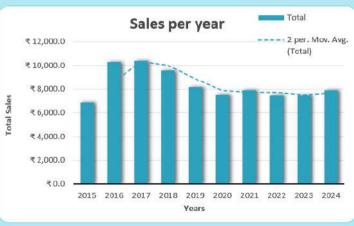
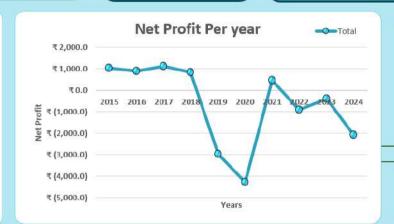
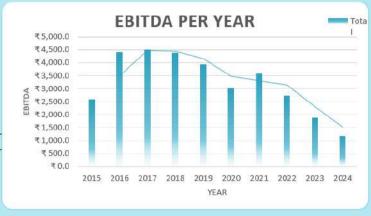
**RELIANCE POWER LTD** 

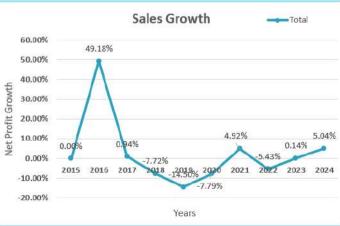
₹7,892.6 Total Sales ₹3,179.90 Gross Profit

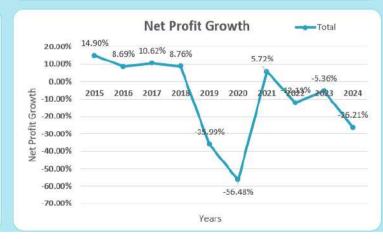
(₹ 2,068.38) Net Profit ₹43,760.26 Total Liabilites ₹ 247.50 Net Cashflow

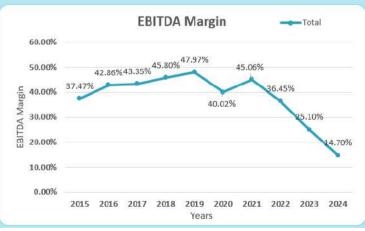












Historical Financial Statement - RELIANCE POWER LTD												
Years	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24	LTM	
Income Statement										_		
Sales	₹ 6,903.4	₹ 10,298.6	₹ 10,395.7	₹ 9,592.7	₹ 8,201.3	₹7,562.3	₹7,934.0	₹7,503.1	₹7,513.9	₹7,892.6	₹ 5,604.9	
Sales Growth		49.18%	0.94%	-7.72%	-14.50%	-7.79%	4.92%	-5.43%	0.14%	5.04%	-28.99%	
COGS	₹ 4,170.5 💆	₹5,437.2	₹5,414.0	₹ 4,770.3	₹3,634.5	₹3,701.6	₹3,541.2	₹3,829.1	₹ 4,475.0	₹4,712.7 💆	₹ 4,086.5	
COGS % Sales	60.41%	52.80%	52.08%	49.73%	44.32%	48.95%	44.63%	51.03%	59.56%	59.71%	72.91%	
Gross Profit	₹ 2,732.90	₹ 4,861.43	₹ 4,981.61	₹ 4,822.43	₹ 4,566.80	₹ 3,860.65	₹ 4,392.79	₹ 3,674.03	₹ 3,038.95	₹ 3,179.90	₹ 1,518.40	
Gross Margin	39.59%	47.20%	47.92%	50.27%	55.68%	51.05%	55.37%	48.97%	40.44%	40.29%	27.09%	
Selling & General Expense	₹146.31	₹ 447.03	₹ 475.14	₹ 429.00	₹ 633.01	₹834.04	₹817.83	₹ 938.89	₹ 1,152.81	₹ 2,020.01	₹ 0.00	
S&G Exp % Sales	2.12%	4.34%	4.57%	4.47%	7.72%	11.03%	10.31%	12.51%	15.34%	25.59%	0.00%	
EBITDA	₹ 2,586.59	₹ 4,414.40	₹ 4,506.47	₹ 4,393.43	₹ 3,933.79	₹ 3,026.61	₹ 3,574.96	₹ 2,735.14	₹ 1,886.14	₹ 1,159.89	₹ 1,518.40	
EBITDA Margin	37.47%	42.86%	43.35%	45.80%	47.97%	40.02%	45.06%	36.45%	25.10%	14.70%	27.09%	
Interest	₹ 1,074.20	₹ 2,682.65	₹ 2,843.08	₹ 2,925.97	₹3,206.48	₹ 3,053.97	₹ 2,538.59	₹ 2,720.82	₹ 2,504.12	₹ 2,451.29	₹ 1,656.95	
Interset % Sale	15.56%	26.05%	27.35%	30.50%	39.10%	40.38%	32.00%	36.26%	33.33%	31.06%	29.56%	
Depriciation	₹523.71	₹701.42	₹734.00	₹ 758.82	₹838.25	₹836.30	₹1,083.21	₹1,077.28	₹ 1,016.69	₹ 1,061.75	₹ 698.25	
Depriciation % Sale	7.59%	6.81%	7.06%	7.91%	10.22%	11.06%	13.65%	14.36%	13.53%	13.45%	12.46%	
Other Income	₹ 297.7	₹322.9	₹ 496.0	₹ 275.6	₹ (2,823.1)	₹ (3,384.2)	₹ 485.9	₹192.1	₹1,295.7	₹ 498.8	₹3,817.4	
Other Income%Sale	4.31%	3.14%	4.77%	2.87%	-34.42%	-44.75%	6.12%	2.56%	17.24%	6.32%	68.11%	
Earnings Before Tax	₹ 1,286.36	₹ 1,353.22	₹ 1,425.42	₹ 984.20	(₹ 2,934.07)	(₹ 4,247.82)	₹ 439.03	(₹ 870.89)	(₹ 338.98)	(₹ 1,854.35)	₹ 2,980.56	
EBT % Sale	18.63%	13.14%	13.71%	10.26%	-35.78%	-56.17%	5.53%	-11.61%	-4.51%	-23.49%	53.18%	
Tax	₹ 258.04	₹ 457.77	₹321.26	₹143.75	₹17.75	₹ 23.66	(₹ 14.91)	₹ 43.73	₹63.91	₹ 214.03	₹ 158.31	
Effective Tax Rate	20.06%	33.83%	22.54%	14.61%	-0.60%	-0.56%	-3.40%	-5.02%	-18.85%	-11.54%	5.31%	
Net Profit	₹ 1,028.32	₹ 895.45	₹ 1,104.16	₹ 840.45	(₹ 2,951.82)	(₹ 4,271.48)	₹ 453.94	(₹ 914.62)	(₹ 402.89)	(₹ 2,068.38)	₹ 2,822.25	
Net Margins	14.90%	8.69%	10.62%	8.76%	-35.99%	-56.48%	5.72%	-12.19%	-5.36%	-26.21%	50.35%	
No. Of Equity Shares	₹280.51	₹ 280.51	₹ 280.51	₹ 280.51	₹ 280.51	₹ 280.51	₹ 280.51	₹340.01	₹ 373.52	₹ 401.70	₹ 0.00	
Earning per share	₹ 3.67	₹3.19	₹3.94	₹3.00	-₹ 10.52	-₹ 15.23	₹ 1.62	-₹ 2.69	-₹ 1.08	-₹ 5.15	₹ 0.00	
EPS Growth		-12.92%	23.31%	-23.88%	-451.22%	44.71%	-110.63%	-266.23%	-59.90%	377.37%	-100.00%	
Dividend per share	₹ 0.00	₹ 1.00	₹ 0.00	₹ 0.00	₹ 0.00	₹ 0.00	₹ 0.00	₹ 0.00	₹ 0.00	₹ 0.00	₹ 0.00	
Dividend Payout Ratio	0.00%	31.33%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
Retained Earnings	100%	69%	100%	100%	0%	0%	100%	0%	0%	0%	0%	

			H	listorical Financial (	Statement - RELIAI	NCE POWER LTD				
Years	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Balance Sheet										
Equity Share Capital	₹ 2,805.13	₹ 2,805.13	₹ 2,805.13	₹ 2,805.13	₹ 2,805.13	₹ 2,805.13	₹ 2,805.13	₹3,400.13	₹3,735.21	₹ 4,016.98
Reserves	₹ 17,826.87	₹ 17,421.70	₹ 18,562.45	₹ 18,429.83	₹ 14,572.34	₹9,063.74	₹9,440.71	₹ 8,363.53	₹7,860.17	₹7,596.88
Borrowings	₹ 33,218.52	₹ 33,789.98	₹ 32,925.33	₹ 31,696.56	₹ 30,456.20	₹ 28,803.51	₹ 25,634.62	₹ 23,129.03	₹ 21,236.03	₹ 18,765.83
Other Liabilities	₹ 8,175.35	₹ 9,996.87	₹9,872.26	₹9,242.42	₹ 10,244.73	₹ 12,670.52	₹ 12,901.37	₹ 14,918.97	₹ 15,704.01	₹ 13,380.57
Total Liabilites	₹ 62,025.87	₹ 64,013.68	₹ 64,165.17	₹ 62,173.94	₹ 58,078.40	₹ 53,342.90	₹ 50,781.83	₹ 49,811.66	₹ 48,535.42	₹ 43,760.26
Fixed Assests (Net Block)	₹ 33,633.74	₹ 34,514.89	₹ 34,850.53	₹ 34,880.54	₹ 35,902.95	₹ 38,573.60	₹ 37,190.43	₹ 36,307.85	₹ 35,776.03	₹ 33,583.62
Capital Work in Progress	₹ 15,530.55	₹7,385.93	₹7,402.95	₹ 6,912.83	₹ 4,276.38	₹ 3,614.79	₹ 1,911.68	₹ 2,019.95	₹ 2,319.59	₹ 1,293.41
Investments	₹ 860.92	₹872.75	₹799.39	₹ 280.15	₹ 223.89	₹ 30.44	₹ 35.57	₹36.75	₹ 38.55	₹ 209.35
Other Assets	₹ 6,871.74	₹ 14,914.52	₹ 16,137.82	₹ 15,977.15	₹ 13,654.22	₹ 7,460.94	₹ 8,044.94	₹ 6,761.19	₹ 6,144.87	₹ 5,144.70
Total Non Current Assests	₹ 56,896.95	₹ 57,688.09	₹ 59,190.69	₹ 58,050.67	₹ 54,057.44	₹ 49,679.77	₹ 47,182.62	₹ 45,125.74	₹ 44,279.04	₹ 40,231.08
Receivables	₹ 2,910.67	₹3,524.96	₹ 2,988.03	₹2,477.80	₹2,738.11	₹2,364.52	₹ 2,409.88	₹3,213.50	₹2,679.90	₹ 1,650.41
Inventory	₹ 1,047.47	₹ 1,123.69	₹ 1,028.66	₹728.98	₹ 1,011.72	₹ 1,014.18	₹874.12	₹828.04	₹ 925.32	₹961.17
Cash & Bank	₹ 1,170.78	₹ 1,676.94	₹957.79	₹916.49	₹271.13	₹ 284.43	₹315.21	₹ 644.38	₹ 651.16	₹ 917.60
Total Current Assests	₹ 5,128.92		₹ 4,974.48	₹ 4,123.27	₹ 4,020.96	₹ 3,663.13	₹ 3,599.21	₹ 4,685.92	₹ 4,256.38	₹ 3,529.18
Total Assests	₹ 62,025.87	₹ 64,013.68	₹ 64,165.17	₹ 62,173.94	₹ 58,078.40	₹ 53,342.90	₹ 50,781.83	₹ 49,811.66	₹ 48,535.42	₹ 43,760.26
Check	TRUE	TRUE	TRUE	TRUE	TRUE	TRUE	TRUE	TRUE	TRUE	TRUE
Cash Flow Statement										
Net Cash from Operating Activities	₹1,399.12	₹ 4,573.52	₹ 4,705.36	₹ 4,364.73	₹4,223.11	₹ 4,542.82	₹ 4,148.62	₹3,613.10	₹4,023.74	₹3,173.85
Net Cash from Investing Activities	(₹ 3,629.65)	(₹ 1,347.61)	(₹ 2,141.85)	₹354.28	₹ 60.01	(₹ 247.10)	₹ 485.60	₹ 283.62	(₹ 354.18)	(₹ 192.15)
Net Cash from Financing Activites	₹ 695.37	(₹ 3,194.34)	(₹3,389.32)	(₹ 4,310.89)	(₹ 4,838.83)	(₹ 4,199.66)	(₹ 4,614.96)	(₹ 3,848.69)	(₹3,623.14)	(₹ 2,734.20)
Net Cash Flow	(₹ 1,535.16)	₹ 31.57	(₹ 825.81)	₹ 408.12	(₹ 555.71)	₹ 96.06	₹ 19.26	₹ 48.03	₹ 46.42	₹ 247.50

RELIANCE POWER LTD- Sales Forecast

## **RELIANCE POWER LTD- EBITDA Forecast**

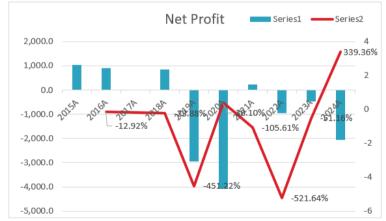
## RELIANCE POWER LTD- Net profit Foreca

K	ELIANCE POWER LIL	)- Sales Forecasi	<u> </u>	KELIA	ANCE POWER LIL	D- EBITUA FORE	cast
Weight	Year	Sales	Growth	Weight	Year	EBITDA	Growth
1	2015A	6,903.4		1	2015A	2,586.6	
2	2016A	10,298.6	49.18%	2	2016A	4,414.4	70.66%
3	2017A	10,395.7	0.94%	3	2017A	4,506.5	2.09%
4	2018A	9,592.7	-7.72%	4	2018A	4,393.4	-2.51%
5	2019A	8,201.3	-14.50%	5	2019A	3,933.8	-10.46%
6	2020A	7,562.3	-7.79%	6	2020A	3,026.6	-23.06%
7	2021A	7,934.0	4.92%	7	2021A	3,575.0	18.12%
8	2022A	7,503.1	-5.43%	8	2022A	2,735.1	-23.49%
9	2023A	7,513.9	0.14%	9	2023A	1,886.1	-31.04%
10	2024A	7,892.6	5.04%	10	2024A	1,159.9	-38.50%
11	2025E	7,357.5	-6.78%	11	2025E	1,796.5	54.89%
12	2026E	7,171.6	-2.53%	12	2026E	1,537.4	-14.42%
13	2027E	6,985.7	-2.59%	13	2027E	1,278.2	-16.86%
14	2028E	6,799.9	-2.66%	14	2028E	1,019.1	-20.27%
15	2029E	6,614.0	-2.73%	15	2029E	760.0	-25.43%

RELIANCE POWER LTI	)- Net profit Foi	recast
Year	Net Profit	Growth
2015A	1,028.3	
2016A	895.5	-12.92%
2017A	1,104.2	23.31%
2018A	840.5	-23.88%
2019A	-2,951.8	-451.22%
2020A	-4,076.6	38.10%
2021A	228.6	-105.61%
2022A	-964.0	-521.64%
2023A	-470.8	-51.16%
2024A	-2,068.4	339.36%
2025E	-2,334.6	12.87%
2026E	-2,642.1	13.17%
2027E	-2,949.6	11.64%
2028E	-3,257.1	10.42%
2029E	-3,564.6	9.44%
	Year 2015A 2016A 2017A 2018A 2019A 2020A 2021A 2022A 2023A 2024A 2025E 2026E 2027E 2028E	2015A 1,028.3 2016A 895.5 2017A 1,104.2 2018A 840.5 2019A -2,951.8 2020A -4,076.6 2021A 228.6 2022A -964.0 2023A -470.8 2024A -2,068.4 2025E -2,334.6 2026E -2,642.1 2027E -2,949.6 2028E -3,257.1







Years	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24	Mean	Median
Sales Growth		49.18%	0.94%	-7.72%	-14.50%	-7.79%	4.92%	-5.43%	0.14%	5.04%	2.75%	0.14%
EBITDA Growth		70.66%	2.09%	-2.51%	-10.46%	-23.06%	18.12%	-23.49%	-31.04%	-38.50%	-4.24%	-10.46%
EBIT Growth		5.20%	5.34%	-30.95%	-398.12%	44.78%	-110.34%	-298.37%	-61.08%	447.04%	-44.06%	-30.95%
Net Profit Growth		-12.92%	23.31%	-23.88%	-451.22%	44.71%	-110.63%	-301.48%	-55.95%	413.39%	-52.74%	-23.88%
Dividend Growth		0.00%	-100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-11.11%	0.00%
Gross Margin	39.59%	47.20%	47.92%	50.27%	55.68%	51.05%	55.37%	48.97%	40.44%	40.29%	47.68%	48.44%
EBITDA Margin	37.47%	42.86%	43.35%	45.80%	47.97%	40.02%	45.06%	36.45%	25.10%	14.70%	37.88%	41.44%
EBIT Margin	29.88%	36.05%	36.29%	37.89%	37.74%	28.96%	31.41%	22.10%	11.57%	1.24%	27.31%	30.64%
EBT Margin	18.63%	13.14%	13.71%	10.26%	-35.78%	-56.17%	5.53%	-11.61%	-4.51%	-23.49%	-7.03%	0.51%
Net Profit Margin	14.90%	8.69%	10.62%	8.76%	-35.99%	-56.48%	5.72%	-12.19%	-5.36%	-26.21%	-8.75%	0.18%
SalesExpenses%Sales	2.12%	4.34%	4.57%	4.47%	7.72%	11.03%	10.31%	12.51%	15.34%	25.59%	9.80%	9.01%
Depriciation%Sales	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
OperatingIncome%Sales	29.88%	36.05%	36.29%	37.89%	37.74%	28.96%	31.41%	22.10%	11.57%	1.24%	27.31%	30.64%
Return on Capital Employed	3.83%	6.87%	6,95%	6.87%	6.47%	5.39%	6.58%	4.75%	2.65%	0.32%	5.07%	5.93%
Retained Earning%	100.00%	68.67%	100.00%	100.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	46.87%	34.34%
Return on Equity%	4.98%	4.43%	5.17%	3.96%	-16.99%	-35.99%	3.71%	-7.77%	-3.47%	-17.81%	-5.98%	0.12%
Self Sustained Growth Rate	4.98%	3.04%	5.17%	3.96%	0.00%	0.00%	3.71%	0.00%	0.00%	0.00%	2.09%	1.52%
Interset Coverage Ratio	1.92x	1.38x	1.33x	1.24x	0.97x	0.72x	0.98x	0.61x	0.35x	0.04x	95.34%	97.35%
microci coverage natio	1.32	1.50%	1.00%	212-77	0.57%	0.72x	0.50%	0.01%	0.55%	010-17	33.3470	37.3370
Debtor Turnover Ratio	2.37x	2.92x	3.48x	3.87x	3.00x	3.20x	3.29x	2.33x	2.80x	4.78x	3.21x	3.10x
Creditor Turnover Ratio	0.84x	1.03x	1.05x	1.04x	0.80x	0.60x	0.61x	0.50x	0.48x	0.59x	0.75x	0.71x
Inventory Turnover	6.59x	9.17x	10.11x	13.16x	8.11x	7.46x	9.08x	9.06x	8.12x	8.21x	8.91x	8.64x
Fixed Asset Turnover	0.21x	0.30x	0.30x	0.28x	0.23x	0.20x	0.21x	0.21x	0.21x	0.24x	0.24x	0.22x
Capital Turnover Ratio	0.33x	0.51x	0.49x	0.45x	0.47x	0.64x	0.65x	0.64x	0.65x	0.68x	0.55x	0.57x
Debtor Days	154 Days	125 Days	105 Days	94 Days	122 Days	114 Days	111 Days	156 Days	130 Days	76 Days	119 Days	118 Days
Payable Days	432 Days	354 Days	347 Days	352 Days	456 Days	612 Days	594 Days	726 Days	763 Days	619 Days	525 Days	525 Days
Inventory Days	55 Days	40 Days	36 Days	28 Days	45 Days	49 Days	40 Days	40 Days	45 Days	44 Days	42 Days	42 Days
Cash Conversion Cycle	-223 Days	-190 Days	-206 Days	-230 Days	-289 Days	-448 Days	-442 Days	-529 Days	-588 Days	-498 Days	-364 Days	-366 Days
CFO/Sales	20.27%	44.41%	45.26%	45.50%	51.49%	60.07%	52.29%	48.15%	53.55%	40.21%	46.12%	46.83%
CFO/Total Assets	2.26%	7.14%	7.33%	7.02%	7.27%	8.52%	8.17%	7.25%	8.29%	7.25%	7.05%	7.26%
CFO/Total Debt	4.21%	13.54%	14.29%	13.77%	13.87%	15.77%	16.18%	15.62%	18.95%	16.91%	14.31%	14.96%
,		20.0.70	2270	20	20.0.70	20	20.2070	20.02/0	20.5570	_0,52,0 /	24.5270	25070

## Common Size Statement -RELIANCE POWER LTD

Particulars	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Balance Sheet										
Equity Share Capital	4.52%	4.38%	4.37%	4.51%	4.83%	5.26%	5.52%	6.83%	7.70%	9.18%
Reserves	28.74%	27.22%	28.93%	29.64%	25.09%	16.99%	18.59%	16.79%	16.19%	17.36%
Borrowings	53.56%	52.79%	51.31%	50.98%	52.44%	54.00%	50.48%	46.43%	43.75%	42.88%
Other Liabilities	13.18%	15.62%	15.39%	14.87%	17.64%	23.75%	25.41%	29.95%	32.36%	30.58%
Total Liabilities	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Fixed Assests (Net Block)	54.23%	53.92%	54.31%	56.10%	61.82%	72.31%	73.24%	72.89%	73.71%	76.74%
Capital Work in Progress	25.04%	11.54%	11.54%	11.12%	7.36%	6.78%	3.76%	4.06%	4.78%	2.96%
Investments	1.39%	1.36%	1.25%	0.45%	0.39%	0.06%	0.07%	0.07%	0.08%	0.48%
Other Assets	11.08%	23.30%	25.15%	25.70%	23.51%	13.99%	15.84%	13.57%	12.66%	11.76%
Total Non Current Assests	91.73%	90.12%	92.25%	93.37%	93.08%	93.13%	92.91%	90.59%	91.23%	91.94%
Receivables	4.69%	5.51%	4.66%	3.99%	4.71%	4.43%	4.75%	6.45%	5.52%	3.77%
Inventory	1.69%	1.76%	1.60%	1.17%	1.74%	1.90%	1.72%	1.66%	1.91%	2.20%
Cash & Bank	1.89%	2.62%	1.49%	1.47%	0.47%	0.53%	0.62%	1.29%	1.34%	2.10%
Total Current Assests	8.27%	9.88%	7.75%	6.63%	6.92%	6.87%	7.09%	9.41%	8.77%	8.06%
Total Assests	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

## **Common Size Statement - RELIANCE POWER LTD**

Particulars	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Statement of P and L										
Sales	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Raw Material Cost	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Change in Inventory	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Power and Fuel	57.69%	48.51%	48.05%	44.95%	38.86%	42.91%	20.29%	24.53%	30.38%	30.48%
Other Mfr. Exp	1.77%	2.57%	2.28%	2.83%	3.18%	3.27%	22.37%	24.16%	26.76%	26.76%
Employee Cost	0.96%	1.71%	1.76%	1.94%	2.27%	2.77%	1.97%	2.35%	2.42%	2.48%
Selling and admin	0.87%	2.00%	2.00%	2.08%	1.89%	3.03%	2.84%	2.08%	1.98%	2.27%
Other Expenses	1.25%	2.34%	2.57%	2.39%	5.83%	8.00%	7.46%	10.44%	13.36%	23.32%
Other Income	4.31%	3.14%	4.77%	2.87%	-34.42%	-44.75%	6.12%	2.56%	17.24%	6.32%
Depreciation	7.59%	6.81%	7.06%	7.91%	10.22%	11.06%	13.65%	14.36%	13.53%	13.45%
Interest	15.56%	26.05%	27.35%	30.50%	39.10%	40.38%	32.00%	36.26%	33.33%	31.06%
Profit before tax	18.63%	13.14%	13.71%	10.26%	-35.78%	-56.17%	5.53%	-11.61%	-4.51%	-23.49%
Tax	3.74%	4.44%	3.09%	1.50%	0.22%	0.31%	-0.19%	0.58%	0.85%	2.71%
Gross Profit	39.59%	47.20%	47.92%	50.27%	55.68%	51.05%	55.37%	48.97%	40.44%	40.29%
Earning Before Tax	18.63%	13.14%	13.71%	10.26%	-35.78%	-56.17%	5.53%	-11.61%	-4.51%	-23.49%
Net profit	14.90%	8.69%	10.62%	8.76%	-35.99%	-53.91%	2.88%	-12.85%	-6.27%	-26.21%
EBITDA	37.47%	42.86%	43.35%	45.80%	47.97%	40.02%	45.06%	36.45%	25.10%	14.70%