

Tata Power

| BSE SENSEX | S&P CNX |
|-----------------------|-------------|
| 40,324 | 11,908 |
| Bloomberg | TPWR IN |
| Equity Shares (m) | 2,705 |
| M.Cap.(INRb)/(USDb) | 160.9 / 2.3 |
| 52-Week Range (INR) | 84 / 50 |
| 1, 6, 12 Rel. Per (%) | -9/-15/-36 |
| 12M Avg Val (INR M) | 534 |
| Free float (%) | 63.8 |

Financials & Valuations (INR b)

| Y/E Mar | 2019 | 2020E | 2021E |
|-------------|-------|-------|-------|
| Net Sales | 295.6 | 290.3 | 301.4 |
| EBITDA | 64.2 | 71.7 | 74.1 |
| PAT | 5.7 | 11.2 | 12.8 |
| EPS (INR) | 2.1 | 4.1 | 4.7 |
| Gr. (%) | -60.5 | 95.5 | 14.5 |
| BV/Sh (INR) | 61.8 | 64.8 | 67.0 |
| RoE (%) | 3.6 | 6.5 | 7.2 |
| RoCE (%) | 5.5 | 6.8 | 6.7 |
| P/E (x) | 28.0 | 14.3 | 12.5 |
| P/BV (x) | 1.0 | 0.9 | 0.9 |

| Estimate change | \longleftrightarrow |
|-----------------|-----------------------|
| TP change | ← |
| Rating change | — |

CMP: INR60 TP: INR66(+11%) Neutral

Mundra-Coal JV hedge fares better

Mundra PPA renegotiation can provide relief; Maintain Neutral

2QFY20 consol. adj. PAT was up 27% YoY to INR3.5b (in-line) on better performance of the Mundra-Coal JV hedge. PAT has been adjusted for INR1.6b impact of taxes on KPC and coal SPVs, INR0.7b of dividend from Cennergi (held for sale) and INR0.5b of one-time gains on other income. Operational performance (EBITDA and PAT of JV companies) was up 10% YoY to INR21.6b (v/s est. INR21.1b).

- Adjusting for INRO.6b prior period related taxes at KPC, Mundra (EBITDA) and coal JVs (PAT) increased 12% YoY to INR4b. Given the decline in coal prices, there was no significant impact of DMO obligation for its JVs. Fuel under recoveries at Mundra stood at INRO.5/kWh (v/s INRO.9/kWh in 2QFY19).
- **RE (ex-standalone)** EBITDA was up 1% YoY to INR4.6b on lower Wind PLFs. Capacity increased 23% YoY to 2.1GW.
- Maithon EBITDA stood at INR1.8b (v/s INR1.6b in 2QFY19) on account of favorable order for capex approval.
- Interest cost rose 9% YoY to INR11.3b. Reported tax at INR1.9b included INR1b of dividend distribution tax (current and future provisions) for its coal SPVs.

Debt remains elevated; Maintain Neutral

Net debt remains elevated at INR476b due to continuing capex and stretched receivables for its renewable portfolio. Besides, the upcoming new regulations for Indonesian coal mines (concerning tax and royalty) could be an overhang over the stock. The amendment of Mundra PPA, on the other hand, still awaits state approval and we do not build in any benefit from this. Successful renegotiation of this PPA - based on HPC recommendations - would provide an upside to our estimates. Maintain **Neutral** with SOTP-based target price of INR66/share.

Quarterly Performance (Consolidated) - INR million

| Y/E March | | FY: | L 9 | | | FY2 | .0E | | FY19 | FY20E | FY20 | vs Est |
|-------------------------|--------|--------|------------|--------|--------|--------|--------|--------|---------|---------|--------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3QE | 4QE | | | 2QE | (%) |
| Net Sales | 73,134 | 75,146 | 77,067 | 72,302 | 77,667 | 76,778 | 73,889 | 61,934 | 295,586 | 290,269 | 72,513 | 6 |
| YoY Change (%) | 4.9 | -1.9 | 10.9 | -8.4 | 6.2 | 2.2 | -4.1 | -14.3 | 0.8 | -1.8 | -3.5 | |
| Total Expenditure | 55,426 | 56,067 | 61,050 | 58,816 | 54,647 | 54,218 | 57,664 | 51,999 | 231,359 | 218,527 | 53,255 | |
| EBITDA | 17,708 | 19,079 | 16,017 | 13,487 | 23,021 | 22,560 | 16,225 | 9,936 | 64,227 | 71,742 | 19,258 | -1 |
| Margins (%) | 24.2 | 25.4 | 20.8 | 18.7 | 29.6 | 29.4 | 22.0 | 16.0 | 21.7 | 24.7 | 26.6 | |
| Depreciation | 6,006 | 6,106 | 6,027 | 6,035 | 6,200 | 6,544 | 6,200 | 6,441 | 23,931 | 25,385 | 6,150 | 6 |
| Interest | 10,130 | 10,344 | 10,140 | 11,087 | 11,439 | 11,300 | 10,600 | 9,576 | 41,700 | 42,914 | 11,039 | 2 |
| Other Income | 898 | 1,046 | 148 | 1,867 | 1,079 | 1,072 | 122 | 977 | 3,958 | 3,250 | 859 | 25 |
| Rate regulated activity | -1,748 | -3,727 | -1,360 | 3,433 | -2,000 | -3,490 | 0 | 5,490 | -659 | 0 | 0 | |
| PBT before EO expense | 722 | -53 | -1,362 | 1,665 | 4,461 | 2,299 | -453 | 385 | 1,895 | 6,693 | 2,928 | -21 |
| Extra-Ord expense | 14,496 | 593 | 2,380 | -1,767 | -1,131 | -747 | 0 | 5,661 | 16,200 | 3,783 | 0 | |
| PBT | 15,218 | 540 | 1,018 | -102 | 3,330 | 1,552 | -453 | 6,046 | 18,095 | 10,476 | 2,928 | -47 |
| Tax | 1,556 | 935 | 1,498 | 1,152 | 3,429 | 520 | -98 | -1,592 | 6,561 | 2,259 | 776 | |
| Rate (%) | 10 | | 147 | -1,135 | 103 | 33 | 22 | -26 | 36.3 | 21.6 | 27 | |
| MI & P/L of Asso. Cos. | 3,047 | 3,752 | 1,747 | 1,830 | 1,612 | 1,725 | 1,902 | 1,488 | 10,376 | 6,727 | 1,276 | |
| Reported PAT | 16,709 | 3,358 | 1,267 | 576 | 1,513 | 2,757 | 1,547 | 9,127 | 21,909 | 14,943 | 3,428 | -20 |
| Adj PAT | 2,213 | 2,764 | -1,113 | 2,342 | 2,644 | 3,504 | 1,547 | 3,465 | 5,710 | 11,160 | 3,428 | 2 |
| EBITDA+R.Reg.+JVs | 19,649 | 19,679 | 17,183 | 19,247 | 23,428 | 21,602 | 18,727 | 17,479 | 73,696 | 81,236 | 21,134 | 2 |

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Other result and call highlights

- Mundra PPA amendment: TPWR has noted that cabinet approval from Punjab and Maharashtra is pending. Company is also in discussion with Haryana and Rajasthan.
- Prayagraj power plant: TPWR has noted that funding for Praygraj has been arranged. A petition in SC against APTEL's decision has been filed and company is awaiting its receipt and to give a response.
- **Arutmin:** Company has received USD30-35m in 1HFY20. It expects INR10-15b to come in the next 12-15 months. So far, it has received cumulative USD200m.
- **CESU license:** TPWR is in advanced stage of discussion and outcome on the CESU bid is expected in the next few months. TPWR believes it has an advantage in technical qualification for the bid; customer base for CESU is 3m.
- Tax one-offs: KPC incurred tax impact of INR0.6 on prior-period expense disallowances. Profits were also impacted by INR1b of dividend distribution tax (current and future provisions) on its coal SPVs.
- **Renewables:** INR11.5b of dues is pending from renewables. While it is entitled to late payment surcharge, it is not receiving the same from some states.

Exhibit 1: TWPR adj. PAT - INR m

| | 2QFY19 | 1QFY20 | 2QFY20 |
|-----------------------|--------|--------|--------|
| a. Standalone | 2,060 | 4,096 | 1,258 |
| b. Subsidiaries | -3,048 | -3,064 | 521 |
| Mundra | -4,630 | -2,470 | -2,610 |
| Maithon | 400 | 1,410 | 520 |
| Delhi | 820 | 1,130 | 1,040 |
| Trading | 120 | 0 | 0 |
| Solar Manuf | 10 | 130 | 220 |
| RE | 920 | 1,200 | 840 |
| Logistics | 570 | 400 | 320 |
| Others | -1,258 | -4,864 | 191 |
| c. Minority interest | -576 | -795 | -806 |
| d. JVs and associates | 4,328 | 2,407 | 2,531 |
| Coal mining | 3,220 | 1,570 | 1,410 |
| Infra | 430 | 500 | 550 |
| Cennergi | 130 | 0 | 0 |
| Powerlink | 140 | 140 | 230 |
| IEL | 160 | 230 | 230 |
| ITPC | 210 | 0 | 0 |
| Others | 38 | -33 | 111 |
| Adj. reported PAT | 2,764 | 2,644 | 3,504 |

Source: MOFSL, Company

Exhibit 2: CGPL

| | | 2QFY18 | 3QFY18 | 4QFY18 | 1QFY19 | 2QFY19 | 3QFY19 | 4QFY19 | 1QFY20 | 2QFY20 |
|-------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Revenues | INR m | 16,900 | 16,500 | 18,970 | 15,530 | 15,890 | 19,380 | 19,940 | 18,170 | 16,030 |
| per unit | INR/kwh | 2.61 | 2.72 | 2.64 | 2.86 | 2.94 | 0.00 | 0.00 | 0.00 | 0.00 |
| EBITDA | INR m | 1,150 | 790 | -1,040 | 180 | -630 | -990 | 270 | 1,680 | 1,750 |
| per unit | | 0.18 | 0.13 | -0.14 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| PAT | INR m | -2,790 | -2,130 | -4,890 | -4,320 | -4,650 | -4,670 | -2,910 | -2,470 | -2,610 |
| Generation | MU | 7,018 | 6,570 | 7,788 | 5,908 | 5,999 | 7,163 | 7,770 | 7,003 | 5,939 |
| Sales | MU | 6,468 | 6,061 | 7,190 | 5,434 | 5,520 | 6,615 | 7,181 | 6,459 | 5,479 |
| Availability | % | 85 | 79 | 91 | 68 | 71 | 85 | 97 | 81 | 71 |
| FoB price of coal | USD/t | 59 | 61 | 65 | 62 | 65 | 62 | 55 | 53 | 54 |
| Revenue | INR/kWh | 2.59 | 2.69 | 2.60 | 2.70 | 2.90 | 3.00 | 2.81 | 2.85 | 2.96 |
| Under recovery | INR/kWh | -0.70 | -0.79 | -0.93 | -0.92 | -0.83 | -0.95 | -0.64 | -0.55 | -0.51 |

Source: MOFSL, Company

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Mundra (EBITDA) and coal JVs (PAT):

 Under recoveries at Mundra decreased by INR0.39/kWh YoY to INR0.51/kWh, largely on account of lower coal prices and tariff escalation.

 Profitability at coal companies decreased to INR2.3b (v/s INR4.2b in 2QFY19) due to lower coal prices.

Exhibit 3: CGPL (Mundra) + Coal assets – INR m

| | 1QFY19 | 2QFY19 | 3QFY19 | 4QFY19 | 1QFY20 | 2QFY20 |
|--------------------|--------|--------|--------|--------|--------|--------|
| Mundra EBITDA | 180 | -630 | -990 | 270 | 1,680 | 1,750 |
| Coal companies PAT | 3,080 | 4,220 | 2,470 | 2,130 | 2,470 | 2,280 |
| Mining | 2,460 | 3,220 | 1,430 | 1,180 | 1,570 | 1,410 |
| Infra | 370 | 430 | 590 | 540 | 500 | 550 |
| Logistics | 250 | 570 | 450 | 410 | 400 | 320 |
| Mundra+Coal | 3,260 | 3,590 | 1,480 | 2,400 | 4,150 | 4,030 |
| KPC realn USD/t | 64.9 | 69.2 | 63.5 | 57.5 | 58.9 | 55.4 |
| KPC EBITDA - USD/t | 17.0 | 21.7 | 10.6 | 8.8 | 10.5 | 2.8 |

Source: MOFSL, Company

Exhibit 4: Coal Mining JVs

| | | 1QFY19 | 2QFY19 | 3QFY19 | 4QFY19 | 1QFY20 | 2QFY20 |
|--------------------------|-------|--------|--------|--------|--------|--------|--------|
| KPC | | | | | | | |
| Sales | mt | 14.0 | 13.0 | 14.6 | 15.0 | 15.0 | 15.4 |
| Realization | USD/t | 64.9 | 69.2 | 63.5 | 57.5 | 58.9 | 55.4 |
| Realization (ex-royalty) | USD/t | 55.9 | 59.2 | 54.4 | 48.5 | 50.7 | 47.6 |
| COGS | USD/t | 36.0 | 34.7 | 40.3 | 36.3 | 36.7 | 36.1 |
| EBITDA | USD/t | 17.0 | 21.7 | 10.6 | 8.8 | 10.5 | 2.8 |
| EBITDA (KPC +BSSR) | INR m | 5,220 | 6,590 | 3,660 | 2,910 | 3,550 | 1,010 |

Source: MOFSL, Company

Exhibit 5: Maithon Power

| | | 2QFY18 | 3QFY18 | 4QFY18 | 1QFY19 | 2QFY19 | 3QFY19 | 4QFY19 | 1QFY20 | 2QFY20 |
|--------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Revenues | INR m | 6,460 | 3,790 | 6,320 | 6,460 | 6,150 | 7,590 | 8,160 | 8,120 | 5,870 |
| per unit | INR/kwh | 3.24 | 3.08 | 3.29 | 3.51 | 4.11 | 4.25 | 4.71 | 4.96 | 4.17 |
| EBITDA | INR m | 2,030 | 650 | 1,900 | 1,870 | 1,610 | 1,960 | 2,570 | 3,290 | 1,770 |
| per unit | INR/kwh | 1.02 | 0.53 | 0.99 | 1.02 | 1.07 | 1.10 | 1.48 | 2.01 | 1.26 |
| PAT | INR m | 680 | -310 | 760 | 630 | 400 | 670 | 1040 | 1410 | 520 |
| Generation | MU | 2,112 | 1,312 | 2,030 | 1,944 | 1,595 | 1,890 | 1,839 | 1,740 | 1,500 |
| Sales | MU | 1,992 | 1,231 | 1,920 | 1,842 | 1,498 | 1,784 | 1,734 | 1,637 | 1,409 |
| Availability | % | 98 | 61 | 95 | 93 | 72 | 91 | 94 | 87 | 78 |
| Reg. equity | INR m | 14,450 | 13,880 | 13,880 | 13,880 | 14,030 | 14,030 | 14,030 | 14,940 | 14,980 |

Source: MOFSL, Company

Exhibit 6: Renewables (ex-standalone)

| | | 2QFY18 | 3QFY18 | 4QFY18 | 1QFY19 | 2QFY19 | 3QFY19 | 4QFY19 | 1QFY20 | 2QFY20 |
|--------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| TPREPL (Renewable) | | | | | | | | | | |
| Revenues | INR m | 1340 | 890 | 1270 | 1780 | 1950 | 1470 | 1970 | 2330 | 2,340 |
| | INR/kwh | 6.0 | 6.1 | 5.7 | 5.4 | 4.9 | 5.4 | 5.6 | 4.6 | 0.0 |
| EBITDA | INR m | 1,710 | 900 | 1,770 | 2,080 | 1,880 | 1,340 | 1,890 | 2,120 | 2,110 |
| | INR/kwh | 7.6 | 6.1 | 8.0 | 6.3 | 4.7 | 4.9 | 5.4 | 4.2 | 0.0 |
| PAT | INR m | 900 | -40 | 570 | 710 | 390 | -130 | -50 | 200 | 40 |
| Operating capacity | MW | 448 | 444 | 624 | 724 | 724 | 724 | 824 | 974 | 1130 |
| Generation | MU | 223 | 152 | 227 | 365 | 409 | 276 | 357 | 514 | 513 |
| Sales | MU | 225 | 147 | 222 | 329 | 398 | 271 | 351 | 507 | 503 |
| WREPL (Renewable) | | | | | | | | | | |
| Revenues | INR m | 2,720 | 2,690 | 3,130 | 3,470 | 2,910 | 2,820 | 3,420 | 3,490 | 2,780 |
| | INR/kwh | 7.1 | 7.1 | 7.1 | 7.1 | 7.0 | 7.2 | 0.0 | 0.0 | 0.0 |
| EBITDA | INR m | 2,540 | 2,590 | 2,840 | 3,300 | 2,720 | 2,730 | 3,010 | 3,280 | 2,510 |
| PAT | INR m | 70 | 670 | 350 | 1,010 | 530 | 620 | 840 | 1,000 | 800 |
| Capacity | MW | 1,153 | 1,153 | 1,153 | 1,153 | 1,010 | 1,010 | 1,010 | 1,010 | 1,010 |
| Wind | MW | 146 | 146 | 146 | 146 | 146 | 146 | 146 | 146 | 146 |
| Solar | MW | 1007 | 1007 | 1007 | 1007 | 864 | 864 | 864 | 864 | 864 |
| Generation | MU | 385 | 381 | 440 | 491 | 417 | 390 | 455 | 487 | 373 |
| Sales | MU | 385 | 381 | 440 | 491 | 417 | 390 | 455 | 483 | 372 |
| Consolidated | | | | | | | | | | |
| Capacity | MW | 1,601 | 1,597 | 1,777 | 1,877 | 1,734 | 1,734 | 1,834 | 1,984 | 2,140 |
| Generation | MU | 610 | 528 | 662 | 820 | 815 | 661 | 806 | 994 | 876 |
| Avg. PLF | % | 17.5 | 15.1 | 17.9 | 20.5 | 20.6 | 17.4 | 20.6 | 23.8 | 19.4 |
| Revenues | INR m | 4,060 | 3,580 | 4,400 | 5,250 | 4,860 | 4,290 | 5,390 | 5,820 | 5,120 |
| Inter-company | INR m | | 90 | 550 | 450 | 10 | 0 | 0 | 0 | 0 |
| EBITDA (ex-ic) | INR m | 4,250 | 3,400 | 4,060 | 4,930 | 4,590 | 4,070 | 4,900 | 5,400 | 4,620 |
| PAT (ex-ic) | INR m | 970 | 540 | 370 | 1,270 | 910 | 490 | 790 | 1,200 | 840 |

Source: MOFSL, Company

Exhibit 7: Delhi Distribution

| | | 2QFY18 | 3QFY18 | 4QFY18 | 1QFY19 | 2QFY19 | 3QFY19 | 4QFY19 | 1QFY20 | 2QFY20 |
|-------------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Revenues | INR m | 19,410 | 19,020 | 14,210 | 20,280 | 20,330 | 17,420 | 19,770 | 22,110 | 21,680 |
| EBITDA | INR m | 2220 | 2780 | 2950 | 2890 | 2730 | 3160 | 3230 | 3430 | 3,340 |
| PAT | INR m | 210 | 960 | 1070 | 940 | 820 | 1200 | 400 | 1130 | 1040 |
| Reg. equity | INR m | 12,250 | 12,310 | 12,720 | 13,480 | 13,600 | 13,790 | 14,030 | 14,850 | 15,000 |
| Reg. assets | INR m | 41,730 | 44,940 | 44,110 | 43,270 | 41,250 | 41,850 | 45,790 | 47,420 | 45,740 |

Source: MOFSL, Company

Exhibit 8: Tata Power consolidated annual

| INR m | FY16 | FY17 | FY18 | FY19 |
|--|--------|--------|--------|--------|
| Regulated EBIT | 31,368 | 26,907 | 28,223 | 27,504 |
| Standalone | 19,186 | 14,624 | 16,948 | 14,681 |
| Delhi | 6,660 | 6,637 | 7,198 | 7,838 |
| Maithon | 5,523 | 5,646 | 4,077 | 4,985 |
| Mundra + coal JVs | 10,957 | 9,406 | 10,406 | 5,047 |
| Mundra EBIT | 8,570 | 373 | -6,155 | -7,142 |
| Trust Energy | 1,096 | 2,281 | 2,250 | 1,937 |
| Coal mining PAT | 1,292 | 6,752 | 14,311 | 10,252 |
| RE EBIT | 3,895 | 5,707 | 10,317 | 12,384 |
| Others EBIT | 2,543 | 1,869 | 2,083 | 4,829 |
| Solar Manu | 796 | 1,221 | 1,858 | 1,353 |
| Trading | 520 | 272 | 344 | 638 |
| Other JVs & assoc. PAT | 568 | 5,421 | 1,228 | 2,619 |
| Discontinued | 436 | 1,102 | 0 | 0 |
| Others | 132 | 4,319 | 1,228 | 2,619 |
| Balancing | 658 | -5,045 | -1,346 | 220 |
| Consolidated EBIT (incl. JVs) | 48,763 | 43,889 | 51,029 | 49,764 |
| Finance cost | 32,358 | 31,140 | 37,230 | 41,700 |
| Consolidated PBT (pre-ex. & Other income, incl. JVs) | 16,405 | 12,750 | 13,799 | 8,064 |
| Tax | 6,803 | -458 | 1,643 | 6,561 |
| Minority | 1,242 | 2,031 | 2,026 | 2,495 |
| Other income | 913 | 2,022 | 4,327 | 3,958 |
| Rate regulated previous year | -1,673 | 770 | 0 | 2,743 |
| Consolidated PAT (incl. JVs) | 7,600 | 13,969 | 14,458 | 5,710 |

Source: MOFSL, Company

Exhibit 9: SOTP valuation

Regulated Business

| | | | | | Enterpris | | | | |
|------------------------------|----------|-----------|-----------|--------|-----------|----------|--------|----------|---------------------|
| | Reg. Eq. | P/BV | EBITDA | Equity | TPWR' | s share | Reg. | е | Remarks |
| | | | | | | | | Value | |
| | | | | Value | (%) | Eq. Val. | Debt | (EV) | |
| | (a) | (b) | | d=axb | | (e) | (f) | (e+f) | |
| Mumbai & Jojobera (S/A) | 43,790 | 1.7 | - | 73,568 | 100 | -, | | 107,802 | RoE = 15.5%, g = 5% |
| Delhi | 15,098 | 1.5 | | 22,876 | 51 | | | 46,897 | RoE = 15.5%, g = 3% |
| Maithon | 16,982 | 1.6 | | 27,172 | 74 | 20,107 | 17,620 | 37,727 | RoE = 17%, g=0 |
| Subtotal (A) | | | 36,403 | | | | | 192,426 | Ke=11.3% |
| CGPL (Mundra) and coal JVs | S | | | | | | | | |
| | E' | V/EBITDA(| x) EBITDA | | | | | EV | Assumptions |
| | | (g) | (h) | | | | | (g x h) | |
| DCF value of fixed charges | | | 19,963 | | | | | 132,526 | no under recoveries |
| Under recoveries in Var. cos | t | 8 | -14,705 | | | | | -117,639 | HBA Index USD85 |
| PAT from coal JVs | | 12 | 7,849 | | | | | 94,193 | HBA Index USD85 |
| Subtotal (B) | | | 13,108 | | | | | 109,080 | |
| Other businesses | | | | | | | | | |
| | E | V/EBITDA(| x) EBITDA | | | | | EV | Assumptions |
| | | (j) | (k) | | | | | (j x k) | |
| Renewables | | 8.0 | 20,931 | | | | | 167,450 | |
| Haldia, trading etc. | | 8.0 | 11,521 | | | | | 92,167 | |
| PAT of other JVs and assoc. | | 10 | 1,888 | | | | | 18,883 | |
| Subtotal (C) | | | 32,452 | | | | | 278,500 | |
| Consolidated | | | | | | | | | |
| Consolidated EV (A+B+C) | | | 74,113 | | | | | 580,006 | |
| ess: Debt | | | | | | | | -443,730 | |
| Assets held for sale | | | | | | | | | |
| Zambia & S.Africa | | 1.0 | x BV | | | | | 7,160 | |
| Tata Projects | | 15.0 | x PAT | | | | | 25,995 | |
| Others | | 1.0 | x BV | | | | | 5,272 | |
| nvestment unquoted | | 1.0 | | | | | | 3,977 | at book value |
| nvestment quoted | | 0.8 | | | | | | 761 | 20% discount to MTM |
| Net Equity value | | | | | | | | 179,441 | |
| No. of shares | | | | | | | | 2,705 | |
| Farget Price (INR/share) | | | | | | | | 66 | |

Source: MOFSL, Company

Financials and Valuations

| Change (%) 7.9 -5.4 -12.5 -5.4 5.1 0.8 -1.8 3.8 EBITDA 68,478 69,405 61,718 52,372 59,471 63,568 71,742 74,113 EBITDA Margin (%) 19.2 18.7 24.2 21.0 21.7 21.7 24.7 24.6 Depreciation 27,296 21,742 16,487 19,886 23,981 23,931 25,385 26,561 EBIT 41,182 47,663 45,230 32,487 35,490 39,637 46,357 47,552 Interest 34,399 36,993 32,358 31,140 37,230 41,700 42,914 40,726 Other Income 2,273 4,167 913 2,022 4,327 3,958 3,250 3,250 Extraordinary items 0 0 -978 -6,515 10,308 16,200 3,783 0 PBT 9,055 14,837 12,807 -3,145 12,895 18,095 10 | Income Statement | | | | | | | (IN | IR Million) |
|--|------------------------|---------|---------|---------|---------|---------|---------|---------------------------------------|-------------|
| Change (%) 7.9 -5.4 -12.5 5.5.4 5.1 0.8 -1.8 3.8 EBITDA 68,478 69,405 61,718 52,372 59,471 63,568 71,742 74,132 EBITDA Margin (%) 19.2 118.7 24.2 21.0 21.7 21.7 24.7 74.13 EBIT MARGIN (%) 19.2 118.7 24.2 21.0 21.7 24.7 24.6 Depreciation 27.296 21,742 16,487 19,886 23,981 23,931 25,385 26,561 EBIT MARGIN (%) 41,182 47,663 45,230 32,488 35,40 39,637 46,357 47,552 Other Income 2,273 4,167 913 2,022 4,327 3,958 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,250 3,251 1,260 1,275 1,450 | Y/E Mar | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020E | 2021E |
| EBITDA 68,478 69,405 61,718 52,372 59,471 63,568 71,742 74,13 EBITDA Margin (%) 19.2 18.7 24.2 21.0 21.7 21.7 24.5 72,60 Depreciation 27.296 21,742 16,487 19,886 23,981 23,931 25,385 26,561 EBIT 41,182 47,663 45,230 32,487 35,490 39,637 46,357 47,552 Interest 34,399 36,993 32,388 31,140 37,230 41,000 42,914 40,726 Extraordinary items 0 0 -978 -6,515 10,308 16,200 3,783 0 0 Fax 10,008 10,749 6,603 -458 1,642 5,516 10,00 10,076 10,076 Tax 10,008 10,749 6,622 7,455 24,766 21,999 14,943 12,781 Reported PAT -3,295 1,678 6,622 7,455 | Net Sales | 356,487 | 337,276 | 295,009 | 278,977 | 293,312 | 295,586 | 290,269 | 301,419 |
| EBITDA Margin (%) | Change (%) | 7.9 | -5.4 | -12.5 | -5.4 | 5.1 | 0.8 | -1.8 | 3.8 |
| Depreciation 27,296 21,742 16,487 19,886 23,981 23,931 25,385 26,561 EBIT 41,182 47,663 45,230 32,487 35,490 39,637 46,357 47,552 Interest 34,399 36,993 32,358 31,140 37,230 41,700 42,914 40,726 Other Income 2,273 4,167 9133 2,022 4,327 3,958 3,250 3,250 Extraordinary items 0 0 -978 -6,515 10,308 16,200 3,783 0 PBT 9,055 14,837 12,807 -3,145 12,895 18,695 10,476 10,076 Tax 10,084 10,749 6,803 -458 1,643 6,561 2,259 4,240 Tax Rate (%) 111.4 72.4 53.1 14.6 12.7 36.3 21.6 42.1 Reported PAT -3,295 1,678 7,600 13.969 14,548 5,710 | EBITDA | 68,478 | 69,405 | 61,718 | 52,372 | 59,471 | 63,568 | 71,742 | 74,113 |
| EBIT 41,182 47,663 45,230 32,487 35,490 39,637 46,357 47,552 Interest 34,399 36,993 32,358 31,140 37,230 41,700 42,914 40,726 Other Income 2,273 4,167 913 2,022 4,327 3,588 3,250 3,250 Extraordinary Items 0 0 9-78 -6,515 10,308 16,200 3,783 0 PBT 9,055 14,837 12,807 -3,145 12,895 18,095 10,476 10,076 Tax 10,084 10,749 6,803 -458 1,643 6,561 2,259 4,240 Tax Rate (%) 111.4 72.4 53.1 1.46 12.7 36.3 21.6 42,178 Adjusted PAT -3,295 1,678 7,600 13,969 14,458 5,710 11,160 12,781 Change (%) -143.1 -1509 352.9 8.38 3.5 -60.5 95.5 </td <td>EBITDA Margin (%)</td> <td>19.2</td> <td>18.7</td> <td>24.2</td> <td>21.0</td> <td>21.7</td> <td>21.7</td> <td>24.7</td> <td>24.6</td> | EBITDA Margin (%) | 19.2 | 18.7 | 24.2 | 21.0 | 21.7 | 21.7 | 24.7 | 24.6 |
| Interest 34,399 36,993 32,358 31,140 37,230 41,700 42,914 40,726 Other Income 2,773 4,167 913 2,022 4,327 3,958 3,250 3,250 PBT 9,055 14,837 12,807 -3,145 12,895 18,095 10,476 10,076 Tax 10,084 10,749 6,803 -458 1,643 6,561 2,259 4,240 Tax Rate (%) 111.4 72.4 53.1 14.6 12.7 36.3 21.6 42.1 Reported PAT -3,295 1,678 6,622 7,455 24,66 21,999 14,943 12,781 Adjusted PAT -3,295 1,678 6,622 7,455 24,66 21,999 14,943 12,781 Change (%) -143.1 -15.09 35.29 83.8 3.5 -60.5 95.5 14.5 Consolidated PAT 0 0 0 0 0 0 0 0< | Depreciation | 27,296 | 21,742 | 16,487 | 19,886 | 23,981 | 23,931 | 25,385 | 26,561 |
| Other Income 2,273 4,167 913 2,022 4,327 3,958 3,250 3,250 Extraordinary items 0 0 -978 -6,515 10,308 16,200 3,783 0 PBT 9,055 14,837 12,807 -3,145 12,895 18,095 10,476 10,0076 Tax 10,084 10,749 6,803 -458 1,643 6,561 2,259 4,240 Tax Rate (%) 111.4 72.4 53.1 14.6 12.7 36.3 21.6 42.1 Reported PAT -3,295 1,678 6,622 7,455 24,766 21,909 14,943 12,781 Change (%) -143.1 -150.9 352.9 83.8 3.5 -60.5 95.5 14.5 Consolidated PAT 0 <t< td=""><td>EBIT</td><td>41,182</td><td>47,663</td><td>45,230</td><td>32,487</td><td>35,490</td><td>39,637</td><td>46,357</td><td>47,552</td></t<> | EBIT | 41,182 | 47,663 | 45,230 | 32,487 | 35,490 | 39,637 | 46,357 | 47,552 |
| Extraordinary items 0 0 -978 -6,515 10,308 16,200 3,783 0 PBT 9,055 14,837 12,807 3,145 12,895 18,995 10,476 10,076 Tax 10,084 10,749 6,803 -458 1,643 6,561 2,259 4,240 Tax Rate (%) 1114 72,4 53.1 14.6 12,7 36.3 21.6 42,17 Reported PAT -3,295 1,678 6,622 7,455 24,766 21,909 14,943 12,781 Adjusted PAT -3,295 1,678 7,600 13,969 14,458 5,710 11,160 12,781 Change (%) 0.0 < | Interest | 34,399 | 36,993 | 32,358 | 31,140 | 37,230 | 41,700 | 42,914 | 40,726 |
| PBT 9,055 14,837 12,807 -3,145 12,895 18,095 10,476 10,076 Tax 10,084 10,749 6,803 -458 1,643 6,561 2,259 4,240 Tax Rate (%) 111.4 72.4 53.1 14.6 12.7 36.3 21.6 42.1 Reported PAT -3,295 1,678 6,622 7,455 24,766 21,909 14,943 12,781 Adjusted PAT -3,295 1,678 7,600 13,969 14,458 5,710 11,160 12,781 Change (%) -143.1 -150.9 352.9 83.8 3.5 -60.5 95.5 14.5 Consolidated PAT 0 | Other Income | 2,273 | 4,167 | 913 | 2,022 | 4,327 | 3,958 | 3,250 | 3,250 |
| Tax 10,084 10,749 6,803 -458 1,643 6,561 2,259 4,240 Tax Rate (%) 111.4 72.4 53.1 14.6 12.7 36.3 21.6 42.1 Reported PAT -3,295 1,678 6,622 7,455 24,766 21,909 14,943 12,781 Change (%) -143.1 -150.9 352.9 83.8 3.5 -60.5 95.5 14.5 Consolidated PAT 0 | Extraordinary items | 0 | 0 | -978 | -6,515 | 10,308 | 16,200 | 3,783 | 0 |
| Tax Rate (%) 111.4 72.4 53.1 14.6 12.7 36.3 21.6 42.1 Reported PAT -3,295 1,678 6,622 7,455 24,766 21,909 14,943 12,781 Adjusted PAT -3,295 1,678 7,600 13,969 14,458 5,710 11,160 12,781 Consolidated PAT 0 | PBT | 9,055 | 14,837 | 12,807 | -3,145 | 12,895 | 18,095 | 10,476 | 10,076 |
| Reported PAT -3,295 1,678 6,622 7,455 24,766 21,909 14,943 12,781 Adjusted PAT -3,295 1,678 7,600 13,969 14,458 5,710 11,160 12,781 Change (%) -143.1 -150.9 352.9 83.8 3.5 -60.5 95.5 14.5 Consolidated PAT 0 | Tax | 10,084 | 10,749 | 6,803 | -458 | 1,643 | 6,561 | 2,259 | 4,240 |
| Adjusted PAT -3,295 1,678 7,600 13,969 14,458 5,710 11,160 12,781 Change (%) -143.1 -150.9 352.9 83.8 3.5 -60.5 95.5 14.5 Consolidated PAT 0< | Tax Rate (%) | 111.4 | 72.4 | 53.1 | 14.6 | 12.7 | 36.3 | 21.6 | 42.1 |
| Change (%) -143.1 -150.9 352.9 83.8 3.5 -60.5 95.5 14.5 Consolidated PAT (Change (%)) 0 <th< td=""><td>Reported PAT</td><td>-3,295</td><td>1,678</td><td>6,622</td><td>7,455</td><td>24,766</td><td>21,909</td><td>14,943</td><td>12,781</td></th<> | Reported PAT | -3,295 | 1,678 | 6,622 | 7,455 | 24,766 | 21,909 | 14,943 | 12,781 |
| Consolidated PAT 0 | Adjusted PAT | -3,295 | 1,678 | 7,600 | 13,969 | 14,458 | 5,710 | 11,160 | 12,781 |
| Change (%) 0.0 <th< td=""><td>Change (%)</td><td>-143.1</td><td>-150.9</td><td>352.9</td><td>83.8</td><td>3.5</td><td>-60.5</td><td>95.5</td><td>14.5</td></th<> | Change (%) | -143.1 | -150.9 | 352.9 | 83.8 | 3.5 | -60.5 | 95.5 | 14.5 |
| Comment Comm | Consolidated PAT | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Y/E Mar 2014 2015 2016 2017 2018 2019 2020E 2021E Share Capital 2,373 2,705 2,706 2,17 2,112 2,112 | Change (%) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Y/E Mar 2014 2015 2016 2017 2018 2019 2020E 2021E Share Capital 2,373 2,705 2,706 2,17 2,112 2,112 | Balance Sheet | | | | | | | (INF | R Million) |
| Reserves 104,733 122,716 113,629 115,090 149,897 164,507 172,548 178,399 Net Worth 107,106 125,421 116,334 117,795 152,602 167,212 175,253 181,104 Debt 416,725 423,419 403,486 503,154 500,892 500,060 489,049 477,112 Deferred Tax 11,379 14,014 20,969 17,598 5,166 10,568 10,568 10,568 Total Capital Employed 557,943 587,779 558,286 657,237 678,813 699,507 698,350 693,912 Gross Fixed Assets 550,345 583,351 476,643 577,520 604,390 599,714 627,865 654,624 Less: Acc Depreciation 179,730 202,217 112,536 130,311 155,993 173,081 198,466 225,027 Net Fixed Assets 370,616 381,133 364,108 447,209 448,398 426,633 429,400 429,597 Capital WIP | Y/E Mar | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | · · · · · · · · · · · · · · · · · · · | · |
| Net Worth 107,106 125,421 116,334 117,795 152,602 167,212 175,253 181,104 Debt 416,725 423,419 403,486 503,154 500,892 500,060 489,049 477,112 Deferred Tax 11,379 14,014 20,969 17,598 5,166 10,568 10,568 10,568 Total Capital Employed 557,943 587,779 558,286 657,237 678,813 699,507 698,350 693,912 Gross Fixed Assets 550,345 583,351 476,643 577,520 604,390 599,714 627,865 654,624 Less: Acc Depreciation 179,730 202,217 112,536 130,311 155,993 173,081 198,466 225,027 Net Fixed Assets 370,616 381,133 364,108 447,209 448,398 426,633 429,400 429,597 Capital WIP 33,887 36,505 13,449 21,779 16,526 25,757 25,757 25,757 125,757 Inves | Share Capital | 2,373 | 2,705 | 2,705 | 2,705 | 2,705 | 2,705 | 2,705 | 2,705 |
| Debt 416,725 423,419 403,486 503,154 500,892 500,060 489,049 477,112 Deferred Tax 11,379 14,014 20,969 17,598 5,166 10,568 10,568 10,568 Total Capital Employed 557,943 587,779 558,286 657,237 678,813 699,507 698,350 693,912 Gross Fixed Assets 550,345 583,351 476,643 577,520 604,390 599,714 627,865 654,624 Less: Acc Depreciation 179,730 202,217 112,536 130,311 155,993 173,081 198,466 225,027 Net Fixed Assets 370,616 381,133 364,108 447,209 448,398 426,633 429,400 429,597 Capital WIP 33,887 36,505 13,449 21,779 16,526 25,757 25,757 25,757 Investments 26,787 27,326 114,468 108,592 119,928 128,511 130,068 131,887 Current Assets <t< td=""><td>Reserves</td><td>104,733</td><td>122,716</td><td>113,629</td><td>115,090</td><td>149,897</td><td>164,507</td><td>172,548</td><td>178,399</td></t<> | Reserves | 104,733 | 122,716 | 113,629 | 115,090 | 149,897 | 164,507 | 172,548 | 178,399 |
| Deferred Tax 11,379 14,014 20,969 17,598 5,166 10,568 10,568 10,568 Total Capital Employed 557,943 587,779 558,286 657,237 678,813 699,507 698,350 693,912 Gross Fixed Assets 550,345 583,351 476,643 577,520 604,390 599,714 627,865 654,624 Less: Acc Depreciation 179,730 202,217 112,536 130,311 155,993 173,081 198,466 225,027 Net Fixed Assets 370,616 381,133 364,108 447,209 448,398 426,633 429,400 429,597 Capital WIP 33,887 36,505 13,449 21,779 16,526 25,757 25,757 25,757 Investments 26,787 27,326 114,468 108,592 119,928 128,511 130,068 131,887 Current Assets 219,373 243,207 215,266 226,458 227,068 234,378 227,725 222,224 Inventory | Net Worth | 107,106 | 125,421 | 116,334 | 117,795 | 152,602 | 167,212 | 175,253 | 181,104 |
| Total Capital Employed 557,943 587,779 558,286 657,237 678,813 699,507 698,350 693,912 Gross Fixed Assets 550,345 583,351 476,643 577,520 604,390 599,714 627,865 654,624 Less: Acc Depreciation 179,730 202,217 112,536 130,311 155,993 173,081 198,466 225,027 Net Fixed Assets 370,616 381,133 364,108 447,209 448,398 426,633 429,400 429,597 Capital WIP 33,887 36,505 13,449 21,779 16,526 25,757 25,757 25,757 25,757 18,757 119,928 128,511 130,068 131,887 134,887 26,787 27,326 114,468 108,592 119,928 128,511 130,068 131,887 Current Assets 219,373 243,207 215,266 226,458 227,068 234,378 227,725 222,224 10,064 17,064 17,064 17,064 17,064 17,064 16,064 <td>Debt</td> <td>416,725</td> <td>423,419</td> <td>403,486</td> <td>503,154</td> <td>500,892</td> <td>500,060</td> <td>489,049</td> <td>477,112</td> | Debt | 416,725 | 423,419 | 403,486 | 503,154 | 500,892 | 500,060 | 489,049 | 477,112 |
| Gross Fixed Assets 550,345 583,351 476,643 577,520 604,390 599,714 627,865 654,624 Less: Acc Depreciation 179,730 202,217 112,536 130,311 155,993 173,081 198,466 225,027 Net Fixed Assets 370,616 381,133 364,108 447,209 448,398 426,633 429,400 429,597 Capital WIP 33,887 36,505 13,449 21,779 16,526 25,757 25,757 25,757 Investments 26,787 27,326 114,468 108,592 119,928 128,511 130,068 131,887 Current Assets 219,373 243,207 215,266 226,458 227,068 234,378 227,725 222,224 Inventory 20,733 18,442 13,734 15,996 16,231 17,064 17,064 17,064 17,064 16,064 20,521 16,219 9,544 38,847 33,382 23,382 23,382 23,317 140,628 139,628 134,258 <td>Deferred Tax</td> <td>11,379</td> <td>14,014</td> <td>20,969</td> <td>17,598</td> <td>5,166</td> <td>10,568</td> <td>10,568</td> <td>10,568</td> | Deferred Tax | 11,379 | 14,014 | 20,969 | 17,598 | 5,166 | 10,568 | 10,568 | 10,568 |
| Less: Acc Depreciation 179,730 202,217 112,536 130,311 155,993 173,081 198,466 225,027 Net Fixed Assets 370,616 381,133 364,108 447,209 448,398 426,633 429,400 429,597 Capital WIP 33,887 36,505 13,449 21,779 16,526 25,757 25,757 25,757 Investments 26,787 27,326 114,468 108,592 119,928 128,511 130,068 131,887 Current Assets 219,373 243,207 215,266 226,458 227,068 234,378 227,725 222,224 Inventory 20,733 18,442 13,734 15,996 16,231 17,064 17,064 17,064 Debtors 45,426 55,640 35,402 38,321 27,889 44,453 31,186 32,150 Cash & Bank 18,956 21,064 16,740 20,521 16,219 9,544 38,847 33,382 Loans & Adv, Others 134,258 <td< td=""><td>Total Capital Employed</td><td>557,943</td><td>587,779</td><td>558,286</td><td>657,237</td><td>678,813</td><td>699,507</td><td>698,350</td><td>693,912</td></td<> | Total Capital Employed | 557,943 | 587,779 | 558,286 | 657,237 | 678,813 | 699,507 | 698,350 | 693,912 |
| Net Fixed Assets 370,616 381,133 364,108 447,209 448,398 426,633 429,400 429,597 Capital WIP 33,887 36,505 13,449 21,779 16,526 25,757 25,757 25,757 Investments 26,787 27,326 114,468 108,592 119,928 128,511 130,068 131,887 Current Assets 219,373 243,207 215,266 226,458 227,068 234,378 227,725 222,224 Inventory 20,733 18,442 13,734 15,996 16,231 17,064 17,064 17,064 Debtors 45,426 55,640 35,402 38,321 27,889 44,453 31,186 32,150 Cash & Bank 18,956 21,064 16,740 20,521 16,219 9,544 38,847 33,382 Loans & Adv, Others 134,258 148,062 149,389 151,621 166,729 163,317 140,628 139,628 Curr Liabs & Provns 156,040 16 | Gross Fixed Assets | 550,345 | 583,351 | 476,643 | 577,520 | 604,390 | 599,714 | 627,865 | 654,624 |
| Capital WIP 33,887 36,505 13,449 21,779 16,526 25,757 25,757 25,757 Investments 26,787 27,326 114,468 108,592 119,928 128,511 130,068 131,887 Current Assets 219,373 243,207 215,266 226,458 227,068 234,378 227,725 222,224 Inventory 20,733 18,442 13,734 15,996 16,231 17,064 17,064 17,064 17,064 17,064 17,064 17,064 17,064 17,064 16,231 17,064 16,740 20,521 16,219 9,544 38,847 | Less: Acc Depreciation | 179,730 | 202,217 | 112,536 | 130,311 | 155,993 | 173,081 | 198,466 | 225,027 |
| Investments 26,787 27,326 114,468 108,592 119,928 128,511 130,068 131,887 Current Assets 219,373 243,207 215,266 226,458 227,068 234,378 227,725 222,224 Inventory 20,733 18,442 13,734 15,996 16,231 17,064 17,064 17,064 Debtors 45,426 55,640 35,402 38,321 27,889 44,453 31,186 32,150 Cash & Bank 18,956 21,064 16,740 20,521 16,219 9,544 38,847 33,382 Loans & Adv, Others 134,258 148,062 149,389 151,621 166,729 163,317 140,628 139,628 Curr Liabs & Provns 156,040 166,650 142,311 164,127 149,522 132,189 131,015 131,969 Net Current Assets 63,333 76,557 72,955 62,332 77,546 102,190 96,710 90,255 | Net Fixed Assets | 370,616 | 381,133 | 364,108 | 447,209 | 448,398 | 426,633 | 429,400 | 429,597 |
| Current Assets 219,373 243,207 215,266 226,458 227,068 234,378 227,725 222,224 Inventory 20,733 18,442 13,734 15,996 16,231 17,064 16,219 9,544 38,847 33,382 133,382 149,389 151,621 166,729 163,317 140,628 139,628 139,628 142,311 164,127 149,522 132,189 131,015 131,969 131,969 142,311 164,127 149,522 132,189 131,015 131,969 < | Capital WIP | 33,887 | 36,505 | 13,449 | 21,779 | 16,526 | 25,757 | 25,757 | 25,757 |
| Inventory 20,733 18,442 13,734 15,996 16,231 17,064 17,064 17,064 Debtors 45,426 55,640 35,402 38,321 27,889 44,453 31,186 32,150 Cash & Bank 18,956 21,064 16,740 20,521 16,219 9,544 38,847 33,382 Loans & Adv, Others 134,258 148,062 149,389 151,621 166,729 163,317 140,628 139,628 Curr Liabs & Provns 156,040 166,650 142,311 164,127 149,522 132,189 131,015 131,969 Net Current Assets 63,333 76,557 72,955 62,332 77,546 102,190 96,710 90,255 | Investments | 26,787 | 27,326 | 114,468 | 108,592 | 119,928 | 128,511 | 130,068 | 131,887 |
| Debtors 45,426 55,640 35,402 38,321 27,889 44,453 31,186 32,150 Cash & Bank 18,956 21,064 16,740 20,521 16,219 9,544 38,847 33,382 Loans & Adv, Others 134,258 148,062 149,389 151,621 166,729 163,317 140,628 139,628 Curr Liabs & Provns 156,040 166,650 142,311 164,127 149,522 132,189 131,015 131,969 Net Current Assets 63,333 76,557 72,955 62,332 77,546 102,190 96,710 90,255 | Current Assets | 219,373 | 243,207 | 215,266 | 226,458 | 227,068 | 234,378 | 227,725 | 222,224 |
| Cash & Bank 18,956 21,064 16,740 20,521 16,219 9,544 38,847 33,382 Loans & Adv, Others 134,258 148,062 149,389 151,621 166,729 163,317 140,628 139,628 Curr Liabs & Provns 156,040 166,650 142,311 164,127 149,522 132,189 131,015 131,969 Net Current Assets 63,333 76,557 72,955 62,332 77,546 102,190 96,710 90,255 | Inventory | 20,733 | 18,442 | 13,734 | 15,996 | 16,231 | 17,064 | 17,064 | 17,064 |
| Loans & Adv, Others 134,258 148,062 149,389 151,621 166,729 163,317 140,628 139,628 Curr Liabs & Provns 156,040 166,650 142,311 164,127 149,522 132,189 131,015 131,969 Net Current Assets 63,333 76,557 72,955 62,332 77,546 102,190 96,710 90,255 | Debtors | 45,426 | 55,640 | 35,402 | 38,321 | 27,889 | 44,453 | 31,186 | 32,150 |
| Curr Liabs & Provns 156,040 166,650 142,311 164,127 149,522 132,189 131,015 131,969 Net Current Assets 63,333 76,557 72,955 62,332 77,546 102,190 96,710 90,255 | Cash & Bank | 18,956 | 21,064 | 16,740 | 20,521 | 16,219 | 9,544 | 38,847 | 33,382 |
| Net Current Assets 63,333 76,557 72,955 62,332 77,546 102,190 96,710 90,255 | Loans & Adv, Others | 134,258 | 148,062 | 149,389 | 151,621 | 166,729 | 163,317 | 140,628 | 139,628 |
| | Curr Liabs & Provns | 156,040 | 166,650 | 142,311 | 164,127 | 149,522 | 132,189 | 131,015 | 131,969 |
| Total Assets 557,943 587,779 565,036 657,237 678,813 699,507 698,350 693,912 | Net Current Assets | 63,333 | 76,557 | 72,955 | 62,332 | 77,546 | 102,190 | 96,710 | 90,255 |
| | Total Assets | 557,943 | 587,779 | 565,036 | 657,237 | 678,813 | 699,507 | 698,350 | 693,912 |

Financials and Valuations

Divd Paid (incl Tax) & Others

CF from Fin. Activity

Add: Opening Balance

Inc/(Dec) in Cash

Closing Balance

-6,216

-32,654

-5,717

24,673

18,956

-8,210

2,109

18,956

21,064

-22,386

-9,277

-55,680

-11,073

21,064

9,991

-6,975

9,937

10,530

9,991

20,521

-5,930

-4,301

20,521

16,219

-47,263

-5,667

-51,845

-18,343

16,219

9,544

-7,856

-61,781

29,302

9,544

38,847

-8,074

-60,738

-5,465

38,847

33,382

Ratios

| Ratios | | | | | | | | |
|----------------------------|---------|---------|---------|---------|---------|---------|---------|-------------|
| Y/E Mar | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020E | 2021E |
| Basic (INR) | | | | | | | | |
| EPS | -1.4 | 0.6 | 2.8 | 5.2 | 5.3 | 2.1 | 4.1 | 4.7 |
| Cash EPS | 10.1 | 8.7 | 8.9 | 12.5 | 14.2 | 11.0 | 13.5 | 14.5 |
| Book Value | 45.1 | 46.4 | 43.0 | 43.5 | 56.4 | 61.8 | 64.8 | 67.0 |
| DPS | 1.3 | 1.3 | 1.3 | 0.0 | 0.0 | 1.3 | 1.3 | 1.3 |
| Payout (incl. Div. Tax.) | -90.0 | 209.5 | 46.3 | 0.0 | 0.0 | 61.6 | 31.5 | 27.5 |
| Valuation(x) | | | | | | | | |
| P/E | -61.1 | 124.3 | 23.0 | 11.4 | 11.0 | 28.0 | 14.3 | 12.5 |
| Price / Book Value | 1.9 | 1.7 | 1.5 | 1.4 | 1.0 | 1.0 | 0.9 | 0.9 |
| EV/Sales | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EV/EBITDA | 9.1 | 10.1 | 8.2 | 11.3 | 10.5 | 10.5 | 8.8 | 8.5 |
| Dividend Yield (%) | 1.5 | 1.7 | 2.0 | 0.0 | 0.0 | 2.2 | 2.2 | 2.2 |
| Profitability Ratios (%) | | | | | | | | |
| RoE | -3.1 | 1.4 | 6.3 | 11.9 | 10.7 | 3.6 | 6.5 | 7.2 |
| RoCE | 6.1 | 6.1 | 8.6 | 6.8 | 6.3 | 5.5 | 6.8 | 6.7 |
| Turnover Ratios (%) | | | | | | | | |
| Asset Turnover (x) | 0.6 | 0.6 | 0.5 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Debtors (No. of Days) | 47 | 60 | 44 | 50 | 35 | 55 | 39 | 39 |
| Inventory (No. of Days) | 21 | 20 | 17 | 21 | 20 | 21 | 21 | 21 |
| Leverage Ratios (%) | | | | | | | | |
| Net Debt/Equity (x) | 3.1 | 2.7 | 2.9 | 3.5 | 2.8 | 2.6 | 2.3 | 2.2 |
| Cash Flow Statement | | | | | | | (II | NR Million) |
| Y/E Mar | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020E | 2021E |
| Adjusted EBITDA | 68,478 | 69,405 | 61,718 | 52,372 | 59,471 | 63,568 | 71,742 | 74,113 |
| Non cash opr. exp (inc) | 5,861 | 4,101 | 19,625 | 1,686 | 602 | 462 | 0 | 0 |
| (Inc)/Dec in Wkg. Cap. | 38 | -5,611 | 20,488 | 21,843 | 9,584 | -13,234 | 13,093 | 990 |
| Tax Paid | -9,546 | -8,085 | -4,295 | -6,323 | -6,019 | -5,058 | -2,259 | -4,240 |
| Other operating activities | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| CF from Op. Activity | 64,831 | 59,809 | 97,536 | 69,578 | 63,639 | 45,738 | 82,576 | 70,863 |
| (Inc)/Dec in FA & CWIP | -43,361 | -34,936 | -39,864 | -33,223 | -35,604 | -35,762 | -28,151 | -26,758 |
| Free cash flows | 21,469 | 24,873 | 57,672 | 36,356 | 28,035 | 9,976 | 54,424 | 44,105 |
| (Pur)/Sale of Invt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others | 5,467 | -378 | -13,065 | -35,763 | 14,926 | 23,526 | 36,659 | 11,168 |
| CF from Inv. Activity | -37,894 | -35,315 | -52,929 | -68,986 | -20,677 | -12,236 | 8,508 | -15,590 |
| Inc/(Dec) in Net Worth | 259 | 20,692 | 149 | 9 | 2 | 0 | 0 | 0 |
| Inc / (Dec) in Debt | 7,234 | -1,026 | -13,037 | 49,608 | 4,370 | -6,416 | -11,011 | -11,937 |
| Interest Paid | -33,931 | -33,842 | -33,515 | -32,704 | -45,704 | -39,761 | -42,914 | -40,726 |
| | | | | | | | | |

| Explanation of Investment Rating | | | | |
|----------------------------------|--|--|--|--|
| Investment Rating | Expected return (over 12-month) | | | |
| 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 | | | |

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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