

Zee Entertainment

Estimate changes

TP change

Rating change



Bloomberg	Z IN
Equity Shares (m)	961
M.Cap.(INRb)/(USDb)	127.2 / 1.5
52-Week Range (INR)	300 / 125
1, 6, 12 Rel. Per (%)	3/-22/-75
12M Avg Val (INR M)	4242

Financials & Valuations (INR b)

Y/E Mar	FY24	FY25E	FY26E
Sales	86.4	84.6	91.4
EBITDA	9.1	11.7	14.5
Adj. PAT	4.3	6.9	9.2
EBITDA Margin (%)	10.5	13.9	15.9
Adj. EPS (INR)	4.5	7.2	9.6
EPS Gr. (%)	-4.9	59.2	32.9
BV/Sh. (INR)	113.2	118.5	126.3

Ratios

Net D:E	-0.1	-0.2	-0.3
RoE (%)	4.0	6.2	7.8
RoCE (%)	3.4	6.3	7.8
Payout (%)	0.0	25.4	18.8

Valuations

P/E (x)	28.8	18.1	13.6
P/B (x)	1.2	1.1	1.0
EV/EBITDA (x)	12.7	8.5	6.5
Div. Yield (%)	0.0	1.1	1.1

Shareholding pattern (%)

As On	Jun-24	Mar-24	Jun-23
Promoter	4.0	4.0	4.0
DII	22.5	35.6	40.8
FII	18.9	19.2	33.4
Others	54.6	41.3	21.8

FII Includes depository receipts

CMP: INR132

TP: INR145 (+9%)

NEUTRAL

Cost controls bear fruit; ad revenue recovery vital for re-rating

- Zee Entertainment's (Zee) revenue continued the declining trend as 2QFY25 revenue fell 18% YoY (5% miss) on softer advertising revenue (-8% YoY, 1% miss) and lower revenue from other sales and services (-77% YoY on a high base (2QFY24 boosted by Gadar 2 release).
- However, Zee's strong control over costs and a further reduction in Zee5 losses led to 18%/15% QoQ jump in EBITDA/adj. PAT (21%/35% beat).
- The management indicated that advertising revenue saw pick-up in Sep'24, which should continue in 3Q with the onset of the festive season. However, a strong and sustainable pick-up in rural consumption is required to maintain healthy ad revenue momentum beyond 3Q.
- Zee aspires to deliver a CAGR of 8-10% in total revenue with its current portfolio and improve EBITDA margins to an industry-leading range of 18-20%. We believe a steady recovery in ad revenue remains key to meeting these aspirations and potential re-rating.
- We lower our FY25/FY26 revenue estimates by 5-7% due to weaker growth in domestic ad revenue and cut our EBITDA estimates by 3-10% largely on weaker revenue growth.
- We build in a CAGR of 4%/21%/33% in revenue/EBITDA/PAT over FY24-27.
- Zee's valuations have turned attractive. However, we await the outcome of ongoing litigation for ICC rights with Star before we turn more constructive. **We reiterate our neutral rating with a TP of INR145.**

Effective cost control drives EBITDA beat

- Zee's consolidated revenue declined 6% QoQ (-18% YoY) to INR20b (~5% miss) due to softer ad revenue and weaker other sales and services.
 - Ad revenue declined 8% YoY to INR9b (-1% QoQ, 7% miss), as macro ad environment remained soft in the domestic business (-9% YoY).
 - Subscription revenue grew 9% YoY to INR9.7b (-2% QoQ, in line), driven by a pick-up in TV subscription revenue after NTO 3.0 & ZEE5.
 - Revenues from other sales and services plunged 77% YoY to INR1.3b as the base quarter benefitted from the release of Gadar 2.
- However, Zee maintained strong cost controls as total operating expenses declined further 10% QoQ (-20% YoY) to INR16.8b (8% lower), mainly driven by lower programming/content costs (down 26%/240bp YoY).
- As a result, EBITDA was up 18% QoQ (down ~4% YoY) at INR3.2b (21% beat) as margins improved further 330bp QoQ (240bp YoY) to 16% (350bp beat).
- Zee5 revenue recovered 6% QoQ to INR2.4b (down 11% YoY), driven by healthy trends in usage and engagement metrics. EBITDA losses reduced further to INR1.6b (vs. INR1.8b loss QoQ and INR2.5b loss YoY).

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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.

- Adjusted for Zee5, Zee's linear TV business revenue/EBITDA declined 19%/18% YoY.
- The company reported an exceptional gain of INR109m pertaining to the settlement of SITI Network's past receivables.
- Adj. PAT stood at INR1.9b (vs. INR1.7b YoY, 35% beat), aided by higher EBITDA, higher other income and lower depreciation.
- 1HFY25 revenue declined 7% YoY, while EBITDA/PAT grew by 22%/60% YoY, largely on continued cost rationalization.
- For 2H, the implied growth rate is ~3% for revenue (vs. 7% YoY decline in 1H) and ~40% YoY for EBITDA (vs. 22% YoY in 1H).
- For 1HFY25, Zee generated OCF of INR4.5b, led by EBITDA and control over WC.
- With INR540m of capex and interest costs, Zee generated FCF of INR3.9b. This led to an increase in net cash position to INR16.3b.
- WC days remained stable QoQ/YoY at 303.

Highlights from the management commentary

- **Recovery in ad revenue:** Zee management indicated that ad revenue started to pick up in Sep'24 and should further recover in 3Q with the onset of the festive season. However, the management believes that a sustainable strong recovery in rural consumption remains key to long-term growth in ad revenue.
- **Drivers for further margin expansion:** A large part of cost rationalization has already happened and the company has reinstated salary hikes from Sep'24. Going ahead, the management expects margin improvement to 18-20% to be driven by a pick-up in revenue growth.
- **Guidance:** The management expects a CAGR of 8-10% in total revenue with the current portfolio and expects to improve margins further to 18-20%.
- **Music:** Zee Music remains a key asset and the company will continue to invest in it. There was some slowdown due to lower film production.
- **Competitive intensity:** Zee management highlighted that the company competed with Disney and Viacom separately in the past and it does not expect things to change materially on the competitive front after the merger. Further, the management noted that Disney-Viacom's merged entity's strategy is sports focused, while Zee remains focused on entertainment and has no plans of venturing into sports aggressively.

Valuation and view

- Zee aspires to deliver a CAGR of 8-10% in total revenue with its current portfolio and improve EBITDA margins to an industry-leading range of 18-20%. We believe that a sustainable recovery in ad revenue remains key to meeting these aspirations and potential re-rating.
- We lower our FY25/FY26 revenue estimates by 5-7% due to weaker domestic ad revenue growth and cut our EBITDA estimates by 3-10% largely on weaker revenue growth.
- We now build in a CAGR of 4%/21%/33% in revenue/EBITDA/PAT over FY24-27.
- Zee's valuations have turned attractive. However, we await the outcome of the ongoing litigation for ICC rights with Star before we turn more constructive on Zee. We **retain our neutral rating with a TP of INR145.**

Consolidated - Quarterly Earnings

(INR m)

Y/E March	FY24				FY25E				FY24	FY25E	FY25	v/s
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			2QE	Est (%)
Revenue	19,838	24,378	20,457	21,699	21,305	20,007	21,412	21,862	86,372	84,586	20,972	-4.6
YoY Change (%)	7.5	20.6	-3.0	2.7	7.4	-17.9	4.7	0.7	6.8	-2.1	-14.0	
Total Expenditure	18,289	21,050	18,365	19,597	18,589	16,797	18,052	19,406	77,301	72,844	18,328	-8.4
EBITDA	1,549	3,328	2,092	2,102	2,717	3,210	3,360	2,455	9,071	11,741	2,643	21.4
EBITDA Margin (%)	7.8%	13.6%	10.2%	9.7%	12.8%	16.0%	15.7%	11.2%	10.5%	13.9%	12.6%	27
Depreciation	785	772	761	772	756	732	747	765	3,091	2,999	764	-4.1
Interest	234	234	183	69	55	83	83	89	721	310	60	37.4
Other Income	145	718	276	154	190	337	220	253	1,292	1,000	150	124.7
Fair Value through P&L gain/(loss)	38	0			-11	22	0	0	38	11	0	
PBT before EO expense	713	3,039	1,423	1,415	2,084	2,754	2,750	1,855	6,590	9,443	1,969	39.8
Extra-Ord expense	706	1,198	603	276	286	-109	0	0	2,784	177	0	
PBT	6	1,842	819	1,139	1,798	2,863	2,750	1,855	3,806	9,266	1,969	45.4
Tax	-31	544	288	1,018	542	769	692	467	1,818	2,470	496	55.1
Rate (%)	-480.0	29.5	35.1	89.4	30.2	26.9	25.2	25.2	47.8	26.7	25.2	
MI & P/L of Asso. Cos.	-1	-1	-1	-1	-1	-1	0	0	-4	-2	0	
Reported PAT	39	1,299	532	122	1,257	2,095	2,058	1,388	1,992	6,798	1,474	42.2
Adj PAT	496	1,726	1,065	1,059	1,467	1,986	2,058	1,388	4,346	6,899	1,474	34.8
YoY Change (%)	-57	21	-19	58	196	15	93	31	-5	59	-15	

E: MOFSL Estimates

Exhibit 1: We value Zee at a TP of Rs145, based on 14x Dec'26E P/E

OValuation	Dec'26E
EPS	10.4
PE multiple (x)	14
Target Price (INR)	145
CMP (INR)	132
Upside (%)	10%

Source: MOFSL, Company



Management commentary highlights

- **Recovery in ad revenue:** Zee management indicated that ad revenue started to pick up in Sep'24 and it expects further recovery in 3Q with the onset of the festive season. However, it believes that a steady strong recovery in rural consumption remains key to long-term growth in ad revenue.
- **Drivers for further margin expansion:** A large part of cost rationalization has already happened and the company has reinstated salary hikes from Sep'24. Going ahead, the management expects margin improvement to 18-20% to be driven by a pick-up in revenue growth.
- **Guidance:** The management expect a CAGR of 8-10% in total revenue with its current portfolio and expects to improve margins further to 18-20%.
- **Music:** Zee Music remains a key asset for Zee and the company will continue to invest in it. There was some slowdown due to lower film production.
- **Competitive intensity:** Zee management highlighted that the company competed with Disney and Viacom separately in the past and it does not expect things to change materially on the competitive front after the merger. Further, the management noted that Disney-Viacom's merged entity's strategy is sports focused, while Zee remains focused on entertainment and has no plans of venturing into sports aggressively.
- **Deployment of recent fundraise:** Zee continues to evaluate various opportunities, but nothing has materialized so far. The company will be conscious about valuations while going for inorganic growth.
- **Linear vs. Digital advertising:** Zee management believes that linear TV would remain relevant for a long time in India, given its wider reach. It believes digital is mostly transactional, while linear ad spends are more toward brand-building. Further, the management highlighted that digital ad revenue should be seen after stripping off the contribution from search and social media. It believes that linear is still multiple times bigger than digital video consumption. As per the management, India will remain a TV+Digital market and not shift to TV or Digital.
- **Subscription outlook remains healthy:** The company continues to focus on content quality. Continued improvements in Zee5 subscriptions and improvement in linear TV after NTO 3.0 have boosted subscription revenue (up 9% YoY).
- **Zee5:** An increase in paying subscribers is vital for growth. Zee5 losses should progressively go down. There could be higher content investments in few quarters, but the trajectory (of reducing losses) should continue.
- **Market share gain:** ZEE network gained market share by 100bp QoQ to 17.4% of All India TV (down 50bp YoY).
- **Movie releases in 2H:** Zee has two big-ticket movies slated for release in 2H, which include Kangana Ranaut-starrer 'Emergency' in the Hindi genre and Ram Charan-starrer 'Game Changer' in regional. The management noted that movie production remains a risky business and the company looks to mitigate the risks through under-writing of Linear/Digital rights.

Quarterly performance (INR m)

	2QFY24	1QFY25	2QFY25	YoY%	QoQ%	2QFY25E	vs. est (%)
Advertising revenue	9,792	9,113	9,017	-7.9	-1.1	9,673	-6.8
Subscription revenue	8,878	9,872	9,699	9.2	-1.8	9,668	0.3
Other sales and services	5,708	2,320	1,291	-77.4	-44.4	1,630	-20.8
Total revenue	24,378	21,305	20,007	-17.9	-6.1	20,972	-4.6
Total operating expenses	21,050	18,589	16,797	-20.2	-9.6	18,328	-8.4
EBITDA	3,328	2,717	3,210	-3.5	18.2	2,643	21.4
EBITDA margin (%)	13.6	12.8	16.0	239bp	329bp	12.6	344bp
Depreciation	772	756	732	-5.2	-3.2	764	-4.1
Finance Cost	234	55	83	-64.5	50	60	37
Other income	718	190	337	-53.1	77.5	150	124.7
PBT	3,039	2,084	2,754	-9.4	32.1	1,969	39.8
Exceptional item gain/(loss)	-1,198	-286	109	NM	NM	0	NM
Reported PBT	1,842	1,798	2,863	55.5	59.2	1,969	45
Tax	544	542	769	41.5	41.8	496	55
Effective Tax Rate (%)	29.5	30.2	26.9			25.2	
Reported PAT	1,298	1,256	2,094	61	67	1,474	42
Associates/Minority Interest	-1	-1	-1	25	11	0	
Reported PAT (after Asso./MI)	1,299	1,257	2,095	61	67	1,474	42
Adjusted PAT	1,726	1,467	1,986	15	35	1,474	35
Operating expenses (INR m)							
Prog, Transmission & Direct Exp	14,254	11,770	10,615	-25.5	-9.8	11,688	-9.2
Employee Cost	2,599	2,258	2,275	-12.5	0.7	2,281	-0.2
Selling and Other Exp	4,198	4,561	3,907	-6.9	-14.3	4,359	-10.4
Total operating costs	21,050	18,589	16,797	-20.2	-9.6	18,328	-8.4

Source: MOFSL, Company

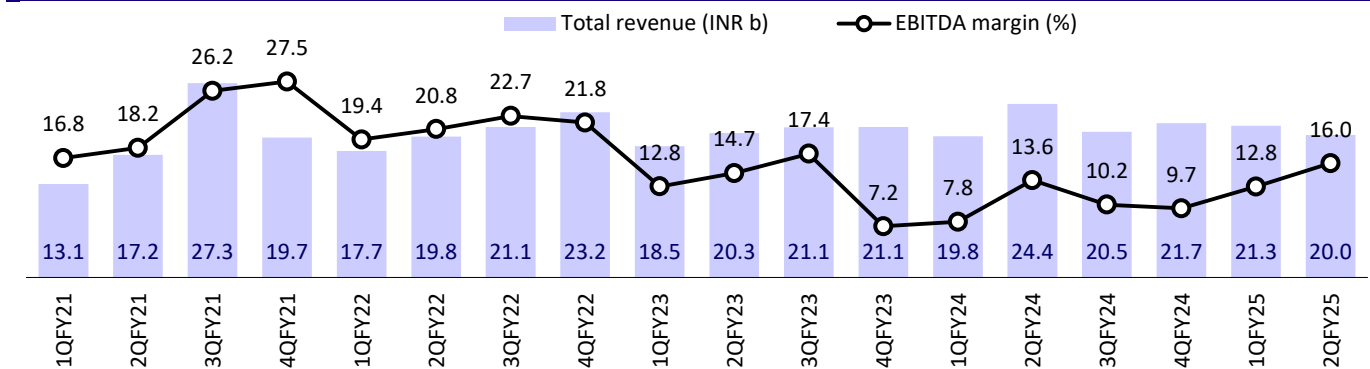
Exhibit 2: Summary of our estimate changes (INR b)

	FY25E	FY26E	FY27E
Ad revenue (INR b)			
Old	42.0	46.2	
Actual/New	38.7	41.4	44.3
Change (%)	-7.9	-10.3	
Subscription revenue (INR b)			
Old	40.0	43.9	
New	39.5	42.8	46.0
Change (%)	-1.2	-2.6	
Total revenue (INR b)			
Old	89.2	98.4	
New	84.6	91.4	98.2
Change (%)	-5.2	-7.1	
EBITDA (INR b)			
Old	12.1	16.1	
New	11.7	14.5	16.1
Change (%)	-3.2	-9.6	
EBITDA margin (%)			
Old	13.6	16.3	
New	13.9	15.9	16.4
Change (bp)	28	-44	
PAT (INR b)			
Old	6.7	9.9	
New	6.8	9.2	10.2
Change (%)	1.1	-7.2	
EPS (INR)			
Old	7.0	10.3	
New	7.1	9.6	10.6
Change (%)	1.1	-7.2	

Source: MOFSL, Company

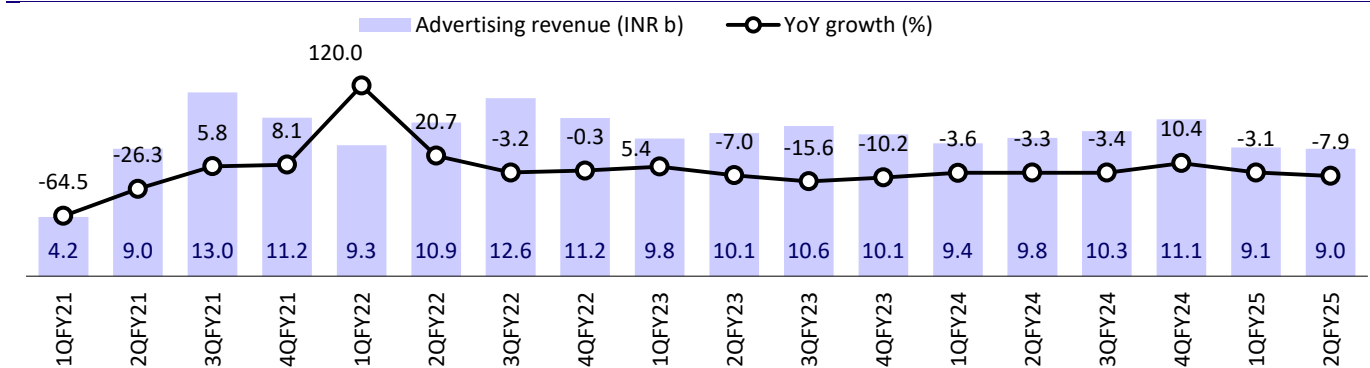
Story in charts

Exhibit 3: Consol. revenue declined 18% YoY, while margin improved ~240bp



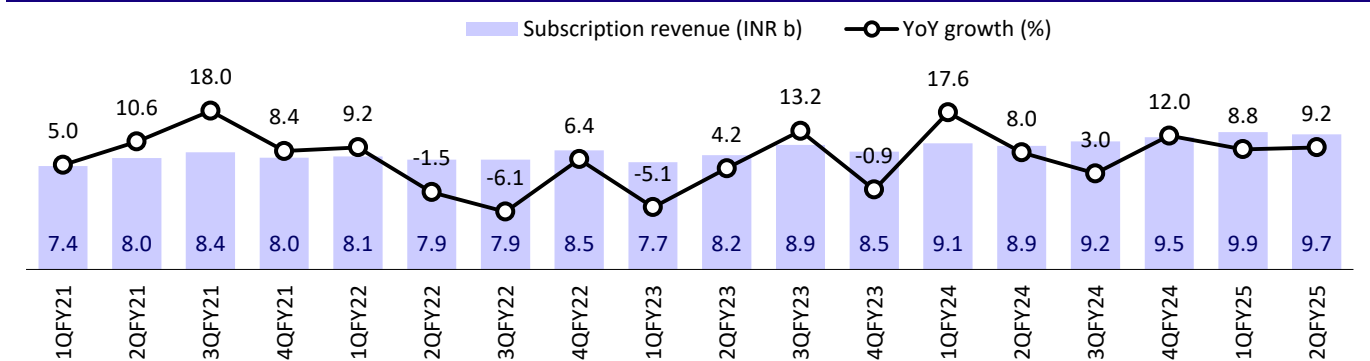
Source: Company, MOFSL

Exhibit 4: Total ad revenue declined 8% YoY

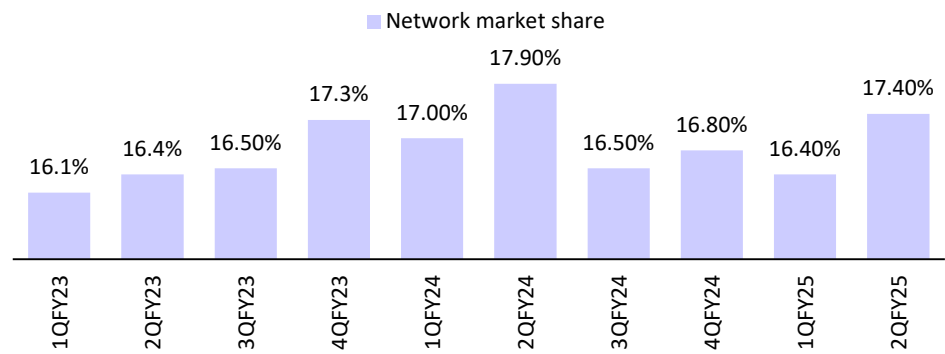


Source: Company, MOFSL

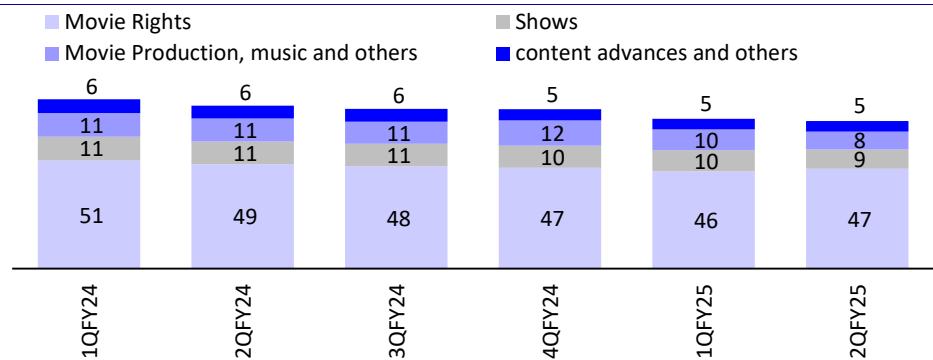
Exhibit 5: Total subscription grew 9% YoY



Source: Company, MOFSL

Exhibit 6: Market share up 100bp sequentially

Source: MOSL, Company

Exhibit 7: Break-up of content inventory, advances, and deposits (INR b)

Source: Company, MOFSL

Exhibit 8: Zee5 KPIs (INR m)

ZEE5 KPIs	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25
Revenue (INR m)	1597	1671	1943	2200	1939	2652	2232	2372	2237	2363
as % of total revenue	9%	8%	9%	10%	10%	11%	11%	11%	10%	12%
ZEE5 Operating Costs	3949	4440	4763	5309	5360	5421	4672	5024	4014	3951
YoY growth	25%	47%	45%	49%	36%	22%	-2%	-5%	-25%	-24%
as % of total Costs	25%	26%	27%	27%	29%	26%	25%	26%	22%	24%
ZEE5 EBITDA	-2352	-2769	-2820	-3109	-3421	-2769	-2440	-2652	-1777	-1588

Source: Company, MOFSL

Financials and Valuations

Consolidated - Income Statement							(INR m)		
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Total Income from Operations	79,339	81,299	77,299	81,893	80,879	86,372	84,586	91,376	98,210
Change (%)	18.7	2.5	-4.9	5.9	-1.2	6.8	-2.1	8.0	7.5
Programming/Production expenses	30,758	38,285	37,505	40,449	44,686	50,393	46,518	49,463	53,602
Employees Cost	7,249	7,805	8,183	8,641	8,238	10,188	9,393	9,769	10,160
Other Expenses	15,692	18,863	13,710	15,582	16,944	16,719	16,933	17,610	18,315
Total Expenditure	53,700	64,953	59,398	64,672	69,868	77,301	72,844	76,842	82,076
% of Sales	67.7	79.9	76.8	79.0	86.4	89.5	86.1	84.1	83.6
EBITDA	25,639	16,345	17,901	17,221	11,011	9,071	11,741	14,534	16,133
Margin (%)	32.3	20.1	23.2	21.0	13.6	10.5	13.9	15.9	16.4
Depreciation	2,347	2,706	2,649	2,459	3,128	3,091	2,999	3,143	3,368
EBIT	23,292	13,639	15,252	14,762	7,884	5,980	8,742	11,391	12,765
Int. and Finance Charges	1,304	1,449	571	451	702	721	310	310	310
Other Income	2,515	2,836	1,104	1,213	797	1,292	1,000	1,200	1,200
Fair Value through P&L gain/(loss)	36	-2,597	-1,962	-37	58	38	11	0	0
PBT bef. EO Exp.	24,538	12,430	13,823	15,487	8,037	6,590	9,443	12,281	13,655
EO Items	-218	-2,843	-1,266	-1,333	-3,355	-2,784	-177	0	0
PBT after EO Exp.	24,320	9,587	12,558	14,154	4,682	3,806	9,266	12,281	13,655
Total Tax	8,673	4,317	4,625	4,597	2,167	1,818	2,470	3,091	3,437
Tax Rate (%)	35.7	45.0	36.8	32.5	46.3	47.8	26.7	25.2	25.2
Minority Interest/Associate	-23	5	-69	-89	1	-4	-4	-4	-4
Reported PAT	15,671	5,265	8,002	9,646	2,514	1,992	6,799	9,193	10,222
Adjusted PAT	15,775	9,424	10,620	11,129	4,568	4,346	6,899	9,193	10,222
Change (%)	12.7	-40.3	12.7	4.8	-59.0	-4.9	58.7	32.9	11.2
Margin (%)	19.9	11.6	13.7	13.6	5.6	5.0	8.2	10.1	10.4

Consolidated - Balance Sheet							(INR m)		
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	961	961	961	961	961	961	961	961	961
Total Reserves	88,279	92,479	99,985	1,07,667	1,06,258	1,07,768	1,12,839	1,20,303	1,28,795
Net Worth	89,239	93,439	1,00,945	1,08,627	1,07,219	1,08,729	1,13,799	1,21,263	1,29,756
Minority Interest	143	110	129	0	0	0	0	0	0
Total Loans	11,134	6,476	4,028	556	2,820	2,303	3,303	3,303	3,303
Deferred Tax Liabilities	1,262	0	-1,207	-3,080	-4,229	-4,542	-4,542	-4,542	-4,542
Capital Employed	1,01,778	1,00,025	1,03,894	1,06,103	1,05,810	1,06,490	1,12,560	1,20,024	1,28,517
Gross Block	17,299	19,799	21,870	30,164	29,644	31,174	33,674	36,174	38,674
Less: Accum. Deprn.	8,406	10,722	13,762	21,363	19,348	22,439	25,438	28,581	31,949
Net Fixed Assets	8,893	9,077	8,108	8,801	10,296	8,736	8,236	7,593	6,725
Goodwill on Consolidation	5,252	4,070	3,804	3,450	3,302	3,303	3,303	3,303	3,303
Capital WIP	1,561	832	782	871	191	98	98	98	98
Total Investments	9,765	3,247	7,983	651	330	368	6,390	6,390	6,390
Curr. Assets, Loans&Adv.	1,03,859	1,06,511	1,06,303	1,10,636	1,18,723	1,17,451	1,17,843	1,27,281	1,38,421
Inventory	38,505	53,475	54,030	63,862	73,079	69,129	59,900	61,659	66,819
Account Receivables	18,274	20,847	21,286	17,375	16,088	17,016	16,222	17,524	18,835
Cash and Bank Balance	12,218	7,345	10,907	12,733	8,040	11,932	22,023	28,070	31,242
Loans and Advances	34,861	24,845	20,080	16,666	21,516	19,374	19,698	20,028	21,525
Curr. Liability & Prov.	27,552	23,712	23,086	18,306	27,032	23,465	23,309	24,640	26,419
Account Payables	14,897	16,803	13,982	13,719	17,494	14,355	14,776	15,620	16,748
Other Current Liabilities	11,204	5,383	7,395	3,429	8,040	7,266	6,954	7,350	7,881
Provisions	1,451	1,526	1,709	1,159	1,498	1,844	1,579	1,669	1,790
Net Current Assets	76,307	82,799	83,218	92,329	91,691	93,986	94,534	1,02,641	1,12,002
Appl. of Funds	1,01,778	1,00,025	1,03,894	1,06,103	1,05,810	1,06,490	1,12,560	1,20,024	1,28,517

Financials and Valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)									
EPS	16.4	5.5	11.1	11.6	4.8	4.5	7.2	9.6	10.6
Cash EPS	17.8	11.8	13.4	13.9	8.0	7.7	10.3	12.8	14.2
BV/Share	92.9	97.3	105.1	113.1	111.6	113.2	118.5	126.3	135.1
DPS	3.5	3.0	2.5	3.0	3.0	0.0	1.5	1.5	1.5
Payout (%)	25.7	65.7	36.0	35.8	137.6	0.0	25.4	18.8	16.9
Valuation (x)									
P/E	7.9	23.8	11.8	11.3	27.4	28.8	18.2	13.6	12.3
Cash P/E	7.3	11.1	9.8	9.4	16.3	16.9	12.7	10.2	9.2
P/BV	1.4	1.3	1.2	1.2	1.2	1.2	1.1	1.0	1.0
EV/Sales	1.4	1.5	1.4	1.4	1.5	1.3	1.2	1.0	0.9
EV/EBITDA	4.5	7.4	6.2	6.5	10.9	12.7	8.5	6.5	5.6
Dividend Yield (%)	2.7	2.3	1.9	2.3	2.3	0.0	1.1	1.1	1.1
FCF per share	-1.5	1.1	14.3	0.4	-1.3	6.3	16.8	7.2	4.2
Return Ratios (%)									
RoE	19.1	10.3	10.9	10.6	4.2	4.0	6.2	7.8	8.1
RoCE	17.4	9.0	10.1	10.1	4.3	3.4	6.3	7.8	8.1
RoIC	21.6	9.0	11.1	11.3	4.5	3.3	7.2	10.1	10.8
Working Capital Ratios									
Fixed Asset Turnover (x)	4.6	4.1	3.5	2.7	2.7	2.8	2.5	2.5	2.5
Asset Turnover (x)	0.8	0.8	0.7	0.8	0.8	0.8	0.8	0.8	0.8
Inventory (Days)	177	240	255	285	330	292	258	246	248
Debtor (Days)	84	94	101	77	73	72	70	70	70
Creditor (Days)	69	75	66	61	79	61	64	62	62
Leverage Ratio (x)									
Current Ratio	3.8	4.5	4.6	6.0	4.4	5.0	5.1	5.2	5.2
Interest Cover Ratio	17.9	9.4	26.7	32.7	11.2	8.3	28.2	36.7	41.2
Net Debt/Equity	-0.1	0.0	-0.1	-0.1	-0.1	-0.1	-0.2	-0.3	-0.3

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	24,345	9,563	12,556	14,155	4,681	3,811	9,266	12,281	13,655
Depreciation	2,565	5,550	2,649	2,459	3,413	3,167	2,999	3,143	3,368
Interest & Finance Charges	139	135	104	226	707	724	310	310	310
Direct Taxes Paid	-9,299	-3,114	-5,011	-4,965	-3,893	-2,401	-2,470	-3,091	-3,437
(Inc)/Dec in WC	-17,151	-16,758	809	-9,638	-2,722	3,418	9,544	-2,061	-6,189
CF from Operations	599	-4,624	11,107	2,237	2,186	8,718	19,649	10,582	7,708
Others	734	7,124	4,370	478	-896	-1,574	-997	-1,197	-1,197
CF from Operating incl EO	1,333	2,499	15,477	2,714	1,291	7,143	18,652	9,386	6,511
(Inc)/Dec in FA	-2,814	-1,451	-1,740	-2,286	-2,560	-1,087	-2,500	-2,500	-2,500
Free Cash Flow	-1,481	1,048	13,737	429	-1,269	6,056	16,152	6,886	4,011
(Pur)/Sale of Investments	5,930	3,163	-3,765	16,361	-553	75	-6,022	0	0
Others	1,316	1,451	-951	-8,219	1,212	496	1,000	1,200	1,200
CF from Investments	4,432	3,163	-6,456	5,856	-1,900	-517	-7,522	-1,300	-1,300
Issue of Equity	0	-4,867	-4,027	-4,034	0	0	0	0	0
Inc/(Dec) in Debt	-4,876	-12	4	9	-256	-1,204	1,000	0	0
Interest Paid	-54	-67	-43	-49	-80	-671	-310	-310	-310
Dividend Paid	-4,734	-5,227	-1,118	-2,850	-2,882	0	-1,729	-1,729	-1,729
Others	0	-362	-275	180	-865	-860	0	0	0
CF from Fin. Activity	-9,664	-10,535	-5,459	-6,745	-4,082	-2,735	-1,039	-2,039	-2,039
Inc/Dec of Cash	-3,899	-4,873	3,561	1,826	-4,692	3,891	10,091	6,047	3,172
Opening Balance	16,117	12,218	7,345	10,907	12,732	8,041	11,932	22,023	28,070
Closing Balance	12,218	7,345	10,907	12,732	8,041	11,932	22,023	28,070	31,242

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NOTES

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BUY	>=15%
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UNDER REVIEW	Rating may undergo a change
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