# Maybank Kim Eng

## Cyient Ltd (CYL IN)

## D/G to HOLD

## 4Q below expectations, aerospace to impact growth

4QFY20 EPS was 25% below our/consensus expectations due to lower revenue/EBIT margin. Covid-19 outbreak impacted 4Q revenue by 4% QoQ. Aerospace exposure at 40% of revenue will impact CYL's performance in FY21E. We lower our FY21-22E EPS by 29-32% to factor in 11% cut in revenue and 190-230bp reduction in EBIT margin. D/G to HOLD with 40% lower TP of INR215, now at 7.5x FY22E EPS, -1SD to its 15-year average to factor in the earnings uncertainty. Our HOLD is premised on trough P/E, net cash and niche engineering services. We prefer Mphasis (MPHL IN, CP INR840, BUY, TP INR960 due to better earnings visibility and inexpensive valuations.

## FY21E USD revenue -16.9% YoY

Management expects 1QFY21E revenue to decline by 15-20% QoQ in the worst case. The steep decline is due to: a) slump in IT spending in the aerospace segment - management expects recovery in 12-24 months; b) impact on field work due to lockdown in communications segment; and c) transportation impacted by lockdown and weakness in its top client. CYL has secured orders worth USD256m, best in the past three years. We forecast USD revenue to decline 16.9% for FY21 and increase 8.7-8.8% for FY22-23.

## Change in course through M&A

We believe M&A could be one way for CYL to regain growth. The revenue size could be USD100-500m. The acquisition could be in: a) industries with lower presence thereby reducing dependence on aerospace; and b) embedded/digital services, thereby reducing dependence on mechanical services. We believe there could be opportunities in acquiring R&D global in-house centres (GICs) as companies look at monetising assets.

## Our HOLD on trough P/E, net cash & engg. services

Within IT services, engineering services remains the fastest growing segment with a small number of specialised companies. However, slower shift to embedded/digital services has cost CYL. P/E of 8x FY21E, cash at 50% of market capitalisation, dividend yield of 7.5-8.4% and FCF yield of 17-18% warrants a HOLD and not a SELL.

FYE Mar (INR m)	FY19A	FY20A	FY21E	FY22E	FY23E
Revenue	46,175	44,274	38,290	41,261	44,860
EBITDA	6,444	5,959	4,980	5,888	6,388
Core net profit	4,763	3,726	2,772	3,160	3,752
Core EPS (INR)	43	34	25	29	34
Core EPS growth (%)	12.7	(21.5)	(25.6)	14.0	18.7
Net DPS (INR)	15	15	15	15	17
Core P/E (x)	15.0	6.8	8.0	7.0	5.9
P/BV (x)	2.8	1.0	0.8	0.8	0.8
Net dividend yield (%)	2.3	6.5	7.5	7.5	8.4
ROAE (%)	19.5	13.4	10.7	11.7	13.2
ROAA (%)	13.1	9.3	6.7	7.5	8.5
EV/EBITDA (x)	10.1	3.8	3.5	2.7	2.2
Net gearing (%) (incl perps)	net cash				
Consensus net profit	-	-	2,892	3,667	4,167
MKE vs. Consensus (%)	-		(4.2)	(13.8)	(10.0)

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## **HOLD**

[Prior:BUY]

Share Price INR 201

12m Price Target INR 215 (+7%)

Previous Price Target INR 360

### **Company Description**

Cyient is a pure play engineering service company with relationships with all the major OEMs in engineering, aerospace & defense

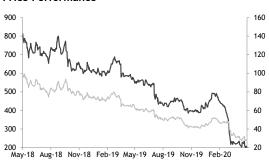
#### **Statistics**

52w high/low (INR)	565/201
3m avg turnover (USDm)	2.4
Free float (%)	75.9
Issued shares (m)	110
Market capitalisation	INR22.1B
	USD293M

#### Major shareholders:

Vineyard Point Software Pvt Ltd.	10.2%
Amansa Capital Pte Ltd. (Investment Mana	6.8%
First State Investment Management (UK) L	5.6%

#### Price Performance



——Cyient - (LHS, INR) ——Cyient / BSE SENSEX 30 Index - (RHS, %)

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Absolute (%)	(11)	(56)	(64)
Relative to index (%)	(13)	(41)	(57)

Source: FactSet

## Cut EPS forecast for FY21-22 by 29-32%

Factoring in the 4QFY20 performance and business outlook, we cut our USD revenue forecast by 11% for FY21-22. We raise our USD/INR assumption to 74-75 for 1Q-2QFY21 vs 73 earlier. Lower revenue will impact EBIT margin. We cut our EBIT margin forecast for FY21-22 by 190-130bps. We forecast revenue decline of 16.6% QoQ for 1QFY21E and recovery from 2Q onwards. We cut our other income forecast by 14-34% to factor in lower investible surplus. Overall, we cut our EPS forecasts by 29-32% for FY21-22.

Fig 1: Earnings and TP changes

	FY2	21E	Chg	FY	Chg	
FYE March	New	Old	(%)	New	Old	(%)
Revenue (USDm)	519.3	583.5	-11	565.2	638.0	-11
Revenue (INRm)	38,290	42,592	-10	41,261	46,574	-11
USD/INR	73.7	73.0	1	73.0	73.0	0
EBITM (%)	7.7%	10.0%	-230bp	8.9%	10.8%	-190bp
EPS (INR)	25.2	35.7	-29	28.7	42.3	-32
TP (INR)	215	360	-40			

Source: Maybank Kim Eng

### Weak revenue to impact EBIT margin

4Q EBIT margin declined 120bp QoQ impacted by lower revenue. This was despite 4% decline in employee count. We expect EBIT margin to decline in 1HFY21E and to start improving from 3QFY21E onwards as normalcy starts to return. We believe there will be employee decline of 6.3% for FY21E. The company will postpone salary hike, lower variable portion of salary and reduce sub-contractor costs. We forecast EBIT margin to decline by 150bp to 7.7% for FY21E and improve to 8.9-9.8% for FY22-23 vs 9.2% in FY20.

## Communications least impacted, aerospace most impacted

Aerospace &defence clients will be most impacted due to Covid-19 pandemic. Excluding design-led manufacturing (DLM) business, aerospace forms 34.3% of revenue, of which 80% is aerospace and 20% is defence. Management expects this segment to recover in 12-24 months.

The communications segment (25.5% of revenue) will be the least impacted. The impact on communications will be from restriction in movement of people for field work. A part of communications business revenue comes from laying and onground monitoring of telecom networks.

Energy & utilities revenue (11.6% of revenue) in 4Q was impacted by field-work challenges due to lockdown and delay in implementation of projects leading to lower licence fee revenue. Management expects the energy segment to see higher impact whereas utilities will be lower.

Transportation (11.4% of revenue) is being impacted by weakness in a large client. Outside of the client, the lockdown has led to impact on rail transportation, the biggest segment for CYL. Management expects weakness to remain in the short/medium term.

Portfolio (10.7% of revenue) includes geospatial and industrial products. This segment has been impacted due to cost pressures and lack of new products. The shift of demand to digital services has impacted CYL due to its slow progress in digital.

Semiconductor (4% of revenue) has been a mixed bag. The demand for traditional chips has fallen and the demand is increasing for chips used for higher computation power, connectivity and automation.

Medical devices (2.5% of revenue) has been impacted as all efforts are being put on Covid-19 with lower emphasis on other therapies and surgeries. However, this segment should pick up in the medium term.

Design-led manufacturing (DLM, 11.4% of revenue) has been impacted by the lockdown with number of manufacturing days reducing. The company has manufacturing facilities in India and the US. Management is looking at re-focusing away from aerospace and more on defence.

Fig 2: Segment revenue (%)

USDm	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20	% YoY	% QoQ
Services	142.8	146.0	144.5	146.9	137.9	140.3	140.1	132.2	-3.1%	-0.1%
Design led manufacturing (DLM)	18.0	22.9	20.6	18.3	18.7	23.9	15.1	17.0	-26.6%	-36.8%
Total	160.8	168.9	165.1	165.2	156.6	164.2	155.2	149.2	-6.0%	-5.5%
% of revenue										
Services	88.8%	86.4%	87.5%	88.9%	88.1%	85.4%	90.3%	88.6%		
Design led manufacturing (DLM)	11.2%	13.6%	12.5%	11.1%	11.9%	14.6%	9.7%	11.4%		
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		

Source: Company

Fig 3: Revenue (ex-DLM) by industry (%)

Percent share	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20	% YoY	% QoQ
Aerospace &defence	34.2%	33.8%	34.3%	33.9%	35.1%	33.9%	32.2%	34.3%		
Transportation	12.1%	11.8%	12.0%	12.3%	12.8%	13.0%	11.1%	11.4%		
Energy & utilities	11.4%	11.5%	12.6%	13.1%	12.3%	13.2%	14.5%	11.6%		
Semiconductor	5.5%	5.8%	4.7%	5.6%	5.5%	4.9%	4.9%	4.0%		
Medical & healthcare	1.8%	1.9%	2.0%	2.0%	2.3%	2.4%	2.4%	2.5%		
Communications	23.8%	23.9%	23.4%	22.3%	21.6%	21.7%	24.4%	25.5%		
Portfolio	11.2%	11.3%	11.0%	10.8%	10.4%	10.9%	10.5%	10.7%		
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		
USDm										
Aerospace &defence	48.8	49.3	49.6	49.8	48.4	47.6	45.1	45.4	-9.0%	-5.1%
Transportation	17.3	17.2	17.3	18.1	17.7	18.2	15.6	15.1	-10.3%	-14.7%
Energy & utilities	16.3	16.8	18.2	19.2	17.0	18.5	20.3	15.3	11.5%	9.7%
Semiconductor	7.9	8.5	6.8	8.2	7.6	6.9	6.9	5.3	1.1%	-0.1%
Medical & healthcare	2.6	2.8	2.9	2.9	3.2	3.4	3.4	3.3	16.3%	-0.1%
Communications	34.0	34.9	33.8	32.7	29.8	30.4	34.2	33.7	1.1%	12.3%
Portfolio	16.0	16.5	15.9	15.9	14.3	15.3	14.7	14.1	-7.5%	-3.8%
Total	142.8	146.0	144.5	146.9	137.9	140.3	140.1	132.2	-3.1%	-0.1%

Source: Company

Fig 4: Revenue (ex-DLM) by geography (%)

Percent share	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20	% YoY	% QoQ
Americas	55.3%	56.2%	58.2%	57.0%	58.8%	60.2%	57.5%	57.0%		
EMEA	26.3%	26.4%	24.1%	26.4%	26.9%	26.3%	25.5%	27.4%		
APAC	18.4%	17.4%	17.7%	16.4%	14.3%	13.5%	16.9%	15.6%		
Total	100.0%	100.0%	100.0%	99.8%	100.0%	100.0%	100.0%	100.0%		
USDm										
Americas	78.9	82.0	84.1	83.7	81.1	84.5	80.6	75.4	-4.2%	-4.6%
EMEA	37.5	38.5	34.8	38.8	37.1	36.9	35.8	36.2	2.7%	-3.1%
APAC	26.3	25.4	25.6	24.1	19.7	18.9	23.7	20.6	-7.3%	25.3%
Total	142.8	146.0	144.5	146.6	137.9	140.3	140.1	132.2	-3.1%	-0.1%

Source: Company

Fig 5: Client revenue contributions (ex-DLM)

Percent share	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20	% YoY	% QoQ
Top 5 clients	37.9%	37.9%	38.0%	35.7%	36.5%	36.2%	36.6%	35.5%		
Top 10 clients	51.8%	51.0%	50.1%	48.4%	49.8%	47.3%	49.3%	49.2%		
Top 6-10 clients	13.9%	13.1%	12.1%	12.7%	13.3%	11.1%	12.7%	13.7%		
Other than top 10 clients	48.2%	49.0%	49.9%	51.6%	50.2%	52.7%	50.7%	50.8%		
USDm										
Top 5 clients	54.1	55.3	54.9	52.4	50.3	50.8	51.3	46.9	-6.6%	1.0%
Top 10 clients	73.9	74.5	72.4	71.1	68.7	66.4	69.1	65.1	-4.6%	4.1%
Top 6-10 clients	19.8	19.1	17.5	18.7	18.3	15.6	17.8	18.1	1.7%	14.3%
Other than top 10 clients	68.8	71.5	72.1	75.8	69.2	73.9	71.0	67.2	-1.5%	-3.9%

Source: Company

## Extraordinary write-offs in 4Q of INR302m

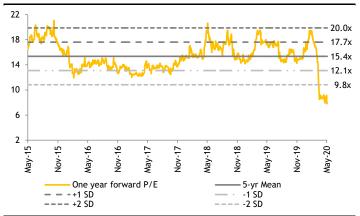
Extraordinary write-offsfor 4Q of INR302m include: a) INR109m towards impairment of carrying value of assets of Global Services Engineering Asia; b) INR222m towards impairment of intangible assets under development of customised unmanned ariel vehicle systems in view of the potential delays in materialization of orders; c) INR73m towards impairment of Certsafe IP, which had come through an acquisition; d) INR37m towards receivable write-off of one of its associate companies; and e) INR194m towards one-off tax provisions, offset partly by reversal of deferred payment of INR333m for two acquisitions for nonfulfilment of targets.

Fig 6: Results summary

			Quarterly	-			Cumulative	
FY March (INRm)	4QFY20	4QFY19	% YoY	3QFY20	% QoQ	FY20	FY19	% YoY
Revenue (USDm)	149.2	165.2	-10	155.2	,, QoQ -4	625.2	660.0	-5
Revenue	10,736	11,629	-8	11,059	-3	44,274	46,175	-4
Cost of sales, ex depr	(7,140)	(7,523)	-5	(7,083)	1	(28,963)	(30,125)	-4
Selling, admn. & R&D exp.	(2,214)	(2,354)	-6	(2,444)	-9	(9,352)	(9,606)	-3
EBITDA	1,382	1,752	-21	1,532	-10	5,959	6,444	-8
Depreciation	(478)	(261)	83	(469)	2	(1,877)	(1,113)	69
Operating profit	904	1,491	-39	1,063	-15	4,082	5,331	-23
Other income / expense	206	654	n.a.	498	-59	1,250	1,204	4
Interest expensed	(134)	(87)	54	(129)	4	(517)	(362)	43
Pretax Profit	976	2,058	-53	1,432	-32	4,815	6,173	-22
Tax	(208)	(318)	-35	(333)	-38	(1,076)	(1,427)	-25
Minority interests	(15)	6	n.a.	(16)	n.a.	(13)	17	-176
Recurring net profit	753	1,746	-57	1,083	-30	3,726	4,763	-22
Exceptional items	(302)	23	n.a.	0	n.a.	(302)	23	n.a.
Net profit	451	1,769	-75	1,083	-58	3,424	4,786	-28
Recurring EPS (INR)	6.8	15.4	-56	9.9	-31	33.9	42.1	-20
Gross margin (%)	29.0	33.1	-410bp	31.7	-270bp	30.3	32.3	-200bp
EBITDA margin (%)	12.9	15.1	-80bp	13.9	-100bp	13.5	14.0	-50bp
EBIT margin (%)	8.4	12.8	-280bp	9.6	-120bp	9.2	11.5	-230bp
Tax rate (%)	21.3	15.5	-90bp	23.3	-200bp	22.3	23.1	-80bp

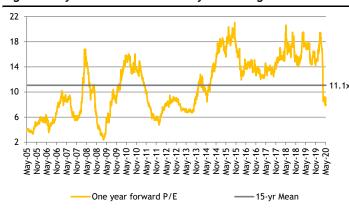
Source: Company

Fig 7: One-year forward P/E vs 5-year average



Source: Bloomberg, Maybank Kim Eng

Fig 8: One-year forward P/E vs 15-year average

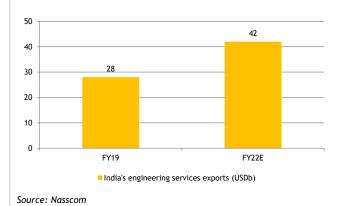


Source: Bloomberg, Maybank Kim Eng

## **Value Proposition**

- Niche IT service provider; strong relationships with major engineering, semiconductor and aerospace companies.
- Acquisitions of Rangsons Electronics, Pratt & Whitney's engineering services business and others strengthen service offerings and client wallet share.
- Client-specific issues and higher mechanical services revenue share impacting performance.
- Nasscom expects India's engineering services exports to swell to USD42b by FY22 from USD28b in FY19. Defence contract rules of 30% domestic sourcing to drive engineering demand in India.
- Effective use of net cash towards earnings-accretive acquisitions to improve ROE.

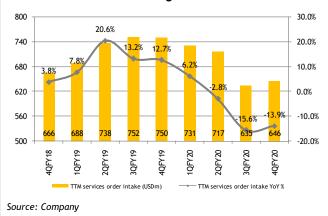
## India's engineering service export market



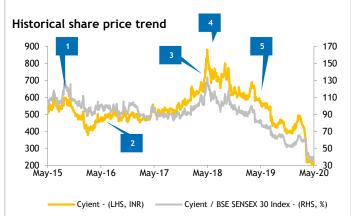
## Financial Metrics

- USD revenue to decline 16.9% for FY21E and increase 8.3% for FY22E vs decline of 5.3% in FY20.
- EBIT margin of 7.7-9.8% for FY21-23E vs 9.2% in FY20 to factor in weakness in revenue in FY21E and new technology spending.
- ROE to decline to 10.7-13.2% for FY21-23E from 15.7% in FY20 due to weak earnings.
- Improving FCF generation and large war chest to support more acquisitions, dividend and shares buybacks.

#### Services order intake slowing down



## **Price Drivers**



Source: Company, Maybank Kim Eng

- 1. Weak revenue growth forces consensus to cut forecasts.
- 2. Acquires Rangsons Electronics, company into manufacturing of electronic parts.
- 3. United Technologies, CYL's anchor customer, sells its stake in the company.
- 4. Weak 1QFY19 performance in the services business.
- 5. Weakness in top clients impacts overall performance.

## **Swing Factors**

## Upside

- Faster-than-industry revenue growth, powered by engineering services.
- Growth in DLM business driven by India defence contracts.
- Continuous EBIT-margin improvements back to 15%+.

## **Downside**

- Cut/delay in spending by engineering clients, higher allocation of offshored work to in-house centres rather than third-party service providers, such as CYL, or loss of clients.
- Inability to cross-sell services, weakening productrealisation revenue.
- Acquisition of low-margin and low-ROE companies diluting the higher ROE and cash generative existing business.

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P.E (reported) (x)	FYE 31 Mar	FY19A	FY20A	FY21E	FY22E	FY23E
Core P(Ex)	Key Metrics	15.7	14 0	8.0	7.0	5.0
PABY (x)   2.8   1.0   0.8   0.8   0.0						
PNTA (p)	• ,					0.8
Net dividend yield (%)  FCF yield (%)  10.1  3.1  14.5  16.8  17.9  17.2  EV/EBITDA (x)  10.1  3.8  3.5  2.7  2.7  2.7  EV/EBITDA (x)  10.1  12.2  5.5  6.0  4.3  3.1  14.5  16.8  17.9  17.2  EV/EBITDA (x)  10.1  3.8  3.5  2.7  2.7  2.7  2.7  2.7  EV/EBITDA (x)  10.1  12.2  5.5  6.0  4.3  3.1  1.4.5  6.6  4.3  3.2  EV/EBITDA (x)  10.1  EV/EBITDA (x)  11.20  13.434.0  10.692.7  11.747.3  13.177.3  EBITDA  6.44.0  5.999.0  4.979.6  5.888.3  6.38.8  6.388.1  Ceprectation  (1.113.0)  (1.1877.0)  (2.039.4)  (2.228.1)  (2.003.4)  Amortisation  0.0  0.0  0.0  0.0  0.0  0.0  0.0  0	` '					0.9
FCF yield (%)	` '					8.4
EV/EBIT (x)		3.1		16.8	17.9	17.0
NECOME STATEMENT (INR m)   Revenue		10.1	3.8	3.5	2.7	2.2
Revenue         46,175.0         44,274.0         38,289.7         41,260.7         44,859.           Gross profit         14,937.0         13,434.0         10,692.7         11,747.3         13,177.2           EBITDA         6,444.0         5,999.0         4,979.6         5,888.3         6,388.           Depreciation         (1,113.0)         (1,877.0)         (2,039.4)         (2,228.1)         (2,003.4           Amortisation         0.0         0.0         0.0         0.0         0.0         0.0           EBIT         5,331.0         4,082.0         2,940.2         3,660.2         4,384.1           Net interest income (exp)         842.0         733.0         737.6         548.4         598.2           Associates & JV         0.0         0.0         0.0         0.0         0.0         0.0           Exceptionals         2.3.0         (302.0)         0.0         0.0         0.0         0.0           Other pretax income         0.0         0.0         3,677.8         4,208.7         4,982.1           Income tax         (1,427.0)         (1,076.0)         (845.9)         (999.0)         (1,171.0           Minorities         17,478.0         3,762.0         (80.0)	EV/EBIT (x)	12.2	5.5	6.0	4.3	3.2
Gross profit         14,937.0         13,434.0         10,692.7         11,747.3         31,777.           EBITDA         6,444.0         5,999.0         4,979.6         5,888.3         6,388.1           Depreciation         (1,113.0)         (1,877.0)         (2,039.4)         (2,228.1)         (2,003.4           Amortisation         0.0         0.0         0.0         0.0         0.0         0.0           EBIT         5,331.0         4,082.0         2,940.2         3,660.2         4,384.1           Net interest income /(exp)         842.0         733.0         737.6         548.4         598.2           Associates & JV         0.0         0.0         0.0         0.0         0.0         0.0           Other pretax income         0.0         0.0         0.0         0.0         0.0         0.0           Other pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.1           Income tax         (1,427.0)         (1076.0)         (864.5)         1999.0         (1717.0           Millorities         17.0         (10.0         0.0         0.0         0.0           Discontinued operations         0.0         0.0         0.0 <td< td=""><td>INCOME STATEMENT (INR m)</td><td></td><td></td><td></td><td></td><td></td></td<>	INCOME STATEMENT (INR m)					
EBITDA	Revenue	46,175.0	44,274.0	38,289.7	41,260.7	44,859.7
Depreciation	Gross profit	14,937.0	13,434.0	10,692.7	11,747.3	13,177.2
Amortisation 0.0 0.0 0.0 0.0 0.0 0.0 4,384.  EBIT 5,331.0 4,082.0 2,940.2 3,660.2 4,384.1  Steinterest income /(exp) 842.0 733.0 737.6 548.4 998.  Associates & JV 0.0 0.0 0.0 0.0 0.0 0.0 0.0  Exceptionals 23.0 (302.0) 0.0 0.0 0.0 0.0  Exceptionals 24.2 (3.2 (3.2 (3.2 (3.2 (3.2 (3.2 (3.2 (3	EBITDA	6,444.0	5,959.0	4,979.6	5,888.3	6,388.1
EBIT 5,331.0 4,082.0 2,940.2 3,660.2 4,384.1 Net interest income /(exp) 842.0 733.0 737.6 584.4 598.2 Associates & JV 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	Depreciation	(1,113.0)	(1,877.0)		(2,228.1)	(2,003.4)
Net interest income /(exp)						0.0
Associates & JV					•	4,384.7
Exceptionals         23.0         (302.0)         0.0         0.0         0.0           Other pretax income         0.0         0.0         0.0         0.0         0.0           Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Income tax         (1,427.0)         (1,076.0)         (845.9)         (989.0)         (1,171.0           Minorities         17.0         (13.0)         (60.0)         (60.0)         (60.0)           Discontinued operations         0.0         0.0         0.0         0.0         0.0           Ore net profit         4,786.0         3,424.0         2,771.9         3,159.6         3,751.5           Core net profit         4,763.0         3,726.0         2,771.9         3,159.6         3,751.5           Core net profit         4,763.0         3,726.0         2,771.9         3,159.6         3,751.5           Core net profit         4,763.0         3,226.0         2,771.9         3,159.6         3,751.5           Core net profit         4,763.0         9,518.0         11,207.3         13,179.2         14,747.2           Accounts recivable         8,137.0         7,262.0         6,504.0         6,504.0 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td></t<>						
Other pretax income         0.0         0.0         0.0         0.0         4,982.           Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.1           Income tax         (1,427.0)         (1,076.0)         (845.9)         (989.0)         (1,171.0           Minorities         17.0         (13.0)         (60.0)         60.0         0.0           Discontinued operations         0.0         0.0         0.0         0.0         0.0           Reported net profit         4,786.0         3,424.0         2,771.9         3,159.6         3,751.5           Core net profit         4,763.0         3,726.0         2,771.9         3,159.6         3,751.5           BALANCE SHEET (INR m)           Cash & Short Term Investments         9,983.0         9,518.0         11,207.3         13,179.2         14,747.3         4,220.2         6,504.0         6,782.6         7,374.4         1,247.3         4,220.2         1,478.2         2,447.8         2,335.2         1,267.0         1,993.2         2,147.8         2,335.2         1,787.2         1,474.7         4,220.0         6,504.0         6,782.6         7,374.4         1,742.4         1,742.9         1,787.2         1,747.2						0.0
Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Income tax         (1,427.0)         (1,076.0)         (845.9)         (989.0)         (1,171.0)           Minorities         17.0         (13.0)         (60.0)         (60.0)         (60.0)           Discontinued operations         0.0         0.0         0.0         0.0         0.0           Reported net profit         4,768.0         3,424.0         2,771.9         3,159.6         3,751.5           Core net profit         4,763.0         3,726.0         2,771.9         3,159.6         3,751.5           BALANCE SHEET (INR m)           Cash & Short Term Investments         9,983.0         9,518.0         11,207.3         13,179.2         14,747.3           Accounts receivable         8,137.0         7,262.0         6,504.0         6,782.6         7,374.1           Inventory         1,833.0         2,267.0         1,993.2         2,147.8         2,335.2           Property, Plant & Equip (net)         5,563.0         9,135.0         8,595.6         7,867.5         7,364.1           Inventory         1,833.0         2,267.0         1,993.2         2,147.8         2,352.1	•					0.0
Income tax	·					
Minorities         17.0         (13.0)         (60.0)         (60.0)         (60.0)           Discontinued operations         0.0         0.0         0.0         0.0         0.0         0.0           Reported net profit         4,786.0         3,424.0         2,771.9         3,159.6         3,751.5           Core net profit         4,763.0         3,726.0         2,771.9         3,159.6         3,751.5           BALANCE SHEET (INR m)           Cash & Short Term Investments         9,983.0         9,518.0         11,207.3         13,179.2         14,747.8           Accounts receivable         8,137.0         7,262.0         6,504.0         6,782.6         7,374.1           Inventory         1,833.0         2,267.0         1,993.2         2,147.8         2,335.2           Property, Plant & Equip (net)         5,563.0         9,135.0         8,595.6         7,867.5         7,364.1           Intargible assets         5,257.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         7,462.0         7,895.5         7,865.0         7,865.0         7,277.4         7,442.0         7,895.5         7,845.0         7,277.4         <	·	-		•	•	*
Discontinued operations						
Reported net profit         4,786.0         3,424.0         2,771.9         3,159.6         3,751.5           Core net profit         4,763.0         3,726.0         2,771.9         3,159.6         3,751.5           BALANCE SHEET (INR m)           Cash & Short Term Investments         9,983.0         9,518.0         11,207.3         13,179.2         14,747.8           Accounts receivable         8,137.0         7,262.0         6,504.0         6,782.6         7,374.2           Inventory         1,833.0         2,267.0         1,993.2         2,147.8         2,335.2           Property, Plant & Equip (net)         5,563.0         9,135.0         8,595.6         7,867.5         7,364.1           Intangible assets         5,257.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         5,374.0         1,472.0         7,895.5         7,865.5         7,865.5         7,364.5         1,467.9         7,277.4         7,442.0         7,895.5         7,364.5         1,410.0         3,31.7         3,31.7			, ,	, ,	, ,	` ,
Core net profit         4,763.0         3,726.0         2,771.9         3,159.6         3,751.5           BALANCE SHEET (INR m)           Cash & Short Term Investments         9,983.0         9,518.0         11,207.3         13,179.2         14,747.8           Accounts receivable         8,137.0         7,262.0         6,504.0         6,782.6         7,374.2           Inventory         1,833.0         2,267.0         1,993.2         2,147.8         2,335.2           Property, Plant & Equip (net)         5,563.0         9,135.0         8,595.6         7,867.5         7,364.1           Intrangible assets         5,257.0         5,374.0         7,899.5         7,7699.5         2,965.0         2,965.0         2,965.0         2,965.0         2,965.0         2,965.0         2,965.0         2,965.0         2,965.0         2,965.0         2,	•					
BALANCE SHEET (INR m)           Cash & Short Term Investments         9,983.0         9,518.0         11,207.3         13,179.2         14,747.8           Accounts receivable         8,137.0         7,262.0         6,504.0         6,782.6         7,374.1           Inventory         1,833.0         2,267.0         1,993.2         2,147.8         2,335.2           Property, Plant & Equip (net)         5,563.0         9,135.0         8,595.6         7,867.5         7,364.1           Intrangible assets         5,257.0         5,374.0         7,865.1         45,095.0         26,050.0         2,655.0         2,655.0         2,655.0         2,655.0         2,6	•	-		*		
Cash & Short Term Investments         9,983.0         9,518.0         11,207.3         13,179.2         14,747.8           Accounts receivable         8,137.0         7,262.0         6,504.0         6,782.6         7,374.2           Inventory         1,833.0         2,267.0         1,993.2         2,147.8         2,335.2           Property, Plant & Equip (net)         5,563.0         9,135.0         8,595.6         7,867.5         7,364.1           Intangible assets         5,257.0         5,374.0         5,374.0         5,374.0         5,374.0         7,374.0           Investment in Associates & JVs         0.0         0.0         0.0         0.0         0.0           Other assets         7,825.0         7,845.0         7,277.4         7,442.0         7,895.5           ST interest bearing debt         2,137.0         2,965.0         2,965.0         2,965.0         2,965.0           Accounts payable         3,712.0         3,729.0         3,147.1         3,391.3         3,687.1           LT interest bearing debt         1,116.0         3,738.0         3,738.0         3,738.0         3,738.0         3,738.0         3,738.0         3,738.0         3,738.0         3,738.0         3,738.0         3,738.0         3,738.0         3,738	Core net pront	4,703.0	3,720.0	2,771.9	3,137.0	3,731.9
Accounts receivable 8,137.0 7,262.0 6,504.0 6,782.6 7,374.2 Inventory 1,833.0 2,267.0 1,993.2 2,147.8 2,335.2 Property, Plant & Equip (net) 5,563.0 9,135.0 8,595.6 7,867.5 7,364.1 Intrangible assets 5,257.0 5,374.0 5,374.0 5,374.0 5,374.0 1,000 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	` '	0.002.0	0.540.0	44 207 2	42.470.2	447470
Inventory   1,833.0   2,267.0   1,993.2   2,147.8   2,335.2   Property, Plant & Equip (net)   5,563.0   9,135.0   8,595.6   7,867.5   7,364.1   Intangible assets   5,257.0   5,374.0   7,277.4   7,442.0   7,895.5   7,845.0   7,277.4   7,442.0   7,895.5   7,845.0   7,277.4   7,442.0   7,895.5   7,845.0   7,277.4   7,442.0   7,895.5   7,845.0   7,277.4   7,442.0   7,895.5   7,845.0   7,277.4   7,442.0   7,895.5   7,845.0   7,277.4   7,442.0   7,895.5   7,845.0   7,277.4   7,442.0   7,895.5   7,845.0   7,277.4   7,442.0   7,895.5   7,895.0   7,845.0   3,729.0   3,147.1   3,391.3   3,687.1   3,991.3   3,687.1   3,991.3   3,687.1   3,991.3   3,687.1   3,991.3   3,938.0   3,738.0		•	•			
Property, Plant & Equip (net)         5,563.0         9,135.0         8,595.6         7,867.5         7,364.1           Intangible assets         5,257.0         5,374.0         0.0		-		•	•	
Intangible assets         5,257.0         5,374.0         5,374.0         5,374.0         5,374.0           Investment in Associates & JVs         0.0         0.0         0.0         0.0         0.0           Other assets         7,825.0         7,845.0         7,277.4         7,442.0         7,895.8           Total assets         38,598.0         41,401.0         40,951.4         42,793.1         45,090.8           ST interest bearing debt         2,137.0         2,965.0         2,965.0         2,965.0         2,965.0           Accounts payable         3,712.0         3,729.0         3,147.1         3,391.3         3,687.1           LT interest bearing debt         1,116.0         3,738.0         3,738.0         3,738.0         3,738.0           Other liabilities         6,011.0         5,392.0         4,679.0         5,044.0         5,485.0           Total Liabilities         12,976.0         15,824.0         14,529.1         15,137.8         15,875.1           Shareholders Equity         25,641.0         25,609.0         26,394.3         27,567.3         29,067.3           Minority Interest         (19.0)         (32.0)         28.0         88.0         148.0           Total shareholder equity         25,622.0<	•					
Investment in Associates & JVs   0.0   0.0   0.0   0.0   0.0   0.0				•		
Other assets         7,825.0         7,845.0         7,277.4         7,442.0         7,895.5           Total assets         38,598.0         41,401.0         40,951.4         42,793.1         45,090.8           ST interest bearing debt         2,137.0         2,965.0         3,738.0         3,7	•	•	•	•	-	0.0
Total assets         38,598.0         41,401.0         40,951.4         42,793.1         45,090.8           ST interest bearing debt         2,137.0         2,965.0         2,965.0         2,965.0         2,965.0           Accounts payable         3,712.0         3,729.0         3,147.1         3,391.3         3,687.1           LT interest bearing debt         1,116.0         3,738.0         3,738.0         3,738.0         3,738.0           Other liabilities         6,011.0         5,392.0         4,679.0         5,044.0         5,485.0           Other liabilities         12,976.0         15,824.0         14,529.1         15,137.8         15,875.1           Shareholders Equity         25,641.0         25,609.0         26,394.3         27,567.3         29,067.7           Minority Interest         (19.0)         (32.0)         28.0         88.0         148.0           Total shareholder equity         25,622.0         25,577.0         26,422.3         27,655.3         29,215.7           Total liabilities and equity         38,598.0         41,401.0         40,951.4         42,793.1         45,090.8           CASH FLOW (INR m)           Pretax profit         6,196.0         4,513.0         3,677.8         4,208.						
ST interest bearing debt         2,137.0         2,965.0         2,965.0         2,965.0         2,965.0           Accounts payable         3,712.0         3,729.0         3,147.1         3,391.3         3,687.1           LT interest bearing debt         1,116.0         3,738.0         3,738.0         3,738.0         3,738.0           Other liabilities         6,011.0         5,392.0         4,679.0         5,044.0         5,485.0           Total Liabilities         12,976.0         15,824.0         14,529.1         15,137.8         15,875.1           Shareholders Equity         25,641.0         25,609.0         26,394.3         27,567.3         29,067.7           Minority Interest         (19.0)         (32.0)         28.0         88.0         148.0           Total shareholder equity         25,622.0         25,577.0         26,422.3         27,655.3         29,215.7           Total liabilities and equity         38,598.0         41,401.0         40,951.4         42,793.1         45,090.8           CASH FLOW (INR m)         Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Depreciation & amortisation         1,113.0         1,877.0         2,039.4         2,228.1         2,003.4				•	-	45,090.8
LT interest bearing debt 1,116.0 3,738.0 3,738.0 3,738.0 3,738.0 3,738.0 Cher liabilities 6,011.0 5,392.0 4,679.0 5,044.0 5,485.0 Total Liabilities 12,976.0 15,824.0 14,529.1 15,137.8 15,875.1 Shareholders Equity 25,641.0 25,609.0 26,394.3 27,567.3 29,067.7 Minority Interest (19.0) (32.0) 28.0 88.0 148.0 Total shareholder equity 25,622.0 25,577.0 26,422.3 27,655.3 29,215.7 Total liabilities and equity 38,598.0 41,401.0 40,951.4 42,793.1 45,090.8 CASH FLOW (INR m)  Pretax profit 6,196.0 4,513.0 3,677.8 4,208.7 4,982.6 Depreciation & amortisation 1,113.0 1,877.0 2,039.4 2,228.1 2,003.4 Adj net interest (income)/exp (284.0) 17.0 45.9 0.8 (49.0 Change in working capital (1,710.0) 328.0 304.6 10.8 (495.2 Cash taxes paid (1,417.0) (1,459.0) (845.9) (989.0) (1,171.0 Cher operating cash flow (197.0) 548.0 0.0 0.0 0.0 0.0 Cash flow from operations 3,701.0 5,824.0 5,221.8 5,459.3 5,271.7 Capex (1,512.0) (2,149.0) (1,500.0) (1,500.0) (1,500.0) (1,500.0) Free cash flow 2,189.0 3,675.0 3,721.8 3,959.3 3,771.7 Dividends paid (1,261.0) (3,169.0) (1,986.6) (1,986.6) (2,251.5 Equity raised / (purchased) (1,609.0) (378.0) 0.0 0.0 0.0 0.0 0.0 Change in Debt 852.0 (624.0) 0.0 0.0 0.0 0.0 0.0 Cher invest/financing cash flow (1,421.0) (77.0) (45.9) (0.8) 49.0 Effect of exch rate changes 296.0 108.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	ST interest bearing debt		•			2,965.0
Other liabilities         6,011.0         5,392.0         4,679.0         5,044.0         5,485.0           Total Liabilities         12,976.0         15,824.0         14,529.1         15,137.8         15,875.1           Shareholders Equity         25,641.0         25,609.0         26,394.3         27,567.3         29,067.3           Minority Interest         (19.0)         (32.0)         28.0         88.0         148.0           Total shareholder equity         25,622.0         25,577.0         26,422.3         27,655.3         29,215.7           Total liabilities and equity         38,598.0         41,401.0         40,951.4         42,793.1         45,090.8           CASH FLOW (INR m)           Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Depreciation & amortisation         1,113.0         1,877.0         2,039.4         2,228.1         2,003.4           Adj net interest (income)/exp         (284.0)         17.0         45.9         0.8         (49.0           Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)	Accounts payable	3,712.0	3,729.0	3,147.1	3,391.3	3,687.1
Total Liabilities         12,976.0         15,824.0         14,529.1         15,137.8         15,875.1           Shareholders Equity         25,641.0         25,609.0         26,394.3         27,567.3         29,067.3           Minority Interest         (19.0)         (32.0)         28.0         88.0         148.0           Total shareholder equity         25,622.0         25,577.0         26,422.3         27,655.3         29,215.7           Total liabilities and equity         38,598.0         41,401.0         40,951.4         42,793.1         45,090.8           CASH FLOW (INR m)           Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Depreciation & amortisation         1,113.0         1,877.0         2,039.4         2,228.1         2,003.4           Adj net interest (income)/exp         (284.0)         17.0         45.9         0.8         (49.0           Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,171.0           Other operating cash flow         (197.0)         548.0         0.0         0.	LT interest bearing debt	1,116.0	3,738.0	3,738.0	3,738.0	3,738.0
Shareholders Equity         25,641.0         25,609.0         26,394.3         27,567.3         29,067.7           Minority Interest         (19.0)         (32.0)         28.0         88.0         148.0           Total shareholder equity         25,622.0         25,577.0         26,422.3         27,655.3         29,215.7           Total liabilities and equity         38,598.0         41,401.0         40,951.4         42,793.1         45,090.8           CASH FLOW (INR m)           Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Depreciation & amortisation         1,113.0         1,877.0         2,039.4         2,228.1         2,003.4           Adj net interest (income)/exp         (284.0)         17.0         45.9         0.8         (49.0           Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,171.0           Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3	Other liabilities	6,011.0	5,392.0	4,679.0	5,044.0	5,485.0
Minority Interest         (19.0)         (32.0)         28.0         88.0         148.0           Total shareholder equity         25,622.0         25,577.0         26,422.3         27,655.3         29,215.7           Total liabilities and equity         38,598.0         41,401.0         40,951.4         42,793.1         45,090.8           CASH FLOW (INR m)           Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Depreciation & amortisation         1,113.0         1,877.0         2,039.4         2,228.1         2,003.4           Adj net interest (income)/exp         (284.0)         17.0         45.9         0.8         (49.0           Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,171.0           Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.1           Capex         (1,512.0)         (2,149.0)         (1,500.0)         (1,500.0	Total Liabilities	12,976.0	15,824.0	14,529.1	15,137.8	15,875.1
Total shareholder equity 25,622.0 25,577.0 26,422.3 27,655.3 29,215.7 Total liabilities and equity 38,598.0 41,401.0 40,951.4 42,793.1 45,090.8 CASH FLOW (INR m)  Pretax profit 6,196.0 4,513.0 3,677.8 4,208.7 4,982.8 Depreciation & amortisation 1,113.0 1,877.0 2,039.4 2,228.1 2,003.4 Adj net interest (income)/exp (284.0) 17.0 45.9 0.8 (49.0 Change in working capital (1,710.0) 328.0 304.6 10.8 (495.2 Cash taxes paid (1,417.0) (1,459.0) (845.9) (989.0) (1,171.0 Cher operating cash flow (197.0) 548.0 0.0 0.0 0.0 0.0 Cash flow from operations 3,701.0 5,824.0 5,221.8 5,459.3 5,271.3 Capex (1,512.0) (2,149.0) (1,500.0) (1,500.0) (1,500.0) Free cash flow 2,189.0 3,675.0 3,721.8 3,959.3 3,771.3 Dividends paid (1,261.0) (3,169.0) (1,986.6) (1,986.6) (2,251.5 Equity raised / (purchased) (1,609.0) (378.0) 0.0 0.0 0.0 0.0 Change in Debt 852.0 (624.0) 0.0 0.0 0.0 0.0 Ceffect of exch rate changes 296.0 108.0 0.0 0.0 0.0 0.0 0.0 0.0 Ceffect of exch rate changes 296.0 108.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	Shareholders Equity	25,641.0	25,609.0	26,394.3	27,567.3	29,067.7
CASH FLOW (INR m)         41,401.0         40,951.4         42,793.1         45,090.8           Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Depreciation & amortisation         1,113.0         1,877.0         2,039.4         2,228.1         2,003.4           Adj net interest (income)/exp         (284.0)         17.0         45.9         0.8         (49.0           Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,171.0           Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.7           Capex         (1,512.0)         (2,149.0)         (1,500.0)         (1,500.0)         (1,500.0)         (1,500.0)           Free cash flow         2,189.0         3,675.0         3,721.8         3,959.3         3,771.7           Dividends paid         (1,261.0)         (3,169.0)         (1,986.6)         (1,986.6)         (2,251.5           Equity raised / (purchased)	Minority Interest	(19.0)	(32.0)	28.0	88.0	148.0
CASH FLOW (INR m)           Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Depreciation & amortisation         1,113.0         1,877.0         2,039.4         2,228.1         2,003.4           Adj net interest (income)/exp         (284.0)         17.0         45.9         0.8         (49.0           Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,171.0           Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.3           Capex         (1,512.0)         (2,149.0)         (1,500.0)         (1,500.0)         (1,500.0)         (1,500.0)           Free cash flow         2,189.0         3,675.0         3,721.8         3,959.3         3,771.3           Dividends paid         (1,261.0)         (3,169.0)         (1,986.6)         (1,986.6)         (2,251.5           Equity raised / (purchased)         (1,609.0)         (378.0)         0.0         0.0	Total shareholder equity	25,622.0	25,577.0	26,422.3	27,655.3	29,215.7
Pretax profit         6,196.0         4,513.0         3,677.8         4,208.7         4,982.8           Depreciation & amortisation         1,113.0         1,877.0         2,039.4         2,228.1         2,003.4           Adj net interest (income)/exp         (284.0)         17.0         45.9         0.8         (49.0           Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,171.0           Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.7           Capex         (1,512.0)         (2,149.0)         (1,500.0)         (1,986.6)         (1,98	Total liabilities and equity	38,598.0	41,401.0	40,951.4	42,793.1	45,090.8
Depreciation & amortisation         1,113.0         1,877.0         2,039.4         2,228.1         2,003.4           Adj net interest (income)/exp         (284.0)         17.0         45.9         0.8         (49.0           Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,711.0           Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.7           Capex         (1,512.0)         (2,149.0)         (1,500.0)         (1,986.6)	CASH FLOW (INR m)					
Adj net interest (income)/exp         (284.0)         17.0         45.9         0.8         (49.0           Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,171.0           Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.7           Capex         (1,512.0)         (2,149.0)         (1,500.0)	Pretax profit	6,196.0	4,513.0	3,677.8	4,208.7	4,982.8
Change in working capital         (1,710.0)         328.0         304.6         10.8         (495.2)           Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,171.0)           Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.1           Capex         (1,512.0)         (2,149.0)         (1,500	Depreciation & amortisation	1,113.0	1,877.0	2,039.4	2,228.1	2,003.4
Cash taxes paid         (1,417.0)         (1,459.0)         (845.9)         (989.0)         (1,171.0)           Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.1           Capex         (1,512.0)         (2,149.0)         (1,500.0)         (1,500.0)         (1,500.0)           Free cash flow         2,189.0         3,675.0         3,721.8         3,959.3         3,771.7           Dividends paid         (1,261.0)         (3,169.0)         (1,986.6)         (1,986.6)         (2,251.5           Equity raised / (purchased)         (1,609.0)         (378.0)         0.0         0.0         0.0           Change in Debt         852.0         (624.0)         0.0         0.0         0.0           Other invest/financing cash flow         (1,421.0)         (77.0)         (45.9)         (0.8)         49.0           Effect of exch rate changes         296.0         108.0         0.0         0.0         0.0	Adj net interest (income)/exp	(284.0)	17.0	45.9	0.8	(49.0)
Other operating cash flow         (197.0)         548.0         0.0         0.0         0.0           Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.1           Capex         (1,512.0)         (2,149.0)         (1,500.0)         (1,500.0)         (1,500.0)           Free cash flow         2,189.0         3,675.0         3,721.8         3,959.3         3,771.1           Dividends paid         (1,261.0)         (3,169.0)         (1,986.6)         (1,986.6)         (1,986.6)         (2,251.5           Equity raised / (purchased)         (1,609.0)         (378.0)         0.0         0.0         0.0           Change in Debt         852.0         (624.0)         0.0         0.0         0.0           Other invest/financing cash flow         (1,421.0)         (77.0)         (45.9)         (0.8)         49.0           Effect of exch rate changes         296.0         108.0         0.0         0.0         0.0         0.0			328.0		10.8	(495.2)
Cash flow from operations         3,701.0         5,824.0         5,221.8         5,459.3         5,271.1           Capex         (1,512.0)         (2,149.0)         (1,500.0)         (1,500.0)         (1,500.0)           Free cash flow         2,189.0         3,675.0         3,721.8         3,959.3         3,771.7           Dividends paid         (1,261.0)         (3,169.0)         (1,986.6)         (1,986.6)         (2,251.5           Equity raised / (purchased)         (1,609.0)         (378.0)         0.0         0.0         0.0           Change in Debt         852.0         (624.0)         0.0         0.0         0.0           Other invest/financing cash flow         (1,421.0)         (77.0)         (45.9)         (0.8)         49.0           Effect of exch rate changes         296.0         108.0         0.0         0.0         0.0				, ,		(1,171.0)
Capex         (1,512.0)         (2,149.0)         (1,500.0)         (1,500.0)         (1,500.0)           Free cash flow         2,189.0         3,675.0         3,721.8         3,959.3         3,771.7           Dividends paid         (1,261.0)         (3,169.0)         (1,986.6)         (1,986.6)         (2,251.5           Equity raised / (purchased)         (1,609.0)         (378.0)         0.0         0.0         0.0           Change in Debt         852.0         (624.0)         0.0         0.0         0.0           Other invest/financing cash flow         (1,421.0)         (77.0)         (45.9)         (0.8)         49.0           Effect of exch rate changes         296.0         108.0         0.0         0.0         0.0	•					0.0
Free cash flow       2,189.0       3,675.0       3,721.8       3,959.3       3,771.7         Dividends paid       (1,261.0)       (3,169.0)       (1,986.6)       (1,986.6)       (2,251.5         Equity raised / (purchased)       (1,609.0)       (378.0)       0.0       0.0       0.0         Change in Debt       852.0       (624.0)       0.0       0.0       0.0         Other invest/financing cash flow       (1,421.0)       (77.0)       (45.9)       (0.8)       49.0         Effect of exch rate changes       296.0       108.0       0.0       0.0       0.0       0.0	•					5,271.1
Dividends paid         (1,261.0)         (3,169.0)         (1,986.6)         (1,986.6)         (2,251.5)           Equity raised / (purchased)         (1,609.0)         (378.0)         0.0         0.0         0.0           Change in Debt         852.0         (624.0)         0.0         0.0         0.0           Other invest/financing cash flow         (1,421.0)         (77.0)         (45.9)         (0.8)         49.0           Effect of exch rate changes         296.0         108.0         0.0         0.0         0.0	·					(1,500.0)
Equity raised / (purchased)       (1,609.0)       (378.0)       0.0       0.0       0.0         Change in Debt       852.0       (624.0)       0.0       0.0       0.0         Other invest/financing cash flow       (1,421.0)       (77.0)       (45.9)       (0.8)       49.0         Effect of exch rate changes       296.0       108.0       0.0       0.0       0.0						3,771.1
Change in Debt       852.0       (624.0)       0.0       0.0       0.0         Other invest/financing cash flow       (1,421.0)       (77.0)       (45.9)       (0.8)       49.0         Effect of exch rate changes       296.0       108.0       0.0       0.0       0.0       0.0	•					
Other invest/financing cash flow         (1,421.0)         (77.0)         (45.9)         (0.8)         49.0           Effect of exch rate changes         296.0         108.0         0.0         0.0         0.0						0.0
Effect of exch rate changes 296.0 108.0 0.0 0.0 0.0	•					
	Net cash flow	(954.0)	(465.0)	1,689.3	0.0 1,971.9	1,568.6

FYE 31 Mar	FY19A	FY20A	FY21E	FY22E	FY23E
Key Ratios					
Growth ratios (%)					
Revenue growth	17.9	(4.1)	(13.5)	7.8	8.7
EBITDA growth	18.0	(7.5)	(16.4)	18.2	8.5
EBIT growth	20.9	(23.4)	(28.0)	24.5	19.8
Pretax growth	14.4	(27.2)	(18.5)	14.4	18.4
Reported net profit growth	16.7	(28.5)	(19.0)	14.0	18.7
Core net profit growth	10.5	(21.8)	(25.6)	14.0	18.7
Profitability ratios (%)					
EBITDA margin	14.0	13.5	13.0	14.3	14.2
EBIT margin	11.5	9.2	7.7	8.9	9.8
Pretax profit margin	13.4	10.2	9.6	10.2	11.1
Payout ratio	34.6	48.2	59.5	52.2	49.8
DuPont analysis					
Net profit margin (%)	10.4	7.7	7.2	7.7	8.4
Revenue/Assets (x)	1.2	1.1	0.9	1.0	1.0
Assets/Equity (x)	1.5	1.6	1.6	1.6	1.6
ROAE (%)	19.5	13.4	10.7	11.7	13.2
ROAA (%)	13.1	9.3	6.7	7.5	8.5
Liquidity & Efficiency					
Cash conversion cycle	32.5	41.8	46.3	42.1	41.1
Days receivable outstanding	58.7	62.6	64.7	58.0	56.8
Days inventory outstanding	18.8	25.5	30.0	27.3	27.2
Days payables outstanding	45.0	46.2	48.4	43.1	42.9
Dividend cover (x)	2.9	2.1	1.7	1.9	2.0
Current ratio (x)	2.2	2.0	2.3	2.4	2.5
Leverage & Expense Analysis					
Asset/Liability (x)	3.0	2.6	2.8	2.8	2.8
Net gearing (%) (incl perps)	net cash				
Net gearing (%) (excl. perps)	net cash				
Net interest cover (x)	na	na	na	na	na
Debt/EBITDA (x)	0.5	1.1	1.3	1.1	1.0
Capex/revenue (%)	3.3	4.9	3.9	3.6	3.3
Net debt/ (net cash)	(6,730.0)	(2,815.0)	(4,504.3)	(6,476.2)	(8,044.8)

Source: Company; Maybank



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Technical Analysis



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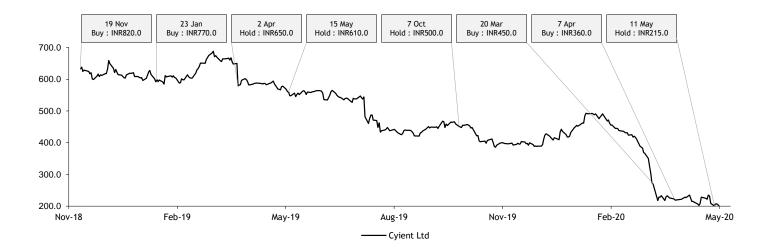
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