

V-Guard Industries

| | |
|------------------------|------------------|
| BSE Sensex 20,213 | S&P CNX 6,147 |
| Bloomberg | VGRD IN |
| Equity Shares (m) | 29.8 |
| M.Cap. (INR b)/(USD b) | 14.6/0.3 |
| 52-Week Range (INR) | 591/180 |
| 1,6,12 Rel. Perf. (%) | -8/-6/138 |

Financial summary (INR b)

| Y/E March | 2013 | 2014E | 2015E |
|--------------|------|-------|-------|
| Sales | 13.6 | 17.4 | 22.0 |
| EBITDA | 1.1 | 1.6 | 2.0 |
| NP | 0.6 | 0.9 | 1.2 |
| EPS (INR) | 21.1 | 31.0 | 41.1 |
| EPS Gr. (%) | 23.8 | 47.2 | 32.5 |
| BV/Sh. (INR) | 87.6 | 112.2 | 145.1 |
| RoE (%) | 26.6 | 31.0 | 31.9 |
| RoCE (%) | 27.6 | 32.4 | 36.7 |

Valuations

| | | | |
|----------------|------|------|------|
| P/E (x) | 23.1 | 15.7 | 11.8 |
| P/BV (x) | 5.6 | 4.3 | 3.3 |
| EV/EBITDA (x) | 14.6 | 10.3 | 7.8 |
| Div. Yield (%) | 0.7 | 1.1 | 1.4 |

CMP: INR488
TP: INR617
Buy

- Top line in line with estimates:** V-Guard (VGRD) reported a top line of INR3.78b (est INR3.74b), compared to INR2.73b in 4QFY12, marking a YoY growth of 38.5%. This was primarily driven by strong revenue growth of 37.1% YoY in the electronic segment (stabilizers, UPS and inverters) and 39.3% YoY in the electro-mechanical segment (cables & wires, water heaters etc). In 4QFY13, South market grew by 29% and non South market by 77%. ACompany has spend 4.3% of sales on ad spends for FY13, compared to 3.8% in FY12, marking an increase of 50bp and guided for 4% of sales advertisement spends for FY14.
- Higher ad spends, fall in copper prices and one-offs impact margins:** VGRD reported EBITDA margins of 5.3% (est of 9.7%), compared to 12.1% in 4QFY12, marking a decline of 680bp. This was primarily due to the significant increase in ad spends (INR136m in 4QFY13, compared to INR30m in 4QFY12) on YoY basis, which impacted margins by (360bp), MTM hit of inventory on account of reduction in copper prices (100bp), one-off scrapping of old spares and other one-offs (80bp), increase in freight cost (80bp) and additional discounts in digital UPS and stabilizers segment due to extended winters and higher inventory (80bp). Company has taken 5-6% price increase in stabilizers and digital UPS segment in 1QFY14, which will ensure improvement in margins.
- Adjusted PAT down 53.4%:** Due to lower margins, reported PAT stood at INR89m (est INR207m), compared to INR192m in 4QFY12, marking a YoY decline of 53.4%. Management guided for 25% plus growth in FY14 and expects margins to bounce back to 9-9.5% range.
- Valuation and view:** We cut estimates by 4% for FY14E and largely keep FY15E unchanged to factor the impact of decline in copper prices and higher ad spends. The stock trades at 16x and 12x FY14E and FY15E earnings respectively. We value VGRD at 15x FY15E EPS of INR41.1 and arrive at a target price of INR617. Maintain **Buy**.

Quarterly Performance

| Y/E March | FY12 | | | | FY13 | | | | (INR Million) | | |
|-----------------------|-------|-------|-------|-------|-------|-------|-------|-------|---------------|-------|-------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | FY13 | FY13 | Var. |
| Net Sales | 2,401 | 2,115 | 2,467 | 2,734 | 3,190 | 3,135 | 3,490 | 3,787 | 13,602 | 3,741 | 1.2 |
| YoY Change (%) | 42.8 | 33.2 | 39.5 | 22.8 | 32.8 | 48.2 | 41.5 | 38.5 | 40.0 | 34.8 | |
| Total Expenditure | 2,174 | 1,964 | 2,241 | 2,403 | 2,847 | 2,835 | 3,233 | 3,588 | 12,503 | 3,378 | 6.2 |
| EBITDA | 228 | 151 | 226 | 330 | 343 | 300 | 257 | 199 | 1,099 | 363 | -45.1 |
| Margins (%) | 9.5 | 7.1 | 9.2 | 12.1 | 10.7 | 9.6 | 7.4 | 5.3 | 8.1 | 9.7 | |
| Depreciation | 23 | 24 | 24 | 27 | 28 | 29 | 29 | 29 | 114 | 34 | -15.4 |
| Interest | 39 | 42 | 46 | 44 | 45 | 43 | 49 | 63 | 200 | 56 | 11.8 |
| Other Income | 4 | 4 | 8 | 9 | 5 | 11 | 15 | 5 | 36 | 2 | 159.0 |
| PBT before EO expense | 170 | 89 | 164 | 268 | 276 | 239 | 194 | 113 | 822 | 275 | -58.9 |
| PBT | 170 | 89 | 164 | 268 | 276 | 239 | 194 | 113 | 822 | 275 | -58.9 |
| Tax | 47 | 20 | 40 | 77 | 69 | 59 | 40 | 24 | 193 | 68 | |
| Rate (%) | 27.6 | 23.0 | 24.1 | 28.6 | 25.1 | 24.8 | 20.7 | 21.1 | 23.4 | 24.8 | |
| Adj PAT | 123 | 68 | 125 | 192 | 207 | 180 | 153 | 89 | 629 | 207 | -56.9 |
| YoY Change (%) | 11.4 | -22.1 | 45.6 | 106.3 | 67.4 | 162.9 | 23.2 | -53.4 | 23.8 | 8.1 | |
| Margins (%) | 5.1 | 3.2 | 5.0 | 7.0 | 6.5 | 5.7 | 4.4 | 2.4 | 4.6 | 5.5 | |

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Investors are advised to refer through disclosures made at the end of the Research Report.

Strong top line growth across segments, price increase to improve margins

- Company reported a top line of INR3.78b (est INR3.74b), compared to INR2.73b in 4QFY12, marking a YoY growth of 38.5%.
- This was primarily driven by strong revenue growth of 37.1% YoY in the electronic segment (stabilizers, UPS and inverters) and 39.3% YoY in the electro-mechanical segment (cables & wires, water heaters etc).
- Company offered additional discounts in 4QFY13 for stabilizers and digital UPS primarily due to extended winters and temporary withdrawal of power cuts in Kerala and Tamil Nadu due to students' exams and lesser power cuts in Karnataka due to elections.
- South market grew at 32.2%, with non South growing at 55.5% in FY13. Hence, share of non South market's percentage of revenue improved from 22% in FY12 to 25% in FY13. Management expects it to further improve to 40% going forward, thereby driving growth.
- VGRD took 5-6% price increase in stabilizers and digital UPS, which will reflect completely, post 1QFY14 results. Also, on account of lower ad spends post 1QFY14, complimented by positive impact of price increases, we expect margins to improve significantly.

Segmentwise revenue growth (INR m)

| Segments | 4QFY13 | 4QFY12 | Growth % | 3QFY13 | Growth % |
|--------------------------------|--------------|--------------|----------|--------------|----------|
| Electronics | 1,271 | 918 | 38.4 | 1034 | 22.9 |
| Electrical / Electromechanical | 2,413 | 1,732 | 39.3 | 2,349 | 2.7 |
| Others | 103 | 84 | 23.0 | 107 | -3.6 |
| Total | 3,787 | 2,734 | | 3,490 | |

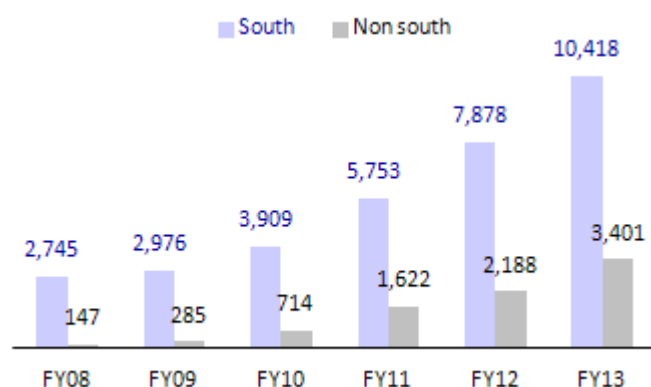
Source: Company, MOSL

Product wise revenue growth (INR m)

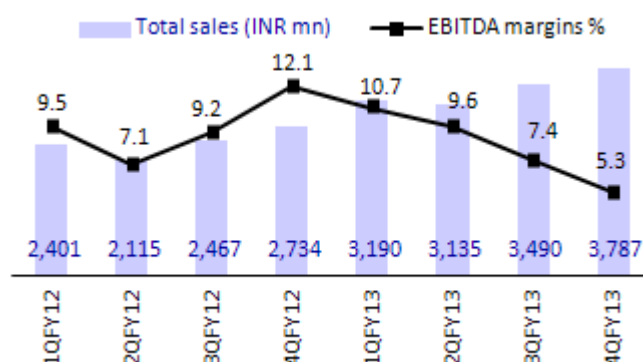
| Segments | 4QFY13 | 4QFY12 | Growth % | 3QFY13 | Growth % |
|---------------------|--------------|--------------|-------------|--------------|------------|
| STABLIZER | 596 | 531 | 12.2 | 501 | 15.5 |
| Pumps | 676 | 479 | 41.1 | 490 | 37.9 |
| House wiring cables | 1,049 | 752 | 39.5 | 1,000 | 4.9 |
| Power cables | 164 | 150 | 9.3 | 179 | -8.5 |
| Water Heaters | 161 | 120 | 33.8 | 460 | -65.1 |
| Solar Water Heaters | 88 | 62 | 40.7 | 109 | -19.4 |
| UPS | 115 | 108 | 7.0 | 111 | 3.9 |
| FAN | 281 | 227 | 23.9 | 140 | 100.9 |
| DIGI UPS | 576 | 305 | 89.1 | 410 | 40.6 |
| SWITCH Gear | 46 | | | 30 | 52.0 |
| INDUCTION cooktop | 36 | | | 60 | -40.2 |
| Total sales | 3,787 | 2,734 | 38.5 | 3,490 | 8.0 |

Source: Company, MOSL

Revenues breakup geographical wise (INR m)



Sales and EBITDA margin trend quarter wise



Source: Company, MOSL

Higher ad spends, fall in copper prices and one-offs impact margins

Company reported EBITDA margin of 5.3% (est of 9.7%), compared to 12.1% in 4QFY12, marking a decline of 680bp. This was primarily due to the following reasons:

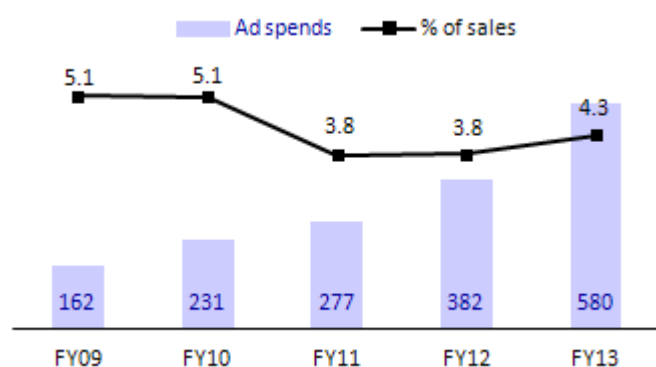
- 1) Significant increase in ad spends (INR136m in 4QFY13, compared to INR30m in 4QFY12) on YoY basis, which impacted margins by 360bp. VGRD spent 4.3% of sales on ad spends for FY13, compared to 3.8% in FY12, marking an increase of 50bp and guided for 4% of sales advertisement spends for FY14.
- 2) MTM hit of inventory on account of reduction in copper prices (100bp).
- 3) One-off scrapping of old spares due to shifting of solar water heater factory and other one-offs impacted margins by 80bp.
- 4) Increase in freight cost impacted margins by 80bp as the cost increase is passed on with a lag.
- 5) Additional discounts in digital UPS and stabilizers segment due to extended winters and higher inventory of 80bp.

Breakup for decline in EBITDA margins

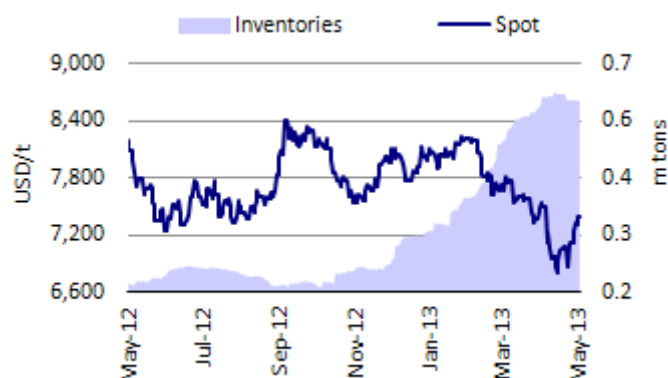
| Particulars | Amount (INRm) | Impact on Margins (% of revenues) |
|---|---------------|-----------------------------------|
| Advertisement expenses | 136 | 3.6 |
| Inventory write down due to copper price reduction | 40 | 1.1 |
| Scrapping due to shifting of Solar water heater factory | 30 | 0.8 |
| Additional gratuity due to higher provision | 10 | 0.3 |
| Increase in freight cost | 30 | 0.8 |
| Additional discount on digital UPS and stabilizers | 30 | 0.8 |
| Total | 236 | 7.3 |

Source: Company, MOSL

Increase in ad spends % of sales



Decline in copper prices



Source: Company, MOSL

Strong guidance for FY14, with improvement in working capital

- Management guided for 25% plus growth for FY14, with EBITDA margin guidance of 9-9.5%, compared to 8.1% in FY13.
- Top line growth in FY14 would be largely driven by increased traction in non South market, where company plans to spend 10% of its revenue on ad spends.
- Management also guided for an improvement in net working capital cycle by 10 days, going forward, which will further improve RoCE and RoE.
- We believe PAT in 1QFY14E is also likely to be lower primarily due to higher ad spends on account of IPL (INR220m v/s INR100m), post which we expect significant improvement in margins, thereby driving higher bottom line growth.

We largely maintain our earnings estimates for FY15E (INR b)

| | Old | | Revised | | Change (%) | |
|-----------|--------|--------|---------|--------|------------|-------|
| | FY14 | FY15 | FY14 | FY15 | FY14 | FY15 |
| Sales | 17,502 | 22,053 | 17,421 | 22,021 | (0.5) | (0.1) |
| EBITDA | 1,601 | 2,029 | 1,559 | 2,000 | (2.6) | (1.4) |
| PAT | 969 | 1,234 | 925 | 1,226 | (4.5) | (0.7) |
| EPS (INR) | 32 | 41 | 31 | 41 | (4.5) | (0.7) |

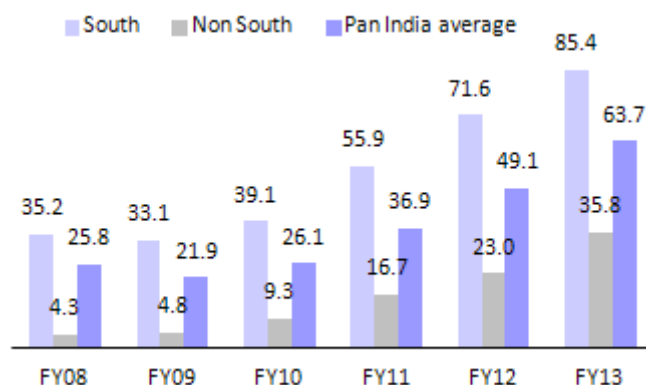
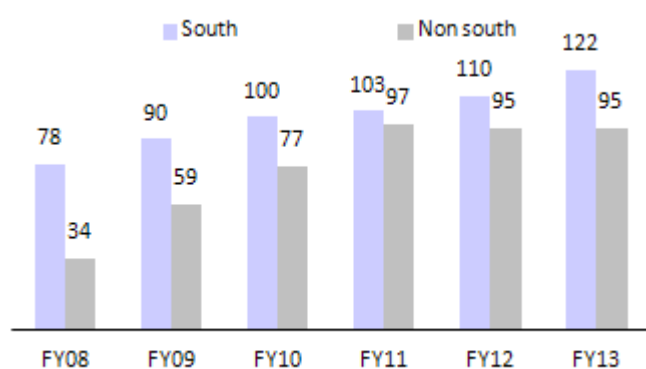
Source: MOSL

Strong distribution network, focus to improve revenue per distributor

- VGRD has a strong network of 217 distributors and 3,000 direct dealers.
- It plans to increase the retailers under distributors going forward, thereby increasing revenue contribution per distributor.
- Revenue/distributor for FY13 stood at INR85.4m/distributor for South and INR35.8m/distributor for non South. Company plans to improve non South revenue/distributor to INR75m per distributor, thus driving growth and operating leverage.

Geographical distribution break up

Revenue/distributor geographical wise



Source: Company, MOSL

FY08-FY13 snapshot segment wise (INR m)

| | FY08 | FY09 | FY10 | FY11 | FY12 | FY13 |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|---------------|
| PVC Insulated Cable | 601 | 695 | 1,199 | 2,061 | 2,826 | 3,734 |
| Stabilizers | 938 | 968 | 1,221 | 1,668 | 2,010 | 2,377 |
| Pumps | 562 | 662 | 853 | 1,207 | 1,519 | 2,052 |
| Electric Fans | 85 | 130 | 255 | 532 | 638 | 796 |
| LT Cables | - | - | 152 | 411 | 582 | 728 |
| Solar Water Heaters | 126 | 155 | 163 | 214 | 260 | 309 |
| Water Heater | 271 | 368 | 370 | 600 | 863 | 1,103 |
| UPS | 169 | 162 | 174 | 272 | 421 | 483 |
| Digi UPS | - | 11 | 88 | 216 | 727 | 1,732 |
| Induction cooktops and switchgears | - | - | - | - | - | 268 |
| Total sales | 2,781 | 3,168 | 4,541 | 7,263 | 9,936 | 13,583 |
| % of sales | | | | | | |
| PVC Insulated Cable | 21.6 | 21.9 | 26.4 | 28.4 | 28.4 | 27.5 |
| Stabilizers | 33.7 | 30.6 | 26.9 | 23.0 | 20.2 | 17.5 |
| Pumps | 20.2 | 20.9 | 18.8 | 16.6 | 15.3 | 15.1 |
| Electric Fans | 3.1 | 4.1 | 5.6 | 7.3 | 6.4 | 5.9 |
| LT Cables | - | - | 3.4 | 5.7 | 5.9 | 5.4 |
| Solar Water Heaters | 4.5 | 4.9 | 3.6 | 2.9 | 2.6 | 2.3 |
| Water Heater | 9.8 | 11.6 | 8.1 | 8.3 | 8.7 | 8.1 |
| UPS | 6.1 | 5.1 | 3.8 | 3.7 | 4.2 | 3.6 |
| Digi UPS | - | 0.3 | 1.9 | 3.0 | 7.3 | 12.8 |
| Induction cooktops and switchgears | - | - | - | - | - | 2.0 |
| Growth % | | | | | | |
| PVC Insulated Cable | 50.4 | 15.6 | 72.4 | 71.9 | 37.1 | 32.2 |
| Stabilizers | (1.4) | 3.3 | 26.1 | 36.7 | 20.5 | 18.3 |
| Pumps | 29.3 | 17.8 | 28.8 | 41.6 | 25.8 | 35.1 |
| Electric Fans | 48.0 | 51.8 | 96.4 | 109.1 | 19.8 | 24.8 |
| LT Cables | - | - | - | 169.4 | 41.8 | 25.2 |
| Solar Water Heaters | 31.7 | 22.9 | 5.1 | 31.5 | 21.4 | 19.2 |
| Water Heater | 63.3 | 35.6 | 0.5 | 62.3 | 43.7 | 27.9 |
| UPS | 111.9 | (3.8) | 7.0 | 56.8 | 54.6 | 14.7 |
| Digi UPS | - | - | 719.6 | 146.4 | 236.3 | 138.4 |

Source: Company, MOSL

V-Guard Industries : an investment profile

Company description

Established in 1977, V-Guard Industries is a dominant player in south India in the light electrical industry. Beginning with its flagship product, voltage stabilizers (in which it is the market leader), company has over the last 10 years expanded its product profile to include PVC insulated cables, LT power cables, fans, geysers, solar water heaters, pumps, UPS and inverters. It went public in 2008 and has seen revenue CAGR of 35% and PAT CAGR of 31% in the past five years.

Key investment arguments

- Diversified model; INR1b ad spends to project pan India visibility.
- Strong distribution network in place to boost penetration.
- Asset light business model leading to higher return ratios.
- Increased contribution from non South markets to drive growth.

Investment risks

- Significant decline in copper prices could impact margins.
- Poor summer season can affect growth.

Recent developments

- Recently commissioned a new solar water heater plant.
- Commissioning of new PVC cable plant in Kashipur.
- Improvement in copper prices to lead to margin improvement.

Valuation and view

- We expect top line to post 27.2% CAGR and PAT 39.2% over FY13-15E, primarily driven by strong volume growth in cables, pumps and digital UPS segment.
- We cut estimates by 4% for FY14E and largely keep FY15E unchanged to factor the impact of decline in copper prices and higher ad spends. The stock trades at 16x and 12x FY14E and FY15E earnings respectively. We value VGRD at 15x FY15E EPS of INR41.1 and arrive at a target price of INR617. Maintain **Buy**.

EPS: MOSL forecast v/s consensus (INR)

| | MOSL Forecast | Consensus Forecast | Variation (%) |
|------|---------------|--------------------|---------------|
| FY14 | 31.0 | 32.0 | -3.1 |
| FY15 | 41.1 | 40.3 | 2.1 |

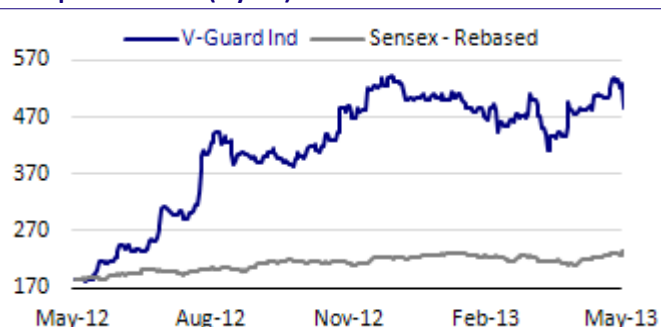
Shareholding pattern (%)

| | Mar-13 | Dec-12 | Mar-12 |
|---------------|--------|--------|--------|
| Promoter | 65.3 | 65.2 | 67.4 |
| Domestic Inst | 3.8 | 3.6 | 2.2 |
| Foreign | 13.8 | 13.1 | 8.6 |
| Others | 17.2 | 18.2 | 21.8 |

Target price and recommendation

| Current Price (INR) | Target Price (INR) | Upside (%) | Reco. |
|---------------------|--------------------|------------|-------|
| 488 | 617 | 26.4 | Buy |

Stock performance (1 year)



Financials and Valuation

| Standalone - Income Statement | | (INR Million) | | | | |
|-------------------------------|-------|---------------|--------|--------|--------|--|
| Y/E March | FY11 | FY12 | FY13 | FY14E | FY15E | |
| Net Sales | 7,263 | 9,936 | 13,602 | 17,421 | 22,021 | |
| Change (%) | 60.0 | 36.8 | 36.9 | 28.1 | 26.4 | |
| Total Expenditure | 6,536 | 9,001 | 12,503 | 15,862 | 19,999 | |
| % of Sales | 90.0 | 90.6 | 91.9 | 91.1 | 90.8 | |
| EBITDA | 728 | 935 | 1,099 | 1,559 | 2,022 | |
| Margin (%) | 10.0 | 9.4 | 8.1 | 9.0 | 9.2 | |
| Depreciation | 79 | 97 | 114 | 135 | 154 | |
| EBIT | 648 | 838 | 985 | 1,425 | 1,868 | |
| Int. and Finance Charge | 113 | 170 | 200 | 232 | 213 | |
| Other Income - Rec. | 20 | 24 | 36 | 42 | 48 | |
| PBT bef. EO Exp. | 555 | 692 | 821 | 1,234 | 1,703 | |
| PBT after EO Exp. | 591 | 692 | 821 | 1,234 | 1,703 | |
| Current Tax | 161 | 202 | 193 | 308 | 477 | |
| Tax Rate (%) | 27.9 | 26.6 | 23.5 | 25.0 | 28.0 | |
| Reported PAT | 426 | 508 | 629 | 925 | 1,226 | |
| PAT Adj for EO items | 400 | 508 | 629 | 925 | 1,226 | |
| Change (%) | 57.1 | 27.0 | 23.8 | 47.2 | 32.5 | |
| Margin (%) | 5.5 | 5.1 | 4.6 | 5.3 | 5.6 | |
| Equity Dividend | 105 | 105 | 104 | 164 | 209 | |
| Preference Dividend | 0 | 0 | 0 | 0 | 0 | |
| Corporate Dividend Tax | 17 | 17 | 17 | 26 | 33 | |
| Corp Div Tax (%) | 16.2 | 16.2 | 16.0 | 16.0 | 16.0 | |
| Dividend per Share | 3.5 | 3.5 | 3.5 | 5.5 | 7.0 | |
| Total Div Payout (Rs m) | 121.4 | 121.4 | 121.2 | 190.4 | 242.4 | |
| Payout (%) | 28.5 | 23.9 | 19.3 | 20.6 | 19.8 | |

| Standalone - Balance Sheet | | (INR Million) | | | | |
|-------------------------------------|-------|---------------|-------|-------|-------|--|
| Y/E March | FY11 | FY12 | FY13 | FY14E | FY15E | |
| Equity Share Capital | 298 | 298 | 298 | 298 | 298 | |
| Total Reserves | 1,421 | 1,808 | 2,315 | 3,050 | 4,033 | |
| Net Worth | 1,720 | 2,106 | 2,613 | 3,348 | 4,332 | |
| Deferred Liabilities | 61 | 43 | 79 | 79 | 79 | |
| Total Loans | 1,394 | 1,091 | 1,574 | 1,524 | 1,224 | |
| Capital Employed | 3,175 | 3,240 | 4,267 | 4,952 | 5,635 | |
| Gross Block | 1,462 | 1,625 | 1,979 | 2,229 | 2,429 | |
| Less: Accum. Deprn. | 324 | 395 | 509 | 644 | 797 | |
| Net Fixed Assets | 1,137 | 1,230 | 1,470 | 1,585 | 1,631 | |
| Capital WIP | 14 | 111 | 2 | 105 | 110 | |
| Curr. Assets, Loans&Adv. | 2,898 | 3,365 | 5,077 | 5,966 | 7,410 | |
| Inventory | 1,424 | 1,574 | 2,486 | 2,900 | 3,504 | |
| Account Receivables | 1,231 | 1,478 | 1,988 | 2,386 | 3,017 | |
| Cash and Bank Balance | 71 | 34 | 150 | 89 | 123 | |
| Loans and Advances | 172 | 279 | 454 | 590 | 767 | |
| Curr. Liability & Prov. | 874 | 1,466 | 2,282 | 2,703 | 3,516 | |
| Account Payables | 712 | 1,222 | 2,036 | 2,405 | 3,145 | |
| Provisions | 162 | 245 | 246 | 298 | 372 | |
| Net Current Assets | 2,023 | 1,899 | 2,795 | 3,262 | 3,894 | |
| Appl. of Funds | 3,175 | 3,240 | 4,267 | 4,952 | 5,635 | |

E: MOSL Estimates; * Ac

| Ratios | | (INR Million) | | | | |
|-------------------------------|------|---------------|------|-------|-------|--|
| Y/E March | FY11 | FY12 | FY13 | FY14E | FY15E | |
| Basic (INR) * | | | | | | |
| EPS | 13.4 | 17.0 | 21.1 | 31.0 | 41.1 | |
| Cash EPS | 16.1 | 20.3 | 24.9 | 35.5 | 46.2 | |
| BV/Share | 57.6 | 70.6 | 87.6 | 112.2 | 145.1 | |
| DPS | 3.5 | 3.5 | 3.5 | 5.5 | 7.0 | |
| Payout (%) | 28.5 | 23.9 | 19.3 | 20.6 | 19.8 | |
| Valuation (x) * | | | | | | |
| P/E | 36.3 | 28.6 | 23.1 | 15.7 | 11.8 | |
| Cash P/E | 30.3 | 24.0 | 19.5 | 13.7 | 10.5 | |
| P/BV | 8.4 | 6.9 | 5.6 | 4.3 | 3.3 | |
| EV/Sales | 2.2 | 1.6 | 1.2 | 0.9 | 0.7 | |
| EV/EBITDA | 21.8 | 16.7 | 14.6 | 10.3 | 7.8 | |
| Dividend Yield (%) | 0.7 | 0.7 | 0.7 | 1.1 | 1.4 | |
| Return Ratios (%) | | | | | | |
| RoE | 25.5 | 26.6 | 26.6 | 31.0 | 31.9 | |
| RoCE | 25.0 | 27.3 | 27.6 | 32.4 | 36.7 | |
| Working Capital Ratios | | | | | | |
| Asset Turnover (x) | 2.3 | 3.1 | 3.2 | 3.5 | 3.9 | |
| Inventory (Days) | 72 | 58 | 67 | 61 | 58 | |
| Debtor (Days) | 61 | 54 | 53 | 49 | 49 | |
| Creditor (Days) | 36 | 45 | 55 | 50 | 52 | |
| Working Capital Turnov | 98 | 69 | 71 | 66 | 63 | |
| Growth (%) | | | | | | |
| Sales | 60.0 | 36.8 | 36.9 | 28.1 | 26.4 | |
| EBITDA | 44.4 | 28.6 | 17.5 | 41.9 | 29.7 | |
| PAT | 57.1 | 27.0 | 23.8 | 47.2 | 32.5 | |
| Leverage Ratio (x) | | | | | | |
| Current Ratio | 3.3 | 2.3 | 2.2 | 2.2 | 2.1 | |
| Debt/Equity | 0.8 | 0.5 | 0.6 | 0.5 | 0.3 | |

* Adjusted for treasury stocks

| Standalone - Cash Flow Statement | | (INR Million) | | | | |
|----------------------------------|------|---------------|------|-------|-------|--|
| Y/E March | FY11 | FY12 | FY13 | FY14E | FY15E | |
| Oper. Profit/(Loss) befo | 591 | 692 | 821 | 1,234 | 1,703 | |
| Depreciation | 79 | 97 | 114 | 135 | 154 | |
| Interest and finance ch | 112 | 162 | 200 | 232 | 213 | |
| Direct Taxes Paid | 181 | 157 | 193 | 308 | 477 | |
| (Inc)/Dec in WC | -946 | 30 | -781 | -528 | -598 | |
| CF from Operations | -344 | 823 | 162 | 765 | 995 | |
| CF from Operating incl EC | -341 | 837 | 162 | 765 | 995 | |
| (inc)/dec in FA | -86 | -293 | -245 | -353 | -206 | |
| CF from investments | -37 | -277 | -245 | -353 | -206 | |
| (Inc)/Dec in Debt | 593 | -310 | 483 | -50 | -300 | |
| Interest Paid | -113 | -166 | -200 | -232 | -213 | |
| Dividend Paid | -104 | -121 | -121 | -190 | -242 | |
| CF from Fin. Activity | 375 | -597 | 162 | -473 | -755 | |
| Inc/Dec of Cash | -3 | -38 | 79 | -61 | 34 | |
| Add: Beginning Balance | 74 | 71 | 34 | 150 | 89 | |
| Closing Balance | 71 | 33 | 113 | 89 | 123 | |

Disclosures

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