

Motilal Oswal

BSE SENSEX

40,914

S&P CNX 12,036

Motherson Sumi Systems Limited

Stock Info

MSS IN
3,158
422.2 / 5.9
176 / 91
-7/20/-17
1231
38.3

Financials & Valuations (INR b)

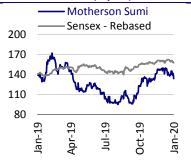
Y/E March	FY20E	FY21E	FY22E
Sales	674.2	758.3	844.2
EBITDA	55.0	72.7	87.1
Adj. PAT	14.7	21.2	26.6
EPS (INR)	4.6	6.7	8.4
EPS Gr. (%)	-9.1	44.9	25.3
BV/Sh. (INR)	38.9	43.5	49.3
Ratios			
Net D:E	0.5	0.2	-0.1
RoE (%)	12.4	16.3	18.2
RoCE (%)	8.3	12.0	13.8
Payout (%)	31.5	31.5	31.5
Valuations			
P/E (x)	28.8	19.9	15.9
P/BV (x)	3.4	3.1	2.7
Div. Yield (%)	0.9	1.4	1.7
FCF Yield (%)	0.7	0.6	0.5

Shareholding pattern (%)

As On	Dec-19	Sep-19	Dec-18
Promoter	61.7	61.7	61.7
DII	12.6	13.5	9.9
FII	16.4	15.0	17.5
Others	9.3	9.8	10.9

FII Includes depository receipts

Stock Performance (1-year)



CMP: INR134 TP: INR160 (+20%)

Buy

Business reorganization to segregate India business

To acquire balance 49% stake in SMRPBV through share swap

- MSS has proposed the reorganization of businesses within the group with an objective of (a) addressing the long-standing request of Sumitomo (~25.34% stake in MSS) for keeping its participation focused on the India wiring harness business, and (b) consolidating/simplifying the structure for minority shareholders.
- This will lead to the acquisition of the balance 49% stake in SMRPBV (HoldCo for mirrors and plastic part business) from SAMIL (Promoter owned HoldCo of MSS) through share swap with MSS.
- The proposed structure will create two listed entities (a) the India wiring harness business, and (b) global businesses + other India businesses. We believe that this will drive better value discovery for the global business and also give minority shareholders an option of investing in either or both the businesses.

Specifics of the group business reorganization proposal

- The Board of Directors of MSS have granted an in-principle approval for reorganization of businesses within the group, which includes
 - > Demerger of the India wiring harness business into a new company having mirror shareholding as MSS and shall be listed,
 - > Consolidation of shareholding in SMRPBV by merging ~49% stake held by Samvardhana Motherson International Ltd (SAMIL) in SMRPBV into MSS.
- Demerger of the India wiring harness business would not include the 50% JV with Kyungshin Industrial Motherson, which makes wiring harnesses for Hyundai India.
- Effectively, the current listed entity (MSS-2) will be left with the global businesses (100% of SMRPBV and PKC) and the remaining India businesses including JVs. The India wiring harness business (MSS-1) will be focused on the domestic India business, as desired by Sumitomo (Refer Exhibit 1 & 6). MSS has a sub-committee of directors to drive this and come back with a definitive proposal and scheme of reorganization within a period of 3-4 months.

Key questions answered by the management on the call

- How will the split happen? MSSL-1 will be just the India wiring harness business (excl. India wiring harness JV with Kyungshin). MSSL-2 will be the global businesses + other India businesses/JVs including the wiring harness JV supplying to Hyundai. Any wiring harness business outside India would be in MSSL-2.
- Why not merge SAMIL (Promoter owned entity)? All other businesses (ex 49% of SMRPBV) in SAMIL are in the form of JVs, and hence, it is difficult to merge.

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Investors are advised to refer through important disclosures made at the last page of the Research Report. Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- Implications for future M&A: Future M&As will be only in MSSL-2 and not in SAMIL (promoter entity). SAMIL can look at JVs. Also, MSSL-2 would not have any restriction on acquiring any car wiring harness business outside India (which was restricted so far by Sumitomo). This transaction doesn't influence any M&A activity of the group.
- How will be the 49% stake of SMRPBV be acquired from SAMIL? Acquisition of SAMIL's 49% stake in SMRPBV would happen through an equity share swap with MSS-2 and wouldn't be a cash deal. The promoters assured that it would be a generous and fair deal to the minority. Valuations of SMRPBV would be based on the current performance and not the normalized improved performance of SMP.
- Why now? A sub-committee was formed in Jan'12 for simplifying the structure, but the challenge always was to ensure tax-efficient restructuring for all shareholders. If there is a pushback from Independent directors, then the company is open to drop this proposal.
- Tax implication: This proposal doesn't have tax implications as it is a demerger. This was the biggest consideration.
- Timeline of 3-4 months for internal work including valuations and then further time for the regulatory side.

Valuation and view: We shift to SOTP-based multiple to reflect this

- We believe this reorganization would lead to better value discovery of the global businesses of MSS-2, as currently we were valuing MSS on consolidated EPS. However, increasingly MSS-2 would be benchmarked to its global peers in the automotive supply chain.
- Also, this reorganization would give minority shareholders an option of investing in either or both the businesses. This needs to be seen in context of the increasing exposure to the global automotive cycle in the current structure, which might not fit in with the mandate of many investors (with focus on India plays).
- Our fundamental view on MSS remains intact stabilization of SMP's greenfield plant is critical to drive recovery in earnings for MSS and we estimate it to reflect in FY21. This coupled with execution of a strong order book, limited capex at SMPBV and the India business benefitting from content increase in BS6 augurs well for MSS.
- To reflect this reorganization, we are moving to SOTP-based TP estimation from valuing MSS at ~22x consol. EPS. In our Mar'22E SOTP-based TP, we value the India business at ~25x EPS (in line with comparable peers) and the other global businesses (SMRPBV and PKC) at ~15x EPS (at over 30% premium to comparable peers due to higher EPS growth and faster RoE improvement – refer exhibit 8). This results in ~10% reduction in TP and implied ~19x target P/E. We maintain **Buy** with TP of ~INR160.

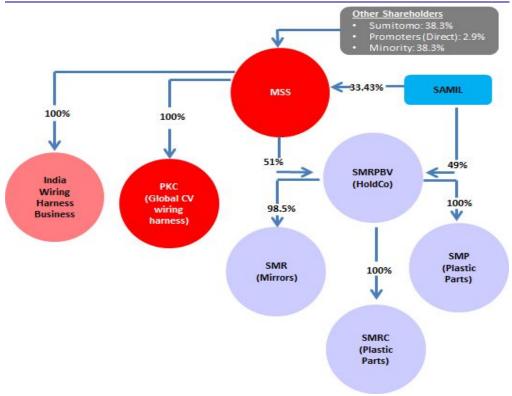


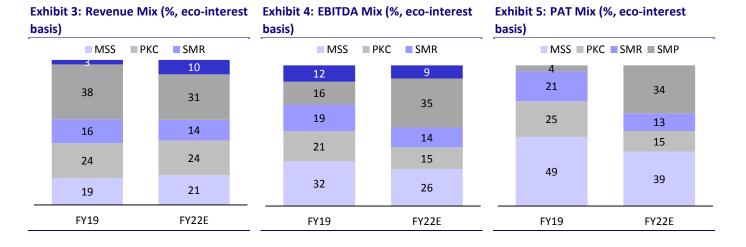
Exhibit 1: MSS – Current structuring of the businesses

Source: Company, MOFSL

Exhibit 2: MSS – Business Structure (Current)

Company		Business	Stake	Revenues	EBITDA Margins (%)	PAT	RoCE (Pre tax, %)
MSS (INR m)	FY19	Wiring harness	100%	75,813	16.8	8,138	45
	FY22E	+ Other business		87,259	17.9	10,584	39.2
PKC (EUR m)	FY19	Wiring harness	100%	1,176	8.9	52	26
	FY22E			1,234	9.1	48.6	23
SMR (EUR m)	FY19	Mirrors	51%	1,604	11.3		
	FY22E			1,694	11.8		
SMP (EUR m)		Polymers	51%	3,677	4.3		
	FY22E			5,807	8.5		
Total Consol	FY19	INR b		425	10.1	16.2	21.5
	FY22E			761	12.1	37.1	28.1

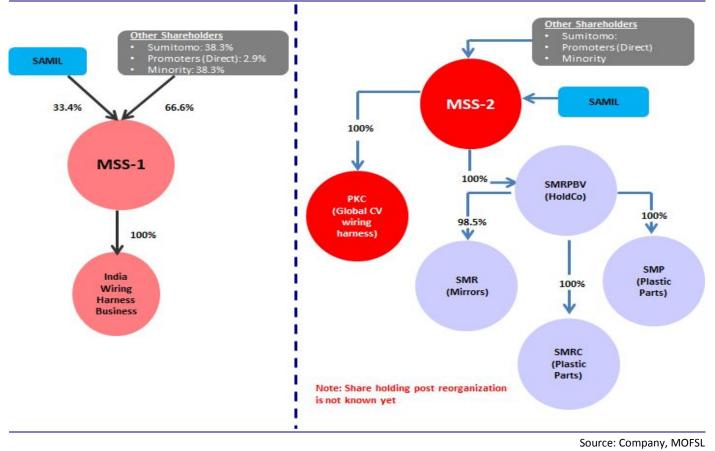
Source: Company, MOFSL



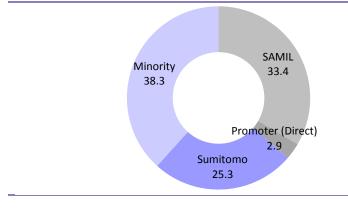
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Motherson Sumi

Exhibit 6: MSS – Proposed reorganization







Source: Company, MOFSL

Exhibit 8: Global Automotive Suppliers – Comparative Financial Indicators and Valuations

		FY19-22E CAGR (%)		FY19-22E CAGR (%) 5 Yr Avg				PE (x)			PB (x)		
	Мсар				EBITDA	EBIT							
	(USD M)	Revenue	EBIT	PAT	Margins (%)	Margins (%)	RoE (%)	FY20	FY21E	FY22E	FY20	FY21E	FY22E
Denso Corp	32,846	2.8	9.7	9.8	12.5	6.8	7.9	13.5	11.9	10.6	0.9	0.9	0.8
Continental AG	22,630	-0.8	-5.5	-7.9	13.6	7.9	15.3	10.2	9.4	8.3	1.3	1.2	1.1
Aptiv PLC	22,384	3.3	10.0	10.9	15.7	10.9	33.3	19.8	16.7	15.0	6.3	4.9	4.3
Hyundai Mobis	18,307	3.8	10.0	13.7	8.2	6.3	7.3	10.7	7.9	7.3	0.7	0.6	0.6
Magna International	15,726	-0.8	-0.6	-4.7	10.4	6.7	19.4	8.6	7.8	6.9	1.4	1.3	1.2
Sumitomo Electric	10,784	2.1	1.9	0.0	10.1	5.1	7.0	13.0	10.9	9.9	0.7	0.7	0.7
Lear Corp	7,624	-0.8	-3.3	-7.4	9.3	7.0	23.7	8.7	8.7	7.7	1.8	1.6	1.4
Valeo SA	7,168	1.5	3.4	8.8	12.7	6.2	13.9	16.4	12.0	9.0	1.4	1.3	1.2
Koito Manufacturing	7,105	3.2	3.6	0.2	16.0	12.0	15.5	12.9	11.6	10.8	1.5	1.4	1.3
Autoliv Inc	6,822	2.2	12.3	50.8	13.9	9.4	17.2	14.7	12.0	10.5	3.5	2.8	2.3
Faurecia SE	6,582	1.8	7.2	4.2	12.2	6.8	19.2	8.9	7.9	6.9	1.6	1.4	1.2
CIE Plastic Omnium	3,767	6.8	0.9	-12.2	11.9	6.8	19.0	11.5	10.0	8.8	1.5	1.4	1.2
Stanley Electric	4,566	0.9	3.1	1.1	20.1	12.2	10.0	14.5	12.2	11.3	1.2	1.1	1.0
Toyota Boshoku	2,759	1.1	-0.3	8.8	6.9	4.3	11.4	11.2	9.3	8.6	1.0	0.9	0.8
Visteon Corp	2,337	6.2	10.4	0.1	9.5	6.4	32.1	28.6	17.1	12.3	6.0	6.1	5.4
Tokai Rika	1,639	2.2	2.8	9.6	9.9	5.9	9.0	8.6	7.9	7.4	0.7	0.7	0.6
Delphi Tech	1,338	-4.5	-7.8	-14.1	13.0	8.1	72.0	6.7	7.4	6.0	3.6	2.8	2.2
Tenneco	766	14.1	40.1	76.6	7.7	4.1	15.9	2.8	2.7	2.5	0.4	0.4	0.3
Leoni	385	-1.7	2.8	-0.9	4.7	1.2	6.6	NA	87.5	4.4	0.4	0.4	0.4
Motherson Sumi	5,912	6.8	13.2	21.6	9.1	5.6	16.7	25.2	19.5	16.9	3.5	3.1	2.8
Average		1.9	2.8	1.9	11.1	6.8	15.1	11.4	10.0	8.6	1.4	1.3	1.2

Source: Bloomberg, MOFSL

Exhibit 9: SOTP INR Sh Target PE (x) FY21E FY22E **Equity Value** MSS (S/A) 25 74 84 РКС 15 18 19 SMRPBV 15 40 57 Others 15 -1 1 Target Price (INR/Sh) 130 160 Upside (%) -2.5 19.6

Source: Bloomberg, MOFSL

Motherson Sumi | Story in Charts

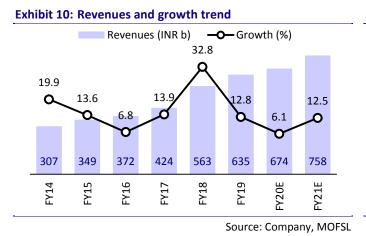


Exhibit 11: Consol. EBITDA and margin trend

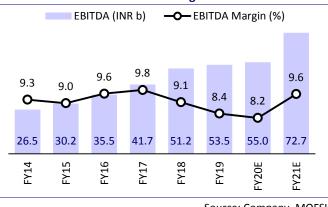


Exhibit 13: Business-wise EBITDA margins build-up

3%

0

SMR

1%

0

PKC

4%

0

MSSL

53.5

FY19

17%

0

72.8

FY21E

4%

Ο

0

Others

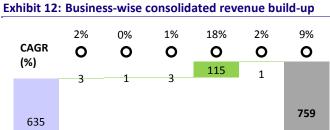
Source: Company, MOFSL

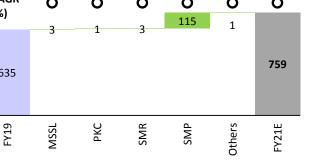
52%

0

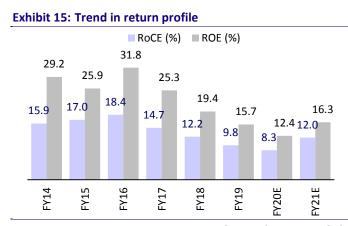
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SMP

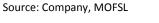


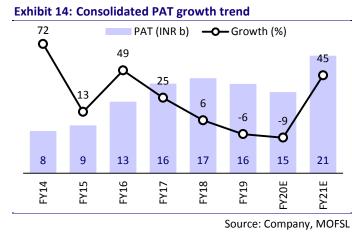


CAGR (%)



Source: Company, MOFSL





Source: Company, MOFSL

Financials and Valuations

Consolidated - Income Statement							(INR M)
Y/E March	FY16	FY17	FY18	FY19	FY20E	FY21E	FY22E
Total Income from Operations	372,163	423,755	562,933	635,229	674,242	758,328	844,245
Change (%)	6.8	13.9	32.8	12.8	6.1	12.5	11.3
Raw Materials	223,737	257,507	343,121	367,383	374,534	402,968	430,964
Employees Cost	71,573	80,909	110,678	141,694	162,948	187,391	215,499
Other Expenses	41,372	43,671	57,908	72,668	81,763	95,250	110,726
Total Expenditure	336,682	382,087	511,707	581,745	619,246	685,608	757,189
% of Sales	90.5	90.2	90.9	91.6	91.8	90.4	89.7
EBITDA	35,481	41,668	51,226	53,484	54,996	72,720	87,057
Margin (%)	9.5	9.8	9.1	8.4	8.2	9.6	10.3
Depreciation	10,872	10,590	15,752	20,582	26,274	27,923	29,944
EBIT	24,609	31,078	35,474	32,902	28,722	44,796	57,112
Intrest Charges	3,450	3,749	4,108	4,232	5,267	4,545	4,361
Other Income	393	2,642	1,701	2,202	2,300	2,450	2,550
PBT bef. EO Exp.	21,552	29,971	33,067	30,872	25,755	42,702	55,301
EO Items	0	-974	-1,777	0	0	0	0
PBT after EO Exp.	21,552	28,997	31,290	30,872	25,755	42,702	55,301
Total Tax	5,192	9,103	10,072	11,022	7,984	13,238	17,143
Tax Rate (%)	24.1	31.4	32.2	35.7	31.0	31.0	31.0
Minority Interest	3,437	4,350	5,249	3,719	3,113	8,226	11,539
Reported PAT	12,923	15,543	15,970	16,132	14,658	21,238	26,618
Adjusted PAT	12,923	16,058	17,024	16,132	14,658	21,238	26,618
Change (%)	49.2	24.3	6.0	-5.2	-9.1	44.9	25.3
Margin (%)	3.5	3.8	3.0	2.5	2.2	2.8	3.2
Consolidated - Balance Sheet							(INR M)
Y/E March	FY16	FY17	FY18	FY19	FY20E	FY21E	FY22E
Equity Share Capital	1,323	1,404	2,105	3,158	3,158	3,158	3,158
Total Reserves	39,786	53,265	63,015	81,569	91,617	106,174	124,420
Net Worth	43,971	82,727	93,178	112,785	122,833	137,390	155,636
Minority Interest	15,123	22,322	29,600	34,797	39,060	48,586	61,525
Total Loans	57,415	101,418	94,770	109,428	106,428	103,428	100,428
Deferred Tax Liabilities	-3,604	-5,024	-6,266	-6,123	-6,123	-6,123	-6,123
Capital Employed	112,905	201,443	211,282	250,888	262,198	283,282	311,467
Gross Block							
Less: Accum. Deprn.	80,462	135,237	174,332	190,917	211,515	230,066	248,939
Net Fixed Assets	11,924	33,590	51,138	71,720	97,994	125,917	155,862
Goodwill	68,538	101,647	123,194	119,197	113,521	104,149	93,078
Capital WIP	2,931	19,379	22,646	22,646	22,646	22,646	22,646
Total Investments	13,970	19,348	25,849	10,463	10,463	10,463	10,463
Curr. Assets, Loans&Adv.	591	684	2,467	2,389	2,389	2,389	2,389
Inventory							
Account Receivables	97,766	137,061	133,905	157,377	154,908	200,608	255,441
Cash and Bank Balance	22,850	30,716	40,132	46,635	42,486	47,785	53,199
Loans and Advances	46,537	46,552	56,236	61,663	60,959	68,561	76,329
Curr. Liability & Prov.	17,717	48,866	27,816	35,469	39,080	70,335	110,409
Account Payables	10,662	10,927	9,722	13,610	12,382	13,927	15,504
Other Current Liabilities	82,531	117,230	157,430	176,291	156,825	172,070	187,647
Provisions	51,627	73,003	90,640	106,613	119,407	133,735	149,784
Net Current Assets	29,478	42,600	65,168	67,213	35,249	35,895	35,147
Misc Expenditure	1,426	1,628	1,622	2,465	2,169	2,440	2,716
Appl. of Funds	15,235	19,831	-23,525	-18,914	-1,917	28,538	67,794
E. MOECH Estimates							

E: MOFSL Estimates

Financials and Valuations

Basic (NR) U U U Cash FPS 6.5 7.1 9.1 9.7 10.3 12.7 14.8 BV/Share 14.8 26.2 29.5 35.7 38.9 43.5 43.5 DPS 1.0 0.9 1.5 1.5 1.3 1.8 23.5 Valuation (X) 22.2 23.6 34.6 34.2 31.5 31.5 31.5 Valuation (X) 31.8 22.3 28.8 19.9 15.9 P/V 9.0 5.1 4.5 3.7 3.4 3.1 2.7 CP/Setes 0.6 0.6 0.6 0.8 9.7 1.1 1.2 1.2 1.0 1.1 7.2 2.2 2.1 2.7	Ratios							
FPS 4.3 5.1 5.4 5.1 6.6 7.1 9.1 9.7 10.3 12.7 14.8 BV/Share 1.4 2.6.2 2.9.5 35.7 38.9 43.5 44.3 BV/Share 1.0 0.9 1.5 1.3 1.8 2.3 Valuation (A)	Y/E March	FY16	FY17	FY18	FY19	FY20E	FY21E	FY22E
Cash EPS 6.5 7.1 9.1 9.7 10.3 12.7 14.8 BV/Share 1.4 26.2 29.5 35.7 38.9 43.5 49.3 BV/Share 1.0 0.9 1.5 1.5 1.3 1.8 2.3 Payout (%) 29.2 2.3.6 34.6 34.2 31.5 31.7 27.7 3.6 3.6 47.7 7.5 36.6 34.7 7.7 7.5 36.5 1.6 31.8 27.3 31.1 5.2 2.6 2.7 2.7 2.7 2.5 2.6 2.7 2.7 2.7 2.5 2.6 2.6 2.6 2.6 2.6	Basic (INR)							
By/Share14.826.229.535.718.914.314.824.3DPS1.00.91.51.51.131.82.3Ps/L2.2.63.4.63.4.23.1.53.1.53.1.5Valuation (x)	EPS	4.3	5.1	5.4	5.1	4.6	6.7	8.4
DPS 1.0 0.9 1.5 1.5 1.3 1.8 2.3 Payout (%) 29.2 23.6 33.46 33.42 31.5 31.5 31.5 Payout (%) 0.8 2.63 2.4.8 2.62 2.8.8 1.9.9 1.5 P/E 0.6 0.6 0.6 0.8 0.7 3.4.4 3.1.1 2.7 EV/Sales 0.6 0.6 0.6 0.8 9.9 1.4 1.7 Douldend Yiel (%) 0.8 0.7 1.1 1.1 0.9 1.4 1.7 Return Ratios (%) 0.8 0.7 1.1 1.5 2.5 1.4 1.7 RoEC (post tax) 1.8.4 2.3 1.9.4 1.6.3 1.8.2 3.3	Cash EPS	6.5	7.1	9.1	9.7	10.3	12.7	14.8
Payot (%)29.223.634.634.231.531.531.5Valuation (x) <td< td=""><td>BV/Share</td><td>14.8</td><td>26.2</td><td>29.5</td><td>35.7</td><td>38.9</td><td>43.5</td><td>49.3</td></td<>	BV/Share	14.8	26.2	29.5	35.7	38.9	43.5	49.3
Valuation (k) Valuatio	DPS	1.0	0.9	1.5	1.5	1.3	1.8	2.3
P/E 30.8 26.3 24.8 26.2 28.8 19.9 15.9 P/BV 9.0 5.1 4.5 3.7 3.4 3.1 2.7 P/BV 0.6 0.6 0.6 0.8 0.7 0.6 0.5 EV/EBITDA 6.1 5.8 6.8 9.3 8.9 0.3 4.7 PCF per share 1.9 7.3 1.1 5.2 1.4 1.7 FCF per share 31.8 25.3 19.4 15.7 12.4 16.3 18.2 ROEE 31.8 25.3 19.4 15.7 12.4 16.3 18.2 ROE (coptstax) 18.4 14.7 12.2 9.8 8.3 12.0 13.8 RoIC (coptstax) 3.3 2.1 2.7 2.5 2.6 2.7 2.7 Kord Asset Turnover (x) 3.3 2.1 2.7 2.5 2.6 2.7 2.7 Turentory (Days) 2.2 2.6 2.6 2.7 2.7 2.5 2.6 2.7 2.7 Deto	Payout (%)	29.2	23.6	34.6	34.2	31.5	31.5	31.5
P/PV9.05.14.53.73.43.12.7EV/Sales0.60.60.60.80.70.60.5EV/SelTDA6.15.86.89.38.96.34.7Divided Vield (%)0.80.71.11.10.91.41.7Feture natios (%)7.31.15.25.214.41.7Retur natios (%)3.825.319.415.712.416.318.2RoC (post-tax)1.825.620.016.71.88.312.013.8RoC (post-tax)3.32.12.72.52.62.72.72.52.62.72.7Kreed Asset Turnover (x)3.32.12.72.52.62.72.33.	Valuation (x)							
EV/Sales 0.6 0.6 0.6 0.8 0.7 0.6 0.5 EV/EBITDA 6.1 5.8 6.8 9.3 8.9 6.3 4.7 Dividend Yield (%) 0.8 0.7 1.1 1.1 0.9 1.4 1.7 FCF per share 1.9 7.3 1.1 2.2 1.2 1.4 1.6.3 1.8.2 RoCE (post-tax) 1.8.4 1.4.7 1.2.2 9.8 8.3 1.2.0 1.3.8 RoCE (post-tax) 1.8.4 1.4.7 1.2.2 9.8 8.3 1.2.0 1.3.8 RoCE (post-tax) 1.8.4 1.4.7 1.2.2 9.8 8.3 1.2.0 1.3.8 3.3 3.4 Asset Turnover (x) 3.3 2.1 2.7 2.5 2.6 2.7 </td <td>P/E</td> <td>30.8</td> <td>26.3</td> <td>24.8</td> <td>26.2</td> <td>28.8</td> <td>19.9</td> <td>15.9</td>	P/E	30.8	26.3	24.8	26.2	28.8	19.9	15.9
EV/EBIDA 6.1 5.8 6.8 9.9 8.9 6.3 4.7 Dividend Yield (%) 0.8 0.7 1.1 1.1 0.9 1.4 1.7 CFC per share 1.9 7.3 1.1 5.2 1.4 1.7 Return Ratios (%) 31.8 25.3 19.4 15.7 12.4 16.3 18.8 ROE (post-tax) 18.4 24.7 12.2 9.8 8.3 12.0 13.8 RoIC (actilat Ratios 25.6 20.0 16.7 11.8 9.6 15.1 20.3 Working Capital Ratios 22 2.6 2.6 2.7 2.3 2.3 3.3 <td>P/BV</td> <td>9.0</td> <td>5.1</td> <td>4.5</td> <td>3.7</td> <td>3.4</td> <td>3.1</td> <td>2.7</td>	P/BV	9.0	5.1	4.5	3.7	3.4	3.1	2.7
Dividend Yield (%) 0.8 0.7 1.1 1.1 0.9 1.4 1.7 CFC per share 1.9 7.3 1.1 5.2 1.4 1.77 RoE 31.8 25.3 19.4 15.7 12.4 16.3 18.2 RoCE (post-tax) 18.4 14.7 12.2 9.8 8.3 12.0 13.8 RoIC (post-tax) 18.4 14.7 12.2 9.8 8.3 12.0 13.8 RoIC (post-tax) 18.4 14.7 12.2 9.8 8.3 12.0 13.8 RoIC (post-tax) 18.4 14.7 12.7 2.5 2.6 2.7 2.7 Kred Asset Turnover (x) 3.3 2.1 2.7 2.5 2.6 2.7 2.7 Detotr (Days) 0.5 1.63 5.9 61 65 64 65 Leverage Ratio () 1.2 1.2 0.9 0.9 1.0 1.2 1.4 Carrent Ratio ()	EV/Sales	0.6	0.6	0.6	0.8	0.7	0.6	0.5
FCF per share 1.9 7.3 1.1 5.2 14.4 17.7 Return Ratios (%) 31.8 25.3 19.4 15.7 12.4 16.3 18.8 ROEC (post-tax) 18.4 14.7 12.2 9.8 8.3 12.0 13.8 ROIC 25.6 20.0 16.7 11.8 9.6 15.1 20.3 Working Capital Ratios	EV/EBITDA	6.1	5.8	6.8	9.3	8.9	6.3	4.7
Return Ratios (%) RoE 31.8 25.3 19.4 15.7 12.4 16.3 18.2 RoE (post-tax) 18.4 14.7 12.2 9.8 3.3 12.0 13.8 RoIC 25.6 20.0 16.7 11.8 9.6 15.1 20.3 Working Capital Ratios 3.3 2.1 2.7 2.2 2.6 2.7 2.7 Stexet Turnover (x) 3.3 2.1 2.7 2.2 2.6 2.7 2.7 Debtor (Days) 22 2.6 2.6 2.7 2.3 3.3 3.3 Debtor (Days) 2.1 2.0 9 0.6 3.5 3.3 3.3 Current Ratio (N 1.2 1.4 3.8 6.6 7.8 5.9 9 1.3.1 Interest Cover Ratio (N 1.2 1.4 3.8 8.6 7.8 5.9 9 1.3.1 Optication 7.1 8.3 8.6 7.8 5.2 </td <td>Dividend Yield (%)</td> <td>0.8</td> <td>0.7</td> <td>1.1</td> <td>1.1</td> <td>0.9</td> <td>1.4</td> <td>1.7</td>	Dividend Yield (%)	0.8	0.7	1.1	1.1	0.9	1.4	1.7
RoE 31.8 25.3 19.4 15.7 12.4 16.3 18.2 RoE (post-tax) 18.4 14.7 12.2 9.8 8.3 12.0 13.8 RoIC 25.6 20.0 16.7 11.8 9.6 15.1 20.3 Working Capital Ratios	FCF per share	1.9	7.3	1.1	5.2	5.2	14.4	17.7
RoCE (post-tax) 18.4 14.7 12.2 9.8 8.3 12.0 13.8 NoIC 25.6 20.0 16.7 11.8 9.6 15.1 20.3 Working capital Ratios	Return Ratios (%)							
RolC 25.6 20.0 16.7 11.8 9.6 15.1 20.3 Working Capital Ratios ************************************	RoE	31.8	25.3	19.4	15.7	12.4	16.3	18.2
RolC 25.6 20.0 16.7 11.8 9.6 15.1 20.3 Working Capital Ratios ************************************	RoCE (post-tax)	18.4	14.7	12.2	9.8	8.3	12.0	13.8
Fixed Asset Turnover (x) 4.6 3.1 3.2 3.3 3.2 3.3 3.4 Asset Turnover (x) 3.3 2.1 2.7 2.5 2.6 2.7 2.3 23 23 Debtor (Days) 22 26 26 27 23 23 23 Debtor (Days) 46 40 36 35 3.3 33 33 Creditor (Days) 51 63 59 61 65 64 65 Leverage Ratio (x) .1.2 1.2 0.9 0.9 1.0 1.2 1.4 Interest Cover Ratio 7.1 8.3 8.6 7.8 5.5 9.9 13.1 Net Debt/Equity 0.9 0.6 0.7 0.6 0.5 0.2 0.1 Consolidated - Cash Flow Statement VINMarch FY16 FY17 FY18 FY19 FY20E FY21E FY21E CP323 29,944 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Direct Taxes Paid <	RoIC	25.6	20.0	16.7	11.8	9.6	15.1	20.3
Fixed Asset Turnover (x) 4.6 3.1 3.2 3.3 3.2 3.3 3.4 Asset Turnover (x) 3.3 2.1 2.7 2.5 2.6 2.7 2.3 23 23 Debtor (Days) 22 26 26 27 23 23 23 Debtor (Days) 46 40 36 35 3.3 33 33 Creditor (Days) 51 63 59 61 65 64 65 Leverage Ratio (x) .1.2 1.2 0.9 0.9 1.0 1.2 1.4 Interest Cover Ratio 7.1 8.3 8.6 7.8 5.5 9.9 13.1 Net Debt/Equity 0.9 0.6 0.7 0.6 0.5 0.2 0.1 Consolidated - Cash Flow Statement VINMarch FY16 FY17 FY18 FY19 FY20E FY21E FY21E CP323 29,944 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Direct Taxes Paid <	Working Capital Ratios							
Asset Turnover (x) 3.3 2.1 2.7 2.5 2.6 2.7 2.3 2.3 2.3 Inventory (Days) 22 26 26 27 2.3 2.3 2.3 Debtor (Days) 61 63 53 3.3 3.3 3.3 Creditor (Days) 51 63 59 61 65 64 65 Leverag Ratio (x)	Fixed Asset Turnover (x)	4.6	3.1	3.2	3.3	3.2	3.3	3.4
Debtor (Days) 46 40 36 35 33 33 33 Creditor (Days) 51 63 59 61 65 64 65 Leverage Ratio (x)	Asset Turnover (x)	3.3	2.1		2.5	2.6	2.7	2.7
Debtor (Days) 46 40 36 35 33 33 33 Creditor (Days) 51 63 59 61 65 64 65 Leverage Ratio (x)	Inventory (Days)		26			23	23	23
Creditor (Days) 51 63 59 61 65 64 65 Leverage Ratio (x)	Debtor (Days)	46	40			33	33	33
Leverage Ratio (x) I.2 1.2 0.9 0.9 1.0 1.2 1.4 Interest Cover Ratio 7.1 8.3 8.6 7.8 5.5 9.9 13.1 Net Debt/Equity 0.9 0.6 0.7 0.6 5.5 9.9 13.1 Consolidated - Cash Flow Statement 7.1 8.3 8.6 7.8 5.5 9.9 13.1 Consolidated - Cash Flow Statement 7.9 6.6 0.7 7.0 5.5 7.5 7.42,702 55,301 Depreciation 10.872 10.591 15,752 20,582 26,274 27,923 29,944 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Interest & Finance Charges 3,211 3,244 3,777 3,878 5,267 4,545 4,361 Interest & Finance Charges 3,214		51	63	59	61	65	64	65
Current Ratio 1.2 1.2 0.9 0.9 1.0 1.2 1.4 Interest Cover Ratio 7.1 8.3 8.6 7.8 5.5 9.9 13.1 Net Debt/Equity 0.9 0.6 0.7 0.6 0.5 0.2 -0.1 Consolidated - Cash Flow Statement (INR M) Y/E March FY16 FY17 FY18 FY19 FY20E FY21E FY22E OP/(Loss) before Tax 22,929 31,801 34,448 32,003 25,755 42,702 25,331 Depreciation 10,872 10,591 15,752 20,582 26,274 27,923 29,944 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Direct Taxes Paid -6,899 -8,433 -10,498 -7,984 -13,285 800 817 Cf from Operating incl EO 21,884 37,997 32,640 43,124 37,077 64,032 74,680 (Inc)/Dec in FA	Leverage Ratio (x)							
Net Debt/Equity 0.9 0.6 0.7 0.6 0.5 0.2 -0.1 Consolidated - Cash Flow Statement FY10 FY18 FY19 FY20E FY21E FY22E V/E March FY16 FY17 FY18 SY19 FY20E FY21E FY22E Dopreciation 10,872 10,591 15,752 20,582 26,274 27,923 29,944 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Direct Taxes Paid -6,899 -8,433 -10,480 -958 -13,385 800 817 CF from Operations 19,835 42,096 29,109 45,007 35,927 62,732 73,280 Others 2,049 -4,099 3,531 -1,883 1,150 1,300 1,400 CF from Operating incl EO 21,884 37,997 32,640 43,124 37,077 64,032 74,680 (Inc)/Dec in FA -19,306 -27,789 -26,853	Current Ratio	1.2	1.2	0.9	0.9	1.0	1.2	1.4
Consolidated - Cash Flow Statement (INR M) Y/E March FY16 FY17 FY18 FY19 FY20E FY21E FY22E DP/(Loss) before Tax 22,929 31,801 34,448 32,003 25,755 42,702 55,301 Depreciation 10,872 10,591 15,752 20,582 26,274 27,923 29,944 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Direct Taxes Paid -6,899 -8,433 -10,048 -10,498 -7,984 -13,238 -17,143 (Inc)/Dec in WC -10,278 4,813 -14,820 -958 -13,385 800 817 Cf from Operatings 19,835 42,096 29,109 45,007 35,927 62,732 73,280 Others 2,049 -4,099 3,531 -1,883 1,150 1,300 1,400 CF from Operating incl EO 21,884 37,997 32,640 43,124 37,077 64,032 74	Interest Cover Ratio	7.1	8.3	8.6	7.8	5.5	9.9	13.1
Y/E March FY16 FY17 FY18 FY19 FY20E FY21E FY22E OP/(Loss) before Tax 22,929 31,801 34,448 32,003 25,755 42,702 55,301 Depreciation 10,872 10,591 15,752 20,582 26,274 27,923 29,944 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Direct Taxes Paid -6,899 -8,433 -10,048 -10,498 -7,984 -13,238 -17,143 (Inc)/Dec in WC -10,278 4,813 -14,820 -958 -13,385 800 817 CF from Operations 19,835 42,096 29,109 45,007 35,927 62,732 73,280 Others 2,049 -4,099 3,531 -1,883 1,150 1,300 1,400 CF from Operating incl EO 21,884 37,997 32,640 43,124 37,077 64,032 74,680 (Inc)/Dec in FA -19,306 <	Net Debt/Equity	0.9	0.6	0.7	0.6	0.5	0.2	-0.1
Y/E March FY16 FY17 FY18 FY19 FY20E FY21E FY22E OP/(Loss) before Tax 22,929 31,801 34,448 32,003 25,755 42,702 55,301 Depreciation 10,872 10,591 15,752 20,582 26,274 27,923 29,944 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Direct Taxes Paid -6,899 -8,433 -10,048 -10,498 -7,984 -13,238 -17,143 (Inc)/Dec in WC -10,278 4,813 -14,820 -958 -13,385 800 817 CF from Operations 19,835 42,096 29,109 45,007 35,927 62,732 73,280 Others 2,049 -4,099 3,531 -1,883 1,150 1,300 1,400 CF from Operating incl EO 21,884 37,997 32,640 43,124 37,077 64,032 74,680 (Inc)/Dec in FA -19,306 <								
OP/(Loss) before Tax 22,929 31,801 34,448 32,003 25,755 42,702 55,301 Depreciation 10,872 10,591 15,752 20,582 26,274 27,923 29,944 Interest & Finance Charges 3,211 3,324 3,777 3,878 5,267 4,545 4,361 Direct Taxes Paid -6,899 -8,433 -10,048 -10,498 -7,984 -13,238 -17,143 (Inc)/Dec in WC -10,278 4,813 -14,820 -958 -13,385 800 817 CF from Operations 19,835 42,096 29,109 45,007 35,927 62,732 73,280 Others 2,049 -4,099 3,531 -1,883 1,450 1,300 1,400 CF from Operating incl EO 21,884 37,997 32,640 43,124 37,077 64,032 74,680 (Inc)/Dec in FA -19,306 -27,789 -30,308 -26,853 -20,598 -18,552 -18,873 Free Cash Flow <td< td=""><td>Consolidated - Cash Flow Statement</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	Consolidated - Cash Flow Statement							
Depreciation10,87210,59115,75220,58226,27427,92329,944Interest & Finance Charges3,2113,3243,7773,8785,2674,5454,361Direct Taxes Paid-6,899-8,433-10,048-10,498-7,984-13,238-17,143(Inc)/Dec in WC-10,2784,813-14,820-958-13,385800817CF from Operations19,83542,09629,10945,00735,92762,73273,280Others2,049-4,0993,531-1,8831,1501,3001,400CF from Operating incl EO21,88437,99732,64043,12437,07764,03274,680(Inc)/Dec in FA-19,306-27,789-30,308-26,853-20,598-18,552-18,873Free Cash Flow2,57810,2082,32216,27116,47945,48055,807(Pur)/Sale of Investments-151-39,675-2,876-7,2300000Others3962031,24397800000Inc/Dec in Debt7,15034,092-9,4718,147-3,000-3,000-3,000-3,000Increst Paid-3,227-3,471-3,944-4,159-5,267-4,545-4,361Dividend Paid-6,675-826-6,332-6,335-6,311-6,680-8,373Dividend Paid-6,675-826-6,322-6,335-4,611-6,	· ·							
Interest & Finance Charges3,2113,3243,7773,8785,2674,5454,361Direct Taxes Paid-6,899-8,433-10,048-10,498-7,984-13,238-17,143(Inc)/Dec in WC-10,2784,813-14,820-958-13,385800817CF from Operations19,83542,09629,10945,00735,92762,73273,280Others2,049-4,0993,531-1,8831,1501,3001,400CF from Operating incl EO21,88437,99732,64043,12437,07764,03274,680(Inc)/Dec in FA-19,306-27,789-30,308-26,853-20,598-18,552-18,873Free Cash Flow2,57810,2082,33216,27116,47945,48055,807(Pur)/Sale of Investments-151-39,675-2,876-7,2300000Others3962031,24397800000Interest Paid-7,15034,092-9,4718,147-3,000-3,000-3,000Interest Paid-3,227-3,471-3,944-4,159-5,267-4,545-4,361Dividend Paid-6,675-826-6,332-6,395-4,611-6,8373-4,873Others120104-2,4671610000CF from Insett Paid-6,675-826-6,332-6,395-4,611-6,8373Divide		,						
Direct Taxes Paid-6,899-8,433-10,048-10,498-7,984-13,238-17,143(Inc)/Dec in WC-10,2784,813-14,820-958-13,385800817CF from Operations19,83542,09629,10945,00735,92762,73273,280Others2,049-4,0993,531-1,8831,1501,3001,400CF from Operating incl EO21,88437,97732,64043,12437,07764,03274,680(Inc)/Dec in FA-19,306-27,789-30,308-26,853-20,598-18,552-18,873Free Cash Flow2,57810,2082,33216,27116,47945,48055,807(Pur)/Sale of Investments-151-39,675-2,876-7,2300000Others3962031,243978000000Susu of Shares025,277000000000Inc/(Dec) in Debt7,15034,092-9,4718,147-3,000 <td< td=""><td>•</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	•							
(Inc)/Dec in WC-10,2784,813-14,820-958-13,385800817CF from Operations19,83542,09629,10945,00735,92762,73273,280Others2,049-4,0993,531-1,8831,1501,3001,400CF from Operating incl EO21,88437,97732,64043,12437,07764,03274,680(Inc)/Dec in FA-19,306-27,789-30,308-26,853-20,598-18,552-18,873Free Cash Flow2,57810,2082,33216,27116,47945,48055,807(Pur)/Sale of Investments-151-39,675-2,876-7,2300000Others3962031,24397800000Suse of Shares025,2770000003,300Inc/Dec) in Debt7,15034,092-9,4718,147-3,000-3,000-3,000Interest Paid-3,227-3,371-3,944-4,159-5,267-4,545-4,361Dividend Paid-6,675-826-6,332-6,395-4,611-6,680-8,373Others120104-2,4671610000CF from Fin. Activity-2,63255,176-22,214-2,246-12,878-14,225-15,734Opening Balance19125,912-21,5157,7733,60131,25540,074 <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>•</td> <td></td>	-						•	
CF from Operations19,83542,09629,10945,00735,92762,73273,280Others2,049-4,0993,531-1,8831,1501,3001,400CF from Operating incl EO21,88437,99732,64043,12437,07764,03274,680(Inc)/Dec in FA-19,306-27,789-30,308-26,853-20,598-18,552-18,873Free Cash Flow2,57810,2082,33216,27116,47945,48055,807(Pur)/Sale of Investments-151-39,675-2,876-7,2300000Others3962031,243978000000Issue of Shares025,27700000000000Inc/(Dec) in Debt7,15034,092-9,4718,147-3,000 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>								
Others2,049-4,0993,531-1,8831,1501,3001,400CF from Operating incl EO21,88437,99732,64043,12437,07764,03274,680(Inc)/Dec in FA-19,306-27,789-30,308-26,853-20,598-18,552-18,873Free Cash Flow2,57810,2082,33216,27116,47945,48055,807(Pur)/Sale of Investments-151-39,675-2,876-7,230000Others3962031,2439780000CF from Investments-19,061-67,261-31,941-33,005-20,598-18,552-18,873Issue of Shares025,277000000Inc/(Dec) in Debt7,15034,092-9,4718,147-3,000-3,000-3,000Interest Paid-3,227-3,471-3,944-4,159-5,267-4,545-4,361Dividend Paid-6,675-826-6,332-6,395-4,611-6,680-8,373Others120104-2,4671610000CF from Fin. Activity-2,63255,176-22,214-2,246-12,878-14,225-15,734Inc/Dec of Cash19125,912-21,5157,7733,60131,25540,074Opening Balance17,46717,71748,86627,81635,46939,08070,335								
CF from Operating incl EO21,88437,99732,64043,12437,07764,03274,680(Inc)/Dec in FA-19,306-27,789-30,308-26,853-20,598-18,552-18,873Free Cash Flow2,57810,2082,33216,27116,47945,48055,807(Pur)/Sale of Investments-151-39,675-2,876-7,2300000Others3962031,24397800000CF from Investments-19,061-67,261-31,941-33,105-20,598-18,552-18,873Issue of Shares025,2770000000Inc/(Dec) in Debt7,15034,092-9,4718,147-3,000-3,000-3,000-3,000Interest Paid-3,227-3,471-3,944-4,159-5,267-4,545-4,361Dividend Paid-6,675-826-6,332-6,395-4,611-6,680-8,373Others120104-2,4671610000CF from Fin. Activity-2,63255,176-22,214-2,246-12,878-14,225-15,734Opening Balance17,46717,71748,86627,81635,46939,08070,335	· · · · ·	,						
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Inc/Dec of Cash 191 25,912 -21,515 7,773 3,601 31,255 40,074 Opening Balance 17,467 17,717 48,866 27,816 35,469 39,080 70,335	Others			-2,467				-
Opening Balance 17,467 17,717 48,866 27,816 35,469 39,080 70,335	CF from Fin. Activity	-2,632					-14,225	
	Inc/Dec of Cash			-21,515	7,773	3,601		
Closing Balance 17,658 43,629 27.351 35.589 39.070 70.335 110.409	Opening Balance	17,467	17,717	48,866	27,816	35,469	39,080	70,335
	Closing Balance	17,658	43,629	27,351	35,589	39,070	70,335	110,409

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					

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