

# Laurus Labs

Estimate change

TP change

Rating change



Bloomberg	LAURUS IN
Equity Shares (m)	539
M.Cap.(INRb)/(USDb)	241.2 / 2.9
52-Week Range (INR)	518 / 349
1, 6, 12 Rel. Per (%)	1/-6/-3
12M Avg Val (INR M)	970

## Financials & valuations (INR b)

Y/E MARCH	FY25E	FY26E	FY27E
Sales	53.8	63.4	72.1
EBITDA	10.6	13.8	16.8
Adj. PAT	3.4	5.9	8.2
EBIT Margin (%)	11.9	14.9	17.1
Cons. Adj. EPS (INR)	6.3	11.0	15.2
EPS Gr. (%)	108.1	75.0	38.4
BV/Sh. (INR)	81.7	91.0	103.8

## Ratios

Net D:E	0.5	0.5	0.4
RoE (%)	7.9	12.7	15.6
RoCE (%)	7.1	10.0	12.1
Payout (%)	15.6	15.6	15.6

## Valuations

P/E (x)	71.8	41.0	29.7
EV/EBITDA (x)	25.3	19.5	15.9
Div. Yield (%)	0.2	0.3	0.4
FCF Yield (%)	0.8	0.6	1.8
EV/Sales (x)	5.0	4.2	3.7

## Shareholding pattern (%)

As On	Sep-24	Jun-24	Sep-23
Promoter	27.2	27.2	27.2
DII	13.1	13.6	11.0
FII	26.1	25.7	24.0
Others	33.7	33.6	37.8

FII includes depository receipts

**CMP: INR447**

**TP: INR530 (+18%)**

**Buy**

## In-line quarter; CDMO traction to pick up in 2HFY25

- Laurus Lab (LAURUS) delivered largely in-line operational performance for 2QFY25. It witnessed an improving traction in the CDMO business, with a 33%/44% YoY/QoQ jump in sales for 2QFY25. However, this was offset by weak API segment. The commercialization of CDMO contracts is expected to pick up in 2HFY25, driving sales as well as operating leverage.
- We cut our FY25/FY26/FY27 estimates by 6%/8%/5% to factor in: 1) a reduced off-take of ARV formulations; b) a gradual pick-up in ANDA-led FDF business; and c) a delay in onco-API sales. Compared to a stable 1HFY25 performance on the revenue/EBITDA front, we expect 13%/68% YoY growth in revenue/EBITDA to INR30b/INR7b for 2HFY25.
- The scale-up in sales from the CDMO segment and strong operating leverage are expected to drive strong performance for 2HFY25. Given the improving demand tailwind and increasing contribution expected from the CDMO segment over the next 3-4 years, we value LAURUS at 35x 12M forward earnings to arrive at our TP of INR530. **Reiterate BUY.**

## Improved product mix outweighed by higher opex

- LAURUS' 2QFY25 revenue was broadly flat YoY to INR12.2b (our est. INR12.8b). Synthesis business (24% of sales) was up 33% YoY to INR3b. FDF sales remained stable YoY to INR3.3b (27% of sales). API sales (46% of sales) dipped 11% YoY to INR5.6b. Onco API sales declined 58% YoY to INR501m. ARV API sales remained flat YoY to INR3.7b, while other API segment sales grew 1% YoY to INR1.4b. Bio division sales (3% of sales) grew 3% YoY to INR400m during the quarter.
- Gross margin (GM) expanded 470bp YoY to 55.2%, due to a change in the segmental mix.
- However, EBITDA margin contracted ~80bp YoY to 14.6% (our est.: 13.9%) due to lower operating leverage (other expenses/employee costs up 120bp/220p YoY as % of sales). This was due to lower asset utilization and upfront costs in growth projects.
- EBITDA declined 5.1% YoY to INR1.8b (our est. INR1.8b).
- PAT declined at a higher rate of 46.3% YoY to INR198m (our est.: INR170m) on account of higher depreciation/interest expenses.
- For 1HFY25, revenue/EBITDA remained flat YoY at INR24.2b/INR3.5b. PAT declined 49% YoY to INR325m.

## Highlights from the management commentary

- Management maintained its guidance of stable sales in FY25 vs. that in FY24. It also guided an EBITDA margin of 20% for FY25. Considering 1HFY25 EBITDA margin of 14.5%, the ask rate would be ~25% for 2HFY25.
- The CDMO business experienced improvement in 2QFY25 and likely to scale up in the coming quarters given the contracts at hand.

**Tushar Manudhane - Research Analyst** (Tushar.Manudhane@MotilalOswal.com)

**Research Analyst - Akash Manish Dobhada** (Akash.Dobhada@MotilalOswal.com | **Viraj Shah** (Viraj.Shah@MotilalOswal.com))

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

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## Consolidated- Quarterly Earnings Model

(INRm)

Y/E March	FY24				FY25E				FY24	FY25E	FY25E	vs. Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			2QE	(%)
<b>Net Sales</b>	<b>11,818</b>	<b>12,245</b>	<b>11,949</b>	<b>14,397</b>	<b>11,949</b>	<b>12,237</b>	<b>14,161</b>	<b>15,481</b>	<b>50,408</b>	<b>53,828</b>	<b>12,791</b>	<b>-4.3</b>
YoY Change (%)	-23.2	-22.3	-22.6	4.3	1.1	-0.1	18.5	7.5	-16.6	6.8	4.5	
<b>EBITDA</b>	<b>1,667</b>	<b>1,879</b>	<b>1,814</b>	<b>2,415</b>	<b>1,712</b>	<b>1,783</b>	<b>2,875</b>	<b>4,234</b>	<b>7,775</b>	<b>10,604</b>	<b>1,778</b>	<b>0.3</b>
YoY Change (%)	-63.3	-58.1	-55.0	-15.4	2.7	-5.1	58.5	75.3	-51.2	36.4	-5.4	
Margins (%)	14.1	15.3	15.2	16.8	14.3	14.6	20.3	27.4	15.4	19.7	13.9	-0.67
Depreciation	906	934	984	1,023	1,061	1,075	1,040	1,014	3,846	4,189	1,065	
<b>EBIT</b>	<b>762</b>	<b>945</b>	<b>830</b>	<b>1,392</b>	<b>651</b>	<b>708</b>	<b>1,835</b>	<b>3,221</b>	<b>3,929</b>	<b>6,415</b>	<b>713</b>	<b>-0.7</b>
YoY Change (%)	-80.1	-74.3	-74.0	-29.9	-14.5	-25.1	121.0	131.3	-69.0	63.3	-24.6	
Margins (%)	6.4	7.7	6.9	9.7	5.5	5.8	13.0	20.8	7.8	11.9	5.6	
Interest	392	424	508	505	492	526	512	474	1,829	2,004	510	
Other Income	36	18	24	185	25	46	90	108	263	269	80	
<b>PBT before EO expense</b>	<b>406</b>	<b>539</b>	<b>346</b>	<b>1,073</b>	<b>185</b>	<b>228</b>	<b>1,413</b>	<b>2,855</b>	<b>2,364</b>	<b>4,680</b>	<b>283</b>	<b>-19.4</b>
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
<b>PBT</b>	<b>406</b>	<b>539</b>	<b>346</b>	<b>1,073</b>	<b>185</b>	<b>228</b>	<b>1,413</b>	<b>2,855</b>	<b>2,364</b>	<b>4,680</b>	<b>283</b>	<b>-19.4</b>
Tax	122	146	95	320	63	51	367	762	682	1,242	96	
Rate (%)	30.0	27.0	27.3	29.8	33.9	22.3	26.0	26.7	28.8	26.5	34.0	
Minority Interest & Profit/Loss of Asso. Cos.	16	24	20	-3	-5	-21	15	69	57	58	17	
<b>Reported PAT</b>	<b>268</b>	<b>370</b>	<b>231</b>	<b>756</b>	<b>127</b>	<b>198</b>	<b>1,030</b>	<b>2,026</b>	<b>1,625</b>	<b>3,382</b>	<b>170</b>	<b>16.9</b>
<b>Adj PAT</b>	<b>268</b>	<b>370</b>	<b>231</b>	<b>756</b>	<b>127</b>	<b>198</b>	<b>1,030</b>	<b>2,026</b>	<b>1,625</b>	<b>3,382</b>	<b>170</b>	<b>16.9</b>
YoY Change (%)	-89.4	-84.2	-88.6	-28.1	-52.7	-46.3	345.3	168.0	-79.6	108.1	-54.1	
Margins (%)	2.3	3.0	1.9	5.3	1.1	1.6	7.3	13.1	3.2	6.3	1.3	

E: MOFSL Estimates

## Key performance Indicators (Consolidated)

(INRb)

Y/E March	FY24				FY25E				FY24	FY25E	FY25E
INRb	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			2QE
API	6.0	6.3	5.7	7.5	6.6	5.6	6.5	6.9	25.5	25.6	7.0
YoY Change (%)	2.4	(7.5)	(9.2)	4.3	11.2	(11.4)	12.6	(7.1)	(2.5)	0.6	11.3
Custom Synthesis	2.5	2.2	2.1	2.4	2.1	3.0	3.4	3.6	9.2	12.2	2.4
YoY Change (%)	(56.7)	(68.9)	(67.0)	3.5	(14.4)	33.5	62.0	52.8	(57.5)	32.0	5.0
Formulation	2.9	3.3	3.7	4.3	2.7	3.3	3.8	4.3	14.1	14.1	3.0
YoY Change (%)	(18.3)	122.8	47.4	9.4	(3.9)	(1.2)	3.0	0.9	24.0	0.0	(10.0)
<b>Cost Break-up</b>											
RM Cost (% of Sales)	49.4	47.5	45.6	50.2	44.9	44.8	44.2	40.7	48.3	43.5	48.0
Staff Cost (% of Sales)	13.5	13.4	13.0	11.2	14.6	14.6	12.5	11.0	12.7	13.0	14.0
R&D Expenses(% of Sales)	4.1	4.7	3.6	4.5	5.4	5.5	3.0	4.2	3.4	3.2	4.5
Other Cost (% of Sales)	22.9	23.8	26.2	21.9	26.2	26.0	23.0	20.9	23.6	23.8	24.1
Gross Margin (%)	50.6	52.5	54.4	49.8	55.1	55.2	55.8	59.3	51.7	56.5	52.0
EBITDA Margin (%)	14.1	15.3	15.2	16.8	14.3	14.6	20.3	27.4	15.4	19.7	13.9
EBIT Margin (%)	6.4	7.7	6.9	9.7	5.5	5.8	13.0	20.8	7.8	11.9	5.6

E: MOFSL Estimates



## Other highlights from the management commentary

- The rescheduling of supply of onco products led to lower onco API sales in 2Q.
- The company has seen increased interest from new customers like big pharmas and large biotech companies.
- LAURUS is ramping up animal health facilities. The crop protection intermediate facility qualification is targeted at the end of FY25.
- Recent approvals would drive FDF sales in the US market in the coming quarters.
- The ARV pricing across API as well as FDF has been stable for LAURUS.
- LAURUS would be utilizing capacity needs for KRKA JV through expansion initiated at the Vizag site.
- LAURUS is on track to build commercial fermentation capacity at Vizag.
- Net debt stood at INR26b at the end of 2QFY25.

## Key exhibits

Exhibit 1: Revenue growth flat YoY in 2QFY25

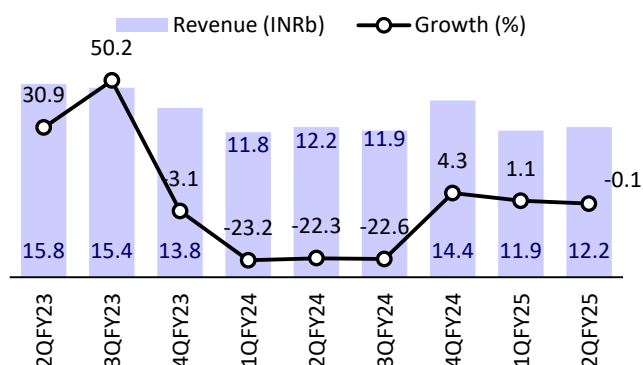


Exhibit 2: Share of ARV-API sales stood at 30%

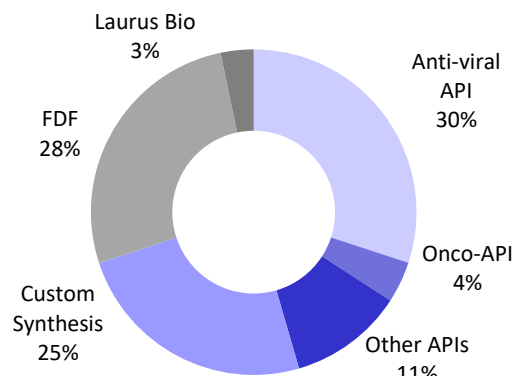


Exhibit 3: API sales declined 11.4% YoY

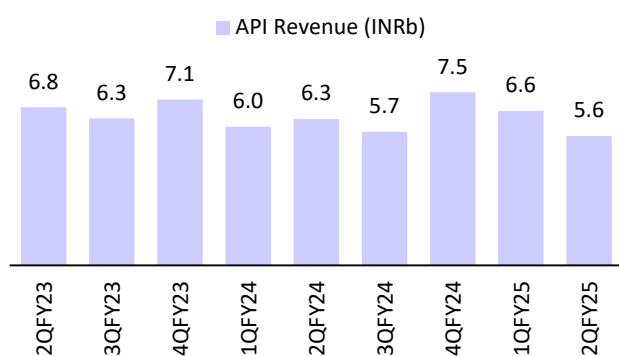


Exhibit 4: ARV-API sales declined 1% YoY in 2QFY25

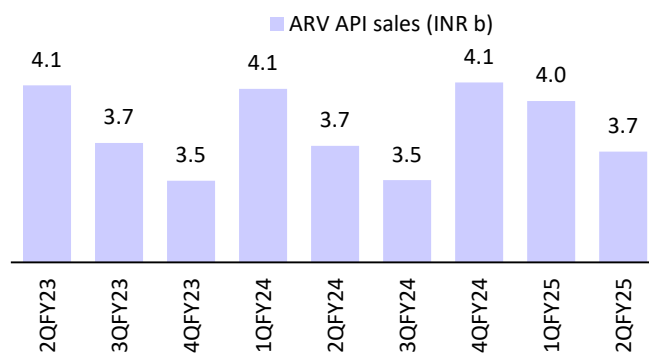
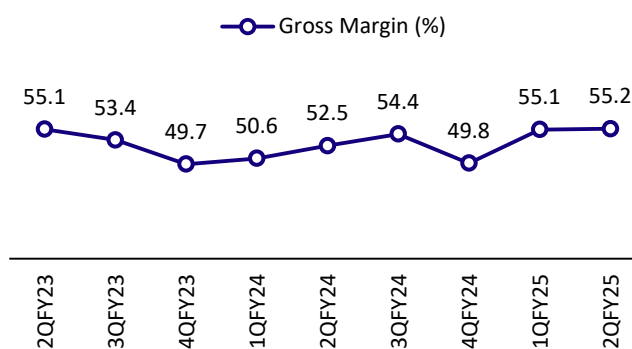
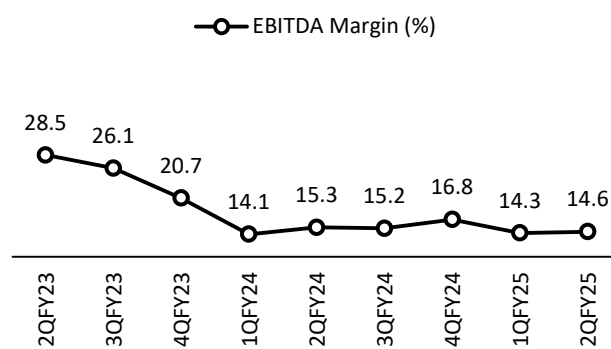


Exhibit 5: Gross margin expanded 260bp YoY in 2QFY25



Source: MOFSL, Company

Exhibit 6: EBITDA margin contracted ~80bp YoY



Source: MOFSL, Company

## Pick-up in CDMO segment remains the key for better business outlook

### Commercialization of CDMO contracts to drive medium-term growth

- In 1HFY25, CDMO sales grew 8% YoY to INR5.1b. Despite meaningful capex over the past two years, the commercial benefit is yet to accrue.
- In fact, LAURUS expects the CDMO business to witness recovery in 2HFY25 led by scheduled deliveries of key late-phase NCE projects, a healthy flow of new order books from big pharma/biotech companies, and work in progress on 70+ molecules.
- LAURUS is ramping up its animal health facility, with new capacity coming online by the end of FY25. Recently, it has started commercial validation of the animal health products, and it expects to validate about four products in FY25.
- The crop science/fermentation unit is currently under construction and is expected to be commercialized by the end of FY25, with commercial benefits anticipated to begin from FY26 onwards.
- With over 20 projects ongoing in the animal and crop protection segment, LAURUS expects to reach peak benefits in FY27/28.
- We expect the CDMO business to register a 27% CAGR over FY25-27 to INR19.7b.

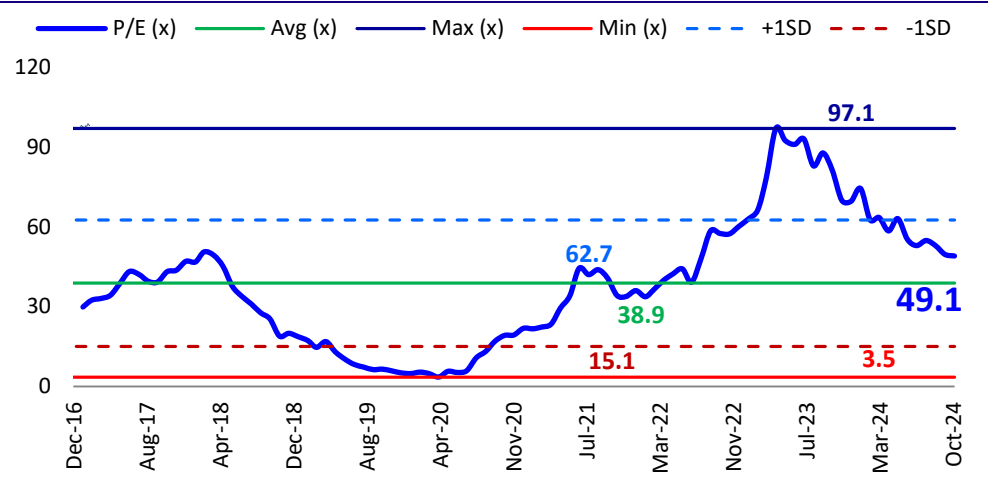
### New approvals in FDF and modifications of API lines to drive growth

- In 1HFY25, LAURUS' ARV formulation sales declined 10% YoY to INR3.7b due to lower volume off-take in the ARV business. The ARV-API segment was flat in 1HFY25 owing to a dip in volumes and shutdown of blocks for modification.
- In 1HFY25, the non-ARV FDF sales grew 12% YoY, led by ramp-up in the US launches amidst industry supply challenges.
- Further, on the non-ARV-API front, growth was flat in 1HFY25 due to rescheduling of supply of certain Onco APIs.
- LAURUS is building a new 3b tablet capacity for a key customer in the generic product segment, set for commercialization in FY27. Additionally, it is expanding granulation and formulation packaging lines, expected to be completed in the next 12-18 months.
- LAURUS has signed a JV agreement with KRKA to expand into new markets and strengthen its US portfolio. Tech transfer has begun, and expanded formulation lines will be operational in the next 12-15 months.
- Accordingly, we expect the non-ARV segment (FDF and API) sales to register a CAGR of 27% over FY25-27 to reach INR24b.

### Reiterate BUY

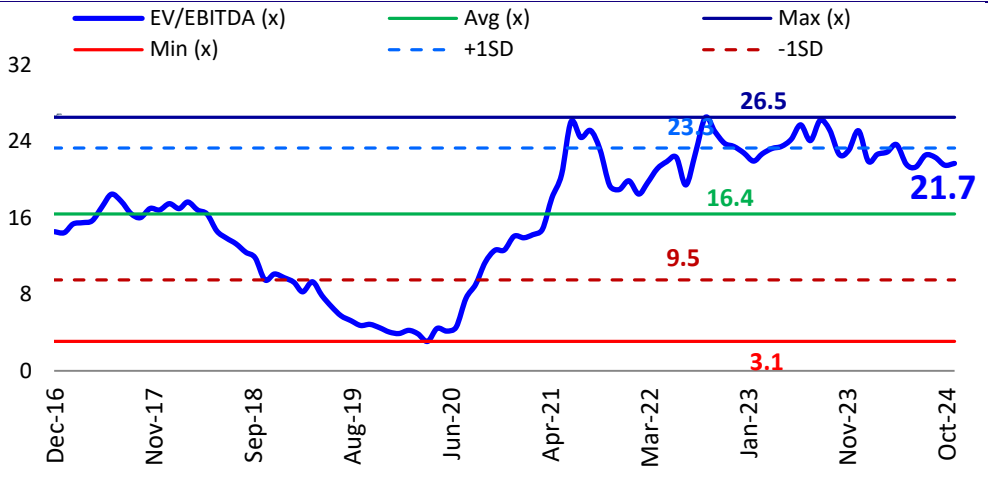
- We cut our FY25/FY26/FY27 estimates by 6%/8%/5% to factor in: 1) a reduced off-take of ARV formulations; b) a gradual pick-up in ANDA-led FDF business; and c) a delay in onco-API sales. Compared to a stable 1HFY25 performance on the revenue/EBITDA front, we expect 13%/68% YoY growth in revenue/EBITDA to INR30b/INR7b for 2HFY25.
- The scale-up in sales from the CDMO segment and strong operating leverage are expected to drive strong performance for 2HFY25. Given the improving demand tailwind and increasing contribution expected from the CDMO segment over the next 3-4 years, we value LAURUS at 35x 12M forward earnings to arrive at our TP of INR530. **Reiterate BUY.**

Exhibit 7: P/E chart



Source: MOFSL, Company, Bloomberg

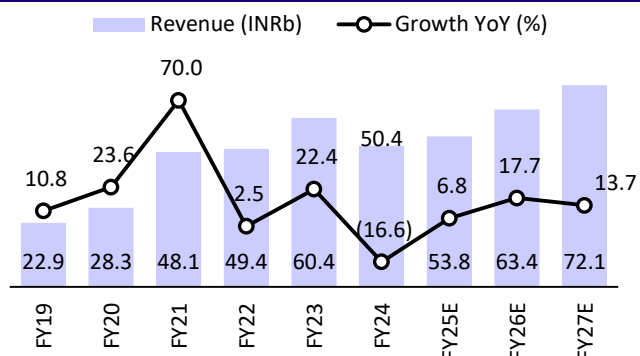
Exhibit 8: EV/EBITDA chart



Source: MOFSL, Company, Bloomberg

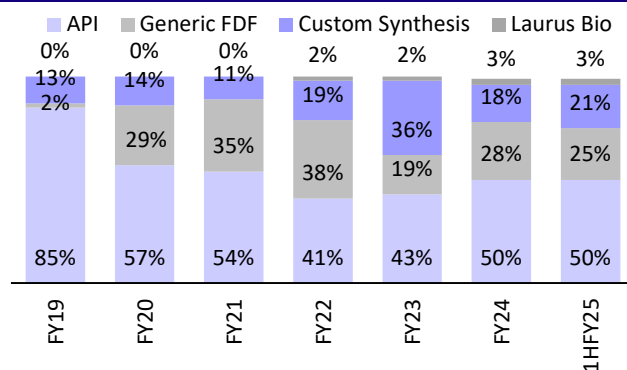
## Story in charts

**Exhibit 9: Likely to post a sales CAGR of 16% over FY25-27**



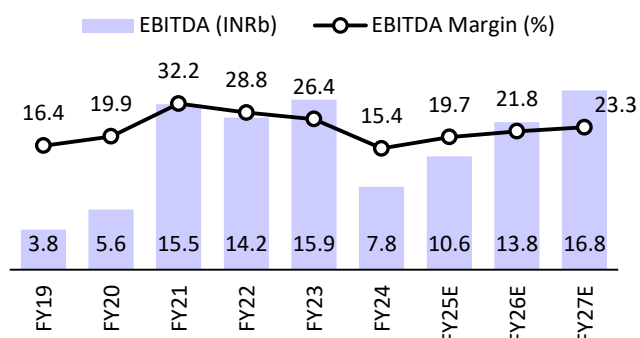
Source: MOFSL, Company

**Exhibit 10: Diversified revenue mix**



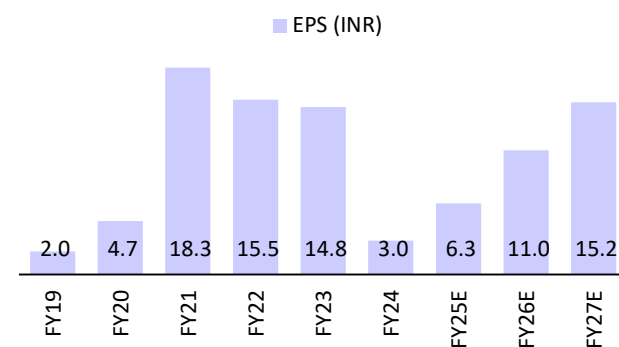
Source: MOFSL, Company

**Exhibit 11: EBITDA CAGR to be 26% over FY25-27**



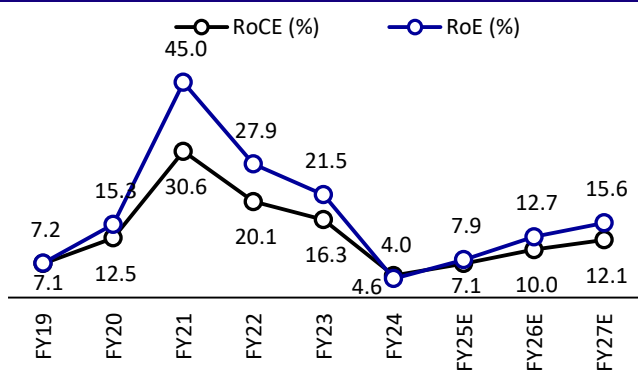
Source: MOFSL, Company

**Exhibit 12: Expect a strong EPS trajectory over FY25-27**



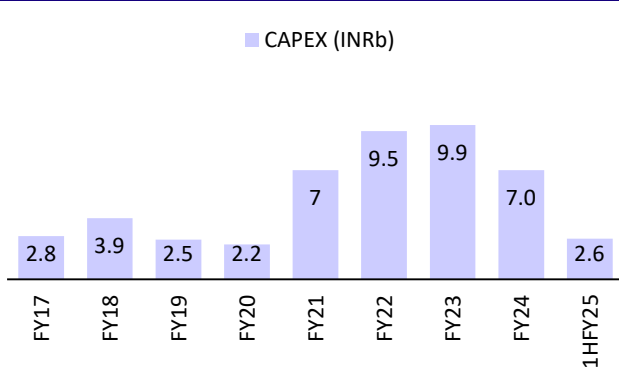
Source: MOFSL, Company

**Exhibit 13: Return ratios to bottom out in FY25**



Source: MOFSL, Company

**Exhibit 14: Significant investments in capex since FY21**



Source: MOFSL, Company

## Financials and valuations

### Consolidated - Income Statement

(INRm)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Total Income from Operations</b>	<b>22,919</b>	<b>28,317</b>	<b>48,135</b>	<b>49,356</b>	<b>60,406</b>	<b>50,408</b>	<b>53,828</b>	<b>63,359</b>	<b>72,052</b>
Change (%)	10.8	23.6	70.0	2.5	22.4	-16.6	6.8	17.7	13.7
<b>Total Expenditure</b>	<b>19,155</b>	<b>22,672</b>	<b>32,628</b>	<b>35,131</b>	<b>44,483</b>	<b>42,633</b>	<b>43,224</b>	<b>49,546</b>	<b>55,264</b>
% of Sales	83.6	80.1	67.8	71.2	73.6	84.6	80.3	78.2	76.7
<b>EBITDA</b>	<b>3,764</b>	<b>5,645</b>	<b>15,507</b>	<b>14,224</b>	<b>15,923</b>	<b>7,775</b>	<b>10,604</b>	<b>13,812</b>	<b>16,788</b>
Margin (%)	16.4	19.9	32.2	28.8	26.4	15.4	19.7	21.8	23.3
Depreciation	1,642	1,873	2,051	2,515	3,241	3,846	4,189	4,371	4,500
<b>EBIT</b>	<b>2,122</b>	<b>3,773</b>	<b>13,456</b>	<b>11,709</b>	<b>12,682</b>	<b>3,929</b>	<b>6,415</b>	<b>9,441</b>	<b>12,288</b>
Int. and Finance Charges	882	896	682	1,024	1,652	1,829	2,004	1,827	1,746
Other Income	162	59	237	153	60	263	269	317	360
<b>PBT bef. EO Exp.</b>	<b>1,402</b>	<b>2,936</b>	<b>13,011</b>	<b>10,839</b>	<b>11,090</b>	<b>2,364</b>	<b>4,680</b>	<b>7,931</b>	<b>10,902</b>
EO Items	-204	0	0	0	0	0	0	0	0
<b>PBT after EO Exp.</b>	<b>1,198</b>	<b>2,936</b>	<b>13,011</b>	<b>10,839</b>	<b>11,090</b>	<b>2,364</b>	<b>4,680</b>	<b>7,931</b>	<b>10,902</b>
Total Tax	260	383	3,173	2,514	3,123	684	1,240	1,951	2,649
Tax Rate (%)	21.7	13.1	24.4	23.2	28.2	28.9	26.5	24.6	24.3
Minority Interest	0	0	0	2	32	55	58	61	64
<b>Reported PAT</b>	<b>938</b>	<b>2,553</b>	<b>9,838</b>	<b>8,322</b>	<b>7,965</b>	<b>1,625</b>	<b>3,382</b>	<b>5,919</b>	<b>8,189</b>
<b>Adjusted PAT</b>	<b>1,097</b>	<b>2,553</b>	<b>9,838</b>	<b>8,322</b>	<b>7,965</b>	<b>1,625</b>	<b>3,382</b>	<b>5,919</b>	<b>8,189</b>
Change (%)	-34.5	132.6	285.4	-15.4	-4.3	-79.6	108.1	75.0	38.4
Margin (%)	4.8	9.0	20.4	16.9	13.2	3.2	6.3	9.3	11.4

### Consolidated - Balance Sheet

(INRm)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	1,064	1,069	1,073	1,075	1,077	1,077	1,077	1,077	1,077
Total Reserves	14,520	16,629	24,902	32,437	39,298	40,032	42,885	47,880	54,790
minority interest			32	79	111	46	46	46	46
<b>Net Worth</b>	<b>15,584</b>	<b>17,698</b>	<b>26,007</b>	<b>33,591</b>	<b>40,487</b>	<b>41,155</b>	<b>44,009</b>	<b>49,004</b>	<b>55,914</b>
Minority Interest	0	0	0	0	0	0	0	0	0
Total Loans	10,030	10,123	13,871	17,320	21,006	26,115	26,615	27,115	26,615
Deferred Tax Liabilities	-534	-739	192	691	825	570	570	570	570
<b>Capital Employed</b>	<b>25,081</b>	<b>27,081</b>	<b>40,070</b>	<b>51,602</b>	<b>62,317</b>	<b>67,842</b>	<b>71,195</b>	<b>76,689</b>	<b>83,100</b>
Gross Block	20,976	23,821	27,949	35,283	46,085	54,745	61,627	68,854	76,299
Less: Accum. Deprn.	4,783	6,655	8,706	11,221	14,462	18,308	22,497	26,868	31,368
<b>Net Fixed Assets</b>	<b>16,193</b>	<b>17,166</b>	<b>19,243</b>	<b>24,062</b>	<b>31,623</b>	<b>36,437</b>	<b>39,130</b>	<b>41,986</b>	<b>44,931</b>
Goodwill on Consolidation	97	97	2,463	2,463	2,463	2,463	2,463	2,463	2,463
Capital WIP	1,096	672	3,622	8,132	5,508	4,228	4,346	4,619	4,674
<b>Total Investments</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>308</b>	<b>993</b>	<b>1,714</b>	<b>1,714</b>	<b>1,714</b>	<b>1,714</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>15,357</b>	<b>18,589</b>	<b>32,145</b>	<b>34,715</b>	<b>36,017</b>	<b>39,028</b>	<b>39,854</b>	<b>43,973</b>	<b>48,559</b>
Inventory	6,819	9,052	15,755	17,603	16,848	18,454	18,355	20,226	21,954
Account Receivables	7,099	7,914	13,061	13,542	15,804	16,629	17,107	19,268	20,530
Cash and Bank Balance	30	17	485	759	485	1,417	1,692	1,301	2,461
Loans and Advances	1,408	1,605	2,845	2,811	2,880	2,528	2,700	3,178	3,614
<b>Curr. Liability &amp; Prov.</b>	<b>7,697</b>	<b>9,477</b>	<b>17,437</b>	<b>18,079</b>	<b>14,287</b>	<b>16,029</b>	<b>16,312</b>	<b>18,065</b>	<b>19,241</b>
Account Payables	4,883	6,156	11,787	8,764	7,107	10,512	10,421	11,131	11,356
Other Current Liabilities	2,449	2,753	4,894	7,753	6,165	4,334	4,628	5,447	6,194
Provisions	365	568	757	1,562	1,016	1,183	1,263	1,487	1,691
<b>Net Current Assets</b>	<b>7,660</b>	<b>9,112</b>	<b>14,708</b>	<b>16,637</b>	<b>21,730</b>	<b>22,999</b>	<b>23,542</b>	<b>25,908</b>	<b>29,318</b>
<b>Appl. of Funds</b>	<b>25,081</b>	<b>27,081</b>	<b>40,070</b>	<b>51,602</b>	<b>62,317</b>	<b>67,842</b>	<b>71,195</b>	<b>76,690</b>	<b>83,100</b>

E: MOFSL Estimates



## Financials and valuations

Ratios									
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)									
EPS	2.0	4.7	18.3	15.5	14.8	3.0	6.3	11.0	15.2
Cash EPS	5.1	8.2	22.1	20.1	20.8	10.2	14.1	19.1	23.6
BV/Share	28.9	32.9	48.3	62.4	75.2	76.4	81.7	91.0	103.8
DPS	0.3	0.6	2.0	2.0	1.9	0.4	0.8	1.4	2.0
Payout (%)	20.4	15.1	13.1	15.6	15.6	15.6	15.6	15.6	15.6
Valuation (x)									
P/E	221.4	95.2	24.7	29.2	30.5	149.5	71.8	41.0	29.7
Cash P/E	88.7	54.9	20.4	22.4	21.7	44.4	32.1	23.6	19.1
P/BV	15.6	13.7	9.3	7.2	6.0	5.9	5.5	5.0	4.3
EV/Sales	11.0	8.9	5.3	5.3	4.4	5.3	5.0	4.2	3.7
EV/EBITDA	67.2	44.8	16.5	18.2	16.5	34.4	25.3	19.5	15.9
Dividend Yield (%)	0.1	0.1	0.4	0.4	0.4	0.1	0.2	0.3	0.4
FCF per share	0.7	2.0	0.9	0.6	0.1	-1.6	3.9	3.0	8.1
Return Ratios (%)									
RoE	7.2	15.3	45.0	27.9	21.5	4.0	7.9	12.7	15.6
RoCE	7.1	12.5	30.6	20.1	16.3	4.6	7.1	10.0	12.1
RoIC	7.2	13.0	32.7	23.0	18.6	4.8	7.6	10.7	13.0
Working Capital Ratios									
Fixed Asset Turnover (x)	1.1	1.2	1.7	1.4	1.3	0.9	0.9	0.9	0.9
Asset Turnover (x)	0.9	1.0	1.2	1.0	1.0	0.7	0.8	0.8	0.9
Inventory (Days)	109	117	119	130	102	134	124	117	111
Debtor (Days)	113	102	99	100	95	120	116	111	104
Creditor (Days)	78	79	89	65	43	76	71	64	58
Leverage Ratio (x)									
Current Ratio	2.0	2.0	1.8	1.9	2.5	2.4	2.4	2.4	2.5
Interest Cover Ratio	2.4	4.2	19.7	11.4	7.7	2.1	3.2	5.2	7.0
Net Debt/Equity	0.6	0.6	0.5	0.5	0.5	0.6	0.5	0.5	0.4
Consolidated - Cash Flow Statement (INRm)									
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	1,198	2,936	13,011	10,839	11,089	2,364	4,680	7,931	10,902
Depreciation	1,642	1,873	2,051	2,515	3,241	3,846	4,189	4,371	4,500
Interest & Finance Charges	720	837	579	862	1,455	1,750	1,735	1,510	1,386
Direct Taxes Paid	-260	-383	-2,285	-1,823	-2,855	-1,046	-1,240	-1,951	-2,649
(Inc)/Dec in WC	-187	-1,465	-5,941	-3,416	-3,153	-332	-268	-2,757	-2,250
<b>CF from Operations</b>	<b>3,113</b>	<b>3,797</b>	<b>7,415</b>	<b>8,977</b>	<b>9,778</b>	<b>6,581</b>	<b>9,096</b>	<b>9,105</b>	<b>11,888</b>
Others	-136	-323	-85	135	161	33	0	0	0
<b>CF from Operating incl EO</b>	<b>2,977</b>	<b>3,474</b>	<b>7,330</b>	<b>9,111</b>	<b>9,939</b>	<b>6,615</b>	<b>9,096</b>	<b>9,105</b>	<b>11,888</b>
(Inc)/Dec in FA	-2,589	-2,421	-6,839	-8,767	-9,875	-7,476	-7,000	-7,500	-7,500
<b>Free Cash Flow</b>	<b>387</b>	<b>1,053</b>	<b>491</b>	<b>344</b>	<b>64</b>	<b>-862</b>	<b>2,096</b>	<b>1,605</b>	<b>4,388</b>
(Pur)/Sale of Investments	0	0	-2,584	-393	-223	-800	0	0	0
Others	60	210	13	17	137	52	269	317	360
<b>CF from Investments</b>	<b>-2,529</b>	<b>-2,211</b>	<b>-9,410</b>	<b>-9,143</b>	<b>-9,961</b>	<b>-8,224</b>	<b>-6,731</b>	<b>-7,183</b>	<b>-7,140</b>
Issue of Shares	4	5	74	43	74	26	0	0	0
Inc/(Dec) in Debt	429	139	3,804	1,968	2,138	5,078	500	500	-500
Interest Paid	-882	-896	-580	-850	-1,404	-1,743	-2,004	-1,827	-1,746
Dividend Paid	-191	-384	-750	-859	-1,075	-862	-528	-924	-1,279
Others	193	-140	0	5	13	43	-58	-61	-64
CF from Fin. Activity	-448	-1,277	2,547	307	-253	2,541	-2,090	-2,312	-3,589
<b>Inc/Dec of Cash</b>	<b>0</b>	<b>-14</b>	<b>467</b>	<b>275</b>	<b>-275</b>	<b>932</b>	<b>276</b>	<b>-391</b>	<b>1,160</b>
<b>Opening Balance</b>	<b>29</b>	<b>28</b>	<b>15</b>	<b>483</b>	<b>757</b>	<b>482</b>	<b>1,415</b>	<b>1,693</b>	<b>1,304</b>
<b>Closing balance</b>	<b>28</b>	<b>15</b>	<b>483</b>	<b>757</b>	<b>482</b>	<b>1,415</b>	<b>1,693</b>	<b>1,304</b>	<b>2,466</b>
Bank balance	2	2	2	2	2	1	-1	-3	-5
<b>Total Cash and Cash equivalent</b>	<b>30</b>	<b>17</b>	<b>485</b>	<b>759</b>	<b>485</b>	<b>1,417</b>	<b>1,692</b>	<b>1,301</b>	<b>2,461</b>

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#### Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

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