

# Aurobindo Pharma

Estimate change



TP change



Rating change



Bloomberg	ARBP IN
Equity Shares (m)	586
M.Cap.(INRb)/(USD\$)	701 / 8.4
52-Week Range (INR)	1246 / 585
1, 6, 12 Rel. Per (%)	3/0/71
12M Avg Val (INR M)	2137

## Financials & Valuations (INR b)

Y/E MARCH	FY24	FY25E	FY26E
Sales	290.0	315.8	346.8
EBITDA	58.4	68.5	74.6
Adj. PAT	32.8	38.5	43.3
EBIT Margin (%)	14.9	16.1	16.4
Cons. Adj. EPS (INR)	56.0	65.6	73.8
EPS Gr. (%)	46.1	17.1	12.5
BV/Sh. (INR)	509.3	571.0	640.8

## Ratios

Net D:E	0.0	-0.1	-0.1
RoE (%)	11.6	12.2	12.2
RoCE (%)	10.7	10.8	11.2
Payout (%)	6.6	6.1	5.4

## Valuations

P/E (x)	21.9	18.7	16.6
EV/EBITDA (x)	12.3	10.0	9.0
Div. Yield (%)	0.3	0.3	0.3
FCF Yield (%)	-0.7	4.6	1.8
EV/Sales (x)	2.5	2.2	1.9

## Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23
Promoter	51.8	51.8	51.8
DII	23.3	20.6	15.1
FII	18.0	20.7	23.0
Others	6.9	6.9	10.1

FII Includes depository receipts

**CMP: INR1,196**

**TP: INR1,300 (+9%)**

**Neutral**

## Highest quarterly EBITDA margin over past 5 years

### Broadening offerings/scaling up PEN-G project over medium term

- Aurobindo Pharma (ARBP) delivered better-than-expected 4QFY24 performance, led by strong traction in US generics and sustained benefit of reduced raw material prices. After two years of earnings decline, ARBP has delivered a strong 46% YoY growth in earnings in FY24.
- We raise our earnings estimate by 9%/6% for FY25/FY26, factoring in a) improved profitability due to the ramp-up of the Pen-G project, b) continued benefit from lower raw material prices, c) robust sales traction in growth markets. We value ARBP at 18x 12M forward earnings to arrive at a price target of INR1,300.
- We expect 15% earnings CAGR over FY24-26, driven by 12%/10% sales CAGR in the US/EU market and 140bp margin expansion. While ARBP continues to build its US generics pipeline, it is also progressing well on biosimilars and Pen-G project to drive better sales prospects and profitability. However, the current valuation of 19x FY25E EPS of INR66 and 17x FY26E EPS of INR74, leaves limited upside from current levels. Maintain Neutral.

### Lower RM cost/better operating leverage drives margins YoY

- ARBP 4QFY24 sales grew 17% YoY to INR75.8b (our estimate: INR73b). Overall formulation sales grew 19% YoY to INR65.1b. US formulation revenue grew 17.8% YoY to INR35.9b (CC: +16.8% YoY to USD432m; 47% of sales). Europe formulation sales grew 10.4% YoY to INR18.3b (24% of sales). Sales in Growth Markets increased 44% YoY to INR8.5b (11% of sales). ARV revenue grew 50% YoY to INR2.4b (3% of sales). API sales was flat on a YoY basis to INR10b (13% of sales).
- Gross margin (GM) expanded 490bp YoY to 59.6%. Sequentially, GM improved 250bp.
- However, EBITDA margin expanded 680bp YoY to 22.3% (our est: 20.6%) due to lower 'other expense' (down 230bp YoY as a % of sales), offset by an increase in employee cost (40bp YoY as a % of sales).
- EBITDA was up 68% YoY to INR16.9b (our est: INR15b).
- Adjusting for a forex loss of INR143m and an exceptional item of INR1.2b, PAT grew at a higher rate of 96% YoY to INR10b (our est: INR7.2b), driven by a 21% YoY increase in other income.
- In FY24, Revenue/EBITDA/PAT grew 16.7%/44.9%/46.1% on a YoY basis to INR290b/INR58.4b/INR32.8b. Moreover, EBITDA margins expanded 390bp YoY to 20%.

### Highlights from the management commentary

- ARBP aims to sustain the growth momentum and maintain its EBITDA margin of 21-22% for FY25.
- ARBP indicated that global injectable sales will sustain at USD150m per quarter, with muted YoY growth expected in FY25.

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

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## Quarterly performance (Consolidated)

(INR b)

Y/E March	FY23				FY24				FY23	FY24	4QE	FY24E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				vs Est
<b>Net Sales</b>	<b>62.4</b>	<b>57.4</b>	<b>64.1</b>	<b>64.7</b>	<b>68.5</b>	<b>72.2</b>	<b>73.5</b>	<b>75.8</b>	<b>248.6</b>	<b>290.0</b>	<b>73.1</b>	<b>3.8%</b>
YoY Change (%)	9.4	-3.4	6.7	11.4	9.9	25.8	14.7	17.1	6.0	16.7	12.9	
<b>EBITDA</b>	<b>10.2</b>	<b>10.5</b>	<b>9.5</b>	<b>10.0</b>	<b>11.5</b>	<b>14.0</b>	<b>16.0</b>	<b>16.9</b>	<b>40.3</b>	<b>58.4</b>	<b>15.0</b>	<b>12.2%</b>
YoY Change (%)	-15.3	-11.3	-6.1	2.9	12.4	33.4	67.8	68.3	-8.1	44.9	50.0	
Margins (%)	16.4	18.3	14.9	15.5	16.8	19.4	21.8	22.3	16.2	20.1	20.6	
Depreciation	2.8	3.0	3.2	3.5	3.3	4.2	4.2	3.5	12.4	15.2	4.3	
<b>EBIT</b>	<b>7.5</b>	<b>7.5</b>	<b>6.3</b>	<b>6.6</b>	<b>8.2</b>	<b>9.9</b>	<b>11.8</b>	<b>13.3</b>	<b>27.9</b>	<b>43.2</b>	<b>10.7</b>	
YoY Change (%)	-19.8	-15.5	-11.7	-8.9	10.7	30.7	86.1	103.0	-14.5	54.9	63.5	
Interest	0.1	0.3	0.4	0.6	0.6	0.7	0.8	0.9	1.4	2.9	0.7	
Other Income	0.4	0.6	0.8	1.1	0.8	1.9	1.2	1.4	2.9	5.2	1.1	
<b>PBT before EO expense</b>	<b>7.7</b>	<b>7.9</b>	<b>6.7</b>	<b>7.1</b>	<b>8.5</b>	<b>11.0</b>	<b>12.2</b>	<b>13.8</b>	<b>29.4</b>	<b>45.5</b>	<b>11.1</b>	<b>24.4%</b>
Forex loss/(gain)	0.3	0.5	-0.1	-0.2	-0.4	0.3	-0.5	0.1	0.4	-0.4	0.0	
Exceptional (expenses)/income	-0.6	0.0	0.0	0.0	-0.7	0.0	0.0	-1.2	-0.6	-1.9	0.0	
<b>PBT</b>	<b>6.8</b>	<b>7.4</b>	<b>6.8</b>	<b>7.4</b>	<b>8.1</b>	<b>10.7</b>	<b>12.7</b>	<b>12.4</b>	<b>28.4</b>	<b>44.0</b>	<b>11.1</b>	<b>12.1%</b>
Tax	1.6	1.1	1.9	2.2	2.4	3.2	3.2	3.2	6.8	12.1	3.9	
Rate (%)	23.2	15.3	27.8	30.4	29.7	30.1	25.5	26.0	24.1	27.5	35.0	
Minority Interest	0.0	0.0	0.0	0.1	0.0	-0.1	0.1	0.1	0.1	0.1	0.0	
<b>Reported PAT</b>	<b>5.2</b>	<b>6.2</b>	<b>4.9</b>	<b>5.1</b>	<b>5.7</b>	<b>7.6</b>	<b>9.4</b>	<b>9.1</b>	<b>21.4</b>	<b>31.7</b>	<b>7.2</b>	<b>25.9%</b>
<b>Adj PAT</b>	<b>5.9</b>	<b>6.6</b>	<b>4.8</b>	<b>5.1</b>	<b>5.9</b>	<b>7.8</b>	<b>9.0</b>	<b>10.1</b>	<b>22.5</b>	<b>32.8</b>	<b>7.2</b>	<b>39.9%</b>
YoY Change (%)	-21.4	-4.5	-14.4	-10.3	0.9	17.2	87.4	96.3	-12.9	46.1	40.3	
Margins (%)	9.4	11.6	7.5	7.9	8.7	10.8	12.3	13.3	9.0	11.3	9.9	

E: MOFSL Estimates

## Key performance Indicators (Consolidated)

(INR b)

Y/E March	FY23				FY24				FY23	FY24	FY24E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE
<b>Formulations</b>	<b>53.3</b>	<b>47.7</b>	<b>54.5</b>	<b>54.6</b>	<b>58.2</b>	<b>59.7</b>	<b>62.9</b>	<b>65.1</b>	<b>210.1</b>	<b>244.2</b>	<b>66.0</b>
YoY Change (%)	9.0	-7.6	9.2	11.4	9.2	25.1	15.4	19.3	5.4	16.2	20.9
ARV form.	3.8	1.6	2.5	1.6	1.9	2.5	1.8	2.4	9.5	8.7	2.9
YoY Change (%)	28.1	13.1	61.3	-32.6	-49.8	52.4	-28.7	49.7	14.5	-9.0	80.4
US generic form.	29.7	26.4	30.0	30.5	33.0	33.9	37.6	35.9	116.5	138.7	37.4
YoY Change (%)	10.8	-11.1	9.3	11.6	11.2	28.3	25.1	17.8	4.8	19.0	22.9
EU and ROW form.	19.8	19.7	22.0	22.5	23.2	23.3	23.6	26.8	84.0	96.8	25.7
YoY Change (%)	3.5	-3.9	5.2	16.6	17.4	18.5	7.0	19.2	5.2	15.3	14.0
<b>APIs</b>	<b>9.1</b>	<b>9.7</b>	<b>9.5</b>	<b>10.2</b>	<b>10.3</b>	<b>11.7</b>	<b>10.2</b>	<b>10.2</b>	<b>38.5</b>	<b>42.4</b>	<b>8.3</b>
YoY Change (%)	11.6	24.1	-5.5	11.4	14.0	20.3	7.1	0.2	9.5	10.2	-18.2
<b>Cost Break-up</b>											
RM Cost (% of Sales)	46.3	41.0	45.4	45.3	46.1	44.8	42.9	40.4	44.3	43.5	43.2
Staff Cost (% of Sales)	14.1	15.1	14.4	13.2	13.9	13.2	13.5	13.5	14.2	13.5	13.4
R&D Expenses(% of Sales)	5.0	4.8	6.5	6.3	5.7	4.2	5.4	5.2	5.7	5.1	5.2
Other Cost (% of Sales)	18.2	20.7	18.9	19.7	17.6	18.3	16.5	18.7	19.6	17.5	17.6
Gross Margins(%)	53.7	59.0	54.6	54.7	53.9	55.2	57.1	59.6	55.7	56.5	56.8
EBITDA Margins(%)	16.4	18.3	14.9	15.5	16.8	19.4	21.8	22.3	16.2	20.1	20.6
EBIT Margins(%)	12.0	13.1	9.9	10.1	12.0	13.7	16.0	17.6	11.2	14.9	14.7

E: MOFSL Estimates

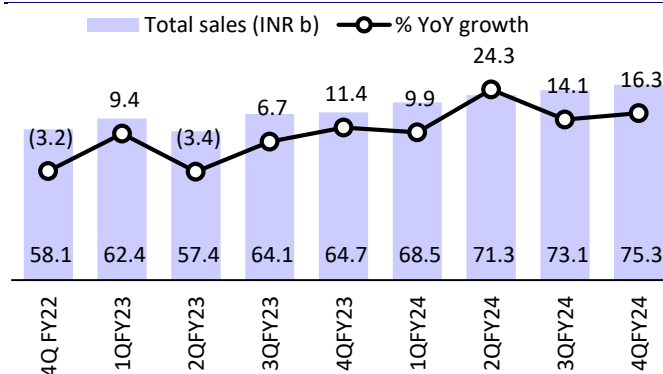


## Conference call highlights

- The Auropeptides manufacturing facility was recently inspected with Zero Observations. Work is progressing on the GLP-1 product, and the DMF for the second GLP product is expected to be filed in the next three to four months.
- Biosimilar-Xolair successfully met PK/PD end points for ARBP and is currently in phase-III clinical trials. Filing in the EU/US markets is expected in 2QFY26/3QFY26.
- ARBP would be able to submit b- Denuisumab with US/EU – 2QFY26/3QFY26.
- The USFDA recently classified Eugia as OAI, with about 21 ANDAs pending for approval from this site. ARBP has mitigated risk by dual filing from an alternate site.
- ARBP received approval for 17 ANDAs, including 4 Specialty & Injectable products during the quarter.
- For the oncology biosimilar product, recruitment would be completed soon, with product filing expected by 4QFY25.
- Ophthalmology biosimilar product would be filed in end-FY26-start-FY27.

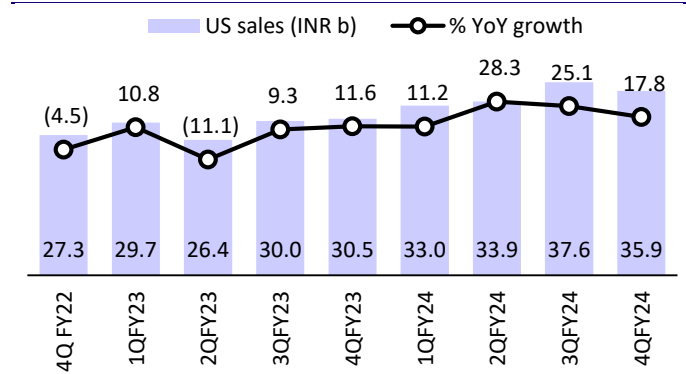
## Key Exhibits

**Exhibit 1: Revenue grew 16% YoY in 4QFY24**



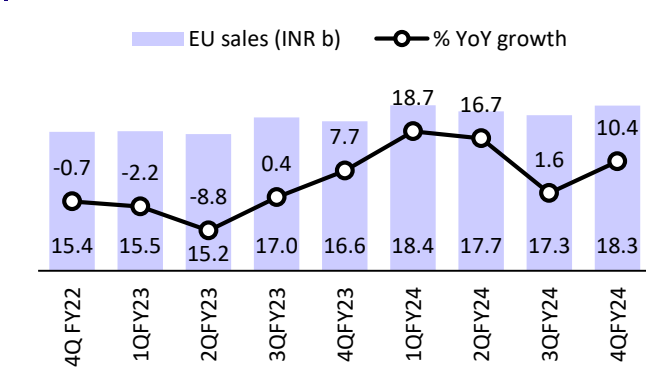
Source: MOFSL, Company

**Exhibit 2: US sales up 17.8% YoY in 4QFY24 in INR terms**



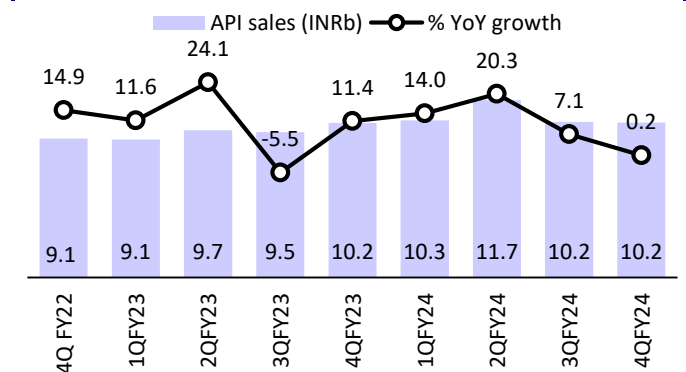
Source: MOFSL, Company

**Exhibit 3: EU sales increased 10.4% YoY in 4QFY24**

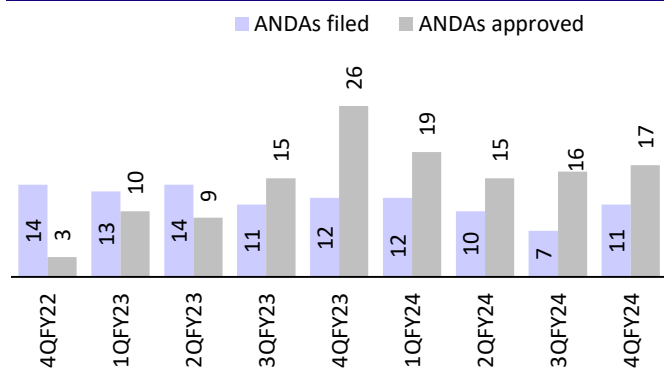


Source: MOFSL, Company

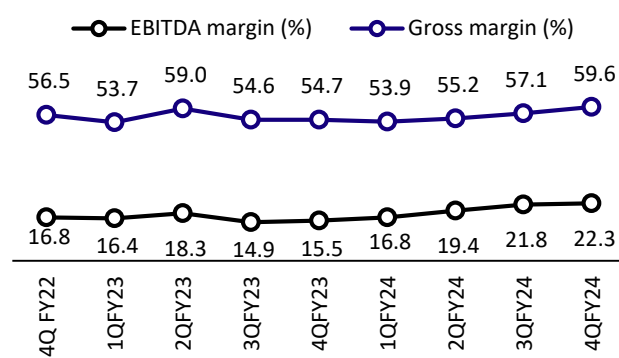
**Exhibit 4: API sales was flat YoY in 4QFY24**



Source: MOFSL, Company

**Exhibit 5: ARBP filed 11 ANDAs in 4QFY24**

Source: MOFSL, Company

**Exhibit 6: EBITDA margin expanded 680bp YoY in 4QFY24**

Source: MOFSL, Company

### Scope to grow US business even on FY24 size of USD1.7b

#### US: OAI to affect Injectable approvals from Eugia unit III

- In FY24, ARBP's US sales grew 17% YoY in CC terms to USD1.7b. Specialty & Injectables revenue in the US stood at ~USD541m (23.4% of US sales).
- ARBP has resumed production at Eugia Unit III after a temporary shutdown to implement remediation measures. The OAI classification would impact USFDA approvals from this site. While new approvals would be adversely impacted in the near term, ARBP plans to file products from alternate site.
- Overall, it has a pipeline of 145 ANDAs awaiting approval. Additionally, ARBP is planning to launch its biosimilar portfolio in the US market in the near to medium term, which would further drive the growth.
- Accordingly, we expect 12% sales CAGR over FY24-26 to INR174b (USD2.1b).

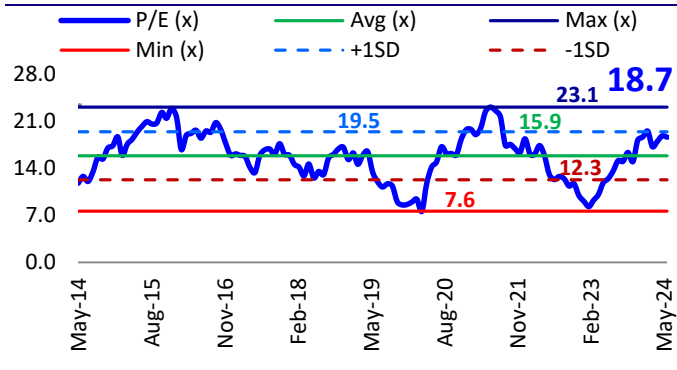
#### EU: focus on expanding differentiated portfolio

- In FY24, EU sales grew 12% YoY to INR71.6b. ARBP continues to witness robust demand across base portfolio and new launches.
- In biosimilars, ARBP is currently going through phase-3 clinical trials for b-omalizumab/b-Ranibizumab/b-Denosumab. It expects to file these products by the end of FY25 or 1HFY26 in the EU market.
- ARBP has already filed for three biosimilars with the EMA. It plans to leverage the existing field force to grow the sales.
- Accordingly, we expect a 10% sales CAGR over FY24-26 to INR88.4b.

#### Maintain Neutral

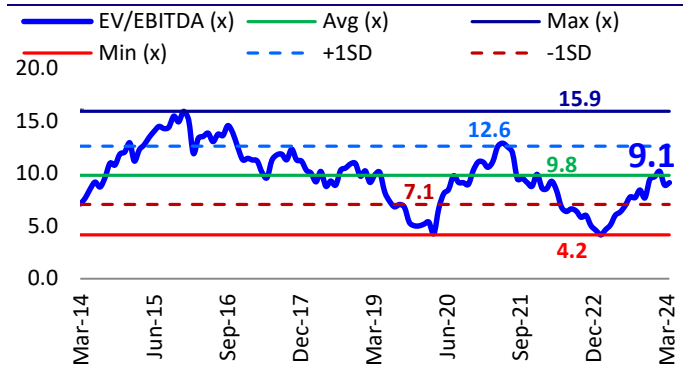
- We raise our earnings estimate by 9%/6% for FY25/FY26, factoring in a) improved profitability due to the ramp-up of the Pen-G project, b) continued benefit from lower raw material prices, c) robust sales traction in growth markets. We value ARBP at 18x 12M forward earnings to arrive at a price target of INR1,300.
- We expect 15% earnings CAGR over FY24-26, driven by 12%/10% sales CAGR in US/EU market and 140bp margin expansion. While ARBP continues to build US generics pipeline, it is also progressing well on biosimilars and Pen-G project to drive better sales prospects as well as profitability. However, the current valuation of 19x FY25E EPS of INR66 and 17x FY26E EPS of INR74, leaves limited upside from current levels. Maintain Neutral.

Exhibit 7: P/E chart



Source: MOFSL, Company, Bloomberg

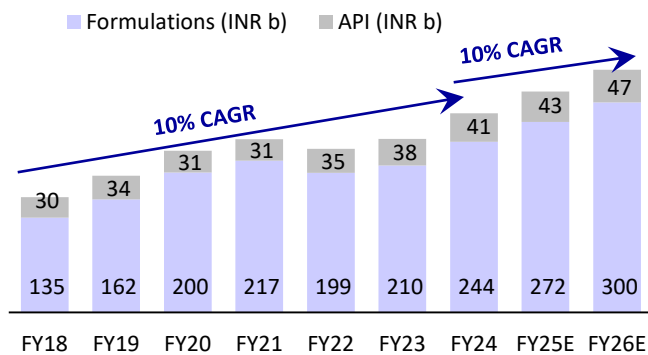
Exhibit 8: EV/EBITDA chart



Source: MOFSL, Company, Bloomberg

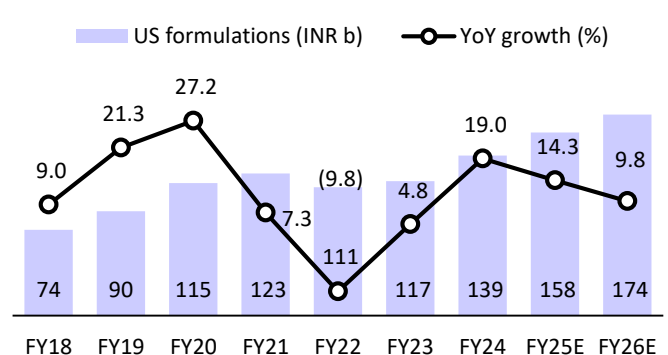
## Story in charts

Exhibit 9: Expect sales CAGR of 10% over FY24-26



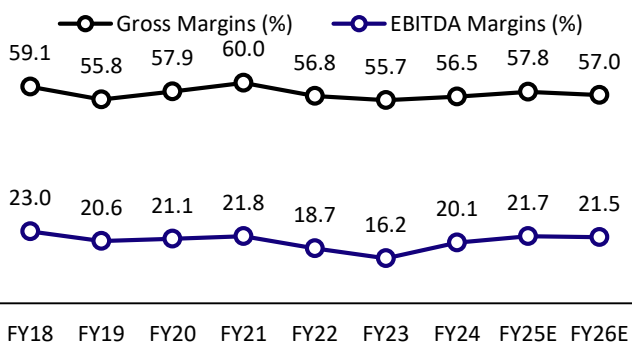
Source: Company, MOFSL

Exhibit 10: US sales to clock 12% CAGR over FY24-26



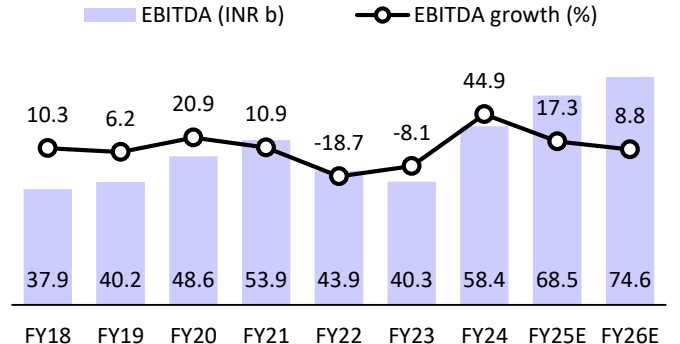
Source: Company, MOFSL

Exhibit 11: EBITDA margin to expand over FY24-26



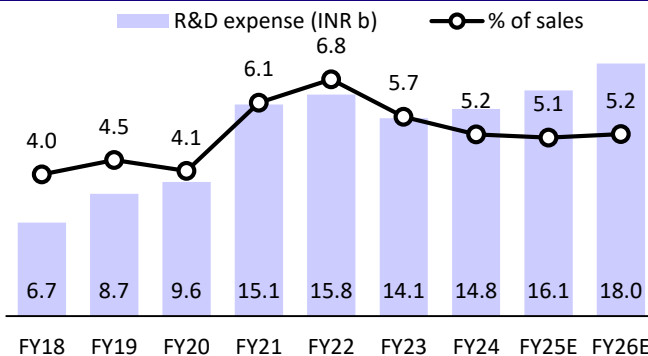
Source: Company, MOFSL

Exhibit 12: EBITDA to clock 13% CAGR over FY24-26



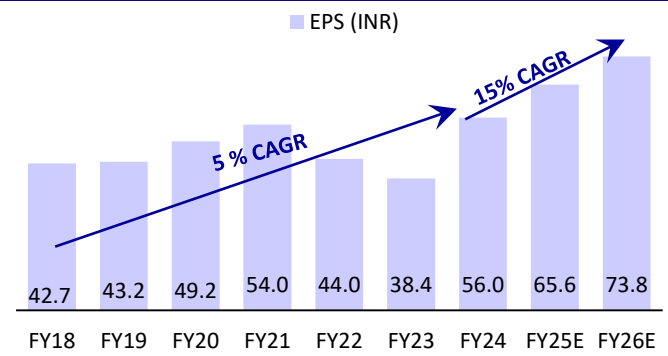
Source: Company, MOFSL

Exhibit 13: R&amp;D expense to increase over FY24-26



Source: Company, MOFSL

Exhibit 14: Expect EPS CAGR of 15% over FY24-26



Source: Company, MOFSL

## Financials and valuations

### Consolidated - Income Statement

(INR b)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
<b>Total Income from Operations</b>	<b>195.6</b>	<b>231.0</b>	<b>247.7</b>	<b>234.6</b>	<b>248.6</b>	<b>290.0</b>	<b>315.8</b>	<b>346.8</b>
Change (%)	18.6	18.1	7.3	-5.3	6.0	16.7	8.9	9.8
<b>Total Expenditure</b>	<b>155.4</b>	<b>182.3</b>	<b>193.8</b>	<b>190.7</b>	<b>208.2</b>	<b>231.6</b>	<b>247.3</b>	<b>272.3</b>
<b>EBITDA</b>	<b>40.2</b>	<b>48.6</b>	<b>53.9</b>	<b>43.9</b>	<b>40.3</b>	<b>58.4</b>	<b>68.5</b>	<b>74.6</b>
Margin (%)	20.6	21.1	21.8	18.7	16.2	20.1	21.7	21.5
Depreciation	6.7	9.7	10.6	11.3	12.4	15.2	17.6	17.8
<b>EBIT</b>	<b>33.5</b>	<b>39.0</b>	<b>43.4</b>	<b>32.6</b>	<b>27.9</b>	<b>43.2</b>	<b>51.0</b>	<b>56.8</b>
Int. and Finance Charges	1.6	1.6	0.7	0.5	1.4	2.9	2.3	2.0
Other Income	1.2	0.9	2.4	2.5	2.9	5.2	4.5	4.7
<b>PBT bef. EO Exp.</b>	<b>33.1</b>	<b>38.2</b>	<b>45.0</b>	<b>34.6</b>	<b>29.4</b>	<b>45.5</b>	<b>53.2</b>	<b>59.4</b>
EO Items	-2.2	-0.7	29.0	-0.6	-1.0	2.3	0.0	0.0
<b>PBT after EO Exp.</b>	<b>30.9</b>	<b>37.6</b>	<b>74.0</b>	<b>34.0</b>	<b>28.4</b>	<b>47.8</b>	<b>53.2</b>	<b>59.4</b>
Current Tax	7.3	9.1	20.1	7.3	6.8	12.1	14.6	16.0
Tax Rate (%)	23.5	24.3	27.2	21.3	24.1	25.3	27.5	27.0
Less: Minority Interest	0.0	0.1	0.6	0.3	-0.1	0.1	0.1	0.1
<b>Reported PAT</b>	<b>23.6</b>	<b>28.3</b>	<b>53.3</b>	<b>26.5</b>	<b>21.4</b>	<b>35.6</b>	<b>38.5</b>	<b>43.3</b>
<b>Adjusted PAT</b>	<b>25.3</b>	<b>28.8</b>	<b>31.7</b>	<b>25.8</b>	<b>22.5</b>	<b>32.8</b>	<b>38.5</b>	<b>43.3</b>
Change (%)	1.1	13.9	9.9	-18.5	-12.9	46.1	17.1	12.5
Margin (%)	12.9	12.5	12.8	11.0	9.0	11.3	12.2	12.5

### Consolidated - Balance Sheet

(INR b)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Equity Share Capital	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6
Total Reserves	138.3	167.5	218.7	245.2	267.8	297.8	334.0	374.9
<b>Net Worth</b>	<b>138.9</b>	<b>168.1</b>	<b>219.3</b>	<b>245.8</b>	<b>268.4</b>	<b>298.4</b>	<b>334.5</b>	<b>375.5</b>
Minority Interest	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Deferred Liabilities	1.0	1.4	1.2	1.2	-2.9	-8.6	-8.7	-8.9
Total Loans	67.5	54.2	49.7	23.7	48.6	63.2	49.5	38.8
<b>Capital Employed</b>	<b>207.4</b>	<b>223.7</b>	<b>270.2</b>	<b>270.7</b>	<b>314.3</b>	<b>353.1</b>	<b>375.3</b>	<b>405.4</b>
Gross Block	98.0	116.4	134.3	158.4	175.4	227.7	240.7	253.7
Less: Accum. Deprn.	18.3	28.0	38.5	49.8	62.2	77.4	95.0	112.8
<b>Net Fixed Assets</b>	<b>79.7</b>	<b>88.4</b>	<b>95.8</b>	<b>108.7</b>	<b>113.2</b>	<b>150.3</b>	<b>145.7</b>	<b>140.9</b>
Goodwill on Consolidation	8.3	9.2	4.3	4.8	6.0	6.0	6.0	6.0
Capital WIP	13.4	16.2	24.3	29.4	45.0	27.4	27.4	27.4
<b>Total Investments</b>	<b>3.6</b>	<b>5.5</b>	<b>5.9</b>	<b>10.0</b>	<b>5.4</b>	<b>3.7</b>	<b>3.7</b>	<b>3.7</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>157.7</b>	<b>168.3</b>	<b>203.8</b>	<b>183.6</b>	<b>222.6</b>	<b>251.3</b>	<b>262.7</b>	<b>300.1</b>
Inventory	72.5	77.0	90.3	75.5	85.1	98.1	96.8	123.4
Account Receivables	34.1	43.2	35.0	40.1	44.7	48.2	57.1	65.6
Cash and Bank Balance	19.6	28.4	54.7	41.9	60.8	62.8	82.0	84.4
Loans and Advances	31.5	19.7	23.7	26.0	31.9	42.2	26.8	26.8
<b>Curr. Liability &amp; Prov.</b>	<b>55.3</b>	<b>63.9</b>	<b>63.8</b>	<b>65.6</b>	<b>77.9</b>	<b>85.5</b>	<b>70.1</b>	<b>72.7</b>
Account Payables	25.5	25.4	27.9	27.0	38.7	44.5	39.5	42.1
Other Current Liabilities	26.1	33.5	32.6	35.2	35.4	36.1	30.0	30.0
Provisions	3.6	4.9	3.3	3.4	3.7	4.8	0.6	0.6
<b>Net Current Assets</b>	<b>102.4</b>	<b>104.3</b>	<b>140.0</b>	<b>117.9</b>	<b>144.7</b>	<b>165.8</b>	<b>192.6</b>	<b>227.4</b>
Deferred Tax assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Misc Expenditure	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Appl. of Funds</b>	<b>207.4</b>	<b>223.7</b>	<b>270.2</b>	<b>270.7</b>	<b>314.3</b>	<b>353.1</b>	<b>375.3</b>	<b>405.4</b>

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>43.2</b>	<b>49.2</b>	<b>54.0</b>	<b>44.0</b>	<b>38.4</b>	<b>56.0</b>	<b>65.6</b>	<b>73.8</b>
Cash EPS	54.6	65.7	72.0	63.3	59.7	82.0	95.6	104.2
BV/Share	237.1	286.9	374.3	419.5	458.4	509.3	571.0	640.8
DPS	2.5	2.5	2.5	3.5	4.0	4.0	4.0	4.0
Payout (%)	6.8	5.2	2.7	7.7	10.9	6.6	6.1	5.4
<b>Valuation (x)</b>								
P/E	28.4	24.9	22.7	27.8	31.9	21.9	18.7	16.6
Cash P/E	22.5	18.7	17.0	19.4	20.5	14.9	12.8	11.8
P/BV	5.2	4.3	3.3	2.9	2.7	2.4	2.1	1.9
EV/Sales	3.9	3.2	2.9	3.0	2.8	2.5	2.2	1.9
EV/EBITDA	19.0	15.3	13.2	15.9	17.5	12.3	10.0	9.0
Dividend Yield (%)	0.2	0.2	0.2	0.3	0.3	0.3	0.3	0.3
FCF per share	1.6	50.4	12.5	35.7	-13.5	-8.9	56.8	22.2
<b>Return Ratios (%)</b>								
RoE	19.8	18.8	16.3	11.1	8.7	11.6	12.2	12.2
RoCE	14.4	14.1	13.6	10.3	8.0	10.7	10.8	11.2
RoIC	16.9	17.1	17.6	13.7	10.8	14.0	14.2	15.0
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	2.0	2.0	1.8	1.5	1.4	1.3	1.3	1.4
Inventory (Days)	277	280	308	298	266	265	267	269
Debtor (Days)	68	61	58	58	62	58	61	65
Creditor (Days)	109	96	98	99	109	121	115	100
Working Cap. (Days)	235	246	267	258	219	203	213	234
<b>Leverage Ratio (x)</b>								
Current Ratio	2.9	2.6	3.2	2.8	2.9	2.9	3.7	4.1
Interest Cover Ratio	21	24	58	67	20	15	23	29
Net Debt/Equity	0.3	0.2	0.0	-0.1	0.0	0.0	-0.1	-0.1

### Consolidated - Cash Flow Statement

(INR b)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
OP/(Loss) before Tax	30.9	37.4	45.0	34.6	29.4	45.5	53.2	59.4
Depreciation	6.7	9.7	10.6	11.3	12.4	15.2	17.6	17.8
Interest / Dividend received	1.4	1.2	-1.6	-2.0	-1.5	-2.3	-2.2	-2.7
Direct Taxes Paid	-7.7	-7.3	-20.1	-7.3	-6.8	-12.1	-14.6	-16.0
(Inc)/Dec in WC	-14.8	2.8	-9.3	9.2	-7.8	-19.1	-7.6	-32.5
<b>CF from Operations</b>	<b>16.4</b>	<b>43.8</b>	<b>24.5</b>	<b>45.8</b>	<b>25.7</b>	<b>27.2</b>	<b>46.3</b>	<b>26.0</b>
Others	0.1	0.0	8.7	4.4	-1.0	2.3	0.0	0.0
<b>CF from Operating incl EO</b>	<b>16.5</b>	<b>43.8</b>	<b>33.3</b>	<b>50.2</b>	<b>24.7</b>	<b>29.5</b>	<b>46.3</b>	<b>26.0</b>
(inc)/dec in FA	-15.6	-14.3	-26.0	-29.2	-32.6	-34.7	-13.0	-13.0
<b>Free Cash Flow</b>	<b>0.9</b>	<b>29.5</b>	<b>7.3</b>	<b>20.9</b>	<b>-7.9</b>	<b>-5.2</b>	<b>33.3</b>	<b>13.0</b>
(Pur)/Sale of Investments	-13.4	-1.4	0.4	4.1	-4.5	-1.7	0.0	0.0
<b>CF from Investments</b>	<b>-29.0</b>	<b>-15.7</b>	<b>6.0</b>	<b>-32.1</b>	<b>-39.8</b>	<b>-36.4</b>	<b>-13.0</b>	<b>-13.0</b>
Inc/(Dec) in Debt	26.2	-13.1	-4.5	-26.0	25.0	14.5	-13.7	-10.7
Interest Paid	-1.5	-1.3	-0.7	-0.5	-1.4	-2.9	-2.3	-2.0
Dividend Paid	-1.6	-1.9	-1.5	-2.1	-2.3	-2.3	-2.3	-2.3
Others	-3.4	-2.8	-6.9	-1.2	12.8	-0.4	4.2	4.4
<b>CF from Fin. Activity</b>	<b>19.8</b>	<b>-19.1</b>	<b>-13.6</b>	<b>-29.7</b>	<b>34.0</b>	<b>8.9</b>	<b>-14.1</b>	<b>-10.7</b>
<b>Inc/Dec of Cash</b>	<b>7.3</b>	<b>9.1</b>	<b>25.6</b>	<b>-11.6</b>	<b>18.9</b>	<b>1.9</b>	<b>19.2</b>	<b>2.4</b>
Opening Balance	12.6	19.6	28.4	54.7	41.9	60.8	62.8	82.0
Others incl. impact of fx	-0.3	-0.2	0.7	-1.2	0.0	0.0	0.0	0.0
<b>Closing Balance</b>	<b>19.6</b>	<b>28.4</b>	<b>54.7</b>	<b>41.9</b>	<b>60.8</b>	<b>62.8</b>	<b>82.0</b>	<b>84.4</b>

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NOTES

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