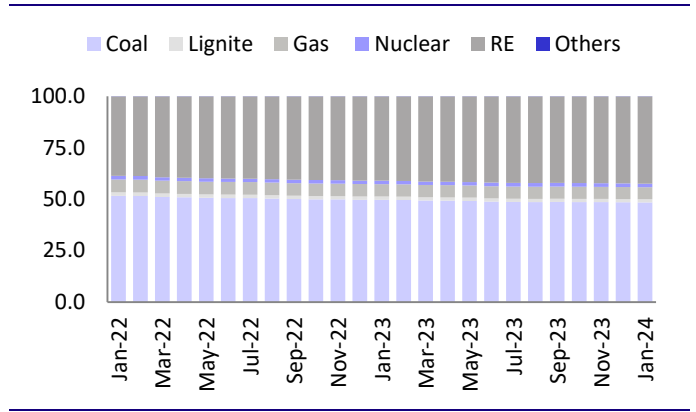
Source: MOFSL, Ministry of Power

Exhibit 5: Total dispatches to power sector is currently ~88.9% (FYTD average ~89.1%)



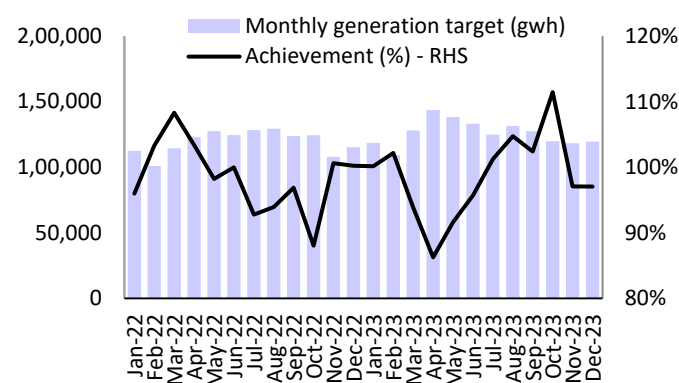
Source: MOFSL, Company, Central Electricity Authority, Ministry of Power

Exhibit 6: Thermal power accounts for ~48% of the installed capacity



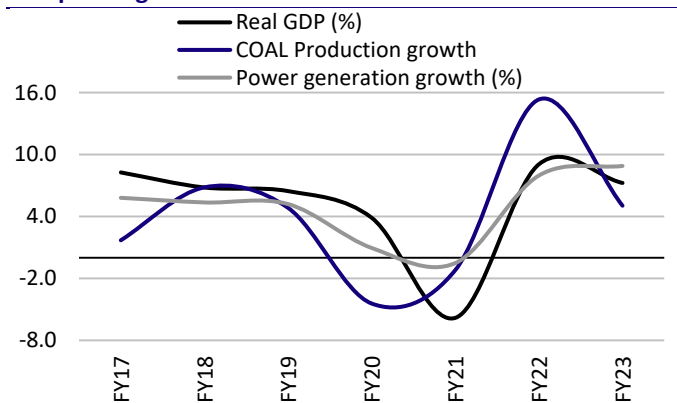
Source: MOFSL, Central Electricity Authority, Ministry of Power

Exhibit 7: Monthly generation target and achievement; monthly generation remains stable during the winter season



Source: MOFSL, Central Electricity Authority, Ministry of Power

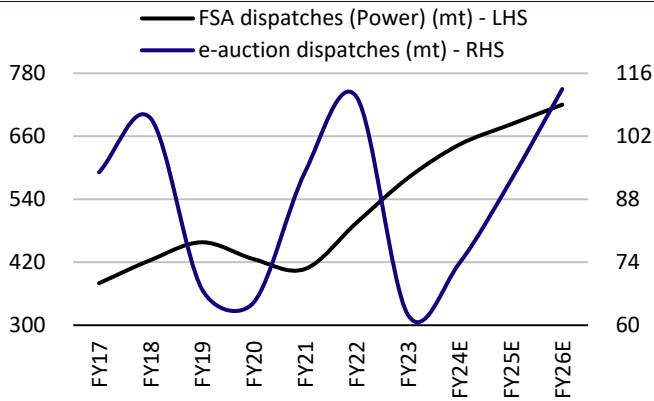
Exhibit 8: Coal production has a strong co-relation with GDP and power generation



Source: MOFSL, Company, Ministry of Power

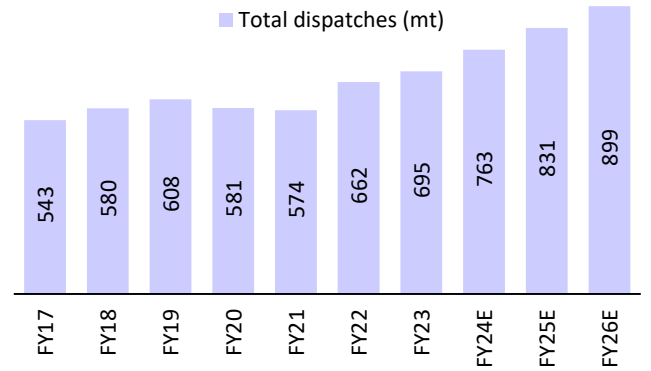
- Thermal plants account for ~56% of the total installed capacity, of which coal-based thermal plants account for ~48.5% of the total installed capacity.
- Thermal power plants account for ~91% of the total electricity generated in India (9MFY24 average 86.5%) and despite RE accounting for ~42% of the installed capacity, it contributes ~10% of the power generation in India.
- Though installed capacities of RE-based power have risen by ~30gw since Jan'22 to reach 182gw currently and an additional ~79gw is under construction, India is lagging behind its FY30 RE target of 500gw.
- Total RE installed capacity is expected to increase to 50% by FY30 from the current 44%. RE will continue to face multiple challenges such as low PLF, concentration in certain geographical regions of India, multiple delays in execution, higher finance costs, inconsistent power generation, etc.
- Considering the various shortcomings of RE, the dependence on thermal power plants is expected to mount in the coming years.
- According to CEA, ~29gw of thermal power capacity is under various stages and is expected to come on stream by May'27 (~17gw expected in the next 18 months).
- The Ministry of Power has set an electricity generation target of 1,750bu in FY24 (growth of 7.7% YoY), of which the share of thermal power is expected to be over 75%. This provides long-term growth visibility for COAL.
- India's power demand, which reached its peak of ~243gw in Sep-Oct'23, is expected to cross 385gw by FY32. The Ministry of Power's mandate to run power plants at full capacity until Jun'24 would auger well for COAL.
- Dispatches to coal-fired plants until Jan'24 stood at 509mt (up 7.3mt YoY) and COAL is well on track to dispatch over 610mt in FY24E.

Exhibit 9: Dispatches (mt); e-auction and FSA dispatch are inversely related to each other



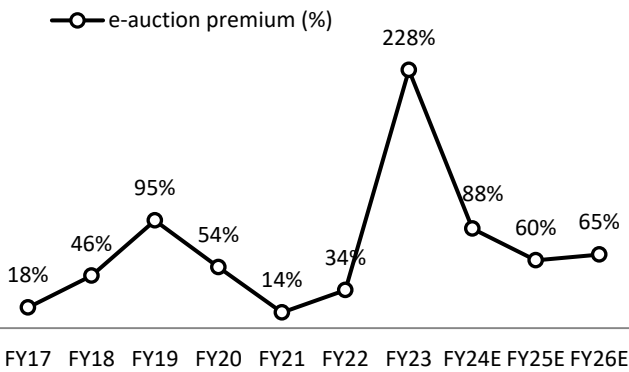
Source: MOFSL, Company

Exhibit 10: Total sales / dispatches (mt); FY23-26E CAGR of 9%



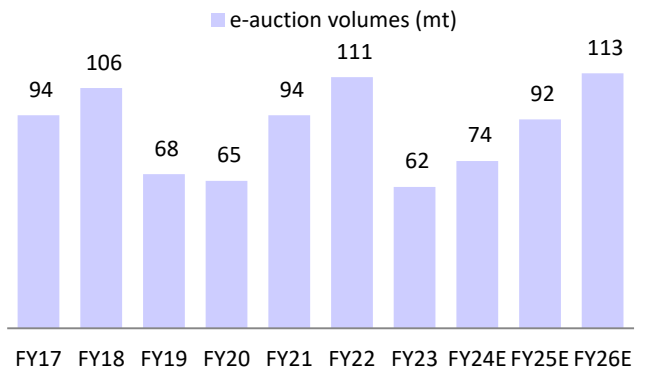
Source: MOFSL, Company

Exhibit 11: E-auction premium to remain ~60-65% going forward



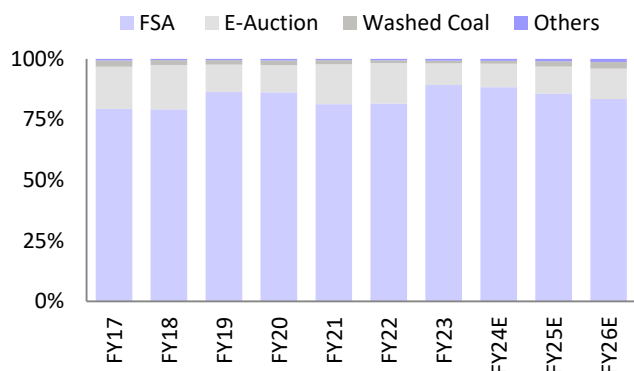
Source: MOFSL, Company

Exhibit 12: Higher e-auction volumes to adequately compensate for the reduction in premiums



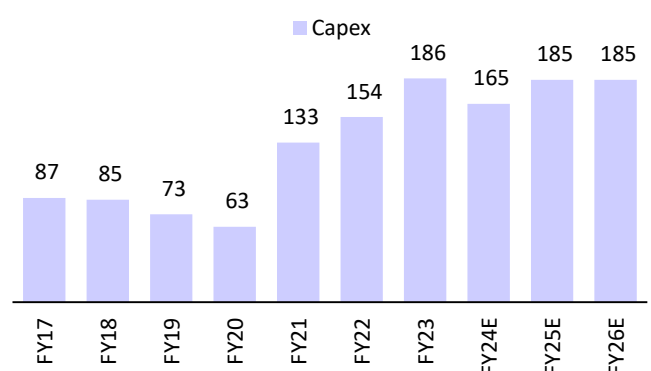
Source: MOFSL, Company

Exhibit 13: Share (%) of e-auction and washed coal in total dispatches to improve going forward



Source: MOFSL, Company

Exhibit 14: Strong focus on capex (INR b)

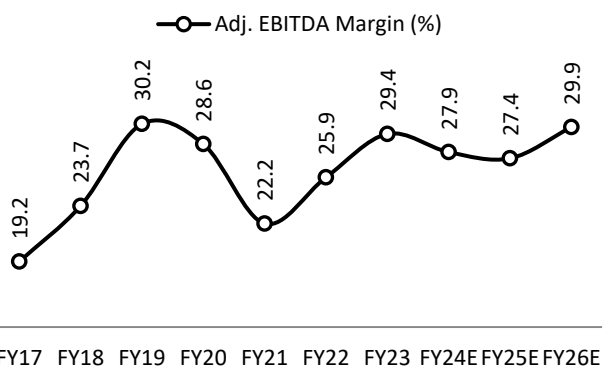


Source: MOFSL, Company

- Since FY21, COAL has been aggressive on capex and has spent a cumulative of INR473b till FY23, with capex spending exceeding by INR7b than budgeted estimates in FY22 and INR21b in FY23.
- COAL has intensified its focus on capex, which will improve its evacuation infrastructure and land acquisitions and has earmarked ~INR535b till FY26E. This will eventually help the company achieve its 1bt production target.

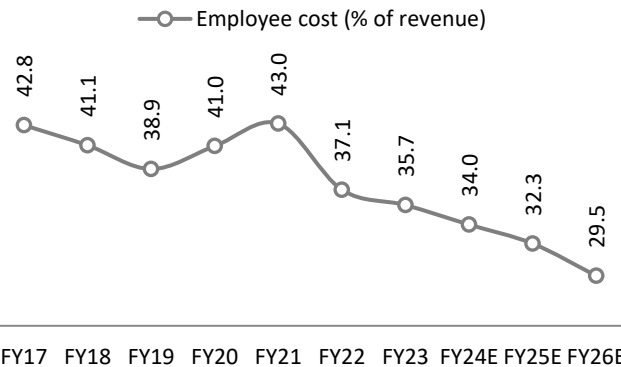
- Capex, which used to hover around INR65-85b until FY20, suddenly more than doubled in FY22 to INR133b and tripled to INR186b in FY23.
- Higher capex allocation will help the company develop infrastructure across numerous verticals such as railway corridors, land acquisitions, FMC projects, setting up coal gasification facilities, etc.
- We believe that in line with previous years, COAL is anticipated to spend more than its yearly budgeted capex target in FY24.

Exhibit 15: Adj. EBITDA margin (%) to remain strong going forward



Source: MOFSL, Company

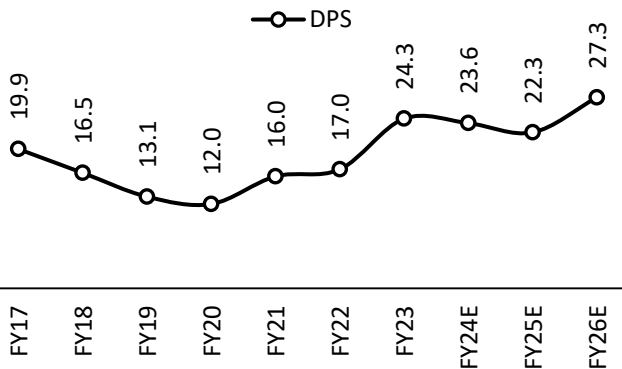
Exhibit 16: Employee cost (% of revenue) is expected to decline going forward



Source: MOFSL, Company

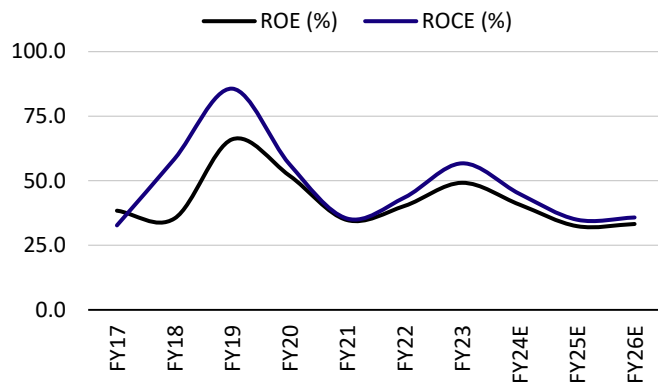
- COAL’s margin improved to 29.4% in FY23, in line with the higher e-auction premium and higher FSA volumes.
- Since then, e-auction premiums have ebbed, partially offset by higher FSA volumes.
- Going forward, though e-auction premiums are expected to cool off, higher volumes would compensate for the fall in premiums, which would keep the margins elevated.
- Employee expense is the biggest cost for COAL and it accounts for almost 35.7% of the revenue.
- Employee cost for FY24 is likely to be ~INR486b and is expected to decline or remain stable going forward.

Exhibit 17: Healthy dividend payout of ~50%; COAL paid second interim dividend of INR5.25 (total dividend INR20.5)



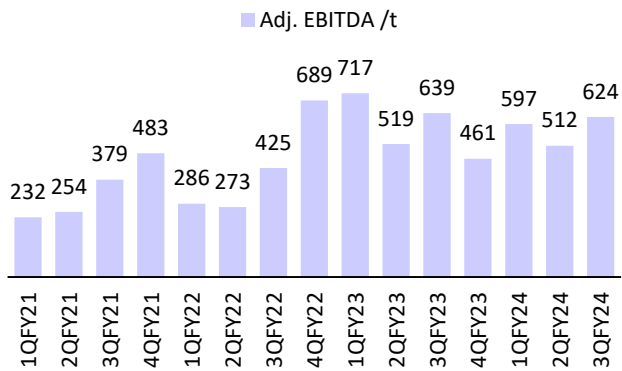
Source: MOFSL, Company

Exhibit 18: ROE/ROCE (%)



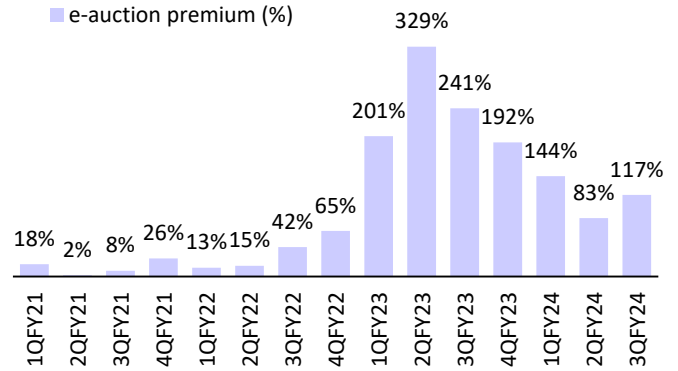
Source: MOFSL, Company

Exhibit 19: Adj. EBITDA (INR/t) (Adj. to OBR)



Source: MOFSL, Company

Exhibit 20: E-auction premium improved in 3QFY24; currently ~35-40%



Source: MOFSL, Company

Exhibit 21: Key assumptions and changes to our estimates

Particulars	UoM	FY24E			FY25E			FY26E		
		New	Old	% change	New	Old	% change	New	Old	% change
Production	mt	735	739	-0.5%	831	837	-0.7%	899	899	0.0%
Dispatch	mt	763	767	-0.5%	831	837	-0.7%	899	899	0.0%
- FSA	mt	674	680	-0.9%	713	735	-3.0%	750	775	-3.2%
- E-auction	mt	74	72	2.5%	92	76	21.3%	113	88	27.8%
ASP										
- Blended	INR/t	1,719	1,744	-1.4%	1,728	1,745	-0.9%	1,835	1,824	0.6%
- FSA	INR/t	1,536	1,536	0.0%	1,575	1,575	0.0%	1,614	1,614	0.0%
- E-auction	INR/t	2,888	3,195	-9.6%	2,519	2,913	-13.5%	2,663	2,841	-6.2%
- E-auction premium	INR/t	88%	108%		60%	85%		65%	76%	
Revenue	INR b	1,431	1,458	-1.8%	1,528	1,552	-1.6%	1,749	1,739	0.6%
Adj EBITDA	INR b	400	424	-5.6%	419	421	-0.4%	523	479	9.2%
PAT	INR b	291	310	-6.2%	275	280	-1.8%	336	315	6.7%

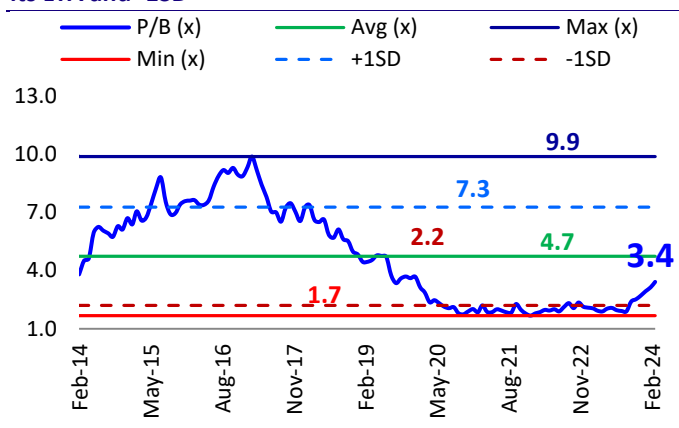
Source: MOFSL, Company

Exhibit 22: TP calculation

Target Price calculations	UoM	FY26E
Adjusted EBITDA	INR b	523
Target EV/EBITDA (x)	x	5.5
Target EV	INR b	2,903
Net debt	INR b	(285)
Equity value	INR b	3,188
TP		520

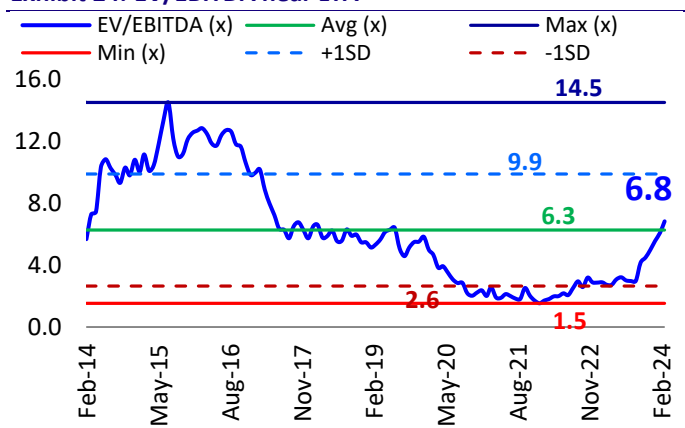
Source: MOFSL

Exhibit 23: COAL's P/B multiple remains cheap and between its LTA and -1SD



Source: MOFSL, Company

Exhibit 24: EV/EBITDA near LTA



Source: MOFSL, Company

Exhibit 25: Global comparative valuations

Company	M-Cap	P/E (x)		EV/EBITDA (x)		P/B (x)		RoE (%)	
	USD mn	CY22/ FY23	CY23/ FY24	CY22/ FY23	CY23/ FY24	CY22/ FY23	CY23/ FY24	CY22/ FY23	CY23/ FY24
Coal*	35,653	10.1	9.8	6.0	6.1	5.0	4.0	49.2	40.8
China Shenhua	1,02,622	8.7	9.0	5.9	5.9	1.4	1.3	15.6	14.1
Banpu	1,657	9.0	7.3	4.9	5.1	0.5	0.4	5.8	5.8
Bukit Asam	1,969	5.8	6.5	3.5	3.7	1.3	1.3	21.9	20.5
Adaro Energy	5,118	3.3	4.6	1.5	2.3	0.8	0.7	23.3	15.8

Source: MOFSL, Company. (*) denotes MOFSL estimates

Financials and valuations

Income Statement										(INR b)
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Net Sales	784	859	995	961	900	1,097	1,383	1,431	1,528	1,749
Change (%)	0.5	9.6	15.9	-3.5	-6.3	21.9	26.0	3.5	6.8	14.4
Operating Expenses	660	689	746	742	715	850	1,014	1,063	1,153	1,273
EBITDA	124	170	250	219	186	247	368	367	375	476
Adjusted EBITDA	151	203	300	275	200	285	406	400	419	523
adj. EBITDA/ton	277	350	494	473	349	430	584	524	505	582
Depreciation	29	31	35	35	37	44	47	50	67	81
Interest	4	4	3	5	6	5	7	8	9	10
Other Income	55	47	59	61	38	39	66	76	63	59
Extra Ordinary exp (inc)	0	74	0	0	0	0	0	0	0	0
PBT after EO	146	107	271	241	180	236	380	386	362	444
Tax	52	37	97	74	53	62	99	98	91	112
Rate (%)	35.4	34.6	35.6	30.6	29.5	26.4	26.0	25.5	25.2	25.2
PAT (before MI and Sh. of Asso.)	94	70	175	167	127	174	281	287	271	332
Minority Interest	0	0	0	0	0	0	0	0	0	0
Reported PAT (after MI and Sh. of Asso.)	94	70	175	167	127	174	282	291	275	336
Change (%)	-34.1	-25.5	148.8	-4.3	-24.0	36.7	62.3	3.3	-5.6	22.4
Adjusted PAT	94	119	175	167	127	174	282	291	275	336
Change (%)	-34.1	26.3	46.8	-4.3	-24.0	36.7	62.3	3.3	-5.6	22.4

Balance Sheet										(INR b)
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Share Capital	62	62	62	62	62	62	62	62	62	62
Reserves	183	136	203	260	304	370	511	652	786	950
Net Worth	245	198	265	322	365	431	572	714	848	1,011
Minority Interest	3	4	4	4	4	7	8	8	8	8
Loans	30	15	22	64	59	33	41	46	51	53
Deffered tax Liability	-27	-54	-43	-33	-41	-41	-42	-42	-42	-42
Capital Employed	251	164	248	357	388	430	580	726	865	1,031
Gross Fixed Assets	277	326	402	474	565	660	723	872	1,038	1,223
Less: Depreciation	56	85	116	150	187	232	253	303	370	451
Net Fixed Assets	221	241	286	323	378	428	470	569	669	772
Capital Work in Progress	103	138	137	128	151	168	225	242	260	260
Investments	0	3	5	9	23	24	31	31	31	31
Current Assets	809	839	857	1,007	1,025	1,141	1,344	1,378	1,405	1,481
Inventory	89	64	56	66	89	71	82	84	90	103
Debtors	107	87	55	144	196	114	131	135	144	165
Other Current Assets	285	351	392	490	524	588	688	712	760	870
Loans and Advances	0	10	16	11	6	4	4	4	4	4
Cash (incl. bank balance)	327	326	338	295	209	365	440	443	406	338
Current Liabilities	882	1,058	1,037	1,110	1,189	1,331	1,491	1,494	1,500	1,513
Payables	39	45	68	101	76	86	85	88	94	108
Other current liabilities	843	1,012	968	1,009	1,113	1,245	1,405	1,405	1,405	1,405
Net Curr. Assets	-73	-218	-179	-104	-164	-190	-147	-116	-95	-33
Application of Funds	251	164	248	357	388	430	580	726	865	1,031

Financials and valuations

Ratios

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Basic										
Adjusted EPS	15.2	19.2	28.3	27.1	20.6	28.2	45.7	47.2	44.6	54.6
Cash EPS	24.2	29.5	42.2	41.7	29.0	41.5	59.5	61.8	61.4	67.8
Book Value	39.5	32.0	42.9	52.2	59.3	70.0	92.9	115.9	137.6	164.1
DPS	19.9	16.5	13.1	12.0	16.0	17.0	24.3	23.6	22.3	27.3
Payout (incl. Div. Tax.)	160.3	103.3	46.2	44.4	77.6	60.4	53.1	50.0	50.0	50.0
Valuation (x)										
P/E	30.4	24.1	16.3	17.0	22.4	16.4	10.1	9.8	10.3	8.4
Cash P/E	19.1	15.6	10.9	11.1	15.9	11.1	7.8	7.5	7.5	6.8
P/BV	11.7	14.4	10.7	8.8	7.8	6.6	5.0	4.0	3.4	2.8
EV/Adj. EBITDA	17.0	12.6	8.4	9.5	13.4	8.8	6.0	6.1	5.9	4.9
Dividend Yield (%)	4.3	3.6	2.8	2.6	3.5	3.7	5.3	5.1	4.8	5.9
Turnover Ratios										
Debtor (Days)	50.0	36.9	20.2	54.7	79.6	37.8	34.5	34.5	34.5	34.5
Inventory (Days)	41.7	27.4	20.5	25.1	36.3	23.5	21.5	21.5	21.5	21.5
Payables (Days)	18.2	19.2	25.0	38.4	31.0	28.6	22.6	22.6	22.6	22.6
Asset turnover(x)	3.1	5.2	4.0	2.7	2.3	2.6	2.4	2.0	1.8	1.7
Profitability Ratios (%)										
Adj. EBITDA Margin	19.2	23.7	30.2	28.6	22.2	25.9	29.4	27.9	27.4	29.9
APAT Margin	12.0	13.9	17.5	17.4	14.1	15.8	20.4	20.3	18.0	19.2
RoE	38.4	35.4	66.0	52.0	34.8	40.2	49.2	40.8	32.4	33.2
RoCE (post tax)	32.7	58.4	85.7	56.4	35.4	43.5	56.7	44.9	34.9	35.8
Leverage Ratio										
Net Debt/Equity (x)	-1.2	-1.6	-1.2	-0.7	-0.4	-0.8	-0.7	-0.6	-0.4	-0.3

Cash Flow Statement

(INR b)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Adj EBITDA*	151	203	300	275	200	285	406	400	419	523
(Inc)/Dec in WC	60	138	-49	-123	-56	175	26	-28	-57	-130
Taxes paid	-89	-74	-95	-119	-57	-63	-97	-98	-91	-112
Others	37	-55	11	10	19	15	22	-33	-44	-48
CF from Operations	158	213	167	41	106	411	357	240	227	234
Capex	-87	-85	-73	-56	-109	-120	-152	-165	-185	-185
Free Cash Flow	72	127	94	-15	-3	291	205	75	42	49
(Pur)/Sale of Investments	0	-3	-1	-5	-8	-8	-7	0	0	0
Interest/dividend	35	24	31	35	22	11	27	76	63	59
Other investing activity	57	-12	-39	29	96	-140	-102	0	0	0
CF from Investments	5	-77	-83	3	2	-257	-234	-89	-122	-126
Equity raised/(repaid)	-46	0	0	0	0	0	0	0	0	0
Debt raised/(repaid)	18	-15	7	23	-6	-26	8	5	5	2
Interest paid	0	0	0	-1	-2	-1	-1	-8	-9	-10
Dividend (incl. tax)	-151	-123	-112	-97	-77	-108	-143	-145	-137	-168
Other financing	3	3	4	5	0	0	0	0	0	0
CF from Fin. Activity	-176	-136	-102	-70	-85	-134	-137	-149	-141	-176
Inc/Dec of Cash	-13	0	-17	-25	23	20	-14	3	-37	-68
Add: Beginning Cash Balance	83	70	70	53	28	51	71	57	60	23
Closing cash Balance	70	70	53	28	51	71	57	60	23	-45
Bank Balance	257	257	286	267	158	294	383	383	383	383
Closing Balance (incl. bank bal.)	327	326	338	295	209	365	440	443	406	338

NOTES

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
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