

# Cadila Healthcare

Estimate change	↔
TP change	↑
Rating change	↔

Motilal Oswal values your support in the Asiamoney Brokers Poll 2020 for India Research, Sales and Trading team. We [request your ballot](#).



Bloomberg	CDH IN
Equity Shares (m)	1,024
M.Cap.(INRb)/(USDb)	370.5 / 4.9
52-Week Range (INR)	384 / 206
1, 6, 12 Rel. Per (%)	-4/55/63
12M Avg Val (INR M)	874

## Financials & Valuations (INR b)

Y/E MARCH	2020	2021E	2022E
Sales	142.5	152.3	164.4
EBITDA	28.2	31.7	34.5
Adj. PAT	15.0	17.8	20.1
EBIT Margin (%)	14.9	16.1	16.3
Cons. Adj. EPS (INR)	14.7	17.3	19.6
EPS Gr. (%)	-20.0	18.0	13.1
BV/Sh. (INR)	101.4	122.3	136.4

## Ratios

Net D:E	0.7	0.5	0.3
RoE (%)	11.3	15.5	15.2
RoCE (%)	9.9	11.2	11.7
Payout (%)	24.5	20.8	23.4

## Valuations

P/E (x)	24.6	20.9	18.5
EV/EBITDA (x)	15.1	13.1	11.6
Div. Yield (%)	1.0	1.0	1.3
FCF Yield (%)	5.4	2.9	6.4
EV/Sales (x)	3.0	2.7	2.4

## Shareholding pattern (%)

As On	Mar-20	Dec-19	Mar-19
Promoter	74.9	74.9	74.8
DII	13.0	12.7	9.2
FII	4.4	4.6	8.1
Others	7.7	7.8	7.9

FII Includes depository receipts

**CMP: INR362 TP: INR420 (+16%) Buy**

## Lower operating/financial leverage outweighs product mix benefit

### WIP to improve growth prospects in DF

- CDH is on track to implement a two-pronged strategy: a) renew focus in DF by regrouping it into the Mass and Specialty segments and b) differentiated launches in US Generics.
- We maintain our EPS estimates for FY21/FY22E and continue to value CDH at 21x 12M forward earnings to arrive at TP of INR420. We remain positive on CDH on account of better prospects in DF (encouraged by changed strategy), a healthy ANDA pipeline (including injectables and transdermals) in the US market, and regulatory works at Moraiya nearing completion. Maintain Buy.

### Overall performance in line with estimates

- CDH's sales at INR37.5b (in-line) for 4QFY20 stood largely flat YoY. US sales (47% of sales) fell 1.9% YoY to INR17.6b. The India Branded Formulations business (24% of sales) was INR8.9b, almost flat YoY.
- EM and LATAM (5% of sales) revenue was down 17% YoY to INR1.7b, while API registered strong growth of 21% YoY, with sales of INR1.2b. The Consumer Wellness business grew 21.8% YoY to INR4.9b (13% of sales).
- The gross margin at 66.4% expanded 350bp YoY owing to a superior product mix.
- However, the EBITDA margin contracted 140bp YoY to 21.1% for the quarter, weighed by higher other expenses (+200bp YoY), R&D expense (7.6% of sales, +160 bps), and employee cost (+140bp YoY). These costs were largely attributed to the integration of the Heinz business. EBITDA at INR7.9b (in-line) was down 5% YoY.
- Impairment charge (Levorphanol/goodwill in Windlass) was INR525m. Adjusting for the same, PAT was down 12% YoY due to higher depreciation.
- For FY20, revenues were INR143b, up 8.3% YoY. EBITDA / adj. PAT was at INR28b/INR15b, down 6.5%/20% YoY.

### Highlights from management commentary

- CDH launched 6/34 ANDAs in 4QFY20/FY20.
- The Mass/Specialty segment formed 55%/45% of the DF business. CDH intends to increase: a) penetration in the Mass segment and b) detailing to key opinion leaders in the Specialty segment.
- Price erosion is down to the low single digits in the US. CDH did not benefit from the panic buying witnessed in the US.
- CDH reduced its net debt by ~INR5b in FY20, and plans to further reduce net debt by INR8.5–10b in FY21.
- COVID-19 related disruptions impacted the CDH business by INR2.2b.

### Valuation and view

- After exhibiting YoY earnings decline in FY20, we expect CDH earnings to be back on the growth path (16% earnings CAGR over FY20–22), led by gradual recovery in US sales and improving growth in DF, with renewed strategy (focused on penetration in the Mass segment / enhanced product detailing to key opinion makers in the Specialty segment), better operating leverage in Consumer Wellness, and reduced financial leverage. We continue to value CDH at 21x 12M forward earnings to arrive at TP of INR420. Maintain **Buy**.

**Tushar Manudhane - Research Analyst** (Tushar.Manudhane@MotilalOswal.com); +91 022 6129 1536

**Hitakshi Chandrani - Research Analyst** (Hitakshi.Chandrani@motilaloswal.com); +91 226129 1557/ **Bharat Hegde - Research Analyst**

**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](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

## Quarterly Performance (Consolidated)

(INR m)

Y/E March	FY19				FY20				FY19	FY20	FY20E	Chg.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
<b>Net Revenues</b>	<b>28,937</b>	<b>29,612</b>	<b>35,779</b>	<b>37,328</b>	<b>34,963</b>	<b>33,666</b>	<b>36,381</b>	<b>37,521</b>	<b>131,657</b>	<b>142,531</b>	<b>37,832</b>	<b>-0.8</b>
YoY Change (%)	31.7	-8.4	10.2	14.8	20.8	13.7	1.7	0.5	10.3	8.3	1.4	
<b>EBITDA</b>	<b>6,450</b>	<b>6,878</b>	<b>8,399</b>	<b>8,408</b>	<b>7,020</b>	<b>6,256</b>	<b>6,978</b>	<b>7,912</b>	<b>30,136</b>	<b>28,166</b>	<b>7,646</b>	<b>3.5</b>
YoY Change (%)	132.6	-19.8	-0.4	-3.4	8.8	-9.0	-16.9	-5.9	5.8	-6.5	-8	
Depreciation	1,418	1,475	1,537	1,556	1,716	1,723	1,741	1,785	5,986	6,965	1,758	
<b>EBIT</b>	<b>5,032</b>	<b>5,403</b>	<b>6,862</b>	<b>6,852</b>	<b>5,304</b>	<b>4,533</b>	<b>5,237</b>	<b>6,127</b>	<b>24,150</b>	<b>21,201</b>	<b>5,888</b>	
YoY Change (%)	224.0	-26.0	-1.5	-5.7	5.4	-16.1	-23.7	-10.6	4.6	-12.2	-13	
Interest	350	357	455	773	891	897	805	825	1,935	3,418	844	
Other Income	1,013	304	310	384	226	269	201	443	2,011	1,139	162	
<b>PBQ before EO Income</b>	<b>5,695</b>	<b>5,350</b>	<b>6,717</b>	<b>6,463</b>	<b>4,639</b>	<b>3,905</b>	<b>4,633</b>	<b>5,745</b>	<b>24,226</b>	<b>18,922</b>	<b>5,206</b>	<b>10.4</b>
EO Exp/(Inc)	0	0	0	404	700	2,681	62	525	404	3,968	0	
<b>PBT after EO Income</b>	<b>5,695</b>	<b>5,350</b>	<b>6,717</b>	<b>6,059</b>	<b>3,939</b>	<b>1,224</b>	<b>4,571</b>	<b>5,220</b>	<b>23,822</b>	<b>14,954</b>	<b>5,206</b>	<b>0.3</b>
Tax	1,203	1,247	1,586	1,267	791	395	927	1,085	5,303	3,198	1,129	
Rate (%)	21.1	23.3	23.6	20.9	20.1	32.3	20.3	20.8	22.3	21.4	21.7	
Min. Int/Adj on Consol	113	72	-24	-191	-112	243	95	-216	-30	10	205	
<b>Reported PAT</b>	<b>4,605</b>	<b>4,175</b>	<b>5,107</b>	<b>4,601</b>	<b>3,036</b>	<b>1,072</b>	<b>3,739</b>	<b>3,919</b>	<b>18,489</b>	<b>11,766</b>	<b>4,282</b>	<b>-8.5</b>
<b>Adj PAT</b>	<b>4,605</b>	<b>4,175</b>	<b>5,107</b>	<b>4,917</b>	<b>3,595</b>	<b>3,328</b>	<b>3,788</b>	<b>4,335</b>	<b>18,803</b>	<b>15,047</b>	<b>4,282</b>	<b>1.2</b>
YoY Change (%)	232.7	-17.0	-6.4	-19.0	-21.9	-20.3	-25.8	-11.8	4.8	-20.0	-11.4	
Margins (%)	15.9	14.1	14.3	13.2	10.3	9.9	10.4	11.6	14.3	10.6	11.3	

## Key Performance Indicators (Consolidated)

Y/E March	FY19				FY20				FY19	FY20
INR m	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Domestic formulations	8,926	8,857	8,398	8,948	9,476	9,778	9,103	8,922	35,090	37,141
YoY Change (%)	40.0	(1.0)	(8.4)	1.2	6.2	10.4	8.4	(0.3)	5.3	5.8
US sales	12,296	13,204	19,341	17,954	13,670	14,484	16,753	17,607	62,795	62,514
YoY Change (%)	27.4	(19.7)	22.1	9.3	11.2	9.7	(13.4)	(1.9)	7.6	(0.4)
Consumer healthcare	1,288	1,348	1,419	4,021	6,064	3,172	3,244	4,899	8,075	17,379
YoY Change (%)	12.4	12.5	9.9	213.2	370.8	135.3	128.6	21.8	64.1	115.2
Animal health & others	1,028	1,111	987	968	973	1,348	1,397	1,199	4,094	4,099
YoY Change (%)	22.1	5.5	(8.0)	12.5	(5.3)	21.3	41.5	23.9	18.0	0.1
EU	618	520	595	535	474	407	494	582	2,268	1,957
YoY Change (%)	1.6	(4.4)	(8.3)	(11.1)	(23.3)	(21.7)	(17.0)	8.8	(5.7)	(13.7)
Emerging markets	1,963	2,034	2,243	2,072	2,204	2,189	2,643	1,717	5,162	8,753
YoY Change (%)	59.9	55.4	86.0	63.0	12.3	7.6	9.0	(17.1)	3.0	69.6
Alliances	254	242	584	453	278	15	85	183	1,571	698
YoY Change (%)	(38.2)	2.1	10.2	9.2	9.4	(93.8)	(85.4)	(59.6)	(1.4)	(55.6)
API	1,095	890	1,300	960	692	1,049	1,626	1,163	4,245	4,530
YoY Change (%)	58.9	(4.2)	14.3	6.7	(36.8)	17.9	25.1	21.1	16.1	6.7
<b>Cost Break-up</b>										
RM Cost (% of Sales)	34.1	33.5	37.8	37.1	36.0	34.4	34.2	33.6	35.8	34.5
Staff Cost (% of Sales)	18.2	17.6	14.6	14.8	16.9	17.7	17.0	16.2	16.1	16.9
R&D Expenses(% of Sales)	6.3	9.2	7.4	6.0	7.1	7.9	8.2	7.6	7.2	7.7
Other Cost (% of Sales)	19.1	16.5	16.7	19.6	19.9	21.4	21.4	21.6	18.0	21.1
Gross Margins (%)	65.9	66.5	62.2	62.9	64.0	65.6	65.8	66.4	64.2	65.5
EBITDA Margins (%)	22.3	23.2	23.5	22.5	20.1	18.6	19.2	21.1	22.9	5.6
EBIT Margins (%)	17.4	18.2	19.2	18.4	15.2	13.5	14.4	16.3	18.3	14.9

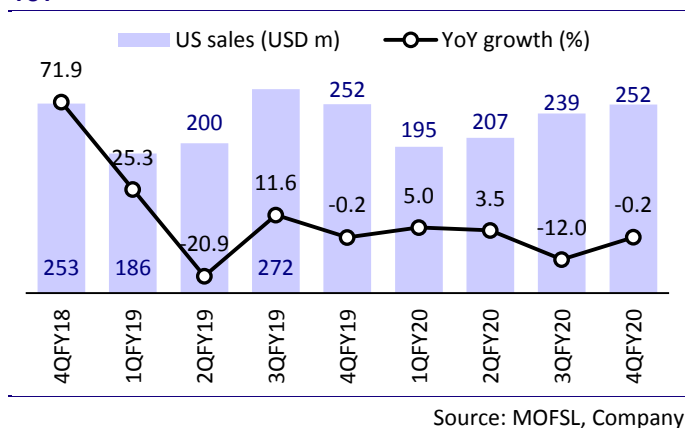


### Conference call highlights

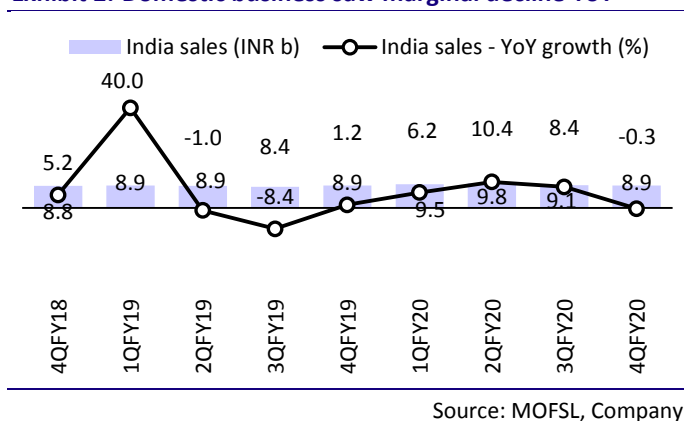
- CDH has a target of 50 injectables launches in the US over the next three years.
- R&D is to be at 7–8% going forward. Half of the R&D spend is utilized for US Generics and the other half for the development of biosimilars and vaccines.
- Overall, biosimilars recorded revenues of INR2.8b in FY20, while vaccine sales were less than INR500m. Currently, 9–10 biosimilars are in the development stage, and CDH plans to file four additional products by FY23 to have a portfolio of 12–15 products with an initial focus on India and EMs.
- Of the products transferred from the Moraiya to the Liva facility, the first injectable product was commercialized in May'20.
- All the remediation at the Moraiya plant would be completed by June'20; the company would consult the USFDA on the future course of action to get the facility inspected via desktop inspection.
- CDH intends to spend INR6–7b on capex in FY21.

## Key exhibits

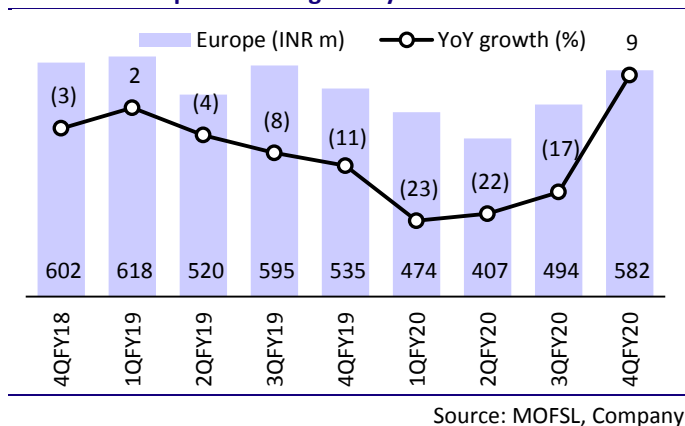
**Exhibit 1: In constant currency, US sales were largely flat YoY**



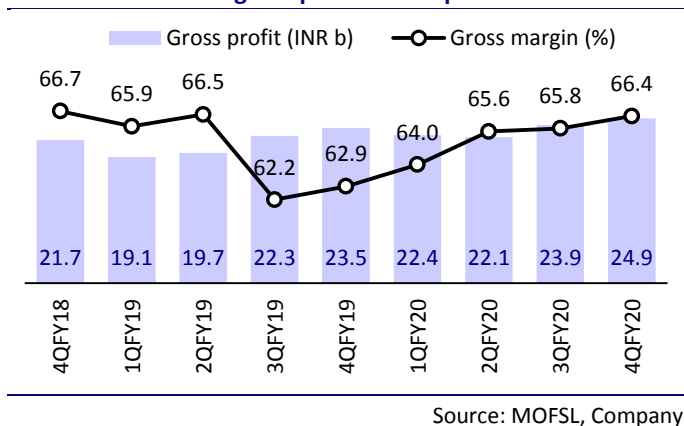
**Exhibit 2: Domestic business saw marginal decline YoY**

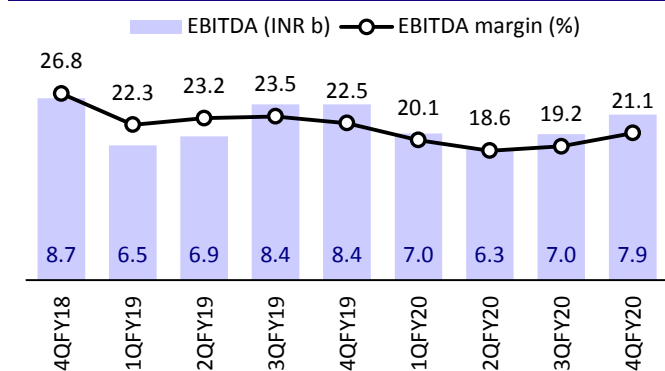


**Exhibit 3: Europe business grew by 9% YoY**

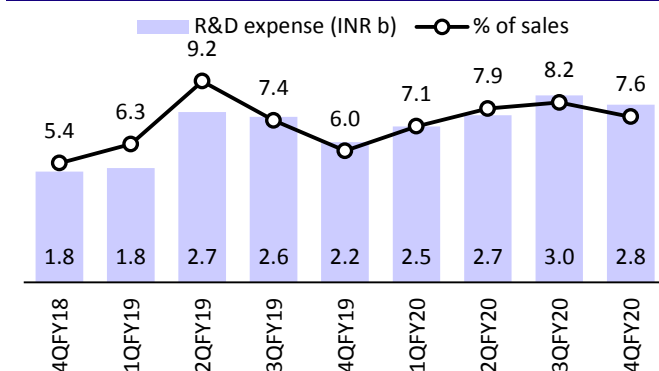


**Exhibit 4: Gross margin expanded 360bp YoY**



**Exhibit 5: EBITDA margin was down 140bp YoY**

Source: MOFSL, Company

**Exhibit 6: R&D spend was 7.6% of sales during the quarter**

Source: MOFSL, Company

## Valuation and view

### Renewed strategy reviving growth in DF

Following the historically lowest YoY growth in FY18, CDH reworked its growth strategy and is gradually reviving the same in the DF segment. Particularly, in FY20, CDH regrouped its DF segment into Mass (55% of DF sales) and Specialty (45% of DF sales), with a 40–45% of MR workforce toward Specialty. Growth in the Mass segment would be driven by increasing penetration and using the trade channel to gain higher market share. Growth in the Specialty segment would be driven by an increase in detailing with key opinion leaders. The enhanced use of digitization would further strengthen growth in the DF segment. However, considering the COVID-19-led slowdown witnessed in FY21, we expect a 6.5% CAGR in DF sales over FY20–22.

### Differentiated products to drive growth in US Generics

Despite 34 launches, CDH's US Generics sales were flat YoY at USD870m in FY20, indicating the impact of price erosion was higher than incremental business from new launches. However, with an increase in the launches of differentiated products such as injectables and transdermals, we expect CDH to be back on the growth path. Particularly, CDH intends to launch 50 injectables over the next three years, including some in-licensed products. With 108 ANDAs pending approval and sustained momentum in filings, we expect CDH to deliver a 4% CAGR in US revenues to USD966m over FY20–22.

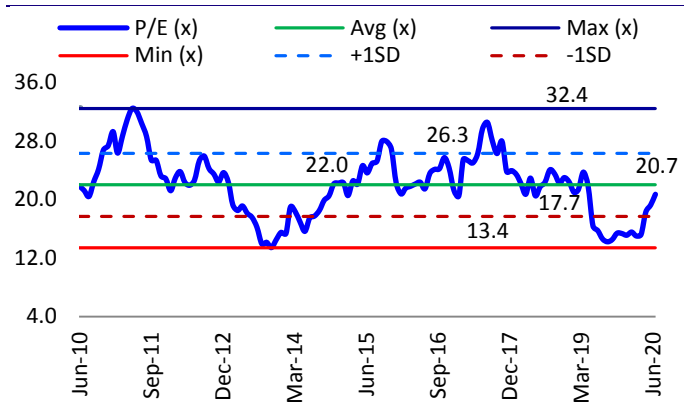
### New launches, including biosimilars, and superior execution to drive EM sales

CDH has been in the process of registering its biologics products in five to six countries in the EM segment. Furthermore, CDH faced few challenges in markets such as Sudan (within Africa), which affected the growth momentum in the EM business in FY20. CDH intends to have a portfolio of 12–15 biologics by FY23, which it plans to market in India and RoW (other than the US and Europe). The company has also been investing in capacity for biologics to be able to cater to future demand. On an overall basis, we expect growth to be in the mid-teens on a YoY basis over the next two to three years.

### Valuation and view

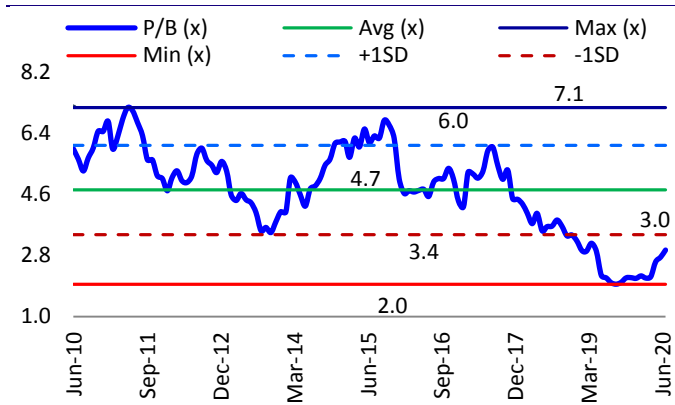
We maintain our EPS estimates for FY21/FY22E. After exhibiting YoY earnings decline in FY20, we expect CDH's earnings to be back on the growth path (16% earnings CAGR over FY20–22). Earnings would be supported by gradual recovery in US sales growth and improving growth in DF, with renewed strategy, better operating leverage in the Consumer Wellness segment, and reduced financial leverage. We continue to value CDH at 21x 12M forward earnings to arrive at TP of INR420. Maintain **Buy**.

Exhibit 7: P/E chart



Source: MOFSL, Company, Bloomberg

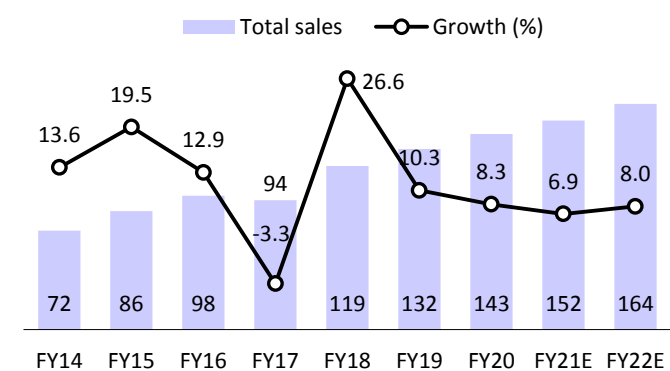
Exhibit 8: P/B chart



Source: MOFSL, Company, Bloomberg

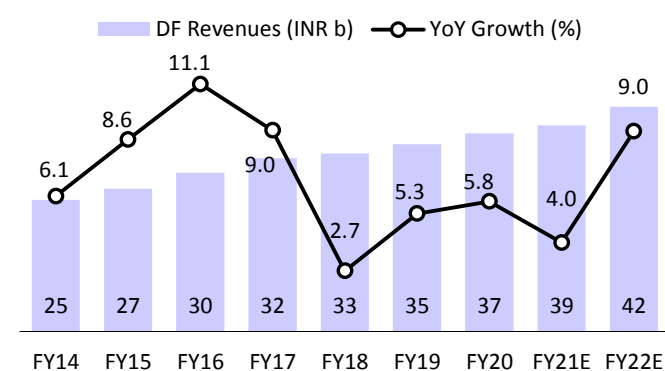
## Story in charts

**Exhibit 9: Revenues to exhibit 7% CAGR over FY20–22E**



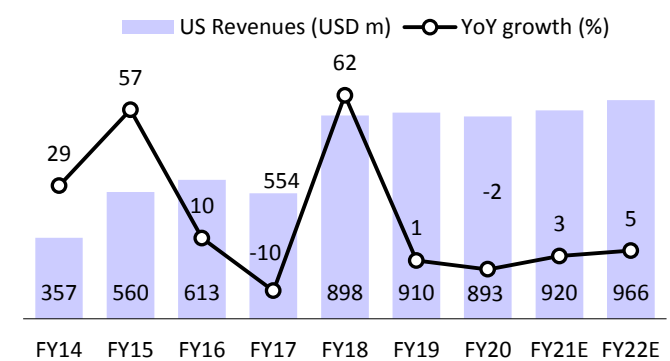
Source: Company, MOFSL

**Exhibit 10: India to exhibit 6.5% CAGR over FY20–22E**



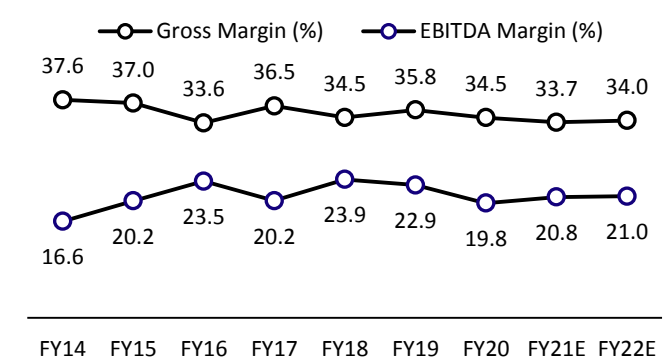
Source: Company, MOFSL

**Exhibit 11: High base to keep YoY growth in US sales under check**



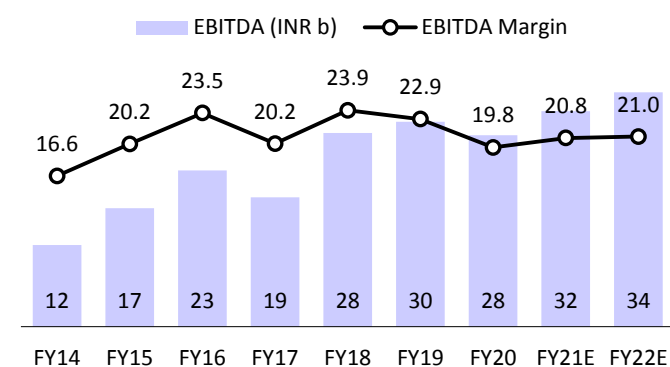
Source: Company, MOFSL

**Exhibit 12: EBITDA margins to dip slightly in near term**



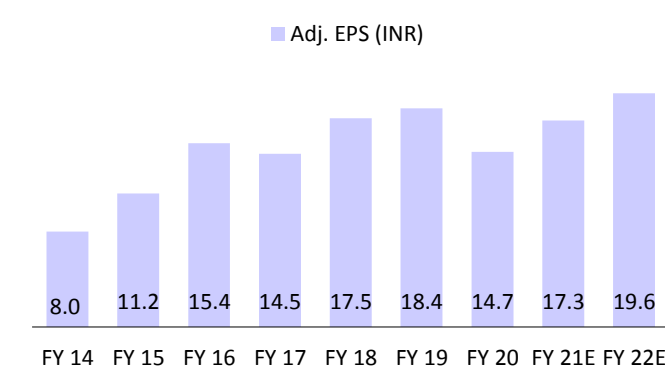
Source: Company, MOFSL

**Exhibit 13: We expect 11% CAGR in EBITDA over FY20–22E**



Source: Company, MOFSL

**Exhibit 14: We expect 16% CAGR in adj. EPS over FY20–22**



Source: Company, MOFSL

## Financials and Valuations

Income Statement								(INR m)	
Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
<b>Net Sales</b>	<b>72,241</b>	<b>86,357</b>	<b>97,509</b>	<b>94,295</b>	<b>119,364</b>	<b>131,657</b>	<b>142,531</b>	<b>152,311</b>	<b>164,446</b>
Change (%)	13.6	19.5	12.9	-3.3	26.6	10.3	8.3	6.9	8.0
<b>EBITDA</b>	<b>12,001</b>	<b>17,401</b>	<b>22,962</b>	<b>19,036</b>	<b>28,475</b>	<b>30,136</b>	<b>28,166</b>	<b>31,681</b>	<b>34,451</b>
Margin (%)	16.6	20.2	23.5	20.2	23.9	22.9	19.8	20.8	21.0
Depreciation	2,012	2,873	3,022	3,750	5,388	5,986	6,965	7,156	7,662
<b>EBIT</b>	<b>9,989</b>	<b>14,528</b>	<b>19,940</b>	<b>15,286</b>	<b>23,087</b>	<b>24,150</b>	<b>21,201</b>	<b>24,524</b>	<b>26,789</b>
Int. and Finance Charges	1,181	613	463	450	911	1,935	3,418	2,856	1,882
Other Income - Rec.	786	488	918	1,286	1,132	2,011	1,139	980	1,103
<b>PBT before EO Expense</b>	<b>9,594</b>	<b>14,403</b>	<b>20,395</b>	<b>16,122</b>	<b>23,308</b>	<b>24,226</b>	<b>18,922</b>	<b>22,649</b>	<b>26,010</b>
EO Expense/(Income)	172	21	25	-3	0	404	3,968	0	0
<b>PBT after EO Expense</b>	<b>9,423</b>	<b>14,382</b>	<b>20,370</b>	<b>16,125</b>	<b>23,308</b>	<b>23,822</b>	<b>14,954</b>	<b>22,649</b>	<b>26,010</b>
Current Tax	1,060	2,594	4,298	1,289	5,644	5,303	3,198	4,571	5,558
Deferred Tax	0	0	0	0	0	0	0	0	0
Tax	1,060	2,594	4,298	1,289	5,644	5,303	3,198	4,571	5,558
Tax Rate (%)	11.2	18.0	21.1	8.0	24.2	22.3	21.4	20.2	21.4
<b>Reported PAT</b>	<b>8,363</b>	<b>11,788</b>	<b>16,072</b>	<b>14,836</b>	<b>18,292</b>	<b>18,519</b>	<b>11,756</b>	<b>18,078</b>	<b>20,451</b>
Less: Minority Interest	326	376	300	291	346	30	10	320	368
<b>Net Profit</b>	<b>8,037</b>	<b>11,412</b>	<b>15,772</b>	<b>14,545</b>	<b>17,946</b>	<b>18,489</b>	<b>11,766</b>	<b>17,759</b>	<b>20,084</b>
<b>PAT Adj for EO Items</b>	<b>8,208</b>	<b>11,475</b>	<b>15,797</b>	<b>14,880</b>	<b>17,946</b>	<b>18,803</b>	<b>15,047</b>	<b>17,759</b>	<b>20,084</b>
Change (%)	25.6	39.8	37.7	-5.8	20.6	4.8	-20.0	18.0	13.1
Margin (%)	11.4	13.3	16.2	15.8	15.0	14.3	10.6	11.7	12.2

Balance Sheet								(INR m)	
Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Equity Share Capital	1,024	1,024	1,024	1,024	1,024	1,024	1,024	1,024	1,024
Total Reserves	33,366	41,492	55,968	68,576	86,421	102,839	102,733	124,216	138,625
<b>Net Worth</b>	<b>34,390</b>	<b>42,516</b>	<b>56,992</b>	<b>69,600</b>	<b>87,445</b>	<b>103,863</b>	<b>103,757</b>	<b>125,240</b>	<b>139,648</b>
Minority Interest	1443	1689	1358	1561	1910	12929	13347	13667	14034
Deferred liabilities	961	586	-3176	-4006	-6425	-7180	-6430	-6430	-6430
Total Loans	23,955	23,760	22,646	51,693	53,332	74,060	73,234	62,744	47,744
<b>Capital Employed</b>	<b>60,748</b>	<b>68,551</b>	<b>77,820</b>	<b>118,848</b>	<b>136,262</b>	<b>183,672</b>	<b>183,908</b>	<b>195,220</b>	<b>194,997</b>
Gross Block	41,380	46,259	52,150	75,160	87,723	150,520	158,153	168,619	175,722
Less: Accum. Deprn.	10,142	12,737	14,771	17,509	22,897	28,883	35,848	43,004	50,667
<b>Net Fixed Assets</b>	<b>31,238</b>	<b>33,522</b>	<b>37,379</b>	<b>57,651</b>	<b>64,826</b>	<b>121,637</b>	<b>122,305</b>	<b>125,614</b>	<b>125,056</b>
Capital WIP	8,915	7,979	9,508	15,433	15,272	8,372	7,415	4,208	2,604
Investments	866	1,544	2,171	3,857	4,709	6,735	7,650	7,650	7,650
<b>Curr. Assets</b>	<b>38,845</b>	<b>47,426</b>	<b>51,263</b>	<b>70,196</b>	<b>86,600</b>	<b>88,384</b>	<b>90,967</b>	<b>101,376</b>	<b>106,993</b>
Inventory	13,675	15,357	13,371	18,037	23,853	26,880	27,890	32,337	35,224
Account Receivables	11,337	15,884	17,466	22,775	32,063	39,508	36,632	41,581	43,249
Cash and Bank Balance	5,488	6,699	6,387	15,435	13,149	5,489	9,649	10,661	11,724
Loans & Advances	8,345	9,486	14,039	13,949	17,535	16,507	16,796	16,796	16,796
<b>Curr. Liability &amp; Prov.</b>	<b>19,116</b>	<b>21,920</b>	<b>22,501</b>	<b>28,289</b>	<b>35,145</b>	<b>41,456</b>	<b>44,429</b>	<b>43,627</b>	<b>47,305</b>
Account Payables	16,189	17,191	21,988	27,716	34,143	40,099	41,997	41,195	44,873
Provisions	2,927	4,729	513	573	1,002	1,357	2,432	2,432	2,432
<b>Net Current Assets</b>	<b>19,730</b>	<b>25,506</b>	<b>28,762</b>	<b>41,907</b>	<b>51,455</b>	<b>46,928</b>	<b>46,538</b>	<b>57,749</b>	<b>59,688</b>
<b>Appl. of Funds</b>	<b>60,749</b>	<b>68,551</b>	<b>77,820</b>	<b>118,848</b>	<b>136,262</b>	<b>183,672</b>	<b>183,908</b>	<b>195,221</b>	<b>194,997</b>



## Financials and Valuations

### Ratios

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
<b>EPS</b>	<b>8.0</b>	<b>11.2</b>	<b>15.4</b>	<b>14.5</b>	<b>17.5</b>	<b>18.4</b>	<b>14.7</b>	<b>17.3</b>	<b>19.6</b>
Cash EPS	9.8	14.0	18.4	17.9	22.8	23.9	18.3	24.3	27.1
BV/Share	33.6	41.5	55.7	68.0	85.4	101.5	101.4	122.3	136.4
DPS	1.8	2.4	3.2	3.6	3.6	3.6	3.6	3.6	4.6
Payout (%)	22.5	21.4	20.7	24.8	20.5	19.6	24.5	20.8	23.4
<b>Valuation (x)</b>									
P/E	45.2	32.3	23.5	24.9	20.7	19.7	24.6	20.9	18.5
Cash P/E	36.9	25.9	19.7	20.3	15.9	15.1	19.8	14.9	13.4
P/BV	10.8	8.7	6.5	5.3	4.2	3.6	3.6	3.0	2.7
EV/Sales	5.4	4.5	3.9	4.3	3.4	3.3	3.0	2.7	2.4
EV/EBITDA	32.3	22.1	16.7	21.1	14.2	14.3	15.1	13.1	11.6
Dividend Yield (%)	0.5	0.7	0.9	1.0	1.0	1.0	1.0	1.0	1.3
<b>Return Ratios (%)</b>									
RoE	25.2	29.7	31.7	23.0	22.9	19.3	11.3	15.5	15.2
RoCE	16.5	19.8	22.6	15.2	14.0	12.8	9.9	11.2	11.7
RoIC	19.5	24.3	28.1	19.6	18.7	14.1	10.3	11.8	12.2
<b>Working Capital Ratios</b>									
Asset Turnover (x)	1.2	1.3	1.3	0.8	0.9	0.7	0.8	0.8	0.8
Fixed Asset Turnover (x)	2.3	2.7	2.8	2.0	1.9	1.4	1.2	1.2	1.3
Debtor (Days)	56	56	63	76	84	99	97	92	92
Inventory (Days)	69	61	54	61	64	70	70	72	75
Working Capital T/O (Days)	72	79	84	102	117	115	94	113	106
<b>Leverage Ratio (x)</b>									
Net Debt/Equity	0.6	0.4	0.3	0.5	0.5	0.8	0.7	0.5	0.3

### Cash Flow Statement

(INR m)

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Oper. Profit/(Loss) bef.Tax	12,001	17,401	22,962	19,036	28,475	30,136	28,166	31,681	34,451
Interest/Dividends Recd.	786	488	918	1,286	1,132	2,011	1,139	980	1,103
Direct Taxes Paid	-1,060	-2,594	-4,298	-1,289	-5,644	-5,303	-3,198	-4,571	-5,558
(Inc)/Dec in WC	752	-4,566	-3,568	-4,097	-11,834	-3,133	4,550	-10,199	-876
<b>CF from Operations</b>	<b>12,480</b>	<b>10,730</b>	<b>16,014</b>	<b>14,936</b>	<b>12,129</b>	<b>23,711</b>	<b>30,657</b>	<b>17,892</b>	<b>29,120</b>
EO Expense / (Income)	172	22	26	-2	0	404	3,968	0	0
<b>CF from Operating incl EO Exp.</b>	<b>12,308</b>	<b>10,708</b>	<b>15,988</b>	<b>14,938</b>	<b>12,129</b>	<b>23,307</b>	<b>26,689</b>	<b>17,892</b>	<b>29,120</b>
(inc)/dec in FA	-4,553	-4,221	-8,408	-29,947	-12,402	-55,897	-6,676	-7,258	-5,500
<b>Free Cash Flow</b>	<b>7,755</b>	<b>6,487</b>	<b>7,580</b>	<b>-15,009</b>	<b>-273</b>	<b>-32,590</b>	<b>20,013</b>	<b>10,634</b>	<b>23,620</b>
(Pur)/Sale of Investments	279	-678	-627	-1,686	-852	-2,026	-915	0	0
<b>CF from Investments</b>	<b>-4,274</b>	<b>-4,899</b>	<b>-9,035</b>	<b>-31,633</b>	<b>-13,254</b>	<b>-57,923</b>	<b>-7,591</b>	<b>-7,258</b>	<b>-5,500</b>
Inc/(Dec) in Debt	-3,741	52	-1,445	29,250	1,988	31,747	-408	-10,170	-14,632
Interest Paid	-1,181	-613	-463	-450	-911	-1,935	-3,418	-2,856	-1,882
Dividend Paid	-2,266	-3,156	-3,884	-4,436	-4,436	-3,668	-4,336	-4,441	-5,675
Others	-1,196	-880	-1,473	1,379	1,570	812	-6,776	7,845	-368
<b>CF from Fin. Activity</b>	<b>-8,384</b>	<b>-4,597</b>	<b>-7,265</b>	<b>25,743</b>	<b>-1,789</b>	<b>26,956</b>	<b>-14,938</b>	<b>-9,622</b>	<b>-22,557</b>
<b>Inc/Dec of Cash</b>	<b>-350</b>	<b>1,211</b>	<b>-312</b>	<b>9,048</b>	<b>-2,914</b>	<b>-7,660</b>	<b>4,160</b>	<b>1,012</b>	<b>1,062</b>
Add: Beginning Balance	5,838	5,488	6,699	6,387	15,435	13,149	5,489	9,649	10,661
<b>Closing Balance</b>	<b>5,488</b>	<b>6,699</b>	<b>6,387</b>	<b>15,435</b>	<b>13,149</b>	<b>5,489</b>	<b>9,649</b>	<b>10,661</b>	<b>11,724</b>



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.

#### Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Investment Advisory Services, Depository participant services & distribution of various financial products. MOFSL is a subsidiary company of Passionate Investment Management Pvt. Ltd.. (PIMPL). MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com). Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

#### Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

#### For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

#### For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act") and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

#### For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co.Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

#### Specific Disclosures

- 1 MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- 5 Research Analyst has not served as director/officer/employee in the subject company
- 6 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months

9 MOFSL has not received any compensation or other benefits from third party in connection with the research report

10 MOFSL has not engaged in market making activity for the subject company

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company
- received compensation/other benefits from the subject company in the past 12 months
- other potential conflict of interests with respect to any recommendation and other related information and opinions; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

#### Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

#### Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

#### Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alterations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 71934200/ 022-71934263; Website [www.motilaloswal.com](http://www.motilaloswal.com). CIN no.: L67190MH2005PLC153397. Correspondence Office Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad(West), Mumbai- 400 064. Tel No: 022 7188 1000.

Registration Nos.: Motilal Oswal Financial Services Limited (MOFSL)\*: INZ000158836(BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN - 146822; Investment Adviser: INA000007100; Insurance Corporate Agent: CA0579; PMS: INP000006712. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP00000670); PMS and Mutual Funds are offered through MOAMC which is group company of MOFSL. Motilal Oswal Wealth Management Ltd. (MOWML): PMS (Registration No.: INP000004409) is offered through MOWML, which is a group company of MOFSL. Motilal Oswal Financial Services Limited is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs, Insurance Products and IPOs. Real Estate is offered through Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. which is a group company of MOFSL. Private Equity is offered through Motilal Oswal Private Equity Investment Advisors Pvt. Ltd which is a group company of MOFSL. Research & Advisory services is backed by proper research. Please read the Risk Disclosure Document prescribed by the Stock Exchanges carefully before investing. There is no assurance or guarantee of the returns. Investment in securities market is subject to market risk, read all the related documents carefully before investing. Details of Compliance Officer: Name: Neeraj Agarwal, Email ID: [na@motilaloswal.com](mailto:na@motilaloswal.com), Contact No.: 022-71881085.

\* MOSL has been amalgamated with Motilal Oswal Financial Services Limited (MOFSL) w.e.f August 21, 2018 pursuant to order dated July 30, 2018 issued by Hon'ble National Company Law Tribunal, Mumbai Bench.