



**DALAL & BROACHA**  
STOCK BROKING PVT. LTD.

Analyst: Mayank Babla (022) 67141412

## Q1 FY21 Result Update@ Dalal&Broacha

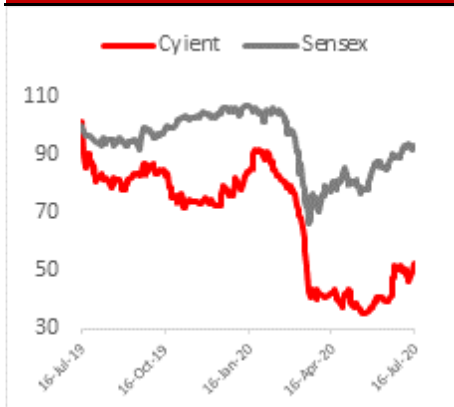
### BUY

Current Price	284
Target Price	336
Upside	18%
52 Week Range	184/550

### Key Share Data

Market Cap (Rs.Bn)	31.25
Market Cap (US\$ Bn)	415.67
No of o/s shares (Mn)	109.97
Face Value	5
Monthly Avg. Vol(BSE+NSE)(‘000)	1332.20
BSE Code	532175
NSE Code	CYIENT
Bloomberg	CYL:IN

### Price performance



% Shareholding	Jun-20	Mar-20
Promoters	22.87	22.87
Public	77.13	77.13
Others	0.00	0.00
<b>Total</b>	<b>100</b>	<b>100</b>

### Cyient's Q1FY21 performance was above our estimates across all fronts. Expect performance to bounce-back across all verticals except A&D from Q2FY21 onwards

- \$ Revenue came in at \$130.6 Mn, -12.8% qoq / -16.6% yoy and 9% above our estimates
- INR revenue stood at INR 9917 Mn, -7.6% qoq / -8.9% yoy and 9.1% above our estimates
- EBITDA at INR 986 Mn, -26% qoq / -31% yoy and 8% above our estimate
- EBITDA margin stood at 9.9% vs 12.5% / 13.1% in Q4FY20 / Q1FY20 respectively and in-line with our estimate of 10%
- EBIT stood at INR 502 Mn, -41.5% qoq / -49% yoy and 8.4% below our estimates
- PAT came in at INR 814 Mn, -4.9% qoq / -10% yoy and 42.7% above our estimates. However, PAT contained a one-off income of INR 511 Mn of Export Incentives from the Government which largely comes once per annum.
- EPS stood at INR 7.4 vs in Q1FY21 vs 7.8 / 8.2 in Q4FY20 / Q1FY20 respectively

### Segmental Highlights

**Services (86.2% of topline)** revenue stood at \$112.2 Mn, -15.2% qoq / -18.6% yoy  
**DLM (13.7% of revenue)** reported a growth of 5.5% qoq and a de-growth of -0.9% yoy

### Services Verticals

**Aerospace & Defense (31% of rev)** reported a de-growth of 22.9% qoq / 27.7% yoy  
**Communications (27% of topline)** reported a de-growth of -10.9% qoq / +0.9% yoy  
**Transportation (12% of rev)** reported a de-growth of -10.7% qoq / -23.8% yoy  
**Utilities (12% of topline)** reported a degrowth of -13.7% qoq / -22% yoy

**Geographically** all regions underperformed with Europe (26% of topline) leading the pack at -16.9% qoq / -19.4% yoy followed by US (57% of topline) at -12.8% qoq / -19.4% yoy

### Concall takeaways

(i) Expect FY21 USD revenues to degrow by lower double digits (10-12%) (ii) EBIT margin had one-off impact of 259 bps due to restructuring and one-off adverse revenue mix of 134 bps which would be reversed in the forthcoming quarters, this would be offset by resurgence of SGA costs to some extent (iii) Expect Q2FY21 margins to be at similar level to Q4FY20 margins (can achieve 9.5% EBIT margins over the next few quarters (iv) Expect performance of Comms, Utilities, Medical and Transportation to recover from Q2FY21 itself (v) Margins were largely impacted due to lower volumes more than pricing pressure (vi) Commissioned new DLM facility in Hyderabad (vii) Export incentives of INR 511 Mn part of Q1FY21 Other Income – this is once per annum phenomenon and will not be there over the next few quarters (viii) Aerospace & Defense will remain under pressure for the next few quarters. Resumption of domestic (70% of Cyient's Aerospace revenues) and inter-state travel in US and Europe would be key developments to monitor as it will revive aircraft production and MRO (ix) Added 25 new customers in Q1

### Vertical-wise Commentary:

**A&D:** Saw significant ramp downs and delays. Complete halt in commercial aviation impacted Cyient massively while Defense provided some relief

### Consolidated Financials (In INR Mn)

INR Mn	Net Sales	% Growth	EBITDA	Margin (%)	PAT	Margin (%)	EPS	% Growth	P/E (x)	ROE (%)	ROCE (%)
<b>FY18</b>	39,139	9.1%	5,354	13.7%	4,104	10.4%	36.5	11%	7.9x	18.4%	17.5%
<b>FY19</b>	46,175	18.0%	6,436	13.9%	4,909	10.6%	43.7	20%	6.5x	20.0%	18.9%
<b>FY20</b>	44,274	(4.1%)	5,893	13.3%	3,602	8.1%	32.0	-27%	8.9x	13.3%	13.1%
<b>FY21E</b>	41,757	(5.7%)	5,161	12.4%	3,259	7.8%	29.0	-10%	9.8x	11.0%	9.8%
<b>FY22E</b>	46,608	11.6%	6,059	13.0%	3,780	8.1%	33.6	16%	8.4x	11.7%	11.4%

Source: Company, Dalal&Broacha Research



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**Transportation:** impacted due to sluggishness in 1 customer but expect to recover Q2FY21 onwards

**Communications:** Secured 60 sites in Australia for 5G rollouts, expecting similar momentum in North America. Meanwhile, management is on lookout for expanding into Europe to tap 5G opportunity there. Seeing positive trends in 5G rollout, Fixed Wireline to Wi reless and Network upgradation

**Medical:** Robust pipeline will drive Q2 and Q3FY21

**Semi-conductor:** is expected to be muted due to uncertain environment

**Energy & Utilities:** Expect utilities to recover from Q2 onwards whereas Energy is expected to revive post Q2

**DLM:** seeing good opportunity in demand as well as improving operating efficiency

**Q1FY21 Performance Review**

YE March (Rs. mn)	Q1 FY21	Q4 FY20	Q-o-Q change %	Q1 FY20	Y-o-Y change %	Q1 FY21 Est.	Deviation %
Total Revenue (USD Mn)	131	150	(12.8%)	157	(16.6%)	120	9.0%
Total Revenue (INR Mn)	9,917	10,736	(7.6%)	10,890	(8.9%)	9,093	9.1%
Less:							
Cost of Revenues	6,875	6,787	1.3%	7,323	(6.1%)	6,453	6.5%
SG&A Expenses	2,056	2,612	(21.3%)	2,136	(3.7%)	1,728	19.0%
Total Expenditure	8,931	9,399	(5.0%)	9,459	(5.6%)	8,181	9.2%
EBIDTA	986	1,337	(26.3%)	1,431	(31.1%)	912	8.1%
Less: Depreciation	484	479	1.0%	443	9.3%	364	33.1%
EBIT	502	858	(41.5%)	988	(49.2%)	548	-8.4%
Interest Paid	100	125	(20.0%)	117	(14.5%)	125	
Other income (expense), net	684	539	26.9%	282	142.6%	327	109.0%
Profit Before Tax	1,086	868	25.1%	1,153	(5.8%)	751	44.7%
Tax	348	245	42.0%	327	6.4%	180	93.2%
Deferred Tax	(76)	156		(72)		0	
PAT before Minority Interest	814	467	74.3%	898	(9.4%)	570	42.7%
Minority Interest	0	10	N.A.	(6)	N.A.	0	
Share of Profit of Associates	0	(5)		0		0	
Profit After Tax	814	452	80.1%	904	(10.0%)	570	42.7%
Adjusted PAT	814	856	(4.9%)	904	(10.0%)	570	
Basic & Diluted EPS (Rs.)	7.4	7.8	(4.9%)	8.2	(10.0%)	5.2	42.7%
Basic & Diluted Outstanding (mn)	110	110		110		110	
<b>Margin Analysis %</b>			<b>Change In bps</b>	<b>Change In bps</b>			
EBIDTA Margin	9.9%	12.5%	-251	13.1%	-320	10.0%	-9
EBIT Margin	5.1%	8.0%	-293	9.1%	-401	6.0%	-97
PBT Margin	11.0%	8.1%	287	10.6%	36	8.3%	270
NPM	8.2%	4.2%	400	8.3%	-9	6.3%	193
Effective Tax Rate (%)	25.0%	46.2%	-2,115	22.1%	293	24.0%	105
<b>Cost Analysis %</b>			<b>Change In bps</b>	<b>Change In bps</b>			
Cost of Revenues/ Sales	69.3%	63.2%	611	67.2%	208	71.0%	-164
Other income/ PBT	63.0%	62.1%	89	24.5%	3,853	43.6%	1,937

Source: Company, Dalal&Broacha Research

Revenues (% Terms)	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
<b>By Geography</b>									
North America	55%	56%	58%	57%	59%	60%	58%	57%	57%
EMEA & India	26%	26%	24%	26%	27%	26%	26%	27%	26%
APAC	18%	17%	18%	17%	14%	14%	17%	16%	17%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

US\$ Revenues (\$ Terms)	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
<b>North America</b>	<b>89</b>	<b>95</b>	<b>96</b>	<b>94</b>	<b>92</b>	<b>99</b>	<b>89</b>	<b>85</b>	<b>74</b>
QoQ	1.1%	6.7%	1.2%	-2.0%	-2.2%	7.3%	-9.7%	-4.7%	-12.8%
YoY	13.3%	16.7%	14.7%	7.1%	3.6%	4.1%	-7.1%	-9.7%	-19.4%
<b>Europe</b>	<b>42</b>	<b>45</b>	<b>40</b>	<b>44</b>	<b>42</b>	<b>43</b>	<b>40</b>	<b>41</b>	<b>34</b>
QoQ	-12.2%	5.4%	-10.8%	9.6%	-3.4%	2.5%	-8.4%	3.3%	-16.9%
YoY	13.1%	11.3%	-5.5%	-9.5%	-0.4%	-3.2%	-0.5%	-6.3%	-19.4%
<b>APAC</b>	<b>30</b>	<b>29</b>	<b>29</b>	<b>28</b>	<b>22</b>	<b>22</b>	<b>26</b>	<b>23</b>	<b>22</b>
QoQ	2.5%	-0.7%	-0.6%	-5.6%	-18.8%	-0.3%	17.5%	-11.3%	-4.0%
YoY	19.6%	2.5%	11.8%	-4.5%	-24.3%	-24.0%	-10.2%	-15.6%	-0.3%
<b>Total</b>	<b>161</b>	<b>169</b>	<b>165</b>	<b>165</b>	<b>157</b>	<b>164</b>	<b>155</b>	<b>149</b>	<b>130</b>

- \$Revenue was down 12.8% qoq but better than management guidance of 15-20% de-growth

- EBIT was marred by drop in volumes and one-off items. Margin walk: -259 bps impact due to one time restructuring costs, -289 bps due to lower volumes, -134 bps due to one off adverse revenue mix. This was offset by +185 bps SGA cost savings, +110 bps due to operational efficiencies +104 bps Fx impact

- Net Income was boosted by export incentives by the government to the tune of INR 511 Mn which will not recur in the forthcoming quarters of FY21

- Europe was worst hit for Cyient followed by North America

- Going ahead, management sees strong opportunities in Comms in US and APAC

- 90% dip in Air Travel impacted Aerospace vertical in US & Europe



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By Industry (% Terms)	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Aerospace & Defense	37%	34%	34%	34%	35%	34%	32%	34%	31%
Transportation	12%	12%	12%	12%	13%	13%	11%	11%	12%
Semiconductor	5%	6%	5%	6%	6%	5%	5%	4%	6%
Medical and Tech	3%	2%	2%	2%	2%	2%	2%	3%	3%
Utilities	11%	14%	15%	13%	12%	13%	15%	12%	12%
Communications	22%	24%	23%	22%	22%	22%	24%	26%	27%
Portfolio	11%	9%	9%	11%	10%	11%	11%	11%	10%

By Industry (\$ Terms)	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Aerospace & Defense	53.1	49.3	49.6	49.8	48.4	47.6	45.1	45.4	35.0
Q-o-Q	1.8%	-7.1%	0.5%	0.5%	-2.8%	-1.8%	-5.1%	0.6%	-22.9%
Y-o-Y	22.7%	5.9%	2.2%	-4.5%	-8.8%	-3.6%	-9.0%	-8.9%	-27.7%
Transportation	17.3	17.2	17.3	18.1	17.7	18.2	15.6	15.1	13.5
Q-o-Q	19.6%	-0.3%	0.7%	4.2%	-2.3%	3.3%	-14.7%	-3.0%	-10.7%
Y-o-Y	38.3%	14.5%	6.0%	25.2%	2.2%	5.9%	-10.3%	-16.6%	-23.8%
Semiconductor	6.9	8.5	6.8	8.2	7.6	6.9	6.9	5.3	6.2
Q-o-Q	41.0%	23.6%	-19.8%	21.2%	-7.8%	-9.4%	-0.1%	-22.9%	16.6%
Y-o-Y	10.9%	53.8%	31.3%	69.3%	10.7%	-18.8%	1.1%	-35.7%	-18.7%
Medical and Cons. Electrc	4.0	2.8	2.9	2.9	3.2	3.4	3.4	3.3	3.0
Q-o-Q	-15.3%	-30.6%	4.2%	1.7%	7.9%	6.1%	-0.1%	-1.7%	-8.4%
Y-o-Y	10.9%	-6.1%	3.3%	-37.7%	-20.6%	21.4%	16.3%	12.5%	-4.6%
Energy & Utilities	16.3	20.9	21.7	19.3	17.0	18.5	20.3	15.3	13.2
Q-o-Q	-19.3%	28.3%	3.9%	-11.2%	-11.9%	9.1%	9.7%	-24.5%	-13.7%
Y-o-Y	0.3%	-2.2%	-6.6%	-4.5%	4.3%	-11.3%	-6.3%	-20.3%	-22.0%
Communications	32.0	34.9	33.8	32.8	29.8	30.4	34.2	33.7	30.1
Q-o-Q	-1.5%	9.1%	-3.1%	-3.1%	-9.1%	2.2%	12.3%	-1.3%	-10.9%
Y-o-Y	10.9%	11.5%	6.5%	1.0%	-6.8%	-12.7%	1.1%	2.9%	0.9%
Portfolio	16.0	12.6	12.4	15.9	14.3	15.3	14.7	14.3	11.3
Q-o-Q	13.0%	-21.5%	-1.0%	27.7%	-9.6%	6.6%	-3.8%	-2.9%	-20.7%
Y-o-Y	32.1%	8.7%	3.3%	12.1%	-10.3%	21.8%	18.4%	-10.0%	-21.0%

- Aerospace was worst hit due to current pandemic
- Client issue in Transportation dragged growth in the segment, however, expect revival from Q2 onwards
- Medical, Comms, Transportation and Utilities will lead the recovery from Q2 onwards
- Aerospace is expected to remain weak till Q3FY21 atleast
- Semicon is also expected to remain weak in the near to medium terms

**Valuation & Outlook**

Q1FY21 performance and management commentary provides some sort of visibility in the company which is dominated by uncertain verticals namely Aerospace, Energy, Defense, Semiconductor and Transportation (considering current pandemic). While A&D is expected to continue to remain under pressure, Comms, Utilities, Transportation and Medical should recover from Q2 onwards on the back of a robust pipeline. At INR 284, Cyient is trading at 9.8x / 8.4x FY21e / FY22e EPS. **We believe that the above-mentioned factors coupled extremely cheap valuations will serve as major triggers for the stock. We therefore assign a BUY rating on the stock with a target price of INR 336, which is 10x FY22e EPS.**



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Profit & Loss A/c					
YE March (Rs. mn)	FY18	FY19	FY20	FY21E	FY22E
<b>Total Revenue</b>	<b>39,139</b>	<b>46,175</b>	<b>44,274</b>	<b>41,757</b>	<b>46,608</b>
Less:					
Cost of Services	3,272	3,936	4,066	5,245	5,903
Employee Cost	21,877	25,374	24,776	23,127	25,791
SG&A Expenses & Other	8,837	10,288	9,683	8,742	9,788
<b>Total Operating Expenditure</b>	<b>33,785</b>	<b>39,739</b>	<b>38,381</b>	<b>36,596</b>	<b>40,549</b>
<b>EBITDA</b>	<b>5,354</b>	<b>6,436</b>	<b>5,893</b>	<b>5,161</b>	<b>6,059</b>
Less: Depreciation	1,052	1,114	1,878	1,917	1,911
<b>EBIT</b>	<b>4,302</b>	<b>5,322</b>	<b>4,015</b>	<b>3,244</b>	<b>4,148</b>
<i>Growth %</i>	<i>12.6%</i>	<i>23.7%</i>	<i>-24.6%</i>	<i>-19.2%</i>	<i>27.8%</i>
Interest Paid	204	326	486	400	400
Non-operating Income	1,519	1,340	1,583	1,639	1,398
<b>Profit Before tax</b>	<b>5,567</b>	<b>6,336</b>	<b>4,708</b>	<b>4,483</b>	<b>5,146</b>
Tax	1,380	1,512	1,181	1,299	1,441
<b>Net Profit before Minority</b>	<b>4,187</b>	<b>4,824</b>	<b>3,527</b>	<b>3,184</b>	<b>3,705</b>
Minority Interest	(23)	(23)	(13)	(13)	(13)
Profit/Loss of Associates	(156)	62	62	62	62
<b>Net Profit</b>	<b>4,008</b>	<b>4,863</b>	<b>3,576</b>	<b>3,233</b>	<b>3,754</b>
<b>Adjusted Profit</b>	<b>4,104</b>	<b>4,909</b>	<b>3,602</b>	<b>3,259</b>	<b>3,780</b>
<b>Reported Diluted EPS Rs</b>	<b>36.1</b>	<b>43.7</b>	<b>32.0</b>	<b>29.0</b>	<b>33.6</b>
<i>Growth %</i>	<i>17.9%</i>	<i>21.1%</i>	<i>-26.6%</i>	<i>-9.5%</i>	<i>16.0%</i>
<b>Adjusted Diluted EPS Rs</b>	<b>36.5</b>	<b>43.7</b>	<b>32.0</b>	<b>29.0</b>	<b>33.6</b>

Key Ratios					
<b>EBITDA (%)</b>	<b>13.7%</b>	<b>13.9%</b>	<b>13.3%</b>	<b>12.4%</b>	<b>13.0%</b>
<b>NPM (%)</b>	<b>10.4%</b>	<b>10.6%</b>	<b>8.1%</b>	<b>7.8%</b>	<b>8.1%</b>
<b>RoE (%)</b>	<b>18.4%</b>	<b>20.0%</b>	<b>13.3%</b>	<b>11.0%</b>	<b>11.7%</b>
<b>RoCE (%)</b>	<b>17.6%</b>	<b>19.5%</b>	<b>13.2%</b>	<b>9.8%</b>	<b>11.4%</b>
<b>Tax Rate %</b>	<b>24.8%</b>	<b>23.9%</b>	<b>25.1%</b>	<b>29.0%</b>	<b>28.0%</b>
<b>Book Value Per share (Rs.)</b>	<b>208.5</b>	<b>228.1</b>	<b>252.3</b>	<b>274.0</b>	<b>299.2</b>

Valuation Ratios					
<b>P/E (x)</b>	<b>7.9x</b>	<b>6.5x</b>	<b>8.9x</b>	<b>9.8x</b>	<b>8.4x</b>
<b>EV/EBITDA</b>	<b>4.3x</b>	<b>3.6x</b>	<b>3.2x</b>	<b>2.9x</b>	<b>1.8x</b>
<b>P/BV (x)</b>	<b>1.4x</b>	<b>1.2x</b>	<b>1.1x</b>	<b>1.0x</b>	<b>0.9x</b>
<b>Market Cap. / Sales (x)</b>	<b>0.8x</b>	<b>0.7x</b>	<b>0.7x</b>	<b>0.8x</b>	<b>0.7x</b>

Cash Flows (Consolidated)					
YE December (Rs. Mn)	FY18	FY19	FY20	FY21E	FY22E
<b>PAT</b>	<b>4,054.0</b>	<b>4,908.5</b>	<b>3,601.5</b>	<b>3,258.6</b>	<b>3,779.5</b>
Less: Non Operating Income	(1,519.0)	(1,340.0)	(1,583.0)	(1,639.2)	(1,398.2)
Add: Depreciation	1,052.0	1,114.0	1,878.0	1,916.8	1,910.9
Add: Interest Paid	204.0	326.0	486.0	400.0	400.0
<b>Operating Profit before WC Changes</b>	<b>3,974.0</b>	<b>4,947.0</b>	<b>4,321.0</b>	<b>3,874.7</b>	<b>4,630.7</b>
<b>Net Cash From Operations</b>	<b>2,414.0</b>	<b>3,898.0</b>	<b>5,444.7</b>	<b>4,365.8</b>	<b>5,431.2</b>
<b>Cash Flow from Investing Activities</b>					
(Inc)/Dec in Fixed Assets	(1,255.0)	(1,424.0)	(1,106.9)	(1,000.0)	(1,165.2)
<b>Cash Flow from Financing Activities</b>					
(Inc)/(Dec) in Total Loans	149.0	460.0	460.0	460.0	460.0
Dividend Paid	(1,296.0)	(1,296.0)	(900.4)	(814.6)	(944.9)
<b>Net Cash from Financing Activities</b>	<b>(1,676.0)</b>	<b>(1,942.5)</b>	<b>(1,407.7)</b>	<b>(636.4)</b>	<b>(799.6)</b>
<b>Net Inc/Dec in cash equivalents</b>	<b>1,026.0</b>	<b>(102.0)</b>	<b>4,765.8</b>	<b>4,469.4</b>	<b>4,850.4</b>
<b>Opening Balance</b>	<b>8,781.0</b>	<b>9,807.0</b>	<b>9,705.0</b>	<b>14,470.8</b>	<b>18,940.2</b>
<b>Closing Balance Cash and</b>	<b>9,807.0</b>	<b>9,705.0</b>	<b>14,470.8</b>	<b>18,940.2</b>	<b>23,790.5</b>

Balance Sheet (Consolidated)					
YE March( Rs. mn)	FY18	FY19	FY20	FY21E	FY22E
<b>Liabilities</b>					
Equity Capital	563	552	563	563	563
Reserves & Surplus	22,876	25,089	27,790	30,234	33,069
<b>Equity</b>	<b>23,439</b>	<b>25,641</b>	<b>28,353</b>	<b>30,797</b>	<b>33,632</b>
<b>Net Worth</b>	<b>23,439</b>	<b>25,641</b>	<b>28,353</b>	<b>30,797</b>	<b>33,632</b>
Net Deferred tax liability/(As	1,590	2,220	1,728	1,846	1,931
<b>Total Loans</b>	<b>676</b>	<b>1,136</b>	<b>1,596</b>	<b>2,056</b>	<b>2,516</b>
<b>Capital Employed</b>	<b>25,705</b>	<b>28,997</b>	<b>31,677</b>	<b>34,699</b>	<b>38,079</b>
<b>Assets</b>					
Gross Block	7,616	8,325	9,432	10,432	11,597
Less: Depreciation	4,396	4,795	6,673	8,590	10,501
<b>Net Block</b>	<b>3,220</b>	<b>3,530</b>	<b>2,759</b>	<b>1,842</b>	<b>1,096</b>
<b>Investments</b>	<b>568</b>	<b>583</b>	<b>559</b>	<b>527</b>	<b>588</b>
<b>Current Assets</b>					
Sundry Debtors	6,913	8,137	7,763	8,237	8,300
Cash and Bank Balance	9,807	9,705	14,471	18,940	23,791
Loans and Advances	4,120	4,852	3,896	3,382	3,496
<b>Total Current Assets</b>	<b>25,268</b>	<b>27,489</b>	<b>30,643</b>	<b>34,571</b>	<b>39,668</b>
<b>Less:Current Liabilities</b>					
Sundry Creditors	3,813	3,712	4,522	4,712	5,221
<b>Total Current Liabilities</b>	<b>8,621</b>	<b>9,895</b>	<b>9,407</b>	<b>9,357</b>	<b>10,403</b>
<b>Capital Applied</b>	<b>25,705</b>	<b>28,997</b>	<b>31,677</b>	<b>34,699</b>	<b>38,079</b>

Free Cash Flow Statement					
YE March (Rs. mn)	FY18	FY19	FY20	FY21E	FY22E
EBITDA	5,354	6,436	5,893	5,161	6,059
FC Investment	644	709	1,107	1,000	1,165
WC Changes	-1,560	-1,049	1,124	491	801
Depreciation Tax Shield	261	266	471	555	535
Tax Expenses	1,327	1,536	1,478	1,496	1,696
FCF	2,084	3,408	4,903	3,712	4,533

Key Ratios (Consolidated)					
YE March (Rs. mn)	FY18	FY19	FY20	FY21E	FY22E
<b>Key Operating Ratios</b>					
EBITDA Margin (%)	13.7%	13.9%	13.3%	12.4%	13.0%
Tax / PBT (%)	24.8%	23.9%	25.1%	29.0%	28.0%
Net Profit Margin (%)	10.4%	10.6%	8.1%	7.8%	8.1%
RoE (%)	18.4%	20.0%	13.3%	11.0%	11.7%
RoCE (%)	17.5%	18.9%	13.1%	10.7%	11.2%
Current Ratio (x)	2.9x	2.8x	3.3x	3.7x	3.8x
Dividend Payout (%)	32.0%	26.4%	25.0%	25.0%	25.0%
Book Value Per Share (Rs.)	208.5	228.1	252.3	274.0	299.2
<b>Financial Leverage Ratios</b>					
Interest Coverage (x)	26.2x	19.7x	12.1x	12.9x	15.1x
<b>Growth Indicators %</b>					
Sales Growth (%)	9.1%	18.0%	(4.1%)	(5.7%)	11.6%
EBITDA Growth (%)	12.2%	20.2%	(8.4%)	(12.4%)	17.4%
Net Profit Growth (%)	17.9%	21.1%	(26.6%)	(9.5%)	16.0%
Diluted EPS Growth (%)	17.9%	21.1%	(26.6%)	(9.5%)	16.0%



**DALAL & BROACHA**  
STOCK BROKING PVT. LTD.

**Analyst:** Mayank Babla (022) 67141412

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STOCK BROKING PVT. LTD.

**Analyst:** Mayank Babla (022) 67141412

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Contact	Email ID	Contact No.	Sector
Mr. Kunal Bhatia	kunal.bhatia@dalal-broacha.com	022 67141442	Auto, Auto Ancillary, FMCG
Mrs.Charulata Gaidhani	charulata.gaidhani@dalal-broacha.com	022 67141446	Pharma /Healthcare
<b>Mr. Mayank Babla</b>	<b>mayank.babladalal-broacha.com</b>	<b>022 67141412</b>	<b>I.T/Telecom/Media</b>
Mr. Avinash Tanawade	avinash.tanawade@dalal-broacha.com	022 67141449	BFSI
Mr. Akshay Ashok	akshay.ashok@dalal-broacha.com	022 67141486	BFSI
Mr. Suraj Nandu	suraj.nandu@dalal-broacha.com	022 67141438	Associate
Mr. Tanush Mehta	tanush.mehta@dalal-broacha.com	022 67141441	Associate

Address: - 508, Maker Chambers V, 221 Nariman Point, Mumbai 400 021. Tel: 91-22- 2282 2992, 2287 6173, (D) 6630 8667 Fax: 91-22-2287 0092  
E-mail: research@dalalbroachaindia.com, equity.research@dalal-broacha.com