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Indraprastha Gas Ltd

2QFY19 Results: Estimates (↑), TP (↑), Rating (↔)

Regular Coverage

Absolute : ADD

Relative : BENCHMARK

9% ATR in 17 Months

Strong volume growth across segments— maintain ADD

Oil & Gas

2QFY19 proved to be yet another strong quarter for IGL, with 13% yoy volume growth led by solid growth in industrial/CNG segments. However, INR depreciation and lower industrial margins led to a slight EBITDA-level miss, with EBITDA/scm at Rs 5.7/scm (EE: Rs 5.9/scm). IGL's recent victory to operate a CGD network in Gurgaon by taking over assets of HCGDL can add 3-4% CAGR to volumes in the next 4-5 years. We expect volume growth to remain strong led by (1) a pick-up in industrial volumes post petcoke/furnace oil (FO) ban in NCR, (2) much-delayed addition of DTC buses, (3) strong growth in private conversation, and (4) scaling up of operations in the Gurgaon region. We expect EBITDA/EPSCAGR of 11%/17% over FY18-FY20E. We roll over to a Mar'20 TP of Rs 323 (Dec'19 TP Rs 322), including Rs 31/sh for the subsidiary stake. Maintain ADD.

Gurgaon can add 3-4% CAGR in volumes over next 4-5 years: Current volumes of Gurgaon are ~0.25mmscmd (5% of IGL's existing volume), and APM gas is supplied by IGL under MoPNG instruction. IGL currently earns Rs 2/scm as trading income on APM gas supply to HCGDL. In our earlier discussion, management indicated a demand potential of 1mmscmd over 4-5 years. While volume growth would be slow initially, margin expansion (Rs 8-9 as EBITDA/scm in CNG vs. Rs 2 in trading) can be added. Volume acceleration will happen post FY20 with CNG stations ramping up and connectivity provided to industrial hubs & households. In our view, IGL's existing volume CAGR of 10% over FY18-FY21E can increase to 13-14% with the ramping up of operations.

CNG growth remains strong: CNG volumes grew 13% yoy to 4.4mmscmd driven by private vehicle conversion, demand from LCVs (ban on trucks passing through Delhi) and rising differential between diesel and CNG prices. We expect ~11% CNG volume CAGR over FY18-FY20E driven by a pick-up in DTC bus volumes, private vehicle conversions and Gurgaon and Rewari volumes flowing in.

Push to cleaner energy driving industrial volumes: PNG volumes grew 13% yoy on a 26%/4% yoy growth in industrial/household activities and aided by a 5% yoy growth in trading volumes. Industrial volumes are likely to remain strong due to the FO/LSFO ban in NCR. We expect 12% PNG volume CAGR over FY18-FY20E driven by industrial volumes.

In-line EBITDA: Volumes grew 13% yoy whereas revenues were up 28% yoy on higher realizations in CNG/PNG segments. Gross margins at Rs 10.2/scm were 4% below EE due to INR depreciation and volume growth mix being skewed towards the low-margin industrial segment. Reported EBITDA at Rs 3.1bn grew 9% yoy and was 1% below EE. A 33% yoy increase in other income to Rs 332mn led to an 11% yoy growth in PBT to Rs 2.9bn. Standalone PAT was at Rs 1.87bn, while PAT for JVs at Rs 235 (for 50% stake).

Change over previous estimates

	FY19E	%Change	FY20E	%Change
Volume (mmscmd)	5.80	0%	6.36	0%
Sales	57,121	1%	64,789	0%
Gross Margin (Rs/scm)	10.4	0%	10.7	0%
EBITDA (Rs/scm)	5.8	1%	5.9	0%
PAT	7,472	0%	8,676	1%

Consolidated Financials

Rs. Mn YE Mar	FY18A	FY19E	FY20E	FY21E
Sales	45,921	57,121	64,789	71,119
EBITDA	11,144	12,214	13,753	15,243
Depreciation	1,813	2,151	2,508	2,848
Interest Expense	17	0	0	0
Other Income	242	1,307	1,705	2,291
Reported PAT	6,350	7,472	8,676	9,839
Recurring PAT	6,350	7,472	8,676	9,839
Total Equity	36,470	42,140	48,851	56,561
Gross Debt	0	0	0	0
Cash	14,476	14,961	20,552	27,444
Rs. Mn YE Mar	FY18A	FY19E	FY20E	FY21E
Earnings	9.1	10.7	12.4	14.1
Book Value	52	60	70	81
Dividends	1.7	2.2	2.4	2.6
FCFF	4.5	2.3	9.8	11.9
P/E (x)	31.4	26.7	23.0	20.3
P/B (x)	5.5	4.7	4.1	3.5
EV/EBITDA (x)	16.8	15.4	13.3	11.6
ROE (%)	19 %	19 %	19 %	19 %
Core ROIC (%)	29 %	28 %	28 %	29 %
EBITDA Margin (%)	24 %	21 %	21 %	21 %
Net Margin (%)	14 %	13 %	13 %	14 %

Rating Information	
Price (Rs)	285
Target Price (Rs)	323
Target Date	31st Mar'20
Target Set On	5th Nov'18
Implied yrs of growth (DCF)	20
Fair Value (DCF)	292
Fair Value (DDM)	35
Ind Benchmark	BSE OIL
Model Portfolio Position	NA

Stock Information	
Market Cap (Rs Mn)	1,99,500
Free Float (%)	55.00 %
52 Wk H/L (Rs)	344.9/215.2
Avg Daily Volume (1yr)	25,67,161
Avg Daily Value (Rs Mn)	731
Equity Cap (Rs Mn)	1,400
Face Value (Rs)	2
Bloomberg Code	IGL IN

Ownership	Recent	3M	12M
Promoters	45.0 %	0.0 %	0.0 %
DII	17.2 %	-0.6 %	-1.3 %
FII	21.1 %	1.0 %	-4.1 %
Public	16.7 %	-0.5 %	5.4 %

Price %	1M	3M	12M
Absolute	28.1 %	-8.5 %	-9.7 %
Vs Industry	17.2 %	2.9 %	8.8 %
Gujarat Gas	2.5 %	-19.6 %	-35.0 %
Mahanagar Gas	8.5 %	-13.4 %	-32.8 %

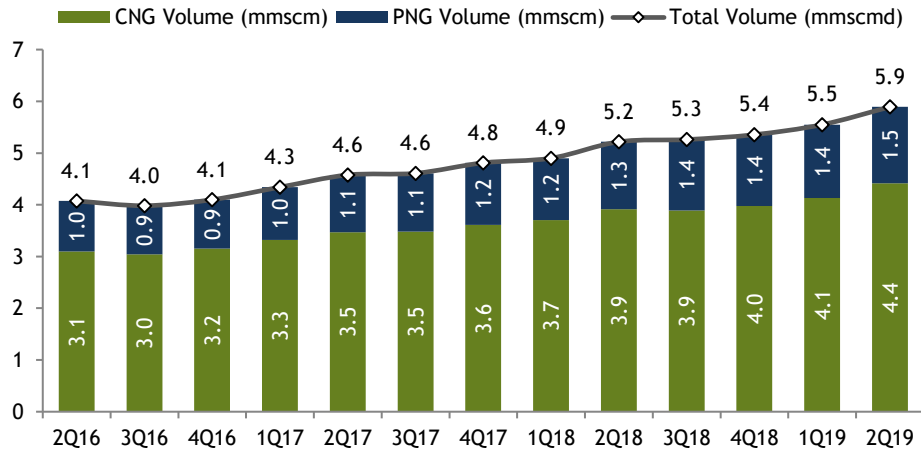
Standalone Quarterly EPS forecast

Rs/Share	1Q	2Q	3Q	4Q
EPS (18A)	2.1	2.1	1.9	2.3
EPS (19E)	2.4	2.4	2.5	2.5

Quarterly performance

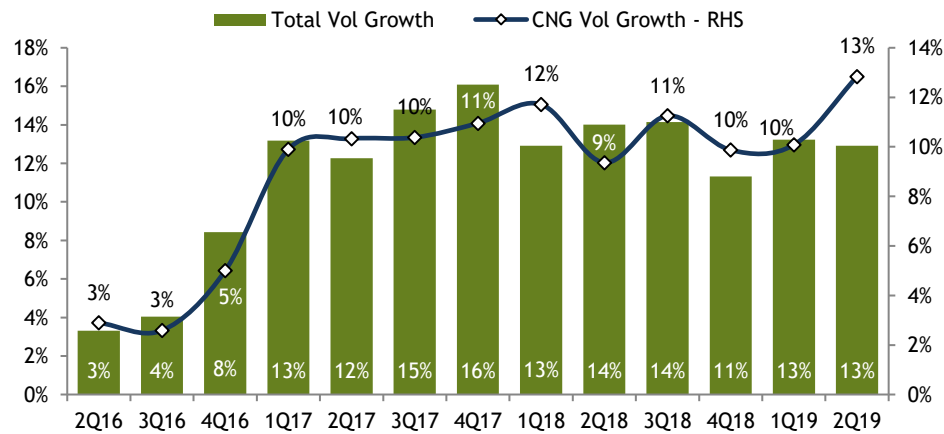
Rs Mn	2QFY19	2QFY19E	1QFY19	2QFY18	% Change			Comments
					2QFY19E	1QFY19	2QFY18	
Net Sales	14,215	14,495	12,874	11,120	-2%	10%	28%	
Consumption of Raw Materials	8,425	8,578	7,418	5,930	-2%	14%	42%	
Employee Cost	301	298	311	259	1%	-3%	16%	
Other Expenditure	2,409	2,504	2,195	2,115	-4%	10%	14%	
Total Expenditures	11,135	11,380	9,924	8,304	-2%	12%	34%	
EBITDA	3,080	3,115	2,951	2,816	-1%	4%	9%	
Depreciation	503	516	473	450	-3%	6%	12%	
EBIT	2,577	2,599	2,478	2,366	-1%	4%	9%	
Interest	6	0	6	4	NA	0%	56%	
Other Income	332	262	262	250	26%	26%	33%	
PBT	2,903	2,861	2,735	2,612	1%	6%	11%	
Tax	1,030	944	976	923	9%	6%	12%	
Recurring PAT	1,873	1,917	1,759	1,689	-2%	6%	11%	
Extraordinaries	0	0	0	0				
Reported PAT	1,873	1,917	1,759	1,689	-2%	6%	11%	
EPS (Rs)	2.7	2.7	2.5	2.4	-2%	6%	11%	
EBITDA Margin	21.7%	21.5%	22.9%	25.3%	18 bps	-125 bps	-366 bps	
EBIT Margin	18.1%	17.9%	19.2%	21.3%	20 bps	-112 bps	-315 bps	
PBT Margin	20.4%	19.7%	21.2%	23.5%	69 bps	-82 bps	-306 bps	
PAT Margin	13.2%	13.2%	13.7%	15.2%	-5 bps	-49 bps	-201 bps	
Tax Rate	35.5%	33.0%	35.7%	35.3%	249 bps	-19 bps	15 bps	
CNG Volume (mmscmd)	4.4	4.2	4.1	3.9	4%	7%	13%	
PNG Volume (mmscmd)	1.5	1.5	1.4	1.3	-2%	4%	13%	
CNG Gross Realization (Rs/kg)	40.5	42.4	39.4	37.4	-5%	3%	8%	
PNG Realization (Rs/scm)	28.7	28.4	26.5	23.3	1%	8%	23%	
Cost of Gas \$/mmbtu)	6.1	6.3	6.0	5.3	-3%	1%	15%	
Cost of Gas (Rs/scm)	14.8	15.4	14.0	11.8	-4%	6%	26%	
Gross Margin (Rs/scm)	10.2	10.6	10.3	10.3	-4%	-1%	-1%	
EBITDA (Rs/scm)	5.7	5.9	5.8	5.9	-3%	-3%	-3%	

Exhibit 1: CNG volume at record levels; PNG also grows strongly driven by industrials



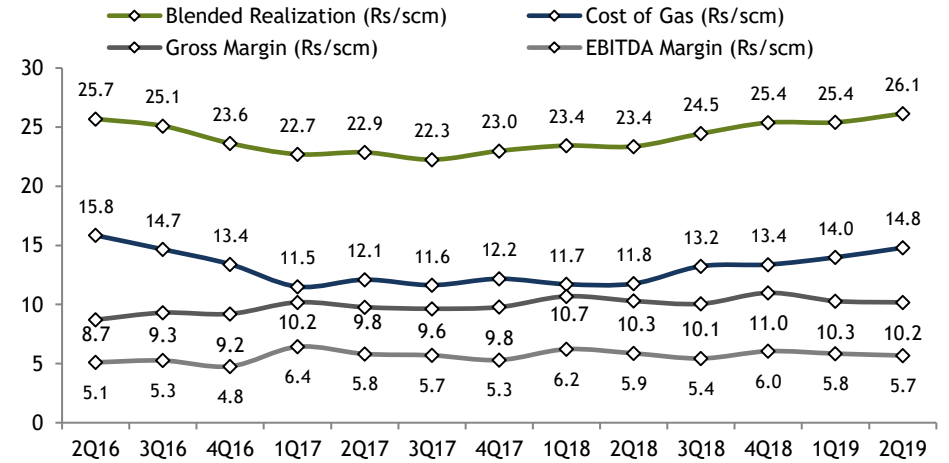
Source:Equirus Securities, Company

Exhibit 2: CNG volume improving on better fuel economics, PNG growth on FO ban



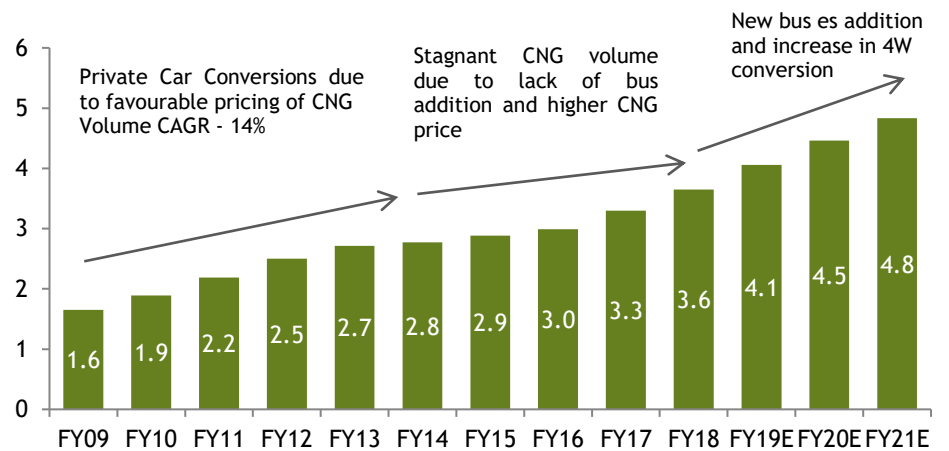
Source:Equirus Securities, Company

Exhibit 3: EBITDA/scm increases on strong volume growth towards CNG/industrial



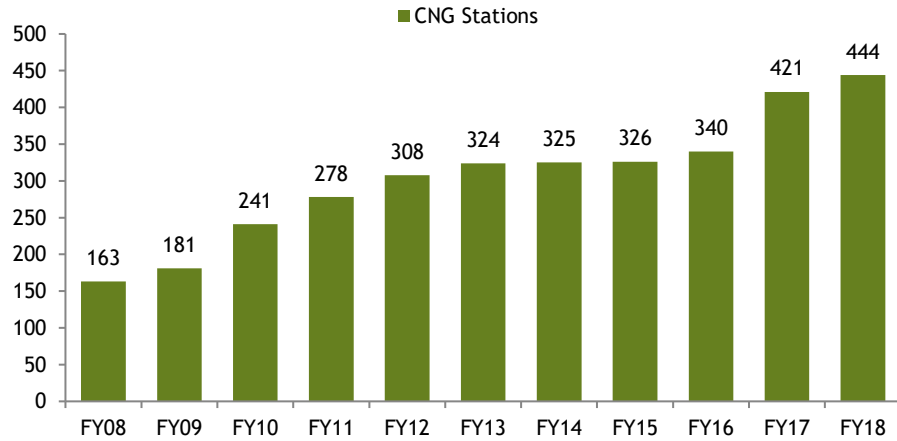
Source:Equirus Securities, Company

Exhibit 4: CNG volumes rising since last few quarters; expect 10% volume CAGR over FY18-FY20E



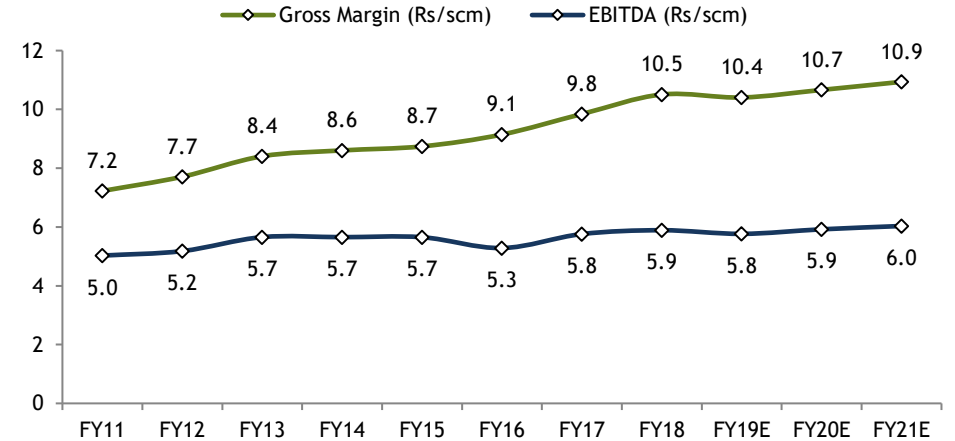
Source:Equirus Securities, Company

Exhibit 5: Sharp jump in CNG stations in last two years leads to smaller queues



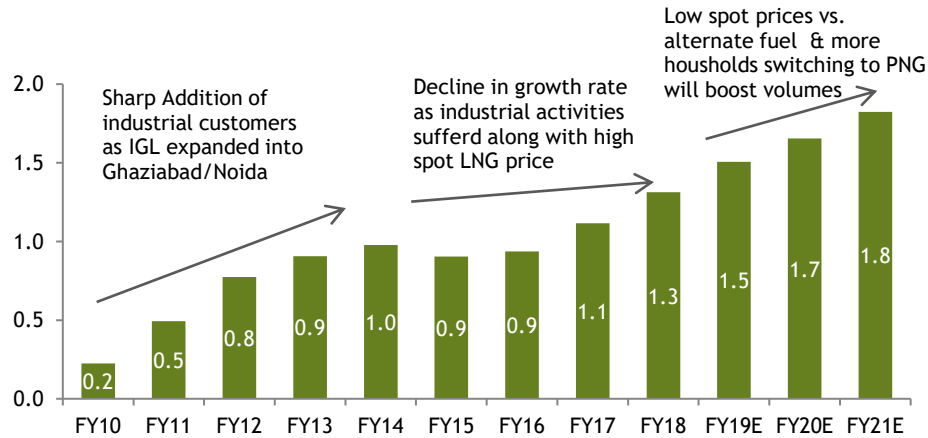
Source: Equirus Securities, Company

Exhibit 7: We build in gross margins of Rs 10.5-10.7/scm, EBITDA of Rs 5.7-5.9/scm over FY18-FY20E



Source: Equirus Securities, Company

Exhibit 6: PNG growth recovering from FY17; to see 13% CAGR over FY18-FY20E



Source: Equirus Securities, Company

Company Snapshot

How we differ from Consensus

	-	Equirus	Consensus	% Diff	Comment
EPS	FY19E	10.7	11.1	-4 %	Consensus numbers yet to reflect 2Q earnings
	FY20E	12.4	12.9	-4 %	
Sales	FY19E	57,121	53,938	6 %	
	FY20E	64,789	61,513	5 %	
PAT	FY19E	7,472	7,854	-5 %	
	FY20E	8,676	8,983	-3 %	

Our Key Investment arguments:

- A drop in domestic gas prices has restored competitiveness of CNG against petrol/diesel.
- Renegotiation of RasGas contract has led to a decline in selling price to industrial customers, making it competitive to alternate fuels like FO/Naphtha. Industrial volumes have started picking up as more customers are switching to gas.
- CNG volumes would increase further on increase in number of DTC buses. Private vehicle conversion would also fuel growth.

	FY18	FY19E	FY20E	FY21E
Volume	5.2	5.8	6.4	6.9
CNG Price	38.2	41.9	43.5	43.5
Cost of Gas (\$/mmbtu)	5.6	6.2	6.7	6.7
Gross Margin (Rs/scm)	10.6	10.4	10.7	10.9
EBITDA Margin (Rs/scm)	5.9	5.8	5.9	6.0

Risk to Our View

- (1) SC upholding PNGRB's view and cutting margins.(2) Deterioration in CNG fuel economics.

Comparable valuation	Company	Reco.	CMP	Mkt Cap Rs. Mn.	Price Target	Target Date	EPS			P/E			BPS		P/B		RoE			Div Yield	
							FY18A	FY19E	FY20E	FY18A	FY19E	FY20E	FY18A	FY19E	FY18A	FY19E	FY20E	FY18A	FY19E	FY20E	FY18A
	IGL	ADD	285	1,99,500	323	31st Mar'20	9.1	10.7	12.4	31.4	26.7	23.0	52.1	4.7	19 %	19 %	19 %	0.6 %	0.8 %		
	Gujarat Gas	ADD	626	86,235	717	31st Mar'20	21.2	25.7	34.0	30.0	24.7	18.7	134.1	4.0	17 %	18 %	20 %	0.6 %	0.8 %		
	MGL	NA	846	83,571	NA	NA	48.4	53.9	57.8	17.5	15.7	14.6	212.1	4.8	24 %	19 %	24 %	1.5 %	1.0 %		

Key Triggers

Revival in volume growth

Sensitivity to Key Variables	% Change	% Impact on EPS
Volume	5 %	6 %
Gross Spread	5 %	30 %

DCF Valuations & Assumptions

Rf	Beta	Ke	Term. Growth	Debt/IC in Term. Yr
7.8 %	0.8	12.6 %	4.0 %	0.0 %

	FY19E	FY20E	FY21-23E	FY24-28E	FY29-38E
Sales Growth	24 %	13 %	8 %	9 %	9 %
NOPAT Margin	12 %	12 %	12 %	12 %	14 %
IC Turnover	2.17	2.30	2.50	2.90	3.65
RoIC	28.3 %	27.6 %	30.5 %	37.4 %	51.2 %

	1	2	5	10	20
Years of strong growth					
Valuation as on date (Rs)	114	122	143	183	247
Valuation as of Mar'20	134	144	169	216	292

Based on DCF, assuming 20 years of 9% CAGR and 51% ROIC, we derive our current fair value of Rs 247 and a Mar'20 fair value of Rs 292.

Company Description:

IGL has exclusive rights of City Gas Distribution in NCT region till 2025 and involved in selling CNG and PNG to consumers. It meets gas requirement through APM, KGD6 and LNG. Recently IGL received favorable verdict on Ghaziabad and awaiting Supreme Court order on Faridabad and Gurgaon. We believe IGL will derive 21% CAGR in volume over next 3 years on pick up in private car conversion, PNG network penetration in NCR and expansion in Noida, Greater Noida and Ghaziabad.

Standalone Quarterly Earnings Forecast and Key Drivers

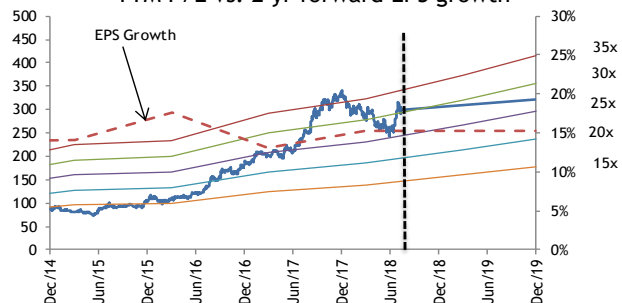
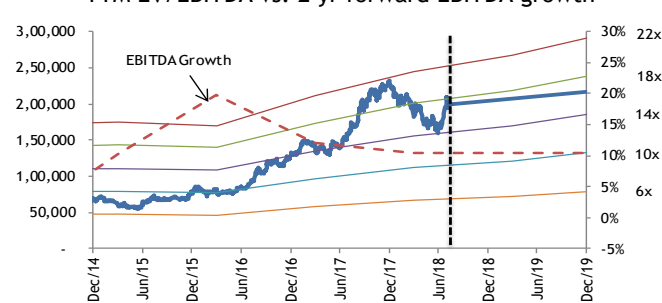
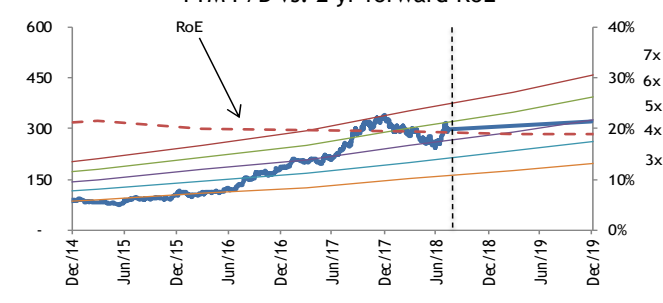
Rs in Mn	1Q18A	2Q18A	3Q18A	4Q18A	1Q19A	2Q19A	3Q19E	4Q19E	1Q20E	2Q20E	3Q20E	4Q20E	FY18A	FY19E	FY20E	FY21E
Revenue	9,665	9,467	10,019	10,492	11,120	11,839	12,329	12,874	14,215	15,339	14,693	15,504	45,921	57,121	64,789	71,119
Consumption of Raw Materials	5,348	5,181	5,535	5,486	5,930	6,727	6,770	7,418	8,425	8,947	9,188	9,302	24,914	33,978	38,780	42,107
Employee Cost	237	256	191	251	259	274	277	311	301	315	318	358	1,061	1,245	1,432	1,647
Other Expenditure	1,631	1,615	1,997	1,982	2,115	2,207	2,369	2,195	2,409	2,450	2,629	2,436	8,803	9,683	10,823	12,122
EBITDA	2,449	2,416	2,296	2,773	2,816	2,631	2,914	2,951	3,080	3,626	2,557	3,408	11,144	12,214	13,753	15,243
Depreciation	483	421	425	439	450	453	470	473	503	538	638	627	1,813	2,151	2,508	2,848
EBIT	1,966	1,994	1,871	2,334	2,366	2,177	2,443	2,478	2,577	3,089	1,919	2,781	9,331	10,063	11,245	12,395
Interest	0	3	5	4	4	4	6	6	6	0	-11	0	17	0	0	0
Other Income	211	152	209	179	250	326	267	262	332	332	381	356	926	1,307	1,705	2,291
PBT	2,177	2,144	2,075	2,509	2,612	2,499	2,705	2,735	2,903	3,420	2,312	3,137	10,241	11,370	12,950	14,686
Tax	735	696	734	897	923	840	957	976	1,030	1,129	763	1,035	3,742	3,898	4,273	4,846
Recurring PAT	1,442	1,448	1,341	1,613	1,689	1,659	1,747	1,759	1,873	2,292	1,549	2,102	6,498	7,472	8,676	9,839
Extraordinary	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Reported PAT	1,442	1,448	1,341	1,613	1,689	1,659	1,747	1,759	1,873	2,292	1,549	2,102	6,498	7,472	8,676	9,839
EPS (Rs)	2.06	2.07	1.92	2.30	2.41	2.37	2.50	2.51	2.68	3.27	2.21	3.00	9.28	10.67	12.39	14.06
Key Drivers																
CNG Volume (Mn Kg)	248	257	257	256	273	290	285	284	300	319	314	313	1,018	1,132	1,246	1,348
CNG Price (Rs/kg)	36	37	39	40	39	40	45	43	44	44	44	44	38	42	44	44
PNG Volume (mmscm)	109	120	126	124	129	136	144	141	141	149	157	156	479	550	604	666
PNG Price (Rs/scm)	23	23	24	26	27	29	29	28	29	29	29	29	24	28	29	30
Cost of Gas (Rs/scm)	12	12	13	13	14	15	16	16	16	16	16	16	13	15	16	16
Gas Margin (Rs/scm)	8.98	8.83	8.39	8.47	9.30	8.62	9.24	9.68	9.50	9.29	9.24	9.09	9.85	9.81	10.20	10.00
Sequential Growth (%)																
Revenue	-4 %	-2 %	6 %	5 %	6 %	6 %	4 %	4 %	10 %	8 %	-4 %	6 %	-	-	-	-
Consumption of Raw Materials	-3 %	-3 %	7 %	-1 %	8 %	13 %	1 %	10 %	14 %	6 %	3 %	1 %	-	-	-	-
EBITDA	7 %	-1 %	-5 %	21 %	2 %	-7 %	11 %	1 %	4 %	18 %	-29 %	33 %	-	-	-	-
EBIT	5 %	1 %	-6 %	25 %	1 %	-8 %	12 %	1 %	4 %	20 %	-38 %	45 %	-	-	-	-
Recurring PAT	8 %	0 %	-7 %	20 %	5 %	-2 %	5 %	1 %	6 %	22 %	-32 %	36 %	-	-	-	-
EPS	8 %	0 %	-7 %	20 %	5 %	-2 %	5 %	1 %	6 %	22 %	-32 %	36 %	-	-	-	-
Yearly Growth (%)																
Revenue	7 %	-2 %	6 %	5 %	15 %	25 %	23 %	23 %	28 %	30 %	19 %	20 %	20 %	24 %	13 %	10 %
EBITDA	-3 %	-1 %	-5 %	21 %	15 %	9 %	27 %	6 %	9 %	38 %	-12 %	16 %	16 %	10 %	13 %	11 %
EBIT	-8 %	1 %	-6 %	25 %	20 %	9 %	31 %	6 %	9 %	42 %	-21 %	12 %	17 %	8 %	12 %	10 %
Recurring PAT	-3 %	0 %	-7 %	20 %	17 %	15 %	30 %	9 %	11 %	38 %	-11 %	19 %	19 %	15 %	16 %	13 %
EPS	-3 %	0 %	-7 %	20 %	17 %	15 %	30 %	9 %	11 %	38 %	-11 %	19 %	19 %	15 %	16 %	13 %
Margin (%)																
EBITDA	25 %	26 %	23 %	26 %	25 %	22 %	24 %	23 %	22 %	24 %	17 %	22 %	24 %	21 %	21 %	21 %
EBIT	20 %	21 %	19 %	22 %	21 %	18 %	20 %	19 %	18 %	20 %	13 %	18 %	20 %	18 %	17 %	17 %
PBT	23 %	23 %	21 %	24 %	23 %	21 %	22 %	21 %	20 %	22 %	16 %	20 %	22 %	20 %	20 %	21 %
PAT	15 %	15 %	13 %	15 %	15 %	14 %	14 %	14 %	13 %	15 %	11 %	14 %	14 %	13 %	13 %	14 %

Consolidated Financials

P&L (Rs Mn)	FY18A	FY19E	FY20E	FY21E
Revenue	45,921	57,121	64,789	71,119
Op. Expenditure	34,778	44,907	51,036	55,876
EBITDA	11,144	12,214	13,753	15,243
Depreciation	1,813	2,151	2,508	2,848
EBIT	9,331	10,063	11,245	12,395
Interest Expense	17	0	0	0
Other Income	242	1,307	1,705	2,291
PBT	9,556	11,370	12,950	14,686
Tax	3,742	3,898	4,273	4,846
PAT bef. MI & Assoc.	5,814	7,472	8,676	9,839
Minority Interest	0	0	0	0
Profit from Assoc.	537	0	0	0
Recurring PAT	6,350	7,472	8,676	9,839
Extraordinaires	0	0	0	0
Reported PAT	6,350	7,472	8,676	9,839
FDEPS (Rs)	9.1	10.7	12.4	14.1
DPS (Rs)	1.7	2.2	2.4	2.6
CEPS (Rs)	11.7	13.7	16.0	18.1
FCFPS (Rs)	4.5	2.3	9.8	11.9
BVPS (Rs)	52.1	60.2	69.8	80.8
EBITDAM (%)	24 %	21 %	21 %	21 %
PATM (%)	14 %	13 %	13 %	14 %
Tax Rate (%)	39 %	34 %	33 %	33 %
Sales Growth (%)	20 %	24 %	13 %	10 %
FDEPS Growth (%)	10 %	18 %	16 %	13 %

Balance Sheet (Rs Mn)	FY18A	FY19E	FY20E	FY21E
Equity Capital	1,400	1,400	1,400	1,400
Reserve	35,070	40,740	47,451	55,161
Networth	36,470	42,140	48,851	56,561
Long Term Debt	0	0	0	0
Def Tax Liability	2,732	3,432	4,132	4,832
Minority Interest	0	0	0	0
Account Payables	3,386	3,724	4,250	4,614
Other Curr Liabi	8,377	8,160	9,256	10,160
Total Liabilities & Equity	50,965	57,456	66,488	76,167
Net Fixed Assets	24,320	27,059	30,050	32,202
Capital WIP	3,860	3,860	3,860	3,860
Others	4,958	5,569	5,069	5,069
Inventory	524	939	1,065	1,169
Account Receivables	2,261	2,813	3,191	3,502
Other Current Assets	565	2,255	2,701	2,920
Cash	14,476	14,961	20,552	27,444
Total Assets	50,965	57,456	66,488	76,167
Non-cash Working Capital	-8,413	-5,877	-6,549	-7,183
Cash Conv Cycle	-66.9	-37.6	-36.9	-36.9
WC Turnover	-5.5	-9.7	-9.9	-9.9
FA Turnover	1.6	1.8	1.9	2.0
Net D/E	-0.4	-0.4	-0.4	-0.5
Revenue/Capital Employed	2.0	2.2	2.2	2.0
Capital Employed/Equity	1.2	1.1	1.1	1.1

Cash Flow (Rs Mn)	FY18A	FY19E	FY20E	FY21E
PBT	9,556	11,370	12,950	14,686
Depreciation	1,813	2,151	2,508	2,848
Others	0	0	0	0
Taxes Paid	3,742	3,898	4,273	4,846
Change in WC	1,863	-2,536	672	634
Operating C/F	9,490	7,087	11,856	13,321
Capex	-5,718	-5,500	-5,000	-5,000
Change in Invest	-604	0	0	0
Others	0	0	0	0
Investing C/F	-6,322	-5,500	-5,000	-5,000
Change in Debt	0	0	0	0
Change in Equity	1,435	0	0	0
Others	-391	-1,102	-1,266	-1,429
Financing C/F	1,044	-1,102	-1,266	-1,429
Net change in cash	4,211	485	5,591	6,892
RoE (%)	19 %	19 %	19 %	19 %
RoIC (%)	18 %	18 %	18 %	17 %
Core RoIC (%)	29 %	28 %	28 %	29 %
Div Payout (%)	23 %	24 %	23 %	22 %
P/E	31.4	26.7	23.0	20.3
P/B	5.5	4.7	4.1	3.5
P/FCFF	62.8	125.7	29.1	24.0
EV/EBITDA	16.8	15.4	13.3	11.6
EV/Sales	4.1	3.3	2.8	2.5
Dividend Yield (%)	0.6 %	0.8 %	0.8 %	0.9 %

TTM P/E vs. 2 yr forward EPS growth

TTM EV/EBITDA vs. 2 yr forward EBITDA growth

TTM P/B vs. 2 yr forward RoE


Historical Consolidated Financials

P&L (Rs Mn)	FY15A	FY16A	FY17A	FY18A	Balance Sheet (Rs Mn)	FY15A	FY16A	FY17A	FY18A	Cash Flow (Rs Mn)	FY15A	FY16A	FY17A	FY18A
Revenue	36,810	36,858	38,148	45,921	Equity Capital	1,400	1,400	1,400	1,400	PBT	6,453	6,327	8,196	9,556
Op. Expenditure	28,880	29,111	28,510	34,778	Reserve	20,748	24,304	28,717	35,070	Depreciation	1,487	1,563	1,671	1,813
EBITDA	7,930	7,747	9,638	11,144	Networth	22,148	25,704	30,117	36,470	Others	0	0	0	0
Depreciation	1,487	1,563	1,671	1,813	Long Term Debt	1,453	0	0	0	Taxes Paid	2,113	2,194	2,976	3,742
EBIT	6,443	6,185	7,967	9,331	Def Tax Liability	1,423	1,933	2,227	2,732	Change in WC	-961	756	3,271	1,863
Interest Expense	298	99	12	17	Minority Interest	0	0	0	0	Operating C/F	4,866	6,452	10,162	9,490
Other Income	308	242	242	242	Account Payables	1,569	1,613	2,740	3,386	Capex	-1,928	-2,546	-3,530	-5,718
PBT	6,453	6,327	8,196	9,556	Other Curr Liabi	4,451	5,240	6,846	8,377	Change in Invest	-2,006	-572	-391	-604
Tax	2,113	2,194	2,976	3,742	Total Liabilities & Equity	31,045	34,490	41,930	50,965	Others	0	0	0	0
PAT bef. MI & Assoc.	4,340	4,133	5,221	5,814	Net Fixed Assets	19,626	20,192	21,172	24,320	Investing C/F	-3,934	-3,118	-3,921	-6,322
Minority Interest	0	0	0	0	Capital WIP	2,258	2,669	3,518	3,860	Change in Debt	-1,758	-1,453	0	0
Profit from Assoc.	142	537	537	537	Others	2,940	3,519	3,940	4,958	Change in Equity	1,025	-103	88	1,435
Recurring PAT	4,481	4,670	5,757	6,350	Inventory	516	576	517	524	Others	-469	36	-602	-391
Extraordinaires	0	0	0	0	Account Receivables	2,451	2,511	2,014	2,261	Financing C/F	-1,202	-1,520	-514	1,044
Reported PAT	4,481	4,670	5,757	6,350	Other Current Assets	530	486	505	565	Net change in cash	-271	1,814	5,727	4,211
EPS (Rs)	6.4	6.7	8.2	9.1	Cash	2,724	4,538	10,265	14,476	RoE (%)	23 %	20 %	21 %	19 %
DPS (Rs)	1.2	1.2	1.7	1.7	Total Assets	31,045	34,490	41,930	50,965	RoIC (%)	20 %	18 %	19 %	18 %
CEPS (Rs)	8.5	8.9	10.6	11.7	Non-cash Working Capital	-2,523	-3,280	-6,550	-8,413	Core RoIC (%)	23 %	20 %	27 %	29 %
FCFPS (Rs)	1.6	4.9	8.9	4.5	Cash Conv Cycle	-25.0	-32.5	-62.7	-66.9	Div Payout (%)	22 %	22 %	25 %	23 %
BVPS (Rs)	31.6	36.7	43.0	52.1	WC Turnover	-14.6	-11.2	-5.8	-5.5	P/E	44.5	42.7	34.7	31.4
EBITDAM (%)	22 %	21 %	25 %	24 %	FA Turnover	1.7	1.6	1.5	1.6	P/B	9.0	7.8	6.6	5.5
PATM (%)	12 %	13 %	15 %	14 %	Net D/E	-0.1	-0.2	-0.3	-0.4	P/FCFF	176.2	58.7	31.9	62.8
Tax Rate (%)	33 %	35 %	36 %	39 %	Revenue/Capital Employed	2.2	1.9	1.9	2.0	EV/EBITDA	25.4	25.7	20.1	16.8
Sales growth (%)	-6 %	0 %	3 %	20 %	Capital Employed/Equity	1.5	1.4	1.3	1.2	EV/Sales	5.5	5.4	5.1	4.1
FDEPS growth (%)	24 %	4 %	23 %	10 %						Dividend Yield (%)	0.4 %	0.4 %	0.6 %	0.6 %

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