

Estimate change 

TP change 

Rating change 

CMP: INR5,562

TP: INR7,000 (+26%)

Upgrade to Buy

Data modernization to lead the recovery

Strong growth in BFSI and CMT verticals; margins remain a key concern

- LTIMindtree (LTIM) reported a strong 1QFY25 revenue growth of 2.6% QoQ/ 3.7% YoY in constant currency (CC) vs. our estimate of ~1% QoQ in CC. In USD terms, revenue came in at USD1.1b (up 2.5% QoQ/3.5% YoY), which was slightly above our estimate of USD1.07b. EBITDA grew 4.6% QoQ but declined 1.8% YoY to INR16.1b (in line with our estimate of INR15.8b). PAT came in at INR11.3b, up 3.1% QoQ/down 1.5% YoY and below our estimate of INR11.6b. Deal wins were slightly subdued at USD1.4b (up 0.7% QoQ).
- **LTIM's commentary was particularly encouraging** among the companies that have reported so far. Clients are finally resuming the "high-priority transformation" projects, primarily focusing on areas such as data engineering, data estate modernization, and ERP modernization. Following a prolonged period of subdued client activity, this development sets a positive stage for pre-GenAI investments, with promising implications for FY26. Although cost-reduction initiatives remain a top priority, there is now a possibility of reinvesting technology dollars into pre-GenAI expenditures, and LTIM will benefit from this uptick.
- **We upgrade LTIM to BUY** due to its superior offerings in data engineering and ERP modernization, positioning it well to capture the pre-GenAI expenditures. We anticipate LTIM to outperform its large-cap peers and expect low double-digit CC growth for FY26.
- **Margins remain a concern, however**, and the biggest risk to our thesis. A re-rating depends on significant margin recovery, driven primarily by volume recovery, as we do not see a lot of levers apart from revenue growth; any further hiccups in execution could result in downside risks to our estimates.
- **We broadly maintain our FY25E EPS and raise our FY26E EPS by 2.8%.** We also upgrade our target multiple to 35x (this is now at 1STD above LTIM's five-year average). Our revised TP of INR7,000 implies 26% upside potential.

Bloomberg	LTIM IN
Equity Shares (m)	296
M.Cap.(INRb)/(USDb)	1647.4 / 19.7
52-Week Range (INR)	6443 / 4514
1, 6, 12 Rel. Per (%)	6/-23/-17
12M Avg Val (INR M)	2451

Financials & Valuations (INR b)

Y/E Mar	FY24	FY25E	FY26E
Sales	355.2	377.1	417.8
EBIT Margin (%)	15.7	15.8	17.1
PAT	45.8	49.4	58.9
EPS (INR)	154.8	166.8	198.8
EPS Gr. (%)	2.0	7.7	19.2
BV/Sh. (INR)	676.0	772.2	887.5

Ratios

RoE (%)	24.4	23.0	23.9
RoCE (%)	21.2	19.4	20.6
Payout (%)	42.0	42.0	42.0

Valuations

P/E (x)	35.9	33.3	28.0
P/BV (x)	8.2	7.2	6.3
EV/EBITDA (x)	24.3	22.5	18.8
Div Yield (%)	1.2	1.3	1.5

Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23
Promoter	68.6	68.6	68.7
DII	13.6	12.9	11.7
FII	7.9	8.7	8.4
Others	10.0	9.8	11.2

FII Includes depository receipts

Revenue beats estimates; deal wins slightly subdued

- Revenue stood at USD1.09b, up 2.6% QoQ CC and above our estimate of 1% QoQ CC. Reported USD revenue growth was 2.5% QoQ/3.5% YoY.
- The growth was primarily led by Technology, Media & Comms (+7.9% QoQ), BFSI (2.9% QoQ), while Healthcare & Public Services (-7.9% QoQ), and Retail (-1.4% QoQ) were weak. Manufacturing & Resources grew 1.8% QoQ.
- EBIT margin at 15.0% expanded 30bp QoQ, below our estimate of 90bp sequential expansion.
- Employee metrics: Software headcount rose ~377 (+0.5% QoQ), utilization improved 140bp QoQ to 88.3%, while attrition was stable QoQ at 14.4%.
- Order inflows were steady at USD1.4b, with BTB of 1.3x.
- PAT came in at INR11.3b, up 3.1% QoQ/down 1.5% YoY and below our estimate of INR11.6b.

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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, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Key highlights from the management commentary

- LTIM witnessed early signs of clients deploying savings and budgets into high transformation programs and laying the foundation in AI, especially in BFSI and Telecom (LTIM's largest verticals). Further, the ramp-up of the previously won deals also supported 1QFY25 revenue growth.
- LTIM expects growth momentum to continue in 2QFY25 as deals won in the earlier quarter are ramping up according to the plan. Some verticals, especially BFSI, have high-priority projects kicking in as well, which gives confidence for a strong 2Q.
- In BFSI, key clients are now beginning high-priority projects that were paused last year. Clients are looking to reduce technical debt. The company expects the BFSI vertical to see good momentum throughout the year.
- The company's EBIT margin stood at 15.0%. The absence of project cancellations and improved operational efficiency provided a tailwind of 100bp, which was partially offset by Visa costs and higher SG&A expenses.

Valuation and view

- **Upgrade to BUY: We upgrade LTIM to BUY** due to its superior offerings in data engineering and ERP modernization, positioning it well to capture the pre-GenAI expenditures. Further, clients are finally resuming the "high-priority transformation" projects, in these areas. We anticipate LTIM to outperform its large-cap peers and expect low double-digit CC growth for FY26. **Margins remain a concern, however**, and the biggest risk to our thesis. A re-rating still depends on significant margin recovery, driven primarily by volume recovery.
- We expect LTIM to deliver a CAGR of 8.0%/13.4% in USD revenue/INR PAT over FY24-26. We broadly maintain our FY25E EPS and raise our FY26E EPS by 2.8%. We also upgrade our target multiple to 35x (this is now at 1STD above LTIM's five-year average). Our revised TP of INR7,000 implies 26% upside potential.

Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25E	Est.	Var. (%
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QFY25	/bp)
Revenue (USD m)	1,059	1,076	1,084	1,069	1,096	1,116	1,158	1,144	4,287	4,514	1,077	1.8
QoQ (%)	0.1	1.6	0.8	-1.3	2.5	1.8	3.8	-1.2	4.4	5.3	0.7	183
Revenue (INR m)	87,021	89,054	90,166	88,929	91,426	93,273	96,799	95,618	3,55,170	3,77,116	89,827	1.8
YoY (%)	13.8	8.2	4.6	2.3	5.1	4.7	7.4	7.5	7.0	6.2	3.2	184
GPM (%)	31.6	31.4	29.9	29.8	30.3	29.7	31.5	31.5	30.7	30.8	30.7	(39)
SGA (%)	12.8	13.1	12.3	12.5	12.7	12.6	13.0	12.5	12.7	12.7	13.0	(26)
EBITDA	16,355	16,313	15,849	15,357	16,061	15,950	17,908	18,167	63,874	68,086	15,899	1.0
EBITDA Margin (%)	18.8	18.3	17.6	17.3	17.6	17.1	18.5	19.0	18.0	18.1	17.7	(13)
EBIT	14,508	14,231	13,859	13,087	13,709	13,991	15,875	16,159	55,685	59,734	14,013	(2.2)
EBIT Margin (%)	16.7	16.0	15.4	14.7	15.0	15.0	16.4	16.9	15.7	15.8	15.6	(61)
Other income	856	962	1,588	1,396	1,547	1,306	1,355	1,434	4,802	5,642	1,258	23
ETR (%)	25.0	23.5	24.3	24.0	25.6	24.0	24.0	24.0	24.2	24.4	24.0	
Adj PAT	11,523	11,623	11,693	11,007	11,351	11,626	13,095	13,371	45,846	49,443	11,606	(2.2)
QoQ (%)	3.4	0.9	0.6	-5.9	3.1	2.4	12.6	2.1			5.4	
YoY (%)	4.1	-2.2	8.2	-1.2	-1.5	0.0	12.0	21.5	2.1	7.8	0.7	
EPS (INR)	38.9	39.2	39.4	37.1	38.2	39.2	44.2	45.1	154.5	166.7	39.2	(2.5)

Key performance indicators

Y/E March	FY24				FY25E	FY24
	1Q	2Q	3Q	4Q	1Q	
Revenue (QoQ CC %)	0.1	1.7	0.7	-1.3	2.6	
Margins (%)						
Gross Margin	31.6	31.4	29.9	29.8	30.3	30.7
EBIT Margin	16.7	16.0	15.4	14.7	15.0	15.7
Net Margin	13.2	13.1	13.0	12.4	12.4	12.9
Operating metrics						
Headcount	82,738	83,532	82,471	81,650	81,934	81,650
Attrition (%)	17.8	15.2	14.2	14.4	14.4	14.4
Utilization (excl. trainees)	84.8	86.6	87.4	86.9	88.3	86.4
Key Verticals (QoQ %)						
BFSI	-1.2	-1.1	-1.7	-2.7	2.8	2.2
CMT	3.2	2.0	-3.0	4.7	8.0	1.7
MFG	-1.0	5.1	14.3	-9.6	2.0	14.6
Healthcare	5.0	3.2	0.8	4.8	-7.9	6.5
CPG, Retail and Pharma	-1.8	2.9	-3.2	1.4	-1.6	1.9
Key Geographies (QoQ %)						
North America	1.8	2.0	-0.2	0.2	4.3	5.9
Europe	-1.2	2.3	-4.5	-0.6	1.1	3.4



Key highlights from the management commentary

Demand and industry outlook

- **BFSI** – The vertical reported 2.9% sequential growth in USD terms. The BFSI customers started scaling up high-priority programs. Compliance remained the key focus area. Further, all sub-segments continued to see good traction as well. In BFSI, key clients are now beginning their high-priority projects, which were paused last year. Clients are looking to reduce their technical debt. LTIM expects the BFSI vertical to see good momentum throughout the year. Further, there is traction in short-cycle projects/sprint-based projects in BFSI.
- LTIM is also benefiting from vendor consolidation in this vertical, as it is positioned favorably.
- **Manufacturing** – The vertical was resilient and reported sequential growth. Industry 4.0 and industry modernization remained the key focus areas.
- Technology, Media, and Communications led the growth in this quarter with 7.9% QoQ growth in 1QFY25. LTIM saw broad-based growth in Hi-Tech and Communications. Further, the company expects that Communications vertical can be a new growth engine in future.
- Overall demand environment remained unchanged. However, LTIM witnessed early signs of clients deploying savings and budgets into high transformation programs and laying the foundation in AI, especially in BFSI and Telecom (LTIM's largest verticals). Further, the ramp-up of the previously won deals also supported 1QFY25 revenue growth.
- The company has experienced no ramp down. It is getting exclusive funds in sprint-based/short-cycle deals from clients, especially, in the BFSI vertical. Further, the transformation projects that were paused or slowed down last year are now resuming.

- Due to a significant increase in the demand pipeline, hiring will rise accordingly, with net headcount additions expected in 2QFY25. The company is also seeing a significant increase in lateral hiring for 2Q.
- This quarter, LTIM hired 1,400 freshers and honored the backlog of offers from 1QFY25. To achieve its comfortable utilization level of 85-86%, LTIM is building supply capacity. LTIM will implement wage hikes in 3QFY25.
- The top 40 clients reported broad-based growth both QoQ and YoY. Tail rationalization is an ongoing effort and is expected to continue going forward.
- LTIM is assisting the majority of top 100 clients in AI and related areas. There is an increased spending on digital engineering and enterprise AI, with cost-saving measures supporting modernization initiatives. Across industries, the company is witnessing AI adoption, particularly in the BFSI and tech sectors, which continue to lead in the business use cases for AI. Additionally, there is good momentum in the manufacturing and healthcare verticals.
- Approximately 85% of the top 100 clients are engaged in AI initiatives, with spending focused on GPU structures, platform building, and data engineering.
- DSO decreased to 78 days, showing a two-day improvement QoQ. Utilization improved due to the ramp-up of earlier won deals. Further, there has been an uptick in depreciation expenses, driven mainly by expanding office capacity, with expectations that these levels will be sustained moving forward.

Margin performance

- EBIT margin for 1QFY25 expanded 30bp QoQ to 15.0%. The absence of project cancellations and improved operational efficiency provided a tailwind of 100bp, which was partially offset by Visa costs and higher SG&A expenses.
- **Margin Levers:** Revenue growth itself serves as a key margin lever, alongside optimizing the pyramid structure and reducing discretionary spending.
- LTIM expects margins to improve going forward as the ongoing margin improvement programs are executed.

Exhibit 1: North America led the growth in 1QFY25

Geographies	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
North America	8.1	5.8	3.8	7.0	6.1	1.6	0.5	1.8	2.0	-0.2	0.2	4.3
Europe	16.7	3.3	3.5	-6.7	-0.4	4.5	4.4	-1.2	2.3	-4.5	-0.6	1.1
RoW	10.9	18.7	-2.2	-0.2	0.3	4.9	0.2	-7.8	-1.9	14.1	-10.6	-7.2

Exhibit 2: Technology, Media, and Communication drove sequential growth for the quarter

Verticals	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
BFSI	8.1	7.0	4.0	5.7	4.6	5.8	2.7	-1.2	-1.1	-1.7	-2.7	2.8
Manufacturing	10.0	12.5	-2.2	-2.9	3.7	10.6	1.0	-1.0	5.1	14.3	-9.6	2.0
CPG, Retail & Pharma	18.7	1.8	3.5	3.7	2.3	1.1	2.4	-1.8	2.9	-3.2	1.4	-1.6
Technology, Media & Communications	9.6	6.1	4.1	5.3	3.9	-4.5	-1.5	3.2	2.0	-3.0	4.7	8.0
Healthcare	3.5	8.7	1.3	6.9	7.5	-5.1	-2.2	5.0	3.2	0.8	4.8	-7.9

Source: MOFSL, Company

Exhibit 3: Broad-based growth across client buckets

Clients	Contribution to revenue (%)	QoQ growth (%)	YoY growth (%)
Top five clients	28.8	4.3	11.7
Top 10 clients	35.7	3.1	8.4
Top 20 clients	46.2	3.2	6.5

Source: MOFSL, Company

Exhibit 4: Changes to our estimates

	Revised		Earlier		Change	
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
INR/USD	83.6	83.6	83.4	83.4	0.1%	0.1%
USD Revenue (m)	4,514	4,998	4,497	4,938	0.4%	1.2%
Growth (%)	5.3	10.7	4.9	9.8	40bps	90bps
EBIT margin(%)	15.8	17.1	16.0	16.8	-20bps	30bps
PAT (INR m)	49,443	58,925	49,676	57,291	-0.5%	2.9%
EPS	166.8	198.8	167.7	193.4	-0.5%	2.8%

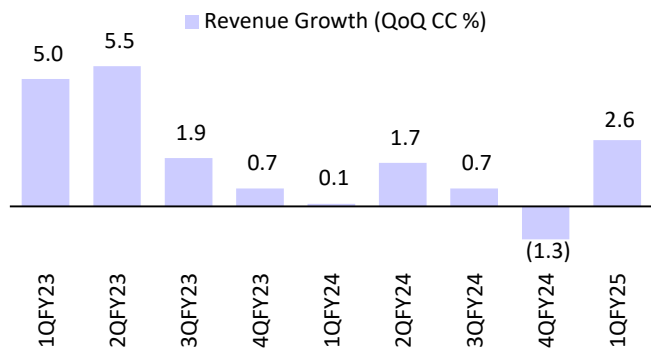
Source: MOFSL, Company

Valuation and view

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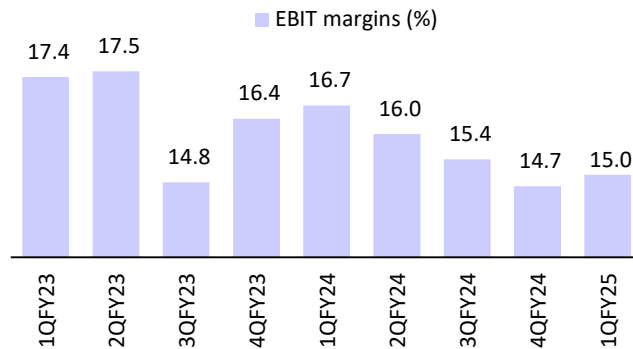
Story in charts

Exhibit 5: Strong revenue growth (+2.6 QoQ CC) in 1QFY25



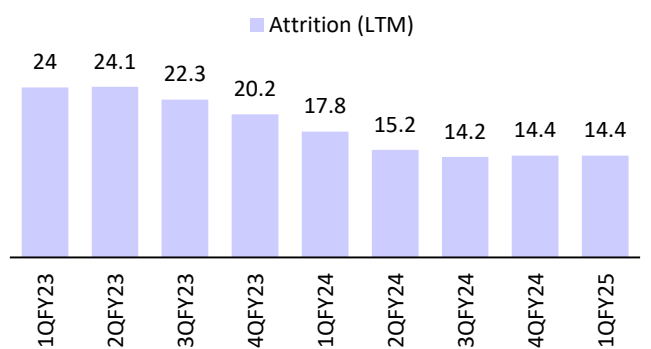
Source: Company, MOFSL

Exhibit 6: Margins improved 30bp QoQ in 1QFY25



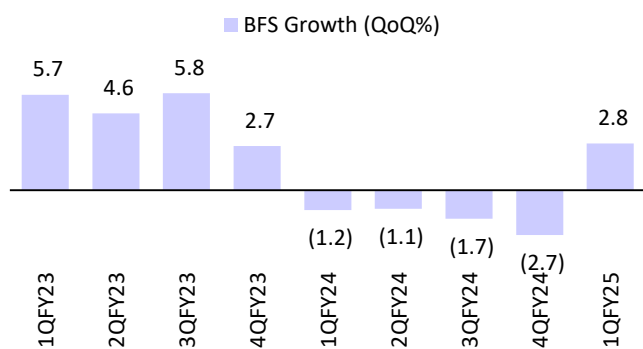
Source: Company, MOFSL

Exhibit 7: Attrition remained stable



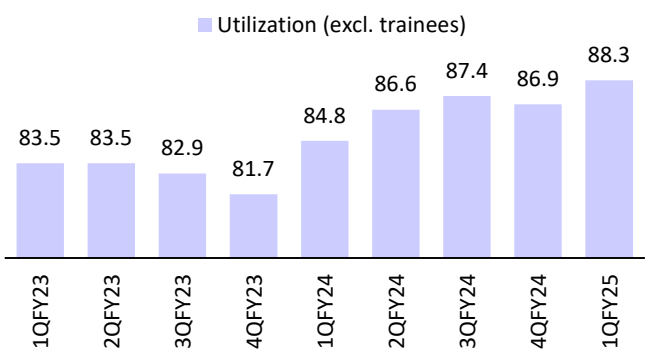
Source: Company, MOFSL

Exhibit 8: BFSI back on growth trajectory in 1QFY25



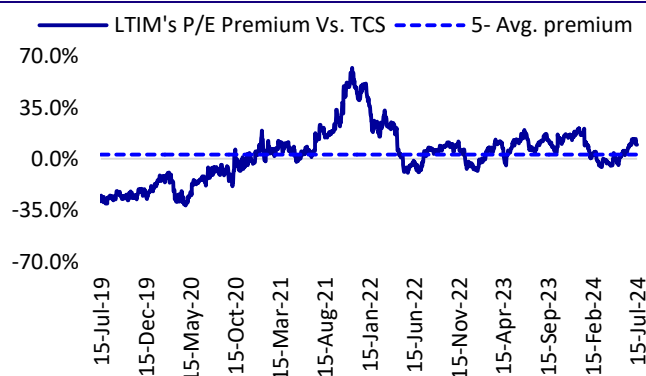
Source: Company, MOFSL

Exhibit 9: Utilization inching up consistently



Source: Company, MOFSL

Exhibit 10: LTIM has traded at a premium to TCS consistently in the last few years



Source: Company, MOFSL

Operating metrics

Exhibit 11: Operating metrics

	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Revenue by verticals (%)									
BFSI	36.5	35.6	35.1	38.0	37.5	36.5	35.6	35.1	35.2
Manufacturing	16.3	16.2	17.5	17.5	17.3	17.9	20.3	18.6	18.5
CPG, retail & pharma	15.7	15.4	15.2	15.4	15.1	15.3	14.7	15.1	14.5
High tech, media & entertainment	25.4	25.3	23.6	23.0	23.7	23.8	22.9	24.3	25.6
Healthcare, Life, Public Science	6.6	6.8	6.3	6.1	6.4	6.5	6.5	6.9	6.2
Revenue by geography (%)									
North America	71.7	72.9	72.3	71.9	73.1	73.4	72.7	73.8	75.1
Europe	15.3	14.6	14.9	15.4	15.2	15.3	14.5	14.6	14.4
ROW	13.0	12.5	12.8	12.7	11.7	11.3	12.8	11.6	10.5
Client metrics (% of revenues)									
Top 5 client	26.8	26.7	26.3	25.4	26.7	26.8	27.5	28.3	28.8
Top 10 client	34.5	34.3	33.8	32.9	34.1	34.3	35.3	35.5	35.7
Top 20 client	45.5	45.1	45.3	44.0	44.9	45.2	45.9	45.9	46.2
Top 40 client	58.7	57.4	57.6	56.8	57.2	57.6	58.5	58.0	58.9
Non-Top 20 clients	54.5	54.9	54.7	56.0	55.1	54.8	54.1	54.1	53.8
Number of active clients	708	719	723	728	723	737	739	738	748
New clients added in the period	43	22	28	31	19	30	23	30	27
Million \$ clients									
5 Million \$ clients	130	137	144	146	148	146	149	153	148
10 Million \$ clients	79	77	81	81	88	90	89	91	87
20 Million \$ clients	40	38	37	38	40	41	40	40	43
50 Million \$ clients	10	11	11	13	13	14	12	13	12
100 Million \$ clients	2	2	2	2	2	2	2	2	2
Employee metrics									
Development	79,998	82,681	82,197	80,283	77,555	78,276	77,203	76,460	76,837
Sales and support	4,032	4,355	4,265	4,263	5,183	5,256	5,268	5,190	5,097
Total employees	84,030	86,936	86,462	84,546	82,738	83,532	82,471	81,650	81,934
Efforts mix									
Onsite	14.7	14.7	14.9	14.9	14.8	14.8	15.0	15.1	15.4
Offshore	85.3	85.3	85.1	85.1	85.2	85.2	85.0	84.9	84.6
Utilization measures									
Excluding trainees	83.5	83.5	82.9	81.7	84.8	86.6	87.4	86.9	88.3
Attrition LTM (%)	24.0	24.1	22.3	20.2	17.8	15.2	14.2	14.4	14.4

Source: Company, MOFSL

Financials and valuations

Income Statement (#)								(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Sales	2,40,199	2,69,413	2,86,287	2,61,086	3,31,830	3,55,170	3,77,116	4,17,835
Change (%)	26.1	12.2	6.3	(8.8)	27.1	7.0	6.2	10.8
Cost of Services	1,51,777	1,77,967	1,95,985	1,78,271	2,32,037	2,46,214	2,61,091	2,86,563
SG&A Expenses	37,003	36,068	26,759	30,330	37,915	45,082	47,938	51,448
EBITDA	51,419	55,378	63,543	52,485	61,878	63,874	68,086	79,825
As a percentage of Net Sales	21.4	20.6	22.2	20.1	18.6	18.0	18.1	19.1
Depreciation	4,852	8,239	8,520	5,971	7,227	8,189	8,351	8,357
Other Income	4,639	1,796	3,410	6,426	4,065	4,802	5,642	6,065
PBT	51,206	48,934	58,434	52,940	58,716	60,487	65,377	77,533
Tax	9,770	8,780	14,262	13,439	13,812	14,641	15,934	18,608
Rate (%)	19.1	17.9	24.4	25.4	23.5	24.2	24.4	24.0
Minority Interest	0	0	0	0	11	25	0	0
Extraordinary	0	0	-571	0	800	0	0	0
Adjusted PAT	41,435	40,154	44,172	39,501	44,904	45,846	49,443	58,925
Change (%)	15	-3	10	-11	14	2	8	19
Reported PAT	41,435	40,154	44,743	39,501	44,104	45,846	49,443	58,925

Balance Sheet (*)								(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Share Capital	174	174	175	296	296	296	296	296
Reserves	48,764	53,866	72,859	1,42,576	1,65,625	1,99,876	2,28,560	2,62,745
Net Worth	48,938	54,040	73,034	1,42,872	1,65,921	2,00,172	2,28,856	2,63,041
Minority Interest	8	11	37	57	71	92	92	92
Other liabilities	1,283	10,886	7,697	11,972	14,143	17,934	17,919	17,954
Capital Employed	50,229	64,937	80,768	1,54,901	1,80,135	2,18,198	2,46,867	2,81,087
Net Block	3,084	12,104	10,481	13,772	17,823	21,224	20,873	20,516
Intangibles	6,330	7,684	9,241	14,861	15,452	15,078	15,078	15,078
Other LT Assets	5,614	5,170	6,056	27,805	29,789	50,798	46,542	49,515
Curr. Assets	51,664	63,290	81,313	1,49,386	1,71,897	1,88,530	2,13,262	2,49,061
Current Investments	17,402	22,186	36,282	57,882	53,349	77,494	92,494	1,12,494
Debtors	23,845	27,541	26,906	56,271	72,284	70,387	66,124	73,264
Cash and Bank Balance	4,150	5,252	7,594	14,462	23,389	18,200	25,611	31,420
Other Current Assets	6,267	8,311	10,531	20,771	22,875	22,449	29,033	31,883
Current Liab. and Prov.	16,463	23,311	26,323	50,923	54,826	57,432	48,889	53,083
Trade payables	4,669	7,269	8,277	13,250	12,938	14,939	9,428	10,446
Other liabilities	9,686	13,454	14,504	31,381	33,754	34,007	30,975	34,151
Provisions	2,108	2,588	3,542	6,292	8,134	8,486	8,486	8,486
Net Current Assets	35,201	39,979	54,990	98,463	1,17,071	1,31,098	1,64,374	1,95,978
Application of Funds	50,229	64,937	80,768	1,54,901	1,80,135	2,18,198	2,46,867	2,81,087

E: MOFSL estimates

Pro Forma P&L statement for the combined entity (LTIM)s from FY19 to FY21

* Standalone (LTI) Balance Sheet from FY19 to FY21

Financials and valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
EPS	92.4	89.4	98.9	133.5	151.8	154.8	166.8	198.8
Cash EPS	103.3	107.8	117.8	153.7	173.5	182.5	195.0	227.0
Book Value	109.2	120.3	161.5	483.0	560.9	676.0	772.2	887.5
DPS	31.1	22.7	37.6	63.9	60.0	65.0	70.0	83.5
Payout (%)	33.7	25.4	38.0	47.9	39.5	42.0	42.0	42.0
Valuation (x)								
P/E ratio	60.2	62.2	56.2	41.7	36.6	35.9	33.3	28.0
Cash P/E ratio	53.9	51.6	47.2	36.2	32.1	30.5	28.5	24.5
EV/EBITDA ratio	48.1	44.6	38.9	30.0	25.3	24.3	22.5	18.8
EV/Sales ratio	10.3	9.2	8.6	6.0	4.7	4.4	4.1	3.6
Price/Book Value ratio	50.9	46.2	34.4	11.5	9.9	8.2	7.2	6.3
Dividend Yield (%)	0.6	0.4	0.7	1.1	1.1	1.2	1.3	1.5
Profitability Ratios (%)								
RoE	94.6	78.0	70.4	36.6	26.1	24.4	23.0	23.9
RoCE	83.5	67.2	57.1	29.5	24.9	21.2	19.4	20.6
Turnover Ratios								
Debtors (Days)	36.23	37.31	34.30	79	80	72	64	64
Fixed Asset Turnover (x)	77.9	22.3	27.3	19.0	18.6	16.7	18.1	20.4

Cash Flow Statement

Y/E March	FY22	FY23	FY24	FY25E	FY26E
CF from Operations	44,695	48,591	50,720	57,794	67,282
Cash for Working Capital	-12,188	-17,645	5,975	-6,624	-8,733
Net Operating CF	32,507	30,946	56,695	51,170	58,549
Net Purchase of FA	-10,529	-9,346	-8,330	-8,000	-8,000
Free Cash Flow	21,978	21,600	48,365	43,170	50,549
Net Purchase of Invest.	-5,924	6,037	-30,791	-15,000	-20,000
Net Cash from Invest.	-16,453	-3,309	-39,121	-23,000	-28,000
Proc. from equity issues	2	12	0	0	0
Proceeds from LTB/STB	-3,529	-3,702	-4,947	0	0
Dividend Payments	-13,277	-15,627	-17,753	-20,759	-24,740
Cash Flow from Fin.	-16,804	-19,317	-22,700	-20,759	-24,740
Exchange difference	21	607	-63	0	0
Net Cash Flow	-729	8,927	-5,189	7,411	5,809
Opening Cash Bal.	15,191	14,462	23,389	18,200	25,611
Add: Net Cash	-729	8,927	-5,189	7,411	5,809
Closing Cash Bal.	14,462	23,389	18,200	25,611	31,420

E: MOFSL estimates

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NOTES

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