

# Glenmark Pharma

Estimate change



TP change



Rating change



Bloomberg	GNP IN
Equity Shares (m)	282
M.Cap.(INRb)/(USDb)	557 / 6.4
52-Week Range (INR)	2286 / 1275
1, 6, 12 Rel. Per (%)	-11/35/25
12M Avg Val (INR M)	1598

## Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	133.2	142.4	161.4
EBITDA	23.7	28.7	34.9
Adj. PAT	13.5	16.9	22.2
EBIT Margin (%)	14.2	16.4	18.2
Adj EPS (INR)	47.7	59.8	78.7
EPS Gr. (%)	1821.0	25.3	31.7
BV/Sh. (INR)	313.6	369.8	444.3

## Ratios

Net D-E	0.1	-0.1	-0.2
RoE (%)	16.1	17.5	19.3
RoCE (%)	16.8	17.1	19.3
Payout (%)	8.1	2.2	5.3

## Valuations

P/E (x)	41.4	33.0	25.1
EV/EBITDA (x)	23.7	19.2	15.3
Div. Yield (%)	0.1	0.2	0.2
FCF Yield (%)	-2.9	7.8	2.9
EV/Sales (x)	4.2	3.9	3.3

## Shareholding pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	46.7	46.7	46.7
DII	17.7	14.6	14.0
FII	20.6	23.2	21.0
Others	15.1	15.6	18.4

FII Includes depository receipts

**CMP: INR1,974**

**TP: INR2,400 (+22%)**

**Buy**

## Weak 1QFY26 performance

### Strategic transformation underway

- Glenmark Pharma (GNP) reported a lower-than-expected performance in 1QFY26, as revenue/EBITDA/PAT came in 9%/14%/15% below our estimates. The miss was attributed to lower business in the domestic formulation (DF), EU and ROW segments. Moreover, higher opex dented margins.
- 1Q was an aberration in terms of YoY growth in EU and EM markets for GNP. Adverse seasonality impacted EM business and growth also moderated in EU. However, the branded business delivered robust growth.
- Given its strategy of rationalizing DF portfolio, GNP witnessed moderate YoY growth in this segment.
- We increase our earnings estimates for FY26/FY27 by 3%/8%, factoring in a) receipt of income from deal related to ISB2001, b) the recalibration of its DF portfolio, c) a moderation in EU/EM businesses, and d) regulatory constraints for the US business. We value GNP on the SoTP basis (27x 12M forward earnings for base business and add NPV related to ISB2001) to arrive at a TP of INR2,400.
- GNP has witnessed a significant transformation in its business, with the sale of its API business, the deal with Abbvie on ISB2001, and an increased focus on profitable growth. Subsequently, it is resetting its DF business, enhancing its offerings in injectables/respiratory space in the US market, and driving branded-led growth in the EU/EM markets. Maintain BUY.

### Product mix benefits more than offset by lower operating leverage

- GNP's 1QFY26 revenue was almost flat YoY at INR32.6b (our est. INR35.9b).
- Europe revenue declined by 4% YoY to INR6.7b (20% of sales). The Rest of World (RoW) segment also remained flat YoY at INR5.7b (18% of revenue).
- DF grew 3.7% YoY to INR12.4b (38% of sales). NA was stable YoY at INR7.8b (20% of revenue).
- Gross margin improved 310bp YoY to 68.9%, due to a better product mix.
- However, EBITDA margin contracted 100bp YoY to 17.8% (our est. 18.7%), due to higher opex (employee/other expenses up 150bp/300bp YoY as % of sales).
- EBITDA declined 4.9% YoY to INR5.8b (our est. INR6.7b).
- GNP made a provision for INR3.2bm related to a US litigation settlement.
- Adjusting for this provision, PAT stood at INR3.1b, down 12% YoY (our est. INR3.7b).

### Highlights from the management commentary

- EBITDA margin is expected to pick up in 2HFY26, with GNP targeting 23% EBITDA margin in 3QFY26.
- GNP plans to file 1/5-6 ANDAs in 2QFY26/FY26 and targets to launch 10-12 products, including partnered products.
- The company has largely completed remediation work at Monroe and would be starting commercial soon.
- The proceeds from ISB2001 are expected to be received in Sep'25. From the upfront non-refundable payment of USD700m from Abbvie, GNP would set aside funds for three years of R&D expenses (~USD200m) and one-time payment from Abbvie on post-tax basis.

### Quarterly performance

Y/E March	FY25				FY26E				FY25	FY26E	Estimate	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	% Var
Net Revenues (Core)	32,442	34,338	33,876	32,562	32,644	35,629	36,968	37,112	1,33,217	1,42,354	35,945	-9.2
YoY Change (%)	6.9	7.1	35.1	6.3	0.6	3.8	9.1	14.0	12.8	6.9	10.8	
EBITDA	6,102	6,019	6,002	5,610	5,805	6,271	8,096	8,499	23,734	28,671	6,733	-13.8
YoY Change (%)	39.5	19.1	-515.5	11.2	-4.9	4.2	34.9	51.5	82.2	20.8	10.3	
Margins (%)	18.8	17.5	17.7	17.2	17.8	17.6	21.9	22.9	17.8	20.1	18.7	
Depreciation	1,178	1,203	1,227	1,252	1,299	1,297	1,346	1,351	4,860	5,292	1,274	
EBIT	4,924	4,816	4,775	4,358	4,506	4,974	6,750	7,148	18,874	23,378	5,459	
YoY Change (%)	66.7	32.4	-263.8	23.5	-8.5	3.3	41.4	64.0	161.9	23.9	10.9	
Margins (%)	15.2	14.0	14.1	13.4	13.8	14.0	18.3	19.3	14.2	16.4	15.2	
Interest	396	485	523	667	582	450	250	213	2,071	1,495	650	
Other Income	315	324	311	117	264	130	135	140	1,067	669	120	
PBT before EO Expense	4,843	4,656	4,563	3,808	4,188	4,654	6,635	7,075	17,870	22,552	4,929	-15.0
One-off loss/(gain)	220	-70	0	3,728	3,232	-42,140	0	0	3,878	-38,908	0	
PBT after EO Expense	4,623	4,726	4,563	80	956	46,794	6,635	7,075	13,992	61,460	4,929	-80.6
Tax	1,221	1,181	1,083	36	486	11,792	1,659	1,804	3,521	15,741	1,252	
Rate (%)	26.4	25.0	23.7	45.0	50.9	25.2	25.0	25.5	25.2	25.6	25.4	
Reported PAT	3,402	3,545	3,480	44	470	35,002	4,977	5,271	10,471	45,719	3,677	-87.2
Minority Interest	0	3	1	-3	1	-1	0	-2	0	-2	-2	
Reported PAT after Minority Interest	3,403	3,542	3,480	47	469	35,003	4,977	5,273	10,471	45,721	3,679	
Adj PAT	3,565	3,490	3,480	2,932	3,140	3,482	4,977	5,273	13,466	16,872	3,679	-14.6
YoY Change (%)	220.9	149.8	-199.8	74.6	-11.9	-0.2	43.0	79.8	1,821.0	25.3	3.2	
Margins (%)	11.0	10.2	10.3	9.0	9.6	9.8	13.5	14.2	10.1	11.9	10.2	

### Key performance Indicators

Y/E March	FY25				FY26E				FY25	FY26E	FY26
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE
India formulations	11,962	12,817	10,637	9,430	12,399	13,458	11,541	10,382	44,846	32,887	12,979
YoY Change (%)	11.9	13.9	300.2	0.4	3.7	5.0	8.5	10.1	31.9	9.0	8.5
US	7,808	7,405	7,813	7,146	7,780	7,654	8,131	8,737	30,172	31,893	7,439
YoY Change (%)	-4.6	-1.2	1.4	-5.4	-0.4	3.4	4.1	22.3	-2.5	7.1	-4.7
ROW+LatAm	5,708	7,041	7,491	7,898	5,721	7,393	7,940	8,285	28,138	20,138	7,535
YoY Change (%)	3.3	-4.1	3.0	4.9	0.2	5.0	6.0	4.9	1.7	4.3	32.0
Europe	6,957	6,874	7,297	7,335	6,678	6,874	7,881	8,069	28,463	24,164	7,583
YoY Change (%)	21.4	14.6	14.8	19.9	-4.0	0.0	8.0	10.0	17.6	3.6	9.0
<b>Cost Break-up</b>											
RM Cost (% of Sales)	34.2	31.2	32.0	33.4	31.1	32.2	31.0	29.5	32.7	30.9	31.8
Staff Cost (% of Sales)	21.9	22.9	23.3	22.6	23.4	22.0	21.0	21.0	22.7	21.8	22.7
R&D Expenses(% of Sales)	7.4	7.2	6.6	7.3	7.1	7.2	7.0	7.4	7.1	7.2	7.2
Other Cost (% of Sales)	17.6	21.2	20.4	19.4	20.6	21.0	19.1	19.2	19.7	20.0	20.6
Gross Margins(%)	65.8	68.8	68.0	66.6	68.9	67.8	69.0	70.5	67.3	69.1	68.2
EBITDA Margins(%)	18.8	17.5	17.7	17.2	17.8	17.6	21.9	22.9	17.8	20.1	17.8
EBIT Margins(%)	15.2	14.0	14.1	13.4	13.8	14.0	18.3	19.3	14.2	16.4	14.0

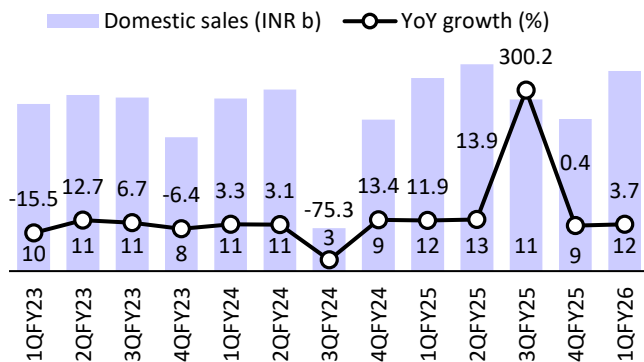


## Highlights from the management commentary

- GNP is recalibrating its DF portfolio with a focus on high-margin products, which might impact near-term growth of the segment. Subsequently, the primary and secondary sales would also align. Specifically, new launches in diabetes and oncology therapy (Tevimbra/Brukinsa) would drive better growth prospects in this segment.
- GNP sustained its growth momentum in the consumer care segment with 20% YoY growth in 1Q.
- EU sales slowed in 1Q, though GNP expects double-digit sales growth in FY26.
- In EM markets, business was impacted by seasonality in certain geographies. GNP has guided for double-digit YoY growth in FY26 on CC basis.
- The increased inventory build-up for product launches in EU markets led to an increase in net debt to INR15b as of 1Q end.
- GNP launched Winlevi in the UK and would be launching in other markets of EU by FY26 end.
- R&D spending stood at 7.1% of sales, with 50% spent on the specialty portfolio.
- 1Q capex was INR1.8b, with 65% spent on tangible assets.

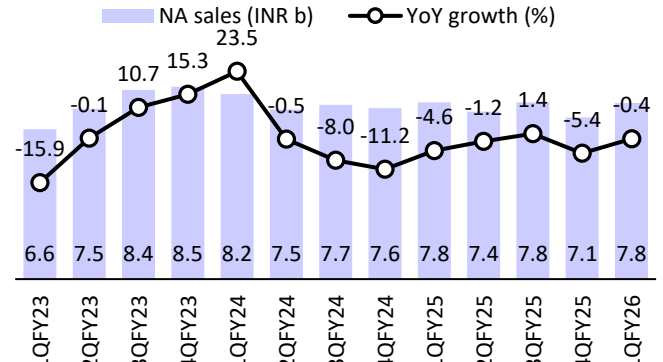
## Key exhibits

**Exhibit 1: DF grew 3.7% YoY**



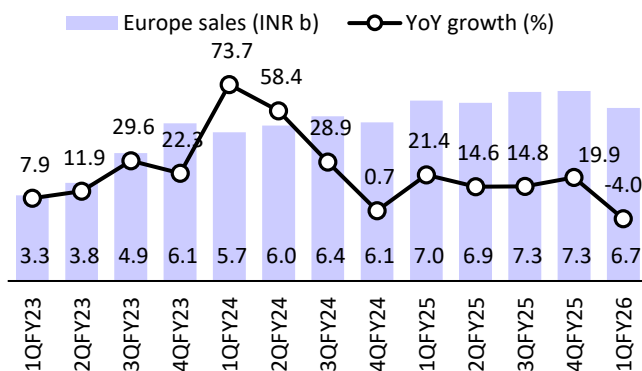
Source: MOFSL, Company

**Exhibit 2: NA sales stable YoY**



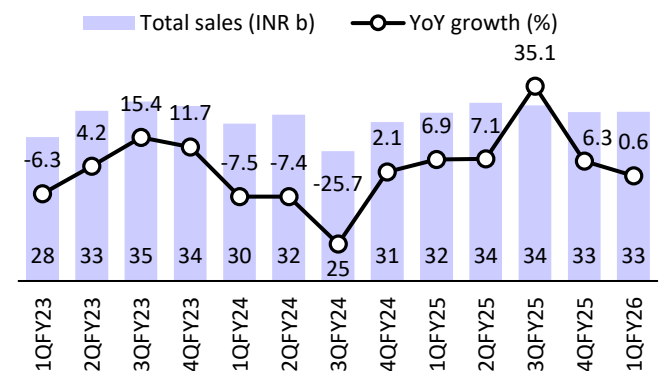
Source: MOFSL, Company

**Exhibit 3: EU declined by 4% YoY**



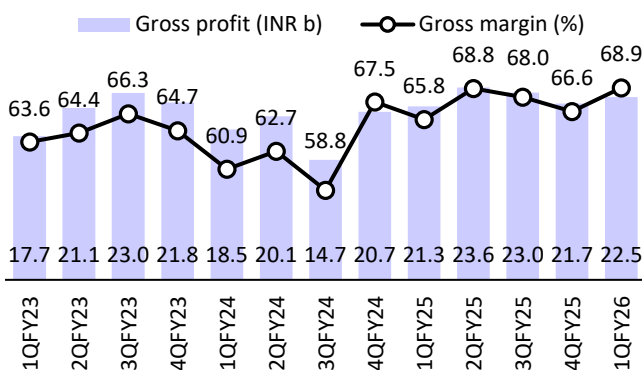
Note: Sales includes GLS; Source: Company, MOFSL

**Exhibit 4: Total revenue stable YoY**



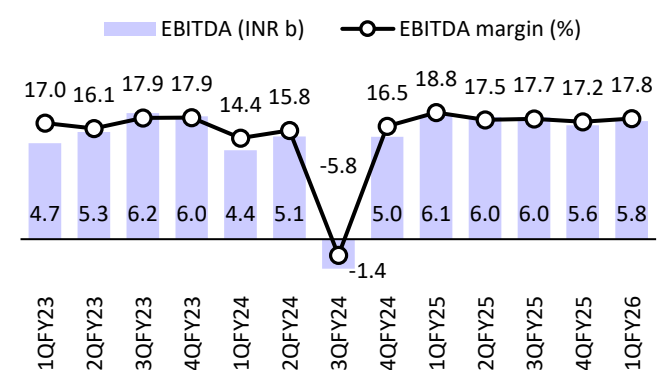
Note: Sales includes GLS; Source: Company, MOFSL

**Exhibit 5: Gross margin up 310bp**



Note: Sales includes GLS; Source: Company, MOFSL

**Exhibit 6: EBITDA margin down 100bp YoY in 1QFY26**



Note: Sales includes GLS; Source: Company, MOFSL

## Valuation and view

### DF: Strategic reset/new launches to drive growth over medium term

- GNP's DF sales grew 3.7% YoY to INR12.4b in 1QFY26 (vs. +12% in 1QFY25). Growth was impacted by the discontinuation of low-margin brands announced in 4QFY25 and underperformance in the Diabetes segment.
- As per IMS, GNP's DF business recorded 15.1% growth in 1Q (vs. IPM growth of 8.5%), driven by robust growth in Cardiac, Respiratory and Dermatology areas.
- GNP is preparing itself not only to offset the impact of competition in the anti-diabetes portfolio/rationalization of portfolio but also to grow the overall DF segment. GNP is enhancing its offering in the oncology space through the launch of Tevimbra and Brukinsa in partnership with BeOne Medicines. The company expects these two brands to gain momentum and meaningfully contribute to the India business growth over the next 2-3 years.
- LIRAFIT has seen strong traction in the GLP-1 market in India after the launch, with a clear market leadership position. The company also plans to launch other GLP-1 agonists soon.
- GNP's consumer care (GCC) primary sales grew 20% YoY in 1QFY26, driven largely by core brands such as the Scalpe portfolio and Candid powder.
- Overall, we expect a 9% CAGR in DF sales to INR53b over FY25-27.

### US: Work-in-progress to revive prospects

- US sales have remained subdued over the past three years and this trend persisted in 1QFY26, with flat YoY revenue at INR7.8b (declined 3% to USD91m in CC terms).
- In 1Q, GNP launched three products: Mixed Amphetamines IR Tablets (generic to Adderall®), Epinephrine Injection USP, 1 mg/mL (Ampules) and Olopatadine Hydrochloride Ophthalmic Solution USP, 0.2% (OTC).
- Further leveraging its strong development capabilities in Respiratory, the company expects approval of its generic Respiratory ANDAs in 2HFY26. GNP is also working on filing the ANDA for the other two strengths of gx Flovent®, as well as other Respiratory products currently in the pipeline.
- It plans to file 1 ANDA in 2QFY26. Further, GNP awaits approval of 52 pending applications, indicating a strong pipeline.
- We expect an uptick in the business in forthcoming quarters on the back of potential launches in the respiratory and injectable segments.
- We expect a 7% CAGR in US sales to INR34.3b (USD397m) over FY25-27.

### EU: 1Q a blip; on track to deliver

- In 1QFY26, GNP's EU business declined 4% YoY to INR6.7b, an aberration given that the segment has recorded >25% CAGR over the last three years. The slowdown in 1Q was offset by healthy growth in the branded business.
- Branded Respiratory portfolio, including RYALTRIS®, continued to grow on a monthly basis across own and partnered markets.
- The company has launched WINLEVI® in the UK and is planning to launch in other European markets by end of FY26.
- Considering the 1Q performance, we expect a 10% sales CAGR to INR34.5b over FY25-27, with sales growth expected to pick up in the coming quarters.

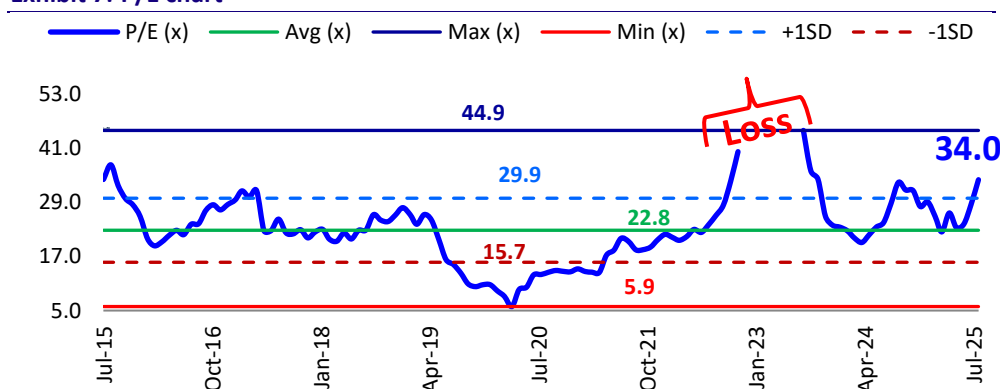
### RoW – Seasonality affects growth; brand-led play in these markets

- RoW sales were flat YoY at INR5.7b. While 1Q was affected by lower seasonal demand in some LATAM markets, the rest of the EM markets grew by 9%.
- In LATAM, the company has launched multiple differentiated products in the Respiratory segment, which should drive business growth in the future quarters. Ryaltris was launched in Mexico and is awaiting approval in Brazil.
- In the Middle East and Africa regions, the company witnessed double-digit growth in secondary sales across major markets, indicating robust demand.
- We expect an 8% sales CAGR to INR32b over FY25-27.

### Reiterate BUY

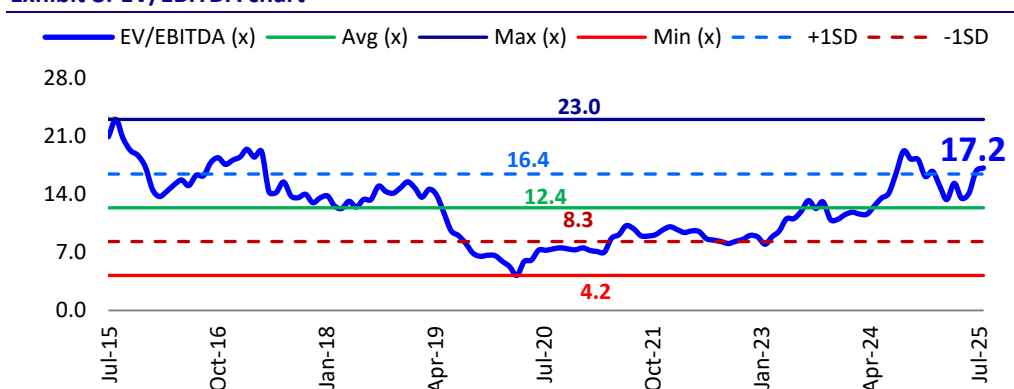
- We increase our earnings estimates for FY26/FY27 by 3%/8%, factoring in a) receipt of income from deal related to ISB2001, b) the recalibration of its DF portfolio, c) a moderation in EU/EM businesses, and d) regulatory constraints for the US business. We value GNP on the SoTP basis (27x 12M forward earnings for base business and add NPV related to ISB2001) to arrive at a TP of INR2,400.
- There has been considerable transformation in the business of GNP, with a) sale of API business, b) deal with ABBVIE on ISB 2001, and c) increased focus on profitable growth. Subsequently, it is a) resetting its DF business, b) enhancing its offering in injectables/respiratory space in US market, and c) driving branded-led growth in EU/EM markets. Maintain BUY.

**Exhibit 7: P/E chart**



Source: MOFSL, Company, Bloomberg

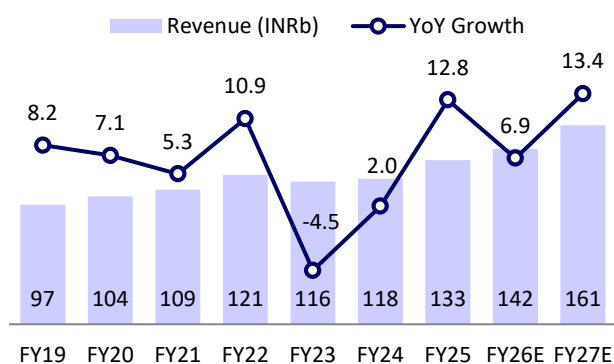
**Exhibit 8: EV/EBITDA chart**



Source: MOFSL, Company, Bloomberg

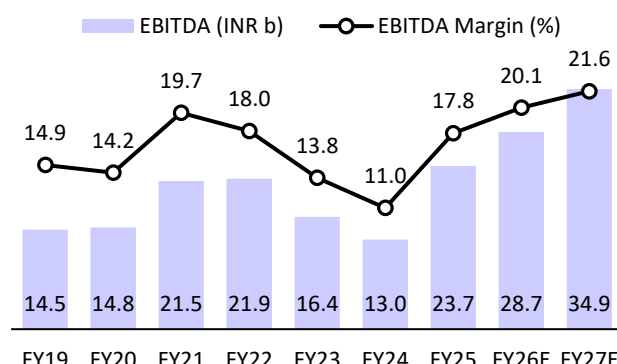
## Story in charts

**Exhibit 9: Expect sales CAGR of 10% over FY25-27**



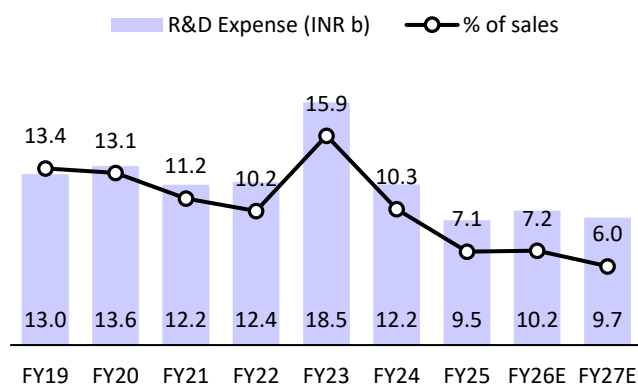
Source: Company, MOFSL

**Exhibit 10: EBITDA margin to expand 380bp over FY25-27**

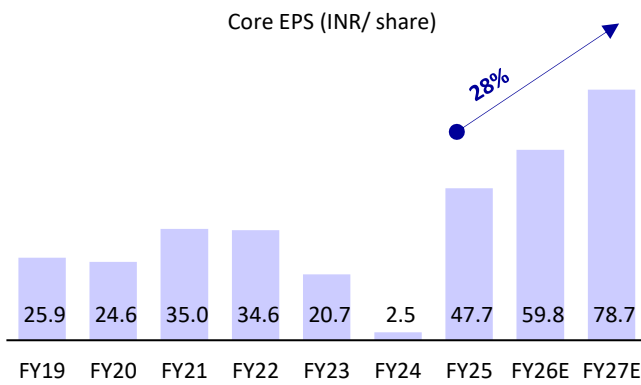


Source: Company, MOFSL

**Exhibit 11: R&D spending as a percentage of sales to decrease over FY25-27**

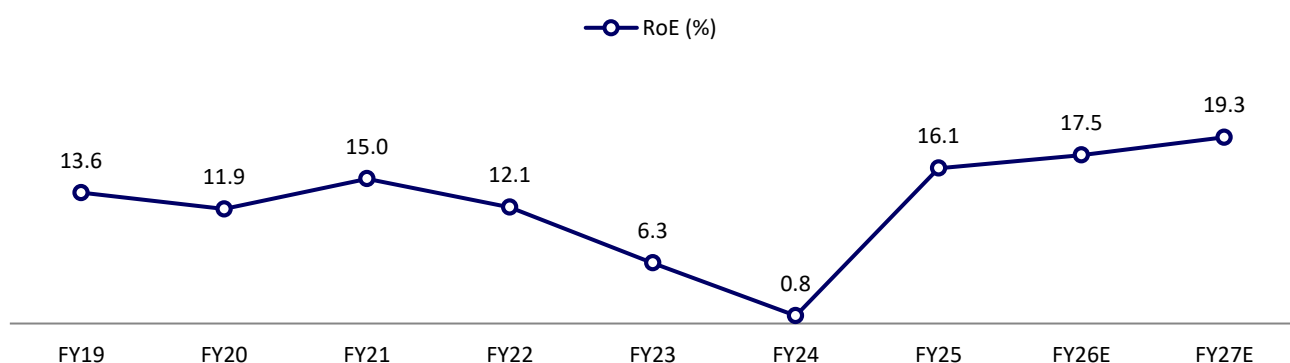


**Exhibit 12: Low base to drive strong EPS growth over FY25-27**



Source: Company, MOFSL

**Exhibit 13: RoE to improve over FY25-27**



Source: Company, MOFSL

Note: Above Charts excludes GLS consolidation



## Financials and valuations

Income Statement							(INRm)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Net Sales</b>	<b>1,09,439</b>	<b>1,21,339</b>	<b>1,15,832</b>	<b>1,18,131</b>	<b>1,33,217</b>	<b>1,42,354</b>	<b>1,61,438</b>
Change (%)	5.3	10.9	-4.5	2.0	12.8	6.9	13.4
<b>EBITDA</b>	<b>21,544</b>	<b>21,881</b>	<b>16,350</b>	<b>13,025</b>	<b>23,734</b>	<b>28,670</b>	<b>34,936</b>
Change (%)	45.6	1.6	-25.3	-20.3	82.2	20.8	21.9
Margin (%)	19.7	18.0	14.1	11.0	17.8	20.1	21.6
Depreciation	4,436	4,867	5,692	5,819	4,860	5,292	5,536
<b>EBIT</b>	<b>17,108</b>	<b>17,014</b>	<b>10,658</b>	<b>7,206</b>	<b>18,874</b>	<b>23,378</b>	<b>29,401</b>
Interest	3,531	2,981	3,490	5,160	2,071	1,495	381
OI & forex gains/losses	501	617	2,889	8,400	1,067	669	410
<b>PBT before EO Expense</b>	<b>14,078</b>	<b>14,650</b>	<b>10,057</b>	<b>10,447</b>	<b>17,870</b>	<b>22,552</b>	<b>29,430</b>
Change (%)	48.6	4.1	-31.3	3.9	71.1	26.2	30.5
Extra Ordinary Expense	255	237	7,659	10,082	3,878	-38,908	0
<b>PBT after EO Exp.</b>	<b>13,824</b>	<b>14,412</b>	<b>2,398</b>	<b>364</b>	<b>13,992</b>	<b>61,460</b>	<b>29,430</b>
Tax	4,124	4,476	3,294	18,673	3,521	15,742	7,210
Tax Rate (%)	29.8	31.1	137.3	5123.0	25.2	25.6	24.5
<b>Reported PAT</b>	<b>9,700</b>	<b>9,417</b>	<b>-1,697</b>	<b>-18,990</b>	<b>10,471</b>	<b>45,717</b>	<b>22,220</b>
Minority Interest	0	519	802	681	45	0	0
<b>Adj PAT from continuing ops.</b>	<b>9,871</b>	<b>9,752</b>	<b>5,836</b>	<b>701</b>	<b>13,466</b>	<b>16,872</b>	<b>22,220</b>
Change (%)	42.3	-1.2	-40.2	-88.0	1,821.0	25.3	31.7
Margin (%)	9.0	8.0	5.0	0.6	10.1	11.9	13.8
<b>Adj. PAT from discontinuing ops</b>			<b>4,670</b>	<b>3,973</b>	<b>0</b>		
<b>Overall PAT</b>	<b>9,871</b>	<b>9,752</b>	<b>10,506</b>	<b>4,674</b>	<b>13,466</b>	<b>16,872</b>	<b>22,220</b>
Change (%)	42.3	-1.2	7.7	-55.5	188.1	25.3	31.7

Balance Sheet							(INRm)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	282	282	282	282	282	282	282
Reserves	70,364	90,584	94,457	78,197	88,212	1,04,064	1,25,094
<b>Net Worth</b>	<b>70,646</b>	<b>90,866</b>	<b>94,739</b>	<b>78,479</b>	<b>88,494</b>	<b>1,04,346</b>	<b>1,25,376</b>
Minority Interest	-4	3,515	3,653	-4	-4	-4	-4
Loans	44,018	36,703	43,477	9,906	21,942	15,442	9,942
Deferred liabilities	-15059	-16546	-18054	-10494	-10655	-10654	-10653
<b>Capital Employed</b>	<b>99,602</b>	<b>1,14,538</b>	<b>1,23,816</b>	<b>77,887</b>	<b>99,777</b>	<b>1,09,130</b>	<b>1,24,661</b>
Gross Block	82,266	93,966	94,115	87,819	95,444	1,01,944	1,08,944
Less: Accum. Deprn.	29,339	34,206	39,898	45,717	50,577	55,870	61,405
<b>Net Fixed Assets</b>	<b>52,927</b>	<b>59,760</b>	<b>54,217</b>	<b>42,102</b>	<b>44,867</b>	<b>46,075</b>	<b>47,539</b>
Capital WIP	12,178	9,211	11,896	6,619	8,348	8,348	8,348
Investments	246	496	446	7,897	564	564	564
Intangibles (net)	23,349	22,854	22,925	10,920	11,674	11,674	11,674
<b>Curr. Assets</b>	<b>75,338</b>	<b>84,504</b>	<b>1,03,507</b>	<b>76,472</b>	<b>95,474</b>	<b>1,07,947</b>	<b>1,29,695</b>
Inventory	22,768	24,998	23,736	25,131	30,285	31,981	35,826
Account Receivables	25,721	31,011	36,652	18,584	33,419	36,661	42,460
Cash and Bank Balance	11,392	14,115	11,603	16,595	17,052	22,435	31,506
Others	15,457	14,379	31,516	16,163	14,717	16,870	19,903
<b>Curr. Liability &amp; Prov.</b>	<b>41,087</b>	<b>39,433</b>	<b>46,251</b>	<b>55,202</b>	<b>49,477</b>	<b>53,803</b>	<b>61,485</b>
Account Payables	35,944	34,519	41,331	48,791	43,516	50,701	58,383
Provisions	5,143	4,914	4,920	6,411	5,961	3,102	3,102
<b>Net Current Assets</b>	<b>34,250</b>	<b>45,071</b>	<b>57,256</b>	<b>21,270</b>	<b>45,997</b>	<b>54,144</b>	<b>68,210</b>
<b>Appl. of Funds</b>	<b>99,602</b>	<b>1,14,538</b>	<b>1,23,816</b>	<b>77,887</b>	<b>99,776</b>	<b>1,09,130</b>	<b>1,24,661</b>



## Financials and valuations

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Basic (INR)</b>							
<b>EPS (Fully diluted)*</b>	<b>35.0</b>	<b>34.6</b>	<b>20.7</b>	<b>2.5</b>	<b>47.7</b>	<b>59.8</b>	<b>78.7</b>
Cash EPS	50.7	51.8	40.9	23.1	64.9	78.6	98.4
BV/Share	250.4	322.0	335.8	278.1	313.6	369.8	444.3
DPS	3.0	3.0	3.0	3.0	2.5	3.0	3.5
Payout (%)	7.3	10.8	60.0	-5.4	8.1	2.2	5.3
<b>Valuation (x)</b>							
P/E (Fully diluted)	56.4	57.1	95.4	794.6	41.4	33.0	25.1
Cash P/E	38.9	38.1	48.3	85.4	30.4	25.1	20.1
P/BV	7.9	6.1	5.9	7.1	6.3	5.3	4.4
EV/Sales	5.4	4.8	5.1	4.7	4.2	3.9	3.3
EV/EBITDA	27.4	26.5	36.0	42.3	23.7	19.2	15.3
Dividend Yield (%)	0.2	0.2	0.2	0.2	0.1	0.2	0.2
<b>Return Ratios (%)</b>							
RoE	15.0	12.1	6.3	0.8	16.1	17.5	19.3
RoCE	13.0	11.4	-4.2	-777.3	16.8	17.1	19.3
RoIC	17.8	15.3	2.2	-512.6	18.5	18.9	21.3
<b>Working Capital Ratios</b>							
Fixed Asset Turnover (x)	2.1	2.2	2.0	2.5	3.1	3.1	3.4
Debtor (Days)	86	93	115	57	92	94	96
Inventory (Days)	76	75	75	78	83	82	81
Working Capital (Days)	76	93	144	14	79	81	83
<b>Leverage Ratio (x)</b>							
Current Ratio	1.8	2.1	2.2	1.4	1.9	2.0	2.1
Net Debt/Equity	0.5	0.2	0.3	-0.1	0.1	-0.1	-0.2

### Cash Flow Statement

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>(INRm)</b>							
Op. Profit/(Loss) before Tax	21,544	21,881	16,350	13,025	23,734	28,670	34,936
Interest/Dividends Recd.	501	617	2,889	8,400	1,067	669	410
Direct Taxes Paid	-4,791	-5,963	-4,802	-11,114	-3,681	-15,741	-7,209
(Inc)/Dec in WC	-5,557	-8,097	-14,698	40,978	-24,269	-2,764	-4,996
<b>CF from Operations</b>	<b>11,697</b>	<b>8,438</b>	<b>-260</b>	<b>51,290</b>	<b>-3,150</b>	<b>10,835</b>	<b>23,141</b>
EO Expense	255	237	7,659	10,082	3,878	-38,908	0
<b>CF frm Op.incl EO Exp.</b>	<b>13,242</b>	<b>8,201</b>	<b>-7,919</b>	<b>41,208</b>	<b>-7,028</b>	<b>49,743</b>	<b>23,141</b>
(Inc)/Dec in FA	-7,036	-8,733	-2,834	11,574	-9,355	-6,500	-7,000
<b>Free Cash Flow</b>	<b>6,205</b>	<b>-533</b>	<b>-10,753</b>	<b>52,781</b>	<b>-16,383</b>	<b>43,243</b>	<b>16,141</b>
(Pur)/Sale of Investments	0	-250	50	-7,450	7,333	0	0
<b>CF from Investments</b>	<b>-6,990</b>	<b>-8,983</b>	<b>-2,784</b>	<b>4,123</b>	<b>-2,022</b>	<b>-6,500</b>	<b>-7,000</b>
Change in Network	952	11,822	6,589	3,749	393	-28,847	-1
Inc/(Dec) in Debt	-837	-3,797	6,912	-37,228	12,036	-6,500	-5,500
Interest Paid	-3,531	-2,981	-3,490	-5,160	-2,071	-1,495	-381
Dividend Paid	-710	-1,019	-1,019	-1,019	-849	-1,019	-1,189
<b>CF from Fin. Activity</b>	<b>-7,387</b>	<b>3,516</b>	<b>8,992</b>	<b>-39,658</b>	<b>9,509</b>	<b>-37,859</b>	<b>-7,070</b>
<b>Inc/Dec of Cash</b>	<b>-1,136</b>	<b>2,733</b>	<b>-1,711</b>	<b>5,673</b>	<b>459</b>	<b>5,383</b>	<b>9,070</b>
Add: Beginning Balance	11,112	11,392	14,115	11,603	16,595	17,052	22,435
Effect of exchange rate	1,415	0	-802	-681	0	0	0
<b>Closing Balance</b>	<b>11,392</b>	<b>14,115</b>	<b>11,603</b>	<b>16,595</b>	<b>17,054</b>	<b>22,436</b>	<b>31,506</b>

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BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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